



Project Name:



# Trusted Access

Corporate Presentation 2020/21

**dormakaba** 

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# One of the Top 3 companies in our industry. Globally leading in smart and secure access solutions.



> 150  
years of experience



> 130  
countries



~ 15,000  
employees



**Stock-listed**  
SIX Swiss Exchange  
(DOKA)

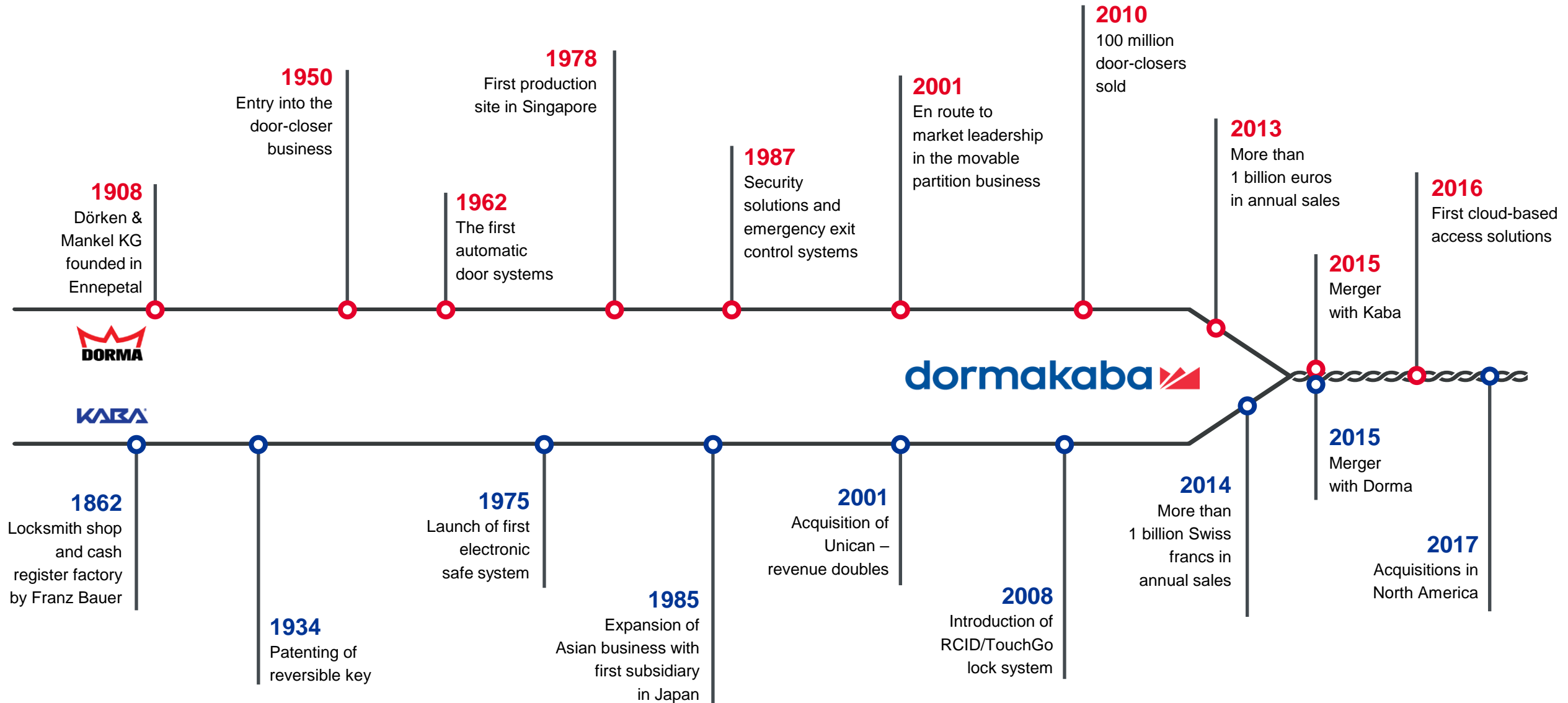


**CHF 2.5 billion**  
net sales in 2019/20



**Sustainable**  
entrepreneurship

# Milestones of the past 150 years



Who we are

# We are proud of our tradition in smart access and security solutions

1862

Founding of a workshop for locks and safes



1934

Patent registration for reversible key lock



2000/01

Acquisition of Unican



2009

First worldwide airport e-gates for selfboarding



2015

Merger of Dorma and Kaba



2015/16

First cloud-based access solutions



2017

Acquisition of Skyfold Acoustic Leader in Vertically Folding Retractable Walls



2019

Rated EcoVadis Gold for sustainability management



1908

Founding of Dörken & Mankel KG

1950

Entry into the door closer market

1962

Production of the first automatic operators

2002

Entry into the mobile partition systems business

2016/17

Acquisitions in North America

2018/19

Building a digital business of ecosystems

Who we are

## We make access in life smart and secure

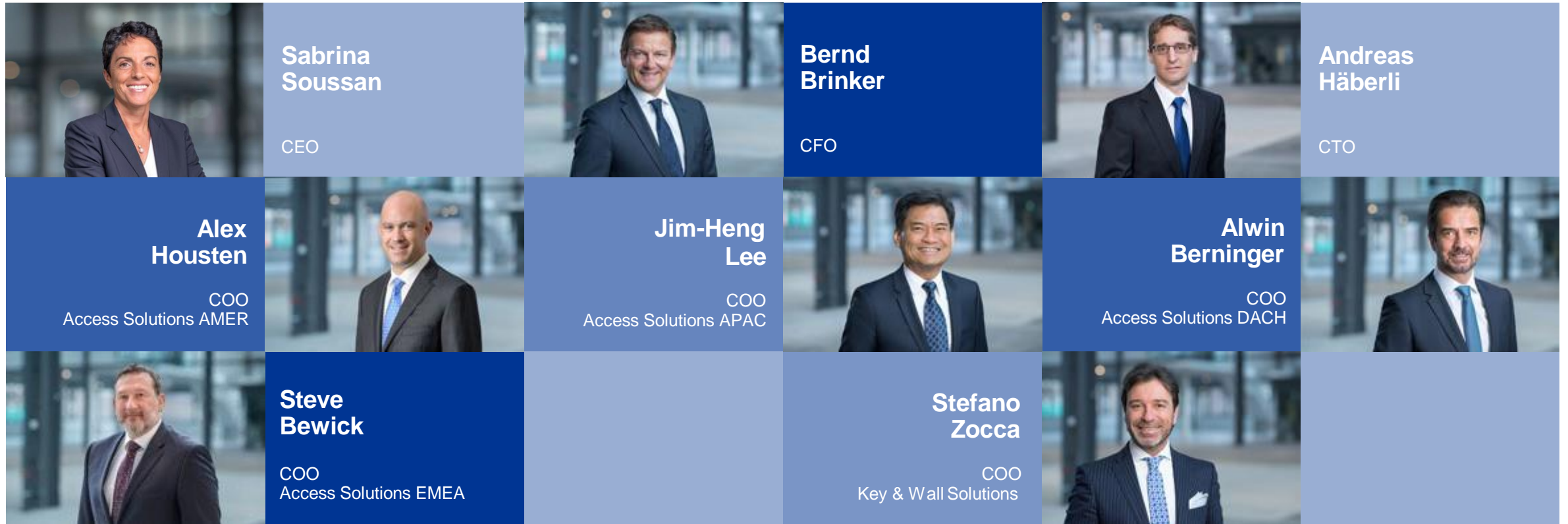
**dormakaba stands for a broad offering of products, solutions, and services for smart and secure access to buildings and rooms from a single source.**

