PROCURRI

Corporate Presentation



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Please refer to Procurri Corporation Limited's Unaudited Second Quarter and Half Year 2016 Financial Statements Announcement for the Period Ended 30 June 2016 ("1H2016") available at www.sgx.com.

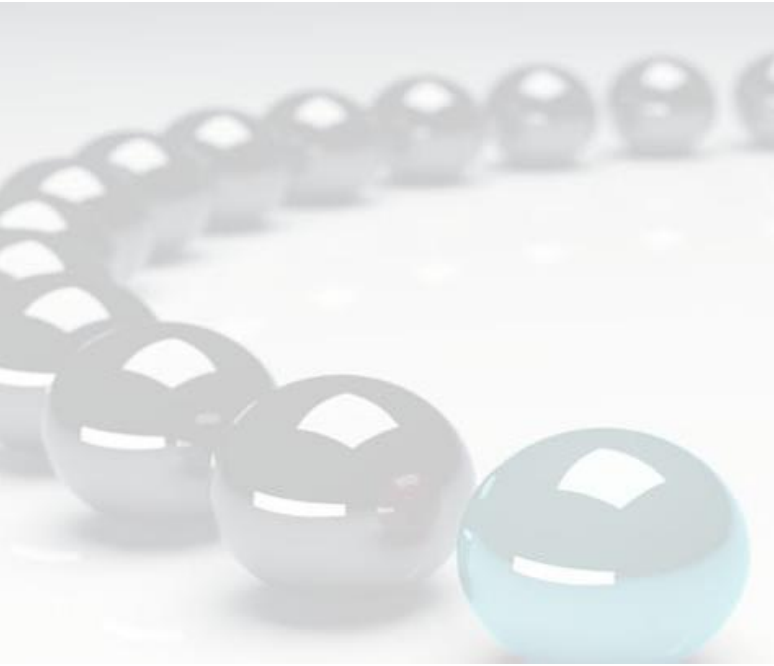
DBS Bank Ltd. was the issue manager and underwriter (the "Issue Manager and Underwriter") for the initial public offering of shares in, and listing of, Procurri Corporation Limited on the Main Board of the Singapore Exchange Securities Trading Limited. The Issue Manager and Underwriter assumes no responsibility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

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Company Overview

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Who We Are



- **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**

GLOBAL INDEPENDENT PROVIDER

Data Centre Equipment & **Lifecycle Services**

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What We Do

IT Distribution

Hardware Resale

- Dynamic 2-way relationships - customers can be suppliers & *vice versa*
- Consignment option for equipment owners

Supply Chain Management

- Provide logistics and distribution services for OEMs in their supply chains

Lifecycle Services

Independent Maintenance Services

- Independent of OEM SLAs
- Extended support for out-of-warranty and end-of-life IT equipment

Hardware-as-a-Service

- On-demand computing resources

IT Asset Disposition Services

- Provide refurbishment services of end-of-usage IT equipment for OEMs and major vendors

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Our Leading Edge

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Our Leading Edge

1. Global Aggregator in Fragmented Market



2. Scalable Business Model



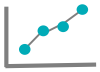
3. Well Positioned to Ride on Strong Industry Prospects



