Investor Webcast – Go-to-Market Momentum

June 13, 2018
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• 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, reafirm or otherwise comment on any prior guidance except as Unisys deems necessary, and then only in a manner that complies with Regulation FD.

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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

<table>
<thead>
<tr>
<th>Total Company</th>
<th>New Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>$3.2B</td>
<td>$1.2B</td>
</tr>
<tr>
<td>8% YoY increase</td>
<td>89% YoY growth</td>
</tr>
</tbody>
</table>

## 2017 Pipeline¹

<table>
<thead>
<tr>
<th>Total Company</th>
<th>New Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>$13.6B</td>
<td>$11.2B</td>
</tr>
<tr>
<td>54% YoY growth</td>
<td>66% YoY growth</td>
</tr>
</tbody>
</table>

## 2017 Annual Contract Value

<table>
<thead>
<tr>
<th>Total Company</th>
<th>New Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1.5B</td>
<td>$442M</td>
</tr>
<tr>
<td>22% YoY growth</td>
<td>93% YoY growth</td>
</tr>
</tbody>
</table>

## 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

## 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

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Unisys Solutions

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 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

* Used where appropriate
Key Drivers of Recent Go-To-Market Momentum

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

- 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