



Unisys

Needham Growth Conference

JANUARY 14, 2025



Disclaimer

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Unisys cautions readers that the assumptions forming the basis for forward-looking statements include many factors that are beyond Unisys' ability to control or estimate precisely, such as estimates of future market conditions, the behavior of other market participants and that total contract value (TCV) is based, in part, on the assumption that each of those contracts will continue for their full contracted term. Words such as "anticipates," "estimates," "expects," "projects," "may," "will," "intends," "plans," "believes," "should" and similar expressions may identify forward-looking statements and such forward-looking statements are made based upon management's current expectations, assumptions and beliefs as of this date concerning future developments and their potential effect upon Unisys. There can be no assurance that future developments will be in accordance with management's expectations, assumptions and beliefs or that the effect of future developments on Unisys will be those anticipated by management. Forward-looking statements in this presentation are not limited to any projections or expectations of revenue growth, margin expansion, achievement of operational efficiencies and savings, investments in artificial intelligence adoption and innovation, future growth of our Next-Gen Solutions, TCV and New Business TCV, the impact of New Logo signings, the impact of Unisys Logistics Optimization, backlog, pipeline, book-to-bill, full-year 2024 revenue growth and profitability guidance, including constant currency revenue, Ex-L&S revenue growth, L&S revenue, non-GAAP operating profit margin, free cash flow generation and the assumptions and other expectations made in connection with our full-year 2024 financial guidance, our pension liability, future economic benefits from net operating losses and statements regarding future economic conditions or performance.

Additional information and factors that could cause actual results to differ materially from Unisys' expectations are contained in Unisys' filings with the U.S. Securities and Exchange Commission (SEC), including Unisys' Annual Reports on Form 10-K and subsequent Quarterly Reports on Form 10-Q, recent Current Reports on Form 8-K, and other SEC filings, which are available at the SEC's web site, <http://www.sec.gov>. Information included in this presentation is representative as of the date of this presentation only and while Unisys periodically reassesses material trends and uncertainties affecting Unisys' results of operations and financial condition in connection with its preparation of management's discussion and analysis of results of operations and financial condition contained in its Quarterly and Annual Reports filed with the SEC, Unisys does not, by including this statement, assume any obligation to review or revise any particular forward-looking statement referenced herein in light of future events.

Non-GAAP Information

This presentation includes certain non-GAAP financial measures that exclude certain items such as postretirement expense; certain legal and other matters related to professional services and legal fees, including legal defense costs, associated with certain legal proceedings; environmental matters related to previously disposed businesses; and cost-reduction activities and other expenses that the company believes are not indicative of its ongoing operations, as they may be unusual or non-recurring. The inclusion of such items in financial measures can make the company's profitability and liquidity results difficult to compare to prior periods or anticipated future periods and can distort the visibility of trends associated with the company's ongoing performance. Management also believes that non-GAAP measures are useful to investors because they provide supplemental information about the company's financial performance and liquidity, as well as greater transparency into management's view and assessment of the company's ongoing operating performance.

