

Date: 2<sup>nd</sup> Aug, 2024

To  
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 2<sup>nd</sup> August, 2024  
**Ref:** Disclosure under regulation 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., 2<sup>nd</sup> August, 2024 had considered and approved the Unaudited Financial Results for the quarter ended 30<sup>th</sup> June, 2024.

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, 2024 along with Limited Review Report.
- b) Press release about the above financial results.
- c) Investor Presentation.

The meeting commenced at 10.00 a.m. and concluded at 11:15 a.m.

Kindly take the same on your records.

Thanking You.

Yours faithfully,  
For Iris Clothings Limited

**SANTOS** Digitally signed by  
SANTOSH LADHA  
**H LADHA** Date: 2024.08.02  
11:21:12 +05'30'

Santosh Ladha  
Managing Director  
(DIN: 03585561)

*Encl: As above*

## 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



**AMK & ASSOCIATES**  
*Chartered Accountants*

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 2024 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.

Kolkata  
02<sup>nd</sup> August 2024



For AMK & Associates  
Chartered Accountants  
FRN: 327817E

Bhupendra Kumar Bhutia  
Partner  
M.No. 059363

**UDIN:** 24059363AKAHAL2147

**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, 2024

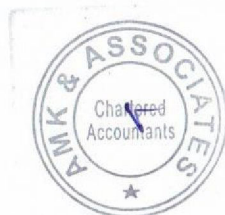
Rupees in Lakhs

Sl No	PARTICULARS	QUARTER ENDED			YEAR ENDED
		30-Jun-24	31-Mar-24	30-Jun-23	31-Mar-24
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
1	<b>Revenue</b>				
	(a) Revenue from Operations	3,142.97	4,211.80	2,416.43	12,192.11
	(b) Other income	3.56	2.48	2.07	9.70
	<b>Total Income</b>	<b>3,146.52</b>	<b>4,214.28</b>	<b>2,418.50</b>	<b>12,201.81</b>
2	<b>Expenses</b>				
	Cost of materials consumed	1,222.34	1,606.14	1,116.73	5,434.40
	Purchases of Stock-in-Trade	495.91	933.57	367.22	1,887.08
	Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(114.34)	(68.68)	(474.93)	(1,550.26)
	Employee benefit expense	571.27	551.65	463.94	2,153.15
	Finance costs	97.81	97.39	82.52	384.30
	Depreciation and amortization expense	170.66	159.24	140.12	609.07
	Other expenses	374.83	481.32	310.15	1,634.69
	<b>Total expenses</b>	<b>2,818.50</b>	<b>3,760.63</b>	<b>2,005.75</b>	<b>10,552.43</b>
3	<b>Profit before Exceptional Items and Tax (1 - 2)</b>	<b>328.03</b>	<b>453.65</b>	<b>412.75</b>	<b>1,649.38</b>
4	Exceptional Items	-	-	-	-
5	<b>Profit Before Tax (3 - 4)</b>	<b>328.03</b>	<b>453.65</b>	<b>412.75</b>	<b>1,649.38</b>
6	Tax Expense	85.57	105.06	104.56	428.19
7	<b>Profit for the year (5-6)</b>	<b>242.45</b>	<b>348.59</b>	<b>308.19</b>	<b>1,221.19</b>
8	Other Comprehensive Income (net of tax)	-	-	-	-
9	<b>Total Comprehensive Income for the year (7+8)</b>	<b>242.45</b>	<b>348.59</b>	<b>308.19</b>	<b>1,221.19</b>
10	Paid-up equity share capital (Face Value of the Share Rs.2/- each)	1,631.41	1,631.41	1,631.41	1,631.41
11	<b>Earnings per share (of Rs. 2/- each) :</b>				
	(a) Basic	0.30	0.43	0.38	1.50
	(b) Diluted	0.30	0.43	0.38	1.50

**Notes:**

1	The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their Meetings held on 2nd August, 2024
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 segment which predominantly is 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.

