



# E-TERRA

Technologies  
*eterra.com.ng*



## COMPANY PROFILE

ECO-FRIENDLY ELECTRONIC WASTE RECYCLING & DATA DESTRUCTION

GO GREEN, GO E-TERRA...

E-TERRA 4 E-WASTE



# About Us

## BACKGROUND

Through the years, electronic waste management in Nigeria has been performed in manners that pose significant threat to human life and the ecosystem. Hazardous and non-hazardous electronic waste (e-waste), after being stripped of some components, is burned in open fires and discarded at makeshift dump sites, causing considerable damage to the surrounding ecosystem. Useful components are then exported to foreign refineries, thus relinquishing local employment and empowerment opportunities.

## INTRODUCTION

E-Terra Technologies Limited is a pioneering company into the eco-friendly management of electronic waste (e-waste); recycling, refurbishing, and data destruction of storage devices in alignment with the global vision of a greener planet. Our key area of specialty is the eco-friendly management of e-waste using integrated state-of-the-art technologies. The company is registered and partners with Lagos State Environmental Protection Agency (LASEPA) and other national & international environment regulatory agencies/institutions.

Our core business is the effective, eco-friendly management of e-waste utilizing cutting-edge technologies ameliorating the regional and global problem of improper handling. We therefore adhere towards the professional handling and treatment of non-hazardous e-waste material.

We utilize a dynamic framework that caters for the end-to-end process involved in the safe and effective management of e-waste; protecting against the devastating environmental impact of the lack of professional recycling. Electronic and electrical waste management is a robust industry that offers great opportunities for investment. E-Terra Technologies Limited is progressively breaking new frontiers to pioneer the industry in Nigeria and the West African region.

The goal of the organization is to become a distinguished leader of professional e-waste management in Nigeria; with an estimated yearly increase of 20% in supply capacity being processed locally in our pioneering material recovery facility situated in Lagos. We are proud to express that our operations are spearheaded by a team of responsible, knowledgeable and highly skilled personnel; a majority of whom are captains of industries internationally recognized.

# Our Vision



"Our vision is to be the leading, eco-friendly, highly effective and profitable end-to-end electronics waste (or e-waste) manager in West Africa by 2026, commencing from Nigeria."

# Our Mission

- "To change the prevailing negative trend of e-waste management in Nigeria and West Africa and bring it up to par with the best international standards and engage in e-waste collection and disposal procedures that are strictly eco-friendly".
- "To assist organizations operating within Nigeria and West Africa prevent identity and intellectual property theft by helping them permanently destroy all unwanted sensitive data containing devices like hard drives, tapes, CDs, and more in an environmentally friendly manner"
- "To efficiently assist companies decommission their I.T assets with minimal business distraction"
- "To assist environmentally friendly organizations refurbish their near-end-of-life electronic devices for reuse or donations as part of their corporate social responsibility (CSR)"





# Our Objectives



Our business objective is to expand our supply capacity by liaising with public and private institutions with the sole aim of managing their e-waste. We also seek to establish an alliance with SME's i.e. informal e-waste handlers and International buyers to further expand our supply volume and also reduce the level of pollution that is caused by improper e-waste management.

**PROCULTURE:** Emulating Nigerian culture professionally;

**ENVIRONMENTAL SUSTAINABILITY:** Our responsibility to protect and preserve the environment;

**PERSEVERANCE:** Maintaining environmental protection and customer satisfaction;

**DILIGENCE:** Commitment to constant improvement;

**ACCOUNTABILITY:** Professional responsibility for all decisions and actions;

**C- CREATIVITY:** Open-minded thinking in service delivery.

# Our Core Values



# Key to Success



*E-Terra Technologies Limited's keys to success include:*

*-Partnering and creating strong alliances with authorities and informal servicemen;*

*-Maintaining clean processes and practices to boost customer confidence;*

*-Provision and maintenance of excellent customer service;*

*Growing and maintaining a strong relationship with customers.*

# Our Team

**T**ogether  
**E**Terra  
**A**chieves  
**M**ore



Our operations are spearheaded by a team of responsible, knowledgeable and highly skilled experts from all walks of life ranging from information Technology, Telecommunication, Process Engineering, Engineering Managers at various level bringing on board with them cumulatively over 50 years of industry wide exposure.

