

## FY21 Performance

Achieved all 2021 guidance metrics Free Cash Flow-positive for the full year

FY21 Total Revenue		FY21 Non-GAAF Operating Marg		dj. EBITDA	Annual Contract Value ("ACV"): Up 11% YoY for FY21
\$2.054B		9.4%	18.09	%	Backlog:
•		180 bps YoY			\$3.0B
1.4% YoY growth		L80 bps YoY220 bps YoYexpansionexpansion		Flat sequentially	
		Progress on Strategic Priorities			
FY21 Revenue by Type					
	<u>% Revenue</u>	in YoY growth in FY21 revenue, profitability			FY21 Gross Profit/Margin:
	Descurius	and FCF <ul> <li>Expanded and er</li> </ul>	nhanced solution		\$572M/27.8% +18%/+400 bps
	Recurring Services 64%	<ul> <li>targeted areas in each segment</li> <li>Invested in sales force, solution architects and marketing initiatives, leading to strongest TCV</li> <li>FY21 Free Cash Flow: \$32M +\$844M YoY</li> </ul>			
	and ACV of FY21 in 4Q21				+3044101 101
	Non-Recurring Services 19%		d quickly to competitive labor		FY21 Adjusted Free
		market—2021 vo	oluntary attrition	n below pre-	<u>Cash Flow:</u> \$172M
	Technology 17%	pandemic level \$172M +\$130M YoY			
FY21 Segment Revenue					
	<u>% Revenue</u>				
	<b>DWS</b> 28%	<u>DWS</u>	<u>C&amp;I</u>	<u>ECS</u>	<u>Other</u>
	<b>C&amp;I</b> 24%	<b>\$567.0М</b> -3.6% YoY	<b>\$496.5M</b> +6.7% YoY	<b>\$677.5M</b> +2.7% YoY	\$313.4M
	<b>ECS</b> 33%	-5.5% YoY in cc	+4.7% YoY in cc	+1.2% YoY in (	cc -5.0% YoY in cc
	<b>Other</b> 15%				
FY	21 Regional Revenue	2			
	% <u>Revenue</u>	<u>US&amp;C</u>			
			<b>EMEA</b>	<u>APAC</u>	LATAM
	<b>US&amp;C</b> 44%				
		\$902.6M	\$667.9M	\$294.0N	\$189.9M
	EMEA 33%	+11.0% YoY +10.8% YoY in cc		<b>-11.0% YoY</b> -15.0% YoY in	<b>.0% YoY -15.8% YoY</b> % YoY in cc -13.1% YoY in cc
<b>APAC</b> 14%					
	<b>LATAM</b> 9%				
FY21 Sector Revenue					
	% Revenue				
	<u></u>	<b>Commercial</b>	<u>Publ</u>	ic	<u>Financial</u>
	Commercial 39%	\$793.3M	\$700.	51/1	\$560.6M
		+8.4% YoY	-3.3%		-2.0% YoY
	Public 34%	Public 34% +6.6% YoY in cc		-	-4.5% YoY in cc
	Financial 27%				
Га	or complete results, disclosures and	definitions, see the EV21 Earnings Pa	lease and clides (https://w	nun unique com linuator	relations (cornings, releases)

For complete results, disclosures and definitions, see the FY21 Earnings Release and slides (<u>https://www.unisys.com/investor-relations/earnings-releases</u>)