



Newmark
SECURITY PLC

Newmark Security

**Helping organisations
protect human capital in
safe work spaces**

London Stock Exchange 2024

Marie-Claire Dwek, CEO
22 October 2024



Newmark helps organisations to **protect human capital** in safe spaces, with secure cloud control of your people's access, time keeping and identity data at work.

Safe.
Seamless.
Secure.





100+
specialists

5
offices

3
markets

2
brands

30+
years



Newmark
SECURITY PLC

For over 30 years,
Newmark Security has delivered
long-term stakeholder value
through products and services
in enterprise security.



Grosvenor
TECHNOLOGY



Safetell
SECURITY | MAINTENANCE



Blue-chip customers and a growing US presence through software vendors

RETAIL

Walmart
PRIMARK
ASDA
John Lewis
amazon
YOUR M&S
TESCO
Morrisons
FOOTA2YLUM
Kinder
GO OP
Argos
H&M
ChangeGroup
w:en KITCHENS
one|stop

BANKING

BANK OF ENGLAND
RBS
HSBC
nationwide
Santander
HBOS plc
TSB
Yorkshire Bank
YORKSHIRE BUILDING SOCIETY
LLOYDS BANK

INFRASTRUCTURE

bp
Shell
CLP 中電
United Utilities
Network Rail
NHS
ScottishPower
Sizewell C

EDUCATION

UNIVERSITY OF OXFORD
UNIVERSITY OF CAMBRIDGE
UNIVERSITY OF LONDON
UNIVERSITY OF LIVERPOOL
UNIVERSITY OF NOTRE DAME
MICHIGAN STATE UNIVERSITY
Brunel University London
Loughborough University
University of Salford
University of Manchester
UC DAVIS
BEDFORD COLLEGE

COMMERCIAL

Coca-Cola
ASTRAZENECA
P&G
DHL
ExxonMobil
MITSUBISHI
ROLLS ROYCE
PELTON
MORGAN
PSSi
VOGUE
Disney
EA GAMES

INSTITUTIONAL

BRITISH LIBRARY
THE ROYAL MINT
ROYAL ALBERT HALL
National Museums Liverpool
British Land
RNIB
ENGLISH HERITAGE

DEFENCE & GOVERNMENT

BAE SYSTEMS
LEONARDO
QinetiQ
NORTHROP GRUMMAN
LFB
METROPOLITAN POLICE
GREATER MANCHESTER POLICE
Devon & Cornwall Police
Ministry of Defence
HM Prison & Probation Service
Department for Work & Pensions
defra

LEISURE & SPORT

Everton
NEWCASTLE UNITED
AFC WIMBLEDON
BRIGHTON & HOVE ALBION
SURREY COUNTY CRICKET CLUB
BRENTFORD FOOTBALL CLUB

SOFTWARE VENDORS

protime
Paycor
Quinyx
workforce SOFTWARE
Asure
QGenda
Synerion
access
zellis
Insperty
MHR
iSolved
DELPHIA CONSULTING
bambooHR
attendance ON DEMAND

2024 full-year group revenue grew once again, increasing by 10% to £22.3m driven by another strong performance across both divisions

2024 Revenue
Full-Year

£22.3m

+10% (2023: £20.3m)

