

Redefining Waste Management in Africa

 ecobarter



Africa's waste crisis is growing faster than the traditional systems designed to manage it. While others retreat, we are building proprietary technology to bridge the gap



Limited Waste Collection Coverage

60% of households still dispose wastes indiscriminately



Low Recycling Rates

90% of wastes is burnt or dumped in drainages when they could be raw materials for different industries

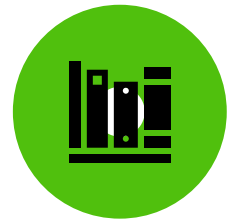


Poor Informal Labour

1% of our city's workforce work in the waste industry, but continue to be disconnected from the advantages of digital technology



We build digital and physical tech infrastructure to power waste collection, monetization of recyclables and transformation of wastes into new products



Collect

We develop & deploy **Waste banks, Waste ATMs & POS** for effective last-mile recovery



Monetize

We establish wastes as a currency through point-based rewards for sorted recyclables



Transform

We convert recovered wastes into new **consumer and industrial products** through partnerships



How it Works

Ecobarter
Develops &
deploys tools

1

Users request
pickup or
dropoff

2

We collect
wastes

3

6

We sell
wastes as
products

5

We transform
wastes to raw
materials

4

Users earn
corresponding
value for Wastes





How we generate Revenue

Streams

Collection service -\$20/user/year



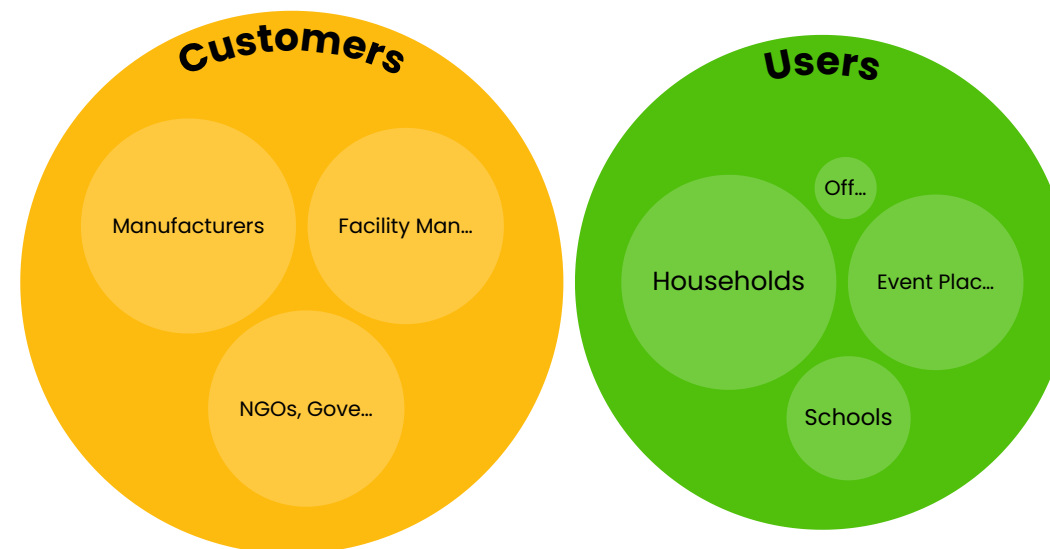
Sales of Recyclables -\$0.46/kilogram



Equipment Sales -\$3,500/machine



User/Customer Groups



2025 Revenue

\$174,000+ ↑ 133%



Gross Profit Margin

57% ↑ 80%
from last year

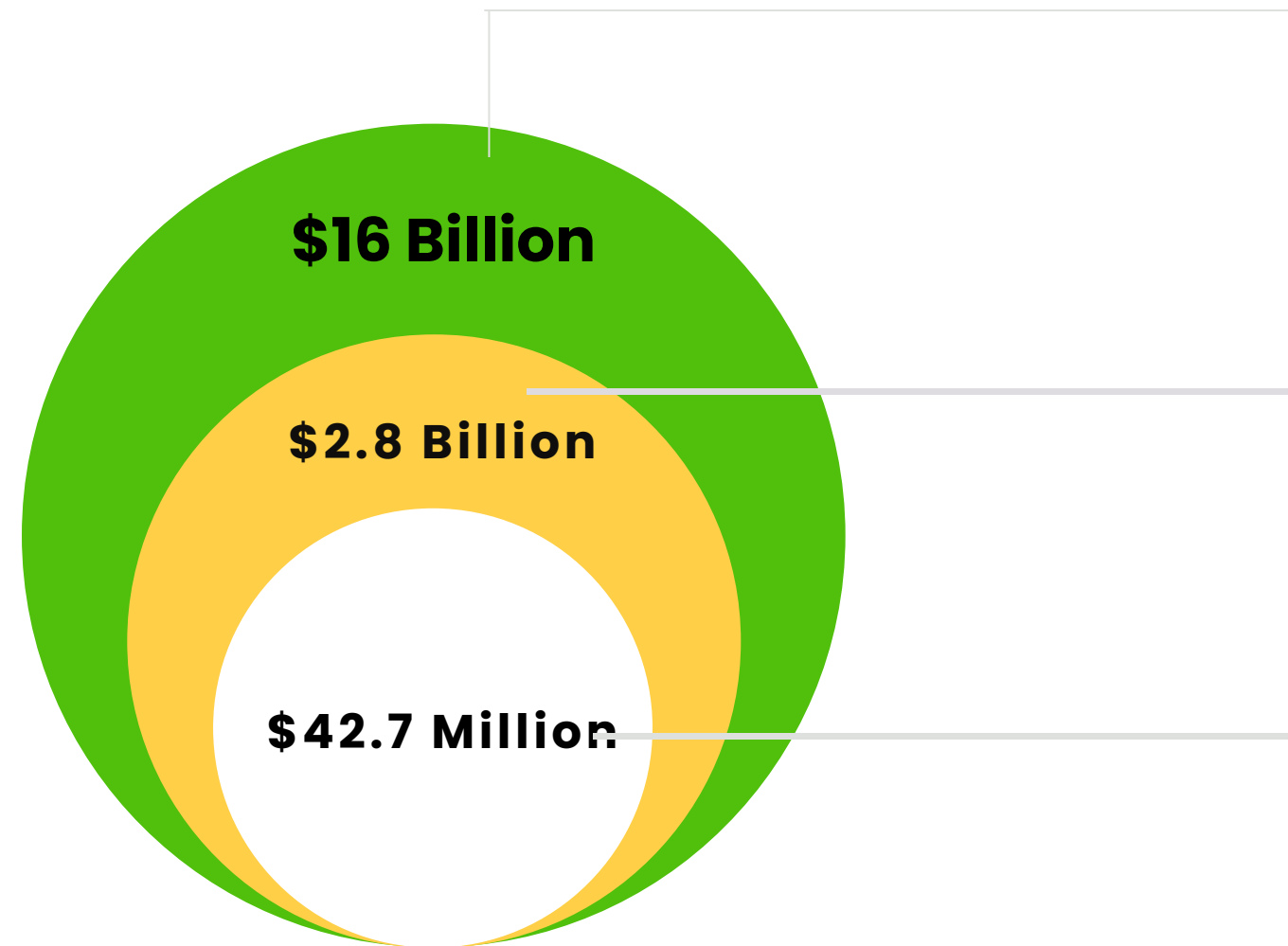


Net Profit Margin

7% ↑ 200%
from last year



Target Market



200USD/kg; 1095kg/Household/Annum

Available Waste value

TAM — 60+ Million Households

420 million individuals across 60 million households
In urban cities across sub-Saharan Africa, without access to a sustainable waste management service

SAM — 14+ Million Households

72 million individuals across 14 million households
In Nigerian cities without access but are aware of the need for sustainable waste management service

