

**Medical gowns
& Personal Protective Equipment (PPE):
Why? What? How?**



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My Short Profile

- Managing Director
- Family enterprise
- 14 years of experience
- Chemical Engineering and Management background (Imperial College London and Cambridge)





Contents

1. Why medical gowns & PPE?
2. What are medical gowns & PPE?
3. How to access the EU and US markets?





COVID 19 Snapshot

1st
February:



2,115

- 3 months to 1st million
- Last million in less than 1 week



Spring 2021
200 – 600
million

Medical Gown & PPE Snapshot



- USD 626 million in 2019
- USD 1,200 million in 2027 (CAGR 8.5%)

New Normal
is here to stay!

PROTECTION ADVICE DURING COVID-19 FOR
MEDICAL STAFF



SURGICAL MASK



SAFETY GOGGLE



GLOVES



FACE PROTECTOR



SAFETY SHOES



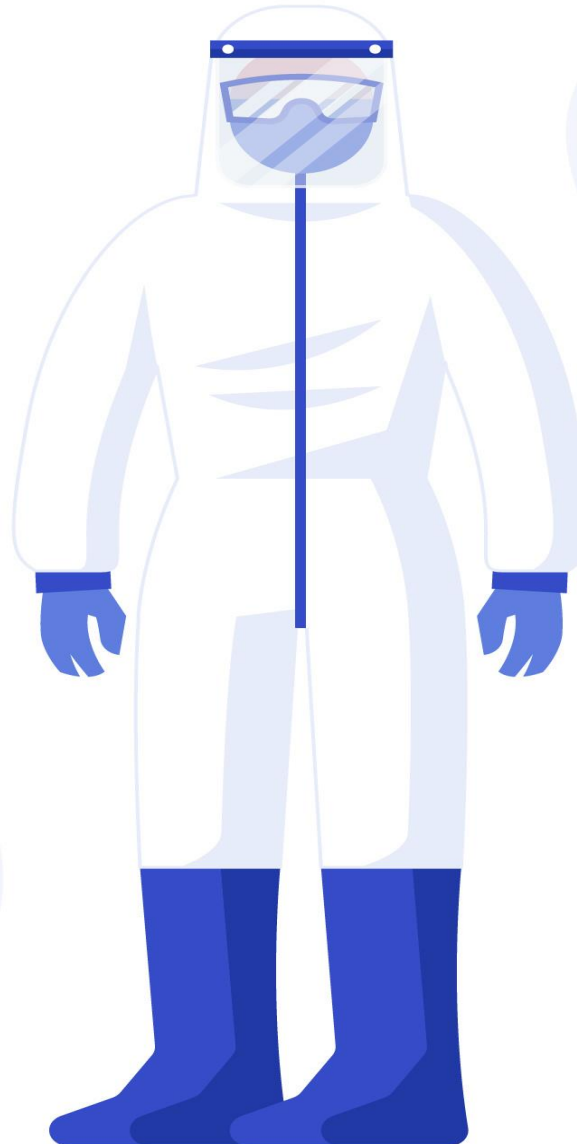
HAND SANITIZER



PROTECTIVE SUITS



WASH HANDS



Medical Gown & PPE Snapshot

- USD 626 million in 2019
- USD 1,200 million in 2027 (CAGR 8.5%)

New Normal
is here to stay!

Medical Gown

- 67% of total market
- USD 425 million in 2019
- USD 818 million in 2027





Coverall

- 23% of total market
- USD 200 million in 2019
- USD 384 million in 2027

European Union



Who is protected?

