



Ecopath

Developing a circular economy for cartridges in Nigeria.

<https://ecopath.page/>

The problem

- Millions of single-use cartridges are imported into Nigeria every year; cheap ones often contain toxic inks or toners.
- Empty cartridges are disposed of into the environment.
- Open burning of empty cartridges is common; this creates air pollution and makes the food cooked that way toxic.



Our solution

Producing remanufactured cartridges with the following characteristics:

- Lowest price, as our production costs are low.
- Best quality, as we use reusable components from original equipment manufacturers and high quality components imported from Japan.
- Non-toxic inks made from soya oil instead of petrochemicals.
- Zero waste to landfill, as we recover cartridges from our customers to either remanufacture or recycle them with our local partner.

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Our target market

1. Tertiary educational institutions
 - A large market - there are 2 million students in 174 universities in Nigeria and many more in 564 other tertiary educational institutions.
 - Easy to reach through Committee of Vice-Chancellors (CVC) and National Board of Technical Education (NBTE).
 - The price is often the deciding factor.
 - The market is active all year round.
2. SMEs specialising in cartridge sales



Our achievements

- We've signed two contracts with Wako, our partners in Japan.
- Our sample cartridges are being tested by CVC and NBTE; they are impressed with the quality.
- 29 out of 738 tertiary educational institutions in Nigeria (i.e. 4% of the market) are already expecting to purchase duplicator cartridges supplied by Ecopath in the near future.
- We've assembled a stellar team of talented, environmentally minded people.

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Our team



Lateef Salami, CEO



Gbenga Hussein, CFO

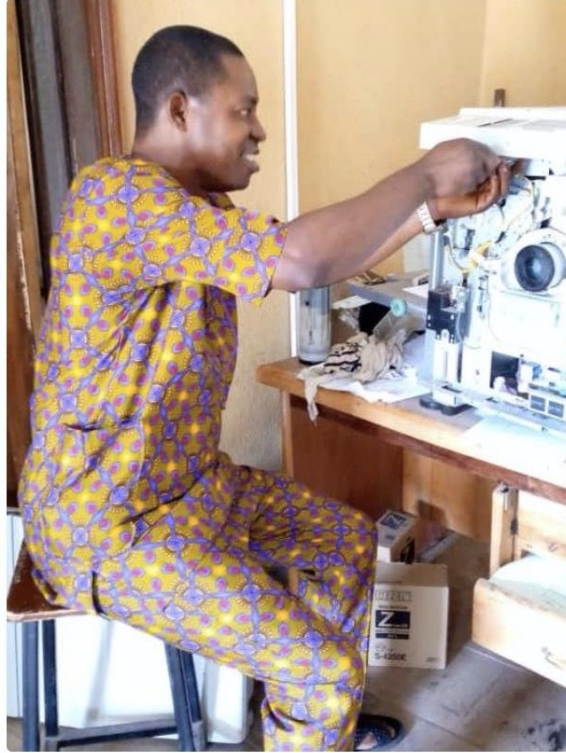


Philip Ishaku, CTO

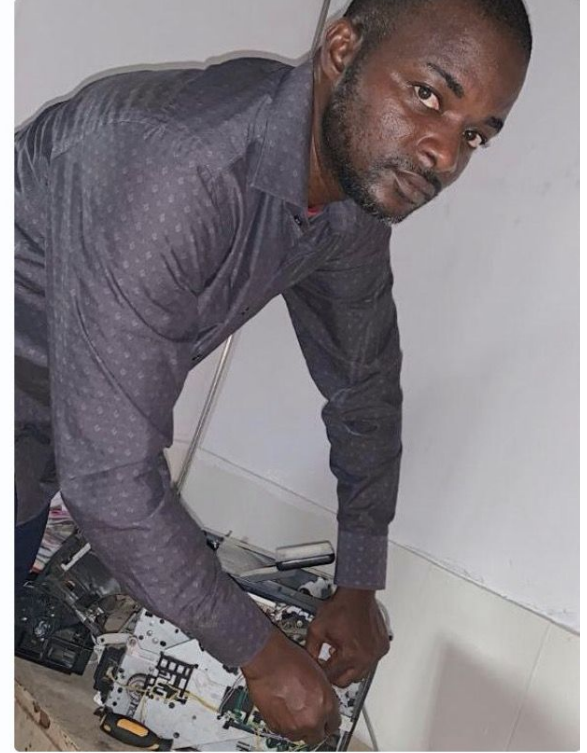
Our team



**Dayo Oladele, RSM in
Aba, Abia State**



**Bode Onileowo, RSM in
Abuja, Nigeria's capital**



**Biodun Olanrewaju, RSM
in Lagos, the largest city**

Funding required

- Ink refilling machine imported from Wako - USD 6,358 (already pre-paid)
- Imported raw materials imported from Wako to produce 1,800 ink cartridges (initial payment is 60% of the total USD 13,968) - USD 8,381
- Freight, custom duties, import licence and documentation, port charges and insurance - USD 3,000
- Miscellaneous expenses for logistics and to set up the workspace - USD 619

Total: USD 12,000

We are looking for people able to loan us between USD 1,000 and 12,000 for a one year loan at 10% yearly interest rate.





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For more information, see ecopath.page/businessplan