

# 16 questions, 106 answers

## To increase the prosperity of your business!

### 1 Who is RACLAC?

It is the first and only factory in Europe producing nitrile examination gloves



### 2 Under what conditions is the product manufactured?

- Controlled environment
- 100% automated production
- Innovative quality control system that allows the consistency of each batch manufactured
- 100% Inspection of gloves manufactured
- Automatic rejection points for non-compliant gloves

### 3 Which are the main features of the product?

### 3 What is the product?

Nitrile examination gloves, non-sterile  
Flowpack packaged

	RACLAC	Other Gloves
The only one Made in Europe	✓	—
AQL 0.4	✓	—
100% inspected	✓	—
Purest non-sterile examination gloves	✓	—
Premium formulation	✓	—
High elasticity	✓	—
Unmatched resistance	✓	—
High sensitivity to touch	✓	—
Non release smell glove	✓	—
Tech-formula that reduces hand fatigue	✓	—
Maximum Comfort	✓	—
Colour - Blue	✓	—
Length ≥240	✓	—
Weight - 3,3gr ± 0.2 / M Size	✓	—
Thickness - Cuff - 0.05 ± 0.01 Palm - 0.06 ± 0.01 Finger - 0.09 ± 0.01	✓	—
Sizes XS S M L XL	✓	—
Standards Tested under the Standards: EN 455-1:2000 EN 455-2:2015 EN 455-3:2015 EN 455-4:2009 EN 420:2003+A1:2009* EN ISO 374-1:2016+A1:2018** EN 374-2:2014 EN 374-4:2013 EN ISO 374-5:2016 EN 16523-1:2015+A1:2018 ISO 16604:2004	✓	—
Certifications Medical Device of Class I, non-sterile, in compliance with Regulation (UE) 2017/745 Personal Protective Equipment of Category III, in compliance with Regulation (UE) 2016/425	✓	—

✓ It has/ It complies  
— It does not have/ It does not comply

### 5 Which are the main features of the innovative packaging?

	RACLAC	Other Gloves
Watertight packaging • Prevents cumulative contamination of gloves from the place of manufacture to the end-user • Protects gloves from surrounding adverse conditions (e.g.: humidity)	✓	—
Non-paper derived recyclable material • Environmental sustainability • Product/packaging ideal for being in cleanrooms	✓	—
Cuff orientation to the same side • Elimination of cross-contamination	✓	—
Remove glove by glove by the cuff • Drastic elimination of waste	✓	—
Glue/takeoff soft opening • Eliminates cumulative contamination of gloves inside the packaging	✓	—
Possibility of decontamination of the packaging with liquid agents	✓	—
Packaging volume optimization • Logistics optimization and savings	✓	—

✓ It has/ It complies  
— It does not have/ It does not comply

### 6 Which are the target market segments?

- Medical, hospital and laboratory areas
- Pharmaceutical industry
- Food industry
- Aeronautical industry
- Technology industry

### 7 Which are the main applications within each target market segments?

- Areas with higher risk of cross-contamination
- Procedures where there is need for higher user protection
- Areas of direct contact with food and its control
- Cleanrooms
- Procedures where higher sensitivity to touch is required

Note: These gloves should not be used in basic procedures.

### 8 What Marketing & Communication for this product?

- Institutional video
- Product video
- Technical sheets, flyers, catalogues and brochures
- Samples
- Webinars

### 9 What integrated support service does RACLAC offers?

- Dedicated Account Manager
- Scientific Advising Team
  - ✓ Partner teams and/or end customers training
  - ✓ Partner teams and/or end customers webinars
  - ✓ Partner teams and/or end customers workshops
  - ✓ Partner and/or end customers events
- Quality Department

