



## INTERNATIONAL SUPPLY CHAIN SOLUTIONS



Minimising Risk & Maximising Efficiency

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Optimas is the **leading global** industrial manufacturer, distributor and service provider that specializes in **fastening** and supply chain **solutions** for manufacturers seeking to **Efficiency Up**



**MIKE TUFFY**  
CEO, International



**DANIEL HARMS**  
CEO, Americas

We rely on our **supply base** to **compete and win** business that benefits both Optimas and our **valued** vendors.

Our **ongoing success** is contingent upon a vendor base that can **partner** with us in a **competitive** and **flexible** way

# GLOBAL REACH LOCAL PRESENCE

Through our geographic footprint we **support** highly **complex**, agile, **supply chains** to provide solutions for our customers **Globally**







# OUR NUMBERS TELL THE STORY



**1,400**  
dedicated Optimas  
team members serving

**+5,000**  
customers around  
the world



**9.1 BILLION**  
parts from over

**150,000**  
SKUs delivered annually



**4,000**  
Global suppliers



**+1 BILLION**  
parts manufactured  
annually



Supporting you  
**365**  
days a year



**ZERO**  
defect culture

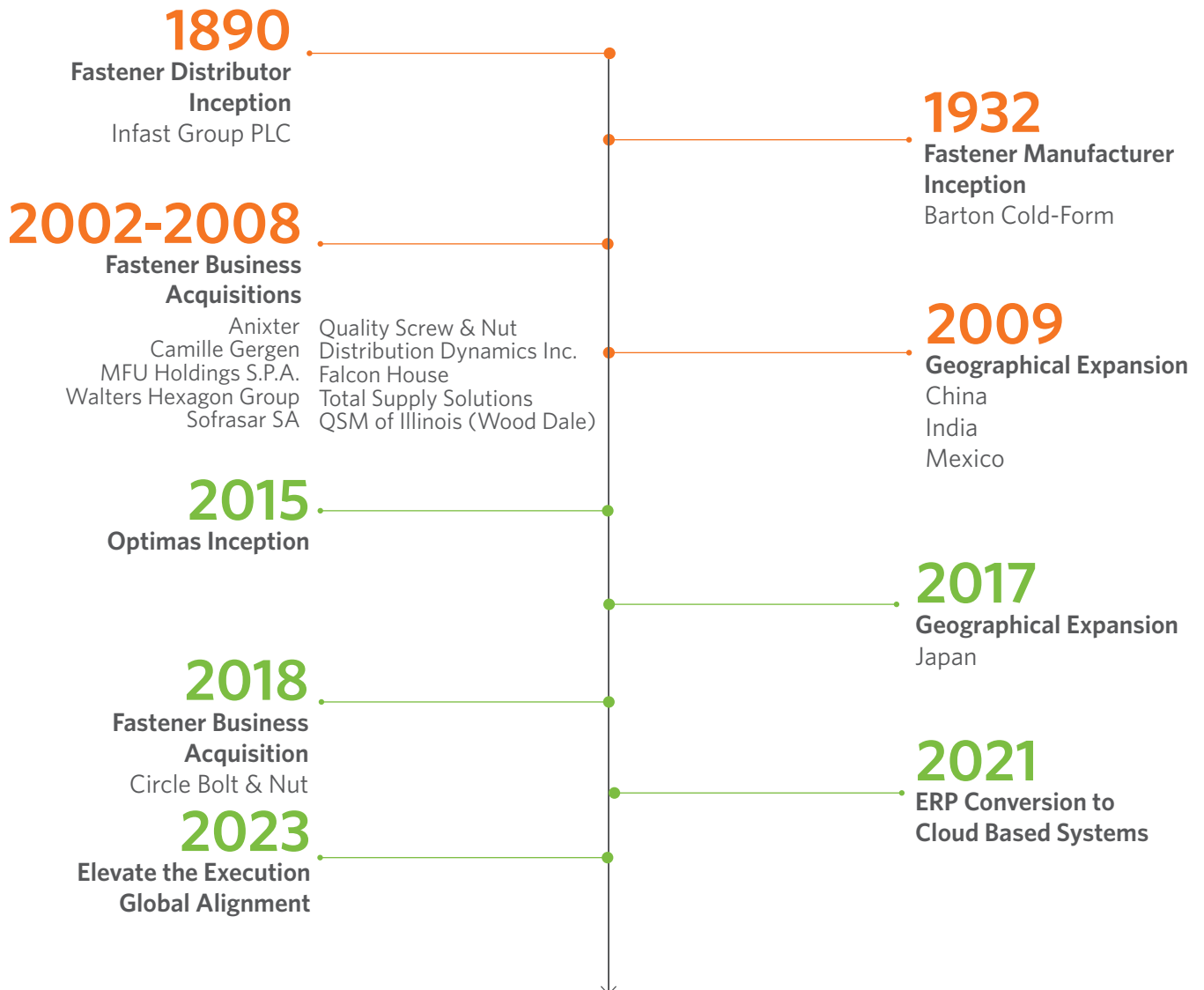


# OUR HISTORY

**Partnering** in our customers' **success** for over **100 years**

Optimas specialises in high-quality fastening and supply chain solutions that improve efficiency and profitability.

