



# SECURA GROUP LIMITED

## Investors' Presentation

September 2016



(Company Registration No.: 201531866K)

# Disclaimer



Secura Group Limited (the “Company”) was listed on the Catalist Board of the Singapore Exchange Securities Trading Limited (the “SGX-ST”) on 28 January 2016. The Sponsor and Issue Manager for the initial public offering of the Company was United Overseas Bank Limited (“Sponsor”).

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# Agenda

**1** Business Overview

**2** Prospects

**3** Future Plans

**4** Financial Highlights

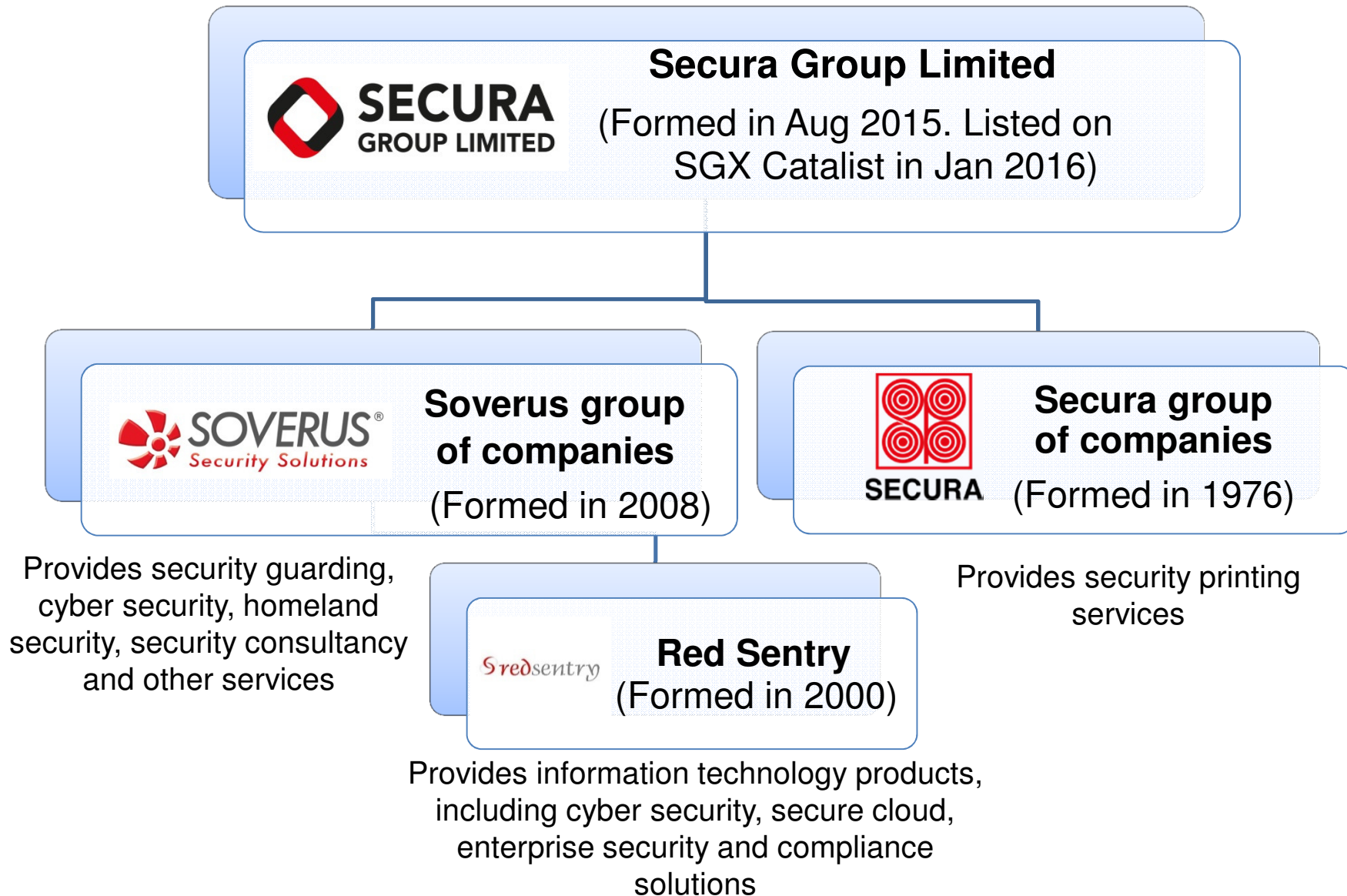




# Business Overview



# Secura Group Limited



# Backed by Prominent Shareholders



Substantial shareholders include:

- **Kestrel Investments Pte Ltd**
- **City Developments Limited**
- **K.I.P. Industrial Holdings Ltd**
- **Mr. Paul Lim Choon Wui**

Other shareholders include, among others:

- **Mr. Kuok Khoon Hong**
- **Mr. Martua Sitorus**
- **Mr. Tony Tan Choon Keat**
- **Berjaya Group (Cayman) Limited**

# Fast-Growing & One of the Integrated Security Solutions Providers listed on Catalyst



## Established Businesses



**Security Printing**



**Security Guarding**

## New Growth Drivers



**Cyber Security**



**Security Consultancy & Homeland Security**

# Latest Corporate Developments



## June 2016

- Acquired Red Sentry, a cyber security solutions provider

## July 2016

- Acquired 38 Alexandra Terrace for business expansion

## September 2016

- Appointed by M1 as its Cyber Advisory and Consultancy Partner



# Preparing for Business Expansion



## Newly-acquired 38 Alexandra Terrace



- Corporate HQ
- Cyber Security
- Guarding
- Command Centre
- Cyber Security Operations Centre (SOC)
- Homeland Security
- Security Consultancy
- Systems Integration



# Other Existing Properties



8 Pioneer Road North and 25 Buroh Street

- Sensitive Data Processing
- Security Printing
- Form Printing
- Statement Printing

Secura Malaysia - No. 59 & 61 Jalan TPP1/1, Taman Industri Puchong , Batu 12



# Security Printing

Established Business: Security Printing



## Track Record

- Over 35 years in providing security printing services
- One of the largest cheque printing businesses in Singapore



## What We Do

- Printing of:
  - Cheque books
  - Passbooks
  - Parking coupons
  - Betting slips
  - Marriage certificates
  - Shopping vouchers
  - Statements
  - Stationery and others



## Certifications

- ISO 9001:2008 certified
- ISO 27001:2013 certified



## Major Customers

- Local and foreign banks in Singapore
- Singapore statutory boards

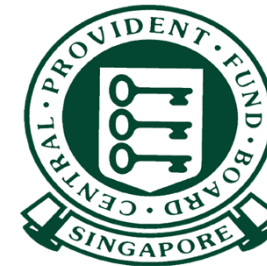
# Security Guarding



Established Business: Security Guarding

## Our Achievements

- 'A' Grading (Excellent) by the Police Licensing & Regulatory Department for licensed security guard agencies from 2012 to 2016
- Staff strength of approximately 610 security officers as of 30 Jun 2016
- Prestigious clients:



High Commission of Malaysia in Singapore



# Security Guarding

Established Business: Security Guarding

## Further developing our business

- Expanding our team of security officers
- Launched Security Specialist Vocation Scheme (SSVS), a first for the security industry, on 13 Jun 2016 to attract more people into the security industry



ST Page B3 on 14 June 2016



Soverus Group employee Ahmad Amin said promotions and internal transfers within the security company expanded his knowledge and skill sets. All security agencies have to adopt the progressive wage model by Sept 1 or risk losing their licences. PHOTO: DANIEL NEE FOR THE STRAITS TIMES

## New wage model hopes to 'perk up' security industry

**Aw Cheng Wei**

A compulsory wage ladder for security officers will kick in on Sept 1, but security agency Soverus Group wants to take it a step further.

It wants to tailor a progressive wage model for security officers wanting to specialise into security systems and technologies.

The firm, which has about 1,000 employees, will be working with the Union of Security Employees (USE) to identify the skills and knowledge requirements for each job, set minimum basic wages and map career paths for its officers.

The memorandum of understanding between Soverus and USE – the first of its kind in the security industry – was signed yesterday.

