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AGENDA

01  Business Update

02  Financial Highlights

03  Group Outlook & Strategies

04  Appendix

Link to corporate video:
https://www.youtube.com/watch?v=WctkH5zfRCY
1H2020 FINANCIAL PERFORMANCE

- **Revenue stable at** S$110.5 million, up 1.6% YoY
- **Gross Profit declined by** 16% YoY to S$32.9 million mainly due to the increase in stock obsolescence allowance
- **Other Income rose by** S$5.0 million to S$5.5 million as a result of government support programs on Covid-19 pandemic, e.g. Singapore Job Support Scheme, recognition of loans forgiven under the US Paycheck Protection Program
- **Operating Expenses decreased to** S$34.3 million as a result of lower sales commission paid on the lower gross profit
- **Balance sheet remains robust** with a net cash position at S$17.7 million as at 1H2020
CHANGES IN FINANCIAL REPORTING

- **Stock obsolescence** has been reclassified into Cost of Sales, resulting in lower gross profit

- **Accounting for the maintenance spares as maintenance inventory** and the net impact to reported GP margins is neutral

- **Reclassification of sales employee salaries** from administrative expenses to selling expenses
### ALIGNING BUSINESS LINES

<table>
<thead>
<tr>
<th></th>
<th>FY2019 IT Distribution</th>
<th>FY2019 Lifecycle Services</th>
<th>FY2020 IT Distribution</th>
<th>FY2020 ITAD</th>
<th>FY2020 Lifecycle Services</th>
</tr>
</thead>
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<tr>
<td>New/Factory sealed/ OEM Certified sealed goods</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>ITAD hardware</td>
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<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Used hardware</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Maintenance parts sales but purchased adhoc</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>ITAD services eg data erasure, mgmt. of 3P owner equipment</td>
<td>✓</td>
<td></td>
<td>✓</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Equipment rental</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Third party maintenance</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Maintenance related, eg “hands and eyes” support for short period support</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
COVID-19 IMPACT

**IT Distribution**

Short term: Overall less activity.
Medium term: Our products are typically 50-80 percent lower than OEM pricing, so we expect customers to move some projects to this option.

**IT Asset Deposition**

Short term: More cloud migrations are being planned so our ITAD pipeline is filling up.
Medium term: ITAD will experience accelerated growth than pre-Covid-19 once projects start flowing.

**Lifecycle Services**

Short-term: Large global companies are exploring this option, but decisions may be delayed till Covid-19 lockdowns are relaxed.
Medium term: Customers see TPM as a key area of their legacy infrastructure for cost savings.
INDUSTRY OVERVIEW

The Covid-19 global pandemic has impacted our business as buyers delay their purchasing decisions, but it also opens a myriad of cloud-driven opportunities to Procurri in an accelerated fashion.

Situation

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

Data Shift

To scale efficiently for the growing post-Covid-19 opportunities, Procurri is shifting towards a data-driven operational model by adopting global platforms for the Maintenance business and Procurri’s in-house proprietary software (Morse) for the ITAD and Hardware Sales business.

More Demand Drivers

- High growth in cloud services fuels demand for equipment and services during the transition period.
- Stepped up cloud adoption will propel demand for asset disposal, maintenance works and newer equipment.
Unprecedented coronavirus-induced lockdowns forced corporations to embark on the largest work-from-home experiment, sending a temporary surge in demand for second-hand hardware equipment globally.

Increased pace of the pivot to the cloud as traditional retailers come online to sell amid the pandemic.

Growing need for businesses to search for affordable hardware and software to keep systems stable for the shift to the cloud.

These will inevitably increase demand for recycled hardware, IT maintenance, and IT Asset disposition services.
STRATEGIC ADVANTAGE

- **Established IT hardware resale service to** support the global IT supply chain with affordable and quality data centre equipment ranging from Cisco networking, HPE enterprise servers to IBM storage during this trying times as businesses across the globe grapple with the new normal.

- **Strengthened delivery capabilities in Rockland Congruity LLC** to boost our in-house third-party maintenance capacities and increase our competitiveness in the third-party maintenance industry worldwide.

- **Clinched a broad, promising, and deep partnership with Ingram Micro** to further fortify our ITAD capabilities and extend our reach in the global ITAD market.
STRATEGIC INITIATIVES & GOALS

- **Restructure global operations** to function on data-centric platforms like Salesforce and Morse. The former is for the Maintenance business while the latter is for ITAD and Hardware Resale businesses.

- **Develop, crystalise, and enhance the Group’s three intertwined businesses -** IT hardware resale, third-party maintenance, and IT asset disposition – to become the first robust, structured, and data-driven global platform to deliver end-to-end solutions as corporations worldwide pivot to the cloud.

- **Acquiring customers at the lowest acquisition cost through hardware resale** and moving up the value chain with more valuable business solutions through our complete solution package.

- **Leveraging inherent advantage** – the services – for precise operations
To expand in a sustainable way, we have to strengthen our internal operating systems to make data-driven decisions.

