

FROST & SULLIVAN

ANSELL

**2022
COMPANY
OF THE
YEAR**

*GLOBAL MEDICAL
GLOVES INDUSTRY*

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Ansell Healthcare LLC excels in many of the criteria in the medical gloves space.

AWARD CRITERIA	
<i>Visionary Innovation & Performance</i>	<i>Customer Impact</i>
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Mega Trends	Customer Purchase Experience
Implementation of Best Practices	Customer Ownership Experience
Leadership Focus	Customer Service Experience
Financial Performance	Brand Equity

Medical Gloves: Market Needs, Challenges, and Forecast

The utilization of personal protection equipment to protect employees in the performance of their daily activities spans across many industries and has become even more critical in current years as population health concerns become more complex. Gloves are one of the most common and essential forms of protection utilized, and are manufactured in many forms and materials, depending on the specific needs of the industry. In healthcare settings, medical gloves, e.g., examination and surgical, play a critical role in protecting clinicians and their patients. Hence, these gloves must meet the United States (US) Food and Drug Administration (FDA) Class I medical devices reserved criteria.¹ Traditional latex gloves, which had long been considered a standard solution for healthcare workers, can cause skin allergies and hypersensitivity. People allergic to natural rubber latex often complain of symptoms like itching, hives, wheezing, and anaphylaxis within hours of use, creating a demand for latex-free synthetic products.

In addition to the needs for latex-free, there is an increasing need for dexterity, tactility, anti-roll-down cuffs, and sweat control attributes in surgical gloves. Manufacturers invest heavily in research and development (R&D) to develop novel products. Frost & Sullivan anticipates investments in disruptive technologies will likely continue for the next 3 to 5 years. Due to higher raw material prices and shipping because of the pandemic, smaller manufacturers are finding it difficult to survive. A highly competitive market coupled with stringent regulatory norms provides merger and acquisition opportunities for

¹ <https://www.federalregister.gov/documents/2021/07/26/2021-15891/medical-devices-class-i-surgeons-and-patient-examination-gloves>

manufacturers to remain viable as regulations tighten and surgical gloves demand increases.²

The global surgical gloves market generated \$2.24 billion in revenue in 2021. A rise in healthcare budgets and surgical procedures will likely drive market revenues to \$3.43 billion by 2026, with a compound annual growth rate (CAGR) of 8.9% during the forecast period. Eco-friendly and biodegradable products will impact the space significantly.³

Price-sensitive markets such as China and India will drive the latex surgical glove segment's growth from \$1.06 billion in revenue in 2021 to \$1.43 billion by 2026. The powder-free latex surgical gloves sub-segment will increase at a 6.4% CAGR, reaching \$1.26 billion in the same period. Similarly, the synthetic surgical gloves segment will witness an 11.2% CAGR to reach \$2.00 billion, driven by an increased concern and awareness about latex allergies. The polyisoprene gloves segment will reach \$1.48 billion in the synthetic gloves segment at an 11.6% CAGR between 2021 and 2026.⁴

Founded in 1893, Ansell provides advanced protection solutions to millions of people worldwide. Ansell aims to provide reliable and innovative safety solutions through its expertise, innovative products, and advanced technology. Its comprehensive product portfolio and brands cover several segments in various industries, such as chemical, mining, oil and gas, healthcare and life sciences.

In 2018, Frost & Sullivan recognized Ansell for its customer value and product line strength and remains impressed with the company's continuing innovation and sustained leadership.

Increasing Safety, Security, and Productivity Worldwide

Ansell's organizational strength and vision centers on protecting individuals exposed to risks in the workplace by providing personal protection equipment and education specifically designed to increase safety, security, and productivity. The company connects deep-seated domain and operational knowledge with advanced technology to create cutting-edge solutions that protect workers and improve safety outcomes. Ansell remains close to end-users to truly understand their problems and the dynamics of their

"It established the patented Worker Experience Innovation platform (WEI). Through this initiative, Ansell develops a deep understanding of workers' day-to-day experiences and challenges, transforming insights into new WEI technologies and product ideas."

**- Natalia Casanovas,
Best Practices Research Analyst**

work environments, which can be challenging. The performance of their duties may expose them to safety risks, therefore requiring targeted, effective protection. To support workplace safety, Ansell established their patented Worker Experience Innovation platform (WEI).⁵ Through this initiative, Ansell develops a deep understanding of workers' day-to-day experiences and challenges, transforming these

insights into new WEI technologies and product ideas. This has been a compelling value proposition for medical practice, in supporting healthcare workers and their patients during the performance of their critical care tasks.

