



# SECURA

## GROUP LIMITED

# Investors' Presentation

March 2016



# Disclaimer



Secura Group Limited (the “Company”) was listed on Catalist 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

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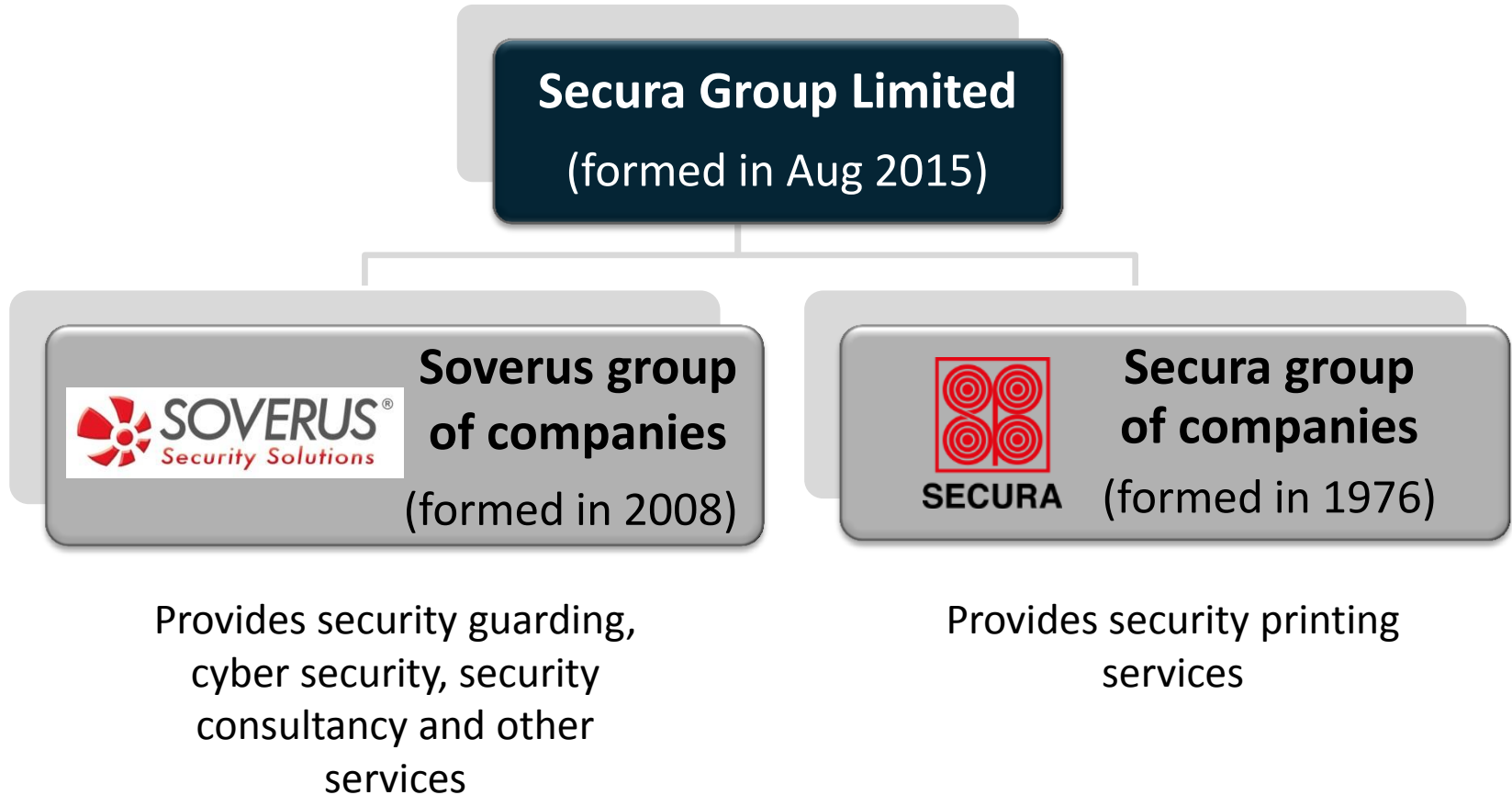




# Business Overview



# Merger of 2 Groups



# Backed by Prominent Shareholders

Substantial shareholders include:

- 
- **Mr. Peter Lim**
  - **Mr. Wee Ee Chao**
  - **Mr. Paul Lim**
  - **City Developments Limited**

Other shareholders include, among others:

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

# Fast-Growing Security Solutions Provider



## Established Businesses

## New Growth Drivers



**Security  
Printing**

**Security  
Guarding**

**Cyber  
Security**

**Homeland  
Security**



## Track Record

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



## What We Do

- Cheque and passbook printing
- Parking coupon printing
- Stationery printing and other printing services - business forms, betting slips etc.



