Date : 15.05.2025

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: Investor Presentation
Ref: Disclosure under regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to the above, enclosed please find herewith a copy of Investor Presentation with respect to the Audited Financial Results for the quarter and year ended 31st March, 2025.

Kindly take the same on your records.

Thanking You.
Yours faithfully,
For **Iris Clothings Limited**

Santosh Ladha
Digitally signed by Santosh Ladha
Date: 2025.05.15 14:45:41 +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

DOREME

IRIS CLOTHINGS LIMITED

INVESTOR PRESENTATION

DOREME

Well established brand with PAN India presence

1
Brand

186
Distributors

Present in
26 States

34,000
Pieces Installed Capacity/Day

11 Units
Manufacturing (8)
Dispatch (3)

1,401
Employees

7 EBOs
in East India

Vision 2030

Biggest
Kidswear Brand

300
Distributors

300+
Established Brand Outlets

20,000+
Retail Touchpoints in India

Renowned brand in kids apparel

	Establishment phase **2004-2013**	Well established listed kids apparel brand **2014-2023**	Vision 2030: going direct to consumer **2024 & beyond**
Business Model	Manufacturing – Retail B2B	Manufacturing | RetailB2B E-commerce B2B	Manufacturing Retail B2B E-commerce B2B Retail D2C E-commerce D2C
Manufacturing Capacity	35,000 sq. ft. 8,000 Pieces Per Day	1,25,000 sq. ft. 33,000 Pieces Per Day	3,00,000 sq. ft. 1,20,000 Pieces Per Day
Market Reach	20 Distributors 13 States	170 Distributors 26 States 7 Countries (Exports)	300 Distributors 300+ EBOs 12 Countries (Exports)
Brand	DOREME	DOREME	DOREME
Products Introduced	T-shirts, Dresses	Loungewear, Winterwear Bottomwear	Innerwear, Sportswear, Infant Accessories, Infant Collection
Consumer Sales		Rs. 35+ crores in FY13	Rs. 250+ crores in FY24

Establishment phase

2004–2013

Manufacturer for
kids’ comfort clothing

Started as kids' clothing manufacturer, growing through focus on quality

Manufacturing Facilities

Manufacturing facility in Howrah with a capacity of 8,000 pcs.

Founded in Kolkata, West Bengal

Started as a proprietary firm engaged in contract manufacturing for other brands

Market Reach

Added 20 distributors in the first 10 years, established presence in 13 states

Expanded reach & geographical footprint at a fast pace

Established 2000+ retail touchpoints

Product Branding

Started selling under our own brand DOREME

Launched own brand DOREME within a year of starting operations

All products are sold under the brand DOREME

Strategy

Focus on offering high quality at affordable prices

Focus on offering high quality at affordable prices

Sourcing quality raw materials for manufacturing

High-quality printing

Focus on Offering Quality Products at Affordable Prices

Growth Phase

2014–2026

Well-established listed kids' apparel brand with consumer sales of

Rs. 250+ crores

Manufacturing facilities expanded to

11 Units

Manufacturing (8)
Dispatch (3)

Manufacturing excellence has been one of our biggest strengths

Total Installed Capacity
34,000 Pieces/Day

Area of Installed Capacity
1,25,000 sq. ft.

Foreshore Road, Howrah

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

First fully modernised 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.

Imported advanced machinery from USA & Italy to minimise lead time and guarantee high printing quality for long-lasting products. Upgraded print and finish for quality and speed.

Srijan Industrial Park, Bombay Road

3rd fully modernised stitching & finishing unit with online processes.

2 units for dispatch.

Product portfolio enhanced across categories

Brand DOREME offers a wide range of apparel for infants, toddlers, and junior boys and girls that suit both their indoor and outdoor requirements.

Kids (0-5 years)

Dresses
Tops
T-shirts
Trousers
Shorts
Nightwear
Sweatshirts

Price from Rs. 90 to Rs. 1,500

Girls (6-16 years)

Dresses
Tops
T-shirts
Trousers
Shorts
Loungewear
Sweatshirts
Hoodies
Nightwear

Price from Rs. 240 to Rs. 2,000

Boys (6-16 years)

Tops
T-shirts
Trousers
Shorts
Loungewear
Sweatshirts
Hoodies
Nightwear

Price from Rs. 240 to Rs. 2,000

DOREME x Disney

T-shirts
Sweatshirts
Nightwear
Loungewear
Hoodies

Price from Rs. 290 to Rs. 2,500

Collaboration with Disney certifies process & stringent quality control...