dormakaba was created by merging the two well-established brands Dorma and Kaba.

Alongside the dormakaba brand, the Group's portfolio contains a number of other brands. They provide a wide range of security and access related products and thereby complete the offer of dormakaba.

The main dormakaba logo, featuring the brand name in blue lowercase letters and a red graphic element consisting of three slanted bars to the right.The SKYFOLD logo, with a blue globe icon and the text "SKYFOLD" in blue, with "dormakaba Group" in smaller text below.The DORMAHÜPPE logo, with a red circular icon and the text "DORMAHÜPPE" in red, with "dormakaba Group" in smaller text below.The ilco logo, featuring the word "ilco" in a stylized blue font with horizontal lines.The Kilargo logo, with a green and yellow stylized 'K' icon and the text "Kilargo" in green, with "dormakaba Group" in smaller text below.The madinoz logo, with a green circular icon and the text "madinoz" in green, with "dormakaba Group" in smaller text below.The LCA logo, featuring a red diamond shape with a white arrow and the text "LCA" in red.The MODERNFOLD logo, with a blue globe icon and the text "MODERNFOLD" in blue, with "dormakaba Group" in smaller text below.The PROBUCK logo, with a yellow and black icon and the text "PROBUCK" in black, with "dormakaba Group" in smaller text below.The BEST logo, with the text "BEST" in black and a red circular icon, with "dormakaba Group" in smaller text below.

