

Riding the
Technology
Wave



Technology Strategy Overview

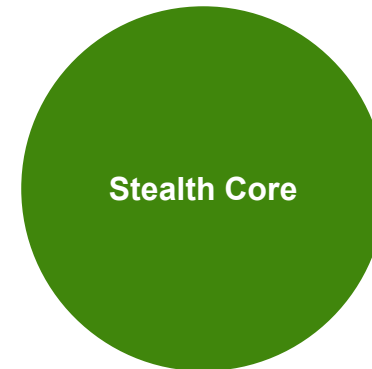
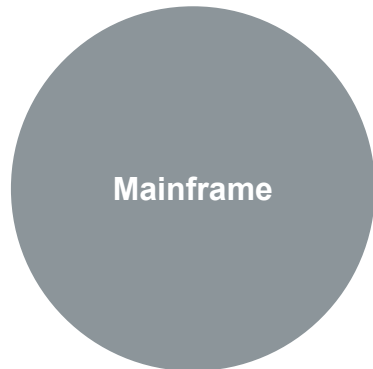
Tarek El-Sadany - Senior Vice President, Technology and Chief Technology Officer

August 16, 2017

Disclaimer

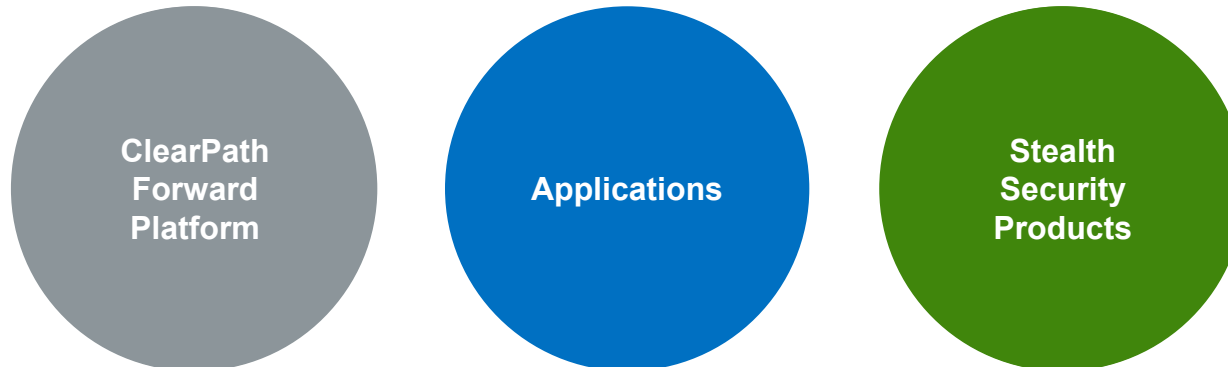
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The Technology Origins



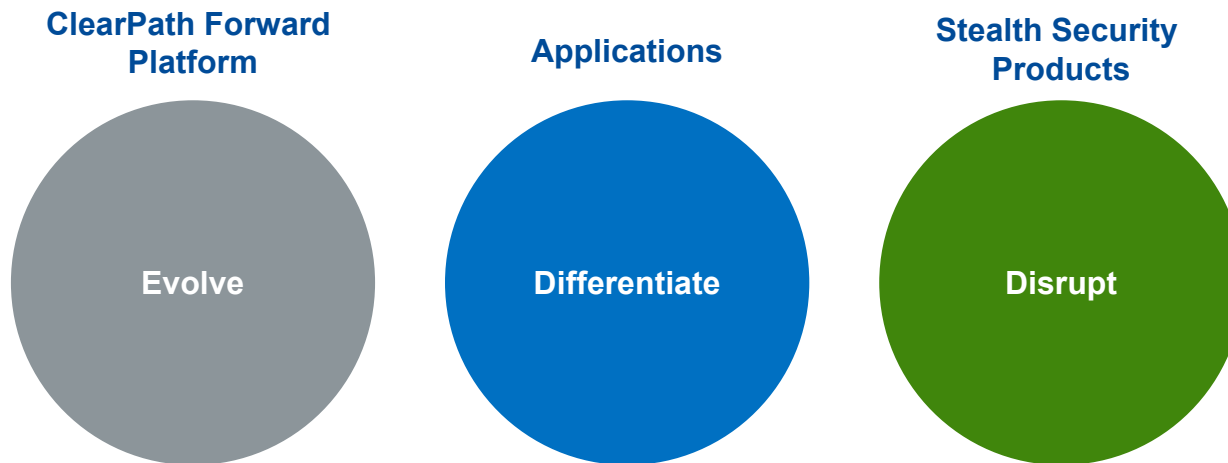
**Unisys' tradition of innovative technology
with a strong portfolio**

