



**TOSAMA**

*Caring across generations since 1923*



Tosama

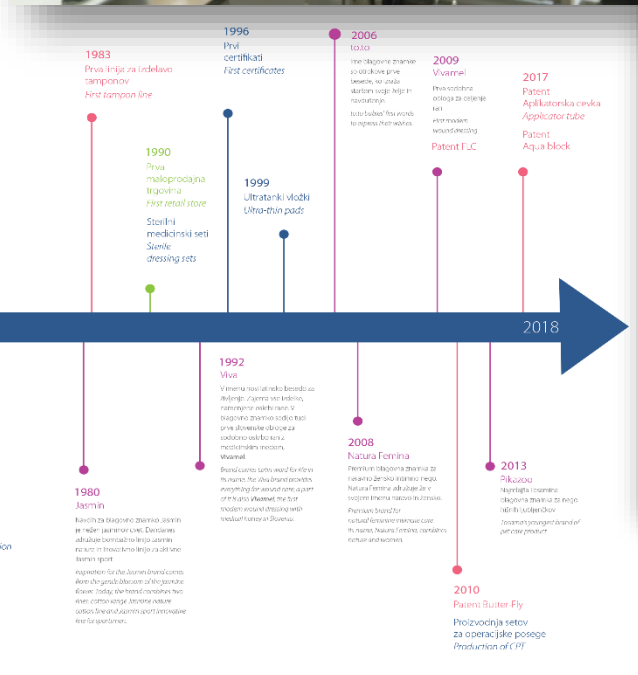
# Long Tradition in Production



95 Years  
with Sanitary Pads



98 Years  
with Medical Devices



45 Years  
with Hygienic Tampons

# We do believe and live the Values

## Health



## Employees

People makes  
Difference



## Reliability

1/3 of all  
Employees with 30  
Years of Seniority

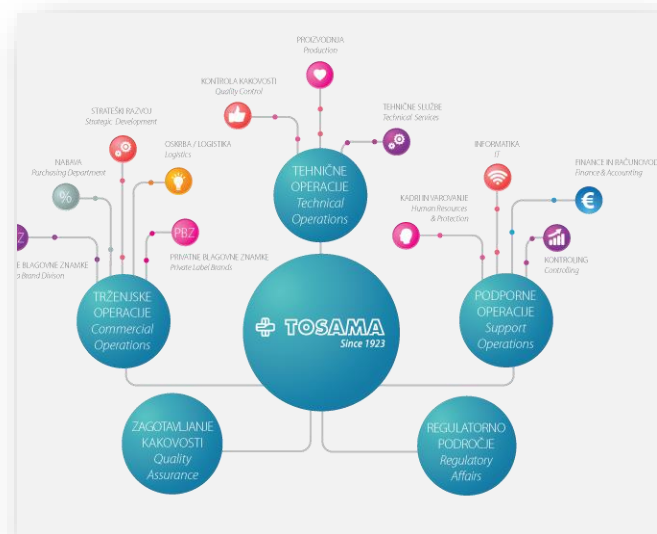


## Trust & Honesty

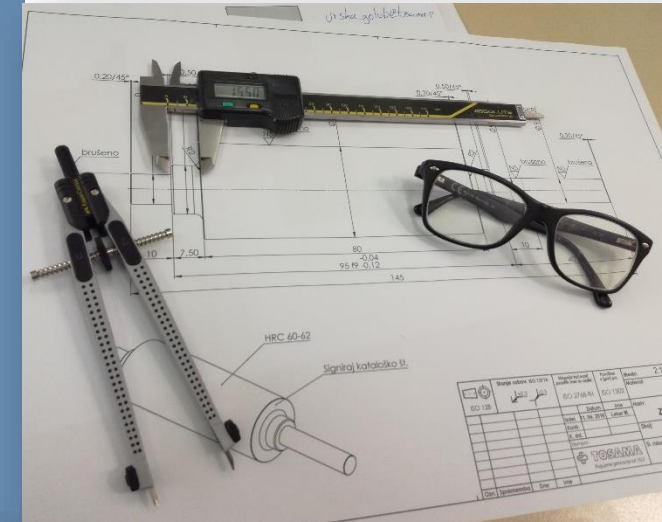
Cooperation and  
close Relationship



# Flexibility and Knowledge



The development follows **the needs** of the market, while strictly adhering to **regulations** for **safety of users**.



