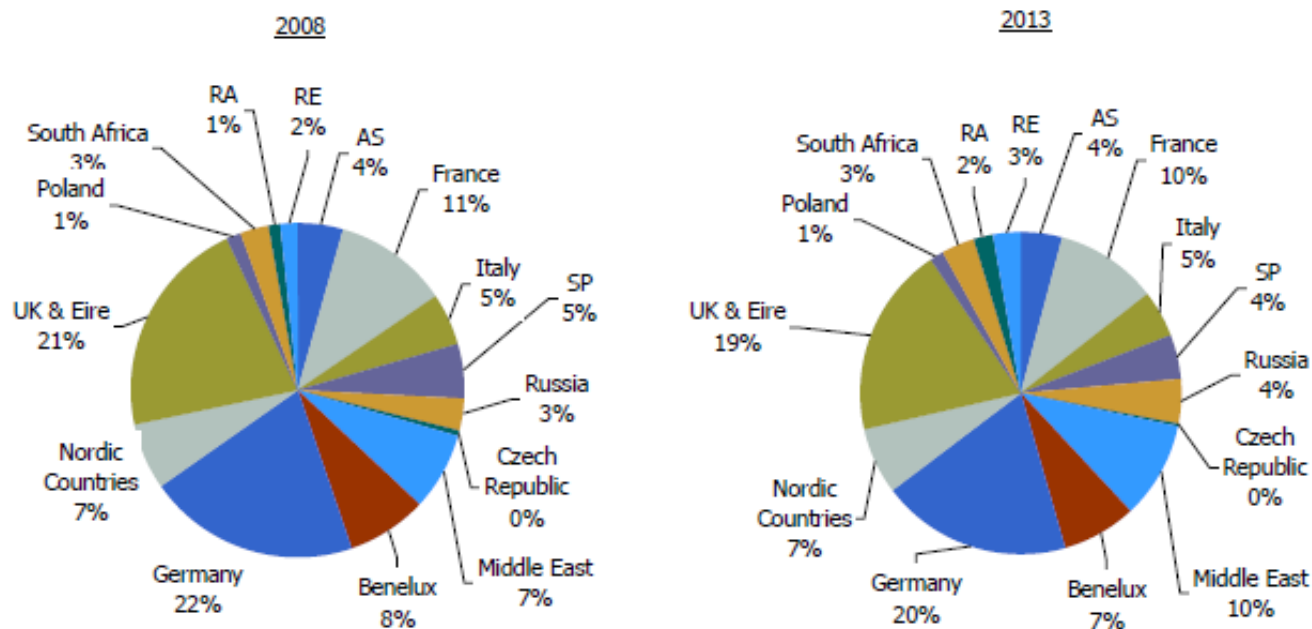


Figure 3.15

EMEA Market for Electronic Physical Access Control Equipment by Geographic Region

Relative Proportions of Revenues - 2008 and 2013



2008 Market Size - \$730.8 million; 2013 Market Size - \$873.2 million

RE - Rest of Eastern Europe; RA - Rest of Africa; SP - Spain & Portugal; AS - Austria & Switzerland

Source: IMS Research

Nov-09

Table 3.24

The EMEA Market for Electronic Physical Access Control Equipment

by Product Type - Italy (\$M)

	2008	2009	2010	2011	2012	2013	CAGR 08 - 13
Readers	14.0	13.8 -1.2%	13.8 -0.1%	14.0 1.2%	14.6 4.3%	15.7 8.0%	2.4%
Panels	13.9	13.7 -1.7%	13.6 -0.7%	13.7 0.8%	14.2 3.3%	15.0 5.6%	1.4%
Cards	3.9	3.8 -1.3%	3.8 -0.4%	3.9 1.1%	4.0 4.1%	4.3 6.1%	1.9%
Software	5.4	5.3 -1.2%	5.3 -0.2%	5.4 0.6%	5.6 3.8%	6.0 8.1%	2.2%
Total	37.2	36.7 -1.4%	36.5 -0.4%	36.9 1.0%	38.3 3.8%	41.0 6.9%	1.9%