Mr Paul Lim, chief executive officer of the Secura Group, which owns Soverus, hopes that the wage ladder they are developing can perk up an industry “beleaguered by manpower shortage due to stagnant wages, poor career prospects and long working hours”.

He wants to “change the perception that being a security officer is a dead-end job”.

Mr Lim said: “We can encourage more people to join the industry knowing that if they perform well,

they will be given opportunities.” Exemplary employees can rise to senior management level, he added.

Soverus has allowed its security officers to move across departments within the company to provide “holistic career opportunities” since 2012.

The practice, which the firm calls the Security Specialist Vocation Scheme, was also formalised yesterday.

Mr Lim said the scheme can “serve as an exemplary model in the security industry and help to elevate the profession as a viable career with promising prospects”.

All security agencies have to adopt the new wage model for security officers by September, or risk losing their licences.

**Currently, there are about 43,000 security officers and it is estimated that at least an additional 25 per cent more are needed.**

Mr Ahmad Amin, 44, joined Soverus in 2012 as an operations controller in charge of deploying manpower before transferring to his current job as a manager in Soverus’ executive protection unit, planning security for high-value individuals such as foreign dignitaries.

Mr Amin, formerly a police officer for 22 years, said promotions and internal transfers increased his employability.

He said: “If I stayed stagnant at one place, I won’t be expanding my knowledge and skill sets.”

Mr Steve Tan, USE’s executive secretary, said Soverus’ initiatives will “definitely help” to address the challenges of the labour-starved industry.

Currently, there are about 43,000 security officers and Mr Tan estimated that at least an additional 25 per cent more are needed.

He conceded that smaller security agencies might not be able to provide their employees with similar career prospects.

“Some companies may find it difficult to implement the wage ladder and, if necessary, we will help our members look for jobs in firms that the union works closely with,” said Mr Tan.

awcw@sph.com.sg

## Fast-Growing Business

- Secured several enterprise clients including government agencies, Financial Services Institutions and MNCs
- Achieved S\$1 million in sales in FY2015; and S\$1.1 million in 1H2016



# Cyber Security

## New Growth Driver: Cyber Security

- Our comprehensive suite of cyber security solutions include:
  - Cyber Infrastructure and Strategy Design
  - IT Policy Design
  - Vulnerability Assessment (VA)
  - Penetration Testing (PT)
  - Social Wifi security and Wireless Intrusion Prevention System (WIPS)
  - Privileged ID and Password Management
  - Endpoint Management
  - Network Predictive Analytics and Risk Management

