

Essential Solutions for Safety and Security



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RESPONDING WITH FOCUS

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FY21 KEY HIGHLIGHTS

₹ **91,273** Mn
Revenue | 7.6%^

₹ **5,208** Mn
EBITDA | 0.1%^

₹ **3,672** Mn
Profit after tax | 62.9%^

22.80%^
RoNW* | 70 bps^

*based on growth over pro-forma PAT of FY20
^ Growth in FY21 over FY20



Check our website to get to know us better

Essential solutions for safety and security



Today, the world is all about 'essentials' and we are proud to be recognised as a trusted leader in this space through our security, facility management, and cash logistics services.

Security and safety are more important than ever, and we are vested with the responsibility of ensuring seamless services even when the times are tough. And how are we doing this?

By addressing varied client needs using our three decades of experience and proficiency across sectors

By growing our market share

By deepening customer relationships through our integrated solutions portfolio

By deepening our insights about our existing and potential markets

We are working tenaciously to ensure that 'the guards are up' and are passionate to provide 24/7 safety for all our clients. Having said this, we will not rest until we achieve this goal.

At a glance

Providing Essential Services with Focus

SIS Group is one of the leaders in security, facility management and cash logistics services in Asia-Pacific. With an unrelenting spirit of innovation coupled with a dynamic and multifaceted portfolio of services we strive to offer people enduring value. We expanded our footprint across 29 Indian states, including the remotest corners, and established a widespread network in Australia. We are also gradually growing our prominence in New Zealand and Singapore.



Our deep market insights enable us to leverage growth opportunities in the key markets we operate in concurrently helping our brands to emerge as trusted players.

Over the last 30 years, we have steadily increased our offerings and reach to cater to the varied and dynamic demands of the markets we serve. Our integrated solutions portfolio is helping us engage across multiple levels with our customers and drive high customer retention.

US\$ 1.2 Billion+

In revenue (among global top 10)

2,28,028

Employees (among global top 5)

OUR VALUES



TRUST



PEOPLE FOCUS



SERVICE SPIRIT

SNAPSHOT OF BUSINESS SEGMENTS

SECURITY SOLUTIONS

Leading security solutions provider in Asia-Pacific (APAC) – India, Australia, Singapore and New Zealand – with diverse solutions across the security spectrum, including 'Man-Tech' solutions, which combine electronic security with trained workforce

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87.6%

Contribution to revenue in FY21

India



An SIS Group Enterprise

Largest security solutions provider in India, offering the widest reach and most comprehensive range of services



Complete suite of electronic security solutions



Alarm monitoring and response solutions

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Australia



Largest security solutions provider across all market segments in Australia



Largest mobile patrol company in Australia

Singapore



One of Singapore's leading security companies

New Zealand



Leading security solutions provider in New Zealand

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FACILITY MANAGEMENT

Offers housekeeping services, janitorial support, integrated facility management, HVAC maintenance and pest control

Read more on page XX

12.4%

Contribution to revenue in FY21



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CASH LOGISTICS

Provides secured cash in transit, including transportation of bank notes and other valuables, doorstep banking and cash processing, ATM replenishment, first-line maintenance and safekeeping, and vault-related services for bullion and cash



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Presence

Expanding Prominence Across Core Geographies

ASIA-PACIFIC (APAC)