Leveraging opportunities
through disney alliance
& in-house expertise

Licensing Agreement with Disney

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

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

FAMA Approval for Manufacturing

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

...Helps in premium market positioning

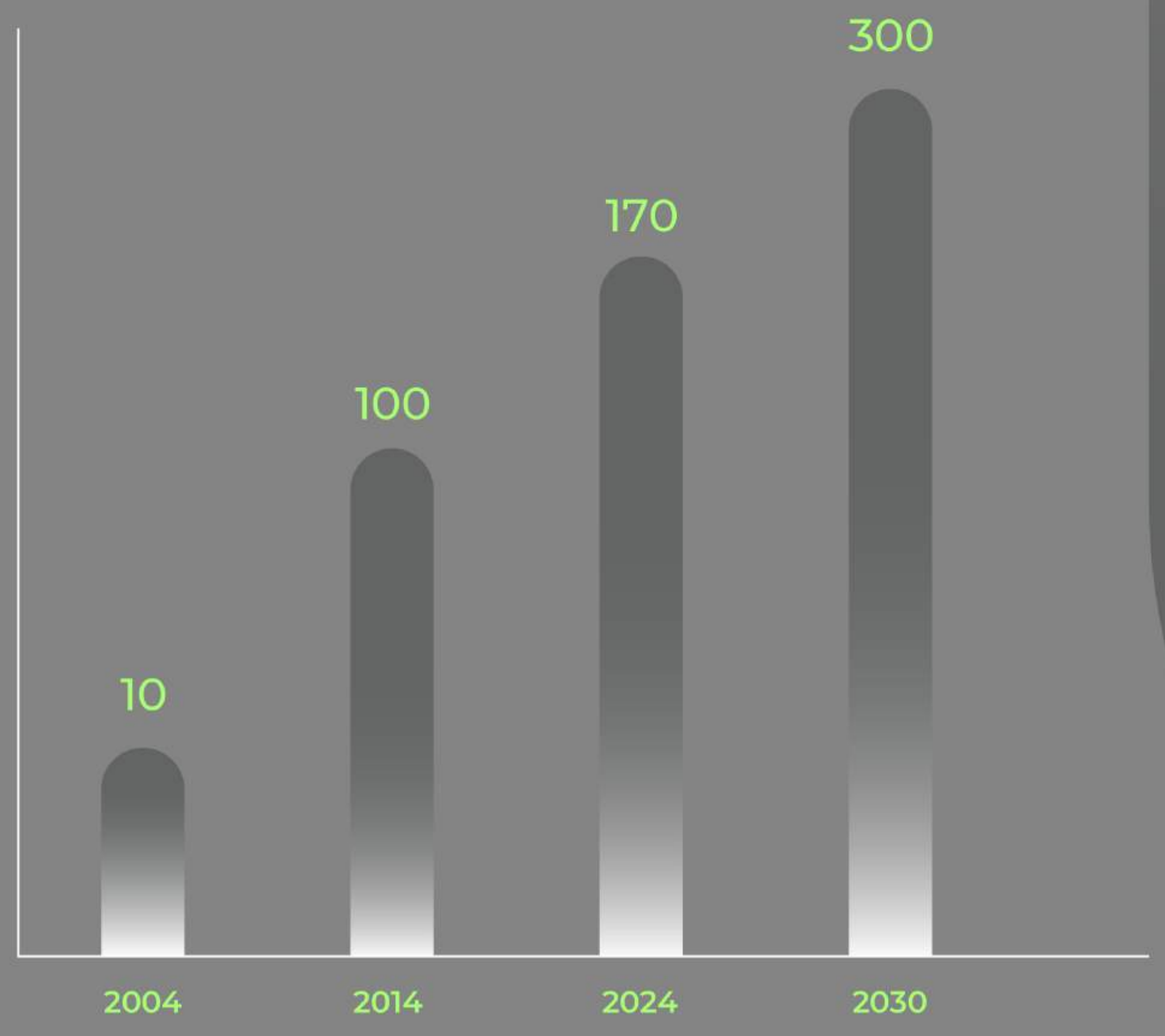
Premium Pricing Capability:
Exclusive nature of the licensing agreement allows customers to pay premium price for products contributing to higher profit margins.

Disney Licence Helps to:

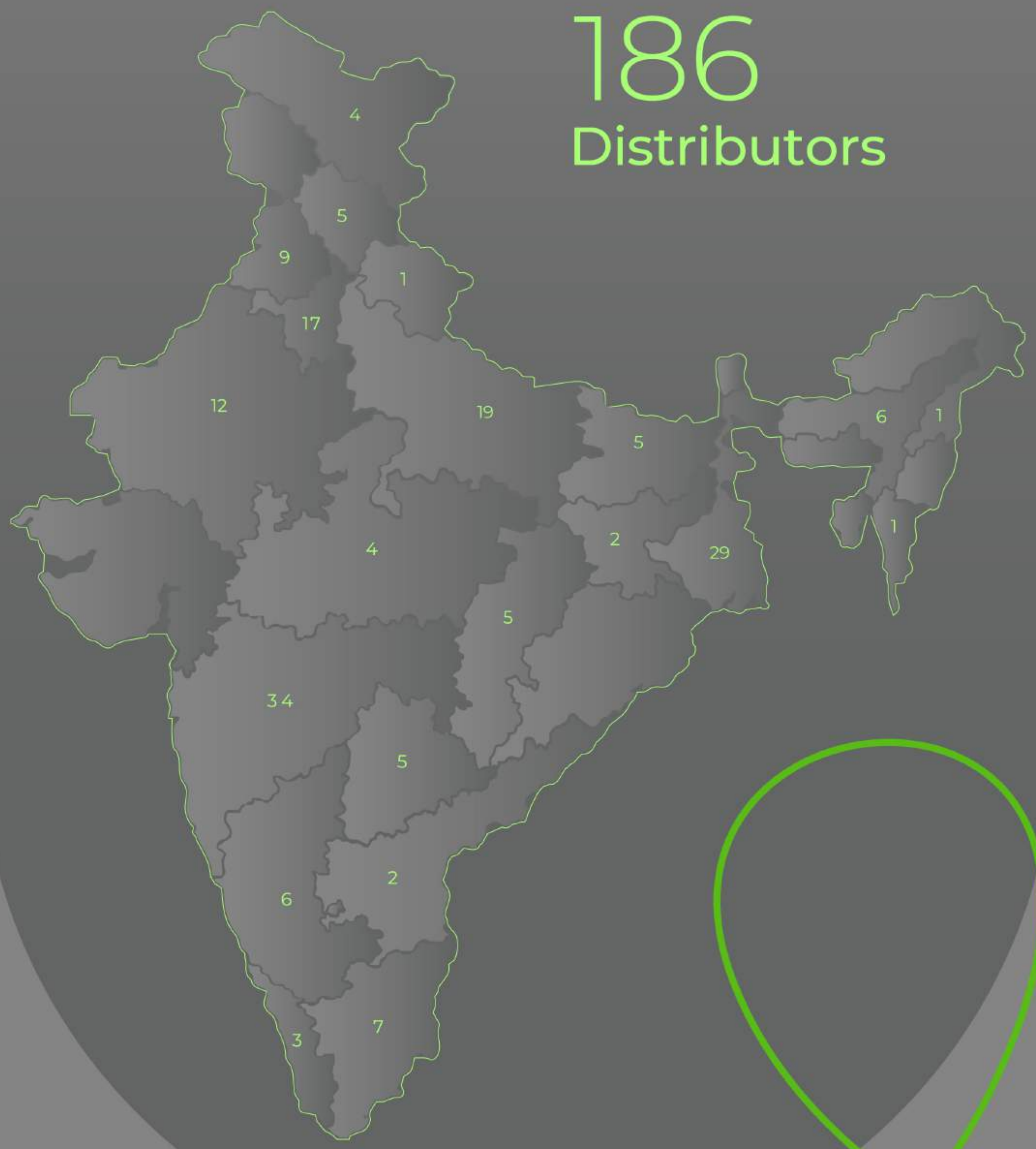
1. Diversify product line with various Disney franchises
2. Increase sales through popular character demand
3. Enhance reputation via Disney's trusted brands
4. Boost brand recognition with Disney's global appeal
5. Offer competitive edge with exclusive content
6. Expand marketing reach with character -driven campaigns

