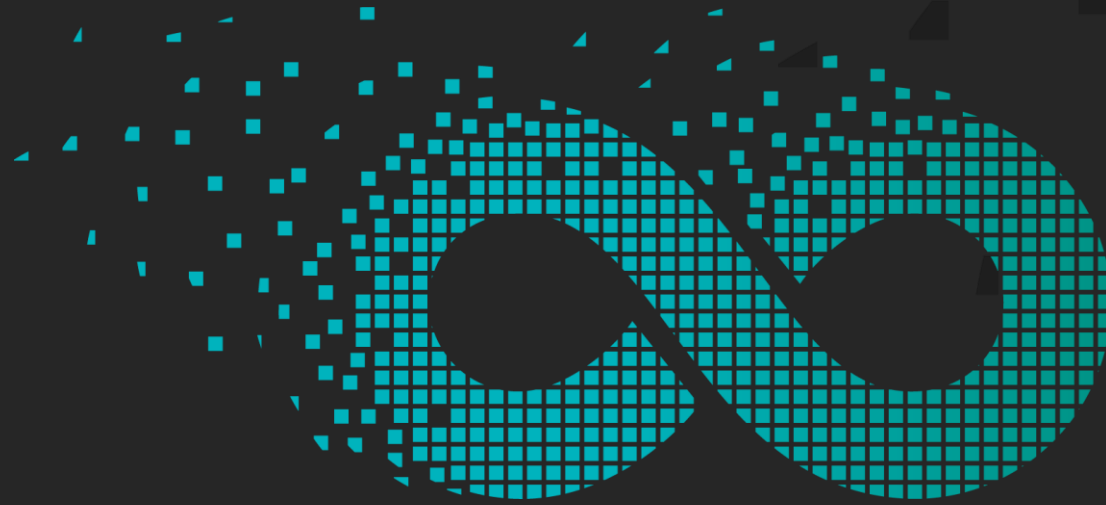




PROCURRI



CLOSING THE LOOP,  
CREATING SYNERGIES



P R O C U R R I

# VISION

Create the most value for businesses through our sustainable Integrated IT Lifecycle Service Solutions.

