



# FICHET GROUP PRESENTATION

**SiCUREZZA**

Hall 7P | Stand K30

 **FICHET**

# Our missions

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1

**Support** the implementation of your security strategy in order to protect your infrastructures, your employees and your assets

2

**Anticipate** the risks of tomorrow through innovative concepts that exploit the full potential of new technologies

3

**Guarantee** the availability and adaptability of systems so you can confidently focus on your core business



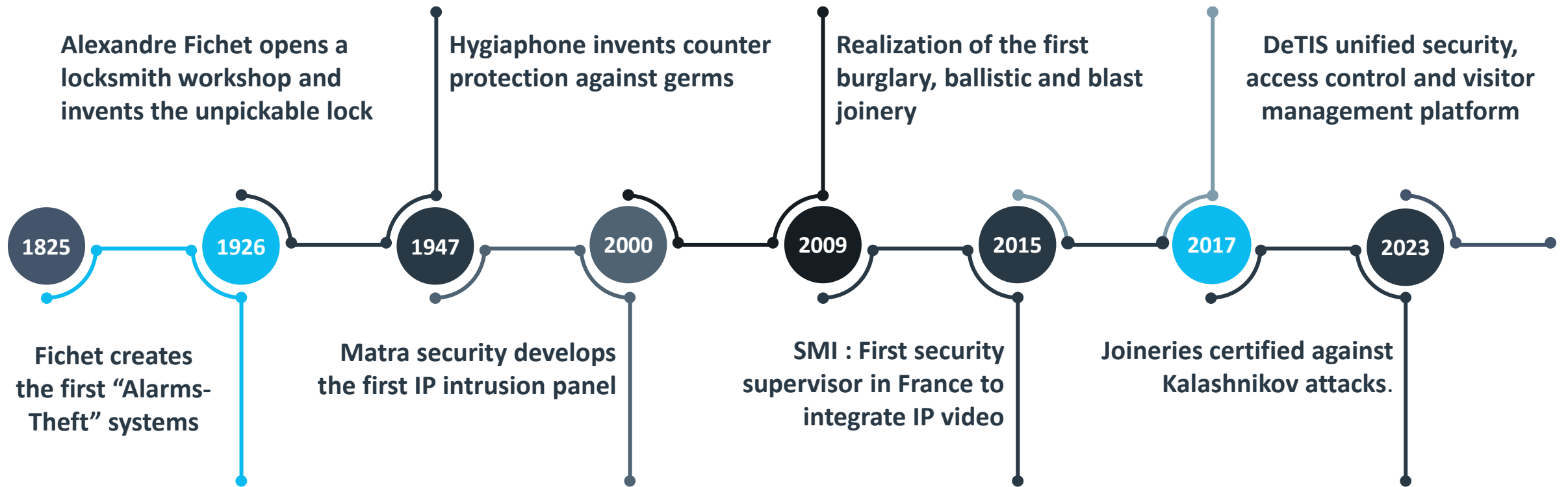
# About us

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As the leading French designer & manufacturer of security solutions, we offer you the highest levels of certified protection to respond to all types of risks and threats.



# 200 years of history



# INNOVATION & R&D

## 200 YEARS OF INNOVATION AT THE SERVICE OF OUR CUSTOMERS



A team of 40 engineers



8% of turnover invested each year in R&D



Solutions certified and approved by ANSSI



Products that meet the highest standards



Partnerships with research laboratories



Oven for testing the fire-resistant properties of products



Test stand



Development with our partners



Our three R&D centers are equipped to design prototypes and test them under operational conditions.

# Our vision

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1

## EMEA security market leader

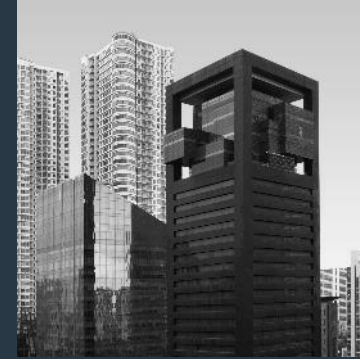
- Strong **presence** in Europe, Middle East and Africa
- Strong positioning on the **High Risk and Safe Building markets**
- Recognized **reputation** of the FICHET brand internationally



2

## Manufacturer of high value-added security solutions

- **Multi-specialist** in systems for the protection of people, material and immaterial goods
- **Wide offer** based on products with high added value
- First-class **innovation** approach



3

## Unique value proposition for our customers

- **Excellence** in our relationships with our customers
- Strategic relationships with our customers and key accounts based on high-value-added products
- Top-notch **partnerships** with our integrators, installers and distributors