Strengthen distribution network

Distributors Trend



Domestic



186
Distributors

Export

Portugal

Nepal

Mozambique

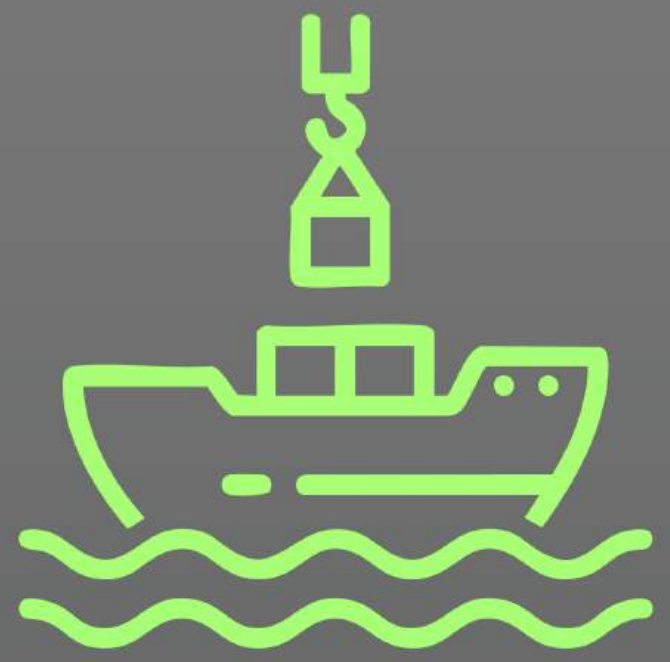
Saudi Arabia

Africa

UAE

Middle East

7
Countries



Exports under DOREME Brand

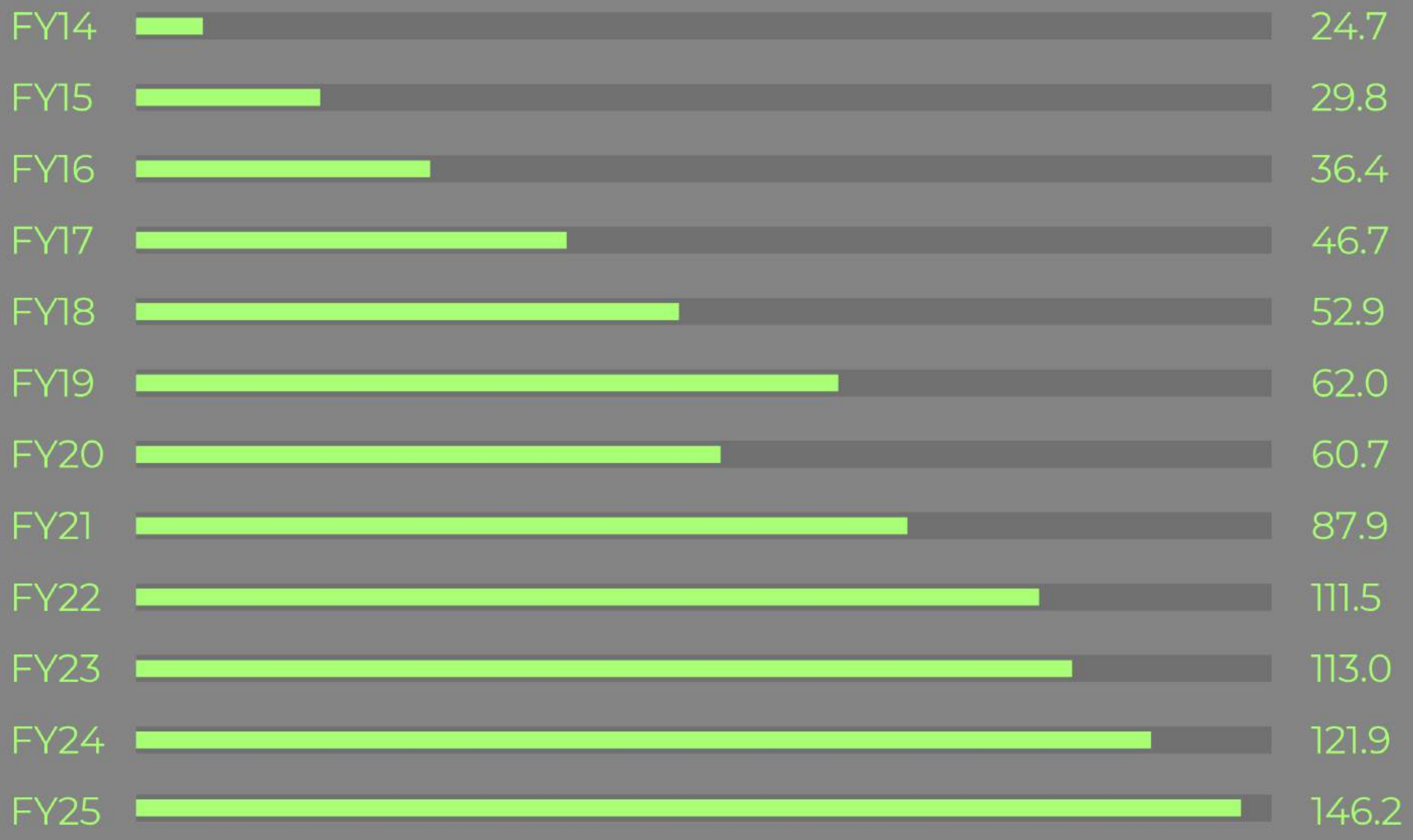
Spreading Brand Awareness

Financial growth in-line with business growth

Consumer Sales of Rs. 250+ crores

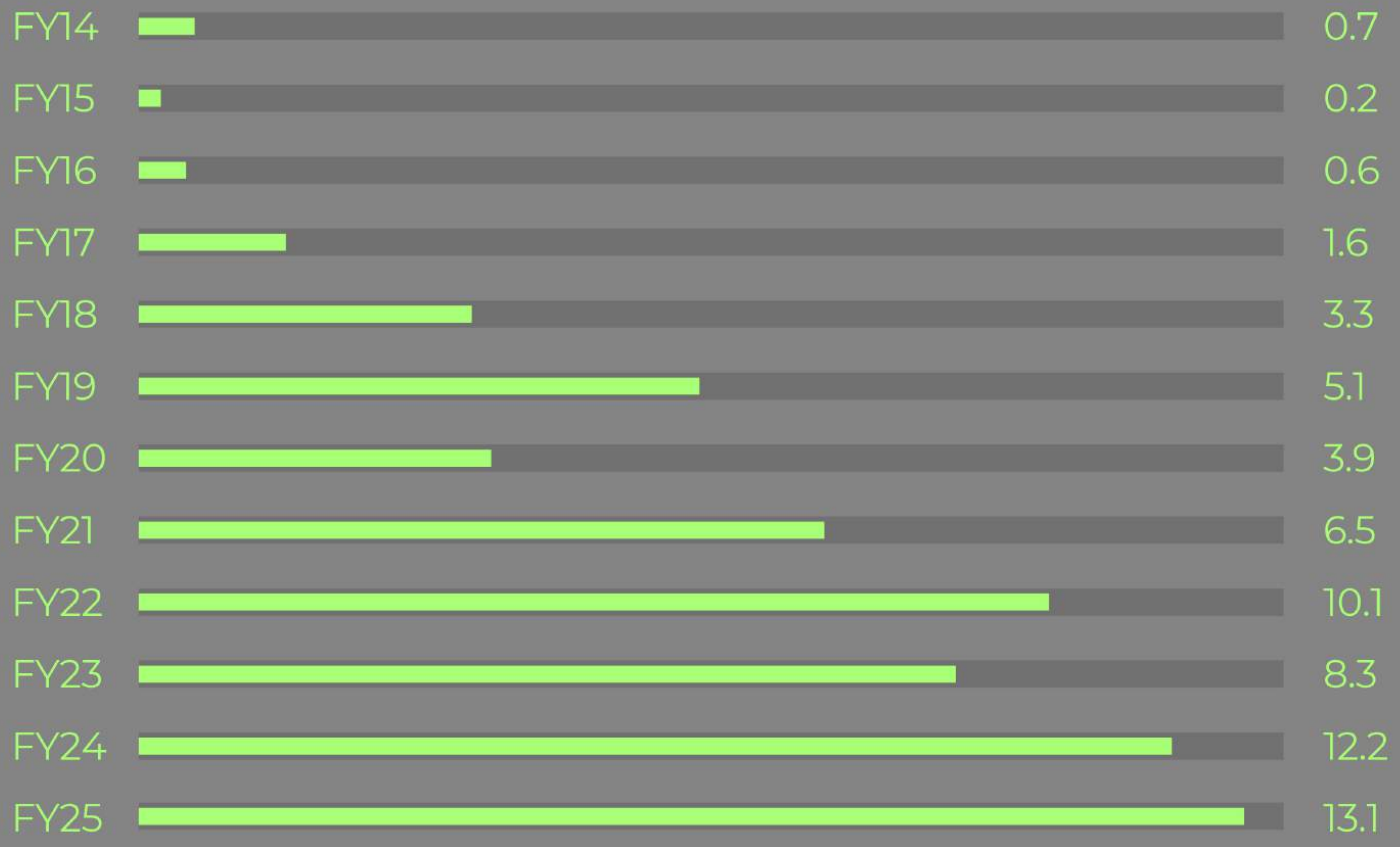
Revenue from Operations (Rs. in Crores)

CAGR 18%



Profit After Tax (Rs. in Crores)

CAGR 30%



2025 & Beyond

VISION
2030

20,000+
Retail Touchpoints
in India

Biggest
Kidswear Brand

DOREME retail strategy

EBOs-Retail Business Model

EBOs in Clusters

Cluster model strategy to enhance DOREME brand presence citywide.

Aims to enhance brand recognition by initially opening stores in the eastern regions where presence is limited, followed by an expansion into the well established western regions.

Ownership Model (COCO & FOCO)

EBOs in Company Owned Company Operated (COCO) model to have first-hand experience of operations.

Continue with only COCO model for a couple of years and/or ~80 stores.

Considering high interest from existing distributors in franchise opportunities, plans to launch its franchise stores after FY26.

Franchise will be Franchise Owned Company Operated (FOCO) model.

Store Opening Plan

Started with 500 sq. ft. store size, moving towards 750 sq. ft. To progressively increase store size to 1,000 sq. ft.

Estimated Capex per EBO is Rs. 30-35 lacs including inventory at store.

EBO store design

Standardised store design

Better layout identification

Improvements based on market feedback

Good experience in existing store, celebrating one year.

For the past two years, there has been a focused effort on expanding the retail footprint.

This ongoing retail roll-out strategy indicates a long-term commitment to increasing the brand's presence in the market.

Continuously updating and diversifying the range of products offered to consumers.

Enhanced merchandise in store

Infantwear category share to increase

IRIS has recently launched woven night suits.

Launch of new products like innerwear and nightwear in FY26.

Sportswear category share to grow

The newly introduced sportswear line in FY24 is expected to contribute higher in FY25.

Launch of niche products like kids' winter sportswear.

Disney products range to expand

Category expansion in Disney products such as Disney winterwear collection, which saw strong demand, is set to boost the revenue.

Expansion of product portfolio

- Sportswear, Innerwear, Infant Accessories, Denim Pants & Woven Pants
- Outsource few products like jeans etc.

