

Date: February 9, 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 made to the Analyst/Institutional Investors

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

In continuation to our intimation letter dated January 23, 2023, please find enclosed the presentation made during the investor conference meeting held today, i.e., February 9, 2023, with Nuvama Wealth Management Limited (Edelweiss).

The above information is available 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 Ltd.

Corporate Presentation



This presentation and the accompanying slides (the “Presentation”), which have been prepared by SIS Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

Disclaimer

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Company Overview

Market leader in security services, facility management & cash logistics

SIS Group - Services Portfolio:

Security
Services



Facilities
Management



Cash
Solutions

#1

In Security Services
in India & Australia

.....
Among the

Top 3

Players in New Zealand

.....
17,603

Customer Base

.....
₹10,059 cr.

Revenue

#2

In Facility
Management in India

.....
Among the

Top 5

Players in Singapore

.....
42,888

Customer Sites

.....
374

Branches in India

#2

Cash Logistics
Solutions Provider in
India

.....
~37 years

Industry Experience

.....
2,50,901

Total Employees

.....
36

STATES / UTs

Largest Indian Business Services Enterprise

Note: As on 31st March 2022

VISION 2025

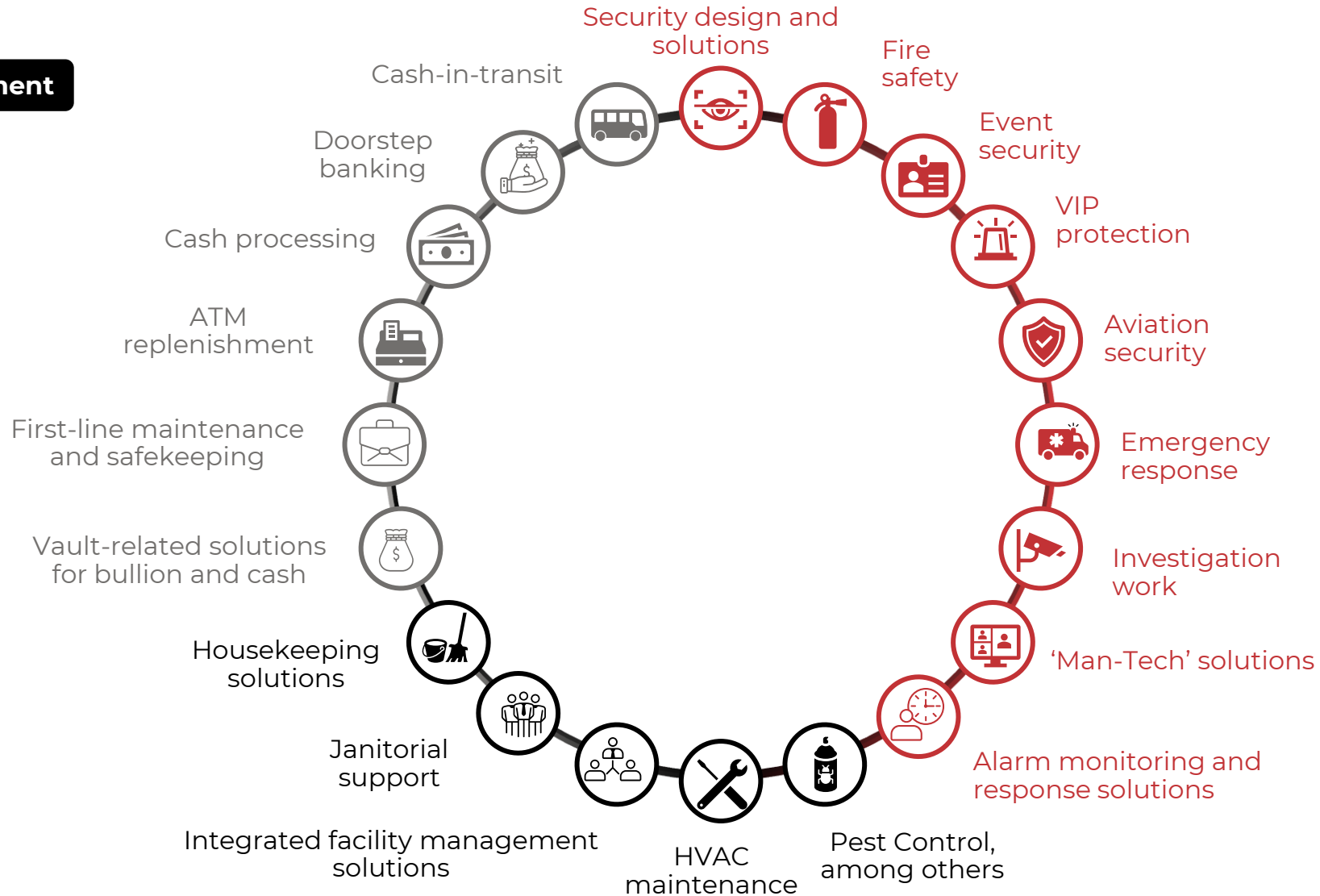
“ Our Vision 2025, which came into effect in FY21, outlines the goal of transforming our market leadership into market share dominance and transitioning from a Services Company to a Solutions Company ”

Comprehensive offerings

Security Services

Facilities Management

Cash Solutions



Distinct brands for specific offerings

Facilities Management



An SIS Group Enterprise



Secured from pest... Assured by world's best
An SIS Group Enterprise



An SIS Group Enterprise



dusters total solutions services
An SIS Group Enterprise



A Market Leader in Security



An SIS Group Enterprise



Electronic Security Solutions
An SIS Group Enterprise



An SIS Group Enterprise



An SIS Group Enterprise



YOU ENTRUST... WE ENFORCE



SECURITY • EVENTS • CONSULTANCY



An SIS Group Enterprise

Cash Logistics



Security Services

Diverse portfolio of brands targeting identified geographies and solutions

Security Services leadership in Asia Pacific markets

Australia



#1
In Security
Services

.....

New Zealand



Among the
Top 3
Players

.....

Singapore



Among the
Top 5
Players

.....

