

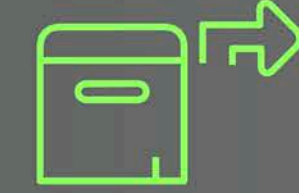
INVESTOR PRESENTATION



Well
established
brand with
PAN India
presence



1
Brand



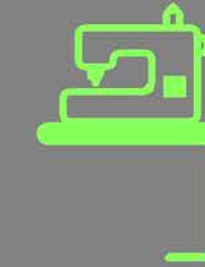
194
Distributors



Present in
26
States



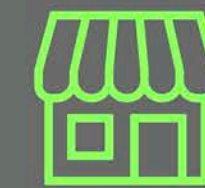
34,000
Pieces Installed
Capacity/Day



11
Units
Manufacturing (8)
Dispatch (3)

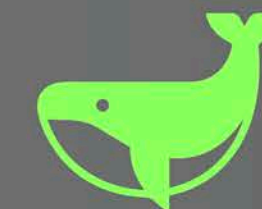


1,378
Employees



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			
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



Launched own brand **DOREME** within a year of starting operations

All products are sold under the brand



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 _____

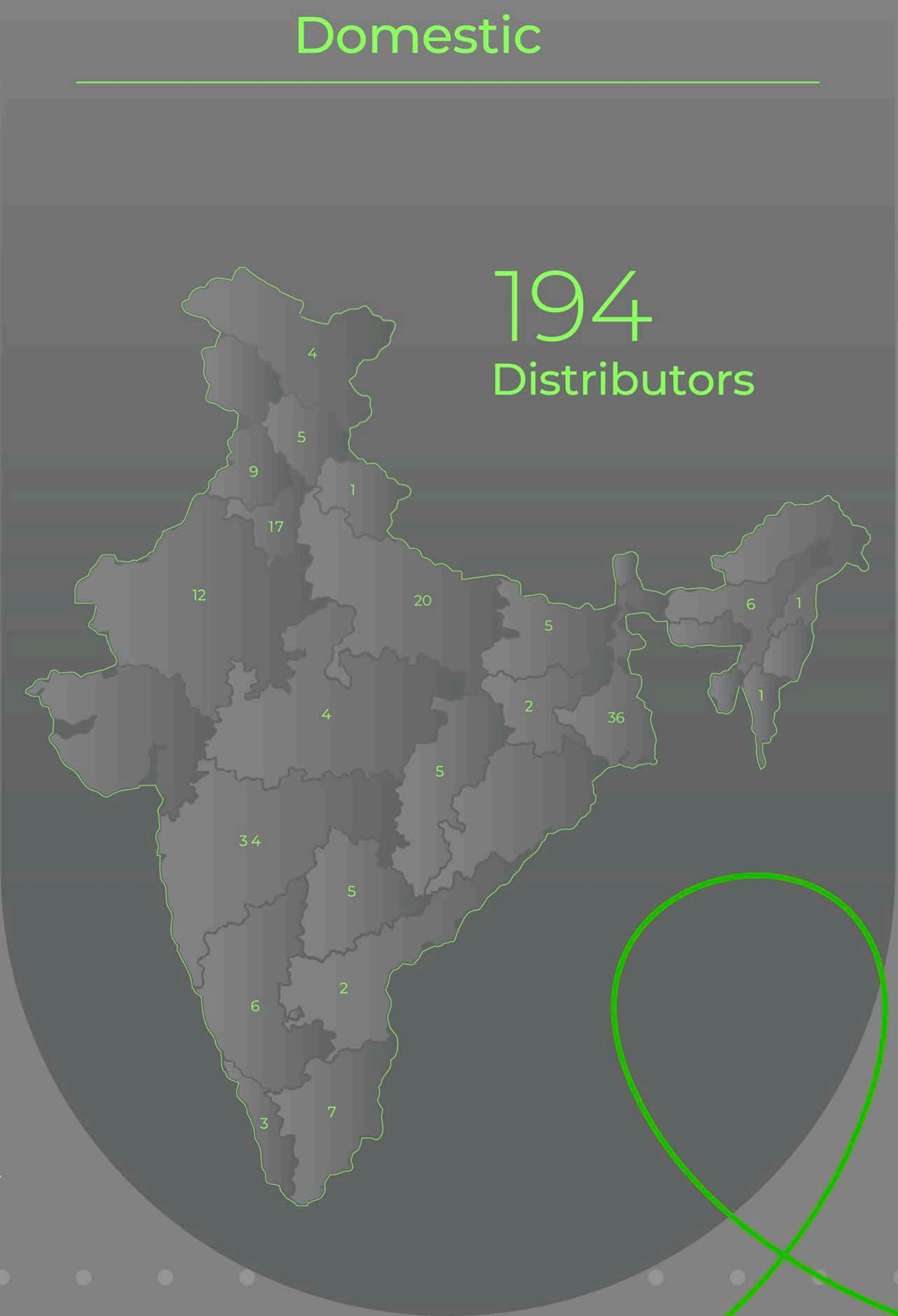
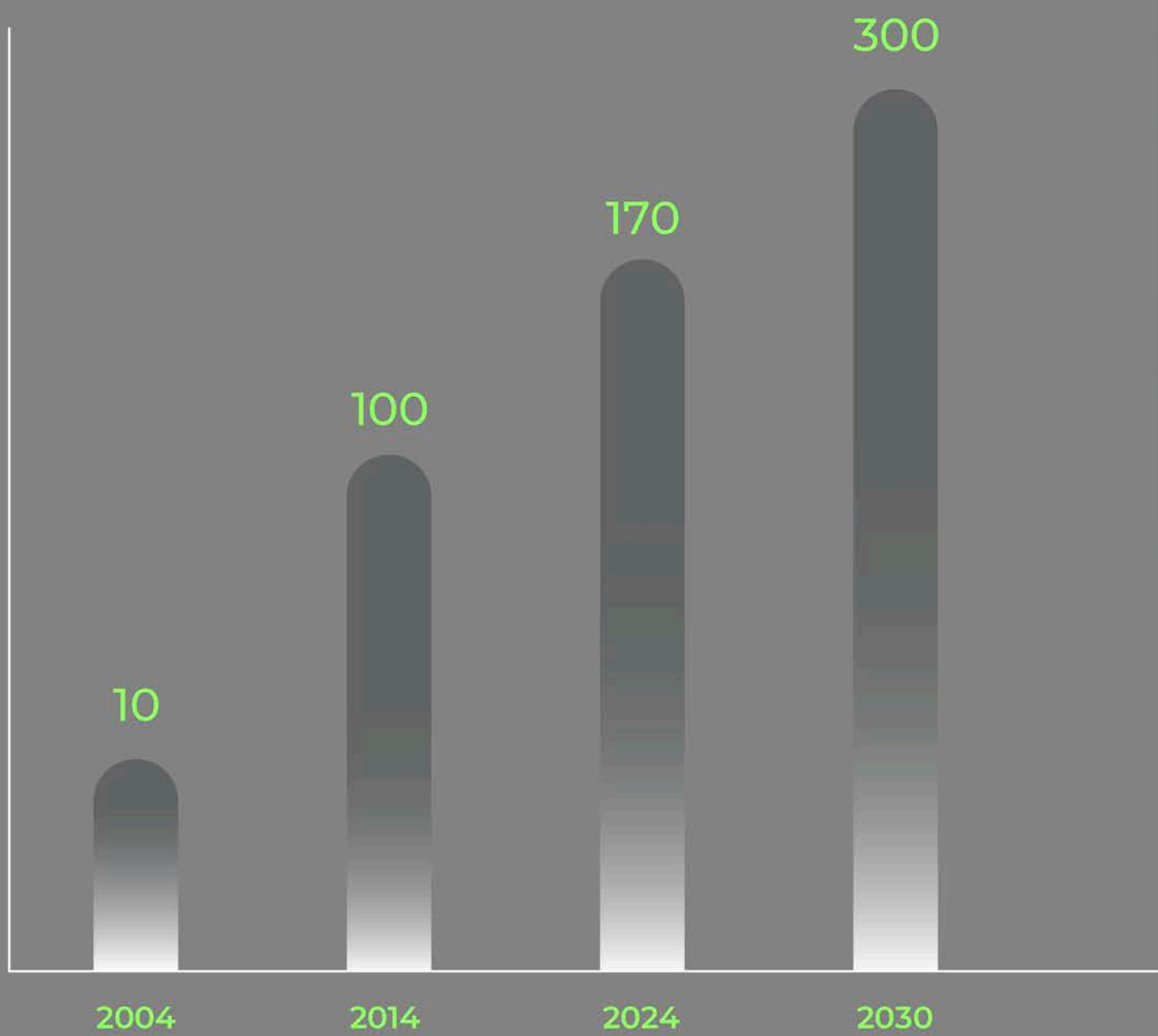
Offer competitive edge with exclusive content

