

Date: April 12, 2023

National Stock Exchange of India Limited
Exchange Plaza
C-1, Block G, Bandra Kurla Complex,
Bandra (E), Mumbai-400051

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai-400001

Company Symbol: SIS

Company Code: 540673

Dear Sir/Madam,

**Sub.: Presentation and audio recording – Security Solutions International session -
Confluence event 2023**

**Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements)
Regulations, 2015**

In continuation to our intimation letter dated March 17, 2023, we have enclosed the presentation made during the virtual session of Security Solutions International in confluence event 2023 held on April 11, 2023.

In addition, we have also uploaded an audio recording of the event and the presentation on the Company's website at <https://sisindia.com/investor-information/>.

Kindly take note of the same.

Thanking you.

For **SIS Limited**

Pushpalatha K
Company Secretary

SIS Limited

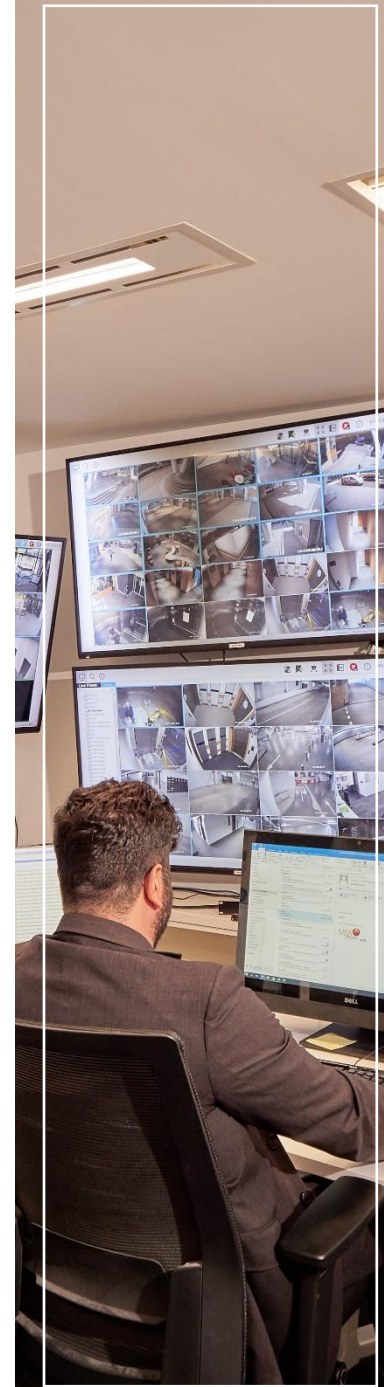
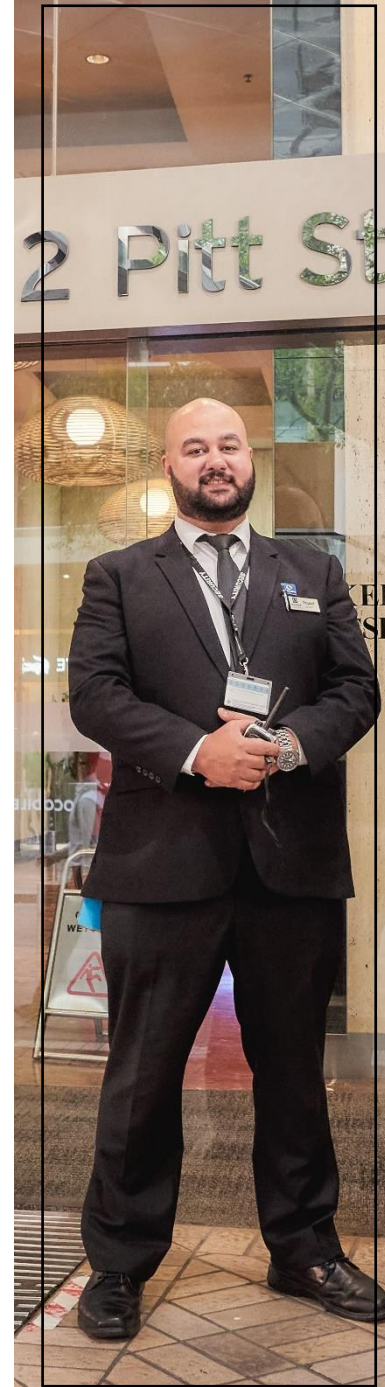
Great Place To Work®
Certified
APR 2022-MAR 2023
INDIA

SIS A Market Leader in Security, Cash Logistics & Facility Management
Group Enterprises

SIS Ltd.

