

***ON-SITE & OFF-SITE  
MEDICAL WASTE DISPOSAL  
BUSINESS***

***For***

***HOSPITALS  
MUNICIPALITIES,  
GOVERNORATES  
SERVICE COMPANIES***

## WHO WE ARE?

**METAN Ltd.** was founded in 1998, building on the founder's extensive academic and commercial background to introduce innovative solutions to the healthcare and waste management sector.

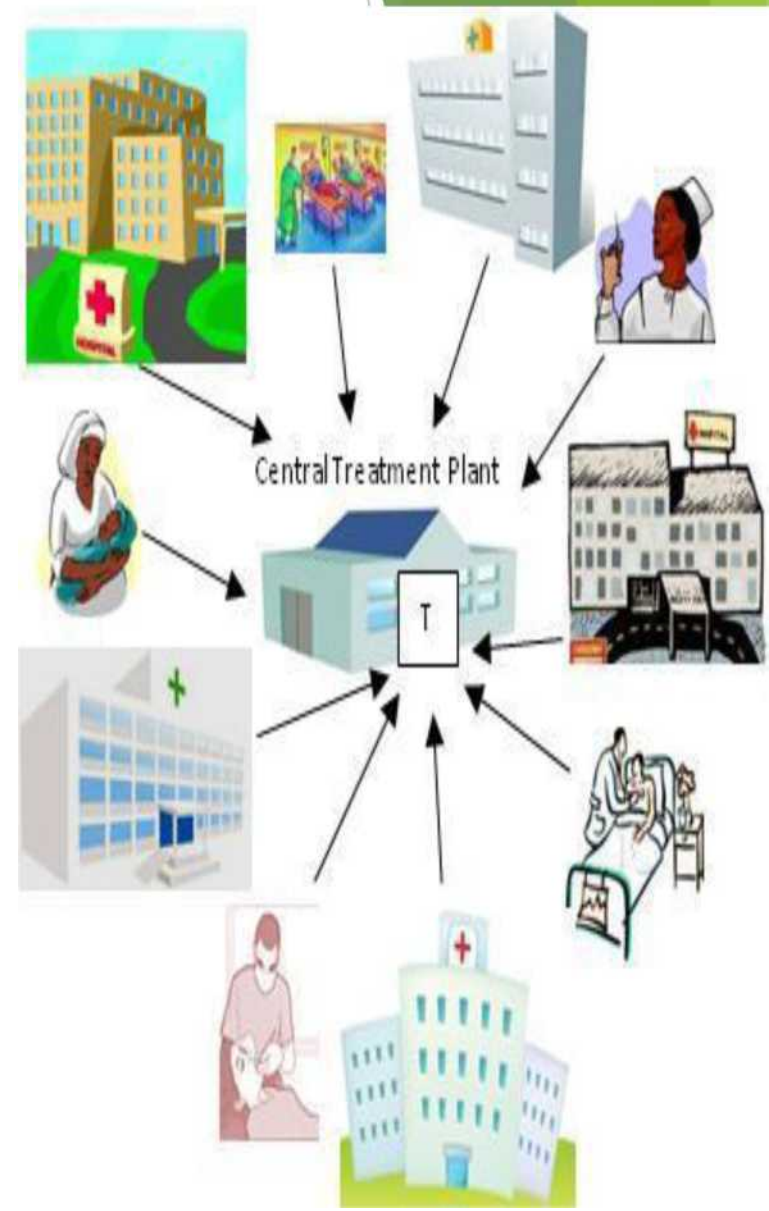
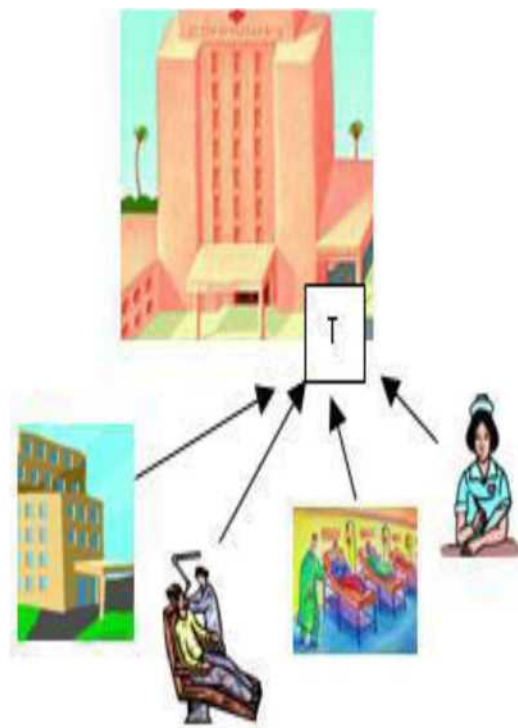
From its inception, healthcare waste management has been the company's primary focus. METAN was a pioneer in this field in Turkey, becoming the first to serve the sector in multiple capacities — as a consultant, trader, and manufacturer of medical waste sterilizers. It also played a leading role as a logistics provider, disposal plant operator, and EPC (Engineering, Procurement, and Construction) contractor.

