ZICOM

Feel Safe

March 22, 2016

The Secretary / Corporate Relationship Dept.
The Bombay Stock Exchange Limited.
P.J. Towers,
Dalal Street, Fort,
Mumbai 400001.

Fax No. 22723121 / 22721278

Stock Code: 531404

The Manager
Listing Department,
National Stock Exchange of India Ltd.
'Exchange Plaza', C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai 400051.

Fax No. 26598237 / 26598238

Stock Code: ZICOM

Ref: ISIN INE 871B01014

Dear Sir / Madam,

Re: Disclosure of Material Event/Information under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Sub: Analyst / Investor Meetings

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that that the officials of the Company met the following people listed in the table below in group meetings at an Analyst Conference organised at Trident, BKC, Mumbai on Monday, March 21, 2016 by our Investor Relations Management company Valorem Advisors. The Presentation made during the meeting is also enclosed herewith. All discussions were based around general business updates and did not involve any forward looking statements or unpublished price sensitive information.

Sr. No.	Institution Name
1.	JNJ Holdings Pvt. Ltd.
2.	AUM Fund Advisors LLP
3.	Ajcon
4.	Youko Bonds Equities & Financial Services
5.	Asian Market Securities
6.	IIFL
7.	Visaria Securities P. Ltd.
8.	Unilazer Ventures
9.	Kr Choksey
10.	Veda Investment Managers Pvt. Ltd.
11.	Batlivala & Karani Securities India Pvt. Ltd.
12.	HoneyComb Wealth Advisors

ZICOM ELECTRONIC SECURITY SYSTEMS LTD.

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13.	PhillipCapital
14.	Blue Lotus Capital
15.	Astute Investment Management Pvt. Ltd.
16.	Anand Rathi
17.	Club Millionaire Financial Services Pvt. Ltd.
18.	IL&FS Investment Managers Ltd.
19.	Centrum Broking
20.	JM Financial Services Ltd.
21.	Param Capital
22.	LIC Nomura Mutual Fund AMC
23.	SKS Capital & Research
24.	IDBI Capital
25.	Majortrend Capital
26.	Zeus Capital Partners
27.	Whitestone Financial Advisors Pvt. Ltd.
28.	GBM Investents
29.	MentorCap
30.	Mehta Equities Ltd.
31.	ASK Investment Managers
32.	Shreya Financial Services
33.	Quant Capital
34.	Nirmal Bang Sec Pvt. Ltd.
35.	One-up Capital Ideas
36.	Incedo
37.	Ridge Capital Management LLP
38.	Whitestone Financial Advisors Pvt. Ltd.
39.	Envision Capital

This is for your information and records.

Thanking you,

Yours faithfully,
For **Zicom Electronic Security Systems Limited**

K. Trivedi

Kunjan Trivedi
Company Secretary

Encl: as above

Zicom Electronic Security Systems Ltd.
501, Silver Metropolis, Western Express Highway, Goregaon (E), Mumbai - 400 063.
Tel.: +91 22 4290 4290 | Fax.: +91 22 4290 4291 | www.zicom.com | Toll Free: 1-800-270-4567
CIN : L32109MH1994PLC083391

TO BE THE COMPANY
YOU **TRUST** THE MOST

TO **PROTECT** WHAT
YOU **VALUE** THE MOST

ZICOM

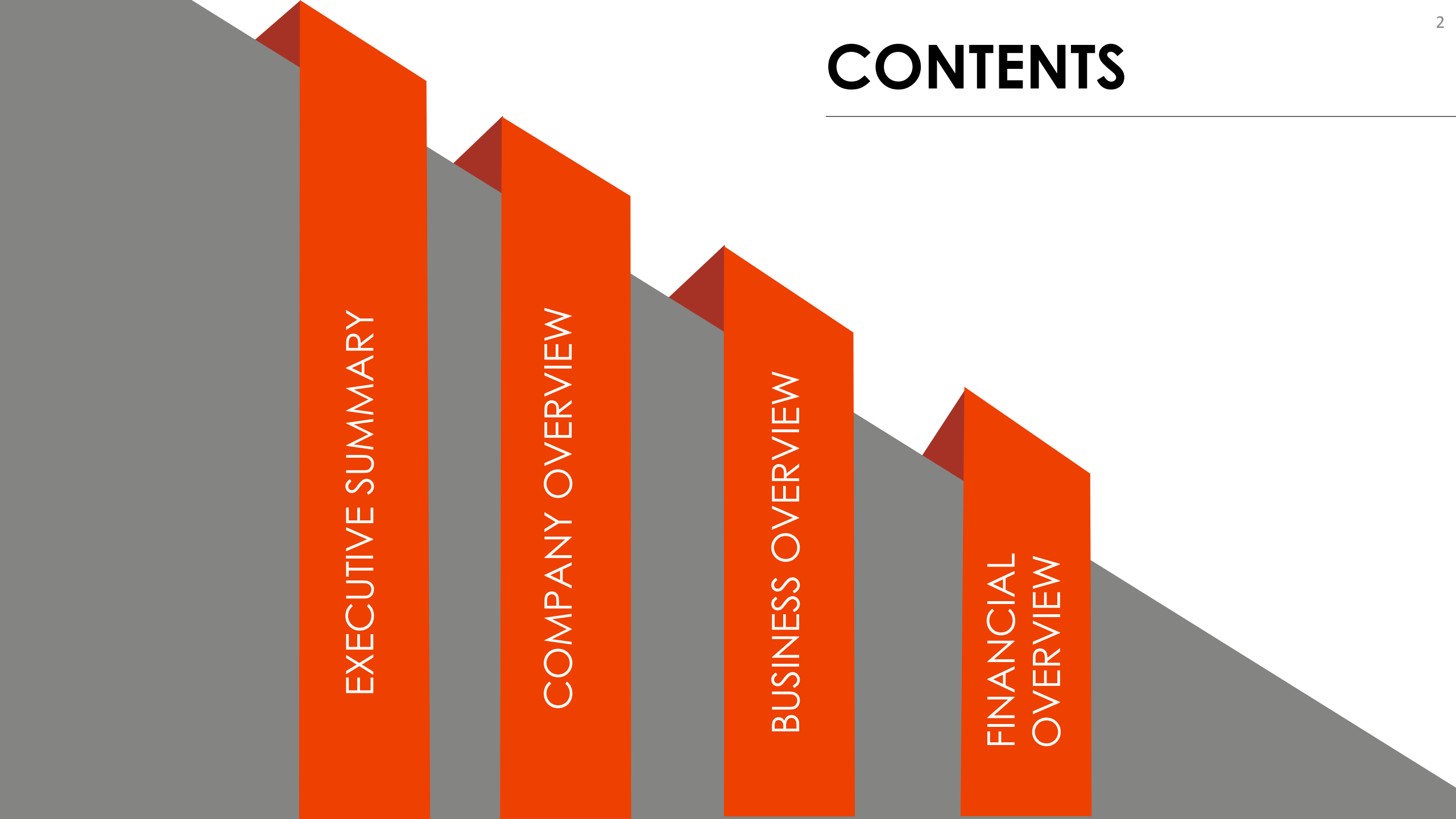
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ZICOM ELECTRONIC SECURITY SYSTEMS LTD.

INVESTOR PRESENTATION – March 2016

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EXECUTIVE SUMMARY
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW

EXECUTIVE SUMMARY

Overview

- Zicom Electronic Security Systems Ltd., as the name suggests is engaged in the business of Electronic Security Systems and Fire Protection.
- The company was incorporated in 1994 and was founded and promoted by Mr. Manohar Bidaye, Chairman and Mr. Pramoud Rao, MD.
- "Zicom" is today one of the most prominent brands and a synonym for Security products and services in India.
- Our vision statement is "To be the Company you Trust the most and To Protect what you Value the most".

