

NITRAS MEDICAL

YOUR RELIABLE PARTNER FOR MEDICAL AND NON-MEDICAL
DISPOSABLE AS WELL AS REUSABLE PRODUCTS. SINCE 2015.



AGENDA

1. NITRAS MEDICAL
2. Locations
3. Logistics
4. Product range
5. Private label
6. Quality management
7. Sustainability
8. Code of Conduct
9. Services
10. Social media
11. NITRAS SAFETY
12. Your advantages with NITRAS



1. NITRAS MEDICAL

Founded 01.09.2015

MCD Medical Care Dental GmbH, owner-managed until today

Due to growing demand for disposable products

Foundation of parent company in 1986

NITRAS SAFETY / AS Arbeitsschutz GmbH

Specialised in hand and arm protection until end of 1990s / beginning of 2000s

Continuous expansion of our product range followed (foot and eye protection, workwear etc.)

Manufacturer's brand NITRAS was registered in 1996

Has developed into a renowned and reliable brand on the market

Quality mark that reflects our high standards

// ENSURE SAFETY



1. NITRAS MEDICAL

We are characterised by

Reliable partner for medical and non-medical disposable as well as reusable products

Competent

State of the art, very well-informed and hungry for knowledge

Personal

Direct communication, participative and cooperative

Flexible

Innovative, individual and fair

Reliable

Fast, reliable and proactive

Our aim

To protect people's health and the environment as well as to facilitate life

// ENSURES SAFETY



COMPETENT



PERSONAL



FLEXIBLE



RELIABLE

1. NITRAS MEDICAL

Our certifications

ISO 9001

Quality management system

ISO 13485

Medical devices - Quality management system

ISO 14001 (in preparation)

Environmental management systems



2. LOCATIONS

Germany (headquarter)

Bedburg

Executive board / management

Purchase

Marketing

Product management

Sales (back office / field service)

Logistics

Custom

Clothing engineering

Warehouse (> 10,000 sqm)