4

## Excellence in our operations

- **Performance** at the heart of our operations, continuous improvement, digitization
- Strong societal **commitment** and control of the environmental impact of our activities
- **Talent** development and employee engagement

# Key figures

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**115**

M€ of turnover

**35%**

International turnover

**40**

Technical experts

**3**

R&D centers

**2**

Training centers

**800**

Collaborators

**50**

Partnerships with  
integrators and  
distributors around the  
world

**2**

Centers of excellence in  
manufacturing

**200**

Years of innovation



### International presence

- ✓ 3 **subsidiaries** in France, Luxembourg and Belgium
- ✓ 3 representative offices Dubai, Senegal, Morocco
- ✓ a network of **50 distributors** around the world



### Innovation at the service of anticipation

- ✓ A **multi-disciplinary** center of innovation and expertise.
- ✓ A **proactive approach to certification**



### A unique security expertise

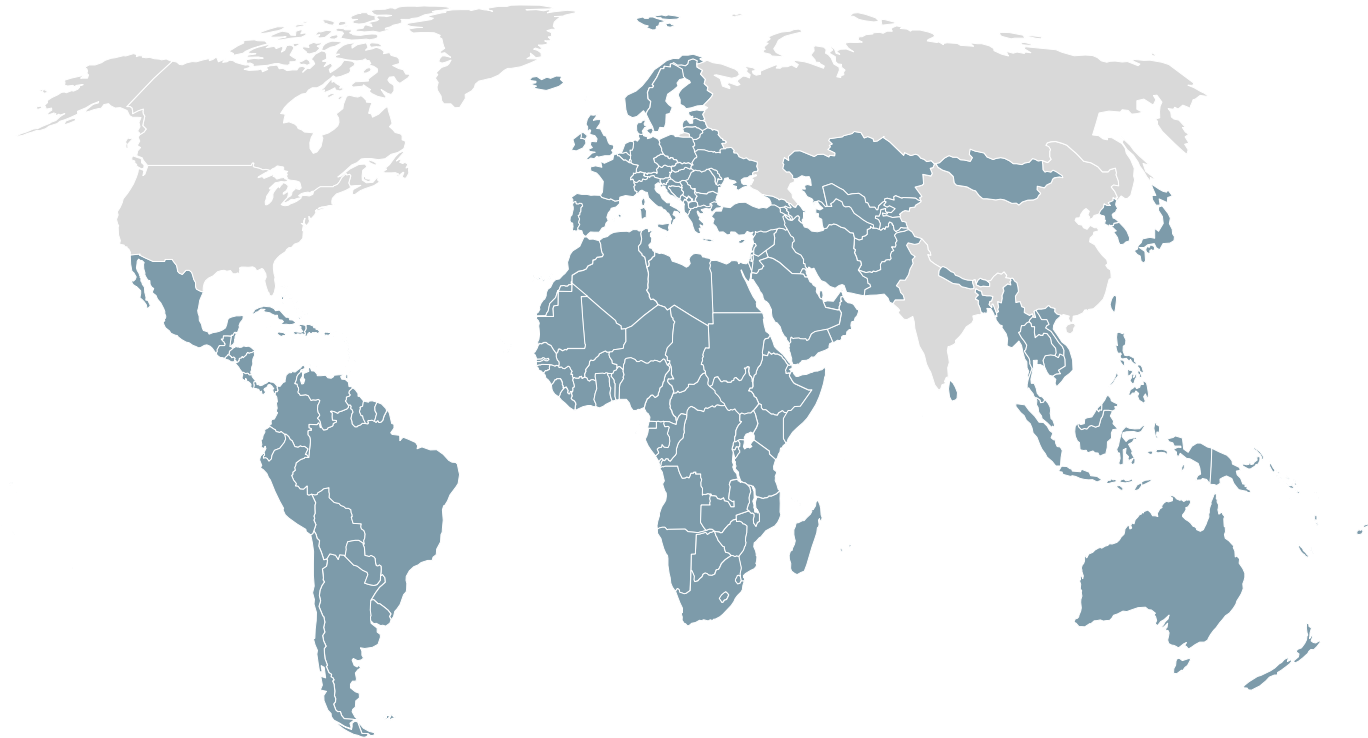
- ✓ **Expertise in the deployment of turnkey projects**
- ✓ A dedicated **support team** by activity



### Training centers

- ✓ **Two training centers to help our partners build skills :**
  - \* A center in Baldenheim (Alsace)
  - \* A center in Vélizy-Villacoublay (Île-de-France)

