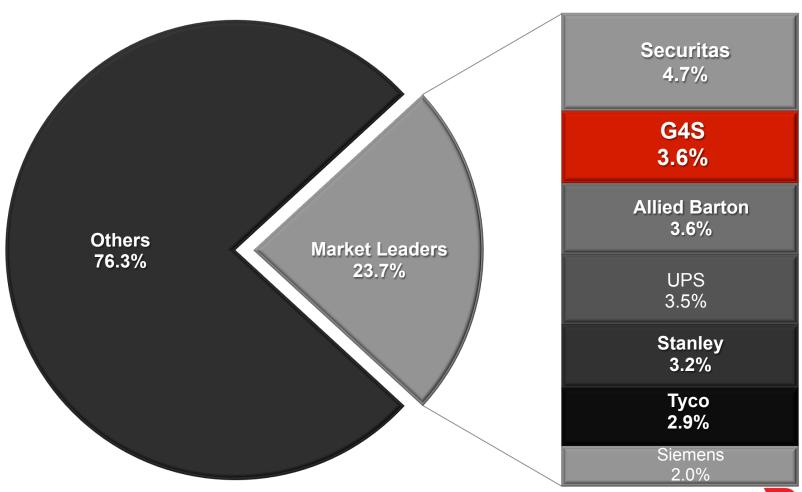
# G4S North America & Technology

Brian McCabe
Chief Innovation & Technology Officer

September 10, 2015



# NA Commercial Security Market Share



Securing Your World



### **G4S North America**



#### **Key facts:**

- Principal operations in US (89% of revenue) and Canada (11% of revenue)
- Top three manned security provider (largest service line)
- Top three access control/identity management company
- Top ten security technology integrator
- Top two juvenile justice provider
- Leading outsourced SIU for insurance industry

#### How we compete:

- Value player in the manned security market, recognized for our ability to transition and provide large scale complex services
- Close and trusted relationships with our customers
- Quality and performance across all service lines
- Provider of innovative and effective security technology integration services, particularly to critical national infrastructure



### In North America...

security officer hours

**¥**93,862,942

59,000 employees

Visitors to the g4s.us Career Center

1.8M

investigations completed

194,000

7,404

27,000 Card readers sold





Symmetry is install at every US Marine Corps base worldwide 3 MILLION miles of cable deployed

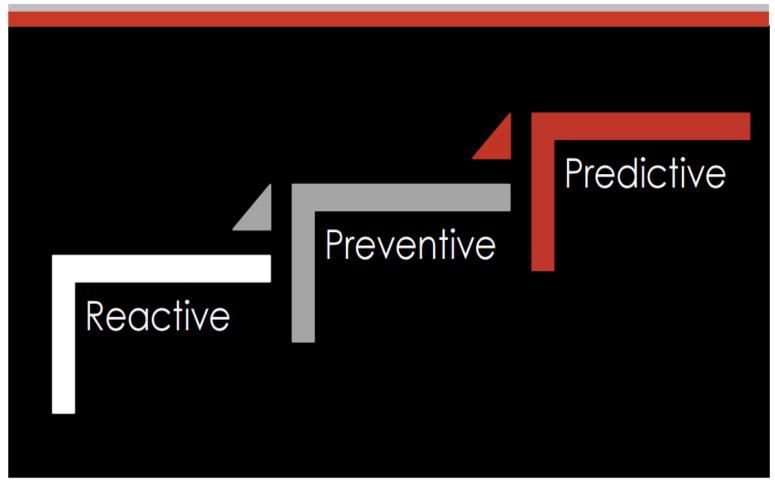


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# **Top 10 CSO Priorities 2015**

Pri	orities/Areas of Highest Concern	G4S Solution
1	Investigations	Risk & Investigations, RISK360
2	International Workforce Protection and Support	Risk Consulting and Executive Protection, Business Continuity Planning, Managed Services (GIS, RISK360, Business Analytics)
3	Workplace Violence Prevention/Active Shooter Prevention	Risk Consulting, Identity Management, Access Control, Security Officers (surveillance detection), Managed Services
4	Cyber/Information Technology	Risk Consulting, Integration, Security Officers (physical awareness), Managed Services
5	Regulatory Compliance	Identity Management, Access Control, Integration, Risk Consulting, Security Officers, Managed Services (RISK360, Business Analytics)
6	Weather/Natural Disasters	Risk Consulting, Security Officers, Managed Services (Monitoring)
7	Business Resilience (Business Continuity, Emergency Management & Disaster Recovery)	Risk Consulting, Security Officers, Access Control, Identity Management
8	Security Technology & Integration	Integration, Access Control, Identity Management, Managed Services (Monitoring, RISK360)
9	Political Unrest	Risk Consulting, Executive Protection, Risk Management, Security Officers, Managed Services (GIS)
10	Terrorism/Bomb Threats	Risk Consulting, Security Officers, Monitoring, Access Control, Identity Management, Managed Services (RISK360, Business Analytics)