² *Global Surgical Gloves Growth Opportunities* (Frost & Sullivan, March 2022)

³ *Global Surgical Gloves Growth Opportunities* (Frost & Sullivan, March 2022)

⁴ *Ibid*

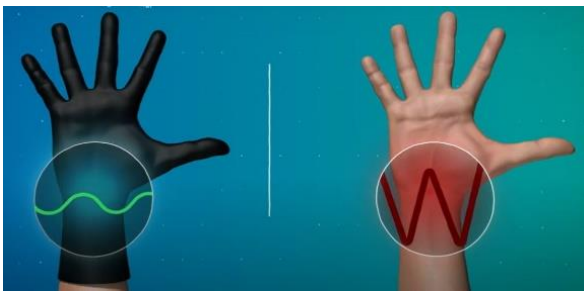
⁵ [WEI Technologies \(ansell.com\)](https://www.ansell.com), accessed November 2022

With a legacy of medical gloves leadership among its several products, Ansell’s compelling value proposition underpins its sustained success. The company uniquely leverages its technologies across platforms and industries, highlighting safety across eight dimensions of differentiation. Among those factors are world-class manufacturing and engineering, the most advanced materials science, the broadest geographic and vertical coverage, and regulatory compliance.

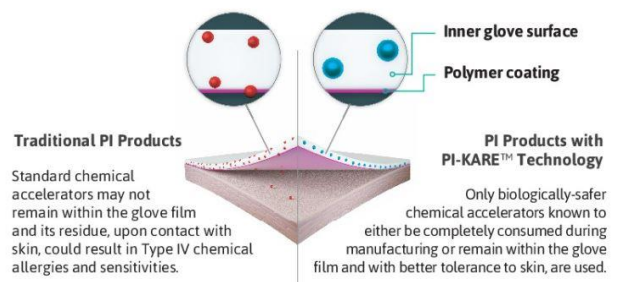
Supreme Technology for Medical Gloves INNOVATIVE SOLUTIONS DESIGNED FOR HAND HEALTH AND SAFETY:

ERGOFORM™ and **PI-KARE™** are just two of the many differentiated technologies in Ansell’s medical hand and body protection solution portfolio. These solutions combine an ergonomic design and skin-friendly technology to shield surgeons’ and clinicians’ hands, their most valuable asset in delivering care, and supporting their overall quality of life.

ERGOFORM™ Technology



PI-KARE™ Technology



Courtesy of Ansell

SUPPORT MUSCULOSKELTAL HEALTH: ERGOFORM™ -Ergonomic design technology reduces muscle effort to support musculoskeletal health, reduce hand injuries, and improve performance by reducing hand fatigue by a minimum of 20%. Its high-level comfort offers a maximum range of motion in thinner but stronger gloves with an optimized polymer formulation.⁶

Having hand injuries may prevent medical professionals from continuing working, potentially shortening their careers. Surgeons and dentists, for instance, need extra protection for their hands and make dynamic movements. Ansell's products are certified by United States Ergonomics,⁷ meaning its gloves improve muscle effort, and the ergonomic design protects hands in the long term, consequently allowing longer and healthier careers.

Healthcare professionals tend to develop carpal tunnel syndrome and other musculoskeletal injuries, due to spending long hours performing repetitive hand-related tasks. Ansell's technology caters to those needs, reducing hand fatigue by a minimum of 20%, and enhancing comfort at the end of a working day, thus helping overall performance and career longevity.

ALLERGEN, DERMATIS AND SENSITIVITY PROTECTION: PI-KARE™: Today, several latex products are coming into the healthcare market. However, healthcare professionals usually develop latex allergies over time, generating the need to move to synthetic, non-latex formulations. Nonetheless, these formulations drive an increase in chemical allergy types.

⁶ [Prolong Your Career with ERGOFORM™ Ergonomic Design Technology \(ansell.com\)](https://www.ansell.com/ergoform), accessed November 2022

⁷ Ansell Interview with Frost & Sullivan, November 2022

Ansell's PI-KARE™ technology removes the chemical accelerators known to cause these chemical allergies creating a cleaner, safer glove for healthcare professionals. The company has two chemical accelerators compared to competitors' five to six. The novel technology solution, unique to Ansell, eliminates standard chemical accelerators that can cause allergic contact dermatitis, resulting in the world's first non-sensitizing, skin-friendly, synthetic polyisoprene (PI) gloves.

Ansell's chemical accelerators are biologically safer, making them less likely to create skin sensitivities. After various technology evaluations, its R&D team got positive feedback from customers.⁸

"Ansell Protects, now more than ever. As CEO, I am determined to see our global expertise leveraged, to deliver innovative, sustainable safety solutions for our customers. As we confront the challenges ahead, your safety is our priority."⁹

- Neil Salmon, Managing Director and Chief Executive Officer, Ansell

Ansell's commitment to innovation continues, exploring advanced technologies that deliver clinical and financial value for customers. It created a hybrid category, offering its customers a cost-effective option, using a more economical synthetic method to develop safer gloves for healthcare organizations and professionals.

Social Awareness with Strong Focus on Sustainability and Corporate Responsibility

Ansell's comprehensive offering goes beyond organizational business goals. Over the years, the company has maintained high levels of social awareness toward relevant issues, while maintaining a solid commitment to environmental, social, and corporate governance.

