ECOMMIT

Service Overview

ECOMMIT

地球にコミットする循環商社

Connecting all necessities and unnecessities.
Realizing a society where nothing is discarded.

Company Profile	ECOMMIT Co.,Ltd.
Establish	2007
No. Employees	130 （As of Jan, 2023）
Headquarters	Satsuma-sendai city, Kagoshima, Japan
Sales	100 Million JPY （FY 2021）
Capitals	10 Million JPY （As of Dec. 2022）
Annual weight	12,000 ton
Service	Holistic Circular Solution • Offers a comprehensive collection, sorting, and re-circulation service. • Utilizes an in-house developed traceability system for automatic data collection, aggregation, and calculation of reuse and recycling rates. • Reports on CO2 reduction to provide transparency and accountability.

Our Collaboration with Private enterprises and Local municipalities

Enterprises

ITOCHU
AOKI MEN'S LADIES'
ESTNATION
JUN
はるやま
すまいとくらしの未来へ 三井不動産レジデンシャル MITSUI FUDOSAN RESIDENTIAL
三菱地所
TREASURE FACTORY
NUMANIU 株式会社ヌマニウコーポレーション
VECTOR
WonderREX

Municipality (Local governments)

30＋

Kagoshima prefecture: Osaki-cho
Yakushima-cho
Kyoto prefecture: Kameoka-shi
Saitama prefecture: Saitama-shi
Saga prefecture: Saga-shi and more

In addition, we have many transactions with other customers

Our Team Members

Teruyuki Kawano 川野 輝之

Representative Director & CEO

Born in 1984 in Osaka, founded ECOMMIT at 22 after 4 years of training and experience at a used goods export company.
He recognized the negative environmental impact of exporting electronic waste and stopped the export of untraceable used goods. Currently, the company focuses on proprietary development systems and expanding its circular economy promotion business for companies and local governments.

Hiroki Yoshii 吉井 大希

Director & CFO（Chief Financial Officer）

Hiroki Yoshii is a graduate of Kyushu University's Faculty of Engineering and passed the Certified Public Accountant exam while in graduate school. He joined a limited liability auditing firm and became a certified public accountant in 2011. In 2014, he became Managing Director of a Japanese accounting firm and was sent to work in Thailand. After returning to Japan, he became involved with ECOMMIT and established a joint venture named Kazumir in 2018.

Saki Yamakawa 山川 咲

Director & CBO（Chief Branding Officer）

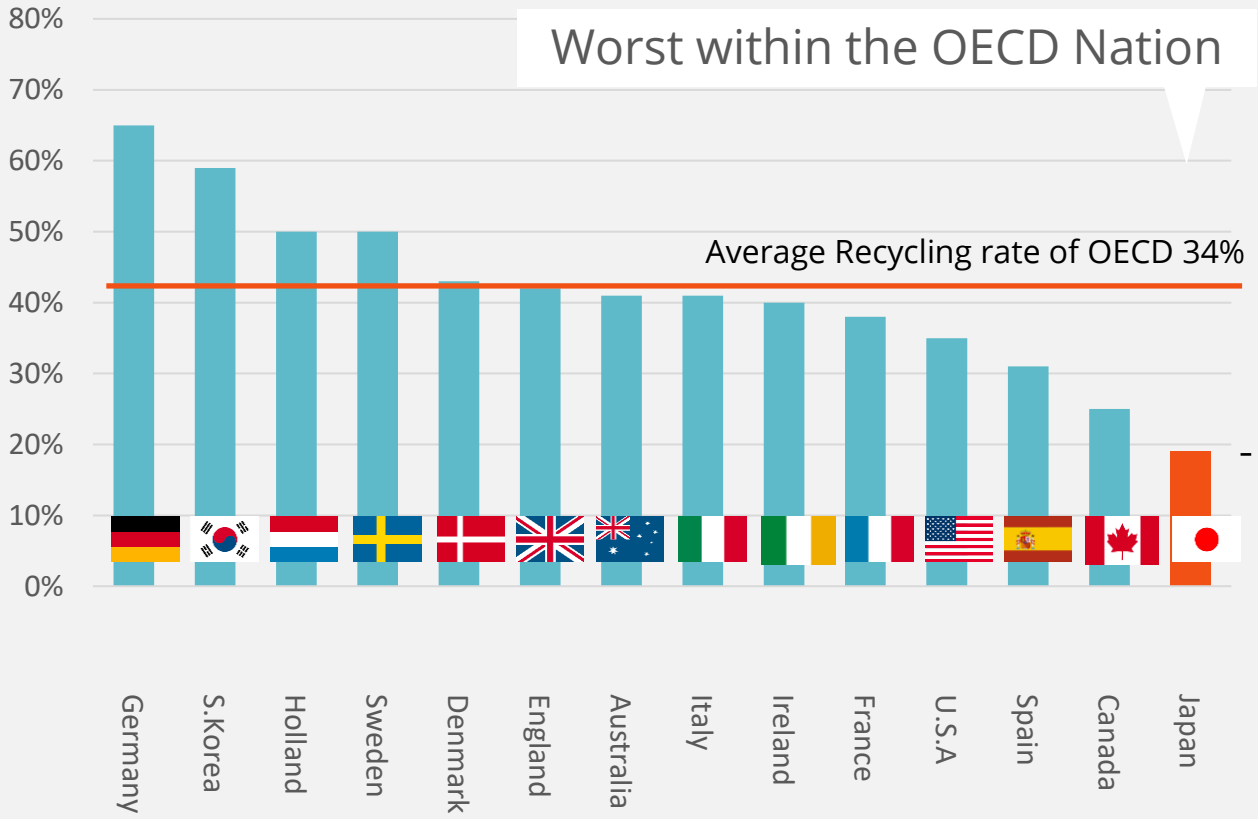
Born in Tokyo in 1983 After graduating from university and working at a venture consulting company, she established a fully custom-made wedding brand in 2012, CRAZY WEDDING which was the gamechanger in wedding industry in Japan..
In December 2020, she took on the position of Non-Executive Director and Creative Board Member at the hotel and residence brand "SANU" and in January 2021, became the Creative Director at Kamiyama Marugoto High School.

