

**Date: February 22, 2023**

**Sub.: Investor Presentation**

Company's

---

---

**SIS Limited**

**Pushpalatha K  
Company Secretary**










SIS Ltd.



# Disclaimer

# Table of Contents

	[Redacted]
	[Redacted]
	[Redacted]
	[Redacted]
	[Redacted]
	[Redacted]
	[Redacted]

# Company Overview

---

---

# Market leader in security services, facility management & cash logistics



.....	.....	.....
.....	.....	.....
.....	.....	.....



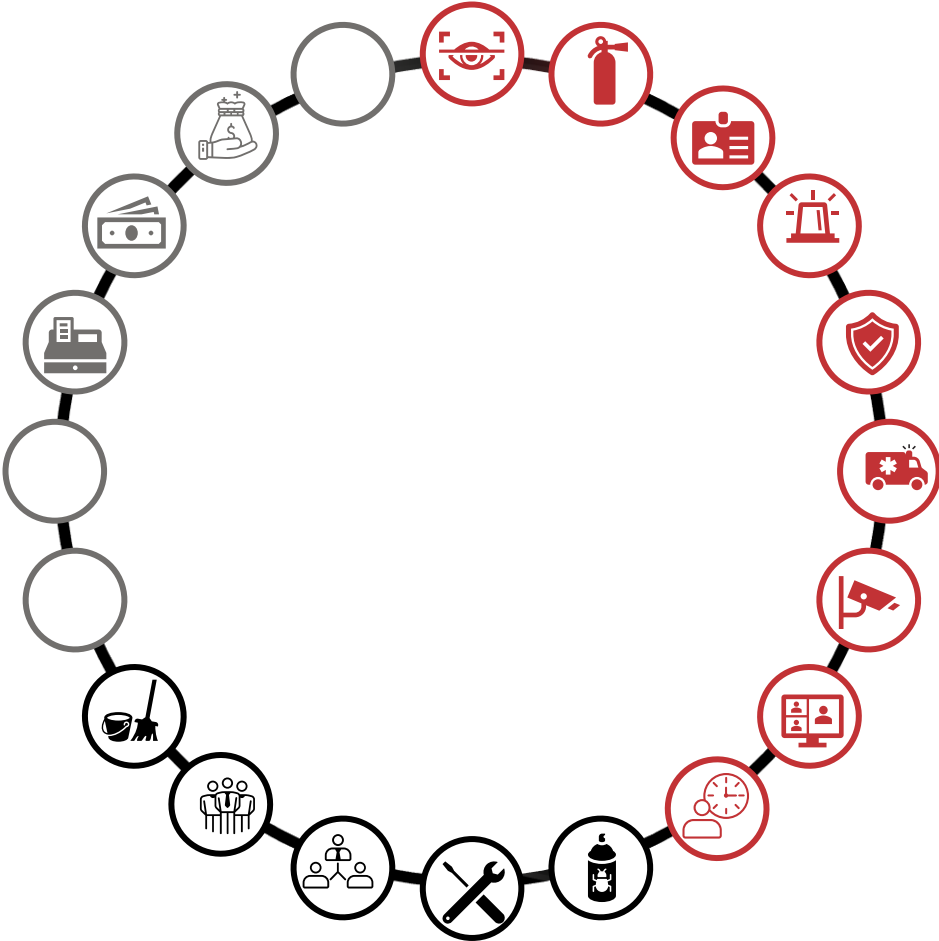
**Note** As on 31<sup>st</sup> March 2022

# VISION 2025

“

”

# Comprehensive offerings



# Distinct brands for specific offerings

## Facilities Management

**ServiceMASTER**  
Clean

An SIS Group Enterprise

**TERMINIX**SIS  
Secured from pest... Assured by world's best

An SIS Group Enterprise

**SIS**  
Security and Intelligence  
Services (India) Limited  
A Market Leader in Security

**SLV**

An SIS Group Enterprise

**PROTECT**

An SIS Group Enterprise



**HENDERSON**  
YOU ENTRUST... WE ENFORCE

**southern cross**  
protection

**P4** GROUP  
SECURITY • EVENTS • CONSULTANCY

## Cash Logistics

**SISC**  
LEADER IN CASH LOGISTICS

**SIS PROSEGUR**  
LEADER IN CASH LOGISTICS >>

## Security Services

# Security Services leadership in Asia Pacific markets



.....