People & Data Management
Division

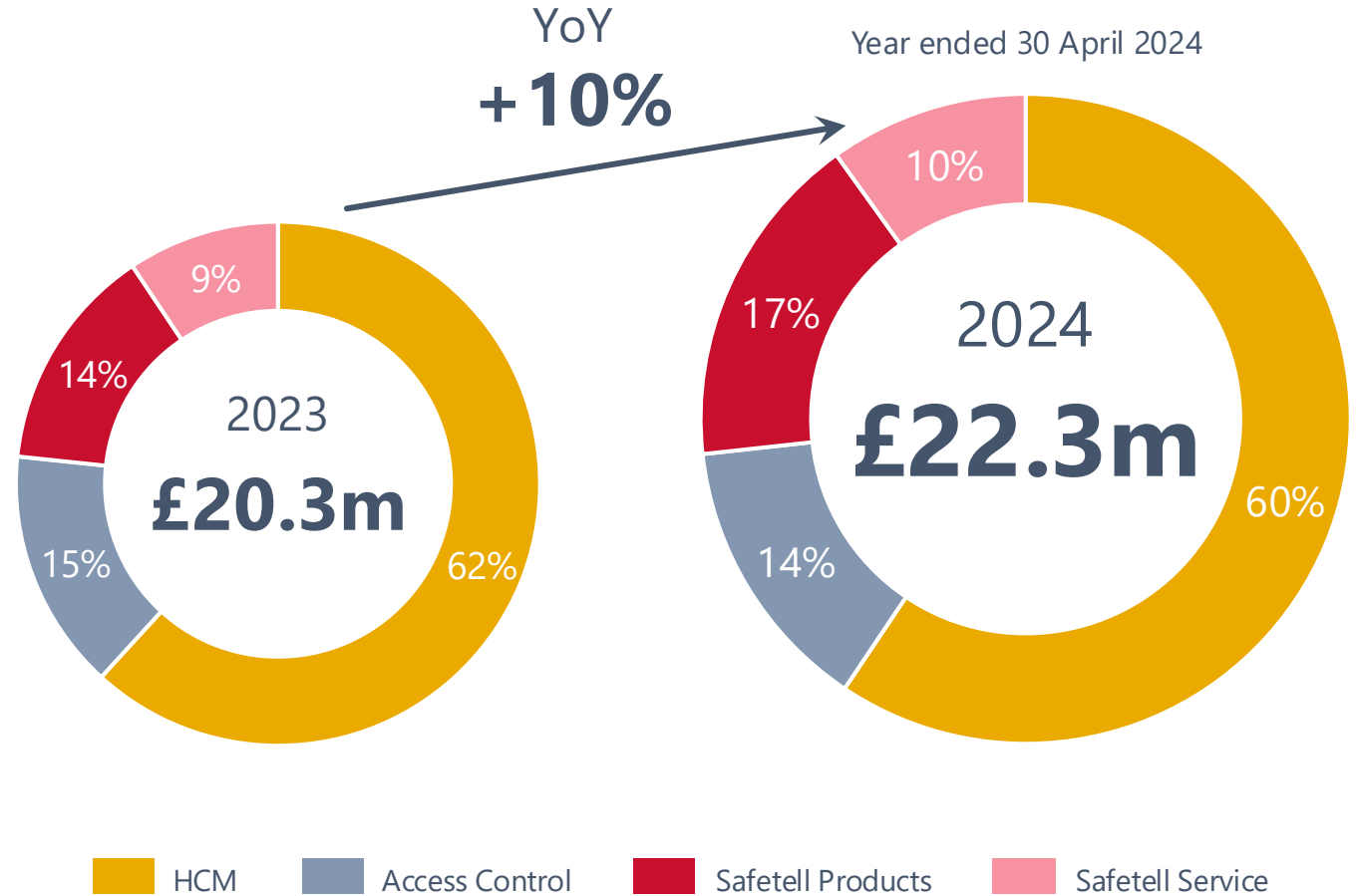
£16.5m

+6% (2023: £15.6m)

Physical Security Solutions
Division

£5.8m

+23% (2023: £4.7m)





Gross profit increased by 12% to £8.6 million at a margin of 38.5%, with 28% growth in HCM annual recurring revenues

Year ended 30 April 2024

Revenue

£22.3m

+10% (2023: £20.3m)

Gross Profit Margin

38.5%

+0.9% pts (2023: 37.6%)

EBITDA

£2.2m

+50% (2023: £1.5m)

Operating Profit

£0.8m

(2023: £0.3m)

Profit After Tax

£0.1m

(2023: £0.4m)

Earnings Per Share

1.4p

(2023: 3.8 pence)

Investment in Research & Development

£0.4m

(2023: £0.5m)

Bank net debt

£2.0m

(2023: £3.3m)

Annual Recurring Revenue
from HCM SaaS & ClaaS

£2.9m

+28% (2023: £2.1m)

“The positive momentum of FY23 continued throughout FY24 with numerous gains across both the People & Data Management and Physical Security divisions ...

... This is testament to the disciplined execution of precise strategies being implemented to drive customer acquisition, growth in recurring revenues and enhanced customer service.”



OPERATIONAL HIGHLIGHTS

People & Data

Division

Grosvenor Technology is a market leader in Human Capital Management and Access Control solutions – with more than 30 years of innovative engineering experience.

