

Saathi

Pads that are good for your
body, community & environment



Award Winning Team



Founders



Kristin Kagetsu
Co-Founder & CEO
MIT, INSEAD, Oracle
Full-time



Tarun Bothra
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Nirma University
Full-time



Grace Kane
Co-Founder & Advisor
MIT, TU Delft
Part-time

Advisors



Pavan Bakeri
Director
Bakeri Group



Eddy Jetjirawat
Manager
Temasek



Jonquil Hackenberg
Head, Sustainable Business
Infosys



TEMASEK

Infosys

30+ years of experience | Team: (Full time: 6 ; factory staff: 10 ; Interns: 7)



BODY

60% of women experience UTIs in their lifetime
70% suffered from RTIs

Women in urban & rural areas experience rashes, irritation and infections due to the plastic and chemicals in pads or unhygienic alternatives to pads



COMMUNITY

Almost 23 M girls in India drop out of school annually.

Lack of menstrual hygiene management facilities, unavailability of sanitary napkins awareness about menstruation.



ENVIRONMENT

Only 36% of women use sanitary pads in India

of pads used per menstrual cycle: 15 (conservative estimate)

of pads used in a year in India: 21.8 B disposable pads

Majority of sanitary pads are not biodegradable/compostable.



Saathi: A Holistic Solution

Good for Body, Community, and Environment



Working towards UN Sustainable Development Goals



100% Natural



No rashes, Skin Irritation
Thinner, Softer, Comfortable



An affordable, Eco-friendly choice



100% Biodegradable & Compostable



Highly Absorbent,
1.5X more than conventional pads

Our Proprietary Technology



Natural Feedstocks



Banana



Bamboo



Other Natural Fibers



Patent Granted

Single Platform Technology



Fiber



Absorbent



Machine



Sanitary Pads



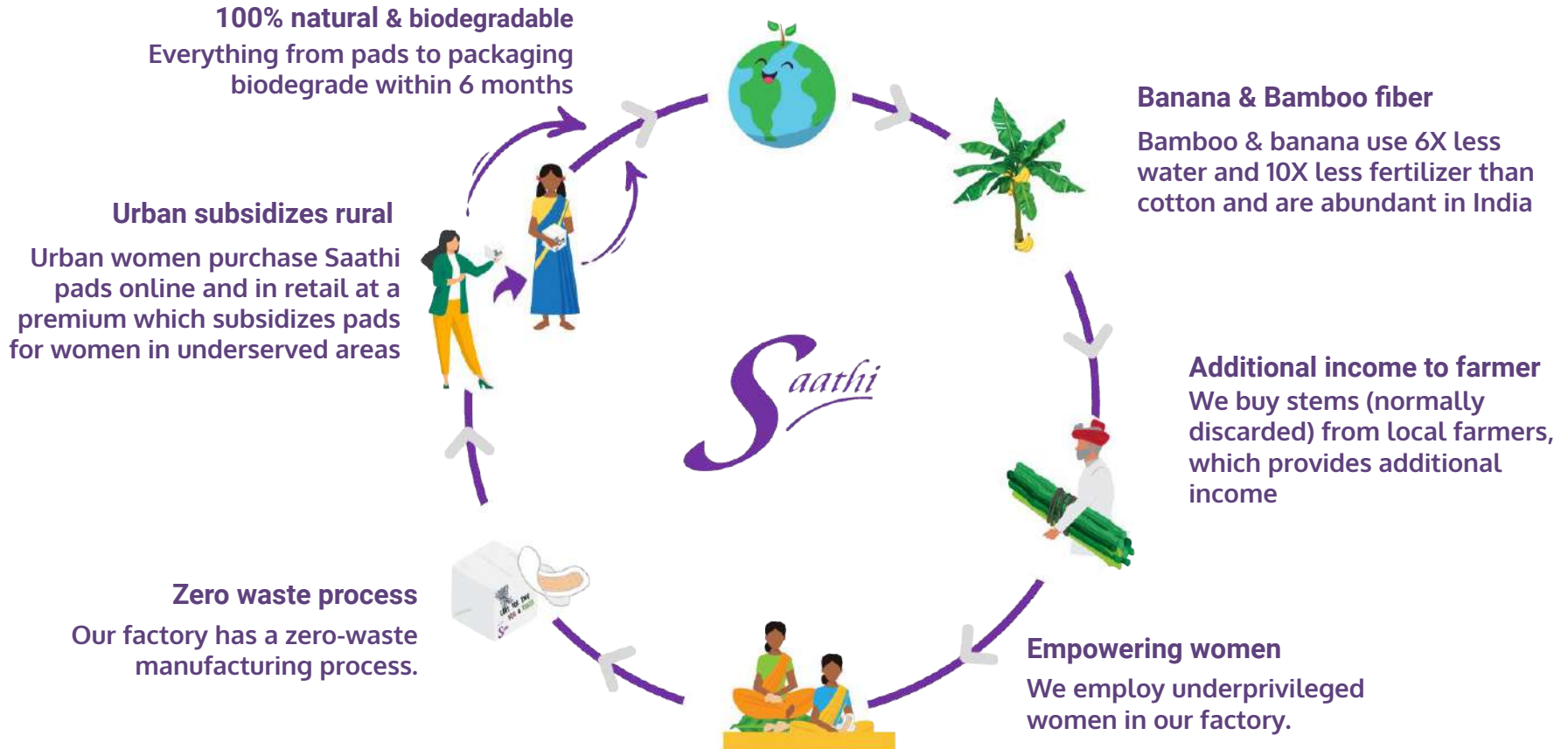
Other Products



Other Products

Product Suite

Our Business Model



Our Impact and Partnerships



	Till date	Potential in next 5 years
Environment	50 MT Plastic 58 MT CO₂	18000 MT Plastic 21000 MT CO₂
Health Women who experienced rash-free periods	40k menstruators	10M menstruators
Jobs (women)	350 women	32k women
Economy Additional income to farmers	\$97.2k	\$5M

