



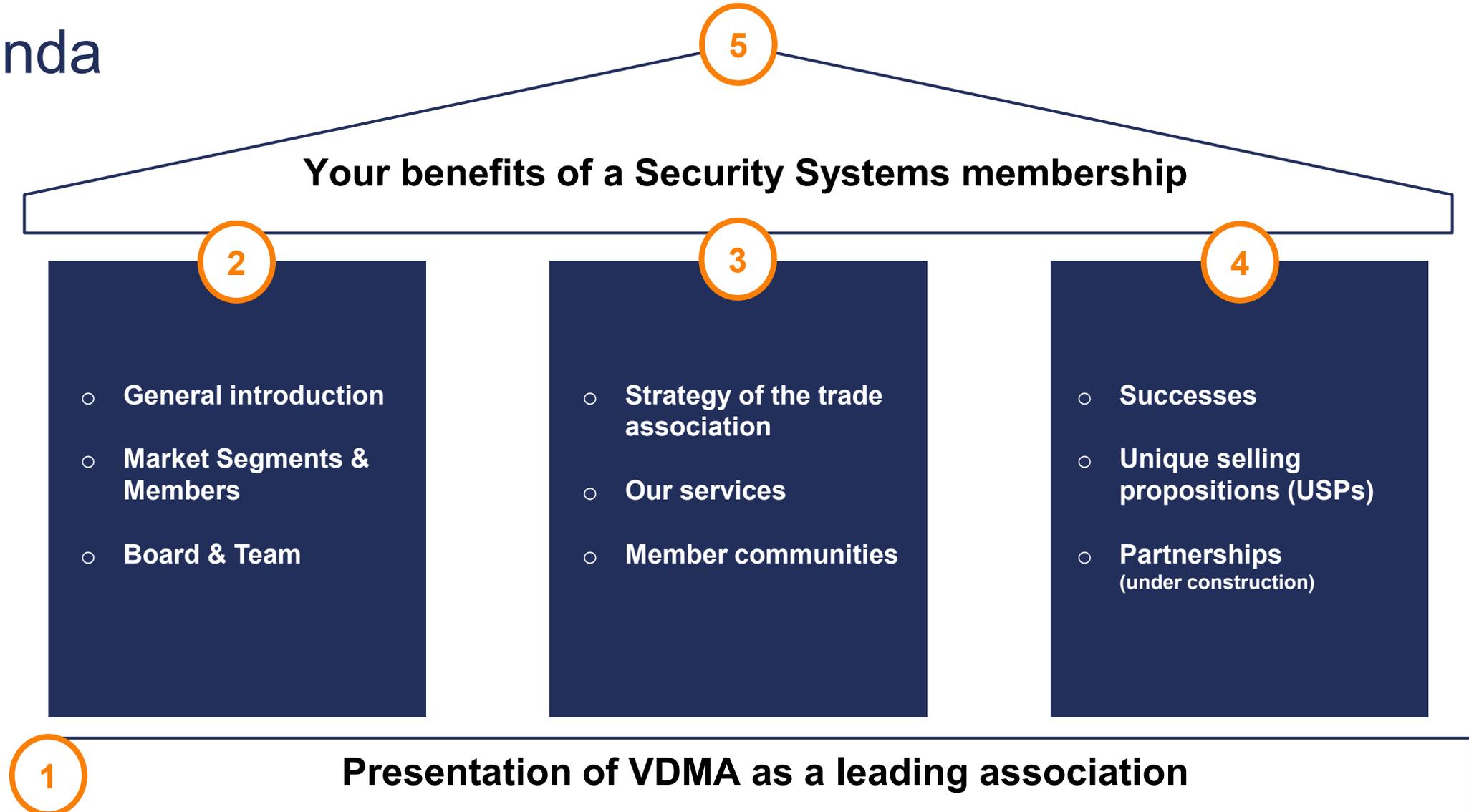
Security Systems Association

>> First Class Security Consulting

ADVANCING EUROPE'S MACHINERY INDUSTRY



Agenda



VDMA as a leading organisation



Brief introduction VDMA e.V.

Who are we?

