



**2020 Unisys Annual Stockholder Meeting**  
May 7, 2020

# Unisys Corporation 2020 Annual Stockholders Meeting

## Agenda

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1. Call to order
2. Organization of the meeting
3. Presentation of the proposals
  - a. To elect directors
  - b. To ratify the selection of the independent registered public accounting firm for 2020
  - c. To hold an advisory vote to approve executive compensation
4. Opening of the polls for voting
5. Closing of the polls
6. Inspector's report on voting
7. Adjournment

Report on the State of the Company

Stockholders' questions and comments

# Disclaimer

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- 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.
- 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 pension 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; Non-GAAP Diluted Earnings per Share; Free Cash Flow and Adjusted Free Cash Flow; EBITDA and Adjusted EBITDA; and Constant Currency.
- 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](http://www.unisys.com/investor). Information in this presentation is as of May 7, 2020, and Unisys undertakes no duty to update this information.

# 2019 Financial Highlights



**Achieved guidance on:**

**Non-GAAP adjusted revenue**

**Non-GAAP operating profit margin**

**Adj. EBITDA margin**



**Second-consecutive year of non-GAAP adjusted revenue growth**

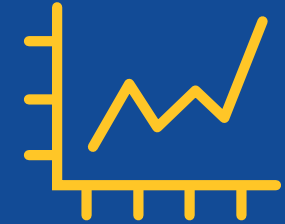
**Highest annual revenue growth since 1998**

**Highest annual non-GAAP Services revenue since 2003**



**2019 non-GAAP operating profit margin expansion**

**2019 Services non-GAAP adjusted operating profit margin expansion**



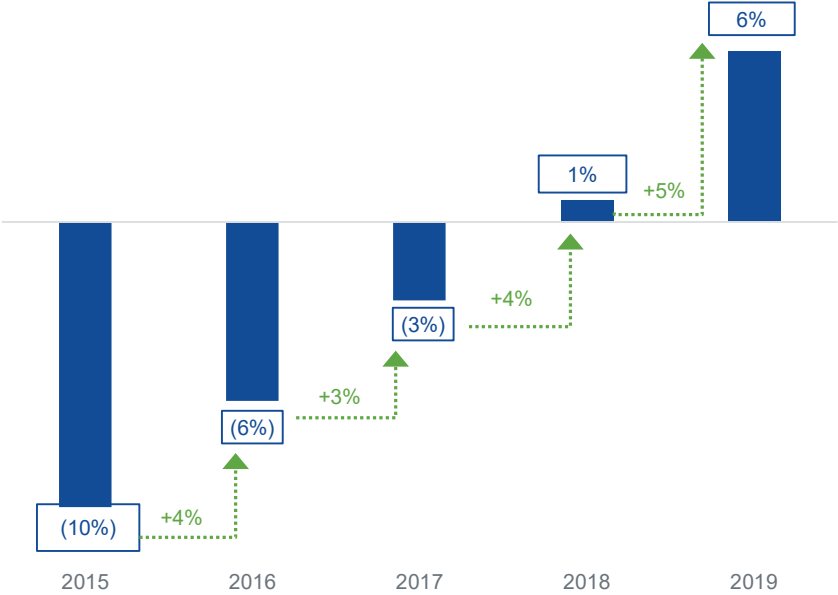
**2019 Operating cash flow up \$50.0M over prior year**

**2019 Adjusted free cash flow up \$65.0M over prior year**

# Historical Financial Performance

## Non-GAAP Revenue Growth<sup>1</sup>

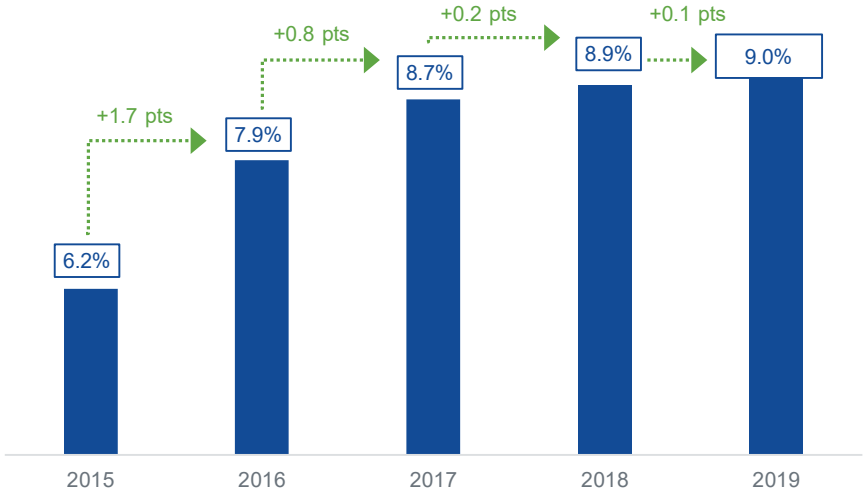
Average of **4.0 pts** of revenue growth improvement per year over last 4 years



