

14th November 2023

Where is the IT industry in the circular journey?

Annual Congress Circulaire-IT

Content

1. Introduction, my background, experience
2. We are Foxway
3. External challenges & factors
4. A future viewpoint about the IT industry
5. What role does Foxway play?
6. Q&A

Today's Foxway presenter



Martin Series

Sr. Director, Global
Services (UK)

Our mission

To enable sustainable tech for everyone.

One-of-a-kind business model

Foxway's distinctive business model challenges the status quo and drives the industry to be more sustainable.

For all people

Everyone can have the opportunity to choose a sustainable tech lifestyle.

Who we are

The service company enabling circular tech.

We offer supply, recovery and remarketing of technology as a service partner to large organizations and resellers of consumer electronics.

Lifecycle Services

We offer tech devices 'As a Service', such as computers and mobiles, to partners and customers. We handle repairs, replacement of new products returns and billing in the agreement.

Recovery Services

We offer a range of recovery and remarketing services to take back used devices, such as computers and mobile phones, so the current users get a smooth transition when it's time to upgrade.

Remarketing Services

We offer value added 'As a Service' to partners and customers, for the reuse and deployment of computers and mobiles. We handle repairs, replacement of products and returns.

Advisory & Insights

By using artificial intelligence and other advanced methods, we offer our customers valuable insights linked to tech devices.

International Reach



HQ

- Sweden, Solna



Sales offices

- Norway: Sandefjord
- Sweden: Malmö, Växjö, Göteborg, Solna/Stockholm, Skellefteå
- Denmark: København, Hinnerup
- Finland: Helsinki, Kaarina
- Germany: Friedrichsdorf, Nordenstedt
- Slovenia: Bratislava
- Spain: Barcelona
- UK: Braintree/Essex

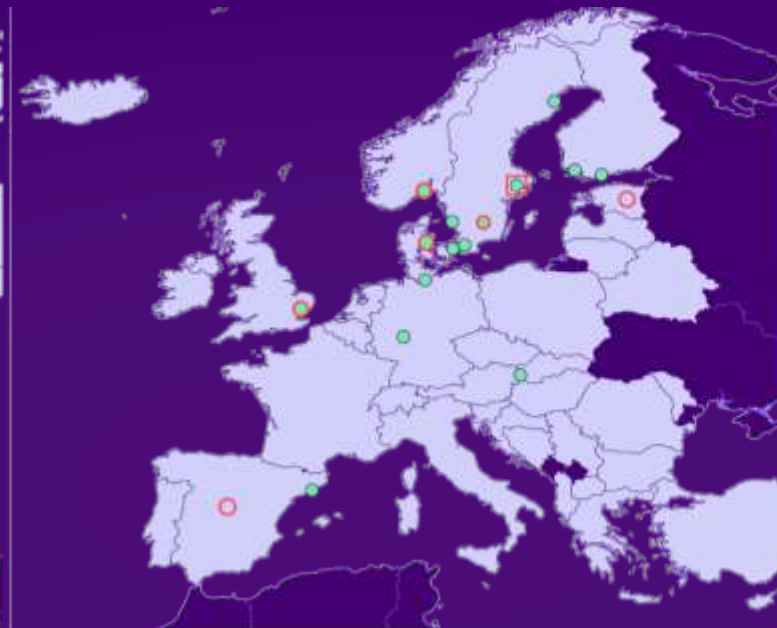


Tech centers

- Sweden: Växjö
- Norway: Sandefjord
- Denmark: Århus
- Estoni: Tartu
- Spain: Madrid
- UK: Braintree/Essex

Tech center international partners

- | | | |
|------------|----------------|-------------|
| • USA | • South Africa | • Malaysia |
| • Canada | • UAE | • Japan |
| • Mexico | • India | • Hong Kong |
| • Brazil | • Australia | • China |
| • Colombia | • Singapore | • Taiwan |





Foxway is industrializing circular tech

Foxway has the largest proprietary recommerce site in Northern Europe with >2.5m devices handled per year



Study: There's only a 0.1% chance we keep global warming below 1.5°C



There's a 50% chance we'll see 1.5°C of global warming by 2026



A composite image showing the Eiffel Tower in Paris, France, standing prominently on the right side. The background has been replaced with a North African landscape, featuring rolling hills and a warm, golden light suggesting a sunset or sunrise. The Seine River is visible in the foreground, with several boats docked along the banks. The sky is a mix of blue and orange hues, with some clouds. The overall scene is a juxtaposition of European architecture and North African geography.