Expansion of manufacturing capacity

Through Brownfield, Greenfield and OEMs

Brownfield Expansion

Focusing on debottlenecking in existing facilities to increase the current capacity utilisation of 75%

Addition of modern sewing machines every year to enhance productivity and introduce new line of apparel every year

Greenfield Expansion

Planned growth of Retail B2B business and EBOs roll out will require incremental manufacturing capacity

Planning construction of facility of 200,000 sq. ft. at an estimated capital outlay of Rs. 50 crores in West Bengal

OEMs

Outsourced manufacturing of certain product categories to reputed manufacturing companies to optimise investment in manufacturing

Driven by Excellence

Success Propelled by Leadership & Management

"Iris Clothings Limited was steered to success by a proficient management team, led by founder and visionary Santosh Ladha. Powered by his expertise and dynamic approach, the dedicated team helps foster innovation, inspire excellence, and lead Iris to be a celebrated name in the industry."

Founder & Visionary
Santosh Ladha

Financial Highlights

Q4 & FY25-P&L statement highlights (consolidated)

Particulars (in ₹ Mn)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	402.0	421.2		333.8		1462.7	1219.2	
Other Income	1.2	0.2		0.2		3.1	1.0	
Total Income	**403.3**	**421.4**	**-4.3%**	**334.0**	**20.7%**	**1,465.8**	**1,220.2**	**20.1%**
COGS	208.4	247.1	-15.7%	167.3	24.6%	766.3	577.1	32.8%
Gross Profit	**194.9**	**174.3**	**11.8%**	**166.7**	**16.9%**	**699.5**	**643.1**	**8.8%**
Gross Profit Margin (%)	48.3%	41.4%		49.9%		47.7%	52.7%	
Employee Benefits Expense	59.8	55.2	8.4%	66.8	-10.4%	244.0	215.3	13.3%
Other Expense	52.8	48.1	9.7%	39.4	34.2%	172.3	163.5	5.4%
EBITDA	**82.3**	**71.0**	**15.8%**	**60.6**	**35.7%**	**283.1**	**264.3**	**7.1%**
EBITDA Margin (%)	20.4%	16.9%		18.1%		19.3%	21.7%	
Depreciation	10.1	15.9	-36.4%	17.9	-43.5%	63.0	60.9	3.4%
EBIT	**72.1**	**55.1**	**30.9%**	**42.7**	**69.0%**	**220.2**	**203.4**	**8.3%**
Financial Costs	10.9	9.7	12.0%	10.9	-0.0%	42.0	38.4	9.3%
Exceptional Items								
PBT	**61.2**	**45.4**	**35.0%**	**31.8**	**92.7%**	**178.2**	**164.9**	**8.0%**
Tax	16.4	10.5		8.0		46.9	42.8	
PAT	**44.8**	**34.9**	**28.6%**	**23.7**	**88.8%**	**131.2**	**122.1**	**7.5%**
PAT Margin (%)	11.1%	8.3%		7.1%		9.0%	10.0%	
EPS	**0.55**	**0.43**		**0.29**		**1.61**	**1.50**	

Financial Update

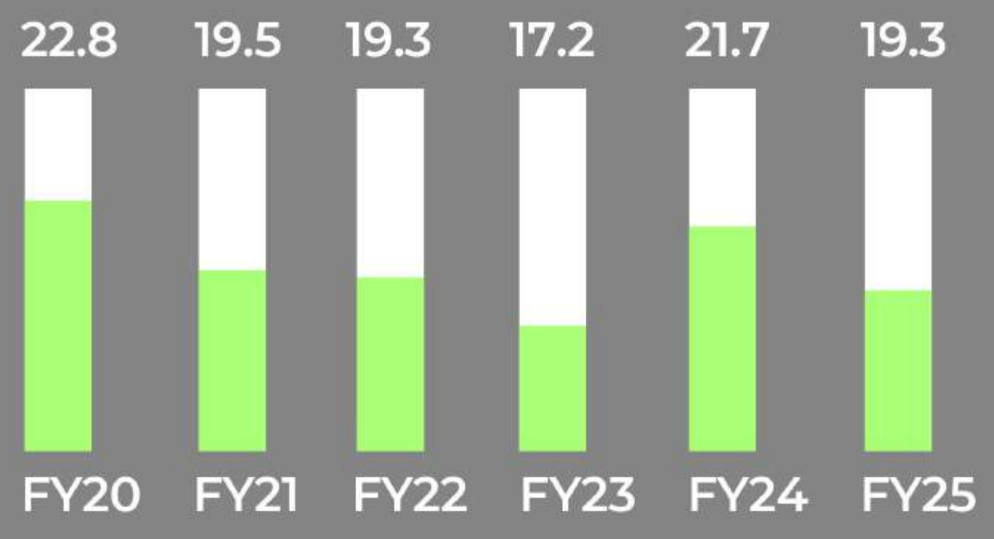
Consolidated Total Income stood at Rs. 403.3 Mn in Q4FY25, a Decline of 4.3% YoY. However, in FY25 total income grew by 20.1% YoY to Rs. 1465.8Mn.

EBITDA grew from Rs. 71.0 Mn in Q4FY24 to Rs. 82.3 Mn in Q4FY25, growth of 15.8% YoY; with an EBITDA margin of 20.4% in Q4FY25. EBITDA for FY25 stood at Rs. 283.1 Mn with an EBITDA margin of 19.3%

