



# Q4 FY25 EARNINGS UPDATE

01 May 2025

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## Q4 FY25

Revenue  
₹3,427.9 cr.



9.3% Y-o-Y

EBITDA  
₹164.8 cr.



10.1% Y-o-Y

Operating PAT  
₹82.5 cr.



52.9% Y-o-Y



***"SIS achieves its highest ever quarterly revenue and EBITDA in Q4-FY25. EBITDA Margin % continues to improve. Cash conversion remains robust with further improvement in DSO and a significant reduction in Net Debt/EBITDA"***

**Rituraj Sinha**  
Group Managing Director

**SIS achieves its highest-ever quarterly EBITDA in Q4 FY25 at INR 165 cr.**

SIS is forging ahead on its growth trajectory in FY25 and achieved a revenue of INR 3,427.9 cr. in Q4 FY25, with a growth of 9.3% y-o-y and 1.9% q-o-q, and an EBITDA of INR 164.8 cr., 10.1% y-o-y and 5.1% q-o-q, with robust performance across segments.

**Net Debt is down by INR 461 cr. from March '24 → Lowest since June '21. Net Debt EBITDA at 0.71 down from 1.52 in March '24**

The DSO for the group improved to 65 days at the end of Q4 FY25 from 69 days at the end of Q3 FY25 and 70 days at the end of Q4 FY24. This is the lowest since June '23. DSOs for Security Solutions - India significantly improved down to 68 days (similar to March '22 levels).

**Growth bounce back in SIS International: ~AUD 180 mn net new wins in FY25 → Over 4x the average of last 5 years**

SIS International reported the highest ever new order wins in FY25 of AUD 180 mn per annum. MSS secured AUD 160 mn. worth of new contracts across the Department of Defence, Sydney Trains, Canberra Airport, and Google Data Centers. The average new sales of last five years for SIS International has been ~AUD 30 mn. - AUD 40 mn.

**Fourth buyback under process. With this SIS would have returned INR 500 cr. to shareholders since listing**

We returned INR 80 cr. via dividends through FY18 to FY21 and have completed 3 buybacks worth INR 270 cr. since FY22.

**Cash JV – DRHP filed.**

SIS-Prosegur, our Cash JV, operating in the Cash Logistics Solutions segment, has filed its Draft Red Herring prospectus (DRHP) with SEBI for its IPO. The funds raised through the sale of shares will help SIS Limited reduce its debt further.

**INR 306 cr. goodwill impairment. Operating PAT at INR 318 cr. for FY25**

We acquired Henderson, SLV and Uniq in 2019. The acquisitions were based on an earnout linked to an expected business plan and the goodwill was accordingly recorded. Due to Covid, the projections were impacted and payout was lower than the liability recognized at the time of acquisition. As a result, we have decided to impair the excess goodwill, for Henderson, SLV, Uniq, and ADIS, to bring it back to its fair value resulting in a write-off of INR 305.8 cr. Detailed note enclosed.





**Goodwill:** The amount by which the purchase price for a business > the fair value attributed to its net assets at date of acquisition.

Goodwill is



- **allocated** to cash generating units
- **tested** annually for impairment when carrying amount may not be recoverable (carrying amount more than recoverable amount)
- **carried** at cost less accumulated impairment losses

- Henderson, SLV and Uniq were acquired in FY19, based on an earnout linked to an expected business projections. The goodwill recorded in the books was as per the respective projections.
- These projections had not factored COVID, which significantly impacted the actual growth and business performance. In line with lower performance, the payout for the transaction was also adjusted down. COVID resulted in a gap, not just, between the business plan and actual result, but also, in the estimated liability recognized at the time of acquisition.
- Management has been annually testing the goodwill for each SBU for impairment. Basis the outcome of the assessment, management has decided to impair the excess goodwill on the books to adjust to its fair value in line with the actual performance and actual payout made for the asset.
- During Q4'FY25, we have impaired the goodwill for Henderson, SLV, Uniq and ADIS for a sum of **INR 305.8 cr.**

Goodwill (₹ cr.)	Henderson	SLV	Uniq	ADIS
Goodwill recognised at acquisition	536.4	141.2	63.7	0.4
Impairment till FY24	341.8	-	-	-
<b>Impairment in FY25</b>	<b>194.5</b>	<b>65.3</b>	<b>45.5</b>	<b>0.4</b>
Goodwill post Impairment	-	75.9	18.2	-

