

Date: 13th May, 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 13th May, 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., 13th May, 2024 had considered and approved the Audited Financial Results for the quarter and year ended 31st March, 2024.

In this regard, enclosed please find herewith the followings:

- a) Audited Financial Results of the Company for the quarter and year ended 31st March, 2024 along with Auditors Report.
- b) Declaration pursuant to Regulation 33(3)(d) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for unmodified opinion.
- c) Declaration by Managing Director and Chief Financial Officer of the Company pursuant to Regulation 33(2)(a) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- d) Press release about the above financial results.
- e) Investor Presentation.

The meeting commenced at 11:00 a.m. and concluded at 1.00 p.m.

Kindly take the same on your records.

Thanking You.

Yours faithfully,
For Iris Clothings Limited

SANTOSH Digitally signed by
SANTOSH LADHA
LADHA Date: 2024.05.13
13:14:29 +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

Date: 13th May, 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: Declaration for Audit Report with Unmodified Opinion for the Financial Year ended on 31st March, 2024
Ref: Disclosure under Regulation 33(3)(d) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Pursuant to Regulation 33(3)(d) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we hereby declare that the Statutory Auditors of the Company, M/s AMK & Associates, Chartered Accountants, have issued the Audit Report with unmodified opinion on the Financial Results as prepared under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 for the financial year ended 31st March, 2024.

Kindly take the same on your records.

Thanking You.

Yours faithfully,
For **Iris Clothings Limited**

SANTOSH Digitally signed by
SANTOSH LADHA
H LADHA Date: 2024.05.13
13:09:16 +05'30'

Santosh Ladha
Managing Director
(DIN: 03585561)

Iris Clothings Limited

103/24/1, Foreshore Road, Howrah 711102, India
+91 33 2637 3856 / 2640 4674 | info@irisclothings.in
CIN: L18109WB2011PLC166895

Date: 13th May, 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: Declaration by Managing Director and Chief Financial Officer of the Company
Ref: Regulation 33(2)(a) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Pursuant to Regulation 33(2)(a) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 (as amended), we hereby confirm, declare and certify that the Financial Results do not contain any false or misleading statement or figures and do not omit any material fact which may make the statements or figures contained therein misleading.

Kindly take the same on your records.

Thanking You.

Yours faithfully,
For **Iris Clothings Limited**

SANTOSH Digitally signed by
SANTOSH LADHA
H LADHA Date: 2024.05.13
13:10:08 +05'30'

Santosh Ladha
Managing Director
(DIN: 03585561)
IRIS CLOTHINGS LIMITED



Niraj Agarwal **CFO**
Chief Financial Officer

Iris Clothings Limited

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



AMK & ASSOCIATES
Chartered Accountants

Stesalit Tower 303, 3rd Floor
E 2-3, Block EP & GP
Sector V, Salt Lake
Kolkata-700091
Ph- 033-40697147

Sunshine Tower, 7th Floor,
Unit No.: 716,
Senapati Bapat Marg, Dadar (West)
Mumbai- 400013
Ph- 022-24322838

Independent Auditor's Report

**To,
The Board of Directors
Iris Clothings Limited**

Report on the audit of the Financial Results

Opinion

We have audited the accompanying statement of quarter and year to date financial results of Iris Clothings Limited for the quarter ended 31st March, 2024 and the year to date results for year ended 31st March, 2024, the statements of Assets and Liabilities and the statement of cash flows as at and for the year ended on that ("the Statement"), being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

In our opinion and to the best of our information and according to the explanations given to us these quarter ended financial results as well as the year-to-date results:

- i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and
- ii. give a true and fair view of net profit, the other comprehensive income and other financial information for the quarter ended 31st March 2024 as well as the year-to-date results for the period from 1st April 2023 to 31st March 2024 and the statement of assets and liabilities and statement of cash flow as at and for the year ended on that date.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013, as amended ("the Act"). Our responsibilities under those Standards are further described in the "Auditor's Responsibilities for the Audit of the Financial Results" section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion.





AMK & ASSOCIATES
Chartered Accountants

Stesalit Tower 303, 3rd Floor
E 2-3, Block EP & GP
Sector V, Salt Lake
Kolkata-700091
Ph- 033-40697147

Sunshine Tower, 7th Floor,
Unit No.: 716,
Senapati Bapat Marg, Dadar (West)
Mumbai- 400013
Ph- 022-24322838

Management's Responsibilities for the Financial Results

The Statement has been prepared on the basis of the annual financial statements. The Board of Directors of the Company are responsible for the preparation and presentation of the Statement that gives a true and fair view of the net profit and other comprehensive income of the Company and other financial information in accordance with the applicable accounting standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the Statement, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Results

Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Statement.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit.





AMK & ASSOCIATES
Chartered Accountants

Stesalit Tower 303, 3rd Floor
E 2-3, Block EP & GP
Sector V, Salt Lake
Kolkata-700091
Ph- 033-40697147

Sunshine Tower, 7th Floor,
Unit No.: 716,
Senapati Bapat Marg, Dadar (West)
Mumbai- 400013
Ph- 022-24322838

We also:

- Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under Section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the company has adequate internal financial controls with reference to financial statements in place and the operating effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure, and content of the Statement, including the disclosures, and whether the Statement represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.





AMK & ASSOCIATES
Chartered Accountants

Stesalit Tower 303, 3rd Floor
E 2-3, Block EP & GP
Sector V, Salt Lake
Kolkata-700091
Ph- 033-40697147

Sunshine Tower, 7th Floor,
Unit No.: 716,
Senapati Bapat Marg, Dadar (West)
Mumbai- 400013
Ph- 022-24322838

Other Matters

The Statement includes the results for the quarter ended March 31, 2024 and March,31, 2023 being the balancing figure between the audited figures in respect of the full financial year ended March 31, 2024 and March 31, 2023 and the unaudited financial results for the nine months ended on 31-12-2023 and 31-12-2022 respectively, which were subjected to a limited review by us, as required under the Listing Regulations.

Our report on the statement is not modified in respect of this matter.