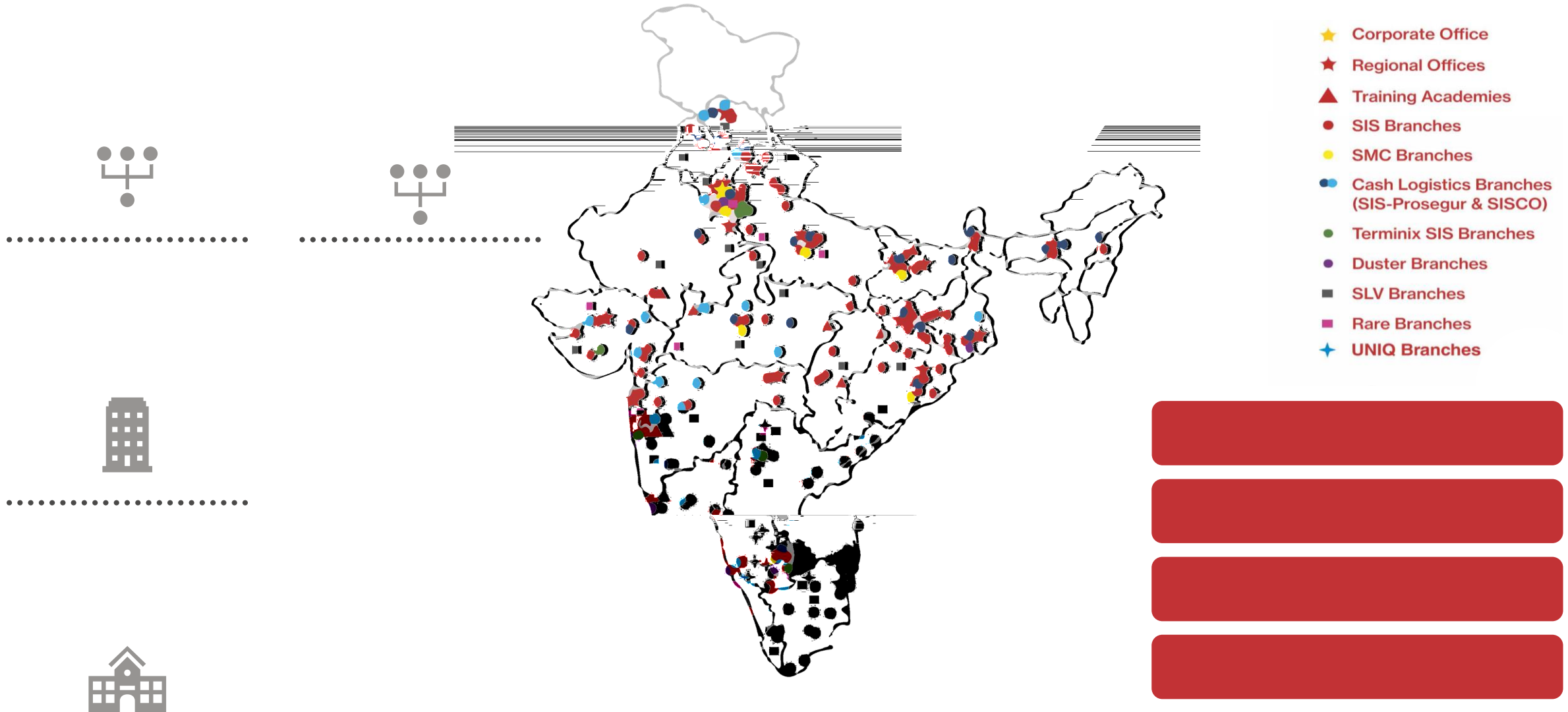


.....

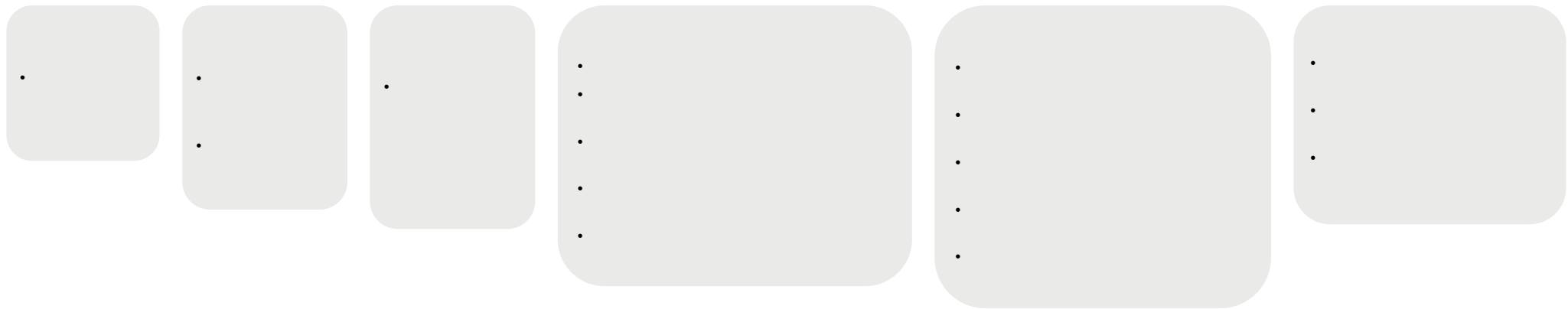
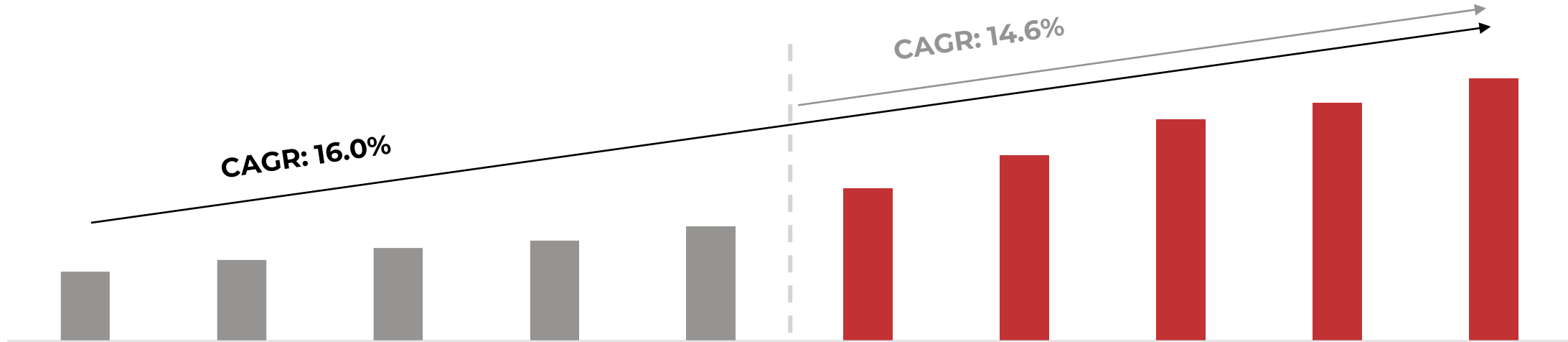


.....

