

MaxSec Group Limited (ASX:MSP)

Leading edge access control and secure valuables logistics

Presentation
August 2017



Forward Looking Statements

Notes to Presentation

This presentation is given on behalf of MaxSec Group Limited (MSP).

Information in this presentation is for general information purposes only, and is not an offer or invitation for subscription, purchase, or recommendation of securities in MSP.

Certain statements throughout this document regarding the Company's financial position, business strategy and objectives of Company management for future operations, are forward-looking statements rather than historical or current facts.

Such forward-looking statements are based on beliefs of the Company's management as well as assumptions made by and information currently available to the Company's management. Such statements are inherently uncertain, and there can be no assurance that the underlying assumptions will prove valid.

All data presented in this document reflect the current views of the Company with respect to future events and are subject to these and other risks, uncertainties and assumptions relating to operations, results of operations, growth strategy and liquidity of the Company.

FY2017 Overview

- Growth in both secure access and logistics business units.
- Revenue up 71% Year-on-Year (“YOY”) to \$7.45 million.
- Cash receipts from customers up 56% YOY to \$7.43 million.
- EBITDA loss \$3.10 million, reflective of investment in international growth.
- No debt. Net assets \$4.813 million.
- Net cash \$1.59 million as at 30 June 2017.
- Ava has now executed service level agreements with key foundation clients who have annual international secure logistics spend in excess of \$45 million and are in advanced discussions with clients that spend in excess of \$60 million. (Ava targets a material % of this spend)



Key Financials (30 June 2017)

A\$000	FY2017	FY2016	Variance
Revenue	7,449	4,344	3,105
Expenses (incl. COGS)	11,276	5,987	5,289
EBITDA	-3,102	-1,110	-1,993
Profit / (loss) after tax	-3,435	-1,391	-2,045
Cash receipts from Customers	7,429	4,763	2,666
Gross Profit	2,786	2,687	98

Balance Sheet (30 June 2017)

A\$000	30 Jun 2017	30 Jun 2016
Cash and cash equivalents	1,587	4,968
Other assets	5,531	5,184
Total assets	7,118	10,152
Borrowings	-	-
Other liabilities	2,305	1,228
Total liabilities	2,305	1,228
Total equity	4,813	8,924

- No external non-trade debt or borrowings.

Senior Management Team



Geoffrey Cleaves, Executive Director and Group CEO has over 25 years' experience in finance & operations management within the property, media, print, manufacturing, oil & gas & investment sectors, last 20 years in senior management positions with both listed and unlisted corporations such as Stockland Group, Chase Corporation, Milton Corporation, Trafalgar Corporate Group, Australian Petroleum Fund and the Independent Print Media Group. Geoff is a professional manager and his core competencies include general management, investment, asset and funds management, treasury and finance.

