



ACQUISITION OF BOSTON LIMITED

Investor presentation – December 2019

What we do

Design, produce and sell customised, environmentally-friendly, high-performance IT servers

...for a diverse range of sectors



ISP - Web Hosting
Datacenters



Scientific Research
Education



Industry



Defence
Governments
Local authority



Software
developers



Compute



Storage



Network

Deep Learning
HPC - AI - Special effects (VFX)
Cloud SAN/NAS/Object

....

Innovation is in our DNA

HEXAPHI

the best density/computing speed

2014



OpenBLADE

hyperconverged

2015



OCtoPus

reduced consumption

2017



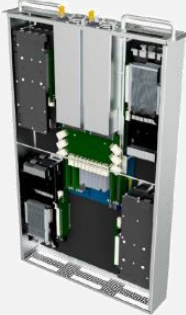
Server power consumption reduced by 23%



ATLANTIS

immersion cooling for 19" servers

2018



OPEX -60%



STORAGE SERVICES

efficient datacenters, processing power leasing

2019/2020








ENERGY RECYCLING (heat reused)



High-value solutions

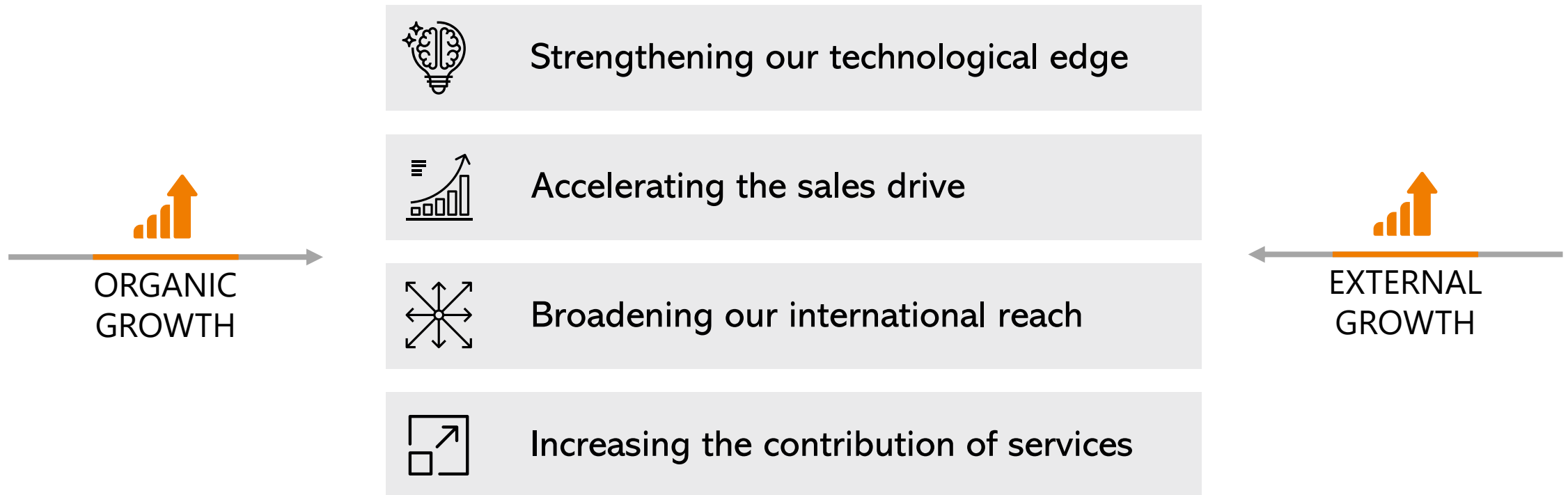


-  **HIGH PERFORMANCE**
Power, speed, energy savings
-  **CUSTOMISED**
Optimised products, tailored solutions
Use-based invoicing (buy or lease)
-  **SMART DESIGNS**
Simple, flexible and scalable designs
-  **OPERATIONAL AGILITY**
Specific resources allocated to each project
-  **GREEN IT**
Reducing the carbon footprint of our investments and our operating costs

