



Real Safety Newsletter



WELCOME

Welcome to our first Safety Newsletter since our re-branding.

In this issue:

With the New Year quickly approaching, it's a perfect time to reflect on our work, partners, and achievements throughout 2022, including our ISO 9001 certification.

We also have a special focus on our award winning REAL Safe Escape Markers, which have made a real difference to some of our off-shore clients.

We also explore why non-metallic FRP solutions often outmatch steel in construction projects, and in our Client Focus article, we feature an interview with ESVAGT A/S; a Danish company with a fleet of more than 40 vessels - supporting the offshore wind, oil and gas industries.

Our inaugural newsletter will be followed by regular updates going forward.

Contents

- 3 End of the year CEO Update
- 4 Solution Focus: REAL Safe Escape Markers
- 6 Customer Spotlight: ESVAGT A/S
- 7 Non-Metallic Construction Materials - what are the benefits?
- 9 Real Safety has been ISO Certified
- 10 Season's Greetings message

End of the year CEO Update



There is no doubt that this year has been remarkable for Real Safety. We have delivered on some major initiatives and made tremendous progress on the goals we set out at the beginning of the year.

We have re-branded!

We launched our website in April: www.realsap.com and followed up with the launch of our Danish website: www.realsafety.dk

Developing our new logo, websites and online presence, are all important aspects of our digital marketing strategy. It is a window to showcasing our brand and vision both locally and internationally.

ISO 9001 Certification

This year, we achieved our ISO 9001 Quality Certification. It's a tremendous achievement for Real Safety. Read more about our ISO process in our article on page 9.

We have expanded our Team

People are pivotal to developing the right client solutions in the industries we serve. To ensure that we can deliver on our aspirations and growth plans, we have opened two new offices in UAE and KSA and have welcomed 7 team members to Real Safety over the last 12 months.

In UAE, we have welcomed Stakeholder and Executive Vice President, Lehan Koekemoer. He has international experience and operates alongside an assistant out of UAE. We have also welcomed Adam Majzoub as Director of Business Development – based in our KSA office. Both are crucial appointments for Real Safety to ensure that we have a strong local presence in our key markets.

In Denmark, we have strengthened our HQ team and have welcomed Puk Svensson as our new Marketing Manager - and Ann Le as our QHSE and Project Manager. They are joined by Marketing Assistant Rosie Durias and Technical Designer, Nick Møller. Welcome!

Exhibitions

We are actively positioning ourselves in our target markets. Throughout the year, Real Safety has participated in exhibitions both locally and internationally. Some of the conferences where we attended and exhibited in 2022 were:

- Boligforeningernes Dag, Denmark
- Riggvedlikehold (Rig Safety), Norway
- ONS (Offshore Northern Seas) 2022, Norway
- FoodTech 2022, Denmark
- ADIPEC 2022, Abu Dhabi
- Saudi Build 2022, Riyadh
- FLID 2022, Denmark

Attending and exhibiting is a great opportunity to build networks, partnerships and meet up with clients worldwide. It's also the perfect opportunity to showcase our solutions and services. Stay tuned for upcoming exhibitions in 2023 – where we hope to meet up with new and existing contacts.

Looking forward

Despite the difficult challenges caused by the pandemic, war in Ukraine and recent economic pressures, I am very optimistic about the future. In 2022, we have secured key strategic Partnerships with global players in our market – boosting both our supply chain and presence in key markets. We have a solid pipeline of projects and together with our expanded team, we are now in a perfect position to deliver on our plans for 2023 and beyond.

In 2023, some of our strategic goals include:

- Establishment of two major international distribution agreements
- Step 2 in localizing further and manufacturing in UAE & KSA
- “Go Greener”. We want to continue our efforts of developing sustainable products, reducing waste and tracing product origins.

Thank you for your ongoing trust and support. We look forward to working with you in 2023 and beyond.

Solution Focus:

REAL Safe Escape Markers

The marking of escape routes on industrial and off-shore facilities has one purpose only: Rapid evacuation to a safe area!

Emergency evacuation plans must be in place to prepare workers for emergencies – but also to keep organisations compliant with OSHA regulations. Training and having clear, visible escape routes can mean the difference between life and death in an emergency that requires an evacuation.

Our award-winning solution for effective marking of Escape Routes comes with clear guidance of direction to muster points. It is a cost efficient, tried and tested solution for the off-shore, industrial, and maritime sectors.

A few years ago, one of our biggest clients Maersk Oil (now TotalEnergies), approached us with a challenge.

The authorities had issued them with an injunction regarding unclear, painted escape routes.

