Feel Safe

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February 12, 2014

The Manager
Listing Department,
National Stock Exchange of India Ltd.
'Exchange Plaza', C-1, Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Fax No. 26598237 / 26598238

Stock Code - ZICOM

Ref: ISIN INE 871B01014

Dear Sir/Madam,

Sub: Press Release

With reference to our earlier letter of even date submitting the Unaudited Financial Results for the quarter and nine months ended December 31, 2013, we are sending herewith the press release, which would appear shortly in the newsprint, for your information and record.

Kindly take on record and acknowledge receipt of the same.

Thanking you,

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

K Trivedi

Kunjan Trivedi
Company Secretary

Encl: as above

ZICOM QUARTER III:
REPORTS GROWTH IN INCOME BY 28% AND NET PROFIT BY 56%

Mumbai, February 12, 2014: Zicom Electronic Security Systems Limited (BSE Code: 531404 & NSE Code: ZICOM), India's leading electronic security company, announced its Unaudited Financial Results for the third quarter and nine months ended December 31, 2013.

At the Board Meeting held today, the Company declared its Consolidated and Standalone Unaudited Financial Results.

The highlights of Consolidated Unaudited Financial Results for the third quarter and nine months ended December 31, 2013 are:

Quarter ended December 31, 2013:

- Total Income for the quarter ended December 31, 2013 at ₹ 238.17 crores as compared to ₹ 202.24 crores in the corresponding previous quarter shows a growth of 18%.
- Earnings before Depreciation, Interest and Tax (EBDITA) stood at ₹ 29.22 crores as against ₹ 21.69 crores, an increase of 35% over corresponding quarter in the previous year. EBIDTA margin has improved to 12% against 11% in corresponding previous quarter.
- Net Profit After Tax and Minority Interest at ₹ 11.57 crores as against ₹ 7.94 crores of the corresponding previous quarter shows a quantum jump of 46%. These improved results are mainly on account of: (i) increase in entitlement of economic interest in subsidiary Unisafe Fire Protection Specialists LLC, Dubai, from 80% to 95% as a result of purchase of economic interest of the local partner and (ii) substantial growth in business of Middle East subsidiaries due to improved economic environment besides improved profit margins.
- The Earning Per Share (EPS) has increased to ₹ 6.75 as against ₹ 4.80 in that of corresponding previous quarter, which is calculated on enhanced paid-up share capital.

Nine months ended December 31, 2013:

- Total Income for the nine months ended December 31, 2013 at ₹ 620.50 crores as compared to ₹ 483.55 crores in the corresponding previous period shows a growth of 28%.
- Earnings before Depreciation, Interest and Tax (EBDITA) stood at ₹ 74.65 crores as against ₹ 53.47 crores, an increase of 40% over corresponding previous period. EBIDTA margin has improved to 12% against 11% in corresponding previous period.
- Net Profit After Tax and Minority Interest at ₹ 27.88 crores as against ₹ 17.87 crores of the corresponding previous period shows a quantum jump of 56%. The improved results are mainly on account of: (i) increase in entitlement of economic interest in subsidiary Unisafe Fire Protection Specialists LLC, Dubai, from 80% to 95% as a result of purchase of economic interest of the local partner and (ii) substantial growth in business of Middle East subsidiaries due to improved economic environment besides improved profit margins.
- The Earning Per Share (EPS) has increased to ₹ 16.34 as against ₹ 11.63 in that of corresponding previous period, which is calculated on enhanced paid-up share capital.

ZICOM ELECTRONIC SECURITY SYSTEMS LTD.

Commenting on the results, Mr. Manohar Bidaye, Chairman – Zicom Electronic Security Systems Limited said, "*The consolidated performance of the Company for nine months ended has been very encouraging which is reflected by the growth of 28% in Income and jump in Net Profit After Tax and Minority Interest of 56%. With the last quarter of the year expected to show still better performance, the current year will end up with commendable performance.*

Riding on the wave of economic recovery in the Gulf Region, Unisafe Dubai and Phoenix Qatar, both, have reported remarkable performance. The fire safety business in Middle-East has been a major contributor to the topline and bottomline of the Company.

The Indian business has also shown encouraging result, however, the exchange rate fluctuation kept margin under pressure. Zicom on standalone has shown an increase of 19% and 30% in the topline and bottomline respectively. Besides, performance of Zicom SaaS has also been encouraging.

In view of this encouraging trend, I expect the year to close with better growth and profitability."

ABOUT ZICOM GROUP:

Zicom Electronic Security Systems Ltd. is the leading electronic security brand in India. The Company offers a wide range of products and customized solutions including services in Intrusion and Burglar Alarm Systems, Access Control Systems, Fire Detection Systems, CCTV Surveillance Systems, Central Monitoring Station and Video Monitoring Station, etc., with focus on retail and SME sectors. Zicom has PAN India operations with service capabilities in 400 cities.

Zicom SaaS Pvt. Ltd., wholly owned subsidiary, offers security services to protect retail shops, bank branches, ATMs, residences, apartments and remotely located assets using state-of-the-art electronic security equipments and Command and Control Station located in Mumbai.

Unisafe Fire Protection Specialists LLC, Dubai, is a subsidiary of Zicom in U.A.E and has strong presence in Dubai and Abu Dhabi in the business of fire detection and protection in infrastructure projects. Unisafe Dubai offers wide spectrum of products and services in fire detection and protection, ranging from designing, supplying, installing and maintaining integrated fire protection system capabilities. Unisafe is associated with many iconic projects in U.A.E. in government and private sectors.

Phoenix International WLL, Qatar, is one of the leading fire security solutions providers in Qatar. Phoenix offers turn keys solutions in fire protection and suppression projects and it has license to operate in petrochemical sector. Phoenix has exclusive tie-up to market safety and security equipments of leading international suppliers. The portfolio of services offered by Phoenix covers design, engineering, integrating, testing and commissioning of Fire Safety, Security and Building Management Systems, with main focus on Fire Prevention and Protection.

For further information, please contact:
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