

# For every place that matters

Corporate presentation  
October 2022





# 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  
2021/22, in CHF



**2.8 billion**

net sales in 2021/22, 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 absence of external threats to life or health

## Social security

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

# Technological progress

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

40%

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 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 world today and tomorrow

# Sustainability

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

**34%**

reduction of CO<sub>2</sub> emissions  
in LEED-certified buildings

**420 bn**

global green building  
materials market in 2024, in CHF

**2050**

reaching net-zero carbon  
emission buildings

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 turn, this affects the requirements buildings need to meet and the building industry has a special responsibility in that respect.



# The access industry is changing



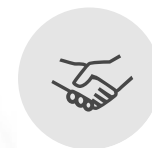
**Touchless  
access**



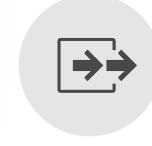
**Shift to  
electromechanical**



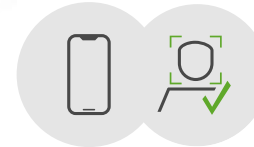
**Integrated &  
connected  
components**



**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**



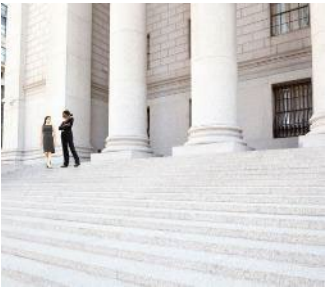
**Education**



**Retail**



**Banking &  
Insurance**



**Government &  
Administration**



**Residential &  
Multi-family  
housing**



**Sports &  
Culture**



**Transport &  
Logistics**



**Industry &  
Manufacturing**



**Utilities &  
Telecoms**



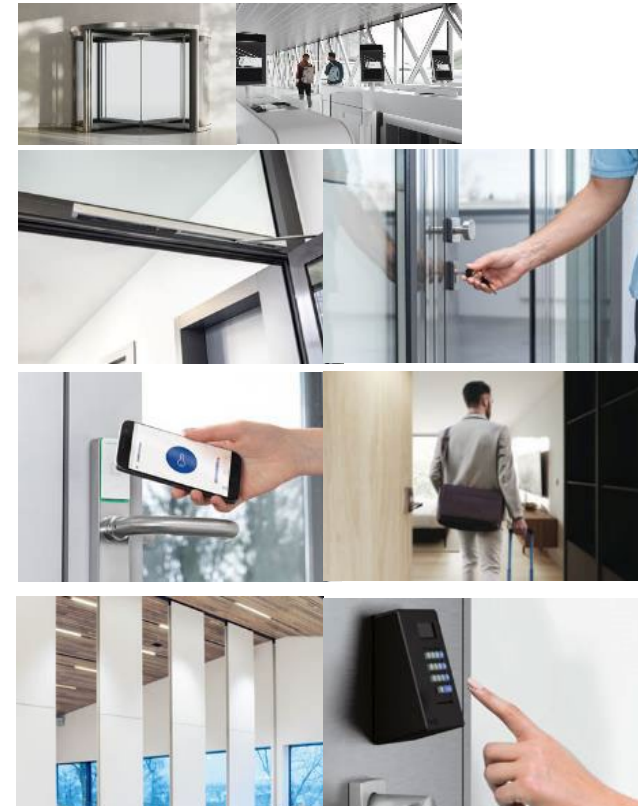
In the heart of every place

# 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	Key Systems	
	Movable / Sliding Walls	



# 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



**1908**

Founding of Dörken & Mankel KG

**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

dormakaba

**2015/16**

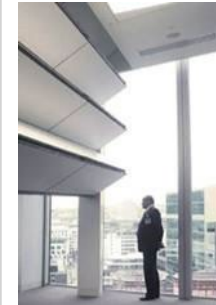
First cloud-based access solutions

Acquisition in North America



**2017**

Acquisition of Best in the US



**2019/20**

Rated EcoVadis Gold for sustainability management

Development of digital business ecosystems



**2021/22**

Launch of EntriWorX EcoSystem

Awarded as one of the most sustainable companies in CH



# The way ahead is digital

Innovation-driven approaches





The way ahead is digital

# We continuously drive innovation

As an innovation leader, we take an active role in the digital transformation of our industry. 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 Air**: Sensor barriers for contactless or biometric security control
- **ST PRO Green RC3**: An energy-saving automatic sliding door with a thermally separated profile system



