



COMPANY PROFILE

WAGNER & GLASS

Welcome

Wagner & Glass is one of the most important companies in the field of corporate fashion in Austria's textile industry.

We have been turning out ideas and delivering top-quality and bespoke clothing concepts since 1895

Corporate fashion from Wagner & Glass is corporate culture that's well worn in, so to speak.



Company

Our history

Company was founded by Victor Wagner in 1895.

The company developed well and had a considerable customer base in Austria and Eastern Europe.

In the 1960s, the business areas were expanded. Retail shops were opened and wholesale was established.

These areas, with new partners and international connections, are still integral to the company's concept.

Since the mid-90s, the company has increasingly established itself in the corporate fashion sector and is now one of the major textile companies in Austria.

The successful expansion course is to be continued with the aim of becoming one of the leading corporate fashion companies in Europe.

Facts & Figures

FINANCIALLY STRONG

Victor Wagner&Glass GmbH has a **credit rating** that's above the industry average

EQUITY BASE

A strong equity base enables **operation without bank loans**

DELIVERY SECURITY

Subcontractors are paid in advance to ensure **delivery security**.

FINANCING

Individual **orders** for authorities are **financed**.

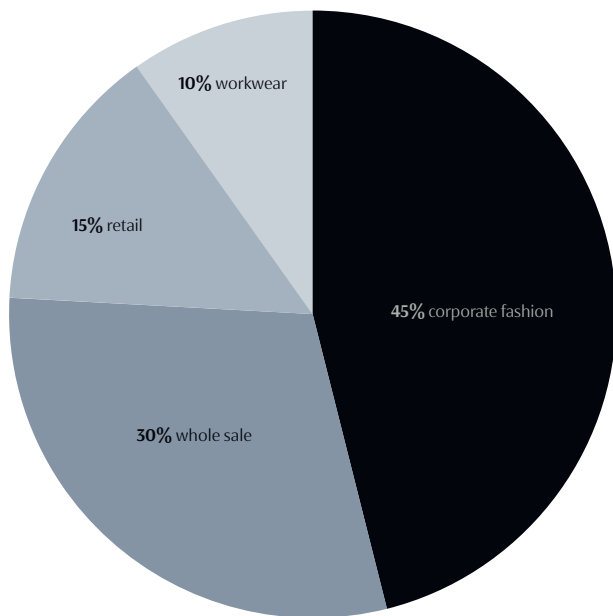
COMPANY TURNOVER

Company **turnover**, including affiliated companies, is approx. **10 million** euros

EFFICIENT TEAM

The company employs around **35 people** at its headquarters in 1160 Vienna, Thaliastrasse 74.

Company structure



Our company is organised into wholesale, workwear, corporate fashion and retail segments.

Wagner & Glass' core processes thus consist of meticulous purchasing, a personal customer service and thorough advice, logistics and scheduling, as well as retail sales.

USP

Connection of **tradition** with **dynamism** of a modern company.

Corporate management based on handshake quality, liquidity, long-term risk assessment with entrepreneurial courage.

Short and direct lines of **communication**.

Cost leadership through lean administration and **high equity**.

Draw from a large pool of **producers**.

Decide depending on the product and order volume which **partner** fits best.

We produce where the customer gets the best quality at the **best price**.

We carry out **regular quality controls** at our partners and production sites by independent institutes.

In order to be ahead of the competition, we not only have to satisfy the customer, but also inspire them with our performance. – Philip Kotler

Sustainability



CSR criteria

Corporate responsibility for society is a tradition at our company.

In line with contemporary thought, we have implemented the **CSR concept** in our corporate philosophy.

Which means we place great store on selecting our production partners **with care**.

Most of our **production sites** are located in the EU, such as in Italy, Germany, Hungary or Bulgaria, and some are in India or China.

Our **production facilities** are **certified** and required by us to comply with all ILO guidelines (ILO Convention 182).

We are a **member of ARA** (Altstoff Recycling Austria).

AUVA (general accident insurance institution) conducts an **annual** safety, health and working conditions **audit**.

The specialists at **ÖkoBusiness** Wien regularly provide us with support.

Green Button

We are licensed under the Green Button and our products carry this seal. The government meta-seal for sustainably produced textiles sets binding requirements to protect humans and the environment. It contains 46 ambitious social and environmental standards that must be complied with.

