PROCURRI

PROCURRI CORPORATION LIMITED

3Q2017 RESULTS

12 NOVEMBER 2017



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Please refer to Procurri Corporation Limited's Financial Results for the Period Ended 30 September 2017 available at www.sgx.com.

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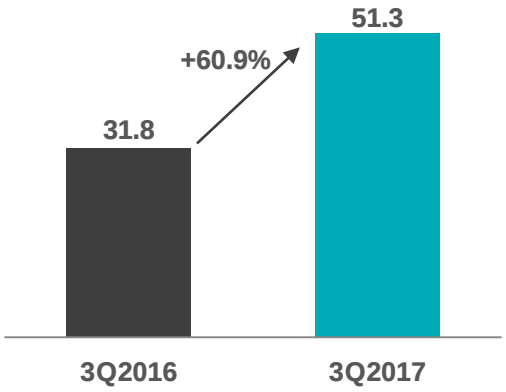
PROCURRI



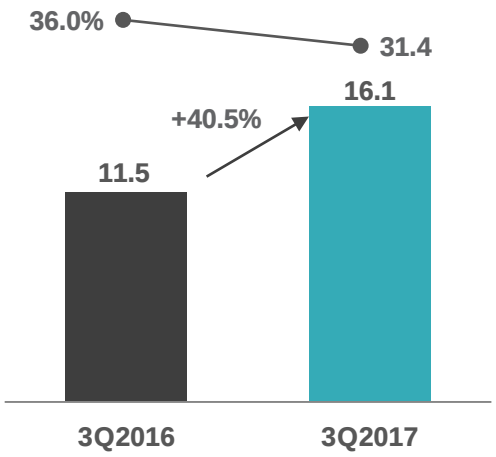
LATEST FINANCIALS

3Q2017 FINANCIAL SNAPSHOT

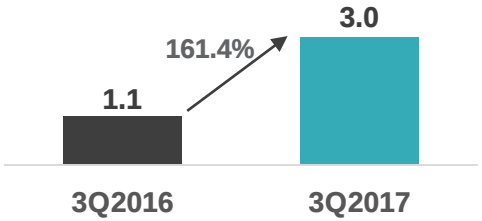
REVENUE (S$M)



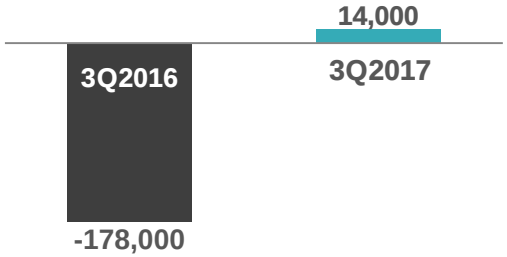
GROSS PROFIT (S$M) & GROSS PROFIT MARGIN (%)



EBITDA (S$M)



NET PROFIT (S$)

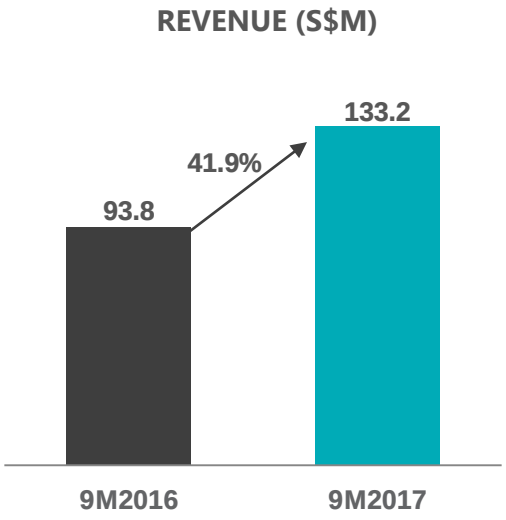


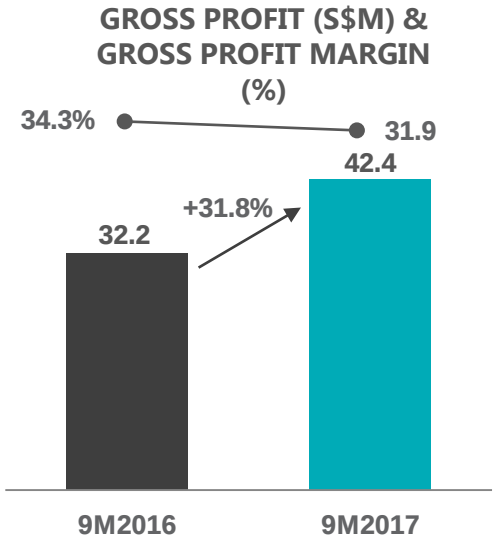
Highest quarterly revenue recorded to date this year

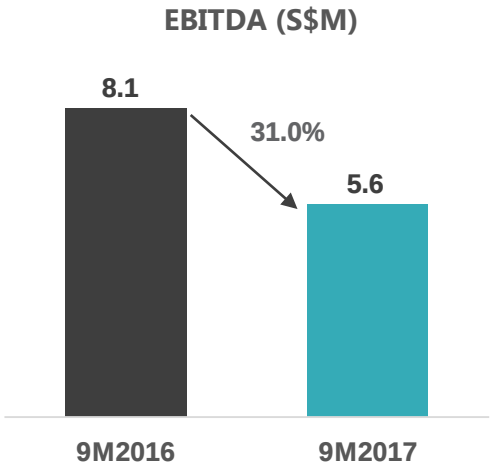
Revenue from Lifecycle Services segment nearly doubled to S$11.2m

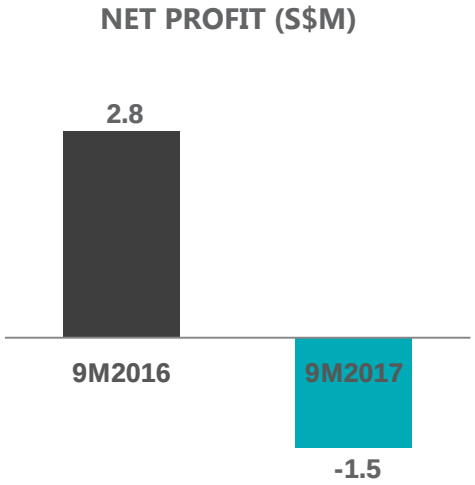
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9M2017 FINANCIAL SNAPSHOT