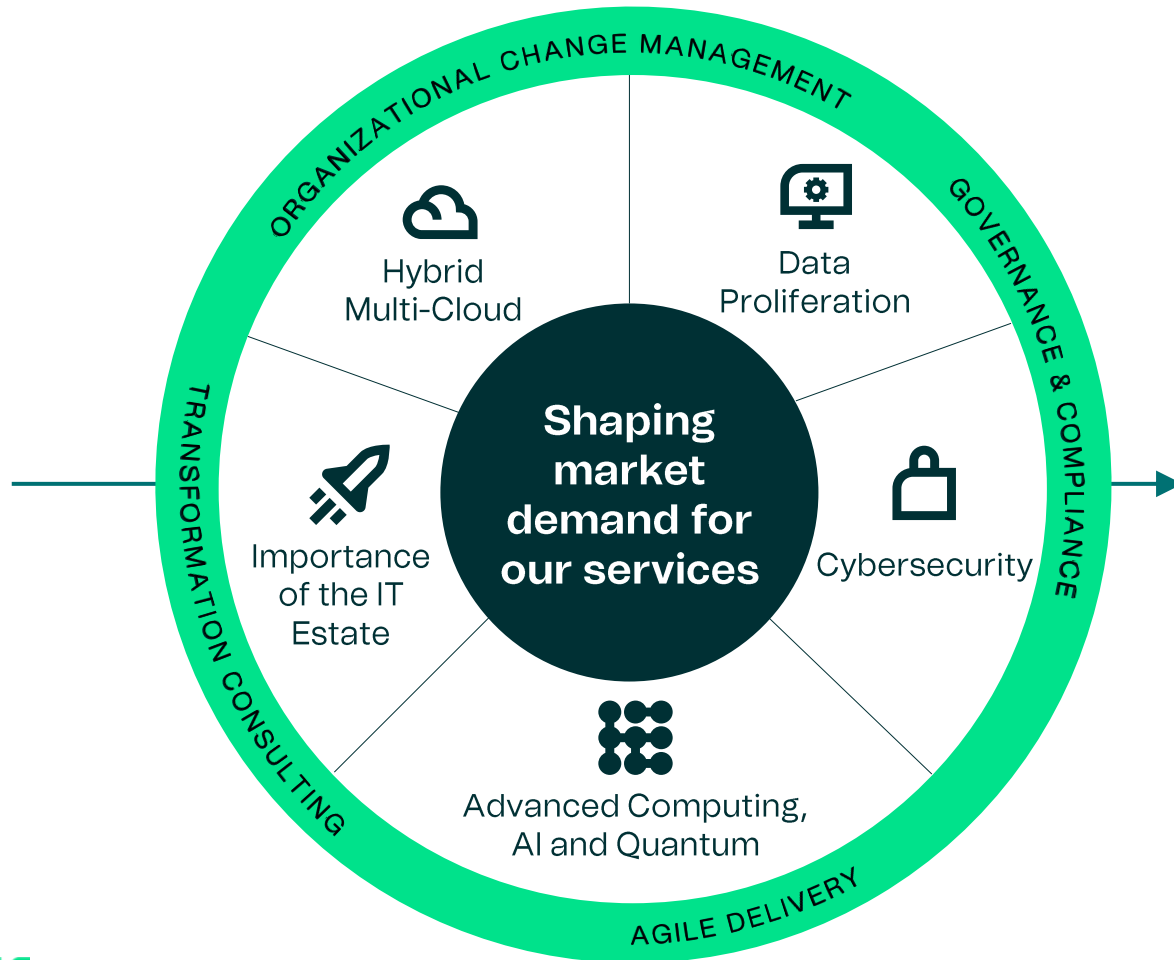
Non-GAAP financial measures are often provided and utilized by the company's management, analysts, and investors to enhance comparability of year-over-year results and to isolate in some instances the impact of software license renewals, which tend to be lumpy, and related support services in order to evaluate the company's business outside of these areas. These items are uncertain, depend on various factors, and could have a material impact on the company's GAAP results for the applicable period. These measures should not be relied upon as substitutes for, or considered in isolation from, measures calculated in accordance with U.S. GAAP. A reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated and reported in accordance with GAAP can be found below except for financial guidance and other forward-looking information since such a reconciliation is not practicable without unreasonable efforts as the company is unable to reasonably forecast certain amounts that are necessary for such reconciliation. This information has been provided pursuant to the requirements of SEC Regulation G.