The Technology Segment

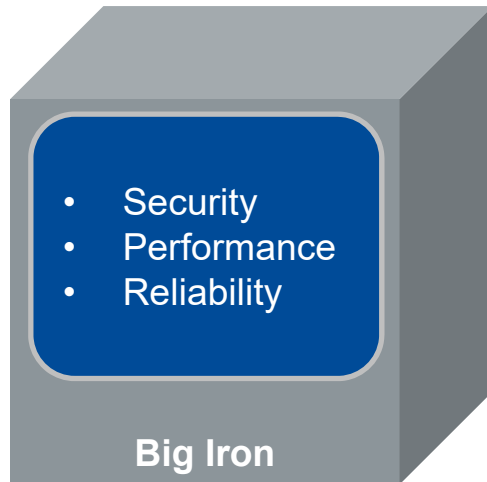


Today's Technology Portfolio

The Technology Philosophy



The Evolution of ClearPath Forward



Sponsored by
DHS National Cyber Security Division/US-CERT

NIST
National Institute of
Standards and Technology

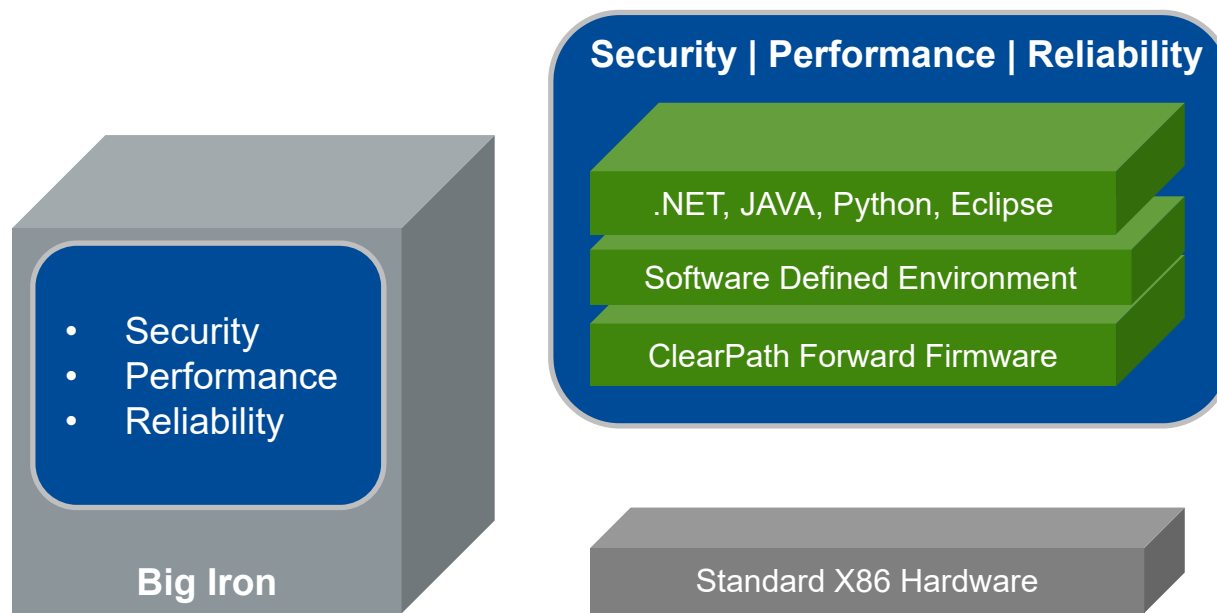
National Vulnerability Database
automating vulnerability management, security measurement, and compliance checking

Operating System	Number of Vulnerabilities	Date of Last Vulnerability	Compromised User Data
Unisys ClearPath OS 2200	0	-	No
Unisys ClearPath MCP	2	03/09/2017	No
IBM System z (zSeries)	23	06/21/2016	Yes
IBM System i (iSeries)	24	07/31/2017	Yes
OpenVMS	36	12/17/2014	Yes
HP-UX	366	02/01/2017	Yes
AIX	386	02/15/2017	Yes
Unix	785	06/27/2017	Yes
Solaris	1,048	08/08/2017	Yes
Windows	5,826	08/09/2017	Yes
Linux	6,454	08/11/2017	Yes

