



INVESTOR PRESENTATION

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COMPANY OVERVIEW

Reliable 
Data Services Ltd.

ABOUT US

Reliable Data Services was incorporated in 2001 and is primarily engaged in providing customized services to various banks, financial institutions and other manufacturing industries in the field of management services, transaction processing services, human resources services and other allied services. The company floated by a group of professionals having the business interest in IT-enabled services which includes web-enabled services, remote services and covers the entire range of operations which exploit information technology for improving the efficiency of an organization along with debt management services, collection from corporate clients, reconciliation, follow up and customized MIS.

Last one year has been very eventful for the company, and the company got listed on NSE Emerge platform. The response from the market was overwhelming as the IPO was oversubscribed by circa 44 times.

With a network of more than
300 locations and **2500**
feet on street we are well
equipped to serve our customers



BRIEF PROFILE OF PROMOTER



Mr. Sanjay Kumar Pathak, Chairman cum Managing Director

Mr. Sanjay Kumar, aged 47 years is the chairman and managing director of the company. He holds a bachelor degree in commerce and is a qualified chartered accountant.



Mr. Rakesh Jha, Whole Time Director

Mr. Rakesh Jha, aged 43 years is the whole time director of the company. He holds a bachelor degree in commerce from the University of Allahabad. He has more than 20 years of experience under his belt and is presently looking after the eastern India operation of the company.



Mr. Sandeep Kumar Jha, Whole Time Director

Mr. Sandeep Kumar, Jha aged 46 years is the whole time director of the Company. He holds a bachelor degree in commerce from the University of Allahabad. He is presently looking after the financial and technical matters of the company.

BRIEF PROFILE OF PROMOTER



**Mr. Sunil Kumar Rai,
Whole Time Director**

Mr. Sunil Kumar Rai, aged 46 years is the whole time director of the Company. He holds a bachelor degree in commerce from the University of Allahabad and has nearly 22 years of experience in the industry. Presently, he heads the western India operations of the company.



Mr. Anil Kumar Jha

Mr. Anil Kumar Jha, aged 53 years is Whole Time Director of the company. He holds a masters degree in Commerce. He has the expertise of more than 16 years in the industry and is currently in charge of the northern India operations of the company.

LOCATION



REGISTERED OFFICE

Reliable Data Services Limited GF-22,
Hans Bhawan, 1, Bahadur Shah Zafar
Marg, ITO, New Delhi East Delhi,
Delhi- 110002, India



CORPORATE OFFICE

Reliable Data Services Limited C-
69, Sector-2, Noida, Uttar Pradesh (NCR)
– 201301, India.

OUR SERVICES

Transaction Processing Services like Image based Processing, Credit Card processing Document Management Services Bulk cheque processing. Back office support for Bank clearances and to Expedite remittances, Follow-up with correspondent banks to expedite the early clearance of cheques, Clearing services/Cheque processing services, Banking Transaction Processing Services, Payment Banks and many more.

Human Resource Services like Recruitment solutions including placement services, Payroll Processing, Outsourcing solutions related to Manpower, Basic training facility to Candidates, Management Compensation Planning, Bulk Return Filing, Provident fund and ESI related services.



Management Services like MIS and System Review, Process review and Restructuring, Due diligence Reviews, Financial projections and Modeling, Business Consulting Services, Project feasibility Studies, Process review and restructuring And Budgetary control, Fund management and costing.

Other Allied Services like Merchant Servicing. Management of "DROP BOXES" and complete process of collections including MIS Reporting, Delivery and tracking of documents/bills to customers. Total mail management, Verification of the details of the prospective customers on behalf of clients, Management of Authorizations Centres, Data processing, reconciliations and its management as per the needs of customers, Digitization of records with high quality scanning and many more.

