

Date: April 7, 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 and audio recording – Security Solutions India (Guarding & Electronic Security) session - Confluence event 2023

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

In continuation to our intimation letter dated March 17, 2023, we have enclosed the presentation made during the virtual session of Security Solutions India (Guarding & Electronic Security) in confluence event 2023 held on April 6, 2023.

In addition, we have also uploaded an audio recording of the event and the presentation 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



A Market Leader in
Security, Cash Logistics
& Facility Management

SIS Ltd.

Security Solutions India
SIS Confluence 2023

6th April 2023



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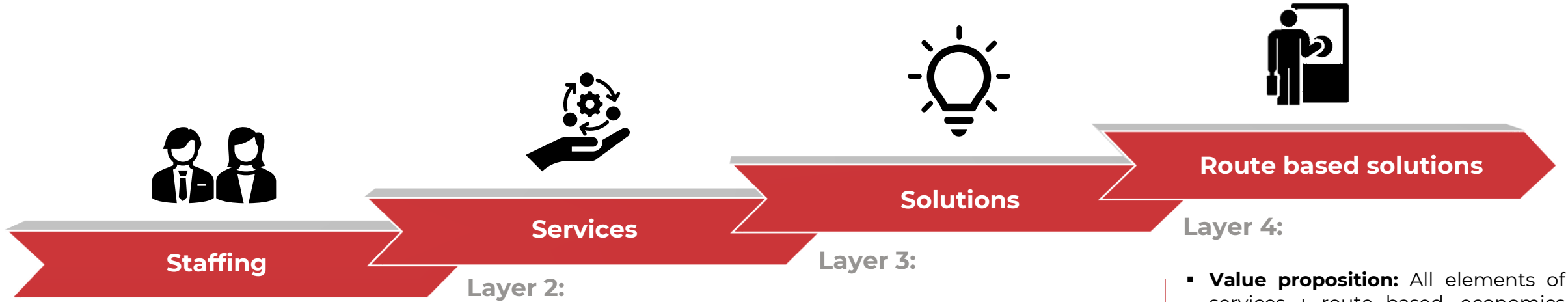
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Disclaimer

Outsourced Business Services



Base Layer:

- **Value proposition:** Payrolling, recruit as per requirements, mostly staff is rolled over, no training, no supervision, no responsibility for performance / outcomes
- **Pricing model:** Fixed fee basis
- **EBITDA margin:** 2%-4%
- **Customer stickiness:** Poor

Layer 2:

- **Value proposition:** SLA based contracts, responsible for performance / outcomes, recruit, train, supervise, payroll, pay first - collect later
- **Pricing model:** Cost + service fee
- **EBITDA margin:** 5%-7%
- **Customer stickiness:** High

Layer 3:

- **Value proposition:** All elements of services + tech, lesser manpower component, hardware/software leasing, electronic security (e.g. E-surveillance solution for banking sector), 24*7 monitoring, manpower for emergency response, value added services
- **Pricing model:** Cost is not exposed → Greater pricing power
- **EBITDA margin:** 11%-15%
- **Customer stickiness:** High, long-term contracts

Layer 4:

- **Value proposition:** All elements of services + route based, economics based on cost / stop, route break-even and route density linked profits, non-linear business (e.g. doorstep banking services in cash logistics)
- **Pricing model:** Cost is not exposed → Greater pricing power & route productivity gains
- **EBITDA margin:** 20%+
- **Customer stickiness:** High

Today's Speaker



Tapash Chaudhuri
CEO,
Security Solutions

Mr. Tapash Chaudhuri, an industry veteran with over 3 decades of experience across manufacturing and business services, joined SIS Group in 2013 and oversees the security business in India. He worked with Murugappa Group and Hindustan Motors before joining G4S as the CEO heading the manned guarding and electronic security businesses. He is an accomplished leader with a proven track record in the fields of profit center management, customer relations, sales and business development, human resource and industrial relations. He brings rich experience in developing manned guarding operations and is a key contributor towards the sustainable growth of SIS Group Enterprises. He is a mechanical engineer from B. E. College, Shibpore.

Fastest growing security solution brand in India, with most extensive pan-India coverage, currently ranked as the No. 1 player in the industry

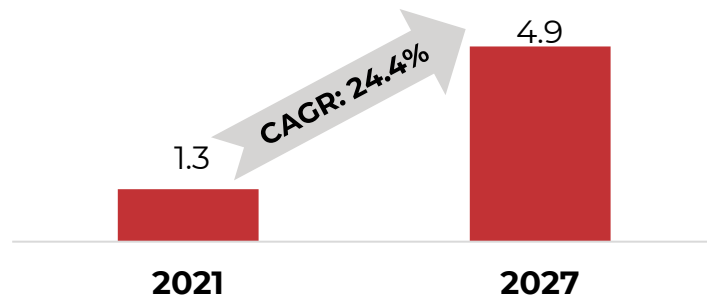
Market Opportunity: Security Solutions

Growth levers: GDP, Minimum wage & Market share growth

- **GDP Growth:** India is expected to be the fastest growing economy globally with GDP growth at 6.1% for 2023 and 6.8% for 2024. Economic growth boosts demand for security services leading to **volume growth** for SIS
- **Minimum wage:** Typically revised in April and October every year, growth in minimum wage leads to **topline growth** for SIS
- **Market share:** Security services industry's formalization augments market share for organized players like SIS

Evolving security market → Electronic security

US\$ Bn.

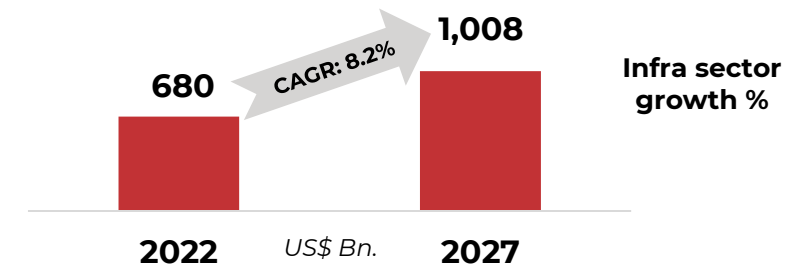


- Rapid urbanization, smart city projects and large infrastructure developments are increasingly adopting e-security solutions driving the growth of the electronic security market

Source: [IMF](#), [Mordor Intelligence](#), [E-Security](#)

Sector specific growth

- India's **infrastructure sector** is expected to **grow** at a CAGR of 8.2%+ to US\$ 1,008 Bn by 2027 from US\$ 680 Bn in 2022



- India's **manufacturing sector** is poised to reach **\$1 Tn** by 2025
- Infra and manufacturing sector growth to enhance demand for security and allied services

SIS's processes and technology systems



- SIS has significantly invested in proprietary solutions for enhancing internal efficiencies and external customer processes, which aids margin growth
- SIS is at the forefront of offering "ManTech" solutions leading the e-security evolution

Fastest growing security solutions brand in India

#1 in India

Solutions Offered

Security and allied services

Electronic security solutions

Our USP



Pan India presence: Across 630+ districts



Largest and skilled salesforce



Strong market position with the help of tech led solutions

Entities / Brands



Provider of security services pan India



An SIS Group Enterprise

Security services provider in north India



An SIS Group Enterprise

South India based security and FM services provider



Electronic Security Solutions
An SIS Group Enterprise

Electronic security solutions



Alarm monitoring and response services

Key Statistics*

₹3,412 Cr

REVENUE

1,81,198

EMPLOYEES

17,190

SITES

94%

Customer retention

6,496

CUSTOMERS

SIS offers unparalleled pan India reach

182

Branches



Covers

36

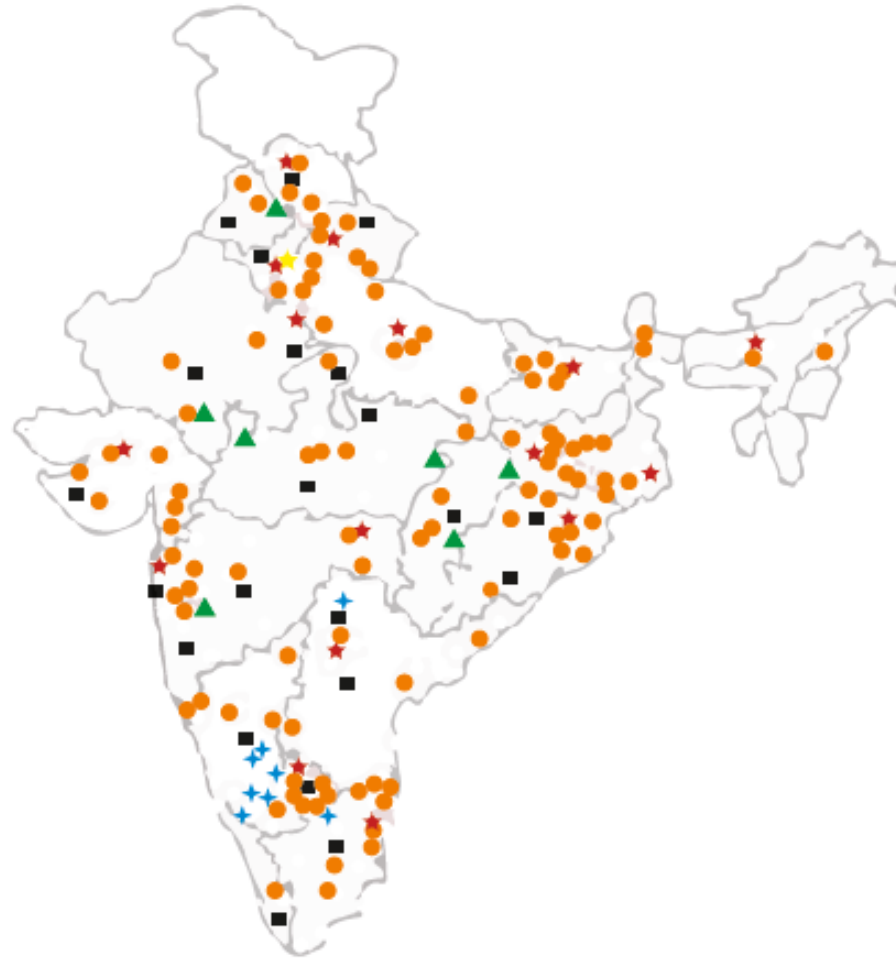
STATES / UTs



Presence across

630+

Districts



- ★ Corporate Office
- ★ Regional Offices
- ▲ Training Academies
- SIS Branches
- SLV Branches
- + UNIQ Branches

