

Promoting
environmental
and
waste
awareness



RecyGlo
Road to Green Environment

Annual Report
2017

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Index

1. Our Message to the World
2. Our Identity & Policies
3. Snapshot
4. Our Journey
5. Phandeeyar & RecyGlo
6. Our Services
 - 6.1. Waste Management Audit
7. Operating Procedures
8. Our Team & Stakeholders
9. Investment Road



Our Message to the World

check their stock balances, debit, credit, profit, and loss reports on their mobile phones. The target market comprised the sole proprietors and micro SMEs in Myanmar. It meant many business meetings with the owners and entrepreneurs, listened to their problems, and then upgraded the designs and functions to be more friendly and useful for them. Thanks to that experience, I had the chance to learn more about customer behaviour, market segmentation, and strategies in the process.

My motivation to start with RecyGlo came from my two co-founders, investors, and community supporters. After getting the Winner Prize in Myanmar Start-up Challenge 2017 held by Phandeezar Incubator, I co-founded RecyGlo with another 2 co-founders in 2017. I am sure that RecyGlo will solve waste management problems in Myanmar and, on a later stage, in South East Asia. In fact, we chose this name with the meaning of Recycling Globally: we aim to solve the waste problems in Asia.

The waste management industry is known to be - 3Ds: Dirty, Difficult and Dangerous. I wished that there was someone who wanted to solve the waste problems, take responsibility and spread good waste management practices to create a better environment. But there was no one solving the problem with necessary scale and impact.

“what has played a major role when setting up the company ... is believing in the people that has been working with us.”

I was so excited about solving this problem and building the community with inspired and motivated individuals. RecyGlo is important for Myanmar because in Myanmar we do not have proper and good practices for waste management. Most people do not know how to reduce or how to dispose of their waste in a systematically and responsibly manner. People dispose of their waste into the city drainage system, rivers, and landfills. Even major cities cannot cover their waste management system to all outskirts areas.

This year has been really challenging. We launched the start-up with new people, in a new market, and offering a new product. We focused on product and service development for market validation: we have done many surveys, interviews, and research along the supply chain of the waste management industry. It is really important for future growth: if we do not know the market and industry in detail our decisions will be wrong and we will not understand our market and customers. Moreover, what has played a major role when setting up the company and getting where we are now is believing in the people that has been working with us. People can change and build everything, which means they can create from skyscrapers to Artificial

Intelligence. My current strategy is to find the right passionate people who really want to contribute with their efforts and help me take care of our environment. We cannot grow unless we fit the right and talented people in our company's culture.

Leading a start-up is a learning process. have to thank several people: I believe in cause and effect. I have got support from my family, friends, mentors, and business partners. That is why I am where I am, and I can do what I am passionate about. This 2017 is just the first stage to achieve our goal. Next year we will continue going and growing fast with a Do-Check-Act approach. I hope to overcome all the obstacles and achieve success in 2020 or 2022. Or we will fail beautifully.

I am looking forward to the day that people and organizations reduce and dispose of their waste systematically and responsibly.

Yamin Shwe Oo
CEO & Co-Founder
RecyGlo

Our Identity

Purpose

Introduce a systematic waste management system in Myanmar to develop a proper waste management and recycling culture.

Mission

To become the leading waste management solutions company in Southeast Asia that produces zero waste and zero carbon footprint.

Vision

To process materials in a safe, non-hazardous manner – with an aim to keep the world environmentally clean.

#ourcorevalues

#teamwork

We strive for synergy, working together across boundaries to meet the needs of our customers and to achieve our company's vision.

#innovation

We believe that employees are sources of new ideas, fuelling better products, services, and processes. We encourage both technical and social innovation.

#professionalism

We believe in doing what you say you will do, being an expert in your field, and being structured and organised, as well as owning up to mistakes.

#humanity

We believe in having compassion and understanding for everyone irrespective of religion, caste, and nationality.

