



TECHNOLOGY IN MOTION

# A new locking system for the new decade

REINVENTING ENTRANCE TECHNOLOGY

**instinct**<sup>o</sup>  
by MACO



reddot winner 2022

[maco.eu/instinct](https://maco.eu/instinct)

## INSTINCT

# Reinventing Entrance Technology

» If I had asked people what they wanted, they would have said **faster horses.** «

Henry Ford



With INSTINCT, MACO is revolutionising the whole concept of door locks, from top to bottom.

The cylinder lock has gradually evolved and been optimised over more than 150 years. So we started wondering:

- What if we could find a way to lock and unlock doors in a totally different manner?
- What if locking systems no longer dictated the height, width, and shape of a door?
- What if all that also meant unmatched flexibility in the door manufacturing process?

In our search for answers, **we have deeply analysed the needs of customers**, manufacturers, architects and dealers researching new technologies and unconventional ways of thinking.

The result is no less than the start of a **new era** in the history of door locking.

Our outstanding performance in design and innovation has received two awards. INSTINCT is winner of the German Innovation Award and has received the Red Dot Award of Product Design 2022.



reddot winner 2022

We hope you spend an inspiring few minutes discovering INSTINCT, the fully-electronic locking **system with the revolutionary horsehead mechanism.**

# Inspired by human behaviour

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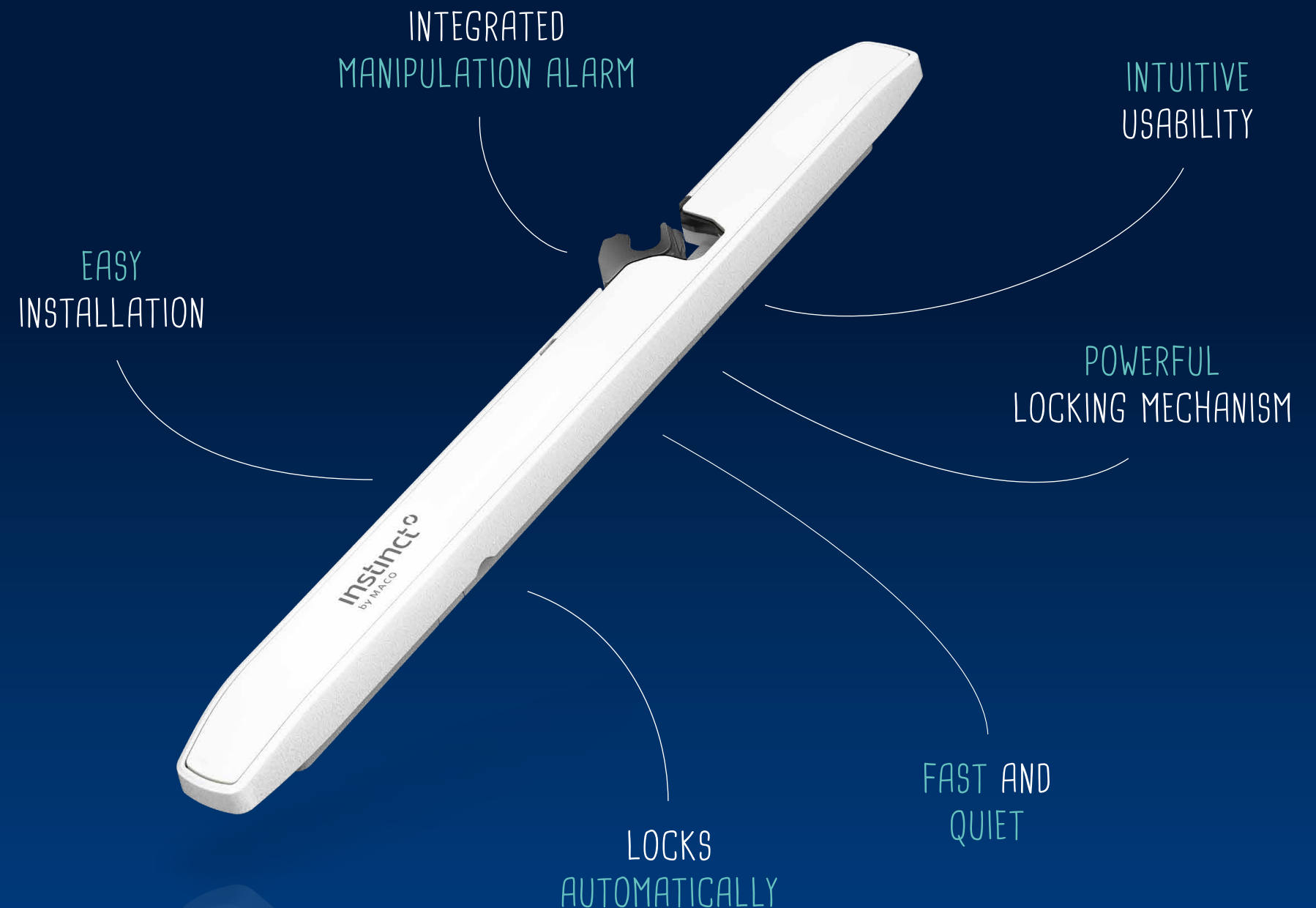


