



# Circular Impact Report 2022

Reporting on our progress, actions and transformations during the financial year 2021-2022





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# Definitions

EPR	Extended Producer Responsibility (EPR) is the commitment made by a producer to facilitate a reverse collection mechanism and recycling of end of life, post-consumer waste. The objective is to circle it back into the system to recover resources embedded in the waste.
MLP	Multi Layered Plastic(MLP) is a type of packaging that consists of plastic combined with other materials such as paper, paper board, polymeric materials, metalized layers or aluminium foil. It is mostly used for packaging snacks, chocolates and biscuit wrappers.
MRF	Materials Recovery Facility (MRF) is a mechanised processing factory for dry waste that focuses on complete resource recovery. The objective is to move us closer to a circular economy.
OBP	Ocean Bound Plastic (OBP) is a type of plastic waste defined as: at risk of ending up in the ocean.
PRO	The waste generators such as brand owners/ are required to collect back the end of life waste generated through their business. This responsibility is met through waste collection agencies who are recognised as a Producer Responsibility Organisation (PRO).
SDGs	The Sustainable Development Goals (SDGs), also known as the Global Goals, were adopted by the United Nations in 2015 as a universal call to action to end poverty, protect the planet, and ensure that by 2030 all people enjoy peace and prosperity.
SI	Social Inclusion (SI) is the process of improving the terms on which individuals and groups take part in society—improving the ability, opportunity, and dignity of those disadvantaged on the basis of their identity.
Vendor Partners	Individuals and organisations that we engage with in the upstream supply chain for material (plastics, e-waste, consumables etc.) and transportation.



# Acronyms

<b>BWG</b>	Bulk Waste Generators	<b>EPRA</b>	Extended Producer Responsibility Authorization
<b>C&amp;D</b>	Construction and Demolition	<b>ESG</b>	Environmental, Social, and Governance
<b>CFL</b>	Compact Fluorescent Lamps	<b>ESI</b>	Employees' State Insurance Scheme
<b>CNG</b>	Compressed Natural Gas	<b>FY</b>	Financial Year
<b>CPCB</b>	Central Pollution Control Board	<b>GM</b>	Gross Margin
<b>DMA</b>	Directorate of Municipal Administration	<b>GS</b>	Goldman Sachs
<b>DPR</b>	Detailed Project Report	<b>IPWRS</b>	Informal Plastic Waste Recycling Sector
<b>EHS</b>	Environment Health and Safety	<b>IT</b>	Information Technology
<b>EOI</b>	Expression of Interest	<b>L&amp;L</b>	Leakage and Livelihood
<b>EPR</b>	Extended Producer Responsibility	<b>MLP</b>	Multi Layered Plastics



# Acronyms

<b>MSW</b>	Municipal Solid Waste	<b>RFP</b>	Request for Proposal
<b>MT</b>	Metric Tonnes	<b>RWA</b>	Resident Welfare Association
<b>OBP</b>	Ocean Bound Plastic	<b>SBM</b>	Swachh Bharat Mission
<b>P&amp;L</b>	Profit and Loss	<b>SDGs</b>	Sustainable Development Goals
<b>PDO</b>	Project Development Officer	<b>SHGs</b>	Self Help Groups
<b>PIBO</b>	Producers, Importers and Brand Owners	<b>SI</b>	Social Inclusion
<b>PPE</b>	Personal Protective Equipment	<b>SLRM</b>	Solid Liquid Resource Management
<b>PRO</b>	Producer Responsibility Organisation	<b>TPD</b>	Tonnes Per Day (Metric)
<b>PY</b>	Previous Year	<b>ULB</b>	Urban Local Body
<b>RDW&amp;SD</b>	Rural Drinking Water and Sanitation Department	<b>ZWP</b>	Zero Waste Programme



# Our Guiding Star

"Bringing together nature, people and technology to enable maximum resource recovery"

01

**Nature:** A conscious effort to put back what we take from nature, hence contributing towards a regenerative economy.

02

**People:** Our diverse team breaks all barriers like gender, economic and academic.

03

**Technology:** It is our bridge that brings together nature and people to enable solutions.

SZW MRF at Jigani, Bengaluru







# Message from the CEO

In 2021-22, we were recognized as a growth champion by the Financial Times and Statista. After an intensive due diligence process, we were included in the list of top 500 high-growth companies, Asia Pacific . In the last three years, we have had growth from Rs 21 cr in 2019-20, to Rs 29 Cr in 2020-21 and a further jump to Rs 44 Cr in 2021-22. We believe that we are now well on our way to becoming a Rs 100 crore company in the next two years.

For us though, the adrenalin rush comes not from our revenue growth but from the fact that we have evolved into a mature MSME where nature and people are for us, the top two priorities. This is how we realise our own dream of putting together the building blocks for a regenerative economy.

