



P R O C U R R I

FY2016 Results Briefing

22 February 2017



CHANGING THE WAY THE WORLD BUYS TECHNOLOGY

Important Notice

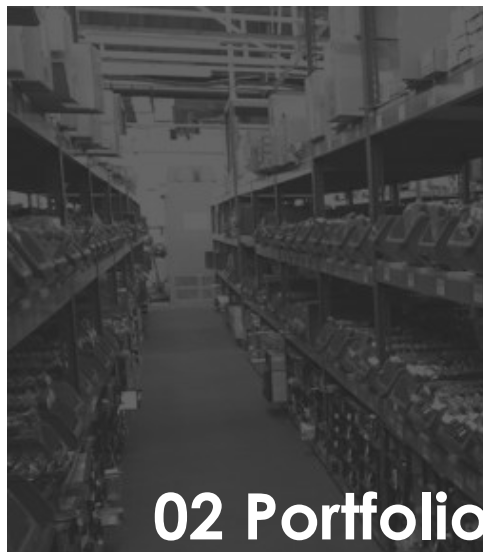
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Please refer to Procurri Corporation Limited's Unaudited Fourth Quarter and Full Year 2016 Financial Statements Announcement for the Period and Year Ended 31 December 2016 available at www.sgx.com.

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.



01 Profile



02 Portfolio



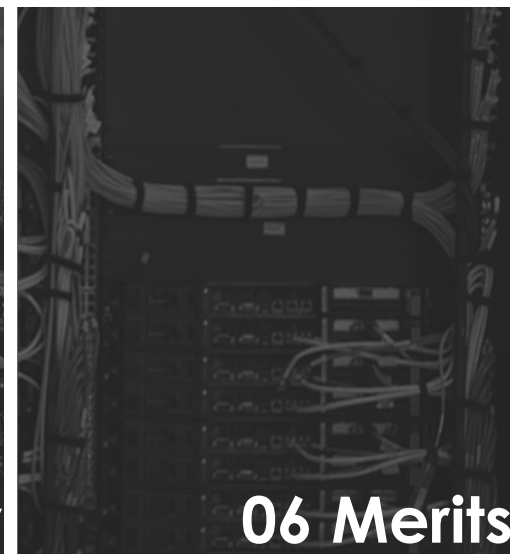
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05 Strategy



06 Merits

- **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**

Integrity

Innovation

Expertise

Excellence

The Procurri *Promise*

IT DISTRIBUTION



Hardware Resale



Supply Chain
Management

GLOBAL INDEPENDENT PROVIDER

IT Asset
Disposition



Hardware-as-a-
Service



Independent
Maintenance Service



LIFECYCLE SERVICES

MILESTONES

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.



**TECHNICAL
EXPERTISE**



**GLOBAL
DISTRIBUTION**



**SUPPLY
NETWORK**



AMERICAS



Ed Flachbarth
Global President



Zack Sexton
Head, Americas

EMEA



Mat Jordan
Head, EMEA

APAC



Poh Yee Tiong
Head, APAC



Vincent Choo
Group CFO

Average 20+ years of industry experience



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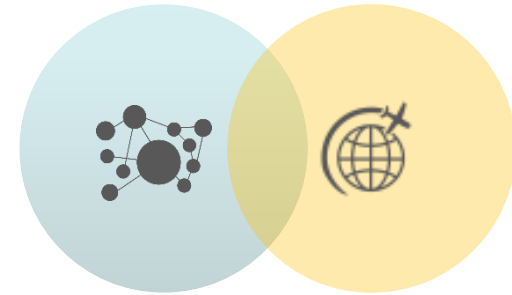
06 Merits

IT DISTRIBUTION

HARDWARE RE SALE

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

Convergence of
technology and
logistics



6 regional
warehouses



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



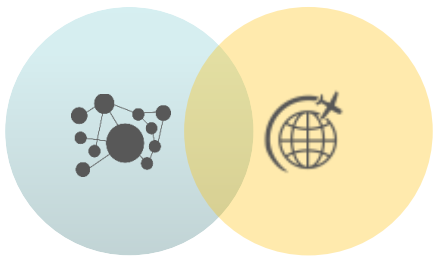
**Strategies
include:**

**[Global aggregator:
↑ consignment,
↓ inventory]**

**[Premium channel
partners
(e.g. VARs, SIs)]**

LIFECYCLE SERVICES

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

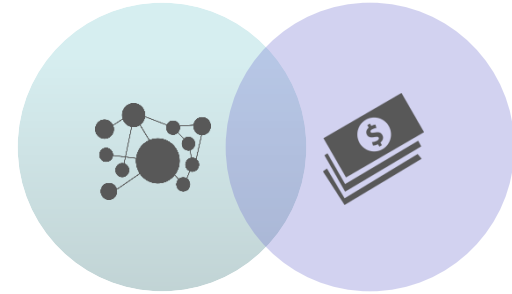


Customised service level agreements and multi-year contracts

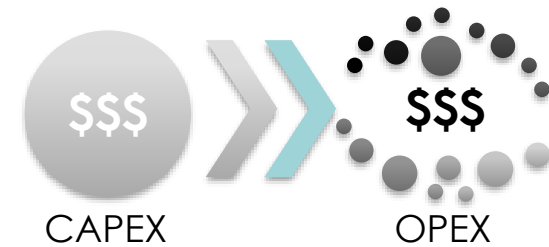
Provides a stream of recurring and predictable income

