VISION 2020
-BIGGER & BETTER-

Security and Intelligence Services (India) Limited
A Market Leader in Security

Date: July 25, 2018

National Stock Exchange of India Limited
Exchange Plaza
C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai-400051

NSE Symbol: SIS

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400001

BSE Code: 540673

Dear Sir/Madam,

Sub.: Investor presentation on Financial Results for Q1 FY19

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation on financial results for the quarter ended June 30, 2018.

This is for your information and records.

Thanking you.

Yours Faithfully,
For **Security and Intelligence Services (India) Limited**

Pushpalatha K
Company Secretary

Security & Intelligence Services (India) Limited

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Registered office: Annapoorna Bhawan, Patliputra Telephone Exchange Road, Kurji, Patna 800 010 Bihar
Website: www.sisindia.com Tel: +91 11 4646 4444
CIN: L75230BR1985PLC002083

SIS Group Enterprises

A Market Leader in Security, Cash Logistics & Facility Management

Q1 FY19 RESULTS

July 25, 2018

SAFE HARBOUR

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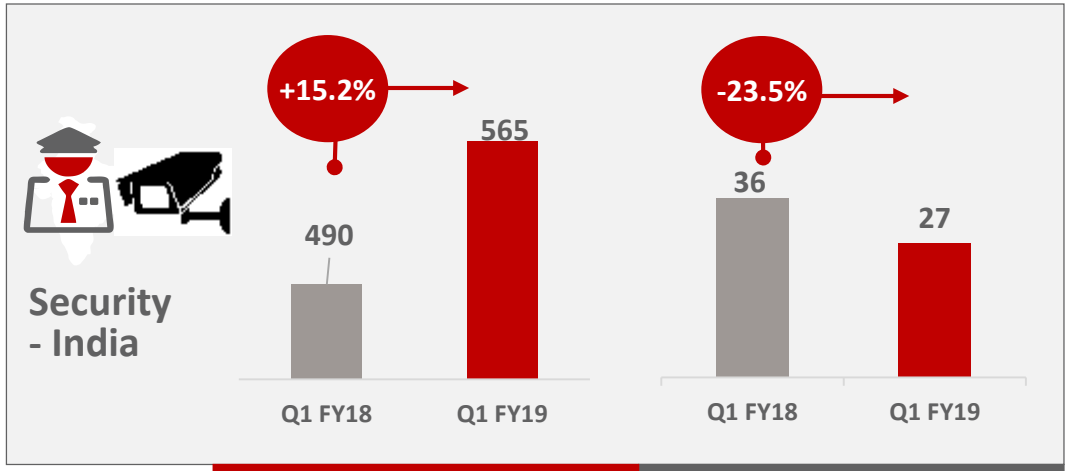
HIGHLIGHTS – Q1 FY19

1,611 cr	74.5 cr	39 cr	Rs 5.39
REVENUES	EBITDA	PAT	EPS
29.6% YoY	10.7% YoY	83.5% YoY	69% YoY

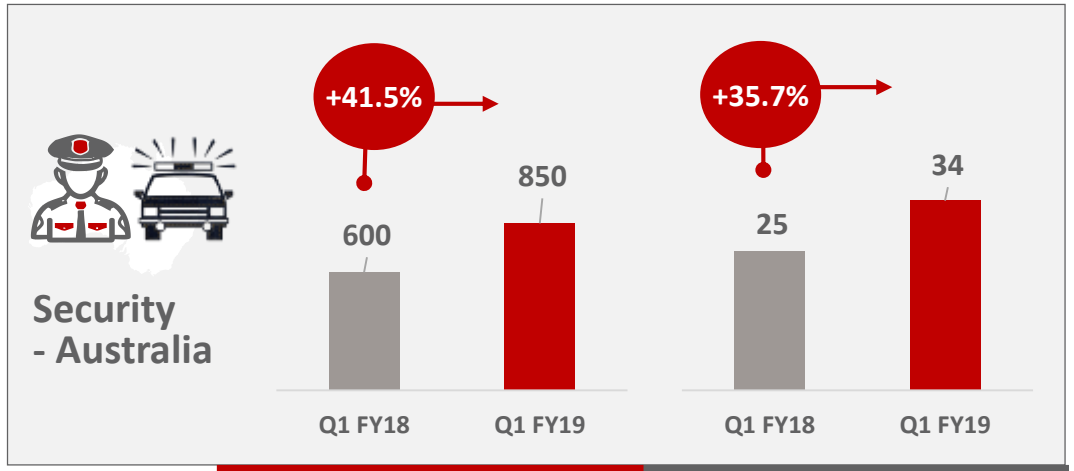
Market leader across three attractive business services segments - Security, Cash Logistics and Facility Management