SERVICE PROCESS FLOW

Understanding The
Need Of The Client

Pilot Projects

Documentation
With Client

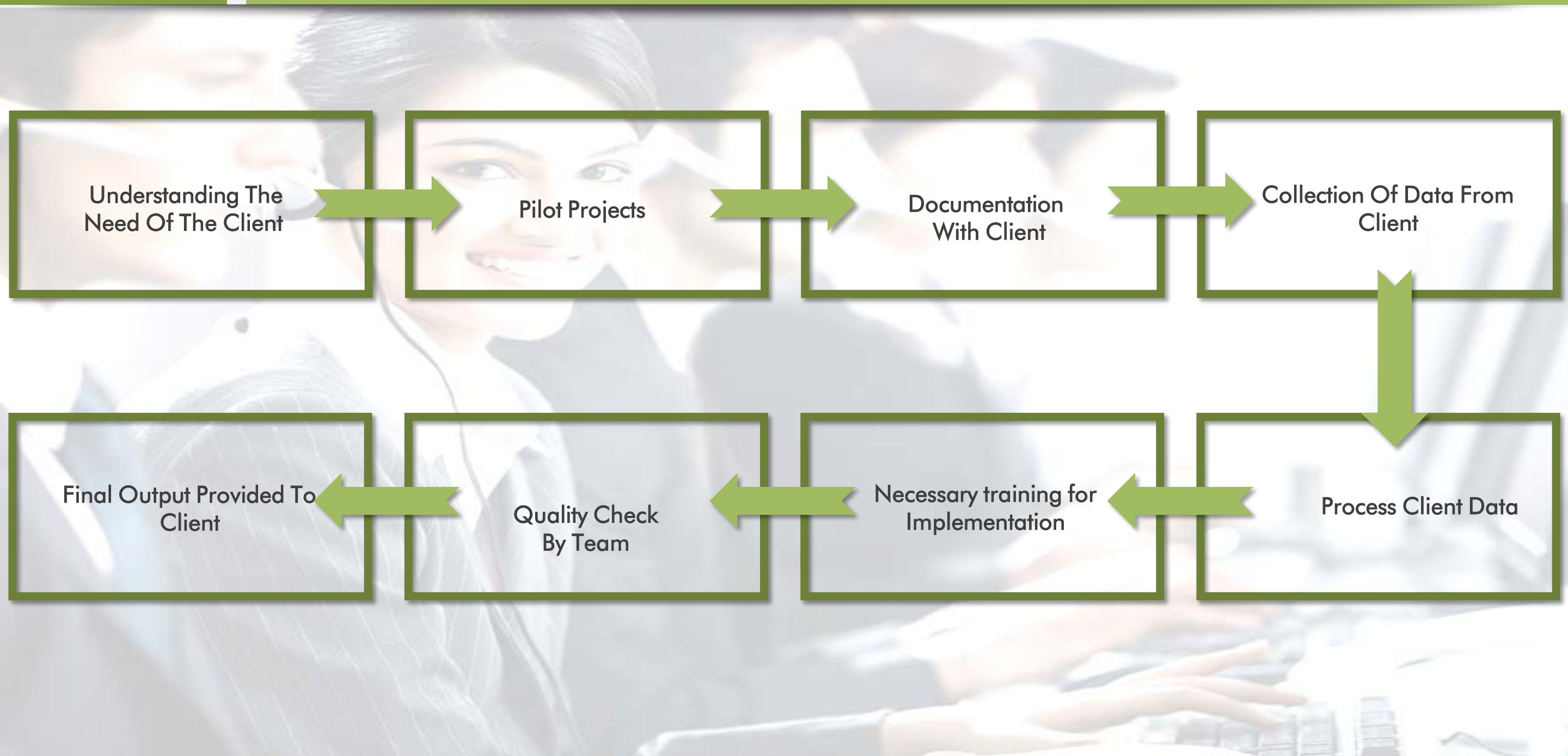
Collection Of Data From
Client

Final Output Provided To
Client

Quality Check
By Team

Necessary training for
Implementation

Process Client Data



OUR CLIENTS

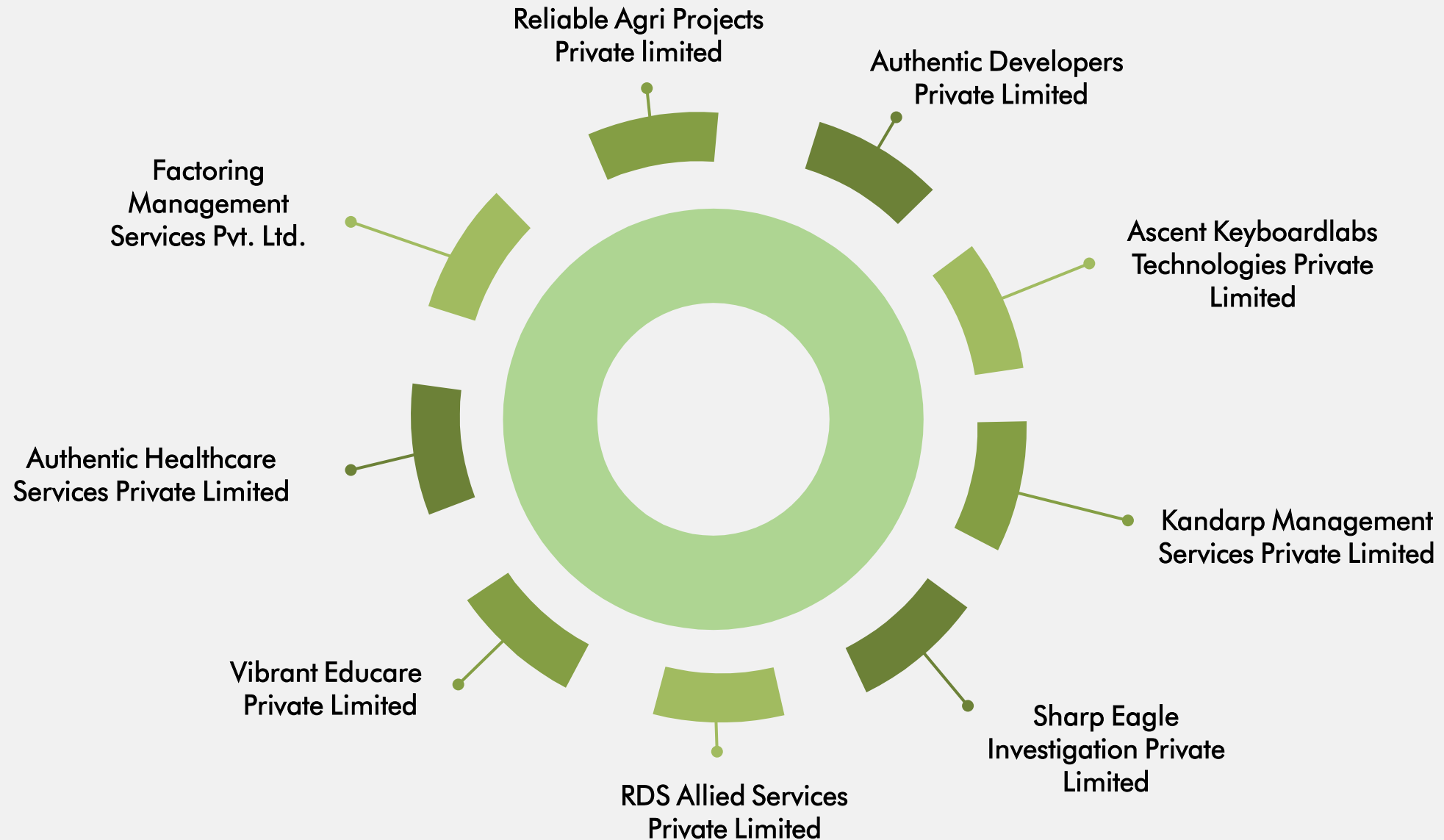


OUR CLIENTS



OUR SUBSIDIARIES

Our Company has the following subsidiaries:



SWOT ANALYSIS

S

Strengths

- Dedicated team of professionals providing quality services
- 2500 feet on street
- Cordial relationship with existing customers
- Ability to control cost
- Strong branch network which spreads over 300 locations and territorial expansion of existing business

W

Weaknesses

- Stringent rules and regulations of the clients and rigid audit controls leave no room for flexibility in operations.
- Low bargaining power with customers

O

Opportunities

- Enormous growth potential in the sector. The market is expected to grow at the rate of 18% in the coming years.
- The sector is highly fragmented but the trend is changing, and the organized sector is gaining more traction.
- Integration is one of the emerging trends in the sector. The possibility of providing support services along with the primary service is on the rise.