Business

- We offer a diversified range of security solutions and services for both residential and commercial requirements, such as, Intrusion & Burglar Alarm, Access Control, Fire Detection, CCTV Surveillance, Electronic Surveillance, Remote Surveillance, Integrated Building Management, Car Park Management, Smart Card Solutions and recently biometric products.
- Since incorporation we have expanded our reach to 5 countries, 1,023 cities, and over a million happy customers.

Financial

Total Income FY15	EBITDA FY15	Net Profit FY15
INR 11,129 Mn 2 year CAGR of 27%	1NR 1,447 Mn 2 year CAGR of 31%	INR 506 Mn 2 year CAGR of 29%

COMPANY OVERVIEW

In 1994
PIONEERED
Electronic Security





Over
1 MILLION
Customers/Channel Partners

Operations spread across India and Middle East

ZICOM
Feel Safe

Most Admired Brand.



Present in Over
1,000 CITIES



FIRST
Electronic Security Company listed on BSE & NSE

MANAGEMENT



Manohar Bidaye
Chairman & Co-Founder

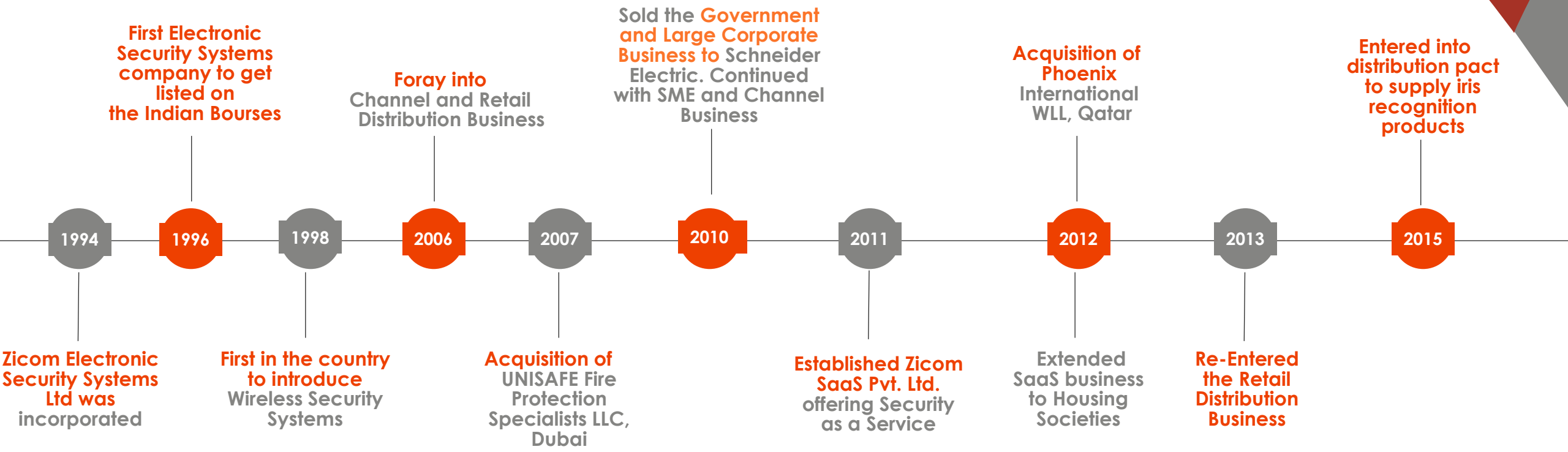
- Masters in Commerce from the University of Mumbai. Apart from completing his professional curriculum in Company Secretary, he also has a degree in Law.
- Co-founded Zicom in 1994 after establishing himself as a successful consultant in Corporate Law and Finance. He steers the organisation in its strategic vision to be one of the most admired organisations. He also oversees Zicom's forays into allied fields.
- Proud recipient of the prestigious Yashashree 2008 Award given by The Maharashtra Times, in recognition and honour of his achievements across various industry segments.
- Also bestowed with the 'Marathi Bhushan Udyog Award 2012' by Marathi Vyapari Mitra Mandal.



Pramoud Rao
Promoter-Managing Director

- A science graduate with over 24 years of business experience Responsible for strategic planning, local and international partnerships, acquisitions, marketing and sales, technical and branding functions of Zicom.
- Aims to make security solutions technology-driven and affordable, so that every home and every office in India 'Feel Safe'
- Rao has been a trendsetter in well exhibiting the launch of his innovative concept called "e-SaaS" (Electronic Security as a Service) and distinguishing the company as a Quality Differentiator in the industry.
- Recipient of many national and international honours. Ex-President of Fire and Security Association of India.

KEY MILESTONES



The Group has a successful track record of pioneering various concepts in the security business and has emerged as a global security player through organic and inorganic growth.

LEGAL STRUCTURE
OF ZICOM GROUP

PROMOTER GROUP

ZICOM

ZICOM SaaS
SECURITY AS A SERVICE
(100 % Subsidiary)

Unisafe Singapore (Hold Co.)
(100 % Subsidiary)

UNISAFE
FIRE PROTECTION SPECIALISTS
(95% Economic Interest)

Phoenix International WLL
Integrated Fire Protection & Security Solutions
(95% Economic Interest)

(BOTH BUSINESSES IN TAX FREE COUNTRIES)

Feel Safe

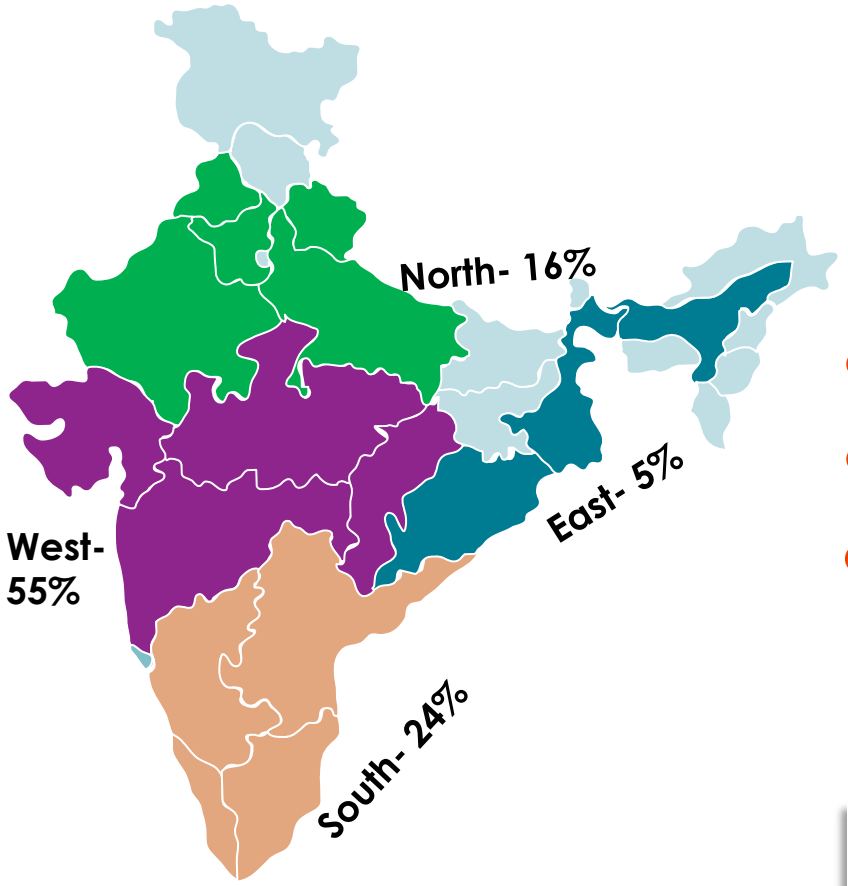


INDIA BUSINESS

PRODUCT SOLUTIONS OVERVIEW

Introduction	**Started product solutions business in 2006**
Product Range	**CCTV Surveillance, Access Control, Fire Alarm Solutions, Biometric Systems**
Strong brand recall	**The brand "Zicom" has emerged as a synonym to security products and services in India**
Distribution Network	**Robust Distribution Network with over 2,000 Channel Partners and presence in over 1,000 retail stores**
Product Development	**Consumer centric product solution development team**

