







Listed on the Singapore Exchange

Subsidiaries of Secura Group Limited

(Company Registration No.: 201531866K)

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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.



# Agenda

- Introduction Π
- **Business Overview** 2
- **Financial Highlights** 3







Listed on the Singapore Exchange

Subsidiaries of Secura Group Limited

# 1. Introduction





















Cyber Forensics Security

Guarding Security

Security Secured Printing Consultancy

Training

Event Systems Security Integration

Private Executive **Protection Investigation** 

#### **Key Business Entities**

#### 8 redsentry

- ✓ Cybersecurity industry leader with 17-year track record
- ✓ Named one of top 25 **Cyber Security Companies** by APAC CIO Outlook magazine (May 2017)



Homeland Security Security Guarding



Forensics

Event

Security









Systems Integration



SOVERUS

Security Solutions

Executive Protection

Private Investigation



✓ Public and in-house **Approved Training** Organisation appointed by **Skillsfuture Singapore** 





- ✓ 41-year old security printer
- ✓ One of the largest cheque printing business in Singapore
- ✓ ISO 27001:2013 (Information Security Management) and ISO 9001:2008 (Quality

Management Systems) certified

**One-Stop Fully Integrated Security Solutions Provider** 



**Secured Printing** 



Training



✓ Graded 'A' by Police

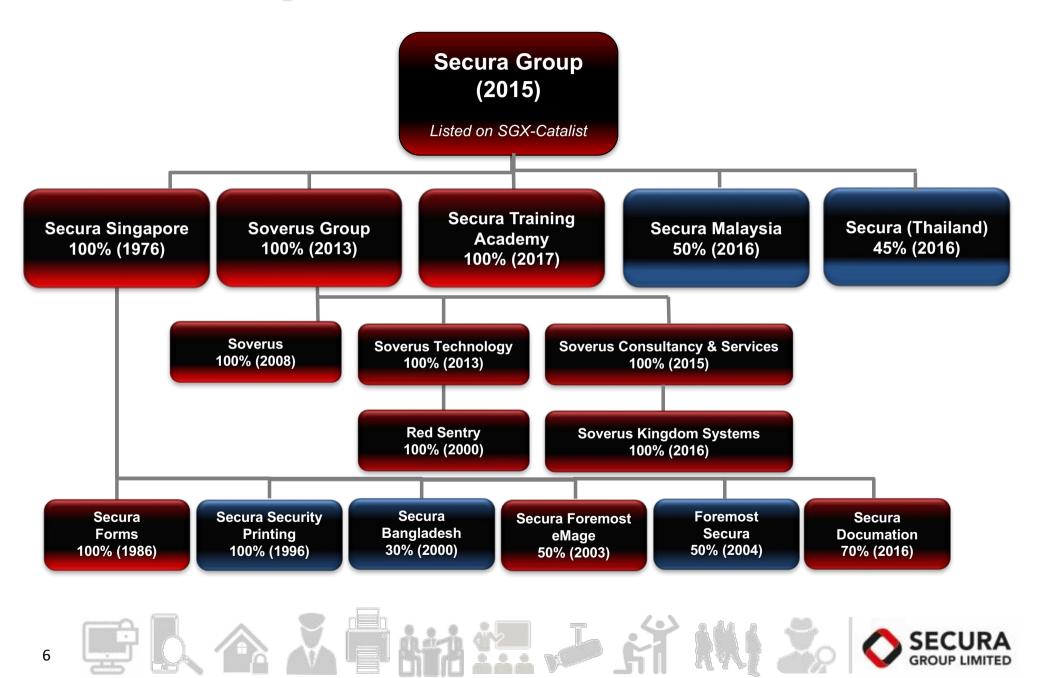
Licensing & Regulatory

**Prestige Brand Award** 

Department (2012-2017) ✓ Winner of the Singapore



#### **Secura Group Limited & its Subsidiaries**



#### **Management Team**

- Leadership team comprising 13 industry veterans, many with MHA background
- 17 companies, 5 countries, 800+ employees as at June 2017



