

# TURNING WASTE PLASTIC INTO BUILDING HARDWARE



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**Green, Cleaner, Healthier Environment**

# CHALLENGES IN KENYA



- 12 MT of plastic waste generated everyday.
- Infrastructure vandalism costing the state ~ USD 100,000 every year.
- Youth unemployment stands at 65%
- Inadequate affordable housing ~ 380,000 units every year
- Depleted forest cover less than 10%

# OUR BUSINESS

**COREC** recycles waste plastic into building hardware and sells it to developers providing them with affordable and durable construction material.

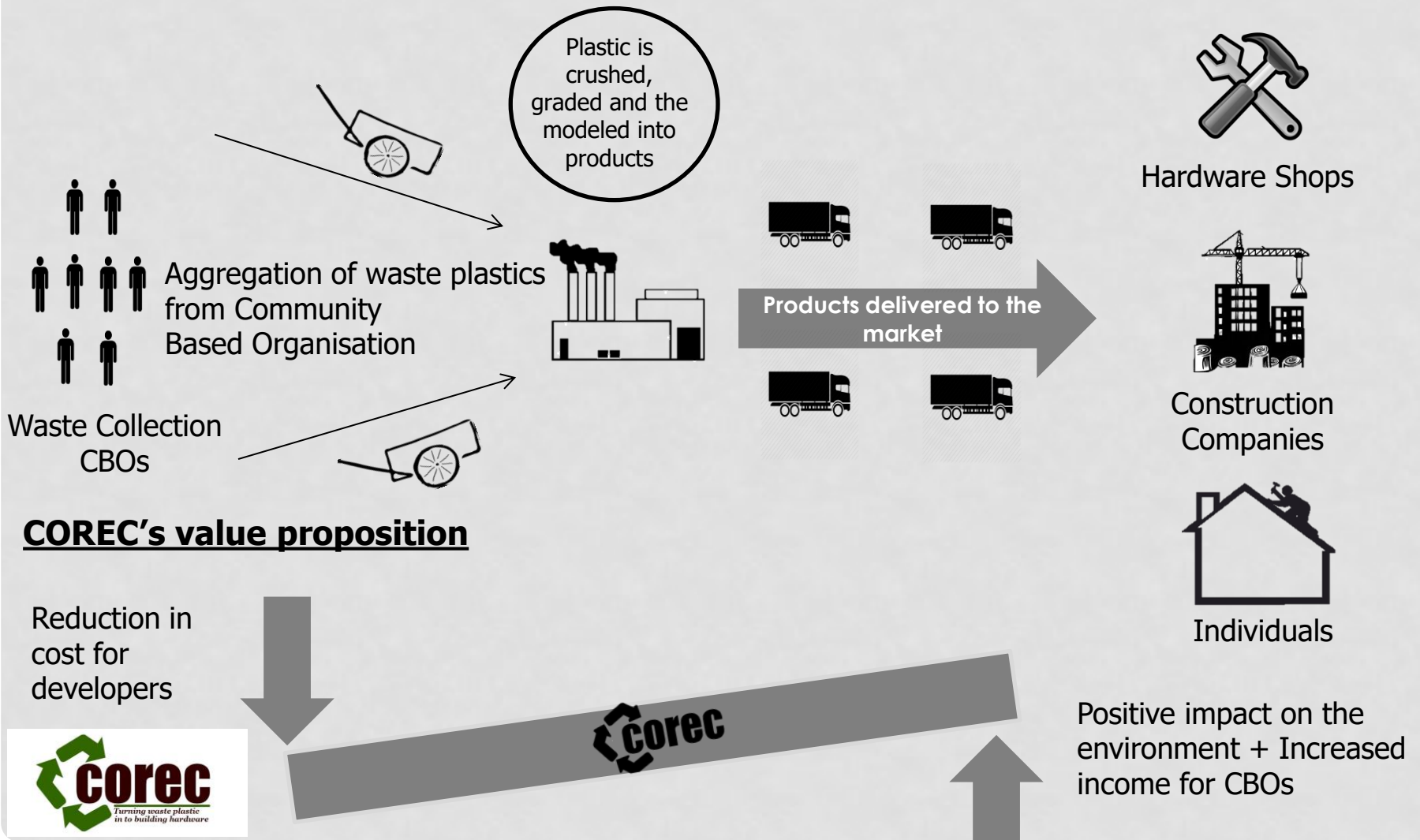


Roofing tile



Manhole Cover

# OUR BUSINESS MODEL

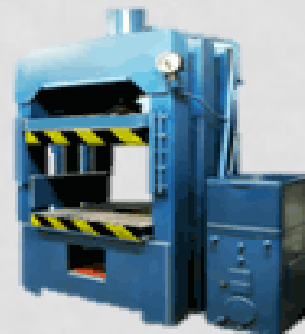
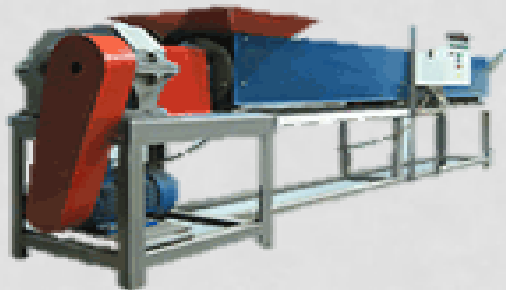


# PROGRESS TILL DATE

- Generated USD 132K revenue since inception 29 months ago.
- Existing patent under the Kenya Industrial Property Act
- Recycled 700T of plastic and made 26K posts to date
- Established a network of 12 CBO's supplying waste plastic sustainably
- Signed orders over 10K roofing tiles by customers across the country
- Listed by Ministry of Housing as an appropriate technology material supplier

# SCALE UP PLAN

- New machinery with increased capacity
- New Products (Paving slabs, Manhole covers)
- Increased sourcing of waste plastic from CBOs
- Build relationships with real estate developers like National Housing Corporation , Housing Finance and associations like KGBS (Kenya Green Building Society)
- Recruiting a team of business development managers
- Public awareness through media (print and electronic)





# FINANCIALS AND FUNDING REQUIREMENT

<b>FINANCIAL YEAR</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
Posts and Planks	18	40	63	55	121	178	195
