



BAML Leveraged Finance Conference

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Disclaimer

- 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.
- 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 revenue, post-retirement 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; EBITDA and Adjusted EBITDA, Non-GAAP Diluted Earnings per Share; Free Cash Flow and Adjusted Free Cash Flow; and Constant Currency.
- 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.
- These presentation materials can be accessed on the Unisys Investor website at www.unisys.com/investor. Information in this presentation is as of December 5, 2018, and Unisys undertakes no duty to update this information.



Business Overview

Delivering on Our Vision and Mission

Unisys Vision: Enhancing people's lives through secure, reliable, advanced technology.

Unisys Mission

To build high-performance, security-centric solutions for the most demanding **businesses and governments** on Earth.



Government

- Justice, Law Enforcement and Border Security
- Social Services
- Homeland Security
- Defense and Intelligence
- Civilian Agencies



Commercial

- Travel and Transportation
- Life Sciences and Healthcare
- Communications
- Retail



Financial Services

- Commercial and Retail Banking
- Mortgage



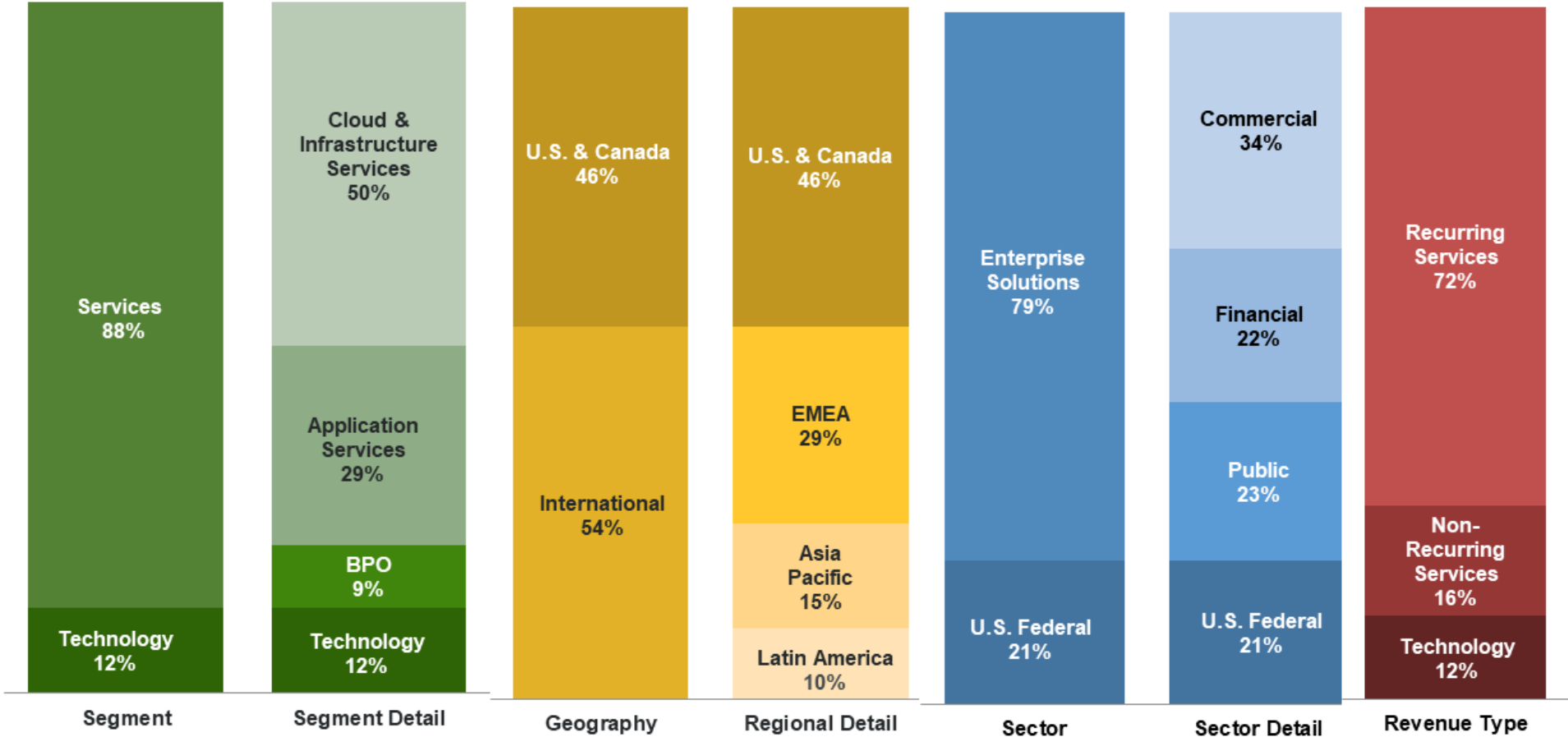
Services and Software – Purposeful Capabilities