6 _____

Expand marketing reach with character-driven campaigns

Strengthen distribution network

Distributors Trend

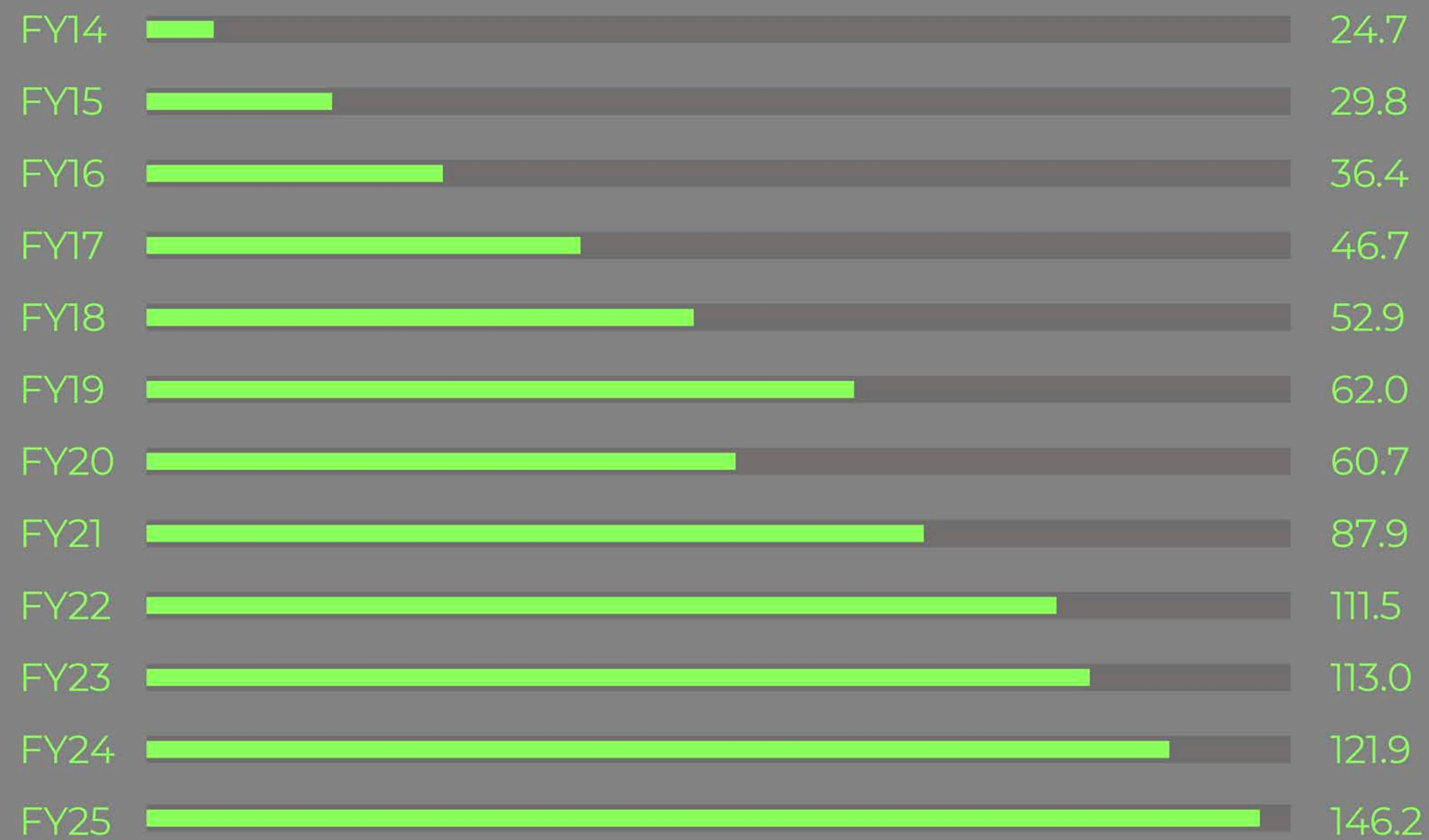


Financial growth in-line with business growth

