

**With 25% YoY revenue growth and 90% YoY PAT growth, SIS reports standout results – Crosses 2000 quarterly revenue run rate**

- Consolidated Revenue for Q1 FY20 is Rs. 2,008 Crs, a growth of 24.6% YoY
- Consolidated EBITDA for Q1 FY20 is Rs. 125 Crs, growth of 67.5% YoY;
- Consolidated PAT for Q1 FY20 is Rs. 74.9 Crs, showing a growth of 89.6% on a YoY basis
- Sound returns ratios - RONW at 21% and ROCE at 20.6%

New Delhi, July 24th, 2019, 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 30th, 2019.

**Key Consolidated Financials at a Glance:**

<i>Rs. In crs</i>	<i>Q1 FY20</i>	<i>Q1 FY19</i>	<i>Y-o-Y</i>	<i>Q4 FY19</i>	<i>Q-o-Q</i>
<i>Revenue from operations</i>	2008.4	1611.4	24.6%	1954.9	2.7%
<i>EBITDA</i>	124.7	74.5	67.5%	114.8	8.7%
<i>EBITDA %</i>	6.2%	4.6%		5.9%	
<i>Profit after taxes</i>	74.9	39.5	89.7%	72.4	3.5%
<i>Profit after taxes %</i>	3.7%	2.5%		3.7%	

- **Return Ratios:** Trailing 12month ROCE and RONW are 20.6% and 21.0% respectively.

## **Business Updates:**

### ***India Security Business:***

- Revenues - Rs. 808.4 Crs in Q1 FY20 v/s Rs. 778.7 Crs in Q4 FY19 and Rs 565 cr in Q1FY19
  - This translates to a QoQ growth of 3.8% and YoY growth of 43.1%
  - Organic revenue growth is 1.6% QoQ and 22.2% YoY
- EBITDA - Rs. 53.0 Crs in Q1 FY20 v/s Rs. 49.4 Crs in Q4 FY19 and Rs 27.5 cr in Q1FY19
  - This translates to a QoQ growth of 7.5% and YoY growth of 93.1%
  - Margin has increased from 6.3% in Q4 FY19 to 6.6% in Q1 FY20
- The India security business also saw a strong quarter for new sales ending the quarter with a monthly revenue run rate of Rs272 cr
- This is also the first time that the revenues for the segment crossed Rs800 cr in quarter

### **International Security Business:**

- Revenues - Rs. 913.4 Crs in Q1 FY20 v/s Rs. 901.9 Crs in Q4 FY19 and Rs 849.7 cr in Q1FY19
  - This translates to a QoQ growth of 1.3% and YoY growth of 7.5%
- EBITDA - Rs. 53.7 Crs in Q1 FY20 v/s Rs. 46.5 Crs in Q4 FY19 and Rs 34.3 cr in Q1FY19
  - This translates to a QoQ growth of 15.3% and YoY growth of 56.3%
  - EBITDA Margin has increased from 5.2% in Q4 FY19 to 5.9% in Q1 FY20
- Strong margin uptick in international business reinforces the margin accretive potential of the recent international acquisitions in Singapore and New Zealand.
- Segment ended June with a monthly run rate of Rs300 cr.

### **Facility Management:**

- Revenues - Rs. 289.7 Crs in Q1 FY20 v/s Rs. 277.4 Crs in Q4 FY19 and Rs 200 cr in Q1FY19
  - This translates to a QoQ growth of 4.4% and YoY growth of 45.0%
- EBITDA - Rs. 18.1 Crs in Q1 FY20 v/s Rs. 19.3 Crs in Q4 FY19 and Rs12.7 cr in Q1FY19
  - This translates to a QoQ decline of -6.2% and YoY growth of 42.9%

- EBITDA Margin has declined from 7.0% in Q4 FY19 to 6.2% in Q1FY20, which is similar to the margins in Q1FY19
- Margins have reverted to a more sustainable level after a strong increase in FY19 in DTSS (on the back of high MW increases in Karnataka in 2019)
- The segment also ended the quarter with a monthly run rate of Rs101 cr which is a landmark in the evolution of our FM business as we look to become No. 1 in the sector as a part of our Vision 2020 plan.

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

“SIS has demonstrated enormous resilience in a challenging macro-economic environment. We have crossed 2000 cr revenues during the quarter and the 9-quarter revenue CAGR of 6.2% re-inforces the predictability that underlines our business model. The sectors we are in are less prone to turbulence and that stands us in good stead in these times. We ended the quarter with a monthly run rate of Rs670 cr and we are comfortably placed for achieving our growth targets.

With a stable government being re-elected, labour reforms are high on the agenda and two important bills have been introduced in the Parliament and more are on the anvil. We believe that these reforms are important steps in the road to formalization as it will minimize leakages and also enhance wages and working conditions. SIS will be a direct beneficiary of these changes as and when they are rolled out as we aim to significantly enhance our market share over the next few years.”

**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 2<sup>nd</sup> largest Facility Management Services company in India. SIS is the 2<sup>nd</sup> largest Cash Logistics Service provider in India. The company strongly believes in technology and leverages and deploys innovative tools 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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