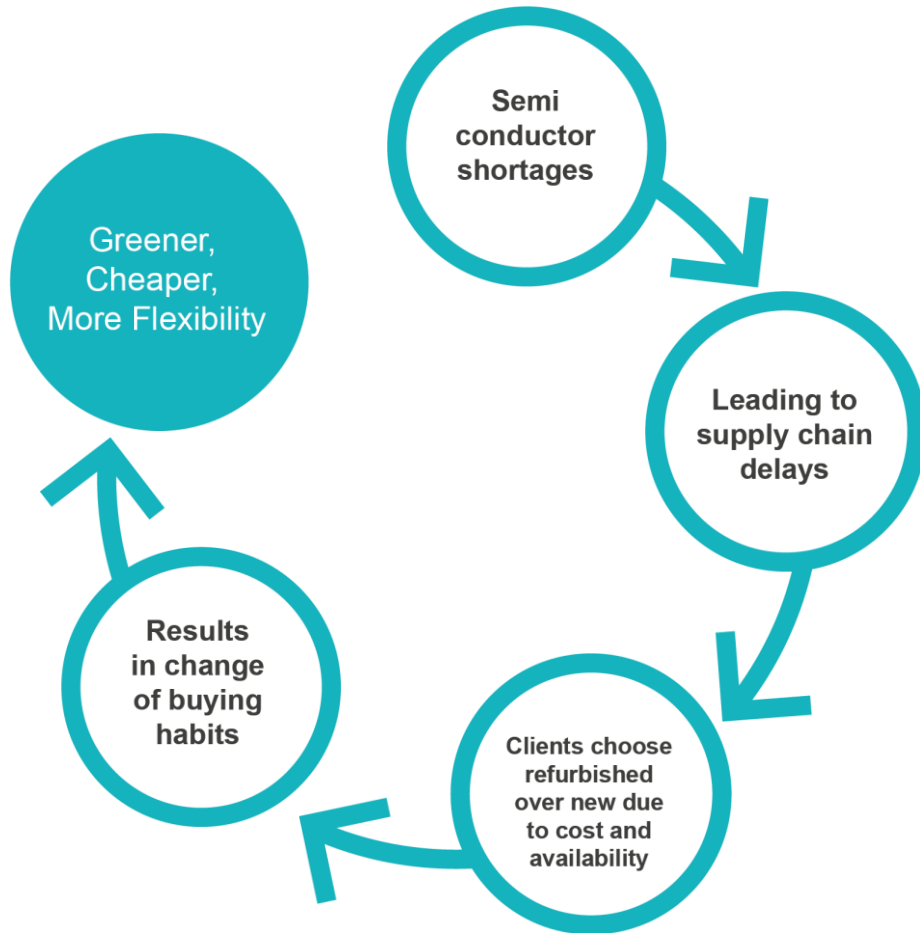
# MISSION

Run IT infrastructure greener, cheaper, and more flexibly with Procurri's Integrated Lifecycle Service Solutions.

# PURPOSE

Sustain and extend the life of IT assets.

# Opportunities for Procurri within the IT industry today



- Global shift towards sustainability, likely to be further encouraged by government policies and taxes aiming to meet country emission targets as we move towards 2030, encouraging corporates to seek out more sustainable solutions to extend IT equipment lifecycle rather than replacement

# What We Do

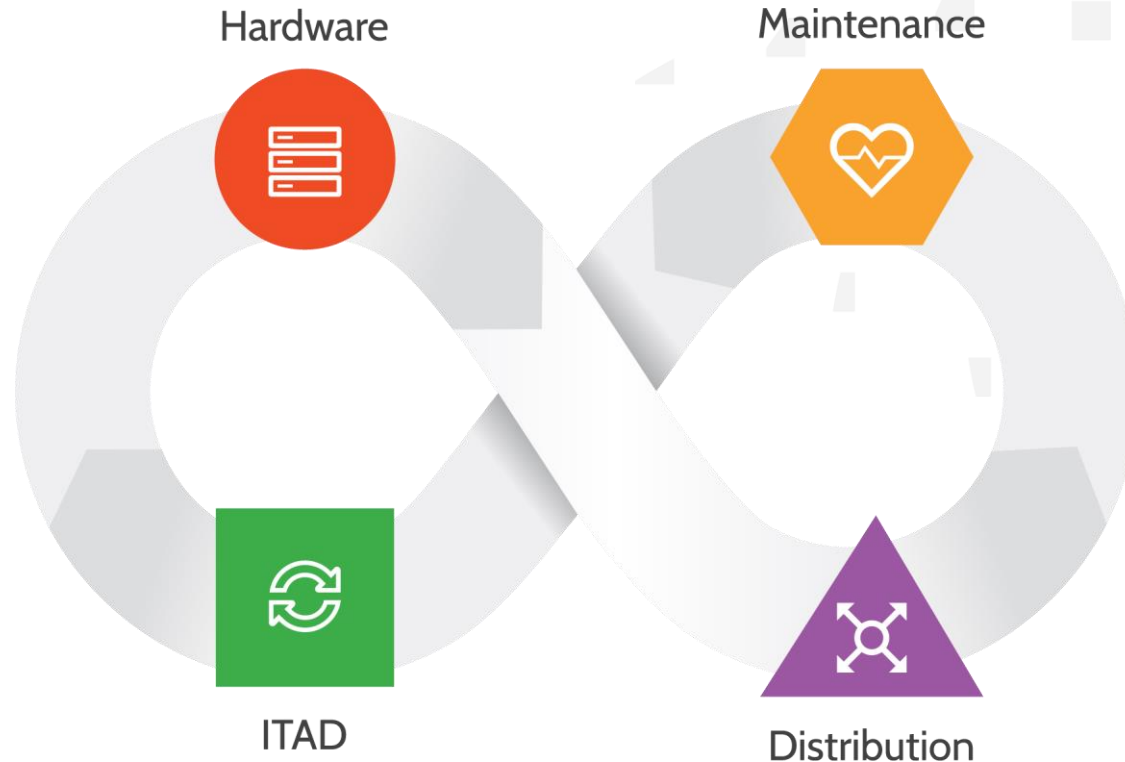


## Hardware

Resale of reusable and refurbished IT hardware solutions  
*Including tier 1 OEMs – IBM, HPE, HP Inc, Dell/EMC, Oracle, NetApp, Nutanix, Hitachi, Cisco, Juniper, Lenovo.*  
Provision of datacentre hands and eyes to assist with installation

## IT Asset Disposition (ITAD)

- Providing professional services to extract end of life hardware including
- Securely remove data with certified secure software
  - Providing carbon offset reporting for clients to include in their ESG reporting
  - Reselling the extracted hardware