- Association of the mechanical and plant engineering industry since 1892
- Around **3,500** member companies, largest German network / mouthpiece for the mechanical and plant engineering industry
- EU umbrella organisation - approx. 10% European member companies
- Representation of economic, technical and scientific interests
- A total of 35 trade associations + cross-sectional departments
- Important voice in politics & administration

What do we do for you?



Foreign Trade / Customs / Taxes



Global representations / Trade fairs



Political representation of interests



Sustainability & Energy



Legal advice



Market research / statistics

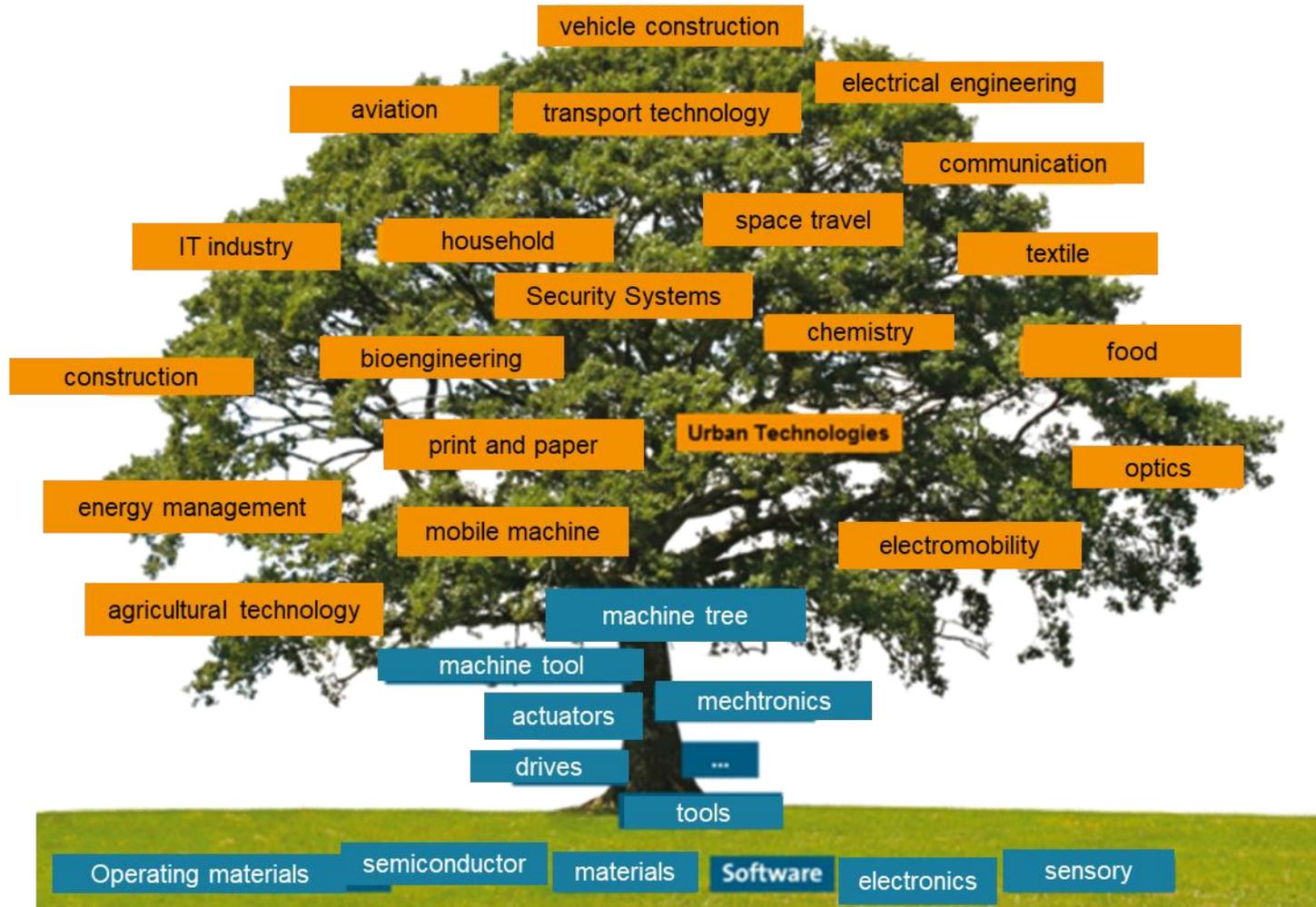


Industry know-how



Digitalisation

What role does mechanical engineering play in the industry?



