

Market for electronic security technology increases turnover to almost 5 billion euros

- **Significant differences between the specialist sectors**
- **Digitalisation and networking are trendsetters**
- **Services gain in importance**

Frankfurt am Main/Brücken, June 14, 2022 – With a 4.5 percent increase in sales to around 4.9 billion euros, the market for electronic security technology in Germany has grown again in 2021.

"In the past year, security technology in Germany has recovered significantly overall and is approaching the five-billion mark in terms of sales," said Dirk Dingfelder, chairman of the ZVEI security trade association. "Many property owners and operators have modernised their technology during the Corona pandemic and have already implemented pending investments," Norbert Schaaf, Chairman of the Board of BHE Bundesverband Sicherheitstechnik e.V. (Federal Association for Security Technology), explained the upward trend in the market.

Services in particular, such as maintenance and repair, have played a significant role in last year's growth spurt. "The months-long corona-induced lockdown made it possible in many cases to carry out maintenance and repair work on security and other systems," Dingfelder and Schaaf said. "The bottom line is that significantly more additional projects were implemented than were postponed."

Dingfelder sees digitalisation and networking in security technology, but also in building automation and in related trades, as an increasingly clear trend. "The market is moving more and more towards digital services, networked products and systems," he emphasised. "The new standard DIN EN 50710 'Requirements for the provision of secure remote services for fire safety systems and security installations', published in May 2022, has set another milestone on this path," Schaaf explained.

However, the uncertainties have increased elsewhere: "The shortage of skilled workers is increasing at all levels of the value chain," Dingfelder and Schaaf stated.

"Among other things, bottlenecks in electronic components of all kinds are weighing on the industry."

Large differences in growth between the individual trades

Sales of fire detection systems - by far the largest trade in security technology, which is also heavily dependent on the construction industry - rose by 4.1 per cent to just under 2.3 billion euros in 2021. The front-runner in growth, however, is voice alarm systems with an increase of almost 14 percent to 130 million euros.

Video surveillance systems also showed an above-average development with an increase of 7.7 per cent to 700 million euros. The wide range of applications and the flexibility of video security technologies, for example for people counting to comply with Corona requirements, resulted in a relative boom here. Access control systems also held their own in the market with an increase of 8.8 per cent to 420 million euros.

In 2021, intrusion and hold-up systems were able to turn their negative trend from the previous year into a slight plus with an increase of 0.6 percent to 875 million euros.

For the first time, smoke and heat control systems are shown separately in the statistics with a turnover of 160 million euros. Together with other technologies, such as call systems according to DIN VDE 0834, escape door systems, nurse call systems and other systems and components, this block of 2021 recorded an overall growth of 3.2 percent compared to the previous year.

About BHE

With more than 1,100 affiliated companies, the BHE Bundesverband Sicherheitstechnik e.V. (Federal Association for Security Technology) is an important association for security technology. A strong community of competent individuals and companies forms the basis of the BHE's success: through their active participation in the BHE technical committees and other bodies, the member companies (about 78% installers, 20% manufacturers and 2% planners) ensure quick solutions.

The BHE is a communication and information platform for all those who deal with security issues. In this sense, it promotes the exchange of opinions among member

companies and especially with users, security officers and other persons and institutions responsible for security issues.

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About ZVEI

ZVEI e.V. represents the common interests of the electrical and digital industry and the associated service companies in Germany and at international level.

The industry employs around 877,000 workers in Germany. In 2021, its turnover was around 200 billion euros.

Three out of four companies in the electrical industry regularly bring product or process innovations to the market. Annually, the industry spends around 20 billion euros on R&D and more than seven billion euros on investments. One third of the sector's turnover is accounted for by product innovations. Every third innovation in the manufacturing industry as a whole gets its original impetus from the electrical industry.

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