

Presentation of Corman, S.p.A.



<https://www.corman.it>

<https://www.organyc.it>



CORMAN, Italian Family Business

Created in Milan in 1947

*we are a world leader (with more than 1,000 million units)
of the manufacture of feminine hygiene products
and incontinence for children and adults
cotton-based (organic or not) with certifications
(ISO9001 - ISO13485 – GOTS – VEGANOK – SA 8000 – CE)
to our brand "ORGANYC" or with private labels (MDD)*

*Our target markets are: Large-scale retail purchasing centres,
pharmacies and bio shops,*

IBERIAN PENINSULA / EC / SOUTH AMERICA / MAHGREB / ARABIA

BIENVENIDOS – BIENVENUS - WELCOME



THE BENEFITS OF COTTON

The softest and most delicate natural material:

- Biodegradable
- Chlorine-free, fragrance-free, super-absorbent powders (SAP) - Highly breathable
- Naturally absorbing material: can absorb 20 times its weight
- High skin tolerance: respect for the skin's pH
- Medical benefit: prevents and solves intimate irritations
- Recognized value: noble material with benefits that have always been recognized



Irritations and intimate discomfort , main causes

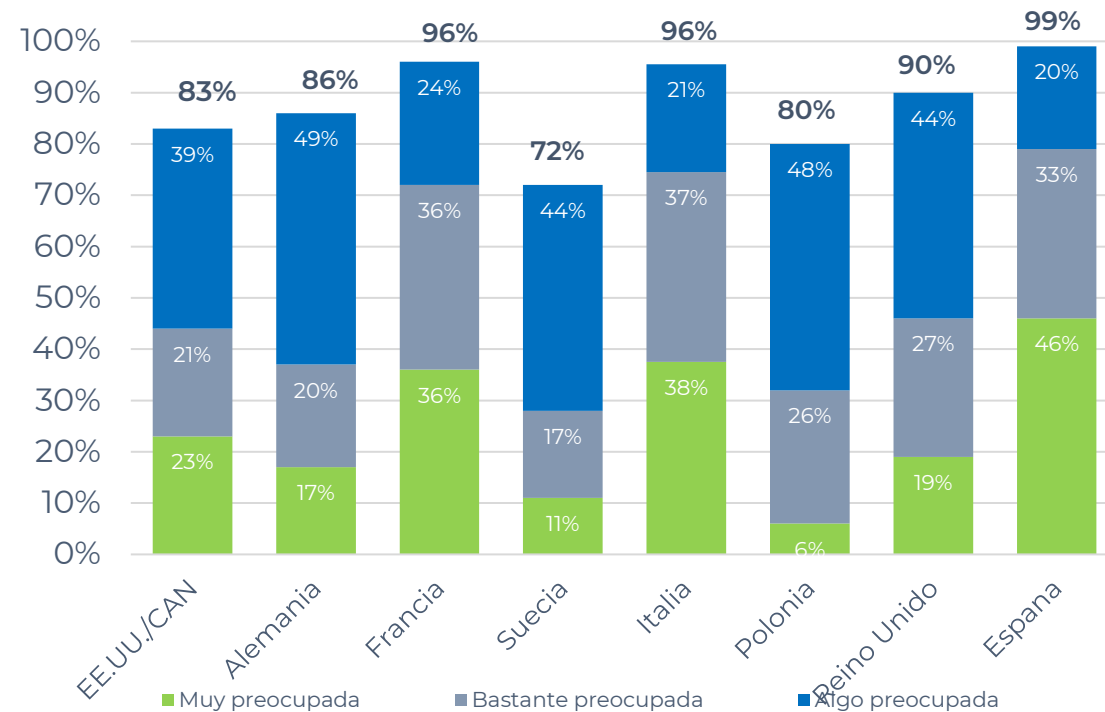
- Contact with synthetic materials ("conventional" pads, underwear)
- Too much moisture (5/10 times normal) and poor skin breathability
- Aggressive hygiene/cleaning habits

MAIN FINDINGS AT INTERNATIONAL LEVEL

CONCERN ABOUT SKIN SENSITIVITY

Overall, women from 7 countries showed high levels of concern about irritation of sensitive skin areas, caused by the artificial materials of traditional pads, panty liners and tampons. In Spain, 99% of those surveyed showed concern!!
2500 women surveyed

How concerned are you about skin irritation caused by chemicals and plastics in feminine hygiene products from current brands on the market?



ADDED VALUE OF OUR PRODUCTS



**Without
leaks**

Patented 100% Cotton-Balanced™ absorbent core: a perfect combination of pure cotton. A patented three-dimensional structure of horizontal and vertical cotton fibers captures moisture and distributes it through the pad.



**Whithout
odors**

An exclusive 100% certified, pH-activated odor control ingredient detects and neutralizes odor-causing agents. Odorless odor control. No more masking smells!



**Without
irritation**

Clinically proven efficacy. Our pads and underwear protect against the irritation caused by traditional brands due to the use of plastics, polypropylene and other artificial materials.