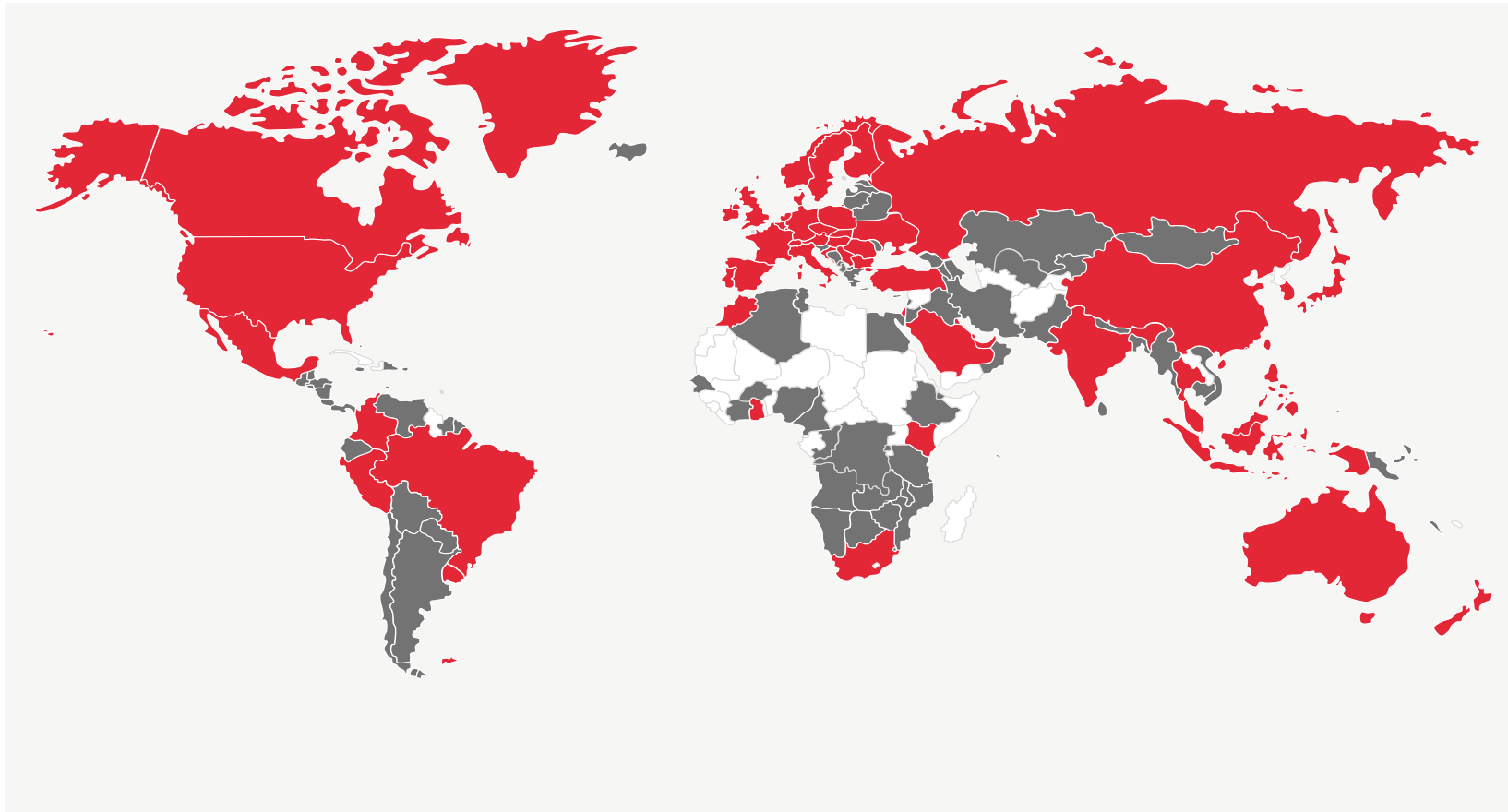
# The Executive Committee





Where you find us

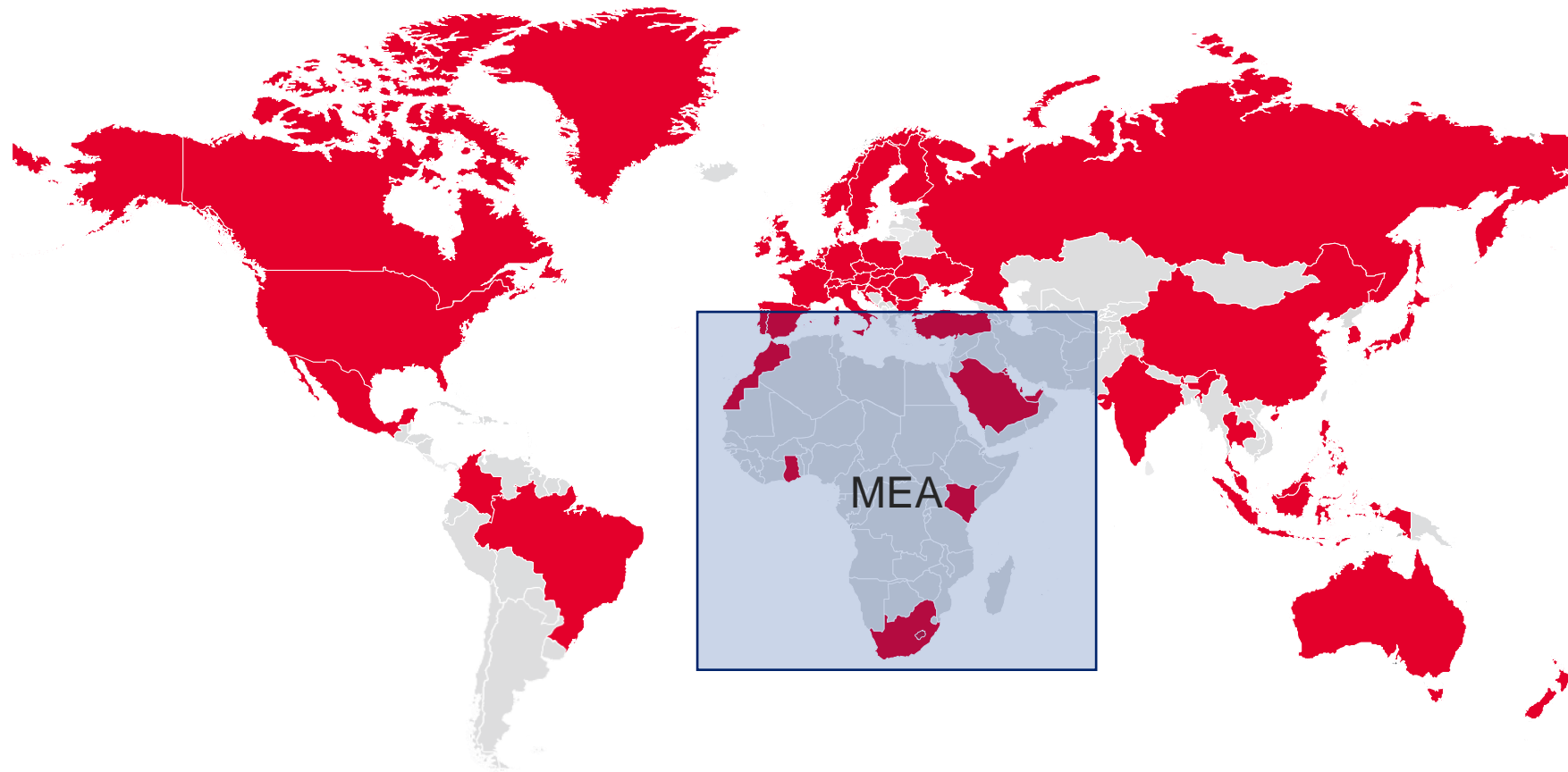
## Worldwide presence – close to customers around the globe




- Countries where we are present with local subsidiaries
- FY 2017/18: dormakaba products sold by local sales offices, external partners or international sales units

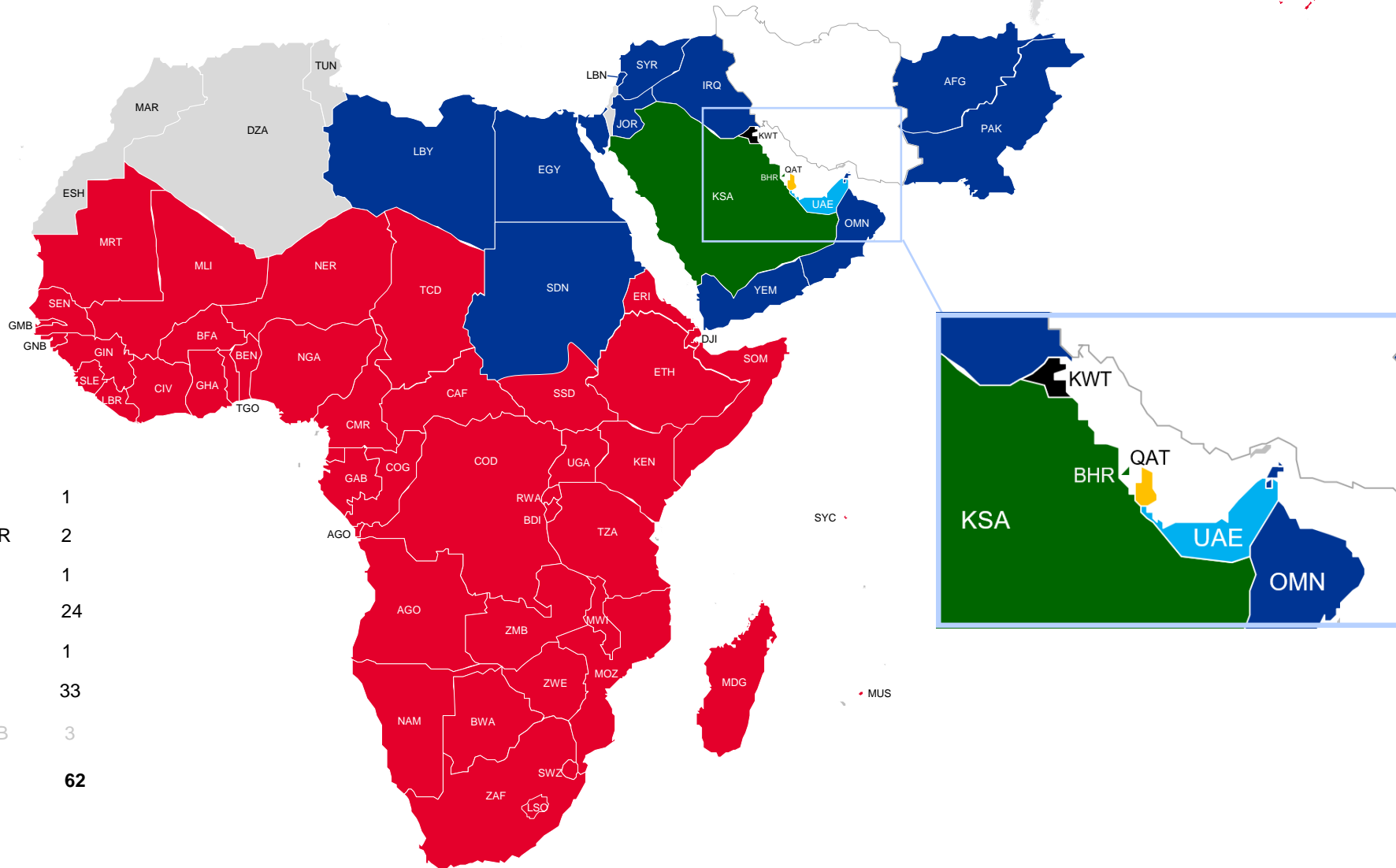
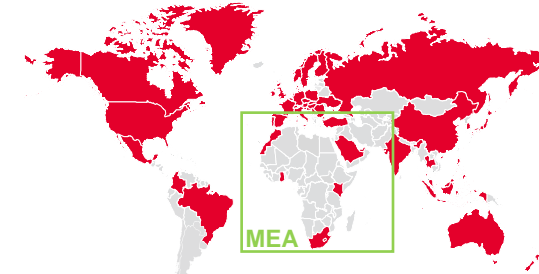
Where you find us








