

fiore[®]
BY AUSKIN

fibre is • authentic • natural • design



Corporate Brochure

The Fibre by Auskin Ethos

Welcome to Fibre by Auskin, a global leader in sheepskin product manufacturing and distribution. Fibre also sources natural fibre products from around the world to enhance homes and living spaces. Given our global network, experience, quality resources and logistics capabilities, we are able to provide bespoke product and design solutions for our customers. We invite you to celebrate the rich heritage of our organisation and our unwavering commitment to quality, sustainability and innovation.

We create products that seamlessly blend nature's beauty with modern living.

Nature's Influence

We draw inspiration from the colours, forms and textures of nature and it is these elements that are reflected in our products. Our goal is to bring the luxury of nature into your home and daily life.

Integrity and Fairness

Integrity and honesty are very important to our business and this creates a fair and mutually beneficial environment for our partners and customers alike. We respect the values of community, hard work and honesty, which underpin every facet of our business.

Sustainability

At the heart of everything we do, lies a commitment to sustainability. We're driven to reduce our environmental footprint and continually invest in our manufacturing processes to ensure a sustainable future. Every aspect of our production is carefully considered to ensure we're employing the most eco-friendly processes..

Innovative Design

Our approach to design is thoughtful and engaging. Our products not only exude style, but also offer a soft touch, unmatched feel and exceptional functionality. We create products that seamlessly blend nature's beauty with modern living.





A Welcome from our Managing Directors

Dennis Hu

Managing Director:

Australia's pristine natural environment has been an inspiration for people around the globe. Immersing myself in the world of sheepskin and natural fibres while residing here, inspired me to establish an organisation deeply grounded in nature, making it the most instinctive and natural path for me to take.

We're fortunate to draw upon generations of experience and wisdom in the Australian and New Zealand sheepskin industry and we've expanded that knowledge to enrich lives worldwide. Over time the Fibre by Auskin brand has flourished and our resolve to continue building upon it for generations to come has never been stronger.

We're immensely grateful for the overwhelming support and assistance we've received over the years, from countless individuals. Our company boasts an exceptional team, steadfast business partners and loyal customers.

Today we are thriving in the industry and we remain committed to our core principles of delivering high-quality, sustainable, well-designed products that showcase our brands. Our mission is to enrich people's lives with luxurious natural fibre homewares. This is not just my dream; it's the dream of our entire team and we extend a warm invitation to everyone to join us on this incredible journey!

Francis Kin

Deputy Managing Director:

Established in Australia, Fibre by Auskin has meticulously cultivated its brands for over three decades, marked by challenges and successes. With unwavering dedication and persistence, we've achieved our dreams and set even higher goals.

In our journey, we've grown with profound insights into conducting an ethical business, aligning our products and capabilities with nature's blessings and championing sustainability. The sheepskin and natural fibre industries perfectly mirror these principles.

Today, we embrace innovative technologies, continually enhancing quality and efficiency. Customer satisfaction remains our unwavering commitment and enriching your homes with our luxurious natural products, is our mantra.

Our organisation embodies respect for nature and a genuine pursuit of harmony. We express our heartfelt gratitude to all who've supported our growth and we look forward to a wonderful future with you, our dear customers.



About Fibre by Auskin

Fibre by Auskin has established itself as a global sheepskin manufacturer and supplier of natural fibre products.

Headquartered in Australia, our natural fibres span the globe. For the past decade, Fibre by Auskin has been sourcing natural fibres such as Alpaca wool from South America and sheepskin from the Southern Alps of New Zealand. These materials allow us to produce unique products and present innovative design solutions for our customers.

