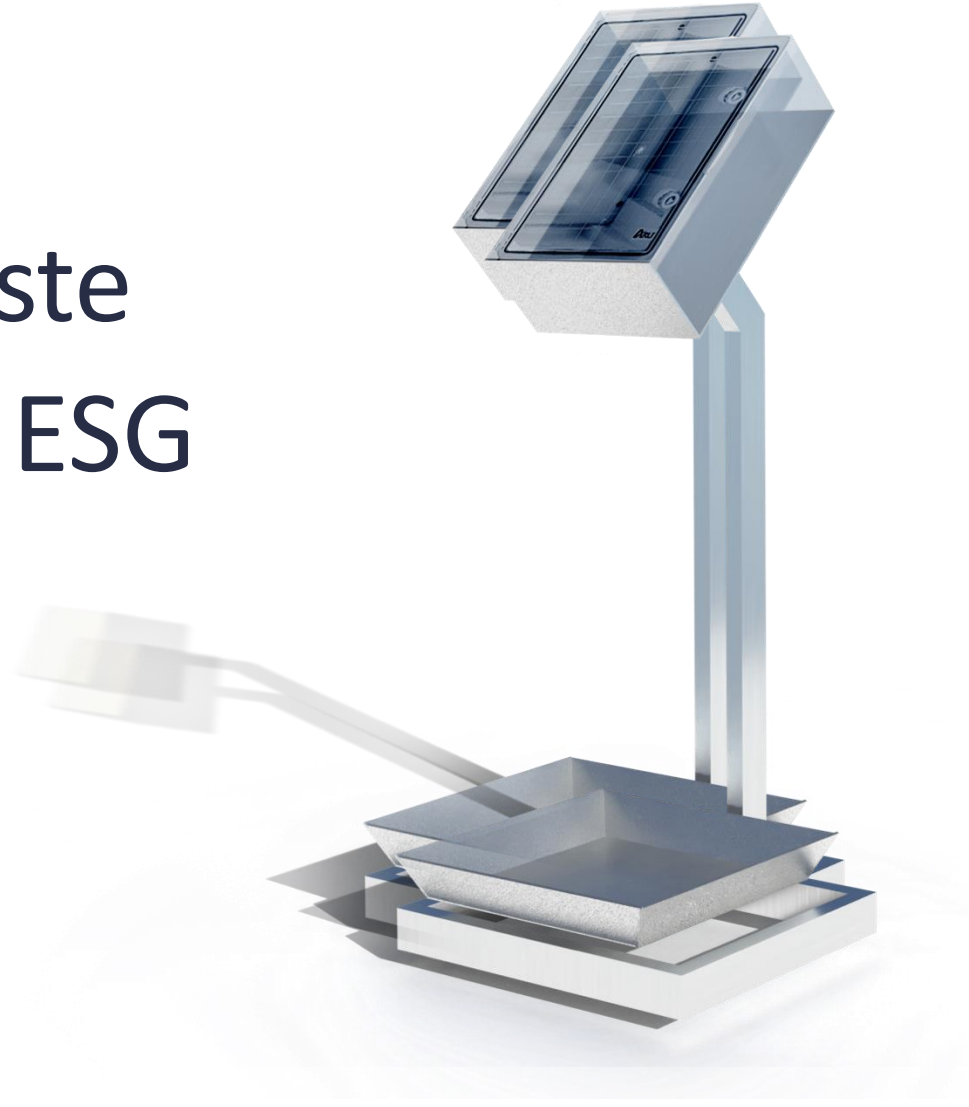




RECYCGLOBE™ - TECHNOLOGY-DRIVEN WASTE MANAGEMENT SOLUTIONS FOR ESG COMPLIANCE

Transforming Waste Management for ESG Excellence



Invest in Real Data: Achieve Real Results

We support businesses with smart waste monitoring, real-time analytics and comprehensive ESG reporting.