Revenue up 41.9% yoy as both business segments grew

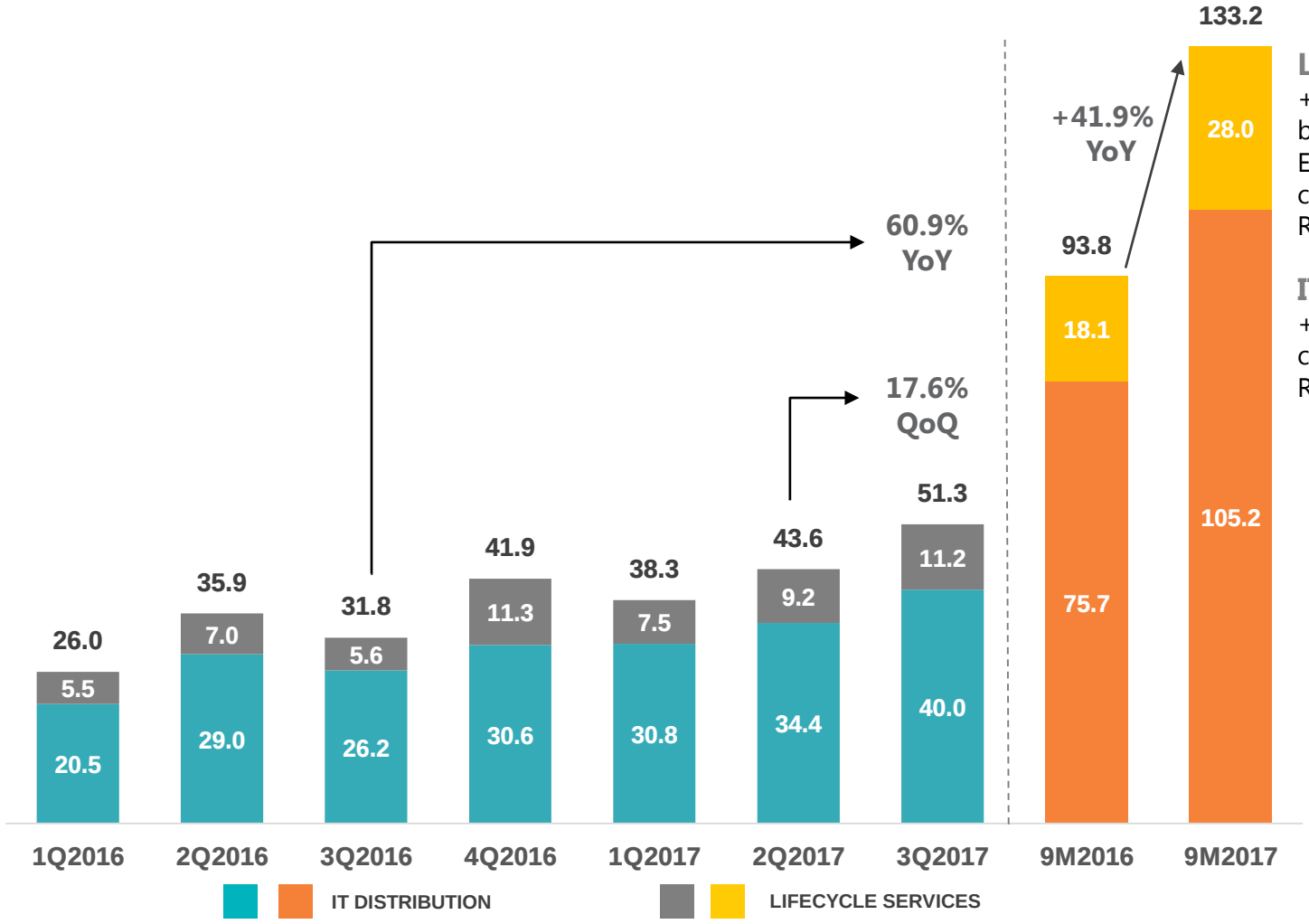
On track to building up a recurring, more predictable revenue stream by 2018

Order book of S$21.9m as at 30 Sept 2017

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REVENUE OVERVIEW

REVENUE (S$M)



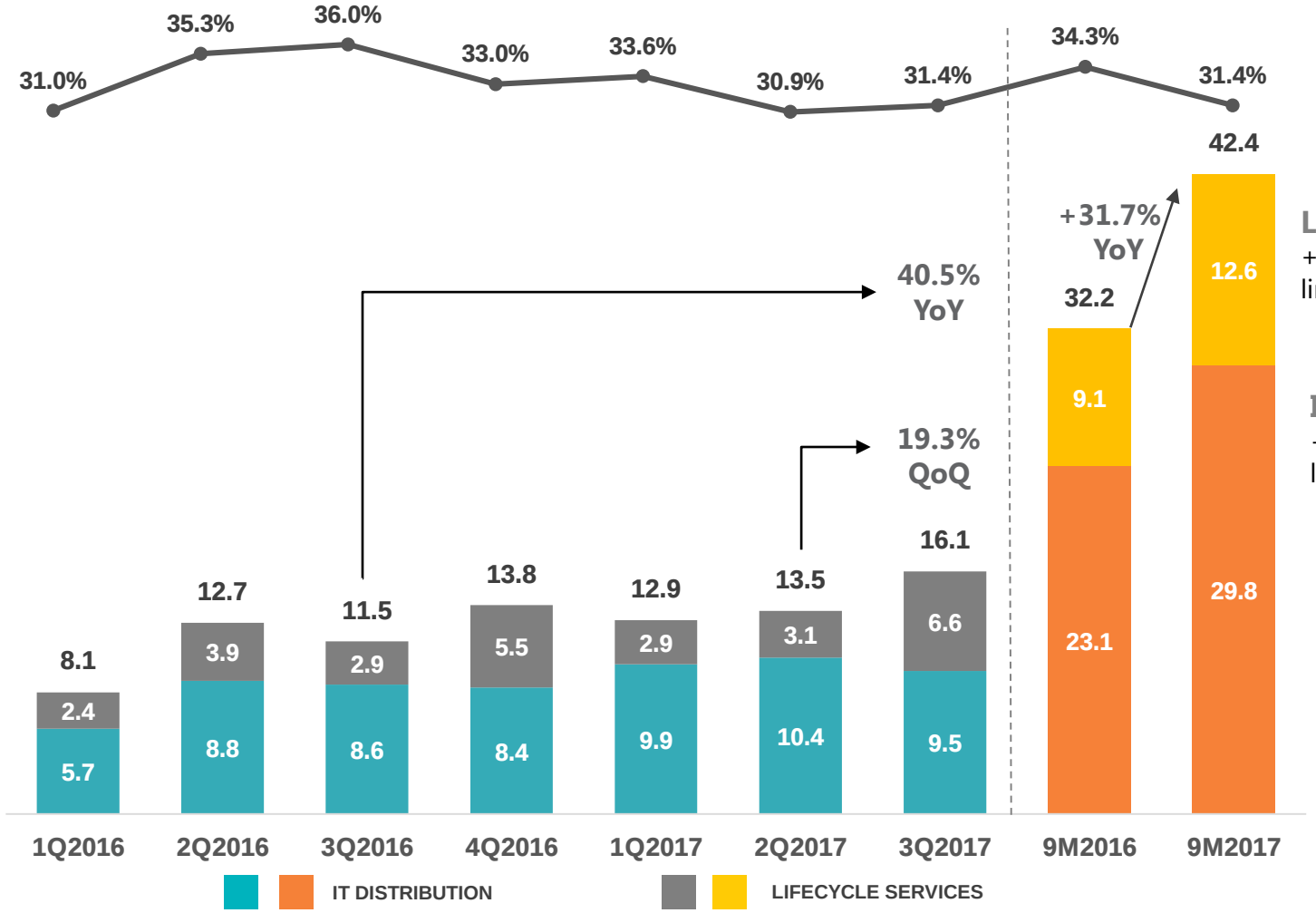
LIFECYCLE SERVICES
+38.9% YoY (9M2017) on better performance from EMEA and the contributions from EAF and Rockland