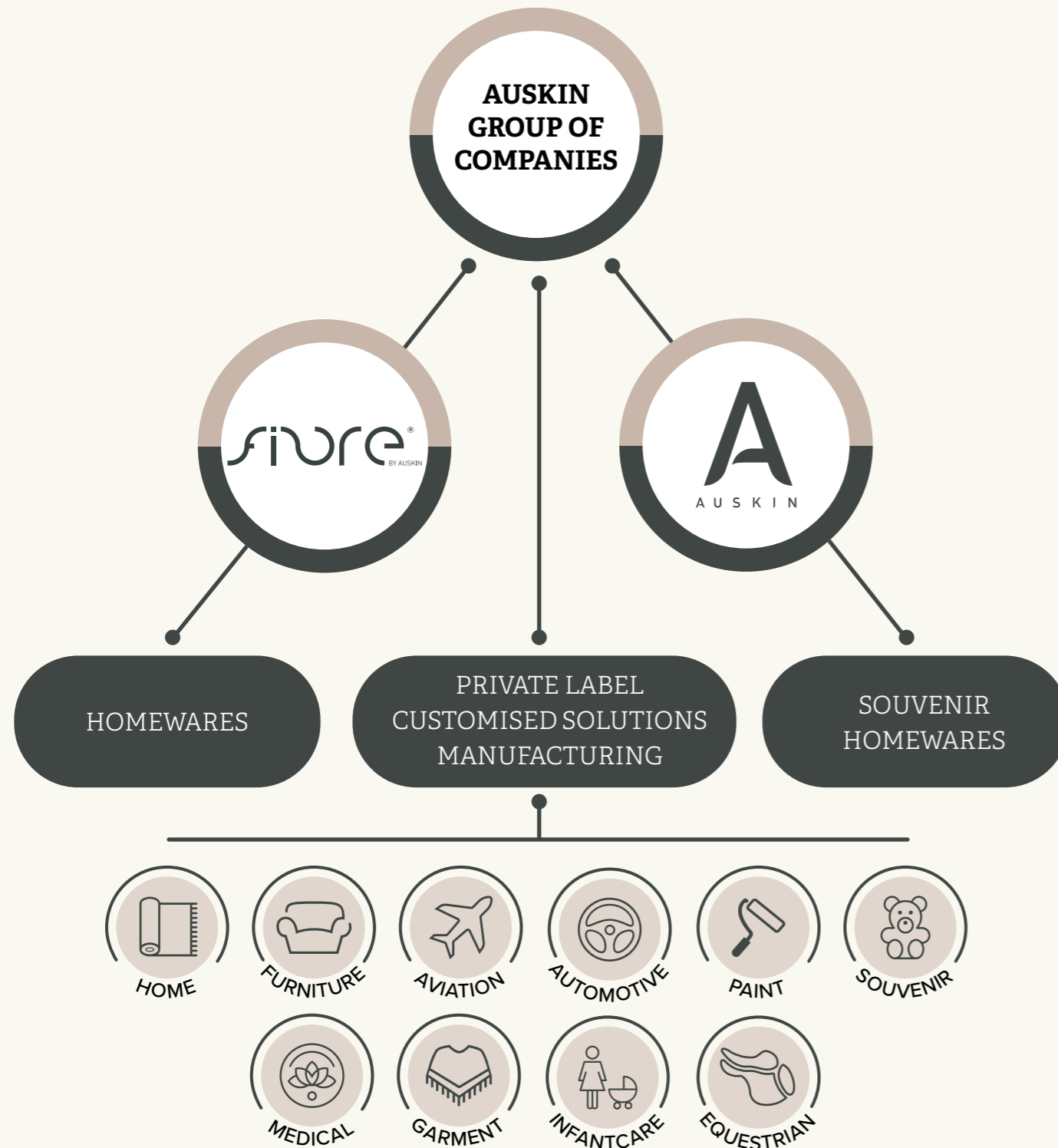
We market our finished products under two brands - Auskin and Fibre by Auskin and we have products in many categories including homewares, collectibles, gifts and infant care essentials. We are also a significant supplier of materials and components to the home furnishing, aviation, auto and applicator markets.

Our approach to procurement, tanning, pricing and customer service is about creating value. We achieve this whilst maintaining high standards of quality and craftsmanship across our business.