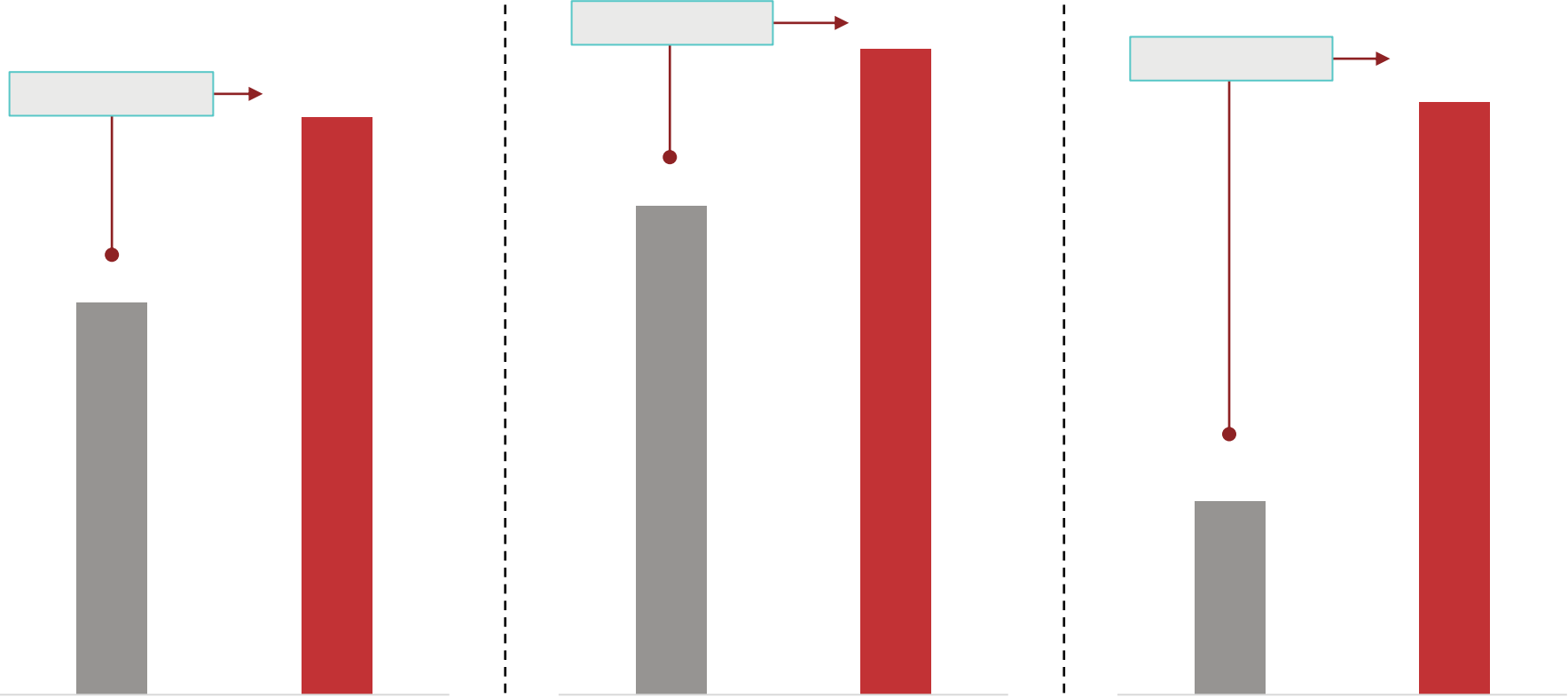
# SIS brings unparalleled reach pan India