In 2021-22, our 3 business verticals collected, aggregated and processed 32,222 MT of waste. The organic waste which was processed went back as compost to enrich soils, resources from dry waste was recovered through recycling and co-processing in cement kilns. Through our extensive data tracking systems, we know that while we continued to achieve a 98% landfill diversion rate, this year we were able to bring some of the waste into closed loop recycling.

Our operations are intensive and people driven, with technology playing a critical but supporting role. The focus is on good quality jobs for all. Our team has qualified and experienced professionals as also those who are semi-literate and semi-skilled. Beyond our own team, this year we looked towards bringing social inclusion to our vendor partners. We have to drive benefits of waste management right down to the base of the pyramid and ensure safe working conditions and dignified livelihood for all.

Wilma Rodrigues



# Creating Impact

## Resilience that aligns with the SDGs

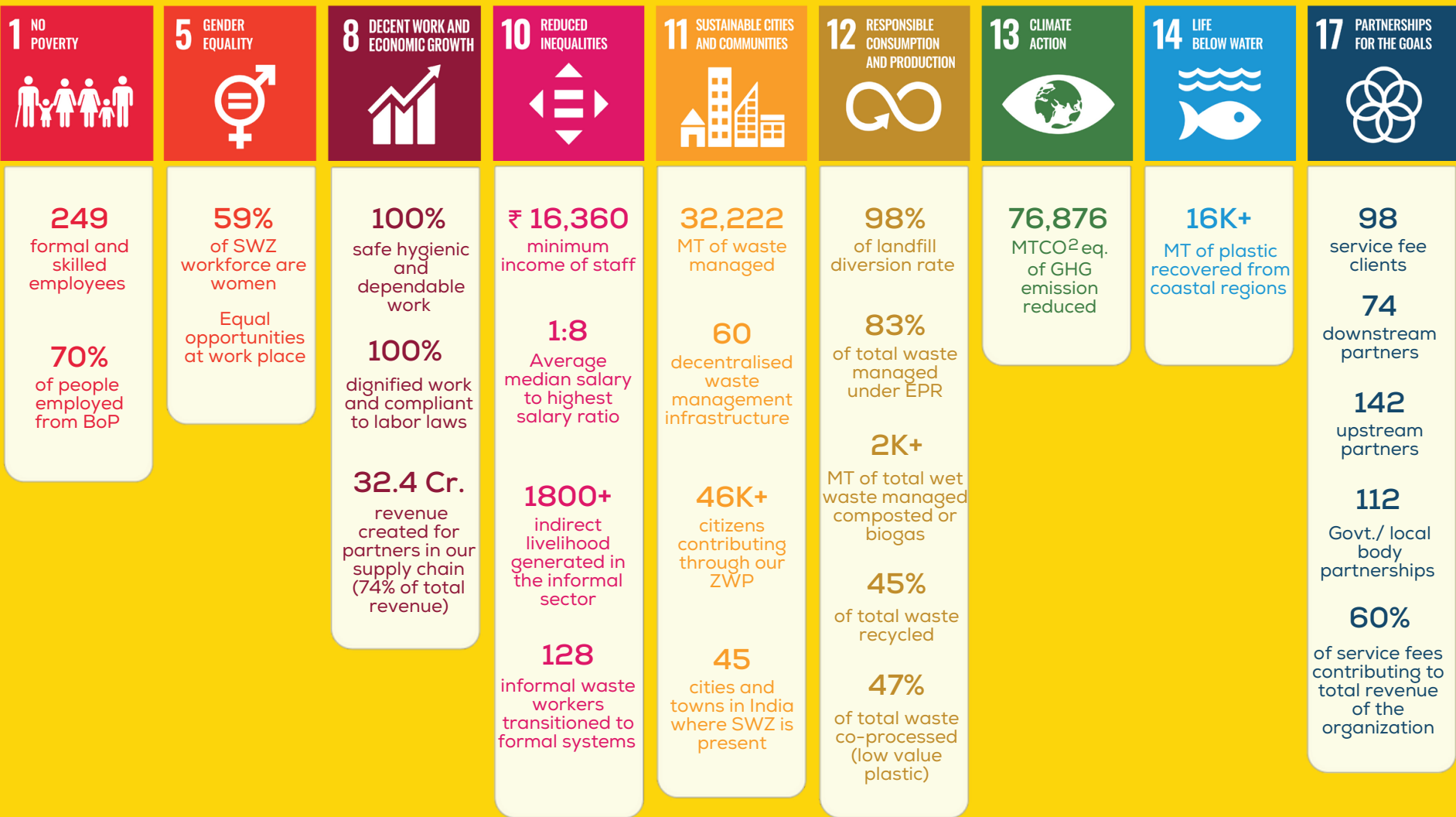
We look back at FY 2021-22 as a year which enhanced our confidence in the ecosystem. We now have regulations that encourage decentralised waste management systems and social inclusion. Specifically there are regulations for plastic waste management, e-waste management as well as construction and demolition (C&D) waste.

