



YoY improvement in revenue, margins and cash flow

**Total** Revenue \$517.3 M

17.9% YoY Growth 11.5% YoY CC Growth Non-GAAP **Operating Margin** 9.7%

950 bps YoY Growth

Adj. EBITDA Margin 18.2%

860 bps YoY Growth

**Backlog:** \$3.3B down 2.2% sequentially

### Revenue by Type

### % Revenue

Recurring **Services** 63%

**Technology** 19% **Non-Recurring Services** 

## **Progress on Strategic Priorities**

# **Digital Workplace Solutions ("DWS"):**

Advanced DWS proactive experience transformation

Cloud and Infrastructure Solutions ("C&I"): Grew C&I revenue and expanded cloud capabilities

**Enterprise Computing Solutions ("ECS"):** 

Growing ECS revenue through expanded services and strong renewals

**Adjusted Free Cash Flow:** \$54.5 M

+247% YoY

**Free Cash Flow** positive at \$19M +138% YoY

Other

\$76.9M

+8.0% YoY -1.6% YoY in cc

# Segment Revenue

#### % Revenue

**ECS** 33%

**DWS** 28%

**C&I** 24%

**Other** 15%

<b>ECS</b>	<u>DWS</u>	<u>C&amp;I</u>
\$169.5M	\$146.5M	\$124.4M
+40.2% YoY	+9.7% YoY	+9.9% YoY
+32.9% YoY in cc	+4.4% YoY in cc	+5.9% YoY in cc

# **Regional Revenue**

#### % Revenue

**US&C** 40%

**EMEA** 37%

**APAC** 14% **LATAM** 9%

US&C	<b>EMEA</b>	<u>APAC</u>	<b>LATAM</b>

\$209.5M \$190.2M +15.8% YoY

+15.3% YoY in cc

+21.9% YoY in cc

+32.5% YoY

+19.4% YoY in cc

\$72.2M +10.2% YoY \$45.4M -7.0% YoY

-1.8% YoY in cc -7.2% YoY in cc

### **Sector Revenue**

#### % Revenue

Commercial 37%

**Public 32%** 

**Financial** 31%

Commercial	<u>Public</u>	<u>Financial</u>

\$190.6M \$163.9M +26.7% YoY -0.7% YoY

-6.3% YoY in cc

+30.8% YoY +22.0% YoY in cc

\$161.5M

For complete results, disclosures and definitions, see the 2Q21 Earnings Release and slides (https://www.unisys.com/investor-relations/earnings-releases)