SIS Ltd.

Leader recovering margins, poised for growth

SIS Ltd. reported revenue and operating profit growth of ~11% and ~31% on a YoY basis, respectively. The EBITDA margin improved 70 bps on a YoY basis from ~4% in Q2 FY23 to ~4.7% in Q2 FY24 due to prioritization of high-margin contracts and rationalization of SG&A expenses. The Security Services – India grew by ~13% to ~Rs. 13 Bn, while its EBITDA margin expanded by 130 bps to ~5.7% on a YoY basis. The Security Solutions – International segment grew by ~8% to ~ Rs. 12.6 Bn, and its EBITDA margin improved by ~70 bps to ~4% on a YoY basis. The Facility Management Services segment's revenue grew by ~12% to ~ Rs. 5 Bn, while its EBITDA margin decreased by 40 bps to ~4% on a YoY basis. However, the management perceives this fall as temporary and anticipates margins revert to ~6% with an increase of high-margin contracts in the portfolio. The Cash Logistics Solutions segment grew by ~22% to ~ Rs. 2 Bn, decreased EBITDA margin by ~110 bps to ~16% and increased PAT margin by 520 bps to ~8.5% on a YoY basis.

Leadership position in a growth market

SIS is among the top 2-3 companies in all its segments to have reported a turnover of more than Rs. 20 Bn. Further, the Company has been the fastestgrowing Security Services and Facility Management Services Company among its closest peers in India. The Company attributes this performance to robust growth in infrastructure and construction space that offers them the opportunity of services like security and asset management. The Company is rightly positioned to capture the opportunities optimally on the back of its pan India presence with ~300 branches in India, sophisticated technology infrastructure encompassing its day-to-day operations, and high-margin orientation supporting its ambitions. Further, the customers optimizing expenses by looking for integrated service providers, like SIS Group, are anticipated to benefit the Company.

Reverting to pre-COVID margins

The Company has successfully recovered from the temporary low-margin contracts in the Security Services – India business and reported an improvement of ~130 bps on a YoY basis to ~5.7% in Q2 FY24. The Company is optimistic about recovering its operating profit margin in Facility Management Services from ~4% during the quarter to ~6%+ to pre-COVID period, on the back of refining high-margin contracts in the portfolio.

Cash logistics undergoing value unlocking

The segment reported the highest-ever quarterly revenue at ~Rs. 1.56 Bn in Q2 FY24, a growth of ~22% on a YoY basis. The contribution of profit from associates and joint ventures in the consolidated profit rose to ~9% from ~3% in the corresponding period.

View & Valuation

On the back of the above rationales, we believe that SIS is well positioned for growth prospects, owing to which we revise our estimates and maintain a BUY rating on SIS, ascribing it a valuation of 22x FY26E EPS, suggesting a target price of Rs. 794 and an upside of ~84%.

1st November 2023 BUY

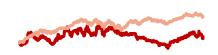
CMP Rs. 432 TARGET Rs. 794 (+84%) Company Data

Bloomberg Code	SECIS IN
MCAP (Rs. Mn)	60,056
O/S Shares (Mn)	146
52w High/Low	485/318
Face Value (in Rs.)	5
Liquidity (3M) (Rs. Mn)	47

Shareholding Pattern %

	Sep-23	Jun-23	Mar-23
Promoters	71.58	71.59	71.59
FIIs	16.31	15.25	14.95
DIIs	3.12	3.96	4.05
Non- Institutional	8.99	9.21	9.42

SIS vs Nifty



Oct, 20	Oct, 21	Oct, 22	Oct, 23
_		NIFTY	

Source: Keynote Capitals Ltd.

Key Financial Data

-			
(Rs Bn)	FY23	FY24E	FY25E
Revenue	113	126	141
EBITDA	5	6	7
Net Profit	3	3	4
Total Assets	55	58	62
ROCE (%)	8%	12%	13%
ROE (%)	16%	13%	15%

Source: Company, Keynote Capitals Ltd.

