

Cambodia Solid Waste Management Pilot DASHBOARD

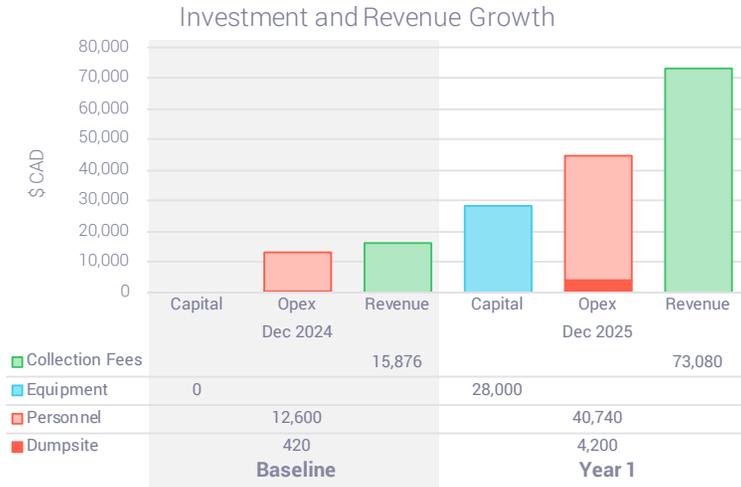
GROWING THE BUSINESS



Sales and marketing activities in the pilot have driven over 300% customer growth, demonstrating a ready market for paid waste services (at several points, we have encountered bottlenecks on the supply side with growing demand).

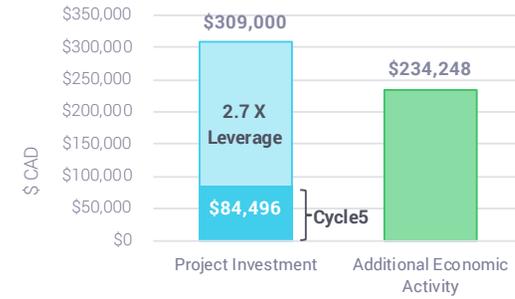
The pilot entrepreneur has grown his workforce from 3 to 15 full-time staff, demonstrating his confidence and investment in paid waste services as a viable business opportunity.

Payment collections are at 89% and improving, as compared with an average closer to 30% in other attempts to create paid waste collection services in Cambodia.



Between late 2024 and the end of 2025, we have seen significant growth in investment and revenue for the waste operator, reflecting a viable model to scale waste collection services. The capital investment in 2025 was the purchase of a second truck to manage expanded services.

CATALYZING THE MARKET



This pilot phase has a budget of CAD 309k, of which Cycle5 provided just under \$85k. Cycle5 contributions were leveraged by other project donors at a rate of \$2.67 for each dollar raised by Cycle5.

Further, estimated economic activity over the pilot phase is close to \$235k. The innovation stage requires heavier up-front investment in research and design. Thus, we don't expect to achieve our 10:1 return until we move into market scale-up. Also note that these estimates only reflect business activities, and do not include the environmental value of all of the waste diverted. Our teams are working to develop appropriate metrics to reflect the true full value of this initiative.

The initiative has also supported 15 informal waste pickers as an essential part of the waste collection ecosystem. We are still working to quantify the economic impact of this component as well. Driving income opportunities for informal waste pickers and improving their conditions of work is also a goal of this initiative.



Thank you for your vision and generosity - powering entrepreneurs to tackle the scourge of plastic waste in Cambodia!