

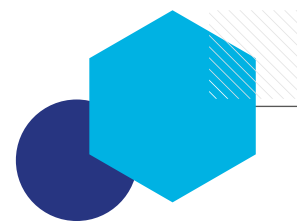
# Best of Sfpi

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FALL 2019







# Summary

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## EDITORIAL 4

A few words from Henri Morel

---

## KEY FIGURES 6

Sales revenue

---

## APPOINTMENTS 8

Eric Pommier

Bertrand Crepin-Leblond

Stéphanie Poncelet

---

## STRATEGIC ACQUISITIONS 8

---

## PRODUCT INNOVATIONS 10

---

## DID YOU KNOW THAT? 11

---

## BOARD 13

Contact Information



# We are walking hand-in-hand with technology.

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“

What comes to mind when you hear the word « security »? Would you agree that feeling secure is essential?

In contrary to certain beliefs, safety is beyond physical security. Being safe also refers to breathing clean air, consuming reliable products, and most importantly feeling at ease in a secure and comfortable environment; all of which are achieved through the activities of Sfpi Group of companies.

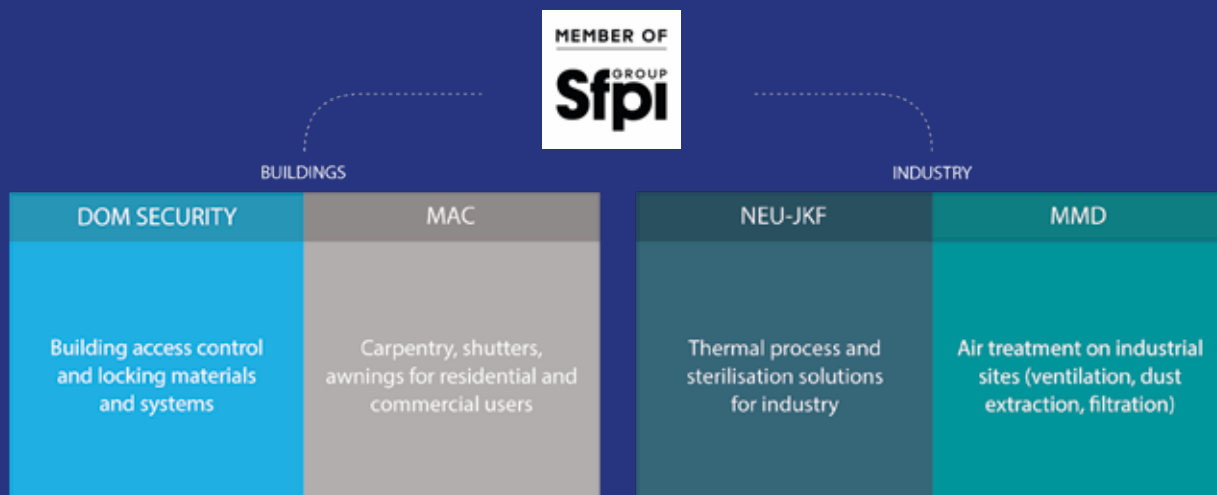
Within the group, we believe that security goes hand-in-hand with technology. For example, at DOM Security, the mechanical locking industry is faced with developing new technologies every day.

Instead of staying away from these innovations, we embrace them and in return, introduce electronic security solutions that are continually evolving in order to set the highest standards within the security industry.

By 2025, we aim for 50% of our sales revenue to be generated internationally. This goal will only be achieved by working together, continuing to invest in innovation, digitalisation and involving stakeholders – from our suppliers to our clients, and most importantly our team.