Akira Sakano 坂野 晶

Director & CSO（Chief Sustainability Officer）

Served as the representative board of director for an NPO Zero Waste Academy, leading the policies in the world famous 1st Zero Waste Town in Japan :Kamikatsu. In 2019, co-chaired the World Economic Forum Annual Meeting.in Davos.
Since 2020 founded Zero Waste Japan to accelerate zero waste policies all over Japan. In 2021, established Green Innovator Academy to develop and connect next innovators leading decarbonization society.

Japan's Recycling Rate is only less than, 20%



* Based on the OECD recycling rate (2013)

※Within a year

The proportion of people who have experienced Reuse

3/10 people

* "FY2021 Reuse Market Size Survey Report" Ministry of the Environment https://www.env.go.jp/content/000076424.pdf "From the Recycling Communication's "Used Business Data Book""

Japan's Waste Crisis: Limited Disposal Capacity Ahead

Japan's annual total waste volume (※2)

4,167 million ton

Non-industrial waste alone amounts to about 112 worth of the Tokyo Dome (57,000m²).

Amount of waste disposed per person per day (※2)

est. 1 kg/DAY

The amount of waste that each Japanese person throws away per day is 901g (about 1kg).

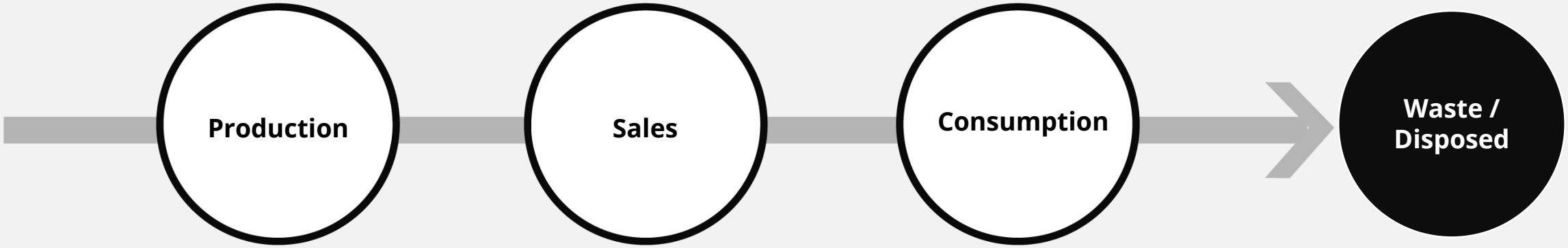
Remaining Years of Landfill Capacity (※2)

20 more years

With the lack of new landfills being developed, the capacity for waste disposal is rapidly approaching its limits. It's important to address this issue with a sense of urgency.