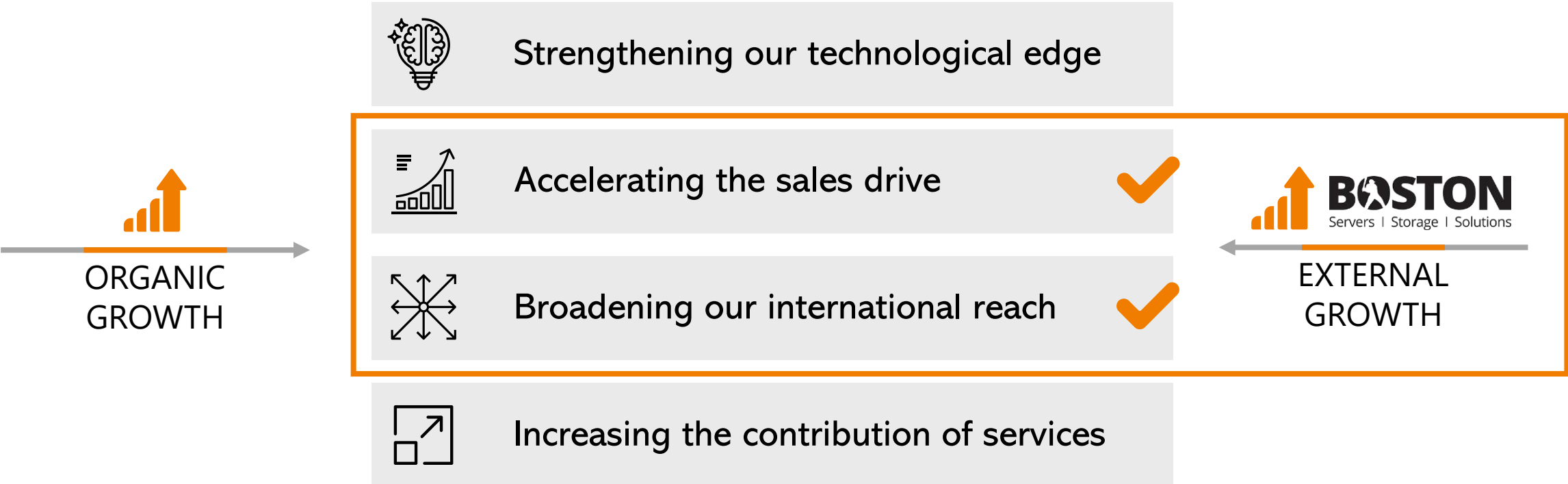


Value-added
with BOSTON
Servers | Storage | Solutions
DISTRIBUTOR & SYSTEMS INTEGRATOR

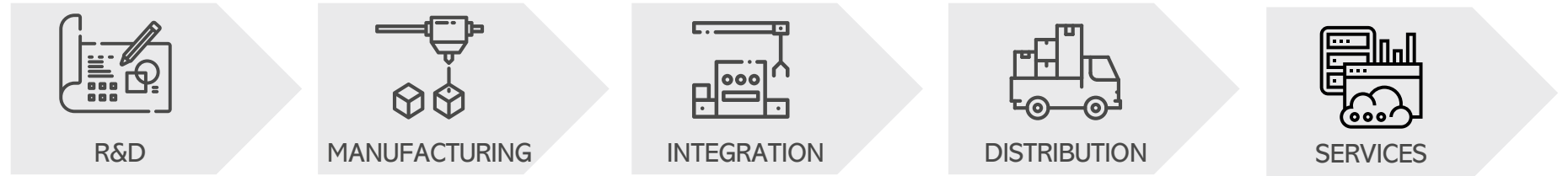
An offensive strategy to increase growth and profitability



With Boston Limited, 2CRSi speeds up its commercial roll-out towards international growth



Alliance between 2 major players to change dimension



2crsi
€65.2m*



BOSTON
Servers | Storage | Solutions
£89.3m**



Full complementarity to accelerate

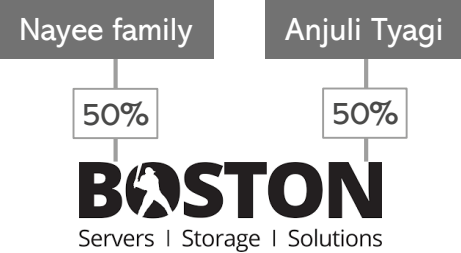
**Turnover of 2CRSi in the financial year 2018 (01/01/18 - 31/12/18) - **Turnover of Boston Limited in the financial year 2018-2019 (01/03/18 - 28/02/19)*

Boston Limited at a glance

A UK group
founded in **1992**



Global player in the integration, sales and marketing of IT equipment that uses the most advanced technology on the market

