

NITRAS SAFETY

YOUR RELIABLE PARTNER FOR PERSONAL
PROTECTIVE EQUIPMENT AND WORKWEAR. SINCE 1986.



AGENDA

1. NITRAS SAFETY
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 MEDICAL
12. Your advantages with NITRAS



1. NITRAS SAFETY

Founded 22.02.1986

AS Arbeitsschutz GmbH, owner-managed until today

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

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.)

Addition of NITRAS MEDICAL to the product range in 2015

Affiliated company MCD Medical Care Dental GmbH

Due to growing demand for disposable products

Disposable gloves, medical face masks, disinfectants etc.



1. NITRAS SAFETY

We are characterised by

Reliable partner for personal protective equipment and workwear

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

// ENSURE SAFETY



1. NITRAS SAFETY

Our certifications

ISO 9001

Quality management system

ISO 13485 (NITRAS MEDICAL)

Medical devices - Quality management system

ISO 14001 (NITRAS SAFETY)

Environmental management systems



2. LOCATIONS

Germany (headquarters)

Bedburg

Executive board / management

Logistics / warehouse

Austria

Vienna

Sales (back office / field service)

Focus on Middle and Eastern Europe

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

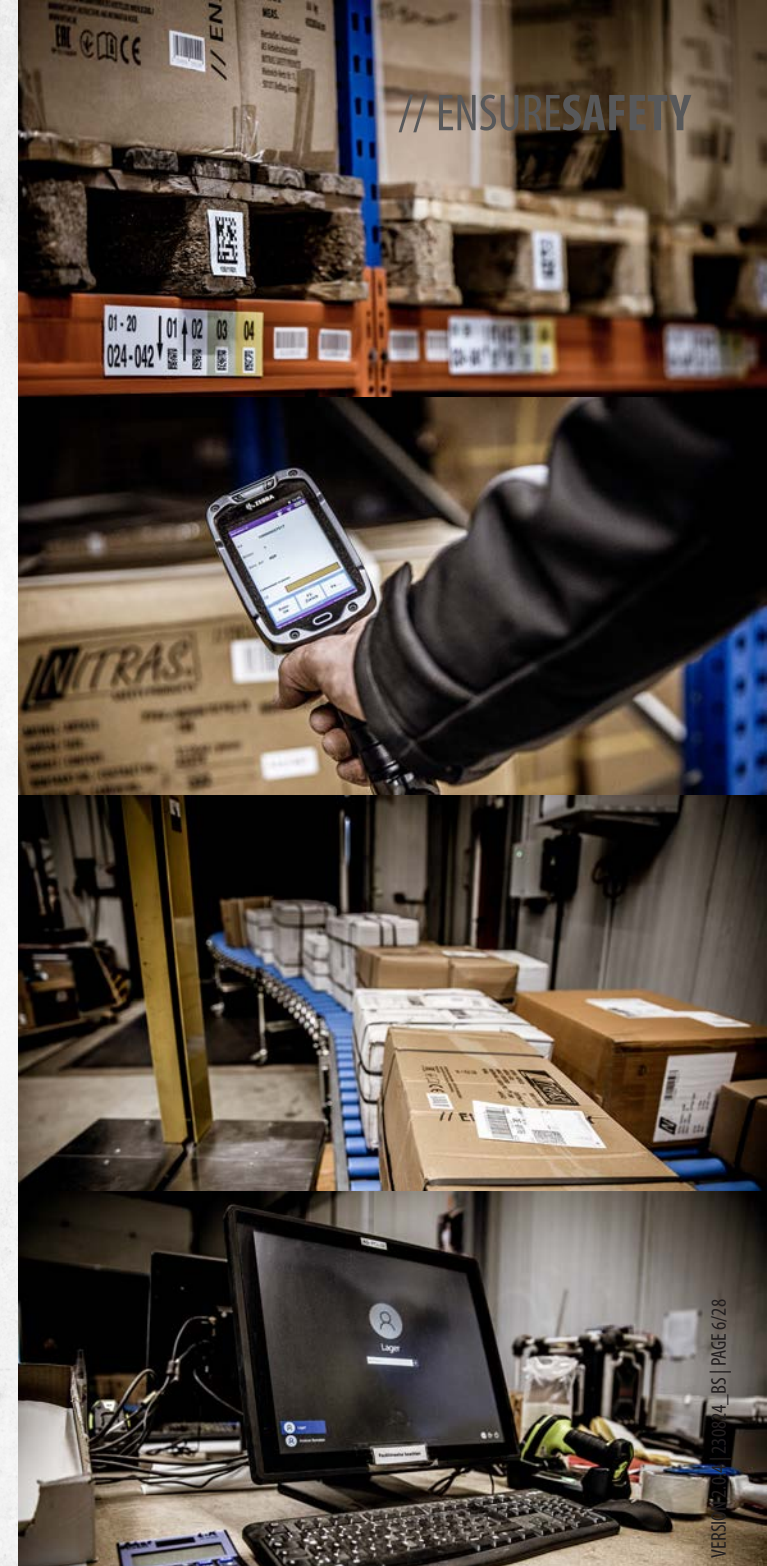
- Process optimisation of storage, order picking and dispatch
- Optimal use of available space
- Optimisation of staff routes
- Multiple coded barcodes
- Very low error rate
- Clear storage place allocation