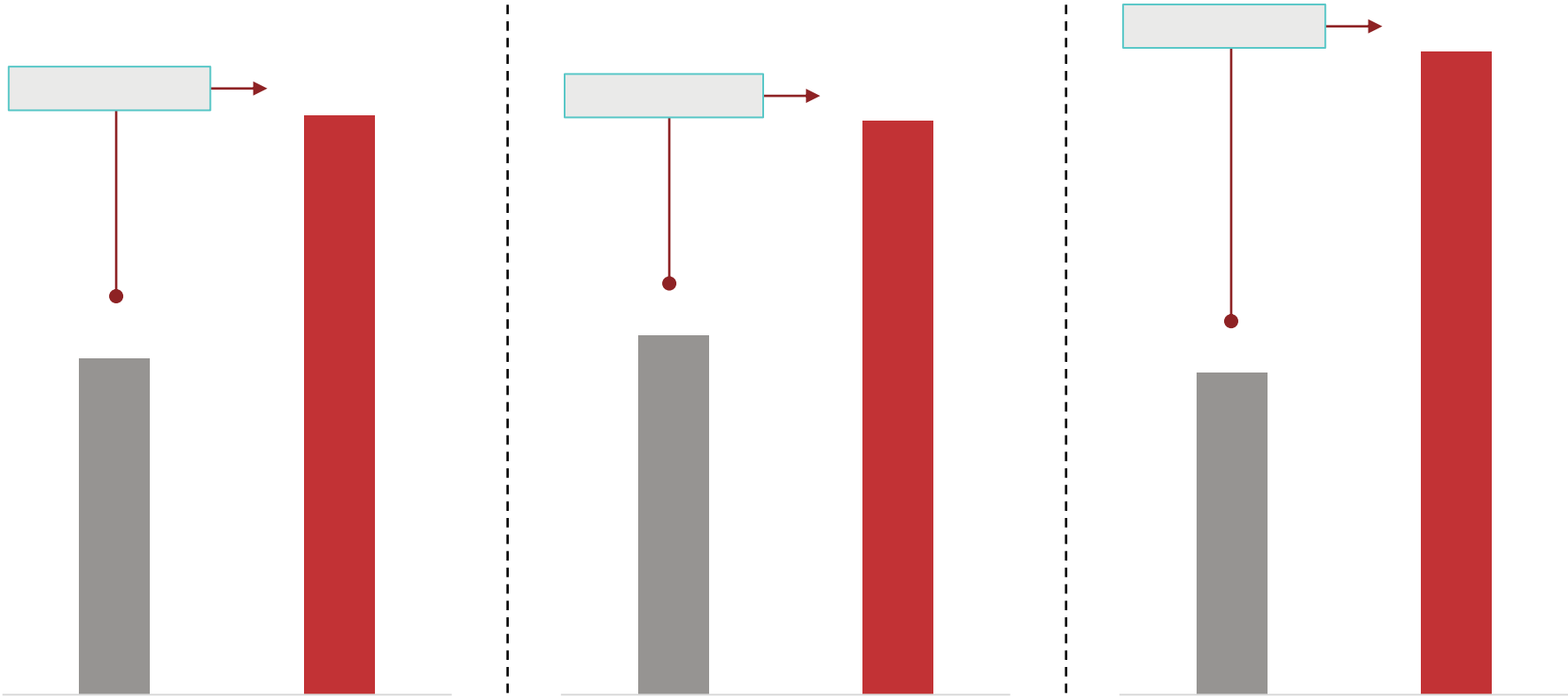
# Track record of consistent growth



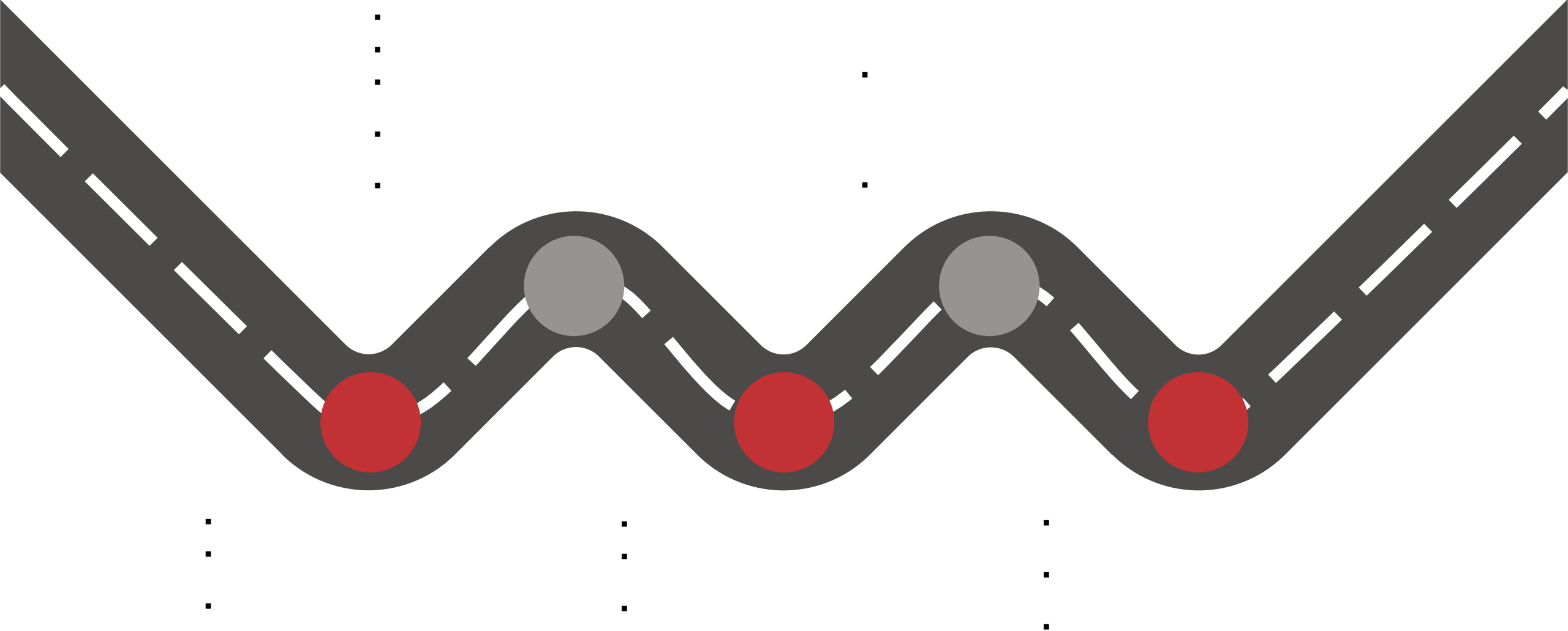
# Consistent growth - Operational



# Consistent growth – Financial



# Rich history





**Group Managing  
Director**



**Director – Finance,  
SIS India**



**CEO,  
SIS India**



**CFO,  
SIS Group**



**CFO,  
SIS India**



**CEO, Security  
Solutions**

# Board of Directors



Chairman and Director



Independent Director



Group Managing Director



Non-executive Director



Independent Director



Independent Director



Independent Director



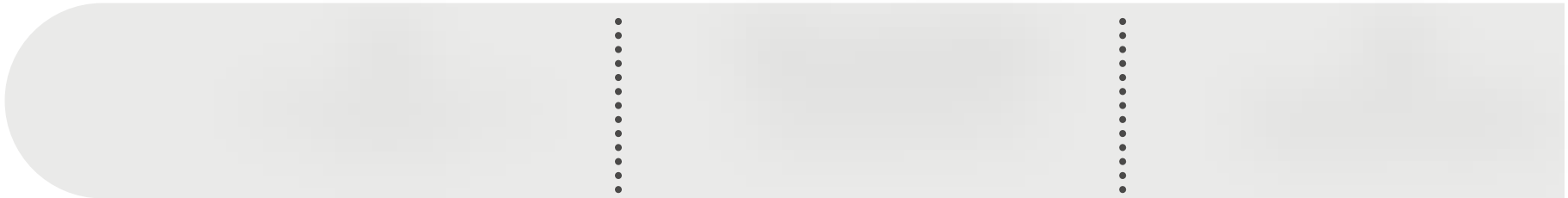
Non-executive Director



Independent Director



Director - Finance