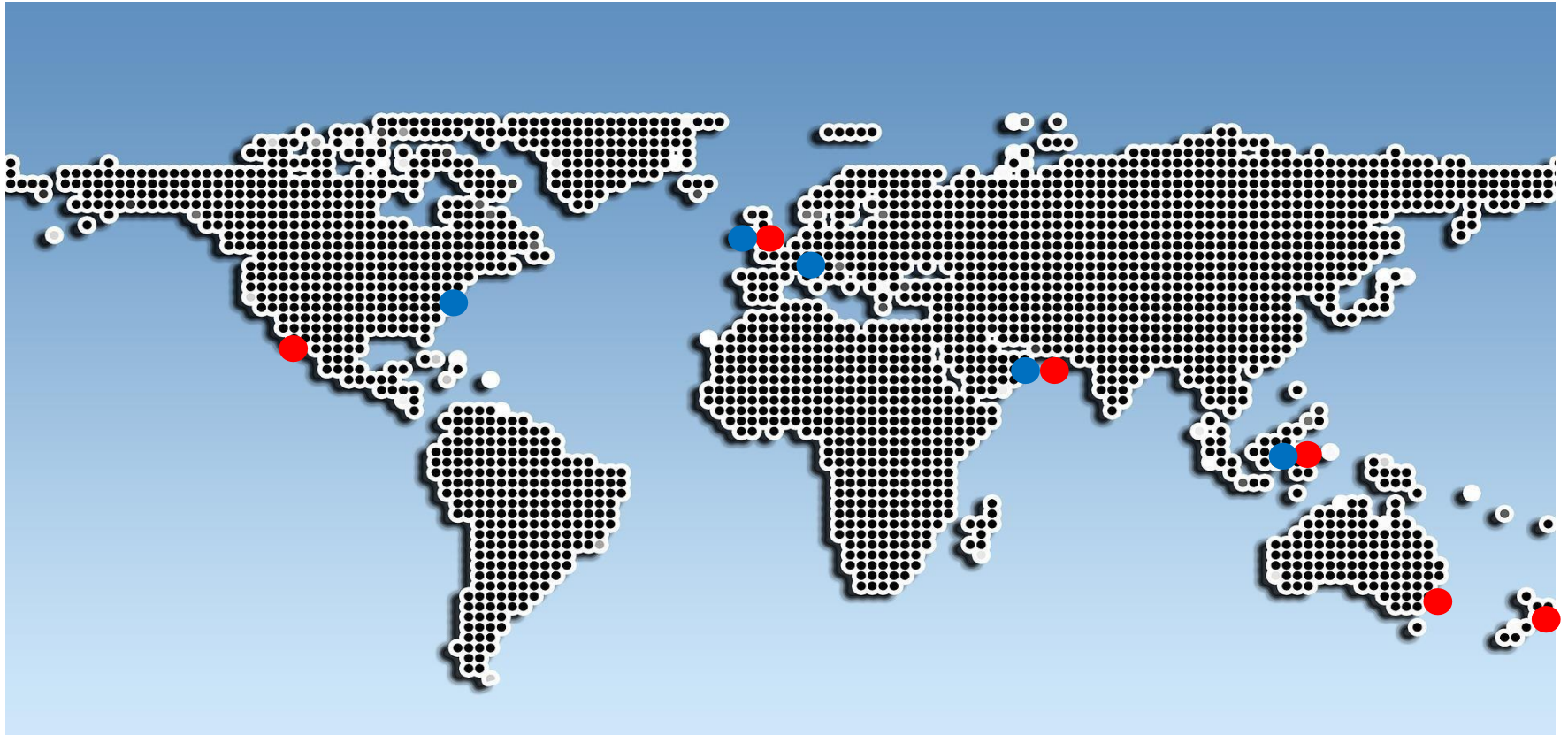


Chris Fergus, Executive Director, CEO AVA Global, SVP Strategy and Business Development. Based in Dubai, Chris is a UK national and has worked for the FTSE 100 and world's leading security services provider, G4S, for over 20 years. Joining the company as a graduate trainee in 1994, he has since worked across a number of continents, most recently as Regional Managing Director, Middle East, managing a portfolio of Security & FM joint ventures, with a total revenue in excess of USD 1bn. Chris has extensive experience of the security integration and services sectors, including the IVL sector, having previously led the global IVL division within G4S, based in both New York & London.



James Alston, CFO - international operations is a UK National with 26 years' work experience in both the professional services sector and industry. James qualified as a Chartered Accountant in 1992 with PwC, where he worked for a further 11 years, including two secondments over a 5 year period to NatWest Acquisition Finance and PwC South Africa. James spent 11 years at G4S in various roles in the UK including; Group Finance, Cash Services and Justice Services. Latterly, he worked directly with Chris Fergus as Regional Finance Director of G4S Middle East. He had direct responsibility for businesses up to \$520m revenue in the UK and in the Middle East, regional oversight of businesses with a total revenue of USD1bn. James was most recently the FD of the African Region of leading Hotels and Hospitality Group, Starwood, with 35 business units across Africa and revenues in excess of USD420m.

Expanding Global Footprint



BQT Offices



AVA Offices

BQT Solutions secure and reliable smart reader and card systems, biometric solutions, electric locking and access control products are trusted globally at over 3,500 sites in over 50 countries.

BQT Solutions has recently emerged as leader in high security access control technology and our technology is used in some of the most high security, critical applications in the world. We have now introduced a range of distribution and “off the shelf” products to provide access control security to market wide, from military and critical infrastructure right through to secure products for commercial, industrial and residential applications.

BQT Solutions’ network of offices is growing globally, with representation in the United Kingdom, United States of America, United Arab Emirates, Australia, New Zealand and Singapore.

The BQT Solutions Advantage



- A trusted, quality product range with a reputation for high security and reliability.
- A leading supplier of high security access control smart card and reader products.
- Established Portfolio of multinational blue chip clients in the higher security marketplace.
- Growing portfolio of branded distributors.
- New innovative products for emerging trends in security.
- Competitively priced higher security “out of the box” solutions.
- Flexible, agile, timely and cost effective custom and tailored access control solutions.
- Ability to supply and provide support globally.



