PROCURRI

1st Annual General Meeting

27 April 2017



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Please refer to Procurri Corporation Limited's Annual Report for the 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.

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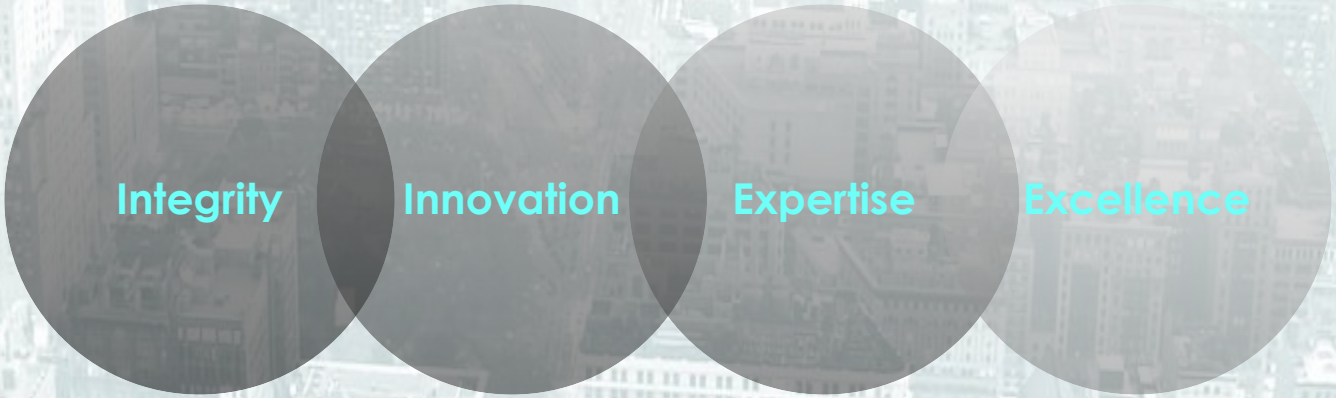




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- **Vision**: To unlock opportunities in the IT industry by **changing the way the world buys technology through a sharing platform**

- **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**



The Procurri *Promise*

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IT DISTRIBUTION



Hardware Resale



Supply Chain Management

GLOBAL INDEPENDENT PROVIDER

IT Asset Disposition



Hardware-as-a-Service



Independent Maintenance Service



LIFECYCLE SERVICES

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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:
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 Main Board
November:
Acquisition of EAF in U.K.

2017

January:
Joint venture with Congruity to form "Rockland Congruity"
April:
Incorporation in India

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Global Coverage of more than 100 Countries and 3 Regional Hubs in Singapore, U.S., and U.K.



TECHNICAL EXPERTISE

GLOBAL DISTRIBUTION

SUPPLY NETWORK

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Sean Murphy
Global CEO

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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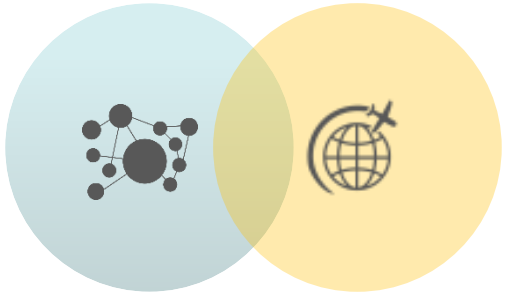
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IT DISTRIBUTION

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



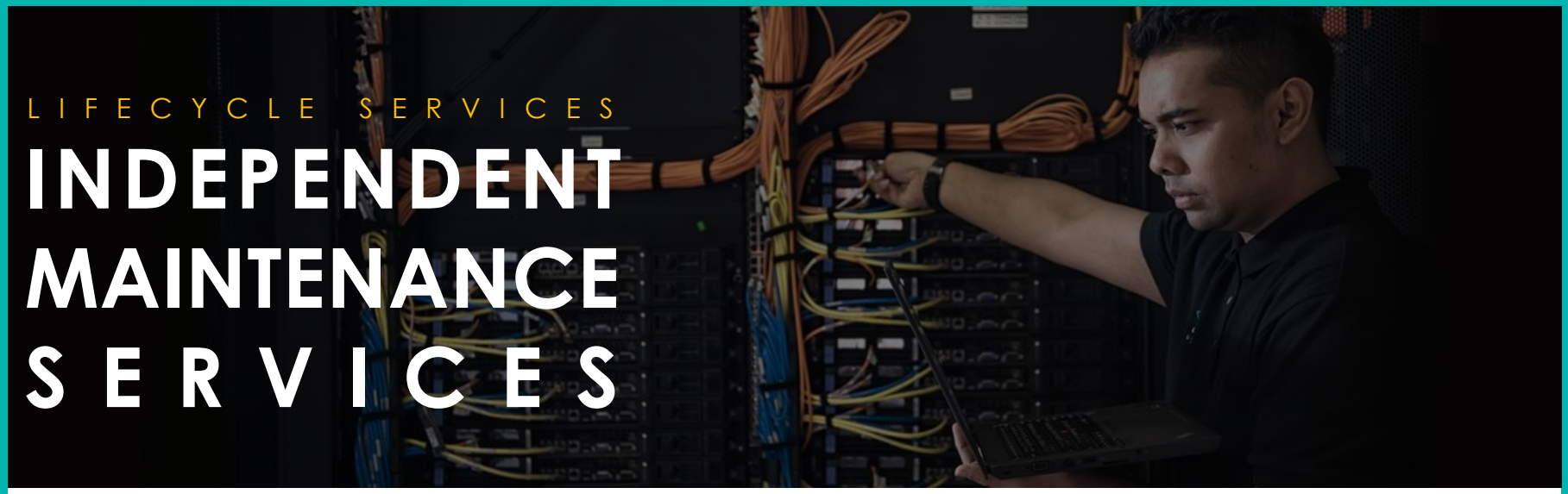
Strategies include:

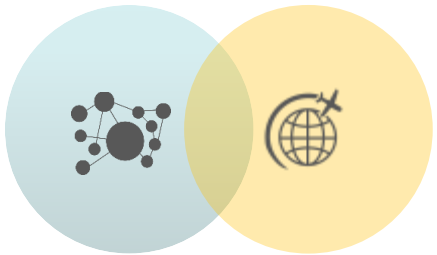
- **Global aggregator: ↑ consignment, ↓ inventory**
- **Premium channel partners (e.g. VARs, SIs)**

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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

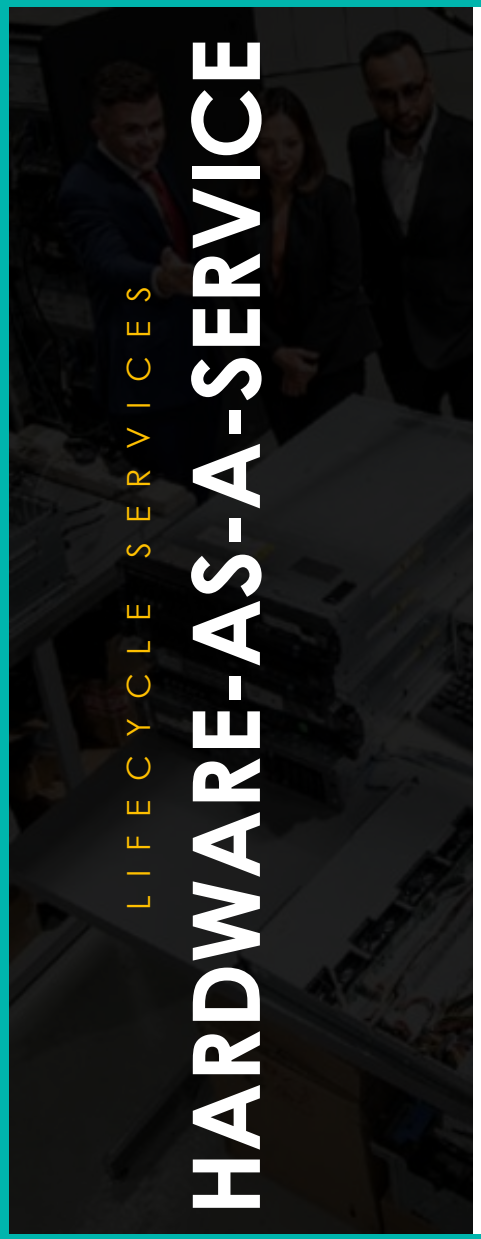
80+ countries



Customised service level agreements and multi-year contracts

Provides a stream of recurring and predictable income

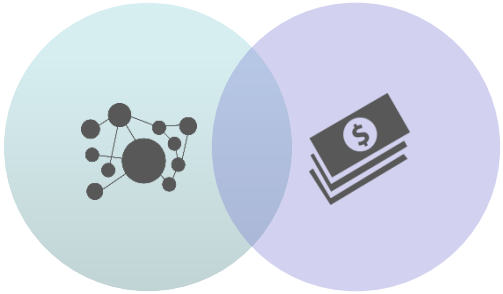
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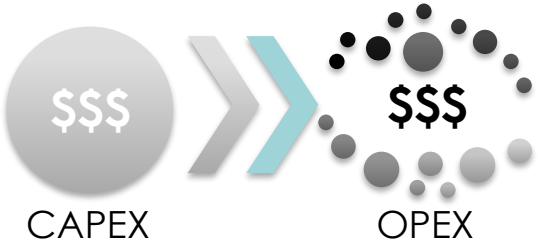
HARDWARE-AS-A-SERVICE

