Date: 27th July, 2022

#### To

risolothings.in

The Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block Bandra-Kurla Complex Bandra(E) Mumbai-400051 NSE Symbol: **IRISDOREME** 

#### Sub: Outcome of the Board Meeting dated 27th July, 2022

Ref: Disclosure under Regulation 30 and 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to the above, this is to inform you that the Board of Directors at their meeting held today i.e., 27<sup>th</sup> July, 2022 had transacted the following business:

- a) Considered, approved and took on record the Unaudited Financial Results for the quarter ended 30<sup>th</sup> June, 2022.
- b) Approved the Board's Report along with all annexures for the Financial Year ended 31<sup>st</sup> March, 2022.
- c) Re-appointed M/s. Vimal & Seksaria, Chartered Accountants, as the Internal Auditor of the Company for the Financial Year 2022-2023.
- d) Re-appointed Mr. Rajesh Ghorawat, Practicing Company Secretary (FCS: 7226; C.P. No. 20897) as the Secretarial Auditor of the Company for the Financial Year 2022-2023.
- e) <u>Taken on record the notice dated 14<sup>th</sup> July, 2022, received from NSE with regard to</u> <u>delayed compliance under Regulation 23(9) of SEBI (LODR) Regulations, 2015:</u>

The Chairman informed the Board that the Company had received a notice dated 14<sup>th</sup> July, 2022 via email from NSE stating that we have delayed in making disclosures under Regulation 23(9) of SEBI (LODR) Regulations, 2015. In this context, the company had already paid the fine amount imposed by NSE. Further, it was decided that the Company will strictly monitor the statutory compliance and will ensure that the same is completed before due date in order to mitigate any other violations in future.

f) Considered the convening of 11<sup>th</sup> Annual General Meeting (AGM) of the Company on 19<sup>th</sup> September, 2022 at 4.00 p.m. through Video Conferencing/Other Audio Video Means (OAVM) pursuant to applicable MCA Circulars and SEBI Circulars.

#### **Iris Clothings Limited**

103/24/1, Foreshore Road, Howrah 711 102, India +91 33 2637 3856 / 2640 4674 | info@irisclothings.in CIN: L18109WB2011PLC166895

### DOREME.in

- g) Approved draft notice of 11<sup>th</sup> Annual General Meeting of the Company and appointed Mr. Rajesh Ghorawat, Practicing Company Secretary (FCS: 7226; C.P. No. 20897) as Scrutinizer for scrutinising the voting process at the ensuing AGM.
- h) Proposed the re-appointment of Mr. Nikhil Saraf (DIN: 00611163), Independent Director of the Company whose tenure shall be expiring on 30<sup>th</sup> August, 2022, for a further period of 5 (five) consecutive financial years commencing from 31<sup>st</sup> August, 2022, subject to approval of Members at the ensuing Annual General Meeting (AGM) of the Company.

In this regard, enclosed please find herewith the followings:

- a) Unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 2022 along with Limited Review Report.
- b) Press release about the above financial results.
- c) Investor Presentation.
- d) Brief profile of Internal Auditor.
- e) Brief profile of Secretarial Auditor.

The meeting commenced at 4:30 p.m. and concluded at 5:30 p.m.

Kindly take the same on your records.

Thanking You.

Yours faithfully, For Iris Clothings Limited TD.

Director

Santosh Ladha Managing Director (DIN: 03585561)

Encl: As above

#### Profile of Internal Auditor

1.	Name of the Internal				
	Auditor	Chartered Accountants			
2.	Address	31, Ganesh Chandra Avenue,			
	and the second s	1st Floor, Kolkata - 700 013			
3.	Contact Details	91 (33) 4004 8654			
4. Experience		They have rich experience in Internal Audit and have been conducting Internal Audit of various corporates who are engaged in diversified fields like Manufacturing, Aquaculture, Plantations, Trading, Shipping, Communications, infrastructure, Export,			
		Hospitality, Construction, Leasing & Finance, real			
		estate, health care etc.			

#### Profile of Secretarial Auditor

1.	Name of the Secretarial Auditor	Mr. Rajesh Ghorawat			
2.	Address	68, R. K. Chatterjee Road, Kolkata-700042			
3.	Membership No. / Certificate of Practice No.	M. No. F7226 CP No. 20897			
4.	ICSI Peer Review No.	1992/2022			
5.	Contact Details	Mobile No9836029000 / 9831189994 Email: <u>rgadvisory18@gmail.com</u>			
6.	Professional Qualification	A Commerce graduate from St. Xavier's College, a qualified Company Secretary and a Cost Accountant.			
7.	Experience	He has rich experience of working in corporate world for almost two decades.			
8.	Core Area	Company Law matters, Insolvency & Bankruptcy Code, 2016, Due Diligence, Management Audit, Internal Audit and Project Implementation.			

For Iris Clothings Limited IRIS CLQTHINGS LTD.