## Worldwide presence – close to customers around the globe



 Countries where we are present with local subsidiaries, sales offices and manufacturing sites; together with our cooperation partners worldwide we are there for you in over 130 countries

# Region MEA



	UAE	1
	KSA & BHR	2
	QAT	1
	SSA	24
	KWT	1
	EXPORT	33
	MAGHREB	3
<b>Total:</b>		<b>62</b>

# Growth drivers shaping our industry



Urbanization



Increasing prosperity  
in emerging markets



Demographic  
change



Increasing need  
for security



Technology



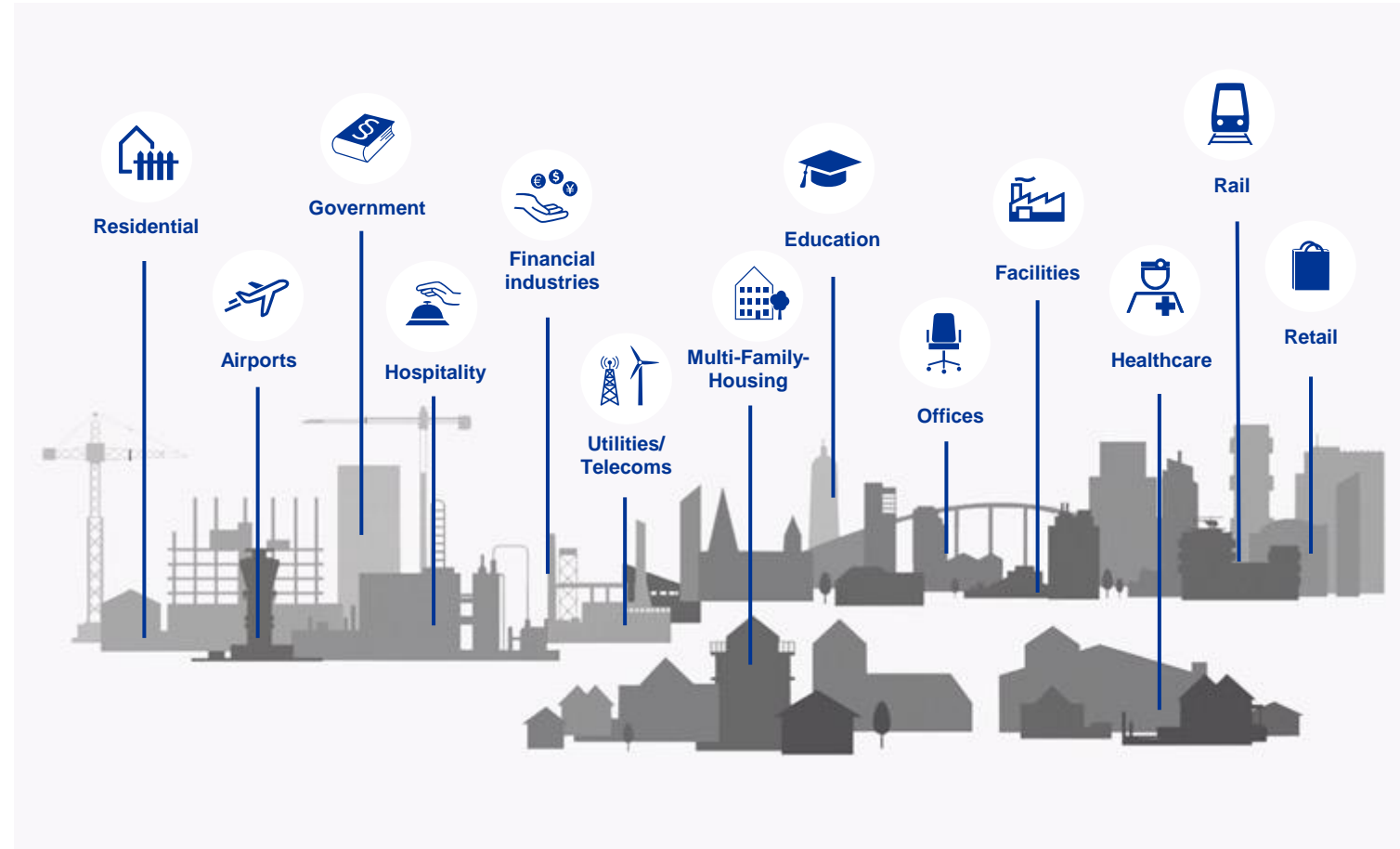
Sustainability

## We offer in-depth knowledge and expertise to diverse sectors

Economic, technological and social developments impact the industries we supply in different ways.