Fairtrade cotton

We use on certified fair trade cotton! This allows us to promote fair working conditions, the banning of exploitative child labour, stable minimum prices, long-term trade relationships in cotton production and a switch to environmentally friendly growing practices.

amfori member*

The amfori Business Social Compliance Initiative (amfori BSCI), founded in 2003 under the name of Business Social Compliance Initiative (BSCI), is a programme of the amfori business association for the improvement of social standards in a global value chain. The Brussels-based organisation offers commercial enterprises chance to adopt or adhere to a code of conduct as well as a systematic monitoring and qualification system.

** since 04/2022*

STeP by OEKO-TEX®

certification

STeP by OEKO-TEX® is an independent certification system for brands, trading companies and manufacturers from the textile and leather industry. The certification is suitable for production companies at all stages of processing looking to communicate their environmental measures credibly and transparently. Any textile company can be certified, such as fibre manufacturers, spinning mills, weaving mills, embroideries, knitting mills, finishing mills, garment makers, accessory manufacturers, foam and mattress manufacturers, and textile logistics centres. In the leather industry all processes can be certified, from the water workshop to tanning and finishing.

Business model

The STeP by OEKO-TEX® certification creates the basis for us to permanently implement and optimise sustainable production and working conditions in the operating sites along the textile chain. In order to keep negative impacts on our own business and on producers to a minimum, we maintain long-term business relationships with our partners. Knowing each other creates the basis for transparent and risk-free trading

References

- **Austrian Airlines** – One of our largest and longest-standing customers and therefore part of our company tradition. Over the years, we have been through many ups and downs together, and the LH Group feels more like a family member than a business partner to us.
- **Berufsfeuerwehr Österreich (*professional fire brigade Austria*)** – Client since 2022.
- **Berufsrettung Wien (*professional rescue Vienna*)** – Client since 2015. We supply the dress uniforms.
- **BMI (*federal ministry for internal affairs*)** – Client since 2018. Representative uniforms for Austrian Police.
- **BMW Wien** – Client since 2018.
- **Casinos Austria** – Client since 2003. Approximately 2,000 employees. All employees are fully equipped and looked after by us.
- **DB (*German Railways*)** – has been our customer since 2019. The company has 211,000 employees. We supply part of the new uniform: men's and women's knitted jumpers and knitted waistcoats. In 2020, we supplied 70,000 uniform items. The knitwear is marked with the label „Made in Green“. This means that the entire supply chain is STeP certified and the individual components of the final product are certified according to the 100 Öko Tex standard.
- **Der Walter** – Client since 2010, uniform parts.
- **Flughafen Graz (*Airport Graz*)** – Client since 2010. We are responsible for the uniforms of the approximately 250 employees.
- **Heeresbekleidungsanstalt (*Institution for army apparel*)** – Client since 2020, tailor-made suit.
- **KHM (*Museum of art history Vienna*)** – Client since 2013.
- **Linz Linien (*public transport of the city of Linz*)** – Client since 2008. We deliver the uniform parts of the approximately 350 employees.
- **MA Wien (*different municipal authorities Vienna*)** various departments have been our customers for years.
- **Newrest Wagon Lits** – has been our customer since 2012. We fully equip and attend to all of the Wagon Lits Division's approximately 550 employees.
- **People's Air Group Schweiz** – Approximately 100 employees. Client since 2019.
- **Private Aviation: MJet, Sparfell, Glock Aviation, Amira Air, Avcon Jet**
- **Rohrdorfer Gruppe** – Client since 2016.
- **Rotes Kreuz Österreich (*Austrian Red Cross*)** – Client since 2007. Approximately 8,300 employees. We deliver different uniform parts.
- **Samariterbund Österreich (*Samaritan Union Austria*)** – Client since 2012. Representative uniforms.
- **Steiermark Bahn (*Styrian Railways*)** – Client since 2020.
- **Swiss International Airlines** – SWISS has been our customer since 2015. We are responsible for outfitting their pilots and flight attendants as well as for the planning and production of all uniform parts. SWISS has approximately 10,000 employees.
- **Wiener Linien (*public transport of Vienna*)** – has been our loyal customer since the 1990s. We are currently supplying them with new uniforms.
- **Westbahn (*Railway company*)** – Client since 2011. Approximately 200 employees.
- **Wiener Lokalbahnen (*Vienna local railways*)** – Client since 2010, more than 500 employees–
- **Viadonau (*Austrian Waterway Society*)** – Client since 2014
- **VIE, Vienna International Airport** – Client since 2003. We provide the outfits, such as trousers and shirts as well as support for all 4,300 employees of VIE, VIAS and VIP Terminal.





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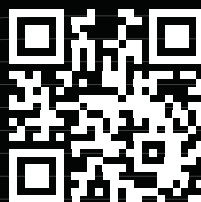
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