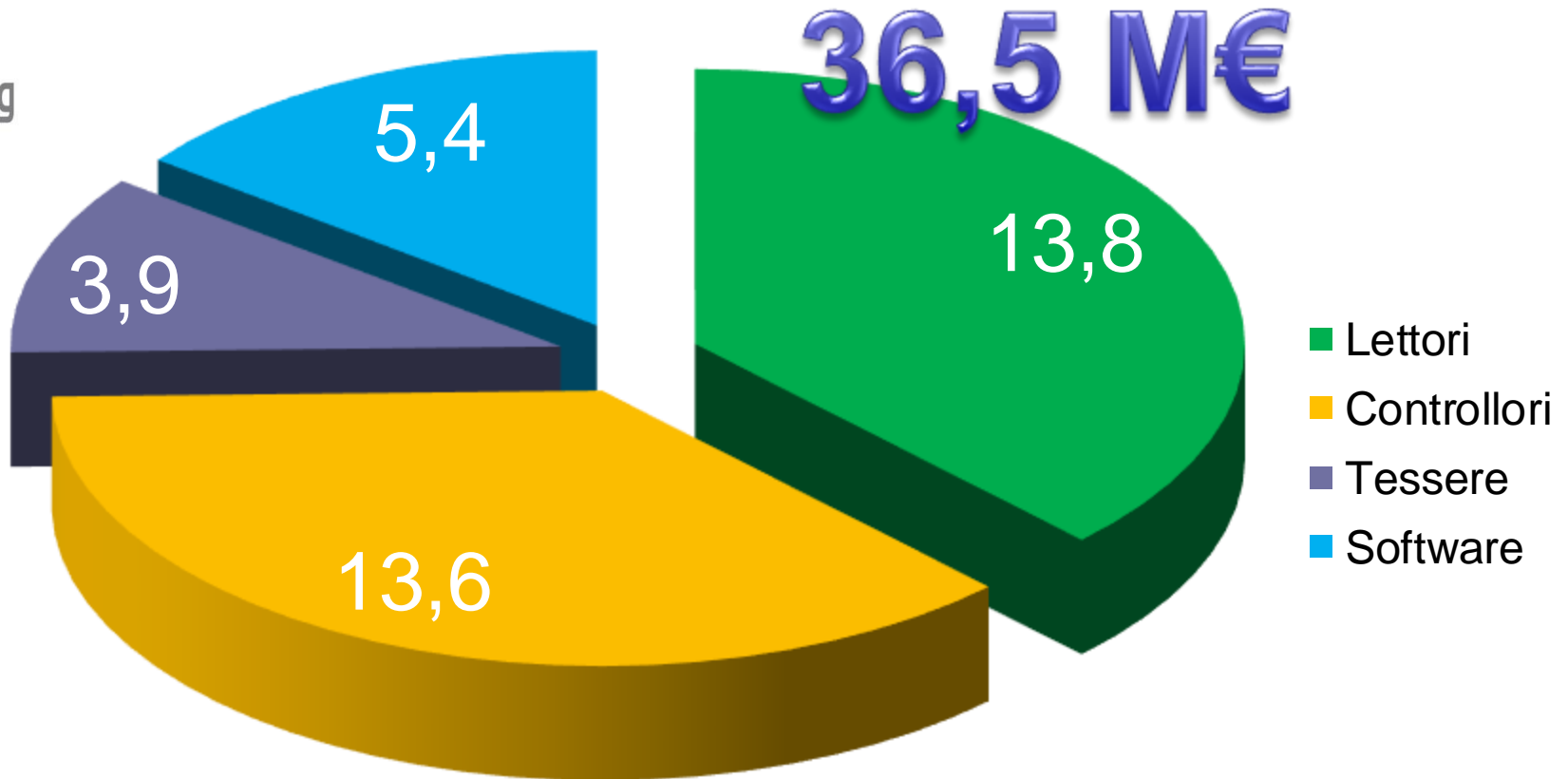
Source: IMS Research

Nov-09

ACCESS Market Italy 2011

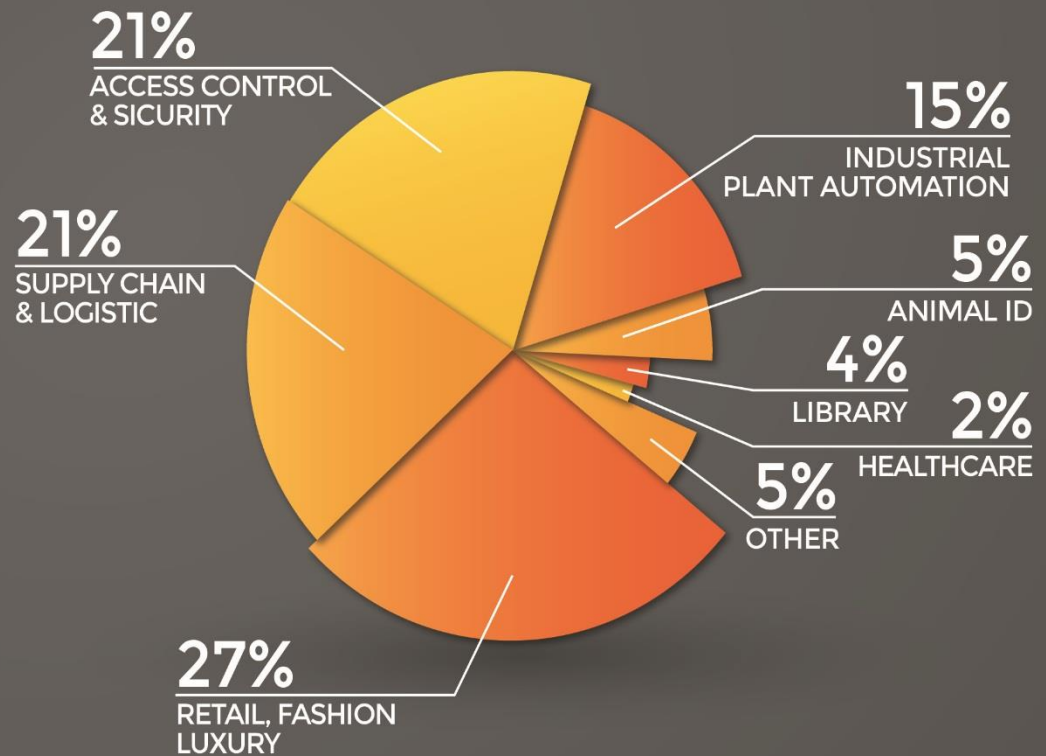
