



**SECURA**  
**GROUP LIMITED**

# **Investors' Presentation**

**6 March 2017**

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# Agenda

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**Business Overview**

**2**

**Updates & Outlook**

**3**

**Financial Highlights**





# Business Overview



# Fast-Growing & Only Listed Integrated Security Solutions Provider

## Established Businesses



**Security  
Printing**



**Security  
Guarding**



**Security systems  
integration**



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

## New Growth Drivers



**Cyber  
Security**



**Homeland  
Security,  
System  
Integration,  
Security  
Consultancy**

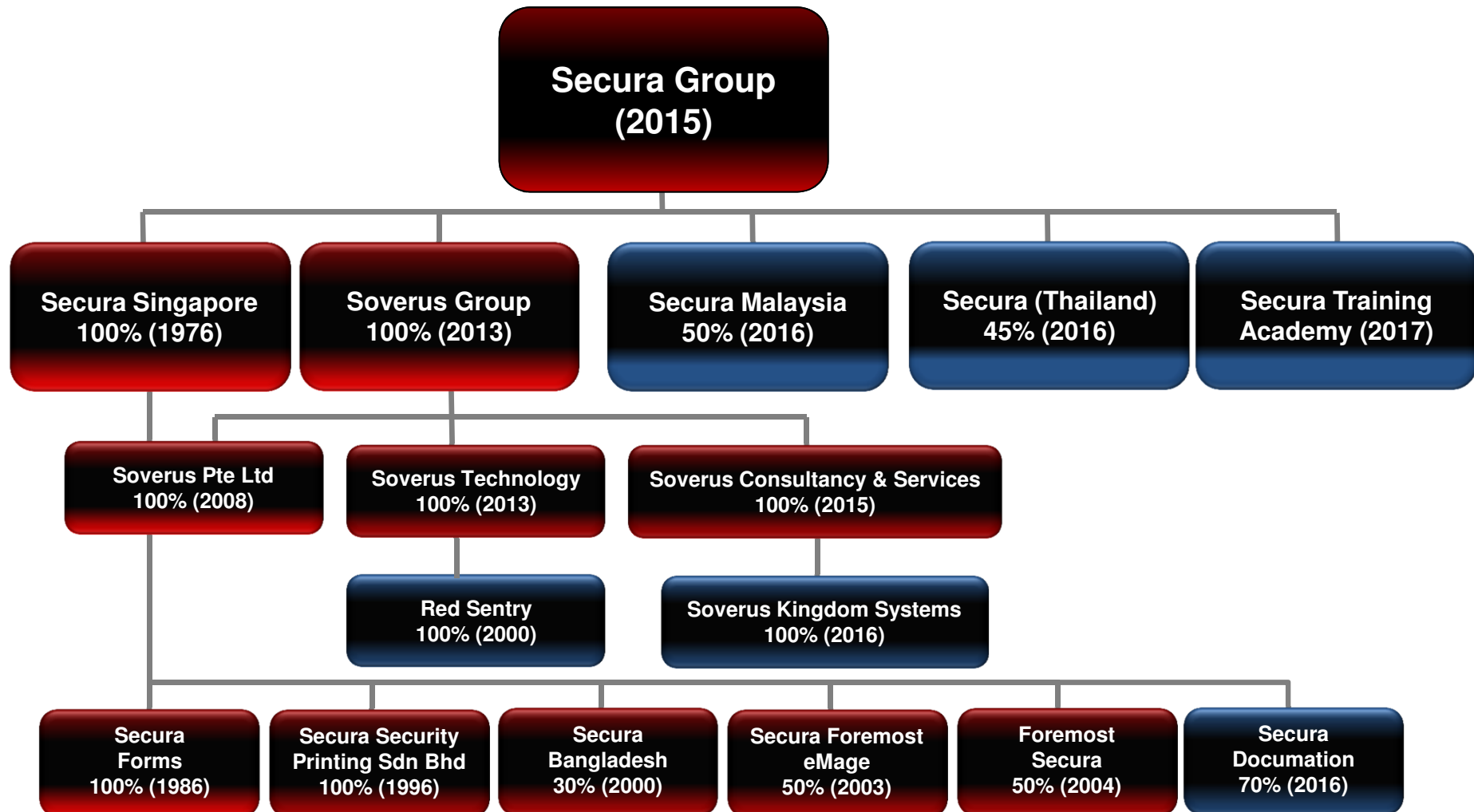


**Executive  
protection &  
events security**



**Private investigation &  
professional surveillance**

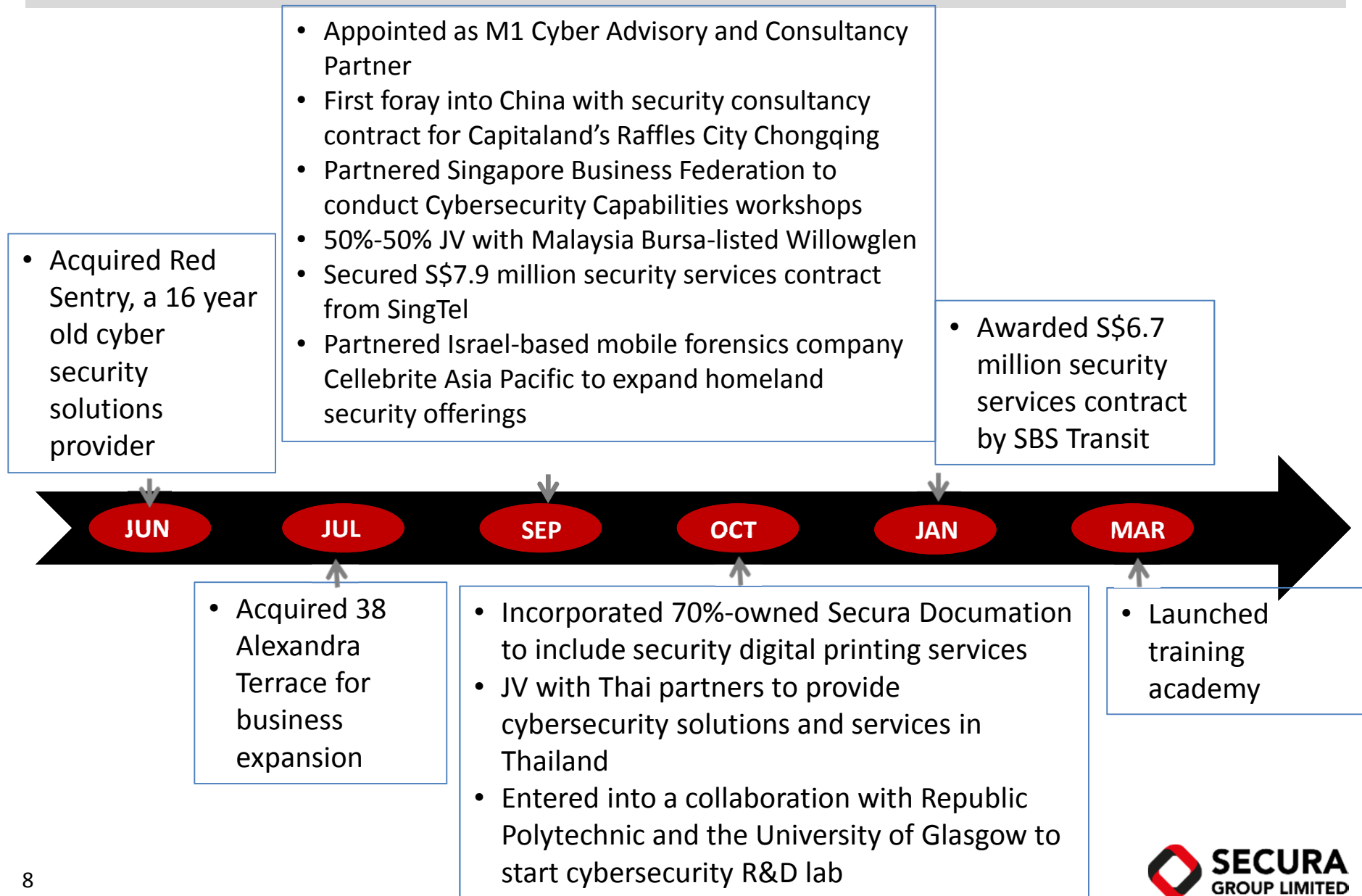
# Secura Group Limited & its Subsidiaries