Together with the client, we developed our REAL Safe Escape Markers. Our Markers have replaced the very unsafe procedure of painting escape routes onto gratings and walkways; a practice that has been going on for decades. It is also a time consuming and expensive solution.

In fact, we solved the task so well, that our REAL Safe Escape Marker solution has been stipulated as the Best Practice method used by TotalEnergies for marking escape routes on their offshore facilities.

Real Safety has now worked with TotalEnergies on supplying Real Safe Escape Markers for the Tyra Redevelopment project over a number of years.

Make sure you check out our Tyra Redevelopment project case study here: bit.ly/3Fzv6K3

Old Procedure vs REAL Safe Escape Markers

Time-consuming



Painting the markings does not take a long time. However, it takes 2 days to dry. Acquiring all the chemical permits beforehand might also take some extra time.

Very Expensive



Painting the markings does not cost more than installing REAL Safe Escape Markers. However, it has to be repeated every 3 years in order to keep the markings visible.

Barely visible



Markings are painted directly onto steel gratings which makes them difficult to see due to the MESH structure visually interrupting the whole of the applied symbols.

Fast deterioration



Paint wears off quickly. Constantly changing weather conditions on rigs, walking all over it and other day-to-day activities, damage painted markings significantly.

Quick and Easy

A 1 meter long marker takes 30 minutes to install. It sounds like a long time but there is no drying time required. The profiles are in compliance with the MED directive needing no other permits.

Cost-efficient

Escape Markers require a large investment up-front. However the result lasts for a minimum of 10 years - with little to no maintenance required other than general cleaning.

Highly visible

Escape route markers are solid glassfibre sheets with black arrows on a bright yellow anti-slip surface. These are placed directly onto the gratings, which helps them stand out.

10 years durability

Our profiles are placed on the sides of walkways which prevents them from being walked on. They are anti-slip and extremely durable. Therefore we offer 10 years of warranty.

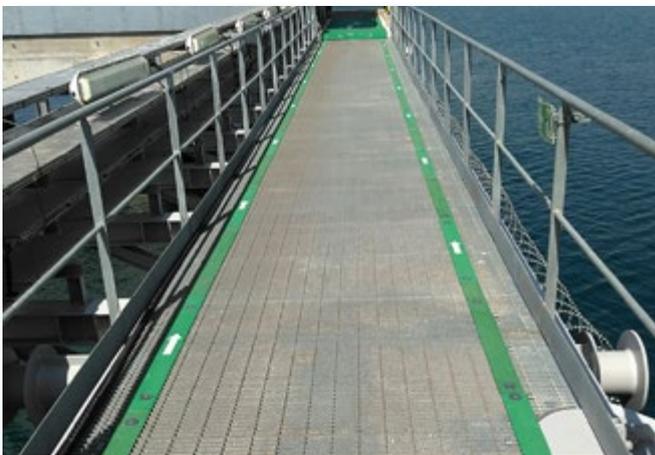
Real SAFE Escape Markers: Award winning solution

Don't just take our word for it. In 2017, among 1.800 companies worldwide, REAL Safe Escape Markers were selected as the award winner in the Offshore category of Scale-Up Denmark's Next Step Challenge.