SALES & MARKETING



DISTRIBUTION

- CHANNEL DISTRIBUTION
  - IT SEGMENT
  - SYSTEM INTEGRATORS
  - AL ESTATE DEVELOPERS
- RETAIL DISTRIBUTION –RECENT FORAY
  - ELECTRONIC RETAIL SHOPS
  - ELECTRICAL RETAIL SHOPS
  - HOME DÉCOR STORES
  - LARGE FORMAT RETAIL
  - ECOMMERCE PORTALS

	Tier 1	Tier 2	Tier 3	Grand Total
West	420	166	539	1,125
North	55	229	41	325
South	269	110	114	493
East	85	19	19	123
Grand Total	**829**	**524**	**713**	**2,066**

PRODUCT RANGE

Dome, IR & Box range of CCTV Cameras


Dome


IR Dome


IR Bullet


Box

IP Range of CCTV Cameras


IP Mini Dome


IP Box


IP IR Bullet


IP PTZ


IP IR PTZ

ACCESS CONTROL SYSTEM & FINGER PRINT LOCKS


Biometric Access Control System


Proximity Access Control System





In-touch range

Qube



Quanta



Xenia



Video Recorders

4 Channel DVR



8 Channel DVR



16 Channel DVR



4 & 8 Channel DVR



VIDEO DOOR PHONES


3.5" colour with touchpad


4" colour with handset


7" colour with auto recording

NEW PRODUCT LAUNCH

Without Alignment Aid



With Alignment Aid (Goggle)



Iris Biometric Systems

Zicom has entered into a distribution agreement with Biometronic India for products, accessories and software based on the iris recognition technology of IriTECH USA.

Zicom has successfully executed a pilot order for 6,100 devices for Public Distribution System of the Andhra Pradesh government and also received a letter of intent for 16,800 additional devices.

Our partner in India, Biometronic Technology Pvt Ltd is one of India's upcoming manufacturing and marketing organization in the field of iris biometrics. They have played a key role as a security enabler and facilitator across myriad sectors.

ZICOM

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ZICOMCARE

PROVIDING SECURITY AS A SERVICE THROUGH THE INTERNET OF THINGS BUSINESS



ZIMAN

OVERVIEW

Corporate Identity	**100 % subsidiary of Zicom**
Remote Security	**Remote managed Electronic Security services supported by Zicom Command Centre**
Service Network	**Service Network spread across over 1,100 cities in India**
Enterprise	**Electronic security services to Retail Chains and BFSI.** **18,000 Enterprise Accounts Subscribed to our services.**
Make Your City Safe	**Electronic Security Services to Residential Societies.** **3,500+ Housing societies Subscribed to our services.**

ZICOMCARE

THEBRAND

Zicom is committed to providing safety to customers by consistently developing and delivering new technology with innovative products and one-stop solutions.

This logo is a graphical representation of the Shield. Here the human is inside the Shield; depicting safety from any eventuality. The Human inside is shown in a state of celebration because of the Peace of Mind allowed by the ZICOM CARE services.

THELOGO

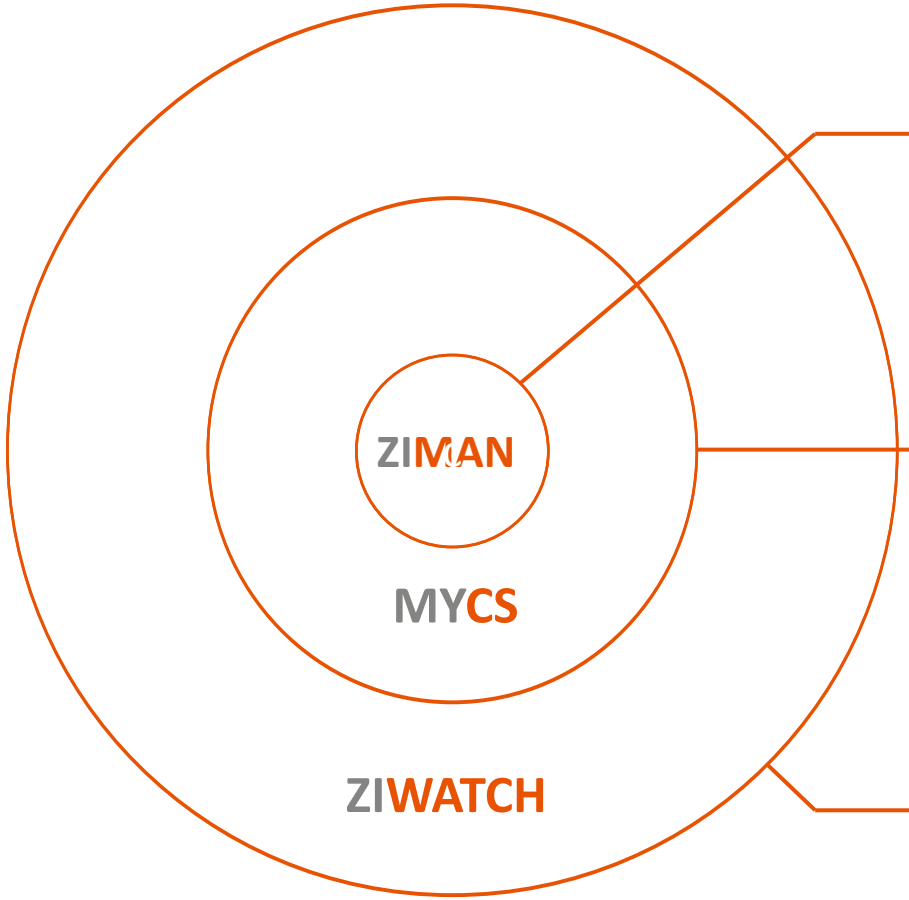
ZICOMCARE BRAND WORLD



THE ARCHITECTURE

Feel Safe

3 fundamental levels of **CARE**



Personal

Self, Relationships, Family, Friends, Loved Ones and **People** you **Care** for.