For AMK & Associates
Chartered Accountants
FRN: 327817E



Kolkata
13th May 2024

Manish Kumar Agarwal

Manish Kumar Agarwal
Partner
M.No. 064475
UDIN: 24064475BKCUQP2618

**IRIS CLOTHINGS LIMITED**

Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102

CIN : L18109WB2011PLC166895

Statement of Audited Financial Results For The Quarter and Year Ended 31st March, 2024

Rupees in Lakh

Sl No	PARTICULARS	QUARTER ENDED			YEAR ENDED	
		31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Mar-23
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Revenue					
	(a) Revenue from Operations	4,211.80	2,348.03	3,759.23	12,192.11	11,300.14
	(b) Other income	2.48	2.44	3.22	9.70	10.68
	Total Income	4,214.28	2,350.47	3,762.45	12,201.81	11,310.82
2	Expenses					
	Cost of materials consumed	1,606.14	1,257.73	1,249.16	5,434.40	5,236.66
	Purchases of Stock-in-Trade	933.57	153.83	521.87	1,887.08	1,966.37
	Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(68.68)	(650.27)	498.13	(1,550.26)	(1,028.77)
	Employee benefit expense	551.65	601.21	454.75	2,153.15	1,825.73
	Finance costs	97.39	101.89	92.54	384.30	299.81
	Depreciation and amortization expense	159.24	161.39	130.39	609.07	530.27
	Other expenses	481.32	446.52	509.58	1,634.69	1,360.28
	Total expenses	3,760.63	2,072.30	3,456.42	10,552.43	10,190.35
3	Profit before Exceptional Items and Tax (1 - 2)	453.65	278.17	306.03	1,649.38	1,120.47
4	Exceptional Items	-	-	-	-	-
5	Profit Before Tax (3 - 4)	453.65	278.17	306.03	1,649.38	1,120.47
6	Tax Expense	105.06	79.61	83.34	428.19	294.58
7	Profit for the year (5-6)	348.59	198.56	222.69	1,221.19	825.89
8	Other Comprehensive Income (net of tax)	-	-	7.00	-	-
9	Total Comprehensive Income for the year (7+8)	348.59	198.56	229.69	1,221.19	825.89
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	1,631.41
11	Earnings per share (of Rs. 2/- each) :					
	(a) Basic	0.43	0.24	0.27	1.50	1.01
	(b) Diluted	0.43	0.24	0.27	1.50	1.01

Notes:

1	The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their Meetings held on 13th May,2024
2	The above results have been audited 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	The figures for the quarter ended 31st March, 2024 are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the relevant financial year
6	Figures for the previous periods have been regrouped wherever necessary.

For and on behalf of the Board of Directors
IRIS CLOTHINGS LIMITEDSantosh Laddha
Managing Director
DIN - 03585561Place : Howrah
Date: 13.05.2024



IRIS CLOTHINGS LIMITED
Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102
CIN : L18109WB2011PLC166895
Statement of Assets and Liabilities as at 31st March, 2024

(Rupees in lakhs)

Particulars	As at	As at
	31.03.2024	31.03.2023
	Audited	Audited
ASSETS :		
Non-current Assets		
Property, Plant & Equipment	1,981.68	2,184.72
Right of Use Assets	793.73	503.81
Other Intangible Assets	2.17	2.45
Financial Assets		
Other Financial Assets	118.60	110.03
Deferred Tax Assets (Net)	122.10	85.29
	3,018.29	2,886.30
Current Assets		
Inventories	6,191.81	4,492.04
Financial Assets		
Trade receivables	3,629.08	3,125.22
Cash & Cash equivalents	4.19	1.78
Other Bank balances	153.61	145.43
Loans	4.71	4.23
Current Tax Assets (Net)	33.85	51.26
Other Current Assets	288.28	224.62
	10,305.53	8,044.58
TOTAL ASSETS	13,323.83	10,930.88
EQUITY AND LIABILITIES:		
Equity		
Equity Share capital	1,631.41	1,631.41
Other Equity	5,284.76	4,063.56
	6,916.17	5,694.97
Non-current Liabilities :		
Financial Liabilities		
Lease Liabilities	877.71	582.56
	877.71	582.56
Current Liabilities		
Financial Liability		
Borrowings	3,441.22	2,848.28
Lease Liabilities	100.61	79.06
Trade Payables		
(A) Total outstanding dues of micro enterprises and small enterprises;	1,433.41	30.37
(B) Total outstanding dues of creditors other than micro enterprises and small enterprises	494.78	1,641.87
Other Financial Liabilities	8.63	4.28
Other Current Liabilities	51.30	49.49
Current Tax Liabilities (net)	-	-
	5,529.95	4,653.35
TOTAL EQUITY AND LIABILITIES	13,323.83	10,930.88

For and on behalf of the Board of Directors
IRIS CLOTHINGS LIMITED


Managing Director
(Santosh Ladha, Managing Director)
DIN - 03585561

Place : Howrah
Date: 13.05.2024



**IRIS CLOTHINGS LIMITED**

Registered Office : 103/24/1, FORESHORE ROAD, HOWRAH - 711 102

CIN : L18109WB2011PLC166895

Statement of Audited Financial Results For The Quarter and Year Ended 31st March, 2024

Statement of Cash Flow for the Year Ended 31st March, 2024

(Rupees in lakhs)

PARTICULARS	Year ended 31-03-2024 Audited	Year ended 31-03-2023 Audited
CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit before Tax and Extra-ordinary Items	1,649.38	1,120.47
Adjustments for:		
-Depreciation	609.07	530.27
-Sundry Balances Written Off	-	0.04
-Finance Cost	384.30	299.81
-Interest Income	(9.69)	(9.03)
Operating Profit Before Working Capital Changes	2,633.06	1,941.56
Adjustments for:		
-Trade Payables	262.12	511.45
-Trade and other Receivables	(576.58)	(784.78)
-Inventories	(1,699.77)	(1,117.74)
Cash Generated from Operations :	618.83	550.48
-Direct Taxes Paid	(447.59)	(381.46)
Net Cash generated from Operating Activities	171.23	169.02
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Property, Plant and Equipments (Net)	(273.10)	(104.59)
Term Deposit other than cash equivalents	(8.18)	(7.37)
Interest Received	9.69	9.03
	(271.59)	(102.93)
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from Short Term Borrowings	592.94	298.17
Lease Rent Paid	(186.40)	(135.99)
Interest Paid	(303.78)	(230.53)
	102.76	(68.35)
Net Increase/(Decrease) in Cash and Cash Equivalents	2.40	(2.26)
Opening Cash and Cash Equivalents	1.79	4.05
Closing Cash and Cash Equivalents	4.19	1.79

For and on behalf of the Board of Directors

IRIS CLOTHINGS LIMITED

Managing Director

(Santosh Ladha, Managing Director)

DIN - 03585561

Place : Howrah
Date: 13.05.2024

Iris Clothings announced its Q4 & FY24 Results

FY24 Total Revenue at Rs. 1,220 million; surged by 8% YoY

FY24 EBITDA was Rs. 264 million; uptick of 35% YoY

FY24 PAT stood at Rs. 122 million; robust growth of 48% YoY

Howrah, India, May 13, 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 **Fourth quarter and year ended March 31, 2024**

Commenting on the Company’s performance Mr. Santosh Ladha, Managing Director of the Company said

“In the 2024 fiscal year, our company witnessed substantial growth in both revenue and profits, supported by an advantageous cost structure and the strategic growth of our distribution network, which included 10 new partners and an enhanced range of products. Throughout the year, we concentrated on boosting the proportion of the high-margin infant wear segment in our revenue mix, where we aim to further increase our presence. The acquisition of the Disney product license has significantly augmented our product offerings. Our digital operations, especially in the B2B sector, along with our steadfast export business, have maintained strong performance during FY24.