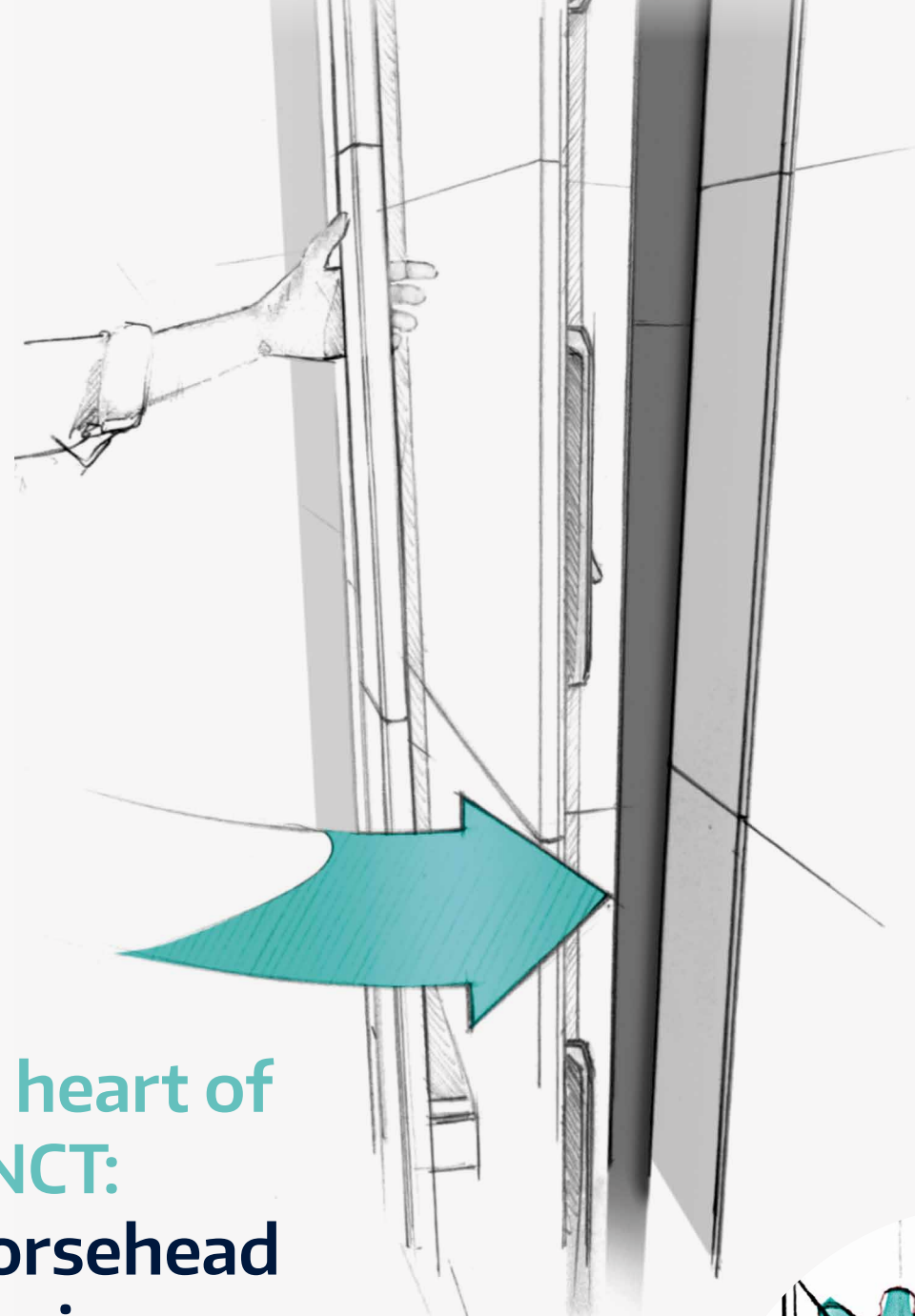
Our human instincts enable us to carry out certain complex actions, even if we don't have any previous experience with them. Just one impulse triggers a hierarchically-structured mechanism in our nervous system. This is the fascinating principle of nature, that also underpins our fully-electronic INSTINCT locking system.

In the same way that human instincts protect us and allow us to react instantly to certain key stimuli, INSTINCT effectively protects your possessions against theft. The innovative multipoint locking system completely automatically locks the door, while generating the highest contact pressure. It detects any attempt to manipulate it instantly, and alerts you right away.

Another benefit is the fact that you can get all of the components from a single source:

- the **Guard locking component** with the revolutionary horsehead mechanism (available in the Guard+ version with additional motorised contact pressure)
- the **mobile app** for convenient usability
- an **extensive range of accessories** – preassembled and perfectly coordinated with each other



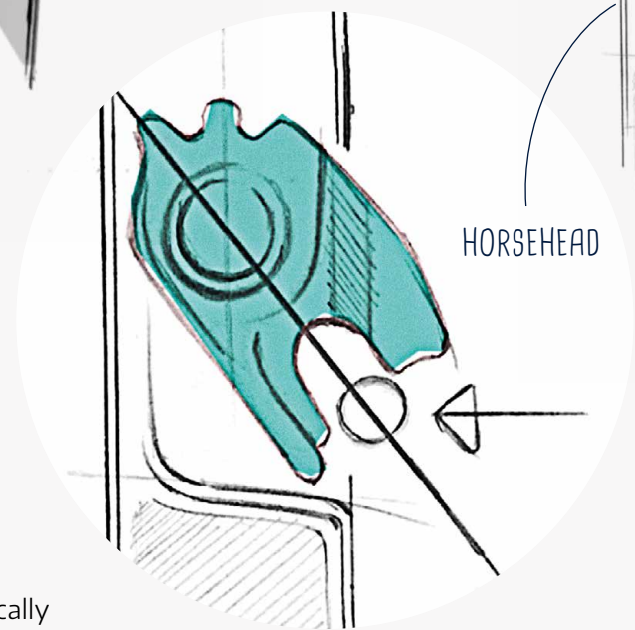


## At the heart of INSTINCT: The horsehead mechanism

INSTINCT makes a radical break from the usual principles underlying conventional multi-point locks. You have unprecedented flexibility to position the individual locking components where you want on the door. This is possible since they work together to form a fully-electronic, multi-point locking system, that makes the cylinder lock unnecessary.

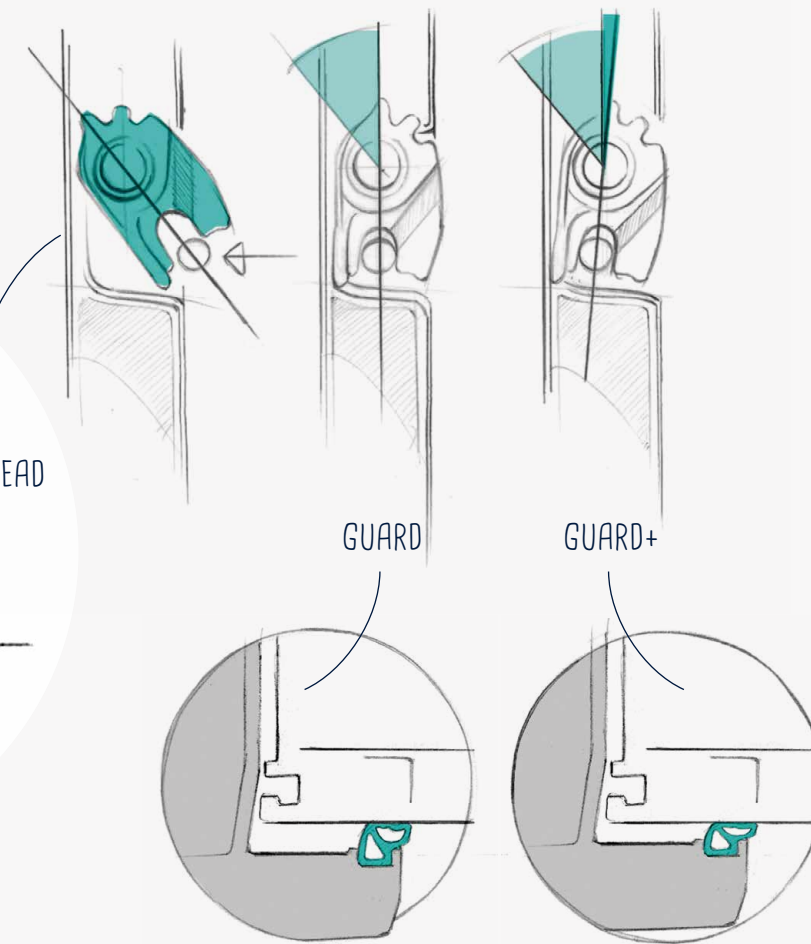
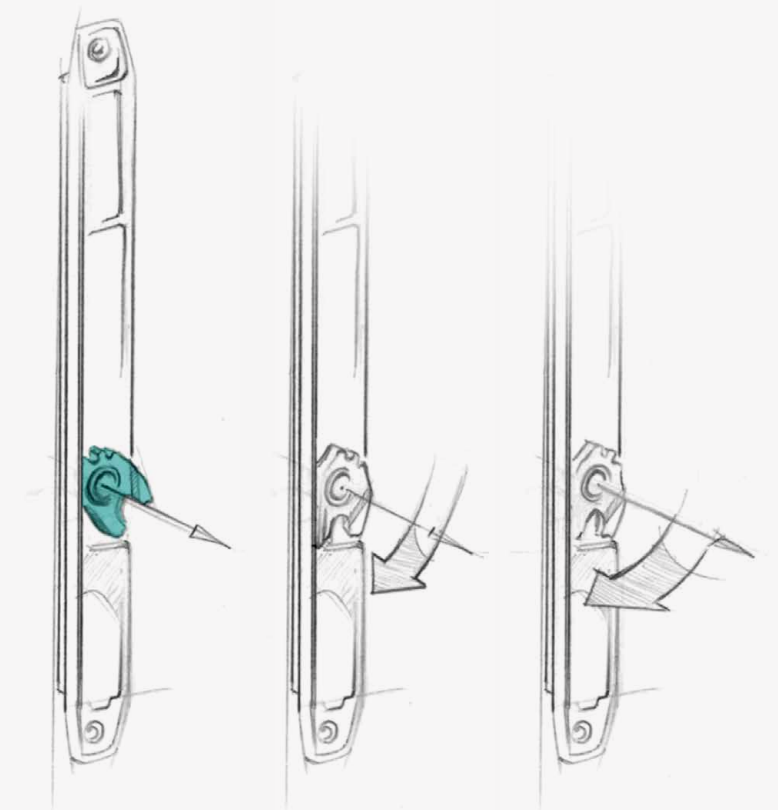
The horsehead mechanism gets its name from the shape of the locking