Year	2015	2016	2017	2018	2019
GAAP Revenue Growth	(10%)	(6%)	(3%)	3%	4%

## Non-GAAP Operating Profit Margin<sup>1</sup>

**280** basis points of non-GAAP operating profit margin expansion over the last 4 years

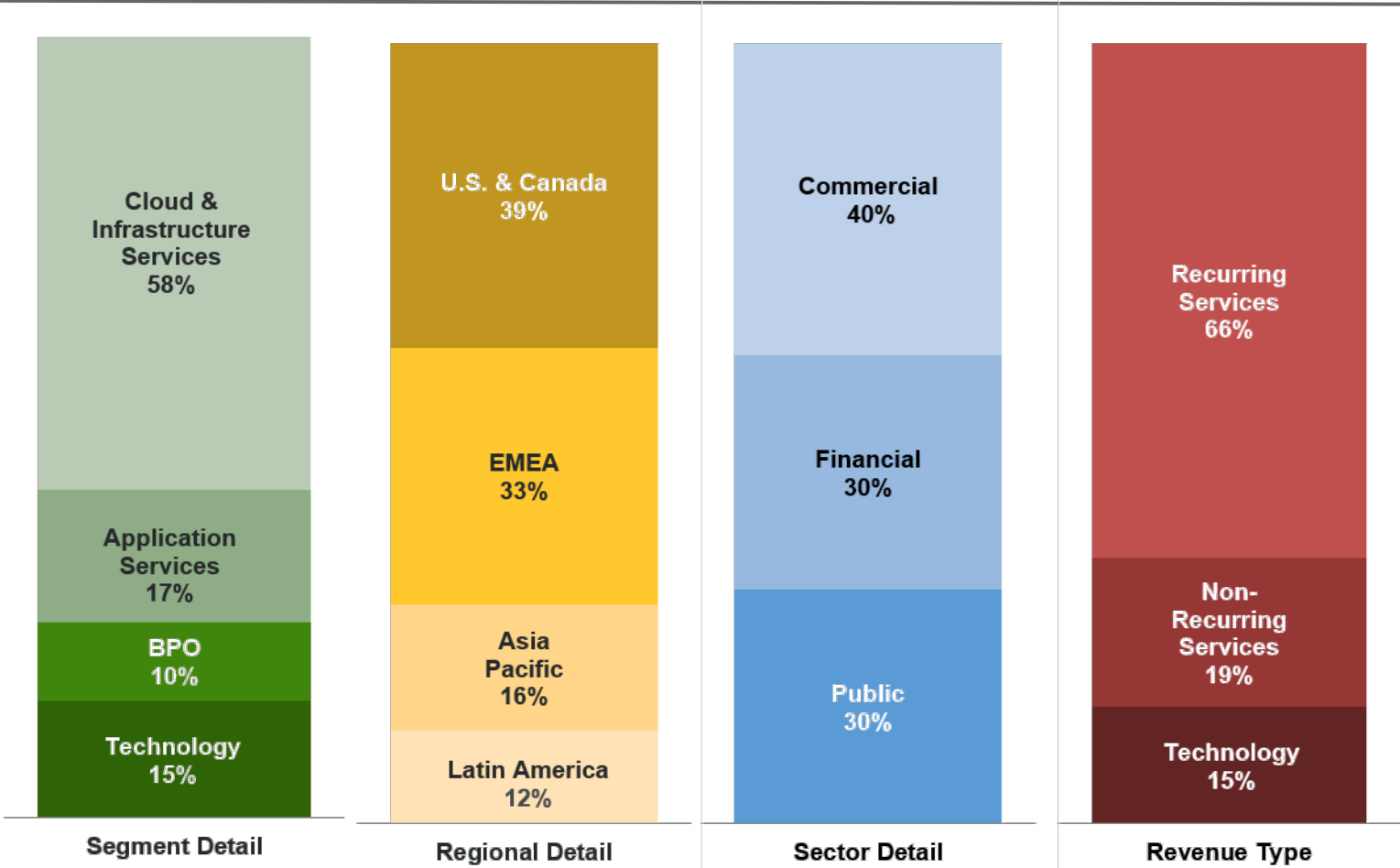


Year	2015	2016	2017	2018	2019
GAAP Operating Profit Margin	1.8%	4.6%	3.5%	10.1%	8.1%

