

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 services and hardware 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 15 offices and extensive partner locations.

LIFECYCLE SERVICES

IT DISTRIBUTION



IT ASSET
DISPOSITION



HARDWARE-AS-
A-SERVICE



INDEPENDENT
MAINTENANCE
SERVICES



HARDWARE
RESALE



SUPPLY CHAIN
MANAGEMENT

Changing The Way The World Buys Technology.



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

Won contracts from Cisco and Hewlett Packard Enterprise to become authorised replacement parts partner

Formed Rockland Congruity in January 2017

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

Acquired EAF in November 2016

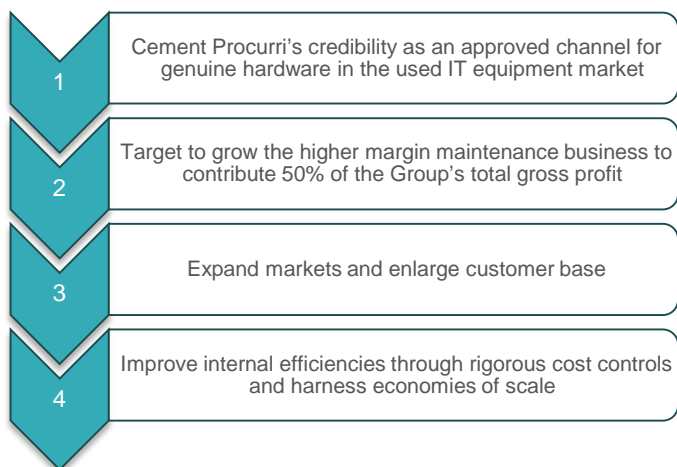
Deepened UK presence – leveraging on EAF's existing strong relationships in Europe with major OEMs to expand these partnerships globally.

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

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

CORPORATE & BUSINESS UPDATE

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
- Return the Group to profitability in FY2018

CORPORATE MILESTONES



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)

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