

CIRCULAR IMPACT 2020



JULY, 2020





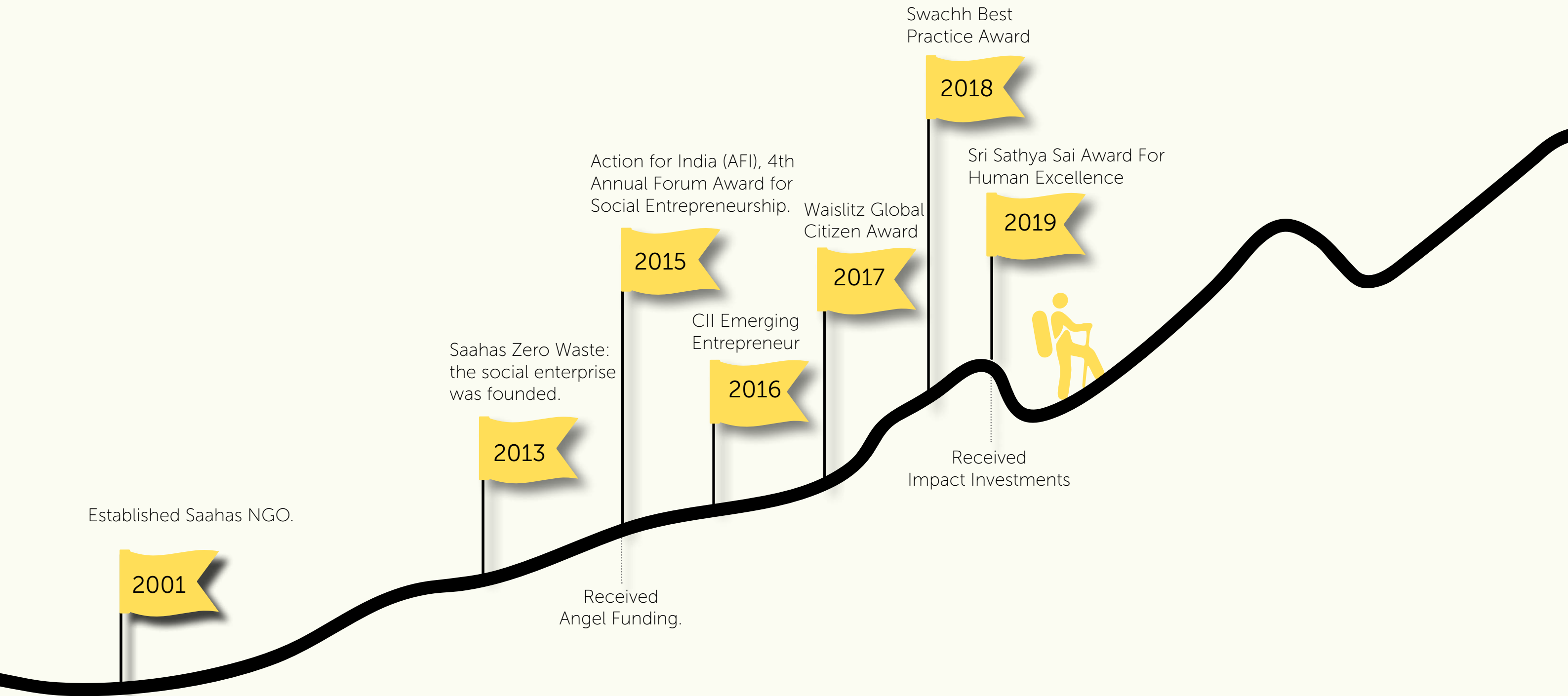
Field photo: SZW employees annual meet, 2019.



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OUR JOURNEY



MESSAGE FROM THE FOUNDER

04



Saahas Zero Waste is registered as a “small” company under the micro, small and medium enterprises regulations in India. This small status does not deter us in any way from our purpose. We are committed to be the face of environmental and social change in the waste management sector.

This change is enabled through our business model which includes revenues from waste and revenues from a service fee. 84% of our total revenues come from the service fee that our customers pay us. It is this revenue that makes it possible for us to give equal attention to waste streams, including plastic waste which has low or negative economic value. This revenue also means that we invest in an extensive field team and also in technology which enables sorting of the dry waste into 35-37 categories. This intensive operations ensures that we recover 98% of resources embedded in the waste that we receive from our customers and there is a near zero dependence on a landfill. In 2019-20, on an average we managed 65 tonnes of waste per day. So the environmental impact on account of our business model is significant.

