

GUNNEBO

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The Magazine for the Gunnebo Group

New markets

Gunnebo opens the door to new regions



New acquisitions

Gunnebo continues to grow with four new acquisitions



Secure golf

Discreet protection for exclusive golf resort



Caja Madrid

Spanish bank now even more secure



Gunnebo on the world market

During the ten years or so it has taken to build up the new Gunnebo, the Group has established its own operations in all continents, primarily through corporate acquisitions. The theme of this issue of Gunnebo Global is therefore new markets, and it is pleasing to see Gunnebo growing rapidly on many exciting markets.

2004 was characterised by continued efforts to improve profitability – we have acquired six companies with a combined annual turnover of over 620 million Swedish kronor (70 MEUR) and 400 new employees. We have also started up a new security company in Finland and signed co-operation agreements with five companies around the world.

Gunnebo's process of internationalisation is continuing. Development in several of our largest markets, such as France, the UK and Spain, has been very strong. We have achieved a strong market position within several companies. The only large market suffering from poor development has been Germany.

Gunnebo as a security company was initially created in Western Europe. Corporate acquisitions and new start-ups have turned us into a market leader within the majority of our product areas. Over the next few years, Gunnebo should begin actively cultivating the Eastern European market. The Group can only achieve increased sales in Eastern Europe by establishing more of its own subsidiaries.

Asia is probably the market that should be able to report the best organic growth. We have exceptionally good conditions in India and Indonesia for organic growth of over 10 per cent a year. China will now be prioritised and Gunnebo will start production within several product areas on the Chinese market.

Building up new markets through corporate acquisition will allow our Group to grow. In terms of finance and organisation, we are well-equipped for rapid expansion around the world. Gunnebo is a world leader in certain product areas. We have the potential to double our business within three to five years.

To conclude, I'd like to thank all colleagues for their exceptionally hard work in 2004. I would like to wish you all a successful 2005 with improved market positions and increased profitability. Best wishes,

Bjarne Holmqvist
President and CEO



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Six acquisitions

During 2004, the Gunnebo Group has acquired six new companies with a combined turnover of MSEK 620. 4-5

Discreet top-level security

Terre Blanche is the resort for affluent golf enthusiasts, placing high demands on an integrated security solution. 6-7



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The new market

Gunnebo has opened the door to several new markets. The Group's security products and services can now be found around the world. 9-19



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Bank invests millions

Caja Madrid of Spain has invested a million EUR in improving security at its branches. Gunnebo was responsible for the entire installation.

Awards for Gunnebo products

Two of Gunnebo's security products were awarded distinctions in the autumn.

The ImmSec immigration gate was voted 'Best Access Control Product' in the Detektor International Awards 2004, while the SafeCash deposit and cash machine won the prestigious iF Design Award.

The iF Design Award, won by deposit and cash machines SafeCash R and SafeCash Eco, confirms the high quality and good design of Gunnebo's products. The award is one of the world's most important design prizes and originates from the CeBIT fair in Hanover, Germany. It is awarded to products that excel in terms of design and quality, and the stamp of quality accompanying the award has become a brand recognised worldwide. In 2004 there were 740 entries from 31 countries with a total of 1,900 products.

SafeCash R and SafeCash Eco will be on display in the iF design exhibition at the Hanover fair in 2005 and will also be published in the iF annual.

IMMSEC WINS AGAINST TOUGH COMPETITION

A total of 1,600 products were entered for the Detektor International Awards. Four products were eventually nominated for the shortlist in the 'Best Access Control Product' class, including Gunnebo Entrance



Award-winning Gunnebo products: the ImmSec immigration gate (left) and the SafeCash R deposit and cash machine.

Control's ImmSec immigration gate.

ImmSec is an innovative automatic immigration gate with integrated one-person control which combines two important requirements: security and speed. The gate is designed to satisfy ever increasing demands on optimised, secure border control, and is adapted, for example, for the biometric security solutions which more and more countries are currently shifting towards.

Of the four nominees in the class, ImmSec won the award, and Gunnebo Entrance Control was presented as the winner at Sectech's major security banquet in Copenhagen in early November. ImmSec received the award for "successfully com-

binning the market's need for security and efficiency with a unique, aesthetic design".

"We're very pleased about the award," says Lars Proos, Managing Director of Gunnebo Entrance Control. "It shows how strong our product development is. It's also proof that we're on the right track with our strategy for the future."

Detektor International is an international trade publication focusing on security technology in the European market. The award was set up in 2000 by publishers AR Media International with the aim of recognising products and producers that have introduced particularly innovative, original or technological solutions. ■

Motoman and Gunnebo Troax collaboration

As a result of close co-operation between customer and supplier, end-customers are being offered new total solutions.

Gunnebo Troax and robot manufacturer Motoman Robotics have signed an agreement for the supply of machine guarding systems for the robot manufacturer's customised system deliveries.

Motoman Robotics is one of the world's leading manufacturers of industrial robots and a wholly owned subsidiary of Japan's Yaskawa Electric Corporation, the world's

largest manufacturer of industrial robots. Motoman produces automation equipment for most types of industrial production, and the three-year agreement with Troax means that Troax equipment will in the main be a standard part of Motoman's customised system deliveries. Troax will also train Motoman's personnel in machine protection.

"This alliance with Troax will make the planning and installation of our robot systems more efficient," says Johnny Jarhall, Motoman's sales manager for Northern Europe.

"We see an opportunity to focus in a simple way on safety and security, while

Troax's products will enable our fitters to save time on the workshop floor."

LOCAL SERVICE AN ADVANTAGE

Stefan Andersson, Managing Director of Troax, says the agreement will strengthen both companies and is very important strategically.

"By joining forces, we can offer the end-customer a total solution," he says. "Our combined strength is based on Motoman having a strong presence in most of the markets where Troax has subsidiaries and distributors, which means that we can also offer local service and support." ■

Four new acquisitions for Gunnebo • Four new acquisitions for Gunnebo •

Gunnebo has managed six new acquisitions in 2004, with a combined annual turnover of 620 million Swedish kronor (70 million euro). The Group has made four new acquisitions since the previous issue of Gunnebo Global. This has strengthened Gunnebo's position in retailer security, entrance security, external perimeter protection, electronic security and physical security.



International clothing chain Benetton is one of many companies to use Gateway's article surveillance system

Gateway makes Gunnebo a strong new player in retail security

The acquisition of Gateway Security AB marks Gunnebo's entry into a brand new segment in the field of retailer security.

Swedish company Gateway develops, produces and markets article surveillance systems for the retail trade.

1

The retail trade is a relatively new, yet strategically important market for Gunnebo.

Cash management services are increasingly being transferred from banks to the retail trade, and two years ago Gunnebo launched the completely sealed cash handling system SafePay specifically for the retail trade.

In addition, several other products such

as alarms, CCTV systems and access control have been sold to major retail chains, primarily on the European continent.

Now the Group is taking another important step into this market with the acquisition of Gateway Security AB. Gateway develops, produces and markets anti-shoplifting systems for stores.

The range includes systems for all four technical solutions developed to date.

COMPLETE RETAIL PROGRAMME

The company has a development department and production facilities in Motala, Sweden, and subsidiaries in Portugal, Brazil and the USA.