element and the way it moves in the same direction as the door. It leverages the door's mass while it is closing, generating contact pressure and locking the door securely. The sophisticated mechanism ensures that the door is practically stuck to the frame, locks automatically and slides into the striker plate. All you hear is a pleasant sound, as it clicks shut.



### Flexible motorisation

In its standard version, INSTINCT locks doors mechanically and automatically, while with the Guard+ premium model the motor pulls the door even more tight against the frame. This ensures maximum contact pressure and further increases draughtproofing and insulation. Both variants look exactly the same and can easily be combined in the same door.



### Integrated daytime function

The daytime function temporarily deactivates the automatic locking process. It still ensures that every locking point is engaged, which keeps the door closed when there are wind gusts or draughts. Users can reactivate it easily using a wall switch or the INSTINCT app. It's integrated as a standard, with no additional components or price surcharges.



**We're seeing higher demand for personalisation in the premium market.**



## Innovation opportunities in the door market



**Guido Felix**  
Managing Director MACO Group

**Q: It sometimes seems as though everything has already been achieved in the door market. Is there still room for innovation?**

**A:** Absolutely. That's particularly obvious from the design aspect. We're currently seeing higher demand for personalisation in the premium market. Until now, choice in door dimensions and shapes was limited by the locking techniques. However, our new INSTINCT system smashes these constraints with its ground-breaking technology, opening up new opportunities for innovative design in terms of door height, width, and shape.

**Q: The need for security has been increasing for years. Which MACO innovations meet this requirement?**

**A:** Our horsehead mechanism sets a new benchmark in terms of break-in prevention, since it completely does away with the cylinder lock. The compact system is easy to conceal and can even be installed in places that are difficult to reach. That creates a major hurdle for would-be burglars. In addition, every locking point is fitted with sensors that trigger an alarm at the first sign of tampering.

**Q: Which new options have emerged through digitalisation?**

**A:** The options are almost endless. The question is, which ones are actually useful. Customer needs are always at the top of our priority list, when we're developing innovations. For example, INSTINCT lets you give one-time

access permissions. That solves a real problem for customers, because it makes it so much easier for them to coordinate with delivery services, cleaners, and tradespeople. Ease of use is naturally also a key aspect. Even the most innovative features will only make it into our range, if they're also intuitive to use.

**Q: Is an electronic locking system only something for young people?**

**A:** Quite the opposite! People live with their front door for many years, so it should be designed for a variety of life stages. We've ensured that every life situation is covered with features like keyless operation, day release, and childproofing. Amongst all of them, automatic locking is the most valuable. The house is securely locked without you having to remember to turn a key. That's practical, because we can all be forgetful from time to time, no matter what age we are.

**Q: You say "People need to experience INSTINCT." What makes the system so special for manufacturers?**

**A:** INSTINCT is an electronic locking system that we developed in intensive collaboration with manufacturers. With fast and lean logistics, maximum flexibility in production, minimal milling work, and ultra-simple installation, using electronic locking systems has never been easier for them. Plus, INSTINCT gives them an excellent way of differentiating themselves in their market.



# Benefits for users

## Revolutionary Horsehead mechanism

The lock with a hook shaped like a horse's head moves in the same direction as the door and generates extremely high contact pressure. Locking and unlocking is very fast and quiet. Details on pages 6/7.

## Mobile convenience and usability

The associated mobile app is incredibly convenient. People can easily define who has access and who stays outside. Details on page 15.

## Highest level of security

Burglary prevention is a core competence of ours, and you can see that with INSTINCT too. Along with top-flight mechanical security, you'll be impressed by features like fast break-in detection and a complete access report. Details on pages 20/21.

