

Faculty of Organizational Sciences

Ecosboronit

Ana Mihojević
Konstantin Popović
Aleksa Krstić

Our Best Team

Environmental Health Presentation



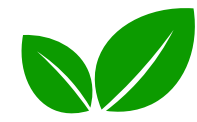
Ana Mihojević
Economy & design



Konstantin Popović
communication &
programming



Aleksa Krstić
marketing



Serbia's Environmental Problems

Large degree of unused waste

Huge lack of education and understanding of green energy and waste utility

Great emission of harmful gas

Energy dependence



Air Pollution



Water Pollution

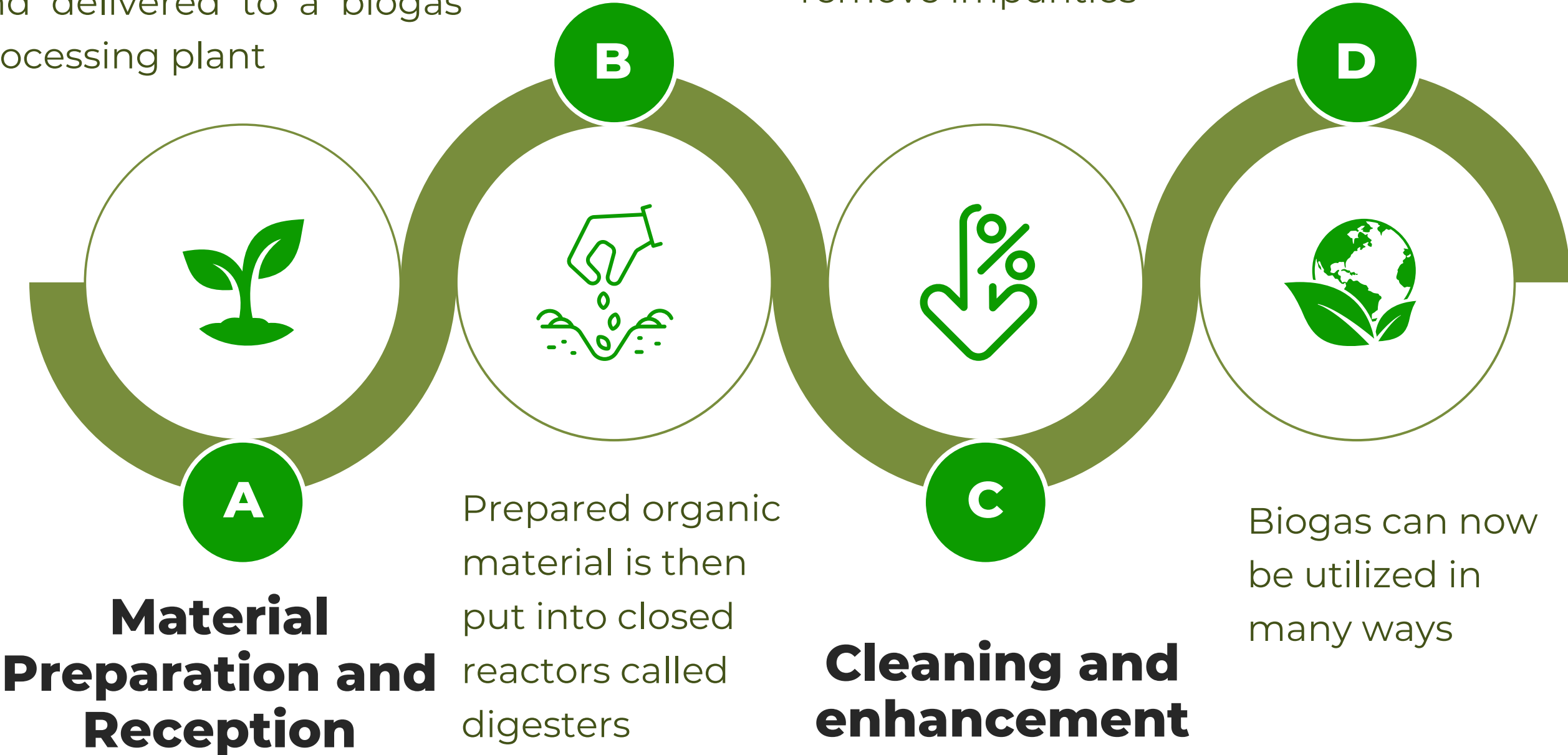


Soil pollution



Solution

Organic waste is collected and delivered to a biogas processing plant



Anaerobic Digestion

Biogas is cleaned and enhanced to remove impurities

Biogas Utilization

Biogas can now be utilized in many ways



Raising awareness and education



**GO GREEN
OR GO
HOME**



Why alternatives are worse?

Biogas is derived from organic materials such as agricultural waste, sewage, and organic household waste. Unlike fossil fuels, which are limited and non-renewable, biogas production can be sustained indefinitely without depleting natural resources



Renewable Source



Reduced Emissions

Extracting fossil fuels involves drilling, mining, and transportation, leading to significant greenhouse gas emissions and environmental damage. In contrast, biogas production from organic waste helps mitigate greenhouse gas emissions by capturing methane, a potent greenhouse gas, and converting it into energy



How we beat competition

We are mainly targeting people who own small and medium businesses, but also we provide them with direct value for using our services and application.

Furthermore, we are also used to empower people such as local restaurants, farmers markets and show them a better alternative for their waste, much greener and we and with more benefits compared to our competition.



Our bussiness model

Key Partners

Local restoraunts, farmers, markets

Technology partners

Local authorities

Environmental organizations

Key Activities

Collection and processing

Production and distribution

Development and maintenance

Community education





Revenue Streams

Sale of biogas to energy companies or end users.
Subsidies and incentives from local authorities.
Potential revenue from the application through advertising or premium features.



Channels

Application and website for information, education, and participation tracking.
Social media and local media for project promotion.
Direct collaboration with key partners.



Financial break down

Initial Investment and Revenue Streams:

Initial investment: **€2,000,000**.

Biogas sales generate **€240,000** annually; digestate sales add an extra **€10,000**.

Operational Costs and Adjustments:

Annual operational costs increased to **€200,000** due to logistics for digestate.

Community Engagement Through Discounts:

Farmers contributing bio-waste receive up to 50% off digestate.

Local residents participating in waste collection get up to 10% off biogas.

Net Annual Profit Before Discounts:

€50,000, considering both biogas and digestate sales against operational costs.



Marketing Strategy



**Local
Communities**

**Small and
Medium
Enterprises**

**Local Authorities and
Environmental
Organizations**



Longterm benefits

Lowering the unhealthy emission of gas

Ecological improvements or our region

Less people wasting waste



How do we expand

We hope that overtime we can exepend on regional level, to other neighbouring countries who will also because of us opt in using bio gas as their primary fuel and electric necessities

ECOSBORO

**Thank you for your attention
We are here for any questions**