IT

Accounting



2. LOCATIONS

China

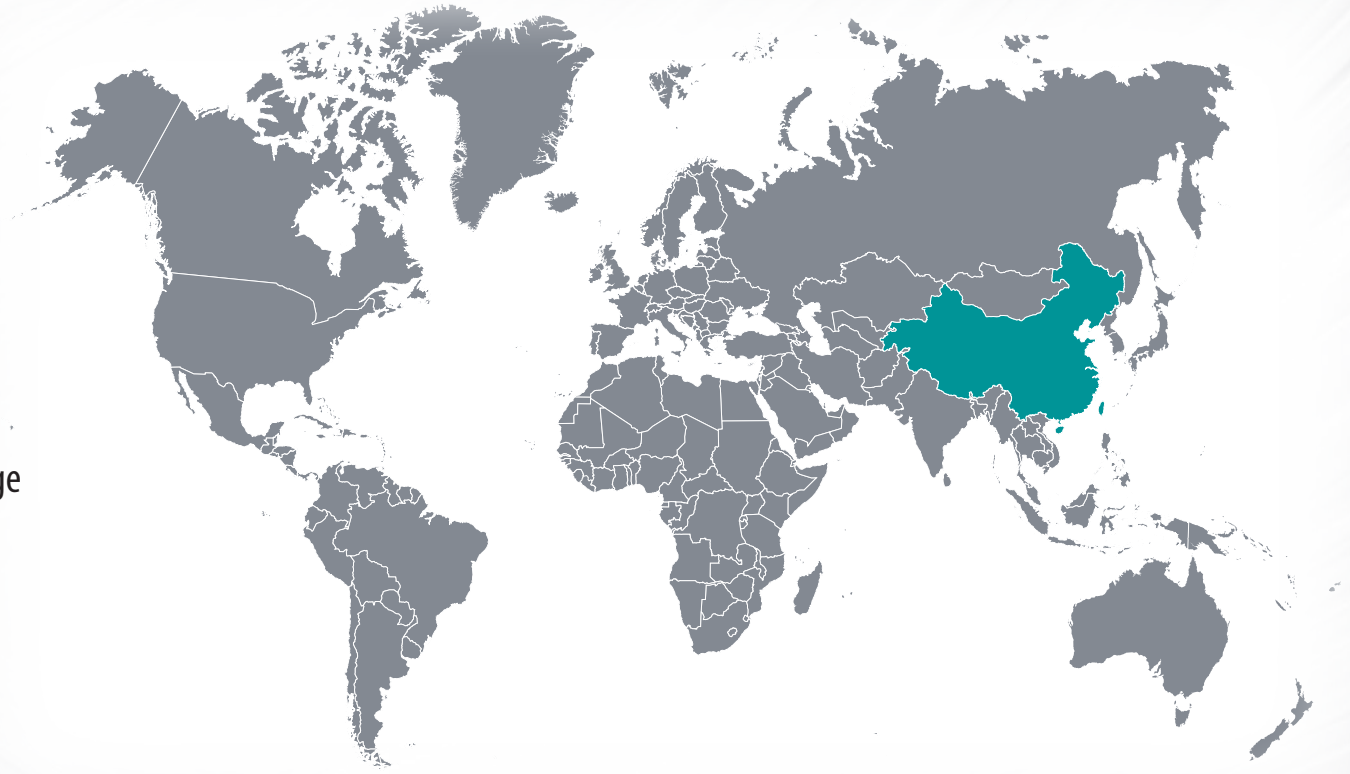
Shanghai

Supplier management and development

Purchase

Quality controls (prior shipment)

Recognition of market trends at an early stage



3. LOGISTICS

Warehouse management software and barcode system

Process optimisation of storage, order picking and dispatch

Optimal use of available space

Optimisation of staff routes

Multiple coded barcodes

Very low error rate

Clear storage place allocation

Hand scanners and roller conveyors

Digitalisation of warehouse processes (reduction of paper consumption)

Protection for staff and goods

High-availability WLAN and modern PC systems

High network stability

Optimal processing speed (stationary and mobile)



// ENSURESAFETY



3. LOGISTICS

Autostore®

Innovative system for automatic storage and order picking

Space requirement of stored products reduced by 75%

Energy-saving high-speed robots

Fast order picking using goods-to-man method

Perfectly suited for garments and accessories

Two ports for goods in and goods out

Currently 14,200 containers in use

Expansion with another 6,800 containers is prepared (activation if required)



3. LOGISTICS

New construction warehouse and office 2023

Property of approx. 11,400 sqm

Enlargement of the existing warehouse and office space

Building height 16 metres

Warehouse with 10,500 pallet spaces on an area of 5,000 sqm

Representative showroom

Laboratory for product testing

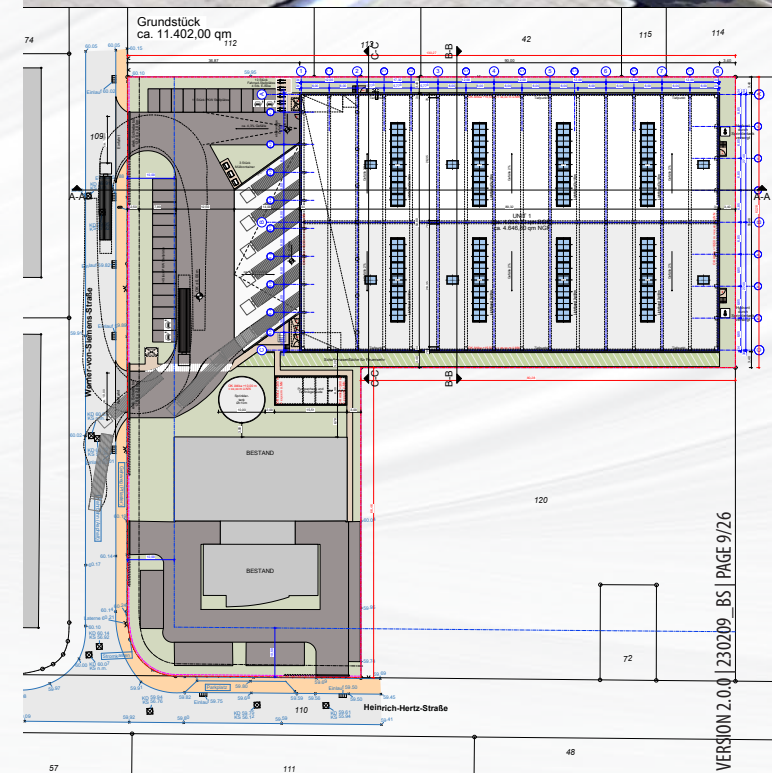
Sustainability

DGNB GOLD certification

Efficiency building BEG EG 40

Hall roof with photovoltaic system

Charging stations for electric cars



4. PRODUCT RANGE



Disposable clothing
head coverings, face masks, body coverings



4. PRODUCT RANGE



Disposable gloves

Disposable gloves made of vinyl, latex, nitrile, PE



4. PRODUCT RANGE



Disinfection and cleaning

Surface disinfection, skin and hand disinfection, instrument disinfection, spray and wipe disinfection, disinfectant wipes, soaps and washing creams