SIS brings unparalleled reach pan India

374

Branches



Covers

36

STATES / UTs



20

Regional Offices



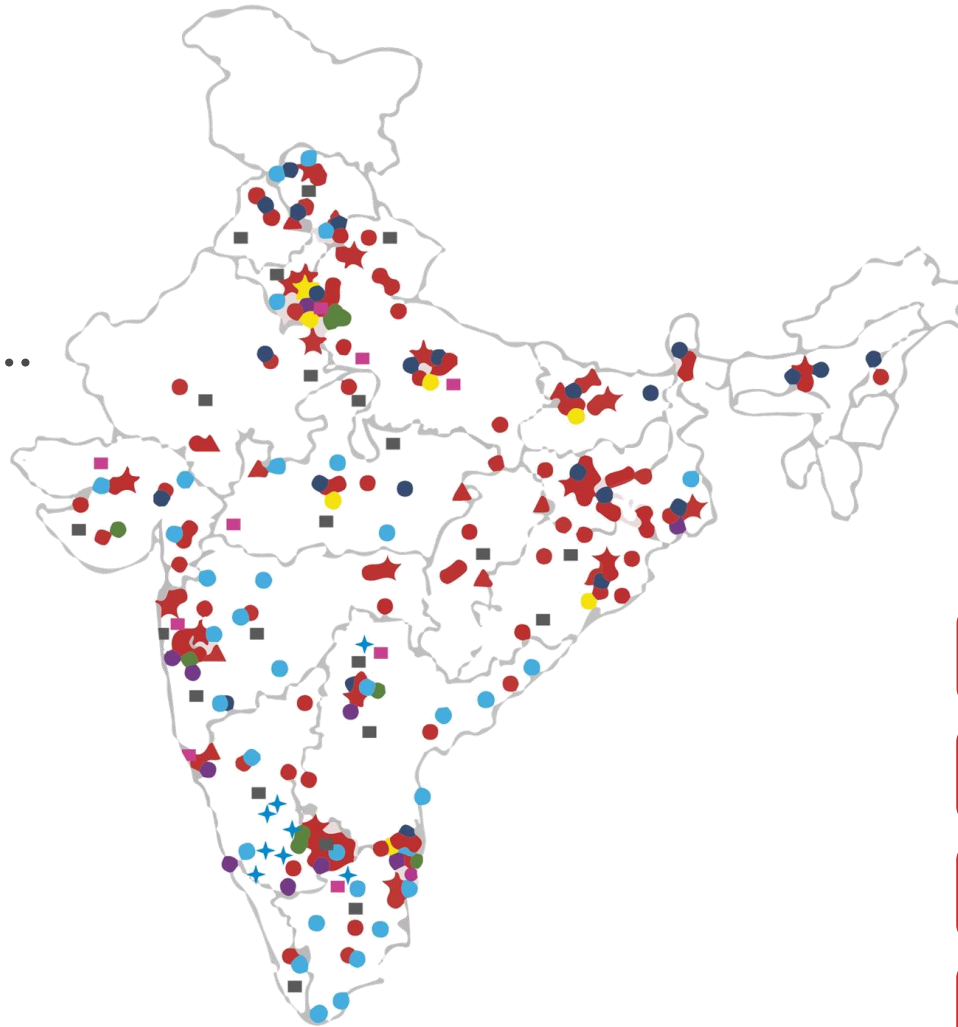
Presence across

630+

Districts

22

Training Academies



- ★ Corporate Office
- ★ Regional Offices
- ▲ Training Academies
- SIS Branches
- SMC Branches
- Cash Logistics Branches (SIS-Prosegur & SISCO)
- Terminix SIS Branches
- Duster Branches
- SLV Branches
- Rare Branches
- ★ UNIQ Branches

SIS follows a proven branch creation and expansion strategy

SIS sells more per branch per month

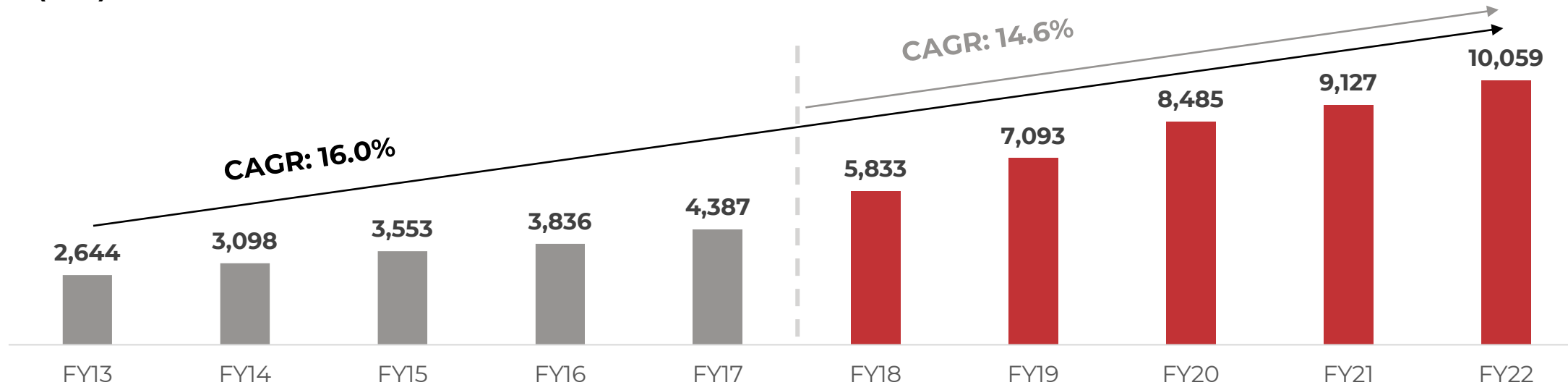
SIS can serve pan India

SIS offers economies of scale

Consistently increasing penetration

Track record of consistent growth

(₹ cr.)



Strong organic growth further augmented by acquisitions, partnerships & JVs to strengthen our positioning and offerings

FY13 Acquisition:

- SDB CISCO Cash Logistics Business

FY16 Acquisitions:

- SSMS Cash Logistics Business
- DTSS Facility Management Business

FY17 Acquisitions:

- 51% of Southern Cross Protection Mobile Patrols Business in Australia

FY19 Acquisitions:

- 51% in SLV Security Services in India
- 80% in Rare Hospitality and Services in India
- 51% in Uniq Security Solutions in India
- 60% in Henderson Security in Singapore
- 51% in Platform 4 Group in New Zealand

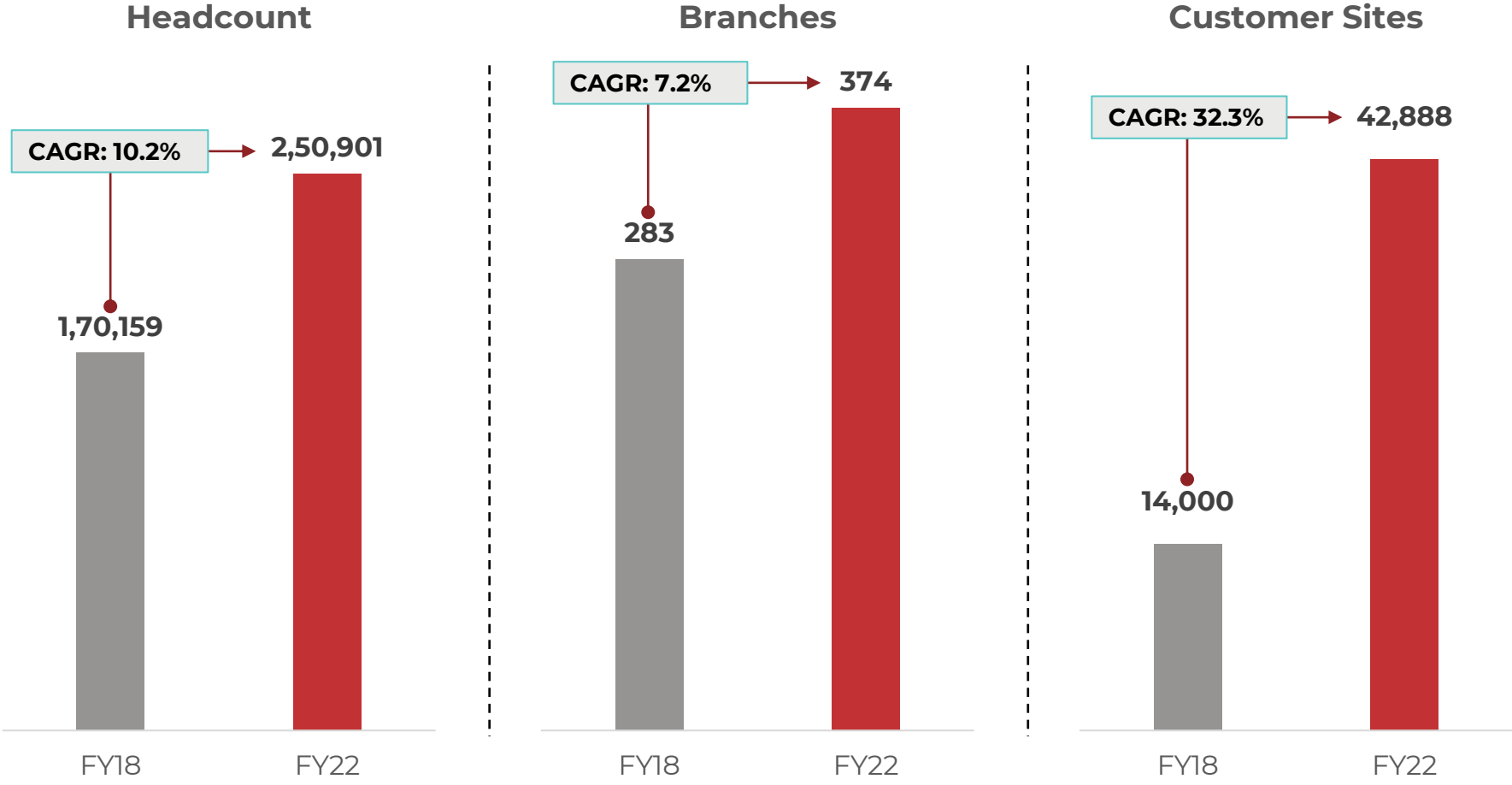
FY21 Acquisitions:

- Additional shareholding of SLV Security Services
- Uniform Business Division of SIS Group Enterprises
- Remaining 49% in SX Protective Holdings
- Remaining 17% in Rare Hospitality and Services
- Remaining 49% in ADIS Enterprises by DTSS

