



# Trusted Access

Corporate Presentation 2020/21

**dormakaba** 



Trusted Access

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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



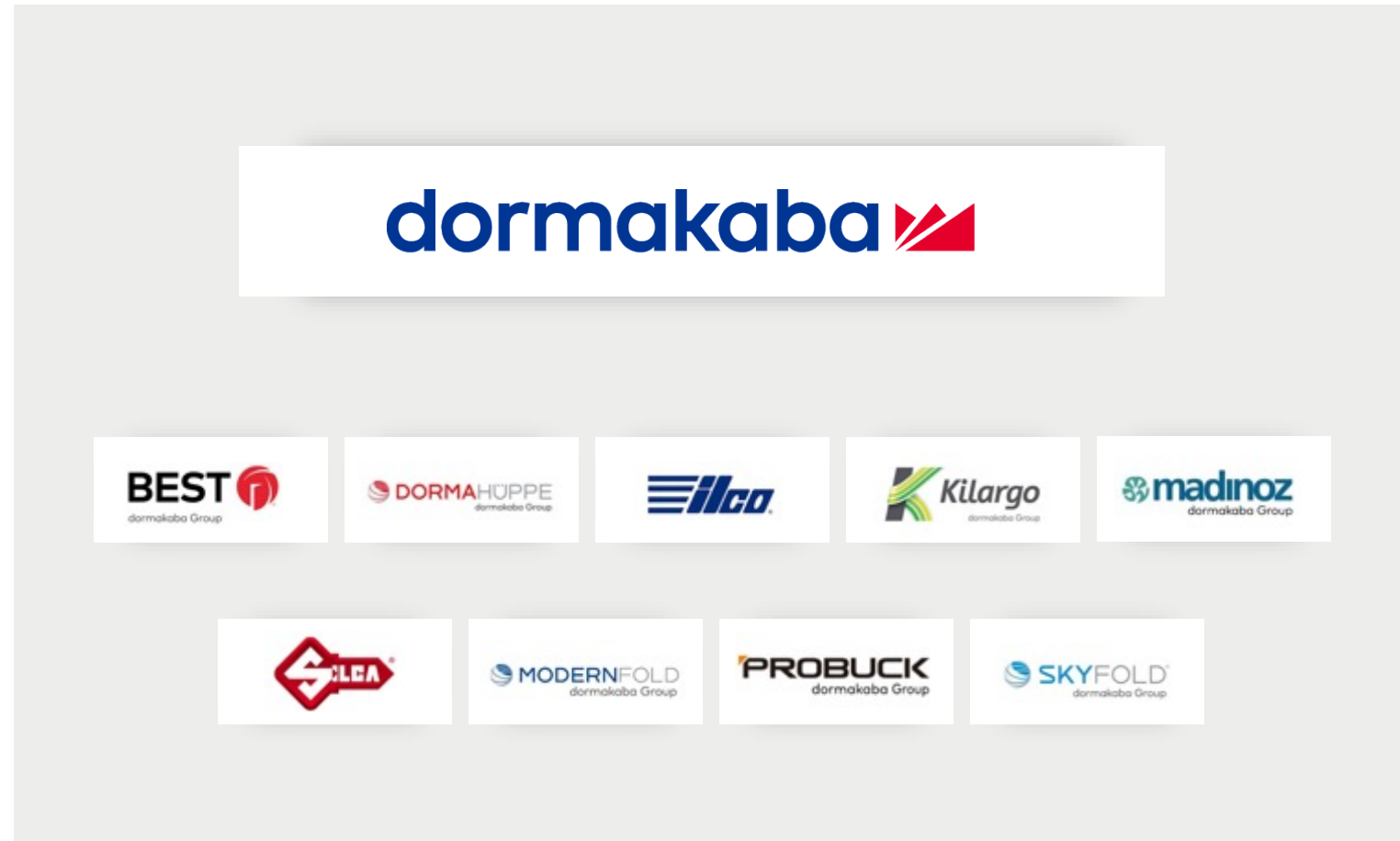
Who we are

# 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.





Who we are

# The Executive Committee

	<b>Sabrina Soussan</b> CEO		<b>Bernd Brinker</b> CFO		<b>Andreas Häberli</b> CTO
<b>Alex Housten</b> COO Access Solutions AMER		<b>Jim-Heng Lee</b> COO Access Solutions APAC		<b>Alwin Berninger</b> COO Access Solutions DACH	
	<b>Steve Bewick</b> COO Access Solutions EMEA		<b>Stefano Zocca</b> COO Key & Wall Solutions		

