

From Vienna into the world

What began in 1919 as the “Erfindungs-Versuchs-Verwertungs-Anstalt” (invention, experimentation and application institute), in short EVVA, in Vienna’s 15th council district has developed into an internationally successful company.

Around 750 employees in Vienna and subsidiaries in ten countries as well as partners and customers on all continents make the world a little more secure – at least deep down.

Simon Leung from Hong Kong uses his smartphone to open the door to his office – and thanks to AirKey his team members can do the same. Nurse Yves Nzé carefully locks the door to his radiology facility in Libreville in Gabon using his durable EPS key. Bursting with motivation, Eléni Papadopoulos opens the door to her office in Thessaloniki in Greece. Whenever Lorin Schöttli opens the door to Casa Hubpünt in Aargau (Switzerland), Xesar and ICS also simultaneously make sure that his working time is recorded. Thousands of kilometres lie between these people, but what they all have in common is that they use an EVVA product every day.

Export as an important growth motor

Today exports at subsidiaries and distributors already make up 50% of the revenue. And if we look at strategic

targets, this rate is expected to increase further as EVVA will continue to grow in the export sector. The largest proportion in this context is generated in Germany with almost 50% and the potential here remains high.

International success with two concepts

EVVA’s international success is based on two variants such as international partnership and customer proximity. The company’s ten European subsidiaries produce or complete EVVA products locally in addition to supporting customers in planning and implementing their solutions on site. EVVA owns a minimum share of 50% in these subsidiaries and involves them in its strategic decisions based on their reports back to Vienna.

So-called distributors form our foundation in 48 countries. They are independent companies that operate on the market in their own name.



»If we want to secure our jobs for the future, EVVA needs to grow consistently as a company. In a small country like Austria we would quickly reach the boundaries. For this reason, international alignment is the necessary consequence to carry on securing our site in Austria in the future.«



Stefan Ehrlich-Adám, CEO EVVA Sicherheitstechnologie GmbH



The core of EVVA, with production facilities at the heart of Vienna, lies in the Austrian capital.

Company sizes range from one-man shows to companies larger than EVVA itself. What they all share is that EVVA has concluded agreements with them. Said contracts specify revenue targets and framework agreements as well as training sessions. Consequently, EVVA is often able to smoothly access markets that would otherwise be hard to develop due to the geographical distance between them or their local structures. Ulises Lorente, export manager, explains that “You can only break into a market with reliable and well connected, local partners.”

Highest quality beyond borders

We work with so-called preassembled products to quickly and easily provide local partners with tried and tested

EVVA quality. As a result, we mainly provide semi-finished products, especially mechanical systems, that distributors then complete locally to adapt them to the corresponding demands. This guarantees short delivery times and also saves costs as we are not forced to constantly supply small quantities. Thanks to the ample selection of different cylinder profiles and comprehensive cylinder options, EVVA security products can ultimately meet any country-specific requirements perfectly.

Where are we heading?

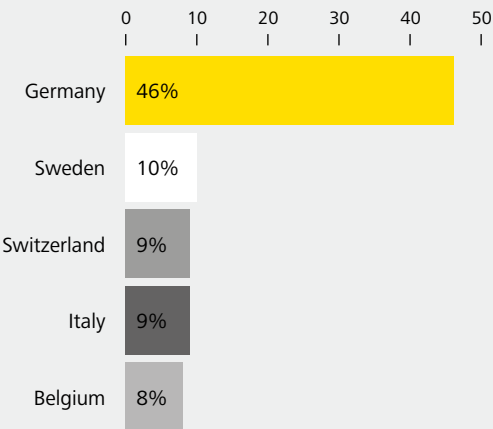
Even if the map of the world showing subsidiaries and distributors may seem like a wide variation, setting up subsidiaries and collaborating with distributors are strategic decisions. At EVVA, markets are only considered profitable if available products can be used without having to implement complex product adaptations. Consequently, the potential lies in Europe, the Middle East and South East Asia/ Australia.