Our Policies

We are always trying to reach many milestones whilst making the world a cleaner place. In order to do so, we have constantly strived to bring value to our business through certificates and best practices.

- ✓ ILO Standard Labor Policy
- ✓ UN Global Compact Sustainability Commitment Policy

Our moral responsibility to respect human rights has driven us to develop a human rights policy. It is our commitment to respect internationally recognized human rights standards and thus we set out to follow the United Nations' policies on:

- ✓ Health and Safety Policy
- ✓ Child Rights & Protection Policy



2,300

tons of daily waste only
in Yangon



600

tons of recyclable
waste monthly



\$23,000,000

Yearly target market
size in Yangon



+800,000

Potential immediate
customers





RecyGlo received the 1st prize at the Phandeeyar Startup Challenge

Our Journey

With the goal of providing a solution to Yangon's mounting garbage problem and generating public awareness of the importance of separating and recycling waste, RecyGlo was founded in 2017.

RecyGlo is a waste management and recycling platform with a mission to process materials in a safe, non-hazardous manner.

This year we have been very active and our record goes as follows:

- ✓ Certificate of participation in Myanmar Women's Social Business Contest
- ✓ People's Choice Team of the Startup Challenge
- ✓ Phandeeyar Startup Challenge: 1st Prize at Tech for All category
- ✓ We Saung Team Building Activity – to recreate vision, mission, and core value



May
2017

Shwe Yamin Oo, Okka Phyo Maung, and Soe Moe Aung started RecyGlo out of the start-up challenge at Phandeyar with US \$5,000 in prize money which was invested in the project.

September
2017

Just 5 months as a start-up, RecyGlo won US \$25,000 in pre-seed money from the Phandeyar Accelerator to further scale up our business.



Phandeeyar & RecyGlo

Phandeeyar (“creation place”) is an innovation lab that is spearheading the use of technology to accelerate change and development in Myanmar. Phandeeyar invests in local technology startups, trains new entrepreneurs and builds the pool of tech talent. Phandeeyar also helps civic and social entrepreneurs, CSOs and independent media use technology to increase their impact and runs a co-working space out of its 10,000 square foot space located in the heart of downtown Yangon.

Our services

Waste Management Service with reporting mechanism B2B

- ✓ Initial waste audit
- ✓ Waste segregation and awareness training
- ✓ Setting up segregation bins
- ✓ Schedule pick-up and waste collection
- ✓ Waste characteristics and analysis
- ✓ Transport to recycling plants
- ✓ Reports for waste data
- ✓ Online dashboard



Waste Awareness Training

- ✓ Introduction to the importance of waste management for businesses
- ✓ Business training on waste segregation
- ✓ Introduction to the customized waste bins
- ✓ Explanation of the waste collection service



In the Asia-Pacific region, the potential market size for waste management is of US \$120 billion on an annual base. From those, Myanmar's market size for waste management amounts for US \$1.3 billion per year.

Waste Management Audit

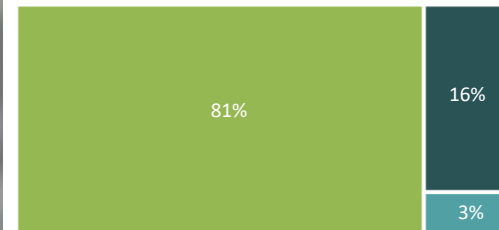
Our Waste Management Audit methodology collects an appropriate sample of waste through bins of waste placed in designated areas of each company for six months, which are predetermined. We then analyze and give advice (feedback) after comparing the amount of waste with the number of employees, their behaviour and knowledge of waste, and the activities of each company of 57 or below.

Waste audit is performed for six months, and analyses the current waste management such as waste segregation, waste generation, and waste recycling used at the building. We illustrate with figures the collected weight and percentage of each type of waste and also the total amount of all the categories which were analyzed in the audit.

We provide the results including data on the quantity and quality of the recyclable waste in a combination of formats including graphs, charts, and spreadsheets.