T

Threats


- There exists heightened competition from other national and international players in the industry.
- Change in government policies.

COMPETITIVE ADVANTAGES

Reliable Data



No. 1 company for CMS related services in India by reach and revenue




Listed on NSE-SME platform




In the top 3 vendors by business volume for all significant banks


Kandarp



First to successfully launch PDS based technology in credit support services




100% technology based operations with first to introduce android applications for credit support services




Cloud based server & PDA backed field operators

COMPETITIVE ADVANTAGES

Sharp Eagle



No.1 Investigative agency for banking and life insurance in north India




Awarded with best investigation service provider in claims by Birla Sunlife insurance




Awarded outstanding performance & lasting contribution by Axis bank


Authentic Healthcare



No.1 company for mass policy audit in India



First Indian company to use GPS based investigation software



First Indian company to serve as advisory for foreign reinsurance company



INDUSTRY OVERVIEW

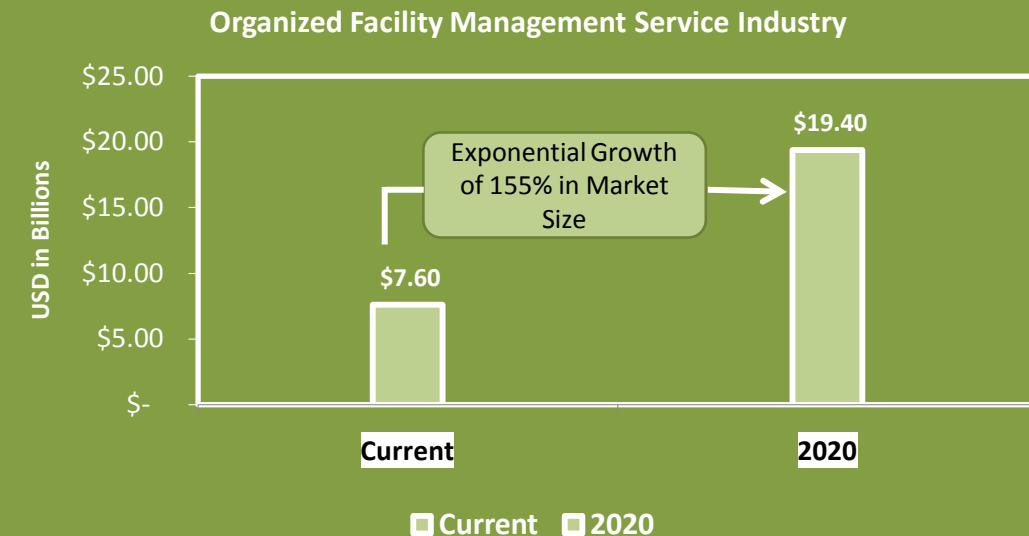
Reliable 
Data Services Ltd.

