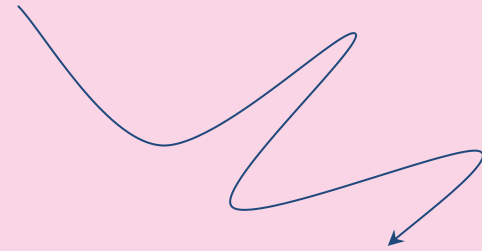




Africa's leading menstrual health
social enterprise manufacturing
reusable products. Based in Uganda,
exporting across the continent.



Why we work



AFRIpads delivers high-quality, reusable menstrual products with unmatched speed and scale. Locally made in our Ugandan factory by a skilled, women-led workforce.

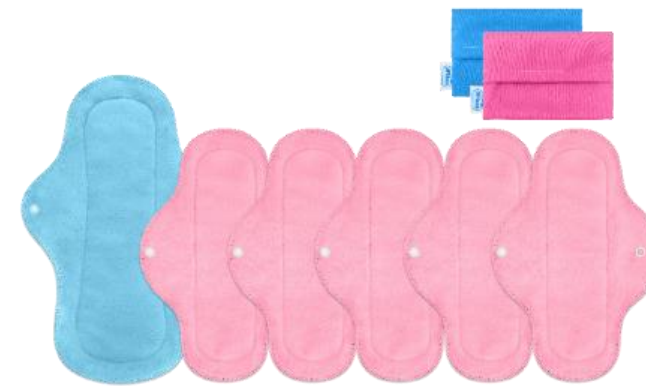
We prove sustainable development works through a market based menstrual health approach. Our strengths are reliability and lead times.

Products

OUR PRODUCT RANGE

Our **reusable menstrual kits** are cost effective, waste reducing, quality certified, and offer complete protection for a minimum of **2 years**, making it **7 times cheaper** than disposable products.

AFRIpads STANDARD KITS



6-PACK



4-PACK



Schoolgirl kit

So Sure Consumer Brand
Our direct retail brand is So Sure. 2 packs – Maxi and Extra long.

We also make custom kits.



AFRIpads Underwear
Made for African women. Durable and secure in 5 sizes.