## Financial year 2019/20 (1 July 2019 – 30 June 2020): results impacted by Covid-19 pandemic



Net sales

**2,539.8**  
million CHF



Organic sales

**-6.9%**



EBITDA

**325.0**  
million CHF



EBITDA margin

**12.8%**



Dividend

**10.50**  
CHF per share



R&D investment

**4.4%**  
of sales

 More information: [https://report.dormakaba.com/2019\\_20](https://report.dormakaba.com/2019_20)

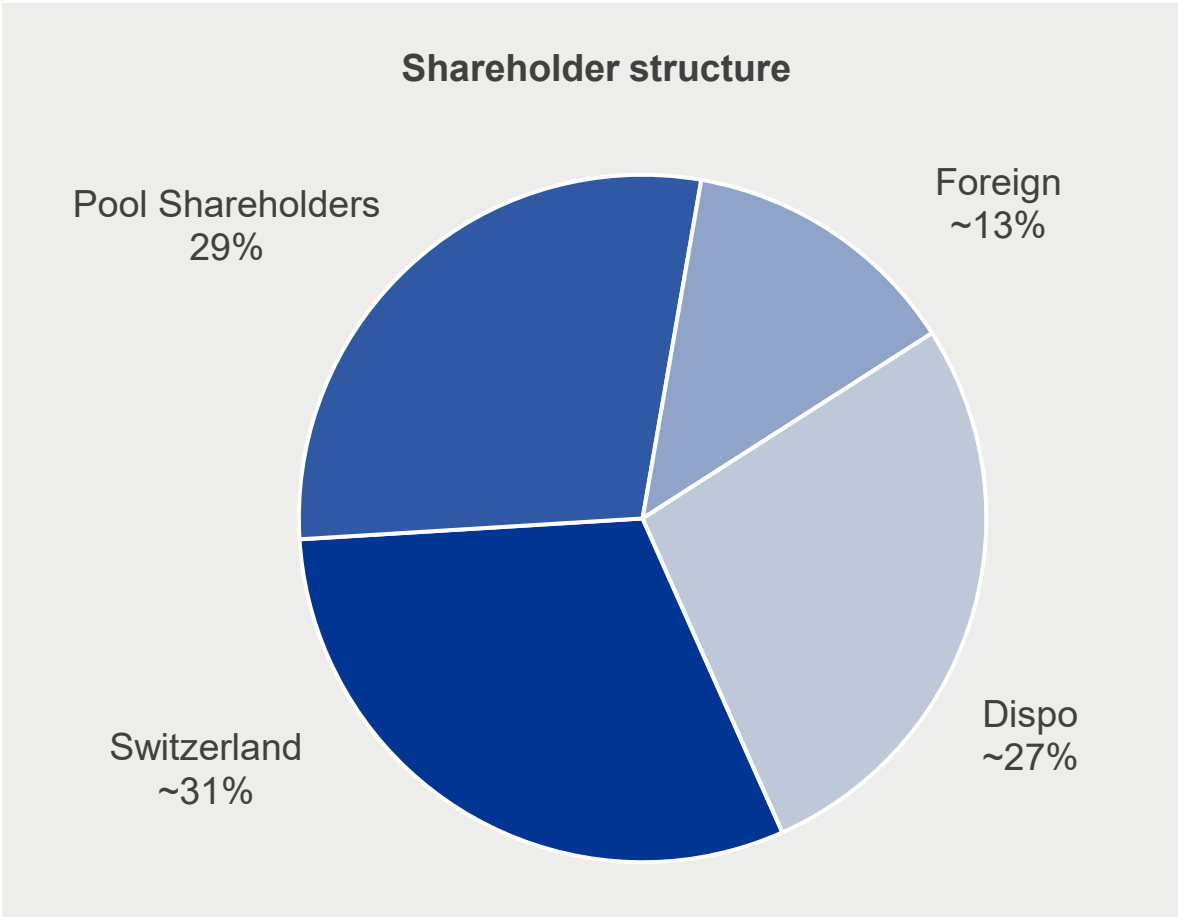


Who we are

# Our ownership structure supports long-term focus

**Our pool shareholders, connected to dormakaba through the histories of Dorma and Kaba, stand for long-term focus and stability.**