For and on Behalf of the Board of Directors

**IRIS CLOTHINGS LIMITED**Santosh Ladha , Managing Director  
Managing Director(DIN 03585561)Place : Howrah  
Date: 02.08.2024

## Iris Clothings announced its Q1FY25 Results

**Total Revenue at Rs. 315 million; surged by 30% YoY**

**Launched 4 Exclusive Brand Outlets in Q1FY25**

**Howrah, India, August 02, 2024** – Iris Clothings Limited (NSE: IRISDOREME), a readymade garment company engaged in designing, manufacturing, branding, and selling garments for kids wear, announced their financial results for the **First quarter ended June 30, 2024**

### Financial Highlights:

Particulars (Rs. Million)	Q1FY25	Q1FY24	YoY (%)	Q4FY24	QoQ (%)
<b>Total Income</b>	314.7	241.9	30.1%	421.4	(25.3%)
<b>EBITDA</b>	59.6	63.5	(6.1%)	71.0	(16.0%)
<b>EBITDA margin (%)</b>	19.0%	26.3%	-	16.9%	-
<b>PAT</b>	24.2	30.8	(21.3%)	34.9	(30.4%)
<b>PAT margin (%)</b>	7.7%	12.7%	-	8.3%	-

- Total revenue stood at ₹314.7 Million compared to ₹241.9 Million in Q1FY24 an increase of 30.1% YoY
- EBITDA for the quarter was ₹59.6 Million compared to ₹63.5 Million in Q1FY24; EBITDA margin stood at 19.0%
- Profit After Tax (PAT) was ₹24.2 Million as against ₹30.8 Million; the PAT margin stood at 7.7%
- The profitability margins were subdued because of increased overhead costs associated with the newly launched Exclusive Brand Outlets (EBOs), which are expected to stabilize in the upcoming quarters.

### **Commenting on the Company's performance Mr. Santosh Ladha, Managing Director of the Company said:**

*"I am happy to announce that during Q1FY25, Iris Clothings has witnessed a robust revenue growth and, despite margin pressures from higher costs, we are on track for recovery in the coming quarters. Our expansion has been strategic, adding five new distributors during the quarter, taking the total distributor count to 170.*

*This quarter, we introduced a new line of kids' winter sportswear, earning praise for its quality and innovation, and underscoring our goal to become India's top kids' wear brand. The launch, well-received by distributors, bolsters our B2B and B2C outreach. Furthermore, the successful opening of 4 new Exclusive Brand Outlets signifies a major advancement in our retail strategy and customer engagement efforts.*

*These milestones mark the start of our ambitious path in FY25, as we strive to establish a stronger foothold and improve the retail journey for families throughout India. With a clear strategic direction, we are optimistic about launching more than 15 Exclusive Brand Outlets during the current financial year, reinforcing our dedication to a nationwide market presence and delivering outstanding shopping experiences for families."*

**Outlook:**

- During FY25, confident to launch 15+ new EBOs to build a strong retail-distribution network.
- Diversifying product mix by introducing new kids products in our existing portfolio.
- Continue to expand geographical footprints by adding new distributors.

**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](http://www.irisclothings.in) and [www.doreme.in](http://www.doreme.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](mailto:santosh.ladha@irisclothings.in)**Abhishek Bhatt/Vikash Verma**

Ernst &amp; Young LLP – IR Partners

P: +91-8080796083

E: [abhishek.bhatt3@in.ey.com](mailto:abhishek.bhatt3@in.ey.com)E: [vikash.verma1@in.ey.com](mailto:vikash.verma1@in.ey.com)**Registered Office**

103/24/1,

Foreshore Road,

Howrah - 711 102

**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 FY25 | August 2024



Iris Clothings Limited



Investor Presentation

Q1 FY25

# Financial Highlights & Business Updates



Iris Clothings Limited



# Q1 FY25 Highlights

## Business Updates & Future Plans

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- Geographic expansion continued with the addition of 5 new distributors with total distributors aggregating to 170.
- Launch of exclusive kids' winter sportswear, featuring lightweight, warm fabric, demonstrating commitment to quality and innovation.
- Positive distributor response to new product line, enhancing both B2B and B2C channels.
- Opened 4 new Exclusive Brand Outlet in Dhanbad, Kolkata and Siliguri malls, expanding children's wear collection in response to demand.
- Confident to launch 15+ EBOs during FY25.
- New outlets expected to drive sales growth, increase brand loyalty, and affirm commitment to market leadership.