4. Experienced Management Team



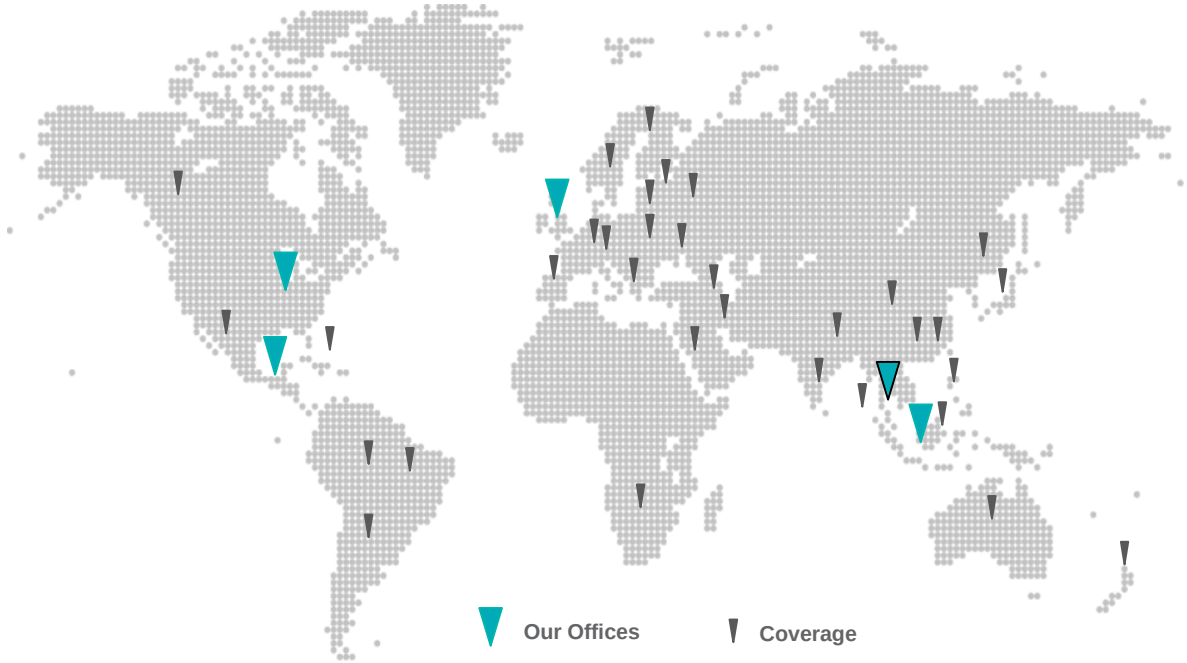
5. Strong Execution Track Record



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1 Global Aggregator in Fragmented Market

Global Coverage of more than 80 Countries and 3 Regional Hubs in Singapore, US and UK



TECHNICAL EXPERTISE

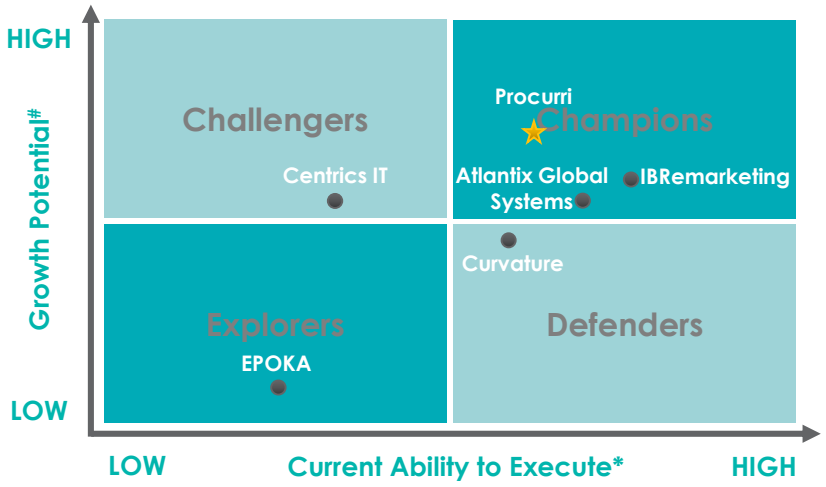
GLOBAL DISTRIBUTION

SUPPLY NETWORK

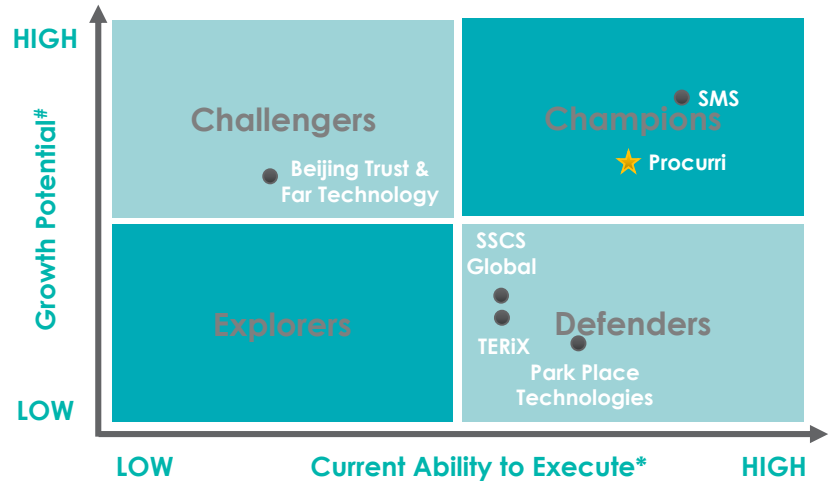
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1 Prominence across All 3 Business Segments

