



WE ENVISION

a world where human activities
protect and restore a healthy planet





WE ARE delterra

A unique non-profit founded by McKinsey & Company in 2018

Innovative scalable solutions that redesign human systems
for the good of people and the planet

An **entrepreneurial test, learn, and iterate** approach to
create proven impact **in the real world that affects real lives**



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01 | **BIG CHALLENGES** Big Opportunities



WE ARE DROWNING IN WASTE

An aerial photograph showing a vast, dark landscape covered in a thick layer of solid waste, including plastic, metal, and other debris. A large, rectangular piece of electronic equipment, possibly a server or a large computer, is visible in the upper right quadrant, partially buried in the waste. The overall tone is somber and emphasizes the scale of the waste problem.

THE WORLD
PRODUCES APPROXIMATELY
5.5M TONS
OF SOLID WASTE EVERY DAY

Source: World Bank

CORPORATIONS, GOVERNMENTS AND THE PUBLIC WANT TO TAKE ACTION

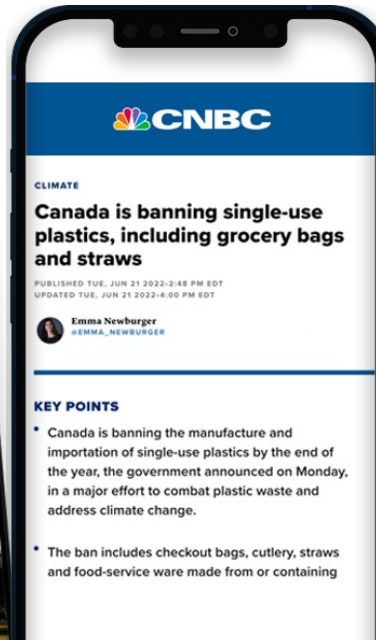



L'ORÉAL



MARS

DANONE®



A black and white photograph of a person from behind, pushing a large wheeled trash bin down a narrow, paved alleyway. The person is wearing a light-colored t-shirt and dark pants. To the right, a small, fluffy dog sits on the ground, looking towards the person. The alleyway is flanked by old, weathered buildings. On the right, there is a metal stand with a large cylindrical object, possibly a water heater or boiler, and some other debris. The lighting is natural, coming from the end of the alleyway.

BUT CURRENT
COMMITMENTS WOULD
ONLY REDUCE 7% OF PLASTIC
FLOWING INTO THE ENVIRONMENT BY 2040

Source: Pew Charitable Trusts: Breaking the Plastic Wave: Top Findings for Preventing Plastic Pollution (Jul 2020)

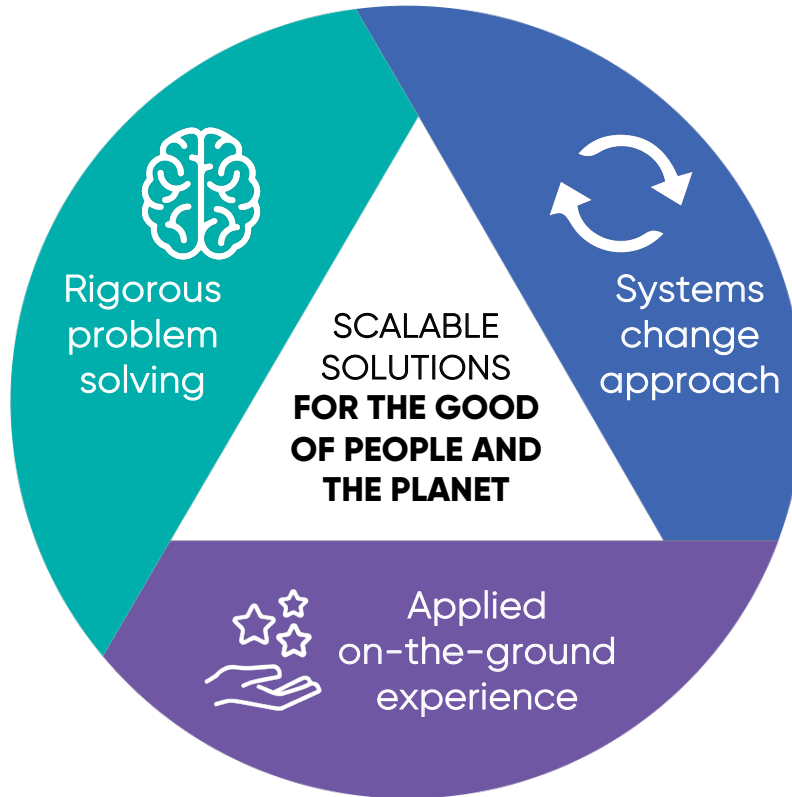
WE NEED A
DIFFERENT
APPROACH

02 | SMARTER SOLUTIONS

A Unique Approach



HOW WE **UNIQUELY** CREATE IMPACT



OUR PROGRAMS



Materials
value
chain



MATERIAL TRACEABILITY TECHNOLOGY



Plastic IQ is a scenario analysis tool that allows brands and retailers to model a range of circular solutions. It allows companies to understand the economic, environmental and social impacts of different plastics packaging strategies.

