

# **Safety Beyond Protection**

Company Profile





To succeed, you need to keep moving with a clear goal in mind. As a global partner and leading expert in hazardous areas, BARTEC provides safety that is trusted worldwide.

We develop specialized technologies for hazardous areas that protect our customers' assets and enable them to achieve better results. This is the standard by which we measure ourselves – reliable, collaborative, and goal-oriented – at every one of our locations worldwide.

As regulatory and company standards increase, there is a growing demand for solutions where BARTEC has proven itself with quality, adaptability, and innovative strength. Together with our customers and partners, we are shaping the digital transformation of the hazardous area sector.

Get to know our products and solutions. Discover our safety expertise and innovation capabilities, and experience what we can achieve together in hazardous zones – today and tomorrow.

# Safety Without Compromise

The BARTEC SP9<sup>EX1</sup> and SC9<sup>EX1</sup>

The world's most compact 5G  
smartphone and smart scanner  
for Zone 1/21 and Class I, II, III Div. 1



**BARTEC**

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# BARTEC in Numbers



Founded

**1975**

Employees

**> 10000**

Production Sites

**11**

Subsidiaries

**> 50**

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**50** in explosion  
protection and safety  
technology.  
**years of  
experience**

# By Your Side Worldwide

## Our BARTEC Locations



 Production/Assembly Facilities

### Production sites

Bad Mergentheim (Headquarter)	Germany	Sandnes	Norway
Gotteszell	Germany	Zagorje	Slovenia
Reinbek	Germany	Al Khobar	Saudi Arabia
Cheshire	United Kingdom	Shanghai	China
Milano	Italy	Chicago	USA
Moraro	Italy		



# BARTEC's Future is Global and Digital

Interview with CEO **Dr Martin Schefter**  
on the development of BARTEC  
as a global company with strong  
roots in Europe.



**“Our goal is to establish  
BARTEC as a leading  
player in the digital  
transformation of the  
Ex sector.”**



**You have been with BARTEC since 2017 – what was your vision for the company when you first became CEO?**

From the beginning, I saw the potential for BARTEC to become an innovation leader. By 2017, the financial restructuring was largely complete, and I aimed to build the company in a way that would allow it to fully realize its potential. Unfortunately, the crises of the time set us back several times on that path. All the more gratifying is that today we are once again well-positioned and have the best conditions to become the digital industry leader in the Ex sector.

This creates a clear structure of responsibility and enables the business units to respond more quickly and flexibly to market changes. By bringing everyone together regularly, we strengthen mutual support beyond the business units and make BARTEC more resilient.

**Where do you see BARTEC in five years?**

In times of uncertainty and transformation, safety plays a crucial role. The current market situation offers significant opportunities to grow in alternative energy sectors and we are committed to support our clients with the safe implementation of new technologies. In five years, I see BARTEC as a global player leading the digital transformation in the Ex sector. We will continue to **invest in innovative technologies** and the digitization of our processes and products. While we continue to nurture our customer base in the European home markets and support the **safe implementation of sustainable energy forms**, we will also **expand our international markets**. The USA, in particular, will be a significant revenue driver.

When you look at BARTEC's development, our expertise in specialized safety solutions stands out. With the **Customize-to-Order** approach, we continue to focus on proactively anticipating the individual needs of our customers and offering them tailored solutions. However, through a higher degree of standardization and automation, we can achieve much greater production efficiency. With our strategy programme, the 'Full Potential Plan' and a clear digital focus, BARTEC is well-positioned for a profitable and safe future.

**“The shared spirit has made us better and faster.”**

**How has BARTEC developed since then?**

A crucial step was developing a **DNA for BARTEC** that enables change. We have become younger and more dynamic, building a **management team** with a healthy mix of young talents and experienced leaders who are united behind this vision. Over the years, BARTEC has grown significantly through various acquisitions, but these were not sufficiently integrated. **Integration** was an important measure to allow us to operate cohesively and consistently as one company.