# Key figures

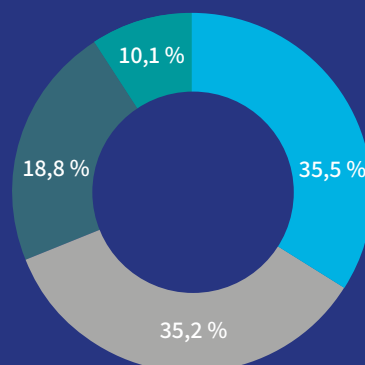
First half 2019 revenue: €287M

## BUILDING

- DOM Security, €102M
- MAC, €101M

## INDUSTRY

- NEU-JKF, €54M
- MMD, €29M



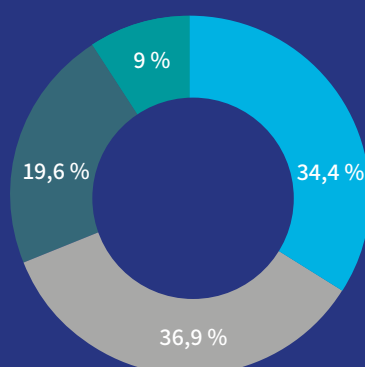
First half 2018 revenue: €276M

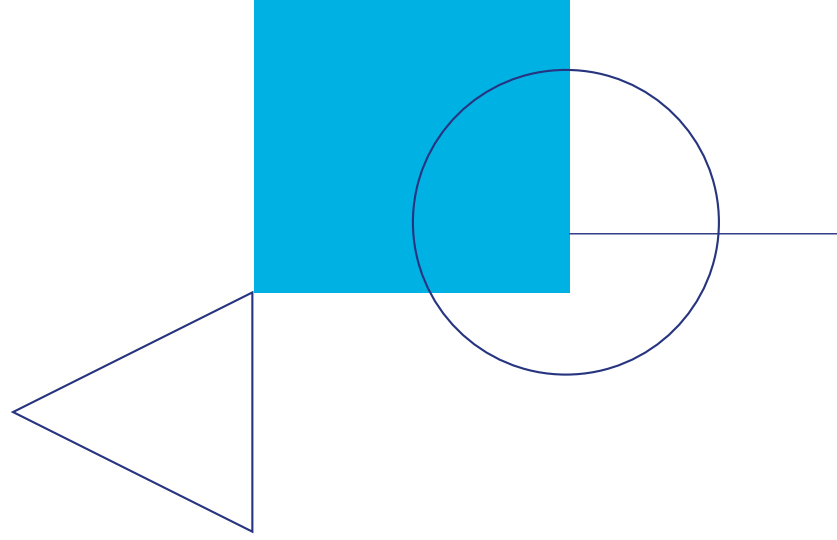
## BUILDING

- DOM Security, €95M
- MAC, €102M

## INDUSTRY

- NEU-JKF, €54M
- MMD, €25M





Four operational divisions dedicated to the protection of goods, people and the environment.

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# Appointments

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**ERIC POMMIER**

Was appointed Managing Director of BARRIQUAND in February 2019, succeeding Michel Fuchs. The previous role as Industrial Director for the three companies BARRIQUAND Technologies Thermiques, BARRIQUAND Echangeurs and ASET, he has nearly 20 years of managerial experience in the industrial and capital goods sector.



**BERTRAND CREPIN-LEBLOND**

Was appointed Managing Director of DELTA NEU in the summer of 2019, following Philippe Pieters. He has nearly ten years' experience in the field of industrial air treatment, including his previous appointment as Director of European Industrial Division at Howden.



**STÉPHANIE PONCELET**

A new HR team is being set up at Sfpi Group level, under the direction of Stéphanie Poncelet. This dedicated team's mission is to follow and support our most precious asset: our employees.

# Strategic acquisitions

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In 2019, the Sfpi Group acquired the Belgian company HOBERG by its subsidiary; DOM SECURITY.

Based in Wavre, HOBERG specialises in the distribution of high-end building hardware for both Belgium and Luxembourg. As a leading distributor of DOM products in Belgium. This acquisition allows DOM SECURITY to strengthen its presence in the Northern European Region.