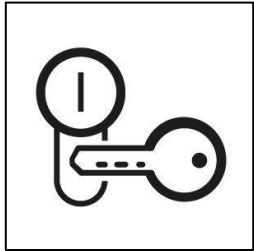
**Understanding trends in these sectors is key to aligning our offering with our customers' needs.**

From automated doors in healthcare facilities to ensuring people flow in retail and airports to digital building management in smart offices – we provide custom-tailored solutions in each sector.

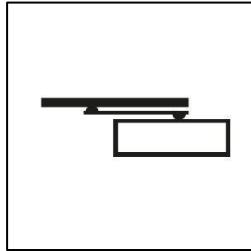


# Our offering – smart and secure access solutions from a single source

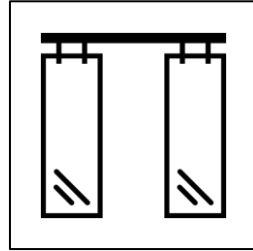
## Access Solutions



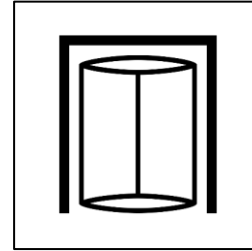
**Mechanical Key Systems**



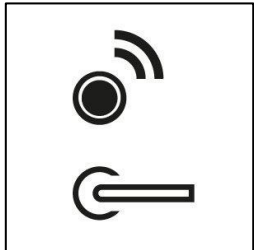
**Door Hardware**



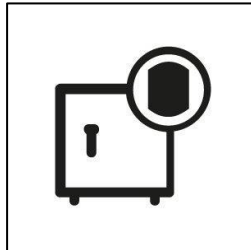
**Interior Glass Systems**



**Entrance Systems**



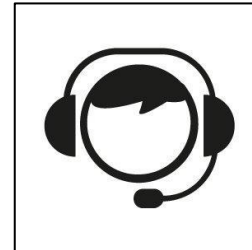
**Lodging Systems**



**Safe Locks**

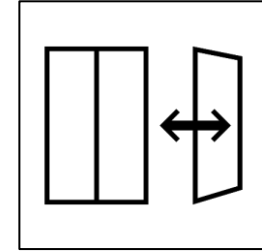


**Electronic Access & Data**

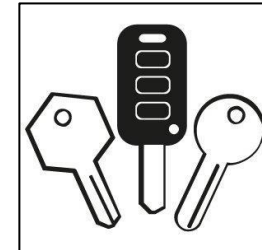


**Services**

## Key & Wall Solutions



**Movable Walls**



**Key Systems**

# Smart and secure access solutions from a single source

## Door Hardware

Long-life, attractive door technology solutions – for greater on-site convenience, easy assembly, and reliable functionality from a single source.

## Electronic Access & Data

Electronic access control and workforce management – for efficient access management, security, and data collection.

## Entrance Systems

Automated crowd flow and access control – for convenient, safe and secure access and egress.

## Interior Glass Systems

High-quality system solutions made from glass – for a wide range of everyday and office applications.



# Smart and secure access solutions from a single source

## Lodging Systems

Hotel locks and locking systems as well as access management solutions for holiday homes – for reliable yet convenient and efficient protection of all kinds of property.

## Mechanical Key Systems

Optimal security with flexible allocation of access rights – for the best possible control, low costs, and greater convenience.

## Safe Locks

Security locks – for optimal protection of goods, valuables, information, or hazardous substances against unauthorized access.

## Key Systems

Key blanks and key-cutting machines as well as automotive solutions ranging from vehicle keys up to programming devices – for every access situation.





# Smart and secure access solutions from a single source

## Movable Walls

Flexible, efficient partition wall solutions – for individual space configuration in hotels, conference centers, studios and other venues. dormakaba movable wall solutions are marketed under the renowned brands:



## Services

Customized service and maintenance – for the sustained function of all kinds of access solutions.

## Digital Solutions

Digital products complement and enhance the core business with digital features, for example by enabling connectivity – to make the customer experience more digital, convenient and efficient.



# We support customers at every stage of their project and beyond



# Groundbreaking projects are built with our solutions

Around the world, cutting-edge buildings and complex facilities rely on our convenient, secure, and attractive access systems.

**These references highlight the quality and flexibility of our products, solutions and services.**



Elbphilharmonie, Hamburg (Germany)



Hedges Ave Residence, Gold Coast (Australia)



Barangaroo Business District, Sydney (Australia)



One World Trade Center, New York (USA)



Marina Bay Sands Hotel, Singapore



Galaxy Soho Office Building, Beijing (China)



Aalt Stadhaus, Differdange (Luxembourg)



The Squire Airport Business Center, Frankfurt (Germany)



Liondes Chalets, St. Vigil (Italy)

What we offer

# We created our own skyline...



# As technology evolves, we create new opportunities



Connected Customers  
& Partners



Connected  
Products



Connected  
Company



Connected  
Services



## dormakaba one of the Global Top 100 Technology Leaders



**In 2018, global media company Thomson Reuters announced the Top 100 Global Technology Leaders – dormakaba being one of them.**

- Report identifies the tech industry's most operationally sound and financially successful organizations
- dormakaba only representative from its respective industry

“We are proud to be featured in this ranking together with companies such as Microsoft, Amazon and IBM. The high scores in the indicators examined in the study are an acknowledgement of our approach to grow sustainably – with a balanced focus on financial performance, innovation and good citizenship.”

*Riet Cadonau, CEO dormakaba*

# We continuously drive innovation in our industry

**To ensure innovation leadership, we invest above-average 4–5% of annual sales in R&D.**

Many of our products have been awarded due to their function, look, and sustainability.