Looking ahead, we are initiating an ambitious plan to expand our Exclusive Brand Outlets (EBOs), with intentions to inaugurate 4-5 EBOs in the first quarter of FY25 and over 15 throughout the year. We are also keen on growing our Franchise Stores, for which we have already begun to see considerable interest. The establishment of EBOs and Franchise Stores will fortify our brand presence in the country and advance our high-value retail segment. With the current favorable market conditions and a well-defined strategic direction, we are well-positioned for another year of substantial growth.”

Financial Highlights

(in Rs. Million, unless otherwise mentioned)

Particulars	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
Total Income	421.4	376.2	12.0%	235.0	79.3%	1,220.2	1,131.1	7.9%
EBITDA	71.0	52.9	34.3%	54.1	31.2%	264.3	195.1	35.5%
EBITDA margin (%)	16.9%	14.1%	280 bps	23.0%	(618 bps)	21.7%	17.2%	441 bps
PAT	34.9	22.3	56.5%	19.9	75.6%	122.1	82.6	47.9%
PAT margin (%)	8.3%	5.9%	235 bps	8.4%	(18 bps)	10.0%	7.3%	271 bps

- Total revenue stood at ₹421 Million a year-on-year increase of 12% and sequential growth of 79%
 - The growth was driven by the strong traction in demand, especially in infant wear, along with the addition of new distributors during the quarter
 - Additionally, our investments in EBOs have significantly contributed to the growth
- EBITDA for the quarter was ₹71 Million, a remarkable increase of 34% over the previous year, reflecting healthy margin of 17%
 - Improved profitability driven by stabilising raw material prices
- Profit After Tax (PAT) was ₹35 Million, a significant increase of 56% compared to the same last year and sequentially surged by 75%, with PAT margins at 8.3%

Outlook

- In FY25, we aim to open ~15+ or more new Exclusive Brand Outlets (EBOs) to establish a robust retail-distribution network, along with the introduction of new Franchise Stores in the foreseeable future.
- We are concentrating on diversifying our product portfolio by adding a line of children's innerwear.
- We plan to broaden our geographical reach by bringing on board new distributors, thereby strengthening our brand's market visibility.

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 and 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

Abhishek Bhatt/Vikash Verma

Ernst & Young LLP – IR Partners

P: +91-8080796083

E: abhishek.bhatt3@in.ey.com

E: 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

Q4 & FY 2024



Iris Clothings Limited



Investor Presentation

Q4 & FY 2024

Financial Highlights & Business Updates



Iris Clothings Limited



Q4 FY24 Highlights

Business Updates & Future Plans

- FY24 saw impressive growth with notable enhancements in value across all business sectors.
- We broadened our distribution reach by integrating 10 new distributors in the final quarter of FY24, specifically in Maharashtra and Uttar Pradesh.
- The newly opened Exclusive Brand Outlets (EBOs) witnessed a high demand for our winter wear collection.
- The infant wear segment maintained strong momentum throughout FY24.
- We enhanced our Disney apparel line, introducing a range of winter wear featuring Disney characters.
- In the upcoming year, our priority will be to expand the network of EBOs and improve their product offerings.
- Our robust B2B platform has streamlined order management for wholesalers.
- The B2B platform has gained widespread acceptance among distributors, with the majority of orders being placed through the app.
- We have established a modern, technology-driven facility to enable smoother and quicker dispatch of merchandise.

Financial Update & Outlook

- Total income reached ₹421 million, marking a year-over-year (YoY) increase of 12% and a quarter-over-quarter (QoQ) surge of 79%.
- The surge in revenue was propelled by a rise in sales volume fuelled by strong market demand and contributions from Exclusive Brand Outlets (EBOs).
- Post-election, we anticipate a strong demand, spurred by product improvements in the infant wear sector and the introduction of new designs from the DOREME x Disney collaboration.
- EBITDA margins were recorded at 17%, expanding by 280 basis points YoY, though they experienced a decrease of 618 basis points QoQ.
- The enhancement in profitability can be attributed to the reduction in raw material costs and the vigorous demand.
- In Q1FY25, we are witnessing strong demand, which signals a promising outlook for growth in the coming year.
- Profit after tax (PAT) margins stood at 8%, with a growth of 235 basis points YoY, and a slight decline of 18 basis points QoQ.

P&L Statement

Particulars (in ₹ Mn)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
Total Income	421.4	376.2	12.0%	235.0	79.3%	1,220.2	1,131.1	7.9%
Expenses	350.4	323.3	8.4%	180.9	93.7	955.9	936.0	2.1%
EBITDA	71.0	52.9	34.3%	54.1	31.2	264.3	195.1	35.5%
EBITDA Margin (%)	16.9%	14.1%	280 bps	23.0%	(618 bps)	21.7%	17.2%	441 bps
D&A	15.9	13.0	22.1%	16.1	(1.3%)	60.9	53.0	14.9%
EBIT	55.1	39.9	38.3%	38.0	45.0%	203.4	142.0	43.2%
Finance cost	9.7	9.3	5.2%	10.2	(4.4%)	38.4	30.0	28.2%
PBT	45.4	30.6	48.2%	27.8	63.1%	164.9	112.0	47.2%
PAT	34.9	22.3	56.5%	19.9	75.6%	122.1	82.6	47.9%
PAT Margin (%)	8.3%	5.9%	235 bps	8.4%	(18 bps)	10.0%	7.3%	271 bps