## Certifications

- ISO 9001:2008 certified
- ISO 27001:2005 certified



## Major Customers

- Local and foreign banks in Singapore
- Singapore statutory boards



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 586 security officers as of 31 Dec 2015
- Customer base expansion to include prestigious names:



## Fast-Growing Business

- Secured several enterprise clients including government agencies, Financial Services Institutions and MNCs
- Achieved S\$1 million in sales in 2015



## New Growth Driver: Cyber Security

- Resale of cyber security products of our partners
- Our comprehensive suite of cyber security solutions include:
  - Social WiFi security and Wireless Intrusion Prevention System (WIPS)
  - Privileged ID / Password Management
  - Endpoint management
  - Vulnerability assessment and penetration testing
  - Network predictive analytics and risk management
  - Next-Gen firewall / UTM
  - Security information & event management
  - Cyber security awareness training



## New Growth Driver: Cyber Security

### Our Cyber Partners:

- CyberArk
- HEAT Software
- Rapid7
- Skybox Security
- WatchGuard
- LogRhythm
- Mojo Partners

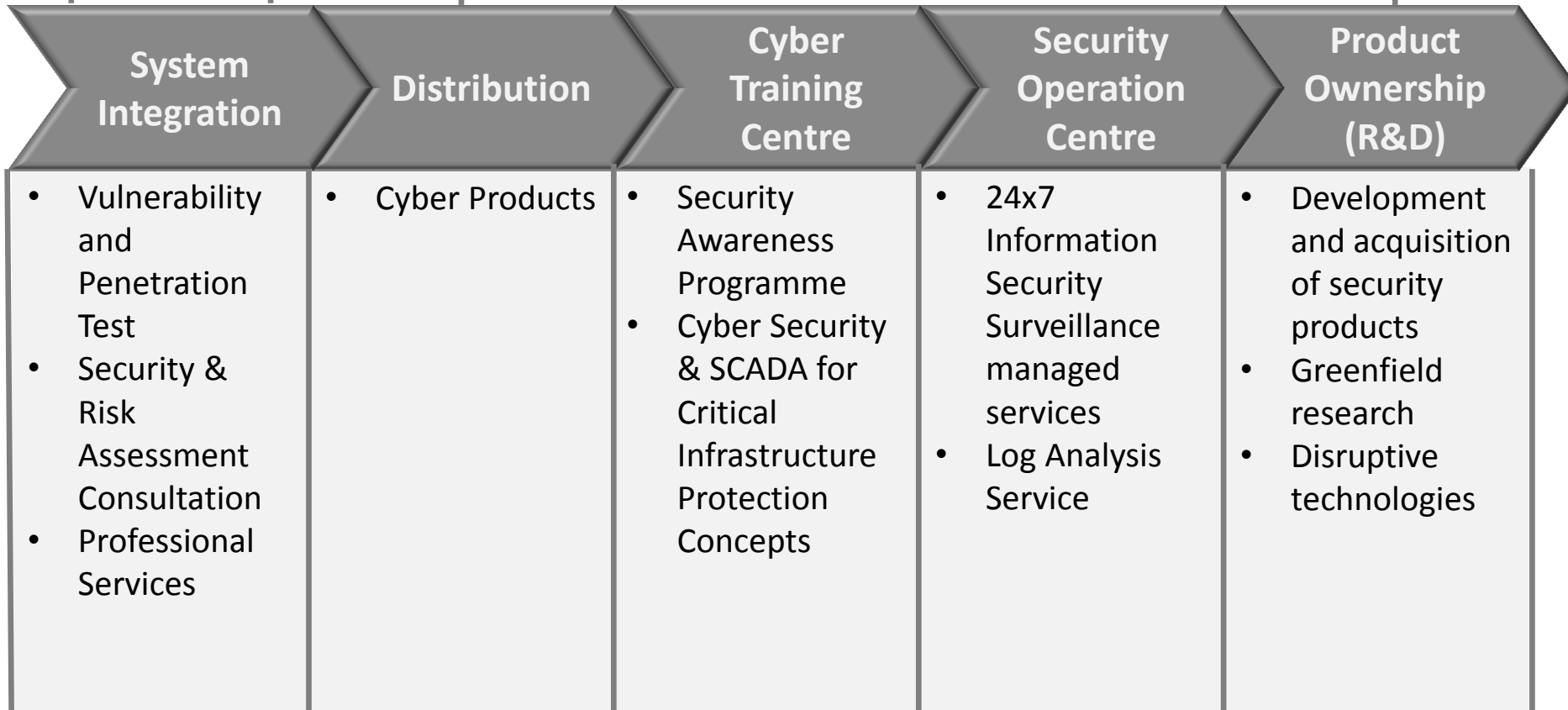


New Growth Driver: Cyber Security

## Our Value Chain Proposition:

Build on our core competencies

Expand and widen products and services



New Growth Driver: Homeland Security

State-of-the-art homeland security products

