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 **Dustin**

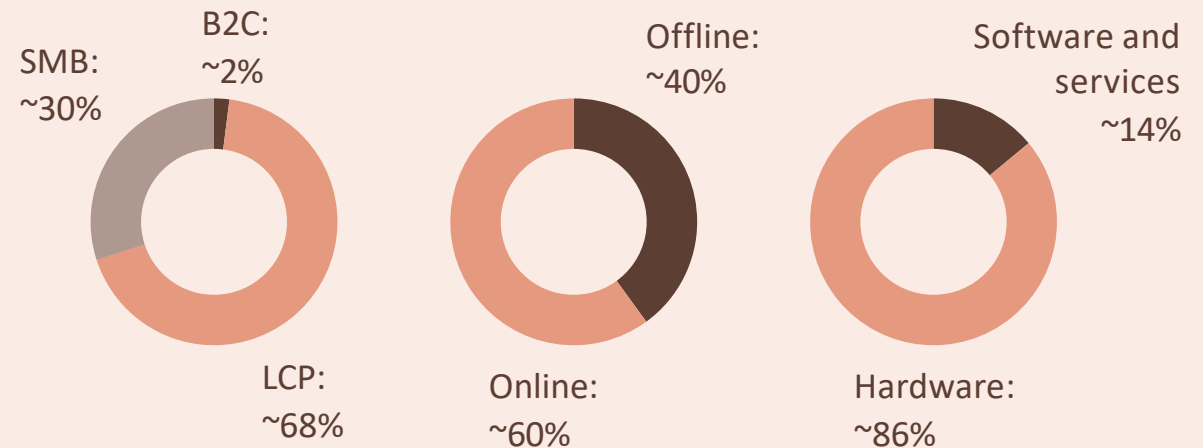
Dustin at a glance

Net sales:

23.6 billion
SEK *

Employees:

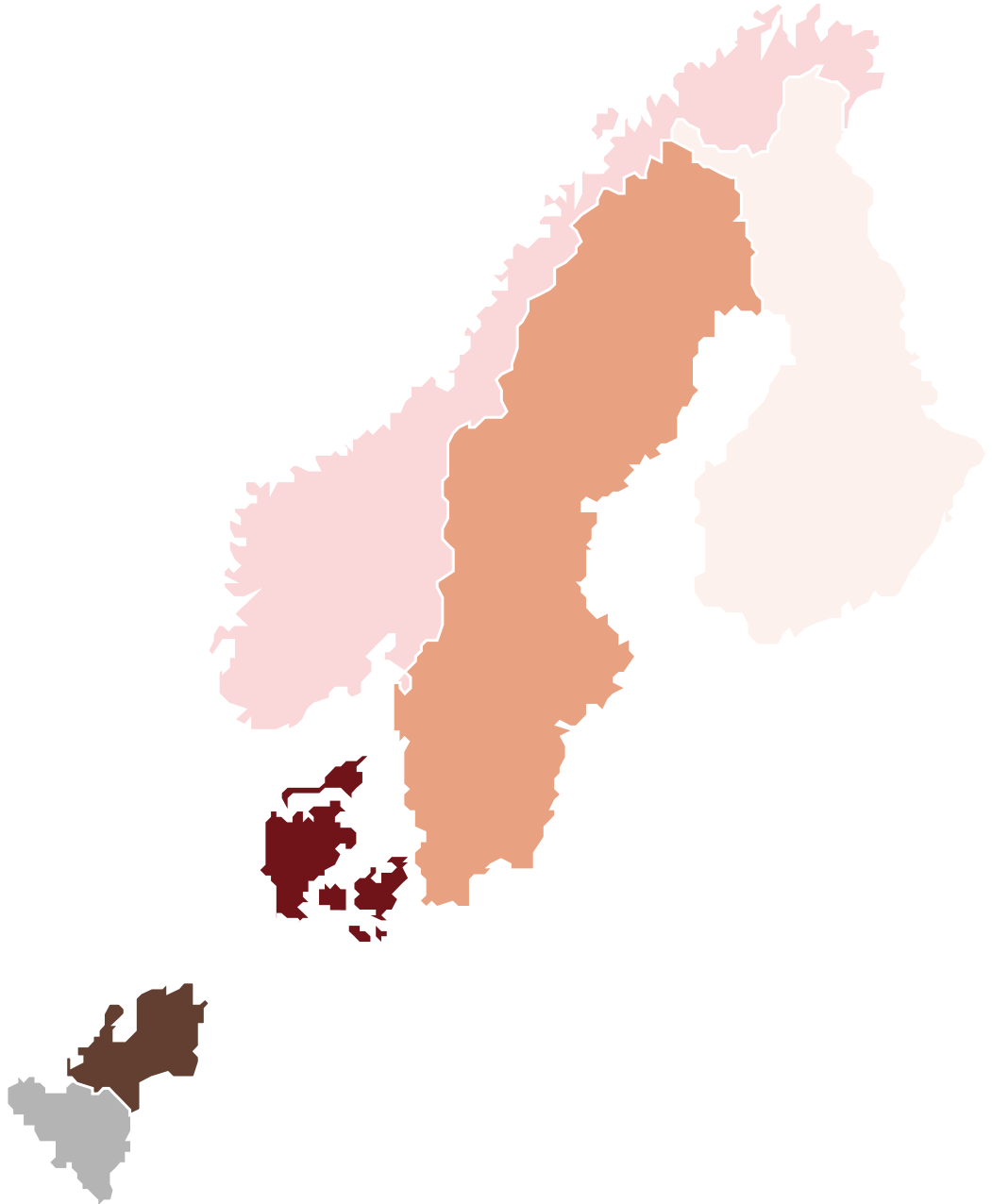
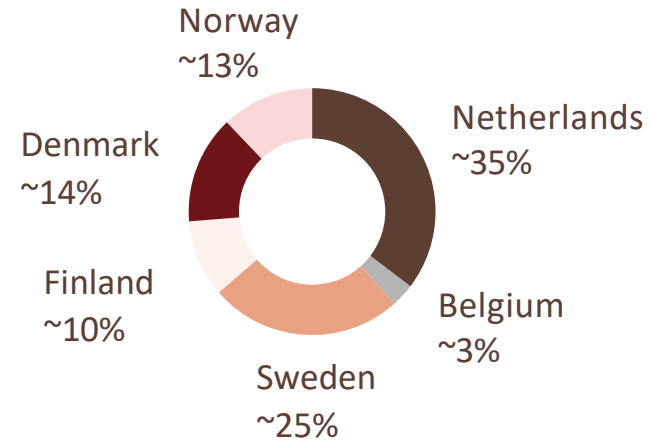
~2,500