#### Led by CEO Paul Lim – 19 Years Service in SPF/MHA

- Founded Soverus Group in 2013 and Secura Group in 2015
- Executive Council Member of the Association of Small & Medium Entreprises (ASME)
- Founding Member of Hong Kong-ASEAN Economic Cooperation Foundation
- SME Infocomm Adoption Committee
- Cyber Security Awareness Alliance Committee
- Security ITM Tripartite Committee





#### **Awards and Accolades**



#### **Our Clientele**

Well-diversified customer base of more than 1,000 customers in various industries:











**Government** agencies



# 2. Business Overview













Printing











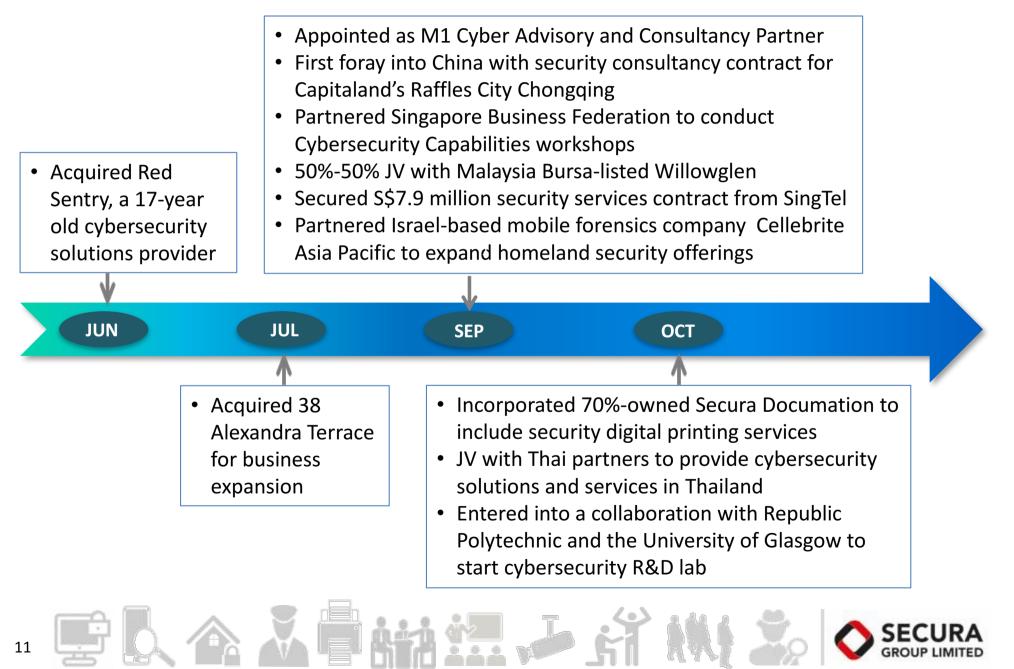
Cyber Mobile Security Forensics Homeland Security

Security Consultancy

Event Systems Integration Security

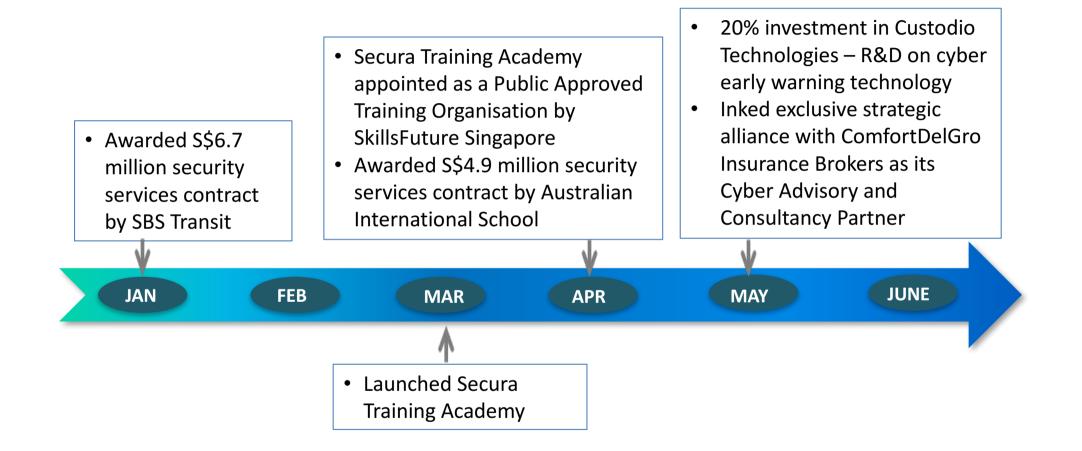
Private Executive Protection Investigation

