



# Third-Quarter 2016 Financial Results

[www.unisys.com/investor](http://www.unisys.com/investor)

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October 25, 2016

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- 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 pension 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; Non-GAAP Diluted Earnings per Share; Free Cash Flow and Adjusted Free Cash Flow; EBITDA and Adjusted EBITDA; and Constant Currency.
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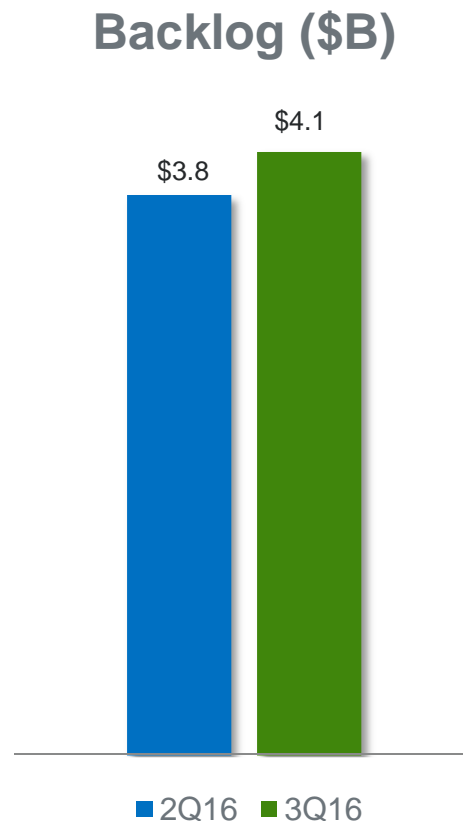
## **CEO Remarks Peter Altabef**

# 3Q16 Quarter in Review

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- Strong contract signings quarter
  - Ended quarter with Services backlog of \$4.1B, up 7% sequentially
- Continued progress on cost-reduction program
  - \$30M of incremental annualized savings achieved this quarter, taking total to-date to \$185M against a goal of \$200M exiting 2016
  - YTD16 operating profit margin of 0.6% is up 380 bps vs. corresponding YTD15; YTD16 non-GAAP operating profit margin\* of 7.0% is up 340 bps vs. corresponding prior YTD period
- Improving cash flow
  - \$87M Year-over-Year (“YoY”) increase in Operating Cash Flow (“OCF”) (fourth consecutive quarter of positive OCF)
  - \$106M YoY increase in Free Cash Flow\*\* (“FCF”) (second consecutive quarter of positive FCF); \$105M increase in adjusted FCF\*\* (fourth consecutive quarter of positive adjusted FCF)
- Continued focus on improving Services operating margins
  - 3Q16 was most profitable quarter for Services in 2016 at operating margin level
  - Year-over-year decline due to favorable contracts in Federal in 3Q15 and ongoing investment in additional solutions capabilities
- Stronger-than-expected Tech quarter
- Revenue stability in all sectors this quarter, with the exception of Financial Services

# 3Q16 – Improving Trends in Contract Signings



- TCV<sup>1</sup> of \$1.1B in Q3, helped significantly by the timing of some large deals signed this quarter including with
  - U.S. Customs and Border Protection
  - Philippine Statistics Authority
- TCV on YTD basis up 22% vs. comparable period last year
- 3Q16 Services backlog up 7% sequentially
- YTD New Business (New Logo + New Scope) pipeline up 6.5% vs. comparable period last year