State-of-the-art

Morpho

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



## 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



Security systems  
integration  
services


Security consulting,  
risk assessment,  
tender management  
and project  
management  
solutions

Executive protection  
and events security  
services

Private investigation  
and professional  
surveillance services





Year	Award/Certification 
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



# Well-Diversified Customer Base

- Well-diversified customer base of more than 550 customers in various industries:







# Review of Results 2015



# Key Highlights

S\$m	FY2015	FY2014	+/(-)%
Revenue	32.9	30.4	8.3 
Net profit excluding one-off net gain	3.5	3.2	11.4 
Dividend per share (S cents)	0.3	-	NM

*NM: Not meaningful*

- Revenue rose 8.3% driven mainly by growth in security guarding and cyber security businesses
- Declares a first and final dividend of 0.3 Singapore cents per share
- Ranked 231<sup>st</sup> amongst 433 listed companies with year ending Dec 2015<sup>\*</sup>, in terms of profits
- Secura Group to be included in the FTSE ST Catalist Index wef 21 March 2016<sup>+</sup>

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

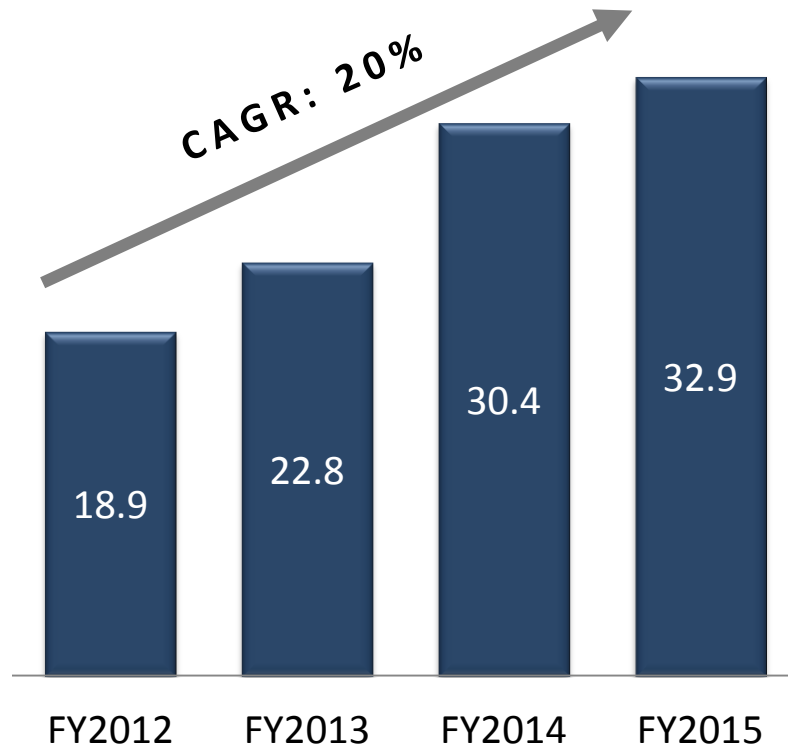
<sup>+</sup> The Straits Times, "Catalist board will see 11 new inclusions to its index on March 21", 7 March 2016

