

For the best time of life.

Witt-Gruppe

That's us!

July 2022

If you have any questions,
don't hesitate to contact us:

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Witt-Gruppe

Who are we?

- The Witt-Gruppe is one of the leading mail order companies for the 50 plus target group in Europe and has a tradition dating back more than 110 years. We have been part of the Otto Group since 1987.
- Since 2020, the heine company has also become part of us.
- Our employees are the most important element in striving for a customer-oriented, long-term successful future.
- We supply our customers with clothing, lingerie, shoes, accessories and home textiles at an excellent price-to-quality ratio.



- We pursue a consistent internationalisation strategy. In addition to our home market we are represented in 10 countries and 11 brands.
- We want to expand our top position in existing business fields and invest in new ideas and markets. For that, we are putting our faith in our core competences of E-Commerce, retail business and catalogue.
- Our clear focus on our target group of 50plus and the permanent further development of our services mean that we can look back at continuous growth.



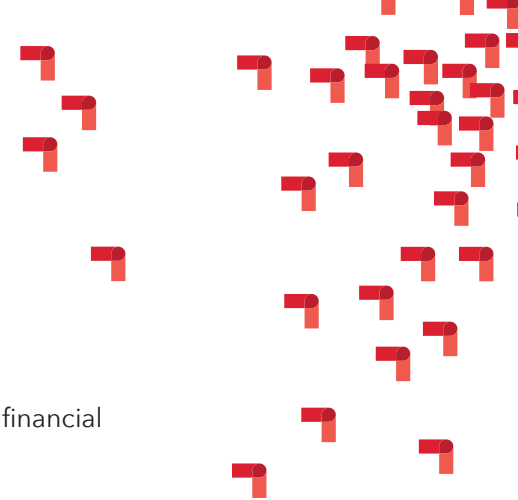


Witt-Gruppe offers you

- › A long-standing and flexible partnership that is valuable for both parties
- › A continuous collaboration over several seasons
- › Constant new innovative projects e. g. basic pattern, pantone-colour-harmonization, digital body data (3D), standard fabrics

Witt-Gruppe in figures

- › Turnover: around EUR 1.231 billion in financial year 2021/2022
- › Employees: around 3.700
- › Customers: around 21.6 million
- › E-Commerce: 23 online shops, turnover around 37%
- › Sales territories: Germany, Austria, Switzerland, France, Great Britain, Czech Republic, Netherlands, Slovakia, Sweden, USA
- › Number of products: around 40.000 articles in the product range
- › Floor space of logistics: 97.000 m²
- › Outgoing parcels: around 140.000 mailings per day at peak times
- › Retail stores: around 120 across Germany
- › Catalogues: around 450 different types of catalogues



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Sustainability

Our vision is to conduct responsible commerce that inspires. The Witt Group takes responsibility for their activities, integrating our entire value chain and each of our business partners.

1. Social Standards

- Code of conduct according to BSCI
- Production only in socially audited factories
- Supply Chain Transparency according to German supply chain law (LkSG)



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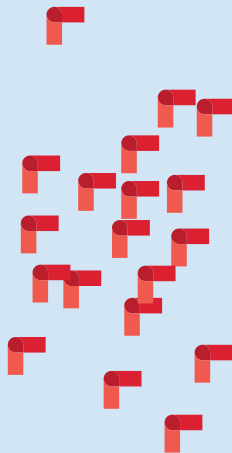
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2. Sustainable Requirements

- Organic cotton e.g. GOTS, OCS (100 & blended)
- Cotton made in Africa
- Sustainable fibres e.g. recycled polyester, sustainable viscose
- Oeko-Tex Standard 100
- Production according to ZDHC MRSL

3. Corporate Responsibility Strategy of the Otto Group

- Climate: We aim for a reduction of CO2 emission of 40% until 2025 and climate neutrality until 2030. Additionally we are working on a strategy to reduce CO2 emissions in our supply chain.
- Supply Chain: We are striving for good communication, transparency social/ecological performance with our partners.
- Sustainable Fibres & Packaging: Our goal is to step by step replace conventional materials with more sustainable materials throughout our business and for all our own products. Target: 65 % sustainable fibres until 2025.
- Circularity: We are focused on the necessity of using our natural resources effectively and, ideally, establishing sustainable regenerative cycles.
- Conscious Customer & Empowered Employees: We want to empower and inspire our customers and employees in making conscious and sustainable decisions.
- Digital Responsibility: We want to be a responsible player in the digital age with concrete measures and initiatives.



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Expectations of Suppliers

Global Sourcing

- Sourcing of special qualities
- Preparation of fabric swatches and samples from the current collection
- Price quotation after transmission of all required information regarding the styles from global sourcing department
- Creation of sample / lap dip / strike off / photo sample / cd chart
- Group condition contract
 - Witt-Gruppe belongs to the Otto Group
 - Is only concluded once and applies throughout the Otto Group
- Compliance with the supplier agreement (including information on topics regarding our day-to-day work and on statutory and social standards)

Technical Product Development

- Compliance with minimum material requirements regarding textile physics of clothing
- Compliance with criteria of quality and workmanship
- Creation of samples pursuant to the measurement concept of the Witt-Gruppe
- Provision of different sizes
- Compliance with our size specifications
- Regular inspection of deliveries on site

Rebuying Department

- Reliability with regards to adherence to deadlines, quality and communication
- Short leadtimes
- Low minimum quantities
- Services (NOS, zero initials, options, blocks, prefabricates on stock and volume-related prices)
- Automatic delivery status

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Packaging-, Labelling- and Shipping Specifications of Trade Goods

The Packaging-, Labelling- and Shipping Specifications of Trade Goods is the reference work for new suppliers and also for regular suppliers. This is where you can obtain current information on logistics handling, the quality management specifications and the EAN code.

It is divided into 3 sections:

Section A: Logistics

- Outer packaging
- Individual packaging and product labelling
- Shipping instruction
- Sample regulations

Section B: Quality Management

- International material- and size labelling for textiles and shoes
- International size specifications
- International material guide incl. additional specifications
- Label positioning
- Product-specific requirements (folding dimensions, additional packaging requirements, etc.)
- Folding specifications
- Non-t-Smart test, laboratory test
- Material description textiles, cd chart

Section C: EAN Code

- Requirements of generation, transmission of EAN data
- Definition of terms EAN, ILN, NVE, GS1
- Description code EAN-13
- Addresses of national EAN companies



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Checklist for all forms and contracts

Requirements of general onboarding

- › Short supplier profile
- › Group Condition Contract (GCC)
- › Technical connection to systems

Following documents/ information will be provided

- › Information about T-smart and I-smart
- › Packaging-, Labelling- and Shipping Specifications of Trade Goods
- › Criteria of quality and workmanship
- › Supplier Agreement
- › Supplier Declaration
- › Sustainable requirements
- › Detox information
- › Information about CR-strategy of Witt

Additional information

- › Standard fabric codes
- › Pantone-colour harmonization

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Seasonal Process

