



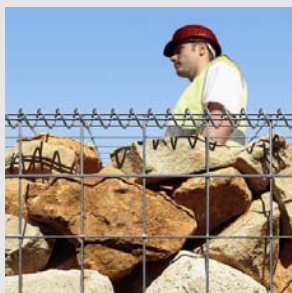
B BETA FENCE

The Betafence Story

Securing What Matters

-
- **We do**
 - **We offer**
 - **Our profile**
 - **Our main goals**
 - **Our strategy**
 - **Our people**

We do



The Betafence tagline says it all:

‘Securing What Matters’

In these often troubled times, the need to feel safe has become fundamental and people wish to protect what they cherish.

While respecting the desire for freedom, we offer the protection of everything that people value.

We do

B BETA FENCE



My property



My home



My land



My surroundings

We do

B BETA FENCE

We offer

My property



Public sector & Enterprises (50% of turnover)

In line with customer needs, Betafence creates, produces and sells protection solutions. Our solutions offer the very best in perimeter fencing combined with access control and detection systems.

We offer

B BETA FENCE

My property: application areas

Betafence offers adapted fencing solutions based on an extended expertise for the key applications, such as:

- **High security** (Energy plants, Borders, Prisons...)
- **Infrastructure & Transport** (Airports, Railways, Highways, Harbours...)
- **Industrial sites** (Factories, Warehouses, Depots...)
- **Sports infrastructure** (Stadiums, Racetrack, Pools, Golf course...)
- **Public spaces & public buildings** (City Hall, Libraries, Schools, Courthouses, Hotels...)

We offer

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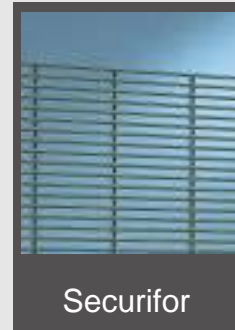
Application area: high security

Securifor

Shenzen - Hong Kong



KEY PRODUCTS



Securifor



Detection

We offer

B BETAFENCE

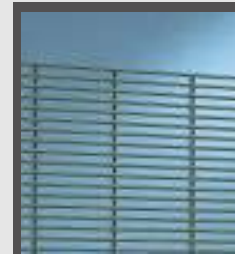
Application area: infrastructure & transport

Securifor

Eurostar - Belgium



KEY PRODUCTS



Securifor



Nylofor



Fortinet



Ursus

We offer

B BETAFENCE

Application area: industrial sites

Nylofor 3-M

Liebherr - Germany



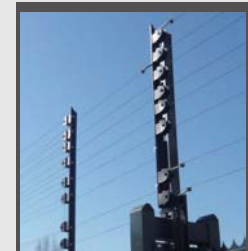
KEY PRODUCTS



Barofor



Nylofor



Detection



Turnstile



Gates



Barriers

We offer

B BETAFENCE

Application area: sport infrastructure

Nylofor Medium

Newlands Cricket
South Africa



KEY PRODUCTS



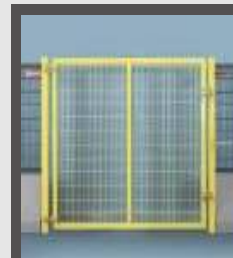
Nylofor



CycloSecure



Publifor



Anti-Panic Gates



Gates



Turnstiles

We offer

B BETAFENCE

Application area: public buildings

Nylofor 3D

Sabis School - Lebanon



KEY PRODUCTS



Nylofor



Decofof



Barofof



Gates



Turnstiles



Gabions

We offer

B BETAFENCE

My home



Consumer (15% of turnover)

Betafence's offer includes the largest range of

-fencing systems: with classical or decorative design to make gardens a safer place

-hobby products: small meshes for creative applications in the garden or in the proximity of the house

Betafence offers extended commercial support for its partners.

We offer

B BETAFENCE

My home: product range



Welded fences on rolls
PANTANET®



Welded panels
ZENTURO®



Post systems
BEKAFOR® CLICK



Gates
MODIVIA®

We offer

B BETA FENCE

My home: product range



Privacy solutions
COLLFORT®



Welded panel fences
BEKAFOR®



Welded mesh
CASANET®



Garden gates
BEKAFOR®

We offer

B BETA FENCE

My home: extended commercial support



We offer

BETAFENCE

My land



Farming (10% of turnover)

A product range that consists of 2 segments:

- General purpose products: to fence grassland for cattle, woodland or small enclosures
- Products for specific applications such as hunting grounds, horticulture, ...