25
Regional Offices



22
Training Academies



SIS follows a proven branch creation and expansion strategy

SIS sells more per branch per month pan India

SIS offers economies of scale

Consistently increasing penetration

Services and solutions offerings

Security and Allied Services



Static Guarding



Armed Guards
and Gunman



Escorting and
Patrol Services



Fire Safety
Services



Bouncers



Front Office
Management



Event
Management



Quick Reaction
Team



Dog Handler

Technology / Electronic Security Solutions



Access control/
Entry automation



AI-enabled video
surveillance



Fire Safety,
detection and
suppression



SaaS based
software solutions



Vehicle tracking
solution



Intrusion alarm
monitoring and
response



Scanning and
frisking solutions



Control room and
integrated command
centre solution



Drone based
surveillance and
business solutions

Comprehensive range of services and solutions offered

Leveraging technology to improve productivity and operational efficiency



MySIS: Facial recognition-based attendance mobile app

1.3 Lakhs+ average daily attendance reports generated. 2.28 Lakhs+ active employees have downloaded the MySIS app



Service Quality Assurance and Operations Productivity Platform

17,000+ sites covered in a month (avg.) and 67,000+ quality checks done on these site (avg.)



Automated Recruitment Kiosk

5,900+ security professionals recruited monthly on average through ARK



Digital Training Platform

7,400+ trainings/month (avg.) imparted



Tablet-based sales CRM tool

800+/month quotations generated



Quality and Compliance Overview Dashboard

Customer accessible dashboard providing details on training, compliance documents, operations report

SIS has consistently invested in best-in-class systems to accelerate technology adoption

Recruitment and Training (R&T): SIS's competitive edge

➤ SIS Security undertakes various training interventions for its security personnel

➤ Fresh recruits receive a 28-day in-house training program

➤ SIS trains security guards, rapid response team, security supervisors, GTO etc. through training academies across India

➤ After successfully completing training, all security personnel are posted in different units of SIS Group

22*
Fully residential
training academies



Largest training infrastructure and manpower supply chain in the industry

200+ professional trainers
25,000+ recruits trained annually

Rigorous training program: Ensures 100% assessment and certification

Smart Classes: 1,000+ audio / video training content, online classes at all centres

Mobile training van:
Offers 1,000+ trainings / month

Centralized dog training: Dog breeding, training and placement

Customized content development based on sector specific training

* Includes 1 dog training academy

ManTech Solutions: Future growth segment



Electronic security solutions



Backed by system and process innovation



Experience in system integration in high risk segments



Integrated security cover - ManTech concept



Customized solutions / Upgradations / AMCs



Expertise in designing and implementation



Strong technical team for integration, maintenance and support

Technology Solutions



CCTV Surveillance Solutions



Entry Automation Solutions



Metal Detectors and Guard Monitoring



Fire and Public Address Solutions



Access Control Solutions



Scanners / Explosive Detection



Perimeter and Building Intrusion Detection



Other Security Solutions

Leading Equipment Partnerships



Revenue / Pricing Model

Security Services

Cost plus model

Minimum Wage (Mandatory)

*(Incl. Basic + D.A., HRA, conveyance allowance among others)
100% pass through*



Statutory Charges (Mandatory)

*(Incl. PF, ESIC, Bonus among others)
100% pass through*



Supervisory Charge / Service Charge / Management Charge

*(Incl. Training cost, accommodation charges, uniform cost among others)
Pay out to SIS*

ManTech Solutions

Opex model

SIS buys the equipment and charges a rental fee (incl. AMC)
Recurring pay-out to SIS

Capex model

Customers buy the equipment
Initial set up cost + AMC

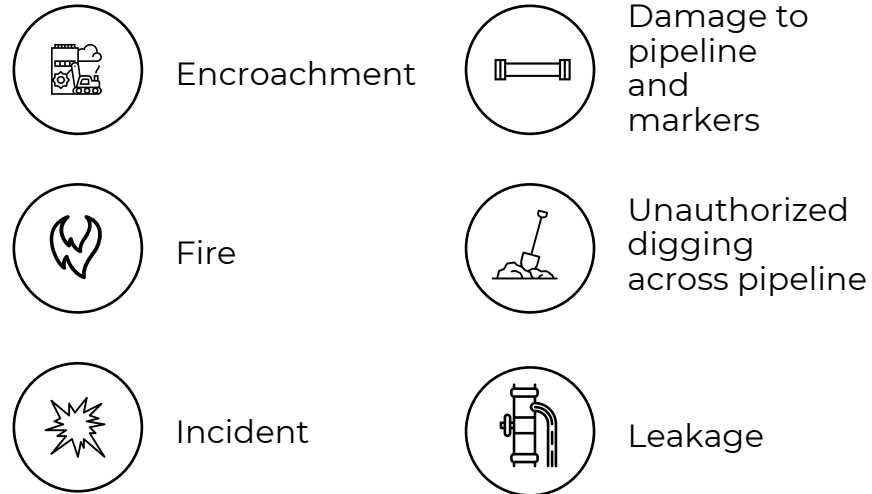
SaaS based software solutions

Productivity and business solutions on SaaS Model
Manual → Digital solutions

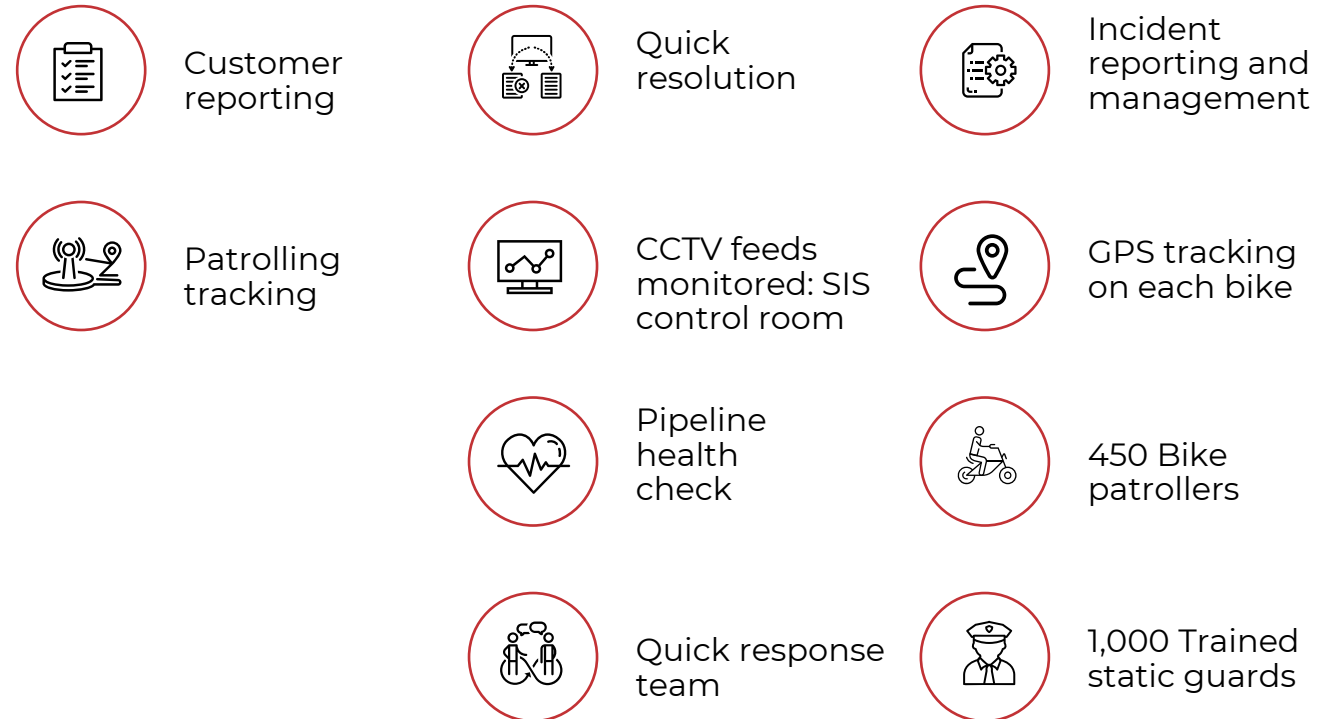
Customer Case Study: Solutions For Oil and Gas Sector

Long standing client: Since 2018 and still ongoing...

