





We are all part of a winning team

The Besam team spirit is strong. We do not want to be good at entrance solutions. We want to be the best.

As a Besam customer, you will also take part in a winning concept. Our company provides safety and reliability through product quality and solid service. In challenging ourselves to go that extra mile through research and development, Besam can meet the demands of the future marketplace. "Everything in search of excellence."

The company is expanding and our market share is increasing by the day. But this rewarding position does not mean that we cannot get better at what we do. We want to develop and grow every day. And that should shine through in our products, applications and services.

... and we do not just sell doors

We deliver entrance solutions. Our company started out producing operators and automatic doors, but today it provides a total approach to solutions for entrances.

Besam is a company with head offices in Landskrona in southern Sweden, but the whole world is our working field. We have been producing operators, doors and door systems since 1962.

The Besam business idea

To make life easier for everyone who can benefit from safe,
convenient and reliable entrance solutions.

In the very beginning, door operators were our main line of business. In only a few years time it evolved to automatic door systems. Today we offer a full range of entrance solutions.

Entrance solutions is the natural path of development for Besam to take into the future. It is not enough to be good at only service or product design: we want to be outstanding in everything we do and offer. New products, new solutions and even better service programmes are all part of our future.

Our ambition to be the world-leading provider of a wide range of safe, convenient and reliable entrance solutions means that our customers can be confident in knowing that they have chosen a professional partner. Our global resources, local market knowledge and end-customer focus make us a professional partner that provides customised solutions for

Entrance solutions

major clients all over the world. We have extensive experience and a long history of producing comprehensive entrance solutions. At the same time, we are constantly developing them in order to meet the future needs of our customers. In keeping with our view of entrance solutions, we now offer products such as air curtains, sensors and other accessories.

Rollershutters are convenient and safe night covers for entrances and shopping windows, as well as for separating secure areas inside buildings. Air curtains are excellent add-on products for any automated door solution as they create and sustain an invisible barrier between

different climate zones. Adding an air curtain to your solution improves the indoor climate in the area nearby the entrance and creates a comfortable feeling for people passing through. Energy loss due to draught is reduced to a minimum. The infiltration of pollution, dust and rain can be prevented, keeping the entrance dry and facilitating maximum use of the interior floor space.

A Besam door sensor serves both as a safety device and an activation device. In terms of safety, the sensor reduces the risk of accidents. The modern sensors are very sensitive in a deep angle and can determine when to start functioning and when to let the door rest.



Besam has the capacity and ambition to be your one-stop shop for entrance solutions. We know which door system is optimal in different environments. No two installations are the same. A particular solution might be right for one customer, but completely wrong for another. What's the estimated traffic flow? How large is the area? What do national regulations require? Which product types are the best in this particular case? Together we can create the ultimate entrance solution for your needs.



Systems for Sliding Doors

The sliding door system is supplied as a complete package. This application is ideal for environments with high traffic flows, entrances used with customer trolleys and for entirely glazed-in environments that demand an elegant and aesthetic look.

- *Ultimate convenience*
- *Least visible door alternative*
- *High traffic capacity*
- *Attractive design*
- *Wide range of configurations*



Systems for Swing Doors

We provide swing doors for both inner and outer environments. The system is compact and blends well into different set-ups. The door system can be delivered with a discreet in-head arm system that conceals the whole top frame. Our swing door operators can also be used in the renovation or upgrading of existing doors.

- *Retrofitting with ease*
- *Emergency-efficiency*
- *Rugged and reliable operations*
- *High security*
- *Compatibility with approved locks*
- *Versatility and convenience*
- *Space-saving design*
- *Fire approval*



← Röntgen



GRAND
STOCKHOLM



Systems for Revolving Doors

This solution provides a draught-free entrance and is especially convenient for sustaining a stable indoor climate as it efficiently separates the interior from the outdoor conditions. Besam produces several different models with high aesthetics providing a welcoming entrance solution.

- *Draught-free conditions*
- *Rapid safe passage in an emergency*
- *High pedestrian traffic capacity*
- *Wide passage for shopping carts and wheelchairs*
- *Virtually noise-free operations*
- *Many standard safety features*





Superior service

Selling doors is one thing, but taking care of them is a completely different challenge. When choosing Besam, you get full access to our global in-house service organisation. This produces a safe and sustainable investment, giving you peace of mind. As a Besam customer, you have access to our unique service concept all over the world.

We have thorough knowledge of automatic door systems in general and Besam products in particular. Thanks to our skilled service people, we can serve, maintain and upgrade not only our own solutions but also most products on the market. Our service organisation is a key partner in product development, planning and advice, installation and market research. It is a commitment we make to ensure a service-friendly product and a long life cycle.

While some manufacturers sell products through distributors in many markets, we have our own subsidiaries and plants in several key markets throughout the world. As a global actor, we recognize and value local knowledge as the best way to meet our customers' various demands.

A good product can be copied – good people cannot. The sum of our great staff, outstanding service level and Besam entrance solutions gives you world-class safety, convenience and reliability.







Besam in the rear-view mirror

To be good at what we do and become better in the future, we look to and learn from our history.

- 1962** Besam founded in Landskrona, Sweden by Bertil Samuelsson. Initially business was focused on automatic swing door operators for the expanding healthcare sector.
- 1969** Besam begins production of sliding doors and expands market investments in other business areas such as retail and airports.
- 1974** Besam enters the U.S. market and purchases a service organisation in order to service all brands of automatic door equipment.
- 1984** Besam introduces revolving doors to the product line, which radically expands business in both existing and new market segments.
- 1992** Besam becomes ISO 9001 certified.
- 2000** Besam expands its market position by establishing a subsidiary on the Australian continent.
- 2001** Besam establishes a subsidiary in China with offices in Beijing and Shanghai.
- 2002** Besam acquired by ASSA ABLOY AB, the world's leading lock group.
- 2005** Production begins at Besam's fifth production facility in Suzhou, China. Besam enters the market in New Zealand and Canada.
- 2006** ASSA ABLOY Entrance Systems becomes a stand-alone division within ASSA ABLOY with business focus on providing complete entrance solutions and service.
- 2008** Production begins in newly opened plant in the Czech Republic.



Diagnostic Center MAS – Malmö, Sweden



Lidl – Landskrona, Sweden



Karolinska hospital – Solna, Sweden



Iperstore – Novara, Italy



Arlanda Airport – Stockholm, Sweden



La Finca – Madrid, Spain

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IKEA – Shanghai, China



Future Tower – Shanghai, China



Metropolitan Hotel – Dubai, United Arab Emirates



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Besam Export is represented by distributors in: Argentina, Bahrain, Belarus, Bulgaria, Croatia, Cyprus, Egypt, Estonia, Greece, Iceland, Iran, Israel, Japan, Jordan, Kuwait, Latvia, Lebanon, Lithuania, Oman, Qatar, Romania, Russia, Saudi Arabia, Serbia Montenegro, Slovakia, Slovenia, Switzerland, Syria, Turkey, Ukraine, United Arab Emirates.

Besam in brief

World leading supplier of entrance solutions

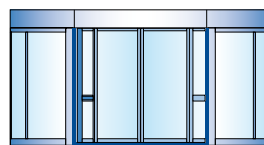
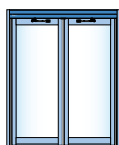
Global presence – local mindset

Global service programme

Customised applications

Design and functionality

A safe investment



www.besam.com

ASSA ABLOY is the global leader in door opening solutions, dedicated to satisfying end-user needs for security, safety and convenience. The Group has over 32,000 employees and annual sales of over EUR 3 billion.