

The ASSA ABLOY Group is the global leader in access solutions. Every day we help people feel safe, secure and experience a more open world.

Digital with
confidence

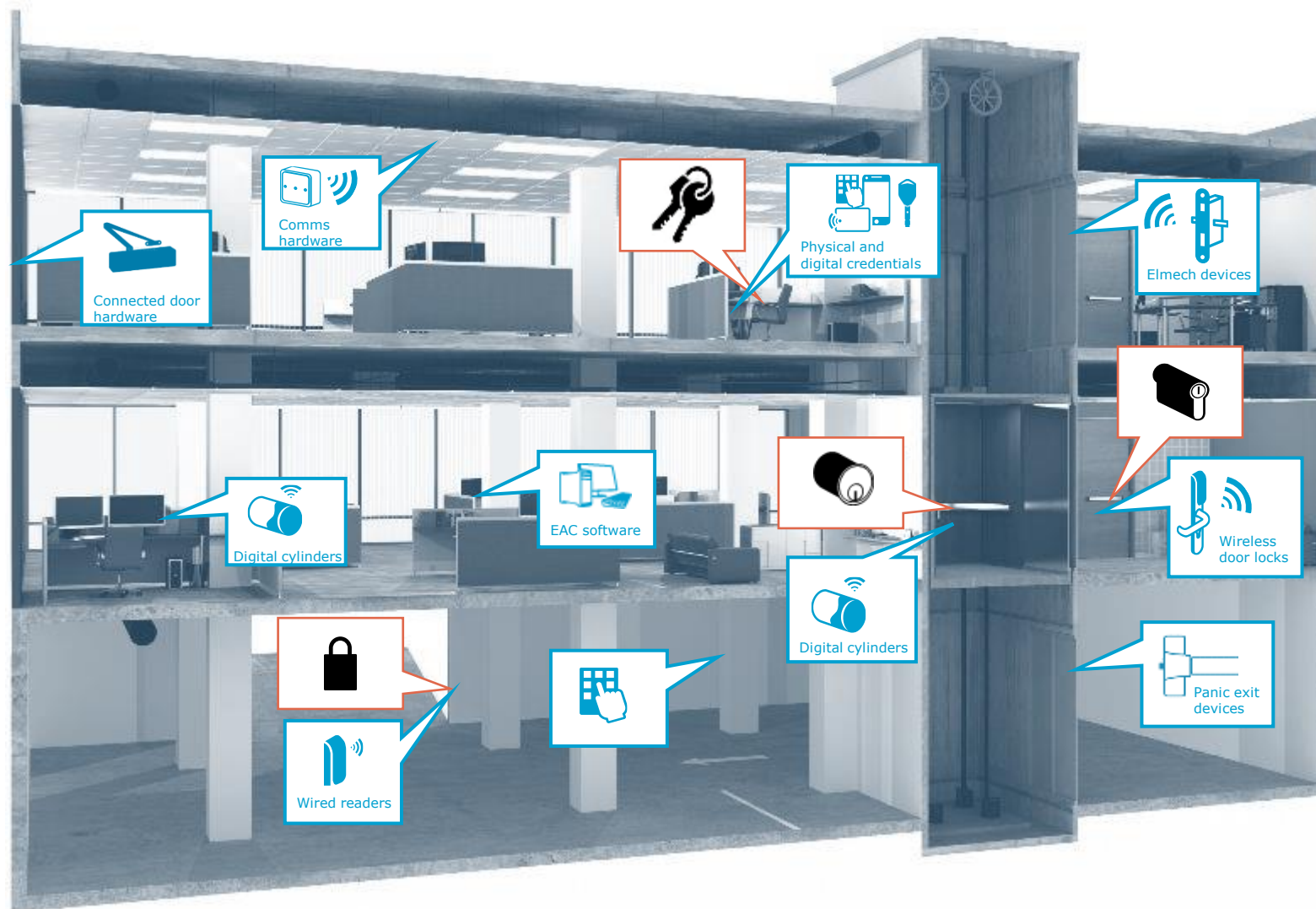
Market & Technology Trends in Digital & Access Solutions

ASSA ABLOY Opening Solutions Day 2024
David Moser

The evolution of access management



Commerical building evolution



2000

Mechanical solutions

- Cylinders throughout the building
- High security access points with wired access control

2024

Digitized solutions:

- Connected wireless access solutions
- Flexible credentials & system admin
- Increased penetration of access points throughout the building

Digital first in Multi-Residential



Today
Mostly physical



ASSA ABLOY core beliefs for digitisation

Society

- Digitization is a core growth area.
- Digitization is mostly global.
- Urbanization will continue at a high pace.