Problems:



Solutions:



Benefits of SIS ManTech

- Optimized mix of manpower and technology
- Realtime reporting by mobile app
- 24X7 control room
- Opex model: Client incurs no capital expense
- ~95% errors/issues rectified through SIS's pro-active approach
- **Detect → Identify → Address**

Own Your Customer (OYC) and Customer Satisfaction (CSAT)

Own Your Customer

Shifting from reactive to proactive approach



475

Customers mapped to **52** senior leaders

Monthly meetings to build client relations



35,000+

Meetings done since inception

Customer Satisfaction

Shows operations summary and evaluates client satisfaction



2,300+

Customers mapped to **all** branch heads

Monthly meetings to take feedback and improve quality



1.2 Lakhs+

Meetings done since inception

Average Feedback Rating: 8.6 / 10.0 (Based on customer feedback survey)

Customer Segments

Steel / Metals, Power, Mining, Oil & Gas, PSUs

23%

IT / BPO, BFSI, Telecom, Education

22%

Auto, Manufacturing, Logistics, Transportation

19%

Construction, Cement, Infrastructure, Fertilizer

15%

Offering our solutions to diversified set of clients across India

Healthcare & Pharma

9%

FMCG, Food & Beverage, Paper

4%

Hospitality & Retail

4%

Others

4%

Humble beginnings → Indian Multinational

1974-1996 A humble beginning



1974

Commences operations with 14 Guards in Ramgarh, Jharkhand



1982

1st residential training facility in Garhwa, Jharkhand



1985

Incorporated as 'Security and Intelligence Services Pvt. Ltd.'



1986

Initiated Graduate Trainee Officer (GTO) program to build a cadre of security officers and managers

1997-2010 Decades of innovation



1998

1st Security Company in India to receive ISO certification



2004

1st security company to develop integrated, end-to-end ERP platform



2008

1st successful overseas acquisition



2010

Launched electronic security arm of SIS group: TechSIS

2011-Till Date Journey of growth



2013-15

Launched industry's first - automated recruitment (ARK) quality control kiosk



2017

- SIS IPO in Aug., '17
- Vprotect launched, India's first wireless alarm, monitoring and response service provider



2018-20

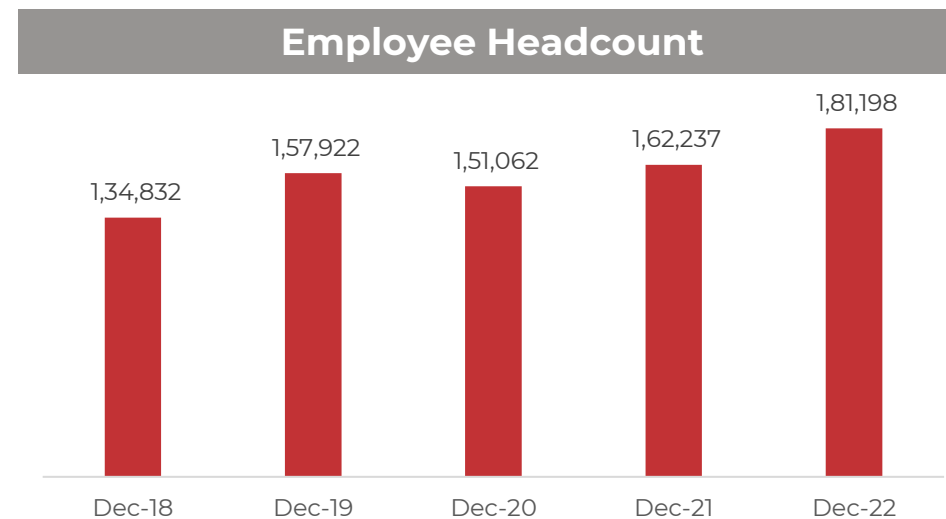
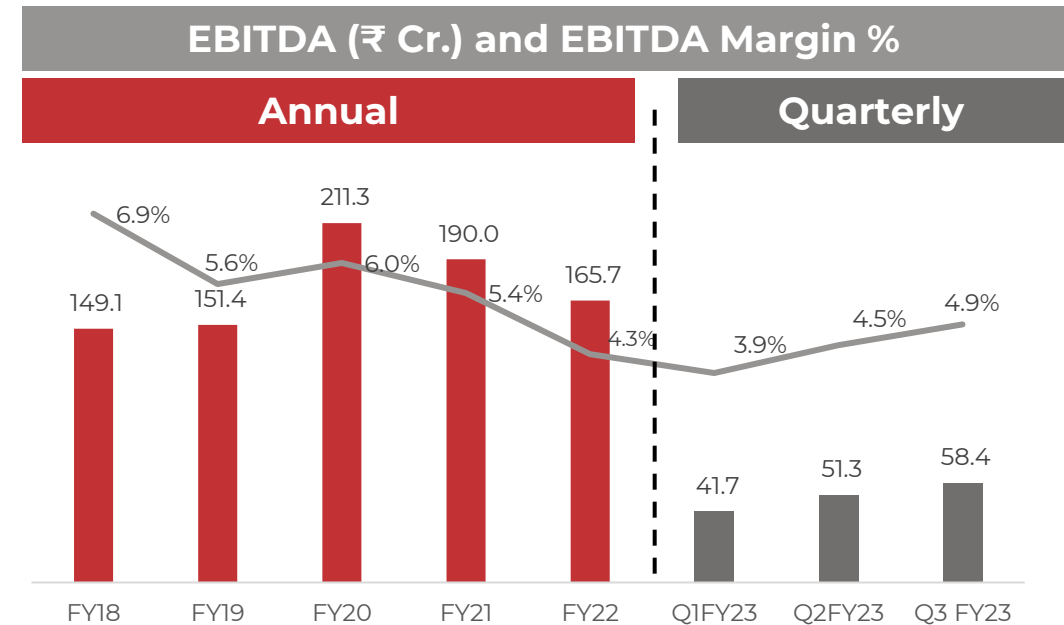
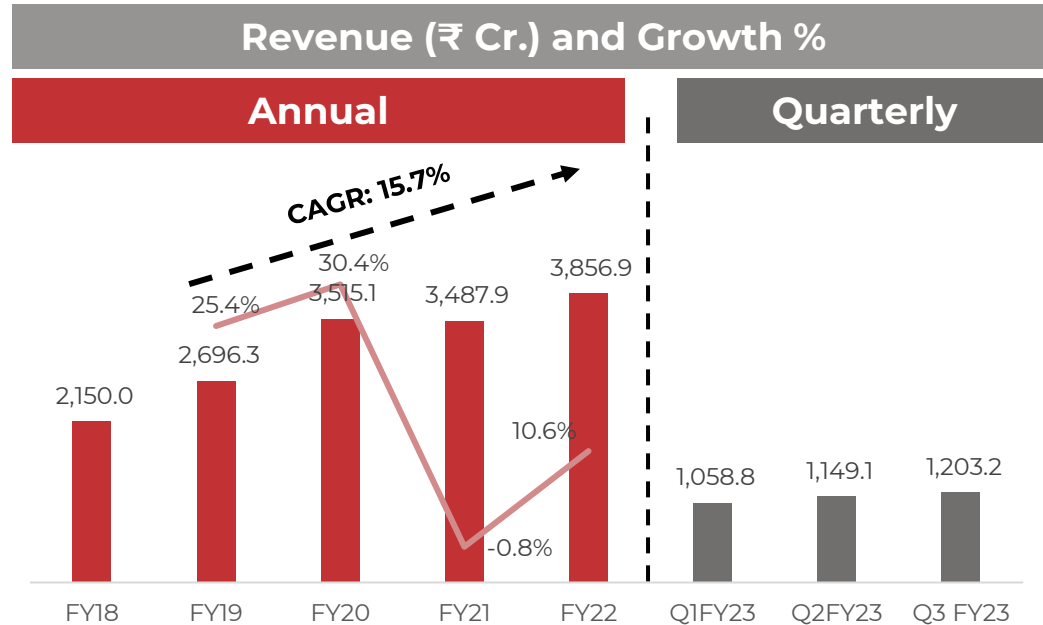
Acquired SLV and UniQ: Security services providers



2021-22

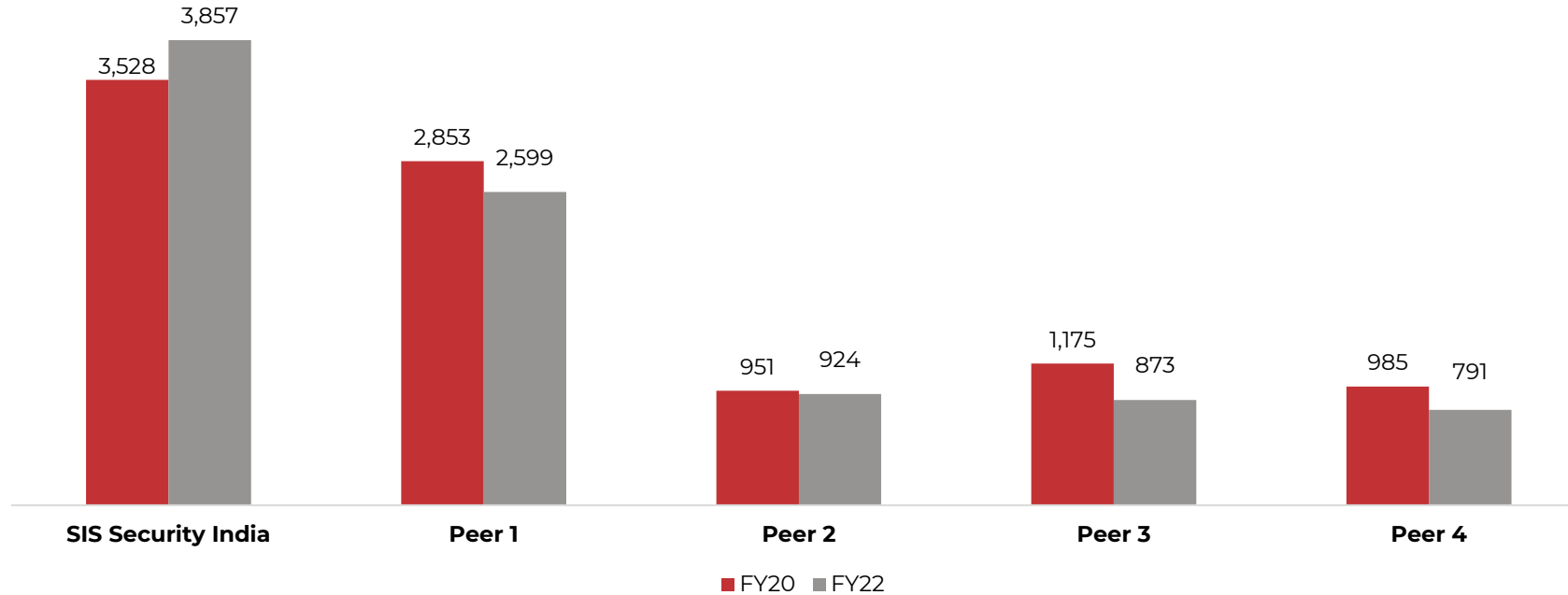
Awarded Business Super Brands India 2021 Award
Ranked #4 amongst the Best Companies to Work for in India by GPTW

COVID resilient revenue growth with improving EBITDA margins



Peer Positioning: Significant Leadership

Revenues (₹ Cr.)