INDIA



#1

Security solutions company

#2

Largest facility management services company

#2

Largest cash logistics services provider

AUSTRALIA



#1

Security solutions company

SINGAPORE



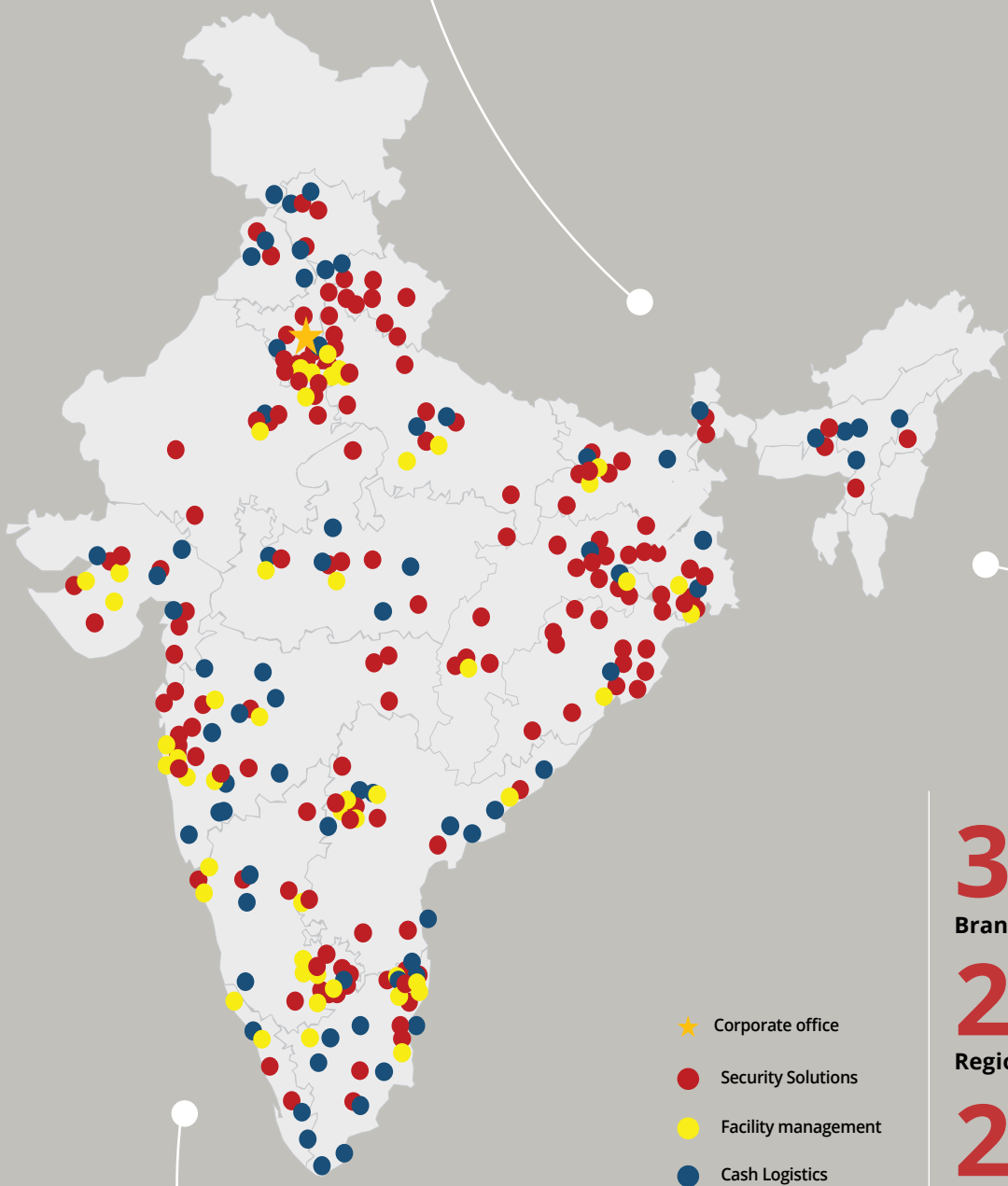
Among **TOP 3** Players in Singapore

NEW ZEALAND



Among **TOP 3** Players in New Zealand

PRESENCE IN INDIA



353
Branch offices

20
Regional offices

20
Training academies

- ★ Corporate office
- Security Solutions
- Facility management
- Cash Logistics

Combating COVID-19

Stepping up in the Fight Against the Pandemic

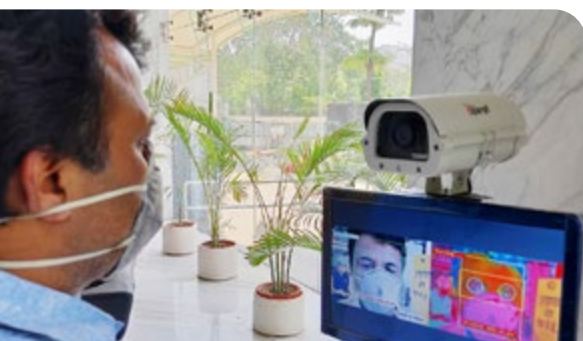
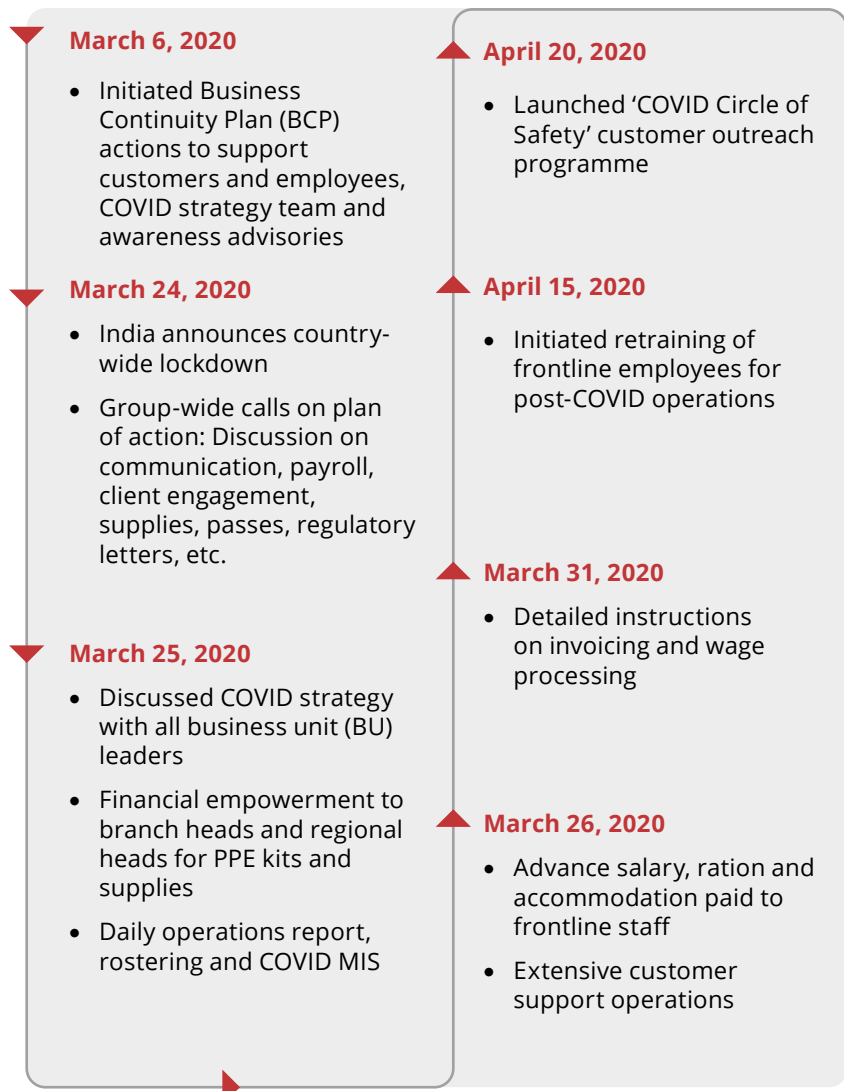
The COVID-19 pandemic has been the most cataclysmic event to endure, taking an unimaginable toll on everyone across the world— both at a personal and professional level. Our business, too, faced several challenges, but we responded promptly and with agility to sail through this storm.