We take care of the details so our customers can focus on manufacturing cutting-edge products, giving them an unparalleled competitive edge.



# INDUSTRY EXPERTISE

Our **customers**,  
which are complex  
organisations, **benefit**  
from using Optimas'  
**industry expertise**



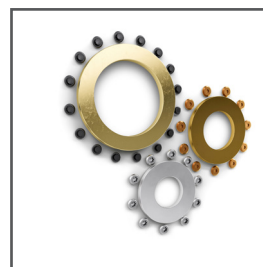
#### MINIMIZE SUPPLY CHAIN

cost and risk through global sourcing and in-house, cold forming manufacturing.



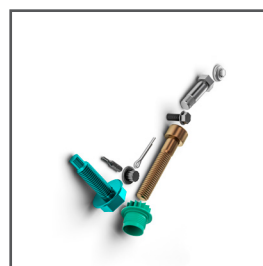
#### OPTIMIZE INVENTORY

with tech-enabled, demand planning software and Opti-Tech RFID tools designed to provide the right parts even in a custom build environment.



#### ENHANCE OPERATIONS

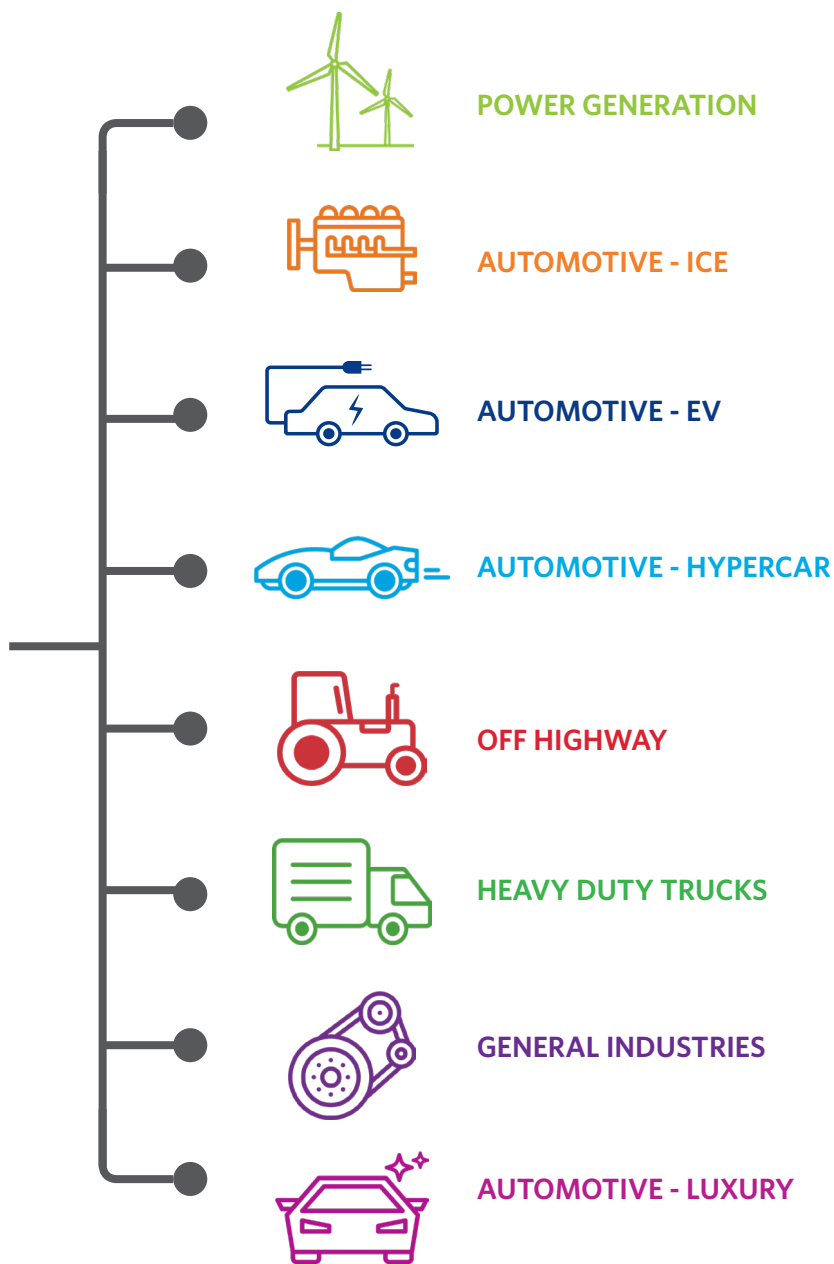
by deploying experts who uncover inefficiencies and implement solution.