# Fichet Group footprint

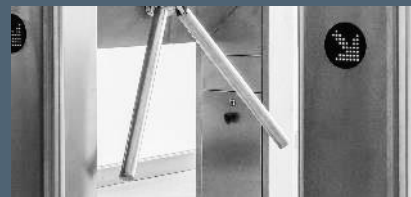


*An international presence*



# OUR SOLUTIONS

## Our solutions to manage and protect your buildings



### ELECTRONIC SECURITY

- Access control
- Identification solutions
- Video surveillance
- Intrusion management
- Supervision
- Systems integration

40% of turnover

### SECURITY JOINERY

- High security joinery
- High security partitions
- Guard posts
- Booths
- Secure mobile premises

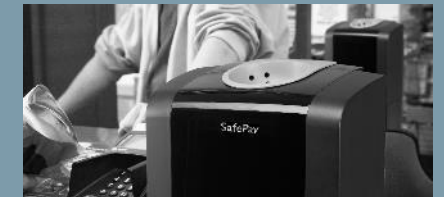
30% of turnover

### FILTERING BARRIERS

- Speed Gates
- Security airlocks
- Filtering solutions
- Tripods
- Motorized gates
- Roadblocks

5% of turnover

## Our solutions to manage and protect your cash flows and values



### SAFETY DEPOSIT BOXES

- Safes
- Cabinets
- Fireproof cabinets
- Strong doors
- Safe rooms, Vaults
- Electronic locks

20% of turnover

### CASH COUNTING SAFE

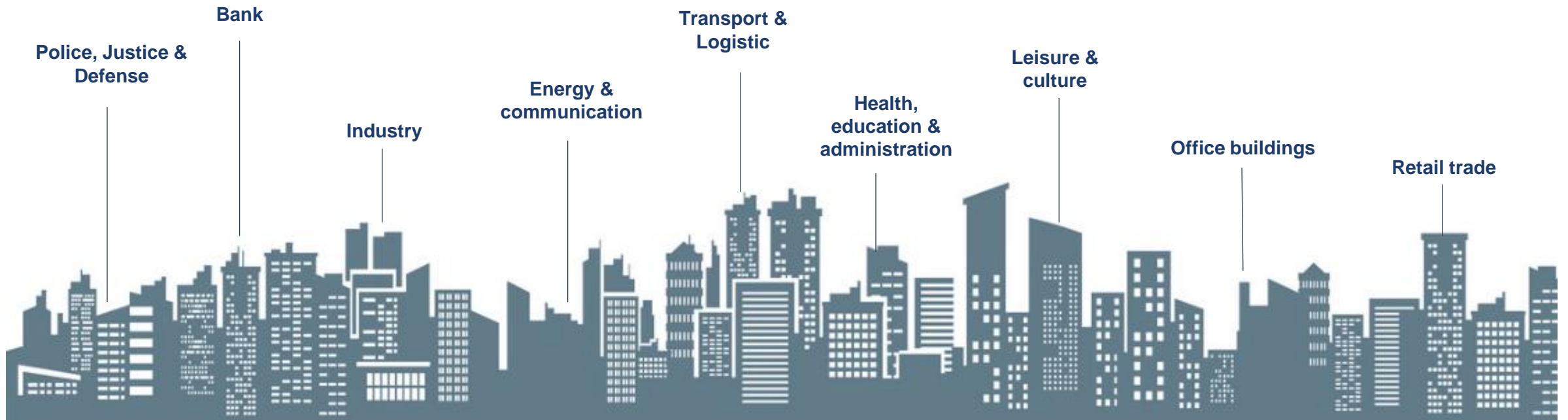
- Payment solutions
- Secure monetary path
- Counting chest
- Valuation of flows
- Monitoring

5% of turnover

INSTALLATION, CORRECTIVE MAINTENANCE, PREVENTIVE MAINTENANCE

# Our Market-Specific verticals

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# FICHET PORTFOLIO

# Electronic security

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**Supervisor  
Access control  
Identification solutions**



