

LED's do it!

HIGHLIGHTS 2022





Our directors (from left to right): Michael Sallaberger, Walter Sallaberger, Florian Klaner and Stefan Sallaberger

SANUBE - LED'S DO IT

Sanube GmbH is one of Europe's leading manufacturers of prefabricated lighting systems. In recent years, we have mainly manufactured products designed to be used in three sectors: **agriculture, commercial vehicles and caravans.**

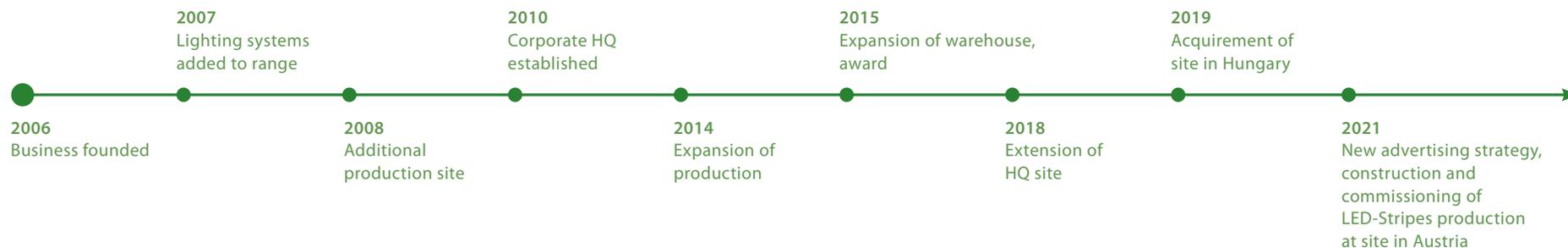
We are a trailblazer when it comes to product development. Thanks to our technical expertise, we have been able to expand the range of services we offer and are now THE reliable partner when it comes to the supply of LED-Stripes and lighting components for towed vehicles.

Customer orientation

We develop individual and innovative solutions in close partnership with our customers. And size does not matter – no order is too large or too small for us!

Quality – 100% made in Europe

Quality is the benchmark against which everything is measured. Our products are made exclusively in Europe at our production sites in Austria and Hungary. Our 120 dedicated employees ensure on a routine basis that our products are of a consistently high quality.



OUR CORPORATE HISTORY

2006 Business founded

Sanube founded by Walter Sallaberger, company focuses on distribution of vehicle components.

2007 Lighting systems

The product range is extended to include lighting systems for car, commercial vehicle and agricultural trailers and other towed machinery. In-house and customer-specific developments rapidly make us one of the leading suppliers in our sector.

2008 Additional production site

Our production capacity is extended to a site in Hungary. This is the commencement of our partnership with a major manufacturer of cables.

2010 Corporate HQ established

Our current HQ building in Hartwagen is constructed. The continuing expansion of our product range, the many new customers throughout Europe and the employment of more personnel make this new building with its 500 m² of storage space and 150 m² of office space essential for us.

2014 Further expansion of production

Because of the increasing demand for our products, we decide to extend our warehousing

and production capacity in Hungary to some 3300 m².

2015 Expansion of warehouse

At our site in Austria, our warehousing capacity is increased to some 700 m². So that we can react more flexibly to our customers' needs, we incorporate five production islands.

2015 Major award

Sanube is given the „Supplier Award“ by one of the world's largest manufacturers of agricultural machinery and tractors.

2018 Extension of HQ site

Our increasing acquirement of market sectors and our expansion into the caravan sector mean that our HQ requires further extension. The size of our production, storage and office capacity doubles to 2000 m².

2019 Acquirement of the site in Hungary

We acquire a shareholding in our Hungarian partner and the subsidiary Sanube Kft. (100% owned by us) is founded. Thanks to a significantly improved management system, we are able to further increase production capacity and improve quality.



2021 New advertising strategy

Our extensive growth and expansion mean that it is now time to relaunch our whole market presence. Everything – from logo through corporate fonts to website – undergoes a transformation.