# Business Profile

---

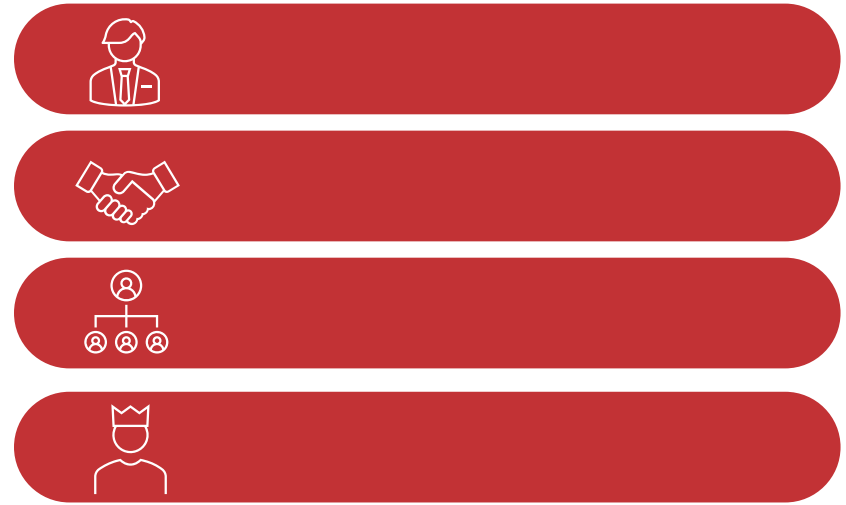
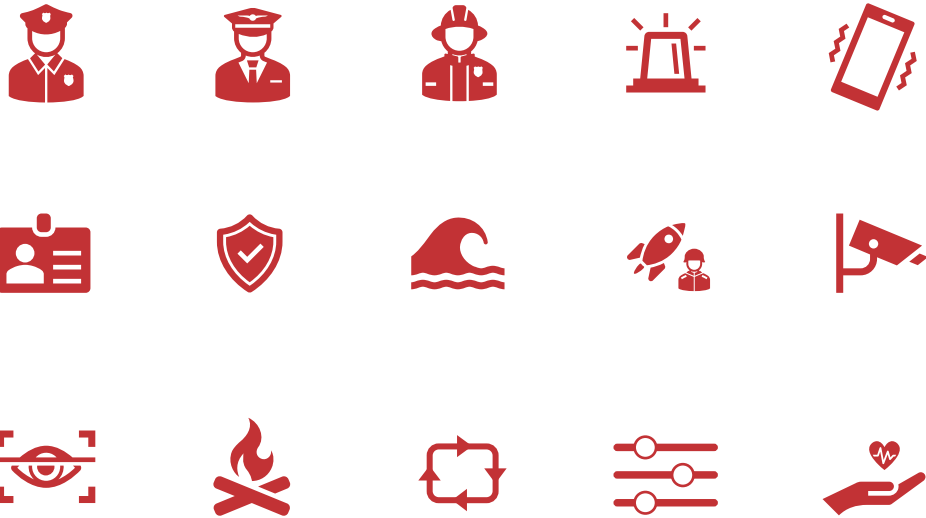
---

# Security Solutions India: Scalable & predictable



**Note** As on 31<sup>st</sup> March 2022

# Security Solutions International



# Dominant presence in key FM markets and segments



**Note** As on 31<sup>st</sup> March 2022

# Cash logistics solutions



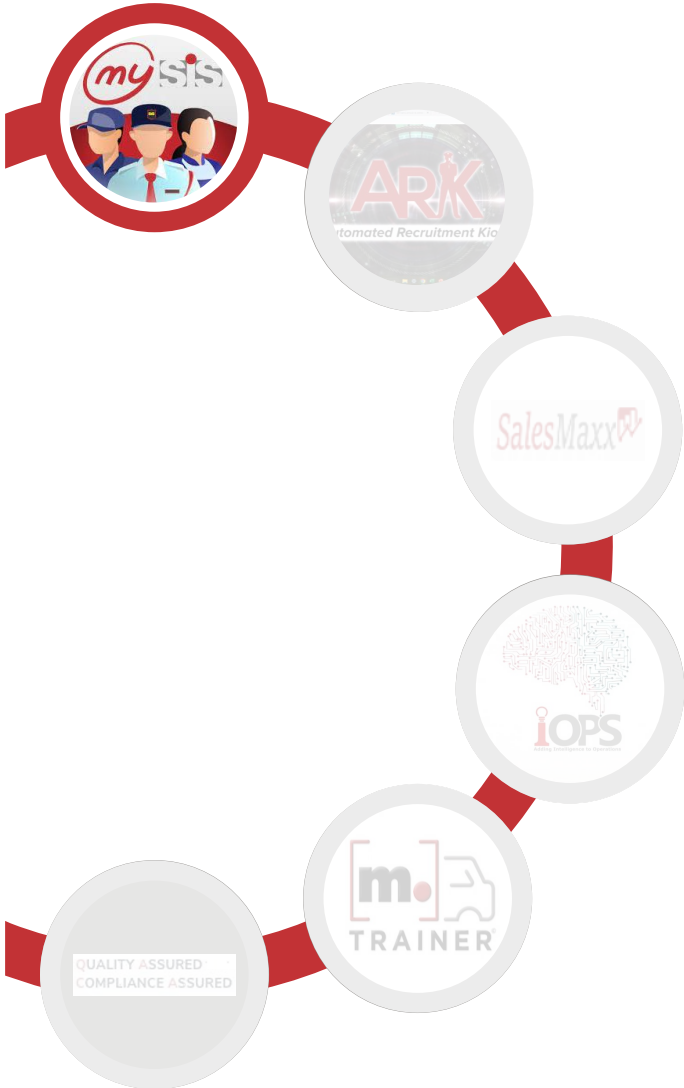
# Deep Technological Imprint

---

---

# Leveraging technology to improve productivity and efficiency of operations





Attendance records on fingertips

Mark attendance in one click

Online leave approval

App locker for documents

Live notifications for Salary, PF etc...