Market Leader

COVID Resilient

Key competitive strengths

1



No. 1 in the industry

SIS is the largest by revenue and the fastest growing security solutions brand in India

National reach

Serving 6400+ customers across 630+ districts with 182 branches in India

Focus on digital transformation

SIS has been at the forefront of innovating and adapting technology initiatives to drive excellence in service delivery to customers

Trained security professionals

Largest training infrastructure and manpower supply chain in the industry

Stickiness of the customers

Consistent service delivery leading to 94% customer retention

Thank You

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

Shweta Jain (Associate Vice President – M&A & IR)

SIS Ltd.

Email: investorrelations@sisindia.com

Mayank Vaswani / Devrishi Singh

CDR India

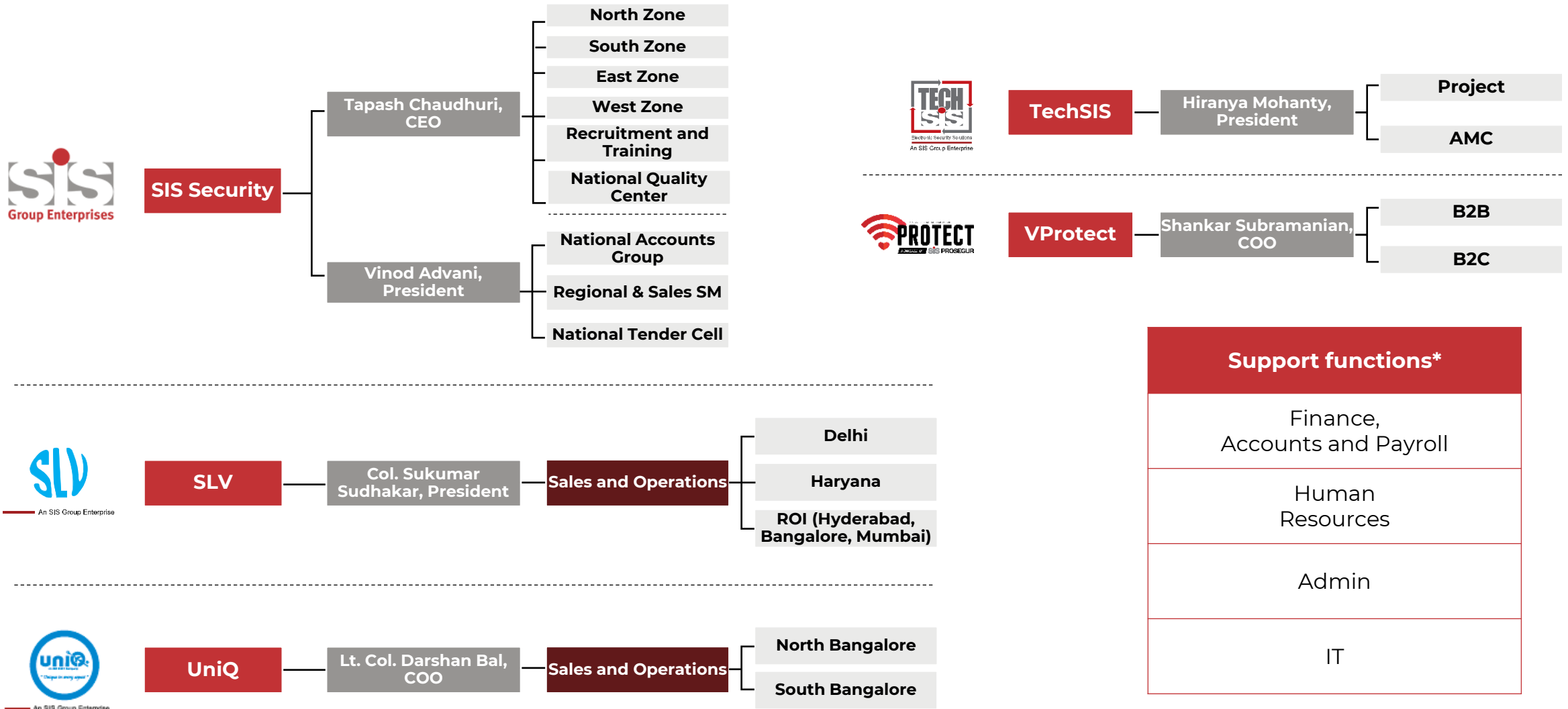
Tel: + 91 98205 30918

Email: mayank@cdr-india.com

devrishi@cdr-india.com

Annexure

Corporate hierarchy: Security Solutions India



* All entities have individual support functions

Able senior and middle management support SIS's diverse operations

Private Security Agencies Regulation Act, 2005 (PSARA) Requirements

- To regulate the functioning of private security agencies, the Ministry of Home Affairs enacted PSARA on 15th Mar., '06
- PSARA license is issued state wise, and is issued for 3 – 5 years, depending on state regulations

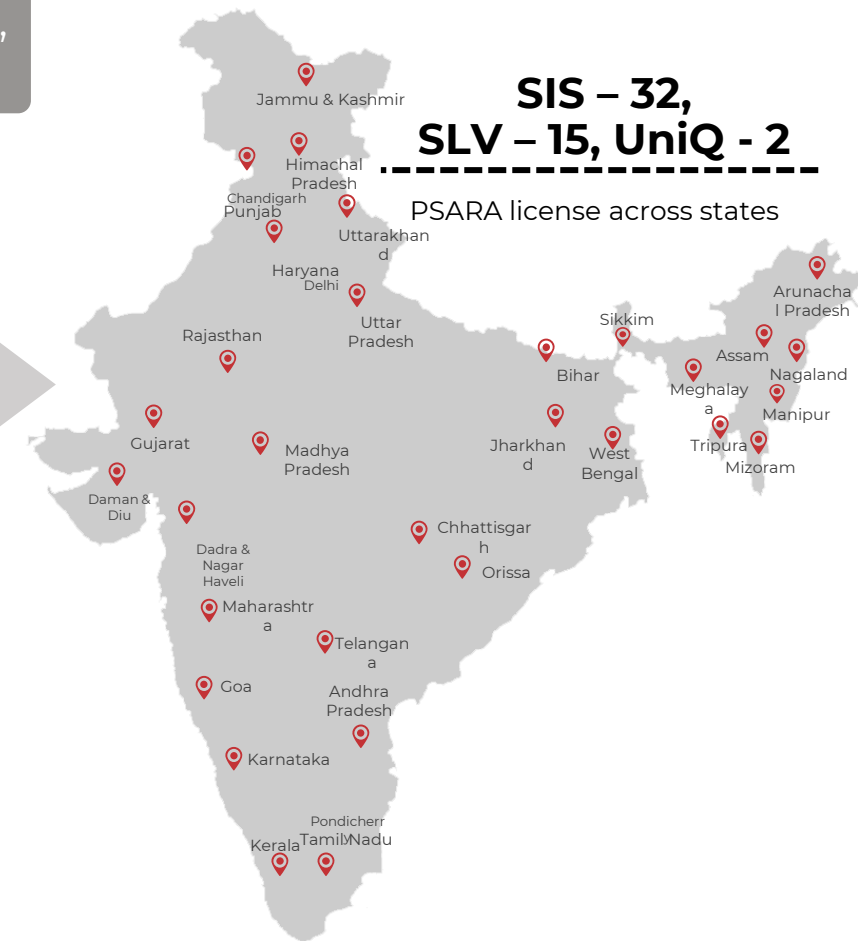
Application Process



PSARA Fee structure:

Operating in	Fresh License / Renewal Fees (₹)
1 District	5,000
Up to 5 Districts	10,000
Entire state	25,000

*Application for license renewal shall be made not less than 45 days before expiry





