

**SALTO**  
inspired**access**

# SMART HOME ACCESS SOLUTIONS

-Inspired Access-

IÑIGO UNANUE

**SALTO SYSTEMS**

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# OIARTZUN, SPAIN

We offer our customers the widest range of solutions and services for access control, capable of meeting the needs of any type of building and infrastructure, regardless of the sector, size, type of door or number of users.

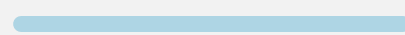
# ONE JUMP AHEAD

A pioneering project in the security  
and access control industry.

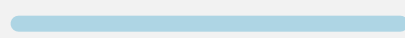
## Oiartzun - Gipuzkoa

A team of engineers and experts who are  
specialists in developing solutions for access  
control and in the design of electronic locks.

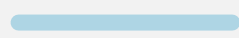
Year

 2000

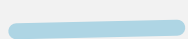
Start-up

 14 people

Irún

 from a rented property

Capital

 60% owned by employees



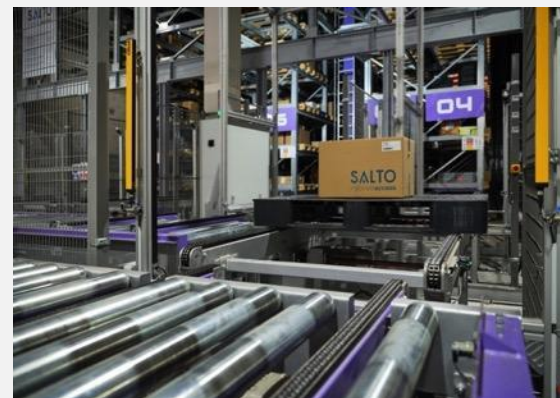
# INSPIRED ACCESS

For the design, development,  
manufacture, distribution and sale of  
electronic access control systems.



**PRODUCTION CENTRE** One of the largest  
factories and electronic lock production centres  
in the world:

- Production capacity 750,000 units/year.
- Factory of more than 9,000 m<sup>2</sup>



**AUTOMATED LOGISTICS** A fully

automated plant to guarantee the best  
service and maximum flexibility in shipping  
and order management:

- 6,000 daily movements.
- 16,800 m<sup>2</sup> silo, with a height of 28 m.

# ACCELERATE THE DOORS'S TRANSITION TO SMART ACCESS

SALTO Systems aims to have a leading role in the unstoppable process of the massive replacement of mechanical keys with electronic keys, which has positioned us as one of the three leading manufacturers of electronic locks worldwide.

Our goal is to develop products adapted to the global needs of the different vertical markets that are considered a priority at each moment in time, through reliable solutions that are easy to install, use and maintain.

4,500,000



## ACCESS POINTS

Equipped access points. In more than 40,000 projects spread all over the world.

31



## OFFICES

Offices and subsidiaries worldwide, through which we export more than 97% of our sales.

40,000,000



## DAILY USERS

Users from all over the world use our technology to access their place of work, building, school or home.

# AMAZING PEOPLE TOGETHER TO MAKE AMAZING THINGS HAPPEN

We are committed to encouraging talent, collaborate with universities and promote training, professional development and job satisfaction throughout the career path. We do this by offering fair working conditions, complemented by those advantages and services that the company can provide to contribute to improving the professional and personal situation of all our employees.

680

4%

27

## PROFESSIONAL TEAM

A global team of committed and qualified staff, with an average age of 38, who with their work, passion and talent, contribute to the creation of unique solutions for access control and infrastructure management.

## R&D

More than 76 professionals dedicated to the engineering design and development of new technologies applied to access control and infrastructure management.

## NATIONALITIES

It is a multicultural team – a result of our global presence – with diverse cultures and languages, but with a common goal: to make SALTO grow and meet the needs of our customers and network of partners.

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# GLOBAL PRESENCE

Global? Local? We're both.