#### IMPROVE QUALITY

via a zero-defect culture founded on proven processes and the latest technology.

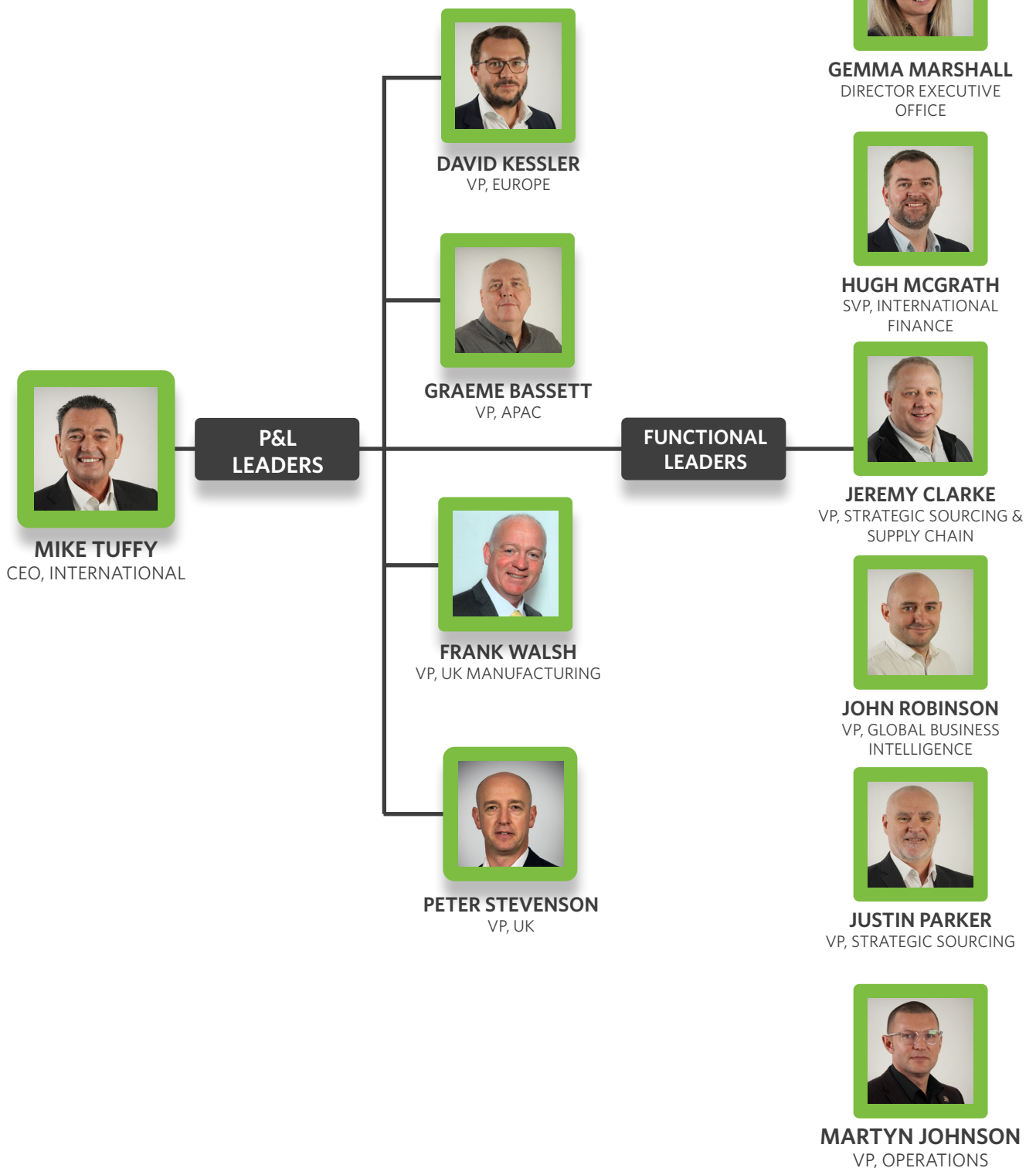
# KEY MARKET SEGMENTS







# INTERNATIONAL SENIOR LEADERSHIP TEAM



# INTERNATIONAL SOURCING TEAM



**JUSTIN PARKER**  
VP, STRATEGIC SOURCING

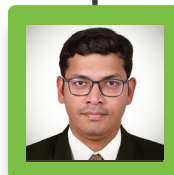
## REGIONAL LEADERS



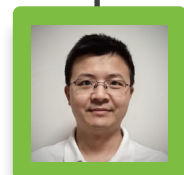
**ALI BERBER**  
SOURCING DIRECTOR



**ROGER BAYLISS**  
HEAD OF INTERNATIONAL SOURCING



**AMIT MANE**  
SOURCING MANAGER



**EVEN ZHANG**  
SOURCING MANAGER

## INTERNATIONAL TEAM

**CERITTA HSIEH**  
STRATEGIC SOURCING  
MANAGER (TW)

**FANNY EVERY**  
SENIOR STRATEGIC  
SOURCING MANAGER

**MIKE O'NIONS**  
SNR STRATEGIC  
SOURCING MANAGER

**CHETAN SANDURAI**  
SOURCING MANAGER

**MARK HARRIS**  
STRATEGIC SOURCING  
MANAGER

**SAILESH PATEL**  
STRATEGIC SOURCING  
MANAGER

**KEVIN BUZZARD**  
RESOURCE SPECIALIST

**ROHAN GAIKWAD**  
SOURCING SPECIALIST

**GOZDE ARSLAN**  
STRATEGIC SOURCING  
MANAGER

**OPEN ROLE**  
STRATEGIC SOURCING  
MANAGER