SIS Group Enterprises — A Market Leader in Security, Cash Logistics & Facility Management

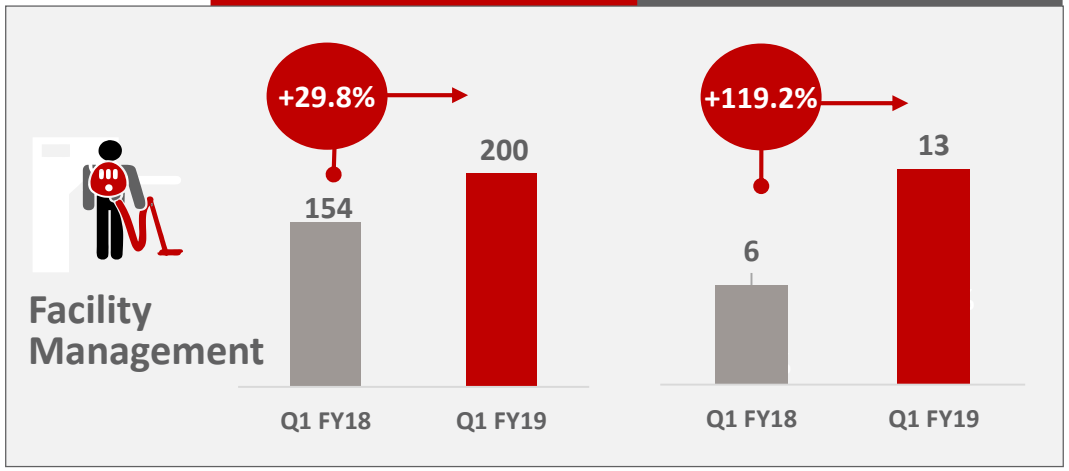
RESULTS BY BUSINESS LINE – Q1 FY19

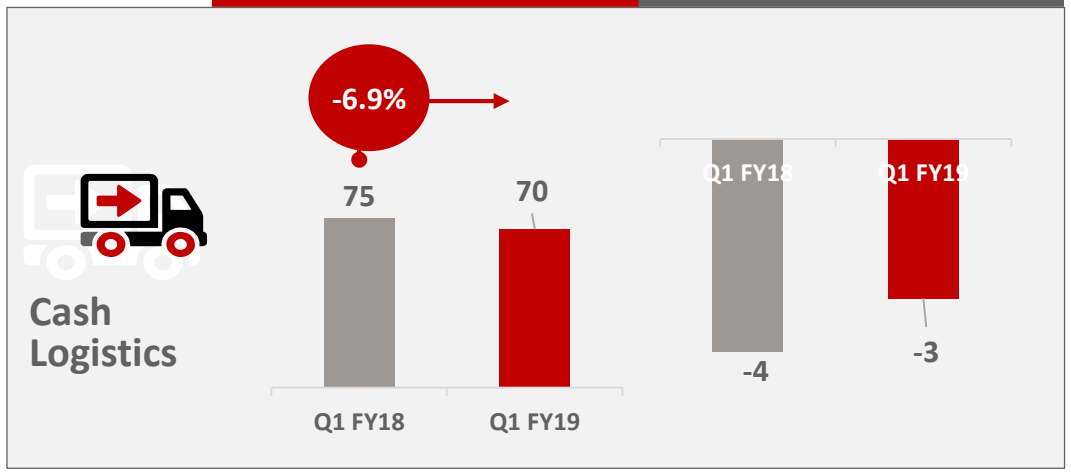


Revenues | EBITDA



Revenues | EBITDA





Rs in cr

**Cash – not included in consolidated financials, follows equity accounting*

Robust organic growth across segments – on track to become No.1 in all our verticals