Consumer
Sales of
Rs. 250+ crores

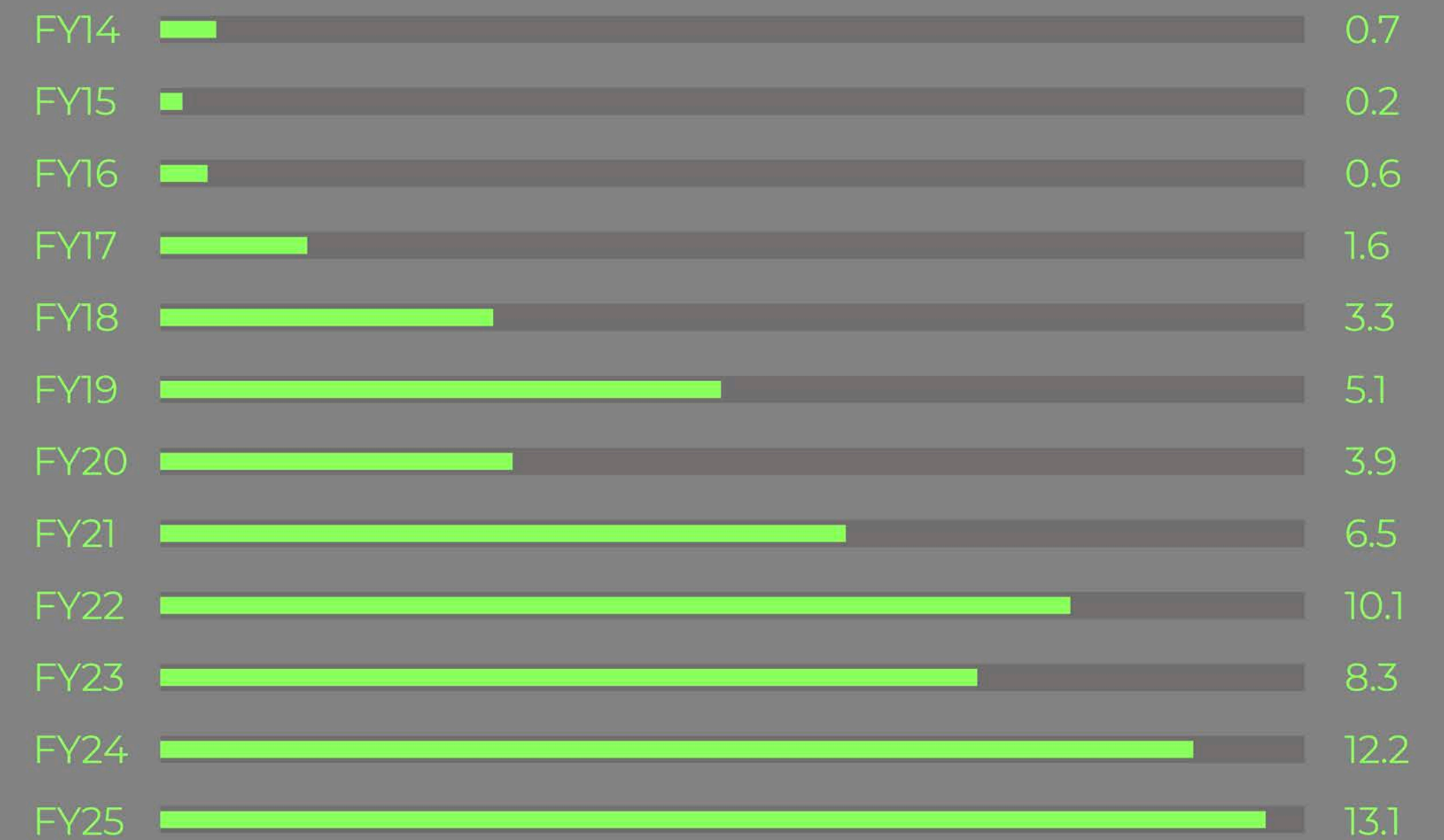
Revenue from Operations (Rs. in Crores)

CAGR 18%



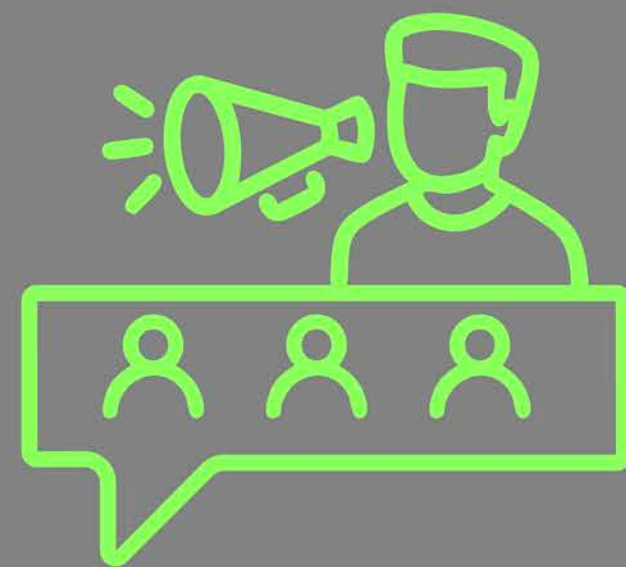
Profit After Tax (Rs. in Crores)