IN 2050, PARIS FEELS LIKE A CITY IN NORTH AFRICA

A growing industry problem...



IT carbon footprint

Phones: 80kg
Laptops: 250kg
Desktops: 300kg
of CO₂ emissions/item



Other negative environmental effects

Use of scarce minerals
Degradation of soil
Biodiversity loss
Deforestation

Only 20 % of all ICT equipment is reused and recycled today
More than 80 % of CO₂ emissions occur during production & transport to the user

The global economy is now only **7.2%** circular; and it's getting worse year on year—driven by rising material extraction and use.

*Foxway's industry approach is possible to a level of approx. **60% circularity.***



ESG in the tech industry

1. Climate impact
2. E-waste
3. Lack of transparency in supply-chains
4. Planned obsolescence, use of scarce minerals, water pollution, degradation of soil, biodiversity loss, deforestation



Lots of "tick in the box" focus both globally and locally



Responsible Business Alliance
Advancing Sustainability Globally



GREENHOUSE
GAS PROTOCOL



SCIENCE
BASED
TARGETS
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



ecovadis
Business Sustainability Ratings

Regulative landscape

Reporting landscape in Europe shifting rapidly: From voluntary to regulatory



What role does Foxway play?

Foxway's 3 pillars of sustainability

Maximize
Device Life

**Maximize the lifetime
of each device**

Repair, upgrade and refurbish. Help the industry and market to choose long life sustainable products

New
consumption
model

**Own less –
pay for use**

Drive the acceleration towards a circular model where customers are paying for use in a Device as a Service model

Transfer
fair

**Reduce digital
inequality**

More income should come from revenue streams related refurbished products

Key takeaways

- **Climate accounting** – increasingly complex and more granular; high demands on “green claims”, ambitions and transparency
- **SBTs** (Scientific Based Targets) – increasingly important with several partners and customers demanding alignment and approval nearest years
- **CSRD** (Corporate Sustainability Reporting Directive) will force most larger enterprises to disclose and have a plan to reduce their carbon footprint
- **Tech industry challenge** – CO₂ footprint from production (mainly) and use of products in countries without credible renewable energy production.
- **The commitment to net-zero as of today seems unreachable.** SBTi is aware of this and approves net-zero targets nevertheless (even without a credible decarbonisation plan)

How to make a real impact for the circular economy



We enable sustainable tech for everyone

United Nation Sustainable Development Goals

Circular business model supporting UN SDGs



Examples of offerings



Recovery services



Remarketing services



Lifecycle services



Advisory and insight services



> 2.5m
number of products refurbished and put back to market



50%
price advantage vs. new devices⁽¹⁾



> 120k tons
of CO₂ handprint saved⁽²⁾



60%
reduction of environmental footprint

UN SDG

...changing the customer behaviour, and boosting DaaS

Adoption of reused products

Save financial resources
Refurbished
Quality assurance
Product availability
Unique features



Increase of Device as a Service (DaaS)

Latest new or refurbished
Bundling services
Supporting and monitoring
Value-added services
Capex to opex



