DOREME

IRIS CLOTHINGS LIMITED

INVESTOR PRESENTATION



DOREME

Well established brand with PAN India presence

1 Brand

Online Presense

220 Distributors

Present in 26 States

36,000 Piece Installed Capacity/Day

13 Units
Manufacturing (10)
Dispatch (2)
Corporate Office (1)

1,954 Employees

7 EBOs in East India

Vision 2030

Biggest
Kidswear Brand

300
Distributors

300+
Established Brand Outlets

20,000+
Retail Touchpoints in India

3M+
Direct consumers

DOREME

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
almost

Rs. 300

crores



Manufacturing facilities expanded to

13 Units

Manufacturing (10)
Dispatch (2)
Corporate Office (1)

Manufacturing excellence has been one of our biggest strengths

Total Installed Capacity
36,000 Pieces/Day

Area of Installed Capacity
1,45,000 sq. ft.

Foreshore Road, Howrah

Corporate Office with 6 units for stitching, Embroidery, and finishing, fully automated machines from Japan and from other renowned indigenous brand.

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

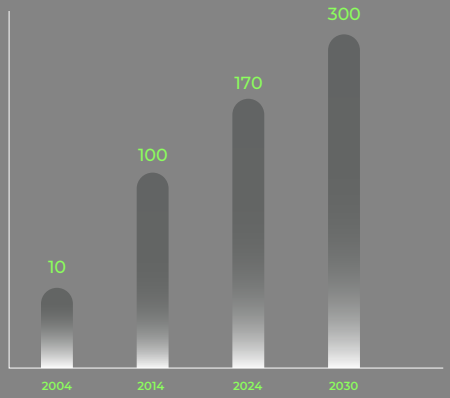
Premium Pricing Capability:
Exclusive nature of the licensing agreement allows customers to pay premium price for products contributing to higher profit margins.

Disney Licence Helps to:

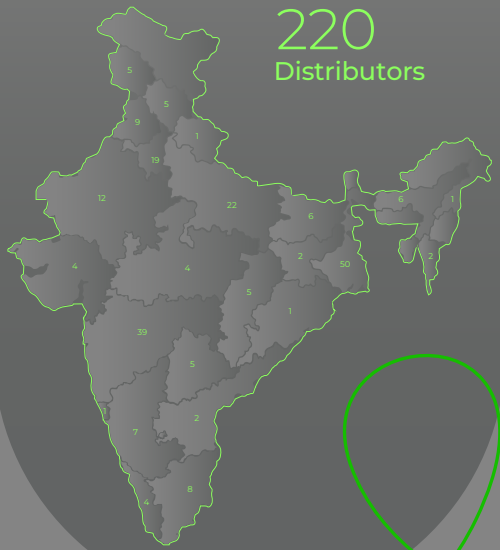
1. Diversify product line with various Disney franchises
2. Increase sales through popular character demand
3. Enhance reputation via Disney's trusted brands
4. Boost brand recognition with Disney's global appeal
5. Offer competitive edge with exclusive content
6. Expand marketing reach with character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

Strengthen distribution network

Distributors Trend



Domestic

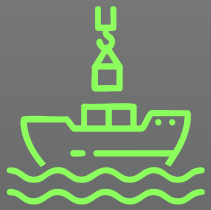


220
Distributors

Export

- Portugal
- Nepal
- Mozambique
- Saudi Arabia
- Africa
- UAE
- Middle East
- Philippines
- Sri Lanka

