



Introduction to Unisys

April 20, 2020

Hosted by Courtney Holben, VP, Investor Relations

Disclaimer

- Statements made by Unisys during today's presentation that are not historical facts, including those regarding future performance, are forward-looking statements under the Private Securities Litigation Reform Act of 1995. These statements are based on current expectations and assumptions and involve risks and uncertainties that could cause actual results to differ from expectations. These risks and uncertainties are discussed in the company's reports filed with the SEC.
- Forward-looking statements include, but are not limited to, any projections of earnings, revenues, annual contract value ("ACV"), total contract value ("TCV"), new business ACV or TCV, backlog, pipeline or other financial items; any statements of the company's plans, strategies or objectives for future operations; statements regarding future economic conditions or performance; and any statements of belief or expectation.
- The impact from the rapidly changing market and economic conditions due to the COVID-19 outbreak is uncertain and is expected to impact our business and consolidated results of operations and could impact our financial condition in the future. At this time, we are unable to accurately predict the full impact that COVID-19 will have due to numerous uncertainties, including the severity of the disease, the duration of the outbreak, actions that may be taken by governmental authorities, the impact to the business of our customers and partners and other factors.
- Although appropriate under generally accepted accounting principles ("GAAP"), the company's results reflect charges that the company believes are not indicative of its ongoing operations and that can make its profitability and liquidity results difficult to compare to prior periods, anticipated future periods, or to its competitors' results. These items consist of certain revenue adjustments and related profit consisting of post-retirement and cost-reduction and other expense. Management believes each of these items can distort the visibility of trends associated with the company's ongoing performance. Management also believes that the evaluation of the company's financial performance can be enhanced by use of supplemental presentation of its results that exclude the impact of these items in order to enhance consistency and comparativeness with prior or future period results. The following measures are often provided and utilized by the company's management, analysts, and investors to enhance comparability of year-over-year results, as well as to compare results to other companies in our industry: Non-GAAP Operating Profit; EBITDA and Adjusted EBITDA, Non-GAAP Diluted Earnings per Share; Free Cash Flow and Adjusted Free Cash Flow; and Constant Currency.
- In 2018 we reported non-GAAP revenue and related measures as a result of the adoption of the new revenue recognition rules under ASC 606 to exclude revenue that had previously been recorded in 2017 under ASC 605. Additionally, the company's non-GAAP results include adjustments to exclude certain revenue relating to reimbursements from the company's check-processing JV partners for restructuring expenses included as part of the company's restructuring program. For more information regarding these adjustments, please see our Form 10-K for the year.
- From time to time Unisys may provide specific guidance regarding its expected future financial performance. Such guidance is effective only on the date given. Unisys generally will not update, reaffirm or otherwise comment on any prior guidance except as Unisys deems necessary, and then only in a manner that complies with Regulation FD.
- Information in this presentation is as of the date hereof, and Unisys undertakes no duty to update this information.