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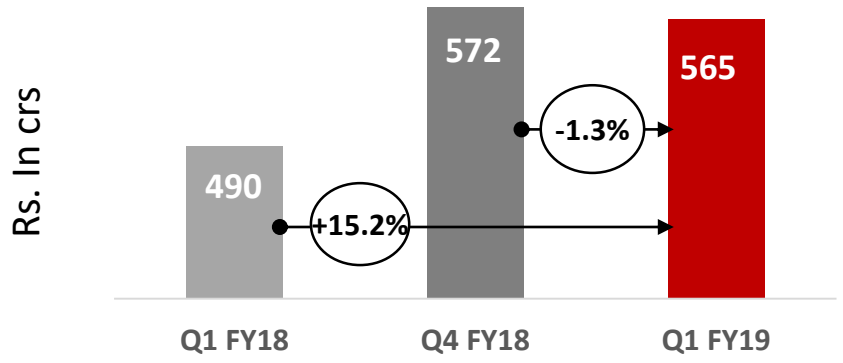
Q1 FY19 RESULTS

BY BUSINESS LINE

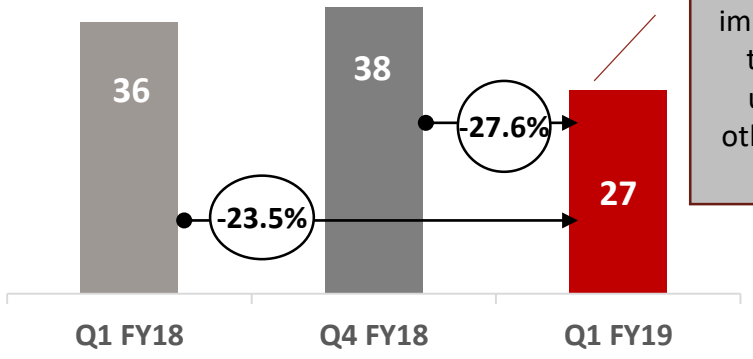
SECURITY - INDIA

Revenues



Solid start to FY19. 15% YoY growth. QoQ revenue decline due to contracts rationalization in Q4FY18

EBITDA



Q1FY19 reflects impact of provisions taken for clients under NCLT and other non-recurring items

Continuing overheads of contracts disengaged in March 18, indirect staff pay review effective June ’18 and startup costs for new wins impacting Q1 margins

- *New orders with recurring monthly revenues of Rs. 17 crs won in Q1 FY19 vs Rs. 9 crs during Q4 FY18. Major Impact in Q2*
- *ManTech initiatives seeing early success – Rs38 cr orders won in Q1FY19*
- *vProtect (Home Alarms Venture) gaining momentum – 500 connections crossed in Q1, healthy traction continues*

106,860 Trained security personnel

153 Branch Office Network

12,272 Customer sites

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TECH SIS
Electronic Security Solutions
An SIS Group Enterprise

PROTECT
POWERED BY SIS PROSEGUR

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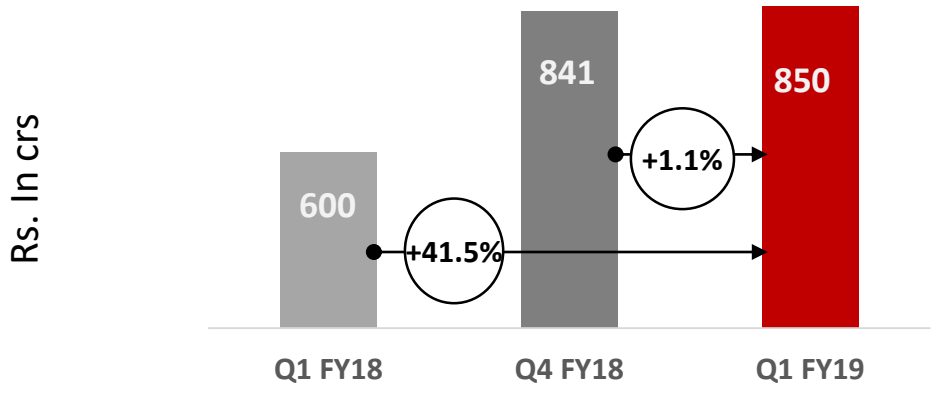
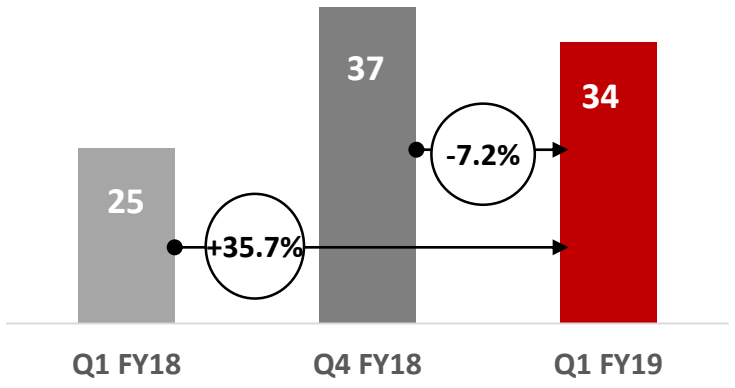
SECURITY - AUSTRALIA