9
Countries



Exports under DOREME Brand

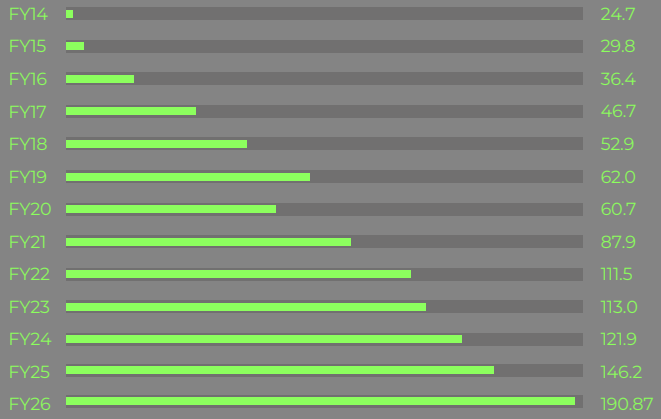
Spreading Brand Awareness

Financial growth in-line with business growth

Consumer Sales of almost Rs. 300 crores

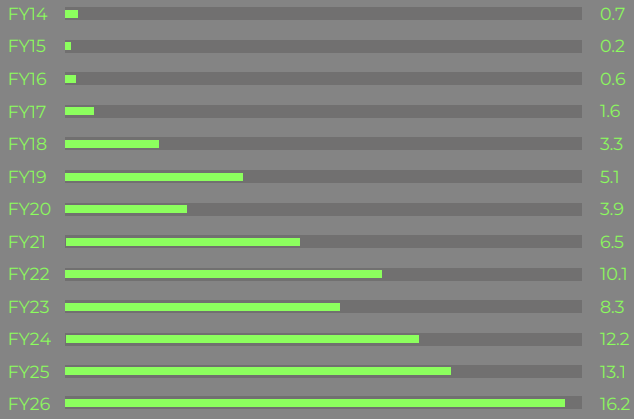
Revenue from Operations (Rs. In Crores)

CAGR 19%



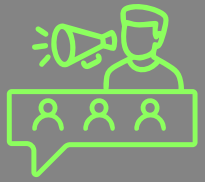
Profit After Tax (Rs. In Crores)

CAGR 30%



2025 & Beyond

VISION 2030



20,000+
Retail Touchpoints in India



Biggest
Kidswear Brand

DOREME D2C 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.

online retail business model

Online **D2C Strategy**



Build a strong brand-owned website with seamless UI, data-driven personalization, influencer-led marketing, and retention via loyalty programs to maximize margins and customer lifetime value.

Marketplace Strategy



Leverage marketplaces for reach, optimized listings, high reviews, sponsored ads, and exclusive SKUs to scale visibility, credibility, and consistent revenue flow.

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

- Travel Wear & Cord sets
- 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



Q2 and Half Yearly ended FY 27 P& L Statement Highlights

Particulars (Rs. Lakhs)	Q2FY27	Q2FY26	YoY(%)	H1FY27	H1FY26	YoY(%)
Revenue from Operations	**6216.3**	**4432.4**	**40.2%**	**10940.1**	**8172.3**	**33.9%**
Other income	5.9	1.7		10.5	4.4	
Total Income	**6222.2**	**4434.1**	**40.3%**	**10950.6**	**8176.7**	**33.9%**
COGS	3692.2	2744.6		6313.6	4885.8	
Gross Profit	**2530.0**	**1689.5**		**4637.0**	**3290.9**	
Gross Profit Margin (%)	**40.7%**	**38.1%**		**42.3%**	**40.2%**	
Employee Benefit Expense	904.8	584.8		1596.5	1103.2	
Other Expense	677.9	399.7		1283.8	953.4	
EBITDA	**947.3**	**705.0**	**34.4%**	**1756.7**	**1234.3**	**42.3%**
EBITDA Margin (%)	**15.2%**	**15.9%**		**16.0%**	**15.1%**	
Depreciation	186.1	110.3		369.6	218.5	
EBIT	761.2	594.7		1387.1	1015.8	
Financial Costs	96.0	49.2		183.6	107.1	
Exceptional Items	0.0	0.0		0.0	0.0	
PBT	665.2	545.5		1203.5	908.7	
Tax	157.4	133.7		294.4	233.9	
PAT	**507.8**	**411.8**	**23.3%**	**909.0**	**674.8**	**34.7%**
PAT Margin (%)	**8.2%**	**9.3%**		**8.3%**	**8.3%**	

Statement of Assets and Liabilities (Rs Lakhs)