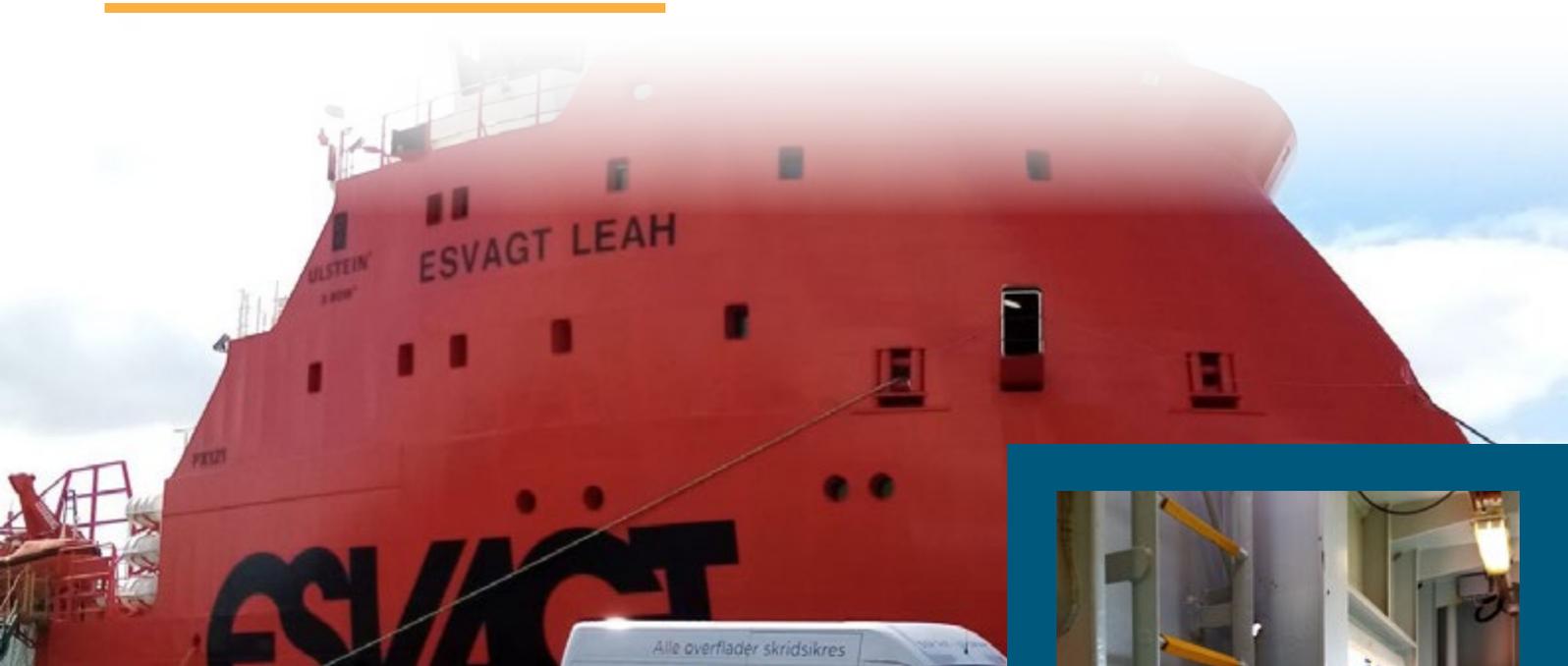
Real Safe Escape Markers won for being the most innovative safety solution for the industry, as it cuts costs by almost 70% and enhances safety due to its clear visible escape directions and anti-slip features.

REAL Safe Escape Markers Benefits:

- Visible, durable, anti-slip and cost-efficient solution
- Custom-made sizes, optional colours – with or without arrows
- We have encapsulated sharp silicon carbide stones into the surface of the glass fibre to provide optimum friction
- Quick and easy to install – even in harsh environments
- Each standard anti-slip strip profile measures 1200 x 100 x 3,5 mm.
- Guaranteed to guide and protect for at least 10 years



Customer spotlight: **ESVAGT A/S**



Interview with ESVAGT A/S

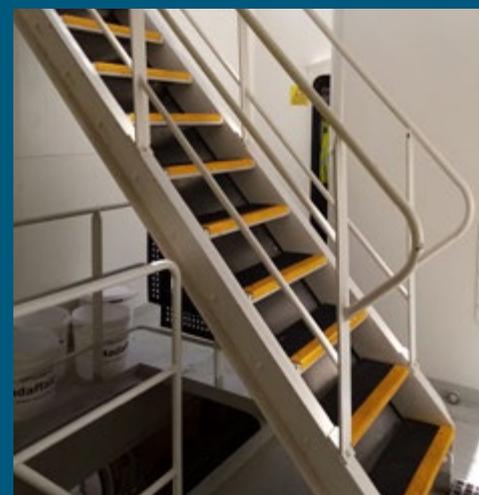
Real Safety has provided safety solutions to ESVAGT for many years.

Getting feedback from clients after safety upgrade projects is extremely important. We recently spoke to Jesper Møhring Madsen, Master of ESVAGT Heidi. We wanted to ask Jesper what the real impact of the safety upgrade had been for the crew and the vessel.

On ESVAGT Heidi and ESVAGT Leah, a requested safety upgrade on staircases and ladders of various sizes was delivered by Real Safety, along with anti-slip walkway covers for the top landing areas, and increased visibility and anti-slip safety on existing steel gratings of differing levels.



Watch the full interview here:
www.realsap.com/interview-with-esvagt-a-s



Non-metallic construction materials:

What are the benefits?

The role of FRP in construction

The Construction sector is one of the biggest markets for Fiber Reinforced Polymer (FRP) globally.

An increasing number of architects, engineers and builders are now using FRP for a variety of building, infrastructure and for refurb projects and the trend is accelerating. Projects range from refurbishing existing structures to full-scale use for new projects – i.e. as reinforcement in concrete, bridge decks, modular structures, formwork, and external reinforcement for strengthening and seismic upgrades.