# ELECTRONIC SECURITY PRODUCT LINE



**Access control**



**Visitor Management**



**Intrusion & detection**



**Video surveillance**



**Lock**

<p><b>Key Points</b></p>	<ul style="list-style-type: none"> <li>• System not limited in capacity</li> <li>• Open Onboarding Platform</li> <li>• Multiprotocol</li> <li>• Full Web</li> </ul>	<ul style="list-style-type: none"> <li>• Application in SaaS mode</li> <li>• Interactive contactless terminal</li> <li>• Email invitation</li> </ul>	<ul style="list-style-type: none"> <li>• Automated alarm information processing systems</li> <li>• Centralized or local redundant transmission</li> </ul>	<ul style="list-style-type: none"> <li>• Systems compatible with market solutions</li> </ul>	<ul style="list-style-type: none"> <li>• High security electronic lock EN1300 and EN17646 «distributed systems» for safes and vaults.</li> <li>• Stand-alone or network mode as part of the management of a lock park</li> </ul>
<p><b>Target Market</b></p>	<p>Police, Justice, Defense Energy, communication Health, education, administration Office buildings</p>	<p>Office buildings Co-working spaces</p>	<p>Police, justice, Defense Energy, communication, Health, Education, Administration, Office buildings</p>	<p>Police, Justice, Defense Energy, communication Health, education, administration Office buildings</p>	<p>Police, Justice, Defense Energy, communication Health, education, administration Office buildings</p>
<p><b>Geography</b></p>	<p>Global</p>	<p>Global</p>	<p>Global</p>	<p>Global</p>	<p>Global</p>

# OPEN TECHNOLOGY & NATIVE INTEGRATION

HYPERVERSORS

1

CODRA

prysm

SARATEC

ENTELEC

SYSTEMS VIDEOS  
VMS

2

milestone

VISIOS@VE

Genetec  
Security Center.

AUTHENTICATION

3

IDEMIA

orange Business  
Services

survision  
ADVANCED TRAFFIC SERVICES

Quercus  
smart detection

LOCKS

4

FICHET

ABLOY

SALTO  
inspiredaccess

aperio

ALARM/INTERCOM

5

SecurWave

COMHEND

CASTEL  
COMMUNICATION BY SECURITY  
POLICE SERVICES

# CYBER SECURITY

Cybersecurity has become an essential concern for all organizations, especially in our field of activity. To this end, we are committed to doing everything we can to reassure our customers about the reliability of our products and our internal cyber protection policy.



## ANSSI Certifications



Our access control solutions are now certified by ANSSI. It is the assurance of being able to choose solutions whose levels of trust and security have been verified.

Tests on our products are performed by an independent third party, and cover for examples :



- ✓ Protection of identifiers from the risk of identity theft.
- ✓ System architecture designed to address the risks of cyber-attacks
- ✓ Encryption of communications for end-to-end security.



## Cyber Protection



In terms of IT security, we have an Information System Security Officer (ISSM) and a Data Protection Officer (DPO). We also have a classification system that allows all confidential information to have special treatment.



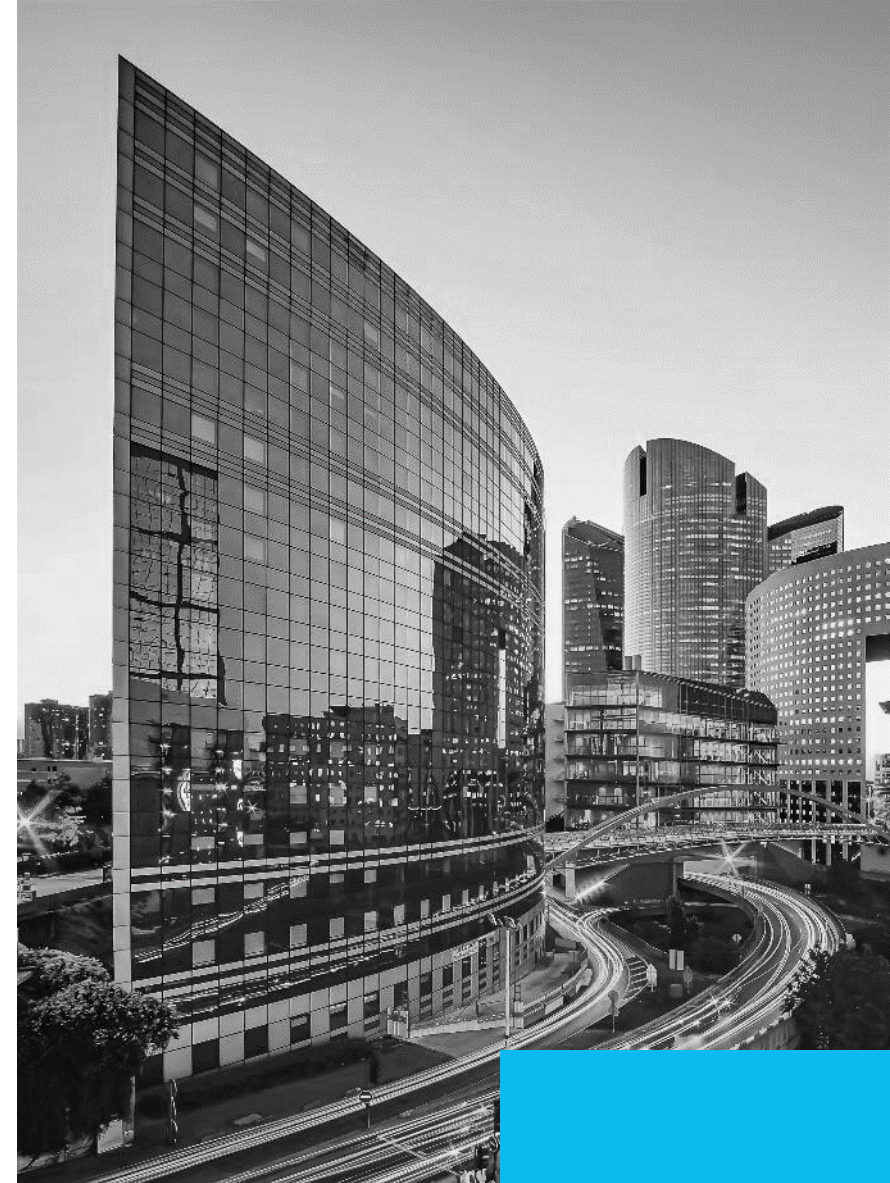
In addition, as part of the fight against cyber crime, we have a DARKTRACE-type global reference tool that protects our data as well as our network from ransomware attacks, data leaks or any suspicious machine behavior.