Company Overview

Our market and our solutions

Unisys delivers & manages mission-critical IT foundations integrated with seamless, value-added services



WE DELIVER VALUE THROUGH

Mission Critical Systems & IT Expertise
with consistent delivery excellence at scale

Managing Hybrid Multi-Cloud Environments
through complex transformations and on-going run optimization

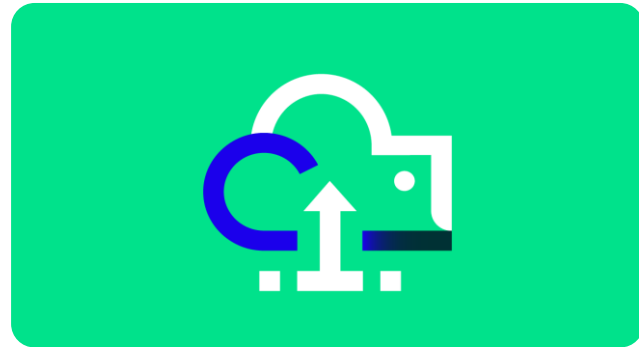
Deep Data Expertise
developed over decades serving key industries

Application Development & Modernization
with more than 150 years of innovation experience

Experienced-Based Digital Workplace Solutions
to proactively enhance operational efficiency and employee experience



Comprehensive mission-critical IT solution portfolio simplifying IT operations & transformation at scale



Cloud, Applications
& Infrastructure Solutions



Digital Workplace
Solutions



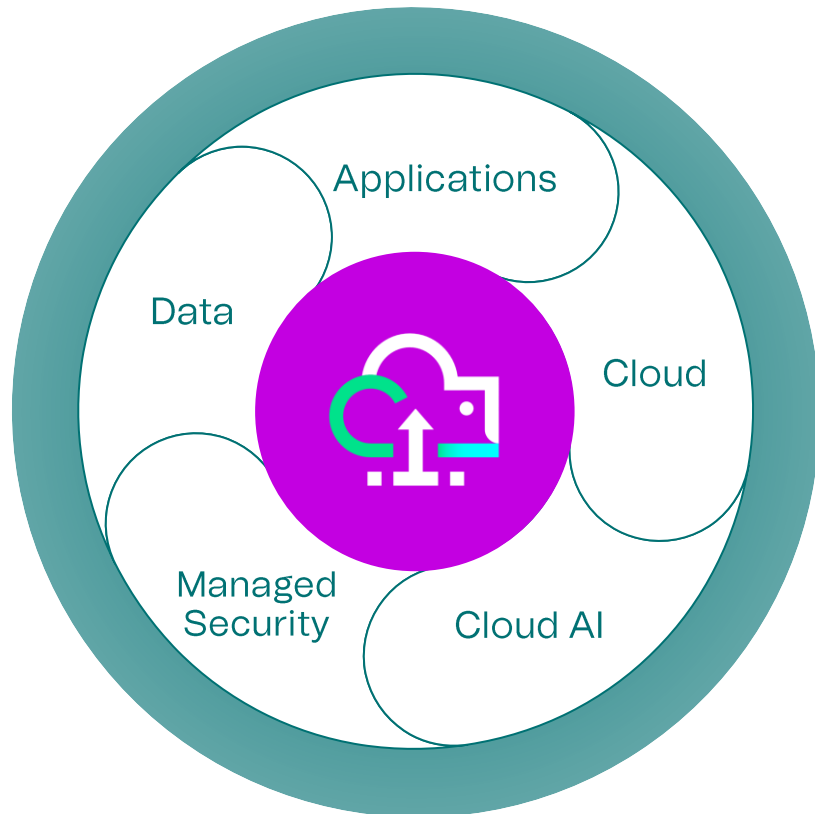
Enterprise Computing
Solutions

Multi-Cloud → Data Layer → Application layer → Devices & End-User Experience → Specialized & Industry Solutions

Cloud, Applications & Infrastructure Solutions

CA&I Solution Portfolio¹

~30% of total revenue ~17% gross margin



CA&I Solution Priorities

Cloud Managed Services (Intelligent Operations)

This solution integrates a cloud management platform, observability, AIOps, and advanced automation as a service model to enhance and expand multi-cloud managed services offerings to establish and maintain secure, resilient foundations.

Applications & Data (Digital Agility)

Drive digital innovation, acceleration, scale and revenue growth with the "Application Factory" and through transformation, modernization, and management solutions.

