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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

WE ENVISION

**a world where human activities
protect and restore a healthy planet**



01 **BIG CHALLENGES**
Big Opportunities

02 **SMARTER SOLUTIONS**
A Unique Approach

03 **SCALABLE IMPACT**
Global Programs



01

BIG CHALLENGES

Big Opportunities

WE ARE DROWNING IN WASTE

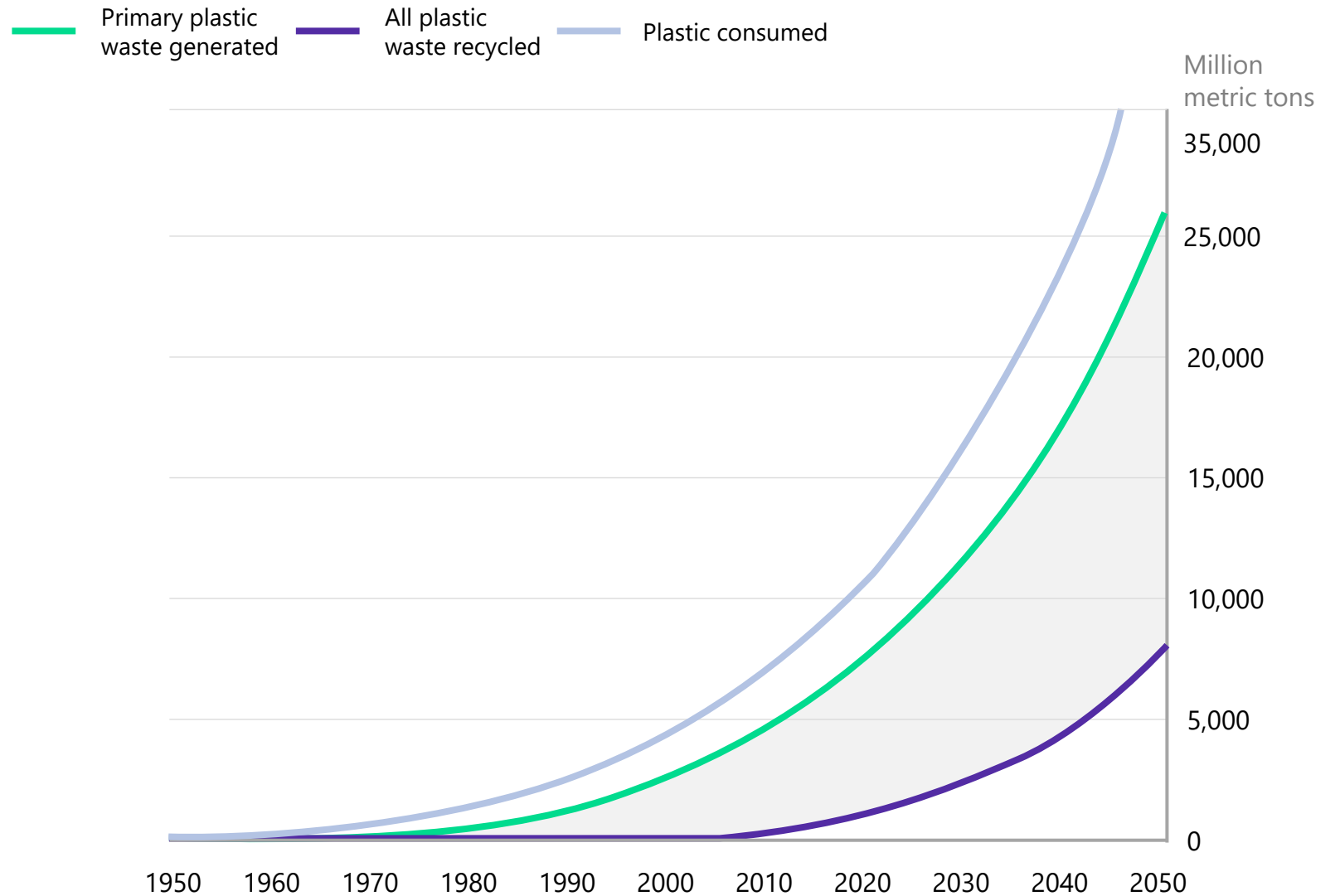
11M tons of plastic enters the world's oceans every year

