

Sustainable Battery Recycling & Exchange

One-line description:

EcoTech is developing a battery recycling and exchange service to help EV and micromobility operators manage end-of-life lithium-ion batteries with safe collection and a cost-saving refurbishment process.

Key KPIs: 20 t/yr pilot (Tallinn) - 65% recovery target - 50-70% CO2 reduction vs landfill

Process: Battery Collection -> Safe Discharge -> Recycling & Material Recovery ->

Battery Exchange / Refurbishment -> Reuse in EVs & E-scooters

Market (illustrative): Rising EV and scooter adoption across Estonia/Baltics increases end-of-life battery volumes and demand for compliant recycling.

3-Year Financial Projection (Realistic):

Year 1: Revenue EUR 300k, Net EUR 80k

Year 2: Revenue EUR 420k, Net EUR 130k

Year 3: Revenue EUR 550k, Net EUR 200k

Team:

Waqar Lund - Founder & CEO (PGD Sustainability; NEBOSH & OSHA certified)

Muhammad Saleem Lund - Co-Founder & CTO (20+ years in battery & energy systems)

Compliance: EU Battery Regulation; Estonian Waste Act; EIA & permits planned.

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