We offer

B BETA FENCE

My land: product range



Knotted fences
URSUS®



Barbed Wire
MOTTO®



Knotted fences
URSUS® AS



Woven mesh
HEXANET®

We offer

B BETA FENCE

My surroundings



Industry (25% of turnover)

Using its technology and know-how, Betafence develops welded mesh for industrial applications:

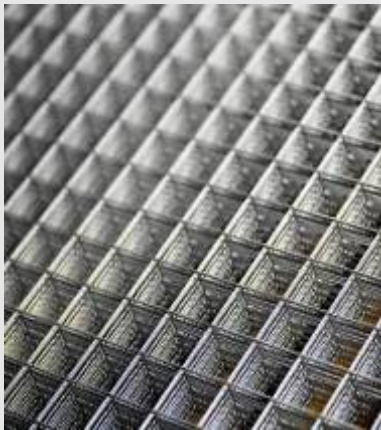
- glass- and land reinforcement
- pipeline protection
- weldmesh for building applications
- breeding and laying cages

to name but a few ...

We offer

B BETA FENCE

My surroundings: product range



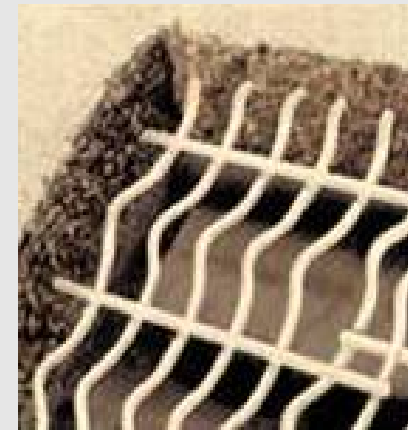
Industrial applications
WELDMESH®



Insulation mesh



Glass netting



Pipeline reinforcement
ARMAPIPE®

We offer

B BETA FENCE

My surroundings: gabions



Retaining walls



Mattresses



Curves



Soundblock®

We offer

B BETA FENCE

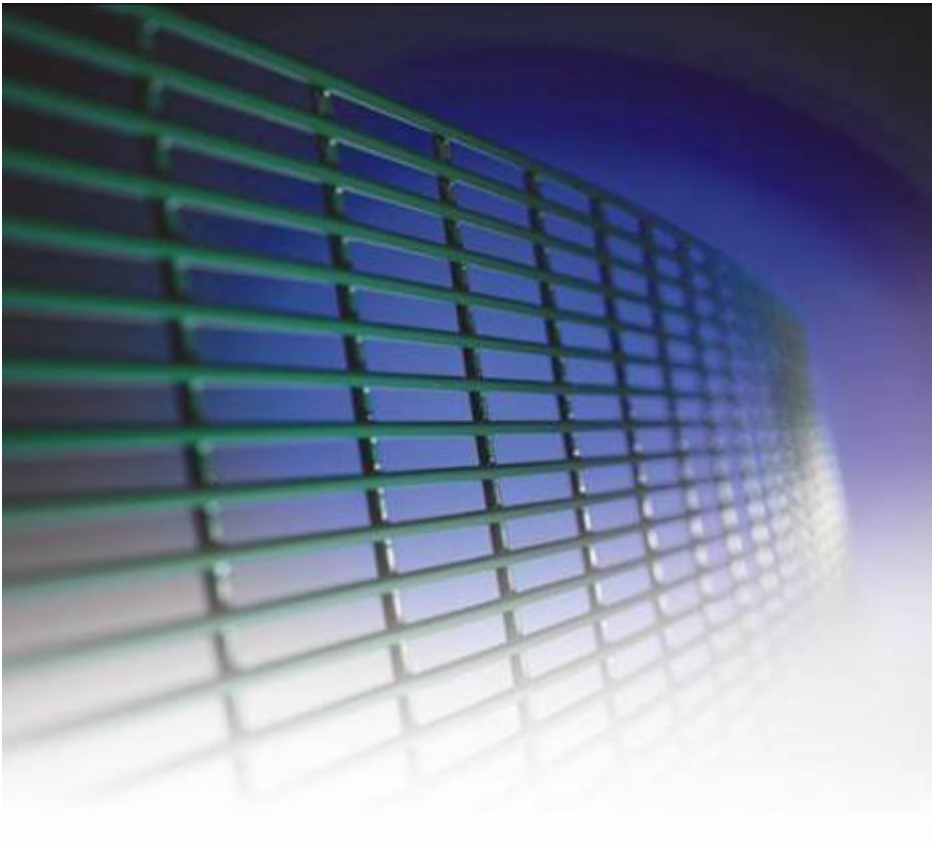
Our profile

World leader



With the industry's largest fencing and access control product portfolio, Betafence is worldwide the n°1 fencing manufacturer.

