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## Services Strategy Overview

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# 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.
- 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.
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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, reaffirm 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

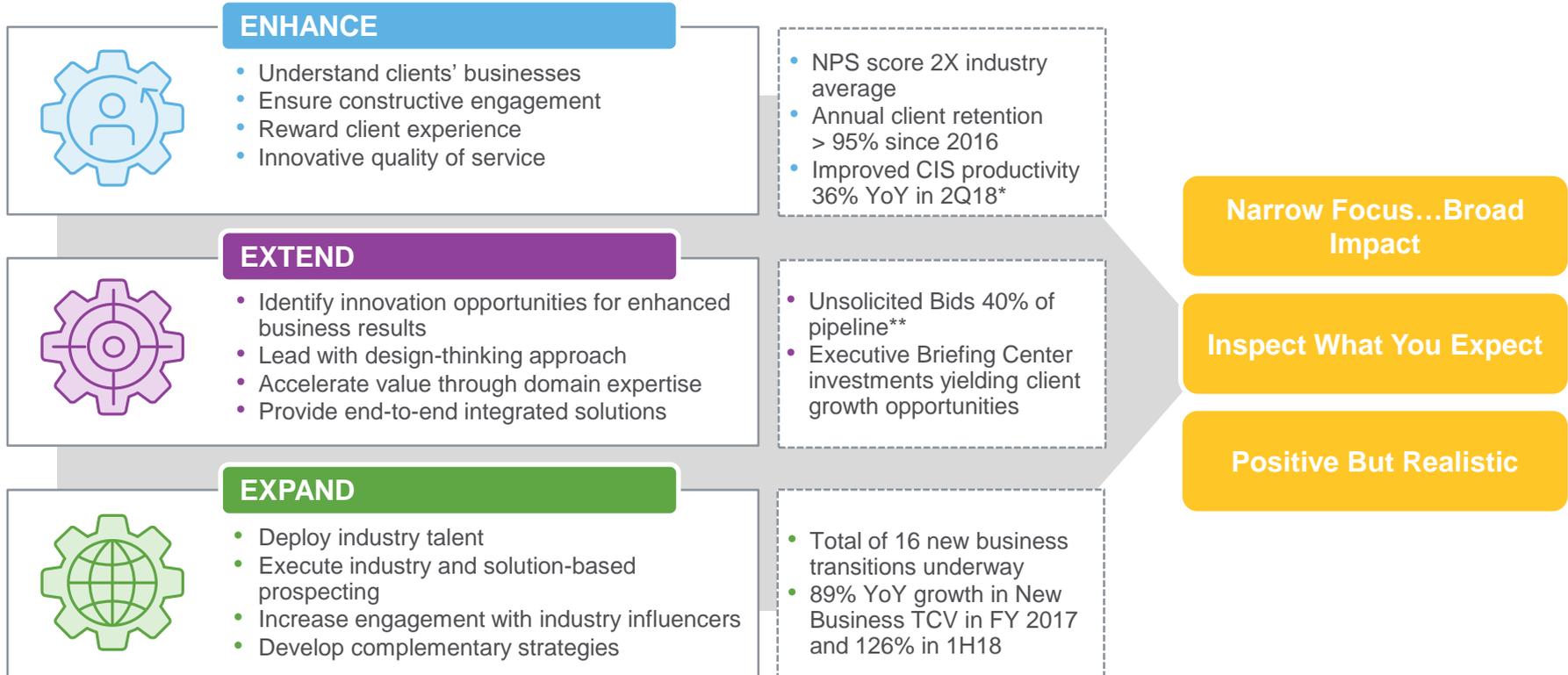
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- ➔ Strategic **Direction**
- ➔ **Model** for **Disciplined Growth**
- ➔ **Strategy** in **Action**
- ➔ **Positioning** for the **Future**

# Strategic Direction

				
<p>Known as a client-first organization that delivers industry-driven solutions</p>	<p>Modern, specialist-driven go-to-market model that reinforces industry expertise and horizontal focus</p>	<p>Market leadership in next-generation Digital Workplace and Enterprise IOT Management</p>	<p>Industry software solutions that “open doors,” reinforce relevancy and drive long-term growth</p>	<p>Targeted cybersecurity that is embedded into everything, following tagline</p> <hr/> <p><i>Securing Your Tomorrow™</i></p> <hr/>

# Model for Disciplined Growth



# Strategy in Action

## Scalable and Repeatable

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### Government Infrastructure Modernization

Leveraging expertise and solutions to help **multiple state governments** with **infrastructure modernization**

### Leverageable Solutions

Recent launches add to existing suite of offerings that leverage expertise into **productized solutions** that can be **deployed to many clients**

- TrustCheck™ Cyber Risk Management
- Advanced Endpoint Protection
- IntelliServe™ Managed Support
- IntelliServe™ Field Engineering Services
- CloudForte™

# Positioning for the Future - Sustainable Performance

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## Talent



Skills to Situation

Change People or  
Change the People

Rigorous Culture but Not  
Ruthless

## Profitable Growth



Qualify Opportunities

Accelerate Intelligent  
Operations

Improve or Remove Low  
Calorie Relationships

## Structure



Ease of Doing Business

Responsive, Agile, &  
Lean

Non-Linear Revenue  
Model

## Clients



Increase New Clients

Renew Desirable  
Relationships

Solve Business Issues:  
Relevant, Secure, Affordable

# Thank You