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Q1 FY24 Result Update

Result Highlights (Rs. Mn)

Particulars	Q2 FY24	Q2 FY23	Change % (Y-o-Y)	Q1 FY24	Change % (Q-o-Q)	H1 FY24	H1 FY23	Change % (Y-o-Y)	FY23
Revenue	30,736	27,677	11%	29,767	3%	60,504	54,458	11%	1,13,458
COGS	25,763	23,050	12%	24,614	5%	50,377	44,712	13%	93,081
Gross Profit	4,974	4,626	8%	5,153	-3%	10,127	9,746	4%	20,377
Gross Profit %	16%	17%	-53 bps	17%	-113 bps	17%	18%	-116 bps	18%
Other Operating Expense	3,529	3,529	0%	3,762	-6%	7,291	7,441	-2%	15,462
EBITDA	1,445	1,098	32%	1,391	4%	2,836	2,305	23%	4,916
EBITDA %	5%	4%	73 bps	5%	3 bps	5%	4%	45 bps	4%
Depreciation	404	331	22%	358	13%	761	617	23%	1,347
EBIT	1,041	767	36%	1,033	1%	2,074	1,688	23%	3,569
EBIT %	3%	3%	62 bps	3%	-9 bps	3%	3%	33 bps	3%
Finance Cost	347	275	26%	328	6%	675	522	29%	1,149
Other Income	125	81	54%	88	43%	213	149	43%	327
РВТ	819	572	43%	794	3%	1,613	1,314	23%	2,748
Tax	132	-80	-264%	-50	-366%	82	-160	-151%	-616
Share of Associates	66	22	204%	52	25%	118	25	364%	102
Profit for the period	753	674	12%	895	-16%	1,648	1,500	10%	3,466
EPS	5.12	4.54	13%	6.09	-16%	11.21	10.11	11%	23.43

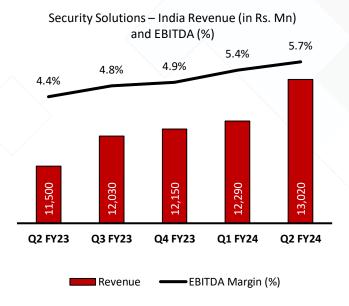
Segment Highlights (Rs. Mn)

Particulars	Q2 FY24	Q2 FY23	Change % (Y-o-Y)	Q1 FY24	Change % (Q-o-Q)	H1 FY24SS	H1 FY23	Change % (Y-o-Y)	FY23
Revenue									
Security Solutions - India	13,020	11,491	13%	12,291	6%	25,311	22,080	15%	46,261
Security Solutions - International	12,591	11,613	8%	12,427	1%	25,018	23,664	6%	48,759
Facility Management	5,279	4,724	12%	5,190	2%	10,469	8,988	16%	18,998
Operating Profit									
Security Solutions - India	737	513	44%	662	11%	1,398	930	50%	2,119
Security Solutions - International	499	379	32%	503	-1%	1,001	975	3%	1,980
Facility Management	210	207	1%	226	-7%	436	400	9%	817
Operating Profit Margin %									
Security Solutions - India	6%	4%	130 bps	5%	30 bps	6%	4%	130 bps	5%
Security Solutions - International	4%	3%	70 bps	4%	0 bps	4%	4%	-10 bps	4%
Facility Management	4%	4%	-40 bps	4%	-40 bps	4%	4%	-30 bps	4%

Source: Company, Keynote Capitals Ltd.

SIS Ltd. | Quarterly Update

Quarterly Business Progression

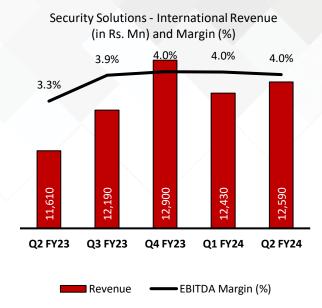


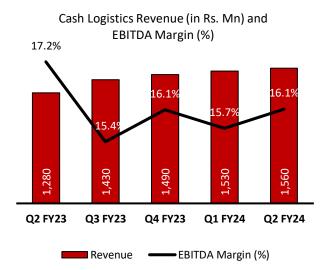
Facility Management Services Revenue (in Rs. Mn) and EBITDA Margin (%) 4.4% 4.5% 4.4% 4.0% 4.0% 4,710 4,970 5,040 5,190 5,280 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24 Q2 FY24

EBITDA Margin (%)

Revenue

Source: Company, Keynote Capitals Ltd.





Q2 FY24 Conference Call Highlights

Financial Performance

- SIS reported revenue and operating profit growth of ~11% and ~31% on a YoY basis, respectively. The EBITDA margin improved ~70 bps on a YoY basis from ~4% in Q2 FY23 to ~4.7% in Q2 FY24 due to the prioritization of high-margin contracts and SG&A rationalization.

