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DBS Bank Ltd. was the issue manager and underwriter (the “Issue Manager and Underwriter”) for the initial public offering of shares in, and listing of, Procurri Corporation Limited on the Main Board of the Singapore Exchange Securities Trading Limited. The Issue Manager and Underwriter assumes no responsibility for the contents of this presentation.
• **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

The Procurri **Promise**
GLOBAL INDEPENDENT PROVIDER

IT DISTRIBUTION

Hardware Resale

Supply Chain Management

LIFECYCLE SERVICES

IT Asset Disposition

Hardware-as-a-Service

Independent Maintenance Service
2009
October: Established in Singapore

2013
April: Acquisition in U.S.

2014
April: Integration of ASVIDA into Procurri Corp.
May: Acquisition in U.K.
June: Acquisition in Malaysia

2015
January: Launched the “Procurri” global brand
February: Acquisition of Procurri Asia Pacific
March: Incorporation in Mexico

2016
March: Incorporation in Beijing, PRC
July: Listed on SGX-ST Main Board
November: Acquisition of EAF in U.K.

2017
January: Joint venture with Congruity to form “Rockland Congruity”
Global Coverage of more than 100 Countries and 3 Regional Hubs in Singapore, U.S., and U.K.
Convergence of technology and logistics

6 regional warehouses

Offers flexible options to buy, sell, and consign data centre equipment

Strategies include:
- Global aggregator: ↑ consignment, ↓ inventory
- Premium channel partners (e.g. VARs, SIs)

HARDWARE RESALE
across all major IT brands: HP, IBM, Lenovo, Dell, Fujitsu, Oracle Sun, NetApp, Cisco, EMC, Quantum, Brocade, Alcatel Lucent, APC, Juniper & more.
INDEPENDENT MAINTENANCE SERVICES

Integrating technology and logistics to provide vendor-neutral maintenance support for IT equipment across key industries from both private and public sectors.

24x7 global helpdesk and technical teams covering 80+ countries.

Customised service level agreements and multi-year contracts.

Provides a stream of recurring and predictable income.
Convergence of technology and finance

Provides on-demand computing resources through leasing or renting

Extensive global inventory of multi-vendor equipment
Through a convergence of technology, logistics, and finance, we provide IT ASSET DISPOSITION LIFECYCLE SERVICES.

**Reuse**
Recovery and refurbishment of IT equipment to enable extended utility

**Recycle**
Reconfiguration and remarketing of IT equipment through our Hardware Resale line of business

**Disposal**
Provision of secure onsite and offsite data erasure services
Growth Prospects – Riding on Promising Industry Trends

**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)

### Hardware Resale Market Revenue Forecast
(in US$ bil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Americas</th>
<th>Europe</th>
<th>Asia</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>15.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016F</td>
<td>18.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017F</td>
<td>22.1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018F</td>
<td>25.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019F</td>
<td>29.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020F</td>
<td>34.8</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Independent Maintenance Market Revenue Forecast
(in US$ bil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Americas</th>
<th>Europe</th>
<th>Asia</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2.1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016F</td>
<td>2.5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017F</td>
<td>2.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018F</td>
<td>3.3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019F</td>
<td>3.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020F</td>
<td>4.4</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### IT Asset Disposition Market Revenue Forecast
(in US$ bil)

<table>
<thead>
<tr>
<th>Year</th>
<th>Americas</th>
<th>Europe</th>
<th>Asia</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>6.4</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2016F</td>
<td>7.9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017F</td>
<td>9.6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018F</td>
<td>11.7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019F</td>
<td>14.2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020F</td>
<td>17.1</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

Source: Frost & Sullivan
Prominence across its Businesses

**Hardware Resale Market**

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

**Independent Maintenance Services Market**

- **Challengers**
  - Beijing Trust & Far Technology
- **Procurri**
- **Champions**
  - SMS
- **Explorers**
- **Defenders**
  - Park Place Technologies

**IT Asset Disposition Market**

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

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
FY2016 FINANCIAL HIGHLIGHTS

EBITDA* surged 11.6% to S$15.1 m

Recent UK acquisition and US JV to bolster recurring income from Lifecycle Services

On track for “Strategy Complete” through organic and inorganic growth

Proposed inaugural dividend of 0.475 Singapore cent per ordinary share

*Excluding IPO expenses
FY2016 Financial Highlights

Revenue (S$m)

FY2015: 122.8
FY2016: 135.8
Increase: +10.5%

Gross Profit (S$m) and Gross Profit Margin (%)

FY2015: 41.6
FY2016: 46.0
Increase: +10.6%
Margin: 33.9%

EBITDA before IPO expenses (S$m)

FY2015: 13.6
FY2016: 15.1
Increase: +11.6%

Net Profit before IPO expenses (S$m)

FY2015: 8.8
FY2016: 7.5
Decrease: -14.5%

FY2016 Performance by Business Segment and Geographical Region

### Revenue (S$m)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifecycle</td>
<td>21.7%</td>
<td>S$135.8m</td>
</tr>
<tr>
<td>IT Distribution</td>
<td>78.3%</td>
<td></td>
</tr>
</tbody>
</table>

### Gross Profit (S$m)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifecycle</td>
<td>31.7%</td>
<td>S$46.0m</td>
</tr>
<tr>
<td>IT Distribution</td>
<td>68.3%</td>
<td></td>
</tr>
</tbody>
</table>

### Revenue (S$m)

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>24.2%</td>
<td>S$135.8m</td>
</tr>
<tr>
<td>Americas</td>
<td>44.5%</td>
<td></td>
</tr>
<tr>
<td>EMEA</td>
<td>27.6%</td>
<td></td>
</tr>
</tbody>
</table>