## Completely keyless

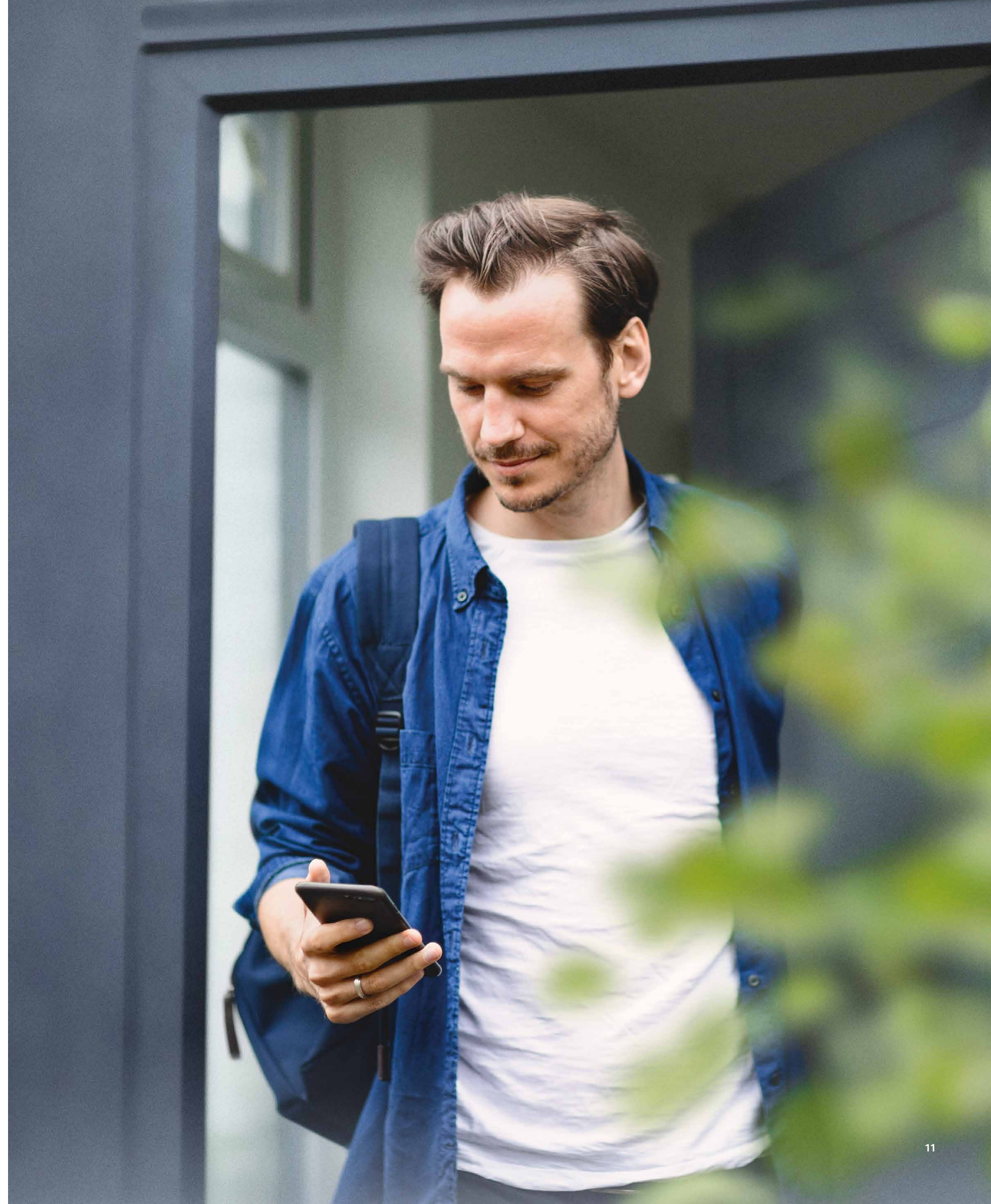
INSTINCT is a fully-electronic locking solution for front doors, with no keys at all. It can also be integrated with your smart home system. Details on page 14.

## Versatile personalisation options

With INSTINCT, you can create totally new door designs. The product itself is even available in different colours, so you can offer your customers a discreet match with their door colour, or add a contrasting accent as a design highlight. Details on pages 16/17.

## Reliable high-tech product

INSTINCT's very robust construction shows its excellent quality. It's 100% reliable too! We put every product through stringent quality controls prior to delivery. Details on pages 22/23.







## Benefits for manufacturers

### Unprecedented flexibility

You can place them anywhere – on vertical, horizontal, or even slanting door edges. You also have the flexibility to use up to 8 locking components. Plus, you can even install them in the door frame, compatible with many profile systems, due to their ultra-compact size. Another first from MACO! Details on pages 18 / 19.

### Innovative differentiator

If you're a door manufacturer, INSTINCT offers you multiple opportunities to stand out from your competition, with better design, technology, and usability. Details on page 25.

### Easy assembly

Since INSTINCT works without a mechanical cylinder, it reduces the need for routing. It's been specially optimised to facilitate your work as a fabricator, so you'll be delighted with the simple plug and play system and with all the components being available from a single source. Details on pages 26 / 27.

### Lean logistics, transport and warehouse costs

All of the accessory parts are perfectly coordinated with each other. Their small size and the compact product range give you multiple benefits in terms of installation, storage, and logistics. Details on pages 28 / 29.



# Mobile Lifestyle Convenience and flexibility every day



INSTINCT is ideally suited to your customers' mobile lifestyle. The app gives them maximum flexibility across all of their various life phases and everyday scenarios.



## Completely keyless

With INSTINCT, you can operate your front door easily with an app. You don't want to depend on your smartphone? No problem, you can also open your door with a fingerprint, code pad, or smart home system.



## High usability

We designed the INSTINCT app to be very intuitive. It's extremely easy to use while still offering smart functionality, that's self-explanatory and doesn't require any training.



## Maximum data security

All information is only stored locally. Nowhere else. The user has sole control over their data.

## Intuitive and convenient

Your INSTINCT app enables you to define access permissions easily and for each person individually. Common everyday challenges, like making a key available to cleaners, tradespeople, or delivery drivers, are resolved with a tap of your fingertip. You can define one-time entry permission, whenever you want, even if you're not at home. If you want to let people in and out as they please, during a specific time period, you can use the day-release function. It lets them use the door whenever they want. There's also optional childproofing. When it's activated, the kids can't leave the house

unsupervised. The practical reporting function gives you a complete overview of every time the door was opened from inside and outside. You get full control, along with maximum data protection.

## Overview of the smart features:

- Flexible access permissions
- One-time entry
- Daytime function
- Child lock mode
- Access report
- Construction mode