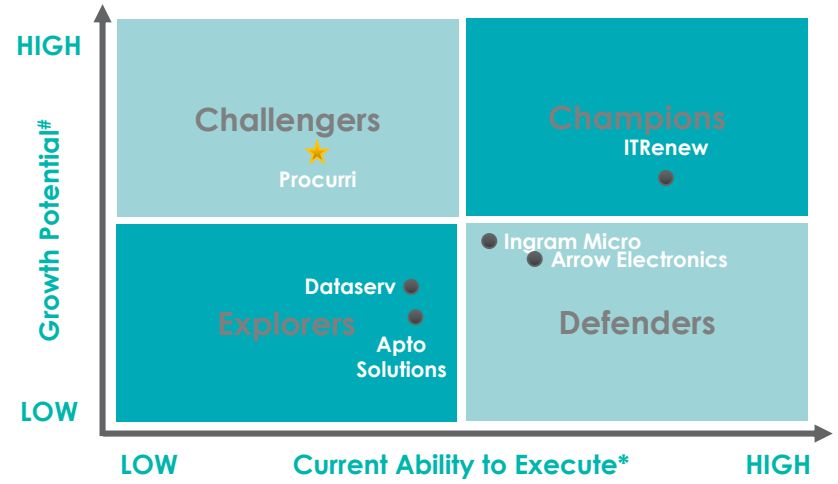
Hardware Resale Market



Independent Maintenance Services Market



IT Asset Disposition Market

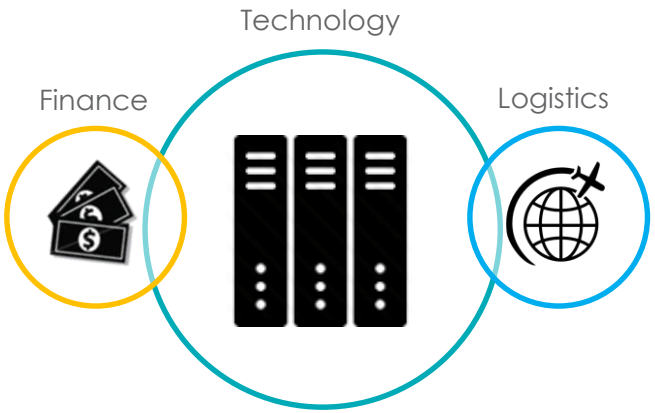


Source: Frost & Sullivan
*Current Ability to Execute includes geographical presence and breadth of product/service
#Growth Potential includes presence in high growth countries and synergy across value chain

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2 Scalable Business Model

First Mover Advantage from Convergence of Technology, Finance & Logistics Domains



Hardware Resale



Supply Chain Management



Independent Maintenance Services



Hardware-as-a-Service



IT Asset Disposition Services



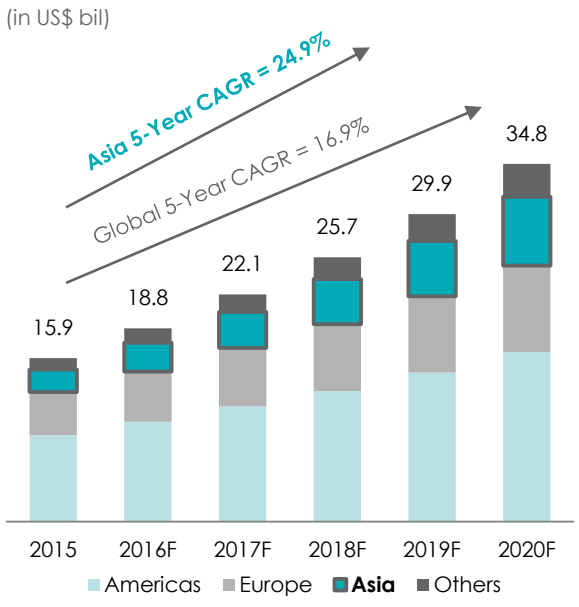
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3 Well Positioned to Ride on Strong Industry Prospects