CAGR 30%

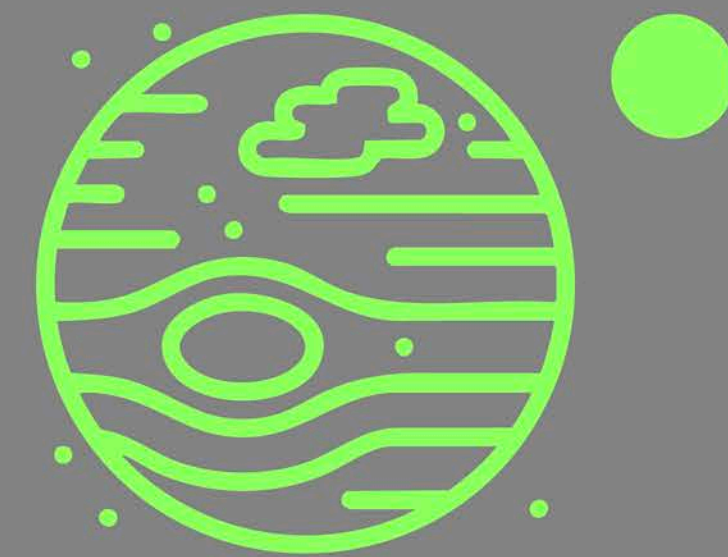


2025 & Beyond

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

EBO Expansion Plan



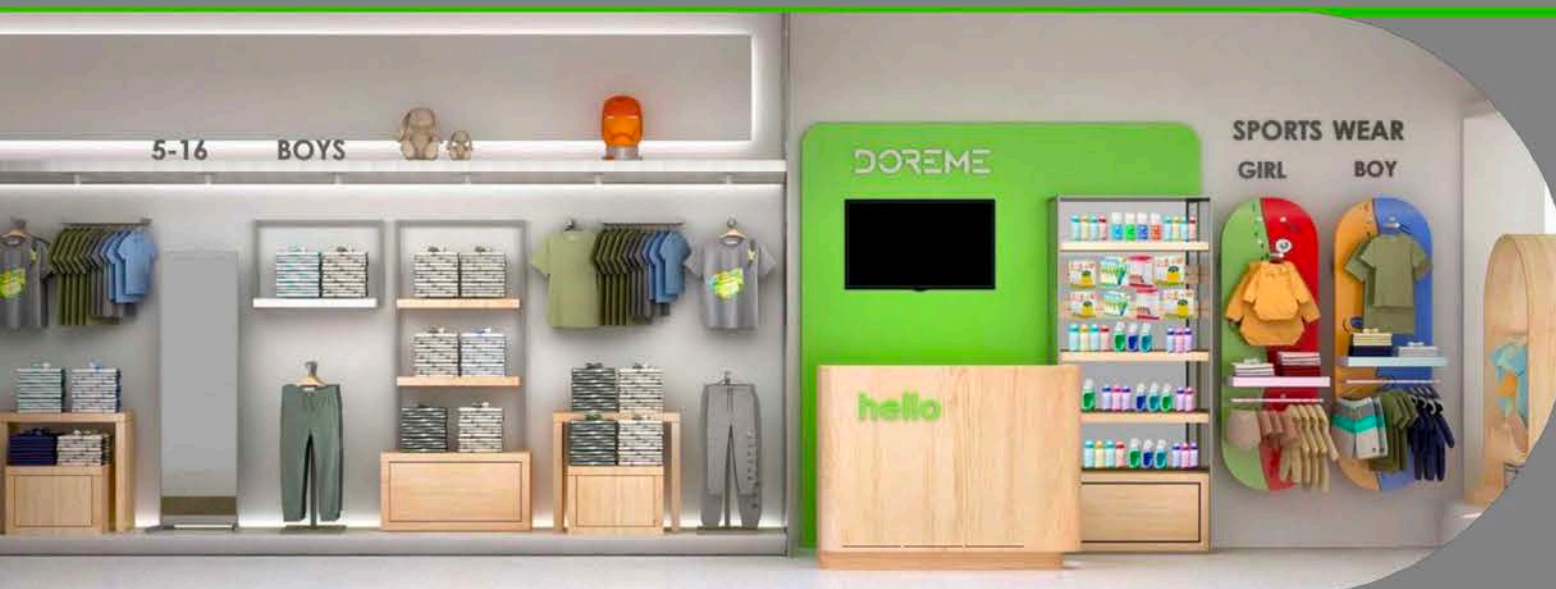
Started with 500 sq. ft. store size, moving towards 750 sq. ft. To progressively increase store size to 1,000 sq. ft.