**/ Time Clock
Control**

**/ Access
Control**

**/ Identity Data
Control**

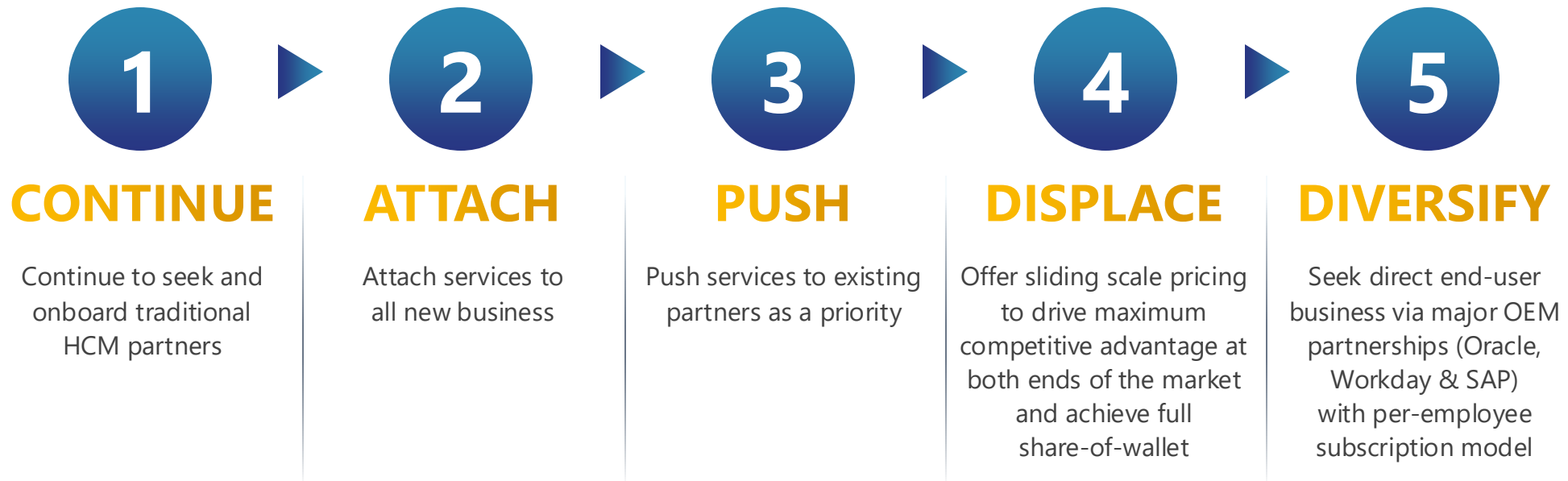




Five-Pillar Growth Strategy

CONSISTENT STRATEGY OF DRIVING RECURRING REVENUE

Seek opportunities to drive recurring revenue by attaching services to all partnerships, existing and new, leveraging this advantage to win greater share-of-wallet, and exploring direct end-user marketplaces





Grosvenor
TECHNOLOGY

GT CONNECT

**Data & Device
Management
Made Simple**

Cloud Platform



**Remote Device
Management**



**Identity
Management**



**System
Management**



**Data
Management**



**Remote Device
Diagnostics**



**Technical
Support**

Simple, Unified Control

Harnesses the power and protection of the cloud to provide a simplified ecosystem that not only streamlines your data and device management but also ensures compliance with data and privacy regulations.





Access Control

The next generation

We design and make class-leading **access hardware** that scales and extends with ease and delivers much more than just 'Access Control'

Rapid transition to our newest products:



Fast portfolio migration

Fast transition from Legacy Janus & Sateon systems fully balanced by rapid growth of Janus C4, increasing by 20%

Janus C4 Ultra (in development)

Advanced hybrid cloud product with exciting new features including mobile app access and connecting a variety of other functions such as fire & muster and intercom services

Solid pipeline for 2025+

Good flow of qualified opportunities targeted for conversion in 2025 and beyond





OPERATIONAL HIGHLIGHTS

Physical Security

Division

Safetell has been providing innovative physical security solutions for over 25 years. Products and services range from asset protection solutions to counter-terror deployments.

**/ Auto-doors
& Entrances**

**/ Screens
& Counters**

**/ Building Security
& Asset Protection**





Disciplined execution

23% revenue growth

Continued strategic focus on **creating safe spaces** for employees and colleagues – where overall demand is strong and growing



DOOR SERVICES

Building recurring revenues in **door services** with improved capability and capacity, achieving growth of **51%**, with expanding national estate that includes servicing 320 train stations

ENTRANCE CONTROL

New supplier for **entrance control** increased competitive advantage helping us achieve sales order growth of **74%** with wins in construction services and direct to end-users



PROJECTS

Significant **projects** in blue light, healthcare and national infrastructure markets, building **high profile customer references** with substantial opportunities to grow further in 2025

SCREENS & COUNTERS

Great performance in retail for with rollout of **security screens** for the UK's largest supermarket, plus initiating work for another major supermarket chain



Pipeline now at 2X revenue (>£12m)



Key business highlights show our growth strategy continues to perform and is sustainable.

- **Growing revenues and profits** resulted from disciplined execution of a proven growth strategy. We have now extended and upgraded this by approving a new five-year strategic plan
- **Human Capital Management (HCM)** added important new partnerships, matching last year's growth and increasing annual recurring subscriptions by 28%
- **GT Connect** enabled services to be attached to all devices enabling impressive share-of-wallet expansion and ease of adoption across all HCM partners
- **Access Control** successfully balanced transition to new products with 20% growth of Janus C4
- **Safetell** accelerated its upward trajectory with an impressive 23% growth, building momentum with an enhanced range of products, capacity and an even larger pipeline for 2025
- **Newmark will continue to focus on accelerating growth by increasing recurring revenues, leveraging AI and enhancing its market share as a trusted provider of enterprise-ready security solutions**

SHARE PRICE

LON:NWT **87.50 GBX**

Correct at 12:40 17 Oct 2024

With the **right strategy**, the **right team** and **disciplined orchestration**, we continue to execute our plan with great success, energised by our customers and partners, and optimistic for our future focused on the many growth opportunities ahead.



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