Healt Director

Santosh Ladha Managing Director (DIN: 03585561)



Stesalit Tower, Room No: 303 3rd floor, E 2-3, Block EP & GP Sector-V, Salt Lake, Kolkata- 700091 Ph- 91 (33) 40630462, 40697147

Sunshine Tower, 7th Floor, Unit No.: 716, Senapati Bapat Marg, Dadar (West) Mumbai- 400013 Ph- 91 (22) 24322838

#### **Limited Review Report**

#### To The Board of Directors IRIS Clothings Limited

**1.** We have reviewed the accompanying statement of unaudited financial results of IRIS Clothings Limited for the quarter ended 30<sup>th</sup> June 2022 being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

**2.**This statement is the responsibility of the Company's Management and has been approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued there under and other accounting principles generally accepted in India. Our responsibility is to issue a report on these financial statements based on our review.

**3.**We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and an analytical procedure applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

**4**.Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For AMK & Associates Chartered Accountants FRN: 327817E

Hgarwal

Manish Kumar Agarwal Partner M.No. 064475 UDIN: 22064475ANSPNE8984

Kolkata 27<sup>th</sup> July 2022



# 15

#### IRIS CLOTHINGS LIMITED Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102 CIN : L18109WB2011PLC166895

Statement of Unaudited Financial Results For The Quarter Ended 30th June, 2022

		1		. (	Rupees in lakhs	
~	PARTICULARS	QUARTER ENDED			YEAR ENDED	
SI No		30-Jun-22	31-Mar-22	30-Jun-21	31-Mar-22	
		(Unaudited)	(Audited)	(Unaudited)	(Audited)	
1	Revenue					
	(a) Revenue from Operations	2,329.13	3,274.41	1,938.60	11,152.13	
	(b) Other income	1.92	2.66	17.53	24.62	
	Total Income	2,331.05	3,277.07	1,956.13	11,176.75	
2	Expenses			.,		
	Cost of materials consumed	1499.10	1,182.63	1,273.02	5,776.95	
	Purchases of Stock-in-Trade	454.72	379.13	9.51	933.63	
	Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(771.11)	313.05	(339.82)	(925.95)	
	Employee benefit expense	414.05	441.93	308.04	1,674.98	
	Finance costs	61.03	60.85	62.03	238.50	
	Depreciation and amortization expense	130.59	135.84	135.47	559.95	
	Other expenses	309.06	439.67	265.99	1,561,21	
	Total expenses	2,097.44	2,953.10	1,714.24	9,819.27	
3	Profit before Exceptional Items and Tax (1 - 2)	233.61	323.97	241.89	1,357.48	
4	Exceptional Items	-		-		
5	Profit Before Tax (3 - 4)	233.61	323.97	241.89	1,357.48	
6	Tax Expense	58.65	76.11	61.80	342.78	
7	Profit for the year (5-6)	174.96	247.86	180.09	1,014.70	
8	Other Comprehensive Income (net of tax)	(7.00)	(36.67)	3.00	(27.67)	
9	Total Comprehensive Income for the year (7+8)	167.96	211.19	183.09	987.03	
10	Paid-up equity share capital (Face Value of the Share Rs.10/- each)	1,631.41	1,631.41	1,631.41	1,631.41	
11	Earnings per share (of Rs. 10/- each) :		a go bhush			
	(a) Basic	1.07	1.52	1.10	6.22	
	(b) Diluted	1.07	1.52	1.10	6.22	

#### Notes:

1	The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 27th July, 2022
2	The above results have been reviewed by the Statutory Auditors as required under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.
3	The financial results of the Company has been prepared in accordance with the Indian Accounting Standards (Ind AS) notified by the Ministry of Corporate Affairs under the Companies (Indian Accounting Standard) Rules, 2015.
4	The Company operates only on a single segments which predominantly are manufacturing and trading of garments as envisaged in Ind AS 108- Segment Reporting notified under Companies (Indian Accounting Standards) Rules 2015.
5	Figures for the previous periods have been regrouped wherever necessary.

Place : Howrah Date: 27.07.2022



IRIS CLOTHINGS LTD.

Director

SANTOSH LADHA MANAGING DIRECTOR DIN : 03585561



### Q1FY23 revenue at Rs. 23.3 Crores; up 19.2% YoY EBITDA margin stood at 18.2%; up 236 bps QoQ

Howrah, India, April 27, 2022 - Iris Clothings Limited (NSE: IRISDOREME), a readymade garment company engaged in designing, manufacturing, branding, and selling garments for kids wear, today announced financial results for the First quarter ended June 30, 2022.

**Commenting on the Company's performance Santosh Ladha, Managing Director of the Company said** "I am pleased to announce that this quarter marked the launch of our B2B platform for wholesalers. This happens to be a significant milestone in our journey as it will improve our sales efficiency and reduce our inventory turnover days. We further launched the accessories line under our infant wear vertical. Currently, we have delivered to 8-10 cities in India and will be targeting more cities in the quarters to come.

We saw a dip in revenues during Q1 sequentially due to seasonality and overall lower sale volumes. The same also ended up impacting our margins along with high raw material prices. This is expected to normalize in the following quarters as we pass on the high raw material prices to our customers via price hikes. In the current quarter, we focused on expanding our existing business and ramping up our recently launched infant wear vertical.

