

CROC: DIGITAL BUSINESS PARTNER FOR HUNDREDS OF ORGANIZATIONS OVER 29 YEARS

CROC CLIENTS

END OF 2020 RESULTS:

- 888 clients (+16%)
- 282 new clients (+15)
- 2,794 projects (+10%)
- 553 clients with high Lifetime Value (+6% revenue)

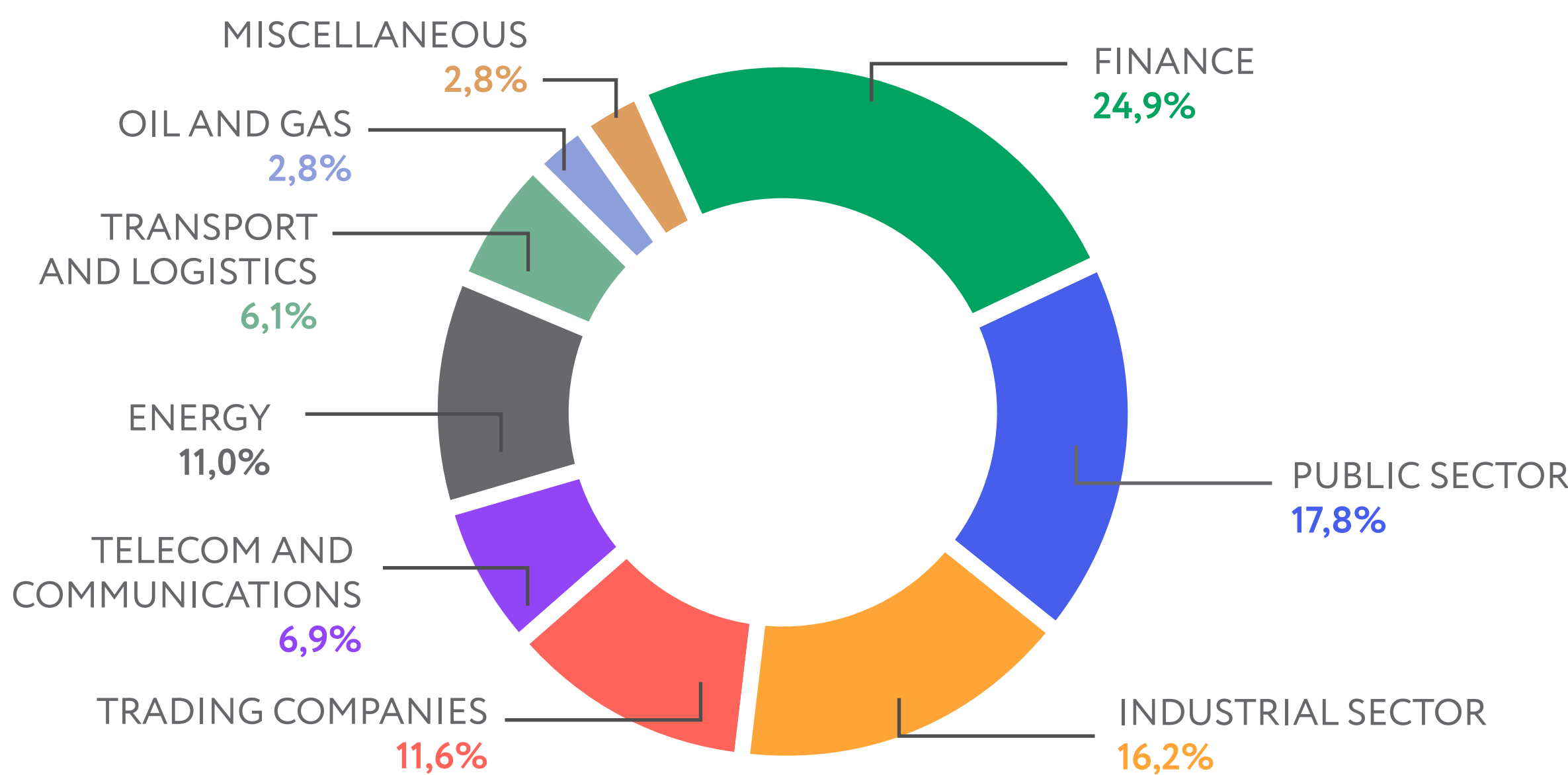
GEOGRAPHY CROC

42 countries
442 cities worldwide (+19%)
342 russian cities

FINANCE

END OF 2020 REVENUE:
38.5 billion RUB (+26%)

