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AGENDA

01

Business Overview

02

Financial Highlights

03

Corporate & Business Updates

04

Group Outlook & Strategies

Link to corporate video:
https://www.youtube.com/watch?v=829YukAZc48&feature=youtu.be
Headquartered in Singapore, Procurri is a leading global independent provider of Lifecycle Services and Data centre Equipment that was listed on SGX-ST Mainboard on 20 July 2016.

**Vision**
To unlock opportunities in the IT industry by changing the way the world buys technology through a shared platform.

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

First player in a highly fragmented market to be publicly listed.

Coverage in more than 100 countries.

Over 400 employees.
INDUSTRY OVERVIEW

**Situation**

Channel partners source a portion of its data centre equipment and services directly from OEMs and distribution partners.

**Pain Point**

The pain point for channel partners is finding previous generation equipment with customized solutions and services, which are not readily offered by OEMs and distribution partners.

**More Demand Drivers**

- High growth in cloud services fuels demand for equipment and services during the transition period.
- Upgrading works in data centres propel demand for asset disposal, maintenance works and newer equipment.

**Solution**

As an independent provider of IT equipment and solutions, Procurri capitalises on the growing demand by:

- Acting as a **market maker** for middle lifecycle equipment.
- Extending **multi-brand** offerings for previous generation equipment and services.
- Offering **customised** solutions and services for unique channel demands.
- Offering **integrated** IT solutions and services at a cost-friendly package.
- Pivoting as a **trusted partner** in an otherwise unregulated market.
- Leveraging on a **global** distribution and services network.
OUR ECOSYSTEM

Company

Channel Partners

End-users

Original Equipment Manufacturers (OEM) Finance

OEM

Distributors

System Integrators/ Managed Service Providers/ Value-added Resellers

Procurri

Channel Partners

We are both a supplier and customer for channel partners – we purchase partners’ IT equipment, remarket them, and offer a range of services.

Channel Focus

We are the only global player who is channel-dedicated.
OUR VALUE PROPOSITION

1. Strong and Diverse Network of Channel Partners
2. Comprehensive Range of IT Hardware Equipment and Services
3. Synergistic Business Units
4. Global Reach
OUR CHANNEL PARTNERS

Procurri’s partnership network spans across all levels of the IT supply chain to include OEMs, resellers, managed serviced providers, and global outsourcers among others.

IBM Silver Business Partner
(Procurri Singapore Pte. Ltd. & Procurri Europe Limited)

Blancco ITAD Partner – Gold Level
(Asia-Pacific Region)

Oracle PartnerNetwork – Gold Level Partner
(Procurri Singapore Pte. Ltd.)

NetApp Silver Partner
(Procurri Europe Limited)

HPE Replacement Parts Business Partner
(the United Kingdom & United States)

Lenovo Data Center Partner – Gold Level
(Procurri Singapore Pte. Ltd.)

Juniper Certified Pre-owned Business Partner
(United States)

Certified Pre-owned Business Partner
(United States)

IBM Silver Business Partner
Blancco ITAD Partner – Gold Level
Oracle PartnerNetwork – Gold Level Partner
NetApp Silver Partner
HPE Replacement Parts Business Partner
Lenovo Data Center Partner – Gold Level
Juniper Certified Pre-owned Business Partner
Certified Pre-owned Business Partner

300
Over 300 customers across all levels of the IT supply chain

50%
Approx. 50% of CRN500 resellers are Procurri’s customers

Diversified
No individual customer accounts for more than 5% of revenue or gross profit
OUR BUSINESS STRUCTURE

IT Distribution
- Hardware Resale
- Supply Chain Management
- IT Maintenance Services

Lifecycle Services
- Hardware-As-A-Service
- IT Asset Disposition ("ITAD") and Data Centre Services

No individual customer accounts for more than 5% of revenue or gross profit.
HARDWARE RESALE

The entire value chain of procuring and remarketing IT hardware and equipment

1. PURCHASE
   Pre-owned and new resale equipment

2. ASSESSMENT
   Quality and value check

3. VERIFICATION
   Recovery, refurbishment, data deletion

4. STORE & STAGE
   Tag, inventorise & pack

5. REMARKET
   Global reselling opportunities

Equipment are either:
- Remarketed
- Harvested for usable parts to support maintenance
- Sent to third party for recycling