Here are some key facts about us and our products:

- Our reach extends to major global retailers across Europe, North America, North Asia and Australasia.
- Our sheepskin products are certified by Woolmark and OEKO-TEX Leather Standard – assurance that they are not only top-quality, but also safe for contact with human skin.
- Ethical sourcing is a vital part of Fibre's DNA. Our Sheepskin products are sourced primarily from Australian and New Zealand farms that adhere to strict environmental and animal welfare codes and our skins are a by-product of the food industry.
- We stringently test our products and production processes. Our products are independently tested and our production facilities are regularly audited to ensure they meet international standards.
- Fibre by Auskin recognises the significant environmental benefits of sheepskin, a sustainable and renewable resource. Obtained as a by-product of the food industry, sheepskin minimises waste and follows a circular lifecycle, making it a long lasting, biodegradable material. In contrast to synthetic materials like faux fur, sheepskin doesn't contribute to microplastic pollution. Recent research has raised concerns about microplastic release during the recycling of synthetic materials. Approximately 8% of global oil production is allocated to non-renewable synthetic materials, highlighting the sustainable nature of sheepskin. Furthermore, energy-efficient drying methods and the durability of sheepskin provide value and environmental benefits compared to synthetic alternatives.

Our Company Structure



Vertical Integration

From the Farm to the Living Room

Our commitment to vertical integration means we control every aspect of our operations, from sourcing natural materials on the farm to creating and delivering our products to our customer's living room. This end-to-end approach allows us to ensure quality at every stage of the process.

The Farm Connection

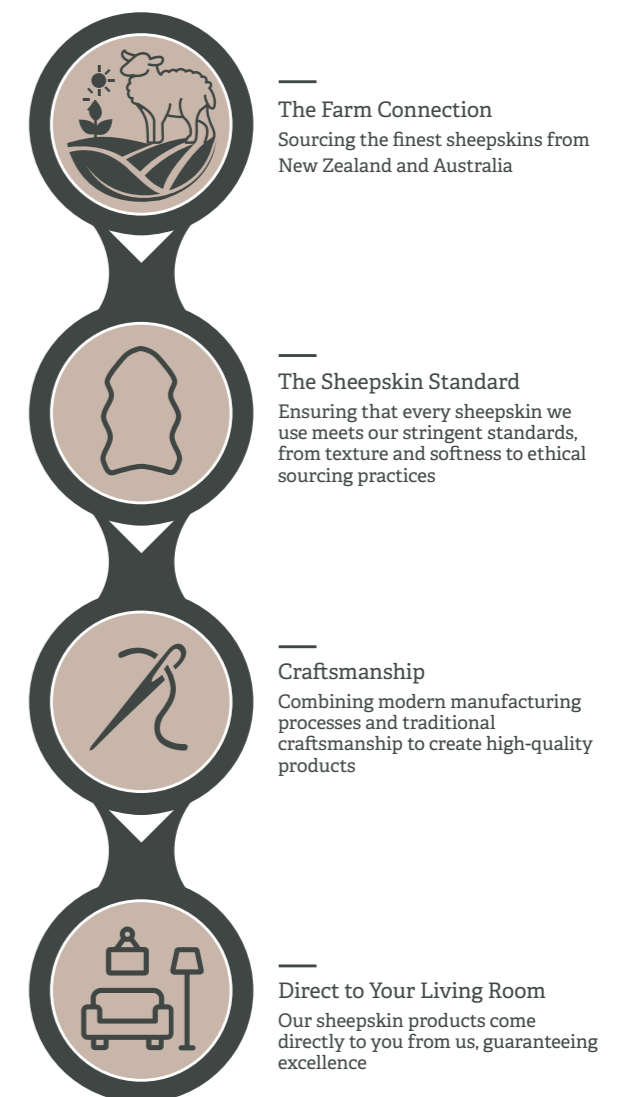
It all starts on the farms, where we source the finest sheepskins from New Zealand and Australia. We maintain strong relationships with farmers and suppliers who share our commitment to quality and sustainability. These partnerships ensure that every sheepskin we use meets our stringent standards, from texture and softness to ethical sourcing practices. We believe that knowing the source of our raw materials is essential.

Craftsmanship

Once the sheepskins reach our facilities, our skilled team takes over. Our manufacturing process combines traditional craftsmanship and modern technology to create high-quality products.