Patient

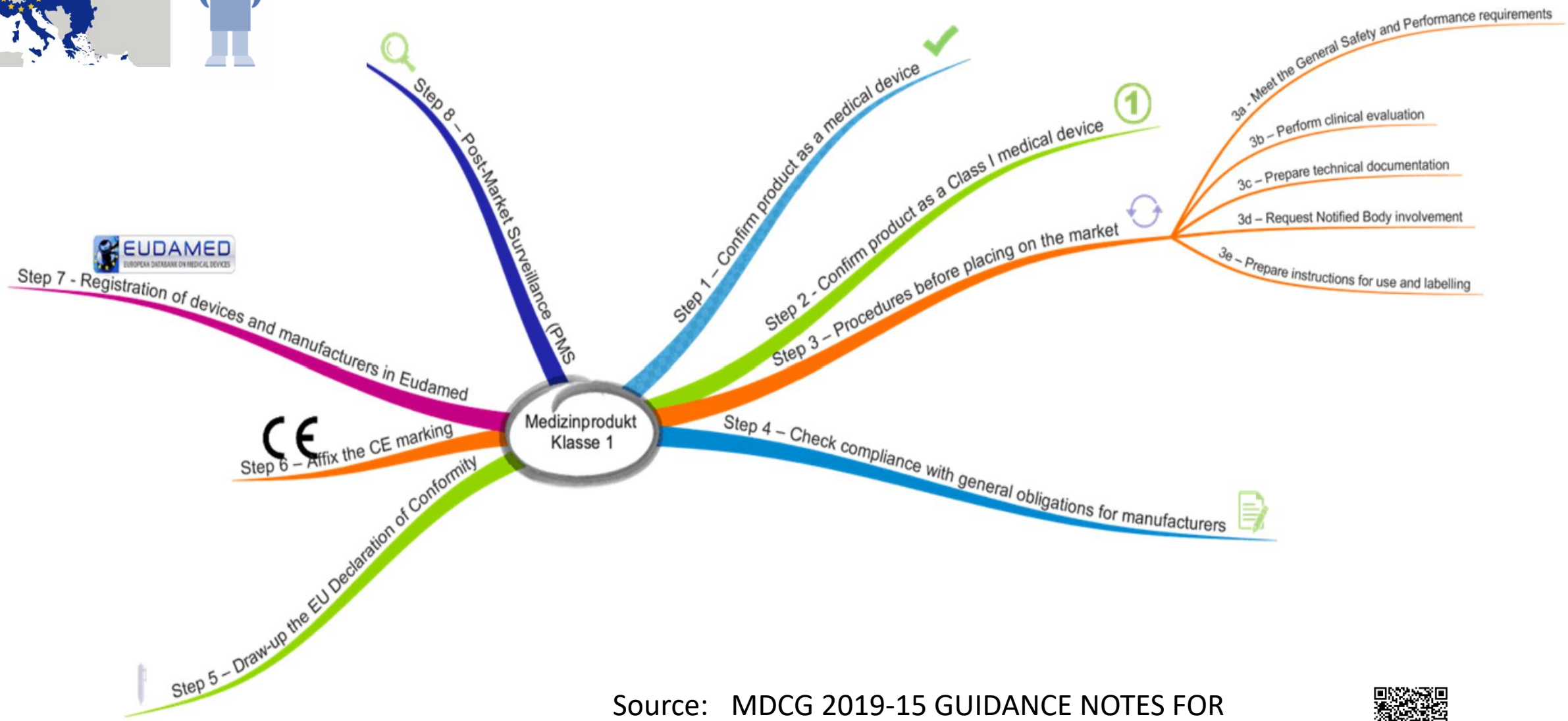
User



Medical Device Regulation (MDR)