4. PRODUCT RANGE



Workplace equipment and accessories

Paper items like towels and covers, sterilisation packaging, dispensers, other



4. PRODUCT RANGE



Personal protective equipment (PPE) & workwear

Workwear, protective clothing, hand and arm protection, foot protection, respiratory protection, eye protection, kids selection



5. PRIVATE LABEL

Relevance and sales figures of private labels have been rising continuously

This important development also finds its way into PPE and workwear

Your advantages

Liberties with pricing policy

Distinguishing / defining one's own assortment (from competitors)

Effective instrument for customer loyalty

Easy way to create product innovations

Support of Corporate Design / employee identification

Memorable and sustainable advertising medium with use value

// ENSURESAFETY



5. PRIVATE LABEL

Our service

We offer an all-round carefree package

- ✓ More than 35 years of experience
- ✓ Proactive acting and very high expertise
- ✓ We conduct the certification process for you
- ✓ Very high quality assurance (Asia and Europe)
- ✓ Compliance with all legal requirements (Germany / Europe)
- ✓ Strong network in Asia
- ✓ Technical documentation and specifications
- ✓ Timely and professional handling
- ✓ Support with newsletter, promotions, catalogues etc.



6. QUALITY MANAGEMENT

Quality is our top priority

Quality-related characteristics (materials, fit, protective functions etc.)

Free from harmful substances and allergens

Consumer protection

Environmental protection

Close contact to partners worldwide (innovations, practical experiences etc.)

We comply with all requirements of German and European product safety legislation

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6. QUALITY MANAGEMENT

Our quality management system

Pollutant management

Supply chain management / development

Supplier questionnaires

Training materials concerning REACH, ILO etc.

Audits (announced and unannounced)

Inspection of factories, raw materials, outgoing goods, incoming goods

Spot checks

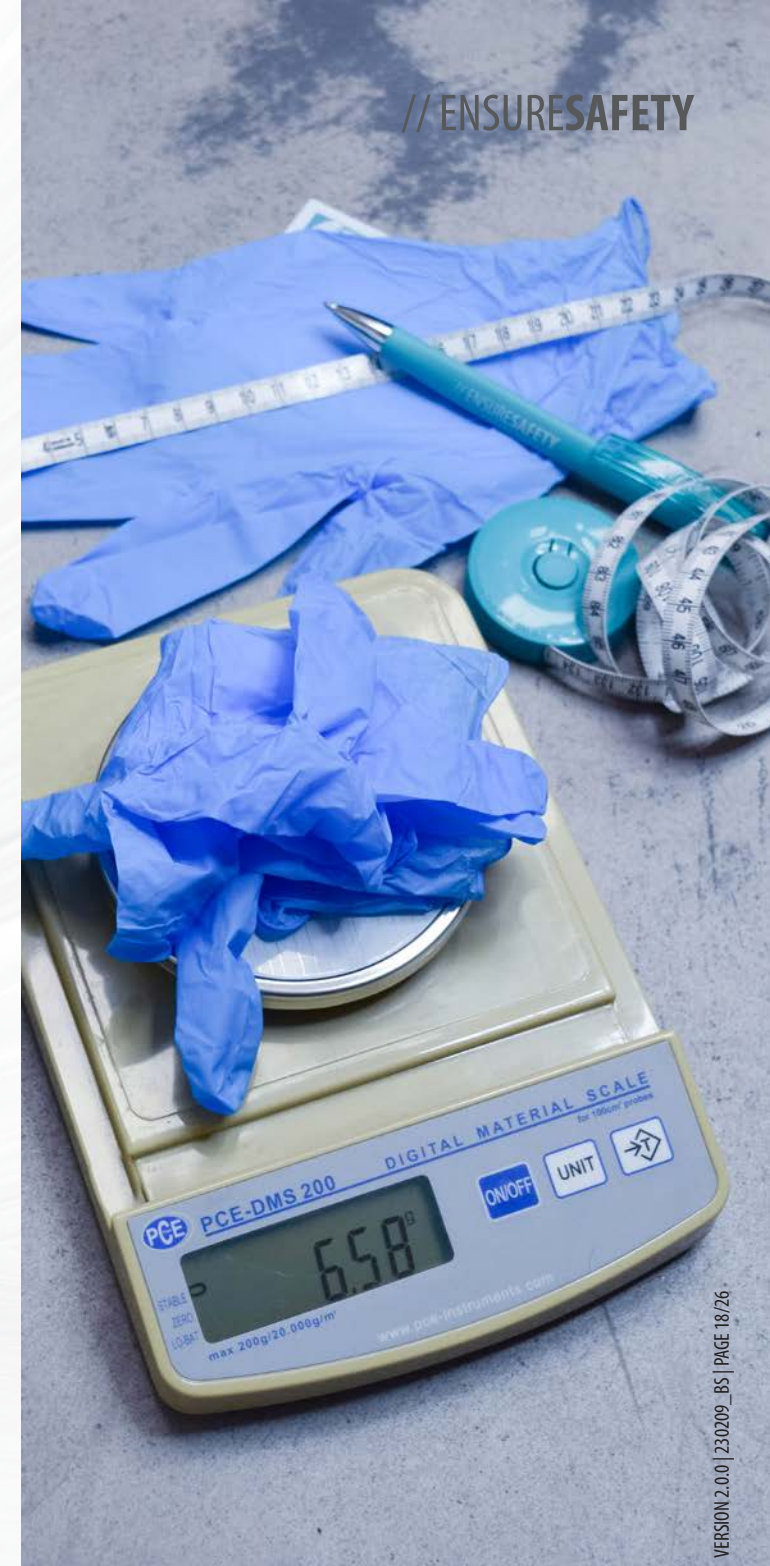
Asia: Personal inspections on site, sample drawing and testing carried out by our office in Shanghai or in Germany (prior shipment)