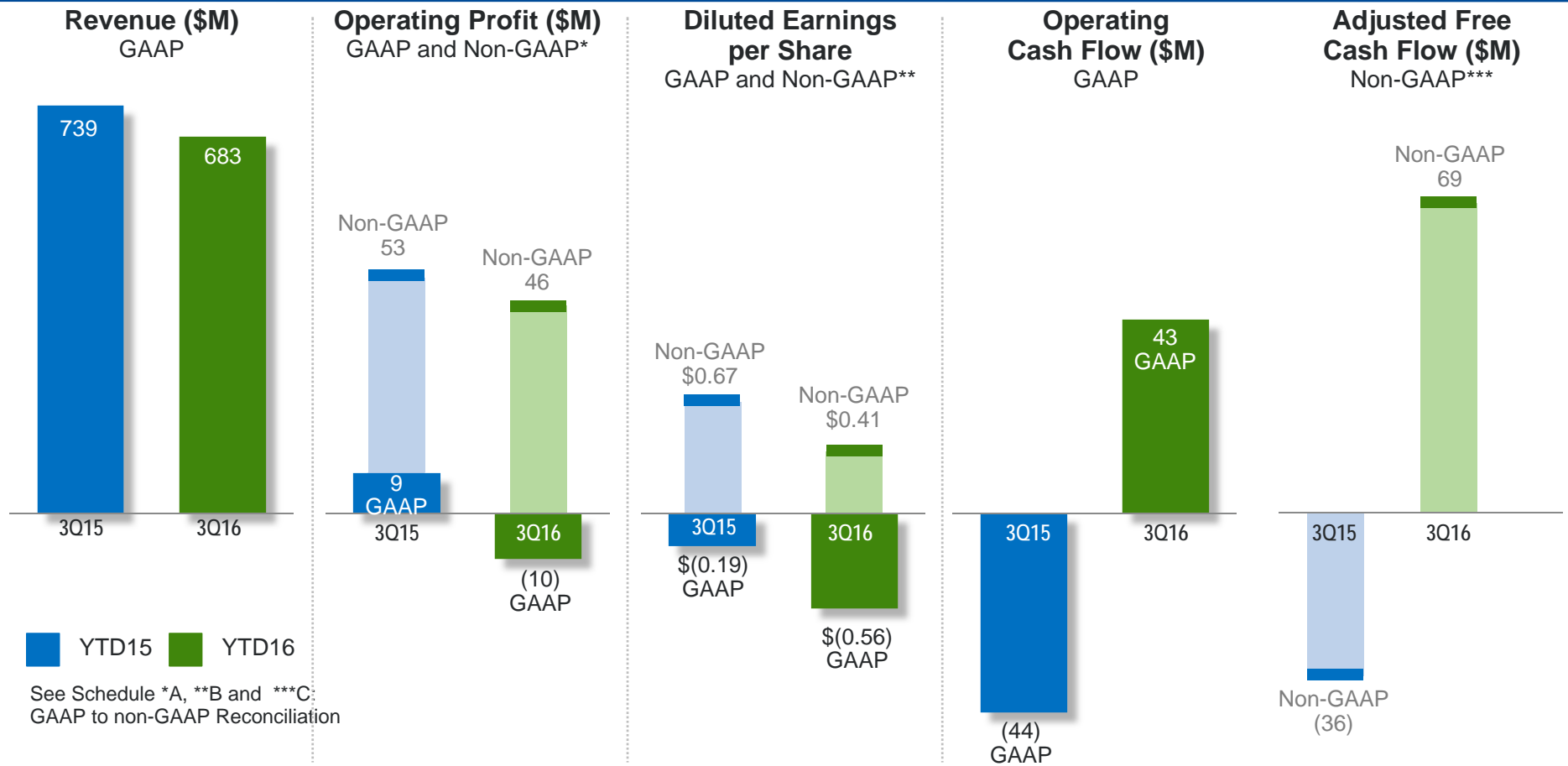
<sup>1</sup>TCV is the estimated total contractual revenue related to signed contracts



