



Investor Webcast – Go-to-Market Momentum

June 13, 2018

Jeff Renzi | SVP & President, Global Sales

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 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.
- 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 revenue, 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.
- This year we will be reporting 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. For more information regarding these adjustments, please see our earnings release and our Form 10-Q for the quarter. 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.
- These presentation materials can be accessed on the Unisys Investor website at www.unisys.com/investor. Information in this presentation is as of June 13, 2018, and Unisys undertakes no duty to update this information.

Today's Agenda

- ➔ Overview of recent **go-to-market momentum**
- ➔ Key **drivers** of recent success
- ➔ **Case studies**
- ➔ **Positioning** for the **future**

Go-To-Market Progress

2017 Total Contract Value

Total Company

\$3.2B

8% YoY increase

New Business

\$1.2B

89% YoY growth

2017 Pipeline¹

Total Company

\$13.6B

54% YoY growth

New Business

\$11.2B

66% YoY growth

2017 Annual Contract Value

Total Company

\$1.5B

22% YoY growth

New Business

\$442M

93% YoY growth

Security

>\$685M

20% YoY growth

Industry Application Products & Related Services

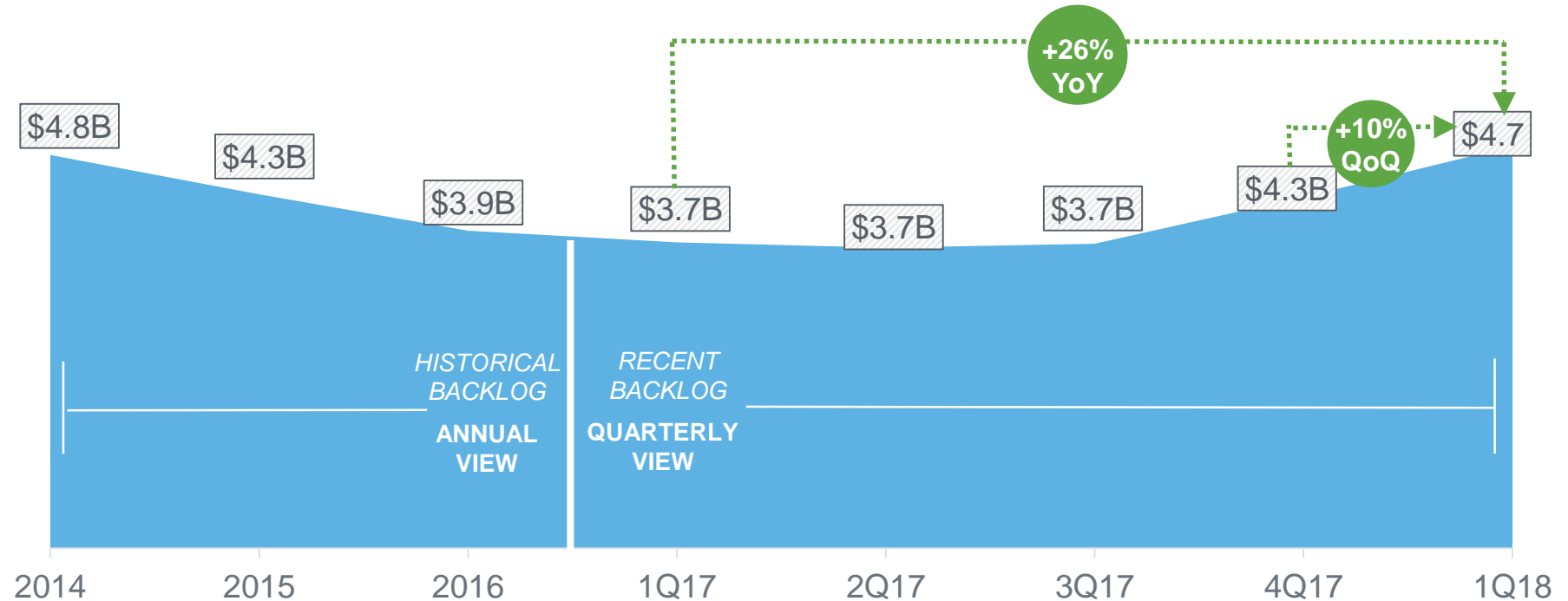
>\$745M

7% YoY growth

**2017 Focus industry revenue (44% of total revenue) up 3.0%
year over year**

¹ Pipeline represents prospective sale opportunities being pursued or for which bids have been submitted. There is no assurance that pipeline will translate into recorded revenue.

