WITSA Global ICT Excellence Award 2021
Sustainable Growth/Circular Economy Award (Private Sector/NGO)
SECTION 1: CORPORATE OVERVIEW
WHO WE ARE

The leading accredited and trusted Green IT Infrastructure Service Partner focused on making the valued difference for our clients and the environment.

- 18 Years of being a leading IT rental solution partner
- 200+ Medium to large corporations supported in Malaysia & Singapore
- 20,000+ School students benefited from our CSR programs
ACCREDITATION AND ACCOLADES

Certified remanufacturer by: Registered social enterprise (488187) with: Authorised as:

MINISTRY OF INTERNATIONAL TRADE AND INDUSTRY

Member of: Member of GAIN under: Member of:

FEDERATION OF MALAYSIAN MANUFACTURERS MDEC MALAYSIA DIGITAL ECONOMY CORPORATION MATRADE MALAYSIA EXTERNAL TRADE DEVELOPMENT CORPORATION

Member of:

Pikom The National ICT Association Of Malaysia

Signatory member of:

International recognition in sustainability:

United Nations Global Compact 20 years

Rentwise
VISION & MISSION

VISION
To be the leading accredited Green IT Infra Service Partner focused on making the valued difference for our clients and the environment.

MISSION
Partnering our clients to deliver outstanding quality and value in our suite of offerings.
Constantly creating returns through service excellence and product innovation.
Growing our business with integrity, reliability and responsibility towards our stakeholders and the environment.
WHAT DO WE DO?

Our credentials:
• Microsoft Registered Refurbisher
• Social Enterprise
• Certified Remanufacturer
• MATRADE membership
• PIKOM membership
• GAIN by MDEC membership
Business Goals

**Vision:** Digital 2030 - Making IT **Sensible** and **Affordable**

**Mission:**
- To reduce IT carbon footprint in Malaysia - world’s best
- To equip all schools with IT infrastructure - world’s best PC to student ratio
- To have all SMEs in Malaysia adopt a new-remanufactured hybrid model
- To remonetise used PCs to reduce cost of ownership and encourage change out at year 4.
- To have a vibrant remanufactured sector with collaborative partnerships.
Business Growth – 3 years

<table>
<thead>
<tr>
<th>YEAR</th>
<th>RM'000</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>17940</td>
</tr>
<tr>
<td>2019</td>
<td>17422</td>
</tr>
<tr>
<td>2018</td>
<td>14014</td>
</tr>
</tbody>
</table>

**TOTAL**

Rentwise
CORPORATE MILESTONES

Founded on 15 Aug 2001 with only 6 staffs. Provided Asset Recovery, Refurbishment & Remarketing services to corporates.

Leasing division formed, providing refurbished computers that pivoted to remanufacturing quality.

Aligned to our clients’ growing needs, Business Technology Services division, Ternarium, was formed.

Market expansion into large enterprise space via IT Asset Management and Recovery division to maximize their investments.

Recognized for impeccable remanufacturing process under MITI’s R7KPA and G3M standards, resulting certification as a “R emanufacturer”.

Registered as Social Enterprise with the Ministry of Entrepreneur & Cooperatives, and invited into GAIN programme by MDEC for expansion across ASEAN markets.

UNGC Signatory Member
APICTA AWARDS
Asia Responsible Enterprise Award
Carbon Neutral Product Initiative (Kick off)
OUR SOCIO-ECO MILESTONES

- **Social impact (schoolchildren):** 28,340
- **Used Computers processed:** 360,103
- **Carbon (CO₂) reduced by Remanufacturing:** 23,287,500
SECTION 2: CIRCULAR ECONOMY STEWARDSHIP
WHY REMANUFACTURE?

The Earth is Sick

https://youtu.be/T-0aa3Y_pAg
WHY REMANUFACTURE?

CARBON FOOTPRINT

- 350 kg CO₂ from a Laptop
- 800 kg CO₂ from a Desktop
- 6,360 kg CO₂ from a Rackmount Server

Increased CO₂ levels lead to:

1. DEPLETION OF NATURAL RESOURCES AND RAIN FOREST
2. POLLUTION OF WATER SUPPLY AND MARINE HABITAT
3. RELEASE OF GREEN HOUSE GAS EMISSION

UV rays & global warming lead to:

- Depleting ozone layer
- RISING TEMPERATURE AND CLIMATE CHANGE

PRECIOUS METAL MINED
- Gold
- Silver
- Platinum
- Palladium
- Copper
- Nickel
- Cobalt
- Bauxite
- Aluminium
- Tin
- Zinc
- Lead
- Mercury
- Arsenic
- Cadmium

Toxic effluent polluting water ways and destruction of natural landscape lead to:

Rentwise
ALARMING FACTS YOU DIDN’T KNOW

Production of new IT equipment negatively impacts the environment

Carbon footprint of newly manufactured PCs

1 x New Notebook PC: 350kg CO₂
1 x New Desktop PC: 800kg CO₂

240kg of fossil fuel + 21.8kg of chemicals + 1.5 tonnes of water = 1x New Desktop PC

Despite this resource-hungry process, the United Nations reported that up to 50 million metric tons of e-waste are discarded every year!

