

FY23 Revenue of Rs. 11,346 cr., up 12.8% YoY

FY23 PAT of Rs. 347 cr., up 6.3% YoY

RoE for FY23 was 16%

SIS is now India's #1 FM solutions company

New Delhi, May 03, 2023, SIS Ltd. (NSE: SIS, BSE: 540673), announced its Unaudited Financial Results for the quarter and year ended March 31st, 2023.

Key Consolidated Financials at a Glance:

<i>Rs. In crs</i>	<i>Q4 FY23</i>	<i>Q4 FY22</i>	<i>Y-o-Y</i>	<i>FY23</i>	<i>FY22</i>	<i>Y-o-Y</i>
<i>Revenue from operations</i>	2,995.7	2,648.0	13.1%	11,345.8	10,059.1	12.8%
<i>EBITDA</i>	134.8	124.4	8.3%	491.6	498.5	-1.4%
<i>EBITDA %</i>	4.5%	4.7%		4.3%	5.0%	
<i>Profit after taxes</i>	93.1	97.4	-4.4%	346.5	325.9	6.3%
<i>Profit after taxes %</i>	3.1%	3.7%		3.1%	3.2%	

• **Segmental revenues are as follows:**

- **Security Solutions India:** Rs. 1,215 cr. in Q4FY23 vs Rs 1,037 cr. in Q4FY22 and Rs. 1,203 cr. in Q3FY23
- **Security Solutions International:** Rs. 1,290 cr. in Q4FY23 vs Rs 1,237 cr. in Q4FY22 and Rs. 1,219 cr. in Q3FY23
- **Facility Management Solutions:** Rs. 504 cr. in Q4FY23 vs Rs 386 cr. in Q4FY22 and Rs. 497 cr. in Q3FY23

- **Return Ratios:** ROE of FY23 was 15.7%; our strong return ratios continue.

- **Cash Conversion** - OCF/EBITDA on a consolidated basis was 144.2% for the quarter, a direct result of strong working capital management.

Business Updates:

- **Security Solutions India:** The Security Solutions India business continued its growth momentum with 1.0% QoQ and 17.2% YoY growth in revenues for the quarter and reached Rs. 1,215 Cr. Major wins during the quarter came from the Financial, Manufacturing, Transportation, and Education segments. EBITDA margin continues to improve to 5.0% in Q4 FY23 up from 4.9% in Q3 FY23 and a significant improvement from Q4 FY22 EBITDA margin of 3.8%. Our Alarm monitoring and Response company, VProtect, is now servicing over 14,000 connections.
- **Security Solutions International:** The Security Solutions International business recorded a revenue of Rs. 1,290 Cr. which is a 5.8% QoQ growth (1.5% in constant currency) and a 4.4% YoY growth for the quarter. EBITDA margins in Security Solutions – International business remained stable at 4.0% in Q4 FY23 compared to Q3 FY23. The YoY growth was achieved in spite of the one-time COVID related contracts falling off this year.
- **Facility Management Solutions:** The Facility Management Solutions segment continued its growth momentum with 1.3% revenue growth QoQ and 30.6% growth YoY for the quarter, reaching revenues of Rs 504 Cr. for the quarter. Major wins during the quarter came from Healthcare, Manufacturing, IT and Transportation segments. The EBITDA margin was 4.4% in Q4 FY23, up from 4.0% in Q3 FY23, driven by focused execution of margin improvement initiatives.
- **Cash Logistics Solutions:** The Cash Logistics segment continues its strong revenue growth with 4.3% growth QoQ and 20.6% growth YoY for the quarter, driven by new wins in Door-step banking and CIT business. The Q4 FY23 EBITDA was Rs. 24.3 cr., an increase of 85.6% YoY. Q4 FY23 EBITDA margin was 15.2%. The quarterly revenue run rate has almost

doubled and EBITDA has quadrupled since Q1 FY21, with Q4 FY23 EBITDA at INR 24.3 cr., illustrating the quality of revenue growth and execution excellence with international best practices.

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

“Growth is back which is reflected in the Revenue, coupled with steady QoQ improvement in margins over the last couple of quarters. Consistent growth momentum would enable us to continue adding to our immense scale. With Rs. 175 cr. monthly revenue in FM, SIS is now also India’s # 1 FM company.”

About SIS Limited (SIS):

SIS is a US\$ 1.3 Bn, Indian Multinational and Essential services Market Leader in India, with over 2,80,000 employees. SIS is amongst the Top 10 private sector employers with over 400 offices across 650 districts. SIS is #1 in Security Solutions, #1 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.

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