LIFECYCLE SERVICES

Convergence of technology and finance



Provides on-demand computing resources through leasing or renting

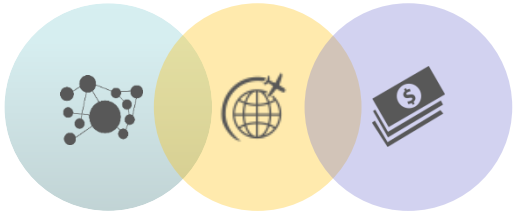


Extensive global inventory of multi-vendor equipment



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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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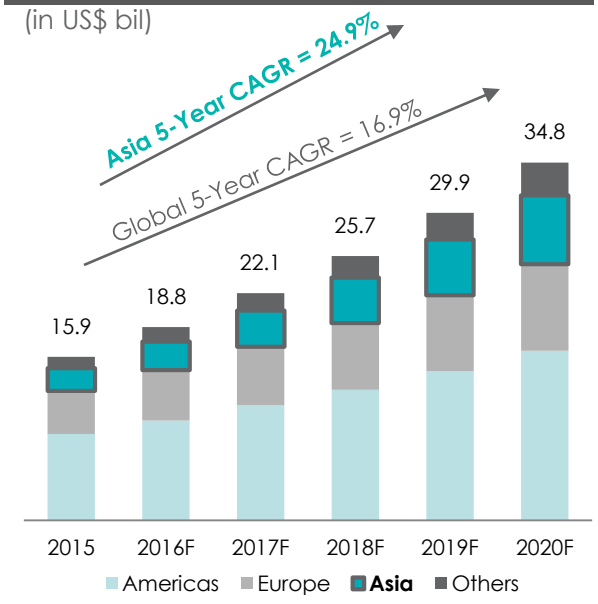
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Growth Prospects – Riding on Promising Industry Trends

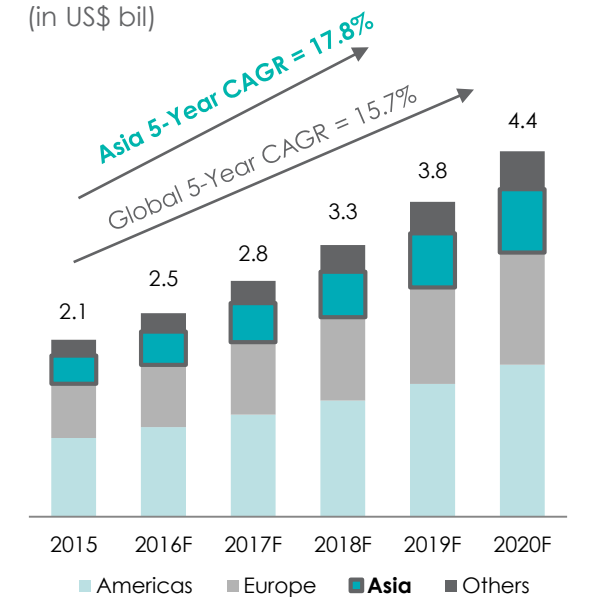
Global Data Centre Hardware Market
5-Year CAGR = 11.7% (US$293 billion in 2020)

