



Teaser Secure



STRICTLY PRIVATE AND CONFIDENTIAL INFORMATION

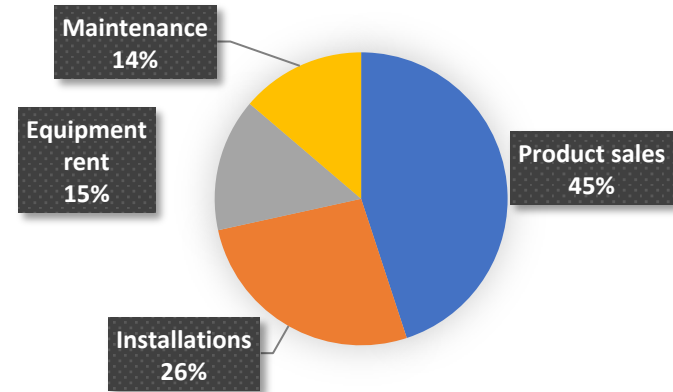


Opportunity to acquire up to 100% in a profitable growing company, specialized in the sale, rental and maintenance of security equipment in Colombia

Investment Opportunity

- The company provides security equipment to large companies.
- Authorized by the Superintendencia de Vigilancia y Control to sell security equipment.
- With sales of COP \$ 21,428 Mn, the company reached EBITDA of approximately COP \$ 6,000 Mn in 2019 (28%)
- Rental and maintenance contracts for 3 to 5 years with AAA clients
- 28% CAGR growth in the last years 2019 to 2017.
- Employees:
 - 30 administrative
 - 140-180 operative

Distribution of income



Contact Information

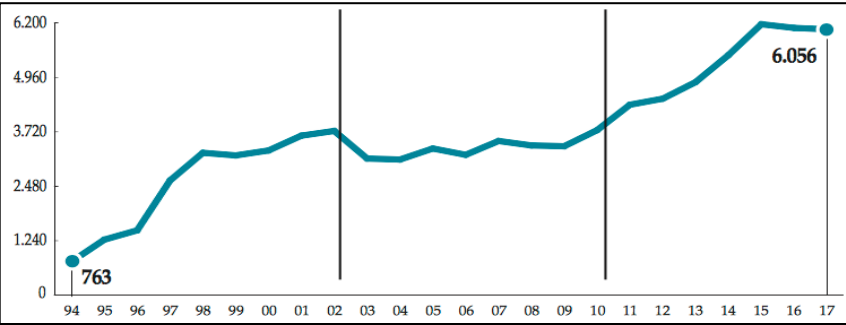
All communications regarding your potential interest in this opportunity must be directed to one of HERITAGE's representatives listed below. Under no circumstances should you contact directly or indirectly any employee, executive or affiliate from the Company or its shareholders.

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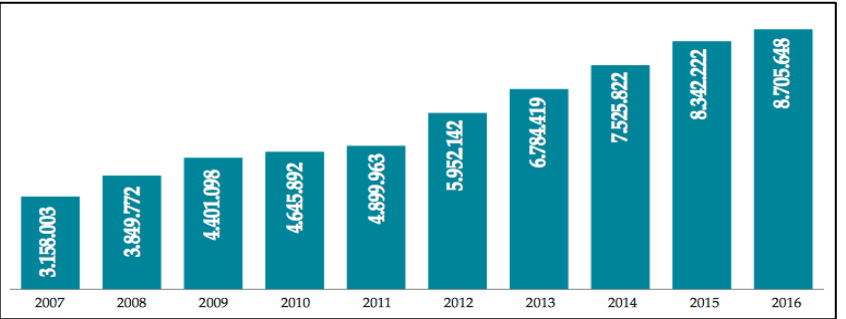


Evolution of the number of private security and surveillance services in Colombia



*Superintendencia de Vigilancia – Informe de Gestión 2017

Operational revenues of the surveillance sector



*Superintendencia de Vigilancia – Informe de Gestión 2016

Market growth

- According to the Management Report given by Superintendencia de Surveillance of Colombia for both 2016 and 2017, the private market for security and surveillance has grown steadily for the last ten years.
- The approximate CAGR since 2007 until 2016 on the operational revenues for private companies in security and surveillance sector is 12%.

Investment Highlights



Profitable business model

- Renting equipment with the direct distribution of the most recognized brands and providing customers with asset management software creates 2 competitive advantages:
 - Price
 - Difficulty to change provider
- On average it takes around one year to recover capex

Growing industry

- The management of complex security systems require specialization. More companies are hiring experts to handle the burden and minimize security risks.