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

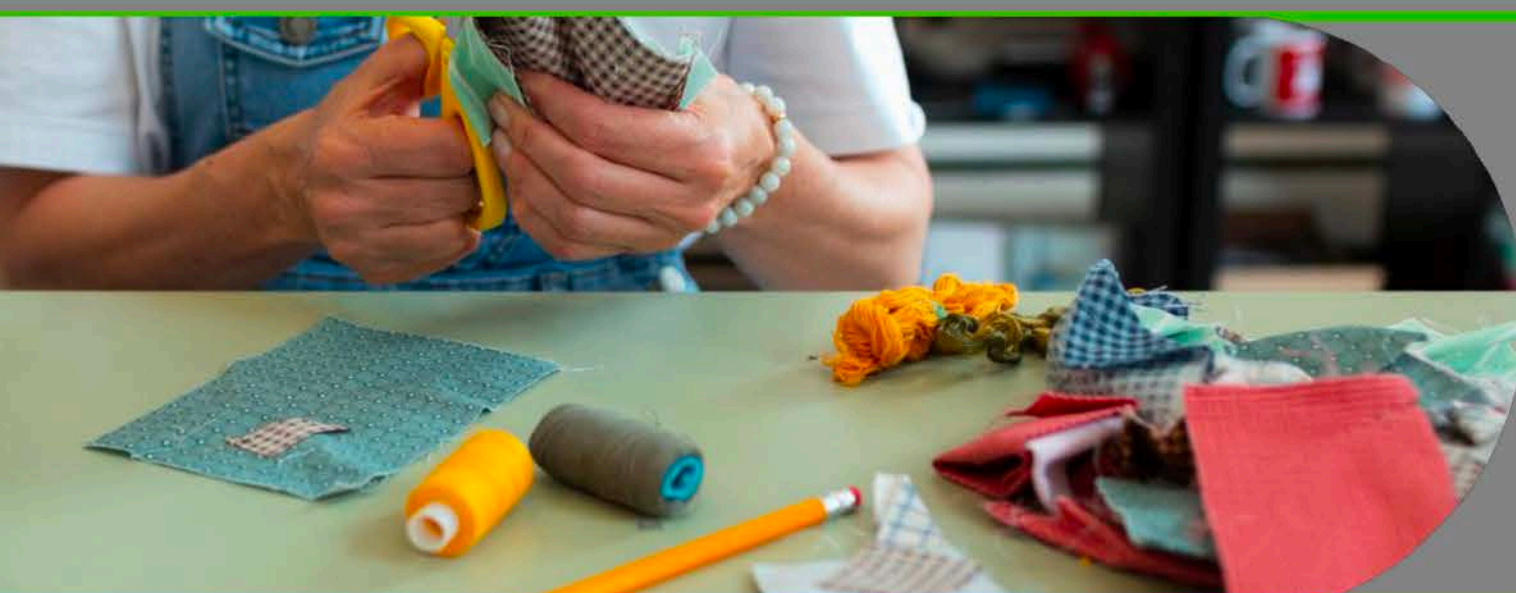
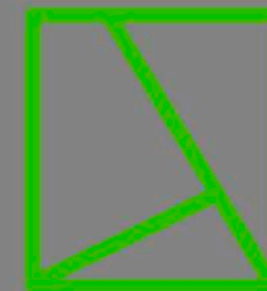
EBO store design



Standardised
store design



Better layout
identification



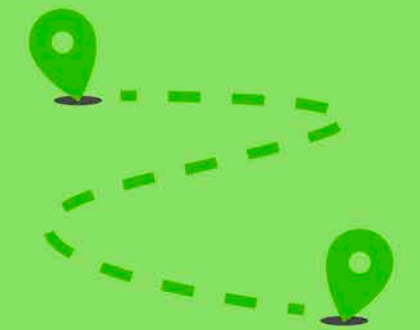
Improvements
based on
market feedback



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 FY26.

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

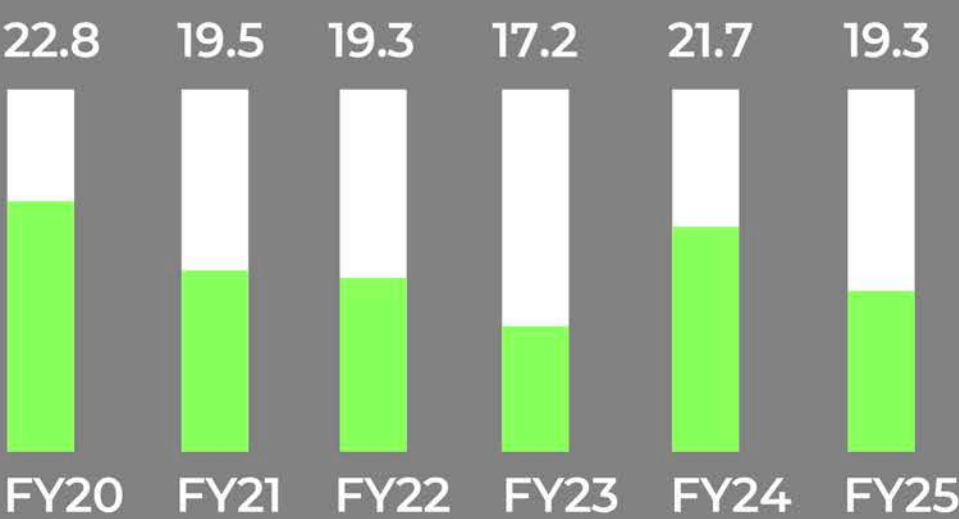


Q1 FY 26 P&L statement highlights (consolidated)