IT DISTRIBUTION
+54.5% YoY (9M2017) on contributions from EAF and Rockland

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GROSS PROFIT OVERVIEW

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

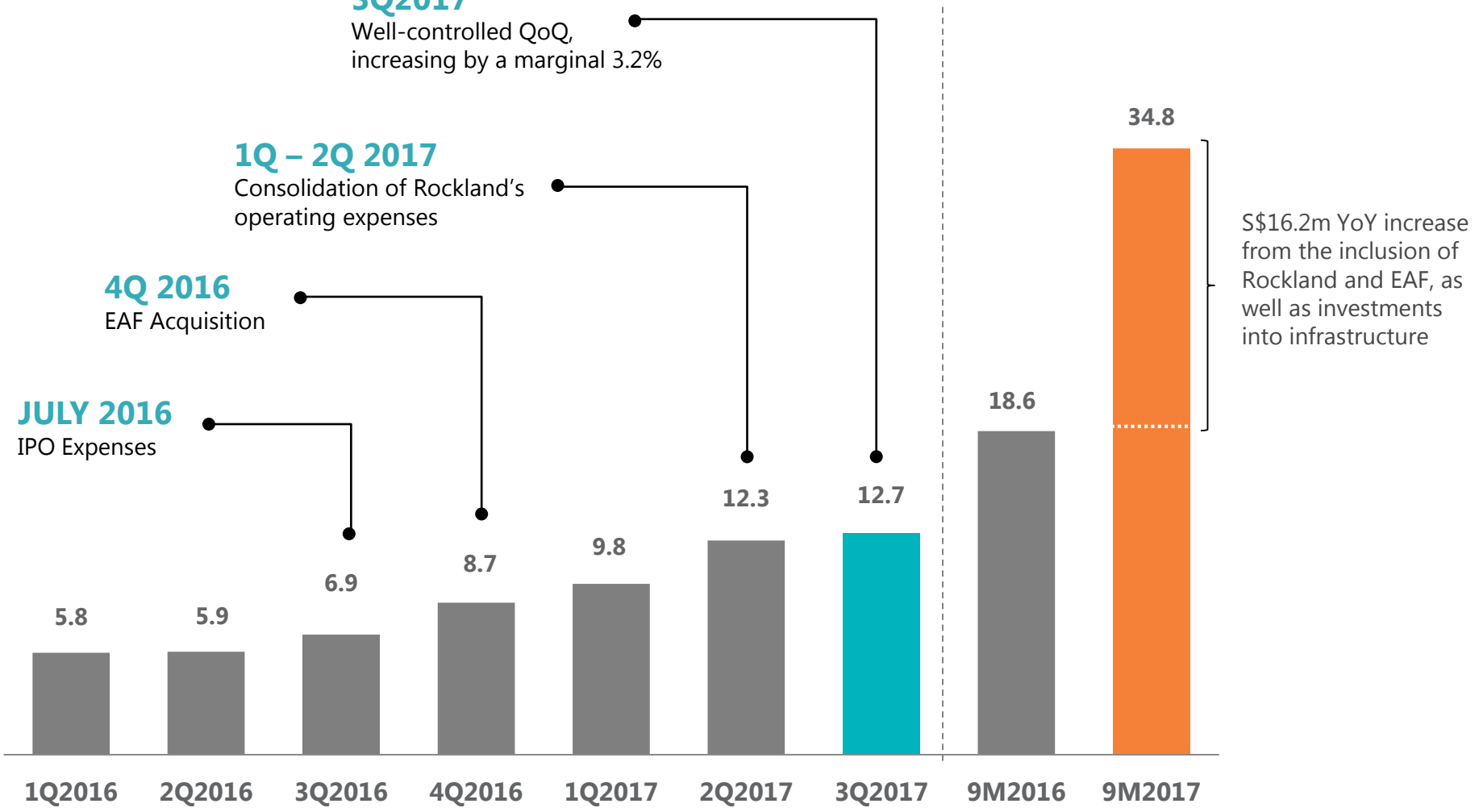


LIFECYCLE SERVICES
+38.5% YoY (9M2017) in line with higher revenue

IT DISTRIBUTION
+29.2% YoY (9M2017) in line with higher revenue

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ADMINISTRATIVE EXPENSES



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9M2017

BALANCE SHEET HIGHLIGHTS

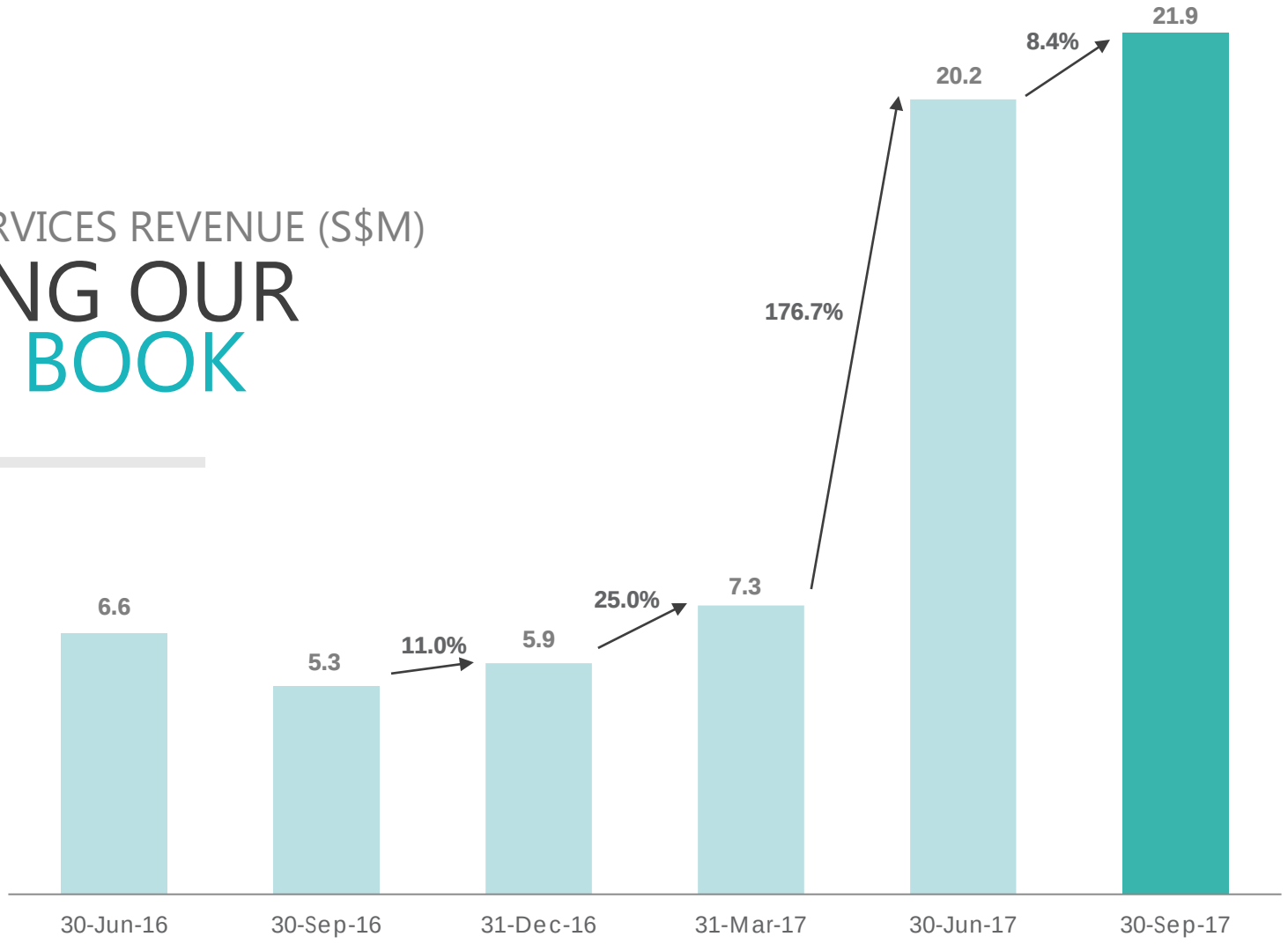
S$'000	AS AT 30 SEP 2017
Current Assets	93,836
Inventories	18,269
Trade and other receivables	53,760
Cash and bank balances	13,562
Other Current Assets	8,245
Non-current Assets	43,440
Intangible Assets	14,020
Plant and equipment	27,892
Other Non-current Assets	1,528
Current Liabilities	61,896
Trade and other payables	22,954
Loans and borrowings	17,787
Advance billings	19,045
Other Current Liabilities	2,110
Non-current Liabilities	10,272
Shareholders' Equity	65,108
Total Equity and Liabilities	137,276

KEY RATIOS	30 SEP 2017
Debt-to-equity ratio	0.19
Current ratio	1.52
NTA per share (cents)*	18.25
NAV per share (cents)*	23.25

*Based on 280 million number of shares in issue

DEFERRED SERVICES REVENUE (S$M)

BUILDING OUR ORDER BOOK



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GROUP OUTLOOK

GROUP OUTLOOK

- IT Distribution's product mix has evolved following the Group's participation in the resale programmes of two multi-billion-dollar OEMs, which are only for a select few companies.

- One of the new sales initiatives positions the Group as such OEM's first global partner for the distribution of its replacement parts.

- Strategy to capture higher market share from IT Distribution business has translated to higher sales volume; while growth momentum is expected to continue, gross profit margin will be impacted until economies of scale from the Group's expanded market share kicks in.