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)



// ENSURES SAFETY

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

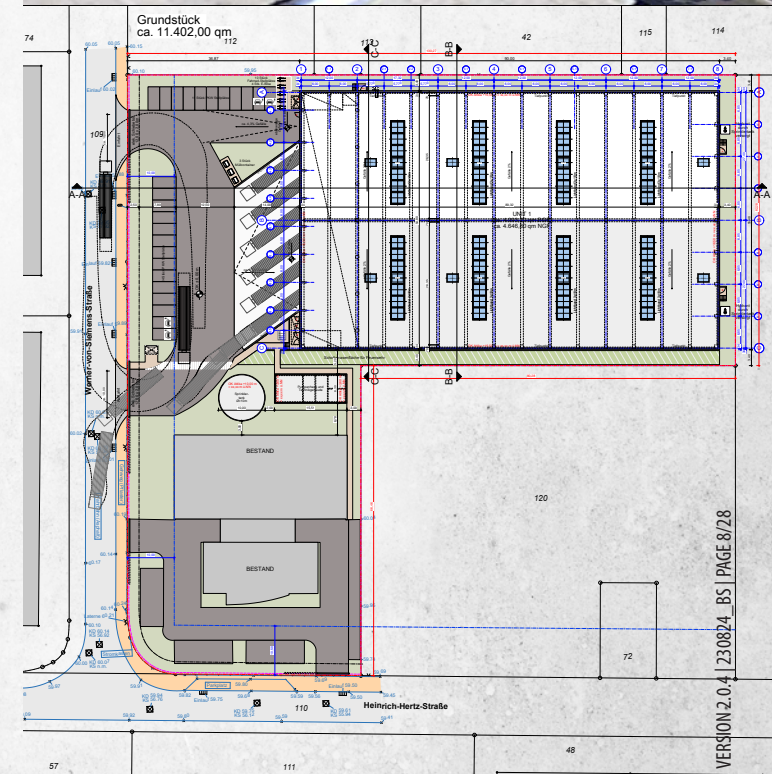
Sustainability

DGNB GOLD certification

Efficiency building BEG EG 40

Hall roof with photovoltaic system

Charging stations for electric cars



4. PRODUCT RANGE



Workwear

Trousers, jackets, waistcoats, pullover, shirts, aprons, accessories



IN ANY WIND AND WEATHER.

4. PRODUCT RANGE



Protective clothing

Protective overalls, protective aprons, high-visibility clothing, accessories



PERFORMANCE THAT FITS.

4. PRODUCT RANGE



Hand / arm protection

Protective gloves (e.g. cut resistant, antistatic, protection against thermal risks (heat / cold), chemical resistant), arm protectors, accessories



GO TO IT.

4. PRODUCT RANGE



Foot protection

Clogs, low shoes, sandals, slippers, boots, winter boots, accessories



CERTAINLY A STRONG PERFORMANCE.

4. PRODUCT RANGE



Respiratory protection
Respirator masks, face masks



BREATHE SAFELY.

4. PRODUCT RANGE



Eye protection

Ultraviolet filter, sunglare filter, accessories



KEEP TRACK OF EACH SITUATION.

4. PRODUCT RANGE



Head protection
Safety helmets, accessories



SAFETY IN A NUTSHELL.

4. PRODUCT RANGE



Kids selection

Garments, hand protection



MORE TO DISCOVER.

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



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



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

EcoVadis and amfori BSCI

EcoVadis silver medal, one of the most sustainable companies evaluated (top 25%)

Member of amfori BSCI

// ENSURES SAFETY



Member of amfori, the leading global business association for open and sustainable trade.
For more information visit www.amfori.org

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-safety.com/en/company/sustainability/

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

Textile finishing

- Finishing and individualisation
- Several transfer presses
- Large selection of transfer foils (reflective emblems, name emblems, 3D effects etc.)

Training / consulting

- Around personal protective equipment and workwear
- 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 SAFETY
 Xing	AS Arbeitsschutz GmbH // NITRAS
 Facebook	NITRAS SAFETY
 Instagram	nitras_safety
 Youtube	NITRAS SAFETY

NITRAS newsletter in addition

Easy and fast sign up, news and information by email



11. NITRAS MEDICAL

Our affiliated company for disposable and reusable products in following sectors

Medical / laboratory

Care / cosmetics

Dental

Food industries

Product range consists of (i.a.)

Protective gloves / disposable gloves

Folded paper towels / facial tissues

Disinfectants / wipes

Shoe covers

Hoods and overalls

Medical face masks

www.nitras-medical.com



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?