Again our business model has a high impact on social change where 83 % of our team of 304 employees are people from the base of the pyramid. Our dual revenue model makes it viable for us to pay minimum wages with all statutory benefits to our field team. We are also happy to bring on board qualified and experienced professionals who are equally committed to the vision and mission of our company.

As a member of UNDP’s Business Call to Action (BctA) we are also measuring our impact against the 17 Sustainable Development Goals (SDGs) put out by the United Nations. On the environmental front we are able to support SDG 11: Sustainable Cities and Communities, SDG 12: Responsible Consumption and Production, SDG 13: Climate Change and SDG 14: Life below Water. Likewise, on the social front our work supports India as we move towards SDG 1: No Poverty, SDG 5: Gender Equality, SDG 8: Decent Work and SDG 9: Reduced Inequalities.

In 2020, we are in the midst of a pandemic, climate change is threatening our existence and we have 1% of the world’s population enjoying 50% of its wealth. As Kate Raworth, author and founder of Doughnut Economics explains, “Humanity’s 21st century challenge is clear– to meet the needs of all people within the means of this extraordinary, unique living planet so that we and the rest of nature can thrive.

To achieve this, we now know that we need to transition from the profit only- driven, linear economic model to a circular economy that will focus on both environmental and social change. When it comes to waste, Saahas Zero Waste has already demonstrated that this works not just in theory but also on the ground and in practice.

— Wilma Rodrigues

IMPACT AT A GLANCE

05

Between April,2019 to March, 2020.



Our Presence

2,20,000⁺ People

now implementing our Zero Waste Programme.



Social

252 Staff

employed from base of the pyramid.



Environmental

20,300⁺ MT

Waste diverted from landfills .



Support

650⁺

Green enthusiast volunteers for cleanup drives.

46⁺ Communities

accessing our decentralised waste management systems.

52% Women

part of SZW workforce.

13,000⁺ MT

Dry waste recycled and co-processed.

18,500⁺

Green champions on social media.

25 Cities/ Towns

Our geographical presence across India.

1,900⁺

Indirect livelihoods generated in the informal waste sector.

98 % Recovery

of waste into resources.

30⁺

Zero Waste Events conducted by us.

*Figures as on March 31, 2020.

OUR THRIVING BUSINESS MODEL

Between April,2019 to March, 2020.

REVENUE

84%

Revenue from Service Fee.

Break up of service fee

- 47% from EPR (Plastic and E-waste)
- 37% from Zero Waste Programme
- 16% from sale of waste, upcycled and recycled products

Our business model for holistic waste management is predominantly based on service fees.

SOCIAL

94%

Jobholders have improved livelihood and feel satisfied with their job.

- 100% have an active account in a financial institution.
- 91% have a more stable income than their previous jobs.
- 94% of the children of field staff attend school.

MAJOR OUTFLOWS

60%

Towards micro-entrepreneurs in logistics and supply chain management.

30%

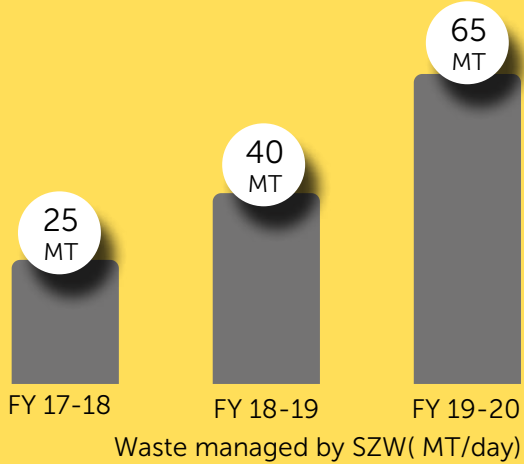
Towards salaries of team-field staff, executive and leadership.
Indirect costs including administration account for the balance outflow.

Balancing impact and having a professional approach towards waste management are our main considerations while planning expense heads.