**Salesforce**

With the use of Salesforce’s platform, we are able to prioritize troubleshooting queries and have our engineers solve the bigger issues first, thereby improving our service quality for our growing maintenance business.

**Morse**

Utilising the Morse system, we will have access and greater visibility to the data for our ITAD and refurbished hardware businesses. This will enable us to fine tune our operations and scale accordingly in the most cost-efficient manner.

Gearing up to set the foundations for efficient operating systems to be ready to take up more businesses in the post-coronavirus market environment.
FINANCIAL HIGHLIGHTS
1H2020 Financial Snapshot

- Revenue (S$M): 108.8 (1H2019) to 110.5 (1H2020) with a 1.6% increase.
- Gross Profit (S$M) & Gross Profit Margin (%): 39.2 (1H2019) to 32.9 (1H2020) with a 36.2% margin to 29.8% margin with a -16.2% decrease.
- EBITDA (S$M): 10.4 (1H2019) to 9.6 (1H2020) with a -7.9% decrease.
- Profit Before Tax (S$M): 4.0 (1H2019) to 4.0 (1H2020) with a 0.7% increase.
- Net Profit (S$M): 2.6 (1H2019) to 2.7 (1H2020) with a 1.4% increase.

1H2020 PBT of S$ 4.0m includes the following material other income arising from various countries’ Covid-19 pandemic support programs:
- US PPP loan forgiveness of ~S$4.5m (post tax ~S$3.3m)
- Singapore JSS of ~S$0.4m
REVENUE OVERVIEW

1H 2019
S$108.8m

IT Distribution 67%
Lifecyle Services 33%

1H 2020
S$110.5m

IT Distribution 35%
Lifecyle Services 31%
ITAD 34%
GROSS PROFIT OVERVIEW

1H 2019
S$39.2m

IT Distribution
51%

Lifecycle Services
49%

1H 2020
S$32.9m

IT Distribution
17%

ITAD
30%

Lifecycle Services
53%

IT Distribution • ITAD • Lifecycle Services
Operating expenses comprise selling expenses and administrative expenses.

**Selling expenses** grew in line with the reclassification of sales employee salaries. The increase was partially offset by lower commission expenses from the lower gross profit.

**Administrative expense** decreased due to lower staff cost from the reclassification of sales employees' salaries to selling expenses.
NET PROFIT AFTER TAX OVERVIEW

NET PROFIT AFTER TAX (S$M)

+1.4% YoY

1H2019 1H2020

2.6 2.7
## 1H2020 BALANCE SHEET HIGHLIGHTS

### Key Ratios

<table>
<thead>
<tr>
<th>Key Ratio</th>
<th>30 June 2020</th>
<th>31 Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt-to-equity ratio</td>
<td>Net cash</td>
<td>Net cash</td>
</tr>
<tr>
<td>Current ratio</td>
<td>1.41</td>
<td>1.24</td>
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<tr>
<td>NTA per share (cents)*</td>
<td>12.99</td>
<td>11.60</td>
</tr>
<tr>
<td>NAV per share (cents)*</td>
<td>17.54</td>
<td>16.40</td>
</tr>
</tbody>
</table>
GROUP OUTLOOK & STRATEGIES
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.

2. Cloud Infrastructure Market by Service Type, Global Forecast to 2024 – MarketsandMarkets
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
  - Global Spending on IT Maintenance \textbf{US$41.9 billion} in 2020*
  - Global Independent IT Maintenance \textbf{US$4.4 billion} in 2020*

- IT Asset Disposition (“ITAD”) & Data Centre Services
  - Global Demand for ITAD Services \textbf{US$22.2 billion} in 2026**

**IT DISTRIBUTION**

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

*Forecast according to Frost & Sullivan
**Forecast according to Acumen Research and Consulting
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

EXPANDING MARKETS AND ENLARGING CUSTOMER BASE
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.

CEMENTING THE GROUP’S CREDIBILITY
Forge strategic partnerships with OEMs and capitalise on authorized partner statuses to expand the Group’s product lines and unlock cross-selling opportunities.

GROWING HIGHER-MARGIN LIFECYCLE SERVICES SEGMENT
Leverage the “as-a-service” trend and ramp up Lifecycle Services business to provide greater income predictability and sustainable earnings.

IMPROVING INTERNAL EFFICIENCIES & HARNESSING ECONOMIES OF SCALE
Continue rigorous cost control efforts and harness economies of scale from the improved centralized purchasing processes.
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
**OUR ECOSYSTEM**

**Company**

**Channel Partners**

**End-users**

**Original Equipment Manufacturers (OEM)**

**Finance**

**OEM**

**Distributors**

**System Integrators/Managed Service Providers/Value-added Resellers**

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**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.