# 2 Updates & Outlook



# Latest Corporate Developments ( June 2016- Current)



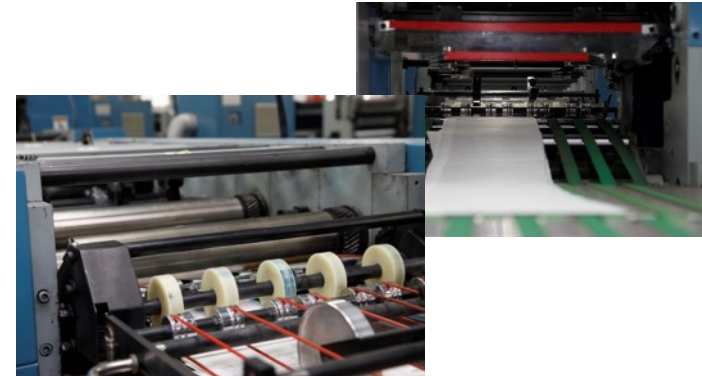
# Preparing for Business Expansion

## Newly-acquired 38 Alexandra Terrace

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



# 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

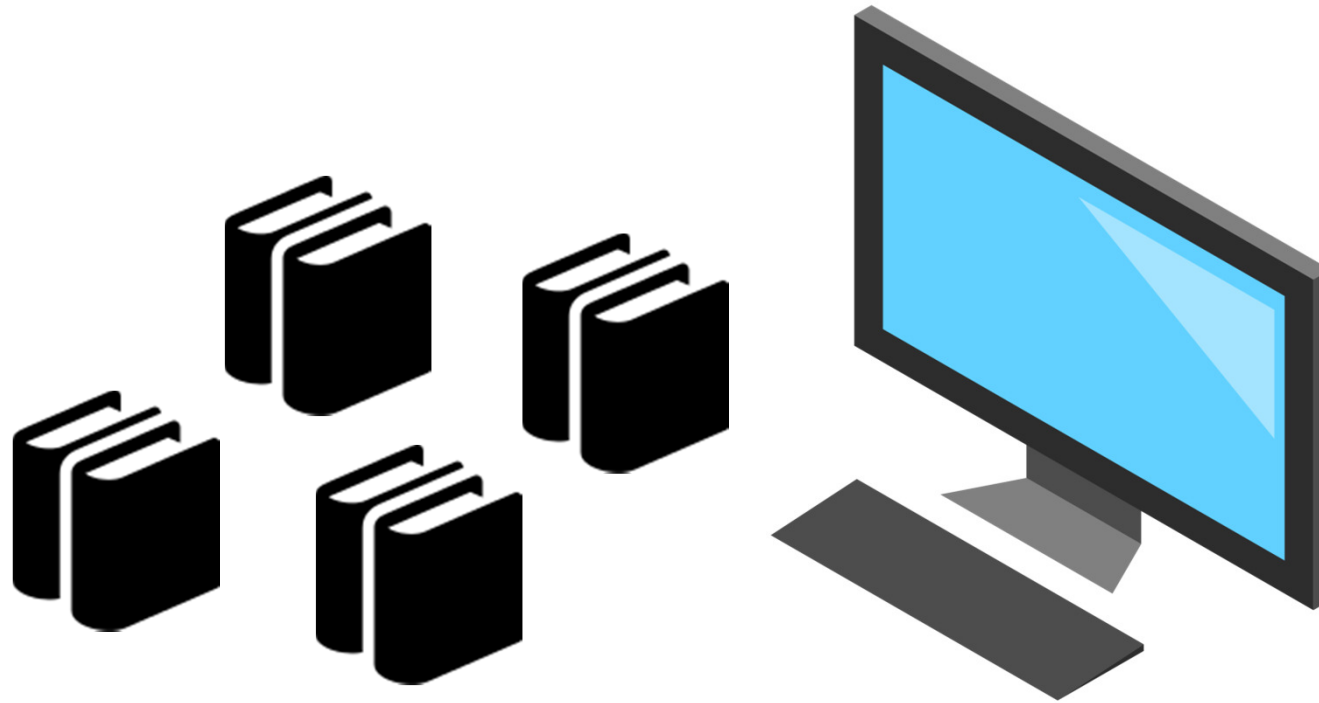
- ISO 9001:2008 certified
- ISO 27001:2013 certified