2021 LED-Stripes production added

To ensure flexibility and maintenance of quality, production of all our LED-Stripes is transferred from China to Austria.

caravan





BRILLIANT DESIGNS FOR INTERIORS AND EXTERIORS

Our core expertise

We develop and produce LED lighting components with passion and know-how. Caravan camping can thus be seen in a whole new light while safety is assured.

As an experienced manufacturer we know what customers want: **the very best quality and contemporary design.**

Design, innovation and technology

For us at Sanube, innovation and the adoption of new technologies are established practices. Our recently developed running lights with their indirect contour illumination will make your caravans into something special – a light system designed for reassurance.

COMMERCIAL VEHICLES





ONE STEP AHEAD! A BREAKTHROUGH IN THE COMMERCIAL VEHICLE SECTOR

Our core expertise

Plenty of illumination and top quality are absolutely essential for commercial vehicles. We know the market and the needs of truck drivers. And so we continually develop new components that revolutionise the market and generate genuine benefits.

Design, innovation and technology

Our ambition to create innovations is our motivation and what drives us. Our LED lighting elements for cargo spaces ensure optimal illumination of the vehicle interior. The incorporated infra-red sensors automatically turn the lights on when the rear doors are opened. Alternatively, the system can be turned on manually by means of an electronic switch. This patented operating element can be mounted externally on the driver's cab and is completely waterproof.

AGRICULTURE





HIGHLIGHTS IN AGRICULTURE

Our core expertise

Among the trailblazers in our product range are the lighting components for agricultural trailers and towed machinery. As a result of our many in-house and customer-specific developments, we have now established ourselves as market leader in this sector.

Design, innovation and technology

From an integrated blinker failure warning system to LED rear lights developed and designed exclusively for our customers, we can offer everything in terms of technology that farmers dream of.



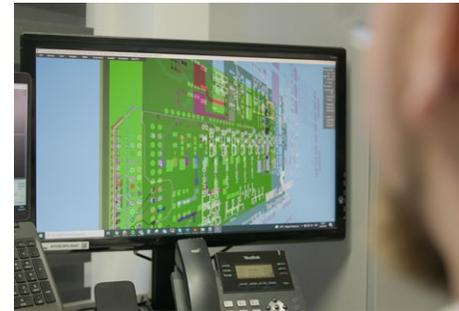
CAN DO – IS POSSIBLE!

We see ourselves as an „external development office“ of our customers and place considerable emphasis on maintenance of close partnerships.

The words „Can't do it, it's impossible“ are not part of our vocabulary – we do everything we

can to meet the needs of our customers.

State-of-the-art 3D printer systems and our many years of experience allow us to run projects from the initial concept through to supply of pinpoint-accurate serially produced elements.



OUR DEVELOPMENT PROCESS

Step 1

We first consult with our client and prepare appropriate specifications and a rough sketch. On the basis of these we develop proposed designs.

Step 2

After the client has selected a specific design, we draw up an offer that also covers outgoings for tools and the costs of homologation* and prepare the first functional prototype using a 3D printer.

Step 3

Once the client has given their approval, we start making the necessary tools. This can take 4 - 6 months depending on the size and design of the lighting element. A first production sample is then made.

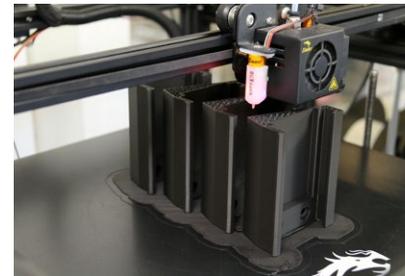
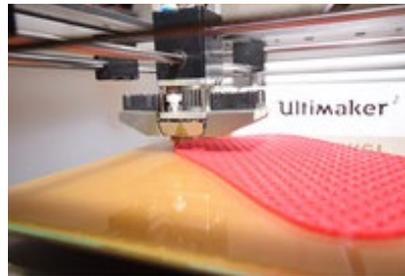
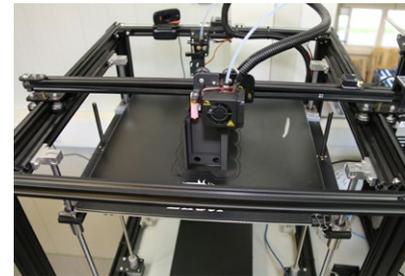
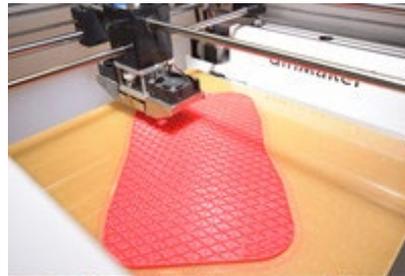
Step 4

