Unisys' Acquisition of CompuGain™

December 14, 2021

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CompuGain™
Acquisition Rationale

The acquisition of CompuGain expands Unisys' cloud & infrastructure capabilities, enabling the Company to deepen its expertise in targeted, high-growth segments of the cloud market

Enhances the C&I Solution Portfolio

CompuGain's deep technical expertise and consultative capabilities build upon and advance Unisys' related targeted offerings
- <u>CompuGain key capabilities:</u> Application modernization, cloud-native agile application development, and cloud and hybrid cloud data management

Grows Presence and Increases Opportunities in Targeted Sector

CompuGain's strong presence in the highly-regulated financial services sector adds to Unisys' established position in that market

- 28% of Unisys standalone LTM revenue (as of 9/30/21) is from Financial Services

Expected to create cross-selling opportunities with both existing Unisys clients and existing CompuGain clients

Expected to Drive Revenue, Profit and Cash Flow Upside

CompuGain generated $58M of LTM revenue (as of 9/30/21), up 12% year over year

- CompuGain's revenue growth is expected to be at the high end of the 9-12% range expected for Unisys' overall C&I segment exiting 2023

The transaction is also expected to be immediately accretive to adjusted EBITDA and free cash flow

Overview of CompuGain

CompuGain is a leading product engineering, consulting and cloud solutions provider to Fortune 1000 companies, regulatory agencies and emerging enterprises

Full Suite of Digital Transformation Capabilities

Digital Transformation
- Agile Transformation
- Architecture
- Frictionless Delivery Management
- Product Quality

Data Services
- Data Governance & Architecture
- Enterprise Data Lake
- Data Migration
- Data Analytics
- AI / Machine Learning

Modern Application Delivery
- Cloud Services
- Modern UI / UX
- Beyond Microservices
- DevSecOps

Talent Solutions
- Subject Matter Experts
- Technical Staffing
- Professional Staffing
- MSP Partnership

Technology Partners

Market Size and Growth

$12B, 16% 4-year CAGR, *Cloud Application Development Market[1]*

Market Vertical[2]

~80% Financial Services Focused

- Mortgage / Insurance
- Banking / Financial
- Diversified Other
- Travel / Logistics
- Education / Non-Profit

aws | Microsoft Azure | boomi | CloudBees | Lightbend | lumigo | RAFAY | unqork

[1] Based on IDC Custom Application Development Services Market Forecast for 2020 - 2025
[2] Market vertical figure based off of 2020 revenue