HARDWARE-AS-A-SERVICE

Convergence of
technology and finance



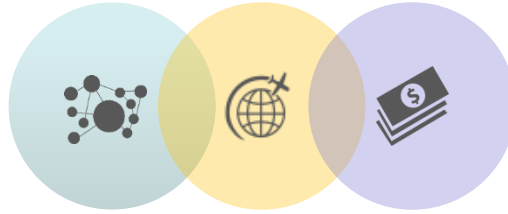
Provides on-demand
computing resources
through leasing or renting



Extensive global inventory
of multi-vendor equipment



Through a convergence of technology, logistics, and finance,



we provide

LIFECYCLE SERVICES

IT ASSET DISPOSITION

Reuse

Recovery and refurbishment of IT equipment to enable extended utility

Recycle

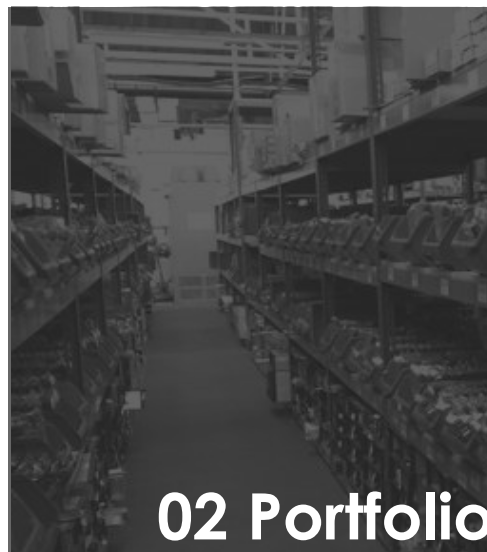
Reconfiguration and remarketing of IT equipment through our Hardware Resale line of business

Disposal

Provision of secure onsite and offsite data erasure services



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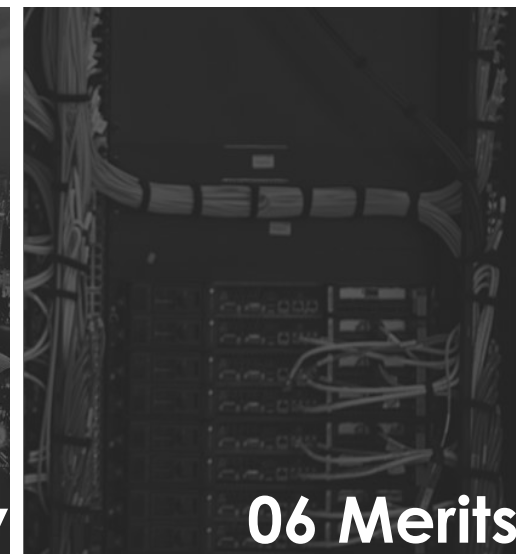
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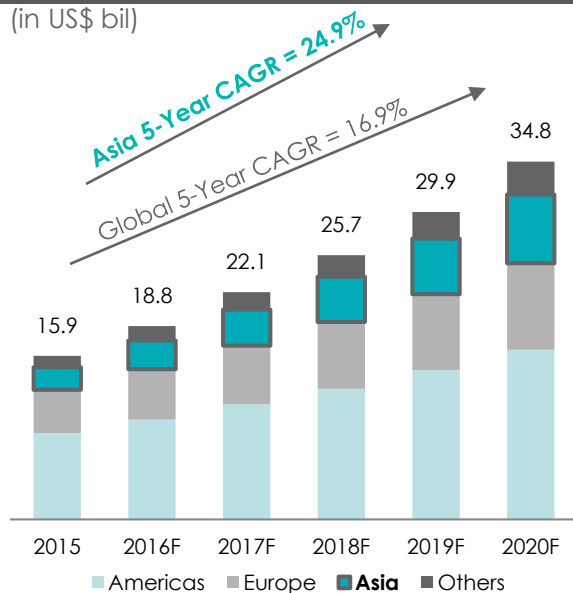
Growth Prospects – Riding on Promising Industry Trends

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)