When the sample has been approved by the client, the lighting element is submitted for homologation*. It is verified that the component complies with all the ECE/ASAE norm (USA) legal requirements. This usually takes 3 - 4 weeks.

**Homologation = process of confirming compliance with ECE/ASAE regulations Customer-specific developments*



various design stages

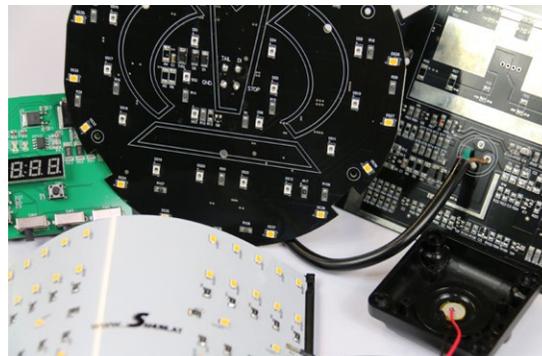


3D printing of a prototype

Step 5

Following the receipt of homologation documentation, we can commence serial production.

In consultation with the client, we plan production carefully to ensure the new product can be delivered on schedule.



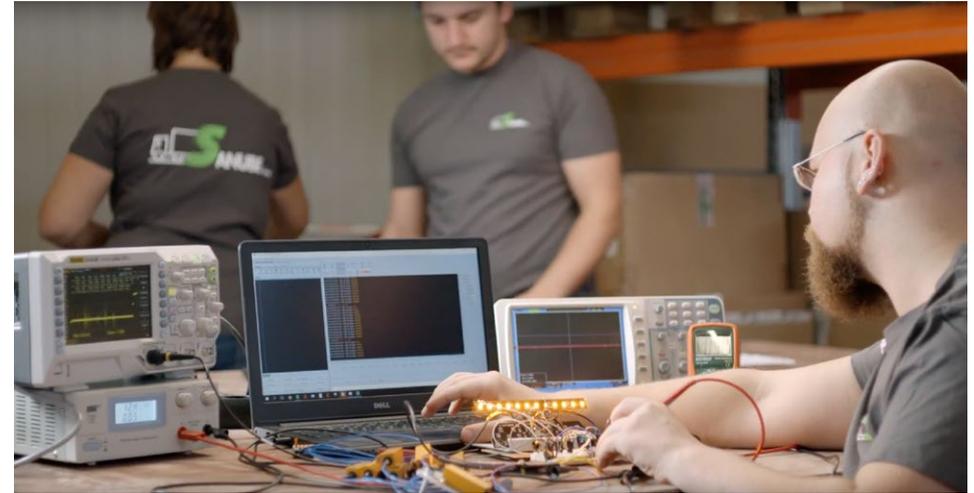
A TRAILBLAZER IN PRODUCT DEVELOPMENT

We invest considerable time and resources in product development in order to continuously improve and extend our range – and this is vital for us if we want to survive in the international marketplace.

As innovation and technical enhancement of our products have been our ambition from the very beginning, we have acquired suitable specialist knowledge in recent years that aids us on a daily basis.

One of our chief strengths is our ability to develop electronic systems in-house. From our integrated blinker failure warning system to our „running flasher“ and new „LED box“, we are able to develop, test and serially produce everything ourselves.

Development times and costs for our customers can be significantly reduced thanks to our use of computer-assisted simulation.