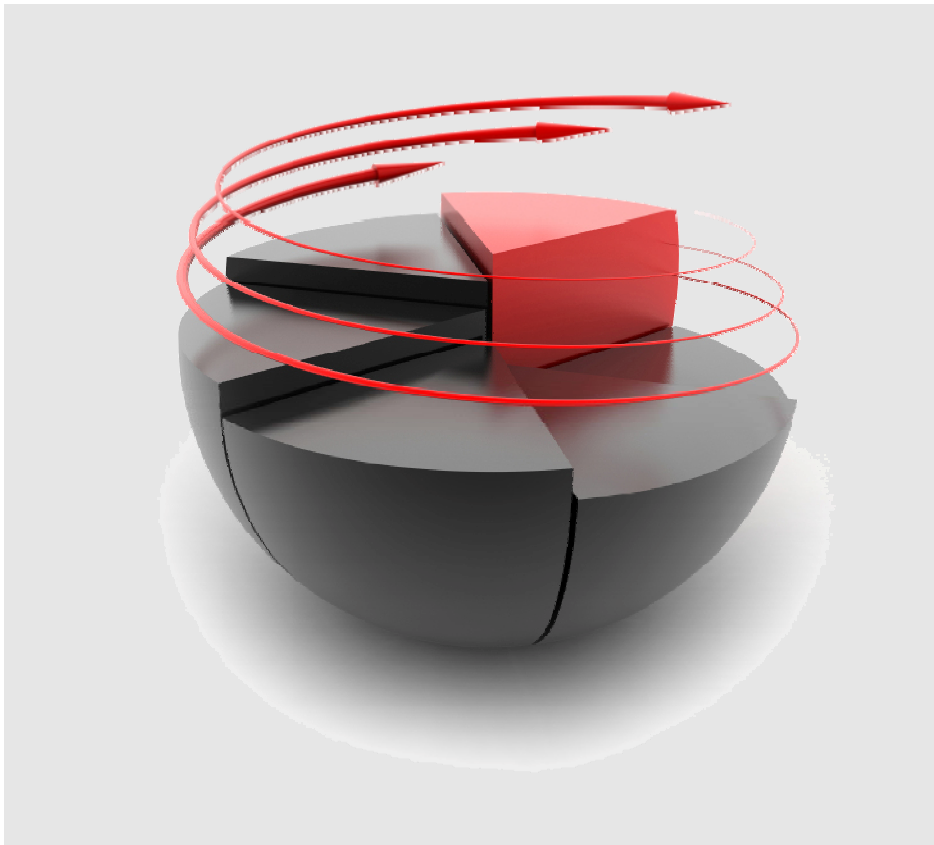
More than 130 years of excellence



- World leader

Betafence looks back at more than 130 years of the highest quality in fencing. As the leader in product, service and application innovation, Betafence sets standards of excellence for the entire fencing industry

€400 million



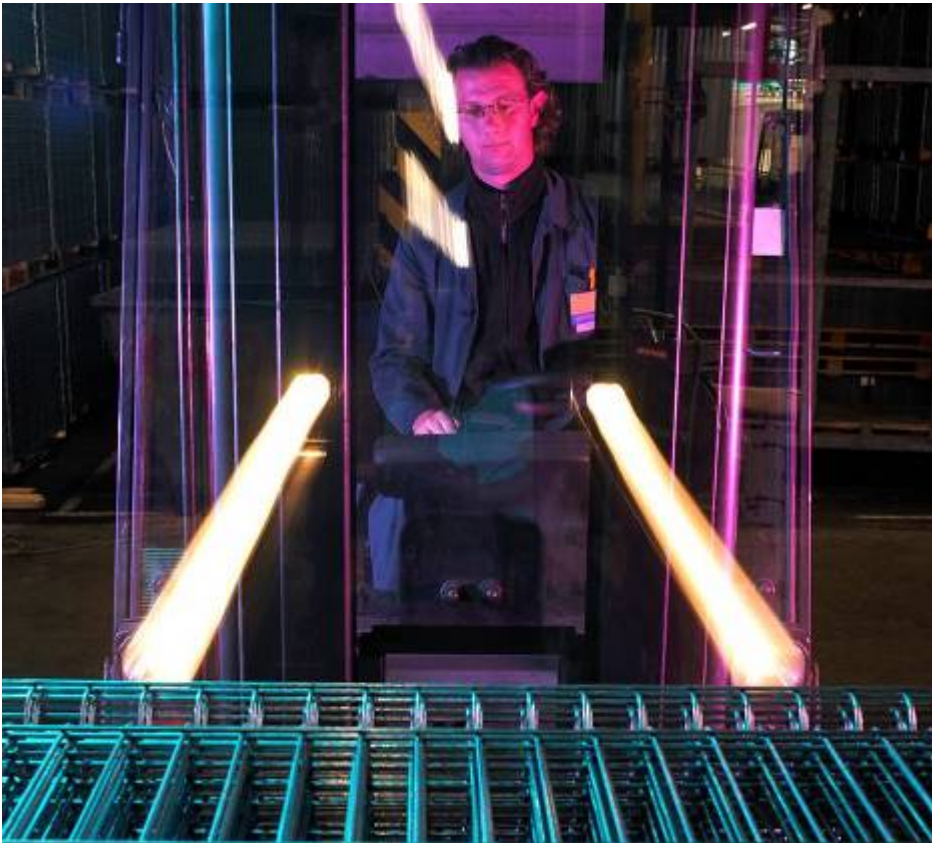
- World leader
- More than 130 years of excellence

