

For every place that matters

Corporate presentation
October 2023



dormakaba at a glance

Globally leading in smart systems and sustainable solutions across the building lifecycle



160

years of experience



130

countries



~ 16,000

employees



> 1800

patents



> 100 million

investments in R&D in
2022/23, in CHF



2.85 billion

net sales in 2022/23, in CHF

Agenda

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The world today and tomorrow

Trends that define us



The world today and tomorrow

Urbanization

Smart cities are on the rise. People are reassessing what they want from urban living.

200,000

people move to a city
each day

7 billion

people will be living in
urban areas by 2050

11,000+

new buildings worldwide

Access solutions follow infrastructure: more large cities and urban areas – especially in emerging markets – increase the demand for infrastructure and residential, commercial and public space. Properties need to be secured and people flow needs to be organized efficiently in an increasingly complex infrastructure.

The world today and tomorrow

Increasing need for security

Globalization and an increasing number of geopolitical risks and developments drive the need for security in everyday life. People are searching for trusted partners with experience and innovative solutions to provide reliable security.

Digital security

The protection of data and digital network assets

Economic security

The safeguarding of financial stability and basic living

Physical security

The protection from external threats to life or health

Social security

The protection of citizen rights and civil liberties, including water security, education, etc.

Sustainability

Green architecture supports the battle against climate change on the part of the building industry.

39%

of annual global CO₂ emissions come from the construction and operation of buildings

~17,4%

annual growth of the global green building industry

2x

doubling the annual renovation rate by 2030 (EU Green Deal).

Decarbonization and ecological impact continue to gain importance. Climate change has become one of the most important environmental and social issues of the past decade and will be a crucial challenge in the years to come. In return, this affects the requirements buildings need to meet and the building industry has a special responsibility in that respect.

Technological progress

The disruptive nature of technological evolution continues to transform the world.

65%

of the world's population has access to the internet

90%

of the world's data was generated within the past two years alone

5.4 billion

people in the world own a mobile device

Digitalization impacts how value is generated and innovation grows with demand. Innovation remains fast paced, with customers demanding more secure, efficient and sustainable solutions that match their expected ROI.

The access industry is changing



Touchless access



Shift to electromechanical



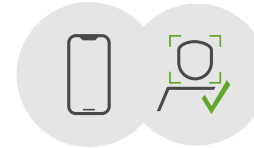
Integrated & connected components



Merger of access & flow



Access-as-a-Service



Mobile & biometric authentication



Customer first, always

The field in which we operate



Customer first, always

Our Purpose

"For every place that matters"

We are where our communities come together. We are in all the places that matter to our life in society.