A Market Leader in
Security, Cash Logistics
& Facility Management

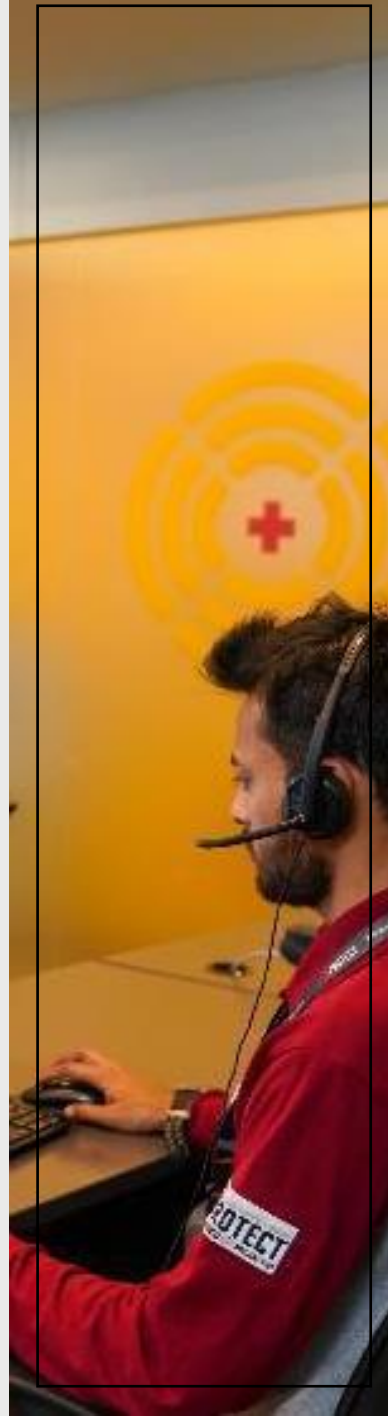


An SIS Group Enterprise

VProtect

Security Solutions India
SIS Confluence 2023

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Today's Speaker



Shankar Subramanian

**COO,
SIS Alarm Monitoring &
Response Services**

Mr. Shankar Subramanian, has 25 years of experience in Sales, Marketing and Business Development across Consumer Durable / IT / Engineering, FMCG & Business Services. He is an accomplished leader with a proven track record of successfully building & scaling up business profitability across various categories. Shankar has significant experience in brand management, marketing, PR, internal & external communication. Shankar joined SIS in 2015 as President for setting up & driving growth for the alarm business in India. Currently as COO, he is responsible for driving the technology business for SIS security & also responsible for all marketing initiatives for SIS Group. Prior to joining SIS, Shankar was part of brands like Blue Star, Samsung, BenQ & Ingersoll Rand at a leadership level. He is a Graduate in Physics (Hons.) from Pune University with a Management Degree

VProtect is the fastest growing & leading e-Surveillance company in India.

Vprotect has developed an Alarm Monitoring and Response Solution that integrates technology and leverages human resources to offer a unique value offering that is smart, user friendly, dependable & affordable.

World is not the same anymore

COVID has changed the way people live



People have moved to a self-managed lifestyle

Higher security threats due to unskilled labor, rising unemployment & Corona touts



Focus from social to “My self, my family & my premises”

Key Deliverable

SERVICES DELIVERABLE



24 × 7 × 365
monitoring



Alert based
monitoring



Verify 100% alerts through
AI enabled visual platform



Strong civic coordination
with police, fire and
medical



Daily route based
scheduled geofence beat
patrolling

CONSUMER BENEFITS

**Response
ready**

**Safeguards
your Privacy**

**Eliminate false
alarm**

**Civic
protection**

**Preventive
security**



Intrusion safety

Fire safety

Emergency medical
assistance

Elderly care

Burglary

Panic alerts

Medical / Essential
needs

Civic liasoning

Theft protection

Best-in-class Alarm Monitoring Facility



4 Step Response Mechanism



Information of incident to user and priority contacts

Verified alert site details shared with civic authorities to mobilize them

Try and defer the theft incident through 2-way communication

Deploy emergency response service at site

Only company with its own response management team

Why V Protect

	HUMAN/TECH
	INFLUENCED BEHAVIOUR
	PRIVACY CONCERN
	OMNIPRESENCE
	COST OF OWNERSHIP
	OPERATIONAL CONCERN
	TRAINED RESPONSE SERVICES
	SERVICE UPTIME
	ALERT MANAGEMENT
	RESOURCE DEPLOYMENT