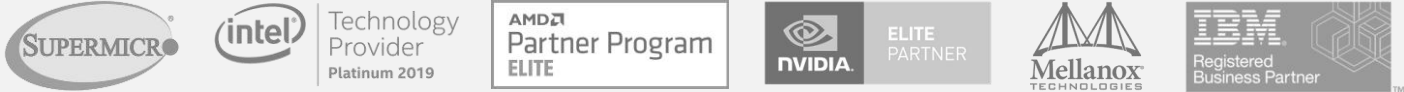


*Audited figure, FRS 102

Revenue of **£89.3m***

170 staff

35 technology partners around the world



Multiple certifications

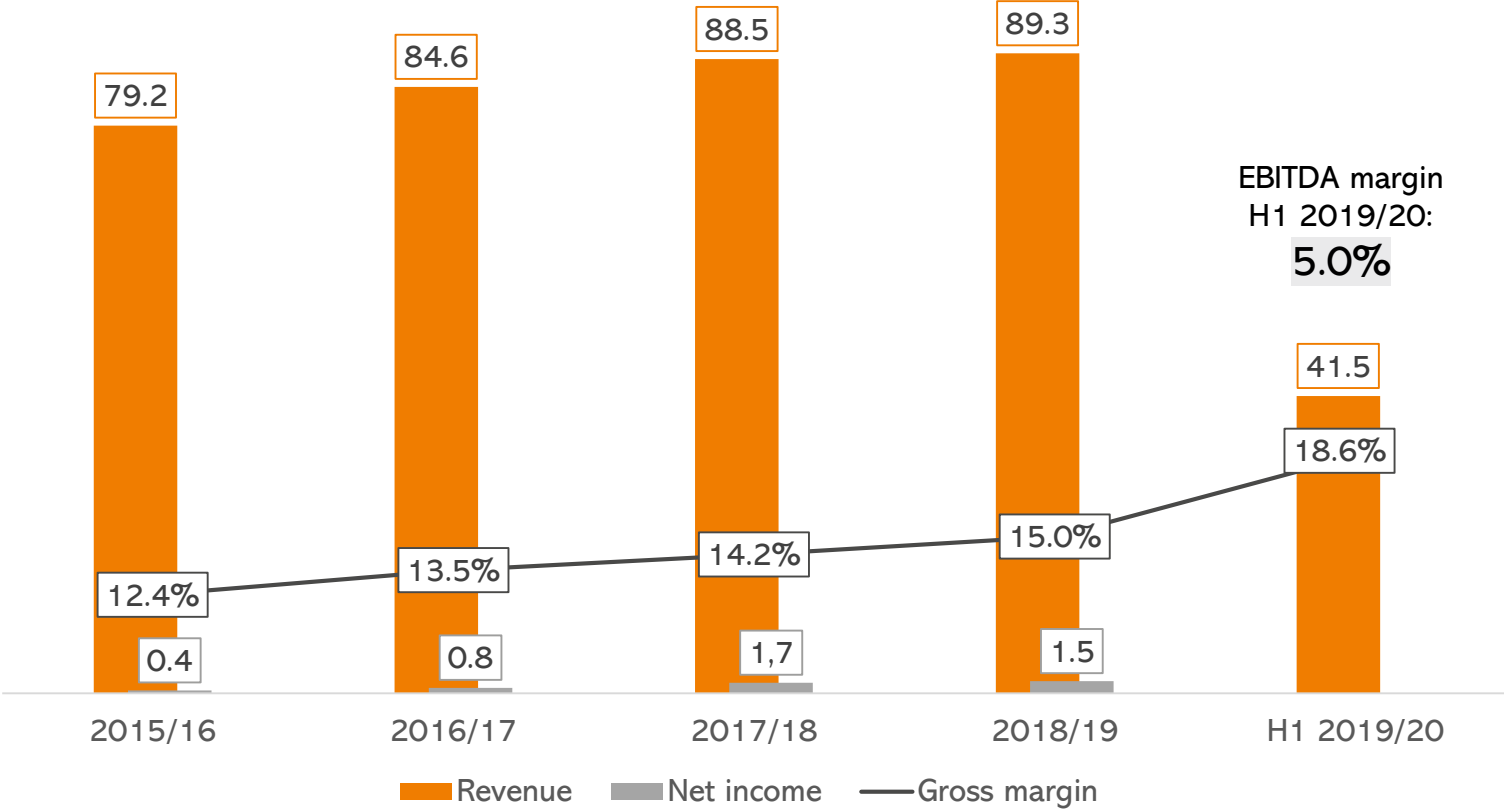


Thousands of products in catalogues and **hundreds** of solutions



Revenue of £90m and recurring profits

Key financial indicators of Boston Limited (£m)