### Gross Profit (S$m)

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Singapore</td>
<td>36.3%</td>
<td>S$46.0m</td>
</tr>
<tr>
<td>Americas</td>
<td>40.8%</td>
<td></td>
</tr>
<tr>
<td>EMEA</td>
<td>19.1%</td>
<td></td>
</tr>
</tbody>
</table>

*Others comprise rest of Asia-Pacific*
# FY2016 Balance Sheet Highlights

<table>
<thead>
<tr>
<th>S$'000</th>
<th>As at 31 Dec 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>15,641</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>39,202</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>30,006</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>4,167</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>89,016</td>
</tr>
<tr>
<td><strong>Non-current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Intangible Assets</td>
<td>14,322</td>
</tr>
<tr>
<td>Plant and equipment</td>
<td>11,695</td>
</tr>
<tr>
<td>Other Non-current Assets</td>
<td>2,231</td>
</tr>
<tr>
<td><strong>Total Non-current Assets</strong></td>
<td>28,248</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Trade &amp; other payables</td>
<td>24,670</td>
</tr>
<tr>
<td>Loans and borrowings</td>
<td>13,607</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>4,485</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>42,762</td>
</tr>
<tr>
<td><strong>Non-current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Shareholders’ Equity</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Total Equity &amp; Liabilities</strong></td>
<td>117,264</td>
</tr>
</tbody>
</table>

**Key Ratios**

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2016 / FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current ratio</td>
<td>2.08</td>
</tr>
<tr>
<td>Interest Cover Ratio</td>
<td>11.7; 14.7*</td>
</tr>
<tr>
<td>Basic EPS (cents)**</td>
<td>2.20; 3.10*</td>
</tr>
</tbody>
</table>

*Before IPO expenses
**Based on 242,069,000 weighted average number of shares
4-Year Financial Highlights

**Revenue (S$m)**
- 2013: 28.4
- 2014: 76.9
- 2015: 122.8
- 2016: 135.8

4-year CAGR: 68%

**Gross Profit (S$m)**
- 2013: 9.3
- 2014: 24.4
- 2015: 41.6
- 2016: 46.0

Gross Profit Margin (%)
- 2013: 32.8%
- 2014: 31.7%
- 2015: 33.9%
- 2016: 33.9%

4-year CAGR: 70%

**EBITDA (S$m)**
- 2013: 3.0
- 2014: 6.8
- 2015: 13.6
- 2016: 15.1

2.2 (IPO expenses)

4-year CAGR: 71%

**Net Profit after Tax (S$m)**
- 2013: 2.0
- 2014: 3.3
- 2015: 8.8
- 2016: 7.5

2.2 (IPO expenses)

4-year CAGR: 55%
“STRATEGY COMPLETE”

Ramp up to strengthen margins and secure recurring income streams to support sustainable growth

“Asia First”
Focus efforts to get Asia to 50:50 before replicating its model in EMEA and Americas

M&A
Prospect for targets already plugged into our ecosystem to improve margins and enlarge market share

Organic Growth
Leverage on economies of scale and cross-selling opportunities

TARGET REVENUE BREAKDOWN
BUILDING ON OUR TRACK RECORD

**EAF Acquisition**

- Strengthens **Independent Maintenance Services** in EMEA
- EAF is a long-standing supplier for our maintenance services needs
- Addition of EAF’s 3 offices in the UK, 55 stock locations and multiple collect and drop-off points across Europe
- Cross-selling opportunities through EAF’s list of reputable customers, which includes global IT companies and resellers such as HP, IBM, Dell and Fujitsu

**Congruity Joint Venture**

- Joint venture company, “Rockland Congruity” will offer **Independent Maintenance Services** and IT support services in Americas
- Congruity is the market leader for independent storage maintenance, backed by engineers certified by renowned IT names
- Access to Congruity’s worldwide network of 1,000 partners and 12,000 service professionals and engineers
- Unlike servers, storage maintenance requires elite engineering skills; well-positioned to tap on trend of storage being the fastest growing segment of the data centre hardware industry
We are “Grade A” because of:

**Our Brand**
As the **only listed company** with a **global foothold** in all three markets and geographical regions, we can leverage on our brand presence to secure bigger customers and partners.

**Cross-selling Opportunities**
As our products & services form its own **ecosystem** by covering every stage of the IT equipment’s lifecycle, we create cross-selling opportunities through **value propositions** to our customers.

**Dual-income, dual-growth strategy**
Through pursuing **organic and inorganic growth** opportunities in our IT Distribution and Lifecycle Services segments, we are able to build income resilience while prospecting for even greater growth.
THANK YOU

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Investor Relations
Financial PR Private Limited
Tel: +65 6438 2990
procurri@financialpr.com.sg
Appendix
Our Shareholding Structure

Strategic Investors

<table>
<thead>
<tr>
<th>Entity</th>
<th>No. of Shares*</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>DeClout Limited</td>
<td>132,319,978</td>
<td>47.26</td>
</tr>
<tr>
<td>Irrucorp Pte. Ltd.</td>
<td>33,995,000</td>
<td>12.14</td>
</tr>
<tr>
<td>Verity Solutions Pte. Ltd.</td>
<td>12,870,000</td>
<td>4.60</td>
</tr>
<tr>
<td></td>
<td>179,184,978</td>
<td>64.00</td>
</tr>
</tbody>
</table>

*As at 31 December 2016

Non-controlling Shareholders 36%

Strategic Investors 64%