Customer first, always

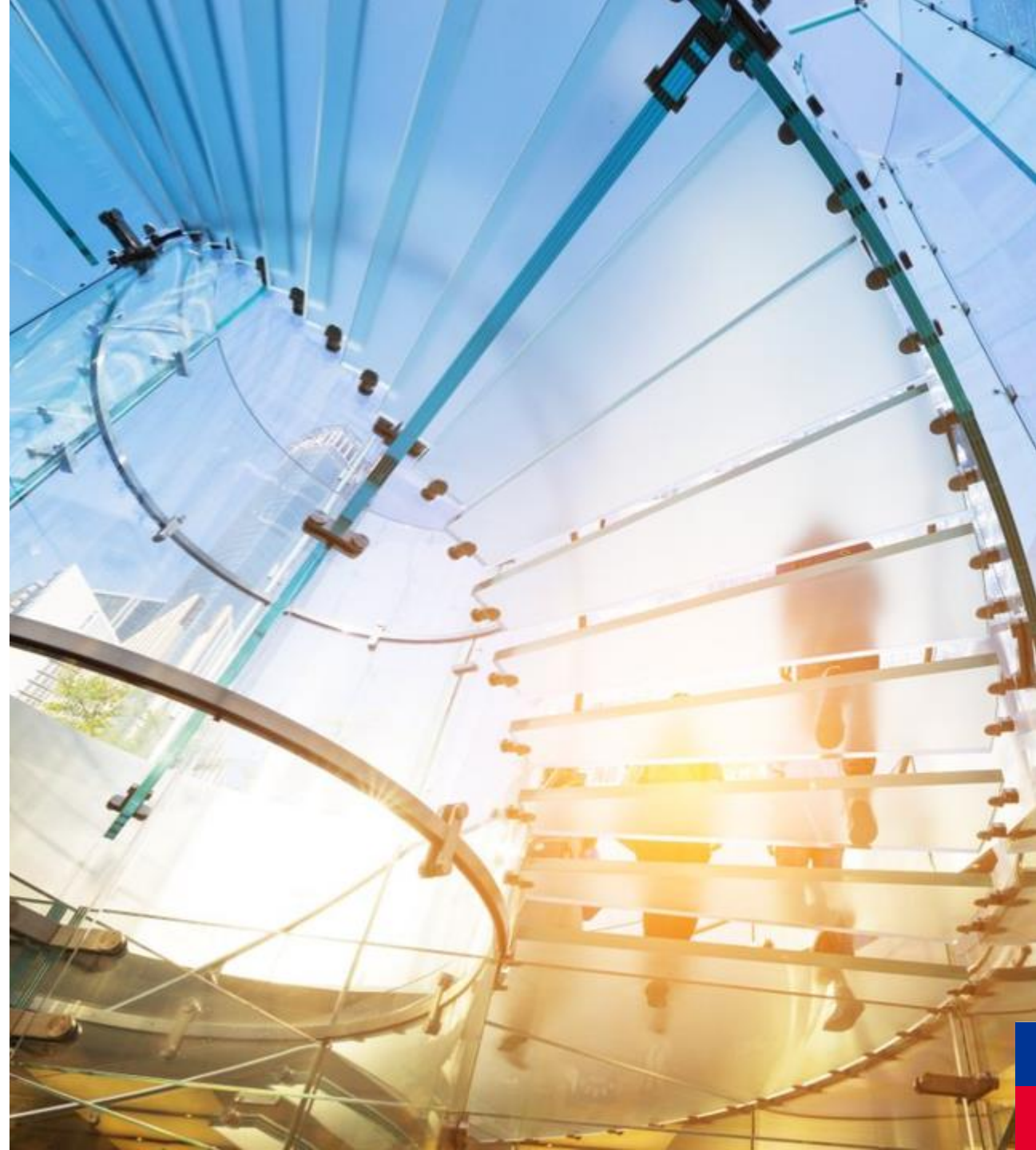
Our Vision

We want to be the trusted partner worldwide for safe, secure and sustainable places where people can move seamlessly.



In the heart of every place

Our offering



In the heart of every place

Access Reimagined

**Balancing form and function?
We enable both.**

We enable our customers worldwide to deliver the architectural vision of a building.



In the heart of every place

Integrated Access

Integrated access at every stage of the building lifecycle

We enable our customers worldwide to integrate planning, management and maintenance of access.



In the heart of every place

Seamless Flow

Making the flow of people as effortless as possible

We enable our customers worldwide to provide a safe and secure flow of people throughout their premises.



In the heart of every place

Sustainability

Answering your needs for a sustainable built environment

We enable our customers worldwide to sustainably create value across the building lifecycle.