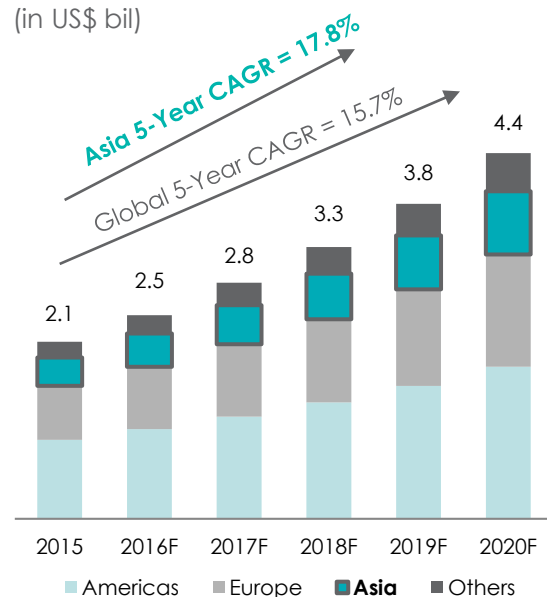
Hardware Resale Market Revenue Forecast

(in US\$ bil)



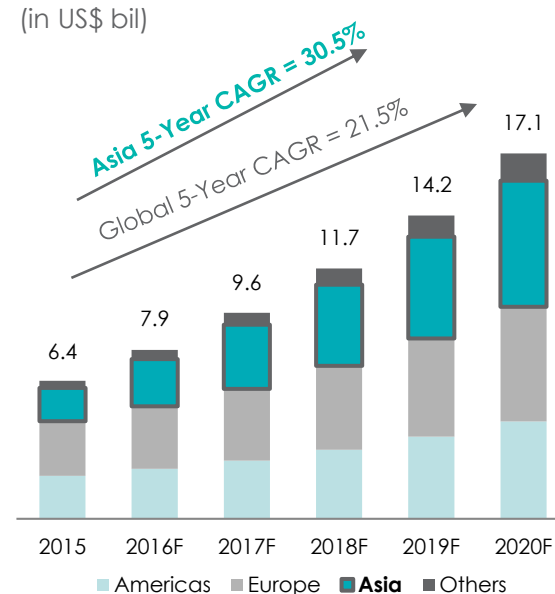
Independent Maintenance Market Revenue Forecast

(in US\$ bil)



IT Asset Disposition Market Revenue Forecast

(in US\$ bil)



Key Drivers



GROWTH OF CLOUD, E-COMMERCE & BIG DATA



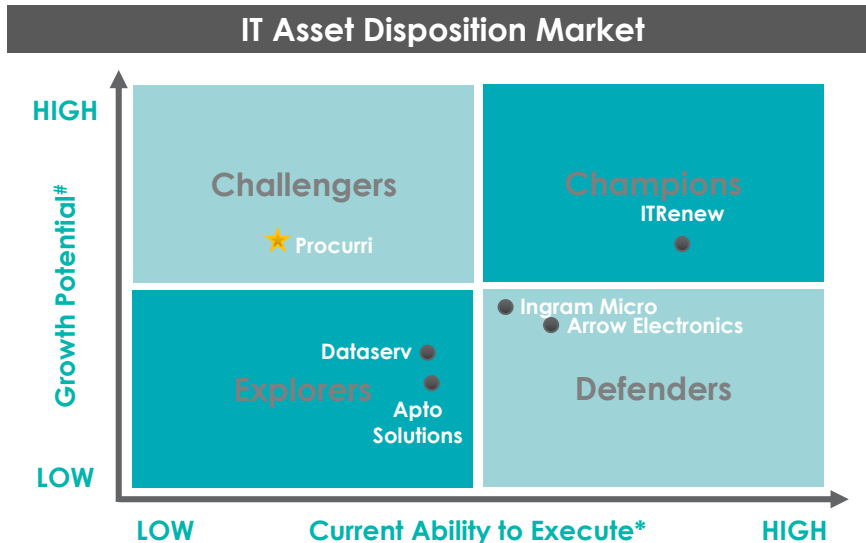
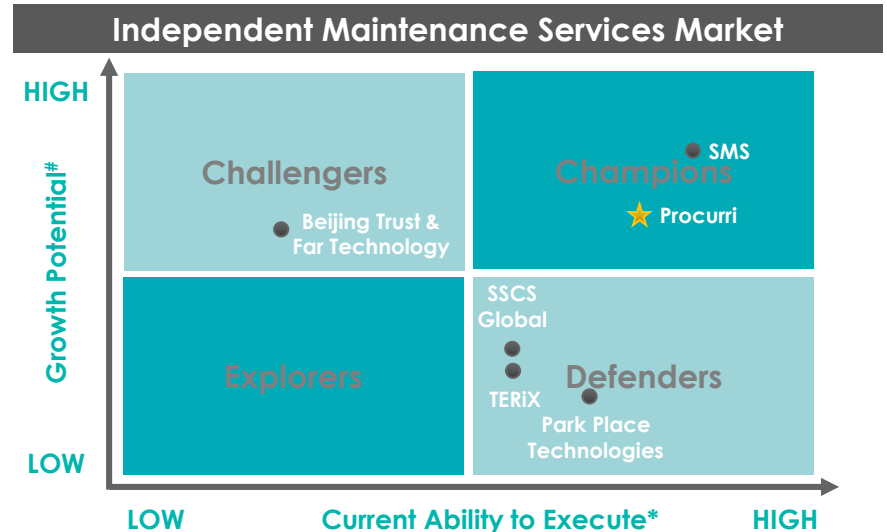
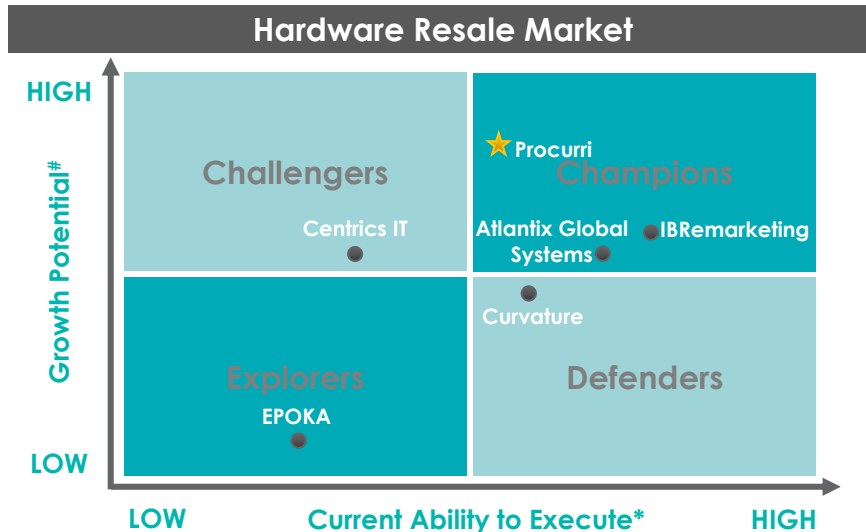
CAPEX TO OPEX