*Fiscal year 2021/22

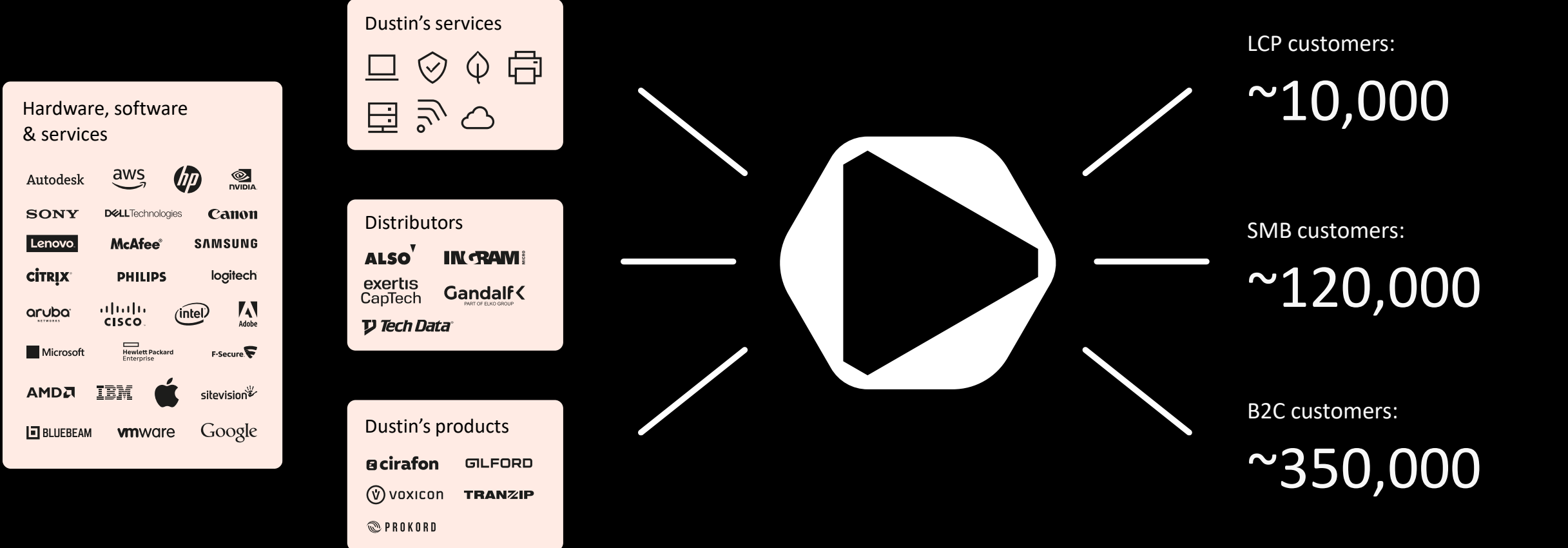
Dustin at a glance

Net sales per country*



*Fiscal year 2021/22

Our position



A wide assortment from a large number of suppliers...



needs an aggregator to interact with...



a large number of customers.