In the heart of every place

We offer in-depth knowledge and expertise to diverse sectors



Airports



Healthcare



Offices



Hospitality



Education



Retail



**Banking &
Insurance**



**Government &
Administration**



**Residential &
Multi-family
housing**



**Sports &
Culture**



**Transport &
Logistics**



**Industry &
Manufacturing**

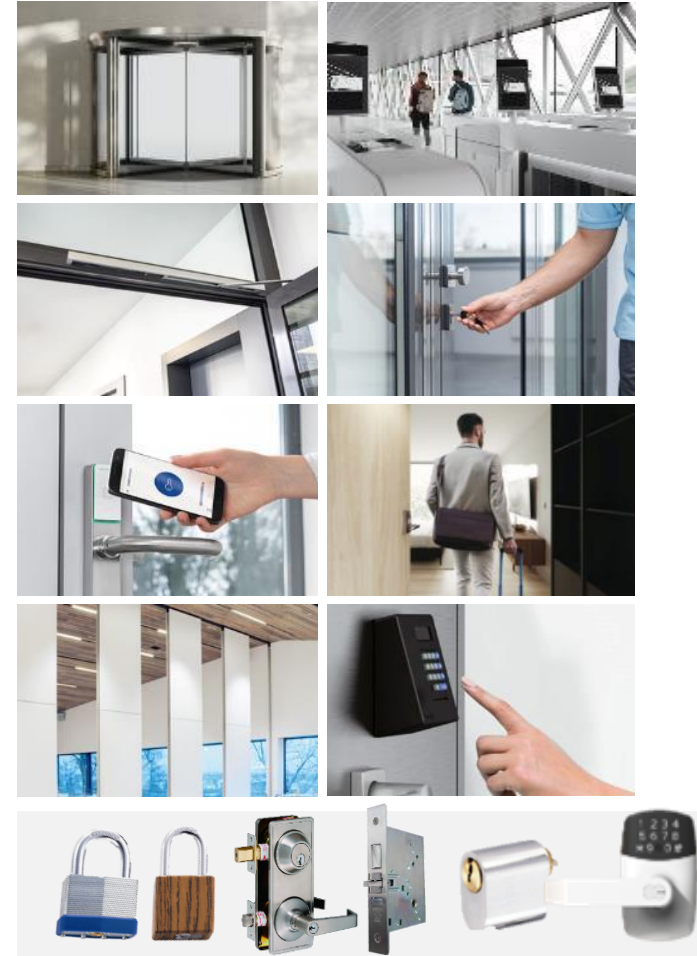


**Utilities &
Telecoms**

In the heart of every place

Advanced solutions are our passion

Business	Offering	
Access Solutions	Access Automation Solutions (AAS)	Entrance Automation
		Entrance Security
	Access Hardware Solutions (AHS)	Door Closers
		Architectural Hardware
		Mechanical Key Systems
	Access Control Solutions (ACS)	Escape and Rescue
		Lodging Systems
		Electronic Access & Data
	Services	
	Safe Locks	
Key & Wall Solutions & OEM	Key Systems	
	Movable / Sliding Walls	
	Original Equipment Manufacturer (OEM): Door Locks / Furniture	



Rooted in the past, performing for the future

Our heritage



Rooted in the past, performing for the future

A strong heritage

KABA

DORMA

1862

Founding of a workshop for locks and safes, later becoming the KABA brand



1908

Founding of Dörken & Mankel KG, abbreviated as DORMA

1934

Patent registration for reversible key lock



1950

Entry into the door closer market

2000/01

Acquisition of Unican



1962

Production of the first automatic operators

2009

First worldwide airport e-gates for self boarding



2002

Entry into the mobile partition systems business

2015

Merger of Dorma and Kaba, going forward together as dormakaba

dormakaba

2015/16

First cloud-based access solutions



2016/17

Acquisitions in the US including Skyfold and the BEST brand

2019/20

Rated EcoVadis Gold for sustainability management



2021/22

Launch of the EntrWorX EcoSystem

Awarded one of the most sustainable companies in Switzerland

2023

Award-winning new generation of heavy duty door closers EHD 9000



The way ahead is digital

Innovation-driven approaches



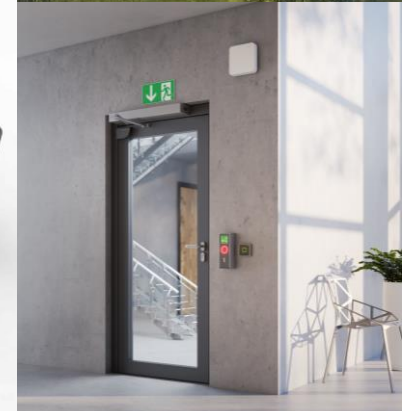
The way ahead is digital

We continuously drive innovation

Our offering uses digitalization to enable our customers to enhance their productivity and sustainability.

For example:

- **EntriWorX**: The intelligent door to facilitate planning and installation of sophisticated access
- **resivo**: A cloud platform for facility management designed for tenants and owners in multi-housing
- **Argus V60**: a space-saving speed gate with proprietary tailgating sensory technology
- **ST PRO Green RC3**: An energy-saving automatic sliding door with a thermally separated profile system
- **BEST EHD9000**: A heavy-duty cast-iron door closer with self-regulating valves and proprietary ester oil allowing automatic adjustment for changes in temperature maintaining desired functionality.