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

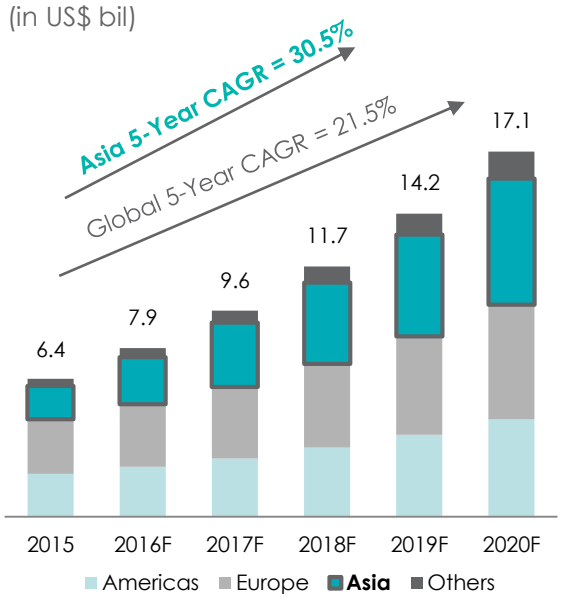
Hardware Resale Market Revenue Forecast



Independent Maintenance Market Revenue Forecast



IT Asset Disposition Market Revenue Forecast



Key Drivers

GROWTH OF CLOUD, E-COMMERCE & BIG DATA

CAPEX TO OPEX

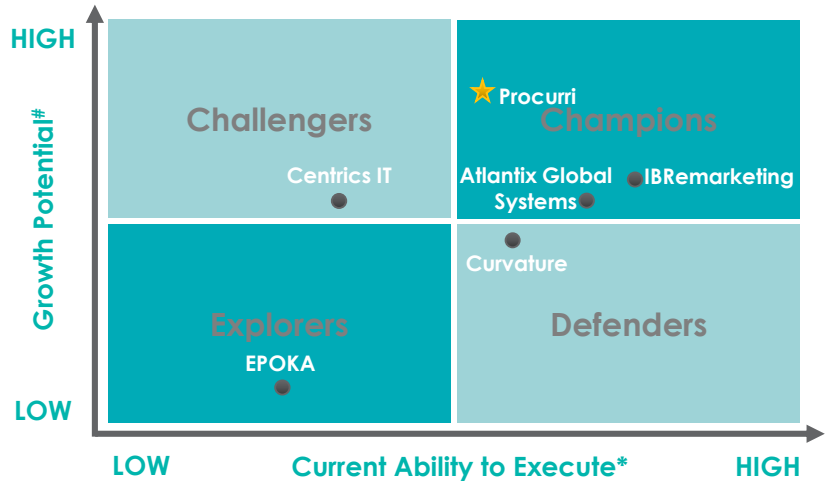
PAY AS YOU USE, BRAND AGNOSTIC

Source: Frost & Sullivan

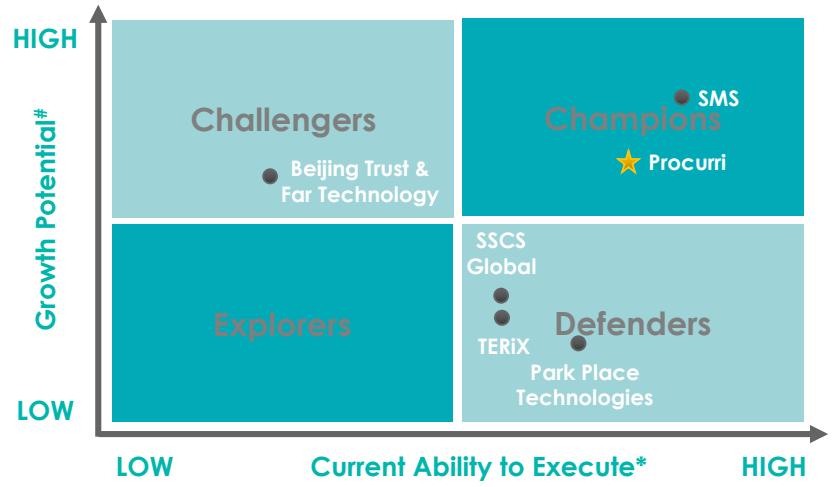
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Prominence across its Businesses

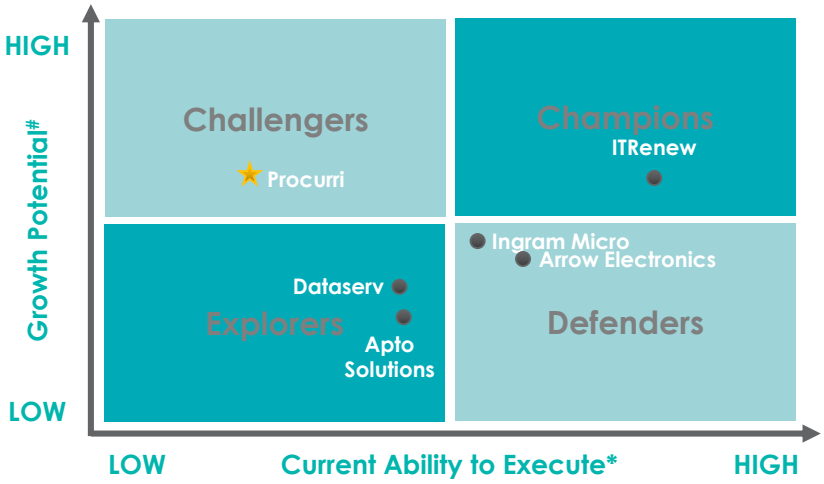
Hardware Resale Market



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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FY2016 FINANCIAL HIGHLIGHTS