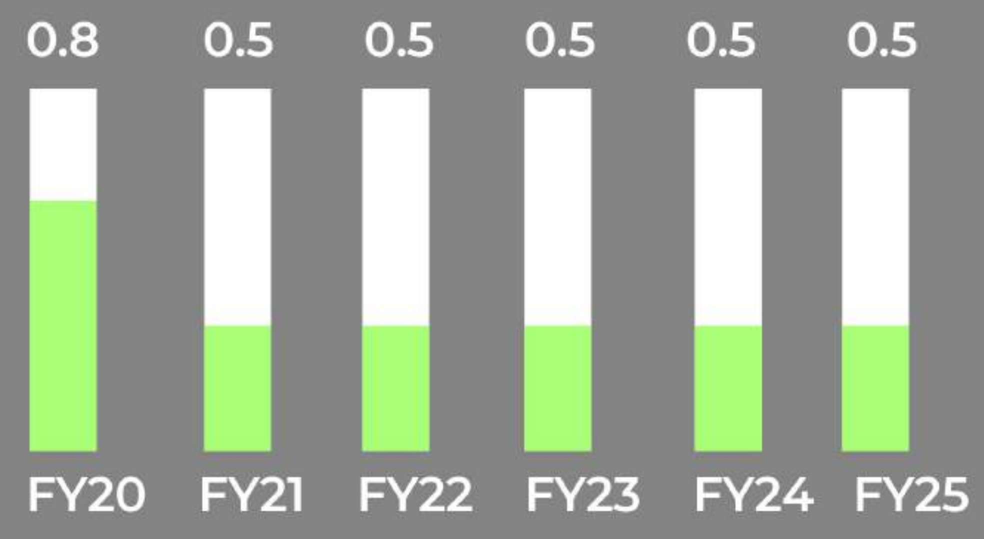
Net Profit for the quarter significantly increased by 28.6% YoY to Rs. 44.8 Mn as against Rs. 34.9Mn in Q4FY24; during FY25 net profit stood at Rs.131.2 Mn with a PAT margin of 9.0%

Ratio analysis

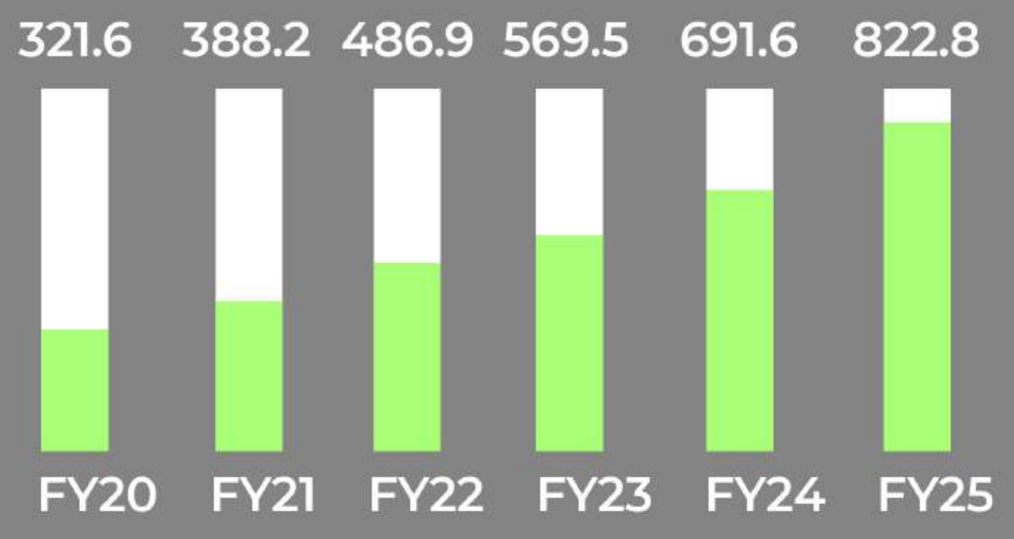
EBITDA Margin (in %)



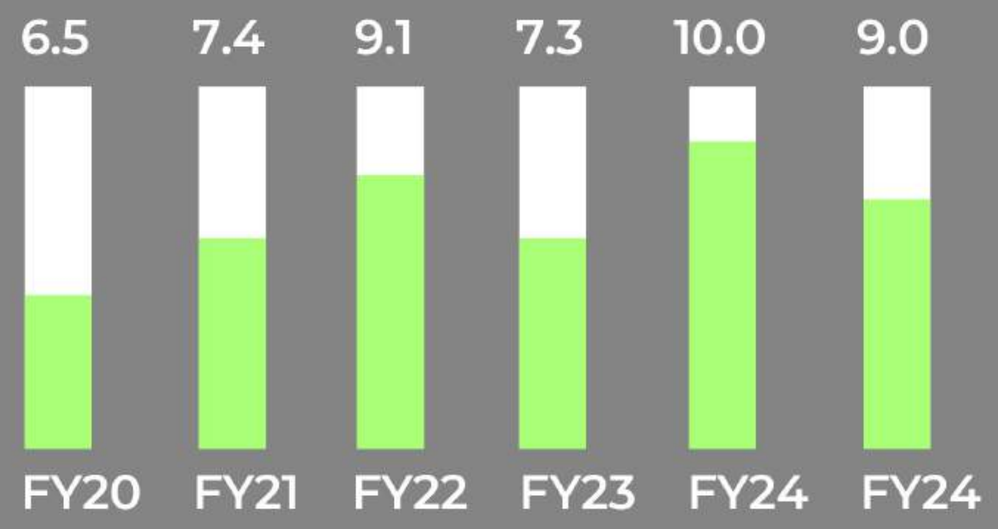
Debt-to-Equity (in X)



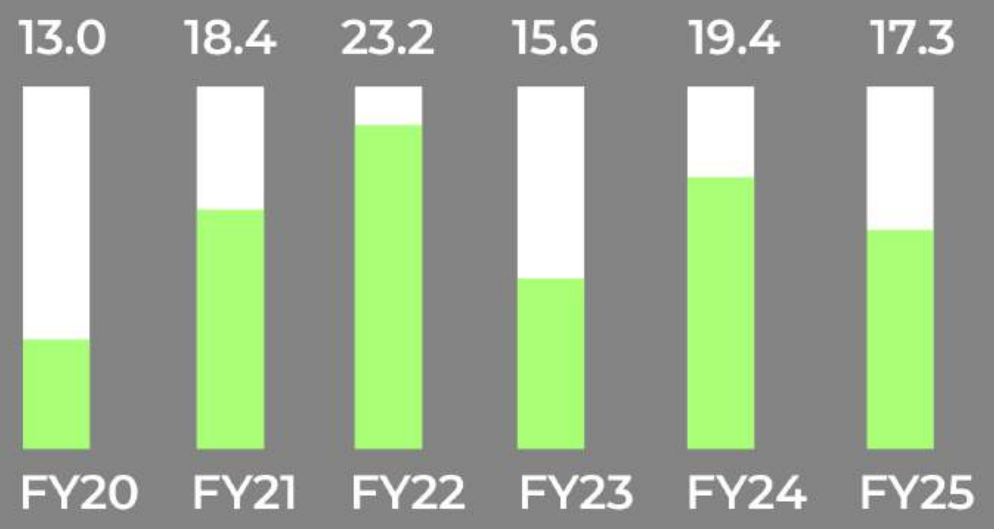
Networth (Rs.in Mn)