Where do you accompany our services worldwide?



Trade Association Security Systems



SECURITY SYSTEMS ASSOCIATION

Who are we?

(system-relevant trade association in a strong overall organization)

- **35 SME members** from several sub-segments of the security systems industry, making it a neutral advisor on public safety
- Focus on the German and European market
- We represent a total of **1000 employees** with a total economic turnover of **€100 million**.
- Strong success in the areas of **standardisation and regulatory influence**
- Personnel synergies with the German Association Printing and Paper Technology

What are the special services provided by the FS?



Organisation of the **standardisation work**



Political lobby



Close **partnership with certification bodies**



Interface between mechanics/electronics/cybernetics



Cooperation with VdS



Joint stands



Economic reports, market information



Technology consultancy

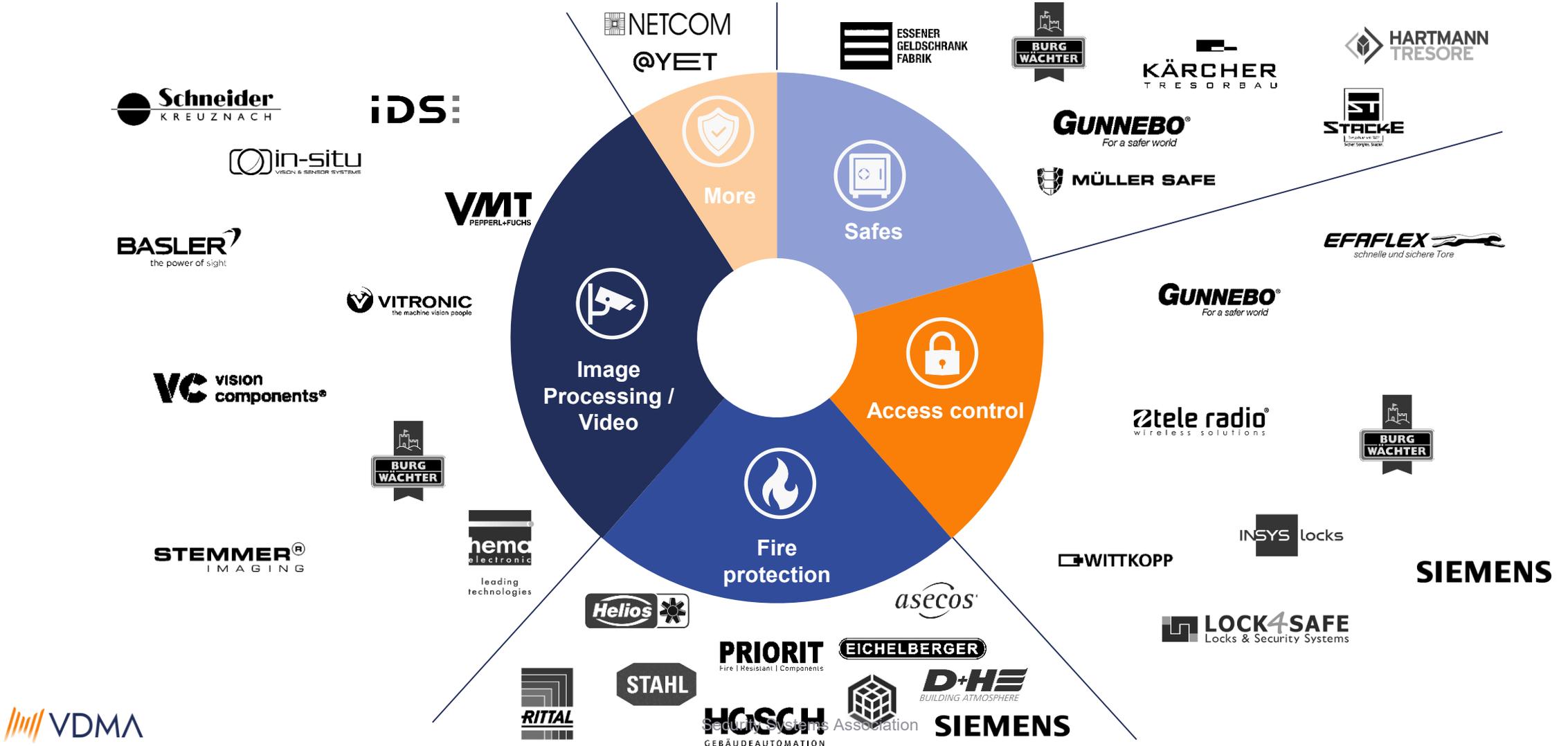


ESSA



Media attention

Which market segments are currently represented?



What is our organisational structure?

Executive Board



Prof. Dr.-Ing. Frank Janser*
Stacke



Detlef Lücke
INSYS



Harald Lüling
BURG-WÄCHTER



Stephan Seifert
Gunnebo

Members

VDMA- Core-Team



Thomas Schiemann
Managing Director



Roland Papesch
Regulatory



Falko Adomat
Technology & Innovation



Lilli Becker
Marketing & PR



Kerstin Wassermann
Assistant



Lisa Woll
Project Assistant



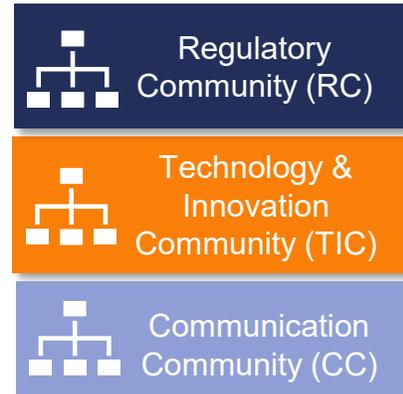
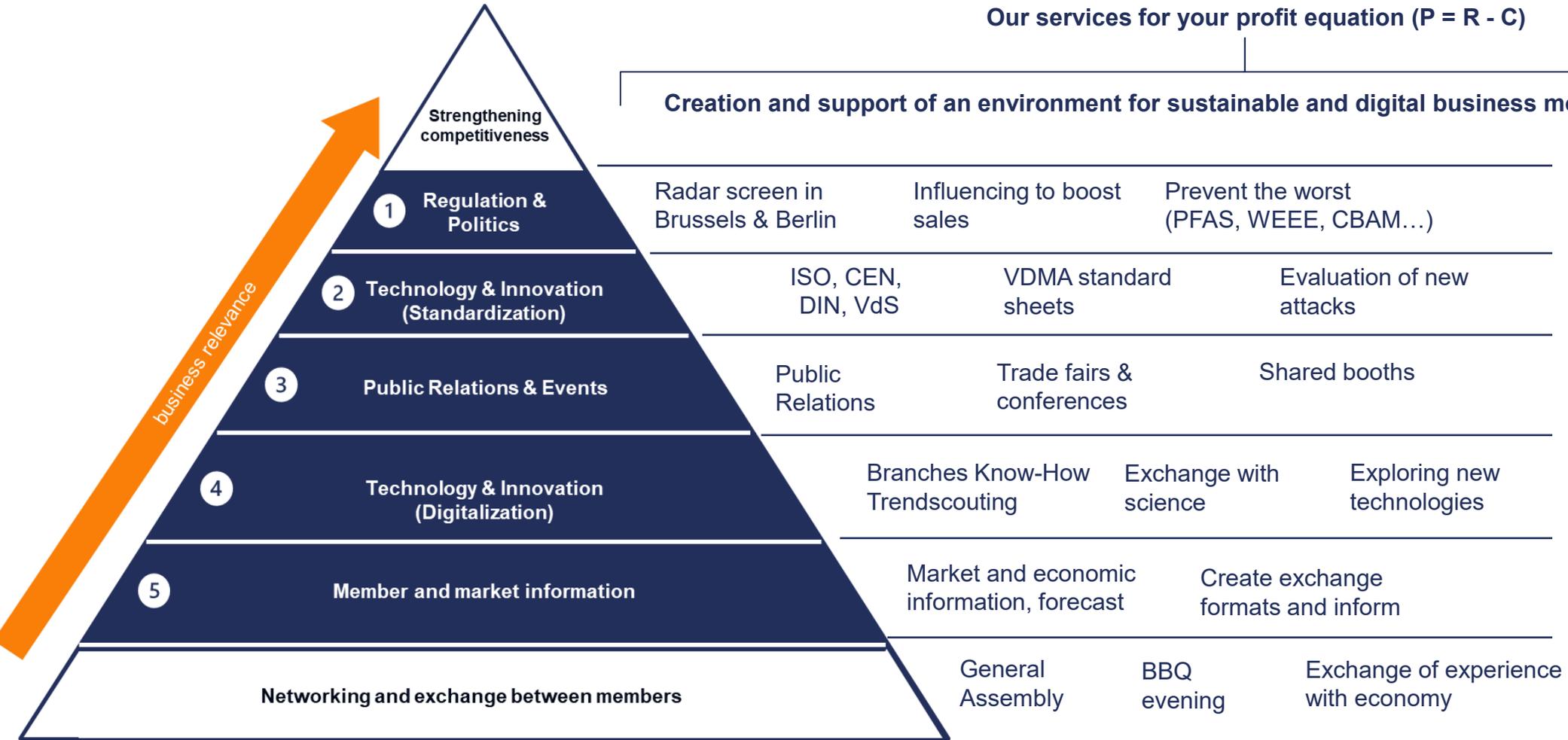
Eva Wunderlich
Member and market information (MMI)