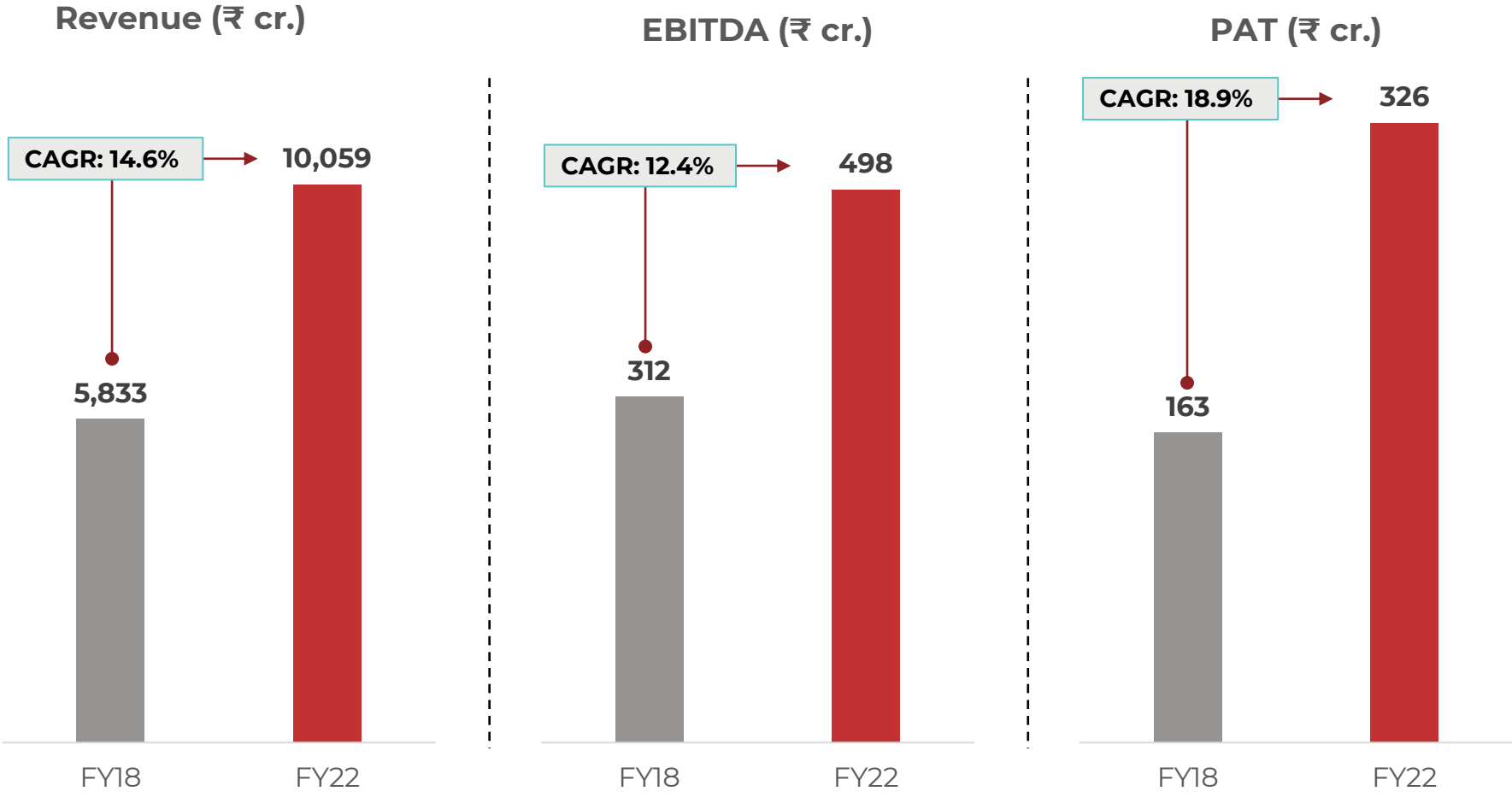
FY22 Acquisitions:

- Remaining 49% in Uniq Security Solutions
- Remaining 40% in SIS Henderson Holdings
- Remaining 49% in Platform 4 Group, by SIS Australia Group

Consistent growth - Operational



Consistent growth – Financial



Rich history

- First 5-year Vision plan rolled out
- Undertook first overseas acquisition
- Commenced facility management and cash logistics business
- DE Shaw, one of the world's largest hedge funds, invests in SIS
- Launched electronic security business
- Consolidated leadership position in Security and FM, through organic and inorganic growth across Asia Pacific region
- Successful IPO

Until
2005

- Penetration in Indian market
- Developed tech platforms for business management
- Mastered industry specific residential training programs

2006-
2010

- Initiated Cash JV Commenced
- Commenced Pest Control business
- CX partners investment

2011-
2015

2016-
2020

2021
onwards

- 2,50,000 employees vaccinated on priority
- Crossed ₹10,000 cr. annual revenue mark
- Ranked #4 amongst the 'Best Companies to Work For in India', by Great Place To Work (GPTW)

