

Security and Intelligence Services (India) Ltd. reports financial results for Q2 & H1 FY18

- Consolidated Revenue for H1 FY18 at Rs. 2703 Crs, growth of 34.4% YoY
- Consolidated EBITDA for H1 FY18 at Rs. 141 Crs, growth of 52.7% YoY
- Consolidated Net Profit after Tax for H1 FY18 at Rs. 81 Crs, growth of 170.7% YoY
- Earnings Per Share at Rs11.6 for H1FY18 showing growth of 159% over H1FY17

New Delhi, November 22, 2017: 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 and half year ended 30th September, 2017.

Key Consolidated Financials at a Glance:

Particulars (Rs Crs)	Q2 FY18	Q2 FY17	YoY%	H1 FY18	H1 FY17	YoY%
Revenue	1,460	1,076	35.7%	2,703	2012	34.4%
EBITDA	74	49	51.3%	141	92	52.7%
EBITDA Margins	5.1%	4.6%		5.2%	4.6%	
PAT	59	14	318.4%	81	30	170.7%
PAT Margins	4.0%	1.3%		3.0%	1.5%	

- **Segmental Revenues are as follows:**
 - **Security Services India:** Rs. 523 Crs in Q2 FY18 v/s Rs. 398 Crs in Q2 FY17 & Rs. 1,012 Crs for H1 FY18 v/s Rs. 735 Crs for H1 FY17
 - **Security Services Australia:** Rs. 773 Crs in Q2 FY18 v/s Rs. 590 Crs in Q2 FY17 & Rs. 1,373 Crs for H1 FY18 v/s Rs. 1,152 Crs for H1 FY17
 - **Facility Management:** Rs.164 Crs in Q2 FY18 v/s Rs. 96 Crs in Q2 FY17 & Rs. 318 Crs for H1 FY18 v/s Rs. 125 Crs for H1 FY17
- **Return Ratios** - H1FY18 ROCE and RONW stand at 28.3% and 27.5% respectively.

- **Billing to Non-Billing Employee Ratio** stands at 37 times

Business Updates:

- **India Security Business:** As on September 30, 2017, the India security business employs 102,839 billing (direct) employees during the quarter, and SG&A (indirect) headcount of 2,195.
- **Australia Security Business:** Acquisition of SXP helped boost the financial performance during the quarter and also added a wider bouquet of offerings in Australia. As on September 30, 2017, in Australia, SIS employs 6,639 direct employees with a SG&A (indirect) headcount of 295.
- **FMS:** We increased stake in **Dusters Total Solutions Pvt. Ltd. (DTSS)** from 78.72% to 85.92% as per agreements. As on September 30, 2017, the facility management business employs 39,389 direct employees during the quarter, and SG&A (indirect) headcount of 629.
- **Cash Logistics:** Improvement in financial performance was outcome of a conscious ATM portfolio rationalization decision and elimination of costs associated with such contracts

Commenting on the performance, Mr. Rituraj Kishore Sinha, Group Managing Director said, “I am pleased to report that all businesses of the SIS Group reported strong growth in revenues and profits for H1FY18. The ROCE and RONW ratios also show significant improvement thereby reinforcing our financial discipline. We continue to consolidate and improve on our market position across all businesses. “

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

SIS is a market leader in the three business segments of Security, Facility management & Cash Logistics services which are together estimated to be over \$25 Bn in market size by 2020. 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 providers in India. The company adopts technology as a key differentiator and uses it across all areas from recruitment, operations, sales and performance monitoring to improve productivity.

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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