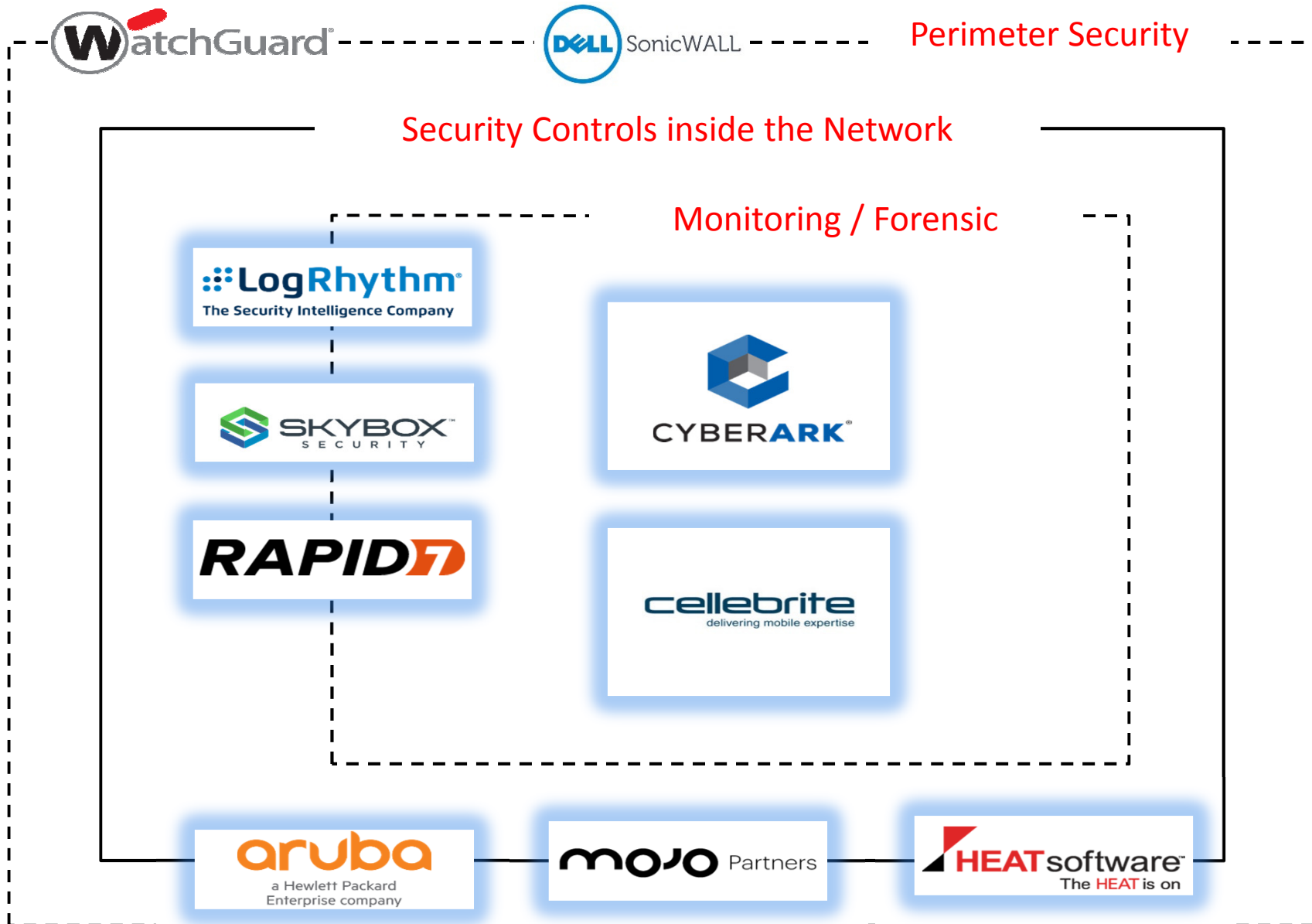
# Cyber Security

## New Growth Driver: Cyber Security

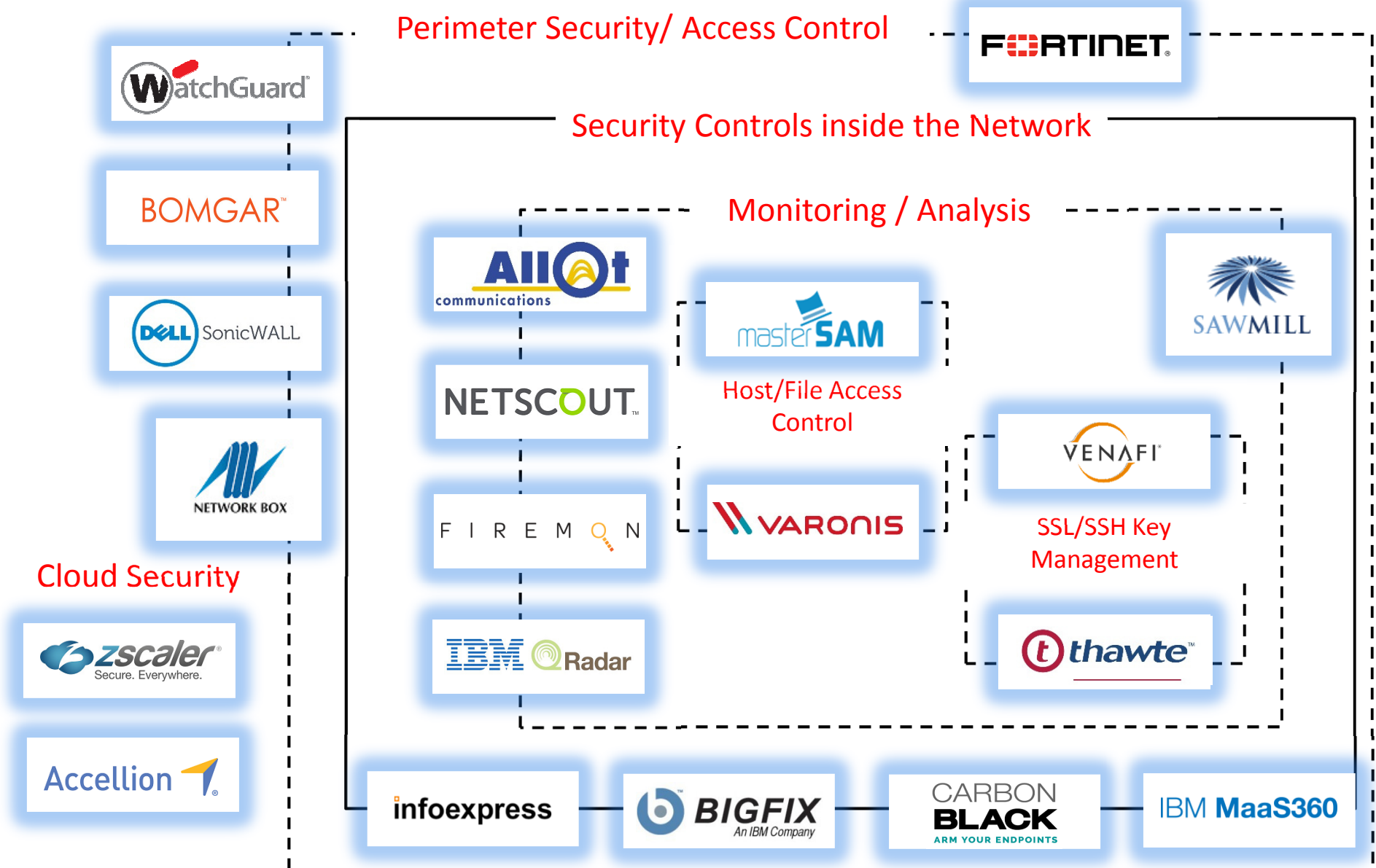
- Our comprehensive suite of cyber security solutions include:
  - Next-Generation Firewall
  - Unified Threat Management
  - Security Information and Event Management (SIEM)
  - Cyber Security Training
  - Cloud Security
  - Perimeter Security and Access Controls
  - Controls inside the Network
  - Monitoring and Analysis
  - Host and File Access Control
  - Secure Shell (SSH)/Secure Sockets Layer (SSL) Management



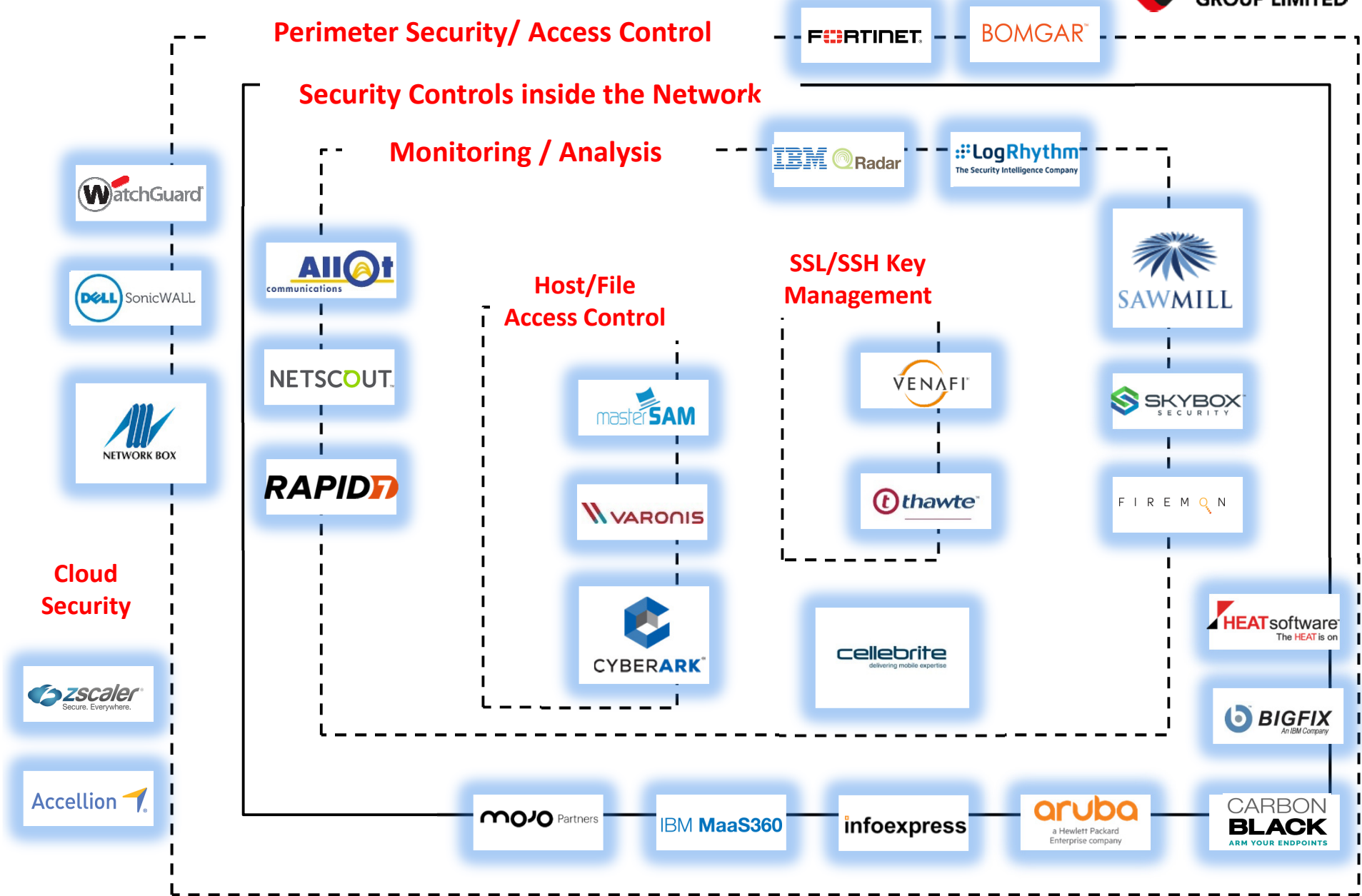
# Soverus Technology Cyber Security Services