# Innovative

When developing our products,  
great **emphasis is put on natural materials** and basic elements of our hygienic products and medical devices.

# Natural & Safe

# High Quality Standards



We passed the inspection without any shortcomings and consequentially without any necessary corrective measures.



A multi-day FDA inspection, included the examination of our production, warehouses, laboratories, and of course the implementation of organizational regulations in accordance with the US legislation.

**FDA APPROVED**

Considering the fact that most of the US FDA inspections end with the statement on shortcoming, this definitely places us among the most successful manufacturing companies in the sector.



# FOUR LABORATORIES

Own laboratories under regular inspection and approved by numerous institutions (incl. FDA). Standard and specific test methods developed by Tosama.



Microbiological  
laboratory



Physical  
laboratory



Chemical  
laboratory



Construction  
laboratory

# Our Patents

 <p>four-leaf clover</p>	 <p>ButterFly®</p>	 <p>Aqua block®</p>		 <p>Vivamel PLUS</p>	 <p>Hug</p>	 <p>Safety Channel</p>
2009	2010	2017	2017	2019	2020	2020
Patent FLC	Patent ButterFly	Patent Aqua Block	Patent for tube	Patent Vivamel plus	Patent Tearing Tape	Patent Safety Chanel



# 1<sup>st</sup> in the World, because we listen



Cotton  
Tampon  
without  
Nonwoven

2004



Probiotic  
Tampons

2006

Lite  
Tampons

2009

Teens  
Tampons

2012

Herbal  
Essence

2013

Cotton  
Tampon  
without  
Nonwoven

2013



Bio-based  
Applicator  
Tube

2015

# Logistics heart of Europe



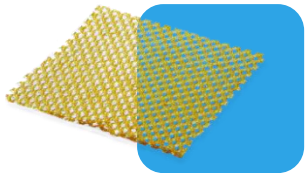
# What is our Focus?



Organic cotton tampons



Extra breathable organic cotton pads



Wound dressings with medical chestnut honey



Surgical and service





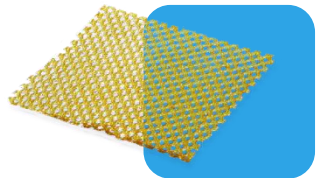
# Tosama in Intimate Care



Organic cotton tampons



Extra breathable organic cotton pads



Wound dressings with medical chestnut honey



Surgical and service



# From raw material to your



## Market

**TOSAMA**  
Since 1923

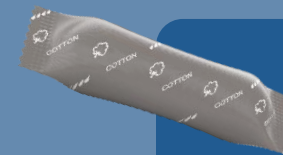
## and back



Made from cotton or organic cotton  
certificated by GOTS



**Bio-Based Applicator** –  
containing raw materials  
from renewable resources  
(sugar cane)



**Biodegradable wrapping material** - based on  
renewable resources,  
certified as compostable  
in both industrial and  
home composting  
environments

# Why we have chosen Cotton ?

- ✓ Natural fiber
- ✓ Eco-friendly
- ✓ Taking care of environment.
- ✓ No toxic.
- ✓ Sensitive.
- ✓ Soft.
- ✓ Taking care of well being of women.
- ✓ Dermatologically tested.



- ✓ **Global** organic CAGR (2017-2024) expected at 8,8 % vs 5,8% in non organic segment

*Pads and Tampons Market (US\$ Million) -Global Industry Analysis, Size, Share, Growth, Trends and Forecast, 2018 -2024, Sac Insight*



# Bio-Based Applicator tube: Raw material comparison

## Bio-Based Plastic

Containing raw materials from renewable resources (sugar cane)



LDPE  
Low Density Poly Ethylene

The same Physical & mechanical properties and the same processability



## Conventional Plastic

Traditional fossil-based raw material



**NEW**

# Biodegradable wrapping material

## Applicator Tampons



## NaturFlex

Basic material is  
transparent  
cellulose film with  
added moisture  
barrier, based on  
renewable resources.