The ESG Compliance Challenge

50,000+ Companies

EU businesses now required to provide comprehensive ESG reports under new legislation

€10M Fines

Maximum penalties for non-compliance with environmental reporting standards

Administrative Burden

High costs and complex data collection requirements strain resources

The Cost of Assumptions

Non-compliance threatens funding access and damages corporate reputation, making accurate waste data collection more critical than ever for European businesses.

Inaccurate Reporting

Lack of precise data compromises reporting accuracy.

Limited Emissions Reduction

Without accurate data, emissions reduction efforts are hindered.

Eroded Stakeholder Trust

Unreliable data undermines stakeholder trust in sustainability claims.

DESFA operates in both office and technical facilities → diverse waste streams

RECYCSPOT: Complete Automation Solution

Smart waste sorting stations with advanced IoT sensors

User identification via RFID

precise weighing systems

SaaS platform for real-time data collection and automated reporting

Reward and gamification to drive sustainable behaviours

Precision in Every Step



Our integrated platform combines cutting-edge IoT technology with comprehensive data analytics:



Real-Time Data Capture

Track weight, material type, and volume for accurate waste management.



Comprehensive Emissions Analysis

Measure Scope 1, 2, and 3 emissions for complete transparency.



Actionable Insights

Gain clear data-driven insights for optimized waste management.

Experience transparent accountability, cost reduction through real-time monitoring, and seamless ESG/CSRD compliance reporting.

Simple 5-Step Process

01 User Registration

Register on RECYCSPOT platform and receive personalised RFID identification card

02 Arrival at Station

Approach recycling point and place waste bag on integrated weighing station



03 Identity Verification

RFID card activates console system and identifies user automatically

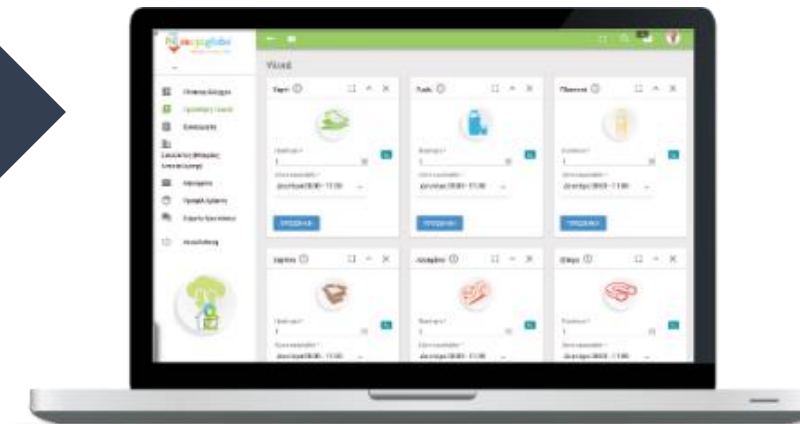
04 Waste Processing

Waste is precisely weighed, categorised, and deposited into appropriate collection bin



05 Data & Rewards

Data transmitted via GPRS to platform, reward points credited to user account



Advanced Technical Specifications



Core Technology

STM microcontroller with LCD display, supporting up to 80kg maximum weight capacity



User Interface

Voice guidance system (60 dB) for intuitive operation and accessibility



Connectivity

RFID reader (13.56 MHz), Wi-Fi/GPRS modem (2G) for seamless data transmission



Metal kiosk

is a **modular steel recycling housing unit** designed to accommodate 1100-liter wheeled bins for separate material streams (paper, plastic, glass, metal). It is built with **steel beams and anti-corrosion protection**, ensuring durability and long-term outdoor use.