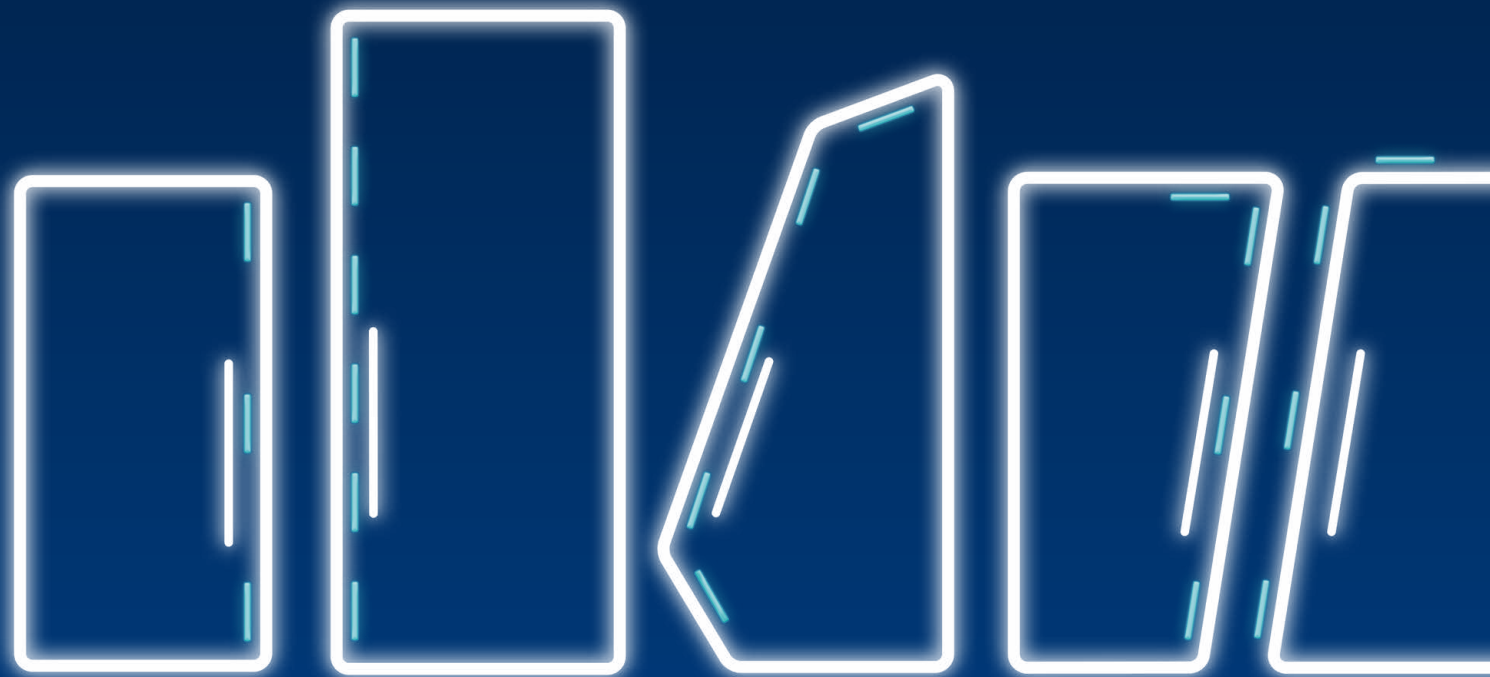


The app is available on:



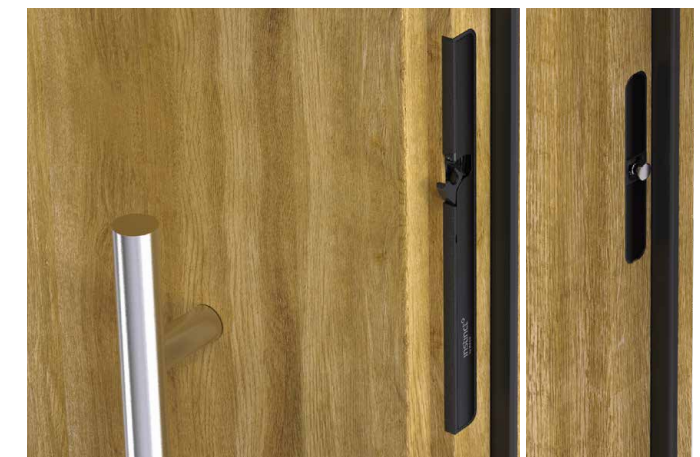


# New design freedom



The front door is the first thing a homeowner and visitors come into contact with, so it's a great way to create a good first impression. INSTINCT can help with this, by giving you unprecedented design options for the front door. There are virtually no limits on height, width, or shape.

The old locking cylinder is completely eliminated, thanks to the horsehead mechanism. It gives you an ultra-slim profile view, as well as a clean look to the door front. You can install INSTINCT either in the frame or in the sash, depending on the profile geometry of your door.



## Match your style

INSTINCT is available in multiple styles. You can even combine two different colours of the casing and the cover, in order to give those design oriented customers a sophisticated way of personalising their door. The locking components can be easily adapted to doors made of timber, aluminium, or PVC. Depending on customer preferences, you can integrate INSTINCT to be almost invisible, or use it as an elegant eye catcher.

The exceptional design quality and level of innovation has been awarded the Red Dot Award of Product Design 2022.



reddot winner

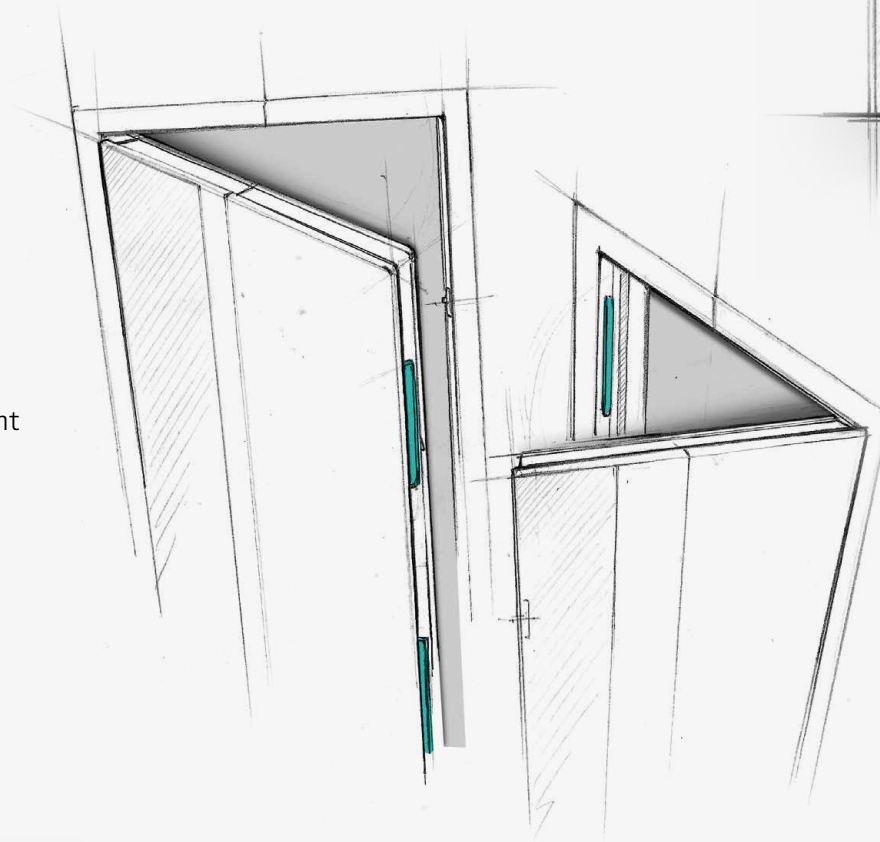
# Unprecedented flexibility

## Flexible configurations for every budget

The INSTINCT locking components are available in two different models. The Guard version locks the door mechanically and automatically, while Guard+ delivers additional motorised contact pressure. If required, you can combine both in the same door, and tailor the solution to your customers' needs and budget range.

## Installation in the frame or door sash

The INSTINCT locking components are exceptionally compact. That means you can install them on the door frame of many different profile systems. You're not restricted to a traditional installation in the door itself. It makes manufacturing the door sash significantly simpler.