Security Solutions International
SIS Confluence 2023

11th April 2023



Certain words and statements in this communication concerning SIS Limited (“the Company”) and its prospects, and other statements relating to the Company’s expected financial position, business strategy, the future development of the Company’s operations and the general economy of India & global markets, are forward looking statements.

Such statements involve known and unknown risks, uncertainties and other factors, which may cause actual results, performance or achievements of the Company, or industry results, to differ materially from those expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which the Company will operate in the future.

Factors that are crucial and have the potential to cause a significant difference between the actual results, performance, or achievements and the forward-looking statements may include various factors such as changes in Government policies or regulations of India, particularly in relation to the administration of the Company’s industry, as well as changes in the overall economic, business, and credit conditions in India.

The information contained in this presentation is only current as of its date and has not been independently verified. No express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in this presentation. The Company, its affiliates, advisers, or representatives do not assume any responsibility or liability for any loss, in any way, caused by any information presented or included in this presentation. Please note that the past performance of the Company is not, and should not be considered as, indicative of future results. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.

The Company reserves the right to revise or modify the contents of this presentation without any obligation to inform anyone of such changes. Persons should consult their own financial or tax adviser if in doubt about the treatment of the transaction for themselves.

These materials are confidential, are being given solely for you information and for you use, and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions.

Disclaimer

Today's Speaker



R S Murali Krishna

President, SIS Intl

Murali Krishna, has over two decades of experience in areas of advisory, turnarounds, strategy planning, project management, M&A and fund-raising initiatives.

He joined SIS Group Enterprises in 2017. However, his association with SIS dates back to 2006 when he played a crucial role in raising the initial private equity fund and acquiring Chubb operations in Australia, among others.

Before joining SIS, Murali worked at Ernst & Young LLP, specializing in transactions and advisories, particularly in the services sector, where he was recognized as one of the experts in the Security and FM space.

While at SIS, he was responsible for acquiring several bolt-on companies such as SXP, P4G, Henderson, SDS, and others, as well as raising a syndicated debt facility of A\$200m in Australia.

Murali is a Chartered Accountant and an alumnus of the Indian School of Business in Hyderabad.

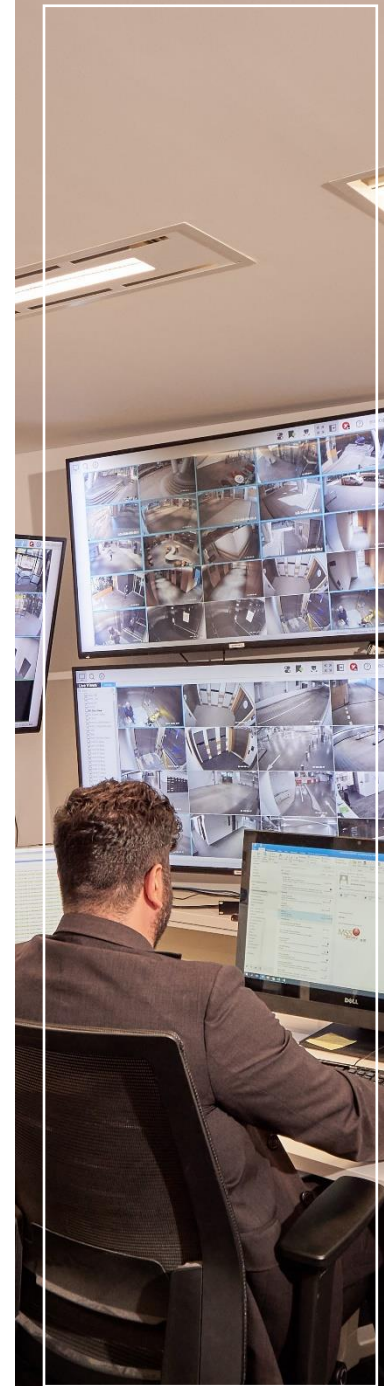
Great Place To Work®
Certified
APR 2022-MAR 2023
INDIA

SIS A Market Leader in Security, Cash Logistics & Facility Management
Group Enterprises

SIS Ltd.