In FY23, we aim to launch our undergarments and sportswear verticals along with our much-awaited B2C ecommerce platform. Along with this, we will continue to expand to a greater number of Tier II/III cities domestically and export to newer markets globally."

### Financial Highlights

- Total Income stood at Rs. 23.3 Crores, up 19.2% YoY driven by increased volumes; down 28.9% QoQ due to seasonality and lower sale volumes.
- EBITDA margin is at 18.2% compared to 22.5% in Q1FY22, down 422 bps
- Lower sale volumes and continued increase in raw material prices led to decrease in margins; expected to normalize as the pass through happens in Q2FY23
- PAT margin stood at 7.5%, against 9.2% in Q1FY22

	(in Rs. Crores, unless otherwise menti				
Particulars	Q1FY23	Q1FY22	Y-o-Y growth	Q4FY22	Q-o-Q growth
Total Income	23.3	19.6	19.2%	32.8	(28.9) %
EBITDA	4.3	4.4	(3.2) %	5.2	(18.3) %
EBITDA margin (%)	18.2%	22.5%	(422) bps	15.9%	235 bps
ΡΑΤ	1.7	1.8	(2.8) %	2.5	(29.4) %
PAT margin (%)	7.5%	9.2%	(170) bps	7.6%	(6) bps
EPS Diluted (x)	1.07	1.10	(2.8) %	1.52	(29.4) %

(in Rs. Crores, unless otherwise mentioned)



### **About Iris Clothings Limited**

Iris Clothings Limited is a fast-growing readymade garment company that is primarily engaged in designing, manufacturing, branding and selling garments for kids wear under its brand name DOREME in India. The Company delivers a broad range of affordable and good quality apparels for infants, toddlers and children in their pre-teens, serving both their indoor and outdoor requirements. It has been in operations for over 17 years and continues to add new product lines by employing the best-in-class technology across its value chain. For more information view www.irisclothings.in

#### If you have any questions or require further information, please feel free to contact:

IR Team at Iris Clothings Limited

Santosh Ladha Iris Clothings Limited P: +91 33 2979 0289 E: santosh.ladha@irisclothings.in **Registered Office** 103/24/1, Foreshore Road, Howrah - 711 102

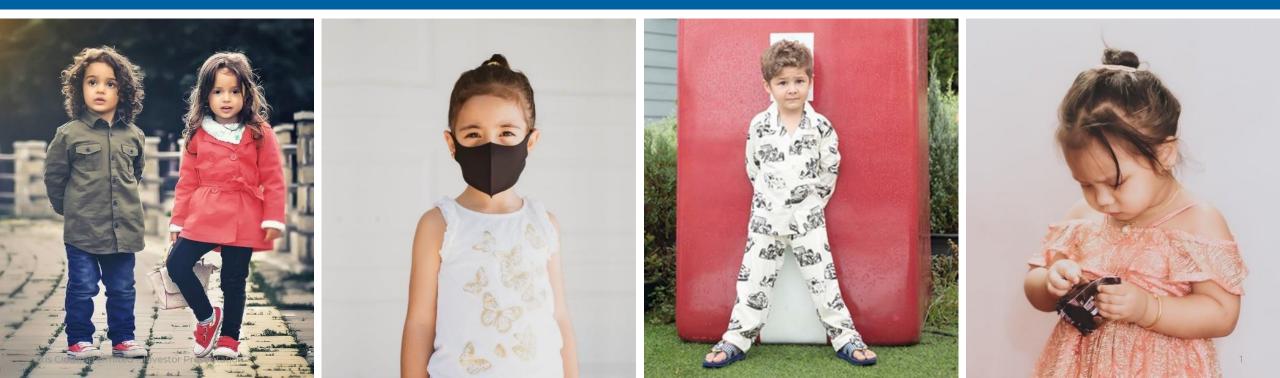
Sonia Keswani/Vikash Verma Ernst & Young LLP P: +91 8017393854 E: <u>sonia.keswani@in.ey.com</u> E: vikash.verma1@in.ey.com