## Major Customers

- Local and foreign banks in Singapore
- Singapore statutory boards

# Security Printing – Secura Documentation

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



## Security Printing - Future Plans

- Secured data management and archiving
- Secured data destruction



# Security Guarding

## Our Achievements

- '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 Mar 2017
- Prestigious clients:



High Commission of Malaysia in Singapore



# Security Guarding - Integrated Command Centre

- State-of-the-art Command Centre



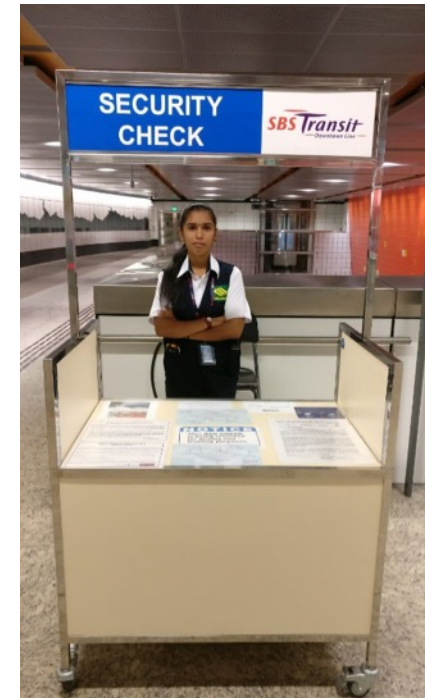
# Security Guarding – New Contract Wins

- S\$7.9 million security services contract from SingTel
  - 2-year contract effective from 1 October 2016 to 30 September 2018
- S\$6.7 million security services contract from SBS Transit
  - Effective from 1 March 2017 to 29 February 2020

**SBS Transit**

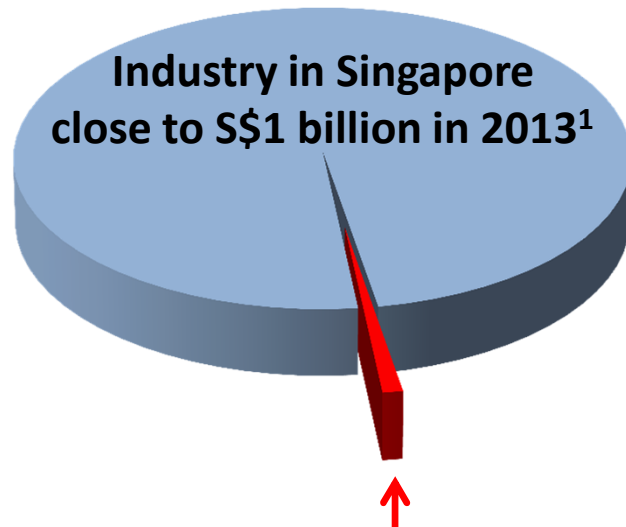


**Singtel**



# 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

# Security Guarding – New Business Lines

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



# Cyber Security

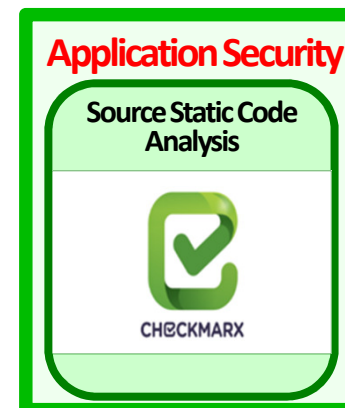
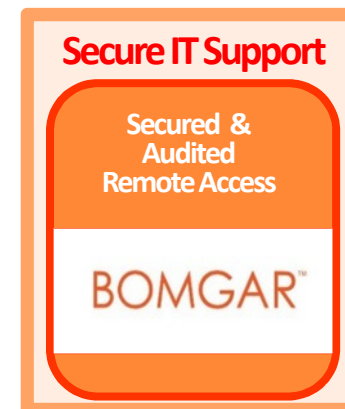
## Fast Growing Business