Security Solutions International
SIS Confluence 2023

11th April 2023





Our Positioning

Leadership position

in

Pure play **security & safety** services

in the

APAC region

focusing on

regulated markets

and generating

consistent profitable growth

SIS International today



Among top 3 in
Singapore



#1 Security services
provider in Australia



Among top 3
players in NZ



Presence in
3
Countries

Delivering thru
6
main brands

A\$0.9b
revenues

Supporting
5,300+
Customers

Delivered
1,400+
Sites

8,300+
Employees

6.3%
Revenue from
Solutions

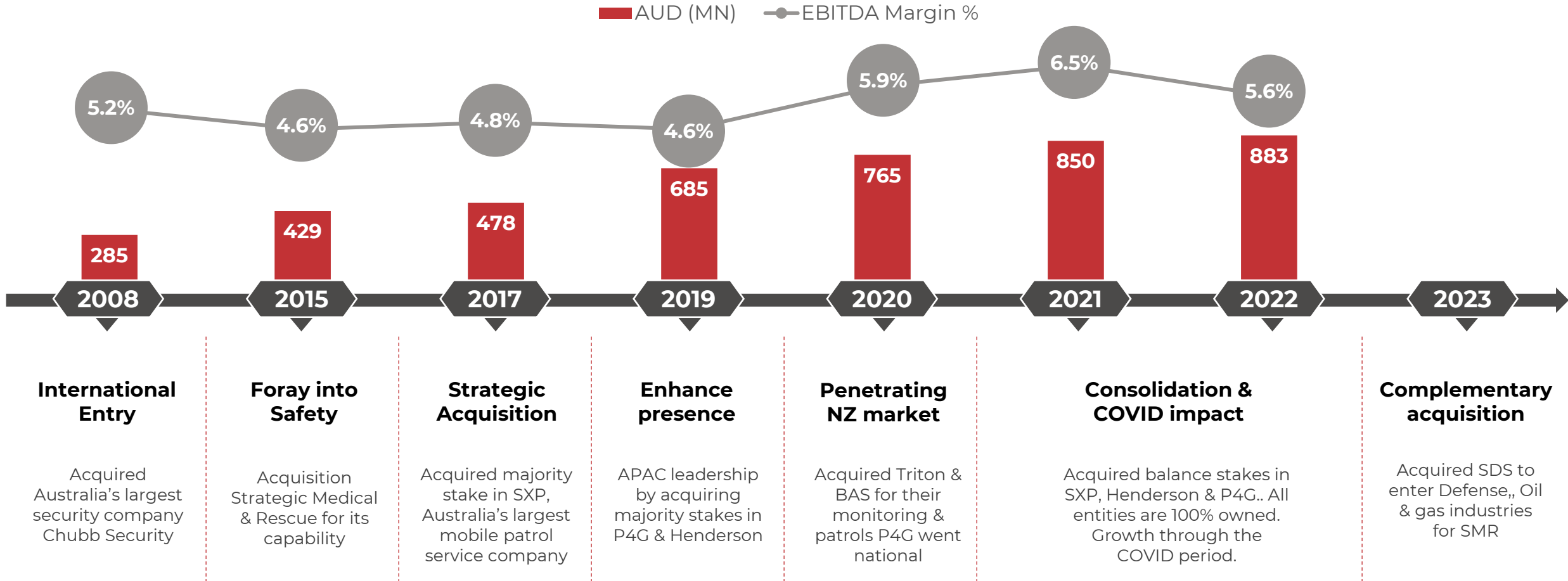
Serving thru
43
Branches

Retention of
94%
clients

Extensive range of security & safety services



Evolution & Growth



SIS International has demonstrated impressive growth, nearly doubling since 2017, despite a modest YoY GDP growth rate of only 3.2% in Australia

Clients

Aviation



Entertainment/Events



BFSI/IT



Education



Energy & Resources



Government & Defence



Healthcare



Commerce/Industrial



Others



Retail



Business Model

Deploy based Model



- Billing based on manpower attendance / Roster & other costs
- Constitutes a larger base of customers

