



**Safecure Services Limited**

Investor Presentation





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A person is seen from behind, sitting at a desk in a control room. The room is filled with multiple computer monitors displaying various data, including maps, charts, and video feeds. The overall lighting is blue and dim, typical of a control room environment. A large, white, shield-shaped graphic with an orange border is overlaid on the center of the image, containing the text 'COMPANY OVERVIEW'.

# **COMPANY OVERVIEW**



Safecure Services Limited (Safecure, The Company) is engaged in providing services in private security, e-surveillance, facility management, and corporate interior fit-outs across India. Through its wholly owned subsidiary, Safesense Tech Private Limited, it offers monitored intrusion alarm systems and Services (central intrusion detection and prevention services) including 24/7 real-time monitoring of ATMs and bank branches by trained professionals.

Its comprehensive service portfolio includes Security Services (manned guarding, event management, ATM management, and technology-backed security solutions), E-Surveillance and Monitoring; Facility Management and ATM Repair & Maintenance (housekeeping and business support services), and Corporate Interior Fit-Outs. This enables the Company to strengthen client relationships and act as a single point of contact for multiple services.

Over the last decade, the Company has expanded its reach, serving clients across the private and public sectors, financial institutions, multinational corporations, and other industries. It follows standardized recruitment, training, and deployment processes, supported by technology-driven performance tracking and a wide geographical reach for manpower sourcing.

The Company holds ISO 45001:2018, ISO 27001:2013, ISO 14001:2015, and ISO 9001:2015 certifications for providing security services, cleaning and sanitation, manpower outsourcing, human resources outsourcing, total infra solutions, and fire marshal services.

# At a Glance: Facts & Figures



**15+**

Years in Business



**10+**

States Presence



**1,849** Employees

**1,679** Billable Personnel

**170** Unbillable Personnel



**June'2025** (₹ in Lakhs)

Revenue: ₹ **1,832.30**

EBITDA: ₹ **373.83**

PAT: ₹ **201.62**



**June'2025** (Not Annualized)

ROE: **8.79%**

ROCE: **7.04%**

# Board of Directors



**Shailendra Mahesh Pandey**  
Chairman and Managing Director  
**11+ Years of Experience**



**Ramesh Kumar Jain**  
Independent Director  
Non-Executive Director  
**20+ Years of Experience**



**Subhag Rai Mehta**  
Independent Director  
Non-Executive Director  
**40+ Years of Experience**



**Nikit Shailendra Pandey**  
Whole-time Director  
**04+ Years of Experience**



**Ranju Shailendra Pandey**  
Executive Director  
**10+ Years of Experience**

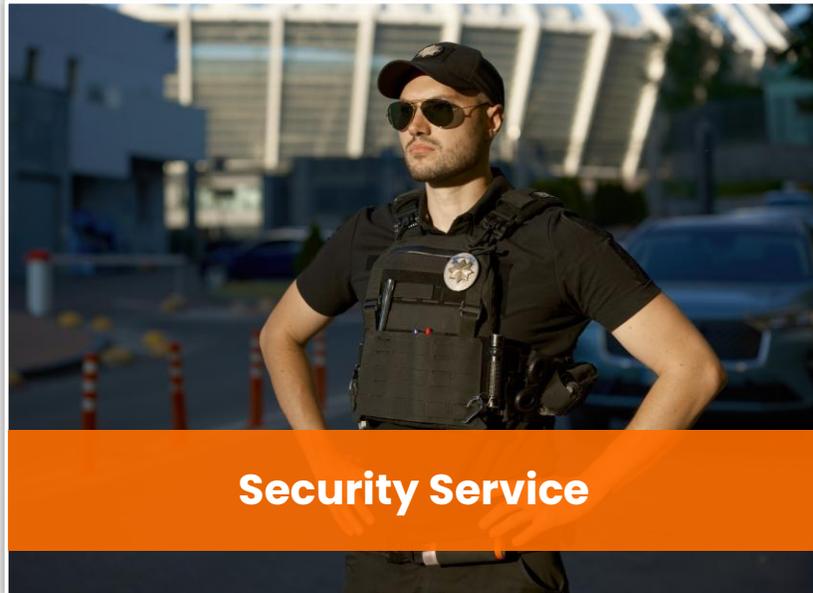


**Devendra Kumar Pandey**  
Independent Director  
Non-Executive Director  
**25+ Years of Experience**

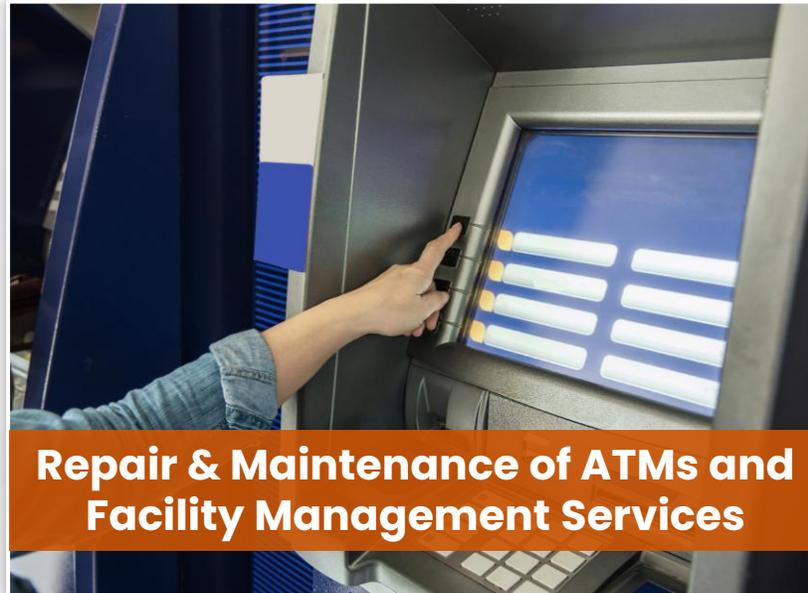


# **BUSINESS OVERVIEW**

# Services Offered



**Security Service**



**Repair & Maintenance of ATMs and  
Facility Management Services**



**Interior Fit-outs Work**



The Company offers comprehensive security services aimed at safeguarding individuals, businesses, and properties. Its team of trained and experienced personnel utilizes advanced tools and technology to deliver reliable and effective protection



## Services Offered:

- Manned Guarding Services
- Mobile Patrols
- CCTV Monitoring
- Alarm Response
- Event Security
- Risk Assessment and Management



## Key Features:

- 24/7 Surveillance and Support
- Customized Security Plans
- Quick Response Teams
- Advanced Security Systems Integration

# Repair & Maintenance of ATMs and Facility Management Services



The Company provides comprehensive Facility Management Services, including ATM repair and maintenance, to ensure client premises are maintained to the highest standards of cleanliness, functionality, and safety.