## Maintenance

Extending the life of IT assets beyond OEMs End-of-Service-Life, providing clients with ease of mind that hardware can be maintained

## Distribution

Distribution of new and legacy OEM parts via recognised and certified distribution agreements

# A Global Leader



## Helping businesses run their IT infrastructure Greener, Cheaper and More Flexibly with Procurri's Integrated Lifecycle Service Solutions

### Procurri has the potential to become a global leader

- Working with **our channel clients:** Procurri's Integrated Lifecycle Service Solutions, delivered from our carbon neutral certified facilities



- Working almost exclusively with OEMs, distributors, system integrators, global business partners, contract manufacturers, hyperscalers, and lease companies through to small localised third-party IT providers. In short anyone that isn't the ultimate end user of the hardware

- Global footprint:
  - **America**
  - **EMEA**
  - **Asia Pacific**

# Our Value Proposition



## Run your IT systems Greener, Cheaper and More Flexibly with Procurri

### What we help our clients with?

#### ↓ LOWER carbon footprint (Greener)

- Using refurbished IT hardware instead of new IT equipment
- Providing carbon offset reporting for clients to include in their ESG reporting through the resale of the extracted hardware

#### ↓ LOWER IT and operating cost (Cheaper)

- Clients save by purchasing Procurri warrantied refurbished equipment instead of new equipment
- Clients receive value for retired / end of life hardware

#### ↓ LOWER operating and migration risk (More Flexibility)

- Certified deletion of business data from retired hardware
- Our maintenance contracts extend legacy IT lifespan and provide flexible multi-brand support to support complex upgrades, long migrations and IT transitions
- Diverse supply chain, sourcing from the used market place – helping de-risk new supply constraints

# What We Do – By Business Segments



P R O C U R R I

## Hardware, Lifecycle Services and ITAD



Hardware



Distribution



ITAD

## Third Party Maintenance



Maintenance

### 1H2022 Revenue (S\$million)



### 1H2022 Gross Profit (S\$million)



■ Hardware, Lifecycle Services and ITAD  
■ Third Party Maintenance

# Procurri Worldwide



	Global	Americas	EMEA	APAC
<b>Employees</b>	500+ worldwide	182 technical professionals	204 technical professionals	92 technical professionals
<b>Global coverage</b>	100+ jurisdictions under coverage	32 supported jurisdictions	56 supported jurisdictions	22 supported jurisdictions
<b>Regional warehouses</b>	7 regional warehouses 225,000 sq ft	3 regional warehouses 135,000 sq ft*	3 regional warehouses 75,000 sq ft	15,000 sq ft warehouse facilities
<b>Carbon Neutral certified</b>	✓	✓	✓	✓
<b>ISO certifications</b>	✓	✓	✓	✓

\*55,000 sq ft reduction

## Global coverage by region

### Americas

Argentina  
 America  
 Aruba  
 Bahamas  
 Barbados  
 Bermuda  
 Bolivia  
 Brazil  
 British Virgin Islands  
 Canada  
 Cayman Islands  
 Canary Islands  
 Chile  
 Colombia  
 Costa Rica  
 Dominican Republic  
 Ecuador  
 El Salvador  
 Guam  
 Guatemala  
 Jamaica  
 Mexico  
 Panama  
 Paraguay  
 Peru  
 Puerto Rico  
 St Kitts-Nevia-Anguilla  
 Trinidad and Tobago  
 Uruguay  
 US Virgin Islands  
 Venezuela

### EMEA

Austria  
 Bahrain  
 Belgium  
 Bulgaria  
 Croatia  
 Cyprus  
 Czech Republic  
 Denmark  
 Egypt  
 Estonia  
 Finland  
 France  
 Germany  
 Gibraltar  
 Greece  
 Guernsey  
 Hungary  
 Isle of Man  
 Ireland  
 Italy  
 Jersey  
 Latvia  
 Lithuania  
 Luxembourg  
 Malta  
 Monaco  
 Netherlands  
 Northern Ireland  
 Norway  
 Poland  
 Portugal  
 Romania  
 Saudi Arabia

### APAC

Australia  
 Bangladesh  
 Cambodia  
 China  
 Fiji Islands  
 Hong Kong  
 India  
 Indonesia  
 Japan  
 Malaysia  
 New Zealand  
 Pakistan  
 Philippines  
 Singapore  
 South Korea  
 Taiwan  
 Thailand  
 Vietnam

