Corporate Presentation

CHANGING THE WAY THE WORLD BUYS TECHNOLOGY
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Company Overview
Who We Are

- **Vision**: To unlock opportunities in the IT industry by changing the way the world buys technology through a sharing platform

- **Mission**: To be the global aggregator of enterprise hardware and services to our channels, offering a converged network that combines the technology, finance and logistics domains

GLOBAL INDEPENDENT PROVIDER

Data Centre Equipment & Lifecycle Services
What We Do

IT Distribution

Hardware Resale
- Dynamic 2-way relationships - customers can be suppliers & vice versa
- Consignment option for equipment owners

Supply Chain Management
- Provide logistics and distribution services for OEMs in their supply chains

Lifecycle Services

Independent Maintenance Services
- Independent of OEM SLAs
- Extended support for out-of-warranty and end-of-life IT equipment

Hardware-as-a-Service
- On-demand computing resources

IT Asset Disposition Services
- Provide refurbishment services of end-of-usage IT equipment for OEMs and major vendors
Our Leading Edge
Our Leading Edge

1. Global Aggregator in Fragmented Market

2. Scalable Business Model

3. Well Positioned to Ride on Strong Industry Prospects

4. Experienced Management Team

5. Strong Execution Track Record
1 Global Aggregator in Fragmented Market

Global Coverage of more than 80 Countries and 3 Regional Hubs in Singapore, US and UK
Hardware Resale Market

- **Challengers**
  - Centrics IT
  - Atlantix Global Systems
- **Explorers**
  - EPOKA
- **Defenders**
- **Champions**
  - Procurri
  - IBRemarketing

Growth Potential

- LOW
- HIGH

Current Ability to Execute*

- LOW
- HIGH

Independent Maintenance Services Market

- **Challengers**
  - Beijing Trust & Far Technology
- **Explorers**
  - Curvature
- **Defenders**
- **Champions**
  - SMS
  - Procurri

Growth Potential

- LOW
- HIGH

Current Ability to Execute*

- LOW
- HIGH

IT Asset Disposition Market

- **Challengers**
  - Procurri
- **Explorers**
  - Dataserv
  - Apto Solutions
- **Defenders**
- **Champions**
  - ITRenew
  - Ingram Micro
  - Arrow Electronics

Growth Potential

- LOW
- HIGH

Current Ability to Execute*

- LOW
- HIGH

Source: Frost & Sullivan

*Current Ability to Execute includes geographical presence and breadth of product/service

*Growth Potential includes presence in high growth countries and synergy across value chain

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Scalable Business Model

First Mover Advantage from Convergence of Technology, Finance & Logistics Domains
Well Positioned to Ride on Strong Industry Prospects

Global Data Centre Hardware Market
5-Year CAGR = 11.7% (US$293 billion in 2020)

Global IT Maintenance Market
5-Year CAGR = 9.6% (US$42 billion in 2020)

Key Drivers
- GROWTH OF CLOUD, E-COMMERCE & BIG DATA
- CAPEX TO OPEX
- PAY AS YOU USE, BRAND AGNOSTIC

Source: Frost & Sullivan
Experienced Management Team

Average 20+ years of industry experience

AMERICAS
- Ed Flachbarth
  Global President
- Zack Sexton
  Head, Americas

EMEA
- Sean Murphy
  Global CEO
- Mat Jordan
  Head, EMEA

APAC
- Poh Yee Tiong
  Head, APAC
- Vincent Choo
  CFO
Strong Execution Track Record

October 2009
Established in Singapore

April 2014
Integration of ASVIDA into Procurri Corporation

June 2014
Acquisition in Malaysia

February 2015
Acquisition of Procurri Asia Pacific

March 2016
Incorporation in Beijing, PRC

April 2013
Acquisition in U.S.

May 2014
Acquisition in U.K.

January 2015
Incorporation in Mexico

March 2015
Launched global brand “Procurri”

July 2016
Procurri listed on SGX-ST Main Board
Growth Strategies

1. Mergers and acquisitions, joint ventures and partnerships

2. Enhance our infrastructure to drive business growth

3. Pursue new opportunities with key customers and acquire new customers

4. Build income resilience and increase profitability
1H2016 Financial Highlights

**Revenue ($m)**

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
<th>Change</th>
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<tbody>
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<td></td>
<td>56.5</td>
<td>62.0</td>
<td>+9.7%</td>
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**Gross Profit ($m) and Gross Profit Margin (%)**

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
<th>Change</th>
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<tr>
<td></td>
<td>16.9</td>
<td>20.7</td>
<td>+33.5%</td>
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<td></td>
<td>29.8%</td>
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**EBITDA ($m)**

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<tr>
<th></th>
<th>1H2015</th>
<th>1H2016</th>
<th>Change</th>
</tr>
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<tr>
<td></td>
<td>4.6</td>
<td>6.9</td>
<td>+51.4%</td>
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**Net Profit after Tax ($m)**