Environmental

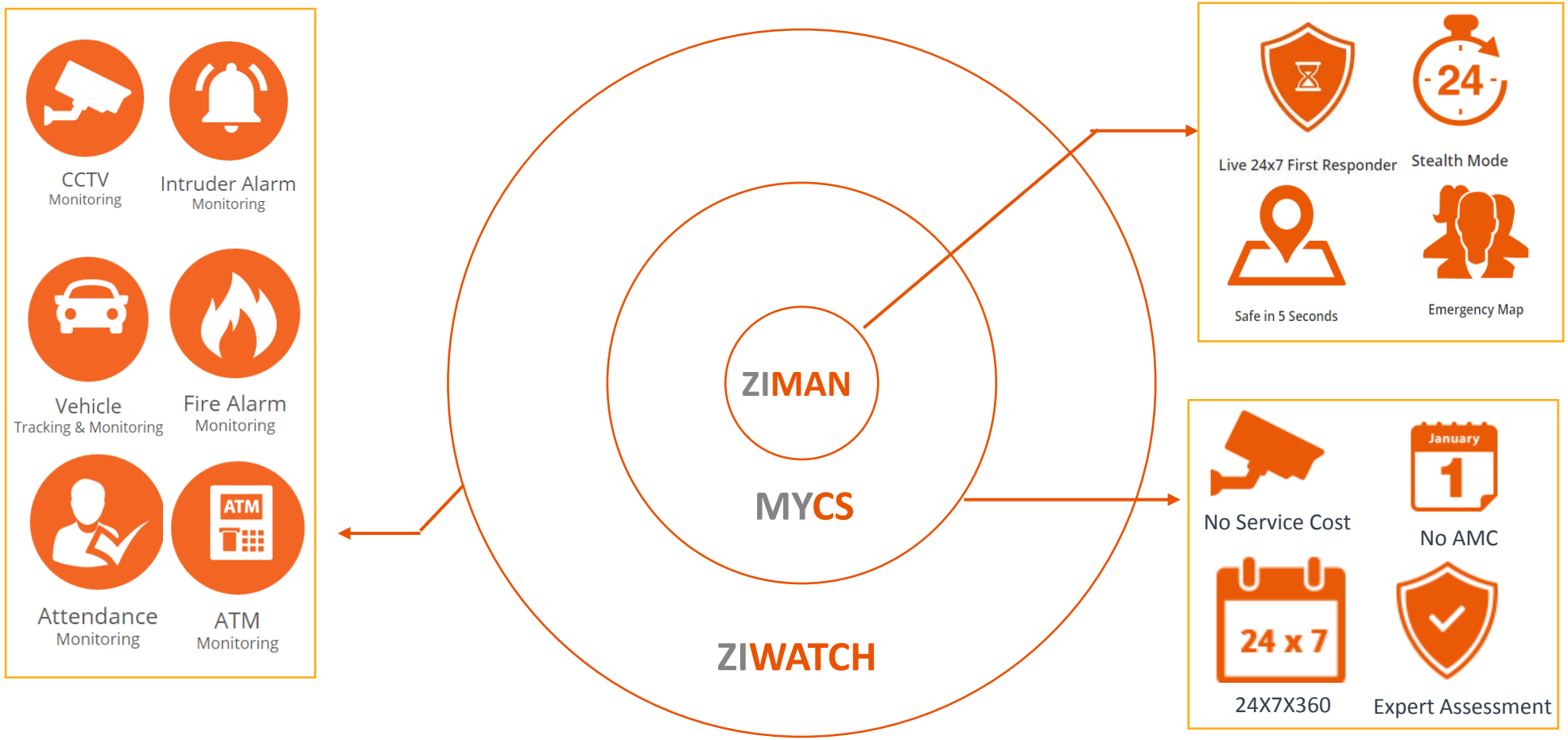
Home, Building, Society, Neighborhood, Streets and **Places** you **Care** for.

Professional

Business, Job, Employees, Inventory, Office, and **Assets** you **Care** for

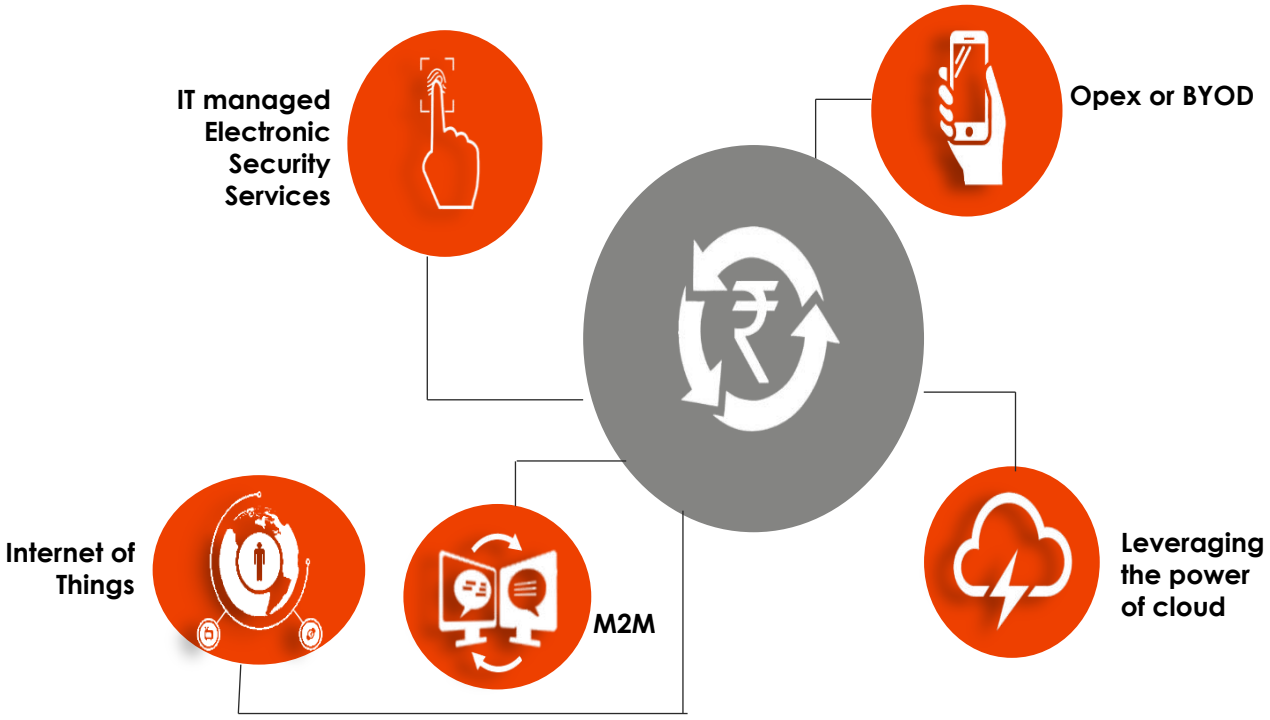
THE ARCHITECTURE

ZICOM
Feel Safe

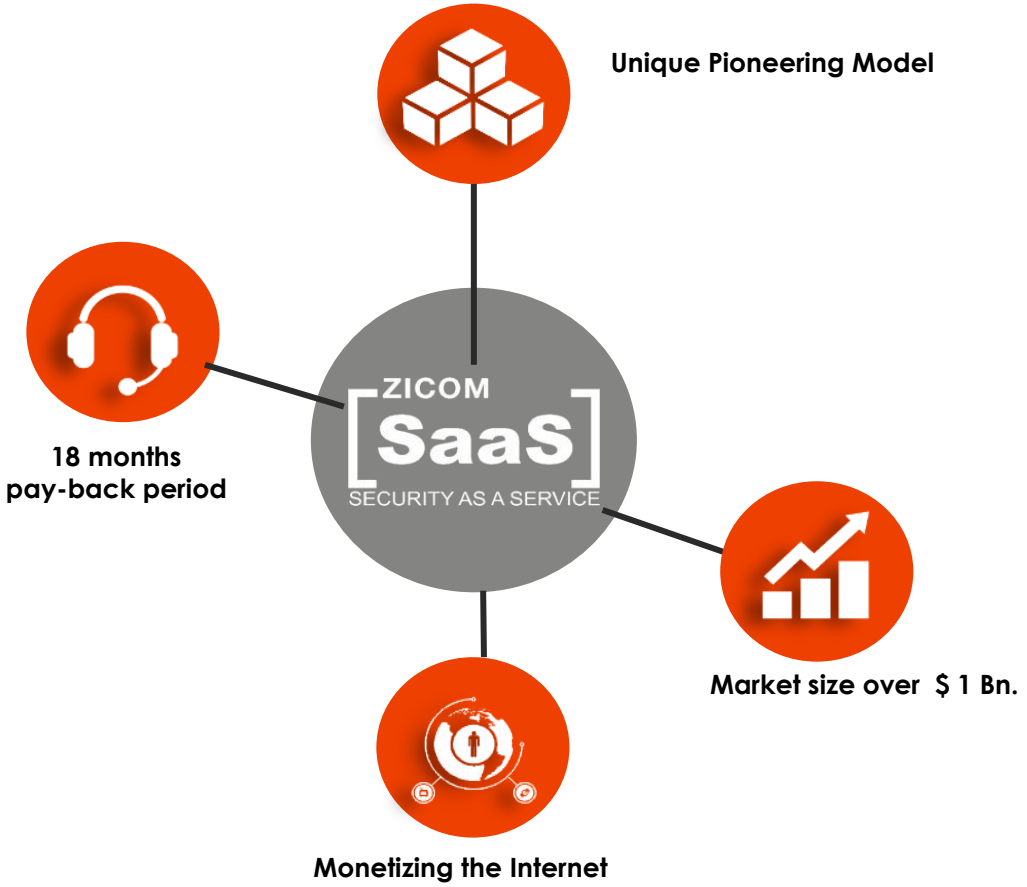


eSAAS

Leveraging Telecom and Internet



What makes e-SaaS an Attractive Proposition?



