Kibo Prefabricated Cabins
G. GLENTOS S.A.

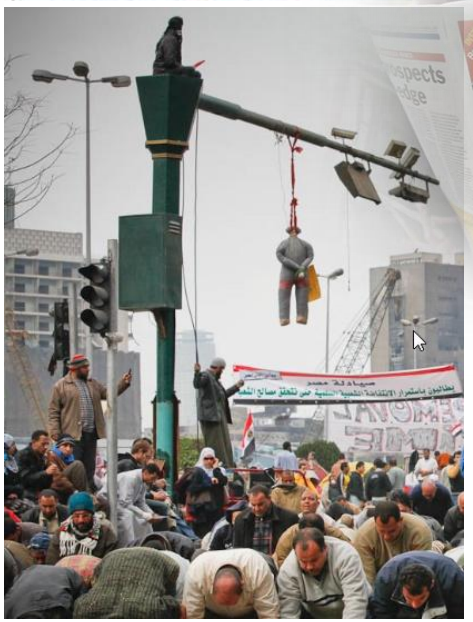
Permanent & Portable Bulletproof sentry boxes.

The problem

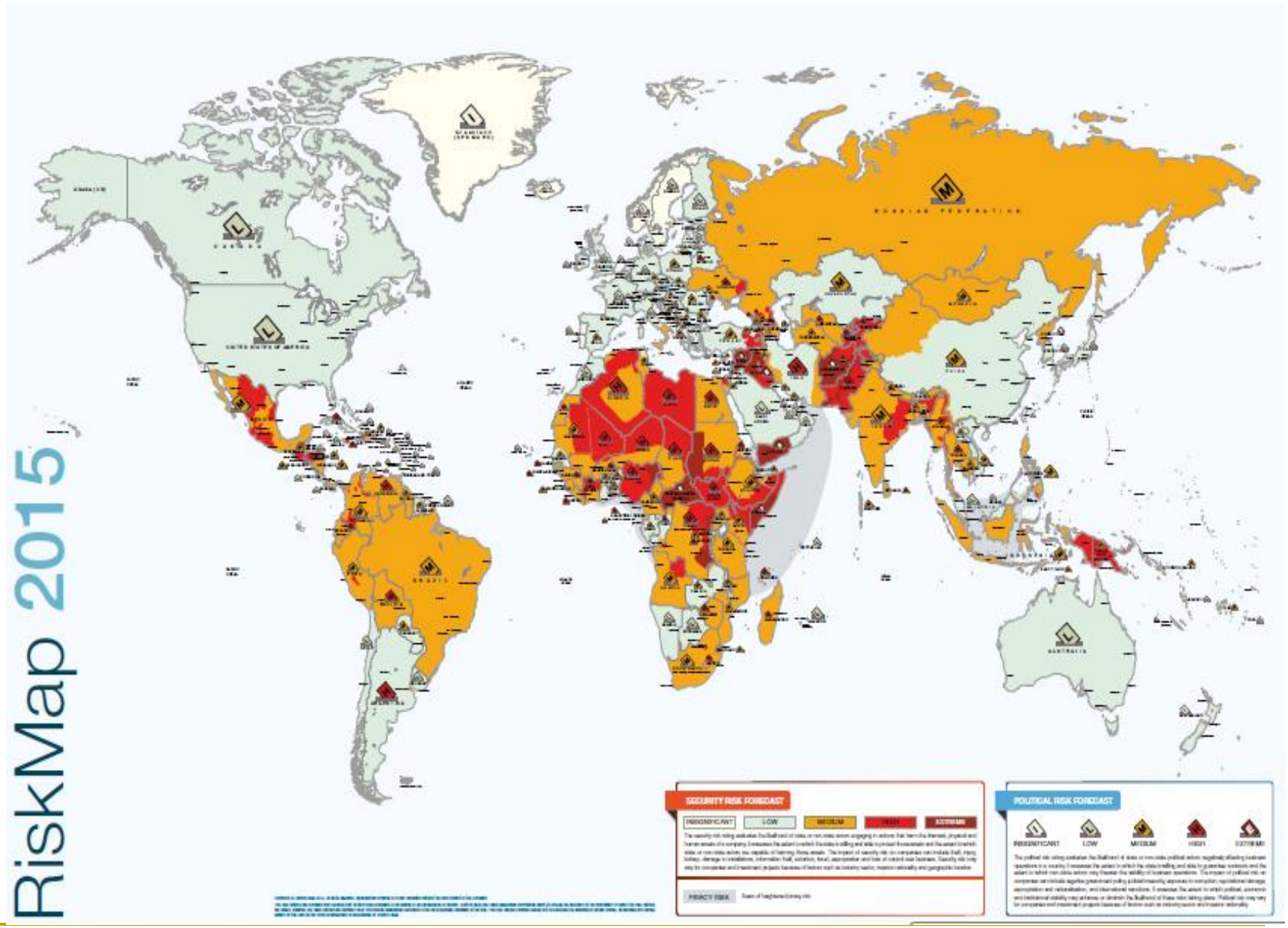
- The ballistic-resistant/bullet-proof buildings **market is** essentially **still relatively immature** with a **fragmented supply side** and there are no established independent data to describe it.