## CFO Remarks Janet Haugen

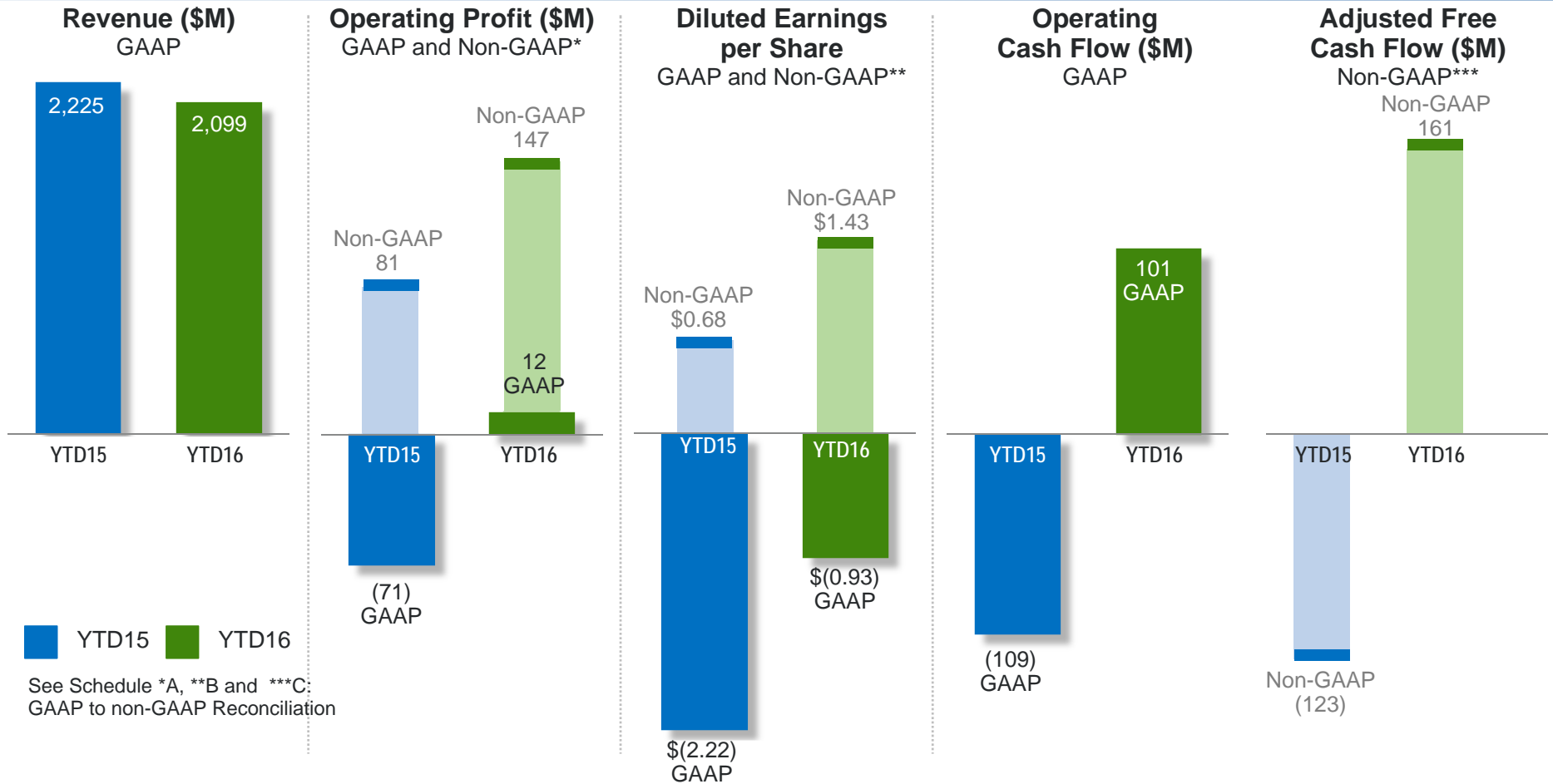


# 3Q16 Financial Results



3Q16 saw strong cash flow, with profitability in the quarter impacted by Services gross margin ...