Of course, BARTEC's success story can only be written together with our employees. The **'ONE BARTEC' mission statement** has helped us develop a shared spirit and live our values of performance, customer centricity, and dedication across all locations. We are proud that our over 1,000 employees in around 50 branches are increasingly creating synergies and celebrating successes together.

Another significant milestone for BARTEC is the clear **divisionalization** of the company. By reorganizing the value chain under the leadership of five business units, we can further enhance efficiency and cohesion within the company. Each business unit will be responsible for its own profits in the future, and cooperate closely with the sales units in our four regions.

**“The USA is now a significant revenue driver for BARTEC.”**

1



## Lighting and Electrical Infrastructure

Our specialized solutions for lighting and electrical infrastructure bring light to hazardous areas.



## Wireless Connectivity

We offer a comprehensive range of explosion-proof solutions for all types of wireless networks, antennas, and IIoT sensors for use in hazardous areas.

2



## Automation and Machine Control

Automation and machine control in hazardous areas are among our most significant engineering fields.



## Mobile Worker

Mobile work in hazardous areas is a key focus of our comprehensive solutions offering.

3



## Trace Heating Solutions

BARTEC's heat tracing solutions protect supply lines, transportation systems, and production processes across various industries, ensuring safety, reliability, and efficiency.



## Energy Distribution

BARTEC designs and manufactures customized solutions for industrial energy distribution specifically in hazardous areas.

4



## Analysis and Measurement Technology

We offer a comprehensive range of solutions for analytical and measurement technology, including online analyzers, sample conditioning systems, analyzer shelters, and on-truck systems.



## Smart Factories

Smart factories and the Industrial Internet of Things (IIoT) will remain a dominant topic in the industry for the foreseeable future.

5



## Road Transport

We deliver approved and normed monitoring, securing, and fiscal measuring solutions for the safe and efficient transportation and distribution of liquids and gases.





# Trusted Partner in All Safety Matters

BARTEC's innovative products and solutions are found in many different areas of a complete industrial facility, to keep our daily lives running smoothly.

Wherever hazardous substances such as flammable gases, vapors, mists, or dusts are present, the components and system solutions developed by BARTEC prevent explosions and protect the safety of both people and the environment.



# What We Offer Our Customers



## Safety

With around 50 years of proven experience in the engineering and manufacturing of explosion-protected equipment, we provide safety solutions and products that prevent explosions across many industries.



## Regulatory Compliance

Our globally certified solutions are designed with a deep understanding of complex technologies, global norms, and government regulations. We help customers worldwide comply with ordinances and authorities.



## Optimization

We collaborate to develop reliable, effective, and economically efficient solutions that are customized to meet each customer's unique needs. We wholly commit to delivering best-in-class service and measurable, positive outcomes.





# Our Core Industries

## Oil and Gas

BARTEC offers a broad portfolio of systems and products for explosion protection in oil and gas extraction, as well as in transportation and processing at refineries. Our product range must perform in demanding environments and extreme climatic conditions. As an expert in the specific requirements of the oil and gas industry, BARTEC supports customers with safety solutions across the upstream, midstream, and downstream sectors.

## Pharma

In the pharmaceutical industry, flammable substances and hygiene regulations impose special demands on explosion protection. Cleanroom technology, with its specific guidelines, such as surface cleaning requirements, presents numerous challenges for pharmaceutical companies. With highly specialized products, BARTEC is a reliable partner for explosion protection in the pharmaceutical sector.

## Energy

BARTEC has extensive experience in explosion protection for fossil energy production from oil and gas. Today, renewable energy sources and hydrogen applications are also gaining importance. As a world-leading expert in safe operations within hazardous areas, BARTEC supports its customers in the safe transition to the energy sources of tomorrow.

## Chemical

Explosion protection for production and logistics processes in the chemical industry is one of BARTEC's core application areas. Since production processes often involve working with flammable gases, liquids, and dusts, safety solutions in the chemical sector are of utmost importance. BARTEC supplies the chemical industry, including petrochemicals, with everything from components to complete system solutions.

