

**SIS reports stellar financial performance in Q3 & 9M FY18, announces interim dividend and creation of Rs1000 cr acquisition corpus**

- Consolidated Revenue for 9M FY18 is Rs. 4,241 Crs depicting a growth of 35% YoY
- Consolidated EBITDA for 9M FY18 is Rs. 225 Crs, growth of 48% YoY
- Consolidated Net Profit for 9M FY18 is Rs. 127 Crs, showing a growth of 145%

New Delhi, January 29, 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 31<sup>th</sup> December 2017.

**Key Consolidated Financials at a Glance:**

| Particulars (Rs Crs) | Q3 FY18 | Q3 FY17 | YoY% | 9M FY18 | 9M FY17 | YoY% |
|----------------------|---------|---------|------|---------|---------|------|
| Revenue              | 1,538   | 1,138   | 35%  | 4,241   | 3,149   | 35%  |
| EBITDA               | 84      | 60      | 41%  | 225     | 152     | 48%  |
| EBITDA Margins       | 5.5%    | 5.3%    |      | 5.3%    | 4.8%    |      |
| PAT                  | 46.5    | 21.8    | 113% | 127     | 51.8    | 145% |
| PAT Margins          | 3.0%    | 1.9%    |      | 3.0%    | 1.6%    |      |

• **Segmental Revenues are as follows:**

- **Security Services India:** Rs. 562 Crs in Q3 FY18 v/s Rs. 402 Crs in Q3 FY17 & Rs. 1,574 Crs for 9M FY18 v/s Rs. 1,137 Crs for 9M FY17
- **Security Services Australia:** Rs. 805 Crs in Q3 FY18 v/s Rs. 602 Crs in Q3 FY17 & Rs. 2,178 Crs for 9M FY18 v/s Rs. 1,754 Crs for 9M FY17
- **Facilities Management :** Rs. 171 Crs in Q3 FY18 v/s Rs. 133 Crs in Q3 FY17 & Rs. 489 Crs for 9M FY18 v/s Rs. 258 Crs for 9M FY17

- **Return Ratios:** Trailing 12month ROCE and RONW are 24.5% and 24.9% respectively.
- **Interim dividend** of Rs2/ share on the back of strong profitability and cash flows
- Company lining up a funding corpus of Rs1000 cr comprising internal accruals, new funding lines via NCDs, NBFC and senior secured funding.

#### **Business Updates:**

- **India Security Business:** As on 31<sup>st</sup> December, 2017, the India Security business employed 108,572 Billing (direct) employees, with SG&A (indirect) headcount of 2,273. Strong revenue run rate for the security business is laying a solid base for FY19.
- **Australia Security Business:** Acquisition of SXP to yield synergy benefits of upto AUD 1 mn over FY19 & FY20. As on 31<sup>st</sup> December, 2017, the Australia Security business employed 6,656 Billing (direct) employees, and SG&A (indirect) headcount of 293. The Australia business is growing at more than 5X Australia GDP growth.
- **Facility Management:** Focus on healthcare and pharma, MEP business and B2G business to continue. As on 31<sup>st</sup> December, 2017, the Facility Management business employed 41,609 Billing (direct) employees, and SG&A (indirect) headcount of 764.
- **Cash Logistics:** Expect introduction of Rs 200 notes to increase the number of trips and also one time ATM recalibration fees under negotiation. Minimum operating standards also being discussed by Ministry of Home Affairs.

**Commenting on the performance, Mr. Rituraj Kishore Sinha, Group Managing Director said, “I am pleased to report a solid Quarterly and Nine month overall business performance. EBITDA and PAT improvement is on track and we expect to close financial year 2018 with record growth and profitability. We have a strong run rate across all service segments, establishing a strong base for FY19, reinforcing the predictability of our business.**

We are continuously growing at 1.5X industry growth and thus gaining market share. We are confident of reaching our Target of becoming No 1 across Security Services, Facility Management Services and Cash Logistics due to strong organic growth coupled with robust M&A pipeline.”

**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 2<sup>nd</sup> largest & fastest growing Security services company in India and the largest security services company in Australia. It is also the 4<sup>th</sup> largest Facility Management Services company in India. SIS is the 2<sup>nd</sup> largest Cash Logistics Service providers 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.

**For further details please contact:**

| <b>Company:</b>                                                                                                 | <b>Investor Relations Advisors:</b>                                                                                                                                                                                                                      |
|-----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
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