### 10 What are the advantages made in Portugal-Europe?

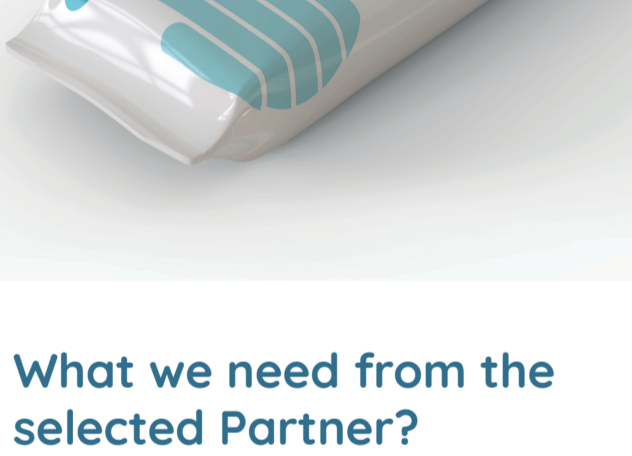
- No customs fees in the European Union
- Non-existence of all or partial customs fees for countries with protocol with the EU (e.g.: EURO1)
- Transport price decrease
- Elimination of foreign exchange risks for European countries
- Lower lead time
- Less need for stocking in our partner
- Reserve stock by RACLAC
- Supply strength
- Decrease in CO2 emissions (direct and indirect)

### 11 What Partner profile RACLAC wants?

- Entities whose philosophy of activity is ruled by the comfort, well-being and protection of their employees
- Entities that have KPIs management focused on environmental sustainability
- Medium-term strategic vision
- Financial strength
- National coverage of entities included in the target market

### 12 Which are the advantages for the user (and third parties) of the product?

- Unambiguous guarantee of maximum protection and safety
- Decrease in morbidity coming from cross-contamination
- Decrease in nosocomial infections
- Contribution to the improvement of KPIs of hospitalizations measurements, resulting from contamination in the hospital medical environment
- Purest non-sterile glove on the market
- Usufruct of the sensitivity allowed by the glove equated to a 2nd skin



### 13 What we need from the selected Partner?

- Being a RACLAC and its products and services evangelizer
- May feel like a Raclano when spreading the message

### Advantages for our Partner's client entity?

- Supply security
- Mitigation of risks inherent to the Asian importation
- Decrease of transport costs
- All product advantages and packaging previously evidenced
- Reduction of logistics space due to the lower volume and sizing of our packaging
- Notoriety and prestige for the use of a premium product made in Europe
- Very high gain in cost-benefit ratio
  - ✓ Human lives are priceless
  - ✓ Less waste of gloves as a result of their durability
  - ✓ Increased productivity provided by product comfort
  - ✓ Lower cross-contamination which leads to lower morbidity and hospitalization rate, resulting in reduced costs.
- By purchasing products made in Europe, it contributes to its industrial independence over other continents, and clearly benefits its economy
- By investing on RACLAC products, it is also contributing to the sustainability of our planet

### 14



### 15 What does RACLAC add of value to the selected Partner?

- Notoriety and prestige for the use of a premium product made in Europe
- High customer engagement potential
- Commercialization exclusivity in his country and market segment
- Increase of market coverage by gaining new customers
- Introduction of a new product in the same market segment
- The commercialization of this RACLAC premium product will enhance his remaining portfolio
- By introducing this new product (without replacing existing ones), it will naturally increase the company's own gross margin
- Minimizes impacts and risks of supply ruptures
- Supply security
- Mitigation of risks inherent to the Asian importation
- Decrease of transport costs
- All the advantages of the product and packaging referred in items 4 and 5.
- Reduction of logistics space due to the lower volume and sizing of our packaging
- Allows very high cost-benefit gain to his customer, as evidenced in item 14
- Benefit from the advantages of purchasing products made in Europe (as it is in item 10)
- By purchasing products made in Europe, it contributes to its industrial independence over other continents, and clearly benefits its economy
- By investing on RACLAC products, it is also contributing to the sustainability of our planet

### How does RACLAC contribute to the sustainability of our Planet?

- Drastic reduction of the environmental footprint
- Reduction of the use of water resources, due to technological innovation used in our EPTAR, and use of rainwater
- Reduction of CO2 emissions
  - ✓ Optimization of volume and packaging sizing, more quantity by the same transport
  - ✓ By the decrease in the logistics route
  - ✓ Energy efficiency in the production ovens
- Production line with high energy efficiency
- Use of recyclable packaging material, fostering the circular economy
- Focus and continued investment in energy efficiency
- New projects for the reuse of waste from raw materials and subsidiaries materials within the circular economy scope