15 laptops generates as much carbon emission as a mid sized car.
In 2018 alone, new PCs shipment to Malaysia exceeded 2 million units!
8 ALARMING E-WASTE FACTS

1. Manufacturing just one desktop computer and monitor takes roughly **530lb (240kg)** of fossil fuel, **48lb (21.8kg)** of chemicals, and **1.5 tonnes of water**

2. IT equipment can account for **9% percent of all energy** consumed by businesses- the third largest source of power for the commercial sector.

3. Fifteen PCs can generate as much **carbon emissions** as a mid-size car each year.

4. United Nations University (UNU): 50 million tonnes of e-waste every year and only about 20% of e-waste is recycled properly. An astounding **80% either ends up incinerated**, or in landfills and rivers.

5. E-waste has been identified to be as massive as **1.25 million tonnes** per year in Malaysia.

6. Manufacturing represents **up to 85%** of life cycle energy demand (ie carbon footprint) for a personal computer. Remanufacturing energy is merely a fraction, ie 5-30%

7. The use of 2x new laptops = 600kg carbon. Whereas 1x new laptop + 1 reused = 375kg carbon, thus **shaving 225kg** in carbon footprint.

8. An average remanufactured Personal Computer delays the disposal of approximately 8,860 tonnes of virgin material and **saves 30,600 tonnes CO2** over a six year lifespan.
CLOSING THE LOOP – A CIRCULAR BUSINESS MODEL

Linear business model: Take-make-use-dispose > **Unsustainable**
Circular business model: Closes the loop > **Sustainable**

Circular business model is strongly aligned to **UN’s Sustainable Development Goals**;
**Goal 4 – Quality Education**
**Goal 12 – Responsible Consumption & Production**
**Goal 13 – Climate Change**
**Goal 17 – Partnerships for the Goals**
SECTION 3:
UN SDG, UNGC, ESG - Sustainable Future
ESG and SDG

An advocate of the United Nations Sustainable Development Goals (SDGs) with a sharp focus on goals 4, 12, 13 and 17.

As the world moves towards the UN SDGs, Rentwise’s ability to grow the business in a sustainable manner that creates a positive impact on the world is ever more important.

Rentwise is an ESG rated company.

Representation of ESG considerations broadly mapped to the 17 SDGs.
The UN Global Compact and its signatories are deeply invested and enthusiastic about supporting work towards the SDGs.

Rentwise has been a Signatory Member of the UNGC since 14 Dec 2020.  
https://www.unglobalcompact.org/what-is-gc/participants/142452-Rentwise-Sdn-Bhd

About the UNGC:  
The UN Global Compact is the world's largest corporate sustainability (a.k.a. corporate social responsibility) initiative with 13000 corporate participants and other stakeholders over 170 countries with two objectives:  
a) Mainstream the ten principles in business activities around the world.  
b) Catalyse actions in support of broader UN goals, such as the Millennium Development Goals (MDGs) and Sustainable Development Goals (SDGs).
# Carbon Offset Roadmap

## Phase 1: Decarbonisation of Product

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Description</th>
<th>Completion Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milestone 1</td>
<td>Establish carbon footprint per model declared by OEMs.</td>
<td>100%</td>
</tr>
<tr>
<td>Milestone 2</td>
<td>Simulate carbon footprint of remanufactured with assumptions.</td>
<td>90%</td>
</tr>
<tr>
<td>Milestone 3</td>
<td>Validate the assumptions via independent certified body (e.g. Global Greentag).</td>
<td>50%</td>
</tr>
<tr>
<td>Milestone 4</td>
<td>Identify carbon offset program / initiative (e.g. Tree planting).</td>
<td>80%</td>
</tr>
<tr>
<td>Milestone 5</td>
<td>Embark onto marketing outreach campaigns.</td>
<td>50%</td>
</tr>
</tbody>
</table>

## Phase 2: Net Zero for the Organisation

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Description</th>
<th>Completion Stage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milestone 1</td>
<td>Embark onto GHG accounting and science-based targeting initiatives (SBTI).</td>
<td>20%</td>
</tr>
<tr>
<td>Milestone 2</td>
<td>Identify the activities / stakeholders within SCOPE 1, 2, 3 (refer to next slide).</td>
<td>10%</td>
</tr>
<tr>
<td>Milestone 3</td>
<td>Measure GHG emissions. (Determine operational boundary, Select reporting period and base year, Identify emission sources)</td>
<td>In progress</td>
</tr>
<tr>
<td>Milestone 4</td>
<td>Set GHG reduction targets. (Collect activity data and estimate gaps, Calculate GHG emissions)</td>
<td>In progress</td>
</tr>
<tr>
<td>Milestone 5</td>
<td>Monitor Progress. (Report GHG emissions, Manage GHG inventory quality)</td>
<td>In progress</td>
</tr>
</tbody>
</table>
Identifying the emissions associated with the company’s operations through:

**Scope 1:** Direct emissions from sources that are owned or controlled by the company (e.g., fuel combustion in company owned vehicles or refrigerant leakage at company facilities).

