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Unisys Keynote

Mike Thomson | 9:30 AM – 9:45 AM

Important 2023 Achievements

Financial Results



Exceeded guidance

Exceeded original and upwardly-revised guidance ranges for both revenue growth and profitability



Expanded Ex-L&S solutions

Grew Ex-L&S revenue +4.9% as reported and in constant currency and expanded Ex-L&S gross margin by 390 bps



Improved Free Cash Flow

Cash from Operations of \$74M, an increase of \$62M YoY; Free Cash Flow was a \$69M YoY improvement

Leading Indicators



Won more New Business

Signed 18% more New Business TCV in 2023 compared to 2022 and expanded New Business Pipeline 19% YoY



Solidified existing base

Renewed 96% of the contract's worth greater than \$1M in TCV that came up for renewal in 2023



Expanded Backlog & Book-to-Bill

Expanded backlog to \$3B, reflecting an increase of \$90 million YoY and achieved a trailing twelve-month Book-to-Bill ratio of 1.1

Solutions Portfolio



Continued innovating our solutions portfolio

Such as Unisys Logistics Optimization and our Cargo Portal, a marketplace for freight forwarders and air cargo providers



Strengthened Key Partnerships

Spanning alliances with key hyper-scalers and OEMs, specialized software providers, and technology consultants



Increased Visibility and Analyst & Advisor Support

Built portfolio awareness with clients, and with analysts & advisors who increased advocacy for Unisys by 14 pts

Driving impact with Analysts and Advisors

65 total Analyst & TPA firms engaged, including these top-tier firms:

AVASANT

Everest Group®

FORRESTER

Gartner®

IDC

ISG*

NelsonHall

18

Priority analyst reports
highlight Unisys
(11 CA&I, 7 DWS)

8

Leadership ratings
(4 CA&I, 4 DWS)

5

New reports
included Unisys
(3 CA&I, 2 DWS)

6

Reports where Unisys
improved our placement
YoY (46%)

2023 Analyst & Advisor Event

2X YoY increase in attendance

2X More firms represented

2023 ISG Paragon Award Winner
EMEA
Workplace of the Future (Henkel)

2023 ISG Paragon Award Winner
North America
Workplace of the Future (CSU)



Unisys Business Unit Structure



Enterprise Computing Solutions (ECS)

We enable organizations to embrace innovation with high-intensity computing platforms and specialized industry solutions



Digital Workplace Solutions (DWS)

We help organizations create breakthrough employee experiences across devices and platforms as the workplace changes and evolves



Cloud, Applications, and Infrastructure Solutions (CA&I)

We design, build, deploy, and manage proven cloud, applications, and infrastructure solutions that keep our clients moving forward while staying compliant and secure



Business Process Solutions (BPS)

We apply domain-specific expertise to fuel productivity through intelligent solutions that revolutionize our clients' business processes

← SEC reportable segments →



Growth Strategy Overview

Continued solution & delivery evolution



Enhancements to existing solutions, including infused AI



Solution Modularity



Scalable, non-linear delivery

Workforce evolution



Experienced 4-in-a-box approach



Right-size & right-skill current delivery model



Application of automation for capacity planning for optimum delivery proficiency

Market penetration and expansion



Develop a more focused alliance positioning strategy



Moderate shift to micro industry / client events to enhance localized mindshare



Sharpen focus on digital marketing down to the industry and client opportunities



Operational Efficiency Overview

Delivery Efficiency



Talent Marketplace



Optimize Real Estate Footprint



Pricing discipline



AI-based tools and technology



Disciplined account management



Accelerated transition to higher value Next-Gen Solutions

Support Efficiency



Expansion of skills in global delivery centers



Low-cost first mindset



Rationalization of work



Creation of digital twin for R&D build and testing



Utilization and rationalization of automation and tooling