※1) Source: World Encyclopedia "Waste Discharge Ranking"
※2) Source: Ministry of the Environment, General Waste Discharge and Processing Status (FY2020)

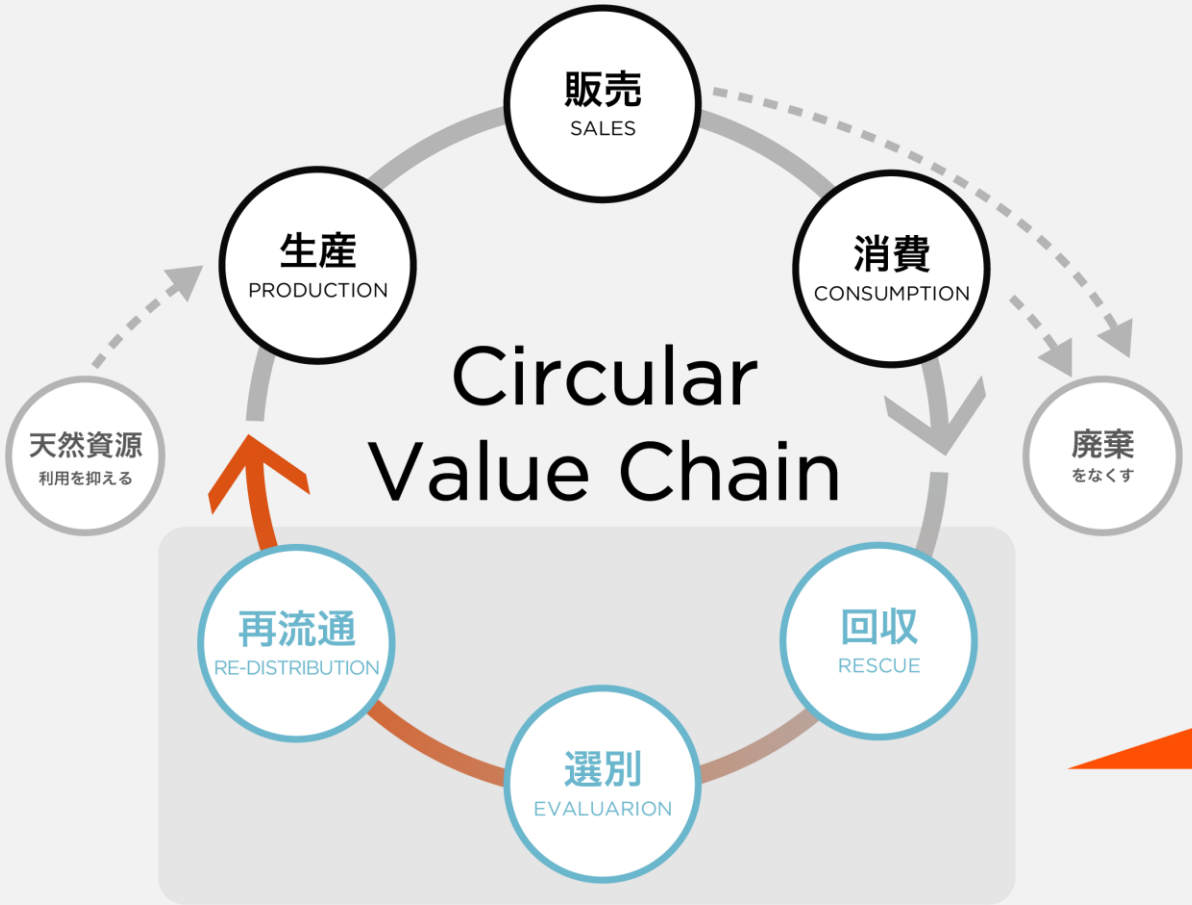
A shift away from the traditional linear value chain