- Stock-listed at SIX Swiss Exchange, Zurich, since November 1995: DOKA
- Issued shares: 4,200,026
- Market capitalization: approx. CHF 2.2 billion (as of 30 June 2020)



# Growth drivers shaping our industry



Urbanization



Increasing prosperity in emerging markets



Demographic change



Increasing need for security



Technology



Sustainability

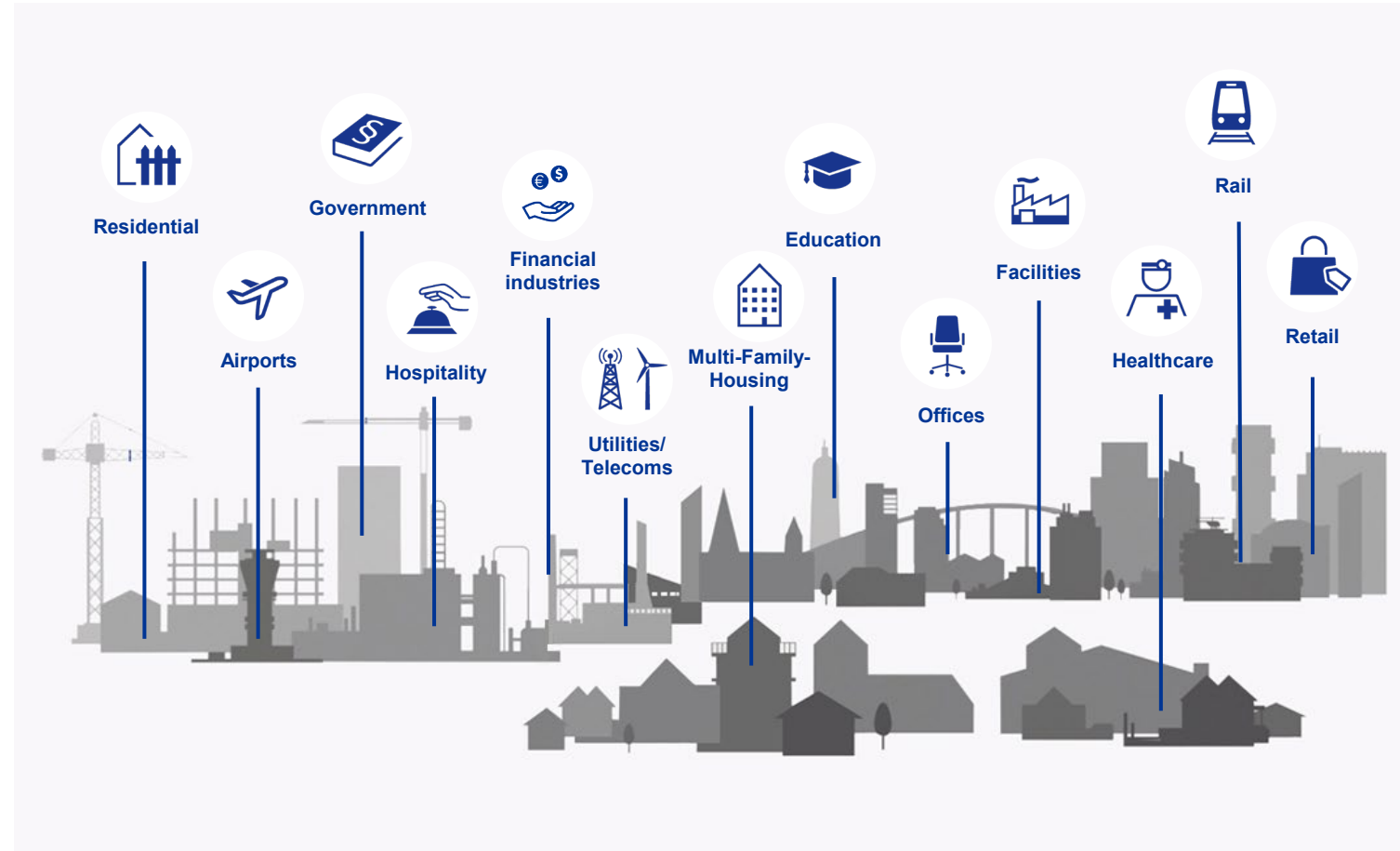


# We offer in-depth knowledge and expertise to diverse sectors

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.





What we offer

# Delivering comprehensive access solutions and services worldwide



Broad product & solutions portfolio



Global sales and services presence



Awarded product design



Preferred brands, trusted for generations



Expertise at every phase



Iconic references around the globe



What we offer

# 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

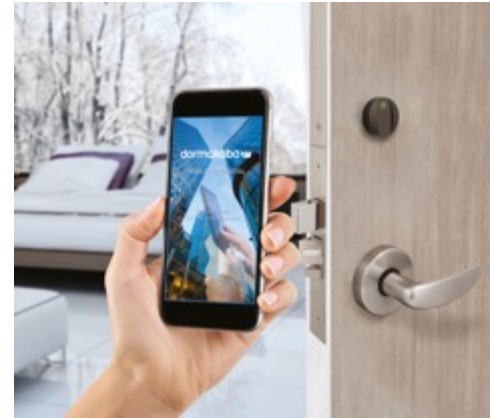
Optimal security with flexible allocation of access rights – for the best possible control, low costs, and greater convenience.

## 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.

## 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.





What we offer

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





What we offer

# 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)



# As technology evolves, we create new opportunities







## Innovation

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

**1862**

Founding of a workshop for locks and safes

**KABA**

**DORMA**

**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



**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

# We continuously drive innovation in our industry

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

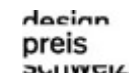
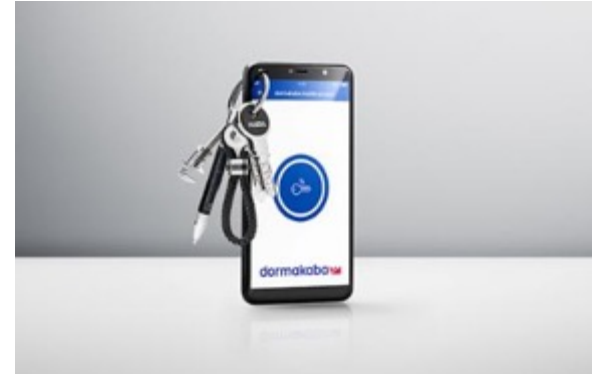
Many of our products have been awarded due to their function, look, and sustainability.

