



**WESTMINSTER**  
GROUP PLC

# International Safety & Security Specialists

## Investor Presentation

Worldwide world class protection



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# Westminster Group Plc

The Westminster Group Plc, listed on the London Stock Exchange with Headquarters in Banbury, is a specialist security group operating worldwide via a network of agents and offices in over 50 countries.

The Group's principal activity is the design, supply and ongoing support of advanced technology security solutions and the provision of long-term managed services, consultancy and training services.

*primarily to*

**Governments & Governmental Agencies,  
Non-Governmental Organisations  
& Blue-Chip Commercial Organisations  
Worldwide**

*with a focus on Emerging Markets*

*Together with UK based contracts*



**WESTMINSTER**  
GROUP PLC

**The Group comprises of a number of operating companies providing security equipment and services in 3 core sectors to clients worldwide.**

**Operates one of the world's largest security websites:**

**[www.wg-plc.com](http://www.wg-plc.com)**



**Land**



**Sea**



**Air**

## Our Revenue Streams

We are focused on building a resilient business based on multiple revenue streams, many of which are from long-term recurring revenue contracts, from multiple customers, in multiple jurisdictions, which is and will continue to be a key growing strength of our business

### – Technology Division –

### – Services Division –

Product Sales	Solution Sales	Maintenance	Managed Services	Guarding	Special Services	Training
Extensive range of security and safety equipment	Design and implementation of total systems to protect infrastructure, borders & buildings	Recurring revenue streams from maintenance contracts and installed equipment	Long-term (typically 10-20 years) recurring revenue projects in Ports, Airports and Infrastructure with a focus on emerging markets	Manned security services, mobile patrols and concierge services	Air operations & dispatch; humanitarian logistics and ground handling; Radiation Protection Services	Wide range of accredited training services in aviation security and other areas
Regular Revenue Stream	Large-scale Project Revenue Stream	Recurring Revenue Stream	Large-scale Recurring Revenue Stream	Recurring Revenue Stream	Regular & Lumpy Revenue Stream	Regular Revenue Stream

worldwide world class protection

## Our Services

# Managed Services



Provision of long-term managed services (typically 10-20-year contracts) for the management and running of complete security solutions in airports, ports and other such facilities

## Our Services

# Technology Solutions

Westminster Group provide a wide range of technical security solutions. Working closely with our clients to identify potential and likely threats, we can recommend specialist products to mitigate risk.

Westminster can offer products via outright purchase, lease or other methods such as price per ticket.

As part of our offering, Westminster can install, maintain and repair all our solutions, as well as provide specialist support and training.



### Just some of our specialist products



**CCTV & Monitoring**



**Mass Screening**



**Threat Detection**



**Blast Protection**



**Barriers**



**Weapon Detection**



**Facial Recognition**



**Explosives Detection**



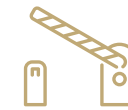
**Access Control**



**Handheld / Manual Search**



**Narcotics Detection**



**Vehicle Mitigation**

## Our Services

# Advanced Training

Westminster's trainers are Counter Terrorist Cleared and trained to ASM (Aviation Security Manager) level, holding multiple competency certification in x-ray interpretation.

We pride ourselves on our industry qualified and internationally experienced team who have spent many years working in diverse operations around the world.



### Training courses include:

- Behavioural Analysis
- Physical & Electronic Security Screening
- First Aid Awareness / Medical Skills
- Public First on Scene Awareness Training
- Conflict Management & Interpersonal Skills
- Physical Intervention
- Business Continuity / Risk Management
- IED Basic Training



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## Our Services

# Security Personnel

Westminster have a large team of security professionals, from managers to deployable guards. Our team is highly trained and capable of reacting to all situations appropriately.

### Benefits:

- Managed by Westminster – Approved for duty by the client
- Fully trained and safety checked
- Employed by Westminster Group
- Short notice / ad-hoc cover and support
- Fully licenced to perform their duties within the law.



Bank of Staff



Security Screened



Agreed Deployment with Client



Induction & Briefing



Deployment

### Train your Team

Westminster also offers specialist security training to your staff, both in person and via online teaching methods

Our Services

# Consultancy



Westminster's specialist team hold a wealth of knowledge to provide a full turn-key security solution.

- Tried and Tested Screening Solutions
- Highly Experienced Team
- Fully Turnkey solutions
- Full Training provided
- Ensuring Compliance with Regulations
- Working to International Standards and Best Practices
- Bespoke Package Tailored to Meet Specific Venue's Requirements
- Trusted by Governments and Blue Chip Clients Globally

## Global Presence

# Examples of Westminster Worldwide Projects

- Ports
- Airports
- Railways
- Power Station Protection
- Critical Infrastructure
- X-Ray Systems
- Port Container Screening
- Royal Palace Protection
- Perimeter Detection
- Diver Detection
- Embassy Security
- Specialist Training
- Security Technology
- Screening & Detection