#### Disclaimer:

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

# **Investor Presentation** Q1 FY 2023



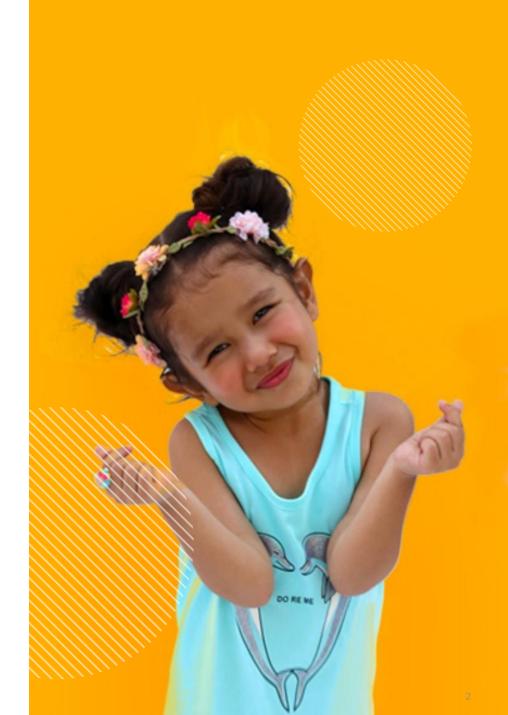


## **Investor Presentation**

Q1 FY 2023

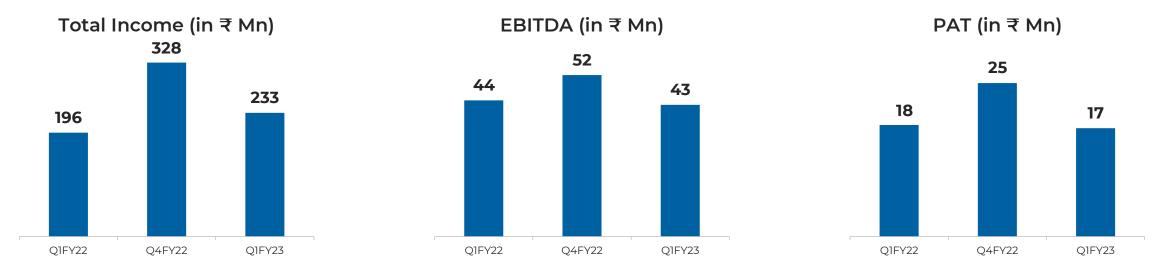
# Financial Highlights

# B Iris Clothings Limited



## **Key Developments**

- Launched the B2B platform for wholesalers, that is expected to improve our sale efficiency
- Launched the accessories line under the infant wear vertical
- High stock pile-up was on account of winterwear, and our new verticals - undergarments and sportswear which will hit the markets in the coming quarters. Winterwear will be sold in Q2FY23.
- Our B2C e-commerce portal will be launched in FY23
- We focussed on ramping up the recently launched infant wear vertical



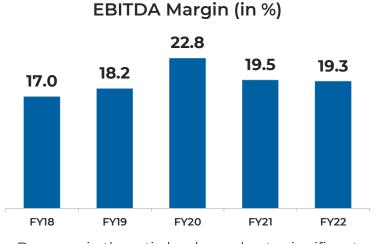
## **P&L Highlights**

Particulars (in ₹ Mn)	Q1FY23	Q1FY22	YoY (%)	Q4FY22	QoQ (%)
Total Income	233	196	19.2%	328	(28.9)%
Total Expenses	210	171	22.4%	295	(29.0)%
EBITDA	43	44	(3.2)%	52	(18.3)%
EBITDA Margin (%)	<b>18.2</b> %	22.5%	(422) bps	<i>15.9%</i>	235 bps
D&A	13	14	(3.6)%	14	(3.9)%
EBIT	29	30	(3.1)%	38	(23.4)%
Finance cost	6	6	(1.6)%	6	0.3%
PBT	23	24	(3.4)%	32	<b>(27.9)</b> %
PAT	17	18	(2.8)%	25	(29.4)%
PAT Margin (%)	7.5%	<b>9.2</b> %	(170) bps	7.6%	(6) bps

### **Financial Update**

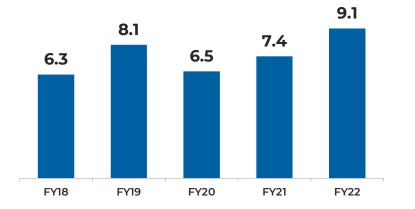
- Total Income stood at ₹233 Mn, up 19.2% YoY driven by increased volumes; down 28.9% QoQ due to seasonality and lower sale volumes
- EBITDA margin is at 18.2% compared to 22.5% in Q1FY22, down 422 bps
- Lower sale volumes and continued increase in raw material prices led to decrease in margins; expected to normalize as the pass through happens in Q2FY23
- PAT margin stood at 7.5%, against 9.2% in Q1FY22

## **Ratio Analysis**

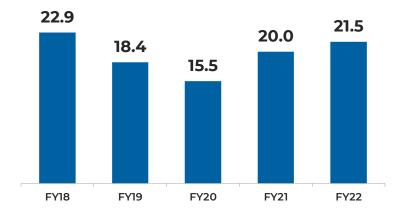


Decrease in the ratio has been due to significant increase in raw material costs.

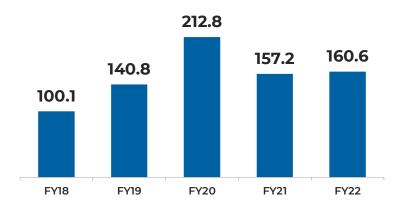
PAT Margin (in %)



Return on Capital Employed (in %)

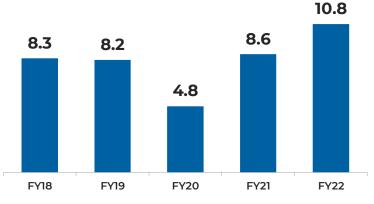


Working Capital Days (in days)



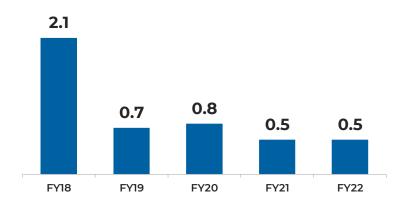
High working capital days in FY20 mainly due to high days inventory outstanding owing to unsold stock due to the pandemic.