*Note :* ANSSI acts to ensure the cyber defense of the Sectors of Activity deemed of Vital Importance for France (SAIV). Article 22 of the Military Planning Act defines measures to be applied to Information Systems of Vital Importance (ISVI), one of which deals with access control systems.

# Security Joinery

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**High security joinery**  
**Guard posts**  
**Security kiosks**





# SAFETY JOINERY PRODUCT LINE



**Doors**



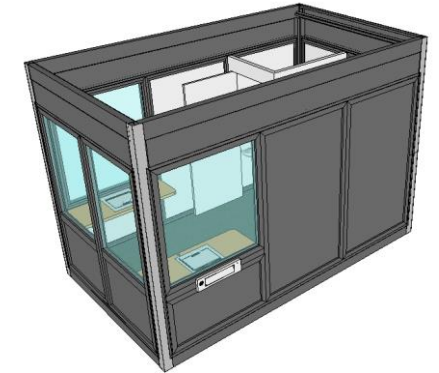
**Partitions & facades**



**Security airlocks**



**Transfer solutions**



**Modular premises**

**Key Points**

- Multi-resistance
- Tested in independant laboratories
- Conform to european standards
- Tailor made

- Insulating profiles and glazing
- Multi-resistance certified level RC4 and RC5 ballistic FB6

- Automatic doors
- Fast flow
- Emergency function
- Advanced single passage

- Wide range: dialogue windows, pass money, sliding trays
- Intercom: Acoustic comfort, can be used by hearing impaired people

- Guard posts, tellers, guardhouse.
- Very fast installation
- Suitable for temporary or permanent premises
- Custom-made

**Target Market**

Industry, banking  
Police, Justice, Defense  
Energy, communication  
Health, education, administration

Industry  
Police, Justice, Defense  
Energy, communication  
Health, education, administration

Industry  
Police, Justice, Defense  
Energy, communication  
Health, education, administration

Industry  
Police, Justice, Defense  
Energy, communication  
Health, education, administration

Industry  
Police, Justice, Defense  
Energy, communication  
Health, education, administration  
Office buildings

**Geography**

Global

Global

Global

Global

Global

# Protections



# PROTECTION LEVEL



**Doors**



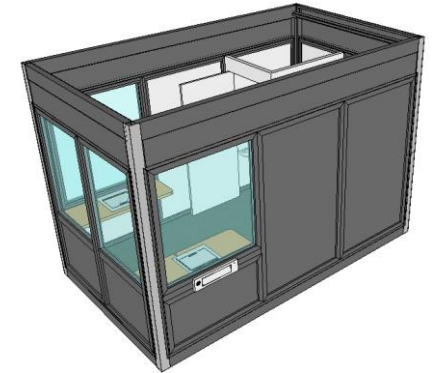
**Partitions & facades**



**Security airlocks**



**Transfer solutions**



**Modular premises**



**Effraction**

- Up to RC5 level
- Solutions Beyond Standards

- Up to RC5 level

- Up to RC5 level

- Up to RC5 level

- Up to RC5 level



**Ballistic**

- Up to FB7-FSG-Kalashnikov

- Up to FB7-FSG-Kalachnikov-PS

- Up to FB7-FSG-Kalachnikov

- Up to FB7

- Up to FB7-FSG-Kalachnikov



**Fire**

- 2 hours resistance

- 1 hour resistance

- 1 hour resistance

- 1 hour resistance

- 1 hour resistance



**Explosive**

- Up to EPR3-EXR4

- Up to EPR3-EXR4

- Up to EPR3-EXR4

- Up to EPR3-EXR4

- Up to EPR3-EXR4

# Filtering barriers

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**Tripods**  
**Motorized gates**  
**Speed gates**