## Digital Tampons



# Absorbency according to EDANA Standard



		⬆⬆⬆⬆⬆ < 6 g	⬆⬆⬆⬆⬆ 6-9 g	⬆⬆⬆⬆⬆ 9-12 g	⬆⬆⬆⬆⬆ 12-15 g	⬆⬆⬆⬆⬆ 15-18 g	⬆⬆⬆⬆⬆ 18-21 g	
DIGITAL TAMPONS	VISCOSE	TEENS	TEENS STANDARD COMFORT	TEENS COMFORT STANDARD	TEENS STANDARD	STANDARD	STANDARD	CORE: viscose CORD: cotton QUALITY: Standard, Comfort, Butterfly, Teens WRAPPER: PP or NF foil, tear tape or twist off opening
	COTTON	100% COTTON WITH NONWOVEN	100% COTTON WITH NONWOVEN	100% COTTON WITH NONWOVEN	100% COTTON WITH NONWOVEN			CORE: cotton or organic cotton CORD: cotton or organic cotton QUALITY: with nonwoven, without nonwoven WRAPPER: PP foil, tear tape opening
COMPACT APPLICATOR TAMPONS	VISCOSE	TEENS MINI tube	TEENS STANDARD MINI tube	TEENS STANDARD NORMAL tube	STANDARD SUPER tube	STANDARD SUPER tube		CORE: viscose CORD: cotton twisted cord QUALITY: Standard, Butterfly, Teens WRAPPER: PP or PE foil APPLICATOR TUBE: white, pink, blue
	COTTON	100% COTTON WITH NONWOVEN MINI tube	100% COTTON WITH NONWOVEN NORMAL tube	100% COTTON WITH NONWOVEN SUPER tube	100% COTTON WITH NONWOVEN SUPER tube			CORE: cotton or organic cotton CORD: cotton or organic cotton twisted cord QUALITY: with nonwoven, without nonwoven WRAPPER: PP or PE foil APPLICATOR TUBE: white, pink, blue



# Packing possibilities for digital and applicator tampons



## Automatic packaging of all sizes of digital tampons

MINI:  
boxes with 16, 24, 32 or 64 tampons  
NORMAL:  
boxes with 16, 24, 32, 56, 64 or 80 tampons  
SUPER:  
boxes with 16, 24, 32, 40 or 56 tampons  
SUPER PLUS:  
boxes with 16, 24, 32 or 48 tampons

*Minimum ordering for automatic and manual quantity:  
30.000 boxes per size and design*



## Automatic packaging of all sizes of applicator tampons

All absorptions:  
from 4 to 9 tampons in line and  
from 4 to 9 tampons in layer:

Options:  
- totally can be packed from 16 to 81 tampons in box  
- all sizes are possible to pack automatically  
- multi-box with 2 sizes also available

*Minimum ordering quantity is 30.000 boxes per size and design.*

# Manual packaging for digital and applicator tampons

## Manual packaging

Other packing sizes and materials (bags, cans ..) are possible

Boxes are packed in brown transport cartons or display cartons

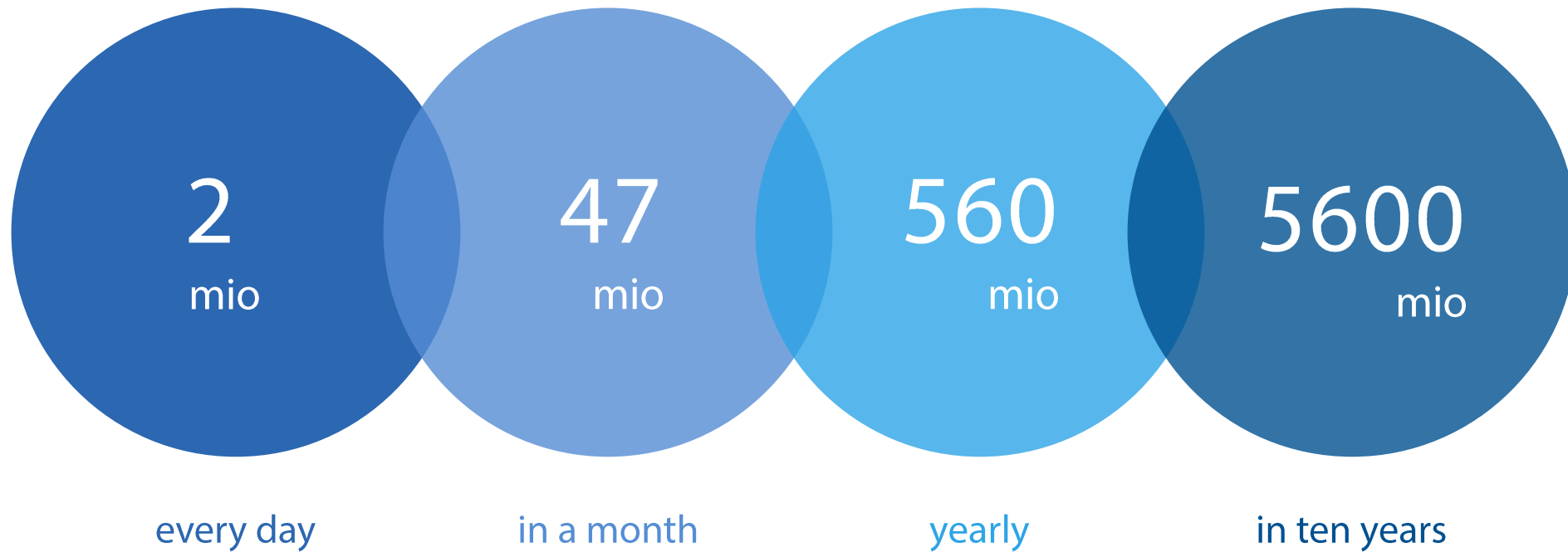
Standard packing in boxes with 8, 12, 16, 24 or 32 tampons