	PHYSICAL GUARDING
	90/10
	YES
	HIGH
	NO
	VERY HIGH
	VERY HIGH
	NIL
	50%
	NIL
	1 OR 2

	CCTV SOLUTIONS
	0/100
	NO
	MODERATE
	LIMITED
	MODERATE
	HIGH
	NIL
	80%
	NIL
	SELF MANAGED

	PROTECT
	50/50
	NO
	ZERO
	YES
	LOW
	NIL
	100%
	99%
	100%
	MANAGED BY A TRAINED TEAM



Solution for Business

SIS e-Surveillance Solution

(V PROTECT) INTRODUCING 4th GENERATION OF SECURITY

ALARM MONITORING

3rd Generation Wired sensors + Monitoring

2nd Generation Physical Guarding + CCTV

1st Generation Physical Guarding

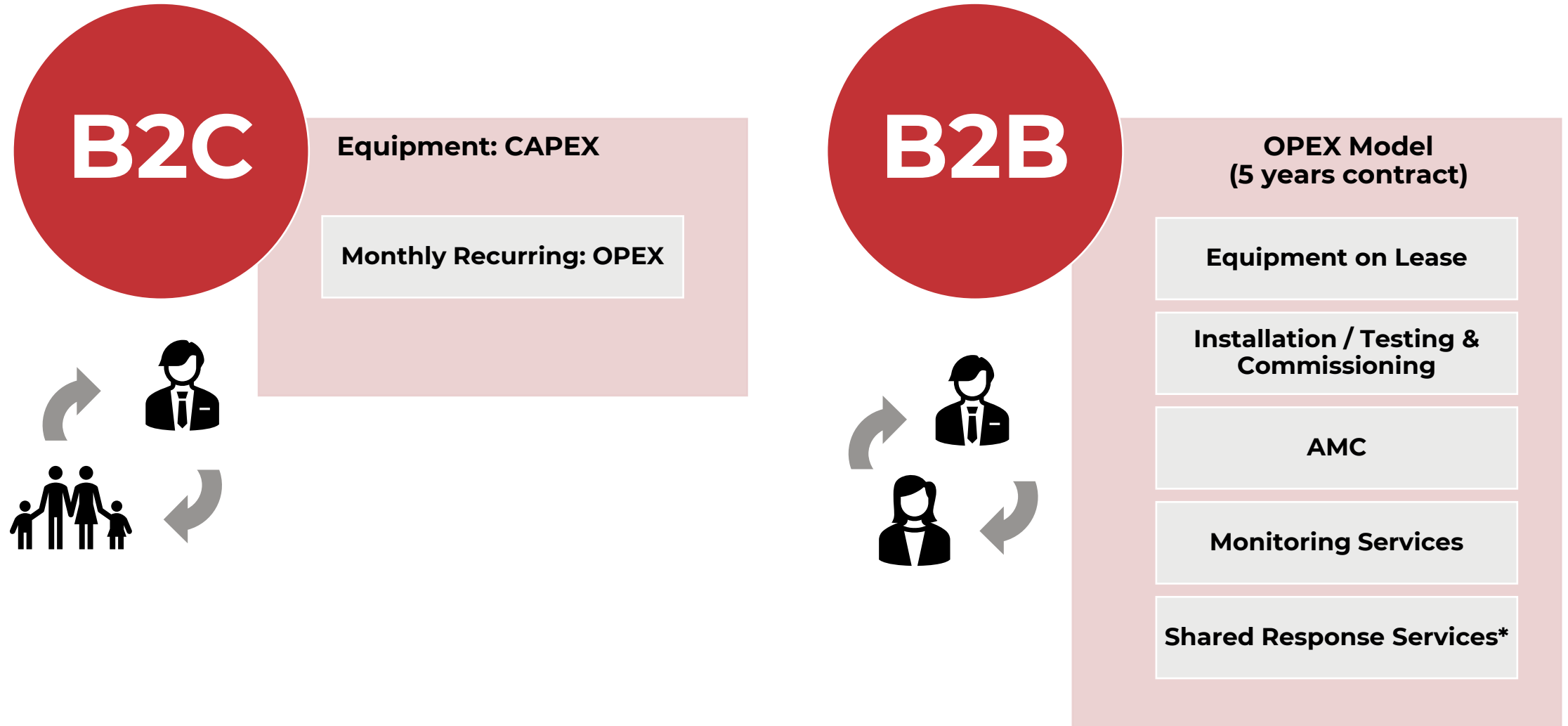
REALTIME SECURITY OF YOUR PREMISES IN YOUR HANDS



SUPERIOR WIRELESS PRODUCTS

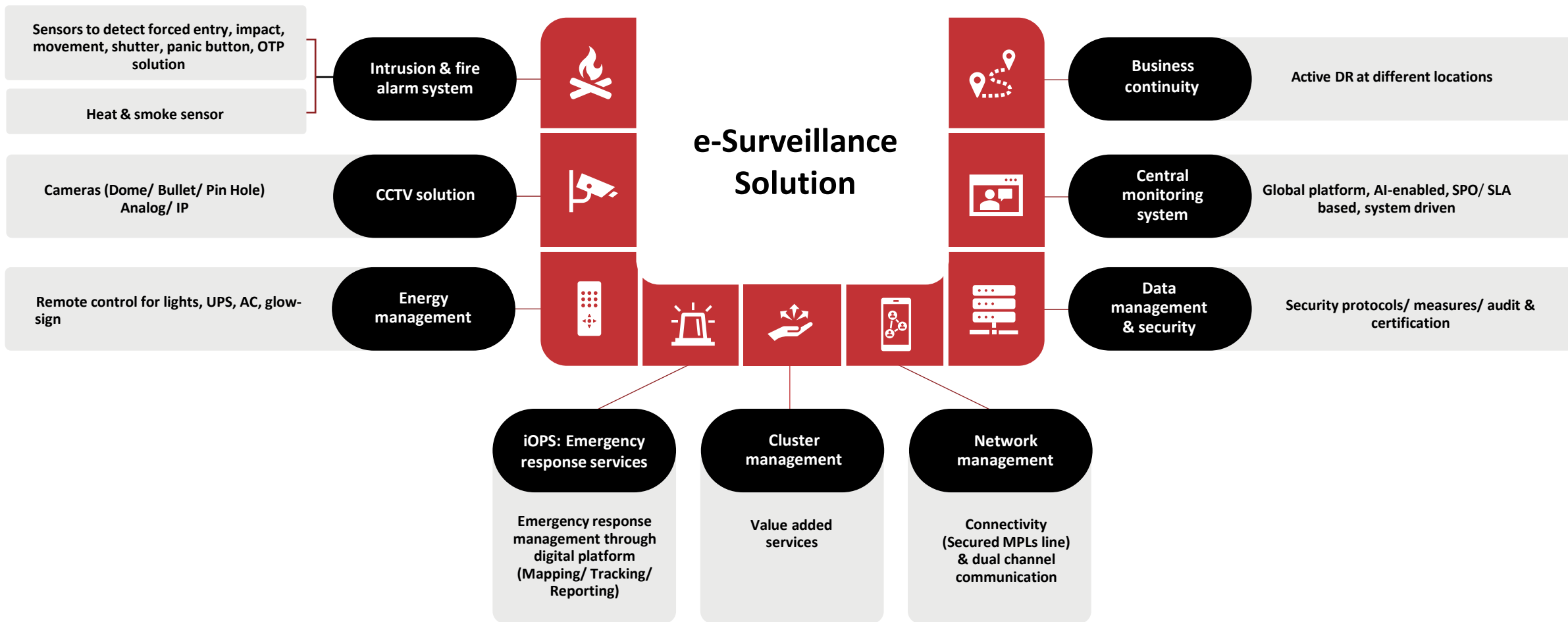
iOPS

VProtect Business Model



**To optimize the utilization of the existing guarding resources deployed by SIS*

E-Surveillance solution: Key components

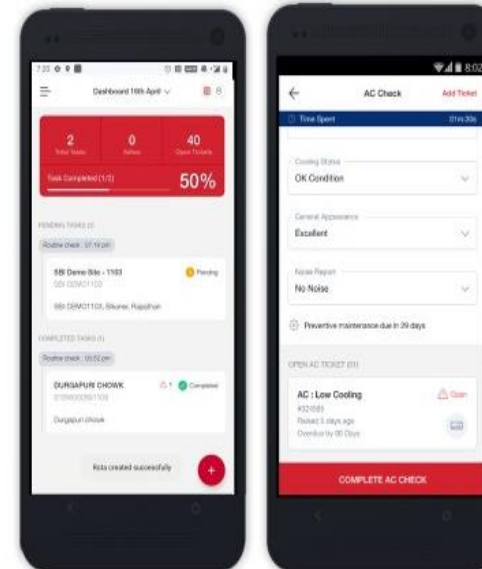


Technology for efficient operations



1st in industry: Mobile App Based Operations Platform

Mobile App for Patroller (Routine Check)



1. Digital reporting through mobile app
2. Custom reporting per site type
3. SLA based checking
4. Auto roster as per agreed frequency of visit
5. Alerts and notifications

Periodic review for data security: Superior compliance levels

RIR CERTIFICATION
Partners in Growth

CERTIFICATE

SIS Alarm Monitoring and Response Services Pvt Ltd
4th & 5th Floor, GNG Tower, Plot no-10, Sector-44, Gurugram-122002, India.

RIR certifies that the Business Continuity Management System of the organization has been assessed and found to be in accordance with the requirements of the following standard:

ISO 22301:2012

SCOPE
Alarm Monitoring and Response Services

Certificate No : 1100749/SIS23A
Registration Date : 03.10.2020
Issue Date : 03.10.2020
Certification Period : 03 Years
Reissue Due Date : 02.10.2021
1st Surveillance Audit : On / Before 02.10.2021
2nd Surveillance Audit : On / Before 02.10.2022

RIR CERTIFICATION PRIVATE LIMITED
A-210, Level 2, Unitech Acadia, South City-3, Sector-48, Gurgaon (122018), INDIA
Accredited by International Accreditation Services (Accreditation No. MSCB-127)
West Coast: 3000 Sateen Street, Suite 100, Brea, California 92612-1732, U.S.A.
This certification was conducted in accordance with RIR auditing & certification procedures and subject to regular surveillance audits.
Certification period is 3 years. Verifiable at <http://www.rircert.com/verify/certificate-search.php> or at e-mail: info@rircert.com

Certificate of Registration

SIS ALARM MONITORING AND RESPONSE SERVICES PVT LTD
4TH & 5TH FLOOR, GNG TOWER, PLOT NO-10, SECTOR-44, GURGAON-122002, INDIA

has been assessed and Certified by Otabu Global Services Pvt. Ltd. as meeting the requirements of:

ISO/IEC 27001:2013

Information Security Management System

For the following scope of activities:
PROVIDING SERVICES FOR CENTRALLY MONITORED ELECTRONIC SURVEILLANCE SYSTEM AND RESPONSE

SAMRSP/GOA/Z3082021 Issue No:-01, Revision No:-00
Revision No () : NA
Issue No :01
Date of Certification: 12 November 2021
1st Surveillance Due: 11 November 2022
2nd Surveillance Due: 11 November 2023
Certificate Expiry: 11 November 2024
(subject to the company membership in system to the required standard)

Certificate No:- 11121219221
To Verify this Certificate please visit at www.otabuglobal.com

Otabu Global Services Private Limited
Accredited by IAS (International Accreditation Service, USA)
Validity of this certificate is subject to annual surveillance audits done successfully
The Certificate of Registration System To Support at Otabu Global Services. Please Contact and Mail to System Certificates User Request
Flat No. 304, Bldg. C, Phase 3, Sindhuja, Gurgaon, West Delhi, Delhi - 110030, India
Email: info@otabuglobal.com, info@otabuglobal.com Website: www.otabuglobal.com

MAVERICK QUALITY ADVISORY SERVICES PRIVATE LIMITED
Cert-IN Empanelled

SECURE SOURCE CODE REVIEW CERTIFICATE

This is to certify that SIS CMMS application of SIS LIMITED, A - 28 & 29, Okhla Phase 1, Okhla Industrial Estate, New Delhi, 110020 has been tested & audited by MQAS. Herein, secure source code review was done for complete Application. MQAS reviewed the files and observed to be compliant with requirements relating to security as per Cert-IN (Indian Computer Emergency Response Team) guidelines.

Certificate No	MQAS/2021-22/076
Application Name	SIS CMMS
Version No	2.0.17
Audit Date	24 th September 2021 to 1 st October 2021

Conclusion:
Code review was conducted and the code was found to be following the secure coding practices in line with the OWASP Secure Coding Practices.

Note: The certificate is valid till no additional changes in the dynamic contents carried out or one year from the date of issue, whichever is earlier.

For Maverick Quality Advisory Services Pvt. Ltd.
Raj Maheshwari
Director

1-October-2021
Issue Date

123 Raddhey Shyam Park, Sahibabad 201005, UP, India
Worldwide CHMI Institute Partners, ISO9001:2015, ISO27001:2013 and ISO20000:2011 Certification Body, REP PMP Certification, CERT-IN Empanelled
<https://www.mqasglobal.com>

MAVERICK QUALITY ADVISORY SERVICES PRIVATE LIMITED
Cert-IN Empanelled

SERVER SECURITY AUDIT CERTIFICATE

This is to certify that VAFT of servers of SIS Limited, A 28 & 29, Okhla Industrial Area, Phase-1, New Delhi (110020) INDIA has been tested/audited by MQAS. Herein, security audit was done for complete server. MQAS reviewed the files and observed to be compliant with requirements relating to security as per following Cert-IN (Indian Computer Emergency Response Team) guidelines.

Certificate No	MQAS/2021-22/073		
IPs	10.10.1.60	10.10.1.63	10.10.1.73
	10.10.1.61	10.10.1.70	10.10.1.84
	10.10.1.62	10.10.1.71	10.10.1.86
Audit Date	7 th May 2021 to 16 th May 2021		

Note: The certificate is valid till no additional changes made or one year from the date of issue, whichever is earlier.

For Maverick Quality Advisory Services Pvt. Ltd.
Raj Maheshwari
Director

19-May-2021
Issue Date

123 Raddhey Shyam Park, Sahibabad 201005, UP, India
Worldwide CHMI Institute Partners, ISO9001:2015, ISO27001:2013 and ISO20000:2011 Certification Body, REP PMP Certification, CERT-IN Empanelled
<https://www.mqasglobal.com>

