

Asia Middle East



Dan Ryan
Regional CEO – Asia Middle East

G4S is the leading security provider in the Asia Middle East region with operations in 29 countries. Our largest countries by revenue are India, Saudi Arabia and Australia.

2014 highlights

+5.7%

Organic growth

\$42bn

Total security market size in 2013*

264,000

Employees

+3.9%

PBITA growth

Revenue £m			PBITA £m		
2014 ¹	2013 ²	YoY %	2014 ¹	2013 ²	YoY %
1,260	1,192	5.7%	107	103	3.9%

Revenue and organic growth in **Asia Middle East** was 6% and PBITA increased 4%, reflecting a good performance in the region. The performance on PBITA reflects only three months' contribution from the Manus Island immigration processing centre contract in 2014, compared with the full 12 months of 2013. The contract ended in March 2014.

The region benefited from new contracts in aviation, demining and risk management for international oil and gas companies in **Iraq**, electronic security systems contracts in the **UAE, Qatar** and **Guam**, and the extension of a contract with a major US motor manufacturer into **Australia** and **UAE**.

We invested in establishing a China outbound business development function in the fourth quarter, which will focus on developing business across the group with Chinese multinationals with overseas operations.

The sales pipeline is strong in areas such as care and justice services in **Australia** and **New Zealand** and a number of port security systems opportunities in the region.

We have made significant investment in sales and operational capability in the region. Country sales leaders have been recruited for most countries and a customer satisfaction programme was launched in the first quarter of 2015. In addition, organisational structures are being reviewed with the aim of streamlining regional and country overheads.

In terms of portfolio management, we have exited six businesses in the region during the year.

Asia Middle East – UAE systems

Following investment in 2014, the Middle East systems business generated nearly £50 million of new business from customers in sectors such as government, real estate and transportation.