2018 revenue:
€65.18m

2018 EBITDA:
€6.06m

2018 net income:
€3.69m

Multiple benefits



**SALES FORCE
ENHANCED**



**INTERNATIONAL
REACH EXTENDED**



**CUSTOMER
DIVERSIFICATION**



**INCREASED
PRESENCE ON
STRATEGIC MARKETS**



**ENRICHING THE
COMMON PRODUCT MIX**

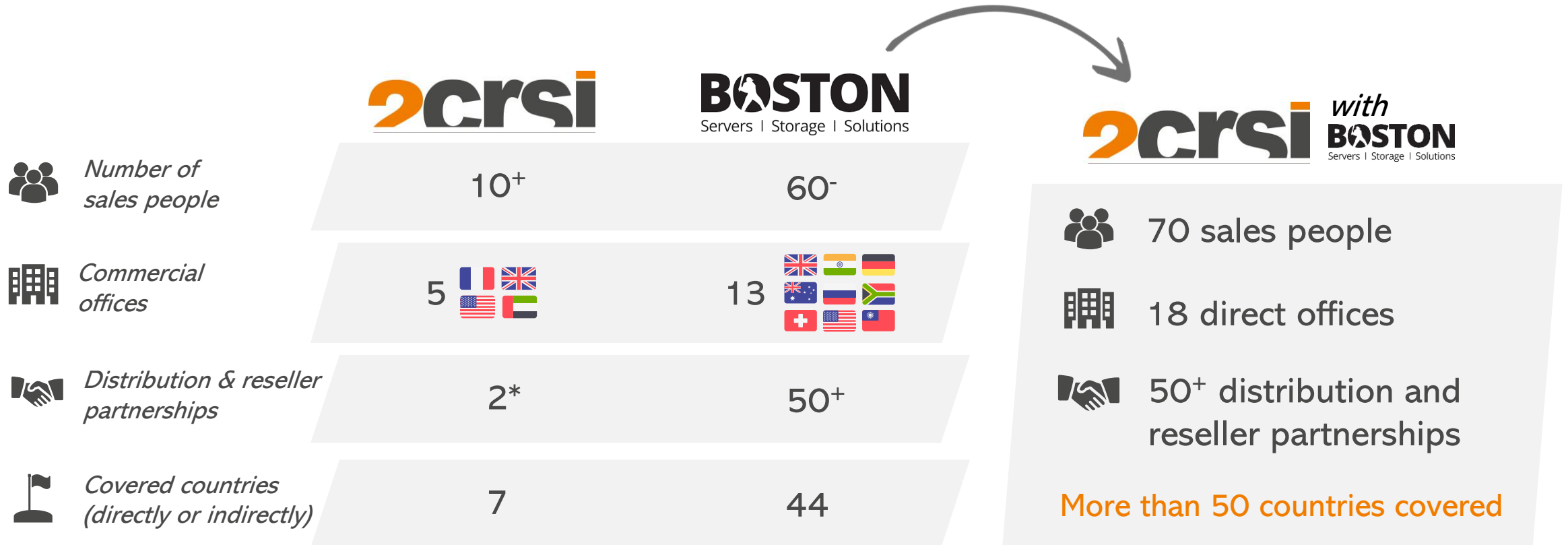


**MULTIPLE COST
SYNERGIES**



**BOSTON'S FOUNDERS INVESTED AND BRING
30+ YEARS OF INDUSTRY EXPERIENCE EACH**

Sales force enhanced