## Services Offered:

- Cleaning and Janitorial Services
- Maintenance and Repairs
- Waste Management
- Landscaping and Groundskeeping
- HVAC & Electrical Systems Management



## Key Features:

- Trained and Professional Staff
- Use of Eco-friendly Products
- Regular Quality Audits
- Tailored Service Packages

# Interior Fit-outs Work



The company provides comprehensive Interior Fit-Outs and Turnkey Implementation services, delivering end-to-end solutions for security and event-related projects. They manage all stages from planning to execution—ensuring timely and successful project completion.



## Services Offered:



- Project Planning and Management
- Planning & Designing
- Procurement and handling logistics
- Implementation / Installation
- Testing and Commissioning
- Handover and Training

## Key Features:



- Comprehensive Project Management
- Skilled and Experienced Workforce
- Adherence to Industry Standards
- Transparent and Collaborative Approach

# Clients



**Banks**



**Corporates**



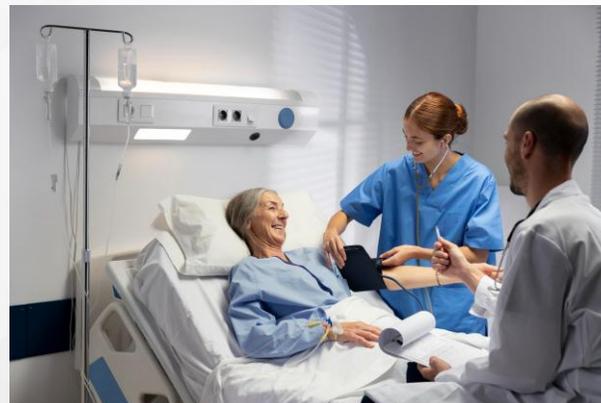
**Educational Institutions**



**Residential Complexes**



**Industrial Facilities**

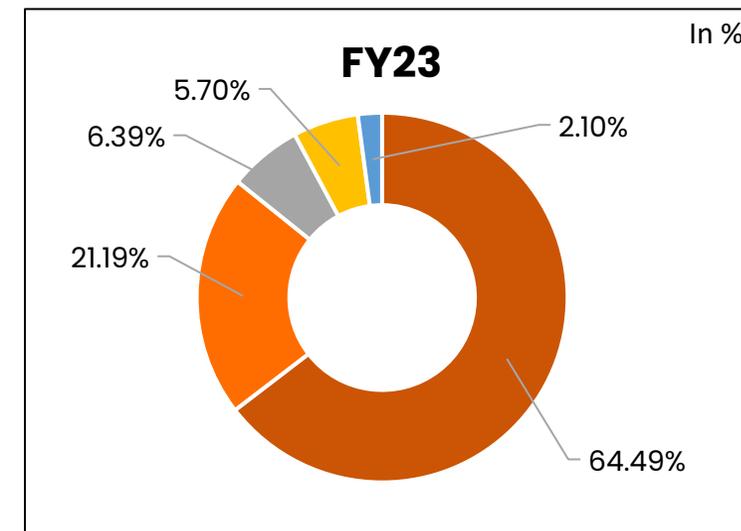
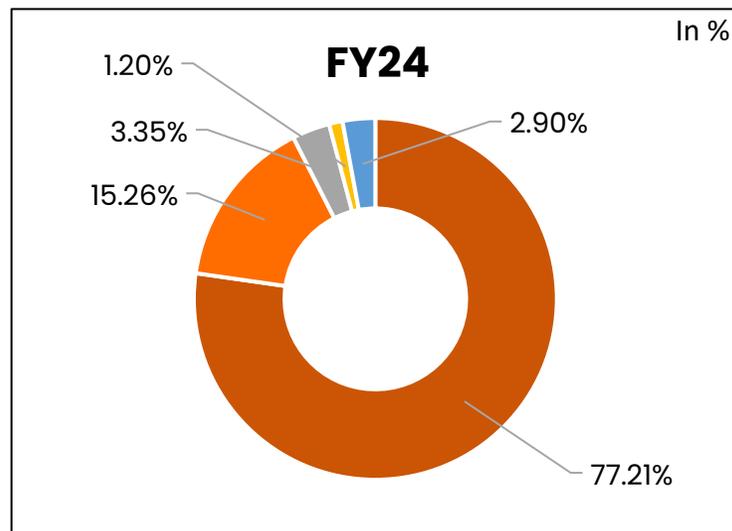
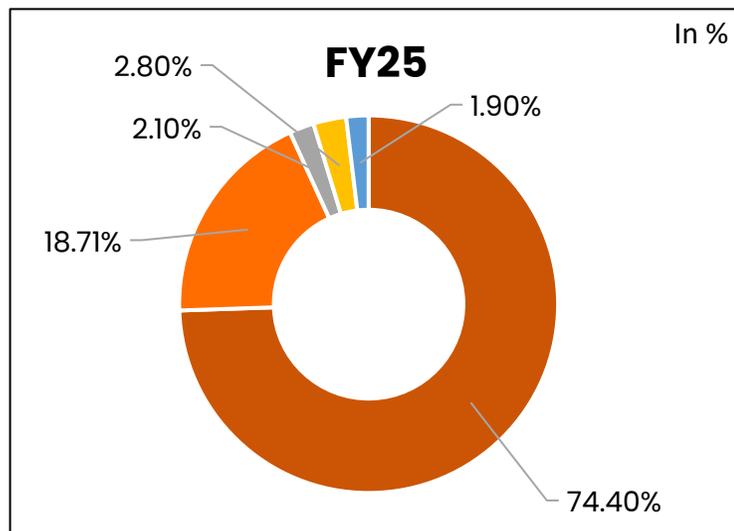