Sustainability: Ansell constantly seeks new ways to operate with sustainable practices and manufacturing, helping to deliver safety solutions in the most sustainable way possible for their business. The company aims to achieve a Net Zero target by 2040 with an approach that includes:¹⁰

- Reducing emissions
- Minimizing the use of packaging materials and making them 100% recyclable, reusable and compostable by 2026
- Decreasing by 35% the total water withdrawals across its plants by 2025
- Generating zero waste to landfill from manufacturing facilities by the end of 2023
- Becoming one of the founding members of the Responsible Glove Alliance, improving labor standards alongside its partners

Ansell is also committed to shift its dependence on fossil fuels and to improve its energy management systems. Ansell has aligned its commitments with the missions of Climate Group's RE100 and EP100 initiatives, demonstrating how its targets align with global climate ambitions.

⁸ Ansell Interview with Frost & Sullivan, November 2022

⁹ [Ansell, thinking of people and planet first](#), accessed November 2022

¹⁰ [Ansell and the environment: making strides in Sustainability](#), accessed November 2022

“Sustainability is not just one aspect of Ansell. It is now etched into the foundation of our organization.”

- *Christine Calabrese, Director of Marketing, Ansell, Americas*

Corporate Responsibility and Governance: From sustainable practices to corporate governance, Ansell embodies the values it promotes with an integral, transparent, accountable, and fair approach.

“Ansell's comprehensive offering goes beyond organizational business goals. Over the years, the company has addressed relevant issues while maintaining a solid commitment to others, emphasizing sustainability, governance, and social responsibility.”

- *Natalia Casanovas,
Best Practices Research Analyst*

The company's Board renamed its Risk Committee's Brief to Corporate Social Responsibility (CSR) & Risk Committee, recognizing the growing importance of sustainability. Ansell's governance approach cultivates its values endurance and responds to concerns relevant to its employees, customers, investors, distributors, suppliers, regulators, CSR rating agencies, and advocacy groups.¹¹ **Social Awareness:** Besides its direct employees, customers, and end users, Ansell extends its protection to the surrounding communities and people through:

- Community and donations, donating money and volunteering to protect people and the planet
- Diversity and inclusion as core to its culture, devoting concerted efforts to consider different ideas, perspectives, and contributions
- Fairer labor standards, supporting implementation as a founding member of the Responsible Glove Alliance

Across every geography operates, Ansell strives to enhance the local community through education and outreach. In addition to its global network of key opinion leaders and clinical experts, the company offers continuing education programs to keep caregivers and patients informed on health and safety practices. Each time Ansell produces new medical gloves or apparel models, it impacts the world in terms of distribution, market share, customer satisfaction, and philanthropy.¹²

More Than a Century of Protection, Safety, and Innovation

Since its inception, Ansell's sterling reputation and customer-centric framework have led to its coveted preferred partner status. Over the years, it added a range of new customers to its established base. For almost 130 years since its foundation, the company has manufactured 10 billion gloves annually. It provides protection solutions for over 25 industries, safeguarding 10 million workers daily with sales in around 100 countries.¹³ Protection, safety, and innovation are at the company's core in developing innovative products.¹⁴

Frost & Sullivan believes Ansell is well-positioned to drive the medical gloves space into its next growth phase, capturing market share and sustaining its leadership in the coming years.

¹¹ [Ansell and governance: fairness, transparency and integrity](#), accessed November 2022

¹² [Ansell medical protective solutions, for your daily safety](#), accessed November 2022

¹³ [Ansell, thinking of people and planet first](#), accessed November 2022

¹⁴ Ansell Interview with Frost & Sullivan, November 2022

Conclusion

As latex surgical gloves cause allergies and hypersensitivity, there is an increasing demand for latex-free surgical gloves with dexterity, tactility, anti-roll-down cuffs, and sweat control features. Ansell addresses these unmet needs with a strong leadership focus that incorporates customer-centric strategies and exemplifies best practice implementation.

Ansell's vision centers on offering adequate protection to people worldwide exposed to risks, increasing safety, security, and productivity. In healthcare, the company's solutions portfolio for hand and body protection leverages some of its most differentiated technologies: ERGOFORM™ and PI-KARE™. Ansell combines an ergonomic design and skin-friendly technology to develop its medical gloves.

The company's products protect surgeons' and clinicians' greatest asset, their hands, by reducing hand fatigue, musculoskeletal injuries (e.g., carpal tunnel syndrome), and allergic reactions while protecting human health, i.e., preventing contamination and disease spread.

Beyond organizational business goals, Ansell maintains a solid commitment to social and corporate responsibility, emphasizing sustainability, governance, and social awareness globally. Striving to remain one step ahead, Ansell maintains a proactive focus on solutions that care for people and the planet through sustainability and social projects aligned with international government regulations and requirements. The company operates as a trusted partner to the individuals and businesses they serve, with a well-earned reputation for offering forward-thinking solutions for personal protection and safety in the medical gloves industry.

With its strong overall performance, Ansell earns Frost & Sullivan's 2022 Global Company of the Year Award in the medical gloves industry.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends:

Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