# Results Highlights

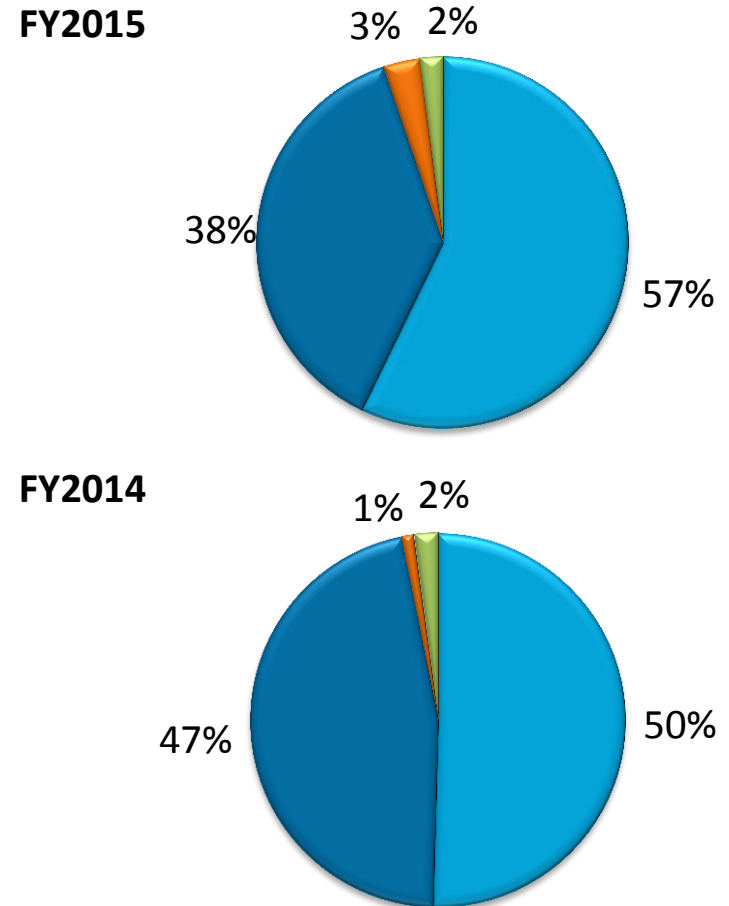
In S\$'000	FY2015	FY2014	Change (%)
Revenue	32,924	30,410	8.3
<b>Gross profit</b>	<b>6,313</b>	<b>6,826</b>	<b>(7.5)</b>
<i>Gross margin (%)</i>	<i>19.2%</i>	<i>22.4%</i>	<i>(3.2) pts</i>
Listing expense	(653)	-	NM
<b>Profit before tax</b>	<b>4,102</b>	<b>8,264</b>	<b>(50.4)</b>
<b>Profit net of tax</b>	<b>3,534</b>	<b>8,171</b>	<b>(56.7)</b>
Excluding one-off net gain from sale of Lok Yang Property	-	(5,000)	NM
<b>Net profit excluding one-off net gain</b>	<b>3,534</b>	<b>3,171</b>	<b>11.4</b>
<i>Adjusted net margin (%)</i>	<i>10.7%</i>	<i>10.4%</i>	<i>0.3 pts</i>