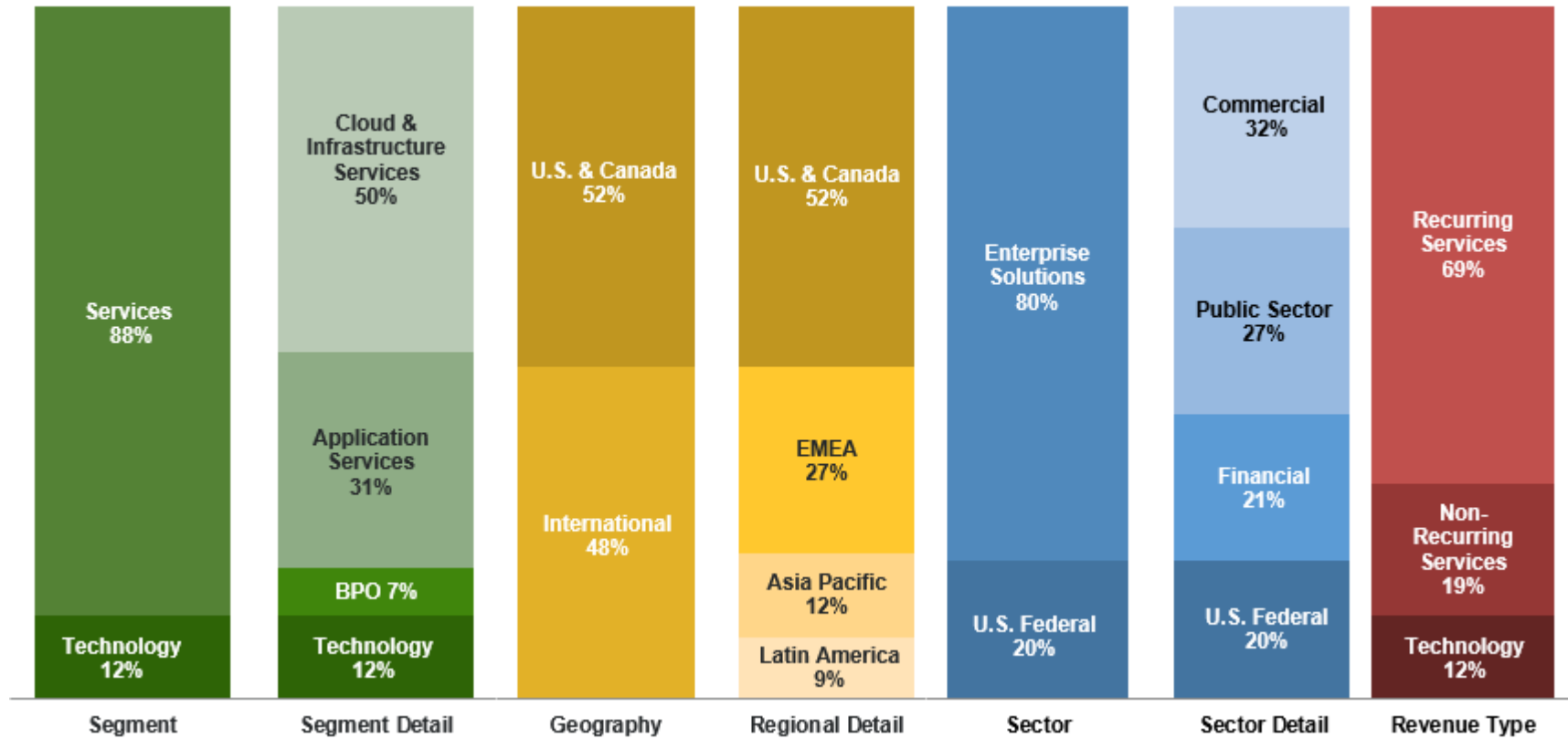
# YTD16 Financial Results



... and, YTD trends show consistent year-over-year progress on both profitability and cash flow, with revenue in line with expectations.



