



PRESS RELEASE

Lyon, France, Thursday 25 April 2019

VITAPROTECH Group, a key player in the security and management of critical sites, has announced their purchase of ARD, an indisputable French player in access-control and electronic banking.

This acquisition will enable VITAPROTECH Group, supported by BPI France and Eurazeo PME since July 2018, to reinforce its market position, especially in the education and health sectors and to become the leader in the French security market.

This acquisition is part of its strategy of external growth and the development of technological solutions to secure sensitive sites.

VITAPROTECH Group WILL DEPLOY ITS ACTIONS VIA THREE AXES:

- R&D INVESTMENT

Re-investing more than 8% of its sales turnover, R&D is already a key component of the Group's strategy and the existing 15 ARD engineers will help to reinforce the existing team of 35 engineers.

- INTEGRATION OF PRODUCTION AND LOGISTICS BEST PRACTICES.

TIL Technologies will benefit from ARD's existing production and logistic infrastructures located at its Gap (France) facilities.

- MARKETING AND SALES OPTIMISATION

The Group's offer of products and services will be enriched by complementary products, already well positioned in their markets, a new electronic banking skills, as well as a consolidated and competitive Mechatronic offer. In addition, joint developments will make it possible to respond in a relevant and effective way to the new technological challenges of digitising our businesses.

ARD, and its clients, will naturally have access to VITAPROTECH's know-how, infrastructures and technologies including:

- intrusion-detection systems, designed by SORHEA and EUROCLUTURE Security, and intelligent, video-analytics software developed by PROTECH VIDEOWAVE,
- training centres for installers and end-users,
- access to international markets.

VITAPROTECH'S GOAL IS TO BECOME A EUROPEAN REFERENCE IN THE SECURING OF SENSITIVE SITES.

Their plan is based on three main pillars: increased technological investment and development along with new products and services; acceleration of expansion within Europe and America; and external growth, and the ARD acquisition is very much in-line with this plan.

Press Contact

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About Groupe VITAPROTECH

With approximately 180 employees working at 5 sites distributed throughout the world, the goal of this group is to ensure the access-security of vitally-important sites. VITAPROTECH includes manufacturers who specialise in intrusion-detection, access-control, building-management and video-analysis.

About ARD

Created in 1982 in Gap, ARD operates in 2 main markets: building-security, where ARD already offers a large range of products, and catering-management for universities, secondary schools, etc., for whom ARD offers complete solutions including unique identifiers (smart cards, mobile security, etc.) to authorise access to computers and restaurants. This is the historic market of ARD who has equipped more than 1,000 buildings. At the end of 2018, ARD had 64 employees (in addition to Visa 2000 workers) located in Gap and in its sales network distributed throughout France, in addition to a network of partners.

About TIL TECHNOLOGIES

A specialist in electronic building-security and ANSSI-certified since January 2019, TIL TECHNOLOGIES designs, manufactures and sells hardware and software for access-control, intrusion-detection, video-surveillance and technical management. Its solutions are currently employed by many national clients (SNCF, LA POSTE, EDF, AXA, Naval Group, etc.) and in many prestigious buildings (Tour FIRST à la Défense, Stade Vélodrome, Château de Versailles, etc.). A member of groupe VITAPROTECH, the company has been experiencing constant growth since its inception. Its 90 employees mainly consist of engineers, technicians and other security experts.

About SORHEA

Having installed 20,000 km of perimeter intrusion-detection systems over the past 30 years, SORHEA is a detection-system specialist and a key player in the international security markets. The technologies developed and sold by SORHEA and its subsidiaries (90 employees) both within France and elsewhere (USA, Canada and Belgium) cover all perimeter-security applications employing infra-red barriers, dual-technology sensors, video-movement analysers, thermal-imaging, shock-detection cables, and electrified-detection fencing. Its range of products, including wireless and solar-energy solutions, provides innovative, technological responses for the protection of large-perimeter sites not just within France but also internationally.

About PME

Eurazeo PME, a subsidiary of Eurazeo, is an investment company dedicated to major investments in French SMC's valued at up to €250M. In 2018, it announced a consolidated sales turnover of €1.3 billion euros. As a long-term, professional shareholder, Eurazeo PME supports its investments with a variety of financial, human, and organisational means and assists companies in their deployment of strategies for responsible and sustainable growth. Its commitment is managed via a formal Corporate Social Responsibility (CSR) policy and is currently assisting such companies as 2Ride Holding, Dessange International, EFESO Consulting, In'Tech Medical, Léon de Bruxelles, le Groupe MK Direct, Orolia, Péters Surgical, Redspher, Smile and Vitaprotech, all of which are solidly-positioned in their niche markets and are directed by experienced management teams.

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