Sales of approximately €400 million puts Betafence at the top of the Worldwide market.

Our profile

B BETAFENCE

2000 employees



- World leader
- More than 130 years of excellence
- Approximately € 400 million

2000 employees Worldwide

Our profile

B BETA FENCE

100 countries



- World leader
- More than 130 years of excellence
- € 400 million
- 2.000 employees

Sales in more than 100 countries

Our profile

B BETA FENCE

11 plants



- World leader
- More than 130 years of excellence
- € 400 million
- 2.000 employees
- 100 countries

11 production units in 10 countries

Our profile

B BETA FENCE



BOURBOURG

- Agri, Resi
- 118 000 m²
- 1600 tons/year

FRANCE



SCHWALMTAL

- Industry, Temp
- 70 000 m²
- 12 400 tons/year

GERMANY

LEGEND

PP = PERIMETER PROTECTION

PC = PERIMETER CONTROL

RESI = RESIDENTIAL

AGRI = FARMING

TEMP = TEMPORARY FENCING

KOTLARNIA

- PP, Industry, Resi, Agri, PC, Temp
- 83 300 m²
- 24 300 tons/year



POLAND

ISTANBUL

- Agri, Resi, PC
- 3600 m²
- 3000 tons/year



TURKEY



PAARL

- Resi, PP, PC
- 7500 m²
- 3200 ton/year

SOUTH-AFRICA



SHEFFIELD

- PP, industry, agri, PC, temp
- 83 000 m²
- 58 500 tons/year

U.K.



Headquarters

WERL

- PC
- 45 000 m²
- 12 500 tons/year



GERMANY

ENNIS, TEXAS

- PP, Industry
- 33 000 m²
- 6000 tons/year



U.S.A.

TIANJIN

- Agri, resi, industry, PC
- 25 000 m²
- 9000 tons/year



ZWEVEGEM

- PP, Industry, Agri, Resi, PC
- 155 000 m²
- 69 000 tons/year

BELGIUM



TORTORETO

- PP, Resi, Industry, Agri, PC, Temp
- 90 000 m²
- 21 800 tons/year

ITALY



CHINA

contracting companies

Betafence has several contracting companies for professional installation :

- **Betafence Projects (international)**
- **Croatia (Zagreb)**
- **Czech Republic (Brno)**
- **Hungary (Budapest)**
- **Italy (Rome)**
- **Poland (Warsaw)**
- **Slovakia (Bratislava)**
- **Spain (Madrid)**

- World leader
- More than 130 years of excellence
- € 400 million
- 2.000 employees
- 100 countries
- 11 plants

contracting companies

25 sales offices & agencies



- World leader
- More than 130 years of excellence
- € 400 million
- 2.000 employees
- 100 countries
- 11 plants
- contracting companies

25 sales offices & agencies

Our profile

B BETA FENCE

Our main goals

- Be the preferred Total Solution Provider for External Perimeter Protection.
- Growth of worldwide market share
- Realise a profitable growth

Our strategy

Enlarge our high quality offer & support:

Continuous innovation and system integration:

- optimal solutions for the end-user.