2 billion people have no access to waste management today

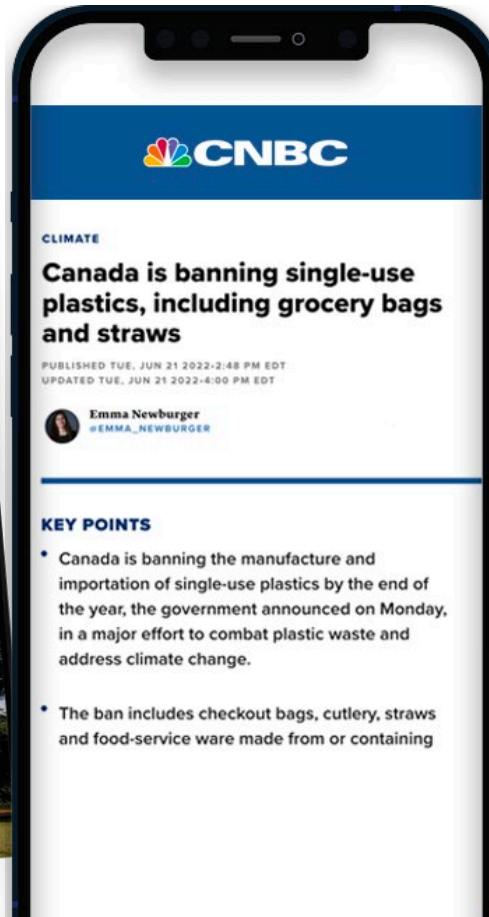
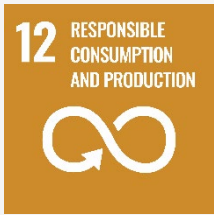
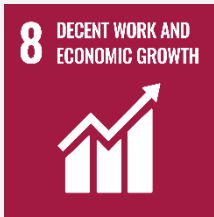
3rd Highest source of global methane emissions is waste

Waste is growing exponentially while recycling rates stagger

Cumulative plastic waste generation and disposal



Corporations, governments and the public want to TAKE ACTION





But current commitments would

**ONLY REDUCE
7% OF PLASTIC**

flowing into the environment by 2040.