Revenues



41.5% revenue growth over FY18. Marginal decline over preceding quarter as major events in Q4 (F1, GP. CWG, Aus Open) impacted Q4FY18

EBITDA



35.7% EBITDA growth. Q4FY18 EBITDA reflecting major events impact. SXP-MSS synergy savings continue to accrue –

MSS security
An SIS Group Enterprise

southern cross protection

- *Solid Quarter – 16.9% YoY organic growth for MSS*
- *Won key contract from Australia Post of Rs40 cr*
- *MSS + SXP continue to increase client penetration offering comprehensive clients solutions*

21% Market share

8,700 Sites covered by SXP

#1 Aviation security

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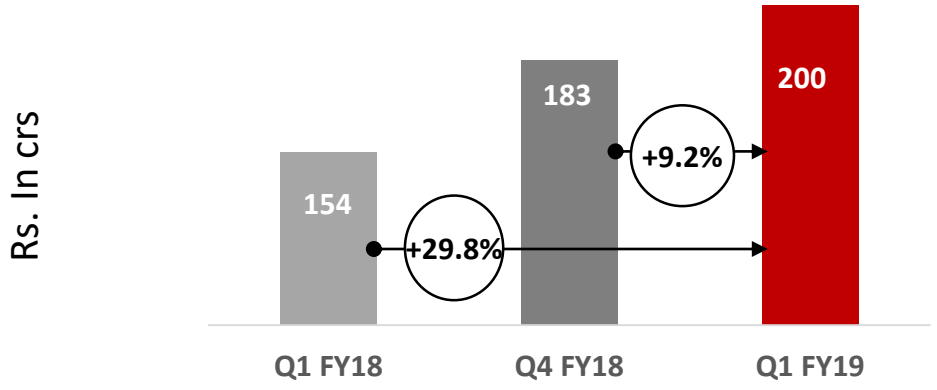
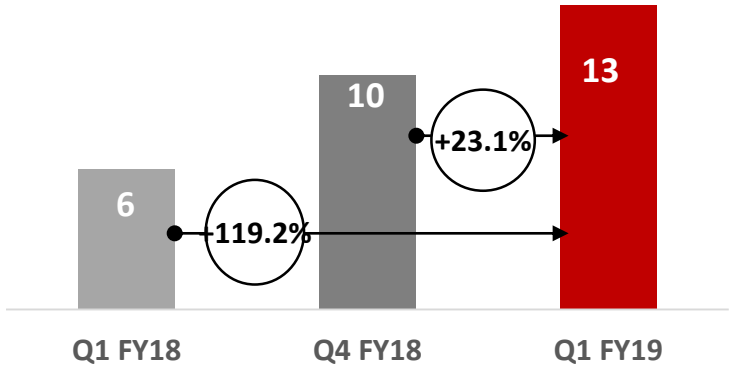
FACILITY MANAGEMENT

Revenues



Fastest growing segment in the Group - 30% Y-o-Y and 9% Q-o-Q revenue growth

EBITDA



EBITDA margins show a steep growth from 3.8% in Q1FY18 to 6.3% in Q1FY19

- *Q1 New Orders of 6 crores won – full impact in Q2*
- *Large number of Railway bids under consideration*
- *Margin improvement to continue with higher volumes, renegotiations with low margin customers, and increased operating leverage*