# Red Sentry Cyber Security Services



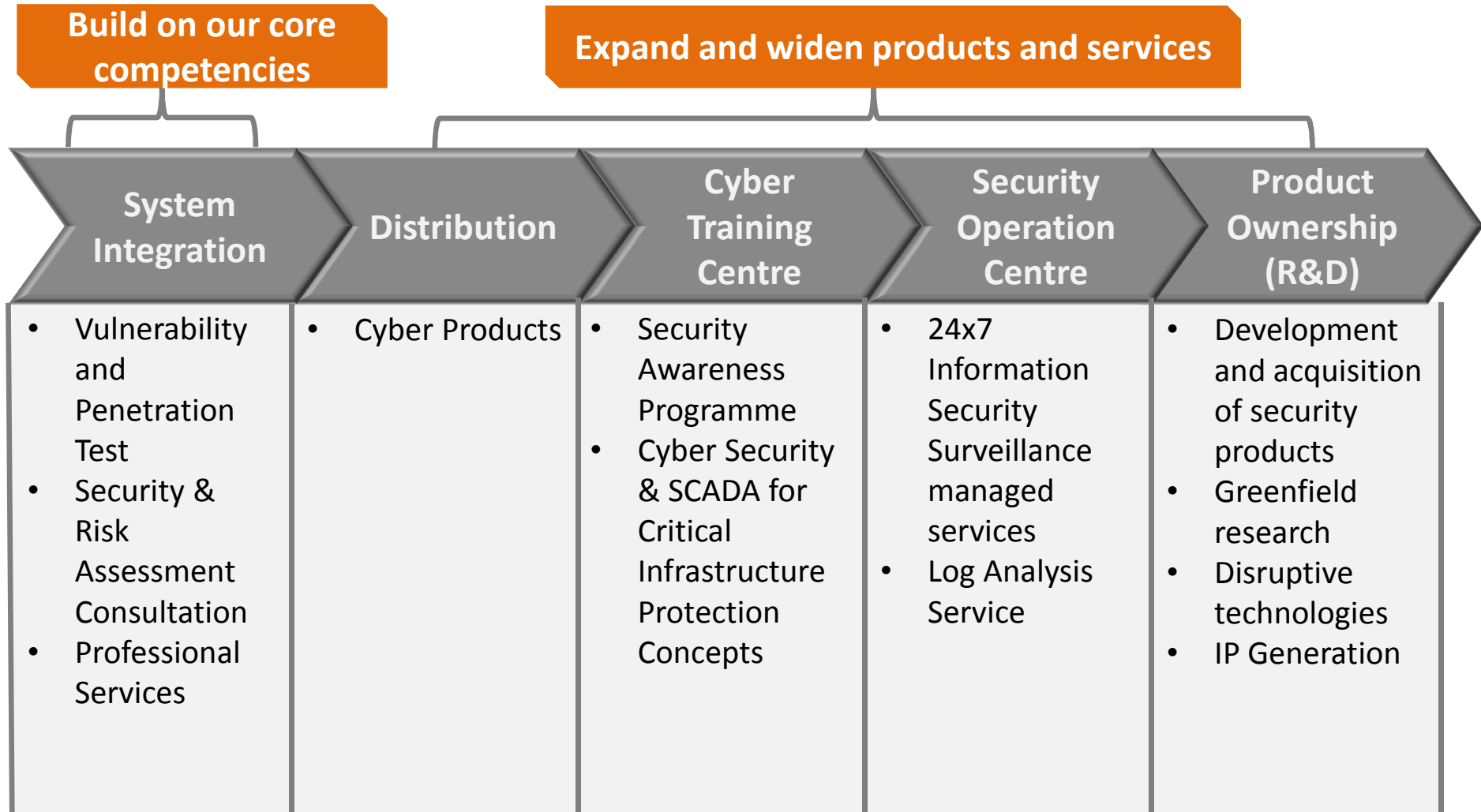
# Secura Group Cyber Security Services



# Cyber Security

New Growth Driver: Cyber Security

## Cyber Security Spectrum:



# Cyber Security

New Growth Driver: Cyber Security

## RedSentry to Partner M1 as its Cyber Advisory and Consultancy Partner

- Provide cyber security consultancy, products and services, including Vulnerability Assessment, Penetration Testing and Device Control, to M1's corporate customers
- Tap into M1's vast enterprise customer base presenting growth springboard for our cyber security business

The RedSentry logo, with "Red" in red and "sentry" in grey, in a lowercase, sans-serif font.

# Homeland Security

New Growth Driver: Homeland Security



Morpho

State-of-the-art homeland security products

Distributor of Morpho homeland security products in Singapore, Cambodia and Laos since May 2015

State-of-the-art



# Star Product: SourceID

New Growth Drivers: Homeland Security



- SourceID
  - Portable, powerful radiation detection and identification
  - Easy to use interface
  - Identify and locate multiple radioactive sources simultaneously
- Sole distributor
  - Singapore, Cambodia and Laos
- Official launch in all markets in 2016
  - US, Europe and Asia
- Singapore market
  - Police units/stations, airport, MINDEF, National Environment Agency



# Other Security Services



**Security systems integration**



**Security consulting, risk assessment, tender management & project management solutions**



**Executive protection & events security**



**Private investigation & professional surveillance**



# Awards and Accolades

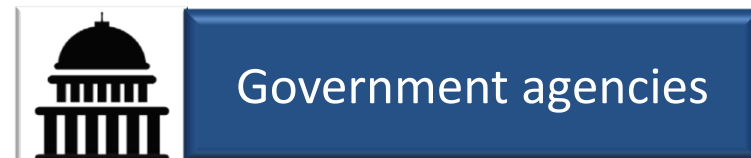


Year	Award/Certification 
2016	Fastest Growing 50 companies in Singapore
2016	360 Breakthrough Award – Titanium Award winner
2016	Singapore SME 1000 Company – Ranked 662 <sup>th</sup>
2015	Singapore Enterprise 50 Awards – Ranked 17 <sup>th</sup>
2015	Midas Touch Asia Enterprise Awards 2015 – Platinum
2015	NTUC May Day Awards 2015 – Plaque of Commendation
2015	Singapore SME 1000 Company – Emerging 2015
2014	Singapore Enterprise 50 Awards – Ranked 19 <sup>th</sup>
2012	Singapore Prestige Brand Award – Winner for SPBA Most Promising Brands 2012



# Our Clients

Well-diversified customer base of more than 600 customers in various industries:





# Prospects



# Security Printing

## Detect & Prevent



Critical to detect and prevent counterfeit and forgeries despite rapid advancements in documentation and digitisation



## Product Authenticity



Continued demand for educational certificates and value documents such as postage stamps and cash-equivalent vouchers

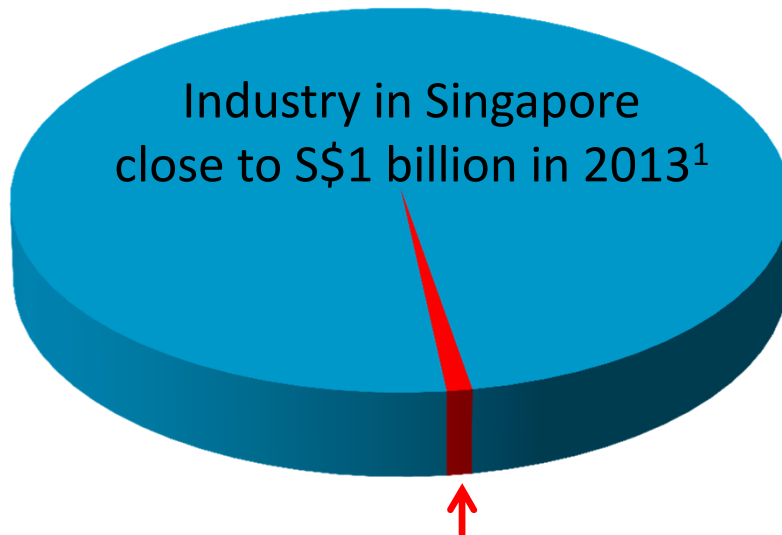
## New Service



Secured Data Management and Archiving

# Security Guarding

Significant potential to increase market share



Secura's market share in 2015: ~1.9%

- Over 270 agencies in Singapore with approximately 35,000 to 40,000 active security officers<sup>1</sup>, which is significantly lower than the industry demand
- Government support through the enforcement of the Progressive Wage Model

## Suspect on the run after \$30k bank robbery in Holland Village

**Danson Cheong and Malavika Menon**

Police are hunting a Caucasian man who is believed to have robbed a Standard Chartered Bank branch in Holland Village of about \$30,000 yesterday.

The heist took place at about 11.25am when restaurants were

busy with the lunchtime crowd.

The Straits Times understands that the suspect strode into the bank and handed the teller a slip of paper with his demands.

After she complied, he made off with the cash on foot. No weapon was seen during the incident, which was over in minutes.

It is understood that there was no security guard present at the bank. Police were notified shortly afterwards.

"We would like to highlight that the safety of our customers and staff are our top priority and our branch staff are all well trained to react in such situations," said the spokesman.

The suspect was still on the run at press time last night.

One resident, who lives in the Chip Bee Gardens estate across the street, told The Straits Times that police visited his home with a picture of the suspect.

fore noon and cordoned off the area.

Bank customers were seen being turned away during the investigations. Just after 12pm, more than 10 police vehicles were seen parked along Holland Avenue.

Officers in bulletproof vests and with riot shields were also present.

Throughout the day, forensic investigators from the Criminal Investigation Department were seen entering and leaving the bank branch.

The police cordon was later expanded to include the nearby Citibank and HSBC branches.

Ms Denise Richter, 22, an employee at nearby cafe Park, said that no alarm was heard during the time of the incident.

The cafe's employees were asked cameras and surveillance technology at secure locations, security agencies stressed the importance of manpower on the ground.