EBITDA* surged **10.2%** to **S$15.0 m**

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

On track for "Strategy Complete" through organic and inorganic growth

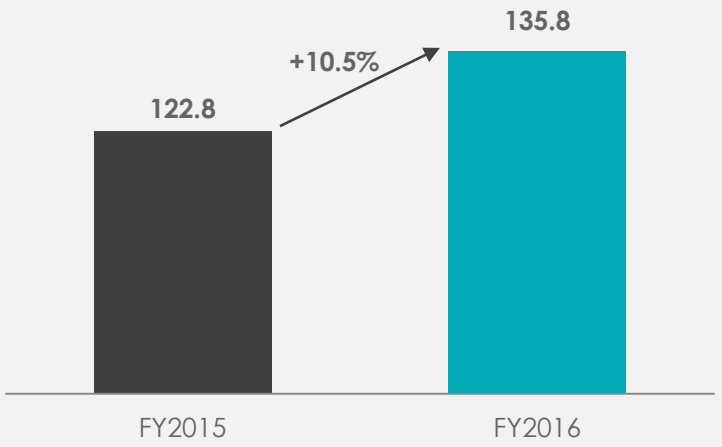
Proposed inaugural dividend of 0.475 Singapore cent per ordinary share

*Excluding IPO expenses

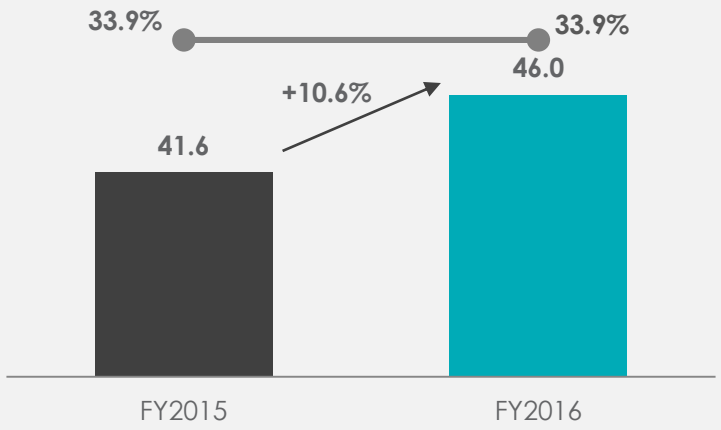
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FY2016 Financial Highlights

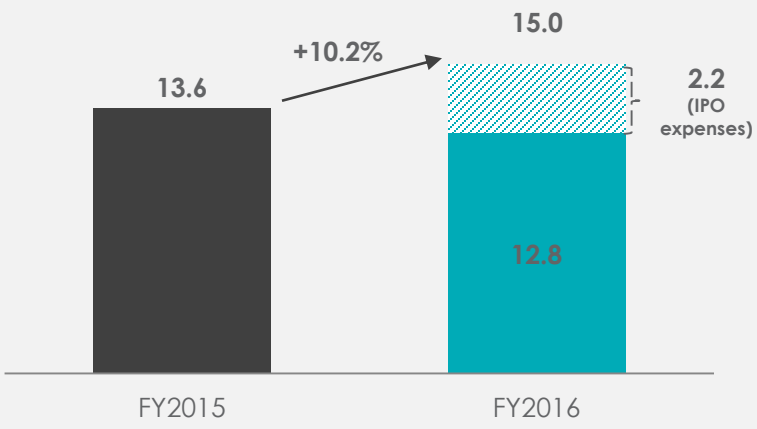
Revenue (S$m)



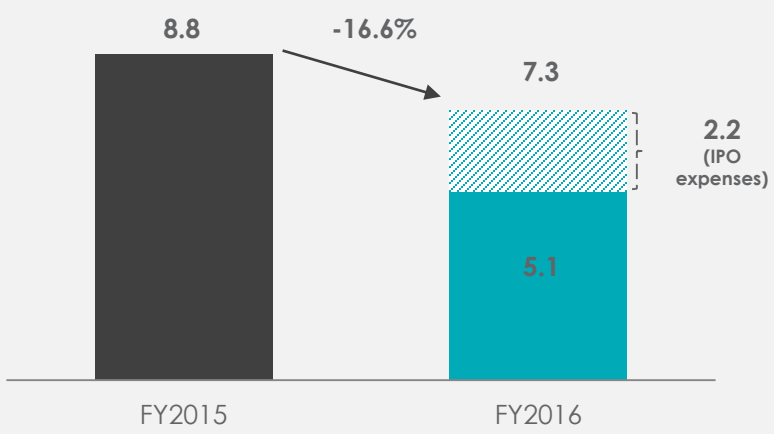
Gross Profit (S$m) and Gross Profit Margin (%)



EBITDA before IPO expenses (S$m)