PAY AS YOU USE, BRAND AGNOSTIC

Source: Frost & Sullivan

Prominence across its Businesses



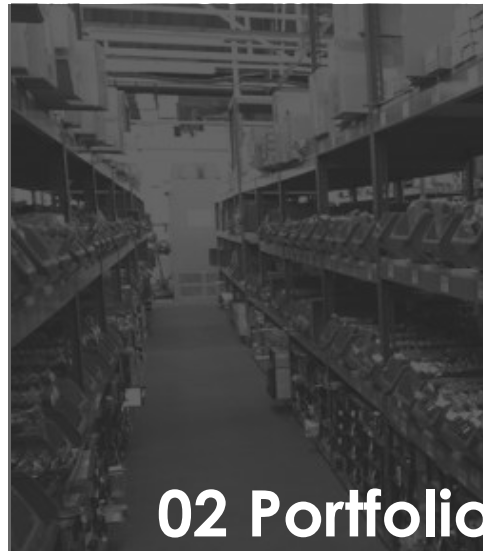
Source: Frost & Sullivan

*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



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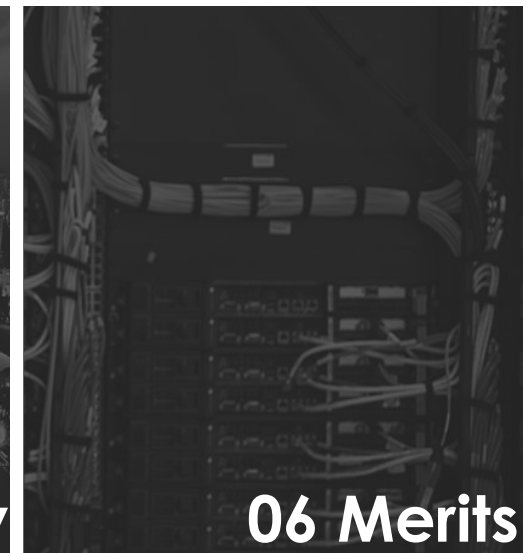
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FY2016 FINANCIAL HIGHLIGHTS



EBITDA* surged
11.6% to **S\$15.1 m**



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



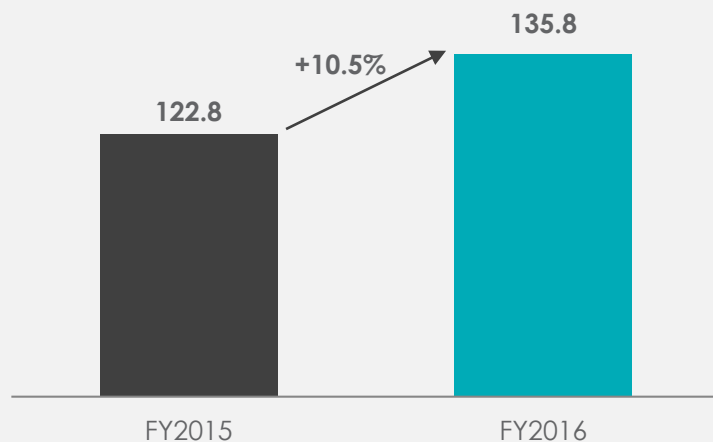
On track for “Strategy
Complete” through
organic and
inorganic growth