Smart Dubai 2050

Dubai, United Arab Emirates

- Smart City digitized by blockchain technology.
- Cut carbon emissions by 30% until end of 2030.
- Utilize 75% renewable energy.



Digital with confidence

assaabloy.com

Keyless digital access for easier facility management

Koning Willem I College Hertogenbosch,
Netherlands

Sector: Education, Size: Medium

"Within our organization, we want to phase out the use of keys," explains Alex te Pas, functional manager of facilities management information systems. "Because when employees left, we noticed that people often forgot to turn in keys or tokens. In the event of an audit, we then have a problem." The college chose ASSA ABLOY wireless digital locks which were easy to integrate with their Nedap system. Installation was fast and cable-free. Sensitive rooms were equipped with PINpad digital escutcheons to add extra control.

"We wanted to provide our technical rooms with 2-factor authentication. So here we chose locks with PIN code capability."

Alex te Pas, functional manager of facilities management information systems



ASSA ABLOY core beliefs for digitisation

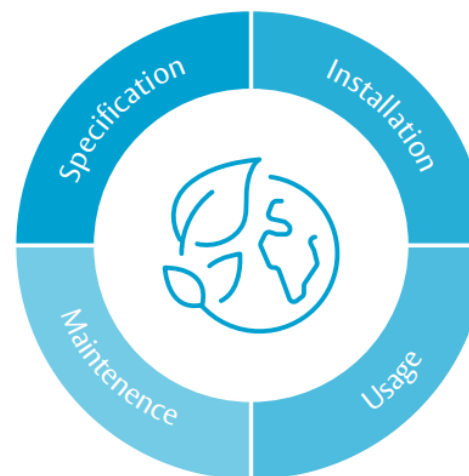
Customer

- Speed and agility are core to succeed.
- Great, personalized user and customer experiences.
- Green and sustainable products.



Greener buildings and energy-saving solutions

“89% of security professionals consider energy efficiency and sustainability important in procurement”



Green and sustainable products

Energy Harvesting solutions

- Lower cost of ownership
- Lower installation cost
- Battery free more sustainable products

Green and sustainable products



ASSA ABLOY core beliefs for digitisation

Industry

- Regulations & compliance.
- Security requirements.
- Tech giants as stakeholder.



NIS2

- The NIS2 Directive is the EU-wide legislation on cybersecurity.
- It provides legal measures to enhance the overall level of cybersecurity in the EU.



EU Cyber Resilience Act (CRA)

- EU CRA is mandatory for compliance and market access.
- Defines manufacturers and importers product security obligations throughout the product lifecycle process.
- Applies to hardware and software (including SaaS) connected devices and introduces cross border trust for markets.

Regulations & compliance

ASSA ABLOY – Research & Security Centre

- Sizeable internal team for cyber and hardware security.
- Consistent testing of products and systems.
- Defined disclosure procedures to ensure transparency and compliance with legislation.

Security requirements



ALIRO

- The Connectivity Standards Alliance announced ALIRO - a new effort to make Mobile Devices & Wearables central to a digital access future.
- Open standard, which specifies the interaction between a smartphone, wearable, or personal user devices and a digital door lock or reader.



Tech giants as stakeholder



ASSA ABLOY core beliefs for digitisation

Technology

- Products are increasingly becoming parts of ecosystems.
- Complexity will increase.
- Demand for digital credentials will be accelerate.

The world is changing, fast ...

- The market for digital access solutions is growing rapidly
- Businesses around the world looking for convenient and secure access solutions
- Competitors are closing the gap, and emerging niche players without legacy systems are disrupting the industry
- Global standards for 'Smart' connectivity and cybersecurity are rapidly evolving

**We establish
Digital Access Solutions**

One approach which connects the entire ASSA ABLOY digital portfolio, demonstrating our competitive strength.



A hand is shown moving a chess piece on a board. The image is overlaid with a complex digital network of lines and nodes, suggesting a strategic or technological theme. The background is dark with some light patterns. The text is in a blue box at the top right.

**A clear positioning
guarantees simplicity for customers**

A woman with dark hair, wearing a yellow top, is shown from the chest up, looking towards the left. She is interacting with a digital interface that consists of numerous floating, semi-transparent images and data elements. These elements include cityscapes, people in business settings, abstract network diagrams, and binary code. The background is a dark blue gradient. On the right side, there is a large blue circle containing white text.

**An
overarching
theme**
enables us to
share narratives
beyond security



Thank you

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