Strategy & Services

How do we put our trade association strategy into practice?

Our services for your profit equation (P = R - C)

Creation and support of an environment for sustainable and digital business models



04 Successes, USPs and partnerships

What are the successes we have recently celebrated?



What are our unique selling points?

What are the unique selling points of our trade association?

Expertise:

Information advantage through in-depth expert knowledge of the member community and their own work

By:

- Specialist groups
- Advice for authorities

A regulatory focus:

No regulation without our involvement

Cooperation through:

- Constant market monitoring
- Offices in Berlin & Brussels

Standardisation leadership:

Significant influence on national, European and international standardisation

Responsible for:

- 1300 national standards
- 1600 ISO standards

Certification:

Close partnership with certification bodies

Exchange with:

- VdS
- ECB•S

Visibility:

Clever marketing tools and a network of contacts in science, politics and PR

Visibility by:

- >80,000 followers
- Large press mailing list

Strong association:

Expertise in all engineering-related topics through departments and forums

VDMA network:

- >3,600 members
- 35 Professional associations

05 Your SIS- Membership

Logo Advertising Companies

Your challenges?

- Non-harmonised market structure for locking systems
- Lack of expertise in technical-political regulation
- Development of new sales potential
- Media attention
- Shortage of skilled labour

Our range of solutions

1

USPs Trade Association

1. Specialist expertise
2. A regulatory focus
3. Standardisation leadership
4. Certification
5. Visibility
6. Strong association

2

Partnerships



MESSE
ESSEN

3

Strategy



Successes (Examples)