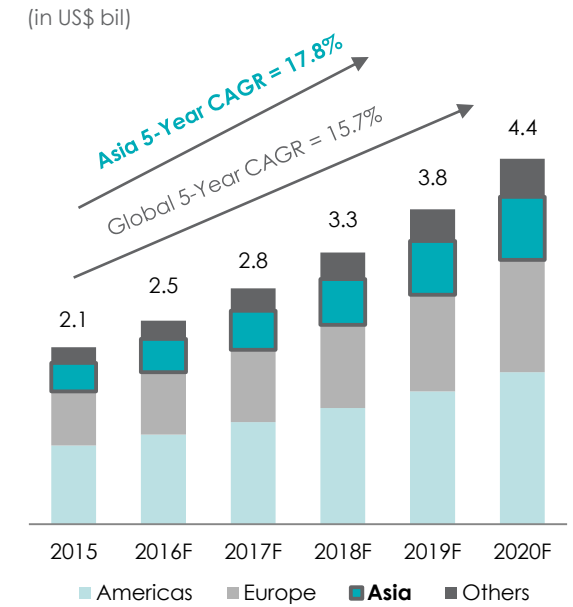
Global Data Centre Hardware Market
5-Year CAGR = 11.7% (US$293 billion in 2020)

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

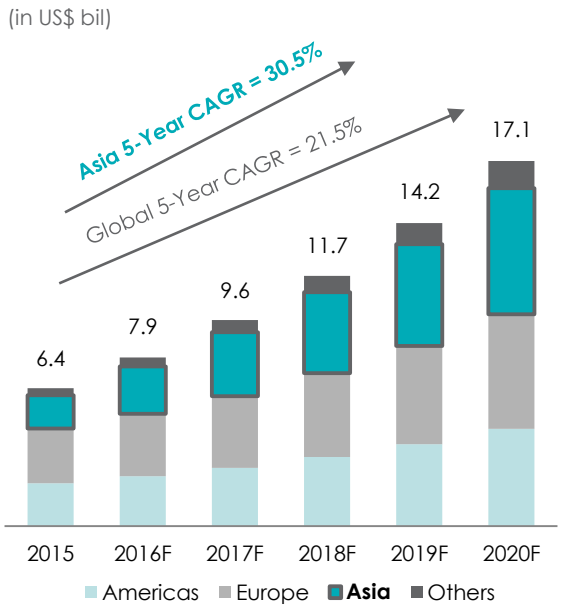
Hardware Resale Market Revenue Forecast



Independent Maintenance Market Revenue Forecast



IT Asset Disposition Market Revenue Forecast



Key Drivers

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

Source: Frost & Sullivan

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4 Experienced Management Team

Average 20+ years of industry experience



Sean Murphy
Global CEO

Ed Flachbarth
Global President

Zack Sexton
Head, Americas

Mat Jordan
Head, EMEA

Poh Yee Tiong
Head, APAC

Vincent Choo
CFO

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5 Strong Execution Track Record

October 2009
Established in Singapore

April 2013
Acquisition in U.S.

April 2014
Integration of ASVIDA into Procurri Corporation

May 2014
Acquisition in U.K.