Customers can sell or consign their hardware through Procurri’s asset trade-in and buy-back programme

Extensive reach across 100+ touchpoints globally, ensuring quick delivery within 7 days*
# HARDWARE PRODUCT LINE

<table>
<thead>
<tr>
<th></th>
<th><strong>DELL</strong></th>
<th><strong>HP</strong></th>
<th><strong>IBM</strong></th>
<th><strong>Oracle Sun</strong></th>
<th><strong>CISCO</strong></th>
<th><strong>NetApp</strong></th>
<th><strong>EMC</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Servers</strong></td>
<td>• PowerEdge rack, Blade, Tower</td>
<td>• Proliant ML/DL/SL Blade BL</td>
<td>• WintelxSeries (Lenovo)</td>
<td>• Sunfire/ Sunray</td>
<td>• B series</td>
<td>• CX – Clariion</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>• Power iSeries &amp; pSeries</td>
<td>• Sparc/ Ultra</td>
<td>• C series</td>
<td>• FC series</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>• Enterprise</td>
<td></td>
<td>• VNX series</td>
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<td></td>
<td></td>
<td>• Netra/ T series</td>
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<td></td>
<td>• Blades</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>• M series</td>
<td></td>
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</tr>
<tr>
<td><strong>Storage</strong></td>
<td>• PowerVault • MD Series (DAS, NAS, SAS)</td>
<td>• StorageWorks • MSA range</td>
<td>• FASTT range</td>
<td>• DMSK series</td>
<td></td>
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<tr>
<td></td>
<td>• Equallogic</td>
<td>• EVA range</td>
<td>• DS range</td>
<td>• FAST series</td>
<td></td>
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<tr>
<td></td>
<td>• Compellent</td>
<td></td>
<td>• StorEdge</td>
<td>• V-series</td>
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<td></td>
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<td></td>
<td>• STK series</td>
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<tr>
<td><strong>NAS</strong></td>
<td>• PowerVault NX Series</td>
<td>• 1000 series</td>
<td>• 519x</td>
<td>• DS range</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>• 1500 series</td>
<td>• N series</td>
<td></td>
<td>• 4xxx range</td>
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<tr>
<td></td>
<td>• 2000 series</td>
<td></td>
<td>appliance</td>
<td>• TS series libraries</td>
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<td></td>
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<tr>
<td></td>
<td>B &amp; DL</td>
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<tr>
<td><strong>TAPE</strong></td>
<td>• All Single drives</td>
<td>• All single drives</td>
<td>• All single drives</td>
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</tr>
<tr>
<td></td>
<td>• PowerVault ML &amp; TL ranges</td>
<td>• StorageWorks • MSL, EML, ESL</td>
<td>• 3xxx range</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>• 4xxx range</td>
<td>• TS series libraries</td>
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<td>• TS series libraries</td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Networking equipment</strong></td>
<td>• Dell PowerConnect</td>
<td>• ProCurve</td>
<td>• 17xx series</td>
<td>• All single drives</td>
<td>• Switching products</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>• FC Switches</td>
<td>• 2xxx series</td>
<td>• L series</td>
<td>• Routing products</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>• HP/Brocade</td>
<td>• 3xxx series</td>
<td>• SL series</td>
<td>• Security products</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>• MDS/Cisco</td>
<td>• 5xxx series</td>
<td>• StorEdge range</td>
<td>• Wireless products</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td>• 8xxx series</td>
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</tbody>
</table>
INDEPENDENT MAINTENANCE SERVICES

Multi-brand maintenance provision for new, out-of-warranty, and end-of-life IT equipment

✓ One Touch Point
A single point of contact for customers’ set of multi-brand hardware equipment, removing the need to sign maintenance contracts with different OEMs for each component

✓ Customisable SLAs
Solutions with simple price plan tailored to customers’ specific requirements

✓ Increase Cost Savings
Perfect for end-of-life/EOSL hardware with savings up to 65% vs OEM

Leverages on parts from the Group’s Hardware Resale and ITAD unit

Certified team of engineers trained to maintain a wide range of multi-brand equipment

Our operations, methodologies and processes are governed by industry standards, exemplified by our ISO 9001 Quality Management* certification

24x7 global helpdesk
MAINTENANCE SERVICE LINES

NEXT BUSINESS DAY | 4HR ONSITE RESPONSE | 2HR ONSITE RESPONSE
---|---|---
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