CROC'S CLIENTS BY INDUSTRY



FASTEST-GROWING CROC BUSINESS SEGMENTS (END OF 2020 RESULTS)

- Telecommunication services **+97%**
- Information security **+44%**
- Big Data **+40%**
- Cloud services **+39%**

TRANSFORMATION

In 2018 CROC launched corporate digital transformation. Key results of 2020 were:

- Fine tuning processes: an evolution of new product practices and a launch of several new b2b products;
- Changes in production: teams have perfectly mastered various project management techniques.

FORECAST AND GOALS

The plans for 2021 focus on efficiency: to increase revenue by 20% through continuous development of the CROC's internal processes and constant engagement with the market and customer expectations.

We will continue to expand our portfolio of solutions, as well as synchronize sales, production and marketing. We expect this process to result in the creation of many applied solutions for our clients' businesses.

CROC VS. PANDEMIC

The spring of 2020 all CROC employees started their transfer to remote work. As of March 17, most of the team was working from home. Corporate culture, internal communications and training departments continued to support the team: they recommended courses for employees on the skills for working remotely, developed new formats for meetings with top managers, launched sports and cultural programs, etc.

In 2020, CROC established HotLineCROC, a COVID-19 Counseling Center. The project staff made working from the office 100% safe. They equipped CROC office spaces with sensors for contactless door opening, accurate pyrometers, dispensers with antiseptics, bactericidal lamps, masks, and respirators, developed safety rules, etc. HotLineCROC also works as a support center for sick employees and their relatives: helps with medicines, finds doctors, gives important recommendations. For this initiative, CROC received the Stevie Awards for Great Employers award in the category "Best Employer During a Pandemic" in the EMEA region.

RANKINGS

№1 in the system integration market in Russia^{*}

TOP 3 leaders in the Russian IT services market^{**}

TOP 3 largest IT companies in Russia^{**}

TOP 5 largest consulting companies in Russia^{**}

^{*} IDC, 2020, ^{**} RAEX, 2021

CROC CLOUD SERVICES

- On the market since 2009
- 750+ clients
- 400+ experts
- 3 data centers
- #1 for the quality of cloud services (Cnews, 2020)
- #4 in the rating of IaaS providers by SLA (Cnews.Market, 2020)
- #6 largest IaaS providers in Russia (Cnews, 2020)

CROC IN INDUSTRIES

- #1 among the IT leaders in Russia for metallurgy, chemical and petrochemical industry, energy, mining industry (Production Management, 2021).
- The largest supplier of process control systems for industry in Russia (Production Management, 2021).
- The largest provider of performance management in industry in Russia (Production Management, 2021).
- The largest supplier of logistics management in industry in Russia (Production Management, 2021).
- The largest provider of asset management and maintenance in Russia (Production Management, 2021)

STRATEGIC PORTFOLIO OF SOLUTIONS

We are seeing an upward trend for the second year in a row in the most actively growing sector - business solutions. CROC's engineering and multimedia systems team focused on projects relevant to the market: ready-made data centers and offices for collaborative work.

- Business Solutions — **33,5%** growth
- Infrastructure solutions — an increase of **19,4%**
- Engineering and multimedia systems — a decrease of **16,2%** (due to the impact of pandemic restrictions).

MAIN

HQ: **Moscow, Russia**

Established: **1992**

Founder, owner and CEO:
Boris Bobrovnikov

2000+ employees (worldwide)