June 2014
Acquisition in Malaysia

January 2015
Incorporation in Mexico

February 2015
Acquisition of Procurri Asia Pacific

March 2015
Launched global brand "Procurri"

March 2016
Incorporation in Beijing, PRC

July 2016
Procurri listed on SGX-ST Main Board

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Growth Strategies

1. Mergers and acquisitions, joint ventures and partnerships
2. Enhance our infrastructure to drive business growth
3. Pursue new opportunities with key customers and acquire new customers
4. Build income resilience and increase profitability

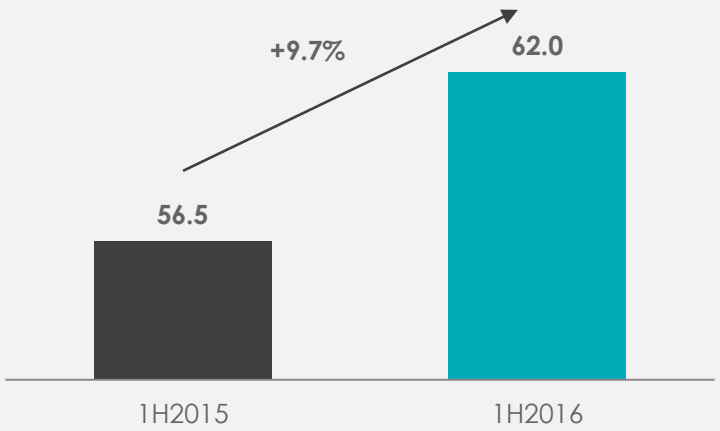
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1H2016 Financial Highlights

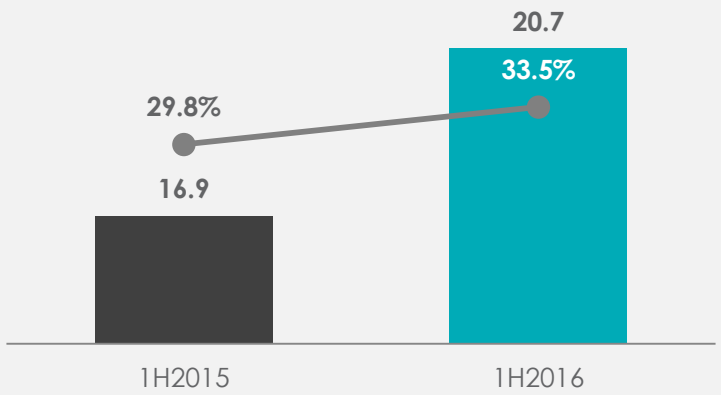
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1H2016 Financial Highlights

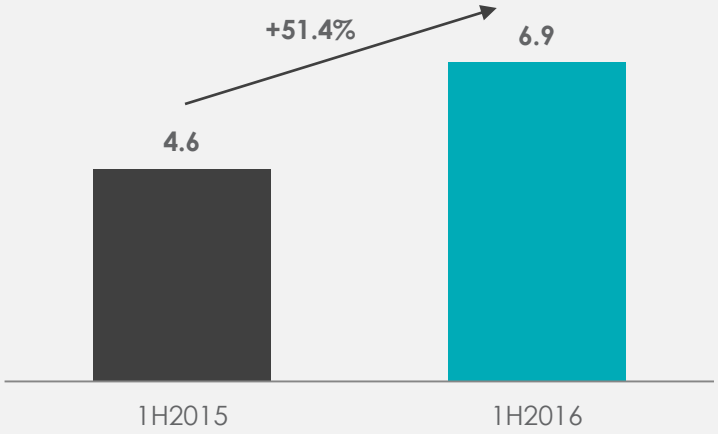
Revenue (S$m)



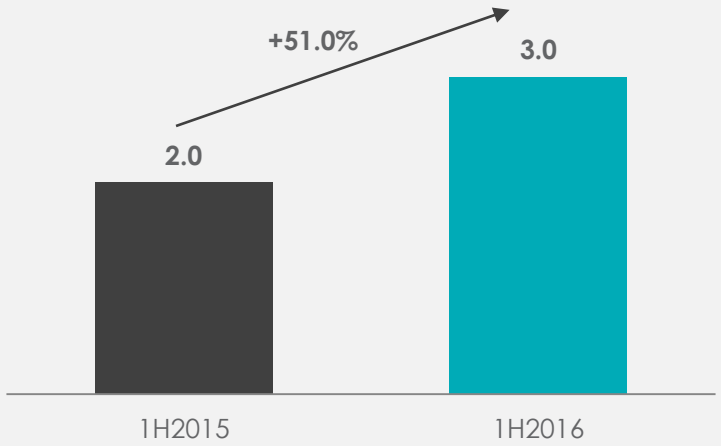
Gross Profit (S$m) and Gross Profit Margin (%)