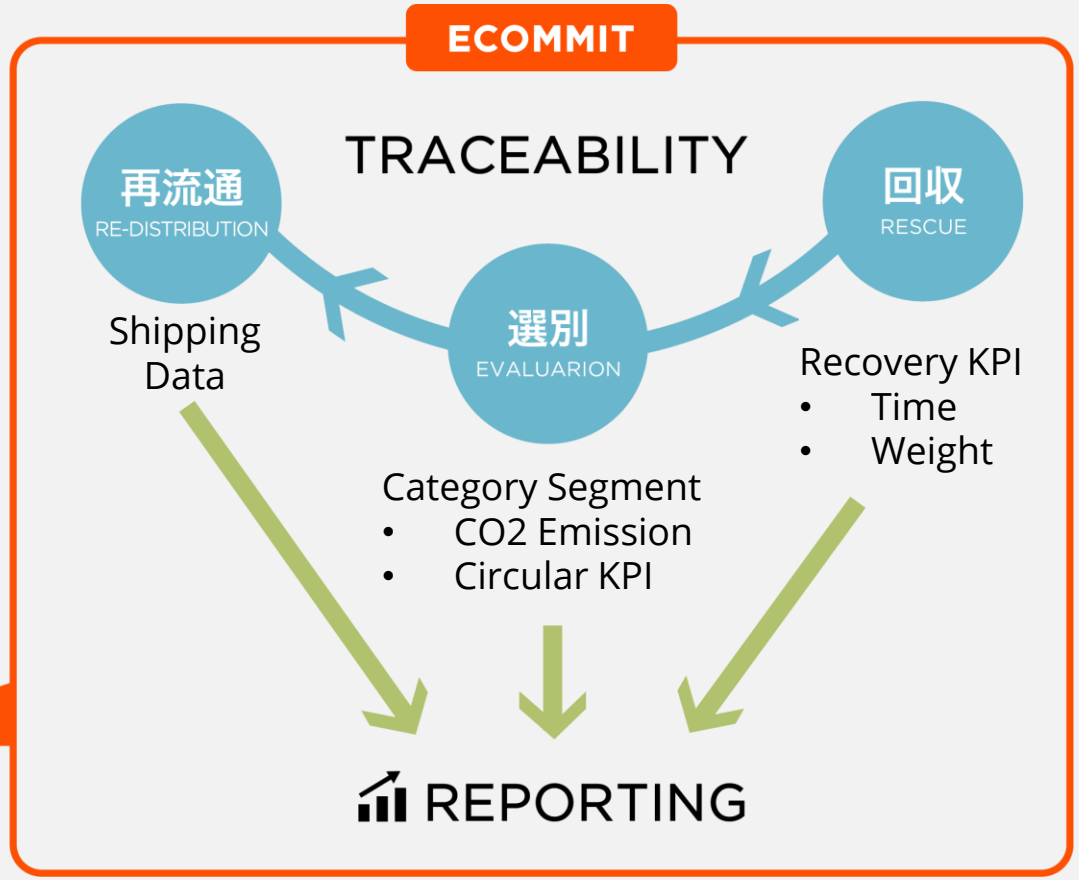


Traditionally, the value chain has resulted in most products being discarded after they are sold and consumed.

Natural resources are being directed towards consumption and waste instead of being sustainably used.

ECOMMIT's business strategy:
Realizing circular economy that transcends boundaries for individuals, organizations, and industries





With over 15 years of experience, ECOMMIT has developed a nationwide circular logistics network that effectively maximizes the economic value of recovered materials. Our expertise in sorting and selling materials allows us to handle the entire process of recovery, sorting, and redistribution, creating a circular value chain.

Additionally, our proprietary traceability system, digitally tracks the flow of materials from recovery to re-circulation, enabling calculation of reuse and recycling rates and reporting on CO2 reduction.

Connecting Industry and Organizations to Achieve a Circular Society

Circularity

Building Circular Economy Infrastructure

Building circular infrastructure to make the choice of "not throwing away" the norm for everyone.

Simultaneously, promoting reduction of CO2 emissions related to waste and development of less environmentally burdensome products.

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Technology

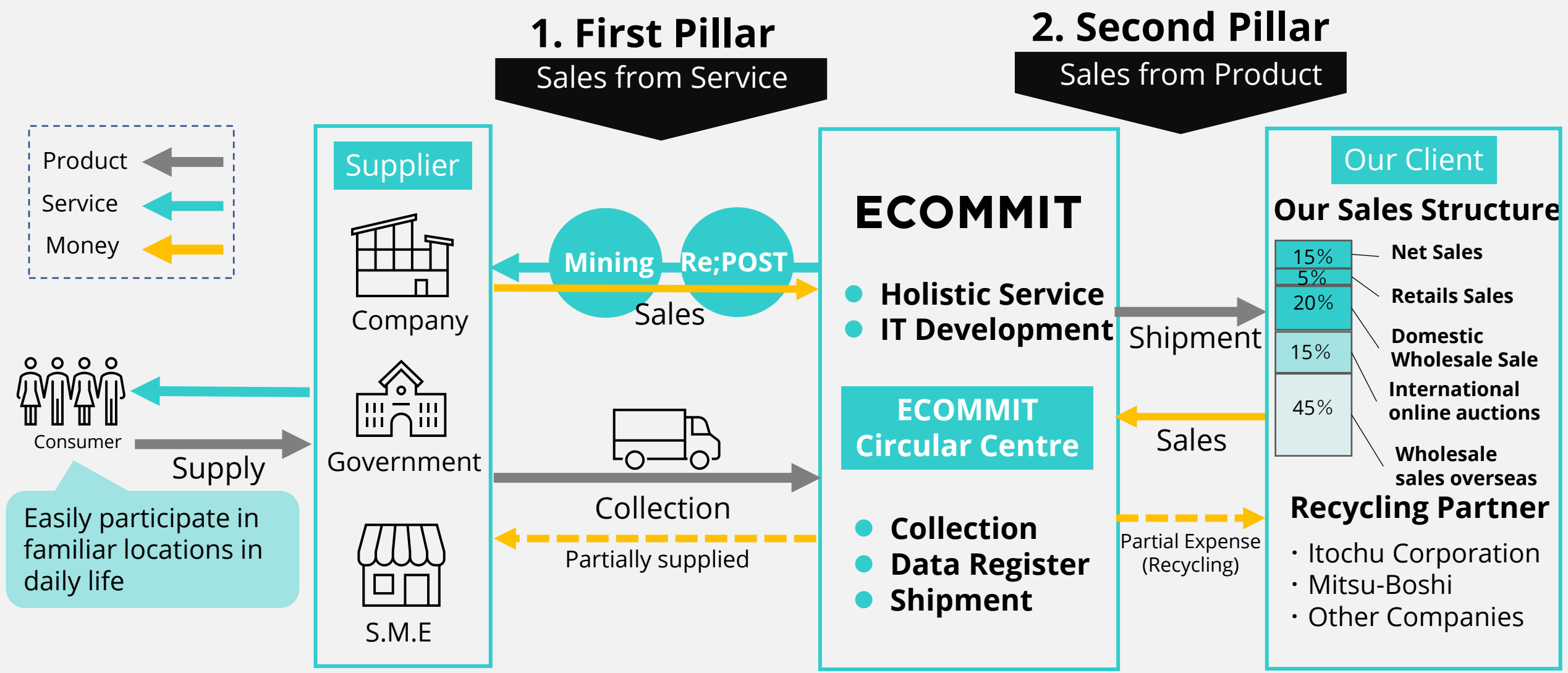
Accelerating Changes towards Sustainable Society

