



becomes

H **HIRSCH**

Why, How, what are the changes?



The story so far... VITAPROTECH Group



2012

Merging of SORHEA and
TIL TECHNOLOGIES

2014



2023

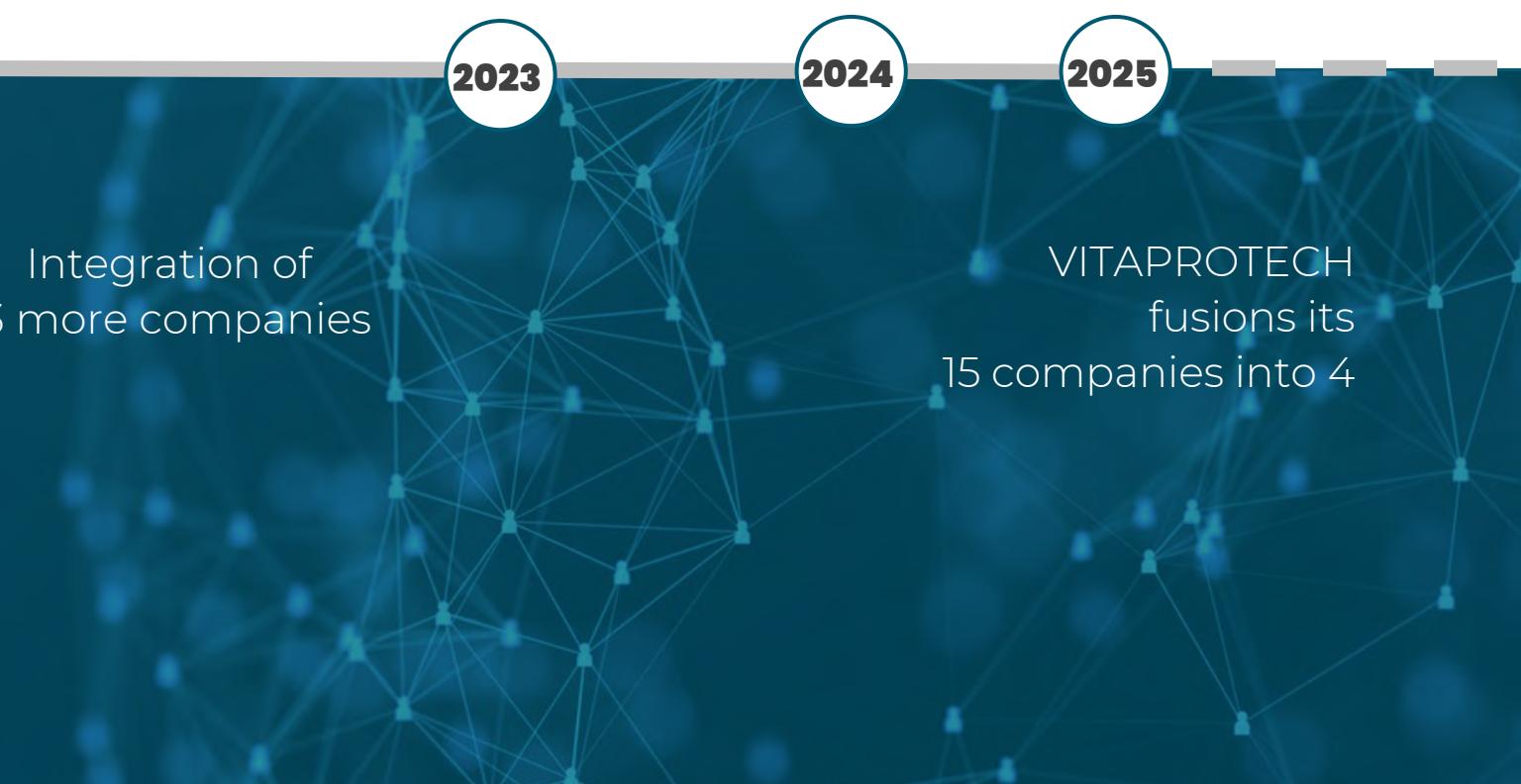
Integration of
13 more companies

2024

VITAPROTECH
fusions its
15 companies into 4



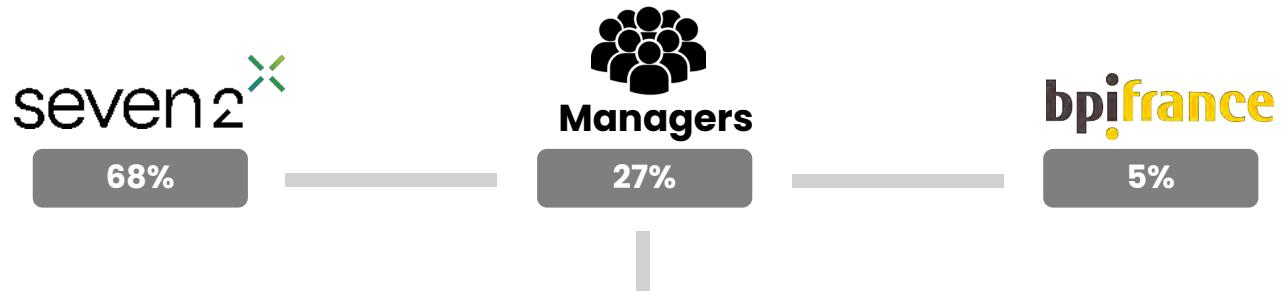
2025





Current organisation of VITAPROTECH Group

Our investors



Our brands



Intrusion & Perimeter



Access control



Smart video
& unified platform



Actual organisation of VITAPROTECH group

Our investors



Our brands



Intrusion & Perimetry



Access control



Smart video & Unified platform



Strategy and evolution of the brands

In 2025, the mission of the group remains unchanged :
Three professional units supplying complementary solutions to secure all sites.