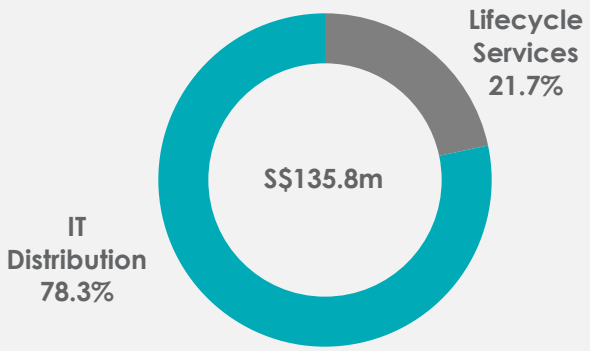
Net Profit before IPO expenses (S$m)



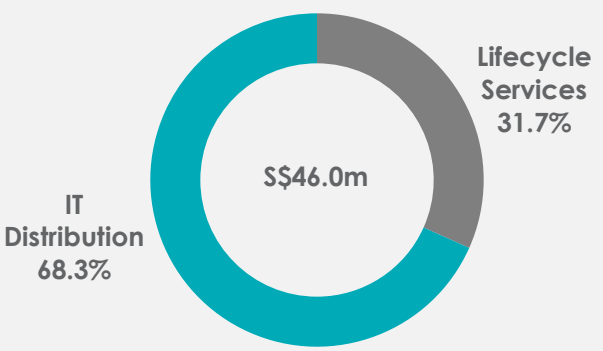
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FY2016 Performance by Business Segment and Geographical Region

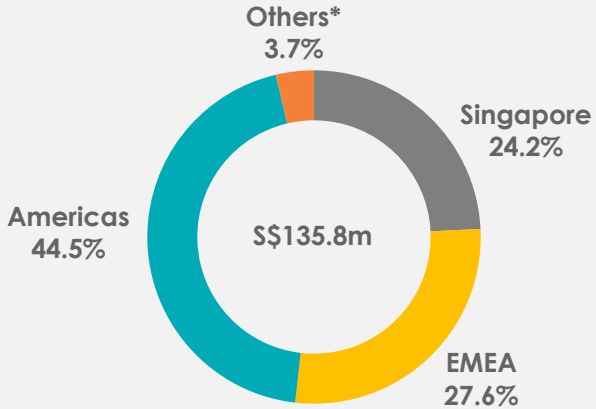
Revenue (S$m)



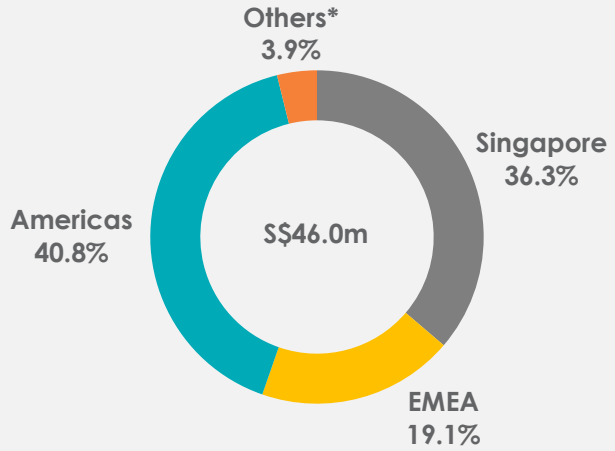
Gross Profit (S$m)



Revenue (S$m)



Gross Profit (S$m)

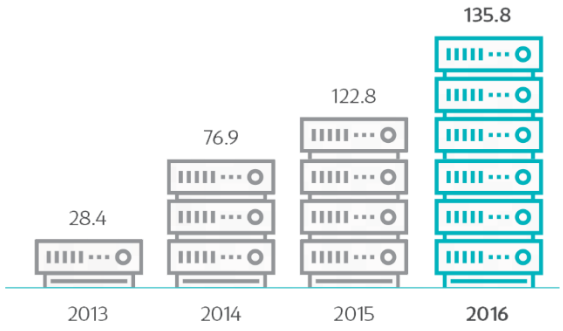


*Others comprise rest of Asia-Pacific

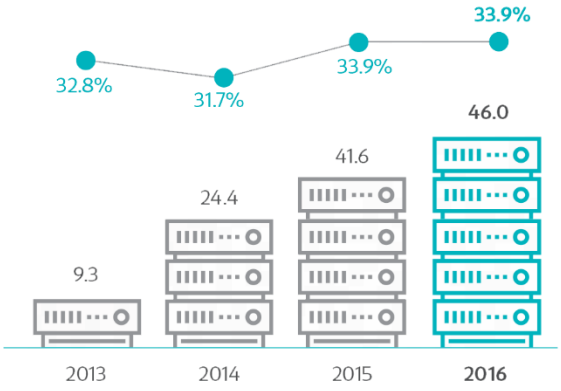
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4-Year Financial Highlights