In 15 years we have

Built a large scale
factory in rural
Uganda, producing
90,000
kits/month



And given back
>20 mil
school days to girls



Created jobs for
100s of people,
>83% women



Reached
7 million
women & girls
across **40**
countries



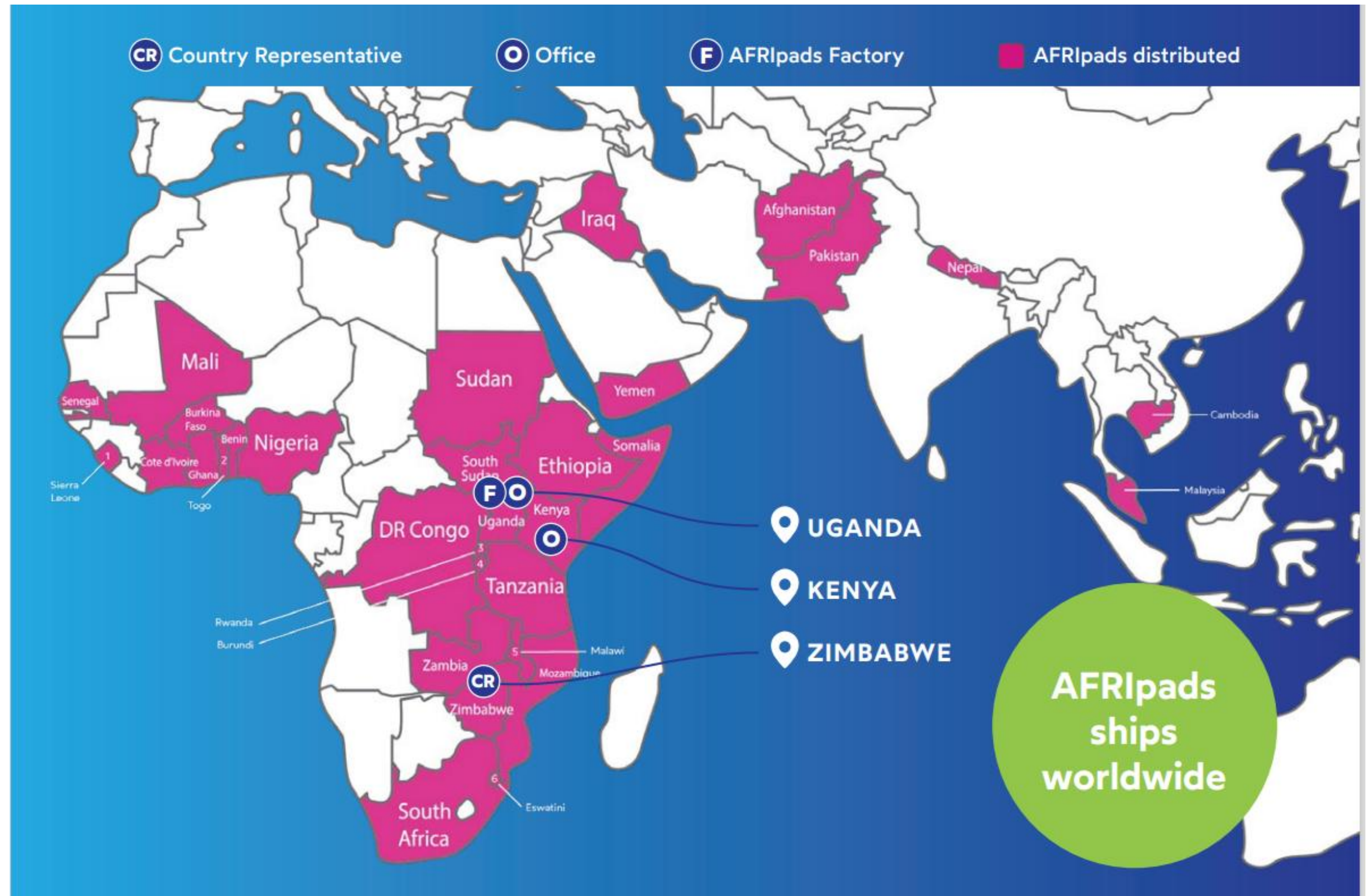
Annually, on average



- 700k menstrual kits sold
- 180 customers serviced
- 600k women and girls reached
- 15 countries across Africa exported to
- 4000 people trained
- With 3 production lines
- And a staff of 95 people
- All produced and exported from our factory in Uganda

Operations

- imported raw materials
- all production in Uganda
- warehouse in Kenya, Zim & Zam w/ reps
- primarily direct to customer shipping
- mainly B2B sales with small B2C sales in Uganda
- core sales focus Eastern/Southern Africa
- significant geographic sales expansion requires investment in stock, local reps, functioning trading blocs, and better infrastructure



Trade Barriers

What has AFRIPads experienced?

1 Testing for reusable pads is not well-shaped or consistent

- Many countries do have a test method and standard for pads
- But there isn't a well-designed universal test method for reusable pads that is relevant for user experience
- Some tests or frequency can have prohibitive costs or don't make business sense

2 Lacking or inconsistent standards

- Often, there are no reusable menstrual product specific standards
- Or there are, but they vary widely across borders on everything from packaging, textile specifications, or performance metrics
- Some countries classify them as medical devices

3 HS codes aren't specific to (reusable) menstrual products

- There is never enough data for menstrual products, especially in trade
- It's difficult to know our market potential
- More specific HS codes would help us import/export more efficiently and give market insights

When SMEs have to go it alone



It's hard (and expensive) to shape a market while also lobbying for a functioning trading bloc

- This is a sector and product that many expect to be for free or very low cost
- Govt struggles to fill that role; also on market shaping
- Distribution and demand creation are costly
- We are frequently 'forgotten' from the tax exemption Gazette for importing our raw materials
- VAT and import duty exemptions can get turned off and on, or only apply within country and not available when importing to a neighboring country
- To do everything alone: advocate, tax lobby, create demand, influence standards, develop testing methodology, produce, distribute, advertise – it's not possible for a little company without major investment