Germany: Inspection of incoming goods, voluntary testings for risk parameters, protective functions etc., own test equipment on site

Always state of the art (standards, regulations etc.)

Proofs, certificates etc. by third parties

e.g. material testings, BSCI



7. SUSTAINABILITY

Value creation has to be combined with sustainable action

Successful and future-oriented corporate policy is our aim

We focus on following aspects

Social aspects (e.g. protection of employee's and human rights (ILO))

Economic aspects (e.g. quality management)

Ecological aspects (e.g. protection of the environment (REACH))

Founded task force

Employees of different departments

Our whole company is being tested

Meaningful and effective actions are being implemented

7. SUSTAINABILITY

Current, ongoing and implemented actions (among others)

- Implementation of Regulation (EC) 1907/2006 (REACH)
- Elimination of plastic bags (packaging by pair) for protective gloves
- Elimination of plastic straps for outer cartons
- Use of energy-saving lighting appliances
- Improved conditions in terms of environment and employees in Asia (environmental / social standards)
- Use of organic foils made of sugar cane (stretch and wrapping foil)
- Use of carrying bags made of recycled PET
- Implementation of an annual fund-raising campaign to 10 non-profit organisations
- Successive implementation of a digital product catalog
- Elimination of unnecessary packaging, labels, hang tags, etc.
- In clarification with the EU: elimination of printed information brochures (Cat. I / II)

For more information, please refer to our sustainability report

www.nitras.de/en/nachhaltigkeit

Practical example: The mass makes the difference



8. CODE OF CONDUCT

Consistent rules which count for all of our partners

Trust, teamwork, honesty and respect is essential

Our general principles

Management practices that respect all employees' rights

Providing all employees with a safe and healthy work place

Providing all customers with safe to use products

Minimizing negative environmental impacts

Our general principles establish the basis for our partnerships

In addition we set more detailed core standards

Sozio-ethical aspects

Banned / restricted substances and allergens

Environmental sustainability



9. SERVICES

Training / consulting

Around medical and non-medical disposable as well as reusable products

Products, standards, certifications etc.

Long-term experience and trained staff

Support of your sales activities

Sales promotion

Creative and technically flawless materials (flyers, catalogues, pictures)

From creation to printing



10. SOCIAL MEDIA


Daily news and information

Inspiration

Company information

Product information

Uncomplicated dialogue

 LinkedIn NITRAS MEDICAL

 Xing MCD Medical Care Dental GmbH // NITRAS MEDICAL

 Facebook NITRAS MEDICAL

 Instagram nitras_medical

NITRAS MEDICAL newsletter in addition

Easy and fast sign up

News and information by email



11. NITRAS SAFETY

Our parent company for PPE and workwear is dedicated in following sectors

Craft
Industry
Logistics
Construction

Product range consists of (i.a.)