Gateway has some 60 employees in total and an annual turnover of approximately 100 million Swedish kronor (11 million

“Retail is a priority area for Gunnebo”

euro). Following the acquisition, Gateway Security has become part of the Gunnebo Physical Security division.

“With Gunnebo's strong brand and sales organisation, we're creating a powerful market concept for these products,” says Torbjörn Browall, divisional manager of Gunnebo Physical Security and first Executive Vice President of Gunnebo AB.

“Similarly, Gateway's products strengthen our competitiveness. With Gateway

Four new acquisitions for Gunnebo • Four new acquisitions for Gunnebo •



in its stores.

urity

we can offer the retail trade a complete security programme.

“Retail is a prioritised area for Gunnebo and offers excellent business opportunities. Gateway fits particularly well into this concept,” Torbjörn Browall explains. ■



Hennes & Mauritz uses Gateway to protect its stores against theft.

Stronger position in Italy and Belgium within physical and electronic security

Gunnebo has strengthened its market position within physical and electronic security in Italy through the purchase of Chubb Lips S.p.A. in Italy.

Chubb's physical security operation in Belgium was acquired at the same time.

2 Historically, Gunnebo has had a relatively small presence on the Italian market when it comes to electronic and physical security. However, Italian company Italdis occupies a strong position in the market for entrance security products.

The acquisition of Chubb Lips S.p.A. also gives Gunnebo a good market position within physical and electronic security in the country. The Italian business has an annual turnover of some 140 million Swedish kronor (15.6 million euro) and around 80 employees. Most of the busi-

ness is in Milan.

“To date only a small proportion of our sales have been on the Italian security market,” says Bjarne Holmqvist, Gunnebo President and CEO.

“The acquisition of Chubb Lips S.p.A., which already has some 20 per cent of Italy's physical security market, will give us a very strong platform for further growth.”

A THIRD ACQUISITION

3 The physical security business of N.V. Chubb Security Systems in Belgium has an annual turnover of around 55 million Swedish kronor (6.1 million euro) and some 30 employees, 16 of whom are service technicians.

“In acquiring Chubb's physical security business, we are improving the sales potential in Belgium for our products and strengthening our position, especially on the service side,” says Bjarne Holmqvist. ■

Swiss Hammer a new addition for Gunnebo Entrance Control

Gunnebo has acquired Swiss company Hammer Sicherheit. The company manufactures and sells security booths and revolving doors and is a leader on the Swiss market.

4 Hammer Sicherheit has an annual turnover of some 35 million Swedish kronor (4 million euro) and a total of 17 employees, with 14 in Switzerland and three in Germany.

CO-ORDINATION GAINS

Hammer Sicherheit specialises in areas such as high-graded security booths and secure revolving doors, and will represent a strategic strengthening of Gunnebo Entrance Control, which has a similar product range.

“The acquisition will strengthen our



CompactSave provides efficient access control and individual segregation.

market position on the Swiss market and broaden our product range to include high-quality security booths, especially for confined areas,” says Bjarne Holmqvist, Gunnebo's President and CEO.

“We also foresee production synergies with Gunnebo Entrance Control's other production units.” ■

Terre Blanche on France's Mediterranean coast is one of Europe's most exclusive golf resorts.

Two golf courses, a luxury five-star hotel and 85 plots for private villas – all with the highest possible level of security.

French company Fichet Sécurité Electronique has supplied the access control, video surveillance and other systems for the complex.



Exclusive course attracts golf enthusiasts

— guests play in secure resort thanks to Fichet Sécurité Electronique

A few kilometres north of Cannes, not far from the picturesque village of Tourrettes, lies Domaine de Terre Blanche. An exclusive resort covering 266 hectares (around 660 acres), it boasts two golf courses designed by Dave Thomas, surrounded by five areas for private villas. At the centre of the complex is a Four Seasons hotel with 115 suites. The man behind the entire investment is German billionaire and founder of software giant SAP, Dietmar Hopp.

“The aim was to build a golf resort with everything the golf enthusiast could ever want,” says Jean-François Schwab, Manager of Terre Blanche. Construction began in 2000, and the hotel and two golf courses opened in spring 2004. By then the first private villas had also been completed.

The target group for Terre Blanche is capital-strong individuals looking for a second home where they can indulge their passion for golf. With two 18-hole courses, golf is of course the main focus of the resort.

“The people we are targeting have golf as one of their main interests,” says Jean-François Schwab. “We’re talking about people from all over the world who like the South of France and are looking for high standards. They also want an opportunity to get away from it all without being disturbed.”

GUESTS WITH HIGH DEMANDS

The private plots, all of which are directly adjacent to the golf courses, vary in size from 2,500 square metres and upwards. In other words the people who invest here need to have plenty of capital, and considering the type of guests at the resort there are also high demands on security. Terre Blanche is enclosed by eight kilometres of fencing fitted with an electronic alarm system, video surveillance and special sen-

sors. Admission to the resort is controlled by an advanced access control system, and all the villa complexes have internal phones and CCTV systems linked to a monitoring centre manned round the clock. Large parts of the integrated electronic security system have been supplied by Fichet Sécurité Electronique.

“Fichet Sécurité Electronique have had quite a say in the development of the security system,” says Jean-François Schwab. “They’ve been one of our biggest suppliers of security equipment.”

“Our hotel guests and villa owners place great demands on us when it comes to maintaining a high level of security. In fact the high security is one of our main selling points in promoting Terre Blanche.”

UNIQUE IP COMMUNICATION NETWORK

Alain Ricci is head of Fichet Sécurité Electronique for the Mediterranean region, and Bernard Clement is the project manager for Terre Blanche from Fichet Sécurité Electronique’s side.

“The first inquiry came in about three years ago, and since then we’ve been following developments and keeping ourselves prepared. In September 2003 we



Guests can play golf without being disturbed by security procedures or uninvited guests.

were asked to tender for the security system at the resort entrance.

“We won the contract for certain parts of the resort: security at the resort entrance and access to the hotel complex, golf courses and villa complexes. We produced a comprehensive solution including systems for access control, camera surveillance, fire and burglar alarms and internal phones. To increase the information flow we’ve used a unique IP communication network that uses fibre optics for data, image and sound transfer.”

MUST NOT DISTURB GUESTS

While security is a top priority at Terre Blanche, it is important at this type of resort that it does not disturb the guests or encroach on their lives.

“A lot of different people come into contact with one another at the resort,” Alain Ricci explains. People who live here, hotel guests, visiting golfers and of course Terre Blanche personnel.

“It was therefore important to strike a balance in the level of security, so that one person’s peace and tranquillity didn’t become another person’s restriction of freedom. One example is ID badges using RFID technology in villa owners’ cars. This enables fast identification on entering the resort, while maintaining a high security level.”

Terre Blanche has now opened. Several of the plots have been sold and some of the villas have already been completed. Even so, Fichet Sécurité Electronique is still involved in the project.

“Some of the areas are still under construction,” says Laurent Mussilier, MD of Fichet Sécurité Electronique, “and our teams have to help develop and fine-tune the system. This exciting project has only just begun.” ■

Faster security information increases peace of mind for bank staff

New technology is providing faster and more secure security information for the major banks.

