

> Press release

RÜMLANG, 23 AUGUST 2013 – ACQUISITION OF SHENZHEN PROBUCK TECHNOLOGIES CO. LTD.

Kaba strengthens its position in the Chinese market

- > Network of 100 wholesalers in China expands the local market for Kaba
- > Own range of products with established fingerprint technology
- > Existing products to be distributed in other markets via Kaba sales channels

Kaba Group is acquiring Shenzhen Probruck Technologies Co. Ltd., which is based in Shenzhen (China). The company, which has around 340 employees, specializes in electronic door lock solutions with biometric identification, based on own fingerprint technology, as well as time and attendance terminals. Kaba CEO Riet Cadonau: “The purchase allows Kaba to expand its distribution structure in the Chinese market, and at the same time, to sell Probruck’s products through our existing sales channels outside China.”

Noteworthy distribution network

Probruck Technologies sells its products through more than 100 wholesalers and distributors, with around 3000 sales points in about 80 cities in China. Through this distribution network, the company supplies general contractors, builders and door manufacturers. The company sells its products under its own brand, though it also makes products for the ODM (original device manufacturer) market.

Growth market China

Probruck Technologies concentrates on the promising Chinese residential market, and its products are focused on the needs of Chinese customers, though they are also sold in other countries in the Asia-Pacific region. Kaba’s distribution network in more than 60 countries will open up new opportunities for these products. Meanwhile, Kaba Group expects that as a result of this purchase, some products in its existing range will also be sold through the newly acquired distribution channels in China.

Probruck Technologies, with its 340 employees, generates annual turnover of around CHF 10 million and is a fast-growing business. The parties have agreed not to disclose the purchase price. Completion of the acquisition is subject to approval from the People’s Republic of China authorities.

For further information:

Beat Malacarne, CFO, phone +41 44 818 90 61

Martin Bahn Müller, Head of Group Communications, phone +41 44 818 92 01

ABOUT KABA

Kaba (SIX Swiss Exchange: KABN) is a globally active, publicly traded security corporation. Kaba specializes in integrated solutions for security, organization and convenience at building and information access points. Kaba is also the world market's number one provider of key blanks, key coding and cutting machines, transponder keys, and high security locks. It is a leading provider of electronic access systems, locks, master key systems, hotel locking systems and security doors. For more information please visit www.kaba.com.

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