Outcome Based Model



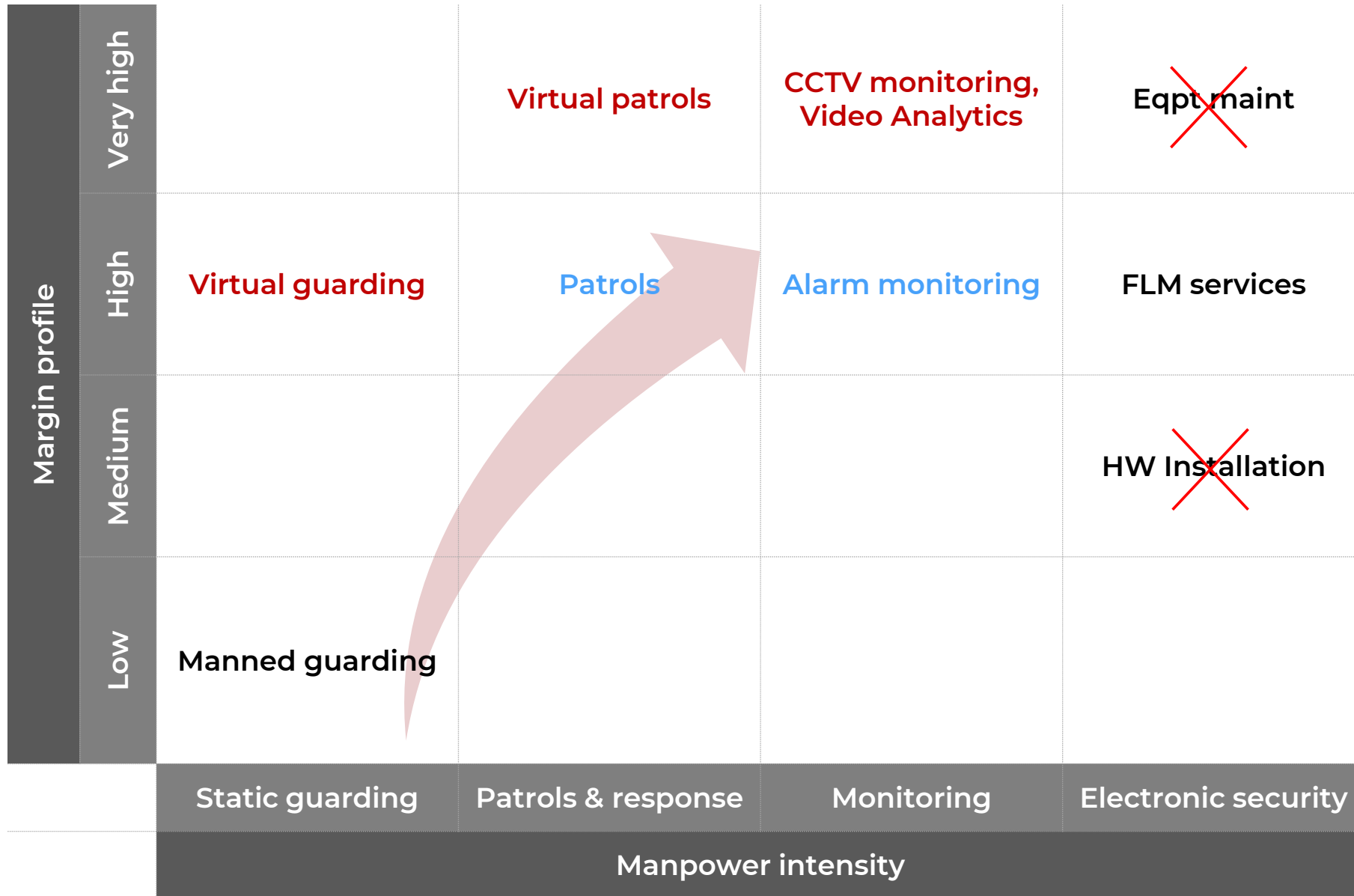
- Pricing based on mutually agreed outcomes (SLA)
- No dependence on manpower, based on area of the site
- Freedom on provider to gauge the manpower requirement and submit tender accordingly

Fixed Price Model



- Monthly fixed fee – Patrols & Monitoring
- High upfront costs, stickiness of customer important
- Customer servicing plays an important role