## Manufacturing and Logistics

Numerous industrial production and transportation processes are inconceivable without explosion protection. In the packaging, filling, and transport of hazardous products, seamless and efficient supply chains are particularly crucial. With specialized products and solutions, BARTEC ensures accurate quantity measurements and safe transportation.

## Hydrogen

LNG, hydrogen, and e-fuels are seen as future growth drivers in the energy sector. Over 90% of BARTEC's product portfolio is already certified for hydrogen applications and can be used across the entire hydrogen value chain. We have completed initial international flagship projects and are ready to safely implement hydrogen applications.

# Our Expertise in Hazardous Areas

BARTEC's comprehensive product portfolio ensures the highest levels of safety across hazardous areas, making us the trusted partner for reliable, innovative solutions in explosion protection for a wide range of industries.



## Zone 2/22: Occasional Hazardous Areas

In storage areas or workshops where flammable substances may be released, an explosive atmosphere only occurs rarely and for short periods of time. Here, BARTEC offers solutions with extended safety features, such as explosion-proof lighting systems and mobile devices, which enable safe and efficient operation and communication.



## Zone 1/21: Intermittent Hazardous Areas

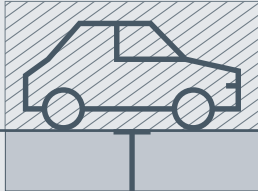
In zones where explosive atmospheres can occur during regular operation, the explosion-proof control and distribution units from BARTEC guarantee ideal safety solutions. In areas such as petrol stations or refineries where flammable liquid vapors occur, they reliably prevent the development of fire sources.



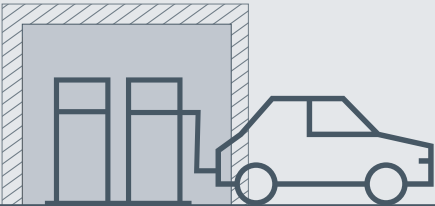
## Zone 0/20: Continuous Hazardous Areas

The chemical or pharmaceutical industry as well as facilities such as oil tanks and reactors are exposed to explosive atmospheres constantly or for long periods of time. For these environments with explosive gases, vapors or dusts, BARTEC offers technologies with the highest safety standards such as sensors and monitoring devices.

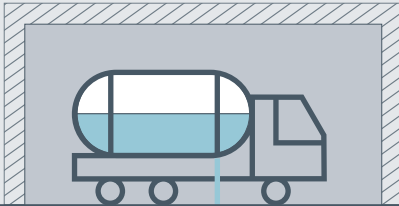
Service Workshop



Gas Station



Oil Tank



**BARTEC Product portfolio**



Product focus: low high    Zone 0    Zone 1    Zone 2    Flammable liquid



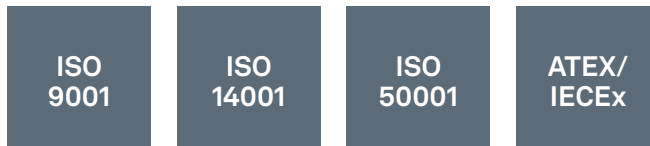
# Certified Quality

Our production sites meet the highest quality standards, which are ensured by certified management systems.

All locations are regularly inspected by various certification bodies and supervisory organizations.



Standard basis of the certifications.



Additional location-specific certifications.