Services Backlog Trend



Services Backlog is the balance of contracted services revenue not yet recognized, including only the funded portion of services contracts with the U.S. Federal government

Key Drivers of Recent Go-To-Market Momentum

1

Sharp Focus On:

- Specific industries
- Security
- Leveraging best-in-class Services and Technology offerings...

2

... supported by process improvements and upgraded talent

Key Drivers of Recent Go-To-Market Momentum

1

Sharp focus on specific industries, security and best-in-class leveraged offerings

Focus Industries

- **Targeted go-to-market approach**
 - Deep domain expertise
 - Above-average growth potential
- **Launched or refreshed Industry Application Products**
 - Industry-specific solutions
 - Impactful solutions for clients

Security In Everything We Do

- **Successfully leveraging Stealth® as differentiator**
 - Stealth® acting as key differentiator vs. competition in recent wins
 - TSA
 - Australia's Department of Home Affairs
- **Including Security Managed Services in solution design**
- **Using broader security expertise to innovate new solutions**

Best-In-Class Leveraged Solutions

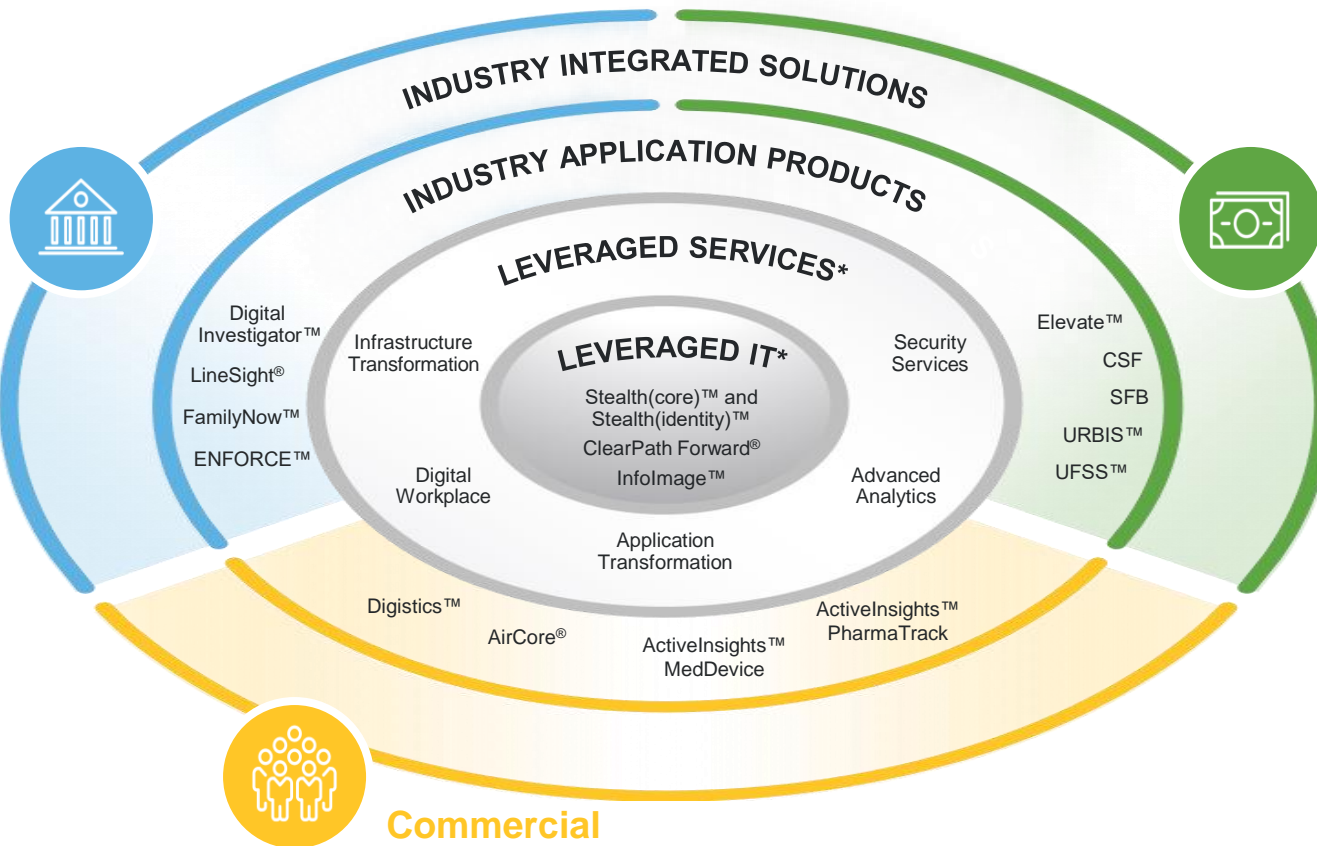
- **Supporting mission-critical Client functions**
 - Infrastructure Transformation
 - Digital Workplace
 - Security Services
- **ClearPath Forward technology roadmap**
 - Helping give clients a path to next-generation technologies and operating environments