As an innovation leader, we take an active role in the digital transformation of our industry. Recent innovations include:

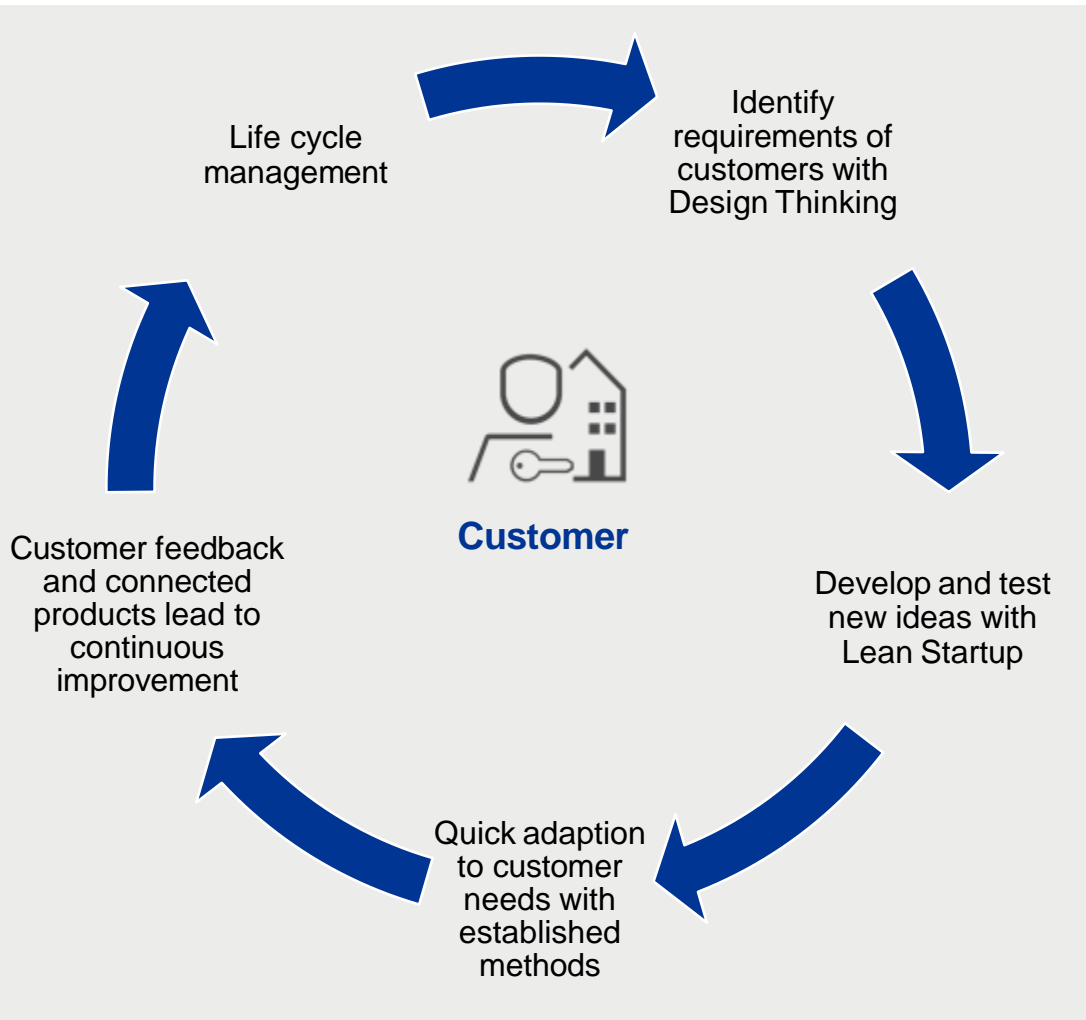
- Switch™ Tech platform (retrofitting electronic access control)
- Mobile Access Solutions (access via smartphone)
- ES Proline (a new generation of sliding door drive units)
- FleXline (the first fully automated key cutting system)



More Information: [dormakaba.com/en/about-us/innovation](https://dormakaba.com/en/about-us/innovation)



## How we continuously improve our products and services



**Innovation is focused on solving our customers' pain points. We aim to create a wow-effect for our customers when they see the benefits of our solutions.**

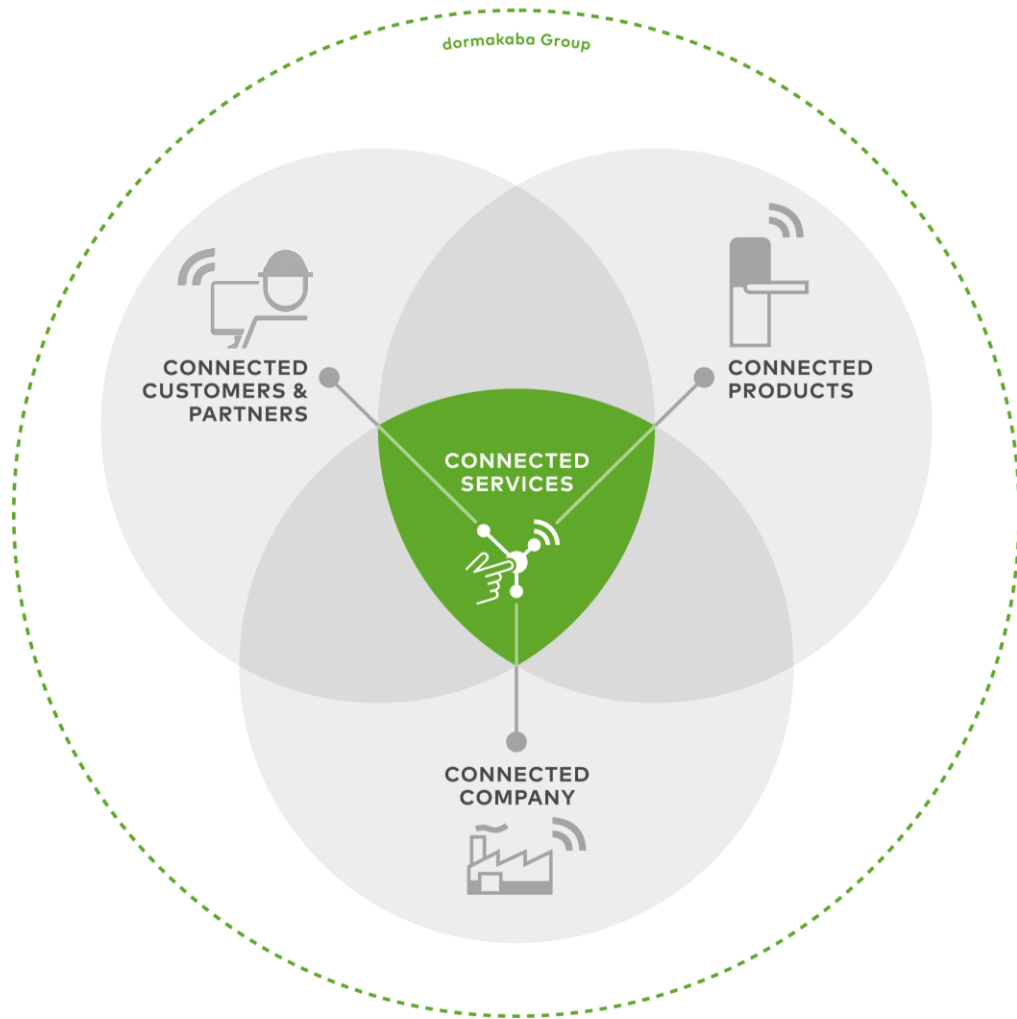
We achieve that by identifying and meeting their needs at every stage during product development and life cycle. Our focus lies on