SOM — 216,000 Households

Within **Abuja & Lagos**, environmentally aware, conversant with digital technology

Market is defined accounting for individuals and households living in cities, 60% without access to decent waste management service, and the different % of wastes they generate

Traction so far

Registered Users

14,000+



Volume Recovered

1,500 tons

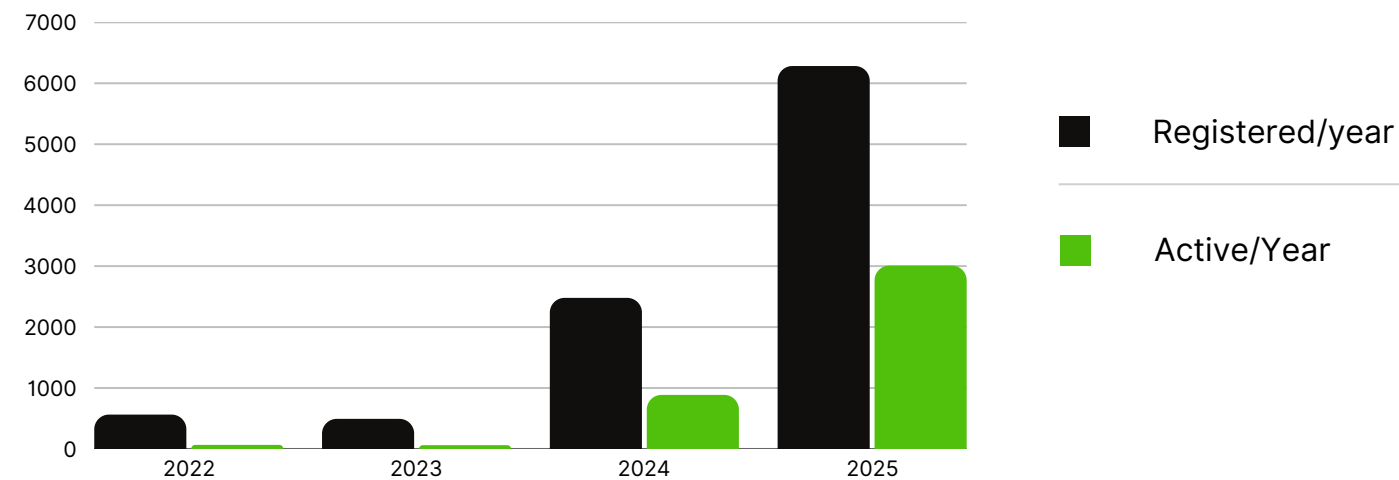


Total Revenue

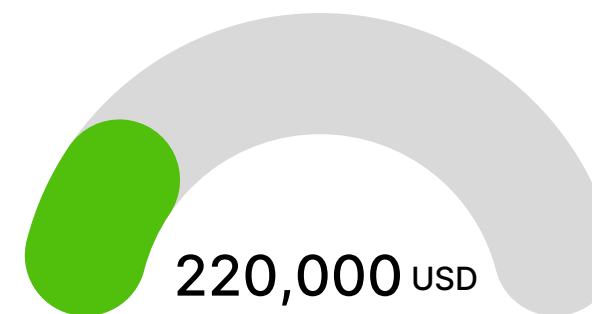
300,000 USD



User Growth



Funding Raised



Winner, African Youth Climate Adaption Challenge (2022), Best female-led cleantech start at Vienna Cleantech Days (2023). Most Innovative Recycling Company in Nigeria by Recyclers Association of Nigeria (2024), Top 100 Africa Business Heroes (2025), EarthShot Prize Nominee (2025)



