



Now underprivileged women can also afford sanitary napkins

# The Overview

## Babylon Products



**a double boon to  
poor women**

- women's menstruation is a matter still associated with taboo and discrimination. In some areas, women are still considered "unclean" during menstruation and are forbidden from entering the kitchen.
- Deal with Menstrual Hygiene is considered as "an act of shame"
- Superstitions create reproductive tract infections that posed a grave threat to women
- Study reveals that girls and adult women are absent from work and school in developing countries up to 50 days a year simply because they do not have access to affordable sanitary pads.

# The Overview

## Babylon Products



**a double boon to  
poor women**

- Unavoidable but unaffordable
- Rags, jhute, etc are traditional and common materials for menstrual hygiene
- create awareness about hygiene among women in less-privileged sections of society
- Affordable napkin encourages young girls / women to keep up their attendance in school & workplace
- Give women more freedom to go out.

# Machines & Materials

## Machines

- De-Fib ration
- Core formation
- Soft-touch sealing
- UV Sterilization and Packaging

## Materials

- Wood Pulp
- Non-Woven top layer
- Inner poly
- Gum
- Release paper

# Manufacturing process

## Stage 1 – De-fibration



**Duration:** 1 - 2 minutes

### *Tools & Material*

- A stainless steel container with a lid
- A small motor that whips the international-grade raw-material
- Works like a “mixie”

### *Operation*

- The cellulose raw-material is put into the container and the lid is closed
- The motor is run for a few minutes

### *End result*

- The compressed core material becomes fluffy and uniform
- The material is ready to be made into napkins.

# Manufacturing process

## Stage 2 – Core formation



**Duration:** 0.5 minute

### *Tools & Material*

- A napkin-shaped mould.
- Hand- or leg-operated lever.
- A spring-loaded press.

### *Operation*

- The core material is spread within the mould by hand
- The mould is properly positioned
- The lever is pulled manually and this compresses the core material
- The mould is removed

### *End result*

- The core of the napkin is formed
- This core is ready for use in the next stage

# Manufacturing process

## Stage 3 – Soft-touch sealing



**Duration:** 0.5 minute

### *Tools & Material*

- Heat-sealing press to seal the length and the ends of the napkin.
- Lights and sound to indicate end of operation.

### *Operation*

- The core is wrapped in an outer cover and sealed along its length by pulling the heat-sealing press.
- The ends of the napkin are sealed similarly.

### *End result*

- The napkin is ready.
- Quality comparable to the multinational napkin.

# Manufacturing process

## Post-production

### UV Sterilization and Packaging



**Duration: 1 minute**

#### *Tools & Material*

- U V Unit that is in the shape of a microwave.
- Plastic sealing equipment.

#### *Operation*

- The finished napkin is placed within the UV Unit to ensure utmost hygiene.
- That done, the quality of the napkins is checked before they are packed in Branded covers.
- The covers are heat sealed.

#### *End result*

- The napkin packets are **ready for sale**.



It does cost money, but...



Good menstrual hygiene is cheaper in the long run!

- Save money on repeated treatment and visits to doctor
- Increased productivity (or 'can work more' or something like that)
- Your body deserves to be cared for!**
- increase mental well-being and comfort



# Financials

## Base Investment – Capital

Description	Cost in Taka
Cost of machine	200,000.00
Electronic Weighing Machine	7,500.00
UV Sterilizer	25,000.00
Packet sealing machine	5,000.00
<b>Total Cost (Initial Investment)</b>	<b>2,37,500.00</b>

# Financials

contd.

## Unit owner – financials

Cost of Raw material	Taka 22.00 pkt
Weight of napkin sizes produced	8 grams pc
Packet of napkins produced per month	100 x 26 = 2600 pkts.
Number of workers employed	3 (full time workers)
Power & misc expenses per month	Taka 2.00 pkts
Cost per napkin (all inclusive)	Taka 24.00
Selling price per packet (containing 10 napkins)	Taka 30.00
Net Income per month (average)	Taka 15,600

# Advantages & Benefits

## Advantages:

- Already a proven business model
- Anybody can manufacture the napkins!
- Only women can do that
- they too can become entrepreneurs
- simple hand-operated machines
- The model is deliberately low-tech and decentralized,
- providing employment opportunities for women in remote parts

## Benefits:

- 3-10 women can find employment in a single unit
- Makes an essential commodity available to all:
  - Better hygiene leads to better health.
  - Dignity becomes affordable!
- Indirect impact—
  - Improves socioeconomic indicators.
  - Creates close-knit communities.
  - women can form co-operatives and generate some income as well.



**Thank You**