INDUSTRY OVERVIEW



- Analysts have predicted that the facility management services market in India will witness exponential growth during the period 2018-2022 and will register a CAGR of almost 18% by 2022 ^[1].

- The organized facility management service industry in India is pegged to become USD 19.4 billion by 2020 from the current levels of USD 7.6 billion^[2].



INDUSTRY OVERVIEW

As per the report's finding, more than 60 percent of these services are performed in-house, but this trend is changing rapidly.

The corporate sector, especially **IT/ITES, BPO/KPO** and banking and finance sectors are rapidly inclining towards outsourcing the services.

Research also found out that, currently **80 percent** of the services offered are on a sub-contractual basis, but the tide will shift towards integrated facility management as organized players are entering the market.

Industry-wise, the **IT/ITES/BFSI** sectors, are inclining towards FM services and constitute for more than 21% of the revenue generated.

The future of the industry is bright with countless opportunities and the hour of the need is to elevate the standards and norms and transform the sector into a thriving highlight of the service sector. ^[7]



INDUSTRY OVERVIEW

Factors contributing to the growth of the facility management service market in India ^[3]:

1

Growing real estate and property management market

2

Demand from IT/ITES/BPO sector

3

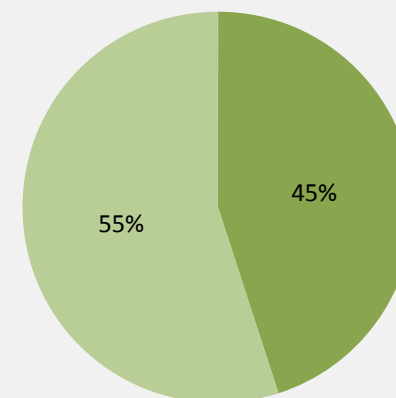
Increased adoption of outsourcing by industries

4

Building integrated systems

The facility management service sector is fully buoyant and competitive having a large number of region-specific, market specific and segment specific players as well as multinational set-ups. The industry in India has the potential of growing **Rs. 50,000 Crores annually by 2020** with 55% for soft services and 45% for hard services ^[4].

Facility Management Service Industry - Composition

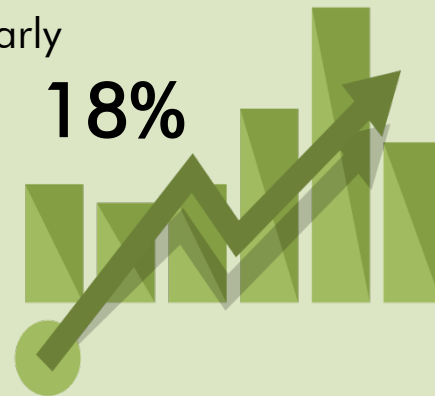


■ Hard Services ■ Soft Services



INDUSTRY OVERVIEW

The Market will be **ACCELERATING** growth at a CAGR of nearly



INCREMENTAL GROWTH

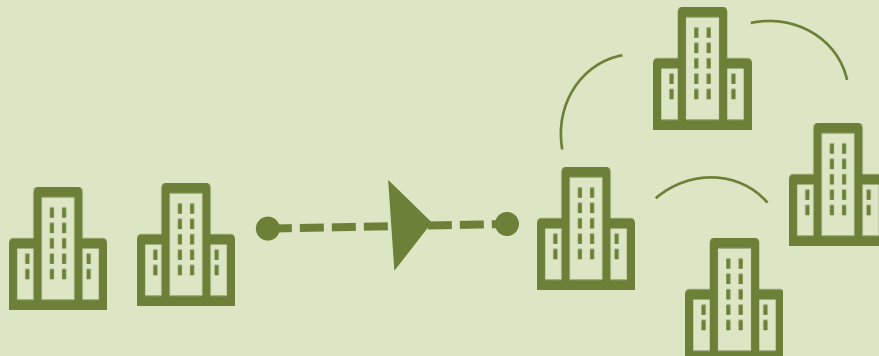
\$14,987.91 mn



The year-over-year growth rate for 2018 is estimated at



The Market is **FAIRLY FRAGMENTED** with quite a few players who occupy the market share