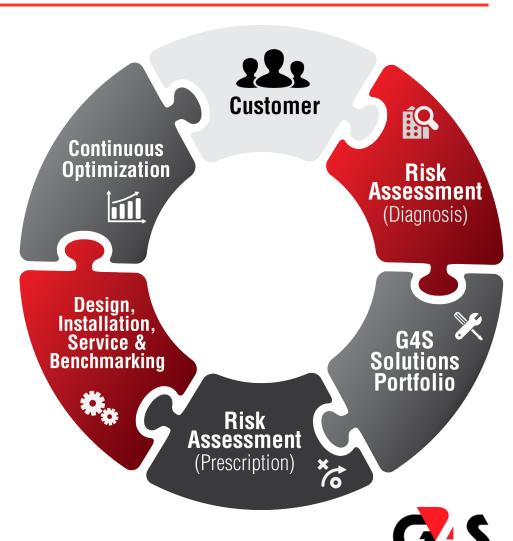
# The Changing Role of Security





# The G4S Experience

- Streamlined process for customer – ease of doing business
- Provides the customer a basis for continued investment in G4S – fosters "stickiness" and longterm relationships
- Helps customer understand our own organization
- Broadens our reach within an organization – more allies and promoters
- Provides data that allows us to become proactive rather than reactive



# **Risk Assessment Prescription**



Compliance & Investigations

Secure Solutions





RISK360™



Secure Integration





AMAG Technology



### **Vertical Approach**



Healthcare









Utilities/Petrochem

Education

Technology

Finance

Government

# **Compliance & Investigation**



Event Security

GSOC Consolidation
and Build-out

Systems Maintenance
Systems Integration



High Value Good Escort

Asset Tracking

Fraud Investigations

Hotline & Compliance Reporting

### **AMERICAS**

### **EMEA**

**ASIA** 

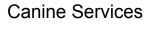
Global Emergency Response Emergency Key-holding

**Business Resilience Support** 

Journey Management

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EP/Close Protection
Corporate Investigations



Personnel Assurance





# **Secure Integration**





## **Security Officer Programs**



Custom Protection Officer®

These elite officers represent the highest standard in the contract security industry



Bank Protection
Officer

Training, appearance and performance that exceeds industry standards



Upscale Security
Officer

This specialized program designed specifically for banking centers



Lobby Ambassador

Customer service specialists for corporate lobbies and high rise office buildings

#### Additional Positions:

- Data Analysts
- GSOC Operators
- Paramedic/EMT

- Transportation Officers
- Transit Officers
- Company Police

- Receptionists
- Property Resource Officers



### **Secure Trax®**

### Compliance



Accountability



### **Performance**

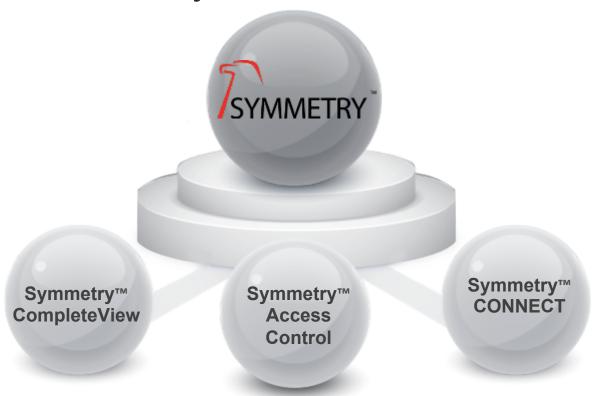


Transparency



# **AMAG Technology**

### Policy Based Platform





### RISK360™



### RISK360™

### What it is:

Software Solution, developed by G4S, providing Advanced Incident and Case Management capability for our clients.

#### Value to Customers:

Enables customers to capture real time data and information to proactively manage and mitigate security and safety risks. Can also be integrated with qualified and open-source intelligence.

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### **Retail Cash Automation**

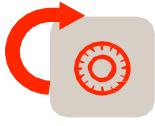


SafeConnect Plus™

#### <\$5K Daily Cash Deposit

An end-to-end remote cash deposit service providing accelerated provisional credit. G4S will provide your armored transportation service and smart safe needs.

**EASY!** 

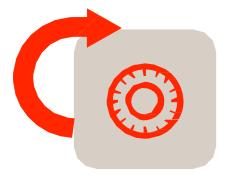


CASH360™

#### \$5K - \$10K Daily Deposit

For when you need all the functionality of a cash recycler like CASH360 but don't have enough cash or space for the larger recycler. Available with check imaging option too.

**RIGHT-SIZED!** 



CASH360™

#### >\$10K Daily Cash Deposit

We work with G4S to provide this solution for the two most expensive retail payment types: cash and check. Bank-owned cash may be used; freeing your formerly "trapped" cash which you can then use to implement this solution, pay down debt or fund capital expansion.

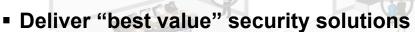
#### **REVOLUTIONARY!**













- Single point of contact for all security needs
- Global, national & local resources and expertise
- Proven leadership and account management













# **Questions?**