# Latest Corporate Developments (2016)



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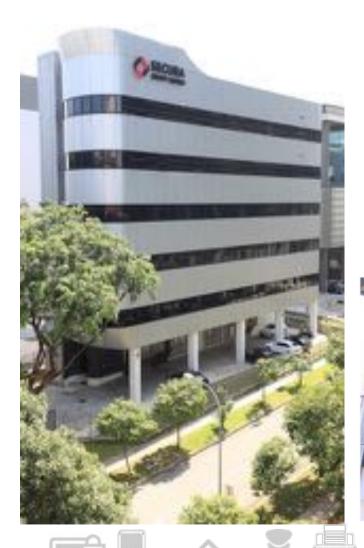
# Latest Corporate Developments (2017)





## **Preparing for Business Expansion**

#### Acquired 38 Alexandra Terrace



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





# Cybersecurity





Cyber

Security





Security Secured Guarding Printing



Security Training Consultancy









Event Systems Security Integration

Private Executive **Protection Investigation** 

14

## Cybersecurity

#### **Fast Growing Business**

- Started in 2015; secured several enterprise clients including government agencies, financial services institutions and MNCs
- Acquired Red Sentry for S\$2.5 million, an established cyber solutions provider with 17-year track record in June 2016
- Exploring B-to-C cyber business products and services







## **Cybersecurity – Strategic Direction**

#### System Integration

- Vulnerability Assessment & Penetration Testing
- Security & Risk Assessment
- Professional Services



#### **Cyber Training Centre**

• Partnership with Singapore Business Federation to conduct Cyber Security Capabilities Workshops



#### Research & Development

- Invested US\$4.5M for 20% stake in Israeli Aerospace Industries (IAI)owned R&D company, Custodio Technologies focusing on early cyber security warning technology
- Collaboration with Republic Polytechnic and the University of Glasgow on Secura R&D Lab



## **Cybersecurity – Featured in APAC CIO Outlook**

#### Named one of Top 25 Cyber Security Technology Companies - 2017



#### **APAC CIO Outlook May 2017 Issue**

#### Secura Group:

Comprehensive Security Solutions to Avert Sophisticated Cyber-Attacks

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Secura Group in the first. fully-integrated security aduational provider to be lated. in the Seignpore Exchange Catality Board in 2016

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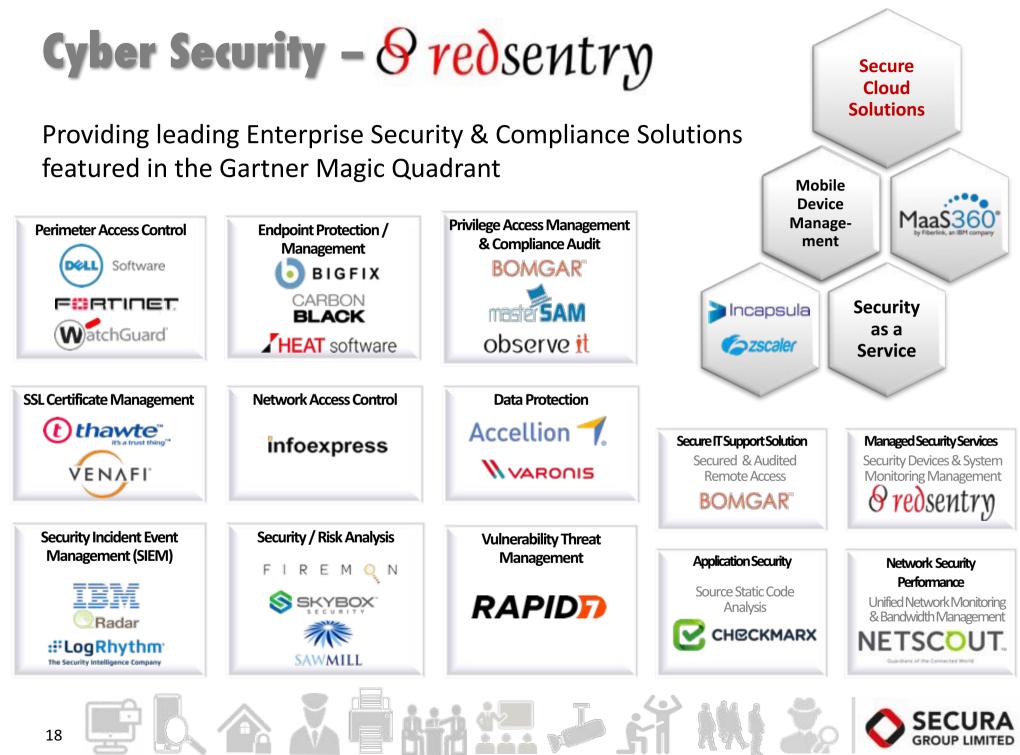
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# Cybersecurity – Partnerships



