

Pitch Deck

NEW BUSINESS OPPORTUNITY

Bonface Lumwachi, Founder & CEO

Don Bosco Tech, Facilitator

04 June, 2024

KK Waste
Managers



Keeping waste at bay,
every step of the way .

KK Waste
Managers



OUR MISSION

To recover waste for its highest and best use while balancing rates and service

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MEET THE TEAM

Founder and CEO

Bonface Lumwachi

Bonface is a trained Agricultural economist and resource manager and has practiced Agriculture for 7 years with an experience in Agricultural training

Board Members

Sileman Adam Said

Otema Charles

Martha Nyabiey Kuuh

Kuku Albino

Diang Mayiel Puok

Madak Ghai Lul Dak

Yien Haj Dobuol

Hoth Wandiang

Shukuru Mugerereza

Albino Majak

Jibrin Abass

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DESCRIPTION OF THE BUSINESS IDEA

Why it is innovative and sustainable?

The name of the business will be KK Waste managers, named after the place where the business will be located, ie Kakuma. The business will be a service company offering all the waste management services such as dispose off, reduce, reuse, and recycle. The business will require start up capital of ksh 5,180,000. This business will be located in Kakuma Refugee Camp along Kakuma-Lokichogio road. The form of business will be partnership where the partners will share management and profits as per the partnership Deed. The business will have 8 employees who will engage in all the business service delivery to clients.

Reason for this business is that the owners want to make profit and keep the environment clean. The business will be under the county government of Turkana and the price levels will be as agreed with the local authority, considering price fluctuations due to some factors like change in fuel prices. The long-term goal of the business is to expand the market and increase the number of employees and to capture 75% population of the Kakuma refugee camp. The business will have posters, leaflets, social media, and word of mouth as an entry to the market.

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NEW PRODUCTS and Services

Collection

Waste collection is a part of the process of waste management. It is the transfer of solid waste from the point of use and disposal to the point of treatment or landfill.

Sorting

Waste sorting is the process by which waste is separated into different elements. Waste sorting can occur manually at the household and collected through curbside collection schemes or automatically separated in materials recovery facilities or mechanical biological treatment systems.

Hand sorting was the first method used in the history of waste sorting.

Disposing

The possible waste disposal methods that we shall use are, recycling, composting, incineration, landfills, bioremediation, waste minimization.

Recycling

Recycling is the process of converting waste materials into new materials and objects. This concept often includes the recovery of energy from waste materials. Recycling is a key component of modern waste reduction and is the third component of the Reduce, Reuse and Recycle waste hierarchy.



MARKET RESEARCH RESULTS/COMPETITIVE ANALYSIS

We took an initiative and did an analysis on our current and future competitors . This has given us an upper hand on how best we can serve our clients. We have also gained in terms of what is needed in future for this industry, that is technology and mode of service delivery

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COMPETITIVE ANALYSIS

| | Area of service | Type of service offered | No of vehicles | Type of vehicles | Recycling services |
|------------------------------|------------------------------|--------------------------------------|----------------|------------------------------------|--------------------|
| Peace wind | Market areas | Commercial waste removal | 8 | Garbage trucks | × |
| County government of Turkana | Regional | Waste collection | 20 | Garbage trucks, compactors | × |
| KK Waste managers | Residential and market areas | Waste collection, recycling services | 10 | Garbage trucks, roll-offs, tankers | ✓ |

KK Waste Managers



SIZE OF MARKET

The major competitors in the market offer services for waste collection, transportation, and disposal. Kk waste managers will offer the same services but as well incorporate waste recycling, as a result, operational costs are optimized, profit margins are raised, and the company is capable of capturing a large share of the market.

| | Market share (%) |
|------------------------------|------------------|
| Peace wind | 10 |
| County government of Turkana | 50 |
| KK Waste Mangers | 40 |

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Join us in reducing waste and
preserving our world

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Thank you!

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