Enterprise Business
- Value Proposition

Safety & Security - Video Surveillance Remote Alarm Monitoring

Business Intelligence & Energy Management

Loss Prevention

Comfort & Convenience



ZICOM

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Enterprise Business
Clientele

SERVICING CORPORATES ACROSS INDIA - OTHERS

BFSI

RETAIL

SUCCESS STORIES IN BFSI SECTOR

2785 ATMs
PUNJAB NATIONAL BANK

750 BRANCHES
KOTAK MAHINDRA BANK LTD

245 ATMs
HDFC BANK

900 ATMs
STATE BANK OF INDIA

453 ATMs
FEDERAL BANK

850 OFFICES
SSN LOGISTICS

822 OFFICES
IIFL (INDIA INFOLINE)

750 OFFICES
SHRIRAM TRANSPORT FINANCE

1115 OFFICES
MINI MUTHOOTTU

POTENTIAL

500,000 RETAIL **300,000** ATMs

MAKE YOUR CITY SAFE



MAKE YOUR CITY SAFE

A ZICOM SaaS INITIATIVE







WHAT IS MYCS

Holistic Approach to make our City Safe

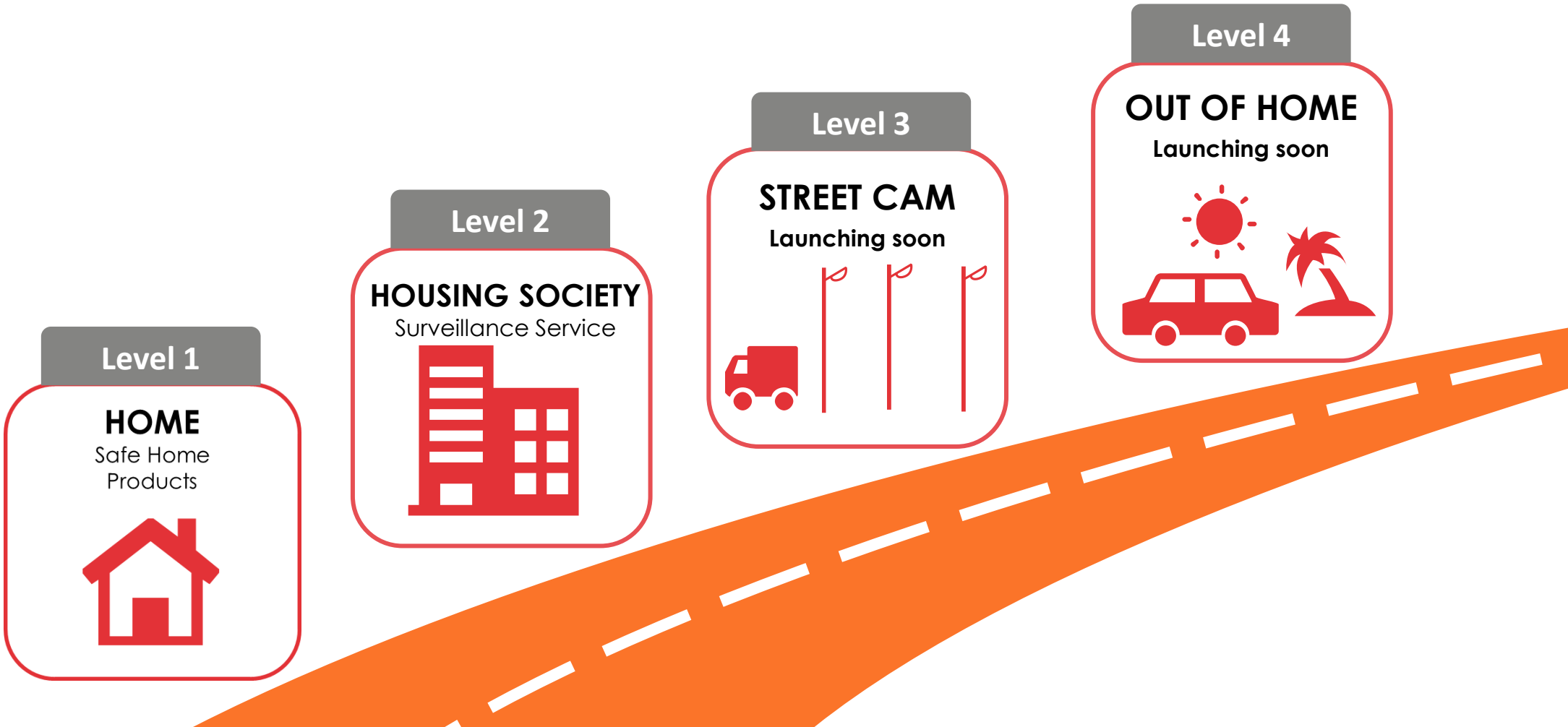
Touching the lives of every citizen

Platform to engage citizens into education and awareness

Leverage Technology to offer security services



MYCS
Holistic Security Approach



FUTURE SAFE CITIES

CHENNAI, BANGALORE, GURGAON, HYDERABAD AND SURAT

MAKE YOUR CITY SAFE
A ZICOM SaaS INITIATIVE

MAKE MUMBAI SAFE
A ZICOM SaaS INITIATIVE
1,604 Sites

MAKE THANE SAFE
A ZICOM SaaS INITIATIVE
683 Sites

MAKE NAVI MUMBAI SAFE
A ZICOM SaaS INITIATIVE
751 Sites

MAKE PUNE SAFE
A ZICOM SaaS INITIATIVE
480 Sites

OVER
3,500 Housing Societies in Mumbai and Pune

POTENTIAL

225,000
Housing Societies in Mumbai and Pune

ZICOM

Feel Safe

ADVANTAGE MYCS



Free CCTV Hardware / Software



No Annual Maintenance Charge



Free System Maintenance



Free Spares Replacement



Free Software Upgrades

Command and Control Centre



Intelligence at your finger tips

Software Capability

- Select simultaneous multiple real-time feeds
- Touch, show and size frame instantly
- Navigate with contextual data
- Select Region of Interest
- Get time synchronized event playback
- Get powerful video content analysis
- Select and retrieve metadata
- Get customized incident report

Feel Safe

New Initiatives for INDIA BUSINESS



Citizen Safety App – ZIMAN



New Control and Command Centre



Foray into retail business

MAKE YOUR CITY SAFE

A ZICOM SaaS INITIATIVE

Launching "Make Your City Safe" in Tier I cities



Introduction of Street watch

ZICOM
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INTERNATIONAL BUSINESS