- Undergoing a transitional phase to grow the recurring revenue from the Lifecycle Services segment to improve earnings stability over the long-term.

- Full year performance will be impacted by narrower margins from the IT Distribution business segment, straight-line recognition of maintenance revenue in the Americas and increased investments into infrastructure.

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INDUSTRY OUTLOOK

GARTNER FORECAST



THIRD-PARTY MAINTENANCE (TPM) TRENDS (1)

CONSOLIDATION OF TPM PROVIDERS CONTINUES

Actively acquiring complementary skills, capabilities and access to new geographies, channels or customers.



CROSS-POLLATION: TPM & SECONDARY HARDWARE SALES

Third-party data center maintenance, third-party network maintenance and secondary hardware markets are coming together

Providers want to offer support across servers, storage and networks



IT ASSET DISPOSITION (ITAD) TRENDS (2)

DIGITALISATION TREND: RISE OF MOBILE DEVICES & INTERNET OF THINGS (IOT)

Rapid growth of mobile devices; explosion in volume and variety of connected IoT devices are forcing users and vendors to re-evaluate traditional ITAD processes



ITAD SERVICES PROVIDERS ARE KEY LINK IN LIFECYCLE MANAGEMENT

The number and complexity of legislative mandates for the secure and environmentally friendly disposal of IT equipment

(1) *"Competitive Landscape: Partnering with Third-Party Maintenance Providers for Data Center and Network Maintenance Cost Optimization", Christine Tenneson, 7 July 2017, Gartner*

(2) *"Market Guide for IT Asset Disposition", Rob Schafer, Christopher Dixon, 22 November 2016, Gartner*

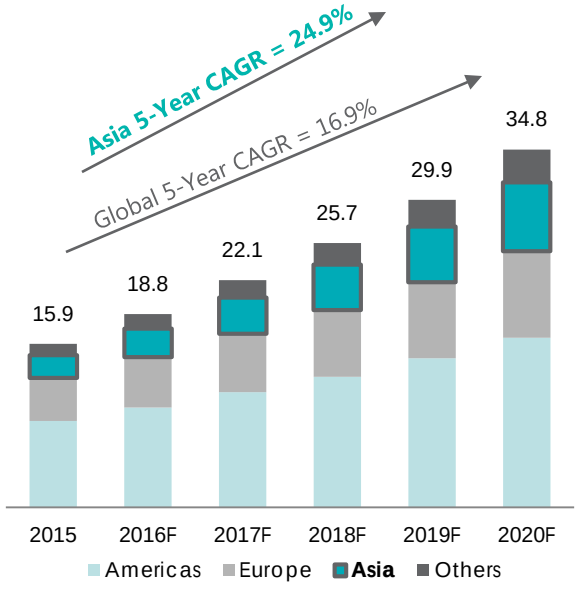
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GROWTH PROSPECTS