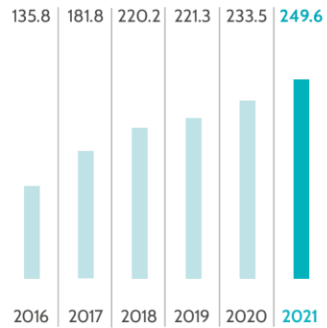


# 5 Year Financial Summary & H1 2022 Overview



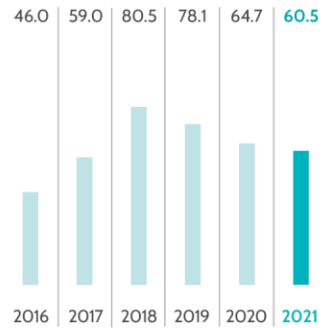
Revenue (S\$million)

+6.9%



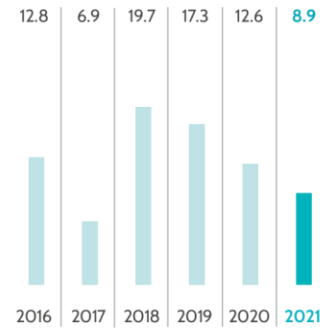
Gross Profit (S\$million)

-6.6%



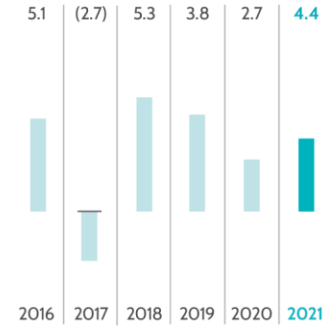
EBITDA (S\$million)

-29.8%



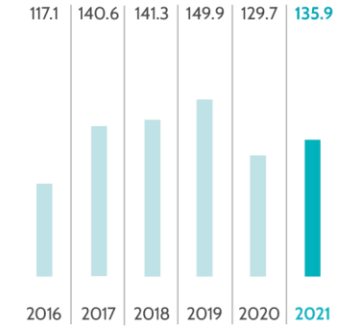
Net Profit After Tax (S\$million)

+65.0%



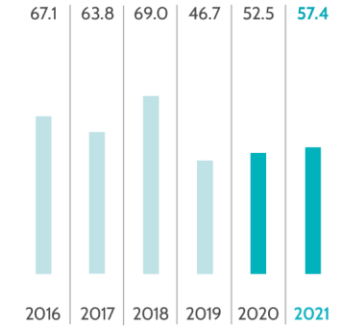
Total Assets (S\$million)

+4.8%



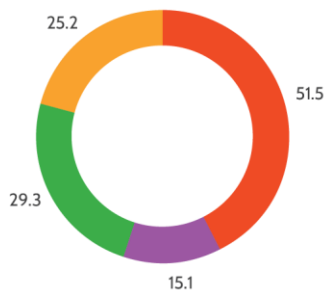
Shareholders' Equity (S\$million)

+9.3%



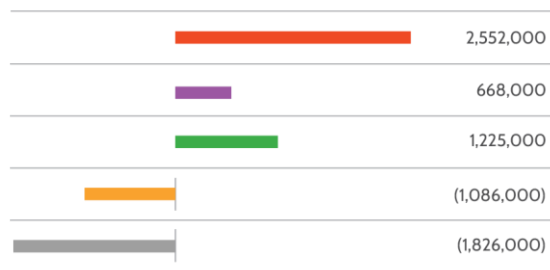
Revenue H1 (S\$million)

121



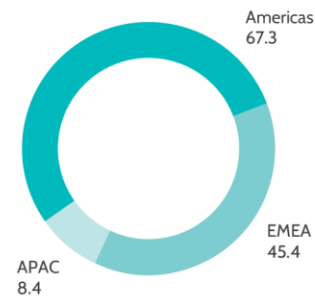
Profit before tax H1 (S\$)

1,533,000



Revenue by region (S\$million)

121



## Financial Highlights

Procurre delivered **+15% growth in gross profit**, **+274% in normalised EBITDA** and an **increase of S\$2.2 million in normalised profit before tax for H1 2022**.