Mr G. Nagarajan, general manager of Apex Security and Investigation, said: "We have become much more dependent on technology such as surveillance cameras. Cameras do not slip or skive off, but skilled manpower will always have to work hand in hand with technology."

"Trained people... know the importance of a situation and the stakes if they fail."

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calyang@sph.com.sg

## Banks' security measures include CCTV, alarm systems

**Wang Tianjie and Calvin Yang**

Under the Private Security Industry Act, banks are considered "high-risk premises" and employ a combination of security measures at their branches, which include closed-circuit television (CCTV) cameras and alarm systems that alert the Singapore Police Force of

any crimes committed on their premises.

Mr Paul Lim, chief executive of Secura Group, noted that financial institutions here are designed with limited entry and exit points, and have security set-ups, including CCTV cameras and panic buttons. They may also employ armed guards and conduct exercises to prepare their staff to handle emergencies such as a robbery.

The Straits Times understands that no guard was present at Standard Chartered Bank's Holland Village branch.

"In today's world, everybody leaves behind both physical and digital footprints, and all these provide more avenues to try and solve a crime," said Mr Lim.

Mr Toby Koh, group managing director of Ademco Security Group, added that when a panic button is

activated, security personnel at a central monitoring station would be able to view the video footage at the point in time when the alarm was triggered, as well as receive real-time video feed of the ground situation.

A spokesman for Certis Cisco Security said: "To achieve optimum security, it is always best to deploy both technology and manpower."

"While CCTVs provide real-time monitoring surveillance and post-event evidence for investigation purposes, bank guards are trained in measures and scenarios to mitigate robbery attempts. The presence of armed guards will serve as a deterrent and help to mitigate such risks."

Certis Cisco Security provides security services to banks such as Maybank, OCBC and DBS.

Articles from The Straits Times, 8 July 2016

1. Singapore Business Review, "Unraveling the mystery world of Singapore's security officers", 8 October 2013

# Cyber Security

Department of Statistics Singapore website, accessed on 27 August 2015

Cyber security industry a main driver in the infocomm sector, which contributed approximately S\$14.9 billion or 4% to Singapore's GDP in 2014<sup>1</sup>

## New cyber-security Bill to be tabled in Parliament next year

*The Straits Times, 12 April 2016*

It will ensure operators of key infrastructure take active steps to secure systems: Yaacob

Lim Yan Liang

A new cyber-security Bill that aims to strengthen laws against online crime will be tabled in Parliament next year.

Minister for Communications and Information Yaacob Ibrahim told Parliament that the proposed law

will ensure that operators of Singapore's critical information infrastructure take active steps to secure such systems and report incidents.

It will also empower the Cyber Security Agency (CSA) to manage cyber incidents and raise the standards of cyber-security providers here, he said during the debate on his ministry's budget.

The Bill comes amid growing concern globally that cyber attacks could bring down critical systems.

Dr Yaacob, who is also Minister-in-charge of Cyber Security, noted that while the existing Computer Misuse and Cybersecurity Act grants law enforcement agencies powers to investigate and apprehend those behind cyber crime, the nature of such crime has evolved.

The interconnectivity of such networks also means that the effects of cyber attacks can be "contagious", he added.

"Cyber attacks have increased in sophistication and attackers have become faster and bolder."

"It is inevitable that Singapore's critical information infrastructure will at some point be targets."

Dr Yaacob noted that to better tackle such threats, many countries have recently been strengthening their cyber-security legislation. Last year, Germany passed a new law to raise cyber-security standards and mandate reporting of significant cyber-security incidents, and the United States approved an

Act to facilitate the sharing of information on cyberthreats.

Dr Yaacob said the Government will start work on developing the new Bill, and the CSA will consult stakeholders on the scope of the new law.

"We are stepping up our efforts to enhance our cyber security and also the resilience of our infrastructure," he said.

"This is the necessary foundation for a successful digital economy."

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ATTACKS HERE INEVITABLE

Cyber attacks have increased in sophistication and attackers have become faster and bolder. It is inevitable that Singapore's critical information infrastructure will at some point be targets.



DR YAACOB IBRAHIM, Minister for Communications and Information

BUSINESS Channel NewsAsia, 16 May 2016

## Financial institutions need 'strong IT controls' following SWIFT attacks: MAS

After a series of cyber attacks on financial institutions worldwide, the Monetary Authority of Singapore says that it will continue to monitor the security landscape and provide guidance where necessary.

By Melissa Zhu

Posted 16 May 2016 17:22 Updated 16 May 2016 23:07

singapore  
MAS, NTU to help firms combat threat of cyberattacks  
Today Online, 17 May 2016



Reuters file photo

## Rise of cybercrime 'still a big challenge'

The Straits Times, 28 April 2016  
Ng Huiwen

The rise of cybercrime remains an "enormously big challenge" for law enforcement agencies in Singapore and around the world due to the borderless nature of the Internet, said President Tony Tan Keng Yam yesterday.

Perpetrators can work from locations outside the country to target Singaporeans, resulting in greater difficulty in bringing the culprits to justice, added Dr Tan, who was speaking on the sidelines of his inaugural visit to the Criminal Investigation Department (CID).

His comments echoed points raised by Senior Minister of State for Home Affairs Desmond Lee at the Committee of Supply debate earlier this month, when he point-

**Increasing  
Demand** for  
Security Consultancy &  
Homeland Security



**Piracy**



**Terrorism**



**Drug trade**



**Arms trafficking**

- Homeland security expenditure in Singapore expected to grow at a CAGR of 8.68% from 2016 - 2020<sup>1</sup>
- Government to maintain strong emphasis to guard nation against terrorism and other homeland security threats.

1. Extracted from a summary of the report titled, "The Singaporean Defense Industry - Market Attractiveness and Emerging Opportunities to 2020: Market Profile", October 2015

SINGAPORE

## Tackling Singapore building security in early stages of design, construction

A look at how "security by design" is practised in the Republic and what more can be done.

By Loke Kok Fai

Posted 10 Apr 2016 18:34 Updated 11 Apr 2016 11:20

VIDEOS PHOTOS



Channel NewsAsia, 11 April 2016

- Potential boost in **security consultancy** for commercial buildings, critical infrastructures
- Utilising **data analytics, bomb detection** and **surveillance technology**



**Boosting anti-terror features of buildings:  
Singapore government reviews security  
guidelines - The Straits Times, 4 April 2016**

Amid a heightened alert against the threat of a terror attack here, the Government is reviewing security guidelines for building owners, the Ministry of Home Affairs (MHA) has revealed.

**Mr Derek Chew, General Manager of security firm Soverus Consultancy and Services, said it was time the guidelines were reviewed, given that the threat landscape has changed a lot since then.**

## How to protect a building against terror

In the wake of recent terrorist attacks around the world, LIN YANGCHEN looks at some guidelines to help building owners deter attacks and minimise casualties in the event of an attack.

### STOPPING THREATS OUTSIDE THE BUILDING

- Natural or artificial barriers around buildings, such as water features, vegetation or bollards, to prevent ramming by explosive-laden vehicles.
- Sufficient open space around the building to facilitate early visual detection of suspicious persons or objects.