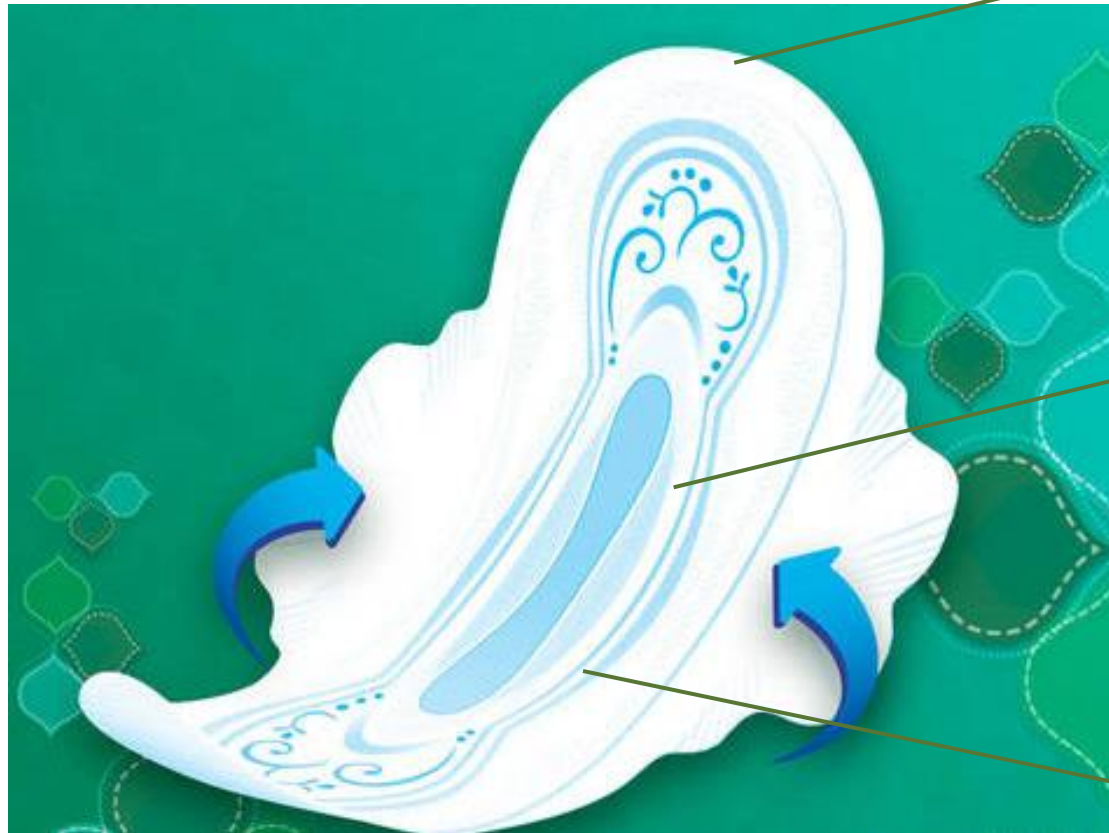
OUR RANGE FOR MDD

PANTY LINER	COMPRESSES	TAMPONS (DIGITAL OR WITH APPLICATOR)	MOTHERHOOD	INCONTINENCE
BENT	MODERATE FLOW (DIA)	REGULAR	IN THE CLINIC (MORE INTENSE FLOW)	INCO LINER (LIGHT FLOW)
THONG	HEAVY FLOW (NIGHT)	SUPER	AT HOME	NORMAL PAD
ULTRA-THIN PLANE	HEAVY FLOW (NIGHT)	SUPER PLUS		INCLUDING EXTRAS
MAXI				

THE COMPOSITION OF PADS AND PANTY LINERS



THE COMPOSITION OF "CONVENTIONAL" PADS (OTHER BRANDS ON THE MARKET)



1. Top Layer
Viscose or Polypropylene

2. Absorbent heart

Cellulose fluff (pressed paper)
with chemical powders that
aid absorption -> **SAP SUPER
ABSORBENT POWDERS
(SAP)**

3. Plastic film

COMPARATIVE



CORMAN

- Organyc is clinically tested, suitable for sensitive skin
- The entire range is certified according to the GOTS standard (min. 70% organic)
- Marketing investment plan for years, intensified in 2020-2021
- In the French market, 15% of women recognize this brand (March 2020 online survey)
- Corman is a manufacturer; Building built according to sustainability criteria
- No.1 in organic chains in France (August 2019), n.1 in pharmacy chains in the United States



OTHERS

- Mainly local brand (little presence internationally)
- Mix of "natural" cotton and certified organic cotton items
- Little investment in communication and marketing
- Fairly small company
- Manufacture private labels for supermarkets

Some MDD cooperation references...

COOP ITALIA
CONAD
BENNET
PAM
GOTTARDO (TIGOTA')
WATSON
CVS
WALGREENS
AHOLD
CARREFOUR
BIOCOOP