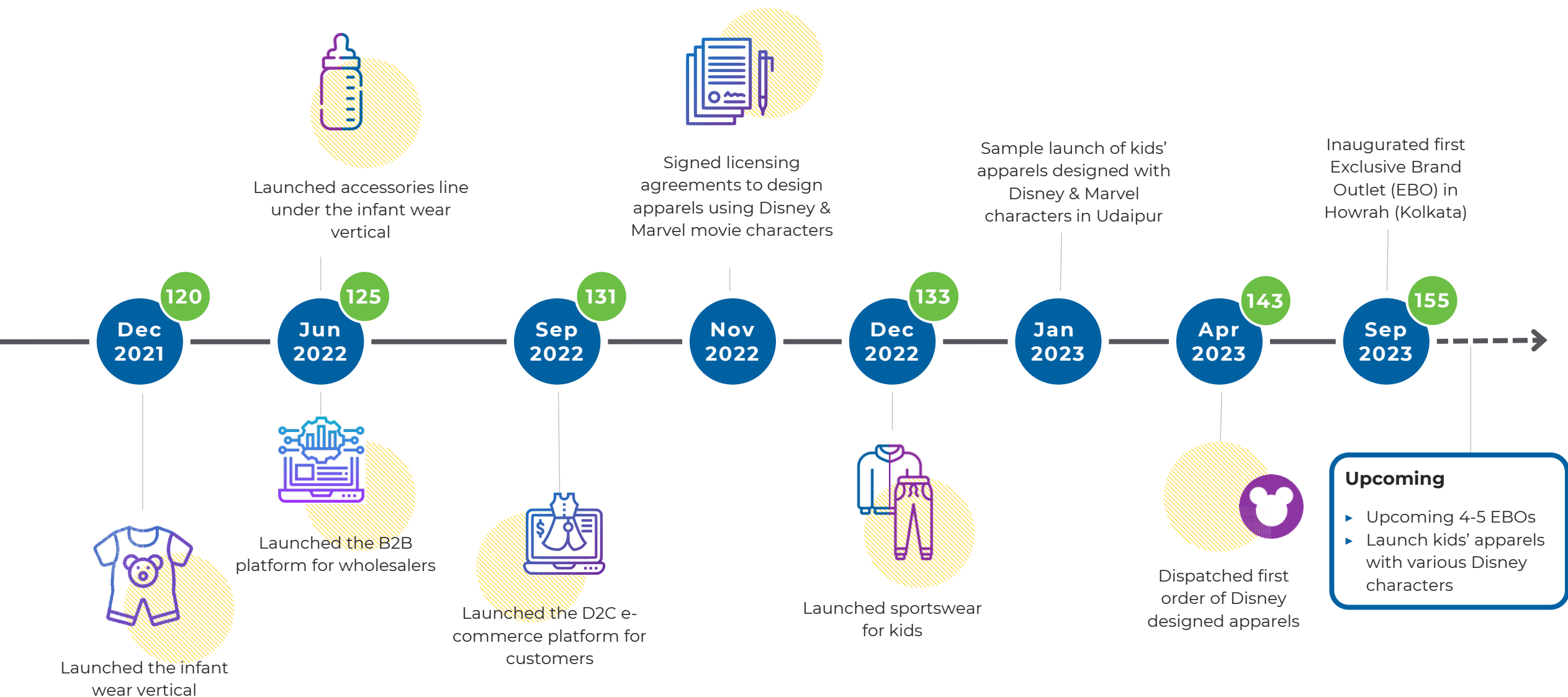
Investor Presentation

Q4 & FY 2024

Key Developments



Expanding on all Fronts



Upcoming

- ▶ Upcoming 4-5 EBOs
- ▶ Launch kids' apparels with various Disney characters

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

Expansion Strategy



1

Established Offline Presence

Built a pan India presence through

160+

Distributors

10k+

Retailers



2

Direct Online Portal

Launched own D2C Ecommerce website



www.doreme.in



3

Exclusive Brand Outlets

Inaugurated two own stores in Kolkata with five more in pipeline to enhance brand recall



Developments in Disney

Nov-22

Signed licensing agreements with UTV Software Communications (“Disney”) to design apparels using Disney & Marvel movie characters.

Jan-23

Conducted a successful sample launch of Disney designed apparels in Udaipur under the DOREME x Disney brand.

Apr-23

Dispatched our first batch of orders of T-shirts designed with Mickey characters of the Disney universe to Rajasthan, Maharashtra, Gujarat, Delhi, among others.

May-23

Facility at Uluberia was licensed by Facility and Merchandise Authorization (FAMA) to manufacture and distribute products bearing the intellectual property of Disney.

Jul-23

Launched and dispatched winter wear apparels designed with Mickey and friends’ characters across India.

Plan to keep launching apparels with newer designs to grow DOREME x Disney brand.

DOREME x Disney Brand

Mickey & Friends



New Launches



Investor Presentation

Q4 & FY 2024

About the Company



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



www.doreme.in

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

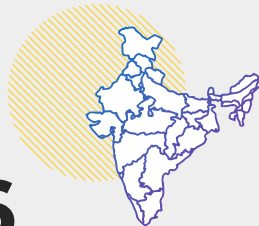


1

Brand

26

States
of presence



10

Units
Manufacturing (8)
Dispatch (2)