Leadership Team



Rituraj Kishore Sinha

Group Managing Director



Arvind Prasad

Director – Finance,
SIS India



Dhiraj Singh

CEO,
SIS India



Devesh Desai

CFO,
SIS Group



Brajesh Kumar

CFO,
SIS India



Tapash Chaudhuri

CEO, Security
Solutions



RS Murali Krishna

President, SIS
International



Bharat Bakhshi

President - M&A, IR
and Ventures



Geoff Alcock

Managing Director,
MSS



Shamsher Puri

Director, Facility
Management

Seasoned professionals with diverse global management experience

Board of Directors



Ravindra Kishore Sinha

Chairman and Director



Upendra Kumar Sinha

Independent Director



Rituraj Kishore Sinha

Group Managing Director



Rita Kishore Sinha

Non-executive Director



Uday Singh

Independent Director



Trimalai Cunnavakaum Anandanpillai Ranganathan

Independent Director



Rajan Verma

Independent Director



Rivoli Sinha

Non-executive Director



Sunil Srivastav

Independent Director



Arvind Kumar Prasad

Director - Finance

5

Independent directors on board

36 months

Average tenure of independent directors

4

Committees headed by independent directors

Business Profile

Security Solutions India: Scalable & predictable

#1
Largest security
solutions provider in
India

1,67,011
Employees

26,147
Customer sites

8,111
Customers

94%
Customer retention

181
Branches

Solutions Offered



Security
guards/officers



Armed guards



Command and
control center



Access control/
Entry automation



AI-enabled closed
circuit television
monitoring



Alarm
monitoring and
response

Our USP



Presence across 630+ districts



Tech-led solutions across the value
chain



Skilled workforce supported by a
large sales force



Strong market position



High customer retention

SIS brings unparalleled reach across the country

Note: As on 31st March 2022

8,260

Employees

20%

Market share in
Australia

7,472

Customers

42%

Customers associated
for 5+ years

Solutions Offered



Security guards /
Officers



Armed guards



Fireworker



Rowing and
mobile patrols



Alarm
monitoring



Access control /
Entry automation



Fire
suppression



Maritime
security



Aviation
security



AI-enabled closed
circuit television
monitoring



Intrusion
detection



Fire detection



Perimeter
protection



Command and
control center



Paramedic and
allied health

Our USP



Qualified professionals



Long-standing relationships



Experienced management



Established credibility & reputation

Dominant presence in key FM markets and segments

66,712

Employees

8,596

Customer sites

1,930

Customers

109

Branches

Specialized solutions

Hard Solutions



Mechanical and electrical maintenance



Plumbing solutions



Asset management strategies



Preventive maintenance solutions



Short-term repairs



Heating, ventilation and air-conditioning

Soft Solutions



Cleaning and housekeeping



Pest control



Office support

Our USP



Integrated value chain:
Smarter combinations



Widespread Presence



Output-based Model



Technology-led Solutions



Multi-industry Experience

Cash logistics solutions

8,918
Employees

2,387
Cash vans

60
Vaults

#2
Cash logistics company
in India

Solutions Offered



Safe keeping and
vault-related
solutions



ATM-related
solutions



Cash-in-transit



Doorstep
banking



Cash pick-up and
delivery



On-site and Off-
site cashiers



Bullion
transportation

Our USP



Technology and Governance



Widespread Presence



Diversified Offerings



Long-lasting Relationships

Deep Technological Imprint

Leveraging technology to improve productivity and efficiency of operations

Facial recognition-based attendance mobile app



Automated Recruitment Kiosk



Tablet-based sales CRM tool



Service Quality Assurance & Operations Productivity Platform



Digital Training Platform



Quality & Compliance Overview Dashboard



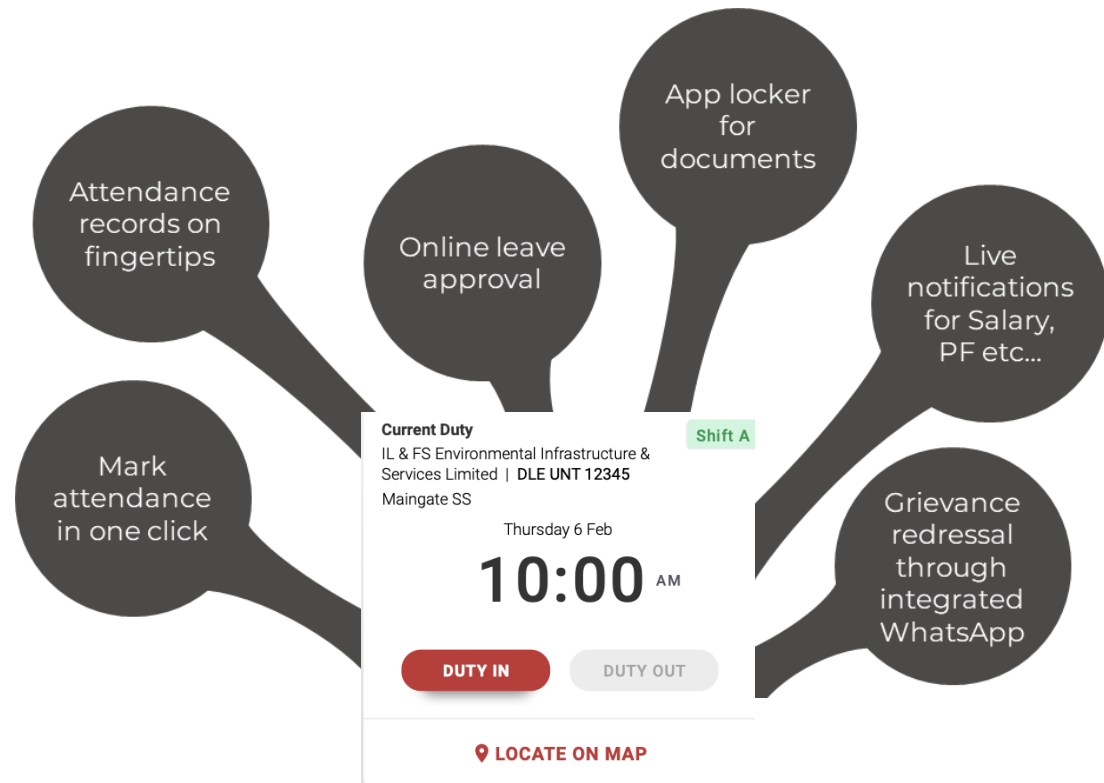
Undertaken significant steps towards accelerating the adoption of technology

Consistently investing in best-in-class systems



MySIS: 1st in Industry, frontline employee's Mobile App for logging facial recognition-based attendance from their duty locations & accessing several other benefits digitally

MySIS generates attendance reports of Units, immediately as the shift ends. This facilitates submission of digitally signed invoices for faster payroll processing. Also enhances customer experience, accelerates the collection process and reduces working capital requirements

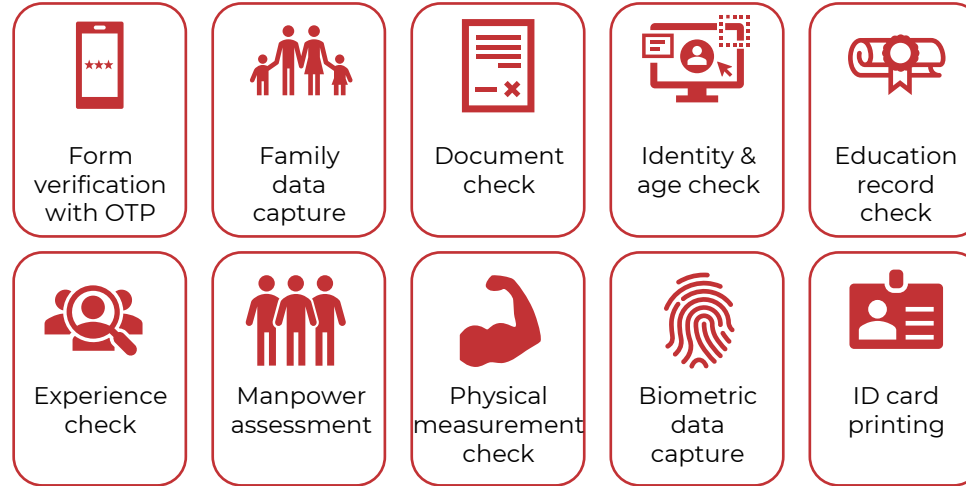




ARK (Automated Recruitment Kiosk): 1st in industry recruitment quality control system

Kiosk-based recruitment processes enable the enforcement of min quality standards & detailed product quality metrics

Steps in Quality Recruitment:



Manpower recruitment across branches & training centres everyday





A Smart Tablet - Based Sales Management Platform: Enhances salesforce productivity & margin control

SalesMaxx, is a CRM tool, targeted at lead management through real-time margin validation, pre-quote generation, and incentive payout linkage.

It also provides instant access to high-quality presentations, and messaging tools among other features

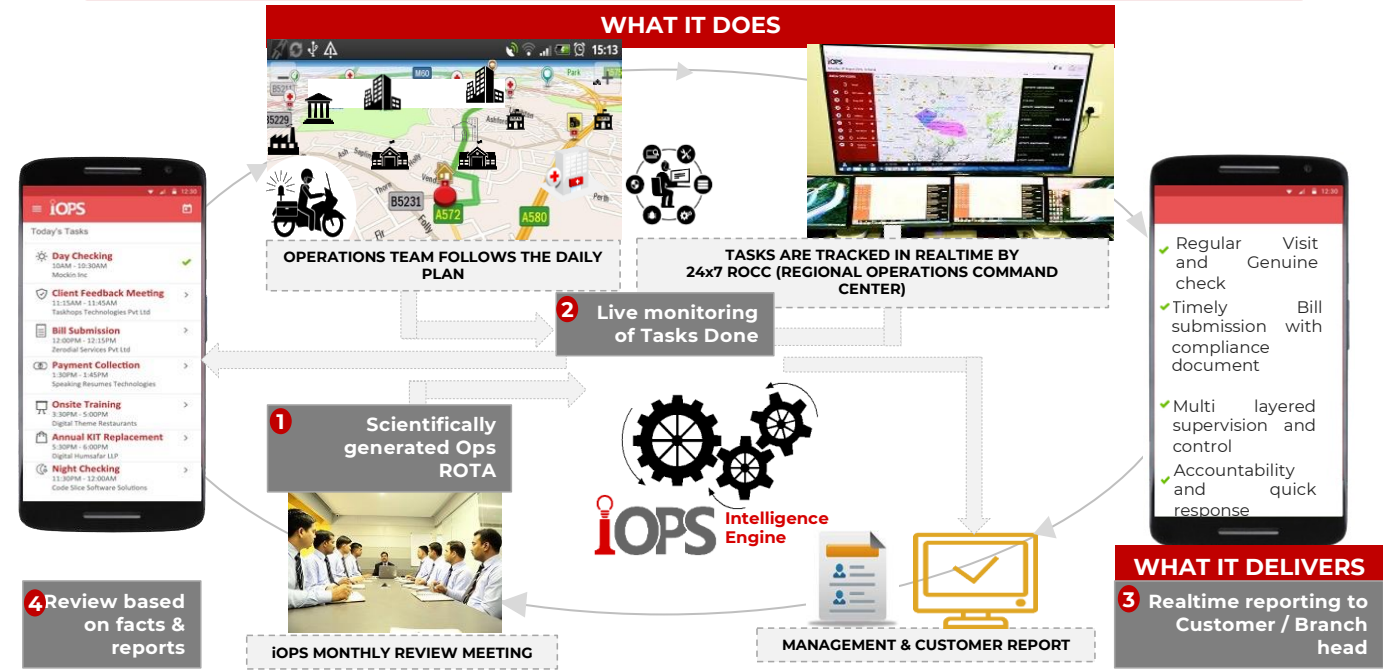
-  Manage leads
-  Record meeting notes
-  Prepare quotations
-  Identity & age check
-  Manage claims & reimbursements
-  Organize appointments
-  Create sales presentations
-  Manage margins
-  Manage attendance & leave



iOOPS: 1st in industry, mobile-app based operation platform

Facilitates service quality assurance for our 42,888+ customer sites and operations productivity for 550+ area officers