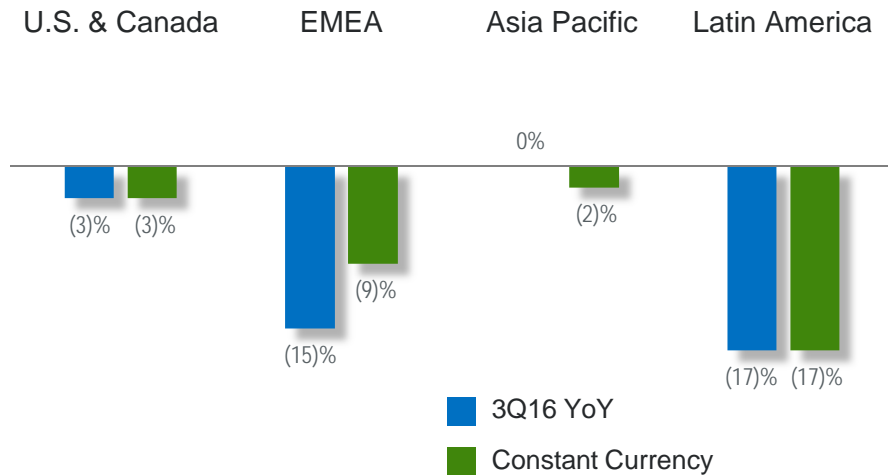
# Unisys Revenue Profile — 3Q16



# 3Q16 Revenue Growth Trends

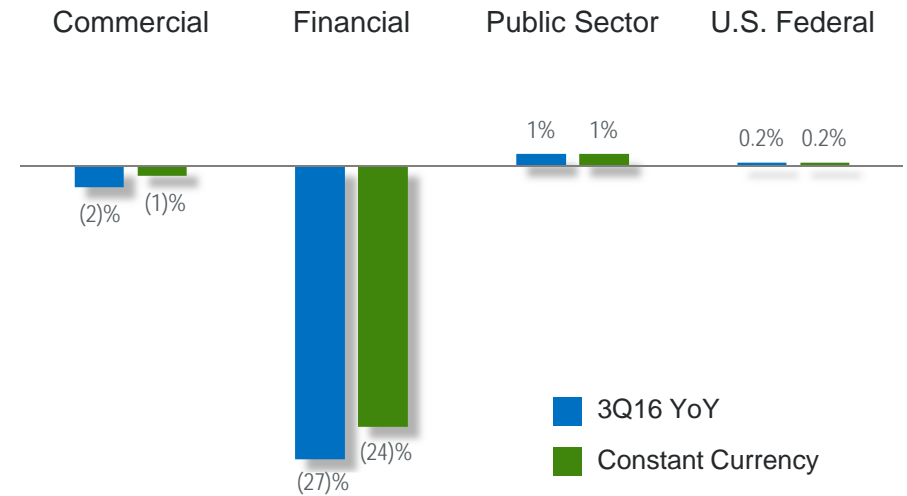
## By Region and Sector

### By Region



- All regions impacted by weakness in Financial Services
- Asia Pacific relatively stable, although impacted slightly by currency
- EMEA decline driven by check-processing business in the UK, and lower services revenue in most countries
- Latin America decline in total revenue driven by fluctuation in technology revenue and slight decline in services revenue

### By Sector



- All sectors other than Financial Services showed relative stability in 3Q16
  - Federal services backlog has grown significantly since YE2015, while revenue continues to see stability
  - Public Sector and Commercial helped by strong Technology quarter for those sectors
- Financial Services declined significantly in 3Q16
  - Decline driven in large part by lower Technology quarter for this sector vs. a strong quarter last year, as well as anticipated declines in our check-processing business in the UK

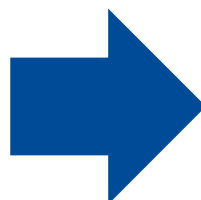
# 3Q16 Segment Trends

Segment Results		
\$M	3Q16	YoY Change
<b>Services Segment</b>		
Services Revenue	\$601	(8.4)%
Services Gross Profit Margin	16.7%	(60) bps
Services Operating Profit Margin	2.6%	(220) bps
<b>Technology Segment</b>		
Technology Revenue	\$82	(0.8)%
Technology Gross Profit	59.8%	480 bps
Technology Operating Profit Margin	32.3%	11.6 pts