REVENUE (S$M)
4-year CAGR: **68%**

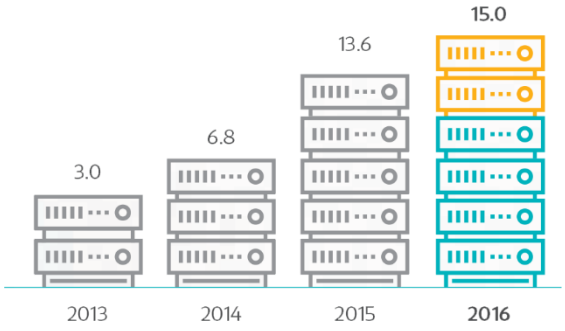


GROSS PROFIT (S$M) and **GROSS PROFIT MARGIN** (%)
4-year CAGR: **70%**



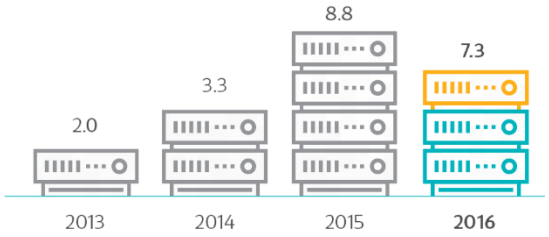
EBITDA (S$M)
4-year CAGR: **71%**

IPO Expenses: **2.2**
EBITDA: **12.8**

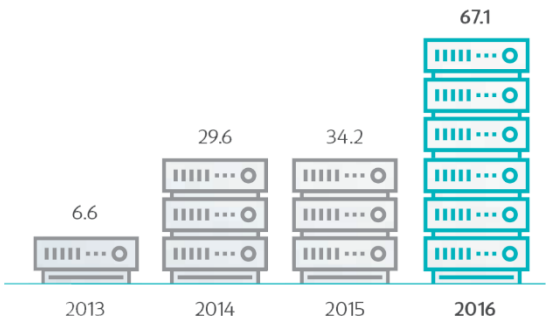


NET PROFIT AFTER TAX (S$M)
4-year CAGR: **54%**

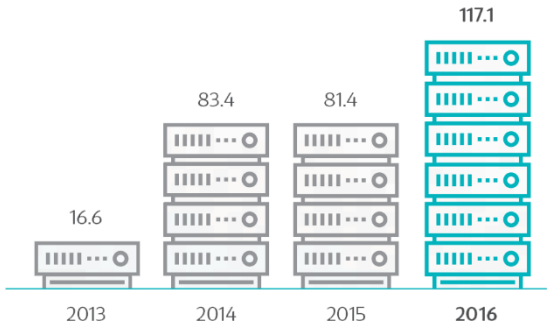
IPO Expenses: **2.2**
NPAT: **5.1**



SHAREHOLDERS' EQUITY (S$M)
4-year CAGR: **117%**



TOTAL ASSETS (S$M)
4-year CAGR: **92%**



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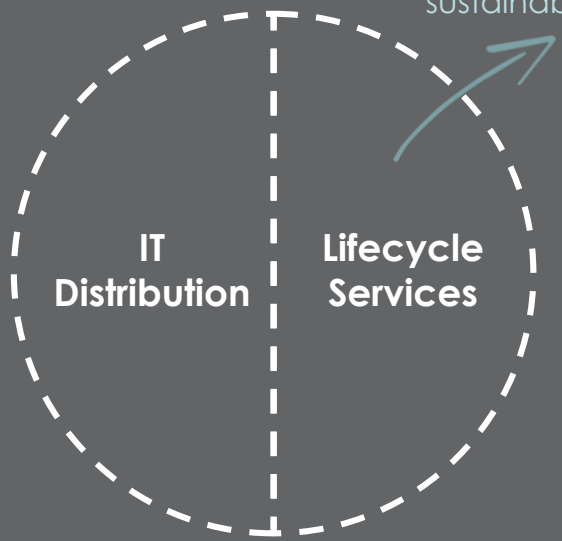




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"STRATEGY COMPLETE"

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

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DELIVERING ON OUR PROMISES

INORGANIC

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

ORGANIC

Incorporation of Procurri India

- In line with our **"Asia First"** strategy
- Initial focus will be on Hardware Resale and Independent Maintenance Services
- To cater to potential cross-selling opportunities to our channel partners growing their footprint in APAC
- Beachhead into an increasingly vibrant data centre infrastructure and cloud services industry in India

