



**Security & Management Services (Pvt.) Limited**

**Grading Action: Maintain**

Lahore: 14-Dec-16

**Analyst**

Rehan Alam Khan  
 (+92-42-35869504)  
 rehan.alam @pacra.com  
 www.pacra.com

**Applicable Criteria and Related Research**

- Security Industry – Viewpoint | Dec 16
- Security Agency Grading Methodology

CRITICAL GRADING FACTORS	
Profile of Security Agency	Ownership & Governance Framework
Management Quality	Infrastructure Adequacy
Security Personnel Profile	Financial Stability

GRADING SCALE	
SG1	Very Strong
SG2	Strong
SG3	Good
SG4	Adequate
SG5	Weak
(+ ) may be appended to a grading (other than SG5) to elaborate relative standing	

**Disclaimer**

This press release is being transmitted for the sole purpose of dissemination through print/electronic media. The press release may be used in full or in part without changing the meaning or context thereof with due credit to PACRA.

**PACRA MAINTAINS SECURITY GRADING OF SECURITY & MANAGEMENT SERVICES**

The Pakistan Credit Rating Agency (PACRA) has maintained Security Grading of Security & Management Services (Pvt.) Limited (SMS) at "SG2" (SG two). The grading denotes SMS's *strong* ability to provide protection services as per terms of contract.

SMS is one of the largest manned guarding security company in Pakistan and part of PATHFINDER, an integrated security services Group. The company has a diversified customer base and also provides premiere guarding services to high profile and sensitive clients through dedicated resources. SMS has developed extensive infrastructure to support its operations with proper policies and procedures in place. SMS became the first and only company in Pakistan to attain ISO 18788:2015, ISO 9001: 2015 and ANSI/ASIS PSC-1:2012 certification from MSS Global UK.

Subsequent to restructuring at group level, all manned guarding business is now with SMS. The company is better placed among its peers, with regards to quality of services. The margins in manned-guarding business remain under pressure due to intense competition. The overall financial profile of the company is stressed due to losses incurred. It is critical for the company to improve its revenues and profitability by leveraging group synergies and retaining high-end contracts.

**About the Company:** SMS, incorporated in Pakistan in 1987, currently employs around 6,500 security guards. The ownership of the company remains with Mr. Ikram ul- Majeed Sehgal, who is the CEO and Chairman of the company, and his family. The extensive experience of Mr. Ikram ul-Majeed Sehgal has provided SMS a competitive advantage. Col (Retd) Ashiq Hussain Malik is the COO of the company and is supported by an experienced team.

**Pathfinder Group:** The Group provides manned & electronic security, cash-in-transit, due diligence, research & collection, IT and facility management services through member companies:



PACRA's comprehensive offerings include instrument and entity credit ratings, insurer financial strength ratings, fund ratings, asset manager ratings, real estate grading and security grading.

Our grading and related analyses are statements of opinion about the relative standing of the company and its affairs as of the date they are expressed. PACRA conducts its assessment of Security Company at the organizational level instead of individual guards, with focus on control and quality mechanisms. Our grading opinion is geared to draw relative distinction for users (corporates, other institutions) but is not a recommendation to buy, sell or subscribe/unsubscribe any services. PACRA shall not keep the grading under constant surveillance. The grading will be updated on an annual basis.