The only Waste Management company in India that is ‘Closing the Loop’ on flexible plastic waste.
THE TYPICAL INDIAN RECYCLING MODEL

- Waste generation
- ULB
- Waste pickers
- Kabadiwala
- Small dealers
- Large dealers
- Recyclers
- Convertors
- Landfill/WtE

- Hampered Quality
- High Prices
- Downcycled products
HOW WE DO IT: THE LUCRO MODEL

COMPLETE WASTE VALUE CHAIN INTEGRATED MODEL

OWNERSHIP OF THE ENTIRE WASTE VALUE CHAIN ALLOWS:

Cost benefit to buyers
- Lower pricing of recycled product than other recyclers & converters.
- At par with virgin plastic prices.

Partnerships, investments & thought leadership
- Partnered with Dow to share material science expertise & develop new innovative products.
- Circulate Capital (world’s first investment fund dedicated to ocean plastic crisis in South & Southeast Asia) has invested in Lucro.

High quality end product
- Handling every part of the waste value chain allows us to increase the value of waste through the supply chain.
Lucro is the only Indian recycling company that is truly ‘closing the loop’ on plastic waste.

✓ **Only Indian company** ‘closing the loop’ on waste value chain through:

  - Collection, Segregation, Washing & Cleaning & Recycling post-consumer plastic waste.
  - Manufacture of **High quality, innovative products & packaging made from recycled materials.**

✓ **Only Indian company** that has dedicated **80%** of its capacity to collecting & recycling Post-consumer plastic waste – which is riddled with oil, food & other impurities.

✓ **Only Indian company** to process flexible plastics to make films and material solutions for packaging applications.
For Environment
10 tons of Recycled LDPE is:
- A carbon sink for approx. 9,919.20 kg CO2
- Diversion of approx. 1 ton plastic that could pollute the oceans
- Save approx. 323,439.12 MJ of Energy.

For brands & Customers
Affordable alternatives to costly substitutes for:
- Transport and packaging of goods
- Extensive use in remote areas
- Increasing shelf life of products

WHY IS IT IMPORTANT

CREATE A CIRCULAR PLASTIC ECONOMY

GLOBAL IMPACT
POST CONSUMER WASTE COLLECTED

CHALLENGES THAT WE HAVE SUCCESSFULLY OVERCOME
Waste & Dirt | Oil | Foul odour – from food waste | Too many mixed polymer types & colours | Traceability | Quality

80%
Capacity dedicated to collection of POST-CONSUMER WASTE

21,600 mt+
waste collection capacity annually.
Projected increase: 30,000 mtpa by 2022.

100 mt+
OCEAN BOUND WASTE COLLECTED annually.

Buy back
Plastic packaging from warehouses/ factories of brands
PRODUCTS WE MAKE FROM RECYCLED WASTE

ALL ARE PRODUCTS ARE MADE FROM 30% TO 100% PCR (DEPENDING ON THE APPLICATION OF PRODUCTS)

Overwraps & other polybags | Shrink wraps | Stretch wraps | Single compounded pellets | Post Consumer recyclate resin | Ocean Bound Plastic resin | Ecommerce bags | PP Raffia bags | Garbage bags | Mulch films | Automotive covers | Retail bags | Other Secondary packaging – food | Other Primary packaging- non food applications | Drip irrigation pipes
PLANTS & CAPACITY

**WASHING PLANT CAPACITY**

**CURRENT- 2021**
10,000 mtpa

**PROJECTED 2022-2023**
20,000 mtpa

Washing of Flexible + Rigid waste.

**RECYCLING PLANT CAPACITY**

**CURRENT- 2021**
10,000 mtpa

**PROJECTED 2022-2023**
20,000 mtpa

Recycled HDPE, LDPE, PP granules

**MANUFACTURING PLANT CAPACITY**

**CURRENT- 2021**
6,600 mtpa

**PROJECTED 2022-2023**
9,000 mtpa

Flexible products made from HDPE, LDPE, PP
**IMPACT CREATED**

- 30% of installed solar capacity.
- 100,000 L of water recycled monthly.
- 4,800,000 kgs of post consumer waste collected & recycled annually.
- 200,000 kgs of ocean bound waste collected & recycled annually.
- 195,072 kgs of circular loop plastic waste collected & recycled annually.

- 20%-50% higher margins paid to waste-picker.s
- 107 bank accounts opened in 2020 for waste-pickers & other associates.
- 35% women employment at sites and management.
- INR 17.2 m Unstructured trades made structured.
PROMINENT IMPACT THEMES & POTENTIAL

**Approx. Carbon Saving***

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022 (est.)</th>
<th>2023 (est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carbon footprint (ton CO2 equivalent)</td>
<td>3756</td>
<td>4957</td>
<td>5633</td>
<td>6760</td>
<td></td>
</tr>
</tbody>
</table>

**Semi-skilled/Un-skilled employment**

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022 (est.)</th>
<th>2023 (est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Employment (no. of people)</td>
<td>150</td>
<td>200</td>
<td>276</td>
<td>320</td>
<td>400</td>
</tr>
</tbody>
</table>

**Approx. diverted from Ocean leakage**

<table>
<thead>
<tr>
<th>Year</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022 (est.)</th>
<th>2023 (est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diverted from Ocean</td>
<td>200</td>
<td>650</td>
<td>660</td>
<td>750</td>
<td>900</td>
</tr>
</tbody>
</table>

**Estimation parameters**

* Total Carbon footprint FOR 10 ton LDPE is approximately: 7511.2 kg CO2-eq
**1 ton of plastic is diverted from the Oceans per 10 ton of LDPE
SUSTAINABLE DEVELOPMENT GOALS

10 of 17 SDG’s impacted through our work
TRACEABILITY OF MATERIAL THROUGH OUR SOFTWARE SATMA CE™

One of the biggest challenges we faced was tracking our waste through our supply chain to give the final customer and all the stakeholder in the chain visibility and traceability in the waste value chain. This is why we developed our blockchain based solution: SATMA CE™ that serves each stakeholder in the waste value chain to help close the loop on waste.

Designed & developed to track waste product journey from the time it is picked up by waste-pickers till the final manufacture of recycled product using QR code tracking.
Currently there is no evidence oriented tracking & tracing of waste through the Circular Economy loop.

So is the waste really going through the loop?

Introducing **blockchain enabled** Satma CE™!

The only **immutable** waste management tool that connects every participant & closes the Circular Economy loop.

**TRACEABILITY OF MATERIAL THROUGH OUR SOFTWARE SATMA CE™**
JOURNEY OF WASTE THROUGH SATMA CE™

GOODS INWARD

PERIOD: March - July 2020

FLOW OF MATERIAL

ENVIRONMENT & SOCIAL IMPACT REPORT

PERIOD: July 2020

SEPARATION PROFITABILITY REPORT

PERIOD: Mar- Jul 2020

TRACEABILITY REPORT

Invoice: 3435JKL20

View Blockchain record

$ 12,34 K TOTAL REVENUE

$ 324 K NET PROFIT

24% PROFIT MARGIN

PRODUCTS MANUFACTURED

CAPACITY UTILIZATION

TOP 10 PRODUCTS BY PROFIT MARGIN

4521 km DISTANCE TRAVELLED

10221 kg LANDFILL WASTE DIVERTED

912 kg CO2 EMISSION

9846 kg OCEAN BOUND PLASTIC DIVERTED

1521 km TRAVELLED

8000 kg TOTAL PLASTIC WASTE

1912 kg CO2 EMISSION
OUR TRUSTED PARTNERS

AUTOMOTIVE | RETAIL | FMCG | F&B | FASHION | TEXTILE