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**Channel Focus**

We are the only global player who is channel-dedicated.
OUR BUSINESS STRUCTURE

IT Distribution
- Hardware Resale
- Supply Chain Management

Lifecycle Services
- IT Maintenance Services
- Hardware-As-A-Service

IT Asset Disposition
- IT Asset Disposition and Data Centre Services
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’ customers

Diversified
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
   From surplus after upgrading work, end-of-lease equipment, large firms’ three-year-cycle, unused factory sealed equipment

2. ASSESSMENT
   Quality and value check
   Equipment are either:
   • Remarked
   • Harvested for usable parts to support maintenance
   • Sent to third party for recycling

3. VERIFICATION
   Recovery, refurbishment, data deletion

4. STORE & STAGE
   Tag, inventorise & pack

5. REMARKET
   Global reselling opportunities
   Extensive reach across 100+ touchpoints globally, ensuring quick delivery within 7 days*

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

* Based on average delivery time across all geographic regions.
## HARDWARE PRODUCT LINE

<table>
<thead>
<tr>
<th>HARDWARE CATEGORY</th>
<th>DELL</th>
<th>HP</th>
<th>IBM</th>
<th>Oracle Sun</th>
<th>CISCO</th>
<th>NetApp</th>
<th>EMC</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Servers</strong></td>
<td>PowerEdge rack, Blade, Tower</td>
<td>ProLiant ML/SL Blade BL</td>
<td>WintelxSeries (Lenovo)</td>
<td>Sunfire/ Sunray</td>
<td>B series</td>
<td>C 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></td>
<td>DMSK series</td>
<td>FC series</td>
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<td></td>
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<td></td>
<td></td>
<td>Enterprise</td>
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<td>VNX</td>
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<td>Netra/ T series</td>
<td></td>
<td>V-series</td>
<td>Celerra</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Blades</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>M series</td>
<td></td>
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<tr>
<td><strong>Storage</strong></td>
<td>PowerVault</td>
<td>StorageWorks</td>
<td>FASTT range</td>
<td>StorEdge</td>
<td></td>
<td>DMSK series</td>
<td>CX – Clariion</td>
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<td>MD Series (DAS, NAS, SAS)</td>
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<td>DS range</td>
<td>STK series</td>
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<td>FAST series</td>
<td>FC series</td>
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<td>V-series</td>
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<td><strong>NAS</strong></td>
<td>PowerVault NX Series</td>
<td>1000 series</td>
<td>519x</td>
<td>StorEdge</td>
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<td>DMSK series</td>
<td>CX – Clariion</td>
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<td>1500 series</td>
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<td>FAST series</td>
<td>FC series</td>
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<td>2000 series B DL</td>
<td>appliance</td>
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<td>V-series</td>
<td>VNX</td>
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<tr>
<td><strong>TAPE</strong></td>
<td>All Single drives</td>
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<td>All single drives</td>
<td>All single drives</td>
<td></td>
<td></td>
<td>CX – Clariion</td>
</tr>
<tr>
<td></td>
<td>PowerVault ML &amp; TL ranges</td>
<td>StorageWorks</td>
<td>3xxx range</td>
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<td></td>
<td>DMSK series</td>
<td>FC series</td>
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<td>VNX</td>
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<td>TS series libraries</td>
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<td><strong>Networking</strong></td>
<td>Dell PowerConnect</td>
<td>ProCurve FC Switches</td>
<td>17xx series</td>
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<td>HP/Brocade</td>
<td>2xxx series</td>
<td>Routing products</td>
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<td>MDS/Cisco</td>
<td>3xxx series</td>
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<td>5xxx series</td>
<td>Wireless products</td>
<td></td>
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<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

3 SERVICE COVERAGE TYPES

<table>
<thead>
<tr>
<th>8x5</th>
<th>BASIC</th>
<th>Business hours coverage from 9am - 6pm, Monday to Friday, excluding Public Holidays</th>
</tr>
</thead>
<tbody>
<tr>
<td>8x6</td>
<td>ENHANCED</td>
<td>Extended hours coverage from 9am - 6pm, Monday to Saturday, excluding Public Holidays</td>
</tr>
<tr>
<td>24x7</td>
<td>PREMIUM</td>
<td>Full coverage for 7 days a week, 24 hours a day, including Public Holidays</td>
</tr>
</tbody>
</table>

3 SERVICE TYPES

- LITE
- STANDARD
- UPGRADE

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

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
- Office
- Malaysia (Country Office)
- Myanmar
- New Zealand
- Philippines
- Singapore (Global HQ)
- South Korea
- Sri Lanka
- Taiwan
- Thailand
- Vietnam
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

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

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

- **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

1. **TAG**

2. **TRANSPORT**

3. **RECEIVE**

4. **SANITISATION**

5. **HARDWARE TESTING**

6. **INVENTORIZE**

7. **E-WASTE MANAGEMENT**

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 subsegments, 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.

21
regional offices across Americas, APAC & EMEA

*includes our partners’ warehouses, which are stocked with our parts & equipment to serve our maintenance customers globally
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.
THANK YOU

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