Unisys Solutions

Government

U.S. FEDERAL AND PUBLIC SECTOR

- Justice and Law Enforcement
- Border Security
- Social Services
- Homeland Security
- Defense and Intelligence
- Civilian Agencies



Financial Services

- Commercial and Retail Banking
- Mortgage

Commercial

- Travel and Transportation
- Life Sciences and Healthcare
- Communications
- Retail

* Used where appropriate

Key Drivers of Recent Go-To-Market Momentum

2

Process Improvements and Upgraded Talent

Upgraded Sales Pursuit Teams

- **Up-skilled** and **right-sized** sales teams

Consultative Selling Approach

- Increased focus on **client-centricity**
- **Proactive identification of needs and solutions** vs. standard RFP response
- Upgraded go-to-market roles
- Ongoing, industry-recognized **training** and **pursuit methodology**

Process Improvements and Efficiency

- Global pursuit **process standardization**
- **More discipline** around pursuit qualification
- Easy-to-use pricing **tools and automation**
- Leveraging lessons learned to **replicate success**
 - Developing muscle memory – e.g., pursuit teams, proposals, win-themes, artifacts

Negotiating Style

- More **collaborative and responsive** negotiation style

Updated Brand Perception

- **Refreshed brand story**, including Security and industry focus, delivery excellence, and cross-industry innovation
 - Advertising campaign including WSJ

Key Case Studies – Strategy In Practice

Focus Industries

Large State Government

- State government was looking to **enhance the security** of their systems while also **moving their infrastructure to the cloud**
- Leveraging our **Federal expertise** in **security standards** and **intuitive cloud management platform**, Unisys designed a solution that provides state-of-the-art security, and a transformational cloud environment
- State government highlighted our **client-centric approach** and **innovative solution** as differentiators

Best-in-Class Leveraged Solutions

Large Technology Company

- Company needed to **improve the productivity** and **flexibility** of their technical support to Enterprise customers
- After a wide RFP process, they selected our **best-in-class workplace services capability** to implement improvements in productivity, flexibility and service support
- Our consultative selling approach allowed for **more interactive dialogue**, which ultimately led to the best solution
- Client **trusted Unisys to take responsibility** for a key customer-facing role

Security in Everything We Do

TSA



Transportation Security Administration

- TSA needed to improve operational support to **connect and secure data** from **all passenger/baggage screening equipment** at airports across the U.S.
- By **architecting our solution around Stealth**, Unisys is able to **offer a highly cost-effective solution**, to integrate data from more than 14,000 individual pieces of equipment across our nation's airports
- Unisys' **integrated approach** incorporating Stealth offered **material savings** in time & money for the Government

Poised for Growth: Tested Strategy, Focused Execution

- **Focused & differentiated go-to-market approach**
 - Capitalizing on expertise
 - Industry domain knowledge
 - Targeted solutions
 - Security as a differentiator
- **Enhanced execution playbook**
 - Improved targeting
 - Better integrated and engaged with clients
 - Increased efficiency
 - More agile
- **Momentum**
 - Winning attitude...intangibles
 - More and better client references
 - New logo success creates opportunities for expansion





Q&A