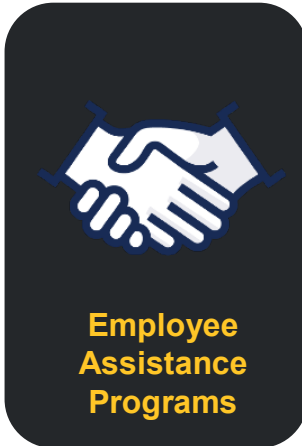
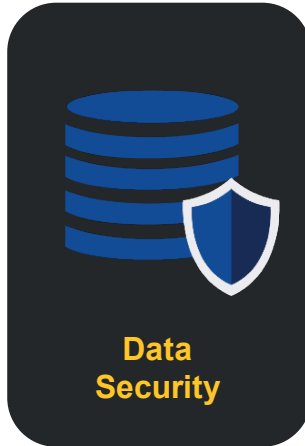
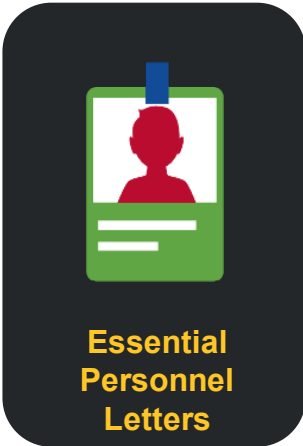
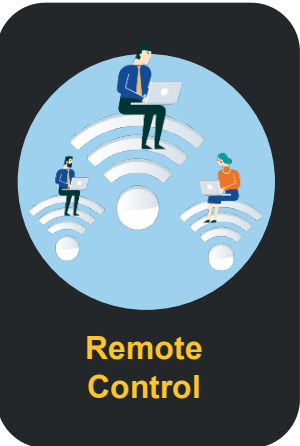
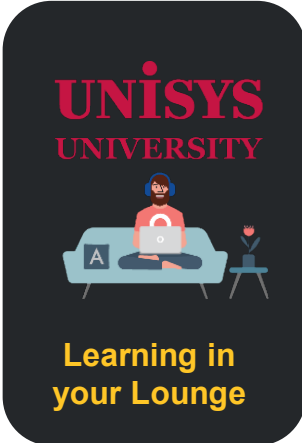
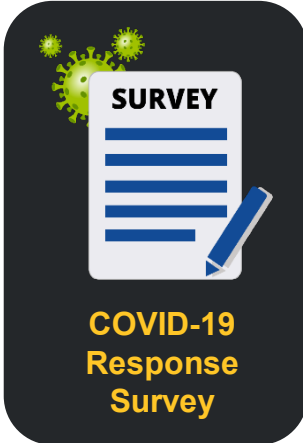
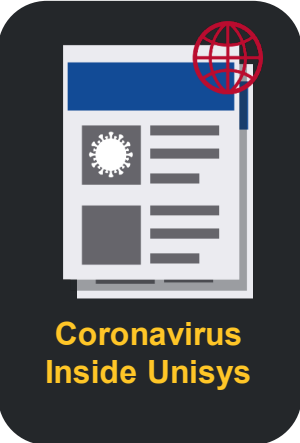
1. Numbers shown as reported prior to sale of U.S. Federal business in Q1 2020.

# Diversified, Recurring Revenue Base

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



# Caring for Our Associates During COVID-19



- COVID-19-related community sites
- Yammer groups
- Q&A and virtual happy hour sessions
- Virtual coffee chats with teams


# Supporting Our Clients During COVID-19



**Business Continuity Plan**



**Laptops for associates who needed them**




**95% of associates working remotely**



**Zoom was already our standard**




**No additional network bandwidth required**



**Expanded Global Service Desk capacity**



**PPE for Field Services**



**Launched Stealth™ Always-On™ capability**

No material disruption in delivering services since the outbreak



# Unisys Priority Solutions

## Unisys Stealth®

Provides “Always-On” security by establishing a software-defined perimeter that creates a Zero Trust environment

## CloudForte®

Accelerate and optimize your digital transformation journey, securely

## InteliServe™

Transforms the employee experience with modern, cloud-based, mobility-enabled digital workplace services

## ClearPath Forward®

Secure, innovative, reliable processing for the most demanding environments

## Industry Applications

IP-based software solutions to address the challenges specific to your industry

**Leading-edge Technology**

**Relevant to Today**

**Secure**

# Q & A

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# Peter Altabef

Chairman and  
Chief Executive Officer

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# Gerald Kenney

Senior Vice President  
General Counsel and Secretary Officer

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# Eric Hutto

President and  
Chief Operating Officer

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# Mike Thomson

Senior Vice President and  
Chief Financial Officer

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# Ann Sung Ruckstuhl

Senior Vice President and  
Chief Marketing Officer

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# Vishal Gupta

Senior Vice President, Products and  
Platforms and Chief Technology Officer

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# Katie Ebrahimi

Senior Vice President and  
Chief Human Resource Officer

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# Jeff Renzi

Senior Vice President and  
President, Global Sales

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