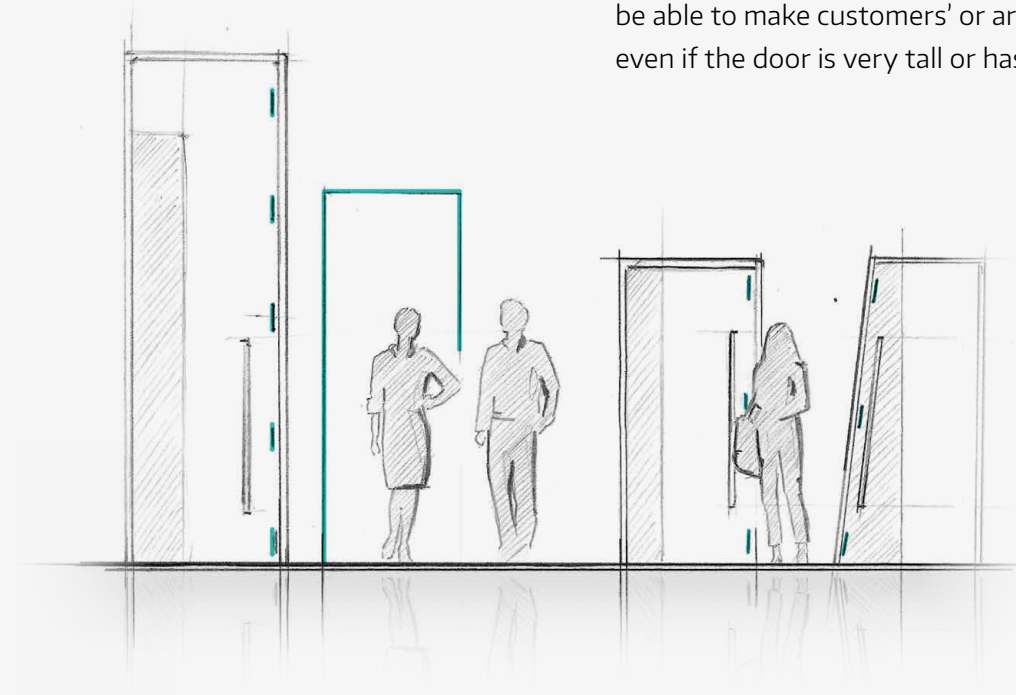


## Horizontal installation for modular security

If your customers want even more protection against tampering, you can offer them an additional locking point. This makes the door even more secure as it's attached to the frame on two sides instead of one.

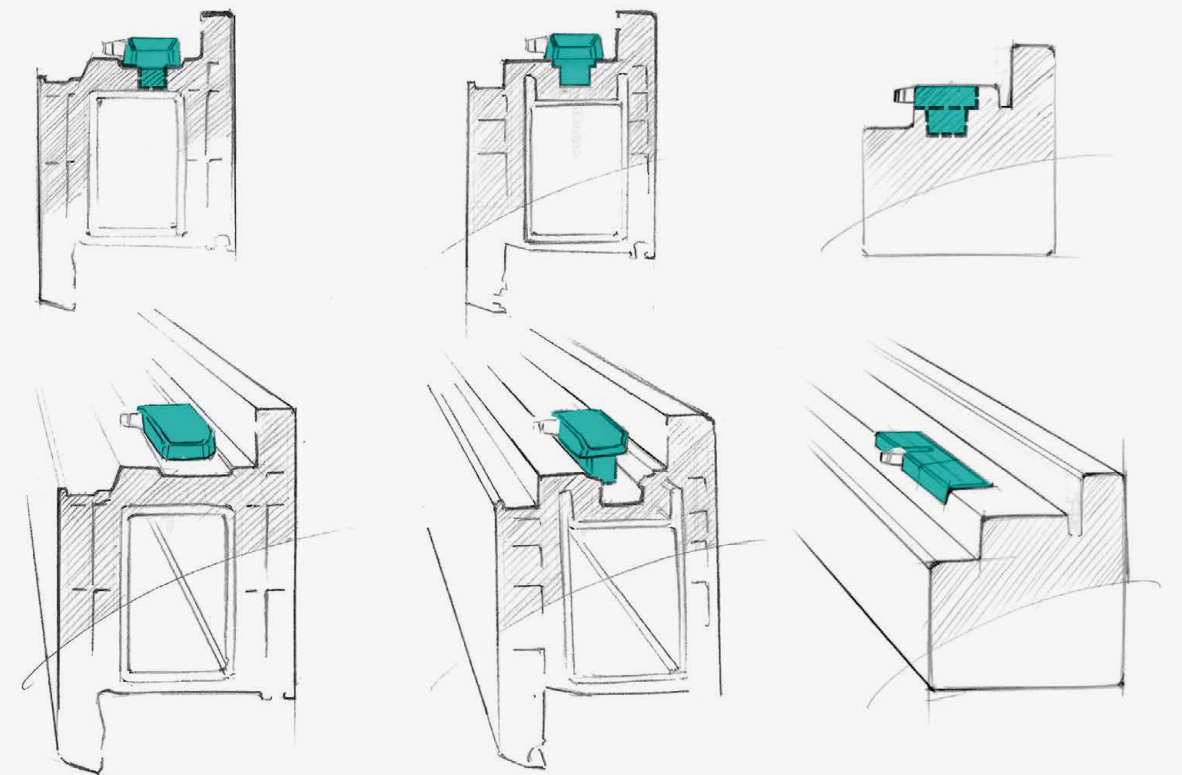
## Say yes to special requests

With the flexible positioning of each locking point, you'll be able to make customers' or architects' ideas a reality, even if the door is very tall or has an unusual shape.



## Tailored to your profiles

With its 3 different casing formats, INSTINCT is ideally adapted to your profile system. You can choose from two superimposed versions for PVC, aluminium, and timber systems, each with and without a eurogroove. There is even a casing for a flush installation in timber systems.

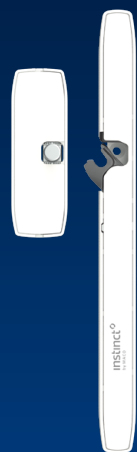




# Security for today and tomorrow

Break-in resistant according to the EN 1627-30 standard

INSTINCT clearly demonstrates MACO's market-leading security expertise. Only 3 locking points are needed to comply with resistance class RC 2.



**instinct**  
by MACO



## Variable number and positioning

Depending on the size of your door, you can install up to 8 locking points, to maximise contact pressure and break-in resistance. You can also place them wherever you want – on the door sash, on the frame, vertically, horizontally and in hard-to-reach places. Everything is possible with INSTINCT.



## Highest level of data security

All the components in the locking system communicate via an encrypted bus connection. There is also an encrypted Bluetooth interface for communication with the app. All data is only stored locally.



## Integrated manipulation alarm

Every INSTINCT locking component is fitted with several sensors that instantly detect tampering attempts and independently give off an acoustic alarm. They can easily be connected to common alarm and smart home systems. That way, it reliably warns you of unauthorised entry attempts and effectively frightens off burglars before they can get into the house.



## Complete event report

INSTINCT logs every time the door opens, from inside as well as outside, and generates a complete entry report. You'll know when everybody comes and leaves.



## Undercover protection

The locking points are all completely concealed. Since there's no cylinder, burglars can't see any visible elements to attack.



# A reliable high-tech product

## Tested for 36 years' use

An advanced locking system must meet the most stringent reliability requirements. That's why we've tested INSTINCT for 200,000 opening cycles. That's the equivalent of 36 years of continuous use with an average of 15 openings a day!