165

Distributors



25,000

Pieces
manufactured/day



1,451

Employees



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

Investor Presentation

Q4 & FY 2024

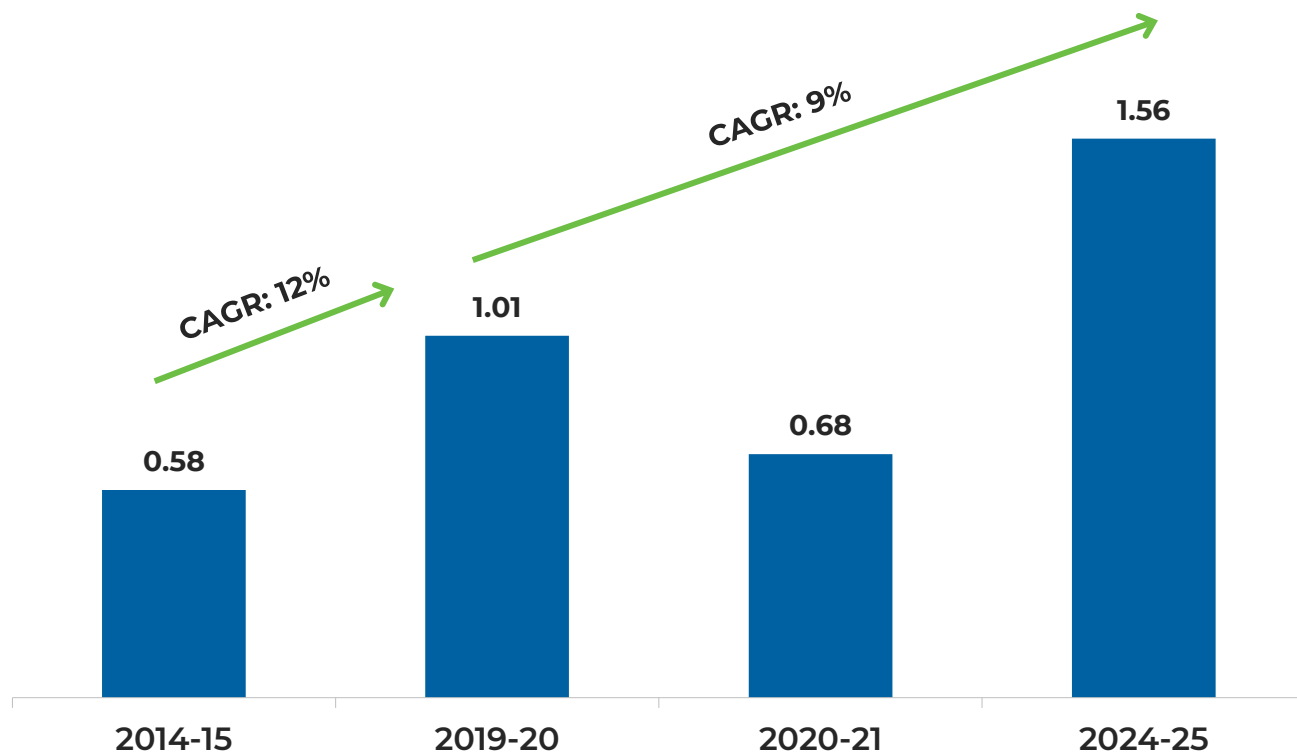
Market Opportunity

 Iris Clothings Limited



Indian Kids Apparel Industry

Market size of Kids Apparel in India (₹ Tn)



Source: Statista



~**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

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

Investor Presentation

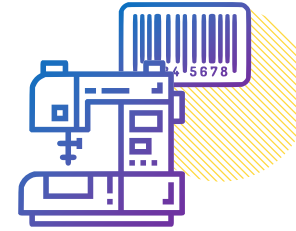
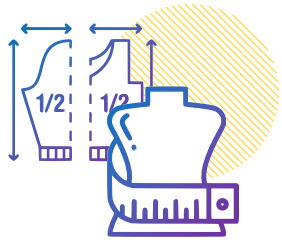
Q4 & FY 2024

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.



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

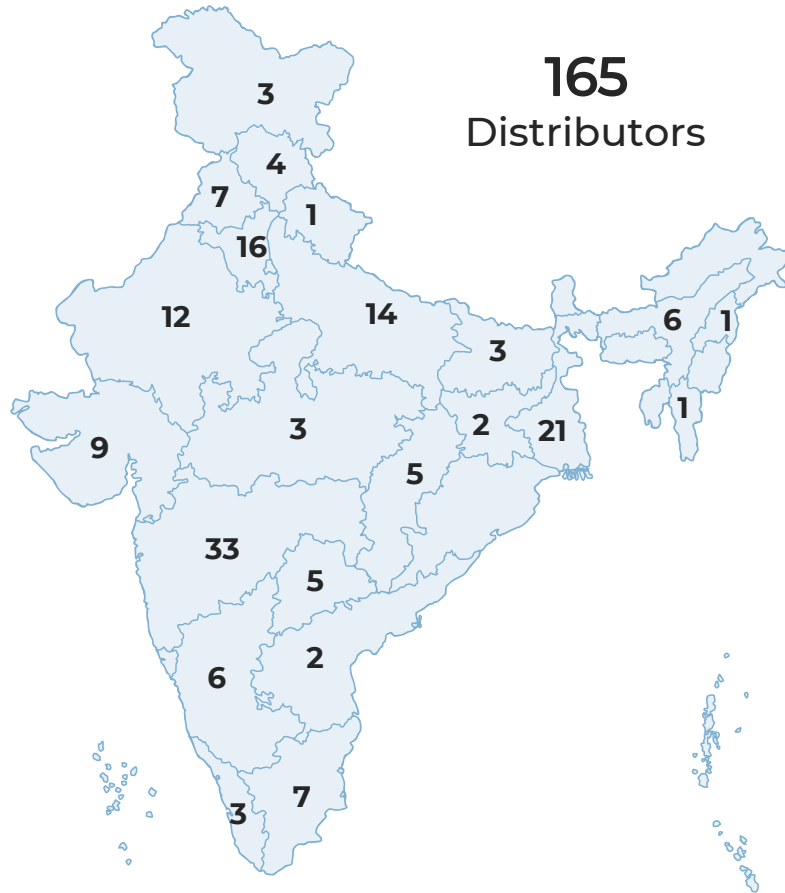


**Srijan Industrial Park,
Bombay Road**

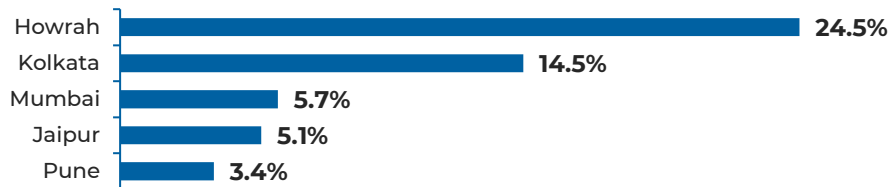
- Set up its third fully modernized stitching & finishing unit with online processes
- 1 unit for dispatch

Total Installed Capacity: 25,000 pieces/day

Wide Network



% Contribution to Revenue (FY24)



