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RISK EXPOSURE REPORT

PREPARED FOR RAGHNALL



COMPANY PROFILE

Company Name:	Firoz
Industry Type:	Safety/Security & Legal
Industry Sub Type:	Bail Bonds
Estimated Annual Turnover:	1200000
Estimated Asset Value:	122000
Number of Employees:	121

INDUSTRY OUTLOOK

The Indian personal security market was estimated at INR 57,000 crore (~USD 8.8 billion) in 2016 and is likely to INR 1.5 lakh crores (~USD 23.1 billion) by 2022 (as per latest industry estimates).

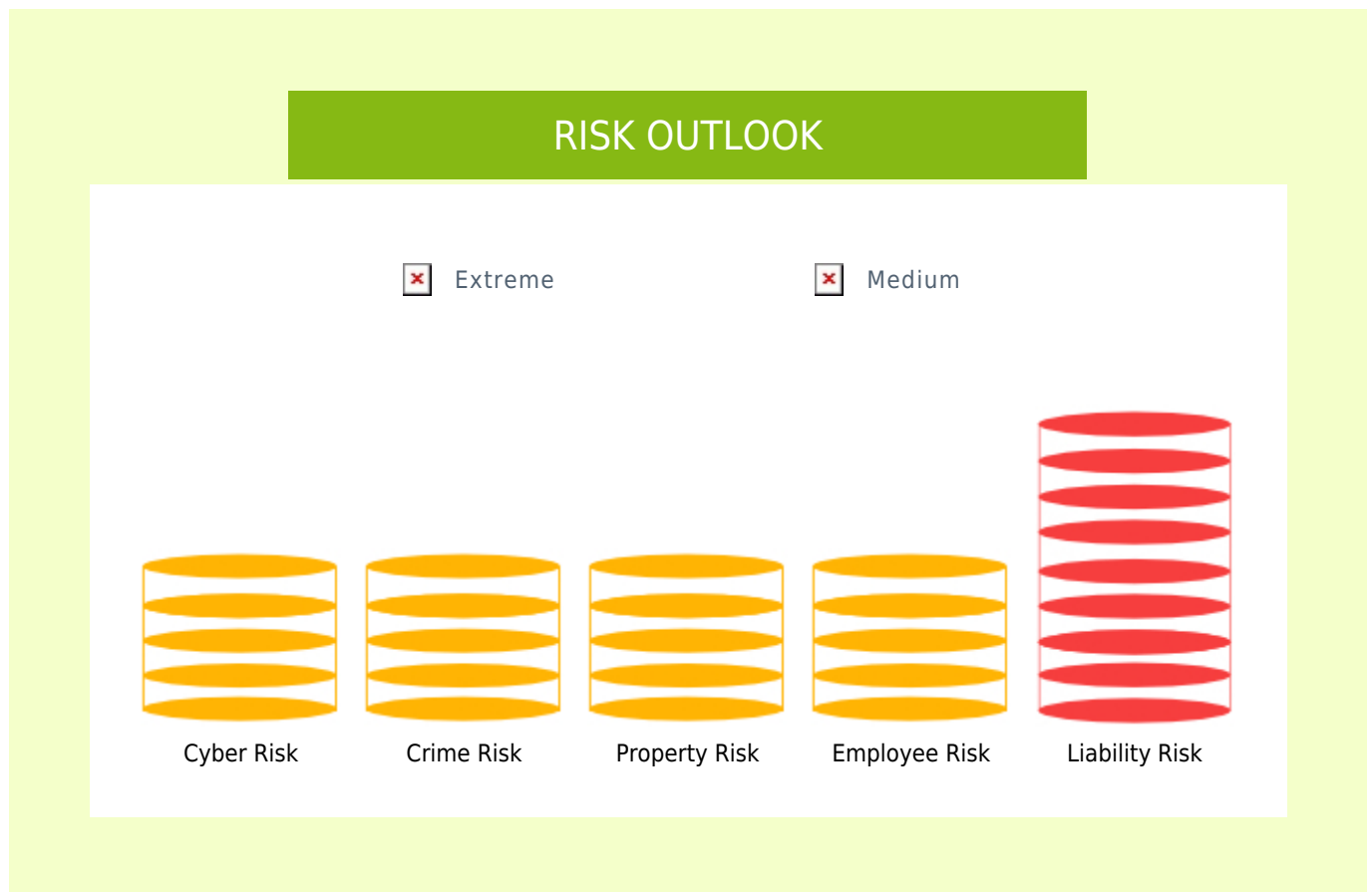
The global legal services industry is predicted to increase at a 4.6% CAGR during the forecast period from 2022 to 2032, while India is projected to garner a 4.3% CAGR during the forecast period.