Proposed inaugural dividend of 0.475 Singapore cent per ordinary share

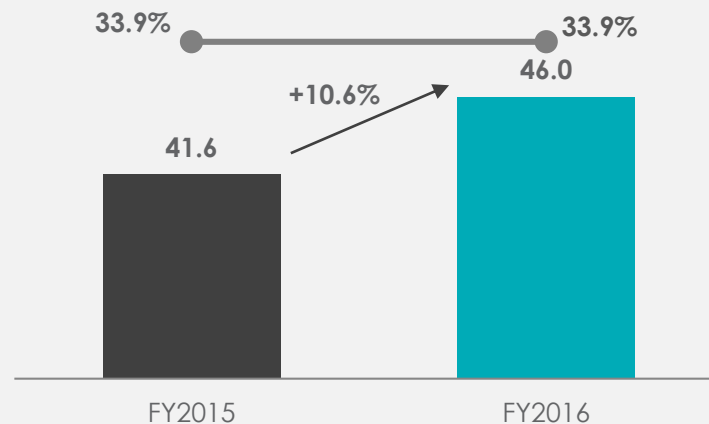
*Excluding IPO expenses

FY2016 Financial Highlights

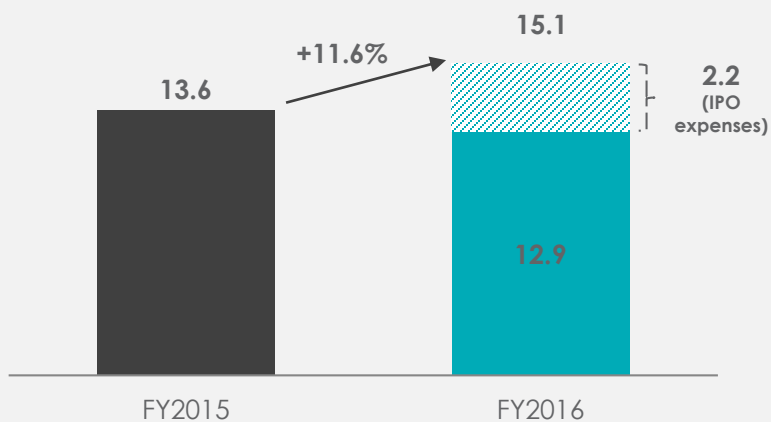
Revenue (\$m)



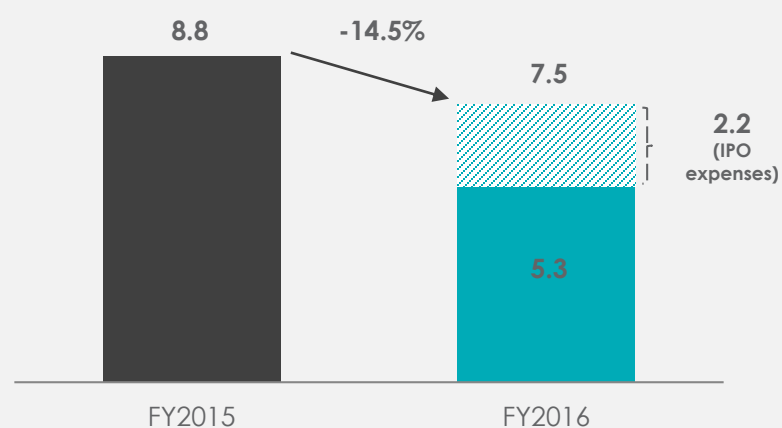
Gross Profit (\$m) and Gross Profit Margin (%)



EBITDA before IPO expenses (\$m)

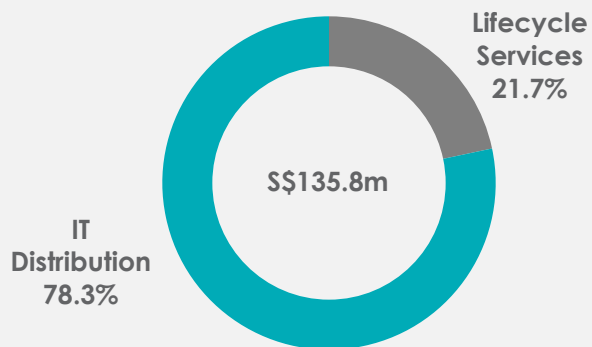


Net Profit before IPO expenses (\$m)