EBITDA (S$m)



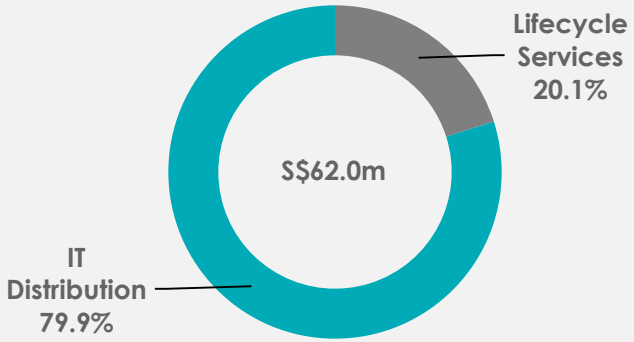
Net Profit after Tax (S$m)



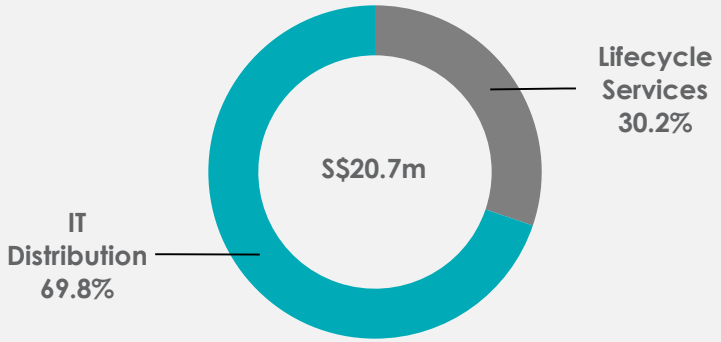
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1H2016 Performance by Business Segment

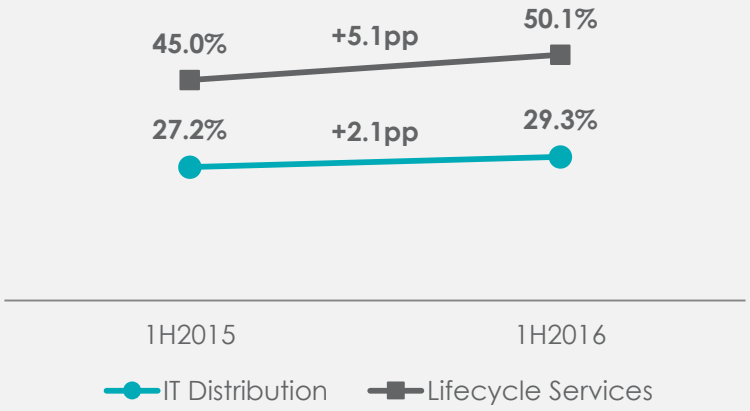
Revenue (S$m)



Gross Profit (S$m)



Gross Profit Margin (%)