AMERICAS
- Canada
- Costa Rica
- Mexico *(Country Office)*
- Puerto Rico
- United States *(Country Office)*

EUROPE
- Austria
- Belgium
- Croatia
- Czech Republic
- Denmark
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Latvia
- Netherlands
- Norway
- Poland
- Portugal
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom *(Country Office)*

ASIA-PACIFIC
- Australia
- Bangladesh
- Brunei
- China *(Country Office)*
- Hong Kong
- India *(Country Office)*
- Indonesia
- Japan
- Malaysia *(Country Office)*
- Myanmar
- New Zealand
- Philippines
- Singapore *(Global HQ)*
- South Korea
- Sri Lanka
- Taiwan
- Thailand
- Vietnam

A Parts-only Support
Parts replacement for usage based on the given equipment model

B Labour-only Support
Onsite FE support based on the given equipment model

C Full Support
End-to-end FE and parts replacement support based on the given equipment model
ITAD AND DATA CENTRE SERVICES

When an equipment is sent to the ITAD unit, it will be stringently assessed for value and quality, with the next course of action either/including:

- **Data Destruction**
  Execute and certify deletion of critical enterprise data

- **Remarketing**
  Refurbish IT equipment or components through Procurri’s hardware resale unit, or harvest components to support its maintenance services

- **Value Recovery**
  Refurbish IT equipment to extract greater recovery value and prolong lifespan

- **Recycling**
  Assist customers on recycling options following certified deletion

We offer thorough and secure **data disposal and data sanitisation services** (US DoD 5220.22-M (3 and 7 pass)), and provide reports upon completion.

Our high quality and environmental standards are affirmed by international organisations, such as the **ISO 14001 Environment Management System** certification.
ITAD AND DATA CENTRE SERVICES

Certified, approved & recommended by 18 governing bodies globally

100% tamper-proof audit trail
100% compliant with regulatory standards

Secure erasure for enterprise storage equipment and consumer devices like PCs, laptops, phones & tablets
Procurri’s comprehensive range of IT equipment and services reap synergies across the sub-segments, with the units feeding and plugging components and expertise from and onto each other.
GLOBAL REACH

GLOBAL COVERAGE OF >100 COUNTRIES • 6 REGIONAL HUBS IN SINGAPORE, U.S. AND U.K.

100+ countries coverage around the world

6 & 800
Regional Local*
warehouses governed by our logistics framework

57,000+ equipment supported across 6,650 unique sites globally

19 regional offices across Americas, APAC & EMEA

850,000 assets & parts stocked in global warehouses spanning 153,000 sq. ft.

1,300 tons e-waste saved from landfills with 211,500 pieces of equipment refurbished for reuse

*includes our partners’ warehouses, which are stocked with our parts & equipment to serve our maintenance customers globally
CASE STUDY: MAINTENANCE PROJECT

Scope
• Full maintenance support for Cisco equipment in 16 Countries
• Hardware maintained include Cisco 2000 series, 3000 series, and 7000 series

Solution
PROTECT – 8x5xxNBD, 24x7x4

Procurri’s Value Proposition
• Multi-country, localised support
• Strategically placed warehouses to adhere to SLA

Locations
• Australia, Bangladesh, Brunei, Cambodia, Hong Kong, India, Indonesia, Korea, Malaysia, the Philippines, Singapore, Sri Lanka, Taiwan, Thailand & Vietnam

Project Team Structure
• Regional APAC Project Manager
• Centralised CISCO team – 2nd level support
• Local logistics team
• Global 24x7 Helpdesk team
Growth in EBITDA & net profit YoY

Lifecycle Services accounted for 46.9% of the total gross profit, on track to achieve the Group’s target for the high-margin segment to make up half the overall gross profit.
1H2019 FINANCIAL SNAPSHOT

GROSS PROFIT (S$M) & GROSS PROFIT MARGIN (%)

<table>
<thead>
<tr>
<th>1H2018</th>
<th>1H2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>GROSS PROFIT</td>
<td>35.8%</td>
</tr>
<tr>
<td>GROSS PROFIT MARGIN</td>
<td>+2.0%</td>
</tr>
</tbody>
</table>

EBITDA (S$M)

<table>
<thead>
<tr>
<th>1H2018</th>
<th>1H2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>+10.9%</td>
</tr>
</tbody>
</table>