The way ahead is digital

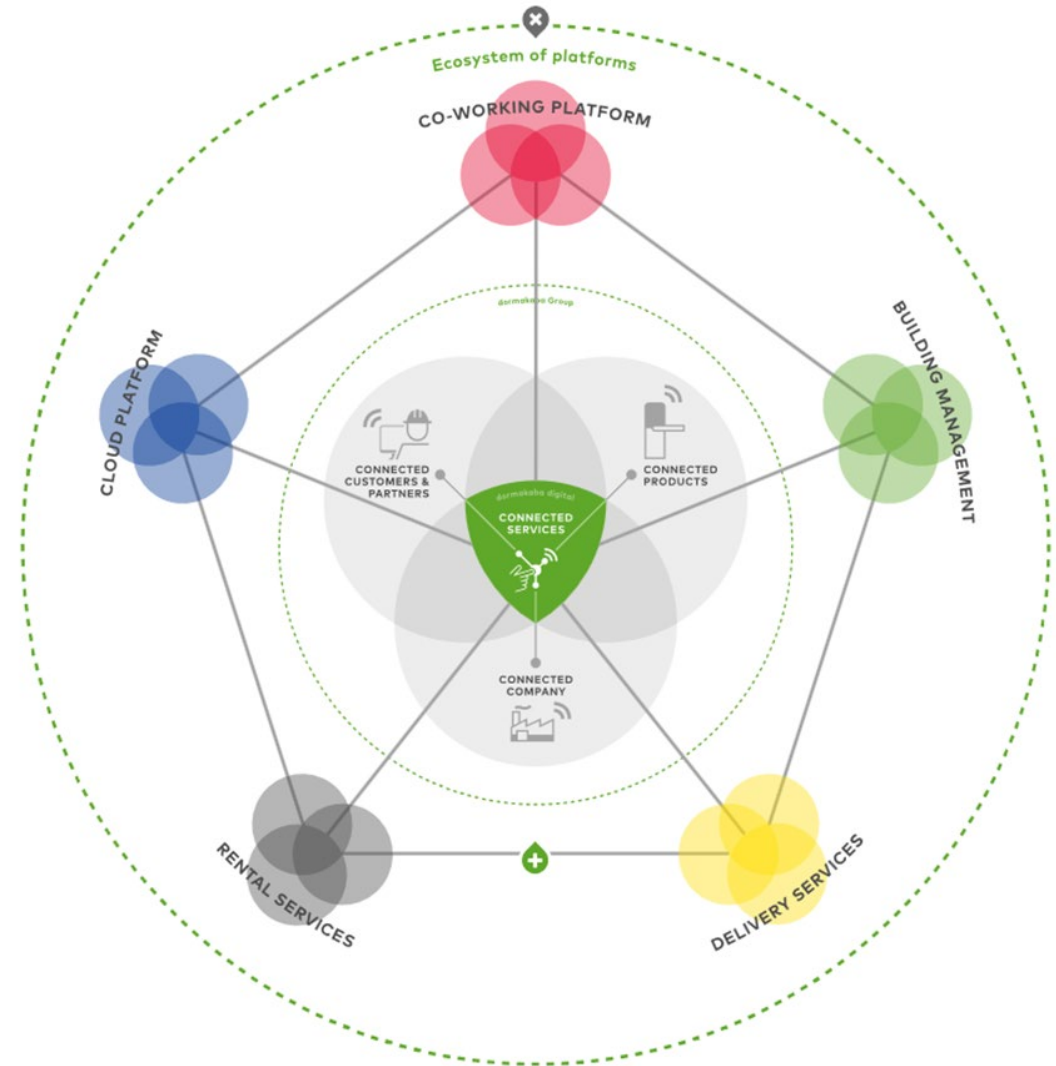
# Open platforms allow for new forms of connectivity

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:

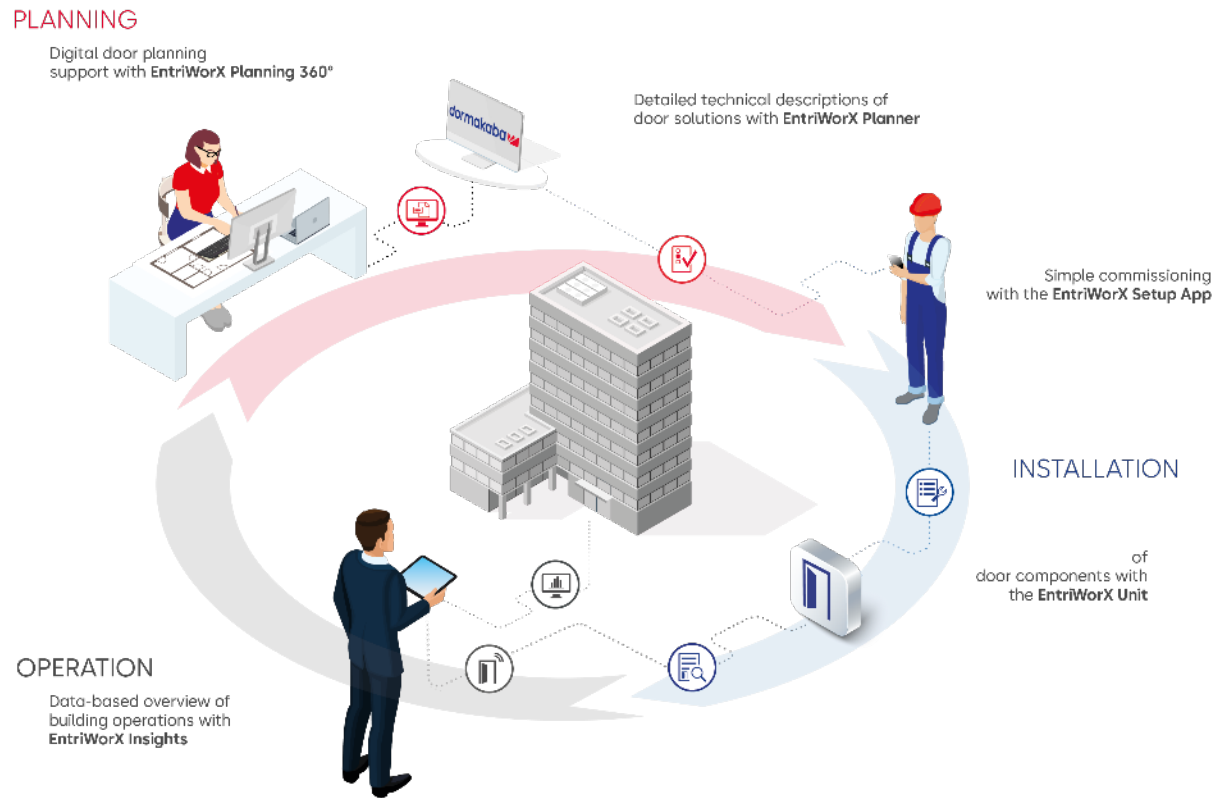
- Hospitality services
- Rental services
- Delivery services
- Building management
- Co-working platforms