Security Solutions (Secure Enterprise)

Safeguard and govern digital enterprise from evolving cyber threats through a comprehensive suite of technology solutions and best practices. The solution encompasses Threat Exposure Management, Proactive Governance and Innovation, Post-Quantum Encryption, and Cyber Resilience.

Unisys Intelligence Accelerator

This innovative repeatable solution framework features a multi-modal, multilingual, intelligent GenAI enabled companion that consistently provides data insights in a safe and responsible manner.

Industry Vertical Solutions

Provide industry-specific outcomes tailored to the global public sector and higher education, supported by a robust governance framework, streamlined processes, and comprehensive technology solutions.



¹Total revenue split and gross margin are calculated for year-to-date as of September 30, 2024.

Digital Workplace Solutions

DWS Solution Roadmap Priorities

Service Experience Accelerator

Foundational EUX innovation platform to drive new logo and base growth. Omnichannel customer experience and knowledge management optimization.

Frontline Worker (Field Services)

Evolve in-person skills beyond traditional repair, networking, and rack-and-stack to access new revenue streams e.g., AI-enabled enterprise (e.g. air/liquid cooling, IoT) and expanded partnerships. Continuous improvement in field services efficiency at scale.

Device Subscription Service (DSS)

Deploy a comprehensive model for end-to-end device lifecycle management, consumed as-a-service by clients to enable predictable spend and outcomes.

Enterprise Knowledge Management

Enabling clients to evolve the curation, management and utilization of knowledge (IT and beyond) via a combination of people, process, and GenAI technologies.

Enterprise Service Management

End-to-end digital workflow solutions to drive operational efficiencies for our clients by establishing a ServiceNow Practice and mid-market strategy.

Unified Experience Management XLA 3.0

Build on our market-leading XLA 2.0 beyond monitoring & improving the experience of a persona – encompassing a holistic system/environment (e.g. meeting rooms, edge devices, smart buildings).

DWS Solution Portfolio¹

~30% of total revenue ~16% gross margin

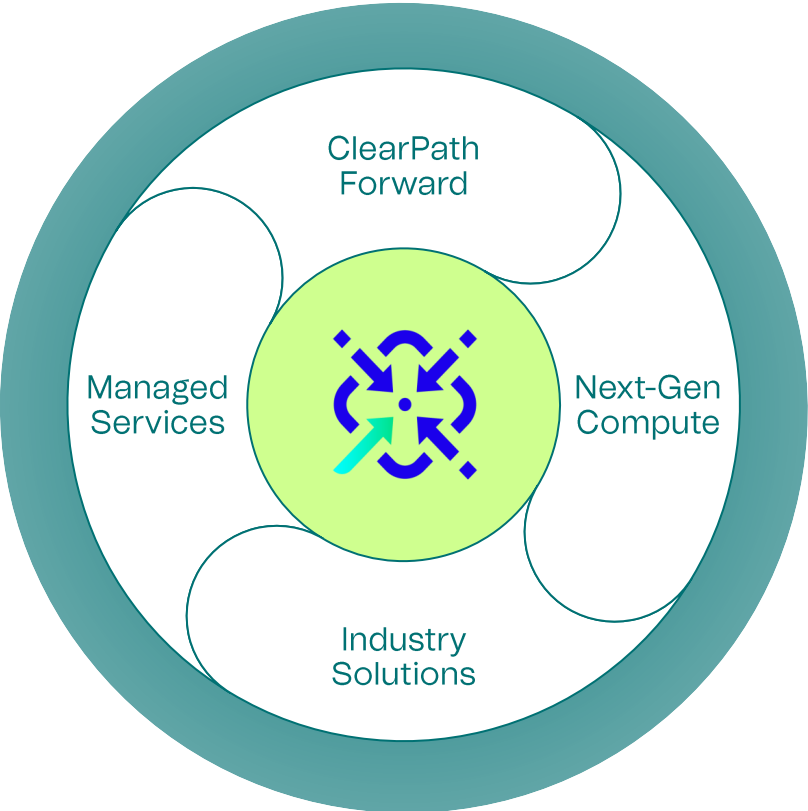


¹Total revenue split and gross margin are calculated for year-to-date as of September 30, 2024.