Fichet Sécurité Electronique has upgraded its information transfer system for French savings bank CépAL, which has over 200 branches in Limousin and Auvergne.

Stéphane Leprévost is head of the security department at CépAL and his role is to ensure the security chain works as quickly and efficiently as possible. Now the bank's own security rules have resulted in a switchover to IP communication for alarm centres and surveillance systems.

"This enables us to harness the flow of information transfer, storage and image transfer," says Stéphane Leprévost.

"In short, we want to switch from a slightly outdated system to modern technology, and above all to technology that is



Stéphane Leprévost at CépAL has every reason to be pleased. Thanks to the new system, the bank can transfer security information more quickly.

better able to react proactively in the security chain."

Fichet-Bauche was one of the suppliers

to Caisse d'Epargne in Auvergne, before the Auvergne and Limousin regions merged. Fichet-Bauche installed the alarm centres for the network in Auvergne.

FASTER INFORMATION TODAY

"When we made the decision to go over to the IP system, we thought the solution from Fichet Sécurité Electronique seemed most suitable, and also the easiest to implement as we only had to upgrade the existing system (Arcana) to achieve the goal.

"The results in the field are already convincing today. Security information is transferred faster, enabling faster decisions.

"In addition, our personnel also have greater peace of mind. They know we can react very quickly to all security problems, and thereby steer our response in a more rational, efficient way." ■

Advances in security product leasing

As technology is adapted to the customer's needs, so financing methods must also be adapted to the customer's business.

Eric Ducoulombier, head of investor relations at finance institute LixxBail, describes an original partnership between the finance institute and Fichet-Bauche.

LixxBail was formed as a strategic complement to leasing companies loxxia and Sli-bail, which belong to the large French banks CCF and Crédit Lyonnais.

LixxBail specialises in lease financing for equipment and capital goods for companies and professionals. And this is where security products come in.

"The benefits of leasing security products are the same as for all other kinds of equipment," says Eric Ducoulombier. "It is a solution that brings great clarity thanks to regular costs, good control over the company's operating budget and an



Eric Ducoulombier sees great potential in the market for leasing security products.

opportunity to focus on investments.

"It is always possible to make additions, whether renewing or expanding solutions,

and it's easy to adapt the agreement to the latest developments."

20 NEW BUSINESS PROPOSALS

Contact with Fichet-Bauche was established through Crédit Lyonnais, which has long been one of Fichet-Bauche's customers. Fichet-Bauche had a concrete assignment: to create a leasing product for one of its customers.

"In order to pull it off they contacted us, and this has resulted in a highly effective partnership that has extended far further than simply preparing and finalising a financing agreement."

The partnership is now about more than a single agreement. A training programme in equipment leasing has been designed for the management and sales force at Fichet-Bauche.

"This has generated new business opportunities. 20 business proposals have been presented so far, and the number of agreements reached is very satisfactory." ■



Gunnebo opens the door to new markets

Gunnebo's history as a security company only stretches back 10 years or so, even though most companies in the Group have a far longer history.

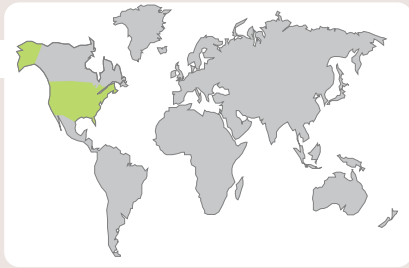
Nowadays, Gunnebo is a fast-growing international security company which is continuously seeking new business opportunities, both on large known markets and on smaller, relatively unexplored ones.

With its acquisitions and establishments of recent years, Gunnebo has taken a step into various new markets. Large and small acquisitions have led to prominent positions on new markets.

The theme of this issue of Gunnebo Global is new markets. We will present some of the many markets where Gunnebo is now an important player, while also showing a selection of Gunnebo's broad operations.

We will talk about pioneering installations in Miami and Moscow, about the Asian security market and what it is like selling security products in the Middle East. We will take you to Africa, South America and Eastern Europe – all of which are exciting new markets for an international security Group.





Gunnebo in the USA

Gunnebo is represented in the USA through Gunnebo Security Inc. and Gateway Security Inc. (Gunnebo Physical Security), Gunnebo Omega (Gunnebo Integrated Security) and Gunnebo Johnson Corp. (Gunnebo Engineering).



An order has been signed in Miami to install the USA's first robotic safe deposit boxes in January 2005. This is a good reference order for future installations.



Tom O'Doherty, President of Gunnebo Security Inc. in Canada and the USA.

Miami leads the way for US banks

American banks have a more traditional view of customer service than their European counterparts.

But Beach Bank in Miami dares to go against the flow.

American Gunnebo Security has installed the first two robotic safe deposit systems in all of North America.

With a few exceptions, the US security market is still relatively unexplored within the Gunnebo Group. Gunnebo Security's installation is therefore a breakthrough in more ways than one. It is not only the first installation of robotic safe deposit boxes in all of North America: It could also represent Gunnebo Physical Security's gateway into a new market with major potential.

LARGE BANK SECTOR IN USA

"There's no doubt that the possibilities are tremendous, as the USA has such a large bank sector," says Tom O'Doherty, Managing Director of Gunnebo Security Inc. in Miami.

"Even a small market share would mean massive volumes, which would be a signi-

ficant addition for the whole of Gunnebo."

Even so, the road to an American bank automation order has not been an easy one.

USED TO TELLER SERVICE

Automated solutions, used extensively in Europe, have not yet found their niche in American banks, which work in a completely different way with more tellers and traditional opening hours.

"We've been trying to introduce the automation concept for several years, but the banks have been unwilling to change direction and invest in new technology that hasn't been tested in North America before," says Tom O'Doherty.

"I think what's needed is a small bank like Beach Bank, which is looking at improved customer service, to introduce automated solutions. Miami attracts a lot of Europeans, and this is a way for Beach Bank to

give them the kind of service they're used to at home."

Following this first installation – two systems of around 120 safe deposit boxes each – Tom O'Doherty believes that more banks will change their attitude. Many banks like to see a first installation up and running before they make their own investment in new technology.

WANT TO SEE IT WORKING FIRST

"Several banks are just waiting to see this system installed and in operation before proceeding themselves," says Tom O'Doherty. "I think that bank managers are ready for changes that will reduce costs and give them superior customer service."

Moreover, Beach Bank is already considering more installations.

"If the system works as intended, the bank is planning to make a further three installations over the next two years." ■

"I think what's needed is a small bank to introduce automated solutions"

Gunnebo Asia Pacific

Gunnebo Asia Pacific co-ordinates all of Gunnebo's security activities in the region. The division's annual turnover is approximately 35 million euro.



One of Gunnebo's refitted factories was inaugurated in Halol, India, in 2004.



The stock exchange in Calcutta is a lively place. The economy in Asia is growing strongly and demand for security products is steadily increasing.

More want to invest in security in Asia

Domestic demand has replaced exports to the USA as the main growth motor in Asia. Productivity is increasing and a long tradition of saving means there is financial scope for increased consumption.

"The Asian markets are developing very quickly right now," says Gunnebo Asia Pacific's division manager, Deepak Khetrapal.