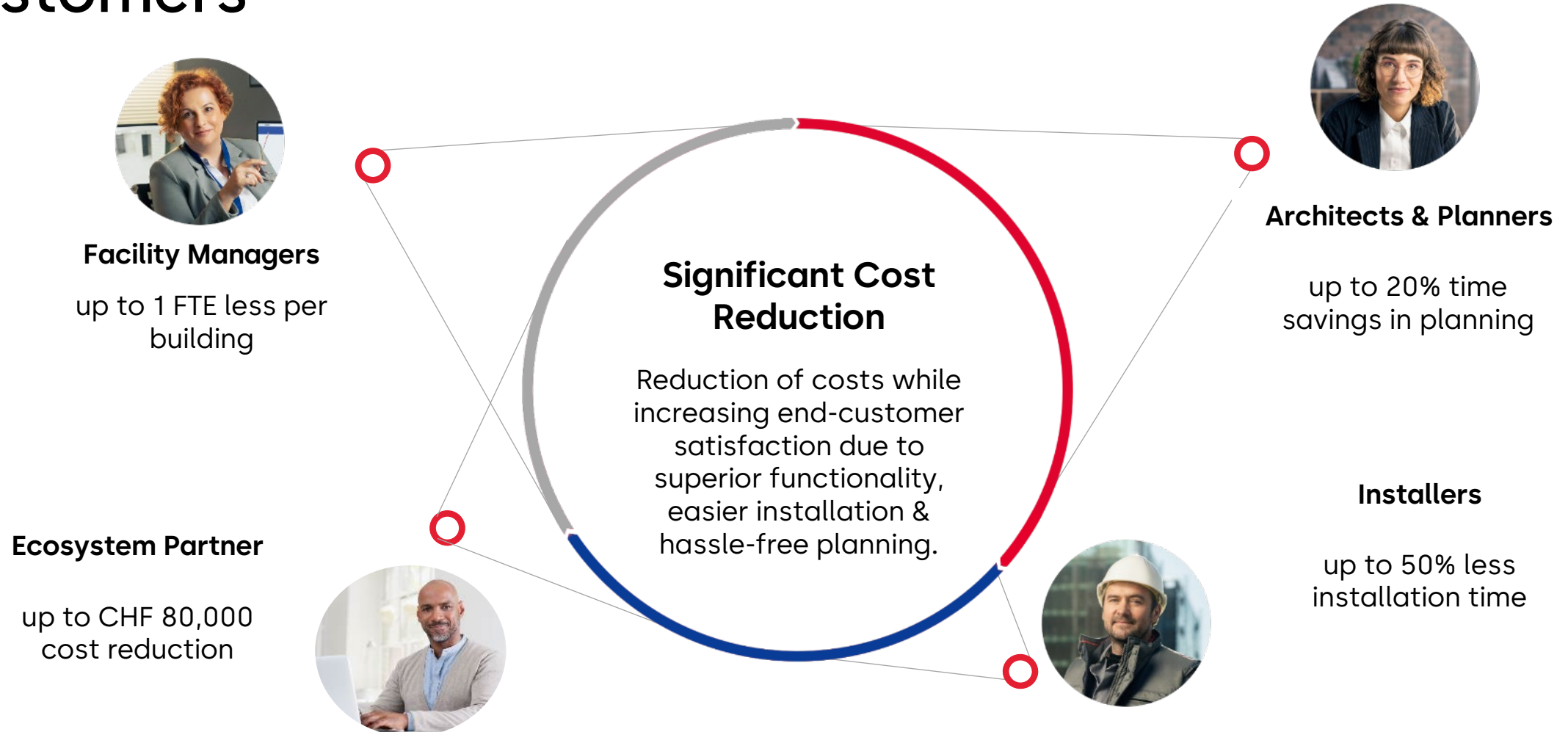
The way ahead is digital

# 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

# Sustainability: differentiator for our customers and driver for growth

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



# 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

We open the doors wide to a low-carbon and circular economy

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.

- Energy & Emissions
- Circular Economy & Materials
- Environmental Compliance

## People

We empower our people so that they can unlock their full potential

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.

- Fair Employment
- Training & Education
- Diversity & Inclusion
- Occupational Health & Safety

## Partnerships

We collaborate to promote sustainable development beyond our own doors

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.

- 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)



Aalt Stadhaus, Differdange (Luxembourg)



The Squire Airport Business Center,  
Frankfurt (Germany)



Liondes Chalets, St. Vigil (Italy)



# 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](http://www.dormakabagroup.com)

**Blog:**

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

**Careers:**

[www.dormakabagroup.com/en/careers](http://www.dormakabagroup.com/en/careers)

Social Media:      





# Thank you

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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

# 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.

People put their trust in us

# Jakarta International Stadium, Jakarta, ID



Access control and people flow management for 82,000 spectators, making it the largest stadium in Indonesia as well as the largest football-specific stadium in Asia.



People put their trust in us

# Jinan Yinfeng, CN



Customized door hardware solutions and smart access in a major residential development in Greater China, providing integrated counsel from the development phase.

People put their trust in us

# Accenture Tower, Chicago, US



Alvarado to provide 28 lanes of SU5000, custom-made to deliver on the architectural vision of the building.



People put their trust in us

# Normanton Park, Singapore, SG



Providing comprehensive access solutions for nine Towers with 1862 residential units, one of the largest residential projects in Singapore to date in multi-housing.



People put their trust in us

# TRIIPLE Vienna, Vienna, AT



Future-proof and scalable electronic access control with online and mobile solutions for one of the major multi-purpose building projects in Austria's capital.