Enables workflow automation, data analytics, real-time customer reporting and performance management process (PMP) linkage



- Task & SLA Tracking
- Higher Productivity
- Proactive approach to customer service through world class technology



M-Trainer: 1st in industry digital training platform

Enables continuous on-job training and ensures that inductions happen in a standardized process
 Gives the company an opportunity to reskill and upskill people to take on bigger roles in future
 Company has digitized all its content and pushing online training over time

- 
 Monthly training calendar
- 
 Van follows ROTA
- 
 ROCC monitor training progress
- 
 Trainer submits reports on tablets
- 
 ROCC send email report to customer
- 
 Training compliance discussed in monthly review meeting
- 
 Daily training schedule

SIS trains almost its entire staff via M-Trainer

- TRAINING ON WHEELS (VAN)**
At Units | AV Based | Instructor Guided
- TRAINING ON TAB**
At Units | AV Based | Instructor Guided
- TRAINING ON MOBILE**
Anywhere
AV & Chatbot Based
Self Learning
Use of Gamification





Quality Assurance & Compliance Assurance Portal

Provides customers with a dashboard for an overview of quality and compliance parameters

Customers can access reports on: Compliance, operations, training, billing & collection status of the contract

QUALITY ASSURED COMPLIANCE ASSURED

airtel

Site: 12 Sites

STATES: 3 SITES: 12

Good afternoon!
We have renewed the PSARA license. [View License Document](#)
Do contact me, if you have any queries.

Priyanka K
CRM Executive

2 Open Issues 2 Customer Meetings [View MOM](#) [View Reports](#)

Manpower **Operations** **Training** **Compliance**

Day Checks > 22 / 30

Night Checks > 1 / 1

Operation Visits > 12

Client Meetings > 12 / 14

Rewards & Recognitions > 4

Activities This Month (SEP 2021)

Activity Feed

For any queries contact **Priyanka K** Service Executive

[Email](#) [Escalate Issue >](#)

CONTRACT >
Applicable Contracts: 1

Contract Period
Start Date: 01-05-2021
End Date: 30-04-2024

PO Status
Valid: 2 Expiring Soon: 2 Expired: 2

Effective Rate: 01-05-2021
Review Due on 30-04-2022

Effective Wage Rate: 01-05-2021
Up to Date

BILLING >

Invoices
Outstanding: 3.2 CR
Current Invoice: 1.4 CR
Under DSO: 0.4 CR
> DSO (90 days): 1.4 CR