Gunnebo's latest division, Gunnebo Asia Pacific, is not product-based but geographic, which is perhaps an indication of how important the expanding markets in Asia and the Pacific region are. Asia and the Pacific area are home to around 60 per cent of the earth's population, and a large percentage of them live in poverty. The region has developed rapidly over the past 25 years, despite economic crises and epidemics such as SARS. This development has created an economic elite which has earned great wealth, although individual investors and many workers have also shared in the increased prosperity.

"Poverty remains and is significant, but it has decreased, as has illiteracy," says

Deepak Khetrapal. "For the first time a wide range of consumer goods and services are now within reach of millions of Asians. Economic development is very rapid at present."

STRONGER WILL TO INVEST IN SECURITY

The security market in Asia is in a similar situation to most other industries in the region. The banks suffered heavily in the major economic crisis of 1997, but they are now recovering and investing to strengthen their positions, even in terms of security. Rapid growth in the region will lead to a greater awareness of security risks and an increased desire to invest in security, both among companies and private individuals.



Deepak Khetrapal, divisional manager of Gunnebo Asia Pacific.

"In order to benefit from the increased demand in Asia, we not only need competitive prices but also a good insight into customer requirements," says Deepak Khetrapal.

INTEGRATED SOLUTIONS GUNNEBO'S IDEA

One of Gunnebo Asia Pacific's main strategies for winning market shares on the Asian market is to create integrated security solutions from all the products developed within the Group, solutions that encompass perimeter protection and electronic security, fire safety and physical security.

"We have very high-quality products with international certificates, a broad product range and globally leading brands," says Deepak Khetrapal. "In addition, I think Gunnebo's products within bank automation could be a competitive advantage for us.

"The Indian market, for instance, is growing more and more sophisticated with more high-security products and greater demand for automation products, among other things. This opens up good opportunities for us."



Two of Gunnebo's strongest markets in the Asia Pacific region are Indonesia and India.

Here the Group has modern production facilities, and banking is developing rapidly. Gunnebo also has a significant market share in physical security.

Gunnebo Global has spoken to two important customers in the region.

Gunnebo in Indonesia

Gunnebo's Indonesian subsidiary P.T. Indolok Bakti Utama has 1,100 employees, 400 of whom work in the capital, Jakarta.

PT Indolok Bakti Utama is Indonesia's leading company in integrated security systems.



Indra Kuntoro, Managing Director of Bank Central Asia, has made sure that the bank now has an advanced, integrated security system combining security guards and technical equipment.

Expanding electronic s

Indonesian bank security is facing an intensive phase of development.

In the past five years, PT Indolok Bakti Utama has delivered security alarm systems and CCTV systems for Bank Central Asia's branches worth 1.5 million US dollars.

The deregulation of the banking sector in Indonesia in 1988 led to a rapid expansion of banks in the country. The economic crisis of the late 1990s meant that many collapsed, but between 1989 and 1993 over 100 new banks started up in Indonesia. Bank Central Asia, BCA, is a publicly listed company and Indonesia's largest privately owned/listed bank. The bank has enjoyed rapid growth since it was first listed in 2000.

"Security is still relatively simple in most Indonesian banks," says Indra Kuntoro, General Manager at Bank Central Asia. "Many banks still rely on security guards or police officers to monitor their bran-

ches. Some banks are fitted with security alarm systems and CCTV, but they are only local measures and not connected to a central surveillance point.

"This is roughly how things were with us prior to 1998 as well, but since then we've worked to develop an advanced integrated security system combining security guards and technical equipment."

ALARMS MORE COMMON

Bank Central Asia now has an overall security system comprising security guards, advanced technical equipment, a surveillance centre, a management centre, patrol units and assistance from the police and fire authorities.

"The aim of an integrated security system like this is, of course, to minimise opportunities for crime," says Indra Kuntoro. "That's why the guards' expertise is also particularly important."

The technical solutions are, however, crucial to building up a complete security

Banks in Indonesia

The bank sector in Indonesia comprises 5 state banks, 26 regional development banks, 74 private/listed banks and 31 foreign or multinational banks.



Bank Central Asia's head office in Jakarta, Indonesia.



The security systems mean customers receive even better service in Indonesia.

Security at banks

solution like BCA's. Electronic security, including alarms and video surveillance, is an area showing general growth in Indonesia today. This is due to several factors. Banks want to protect themselves against robbery, and companies and banks are taking more and more precautionary measures bearing in mind the terror attacks in Indonesia of recent years.

CUT PERSONNEL BY HALF

Moreover, advanced technology in electronic security systems is a secure and effective complement to the heavy, manual monitoring that is predominant in bank security in Indonesia today.

"Our complete electronic security systems have enabled us to reduce the number of security guards from 2,300 to 1,200 this year," says Indra Kuntoro. "By investing in advanced electronic security system we can streamline the operation and protect our personnel better."

This trend in Indonesia has led to close

collaborations with several new customers for PT Indolok Bakti Utama, including BCA, as a leading bank. Since 2000, Indolok Bakti Utama has worked to improve and upgrade electronic security at the bank's branches across the whole of Indonesia.

"To date we've installed security alarm systems at 400 branches," explains Vincentius Liong, Project Manager for Gunnebo's Indonesian subsidiary. "And starting last year we made progress with digital CCTV systems at 100 bank branches. This year we've equipped another 100 bank branches with CCTV, and during 2005 another 130 bank branches will be equipped."

NEW SURVEILLANCE CENTRE

The security alarm systems and digital CCTV at the various branches are connected to a round the clock security monitoring centre (SMC) in Jakarta. The central station was also built by Indolok

Bakti Utama, and next year the service will be expanded with another surveillance centre in Surabaya region. One very important part of the technical solution for monitoring the alarms is the high demands placed on the reliability and redundancy of the system. If the security alarm system at one of the branches were to signal problems, there are secure alternatives in place, using advanced wireless Radio IntelliNet network, for transferring alarm signals and data electronically to the alarm centre. Therefore, it is not possible to cut the cables and turn the alarm off by any intruder, and this type of solution is important in a country where logistics constitute a complicating factor.

"For our part, in the future we'll need even more technology that can safeguard security, even from long distances," says Indra Kuntoro. "Within a few years, BCA plans to be able to monitor bank branches in six major cities in Indonesia – that's equivalent to 500 branches, and around 80-85 per cent of our business."

SIGHTS SET ON OIL AND GAS INDUSTRY

More and more banks and other companies in Indonesia are thinking along the same lines. Vincentius Liong thinks there is a massive potential market in Indonesia, particularly in electronic security. The development here is still in its infancy, and Indolok Bakti Utama is working on a number of interesting projects that could become major orders.

"We're not only working with banks but also several other markets," he says, "such as the oil and gas industry, mining and other large corporations."

"The security market has changed dramatically in Indonesia after the terrible bombing events in Bali and Jakarta. We've received far more inquiries regarding CCTV equipment, and products such as metal and explosive detectors, bullet resistant glass doors and windows and bomb blast security window films."



Gunnebo in India

Gunnebo Asia Pacific's market share in India is estimated at almost 40 per cent in physical security. Physical security products are manufactured locally in the expanded and refitted plant in Halol.

India's banks are growing fast – i

Banking in India is characterised by a dramatic upswing for private banks.