19%

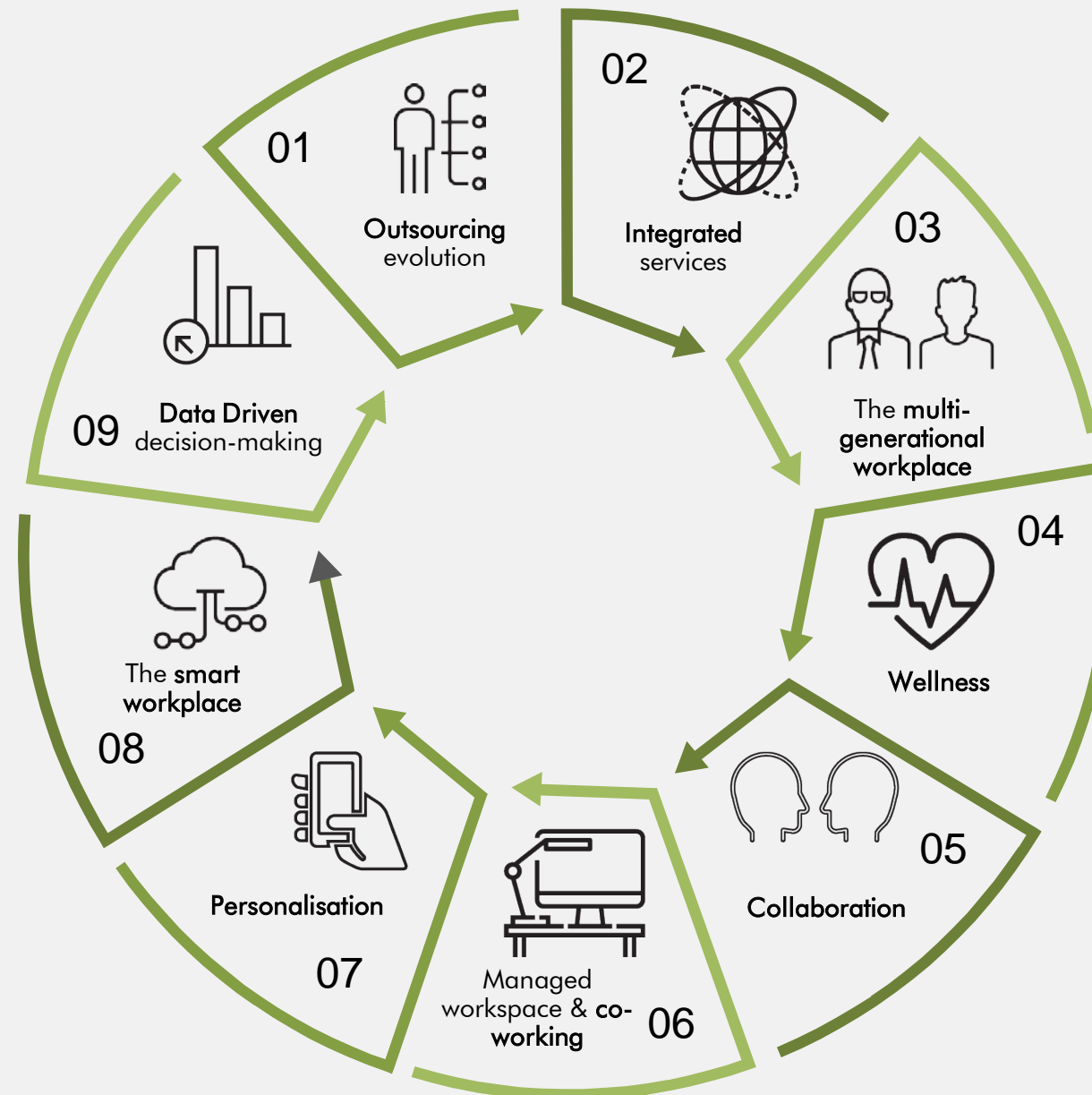
of the growth will come from the **MUMBAI AND PUNE REGION**

One of the **KEY DRIVERS** for this market will be the development of SEZs and mega food parks



TOP TRENDS IN FACILITIES MANAGEMENT

We are living in the new age of outsourcing.



COMPETITOR ANALYSIS



Aurionpro Solutions Limited – Founded in 1997

Aurionpro is a leading technology products and solutions provider that helps enterprises accelerate digital innovation, securely and efficiently. Aurionpro is recognized amongst the top 100 technology solutions providers for financial services companies. ^[5]



Airan Limited – Founded in 1990s

Airan Limited is engaged in the business of information technology and information technology-enabled services including banking transaction processing services and document management services for telecommunication companies, internet services provider, payment banks, etc. ^[6]

THE ROAD AHEAD

Major Clients and Long Term Contracts –



by Kandarp Management
Services Private Limited



by Reliable Agri Projects
Private limited



by Authentic Healthcare
Services Private Limited



by Sharp Eagle
Investigation Private
Limited

Business Expansion Plans –

1

JV to create Offline Travel
Package Sales Network.

2

Creation of holistic national
distribution network for
Pharma & FMCG companies.

3

Adding Innovative
solution under Reliable
Group with effect from
01st June 2018.

