















It's obvious when you think about it. If you have a safe, chances are that it's full of your valuables. Insurers will only insure cash and valuables above relatively low values if they are stored in an approved safe, installed by approved installers.

Organised burglars know this, which is why the safe is now a target for thieves.

Time in in the home or business is critical for a burglar. The longer they're there, the risk of being caught increases by the minute. So they want to be in and out as quickly as they can.

Even bolted down, as safe can be stolen in a few minutes and taken back to their lockup where it can be opened at leisure with very low risk of being caught.

The safe is a safer option for a big score, ever with other security systems in place.

Once off your premises, the chances of detection are very low as Police have no obvious way of finding a safe, until it is discarded, empty, which is too late.

Of course it's insured, as are the contents, but insurance doesn't cover sentimental value or replace very rare items.

The insurance and safe industry are focussed on the fixings which helps, but not enough. Despite their best efforts, theft of safes are up by a factor of 8 on last year.

This is the biggest challenge facing the global safes industry and has been for many years.

#### The market

There are an estimated 7 million safes in the UK alone with 300,000 new safes being sold each year. In the US, the market is 5 times as big and it's growing Worldwide with a CAGR of 4.3%. Worldwide, this is a £4 Billion industry.

Triforce have developed a product that addresses this problem, that will detect If a safe is being attacked or moved and communicate it's precise location directly to a smartphone app. It's called the SafeGuardian,

Located inside the safe it is safe from attack during the burglary and has a range of features in the pipeline, including audio & video recording and live GPS transmission of it' location enabling law enforcement to arrest the thieves and recover the safe and contents intact.

With three installation options, the entire market is available for penetration. Safe manufacturers are engaged in the design and will be able to build SafeGuardian into new safes on every continent. A retrofit option is available with a digital keypad replacement and an option to upgrade a safe without changing the locks.

Retrofitting will be provided to the industry as a complete solution including installation and maintenance, along with their own versions of the core tracking app.

This is a substantial market, worth approximately £5 billion in it's own right and SafeGuardian will be the first to market, setting the standards and prime for a multi million pounds industry buyout in 2026.

### Competition

The state of the art for protecting a safe (and valuables contained therein) comes in three forms.

- Perimeter security
  - a. Gates & locks
  - b. CCTV
  - c. Alarm System
- 2. Safe security
  - a. Safe approval ratings
  - b. Concealment
  - c. Fixing to floor
  - d. Wifi systems
  - e. Limpet style systems
    - Sit outside the safe
    - ii. Easily visible & removable
- 3. Contents Security
  - a. Marking contents with smart-water etc
  - b. Digital trackers that operate once the safe is oper



Modern home / business security is complex but above all it's digital and connected. Safe technology is 20 years behind the curve in terms of digitisation and connectivity.

Systems communicate via the IOT with wifi and there are safe systems that will connect with the wifi to communicate it's status. But not location once beyond the wifi range.

Once the safe is being attacked, the burglar has penetrated gates, lights, CCTV, alarms and is already in the house and aware that they're being watched, often on live stream CCTV by the owners. It's too late to prevent a burglary. What do you think is burglars priority at that point? Get out before they are apprehended...Typically, within 15 minutes, which means they have to take the safe to a more secure place to open it.

And when they do, the safe is invisible. In a digitally connected world, with advanced mobile communications, there needs to be a better solution that is technologically current. .

## Digital Solution

SafeGuardian embraces digital revolution in home security and communicates from a device located within the security of the safe switch means it cannot be attacked.

It connects into smart connected alarms as a device. But also, connects via a mobile phone sim card to the 4/5G networks to a smart phone app.

SafeGuardian monitors the safes location and integrity second by second, informing the safe owner not only that where it is, but if it has been opened yet.

This information can be provided to law enforcement to attend the location, recover the safe and apprehend the criminals.

When under attack and removed from the premises, can record audio and video to help the Police make arrests and provide evidence for convictions.

SafeGuardian disrupts the safes industry and provides unique opportunities for an analogue industry to embrace the digital revolution.



## Projections

The goal is to exit with an industry buy out in 2026/7 having established a market in the UK, US and EU from 4 core products.

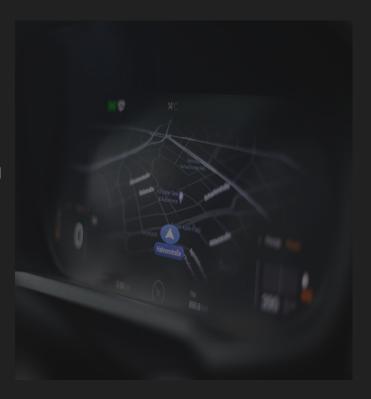
- License fees for new safe.
- Retrofit with Digital Keypads
- Retrofit without Digital Keypads
- App sales and revenue

Sales projections are impressive and based on a 20% penetration for new safes and just 1% for retrofit markets.

#### Revenues

- 1. 2024 £8.96 Millior
- 2 2025 £17 2 Million
- 3. 2026 £28.46 Million

Exit in April 2027 planned for an industry buy out The security and safes industry expansion is largely based on acquisition.



# The Opportunity

We are working with the BSVTA, the Insurance industry and UK law enforcement to develop a complete solution that meets the needs of the industry as well as customers. A solution that deters burglars and is compatible with law enforcement processes to enable the undeterred burglar to be apprehended and convicted.

An Innovate UK grant application is written and ready to submit. We are raising matched funding for the grant and for commercialisation immediately afterwards.

We want to raise £350,000 to get to market and have 20% of the shares available for this investment with an anticipated 600% ROI by 2026 and £2M+ investors payout on exit.



#### Contact us for more information

For investment enquiries please call Nigel Hughes on

01256 959834 07377 645644

Or email <u>nigel@triforcetechnology.co.uk</u>

Or visit <u>www.triforcetechnology.co.uk</u> to register interest