### VIDEO SURVEILLANCE

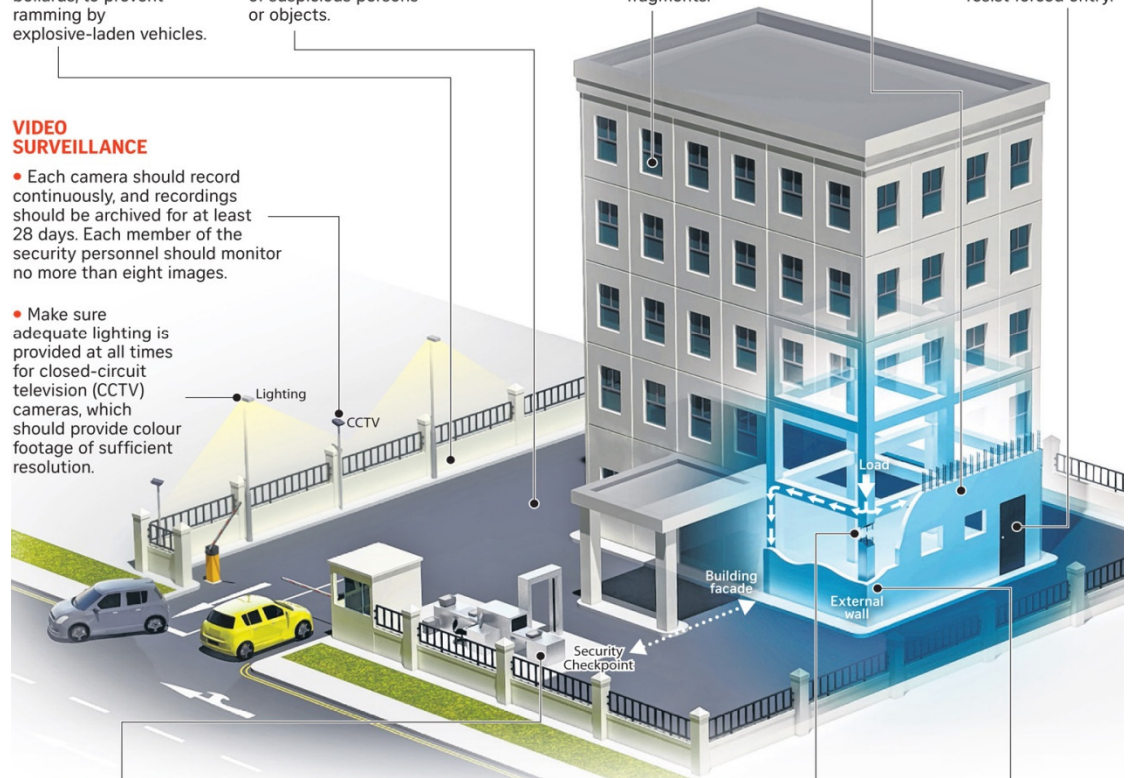
- Each camera should record continuously, and recordings should be archived for at least 28 days. Each member of the security personnel should monitor no more than eight images.
- Make sure adequate lighting is provided at all times for closed-circuit television (CCTV) cameras, which should provide colour footage of sufficient resolution.

### CHECKPOINT SCREENING

- Site checkpoints as far as possible from the building, and screen vehicles and people for weapons and explosives before they are allowed entry.

### FORCE-RESISTANT BUILDING MATERIALS

- Bullet-proof glass or laminated glass that will not disintegrate into dangerous flying fragments.
- Reinforced concrete walls
- Doors designed with materials, frames and locking mechanisms that resist forced entry.



### STRUCTURAL MEASURES

- Design the building to redistribute loads and withstand collapse should one of its key supports be destroyed. This can be done either through modifying building design as a whole or by strengthening individual supports.
- Main supporting columns should preferably be protected behind an external wall, and not exposed at the front of the facade.



# Future Plans



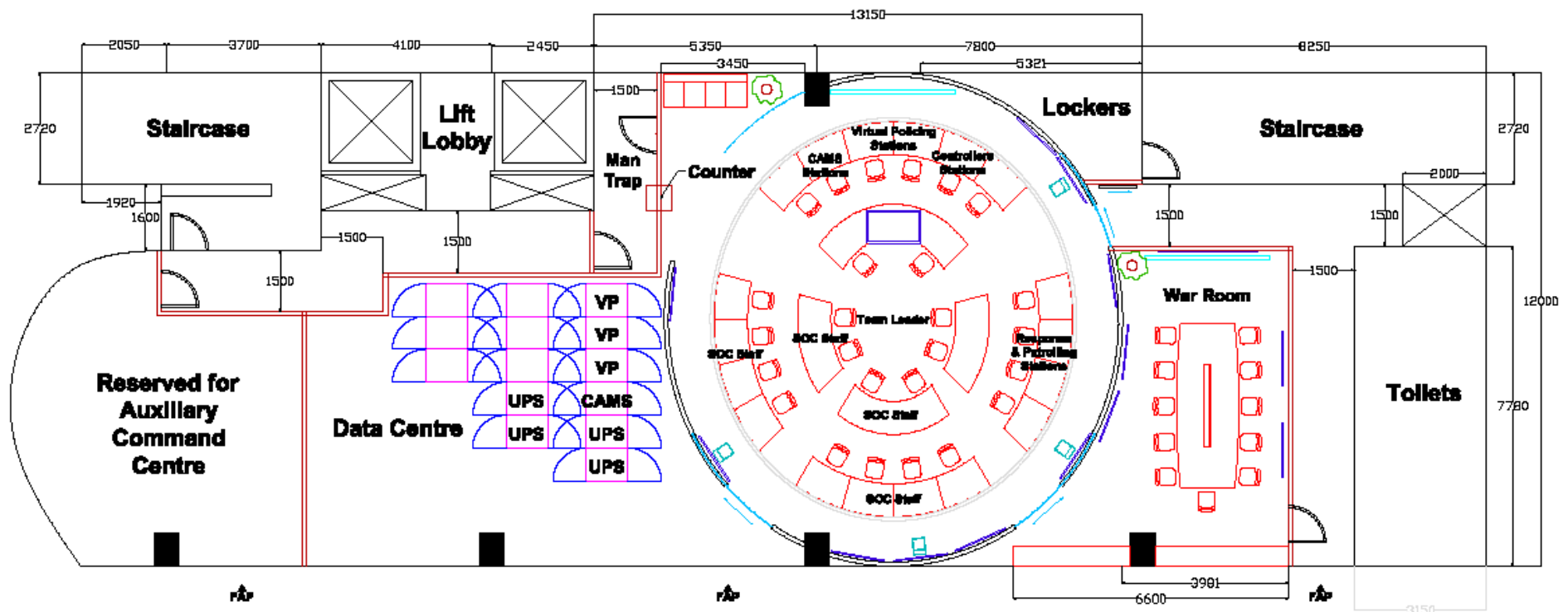
# Expansion and Enhancements



# Future Plans - Integrated Command Centre



- State-of-the-art Command Centre
- New Services:
  - Cyber Security Operations Centre (Cyber SOC)
  - Virtual Patrol Surveillance (VPS) leveraging on advanced video analytics
  - Command Centre as a Service (CCaaS)



# Other Future Plans

- Secured data management and archiving
- Secured data destruction
- Overseas expansions:
  - Thailand
  - Malaysia
  - Vietnam
  - Taiwan
  - Cambodia
  - China
  - Laos



# Financial Highlights



# Results Highlights



For the six months ended 30 June

In S\$'000	1H2016	1H2015 <sup>1</sup>	Change (%)
Revenue	17,398	9,879	76.1
<b>Gross profit</b>	<b>3,070</b>	<b>1,569</b>	<b>95.7</b>
<i>Gross margin (%)</i>	<i>17.6%</i>	<i>15.9%</i>	<i>1.7 pts</i>
Listing expense	(279)	-	NM
Bargain purchase	5,867	-	NM
<b>Profit before tax</b>	<b>6,351</b>	<b>1,095</b>	<b>480.0</b>
<b>Profit net of tax</b>	<b>6,268</b>	<b>963</b>	<b>550.9</b>
<b>Net profit excluding one-off net gain and listing expense</b>	<b>680</b>	<b>963</b>	<b>(29.4)</b>

Note: 1. Comprises only financial results of Soverus Group Pte Ltd and its subsidiaries

- Bargain purchase of S\$5.9 million arose from acquisition of Secura group
- Revenue from Soverus group grew 16.5% to S\$11.5 million in 1H2016; rest of revenue contributed by Secura group
- Ranked 231<sup>st</sup> amongst 433 listed companies with year ending Dec 2015<sup>\*</sup>, in terms of profits

\* Reference: The Business Times, "profits-of-spore-listed-companies-hit-by-fall-in-oil-property-prices", 2 March 2016

# Revenue Contribution by Business Segments



For the six months ended 30 June

Revenue	Contribution (S\$'000)			Contribution (%)	
	1H2016	1H2015 <sup>1</sup>	Change (%)	1H2016	1H2015 <sup>1</sup>
Security Guarding	10,125	9,146	10.7%	58.2%	92.6%
Security Printing	5,886	-	NM	33.8%	-
Cyber Security, Technology and Systems Integration	1,105	421	162.5%	6.4%	4.3%
Security Consultancy & Services	282	312	(9.6%)	1.6%	3.1%
<b>Total</b>	<b>17,398</b>	<b>9,879</b>	<b>76.1%</b>	<b>100.0%</b>	<b>100.0%</b>