**WE NEED A
DIFFERENT
APPROACH**



02

SMARTER SOLUTIONS

A Unique Approach

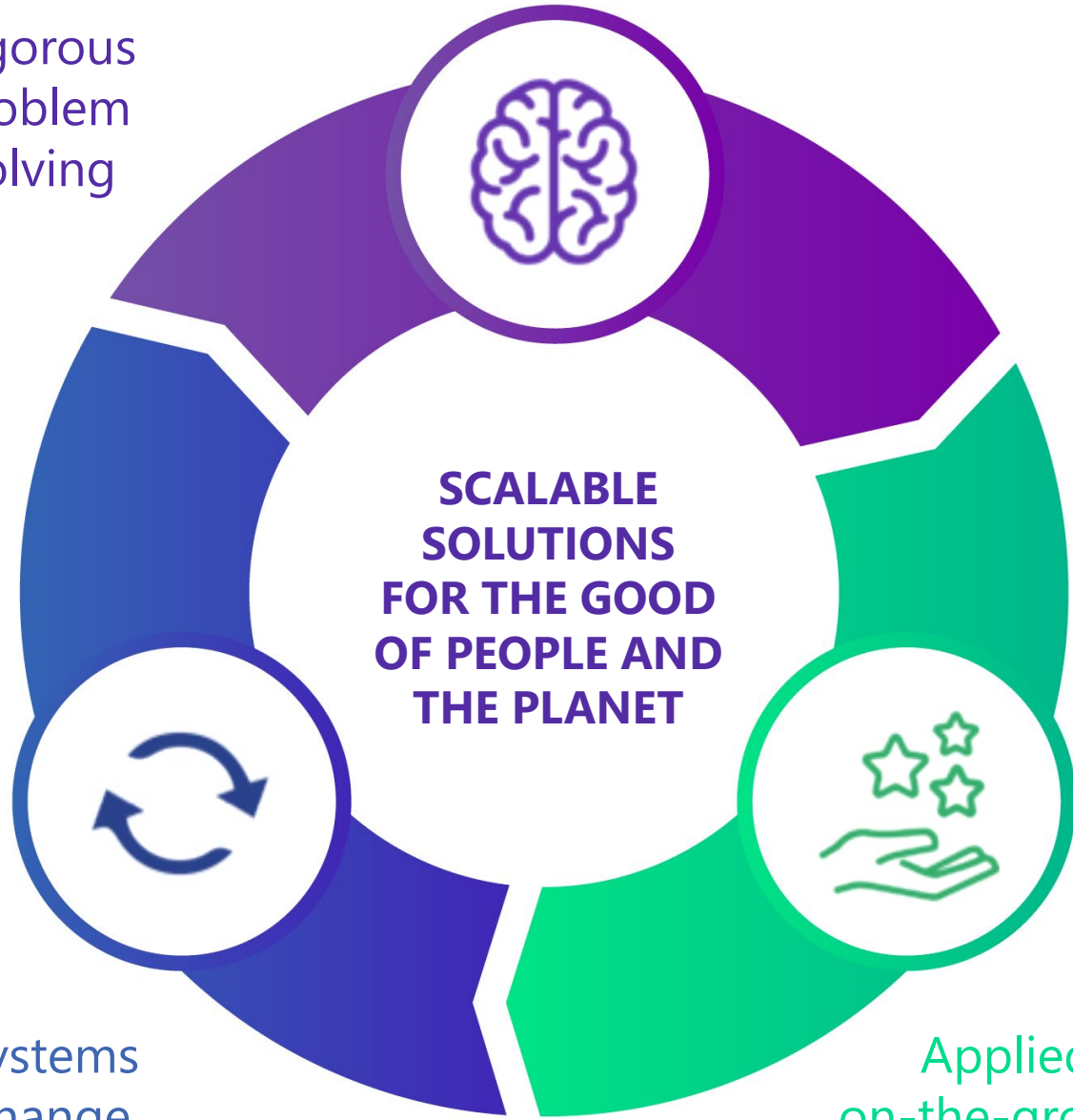


Our Discovery

Lots of organizations are taking specific actions along the waste and recycling value chain