# Revenue Growth and Contribution

## Group Revenue

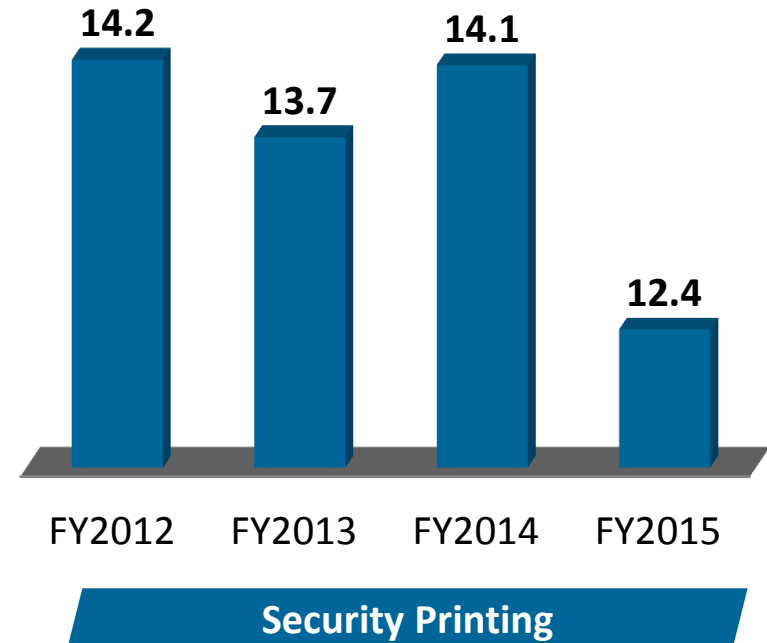
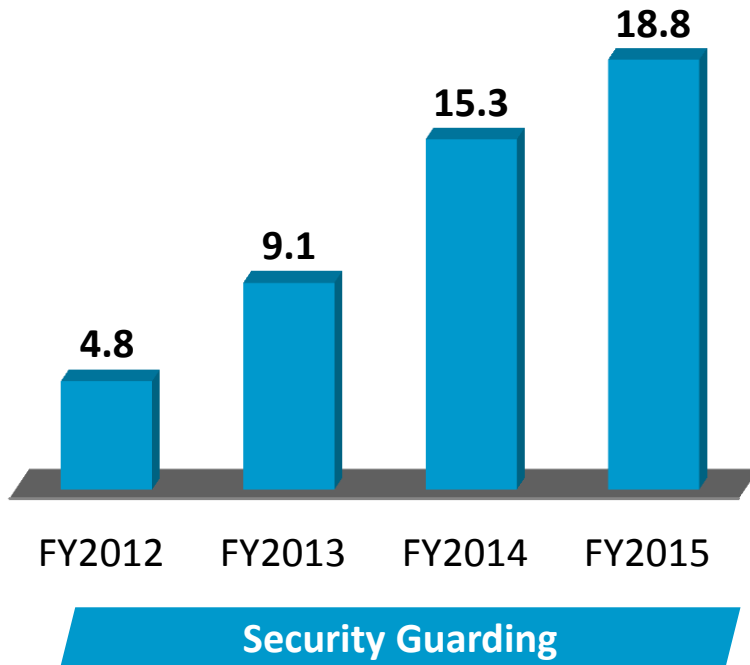


## Revenue by Business Segments

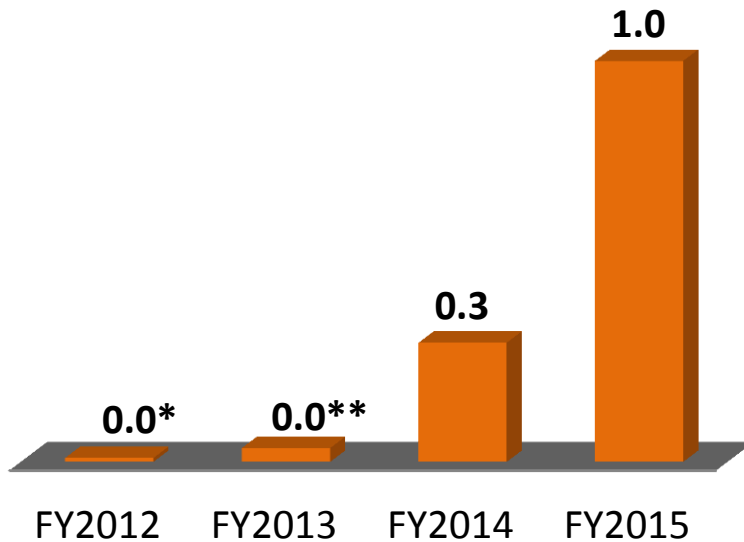


- Security guarding
- Security printing
- Cyber security, technology & systems integration
- Security consultancy & services