Today, METAN continues to be a trusted solution partner and consultant to several major manufacturers of medical waste sterilization and incineration systems. The company remains at the forefront of the industry, actively designing, developing, and implementing advanced medical waste disposal projects.



# What is Onsite (in-house treatment) & Centralised, Off-site treatment

Hospital as Cluster Hub



# **From Business point of view MEDICAL WASTE DISPOSAL**

**ON-SITE TREATMENT  
IS A KIND OF GOOD  
TRADE OF  
SELLING AND  
MAINTAINING SMALL  
TO MEDIUM SIZES OF  
STERILISATION  
EQUIPMENT**

**OFF-SITE TREATMENT IS A  
LUCRATIVE BUSINESS FOR LONG  
TERM UNDER THE CONTRACT  
WITH HOSPITALS FOR THE  
SUPPLY OF FULL MEDICAL WASTE  
DISPOSAL SERVICE WASTE  
COLLECT, TRANSPORT AND  
STERILISE**

## Requirements for establishment of OFF-SITE BUSINESS

1. Existence of healthcare waste management directive and the other regulatory framework in the Country, which mandates the hospitals to dispose their waste off or outsource this service from other sources
2. According to the POLLUTER PAYS principle, waste generators are to pay some cost to dispose their waste off
3. Existence a medium to long term contract between hospitals and service companies
4. Availability of authorization from Ministry of Environment, Ministry of Health or Municipalities, Governorates, etc. , to entitle the service company implement a waste treatment service at exclusive basis
5. If all above available, establishment of waste maangement service is a sustainable and lucrative and also beneficial business

# STEPS OF OFF-SITE BUSINESS

## By Hospital:

SEGREGATION OF HEALTHCARE WASTE AT HOSPITALS ACCORDING TO THE RULES

## By Service Company:

- \* COLLECTION OF BIO-MEDICAL WASTE FROM HOSPITALS
- \* TRANSPORT OF BIO-MEDICAL WASTE TO STERILISATION PLANT
- \* SAFE DISPOSAL of HAZARDOUS BIO-MEDICAL WASTE
- \* PERMANENT DISPOSAL OF STERILE WASTE
- \* RECORD KEEPING AND INVOICING