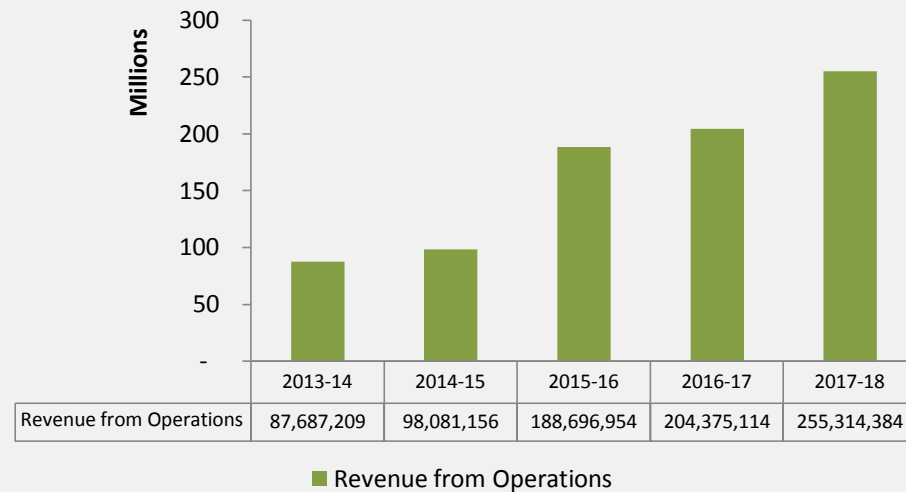


FINANCIAL OVERVIEW

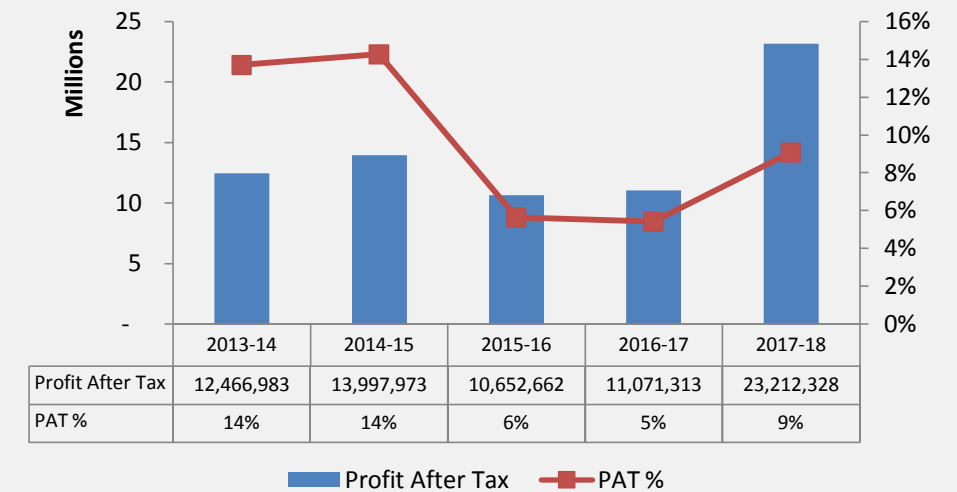
Reliable 
Data Services Ltd.