Today's Speakers



Peter Altabef
Chairman and
Chief Executive Officer



Eric Hutto
President and
Chief Operating Officer



Vishal Gupta
SVP, Products and
Platforms and
Chief Technology Officer



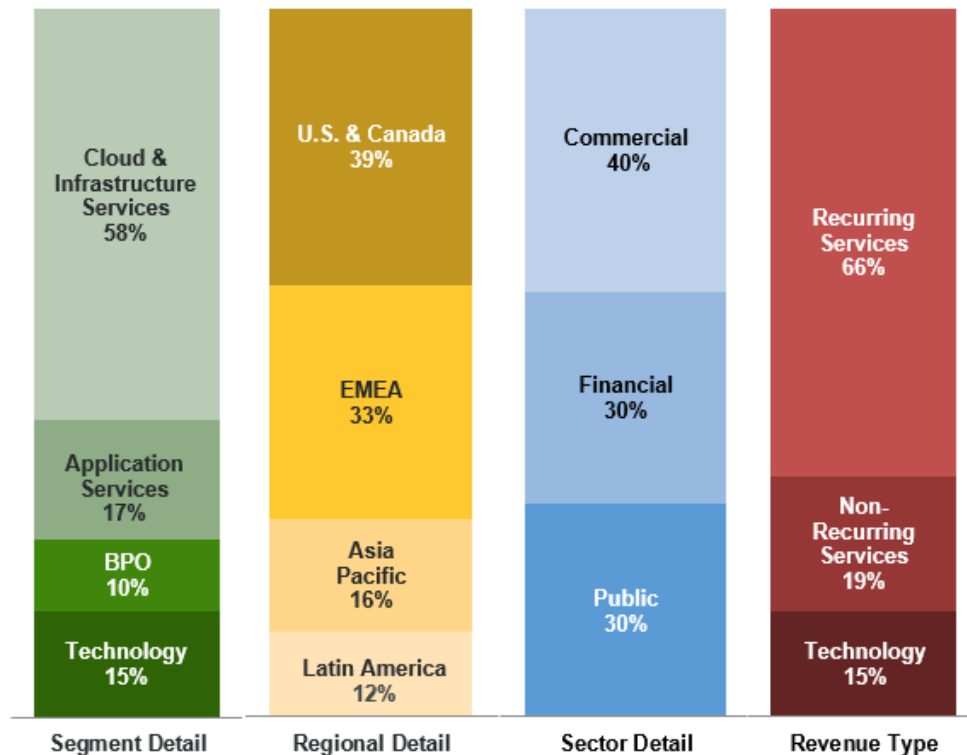
Ann Sung Ruckstuhl
SVP and
Chief Marketing Officer



Mike Thomson
SVP and
Chief Financial Officer

Diversified, Recurring Revenue Base

2019 Non-GAAP Adjusted Revenue Pro Forma for U.S. Federal Sale



State of the Business



Business Momentum

- Strong balance sheet
- Exceptional client loyalty
- Improved profits for fourth straight year
- Winning in the marketplace

Preparing for the Future

- Reskilling associates for next-generation work
- Enhancing our solutions
- Accelerating our internal digital operating model

Beyond COVID-19

- Profitable growth
- Free cash flow improvements
- Associate engagement
- Client satisfaction

Our Progression

We narrowed our focus and leveraged our strengths

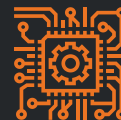
ENHANCE WHAT WE SELL



Cloud



Security



Digital

EVOLVE HOW WE SELL



Value
Over Price



Business
Outcomes



Digital Sales
Platform

Our Opportunity is Significant

With the ever increasing need for outcomes



Cyber
Security #1



66% Digital
Transformations
Fail to Deliver



Outpaced by Rapid
Growth of Cloud
AI and Automation



Remote
Enabled
Workforce



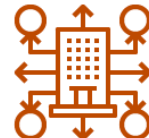
Skills gap and
Race for Talent



Modernization of
Legacy Systems



Lack of
Quality Data



Compliance and
Regulations

Client Challenges

**By helping our clients
achieve the outcomes
they need, we grow**

Organizations subject to ransomware
every 14 seconds on average in 2019
(Source: Cyber Security Ventures)

Third-party data breaches exposed
4.1 billion records in 1H 2019
(Source: Risk Based Security)

Covid-19 will change business forever
The next normal: dramatic restructuring of
the economic and social order in which business
and society have traditionally operated
(Source: McKinsey)

How We Stand Out

We don't sell. We solve.

Speed of delivery

“Unisys gave us massive acceleration to put in place the right strategies, equipment, and people who effectively ensured that we securely delivered the Games with confidence.”

Patrick Kidd, CEO, 2018 Invictus Games Sydney

Client responsiveness

“As a land-locked country, protection of our borders is imperative to the safety of our citizens, businesses, economy – everything we do. Unisys has enabled us to strengthen our security measures through implementation of biometrics, an integral part of our move to digital government.”

Swiss Ministry of Land Border Control

Innovative capabilities to deliver quality outcomes

“The Unisys solution creates a **secure**, analytics-driven cloud environment to integrate our information resources to develop and deliver more innovative educational and administrative services across all 23 campuses quickly and cost-efficiently.”