- **Terrorist attacks** on critical infrastructure and soft targets have multiplied significantly recently and countries that had previously been immune to such attention have now found themselves vulnerable.

- Recent **increased instability** in the Middle East, North and West Africa and Asia now present significant opportunities that simply did not exist a couple of years ago.



- **Corporate peer group influence** is also driving up the market as paranoia extends through some sectors. For example, following the dreadful attack on the Taj Mahal hotel in Mumbai


RiskMap 2015
SECURITY RISK FORECAST
INSIGNIFICANT
LOW
MEDIUM
HIGH
EXTREME
PIRACY RISK
POLITICAL RISK FORECAST
INSIGNIFICANT
LOW
MEDIUM
HIGH
EXTREME

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Typical Kibo focus applications

Greek police

Temple of Kerala in India

Bulletproof Booths

- ✓ Achievement of a ballistic resistance in excess of the requirements of NIJ (National Institute of Justice) level IV ballistic protection, NATO B7 and EN1063
- ✓ Range from the one-man-Focus IV+ to the four-man-Focus IV+, capable to serve a crew of up to 5 guards
- ✓ Booths resist .50 cal (12,7*99mm) Ball
- ✓ The Multi-occupancy booth, which can serve bigger crews and can even include: WCs, kitchen, beds and furniture

Product Evolution – the breakthrough

- The 2004 Athens Olympics launched Kibo cabins into an entirely new sector which has since opened up an entirely new Global opportunity – SECURITY.

- Protecting the people who protect us.

- The Kibo focus bulletproof sentry box was designed to protect the police and security staff at the Olympics and is now protecting security staff worldwide. Geographically, we are seeing interest and orders from as far afield as Australia, Vietnam, South East Asia, Chile, and India, the whole of the Middle East, North Africa, Western and Central Europe, and Africa.

- Since Glentos SA entered the market the original Kibo focus bullet-proof sentry boxes have been improved every year in terms of ballistic resistance, size, range and detailed specification.

Research and Development - ballistic tests

Booths resist .50 cal (12,7*99mm) Ball **in excess of the requirements of NIJ** (National Institute of Justice) level IV ballistic protection, NATO B7 and EN1063

Competition

Greek Market	European / Global Market
▪ Few, less specialized competitors, with limited exports capacity regarding the core product of bulletproof sentry boxes (Eurotrade S.A, Glassart S.A.).	▪ Almost zero competition regarding the bulletproof sentry boxes ("E.T.E.M. S.r.l. Security Structures" Italy - the only known competitor, but it has not shown strong interest in exporting)
▪ Only few competitors regarding other types of prefabricated cabins (ISOBOX, VIEMEK, INTRAKAT etc.), but none of them has developed sentries.	▪ A small number of companies in the market of Prefabricated Cabins produce 'one-off' solutions.

Competition

- The demand is global but, currently, suppliers are still found in only a limited number of countries and most are small to medium sized businesses

- Possible risk: a large well funded competitor entering the market as its increasing scale makes it more attractive to them to invest in R & D and design