Profitable growth



Strong suite of front-end technology solutions

Drones & Counter drone solutions



Body worn cameras



Virtual Patrols



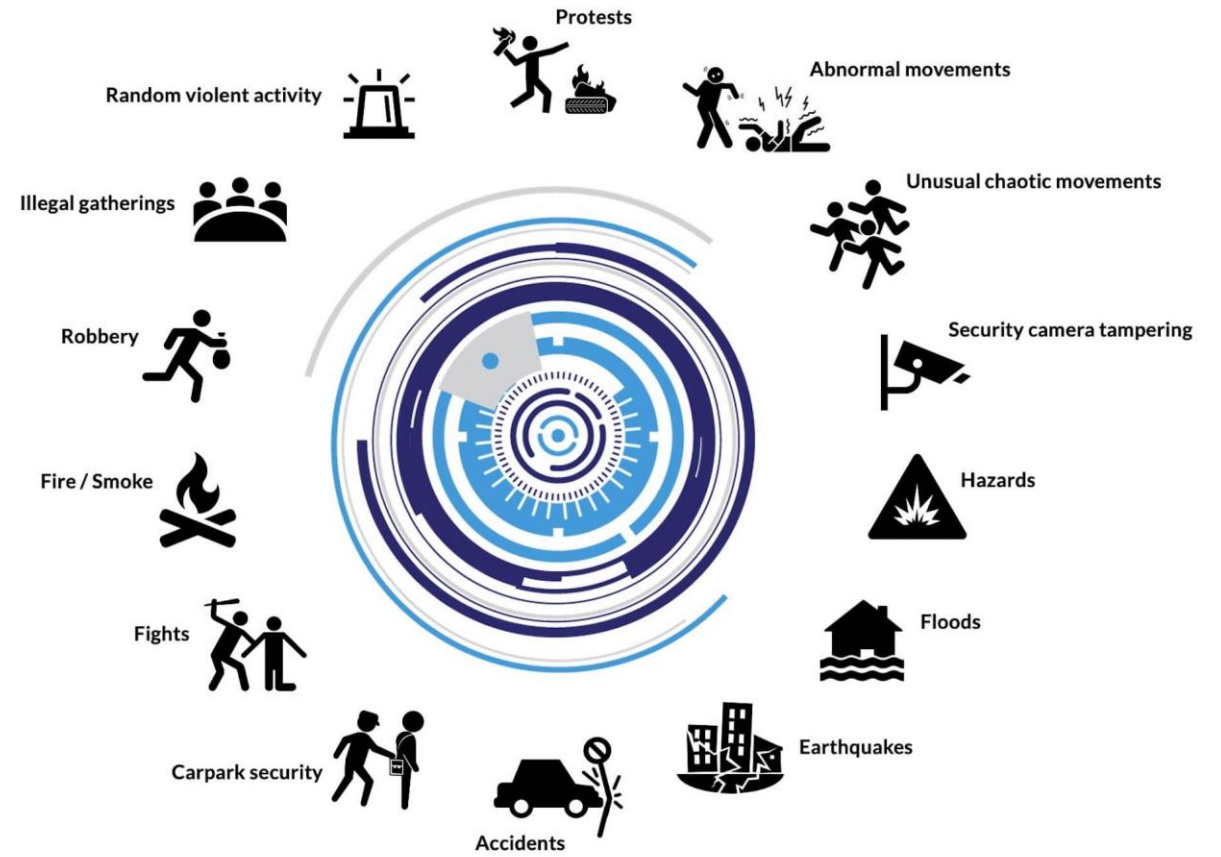
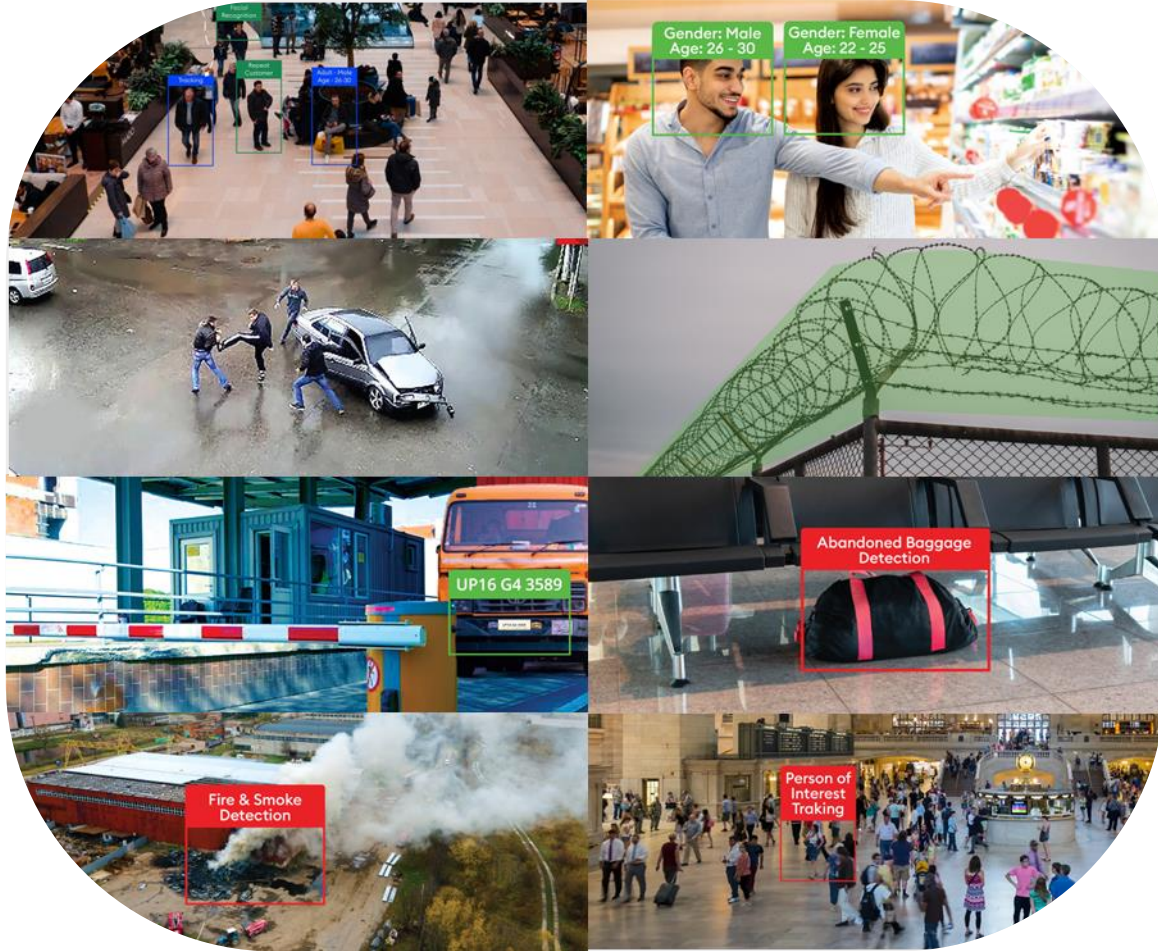
Virtual guarding