**Healthcare Institutions**



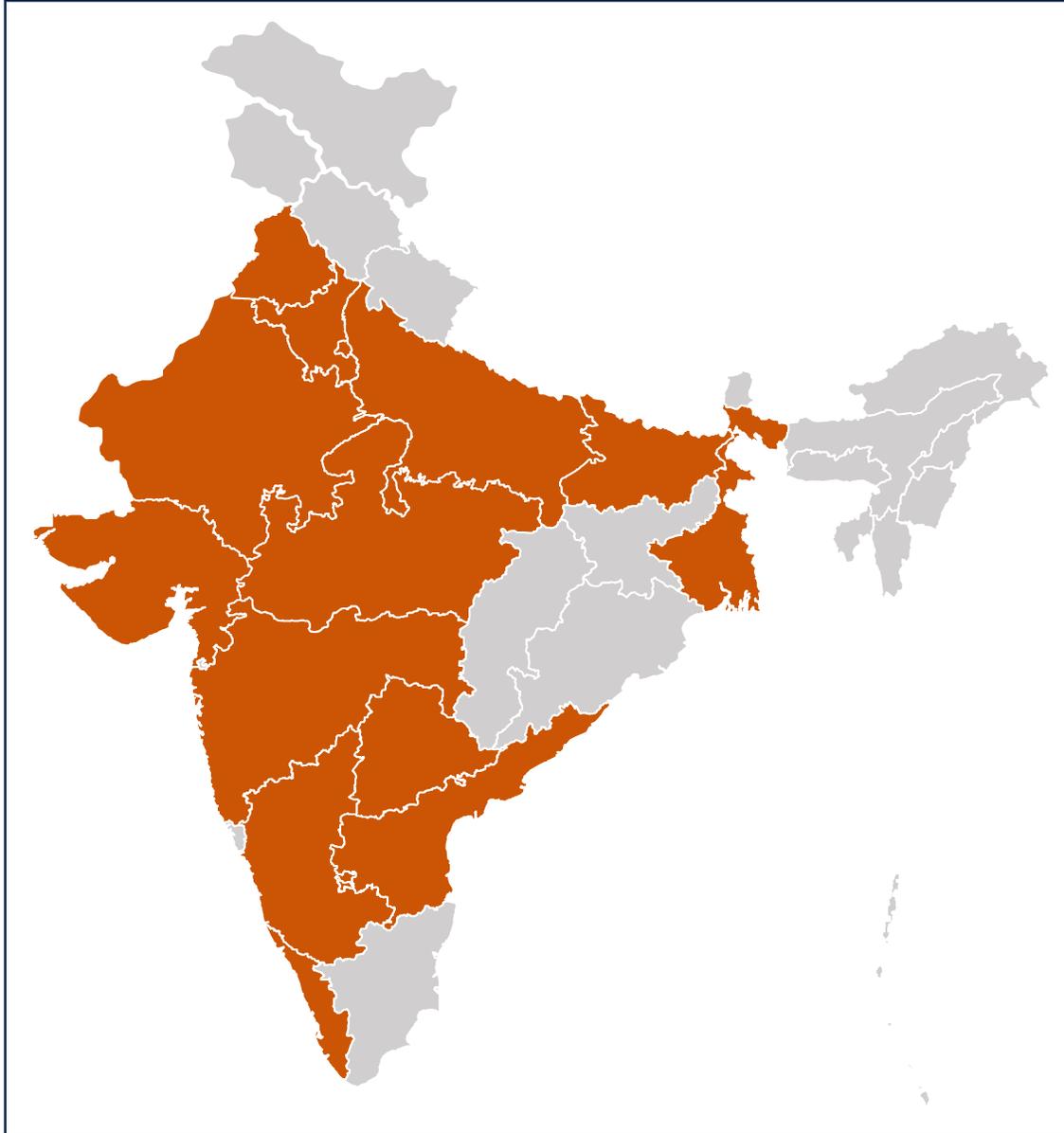
**Retail & Commercial Establishments**

# Operation Wise Revenue Breakup



Particulars	In ₹ Lakhs		
	FY25	FY24	FY23
Security & Event	5,439.02	4,851.49	3,070.47
E-Surveillance and Monitoring of ATM & Bank Branches	1,368.09	958.89	1007.56
Repair & Maintenance of ATMs and Facility Management Services	153.54	210.79	303.66
Interior Fitouts Work	208.10	77.23	272.10
Fabrication Work	141.41	185.07	100.15
<b>TOTAL</b>	<b>7,310.15</b>	<b>6,283.47</b>	<b>4,753.94</b>

# Geographical Presence



In ₹ Lakhs

State	FY25	FY24	FY23
Maharashtra	3,120.46	3,106.88	2,088.24
Madhya Pradesh	203.33	163.17	266.43
Uttar Pradesh	151.54	127.53	205.66
Delhi	270.60	280.84	374.62
Haryana	320.09	245.86	260.50
Karnataka	740.86	685.67	614.12
Rajasthan	14.59	82.09	52.18
Kerala	1,193.70	715.49	438.72
Gujrat	176.02	163.22	112.12
Andhra Pradesh	134.37	44.87	29.60
Telangana	444.16	347.69	302.34
Bihar	101.73	66.61	9.42
West Bengal	249.88	253.55	-
Punjab	188.83	-	-
<b>TOTAL</b>	<b>7,310.15</b>	<b>6,283.47</b>	<b>4,753.94</b>



**INDUSTRY  
OVERVIEW**

# Global Security & Surveillance Industry Overview



**USD 18.75 billion  
Market Value in  
2025**

**USD 20.4 billion  
Projected  
Market Value in  
2026**

**USD 40.05  
billion  
Projected  
Market Value in  
2034**

**At 8.8%  
CAGR**

## Market Trends

### Rapid Adoption & Flexibility:

Wireless cameras now form 43% of new global installations (2022) due to easy setup, lower costs, and remote accessibility.

### Mobility & Infrastructure Use:

Ideal for traffic, highways, and public infrastructure, leveraging Wi-Fi, LAN, and Bluetooth for connectivity.

### Advancing Camera Technology:

High-resolution imaging enables facial recognition, license plate reading, and superior low-light performance.

### Global Integration of AI Surveillance:

Facial recognition systems deployed in 210+ airports across 38 countries, driving AI-powered security adoption.

## Growth of Video Surveillance Market Growth

**Cost-Effective Cloud Solutions** – Lowers CapEx; providers handle monitoring & maintenance.

**Global Adoption Surge** – 65% of law enforcement & 70% of India's smart cities use advanced CCTV.

**Expanding Applications** – Public safety, education, infrastructure, and quarantine monitoring.

**AI-Driven Analytics** – Facial recognition, object detection, and behavioral monitoring.

# Global Safety and Security Industry Overview



USD 569.67  
billion  
Market Value  
in 2024

USD 1,408.48  
billion  
Projected Market  
Value in 2032

At 11.98%  
CAGR

## Market Trends

**AI & IoT Integration** – Real-time threat detection and predictive response.

**Smart City Expansion** – Connected infrastructure and intelligent traffic systems.

**Cloud Adoption** – Scalable, cost-efficient, real-time data coordination.

**Mobile Solutions** – Instant alerts and remote emergency response.

**Opportunity** – Emergence of Big Data Analytics

**Smarter Decision-Making** – Analyzes vast data sets for better threat detection and planning.

**Predictive Modeling** – Anticipates incidents and optimizes resource deployment.

**Real-Time Monitoring** – Tracks traffic, environment, and safety parameters for faster response.

**Public Engagement** – Delivers timely alerts and information to enhance community safety.

Source: [security-market](#),



**USD 12 billion**  
Market Valued

Growing at  
**15–20% CAGR**

## Opportunities:

### Expanding Smart City Ecosystem:

India's **Smart Cities Mission** delivered **6,300+ projects worth \$1.16 trillion**, driving demand for AI in traffic, energy, and public safety management.