**Scope 2:** Indirect emissions from the generation of purchased energy (e.g., purchase of electricity, steam, heat, and cooling).

**Scope 3:** All other indirect emissions from a company’s value chain (e.g., purchased goods and services, use of sold products).
Phase 1: Decarbonisation of Product

Milestone 1: Establishing carbon footprint of product (Completed)
Milestone 2: Simulate carbon footprint of remanufactured with assumptions.

Dell E7450 Notebook

<table>
<thead>
<tr>
<th></th>
<th>CO₂ %</th>
<th>CO₂ kg</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Declared CO₂ (kg): 290 kg</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing¹</td>
<td>79.5%</td>
<td>230.55</td>
</tr>
<tr>
<td>Use</td>
<td>15.3%</td>
<td>44.37</td>
</tr>
<tr>
<td>Transportation</td>
<td>4.9%</td>
<td>14.21</td>
</tr>
<tr>
<td>EOL</td>
<td>0.3%</td>
<td>0.87</td>
</tr>
<tr>
<td><strong>TOTAL CO₂</strong></td>
<td>100.0%</td>
<td>290.00</td>
</tr>
</tbody>
</table>

Remanufactured CO₂ (marked in RED BOLD) 29.2%

Remaining CO₂ to offset (kg) 84.7 per Notebook

Manufacturing¹ (230.55 kg)

<table>
<thead>
<tr>
<th></th>
<th>CO₂ %</th>
<th>CO₂ kg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Display</td>
<td>43.3%</td>
<td>125.57</td>
</tr>
<tr>
<td>Mainboard &amp; other boards</td>
<td>18.3%</td>
<td>53.07</td>
</tr>
<tr>
<td>Power supply</td>
<td>9.2%</td>
<td>26.68</td>
</tr>
<tr>
<td>Solid state drive</td>
<td>5.5%</td>
<td>15.95</td>
</tr>
<tr>
<td>Battery</td>
<td>2.8%</td>
<td>8.12</td>
</tr>
<tr>
<td>Packaging</td>
<td>0.4%</td>
<td>1.16</td>
</tr>
<tr>
<td><strong>TOTAL CO₂</strong></td>
<td>79.5%</td>
<td>230.55</td>
</tr>
</tbody>
</table>

Source:
PHASE 1 – Decarbonisation of Product

Milestone 3: Validate the assumptions via independent certified body (e.g. Global Greentag).
Milestone 4: Identify carbon offset program / initiative (e.g. Tree planting).
Milestone 5: Embark onto marketing outreach campaigns.

Rentwise has embarked onto this carbon offset initiative to achieve carbon neutrality on our product.

REFORESTATION
Residue carbon footprint offset by tree planting of equivalent carbon savings

Remeanufacturing reduces the amount of CO₂
Further residue is all offset by tree planting

= ZERO CARBON
SECTION 3: SOCIAL EMPOWERMENT - Repurposing PCs for Education
A Disruptive Gap in Education Ecosystem

5,244,119 primary and secondary schoolchildren

10,208 primary and secondary public schools

Source: 2019, MOE

Yet in a 2015 survey by Faculty of Education, University of Malaya discovered, among others;

- 70% of teachers claimed that the ICT facilities in their school was not well-functioning
- 62% lamented the lack of a proper computer lab
- 82% voiced dismay over the limited access to ICT equipment
Rentwise brought together like-minded enterprises such as Sunway Group, on a collaborative CSR journey.

Set aside 20% of their retired ICT assets for Rentwise to be remanufactured, including the maintenance and support thereafter for 1 year.
Case Study: Rentwise-Sunway CSR Collaboration

https://youtu.be/zZ1bYpP2MMw
Since this project began in 2009, we have benefitted more than 28,340 students across 44 schools and needy organisations.

- Schools: KPIs for ICT syllabus (ASK) achieved
- Students: Won accolades in national IT-related competitions, inspired to achieve greatness such as Sundar Pichai, CEO of Google

“If you give people tools, they will develop things in ways that will surprise you very much beyond what you might have expected” Bill Gates (Microsoft founder)
Future Direction

Availability of good quality business grade (used) computers isn’t abundance, and the need for top executives’ sponsorship from large organisations is not easily accessible too.

Continue building awareness and outreach through innovative marketing initiatives and persistent lobbying for collaborative partnerships.

Courting Malaysian government (representing almost 34% of total PC installed base in Malaysia) to consider similar collaboration via its mooted Private-Public-Partnership programme.
Thank you