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

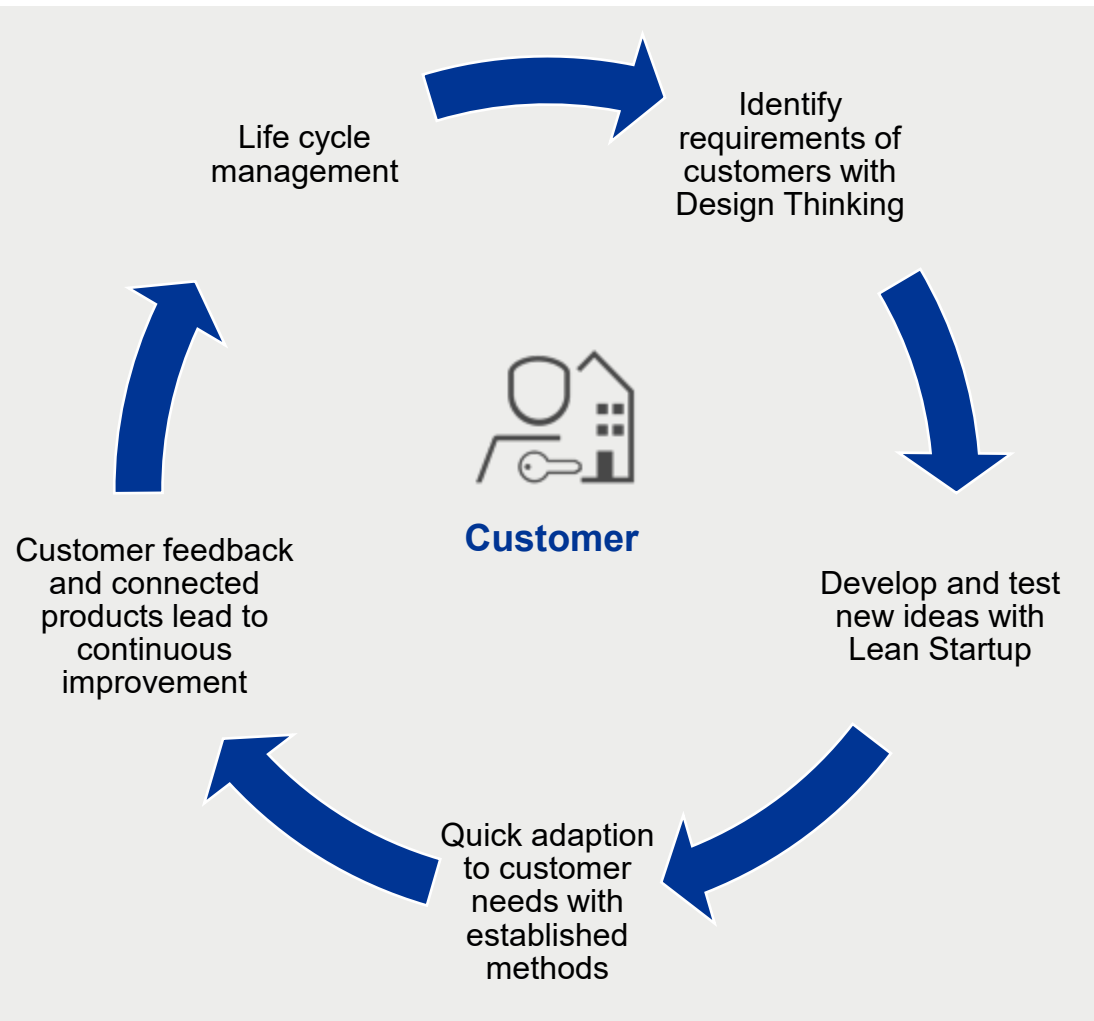
- Switch™ Tech platform (retrofitting electronic access control)
- Mobile Access Solutions (access via smartphone)
- ES Proline (a new generation of sliding door drive units)
- FleXline (the first fully automated key cutting system)



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.