#### **Cyber Advisory and Consultancy Partner for M1**

- 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

Partnership with Singapore Business Federation to conduct Cyber Security Capabilities Workshops

• Assist Singapore companies, especially SMEs, to better understand the cyber security landscape and address cybersecurity threats more effectively



#### COMFORTDELGRO

Cyber Advisory and Consultancy Partner to ComfortDelgro Insurance Broker (CDGI)

 Offering cyber security related consultancy, products and services to CDGI's enterprise customers.





## Cybersecurity – Partnerships

# New cybersecurity R&D lab collaboration with Republic Polytechnic and the University of Glasgow

- Opportunity to enhance expertise and develop house brand of cybersecurity products and solutions
- Estimated investment of S\$10 million (partly from sponsors) over 3 years
- Key topics: Internet-of-Things, data analytics and Industry 4.0
- Industry partners include:
  - Huawei International
  - Skybox Security
  - Rapid7
  - WatchGuard Technologies

- Netscout Systems
- M1





## Cybersecurity – Partnerships

# US\$4.5M investment in Custodio Technologies which will conduct R&D for cyber early warning technology

- 20% investment in Custodio Technologies
- Principal activity is R&D of new cybersecurity solutions and capabilities with a focus on cyber early warning technology
- Its parent, Israel Aerospace Industries, is Israel's largest aerospace and defence company, and a globally recognized technology and innovation leader, with expertise in developing various security systems

 Rights to distribute and sell products and solutions from Custodio Technologies' R&D efforts





## Cybersecurity – Joint Ventures

#### Forms 50%-50% partnership with Bursa-listed Willowglen in Malaysia

- Willowglen is a leading industry player in the SCADA, security and IT market in Malaysia with 30 years of experience
- Expand our presence in the security market in Malaysia, particularly in the cyber security space where we see tremendous growth potential







## **Cybersecurity – Joint Ventures**

#### Enters Thai market through joint venture – Secura Thailand

- Joint venture with local Thai partners to provide cyber security solutions and mobile forensics services Secura owns 45% of joint venture
- Thailand's cyber security market is estimated to be worth US\$20 million<sup>1</sup> and is a key area of strong growth potential, with the increasing physical and cyber security threats and the lack of established cyber security service providers in the country
- Other services include security consultancy and security systems integration



1. Based on data from Healthcare Information and Management Systems Society (HIMSS), a not-for-profit organisation headquartered in Chicago, Illinois with additional offices in North America, Europe, United Kingdom and Asia.