The way ahead is digital

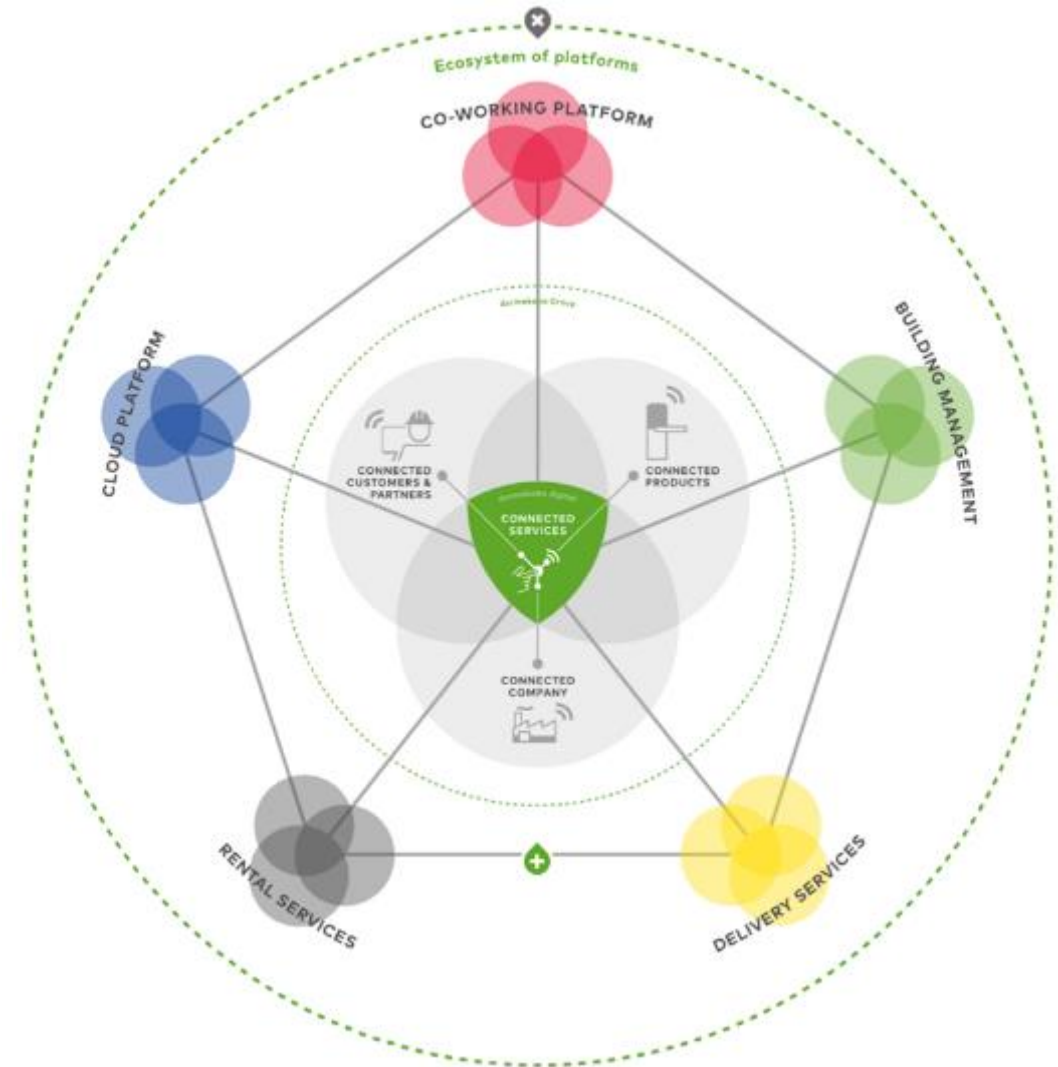
Open platforms allow for new forms of connectivity

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.