Strengthening partnership network:

- guarantee for professional installation and optimal system integration

Enhancing strength in:

- managing large scale projects

Growth of worldwide market share:

• Continuous growth in new markets:

- Eastern Europe
- Middle East
- Turkey
- India
- China
- Brasil
- USA
- South Africa

• Organic growth mergers + acquisitions

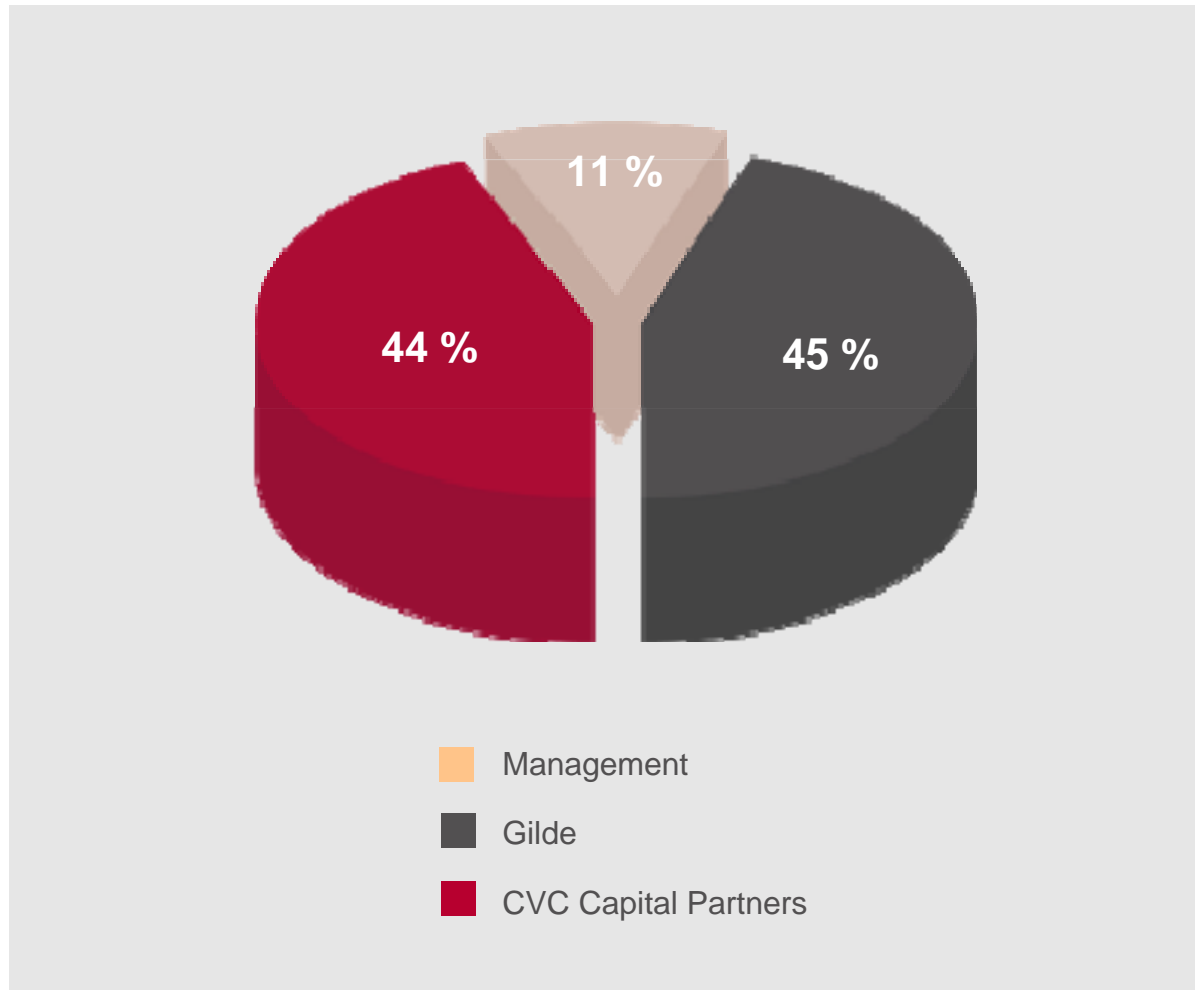
Produce cost efficiently

Investments

**75 million Euro was invested in total in recent years (2005-2010).
Furthermore the following joint ventures and new sites were realised.**

- 2006: Construction of a factory and offices in China (Tianjin)
- 2007: joint-venture with Densa, established in Turkey (Istanbul)
- 2008: joint-venture with Payne Fence Products from the USA (Ennis, Texas)
- 2008-2010: Start-up of installation companies: Spain, Poland, Croatia, Hungary, Italy, Czech Republic, Betafence Projects (International), Slovakia, ...

Shareholders



Our people

- Betafence's profitable growth strategy, both in innovative solutions and geographical presence, depends largely on a **highly motivated and qualified staff**.
- This unique level of qualification is maintained through:
 - very demanding and rigorous selection criteria
 - continuous development programs.
- For our customers, this means that they are served by the **best specialists in the market**.