Some of the key market trends to look out for in 2022 and beyond are:

1. **AI will be everywhere** - AI has been one of the fundamental technologies to reshape the security industry. Benefiting from the optimization of algorithms, as well as the improved computing performance and the decreased cost of chips due to the advancement of semiconductor technology in recent years, AI applications are gradually forming the basic functions and capabilities accepted by all sectors in the industry, and it is predicted that the tendency to assert that 'AI will be everywhere' will only grow stronger.
2. **AIoT (AI + IOT) will digitize and pervade industry verticals** - The combination of AI and IoT, or as we call it, AIoT, is taking the security industry to a higher plain, automating the workflows and procedures of enterprises and aiding in the digital transformation of various industry verticals such as energy, logistics, manufacturing, retail, education, healthcare etc.
3. **Cloud-based solutions and services will be essential** - Like AI, the cloud is not a new trend in the industry, but it is an expanding one. From small business markets to enterprise levels, we can see the momentum push more and more businesses to leverage cloud-based security solutions and services. And as we are witnessing even now, the pandemic has accelerated the movement to cloud-based operations for people and businesses around the world.
4. **Biometric access control will bring higher security and efficiency** - The access control market is rapidly becoming occupied by biometric authentications, from fingerprint and palmprint recognition to facial and iris recognition. Biometric access controls bring inherent advantages, like higher security and efficiency with reduced counterfeiting.
5. **The Zero Trust approach will take the cybersecurity spotlight** - With more security devices connecting over the Internet than anyone ever imagined, cybersecurity has become an immense challenge in the industry. The term 'Zero Trust' is rooted in a philosophy of 'never trust, always verify' and was developed to prevent data breaches by eliminating the concept of trust from an organization's network architecture. The concept has been roundly accepted within the IT industry and it is now also slowly but steadily moving into the physical security realm, as it gradually

becomes an important part of the IoT world.

6. **Green manufacturing and low-carbon initiatives will take big strides** - In the security market, it is seen that products featuring low-power-consumption becomes the preferred options for customers, and demands for solar-powered cameras are increasing. Keeping this in mind, more and more security industry manufacturers are exploring 'green' manufacturing, and are committed to lowering their carbon output.



RISK INSIGHTS

Liability

- Indian legal environment is changing very fast and the legal expenses of companies are also increasing each year. The legal requirement of industries varies from industry to industry.
- As per the analysis of various costs incurred by different industries over a period of 10 years (2010-2019), the legal cost incurred by the public administration & social security industry was 1.21% of their total expenses and 0.91% of their 10 year average sales revenue.

Employee

- 2021 has been unparalleled when it comes to the talent exchange we are witnessing across sectors.
- The overall annualized attrition number for 2021 stands at an astounding 20% which is a record high since 2011.
- Professional services sector saw an attrition rate of 20.5% which was the 2nd highest in the country.

Crime

As per PwC's Global Economic Crime and Fraud Survey (GECS) 2022, 52% of Indian organizations experienced fraud or economic crime within the last 24 months:

- Out of these, 17% of the companies lost between USD 1Mn - 50Mn.
- The major crime faced by the government & public sector was cyber fraud (36%) followed by asset misappropriation (33) and customer fraud (28%).

Cyber

- Between November 2020 and October 2021, there were almost 24 thousand cyber security incidents worldwide.
- The professional and public administration sectors were the most targeted with 3,566 and 2,792 reported incidents respectively.

WHY RAGHNALL



We, at Raghnall, build partnerships with your organization that goes beyond pure risk transfer and offer a variety of additional services, like assessing your risk exposure, crisis management support or help with preventative measures. At Raghnall, we have specialized underwriters and product experts who take time to understand your business and procure protection from the most appropriate source according to your needs.

KNOW MORE

THIS REPORT HAS BEEN PREPARED BY

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