



ENERTRADE

“TRADE THE BATTERY
POWER THE FUTURE”

PRESENT BY QUANG, DUC AND AN



TODAY PITCH

1 PROBLEMS

2 SOLUTIONS

3 ROAD MAP

4 SCALABILITY

5 FINANCIAL PROJECTION

6 CALL FOR ACTION

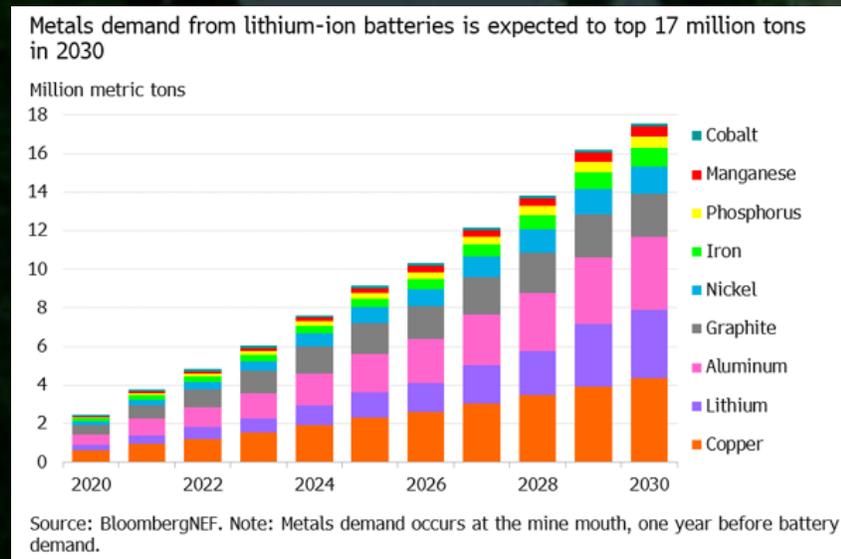
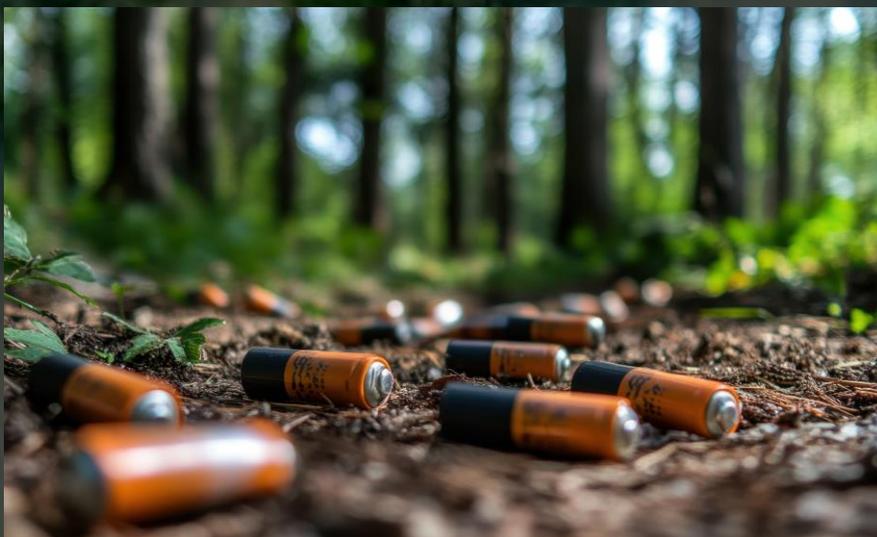


PROBLEM

CSIRO - Lithium-ion battery waste alone is increasing at an annual rate of 20%, and by 2036, it is projected to exceed 136,000 tons.

Wall Street - 40% of the total climate impact caused by the production of lithium-ion batteries comes from the mining process itself.

WHO - 62 million tonnes of E-waste were generated in 2022, but only 22.3% of this waste was documented as formally collected and recycled