UNISAFE
FIRE PROTECTION SPECIALISTS

Phœnix
Phoenix International WLL
Integrated Fire Protection & Security Solutions

OVERVIEW OF UNISAFE & PHOENIX

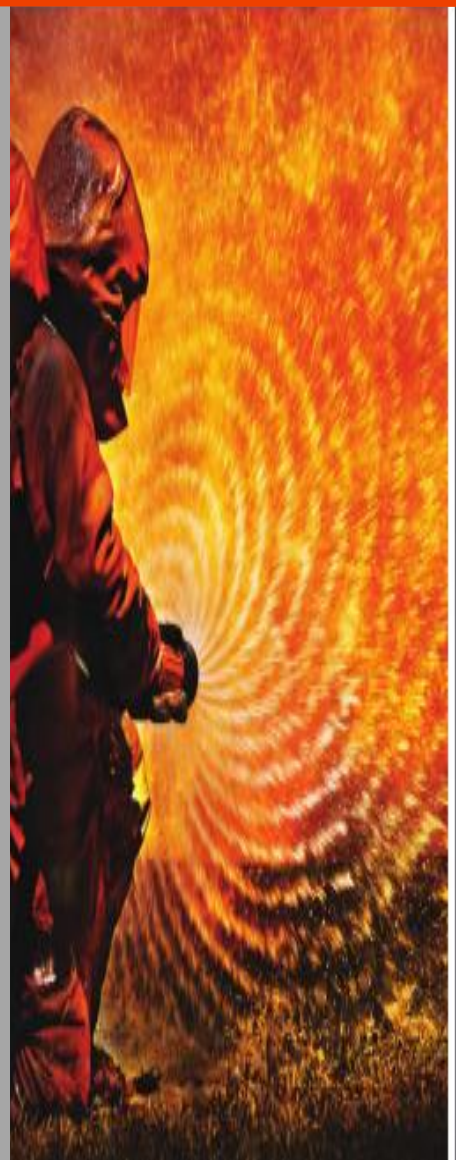
Subsidiaries of ZICOM Group which are in Tax Free Countries

Approved by Civil Defense authorities in UAE ,QATAR under CATEGORY **A+**

600+ skilled employees in UAE & 250+ skilled employees in Qatar

Unisafe- Specializes in long gestation period projects

Phoenix- Specializes in short gestation period projects







ZICOM

Feel Safe

OUR PRODUCTS



FIRE DETECTION

- FIRE & GAS DETECTION SYSTEM
- ASPIRATION DETECTION SYSTEM
- LINEAR HEAT DETECTION SYSTEM
- FLAME DETECTION SYSTEM

FIRE PROTECTION

- HYDRANT SYSTEM & SPRINKLER SYSTEM
- WATER CURTAIN/ DRENCHER
- WATER SPRAY SYSTEM & FOAM SYSTEM
- DRY & WET CHEMICAL SYSTEMS

FIRE SUPPRESSION

- INERT GAS SYSTEMS
- NOVEC 1230 / FM200 SYSTEMS
- CO2 SYSTEM
- WATER MIST SYSTEM

ZICOM
Feel Safe

SELECT PROJECTS IN UAE & QATAR

UAE

INDUSTRIAL


QUSAHWIRA -ABU DHABI


DUBAL


MAFREQ HOSPITAIL


ENOC BLUK


DEWA 132 SUBSTATION


FEWA


AL SALAAM


GHANTOOT

HIGH RISE


EMIRATES TOWER


ADIA TOWER


AL DAR HEAD QUARTER


ETHIHAD TOWER


HHHR TOWER


D1 COMMERCIAL TOWER


RAFFLES HOTEL


BURJ KHALIFA

QATAR


CIVIL DEFENCE BUILDING


THE MALL


SAFARI MALL


VILLAGGIO MALL


MSHEIREB DOWNTOWN


SULTAN PLAZA


AL REEM TOWER


QATAR FOUNDATION TRAIN STATION


QATAR NATIONAL MUSEUM


MIRQAB MALL

ZICOM
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KEY CLIENTS

GOVERNMENT





























NON GOVERNMENT





























Source: Management

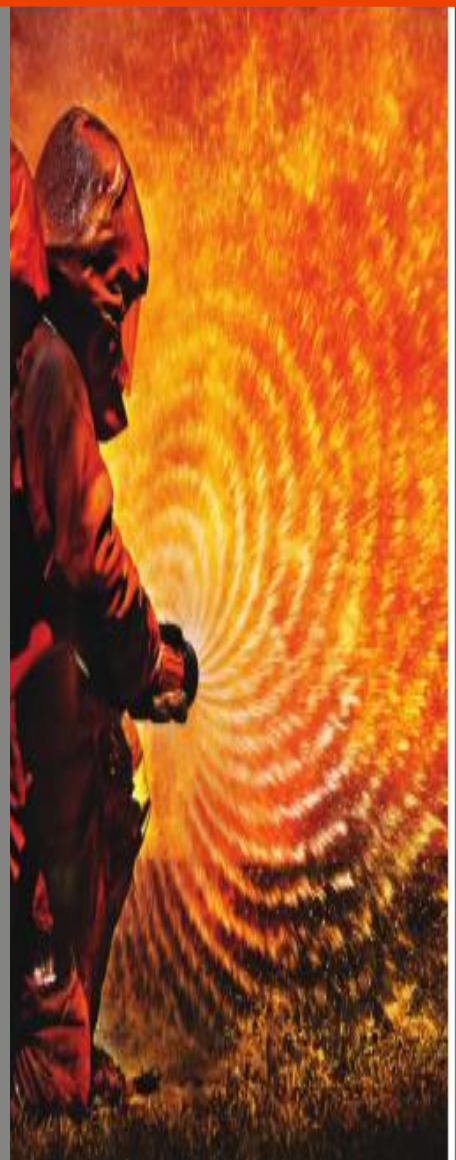
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Key Highlights of Fire Business in Middle East

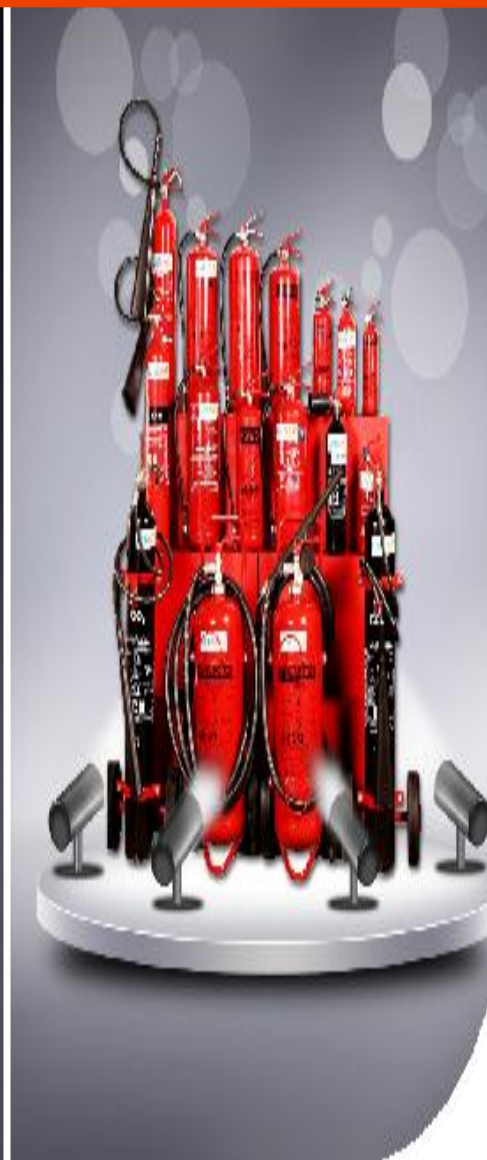


New initiatives of MIDDLE EAST BUSINESS

- Dedicated sales team for each of the regions in Middle east
- Setting-up of new production facility in JAFZA.
- Direct sourcing of products from leading local and international manufacturers
- Entry into Marine and Petro Chemicals segment
- Proposed entry into Saudi Arabia, Kuwait and other new markets in Middle East







FINANCIAL HIGHLIGHTS



CONSOLIDATED INCOME STATEMENT

INR in Mn

Particulars	FY12	FY13	FY14	FY15	9MFY16
Total Income*	**4,856**	**6,936**	**9,286**	**11,129**	**8,589**
Expenses	4,336	6,087	8,177	9,682	7,479
EBITDA	**520**	**849**	**1,109**	**1,447**	**1,110**
EBITDA Margin %	10.71%	12.24%	11.94%	13.00%	12.92%
Depreciation	143	181	249	308	250
Finance Cost	139	252	349	539	452
Extra-Ordinary Items	19	0	46	0	-
PBT	**219**	**416**	**465**	**600**	**408**
Tax	9	47	19	65	71
PAT (Before Minority Interest)	210	369	446	535	337
Minority Interest	42	66	27	29	18
PAT	**168**	**303**	**419**	**506**	**319**
PAT %	3.46%	4.37%	4.51%	4.55%	3.71%
EPS	**13.26**	**18.73**	**24.39**	**28.04**	**15.03**