## Financial Update

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- Total income rose to ₹314.7 million a growth of 30% YoY; though margins were affected by higher variable costs; recovery expected in future quarters.
- The EBITDA for the quarter stood at ₹59.6 million compared to ₹63.5 million in Q1FY24; EBITDA margin stood at 19% in Q1FY25.
- The PAT for the quarter stood at ₹24.2 million compared to ₹30.8 million in Q1FY24.
- The profitability margins were subdued because of increased overhead costs associated with the newly launched Exclusive Brand Outlets (EBOs), which are expected to stabilize in the upcoming quarters.

# P&L Statement

Particulars (in ₹ Mn)	Q1FY25	Q1FY24	Q4FY24
Total Income	314.7	241.9	421.4
Expenses	255.0	178.3	350.4
<b>EBITDA</b>	59.6	63.5	71.0
<b><i>EBITDA Margin (%)</i></b>	<i>19.0%</i>	<i>26.3%</i>	<i>16.9%</i>
D&A	17.1	14.0	15.9
<b>EBIT</b>	42.6	49.5	55.1
Finance cost	9.8	8.3	9.7
<b>PBT</b>	32.8	41.3	45.4
<b>PAT</b>	24.2	30.8	34.9
<b><i>PAT Margin (%)</i></b>	<i>7.7%</i>	<i>12.7%</i>	<i>8.3%</i>

Investor Presentation

Q1 FY25

# Company Overview



# Iris Clothing at Glance



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



[www.doreme.in](http://www.doreme.in)

We have been growing our presence online by increasing e-commerce listings and launching our own D2C platform.

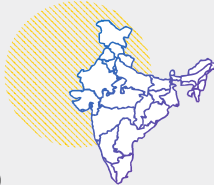


1

Brand

26

States  
of presence



10

Units  
Manufacturing (8)  
Dispatch (2)