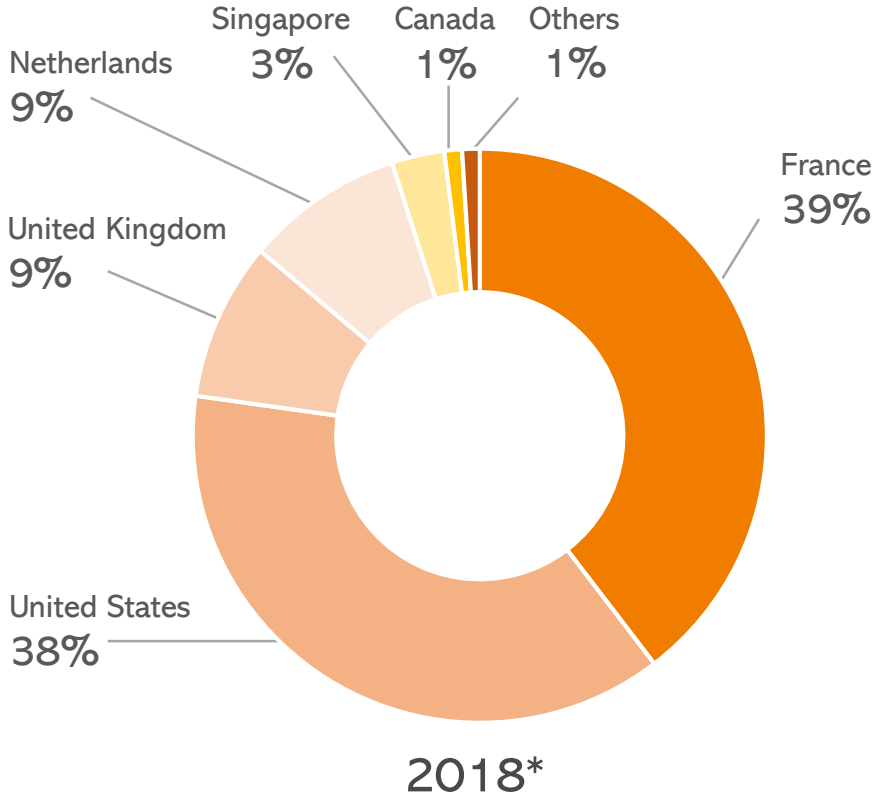


Powerful driver for growth

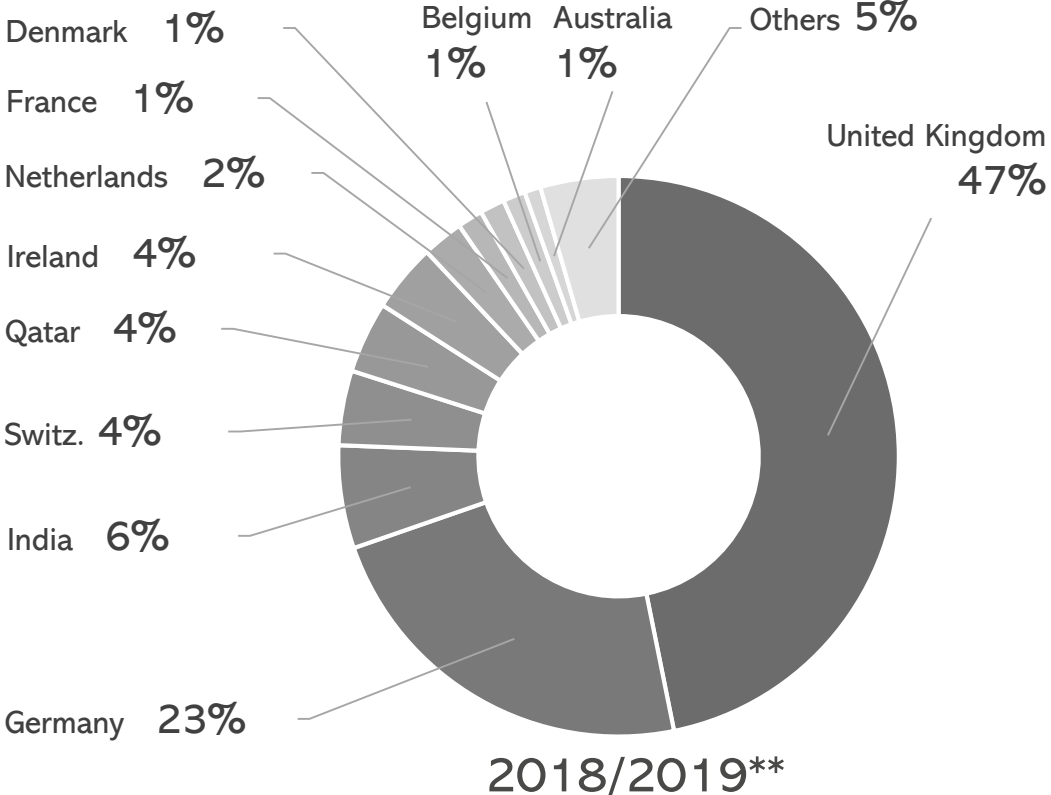
**distribution agreements*

International reach extended

2CRSi's revenue breakdown (place of delivery)



Boston Limited's revenue breakdown

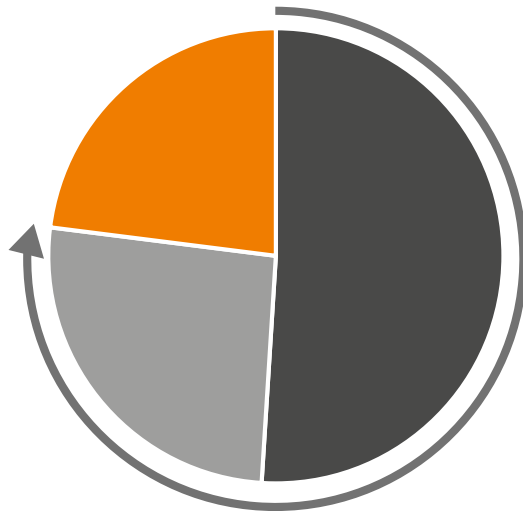


*Turnover of 2CRSi in the financial year 2018 (01/01/18 - 31/12/18) - **Turnover of Boston Limited in the financial year 2018-2019 (01/03/18 - 28/02/19)