Business Update

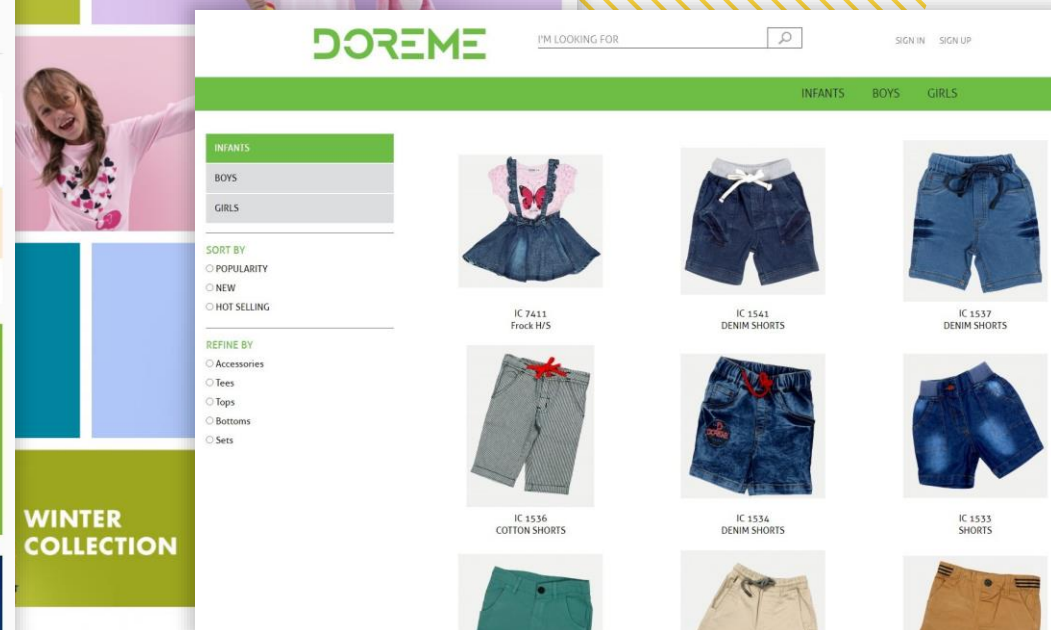
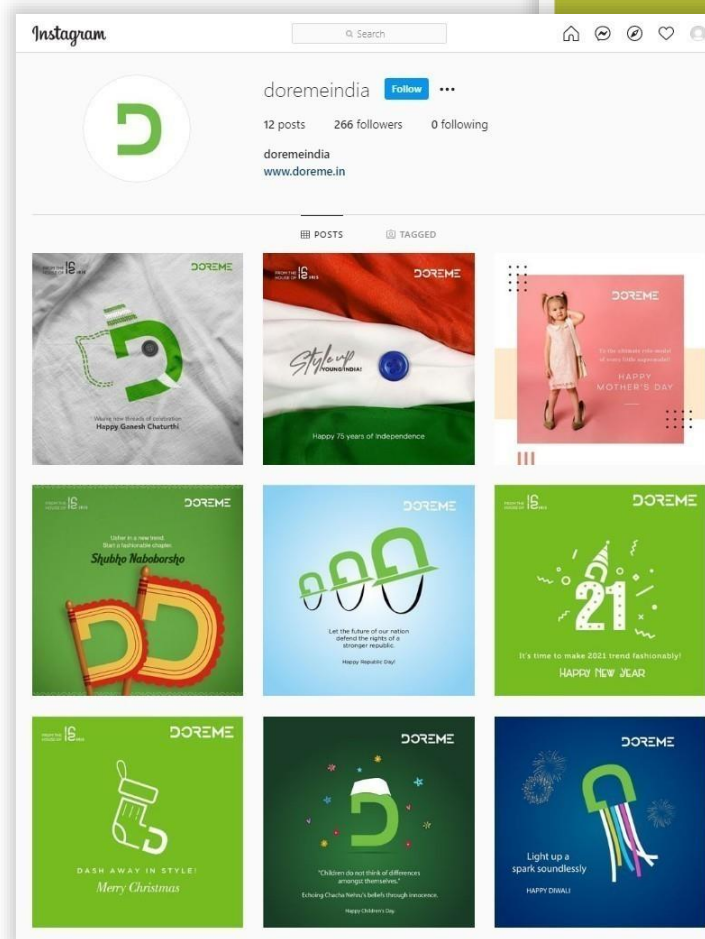
- Has an online presence in FirstCry and through its own D2C platform www.doreme.in.
- Successfully onboarded 10 new distributions across Maharashtra and Uttar Pradesh, bolstering the presence in key regions
- Strong export demand with shipments to Africa and Saudi Arabia, comprising 4-5% of the revenue
- Positive transition in demand is anticipated post-election
- B2B segment flourishing, with 70-80% of order originating from the online channel. Helping in seamless order management

Future Outlook

- Focus for FY25: Strengthen core distribution network, expanding exports to new geographies and opening new stores, to establish strong market presence with higher potential demand
- Anticipate substantial revenue generation from new stores opening
- Growing interest from retailers in Franchise opportunities under the brand DOREME indicating positive market sentiment
- Encouraged by the strong traction in demand, planning to expand the product categories to align with customer preferences

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.



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

Sustainability

Environmental

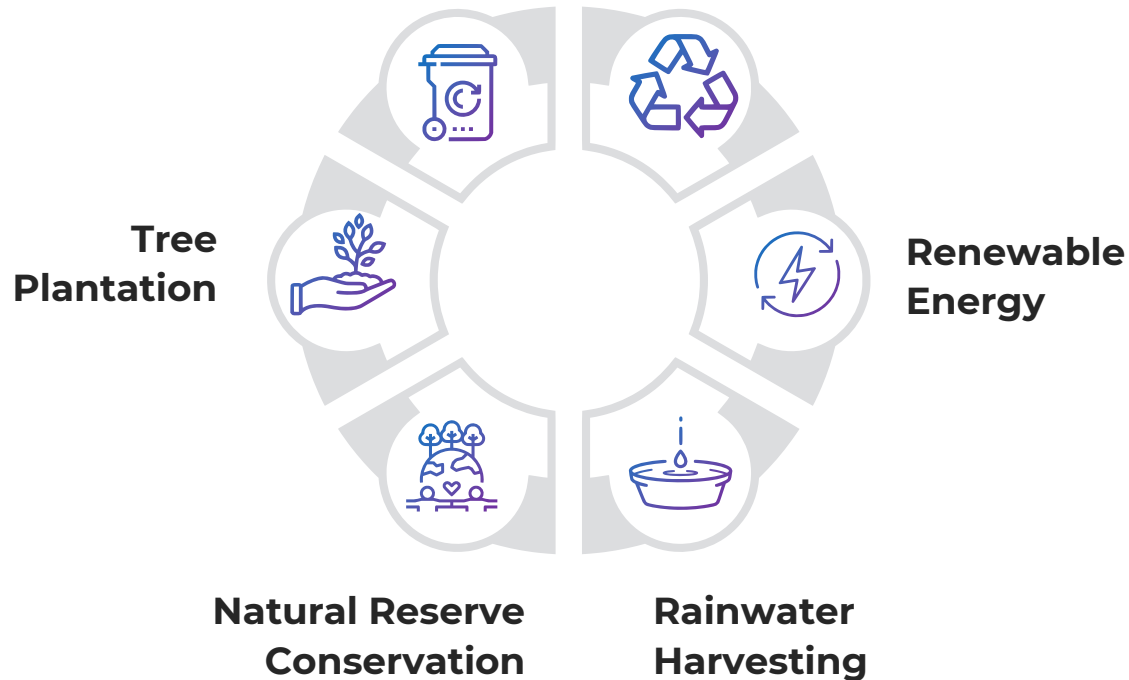
Iris follows a strict ecological policy that comprises of 6 features

Waste Reduction

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

Recycling

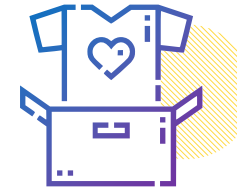
Iris uses printing materials that is eco-friendly, recyclable and devoid of lead.