**OPEN ROLE**  
RESOURCE SPECIALIST

**RYAN RONIT**  
SOURCING SPECIALIST

**TIM FURNISS**  
STRATEGIC SOURCING  
MANAGER

**KATIE BEARDS**  
STRATEGIC SOURCING  
MANAGER

**OPEN ROLE**  
SOURCING SPECIALIST



# DEDICATED ENGINEERING SUPPORT

Engineering support for our customers drives cost savings in new product launches and iteration of current products.

At Optimas we elevate our customer engineering capabilities with fastener development best practices, workflow process and technology that will:

## DEDICATED FASTENER APPLICATION ENGINEERS

## APPLICATION ASSISTANCE

## EARLY ENGAGEMENT IN DESIGN STAGE

Part selection, joint design, material composition, corrosion protection

## PRODUCT TESTING AND PROTOTYPING

## FASTENER SURGERY SESSIONS

Weekly open sessions.

Engineering & purchasing

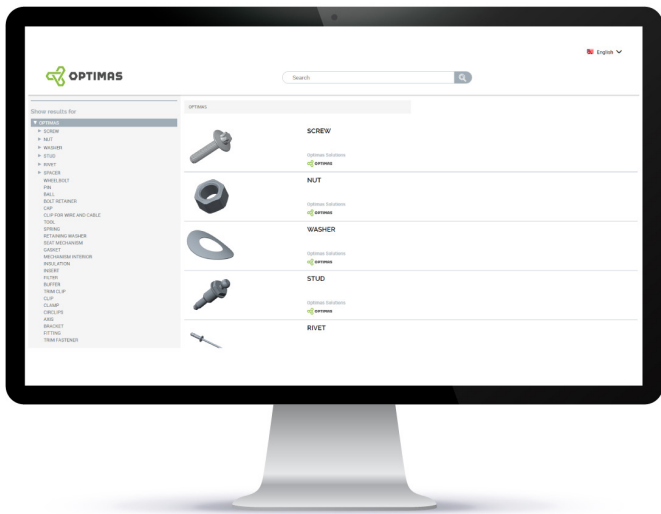
## ACCESS TO A WORLD CLASS LABORATORY

Services including state of the art inspection, measurement and testing capabilities, advanced 3D printing technologies to rapidly prototype new parts for fit and function

## LINE TRIALS AND SAMPLE TESTING



## OPTISPEC



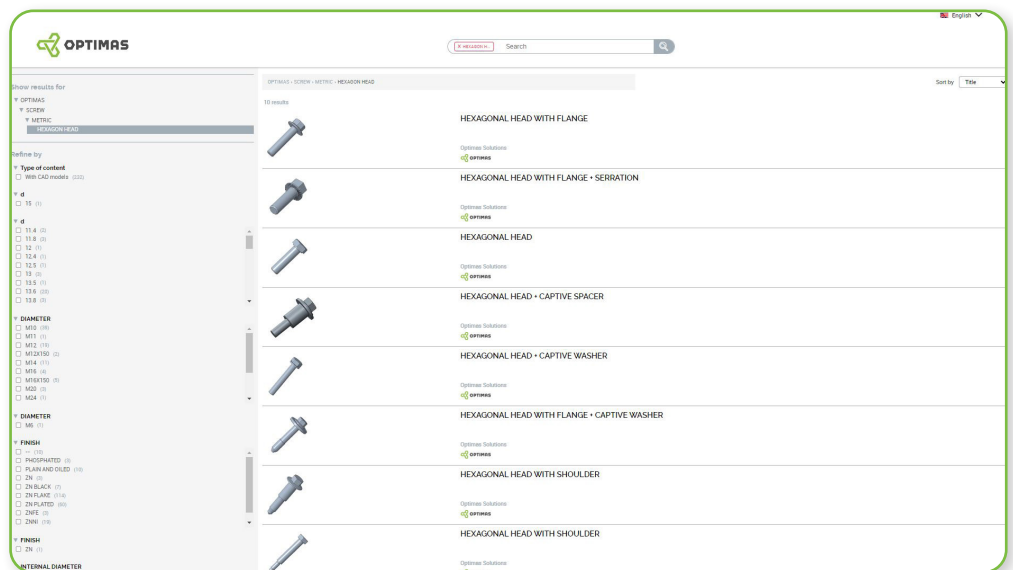
Bill of materials management & design engineering solution

Achieved through an easy-to-use cloud-based application

Can significantly improve speed to market of new products

Easy to use drill down system

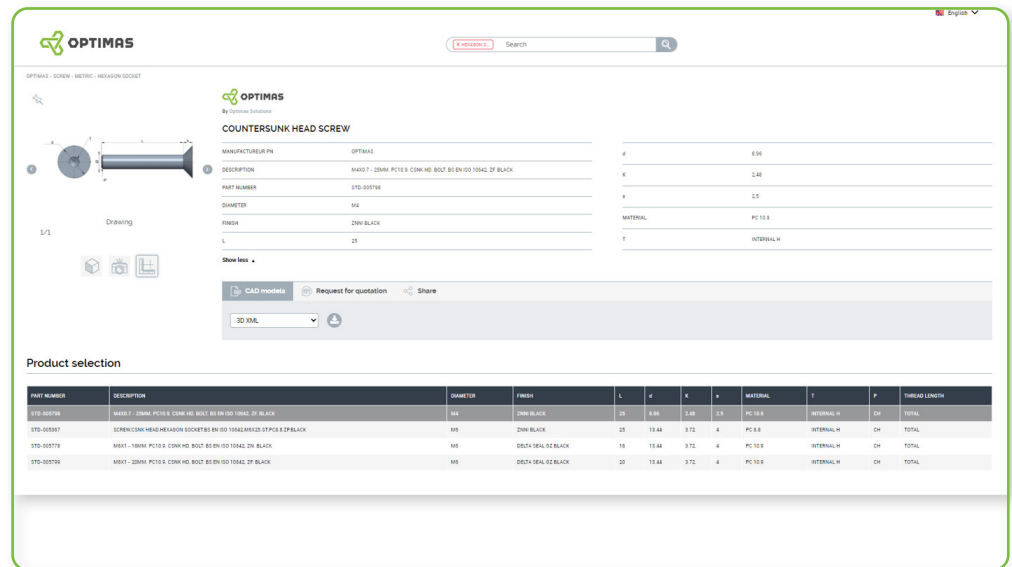
Navigate parts through a range of categories to find what you need



# OPTISPEC SEAMLESS USER INTERFACE

## DOWNLOAD...

- Specifications
- 3D Renders
- Diagrams
- CAD Models



**COUNTERSUNK HEAD SCREW**

|                 |   |          |            |
|-----------------|---|----------|------------|
| MANUFACTURER PN | OPTIMAS   | #        | 0.66       |
| DESCRIPTION     | M6x17 - 20MM PC10.9 CONN HD BOLT BS EN ISO 10642 ZN BLACK | K        | 1.46       |
| PART NUMBER     | STD-00576   | #        | 1.5        |
| DIAMETER        | M6  | MATERIAL | PC10.9     |
| FINISH          | ZIN BLACK   | T        | INTERNAL H |
| L               | 17  |          |            |

**Product selection**

| PART NUMBER | DESCRIPTION   | DIAMETER | FINISH             | L  | #     | K    | T   | MATERIAL | T          | #  | WEIGHT LENGTH |
|-------------|---|----------|--------------------|----|-------|------|-----|----------|------------|----|---------------|
| STD-00576   | M6x17 - 20MM PC10.9 CONN HD BOLT BS EN ISO 10642 ZN BLACK             | M6       | ZIN BLACK          | 17 | 0.66  | 1.46 | 1.5 | PC10.9   | INTERNAL H | DN | TOTAL         |
| STD-00587   | SCREEN CONN HEAD-HEXAGON SOCKET BS EN ISO 10642 M6x17 PC10.9 ZN BLACK | M6       | ZIN BLACK          | 25 | 13.84 | 3.72 | 4   | PC10.9   | INTERNAL H | DN | TOTAL         |
| STD-00578   | M6x17 - 18MM PC10.9 CONN HD BOLT BS EN ISO 10642 ZN BLACK             | M6       | DECA-SEAL-02 BLACK | 18 | 13.84 | 3.72 | 4   | PC10.9   | INTERNAL H | DN | TOTAL         |
| STD-00579   | M6x17 - 20MM PC10.9 CONN HD BOLT BS EN ISO 10642 ZN BLACK             | M6       | DECA-SEAL-02 BLACK | 20 | 13.84 | 3.72 | 4   | PC10.9   | INTERNAL H | DN | TOTAL         |



**IMPLEMENT RAPID PROTOTYPING**

Thousands of fasteners readily available in a range of dimensions to suit your needs



**PREVENT PART PROLIFERATION**

OptiSpec helps you Efficiency Up by allowing customers to quickly identify alternate parts



**ENCOURAGE PART RATIONALISATION**

Helps you improve your operation and supply chain management

# CBAM REPORTING OVERVIEW

Companies **importing goods** into the EU will **have to declare:**



Quarterly reports



Declared in a dedicated EU portal (Steel and Aluminium)



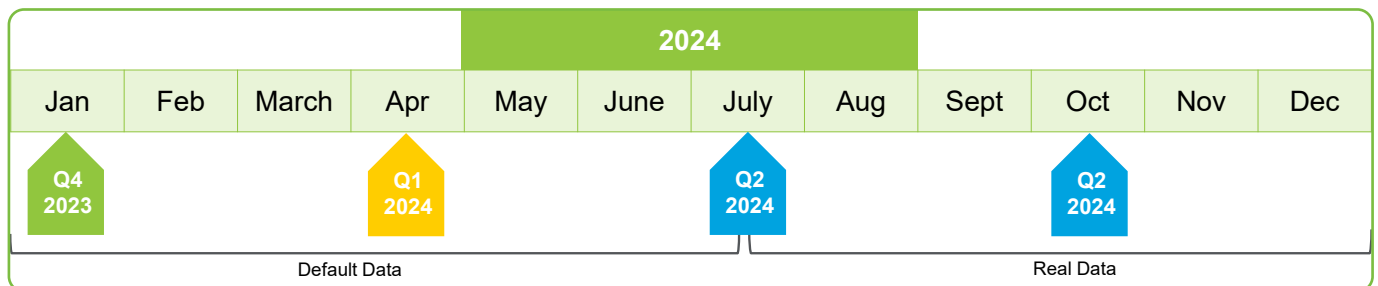
Total volume of products imported



Carbon footprint calculated in portal



Quantity of emissions embedded within each product (direct and indirect emissions)

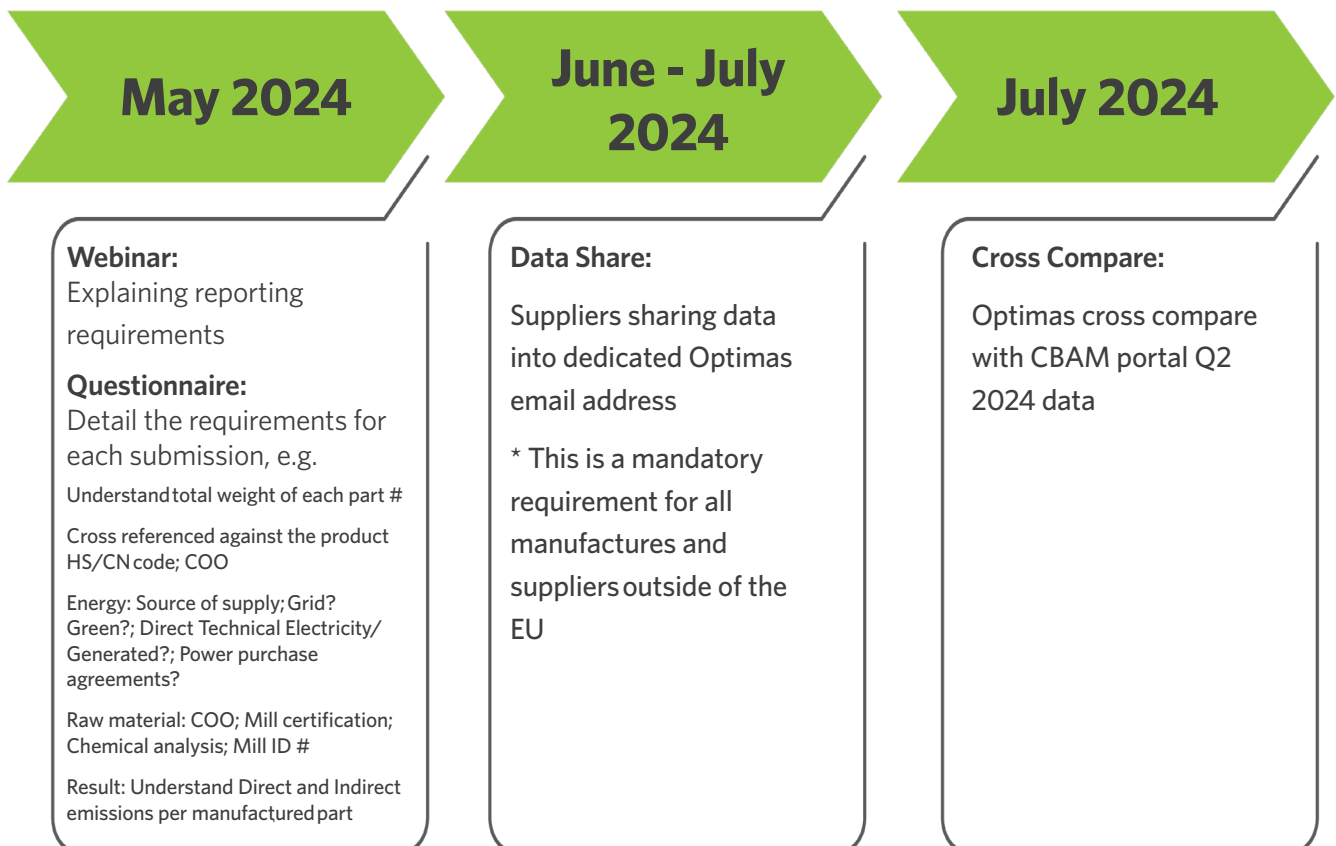


Submissions for Q4 - 2023, Q1 & Q2 - 2024

- Default data used - report on HS code for each part imported
- Optimas have submitted details for Q4 - 2023
- Q1 - 2024 submission in progress
- Q2 data combination of default data PLUS information received from suppliers
- Q3 2024 transition to 'real data' mandatory

# CBAM VENDOR REQUEST FOR INFORMATION PROCESS

The diagram below, illustrates the **forthcoming steps** for data submission



# SUSTAINABILITY

Where **we are...**



## CERTIFICATIONS

ISO Certified ISO 14001  
Environmental Management

ISO Certified ISO 45001  
Occupational Health & Safety  
management Sarreguemines,  
France.

ISO 14001 Wood Dale, IL, USA,  
Droitwich Spa, UK, Gloucester,  
UK, Bredbury, UK, Suzhou, China,  
Sarreguemines, France.



## ENERGY

UK & France using nuclear, solar  
and wind electricity, with both  
regions representing 20% green  
energy use of Optimas' global  
energy consumption

Early 2023 Wood Dale, USA, moved  
onto green energy tariff, meaning  
Optimas have achieved global green  
energy usage of over 50% before  
even starting an official roadmap.



## RECYCLING

89% waste recycling (1,087 tons  
generated).

Up to 92% by volume recycled  
scrap metal is used in our raw  
materials.

Where **we're going...**

- Our commitment in 15 years: Net Zero carbon footprint by 2037
- 50% reduction in carbon footprint at US and UK manufacturing facilities in five years
- We are implementing plans to reduce our Scope 1 and 2 carbon footprint by 50% by 2027 and reach net zero by 2037

Optimas started working with an outside energy and sustainability advisor in January 2022, providing us with tangible milestones and science-based targets to work towards.

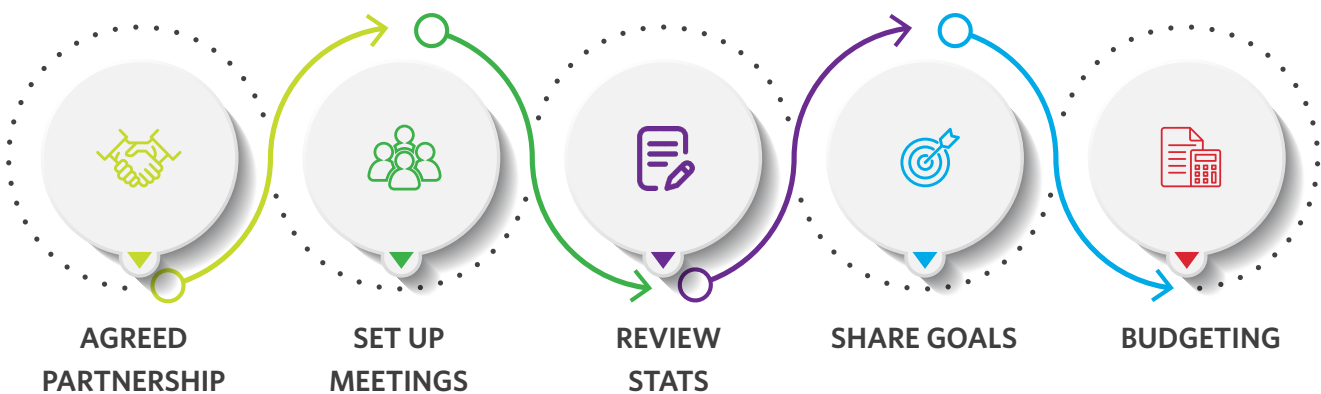
From January-April 2023 we have been holding business-wide consultation meetings to establish our current position and detailed baseline data.

Next steps: Outline our timeline and establish a full sustainability roadmap.



# OPTIMAS - INSPIRED PARTNERSHIP

Supporting **carbon neutrality**



## Optimas' sustainability expectations

Optimas is working with an energy and sustainability advisor, providing us with science-based targets to work towards.

Optimas is committed to reducing our carbon footprint.

Our vendors must also be able to demonstrate a commitment to achieving a sustainable future in line with our goals in reaching our scope three targets by 2030



From January 2023 we have been holding business-wide consultation meetings to establish our current position and detailed baseline data.



Optimas commits to reduce Scope 1 and 2 emissions on a market basis by 55% by 2030 from a 2022 baseline.



Optimas commits to reduce Scope 1 and 2 emissions by 90% by 2037, in line with reaching net-zero.



Optimas commits to reduce Scope 3 emissions per \$m company revenue by 51.6% by 2030 from a 2022 baseline.



Optimas commits to reduce Scope 3 emissions by 90% by 2050, in line with achieving net-zero greenhouse gas emissions in the value chain.

# OUR SUSTAINABILITY



Sustainability **awareness** is quite rightly at an **all-time high** and is playing a **key role** in the way all companies **operate**

The focus is firmly on industry to play a crucial role in addressing ways of protecting our natural environment and human and ecological health.

By investing in innovation and a greener future for generations, Optimas is setting the standard.



**100%** of Optimas UK facilities (6 sites for manufacturing and distribution) are powered by renewable energy.



**89%** of cold forming waste material is recycled with **0%** sent to landfill.



**100%** of additive manufacturing waste is recycled.



We source PPE from manufacturers who produce eco-friendly solutions, for example safety gloves, made from **50%** recycled materials.

# SUPPLY PARTNER EVALUATION METHOD

## LANDED COST COMPARISON

Ex-Works Cost

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INCO Terms prevailing

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Applicable customs clearance costs

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Applicable tariffs & other trade barriers

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Minimum Order Quantities

## SUPPLY PARTNER RATING

Master Supply Agreement (MSA) status

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Stocking agreement (SIP) status

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Agreed Payment Terms

---

Market Competitive Pricing

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Quality & Delivery Performance

---

Environment & Ethics Compliance

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Audit Adherence & Rating

## ADDITIONAL CONSIDERATIONS

Innovation - Grow together opportunities

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Response times & flexibility

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Product range capabilities

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Pack quantities & packing types (Cost of manual handling)

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Continuous improvement philosophy

# PREFERRED SUPPLY PARTNER EXAMPLE



MSA - Live through May 2026



Stocking agreement - Live through May 2026



Payment Terms - 120 Days EOM



Innovation score - 80/100 (specialised widgets loaded to Optispec)



Quality scorecard rating - 90% (A)



Market Competitive - Benchmark passed May 2024





# EXAMPLE OF A SUPPLIER SCORECARD







Supply Chain Solutions  
That Minimise Risk &  
Maximise Efficiency



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