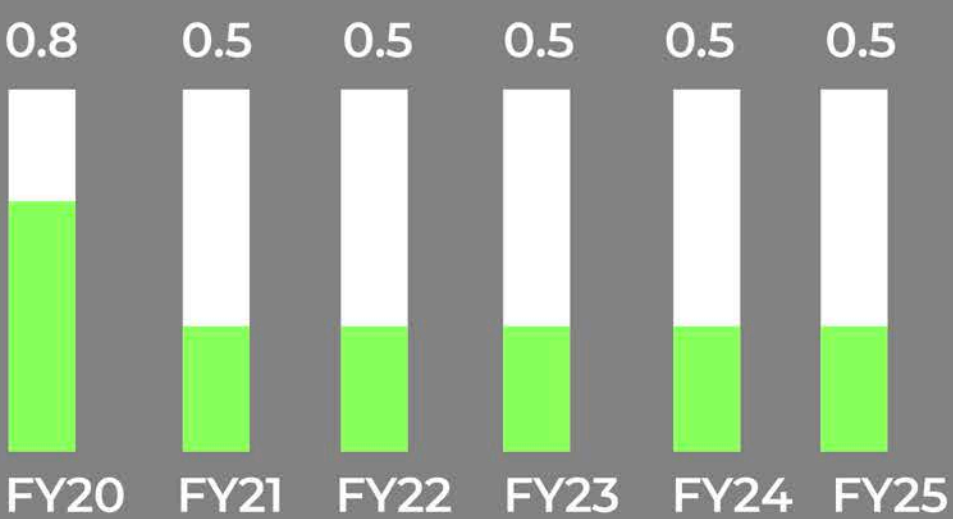
Particulars (in ₹ Mn)	Q1 FY 26	Q1 FY 25	YoY (%)	Q4 FY 25	QoQ	FY 25
Revenue from Operations	374.0	314.3		402.0		1462.7
Other Income	0.3	0.4		1.2		3.1
Total Income	374.3	314.7	18.9%	403.3	-7.2%	1465.8
Expenses						
COGS	214.2	160.4	33.5%	208.4	2.8%	766.4
Gross Profit	160.1	154.3	3.8%	194.9	-17.9%	699.4
Gross Profit Margin (%)	42.8%	49.1%		48.5%		47.8%
Employee Benefits Expense	51.8	57.1	-9.3%	59.8	-13.4%	244.0
Other Expense	55.4	37.5	47.7%	52.8	4.9%	172.3
EBITDA	52.9	59.7	-11.4%	82.3	-35.7%	283.1
EBITDA Margin (%)	14.1%	19.0%		20.5%		19.4%
Depreciation	10.8	17.1	-36.8%	10.1	6.9%	63.0
EBIT	42.1	42.6	-1.2%	72.2	-41.7%	220.1
Financial Costs	5.8	9.8	-40.8%	10.9	-46.8%	42.0
Exceptional Items						
PBT	36.3	32.8	10.7%	61.3	-40.8%	178.1
Tax	10.0	8.6		16.4		46.9
PAT	26.3	24.2	8.7%	44.9	-41.4%	131.2
PAT Margin (%)	7.0%	7.7%		11.1%		9.0%
EPS	0.14	0.15		0.27		0.80

Ratio analysis

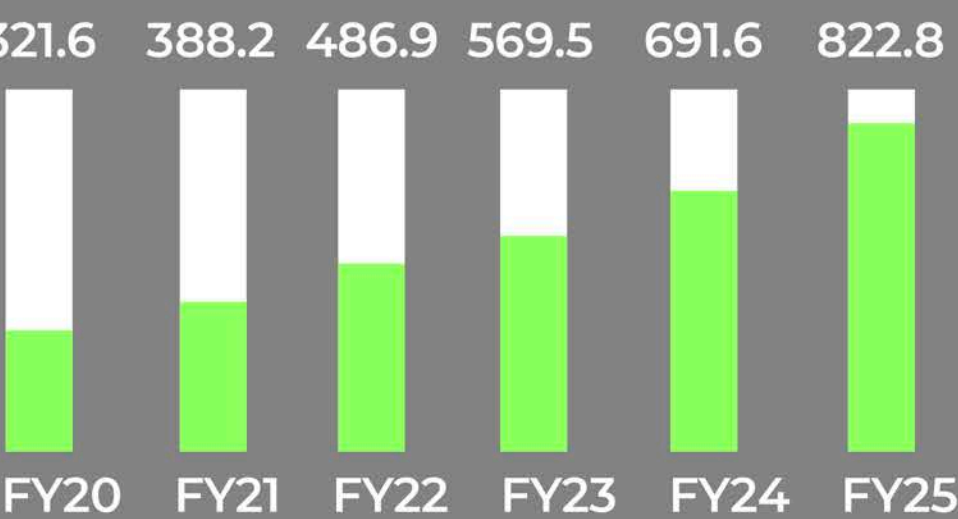
EBITDA Margin (in %)



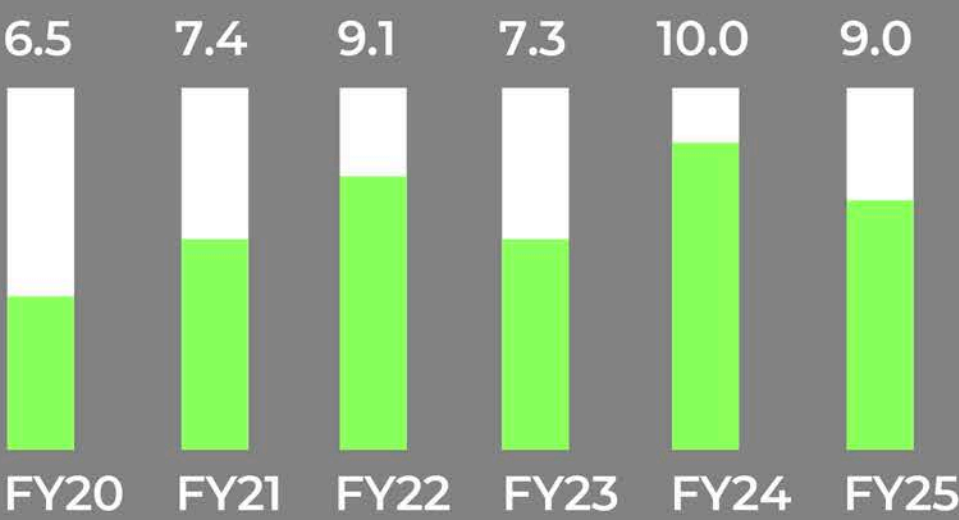
Debt-to-Equity (in X)