Growth in EBITDA, gross & net profit YoY

Lifecycle Services accounted for 48.9% of the total gross profit, on track to achieve the Group’s target for the high-margin segment to make up half the overall gross profit.
LIFECYCLE SERVICES
12.9% increase YoY on the back of better performance for the segment from all regions

IT DISTRIBUTION
9.9% decrease YoY (1H2019) due to lower contribution from the Asia Pacific
GROSS PROFIT OVERVIEW

GROSS PROFIT (S$M) & GROSS PROFIT MARGIN (%)

LIFECYCLE SERVICES
+7.6% YoY (1H2019), in line with higher revenue; high gross profit margin of 56.6% reflects synergies from in-house maintenance capabilities

IT DISTRIBUTION
-2.9% YoY (1H2019); gross profit margin up slightly to 28.8%, with some high-margin deals booked during the period
OPERATING EXPENSES

OPERATING EXPENSES\(^1\) (S$M)

Selling expenses stayed relatively flat

Higher staff cost in the Americas and the EMEA

The Group remains committed to strict cost discipline

\(^1\)Operating expenses comprise Selling expenses and Administrative expenses
NET PROFIT AFTER TAX OVERVIEW

NET PROFIT AFTER TAX (S$M)

- 2Q2018: 1.2
- 3Q2018: 1.4
- 4Q2018: 1.7
- 1Q2019: 1.8
- 2Q2019: 1.3
- 1H2018: 2.2
- 1H2019: 3.1

+ 6.6% YoY

Healthy growth YoY

+37.1% YoY
**2Q2019**

**BALANCE SHEET HIGHLIGHTS**

<table>
<thead>
<tr>
<th></th>
<th>AS AT 30 JUNE 2019</th>
<th>AS AT 31 DEC 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>21,642</td>
<td>21,816</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>46,971</td>
<td>53,365</td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>16,373</td>
<td>18,082</td>
</tr>
<tr>
<td>Other current Assets</td>
<td>14,076</td>
<td>10,230</td>
</tr>
<tr>
<td><strong>Non-current Assets</strong></td>
<td>45,537</td>
<td>37,833</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>13,786</td>
<td>12,854</td>
</tr>
<tr>
<td>Plant and equipment</td>
<td>19,211</td>
<td>22,054</td>
</tr>
<tr>
<td>Other Non-current assets</td>
<td>12,540</td>
<td>2,925</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td>82,642</td>
<td>65,954</td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>43,776</td>
<td>32,246</td>
</tr>
<tr>
<td>Deferred income</td>
<td>24,419</td>
<td>18,831</td>
</tr>
<tr>
<td>Loans and borrowings</td>
<td>10,289</td>
<td>9,993</td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>4,158</td>
<td>4,884</td>
</tr>
<tr>
<td><strong>Non-current Liabilities</strong></td>
<td>19,038</td>
<td>6,331</td>
</tr>
<tr>
<td>Loans and borrowings</td>
<td>7,799</td>
<td>4,094</td>
</tr>
<tr>
<td>Others</td>
<td>11,239</td>
<td>2,237</td>
</tr>
<tr>
<td><strong>Shareholders’ Equity</strong></td>
<td>42,919</td>
<td>69,041</td>
</tr>
<tr>
<td><strong>KEY RATIOS</strong></td>
<td>30 JUNE 2019</td>
<td>31 DEC 2018</td>
</tr>
<tr>
<td>Debt-to-equity ratio</td>
<td>2.37</td>
<td>1.05</td>
</tr>
<tr>
<td>Current ratio</td>
<td>1.20</td>
<td>1.57</td>
</tr>
<tr>
<td>NTA per share (cents)*</td>
<td>10.23</td>
<td>19.74</td>
</tr>
<tr>
<td>NAV per share (cents)*</td>
<td>15.08</td>
<td>24.25</td>
</tr>
</tbody>
</table>

*The decline in NTA per share and NAV per share was due to the acquisition of 49% equity interest in Rockland
Procurri continues to forge partnerships, extend its capabilities and move up the value chain

**Acquired Remaining 49% Stake in Rockland**

- **March 2019**
  Increases competitive edge in global storage maintenance services and enhance synergies to benefit long-term profitability

**Welcomed Novo Tellus as Largest Shareholder**

- **March 2019**
  Aid in enhancing Asian presence and deepen penetration in the Americas and Europe

**New ITAD team**

- **March 2019**
  Team of experienced ITAD professionals whose early results have shown a strong momentum to drive the exciting potential for future growth.