# **Cybersecurity – Joint Ventures**

**Secura Thailand** 





# **Mobile Forensics**











Security







Mobile Cyber Forensics Security

Security Guarding Security

Secured Printing Consultancy

Training

Systems Security Integration

Private Executive **Protection Investigation** 

#### **Mobile Forensics**

#### Expand offerings in mobile forensics through collaboration

- Israel-based Cellebrite is a leading mobile forensics company which has capability to unlock, extract and decode newer series of Apple iPhones and Android phones
- Preferred reseller of Cellebrite's products in Singapore (primary market), Cambodia and Laos (both secondary markets) for a period of 3 years from 28 September 2016
- Used by law enforcement agencies in more than 100 countries



# **Homeland Security**



















Mobile Cyber Security Forensics Homeland Security Security Guarding

Secured Printing

Security Training Consultancy

Systems Integration

Event Security

Private Executive **Protection Investigation** 

#### **Homeland Security**

- Sole distributor for Safran Morpho detection products in Singapore
- Morpho is a global leader in security and identity solutions deployed in more than 100 countries
- Detection for Chemical, Biological, Radiological, Explosives and Narcotics
- Certified by TSA, ECAC, CAAC





#### Homeland Security – Secura Technologies WTMD

- Secura housebrand WTMD same quality as competitors but fraction of price
- Deployed during China Embassy event in celebration of the 67<sup>th</sup> Anniversary of the Founding of the People's Republic of China on 26 September 2016 at Shangri-La Hotel, Singapore
- Ownership or lease business models
- USP Only security company in Singapore to provide both man and machine



# Security Guarding



















Mobile Cyber Security Forensics Homeland Security

Secured Security Printing Guarding

Security Training Consultancy

Systems Integration

Event Security

Private Executive **Protection Investigation** 

# **Security Guarding**

- 'A' Grading (Excellent) by the Police Licensing & Regulatory Department for licensed security guard agencies from 2012 to 2017
- Staff strength of approximately 628 security officers as at 1 March 2017
- Prestigious clients:











#### **Security Guarding - Integrated Command Centre**

• State-of-the-art Command Centre



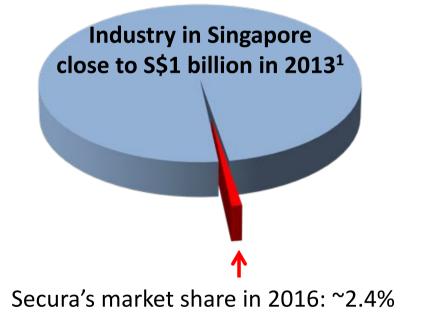
## Security Guarding – New Contract Wins

Company	Contract Value (S\$m)	Duration	Period
Singtel	7.9	2 years	1 October 2016 to 30 September 2018
SBS Transit	6.7	3 years	1 March 2017 to 29 February 2020
Australian International School	4.9	2.5 years	1 May 2017 to 31 December 2019



#### Security Guarding – Increase Market Share

# Significant potential to increase market share



- 245 approved agencies<sup>2</sup> in Singapore with about 35,000 active security officers
  - Estimated market demand is 45,000 to 50,000 guards
  - Shortfall of 10,000 security guards with 2,280 job vacancies available<sup>3</sup>
- Government support through the enforcement of the Progressive Wage Model
- Initiatives to attract and retain security personnel
  - Top "10" paying employer in the industry, with a bi-annual salary review.
  - Launch of industry's first Security Specialist Vocation Scheme
  - Other incentive schemes

- 1. Singapore Business Review, "Unraveling the mystery world of Singapore's security officers", 8 October 2013
- 2. Association of Certified Security Agencies , "List of Approved Security Agencies" with effect from 16 April 2016
- 3. Based on Ministry of Manpower's Job Vacancies 2016 annual report as at 30 September 2016