## **MR. IFEANYI OCHONOGOR (CHIEF EXECUTIVE OFFICER):**

Ifeanyi is our Chief Executive Officer (CEO). A serial entrepreneur and pioneer initiator of first Electronic Waste Recycling Management Company in Nigeria.

He is in charge of setting and updating company strategy and direction, maintaining company's culture, building and leading the senior executive team and allocating capital to company priorities.

Ifeanyi is very strong on high-level business development, strategic performance management, operational audit, relationship management, organizational quality assurance and control amongst others.

He is an alumnus of Glion Institute of Higher Education, Glion, Switzerland and University of Coventry where he bagged United Kingdom Postgraduate Higher Diploma in Hospitality Management and Bachelor of Arts in Law.



**MR. IFEANYI OCHONOGOR**



## Our Team

### Mr. Ernest Onwubu (Director of Finance)

Ernest Onwubu is our Director of Finance.

Before joining E-Terra, he was the Group Chief Financial Office of PFL Engineering services Limited where he was instrumental for initiatives that contributed to excellent financial performance of PFL Group.

Prior to this he held several key positions in Air Nigeria Development Company (Virgin Nigeria Airways) as Treasury Manager and later Head of Finance. He also worked with Global Energy Company Limited (an oil and gas exploration and production company) as a Financial Analyst.

Ernest is a Chartered Accountant with over 15 years accounting experience in Aviation and Oil & Gas (Upstream) companies. He is an associate member of Nigeria Institute of Management (NIM).



**MR. ERNEST ONWUBU**



**MR. ANTHONY AKAM ITA**

### Mr. Anthony Akam Ita (Business Development Manager)

Anthony Ita is our Business Development Manager. International Finance Corporation (IFC), World Bank, Accenture, Phillip Consulting, CEFE, GTZ and Nextzon trained professional with over 15 years practical experience researching, transforming, building and operating World Class businesses & projects.

He holds a Bachelor's Degree in Petroleum Engineering from University of Port Harcourt and Certificate in Entrepreneurship & Management from the Lagos Business School (Pan African University); coupled with very extensive professional training (local & international) in market research, business planning, organizational strategy development, company start-up, financial modelling, fund-raising, sales & marketing, projects & performance management and more.

Anthony is an intellectual with very vast background and work experience, coupled with strong creativity, organizational, analytical, business development, financial, business process, task, time and people management skills including viral problem-solving mind set.



# Our Team



## Mr. Patrick Inoh (Plant Manager)

Mr. Patrick Inoh is currently our Plant Manager. He is an alumnus of Lagos State Polytechnic where he successfully acquired a Higher National Diploma in Chemical Engineering.

His certifications include an Advanced Diploma in Accounting and Peachtree, National Business & Technical Certificate and Environmental Health & Safety 2&3 from the Chartered Institute of Environmental Health.

Before Joining E-Terra Technologies Limited, Mr. Patrick Inoh worked as a Plant Manager with Nivafer Steel Construction Company and Laboratory Technologies and Dunlop Nigeria Ltd.



Mr. Patrick Inoh



Mrs. Blessing Onuoha

Mrs. Onuoha Blessing is a Consummate Human Resource Licensed generalist. A Member of the Chartered Institute of Personnel Management of Nigeria (CIPM), and an Associate of the Nigerian Institute of Management Chartered (NIM).

She is an alumnus of Babcock University and University of Lagos (Unilag) where she acquired a degree in Humanities and a Master's degree in Industrial and Labor Relations (MILR).