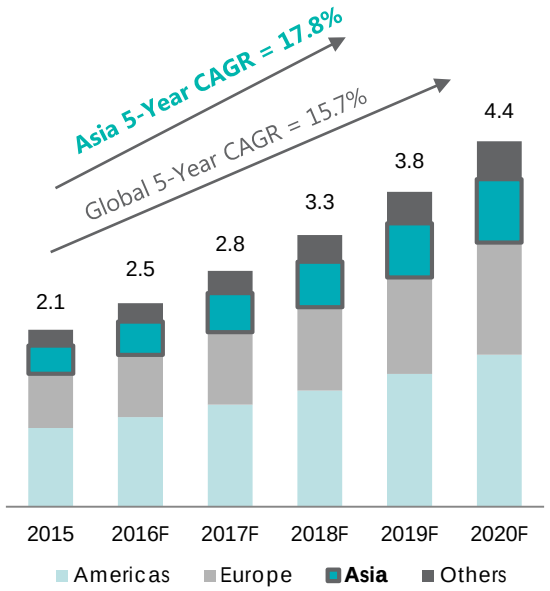
Global Data Centre Hardware Market
5-Year CAGR = 11.7% (2020: US$293B)

Global IT Maintenance Market
5-Year CAGR = 9.6% (2020: US$42B)

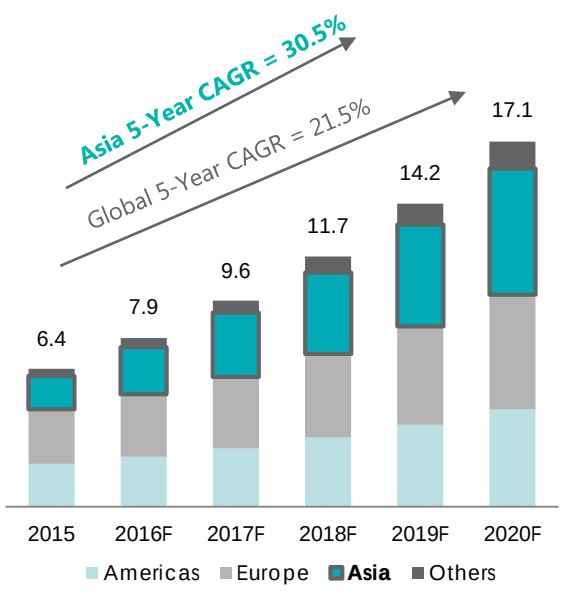
Hardware Resale Market Revenue Forecast (US$B)



Independent Maintenance Market Revenue Forecast (US$B)



IT Asset Disposition Market Revenue Forecast (US$B)



KEY DRIVERS

Growth of cloud, e-commerce and big data

Capex to opex

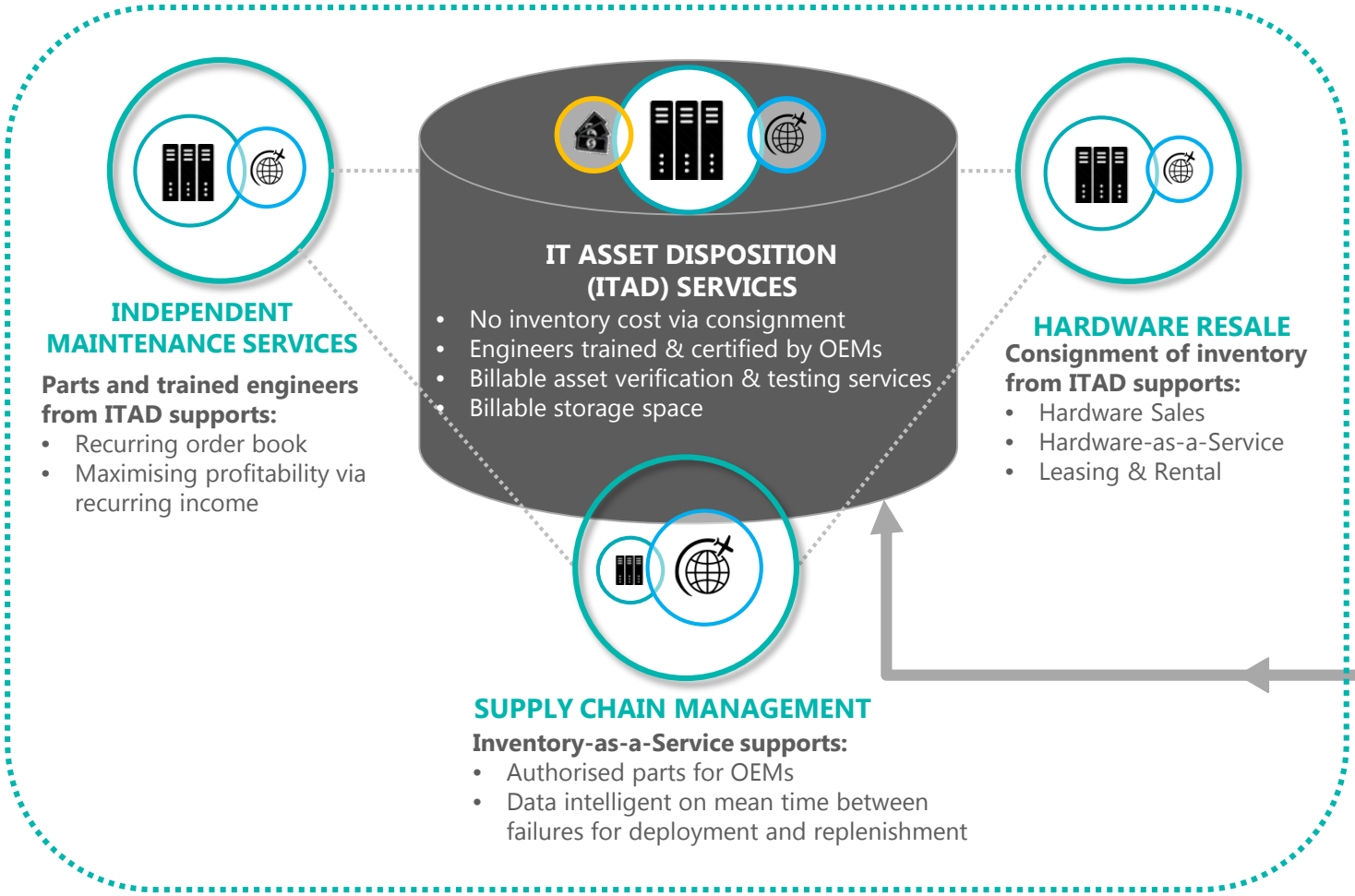
Pay as you use, brand agnostic

Source: Independent Market Research on the Hardware Resale and Independent IT Maintenance Market by Frost & Sullivan, 15 June 2016, as published in Procurri Corporation Limited's IPO Prospectus Appendix I