Recovery in FY21 was mainly driven by a 45% increase in revenues.

Debt-to-Equity (in x)



Significant improvement in the ratio due to issue of fresh equity shares in FY19.

## **FY22 Highlights – Balance Sheet**

(in ₹ Mn)

	FY22	FY21
Total non-current assets	329	325
Inventories	337	253
Trade Receivables	237	149
Cash & cash equivalents (incl. bank balances)	14	15
Total Current Assets	609	434
Total Assets	938	759
Equity	487	388
Lease Liabilities	66	68
Total Non-current Liabilities	66	68
Short-term Borrowings	255	203
Trade Payables	108	84
Total Current Liabilities	385	303
Total Equity & Liabilities	938	759

## **Investor Presentation**

Q1 FY 2023

# About the Company

# B Iris Clothings Limited



## **Company Overview**



We are a **fast-growing kids' apparel company** that is engaged in **designing**, **manufacturing**, **branding and selling garments.** Our sustained pursuit of design and innovation has made us a **preferred fashionable kids' brand**.

## **Presence in Ecommerce platforms**



We have been growing our presence online by increasing e-commerce listings.



## **Product Portfolio**

Iris' brand DOREME offers a wide range of apparels for infants, toddlers, and junior boys and girls that suit both their indoor and outdoor requirements.



DOREME

- Tops
- T-Shirt
- Trousers
- Shorts
- Dresses
- Loungewear

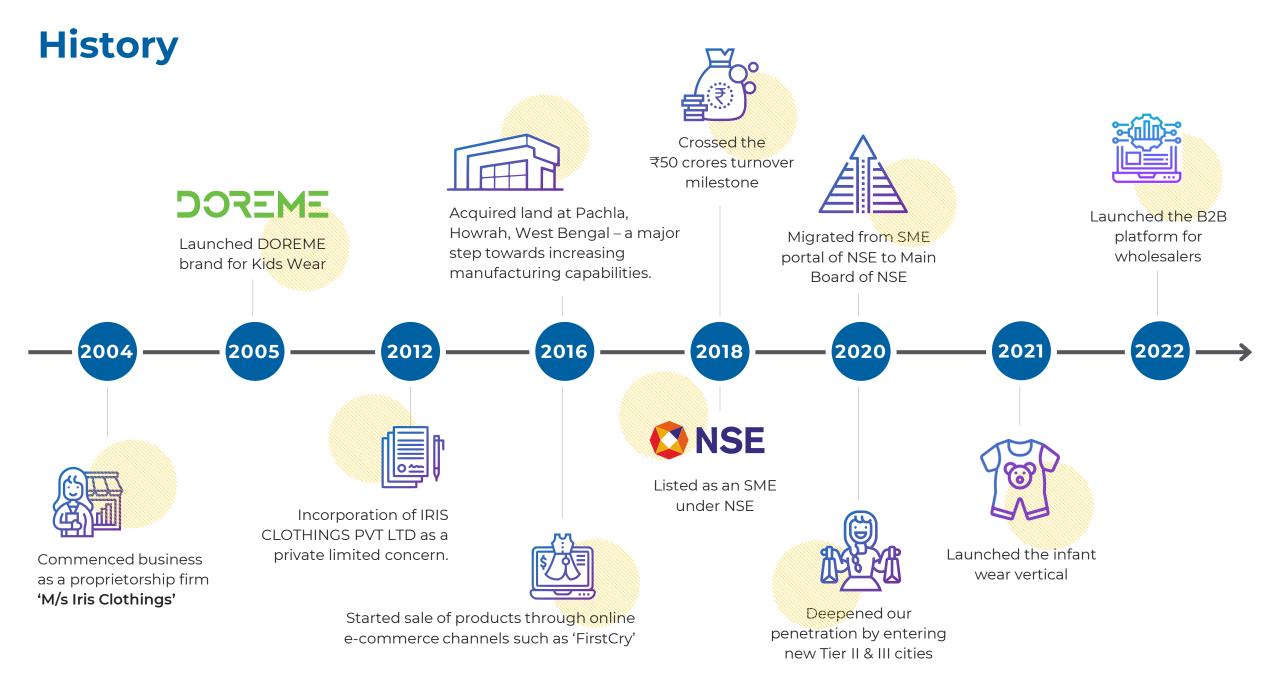
- Accessories
- Sweatshirts
- Hoodies
- Polyfil suits
- Padded suits
- Nightwear

### Currently

- Established DOREME as a reputable and trusted brand.
- Has solidified its position in the kids segment mainly through its top-notch quality and design.
- Launched a dedicated infant wear vertical (0-5 years) in December 2021, the accessories line of the vertical was launched in June 2022.