- Value-driven offering
- Connecting products
- Data-driven support and feedback
- Predictive product maintenance
- Embedment of our solutions in digital eco-systems

We explore new and flexible business models from classical sales to new opportunities like pay per use or solution as a service.



# dormakaba digital



In the course of digital transformation at dormakaba, we **connect ourselves with customers and partners**, e.g. in our Virtual Design Center.



We also **connect our products**, for example by allowing doors to be controlled via smartphone.



And finally we get **connected ourselves**, for example by implementing smart production facilities in the course of Industry 4.0.



The overlap of these three circles of connectivity results in many new types of **connected services**.

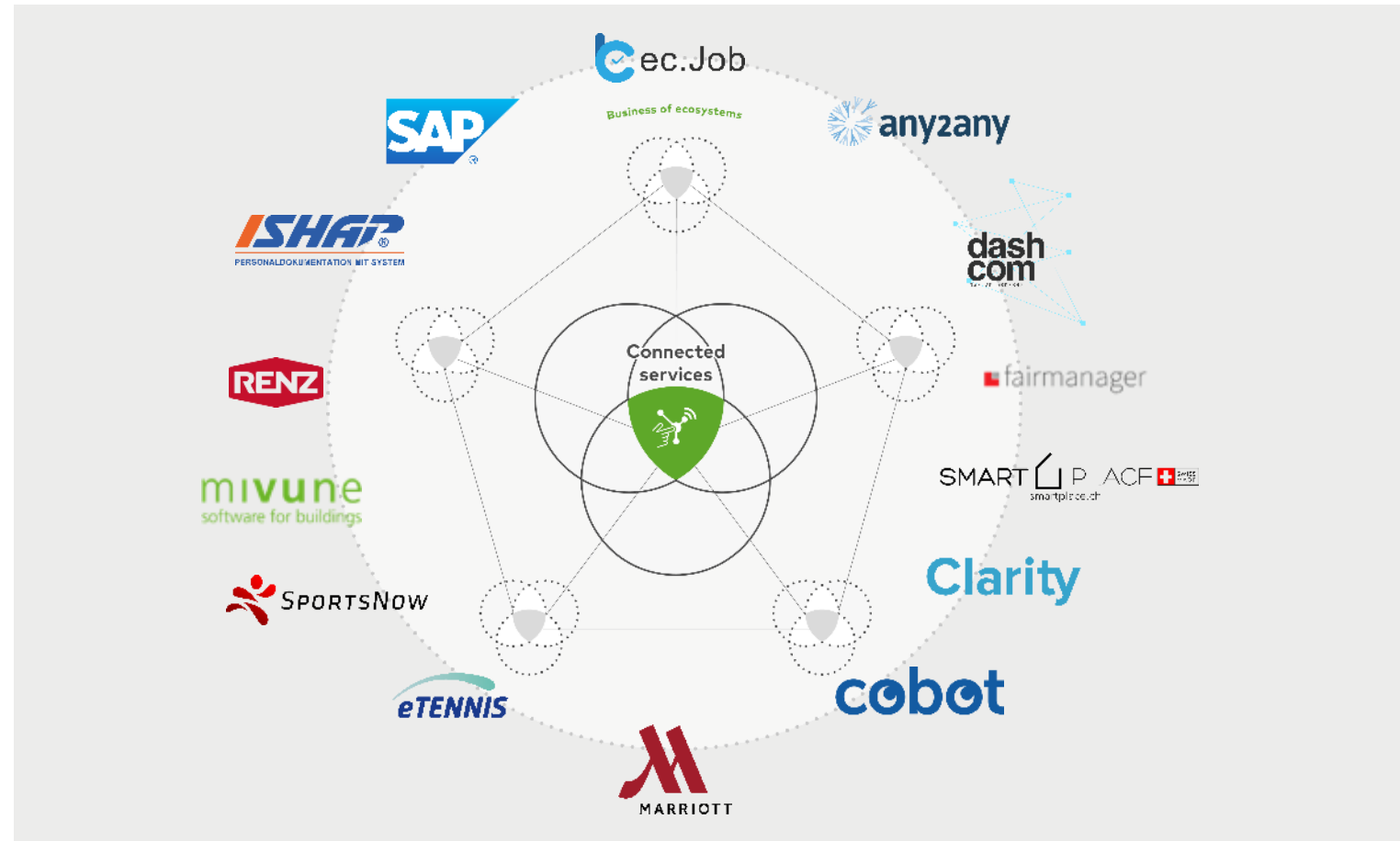
# Open platforms allow for new forms of connectivity

Where several platforms interact, entire new digital ecosystems emerge.

**We develop digital products and services based on open platforms that can connect and share data with others.**

For example

- Hospitality services
- Rental services
- Delivery services
- Building management
- Co-working platforms



# We safeguard buildings, communities, and nature



Environmental  
sustainability



Social  
responsibility



Economic  
accountability

# A foundation of our business strategy

**We are committed to foster a sustainable development along our entire value chain in line with our economic, environmental and social responsibilities toward current and future generations.**

- Sustainable development and production of products
- Responsible dealings with employees and business partners
- Transparent reporting through recognized standards:
  - Global Reporting Initiatives Standards
  - Carbon Disclosure Project
- dormakaba is part of the following initiatives:
  - UN Global Compact
  - Responsible Labor Initiative
  - Science-Based Targets Initiative
  - US Green Building Council & German Green Building Council



More Information: [dormakaba.com/en/about-us/sustainability](https://dormakaba.com/en/about-us/sustainability)

# We contribute to the United Nations Sustainable Development Goals



These eight SDG's are the most aligned to our sustainability strategy.