Manpower less security: ATMs with AI Monitoring

E-SURVEILLANCE



HOUSE KEEPING



O&M



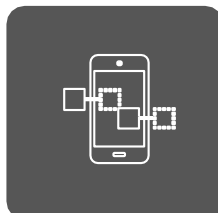
INFRA



AI REMOTE MONITORING



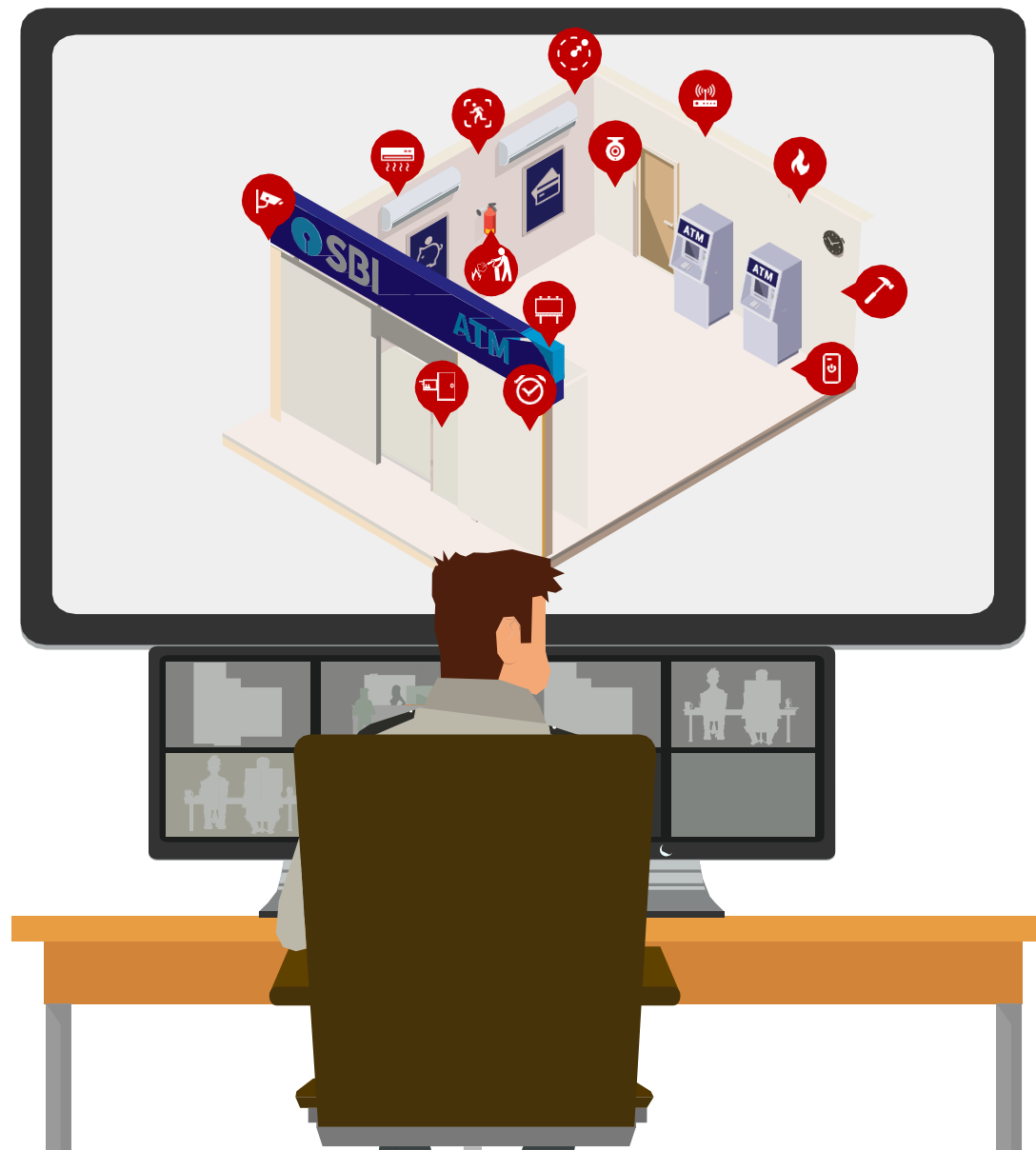
CLUSTER SUPERVISION



iOPS BASED MANAGEMENT



ENERGY MGMT



Case Study – ATM Security



Problem Statement

ATM is a highly vulnerable site & an easy target for any security threat.

Deployment of a physical guard for a 150 sq. ft. space is not a commercially viable solution.

The spread of ATM is across tier 1,2,3 cities & remote villages.

8,000+ sites
Current Deployment



Solution

Deployment of Motion Based / Impact Based Sensor solution to generate alert on a real time basis for any suspicious activity.

Deployment of AI enabled camera solution to generate alert for any suspicious behavioral pattern.

Monitoring of IT & Power infrastructure; to generate alert for any Network / Power fluctuation at site.

Centralized control for operating the AC / UPS & glow sign board.

Response as a shared security services; no permanent deployment of resources at site.

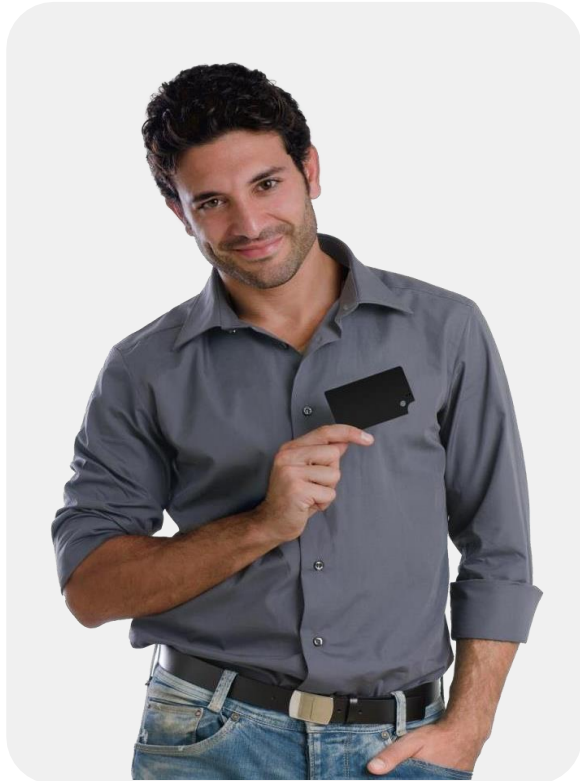


Benefits

75 – 80 % cost savings without compromising on the security of the premises.

Improved uptime of ATM operations to **98%**.

7,000+ sites
Orders in Hand to be executed



GoSecure

Presently the services are offered for a static location (Residential, commercial, ATM, retail, warehouse etc.) -
Now extending the same for a dynamic location with Go Secure



AI enabled cameras

Enhancing the value of the service offering by adding AI capabilities to cameras: Converting a passive product (CCTV) to an active device generating alerts on a real time basis making it more efficient & effective

GoSecure

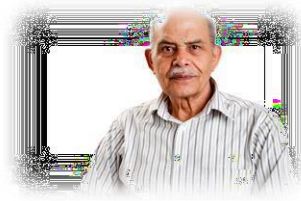
A perfect on the go emergency response assistant

A solution that is built for total employee safety

Target Audience



Female



Elderly



BPO's / KPO's / IT companies / factories / old age home



Live Tracking & Monitoring while travelling with geo location



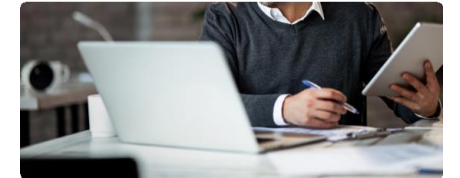
Coordinate with civic authorities (Police / Medical) in an emergency



Can generate instant alert (Panic) at multiple points (max 3)



Customized SOP's as per business requirement & reporting



AI-enabled cameras

VIDEO MANAGEMENT SYSTEM (VMS) PLUG-AND-PLAY SOLUTION RESOLUTION INDEPENDENT CAMERA AGNOSTIC ANYTIME, ANYWHERE ACCESS



Footfall analysis



Demographic analysis



Heatmap analysis



Premium customer / Repeat visitor identification



Queue management



Customer journey tracking



Automatic number plate recognition (ANPR)



