

STRATEGIC BUSINESS PLAN

This is a five (5) years Plan aimed at repositioning THE INITIATES as a leading player in Waste Management and particularly in the Hazardous subsector. It entails *strengthening of our existing business line, development of three (3) new business lines* within the Waste Management Industry; *developing of three (3) new operational locations* outside our current Base (Port Harcourt); and putting The Initiates Plc. (TIP) in the international radar of the waste management industry (*Listing of the company in the Nigeria Stock Exchange Market*).



TDU services

Strengthen the current line as foundation for expansion to non-oil sectors



C&D services

Grow maintenance services needed across all industrial sectors



E-Waste services

Focus on waste management subsectors driven more, by economics rather than regulation



Medical Waste Incineration

Gravitate towards Waste with greater legal framework momentum

In line with this Plan, TIP has concluded the Listing process with NSE and is currently undertaking series of internal/external strategic actions aimed at further enhancing its growth and entrenching its relevance in the Industry. These activities

are expected to be financed internally, and with long-term loans or equity, and these actions include:

1. Strengthening of the existing Thermal Desorption Business line (including physical uplift of the Port Harcourt Base), conversion of the company to a Public Liability Company and the on-going action towards listing of the company on the Nigerian Stock Exchange. This is to significantly diversify ownership platform, enhance public profile of the company, and provide increased options for meeting the future financing needs of the company as well as provide identified strategic business opportunities best optimized as a public company;
2. Development of E-Waste Processing Facilities (Port Harcourt & Lagos) with a view to capturing the emerging business window in this exploding subsector. These Facilities are meant to receive and process CRT, PCB, Wires, Bulbs and Fluorescent tubes, ODS Reclamation, and LCD. This facility when completed shall produce copper and gold. In this respect, the company has commenced development of Port Harcourt Facility;
3. Development of Hazardous Waste Incineration Facilities (Port Harcourt, Warri & Uyo) as a private sector response to the approval of the National Healthcare Waste Management Plan by Nigerian Government. These facilities shall handle all forms of hazardous waste but will be particularly, targeting Healthcare Waste (which accounts for over 45% of Nigerian Hazardous waste burden). Work on Port Harcourt Facility has commenced; and
4. **Acquisition of equipment** for ancillary services in Industrial Cleaning and Decontamination subsector which has a huge market value as component of facility maintenance. These include machines for Sewer/drainage cleaning, desludging, and Heat Exchanger cleaning.