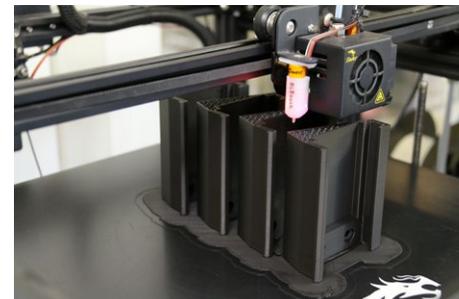
New electronic systems (such as our „running flasher“ with blinker failure warning system) are tested here in-house after development.



Development of finished components that reduce installation time for customers



Also in-house production of electronic prototypes



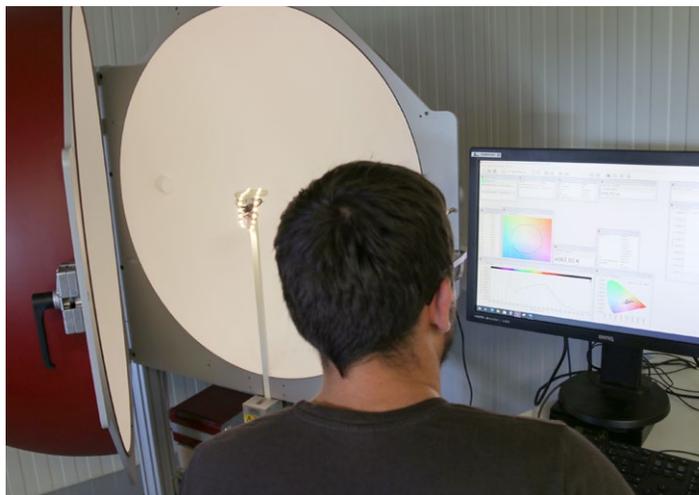
3D-assisted prototype construction



Technical know-how in all areas of electronics development



In-house light analysis laboratory: light colour, intensity and beam angle



RIGOROUS TESTING

Before we begin to serially manufacture our lighting elements, they are subjected to **stability testing**.

Their resistance to ambient conditions is tested in our climate chamber: here they are exposed to a temperature change from $-40\text{ }^{\circ}\text{C}$ to $+80\text{ }^{\circ}\text{C}$ and back again within 20 minutes in an atmosphere with up to 100% humidity. Prototypes are then transferred to the salt water column. Here their resistance to water penetration is verified. Only those that are 100% waterproof are released for serial production.



+75 °C climate test chamber



Test of leakproofness in a salt water column



The very best quality - made in Europe



QUALITY – 100% MADE IN EUROPE

Mainly produced at our Austrian site are finished components, hazard warning signs and small series of cable systems. Small batches of special parts can also be made here.

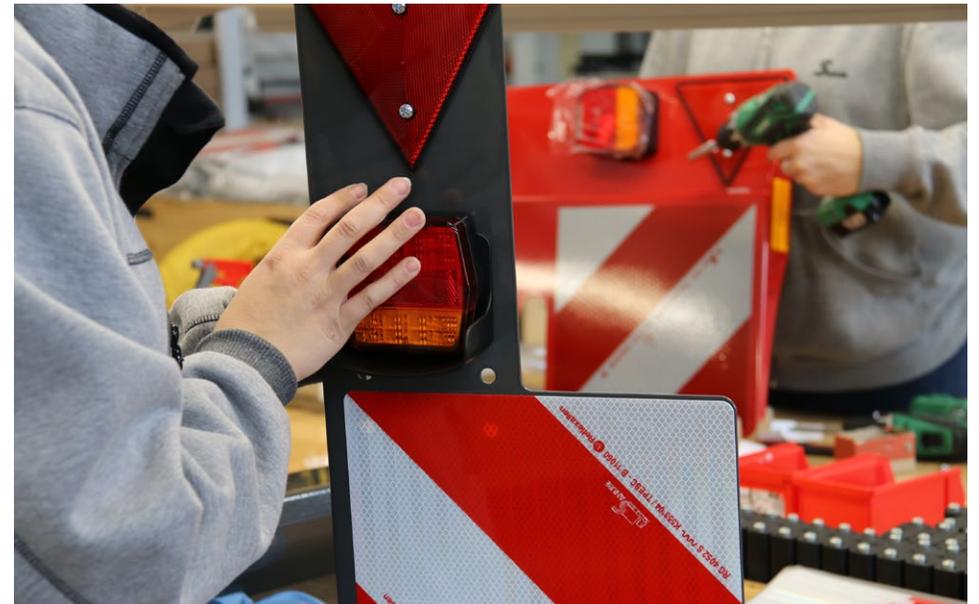
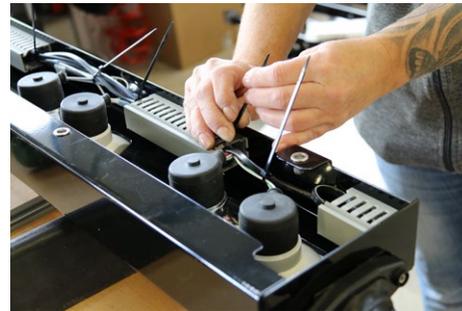
In 2018, our Austrian premises were extended to nearly 2000 m².

