Nairobi produces 4,000 tons of waste a day, less than 5% of which is recycled

**Nairobi’s Waste Problem**

**Kenya waste by the numbers**

- 4,000 tonnes waste produced daily in Nairobi
- 77% of waste burned or illegally dumped
- 95% of dumpsite volume potentially reusable
- 5% of reusable waste recycled in Kenya

**Waste management remains unreliable and unsafe**

- Lack of data collection limits client visibility into waste output
- Poor vehicles results in unreliable collection schedules
- Most providers are limited to collection of non-hazardous waste only
- Lack of safety for workers goes against customer values

Companies and property managers have a hard time finding quality waste management service for their clients
Founded in 2011, TakaTaka is the only end-to-end waste management company operating in Kenya.

**HOW WE SOLVE IT**

**Collect**

We collect 90t of waste per day using our own advanced truck fleet.

**Sort**

We sort 40 waste fractions via multiple sorting sites across Nairobi.

**Recycle**

We recycle 95% of waste collected using our recycling and composting facilities.
We have built partnerships with off-takers to maximize utilization of recycled waste

**Our operations span across the entire waste value chain**

**HOW WE OPERATE**

- **Waste Collection**
  - Informal waste pickers
  - Clients

- **Sorting**
  - Material Recovery Facilities (MRFs)
  - Buyback centers

- **Recycling & Composting**
  - Organic (55%)
  - Paper, metal, glass (26%)
  - Plastics (14%)
  - Residual (5%)

- **Output & Sales**
  - Plastic flakes and pellets
  - Plastic manufacturers
  - Third-party recyclers
  - Farms or compost distributors
  - Landfill
  - Organic fertilizer

**TakaTaka Solutions**

**External**

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We can handle everything

With **three recycling sites**, one **composting site** and an **incinerator**, we are the only company equipped to handle all types of waste, including sanitary waste, medical waste and hazardous waste.
TakaTaka Solutions offers a holistic package to meet the needs of corporate clients and households

**OUR VALUE PROPOSITION**

<table>
<thead>
<tr>
<th>Commercial customers</th>
<th>Property managers</th>
</tr>
</thead>
<tbody>
<tr>
<td>20+ industries, malls, corporate buildings currently served</td>
<td>20k households currently served</td>
</tr>
</tbody>
</table>

- **Data insights**
  - E.g., production wastage, turnover indicators, sustainability goals tracking, CO₂ emissions savings

- Customized onsite solutions for environmental compliance, including bins, trolleys, and waste compactors

- Handling of all waste types, including hazardous, medical, and sanitary waste

- **High quality bin liners in different colors** for waste separation at source

- **Collection of all waste streams** including e-waste and garden waste

- **Regular and consistent collection** for cleanliness and reliability

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This information is confidential; it is not to be relied on by any 3rd party without prior written consent.
Recent investments in plastic recycling capabilities set TakaTaka Solutions apart as a leader among Kenyan recyclers

**OUR DIFFERENTIATED CAPABILITY**

**Buyback centers**
*Current monthly plastic volume: 150 tons
Projected monthly plastic volume: 600 tons (by EOY ’22)*

**Rigid plastic recycling plant**
*Monthly capacity: 350 tons*

**Flexible plastic recycling plant**
*(newly commissioned)*
*Monthly capacity: 450 tons*

**Plastic pelletizer**
*(newly commissioned)*
*Monthly capacity: 350 tons*

- Currently have 4 centers and are in process of opening 3 more
- Creates positive social impact for waste pickers: improved income and social benefits
- **Hot washing plant** with capacity of 350t/month
  - Equipment capable of processing HDPE, PP, PET, including thermoformed plastics
- **Will triple Kenya’s flexible recycling capacity**
  - Washing plant with capacity of 450t/month
  - Equipment capable of processing HDPE, LDPE, PP & Bopp
- Plastic pelletizer capable of pelletizing both rigids & flexibles
- Hugely expands offtake market to manufacturers that only source pelletized inputs
Our people, the environment, and sustainability are at the core of our strategic priorities

**IMPACT THROUGH BUSINESS**

### Our commitment as an employer

<table>
<thead>
<tr>
<th>1</th>
<th>NO POVERTY</th>
<th>500+ staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>GOOD HEALTH AND WELL-BEING</td>
<td>~50% female staff</td>
</tr>
<tr>
<td>5</td>
<td>GENDER EQUALITY</td>
<td>1.5-2x higher remuneration than competitors</td>
</tr>
<tr>
<td>8</td>
<td>DECENT WORK AND ECONOMIC GROWTH</td>
<td></td>
</tr>
</tbody>
</table>

### Our commitment to the environment

<table>
<thead>
<tr>
<th>11</th>
<th>SUSTAINABLE CITIES AND COMMUNITIES</th>
<th>95% recycling rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>12</td>
<td>RESPONSIBLE CONSUMPTION AND PRODUCTION</td>
<td>3 in-house recycling streams</td>
</tr>
<tr>
<td>13</td>
<td>CLIMATE ACTION</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>LIFE ON LAND</td>
<td>23 public recycling stations</td>
</tr>
</tbody>
</table>
Thank you.