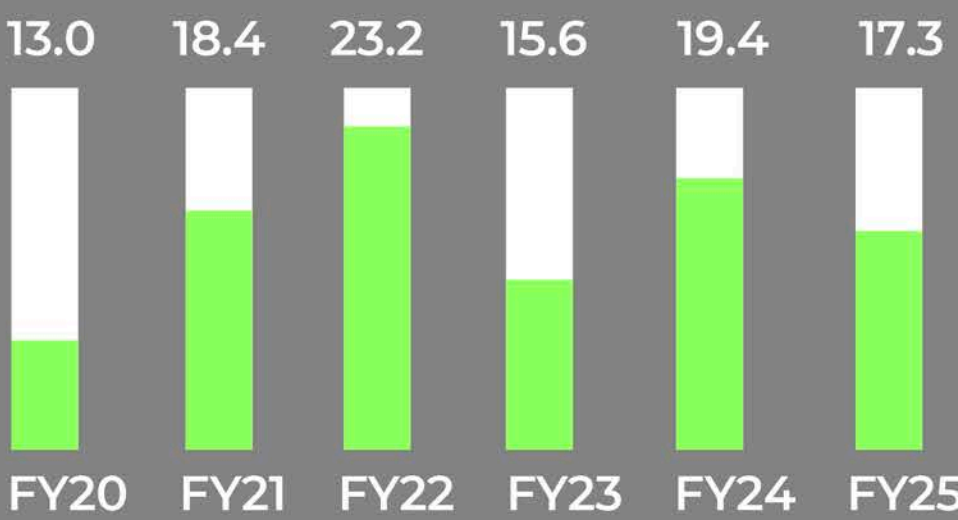
Networth (Rs.in Mn)



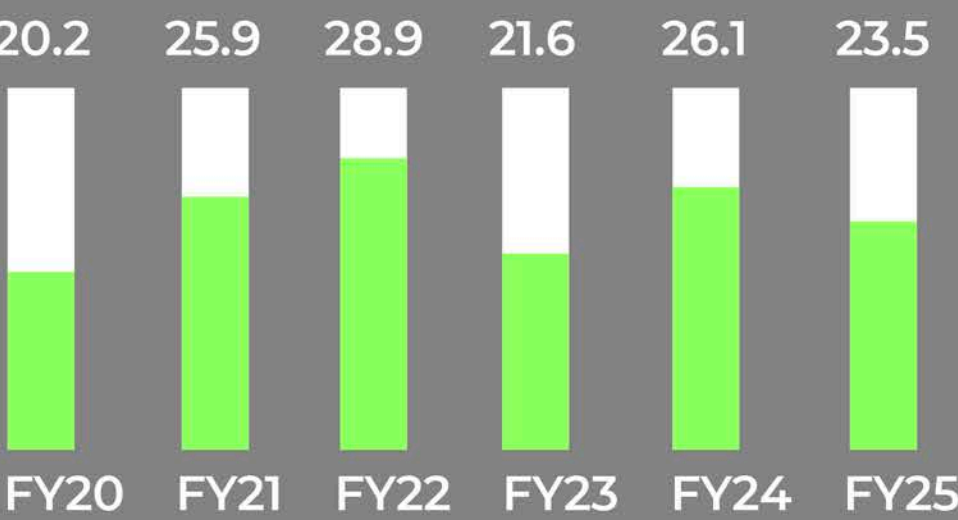
Net Profit Margin (in %)



Return on Equity (%)



Return on Capital Employed (in %)