In 2021-22, we were directly responsible for receiving, aggregating and managing 32,222 MT of wet, dry and e-waste. 98% of this waste was tracked and reached an authorized end destination (composting, bio-CNG, recycling, co-processing). Only 2% of this waste was landfilled.

On the social side, Our workforce slowly started to climb back to pre-pandemic levels. We closed the year with 249 people (213 in FY 2020-21).

This year we further improved the livelihood of our field staff. For the first time, we included the field staff in our performance incentive scheme. This, is addition to all the benefits which they already receive including annual bonus.

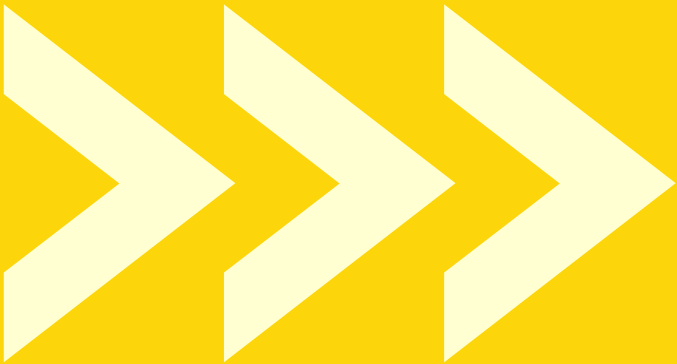
We continued to have a good success in enrolling the informal sector who now partner with us to support our collection systems. We generated Rs. 32.4 cr. revenues for our partners (47% increase from last year) who in turn generated livelihood options for a workforce of around 1800+ individuals from the Base of the Pyramid.



INR 44.4 Cr.

Total revenue for FY 2021-22

ZWP: Rs.11.23 Cr.  
EPR Plastic: Rs.17.80 Cr.  
EPR E-waste: Rs.13.67 Cr.  
Products: Rs.1 Cr.  
Consulting: Rs.0.4 Cr.



INR 32.4 Cr.

Revenue created for vendor partners  
in the supply chain

74% of total revenue



# 1

# Work Accomplished

Report Card of Business Verticals







SZW field staff collecting (segregated) waste at client location

## ZWP + MRF

This year we extended our knowledge and expertise to the Government of Karnataka. We are appointed as the technical and knowledge partner of Karnataka Rural Drinking water and Sanitation Department (RDW&SD) to set up 100 MRFs (Materials Recovery Facility) across rural Karnataka in the next 3 years.

As a part of this project, we set up the first rural MRF (10 TPD capacity) in Nitte Gram Panchayat, Karkala Taluk, Udupi District. This MRF now receives 5 MT/day of dry waste from 43 Gram Panchayaths and 75,000+ households. It employs 30+ staff.

In the pipeline are rural MRFs in Ramanagara, Ballari and Mangalore, all of which are expected to be operational during 2022-23.

Our flagship Zero Waste Program continued to work with Bulk Waste Generators (BWG) to implement segregation at source and onsite management of all streams of Municipal Solid Waste (MSW).

The team's key achievements in the financial year 2021-22 are:

- Managed C&D waste, Glass and GMT (Gloves, Masks and Tissues)
- New clients enrolled- Nucleus Office Parks, Infosys, Microsoft, Hyderabad
- Managed events including weddings and sporting events. A single India vs. Sri Lanka test match generated 9.5 MT of waste.



# ZWP + MRF Impact

## Creating Decentralised Solutions

This vertical contributed to 26% of our total revenue. We have 59 clients who have signed up for our flagship Zero Waste Programme in Bangalore, Chennai, Hyderabad and Goa. Collectively, in FY 2021-22 we received 5,362 MT from our customers.

This amounts to 20.6 MT per day across all locations. 60% of our customers are companies and technology parks. Bulk Waste Generators typically contribute 40% to a city’s waste.



Average quantity of waste managed in ZWP per day (in MT)



### ENVIRONMENTAL



5,362  
MT of waste managed

48%  
sent for recycling

39%  
composted or bio-gas

5%  
to co-processing

8%  
to land-filling

### SOCIAL



197  
total staff members

88%  
of the employees are field staff

57%  
of the employees are women

98  
upstream and downstream partners in the supply chain

350+  
indirect livelihoods generated through vendor partners

### GOVERNANCE



26%  
contribution to total revenue of SZW

59  
service fee clients

#### Key value propositions

1. Customized waste management services for BWG's
2. Scrap clearance services
3. Waste audits
4. Waste certification services
5. Event waste management
6. End to end traceability of waste upto authorized end destinations
7. Market place for purchase of sorted waste from informal sector
8. Partnership with Urban Local Bodies
9. Consultancy services





Flexible plastics (packaging) waste

# EPR Plastic

In the last few years, India has framed regulations which have introduced the concept of Extended Producer Responsibility (EPR).

SZW assists manufacturers and brand owners of plastic packaging to support reverse logistics/channelization of plastic waste to ensure environmentally sound management of such waste.