This means higher demand for security products from Gunnebo Steelage, part of the Gunnebo Asia Pacific division.

India has one of the world's fastest-growing economies at the moment. This obviously has a knock-on effect on the private economy in the country, and the banks are gaining new customers all the time. The private banks are growing fastest, and their main competitive tools are service and accessibility.

"Service at the state-run banks hasn't always been the best," says Adhip Syamroy, Vice President at UTI Bank, one of India's biggest private banks. "The private banks have endeavoured to attract customers with a high level of service more like the multinational banks offer."

80 NEW BRANCHES IN A YEAR

The private banks in India have also been striving to increase their presence by opening new branches at more and more locations around the country. UTI Bank hopes to open 80 new branches during 2004 alone.

"We're already established on all the A markets in India," says Adhip Syamroy of UTI Bank, "and we've made good inroads into the locations that could be termed B and C markets. We've also started establishing ourselves in rural areas, though only



The Taj Mahal, a famous symbol of India, one of the world's fastest growing economies. The need for conventional physical security and electronic security is growing strongly.

to a small extent as yet.

"The new generation of Indian private banks is the most active with this form of expansion, and the strategy has certainly increased demand for security products."

30 PER CENT GROWTH

Gunnebo has been focusing intensively on the Indian market recently, and has increased production capacity at the factory in Halol fourfold. This seems a wise move, as the market for the kinds of products produced in Halol – strongroom doors, fire and burglar-resistant safes, safe deposit boxes and fire-resistant data media cabinets – has increased in India in the past three years. Gunnebo Steelage has seen

organic growth in safes of around 30 per cent in six months.

"We have a wide range and our products are CBRI tested and certified in line with BIS, the Bureau of Indian Standards. This is one of the reasons behind our strong growth," says P M Sanjay, project manager at the Gunnebo Steelage office in Mumbai.

UTI Bank is one of the banks to be making extensive investment. In the preceding financial year, UTI Bank had placed orders having an aggregate value of more than 10 million Indian Rupees (about 170,000 euro), for purchase of strong room doors, safe deposit lockers and fire/burglar resistant safes. The pro-



Increasing investment in security

“Volumes are increasing dramatically as the new banks expand their network of branches”

ducts are to be manufactured at the new plant in Halol.

“We will be fitting out new and existing branches in northern and eastern India up to 31 March 2005,” explains P M Sanjay. “Progress is moving rapidly in India as far as security is concerned, with banks and companies becoming increasingly security conscious.”

ELECTRONIC SECURITY GROWING

Alongside conventional, physical security products, there is another market growing at least as quickly. P M Sanjay says that developments in electronic security have advanced dramatically in the past 10 years, and estimates current growth at around 30–35 per cent. Meanwhile Adhip Syamroy of UTI Bank notes that electronic security is an area in which most banks are currently planning for major new investment.

“I think that demand for conventional security products is roughly the same today as it was 10 years ago, but with far higher volumes as the new banks expand their network of branches.

“However, there is a far greater awareness now of the need for other security products such as fire and burglar alarms, access control systems, electronic surveillance systems and the like. As a result there is now a great demand for these products, whereas 10 years ago it was all but negligible.”

Another strong tendency in the Indian

security market relates to companies outside the world of banking. More and more large corporations in a variety of sectors are reviewing their security. Gunnebo Steelage has been working with the diamond industry for many years.

EXCITING FUTURE

“India has a very large diamond-cutting industry, and we’ve installed strongrooms and high-security burglar-resistant safes

for several of the companies in this sector,” says P M Sanjay. Each diamond cutter often has their own safe, with a strongroom on each floor.

“Having said that, we’re working with several different industries. Large companies are starting to review their security more and more. In India, we’re only at the beginning of an exciting period of development.”



Khondaker Ali Zafar (left), assistant deputy Managing Director at UTI bank, with V.V. Padmanabhan, responsible for eastern India within Gunnebo Steelage, in one of the many bank branches equipped with new security products from Gunnebo Steelage in 2004.



Gunnebo in the Middle East

Gunnebo is represented in the Middle East through Gunnebo Security in Dubai, which operates within both Gunnebo Physical Security and Gunnebo Perimeter Security. There is also a subsidiary in Lebanon, Fichet Middle East Ltd.

Face-to-face business in the Mi

Dinner invitations part of everyday life for Jacob Touma

From Libya in the west to Iran in the east, from Turkey in the north to Yemen in the south – Gunnebo’s sales office in Dubai has a vast territory, which consists of 14 countries with 250 million inhabitants.

“There is a very clear trend in this part of the world: people are focusing more and more on security, particularly on the more advanced solutions,” says Jacob

Touma, manager of Gunnebo’s sales office in Dubai.

Gunnebo has been successful in its dealings in the Middle East from the very beginning when it started doing business in the region early in 2000. After the events in the United States on 11 September 2001, security has moved to the top of the agenda and the region has become far more security minded.

Jacob Touma predicts exciting times to

come in the security sector.

“And then it’ll be a strength that Gunnebo in the Middle East can offer total security solutions, since I sell products not only from Physical Security and Integrated Security but also on behalf of Perimeter Protection. The best strategy for success is for the company to approach a customer as a single company with one offer, to be able to satisfy the customers’ demands for a single supplier who adopts an overall approach to security,” he says.

THE WILL TO SUCCEED IS THE KEY

However, the key to succeeding in business in Dubai is not simply to be found in a product portfolio. According to Jacob Touma it also depends very much on the individual.

“People from all around the world gather in Dubai and they are there for one reason alone: Business. Each and every one of them does business in his own way and in order to succeed as a businessman in Dubai you must have an inner driving force and the determination to succeed,” says Jacob Touma.

The products that have doing best recently include different systems for access and entrance control as well as more traditional products, such as vaults, vault doors and safes.

“There we have several of the most prestigious buildings in Dubai as reference customers,” says Jacob Touma, showing us some press cuttings of impressive buildings.

Jacob Touma ran the office in Dubai single-handedly for quite some time but in December 2004 he was joined by an assistant. Nearly all the sales go via agents or distributors.



Jacob Touma, responsible for Gunnebo’s sales office in Dubai.



Gunnebo in Africa

Gunnebo has two subsidiaries in South Africa: Gunnebo Security SA within Gunnebo Physical Security and Cargo Control Systems within Gunnebo Engineering.

ddle East

“The most important assets in this part of the world are strong personal relationships and deep knowledge of the culture. The fact that I also speak Arabic is a plus that makes it easier to do business in a variety of situations,” he says.

DINNER WITH SHEIKHS

And Jacob Touma has always been careful to build up personal relationships. What else can you say when he receives a phone call from a prominent sheikh inviting him to dinner late in the evening.

“Well, then it’s just a matter of getting in the car and driving off to meet him, because these people are exceptionally busy and opportunities like this don’t come up every day.”

And there’s not much free time either – in the Middle East Friday is the day of rest, and Thursday corresponds to Saturday in Europe. But Jacob Touma is still expected to be on the job keeping in touch with his European principals. And on Saturday and Sunday, well, then it’s business as usual. ■

PERSONAL

JACOB TOUMA

Born: 1972 in Beirut, Lebanon.

Grew up: Sweden.

Family: Married with one daughter.