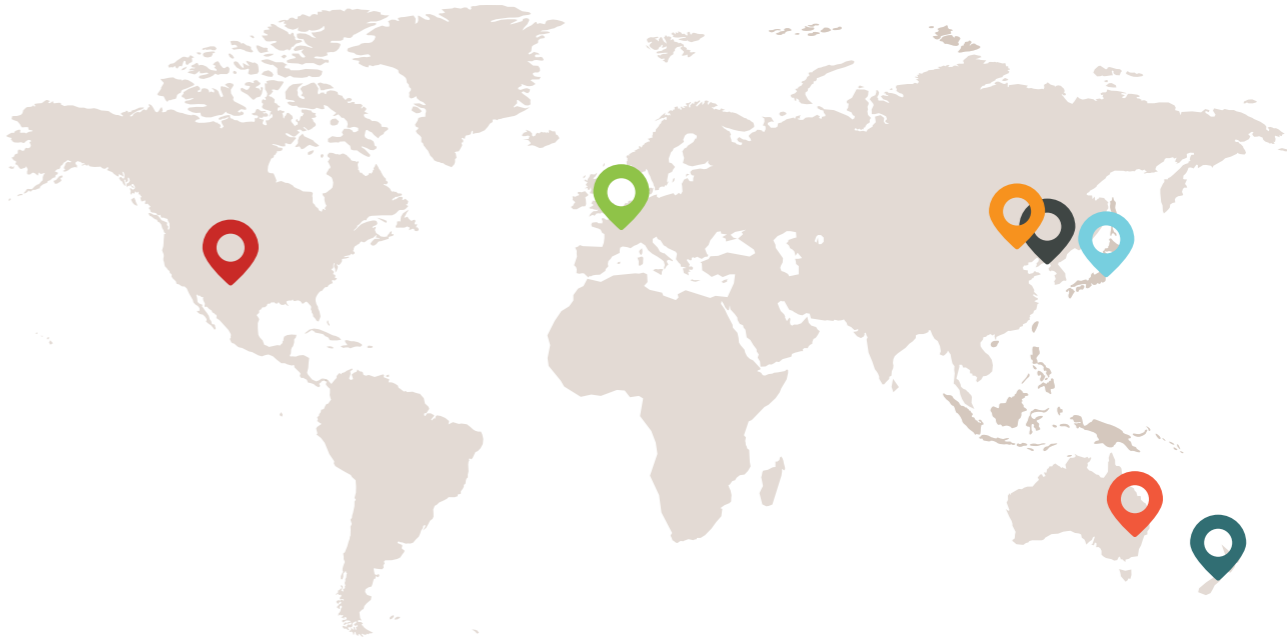
Direct to Your Living Room

From our production to your living room, our commitment to vertical integration means we oversee every step of the process. Our sheepskin products come directly to you from us, guaranteeing excellence.





Our Global Presence



- AUSTRALIA** - Head office, sales, international marketing, customer service, logistics.
- NEW ZEALAND** - Sales, tanning technology, raw material procurement, customer service, logistics.
- CHINA** - Sales, cost effective and high-quality manufacturing capability, tanning, customer service and logistics.
- EUROPE** - Sales, customer service and logistics.
- USA** - Sales, customer service and logistics.
- JAPAN** - Sales, customer service





Our Capabilities

Ethical Global Sourcing

At Fibre by Auskin, ethical sourcing is integral to our operations

- Throughout our supply chain, we place a high priority on responsible practices.
- The primary sources of our sheepskin are New Zealand and Australia. It's important to note that mulesing is strictly prohibited in both New Zealand and Australia.
- Our sheepskins are a by-product of the food industry
- We maintain partnerships with farms that adhere to sustainable and environmentally responsible farming practices.
- Australia and New Zealand have established comprehensive regulations for animal welfare and stringent environmental standards.
- New Zealand, in particular, leads in advanced animal welfare standards, emphasising the mental well-being of animals and pioneering innovative approaches.
- Additionally, our Australian partners actively collaborate with industry experts to further enhance animal welfare and sustainability efforts.
- At Fibre, our commitment extends to sourcing the finest sheepskin and natural fibres globally.
- Our strong and enduring supplier relationships in Australia and New Zealand, coupled with our rigorous quality control processes, guarantee exceptional quality throughout every stage of production.
- Fibre by Auskin also proudly collaborates with sustainable and eco-conscious brands. These collaborations showcase high set skills of rural artisans, mainly women, who rely on knitting and weaving as vital sources of income.



