

# FICHET GROUP : COMPLETES AN INTENSE FIRST YEAR OF OPERATION

---

On December 3, 2018, Gunnebo subsidiaries in France, Belgium and Luxembourg were merged into the Fichet Group and joined forces to become the reference provider on the high-risk security market driven by increasingly faster cycles of innovation. Resulting from their take-over by the OpenGate Capital investment fund, this change was coupled with new strategic orientations now confirmed as winning options—with published growth figures on the rise and a 5% increase target set for coming years. Group turnover for 2019 is expected to reach €128m (€125m in 2018).

### Fichet Group consolidates its core business segments

Specializing in the supply of security equipment for banks, retail, services and industry, government institutions, high-risk sites and transport networks, our company has developed a global approach to its solutions—from system design to installation and maintenance. Building on the historical reputation of the Fichet brand, we maintain its tradition of expertise while offering new dynamics based on an ambitious program of innovation. This consolidated identity also rests on a new proximity organization delivering dedicated services designed for permanent increases in performance.

### A keen ambition to become the reference provider on the high-risk security market

Founded in 1825, Fichet has long been the historical leading supplier of security equipment, services and comprehensive systems for major corporations and government institutions in France. Answering all types of risk – from basic to extreme – and coupling certified equipment for passive protection with digital platforms optimizing operations, its offer is unique in terms of depth, scope and complementarity. This long-standing position has enabled us to seize new opportunities while building on acquired strength. Aiming to pursue further efforts to adapt to the new requirements and expectations of its clients, the Fichet Group has now transformed its organization with – among other changes – the creation of a new Directorate for strategy and innovation.

### Innovation to leverage business development and competitiveness

In a globalized economic environment where innovation and flexibility are key factors to achieve success, Fichet has long demonstrated its proactive and adaptive capacities. Our added value is based on our ability to develop innovative security concepts taking full advantage of new technologies to anticipate tomorrow's mutations of risk. Such is the spirit guiding our investments in R&D—all designed to offer new approaches in security. Challenges ahead are significant, i.e. finding ways of ensuring future intelligent cities will also be secure cities. Hence the "safe building" concept at the heart of Fichet Group's strategy to answer changing threats with maximum efficiency. Fichet is also committed to co-developing solutions with its clients and technological partners to learn and design in the service of ever-increasing performance. Finally, Fichet's capacities rest on its own manufacturing base: our production site in Bazancourt supplies a wide range of premium products (safes, locks, armor-plated doors, storage cabinets, ATMs, etc.) and benefits from its own R&D department for cutting-edge innovations while our second site in Baldenheim is devoted to electronic security systems and security doors, windows and partitions.

### Identified growth areas

Beyond its traditional activities on the bank and retail markets, Fichet is now aiming to strengthen its position on other segments. Our Group has therefore taken all necessary initiatives to boost its presence and widen its imprint on growth areas such as high-risk security and the creation of "safe buildings". Fichet also intends to develop its exports and international presence by building on its network of authorized dealers in Europe, the Middle East and Africa.

### WIDELY ACKNOWLEDGED EXPERTISE IN:

#### — Security doors and partitions

Fichet is France's leading manufacturer of security doors, windows and partitions. Partnerships with state security – army, police and Gendarmerie services – have allowed our Group to design new products answering the diversity of threats and modes of operation. High-risk sites of strategic importance feature among Fichet's priority clients, incl. Seveso sites, government sites and transport infrastructures (with further growth potential offered by service and utility providers). Fichet's position on this market is firmly established owing to its unrivalled know-how in the adaptation of security doors and partitions to such highly specific targets.

#### — Electronic security

As a reference provider in the field of electronic security systems integration, Fichet offers solutions for environment monitoring, early detection of suspicious activity and qualification of risk situations in order to allow operators to anticipate and react efficiently. Widely acknowledged for their ergonomics, these site-supervision solutions integrate CCTV, intrusion detection and access control systems to interact with all devices protecting your buildings. Fichet is the first supplier in France ever to have secured ANSSI approval for its SMI Server physical access monitoring system. ANSSI approval guarantees the robustness and permanent reliability of this system; it also demonstrates Fichet's commitment to comply with trust criteria defined by government authorities in the face of ever-growing cyber-attacks targeting crucial IT systems.

#### — Safes and Vaults

Now the European leader in safe storage solutions, Fichet has acquired more than 200 years of expertise through the long history of Fichet-Bauche. This flagship brand was always a pioneer in offering new security alternatives and still operates at the cutting edge of innovation. Its ranges of products and solutions benefit from the latest technologies and comply with the most stringent European standards while giving specific priority to ergonomics—not to mention esthetics with modern and stylish French design. Fichet Group thus develops, manufactures and installs its own solutions offering clients the highest levels of certified resistance to fire, break-in and explosives. Always aiming for customization, Fichet cooperates with its clients to determine the best solution adapted to their projects and respective trade requirements. All our products are first tested on our production site in France before certification by acknowledged independent European laboratories.

“ Building on its triple expertise in safe storage, the physical protection of buildings and the integration of electronic security systems, Fichet Group designs tailor-made solutions to prevent and counter threats –as well as to increase the resilience capacity of organizations. These complementary types of know-how allow our clients to develop coherent and proportional defense strategies to create an appropriate security continuum. ”

### ABOUT FICHET

Fichet Group is France's leading supplier of equipment, services and IT-ecosystems dedicated to the security of private organizations and government institutions against all types of risks—from basic to extreme.

Fichet designs gradual protection environments based on the complementarity of resources to protect the personnel, data and material assets of its clients.

Fichet Group operates in France (with 14 local branches and 2 production sites), Belgium and Luxembourg. It also exports internationally.

### PR CONTACTS

#### Isabelle Carassic

isabelle.carassic@saatchi.fr – Phone: 33+ 6 03 89 61 20

#### Laurence Delecroix

Laurence.Delecroix@fichetgroup.com

#### Jocelyne Benisri

Jocelyne.Benisri@fichetgroup.com