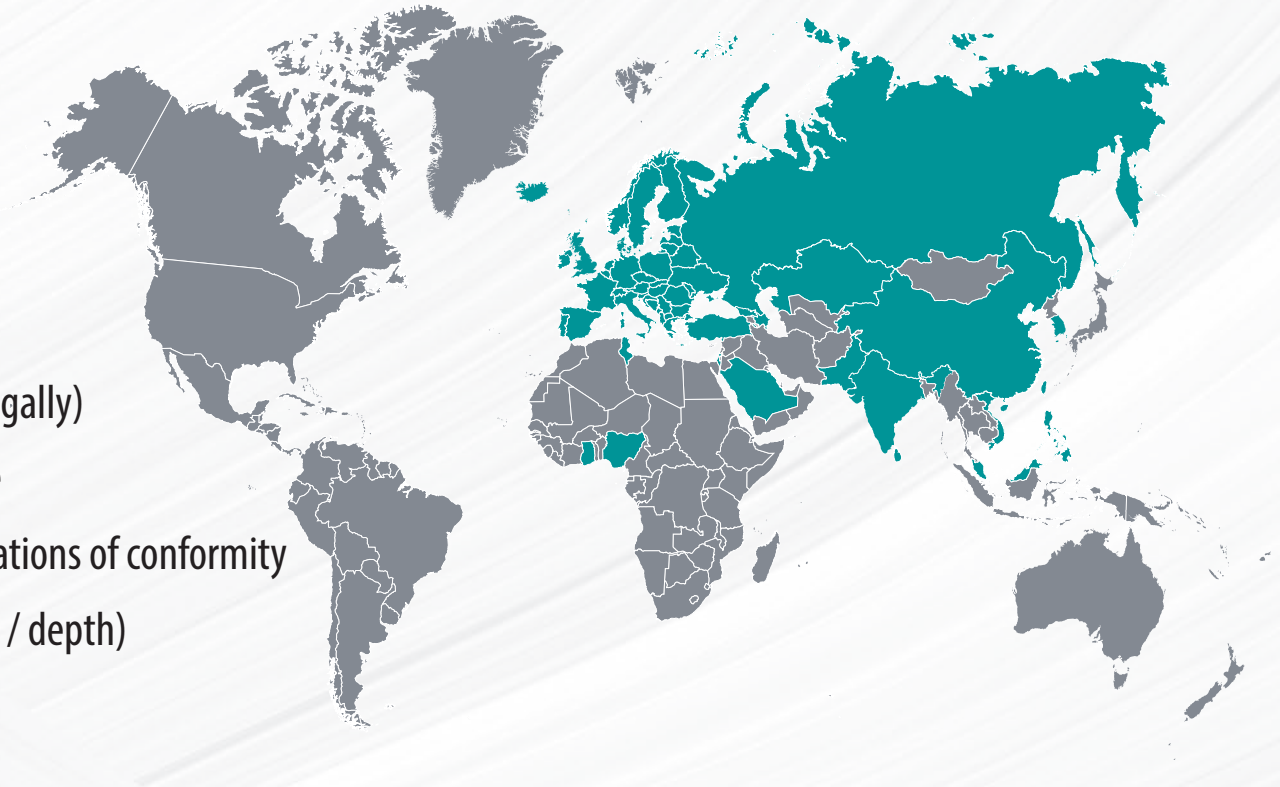
Workwear (trousers, jackets, aprons, pullover, shirts)
Protective clothing (protective overalls, protective aprons, high-visibility clothing)
Hand / arm protection (chemical protective gloves, cut protection gloves, leather and knitted gloves)
Foot protection (safety clogs, safety shoes, safety boots)
Respiratory protection
Eye protection

www.nitras.de



12. YOUR ADVANTAGES WITH NITRAS

- ✓ Sustainable quality assurance
- ✓ Excellent price-performance ratio
- ✓ Strong network in Asia (for more than 35 years)
- ✓ Certified and controlled products (voluntary and legally)
- ✓ Professional handling of private labels on schedule
- ✓ Clear and informative product data sheets / declarations of conformity
- ✓ Continuous expansion of our product range (width / depth)
- ✓ Shortest delivery times from stock (> 10,000 sqm)
- ✓ Support of your sales activities
- ✓ Excellent expertise and always state of the art
- ✓ Long-term relationships are our goal



HOW MAY WE HELP YOU?