FINANCIAL PERFORMANCE - RELIABLE DATA SERVICES

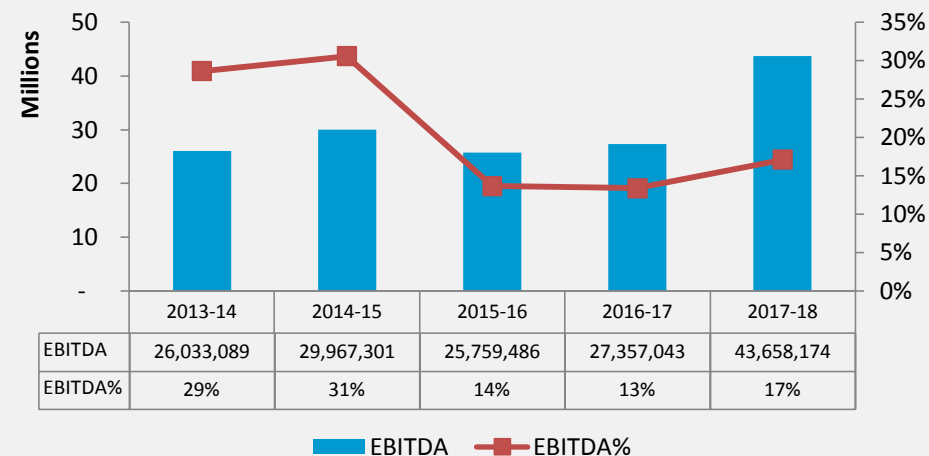
Revenue From Operations



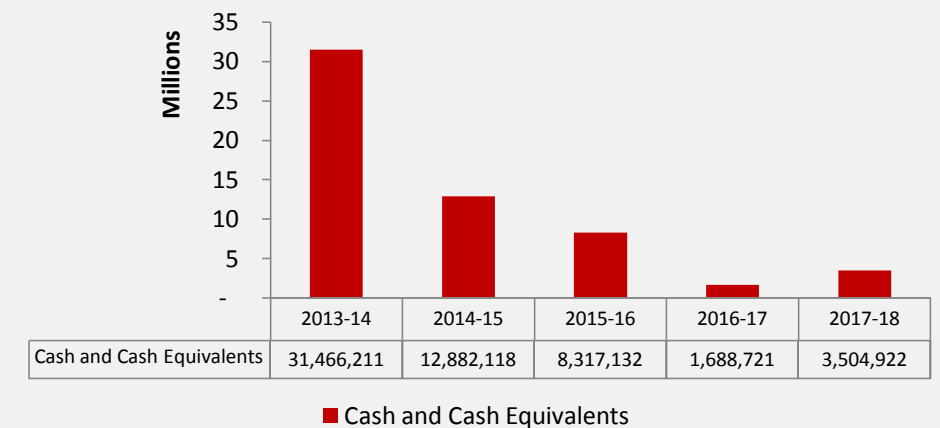
Profit After Tax



EBITDA

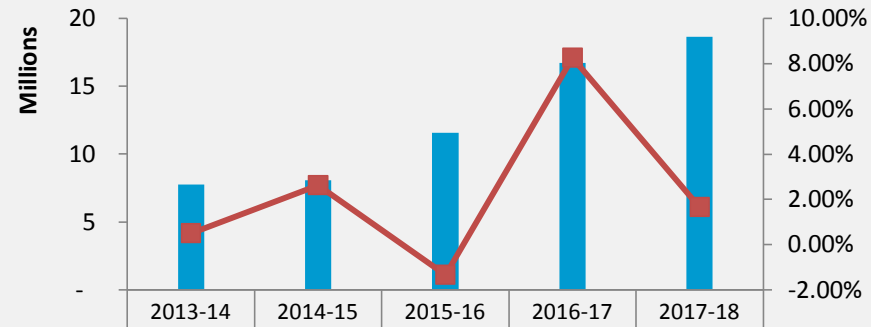


Cash and Cash Equivalents



SUBSIDIARY FINANCIAL PERFORMANCE

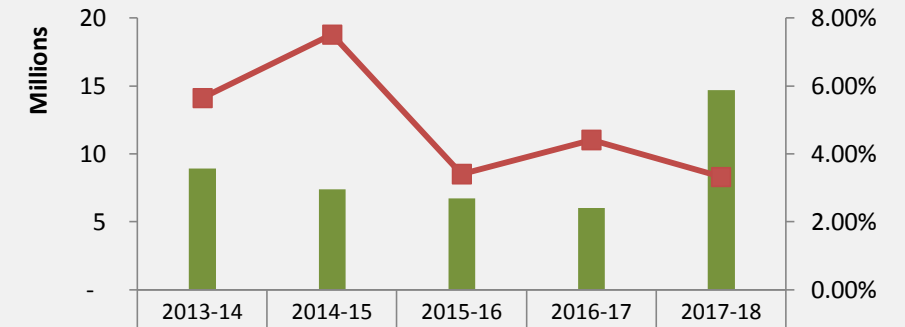
ADPL



Revenue from Operations	7,729,652	8,060,030	11,561,032	16,679,972	18,640,493
PAT %	0.51%	2.61%	-1.34%	8.25%	1.66%

Revenue from Operations PAT %

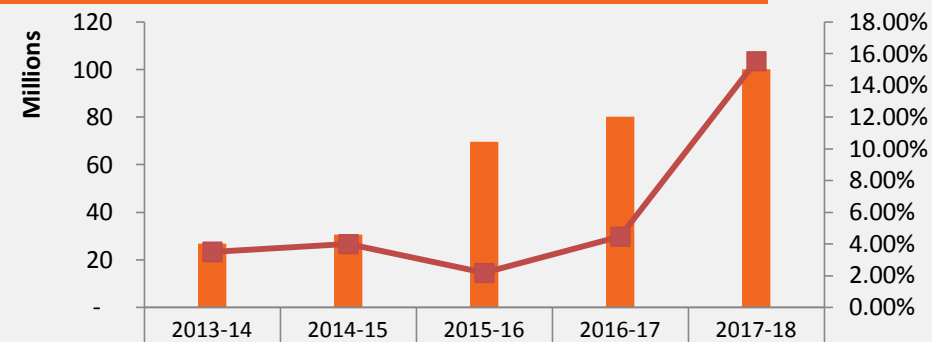
AHSPL



Revenue from Operations	8,884,125	7,381,393	6,699,875	5,984,229	14,647,618
PAT %	5.65%	7.51%	3.41%	4.41%	3.32%

Revenue from Operations PAT %

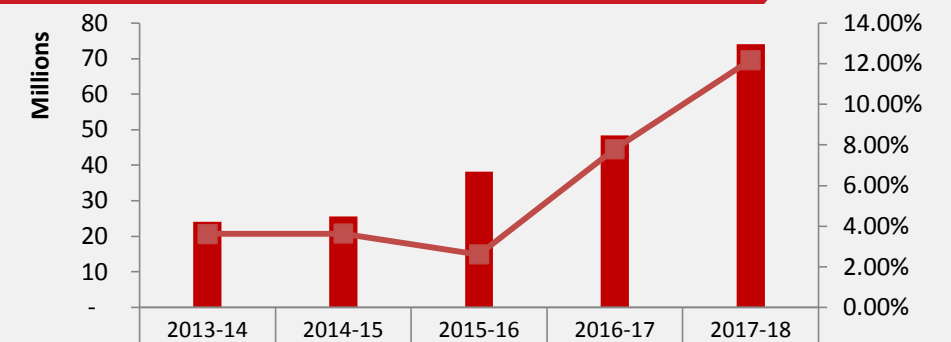
KMSPL



Revenue from Operations	26,741,604	30,532,644	69,659,460	80,170,691	100,206,337
PAT %	3.50%	3.98%	2.17%	4.47%	15.54%