ENVIRONMENTAL

63%

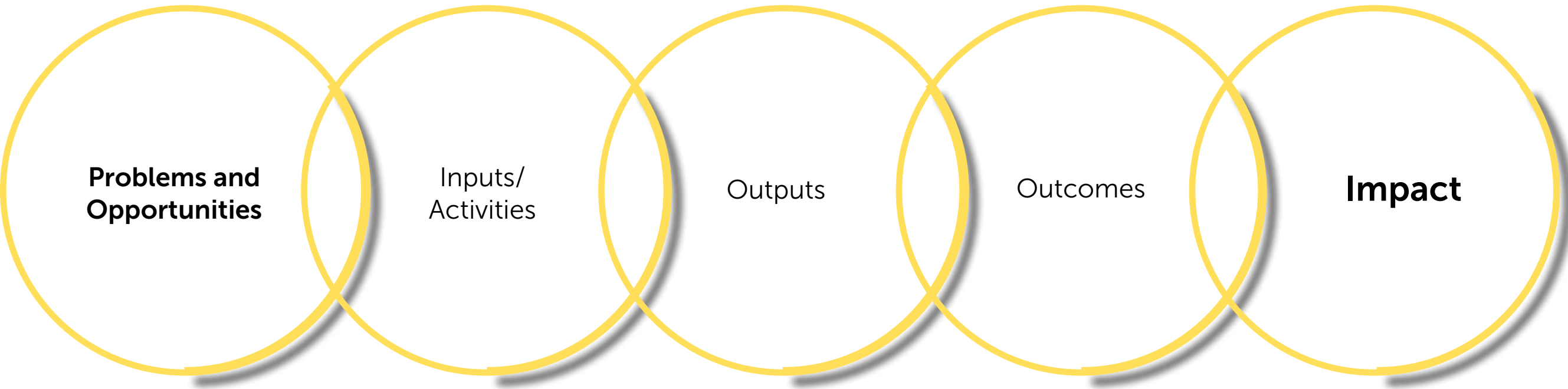
increase in waste managed in FY 19-20.



OUR IMPACT VALUE CHAIN

The Impact Value Chain Framework helps us to built strategy and operations that contribute towards our business while also achieving identified Sustainable Development Goals (SDGs). This decision making capability allows us to maximise the intended impact through our business model.

FRAMEWORK



DECISION MAKING QUESTIONS

1

Are the bulk waste generators, brands and producers willing to comply with their obligations under Indian waste management regulations?

2

Do our inputs/activities ensure holistic waste management services to bulk waste generators, brands and producers?

3

Are all aspects of waste management now ready for acquiring industry status?

4

Have we completely transformed from waste disposal to holistic waste management so has to achieve maximum resource recovery?

ENVIRONMENTAL IMPACT

We diverted:

20,300⁺ MT of

What does
that mean?

Waste from Source to Authorised End Destinations



10,000⁺MT of waste was managed
through Zero Waste Programme.

9,600⁺MT of plastic waste was
managed through EPR Vertical.

400⁺MT of e-Waste was managed
through EPR Service.