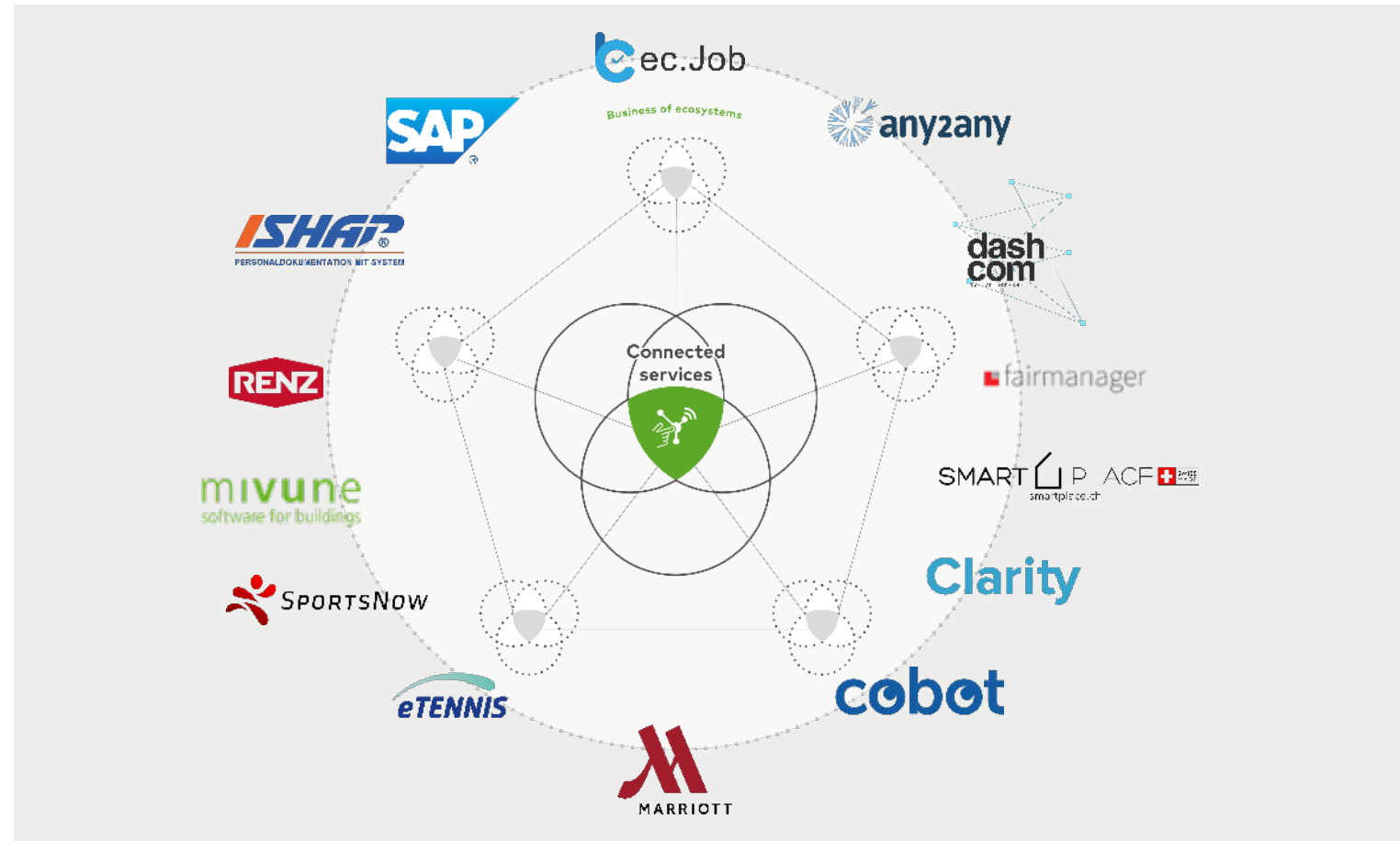
# Open platforms allow for new forms of connectivity

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



 Process & Production     Products     People     Transparency





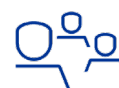
# Trust is what guides us in every aspect of business