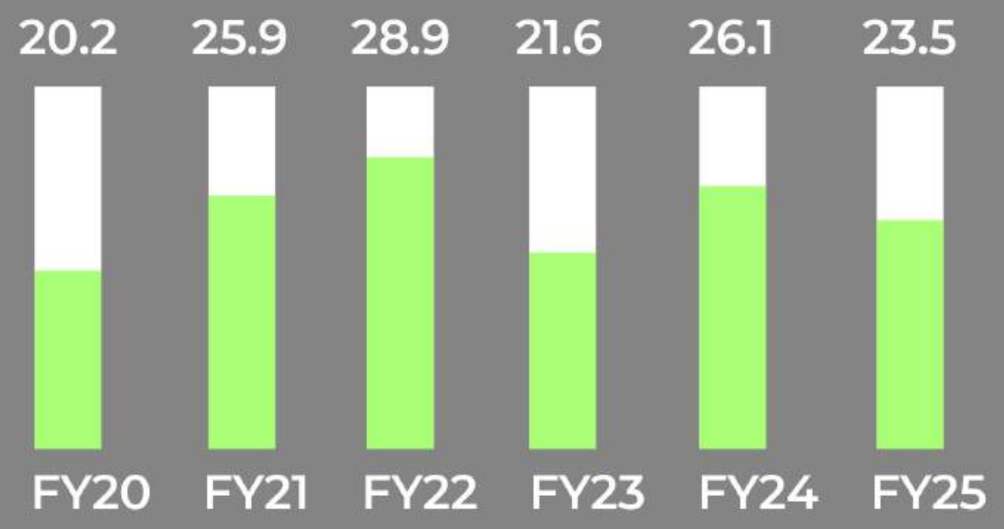
Net Profit Margin (in %)



Return on Equity (%)



Return on Capital Employed (in %)