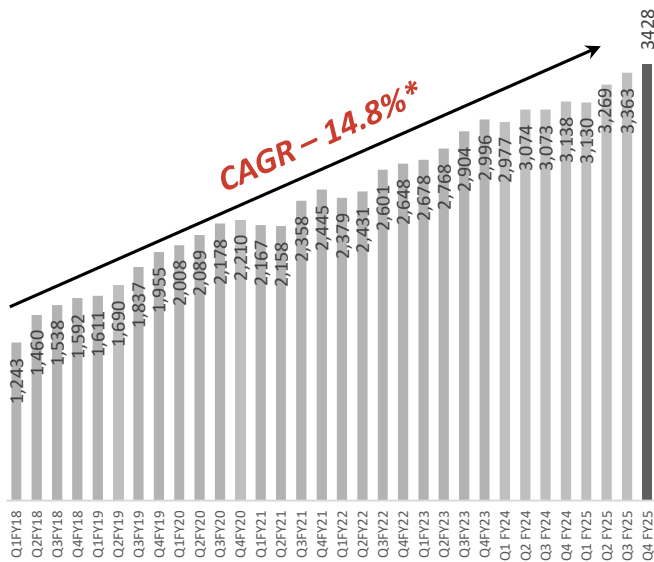
This is a **non-cash accounting adjustment**, and there is **no impact on Cash Flows**. Operating PAT for FY25 remains at INR 318 cr. FCF for FY25 stands at INR 602 cr.





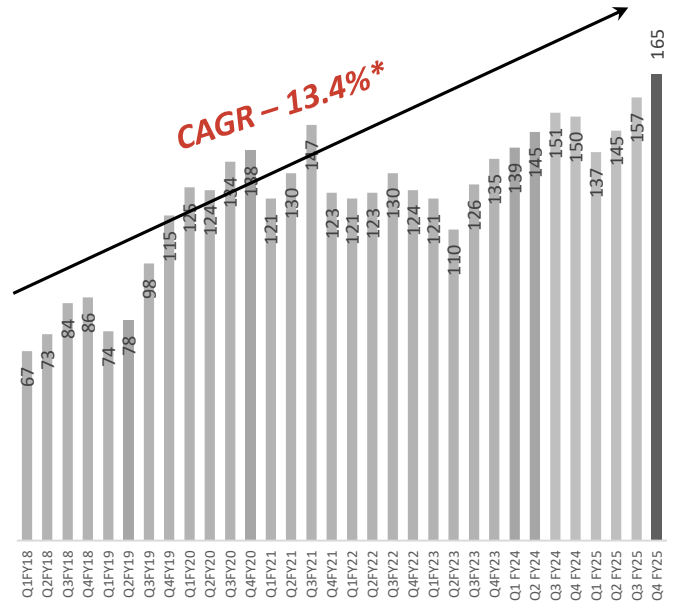
## Quarterly Trend (₹ cr.)

### Revenue

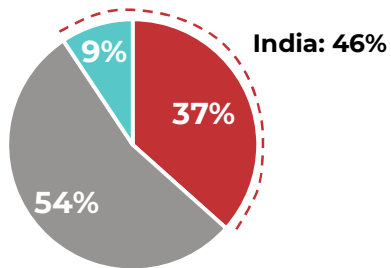


\*FY17-25 CAGR%

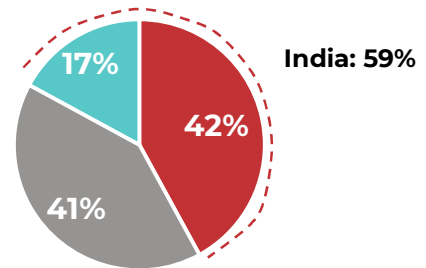
### EBITDA



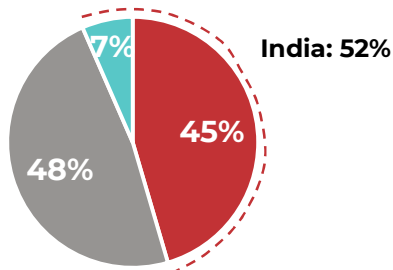
### FY17 Revenue Contribution



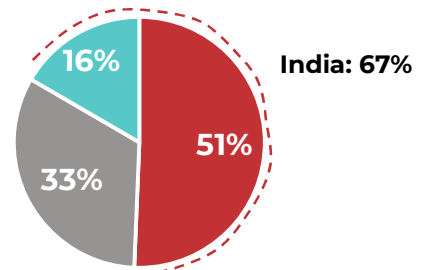
### FY25 Revenue Contribution



### FY17 EBITDA Contribution



### FY25 EBITDA Contribution



■ Security Solutions - India  
■ Security Solutions - International  
■ Facility Management Solutions