### **Future Outlook**

- Iris aims to sharpen its existing product mix under the brand DOREME to meet the rising demand for their products
- Expanding its product offerings to provide greater choice to customers.
- Foraying into the kids' undergarments space and sportswear in FY23



## **Investor Presentation**

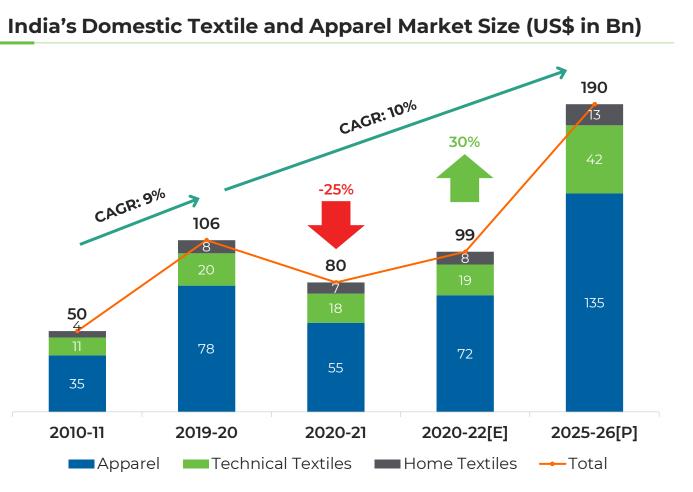
Q1 FY 2023

# Market Opportunity

# B Iris Clothings Limited



# **Indian Textile & Apparel Industry**





India is the **second-largest producer** of textiles and garments in the world



Contributes **2.3%** to the country's GDP



Employs **45 million** workers in the textile sector

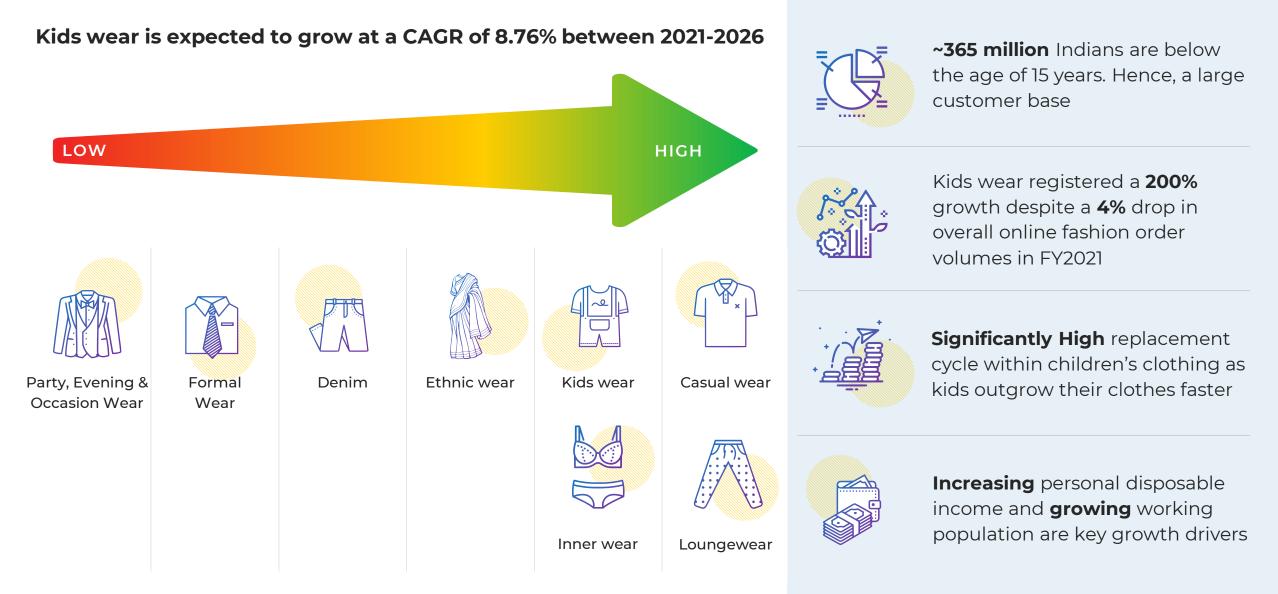


Apparel constitutes **~73%** share of the Indian T&A market

Source: DGCI&S and Wazir Analysis

The market is expected to recover by 30% to reach US\$ 99 bn by 2021-22 and grow at 10% CAGR till 2025-26

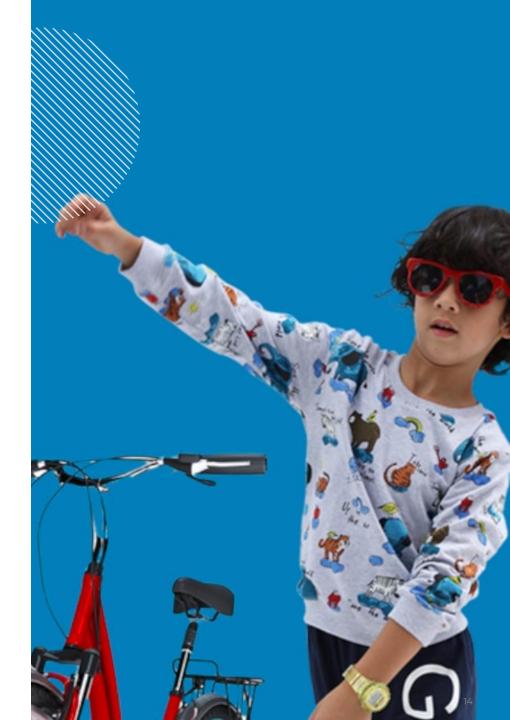
## **Kids Wear - the Fastest to Recover**