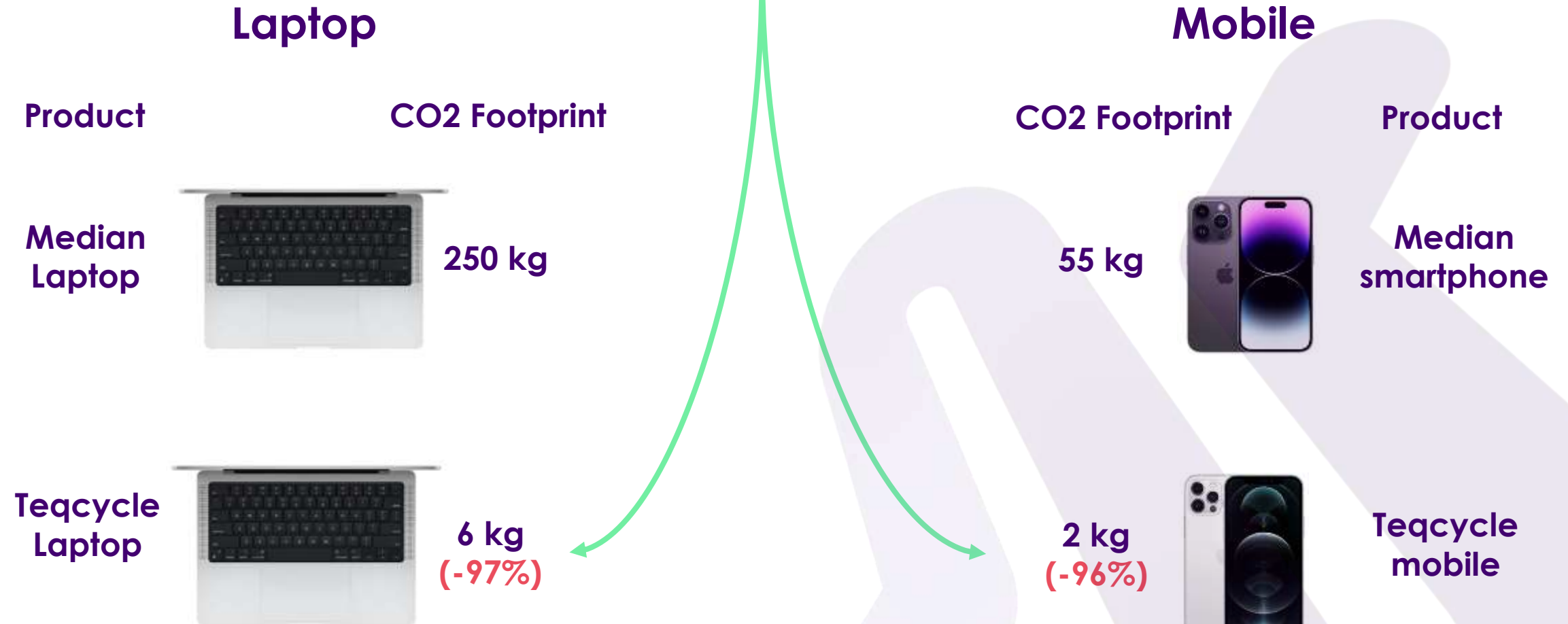
Care about sustainability and ESG

Stakeholder engagement
Consumer demand
Corporate social responsibility
Regulatory compliance
CO2e carbon avoidance



The unique value of Refurbished products

"The fast-track for organizations to reduce their Scope 3 climate footprint"