Bill Submission: 06-09-2021
Delayed by 1 day

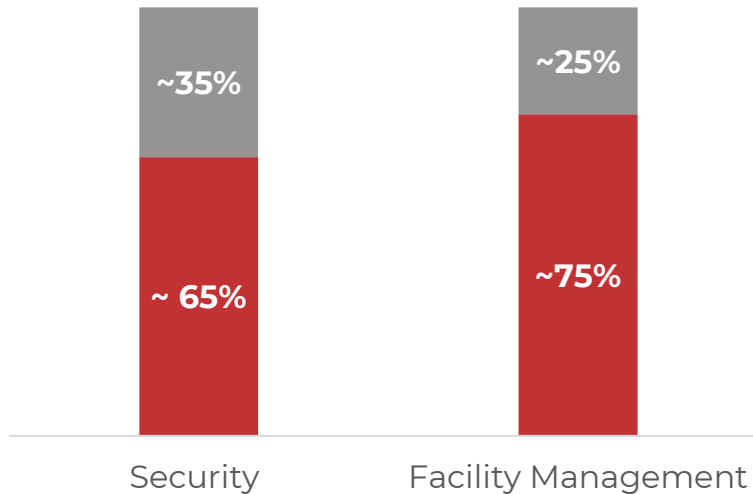
Bill Compliance Docs Submitted: 17/17

Wage Payment: 07-09-2021
100% Manpower Paid

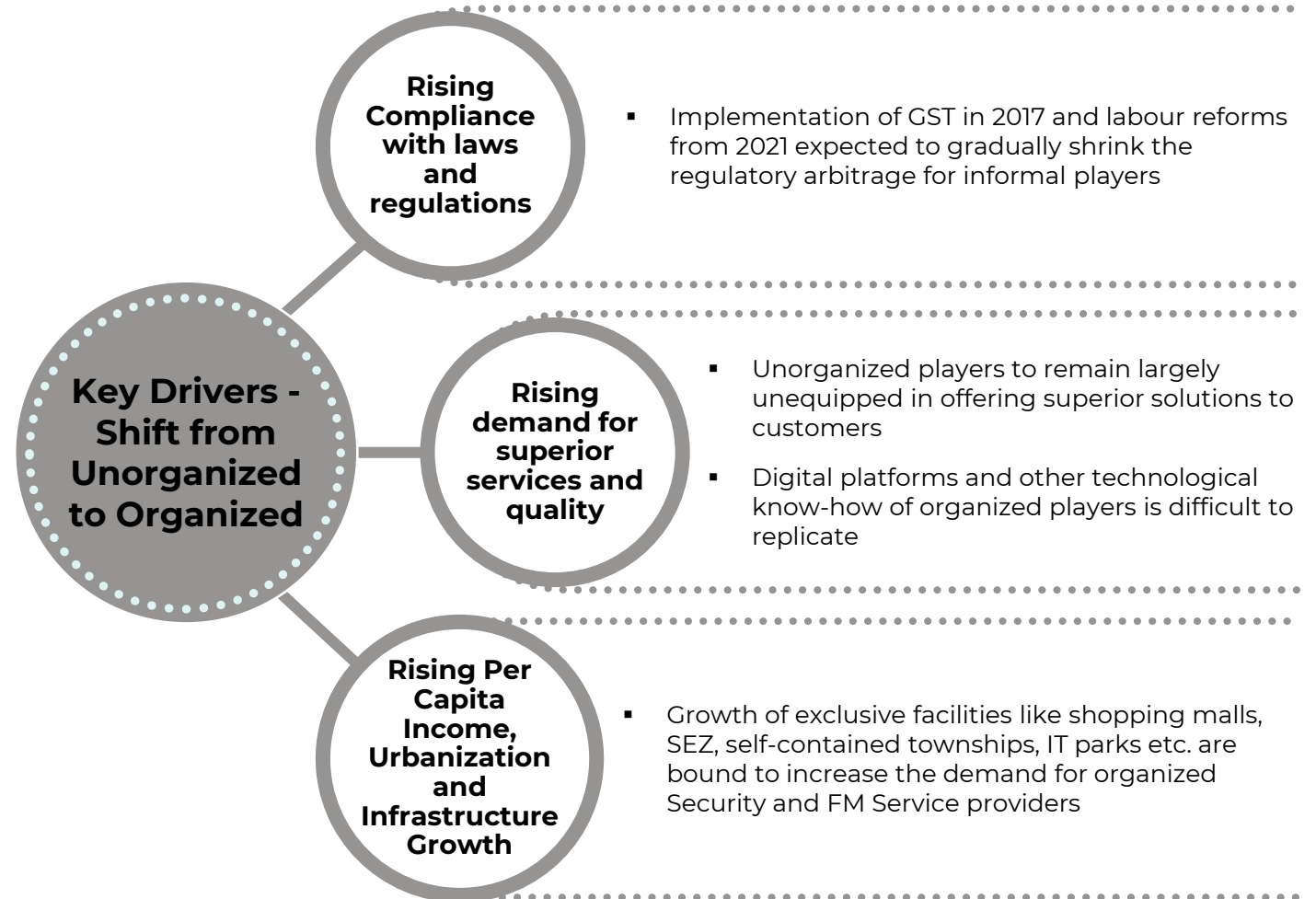
Industry Overview

Industry transitioning towards Organized Players

■ Unorganized Market ■ Organized Market

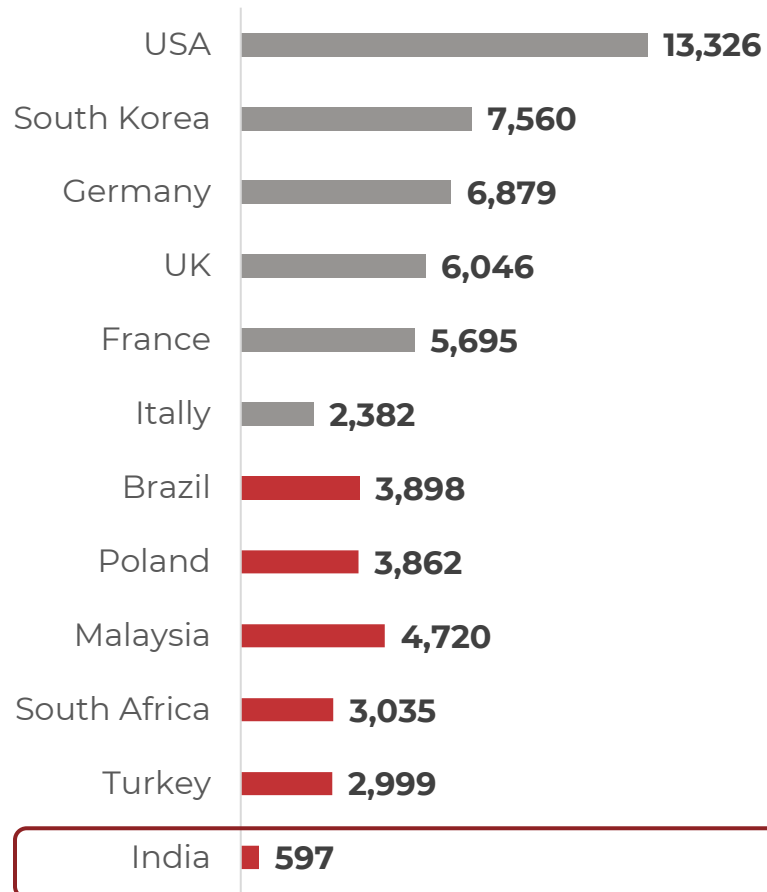


Over the foreseeable future, the organized market share is expected to significantly grow

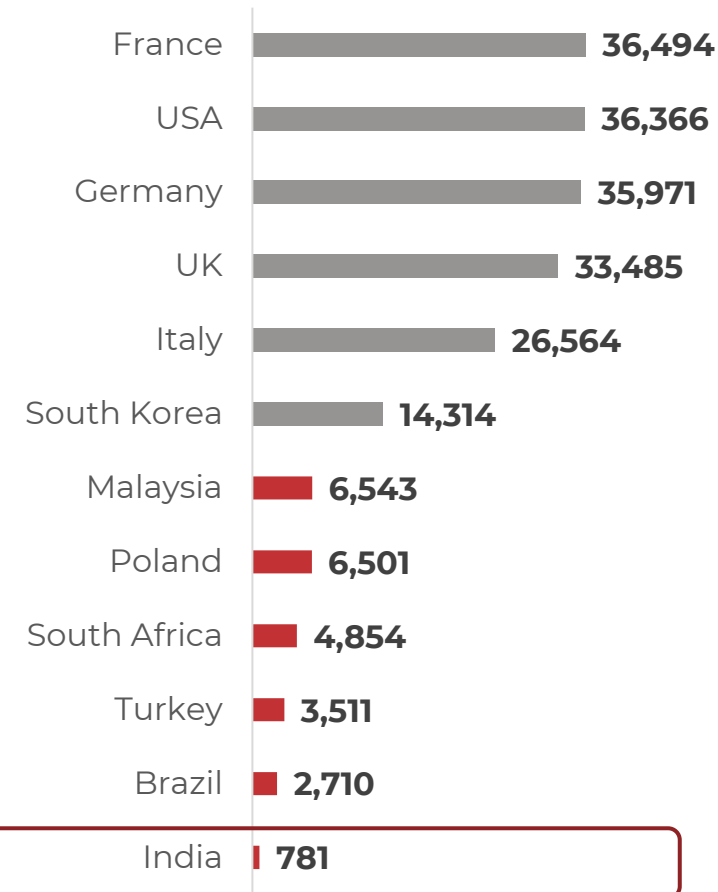


Well poised to take advantage of Industry Trends

Per capita security spends is among the lowest



Per capita FM spends is among the lowest

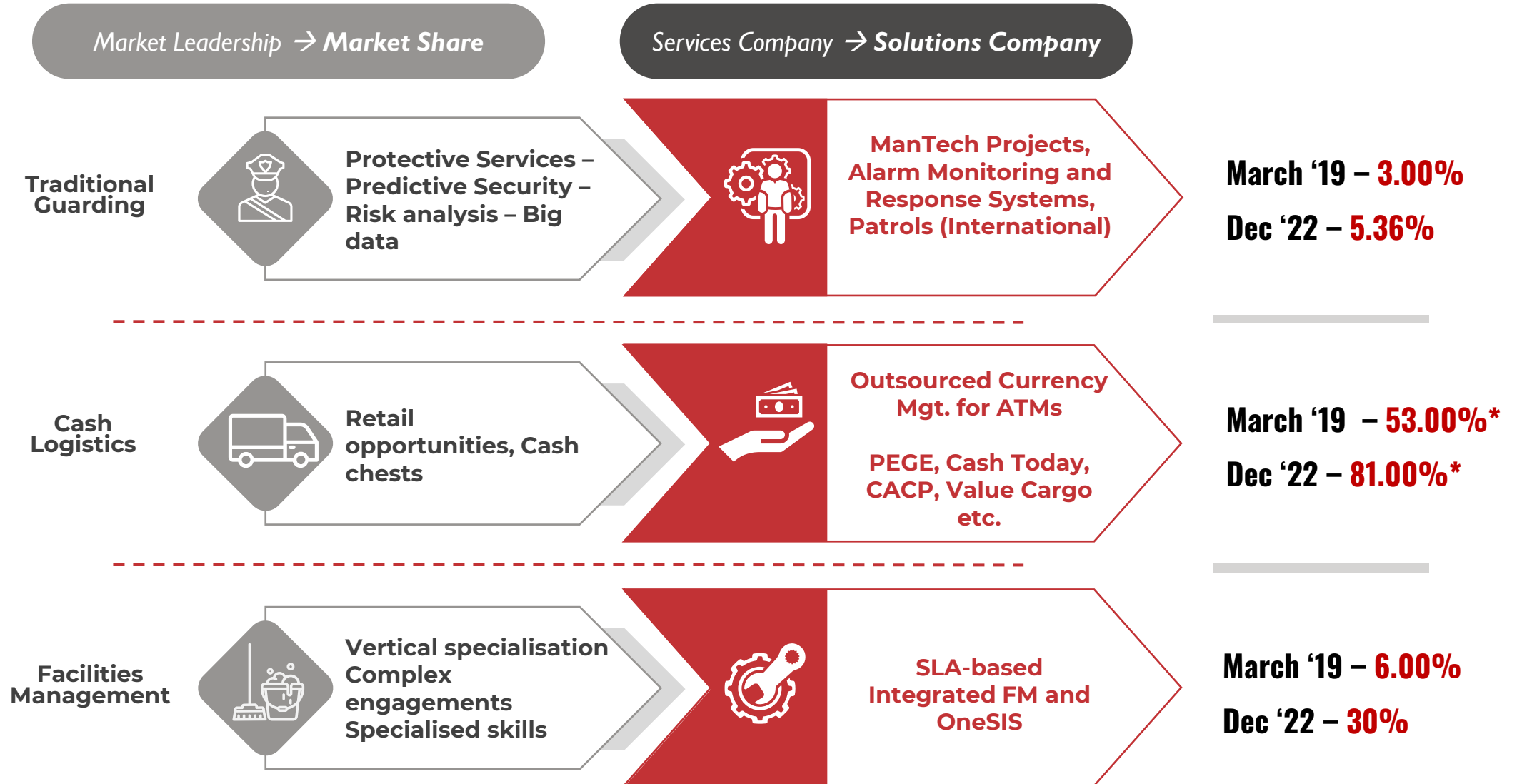


● Developed Countries
● Developing Countries

Penetration for India Security and Facility Management business only expected to grow