Customer diversification



615 invoiced client accounts
on the financial year 2018

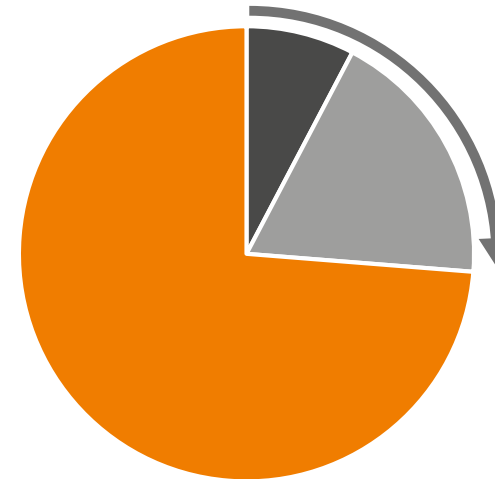


1st client : 51%
of the Group's total
revenue

5 largest clients :
77% of the Group's
total revenue



1 500+ invoiced client accounts
on the financial year 2018/19

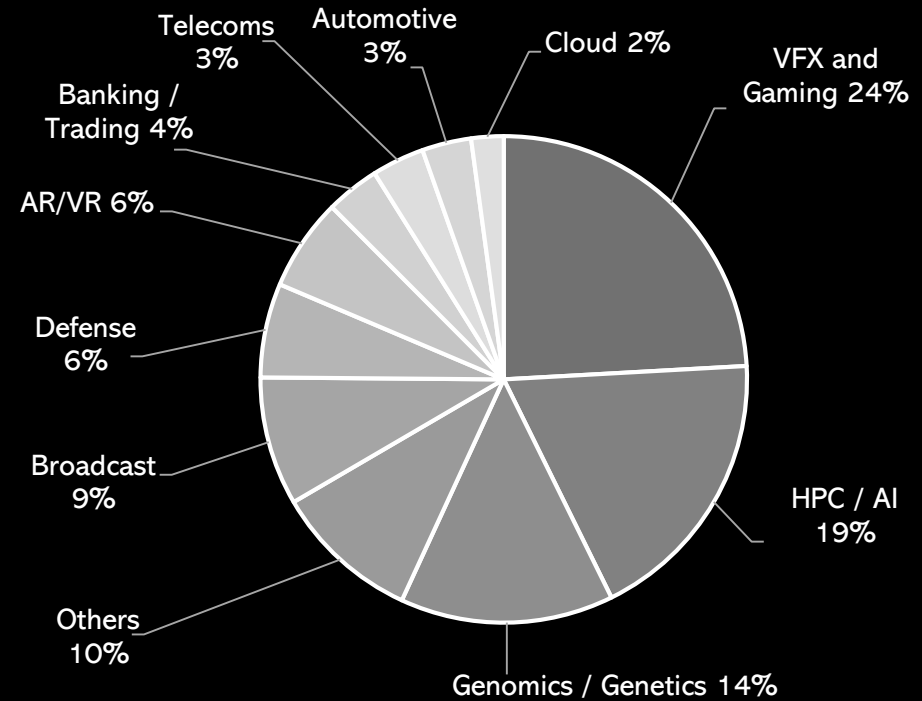


1st client : 8%
of the Group's total
revenue

5 largest clients :
26% of the Group's
total revenue

Increased presence on strategic markets

Revenue breakdown (2018/19)



Powerful driver for growth



Enriching the common product mix

INTEGRATION OF 2CRSI'S
HIGH VALUE-ADDED EQUIPMENT



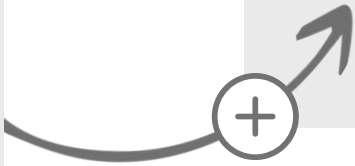
- High performance
- Customised
- Smart designs
- Operational agility
- Green it