RECYCLED

4,600⁺ MT of
DRY WASTE +
E-WASTE

CO-PROCESSED

8,400⁺ MT of
LOW VALUE WASTE

COMPOSTED + BIOGAS

6,800⁺ MT of
WET WASTE

REDUCED

37,000⁺ MT of
CO₂ EMISSIONS

Reference: WARM Tool Version 15



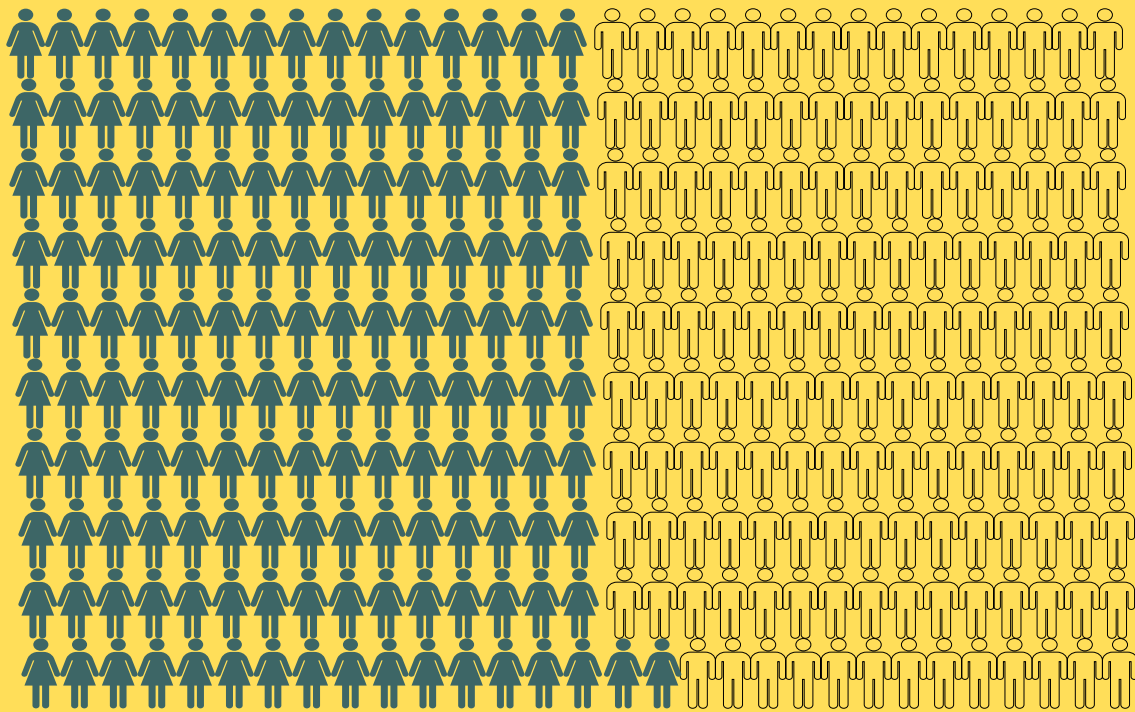
98% of waste collected through
SZW customers and partners is
converted to resources.

*Figures as on March 31, 2020.

SOCIAL IMPACT

We provided:

304
JOBHOLDERS



52% of our workforce are women.

Decent work and Dignified Livelihoods



252 staff employed are from base of the pyramid.

WHICH MEANS...

| | | | |
|--|-------------------------------------|----------------------------------|--|
| Ensuring legal minimum wages to all | Safe and healthy working conditions | No child labour | Provision of social security benefits |
| Government prescribed working hours and leaves | Formalisation of waste industry | No discrimination and harassment | Financial inclusion, upskilling and career advancement |

*Figures as on March 31, 2020.

LET'S TRANSFORM

Facilitating towards Social Inclusion and Formalisation of informal workers.

Story of Hassan Khan



Informal Status before the Pilot Project

Hassan started working in the waste sector in 2010 as an informal waste worker. He managed 16 MT of dry waste per month on an illegally constructed facility in Begur, Karnataka. He had around 17 temporary workers working in unsafe and unhealthy conditions. Sources of dry waste were mainly the open dumps, streets and purchases from other waste workers.

In August 2019, Hassan Khan partnered with Saahas Zero Waste for a four month social inclusion project funded by Asian Paints Limited. The social inclusion model aims at leveraging the innate entrepreneurship of waste workers and transitioning their informal activities to a fully formal and ethical business which will empower and elevate their existing working conditions.

Formal Status after the Pilot Project

The regular capacity building by Saahas Zero Waste has encouraged Hassan to operate the new facility according to identified social and environmental standards which has in return helped to enhance his overall business.

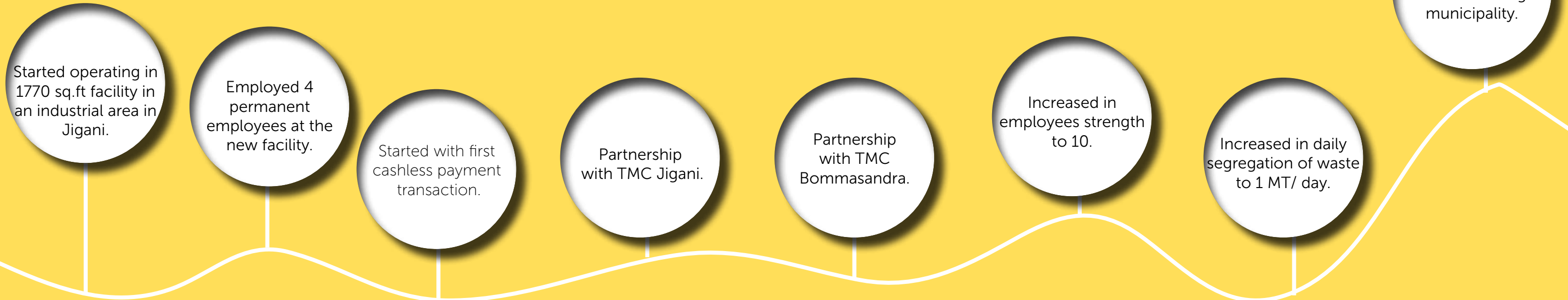
After four months of hand-holding, Hassan Khan is an authorised entrepreneur who runs a dry waste collection facility in an industrial area at Jigani, Karnataka. He has increased the waste handling capacity from 16 MT to 30 MT per month and currently manages all types of dry waste collected from various residential and commercial sources. Hassan has partnered with local town municipal corporation where the dry waste is sourced to the facility. The collected dry waste is further segregated at his facility and channeled to proper recycling and processing destinations. He has employed 10 field staffs and pays all his employees a regular salary which complies with minimum wage regulations. Hassan provided healthy working environment to all the field staff which makes them feel safe and secured at his facility.