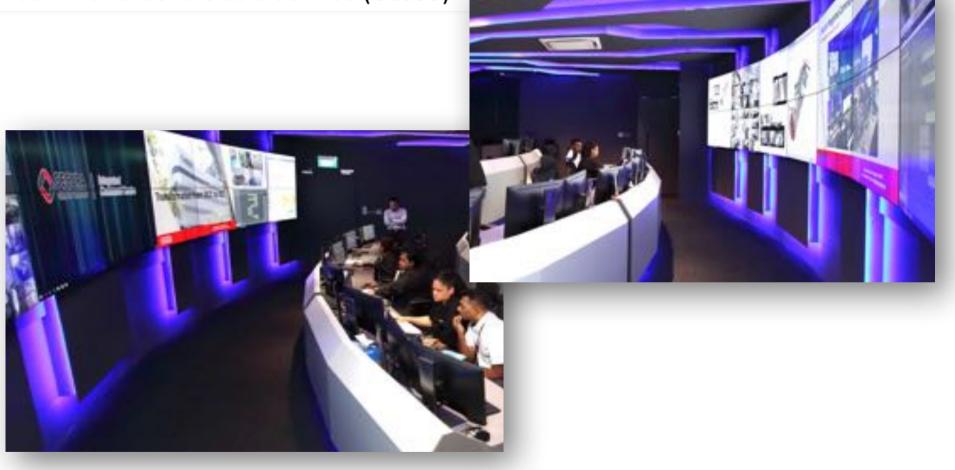






#### **Integrated Command Centre**

- Virtual Patrol Services (VPS)
- Command Centre as a Service (CCaaS)



#### 

## **Integrated Command Centre**

#### **Key features**

- More efficient use of network to enhance resolution on demand
- Rapid scalability and redeployment
- Centralised video management and viewing
- Location tracking of business asset or operation
- Secure transmission of video feed
- Robust real-time video streaming

#### **Benefits**

- Monitoring and protect assets from anywhere
- Improved operation efficiency
- Better cost efficiency
- Seamless operation globally









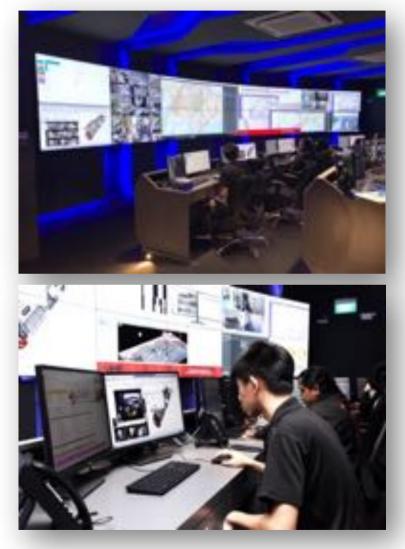
## **Integrated Command Centre**

## Assist business owners to monitor and protect their assets 24/7 and incorporate video analytics for

- Tripwire Event Detection
- Enter Event Detection
- Loitering Event Detection

#### **Real-Time Monitoring System**

- Reduces human error on written report
- Speeds up decision making during any emergencies
- Increase the productivity of the patrol officer through live monitoring





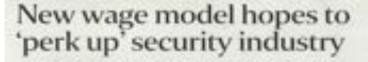
# Security Guarding – Security Vocationalisation

Launched Security Specialist Vocation Scheme (SSVS), a first for the security industry, on 13 June 2016 to attract more people into the security industry



#### Launch of SSVS by Secretary-General NTUC Chan Chun Sing on 13 June 2016

#### ST Page B3 on 14 June 2016



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Cyber Mobile



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Security Forensics

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Security Consultancy Training

Security

Private Executive **Protection Investigation** 

## **Secura Training Academy**

- Appointed by SkillsFuture Singapore as **public and in-house Approved Training Organisation (ATO)**
- WSQ framework on Employability Skills, Service Excellence Framework and InfoComm Technology
- Training programmes offered: ٠
  - Cyber Security Awareness workshops •
  - Security-related product trainings • (including Cellebrite's mobile forensics products)
  - MasterClass workshops ٠
  - Enhanced security guarding training ٠
- More than S\$1 billion in funds for SkillsFuture training annually for eligible Singaporeans till 2020









# **Security Systems Integration**















Cvber Mobile Security Forensics Homeland Security Guarding

Security Secured Printing Consultancy

Training

Systems Integration

Event Security

Private Executive **Protection Investigation** 

# **Security Systems Integration**

- Full in-house security systems integration capabilities
- Representing both housebrand products and other leading brands
- Turnkey solutions and maintenance services
- Sole representative of leading specialised security and data analytics solutions for retail sector:

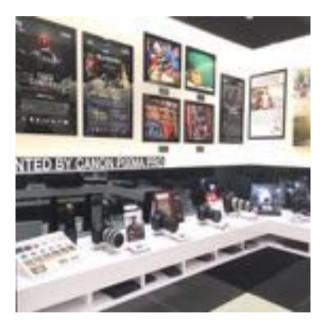


# **Security Systems Integration USA**

World #1 Anti-Theft Display Protection for Tablets, **Smartphones and Other Electronics** 









# **Security Systems Integration**

- Security Tag and Anti-Theft Security System
- Second to Sensormatic





- Foot Traffic, People Counting and Tracking
- 2D and 3D Stereo Vision Sensors for Retail Analytics
- Space and Staff Optimisation from Data
- Wifi Access Points for Customers
- Customer Profile Generation
- Personalised CRM Engagement







# **Security Consultancy**







Cvber Mobile Security Forensics Homeland Security Security Guarding



Security Secured Printing Consultancy



Training Systems





Private

Security Integration

Event

Executive **Protection Investigation** 

# **Security Consultancy**

- Security Master Planning
- Threat Vulnerabilities & Risk Assessment
- Security Audit / Study
- Project Management
- Tender Documentation & Evaluation
- Counter Terrorism
- Espionage Planning
- Theft Prevention
- Crowd Control
- Red Teaming
- Security Audit
- Systems Integration

With increased volatility in today's world, company and human assets are at risk to a variety of security threats.



Is your business ready to face these threats?



# **Security Printing**





Homeland



Secured Printing







Mobile Cyber Security Forensics

Security Security Guarding

Security Consultancy

Training

Systems Integration Security

Private Executive Protection Investigation

# **Security Printing**





#### **Track Record**

#### What We Do

#### Certifications

#### Major Customers

- Over 40 years in providing security printing services
- One of the largest cheque printing businesses in Singapore
- Printing of:
  - Cheque books
  - Passbooks
  - Carpark coupons
  - Marriage certificates
  - Shopping vouchers
  - o Statements
  - $\circ$  Stationery and others

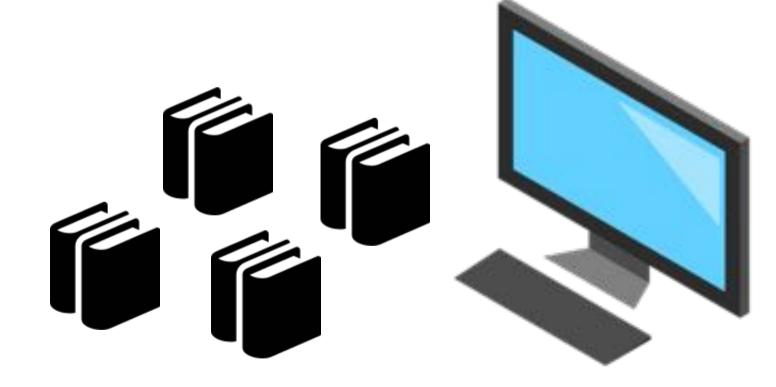
- ISO 9001:2008 certified
- ISO 27001:2013 certified

- Local and foreign banks in Singapore
- Singapore statutory boards



# **Secured Digital Printing and Data Solutions**

- Secured digital printing of transactions and statements for telcos, banks, stockbroking houses and insurance companies
- Increasing shift towards electronic data delivery
- E-statement and e-archiving platforms
- One-stop secured data delivery partner
- Secured data destruction



# **Overseas Expansion**











Security







Mobile Cyber Security Forensics Homeland Security Guarding

Secured Printing Consultancy

Systems Integration Security

Private Executive Protection Investigation

Training

### **Overseas Expansion**





# **3. Financial Highlights**











Security Consultancy







Cyber Security Forensics Homeland Security Guarding

Training

Event Systems Security Integration

Private Executive **Protection Investigation** 

Security

Secured Printing

# **FY2016 Results Highlights**

#### For the 12 months ended 31 December

In S\$'000	FY2016	FY2015 <sup>1</sup>	Change (%)
Revenue	36,150	20,522	76
Gross profit	6,804	3,207	>100
Gross margin (%)	18.8%	15.6%	3 pts
Other operating income	1,907	3,201	(40)
Distribution and selling expenses	(1,727)	(128)	>100
Admin expenses	(5,810)	(3,462)	68
Finance cost	(110)	(2)	>100
Listing expenses	(339)	(653)	(48)
Share of results of joint ventures and associates	273	-	nm
Profit before tax	998	2,163	(54)
Net attributable profit	954	1,723	(45)