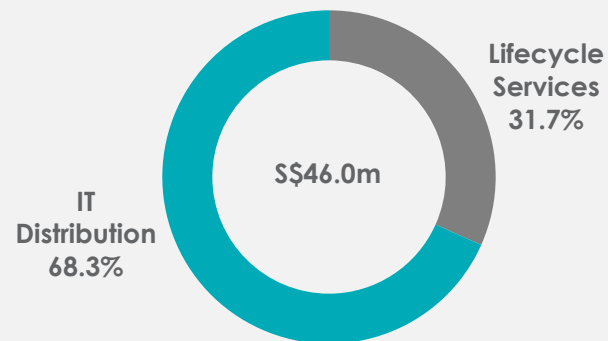


FY2016 Performance by Business Segment and Geographical Region

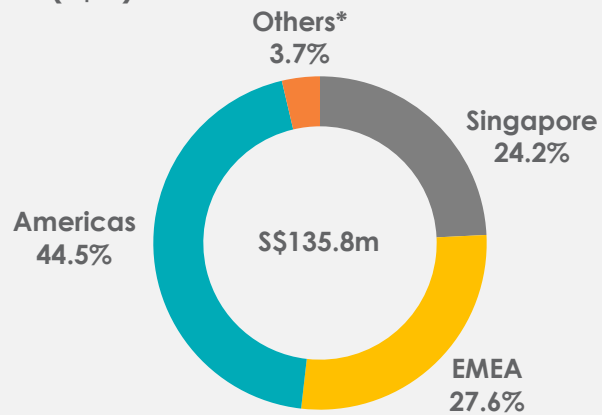
Revenue (\$\$m)



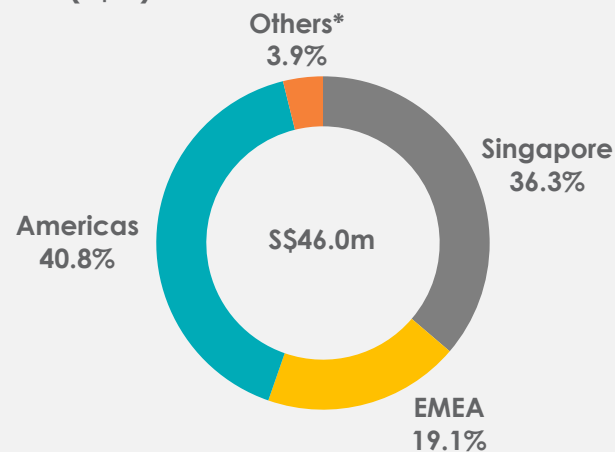
Gross Profit (\$\$m)



Revenue (\$\$m)



Gross Profit (\$\$m)



*Others comprise rest of Asia-Pacific

FY2016 Balance Sheet Highlights

S\$'000	As at 31 Dec 2016
Current Assets	89,016
Inventories	15,641
Trade and other receivables	39,202
Cash and bank balances	30,006
Other Current Assets	4,167
Non-current Assets	28,248
Intangible Assets	14,322
Plant and equipment	11,695
Other Non-current Assets	2,231
Current Liabilities	42,762
Trade & other payables	24,670
Loans and borrowings	13,607
Other Current Liabilities	4,485
Non-current Liabilities	7,237
Shareholders' Equity	67,265
Total Equity & Liabilities	117,264

Key Ratios	31 Dec 2016 / FY2016
Current ratio	2.08
Interest Cover Ratio	11.7; 14.7*
Basic EPS (cents)**	2.20; 3.10*

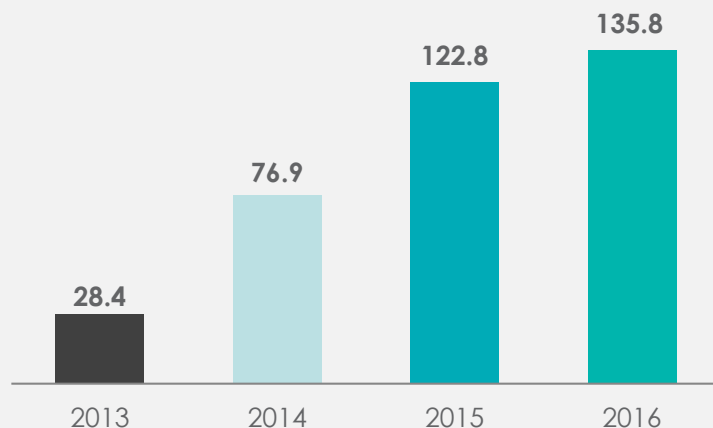
*Before IPO expenses

**Based on 242,069,000 weighted average number of shares

4-Year Financial Highlights

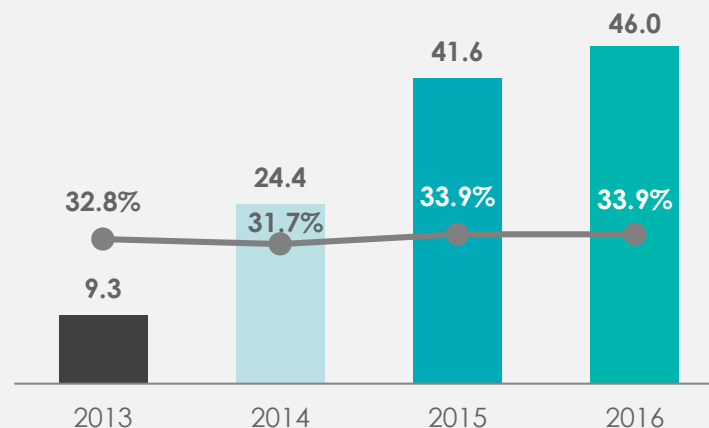
Revenue (\$m)