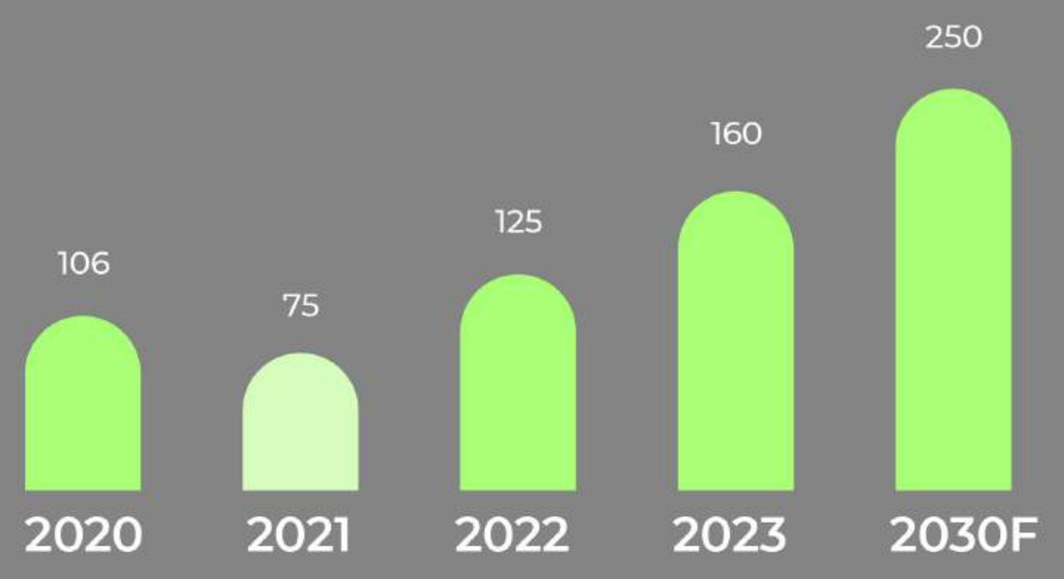


Annexures

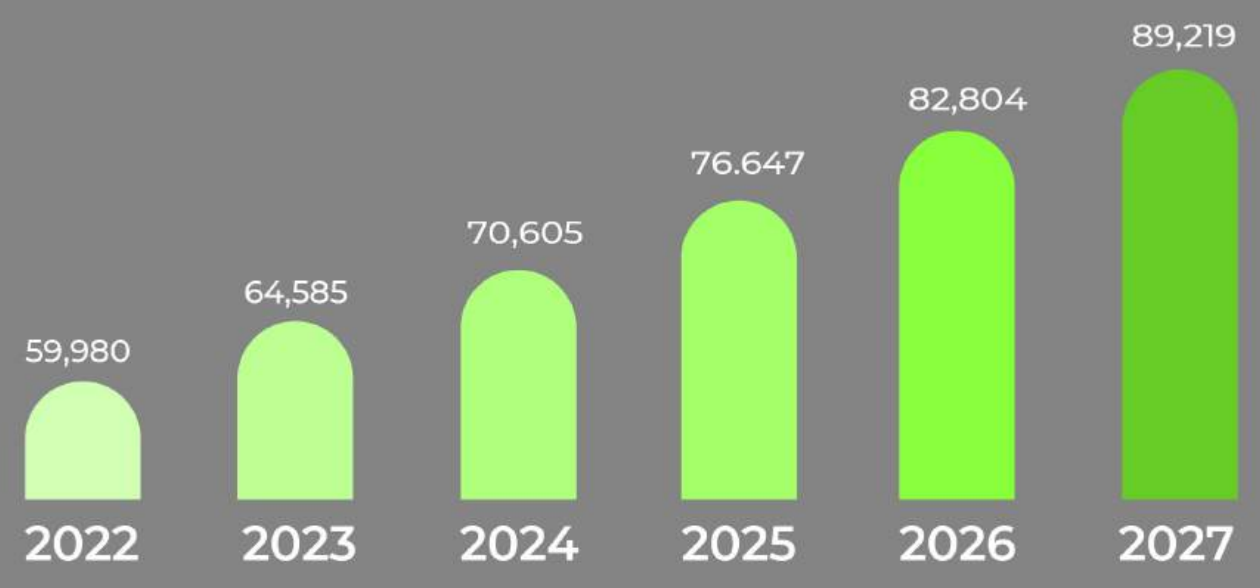
Garment Industry—Opportunities Ahead

Textile & Apparel Market to pick up post hit from macro-headwinds

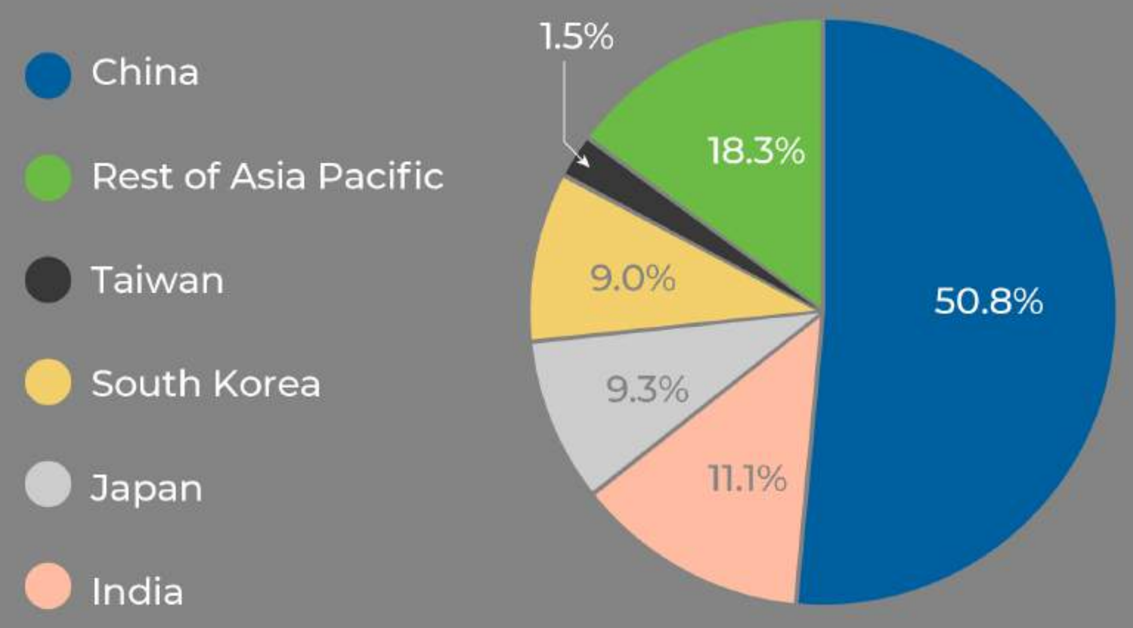
Domestic Textile & Apparel Market ($ Billion)



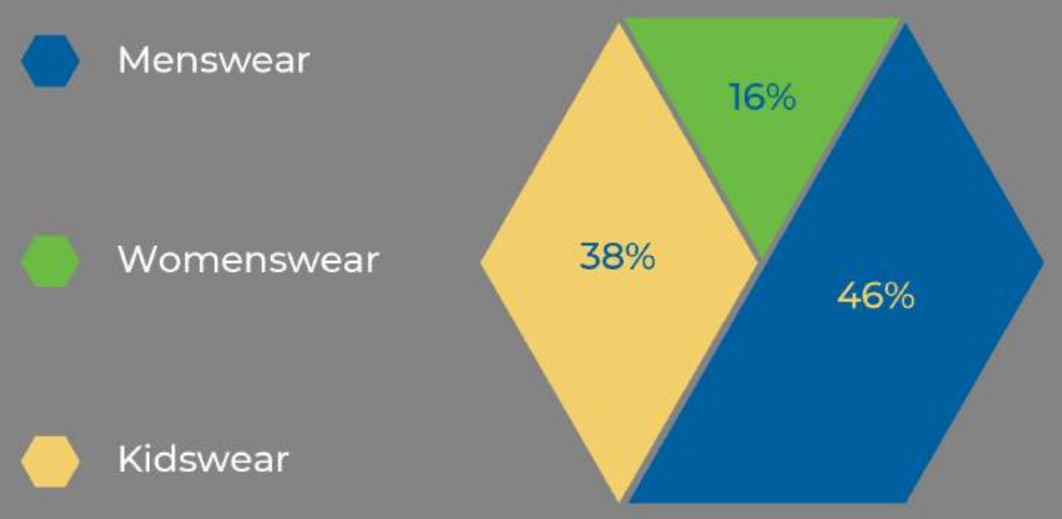
Indian Apparel Retail Industry Forecast ($ Million)



Indian Apparel Industry, **Geography Segmentation**



Indian Apparel Industry, **Category Segmentation**



Benefit for IRIS Clothings

- Rapid retail expansion across India
- Increase in demand of competitive new offerings by IRIS
- Enhancement in distributor network
- Increasing capacity utilisation by approximately ~10%

Disclaimer

This presentation has been prepared by Iris Clothings Limited solely to provide information about the Company. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information contained in this presentation is only current as of its date. The company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes.

Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the company's business, its competitive environment, information technology and political, economic, legal and social conditions in India. Please note that this presentation is based on publicly available information including but not limited to company's website and annual reports. This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount. This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the company and neither any part of its hall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Thank You!

Abhishek Bhatt
abhishek.bhatt3@in.ey.com

Vikash Verma
vikash.verma1@in.ey.com

IRIS CLOTHINGS LIMITED

For further details please contact

+91-80807 96083

www.irisclothings.in

REGISTERED OFFICE

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

CIN: L18109WB2011PLC166895