Note: 1. Comprises only financial results of Soverus Group Pte Ltd and its subsidiaries

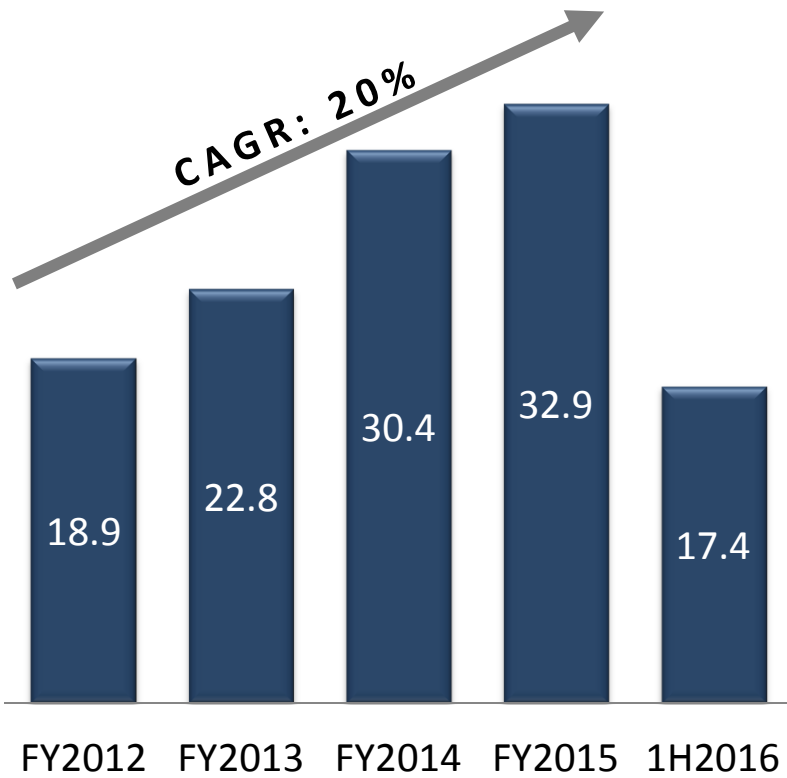


# Annual Revenue Growth & Contribution

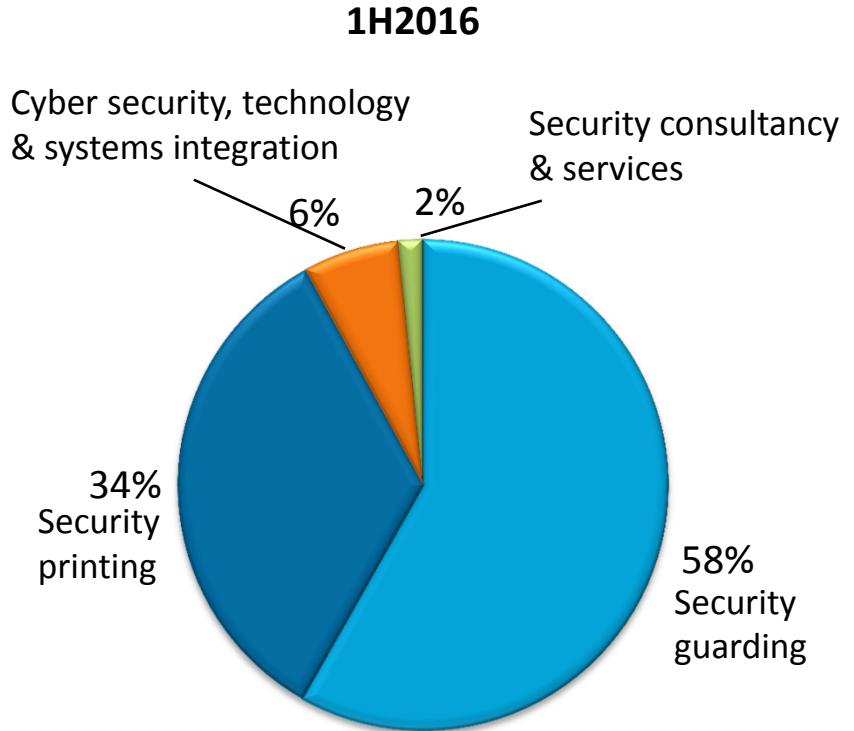


Financial year ended 31 December

**Group Revenue (\$ million)**



**Revenue by Business Segments (%)**

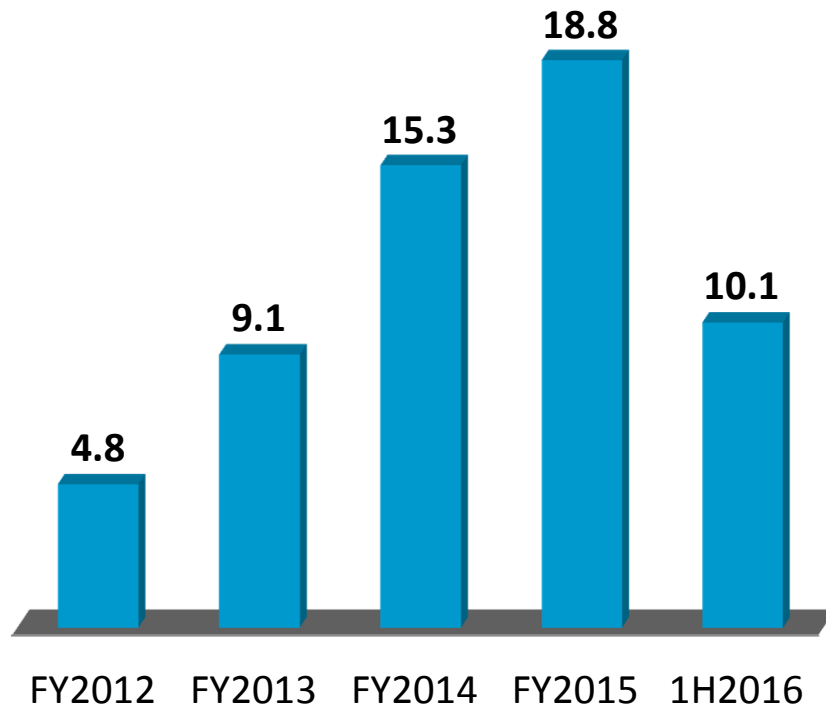


# Revenue Growth by Business Segments

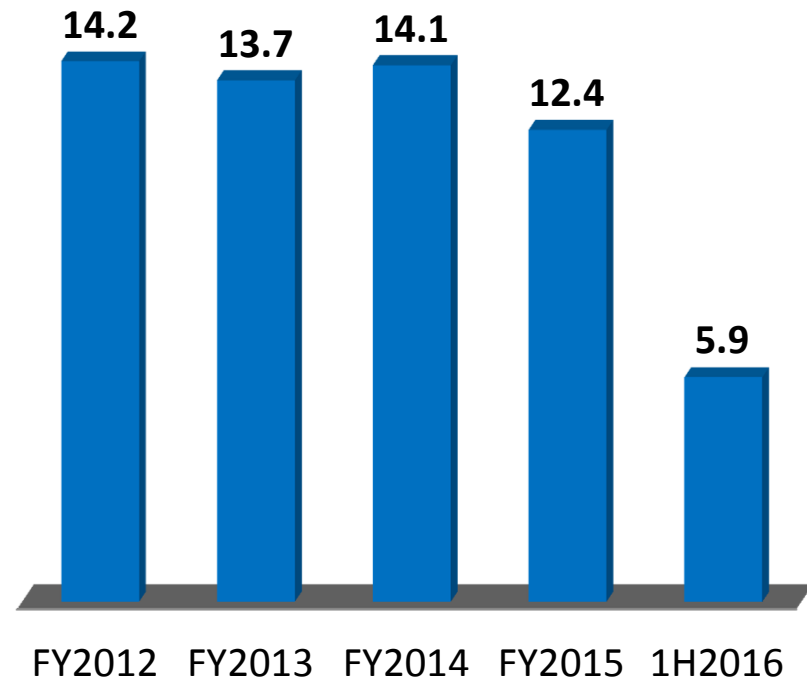


Financial year ended 31 December

### Security Guarding (S\$ million)



### Security Printing (S\$ million)

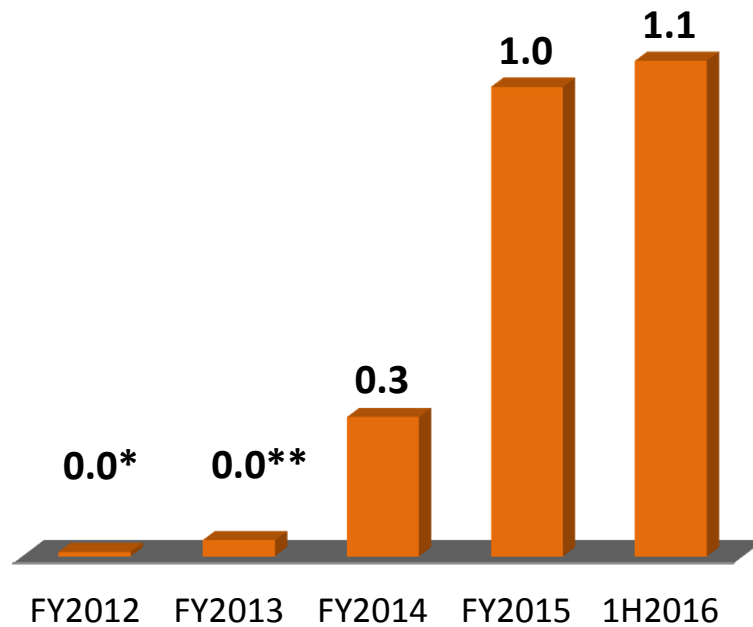


