

# Investor factsheet

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PROCURRI

## Company profile

Procurri is one of the leading global independent providers of Hardware Distribution & Resale, IT Asset Disposition (“ITAD”) & Data Centre Services, and Third Party Maintenance Services. 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 clients.

<b>Share Price</b> (last close)	<b>S\$0.41</b>
<b>Market Cap</b> (as at close)	<b>S\$121.2m</b>
<b>Financial Year End (FYE)</b>	<b>31 Dec</b>

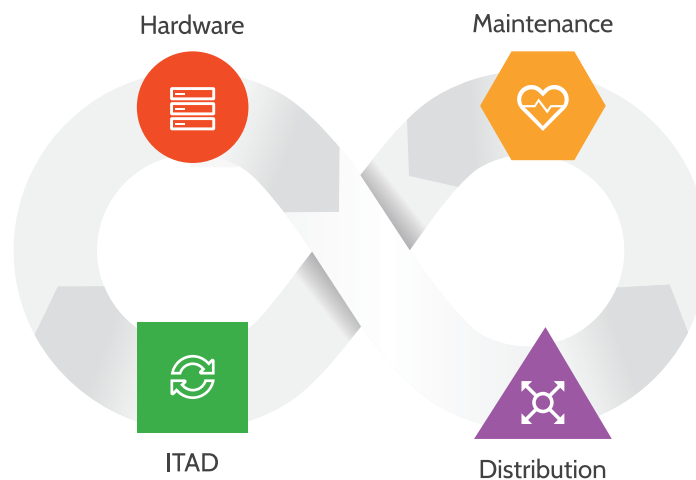
### Hardware

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



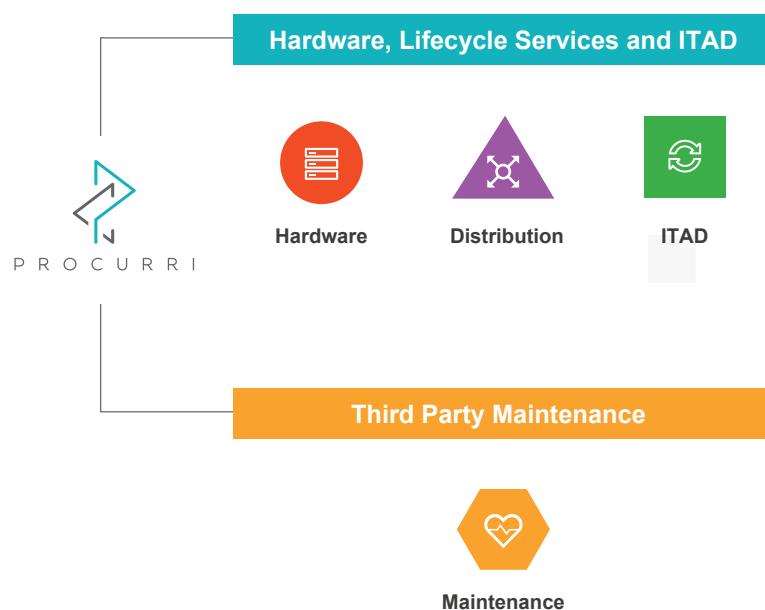
### Maintenance

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 “One-Stop” Solution Provider for IT Lifecycle Extension



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



### 1H2022 Revenue (\$million)



■ Hardware, Lifecycle Services and ITAD ■ Third Party Maintenance



## Opportunities for Procurri within the IT industry

### Supply chain constraints due to shortages

- Leads to delays for corporates sourcing new equipment
- Corporates are revisiting their purchasing strategy, considering refurbished products over new due to availability
- Longer-term change in buying habits also fueled by benefits of reuse over new boosting green credentials

### Global shift towards sustainability

- Encouraging corporates to seek out more sustainable solutions
- To extend IT equipment lifecycle rather than replace

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



### 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 warranted 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 marketplace – helping de-risk new supply constraints

## Distribution network

	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

### 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  
Ireland  
Italy  
Jersey  
Latvia  
Lithuania  
Luxembourg  
Malta  
Monaco  
Netherlands  
Northern Ireland  
Norway  
Poland  
Portugal  
Romania  
Saudi Arabia  
Slovakia  
Slovenia  
South Africa  
Spain  
Sweden  
Switzerland  
United Arab Emirates  
United Kingdom

### APAC

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



## Why Procurri now? Strong underlying industry demand

**Sustainable / green play**  
Businesses are increasing their focus on sustainability

Procurri is one of the global leading solution providers for IT infrastructure lifecycle 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



### Higher barriers to entry as a provider of integrated lifecycle solutions

- One-stop solution provider with global footprint – a recognised brand within the industry
- Typically operating within a datacentre environment, requiring higher technical competencies within sales and engineering
- Hardware tends to be more specialised and expensive – Procurri offers a comprehensive portfolio spanning tier 1 OEMs



### 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.



### Global systems in place for greater operational efficiency

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.

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