170

Distributors

6

EBOs



25,000

Pieces  
manufactured/day

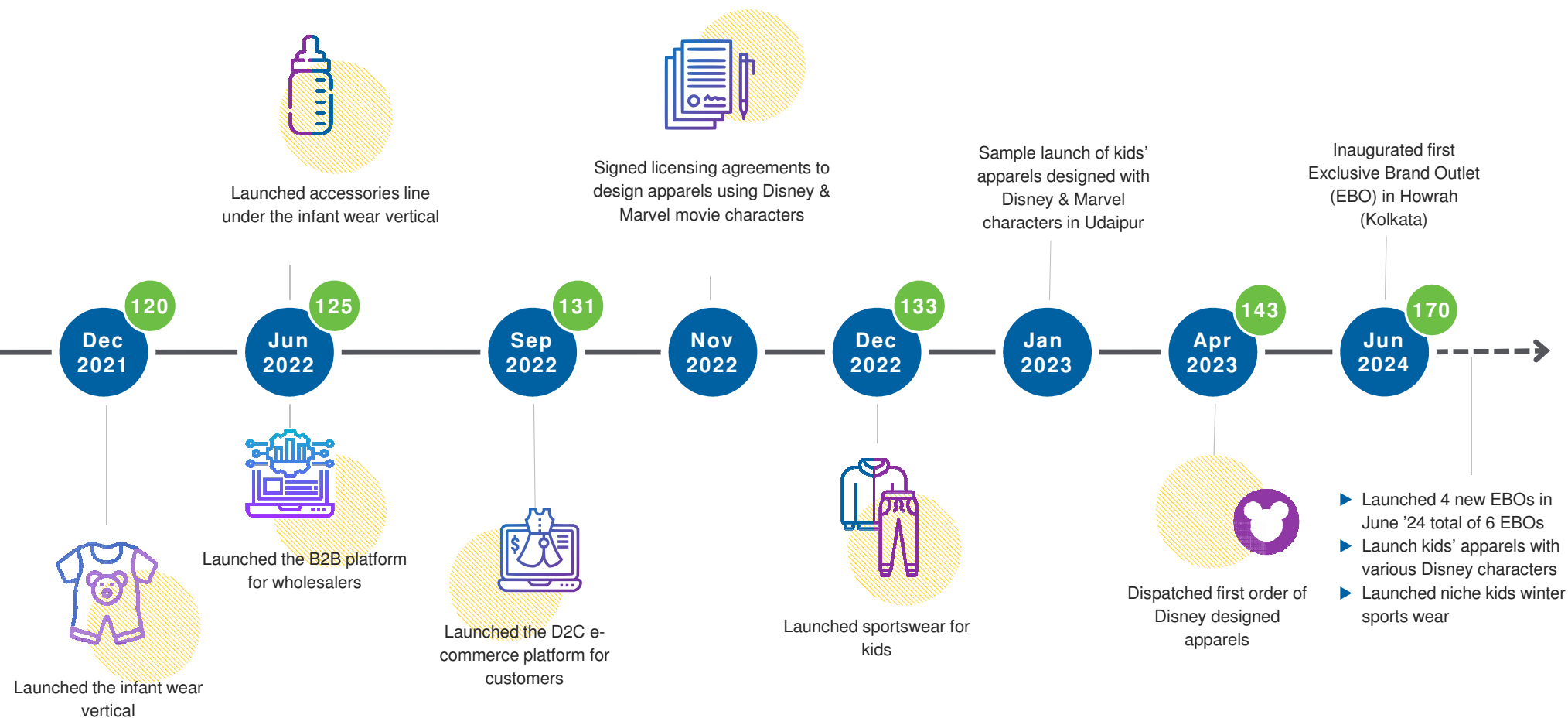


1,438

Employees



# Key Milestones

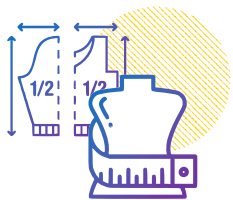


We expanded our product portfolio, grew the distribution base and transformed digitally over the past months. Going forward, our focus towards building the DOREME brand will pave the path of growth.

● No. of Distributors

# 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.



Conceptualization of  
Design & Development

1

Raw Material Procurement

2

Manufacturing &  
Branding\*

3

Sold to  
Wholesalers

4

**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: 33,000 pieces/day**



# 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.



- Tops
- T-Shirt
- Trousers
- Shorts
- Dresses
- Loungewear
- Accessories
- Sweatshirts
- Hoodies
- Polyfil suits
- Padded suits
- Nightwear