4-year CAGR: 68%



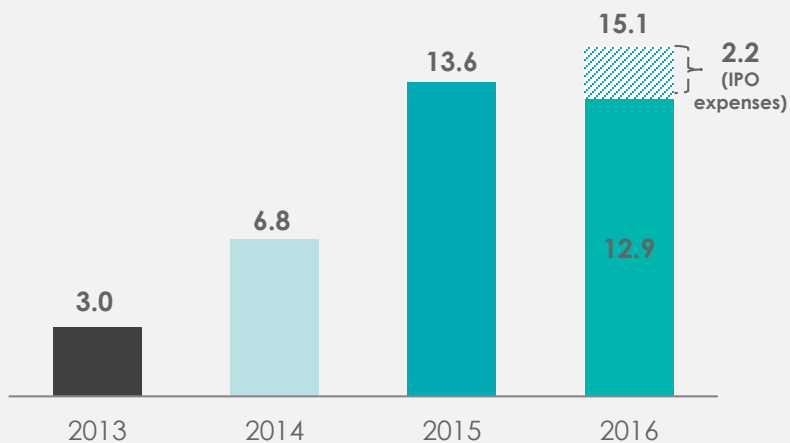
Gross Profit (\$m) and Gross Profit Margin (%)

4-year CAGR: 70%



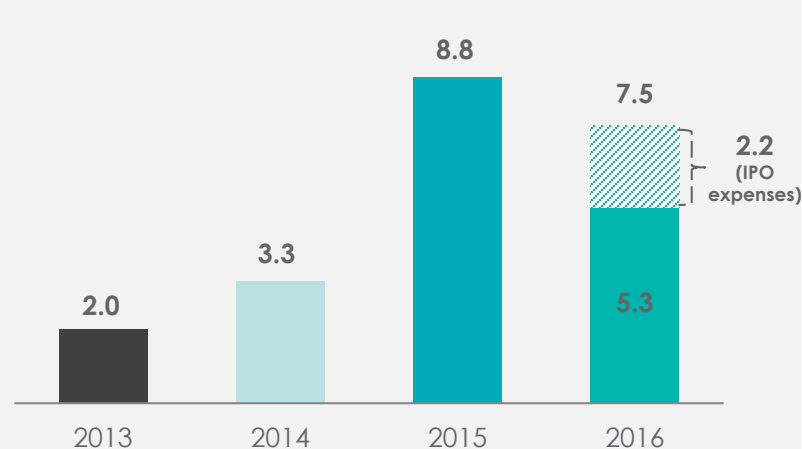
EBITDA (\$m)

4-year CAGR: 71%



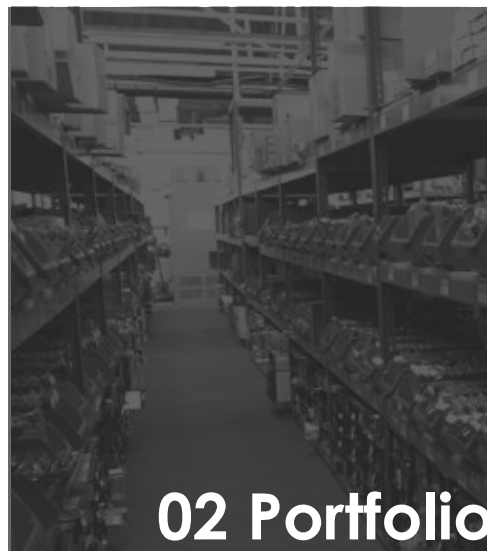
Net Profit after Tax (\$m)