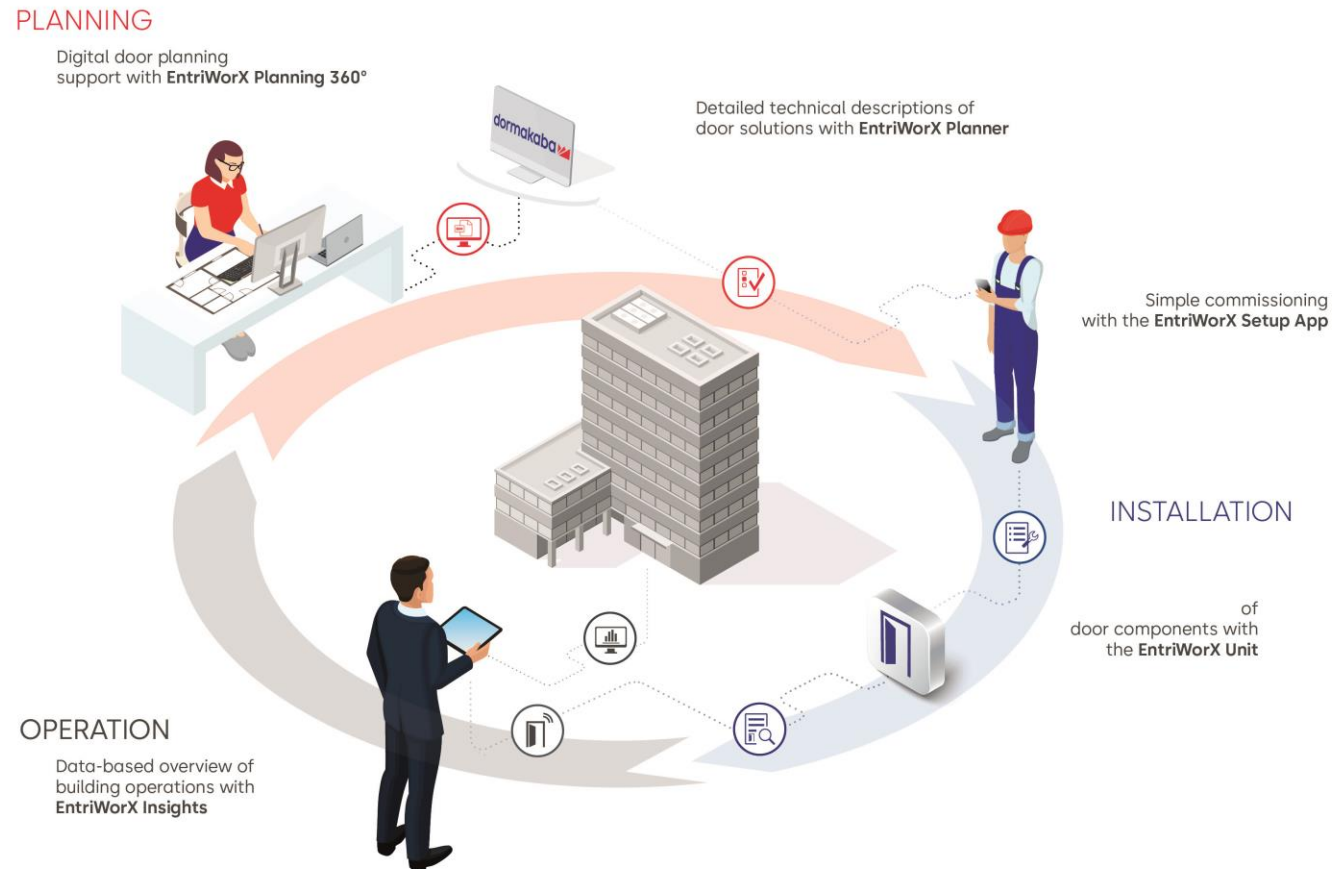
For example:

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



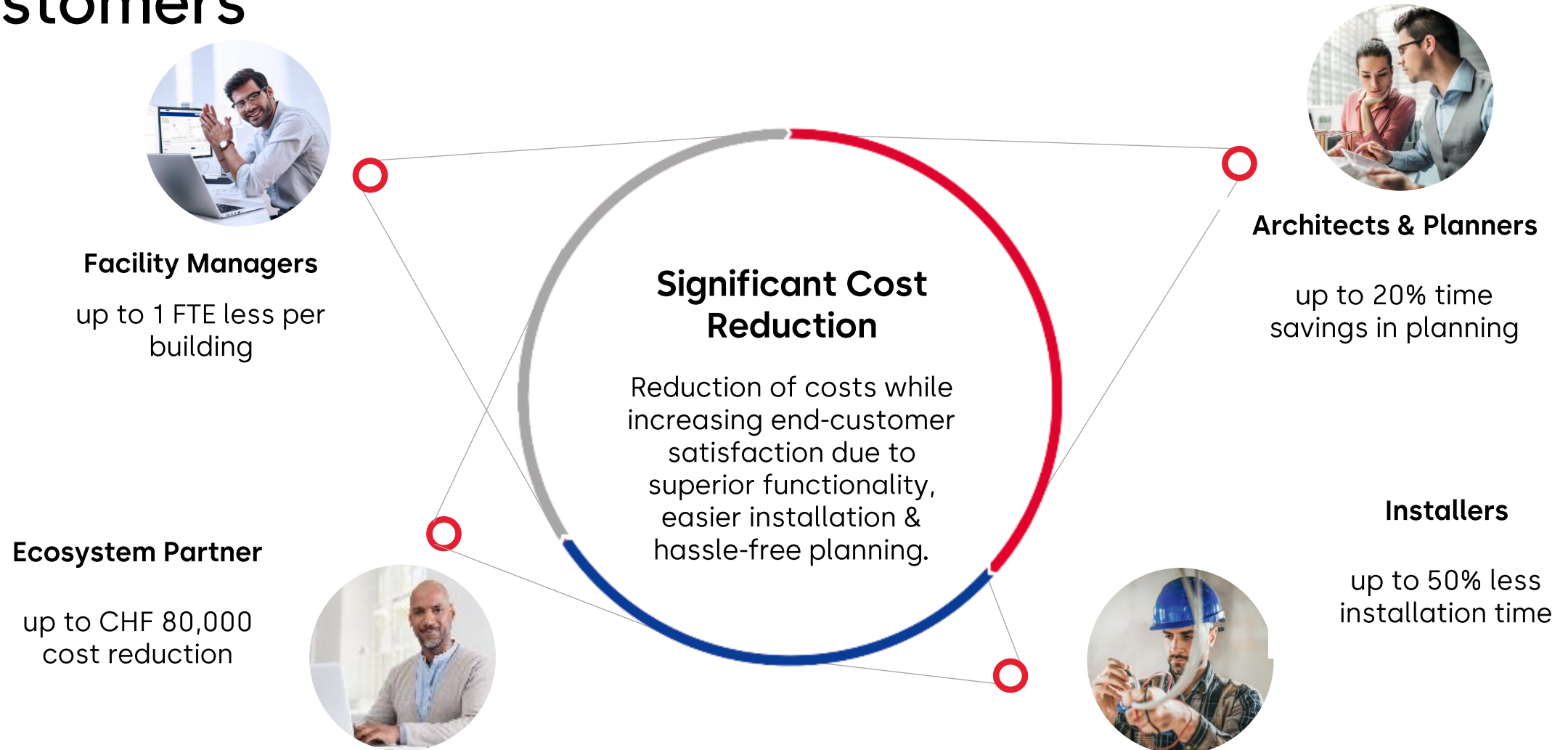
The way ahead is digital

EntriWorX: differentiation through digitalization & domain know-how



The way ahead is digital

EntriWorX: measurable productivity gains for our customers



Building with conscience

Sustainability as a key differentiator



Building with conscience

Think tomorrow

We are committed to championing sustainability in everything we do, from producing greener access solutions to being a fair and responsible employer and neighbor.

A beacon in everything we do

We seek an open, transparent dialogue with all stakeholders to define strategies and actions based on clear targets and continuous improvement, and we actively report on our progress.

- Sustainable development and production of products
- Responsible dealings with **employees** and business partners
- Transparent **reporting** through recognized standards
- **Membership** and commitment to **leading international** and national sustainability **organizations**
- **External assessment** of own sustainability management, e.g., **ratings**



We contribute to the United Nations Sustainable Development Goals

These nine SDGs are the most aligned to our sustainability strategy.



