



**IPS Securex Holdings Limited**

(Company Registration No. 201327639H)  
(Incorporated in the Republic of Singapore on 10 October 2013)

**A LEADING ONE-STOP  
SECURITY SOLUTIONS PROVIDER**  
WITH A SIGNIFICANT AND ESTABLISHED REGIONAL MARKET

# IPS Securex Annual General Meeting



**25 October 2017**



*This presentation has been prepared by IPS Securex Holdings Limited (the "Company") and its contents have been reviewed by the Company's sponsor, United Overseas Bank Limited (the "Sponsor"), for compliance with the relevant rules of the Singapore Exchange Securities Trading Limited (the "SGX-ST"). The Sponsor has not independently verified the contents of this presentation.*

*This presentation has not been examined or approved by the SGX-ST. The Sponsor and the SGX-ST assume no responsibility for the contents of this presentation, including the correctness of any of the statements or opinions made or reports contained in this presentation.*

*The contact person for the Sponsor is Mr David Tham, Senior Director, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, Telephone: +65 6533 9898.*



**IPS Securex Holdings Limited**



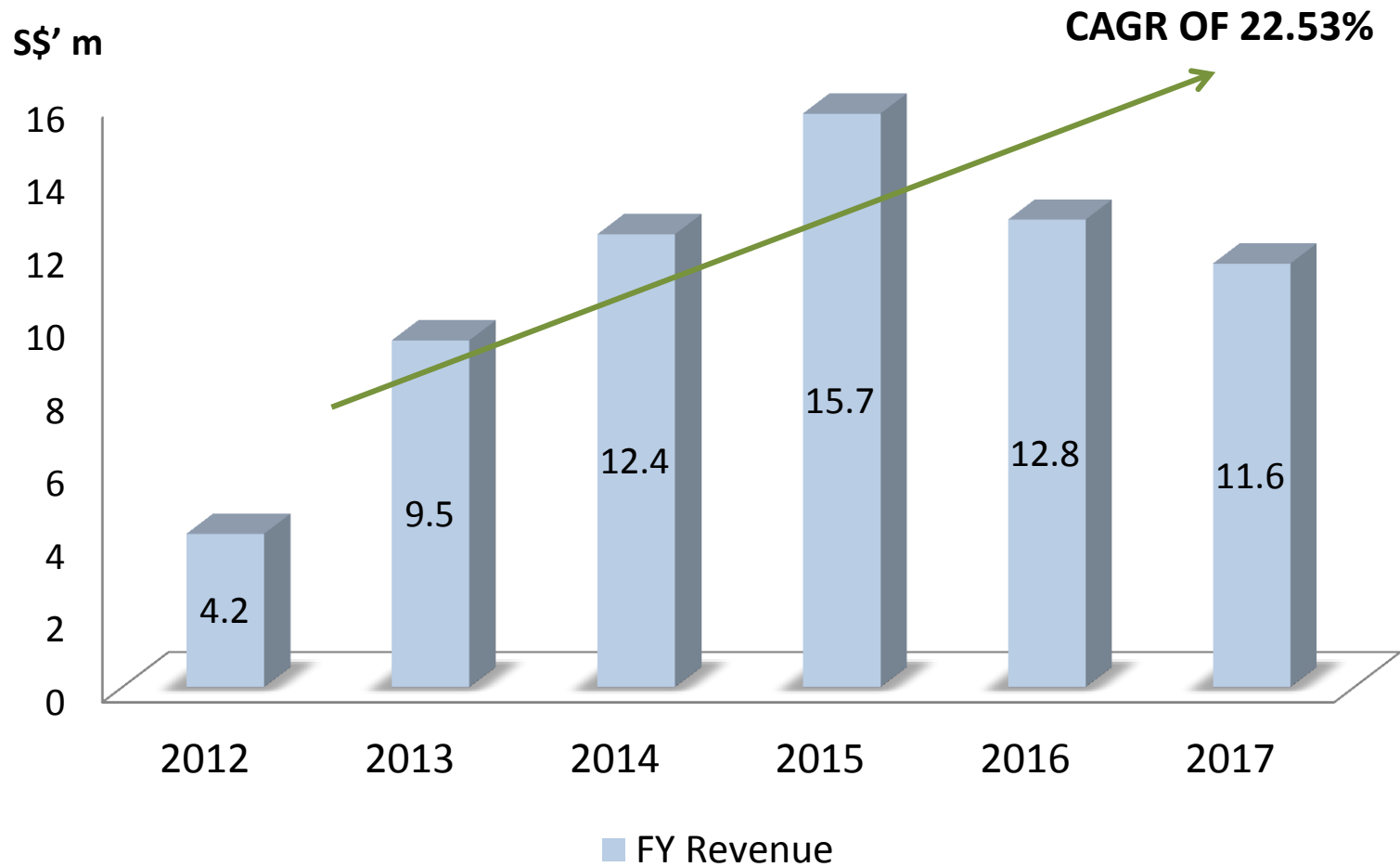
# Financial Highlights



IPS Securex Holdings Limited

# Revenue

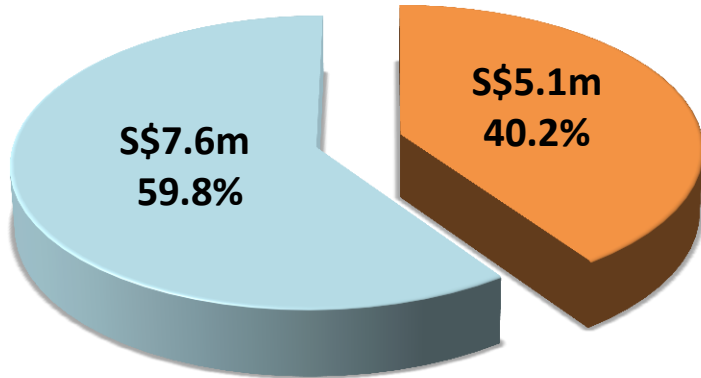
## Revenue Uptrend



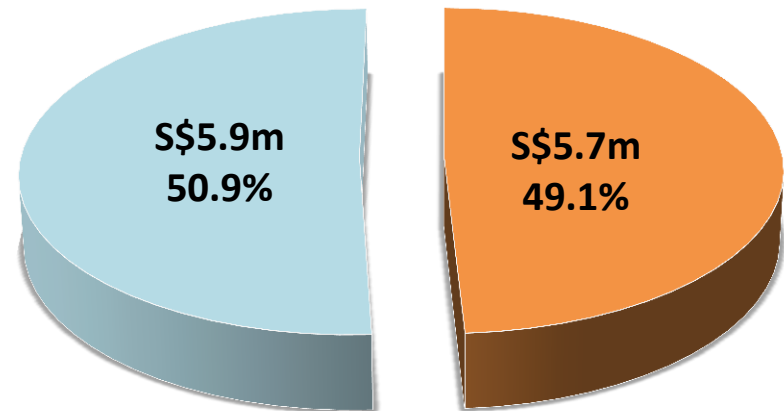
*Note: FY refers to the Financial Year ended 30 June*