Our priority was to keep operations running during this demanding phase. We faced several logistical challenges and regulatory interventions and had to coordinate with multiple stakeholders. However, using our learnings from experiences across geographies, we were able to develop a cohesive emergency plan – we pulled together a cross-functional team that worked on strategic and operational plans to minimise disruption in operations.

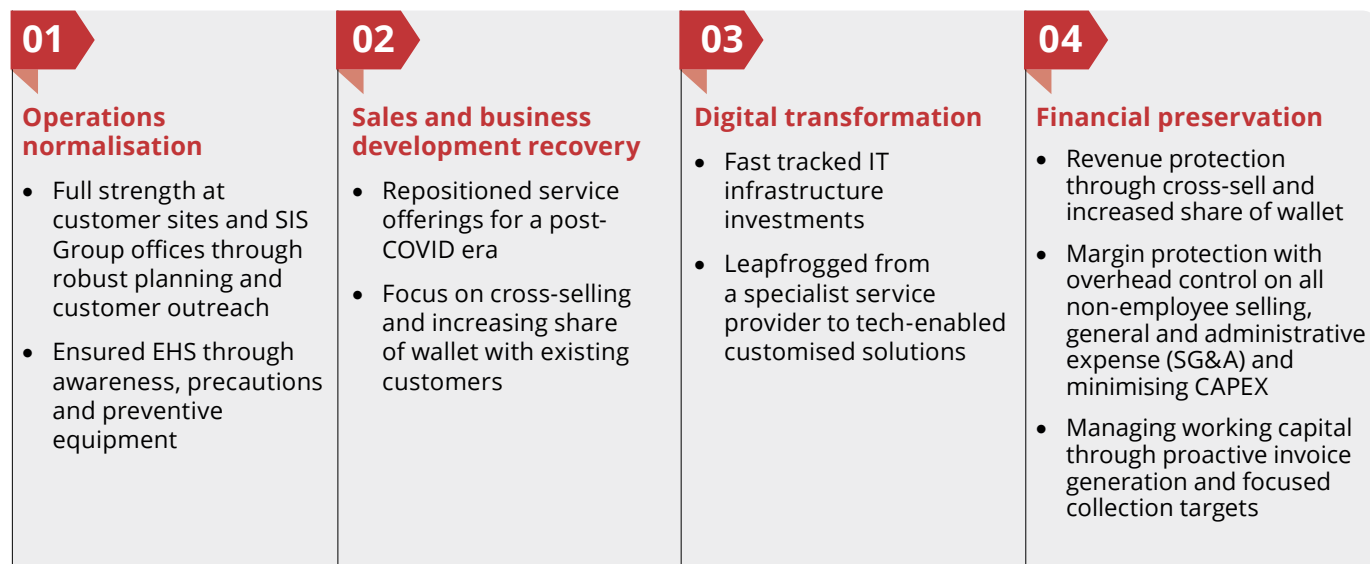
We expected the exercise to be 2-3-months long, but it took longer as many states/ cities continued to impose restrictions for an extended period of time. When the second wave of the pandemic hit us in March-April 2021, we were well prepared, and handled the crisis seamlessly.