Vision

Hassan aims to operate a Material Recovery Facility in next one year.



Milestones achieved



OUR COMMITMENT TO SDGs



- Dignified livelihood and careers in waste management



- Safe and equal opportunities for women across all levels supported by policies to avoid any form of discrimination and harassment



- Hygienic and safe working conditions for our workforce through best industrial practices
- Our workforce is compliant to labour rights and environmental regulations
- Dignity of labour leading to job retention and satisfaction



- Social and economic inclusion to all those contributing to the waste ecosystem
- No gender disparity when offering compensation to our workforce



- Access to decentralised waste management systems for the community
- Better segregation, collection, and processing of all solid waste streams



- Encouraging our customer base to reduce consumption of single use items
- Support industry to channel pre and post-consumer packaging waste into collection and recycling



- Reducing GHG emissions by preventing dumping and burning of waste
- Encouraging decentralised waste management systems to reduce emission from transportation



- Preventing leakages of waste into water bodies to restore coastal and marine ecosystem

In violation of multiple regulations, 40% of our wet and dry waste remains uncollected and ends up in dumpsites and being burnt.¹ It is clear that regulation alone is not the solution. We need decision-makers in industry and also brands to own up to their responsibility. This will include the responsibility of all waste generated within their offices and factories but also post-consumer waste. Through partnerships with specialists like Saahas Zero Waste, upto 98% of all waste can be recovered. This would bring us to achieving our environmental goals.

On the other hand, 800 million Indians requires support to meet basic needs. It is our collective responsibility to make available dignified jobs so that 60% of our population can have access to better living conditions. We believe that formal waste management systems can contribute to meeting these social targets.

reference:

1. State of India's Environment, 2020-Down to Earth

SZW 2025

We hope to see results of our answers to critical decision making questions

In the next five years, it will be critical for the waste management industry to move from linear disposal to resource recovery. Industry and government will play a significant role in this shift and we hope to partner with these key stakeholders so that together we can walk, rather than talk the sustainable development narrative.

Here is the road map which we believe will enable this shift:

Demonstrate decentralised works

Our medium to small materials recovery facilities in urban and rural areas will look to aggregate and channel all dry waste into further sorting recycling and processing. Likewise, we will work with campuses, small towns and villages to implement local composting and bio-methanation as solutions to recover resources from organic waste.

Social inclusion for stimulating and dignified jobs

Resource recovery paves the way for tremendous job opportunities. We will partner and work with entrepreneurs, managers and field teams (including from the informal waste sector) who will all contribute to meeting the environmental and social targets as outlined in the Sustainable Development Goals relating to the alleviation of poverty, decent work and sustainable cities.

Technology that supports Efficiency and Environment

We are looking to introduce and enhance technology to bring in better efficiency, support traceability and safety and also to address environment concerns. We have MIS systems and applications that are capturing waste data, movement of waste across the value chain, compliance, human resources and resource recovery through recycling, co-processing and other processes. Even within a decentralised framework we will have technology sitting on the same high table along with nature and people.

In the coming years, we hope to see many more stakeholders join in the movement towards holistic waste management and resource recovery which is inclusive and does not lose sight of our planet's boundaries.



To Create a Zero Waste World through Circular Economy.

our Investors:

