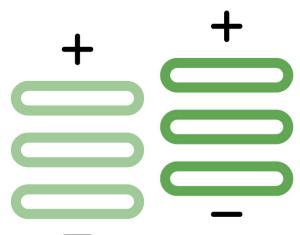


# Watt4Ever



**WATT4EVER**  
BATTERIES FOR LIFE

**GOLD AWARD WINNER**  
BELGIAN  
**BUSINESS AWARDS**  
FOR THE ENVIRONMENT  
2021-2022



The future of the  
**battery** is **circular**.  
We help you **power** it.

A photograph showing a factory floor with several workers wearing green protective suits and gloves. They are working on a long assembly line that appears to be handling or assembling large battery modules. The scene is industrial and focused on the manufacturing process.

# Massive influx of EV batteries: a challenge and an opportunity

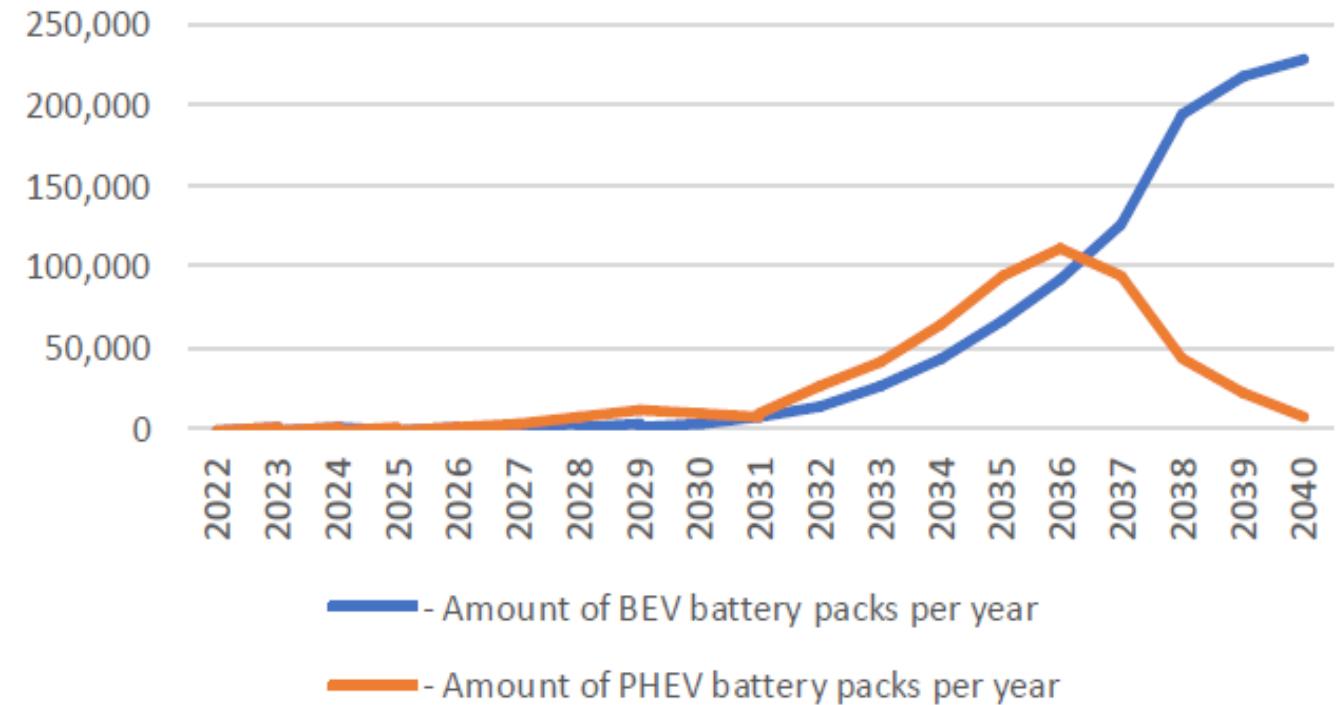
A challenge...

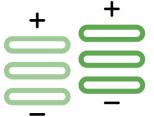
Need for services to ensure sustainable & circular end-of-life chain  
(remanufacture/reuse/recycle)

...and an opportunity

Need for affordable stationary batteries in industrial buildings for backup, renewable energy, grid services

Amount of EOL batteries per year





**WATT4EVER**  
BATTERIES FOR LIFE

# A second-life battery pioneer dedicated to circular economy



SL batteries built  
from used EV  
batteries



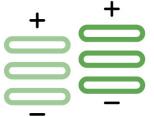
Repair/  
Reman/ Refurbish



Engineering,  
Monitoring,  
Optimization  
services



**GOLD AWARD WINNER**  
BELGIAN  
**BUSINESS AWARDS**  
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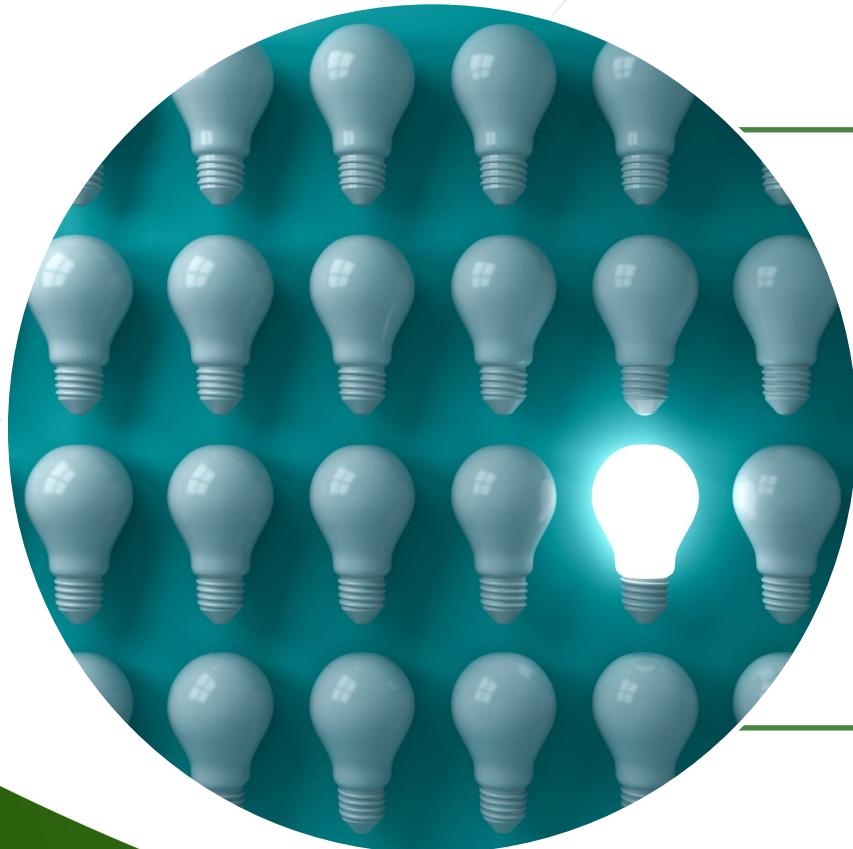


**WATT4EVER**  
BATTERIES FOR LIFE

We deliver affordable, sustainable, and tailor-made  
BESS solutions made in Belgium, for companies  
driven by circular economy.



# The USP of our products: Champion in environmental performance and smartness



Up to 80% less CO<sub>2</sub> and critical raw materials



Better financial performance, less investment risk



Top-tier technical performance



**WATT4EVER**  
BATTERIES FOR LIFE



# Battery as a Service by Watt4Ever

Innovative business model by Watt4Ever: Watt4Ever provides storage capacity as a service to its clients, who can use it for their own purposes.



The client benefits from storage capacity without having to worry about lifetime, maintenance or performance.



# Watt4Ever Facilities

- HQ: Brussels, BE
  - Factory: Limburg, BE
  - Storing
  - Testing
  - Dismantling
  - Assembly line for new batteries
- 
- ✓ Storage of batteries according to environmental norms
  - ✓ Trained HV technicians
  - ✓ Minimum waste approach



**Tom Vandenberghe**

ENERGY MANAGER AT DELHAIZE

“

*Due to the current environmental challenges, Delhaize makes sustainable innovation one of its priorities. Sustainability has been a fixture in Delhaize stores for years. But now Delhaize shifts up a gear and comes up with a first: the reuse of electric car batteries as a backup energy source for the store in the event of a power cut. To this end, Delhaize works together with Watt4ever who converts the batteries into sustainable energy storage systems for our stores.*

”

# Testimonials

## Reference clients



[Testimonial by Delhaize](#)

[Testimonial by OptiWatt and Indrani Lodge](#)



# A team of experienced founders...



**Aimilios Orfanos**  
Co-founder and director  
of ReVolta

- 10 years experience in energy management, energy markets



**Catherine Lenaerts**  
General Manager at  
Febelauto

- 25 years experience in e-mobility, circular economy, end-of-life vehicles, recycling



**Fredericq  
Peigneux**  
Founder and director of  
Shence Management

- 20 years experience in project management, environment & recycling



**Mark  
Adriaenssens**

- Founder and director of Out of Use & Circular.Brussels
- 25 years experience in recycling, repurposing & remanufacturing



**Daniël Boekel**  
Founder and director of  
Eco-Lithium

- 20 years experience in battery building, repurposing & remanufacturing

# ...and talented leaders

## Co-CEO: M. Aimilios Orfanos



- Mechanical Engineer, 10-year experience in energy storage and energy services in Elia and the Casino Group (FR). CEO of W4E since 2021.
- Portfolio: Sales, Product strategy, Innovation