## **Investor Presentation**

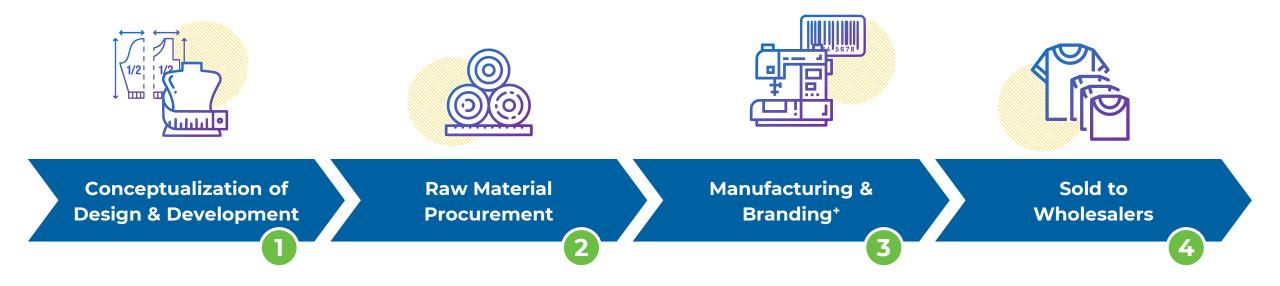
Q1 FY 2023

# **Our Value System**



## **Integrated Operations**

Iris has a complete in-house integrated infrastructure right from design conceptualisation to manufacturing to branding and selling of finished goods to wholesaler.



Therefore, a manufacturing infrastructure that is strongly backward integrated enables us to have better control over quality and be cost-efficient.

\*Cutting, Printing & Embroidery, Stitching, Mending & Checking, Ironing and Box Packaging

## **Manufacturing Prowess**

### Manufacturing excellence has been one of our biggest strengths.

Moreover, our state-of-the-art facilities help us increase our capabilities multifold, achieve economies of scale and provide locational synergies.



Foreshore Road, Howrah

- Has 4 units for stitching and finishing with fully automated stitching machines from Japan and from a renowned indigenous brand
- 1 unit for dispatch



Pachla, Howrah

- Set up its first fully modernized stitching and finishing unit with online processes
- Locational advantage in terms of skilled labour and raw material availability



Uluberia, Howrah

- Consolidates all the manufacturing activities in a single location
- Installed fully automated cutting machinery from Italy and printing machinery from US and Poland
- Fully modernized stitching and finishing unit with online processes

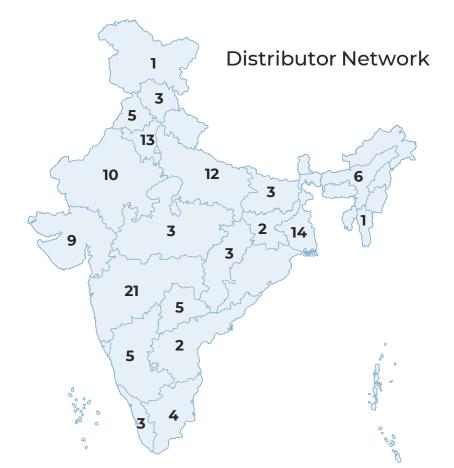


Srijjan Industrial Park, Bombay Road

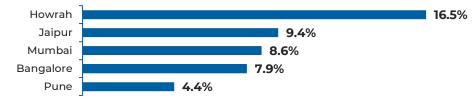
- Set up its third fully modernized stitching & finishing unit with online processes
- 1 unit for dispatch

## Total Installed Capacity: 27,000-30,000 pieces/day

## Wide Network



% Contribution to Revenue (Q1FY23)