*Innovative/other packing sizes under mutual agreed conditions*



# PRIVATE LABEL TAMPONS

Did you know that Tosama is the second largest manufacturer of private label tampons in Europe? We produce as much as 560 million pieces yearly.





# We have chosen Cotton !

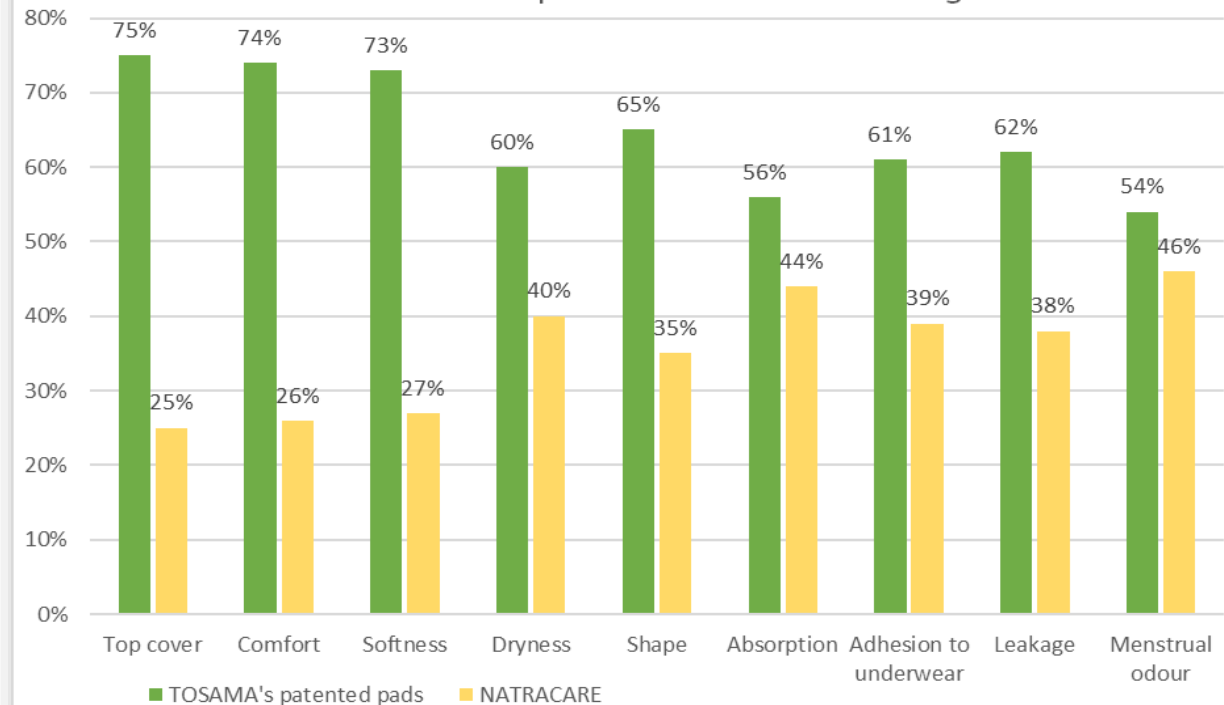
We are flexible, innovative, listening to the wishes of our customers.