Security Services – India

- The revenue for the quarter grew by ~13% on a YoY basis to ~ Rs. 13 Bn. Further, on the back of the measures taken to increase operating margin, the segmental EBITDA margin improved by 130 bps from 4.4% to 5.7% on a YoY basis.

- The Company's attrition rate in Indian segments is ~30-40%, which is lower than industry's attrition rate of ~50%. The management asserts the reason behind the controlled attrition to be a sustainable supply from 20+ residential training academies where the training period for freshers is 28 days, 4 times more than the regulation.

- VProtect, the alarm monitoring response services arm, has ~5,000 connections in the pipeline, with total connections standing at ~19,000.

Security Services - International

- The revenue for the segment grew by ~8% on YoY basis in Q2 FY24 to ~Rs. 13 Bn. The operating margin for the quarter improved by ~70 bps from ~3.3% to ~4% on a YoY basis. The Company could maintain the margins, despite labour shortage and a record wage hike of ~5.7% during the quarter.

Facility Management Services

- The revenue for the quarter grew by ~12% on a YoY basis to ~ Rs. 5 Bn. The operating margin for the quarter fell by ~40 bps to ~4% on a YoY basis. Like the Security – India division, the management is confident to revert to pre-COVID operating margins, which were more than 6% for the segment.

- The solutions-driven services contribute ~30% to the segment's revenue.

Cash Logistics

- The revenue for the quarter grew by ~22% on a YoY basis to ~ Rs. 1.56 Bn. EBITDA margin for the quarter fell by 30 bps on a YoY basis to ~16%. The PAT margin for the quarter was ~8.5%, which was ~520 bps higher on a YoY basis.

Other updates

- The Company aims to maintain a net debt-to-EBITDA ratio of ~1.5-2 times. ~90% of the Company's gross debt is borrowings for working capital, which is secured against the receivables from customers.

- The management anticipates the capital expenditure for FY24 to be $^{\sim}$ Rs. 500 Mn.

Financial Statement Analysis

Income Statement

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E		
Net Sales	1,00,591	1,13,458	1,26,467	1,41,251	1,58,050		
Growth %		13%	11%	12%	12%		
Raw Material Expenses	796	1,069	1,138	1,271	1,422		
Employee Expenses	78,112	92,012	1,03,071	1,14,908	1,28,179		
Other Expenses	16,724	15,461	16,061	17,939	20,072		
EBITDA	4,958	4,915	6,197	7,133	8,377		
Growth %		-1%	26%	15%	17%		
Margin%	5%	4%	5%	5%	5%		
Depreciation	1,116	1,347	1,415	1,490	1,574		
EBIT	3,843	3,568	4,782	5,643	6,803		
Growth %		-7%	34%	18%	21%		
Margin%	4%	3%	4%	4%	4%		
Interest Paid	984	1,149	1,425	1,425	1,425		
Other Income & exceptional	554	327	320	320	320		
PBT	3,413	2,747	3,677	4,538	5,698		
Тах	179	-616	552	681	855		
РАТ	3,233	3,363	3,125	3,857	4,843		
Others (Minorities, Associates)	26	102	208	326	414		
Net Profit	3,259	3,465	3,333	4,183	5,257		
Growth %		6%	-4%	26%	26%		
Shares (Mn)	147.0	145.7	145.7	145.7	145.7		
EPS	22.17	23.78	22.87	28.70	36.07		

Balance Sheet

Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Cash, Cash equivalents & Bank	7,384	7,509	8,646	10,408	12,776
Current Investments	3	103	103	103	103
Debtors	13,913	16,777	18,970	21,188	23,708
Inventory	340	314	379	424	474
Short Term Loans & Advances	6,651	7,267	7,267	7,267	7,267
Other Current Assets	646	890	890	890	890
Total Current Assets	28,938	32,860	36,256	40,280	45,218
Net Block & CWIP	16,039	16,465	16,315	16,237	16,243
Long Term Investments	960	880	1,087	1,413	1,827
Other Non-current Assets	3,380	4,446	4,446	4,446	4,446
Total Assets	49,316	54,652	58,105	62,376	67,734
Creditors	583	639	759	848	948
Provision	5,100	4,278	4,278	4,278	4,278
Short Term Borrowings	4,888	6,654	6,654	6,654	6,654
Other Current Liabilities	11,845	11,354	11,354	11,354	11,354
Total Current Liabilities	22,416	22,925	23,045	23,133	23,234
Long Term Debt	6,069	8,032	8,032	8,032	8,032
Deferred Tax Liabilities	-2,541	-3,476	-3,476	-3,476	-3,476
Other Long-Term Liabilities	2,629	3,839	3,839	3,839	3,839
Total Non-Current Liabilities	6,156	8,394	8,394	8,394	8,394
Paid-up Capital	735	729	729	729	729
Reserves & Surplus	19,977	22,604	25,937	30,120	35,377
Shareholders' Equity	20,713	23,333	26,666	30,849	36,106
Non-Controlling Interest	31	0	0	0	C
Total Equity & Liabilities	49,316	54,652	58,105	62,376	67,734