Steve Relyea, Executive Vice Chancellor and CFO, CSU

Our Scale and Reach

Small enough to be nimble, big enough to be credible

14 Data Centers

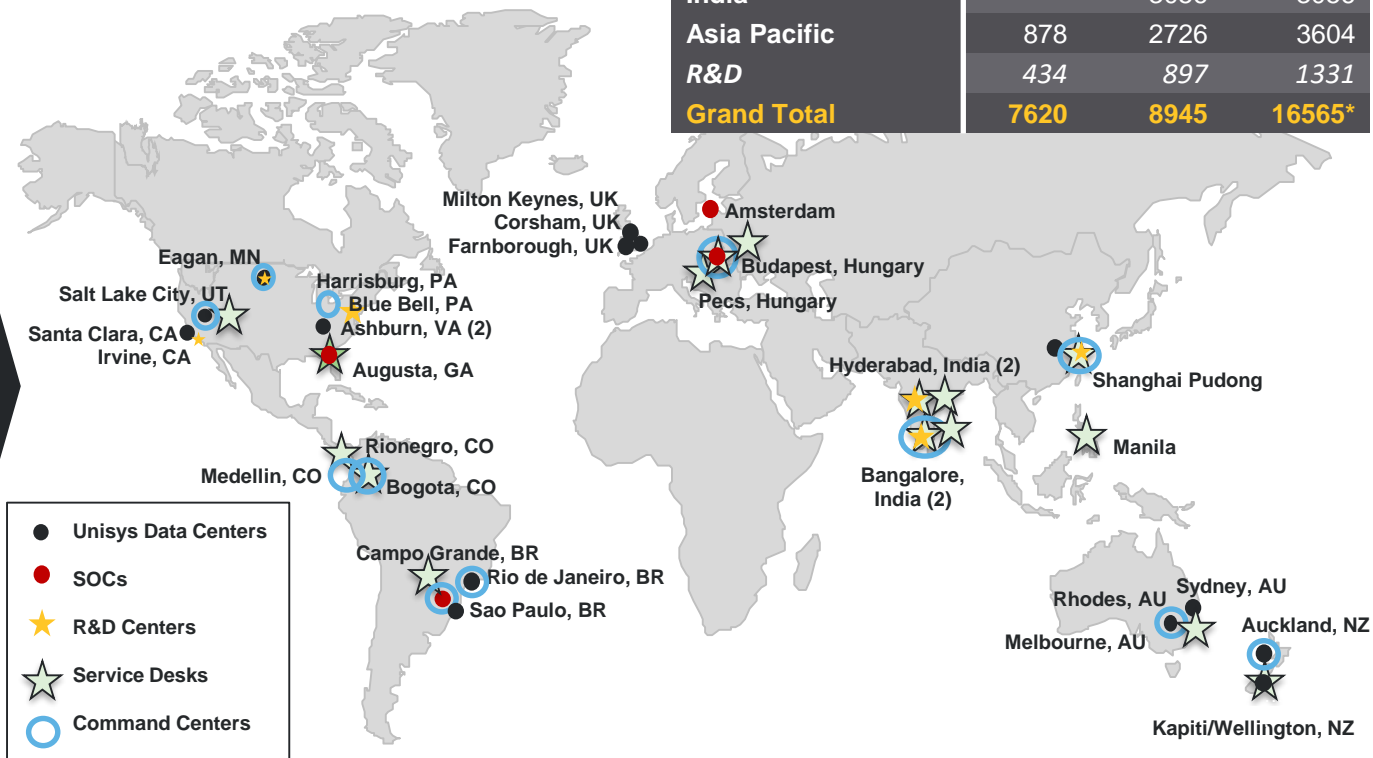
- Unisys-6
- Co-location-8

4 Security Operation Centers (SOCs)

6 R&D Centers

16 Service Desks

12 Command Centers



	Near Shore	Best Shore	Grand Total
EMEA	1836	839	2675
Latin America	1370	1427	2797
U.S. and Canada	3102		3102
India		3056	3056
Asia Pacific	878	2726	3604
R&D	434	897	1331
Grand Total	7620	8945	16565*

*Includes 3643 Field Engineers

Strong, Relevant Mix of Capabilities

SERVICES (85% of total revenue)

Cloud & Infrastructure Services (CIS)