Harnessing the Opportunity

Capacity Gap

3,008: Currently Served



14,000+: Total Onboarded



216,000: Total SOM



1,000,000: latent demand



72.3kg
Recovery/User

\$15
Customer Acq. Cost

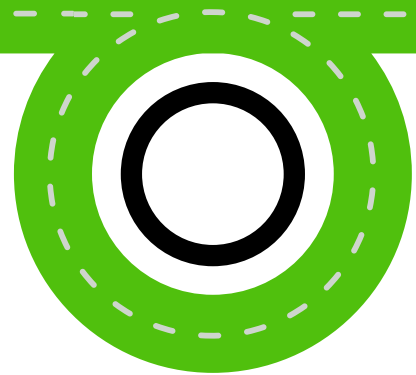
\$58
Cur Rev/User

33%
Avg Gross Margin

\$2,000,000 Revenue at 10,000 Active Users

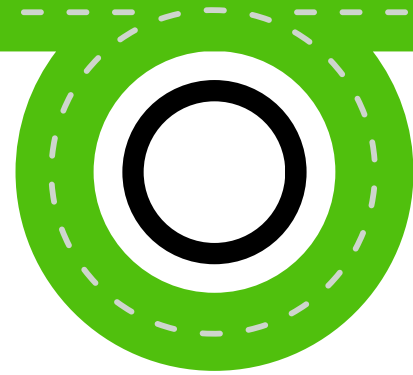
Roadmap & Key Drivers

Tech product Innovation



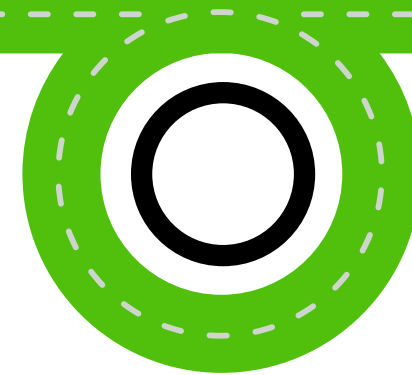
Build ATMs and POS for wastes to deepen MOAT, increase collection coverage and value for users across categories

Franchise & Agent Network



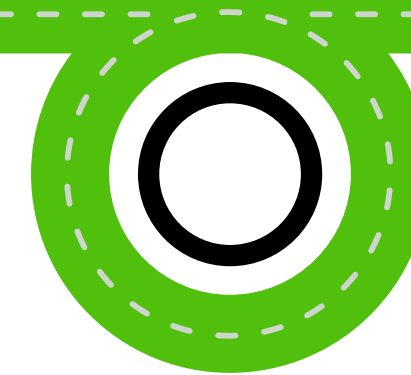
Reduce capital intensity, accelerates scale, and integrate the informal waste economy.