Via 4 companies with 4 distinct sales channels





4 go-to-markets with 4 dedicated brands

Solutions for
Integrators



Solutions for
End customers



Solutions for
Distributors



Software solutions for
OEM partners



H HIRSCH



TDSi UK

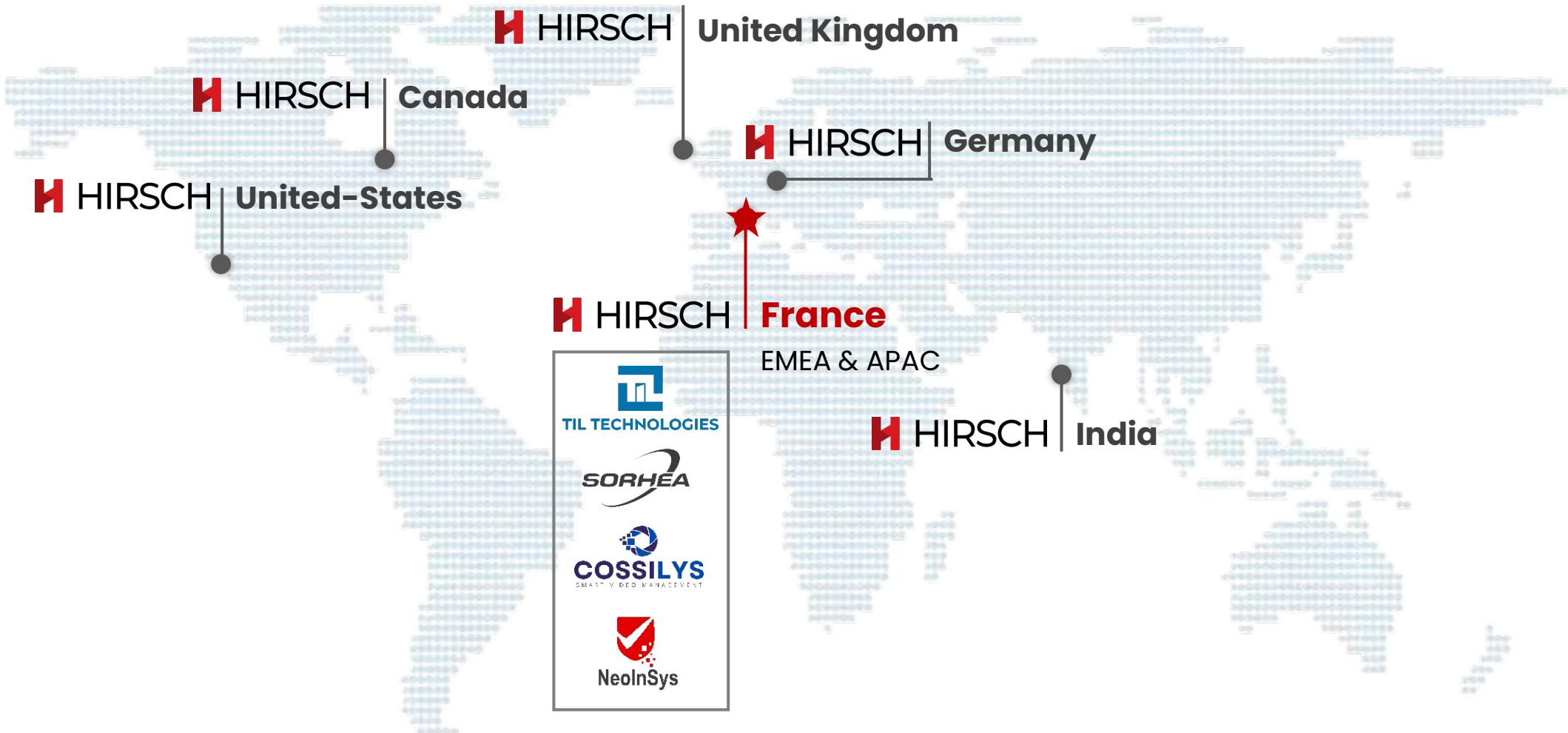

Prysm



H HIRSCH



HIRSCH, an international brand





HIRSCH France: Solutions and brands remain



TIL TECHNOLOGIES BY HIRSCH

A market leading access control system in France, combining functional power, scalable and cybersecurity functionality to reply to the highest requirements.



SORHEA BY HIRSCH

Advanced solutions of perimeter intrusion detection ensuring the highest level of protection for critical infrastructure and industries.



COSSILYS BY HIRSCH

A monitoring software and smart video analysis plug-ins for an ergonomic and customised video surveillance.



NEOINSYS BY HIRSCH

A team of security experts at the service of integrators in support of configuration and implementation scenarios for Hypervision projects and multi-business.





HIRSCH: Mission and Vision



Design, manufacture and sell advanced
and integrated safety solutions to integrators destined for professional sites
from the simplest to the most complex

Promise : High security, High technology, High trust

Product : A complete and tailored range, with a large choice of solutions to answer all
needs, from the core to the periphery

Progress : Evolution and a new strength that will accompany you.
The future is to Hirsch!





HIRSCH promise: High Security, High Technology, High Trusted

Durability and trust

- French brands that are market leaders.
- 38 years of experience and more than 15 000 sites equipped.
- Solutions with a proven reliability and conceived with an upward compatibility logic.
- Product warranties of 3 years (Access control) and up to 10 years (Perimeter detection)

High security and cybersecurity

- Powerful functionality to adapt to the most complex customer requirements.
- Conformity to the highest market standards.

ANSSI Certification (France), CPNI conformity (GB), BSI (Germany), FICAM, FIPS 140-3, NIST (U.S.)...



An ecosystem of security ready for the future

- Innovation at the core of the development strategy, 30% of the personnel in R&D
- Solutions that are adapted to today's challenges and those of tomorrow : Video analysis with IA, access control by smartphone, solar power detection barriers