Particulars (In ₹cr.)	Quarterly Numbers		Change %	12M Numbers		Change %
	Q4 FY25	Q4 FY24	Q4 FY25 vs Q4 FY24	FY25	FY24	FY25 vs FY24
<b>Revenue</b>	<b>3,427.9</b>	<b>3,137.6</b>	<b>9.3%</b>	<b>13,189.0</b>	<b>12,261.4</b>	<b>7.6%</b>
<b>EBITDA</b>	<b>164.8</b>	<b>149.6</b>	<b>10.1%</b>	<b>603.70</b>	<b>584.5</b>	<b>3.3%</b>
<b>EBITDA Margin%</b>	<b>4.8%</b>	<b>4.8%</b>		<b>4.6%</b>	<b>4.8%</b>	
Depreciation	38.6	48.2	-19.9%	163.9	163.6	0.2%
Finance Costs	37.6	40.3	-6.6%	160.6	148.2	8.4%
Other income & share of profit/(loss) in associates	22.8	22.2	3.1%	93.9	67.6	39.0%
Earnings Before Taxes	<b>111.4</b>	<b>83.3</b>	<b>33.7%</b>	<b>373.1</b>	<b>340.3</b>	<b>9.6%</b>
Less: Acquisition-related costs / (income)						
– Depreciation & Amortization	-0.2	0.5		-0.1	2.8	
<b>Earnings Before Taxes (Operating)</b>	<b>111.6</b>	<b>82.9</b>	<b>34.7%</b>	<b>373.2</b>	<b>337.5</b>	<b>10.6%</b>
EBT Margin% (Operating)	3.3%	2.6%		2.8%	2.8%	
Tax Expenses	29.1	28.9		55.5	81.9	
<b>Profit After Taxes (Operating)</b>	<b>82.5</b>	<b>53.9</b>	<b>52.9%</b>	<b>317.6</b>	<b>255.6</b>	<b>24.2%</b>
Operating PAT Margin%	2.4%	1.7%		2.4%	2.1%	
– Goodwill Impairment	305.8	65.6		305.8	65.6	
<b>Earnings Before Taxes (Reported)</b>	<b>-194.2</b>	<b>17.3</b>	<b>-1225.2%</b>	<b>67.3</b>	<b>271.9</b>	<b>-75.2%</b>
EBT Margin% (Reported)	-5.7%	0.6%		0.5%	2.2%	
<b>Profit After Taxes (Reported)</b>	<b>-223.4</b>	<b>-11.7</b>	<b>-1814.1%</b>	<b>11.8</b>	<b>190.0</b>	<b>-93.8%</b>
Reported PAT Margin%	-6.5%	-0.4%		0.1%	1.5%	
EPS on Reported PAT	-15.5	-0.8	-1789.0%	0.8	13.1	-93.7%
EPS on Operating PAT	5.7	3.8	51.3%	22.0	17.6	25.2%
OCF	287.9	258.2		742.3	394.4	
<b>OCF to EBITDA%</b>	<b>174.8%</b>	<b>172.6%</b>		<b>123.0%</b>	<b>67.5%</b>	
Net Debt	428.7	889.3		428.7	889.3	
<b>Net Debt to EBITDA</b>	<b>0.71</b>	<b>1.52</b>		<b>0.71</b>	<b>1.52</b>	

## Revenue, EBITDA, and PAT Growth Development by Business Segment

Business Segments	Revenue Growth		EBITDA Growth		Operating PAT Growth	
	Q4 FY25 v/s Q4 FY24	Q4 FY25 v/s Q3 FY25	Q4 FY25 v/s Q4 FY24	Q4 FY25 v/s Q3 FY25	Q4 FY25 v/s Q4 FY24	Q4 FY25 v/s Q3 FY25
Total Growth - %						
Security Solutions – India	9.6%	1.1%	11.1%	3.3%	-19.6%	-55.5%
Security Solutions – International (on a constant currency basis)	8.4%	4.5%	1.4%	10.2%	-10.2%	4.4%
Facility Management Solutions	12.9%	1.9%	34.1%	3.2%	1311.5%	39.9%
<b>SIS Group Consolidated</b>	<b>9.3%</b>	<b>1.9%</b>	<b>10.1%</b>	<b>5.1%</b>	<b>52.9%</b>	<b>-19.2%</b>



## Revenue Development

Consolidated revenue for Q4 FY25 was INR 3,427.9 cr.; grew by 9.3% over Q4 FY24. Consolidated revenue for Q4 FY25 grew by 1.9% on a q-o-q basis.