Security in Everything We Do: Logical, Physical and Cybersecurity

YTD 2018 Unisys Revenue Profile

Percent of Year to Date 2018 Non-GAAP Adjusted Revenue



Progress on Key Strategic Initiatives in 2018



Use Industry Go-To-Market Strategy to Improve Revenue Trends

- Total company YTD revenue grew 3.4% YoY; 3Q18 marked the fourth consecutive quarter of YoY growth
- Services YTD revenue grew 1.5% YoY; 3Q18 marked the second consecutive quarter of YoY Services growth
- Focus industry revenue grew 7.0% on a YTD basis



Improve Consistency in Annual Technology Revenue

- Technology non-GAAP revenue met or exceeded company expectations in each of the first three quarters of the year



Leverage our Security Expertise to Drive Revenue

- Stealth™ progress with revenue up over 90% on a YTD basis
- Stealth™ serving as a differentiator in competitive processes



Improve Profitability

- YTD Non-GAAP operating profit margin of 7.7%, up 170 basis points YoY
- YTD Adjusted EBITDA margin expansion of 210 basis points YoY to 14.3%

See appendix for a reconciliation of non-GAAP measures to their most comparable GAAP measures.

Strategy In Action

Scalable and Repeatable



Recent Wins

Leveraging expertise and solutions to win during 2018

Public Sector

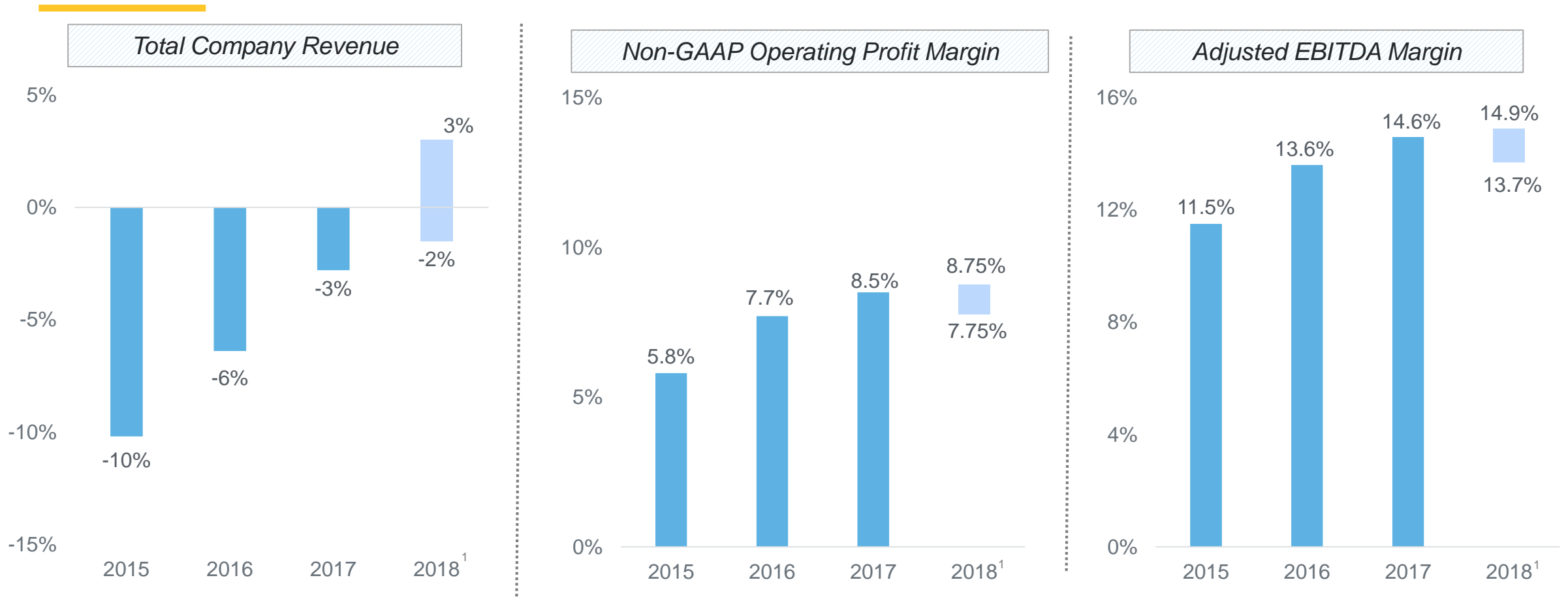
Federal

International



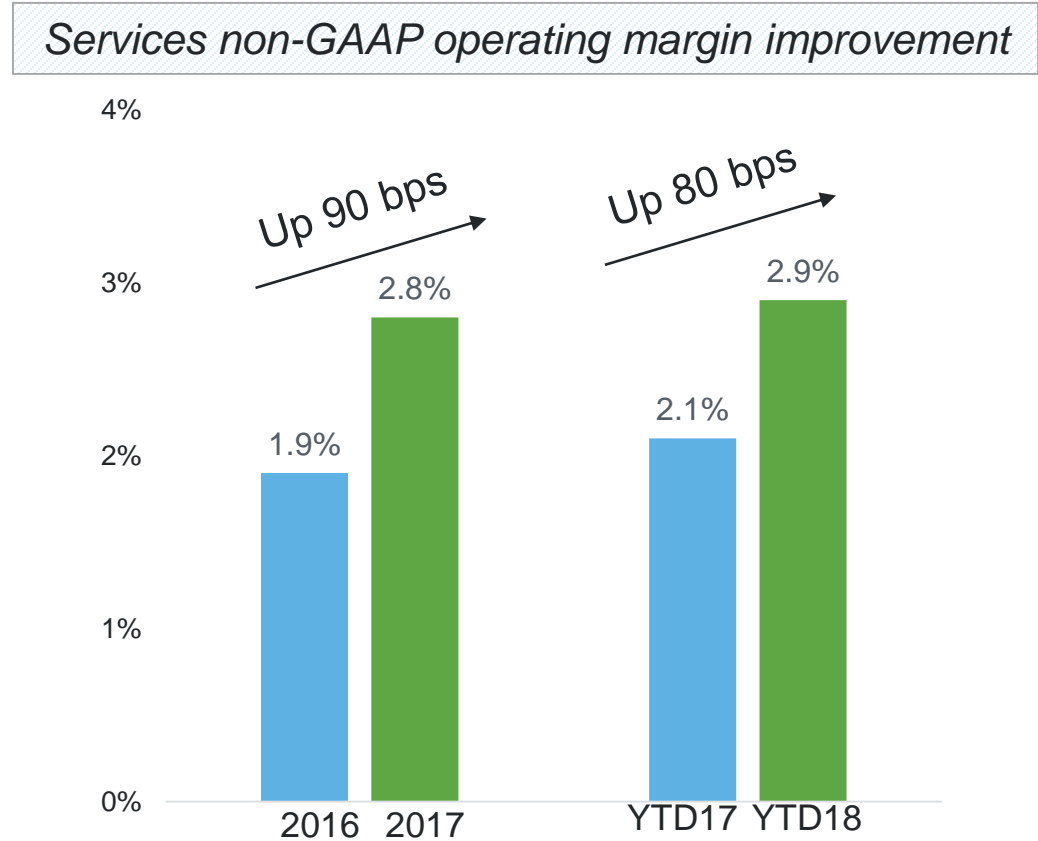
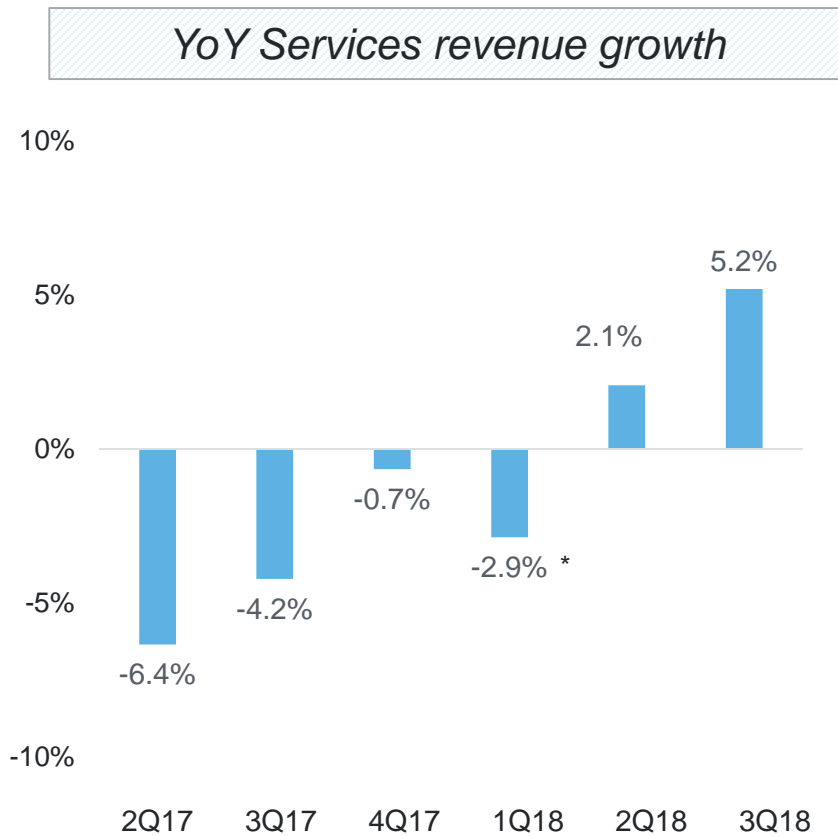
Financial Update