Cloud & Infrastructure

- CloudForte®
 - Cloud Strategy & Design
 - Cloud Migration
 - Hybrid / Multi Cloud Containers
 - Digital Platforms
 - Hybrid/Multi Cloud DC support and Operations
 - Big Data and Advanced Analytics
 - AIOps
- Network and Data Center Services
- Service Management
- ClearPath Forward®
- Unisys Stealth® Cloud Integration

Digital Workplace Solutions

- IntelliServe™ Managed Support
- IntelliServe™ Field Engineering Services
- Productivity and Collaboration
- Endpoint Management
- IoT
- Advanced Analytics
- RPA

Application Services (AS)

- CloudForte® Application Modernization
- DevSecOps
- AIOps
- Application Advisory and Implementation Services
- Mobile Application Services
- ClearPath Forward®

Business Process Outsourcing (BPO)

- Industry-specific business process outsourcing services

Security

- TrustCheck™ Cyber Risk Management
- Security Consulting
- Managed Security Services

TECHNOLOGY (15% of total revenue*)

ClearPath Forward® Server systems and operating system software

- Highly secure, cloud-enabled
- Main driver of historical Technology revenue

Unisys Stealth® Innovative software-based security solution

- Conceals and protects endpoints from unauthorized parties
- Protects sensitive data from potential compromise via microsegmentation and data encryption
- AOA™ - Unisys Always-On Access™
- Dynamic Isolation™

Application Software Proprietary, vertical-specific applications

Investment in our Core Platforms

Designed to deliver the outcomes our clients are looking for



CloudForte®

Any Client, any application, any cloud. Accelerates digital transformation and maximizes innovation in the cloud without sacrificing security or governance.

Unisys CloudForte® delivers a secure hybrid cloud with AWS and Microsoft Azure for the State of Georgia



IntelliServe™

An intelligent workspace platform for frictionless user experiences and superior field services, easily plugs into HR, Finance, and Business applications. Transforms customer experience with AI and automation. IoT – Go anywhere, fix anything.

Unisys IntelliServe™ delivers a pervasive workplace automation platform, integrating AI, RPA, analytics and machine learning to Equitable (formally AXA)



ClearPath Forward®

Delivers mission-critical, high-volume transaction processing for enterprise-wide core business applications for clients who demand the utmost in business-critical security, resiliency, availability and scalability with optimal business agility.

ING Belgium to use cloud based ClearPath Forward® for Core Banking Platform



Security

Zero Trust security built on identity based, encrypted microsegmentation. Isolation of critical data and systems possible in minutes not hours, supported with AI-powered predictive threat prevention.

Stealth™ is NIAP Protection Profile certified, recognized in 33 countries as part of the Common Criteria security standard framework

Unisys Security Solutions

Maximize security posture across IT, OT, production environments

Differentiators

Global Footprint

Complete Security Lifecycle

Physical and Logical Security

Risk Management

Strategic Partnerships

Security Services and Solutions

- Combine consulting, advanced products and efficient managed services for the entire security lifecycle: prediction, prevention, detection, and remediation of advanced threats.
- Secure all points of malware exposure and recognize and respond to attacks the second they happen through Dynamic Isolation™
- Provide a holistic end-to-end approach from biometric identity verification to securing software-defined communities of interest.
- Bridge the gap between the CISO and the board by assessing cybersecurity and cyber risk posture in economic terms

Solution Focus

**Unisys Stealth®
Products and Services**

Managed Security Services

Security Consulting Services

**TrustCheck™ Cyber Risk
Management**

Security Device Management

**Incident Response, Advanced
Endpoint Protection**

Competitive Landscape

We are winning

Competition in IT Services is Intense

- Accenture, Atos, DXC, IBM, Infosys, KPMG, NTTDATA, Wipro
- Lowered organic growth expectations
- Volatile macroeconomic factors
- Pandemic-driven shifts in the way we work
- Consumerization of business
- Incredible pace of digital change

Unisys successfully competes against top 10 IT service providers

- European Central Bank
- Henkel
- Met Police
- States of Georgia, Hawaii, Kansas, Virginia, Pennsylvania
- EBIS Australian Immigration
- Bancolombia



In times of challenge...