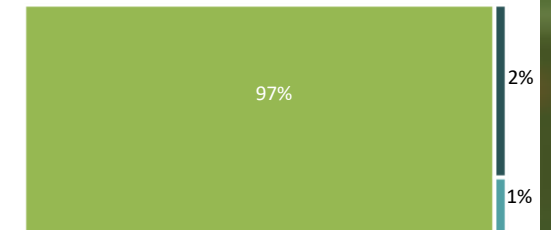
Monthly Waste Audit Waste Composition percentage from July 2017 to October 2017

Waste Composition (Percentage)
26.7.2017



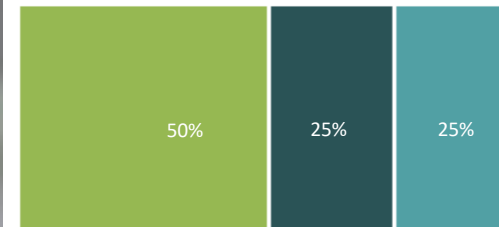
■ Paper ■ Plastics ■ Cans

Waste Composition (Percentage)
24.8.2017



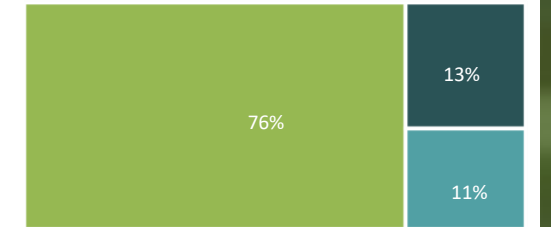
■ Paper ■ Plastics ■ Cans

Waste Composition (Percentage)
27.9.2017



■ Paper ■ Plastics ■ Cans

Waste Composition (Percentage)
26.10.2017



■ Paper ■ Plastics ■ Cans

Operating Procedures



We pick up waste and deliver it to specific recycling factories



Paper

Cans



Plastic



- + Customized recycling bin designs
- Annual Green Business Certification
- Brand visibility

Our operational approach entails covering – in a holistic fashion – all the services that ensure the best and largest recycling procedures.

We make every effort to provide high quality services and operate according to the international standards and recommendations. RecyGlo's culture is about aiming for the best customer service experience while leaving the lowest environmental print behind.

We aim to widen our range of operational services and areas of work. For that reason, we continuously pursue our Zero Waste goal and expand our reach not only nationally, but also to other neighbouring countries.

Our Team



Shwe Yamin Oo
 Co-Founder & CEO
 ✓ Department Management
 ✓ Business Development
 ✓ Client-facing Role
 ✓ Client Training
 ✓ Human Resource Management



Sai Soe Moe Aung
 Co-Founder & Operations Supervisor
 ✓ Operations Planning
 ✓ Monthly Reporting
 ✓ Individual Training



Okka Phyo Maung
 Co-Founder & CFO/CMO
 ✓ Marketing Management
 ✓ Financial Management
 ✓ Business Development
 ✓ Proposal and Grant Management
 ✓ Contracting
 ✓ Fundraising

Our Stakeholders

Network International School
 Vantage Tower
 Asia EZ
 Gekko
 IFC
 Impact Hub
 Jessica Farmer
 MISY

Nordic House
 Norwegian People's Aid
 Parami Pizza
 Parkside One Tower
 Phandeeyar
 Pro Niti Travel & Tour
 Sakura Tower
 Sampan Travel & Tour
 Savoy

Silk Road to Asia
 Sprouts
 The Mighty Myanmar
 Union Bar
 Uniteam Building
 UNODC
 Yever
 ZKG



Investment Road

Initial Investment
US \$300

Pre-seed Fund
US \$25,000

US \$5,000
Phandeeyar Challenge



See you next
year!

Starting RecyGlo has been an enormous investment to us – but not the financial kind. We invested time and effort into building a quite an unknown concept in Myanmar. It has been a large task explaining and justifying this to all the stakeholders of RecyGlo.

But we are just at the launching stage. We cannot wait to see what the future holds for us.