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Thank You

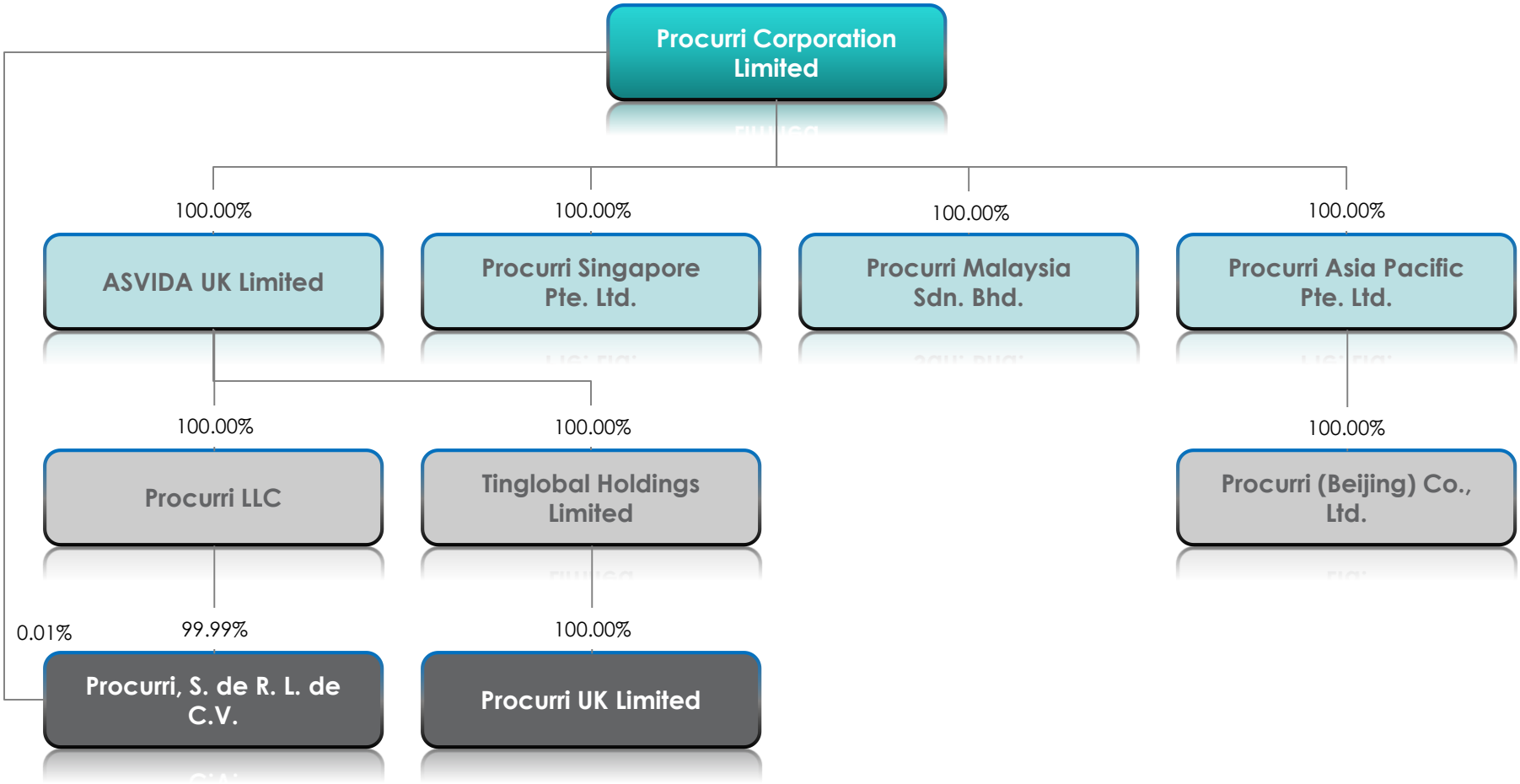
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Appendix

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Our Group Structure

The Procurri Group



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IT Distribution

Hardware Resale

- ✓ **Multi-vendor provider of data centre equipment** across all major IT brands
- ✓ **Vendor-agnostic aggregator** that matches buy and sell opportunities globally through our established network:
  - Original Equipment Manufacturers (OEMs)
  - Value-added Resellers (VARs)
  - Brokers
  - Cloud Companies
  - Maintenance Service Companies