Social



No Child Labour



Provided clothes to 2000+ underprivileged children



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

Investor Presentation

Q4 & FY 2024

Annual Highlights



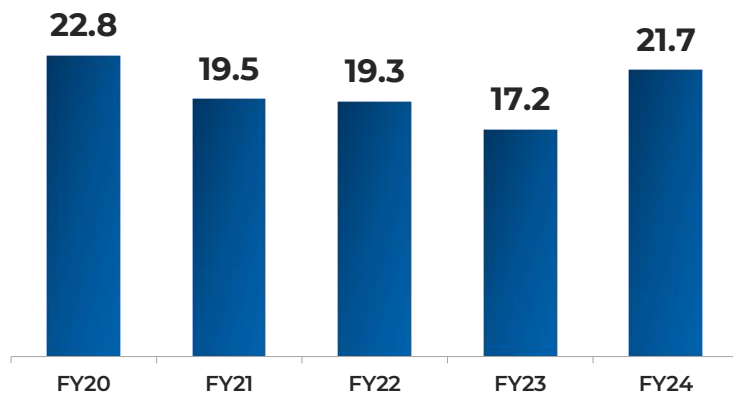
Balance Sheet

(in ₹ Mn)

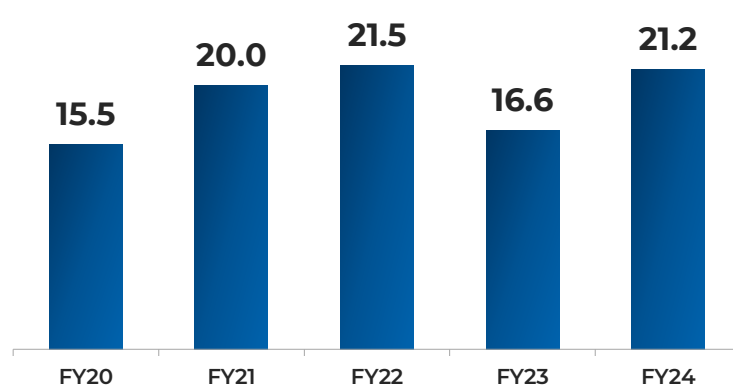
Particulars	FY 2021	FY 2022	FY 2023	FY2024
Total non-current assets	325	329	289	302
Inventories	253	337	449	619
Trade Receivables	149	237	313	363
Cash & cash equivalents (incl. bank balances)	15	14	15	16
Total Current Assets	434	609	804	1,030
Total Assets	759	938	1,093	1,332
Equity	388	487	569	692
Lease Liabilities	68	66	58	87
Total Non-current Liabilities	68	66	58	87
Short-term Borrowings	203	255	285	344
Trade Payables	84	108	167	193
Total Current Liabilities	303	385	465	553
Total Equity & Liabilities	759	938	1,093	1,332

Ratio Analysis

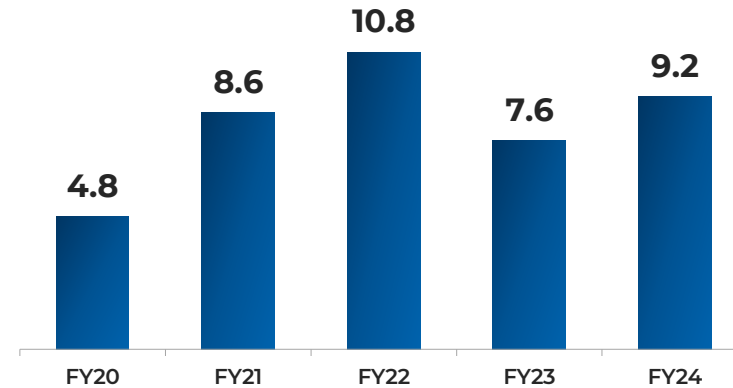
EBITDA Margin (in %)



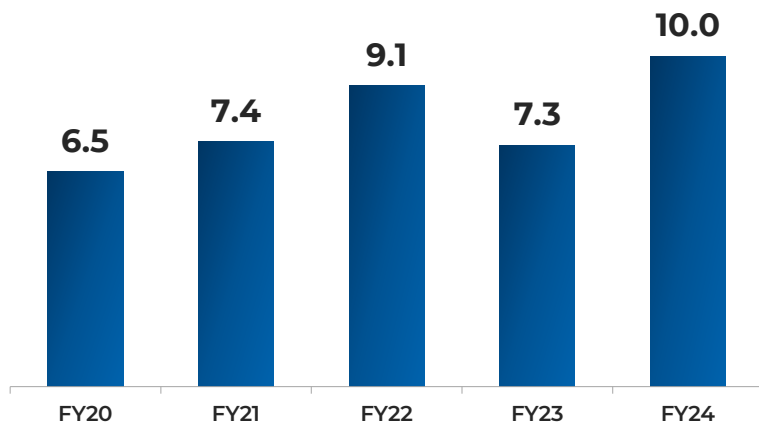
Return on Capital Employed (in %)



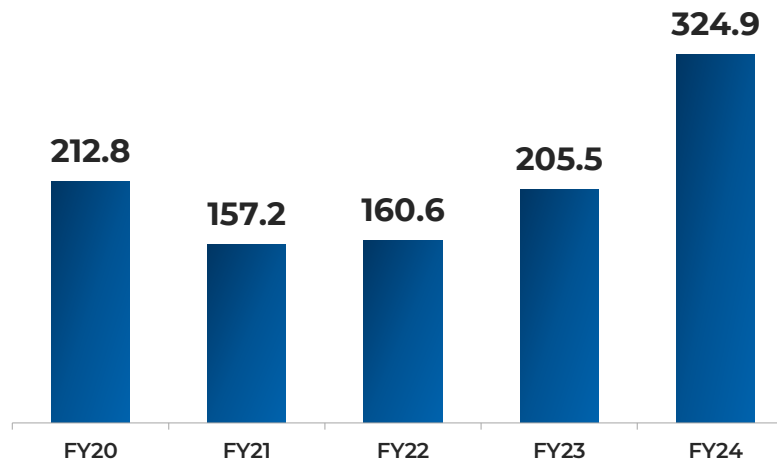
Return on Assets (in %)