## 100% tested

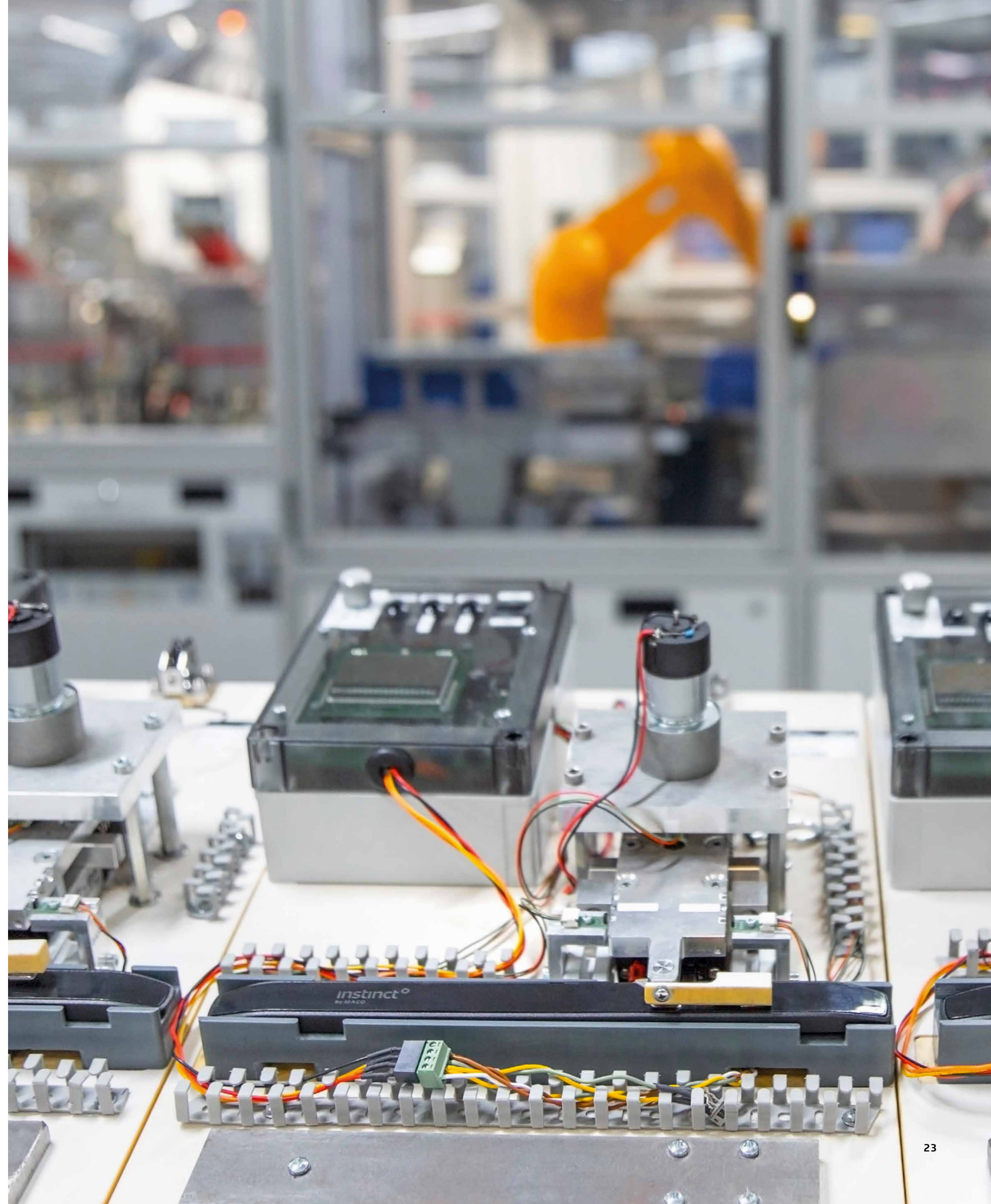
We don't rely on spot checks. Instead, we put every single article through extensive tests before we ship it. That's a natural part of our commitment to 100% reliability.

## High performance even in a power cut

The function of the INSTINCT System is fully maintained even if there's a power outage in the house. The emergency power backup lasts for at least 12 hours has got you covered.

## Highly tamper-resistant

The extremely tough construction isn't the only proof of its quality. Combined with a solid mechanism and high contact pressure, it resists even the most intense tampering attempts.





# Your competitive advantage: INSTINCT



» Why not expand internationally? INSTINCT lets you differentiate yourself with highly sophisticated designs. «



Our revolutionary locking system is a great way to stand out from your competitors. With INSTINCT, you'll delight your customers with genuine innovation and maximum ease of use. Even if they come to you with really unusual ideas for door shapes and designs, you'll be able to make their wishes come true, without any problem. After all, a premium house deserves a premium door.





# A fully integrated system to facilitate your production

With INSTINCT, MACO doesn't only deliver the locking system itself, but also all the right system wiring, cable transitions, gateways, and power supply units. You can interconnect all components in any combination you like, with simple plug & play and pre-assembled cables in different lengths.

## Unified standard

All the parts are perfectly coordinated with each other. That lets you create multiple solutions with the same standard product range.

## Minimal routing work

As INSTINCT has such a compact format, you'll have a lot less routing work than with conventional locking systems. There's no milling at all on PVC doors with a eurogroove!