Grievance redressal through integrated WhatsApp

**Current Duty** Shift A  
IL & FS Environmental Infrastructure & Services Limited | DLE UNT 12345  
Maingate SS

Thursday 6 Feb

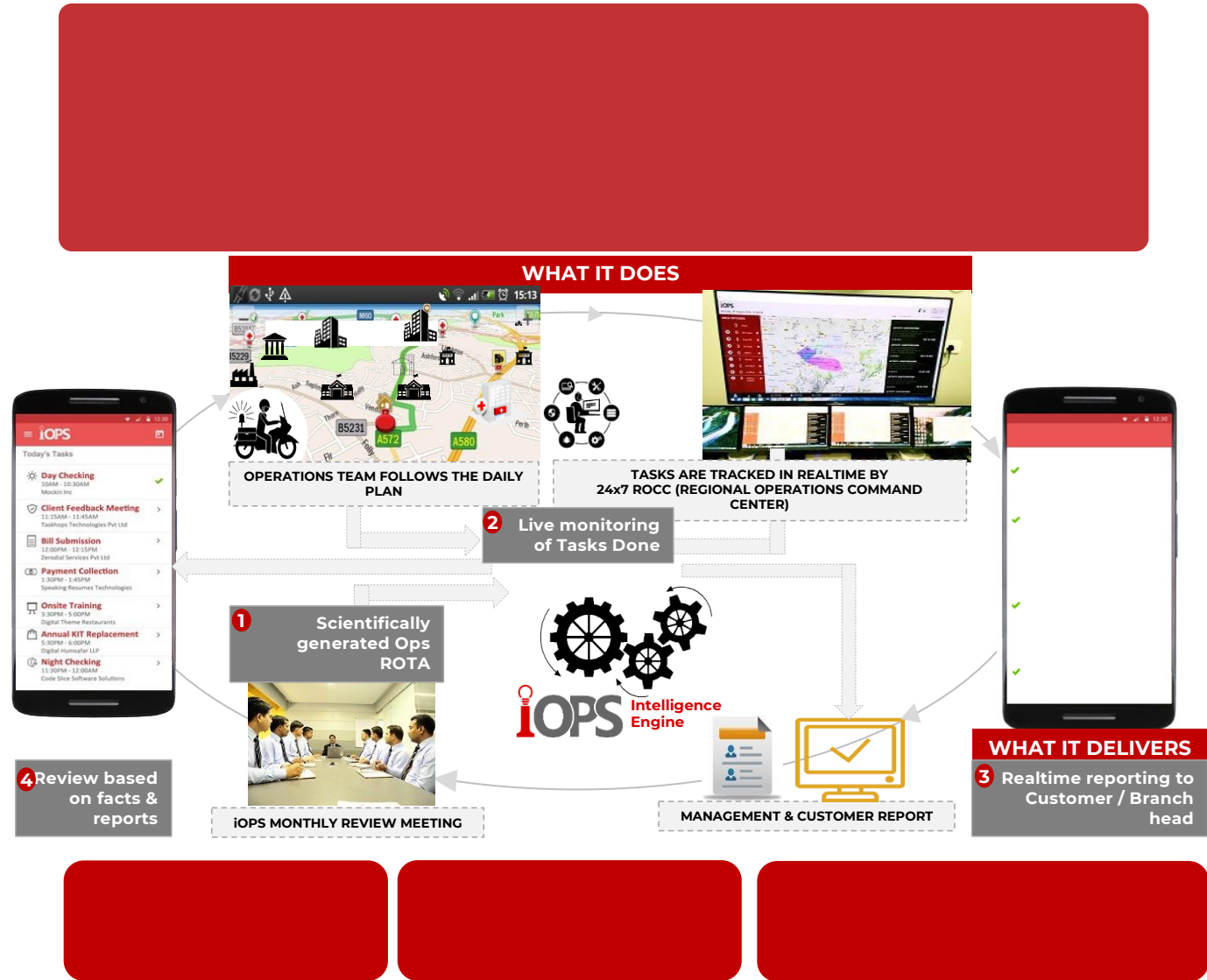
**10:00** AM

**DUTY IN** DUTY OUT

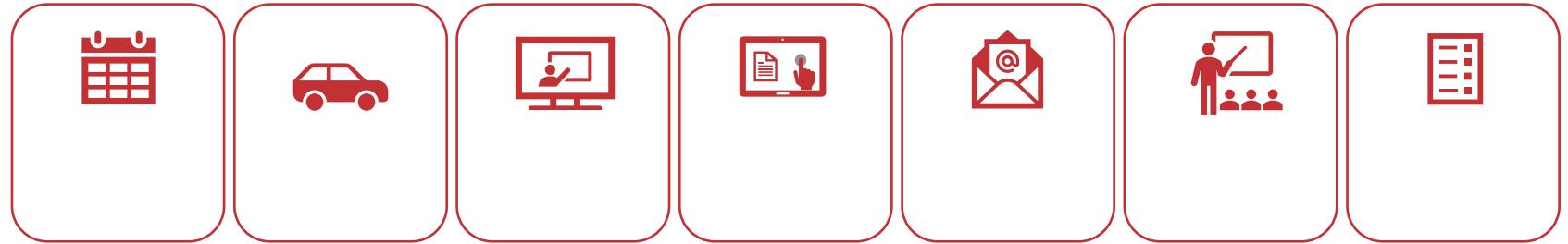
**LOCATE ON MAP**







# 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 ASSURED  
COMPLIANCE ASSURED




This Month



Site: 12 Sites

STATES: 3 SITES: 12




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

Email Escalate Issue >

**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 2
View Reports 8

Manpower

Day Checks >

22 / 30

Operations

Night Checks >

1 / 1

Training

Operation Visits >

12

Compliance


Client Meetings >

12 / 14

Rewards & Recognitions >


4

Activities This Month




Legend: DAY CHECK, NIGHT CHECK, OPERATION VISITS, CLIENT MEET, REWARDS


Activity Feed




Activity Name  
16 Sep 2021




Activity Name  
16 Sep 2021




Activity Name  
16 Sep 2021



Activity Name  
16 Sep 2021



Activity Name  
16 Sep 2021



Activity Name  
16 Sep 2021

View Operations Details >

**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	<b>3.2 CR</b>
Current Invoice	<b>1.4 CR</b>
Under DSO	<b>0.4 CR</b>
> DSO (90 days)	<b>1.4 CR</b>