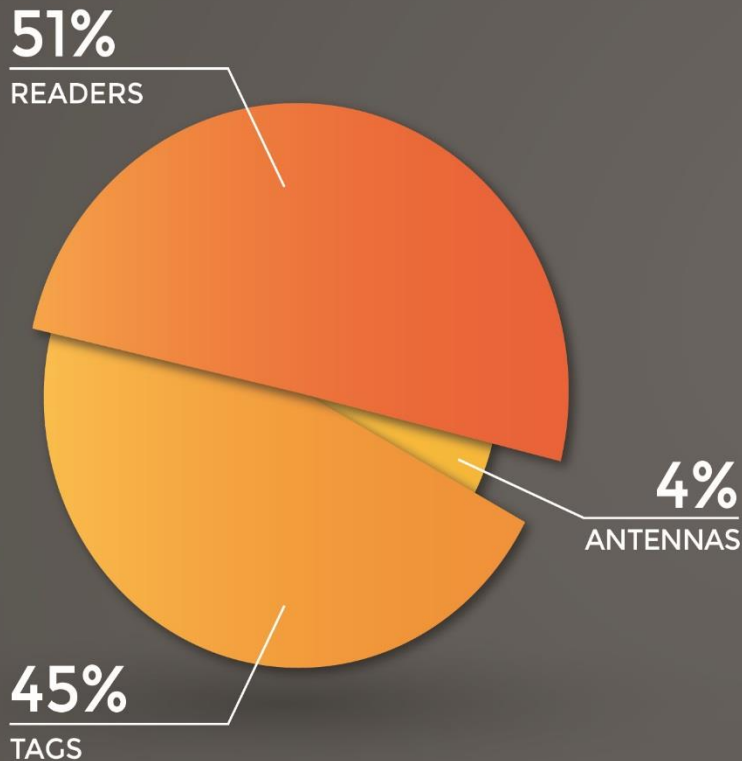
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Milano - Italy