So what makes FRP unique?

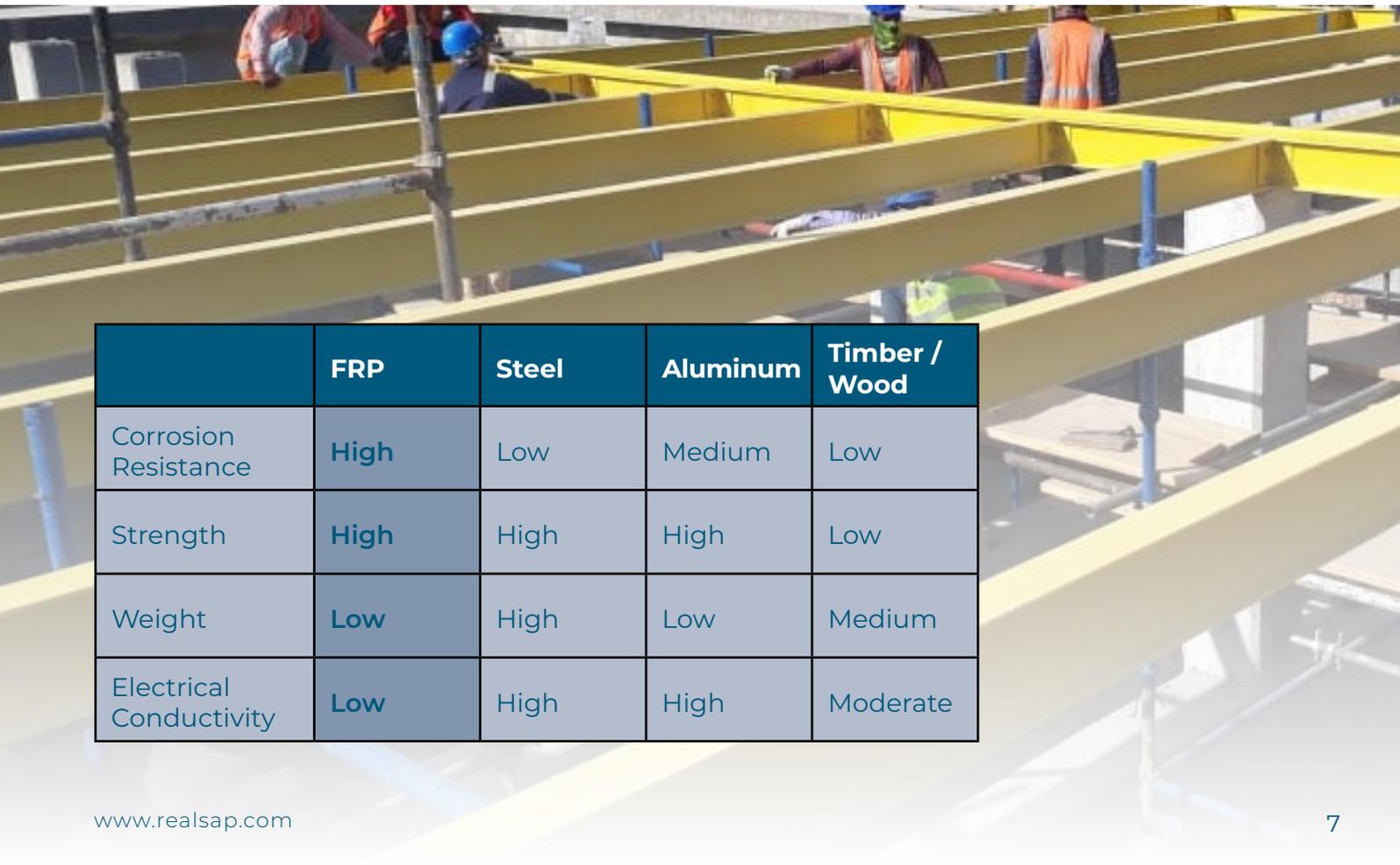
FRP Structural pultruded profiles are manufactured by combining a resin matrix with

a fibre reinforcement. This is formed and cured in a continuous process creating a product of extraordinary strength and resilience.

All our pultruded construction materials are also manufactured in accordance with CTI 137 Standard

If you have a construction project coming up or have questions about the possible application of FRP products, and how we might help, get in touch.