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SYNERGISTIC ECOSYSTEM

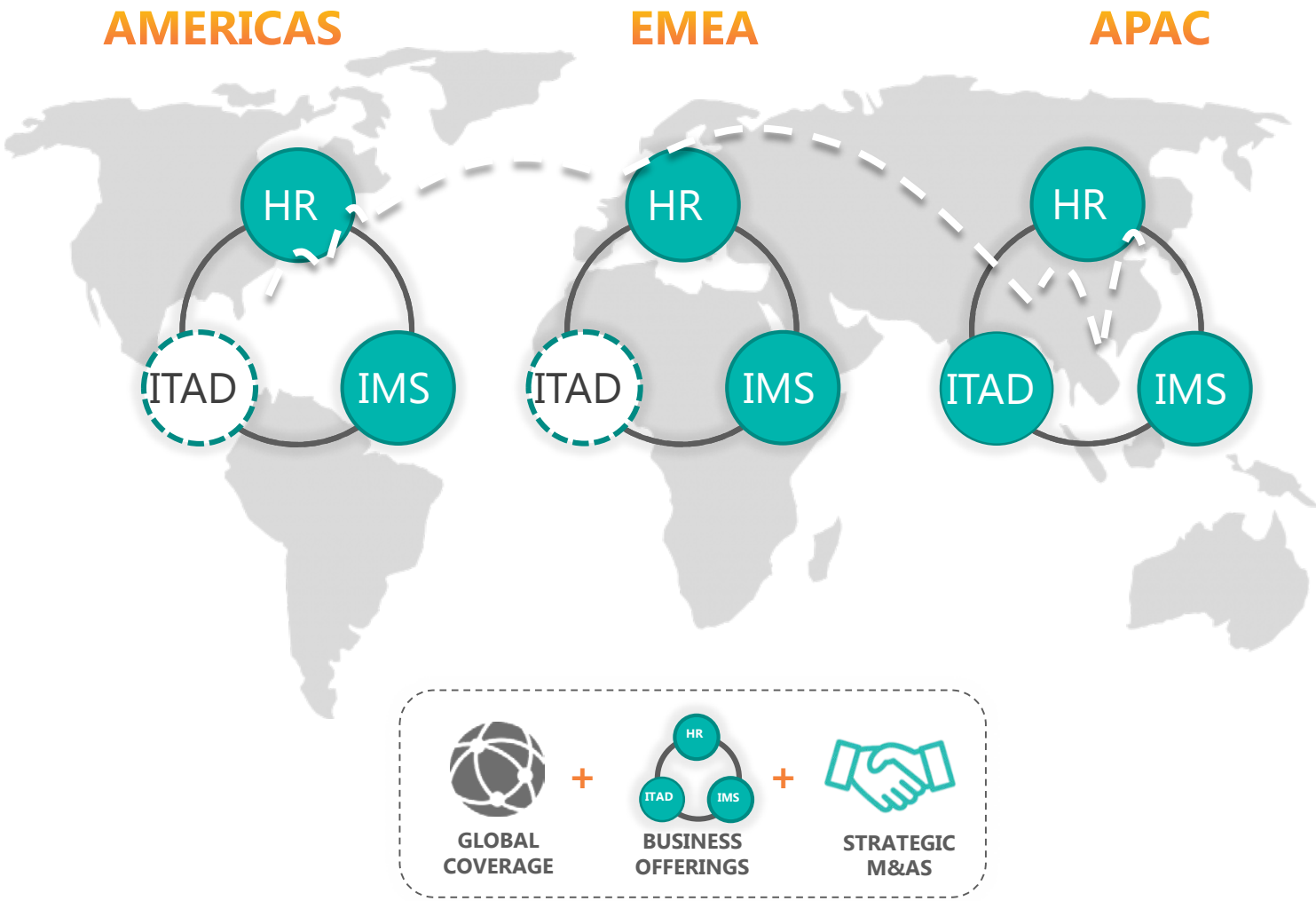
REPEATABLE AND SCALABLE ACROSS BRANDS, PRODUCTS AND REGIONS



Note: OEMs refer to Original Equipment Manufacturers; VARs refer to Value-Added Resellers

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STRATEGIC DRIVERS OF CORE EARNINGS



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APPENDIX



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COMPANY PROFILE

THE PROCURRI PROMISE

INTEGRITY,
INNOVATION,
EXPERTISE &
EXCELLENCE.



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.**

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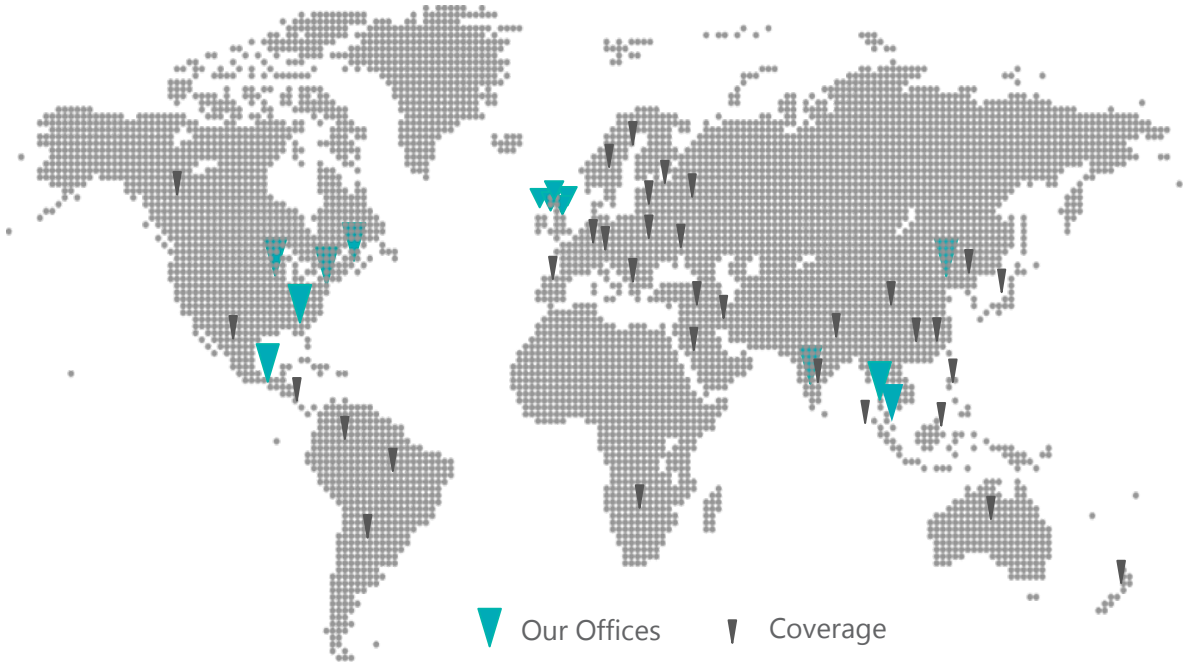
GLOBAL REACH

IT DISTRIBUTION

- Hardware Resale
- Supply Chain Management

LIFECYCLE SERVICES

- IT Asset Disposition
- Hardware-as-a-Service
- Independent Maintenance Service



TECHNICAL EXPERTISE

GLOBAL DISTRIBUTION

SUPPLY NETWORK

GLOBAL COVERAGE OF >100 COUNTRIES • 3 REGIONAL HUBS IN SINGAPORE, U.S., AND U.K.