MERCATO ITALIANO RFID

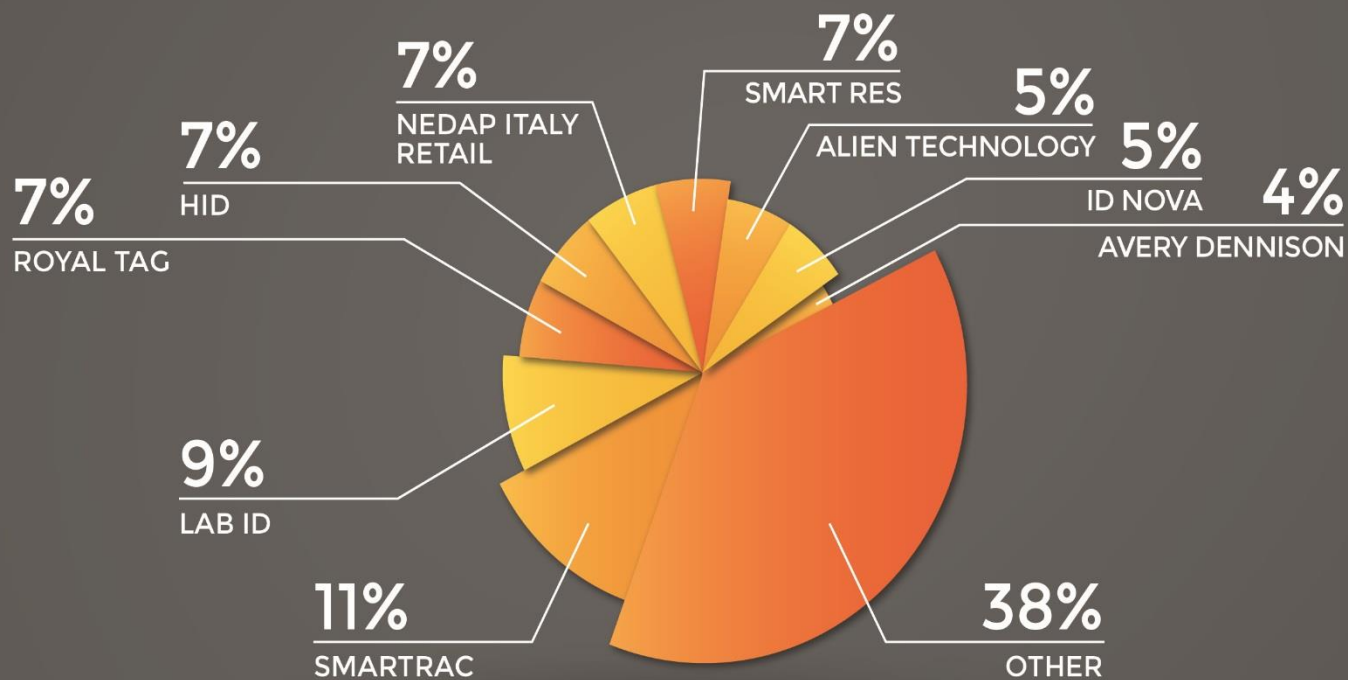
Fatturato complessivo del 2013: 70 Milioni €
(Research Solutions Ltd – Dati relativi al 2013)



MERCATO ITALIANO RFID

(Research Solutions Ltd – Dati relativi al 2013)

