



Media release

Kaba enhances presence in India through joint venture

Rümlang, 1 February 2007 – **Kaba has agreed a joint venture with Mars Industries, a Minda Group company, for the manufacture and distribution of mechanical and mechatronic locking systems on the Indian market. The joint venture will build on the established Indian brand Dorsët.**

With a view to pursuing further development of the fast-growing Indian market, the Kaba Group is planning another joint venture, under the name *Dorsët Kaba*. *Dorsët Kaba* will focus on institutional and commercial customers as well as on high-end private clients and OEMs.

"Our aim is to establish *Dorsët Kaba* as a leading provider of mechanical and mechatronic access systems in India's mid and upper-range market segment," says Gerhard Wenger, Senior Vice President, Competence Centre Mechanic + Mechatronic. "Dorsët will bring to the joint venture an excellent distribution and service network on the subcontinent. Dorsët also has a comprehensive product portfolio, in-depth expertise in the production of mechanical access systems, and full familiarity with the Indian market. Kaba, for its part, will contribute its state-of-the-art technology and products to the new partnership. The joint venture will represent an ideal combination of the different areas of competence."

The partners aim to achieve turnover of around CHF 6.0 million from the joint venture in the first year, with a profitability level usual for the sector. The joint venture will involve two locations: the existing distribution set-up in New Delhi, and a new assembly plant on the SIDCUL industrial estate in Haridwar (Uttaranchal). Kaba will have a financial participation of 49% in the enterprise.

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