Source: Company, Keynote Capitals Ltd. estimates

KEYNOTE Rating History

Date	Rating	Market Price at Recommendation	Upside/Downside
21 st September 2023	BUY	432	+94%
1 st November 2023	BUY	432	+84%

Cash Flow

Cash Flow					
Y/E Mar, Rs. Mn	FY22	FY23	FY24E	FY25E	FY26E
Pre-tax profit	3,413	2,747	3,677	4,538	5,698
Adjustments	1,855	2,406	2,520	2,595	2,679
Change in Working Capital	-899	-2,608	-2,138	-2,173	-2,469
Total Tax Paid	-2,059	-938	-552	-681	-855
Cash flow from operating Activities	2,309	1,607	3,507	4,279	5,053
Net Capital Expenditure	-1,021	-1,187	-1,265	-1,413	-1,581
Change in investments	-484	-577	0	0	0
Other investing activities	280	285	320	320	320
Cash flow from investing activities	-1,224	-1,480	-945	-1,093	-1,261
Equity raised / (repaid)	-1239.11	-996.53	0	0	0
Debt raised / (repaid)	-972	191	0	0	0
Dividend (incl. tax)	0	0	0	0	0
Other financing activities	-1,300	-1,480	-1,425	-1,425	-1,425
Cash flow from financing activities	-3,511	-2,285	-1,425	-1,425	-1,425
Net Change in cash	-2,426	-2,158	1,137	1,762	2,367

Valuation Ratios

	FY22	FY23	FY24E	FY25E	FY26E
Per Share Data					
EPS	22	24	23	29	36
Growth %		7%	-4%	26%	26%
Book Value Per Share	141	160	183	212	248
Return Ratios					
Return on Assets (%)	7%	7%	6%	7%	8%
Return on Equity (%)	17%	16%	13%	15%	16%
Return on Capital Employed (%)	7%	8%	12%	13%	14%
Turnover Ratios					
Asset Turnover (x)	2.0	2.2	2.2	2.3	2.4
Sales / Gross Block (x)	4.4	4.7	5.0	5.3	5.6
Working Capital / Sales (x)	7%	7%	9%	11%	12%
Receivable Days	48	49	52	52	52
Inventory Days	149	112	111	115	115
Payable Days	2	2	2	2	2
Working Capital Days	194	159	161	165	165
Liquidity Ratios					
Current Ratio (x)	1.3	1.4	1.6	1.7	1.9
Interest Coverage Ratio (x)	4.5	3.4	3.6	4.2	5.0
Total Debt to Equity	0.6	0.6	0.6	0.5	0.4
Net Debt to Equity	0.3	0.3	0.2	0.1	0.1
Valuation					
PE (x)	21.9	18.0	18.7	14.9	11.8
Earnings Yield (%)	5%	6%	5%	7%	8%
Price to Sales (x)	0.7	0.5	0.5	0.4	0.4
Price to Book (x)	3.4	2.7	2.3	2.0	1.7
EV/EBITDA (x)	15.6	13.9	11.0	9.6	8.1
EV/Sales (x)	0.8	0.6	0.5	0.5	0.4

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Rating Methodology

Rating	Criteria
BUY	Expected positive return of > 10% over 1-year horizon
NEUTRAL	Expected positive return of > 0% to < 10% over 1-year horizon
REDUCE	Expected return of < 0% to -10% over 1-year horizon
SELL	Expected to fall by >10% over 1-year horizon
NOT RATED (NR)/UNDER REVIEW (UR)/COVERAGE SUSPENDED (CS)	Not covered by Keynote Capitals Ltd/Rating & Fair value under Review/Keynote Capitals Ltd has suspended coverage

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SEBI Regn. Nos.: BSE / NSE (CASH / F&O / CD): INZ000241530; DP: CDSL- IN-DP-238-2016; Research Analyst: INH000007997

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