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COMPANY MILESTONES

2009

OCTOBER
Established in Singapore

2013

APRIL
Acquisition in US

2014

APRIL
Integration of ASVIDA into Procurri Corp

MAY
Acquisition in UK

JUNE
Acquisition in Malaysia

2015

JANUARY
Incorporation in Mexico

FEBRUARY
Acquisition of Procurri Asia Pacific

MARCH
Launched the "Procurri" global brand

2016

MARCH
Incorporation in Beijing, PRC

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

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Sean Murphy
Chairman & Global CEO

AMERICAS

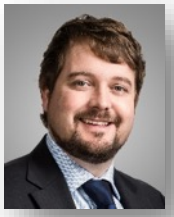


Ed Flachbarth
Executive Director &
Global President



Zack Sexton
Head, Americas

EMEA



Mat Jordan
Head, EMEA

APAC



Poh Yee Tiong
Head, APAC

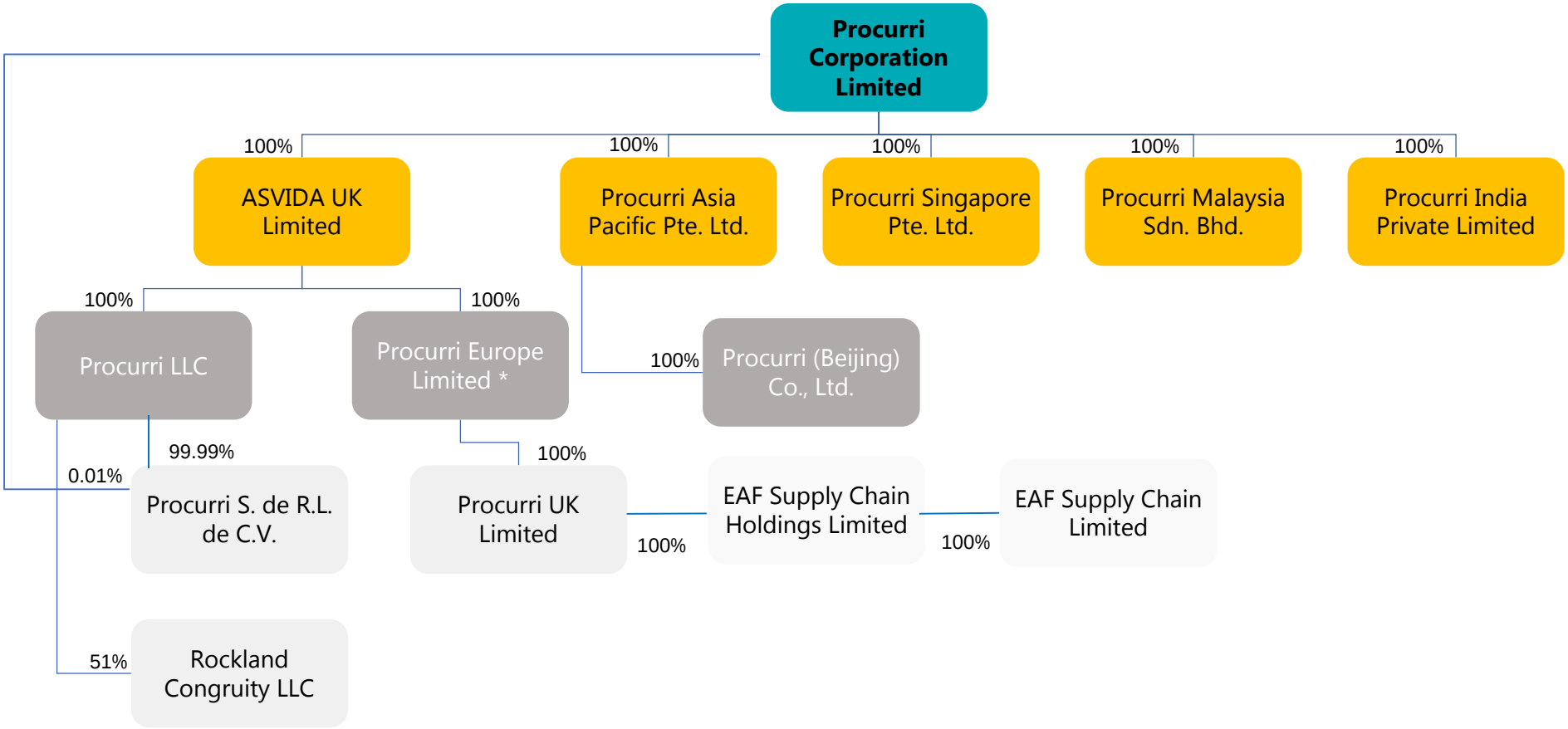


Vincent Choo
Group CFO

AVERAGE 20+ YEARS OF INDUSTRY EXPERIENCE

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GROUP STRUCTURE



**Tinglobal Holdings Limited has been renamed to Procurri Europe Limited with effect from 12 June 2017*

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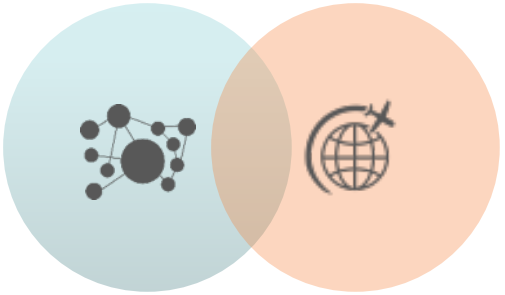
OUR PORTFOLIO