4-year CAGR: 55%





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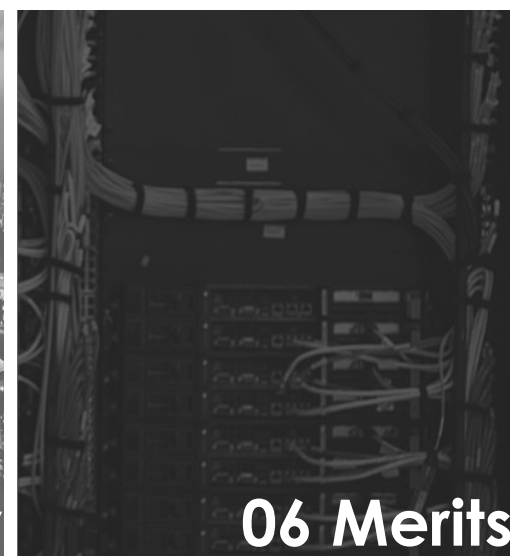
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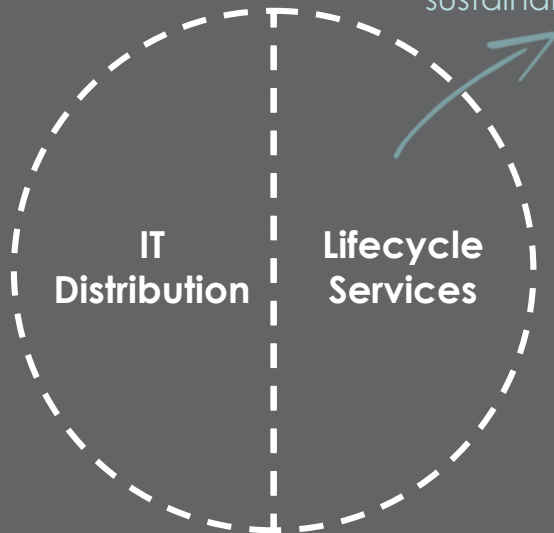
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06 Merits

“STRATEGY COMPLETE”

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



**TARGET REVENUE
BREAKDOWN**



“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

BUILDING ON OUR TRACK RECORD

EAF Acquisition

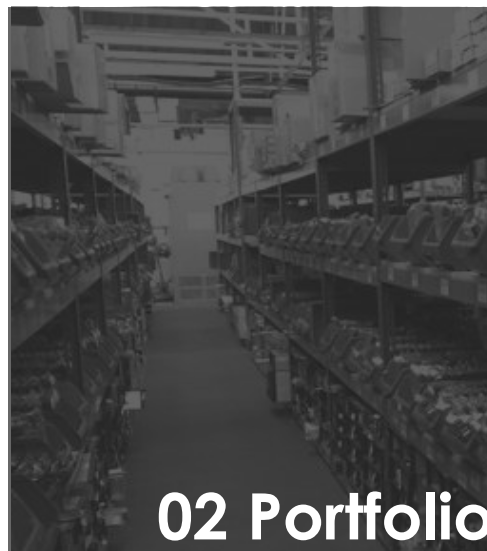
- Strengthens **Independent Maintenance Services** in **EMEA**
- EAF is a long-standing supplier for our maintenance services needs
- Addition of EAF's 3 offices in the UK, 55 stock locations and multiple collect and drop-off points across Europe
- Cross-selling opportunities through EAF's list of reputable 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



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We are “Grade A” because of:

B

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**.

C

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.

D

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

For enquiries, please contact:

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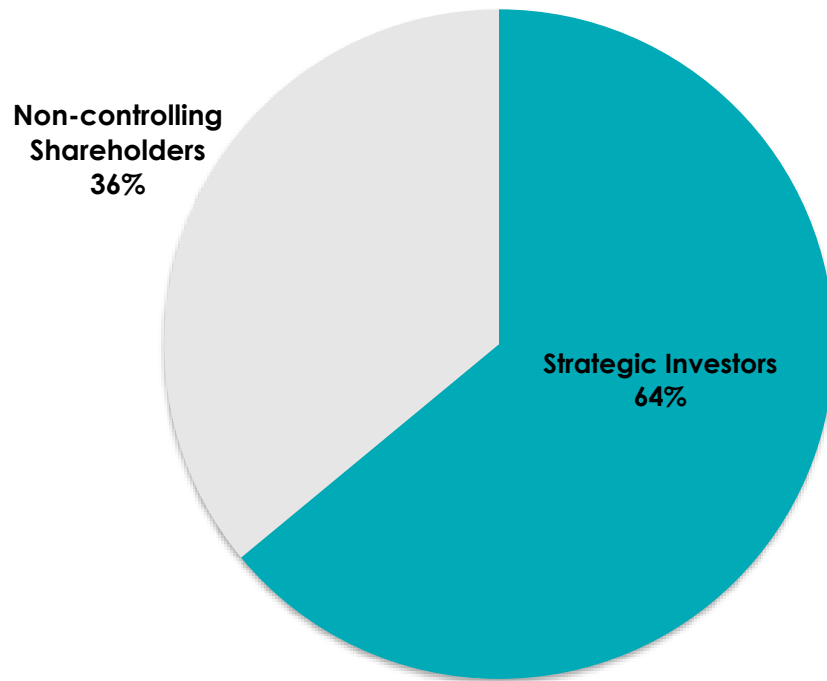
Tel: +65 6438 2990

procurri@financialpr.com.sg



Appendix

Our Shareholding Structure



Strategic Investors

Entity	No. of Shares*	%
DeClout Limited	132,319,978	47.26
Irrucorp Pte. Ltd.	33,995,000	12.14
Verity Solutions Pte. Ltd.	12,870,000	4.60
	179,184,978	64.00

*As at 31 December 2016