



Press Kit Security 2018

Contents

1. **MACO Factsheet**
Key points overview
2. **A company on the road to a "smart" future**
MACO Group portrait
3. **Innovative hardware solutions for window and door security**
 - **Innovative door locking system revolutionises security and residential design. "Door of the Future" product study.**
 - **A-TS, self-locking automatic lock**
 - **M-TS, the fastest and quietest motor lock**
 - **mTRONIC Intelligent remote sensor constantly monitoring**

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Managing Director: Di Ernst Mayer
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June, 2018

MACO Factsheet

Key points overview

| | |
|-----------------------------|---|
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| Telephone | +43 662 6196-0 |
| Email | maco@maco.eu |
| Web | www.maco.eu |
| Products | Quality hardware and mechatronic solutions for windows, doors and ceiling-high sliding elements |
| Founded | 1947 |
| Managing Directors | Guido Felix, Ewald Marschallinger, Ulrich Wagner |
| Export Share | 96 percent |
| Main export markets | 40 markets, particularly in Europe and Asia |
| Own production share | 96 percent |
| Employees worldwide | over 2,300 (with more than 1,700 in Austria) |
| Special Expertise | Burglary prevention, surface technology |

MACO Group

5 production plants (Salzburg, Trieben, Mauterndorf, Kaluga, Gliwice)
15 sales offices, including five with delivery warehouses

Brief overview of the company history

| | |
|------|--|
| 1947 | Founded by Lorenz Mayer in Altenmarkt im Pongau (SalzburgerLand) |
| 1952 | Relocated to Salzburg City, founded Head Office on Alpenstraße |
| 1965 | Production of the first one-handed turn&tilt hardware |
| 1971 | Ernst Mayer takes over the company management |
| 1994 | Opening of the Trieben production plant (Styria) |
| 2009 | Opening of the Mauterndorf production plant (SalzburgerLand) |
| 2010 | Opening of the Kaluga production plant (Russia) |
| 2015 | Three managers take over the operational management of the company |
| 2017 | Expansion of the Kaluga (Russia) and Gliwice (Poland) production plants |
| 2018 | Opening of the Innovation Centre at the Salzburg site and majority takeover of Hautau, specialist for sliding technology and window automation in Helpsen, Germany |

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Press Information - June, 2018

MACO Group portrait

A company on the road to a "smart" future

As an innovative global player, Mayer & Co Beschläge GmbH, known as MACO, sets standards in the window and door hardware market. Intelligent system and security solutions serve demands for future-oriented living. This family business is increasingly engaged in the combination of mechanical and electronic components. As an expert in security and burglary prevention, MACO is well-known in the industry and in great demand as a specialist in retrofitting.

Founded 70 years ago, MACO has developed into one of the world's largest window and door hardware manufacturers. Now, the company is moving into smart building components, and so it is not surprising that MACO has made the motto "Creating Innovation" a key mission. "We want to move forward with creative solutions and thus revolutionise the industry," says Ewald Marschallinger, Managing Director of Sales and Marketing for the MACO Group.

New Innovation Centre at the Salzburg site

A sign of this development is, for example, the recently completed Research, Customer and Innovation Centre, which hosts around 100 employees in May 2018. All departments that are directly involved in the development of the product, from development to marketing, moved into this centre. The open-office concept as well as the short distances promotes cooperation. "We see the centre as an architectural investment in the future," stresses Marschallinger.

Expansion in the Sliding product area

In June 2018, MACO took a majority stake in the German company Hautau, a specialist for sliding technology and window automation. This thereby further expands its strategic position and competence as a complete supplier of window, door and lift&slide solutions.

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Worldwide success

Mayer & Co Beschläge GmbH was founded by Lorenz Mayer, the father of today's owner Ernst Mayer. Since 1947, the company has been characterised by permanent growth. At present, MACO produces at five locations and has 15 branches serving over 40 countries worldwide, with the export share being 96 percent. This family business employs more than 2,300 employees. Since 2015, three Managing Directors have been running the business - Guido Felix, Ewald Marschallinger and Ulrich Wagner. The own production share is 96 percent with many of the machines and tools being developed in-house. MACO is also known for its expertise in burglary prevention and surface technology.