### Collaboration in Urban Security:

Cities like **Varanasi** showcase successful **AI-powered surveillance partnerships**, highlighting potential for large-scale safety initiatives.

### Strategic Partnerships for Market Entry:

Working with **local agencies and ministries** helps U.S. firms navigate regulations, tailor solutions, and access vital networks for expansion.

## Impact of AI on Safety & Security



### Smarter Surveillance:

AI-driven cameras deter intrusions and vandalism; government expanding CCTV use to enhance cyber and physical security.

### Efficient Crowd Management:

Real-time AI monitoring helps detect threats and ensure safety during large public events.

### Enhanced Workplace Safety:

AI and IoT sensors track hazards, ensure compliance, and predict operational inefficiencies.

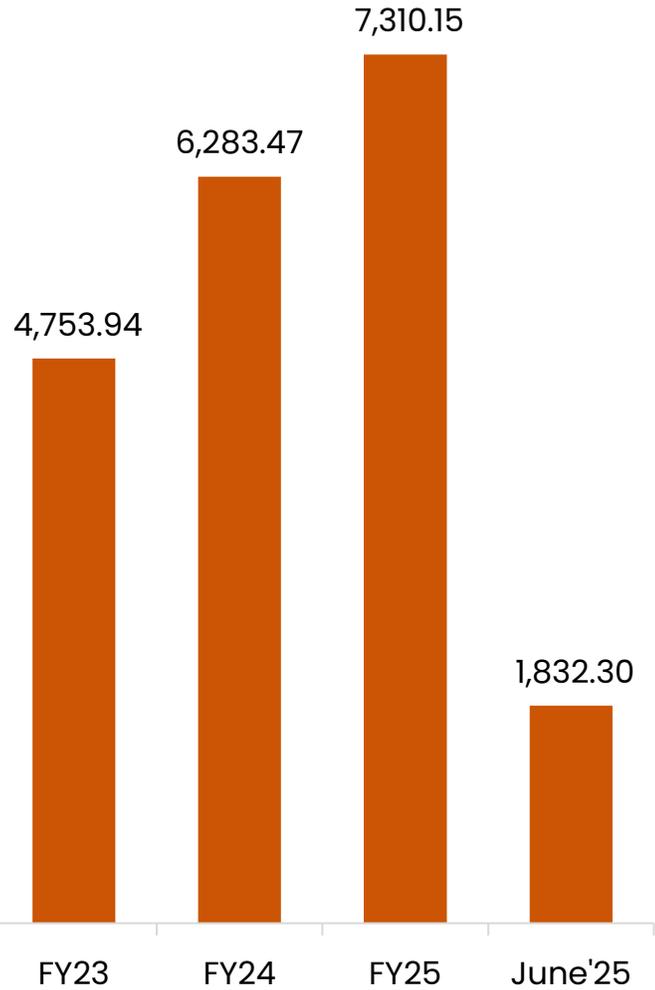


**FINANCIAL  
OVERVIEW**

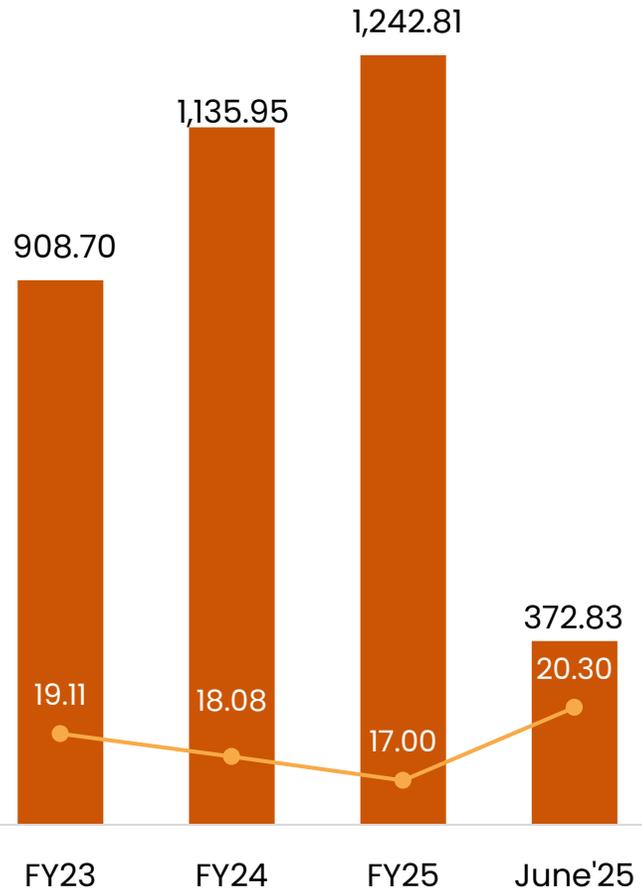
# Financial Highlights



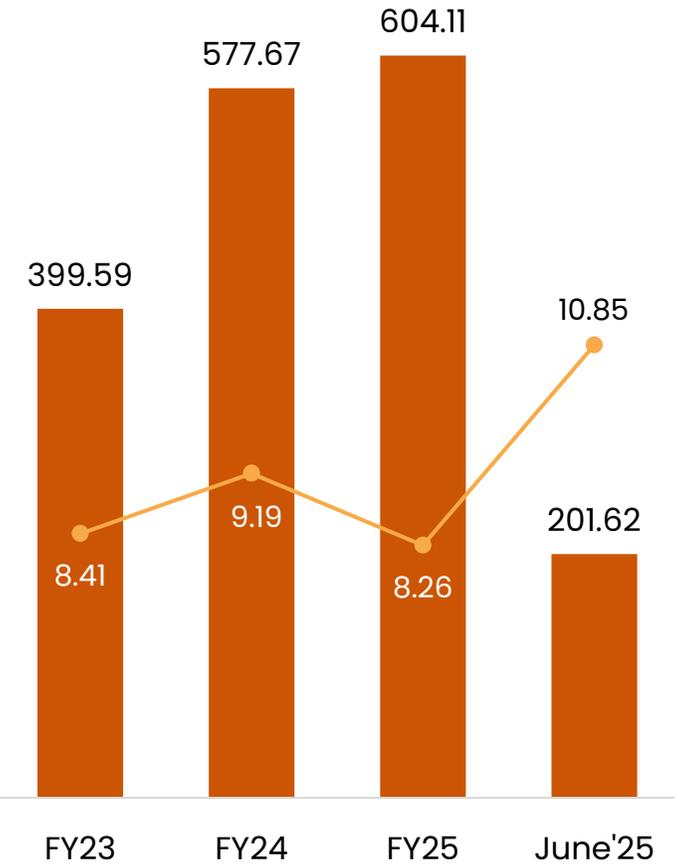
## Revenue



## EBITDA EBITDA Margin



## PAT PAT Margin



All Amount In ₹ Lakhs & Margins In %

# Profit & Loss Statement



Particulars	June'25	FY25	FY24	FY23
Revenues	1,832.30	7,310.15	6,283.47	4,753.94
Other Income	3.99	16.71	22.8	19.83
<b>Total Income</b>	<b>1836.29</b>	<b>7326.86</b>	<b>6306.27</b>	<b>4773.77</b>
Consumables	493.81	2,143.56	1,805.17	1,296.97
Employee costs	889.73	3,459.65	2,929.46	2,225.98
Other expenses	81.81	467.18	440.84	340.27
Total Expenditure	1,465.35	6,070.39	5,175.47	3,863.22
<b>EBITDA</b>	<b>370.94</b>	<b>1,242.81</b>	<b>1,135.95</b>	<b>908.70</b>
Finance Costs	71.56	224.96	177.10	179.63
Depreciation	71.19	305.84	296.33	267.94
<b>PBT</b>	<b>228.19</b>	<b>725.67</b>	<b>657.37</b>	<b>462.98</b>
Tax	29.46	109.79	88.62	65.28
<b>PAT</b>	<b>198.73</b>	<b>615.89</b>	<b>568.75</b>	<b>397.68</b>
Gain/(losses) on changes in actuarial assumptions	3.86	(15.74)	11.91	2.54
Tax on Above	(0.97)	3.96	(3.00)	(0.64)
<b>Net Profit</b>	<b>201.62</b>	<b>604.11</b>	<b>577.66</b>	<b>399.59</b>

# Balance Sheet



In ₹ Lakhs

Equities & Liabilities	June'25	FY25	FY24	FY23
Equity	704.00	704.00	704.00	176.00
