



NEWS RELEASE

Procurri delivers record revenue of S\$250 million and +65% growth in net profit for FY2021 with strong results from strategic transformation

- Procurri continues to build its global leadership in sustainable IT solutions by focusing on strategic circular computing segments, expanding its capabilities, and upgrading its infrastructure.
- The Company continues to see multi-year growth prospects as both enterprises and investors increase spend on sustainable IT.
- Procurri's transformation is delivering results: revenue grew +7.1% to all-time high of \$249.9 million in FY2021, while net income grew +65% on expanded revenue and growing productivity.
- Despite the revenue growth, total operating expenses declined 7.0% YoY to S\$59.5 million in FY2021 as the Company's upgraded operations delivered productivity gains through automation and global economies of scale.
- Procurri was awarded "Sustainable IT Project of the Year" title at the inaugural CRN Tech Impact Awards 2021, underscoring the Company's growing leadership in the sector.

Singapore, 24 February 2022 — **Procurri Corporation Limited** ("Procurri" or "the Group"), a leading global provider of sustainable IT solutions, announced today its financial results for the twelve months ended 31 December 2021 ("FY2021").

FINANCIAL HIGHLIGHTS	FY2021 (S\$'000)	FY2020 (S\$'000)	CHANGE
Total revenue	249,938	233,467	+7.1%
Allowance for stock obsolescence	(9,951)	(7,355)	+35.3%
Gross profit	60,908	64,745	-5.9%
<i>Gross profit margin (%)</i>	24.4%	27.7%	-3.3 ppt
Other income including COVID-19 relief	2,846	6,103	-53.4%
Operating expenses	59,502	64,002	-7.0%
Profit/(Loss) before tax	4,266	4,031	+5.8%
Net profit	4,437	2,696	+64.6%
Profit/(Loss) before tax and COVID-19 relief	1,899	(1,464)	N.M.

ppt: percentage points

The positive results reflect solid, early returns on a long-term strategic transformation at Procurri:

- In late 2020, the Group announced that it would invest in a strategic transformation to strengthen long-term growth prospects.
- Since then, Procurri has re-organised its global business, upgraded its IT infrastructure, increased its focus on key global accounts, entered new market segments in sustainable IT, and improved its operations to capitalise on global economies of scale.
- Procurri is now capable of delivering sustainable solutions across the entire life cycle of IT hardware, from purchasing to operations, maintenance, disposition and upgrades. At each stage, Procurri seeks to deliver greater environmental sustainability while also reducing operating and physical waste to drive lower costs for enterprises.
- The transformation at Procurri is yielding early results, with revenue and earnings growth for FY2021 and a good strategic footprint for continued business expansion.

Procurri's growth results in FY2021 reflect the Company's emerging strengths in the global sustainable IT solutions market. Procurri's Hardware and IT Asset Disposition (ITAD) businesses grew 14.3% YoY to \$193.7 million in FY2021, reflecting growing demand for sustainable IT hardware and responsible IT disposition.

Procurri also significantly expanded its strategic partnerships in FY2021, entering into multi-year relationships with global leaders in the IT manufacturing, IT distribution, and IT systems integration sectors. These exciting partnership will help global IT leaders deliver sustainable ITAD and hardware solutions to thousands of enterprises around the world.

Overall, the revenue and productivity growth at Procurri helped deliver S\$4.4 million in net profit attributable to shareholders for FY2021, compared to S\$2.7 million in FY2020.

A disruptive multi-year growth opportunity in sustainable IT

Procurri continues to see good opportunities for growth and shareholder returns in sustainable IT, driven by clear multi-year trends including:

- The convergence of consumer, enterprise and government focus on increasing environmental sustainability;
- The need to manage quickly-escalating costs of energy and waste as IT hardware increasingly powers the work and lifestyles for billions of people worldwide; and
- The increase in investor focus on environmental, social and governance factors in the interest of shareholders and business stakeholders.

As a result of these shifts in the IT economy, both customers and partners are turning to Procurri's expertise and delivery capabilities to help build more cost-efficient and sustainable IT operations.

"We made a tough decision to lean into building Procurri in the depths of the COVID-19 downturn, because we were seeing the massive shift in the IT landscape towards sustainability" reflected Procurri's Chairman and Global CEO Sean Murphy. "As a result, we've emerged with a Procurri that has the right capabilities at the right time to capitalise on this multi-year shift in global IT spend.

We're not just seeing the change in the way that our enterprise customers engage with us. We've signed strategic partnerships with some of the leading IT providers and distributors in the ecosystem, who are increasingly looking to Procurri to help shape the future of how their IT hardware is delivered, operated and recycled in the global market.

We're still in the early stages of our transformation journey but are pleased that our efforts are already yielding results for shareholders. We look forward to updating investors on our progress as we continue to build our business for shareholders."

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About Procurri Corporation

Procurri is one of the leading global independent providers of Third Party Maintenance Services, IT Asset Disposition ("ITAD") & Data Centre Services and Hardware Distribution & Resale. By offering a channel that combines the technology, finance and logistics domains, Procurri aims to be a global aggregator of enterprise services and hardware to its customers.

Incorporated in 2013, Procurri has grown rapidly through the years and now has offices across three regional hubs – Asia Pacific, Americas and the Europe (including the UK), Middle East and Africa ('EMEA') – with its global headquarters located in Singapore. Through its direct presence and global network of partners, Procurri's business covers over 100 countries worldwide, providing a single touchpoint for its customers' Lifecycle Services and Data Centre Equipment needs.

<https://www.procurri.com>

Issued for and on behalf of Procurri Corporation Limited by Financial PR

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