The EPR (Plastics) team enrolled 12 new clients during the financial year 2021-22, while retaining all the key clients from previous year.

The most important value added service this year was Tracer. This is an IT enabled platform through which our clients can follow their waste until it reaches its authorized end destination. All our other services continued to expand and improve through the year i.e. Plastic Credits, Ocean Bound Plastic (OBP) collection and Ethical Sourcing.

We now have a comprehensive action plan for transitioning the informal sector to formal businesses. Business ethics and transparency in the supply chain are integrated into our projects. During the year 16 entrepreneurs and their teams across 6 locations were enrolled into our social inclusion projects.



# EPR Plastic Impact

## Enabling an ethical and traceable plastic value chain

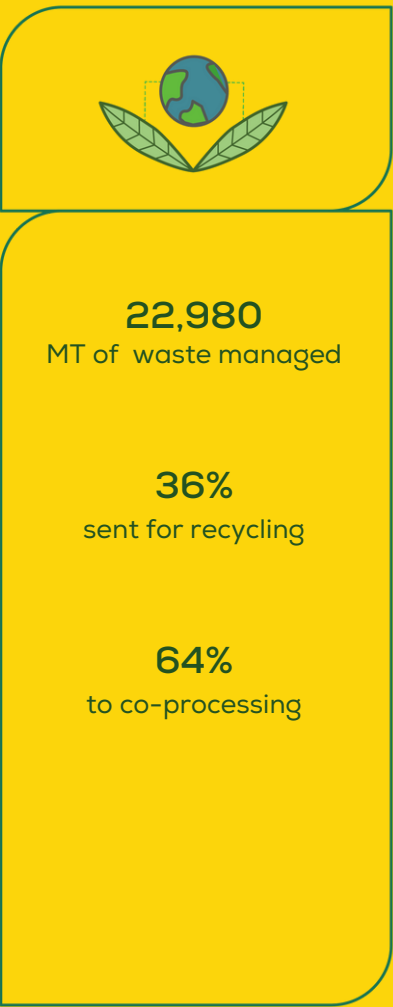
EPR-Plastic contributed 40% to the total revenue. The vertical managed a total of 22,980 MT of plastic waste last year or 74 MT per day. 36% was recycled and 64% (non-recyclable flexible plastics waste) was sent for co-processing. When compared with the PY, there is a 10+% increase in revenues. This was achieved by building partnerships with 100+ULBs and sourcing waste from 25+ vendor partners.

Today, our EPR operations are present in 24 states. During the year we also partnered with IKEA Social Entrepreneurship, The Incubation Network (TIN), Vishuddh Recycle Pvt.Ltd, and PepsiCo India Holding Pvt. Ltd. for the Social Inclusion programme. Under this programme we enrolled 16 waste entrepreneurs . The TIN project specifically managed 150+MT of dry waste through which 16 jobs was generated.

Average quantity of plastic waste managed in EPR per day (in MT)



### ENVIRONMENTAL



### SOCIAL



### GOVERNANCE







E-waste managed by vendor partner's staff

# EPR E-Waste

SZW is one of the few e-waste management companies in India that is working towards sustainable management of electronic waste. Under the E-Waste Management Rules, 2016, Saahas Zero Waste is authorised as a Producer Responsibility Organisation (PRO) to assist manufacturers in fulfilling their Extended Producer Responsibility (EPR).

We offer a comprehensive reverse logistics system that enables e-waste (including consumer electronic products, batteries and CFLs) to move from waste generators to collection centers and then to formal e-waste recyclers.

The team added 3 new EPR clients whilst retaining all the 6 clients of the PY. They built partnerships with 26 vendor partners (from 16 last year) and signed up with 10 new recyclers. Our EPR- e-waste operations are present in 8 states.

In line with our approach to extend the life of e-waste products, we have started the process of introducing a new refurbishing business. Our refurbishment facility will have a capacity of 300 MT per year and is expected to be operational in 2023. We will be working with laptops, desktops and servers to give them a second life.

# EPR E-Waste Impact

Enabling traceable and maximum resource recovery of electronic waste

Team EPR-e-waste contributed 31% to the total revenue (160% increase over PY). The vertical managed a total of 3,800 MT of e-waste last year or 12 MT per day.

Our services included:

- EPR consulting and target fulfillment
- Bulk consumer pick-ups
- Awareness programmes
- Advisory and consulting

Bulk consumer pick-ups increased significantly as also the number of our collection centres.

100%

of the total waste managed is sent for recycling

3x

e-waste collection centers compared to last financial year

## ENVIRONMENTAL



3,800  
MT of waste managed

100%  
sent for recycling

## SOCIAL



5  
total staff members

17%  
of the employees are women

52  
upstream and downstream partners in supply chain

1  
entrepreneurs enrolled under SI programme

480  
indirect livelihoods generated through vendor partners

## GOVERNANCE



31%  
contribution to total revenue of SZW

9  
clients / brands

### Key value propositions

1. EPR consulting and target fulfillment
2. Bulk consumer collection
3. E-waste Awareness
4. Collection centres





## Products

To close the loop on waste management and recovery, we collaborate with Self-Help Groups (SHGs) and third party vendors to manufacture products (stationery, furniture, eco-boards, roofing sheets and bags) out of different waste streams such as paper, plastic and textile.