- We already have established competitors in the USA and Italy

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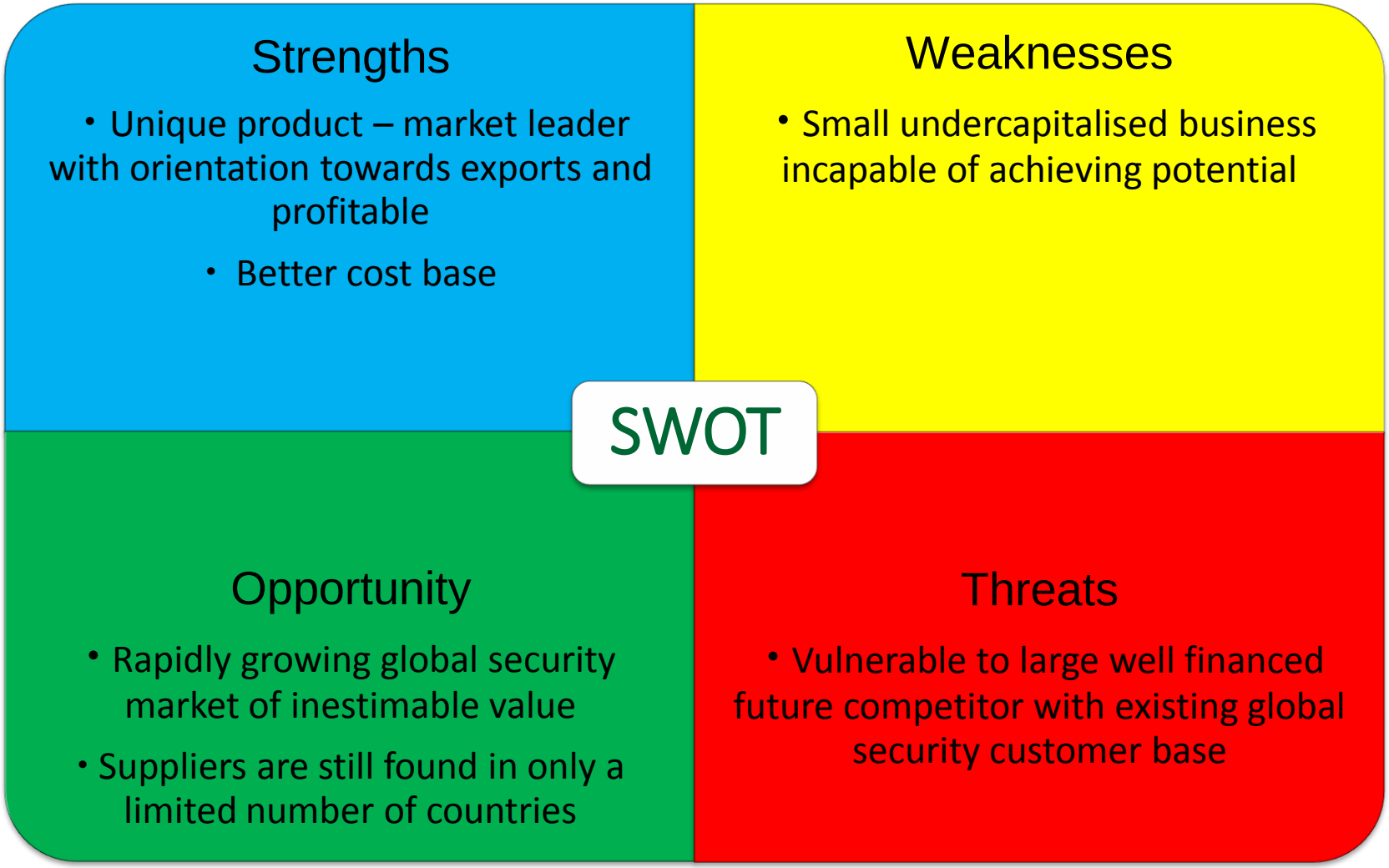
KIBO competitive advantages

- Registered company and products in NATO
- Ballistic resistance in excess of the requirements of the National Institute of Justice
- Sentry boxes have been in use with absolute success since 2004
- No requirements for local infrastructure – easy installation
- Both portable and permanent bullet proof guarding facility
- Excellent expertise and know-how
- Highly specialized manufacturer for an increasing demand for defense, safety and security products and services
- Excellent references from significant clients

The Current Situation



Target Market

An increasing demand for Defense, Safety & Security Products/ Services

Important Customers

- Hellenic Police
- United States Navy
- NATO
- United Nations
- Lockheed Martin
- Royal Air Force (R.A.F.)
- Ministry of Defense, U.K.
- Cyprus Police
- Embassy of the United States in Athens
- Embassy of Canada
- Consulate General of the United States
- Consulate General of Australia
- European Police ''EULEX''
- Russian Embassy in Athens
- Government of Germany
- Government of Vietnam
- Hellenic Coast Guard
- Police of Slovenia
- Police of Vietnam
- Police Academy in the town of Veria, Greece
- Citibank
- E-ON S.A. Germany
- Attiki Odos S.A.
- Organization of Urban Transportation of Thessaloniki(OASTH)
- Alapis S.A.
- Kopelouzos S.A.
- Ronda S.A.
- Restis Group

Significant deals and orders

- 2 bulletproof sentry boxes in Sheraton Hotel in New Delhi, India, due to the President's Obama visit in India (photograph 1)
- 4 bulletproof sentry booths for the European Police ''EULEX'' in Kosovo, for the border stations Gate 31 and Gate 1 between Kosovo and Serbia (photograph 2)
- 1 bulletproof sentry booth for the Consulate General of Australia in Bali, Indonesia (photograph 3) and one in Jakarta, Indonesia
- 2 bulletproof sentry boxes in Hindu temple in Kerala, India
- 1 bulletproof sentry booth for the Royal Air Force (R.A.F.) in North Yorkshire, England.
- Signing of a contract, after the conclusion of an international tender in January 2012, for the construction and delivery of bulletproof sentry booths for the Police of Vietnam. So far have been delivered 41 pieces.

Significant Deals and Orders - photographs

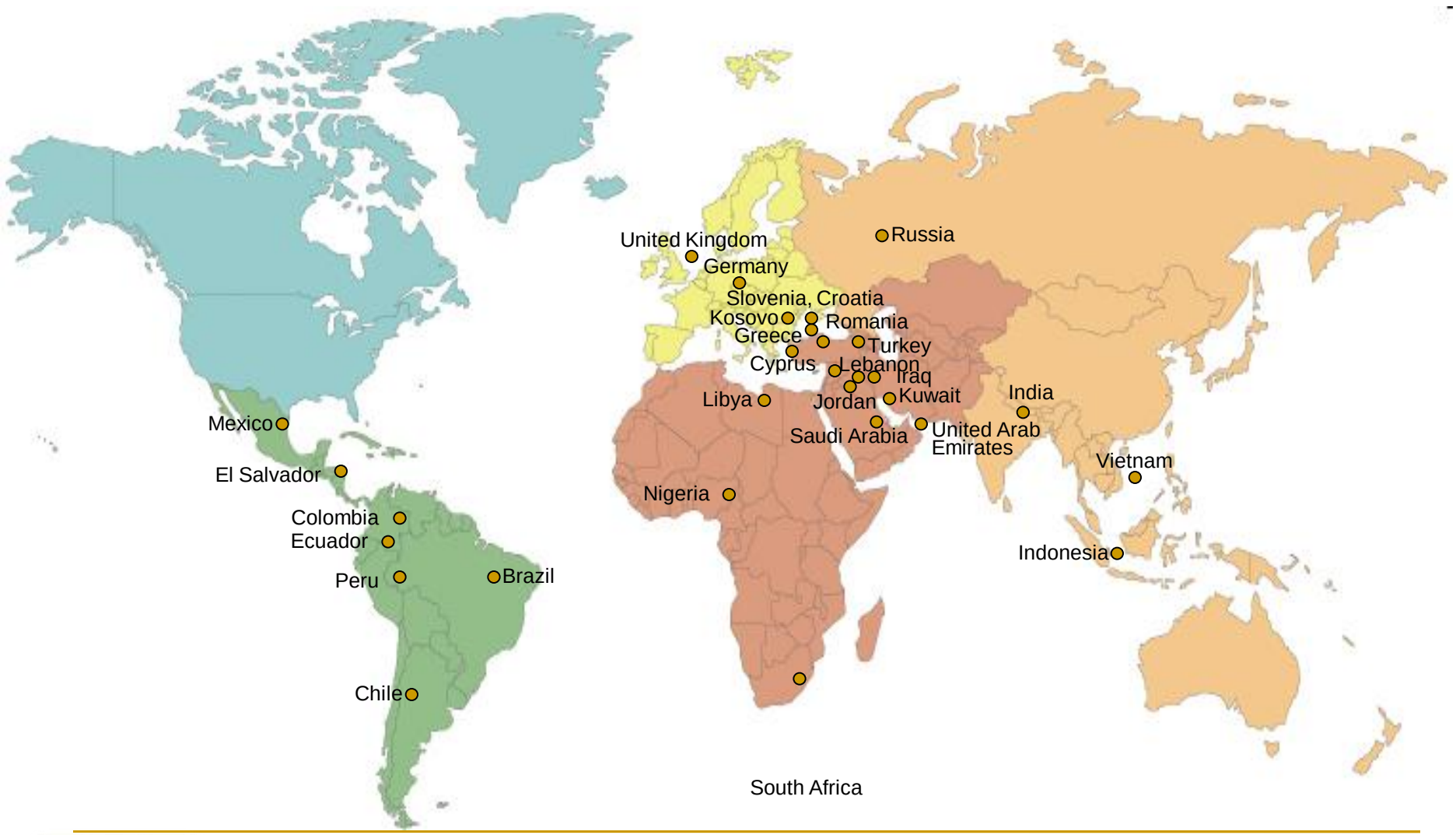
Zaffer Taahhut A.S.