- Started in 2015; secured several enterprise clients including government agencies, financial services institutions and MNCs
- Acquired Red Sentry for S\$2.7 million, an established cyber solutions provider with 17-year track record in June 2016
- Achieved revenue of S\$1.7 million in FY2016
- Exploring B-to-C cyber business products and services



# Cyber Security – Red Sentry

## CYBER SECURITY CORE



# Cyber Security – New Partnerships

## M1 as 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



# Cyber Security – New Partnerships

**Red Sentry  
Cyber Security  
Offerings  
as listed on M1  
Website**

Cyber Security Solutions x

SG | <https://www.m1.com.sg/business/broadbandmanagementservices/managed%20services/cybersecuritysolutions>

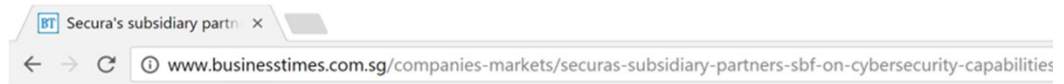
### M1 CYBER SECURITY SOLUTIONS

|                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                          |
|-------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|
|    | <b>Vulnerability Scanning &amp; Assessment (VSA)</b><br><b>Security Risk Detection &amp; Remediation</b><br>M1 VSA Service analyses vulnerabilities, controls, and configurations to find the who, what, and where of IT security risks. It allows you to quickly assess your network for vulnerabilities, shows you how to prioritise and remediate flaws, and provide a great barometer for the overall success and progress of your security team.                                                            | <b>Partner:</b><br>Red Sentry<br><br><b>Price:</b><br>Starts from \$200                  |
|    | <b>Virtualised Next-Generation Firewall</b><br><b>Proactive Detection and Prevention</b><br>M1 Virtualised Next-Generation Firewall, powered by Palo Alto Networks, provides enterprise-grade protection at a price made affordable for growing SMEs and even startups. Its application security, network anti-virus and anti-spyware, profile-based URL filtering, integrated Intrusion Detection System (IDS) and Intrusion Prevention System (IPS) provide essential network security to your office network. | <b>Partner:</b><br>Palo Alto Networks<br><br><b>Price:</b><br>Starts from \$80/mth       |
|  | <b>DesktopProtect Endpoint Security</b><br><b>Desktop and Laptop Malware Protection</b><br>M1 DesktopProtect, powered by Trend Micro, provides a business-class Internet security solution with a centralised web-based management portal. It protects your computers and corporate data from Internet viruses and attacks when computers are logged on to unsecured networks.                                                                                                                                   | <b>Partner:</b><br>Trend Micro<br><br><b>Price:</b><br>Starts from \$19 for 10 users/mth |
|  | <b>Removable Media Security</b><br><b>USB Storage Based Attacks</b><br>M1 Removable Media Security Service helps prevent data loss or theft via removable devices and media. It helps organisations to quickly identify all endpoint-connected devices in their environment and offers flexibility in enforcing a comprehensive security policy that prevents unauthorised use, limits malware intrusion and forces encryption of sensitive data.                                                                | <b>Partner:</b><br>Red Sentry<br><br><b>Price:</b><br>\$2628/yr (25 devices)             |

# Cyber Security – New Partnerships

## 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
- Expansion of cyber security service offering



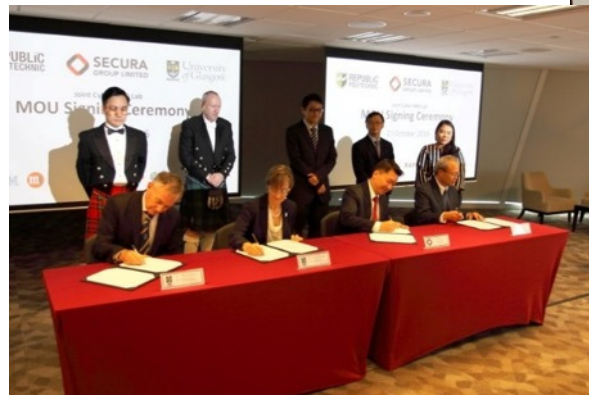
SECURA Group Ltd's wholly-owned subsidiary, Red Sentry Pte Ltd, has entered into an agreement with the Singapore Business Federation (SBF) to raise companies' capabilities in cyber security through workshops, it said on Friday in a filing to the Singapore Exchange (SGX).