Bill Submission: **06-09-2021**

Delayed by 1 day

Bill Compliance Docs Submitted: **17/17**

Wage Payment: **07-09-2021**

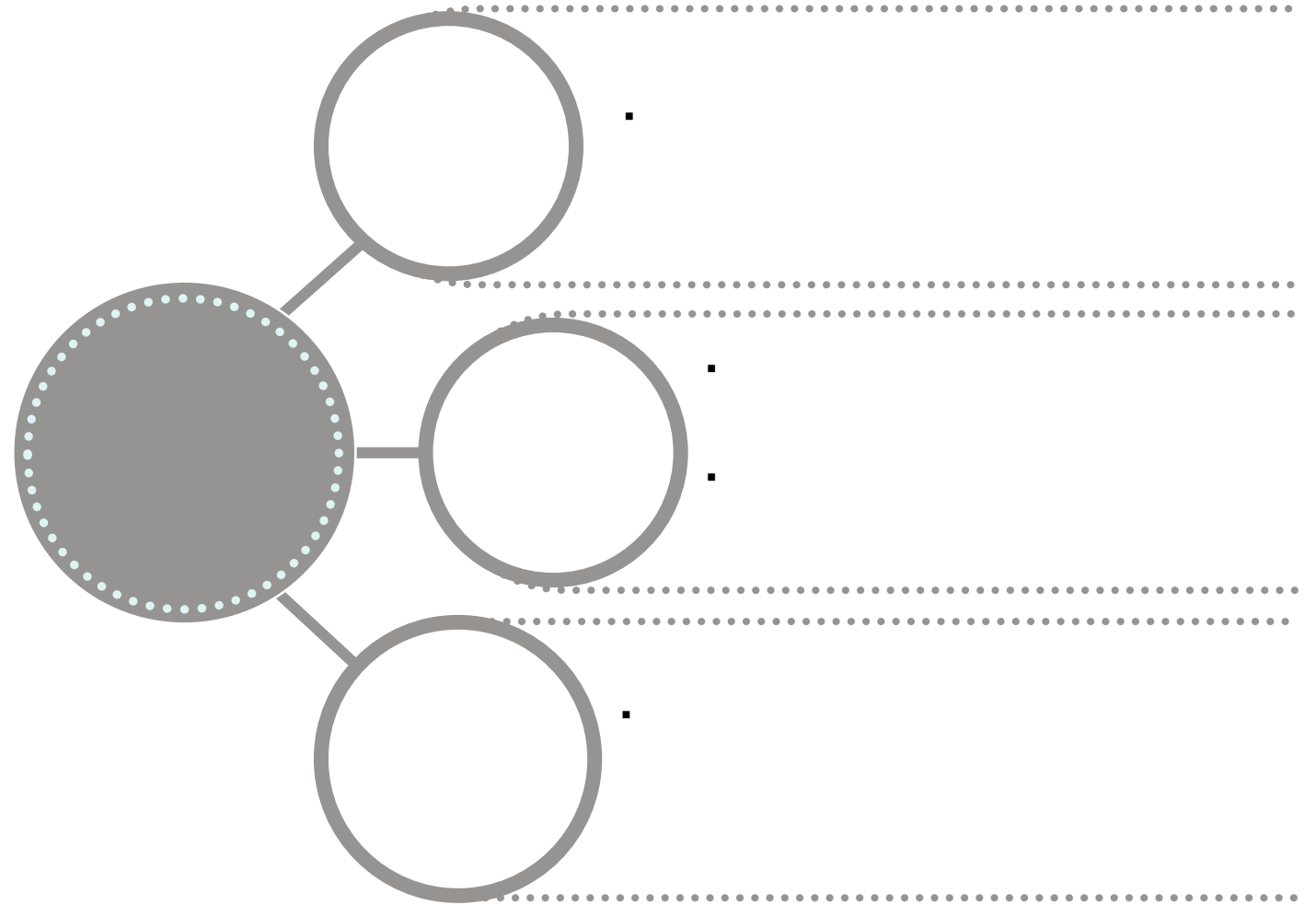
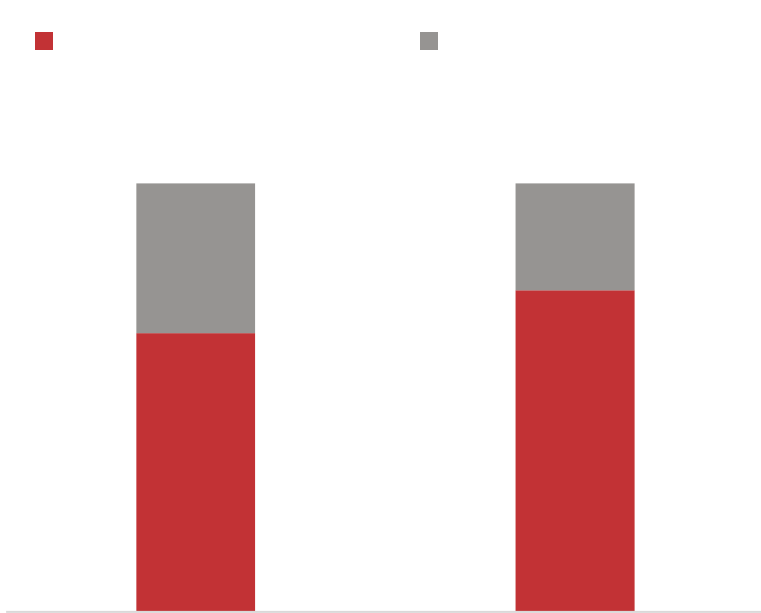
100% Manpower Paid

