

SIS reports strong revenue growth in Q1 FY18-19 coupled with 84% PAT growth

- Consolidated Revenue for Q1 FY19 is Rs. 1,611 Crs depicting a growth of 30% YoY
- Consolidated EBITDA for Q1 FY19 is Rs. 74.5 Crs, growth of 11% YoY
- Consolidated Net Profit for Q1 FY19 is Rs. 39.5 Crs, showing a growth of 84% YoY

New Delhi, July 25th, 2018, Security and Intelligence Services (India) Ltd. (SIS) (NSE: SIS, BSE: 540673), A market leader in Security, Facility Management & Cash Logistics services, announced its Unaudited Financial Results for the quarter ended June 30, 2018.

Key Consolidated Financials at a Glance:

Particulars (Rs crs)	Q1 FY19	Q1 FY18	YoY%	Q4 FY18	QoQ%
Revenue	1,611	1,243	30%	1,592	1.2%
EBITDA	74.5	67	11%	86.6	-14%
EBITDA Margins	4.6%	5.4%		5.3%	
PAT	39.5	21.5	84%	36.1	9.5%
PAT Margins	2.5%	1.7%		2.3%	

- **Return Ratios:** Trailing 12month ROCE and RONW are 22.6% and 21.7% respectively.

Business Updates:

India Security Business:

- Revenues - Rs. 565 Crs in Q1 FY19 v/s Rs. 490 Crs in Q1 FY18
- Q1 FY19 EBITDA has been impacted due to
 - Non-recurring write offs mainly for cases under NCLT resolution process

- Continuing overheads of contracts disengaged in March '18
- Indirect staff pay review effective June '18
- As on 30th June 2018, the India Security business employed 106,860 Billing (direct) employees, with SG&A (indirect) headcount of 2,259.
- The India security business also saw a strong quarter for new sales with new orders of a monthly value of Rs. 17 Crs
- ManTech business seeing strong early traction with annual value of Rs38 crores orders booked in Q1 – to be reflected from Q2 onwards.

Australia Security Business:

- Revenues : Rs. 850 Crs in Q1 FY19 v/s Rs. 600 Crs in Q1 FY18
- Australia business grew 17% YoY on an organic basis – the highest growth rate in many years. The Australia business is growing at more than 5X Australia GDP growth
- MSS and SXP continue to drive synergies in client penetration and revenue maximization opportunities
- As on 30th June 2018, the Australia Security business employed 7,734 Billing (direct) employees, and SG&A (indirect) headcount of 312

Facility Management:

- Facilities Management : Rs. 200 Crs in Q1 FY19 v/s Rs. 154 Crs in Q1 FY18, a growth of 30% YoY
- Crossed the milestone of Rs. 200 cr quarterly revenue run rate for the FM segment in Q1
- Facility Management segment had a stellar quarter with sequential growth of 9.2% - this was on the back of continued focus on key niche segments and benefits of scale
- Facility Management EBITDA margins went up from 3.8% in Q1 FY18 to 6.3% in Q1 FY19
- As on 30th June 2018, the Facility Management business employed 44,669 Billing (direct) employees, and SG&A (indirect) headcount of 806
- Increasing number of Railways contracts getting firmed up.

Commenting on the performance, Mr. Rituraj Kishore Sinha, Group Managing Director said,

“SIS continues to develop in line with our vision to become the No. 1 company in Security, Cash Logistics and Facility Management – a unique services platform in its own right. Q1 FY19 results are a reflection of the robustness of our business model and disciplined execution of operations that stand out in our High Growth – High ROCE story. We are witnessing increasing benefits of scale that reflect in our PAT margin. Q1 order book gives strong visibility for rest of the year.”

About Security and Intelligence Services (India) Ltd. (SIS):

SIS is a market leader in all the 3 business segments of Security, Facility management & Cash Logistics services. SIS is the 2nd largest & fastest growing Security services company in India and the largest security services company in Australia. It is also the 4th largest Facility Management Services company in India. SIS is the 2nd largest Cash Logistics Service provider in India. The company strongly believes in technology and uses it to manage its manpower and improve employee productivity. SIS has the Largest trained manpower supply chain in India.

Safe harbor statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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