Values-based  
working culture



Code of Conduct  
as fundament for  
all employees



Collaboration within  
one global team



Trust

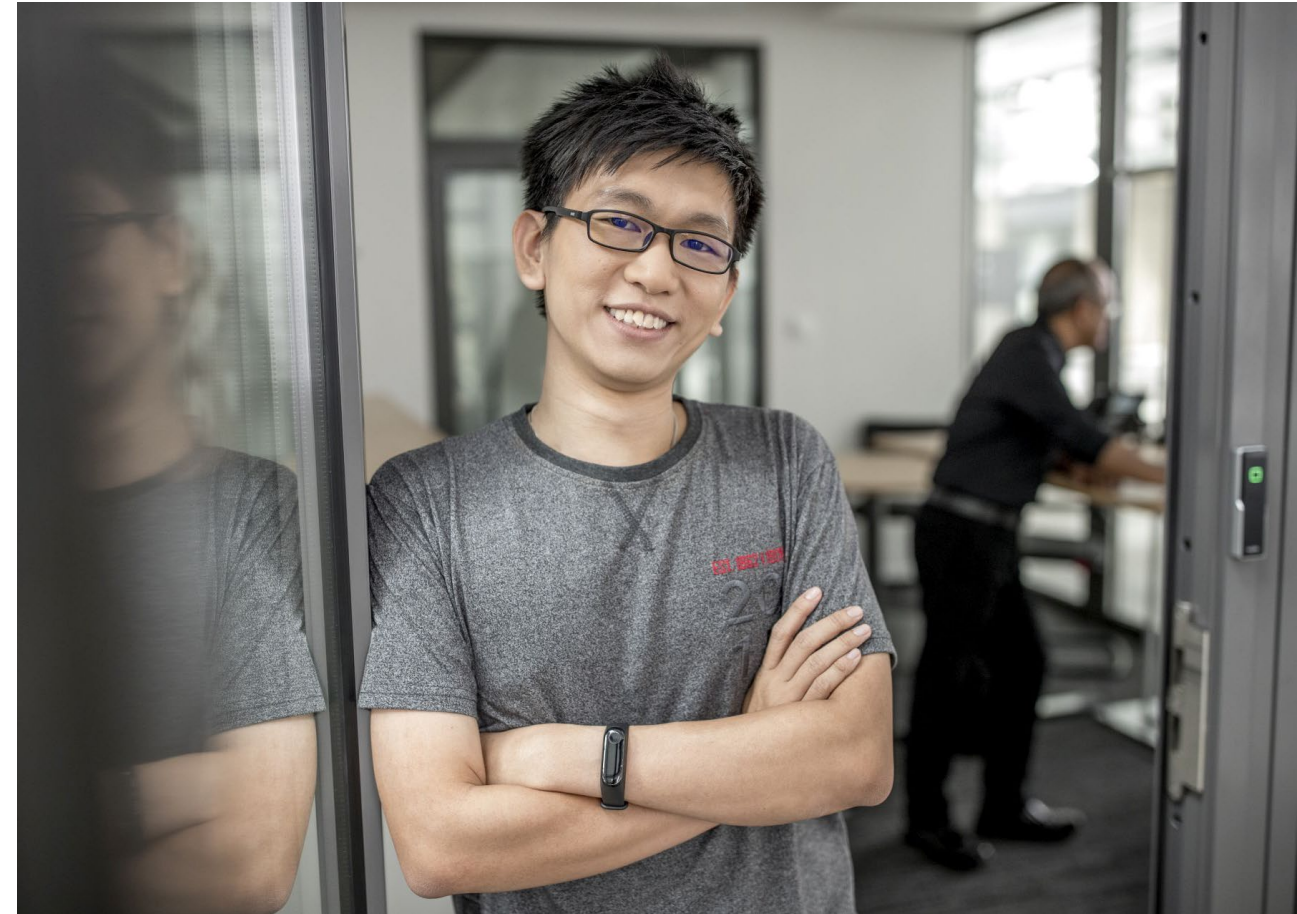
## Our ambition derives from the values we live every day