## SALTO USA

**USA:** New York NY – Atlanta GA  
**Canada:** Vaudreuil-Dorion QC

## SALTO ASIA

**China:** Shanghai  
**Hong Kong:** Hong Kong  
**Singapore:** Singapore  
**Vietnam:** Ho Chi Minh City

## SALTO EUROPE

## SALTO AFRICA / ME

**UAE:** Dubai  
**South Africa:** Johannesburg

## SALTO CALA

**Mexico:** Cancún – Mexico DF  
**Costa Rica:** San José  
**Colombia:** Bogotá  
**Puerto Rico:** Toa Alta  
**Chile:** Santiago

## SALTO AUSTRALIA

**Australia:** Notting Hill, Victoria  
**New Zealand:** Queenstown

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# EUROPE

We work across continents. And when we work together, we also respect local cultures and ways of doing things. As the world leader in smart electronic locking technology, SALTO has the breadth of experience, scale and expertise to deliver the best access control solutions.

## A global network of offices. SALTO partners near you.

**Spain:** Oiartzun / Madrid

**UK:** Southam

**France:** Nanterre

**Germany:** Wuppertal

**Switzerland:** Eschlikon

**The Netherlands:** Amsterdam

**Belgium:** Brussels

**Poland:** Warsaw

**Slovakia:** Bratislava

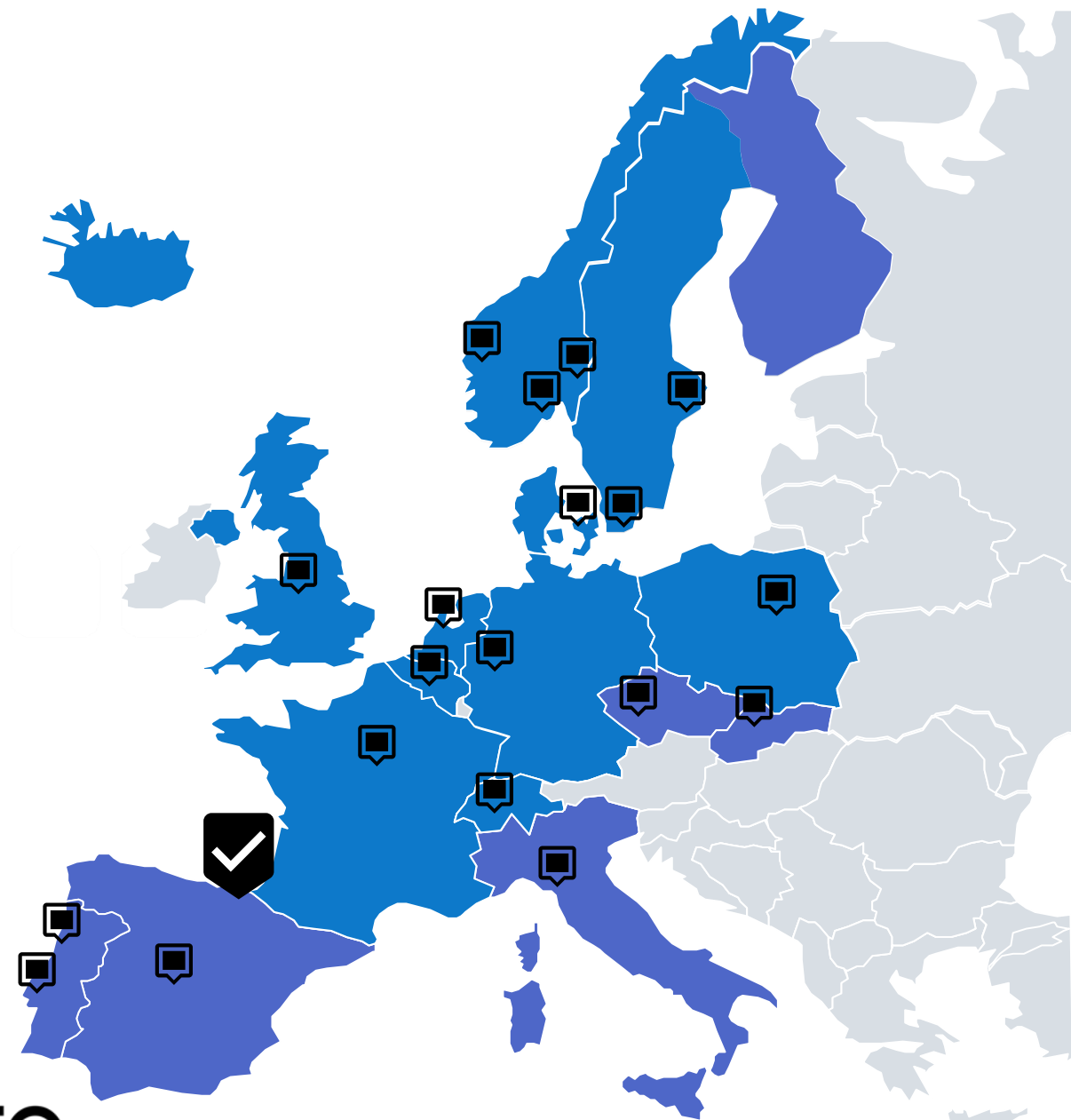
**Slovenia:** Balkans Regional Branch Office