Growth Strategy

Transitioning from services to problem solving

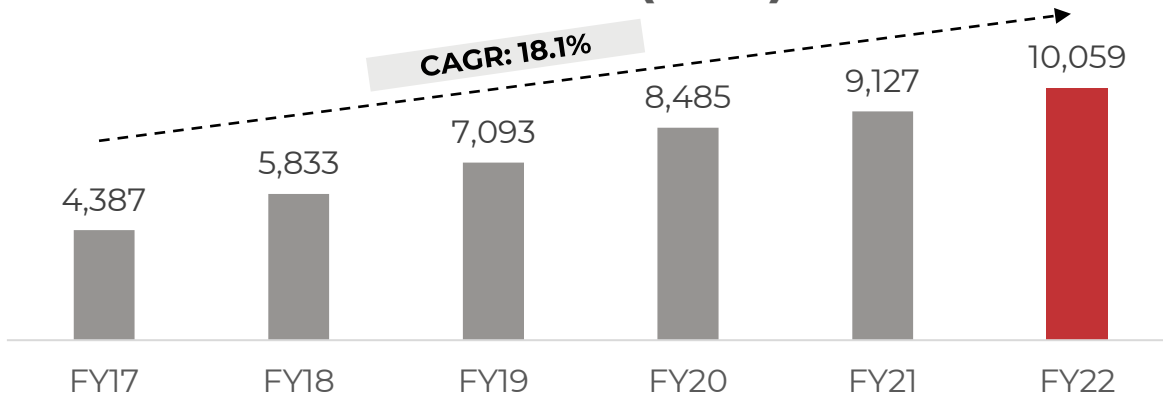


*Non-ATM

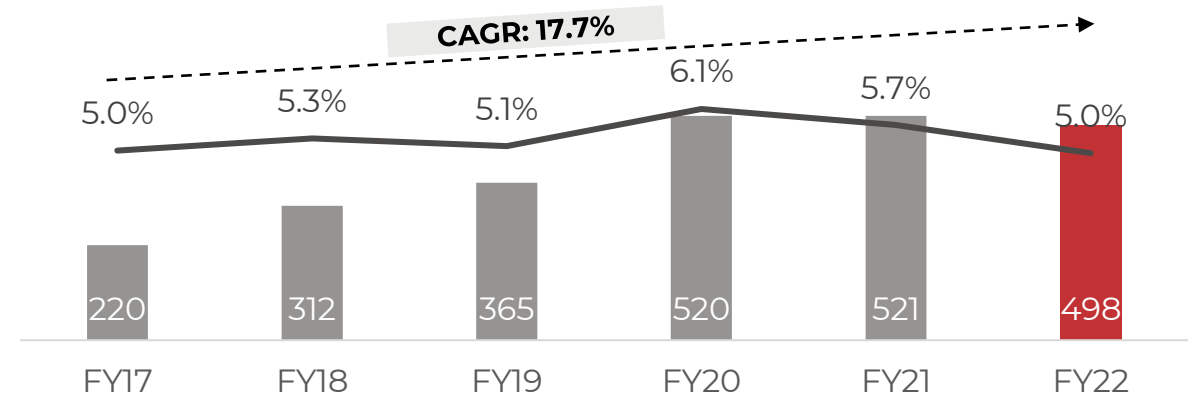
Financial Overview

Compounding story playing out with predictable growth

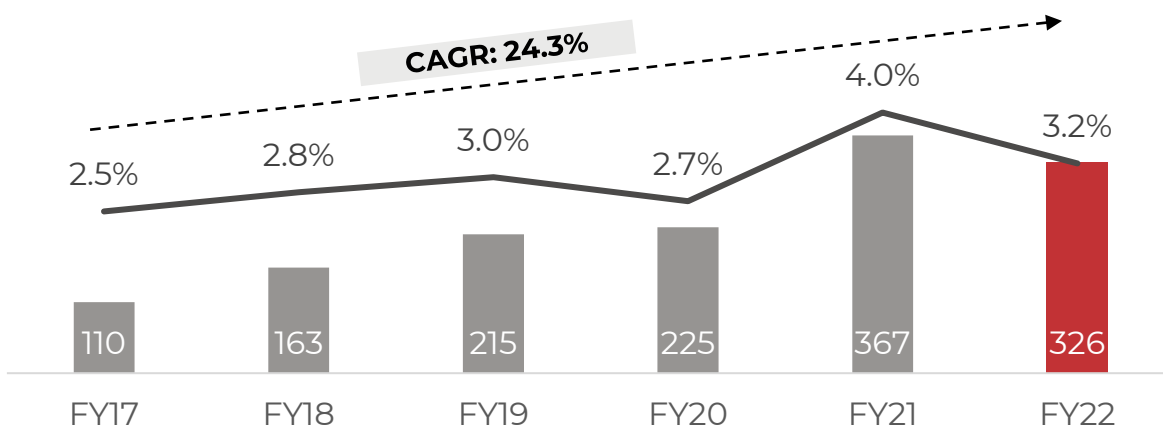
Revenue (₹ cr.)



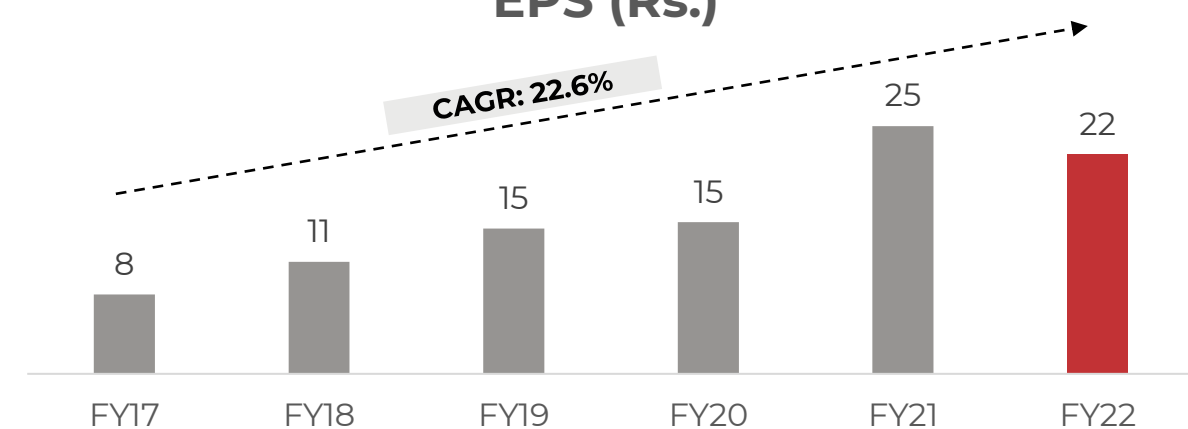
EBITDA (Rs. Crore) — Margin (%)



PAT (Rs. Crore) — Margin (%)



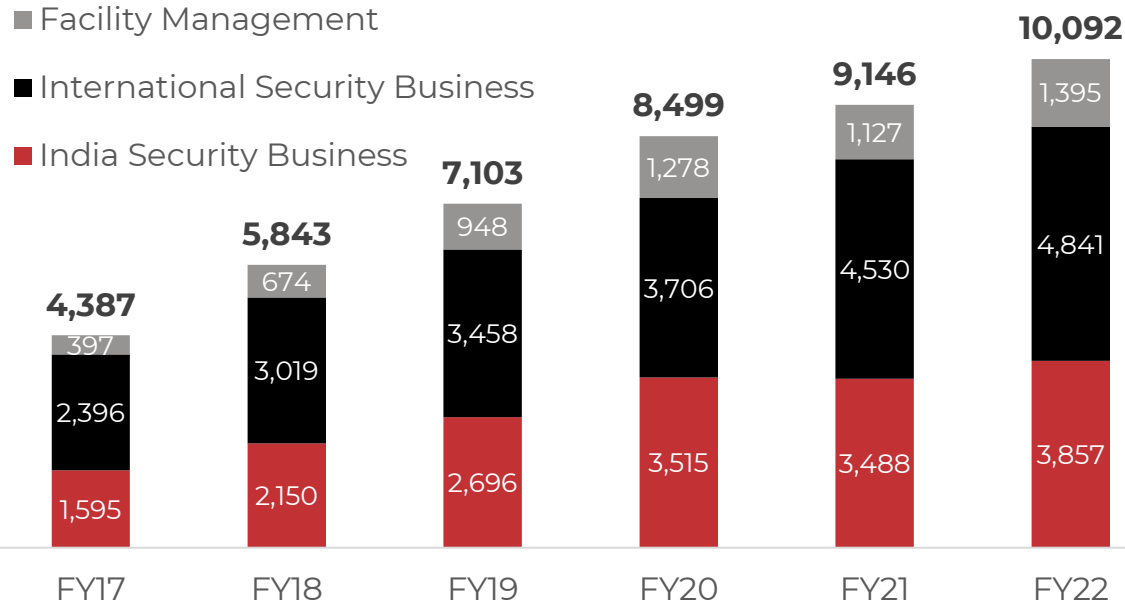
EPS (Rs.)