She was Assistant Human Resource Manager with Charisma Consulting firm and in 2010 joined EKO Corp Plc (The Eko Hospitals) where she worked as Human Resource Deputy Group Head. In 2016 she joined E-Terra Technologies Limited as the Human Resource Manager.

# Our Professional Service Offerings



E-Terra Technologies Limited provides professional e-waste collection, pre-processing and eco-friendly materials recovery and destruction services for corporate and individual clients.

## **E-WASTE COLLECTION**

"E-Terra provides an effective collection process that allows for easy movement of electronic waste from our clients to our processing site. Our clients are not burdened with the responsibility of bringing their waste to our facility. Our clients are encouraged to register with us on our website ([www.eterra.com.ng](http://www.eterra.com.ng)) for better service provision."

## **PRE-PROCESSING**

We evaluate and sort waste for our clients; providing a detailed report on electronic waste that can be refurbished and/or recycled.

## **MATERIAL RECOVERY**

We run an operational Material Recovery Facility (MRF) that processes e-waste for the decomposition of hazardous materials like lead; and raw materials including plastic, copper, tin and zinc.

## **IRREVERSIBLE DATA DESTRUCTION SERVICE**

This process involves using high techniques in destroying information contained in a storage media (hard drives, tapes) by shredding the platter disc and other component of the hard drives into fine particles making the information irretrievable.

Our shredder is an eco-friendly, high capacity equipment with the capacity of destroying approximately 80 hard disks per hour, and other storage media devices under the Destructive Destruction (DD) methodology. It is designed to meet the growing and unmet need for Data Destruction in Nigeria which include SATA, IDE, ASA computer hard drives, optical media and other electronic storage devices (servers, cell phones and more).

Our technical personnel are well trained to handle security matters as regards data destruction, while our facility is built and installed with CCTV, strong rooms, biometric access control, and 24 hours surveillance by a security company.



# E-Terra Community Engagement/Sensitization

E-Terra Technologies Ltd has emerged as Nigeria's flagship electronic waste management company. We are defining what is a standardised approach to e-waste management in Nigeria by innovating designs and strategies to tackle Nigeria's growing e-waste crisis head on.

"Our business module which is tailored to deliver e-waste recycling in line with international best practices also caters to multiple core services, which are:

1. E-Waste Collection and Eco-friendly Disposal
2. Data Destruction of confidential information
3. IT Asset Decommissioning
4. E-Waste Refurbishing.

E-Terra Technologies is at the frontline of Nigeria's e-waste collection and eco-friendly disposal. We have fashioned what methods are most effective and sustainable at serving the public on matters pertaining electronic waste collection, handling and disposal. The collection of e-waste from all nook and cranny of our societies is a vital need because of the urgent data security, environmental and health implications linked to the growing e-waste stream in our societies and institutions.

In order to successfully sensitise the public towards e-waste management talking points, and thereby establish a regular collection chain from grassroots communities, we conduct regular sensitising roadshows that are held an average of once a month. These roadshows are a great marketing tool to penetrate residential areas, faith-based organisations, schools and the likes with urgent information about e-waste management needs and solutions. The aim during our sensitising roadshows is to inform the public about Nigeria's growing e-waste crisis, the imposed threats on environmental and human health, and solutions that E-Terra provides to ameliorate the threats. Our roadshows are aptly themed: 'Detoxifying Communities'. We detoxify by providing vital education, and then cleaning up communities through the collection of e-waste.

Through our roadshows, communities are learning about various health implications on the rise as a result of growing e-waste. Members of society are registering to our recycling scheme, thereby aiding in the compiling of an e-waste management database. What's more, they are most importantly aiding the detoxifying of their communities by handing over their hazardous e-waste to the right company for safe and secure recycling.

Our sensitising community outreach programme is great not just because it educates and cleans up, but because it also bridges gaps between the corporate sphere and grassroots by delivering e-waste management solutions directly to grassroots communities via a model that is tailored to their realities.