We create sustainable networks nationwide by streamlining the recycling process through digitalization, allowing for data-driven collection and sorting.

We aim to shift the focus from disposing of waste to finding new use, and shifting towards circular economy.

Our business

Our “Double” Income Model



ECOMMIT has been chosen for long-standing knowledge, well-equipped circular centre, and abundant market outlets.

Long-standing knowledge

Global Supply Chain Network

- Proven relationships with influential international buyers
- Category specific market and trend product trend

Expertise on related laws & regulations

- Waste Management & Public Cleansing Act
- Basel Convention
- Various laws related to import & export of waste

Essential Assets for Optimization

- High discerning ability,
- High productivity
- Wide coverage area

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Equipped circular centre

15 years of building our “Circular centre”

Redefining the value of products with advanced sorting capabilities.
Dedicated team at the core of the circulating process.

Data collection infrastructure

Our data collection infrastructure, through logistics and recycling centre, is constantly accumulating data. This data is the key factor in developing new services.

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Abundant Market Outlets

Partnerships with Top Textile companies

ITOCHU

Partnering with ITOCHU Corporation's textile company and other textile giants in Japan to expand circulation of textiles.

Multifaceted sales strategy for each product

Offline x Online
Regional x Urban
Diverse Product

Domestic x Overseas
Many products can be rescued.

Creating Circular Systems with Data Visibility with Customers

Proprietary Logistics System

Combining a wide network with our own logistics to achieve circular schemes

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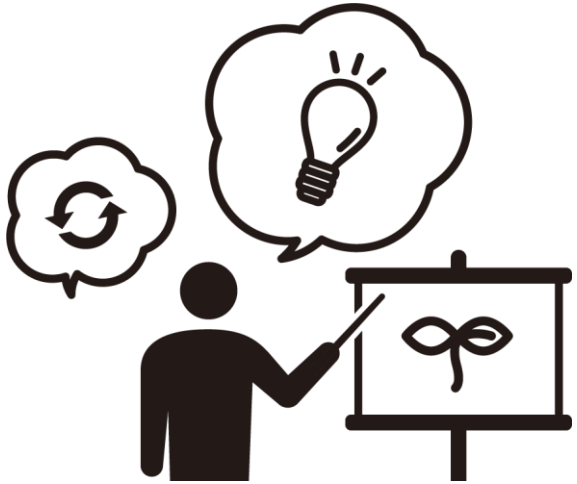
Consultation in Behavioral Change



Planning events and campaigns that improve brand value and providing advisory services for reducing environmental impact