Enterprise Computing Solutions

ECS Solution Portfolio¹

~30% of total revenue ~58% gross margin



ECS Solution Priorities

ClearPath Forward 2050

Continuing product and platform evolution. De-risk skills erosion and enhance digital engineers & engineering expertise.

Managed Services

Continue expansion of infrastructure and application managed services in niche skill areas (CPF related). Expand application modernization pursuits in the CPF base (Delivery from CA&I Apps Factory).

Post Quantum Cryptography

Help global enterprises to adapt to changing standards and impending existential risk upcoming rapid evolution in this space. Market CAGR ~20% over next ten years to over \$2 billion annual.²

Unisys Logistics Optimization

Expanding data-driven logistics optimization solution via as-a-Service consumption. Core development around capacity, multi-modal route, and inventory optimization.

Industry Solutions and Next-Gen Compute

Optimization use cases using hybrid compute (GPU/HPC/Quantum) powered AI models to enable near-real time management capability.



¹Total revenue split and gross margin are calculated for year-to-date as of September 30, 2024.

²Source: Future Market Insights: *Quantum Cryptography Market Share & Forecast 2023*.

Select Unisys Clients

PUBLIC SECTOR/HIGHER EDUCATION



FINANCIAL SERVICES



TRAVEL AND TRANSPORTATION



RETAIL AND CONSUMER GOODS



MANUFACTURING



OTHER



Note: Select Clients

FY23 Revenue Profile

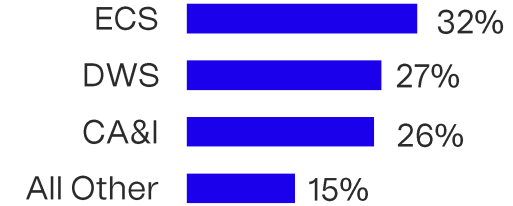
Highly diverse revenue streams with large base of recurring revenue¹

~20%
L&S Solutions

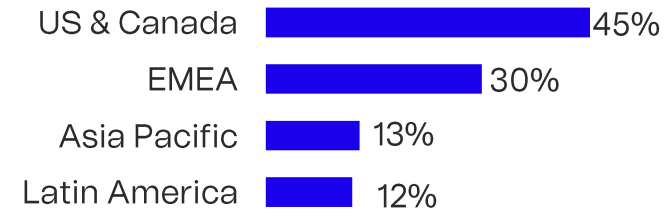
~80%
Ex-L&S Solutions



Segments



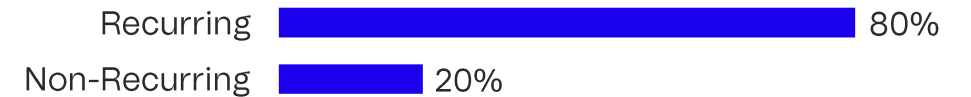
Geography



Client Sector



Type¹



Note: See Appendix for reconciliation of non-GAAP measures

¹Recurring and non-recurring revenue, and L&S and Ex-L&S revenue splits are rounded off.