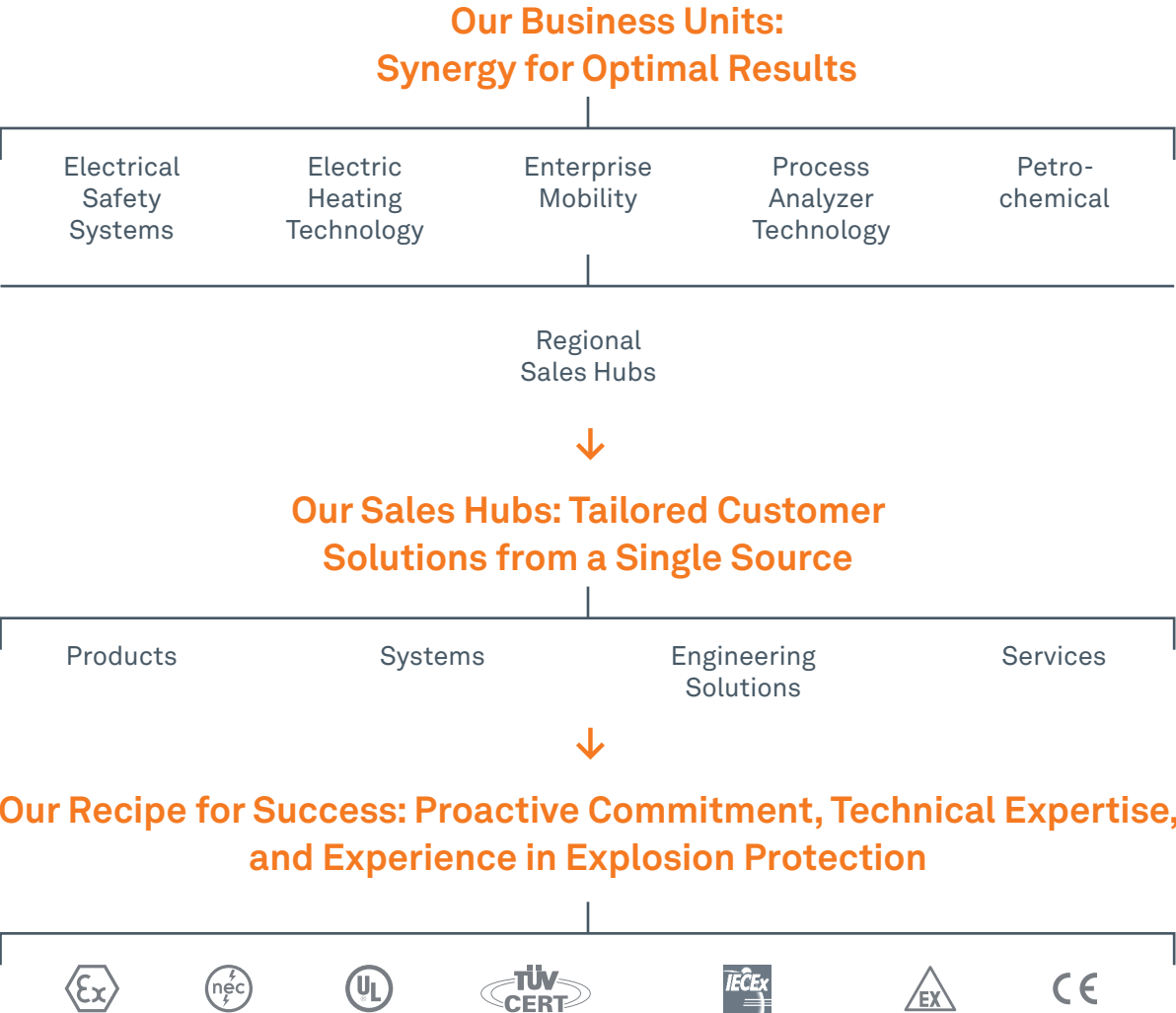


Our products meet the highest safety requirements as well as country-specific explosion protection regulations and are appropriately labeled.



# Our Success Model

Our five business units focus on similar key industries, each bringing unique strengths that complement each other well. Each operates as an independent entity with a clear focus on its specific application areas and customer needs. This structure allows for faster and more flexible responses to market changes and enables us to offer customized solutions tailored to our customers' specific requirements.



# Our Business Units

## Electrical Safety Systems (ESS)

In this business unit, we provide electric safety products and solutions built for use in hazardous environments with strict explosion protection requirements. This includes devices for controlling, monitoring, switching and connecting, as well as lighting fixtures and solutions for energy distribution in industry. Our IIoT and connectivity solutions empower customers operating in hazardous sectors with innovative and reliable solutions that prioritize safety, productivity, and operational excellence. Thanks to our fully certified products and solutions according to the main international standards and our decades of experience in engineering-to-order solutions, we provide customers with tailor-made solutions specifically designed for the most stringent safety-critical plant's needs worldwide.