Canadian Embassy at Moscow

Deals and orders 2015 (Till 31st July)

Client	End User	Country	Amount
Extra Space UK	BP Basra	Iraq	312.913,82€
Danya Cebus Rom Deveselu Srl	American Base in Romania	Romania	36.000,00€
Zafer Taahhut AS	American Base in Romania	Romania	133.033,00$
TWI Switzerland(under construction)	American Base in Bahrain	Bahrain	122.850,00€
		Total(≈):	593.063,6€

Current Dealers/Agents



Potential customers and future developments

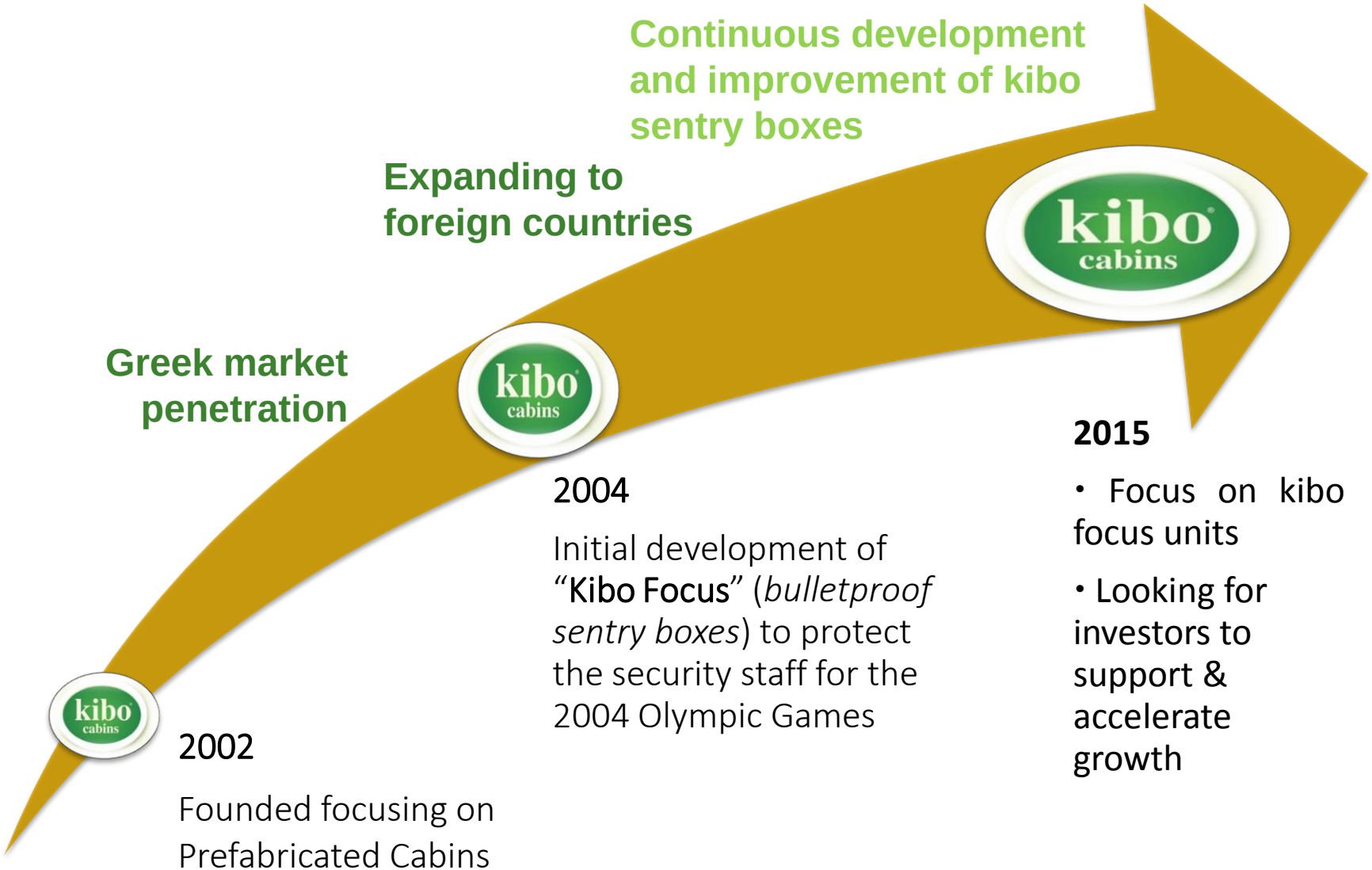
- Government of Kuwait
- Government of Saudi Arabia
- Further deals with the German Government, concerning the construction, supply and placement of bulletproof sentry booths in 45 nuclear power plants in Germany
- Expected order of over 500.000 € for the construction and delivery of bulletproof sentry booths to Somalia, due to the forthcoming elections.