Quality has top priority

We place great emphasis on quality. We invest our heart and soul in our products and thus take great care when making them. All products are fully tested and appropriately

labelled so that our customers know that the articles they are acquiring are guaranteed to be fully functional.

The ISO 9001 standardisation system was adopted in Austria and Hungary in 2015. We have continued to work in compliance with this standard since then.



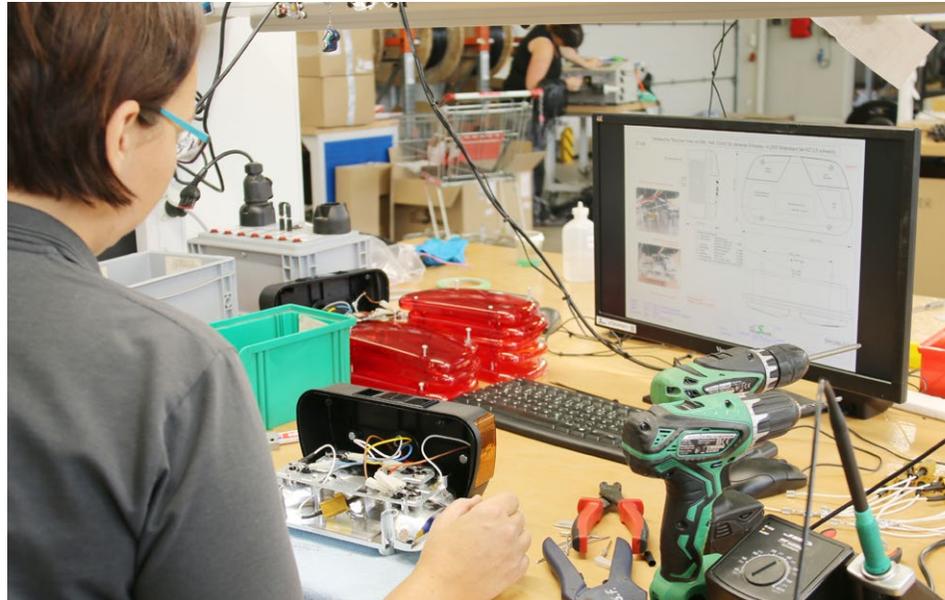
Assembly of finished components in Austria

OUR SITE IN HUNGARY

Our second site is located in Eger, some 150 km to the north-east of Budapest. Here there is almost 3500 m² of storage and production floor where our products are manufactured by dedicated and well qualified personnel.

The state-of-the-art production machinery means we can ensure manufacture of consistently high quality and cost-optimised products. Cable cutting machines, crimping and encapsulation machinery meet the latest technical standards and are continually upgraded.

To avoid unnecessary waste, all assembly instructions are in digital form. We do not use analogue paper documents at all!



100% computer-assisted testing of all parts and components



crimping using the very latest machinery