Every lifecycle has unique characteristics

First Lifecycle 1

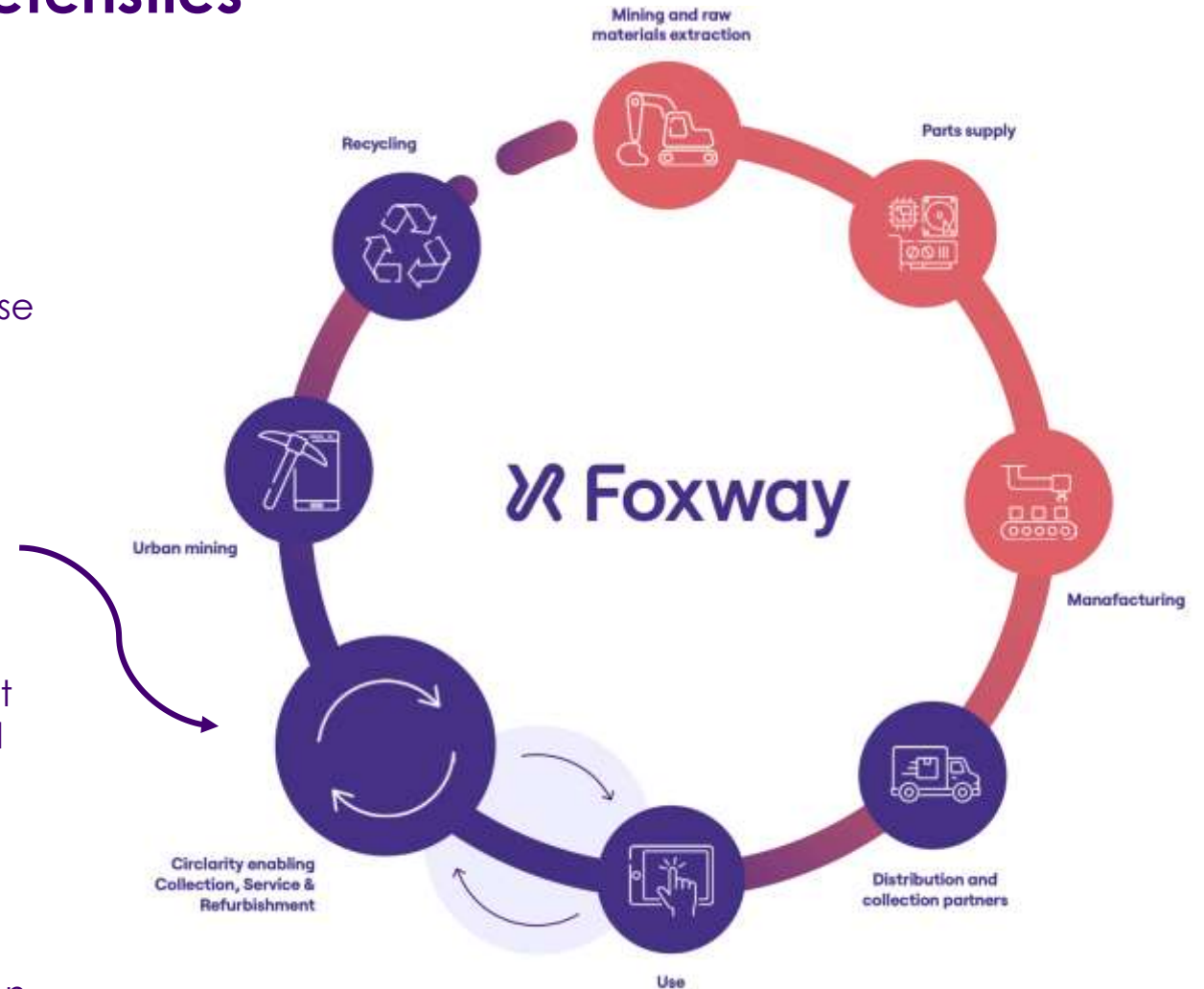
- Choose products with potential long lifetime
- Choose relevant metrics when choosing devices (EnergyStar versus lifetime impact)
- Choose as-a-service
- Choose a supplier that knows refurbishment and re-use
- Require relevant and transparent sustainability data
- Be sceptical of diplomas and “fun-facts”

Following lifecycles

- Demand warranties
- Establish a quality standard
- Ensure long product series
- Price fair between the lifecycles
- Take advantage of refurbished products low footprint
- Demand correct sustainability data /transparent and measured

End-of-life

- Ensure a partner that has inhouse urban mining and value extraction
- Have required waste certificates and follow regulation



Highlighted impact

Foxway at a glance 2022



120 948

Tons CO₂e avoided (+38 %)



584

Tons (+ 38 %) Scope
1 & 2 CO₂e emission



531.71

EUR mn (+ 68 %)
Revenue



1 082 230

Repaired and reused products
(+33 %) *



341 812

tCO₂e Scope 3 emissions
(N.A)



1.09

t CO₂e/Mn € revenue (-19%)
Carbon intensity



1 300

FTE (+57 %)



40 %

Female board
members



31 %

Of women among
employees

* Mobile phones, tablets and PCs

Thank you
for your participation