**Czech Republic:** Prague

**Denmark:** Kalundborg

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**Norway:** Raholt



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# STATISTICS & FACTS

Overview of Global SALTO Market

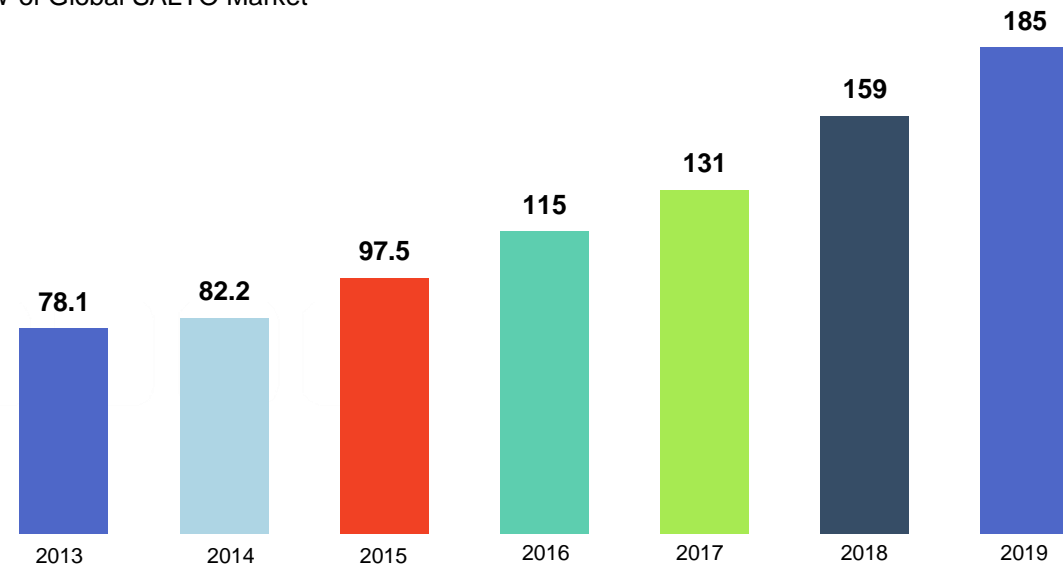
Third largest electronic locking company in the world.

**€185M**

Assa Abloy

Dorma - Kaba

SALTO Systems



**97%**

## EXPORT VOLUME 2019

SALTO access control solutions are in use worldwide in a never-ending range of unique and challenging applications and facilities.

**17%**

## GROWTH IN 2018-19

Fastest-growing Companies

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# XSPERIENCE CENTRE

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## 360° smart access experience

A space for new products, education, planning and meetings used to the full.

## Partner Certified education programmes

It is also a centre for Partner Certified education programmes, instructional sessions, the launch of new products and corporate events.

## Around the world

USA, Canada, Mexico, Spain, Denmark, UK, The Netherlands, Hong Kong etc., so wherever you go there is likely to be a SALTO XSpereience Centre.



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# SUSTAINABILITY



## CARBON FOOTPRINT

In an effort to minimise any negative impact our business practices may have on the environment, our packaging is fully FSC certified. Our raw material sourcing is carefully curated to reduce our carbon footprint.



## CERTIFICATIONS: ISO 9001 / 14001 / ISO 27001 / EPD

Regulatory compliance is essential for building trust and confidence in the effectiveness of our products, which is why we comply strictly with international product certifications ensuring consistent building quality and meeting environmental standards.