Products that keep you moving

Assortment
(products and services):

255,000

Brands:

2,800



Computers & Tablets



Computer accessories



Phones & GPS



Audio Video



Printers & Supplies



Storage



Circularity



Global e-waste

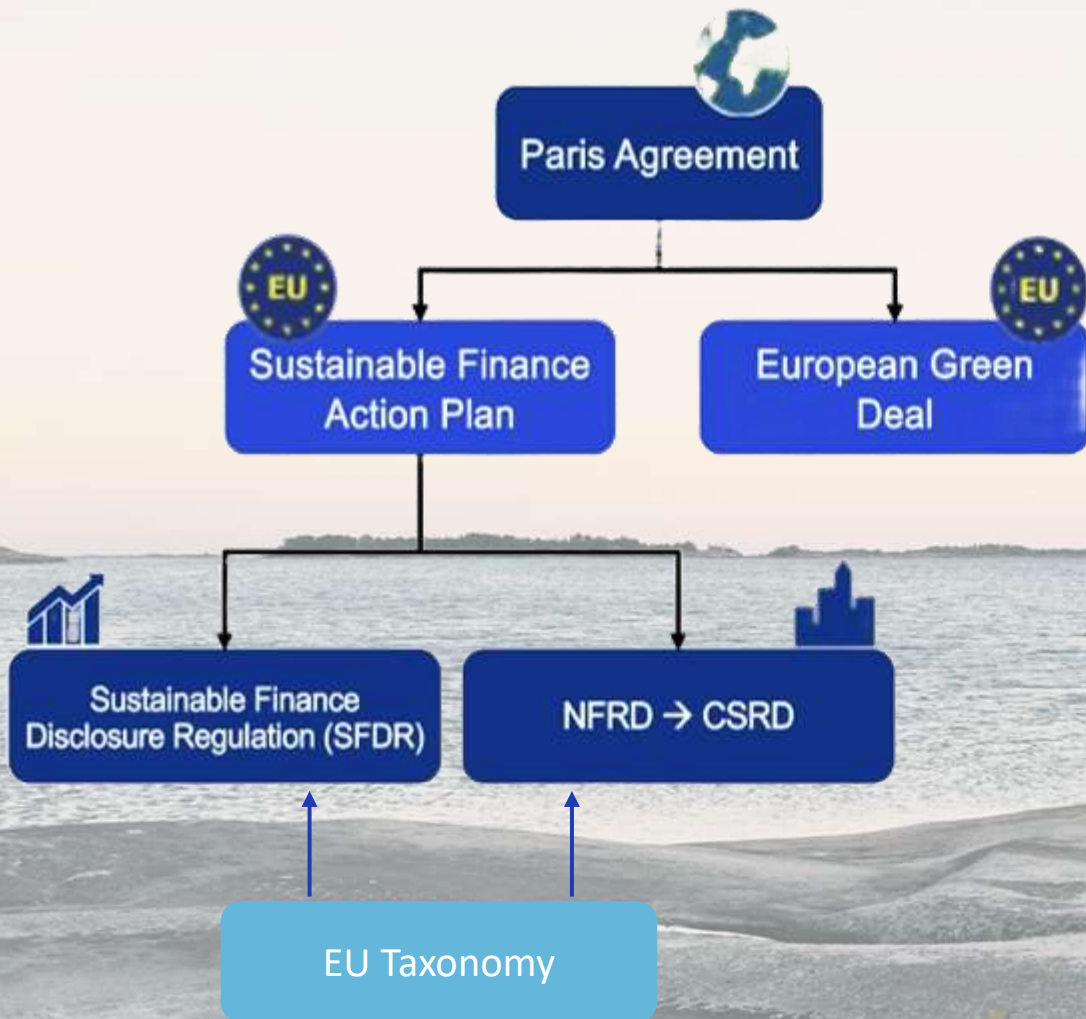
Every year we produce over 50 million tons of e-waste globally.

Only about 17 % of that is recycled

Source: *Global E-waste Monitor, 2020*

Regulatory environment

Paris Agreement: keep global warming well below 2 degrees



01

Companies already subject to the NFRD

02

Other large companies

03

Listed SMEs

Regulatory environment

Five key trends point towards longer lifespans for electronic equipment



European Green Deal- Yearly demand estimated to be:

- 4,5 million tons aluminum (increase of 33 % in comparison to today)
- 1,5 million tons copper (+35 %)
- 800 000 tons lithium (+3500 %)
- 400 000 tons nickel (+100 %)
- 300 000 tons zinc (+10-15 %)
- 200 000 tons silicon (+45 %)
- 60 000 tons cobalt (+330 %)

Source: *The Role of Critical Minerals in Clean Energy Transitions*, International Energy Agency, March 2022

Trends in the channel, EMEA (source: Canalys 2023)

- **53%** EMEA IT providers claim their customers expresses a growing interest in sustainable products
- **38%** of channel partners say sustainability will influence their customers IT investments
- **48%** of partners say their customers ask about their sustainability strategy
- In a global study by IDC, **83 %** of IT decision makers stated that sustainability will be one of the most important buying criteria in their IT procurement

Customer requests

“Environmental information, e.g. chemicals”

“Repairability”

“CO₂e per product and total yearly purchase”

“CO₂ Compensation”

“Renewable and recycled content”

“How can you support us meeting our environmental targets?”



Circular offerings

Recycle



Configuration



As-a-Service



Pre-owned



Repair/Maintenance



Dustin Product Lifecycle Centre



Thank you!