NRI INDUSTRIAL

ANNUAL PERFORMANCE REPORT.

YEAR 2022

2023

MESSAGE FROM OUR CEO.

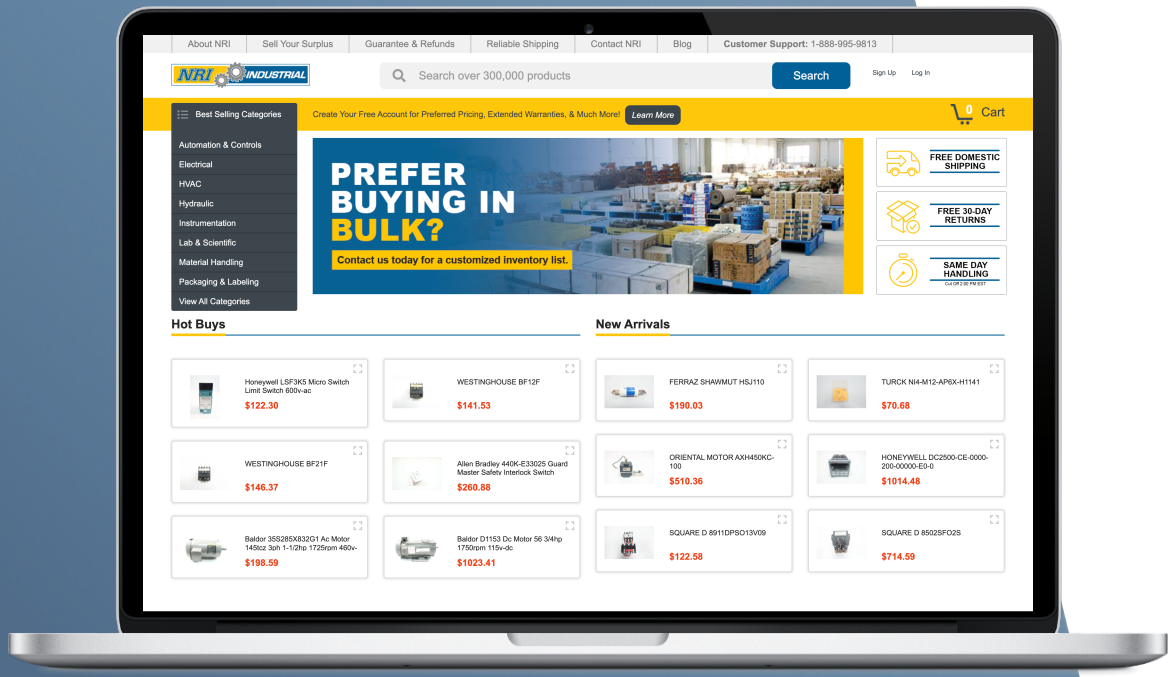
“NRI Industrial Sales is one of the largest resellers of industrial parts in North America. We provide global solutions for your surplus MRO needs with operations in the US, Canada, Dubai, and Pakistan. We equip organizations from all over the world with turn-key solutions to recover value from their surplus inventory. We have the right approach to help your organization through our consignment program or our inventory purchasing solution."

SAIF SYED

Our Mission

A WORLD WITHOUT INDUSTRIAL SURPLUS.

“We assist our clients find and recover value in challenging situations.”



NRI INDUSTRIAL MARKETPLACE SUCCESS

Tight supply conditions and strong end-user demand continue to drive increasing used equipment values in both the retail and auction markets.