# Revenue Growth by Business Segments



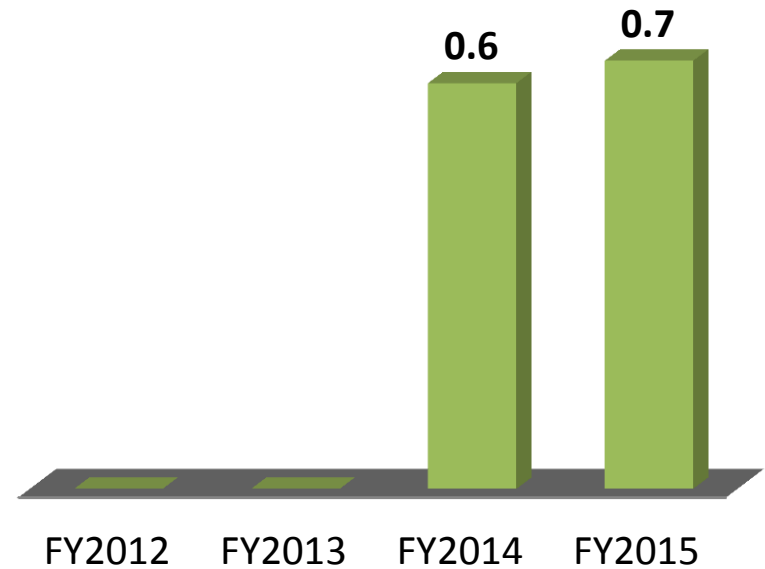
# Revenue Growth by Business Segments



## Cyber Security, Technology and Systems Integration

\* S\$10,000

\*\* S\$36,000

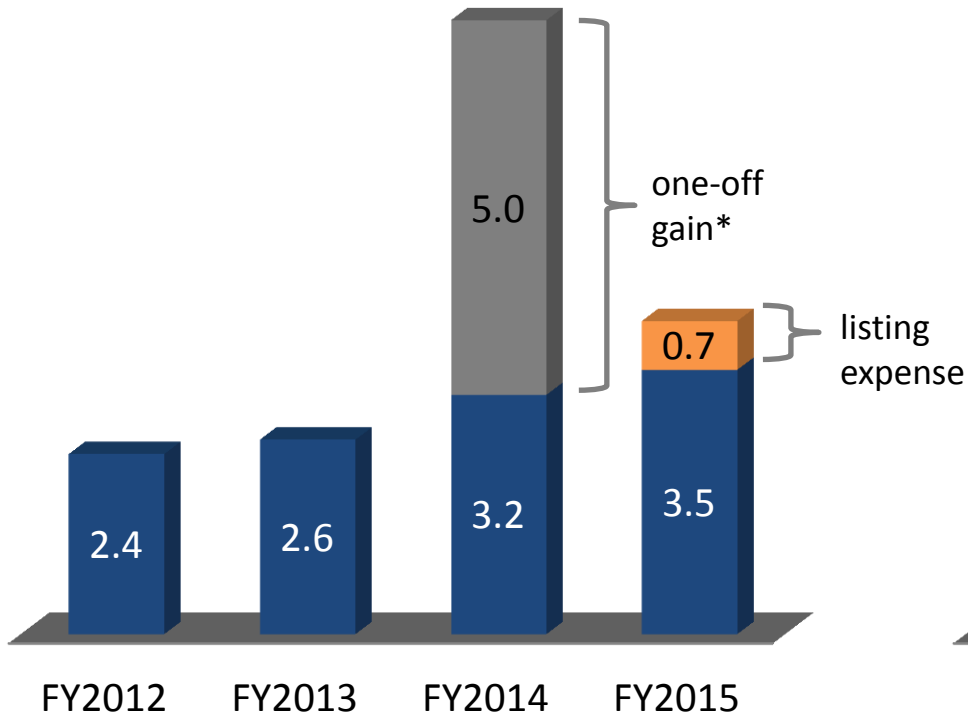


## Security Consultancy & Services

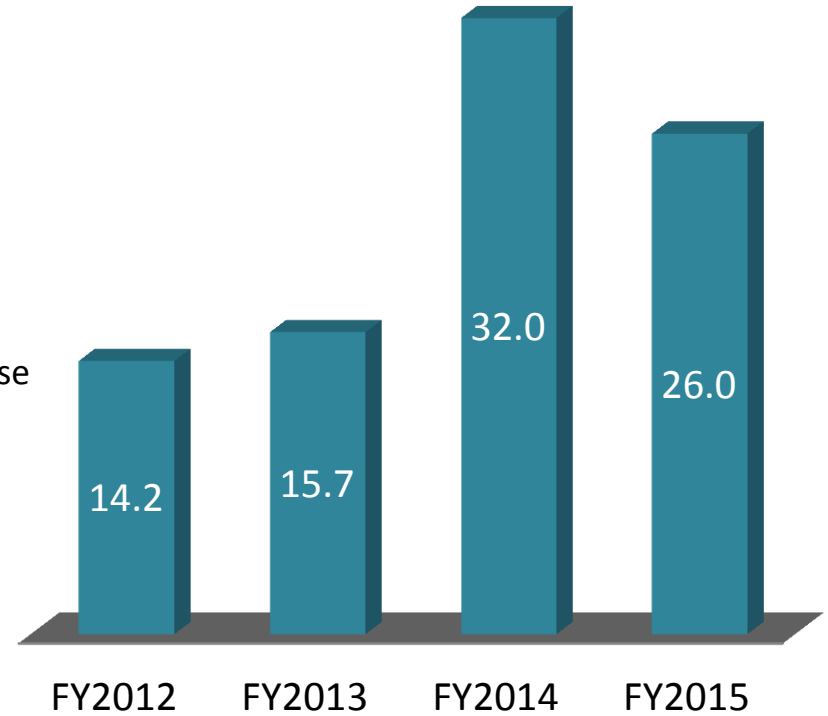


# Net Profits and Returns

## Net Profit After Tax



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



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



# Future Plans



# Expansion and Enhancements






# Prospects




## Detect & Prevent

## Product Authenticity

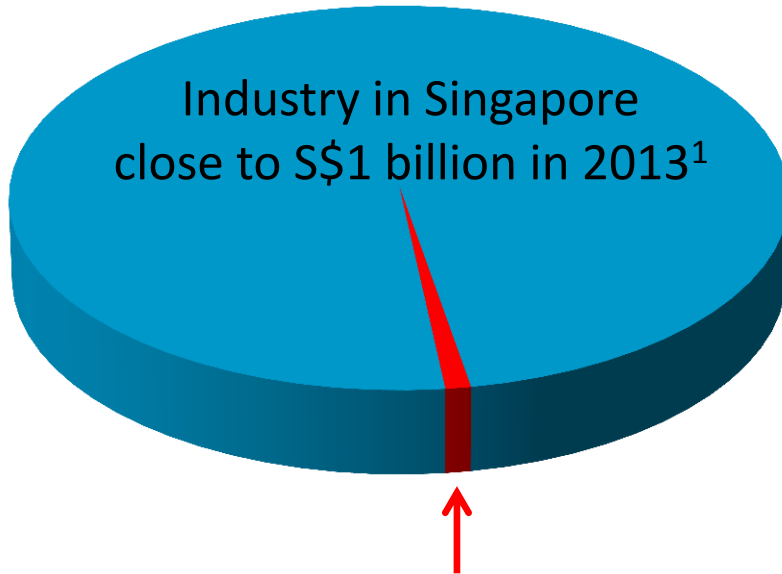


Critical to detect and prevent counterfeit and forgeries despite rapid advancements in documentation and digitisation



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

## Significant potential to increase market share



Secura's market share in 2015: approximately 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

1. Information extracted from an article titled "Unraveling the mystery world of Singapore's security officers" published by Singapore Business Review on 8 October 2013 at <http://sbr.com.sg/hr-education/commentary/unraveling-mystery-worldsingapores-security-officers>, which was accessed on 27 August 2015

## Infocomm Technology

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>

## Internet of Things (IoT)

Security and data privacy issues expected to spark tremendous growth for Singapore's cyber security market

## Cyber Terrorism

Increased budgets on cyber defence against backdrop of cyber terrorism

## Resilience

Five-year National Cyber Security Masterplan 2018 launched by the Singapore government



1. Information extracted from the internet website of Department of Statistics Singapore at <http://www.singstat.gov.sg/statistics/browse-by-theme/national-accounts>, which was accessed on 27 August 2015

## Government needs

Homeland security expenditure in Singapore expected to grow

## Homeland Security Expenditure

Effective identification and security checks to deter and defend against terrorism, piracy, drug trade and arms trafficking and other security threats

**Increasing Demand for Homeland Security**



Piracy



Terrorism



Drug trade



Arms trafficking





# SECURA

## GROUP LIMITED

Thank You

Q&A