Other Equity	1,617.32	1,415.69	811.58	761.92
<b>Net Worth</b>	<b>2,321.32</b>	<b>2,119.69</b>	<b>1,515.58</b>	<b>937.92</b>
Non Current Liabilities				
Non Current Borrowings	566.35	634.15	318.51	233.36
Deferred Tax Liabilities (Net)	37.33	38.14	36.70	23.53
Long-Term Provisions	47.76	46.75	16.35	17.47
<b>Total Non Current Liabilities</b>	<b>651.44</b>	<b>719.04</b>	<b>371.56</b>	<b>274.36</b>
Current Liabilities				
Current Borrowings	1,420.45	1,457.87	1,111.45	984.56
Trade Payables	169.44	213.62	147.68	139.26
Short Term Provisions	31.65	20.89	8.68	10.92
Contract Liabilities	91.13	102.51	4.68	2.43
Other Current Liabilities	775.17	673.11	588.33	744.68
<b>Total Current Liabilities</b>	<b>2,487.84</b>	<b>2,468.00</b>	<b>1,860.82</b>	<b>1,881.85</b>
<b>Total Equities &amp; Liabilities</b>	<b>5,460.60</b>	<b>5,306.73</b>	<b>3,747.96</b>	<b>3,094.13</b>

Assets	June'25	FY25	FY24	FY23
Non Current Assets				
Fixed Assets	1,060.26	1,116.25	990.45	975.35
Other Non-Current Assets	48.80	48.80	3.76	7.51
Other Financial Assets	42.70	41.98	36.28	38.30
Deferred Tax Assets	18.71	18.87	4.82	0.76
<b>Total Non Current Assets</b>	<b>1,170.47</b>	<b>1,225.90</b>	<b>1,035.31</b>	<b>1,021.92</b>
Current Assets				
Trade Receivables	3,424.60	3,190.91	2,048.94	1,581.92
Cash & Bank Balance	179.82	174.39	146.22	203.17
Current Tax Assets	7.65	16.03	46.52	52.70
Short Term Loans & Advances	124.19	135.95	171.23	103.95
Other Current Assets	515.48	523.50	289.30	109.14
Other Financial Assets	38.38	40.06	10.43	21.34
<b>Total Current Assets</b>	<b>4,290.12</b>	<b>4,080.84</b>	<b>2,712.64</b>	<b>2,072.22</b>
<b>Total Assets</b>	<b>5,460.59</b>	<b>5,306.74</b>	<b>3,747.95</b>	<b>3,094.14</b>

# Cash Flow Statement

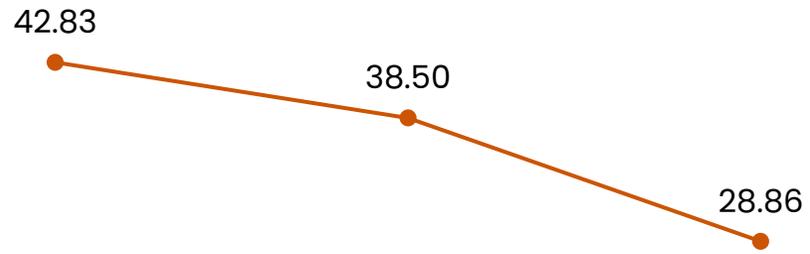


In ₹ Lakhs

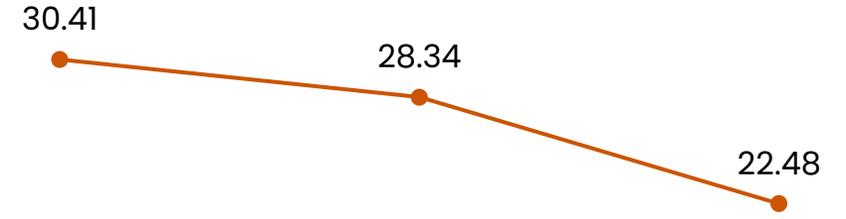
Particulars	June'25	FY25	FY24	FY23
<b>Cash Flow From Operating Activities</b>	184.96	(30.07)	260.24	786.94
<b>Cash Flow From Investing Activities</b>	(1.32)	(345.86)	(309.85)	(321.41)
<b>Cash Flow From Financing Activities</b>	(179.99)	390.20	84.00	(462.49)
<b>Net Cash Flow</b>	<b>3.65</b>	<b>14.27</b>	<b>34.40</b>	<b>3.03</b>