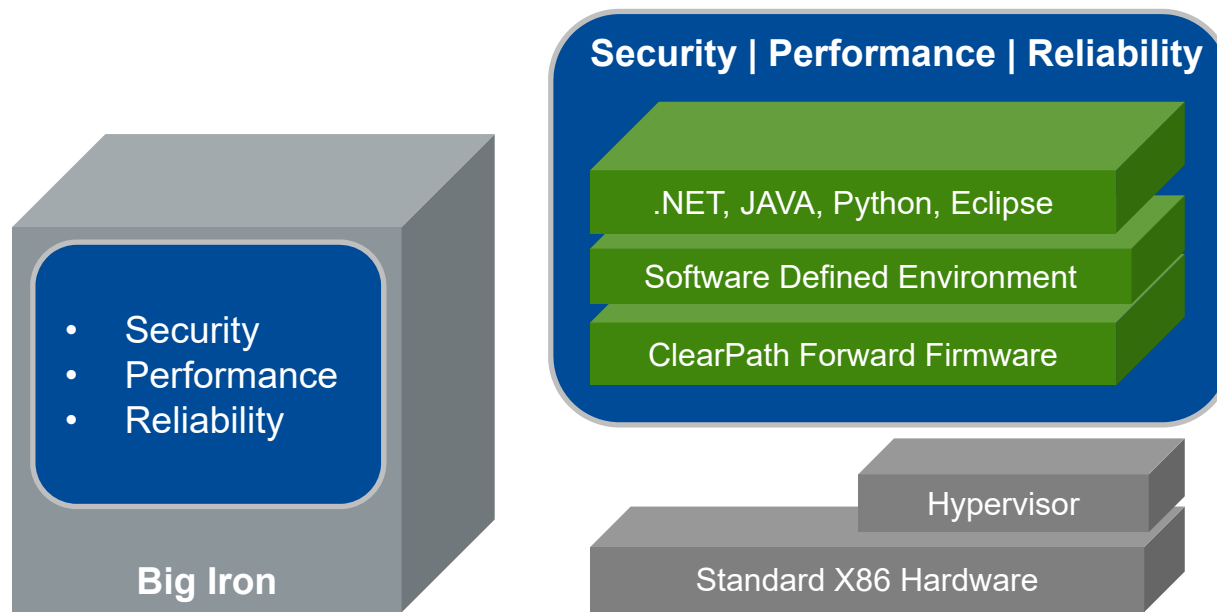
Data taken 08/11/17

This chart was developed by Unisys and represents Unisys' interpretation of publicly available NIST data in the National Vulnerability Database, which has compiled vulnerabilities since 1997.