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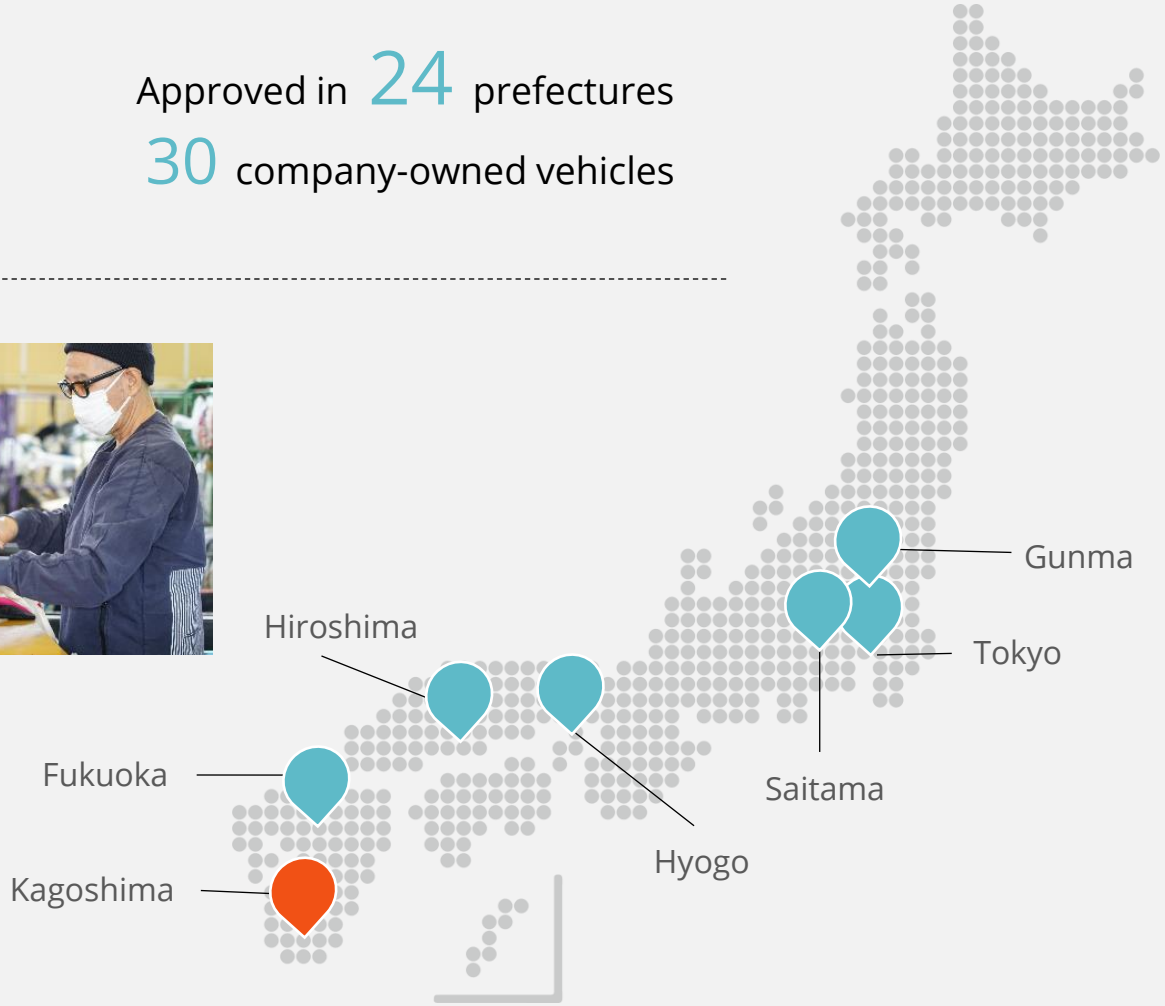
Visualization through Technology