**Security Solutions – India** reported a 9.6% growth y-o-y on the back of new wins of around INR 24 cr. of monthly revenue during the quarter with major contributions from the Mining, Education, BFSI, Automobile, and Retail sectors.

**Facility Management Solutions** reported a 12.9% growth y-o-y on the back of new wins of around INR 17 cr. of monthly revenue during the quarter with major contributions from the IT, Health, Manufacturing, Retail, and Real Estate sectors.

**Security Solutions – International** reported a 7.7% growth y-o-y in revenues. On a constant currency basis, the International Security segment reported revenue growth of 8.4% on a y-o-y basis. This growth was primarily driven by new wins in the IT, Defence, Real Estate, and Retail sectors.

Business segment wise reported revenue growth for Q4 FY25 is as follows:

Particulars (in %)	Growth % Q4 FY25 vs. Q4 FY24	Growth % Q4 FY25 vs. Q3 FY25
Security Solutions – India	9.6%	1.1%
Security Solutions – International	7.7%	2.9%
Facility Management Solutions	12.9%	1.9%

## Earnings Before Interest Tax Depreciation & Amortization (EBITDA)

Consolidated EBITDA for Q4 FY25 at INR 164.8 cr. was a 10.1% increase compared to Q4 FY24.

Security Solutions – India reported an EBITDA margin of 5.6% in Q4 FY25; EBITDA margin in Security Solutions - International is 4.0%; and the EBITDA margin in Facility Management Solutions increased to 4.7%, driven by focused execution of margin improvement plans.

Business segment wise reported EBITDA movement for Q4 FY25 is as follows:

Particulars (in %)	Q4 FY25	Q4 FY24	YoY Change	Q3 FY25	QoQ Change
Security Solutions – India	5.6%	5.5%	10 bps	5.5%	10 bps
Security Solutions – International	4.0%	4.3%	(30) Bps	3.8%	20 bps
Facility Management Solutions	4.7%	3.9%	80 bps	4.6%	10 bps

## Earnings Before Taxes

The operating Earnings Before Taxes for the Group were at INR 111.6 cr. for Q4 FY25, compared to INR 82.9 cr. for Q4 FY24, an increase of 34.7%.

Other income & share of profit/(loss) in associates for the quarter is comprised of:

- The effects of unrealized currency translation amounting to a gain of INR (0.5) cr. in respect of the RDBs issued by the parent to its Australian subsidiary.
- Interest income including interest on tax refunds; and the Group's share of the profit/(loss) in its associates and other gains and losses.



The Group's consolidated **Depreciation & Amortization** amounted to INR 38.4 cr. for Q4 FY25, which was lower than INR 48.6 cr. for the same quarter last year.

**Finance costs** for the Group amounted to INR 37.6 cr. which was lower compared to the same quarter last year of INR 40.3 cr. driven by record collections and a reduction in interest rates.

On a y-o-y basis our effective interest cost decreased by 0.6% while the bank rate decreased by 0.3%.

## Special Items

During the quarter, we recognized a goodwill impairment loss of INR 305.8 cr. relating to the investment in Henderson Security in Singapore (INR 194.5 cr.), SLV (INR 65.3 cr.), Uniq (INR 45.5 cr.), and ADIS (INR 0.4 cr.) in India. This impairment has been disclosed separately on the face of the Statement of Profit and Loss.

## Taxes & Profit after Tax (PAT)

The Operating Profit after Tax has been computed after adjusting for the items explained in the Special items section above:

Particulars (in ₹cr.)	Q4 FY25	Q4 FY24	FY25	FY24
<b>Reported PAT</b>	-223.4	-11.7	11.8	190.0
Less: the effect of special items explained above	305.8	65.6	305.8	65.6
<b>Operating PAT</b>	<b>82.5</b>	<b>53.9</b>	<b>317.6</b>	<b>255.6</b>

## Accounting for the benefits under Section 80JJAA of the Income Tax Act, 1961

The key qualifying criterion for availing the tax benefits under section 80JJAA is an increase in the number of employees during the year and eligible employees completing a period of employment of at least 240 days in the year either in the year of recruitment or in the immediately succeeding financial year.