# Leadership Team



## Board of Directors



**Vesmond Wong**  
Non-Executive Chairman



**Lim Swee Yong**  
Non-Independent  
Non-Executive Director



**Steven Lwi**  
Non-Independent  
Non-Executive Director



**Peter Ng Loh Ken**  
Lead Independent  
Director

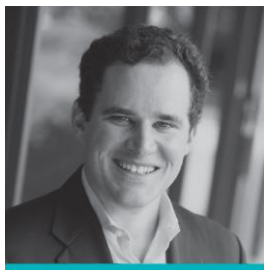


**Dr. Lim Puay Koon**  
Independent Director

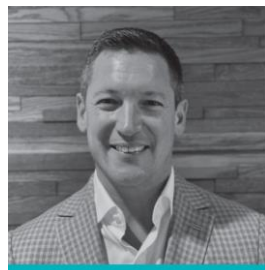


**Jeffrey Wong**  
Independent Director

## Key Management



**Zack Sexton**  
Head of Hardware & Distribution  
- Lifecycle Services



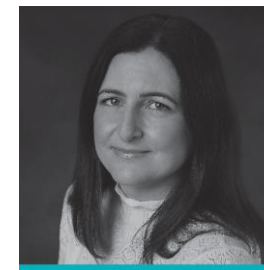
**Evrin Eravci**  
Head of IT Asset Disposition  
- Lifecycle Services



**Matthew R. Trial**  
Head of Third Party  
Maintenance



**Stephanie Sin**  
Group Chief Financial  
Officer



**Natasha Maguire**  
Global Marketing Director



**Mat Jordan**  
Head of Global Business

# Why Procurri now?



## Global systems in place for greater operational efficiency

- Culmination of a 4 year project – providing consistent data and controls. **Systematically captured and resolved legacy issues surrounding acquisitions and stock control.**



## Second generation management team

- Working with the Board to continue a culture of excellence and innovation.



## Penetration into Asia's market by tapping on the network of the invigorated, new controlling shareholder

- Procurri's major shareholder DeClout, has a major footprint in Japan (US\$116b end-user spend in 2019 expecting to grow to US\$139b by 2024). DeClout is owned by Tokyo-listed, Exeo Global (1951:JP) with a market cap of more than S\$2b. Exeo Global is established in 1954 and has businesses across ICT infrastructure, trade technology and M&E Engineering across Asia.



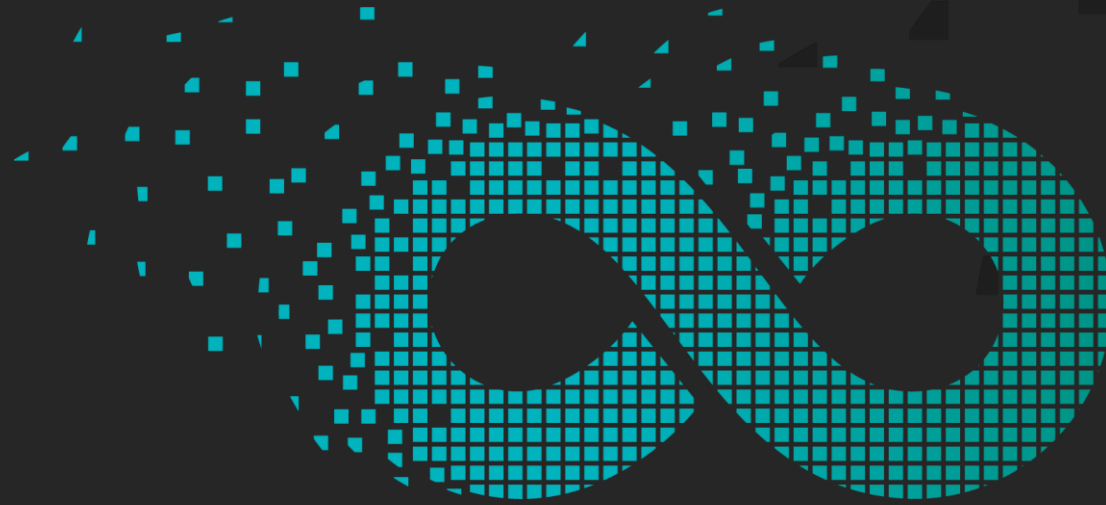
## Strong underlying industry demand

- Sustainable/green play – Businesses are increasing their focus on sustainability. Procurri is one of the global leading solution provider for IT infrastructure life cycle management
- Supply chain constraints due to semiconductor shortages present current opportunities but also a longer-term shift in buying habits, de-risking supply chain coupled with greener credentials.

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