Using technology to visualize the environmental impact of the above initiatives

7 Sites

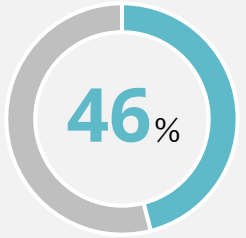
Approved in 24 prefectures

30 company-owned vehicles



（Collection, transportation, and storage of industrial waste.）

Percentage of Female Staff

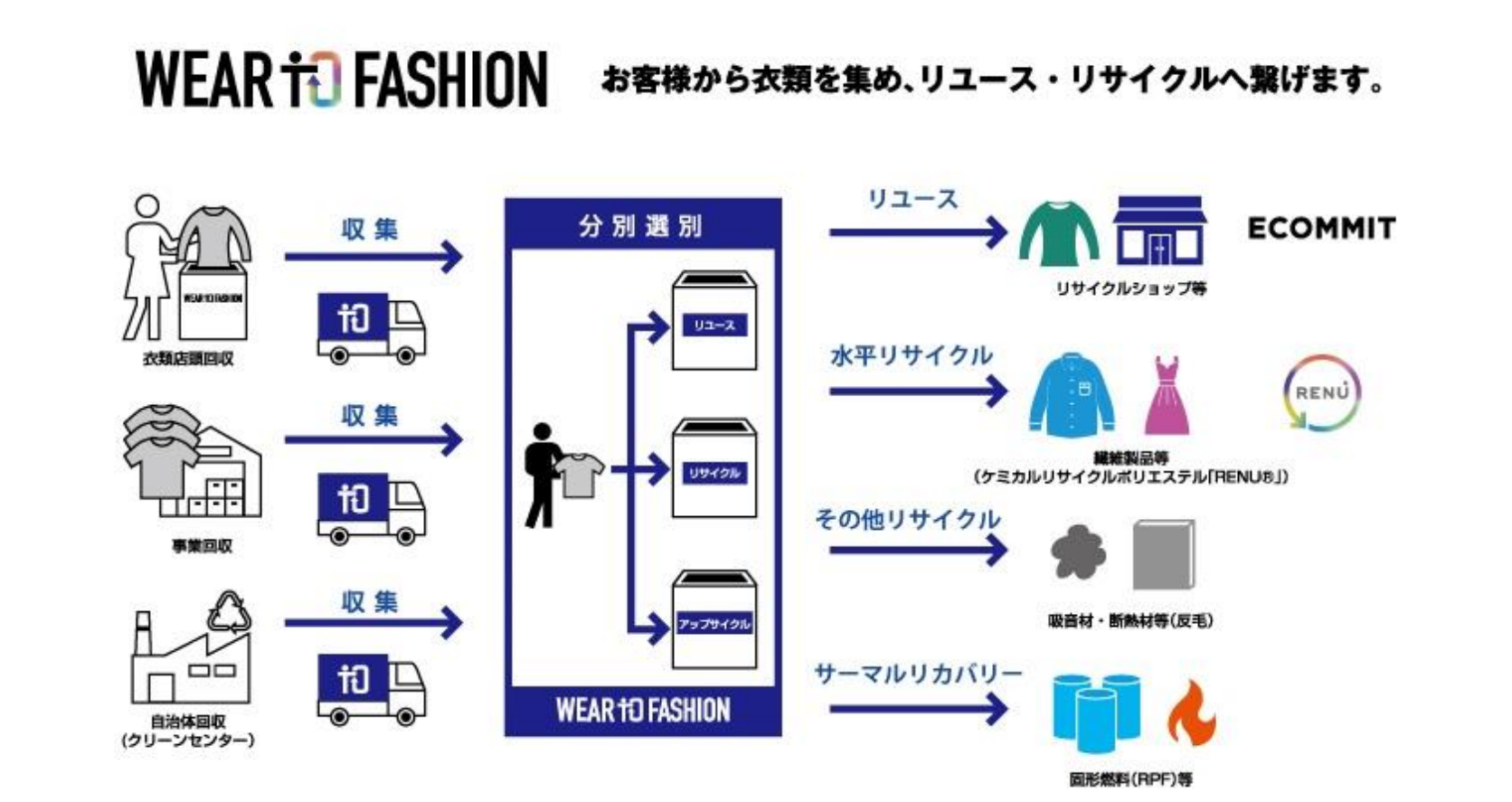


No, of Female Manager

7

（As of Jan, 2023）

Reducing discarded clothing by providing alternative disposal options by collaborating with companies to build reusing and recycling scheme



http://renu-project.com/wear-to-fashion/

- Resolving the problem of large-scale waste of surplus inventory
- Improving the recycling rate of unnecessary items
- Extending the lifecycle of clothing
- Changing the behavior of consumers
- Reducing greenhouse gas emissions
- Efficient and Effective utilization of resources

Ensuring Traceability in Every Step for a Transparent and Efficient Reuse & Recycling Process

Our proprietary traceability system: Eco Value Pack (EVP)

※Image

1 Comprehensive Reporting

Streamlining operations (from collection to issuing reports) environmental contributions such as waste generation, recycled resources, and potential in real-time, simplifying traditional labor-intensive businesses.