We continue to receive, and account for, the tax benefits under section 80JJAA which have accrued to the Group during FY23 and FY24. In FY25, the Group is also eligible to claim benefits in respect of those eligible employees employed in FY24 and completing a period of employment of at least 240 days in FY25.

**On a standalone basis, the Company's current tax rate continues to be close to NIL because of the benefits accruing under Section 80JJAA of the Income Tax Act, 1961.**

The current tax rate reflects the amount of tax the Company is expected to pay when preparing and filing its tax returns. The real effective tax rate reflects the current tax plus the deferred tax effect on timing differences. The current tax rate and real effective tax rate, is computed below:

Particulars (in ₹cr.)	Q4 FY25	FY25	FY24
<b>PBT</b>	<b>38.2</b>	<b>156.0</b>	<b>189.6</b>
Current tax	0.0	0.0	-0.6
Deferred tax effect on timing differences	9.2	-4.4	-8.6
<b>Total tax items</b>	<b>9.2</b>	<b>-4.4</b>	<b>-9.2</b>
Current tax rate	0.0%	0.0%	-0.3%
<b>Real Effective tax rate</b>	<b>24.2%</b>	<b>-2.8%</b>	<b>-4.9%</b>





## Cash flows, Leverage (Net Debt) and Return Ratios

**Net Debt / EBITDA** was **0.71** as of end of Q4 FY25, which declined compared to 1.07 as at end of Q3 FY25. This was mainly driven by record collections in the India Security business and some tax refunds received during the quarter.

**OCF/EBITDA** on a consolidated basis was **174.8%** for the quarter due to better working capital management and tax refunds received during the quarter.

**Return Ratios:** Our Consolidated Return on Capital employed (ROCE) which is a reflection of the operating earnings as a percentage of operating capital is **14.3%**.

## Q4 FY25 Cash Flow:

Particulars (in ₹cr.)	IND – SEC	INT - SEC	FM	Consolidated
PBT	45.5	-159.1	24.0	-194.2
<b>Cash Profit</b>	<b>84.5</b>	<b>58.6</b>	<b>28.1</b>	<b>171.3</b>
Changes in working capital	105.9	5.3	-20.9	90.7
Taxes paid	7.0	-5.8	24.9	26.0
<b>Net Operating cash flows</b>	<b>197.4</b>	<b>58.2</b>	<b>32.1</b>	<b>287.9</b>
Capex	-19.2	-13.3	-19.6	-52.1
Investments made/realised	0.0	0.0	0.0	0.0
Other items	0.2	0.0	0.0	0.0
<b>Net Investing cash flows</b>	<b>-18.9</b>	<b>-13.3</b>	<b>-19.6</b>	<b>-52.1</b>
Borrowings, net	216.3	-2.3	9.9	223.9
Lease liability	-6.4	-7.3	-2.4	-15.9
Interest paid	-10.4	-8.7	0.6	-18.6
Other items	0.1	-0.3	0.0	0.0
<b>Net financing cash flows</b>	<b>199.7</b>	<b>-18.7</b>	<b>8.2</b>	<b>189.5</b>
<b>Net change in cash flows</b>	<b>378.1</b>	<b>26.1</b>	<b>20.7</b>	<b>425.3</b>
<b>EBITDA</b>	<b>80.0</b>	<b>57.6</b>	<b>27.4</b>	<b>164.8</b>
<b>OCF/EBITDA%</b>	<b>246.9%</b>	<b>101.0%</b>	<b>117.2%</b>	<b>174.8%</b>
<b>OCF/EBITDA% (FY25)</b>	<b>162.6%</b>	<b>95.8%</b>	<b>63.2%</b>	<b>123.0%</b>

Term loan includes the NCD of INR 250 Cr. issued in India Security.