## Co-CEO: under validation

- Commercial Engineer, 10-year experience in energy markets at Elia.
- Portfolio: Finance and Administration, Funding, Recruiting

## Chief Operations Officer: M. Niels Vandeput



- Mechanical Engineer, 8-year experience as lead testing engineer at Punch Powertrain.
- Portfolio: Production, Safety, Product Strategy

## Chief R&D Officer: M. Sebastien Massin (under validation)



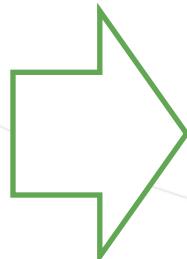
- Electrical Engineer, 10-year experience in battery design and development at ABB, GEMA.
- Portfolio: Product design, R&D projects



# W4E moving to the next level

## “Bootstrapped” mode:

- Lean approach
- Depending operationally on founders
- Market-driven approach to gain experience and understand market needs with as little cash-burn as possible



## Best-in-class and cost-efficient

- Company with internal know-how and own resources
- Best-in-class in product quality & cost-effectiveness
- Investment in process to increase competitiveness
- Diversified & standardized product offer, repeat-business client base.



**WATT4EVER**  
BATTERIES FOR LIFE



# 4 main mid-term strategical actions



Q4 2022-Q1 2023: Design & launch standardized “building block” product

- Transform offering from modules to “building blocks”
- Invest in industrial design
- Setup manufacturing process
- Cost: 30-60k€ + marketing costs

Q4 2022-Q4 2026: Invest in human resources with high technical skills

- Grow from 6 persons team composed of founders to up to 24 employees
- Process cost-efficiency & risk-reduction
- Create internal know-how
- Reinforce credibility & customer services
- Costs: 1,3M€-2,3M€/year in total

2023: Invest in own production capacity

- Relocate in own building
- Reduce costs by investing in tools
- Become cost-efficient champion for dismantling using opportunity from Horizon project
- In-house battery testing lab
- Estimated cost: 0,9-1,8m€, one-off

Q1-Q2 2023: Invest in R&D for BESS product

- Become product champion in terms of cost-efficiency, customer support & quality
- Invest in new product opportunities (smart chargers, swappable batteries for boats)
- 190k€ (one-off) + 270-500k€/year, largely paid for by subsidies



# Insights on second-life batteries in the press

- [Wall Street Journal](#): "Old Electric Vehicles are given a second life"
- [Vlaanderen-Circulair](#): "Hergebruik batterijen van elektrische auto's kan Vlaamse economie zes keer meer opleveren dan recyclage alleen"
- [De Tijd](#): "Afgedankte autobatterij kan dienen als thuisbatterij"
- [Nieuwsblad](#): "Economie wint fors bij hergebruik zonnepanelen en batterijen elektrische wagens"
- [VITO](#): "Reusing car batteries: necessary, but complex"
- [Bloomberg](#): "EV Battery Prices Risk Reversing Downward Trend as Metals Surge"



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### SUSTAINABLE BUSINESS

## Old Electric-Vehicle Batteries Are Getting a Second Life

Auto makers like Nissan and Renault are using retired batteries to build large-scale energy-storage systems



# Watt4Ever in the press

- [Kanaal Z](#)
- [Agoria](#): “Re2LiVe-paneldebat over uitdagingen en kansen van afgedankte batterijen uit elektrische voertuigen”
- [FEB/VBO](#): “Watt4Ever, gagnant des prestigieux Belgian Business Awards for the Environment”
- [Trends](#): “Watt4Ever wint Belgian Business Award for the Environment”
- [Vlaamse Ondernemers](#): “De energieopslagplaats van de toekomst: een gerecycleerde autobatterij”
- [LN24](#): “La Belgique se relance, la transition économique en Flandre”
- [Auto Recycling World](#): Watt4Ever wins the golden environmental BBAE award 2022 from the VBO-FEB



# Strong points

## Established know-how

**Developed and tested** battery system technology, proven in different client contexts

Know-how in dismantling & testing of batteries built from managing **hundreds of battery packs over 2 years**

## Best positioning to allow scale-up

Coverage of the entire battery value chain **mitigates sourcing risks** & allows to capture more value

Dismantling & testing services allow for **diversification of revenue**

## Exponentially growing market

Waste batteries management industry to **grow multifold** over next few years

Watt4Ever has a strategical positioning, creating **value by combining experience from 3 different industries**

## Competitive product

Watt4Ever already has a competitive product, and a plan to position it at **30% less cost for clients compared to competition.**



Contact

[info@watt4ever.be](mailto:info@watt4ever.be)

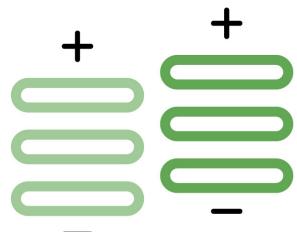
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**WATT4EVER**  
BATTERIES FOR LIFE

The future of the  
battery is **circular**.  
We help you **power it**.