



## Media Release

### Silca buys Dutch distribution partner

Rümlang, 3 November 2006 — **Kaba's subsidiary Silca S.p.A. is buying its Dutch distribution partner H. Cillekens & Zn. B.V. With this acquisition, Silca is strengthening and expanding its business in the important Dutch market. The purchase price is around EUR 1.5 million.**

After a long and successful working relationship with H. Cillekens & Zn. B.V., Silca S.p.A. is now buying one of its distribution partners in the Netherlands. Cillekens, which carries no debt, posted turnover of EUR 3.5 million last year. This family enterprise distributes Silca products as well as others, including those made by Abus. It is one of the biggest Dutch distribution organizations in the industry.

"As one of the largest indirect markets in Europe for key-cutting machines and keys, the Netherlands is strategically very significant for us. With the acquisition of Cillekens we are now establishing a direct foothold in this important market. Thereby, we are able to get closer to the end market and hence better understand its and the customers' needs", says Roberto Gaspari, Divisional Head for Key + Ident Systems Europe / Asia Pacific.

With the Italian Silca and the American Ilco, Kaba is the market leader in the key duplication business as well as in the manufacture of mechanical, electronic and industrial key cutting and coding machines. The range of products produced by Silca covers all the components of key production, offering for instance around 55,000 different types of key.

For the time being, H. Cillekens & Zn. B.V. will continue to operate under its own name, which is well known and enjoys an excellent reputation in the Netherlands. Kaba will be consolidating the acquired company from November 2006.

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Kaba is a globally active, publicly traded security corporation. With its Total Access strategy, the Kaba Group is specialized in integrated solutions for security, organization, and convenience at building and information access points. Kaba is also the world market's no. 1 provider of key blanks, key cutting and coding machines, transponder keys, and high security locks. It is a leading provider of electronic access systems, locks, master key systems, hotel locking systems, security doors, and automatic doors.

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