## Leverage (Net Debt)

The movement in Net debt for Q3 FY25 is provided in the table and chart below:

Particulars (in ₹cr.)	March 2025			December 2024		
	India	Intl	Total	India	Intl	Total
Long-term borrowings	481	503	984	258	504	762
Working capital borrowings	516	2	517	733	1	734
Add: Lease liabilities	100	44	144	105	37	142
<b>Gross Debt</b>	<b>1,097</b>	<b>548</b>	<b>1,645</b>	<b>1,095</b>	<b>542</b>	<b>1,637</b>
Less: Cash and Cash Equivalents	701	515	1,217	519	485	1,004
<b>Net Debt</b>	<b>396</b>	<b>33</b>	<b>429</b>	<b>576</b>	<b>56</b>	<b>632</b>

## Net Debt Bridge (in ₹cr.) – Q4 FY25 (31<sup>st</sup> December '24 – 31<sup>st</sup> March '25) :





The Security Solutions - India business comprises of five entities.

We continue our leadership position as the largest security solutions company in India.

The business currently operates across 176 branches and has 192,402 employees.

## Highest ever quarterly revenues

The segment has reported the highest ever quarterly revenues of INR 1,435.1 Cr. for Q4 FY25 which was a 9.6% growth over Q4 FY24 and recorded the highest ever quarterly revenues in all the four quarters of the year reflecting the growth momentum. Revenue for FY25 was INR 5,576.4 Cr. an 8.1% growth over FY24.

Our new order wins during the quarter were around INR 22 cr. of monthly revenue. Major wins during the quarter came from the Mining, Education, BFSI, Automobile, and Retail sectors.

## Strong growth momentum in EBITDA

The segment has reported EBITDA of INR 80.0 Cr. in Q4 FY25 a 11.1% increase y-o-y. EBITDA margin for Q4 FY25 was 5.6% compared to 5.5% in Q4 FY24. EBITDA for FY25 was INR 306.1 Cr. a 4.9% growth over FY24.

## Strong Collections and Cashflows

DSOs reduced by a record 10 days to 68 days at the end of March 2025 compared to December 2024. The business reported a very strong OCF/EBITDA of 246.8% during the quarter driven by better collections.

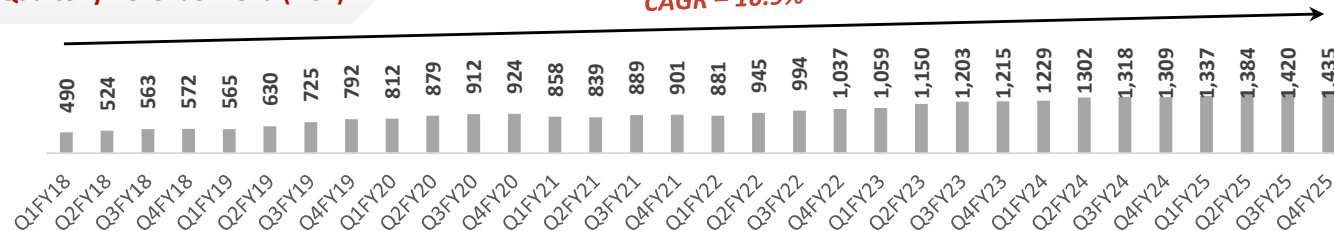
## Rebranding of SLV and Uniq

We have combined the resources and expertise of SLV and UNIQ to create a larger platform having pan-India delivery capability and rebranded it as SISCO. This will enable us to achieve synergies in the existing operations, take on key competition at regional level, and drive revenue growth. The legal entities will continue to remain the same.

Particulars (in ₹cr.)	Q4 FY25	Q4 FY24	Y-o-Y Change %	Q3 FY25	QoQ Change %
Revenue	1,435.1	1,309.3	9.6%	1,419.5	1.1%
EBITDA	80.0	71.9	11.1%	77.4	3.3%
EBITDA%	5.6%	5.5%		5.5%	
Share of group Revenue%	41.9%	41.7%		42.2%	
Share of group EBITDA%	48.5%	48.1%		49.4%	

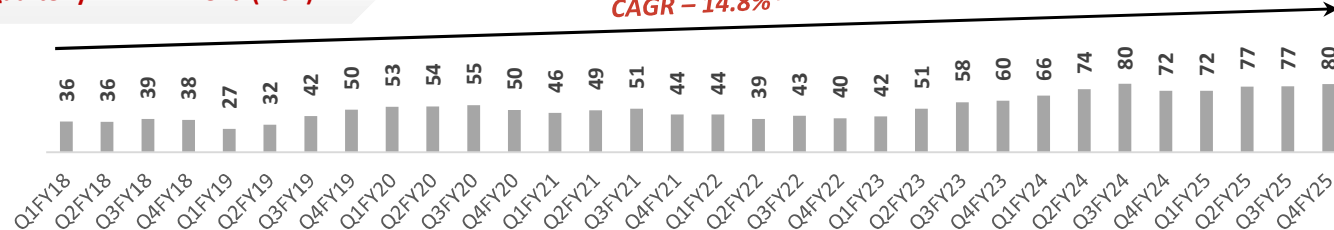
## Quarterly Revenue Trend (₹ cr.)