Strategic Unisys Partners

Key Alliance Partners

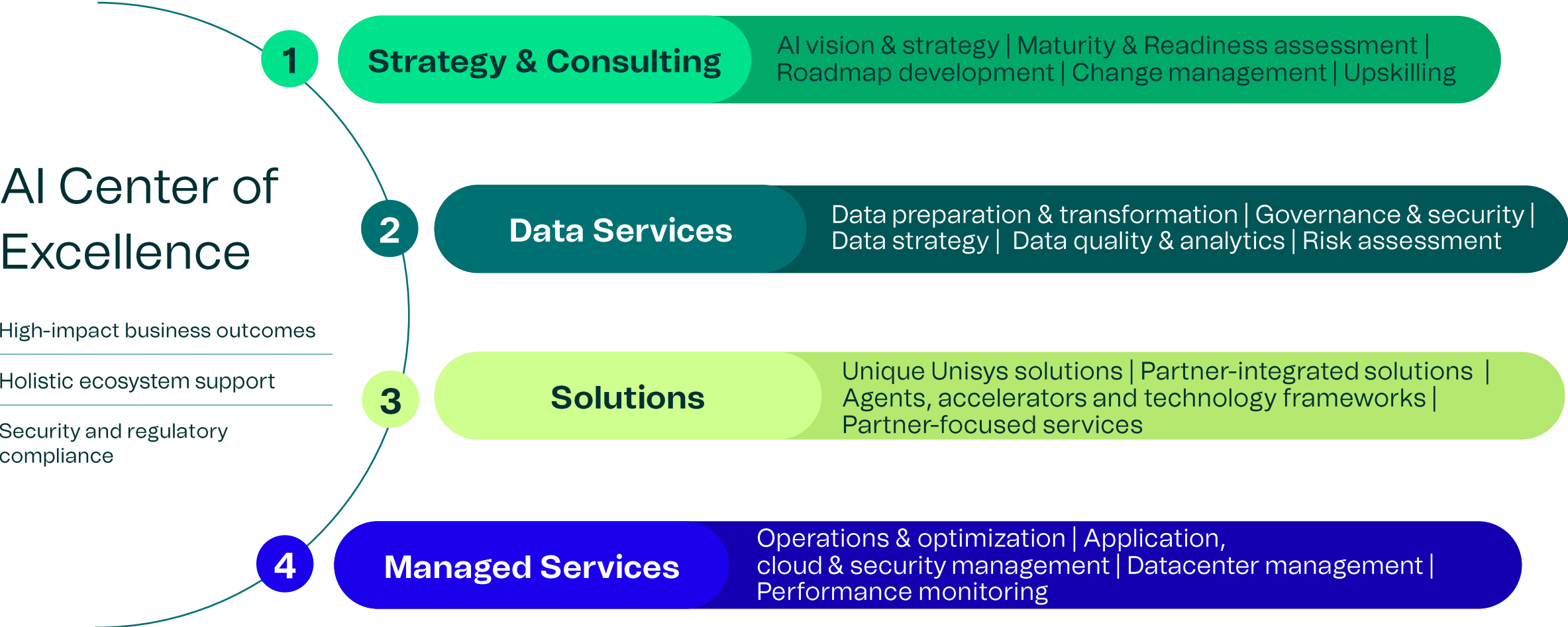


Other Alliance Partners



How Unisys enables enterprise AI

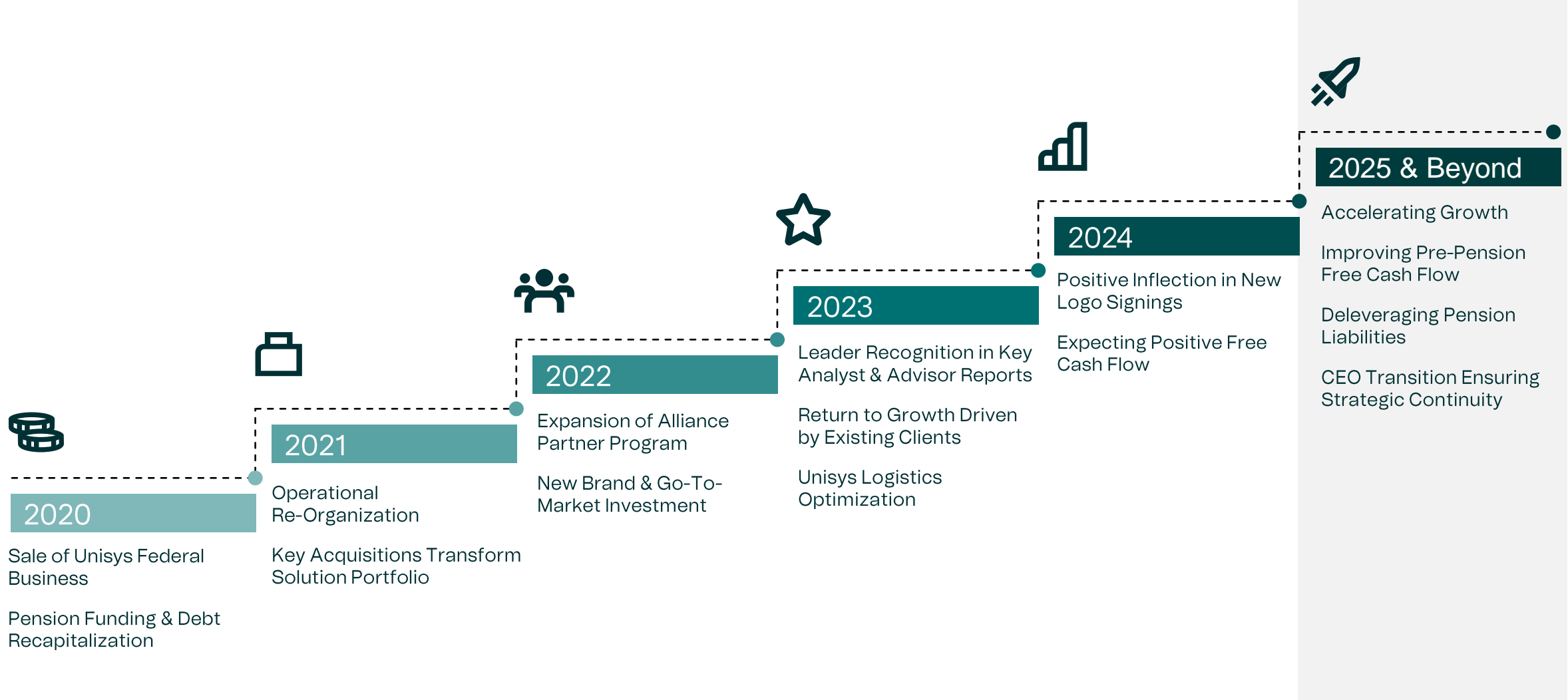
A comprehensive, start-to-future AI portfolio with a pragmatic approach



Our Opportunity

Where we came from and where we plan to go

The Unisys Transformation



Our Opportunity

We have multiple opportunities to create solid value for Unisys stakeholders



Grow Ex-L&S revenue

Building awareness and recognition of our solutions & capabilities



Accelerate growth rate

Through AI-related services and industry solutions, such as Unisys Logistics Optimization



Invest in our core L&S platforms

Leveraging expertise in hybrid compute to increase value for clients and use of our systems



Expand profitability

Through delivery efficiency, solution mix shift, and SG&A efficiencies



Improve free cash flow conversion

Lower legal & environmental payments, one-time environmental recovery, utilization of tax assets



Sustain flexible capital structure

Pension contributions de-lever capital structure and create stakeholder value

Key 2023 / 2024 Recognitions

Key Takeaway: Our solutions, our company, and our services are recognized by partners, analysts, advisors, and industry leaders as top notch.

Company Awards

NEWSWEEK
TOP 100 GLOBAL MOST LOVED WORKPLACES

DELL TECHNOLOGIES AWARD
2024 GLOBAL ALLIANCES TRAILBLAZER PARTNER OF THE YEAR, GLOBAL

DELL TECHNOLOGIES AWARD
2024 GLOBAL ALLIANCES EXPANSION PARTNER OF THE YEAR, AMERICAS

HDI GLOBAL SERVICE AND SUPPORT AWARDS
BEST CUSTOMER EXPERIENCE

HDI GLOBAL SERVICE AND SUPPORT AWARDS
BEST SERVICE AND SUPPORT MANAGER



LEADER in 2024 Microsoft Cloud Ecosystem
CHALLENGER in ServiceNow Ecosystem Partners
LEADER in Generative AI Services
LEADER in Cybersecurity Solutions and Services
LEADER in Private/Hybrid Cloud Solutions and Services