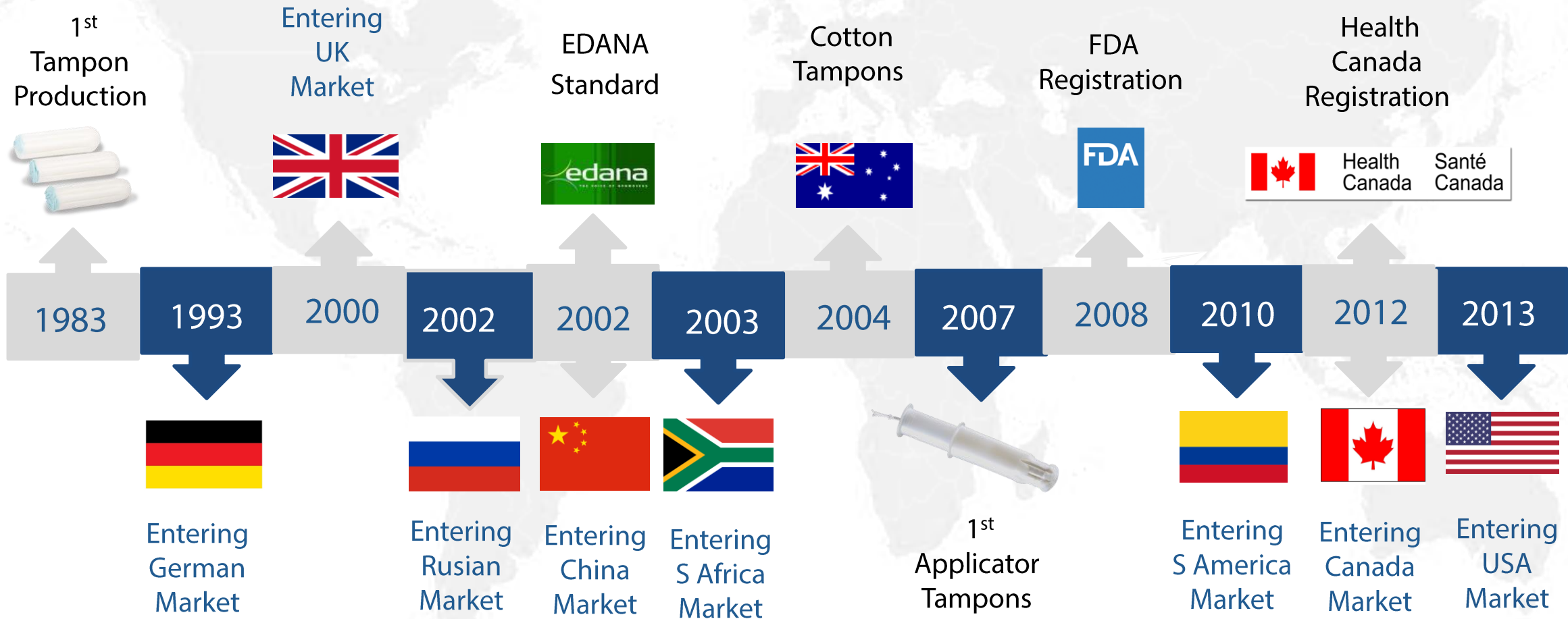
## PATENT



TOSAMA Normal pads vs Natracare Ultra regular



# Milestones



# Open projects and Opportunities



**Organic cotton Tampon  
with Organic nonwoven  
Certificated by GOTS**



**GOTS certificated  
applicator**



**Biodegradable wrapping  
material - based on  
Paper.**



# What will be your choice ?

- ✓ Natural fiber
- ✓ Eco-friendly
- ✓ Taking care of environment.
- ✓ No toxic.
- ✓ Sensitive.
- ✓ Soft.
- ✓ Taking care of well being of women.
- ✓ Dermatologically tested.



