

Date: October 24, 2018

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

NSE Symbol: SIS

BSE Code: 540673

Dear Sir/Madam,

Sub.: Investor presentation on Financial Results for Q2 & H1 FY19

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation on financial results for the quarter and half-year ended September 30, 2018.

This is for your information and records.

Thanking you.

Yours Faithfully,
For **Security and Intelligence Services (India) Limited**

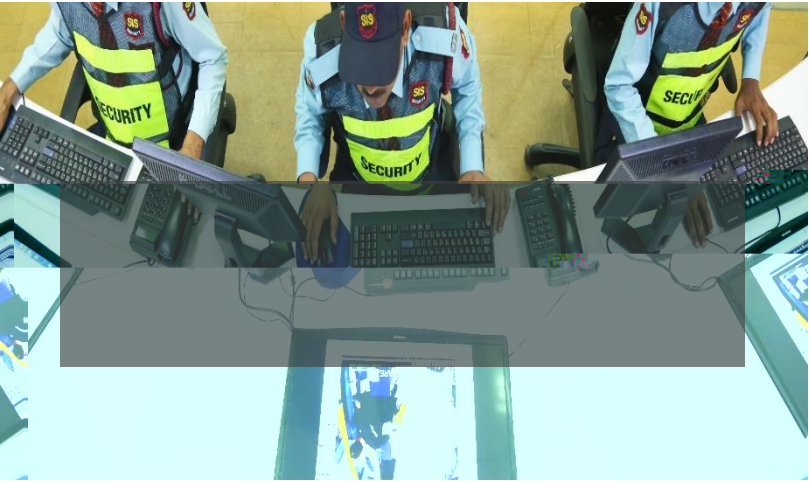
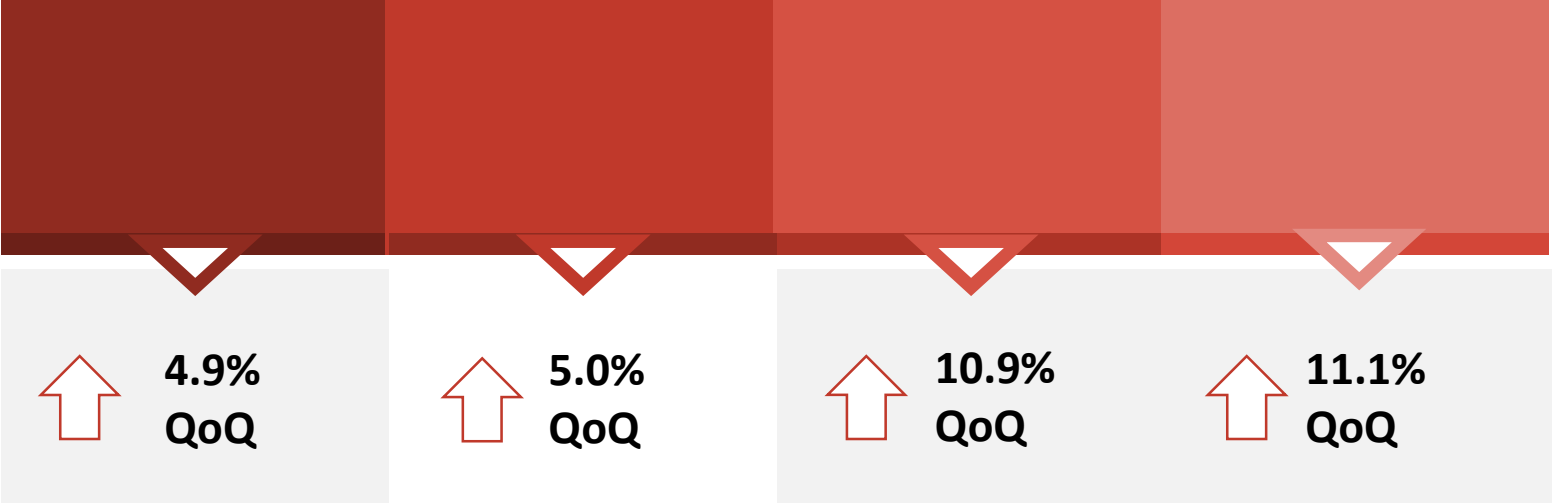