## — TESTING LAB

# TESTING LAB

SALTO's mechanical testing laboratory has the capability to perform accredited static and dynamic tests according to each standard, both at room temperature and at high and low temperatures, as well as in conditions involving water and condensation.

Capability to perform specific mechanical, electronic, water and fire tests.

# VERTICAL MARKETS

Having revolutionised access control in a vast number of industries and applications – ranging from office, education, healthcare, transport and commercial buildings to business access, hospitality and residential – SALTO continues to deliver industry-leading electronic locking solutions to markets across the globe.



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# VERTICAL MARKETS

We work in partnership with large companies and have been part of international projects for the management of their access control and security for more than a decade.



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# VERTICAL MARKETS

SALTO can provide solutions for any type of infrastructure, regardless of its size or sector: corporate buildings, airports, hospitals, hotels, public administration, retail, workspaces, etc.



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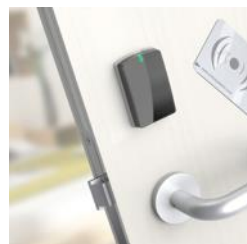
# INNOVATION AND ACCESS CONTROL

SALTO has revolutionised the world of access control where security and its management is critical.



## SVN

Without the need for complex installations or wiring, it offers the features of a wired online system with fully autonomous electronic locks and cylinders.



## WIRELESS

Increase the level of security and get real-time information about the status of doors, events and/or alarms.



## CLOUD ACCESS

Being cloud-based makes managing access control, keys and users in different locations a simple and safe task.



## MOBILE KEY

Use the smartphone as a key with maximum security.

Incorporating the most advanced technology to guarantee the management and protection of large or small installations with a state-of-the-art security and access control solution based on the SALTO wireless electronic locks platform – an adapted solution that responds to the needs of your installation or building.

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# SALTO RESIDENTIAL

SALTO Systems' strategic positioning in the Residential Market has been supported by the investment and later acquisition of Danalock Aps. Combining SALTO & DNLCK's technology, SALTO stands in a unique position to develop this market and become global leader.

2017



## **DNLCK - Investment**

SALTO purchases a significant equity share in Danalock ApS. Operate independently and run our services as we do today.

2019



## **DNLCK - Increase of Control**

Support from SALTO to Danalock is increased in many ways, and consequently increase of control towards Danalock's Operations is achieved.

2020



## **DNLCK - Acquisition**

Acquisition of remaining shares in Danalock ApS. 100% Control over the company.  
  
New Chapter starts in Residential...

# GO KEYLESS

**SALTO smart electronic locking technology allows a resident to use the same credential or mobile key to access all aspects of the facility: swipe to open the front door, tap to open the apartment door, wave to open the parking gate.**

SALTO smart access technology improve efficiency by cutting down on wasted time and resources.



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# SALTO DANALOCK

KEY POINTS



## Invisible universal smart door lock

All-in-one smart lock designed to match any type of door.



## Easy to install and retrofit

Installation is so simple that you can do it yourself, taking five minutes or less to replace the existing mechanical locking system.



## Keyless and mobile

Sharing access is extremely easy: you can receive notification when the lock is used – and can see who has used it – and benefit from impressive features that eliminate the problems of mechanical keys.



## Connect to smart home

Interoperability has always been a cornerstone in the design of SALTO products. The V3 is by far the most versatile and flexible platform available and is setting new standards in cross-platform interoperability.

The beauty of SALTO Danalock's residential smart lock lies within. Danalock smart locks are simple in appearance but offer the sophisticated security your home needs.

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# SMART LOCK CONNECTED TO YOUR HOME

**SALTO Danalock residential smart locks replace the traditional front door key to your home** with an electronic system that allows you to use your smartphone to control your door, your guests and your home.

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# SALTO DANALOCK

KEY POINTS



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# SMART ACCESS FOR EVERY ACCESS REQUIREMENT IN A HOME

Your electronic home lock with your smartphone turned into a smart key.



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# SMART HOME ECOSYSTEM



SALTO Danalock



SALTO Danapad



SALTO Danabridge



Intrusion



Heating/ AC



Energy



Entertainment



CCTV

Etc.