Perimeter Security



Smart conveying



Facial recognition for access control



Safety gear compliance



Fire safety

Customer segments

PSU Banks

37%

Private Banks

34%

NBFC

18%

Logistics

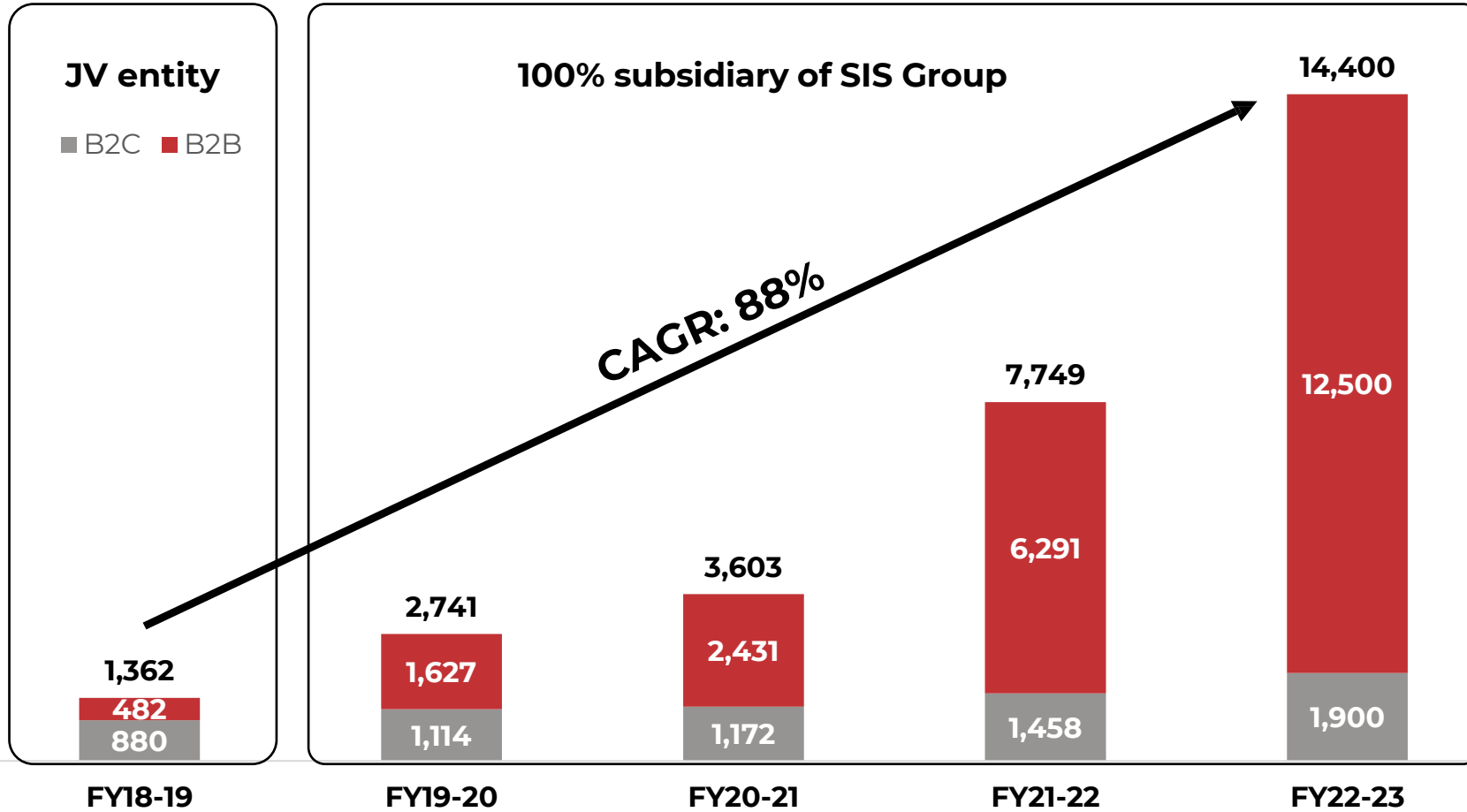
3%

B2C

8%

Note: % Segment Wise Revenue Contribution

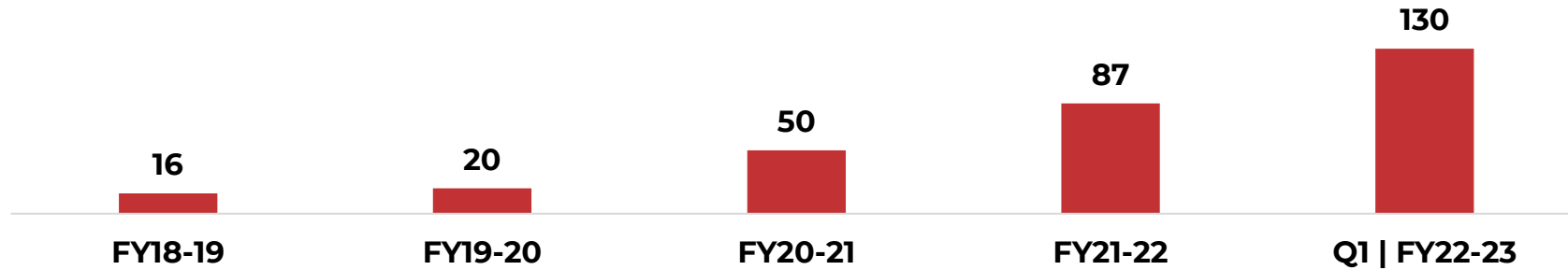
Customer sites



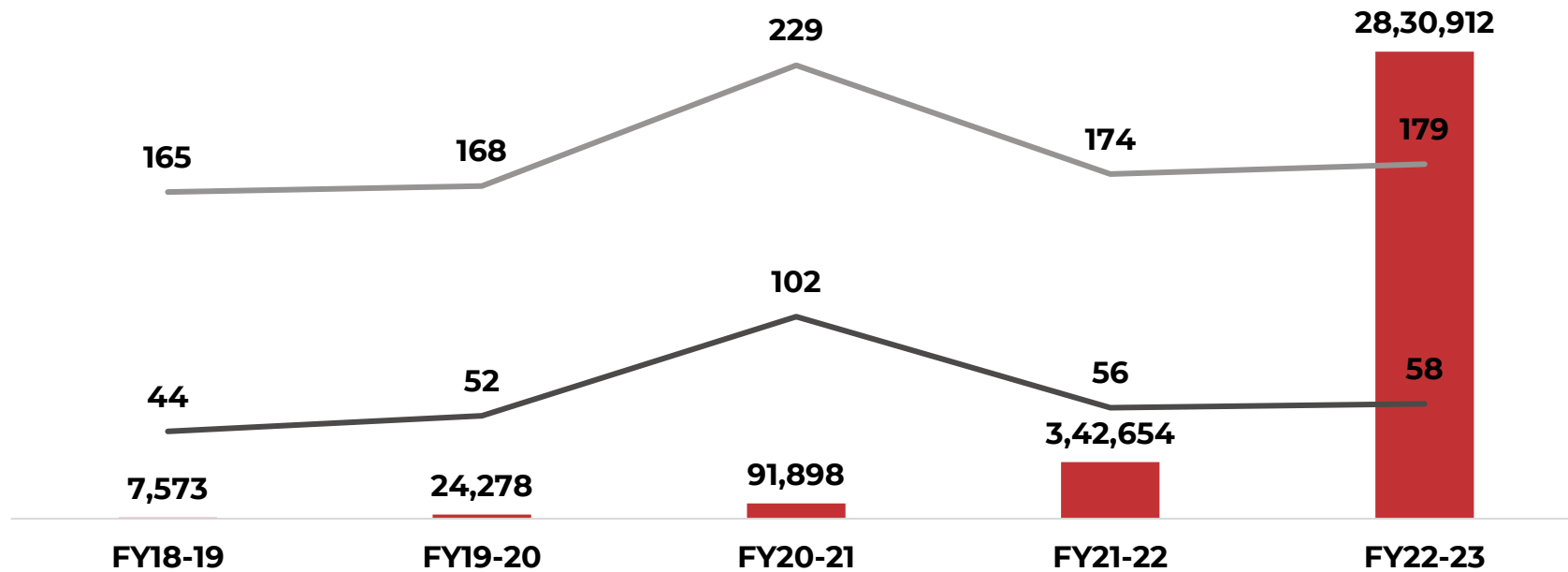
100% Customers retained in last 5 years

Total Monitoring KPI

Total Manpower ARC

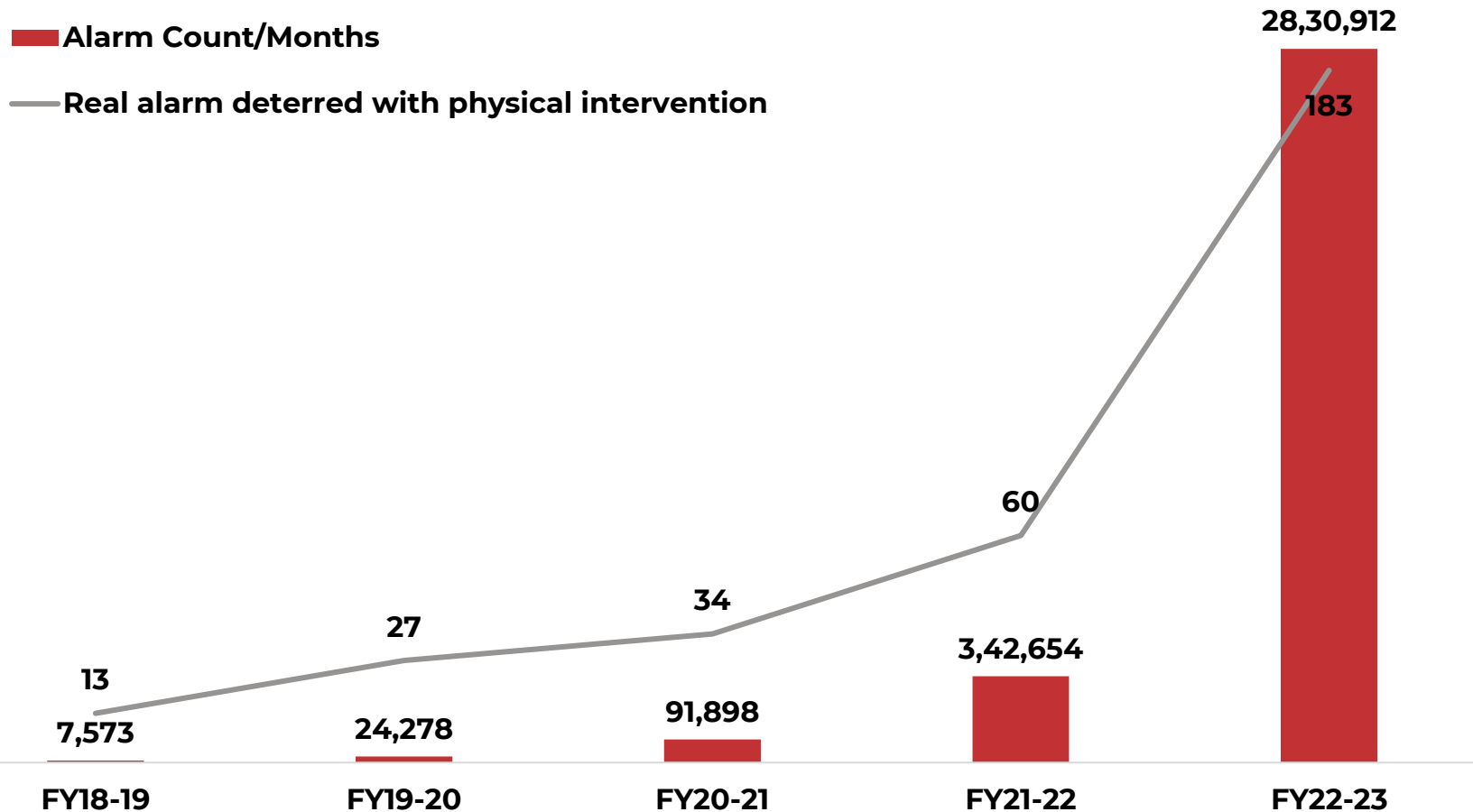


**Handle
13 Alarms / Minute**



■ Alarm Count/Month — Alarm disposition time (in seconds) — Alarm Access Time (Inseconds)

No. of Alarms Handled



- Advance features of “MasterMind” help in addressing 99% of the alarms from our remote monitoring center
- >1% of alarms require physical intervention

Leadership Position



Optimize on
Manpower
Deployment



Technology
which is
relevant for
today & for
the future as
well.



Easy to install
Manage &
Operate.



iOPS
3i Approach
Inspection
Intervention
investigation



Financially
stable
organization



Customizes
SLA's & SOP's
to meet the
security
requirements
of (Residence
& Business)

Q&A



Thank You

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

Shweta Jain (Associate Vice President – M&A & IR)

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