Pushpalatha K
Company Secretary





Q2 FY19 RESULTS



Security
- India



Facility
Management



+17.7%

1195

-16.5%

60.5

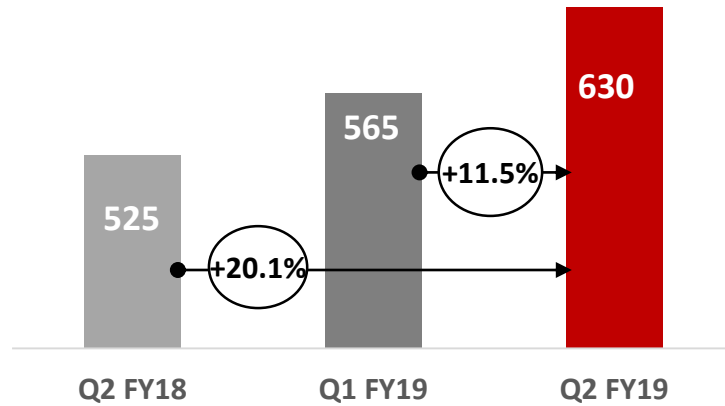
133

137

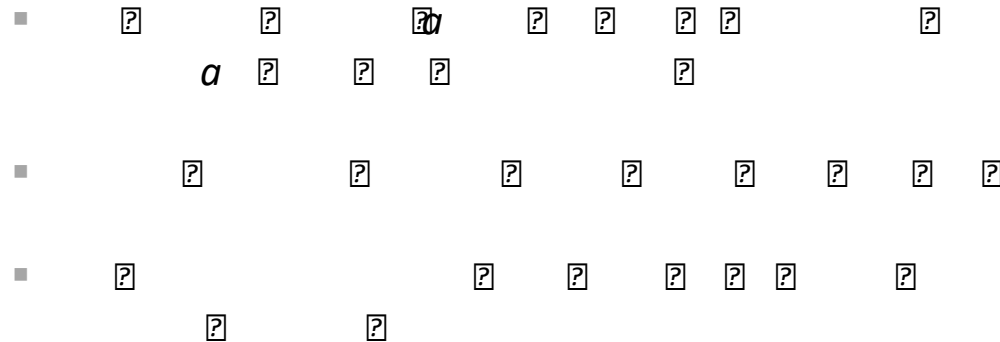
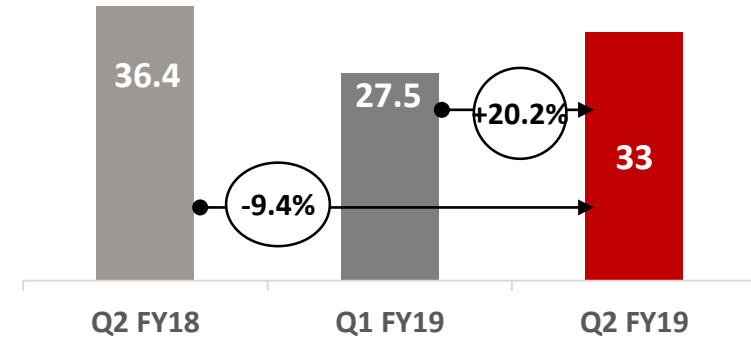
H1 FY18