Who are we?

G. Glentos (Kibo Prefibricated cabins) established in 2002

- Produces pre-fabricated buildings ‘with a difference’.
- Architecturally driven, not just functional.
- Designs registered with EU Design Office at Alicante.
- International Patent under the PCT (Patent Cooperation Treaty).
- ISO certified.
- Supplies public and private sectors.

Review


Continuous development and improvement of kibo sentry boxes
Expanding to foreign countries
Greek market penetration
kibo cabins
kibo cabins
kibo cabins
2002
Founded focusing on Prefabricated Cabins
2004
Initial development of "Kibo Focus" (*bulletproof sentry boxes*) to protect the security staff for the 2004 Olympic Games
2015
• Focus on kibo focus units
• Looking for investors to support & accelerate growth

Strategic Options – carry on with slow growth with attendant risks, or

€300.000 raise of funds

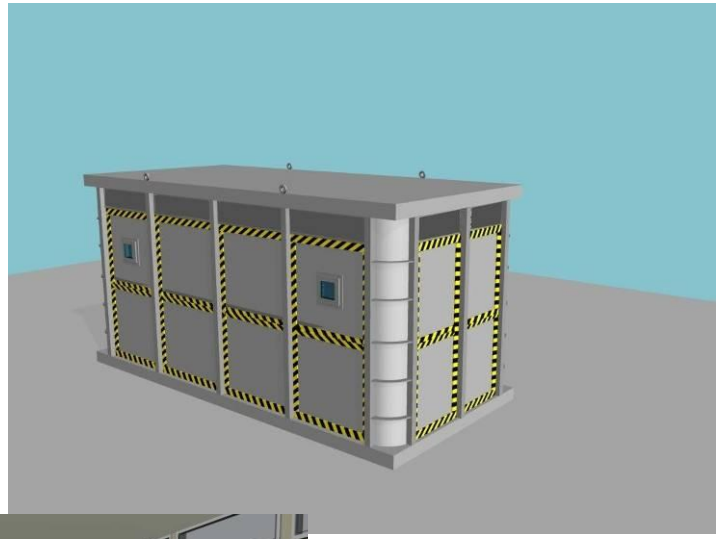
- Global Marketing (€300.000)
  - Participation in exhibitions
  - Advertising/ Branding
  - Strategic Partnerships (Evaluation of distributors worldwide)

Product Development

"Security Rooms"

- *Characteristics:*
  - Blast Free
  - Nuclear, Biological and Chemical (*NBC*) Protection

- *Target Market:*
  - Strategic Industries/Infrastructure.
  - Other potential markets (red-zone deployments, combat areas)