## Currently

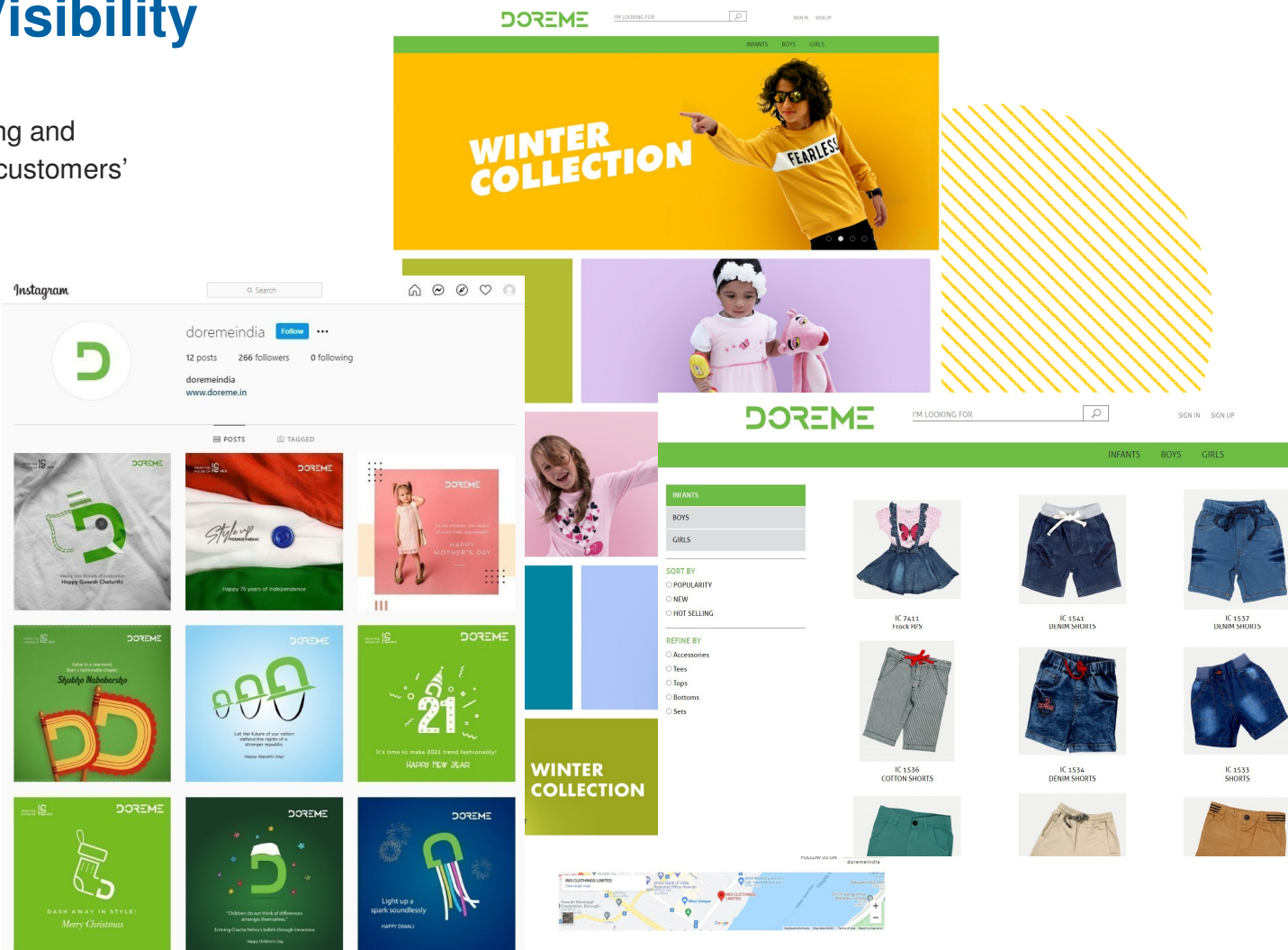
- Established DOREME as a reputable and trusted brand
- Has solidified its market position in the kids segment mainly due to design excellence, top-notch quality and brand strength
- Expanded its product portfolio by launching infant sets and winter wear range
- Enhanced their collection by signing a licensing agreement with UTV Software Communication Pvt Ltd. ("*Disney*") to be able to launch apparels designed with Disney and Marvel movie characters under DOREME brand

## Future Outlook

- In FY25, plan to expand the product offerings by venturing into the kids' inner wear space, therefore enriching the product portfolio
- IRIS have a strategic expansion plan to inaugurate a total of 15+ new stores in FY25
- Due to the growing interest from retailers in franchise opportunities, evaluating to launch franchise model in H2FY25

# Enhancing Brand Visibility

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



# Disney x DOREME: Premium Market Positioning



## Licensing Agreement with Disney

Strategic Partnership that allows IRIS to design and sell apparel featuring beloved characters from Disney & Marvel universe



## Launch of Disney x DORME Brand

Initiative aimed at enhancing customer experience, offering exclusive range of products that combine quality and style of IRIS

## Leveraging Opportunities through Disney Alliance & In House Expertise



## FAMA Approval for Manufacturing

Received FAMA approval to manufacture the Disney products. Opening export opportunities and collaboration with renowned brands for manufacturing



## Premium Pricing Capability

Exclusive nature of the licensing agreement allows customers to pay premium price for products contributing to higher profit margins



## Positive Market Feedback

Positive customer response for the new apparel line indicates a strong market demand and potential for continued success.

