

bloop

Closing the Battery Loop

Battery waste is piling up, but recyclers can't reach it

Only 6% of batteries are recycled in Singapore

End-of-Life batteries contain high-value materials but are often lost due to recycling infrastructure

Significant gap in the collection and aggregation of EOL batteries

bloop connects EOL battery suppliers to
licensed recyclers for battery recovery

Enable **supply discovery** by demand (certified recyclers)

Coordinate logistics for efficient battery transportation

Tracking and compliance – documentation for battery recycling
visibility

Marketplace business model provides scalability and capital efficiency

Pilot Use Case (Assumptions)

1. EOL battery supply from micro-mobility / e-scooter fleets: 1 ton / month per operator
2. Pickup costs: \$100 / ton
3. Marketplace fee: \$120 / ton from recycler for access to high quality sourced batteries

Margin: ~\$20 / ton*

Singapore as a strategic testbed for scaling across SEA

Phase 1: Singapore

Phase 2: Expand to Vietnam / Malaysia (8% minimum)

Phase 3: Expand to Australia (10% recycled only)

Collection at scale due to network effect

- More recyclers = better pricing
- More suppliers = route density = lower cost per pickup

Use of funds to establish marketplace

Use of funds over 12 – 18 months

Platform build (basic B2B marketplace)	– \$80k
Logistics Setup and Operations	– \$100k
Legal and Compliance	– \$70k
Marketing / Partner Acquisition	– \$100k
Contingency	– \$50k

Additional Thoughts

bloop growth levers can be optimized at scale
due to network effects

Revenue Levers

- Per-ton marketplace fee
- Compliance and audit trail for downstream value add

Cost Levers

- Logistics cost > path optimization lowers cost to collect
- Operations > automation lowers cost

bloop can move downstream the value chain by leveraging innovative bioleaching methods

- Grow algae in bioreactors with black mass
- Algae consume the heavy metals from the black mass
- Use gentle citric-based acids to recover heavy metals from algae