BUT NO ONE IS LOOKING AT THE ENTIRE SYSTEM

Rigorous
problem
solving



Systems
change
approach

Applied
on-the-ground
experience

How we
UNIQUELY
create impact

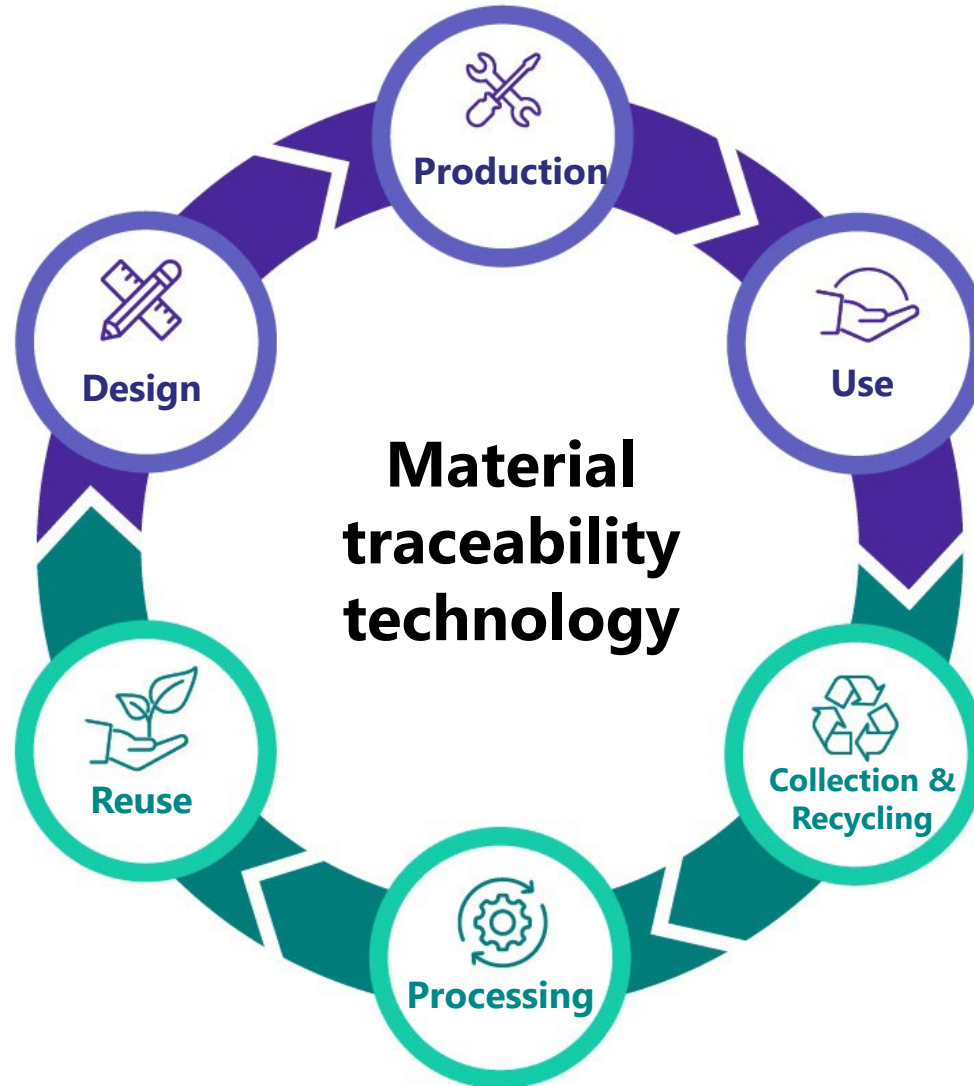
delterra 

Our programs

The Materials Value Chain



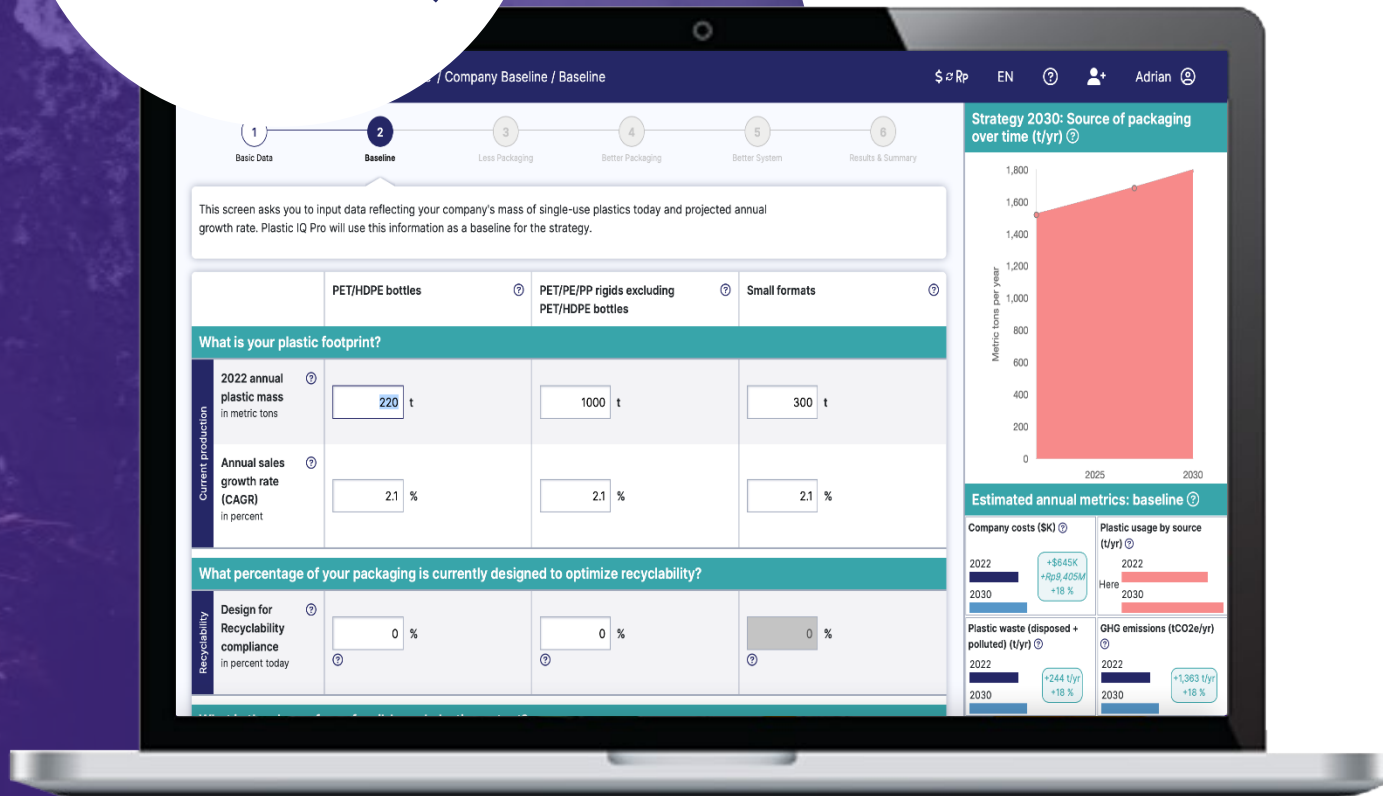
Our flagship initiative that works with communities and industry to create financially viable systems that rapidly increase the amount of material recycled into productive use



A scenario analysis tool that allows companies to understand the economic, environmental and social impacts of different plastics packaging strategies



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 nearly a quarter 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 500 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 capacity