'Circle-Up' is our sub-brand through which our products are sold. Circle-Up products are available on various e-commerce platforms, and to customers of our Zero Waste Programme as well as other business verticals. This is a good demonstration of waste coming back to use by the generator.

This year we also focused on textile waste. We collaborated with *Fashion for Good* and *Sattva Consulting* to publish a detailed study on the state of post-consumer textile waste in India. The study, which focused on Bangalore and Delhi included stakeholder and value chain mapping. [Please click here to access the report.](#)



# Products Impact

## Closing the loop by introducing recycled and upcycled products

Team Products contributed 2% to the total revenue (78% growth in comparison to PY). This year, we encouraged the conscious consumer to swap instead of shop. Approximately 300 items of clothing were swapped at the swap store. More than 9,000 items of clothing collected during collection drives were given a new lease of life through sales in second-hand markets.

### ENVIRONMENTAL



80  
MT of waste managed

38,000+  
products sold

### SOCIAL



7  
total staff members

71%  
of the employees are women

22  
partners in supply chain

1  
entrepreneur enrolled under SI programme

62  
indirect livelihoods generated through vendor partners

### GOVERNANCE



2%  
contribution to total revenue of SZW

165  
individuals and brands

#### Key value propositions

- 1. E-commerce
- 2. Furniture Design from Eco-boards
- 3. Textile Waste Management



# Consultancy

Our domain knowledge and experience is now valued by different stakeholders. We are keen to share this expertise so that we build an ecosystem that supports maximum resource recovery. Through our consultancy vertical, we are striving to be thought leaders in the solid waste management sector.

Our consultancy vertical provides advisory and related services to governments, international agencies and companies.

The team executed diverse consultancy projects for clients such as:

- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)
- Directorate of Municipal Administration (DMA)
- Rural Drinking Water and Sanitation Department, Karnataka (RDW&SD)
- American India Foundation Trust
- Multinational companies such as Dell, Hewlett- Packard, Bosch, Tata Consumer Products

Decentralised compost facility in Port Blair, Andamans Islands



# Consultancy Impact

## Participatory approach towards establishing circular economy

Team Consultancy contributed 1% to the total revenue (210% growth in comparison to PY). The implementation of the projects resulted in the consulting team expanding its footprint to 4 states and 1 Union Territory i.e. Uttarakhand, Uttar Pradesh, Kerala, Karnataka and Andaman & Nicobar Islands.

The consultancy projects undertaken during 2021-22 include:

- City level action plans
- Policies and regulations on different waste streams
- Advisory on decentralised waste management systems
- Capacity building of different stakeholders
- Creation of awareness & behavioral change collaterals
- Advising companies on EPR regulations and assisting them to be registered with the CPCB



Dry waste collection centre in Port Blair



# 2

## Our Partnerships

Sharing Knowledge and Expertise

Saahas Zero Waste



Badagabettu SHG



# Our Partnerships



# 1

The Incubation Network  
From SecondMuse



# 2

Goldman Sachs, India



# 3

Rural Drinking Water and  
Sanitation Department  
Government of Karnataka



## Partnership#1

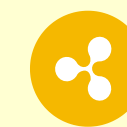
# Leakage and Livelihood

The large informal waste management sector has little to no access to financial or social security benefits and other safety, health and environmental support. This year, through our focus on social inclusion, we made a significant effort to change this narrative.

The Incubation Network's (TIN) is an impact-driven initiative from *SecondMuse* focusing on preventing plastic waste from entering into the oceans. Through their programme, 'Leakage and Livelihood' (L&L), SZW began working with a Self Help Group (SHG) in Badagabettu, a gram panchayat in Udupi, Karnataka with 2000+ households. The support includes working with the Panchayat to monitor segregation at source, collection and management of the dry waste collection center.



Badagabettu, Udupi



1 MT/day of dry waste managed



16 workers impacted

2x

increase in revenue generated



on-going project

76%

Landfill diversion rate

The newly installed conveyor ergonomically aids sorting staff at Bdagabettu Collection Centre



# Our Approach

## Deep Dive Inclusion

At a larger level, we have now developed a comprehensive road map for our social inclusion programme. It begins with the selection of an entrepreneur who has the potential and the inclination to be a part of change.