H1 FY19

Revenues



EBITDA



126,900

Trained security personnel

169

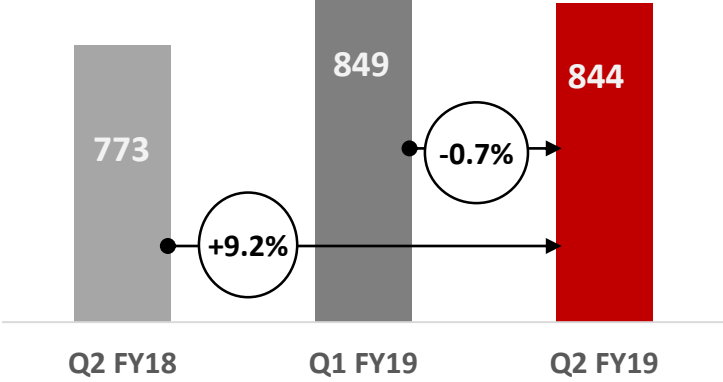
Branch Office Network

13,582

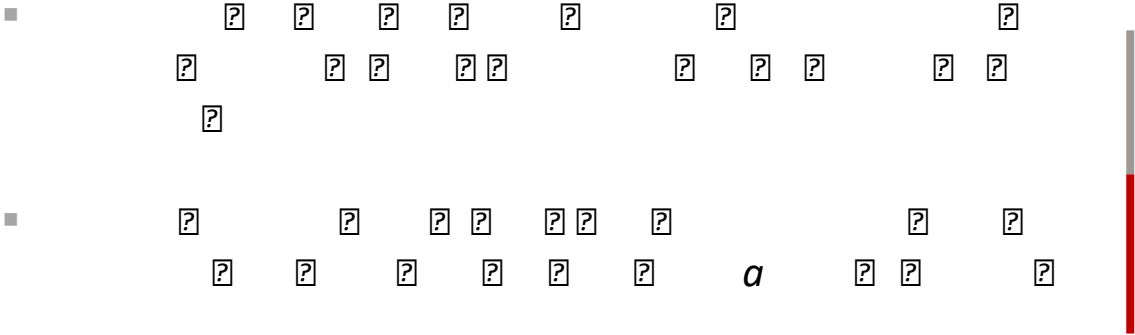
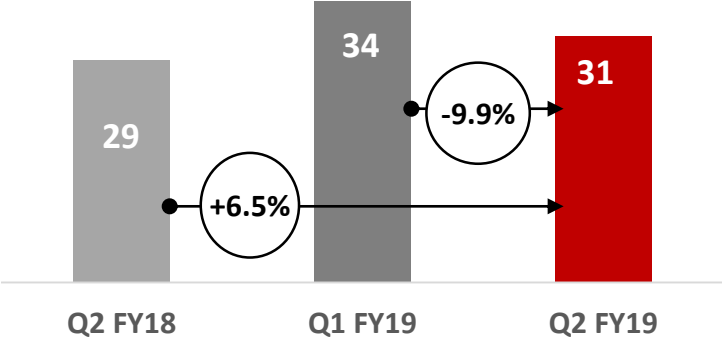
Customer sites



Revenues



EBITDA



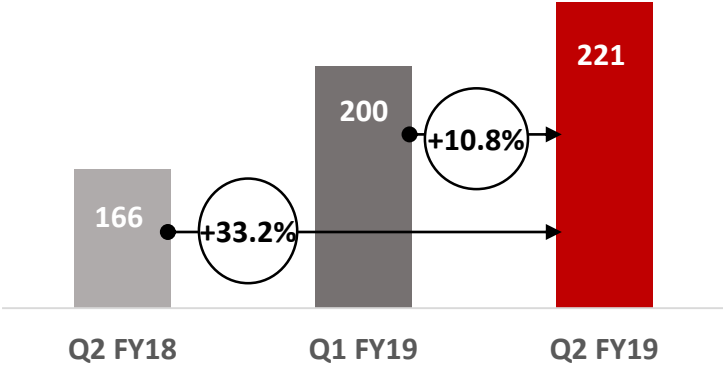
21% Market share

7,083 Employees

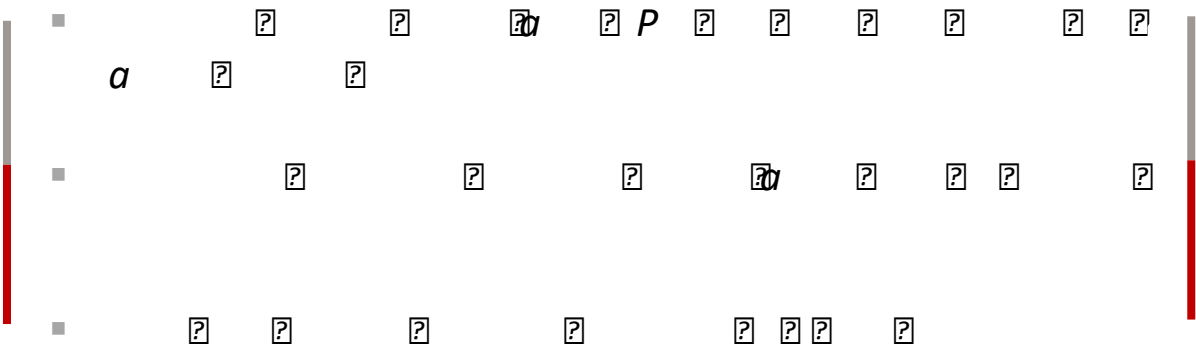
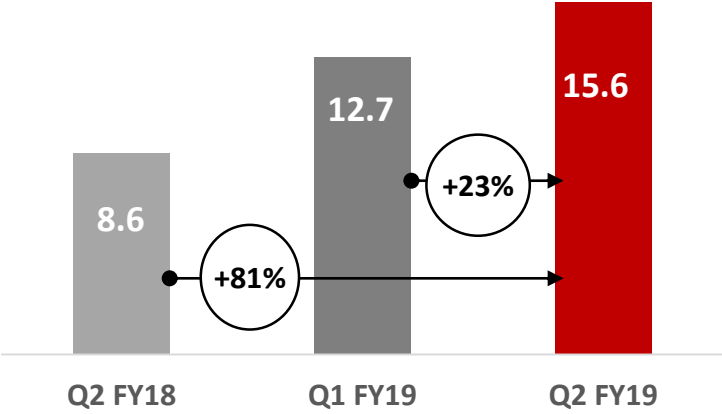
8,650 Sites serviced by SXP