Continuity by design

Long-term Contracts

Hardened Business Continuity Practice

Geographic Diversification

Services Delivery Diversification

Solutions Geared To Reducing Client Costs

Strong Government Business

Four Powerful Technology Disruptors Creating Large Opportunity in 2020 and Beyond

Spectacular growth of IoT generates enormous data

Internet of Things

Connected devices & edge growing due to 5G from 6.4B ('16) to 21B devices ('20)

CAGR 30% (Gartner)

Massive amounts of data fuels need for Cloud Computing

Cloud Computing

Cloud computing spend projected to grow from \$229B ('19) to \$500B ('23)

CAGR 22.3% (IDC)

Need to understand, interpret, massive data drives AI

Artificial Intelligence

AI & Cognitive spend projected to grow from \$24.0B ('18) to \$77.6B ('22)

CAGR 37.3% (IDC)

Rapidly build, deploy Apps Containers and Kubernetes

Containers & Kubernetes

75% of Enterprises will run Apps in containers in '22 vs. 30% today

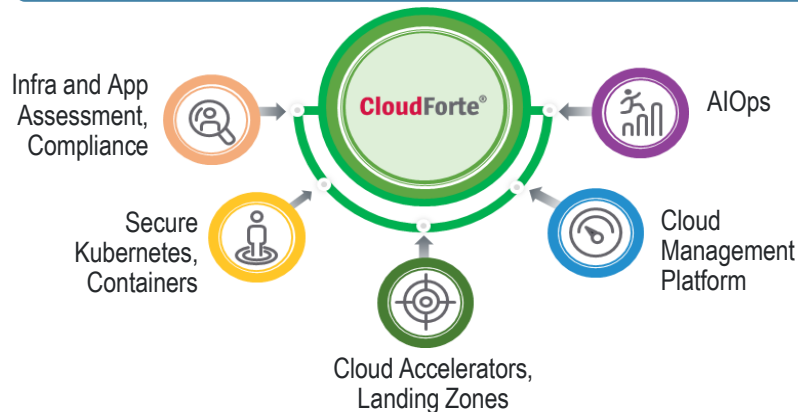
CAGR 40% (Gartner)

Cyber Security

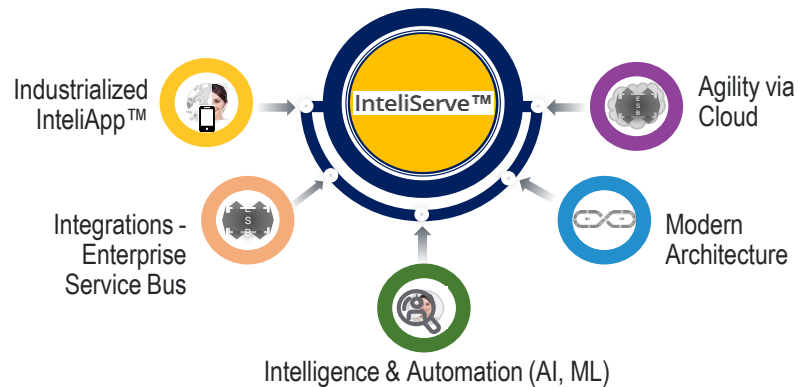
Unisys is positioned to take advantage of these disruptors and evolve our offerings to become differentiated platforms

Our Platforms are Evolving to Take Advantage of Opportunity

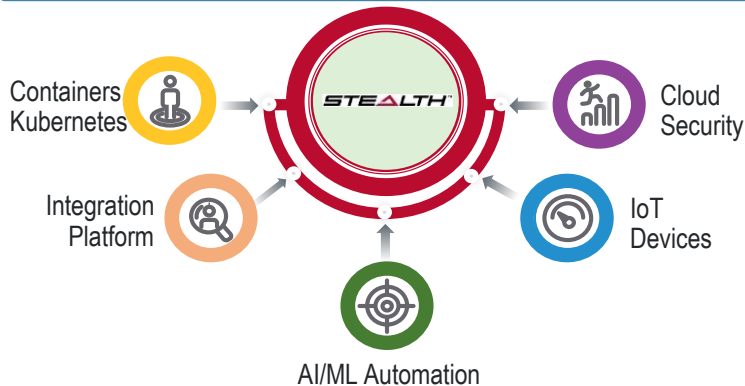
Make hybrid Cloud Simple with outcomes Across Lifecycle