Focus areas :

Infrastructure Development	<ul style="list-style-type: none"><li>Upgraded facility</li><li>Handling fire safety equipment</li><li>Data capture and analysis</li><li>Social security and welfare</li></ul>
Capacity Building	<ul style="list-style-type: none"><li>Business development support</li><li>Entrepreneur development, EHS, financial inclusion</li><li>Labour and environmental compliance</li></ul>
Self-sustaining Business Model	<ul style="list-style-type: none"><li>Long term partnership</li><li>Facilitating a viable business case</li></ul>

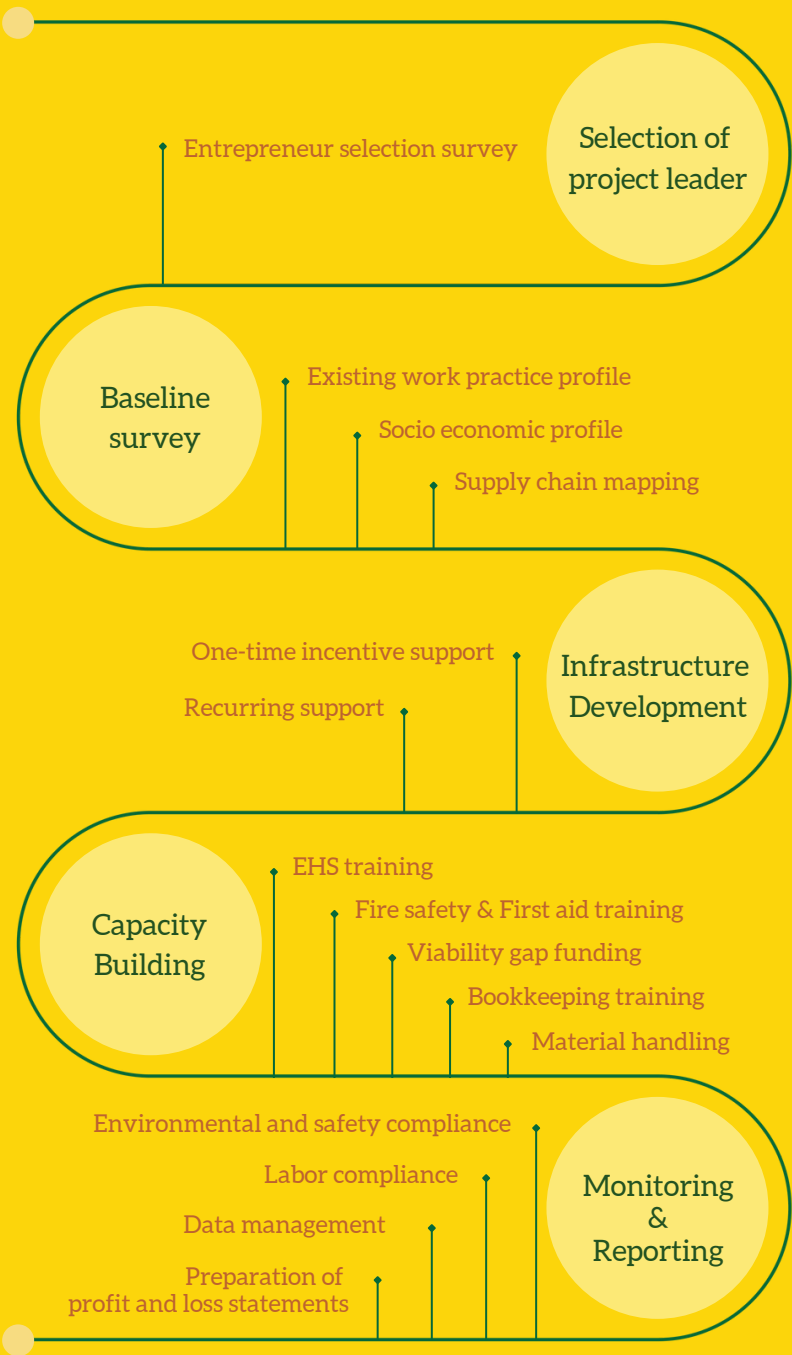


Chart 01: Process of implementation



Badagabettu dry waste collection centre



Training conducted on health and hygiene



Neeraja and Sri Devi, SI entrepreneurs



Training conducted on improving sorting efficiency



# Outcomes

- Hand holding and regular monitoring helped to bring a positive shift in the mindset of the project leader towards building a viable business.
- Established a long term partnership with Badagabettu gram panchayat.
- Upgraded infrastructure at the facility from manual to semi-mechanised through infrastructure interventions.
- The facility was upgraded with fire safety.
- Through gap funding, the project leader was able to meet the minimum wage requirement for all employees.
- Better accountability of waste collected and processed.
- Developed additional revenue stream by recovery of low value plastics through extended producer responsibility (EPR) support.

## Environmental

1 MT per day	dry waste managed
0.35 MT per day	plastic waste managed
92 MT	low value and reject materials diverted (From November 2021- March 2022)
2135	households covered for waste collection

## Social

16	direct jobs created
11,833/month	minimum wages for employees
16	staff enrolled in Employee State Insurance Scheme

## Business

1.5 lakhs/month	revenue through sales of waste
7%	healthy P&L with a positive gross margin

Work Accomplished

Our Partnerships

Transforming the Ecosystem



Badagabettu SHG at the dry waste collection centre



## Partnership#2

# Decentralized, Formalized and Holistic Waste Management System

Goldman Sachs in Bangalore is a good example of companies wanting to have full accountability for the waste generated on their premises. The company has made space for their waste and invested in the right infrastructure. They have a good segregation system, compost their wet waste within their premises and have a first level sorting of their dry waste. The dry waste is then collected and further sorted at the SZW-MRF.