The SIS Group was able to garner outstanding customer goodwill by supporting businesses throughout the crisis year, often going beyond our brief and contract terms. During this phase, we recorded higher customer retentions and lower employee attrition than usual.

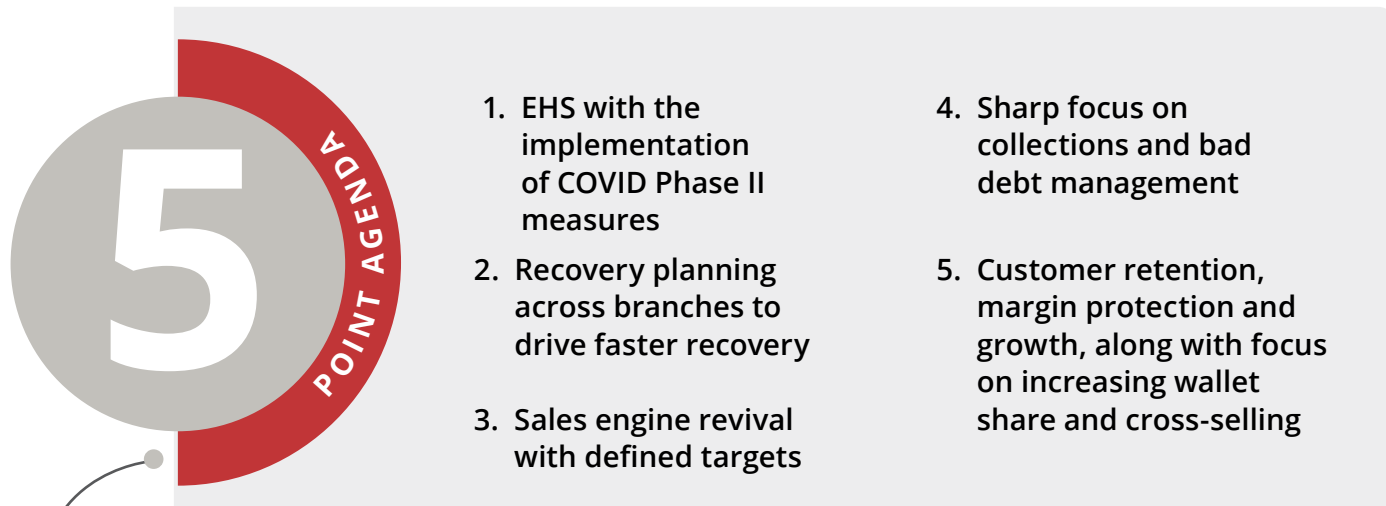
FIRST 30-DAY ACTION PLAN – STEPS UNDERTAKEN FOR BUSINESS CONTINUITY



100-DAY COVID RESPONSE PLAN (APRIL 2020 TO JULY 2020)



SURVIVAL TO REVIVAL PLAN – WITH A FOCUS ON REVENUE RECOVERY (JULY 2020 TO SEPTEMBER 2020)



PREPARING AHEAD FOR MARKET SHARE PUSH (OCTOBER 2020 ONWARDS)



Key performance indicators

Performing with Resilience

↑ y-o-y growth / _ FY21 figures