## Global Presence

Agents & Strategic Partners in 50+ countries



South America

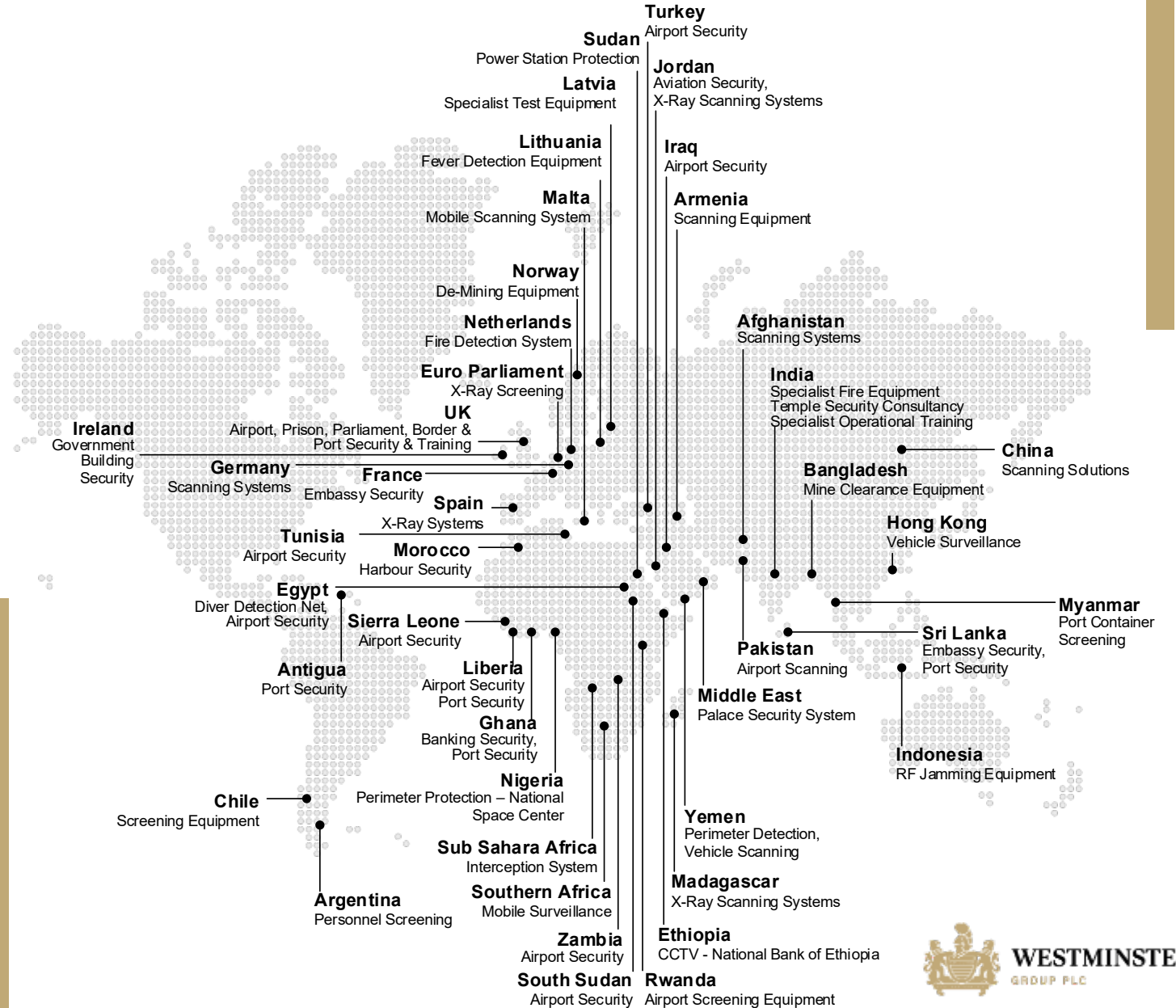
North America

Europe

Africa

Asia

Australia



## Example of Recent Contract News

**15+ Year, Multi-Million GBP  
Managed Services Contract  
Covering 4 Airports in the  
Gabonese Republic**

**\$300,000 Contract for the Supply  
of Entry Screening Solutions to the  
USA**

**Contract to provide sophisticated  
mobile phone detection systems  
in a number of European Prisons**



**10+ Year, Multi-Million GBP  
Managed Services Contract  
covering 5 Airports in the  
Democratic Republic of the Congo**

**£1.2m Contract to provide a range  
of security services for Global  
Client**

**Comprehensive X-Ray  
Maintenance and Training  
Contract for a Global Financial  
Leader**

## 2024 Headline Numbers

“Our vision is to build a global business with strong brand recognition delivering advanced security solutions and long-term managed services to high growth and emerging markets around the world, with a particular focus on long term recurring revenue business enhancing shareholder value.”

Revenue

**£9m**

Gross Margin

**60%**

Contracted Recurring Revenue

**£14m**

Employees

**236**

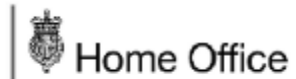
Countries Supplied

**68**

## Our Clients

# Examples of our Clients

Westminster provide equipment and services to organisations from a wide range of sectors



## Westminster

# Awards

Westminster have been recognised by multiple organisations and accreditations for our achievements and excellent working practices.



THE QUEEN'S AWARDS  
FOR ENTERPRISE:  
INTERNATIONAL TRADE  
2021



Ebola Medal: A number of the Westminster team were awarded the Ebola Medal to recognise their achievements whilst helping to fight the disease outbreak in 2014

## Associations & Accreditations





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