

Full-Year 2023 Highlights

Company Exceeds Upwardly Revised FY 2023 guidance ranges

\$2.02B
Total Revenue

Revenue Growth
(in CC)

↑1.6% Company
↑4.9% Ex-L&S¹

Operating
Margin

3.8% GAAP
7.0% Non-GAAP

Net Income &
Adj. EBITDA Margins

(21.4%) Net Income Margin
14.2% Adj. EBITDA Margin

FY23 Leading Indicators

(\$4.5M)
Free Cash Flow

↑27%
Ex-L&S
TCV Growth

↑18%
New Business
TCV Growth

↓(1%)
Ex-L&S
Pipeline Growth

1.2x
Ex-L&S
Book-To-Bill

4Q Highlights

\$558M
4Q Revenue

Revenue Growth
(in CC)

↓(2.1%) Company
↑4.3% Ex-L&S

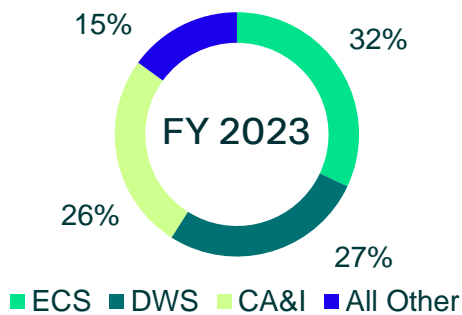
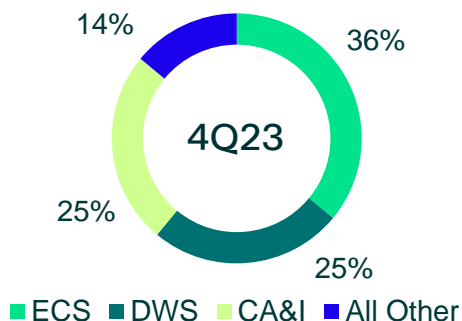
Operating
Margin

7.9% GAAP
11.5% Non-GAAP

Net Income &
Adj. EBITDA Margins

(29.6%) Net Income Margin
18.0% Adj. EBITDA Margin

Revenue by Segment



2024 Financial Guidance

(1.5%) to +1.5%
YoY CC Revenue Growth

5.5% to 7.5%
Non-GAAP Operating Margin

Guidance assumes Ex-L&S growth of +1.5% to +5.0% and approximately \$375 million of L&S revenue
Constant currency growth equates to reported revenue growth of (1.0%) to +2.0% based on recent exchange rates

¹ - Ex-L&S defined as total company less License & Support revenue or TCV in our Enterprise Computing Solutions segment
Note: For full results and Non-GAAP reconciliations, and definitions, refer to the Unisys earnings release dated February 21, 2024, which you can find at www.unisys.com/investor-relations/earnings-releases