

Highest ever quarterly Revenue of Rs. 2,904 Cr.
EBITDA of Rs. 126 Cr., up 15.1% QoQ
RoE at 17%

New Delhi, February 02, 2023, SIS Ltd. (NSE: SIS, BSE: 540673), announced its Unaudited Financial Results for the quarter ended December 31st, 2022.

Key Consolidated Financials at a Glance:

<i>Rs. In crs</i>	<i>Q3 FY23</i>	<i>Q3 FY22</i>	<i>Y-o-Y</i>	<i>Q2 FY23</i>	<i>Q-o-Q</i>
<i>Revenue from operations</i>	2,904.3	2,600.8	11.7%	2,767.7	4.9%
<i>EBITDA</i>	126.4	129.7	-2.6%	109.8	15.1%
<i>EBITDA %</i>	4.4%	5.0%		4.0%	
<i>Profit after taxes</i>	103.4	100.6	2.7%	67.4	53.4%
<i>Profit after taxes %</i>	3.6%	3.9%		2.4%	
<i>Operating PAT</i>	106.8	76.4	39.9%	65.6	62.9%
<i>Operating PAT %</i>	3.7%	2.9%		2.4%	

- **Segmental Revenues are as follows:**

- **Security Solutions India:** Rs. 1,203 Cr. in Q3FY23 vs Rs 995 Cr. in Q3FY22 and Rs. 1,058 Crs in Q2FY23
- **Security Solutions International:** Rs. 1,219 Cr. in Q3FY23 vs Rs 1,245 Cr. in Q3FY22 and Rs. 1,161 Cr. in Q2FY23

- **Facilities Management:** Rs. 497 Cr. in Q3FY23 vs Rs 368 Cr. in Q3FY22 and Rs. 471 Cr. in Q2FY23
- **Return Ratios:** ROE (based on proforma trailing 12 months PAT) is 16.7%, our strong return ratios continue.
- **Cash Conversion** - OCF/EBITDA on a consolidated basis was 1.1% for the quarter, in spite of strong revenue growth.

Business Updates:

- **India Security Solutions:** The India security business continued the growth momentum with 4.6% QoQ and 21.0% YoY growth in revenues and reached Rs. 1,203 Cr. Major wins during the quarter came from Financial, Retail, Healthcare and Education segments. EBITDA margin continues to improve to 4.9% in Q3 FY23 from 4.4% in Q2 FY23 driven by our sharp execution and strong focus on profit improvement initiatives.
- **International Security Solutions:** The International business recorded a revenue of Rs. 1,219 Cr. which is a 5.0% QoQ growth (6.1% in constant currency) and a -2.2% YoY decline. EBITDA margins in Security Solutions – International business are tracking back at 4.0% in Q3 FY23 from 3.3% in Q2 FY23. Continued catch-up of the price revisions based on wage increments which took place in the previous quarter, led to margin recovery.
- **Facility Management Solutions:** The Facility Management segment continued its growth momentum with 5.5% revenue growth over Q2 FY23 and 35.2% over Q3 FY22, reaching revenues of Rs 497 Cr. for the quarter. Major wins during the quarter came from Healthcare, Education and retail segments. The EBITDA margin was 4.0% in Q3 FY23, which declined from 4.4% in Q2 FY23 due to certain exceptional items.
- **Cash Logistics Solutions:** The Cash Logistics segment continues its strong revenue growth with 11.5% growth over previous quarter and 51.7% growth over Q3 FY22 driven by new

wins in Door-step banking and ATM business. The EBITDA margins for the quarter was 15.2%, an 85.6% increase over the same quarter previous year.

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

“We are happy to report that margins have increased this quarter, with consolidated EBITDA margins increasing from 4.0% in Q2FY23 to 4.4% in Q3FY23. We continue to focus on revenue growth and profit improvement initiatives.”

About SIS Limited (SIS):

SIS is a US\$ 1.3 Bn, Indian Multinational and Essential services Market Leader in India, with over 2,70,000 employees. SIS is amongst the Top 10 private sector employers with over 400 offices across 650 districts. SIS is #1 in Security Solutions, #2 in Facility Management and #2 in Cash Logistics segments in India. It is also the largest Security Solutions company in Australia.

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:

Company:

SIS Limited

CIN: U75230BR1985PLC002083

Mr. Bharat Bakhshi

Email: investorrelations@sisindia.com