Productization of Wastes

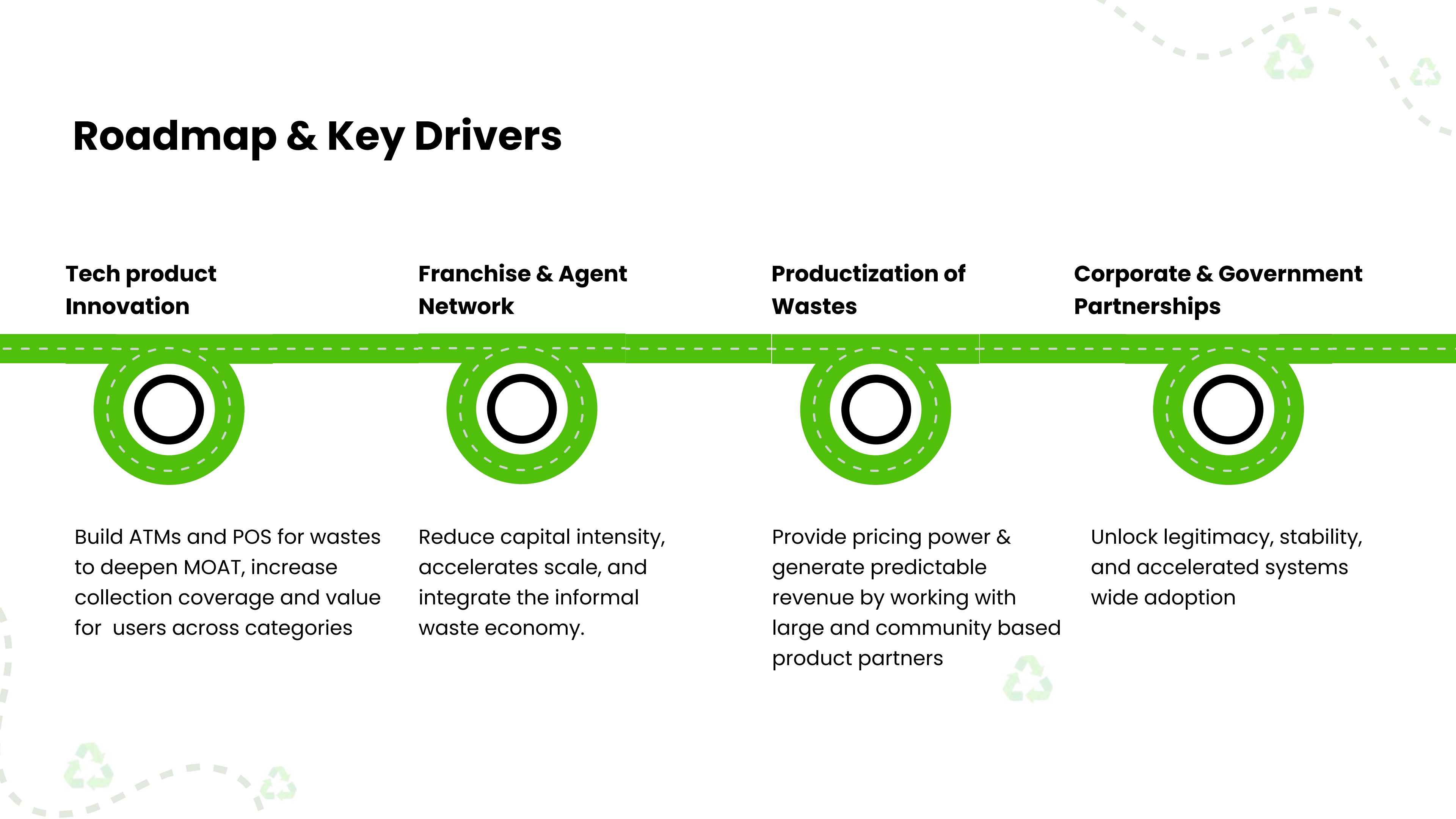


Provide pricing power & generate predictable revenue by working with large and community based product partners

Corporate & Government Partnerships



Unlock legitimacy, stability, and accelerated systems wide adoption



Competition: We are Nigeria's most innovative & reliable last-mile waste recovery platform

	Features	Traditional Collectors	Scrapspay	Pakam	Ecobarter
Demand	Reliability	****	*	**	*****
	Coverage	****	*	*	***
	Efficiency	****	***	***	*****
Supply	Quality of Recyclables	*	*****	*****	*****
	Scalability	**	***	****	*****
	Impact	**	***	***	*****

* low
 ***** High



Behind ecobarter is a young, driven and highly resourceful team



**Rita
Idehai**

Founder/CEO
TEF Alumni
IFC Mini MBA
President,
Recyclers
Association of
Nigeria,
General
Manager, Edo
State Waste
Management
Board



**Olatide
Abiona**

Technology
Lead

M.sc Mech Eng
PMP Professional
11 years exp.



**Emmanuel
Durotoye**

Embedded
Systems
Developer

C, C++, Python,
MQTT, Django,
Fast API, PCB



**Sola
Fatokun**

Accounts &
Inventory
Manager

B.Sc Accounting,
ICAN, ACCA
Certified



**Obayori
Samuel**

Recovery/
Logistics
Lead

8 years, supply
chain, sales and
marketing exp.