**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](http://www.dormakaba.com)

**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)



# 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

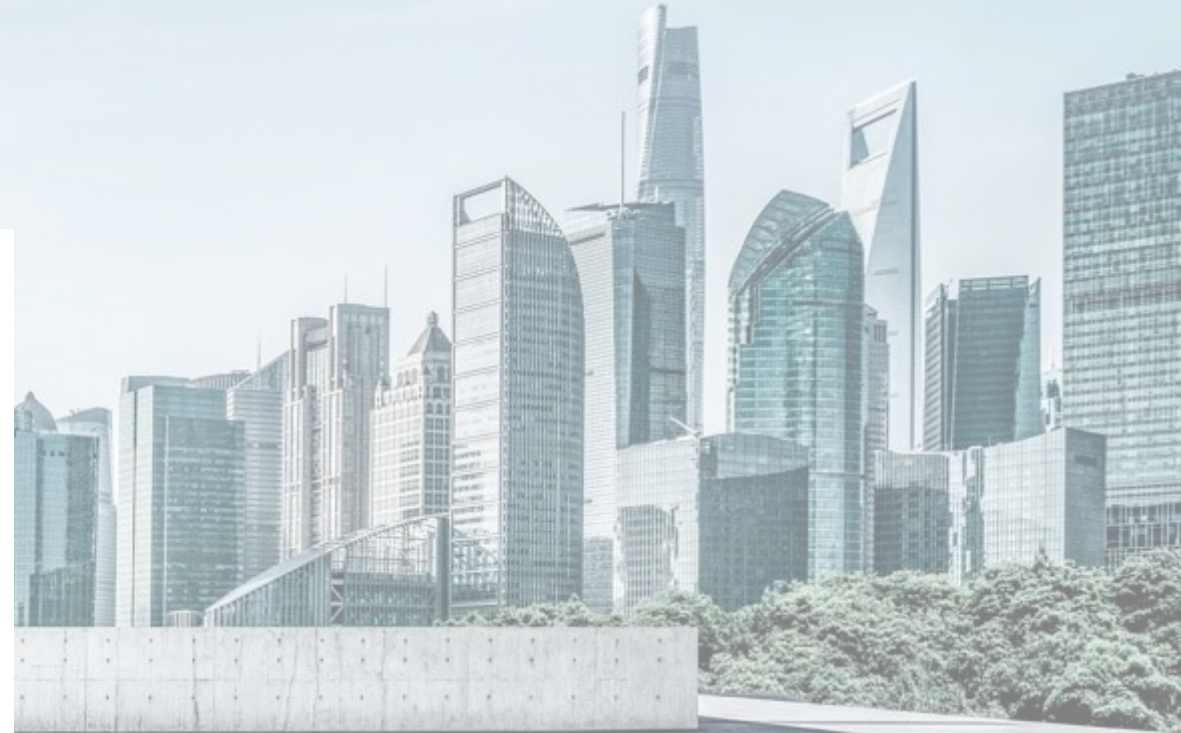
# Appendix

**Financial year 2019/20**

**Template industry / vertical focus**

**Template reference project**

**Template product/solution**



# Financial year 2019/20

(1 July 2019 – 30 June 2020)



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EBITDA margin

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Dividend

**10.50**  
CHF per share



R&D investment

**4.4%**  
of sales



What we offer

# Comprehensive portfolio of products, solutions, and services

This template can be adapted to industry / vertical focus (by choosing relevant / specified pictures)



What we offer

## Reference project – Abtei Michaelsberg Siegburg

Lorem ipsum dolor sit amet, consetetur  
sadipscing elitr, sed diam nonumy eirmod  
tempor invidunt ut labore et dolore magna  
aliquyam erat, sed diam voluptua.

- At vero eos et accusam
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Fire safety



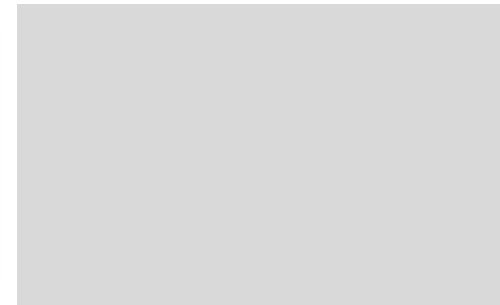
Emergency exit



Accessibility



This is a template for describing  
reference projects!!!



What we offer

## Product/ Solution– Argus sensor barrier

Lorem ipsum dolor sit amet, consetetur sadipscing elitr, sed diam nonumy eirmod tempor invidunt ut labore et dolore magna aliquyam erat, sed diam voluptua.

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Fire safety



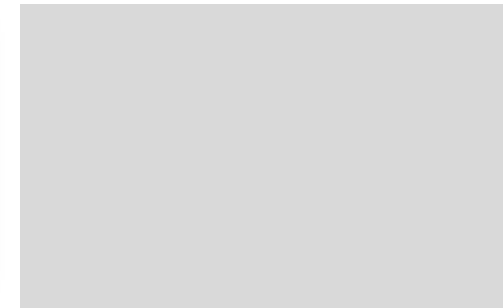
Emergency exit



Accessibility



This is a template for describing reference projects!!!



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the general economic conditions / impacts of the Covid-19 pandemic / competition from other companies / the effects and risks of new technologies / the company’s continuing capital requirements / financing costs / delays in the integration of the merger or acquisitions / changes in the operating expenses / currency and raw material price fluctuations / the company’s ability to recruit and retain / qualified employees / political risks in countries where the company operates / changes in applicable law / and other factors identified in this communication

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