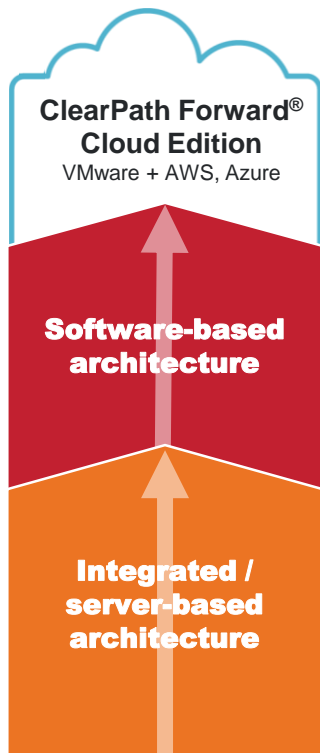
Transform Workplace Services - Automation and AI



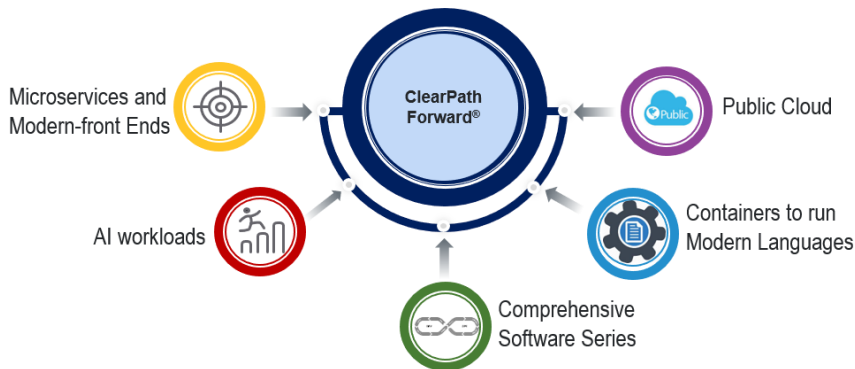
Always On Security for Always On Resilience



ClearPath Forward® for the Modern World



Drive Largest Workloads Through Digital Business Evolution



- **Enable modernization** by supporting modern front-end and back-end
- **Hardware Agnostic** and flexibility to Run Anywhere including public Cloud
- **Grow** into new workloads/use cases via support of Modern languages

Our Brand Promise



VISION

Enhancing people's lives through secure, reliable advanced technology.

MISSION

To build high-performance, security-centric solutions for the most demanding businesses and governments.

POSITIONING

Building Better Outcomes – Securely – for the world we live in.

CORE BELIEFS: Curiosity | Creativity | Client-Centricity | Integrity

How We Differentiate Our Brand



SECURITY

- Unparalleled thought leadership
- Award-winning technologies
- Security in everything we do



Unisys Named a Leader in the 2020 Gartner Magic Quadrant for Managed Workplace Services, North America

UNISYS | Securing Your Tomorrow®

INNOVATION

- Technology platforms
- Next-gen innovations
- Analyst endorsements
- Industry awards



Our Clients

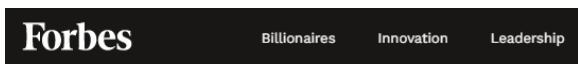
We help businesses and governments improve the lives of their customers and citizens - here are some of their stories.

CLIENT SUCCESS

- Industry-leading Net Promoter Score (NPS)
- Exceptional client loyalty
- Strong client advocacy

Awareness Strategy

Earned Media



Thought Leadership



Owned Media



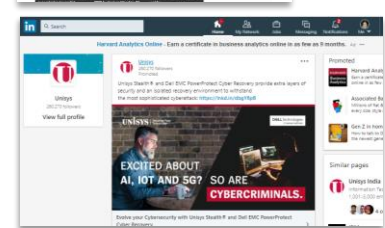
Integrated Social Publishing

Unisys.com system

Paid Media



Digital Advertising



Social Media Advertising



Strategic OOH
Content Syndication
Paid Search

Thank You for Attending

Please join us for our first-quarter earnings announcement:

April 28, 2020 | 5pm Eastern

<https://www.unisys.com/investor-relations>

Contact us: Mike.Thomson@Unisys.com Courtney.Holben@Unisys.com