**Aminat
Uthman**

Lead
Community
Manager

WAACSP CX &
VA professional.
9 years exp.

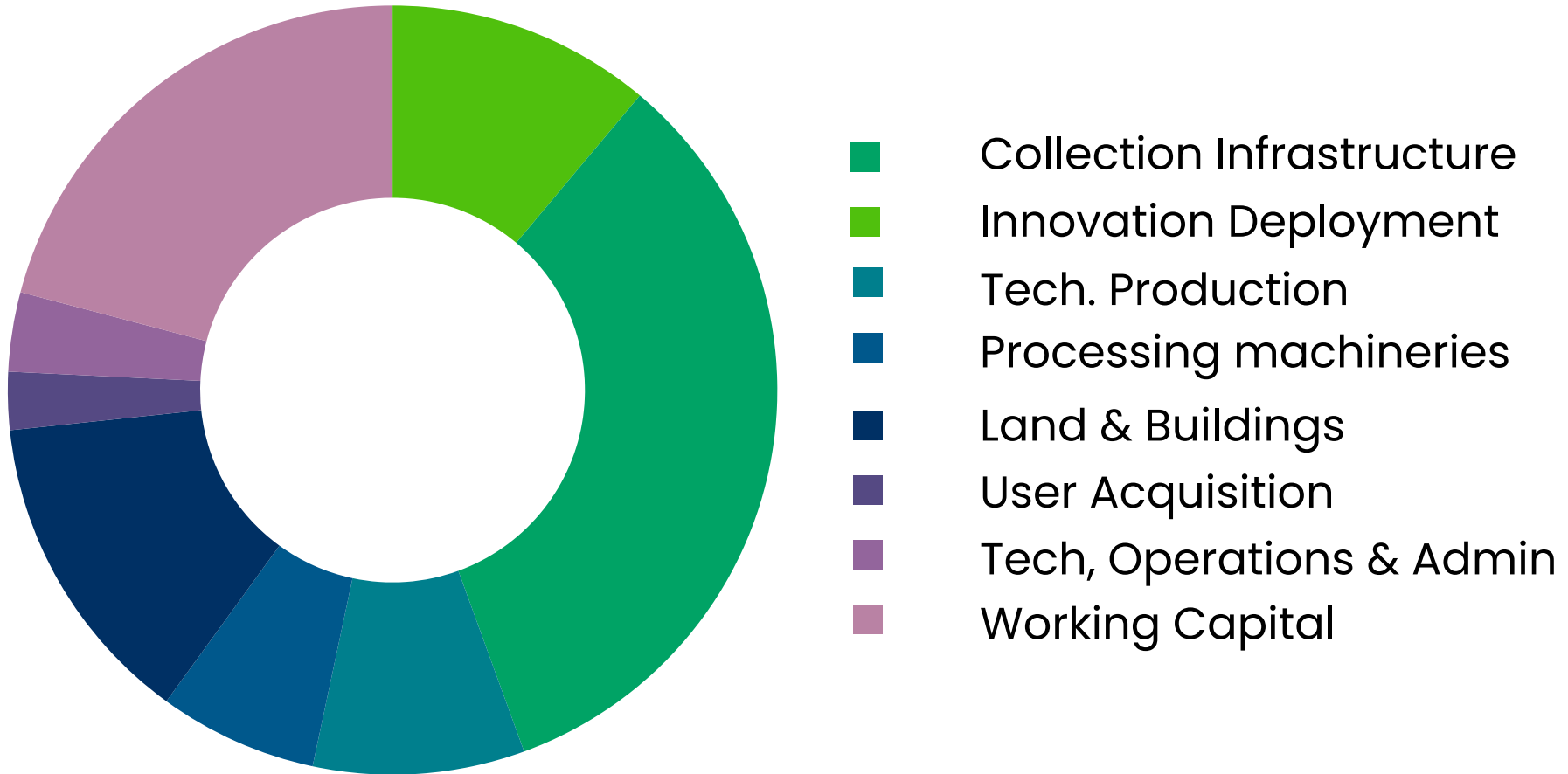


**Elizabeth
Bahago**

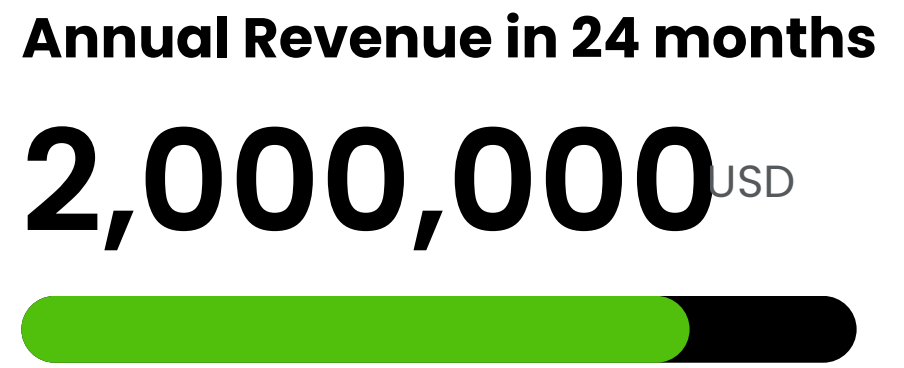
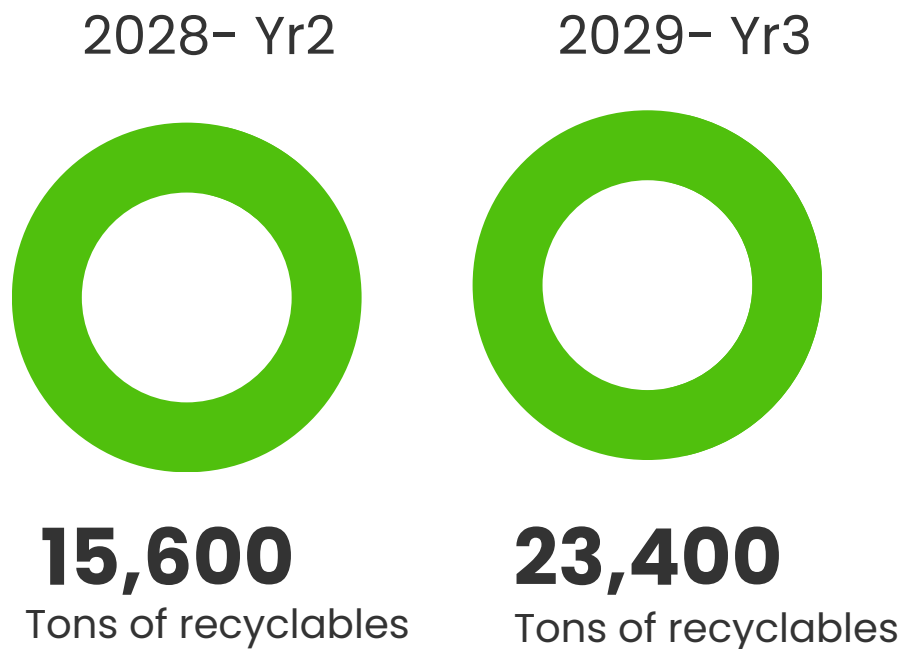
Partnerships/
Program
Manager

M.sc Chemistry,
2 years program
leadership exp.

We are raising \$1,500,000 to eliminate wastes & power Africa's Circular Economy



- Collection Infrastructure
- Innovation Deployment
- Tech. Production
- Processing machineries
- Land & Buildings
- User Acquisition
- Tech, Operations & Admin
- Working Capital



Work with ecobarter to



**Eliminate
Wastes**



**Create
Decent Jobs**



**Increase
Prosperity**



Thank You

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