Who is 4Square Return?

... and what is our Nigeria Project?

Presentation on E-Waste Seminar
Lagos, Nigeria, December 2, 2014
Part 1: Who are we?

- Product Portfolio
- Corporate Structure
- Business Model
- Circular Flow Economy Model
- International Clients
- Global Presence
Marketing Integrated Services
Design and implementation of powerful, globally established sales and marketing programs

Collection & Take Back Services
Customized take back solutions for outdated equipment ensuring compliance with international legal requirements

End-of-Life Services
Environmentally sound recycling solutions regarding certified WEEE disassembly and secondary raw material generation according to highest certification standards

Asset reManagement Services
Obtain the highest remarketing values in compliance with secure data wiping and WEEE-compliant disposal

4SquareReturn is a holding company of
Corporate Structure of 4Square Return

50%  
Environmental Compliance Consulting

100%  
Marketing Integrated Services

80%  
Collection & Take Back Services

50%  
Asset Management Services

12%  
Certified WEEE Disassembly Units

Metal Separation & Concentration Mines

EOL Recycling & Raw Material Generation
We are a One-Stop Compliance Consulting and Fulfillment Provider for Global Take Back Solutions uniquely offering 4 Business Fields out of one hand:

- **Marketing Integrated Services** for „Business-driven“ Customers
- **Take Back Services** for „green“ Customers
- **EOL Recycling Services** transform Products into Raw Materials
- **Asset reManagement Services** give Products a „second Life“
Our International Clients

We proudly serve the "Who-Is-Who" in the Electronics Industry ... and some more:

Amazon
Apple
Canon
Digital River
GE
Hewlett-Packard
IBM
Lenovo
LGI
Microsoft
Nest Labs (Google)
Nikon
Plantronics
SIEMENS
Sony
T-Systems
Zeiss
Our Geographic Presence

4SR Global Headquarters
Holzgerlingen, Germany

GTR² Office
Rottenburg a.d.L, Germany

1CC Office
Milano, Italy

1CC + TP Office
Dallas, USA

ZeBe Liberia LLC.
Paynesville, Liberia

SSPU Office
Shanghai, China

EMEA Partner Network
Part 2: ... and what is our Nigeria Project?

- Vision
- Contribution
- Strategy
- Operational Plan
- Summary
Our **Vision** is to partner with **environmentally, health & safety conscious e-waste recycling facilities**

to ensure **professional refurbishment and dismantling in Nigeria**, serving as a role model

and

**to develop take-back-schemes** for the Nigerian market for waste electronic devices, serving the country.
Contribution

As 4Square Return has many valuable contacts to key players in electronics manufacturing (e.g. HP, Acer, Dell, Samsung, LG, etc.) it will be feasible to present take-back options to interested parties with longstanding experience within Nigeria.

4Square Return will establish contact to possible Nigerian partner companies to broaden our network of transportation, e-waste dismantling & recycling and export facilities meeting national as well as international regulations and standards.
Our **Strategy** is to foster the expansion of an environmentally sound and healthy **recycling network throughout Nigeria**. We intend to collaborate with various project partners in the field of e-waste collection, dismantling and recycling.

It is our intention to collect e-waste material, to dismantle it in a local **Nigerian recycling facility** and to **export** the sections afterwards to Europe where highest environmental standards in smelting are prevalent. We intend to **conduct as many environmentally sound recycling steps locally as possible**.
Operational Plan (I)

Our project team will establish contact to possible Nigerian partner companies to broaden our network of transportation, refurbishment & dismantling facilities.

By relying on existing partner companies, contribution to local job creation is ensured. The workers will be equipped with all necessary protective clothing, tools and machinery relevant for handling and dismantling of e-waste.
Operational Plan (II)

Beyond, we will hold training sessions for informal workers of the recycling sector with regards to health, safety and potential hazards in the context of e-waste processing. We will thereby take the opportunity to identify possible workers for our recycling facility during training sessions.

Selected workers will benefit from additional training on all aspects of dismantling and strong focus on health and safety at work. Subsequent on-the-job training will be assured.
Operational Plan (III)

Initially, 4Square Return will collect e-waste from interested companies and authorities. Extension to other users (like private end users) is envisaged.

Furthermore, close exchange with Nigerian authorities over time is envisaged and outcomes and findings of 4Square return will be shared and provided.

With an international project team, we create cross-border win-win situations.
Summary

Global E-waste recycling companies like 4Square Return can be a **valuable contribution** to the professionalization of the Nigerian recycling sector and to promote the creation of positive spillover effects for the whole industry by taking the existing **informal structures** into account.
In the **Future** 4Square Return can contribute
to local **capacity development** in e-waste recycling
by **reinvesting** profit in local shredding and sorting facilities.

Over time, growing e-waste streams can be handled and processed,
also from the informal sector.

The informal sector will therefore be professionalized.
Questions?

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... just contact:

... we're looking forward to hearing from you!
Backup Slides
Our Compliance Consulting and Fulfillment Services cover the whole Product Lifecycle

... by supporting both fundamental collection incentives for taking used or end-of-life products out of the market:

... and by offering both fundamental treatment alternatives for used equipment and WEEE (Waste Electric Electronic Equipment):

for „Business-driven“ Customers
for „green“ Customers

give Products a „second Life“
transform Products into Raw Materials
Our Sales and Marketing Programs for „Business-driven“ Customers

... how our Business 1 capitalizes on the Circular Flow Economy Model

... smartly combine sales of new products

... with the take back of used equipment

Business 1: Marketing Integrated Services

Consulting + Fulfillment

TechProtect
Our customized Collection and Take Back Solutions for „green“ Customers

... how our Business 2 capitalizes on the Circular Flow Economy Model

Business 2: Collection and Take Back Services

Consulting 1cc • compliance consulting + Fulfillment TechProtect

... treat EOL-products in full compliance with international legal requirements
Our Asset Remarketing Services

Circular Flow Economy Model

... how our Business 3 capitalizes on the Circular Flow Economy Model

... in obtaining the highest Remarketing values

... while ensuring 100% data security and WEEE-compliant disposal

Business 3: Asset reManagement Services

Consulting + Fulfillment
Our environmentally sound WEEE Stream Recycling Solutions

transform Products into Raw Materials

… with additional value generation through Urban Mining Technology

by treating them in certified WEEE disassembly units

Business 4: EOL Recycling & Raw Material Generation

Consulting + Fulfillment

ZeBe-GLOBAL
... how it all uniquely comes together on the Circular Flow Economy Model as a One-Stop Take Back Solution:

We fully cover our Customers’ Take Back Obligations along the whole Product Life Cycle as a “Single Point of Contact“ by synergetically combining the core competencies of ...