

Crossed the INR 10,000 crore annual revenue mark for the first time in our history

FY22 Operating PAT at Rs. 288.6 Crs; 49.1% up YoY

Highest ever quarterly revenue of Rs. 2,648 Crs

- Consolidated Revenue for FY22 at Rs. 10,059 Crs; 10.2% YoY growth
- Consolidated EBITDA for FY22 at Rs. 499 Crs
- Consolidated Revenue for Q4FY22 at Rs. 2,648 Crs; 1.8% YoY growth
- Consolidated EBITDA for Q4FY22 at Rs. 124 Crs
- Sound Return Ratios - RONW at 17%

New Delhi, May 04, 2022, SIS Ltd. (NSE: SIS, BSE: 540673), announced its Unaudited Financial Results for the quarter and year ended March 31st, 2022.

Key Consolidated Financials at a Glance:

<i>Rs. In crs</i>	<i>Q4 FY22</i>	<i>Q4 FY21</i>	<i>Y-o-Y</i>	<i>FY22</i>	<i>FY21</i>	<i>Y-o-Y</i>
<i>Revenue from operations</i>	2,648.0	2,445.2	8.3%	10,059.1	9,127.3	10.2%
<i>EBITDA</i>	124.4	123.3	0.9%	498.5	520.8	-4.3%
<i>EBITDA %</i>	4.7%	5.0%		5.0%	5.7%	
<i>Profit after taxes</i>	97.4	102.2	-4.7%	325.9	367.2	-11.2%
<i>Profit after taxes %</i>	3.7%	4.2%		3.2%	4.0%	
<i>Operating PAT</i>	97.7	35.9	172.3%	288.6	193.5	49.1%
<i>Operating PAT %</i>	3.7%	1.5%		2.9%	2.1%	

- **Segmental Revenues are as follows:**

- **Security Solutions India:** Rs. 1037 Crs in Q4FY22 vs Rs 901 Crs in Q4FY21 and Rs. 995 Crs in Q3FY22

- **Security Solutions International:** Rs. 1237 Crs in Q4FY22 vs Rs 1253 Crs in Q4FY21 and Rs. 1247 Crs in Q3FY22
- **Facilities Management:** Rs. 386 Crs in Q4FY22 vs Rs 296 Crs in Q4FY21 and Rs. 368 Crs in Q3FY22
- **Return Ratios:** RONW (based on proforma trailing 12 months PAT) is 16.7%, our strong return ratios continue.
- **Cash Conversion** - OCF/EBITDA on a consolidated basis was 46.9% for the year which is result of the business growth and strong working capital management.

Business Updates:

- **India Security Solutions Business:** The India security business continued the growth momentum with 4.2% QoQ growth in revenues and reached Rs. 1037 Crs which is the highest in our history and indicates a strong growth revival over the past few months. During the quarter, we incurred certain expenses for the protection and safety of our employees to mitigate the impact of the third wave of Covid and also incurred expenses towards certain CSR initiatives of the group. Despite this EBITDA margin for the Q4FY22 is maintained at 3.8%.
- The biggest contract came from Mahanadi Coalfields where SIS will deliver Security Solutions to Mahanadi Coalfields at 18 sites through deployment of more than 3,000 security personnel in different categories. The contract is valued at approximately Rs. 226 crores. This is our first large value order in the Coal industries segment which is a testament to our strong capabilities, backed by our extensive experience in curating and providing customised and specific security solutions to the meet the unique needs of our customers.
- **International Security Solutions Business:** The International business recorded a revenue of Rs. 1237 Crs which is a -0.8% QoQ growth. The Covid related business, started tapering

down during the quarter, the reduction in revenue from these contracts were compensated by increase in revenues from existing customers and segments that were hit by the pandemic and its restrictions. The new wins during the quarter are AUD 24 Mn annualized value. The segment demonstrated a 6.8% growth in FY22 revenues over FY21. The EBITDA margin for the international business was 5.4% in Q4, which is slightly lower than the 5.6% in Q3FY22, the margin is settling towards our pre-Covid normal levels as temporary Covid contracts with exceptional margins decline.

- **Facility Management:** The Facility Management segment continued its strong recovery with a revenue growth of 4.8% over Q3FY22 and 30.4% over Q4FY21, reaching revenues of Rs 386 Crs for the quarter. Our focus on manufacturing, healthcare, BFSI and E-commerce / Logistics segments has paid off and has helped us win important clients. Given the learnings from last two years, we have consciously continued to reduce our exposure to IT / ITeS and have focussed on increasing our exposure to more resilient and stable sectors like manufacturing, food processing industries and the new sectors like e-commerce. The EBITDA margin was 4.5% in Q4FY22, which is much higher than 1.9% in Q4FY21.
- **Cash Logistics:** The Cash Logistics segment continues its strong revenue growth with all service lines performing well. The segment had a 14% revenue growth YoY on the back of major wins with banks, increased deployment in the cash processing business and introduction of new products. The tariff hikes continue to be implemented and we continue to make steady progress on this with steady rollout of the RBI/ MHA norms. The EBITDA margins also continue to improve and is a testament to the high margin nature of the cash logistics segment.

Commenting on the performance, Mr. Rituraj Kishore Sinha, Group Managing Director said, “FY22 has been a landmark year for SIS. We crossed the INR 10,000 crore annual revenue mark for the first time in our history. All business segments continued to report healthy growth despite impact of COVID second and third waves, resulting in 10.2% growth YoY. The COVID period has

underlined the resilient nature of our business, amply demonstrated by our monthly revenue run rate, which was Rs. 942.4 crs for March, 2022 compared to Rs. 719.7 crs in March 2020 (pre-COVID) which is a growth of 31 %”

About SIS Limited (SIS):

SIS is a US\$ 1.3 Bn, Indian Multinational and Essential services Market Leader in India, with over 2,30,000 employees. SIS is amongst the Top 10 private sector employers with over 400 offices across 650 districts. SIS is #1 in Security Solutions, #2 in Facility Management and #2 in Cash Logistics segments in India. It is also the largest Security Solutions company in Australia.

Safe harbor statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

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