Partitions for 24/7 services business

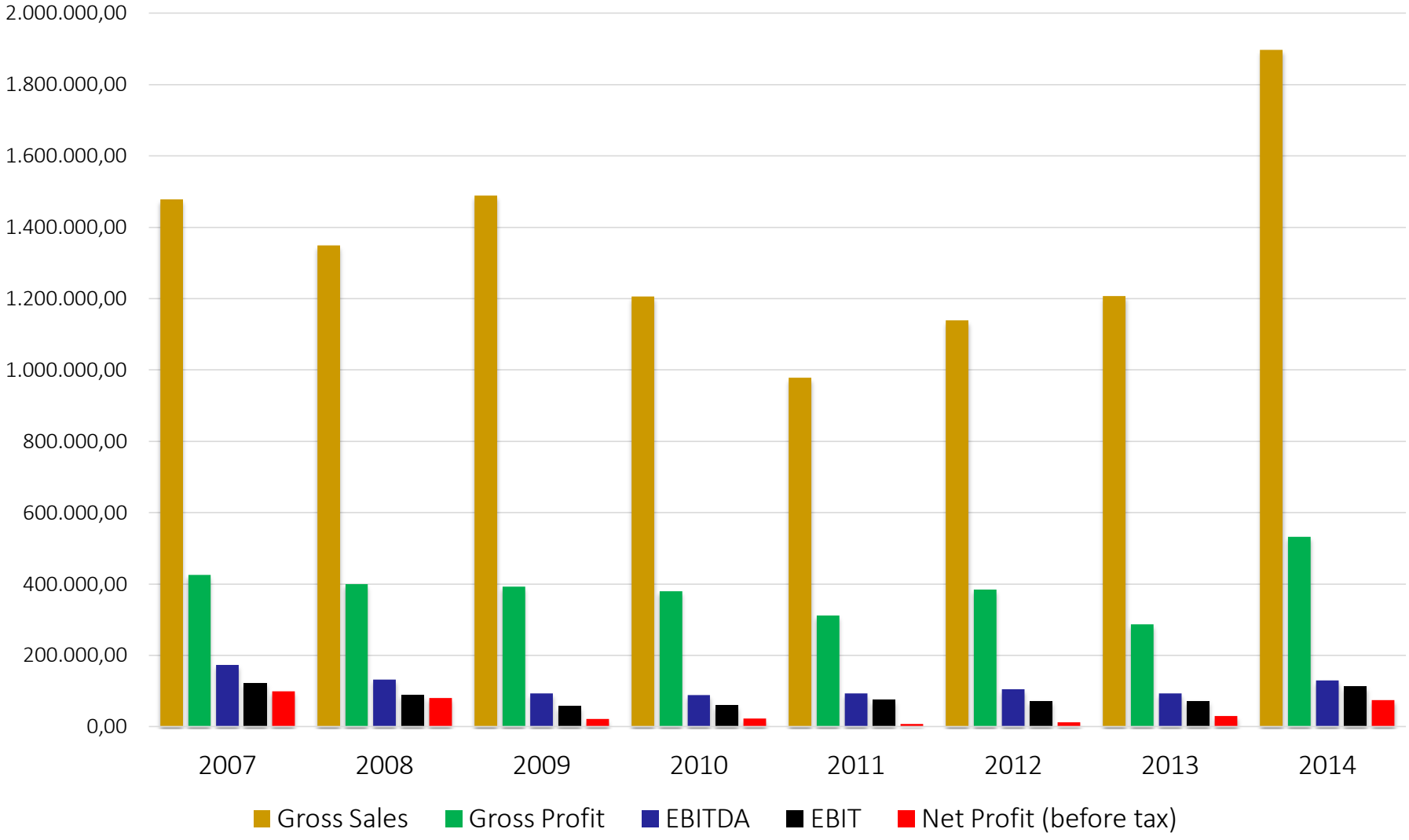
- *Characteristics:*
  - *Bulletproof*

- *Target Market:*
  - *24/7 services providers (gas stations, pharmacies, train stations etc)*