Revenues



EBITDA



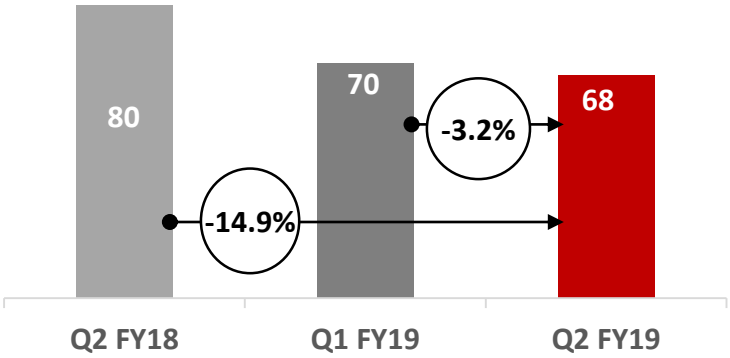
47,148 Skilled workforce

73 Branch Network

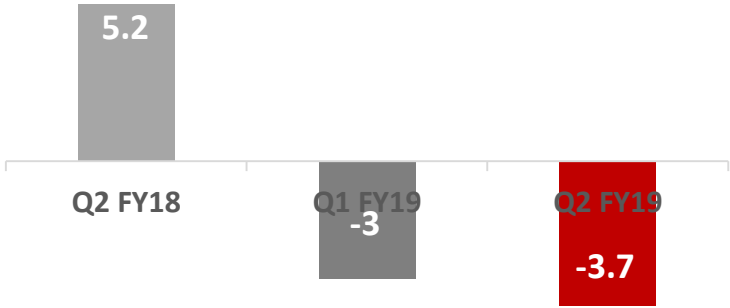
2,994 Customer sites



Revenues



EBITDA



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2,150 No. of Vans

14,600 ATMs served



Q2 FY19

Acquisitions & Major Developments

Strategic Rationale

Deal Parameters

| | |
|--|--|
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|--|--|

Key Operating Metrics

Financials



11,500

Trained security personnel



16

Branches



1,575

Sites

| | 2016 | 2017 | 2018 |
|--|------|------|------|
| | | | |
| | | | |



Strategic Rationale

Deal Parameters

| | |
|---|--|
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|---|--|

Key Operating Metrics

Financials



4,000
Housekeeping personnel



80
Customers



200 +
Sites

| | 2016 | 2017 | 2018 |
|--|------|------|------|
| | | | |

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Healthcare is a key vertical for SIS across both Security and FM

SIS provides services across 300 hospitals and 60,000 beds

Govt.'s ambitious Ayushman Bharat scheme is poised to reshape the Indian healthcare industry

Targeted to cover 50 cr population, with 33% new coverage

Significant new capacity in terms of hospitals, beds needed

1.5 Mn more beds needed to reach even half of WHO standards

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Q2 FY19

Financial Results

| Rs. in crs | Q2 FY19 | Q2 FY18 | Y-o-Y | Q1 FY19 | Q-o-Q | H1FY19 | H1FY18 | Growth |
|-------------------------------|---------|---------|-------|---------|-------|--------|--------|--------|
| Revenue from operations | 1,690.2 | 1,460.0 | | 1,611.4 | | | | |
| EBITDA | 78.17 | 74.07 | | 74.45 | | | | |
| Normalised EBITDA | 82.09 | 74.07 | | 81.51 | | 163.6 | 134.5 | |
| Profit after taxes | 43.78 | 58.91 | | 39.48 | | | | |
| Normalised Profit after taxes | 46.96 | 27.84 | | 44.09 | | 2.5% | 3.0% | |
| EPS | 5.98 | 8.36 | | 5.39 | | | | |
| Diluted EPS | 5.89 | 8.21 | | 5.30 | | | | |