Problem

Solution

Roadmap

Scalability

Financial

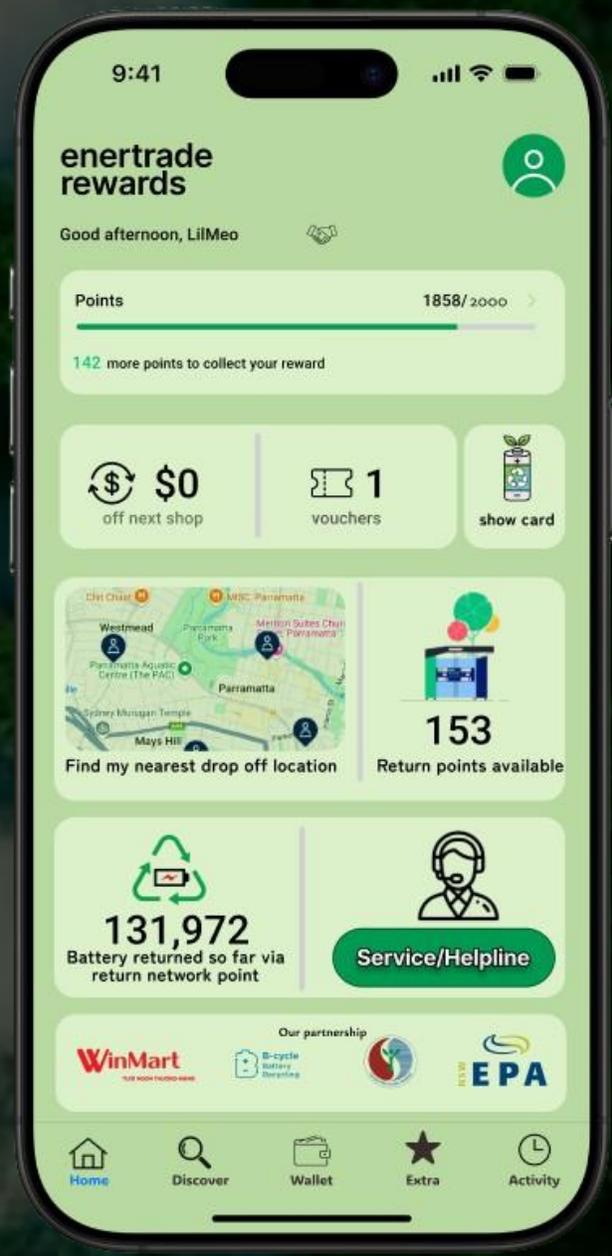


SOLUTION



OUR MISSION

- Create a convenient and accessible collection method
- Educating consumers the essentiality of battery recycling
- Cut down 70 millions small batteries out of 240 millions in the landfill every year



SCAN TO
DOWNLOAD





Step 1



Scan or Sign in

Step 2



Drop Off Battery

Step 3



Receive Rewards

Start

Language 

Help/Info 

Select Your Options

Batteries



Electrical Component



Total	0
Batteries	1
E Component	0

DONE



Select Your Options

Batteries



Electrical Component



Total	0
Batteries	0
E Component	0

DONE



10%
DRINK VOUCHER

Select

15%
2 ITEM PURCHASE VOUCHER

Select



Mystic Dragon a collection

Select



Water Friends Adventures collection

Select

Phone Numbers:

to receive receipt

Phone Number:




Number of batteries counted

001

Help/Info 

RECYCLING PROCESS



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ENERTRADE ROADMAP

2025-2030



EARLY STAGE OPERATION

- Operating in HCMC via collection point and app
- Funding from the government



REGIONAL EXPANSION & GIG OPPORTUNITIES

- Set up more collection points across the country
- Build a GIG economy via Enertrade app



EXPAND TO SOUTH EAST ASIA

- Expand to Singapore and Thailand
- Establish a battery separation facility



GLOBAL EXPANSION

- Governmental alliance between Australia and Vietnam



"ENERTRADE" RECYCLE BATTERY

- Launch of Enertrade - branded recycled batteries



2025



2026



2027



2029



2030

SCALABILITY AND IMPACT

**PHASE 1:
DOMESTIC GROWTH**

300 collection points by Year 2

Enertrade App for pickups, tracking and incentives

2 recycling plants with 85% material recovery efficiency

Outcomes:
30% of household batteries collected by Year 3

Profit milestone by Year 2, \$7M revenue by Year 3

**PHASE 2:
REGIONAL EXPANSION**

100 collection points in Thailand & Indonesia by Year 4

Hub-and-Spoke Model: Local sorting, centralized processing in Vietnam

Partnership: Collaborate with government, NGOs, and Australian (B-Cycle)

Outcomes:
20% market capture in Thailand/Indonesia

Regional revenue: \$10M by Year 5

**PHASE 3:
DIVERSIFICATION**

Recycled batteries: Eco-friendly, 20-30% cost savings by Year 5

E-Waste recycling: Expand into phones, laptops EV batteries

R&D Investments: Focus on new recycling tech, green innovations

Outcome:
\$13.5M revenue by Year 5

Leadership in circular economy



FINANCIAL PROJECTION

Year	Revenue	Costs	Net Profit	Gross Margin	Key KPIs
Year 1	\$3M	\$2.35M	\$650K	44%	Burn Rate: \$196K/month
					MRR*: \$125K -> \$441K/month
Year 2	\$4.7M	\$3.535M	\$1.165M	57.5%	Runway: 12.75 months
					MRR: \$292K -> \$508K/month
Year 3	\$7M	\$4.675M	\$2.325M	64%	LTV**: \$150 -> \$250
					Churn: 5% -> 4%

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CALL FOR ACTION

\$1M

For

15% ownership

- Collection point machine
- Customer reward
- Partnership

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TEAM

EnerTrade



CFO Minh Duc Ngo
B. Commerce
(International Business)



CEO Le Quang Nguyen
B. Mechanical/M. Biomedical
Engineering



CTO Thai An Dang
B. Mechatronic Engineer/
Computer Science



ADVISORS



Duy Hung Nguyen
Director of Business Department
at Power Engineering Consulting
Joint Stock Company 2



Karl Adderley
Waste Project Officer
at Liverpool City Council



Van Thanh Ngo
Deputy General Director
Building Consultant Thinh Long



Nathan (Nhan) Phan
Co-founder Career Mentor



Trung Nguyen
Business Services Manager
at UHY Haines Norton Sydney





THANK YOU

FOR YOUR TIME AND ATTENTION
JUDGES AND AUDIENCE

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