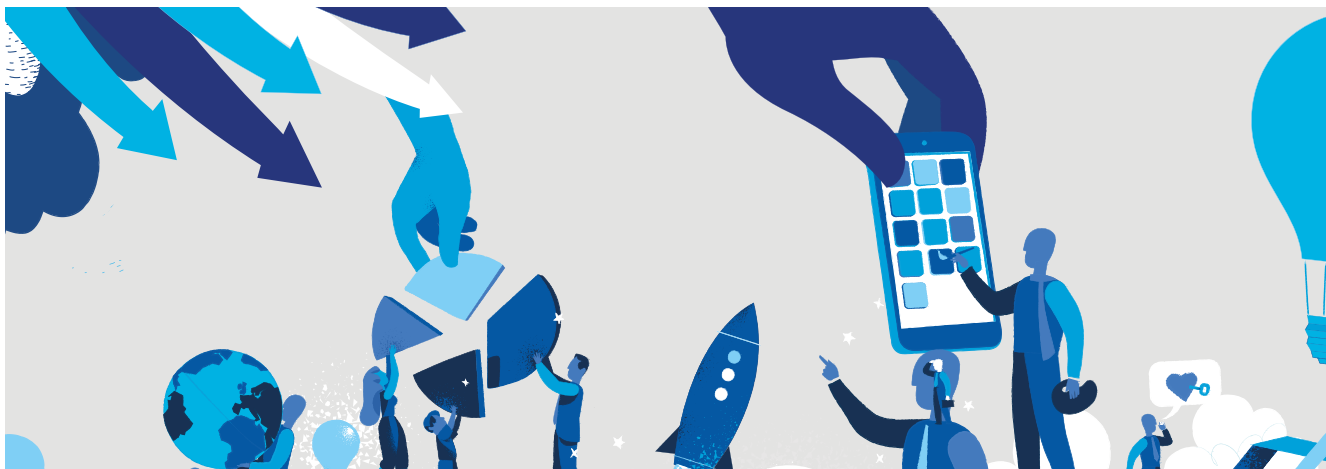
UNITECNIC, a French company specialising in access control and door management, now also integrates DOM-Metalux, a company of the DOM SECURITY group.



DOM Netherland offices equipped with NEU-JKF technologies.

# Product innovation

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## PROTECT YOUR WORKING ENVIRONMENT AGAINST THE DISPERSION OF POLLUTANTS

DELTA NEU's CYCLAIR 300® is titled winner of the Performance & Innovation Challenge 2019, awarded by EDF Nuclear Generation Division.

Intended for the depression of hard-to-reach areas, the CYCLAIR protects the open-air environment from the dispersion of radioactive particles. The award highlights the exemplary achievements of the NEU-JKF cluster, an optimal combination of cost price, quality of delivery and improved efficiency.

## “OK GOOGLE, OPEN THE FRANCE FERMETURES SHUTTERS OF MY LIVING ROOM!”

The France Fermetures radio electric Well'Com X3D roller shutters can now be controlled by voice via Google Home. With this development, the Sfpi Group's MAC division completes its home automation offer by improving the home experience connected.

# Did you know that?

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## PICARD SERRURES' BUSINESS IS EXPANDING

PICARD SERRURES, based in Feuquières-en-Vimeu in the Hauts-de-France region, is completing the final expansion and refurbishment work on its factory and administrative offices. These new “green” facilities have been redesigned to meet the most stringent environmental requirements. Allowing PICARD SERRURES to offer its customers an improved quality of service.

## BARRIQUAND CONTRIBUTES TO THE CIRCULAR ECONOMY BY PROMOTING RE-USABLE ENERGY

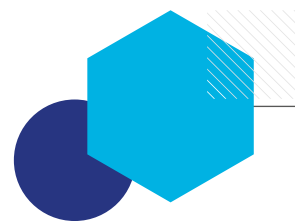
With its heat exchangers, BARRIQUAND allows the recovery of “waste heat” released by any industrial process. Once collected, it can be re-used as energy without being released into natural air or water streams. Through this recovery and valorisation of lost power, the BARRIQUAND product offer is a response to the high stakes involved in energy consumption.

## DOMCONNECT MAKES LIFE EASIER FOR SECURITY SYSTEM INTEGRATORS

The latest technology, developed by DOM SECURITY, DOMConnect, will enrich a third-party security system with new access points managed by DOM solutions. Without requiring any change in the existing system, DOMConnect integrates seamlessly to provide better visibility and overall control. To offer the most advanced technology, DOMConnect is now co-operating with NEDAP, European leader for connected access control solutions.







# Contact

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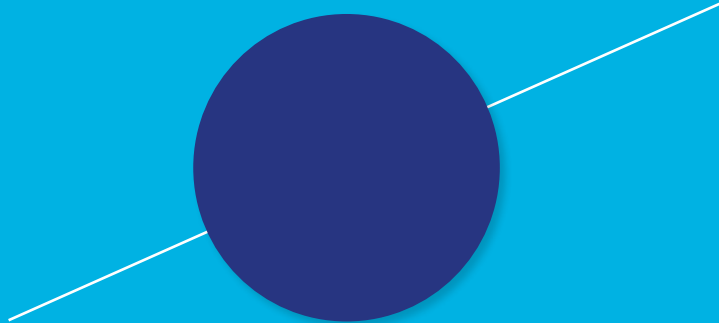
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LET'S  
CREATE  
SHARED  
VALUE.