700K

ITEMS INSTOCK

100k+

POSITIVE FEEDBACKS

ACTIVE
YEARLY
USERS

1,352,388

TOP 10 BEST SELLING CATEGORY

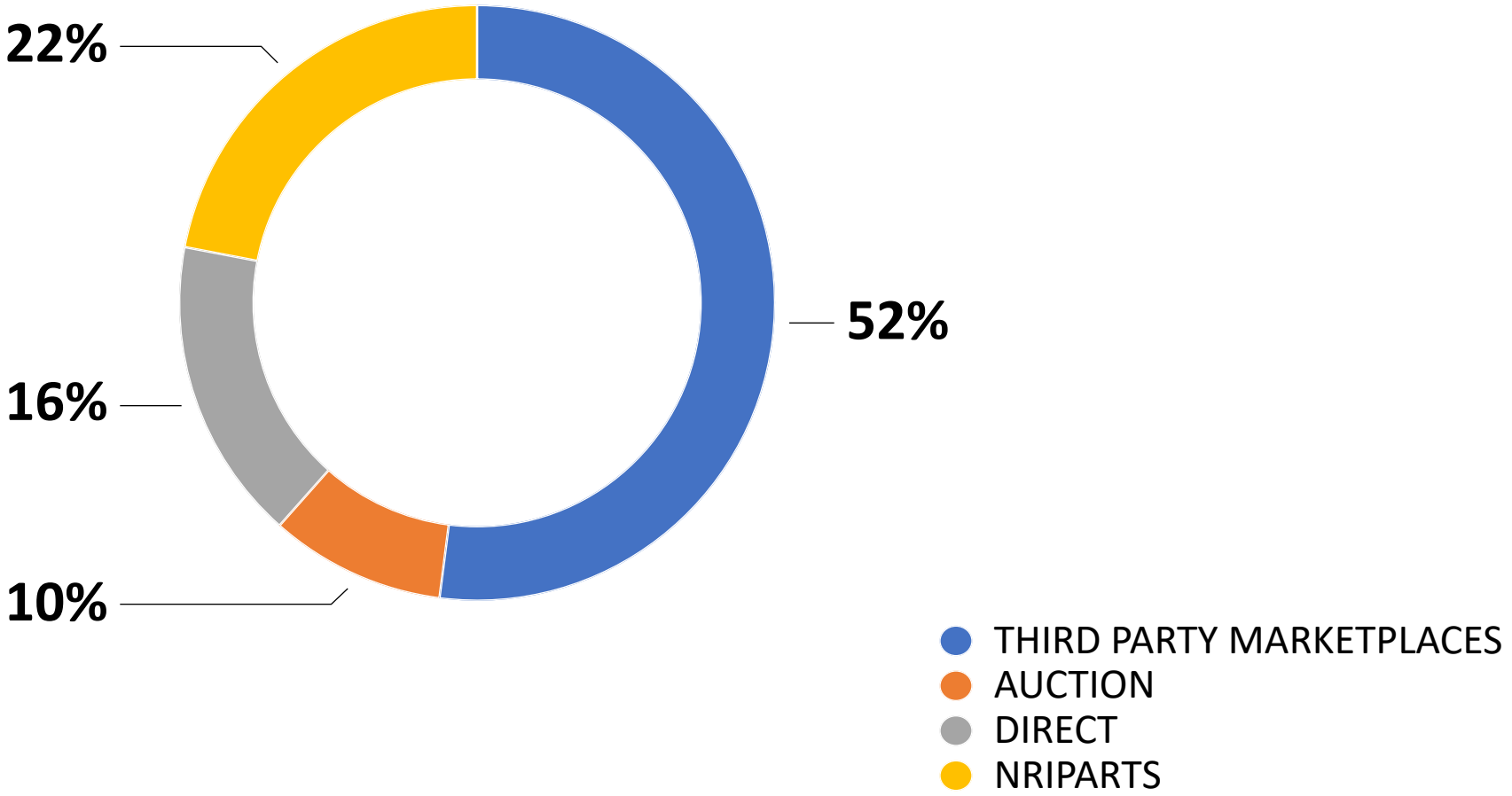
Automation & Controls > PCB Circuit Boards was by far the most demanded category of all in the year 2022. This data is based on the number of buying enquiries across our platform.