Improved Overall Financial Performance



¹ 2018 numbers represent full-year guidance given on 4Q17 earnings call, and reaffirmed most recently on 3Q18 earnings call. Ranges shown are adjusted to exclude the benefit from the major one-time differences in revenue that will be reported in 2018 under Topic 606 that would not have been reported in 2018 under the revenue recognition rules in existence before January 1, 2018 along with other adjustments.

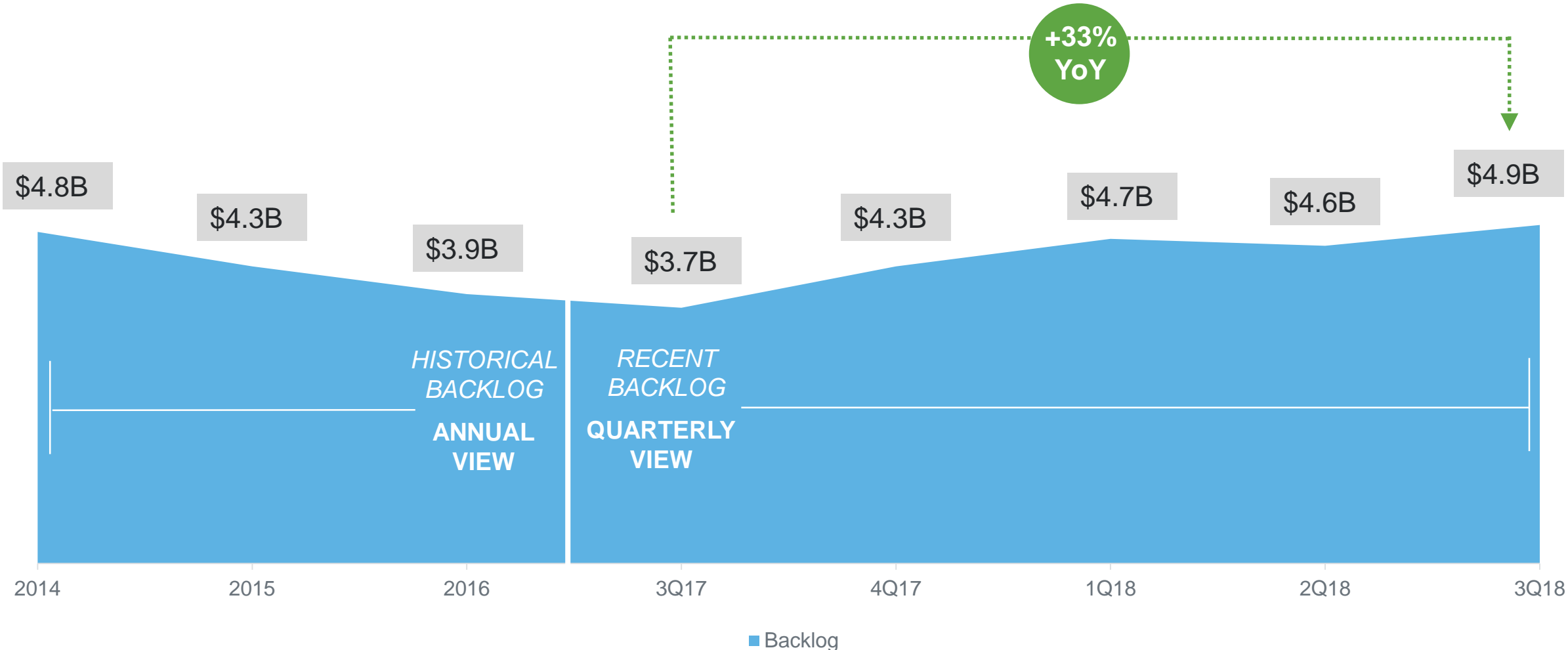
Services Revenue and Margin Improvements



*Note: 1Q17 revenue and profitability helped by a particularly profitable transaction called out on 1Q17 earnings call, creating a tough compare in 1Q18

Services Backlog Trend

4 consecutive quarters of YoY growth



3Q18 Financial Highlights



Strong Revenue Performance

- Total revenue growth of 3.3% YoY (2.8% on a non-GAAP adjusted basis), marking the fourth consecutive quarter of revenue growth
 - Constant-currency growth of 5.8% YoY
- Services revenue growth of 5.2% YoY (4.7% on a non-GAAP adjusted basis), marking the second consecutive quarter of Services growth
 - Constant-currency growth of 7.6% YoY
- Technology revenue of \$82.7M, slightly ahead of expectations discussed on Q2 earnings call



Better-Than-Anticipated Profitability

- Operating profit margin expansion of 850 bps YoY to 8.1% and non-GAAP operating profit margin expansion of 20 bps YoY to 7.7%
- Technology operating profit margin expansion of 860 bps YoY
- Adjusted EBITDA margin of 14.0%, up 50 basis points YoY
- Diluted EPS of \$0.12 vs. \$(0.81) in 3Q17; non-GAAP diluted EPS of \$0.39 vs. \$0.31 in 3Q17