Bd_MACO_Innovations_Centre_Salzburg: The new Research, Customer and Innovation Centre at the Salzburg location.



Bd_MACO_GF_Ewald_Marschallinger: MACO Managing Director Ewald Marschallinger relies on innovative strength.

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Innovative hardware solutions for window and door security

MACO's intelligent door lock and security solutions for contemporary, design-oriented living are on show at the Centre of Security in Essen in Hall 3, Stand D50. The expert for security and burglary protection combines mechanical fittings in a variety of security levels with electronic components and shows just how optimal building protection can look.

"Alarm systems are good, but we always rely on mechanical security and want to stop potential intruders before the door," says Fekke van Dijk, Managing Director of MACO Beschläge GmbH Germany. "In addition to our sophisticated quality products, we have another significant advantage for our customers which is of great importance in the security branch - fast support and comprehensive service with a powerful team. From application engineers to product managers, we provide professional and personal support at any time."

Thus, in Essen MACO is showing the RC 3 window security hardware combined with the mTRONIC intelligent remote sensor, which can be integrated into the most common smart-home systems. With the PROTECT door lock product range, MACO offers a comprehensive portfolio with a variety of locking elements and variants for every security requirement. The name says it all - the Z-TS Lock, from the PROTECT series, is listed on the Criminal Investigation Police (KPK) list for extra security when retrofitting. From the end of the year, the A-TS self-locking automatic lock and the fastest and quietest motor lock M-TS will be available in the market. A revolutionary and innovative door study, the "Door of the Future" rounds off the exhibition.

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Bd_MACO_PROTECT Door Lock Z-TS is recommended as a burglar-resistant retrofit product on the KPK list of state criminal offices.



Product study - Door of the Future

Innovative door locking system revolutionises security and door design

MACO's study completely re-thinks the technical standards for closing a door. The vision is to redefine the standards by means of a new, revolutionary closure system and to present the door as the business card of the house in a completely new light.

Revolution in Door Design

By means of individual, flexibly positioned locking points around the door element, previously fixed standards have been done away with, and this allows us to make doors into design elements with their contour and overall appearance. Conventional hardware components such as lock cylinders or door handles are removed and open up freedom of shaping. The closing will hereby become a design element for the first time.

Custom-made security

With regard to security requirements, this clever locking system sets new standards. The position-independent installation allows any number of locking points, which makes the door very feasible in various security classes. Individual security requirements can thus be easily met.

Simple, flexible fabrication

The position independent installation provides door-builders much greater design freedom, with the small size of the locking components ensuring an easy processing and reduced storage requirements. This new locking system makes the door into a smart, automated entry system that allows comfortable, barrier-free opening. This is the Door of the Future.

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TECHNIK DIE BEWEGT



Bd_MACO_Form_Freedom: The innovative locking system enables new door designs and flexible security standards.



Bd_MACO_door_lock: The lock can be positioned anywhere and becomes a design element in itself.



Bd_MACO_door_study_hardware and door merge.jpg

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A-TS self-locking automatic lock Locking without keys: single pull, triple secure

"Did I actually close the door?" Everyone has already asked themselves this question. In the future, it will be possible to forget closing the door - the A-TS self-locking automatic door lock from MACO locks the door automatically when pulling. The 3-latch principle ensures high contact pressure and correct closing, before the two steel hooks and the main locking bolt activate – without any key turning.

Closing = Locking

With A-TS, simply pulling the door is enough to lock it automatically – without a key. Once locked, the door is secure and does not need to be locked afterwards. This has also been recognised by insurance companies. From the inside, it is sufficient just to operate the handle. Locking is only necessary with the A-TS, so that children or pets do not leave the house unnoticed. In this case, the door can only be opened from the inside with the key.