Themed as the Cybersecurity Capabilities Series, the workshops aim to help Singapore companies, especially small and medium-sized enterprises (SMEs), better understand the cyber security landscape and address cyber security threats more effectively.

# Cyber Security – New Partnerships

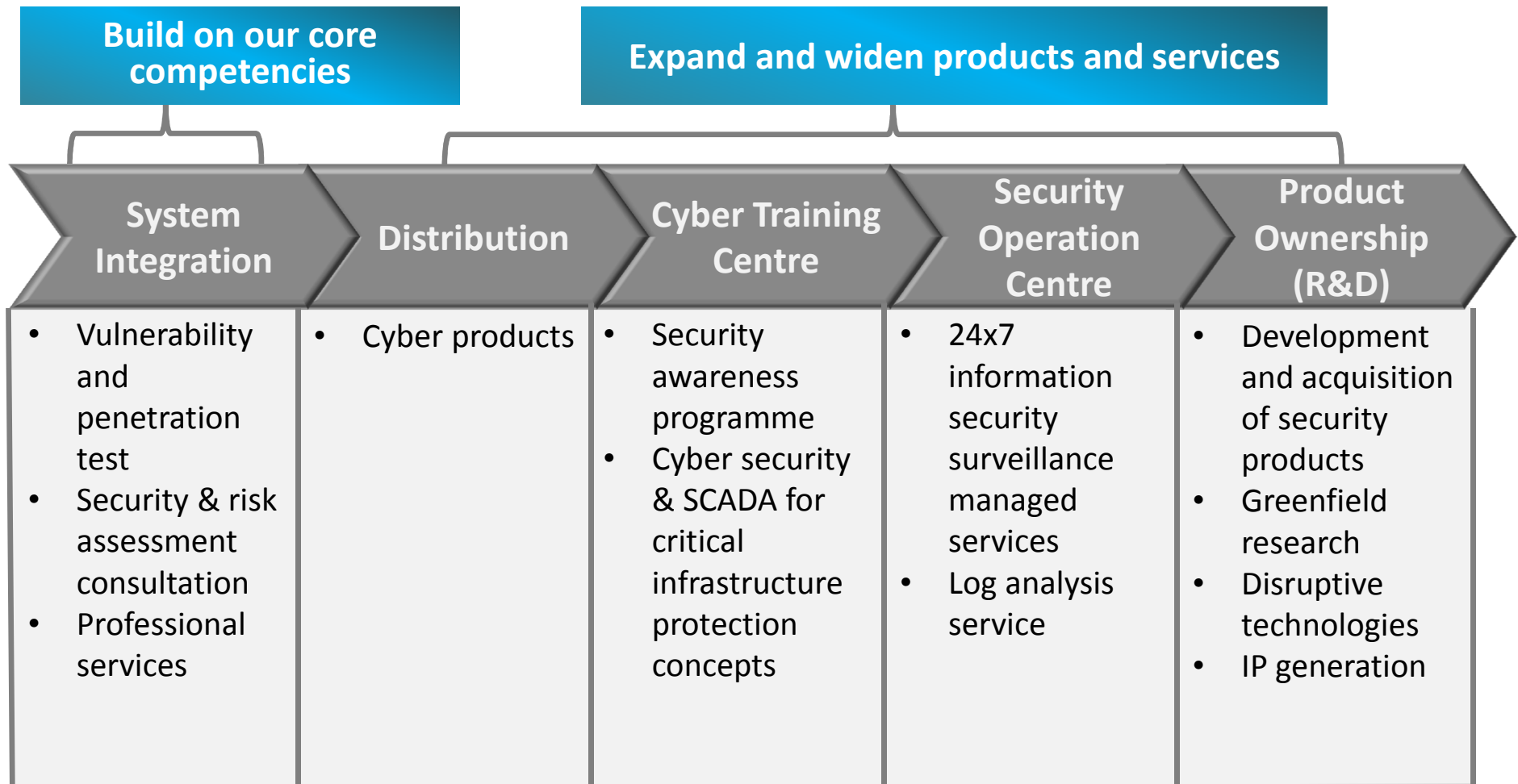
## New cybersecurity R&D lab collaboration with Republic Polytechnic and the University of Glasgow