* Includes Other Income

CONSOLIDATED BALANCE SHEET

EQUITY AND LIABILITIES (INR Mn)	FY13	FY14	FY15	H1 FY16
Shareholders Fund				
Share Capital	170	176	202	202
Reserve and Surplus	2,245	2,507	3,436	3,757
Warrant Application Money	7	0	42	42
Total Shareholders Fund	**2,422**	**2,683**	**3,680**	**4,001**
Minority interest	**302**	**376**	**391**	**418**
Non Current Liability				
Long term Borrowing	1,253	1,437	1,455	1,560
Deferred Tax Liabilities (Net)	69	59	42	24
Other Long term Liabilities	10	13	14	13
Long term provision	34	49	69	61
Total Non Current Liability	**1,366**	**1,558**	**1,580**	**1,658**
Current Liabilities				
Short Term Borrowing	1,823	2,714	3,700	4,025
Trade Payables	412	1,163	1,306	1,332
Other current Liabilities	396	687	768	780
Short Term Provision	60	25	176	151
Total Current Liabilities	**2,691**	**4,589**	**5,950**	**6,288**
Total	**6,781**	**9,206**	**11,601**	**12,365**

ASSETS (INR Mn)	FY13	FY14	FY15	H1 FY16
Non Current Assets				
Fixed Assets				
Tangible Assets	593	689	699	-
Intangible Assets	852	776	644	-
Capital Work in progress	56	390	677	-
Total Fixed Assets	**1,501**	**1,855**	**2,020**	**2,079**
Non-Current Investments	97	99	100	100
Long Term Loans And Advances	11	10	1	1
Deferred Tax Assets (Net)	-	-	-	-
Total Non Current Assets	**1,609**	**1,964**	**2,121**	**2,180**
Current Assets				
Inventories	830	1,389	1,912	2,013
Trade Receivable	2,813	3,681	4,565	5,202
Cash And Cash Equivalents	499	657	838	929
Short-Term Loans And Advances	980	1,462	2,067	2,025
Other current Assets	50	53	98	16
Total Current Assets	**5,172**	**7,242**	**9,480**	**10,185**
Total	**6,781**	**9,206**	**11,601**	**12,365**

Zicom Group - Financial Highlights

FY 2013-2014

INR in Mn

PARTICULARS	CONSOLIDATED	ZESSL	SAAS	UNI-DUBAI*	PHOENIX*
Turnover	9,261	3,231	174	4,472	1,222
EBIDTA	1,109	325	106	546	165
PBT	465	151	8	399	137
PAT	419	82	6	379	130

FY 2014-2015

INR in Mn

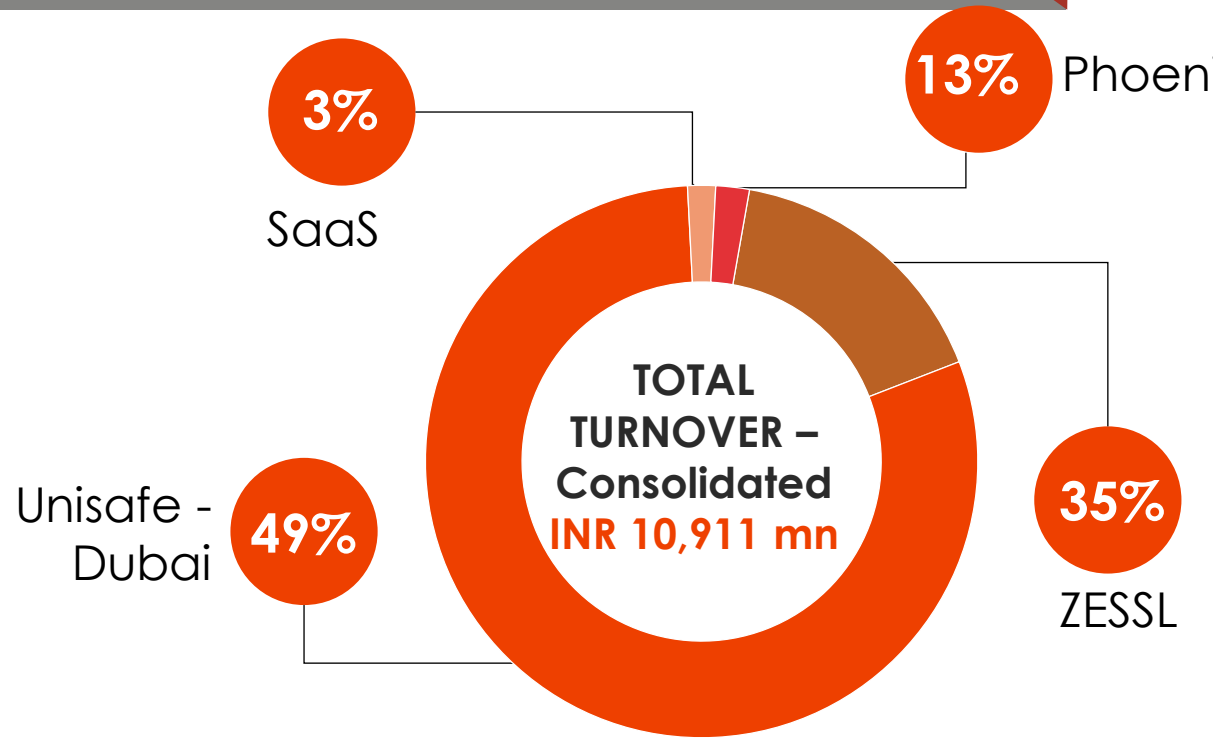
PARTICULARS	CONSOLIDATED	ZESSL	SAAS	UNI-DUBAI*	PHOENIX*
Turnover	11,081	3,835	335	5,350	1,391
EBIDTA	1,447	388	230	675	182
PBT	600	174	20	445	141
PAT	506	113	13	423	134

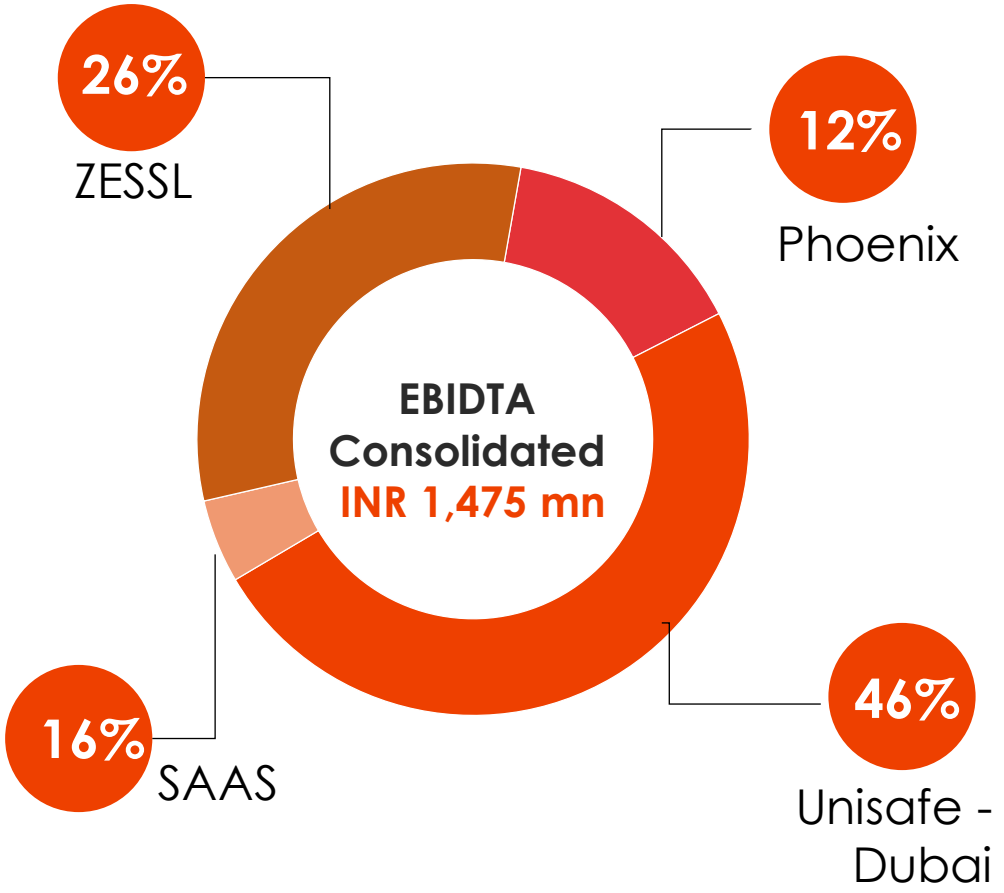
Consolidated financials also include Zicom Singapore, Unisafe Singapore, Unisafe India, 2020 Imaging India and Consolidated Adjustments