LEADER in Future of Work
LEADER in Multi-Public Cloud Services
LEADER in Mainframe Modernization Services
DISRUPTOR in Freight and Logistics Digital Services



LEADER in Cognitive & Self-Healing IT Infrastructure
LEADER in End-to-End Cloud Infrastructure

LEADER in Advanced Digital Workplace Services
LEADER in Cyber Resiliency



MAJOR PLAYER in Worldwide Managed Public Cloud Services
MAJOR PLAYER in Application Modernization
LEADER in European Human-First Digital Workspace Services

MAJOR PLAYER in Cloud Professional Serv. WW Higher Education
MAJOR PLAYER in Cloud Professional Serv. NA State & Local Gov.



CHALLENGER in Applied AI Services
CHALLENGER in Cybersecurity Services
LEADER in Digital Workplace Services
INNOVATOR in Hybrid Enterprise Cloud Services

LEADER in End-user Computing Services
INNOVATOR in Application Modernization Services
INNOVATOR in Data Center Managed Services



CHALLENGER in Global Outsourced Digital Workplace Services
NICHE in Hybrid Infrastructure Managed Services



MAJOR CONTENDER in Digital Workplace Services PEAK Matrix® Assessment
MAJOR CONTENDER in North America Cloud Services Assessment
LEADER in Digital Workplace Services PEAK Matrix® Assessment – Mid-market Enterprises

Improving sales metrics

Strong new business signings driving Ex-L&S backlog growth

New Business
TCV

+32%

Year-to-date¹

New Logo
TCV

+>500%

Year-to-date¹

3Q Backlog
Total Company

\$2.8B

+18% Year-over-Year

3Q Backlog
Ex-L&S

\$2.4B

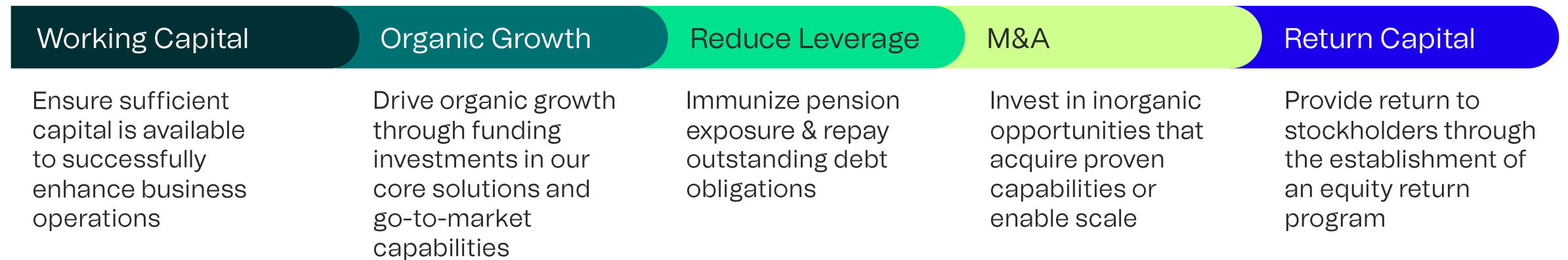
+19% Year-over-Year



¹Year-to-date as of September 30, 2024.

Capital Allocation Prioritization

Prioritization designed to unlock access to capital, accelerates the development of our portfolio, immunizes pension exposure, enables scale through acquisition, and puts us on a path to return capital to stockholders.



Mike Thomson



Certified Public Accountant & Masters in Taxation (Villanova)



President & Chief Operating Officer

May '22-Present

- Sales & Client Service
- Innovation
- M&A Integration
- Global Delivery
- Business Operations

Chief Financial Officer

Apr '19-May '22

- Operational Efficiency
- Capital Allocation
- Pension Management

Controller

Nov '15-Apr '19

- General Accounting
- Pension Accounting



Principal Accounting Officer & Controller

Jun '01-Nov '15

- Financial Systems Design & Implementation
- SEC & Statutory Reporting



Contact:
Investor@Unisys.com

unisys.com

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