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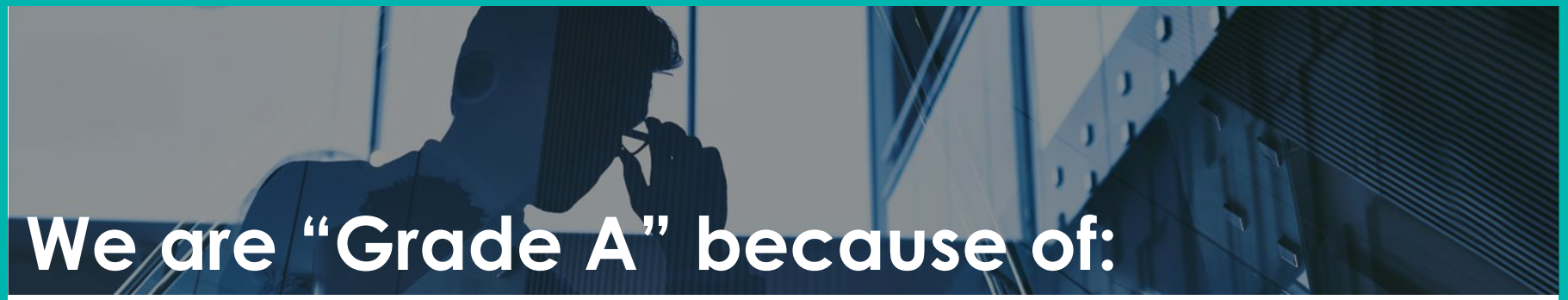








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We are "Grade A" because of:

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.

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Q&As

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Appendix

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Statistics of Shareholdings as at 17 Mar 2017

TWENTY LARGEST SHAREHOLDERS

No.	Name	Number of shares held	%
1	DECLOUT LIMITED	130,293,878	46.53
2	IRRUCORP PTE. LTD.	33,995,000	12.14
3	CITIBANK NOMINEES SINGAPORE PTE LTD	20,213,000	7.22
4	DBS NOMINEES PTE LTD	12,828,185	4.58
5	DBS VICKERS SECURITIES (SINGAPORE) PTE LTD	8,221,937	2.94
6	DBSN SERVICES PTE LTD	7,525,600	2.69
7	TAN WEI MENG	6,867,950	2.45
8	MATHEW GEORGE JORDAN	3,900,000	1.39
9	PHANG CHEE CAN	3,685,500	1.32
10	HSBC (SINGAPORE) NOMINEES PTE LTD	2,965,000	1.06
11	HONG LEONG FINANCE NOMINEES PTE LTD	2,946,100	1.05
12	OCBC SECURITIES PRIVATE LTD	2,684,500	0.96
13	MAYBANK KIM ENG SECURITIES PTE LTD	2,612,700	0.93
14	TAN JOON NGEE	2,334,150	0.83
15	SING INVESTMENTS & FINANCE NOMINEES PTE LTD	2,200,000	0.79
16	RAFFLES NOMINEES (PTE) LTD	1,867,100	0.67
17	BNP PARIBAS SECURITIES SERVICES	1,560,000	0.56
18	UNITED OVERSEAS BANK NOMINEES PTE LTD	1,525,100	0.54
19	LEE SZE HAO	1,500,000	0.54
20	KGI SECURITIES (SINGAPORE) PTE LTD	1,360,400	0.49
	Total	**251,086,100**	**89.68**

SUBSTANTIAL SHAREHOLDERS

(As recorded in the Register of Substantial Shareholders)

Name of substantial shareholders	Direct Interest		Deemed Interest	
	Number of shares	%	Number of shares	%
DECLOUT LIMITED	132,319,978	47.26	–	–
IRRUCORP PTE. LTD.[1][2]	33,995,000	12.14	–	–
THOMAS SEAN MURPHY[1]	500,000	0.18	33,995,000	12.14
EDWARD JOHN FLACHBARTH[2]	–	–	33,995,000	12.14

Notes:

(1) Mr. Thomas Sean Murphy is a 20.68% shareholder in Irrucorp Pte. Ltd.. Mr. Thomas Sean Murphy is deemed to have an interest in the shares of the Company held by Irrucorp Pte. Ltd. by virtue of Section 7 of the Companies Act.

(2) Mr. Edward John Flachbarth, is a 20.68% shareholder in Irrucorp Pte. Ltd.. Mr. Edward John Flachbarth is deemed to have an interest in the shares of the Company held by Irrucorp Pte. Ltd. by virtue of Section 7 of the Companies Act.

FY2016 Balance Sheet Highlights

S$'000	As at 31 Dec 2016
Current Assets	**89,224**
Inventories	15,641
Trade and other receivables	39,410
Cash and bank balances	30,006
Other Current Assets	4,167
Non-current Assets	**27,857**
Intangible Assets	14,322
Plant and equipment	11,304
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	**67,082**
Total Equity & Liabilities	**117,081**

Key Ratios	31 Dec 2016 / FY2016
Current ratio	2.09
Interest Cover Ratio	11.4; 14.4*
Basic EPS (cents)**	2.12; 3.02*

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

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