IT DISTRIBUTION

HARDWARE RESALE

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



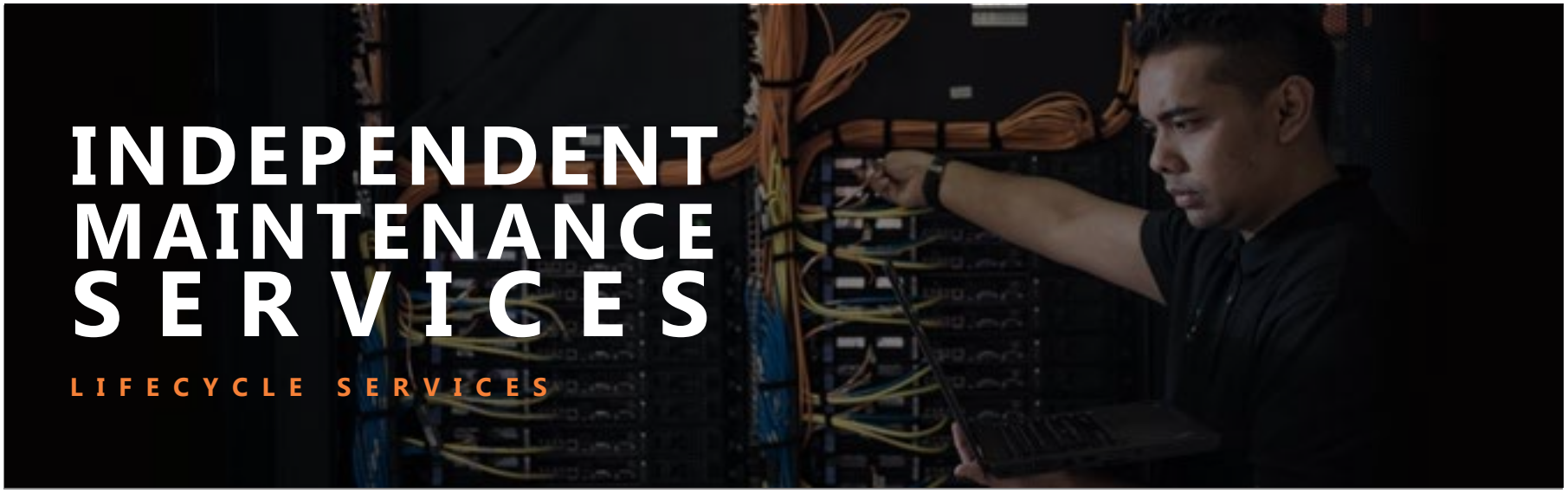


STRATEGIES

[Global aggregator: ↑ consignment, ↓ inventory]

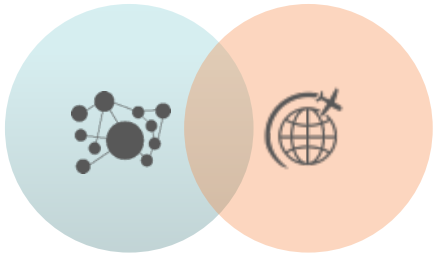
[Premium channel partners (e.g. VARs, SIs)]

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INDEPENDENT MAINTENANCE SERVICES

LIFECYCLE 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

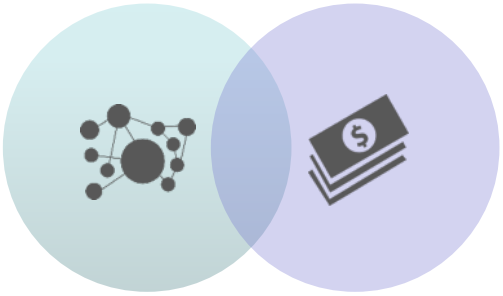
90+
countries



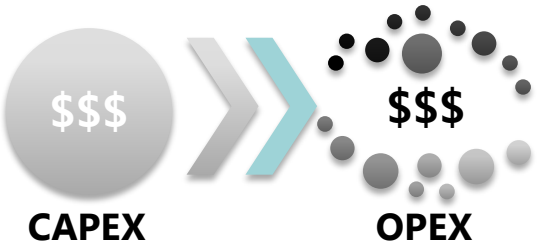
Customised service level agreements and multi-year contracts

Provides a stream of recurring and predictable income

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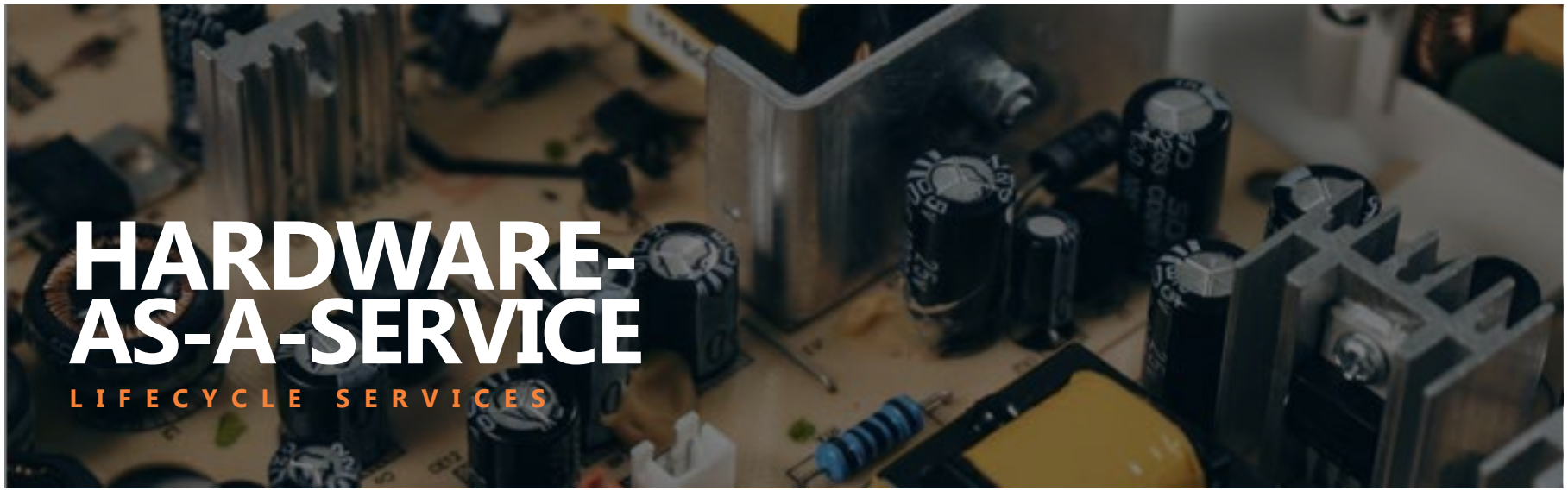
Convergence of technology and finance



Provides on-demand computing resources through leasing or renting



Extensive global inventory of multi-vendor equipment



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THROUGH A CONVERGENCE OF TECHNOLOGY, LOGISTICS AND FINANCE,



WE PROVIDE

LIFECYCLE SERVICES

IT ASSET DISPOSITION

REUSE	RECYCLE	DISPOSAL
Recovery and refurbishment of IT equipment to enable extended utility	Reconfiguration and remarketing of IT equipment through our Hardware Resale line of business	Provision of secure onsite and offsite data erasure services

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INVESTMENT MERITS

OUR GRADE "A" INVESTMENT MERITS

Our Brand.

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

Cross-Selling Opportunities.

Our products and services form their own **ecosystem** by covering every stage of the IT equipment 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 **Lifecycle Services and IT Distribution segments**, we build **income resilience** while prospecting for even greater growth.

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THANK YOU

INVESTOR RELATIONS ENQUIRIES

Karin XIAO
Procurri Corporation
+65 6486 1318
karin.xiao@procurri.com

Ian LAU
WeR1 Consultants
+65 6737 4844
ianlau@wer1.net

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