**Bangalore, Karnataka****3 MT/day** of waste managed**on-going** since 2018**7 workers** enrolled



# Our Approach

Team	<ul style="list-style-type: none"><li>Average team of 6 field staff and 1 supervisor hired</li><li>Mindful of health and safety of staff - PPE's and uniforms provided</li><li>Regular health checkups done</li><li>A designated lunch area provided</li></ul>
Waste processing and end destinations	<ul style="list-style-type: none"><li>Wet waste is composted partially in-house with some of the waste going to an external bio-CNG facility</li><li>After preliminary sorting, dry waste is sent to our MRF in Bangalore</li><li>Garden litter is sent to an external facility for composting</li><li>Only 6% of waste goes to an authorised landfill</li><li>Multiple training for house- keeping staff and food court staff ensure waste is segregated</li></ul>
Facility and infrastructure	<ul style="list-style-type: none"><li>Cold storage for storing the food waste</li><li>Crate system for composting</li><li>Dewatering screw press</li><li>Designated sorting area, curing bins, weighing scale</li></ul>
Fleet support	<ul style="list-style-type: none"><li>Timely waste pick up arranged</li><li>Regular meetings with vendor partners arranged</li><li>Technology interventions like GPS provided for evaluation and monitoring</li></ul>
Data management	<ul style="list-style-type: none"><li>Data captured daily for records and further analysis</li><li>Regular reports on waste characterization, quantities generated and end destinations</li></ul>

## Outcome

### Environmental

1860+ MT of total waste managed

640+ MT of dry waste managed

1110+ MT of wet waste managed

60+ MT of garden waste managed

### Social

7 direct jobs created

Rs 26,242 per month minimum wages for employees

7 staff enrolled in Employee State Insurance Scheme

### Business

80-85 lakhs per annum service fee revenue



Field Staff training in GS facility



Crate system of composting at GS facility



Field Staff sorting waste at GS facility



## Partnership#3

# First Rural MRF in Karnataka

Saahas Zero Waste is in partnership with Rural Drinking Water and Sanitation Department, Government of Karnataka (RDW&SD) as Technical Consultants to help establish Materials Recovery Facilities (MRFs) in four districts i.e Udupi, Dakshina Kannada, Ballari and Ramanagara in Karnataka.

Each of these MRFs will have a capacity to manage 10 MT/day of dry waste per day. This year the facility in Udupi was set up and is now operating at 50% capacity. These facilities have been constructed by the local government. Operations have been tendered out to a local enterprise who have been imparted technical training by SZW to operate the facility.

**Udupi, Karnataka****5 MT/day of dry waste managed****30 employees****43 Gram Panchayats sending their dry waste****Successfully operational**

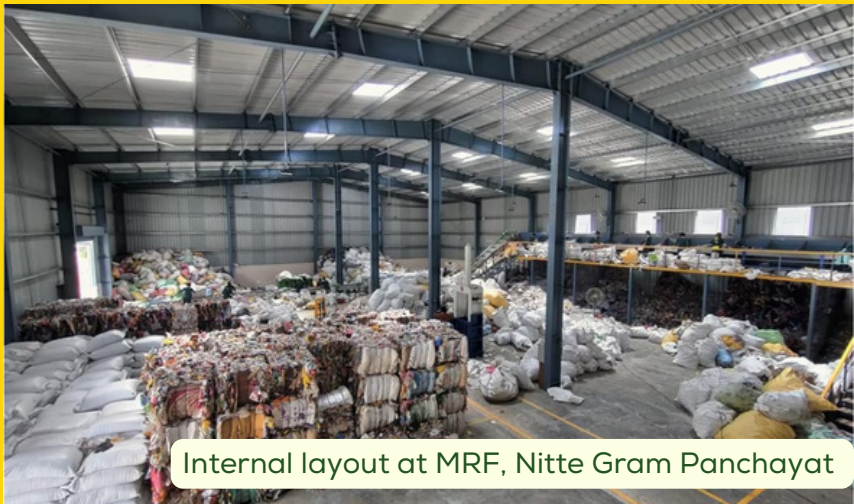
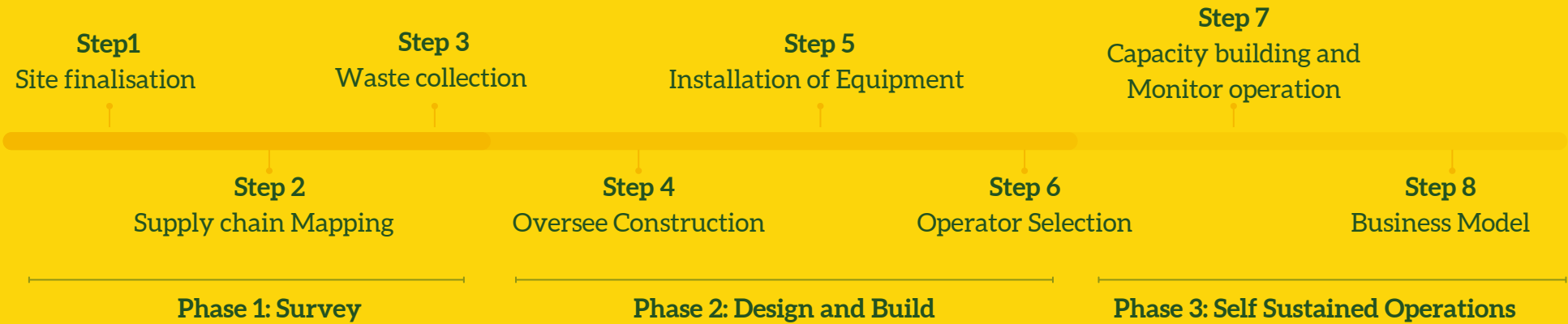