**Partnership with PureWRX**

- **February 2019**
  Top OEM-certified pre-owned IT hardware platform which opens opportunities to expand on ITAD services
Amidst a proliferation of mobile devices, e-commerce, fintech and Internet of Things, cloud adoption has grown rapidly. Cloud infrastructure investment on the whole continues to rise and also an increasing importance of IT service management and ITAD.

Global Managed IT Services Market

2016: US$145 billion
2024: US$249 billion
CAGR of 9.4%

Global Cloud Infrastructure Market

2016: US$101 billion
2022: US$210 billion

IT Asset Disposition Market

2017: US$12 billion
2025: US$25 billion

2. Cloud Infrastructure Market by Type, End-User Industry & Geography, Global Forecast to 2022 – MarketsandMarkets
3. Global IT Asset Disposition (ITAD) Market Size and Forecast to 2025 – Verified Market Intelligence
ADDRESSABLE MARKET

The markets the Group serve are highly fragmented with the top 4 companies, including Procurri, each holding less than 2 percent market share.

**LIFECYCLE SERVICES**

- Independent Maintenance Services
- IT Asset Disposition ("ITAD") & Data Centre Services

**Global Spending on**
- IT Maintenance
  - **US$41.9 billion** in 2020*
- Global Independent IT Maintenance
  - **US$4.4 billion** in 2020*
- Global Demand for ITAD Services
  - **US$17.1 billion** in 2020*

**IT DISTRIBUTION**

- Hardware Resale

**Global Spending on**
- Data Centre Equipment
  - **US$292.9 billion** in 2020*
- Global Hardware Resale Market
  - **US$34.8 billion** in 2020*

*Forecast according to Frost & Sullivan
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

Cloud migration fuelling demand for third-party maintenance services for IT hardware during the transition to the cloud and driving the need for data sanitisation and hardware disposal services as legacy IT assets are rendered obsolete by cloud computing.

Industry consolidation caused by change in traditional intermediary roles of OEMs, value-added resellers and system integrators

Shift in industry dynamics where only players with operation size and geographical reach can compete effectively to capture a meaningful market share
**STRATEGY COMPLETE**

<table>
<thead>
<tr>
<th>EXPANDING MARKETS AND ENLARGING CUSTOMER BASE</th>
<th>CEMENTING THE GROUP’S CREDIBILITY</th>
<th>GROWING HIGHER-MARGIN LIFECYCLE SERVICES SEGMENT</th>
<th>IMPROVING INTERNAL EFFICIENCIES &amp; HARNESSING ECONOMIES OF SCALE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tap on newly-acquired capabilities to strengthen Procurri’s brand name, suite of services and enlarge customer base, while exploring potential earnings-accrative acquisition opportunities</td>
<td>Forge strategic partnerships with OEMs and capitalise on authorized partner statuses to expand the Group’s product lines and unlock cross-selling opportunities</td>
<td>Leverage the “as-a-service” trend and ramp up Lifecycle Services business to provide greater income predictability and sustainable earnings</td>
<td>Continue rigorous cost control efforts and harness economies of scale from the improved centralized purchasing processes</td>
</tr>
</tbody>
</table>
FUTURE PLANS

• **Increase focus on APAC region**, leveraging on the Singapore headquarters, and expertise and network of new largest shareholder, Novo Tellus.

• New sales office in Germany cushions the Group from potential disruptions due to Brexit. It also provides additional coverage in Europe for the Group to deepen its customer base and expand its reach.

• Sales office in Atlanta was expanded and a new engineering facility was established to handle same-day inbound and outbound hardware delivery, providing added support in the Americas. Coupled with full control of Rockland and further ongoing integration, the prospects are bright for the Group’s global storage maintenance portfolio.

• **Increase emphasis on prospects of the ITAD division** as more companies migrate to the cloud.

• The Group continues to look out for viable partnerships and acquisition opportunities.
THANK YOU

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Listed on the Main Board of the Singapore Exchange Securities Trading Limited on 20 July 2016, Procurri is an independent provider of IT lifecycle services and data centre 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 14 offices and extensive partner locations.