HIRSCH solutions will continue to evolve
with the security needs of tomorrow



Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

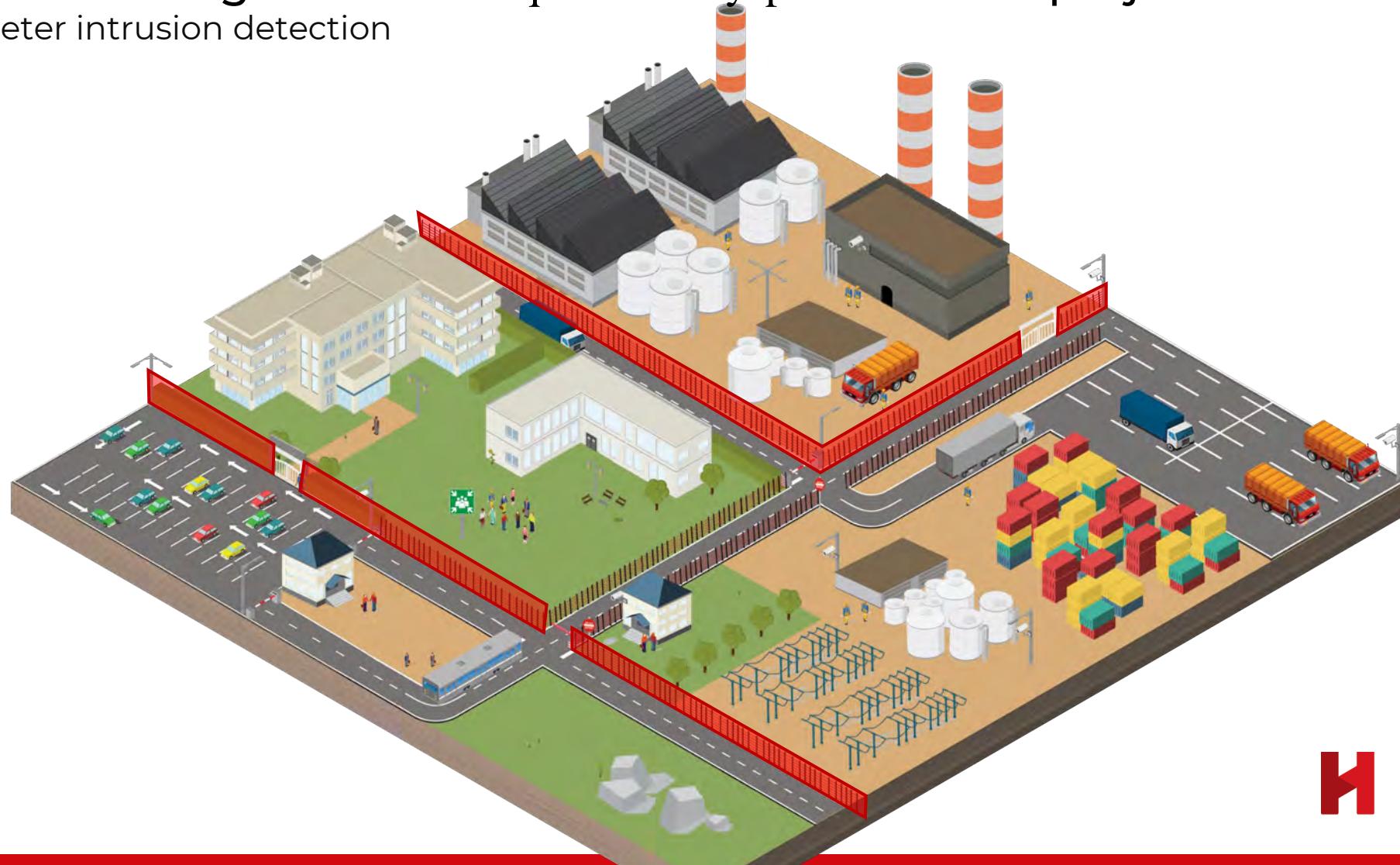




Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

- Perimeter intrusion detection

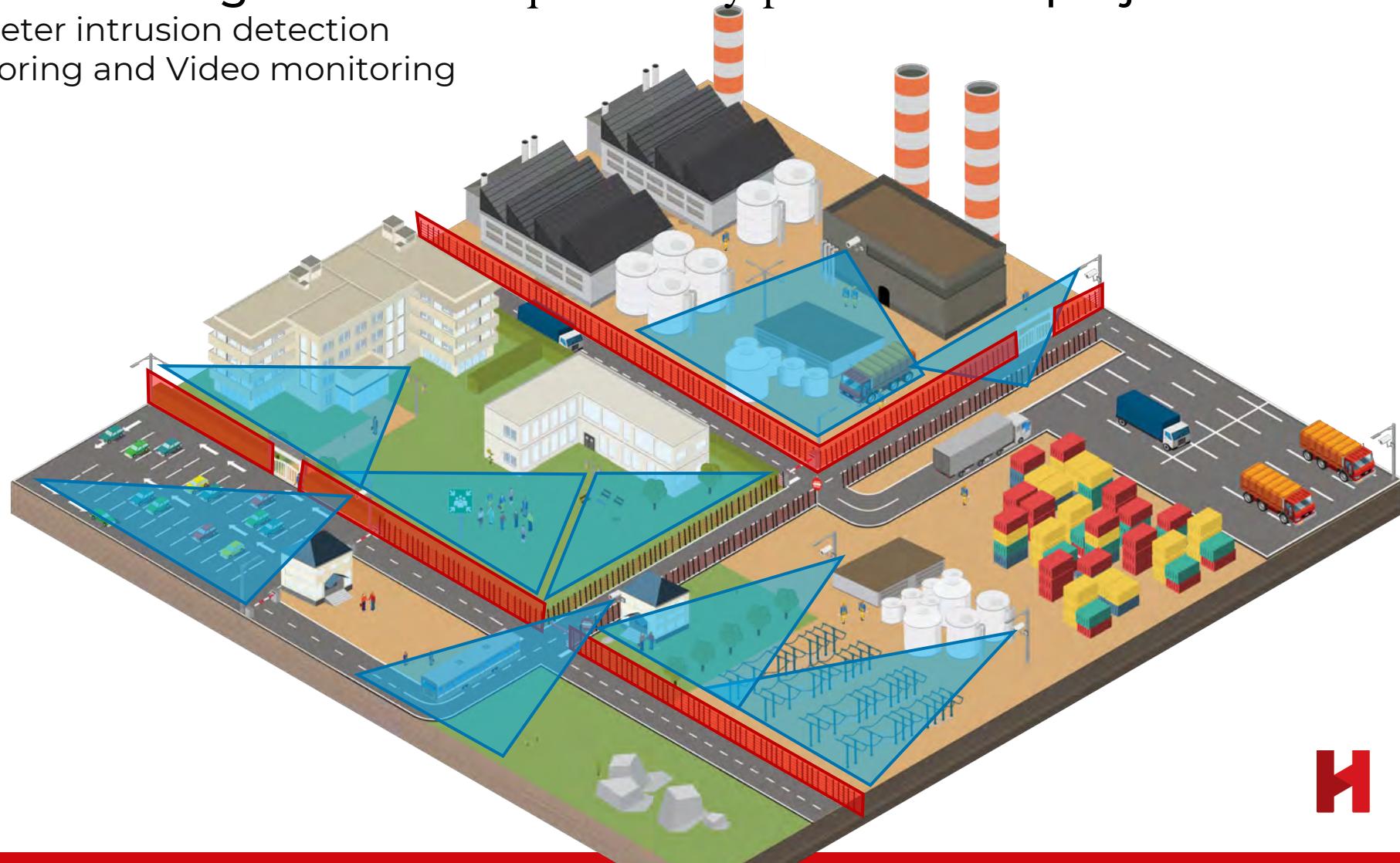




Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

- Perimeter intrusion detection