# Implementation Process

Technical assistance and support in demonstrating viable operations

Role and Responsibility of SZW include:

- 1. To provide end to end technical assistance to help establish MRFs and optimal operations.
- 2. Capacity building to the various stakeholders to enable supply chains both upstream and downstream.



## Outcomes

- 1. Proven technical designs of the MRF customised as per requirement with capacities ranging from 2 to 10 MT/day.
- 2. MRFs are integrated with the existing *Swachh Sankeerna* (waste collection centres) to optimise MRF construction costs and enable supply chain for waste.
- 3. Designed various business models that will help scaleup of the MRFs to various other districts in Karnataka.
- 4. Roll out various tenders and implementation models including selection criteria for operators which will ensure an inclusive model hence enabling Social Inclusion in the process.





# 3

## Transforming the Ecosystem

Scaling Solutions

Saahas Zero Waste



Nitte Gram Panchayat MRF during construction stage



# Behaviour change

Our experience in this space brings us to realise that regulation alone cannot bring change.

The real change has to come through execution of the regulations by the various stakeholders.



Plastic recovery through informal sector



## Key Stakeholders - Call to Action

### Producers, Importers and Brand Owners (PIBOs)

- A company board/leadership needs to review the numbers related to ESG reporting just like it does for other financial statements.
- Appropriate budget allocations have to be made available so as to meet the ESG requirements.
- Planet and People must have a priority over Profits.

### Government/Administration

- Focus on implementation of policies.
- Build capacities of government institutions so as to deliver accountability at every level.
- Planet and People must be given priority over industry considerations.

### Recyclers

- Procurement of waste for recycling should be ethical and locally sourced. This will enable a robust supply chain in India and reduce carbon footprints.
- Ensure maximum resource recovery through better technologies.

### Waste Management Service Providers

- Embrace inclusion of existing informal actor into a formal waste management ecosystem through implementation of social inclusion programs.
- Fulfil statutory requirements laid out in local regulation policies and labor law standards.

### Consumers

- Gain awareness and take ownership as a conscious consumer.
- Adhere to local regulations including source segregation, and pay the true cost for managing and handling of the dry waste generated.



A typical waste worker colony situated in the suburbs of Bangalore



# The Hard Truth



Sorted (dry) waste at SZW MRF in Jigani, Bengaluru

We recognise that resource recovery is only the first step towards building a circular economy. Circular economy will require us to move away from use of virgin materials. We will therefore have to connect resource recovery with closed loop recycling.

Our report brings attention to the fact that from **25,830+** MT of plastic which we recovered, just **10,060+** MT was recycled. Out this recycled plastic, only a negligible fraction contributed to closed loop recycling. The same holds true for many other materials like textiles, e-waste and C&D waste.

On introspection, we have a long way to go to bring alive a real circular economy.



# Going Forward

## Onsite Waste Management

Expanding our flagship ZWP across Mumbai, Pune and Delhi NCR

## Neglected Waste Streams

Focus on working with difficult waste streams like glass, C&D, clothes, sanitary waste etc.

## Enabling Closed Loop Recycling

Setting up our own Plastic Collection Centers across India

## Tech for Traceability

Leverage our traceability platform and introduce to all customers

## Social Inclusion

Replicate and scaleup Social Inclusion programme beyond plastic waste entrepreneurs

## Extending Life of Waste

Set up our Refurbishing Center for e-waste

## Value Addition in Supply Chain

Set up a fully operational Textile Recovery Facility in Bangalore for collection and sorting

## Partner With Government

Our experience on ground will translate to support government, institutions and ULBs



# Acknowledgements

## Our Team



## Our Investors







## Corporate Website

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