Jan Kirschner, Senior Vice President  
Electrical Safety Systems (ESS) Business Unit



Tobias Dold, Senior Vice President  
Electric Heating Technology (EHT) Business Unit

## Electric Heating Technology (EHT)

Our heat-tracing solutions keep pipes frost-free, support production processes, and help to warm up critical materials. Electric heat tracing is the most efficient type of heating: the energy can be transported to anywhere with almost no loss. If maintenance work becomes necessary, all areas are easily accessible and the heating system can be serviced effortlessly after switching it off. Electric heat tracers are easy to design and simple to install.

## Enterprise Mobility (EM)

Communication and cooperation in potentially explosive atmospheres are becoming increasingly important. Smartphones and tablet PCs offer new opportunities to work on site. We enable our customers to control and visualize their industrial processes and support our customers throughout their entire project, from designing the system to post-implementation service. BARTEC's global partner network and our experience in explosion protection ensure that our products satisfy strict regulations and safety requirements, even when used in hazardous zones. You can rely on us.



Andrej Sonkin, Senior Vice President  
Enterprise Mobility (EM) Business Unit



**Enrico Drews**, Senior Vice President  
Process Analytical Technology (PAT) Business Unit

### Process Analyzer Technology (PAT)

Our division provides customized engineering solutions with a full suite of physical property analyzers, accessories, and analyzer shelters. We work closely with our customers to create innovative, efficient solutions that set new standards in analyzer technology. We tailor each system to meet the specific process needs of our clients, ensuring top-tier quality assurance, process optimization, and adherence to all relevant standards and specifications. Our team of experts offers end-to-end support, from concept development to project completion—worldwide.

### Petrochemical (PETRO)

In the dynamic landscape of the logistics industry, we specialize in certified and standardized monitoring, safety, and control measurement solutions for the safe and efficient transport and distribution of liquids and gases. Our extensive product range includes solutions for the transport of hydrogen (GH2/LH2), gasoline, diesel, kerosene, industrial gases, LNG, and CNG. With over 35 years of valuable experience, we are a reliable partner supporting all parties involved in logistics solutions for end consumers. Outstanding performance is not just our goal; it's a promise. This is evident in our flexibility to develop and optimize tailored solutions to meet the unique demands of various markets. We focus on innovation and digitalization, seamlessly integrating cutting-edge technologies into our solutions.



**Hans-Peter Amann**, Senior Vice President  
Petrochemical (PETRO) Business Unit



# Smart, Safe, and Connected

The Extronics iTAG X30  
Maximum accuracy with  
real-time location system



# **BARTEC is Today Fit for Safe Future of Our Clients and Itself**

**Editorial Dr Thomas Fritzmann**





“BARTEC has come a long way and it hasn’t always been easy. Today, we are a company with a can-do spirit and an extremely well-functioning, mutually supportive and synergistic team.”

When I joined BARTEC in 2022, I was impressed by the company’s unique combination of industry expertise and scalability. For me, the true value of BARTEC lies in our ability to develop customised solutions without sacrificing production efficiency. The confidence our customers have in the quality of our products is an essential asset. It helps us to foster long-term partnerships and open up new markets.

The “Growth through Digital” approach plays a central role in our company’s development. Digitalization is not just a trend but an integral part of our strategy. By implementing digital technologies, we optimize our internal processes and significantly enhance the customer experience, laying the foundation for sustainable growth. Following the successful integration of Extronics, we now possess the broadest connectivity portfolio for hazardous areas on the market, strengthening our international competitiveness.

To ensure secure growth in the future, we must focus on several key areas. First, reducing complexity and optimizing our internal processes is crucial. This includes further centralization of development and warehouse locations as well

as the further development of our IT and logistics systems. Another important element is strengthening our presence in strategically important markets, particularly in the USA and Asia. These regions offer enormous growth potential, which we aim to tap into through targeted partnerships and investments. With flagship projects like NEOM in Saudi Arabia, BARTEC demonstrates its innovative strength in the Renewables sector. Over 90 % of our product portfolio is already certified for hydrogen applications and can be used across the entire hydrogen value chain.

Building a solid foundation for future growth also means continuously investing in the qualification of our employees and the development of our corporate culture. Our goal is to create an environment where sustainability, innovation, and collaboration are fostered. Only by doing so can we collectively meet the challenges of the future and establish BARTEC as a global market leader.

Sustainable growth does not happen by chance. It requires a clear vision, strategic investment and consistent execution. By setting the right course today, we are laying the foundations for tomorrow’s success and securing the future of our company.

# Commitment Beyond Compliance

We innovate safety with responsibility for people and the environment.

## **Safety for people and the environment: our DNA and mission**

Taking responsibility for protecting people and the environment has been an integral part of BARTEC's DNA since its founding and is embedded in every area of our operations. The safety of people and the environment is a core concern in the development and manufacturing of explosion-proof technologies, and it always takes the highest priority in our work processes.

As we grow as an international company, our economic performance and innovation capacity also increase our ability and willingness to take responsibility. We leverage the strengths and initiatives of individual BARTEC companies as opportunities to identify best practices and extend them to other entities. This approach allows us to harmonize processes meaningfully and fulfill our commitment to taking global responsibility for people and the environment.

From success stories, we develop a shared goal. For example, inspired by the energy management system in Bad Mergentheim, we have prepared templates for reporting relevant data on energy consumption and greenhouse gas emissions for all locations. This data will be a critical factor in determining our goal for reducing GHG emissions.

## **ESG beyond compliance: our commitment and initiatives**

Responsible, ethical, and lawful conduct is essential to BARTEC's success. Therefore, we align our corporate objectives with the highest standards for quality as well as safety for people and the environment.

Compliance is a key component of our strategy to ensure sustainable business success. It protects our employees, leaders, and the organization behind them from unnecessary risks and provides guidance in cases of uncertainty. To embed compliance at the highest level of leadership, BARTEC has established a company-wide authority in the form of a Compliance Office. Globally, our Compliance Ambassadors serve as trusted advisors, helping to maintain and continuously improve our Compliance Management System.

We are currently establishing processes to meet the reporting requirements under the EU's Corporate Social Responsibility Directive (CSRD). To achieve this, we are consolidating information from various BARTEC companies and locations and evaluating it with our expert colleagues to set further goals.

BARTEC doesn't just respond to compliance requirements; we take the initiative to meet our commitment to protecting people and the environment. We are expanding our efforts across the full spectrum of Environment, Social, and Governance (ESG) topics and developing new initiatives. For example, we have introduced a new code of conduct for suppliers and business partners as part of our supplier management system. This code outlines the minimum requirements in the areas of ESG – for instance, for our suppliers and their suppliers. At our central location in Bad Mergentheim, we have recently adopted a new, sustainable packaging methodology. In this context, BARTEC aligns not only with internationally recognized standards but also with the specific needs and requirements of our investors and customers.

**Future investments: our contribution to sustainable growth**

For BARTEC, the implementation of EU regulations is not only a great challenge, but also an opportunity for further development and future orientation. The energy sector in particular will undergo significant changes in the long term.

We are mindful of these changes and are strategically positioning ourselves for the energy landscape of tomorrow.

In doing so, we are exploring new business areas, such as in the field of liquefied natural gas (LNG). Our suppliers play a central role in this, making it essential to quickly and intensively expand the scope of information exchange. Currently, the necessary structures and tools for supplier management are being expanded and integrated.

The situation in Russia and Ukraine has also accelerated BARTEC's transformation towards renewable resources. We are involved in LNG terminal projects and have secured a significant hydrogen project with NEOM in Saudi Arabia. In NEOM, a city is being built in the desert that will be powered in a climate-neutral manner using hydrogen technology. With approximately 90% of our products certified for hydrogen applications, we successfully outperformed the competition in this pilot project.

With these and many other initiatives, BARTEC is making steady progress towards sustainable growth.



## **BARTEC**

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