- Monitoring and Video monitoring

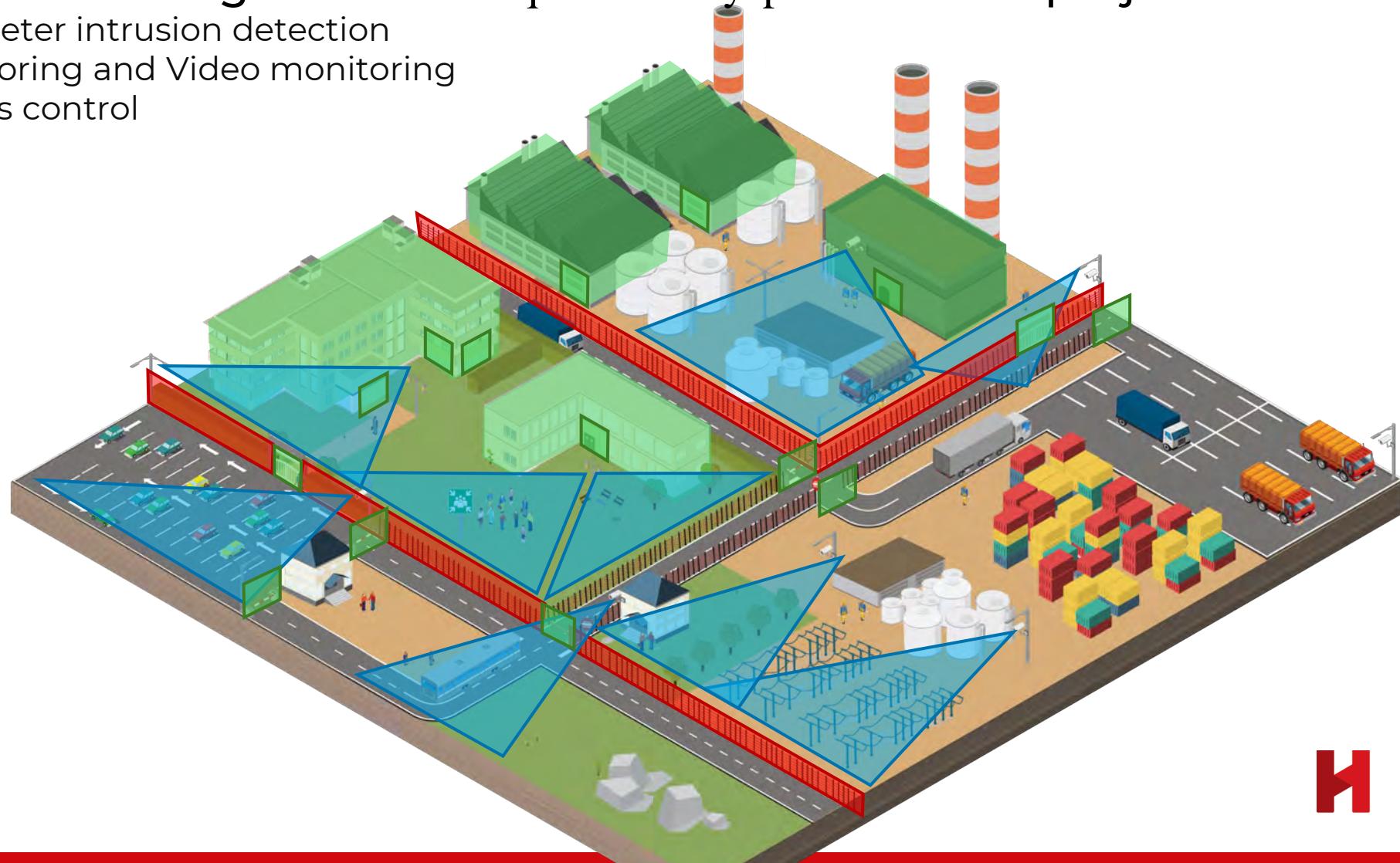




Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

- Perimeter intrusion detection
- Monitoring and Video monitoring
- Access control