Weapon Act, WEEE

Burglary resistance, physical fire resistance, high security locks

Industry standard for battery storage associations

Weapon Act has doubled demand for safes

Further areas of expertise of the VDMA



Foreign trade / Customs / Taxes



Political lobbying



Legal advice



Industry expertise



Global representations / Fairs



Sustainability & Energy

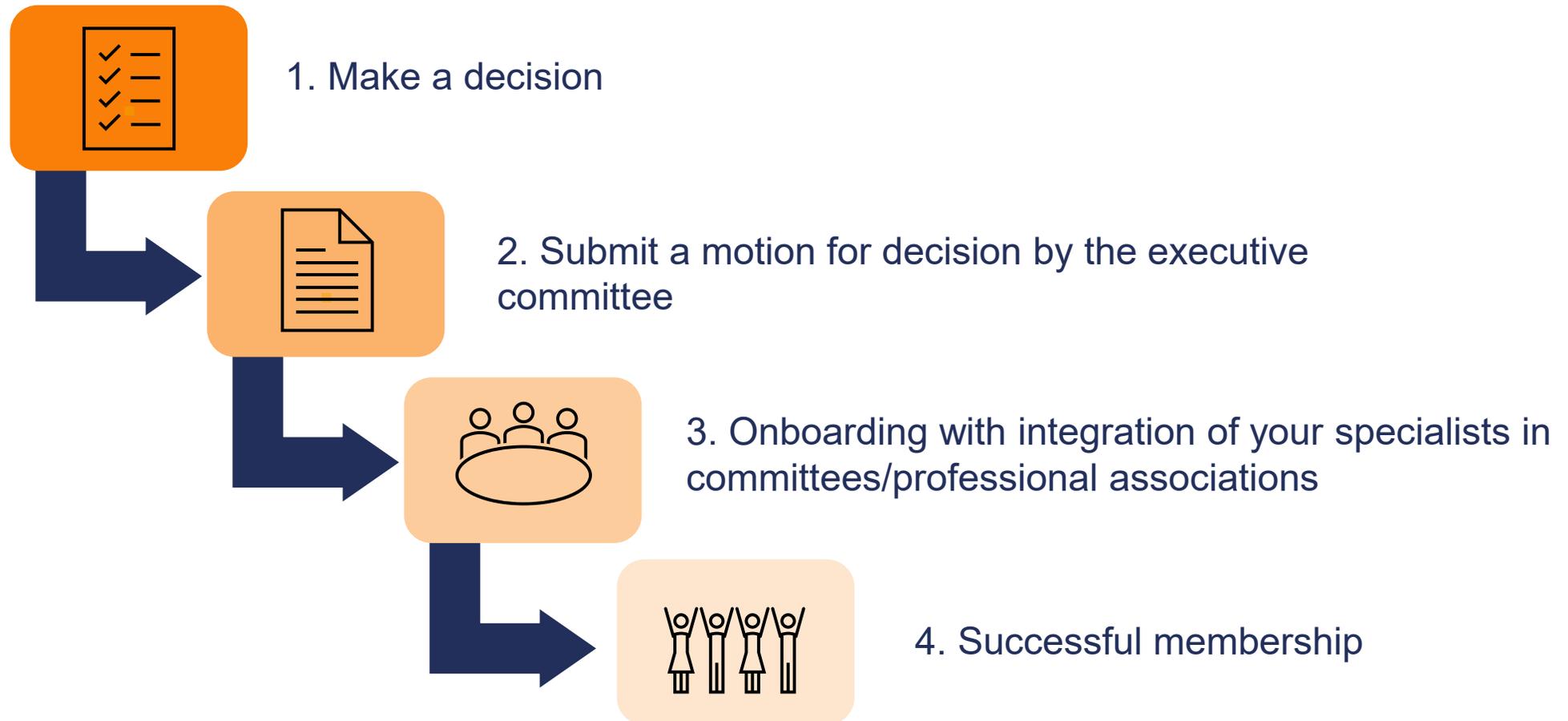


Market research / Statistics



Digitalisation

What are the next steps towards your membership?



What contribution do you pay?

- | | | | |
|--|-----------------------|-------|---|
| • Assessable turnover up to: | 90 Mio. € | 0,08 | % |
| • <u>Additional</u> related turnover exceeding | 90 to 271 Mio. € | 0,06 | % |
| • <u>Additional</u> related turnover exceeding | 271 to 455 Mio. € | 0,04 | % |
| • <u>Additional</u> related turnover exceeding | 455 to 909 Mio. € | 0,02 | % |
| • <u>Additional</u> related turnover exceeding | 909 to 1 363 Mio. € | 0,01 | % |
| • <u>Additional</u> related turnover exceeding | 1 363 to 1 820 Mio. € | 0,005 | % |
| • <u>Additional</u> related turnover exceeding | 1 820 Mio. € | 0,003 | % |
| • Minimum dues for half a year: | 2 000 € | | |



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Thank you for listening!