# FILTERING BARRIERS PRODUCT LINE



**Tripods**



**Gateways**



**Speed gates**



**Revolving Door**



**Rotative door**

Key Points	<p>Free passage: 60 Controlled passage: 40 Biometric passage: -</p>	<p>Free passage: 50 Controlled passage: 35 Biometric passage: -</p>	<p>Free passage: 60 Controlled passage: 40 Biometric passage: -</p>	<p>Free passage: 60 Controlled passage: 40 Biometric passage: -</p>	<p>Free passage: 60 Controlled passage: 40 Biometric passage: -</p>
Target Market	<p>Industry Leisure &amp; culture Transport &amp; logistics Energy, communication Office buildings</p>	<p>Industry Leisure &amp; culture Transport &amp; logistics Energy, communication Office buildings</p>	<p>Industry Leisure &amp; culture Transport &amp; logistics Energy, communication Office buildings</p>	<p>Industry Transport &amp; logistics Energy &amp; communication</p>	<p>Industry Office buildings</p>
Geography	<p>Global</p>	<p>Global</p>	<p>Global</p>	<p>Global</p>	<p>Global</p>

# Safes & Vaults

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**Safes**  
**Strong cabinets**  
**Vaults**



# SAFES & VAULTS PRODUCT LINE



**Safes**



**Deposit Safes**



**Cabinets**



**Strong doors**



**Vaults**

<b>Key Points</b>	For both professionals and individuals, burglaries are a real threat. It is therefore essential to place your valuables under the protection of certified safes.	The Fichet-Bauché deposit safes offer a wide choice of compact, functional models that favours ease of use while preserving the high level of performance.	Optimal day-to-day convenience, maximum storage capacity while protecting your classified information and sensitive documents from indiscretion.	An impassable line of defense to face the most determined attacks: the Fichet-Bauché doors and vaults integrate the best of the latest technologies against theft.	An impassable line of defense to face the most determined attacks: the Fichet-Bauché doors and vaults integrate the best of the latest technologies against theft.
<b>Target Market</b>	Police, Justice & Defense Retail trade Industry Individuals	Bank	Police, Justice & Defense Bank Industry	Police, Justice & Defense Bank	Bank
<b>Geography</b>	Global	EMEA	Global	Global	Global

# Cash management

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**Payment solutions**  
**Secure cash handling**  
**Identification solutions**





# CASH MANAGEMENT PRODUCT LINE



**Safepay**



**Retail Station 3**



**DF**



**Retail Station 8**

**Key Points**

High security and optimization in front office and back office. For large companies that work at a fast pace and deal every day with hundreds of customers, employees and suppliers.

A versatile and user-friendly solution for the complete recycling of cash and parts. Ideal for small commercial areas: shops with 1 to 6 cashiers, hotels or petrol stations.

Designed for storage with back-office cash recovery. This solution allows cash counting and verification in order to refine your conveyor costs and your boot markup.

Cash distribution, revenue deposit, multi-currency deposit, foreign exchange function, cash replenishment and user management

**Target Market**

**Retail**

**Retail**

**Retail**

**Retail**

**Geography**

**EMEA**

**EMEA**

**EMEA**

**EMEA**

# Services

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**Installation**  
**Corrective maintenance**  
**Preventive maintenance**





### An extensive and qualified branch network

14 Local sales and technical agencies able to deploy manufacturer technical assistance



### A Contact Centre

Single point of entry for incident reporting.  
Call management within 60 seconds



### A dedicated support team by activity

We have a team of support technicians dedicated to solving problems encountered by our customers



### Experts at your disposal

Expert technicians spread over the entire territory are at your disposal to support you in the implementation of your most complex projects

