



## Media Release

# Kaba streamlines its market presence in Europe

Rümlang, 30 January 2006 **Kaba is further refining its sales organization in Europe to better respond to rapidly changing market requirements. The country distribution organizations, previously subdivided by product groups, will be merged and report to a unified management. The Data Collection division is to be merged with the Access Systems Europe division to form the new Access + Data Systems Europe division headed up by Ulrich Wydler.**

In the future, Kaba intends to offer products, solutions, and services from its compatible Total Access line as a single-source provider. A unified, consistent market presence across all European countries will enhance distribution efficiency and make it possible for customers and partners in the markets to do all business through a single Kaba organization ("one face to the customer"). In the core markets of Germany, Austria, France, and Switzerland, the change will become effective on 1 July 2006 while the other markets will follow later in the year. In Switzerland, the Door Systems distribution organization will remain independent. Cooperation with distribution partners will be intensified because they, too, will receive all the products from a single source.

"We want to further strengthen our impact on the market by streamlining our business processes and adjusting better to customer requirements. This approach will enable us to improve the coordination of our market activities, to enhance our customer service, and to exploit synergies, particularly between the product segments. Distribution will not be downsized but made more efficient. Moreover, market coverage will be expanded," says Ulrich Wydler, COO Access Systems Europe.

The measures that have been resolved will make it possible for Kaba to continue its growth in Europe at a sustainable rate above the market average. By consolidating the distribution organizations, the company expects to cut structural costs by CHF 2 million per year. These recurring savings outweigh the one-off project expenditure of approx. CHF 3 million.

Effective 1 July 2006, the Data Collection division will be integrated into the Access + Data Systems Europe division. The current head of the division, Bertram Schmitz, is leaving Kaba on 31 March 2006 to become CEO of Fr. Sauter AG, a building automation company in Basel.

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Kaba is a globally active, publicly traded security corporation. With its «Total Access» strategy, the Kaba Group is specialized in integrated solutions for security, organization, and convenience at building and information access points. Kaba is also the world market's No. 1 provider of key blanks, key cutting and coding machines, transponder keys, and high security locks. It is a leading provider of

electronic access systems, locks, master key systems, hotel locking systems, security doors, and automatic doors.

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