Artisan Family Atelier

The Fibre by Auskin Excellence in Tanning and Manufacturing

Our tanning and manufacturing processes take place at the Xuanhua facility, located in the North West of Beijing. Here, we approach techniques with skill and proven methods.

With over 25 years of industry expertise, our Technical Director, Leroy Parker, underlines the artistry inherent in tanning the highest quality sheepskin. He believes that it is this artistry, coupled with science, which produces the luxurious sheepskin products we're renowned for.

Unwavering Commitment to Quality Production

Our Xuanhua sheepskin tannery and sewing facility achieve consistent output through a well-resourced Quality Department and have a commitment to exceeding all relevant international standards across our product categories. We are regularly audited by major International retail brands, each requiring compliance with their own specific ethical, social, environmental and chemical standards.

We take immense pride in recently being an accredited QWD (Quality Wool Direct) supplier for one of the largest retailers in the world – an accreditation that only 10% of their supply base achieves, further underlining our dedication to quality assurance. In addition, we proudly hold the following certifications »»



LEATHER
STANDARD

OEKO-TEX

- The Auskin Group holds Oeko-Tex 'Confidence in Textiles' standard in Class 1 for Ivory, Class 2 for Ivory and light to medium coloured woolskin products.
- Our dark-coloured skins are working towards Oeko-Tex certification but meet all other requirements except for one rub test.
- We repurpose yellow discoloured sheepskin to reduce waste and promote sustainability.
- Annual audits ensure the use of safe chemicals in our products and compliance with human safety standards.
- Our technical team undergoes trials and tests to achieve Oeko-Tex standards, showcasing our commitment to quality and safety.
- Our dedication to maintaining Oeko-Tex standards drives us to obtain additional certifications for all our products.



SEDEX AND SMETA STANDARDS

Our tannery is audited annually for compliance with SMETA ethical trade standards as a member of SEDEX (Supplier Ethical Data Exchange). SEDEX is a not-for-profit organisation that promotes ethical supply chains and facilitates responsible sourcing data sharing and collaboration with suppliers.

- Being part of SEDEX demonstrates our commitment to transparency and responsible business practices.
- SMETA is an auditing methodology by SEDEX that assesses ethical trade practices in member supply chains.
- SMETA evaluates labour rights, health and safety, environmental impact and business ethics.
- SMETA promotes transparency and drives improvements in supply chains.



Total Quality. Assured.

INTERTEK LABORATORIES

Intertek Laboratories is a multinational company specialising in testing, inspection and certification. We conduct annual chemical and performance testing on our sheepskin products using these services.

- Intertek Laboratories help us ensure product quality by testing for pesticide residues, formaldehyde, heavy metals and AZO dyestuffs.
- Regular assessments by Intertek evaluate colour fastness, light fastness and rub tests on our products. The Auskin Group maintains the highest international standards through these evaluations.
- Their testing verifies the quality, safety and performance of our products.
- Their support enables us to meet industry standards and regulatory requirements.



SHEEPSKIN
PURE NEW WOOL
PILE

WOOLMARK

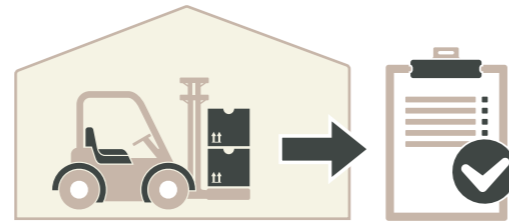
The Auskin Group is an approved license holder of the Woolmark quality assurance logo across all of our Sheepskin products. Woolmark is the global authority on wool, representing a genuine commitment between woolgrowers, brands and consumers. They ensure the authenticity and superior quality of wool and woollen products. When you see the Woolmark logo, you can trust that you're getting an authentic sheepskin, with the highest standards of wool in the world.

ISO 9001:2015
CERTIFIED
SUPPLIER

ISO9001:2015

The Auskin Group is an ISO9001:2015 certified supplier which means that we have met the requirements of the ISO 9001 quality management system standard. This certification shows that we have effective quality management processes to consistently deliver products/services that meet customer needs and comply with regulations. ISO 9001:2015 covers customer satisfaction, continuous improvement, risk management and employee involvement in achieving quality goals.