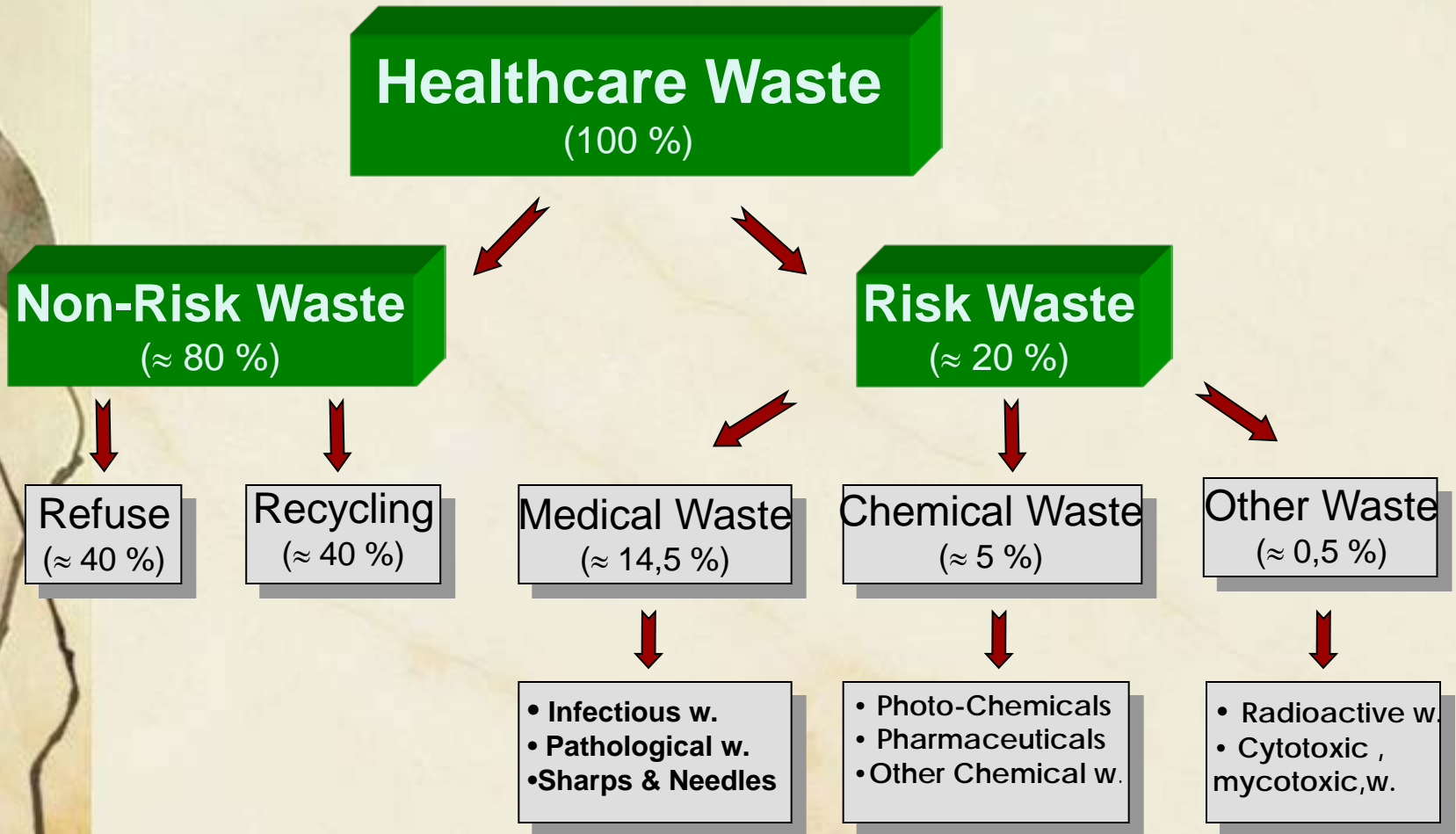
## Process of Disposal and Treatment of Health Care Waste



## KEY REQUIREMENT;

Healthcare waste is to be segregated at the points of generation according to the kinds and sorts of waste streams and further should be interim stored till the collection by the external waste transport workers of the Service Company

# How Hospital Waste Generated from Medical Operations is Segregated



# SEGREGATE WASTE CORRECTLY



Health Care Waste Officer



Nurse



Pharmacist



General Practitioner



Doctor



Administrator



Everyone who works in a health facility is a member of the Waste Team. Make sure you know how to segregate waste.