1: Insert the cable and mount the cover profile



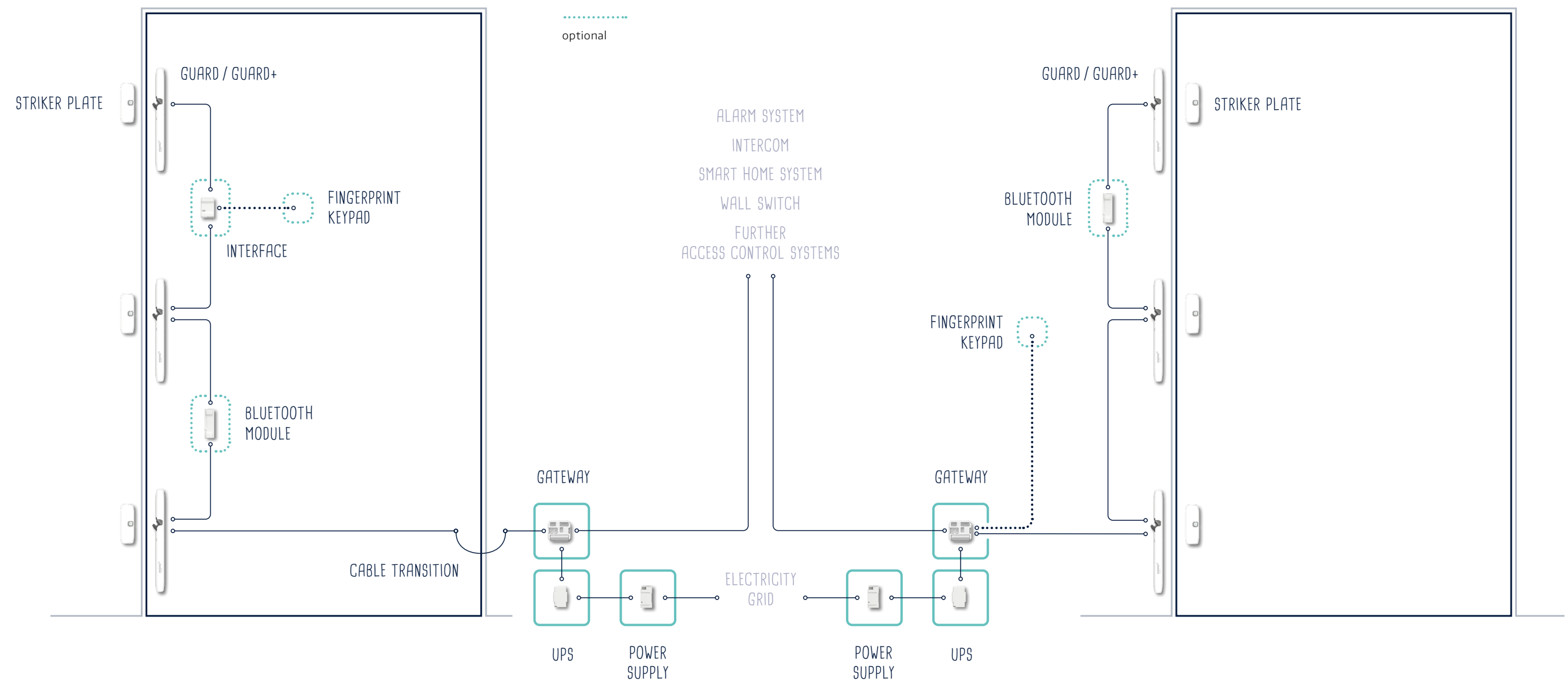
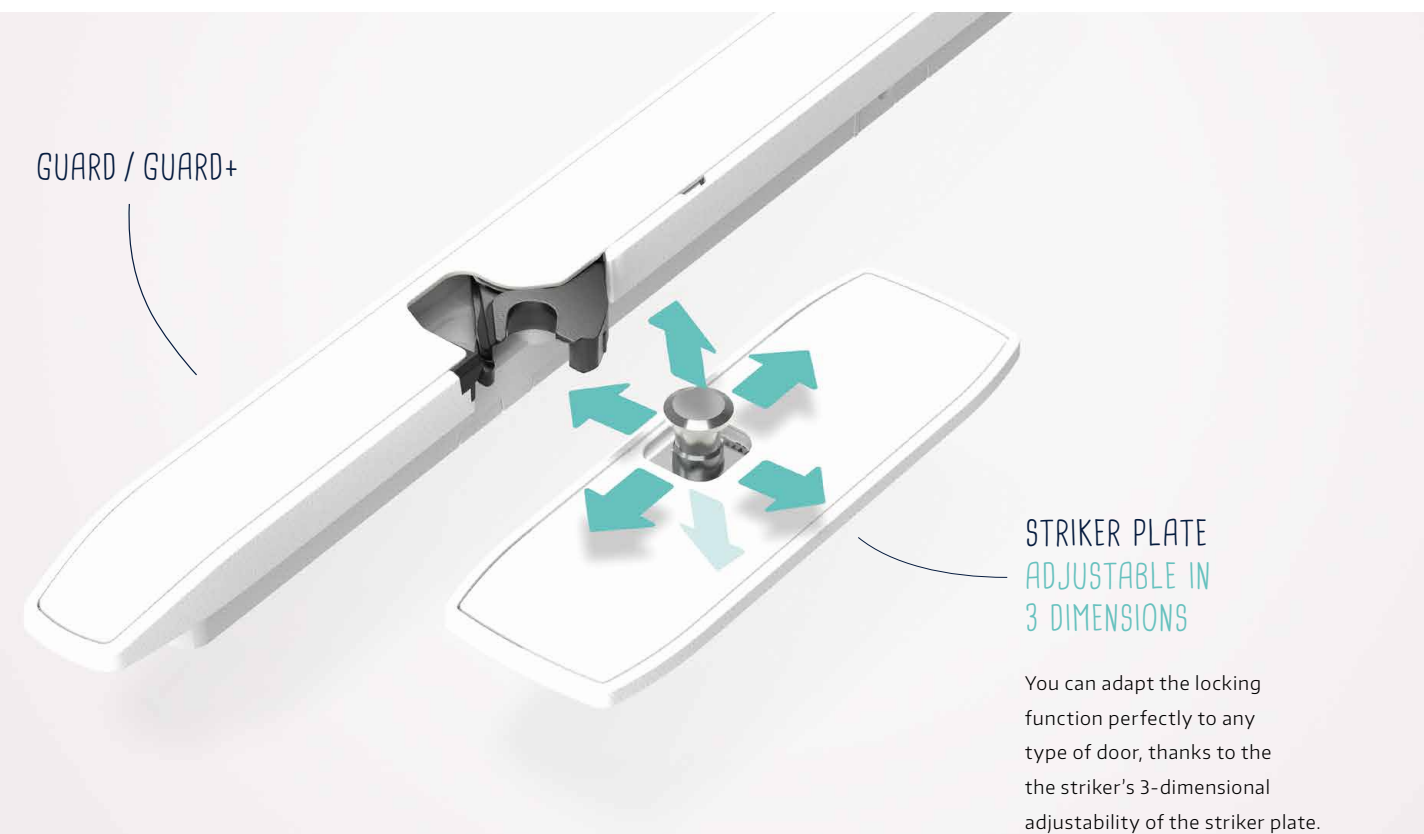
2: Attach the locking component and insert into the eurogroove



3: Screw on the locking component

## INSTINCT System Sash-side installation

## INSTINCT System Frame-side installation





One system –  
with so many  
options ...



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Reinventing Entrance Technology.

## INSTINCT revolutionises your logistics

### Modular system

Whether you're making a door with 3, 5, or 8 locking points, with or without additional motor-driven contact pressure, you have time to decide on all of these options until you start production. There's no need to order a special model beforehand.

### Lean product spectrum

Forget about the wide variety of traditional multi-point locking systems. INSTINCT is a modular system that dramatically simplifies your logistics and guarantees fast and reliable delivery.

### Minimal storage costs

The system's compact size and space-saving packaging makes it easier to transport, and takes up far less space in your warehouse. That saves you money, too.

### Easy handling

Its innovative shape simplifies transport within your company too, as you no longer need special pallets for long goods.

STORAGE SPACE  
TO RENT!







## Let's move forward together

It's easier to bring innovations to the market together. That's why we aim to make a big contribution to the success of your business with our excellent service, as well as with our products.

### Technical support and training

As a future INSTINCT partner, you'll benefit from our comprehensive, practically-oriented training program, and be well prepared for professional production with INSTINCT. You can also access our extranet for easy-to-follow assembly instructions and technical documentation.

### Sales support and marketing assistance

You can count on us for great sales and marketing support, with clear sales argumentations, targeted sales training, and high-quality POS materials, to ensure your success with the locking system of the future.



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CREATING  
INNOVATION