Sales, Marketing & Logistics Capability



Our Sales, Marketing and Logistics capabilities are characterised by continuous innovation and an ever-expanding product range. We are proud of the diversity of our trading units, each of whom cater to the unique demands of their local markets. The strong relationships that we've cultivated with customers and suppliers worldwide are a key aspect of our business.

Expertise and Product Innovation

At Fibre by Auskin, our dedication to quality is based on our extensive expertise in the industry. We strive to consistently excite our customers with innovative products and fresh categories.

We thrive on the challenge of crafting and sourcing new and exciting offerings tailored to our customer's specific needs. We understand that customisation is key in today's dynamic market and our capabilities are finely tuned to meet those requirements.

Channel Diversification

Fibre by Auskin has the ability to supply a range of customers directly through our own warehouse and also ex factory. These customers include large manufacturers and large retailers.

We are also able to supply small craftspeople and smaller businesses through our warehousing system as our goal is to make our exceptional products accessible to everyone, regardless of scale.

Solutions Based Customisation Capabilities

Fibre specialises in providing tailored natural fibre solutions to a wide range of industries, including Automotive, Aviation, Furniture, Home, Souvenir and Medical. We have a strong global supply network and versatile capabilities.

Our approach focuses on collaboration with customers to align with design trends, local market dynamics and specific business requirements. We combine traditional craftsmanship and modern technology in our sheepskin tannery to continually innovate this natural material.

With a network of global artisans, each specialising in unique natural fibres, we offer flexibility to match different fibres with specific customer designs. Whether it's fully finished products or natural fibre materials, we provide solutions to meet diverse customer needs.



Our Product Range Categories



SHEEPSKIN RUGS



CUSHIONS



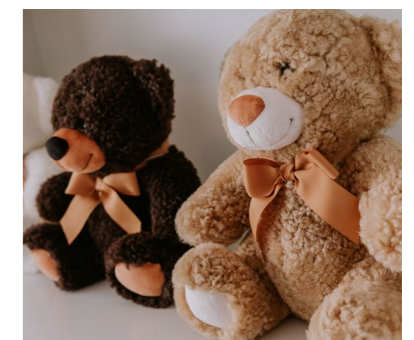
THROWS



SEATING



INFANTS & KIDS



COLLECTIBLES

From Raw Materials to Excellence

Fibre by Auskin has refined its technical approach over the years, with a strong commitment to producing top-quality sheepskin products.

We continuously explore new raw materials to expand our product possibilities and remain dedicated to supporting our customers and meeting market demands through our proactive approach and technical innovations as we move forward.



Sustainability & Corporate Responsibility

As a global organisation, Fibre by Auskin is deeply committed to environmental responsibility. Our dedication to sustainability is evident throughout our operations, from responsible sourcing to efficient production methods that minimise waste and energy consumption.

We prioritise transparency and accountability within our supply chain, adhering to rigorous quality and safety standards that meet the highest ethical and sustainability criteria. Utilising recycled materials for inserts, labels and packaging, we reduce our environmental footprint and contribute to a circular economy.

Our preference for natural fibres like flax linen, alpaca, cotton and wool reflects our commitment to providing luxurious, ethically designed and environmentally conscious products. These fibres offer exceptional comfort, durability and insulation properties while minimising the impact on our planet.

Some customers may be concerned with animal diseases such as BSE or Scrapie. BSE (Bovine Spongiform Encephalopathy) is a disease that solely affects cattle (bovine). It is important to note that we source sheepskins from Australia and New Zealand, countries recognised by the World Organisation for Animal Health as having negligible BSE risk. This point, coupled with the fact that we are a sheepskin product manufacturer, should assure our customers that this disease is therefore not relevant to, nor does it apply to, our sheepskin products. Regarding Scrapie, New Zealand is recognised as being free from this disease, which is confirmed by various international bodies and studies. Scrapie is a degenerative condition in old

sheep, and New Zealand's status as Scrapie-free has been acknowledged by the USA and other researchers who have used New Zealand sheep for epidemiological studies. Although there were isolated incidents in the past, rigorous measures were taken, including stamping-out and quarantine, to eradicate Scrapie from New Zealand. Continuous surveillance programs have been in place since then to monitor and maintain this Scrapie-free status, aligning with New Zealand's stringent biosecurity measures.