CATALOGUE



Thousands of products
referenced in the catalogue

50+ brands represented

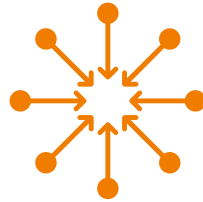


»»  Driver for higher margins

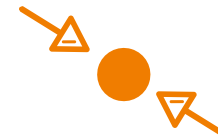
Multiple cost synergies



Disintermediation and preferential purchase conditions for components



Optimisation of European production and logistics



Pooling of marketing and sales costs

Founders personally invested in a successful consolidation

Long-standing relationship

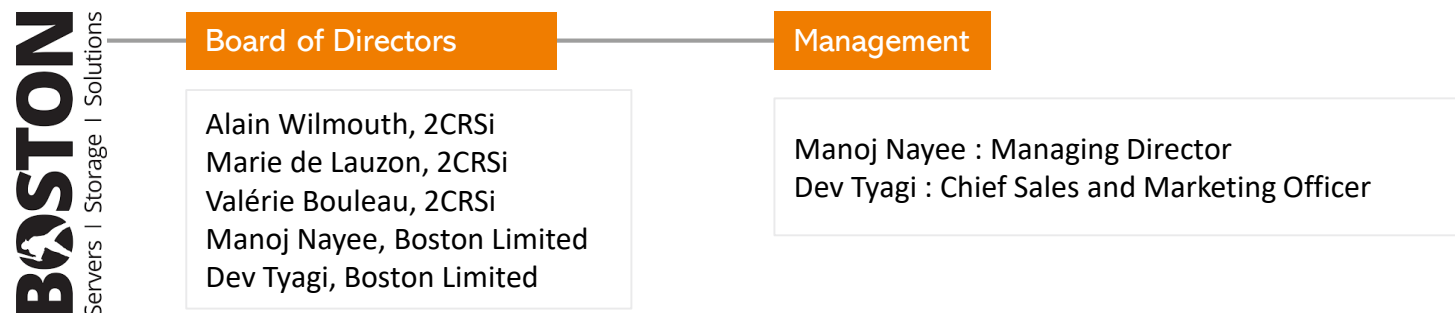


Manoj Nayee and Dev Tyagi, co-founders of Boston Limited

Minority shareholders of Boston Limited



Remaining responsible for managing the company's operations



Acquisition financing and conditions

- 2CRSi becomes a 70% shareholder in Boston Limited
- Integration into 2CRSi's accounts: November 14, 2019
- Base price: confidential
- Earn outs contingent on achieving EBITDA targets for the 2020 to 2023 financial years will be paid in the future
- Option to acquire the remaining shares (30%): up to November 2029
- Financing: medium-term loan that is part of structured financing by BNP Paribas

Union celebration at the Super Computing 2019 of Denver



SC19
Denver, CO | **hpc**
is **now.**



Next steps

100-day integration program:

- Sharing expertise among teams
- Appreciation of the commercial synergies
- Definition of the common strategic plan
- Promotion of the newly-formed entity to the customers of both companies

19 December 2019: Proposal to the Extraordinary General Meeting to change the balance sheet date from 31 December to 28 February

- Aligning 2CRSi's balance sheet date with Boston Limited's
- Presenting the Group's activities in a manner that is more in line with the seasonal nature of its business, which is traditionally strong over the final months of the year.

At the beginning of 2020: strategic plan disclosed to the market

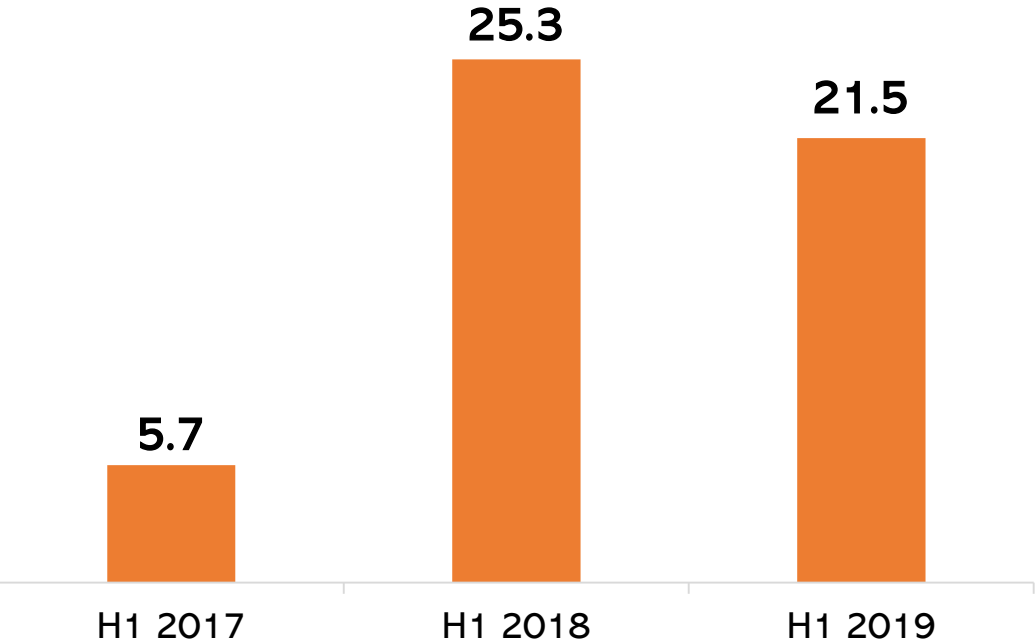


2crsi

European **Rising Tech**
LABEL

Reminder H1 2019 : A lower activity level

Revenue (in €m)