# DOREME x Disney Brand

## Mickey & Friends



## New Launches



# Our Strengths

## Strong Merchandise Collection



Offers diverse range of appealing products

## Largest Kids Brand



Providing comfort for children through quality and designs

## Product Designing



Changes clothing design every 60 days, while competitors change their design in approx. 100 days

## Licensing Agreement



Lucrative licensing agreement with Disney to manufacture and sell kids apparel featuring Disney and marvel characters

## Fast Fashion



Bringing new trends to the market as quickly and affordable as possible

# Sustainability

## Environmental

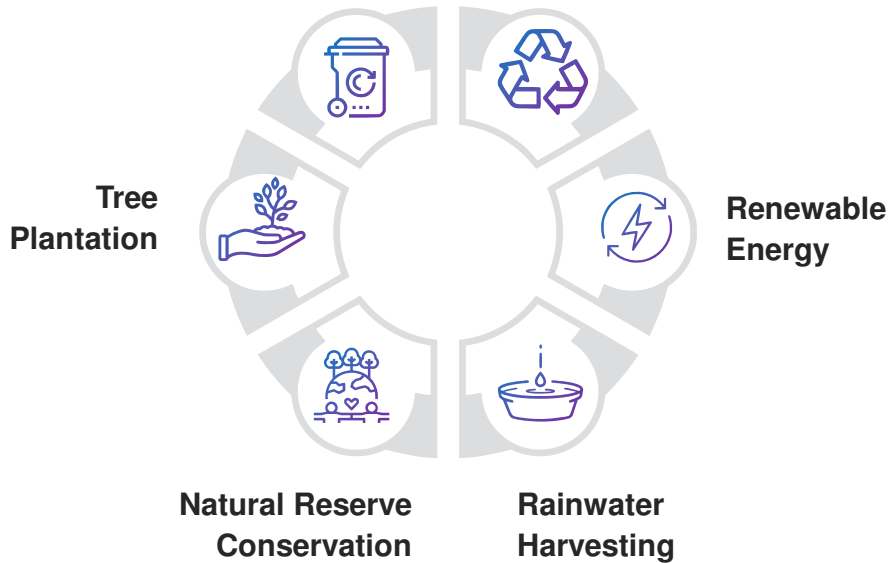
Iris follows a strict ecological policy that comprises of 6 features

### Waste Reduction

Iris made an improvement in its fabric quality, which resulted in significant reduction of fabric wastage.

### Recycling

Iris uses printing materials that is eco-friendly, recyclable and devoid of lead.



## Social



No Child Labour



Provided clothes to 2000+ underprivileged children



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

# 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."*

## **ROHIT KHURANA**

Khurana Clothing's Pvt. Ltd.

Jaipur



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

## **ANKUR CHADA**

Chadha Trading Co.

Ambala



*"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."*

## **DINESH PAREKH**

Nihareeka Marketing

Guwahati



*"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."*

## **HEMANT & PANKAJ PAREKH**

Pamposh Marketing

Mumbai

# Investor Presentation

## Q1 FY25

# Growth Drivers



# Expansion Strategy



1

Established Offline Presence

Built a pan India presence through

**170**  
Distributors

**10k+**  
Retailers



2

Exclusive Brand Outlets

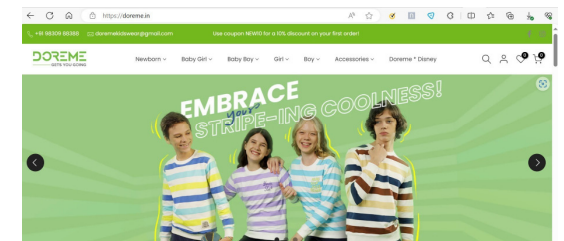
Inaugurated six own stores in Kolkata and Jharkhand with more in pipeline to enhance brand recall



3

Direct Online Portal

Launched own D2C Ecommerce website



[www.doreme.in](http://www.doreme.in)