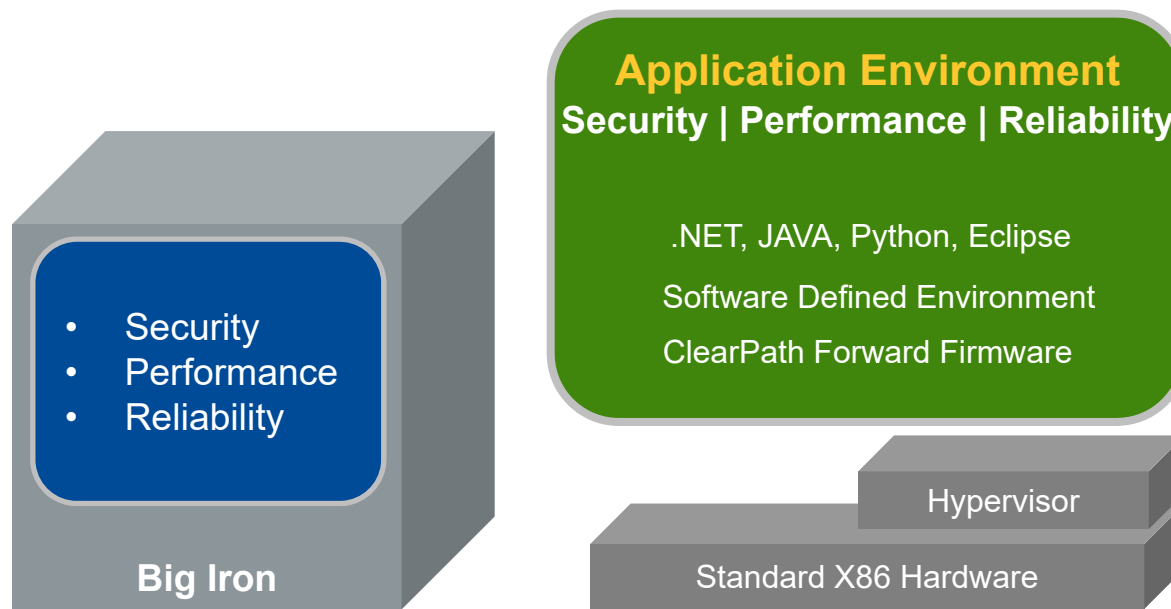
The Evolution of ClearPath Forward



The Evolution of ClearPath Forward

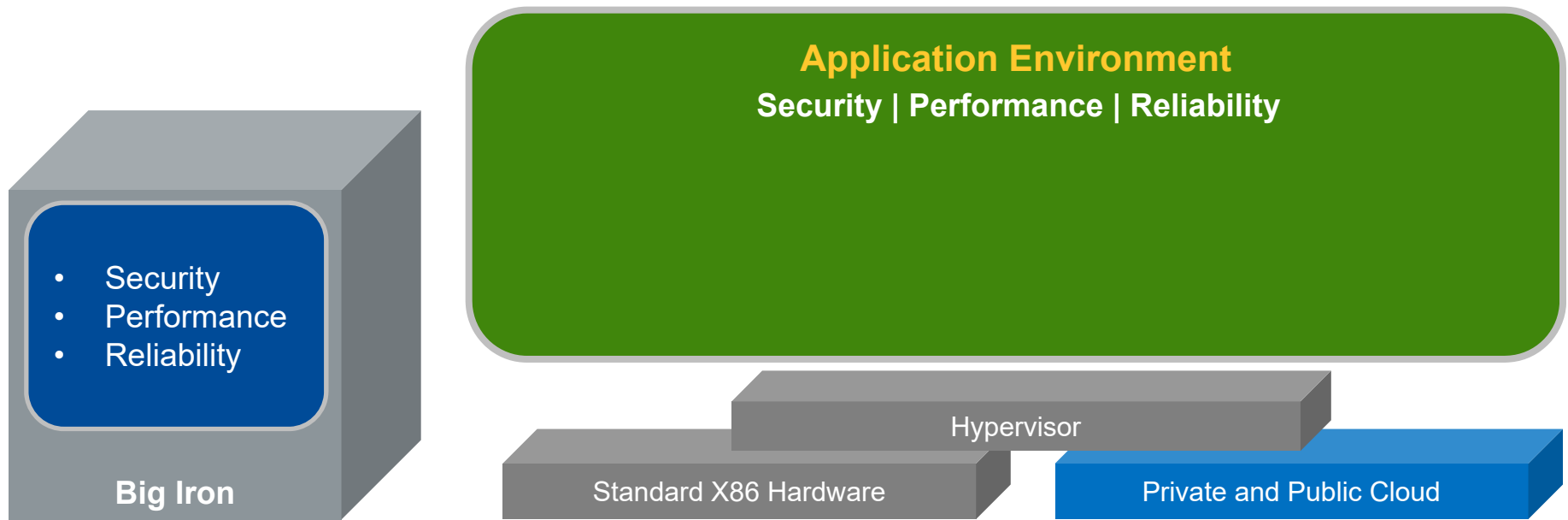


The Evolution of ClearPath Forward



The Evolution of ClearPath Forward

Evolve



ClearPath Forward Clients

Government

- Government Tax Returns
- Law Enforcement
- Licenses, Social Services, Administration

Financial Services

- Core Banking
- Mortgage Processing
- Clearing Houses

Commercial

- Airline Reservations
- Cargo Shipments
- Operations

Two Different Banks in Europe

Private Cloud

- Agility on any open platform
- High performance
- Supporting the Internal IT Standard

Integrated System

- Deploying latest environments
- Address organic growth & evolving business models
- Highest performance, security, reliability