- ✓ **Global organic CAGR** (2017-2024) expected at **8,8 %** vs 5,8% in non organic segment

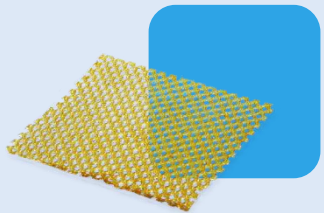
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# Tosama Focus 2017-2023



Natural Female Care



Wound dressings with  
medical chestnut honey



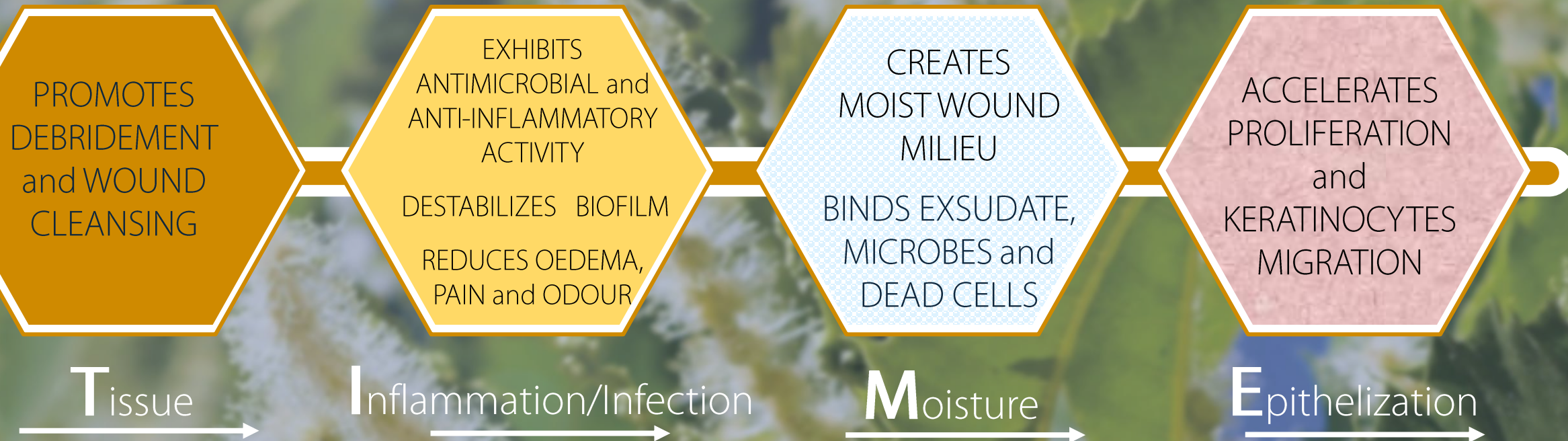
Surgical and service

**vivamel**  
My first choice

HIGH SUGAR CONTENT	pH	GLUCOSE OXIDASE
Prolin	Kynurenic acid	Phenolic acids and Flavonoids
Potassium	Calcium	Manganese

# EXCEPTIONAL THERAPEUTIC POTENTIAL OF MEDICAL CHESTNUT HONEY

Guidelines for treatment with Vivamel follow the TIME protocol for systematic assessment and goal setting in local wound treatment.



# VIVAMEL, dressings with medical chestnut honey

## MEDICAL CHESTNUT HONEY IN THE WOUND:

- ✓ promotes debridement
- ✓ anti-inflammatory effect
- ✓ anti-microbial effect
- ✓ prevents and destabilizes biofilm
- ✓ reduces unpleasant odor
- ✓ accelerates granulation
- ✓ accelerates epithelization

**vivamel**  
My first choice





# MISSION



VIVAMEL dressings are the **first choice** for the treatment of both acute and chronic wounds.

**vivamel**  
My first choice

# VISSION



We contribute to reducing the number of amputations.

We reduce the social isolation of patients with chronic wounds.



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# What is our Focus



Natural Female Care



My First Choice in Wound Care



Surgical and service



# PROVIDING CUSTOMISED SERVICE

We assemble the tray precisely according to the requirements of the user and can easily configure the type and the number of components, as well as the packaging material and the type of sterilization.



Sets are made in a way:

- they facilitate work and reduce the preparation time
- rationalize the use of material
- lower risk for infections
- reduce waste and impact on the environment

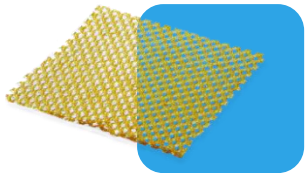
# GREEN VISION – TOSAMA` DESICION



Organic cotton tampons



Extra breathable organic cotton pads



Wound dressings with medical chestnut honey



Surgical and service







# Thank You For Your Attention

[www.tosama.si](http://www.tosama.si)