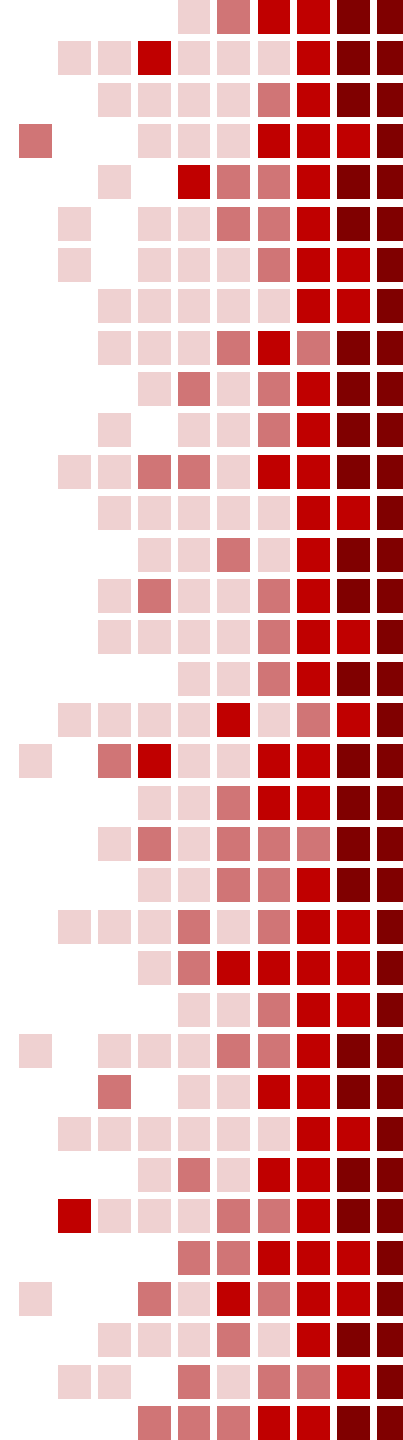




sis A Market Leader in
Security, Cash Logistics
& Facility Management
Group Enterprises

India Security – FY18

May 16, 2018



SAFE HARBOUR

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Security and Intelligence Services (India) Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