Technology Revenue Models

ClearPath Forward

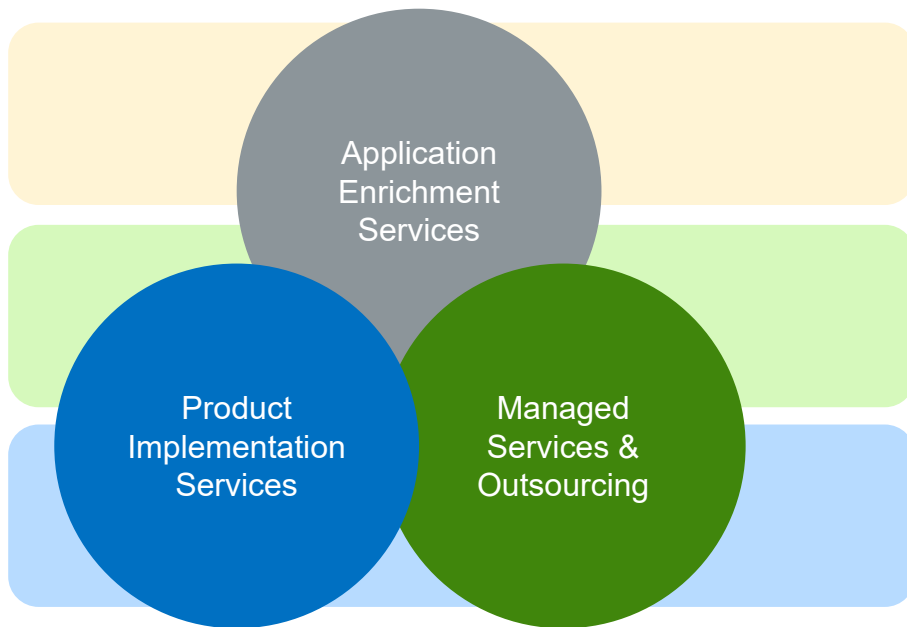
- 3-5 Year Contracts
 - Usage/MIPS
 - Industry Metrics
- Our aim has been to stabilize the revenue
 - As a result of the focus on innovation, we are seeing signs of progress towards stabilization

Stealth and Applications

- Flexible Subscription/Cloud
- Opportunity for growth as solutions gain traction

ClearPath Forward Services

Increasing Client Retention



- Have seen significant increases in revenue starting in 2015
- Clients are working with Unisys to improve operations, develop new solutions and implement staffing alternatives
- ClearPath Forward services has expanded to include partners and their clients

ClearPath Forward Commitment



Peter Altabef
Unisys President and CEO

“Unisys is investing in delivering exciting innovations on the ClearPath Forward™ platform, all designed to provide you with greater price-performance, security, and flexibility.”



Retention in Core
ClearPath Forward Base
(4 year period)*



Tarek El-Sadany
Unisys SVP and CTO

“We remain dedicated to continuing ClearPath Forward investment and innovation so that you can benefit from the solution investments you have made based on and around ClearPath Forward.”

* ClearPath Forward Core Client base generates ~90% of revenue; Retention measured based on number of clients

Technology Products

Our Differentiation Strategy

Differentiate

Differentiating by Developing Integrated Industry Solutions



Technology Productization

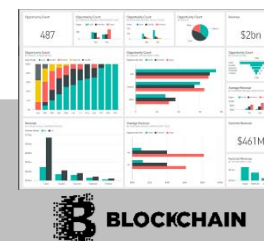
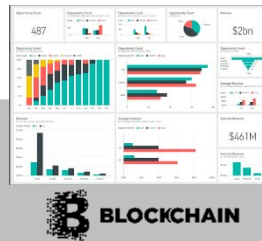
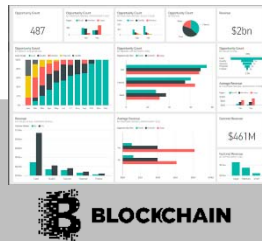
- Software Best Practices
- Global Scalability
- Consistent Standards
- Vision to move to a set of Micro-services

*Supplementary details in appendix

PharmaTrack Differentiating the Chain

Connecting our Application Products to Solve a Problem

Differentiate



Pharma Supply Chain



Infomage

Digital Investigator

Digistics by Unisys

LineSight

Stealth by Unisys

Technology creates opportunities to sell services and solutions

Stealth: Vision & Market Demand Converge

Stealth industry awards



The market is now asking for Micro-segmentation

- Gartner**
- ❑ A top 10 technology for security (2016 & 2017)
 - ❑ “one of the top-three inquiry subjects for clients regarding cloud security.”
 - ❑ Stealth sales velocity is increasing, win rates have significantly increased, and the number of clients have increased year over year
 - ❑ Security players are approaching Unisys

“Our key priority is to keep customer information secure, across the organization. Unisys Stealth adds layers of protection, to the other multiple layers of protection we employ, to help protect our most sensitive data and achieve and maintain PCI DSS compliance.”

Stephen Mulley, Head of IT & Change
Yorkshire Building Society Group



Stealth Changing the Security Paradigm

Financial Services Organization Case Study

Disrupt



Securing International Banking

- Due to Security breaches they contacted Unisys
- Implemented a 60 Day POC
- Proven after 15 Days
- Deal Completed within Q2

Q&A
