

### FOR IMMEDIATE RELEASE

## Secura Group ramps up for future growth

- Achieves top line growth of 76% to \$\$36.2 million with new business lines and strong organic growth
  - Declares a first and final dividend of 0.3 Singapore cents per share

Summary of Group Financial Results For the Financial Year Ended 31 December:

S\$m	FY2016	FY2015	+/(-)%
Revenue	36.2	20.5	76.2
Gross Profit	6.8	3.2	112.2
Profit before tax	1.0	2.2	(53.9)
Net profit attributable to owners of the Company	1.0	1.7	(44.6)

n.m. not meaningful

SINGAPORE, 23 February 2017 – Secura Group Limited ("Secura Group" or "Company" and together with its subsidiaries, the "Group"), one of the leading providers of an integrated suite of security products, services and solutions in Singapore, today reported a 76% year-on-year ("y-o-y") increase in revenue to S\$36.2 million for the financial year ended 31 December 2016 ("FY2016").

The top line increase was largely boosted by a S\$11.6 million revenue contribution from its new security printing business under Secura Singapore Pte. Ltd. and its subsidiaries ("SSPL Group"), which were acquired in January 2016.

Co. Reg. No. 201531866K



Revenue from the Group's security guarding and other security services under Soverus Group Pte. Ltd. and its subsidiaries ("**SGPL Group**") registered robust growth with a 20% increase to S\$24.6 million. This was mainly due to a 13% y-o-y increase in security guarding revenue of S\$2.5 million, driven by an increased number of contracts and higher selling price, as well as a 194% y-o-y increase in cybersecurity revenue of S\$1.2 million, derived mainly from the acquisition of Red Sentry Pte Ltd.

With the revenue increase, gross profit rose by 112% to \$\$6.8 million in FY2016, reflecting an improvement in gross margin to 19%, from 16% in FY2015.

As the Group continued to ramp up its operation for future expansion, related operational costs also increased. In addition, there were non-recurring listing expenses, which resulted in total costs rising to S\$8.1 million in FY2016, from S\$4.2 million in FY2015. These impacted the Group's profitability, leading to a reduction in net profit to almost S\$1.0 million, from S\$1.7 million previously.

The Directors have recommended a first and final tax-exempt cash dividend of 0.3 Singapore cents per share.

Mr. Paul Lim (林春伟), Executive Director and Chief Executive Officer of Secura Group said, "FY2016 was a foundation building year where we invested in human capital to ready ourselves for future growth. We have bolstered our staff strength and formalised corporate functions to meet the expected increase in business activities in FY2017 and beyond. While this has affected our bottom line in the short term, we are confident that the benefits will flow through as the new business lines gain traction and economies of scale sets in."

In FY2016, the Secura group embarked on various initiatives to increase its business portfolio and strengthen its recurring earnings base.



For a start, it expanded its cybersecurity capabilities with the acquisition of cybersecurity services provider, Red Sentry Pte Ltd, which has a 16-year track record, in June 2016. It also moved into the area of mobile forensics through its collaboration with Israel-based Cellebrite, the world's leading mobile forensics company, in September 2016.

Geographically, it made its first move into Malaysia's cybersecurity market through a joint venture with leading Malaysian systems integrator Willowglen MSC Berhad in September 2016. In Thailand, its joint venture with local Thai partners will focus on offering cyber security solutions and services, homeland security products and digital forensics services. The joint venture in Thailand was signed in October 2016.

In September 2016, Secura secured a S\$7.9 million security services contract from Singapore Telecommunications Limited for the provision of unarmed security guarding and other security services, and in January 2017, it was awarded a S\$6.7 million security services contract by SBS Transit DTL Pte Ltd.

Mr Lim added, "Many of these expansion activities and new contracts took place in the last quarter of 2016, and first quarter of 2017, so we expect these ventures to contribute positively to our growth this year. In particular, we are very excited about our new digital forensic business stream which is garnering strong support from customers."

The Group expects growth from the security guarding, cyber security, homeland security and security consultancy businesses as governments and corporates increase investments to counter the threats of terrorism and cyber-attacks. The new stream of business for digital forensic is also expected to contribute to growth, whilst the security printing business is expected to be stable and continue to contribute to the Group's profitability.

###



Issued for and on behalf of Secura Group Limited *August Consulting* Tel: 65 6733 8873 Karen Ting, <u>karenting@august.com.sg</u> Janice Ong, <u>janiceong@august.com.sg</u> Jeremy Sing, jeremysing@august.com.sg

#### About Secura Group

Secura Group Limited (新保集团有限公司) is a leading provider of an integrated suite of security products, services and solutions based in Singapore. The Group was formed through a merger of two groups of companies – the Secura group of companies that provides security printing services, and the Soverus group of companies that provides security consultancy and other services.

Through the Secura group of companies, the Group owns one of the largest cheque printing businesses in Singapore. The Group's other security services are undertaken by the Soverus group of companies, which offers security guarding, cyber security, homeland security, and other security products and services.

As a security agency with an established track record, the Group has consistently been awarded 'A' Grading (Excellent) by the Police Licensing & Regulatory Department from 2012 to 2016. The Group has a welldiversified customer base comprising more than 550 customers in various industries, including multinational corporations, financial institutions and government agencies.

#### **IMPORTANT NOTICE**

# This Press Release should be read in conjunction with the unaudited financial statements announcement of Secura Group Limited for FY 2016.

This Press Release has been prepared by 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 SGX-ST. The Sponsor has not independently verified the contents of this Press Release. This Press Release has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this Press Release, including the correctness of any of the statements or opinions made or reports contained in this Press Release. The contact person for the Sponsor is Mr Chia Beng Kwan, Senior Director, Equity Capital Markets, who can be contacted at 80 Raffles Place, #03-03 UOB Plaza 1, Singapore 048624, telephone: +65 6533 9898.