

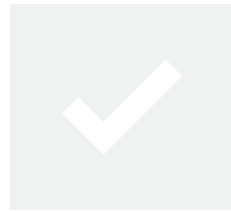


Close the Glass Loop

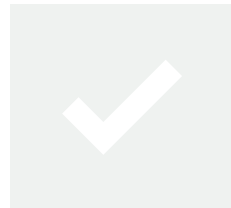
KOSOVO

Hi! I'm Martin.

I am on a mission to recycle, reuse and upcycle over **1 million** glass bottles in 2022!



Entrepreneur



Environmentalism



Marketing Specialist

ABOUT
ME





Glass as a problem



- Not a priority
- High import fees
- Almost 0% is recycled
- River pollution
- Dangerous for fish
- 1 million years to Biodegrade
- Takes most of the space
- High transportation cost
- Increased export numbers

So what do we do?

Glass as a solution

Not Biodegrade but 100% recyclable

Easy to reach

Glass is pure

A cheap raw material (waste)

B2B business



The global recycled glass market was valued at \$3,5 billion in 2017 and is projected to reach \$5,5 billion by 2025, growing 5.7% from 2020 to 2025.

Why Kosovo can't be a regional champion?

This is how Kosovo Glass Recycling was born

Kosovo Glass Recycling originally started as a neighborhood initiative in the Municipality of Gjakova. We saw that the glass waste was the only thing that was not being recycled in Kosovo. While cleaning in the neighborhood, the idea came up to collect this material and recycle it.

After collecting a considerable amount of glass in our neighborhood, we saw the opportunity. The interest of the citizens and the media was very high, as there was no company in Kosovo that dealt with the collection and processing of glass.

To ensure the continuity and sustainability of the project, we have 2019 decided to start a company and continue to deal with glass waste. Since then we employ six people and cooperate with numerous businesses in Gjakova and Prishtina. To the date, Kosovo Glass Recycling has managed to recycle and upcycle over 500 tones of glass waste by using it for different purposes.

The deal

GLASS REUSE AND UPCYCLE
UNTIL WE CAN FULLY RECYCLE

- Glass Media for Pool filtration
- Glass Media for sandblasting
- Terrazzo tiles, tables and countertops
- Exterior elements
- Glass cullet
- Glass dust for façade





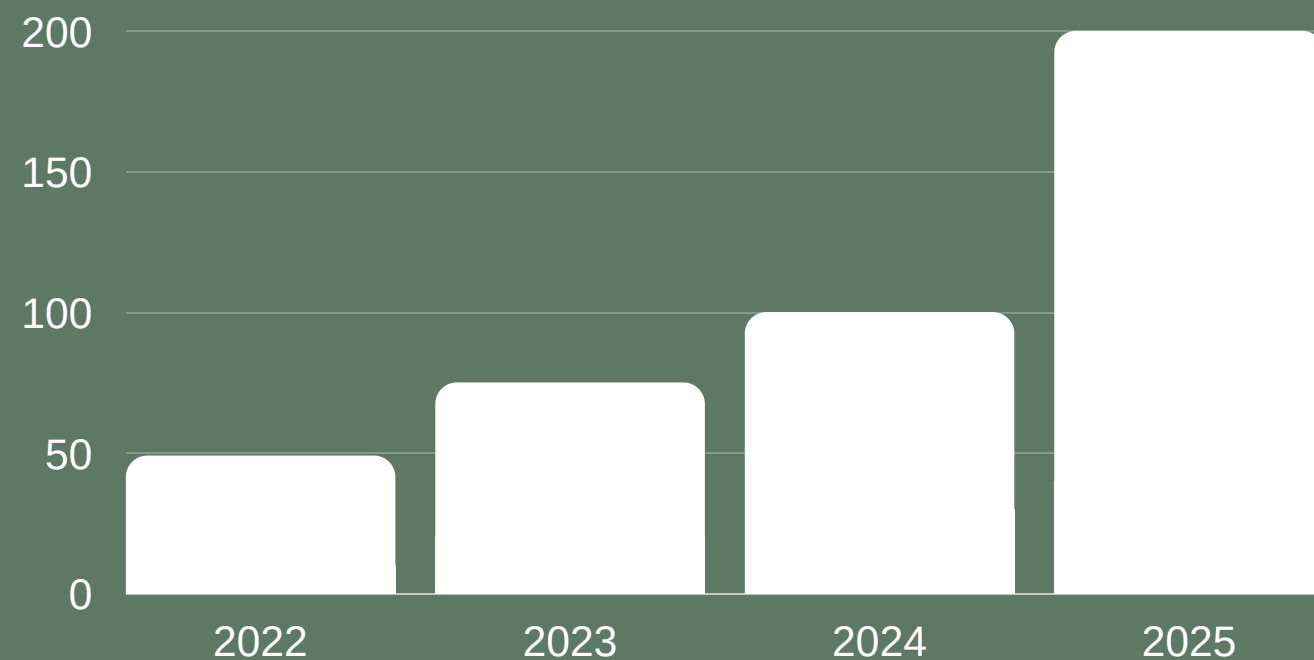
Market

The only company in the Balkans
to produce GMFPF
The only glass recycling initiative
in Kosovo.

Initial Markets: **Kosovo, Albania and Montenegro**
Some orders already received (30k)
Macro plan: Croatia, Austria and other EU countries.

Pool construction and maintenance companies.
Customer discovery through pool company unions.

Wholesale



Profit forecast 4 years



Key challenges

- High transportation fees
- Lack of regulations for recycling companies
- Access to finance (still a small family business)
- Bureaucracy of Kosovo institutions
- Lack of governmental support

Environment

Lower the presence of household and industrial glass waste in Kosovo

Climate

Reduce the use of actual products which are extracted by leaving carbon footprint.

Society

Creating jobs from waste.



IMPACT
(environment,
climate, society)

Business

We aim to fully recycle glass in the next 5 years and be the only glass producer from recycled glass in the region

Climate

We aim to collect and recycle 90% of glass packaging in Kosovo by 2025.

Society

We aim to create 50+ jobs in the next 5 years as our operational capacities increase.



THE FUTURE

**Thank you for
your attention!**



KosovoGlassRecycling



company/kgrrgroup