Career: Has worked for Gunnebo since 1998. Previously with companies such as SAAB and as a consultant. Currently responsible for Gunnebo’s sales office in Dubai.

Education: Degree in Engineering from Chalmers University of Technology, Göteborg, and an MBA from the School of Economics and Commercial Law at Göteborg University.

Major orders to Africa's east coast and Nigeria in 2004

Gunnebo Physical Security has made a powerful entry into the African market.

2004 was a good year with large orders from Nigeria, Tanzania, the island of Zanzibar and other places.

Gunnebo Physical Security is represented throughout the Sub-Sahara by its South African subsidiary, Gunnebo Security SA, which deals with sales and marketing activities for countries such as Nigeria, Angola and Botswana.

“We see Nigeria as a continued strong market with our existing customers, which include the central bank,” says Fred Mertens, head of Southern Europe, Africa and the Middle East for Gunnebo Physical Security. “Moreover, attempts to introduce new products have proved very promi-

sing, and we see opportunities for several major projects in the future.

“We’ve also had major success in Tanzania and on Zanzibar, for instance, where the central banks have once again put their trust in Chubb safes for securing and strengthening their strongrooms.”

EMBASSIES INTERESTED

The growing economies of nations like Angola and Botswana also represent continued potential for Gunnebo Security.

“Being able to offer more of the Group’s products has proved profitable,” says Fred Mertens. “For example, we can offer Elkosta’s gates and boombarriers to customers who are extremely security conscious, such as embassies and other important government buildings.” ■

330 tonnes delivered to Algerian bank

Algeria is a large and important market for Gunnebo’s French subsidiary Fichet Sécurité Physique.

Fichet Sécurité Physique has long been a major supplier of physical security to Algerian banks such as Banque d’Algerie, la Banque Nationale d’Algerie, la Banque Agricole de Développement Rural, la Banque de Développement Local, le Crédit Populaire d’Algerie, The Housing Bank for Trade and Finance, la Trust-Bank, Arco-bank and BNP/Paribas Al Djazair.

In total, over 330 tonnes of security products went from the plant in Bazancourt

to Algeria to equip Algerian banks in 2004.

This included strongroom doors, safe deposit boxes and security doors, along with fire and burglar-resistant safes.

The products have not only been installed in large cities such as Oran, Tlemcen, Béjaïa, Constantine and Annaba, but also in Illizi, Tindouf, Djanet and Tamanrasset in the middle of the desert.

“We’re only at the beginning of developments,” says Mohamed Benrabah, Managing Director of High Tech Systems. “The future looks very promising.” ■



Facts about Eastern Europe

Economic growth in Eastern Europe and the former Soviet Union was 5.6 per cent in 2003. This was the fourth consecutive year that growth in the region was higher than for the world economy as a whole.

Central and Eastern Europe invest heavily

First Russian robotic safe deposit box installed at Moscow airport



Peter Schulek (left) and Slava Rogov, founders of Gunnebo's distributor Europeum, have had great success with Gunnebo products on the Russian security market.

The new market economies in Central and Eastern Europe represent a great opportunity for the security sector.

“Take banking for instance,” says Jay Wright, area manager Northern and Eastern Europe within Gunnebo Physical Security. “Bank branches are opening in Eastern Europe, unlike in Western Europe.”

The market for conventional security products for banks has stagnated in Western Europe in recent years. Eastern Europe, on the other hand, is an expanding market and one of the geographical markets where Gunnebo Physical Security aims to grow in the future. Rosengrens has already been active on the Russian market for 10 years, and in recent years the company has worked via its local agent Europeum to sell

safe deposit boxes to Russian banks ex-works. Safe deposit boxes are Rosengrens' best-selling products in Russia at the moment. This year alone Rosengrens has sold almost 30,000 deposit boxes in Russia.

“The banking sector in Russia is growing strongly,” says Bo Haglund, export manager at Rosengrens. “Many overseas banks are setting up in Russia, especially in Moscow, and the main obstacle to even faster growth is in fact a lack of premises.”

FIRST ROBOTIC DEPOSIT BOX

New automated solutions are also selling well in the Russian banks. Europeum has worked hard during the year to promote new technology, which has resulted in several new orders, one of them a true pioneer installation. In November 2004 the first robotic safe deposit box was installed

in Russia – in a branch of a Russian savings bank at Vnukovo airport outside Moscow.

“It's a relatively small system of 211 boxes,” says Bo Haglund. “However, the aim is to provide good service to a small number of regular VIP travellers whereby they can store their valuables in deposit boxes at the airport.”

“The banks in these countries need to buy western products,” says Jay Wright, “as they don't have the same production locally. And even though our products are quite expensive after import fees and supplements, they want recognised brands. Rosengrens and Chubb safes are examples of well-known brands on this market.”

FORMER SOVIET UNION GROWING

Jay Wright thinks it is hard to provide a general picture of developments in Eastern Europe as there are so many differences from one country to the next. Having said that, Russia, Kazakhstan, the Ukraine and Romania are all countries that were under communist rule just 15 years ago, but have since quickly adapted to a market economy.

“And that applies to the security sector as much as all other sectors,” he says. “I think there's tremendous potential.”

Equally convinced is Örjan Hammar, MD of Polish Gunnebo Baltic Sp. Z o.o, which sells mounting brackets for the construction market throughout Central and Eastern Europe. In recent years the company has made increasing advances in the former Soviet Union and other parts of Eastern Europe, and has sales staff who speak Russian and travel around countries such as Russia and the Ukraine. And Örjan Hammar has noticed a marked upswing in certain countries.

ly in security



Moscow – a market with strong growth for Gunnebo.

“We’ve experienced good development eastward,” he says, “and there’s great potential. Taking Russia as an example, they’ve long had an industrial development and now private consumption is rising dramatically.

“A lot of Muscovites are building holiday homes in the country and we’re suddenly selling more of our ceiling mounting brackets in Moscow than we are in Sweden. Even so, we only have a small percentage of the market in Russia, which says a lot about the potential.”

ROMANIA HAS POTENTIAL

Romania is a country Örjan Hammar has a lot of faith in. Industry is still being built up there, and he can see clear similarities with Poland 12 years ago.

“Romania is much like Poland was when I moved here in the early 1990s. But I think things will move far more quickly in Romania. The rate of investment will be high, and it’s important to be a part of that.”

Gunnebo in Finland

In addition to the new start-up Oy Gunnebo Security AB, Gunnebo companies in Finland also include Gunnebo Polaraidat Oy and Troax Oy (Gunnebo Perimeter Security) and OFA AB Oy (Gunnebo Engineering).



Finland in focus for new start-up

With a newly started company, Gunnebo Physical Security is now preparing for a fresh approach on the Finnish market.

“We have received a lot of positive signals from customers who think it’s interesting that a strong new player is entering the market,” says Managing Director Thomas Granberg.



Thomas Granberg, Managing Director of Oy Gunnebo Security AB.

Gunnebo Physical Security has previously organised sales activities in Finland via agents and distributors, but it has now gathered all operations in the newly started Oy Gunnebo Security AB, which has six employees. To date the Finnish market for security products has been dominated by a few players and the new company is one way of making a major, targeted breakthrough. The company’s Managing Director Thomas Granberg thinks there is good potential.