$1,378.09

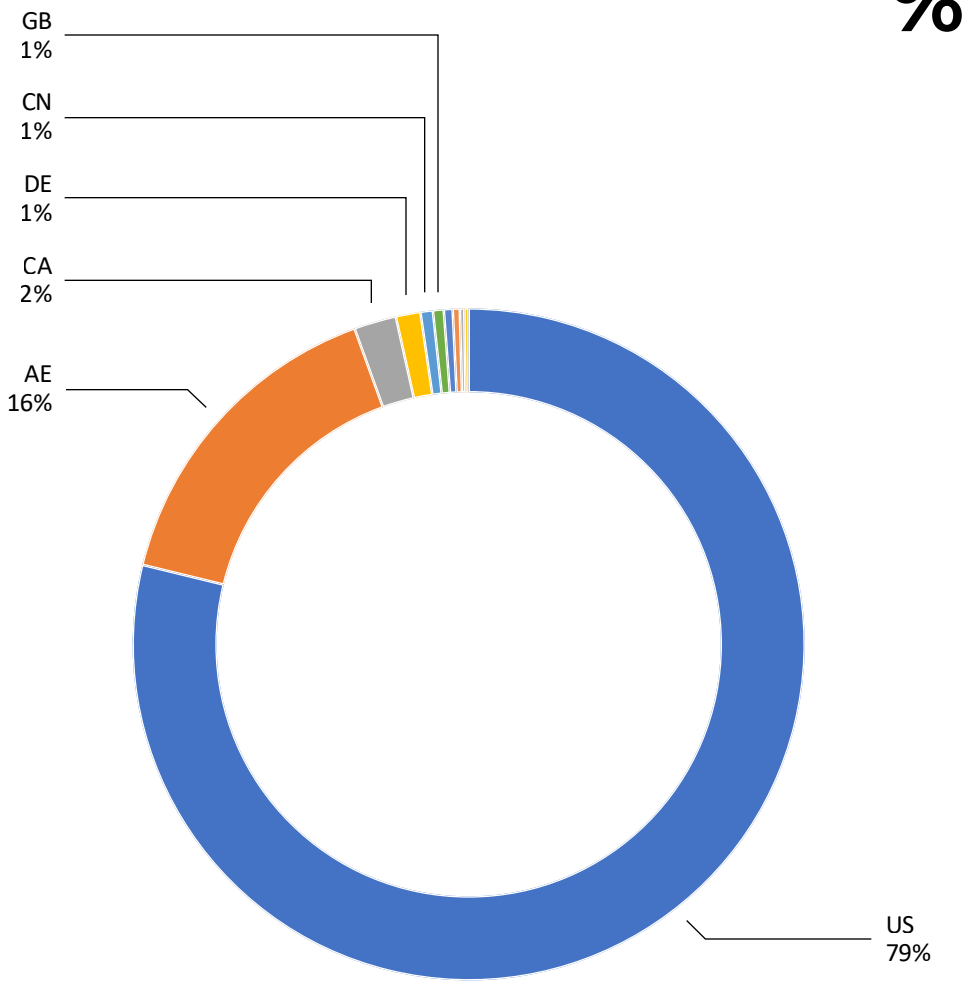
HIGHEST AVG SOLD VALUE

Automation & Controls > PCB Circuit Boards	$502.45
Automation & Controls > Motor Drives > AC VFD Drives	$1,212.94
Automation & Controls > HMIs and Displays > Operator Interface Panels	$1,378.09
Electrical > Electric Motors > AC Motors	$322.91
Automation & Controls > PCB Circuit Boards	$786.80
Automation & Controls > Motor Drives > AC VFD Drives	$1,273.72
Automation & Controls > HMIs and Displays > Operator Interface Panels	$689.52
Electrical > Electric Motors > AC Motors	$830.46
Electrical > Test Equipment	$88.28
Automation & Controls > PLC and DCS Modules > Power Supply Modules	$384.20

% of sales by channel overall



% of sales by country



Average sold value by condition

Condition	Average of Sold Price ($)
New	$206
New Other	$208
Parts	$422
Used	$429
Grand Total	**$266**

01

ALLEN BRADLEY

02

GENERAL ELECTRIC (GE)

03

FISHER

04

SIEMENS

05

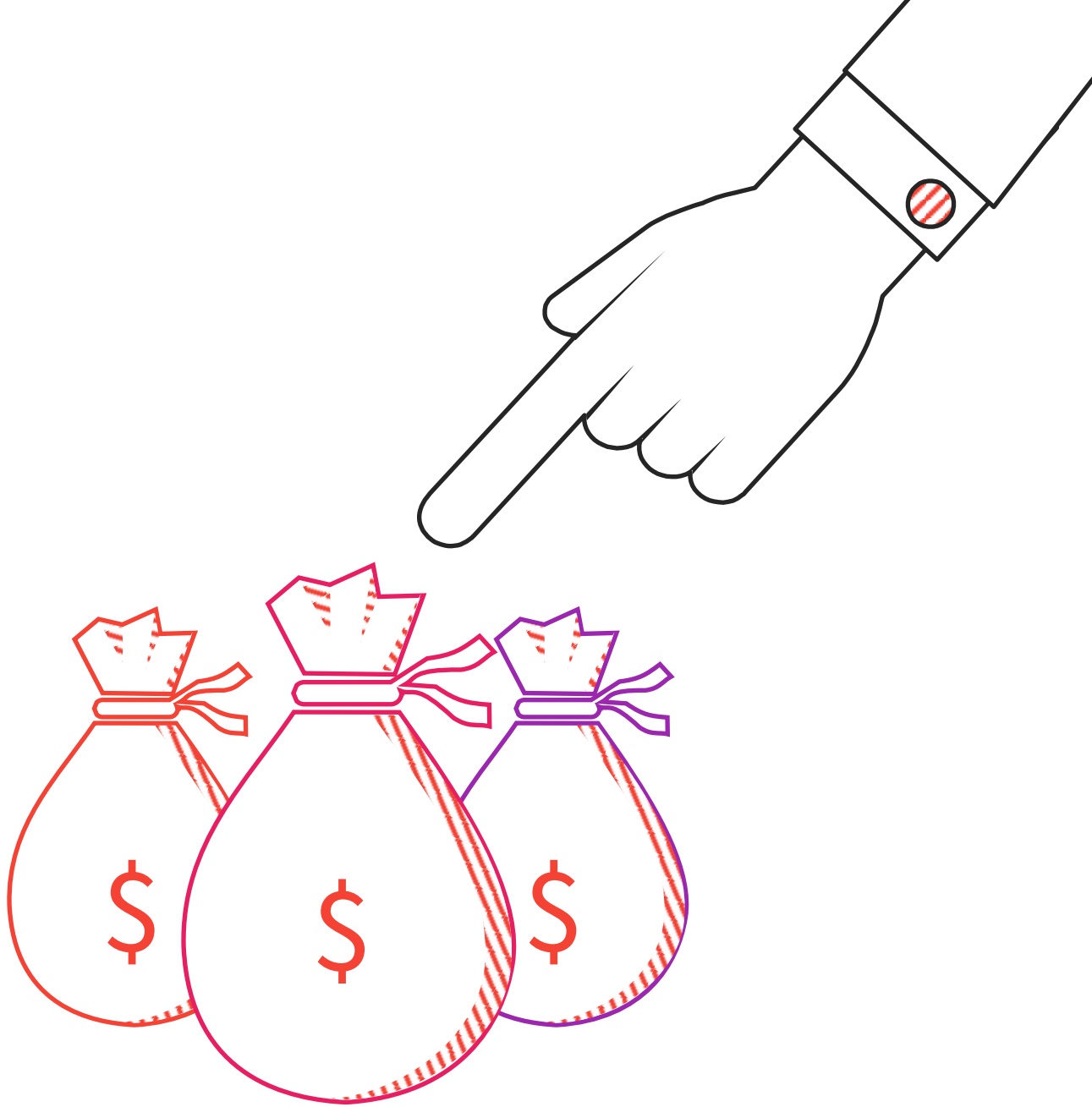
ABB

TOP SELLING BRANDS.

AVERAGE ITEM SOLD VALUE

$246.49

This past year was a record one for NRI INDUSTRIAL, by any measure. Positive price trends across all sectors were reported, while NRI PARTS records high total sales, active users, and overall sales prices.



% of sales & average sold value by top brands

Brand	Avg Item Value	% Total
ALLEN BRADLEY	$238	7.35%
GENERAL ELECTRIC GE	$377	3.40%
FISHER	$330	2.32%
SIEMENS	$324	2.00%
ABB	$512	1.62%

Average spent by top 10 countries

Country	Avg Order Value
US	$395.92
AE	$30,165.12
CA	$376.11
DE	$740.47
CN	$830.29
GB	$432.58
MX	$270.49
IT	$767.23
KR	$493.65
JP	$458.56

Average spent by top 10 states

State	Avg Spent $
US-NJ	$601
US-OH	$548
US-TN	$536
US-NE	$435
US-TX	$433
US-FL	$390
US-OR	$387
US-MO	$378
US-NC	$365
US-VT	$365

CASE STUDY SPOTLIGHT

EQUIPMENT BUYOUT FOR LARGE OIL & GAS COMPANY

Our client is one of the world's largest producers of synthetic crude oil from oil sands and the largest single source producer in Canada. To minimize the risk of failure and downtime, our client needed the material removed in a timely manner because the space was needed for an upcoming project. To avoid production interruption, our client was having a difficult time finding interest in potential buyers due to their remote location. NRI was able to meet its goal of cleaning up its outside yard and surplus storeroom.

Overview

We offered our clients a multi-faceted asset recovery solution that focused on maximizing their return on assets and providing a streamlined process for managing and storing their surplus equipment. Avoided costly equipment disposal fees and fulfilled their CSR pledge to operate more sustainably.

$16.7
millions

RECOVERED

29

TRUCKLOADS MATERIAL REMOVED

70K

PCS EQUIPMENT REMOVED FROM SITE

NRI
INDUSTRIAL