

## Hackathon: the circular diaper

Team 5 - ForLifers

## HACKATHON: THE CIRCULAR DIAPER

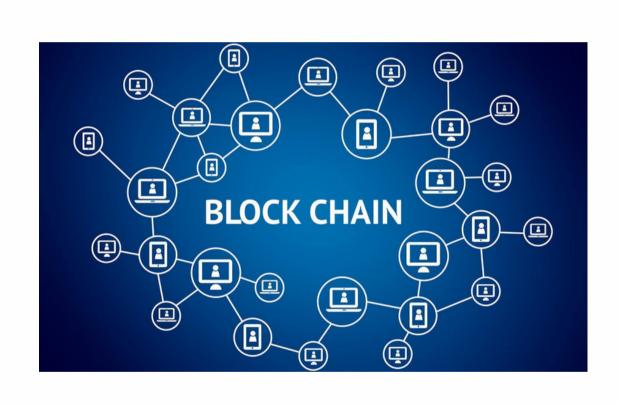
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## 40,000 DISPOSABLE DIAPERS ARE USED EVERY MINUTE IN THE EU

1.3 t/min of waste

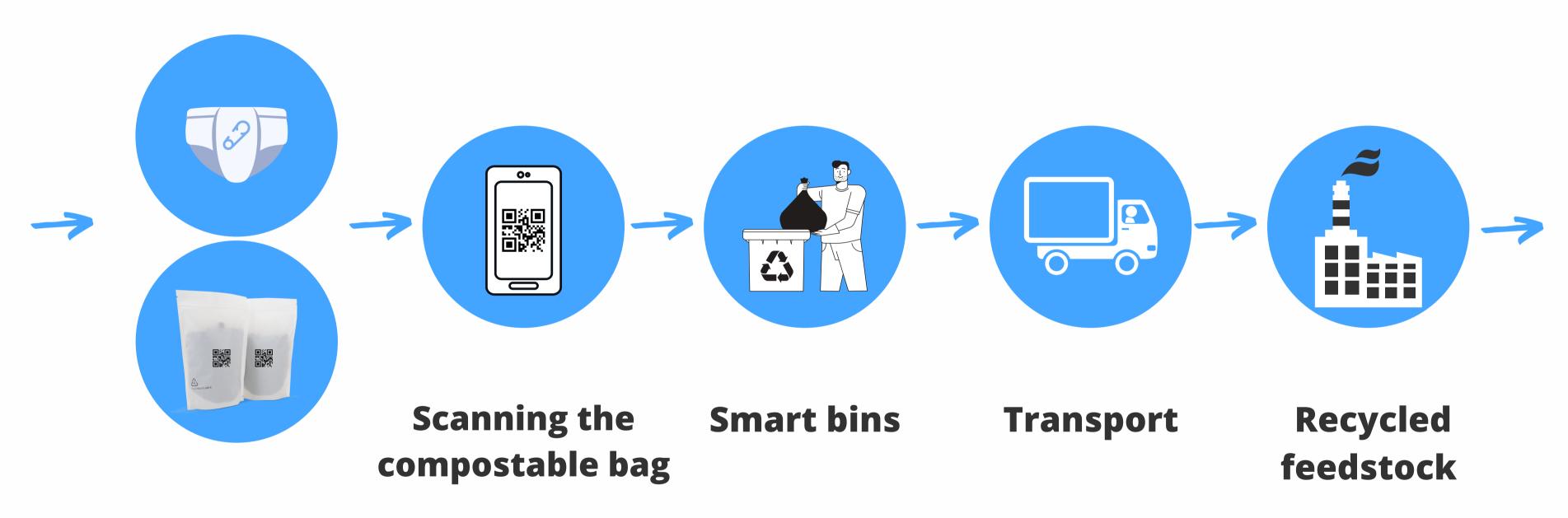
## Our solution







#### How our Blockchain works



Purchase of products

## Benefits of blockchain

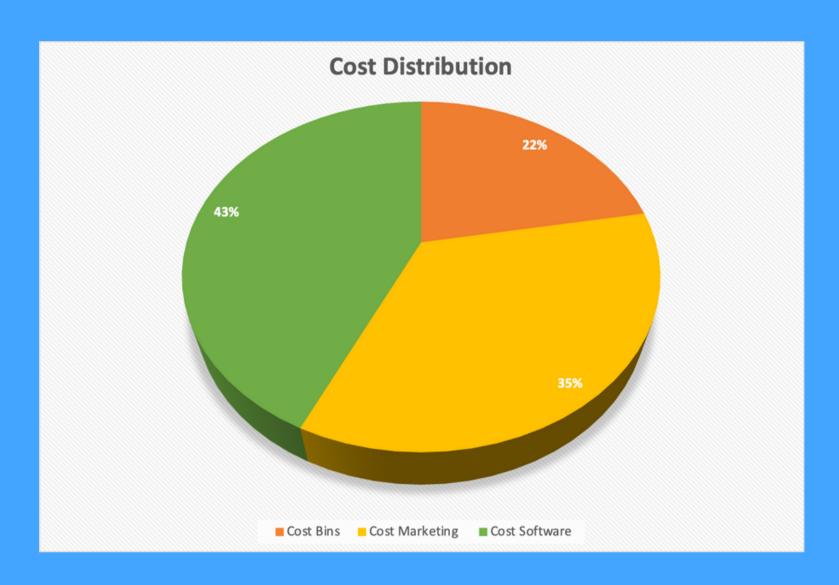
- Transparency
- track individual items through the recycling supply chain
- Reward to consumers and manufacturers
- Have large amounts of data on recycling

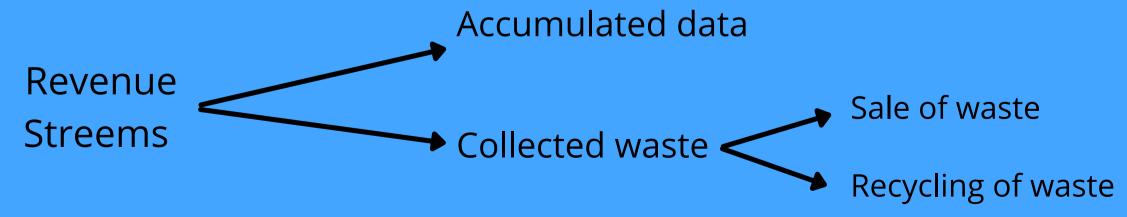


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## Smart bin







Sedona Community Church

A WATER DRIVE

#### **Second-life of the Diapers**

#### Cellulose Pulp → Molded Pulp Packaging

- Molded pulp industrial packaging
- Molded pulp food packaging
- Molded pulp technological packaging

#### **ADVANTAGES**

- Sustainability 100% recyclable
- Stock reduction
- A green alternative for a strong product protection
- Molded and adapted to any shape
- No assembly required

#### Machinery needed:

- Thermoforming with LASER cutting robot
- Injection Molding Presses
- Pulp molding machine

#### Average baby diaper composition (source: EDANA)

Material	Weight percentage (%)
Cellulose pulp	35
Superabsorbent polymer (SAP)	33
Polypropylene	17
Polystyrene	6
Adhesives	4
Other	4
Elastics	1