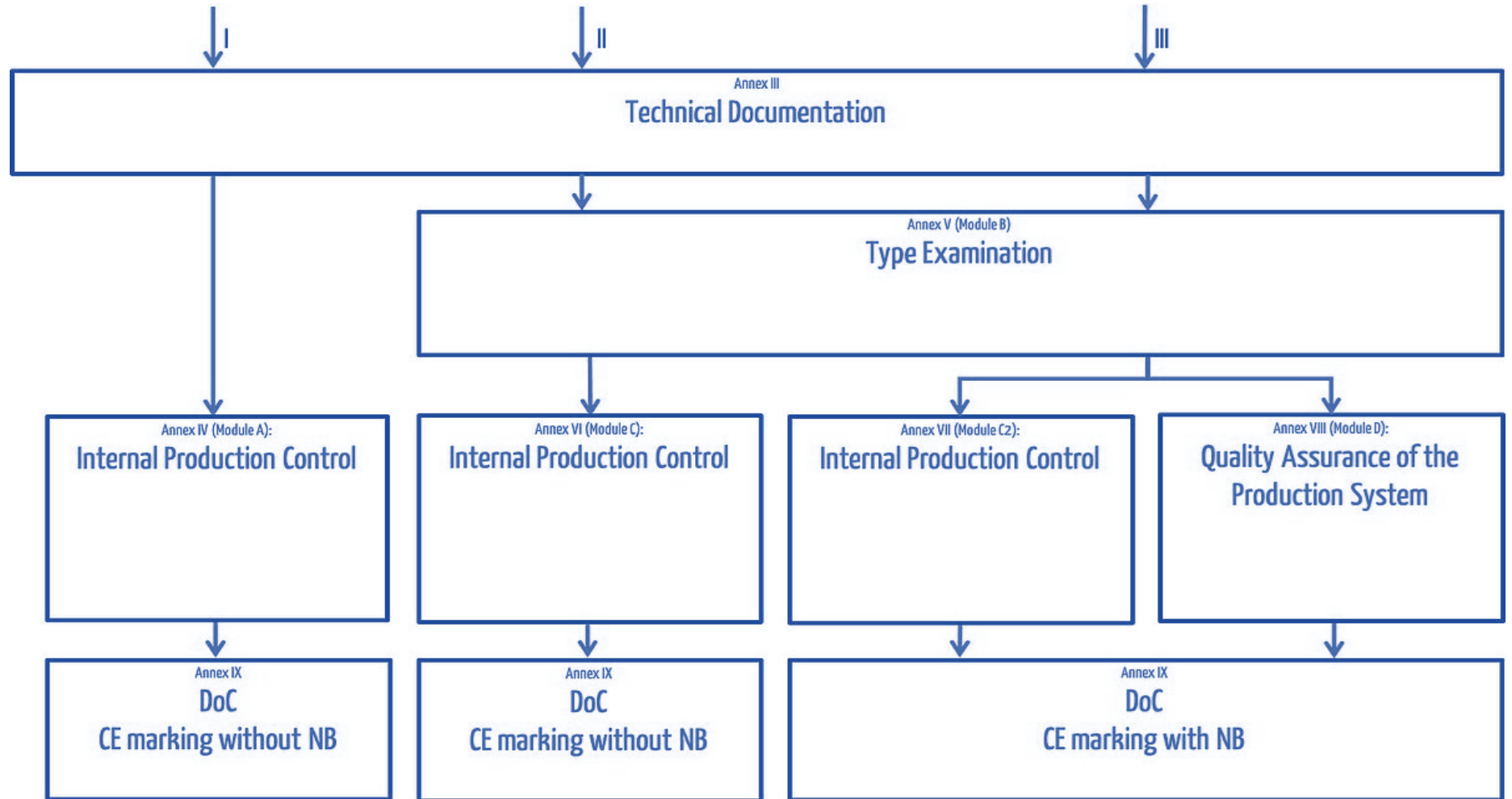
PPE Regulation





Source: MDCG 2019-15 GUIDANCE NOTES FOR MANUFACTURERS OF CLASS I MEDICAL DEVICES







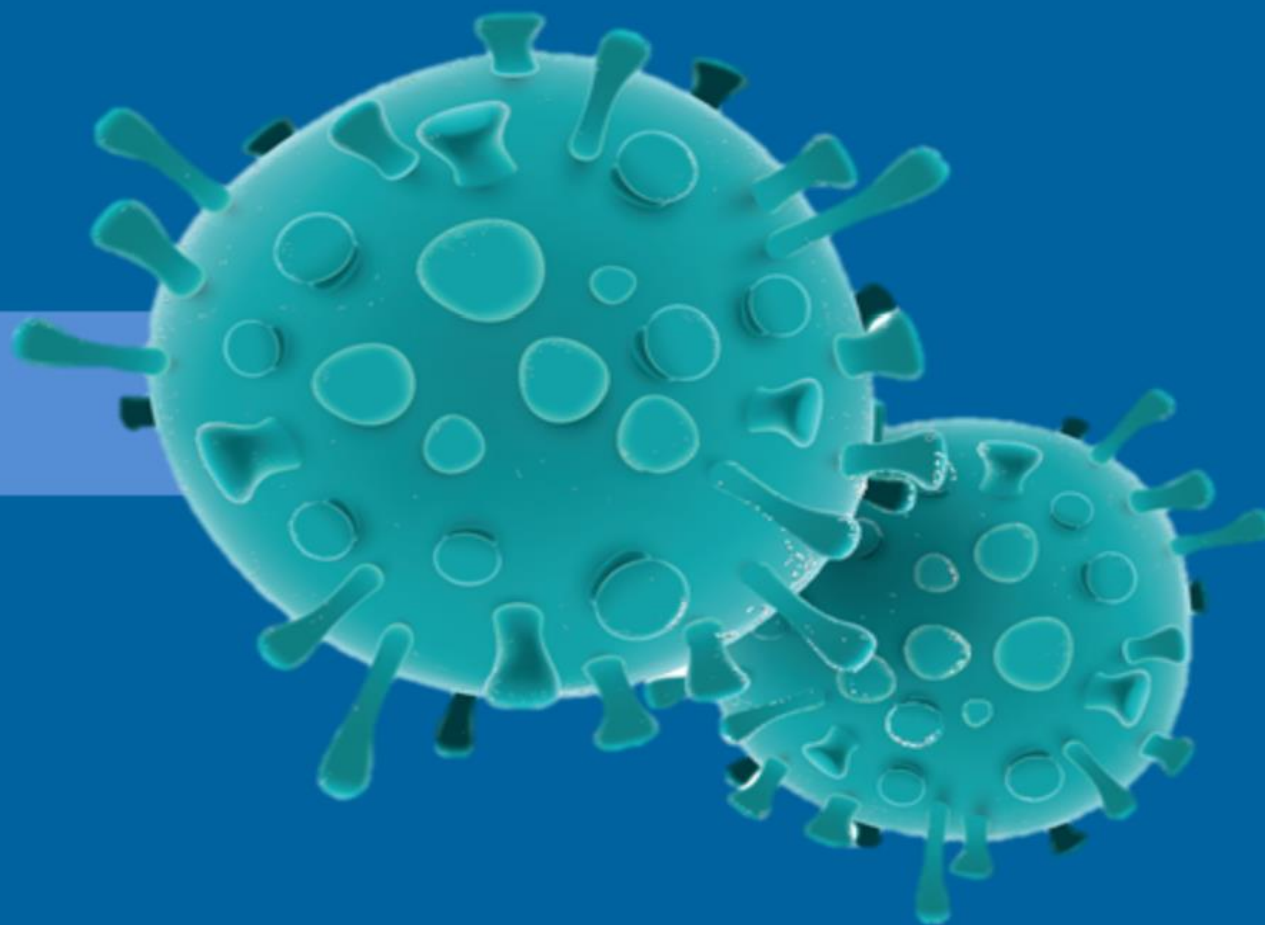
FDA

WELCOME TO AAMI

COVID-19



AAMI is offering free documents that are helpful in dealing with COVID-19 pandemic.





AAMI PB70

Level 1-2

Level 3-4

- **FDA Establishment registration**

- **FDA Establishment registration**
- **510(k)**