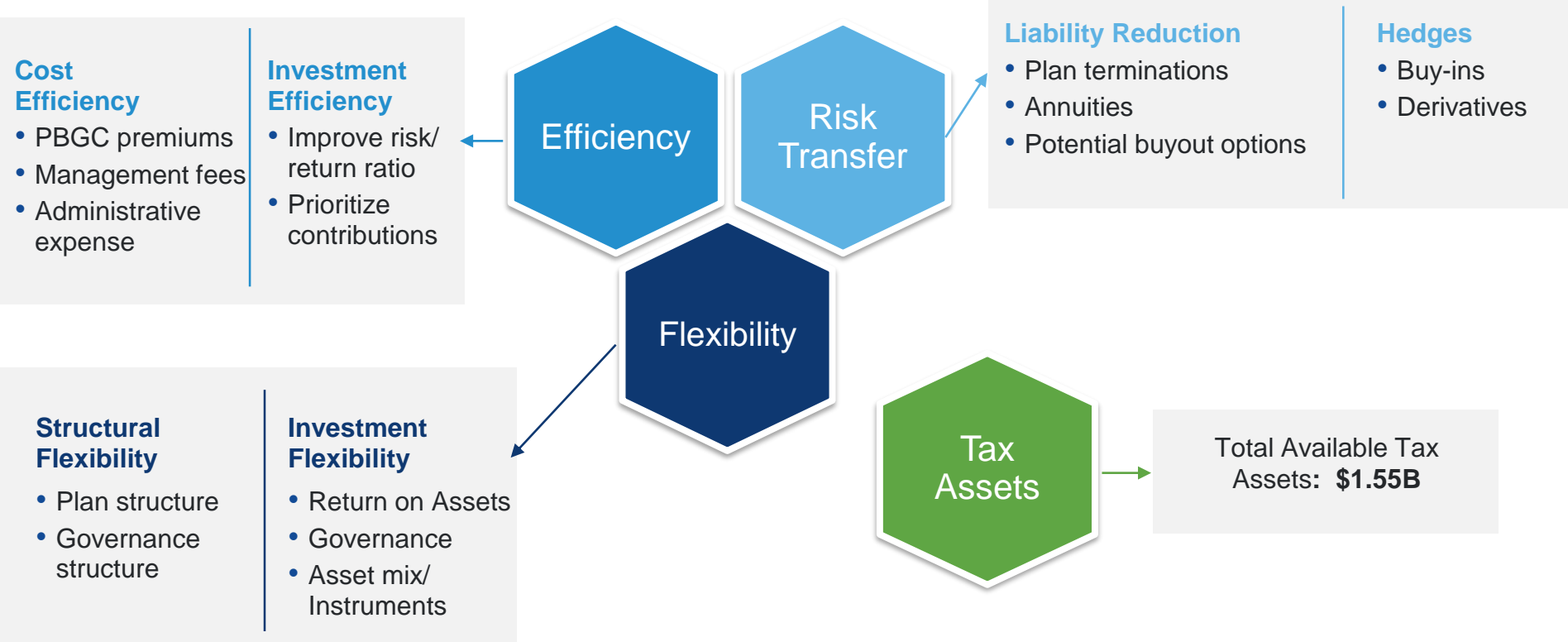
Continuing Momentum with Backlog

- Backlog grew 33% YoY to \$4.9B, the highest YoY growth since 4Q99

See appendix for a reconciliation of non-GAAP measures to their most comparable GAAP measures.

Actively Manage Pension Obligations & Tax Assets

Continued focus on effectively managing future pension obligations through increasing efficiency, implementing structural changes and monitoring our return on assets



Pension Liability decreased by 18%, to \$1.78B as of YE17 **Total Available Tax Assets: \$1.55B**

Note: Pensions deficit and cash contributions estimates are subject to significant volatility due to asset returns, interest rates, and other actuarial assumptions.



Question and Answer



Appendix

Impact of Convertible Notes on Earnings Per Share (EPS) (Illustrative Example)

Illustrative Example

	Three Months Ended, 20XX	
	(\$M, except per share data)	
Basic Earnings per Share		
Net Income	\$	12.0
Weighted average shares (000)		50,500
Basic Earnings per Share	\$	0.24
Diluted Earnings per Share		
Net income	\$	12.0
Add interest expense on convertible notes, net of tax	\$	4.8
Net income	\$	16.8
Weighted average shares (000)		50,500
Plus incremental shares from assumed conversions of Convertible notes		21,900
Adjusted weighted average shares (000)		72,400
Diluted Earnings per Share	\$	0.23

Only dilutive with quarterly income of \$12M or greater

- Under generally accepted accounting principles (GAAP) the dilutive effect of the Convertible Senior Notes (notes) on EPS is accounted for by the if-converted method
 - This method requires that the numerator be adjusted by the interest expense on an after-tax basis
 - This method also assumes the notes are converted at the beginning of the period and the resulting common shares should be included in the denominator
- Application of the if-converted method is **only** applicable if impact is dilutive