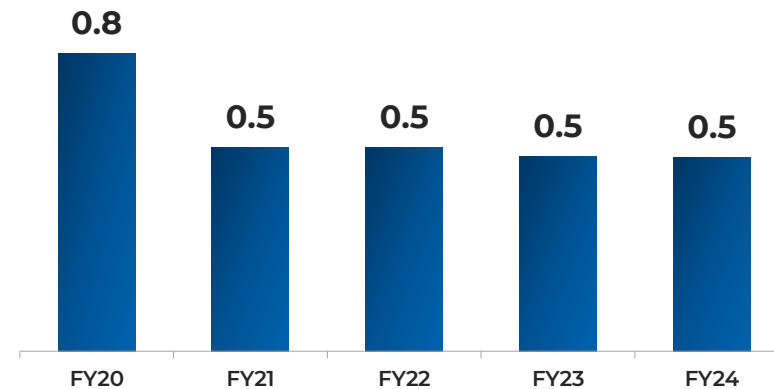
PAT Margin (in %)



Working Capital Days



Debt-to-Equity (in x)



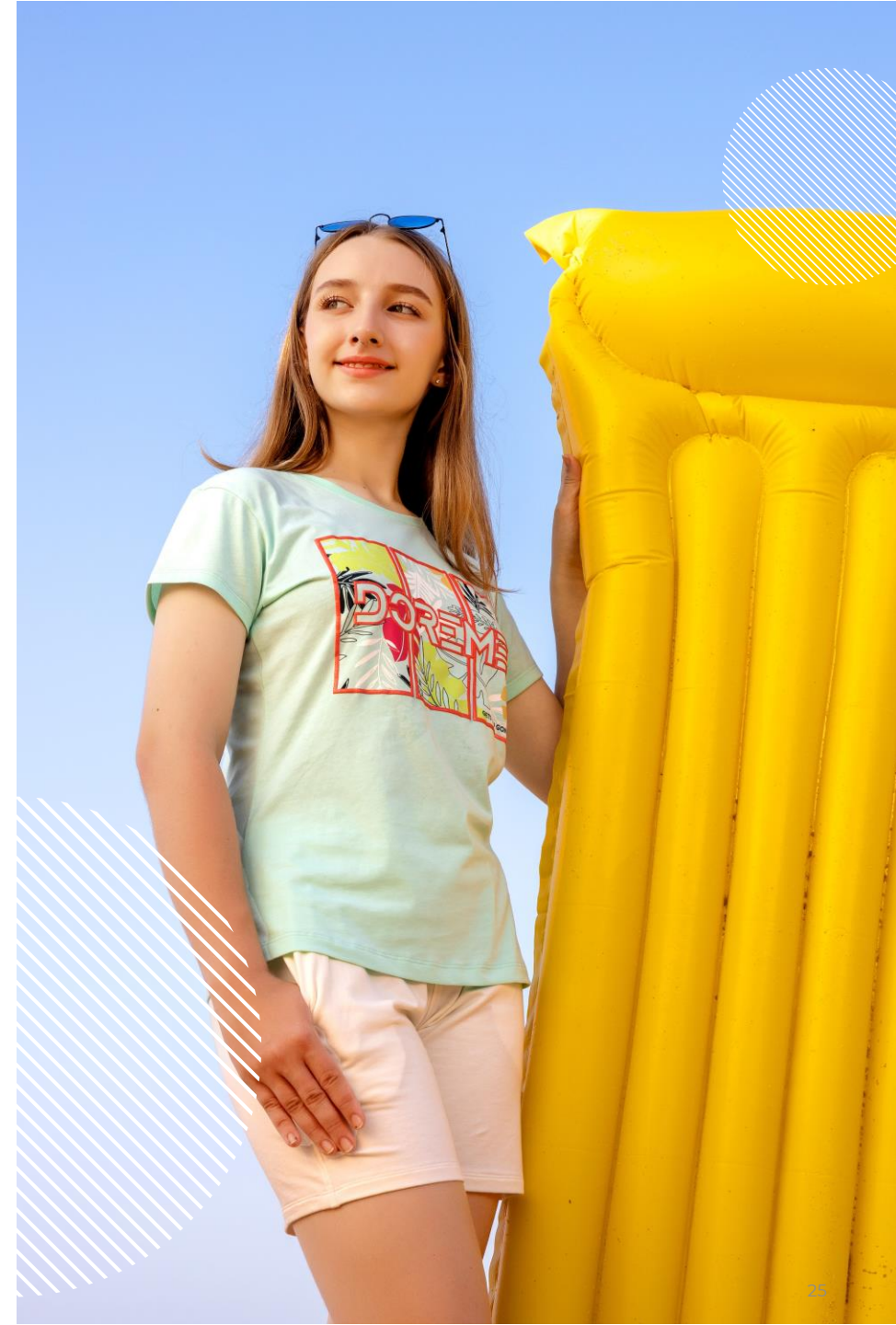
Investor Presentation

Q4 & FY 2024

Investment Rationale



Iris Clothings Limited



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



Established long standing relationships with suppliers

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

Fully integrated and automated operations allows Iris to maintain quality

Iris Clothings Limited

Safe Harbour Statement

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

This presentation does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities. This presentation has been prepared by the Company based on the data and information which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever of the contents of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider relevant. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation may contain certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in our markets, ability to attract and retain highly skilled professionals, our ability to manage our operations, government policies and actions, interest and other fiscal costs generally prevailing in the economy. The Company assumes no responsibility to amend or revise any forward-looking statements from time to time based on any subsequent developments, information or events.

Thank You

For further details please contact:

Santosh Ladha

Iris Clothings Limited

☎: +91 33 2979 0289

✉: santosh.ladha@irisclothings.in

Abhishek Bhatt/Vikash Verma

Ernst & Young LLP

☎: +91-8080796083

✉: abhishek.bhatt3@in.ey.com

✉: vikash.verma1@in.ey.com



Iris Clothings Limited

REGISTERED OFFICE

103/24/1, Foreshore Road, Howrah - 711 102

www.irisclothings.in

CIN: L18109WB2011PLC166895