High Margin Hardware Resale Value Chain

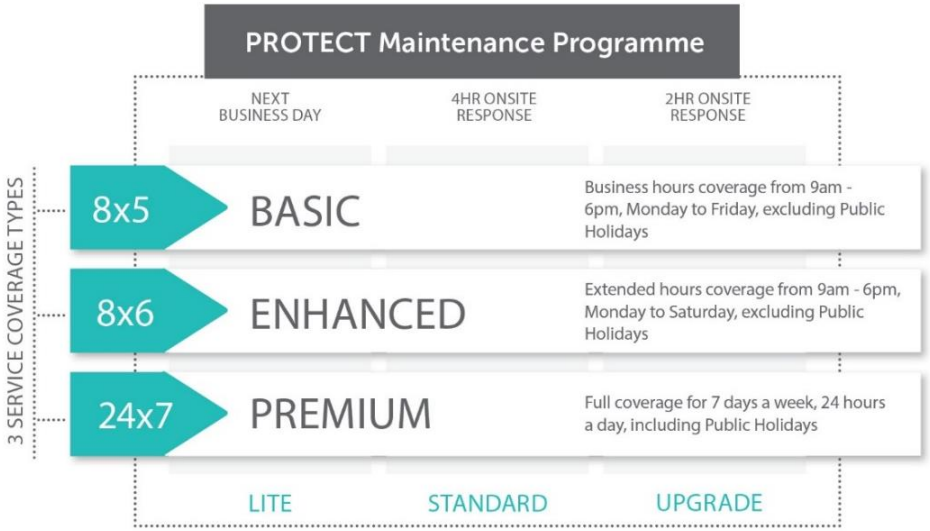
PURCHASE	ASSESS	VERIFY	STORE	STAGE	REMARKET
• Buy equipment from channels/markets	• Test and evaluate equipment to gauge its value • Advise next step – pre-resale verification, harvest parts or send for recycling	• Pre-resale verification, testing, refurbishment of resalable equipment • Harvest, if any, useable parts from non-resalable equipment for Independent Maintenance Services unit or send for recycling	• Tag & inventorise resalable equipment	• Assemble equipment as per requirements • Clean & pack for delivery	• Resale equipment globally • Wide range of New Resale and pre-owned equipment from both current and previous generations

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Lifecycle Services

Independent Maintenance Services

- ✓ Offer maintenance solutions **independent** of OEM service level agreements
  - At least **30% cost savings**
- ✓ Offer extended maintenance for products that are **out-of-warranty** or at the **end-of-life**
  - Extend the lifespan of IT assets
- ✓ **Customised** service level agreements
  - 24/7 coverage on critical assets
  - 8/6 and 8/5 coverage for less critical assets



Key Proposition

- SINGLE POINT OF ACCOUNTABILITY
- EXTENDED COVERAGE
- EFFICIENT PARTS PLANNING, WORLD-CLASS LOGISTICS SUPPORT
- CUSTOMISED SERVICE LEVEL AGREEMENTS
- COMPREHENSIVE SUPPORT
- SIMPLE PRICING PLAN

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Lifecycle Services

Hardware-as-a-Service

- **How We Enable Our Customers:**



- ✓ Pay-as-you-use model provides our customers with flexibility to scale their IT resources as required
- ✓ Reduce total cost of ownership and increasing profitability by changing the cost from CAPEX to OPEX
- ✓ Optimise the use of IT resources and systems, enhancing green IT initiatives

Key Proposition



STREAMLINE YOUR BUSINESS, SPEED UP OPERATIONS



LOW UPFRONT PAYMENT



DEPLOY THE LATEST TECHNOLOGY

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Lifecycle Services

IT Asset Disposition

- ✓ Offer refurbishment, data destruction and asset disposal
- ✓ Extend life of equipment and extract greater value for retired technology to yield greater corporate and environment sustainability
- ✓ Endorsed by the Asset Disposal & Information Security Alliance (ADISA), one of the few organization working & accrediting companies in the secure disposal and erasure of data
- ✓ UK Operations: ISO 9001 – Quality Management & ISO14001 – Environmental Management certified



ADISA ACCREDITED DISTINCTION PROCURRI LTD AAC015

Asset Disposal and information Security Alliance

nqa. ISO 9001 ISO 14001 Registered — UKAS MANAGEMENT SYSTEMS 015

ISO 9001 – Quality Management ISO 14001 – Environmental Management

bizSAFE 3

BizSAFE Level 3 for Workplace health & Safety

Key Proposition

ACCREDITED BY WELL-KNOWN ORGANISATION

INTERNATIONALLY CERTIFIED ERASURE STANDARDS

EXTENSIVE SERIES OF HARDWARE TESTS

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