- Technology segment roughly flat YoY despite stronger-than-expected 1H16
- Improvement in Technology operating profit margin driven by improved gross margins and SG&A reductions
- Services gross profit margin lower largely due to some favorable contracts in 2015 within Federal. Excluding this and ongoing investments in additional solutions capabilities, services margins would have been flat.
- Services operating profit margin lower YoY due to gross margin declines and ongoing investment in additional solutions capabilities at the SG&A level, but up sequentially, marking strongest quarter of 2016.
- Services revenue decline driven by weakness in Cloud and Infrastructure Services in both Commercial and Financial sectors and by declines in Application Services in Public Sector

# 3Q16 Cash Flow Comparison

- Continued cost-cutting measures
- Ongoing focus on contract renewal/extension profitability
- Strategic shift to more asset-lite model, resulting in reduced capex needs



- 4<sup>th</sup> consecutive quarter of positive operating cash flow and adjusted free cash flow

\$M	3Q16	3Q15
Operating Cash Flow	\$43	\$(44)
Capital Expenditures	\$37	\$57
Free Cash Flow*	\$6	\$(101)
Pension Funding	\$40	\$40
Cost-Reduction Payments	\$23	\$24
Adjusted Free Cash Flow*	\$69	\$(36)
Depreciation & Amortization <sup>(1)</sup>	\$39	\$44
EBITDA**	\$29	\$51
Adjusted EBITDA** <sup>(1)</sup>	\$87	\$95