- 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



# Cyber Security – Strategic Direction

## Cyber Security Spectrum:



# 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



# Homeland Security: SourceID

- 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 2017
  - US, Europe and Asia
- Singapore market
  - Police units/stations, airport, MINDEF, National Environment Agency



# Homeland Security – Mobile Forensics Partnership

## 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 three years from 28 September 2016



**cellebrite**  
delivering mobile expertise

# Secura Training Academy

## Newly-incorporated Secura Training Academy to consolidate the Group's training programmes

- Plans to seek accreditation with SkillsFuture Singapore as a **Public and In-House Approved Training Organisation (ATO)**
- Training programmes offered:
  - Cyber Security Awareness workshops
  - Security-related product trainings (including Cellebrite's mobile forensics products)
  - MasterClass workshops
  - Enhanced security guarding trainings
- New initiatives and incentives from Singapore Budget to boost retraining and upskilling
- More than S\$1 billion in funds for SkillsFuture training annually for eligible Singaporeans till 2020

# Secura Training Academy



# Overseas Expansion



# Malaysia

## **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



**WILLOWGLEN**

# Thailand

## Enters Thai market through joint venture – Secura Thailand

- Joint venture with local Thai partners to provide cyber security solutions and 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 mobile forensics, 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.

# Thailand



# Thailand

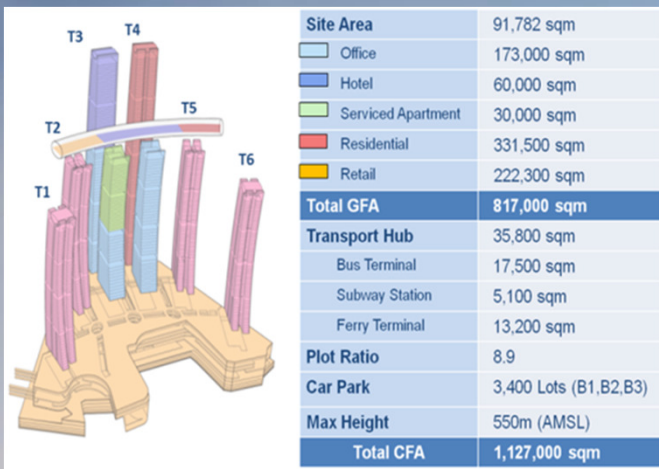


# Thailand



# Moving into China

## CapitaLand – Raffles City Chongqing





# Financial Highlights



# Results Highlights

For the 12 months ended 31 December

| In S\$'000                        | FY2016       | FY2015 <sup>1</sup> | Change (%)     |
|-----------------------------------|--------------|---------------------|----------------|
| Revenue                           | 36,150       | 20,522              | 76             |
| <b>Gross profit</b>               | <b>6,804</b> | <b>3,207</b>        | <b>&gt;100</b> |
| <i>Gross margin (%)</i>           | <i>18.8%</i> | <i>15.6%</i>        | <i>3 pts</i>   |
| Other operating income            | 1,982        | 3,201               | (38)           |
| Distribution and selling expenses | (1,802)      | (128)               | >100           |
| Admin expenses                    | (5,810)      | (3,462)             | 68             |
| Finance cost                      | (110)        | (2)                 | >100           |
| Listing expenses                  | (339)        | (653)               | (48)           |
| <b>Profit before tax</b>          | <b>998</b>   | <b>2,163</b>        | <b>(54)</b>    |
| <b>Profit net of tax</b>          | <b>954</b>   | <b>1,723</b>        | <b>(45)</b>    |

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

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

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



**SECURA**  
**GROUP LIMITED**

**Thank You**

**Q&A**