## GENERAL WASTE



## BIOHAZARDOUS OR MEDICAL WASTE

### SHARPS



### INFECTIOUS



### ANATOMICAL





# MEDICAL WASTE STERILIZATION AND TREATMENT FACILITY

## ❖ ENVIRONMENTALLY FRIENDLY

- ❖ No hazardous emission
- ❖ No chemicals involved in the processes
- ❖ No radiation involvement or exposure
- ❖ Clean and environmentally friendly technology
- ❖ Low energy consumption

## ❖ SAFE & MODERN

- ❖ Using the latest technology
- ❖ All safe equipments
- ❖ There is no waste contact between operations.

## ❖ EASY TO USE

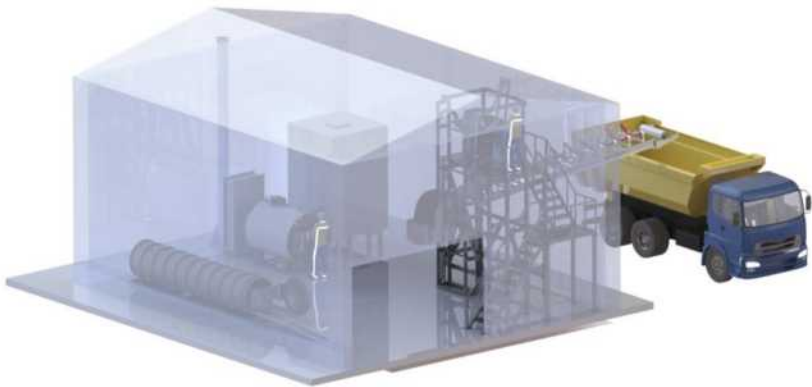
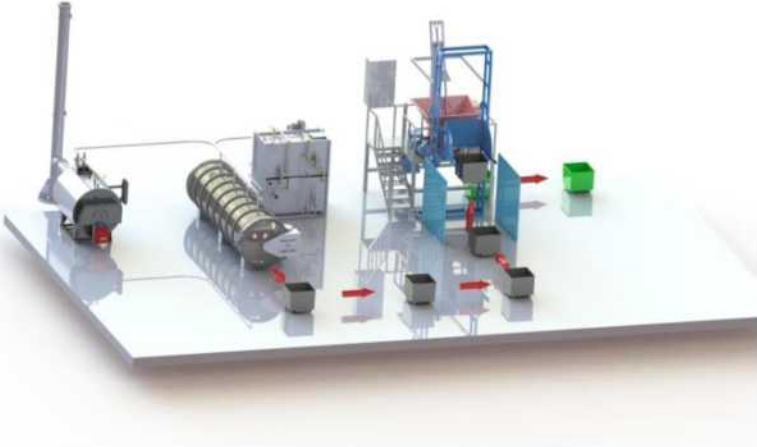
- ❖ Operators can be trained quickly
- ❖ Computer aided application
- ❖ Fully automatic operations
- ❖ Instant data transfer via internet



# MEDICAL WASTE STERILIZATION AND TREATMENT FACILITY



# MEDICAL WASTE STERILIZATION AND TREATMENT FACILITY



# FACILITIES DESIGNED AND BUILT



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# How essential and lucrative this business is ?

*At one end,*

This business has a very important and good purpose. The company helps keep people and the environment safe by properly disposing of medical waste. It's a job that is crucial for health and takes care of our planet, making it both socially responsible and environmentally friendly.

*On the other hand;*

*This business is very lucrative from business point of view:*

*Supposing, in the territory which the medical waste service is established,*

*Daily waste amount: 5,000 kg*

*Fee per kg of waste treated: USD 0,70 ( which may reach up to several dollars in some Countries )*

*Daily revenue: USD 3,500*

*Operating Expenses ; USD 500*

*Daily profit: USD 3,000*

*Annual profit: USD 1,000,000 approximately*

*ROI: around 1 year ( depending on the Daily waste qty and treatment fee )*

**We, can design your project, manufacture and deliver your equipment at turn-key basis and consult you by all means, from A to Z, for the establishment and operation of your MEDICAL WASTE LOGISTICS AND DISPOSAL BUSINESS**

**We can even go into JV partnerships if some conditions are secured**

**Please contact:**

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