# Experienced team present throughout the country



Headquarter



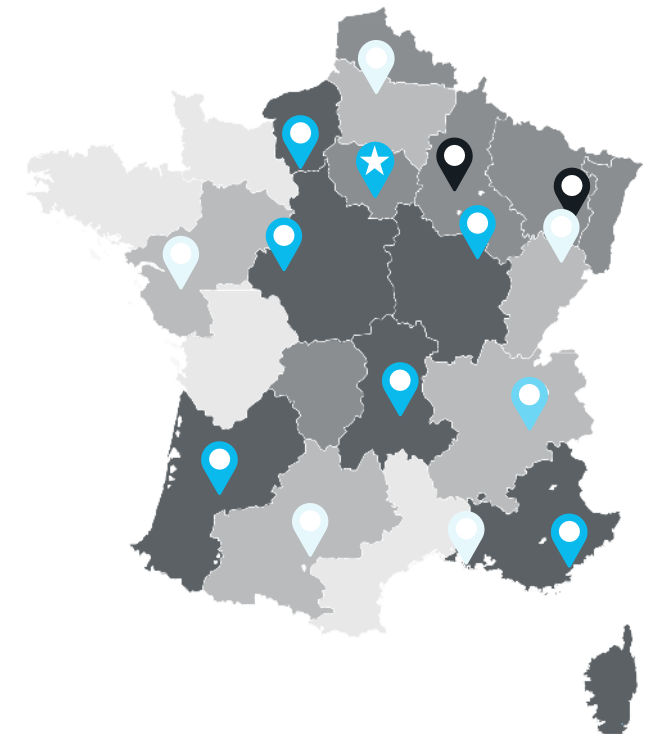
Factory



Main Agency



Secondary Agency



# OUR AREAS OF EXPERTISE



85

Technicians specialized  
in Electronic Security

70

Technicians specialized  
in safes and automated  
systems

30

Technicians specialized  
in mecatronics



## INSTALLATION

- ✓ Installation monitoring by a dedicated project manager
- ✓ Trained and experienced team
- ✓ Assistance to our integrator partners



## CORRECTIVE MAINTENANCE

- ✓ Phone call support within 60 seconds
- ✓ Rapid response time
- ✓ Guaranteed manufacturer parts



## PREVENTIVE MAINTENANCE

- ✓ Planning of interventions to be carried out
- ✓ Maximizing the lifecycle of your safety solutions
- ✓ Sustainability of your investment

## Our clients are satisfied



## ...they testify

“

*Everything goes well with the technicians, always looking  
For solutions with a very good mindset.  
banking sector company*

“

*A very good telephone reception with Fichet's call center,  
followed by rapid and careful intervention.  
tertiary sector company*

“

*A perfect first intervention. The telephone hostess did  
The necessary. The technician, very courteous, moved quickly.  
Retail sector company*

## Our strenghts :

1

**Expertise / Skills**  
of our technicians

2

**Hospitality quality**  
of our advisors

3

**Efficiency/Adaptability**  
of our technicians



**Improve intervention  
delays**



**Meet the deadlines**



**Explain precisely** the  
performed intervention



# CUSTOMER CASE

# SENSITIVE SITES

We support you in securing the most sensitive sites with our access control solutions.

## References :



### EDF SACLAY

- Located on 12 hectares, this site integrates a world-class R&D center and the group's training campus. It's the largest industrial research and training center for the electricity operator in Europe. The SpeedStile FL high-speed gates adapted to the intensive flow management provided by Fichet equip the four main entrances.
- Quote from the Site Director (M.H. Marzouk) "Fichet was able to advise and accompany us in this project. The sleek, fast-moving hallways with enhanced signage integrate seamlessly into our space and make it easy for our employees and visitors to use."



10,000  
speed stiles



Specific  
Vitrophania  
Technology



20,000 visitors /  
trainees  
1,500 employees



### SERVIER

- The Servier Group, wanted to evolve the access control and visitor management systems (hardware and software) of all its 6 locations in France.
- The challenge was to ensure a high level of security by choosing an open and scalable system. With SMI Server, Fichet was able to reuse existing infrastructures and deploy the new solution with minimal impact despite strict requirements (regulated pharmaceutical sector, clean room environment + SEVESO sites).



Centralized Server  
Multi-site  
POC and FAT



25,000 Users  
Thousands of  
visitors



1500 controlled accesses  
Biometric readers  
Plate readers  
ATEX Standards



# SENSITIVE SITES



We support you secure the most sensitive sites with our access control and security joinery solutions.

## References :

**interxion**

Interxion

- After equipping its Marseille Data Center, Interxion has again chosen the very high-strength security joinery manufactured by Fichet to protect its new giant Data Center.
- Multi-resistance doors and partitions (Fireproof/anti break-in/ bulletproof), high security airlocks with single-pass control, package and documents transfer units ensure regulated access to the particularly sensitive areas of this strategic site while guaranteeing a homogeneous perimeter of protection.