# Our Differentiating Factors

Continuous **investments to expand** manufacturing capabilities coupled with high return on capital employed indicating **efficient use** of that capital

Catering to a **large customer segment** of ~365 million



With ~15 years of **experience**, promoters have a **strong expertise** in the industry

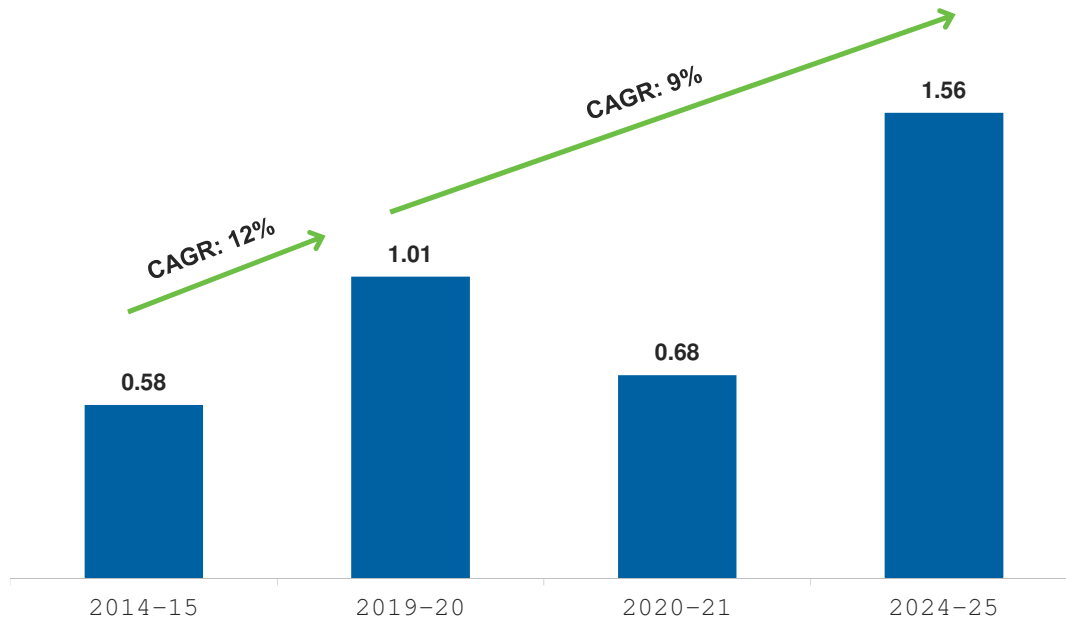
**Established** long standing **relationships** with suppliers

**Fully integrated** and automated operations allows Iris to maintain quality

**IS**  
Iris Clothings Limited

# Indian Kids Apparel Industry

## Market size of Kids Apparel in India (₹ Tn)



Source: Statista

The market is expected to reach ₹1.6 Trillion by 2024-25.



~26% Indians are below the age of 14 years making a large customer base to cater to



Kids wear registered a **200%** growth despite a **4%** drop in overall online fashion order volumes in FY2021