# Detoxifying Communities

(Sabo, Yaba, Ebute Metta, Oyingbo, Makoko)





# Detoxifying Communities

(Sabo, Yaba, Ebute Metta, Oyingbo, Makoko)





# All about Cathode Ray Tubes “CRT”

In January 2017, E-Terra acquired an internationally standardized CRT recycling facility making it the first company in Nigeria with technology to safely and securely process cathode ray tube televisions and monitors. The CRT recycling equipment was delivered to the company's Material Recovery Facility (MRF) plant at Abule Ado Lagos by the German company URT Umwelt-und Recyclingtechnik GmbH, who are the first to supply CRT recycling technology in West Africa. Our MRF plant has the capacity to treat approximately 200 cathode ray tubes daily.

The collection and recycling of CRTs are of paramount interest to E-Terra Technologies because of the negative environmental and health impacts of a lack of effective CRT treatment in Nigeria. The global transition from CRT to flat screen televisions and monitors created no active collection system in Nigeria for communities to hand over and treat their CRTs in an environmentally sound manner. This has left our societies defenseless against lead and cadmium poisoning associated with CRTs. E-Terra medicates this critical flaw with the sustainable and effective solution of collecting CRTs from grassroots communities and corporate abodes for responsible treatment at our MRF plant.

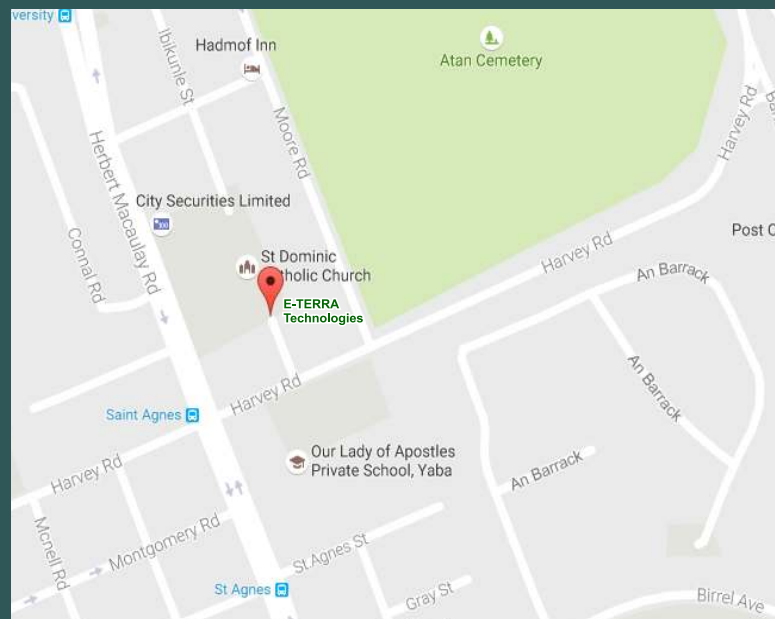
When the CRT dismantling process starts at our MRF, the plastic casing of the monitor is firstly removed. Once the plastics, glass tubes, screens, motherboards and other parts have been separated, they are passed through a detoxifier to suction out the associated poisons. Treated materials are then crushed into compact sizes and sold to processors who further refine them for production of new materials some of which include upcycled products. Overall, E-Terra's pioneering CRT recycling process reduces the impact of mining for new products and keeps toxins out of our societies.



CRT Monitor



# Our Location



Our administrative office is located at No 2, Ibikunle Close, off Hebert Macaulay Way, Yaba, Lagos, Nigeria.

We are currently working on expanding to Northern & Southern Nigeria and setting up e-waste collection centres in strategic locations nationwide.





# Our Facilities

## OUR LOCATION / FACILITY

Our Material Recovery Facility (MRF) is located at Abule Ado, off Badagry Expressway, Lagos. We also own a site along Ikorodu-Shagamu road for our proposed world-class Waste Electrical & Electric Equipment (WEEE) recycling plant. Our facilities are equipped with strong rooms, biometric access control, CCTV and 24 hour surveillance by professional security company.