INDIA SECURITY SNAPSHOT

India Security



Flagship security business

107,746

Trained security personnel



System Integration and Electronic Security as Service

153

Branches



India's first Alarm Monitoring and Response provider

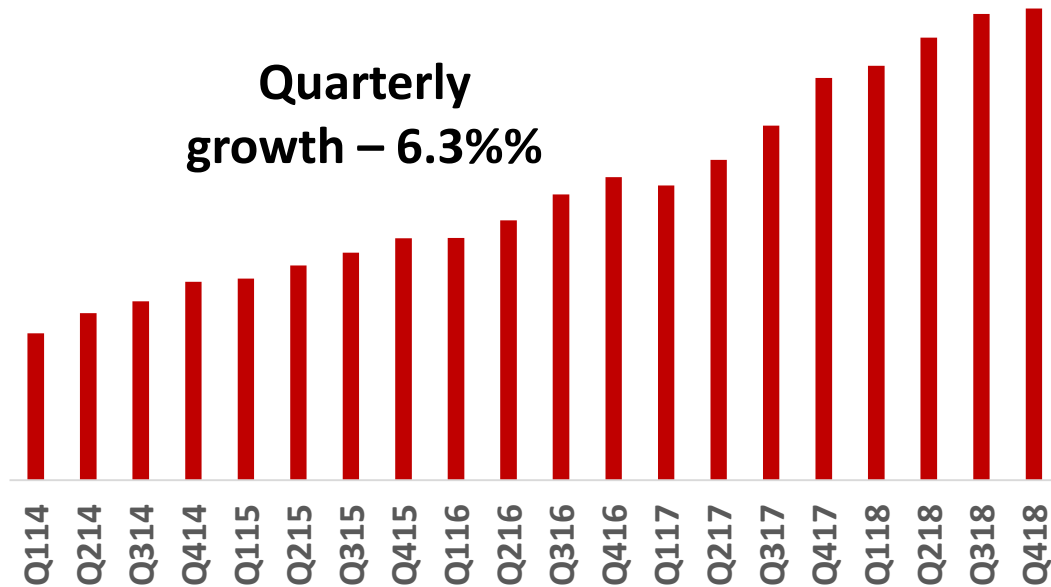
11,995

Sites

3,646

Customers

STEEP REVENUE GROWTH - INDIAN GROWTH STORY REINFORCED



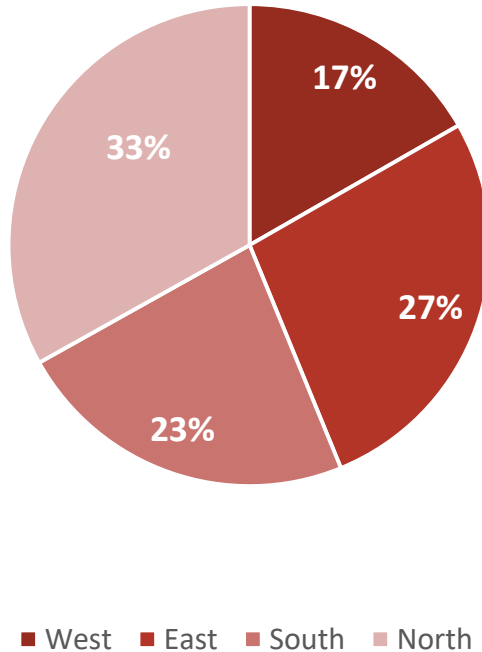
Organically scaled the business to become the 2nd largest security company in India

Our USP

- 01 Widest geographical reach – across 630 districts in India
- 02 Largest sales force of 175+ people
- 03 Strong customer servicing resulting in 93% retention
- 04 Forerunner in introducing technology in each stage of the operations chain