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



## **Revenue Contribution by Business Segments**

#### For the 12 months ended 31 December

	Contribution (S\$'000)			Contribution	
Revenue	FY2016	FY2015 <sup>1</sup>	Change (%)	FY2016	FY2015 <sup>1</sup>
Security Guarding	21,300	18,823	13	59%	92%
Security Printing	11,571	-	nm	32%	-
Cyber Security	1,734	589	194	5%	3%
Homeland Security, System Integration & Security Consultancy	1,545	1,110	39	4%	5%
Total	36,150	20,522	76	100.0%	100.0%

nm – not meaningful

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

# **1Q2017 Results Highlights**

#### For the 3 months ended 31 March

In S\$'000	1Q2017	1Q2016 <sup>1</sup>	Change (%)
Revenue	9,537	8,684	9.8
Gross profit	1,847	1,254	47.3
Gross margin (%)	19.4%	14.4%	5 pts
Other operating income	367	450	(18.4)
Distribution and selling expenses	(683)	(318)	nm
Admin expenses	(1,770)	(1,003)	76.5
Finance cost	(55)	-	nm
Listing expenses	-	(279)	(100)
Share of results of joint ventures and associates	10	26	(61.5)
(Loss)/profit before tax	(284)	130	nm
Net attributable (loss)/profit	(257)	146	nm

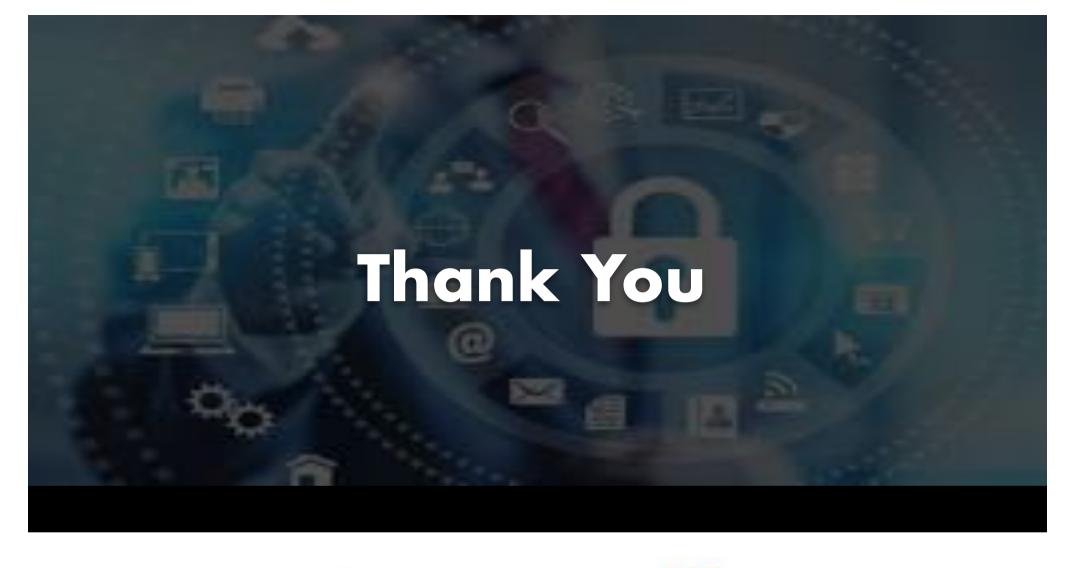
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Note: 1. 1Q2016 results retrospectively adjusted to reflect the fair values of assets and liabilities of Secura Singapore Pte. Ltd. and its subsidiaries upon finalisation of purchase price allocation.











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