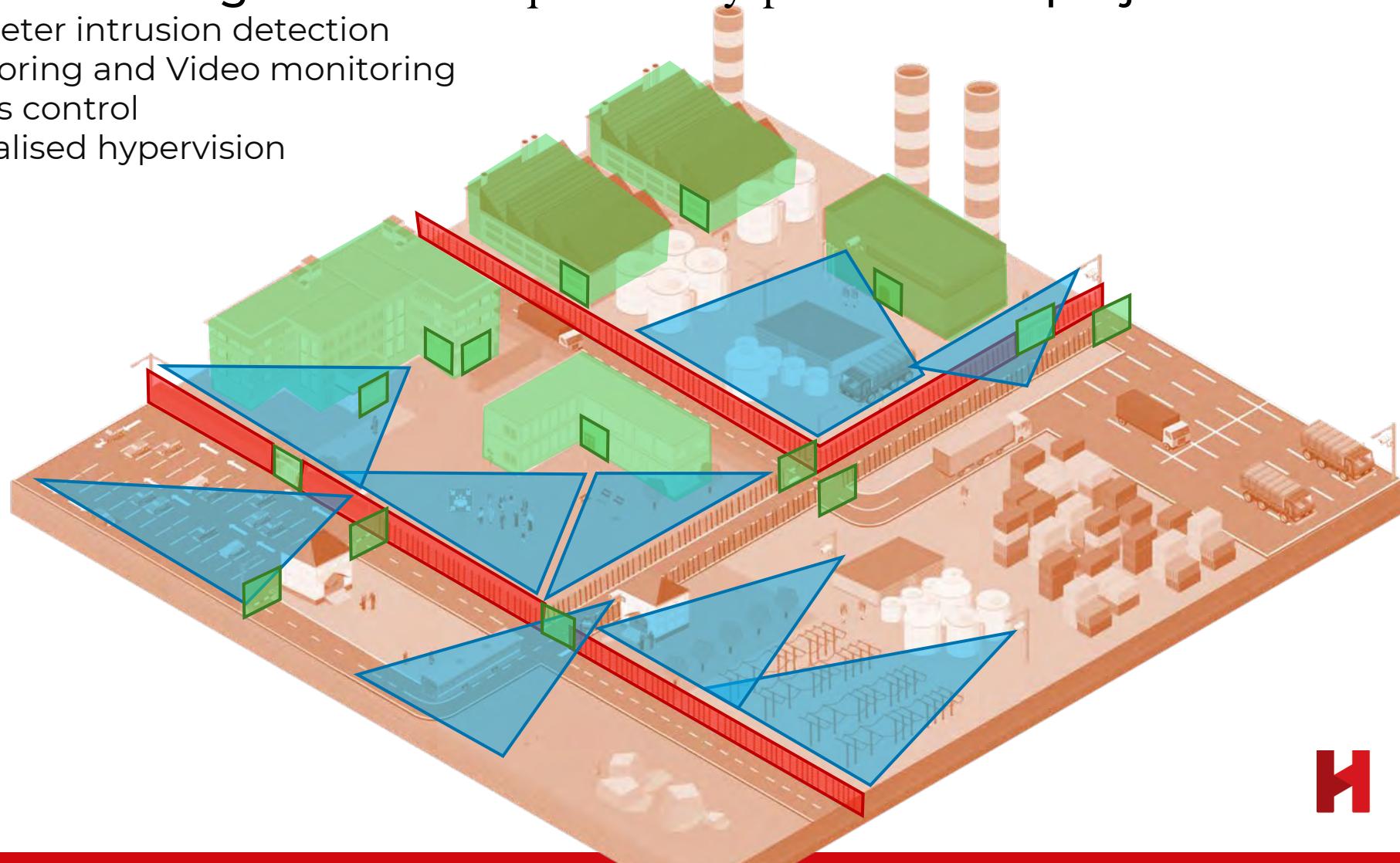




Product: A complete security range, from the heart to the perimeter

Offers to the integrators a unique entry point for all projects:

- Perimeter intrusion detection
- Monitoring and Video monitoring
- Access control
- Centralised hypervision





Product : a global range of security, from the heart to the perimeter

Nine technologies of perimeter intrusion detection

- High performance infrared barriers MAXIRIS, SOLARIS NG
- Shock detection cable on fences G-FENCE
- Optical fiber intrusion detection system LUMOR

MAXIRIS **SOLARIS NG**
G-FENCE **LUMOR**

An access control system and cyber secured intrusion detection

- MICRO-SESAME Software
- TILLYS Automate and specialised modules
- All technologies readers, including HIRSCH readers

MICROSESAME
CUBE

Two video monitoring solutions with video analysis

- Software suite ICARE, ICARE PARC and ICARE INSIGHT
- Software VELOCITY VISION in partnership with MILESTONE

 **VELOCITY**
VISION

Two solutions of Hypervision

- Software VELOCITY CENTRAL
- Software APP VISION

 **VELOCITY**
CENTRAL

 **appvision**

 **HIRSCH**



Progress: Evolutions and a new strength for you

Combine proximity to the force of an international brand

- High standards of Conception and Development: the strength of “*Made in France*”
- A complete mastery of the product and its supply
- One entity but strength of four: tools and shared means more important
 - More training sessions (More than 500 people trained in 2024)
 - More Showrooms
 - Distinct clients portals/ unified
 - CRM, communications, etc...



A new team organisation for greater efficiency

- Greater commercial impact
- Service departments (customer service & Sales admin): larger teams = more flexibility
- Creation of new positions to oil the wheels
 - Pre-Sales, Product Managers ...



Commercial organisation and Pre-Sales

Our goal: More proximity and a better efficiency

A greater commercial strength:

**40 sales representatives
including 5 sales overseas reps**

Sales rep present in several countries and **Active in over 50 countries** worldwide for over 20 years for a better geographical coverage to increase referrals to end customers and design offices, and:

- Bring you more opportunities
- Support you on your projects
- **Help you win business!**

A more developed Pre-sales division:

**A new service of 10 people
Technical experts and pre-sales support**

Sales Support to propose the best offer on your projects:

- Validate technical solutions
- Carry out site studies, help with the dimensioning and optimizsation of technical specifications
- Provide high responsiveness