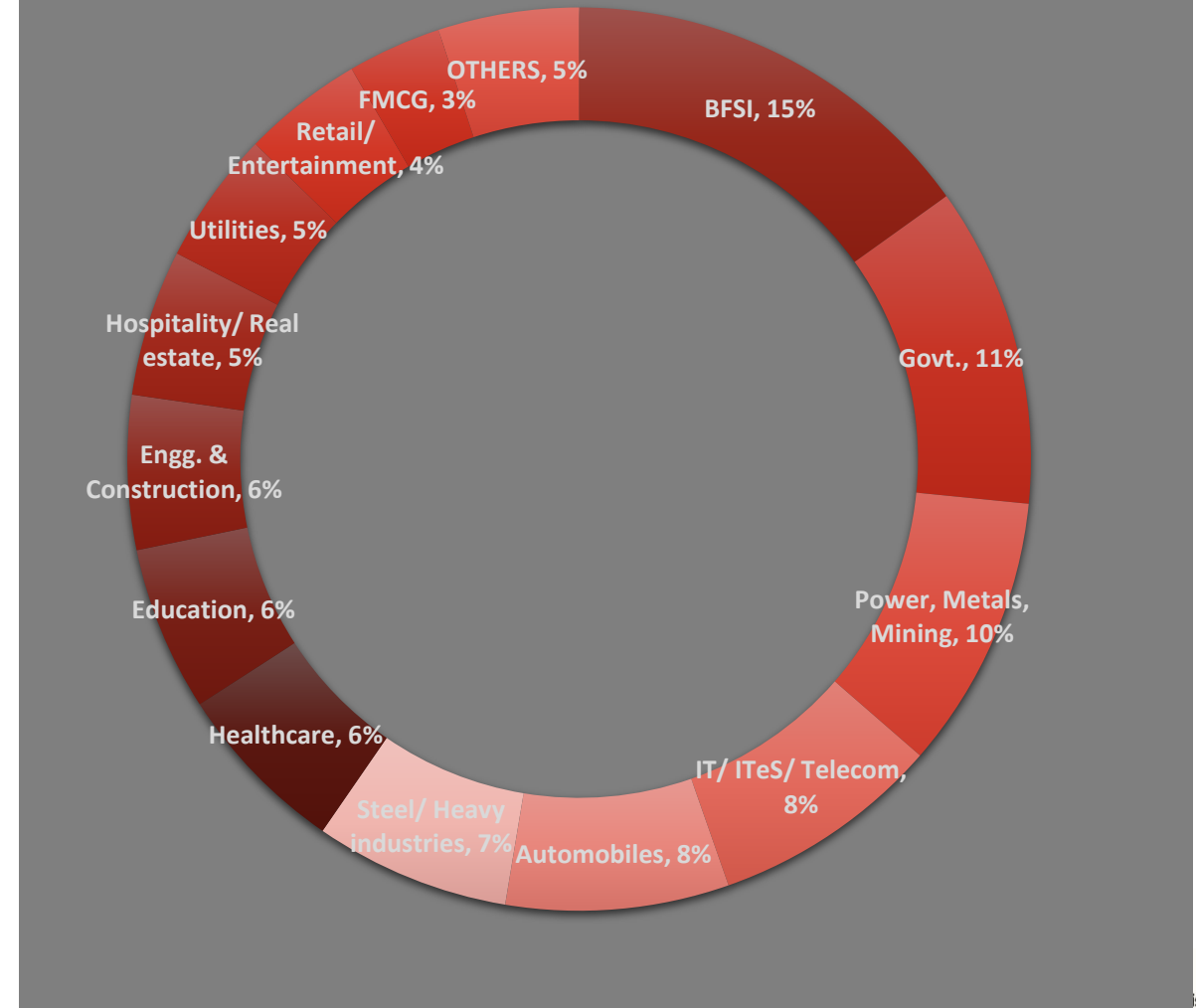
DERISKED WITH DIVERSITY IN END USER SEGMENTS AND GEOGRAPHIES

Zonal sales mix



- Well diversified geographical revenues, focus to increase contribution from West Zone
- Not much dependence on single segment, Largest customer segment accounts for only 15% of our revenues

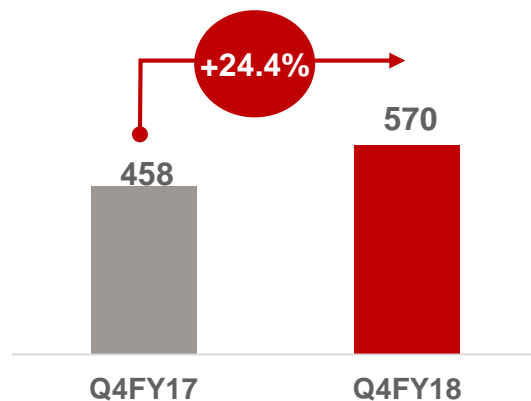
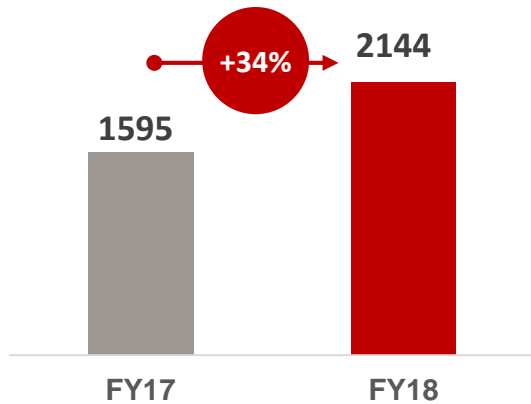
Segment Sales Mix



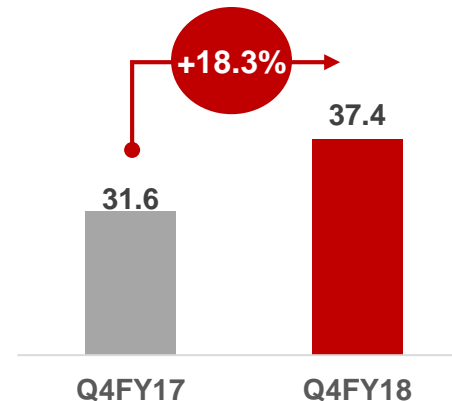
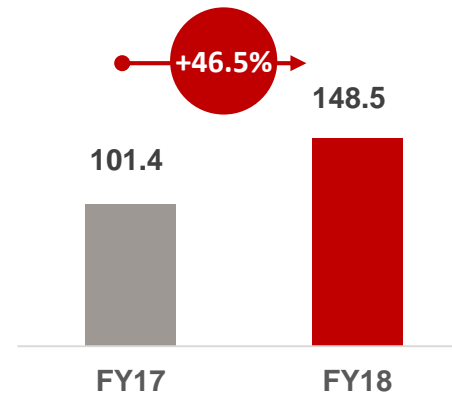
A LANDMARK YEAR, INCHING CLOSE TO NO.1

Rs. In crs

Revenues



EBITDA



Revenue crossed **2000 cr.** - Close No. 2

Added over 500 cr revenues in a single year - an industry record

EBITDA % increased from 6.4% to 6.9%

Normalised for intercompany charges - EBITDA for Q4 was over 7% as against 6.9% for Q4FY17

DSO - 61 days; increase of 5 days over FY17

DSO hit during the year due to GST fallout, impact reduced by year end

TRENDS IN INDIAN SECURITY MARKET