Plastic IQ was piloted in the US by The Recycling Partnership. With the support of Walmart.org, Delterra is expanding it globally, beginning with Brazil and Indonesia.





Our flagship initiative, Rethinking Recycling, works with communities and industry to create highly productive, financially attractive systems that rapidly increase the amount of material recycled into productive use.

To date, we are on track to bring recycling and waste management services to over one and a half million people in Indonesia and Argentina, most of whom had no previous access to recycling. Our programs have achieved recycling rates higher than those of many US cities and improved the livelihoods of more than 450 waste workers, many of whom are marginalized women.

What started as proof-of-concepts in 2019 in Argentina and Indonesia have matured into scale-up programs that address entire cities or multiple villages at once. We plan to bring Rethinking Recycling to more countries in the years ahead.

RETHINKING RECYCLING WORKS TO BREAK THE CYCLE OF INSUFFICIENT SUPPLY AND WEAK DEMAND

COMMUNITIES

Households &
businesses



Collectors
& sorters



INDUSTRY

Aggregators &
transporters



Processors &
end buyers



SUPPLY

Empowering communities to build self-sustaining recycling systems and build capability



COMMUNITY
ENGAGEMENT



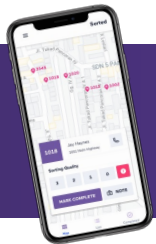
BEHAVIOR
CHANGE



OPERATIONS
OPTIMIZATION



MATERIAL
SALES



DIGITAL ENABLEMENT

Digital tools for behavioral change education
operational productivity

DEMAND

Solving efficiency, affordability, data and investment gaps



TRANSPORT
& LOGISTICS
EFFICIENCIES



PROCESSING
CAPACITY
EXPANSION



MATERIALS
TRACEABILITY
SOLUTIONS

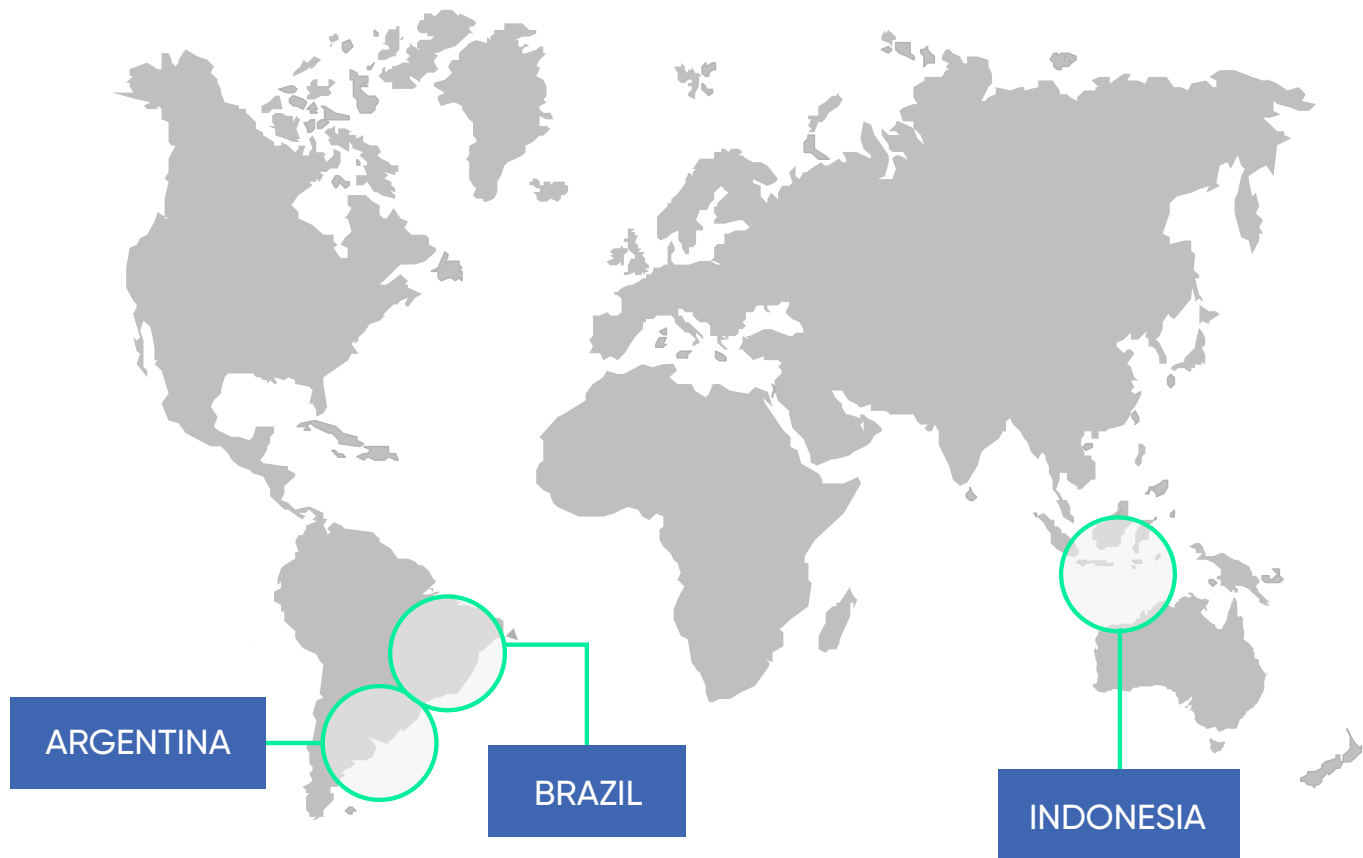


NEW
FINANCING
TOOLS

DEMAND EXPANSION AND PRICE STABILIZATION

WHERE WE WORK





IMPACT



Geographic presence

1.5M

people we are on track to reach



Job creation & upskilling

450+

workers impacted



Average participation

50%

in our recycling programs



Wage uplift

200%

increase in wages



Environmental impact

50%

of waste diverted



Gender equity

70%

of waste workers are women

WE CO-CREATE SOLUTIONS WITH OUR PARTNERS

Founding Partner

McKinsey
& Company

Strategic Partners



MARS

P&G

Program Partners



Knowledge Partners



Delivery and Government Partners



03 | SCALABLE IMPACT

Global Programs



We have **BIG** ambitions
because this is a big challenge

BY 2025, WE ENVISION...



SCALING TO
5+ COUNTRIES



ACROSS
3 CONTINENTS



REACHING
10 MILLION PEOPLE

MEET THE BOARD, LEADERSHIP AND SOME OF OUR TEAM

Executive board



**Jonathan
Woetzel, Chair**