Excl. contribution from Blade, vs. H1 2018,
First-half revenue up
>50%

Consolidated income statement

In €m - IFRS standard	H1 2019	H1 2018	Change
Sales	21.47	25.34	-15%
Other income	1.03	2.49	-58%
Cost of Goods sold	(17.55)	(22.49)	-22%
<i>Gross margin</i>	23.1%	21.0%	+2.1 pts
Other purchases and expenses	(1.94)	(1.36)	+43%
Wage costs	(3.67)	(1.76)	+109%
Other operating incomes and expenses	(0.16)	(0.19)	-16%
EBITDA	(0.84)	2.03	
<i>EBITDA margin</i>	NA	8.0%	
Depreciation and provisions	(1.37)	(0.79)	
Other non-current incomes and expenses	-	(0.76)	
Operating income (expense)	(2.21)	0.48	
Financial income (expense)	(0.22)	(0.28)	
Consolidated net income (expense) – group share	(2.18)	0.29	

The application of IFRS 16 standard, on the recognition of leases in the consolidated financial statements, had no impact on the interim financial statements, as the standard was already applied by the Group for fiscal year 2018.

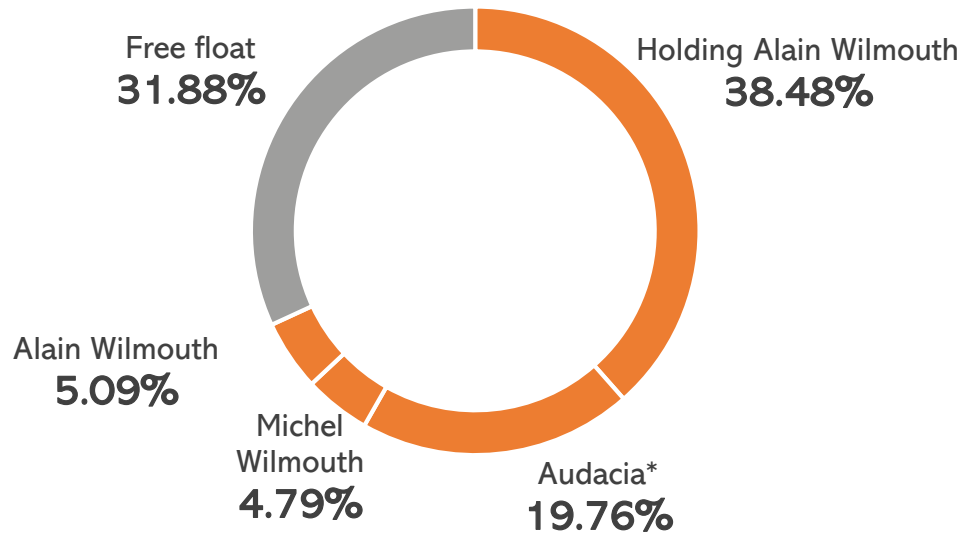
Consolidated balance sheet

In €m - IFRS standard	30.06.2019	31.12.2018	In €m - IFRS standard	30.06.2019	31.12.2018
Total non-current assets	29.70	17.38	Group shareholders' equity	48.96	50.99
Inventories	22.74	20.50	Non-controlling interests	0.07	0.08
Trade accounts receivables	33.81	37.48	Shareholder's funds	49.16	51.07
Other current assets	3.93	3.77	Loans and financial debt	14.53	15.94
Financial receivables	5.76	5.71	Other non-current liabilities	15.31	3.94
Cash and cash equivalents	5.48	14.51	Total non-current liabilities	29.84	19.88
Total current assets	71.73	81.98	Trade accounts payables	7.32	17.21
TOTAL ASSETS	101.43	99.36	Financial liabilities	9.14	8.40
			Other current liabilities	5.97	2.79
			Total current liabilities	22.43	28.41
			TOTAL LIABILITIES	101.43	99.36

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Stock market performance

Shareholder structure as at 11/29/2019



*Holding Alain Wilmouth holds a call option on the 3,500,000 shares managed by Audacia. The option can be exercised from January 1st until March 21, 2023.



Data as of 29/11/2019 (closing price)



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