# Revenue Growth by Business Segments



Financial year ended 31 December

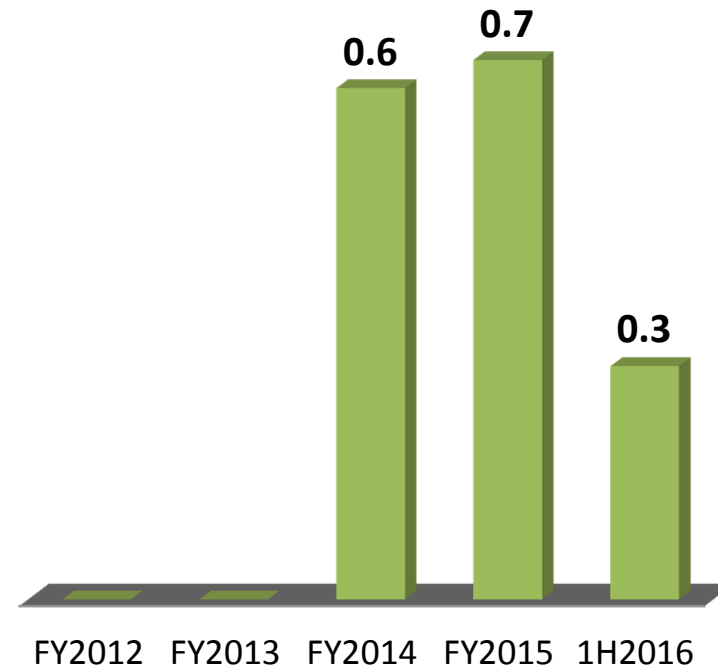
## Cyber Security, Technology and Systems Integration (S\$ million)



\* S\$10,000

\*\* S\$36,000

## Security Consultancy & Services (S\$ million)

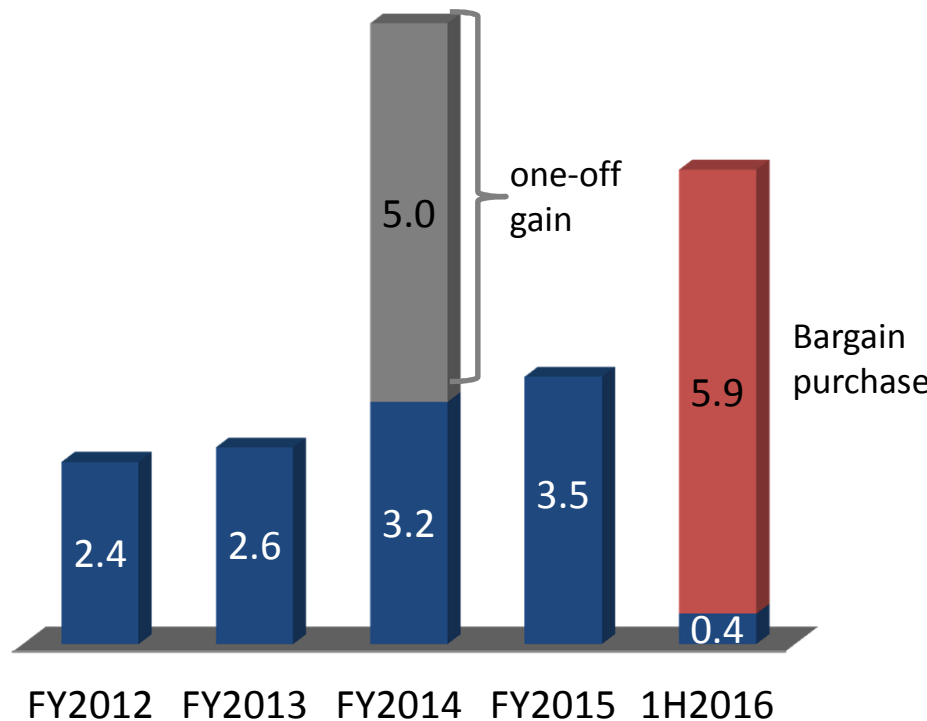


# Net Profits and Returns

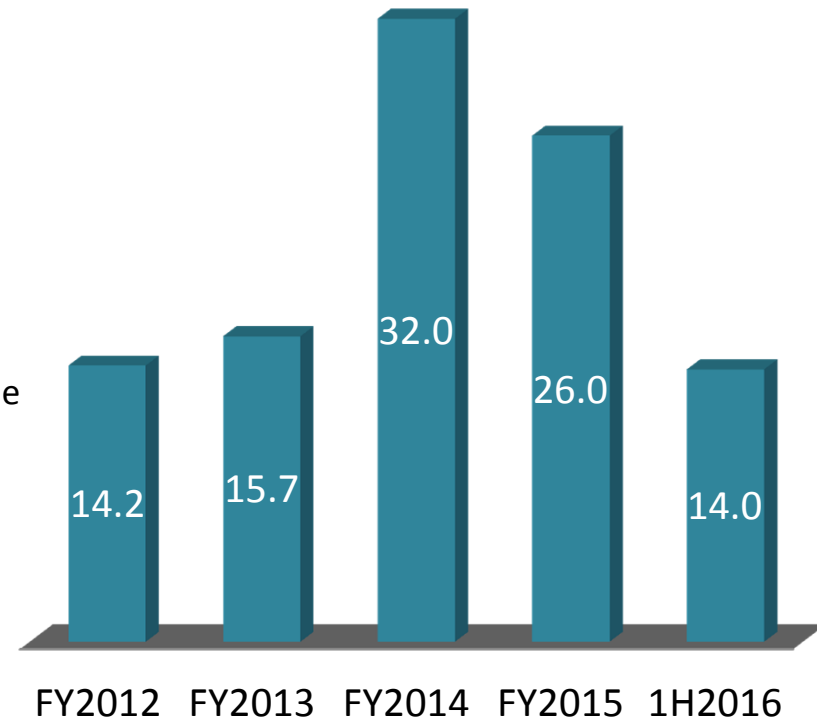


Financial year ended 31 December

**Net Profit After Tax (\$ million)**



**Return on Shareholders' Equity\* (%)**



\* Net profit excluding one-off gain expressed as a % of shareholders' equity



# SECURA GROUP LIMITED

Thank You

Q&A



(Company Registration No.: 201531866K)