#### Usage examples:

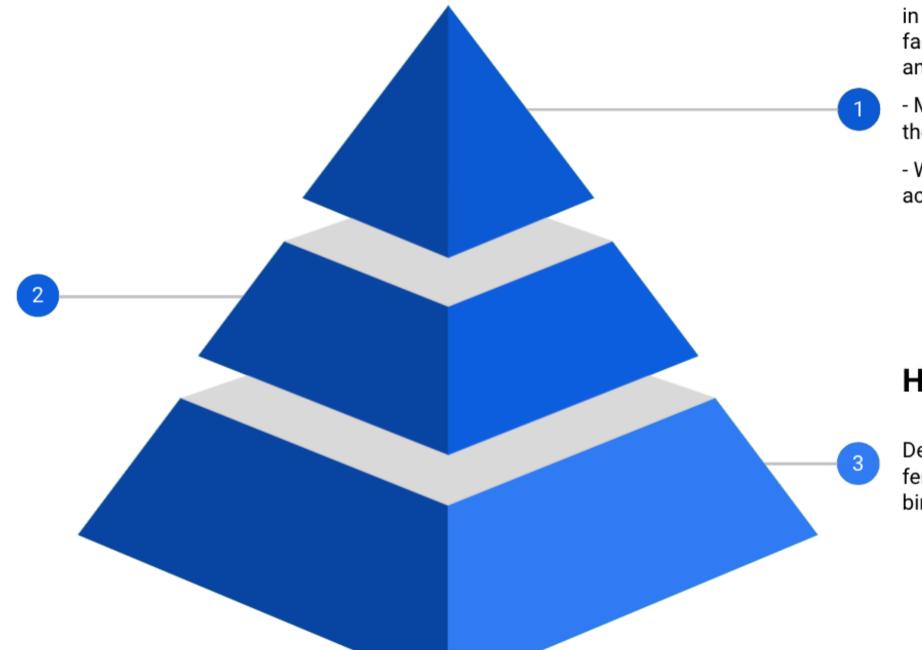




#### Trial Location: Denmark

#### Highest EPI\* Score in the world

- Denmark has an EPI score of 82.5, making it the most environmentally friendly country in the world.
- Denmark has some of the most efficient policies to reduce greenhouse gas emissions and prevent climate change.



#### Copenhagen

- Ranked World best city for families in the 'family Index 2017' due to factors such as safety, happiness and great activities for children
- More than 19,000 families living in the city (in 2016)
- World's most sustainable city according to the <u>Time Out Index</u>

#### **High Fertility Rate**

Denmark had one of the highest fertility rates in Europe, with 1.70 live births per woman

<sup>\*</sup> The EPI scores take into account the latest data on critical things such as air and water quality, waste management, CO2 emissions, and other public health factors

## Market Analysis

Markets	2021
Global Diaper Market	€ 39 331m
European Diaper Market	€ 7 096m
Denmark Diaper Market	€ 83m
Copenhagen Diaper Market	€ 11.4m

m: millions <u>Source:</u> Statista



#### Target group:

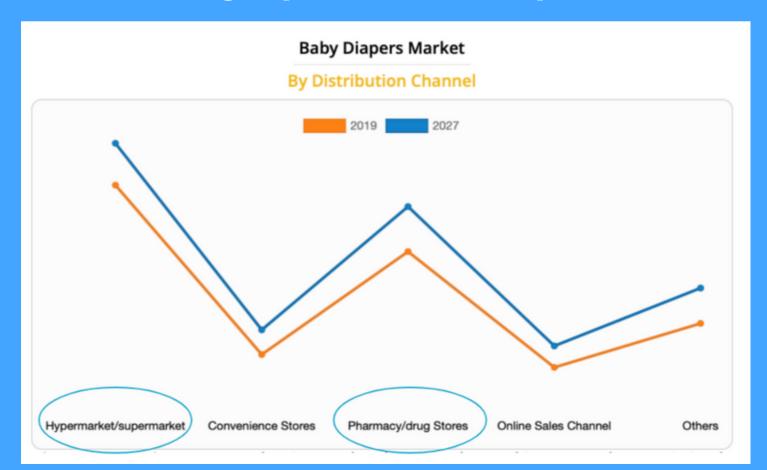
Environmentally-minded Danes parents

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## Marketing Strategy

#### **Good Offline Visibility:**

- We will have our bins located next to supermarkets, drug stores and nurseries.
- We will have posters in supermarkets' baby aisles.
- We will be Present at local environmental events (e.g. Fridays for Future)
- We will host an annual competition to reward the person with the highest recycling score (e.g. 1 year of free diapers)





#### **Good Online Visibility:**

- 1. Very active on our app with parental tips and special coupons and exclusive content and rewards
- 2. Mass presence in social media to:
- Raise awareness about our existence and presence
- Explain how our app function
- Explain our recycling process
- 3. Team up with famous environmental activists

# Thank you for your attention