# Partnership

## HOW TO PARTNER WITH US

Government (i. e. Federal, State and Local) - please engage E-Terra as your preferred e-waste management consultant.

We partner with government at all levels to evacuate and recycle electronic waste generated within the state at a fee in an eco-friendly manner.

Electronic waste generators (i. e. public and private companies, institutions, municipalities, residencies) - kindly partner with us to collect and safely dispose your unwanted electrical and electronics devices like laptop and desktop computers, hard drives, printers, mobile phones and more.



# Our Target Market

E-Terra's target customer groups are listed below:

- Financial Institutions;
- Telecoms Companies;
- Oil & Gas Organizations;
- FMCGs;
- Tertiary Institutions;
- Aviation;
- I.T Companies;
- All tiers of Government (Federal, State and Local) and their Parastatals;
- The Armed Forces;
- Faith-based organizations;
- E-waste Trade Associations/Cooperatives;
- Residencies

# Our Recent Clients



Consolidated Hallmark Insurance Plc



## ACCREDITATION



LAGOS STATE GOVERNMENT  
Ministry of the Environment  
...commitment to sustainable environment



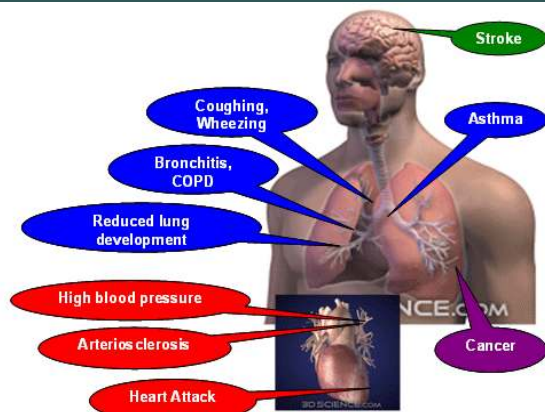
**Domestic and International Compliance Standard**



## E-WASTE STATISTICS

- Studies carried out by the Federal Ministry of Environment in Nigeria suggests that basic components of electronic waste (e-waste) are being recovered informally in large scale and then smelted in people's backyard which poses a huge risk of lead poisoning (Terada, 2012);
- The disposal of e-waste in Nigeria is still mainly through land fill or even incineration with very serious environmental issues (Oboro, 2011);
- Apart from negative health consequences Ogbomo et al. (2012), studies in Nigeria (Ukem, 2008) noted that indiscriminate dumping and handling of e-waste cause environmental pollution. Based on heavy metal content of e-waste, studies in Nigeria indicate that heavy metal can cause surface and ground water pollution (Ikem et al., 2002; Joshi, 2007);
- Large part of Nigeria's ground water has become polluted and unsafe for human consumption due to the high rate of indiscriminate disposal of e-waste, as well as the country's lack of legal frame work and also the delay in implementing International treaties.
- Over 70% of electronic waste are stored in homes, workplaces and dump sites due to the ignorance of the toxicity of such items and its health Hazards.
- We also observed that the disposal of unwanted I.T Assets by most organizations are executed majorly through auction with little interest on where these assets end-up including the negative impacts associated with unprofessional e-waste handling on health and the environment;
- A publication in Guardian, 2015, revealed that about 200,000 cancer cases are being diagnosed every year in Nigeria, while 10,000 people die annually (10 people every hour);
- UNEP & WHO reports indirectly links cancer, kidney & liver diseases and more in developing countries like Nigeria to environmental pollution mainly due to industrialization and the improper handling & disposal of electronic waste.