CAGR – 16.9%\*



## Quarterly EBITDA Trend (₹ cr.)

CAGR – 14.8%\*



\*FY17-25 CAGR\*





The Security Solutions - International business comprises four entities.

We continue to be #1 player in Australia and among the top 3 players in New Zealand & Singapore with market leading positions in all the geographies.

The International Security business currently has 10,482 employees.

## Highest ever quarterly revenues and Strong growth momentum

The segment has reported the highest ever quarterly revenues of INR 1,423.6 cr. for Q4 FY25 which was a 7.7% growth over Q4 FY24 and continuing the growth momentum. Major wins during the quarter came from the Defence, IT, Real Estate and Retail sectors. Revenue for FY25 was INR 5,429.9 cr., a 7.1% growth over FY24. New order wins, including contract variations during the FY25, were around AUD 180 Mn, mainly from Defence (Australia), Airports, and Railways.

## Strong growth momentum in EBITDA margins

The EBITDA margin for Q4 FY25 was 4.1% compared to 3.8% in Q3 FY25 and 3.3% in Q2 FY25, reflecting the management's focus on margin improvement during the year. EBITDA for the Q4 FY25 was INR 57.7 Cr. an 8.7% growth over the previous quarter. The EBITDA margin improvement was driven by new wins, temporary high margin seasonal business, and price revisions. Margin improvement continues to be the key focus of management

During the quarter, we recognized an impairment charge of INR 194.5 cr. in relation to Henderson Security in Singapore.

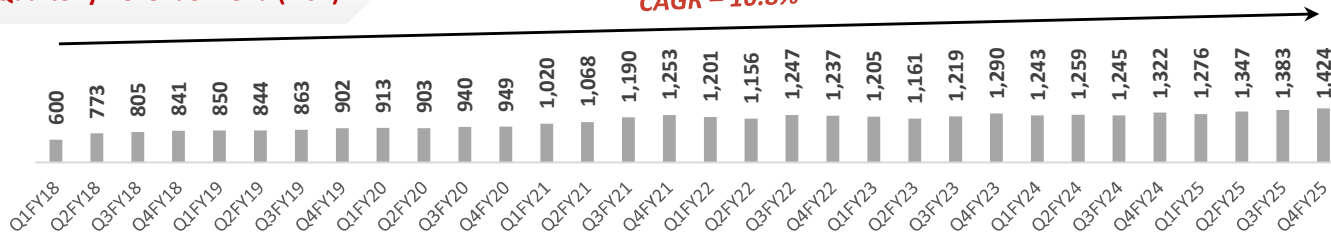
## Strong Cashflows

DSOs remained flat at 51 days at the end of March 2025 compared to December 2024. The business reported a strong OCF/EBITDA of 101.0% during the quarter.

Particulars (in ₹cr.)	Q4 FY25	Q4 FY24	Y-o-Y Change %	Q3 FY25	QoQ Change %
Revenue	1,423.6	1,321.9	7.7%	1,382.9	2.9%
EBITDA	57.6	57.2	0.6%	53.0	8.6%
EBITDA%	4.0%	4.3%		3.8%	
Share of group Revenue%	41.5%	42.1%		41.1%	
Share of group EBITDA%	35.0%	38.3%		33.8%	

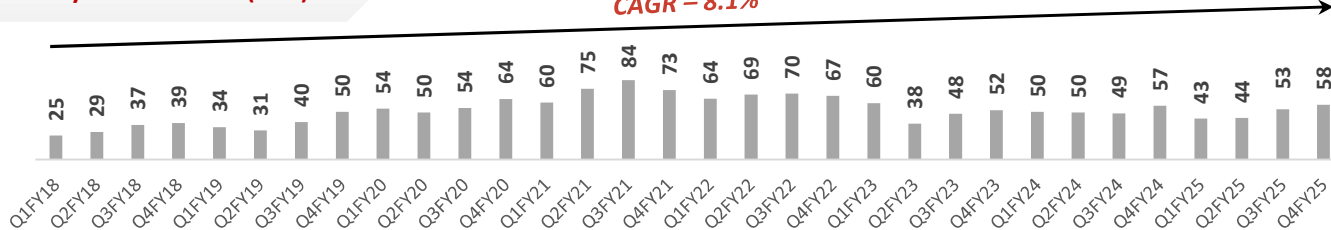
## Quarterly Revenue Trend (₹ cr.)