Sustainability Strategic Framework 2021-2027



Planet	People	Partnerships
<p>We open the doors wide to a low-carbon and circular economy</p>	<p>We empower our people so that they can unlock their full potential</p>	<p>We collaborate to promote sustainable development beyond our own doors</p>
<p>We develop innovative and resource-efficient solutions for the circular economy and do our part to ensure a climate-resilient future. We offer durable and energy-efficient products that help our customers achieve their own sustainability goals.</p>	<p>We create a fair, inclusive and safe culture which enables our employees to thrive. We provide a workplace where they can continuously grow, openly contribute with their ideas and feel proud of their achievements.</p>	<p>We lead by example and engage with our partners to drive more eco-friendly practices and support the protection of human rights. Through our secure access solutions, we also contribute to people's health and safety. We work with partners to raise awareness of safe operating practices for our products.</p>
<ul style="list-style-type: none">• Energy & Emissions• Circular Economy & Materials• Environmental Compliance	<ul style="list-style-type: none">• Fair Employment• Training & Education• Diversity & Inclusion• Occupational Health & Safety	<ul style="list-style-type: none">• Supplier Sustainable Development• Human Rights• Customer Health & Safety
30+ ESG targets		

People put their trust in us

Iconic references around the globe



People put their trust in us

Iconic 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)



Taicang Alps Resort, Taicang (CN)



The Squaire Airport Business Center, Frankfurt (Germany)



Bengaluru International Airport (IND)

Thousands of experts

Join a dedicated team



Thousands of experts

Attractive and fulfilling roles in a growing industry

**Exciting career prospects and opportunities to grow:
We offer challenging tasks in an appreciative
atmosphere and a global network of experts to
support you.**

As an employer, dormakaba offers:

- a community you can rely on and an environment in which your input is valued
- a place to leverage your talents and enhance your skills
- regular employee surveys and team workshops
- an international working environment



Engage with us!

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

Website:

www.dormakabagroup.com

Blog:

<https://blog.dormakaba.com/>

Careers:

www.dormakabagroup.com/en/careers

Social Media:      



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Appendix



In the heart of every place

How we enable your business



**Balancing form and function?
We enable both.**

#AccessReimagined



Integrating access at every stage of the building lifecycle.

#IntegratedAccess



Making the flow of people as effortless as possible.

#SeamlessFlow



Answering your needs for a sustainable built environment.

#Sustainability

In the heart of every place

Service

We ensure safe access to your building

Customized service and maintenance -
to ensure safe and comfortable people
flow throughout the entire lifecycle of
your building.



In the heart of every place

Providing sophisticated access solutions and ecosystems worldwide



We tailor our products, solutions and services around the customer



We are present in any place that matters to you

XEA®

We lead the way in cutting-edge design



We have been chosen and trusted for generations



We provide expertise at every level you need



We have made icon impacts around the globe

In the heart of every place

We offer in-depth knowledge and expertise to diverse sectors

- Airports
- Healthcare
- Offices
- Hospitality
- Education
- Retail
- Banking & Insurance
- Government & Administration
- Residential
- Sports & Culture
- Transport & Logistics
- Industry & Manufacturing
- Utilities



People put their trust in us

Taicang Alps Resort, Taicang (CN)



The resort is invested in, developed, and constructed by Fosun Tourism Group. It is the largest comprehensive cultural and tourism project in Taicang's urban area. dormakaba to install comprehensive access hardware and automated solutions.

People put their trust in us

UniCredit Bulbank, Sofia (BG)



Barrier control for the staff entrance. Creating different zones in the customer service area. Finding solutions for 24-hour banking and customer service. Different interior glass wall systems for private offices.

People put their trust in us

Bengaluru International Airport T2 Phase 1 (IND)



Kempegowda International Airport Bengaluru (BLR Airport) is one of the fastest-growing airports in the world, with the unique distinction of being the first Greenfield Airport in India. dormakaba has supported the airport with self-boarding solutions, automated boarding pass control gates, and electrified door hardware at Terminal 2, which is spread over 255,661 square meters of area.

People put their trust in us

Stearawirt's Hauserei, Steeg im Lechtal (AT)



Implementation of touch-free, convenient, and barrier-free access. Safety for staff and guests. Effortless interaction of comfort, design and technology.

People put their trust in us

Serviceplan: House of Communication, Munich (DE)



Copyright: Serviceplan Group

dormakaba to provide access control systems and door hardware in an open yet comprehensively secured office building for seamless flow of all co-workers.

People put their trust in us

Avinor state-owned Airports, NO



Becoming the exclusive supplier of self-boarding and boarding-pass-validation gates for all state-owned Norwegian airports for the course of ten years.