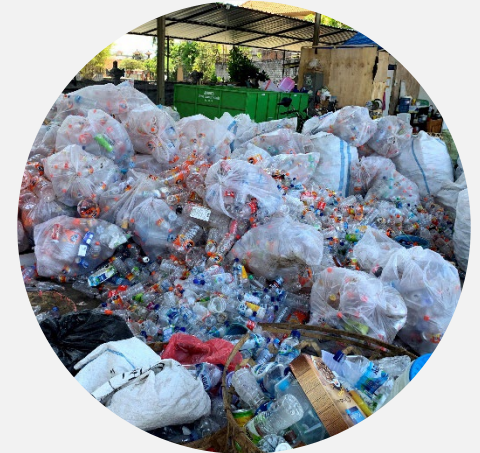
**Strategy
& enablers**



**Behavior
change**



**Operations
optimization**



**Material
sales**



DIGITAL ENABLEMENT

Digital tools for behavioral change education operational productivity



DEMAND

Solving efficiency, affordability, data and investment gaps



**Packaging Strategy
Scenario Tool**



**Materials Traceability
Solutions**



**Transport & Logistics
Efficiencies**



**Processing Capacity
Expansion**

Impact



Geographic presence

8M

People in cities covered by our programs



Environmental impact

5,500

Tons of waste diverted



GHGs avoided

1,950

Tons CO2e avoided



Driving change

359K

People in areas covered by our behavior change program



Livelihoods improved

400+

Workers impacted



Gender equity

57%

Of workers with improved livelihoods are women

Delterra Partners



Strategic Partners



Program Partners



Knowledge Partners



Governments and implementation partners



Founded by

McKinsey & Company



03

SCALABLE IMPACT

Global Programs

We have BIG ambitions because this is a big challenge

BY END OF 2025, WE ENVISION



REACHING
**10 MILLION
PEOPLE**



DIVERTING
**100,000 tons
of waste**



AVOIDING
**250,000 tons
of CO2e**



IMPROVING
LIVELIHOODS
**For 1,500
workers**

We are Delterra

BOARD



**Lola
Woetzel, Chair**

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



**Veronica
de la Cerda**

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



**Rob
Kaplan**

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



**Monique
Maissan**

Founder and CEO of Waste2Wear; transforming plastic waste into fabrics and finished products using award-winning blockchain technology and proprietary RPET validation test (RA-3).



**Scott
Fulton**

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



**Phyllia
Wibowo**

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

We are Delterra

SOME OF OUR GLOBAL TEAM



Shannon Bouton,
President & CEO

Led McKinsey.org from 2018, and transitioned org to Delterra; 15 years at McKinsey & Co on urban climate action, buildings, and transport; PhD Conservation Biology



Gwen Davidow,
Director of Operations

Led Ops at McKinsey.org, and transitioned org to Delterra; 15+ years as VP at World Environment Center; served on White House Council on Environmental Quality



Ella Flaye,
Director of People

Led Asia at McKinsey.org and transitioned to Delterra; 4 years at McKinsey & Co on public, social & consumer sectors in Europe, MENA; former investigative journalist



Reinier Van Der Lely,
Program Manager,
Argentina

3 years leading Argentina at Delterra; 7 years at McKinsey & Co focusing on economic development and public infrastructure



Jeremy Douglas,
Director of Global Partnerships

5 years at Ocean Wise, inc. as Executive Vice President for External Relations; 10+ years in partnerships across David Suzuki Foundation, Action for Children, BBC



Mike Stockman,
Director of Programs,
Circular Innovation

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



Rafael Roca,
Sr Program Manager,
Indonesia

Previously a Founding Partner at Global Green Capital, a sustainability focused VC firm, and a Sr. Engagement Manager with McKinsey in LatAm; deep expertise in sustainability and nature-based solutions



Alina Jurcola,
Program Manager,
PlasticIQ

Previously Global Knowledge and Insights Manager with Delterra; 5 years at McKinsey with expertise in climate, digital & analytics



Federico Di Penta,
Director of Partnerships
Latin America

3 years at c40 Cities as lead on waste; 10+ years with NGOs and intl. agencies on waste management across Europe, Africa, Asia and Latin America



Esther Carter,
Director of Programs,
Rethinking Recycling

10+ years of experience in the sustainability and consumer goods space; previously led Delterra Indonesia and served as the Chief of Staff to Delterra's CEO; former Senior Manager at McKinsey & Co



Aditya Rachman,
Program Manager,
Indonesia

10+ years of experience in project, program, and transformation management across SOEs and fintech companies



**We hope you join us
in empowering every
community to build
green, inclusive and
financially sustainable
recycling systems**

Contact:

Jeremy Douglas
Director of Partnerships
jeremy@delterra.org



delterra

Real Change, At Scale.