

German manufacturer of premium occupational and safety footwear seeks distributors in Japan

Summary

Profile type

Business Offer

Company's country

Germany

POD reference

BODE20260701001

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• Japan

Contact Person

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Term of validity

17 Jul 2026**17 Jul 2027**

Last update

17 Jul 2026

General Information

Short summary

German manufacturer of premium occupational and safety footwear is looking for experienced distributors in Japan. The company offers a comprehensive range of certified footwear for healthcare, hospitality, industry, cleanrooms, electronics and logistics. Under a commercial distribution agreement, the partner will introduce and promote the products in the Japanese market and develop long-term customer relationships.

Full description

ABEBA is a German specialist manufacturer of premium occupational and safety footwear with decades of experience in developing professional footwear for demanding working environments. The company designs and manufactures high-quality shoes that combine safety, comfort, ergonomic performance and practical durability for people who spend long hours on their feet in safety-critical workplaces.

ABEBA focuses on professional applications rather than general fashion footwear and has built a strong reputation in sectors where functionality, hygiene, certified protection and wearer acceptance are essential. The company serves customers across Europe and works with distribution partners internationally to expand its presence in selected growth markets.

ABEBA's portfolio covers a broad range of professional sectors, including healthcare, nursing, laboratories, hospitality and food service, food processing, cleanrooms, electronics manufacturing, industry and logistics. Depending on the application, the footwear includes features such as slip resistance, ESD protection, safety toe protection, breathable constructions, washable materials, lightweight designs and, for selected models, autoclave compatibility.

This broad but specialised product platform allows partners to address multiple occupational user groups with one coherent supplier strategy. ABEBA is particularly strong in ESD, cleanroom, healthcare and occupational footwear concepts where technical requirements and day-long wearing comfort must be combined in one product solution.

ABEBA continuously invests in product development to improve wearer comfort, durability and occupational safety while complying with relevant European safety standards. The company combines ergonomic design principles with practical user-centred product engineering to ensure that safety footwear is not only compliant, but also accepted and worn willingly by end users.

A key differentiator is the depth of the specialised portfolio. ABEBA offers highly focused solutions for cleanrooms, food industry, laboratories and electronics production, supported by certified ESD concepts and specialised constructions that are less common among generic safety footwear brands. In addition, lightweight product lines help reduce physical strain for employees who walk and stand throughout the working day.

Numerous models are machine-washable, and selected cleanroom styles are designed for autoclave treatment, which is especially relevant for hygiene-sensitive and technically controlled environments. Slip-resistant outsoles, antistatic properties and optional certified toe protection make the range suitable for demanding workplaces while still maintaining a modern and wearable design language.

Advantages and innovations

Advantages / innovativeness of the product/service, comparison with competitors

- Specialised portfolio of occupational and safety footwear for ESD, cleanroom, healthcare, pharmaceutical, food and electronics industries, offering greater sector-specific expertise than generic safety footwear brands.
- Broad product range with sizes typically from EU 35–48 and highly specialised models for demanding professional environments.
- Certified according to EN ISO 20345/20347 and EN 61340, with documented ESD discharge values and climate classes exceeding minimum statutory requirements in many markets.
- Innovative product features including lightweight safety footwear, machine-washable models (up to 60 °C) and selected cleanroom footwear suitable for autoclave sterilisation.
- Slip-resistant SRC soles, antistatic properties and optional 200 J safety toecaps combine certified protection with ergonomic comfort and modern design, improving user acceptance during prolonged daily use.

Competitive advantages of ABEBA as a partner

- Decades of experience as a European specialist manufacturer focused exclusively on professional footwear.
- Strong in-house product development enabling continuous innovation, rapid adaptation to market requirements and customer-specific solutions.
- Flexibility to adapt products to country-specific requirements, including certifications, packaging and language versions, while maintaining an efficient standard product range.
- Reliable European manufacturing, certified quality management, stable product lifecycles and dependable product availability through European warehousing.
- Comprehensive support for distributors through technical documentation, product training, marketing materials and extensive international business experience.
- Broad product platform enabling distribution partners to address multiple professional market segments with a single, trusted supplier.

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 8: Decent Work and Economic Growth**
- **Goal 17: Partnerships to achieve the Goal**
- **Goal 13: Climate Action**
- **Goal 12: Responsible Consumption and Production**
- **Goal 15: Life on Land**

IPR Status

Secret know-how

IPR Notes

Partner Sought

Expected role of the partner

The partner is expected to act as a distributor for the Japanese market by introducing and promoting the company's occupational and safety footwear portfolio. Responsibilities include developing sales channels, identifying customers in relevant professional sectors such as healthcare, hospitality, electronics, cleanrooms and industry, providing local customer support, and establishing long-term business relationships under a commercial distribution agreement.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME <=10**
- **Big company**
- **SME 50 - 249**
- **SME 11-49**

Dissemination

Technology keywords

- **10001006 - Protection against intoxication**
- **06001013 - Medical Technology / Biomedical Engineering**
- **02007015 - Properties of Materials, Corrosion/Degradation**
- **03006001 - Dry filling related to Footwear / Leather Technology**

Targeted countries

- **Japan**

Market keywords

- **05004006 - Surgical instrumentation and equipment**
- **05007007 - Other medical/health related (not elsewhere classified)**

Sector groups involved