** Middle East Business has no Tax Liabilities*

Feel Safe

FY15 SEGMENTAL BREAKUP



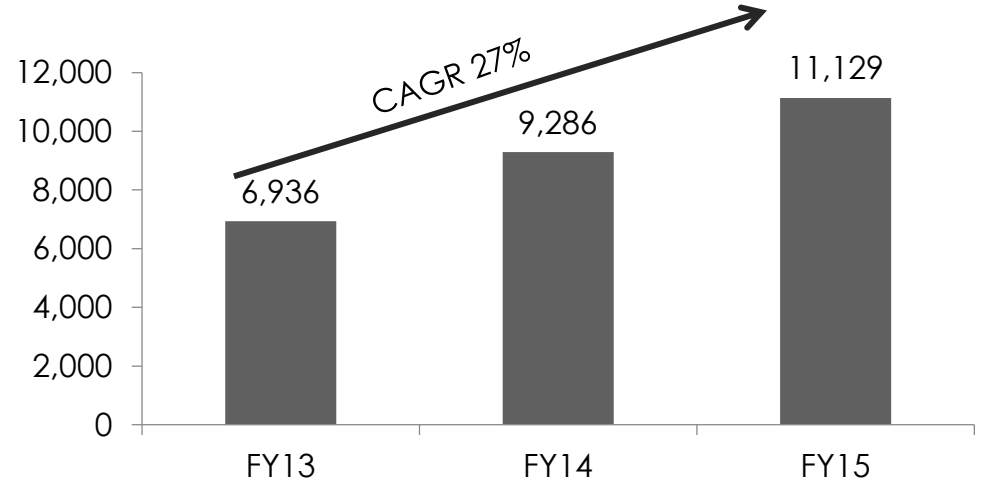


INR in mn

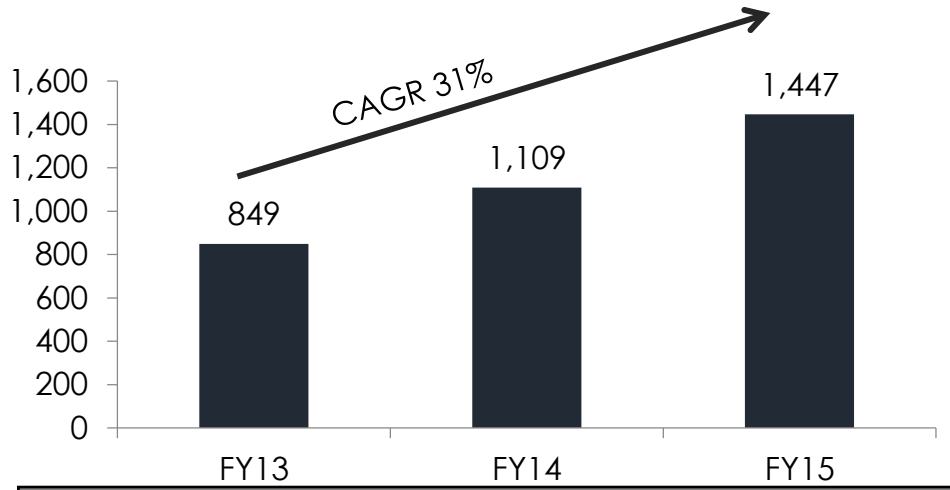
Operating Companies	TURNOVER	EBIDTA
ZESSL	3,835	388
SAAS	335	230
Unisafe – Dubai	5,350	675
Phoenix	1,391	182
Total	10,911	1,475

FINANCIAL PERFORMANCE

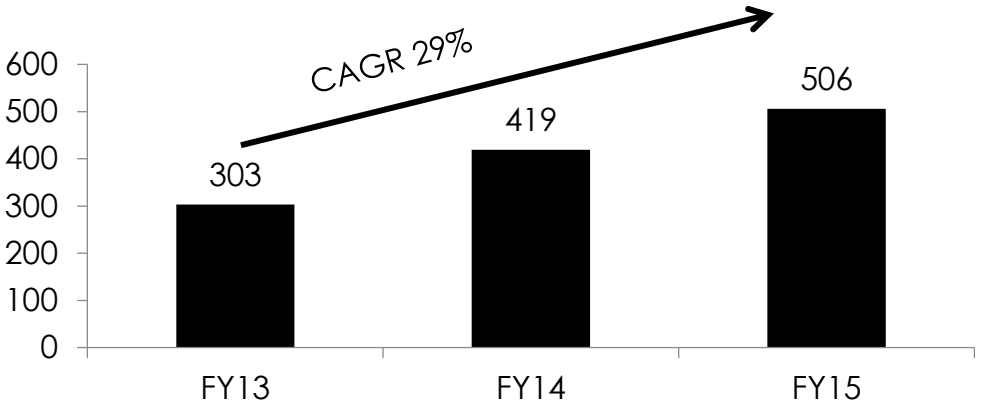
TOTAL INCOME (INR Mn)



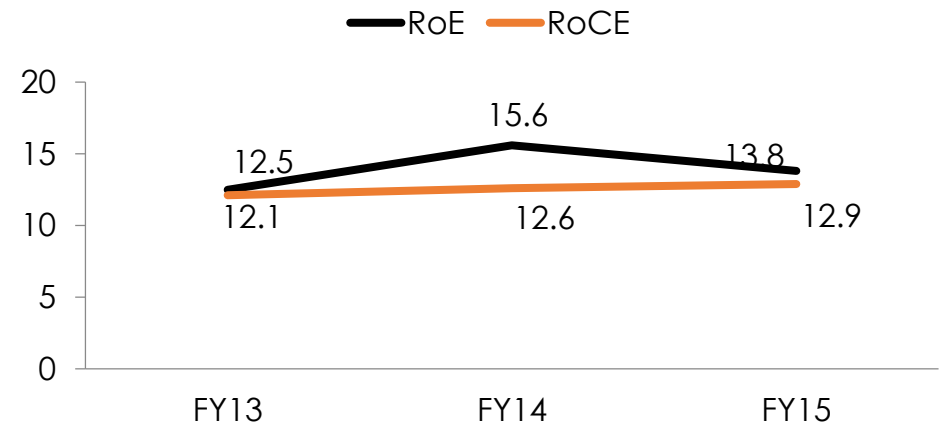
EBITDA (INR Mn)



PAT (INR Mn)



EFFICIENCY RATIO (%)



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