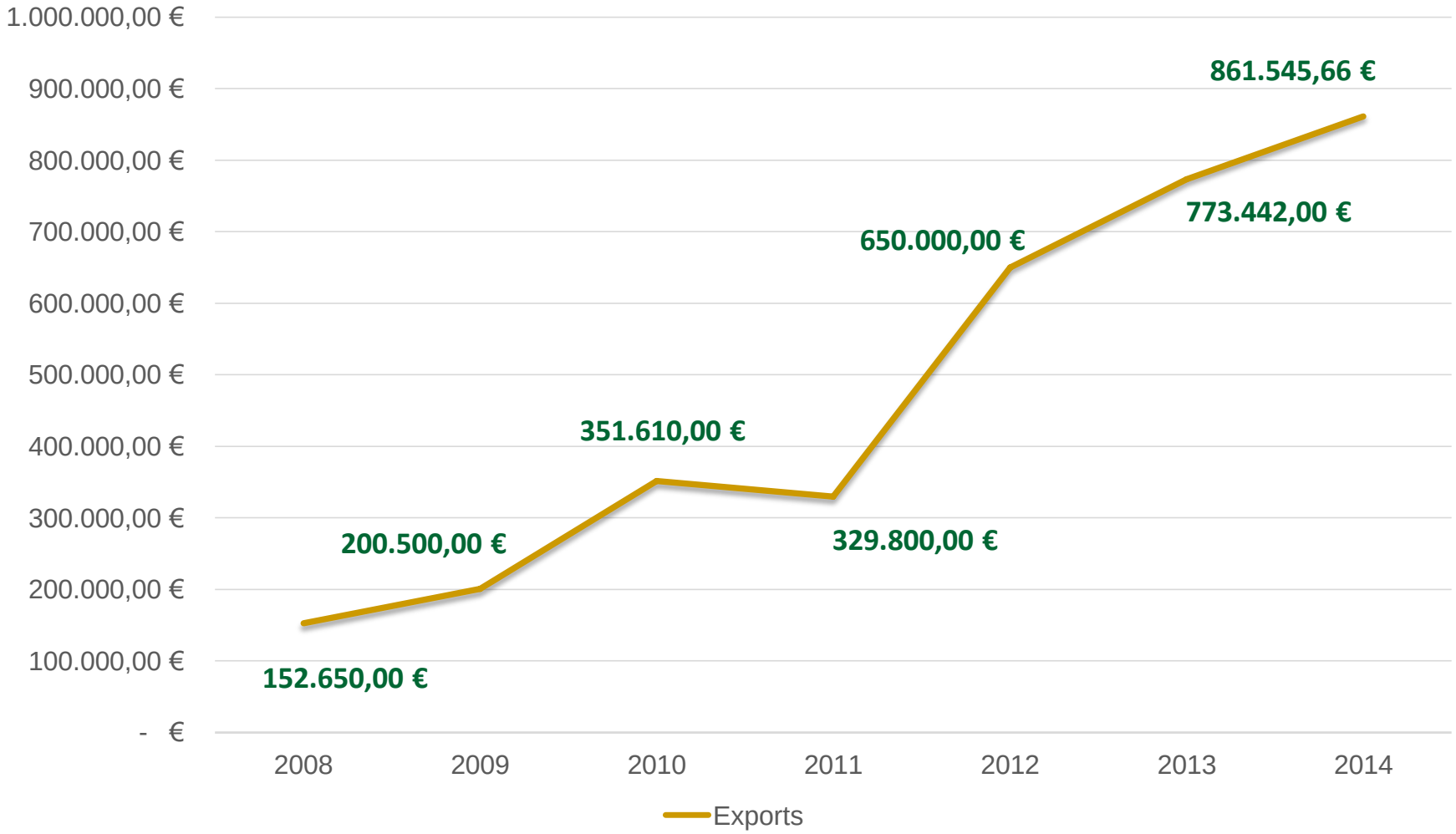
Other Products - Applications

- Permanent & Portable Bulletproof Sentry Boxes
- Portable Non Bulletproof Sentry Boxes
- Portable Offices
- Portable Worksite Cabins
- Portable Ticket Offices
- Check Points (borders, buses, tolls)
- Portable Classrooms
- Portable Sanitation Rooms
- Portable Freezers
- Rescue Cabins
- Easy-pack type of Cabins
- Cabins for Ski Centers
- Portable Canteens
- Portable Health Cabins
- Archaeological Use
- Automated Teller Machine (ATM)

Key Financial Data 2007 – 2014



Exports 2008 - 2014



Exports – Gross Sales relationship

in thousands of €	2008	2009	2010	2011	2012	2013	2014
Gross Sales	1.349,46 €	1.489,50 €	1.206,07 €	978,51 €	1.142,15 €	1.207,55 €	1.897,86 €
Exports	152,65 €	200,50 €	351,61 €	329,80 €	650,00 €	773,44 €	861,55 €
% of Export to Sales	0,11	0,13	0,29	0,34	0,57	0,64	0,45

Exports constantly rising as a % of sales.

Compound Annual Growth Rate of Exports 34 % until 2013.

Contact Info

9th km Thessaloniki – Katerini Road, Greece
Tel: +30 2310 796755, Fax: +30 2310 723462
Url: www.kibo.gr, E-mail: glentos@the.forthnet.gr

Kibo Security Buildings
Rooklands, West Grinstead, West Sussex, RH13 8LL
United Kingdom
Tel: +44 1403 710855
Url: **www.kibo-security.co.uk**
E-mail: info@kibo-security.co.uk