Thermal Radar / CCTV



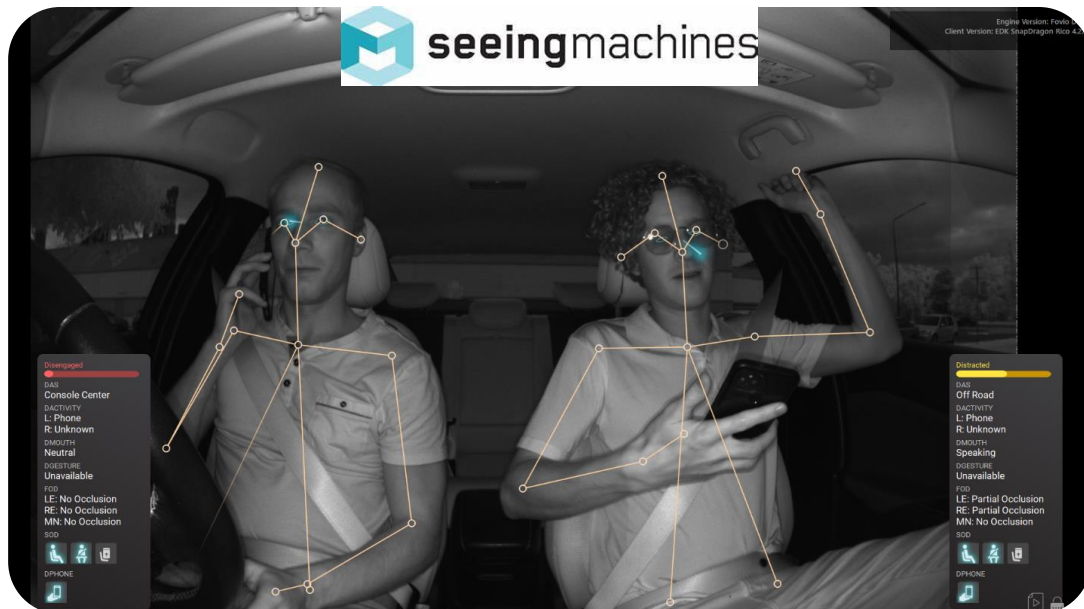
AI enabled analytical capability



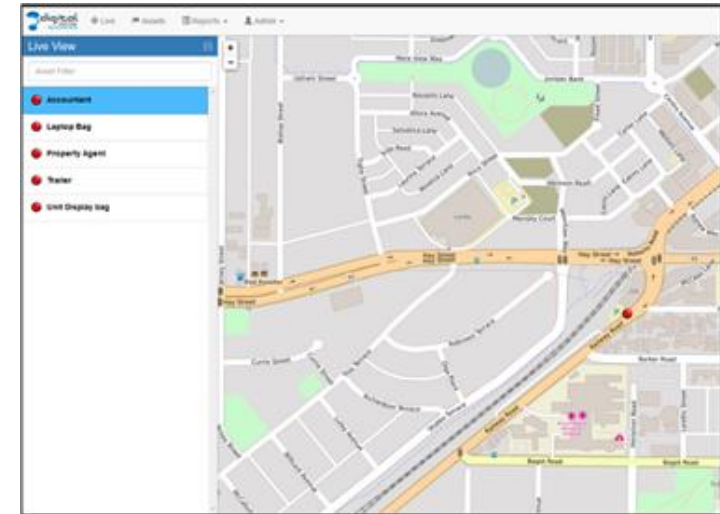
Tech capabilities for safe & efficient operations



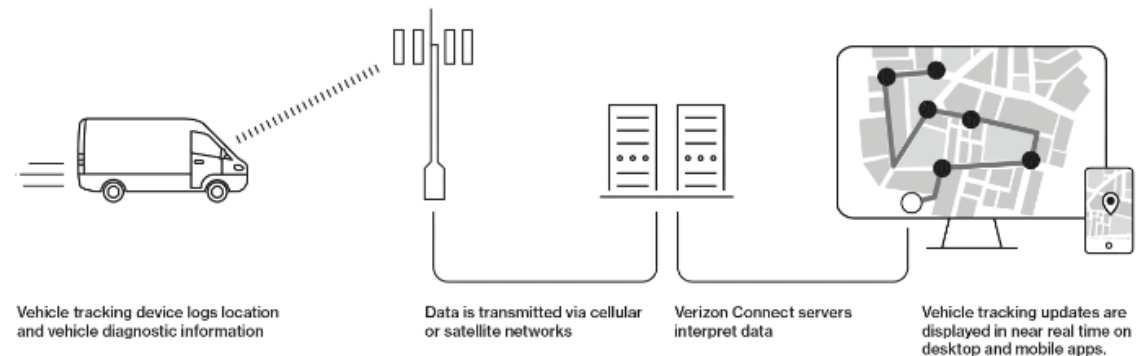
Driver monitoring system



Route optimization



Verizon Telematics



Tech capabilities for delivering operational excellence

AVCRM



- AVCRM – Paperless Airport Compliance
- Screener Performance

IOPS
Adding Intelligence to Operations

Proof of service

workforce
SOFTWARE

Workforce Rostering

SORHEA

**Perimeter intrusion
detection system**



daelibs

**Autonomous workforce,
task and incident
management system**



**Governance, Risk &
Compliance
Management Software**

Growth Strategies

Solutions & Alternate Proposals

- Bundling of physical guarding and products
- Tailor made solutions along with standardized products



