

ABOUT PROCURRI

Listed on the Main Board of the Singapore Exchange Securities Trading Limited on 20 July 2016, Procurri is an independent provider of IT lifecycle services and data centre equipment, such as servers, storage and networking products. The Group's platform acts as a global aggregator for businesses to purchase, dispose and manage the lifecycle of enterprise hardware, including related services such as maintenance, leasing and rental, in over 100 countries through its global network of 14 offices and extensive partner locations.

LIFECYCLE SERVICES

IT DISTRIBUTION



**INDEPENDENT
 MAINTENANCE
 SERVICES**



**HARDWARE-AS-
 A-SERVICE**



**IT ASSET
 DISPOSITION**



**HARDWARE
 RESALE**



**SUPPLY CHAIN
 MANAGEMENT**

Changing The Way The World Buys Technology.



COVERAGE OF >100 COUNTRIES • 14 OFFICES • 790+ FORWARD STOCKING LOCATIONS • 6 REGIONAL WAREHOUSES

IT OPERATING LANDSCAPE – EMERGING TRENDS

Increasing acceptance of the secondary IT market with more OEMs endorsing the sale of certified refurbished or excess equipment

Emphasis on use of certified genuine replacement parts to prevent equipment failure and data centre downtime

Strong shift towards open server architecture with a preference for vendor-agnostic service providers

Increased importance of return on investment and impact of depreciation from IT infrastructure, driving the shift from capex to opex models

Traditional intermediary roles, such as OEMs, VARs & SIs, have changed – leading to industry consolidation

Shift in industry dynamics where only players with operation size and geographical reach can compete effectively to capture a meaningful market share

RECENT STRATEGIC DEVELOPMENTS

Won contract from pharmaceutical giant

To maintain mission-critical enterprise hardware, including data centre equipment and data storage, for a European pharmaceutical giant in the UK and APAC.

Secured agreements from tech giants

Appointed by Cisco and Hewlett Packard Enterprise as partners in their respective hardware resale programmes

Formed Rockland Congruity in January 2017

51%-owned US JV spearheading Procurri's global storage maintenance services.

Acquired EAF in November 2016

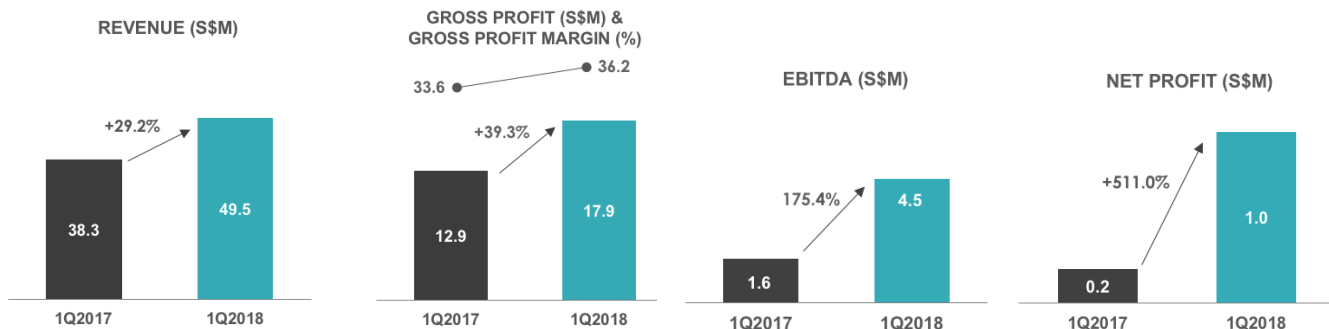
Deepened UK presence and leveraging EAF's existing strong relationships in Europe with major OEMs to expand these partnerships globally.

Established a Global Parts Centre ("GPC") in 4Q2016

Apart from standardising service delivery methodology across the Group's international footprint, the GPC will reduce average cost of parts through volume procurement

1Q2018 FINANCIAL HIGHLIGHTS

Income Statement			
S\$('000)	1Q2018	1Q2017	Change (%)
Revenue	49,492	38,303	29.2
Gross Profit	17,924	12,863	39.3
EBITDA	4,503	1,635	175.4
Net Profit / (Loss)	1,002	164	511.0

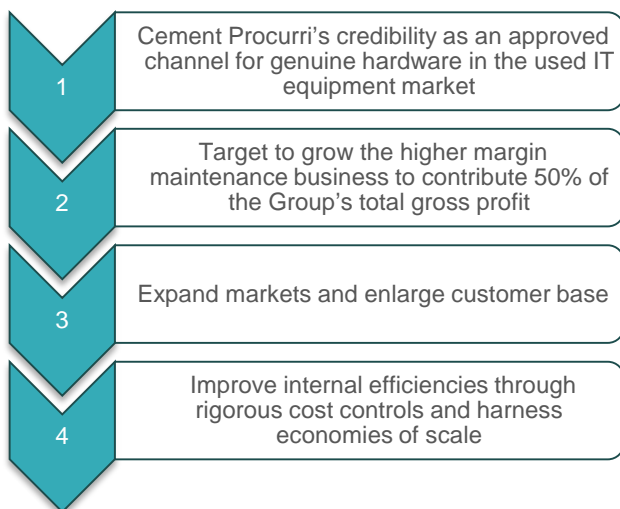


Balance Sheet			
S\$'000	31 Mar 2018	31 Dec 2017	Change (%)
Total Assets	140,237	140,501	(0.2)
Total Liabilities	75,046	76,729	(2.2)
Shareholders' Equity	65,191	63,772	2.2
Cash and Bank Balances	14,376	18,459	(22.1)

Key Ratios	31 Mar 2018
Debt-to-equity ratio	0.06
Current ratio	1.51
NTA per share (cents)*	18.13
NAV per share (cents)*	23.07

* Based on 282,569,100 number of shares in issue as at 31 Mar 2018

FORWARD STRATEGIES



GROUP OUTLOOK

- Transform the Group into a stronger global player with the aim to capture a meaningful market share of the US\$34.8 billion secondary IT equipment market
- Reduce increase in administrative expenses in FY2018
- Improve Lifecycle Services' GP margin in FY2018
- Increase contribution of higher margin Lifecycle Services business segment to 50% of the Group's GP in five years' time
- The Group will make further inroads to the broader data centre equipment market by securing more authorised partnerships with OEMs
- 2Q2018 to be profitable, barring unforeseen circumstances
- Return the Group to profitability in FY2018