**Significantly High** replacement cycle within children's clothing as kids outgrow their clothes faster



**Increasing** personal disposable income and **growing** working population are key growth drivers

# Investor Presentation

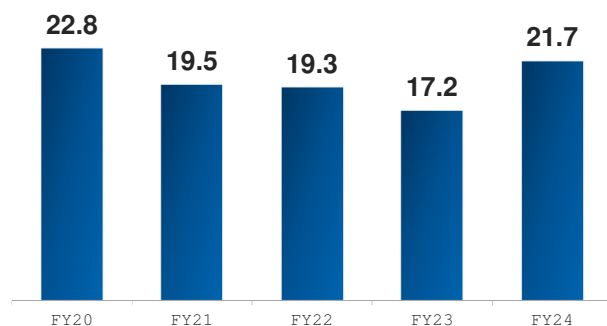
## Q1 FY25

# Financial Trend

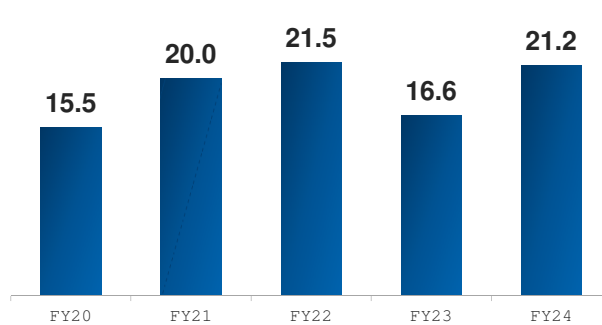


# Ratio Analysis

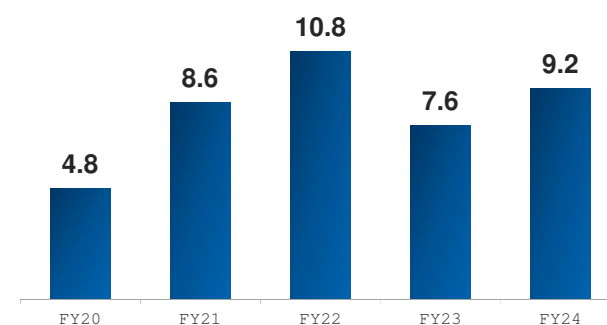
EBITDA Margin (in %)



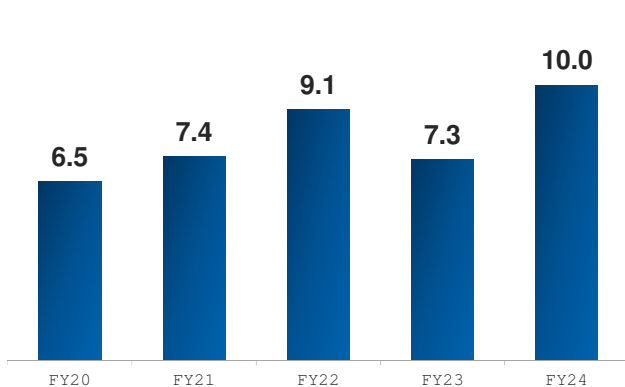
Return on Capital Employed (in %)



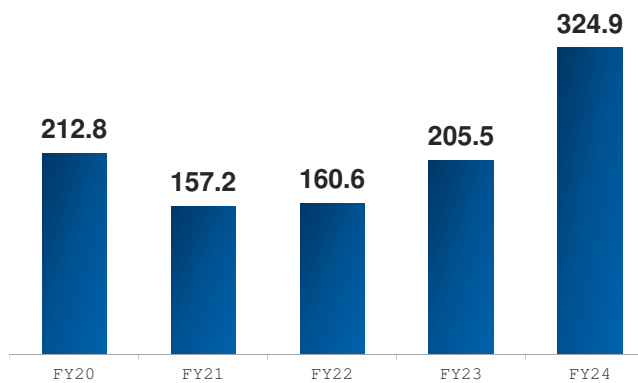
Return on Assets (in %)



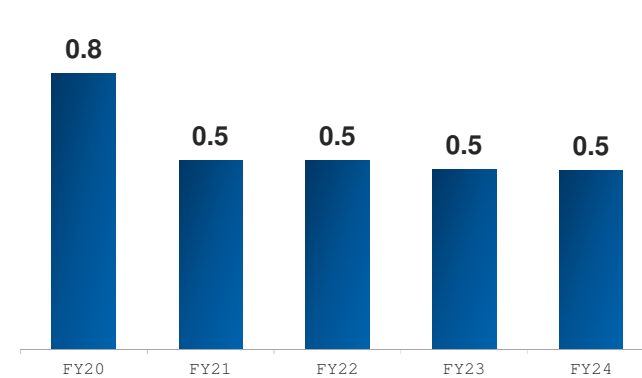
PAT Margin (in %)



Working Capital Days



Debt-to-Equity (in x)



# Safe Harbour Statement

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# Thank You

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CIN: L18109WB2011PLC166895