# Sustainability progress in the financial year 2019/20 in strategic focus areas



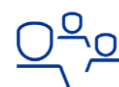
# Trust is what guides us in every aspect of business



Values-based  
working culture



Code of Conduct  
as fundament for  
all employees



Collaboration within  
one global team

Trust

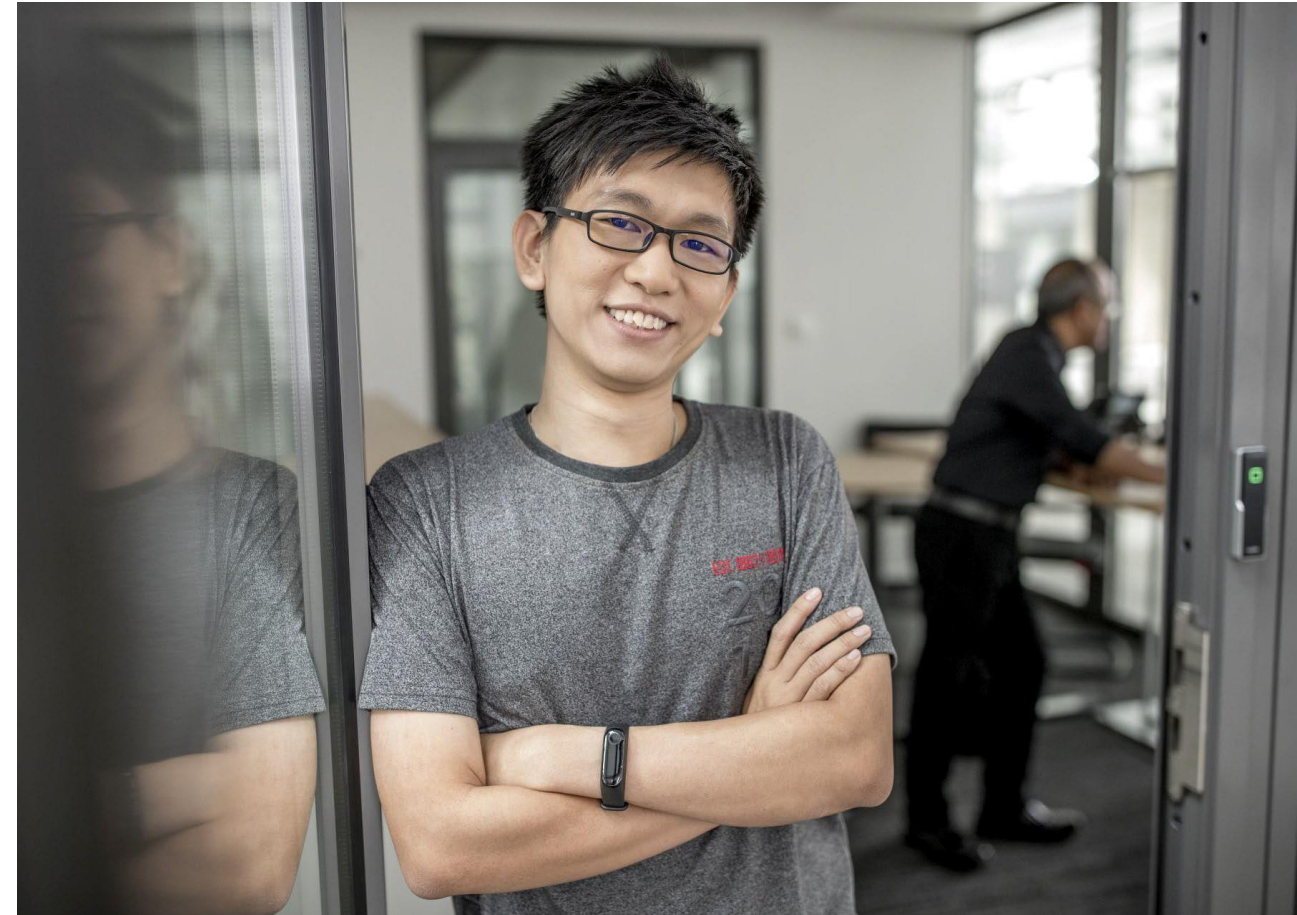
## Our ambition derives from the values we live every day

**Anchored in our brand promise “Trust”,  
we strive for being the trusted industry leader.**

Our mission is to make access in life smart and secure.

We reaffirm our brand promise by acting according to  
our values.

**Customer First**  
**Curiosity**  
**Performance**  
**Courage**  
**Trust**





## Trust in our people is the basis of our success

**We rely on employees who have the courage to ask questions and the passion to supply the solutions of tomorrow.**

As an employer, dormakaba offers

- a vivid culture of feedback and dialogue
- systematic further employee development which focusses on strengths
- regular employee surveys and team workshops
- compensation that encourages excellence
- an international working environment



More Information: [www.dormakaba.com/en/career](http://www.dormakaba.com/en/career)

Engage with us!

If you want to find out more, visit us on one of our channels



**Website:**

[www.dormakaba.com/MEA](http://www.dormakaba.com/MEA)

**Blog:**

[blog.dormakaba.com](http://blog.dormakaba.com)

**Newsroom:**

[newsroom.dormakaba.com](http://newsroom.dormakaba.com)

**Career:**

[www.dormakaba.com/en/career](http://www.dormakaba.com/en/career)

**Annual Report 2019/20:**

[report.dormakaba.com/2019\\_20](http://report.dormakaba.com/2019_20)

**Sustainability Report 2019/20:**

[report.dormakaba.com/sustainability](http://report.dormakaba.com/sustainability)

**Social Media**



# dormakaba

## Trusted Access



Industry experience  
since 150+ years



Global presence with  
~ 15,000 employees



Worldwide top three  
market position



Innovation leadership  
in access solutions



Integrated product &  
solutions portfolio



Sustainable and  
future-oriented  
entrepreneurship

# Thank you



# Disclaimer

This communication contains certain forward-looking statements including, but not limited to, those using the words “believes”, “assumes”, “expects” or formulations of a similar kind. Such forward-looking statements are made on the basis of assumptions and expectations that the company believes to be reasonable at this time, but may prove to be erroneous. Undue reliance should not be placed on such statements because, by their nature, they are subject to known and unknown risks, uncertainties and other factors which could lead to substantial differences between the actual future results, the financial situation, the development or performance of the company or the Group and those either expressed or implied by such statements. Such factors include, but are not limited to:

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