New: Plastic Credit Model

Sale of Saathi Plastic Avoidance Credit will bring in additional revenue while helping corporates achieve UN SDG targets



Dalberg



rePurpose

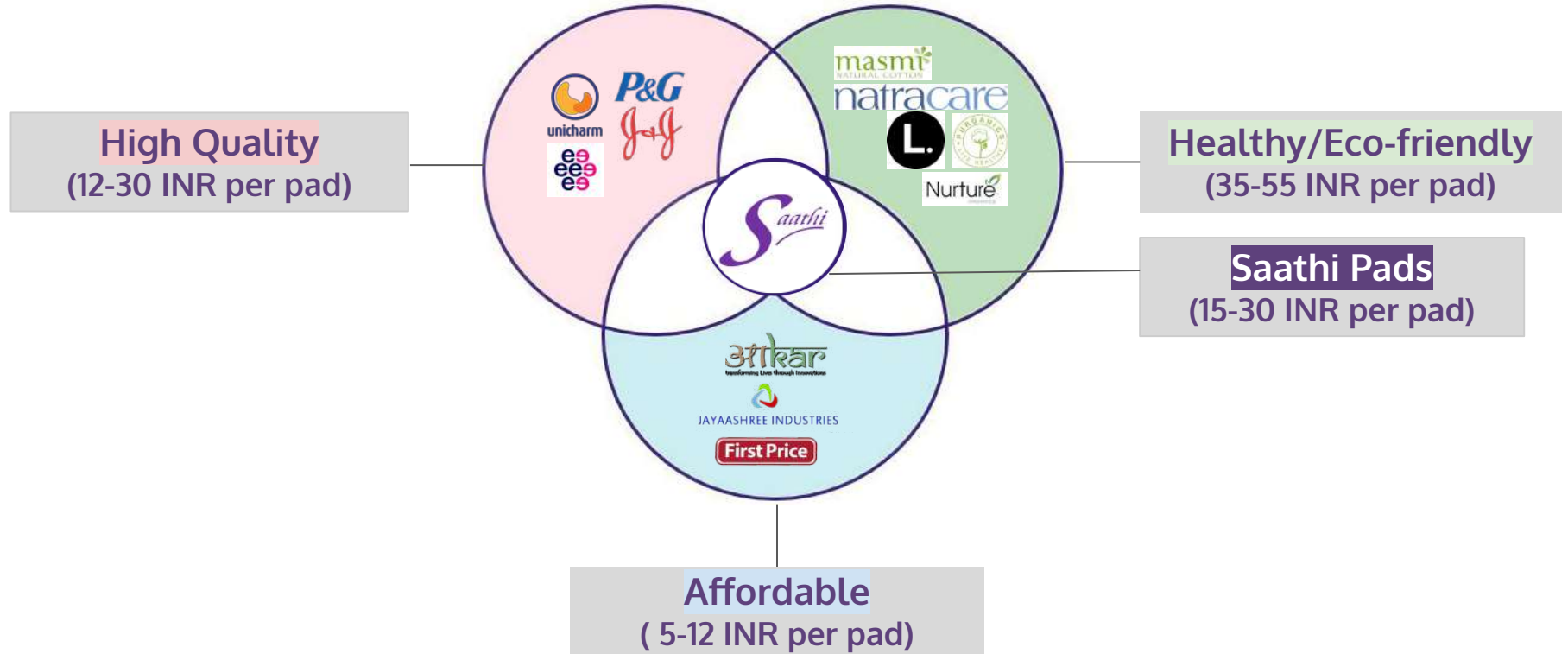


CSR programs multiply impacts



Working with corporates multiplies these impacts faster and helps corporates achieve ESG targets

Competition



Revenue Model



Business To Business (B2B)

Saathi provides plastic credits to corporates and partners with corporates and NGOs to provide pads to rural areas

Partners:



rePurpose



SHAKTISM | शक्तविाद
A Women's Empowerment Initiative



EXPO
2020
DUBAI
UAE



TATTVODH
FOUNDATION



Business To Consumer (B2C)

Saathi sells through various e-commerce platforms and retail stores across India

Major Channels:



Traction & Demand



Funding From:

35 NGOs	40138+ Trusted customers
35+ E-Commerce Platforms	10 Countries



Details	Fund allocation
Hiring 2 interns to run workshops and translate content to raise awareness about period poverty and also how to use menstrual products	200 USD
Reach 100 women and girls for 12 months with completely biodegradable and compostable sanitary pads	1300 USD



Providing our
Customers
An #EcoFriendlyPeriod





FAST COMPANY

VOGUE

COSMOPOLITAN



Thank You



Ensuring everyone has access to an experience that is eco-friendly, period.



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