Quota di mercato produttori/rivenditori Tags & Inalys



EMEA Market for Access Control - 2015

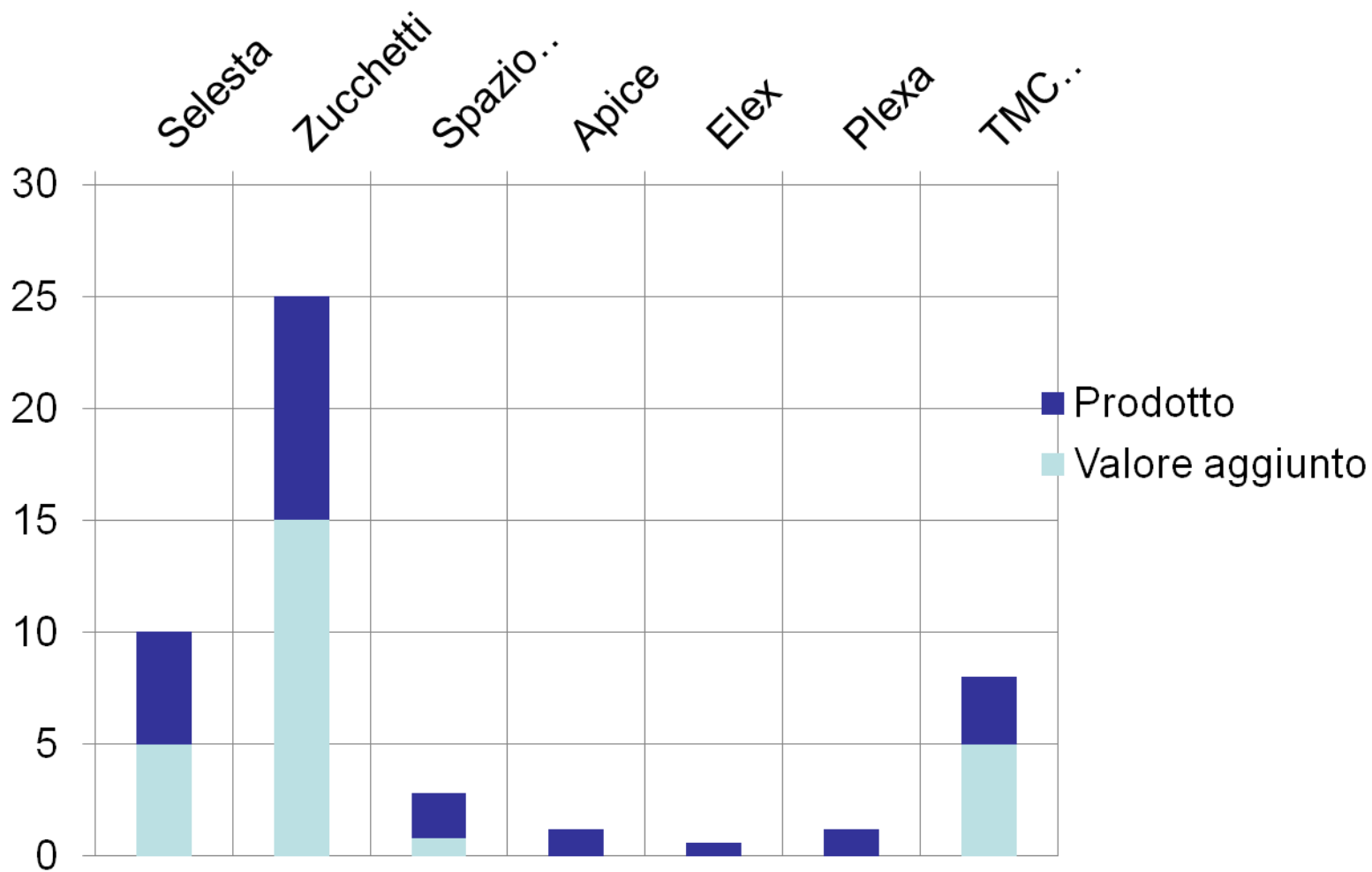
Revenue (\$M)





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The logo for i.consulting, featuring a stylized blue and white graphic of a person or a cluster of dots above the text "i.consulting".

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Milano - Italy

Selesta: produttore/System Integrator

> Utente finale

Zucchetti: produttore/System

Integrator/distributore > Utente finale -

Installatore

Spazio Italia: produttore > distributore
unico (FAAC)

Apice: produttore > installatori -
distributori

Elex: produttore/System Integrator >

Utente finale - installatori

Plexa: produttore > installatori –
distributori

TMC Axxess: produttore/System

Integrator/distributore > Utente finale -

Installatore



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Milano - Italy

- Residenziale:
 - Forte all'estero (UK, Francia e Germania)
 - Quasi inesistente in Italia (chiavi e videocitofonia)
- Piccola azienda:
- Diffusione importante (nord Europa)
 - Scarsamente diffuso in Italia
 - Retail e Grandi Magazzini: scarso
 - PMI: no
- Grandi azienda:
 - Diffusione importante (nord Europa)
 - Abbastanza diffuso in Italia
 - Multinazionali: si
 - Società tecnologiche (Telecom): si
 - Grande Industria manifatturiera: si