Multi-resistant doors and partitions (fire, break-in and ballistic resistance)



DarTek doors and partitions with glass infills (break-in and ballistic resistance) CR5-FB7



Compac SAS BA airlock single-passage detection metal detection



BDF

- The sorting center, counting and recycling banknotes, inaugurated in 2018, covers 16,000 m<sup>2</sup>, in the former industrial zone of the Babcock & Wilcox factories. The money flows from Île-de-France and about 25% of the banknotes in circulation in France pass through this center, which can store up to 1.1 billion bank notes.
- Fichet Security Solution has been selected for its physical and mechatronic security solutions, bulletproof door, anti break-in, anti explosion, curtain wall secure, single, double shutter and sliding as well as automated strong doors for access in value areas.



Centralized Server  
Multi-site  
POC and FAT



25,000 Users  
Thousands of  
visitors



1500 controlled accesses  
Biometric readers  
Plate readers  
ATEX Standards



# SAFE BUILDING

We have acquired the trust of large groups in terms of equipment for the protection of tertiary buildings.

## References :



### Université de Cergy

- The University of Cergy Pontoise covers more than 20,000 m<sup>2</sup> over 10 sites. SMI Server is used to control access to all components of the university. Nearly 20,000 students and 2,000 staff use their cards daily on hundreds of centrally managed readers.
- To facilitate exploitation, the allocation of rights is automated according to the curriculum pursued. SMI Server also monitors autonomous locks, intrusion alarms and ensures the removal of doubt from video surveillance cameras.



1 single supervisor  
Access-Alarms-  
Video



800 controlled  
accesses  
300 wireless locks



30 000 users



CA

Crédit Agricole PACA

- SMI Server and SecurWave solutions fully equip some Crédit Agricole cash desks from head offices to branches. We provided the SMI Server solution to 5 Crédit Agricole headquarters in the south of France.
- Access control under SMI Server extends from exterior access via license plate reading cameras to the access reader for offices. He also supervises the intrusion part in SecurWave as well as a number of video systems.



5 offices in the  
PACA region



SMI Server  
technology



210 readers  
350 intrusion points  
7 SpeedStile FLS fast lanes  
7 swing gates



# SAFE BUILDING

We have acquired the trust of large groups in terms of equipment for the protection of tertiary buildings.

## References :



### ORANGE

- For more than 20 years Fichet has deployed more than 10,000 readers within Orange's tertiary buildings.
- The SMI Solution, qualified as CSPN by ANSSI, made the difference by its adaptability to infrastructures, operating constraints, its ability to evolve and its new multi-technology secure reader.



1 access supervisor  
15 strategic sites



More than  
30 000 users



Corporate Badge &  
Dematerialized badge



### SEB

- Fichet solutions fully equip the security of Group SEB's head offices. SMI Server controls all access from the site entrance to the office doors. It also oversees intrusion and video surveillance from smart cameras to discriminate attempts to enter the campus from usual activity.
- The visitor journey is facilitated and is activated as soon as the filtering obstacles and the single-passage passages customized in the colors of the group are crossed.



1 single supervisor  
Access-Alarms-  
Video



500 alarm points  
Smart cameras



600 controlled  
accesses  
350 wireless locks



# OUR MAJOR PROJECTS

## End Customers & Integrator Partners

### End Customer:



### Integrator partner :



### End Customer



### Integrator Partner :



## Team & Project duration

### Team :

- 1 project manager
- 3 to 5 Fichet technicians
- 1 airlock provider
- FICHET supply on the electronic access control component

### Project duration : 18 months

### Team :

- 1 project manager
- 3 Fichet technicians
- 1 integrator partner (HELIOM)
- Gunnebo Speed gates Supply
- FICHET supply on the electronic access control component

### Project duration: 8 months

## Synthesis

- Increase in the security level of the 2nd sensitive site of the group
- Replacement of historical access control by a new generation access control in line with current standards
- Deployment of facility access airlock
- Collaboration with the electrician (ENGIE) for the supply of equipment, technical assistance and support for skills development
- Carrying out high value-added operations (specific development, migration operations)

- Supply and installation of security gates and access control for the entire building
- Solutions compliant with the latest security standard, especially in the use of biometric devices

## Customer Challenge

- Carry out hardware replacement and software version upgrade operations without disrupting the operation of the site
- Provide the best possible support to the electrical integrator to jointly achieve the site's quality and safety objectives

- Deploy the project on time despite a limited number of human resources
- Optimize collaboration with the Heliom integrator to achieve common objectives within the time allowed

# They trust us

*These clients use our products...*



*...and our partners too*



# THANK YOU