Tiles	-	-	-	279	1,073	1,281	2,151
Manholes	-	-	-	163	629	751	1,261
Pavement Blocks	-	-	-	194	748	894	1,501
<b>TOTAL REVENUE</b>	<b>18</b>	<b>40</b>	<b>63</b>	<b>691</b>	<b>2,571</b>	<b>3,104</b>	<b>5,108</b>
COGS	10	20	27	275	976	1,125	1,765
Gross Profit	<b>8</b>	<b>20</b>	<b>36</b>	<b>416</b>	<b>1,595</b>	<b>1,979</b>	<b>3,343</b>
Gross Margin	43%	49%	57%	60%	62%	64%	65%
Operating Expenses	<b>11</b>	<b>40</b>	<b>45</b>	<b>311</b>	<b>427</b>	<b>476</b>	<b>589</b>
EBITDA	<b>(3)</b>	<b>(20)</b>	<b>(9)</b>	<b>105</b>	<b>1,168</b>	<b>1,503</b>	<b>2,754</b>
EBITDA Margin	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>15%</b>	<b>45%</b>	<b>48%</b>	<b>54%</b>

## Funding Requirement USD 500K

### Usage of Funds

- Purchase of polymer processing machines and molds for various products
- Hire Personnel for Sales & Marketing and Operations
- Working Capital

# PROMOTER BIO



- Founder and CEO with 20+ years of experience in corporate management
- Started research work for COREC in 2001, while working as a project manager in a leading eye hospital in East and Central Africa
- In 2008 filled a utility model patent receiving the patent in 2013
- Work experience as project manager at Kikuyu Eye Hospital, Project Coordinator at National Housing Corporation of Kenya and Management consultant at Maxworth Associates
- Certified Project Management professional with a Ph.D. in Management and a M.Sc. in Project Management and Public Health
- The company has in place a team of 4 professionals supporting the founder and 10 staff in production



# THANK YOU!



*Building aesthetically appealing, ecologically sustainable, durable and value for money construction materials!!*

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