# Industry Overview

---

---

# Industry transitioning towards Organized Players



# Well poised to take advantage of Industry Trends



# Growth Strategy

---

---

# Transitioning from services to problem solving

Market Leadership → Market Share

Services Company → Solutions Company



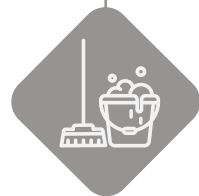
March '19 – **3.00%**

Dec '22 – **5.36%**



March '19 – **53.00%\***

Dec '22 – **81.00%\***



March '19 – **6.00%**

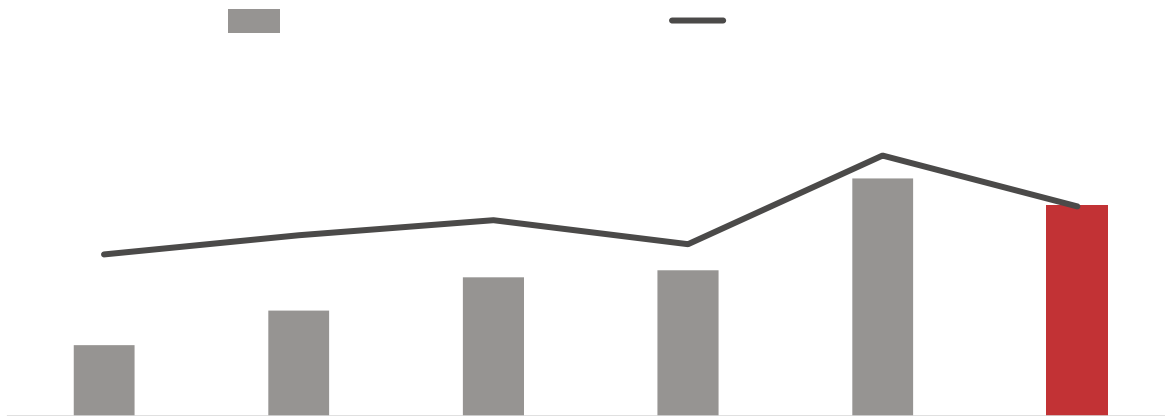
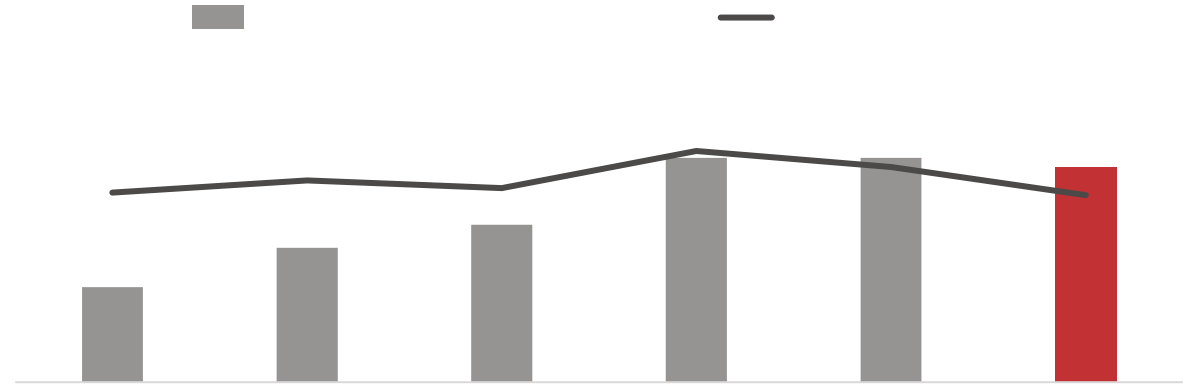
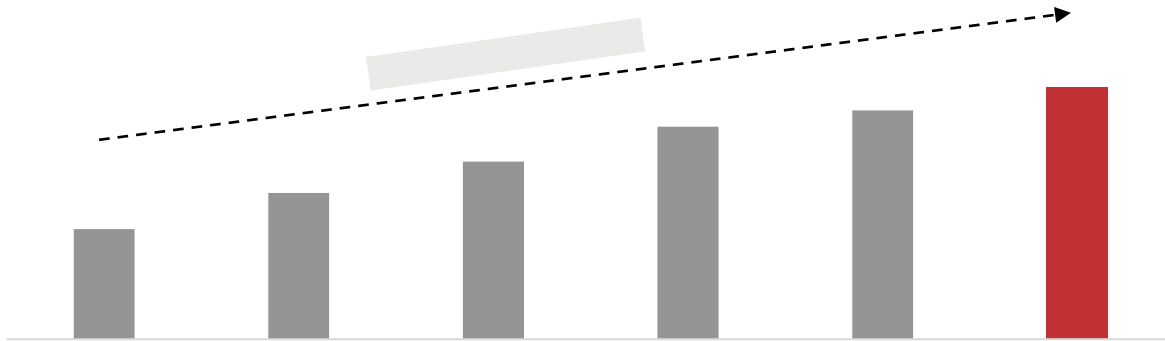
Dec '22 – **30%**

# Financial Overview

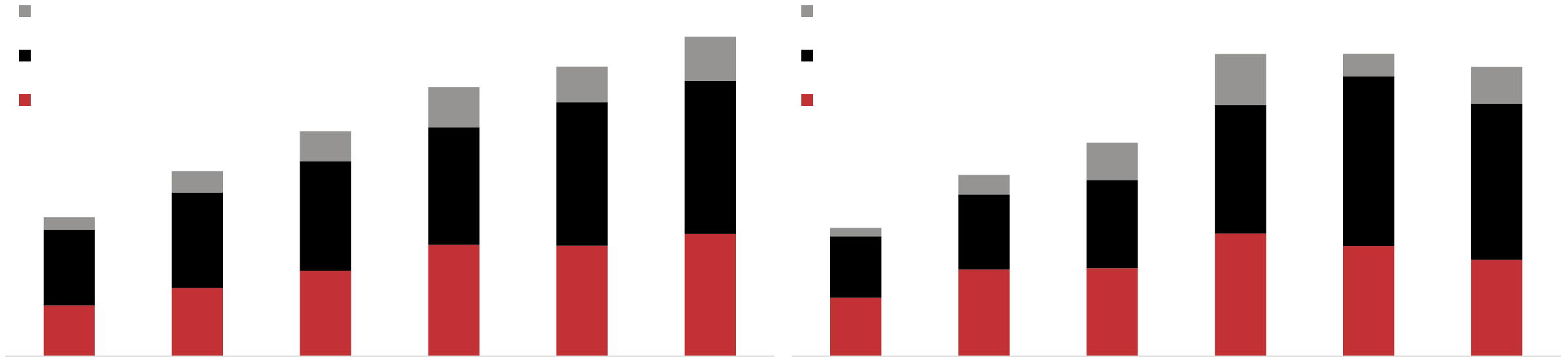
---

---

# Compounding story playing out with predictable growth

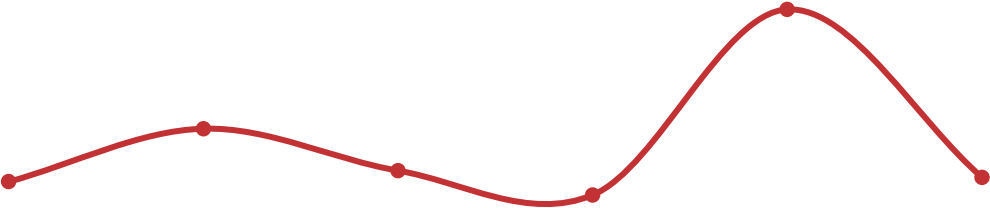


# Consistent growth across segments



- 
- 
-

# Financial Ratios



- 
-

# Summary

---

---

# Summary



Summary content area consisting of ten horizontal boxes with a red border and arrowheads on the left and right sides, intended for text input.

# Contact Us



# Thank You

---

---