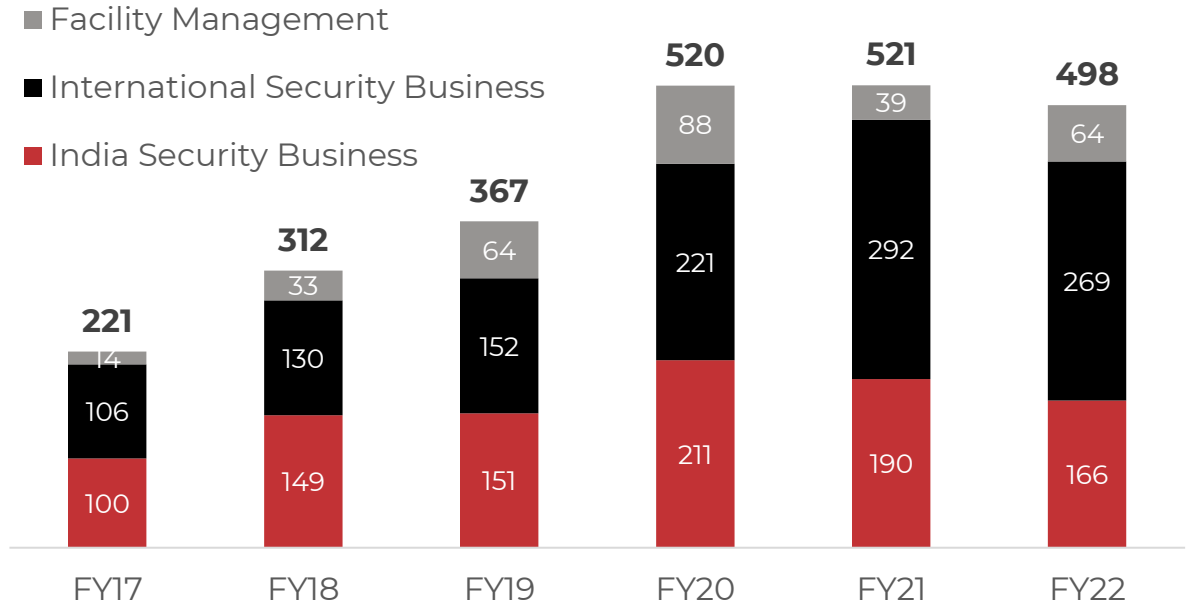
Performed consistently since IPO on key metrics

Consistent growth across segments

Revenue (₹ cr.)



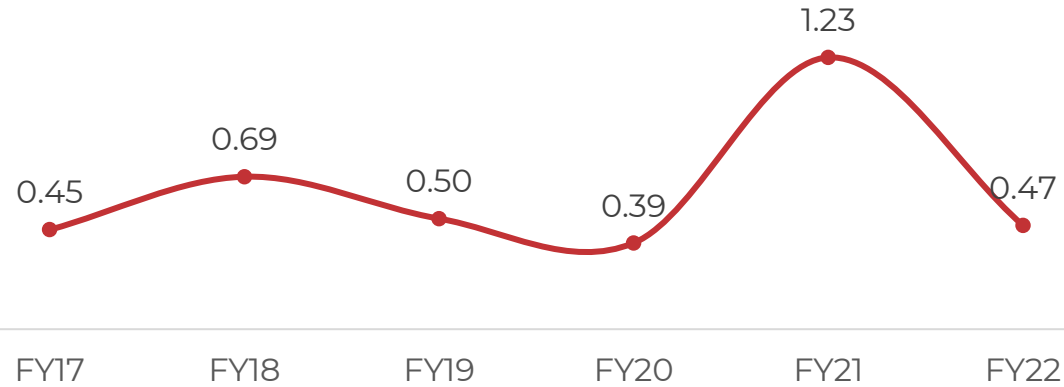
EBITDA (₹ cr.)



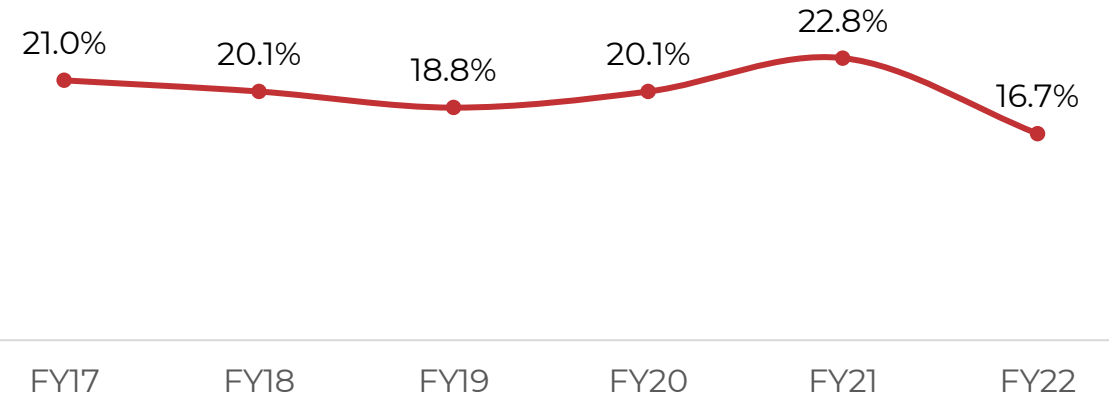
- India business (Security & Facility management) contributes ~52% of revenue in FY22 with a CAGR of 21% from FY17-FY22
- Stable EBITDA performance, barring COVID impact as seen in FY22
- A pick-up in economic activity post COVID combined with an increase in corporate travel for customer interactions, training & development etc., which were almost non-existent in FY21, impacted FY22 EBITDA slightly

Financial Ratios

OCF / EBITDA (X)



ROE (%)



- We generated a total OCF of ₹1,600 cr.+ and maintained our ROE at an average of 19%+
- Total money returned to shareholders in the form of dividends and buybacks amounted to over ₹180 cr. despite the pandemic

Summary

Summary



Specialized business model with high compliance costs for organized players



Diversified business portfolio with a wide range of offerings and growth opportunities



Optimal geographical distribution and a well entrenched network - Positioned well in attractive growth markets



Strong focus on innovation and technology



Demonstrated its ability to build businesses, grow organically, pursue and integrate acquisitions



Consistently transitioning towards high-value solutions



Strong focus on financial and capital allocation prudence



Economic and fundamental trends are favorable for growth of SIS's offerings



Strong Management - Professionally managed workforce where each business is operated by leadership with domain knowledge

Contact Us

About Us:

SIS Group is US \$1.3 Billion, listed (NSE:SIS), Indian MNC and market leader in the essential services segment. It is amongst the top 5 private employers in India with 2,50,000 full-time staff and was recognized as #4 amongst the 'Best Companies to Work For in India' for 2022.

Corporate Office: A-28 & 29, Okhla Industrial Area, Phase-1, New Delhi - 110020

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

SIS Ltd.

Email: investorrelations@sisindia.com

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Mayank Vaswani / Devrishi Singh

CDR India

Tel: +91 98209 40953 / + 91 98205 30918

Email: mayank@cdr-india.com
devrishi@cdr-india.com

Thank You