Our sustainability journey is ongoing and we know that we have a long way to go before we reach our destination. We value the collaboration of our suppliers and customers as we continue to progress together in our commitment to a lighter footprint. We aim to empower our customers with knowledge and help them make informed choices in line with their values.

Fibre by Auskin values the environmental benefits of sustainable sheepskin, a renewable by-product of the food industry. Unlike synthetic materials like faux fur, sheepskin is biodegradable and doesn't contribute to microplastic pollution. It's worth noting that approximately 8% of global oil production is used for non-renewable synthetic materials. Additionally, sheepskin's longevity, circular lifecycle, and energy-efficient drying methods offer both value and environmental advantages over synthetic alternatives.

For further information visit our website or read our Sustainability Brochure online

WEBSITE

BROCHURE



Innovation and Technology

At Fibre, our commitment to innovation and technology extends to environmental responsibility. We're dedicated to minimising energy consumption, emissions and water usage. Here's how we make it happen:

- **Energy Monitoring:** We closely monitor and optimise energy usage across our operations to ensure efficiency.
- **Auto-Tanning Technology:** We employ Auto-Tanning technology, reducing chemicals, water, energy and COD emissions by an impressive 10%. Through our innovative Auto Tan technology, we are able to carry out Closed-loop production - a method focused on maximising the efficiency of resources in our operations. Instead of discarding chemicals and water into the effluent after each process or production batch, we at Fibre have embraced a Closed Loop approach. This approach centres on the strategic reuse of essential elements.
- **Transition to Natural Gas:** We've transitioned from coal to natural gas, resulting in a substantial reduction in carbon emissions.
- **Solar Power:** Our solar panels heat up to 2 million litres of water every week, harnessing the power of the sun for sustainable energy.
- **Heat Capture:** We maximise energy reuse by capturing heat from drying rooms
- **Advanced Conveyors:** Streamlined processes with advanced conveyors reduce forklift usage and our carbon footprint.
- **Waste Management:** We prioritise recycling and explore alternative uses for waste materials, minimising environmental impact.
- **Eco-Friendly Shipping:** Optimising shipping methods, we choose sea transportation over air freight, significantly reducing CO2 emissions.
- **Efficient Transportation:** Our efficient road and trucking operations eliminate empty trucks, optimising transportation for raw materials and finished products.
- **Air Quality:** Mechanical scrubbers are in place to remove VOC contaminants (Volatile Organic Compounds). VOC's are a group of organic chemicals that can easily evaporate into the air at room temperature. They are called "volatile" because of this tendency to vaporise. By using mechanical scrubbers, we enhance air quality within our operations.
- **Cold Air:** We repurpose cold air, minimising waste.



Our Auto Tan machines

Trade Fairs and Exhibitions

Fibre by Auskin actively participates in international trade fairs and exhibitions. This allows us to engage with a global audience and showcase our innovative solutions and products.

These events serve as platforms for us to connect with industry leaders, forge valuable partnerships and stay at the forefront of emerging trends and technologies.

Our presence at these exhibitions reflects our dedication to fostering meaningful relationships within the industry and our continuous pursuit of excellence.

Through participation, we not only introduce our products to a wider audience, but also gain valuable insights and feedback.

Some examples of our global presence at Trade Fairs:



MELBOURNE AGHA 2023



NORDSTIL



HIGH POINT 2023

Other key International Trade fairs that we participate in include Atlanta Gift Fair, Maison et Objet and Ambiente.

Our Commitment

Fibre by Auskin stands committed to quality, sustainability and innovation, with deep roots in our heritage and a genuine concern for the environment. From sourcing premium materials to pioneering eco-friendly technologies, our passion drives the creation of natural fibre products.

Our expertise and capability in providing customised and bespoke design solutions for our customers, is our cornerstone.

We invite you to explore our products, capabilities and design solutions and join us on our journey.

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