### **Business Update**

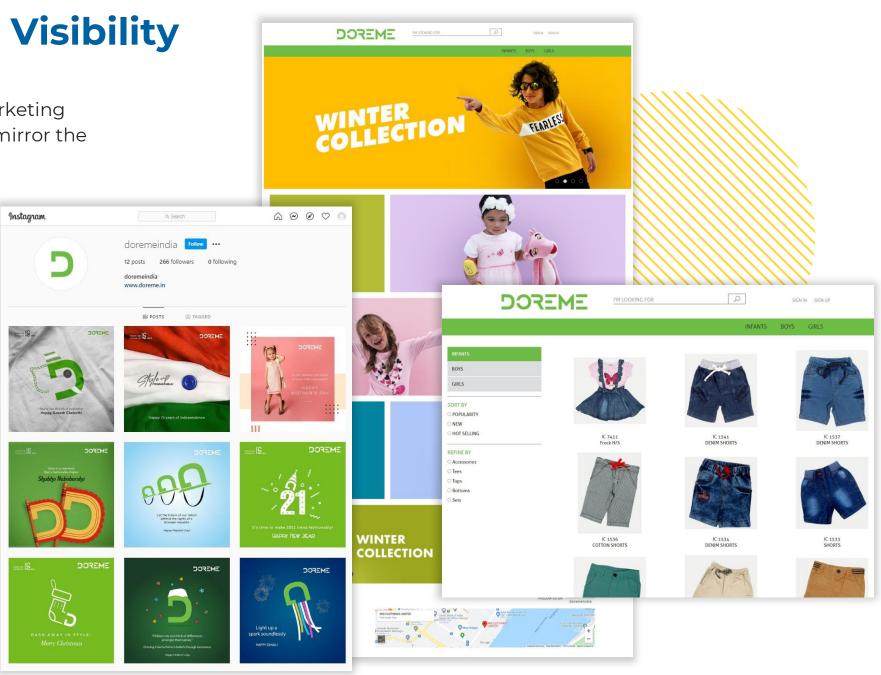
- Iris has 125 distributors
- Has an online presence across various fast-growing ecommerce channels like FirstCry, among others.
- Continuously expanding the distribution network to increase brand visibility
- Commenced exports to Africa under DOREME
- To boost our product reach we have been focusing on expanding our presence in Tier II & III cities
- Launched a B2B platform for wholesalers to take orders instantly

### **Future Outlook**

- B2C Ecommerce portal on our website which will go live in FY23
- Plans to add distributors in newer geographies especially in South India, to deepen market penetration and expand reach to markets with higher potential demand.
- Planned an extensive channel partner loyalty and engagement programme to drive their stickiness and boost morale.

# **Enhancing Brand Visibility**

- Iris plans to enhance its digital marketing and branding initiatives to better mirror the customers' fast-changing needs.
- The Company plans to undertake activities to enhance its brand recall and customer connect on social media channels. This would eventually drive traffic to its exclusive online store.



## **Relationship with Suppliers**



Strong and trust-based relationships is of paramount importance since we source fabrics and other accessories for garment manufacturing from leading domestic suppliers. This facilitates effective inventory management, continuous supply of quality raw materials at competitive costs and on-time delivery of our products.



"I have been associated with IRIS Clothings as a distributor for the past 12 years. During this long association, I have developed a strong trust in the company due to the quality of its products and its vision. I am also very impressed by its work ethics and the level of efficiency. I wish IRIS Clothings all the very best and look forward to enjoying this good bond that we share in the future too."



IRIS Clothings is reliable and a professional company. It is an amazing experience to work with them.



"IRIS Clothings is a great company with an experienced staff and knowledge in the apparel business. They have made the most amazing and unique apparels for infants, toddlers, boys and girls."



"Our association with DOREME is since its inception. We have the privilege to introduce their quality products in Maharashtra and since then our journey of growth has been phenomenal for both of us. We congratulate them and wish them many more successful years of togetherness."

### ROHIT KHURANA

Khurana Clothing's Pvt. Ltd. Jaipur ANKUR CHADA Chadha Trading Co. Ambala

### DINESH PAREKH Nihareeka Marketing Guwahati

### HEMANT & PANKAJ PAREKH

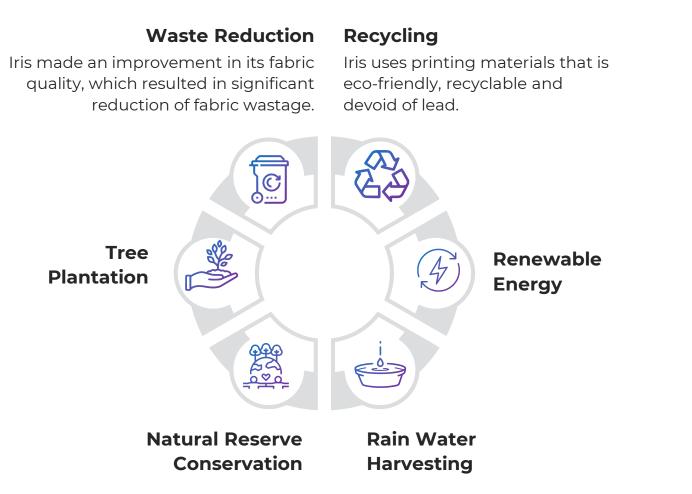
Pamposh Marketing Mumbai

## Sustainability

### Environmental

Social

Iris follows a strict ecological policy that comprises of 6 features





No Child Labour



Provided clothes to 2000+ underprivileged children



Providing sanitary pads to women workers so their working potential is not compromised

## **Investor Presentation**

Q1 FY 2023

# Investment Rationale

# B Iris Clothings Limited



## **Our Differentiating Factors**



## Safe Harbour Statement

This presentation has been prepared by and is the sole responsibility of Iris Clothings Limited (the "Company").

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# **Thank You**

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