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 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

1. Cement Procurri’s credibility as an approved channel for genuine hardware in the used IT equipment market
2. Target to grow the higher margin maintenance business to contribute 50% of the Group’s total gross profit
3. Expand markets and enlarge customer base
4. Improve internal efficiencies through rigorous cost controls and harness economies of scale

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

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

3Q2017 / 9M2017 FINANCIAL HIGHLIGHTS

Income Statement

<table>
<thead>
<tr>
<th></th>
<th>3Q2017 (S'$000)</th>
<th>3Q2016 (S'$000)</th>
<th>Change (%)</th>
<th>9M2017 (S'$000)</th>
<th>9M2016 (S'$000)</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>
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<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>
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<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>
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</table>

Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>30 Sep 2017 (S'$000)</th>
<th>31 Dec 2016 (S'$000)</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>137,276</td>
<td>117,081</td>
<td>17.3</td>
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<tr>
<td>Total Liabilities</td>
<td>72,168</td>
<td>49,999</td>
<td>44.3</td>
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<tr>
<td>Shareholders’ Equity</td>
<td>65,108</td>
<td>67,082</td>
<td>(2.9)</td>
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<tr>
<td>Cash and Cash</td>
<td>13,562</td>
<td>30,006</td>
<td>(54.8)</td>
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Key Ratios

<table>
<thead>
<tr>
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<th>30 Sep 2017</th>
</tr>
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<tbody>
<tr>
<td>Debt-to-equity ratio</td>
<td>0.19</td>
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<tr>
<td>Current ratio</td>
<td>1.52</td>
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<tr>
<td>NTA per share (cents)*</td>
<td>18.25</td>
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<tr>
<td>NAV per share (cents)*</td>
<td>23.25</td>
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</tbody>
</table>

* Based on 280 million number of shares in issue