

ABOUT PROCURRI

Singapore Exchange-listed Procurri is a leading global independent provider of data centre equipment and lifecycle services. We aim to be the global aggregator of enterprise hardware and services to our channels, offering a converged network and sharing platform that combines the technology, finance and logistics domains by changing the way the world buys technology. With a proven track record in solving data centre challenges across all major industries, coupled with a single-minded approach in support and service delivery, Procurri's commitment to business excellence is underscored by our global footprint, sound methodology, experienced professionals and process-driven support infrastructure.

IT DISTRIBUTION



**HARDWARE
 RESELL**



**SUPPLY CHAIN
 MANAGEMENT**



**IT ASSET
 DISPOSITION**



**HARDWARE-AS-
 A-SERVICE**



**INDEPENDENT
 MAINTENANCE
 SERVICES**

LIFECYCLE SERVICES

Changing The Way The World Buys Technology.



COVERAGE OF >100 COUNTRIES • 15 OFFICES • 800 LOCAL WAREHOUSES • 6 REGIONAL WAREHOUSES

MILESTONES



GROWTH STRATEGIES



Selective **mergers and acquisitions** to complete winning strategy



Harness economies of scale and cross-selling to achieve **organic growth**



Ramp up Lifecycle Services contributions for better earnings visibility; attain **predictable earnings**

INVESTMENT MERITS

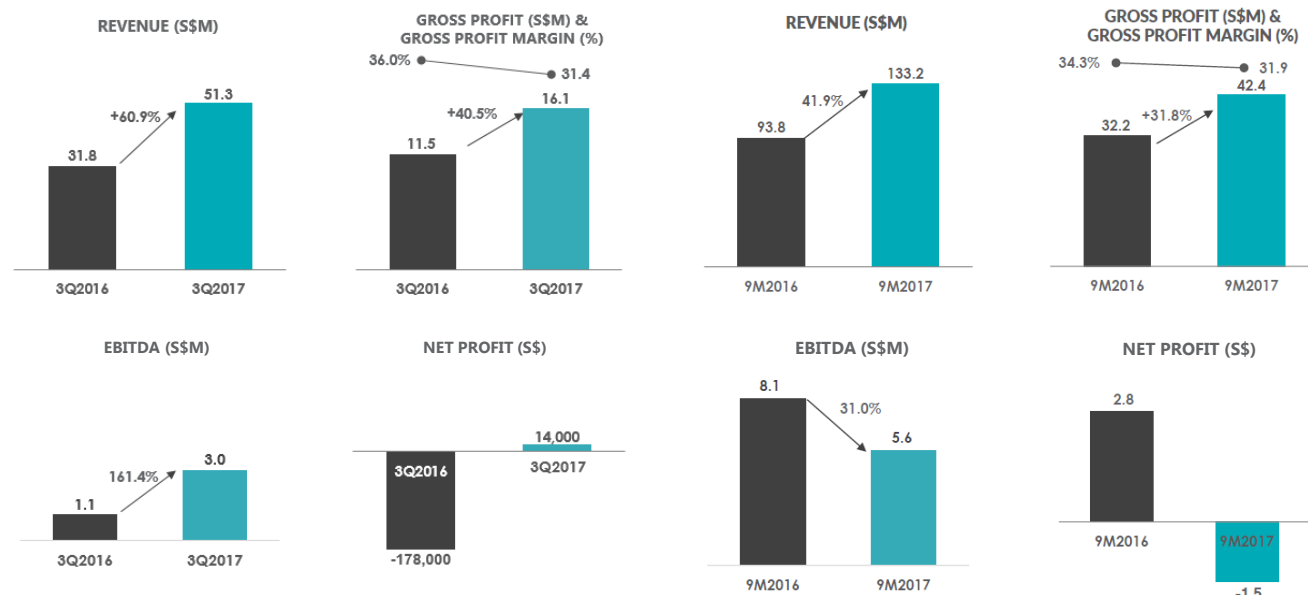
BRAND. As the **only listed company** with a **global foothold**, we can leverage our brand presence to secure **bigger customers and partners**.

ECOSYSTEM. Our products and services form their own **ecosystem** by covering the entire IT equipment lifecycle, creating cross-selling opportunities through **value propositions** to our customers.

DUAL-INCOME GROWTH. Through pursuing **organic and inorganic growth** opportunities in our **Lifecycle Services and IT Distribution segments**, we build **income resilience** while prospecting for growth.

3Q2017 / 9M2017 FINANCIAL HIGHLIGHTS

Income Statement						
S\$('000)	3Q2017	3Q2016	Change (%)	9M2017	9M2016	Change (%)
Revenue	51,256	31,849	60.9	133,154	93,814	41.9
Gross Profit	16,094	11,452	40.5	42,432	32,191	31.8
EBITDA	2,969	1,136	161.4	5,573	8,074	(31.0)
Net Profit / (Loss)	14	(178)	N.M.	(1,493)	2,839	N.M.



Balance Sheet			
S\$'000	30 Sep 2017	31 Dec 2016	Change (%)
Total Assets	137,276	117,081	17.3
Total Liabilities	72,168	49,999	44.3
Shareholders' Equity	65,108	67,082	(2.9)
Cash and Cash Equivalents	13,562	30,006	(54.8)
NAV per Share (cents)	23.25	23.96	(3.0)

Key Ratios	30 Sep 2017
Debt-to-equity ratio	0.19
Current ratio	1.52
NTA per share (cents)*	18.25
NAV per share (cents)*	23.25

* Based on 280 million number of shares in issue

GROUP OUTLOOK

- IT Distribution's product mix has evolved following the Group's participation in the resale programmes of two multi-billion-dollar OEMs, which are only for a select few companies.
- One of the new sales initiatives positions the Group as such OEM's first global partner for the distribution of its replacement parts.
- Strategy to capture higher market share from IT Distribution business has translated to higher sales volume; while growth momentum is expected to continue, gross profit margin will be impacted until economies of scale from the Group's expanded market share kicks in.
- Undergoing a transitional phase to grow the recurring revenue from the Lifecycle Services segment to improve earnings stability over the long-term.
- Full year performance will be impacted by narrower margins from the IT Distribution business segment, straight-line recognition of maintenance revenue in the Americas and increased investments into infrastructure.