Particulars	As at 30.09.2026 Unaudited	As at 31.03.2026 Audited
ASSETS :		
Total Non-current Assets	**10,002.93**	**4,459.69**
Current Assets		
Inventories	9,496.08	7,601.24
Trade receivables	6,111.43	7,231.82
Cash & cash equivalents	27.87	17.76
Bank balances Other than Cash and Cash Equivalents	92.22	89.58
Loans	12.67	11.07
Other Current Assets	1,302.97	1,002.00
Total Current Assets	**17,043.23**	**15,953.47**
TOTAL ASSETS	**27,046.15**	**20,413.16**

Particulars	As at 30.09.2026 Unaudited	As at 31.03.2026 Audited
EQUITY AND LIABILITIES:		
Equity	**18,306.98**	**14,175.92**
Non-current Liabilities :		
Lease Liabilities	**1,096.79**	**1,204.42**
Current Liabilities		
Borrowings	4,211.98	2,006.14
Lease Liabilities	221.47	220.75
Trade Payables	2,687.21	2,468.11
Other financial liabilities	16.65	0.98
Other current liabilities	427.40	298.14
Provisions	-	0.33
Current Tax Liabilities (net)	77.67	38.36
Total Current Liabilities	**7,642.38**	**5,032.81**
TOTAL EQUITY AND LIABILITIES	**27,046.15**	**20,413.16**

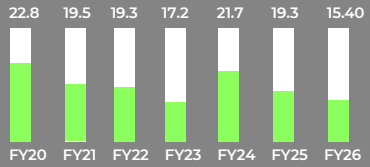
Statement of Cash Flow (Rs. In Lakhs)

Particulars	Year ended 30-09-2026 Unaudited	Year ended 30-09-2025 Unaudited
CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit before Tax and Extra-ordinary Items	**1,203.45**	908.72
Adjustments for:		
-Depreciation	369.64	218.49
-Finance Cost	183.60	107.11
-Interest Income	-3.53	-4.40
Operating Profit Before Working Capital Changes	**1,753.16**	**1,229.92**
Adjustments for:		
-Trade Payables	219.09	-366.44
-Other Current Liabilities	154.62	20.30
-Trade and other Receivables	1,216.68	-676.72
-Other Current Assets	-300.97	-887.61
-Inventories	-1,894.83	-511.90
-Other Non Current Assets (*)	-2,500.00	-
Cash Generated from Operations :	-1,352.26	-1,192.44
-Direct Taxes Paid	-260.69	-164.95
Net Cash generated from Operating Activities	**-1,612.96**	**-1,357.39**

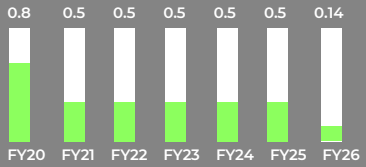
Particulars	Year ended 30-09-2026 Unaudited	Year ended 30-09-2025 Unaudited
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Property, Plant and Equipments (Net)	-293.15	-283.09
Term Deposit other than cash equivalents	-2.64	-2.82
Interest Received	3.53	4.40
	-292.26	**-281.51**
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from Right Issue	-	4,758.29
Issue expenses (right and Bonus)	-	-429.99
Proceeds from Short Term Borrowings	2,205.84	-2,550.26
Lease Rent Paid	-167.90	-94.11
Interest Paid	-122.61	-44.80
	1,915.33	**1,639.13**
Net Increase/(Decrease) in Cash and Cash Equivalents	**10.12**	**0.24**
Opening Cash and Cash Equivalents	17.75	7.60
Closing Cash and Cash Equivalents	27.87	7.84

Ratio analysis

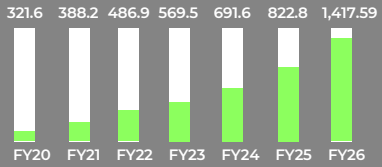
EBITDA Margin (in %)