Robust Housing

Steel frame kiosk (1520×1120×1320 mm) with electromagnetic lock and master key access

Sustainable Revenue Model



Hardware Sales

Complete RECYCSPOT units including console systems and durable metal kiosks designed for long-term deployment



SaaS Subscriptions

Recurring annual platform fees providing continuous access to real-time analytics and compliance reporting tools



Advisory Services

Expert compliance consulting and implementation support to maximise ESG performance and regulatory adherence

Revenue Stream	Type	Pricing Model	Assumptions	Year 1 Potential (€)
RecycSpot Hardware	One-time / Leasing	€1,000 per device	50 devices/year	€50,000
SaaS Subscription	Recurring	€200/month per site	50 sites × 12 months	€120,000
ESG Reports & Analytics	One-time / Package	€500–1,500 per report	30 reports/year	€30,000
Data Marketplace	Recurring	€100/GB or per KPI	10 corporate clients	€12,000
Support & Installation	One-time + SLA	€300 per project	20 projects/year	€6,000

Five diversified revenue streams create multiple touchpoints with enterprise clients, reducing dependency risk whilst maximising value extraction from each deployment.

RecycSpot Proof of Concept

We propose a comprehensive 6-month multi-site Proof of Concept with DESFA to validate RecycSpot's effectiveness across your diverse operational environments requirements.



This strategic pilot will demonstrate real-world impact whilst generating essential data for your ESG and CSRD reporting requirements.

Office Building

Monitor common recyclables including paper, plastics, and metals in high-traffic corporate areas

Technical Facility

Track specialised waste streams such as oils, batteries, and industrial filters in workshop environments

High-Visibility Site

Optional deployment featuring reward-based recycling to drive staff engagement and behavioural change

Investment Required: €18,000–22,000

Comprehensive package including 2-3 RecycSpot consoles with IoT sensors, 6-month SaaS licences, complete setup and training, ongoing monitoring, and detailed ESG/CSRD reporting deliverables.

Programme Benefits

- Comparative performance data across different building types and usage patterns
- Real-world ESG and CSRD reporting metrics in diverse operational contexts
- Clear ROI evaluation for informed scaling decisions across your entire portfolio

Building the Circular Economy Hub

RecycSpot is not just a waste management tool– it is a transformation tool and a true Data Enabler.

Cost Reduction

Operational efficiency through
real-time monitoring

Stakeholder Engagement

Enhanced citizen and
employee participation



ESG Compliance

Automated CSRD reporting and
regulatory adherence

Sustainability Impact

Measurable environmental
improvements

“We invite DESFA to partner with us in a 6-month Proof of Concept to validate RecycSpot’s impact across different facilities and to transform the environmental impact with transparent, data-driven waste management solutions .”

Customer Segments & Pricing Strategy

Our dual-market approach targets both private enterprises and public sector organisations, each with distinct pricing models aligned to their procurement processes and ESG compliance requirements.



B2B Private Enterprises

Target Clients:

Hotels, factories, retail chains, logistics centres

Core Need:

CSRD compliance and CO₂ reduction targets

Pricing:

€200-500 monthly SaaS per site plus ESG reporting fees



B2G Public Sector

Target Clients:

Municipalities, schools, public services

Core Need:

EU waste targets and circular economy goals

Pricing:

Project-based contracts with annual maintenance SLAs

Revenue Differentiation Strategy

B2B Subscription Model

- Monthly SaaS per site (€200–500)
- ESG report fees per KPI delivered
- Data marketplace licensing for consultants

B2G Project Contracts

- Comprehensive project fees (hardware + software)
- Annual maintenance with guaranteed SLAs
- EU Green Fund financing options available

Our Competitive Edge



Integrated Solution

Complete Hardware + SaaS offering eliminates vendor complexity and ensures seamless operation

Real-Time Analytics

Live IoT data enables accurate ESG reporting and immediate operational insights

Reward Innovation

PAYT & RAYT programmes drive user engagement and sustainable behaviours

System Interoperability

High compatibility with existing ERP and ESG software platforms

Real data → Real impact → Real results

Massive Market Opportunity

€35B

Global ESG Market

Total ESG solutions market
value in 2023

€7-8B

European Market

ESG technology market
opportunity across EU

€70-120M

Greek Market

Combined software,
hardware, and services
opportunity

**50K+
Target Businesses**

Greek companies requiring ESG-compliant waste data

Driven by funding requirements, tender specifications, and competitive positioning needs across European markets.