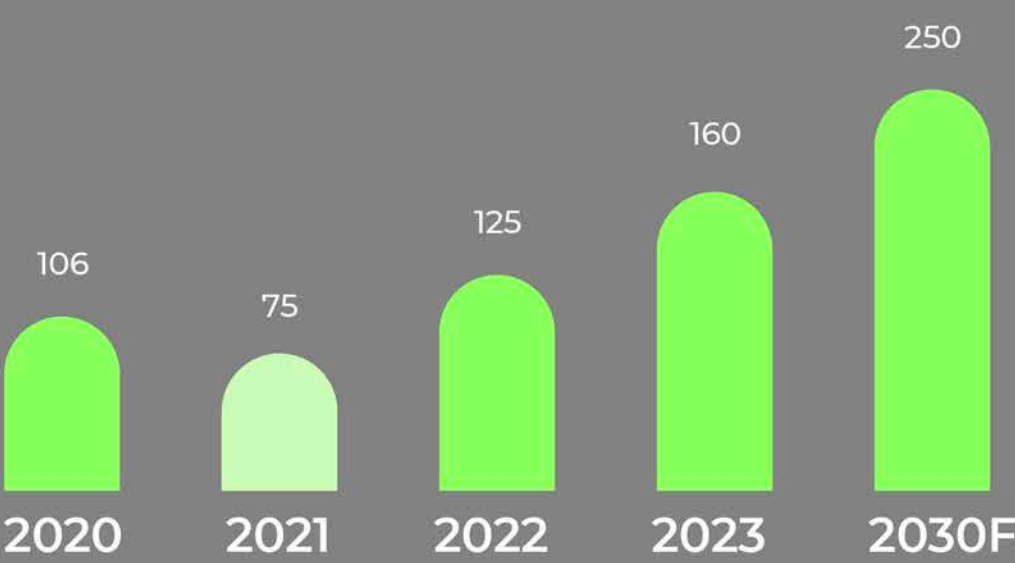
Annexures



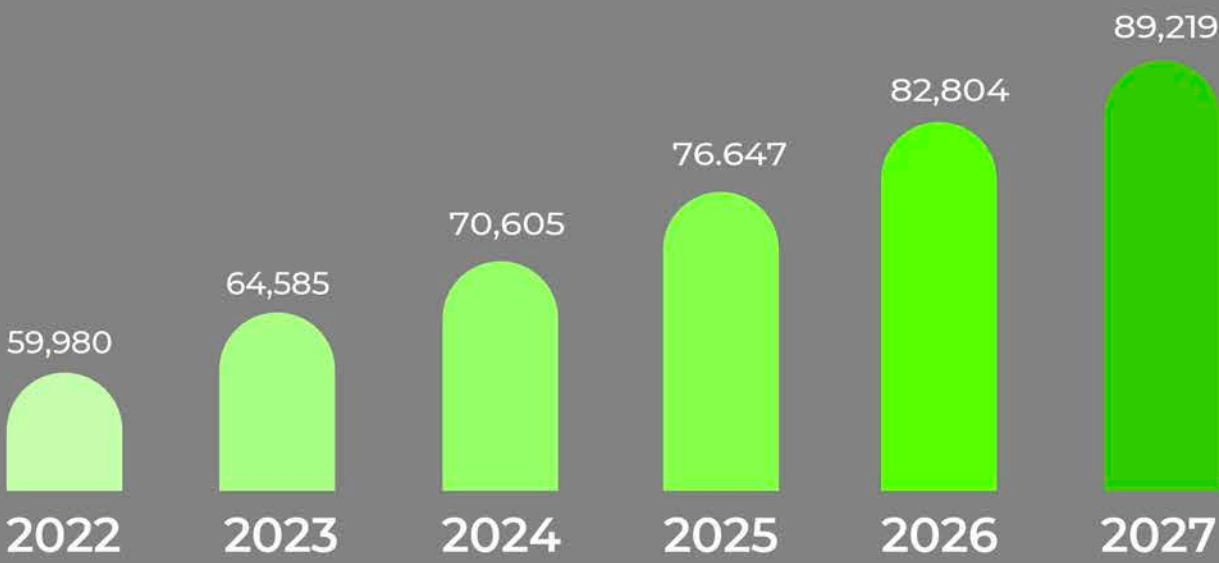
Garment Industry—Opportunities Ahead

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

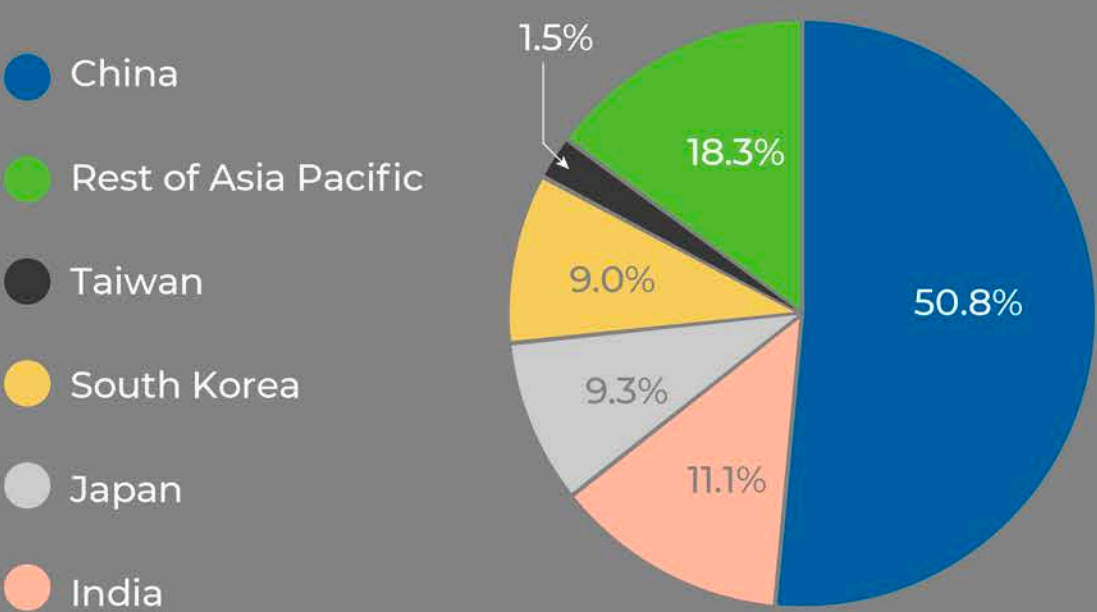
Domestic Textile & Apparel Market (\$ Billion)



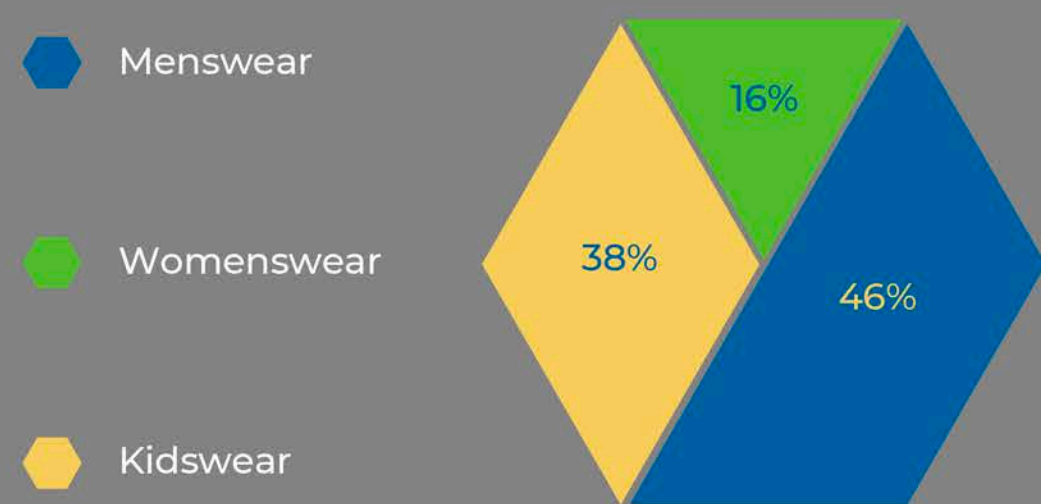
Indian Apparel Retail Industry Forecast (\$ Million)



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%



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For further details please contact

+91-81000 74062

www.irisclothings.in

IRIS
CLOTHINGS
LIMITED



REGISTERED OFFICE

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

CIN: L18109WB2011PLC166895