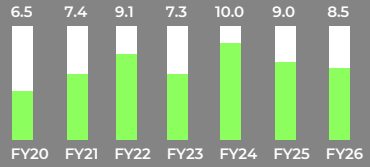
Debt-to-Equity (in X)



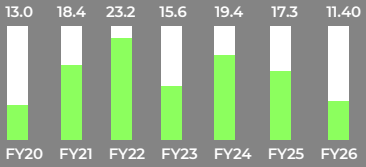
Networth (Rs. in Mn)



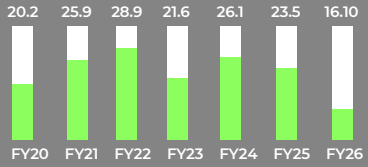
Net Profit Margin (in %)



Return on Equity (%)



Return on Capital Employed (in %)



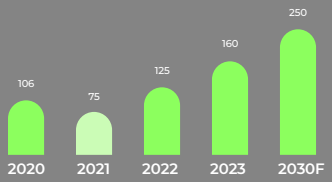
Annexures



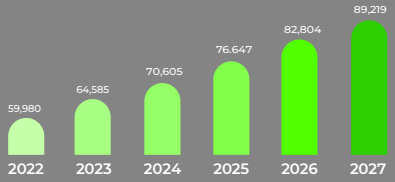
Garment Industry—Opportunities Ahead

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

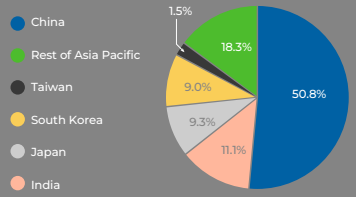
Domestic Textile & Apparel Market ($ Billion)



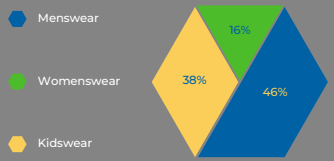
Indian Apparel Retail Industry Forecast ($ Million)



Indian Apparel Industry, Geography Segmentation



Indian Apparel Industry, Category Segmentation



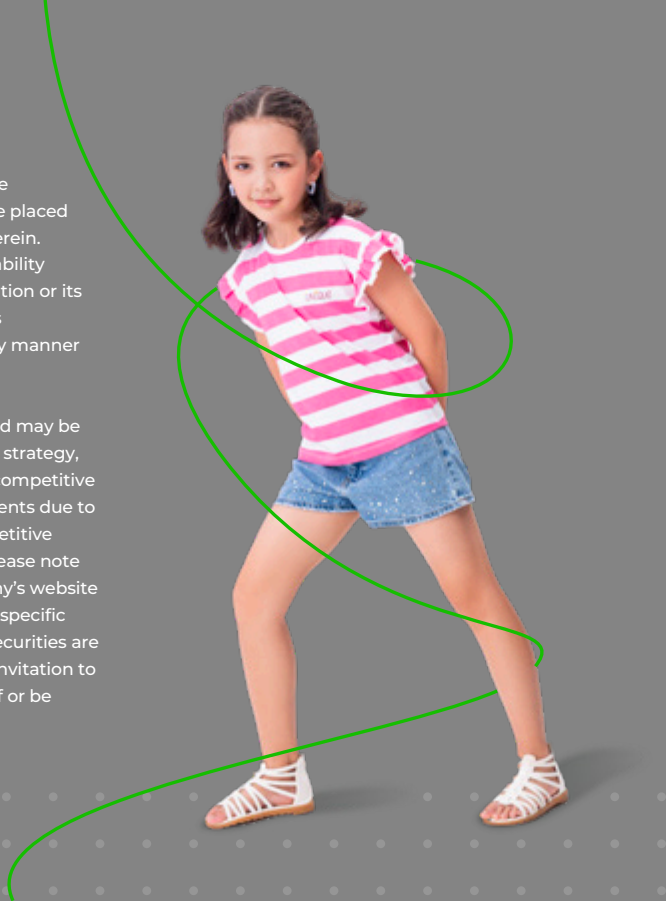
Benefit for IRIS Clothings

- 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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