Organisation of the support services

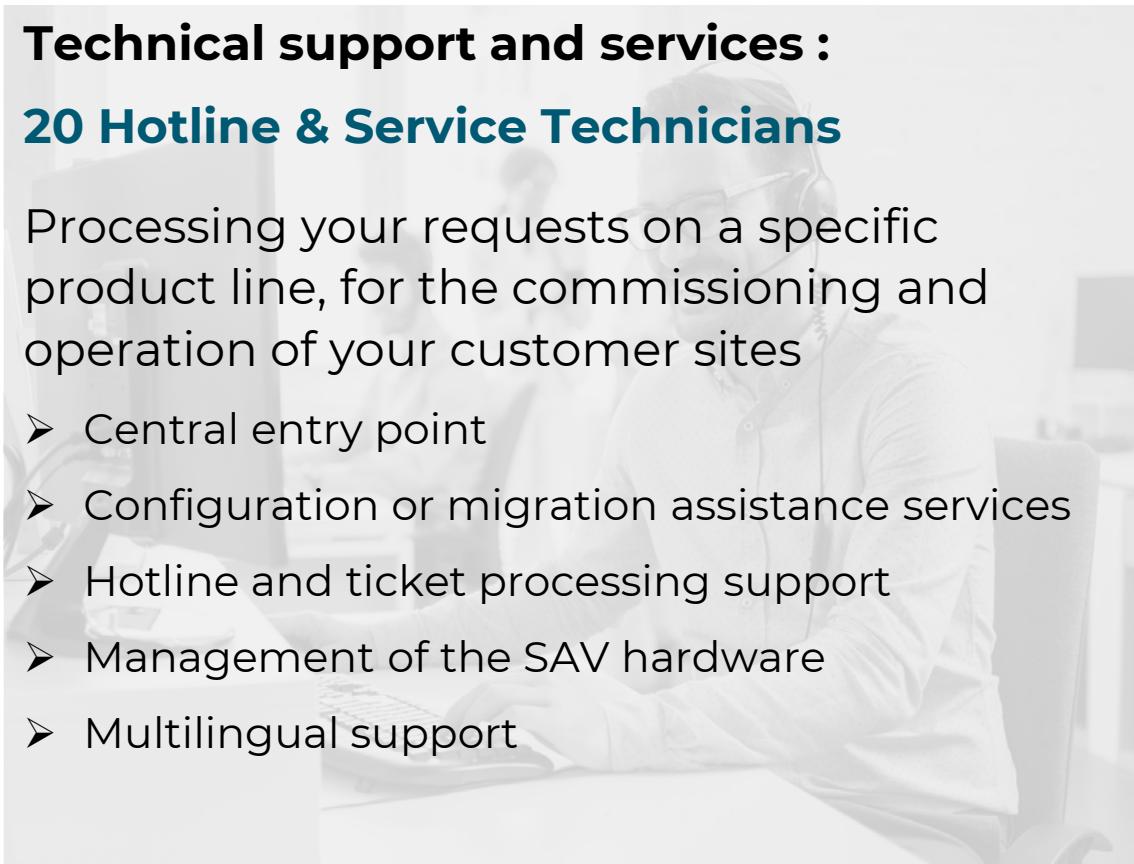
Creation of the HIRSCH PROFESSIONAL SERVICES pole

Technical support and services :

20 Hotline & Service Technicians

Processing your requests on a specific product line, for the commissioning and operation of your customer sites

- Central entry point
- Configuration or migration assistance services
- Hotline and ticket processing support
- Management of the SAV hardware
- Multilingual support



Support for complex projects:

Integration of all teams for 10 technicians team



High-level services on your complex and multi-brand projects:

- Customisation of the operational scenarios specific to each customer site
- Strong IT expertise (VMWARE...) and networks
- Third-party multi-brand integrations
- Cybersecurity



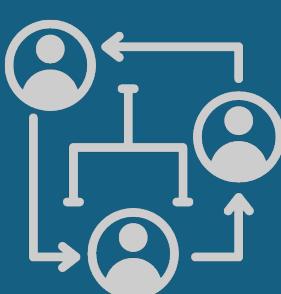


What will change on July 1st?



Mainly an administrative change

- Your invoices and business documents will be issued by HIRSCH France
- Only one supplier VAT number for you: TIL TECHNOLOGIES VAT number will be used for HIRSCH (change of VAT number for all other brands)
- General Terms and Conditions will be unified but will take into account the specificities of each brand
 - Communications will be sent by our Sales Admin services
 - You can already tell your purchasing and accounting services



New organisation of the teams

- New departments are emerging such as the Pre-Sales team
- Your other contacts will continue to work on the same “brand perimeter” as before
 - Our scopes will evolved gradually



What will NOT change on July 1st?



Your pricing conditions and our agreements on contracts

- No change on your negotiated rates or guarantees
 - **⚠ signing new contracts might be necessary**
 - For multi-brand customers, the most advantageous payment terms will be applied



Your Sales contacts

- They remain unchanged in 2025
 - The evolution of the missions and/or areas will be progressive



Our services

- Supply lead time unchanged
- Continuity of customer support and after-sales service: For now the hotline numbers and websites for your technical support remain unchanged
 - Tools will evolve gradually



FAQ on www.hirschsecure.fr : Your questions / Our answers:

IS HIRSCH a new company ?

Will the brand change impact my ongoing contracts ?

Will the prices rise with this brand evolution ?

Do I keep all my product warranties ?

Will the products from the previous brands still be compatible with the HIRSCH products ?

HIRSH France means only French market ? How can I be sure you will take care about my requests ?

Will the quality of the services change ?



Thank you
for your attention !

www.hirschsecure.fr