2 Robust Features & UI/UX

- Real-time automatic aggregation
- GPS location / site search
- Automatic weighing and registration

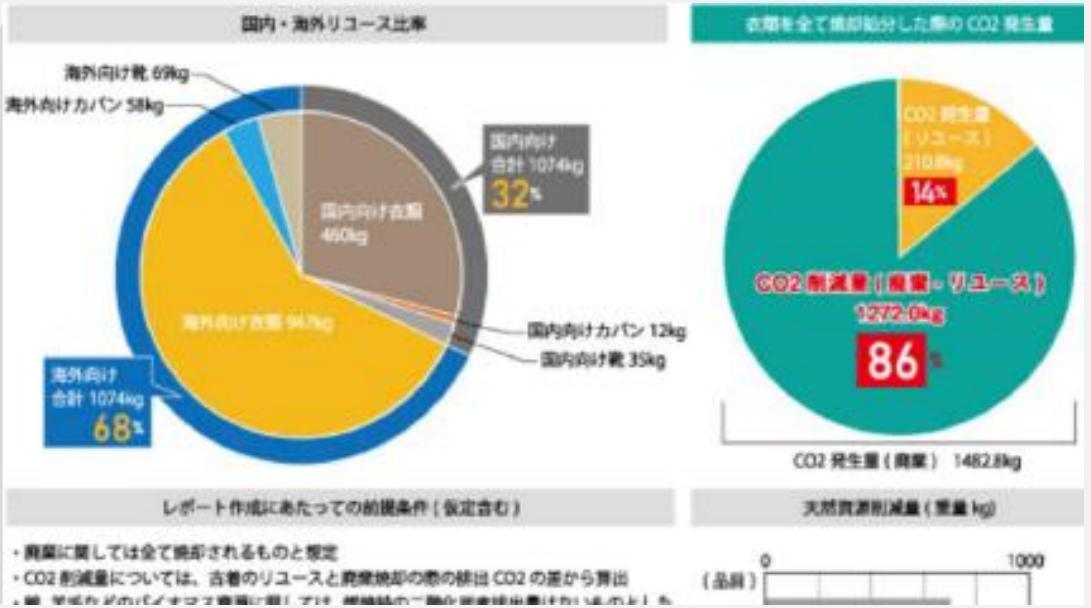
3 Linkage within Systems

Simply placing collected items on a certified measuring device at logistics sites for easy and accurate data registration via Bluetooth to a smartphone device.

4 Utilization of Data

- GPS travel data
- Weight data by type and destination
- CO2 reduction amounts
- Environmental contribution etc.

Presenting Environmental Impact Reports through Traceability System Management

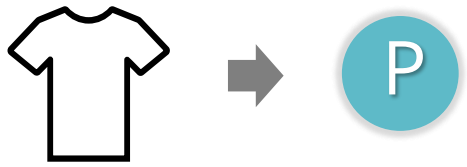


- ✓ The amount of materials collected
- ✓ The amount of materials reused
- ✓ The amount of materials recycled and repurposed
- ✓ The amount of materials discarded
- ✓ The reduction of CO2 emissions compared to disposal methods such as incineration.

Green Life Point System

Collection of Unwanted Goods

Collection of Goods



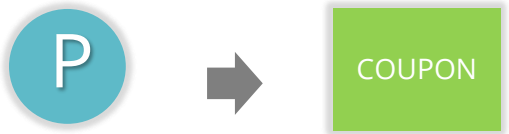
User can earn points by providing unwanted items to the collection box

Point Issued

Solves the problem of "labor and effort" required for disposal.

Point Issuance

Obtained points can be exchanged for coupons



Connecting environmental contributing activities to revitalize the local economy

※Promotion of the "Green Life Point" for food and lifestyle, https://ondankataisaku.env.go.jp/coolchoice/greenlifepoint/

※さすてなポイント https://saga.ecommit-glp.com/

さすてなポイント Aa a mobile app, available for a wide range of users.

Our service is an app that can be used on LINE to "accumulate points" and "use points". LINE is the most used social networking system in Japan.

Accumulate points

(Receive button)

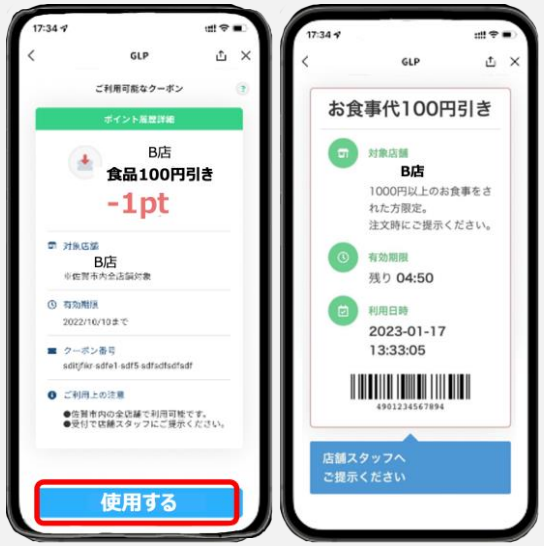
Use points

(Coupon exchange button)

Acquire coupon (image)

Select your favorite coupon from the coupon list and acquire it.

Use of coupon (image)



Present the screen of the acquired coupon in front of the store clerk.


THANK YOU