Revenue from Operations PAT %

SEIPL



Revenue from Operations	24,068,573	25,516,678	38,071,653	48,264,145	73,927,418
PAT %	3.61%	3.63%	2.60%	7.79%	12.18%

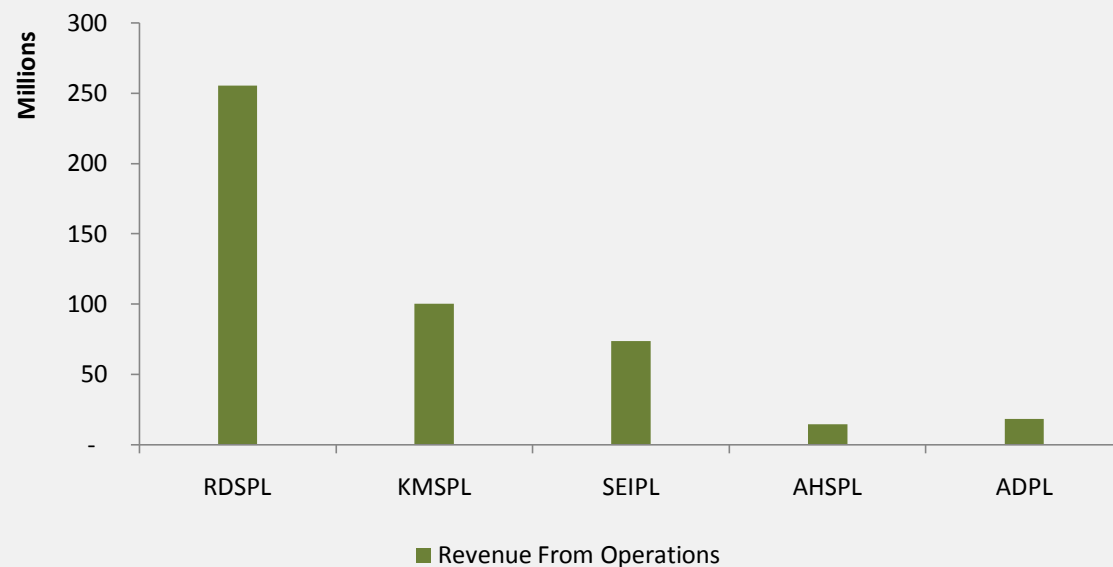
Revenue from Operations PAT %

GROUP FINANCIAL PERFORMANCE - FY 2017-18

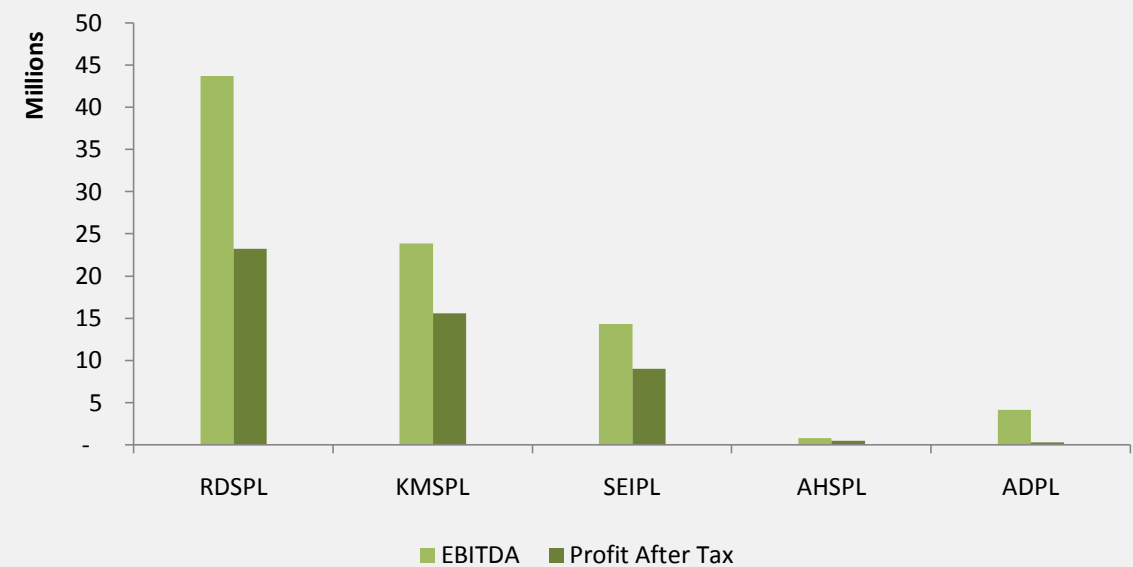
(Amount in INR)

Particulars	RDSPL	KMSPL	SEIPL	AHSPL	ADPL
Revenue From Operations	255,314,384	100,206,337	73,927,418	14,647,618	18,640,493
EBITDA	43,658,174	23,887,867	14,358,284	800,730	4,139,647
Profit After Tax	23,212,328	15,572,104	9,001,344	486,476	311,160

Group Turnover F.Y. 2017-18



Group Profitability F.Y. 2017-18



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Thank You

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