See Schedule \*C and \*\*D: GAAP to non-GAAP Reconciliation

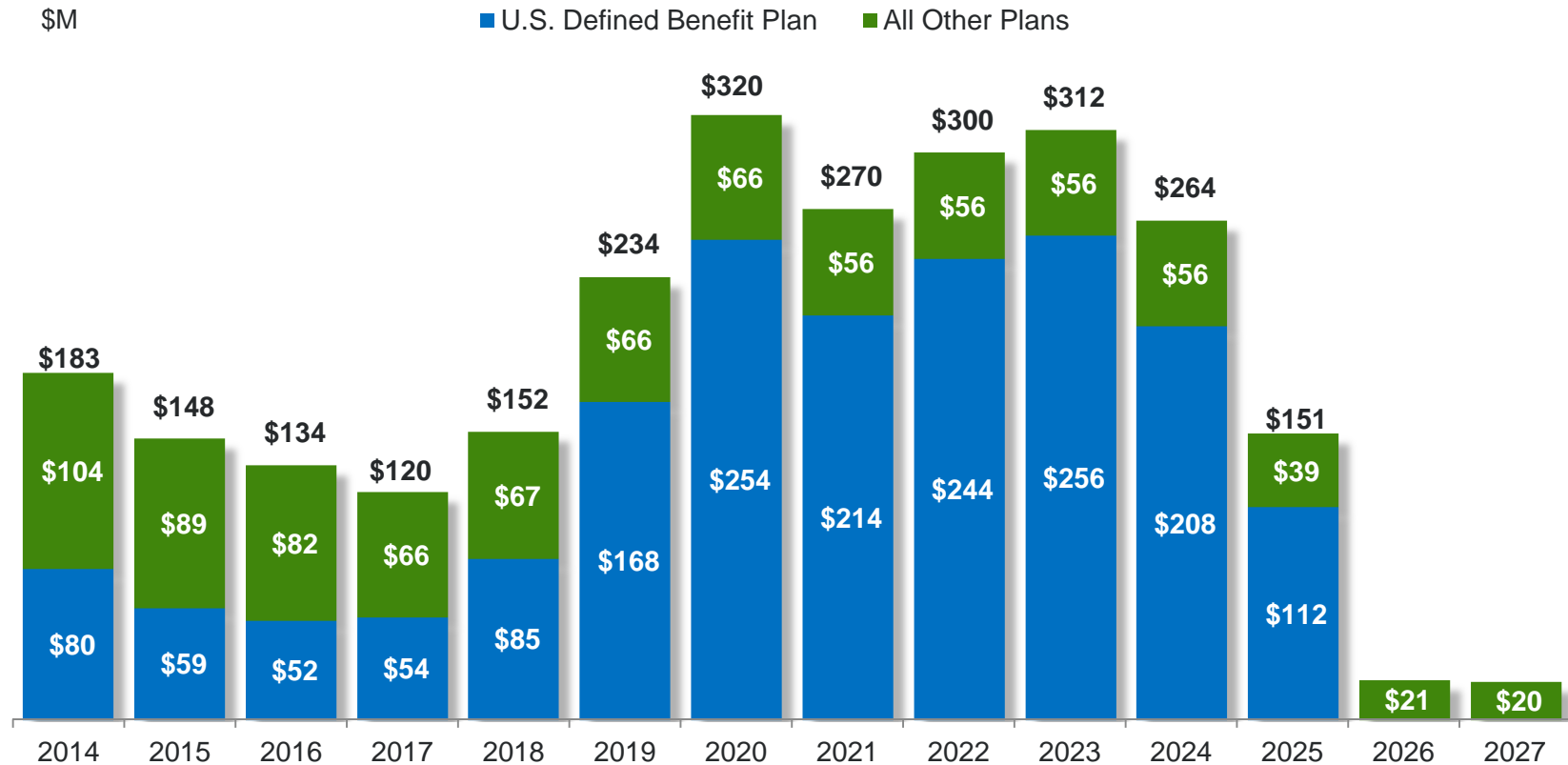
<sup>(1)</sup> – In connection with our previously announced cost reduction and other expense, we recognized \$17.4 million of pretax charges (which includes \$3.9 million of asset write-offs which are reflected in Depreciation & Amortization) impacting Adjusted EBITDA by \$13.5 million for the quarter ended September 30, 2015 and \$70.0 million of pretax charges (which includes \$3.9 million of asset write-offs which are reflected in Depreciation & Amortization) impacting Adjusted EBITDA by \$66.1 million for the nine months ended September 30, 2015.

# Cost-Reduction Plan Update

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- Unisys previously announced a plan to create a more competitive cost structure and rebalance the global skill set
  - The original announced plan was to achieve \$200M of annualized cost savings exiting YE2016
    - Possible additional \$30M of annualized cost savings exiting 2017
  - The anticipated charges to achieve these savings expected to be \$300M
    - \$188M have been incurred as of 9/30/16, inception to date
    - \$15-20M additional charges expected in 4Q16
- The company is on track to exit 2016 with \$200M in annualize cost savings
  - \$185M of annualized cost savings have been achieved as of 9/30/16
- Impacts of cost-reduction program have begun to be seen in financial results
  - YTD non-GAAP operating profit margin of 7.0% is up 340 bps YoY
  - YTD Adjusted FCF up \$284M to \$161M as of September vs. \$(123)M in the corresponding YTD period in 2015

# Estimated Future Pension Cash Contributions



The funding estimates for our U.S. qualified defined benefit pension plan are based on current estimated asset returns and the funding discount rates used for the U.S. qualified defined benefit plan which have been updated to reflect the year end 2015 discount rates. The future funding requirements are likely to change based on, among other items, market conditions and changes in discount rates.

Current estimates for future contributions to international plans are based on local funding regulations and agreements and are likely to change in 2017 and beyond based on a number of factors including market conditions, changes in discount rates and changes in currency rates.

Assumes adoption of updated mortality table for funding purposes on January 1, 2018.