“We’re primarily focusing on selling fire and burglar-resistant safes and systems for more efficient cash handling in retail. We’re also targeting the market for home offices/small-scale offices and the consu-

mer segment, and we’ll gradually be introducing products in bank automation.

“The Finnish market has not been cultivated that intensively through Gunnebo Physical Security in recent years, so that’s what we’re set to do now,” Thomas Granberg explains.

“We see the establishment of a sales company in Finland as an important step as it is a strategic market for us,” says Torbjörn Browall, division manager of Gunnebo Physical Security and First Executive Vice President of Gunnebo AB. “Finland is part of the Nordic market and our goal is to build up a market-leading position here too.”

Growth in Brazil

There are good opportunities to take further market shares in South America. This is according to Stefan Lundqvist, Managing Director of Gunnebo do Brasil, which markets and sells Gunnebo products on the South American market. During 2004, for example, the first fire-resistant safes from Fichet-Bauche were sold in Brazil.

“The security market in Brazil has grown dramatically in recent years,” says



Lundqvist.

Gunnebo do Brasil markets and sells Gunnebo Lifting and Gunnebo Johnson lifting products for handling heavy goods. The product line also includes chain-based anti-skid and tyre protection. Furthermore, the company markets machine protection for Gunnebo Troax and physical security products such as safes.



Personnel at the surveillance centre in the newly renovated Caja Madrid can monitor 60 video cameras.



Caja Madrid's head office in the Spanish capital.



Fire-resistant doors are part of the investment.

Million euro investment makes Caja Madrid a more secure bank

The synergies between different parts of the Gunnebo Group have become a powerful competitive tool. In Spain, two companies have jointly delivered a complete security solution worth around a million euro for Caja Madrid's refitted headquarters.

Caja Madrid is Spain's second largest savings bank, and three floors of the large head office on Plaza Celenque in Madrid are currently being renovated.

In connection with the refit, security is being upgraded with extended alarm and video surveillance systems, an expanded, rebuilt fire alarm system and a newly constructed access control system at the building's main entrance. All parts are integrated in a joint alarm centre.

AROUND 60 CAMERAS

"Customers are increasingly looking for fully integrated security solutions," says José Ortuño, Managing Director of Fichet Sistemas y Servicios. "They want a joint solution for video surveillance, alarms and access control, and building the fire alarm system into the solution is a very common request."

At the Caja Madrid headquarters, the video surveillance system has had some 60 cameras added to it along with digital

recording equipment. In addition a new fire safety system has been installed on the three refitted floors, and this has now been connected to the existing system. A gas-based fire extinguishing system has been built into certain areas of strategic importance, and for entrance control the bank has invested in five Hidden Gates and two GlasStiles from Gunnebo Entrance Control.

"We have been working with the bank for many years, especially the last ten years" says José Ortuño, "and our expertise in providing total solutions for bank headquarters is well-known. These are some of the reasons why we were chosen

for the job."

Alongside Gunnebo Entrance Control in Spain, Fichet Sistemas y Servicios has been working jointly with customers for almost three years now. Gunnebo Entrance Control supplies entrance control in the shape of security gates and access control systems, while Fichet Sistemas y Servicios primarily offers electronic security products such as alarms and CCTV.

"We enjoy close contact and an intensive collaboration," says José Ortuño, "and have done since the company set up the Spanish brand around three years ago.

"This is a major competitive advantage for both of us, as we can offer our customers a complete solution. After all, customers are clearly looking for integrated systems."

10 PER CENT GROWTH A YEAR

José Ortuño is convinced that the market for the integrated security solutions can only increase, mainly due to two factors. For one, conventional guard-based security is becoming increasingly costly; also, the private and public sectors in Spain are currently making extensive investment in security solutions.

"I believe we can achieve a growth in integrated systems of around 10 per cent a year, at least over the next three years" he concludes.



Juan Manuel Zarco appreciates the integrated solutions Gunnebo can supply.

Gunnebo on display

Autumn 2004 was a busy time for Gunnebo companies around Europe taking part in major exhibitions.

Paris, Essen and Stockholm have hosted the biggest security fairs in their respective parts of the continent.

Here is a selection of what was on show.

Skydd 2004, Sweden



Northern Europe's biggest security fair with 288 exhibitors and over 15,600 visitors. All Swedish Gunnebo companies were represented at a joint stand: EA Rosengrens, Rosengrens Larm, Gunnebo Entrance Control, Gunnebo Perimeter Protection, Troax and Gunnebo AB.

Security in Essen, Germany



The Security fair in the German city of Essen is one of the world's biggest security fairs with 911 exhibitors from 39 different countries.

The number of visitors in 2004 exceeded 40,000 from 54 countries.

Gunnebo took part as an exhibitor with five stands: Elkosta, Wego, Gunnebo Hammer, Gunnebo Entrance Control and Gunnebo Physical Security.

Expo Protection in Paris, France



Expo Protection in Paris is one of Europe's biggest security fairs with 950 exhibitors and 23,000 visitors from France and other countries. Gunnebo was represented at five stands: Fichet-Bauche, Hygiaphone, Ritzenhaller, Gunnebo Entrance Control and Chubb-safes.

Gunnebo equips new prison in Denmark

Gunnebo's Danish subsidiary Gunnebo Protection A/S has received an order worth approx. 1.7 million euro for external perimeter protection for the new state prison outside Horsens in Jutland, Denmark.

The EU procurement of fencing and gates encompasses external perimeter protection, which together with a wall forms two zones of no-man's land, all to ensure maximum security and help prevent escape attempts.

Gunnebo Protection in Denmark has previously supplied external perimeter protection to many prisons and detention centres in Denmark in the form of high-security fencing and gates.



Chuck Buck from Gunnebo Johnson Corp. hands the prize to Robert Hermans, division manager of Gunnebo Lifting.

GrabIQ best component

GrabIQ is the most innovative lifting component on the market.

At least according to readers of the major American trade magazine Lift Applications & Equipment, who voted four class winners in the Pinnacle Award.

The competition was organised by the magazine which presented a series of products in four categories and asked its readers to vote for their favourite. GrabIQ won the Components category.

50 years with Gunnebo

On 25 August 1954, Sven From, aged 14, worked his first shift at Gunnebo's factory in Ramnäs. This summer he celebrated 50 years at the same workplace.



"I'll be retiring in June, so my job now is to train up a replacement. That could be difficult, because no one knows the factory as well as me," says Sven From.

Ritzenthaler's mobile office stops vandals in Paris

French railway operator SNCF made a successful choice of temporary office during the refit of Parisian station Javel.

The mobile security-class office module from Ritzenthaler was too tough for a group of vandals to break into – despite three thorough attempts.

Ritzenthaler hires – and sells – two versions of flexible high-security office modules with different levels of security. The modules have primarily been used as mobile bank branches during major renovation, but in recent years more industries have begun using mobile solutions when a high level of security is required.

One such example is the French state railway company, SNCF. In conjunction with the renovation of Javel in Paris's 15th administrative district, SNCF rented a mobile office from Ritzenthaler for four months, an investment that turned out a success. In August a number of vandals eventually had to give up trying to break into the office after a long struggle.