CAGR – 10.8%\*



## Quarterly EBITDA Trend (₹ cr.)

CAGR – 8.1%\*



\*FY17-25 CAGR%





The facility management business comprises of five entities.

The Group operates the largest FM business in India.

The FM business currently operates across 93 branches and has 85,664 employees.

## Highest ever quarterly revenues

The segment has reported the highest ever quarterly revenues of INR 587.0 Cr. for Q4 FY25 which was a 12.9% growth over Q4 FY24 and continuing the growth momentum.

Our new order wins during the quarter were more than INR 15 cr. of monthly revenue. Major wins during the quarter came from the IT, Health, Manufacturing, Retail and Real Estate sectors.

## Highest ever quarterly EBITDA and Strong growth momentum in EBITDA

The segment has reported the highest ever quarterly EBITDA of INR 27.4 Cr. for Q4 FY25 which was a 34.1% growth over Q4 FY24. The EBITDA margin for Q4 FY25 was 4.7% compared to 3.9% in Q4 FY24. The EBITDA margin improvement was driven by focused execution of margin management initiatives. Margin improvement continues to be the key focus of management

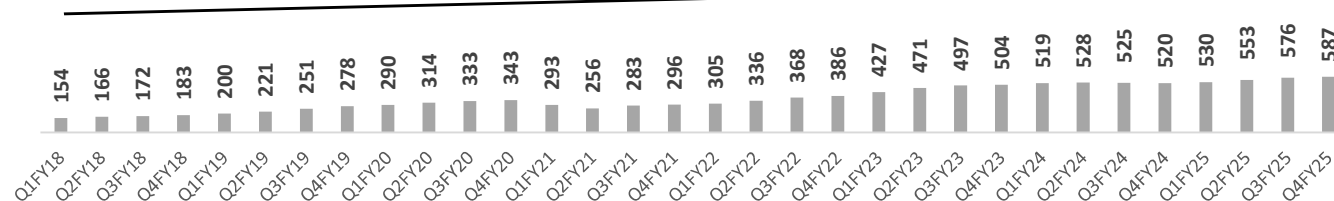
## Driving Innovation and Sustainability

As the market leader, we have made substantial progress in both technology led business operations and sustainability initiatives. For instance, we have implemented our I-Porter (Patient transport management) solution for a hospital in Karnataka. Additionally, Environmental, Social, and Governance (ESG) considerations have become integral to our solution discussions with clients. Around 30% of the Q4 FY25 revenues are from our Solutions business.

Particulars (in ₹cr.)	Q4 FY25	Q4 FY24	Y-o-Y Change %	Q3 FY25	QoQ Change %
Revenue	587.0	520.1	12.9%	576.3	1.9%
EBITDA	27.4	20.4	34.1%	26.5	3.2%
EBITDA%	4.7%	3.9%		4.6%	
Share of group Revenue%	17.1%	16.6%		17.1%	
Share of group EBITDA%	16.6%	13.7%		16.9%	

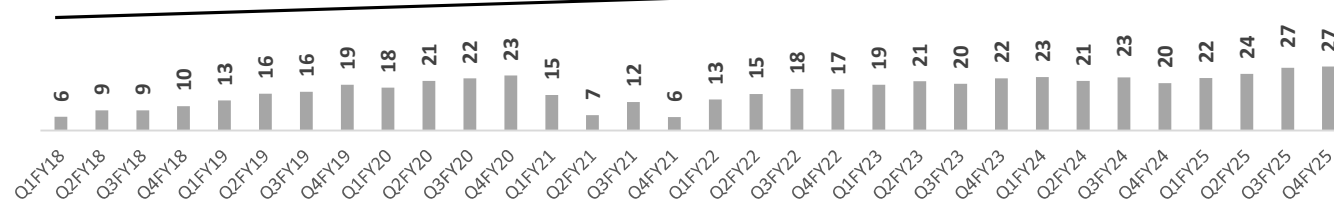
## Quarterly Revenue Trend (₹ cr.)

CAGR – 24.2%\*



## Quarterly EBITDA Trend (₹ cr.)

CAGR – 28.4%\*



\*FY17-25 CAGR%