The 3-latch principle: conclusive, down to the last detail

Just like MACO's Z-TF door lock, the A-TS has the proven 3-latch technology. It guarantees uniformly high contact pressure and closes the door precisely and tightly, over the entire door height. This ensures a smooth and comfortable closing and opening function for many years. This also protects the door from distortion and draughts, moisture, heat loss as well as noise and sound.

Triple locking without a key

The A-TS is unique in its functional separation of contact pressure and locking. By means of mechanical status monitoring on the main latch as well as a magnetic trigger in the frame, it is ensured that the door is perfectly "seated" before the locking mechanism is triggered. When the correct position of the door panel is achieved, two hooks and the steel locking bolt are activated. And the door is securely locked three times – without turning a key.

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Three variants: versatile and flexible

In addition to the purely mechanical-automatic version, the A-TS is also available with an E-Opener or motor. This results in practical additional functions and versatile possibilities for end customers.

The **A-TS with E-Opener** complements the daytime function - by simply repositioning a slider in the face plate, the door can be opened from the outside even without a key. This is an advantage when working around the house, or when children are running in and out. The main latch remains active and ensures that the door remains closed even in the event of a gust of wind.

The **A-TS with motor** can be opened particularly easily and also combined with access solutions such as fingerprint, touchpad, transponder or smartphone.

All A-TS variants are suitable for installation in burglar-resistant wood, PVC and metal doors up to the RC3 resistance class, as well as for the installation of Euro profile cylinders. The A-TS is aimed at discerning home-owners who want to combine security with comfort and appealing design.



Bd_MACO_A-TS: The MACO door lock A-TS locks automatically without having to manually lock.

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M-TS, the fastest and quietest motor lock

New to the market is the M-TS fully motorised 3-latch lock. With this, MACO also opens up a new market segment through a clever combination of mechanics and motors. As with the A-TS, the contact pressure is generated via the three latches, and the motor is only used for closing. It steers directly into the main lock casing and is therefore quieter and faster than conventional motorised solutions. An additional advantage is that the lock can be built more compactly. The less space required reduces the milling effort for the fabricator and increases the stability of the door panel. And more good news: standard cylinders can be used - a freewheel cylinder is no longer necessary. That makes the M-TS extremely attractive in its competitiveness.

Comfort with security

The easy release is done by means of access control. The day function can be activated by means of a wall switch and can be connected to external smart-home systems. Just like the A-TS, the M-TS, is RC-2 up to RC-3 rated depending on the door system, and uses the same closing parts. It corresponds to DIN EN 1727-30, DIN EN 14846 and conforms to QM 342.



Bd_MACO_M-TS: The MACO M-TS door lock is a fully motorised lock.

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Digital guards on windows and doors

The mTRONIC intelligent remote sensor is constantly monitoring

The mTRONIC is the latest security innovation from MACO and complements the proven mechanical protection solutions with a digital guard. The sensor always monitors windows, doors or sliding elements by recognising their position – whether that is open, closed or even tilted. It is always active and communicates permanently with the building technology, without having to be specifically armed.

With its rebate width of only 18mm, mTRONIC fits into any frame, regardless of the hardware. Retrofitting is also possible without any problems. As a counterpart, the remote sensor only needs a magnetic contact, which is screwed onto the sash and is coupled to the remote sensor. The battery operated mTRONIC transmits its movement pattern to the building monitoring system – 24 hours a day. Thus, the alarm will be triggered if the window is opened by means other than the normal handle movement. What if the home-owner forgot to close the window? The mTRONIC also monitors this and shows it on the smartphone.

The all-rounder in building security

As the sensor uses the widely implemented EnOcean wireless protocol, it can communicate with all common smart-home systems, and this makes mTRONIC an all-rounder in building security. It offers particularly effective security in combination with the self-locking motor, which also comes from MACO, where both mechanical and digital security are optimally combined in this package.



Bd_MACO_mTRONIC.jpg



Bd_MACO_mTRONIC: The mTRONIC multi-sensor permanently monitors the window state.

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