## ROE



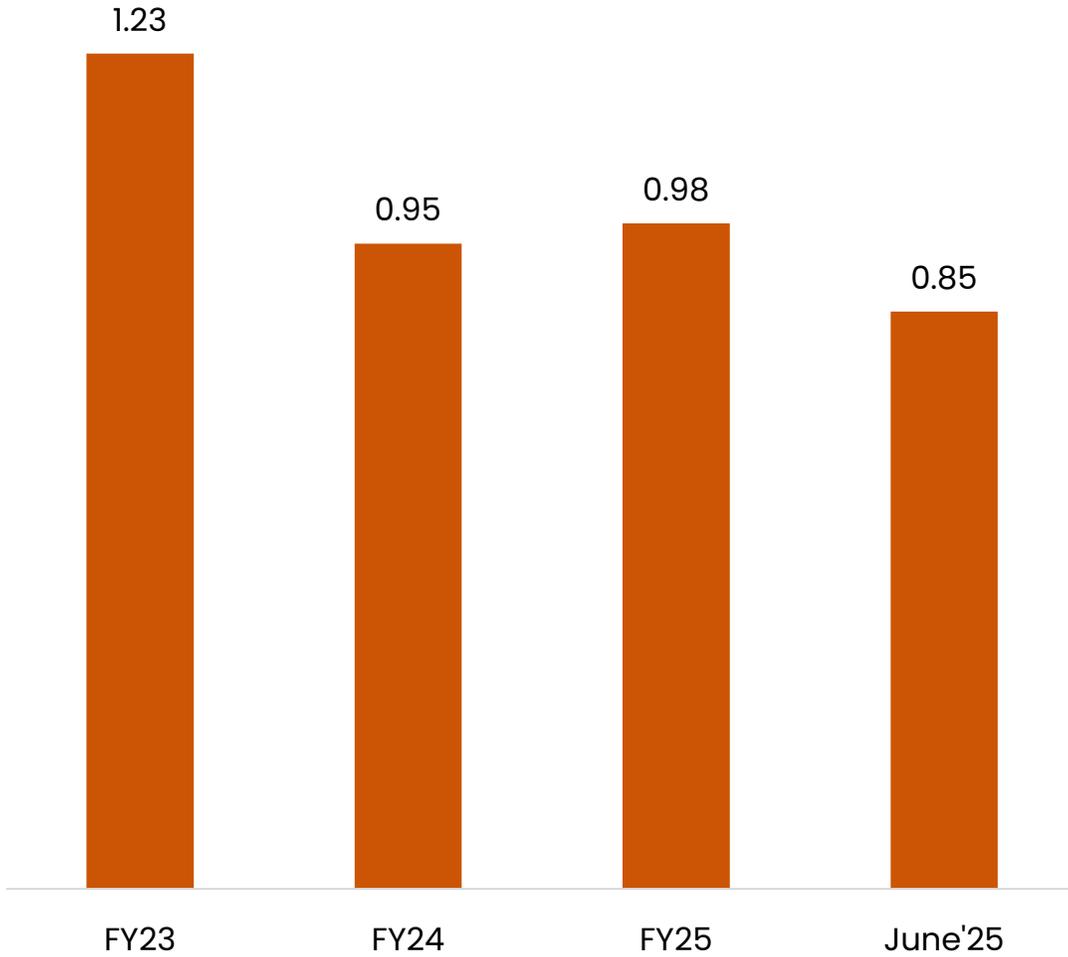
## ROCE



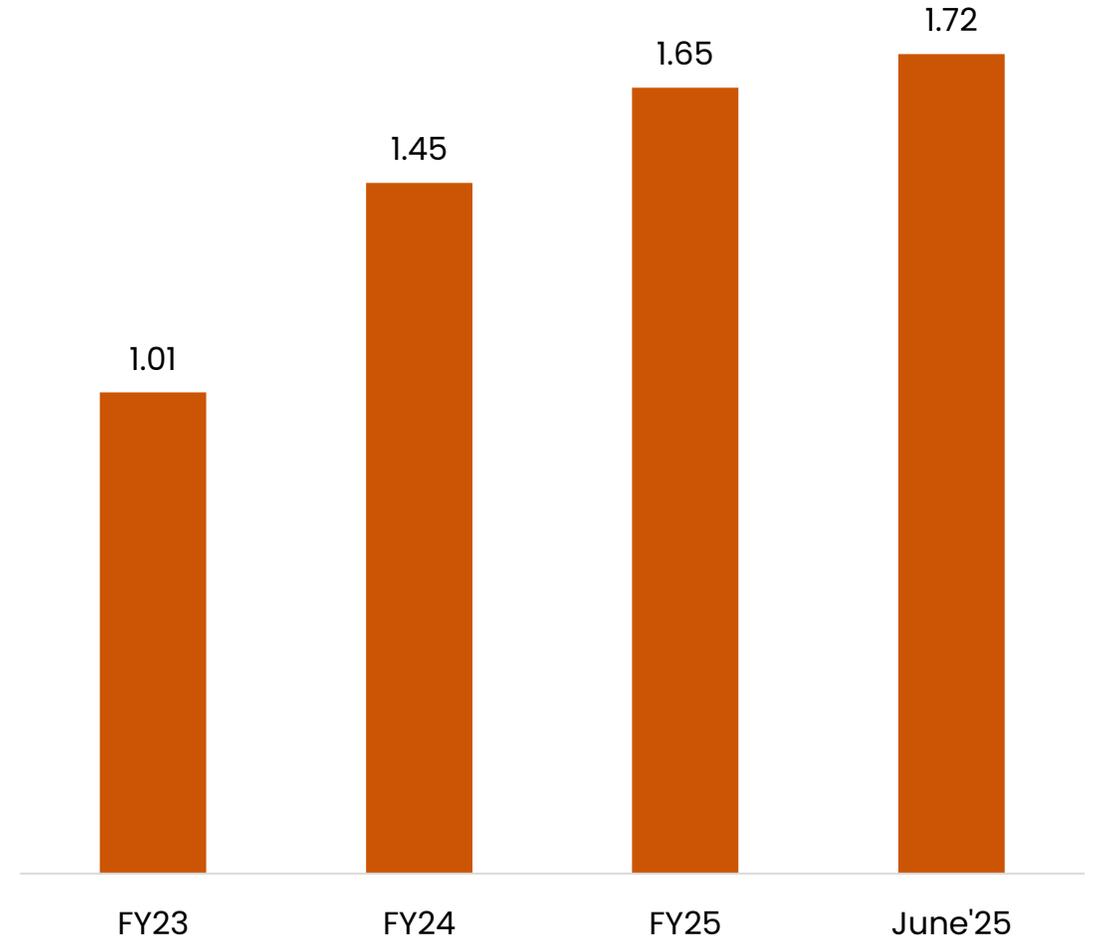
All Margins In %



## Debt to Equity



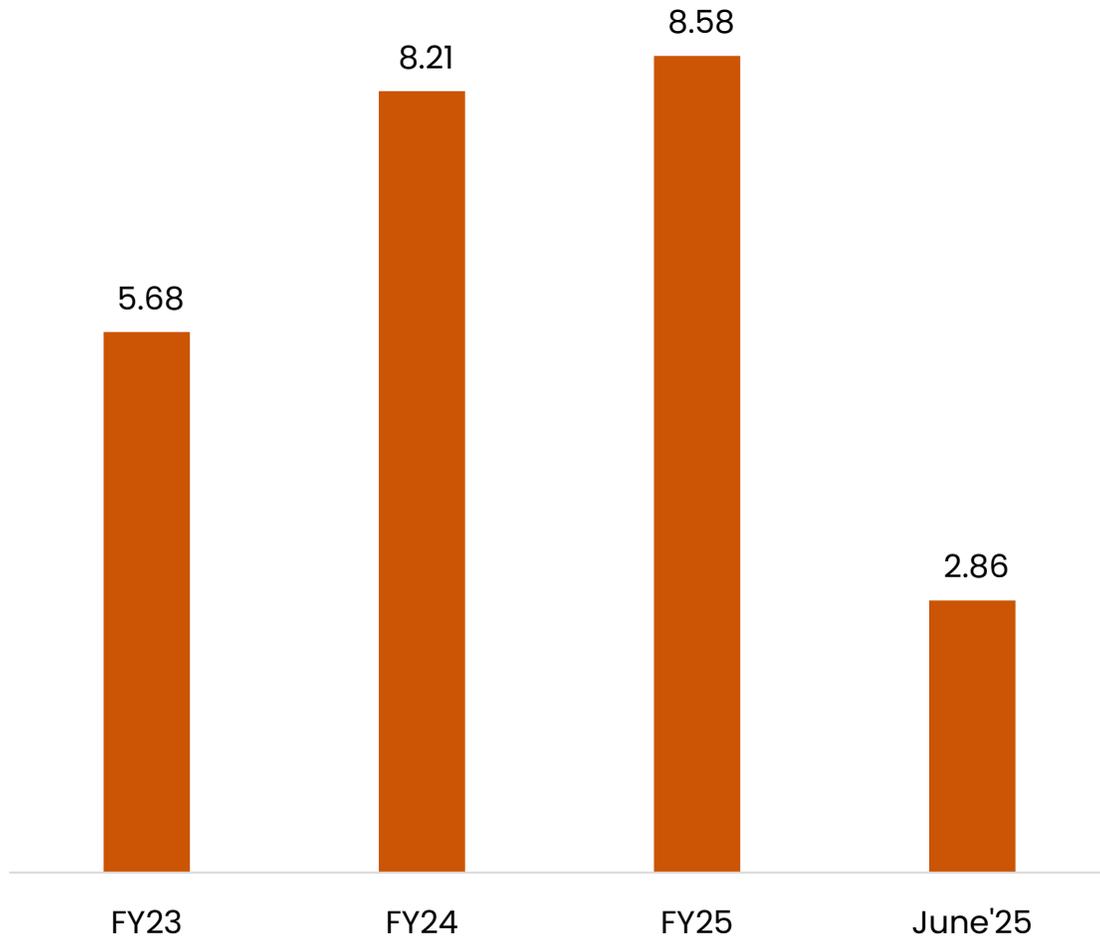
## Current Ratio



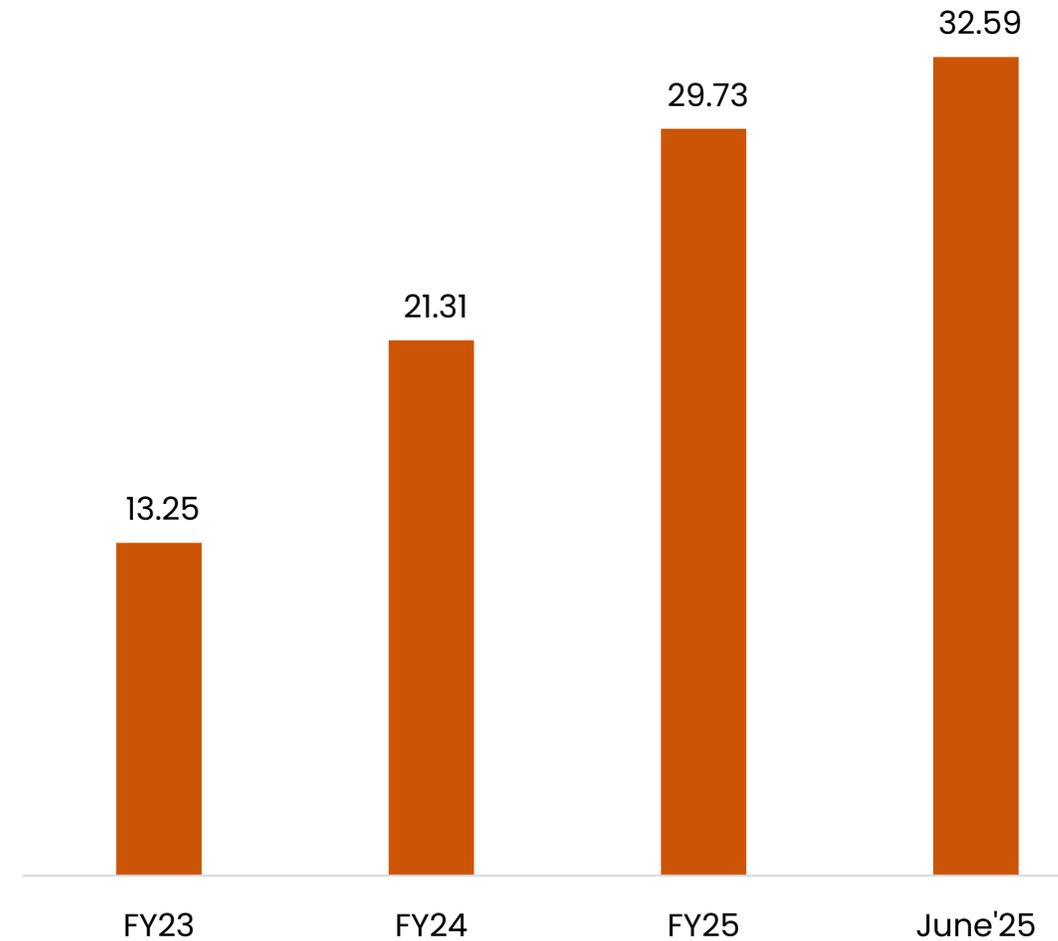
All Ratios In Times



## Earnings Per Share



## Net Asset Value Per Share



Amount In ₹

A person is seen from behind, sitting at a desk in a control room. They are wearing a headset and looking at several computer monitors. The monitors display various data, including maps, charts, and video feeds. The room is dimly lit, with the primary light source being the screens. A large, white, shield-shaped graphic with an orange border is overlaid on the center of the image, containing the text 'THE PATH AHEAD'.

