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.

Changing The Way The World Buys Technology.

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

MILESTONES

2016
JULY
Listed on SGX-ST Mainboard

NOVEMBER
Acquisition of EAF in UK

2017
JANUARY
Joint venture with Congruity to form “Rockland Congruity”

APRIL
Incorporation in India

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

<table>
<thead>
<tr>
<th></th>
<th>3Q2017</th>
<th>3Q2016</th>
<th>Change (%)</th>
<th>9M2017</th>
<th>9M2016</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>51,256</td>
<td>31,849</td>
<td>60.9</td>
<td>133,154</td>
<td>93,814</td>
<td>41.9</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>16,094</td>
<td>11,452</td>
<td>40.5</td>
<td>42,432</td>
<td>32,191</td>
<td>31.8</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2,969</td>
<td>1,136</td>
<td>161.4</td>
<td>5,573</td>
<td>8,074</td>
<td>(31.0)</td>
</tr>
<tr>
<td>Net Profit / (Loss)</td>
<td>14</td>
<td>(178)</td>
<td>N.M.</td>
<td>(1,493)</td>
<td>2,839</td>
<td>N.M.</td>
</tr>
</tbody>
</table>

### Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>30 Sep 2017</th>
<th>31 Dec 2016</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>137,276</td>
<td>117,081</td>
<td>17.3</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>72,168</td>
<td>49,999</td>
<td>44.3</td>
</tr>
<tr>
<td>Shareholders’ Equity</td>
<td>65,108</td>
<td>67,082</td>
<td>(2.9)</td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>13,562</td>
<td>30,006</td>
<td>(54.8)</td>
</tr>
<tr>
<td>NAV per Share (cents)</td>
<td>23.25</td>
<td>23.96</td>
<td>(3.0)</td>
</tr>
</tbody>
</table>

### Key Ratios

- 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.