<table>
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<tr>
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<th>1H2015</th>
<th>1H2016</th>
<th>Change</th>
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<tbody>
<tr>
<td></td>
<td>2.0</td>
<td>3.0</td>
<td>+51.0%</td>
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1H2016 Performance by Business Segment

Revenue (S$m)
- IT Distribution: 79.9%
- Lifecycle Services: 20.1%
- Total Revenue: S$62.0m

Gross Profit (S$m)
- IT Distribution: 69.8%
- Lifecycle Services: 30.2%
- Total Gross Profit: S$20.7m

Gross Profit Margin (%)
- IT Distribution:
  - 1H2015: 27.2%
  - 1H2016: 29.3%
  - Increase: +2.1pp
- Lifecycle Services:
  - 1H2015: 45.0%
  - 1H2016: 50.1%
  - Increase: +5.1pp
Thank You
Appendix
Our Group Structure

The Procurri Group

Procurri Corporation Limited

- ASVIDA UK Limited (100.00%)
  - Procurri LLC (100.00%)
    - Procurri, S. de R. L. de C.V.
  - Tinglobal Holdings Limited (99.99%
    - Procurri UK Limited

- Procurri Singapore Pte. Ltd. (100.00%)

- Procurri Malaysia Sdn. Bhd. (100.00%)

- Procurri Asia Pacific Pte. Ltd. (100.00%)

IT Distribution
Hardware Resale

✓ **Multi-vendor provider of data centre equipment** across all major IT brands
✓ **Vendor-agnostic aggregator** that matches buy and sell opportunities globally through our established network:
  - Original Equipment Manufacturers (OEMs)
  - Value-added Resellers (VARs)
  - Brokers
  - Cloud Companies
  - Maintenance Service Companies

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**High Margin Hardware Resale Value Chain**

**PURCHASE**
- Buy equipment from channels/markets

**ASSESS**
- Test and evaluate equipment to gauge its value
- Advise next step – pre-resale verification, harvest parts or send for recycling

**VERIFY**
- Pre-resale verification, testing, refurbishment of resalable equipment
- Harvest, if any, useable parts from non-resalable equipment for Independent Maintenance Services unit or send for recycling

**STORE**
- Tag & inventorise resalable equipment

**STAGE**
- Assemble equipment as per requirements
- Clean & pack for delivery

**REMARKET**
- Resale equipment globally
- Wide range of New Resale and pre-owned equipment from both current and previous generations
Lifecyle Services
Independent Maintenance Services

✓ Offer maintenance solutions independent of OEM service level agreements
  — At least 30% cost savings

✓ Offer extended maintenance for products that are out-of-warranty or at the end-of-life
  — Extend the lifespan of IT assets

✓ Customised service level agreements
  — 24/7 coverage on critical assets
  — 8/6 and 8/5 coverage for less critical assets

Key Proposition
SINGLE POINT OF ACCOUNTABILITY
EXTENDED COVERAGE
EFFICIENT PARTS PLANNING, WORLD-CLASS LOGISTICS SUPPORT
CUSTOMISED SERVICE LEVEL AGREEMENTS
COMPREHENSIVE SUPPORT
SIMPLE PRICING PLAN

PROTECT Maintenance Programme

3 SERVICE COVERAGE TYPES

- **8x5** BASIC
  - Business hours coverage from 9am - 6pm, Monday to Friday, excluding Public Holidays

- **8x6** ENHANCED
  - Extended hours coverage from 9am - 6pm, Monday to Saturday, excluding Public Holidays

- **24x7** PREMIUM
  - Full coverage for 7 days a week, 24 hours a day, including Public Holidays
• How We Enable Our Customers:

**Procurri**
(On-Demand Computing Power)
- Hardware Provision
- Hardware Maintenance
- OS-Centric Services

Enable

**Service Provider**
- Cloud Services
- Software & Services
- Managed Services
- Others

Services
Cost

End Users

✓ Pay-as-you-use model provides our customers with flexibility to scale their IT resources as required
✓ Reduce total cost of ownership and increasing profitability by changing the cost from CAPEX to OPEX
✓ Optimise the use of IT resources and systems, enhancing green IT initiatives

Key Proposition

STREAMLINE YOUR BUSINESS, SPEED UP OPERATIONS
LOW UPFRONT PAYMENT
DEPLOY THE LATEST TECHNOLOGY
Lifecyle Services
IT Asset Disposition

✓ Offer refurbishment, data destruction and asset disposal
✓ Extend life of equipment and extract greater value for retired technology to yield greater corporate and environment sustainability
✓ Endorsed by the Asset Disposal & Information Security Alliance (ADISA), one of the few organization working & accrediting companies in the secure disposal and erasure of data