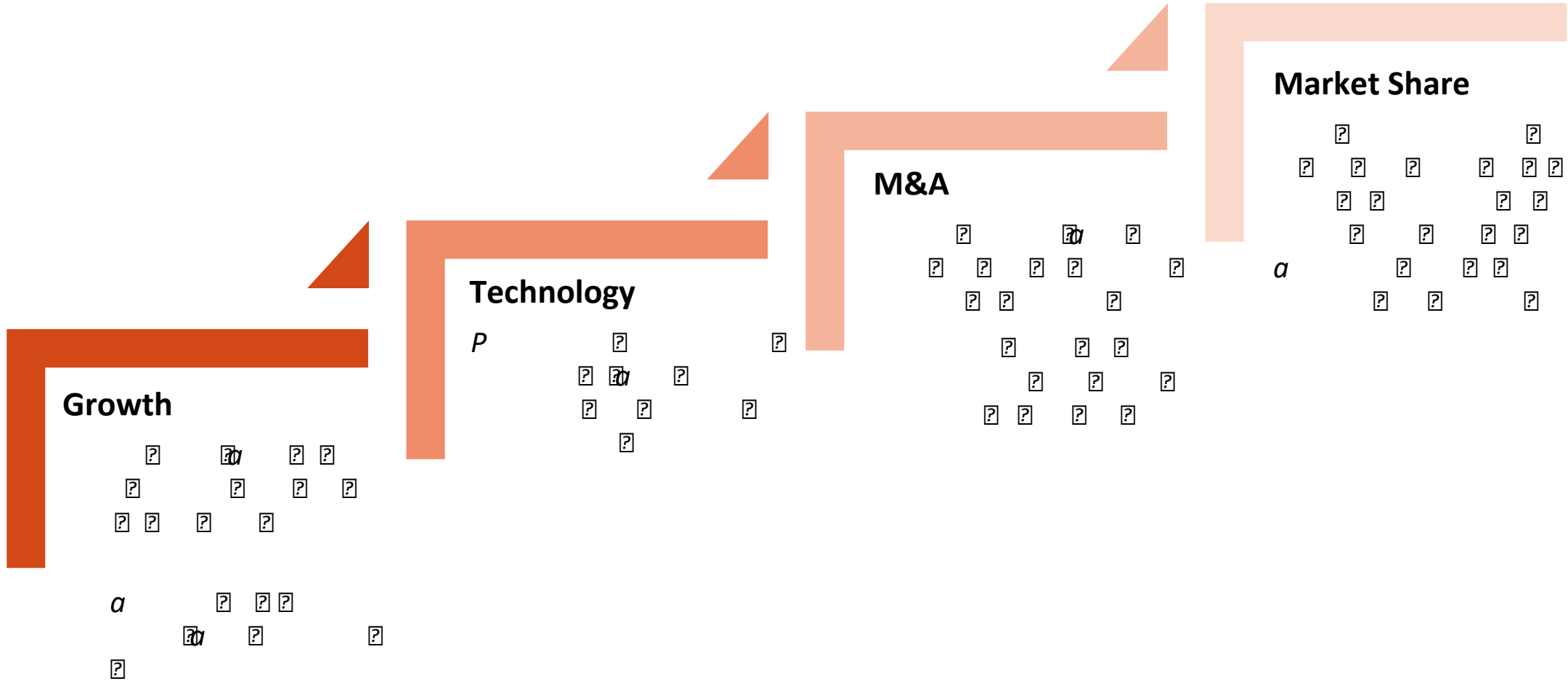
Q2 FY19 Q2 FY18 Y-o-Y Q1 FY19 Q-o-Q H1FY19 H1FY18 Growth

Q2 FY19 Q2 FY18 Y-o-Y Q1 FY19 Q-o-Q H1FY19 H1FY18 Growth

Q2 FY19 Q2 FY18 Y-o-Y Q1 FY19 Q-o-Q H1FY19 H1FY18 Growth

Q2 FY19 Q2 FY18 Y-o-Y Q1 FY19 Q-o-Q H1FY19 H1FY18 Growth

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VISION 2020
— BIGGER & BETTER —



Security Services

Cash Logistics

Facility Management



Mr. Vamshidhar Guthikonda

SGA Strategic Growth Advisors

Mr. Shogun Jain