Round one went to the glass section of the outer door, which easily coped with the first attack. The next target was the door frame, which also made a firm stand. And the third assault, on the locks, also proved futile.

“This is solid proof that the mobile security-class offices are effective, especially in more isolated spots,” says Jean-Marie Hauswald, product manager at Ritzenthaler.



Ritzenthaler's mobile offices are highly secure – as thieves in Paris discovered.



EntraLight is a new version of sliding gate.

New version sliding gate

A further version of the EntraSec sliding gate has been launched. EntraLight is a simpler version of EntraSec primarily designed for small businesses and private individuals.

EntraLight is an alternative for customers who do not need an integrated security solution with access control, and is available in a manual and a motorised version. Gunnebo Perimeter Protection is reaching a new market segment with EntraLight and initial demand has been excellent.



During the day, customers could also see a demonstration of how products are tested at the factory in Doetinchem.

Gunnebo launches own code lock

Skydd 2004 in Stockholm marked the world premier of a brand new electronic code lock from Gunnebo.

The lock comes in three versions, has 111 million permutations and can be used in safes right up to high-security Grade V and in various types of security door. The new electronic lock features a range of intelligent security functions. These include a silent alarm function, whereby a silent alarm is automatically sent to the security company if the last letter of the code is entered incorrectly.

If the safe door is left open too long, the manual version of the lock tries to close it automatically and the automatic version issues a warning signal.

“The lock can have up to seven unique users,” says Hans Schröder, Managing Director of EA Rosengrens AB.

To increase security even further, the system can also be made to require identification using dual control and/or fingerprints combined with the code.

Doetinchem on show

Some 30 representatives of various sales companies within Gunnebo Physical Security were present when the plant in Doetinchem, the Netherlands, recently held a customer open day.

The aim was to draw attention to polyurethane products such as Europlanet, Metrowall and Cennox, and also to show the new layout of the plant following the closure of the facility in Dordrecht.

It was also an opportunity to present SafePay, the sealed cash handling system for retail.

New noise protection from Gunnebo

People living near busy roads or railways can now enjoy a quieter life.

A patented new noise protection solution from Gunnebo Perimeter Protection can both reflect and absorb noise.

Noise Line is the name of the new noise screening system which is available in two versions.

One reflects while the other absorbs noise.



Noise Line from inside a garden. Smart and effective.

There were plenty of anniversaries within the Gunnebo Group during the autumn 2004. Here are the companies that were celebrating big milestones.

Finnish foundry now a nail factory – and 200 years old!

9 September 2004 was a big day for OFA Oy in Finland, when the company's management, customers and suppliers gathered to celebrate the factory's bicentenary.



OFA Oy was established in 1804 as a foundry. Today the company has two factories which produce nails and wire products. The nail factory in Jokoinen has 65 employees and the plant in Loimaa has 70. "However, the factory in Loimaa isn't as

old," says Heikki Helminen, Managing Director of OFA Oy. "It's only 118 years old."

The 200th anniversary began in a function room near the factory with a welcome toast and a speech by Heikki Helminen. This was followed by a coach ride to the factory for a guided tour with the guests, after which a steam train took the group back to the party.

"An old railway runs all the way to the factory," says Heikki Helminen.

"It was founded in 1898 and was used for freight and passenger services. But it was closed down in 1974 and is now a museum railway." ■



OFA Managing Director Heikki Helminen makes a welcome speech at the anniversary celebrations.

Fichet Sécurité Physique in Bazancourt reaches a century

Co-workers, their families and local dignitaries took part in the centenary celebrations for Fichet Sécurité Physique's plant in Bazancourt on 16 October 2004.



100 years' production has made Gunnebo Sourcing and Production's plant an institution in the French town of Bazancourt. The factory is one of two main workplaces in the town, and the focus of the centenary celebrations was everyone who has played a part in the factory's development.

"A lot of people have passed through the company's gates over these 100 years," says Graham Ward, factory manager. "We felt it was time to celebrate the people in the company, not just us today but everyone who has been here before us.



Co-workers at Bazancourt turned up in full force for the centenary celebrations in October.

"A large number of people have worked here, and it's thanks to their hard work that we're where we are today."

The centenary was celebrated with an open day at the factory for co-workers and

their families. Also in attendance were Bazancourt's mayor, representatives of the local trade and industry association and the local press. ■

Canadian Gunnebo Security Inc. celebrates half century

Gunnebo Security in Canada is 50 years old in 2004. The company started out as a manufacturing unit for products such as safes, but today service is one of its core operations.



Gunnebo Security Inc. in Canada was founded by Chubb Safes in 1954 and is one of the companies Gunnebo took over when it acquired Chubb Safes in 2000.

Business originally focused on manufacturing and selling safes, strongroom doors, night-safes and other heavy-duty physical security products.

Those sales gradually also led to extensive service work, and service now accounts for more of the company's business than production.

Gunnebo Security Inc. has a production plant in Barrie, Ontario and 14 local service centres across Canada. ■



The 2004 capital market day was held in Hillerstorp, southern Sweden, where guests were given a presentation and a guided tour of the Troax factory. Gunnebo's President and CEO Bjarne Holmqvist (top right) gave an introductory speech before visitors were shown around the plant.

Troax hosts 2004 capital market day

It was crowded at Troax's new training centre when the annual capital market day took place in early November.

36 investors, analysts and journalists had travelled to the factory in Hillerstorp, southern Sweden, to find out about the latest developments within the Gunnebo Group.

"I'm pleased to see such great interest in Gunnebo from investors, analysts and journalists alike," began Bjarne Holmqvist, Gunnebo's President and CEO, in his speech on capital market day in Hillerstorp, before going on to say:

"There are three occasions that are particularly important for a CEO when it comes to providing information: The AGM, Board meetings and capital market day. Meeting the people who monitor and inspect us, giving them our view of the business and answering questions, is a demanding task all in one day, but also a

rewarding one."

After an introduction by Bjarne Holmqvist, Troax's Managing Director Stefan Andersson presented the operation, which was followed by a guided tour of the factory. The visitors were shown production of perimeter protection for indoor use in the form of welded mesh panelling. They were also informed about the new logistics efforts which will improve deliveries to Troax's customers in Europe, helping ensure they receive the right products at the right time.

SAFEPAY ASSEMBLED

Troax's Managing Director also took the opportunity to talk about new investments in a robotised production line which automates large parts of the process. The factory also has a product test centre which was launched to coincide with one of Gunnebo's Board meetings earlier in the autumn.

All divisions except for Gunnebo Asia Pacific were then presented by their respec-

tive division managers. After that, visitors had an opportunity to ask questions.

Visitors also appreciated seeing the three units which make up the integrated cash handling system SafePay all assembled: the note recycler, the coin recycler and the deposit unit. Participants then had a chance to study the system and ask questions.

TROAX AND MOTOMAN SIGN AGREEMENT

It was also announced that Troax and Motoman Robotics Europe AB, one of the world's leading manufacturers of industrial robots, had signed a business agreement and that Gunnebo's production adaptations, which cost 100 million Swedish kronor, will provide an annual saving of 60 million kronor from 2006 onwards. ■

If you would like to find out more about Gunnebo's Capital Market Day, all the presentations shown on the day can be found at www.gunnebo.com under the heading "Investor Relations".