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# SALTO DANALOCK HARDWARE

The access control system connected to your home with the most secure and easy-to-install smart electronic lock. For the safe, efficient and flexible management of the door to your home with your smartphone and without keys.



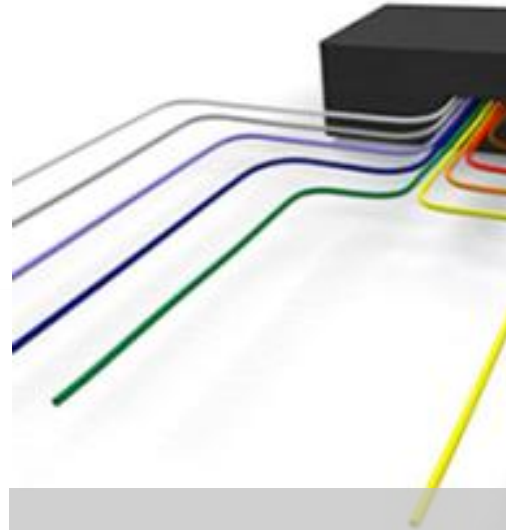
## DANALOCK V3

Universal and easy-to-install smart lock.



## DANAPAD

Wireless keyboard for opening using a PIN code.



## UNIVERSAL MODULE

Control module to activate electro-mechanical or automated systems.



## DANABRIDGE

Wireless online communication node for real-time management.



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# SALTO DANALOCK



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Mounted on the inner side of the door lock  
and ready to operate in just 5 minutes.  
Without screws or drilling.

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As an administrator, keep a summary of all  
activities and see exactly who entered or left  
your home, and when.

### SMART HOME INTEGRATION

The technology is compatible with many standard Smart Home systems on the market.



## SALTO DANALOCK V3

The safest, most reliable and easy-to-install *smart* electronic lock for the door to your home.

### Design: Invisible lock

Smart electronic lock which is easy to install on the inner side of the door and is applicable to any type of door.

### Secure and smart home

Keep a record of who closed the door and when.

### Mobile and smart key

Share digital keys with family members through your smartphone, temporarily or permanently.



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## SALTO DANALOCK V3

The safest, most reliable and easy-to-install *smart* electronic lock for the door to your home.

### Smart key turner

Installed inside the door, over the existing Euro profile cylinder, and fixed using the inner key with a special plate.

It can be disassembled without leaving marks, so it is also ideal for rental housing.



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## SALTO DANAPAD

No application is necessary: by entering your PIN access code, access and opening the door will be easy and secure.

### Individual access codes

Each keypad can store up to 20 different access codes simultaneously.

### Simple installation

The keypad is mounted on the outside of the front door, attached to the door frame or screwed into the wall of the house.

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## SALTO UNIVERSAL MODULE

### Control module for automatic doors

Wireless Z-Wave and Bluetooth module for control of blinds and/or garage doors.

Compact and reduced-size design which can be installed in standard wall fuse boxes, for example. Suitable for controlling electrical devices.





Connection via home Wi-Fi.  
Allows you to control your  
SALTO Danalock V3 remotely  
through the app.

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## SALTO DANABRIDGE

Acts as a bridge and communication node between your home WLAN and your Danalock.

### Remote opening

Wireless online remote opening if you are not at home.

### Real-time control

Connect your SALTO Danalock V3art Lock online so that you can control and manage it at any time remotely with the app.

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# SMART LIVING ACCESS INTEGRATION

**Technology compatible with many standard Smart Home systems on the market.**

SALTO offers flexible residential solutions that are easy-to-install and retrofit, offer keyless and mobile options, connect to smart home hubs and devices like thermostats and alarms (via BLE, Z-Wave/ZigBee/HomeKit), and support integrations via a long list of technology partners.

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# SMART HOME ACCESS INTEGRATION

Designed for standard compatibility with a wide range of Smart Home systems.  
Z-Wave, Zigbee devices or Apple HomeKit and Bluetooth.



SALTO Danalock delivers Smart Home Standard Protocols for partner integrations,  
enabling easy integration with existing systems such as home automation, smart hubs, etc.