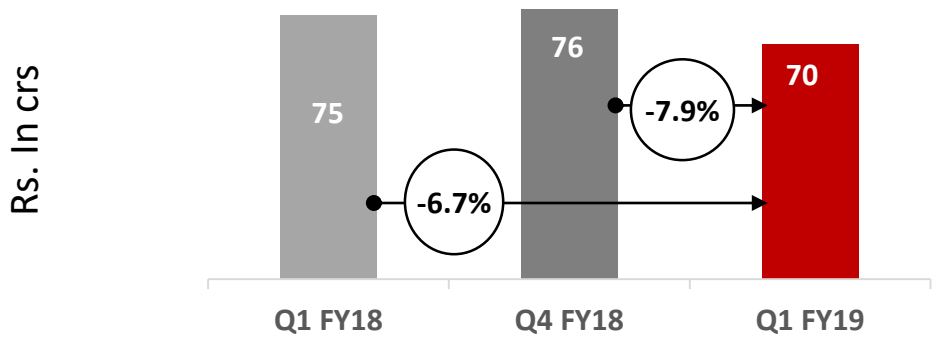
45,475 Skilled workforce

73 Branch Network

2,732 Customer sites

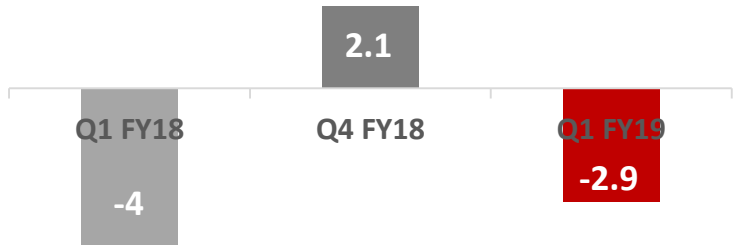
CASH LOGISTICS

Revenues



Revenue decline due to contract rationalization during FY18

EBITDA



Decrease in revenue and non-recovery of direct costs increases resulted in negative EBITDA

SIS PROSEGUR
LEADER IN CASH LOGISTICS

SISCO
LEADER IN CASH LOGISTICS

- *Continued pressure on pricing and margins despite currency circulation and ATM Transaction volume recovering to pre demonetization levels*
- *RBI regulation compliance to result in increased capex and opex in FY19; price increases to follow*
- *Indirect overheads to revenue reduced by 100 bps*

59 Vaults

68 Branches

1,512 Cash Vans

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Q1 FY19

Financial Information

FINANCIAL STATEMENTS

Rs. in crs	Q1 FY19	Q1 FY18	Y-o-Y	Q4 FY18	Q-o-Q	FY18
Revenue from operations	**1,611.4**	**1,243.5**	***29.6%***	**1,592.2**	***1.2%***	**5,833.4**
EBITDA	**74.5**	**67.3**	***10.7%***	**85.2**	***-12.6%***	**312.0**
EBITDA %	***4.6%***	***5.4%***		***5.3%***		***5.3%***
Profit before Tax	**45.8**	**31.4**	***45.8%***	**39.0**	***17.3%***	**187.4**
Profit before Tax %	***2.8%***	***2.5%***		***2.5%***		***3.2%***
Tax expense	6.3	9.9	*-36.1%*	3.0	*112.3%*	24.4
Profit after taxes	**39.5**	**21.5**	***83.5%***	**36.1**	***9.5%***	**163.0**
Profit after tax %	***2.5%***	***1.7%***		***2.3%***		***2.8%***
EPS	**5.39**	**3.19**	***69.0%***	**4.66**	***15.7%***	**22.77**
Diluted EPS	**5.30**	**3.14**	***68.8%***	**4.57**	***16.0%***	**22.36**

Revenue up 30% YoY on back of continued growth in all segments

PAT increase due to decline in interest expense and lower effective tax

EPS shows a 69% increase YoY – despite higher equity base post-IPO

Q1 FY19 RESULTS – KEY NUMBERS

29.6%
revenue growth*

10.7%
EBITDA growth*

83.5%
PAT growth*

69.0%
EPS Growth*

22.6%
ROCE

21.7%
RONW

*YoY growth

LOOKING AHEAD

Growth

Strong order book in security and acceleration in the FM business give us strong visibility for the rest of the year

Productivity and Margins

India security should recover back to historical margins after overheads rationalization Q2 onwards, likely to reflect in H2 numbers

FM margins to see further benefits of scale

Technology

ManTech seeing good initial traction –

Substantial leap in Mantech wins in Q1 FY 19 – Rs. 38 crs per annum

M&A

Discussions/ negotiations in advanced stages.

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#1

Security Services

Cash Logistics

Facility Management

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CIN: L75230BR1985PLC002083

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