EVVA partnership levels

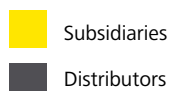
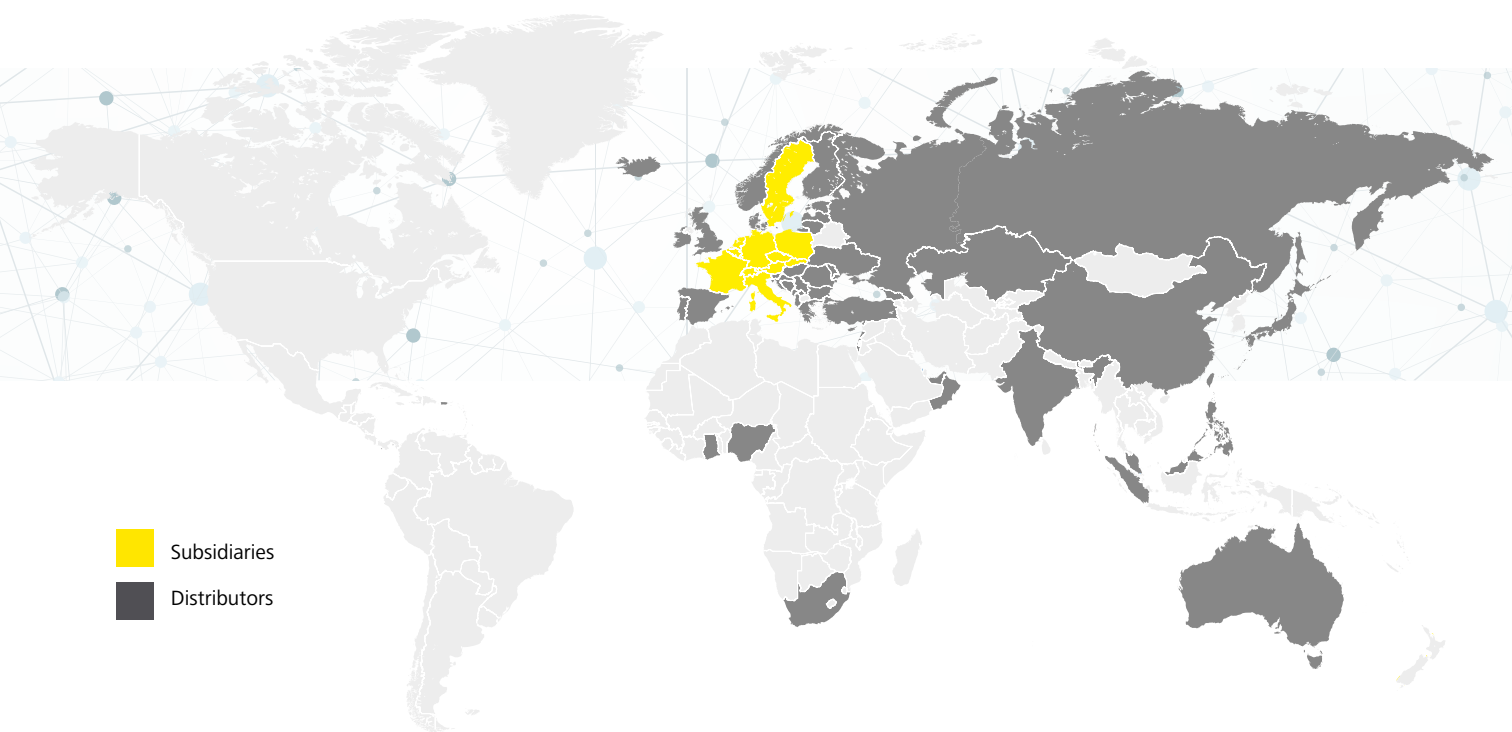
EVVA considers the collaboration with national and international partners as paramount. The partner program has already been rolled out worldwide for electronic locking systems. In terms of mechanical locking systems, we are still planning the roll-out and tests are currently on-going in Switzerland. All

Ranking of top export markets based on revenue

EVVA's TOP 5 export markets are Germany, Sweden, Switzerland, Italy and Belgium.



The EVVA world



in all, partners can rely on three collaboration levels plus the distributor's stage for companies outside Austria. EVVA distinguishes between:

Resellers: at this stage partners merely order products and benefit from different discounts on the basis of the order volume.

Partners: in addition to placing regular orders, partners also take part in tried and tested EVVA training sessions to thus find out even more about products, their suitability and customer benefits. Sales training sessions round off the range.

Certified Partners: at this stage you benefit from the highest discounts – however, you must also comply with numerous standards, such as taking

part in certain training sessions, maintaining defined stock levels, meeting agreed revenue targets, guaranteeing agreed delivery times and you must primarily use EVVA products for projects.

International trade fairs

EVVA focuses particularly on showcasing its range at international events to establish and maintain global contacts. These events include Intersec Dubai, Security Essen or SECTECH in Stockholm. At these trade fairs our strategic focus is not exclusively oriented towards end customers, but all the more on establishing contact to potential partners who may well become distributors at a later stage. ♦

Steps into the world

EVVA started branching out beyond Austria's borders in the 1970s and thus evolved to a European company.

An international focus was mainly enabled by taking over existing companies and integrating them into EVVA structures. Consequently, we were able to continue to benefit from the local expertise and skills of employees in the respective countries.

Nowadays, EVVA operates ten European subsidiaries.

The company's products and solutions are sold in 59 countries around the globe.