**THE PATH  
AHEAD**



## Diverse portfolio of services:

- The company's diverse service portfolio strengthens its market position by enabling deeper customer relationships and serving as a single point of contact for multiple services.
- With extensive in-house expertise across private security, facility management, and related services, the company effectively meets varied customer needs, building confidence in its ability to handle complex and dynamic requirements.

## Experience team of professionals with domain expertise and successful track record:

- The company is led by experienced professionals, including promoter Shailendra Mahesh Pandey, who has over 11 years of relevant experience and a Doctorate in Intelligent Surveillance & Security from IEMS. Supported by skilled managerial personnel, the team has built strong customer relationships and expanded its client base.
- With over a decade of experience, the company combines expertise, robust work culture, and consistent quality to drive profitable growth and maintain a strong market reputation

## Advanced Technological Integration:

- The company leverages advanced technology and customized solutions across e-security, surveillance, manned guarding, event security, and systems integration. Its tailored services enhance clients' operational efficiency and overall security.

## Pan India Presence:

- Headquartered in Mira Road, Thane, the company has a widespread network of offices across India, enabling focused customer service and high-quality, customized solutions. Its extensive presence supports multi-location clients and drives operational efficiencies, delivering cost-effective services.



## Diverse customer base:

- The company serves diverse customers, including businesses, banks, public sector entities, and multinational companies across sectors like BFSI, hospitality, education, and logistics.
- Its ability to offer customized solutions strengthens customer relationships, reduces reliance on any single segment, and supports client retention and acquisition through quality service delivery.

## Optimum combination of Human Resource pool:

- The company considers its employees as key assets and has built a strong talent pool through extensive manpower sourcing and training. Standardized recruitment, training, and quality systems enable scalable operations and high-quality service delivery.
- Its skilled and integrity-driven workforce supports a diverse service portfolio and helps meet the evolving needs of its clients.

## ISO Certification:

- The company is ISO 14001, 27001, 45001, and 9001 certified, reflecting its commitment to quality, operational excellence, and reliability in security and facility management services.



## Expanding Across Customer Segments:

The Company plans to grow by leveraging private sector expansion, government outsourcing, and rising middle-class incomes. It aims to expand security, e-surveillance, and facility management services across government, residential, and nationwide networks.



## Continuous training and skills upgradation and retain talented employees:

The Company recognizes employees as its key strength and focuses on continuous training and skill development aligned with industry standards. It emphasizes health, safety, and well-being, while offering programs for career growth. By improving the work environment, the Company aims to retain talented employees and reduce attrition to support future expansion.



## Technology drives the Company's efficiency and customer focus:

The Company aims to enhance productivity and customer satisfaction by upgrading technology across training, operations, sales, and management. It focuses on integrating operational and financial systems for better efficiency and performance tracking, while developing tech-driven initiatives to diversify services and support future growth.



## Increase geographical presence:

The Company aims to expand its geographical presence across high-potential regions in India, strengthening its service network and client base to drive revenue growth.



## To continue focus on providing Quality Services:

The Company remains focused on delivering high-quality, cost-effective services to maximize customer satisfaction. Standard operating procedures ensure consistent and timely service, while leveraging employee skills helps strengthen service delivery, boost sales, and enhance customer retention.



## Leverage and enhance our market skills and goodwill in the market:

The Company seeks to leverage its marketing strengths and established relationships to enhance customer satisfaction and retention. By ensuring timely execution of contracts and maintaining strong client relationships. The Company aims to expand its customer base and capitalize on its market goodwill while exploring new avenues for sustainable growth.

A photograph of an ATM with a person's arm in a blue denim jacket reaching towards the keypad. A large white shield with an orange border is overlaid on the center of the image. The text 'ISSUE OVERVIEW' is written in bold orange letters on the shield.

# **ISSUE OVERVIEW**

# Issue Details



**Issue Opening**

Wednesday, 29 October, 2025

**Issue Closing**

Friday, 31 October, 2025

**Total Issue**

Up To 30,00,000 Equity Shares

**Face Value**

₹ 10/- Each

**IPO Size**

₹ 30.60 Crore

**Issue Price**

₹ 102.00 Per Equity Share

**Lot Size**

1,200 Equity Share

**Listing On**

BSE SME

**Lead Manager**

Sun Capital Advisory Services Private Limited

**Registrar To The Issue**

MUFG Intime India Private Limited

# Shareholding Pattern



## Pre Issue Holding

### Promoter & Promoter Group

66,40,800 Equity Shares

94.32%

### Public

3,99,200 Equity Shares

5.67%

## Post Issue Holding

### Promoter & Promoter Group

66,40,800 Equity Shares

66.14 %

### Public

33,99,200 Equity Shares

33.86 %

# Issue structure



**NII**

Up To 14,24,400 Equity Shares

**RII**

Up To 14,25,600 Equity Shares

**Market Maker**

Up To 1,50,000 Equity Shares

**Pre Issue Equity Shares**

70,40,000 Equity Shares

**Post Issue Equity Shares**

1,00,40,000 Equity Shares

**Post Issue Implied Market Cap**

₹ 102.40 Crore

# Objects Of The Issue



## Issue Proceeds

Particulars	₹ In Lakhs
Gross Proceeds From The Issue (At Upper Band)	Up To 3,060.00
Less: Issue Related Expenses	485.00
<b>Net Proceeds Of The Issue To The Company</b>	<b>2,575.00</b>

## Utilization Of The Net Proceeds

Repayment / pre-payment, in full or part, of certain borrowings availed by our Company	Up To 475.00
Repayment / pre-payment, in full or part, of certain borrowings availed by our wholly owned subsidiary (by providing loans and advances by the Company)	Up To 350.00
Funding Working Capital requirements of our Company	Up To 1,300.00
General Corporate Purposes	Up To 450.00
<b>Total</b>	<b>2,575.00</b>

# Thank You



## **SAFECURE SERVICES LIMITED**

5, Fifth Floor, Building No. 6, Old S No. 9, 12, 14 (PT) News No. 62, 66, 69,  
Opp. Pleasant Park, Mira Bhaynder Road, Behind Jhankar - 6, Mira  
Road (East), Thane 401 107, Maharashtra, India.

**Phone:** +91 99678 81047

**Email:** [secretarial@safecure.in](mailto:secretarial@safecure.in)

**Website:** [www.safecure.in](http://www.safecure.in)



## **Sun Capital Advisory Services Private Limited**

Sun Capital Advisory Services (P) Ltd.  
302, 3rd Floor, Kumar Plaza, Near Kalina Market, Kalina  
Kurla Road, Santacruz East, Mumbai, Maharashtra, 400029

**Phone:** 91 22 6178 6000

**Email:** [mb@suncapital.co.in](mailto:mb@suncapital.co.in)

**Website:** [www.suncapitalservices.co.in/index.php](http://www.suncapitalservices.co.in/index.php)



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