# E-Waste Health Hazards



Effects of E-Waste constituents on health		
Source of e-wastes	Constituent	Health effects
Solder in printed circuit boards, glass panels and gaskets in computer monitors	Lead (Pb)	<ul style="list-style-type: none"> <li>• Damage to central and peripheral nervous systems, blood systems and kidney damage.</li> <li>• Affects brain development of children.</li> </ul>
Chip resistors and semiconductors	Cadmium (Cd)	<ul style="list-style-type: none"> <li>• Toxic irreversible effects on human health.</li> <li>• Accumulates in kidney and liver.</li> <li>• Causes neural damage.</li> </ul>
Relays and switches, printed circuit boards	Mercury (Hg)	<ul style="list-style-type: none"> <li>• Chronic damage to the brain.</li> <li>• Respiratory and skin disorders.</li> </ul>
Plastic housing of electronic equipments and circuit boards.	Brominated flame retardants (BFR)	<ul style="list-style-type: none"> <li>• Disrupts endocrine system functions.</li> </ul>
Motherboard	Beryllium (Be)	<ul style="list-style-type: none"> <li>• Carcinogenic (lung cancer)</li> <li>• Inhalation of fumes and dust.</li> <li>• Skin diseases such as warts.</li> </ul>

## E-Waste Hazards and You !

**Selenium**  
Exposure to high concentrations causes Selenosis, which can cause hair loss, nail brittleness, and neurological abnormalities (i.e. numbness and other odd sensations in the extremities)

**Beryllium**  
Exposure can cause lung cancer and chronic beryllium diseases (berylliosis) (affect lungs)

**Mercury**  
Exposure through indigestion or inhalation can cause central nervous system damage and kidney damage.

**Chromium (iv) - Hexavalent Chromium**  
Exposure can cause strong allergic reaction (linked to Asthmatic Bronchitis) and DNA damage to cells. Workers exposed at disposal stage and may be released into the environment from landfills and incineration.

**Arsenic**  
Long-time exposure may cause lung cancer, nerve damage and various skin diseases. Arsenic gas (AsH<sub>3</sub>), used in tech manufacturing, is the most toxic form of arsenic.

**Trichloroethylene (TCE)**  
Exposure to TCE (depending on amount and route) can cause liver and kidney damage, impaired immune system function, impaired fetal development or death. Manufacturing workers communities where TCE leaches into drinking water are at greatest risk.

**Cadmium**  
Long-time exposure can cause kidney damage, and damage to bone structure, also a known as carcinogen. Short term or acute exposure can cause weakness, fever, headache, chills, sweating and muscle pain.

**Lead**  
Exposure can cause brain damage, nervous damage, blood disorders, kidney damage and developmental damage to fetus. Children are generally vulnerable. Acute exposure can cause vomiting, diarrhea, convulsions, coma or death.

**Polyvinyl chloride (PVC)**  
Most widely-used plastic found in everyday electronics. When burned produces large quantities of hydrogen chloride gas, which combines with water to form hydrochloric acid (HCl). Inhaling HCl can cause respiratory problems. Production and incineration of PVC creates dioxins.

**Barium**  
Exposure may lead to brain swelling, muscle weakness, damage to heart, liver and spleen, or increased blood pressure.

**Brominated flame retardants (BFR's)**  
Suspected of hormonal interference (damage to growth and sexual development), and reproductive harm. Used to make materials more flame resistant, but exposure studies reveal BFRs in breast milk, and blood of electronics workers, among others.

**Polychlorinated biphenyls (PCBs)**  
Toxic effect of (PCBs) include immune suppression, liver damage, cancer promotion, nervous damage, reproductive damage (both male and female) and behavioral changes. Widely used (prior to 1980) in transformers and capacitors. Though banned in many countries, still present in e-waste.

**Dioxins and Furans**  
Exposure can cause hormonal disruptions, damage to fetus, reproductive harm, and impairment of immune system. These highly toxic compounds bio-accumulate (concentrate in the body) and persist in the environment.

Source - <http://www.allgreenrecycling.com/>, <https://userscontentstorage.blob.cor>





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EterraTech



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