Healthy financials

- Even with a strong growth, the company has healthy financials.
- Sustainable growth rate can exceed 30% yoy

Proven Record

- Over 50% of its sales in the last 5 years, belong to customers with over 9 years with the company
- New companies are asking SDS for their services

Sectores



Sector
financiero



Industria
Petrolera



Empresas
Transportadoras



Espacios
Educativos



Sector Industrial



Retail



Locales y
Oficinas

Productos y Servicios

**CCTV,
Grabación de
Video sobre IP**

**Sistemas de
Control de
Acceso**

**Alarmas,
Detección e
intrusión**

**Ciudades
Inteligentes**

**Integración de
Plataformas de
Seguridad**

**Cerraduras
Electrónicas**

**Consultoría
Especializada
en Seguridad
Electrónica**

**Ingeniería e
Innovación**

Company description



History

- The company has more than 10 years developing security systems integration solutions and has direct presence in United States, Colombia and Panama.
- The Company has developed a specialized IT team, creating unique solutions to integrate security systems, both in hardware and software.

Certifications

- ISO 9001 y Ohsas 18001
- Registro Uniforme para Contratistas RUC

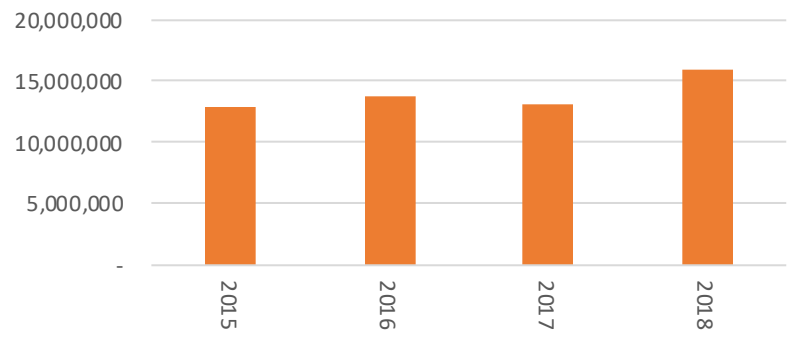


Main competitors

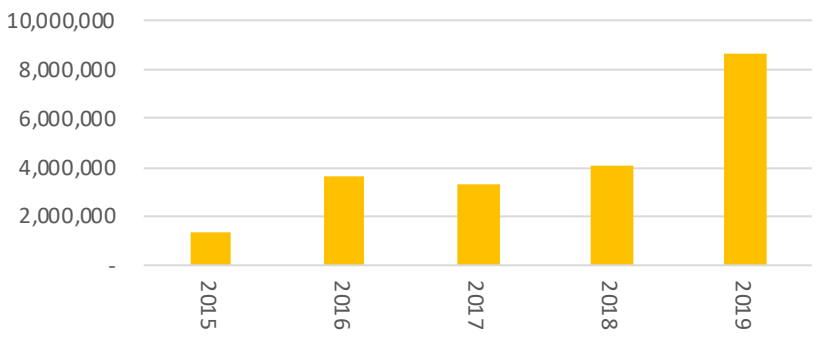
Company	Revenues 2018 (Mn)	Growth of last year	EBIT
Prosegur	COP 250,844	19,62%	15,34%
Securitas	COP 186,727	25,51%	5,14%
G4S	COP 255,226	0,68%	16,66%
Vise Ltda	COP 233,584	0,46%	15,14%

Financials

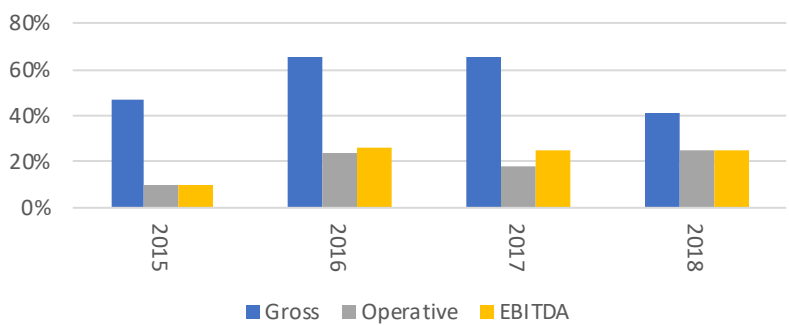
Sales (COP 000)



EBITDA (COP 000)



Margins



Summary

- Since 2015 until 2017, the company had a CAGR of 7,45%.
- The expected income for 2019 is COP 29.000 Mn, meaning an approximate growth of 43,4%.
- EBITDA margin has increased in recent years, having better results than its competitors in the market.



**Banca de Inversión
Boutique**

**Resultados rápidos y
confiables**

**Background
Académico**

Hacemos la tarea

**Profunda Experiencia
en el mercado**

**Soluciones sencillas a
situaciones complejas**

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