BQT Solutions Highlights

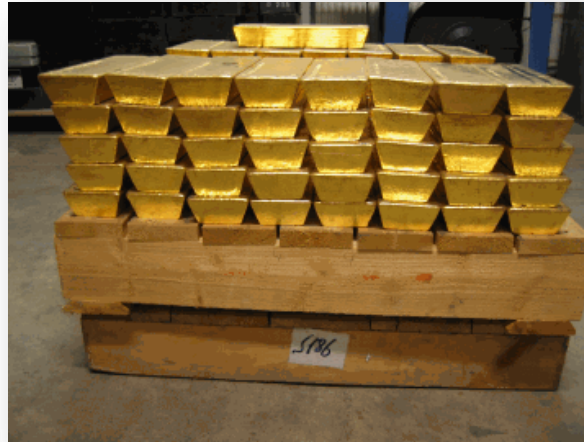


- Strong revenue growth, 26% year on year; growing domestic and international pipeline of projects.
- We have appointed a new Group Senior Sales and Marketing Executive to grow our local and overseas markets through a strategic marketing plan focusing on building on synergies between geographical markets and market channels.
- Additional Senior BDM's have been appointed for our operations in MENA region, Europe (UK) and the Americas (USA) to further develop existing market channels and develop new opportunities.
- A new range of OSDP output readers has been launched to the market to coincide with the growing number of Access Control Panel manufacturers including OSDP Comms.
- Our POE/TCPIP multi relay device is available for installation with our miPASS Access TMS system and also for future use with our miPASS Access MDC IP access system which is currently under development .
- We have developed both a new Phase Shift and Amplitude modulation reader module to provide greater migration options to our high security devices.
- BQT Solutions has launched our new miPASS Access Template Management System in several markets after successful testing.
- We have developed and launched a new managed "off-line" access control product for management of stand alone applications, miPASS Strata.

AVA Global – Business Overview



- International secure logistics of high-risk valuables
- Partner model
- Global footprint
- +150 years experience
- Blue chip client base
- Offices in Dubai, London, New York, Frankfurt and Singapore



The key sectors where Ava provides services include:

- **Precious Metals Mining** - Transportation of pre-refined precious metal from mine site to refiner. Mine sites are generally in remote locations requiring complex logistical solutions.
- **Bullion** - Transportation from refinery or secure storage location to central bank, investment bank or jewellery manufacturers.
- **Currency** - Large scale foreign currency transportation between central banks, commercial banks, wholesale bank note dealers and foreign exchange houses.
- **Security Print** - Transportation of secure paper, credit cards, tax stamps, holograms and other secure print items.

AVA – Key Highlights



- Following the recruitment of an experienced management team and the establishment of 5 global offices and an extensive network of partnerships, AVA officially commenced operations during FY2017. Ava's focus has been building relationships and revenue opportunities with key foundation clients in the precious metals, wholesale currency and security printing sectors.
- Ava has now executed service level agreements with key foundation clients who have annual international secure logistics spend in excess of \$45 million and are in advanced discussions with clients that spend in excess of \$60 million.
- Q4 FY2017 Revenues of recurring contracted business increased by 124% over Q3 FY2017, with annualised revenues in excess of \$5 million as of June 2017.
- Gross Margin for recurring contracted business (excluding insurance costs) more than doubled to 20% in H2 FY2017, and is expected to further increase as AVA revenues increase in the precious metals mining and currency sectors and with increasing economies of scale.
- Overhead has significant scalability and not expected to increase by more than 10% in FY2018, including a new MD role in Africa.
- In Q1 FY2018 we have commenced new services on behalf of a major precious metals refiner at 5 mine sites in Latin America and also on behalf of a major currency wholesaler in 4 countries in Africa. Both clients have a global and expanding footprint and Ava will continue to expand it's geographical capability in support, requiring further working capital expenditure to establish network.
- Ava's network of security partners is now well established in more than 50 countries. MaxSec's smart card reader and biometric reader business, BQT Solutions, is now in a position to market its products through these partnerships.

Global Market Growth

- The Global Access Control Market for Cards and Readers, Biometric Controllers and Management Software is expected to reach **USD10.4 billion by 2020**, growing at a CAGR of 10.6% between 2014 and 2020.¹
- The wider Electronic Access Control Systems (EACS) market is forecast to reach **USD16.3 billion by 2017**, growing at a CAGR of 7.0% from 2012 to 2017.²

‘The need for Electronic Access Controls has grown manifold in the wake of threats becoming increasingly complex.’²

The sudden civil uprisings in the Middle East and Africa are compelling the governments and enterprises to rethink of their security measures.’²

1. Marketsandmarkets.com/Pressreleases/access-control.asp (Application: Commercial, Residential, Military and Defence, Government, Industrial, Healthcare, Education) Global Forecast and Analysis to 2020.
2. Marketsandmarkets.com/Pressreleases/access-control.asp (EACS: Authentication Systems, Biometrics, Card Based, Touch Screens & Keypads, Door Contacts, Intruder Alarms & Perimeter Security) Global Forecast & Analysis to (2012 -2017).

Examples of our Customers – System Integrators

SIEMENS

Schneider
Electric

Honeywell

SECOM

 **United
Technologies**

 ***Security & Technology Services***

**Johnson
Controls** 


mitie

STANLEY
Security Solutions

 **Sielox**

Examples of our Customers - Distributors

Honeywell

NESS
Security Products

HILLSTM

seadan
security & electronics



accesshardware

LSC

locksmiths supply company

TRANS TECH
SYSTEMS
IDENTIFYING SOLUTIONS

SAT
SECURE ACCESS TECHNOLOGIES

Examples of our End Users



Contacts

Geoff Cleaves

Group CEO

ceo@bqtsolutions.com

+61 (0) 423 863 927



Chris Fergus

CEO, AVA

chris.fergus@thinkava.com

+971 (0) 56 658 8008