# Revenue Breakdown – Business Segment

FY2016



FY2017

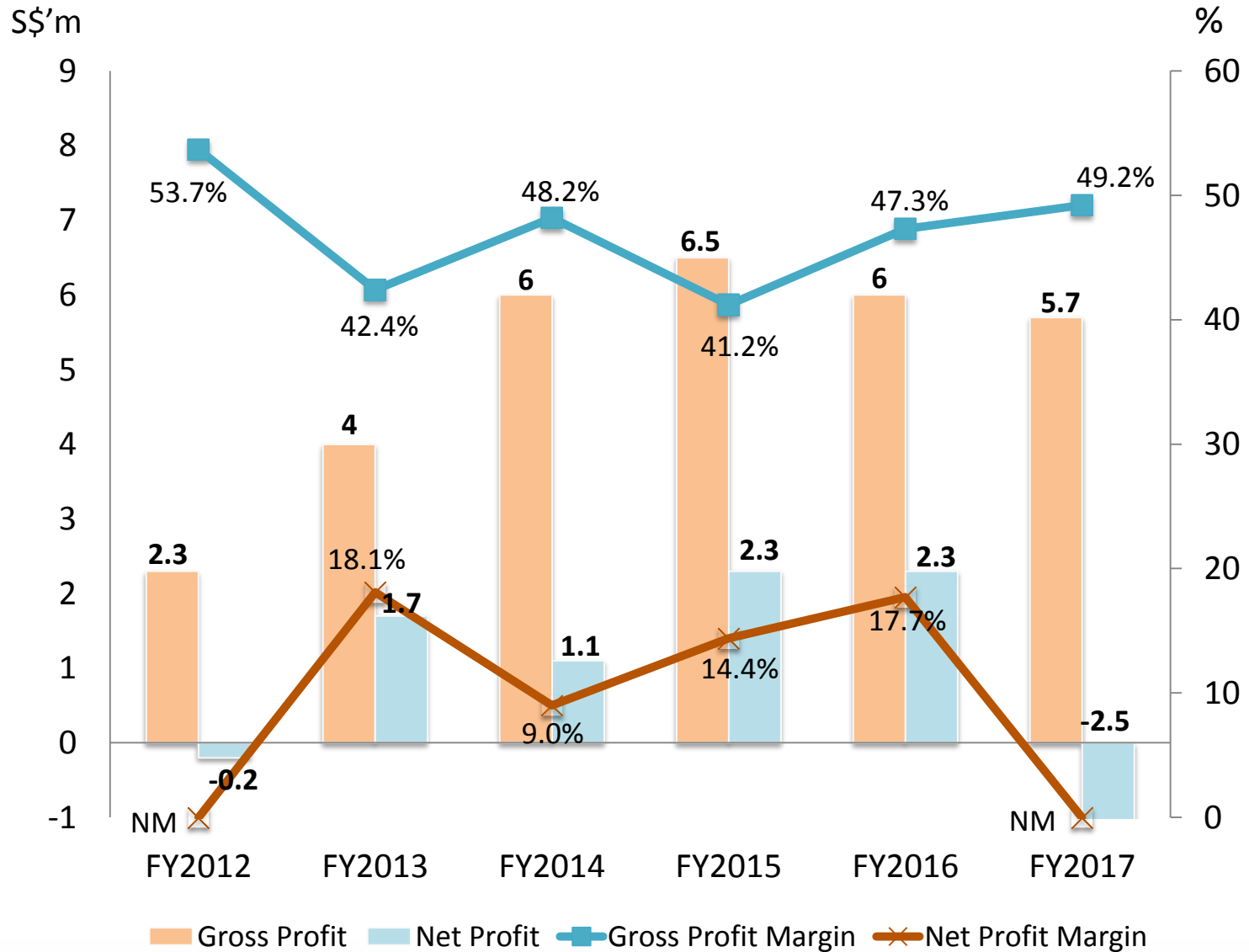


■ Maintenance & Leasing

■ Security Solutions



# Gross Profit and Net Profit





# Business Outlook



IPS Securex Holdings Limited

# Prospects

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- >170,000 cases of transnational and international terrorist incidents from 1970 to 2016
- Terrorism threat in Singapore remains highest in recent years with it being specifically targeted, along with heightened regional threats

- Heightened security tensions encourage upgrading and beefing up of security measures by government, agencies and commercial entities

- IPS Securex benefits from rising demand for security products and integrated security solutions



# Business Update

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1. **Operating environment affected by uncertain political environment in some countries and increased competition in general security**
2. **Made allowance for doubtful debts of S\$3 million in FY2017 for outstanding receivables from an instalment plan for one customer as part of risk management**
3. **Continue to benefit from heightened security tensions in Asia Pacific**
  - Need for monitoring and emergency response preparedness
  - Upgrading of existing security equipment and systems
4. **Continue to broaden range of security products and integrated security solutions**
5. **Continue to look for M&A opportunities**

## 6. Estimated Current Order Book as at 30 September 2017: S\$150.0 million

Our order book as at any date represents the total stated contract value of orders not yet completed less the portion of revenue in respect of these orders that we have recognised in accordance with our revenue recognition policies. In addition, the timing of the recognition of these orders and the amount recognised as our revenue is dependent on, inter alia, the timing and the procurement processes of our customers for which we have no control over.

Any forward-looking statements whether made by or attributable to us, our officers or our agents acting on our behalf are not an assurance of future performance. Such forward-looking statements involve known and unknown risks, uncertainties, and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. Given this, undue reliance must not be placed on such statements and we disclaim any responsibility to update any of such forward-looking statements or publicly announce any revisions or new developments relating to such forward-looking statements.



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