36 years at McKinsey & Co, founded Shanghai office; leads McKinsey Global Institute and Urban China Initiative; authored 3 books on economic development



**Veronica de la
Cerde**

Veronica is the CEO of Triciclos, a Chilean BCorp dedicated to design and implementation of circular economy solutions



Scott Fulton

President, Environmental Law Institute; leads International Network for Environmental Compliance and Enforcement



Rob Kaplan

Co-founder of Circulate Capital, The Circulate Initiative (TCI), and Closed Loop Partners; Former Sustainability Director at Walmart



Monique Maissan

Founder & CEO of Waste2Wear based in China; founded Waste2Weave NGO in India; leads the Ocean Plastic Project



Phillia Wibowo

19 years at McKinsey & co, leads Indonesia office; member Committee of Bureaucracy for Indonesia VP; Founder of NGO Young Leaders for Indonesia

Leadership team



Shannon Bouton, CEO

Has led McKinsey.org, now Delterra, from 2018, 15 years at McKinsey & Co on urban climate action, buildings, and transport



Gwen Davidow,
Director of
Operations

Former VP at World Environment Center; served on White House Council on Environmental Quality



Federico Di Penta,
Regional Director
LatAm

10+ years with NGOs and intl. agencies on waste management across Europe, Africa, Asia and Latin America



Jeremy Douglas,
Director of Partnerships

5 at Ocean Wise, most recently as Executive VP External Relations; 10+ years' experience in partnerships across David Suzuki Foundation, Action for Children, the BBC



Ella Flaye,
Director of
People

Foreign news and investigative journalist turned consultant, experienced in creative problem solving and partnerships



Lalit Matai,
Regional Director
Asia

20+ years in textile and manufacturing, a wealth of knowledge in supply chains, ESG and transformational program design




Mike Stockman,
Director of Plastic IQ
(Delterra's 2nd program)

2.5 years as Chief Strategy Officer for Mr. Green; 10+ years in circular economy and public health solutions

JOIN DELTERRA
TO DRIVE REAL
CHANGE AT
SCALE





Delterra is seeking organizations and individuals interested in making our ambitious scaling plan a reality. Specifically, we are looking for:

- **Catalytic funding partners** to seed this growth, de-risk investments and leverage major public funding
- **Companies** that can provide on-the-ground solutions, especially to organic waste management, as well as those that can stimulate demand for recycled materials
- **Project implementation partners** with on-the-ground expertise
- **Advisory committee members** to help provide strategic direction and connections.

To find out more and explore how you can get involved, please get in touch with us at partnerships@delterra.org