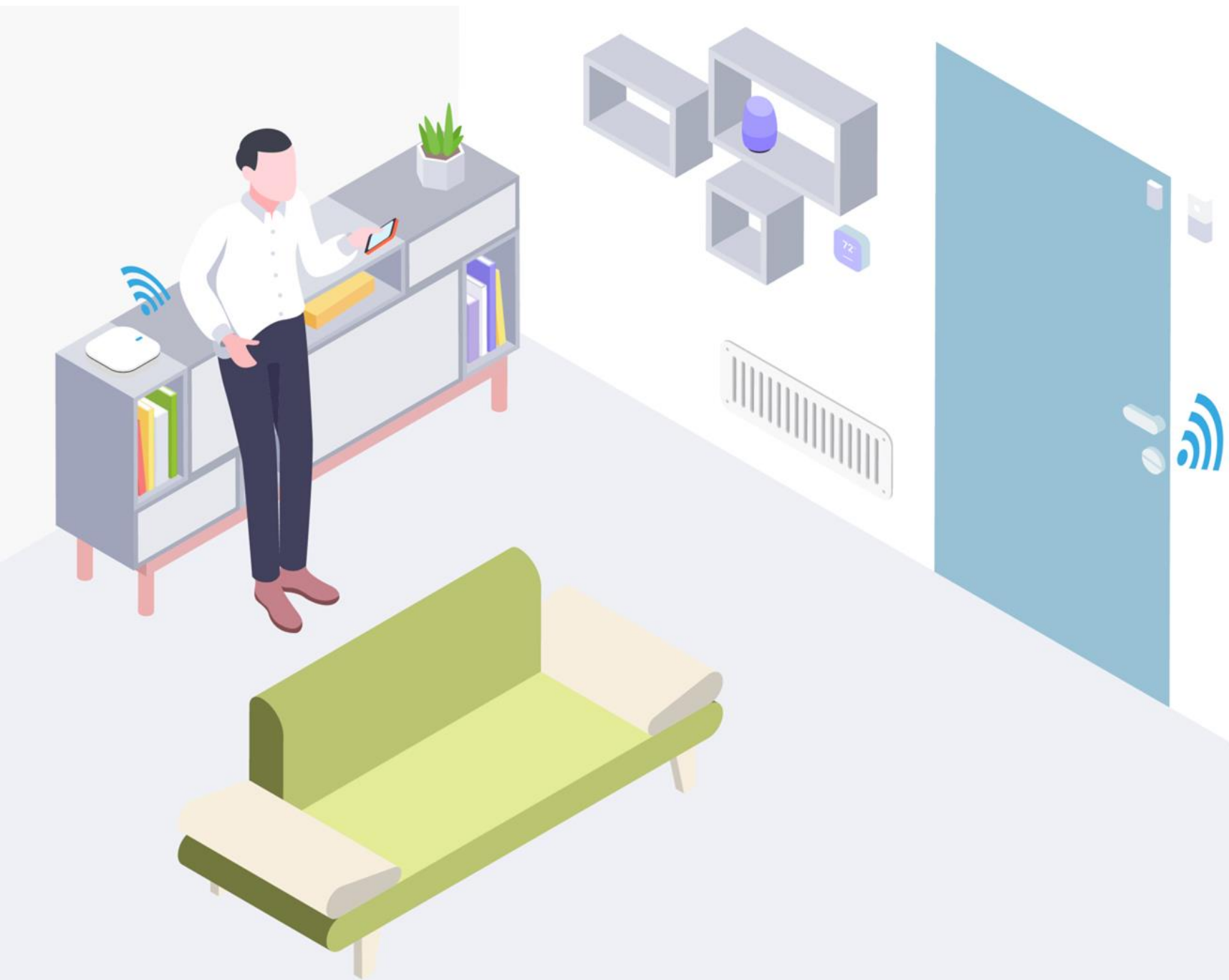
# SMART HOME ENABLER

The first globally compatible, retrofit smart lock to be fully integrated into a third-party smart home platform.

## SALTO integrated Danalock

Z-Wave & ZigBee versions and also a Zigbee version. This enables it to be integrated in different ecosystems making SALTO Danalock V3 the trigger or starter that will start up your home system as soon as you unlock your door.





# THANKS

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