***Wood rots. Steel rusts.
Aluminum dents.
Reinforced Fiberglass lasts.***

A photograph of a construction site showing a grid of yellow FRP (Fiber Reinforced Polymer) beams. Workers in safety gear are visible in the background, working on the structure. The beams are supported by blue metal brackets.

	FRP	Steel	Aluminum	Timber / Wood
Corrosion Resistance	High	Low	Medium	Low
Strength	High	High	High	Low
Weight	Low	High	Low	Medium
Electrical Conductivity	Low	High	High	Moderate

Key advantages of FRP vs Steel

Case study:

KSA West Coast Desalination Plants project

Several of our non-metallic solutions were chosen for 8 plants in the Kingdom of Saudi Arabia West Coast Desalination Plants project.

Read the full case here: www.realsap.com/cases/water-desalination-project/



Real Safety´s non metallic FRP profiles can replace steel as a non-corrosive, yet structurally sound construction material.

Strength

- Compared to steel, FRP has equal or better strength simply because it has higher impact resistance than steel.
- It is gram for gram stronger than steel and aluminum with compressive and flexural strength.
- It is up to 3,3 times more rigid than timber.

Cost

- In harsh environments, steel has a short life span due to corrosion etc.
- High installation costs due to material weight, galvanization and manpower is also associated with steel.
- FRP is lightweight, requires only basic tooling and can be assembled on site at no additional cost.
- FRP has a much longer service life – requiring less maintenance and replacement.
 - FRP overall cost benefits exceed steel equivalents
 - Lower installation cost: up to 57%
 - Low maintenance cost
 - FRP Year 1-5: 0%
 - Steel Year 1-4 3% & Year 5: 10%
 - Significant reduction in manpower / hours needed – up to 20% less

Safety

- Construction sites are high risk environments. With FRP you don't have to worry about structural integrity, durability, shock hazards or corrosion.
- FRP has low thermal conductivity and zero electrical conduction – and is therefore safe to handle
- Retains reliability and performance properties in varying environmental conditions.

Durability and sustainability

- FRP does not corrode and therefore, it has a longer service life than steel.
- It can handle direct exposure to acids, brines, oils, and many other common corrosives.
- FRP is also resistant to a broad range of chemicals and unaffected by water.
- It has been proven that FRP composite recycling is more environmentally friendly compared to steel in terms of energy consumption, making them a more sustainable substitute.

Real Safety has been ISO 9001 Certified

Real Safety, experts in anti-slip safety solutions and non-metallic construction materials, were ISO 9001 Certified in 2022.



Increased customer and legal requirements have created a need for improving quality management across organisations. The most effective way to achieve these standards – and to demonstrate ongoing improvement, is by using a quality management system, certified to the internationally renowned ISO 9001:2015 standard.

When we achieved our Certification in August 2022, owner and CEO of Real Safety Torben Farup stated: *“We are absolutely thrilled with our certification – working with Bureau Veritas during the process. We have always had a huge focus on both customers and suppliers to ensure that their experience with us is top quality, and products are delivered on time. All our processes are now ISO 9001 certified; that guarantees a systematic approach to how we handle quality and processes – ensuring clients are satisfied”.*

Prior to launching the certification process, Project and Quality Manager Ann Le was brought onboard to oversee the project. She undertook a thorough analysis of Real Safety’s old processes, from top to bottom, to identify and evaluate the quality system.

Ann Le reveals: *“Even though Real Safety had already implemented and followed a long list of processes, we were missing out on an external approval and certification. Furthermore, being certified, we are required to review our processes continuously and improve where necessary. It is a constant reminder to stay sharp”.*

Real Safety supply safety solutions to international clients on an ever-increasing scale and therefore, being certified to the highest level with quality management systems is necessary.

Torben Farup adds: *“By achieving ISO 9001, we ensure that our commitment to improving our quality systems and processes is real and measurable. It’s important to both our clients and us – and frankly, often a requirement. Finally, it’s a massive boost for our staff, knowing that our processes and management systems have been externally recognised and certified”.*

Since Real Safety was certified in August 2022, we have been on a continuous journey to constantly improve and comply with the QA system, whilst ensuring that we meet quality standards in both our internal processes as well as external processes.



Season's Greetings

On behalf of Real Safety, a huge thank you for your continued trust and support. We look forward to working closely with you in 2023 and beyond.

We wish you all the very best for this holiday season, and hope that you will enjoy a happy, healthy and prosperous New Year.

With warmest wishes,
Torben Farup



Auktionsgade 5 - 6700 Esbjerg, DK
CVR: 30 72 18 61 | www.realsap.com
+45 26 11 44 66 | realsap@realsap.com