Acquisitions

- Acquisitions – Security Business
- Contract purchases



Focused Expansion in specific segments

- Monitoring in AUS
- Patrols in AUS and SIN
- SMR > \$100m



Leadership at SIS International

SIS International Governing Board



Rituraj Sinha,
Group MD, SIS Group



Uday Singh,
Chairman SIS International
Business



Mike McKinnon,
Vice Chairman SIS
International Business



RS Murali Krishna,
President SIS International



Patrick Bourke
Vice Chairman SIS
International Business



Devesh Desai,
Group CFO



GEOFF ALCOCK,
MD



DAVID MEDHURST,
MD



TOM CLARK,
MD

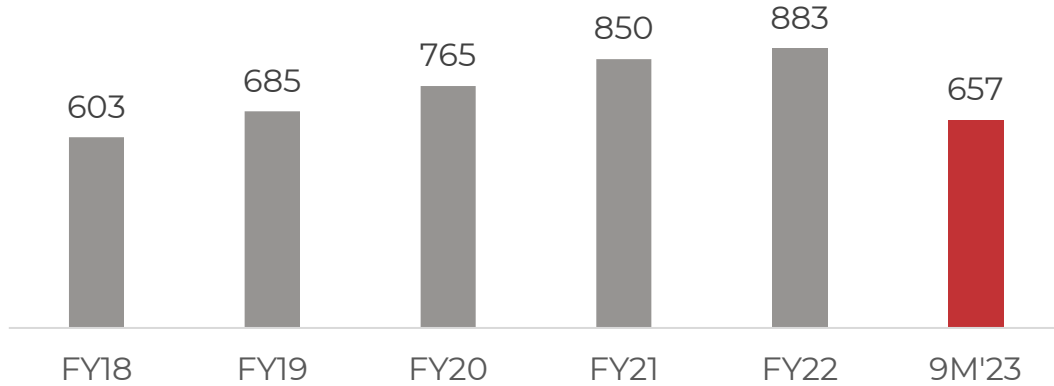


DANIEL CHOW,
MD

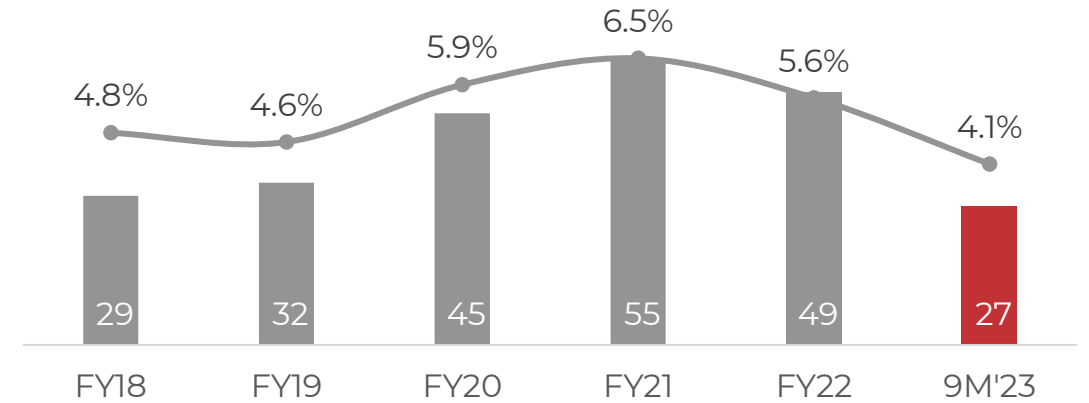


Key financial metrics

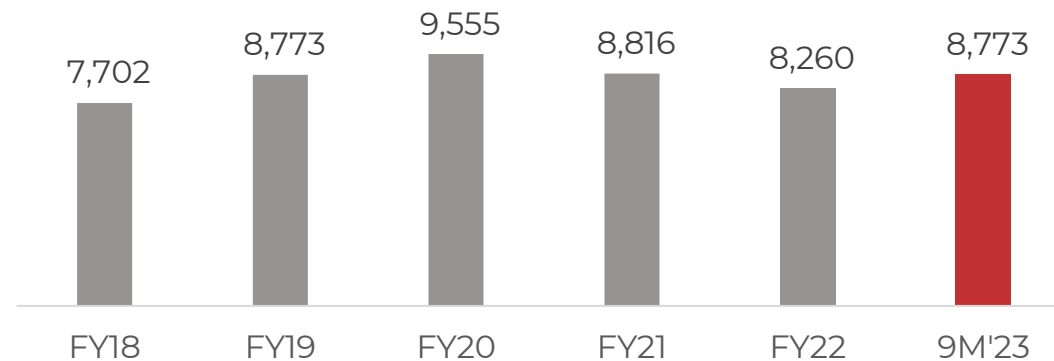
Revenue (AUD Mn)










EBITDA (AUD Mn) — Margin (%)



Employee count (#)



Summary

| | |
|---|---|
| Fundamentally a solid, stable business |  |
| Strong cash flows |  |
| Great hedge, as illustrated in COVID |  |
| Strong tech capabilities |  |
| Solution & product approach |  |
| Billion-dollar international platform |  |
| Back to Pre-covid levels of profitability |  |

Q&A



Thank You

Bharat Bakhshi (President - M&A, IR and Ventures)

Shweta Jain (Associate Vice President – M&A & IR)

SIS Ltd.

Email: investorrelations@sisindia.com

Mayank Vaswani / Devrishi Singh

CDR India

Tel: + 91 98209 40953 / +91 98205 30918

Email: mayank@cdr-india.com

devrishi@cdr-india.com