

Lockington, Elliott (SPAC/PSPC)

From: Tal Dehtiar <tal@oliberte.com>
Sent: April 9, 2020 7:01 AM
To: tal@oliberte.com
Subject: COVID19 Oliberte Limited Surgical & KN95 Pricing & FDA Confirming of KN95: April 9th, 2020
Attachments: 3M Technical Memo Comparing FFP2 KN95 N95 Filtering Facepiece Respirator Classes (Jan 2020).pdf; Oliberte Pricing CAD & USD - April 9th, 2020.pdf

Please find our masks offering and pricing as of April 9th, 2020 in Canadian and US Dollars. Orders received today will be delivered **April 25th to May 1st, 2020.**

Re: H19M006 - Disposable Surgical Mask (3PLY) Medical Grade - Level I Premium.

We have managed an agreement with one of our larger suppliers that normally require a minimum of 1 million masks for the **H19M006**. You can now order our Premium Level 1 Surgical Mask (H19M006) with a minimum order of **25,000** Units. Delivery is approx. May 15th, 2020.

For all other orders (excluding H19M007/8), Minimum Mask Order is **10,000** Surgical Masks and **5,000** KN95s.

Re: FDA Accepts KN95 Made in China

"On April 3, 2020, in response to continued respirator shortages, the FDA issued an updated [Enforcement Policy for Face Masks and Respirators During the Coronavirus Disease \(COVID-19\) Public Health Emergency](#) and issued

a new [EUA for non-NIOSH-approved N95 respirators made in China](#). The new EUA makes KN95 respirators eligible for authorization if certain criteria are met, including evidence demonstrating that the respirator is authentic."

Oliberte is continuing to ensure products from our manufactures meet and/or exceed the FDA, Health Canada and other regulatory requirements for importing and distributing medical devices.

Due to continued volatility in pricing with our manufacturers and rising freight costs due to lack of cargo availability, we have had to adjust our pricing policy again. Pricing is now only valid until the end of day at 11:59PM EST.

Any questions or if you need more information, please let me know.

You can call me any time at 1 416 569 5859. Or our Office at 1 905 901 3660.

Regards,

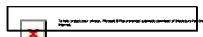
Tal

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Tal Dehtiar

tal@oliberte.com

+1.416.569.5859



Oliberte Limited
1156 Speers Road, Unit 1
Oakville, Ontario L6L 2X4
Canada

Health Canada Medical Device License #: 11767

Additional Commentary (mostly repetitive if you have been on this list for a few days)

This month alone Oliberte Limited has now placed, shipped or delivered **7+ Million** masks serving a variety and size of groups with State/Provincial Governments (in Canada and USA), Local Municipalities, Hospitals, Other Health Care Units, Charities and Essential Business Services shipping to Canada, USA, Europe, Australia and Kenya.

Our Factories

As of today, we now have **11** suppliers we are working with in China and we are continuing to bring on more. Currently, in order to be a supplier with us the factories must comply with the following requirements, by providing documentation which we are checking abroad and locally with our team in China:

- Be able to produce Civilian, Medical and Surgical masks and/or KN95/N95 that are FDA and/CE Compliant (to be verified by our team)
- The factory must be a legal business in China
- The factory must be on the list of NMPA-approved Manufacturers of PPE and Medical Device, provided by the CCCMHPIE
- The factory's products must be on the Medical Device Registration in China
- The factory must have a legal export license in China
- The factory must be able to provide all the technical specifications on their products in English and/or Chinese

On-Site Team in China

- In China we have our own staff that are supporting our mask production at a variety of factories for a number of customers.
- Work includes:
 - Confirmation and Follow up of Orders
 - Regular communication with Head Office in Canada on status, potential issues and general updates.
 - For larger orders we place 1-2 of our staff in the assigned factory during the production period to ensure quality, product and packaging is as expected; in addition to ensure production is on schedule once started.

Current Minimum Requirements

- 10,000 masks for Medical or Non-Medical Surgical Mask
- 5,000 masks for KN95 (not we no longer are offering the FFP2)
- 25,000 masks for H19M006: Delivery May 15th, 2020

- Each Minimum per Location. ie if you want Oliberte to ship an order to 2 locations you need to order min. 20,000 surgical masks.

Payment Terms

- 50% on order paid by wire, EFT or Credit Card. For Credit Card a 3% charge applies
- 25% is due once our team on the ground has confirmed that the production is done and our entire inspection is complete. During the production run we will be performing a number of quality and random inspection checks. Once order is completed and counts are verified, we will provide pictures of the inspection conducted, the stock and photos of the product. Once this is provided this payment portion is due.
- 25% once your shipment has left by Air and we confirm export customs have been cleared; we will also provide tracking to you.

Larger Orders (>500,000 Units):

- For larger orders, please email for a spot quote.
- For orders above 2,000,000 units we will also build in the price of chartering a flight to improve delivery times.

KN95 vs N95 :

- Attached, please find information and statements by the FDA and CDC acknowledging that the KN95 (which we are sourcing) is a suitable alternative for the N95 during the COVID-19 Emergency. We have also been in contact with Health Canada and the FDA through multiple departments to confirm the products we are importing are compliant. I'm also attaching the medical memo by 3M detailing that the KN95 (and others) are effective alternatives to the N95, especially during a time like the COVID-19 Pandemic.
- Oliberte is continuing to work with the FDA to ensure products from our manufactures meet and/or exceed the FDA, Health Canada and other regulatory requirements for importing and distributing medical devices
- <https://www.fda.gov/medical-devices/emergency-situations-medical-devices/non-niosh-approved-respirator-eua-faq>
- <https://www.cdc.gov/coronavirus/2019-ncov/hcp/respirators-strategy/crisis-alternate-strategies.html>
- *Statement from the FDA Website:*
 - On April 3, 2020, in response to continued respirator shortages, the FDA issued an updated [Enforcement Policy for Face Masks and Respirators During the Coronavirus Disease \(COVID-19\) Public Health Emergency](#) and issued a new [EUA for non-NIOSH-approved N95 respirators made in China](#). The new EUA makes KN95 respirators eligible for authorization if certain criteria are met, including evidence demonstrating that the respirator is authentic.

Note: Due to continuous volatility in the costs of masks and shipping related COVID-19, our prices are valid until the end of day. We will do our best to hold the price longer and we are trying to push our suppliers, but given how quickly everything is moving, and the cost of freight is now rising quickly, we are not in a position of power and so we need order confirmation and deposits timely so we can place your order at the factory.

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Tal Dehtiar

tal@oliberte.com

+1.416.569.5859

