

20 March 2018

## **BQT SOLUTIONS DISTRIBUTION UPDATE**

Future Fibre Technology Limited (ASX:FFT) is pleased to announce that its controlled subsidiary BQT Solutions has entered into Distribution Agreements and received initial inventory orders of USD152,573 from dormakaba Australia Pty. Limited and dormakaba NZ Limited.

The Agreement with dormakaba Australia Pty. Limited is for the non-exclusive distribution of BQT Solutions co-branded locking products within Australia and the Agreement with dormakaba NZ Limited is for the exclusive distribution of BQT Solutions co-branded locking products within New Zealand. Both Distribution Agreements are subject to annual review by the parties.

dormakaba Australia Pty. Limited and dormakaba NZ Limited are both subsidiaries of dormakaba Holding AG ("dormakaba") (stock symbol DOKA) which has been listed on the SIX Swiss exchange since November 1995. dormakaba is one of the top three companies providing access control security solutions in the global market and provide a comprehensive range of secure access products, all from a single source. dormakaba has more than 16,000 employees and numerous cooperation partners in over 130 countries.

BQT Solutions has also just completed a series of successful product marketing roadshows around Australia to launch its executed non-exclusive distribution agreement for BQT Solution's access control products with Consolidated Security Merchants in Australia Pty. Limited (CSM). The Distribution Agreement is subject to annual review by the parties. CSM are a highly experienced solutions based distribution company providing market leading solutions in electronic security technology to industry for both commercial and domestic markets. CSM operate through five branches across Australia in Melbourne (Head Office), Sydney, Brisbane, Perth and Adelaide.

Geoff Cleaves, CEO of BQT Solutions remarked "We look forward to long, successful relationships with both dormakaba and CSM. We are keen to build the relationship with both organisations and explore opportunities to expand the distribution of BQT Solution's products through the dormakaba worldwide network. "

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## **About FFT Group**

FFT Group is a market leader of risk management services and technologies, trusted by some of the most security conscious commercial, industrial, military and government clients in the world.

The Group features a range of complementary solutions including intrusion detection for perimeters, pipelines and data networks, biometric and card access control, a range of high security locks as well as the secure international logistics and storage of high value assets. Through decades of innovation, the FFT Group continues to build upon a comprehensive portfolio of premium services and technologies for the most complex and demanding markets.

Our business truly serves a global market, with our knowledgeable team spread across six continents, providing market and industry expertise directly to customers. With more than 5,000 sites protected, the FFT Group is proven to deliver first class services and technologies that surpass the expectations of our partners and end users.

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