# Potential Economic Benefit of Unisys Tax Assets

\$M as of Dec. 31, 2015

Description		Unisys Net Deferred Tax Assets <sup>(1)</sup>	Future Available Reductions in Taxable Income
	<b>US</b>		
<b>NOLs and Tax Credits</b>	Net Operating Loss – Federal & State	\$620	\$1,212
	Tax Credits	350	995
<b>Pension and Other</b>	Pension	614	1,589
	Other Deferred Tax Assets	<u>193</u>	<u>505</u>
	<b>Total available US</b>	<b>\$1,777</b>	<b>\$4,301</b>
	<b>Non-US</b>		
<b>Foreign Tax Attributes</b>	Net Operating Loss – Non-U.S.	\$235	\$894
	Pension and other – Non-U.S.	<u>127</u>	<u>578</u>
	<b>Total available non-U.S.</b>	<b><u>\$362</u></b>	<b><u>\$1,472</u></b>
	<b>Total available</b>	<b>\$2,139</b>	<b>\$5,773</b>
	Valuation Allowance <sup>(1)</sup>	<u>(2,025)</u>	
	<b>Total Net Deferred Tax Asset <sup>(1)</sup></b>	<b>\$114</b>	

(1) The elements listed above are for informational purposes only and are based on expectations and assumptions defined in the Form 10-K filed for December 31, 2015. See Critical Accounting Policies – Income Taxes for the assessment of the realization of company's deferred tax assets and liabilities and Footnote 7 in 2015 Form 10-K.

Net Deferred Tax Assets represent the tax effected difference between the book and tax basis of assets and liabilities. Deferred tax assets represent future deductions against taxable income or a credit against a future income tax liability. Deferred tax liabilities represent taxable amounts in future years when the related asset or liability is recovered.

Valuation Allowance - US GAAP requires net deferred tax assets be reduced by a valuation allowance if it is more likely than not that some portion or the entire deferred tax asset will not be realized. The factors used to assess the likelihood of realization are the company's historical profitability, forecast of future taxable income and available tax-planning strategies that could be implemented to realize the net deferred tax assets. The company considers tax-planning strategies to realize or renew net deferred tax assets to avoid the potential loss of future tax benefits.





## Questions & Answers

# Non-GAAP and Other Information

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Although appropriate under generally accepted accounting principles (“GAAP”), the company’s results in its earnings press release and/or earnings presentation materials 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 pension 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** – Unisys recorded pretax pension expense and a pretax charge in connection with cost-reduction and other expense. The company believes that this profitability measure is more indicative of the company’s operating results and aligns those results to the company’s external guidance which is used by the company’s management to allocate resources and may be used by analysts and investors to gauge the company’s ongoing performance.

**Non-GAAP diluted earnings per share** – Unisys recorded pension expense and a charge in connection with cost-reduction and other expense. Management believes that investors may have a better understanding of the company’s performance and return to shareholders by excluding these charges from the non-GAAP diluted earnings/loss per share calculations. The tax amounts presented for pension expense and cost-reduction and other expense for the calculation of non-GAAP diluted earnings per share include the current and deferred tax expense and benefits recognized under GAAP for pension expense, cost-reduction and other expense.

**Constant currency** – The company refers to growth rates in constant currency or on a constant currency basis so that the business results can be viewed without the impact of fluctuations in foreign currency exchange rates to facilitate comparisons of the company’s business performance from one period to another. Constant currency is calculated by retranslating current and prior period results at a consistent rate.

**Free cash flow** – The company defines free cash flow as cash flow from operations less capital expenditures. Management believes this liquidity measure gives investors an additional perspective on cash flow from on-going operating activities in excess of amounts required for reinvestment.

**Adjusted free cash flow** – Because inclusion of the company’s pension contributions and cost-reduction payments in free cash flow may distort the visibility of the company’s ability to generate cash flow from its operations without the impact of these non-operational costs, management believes that investors may be interested in adjusted free cash flow, which provides free cash flow before these payments and is more indicative of its on-going operations. This liquidity measure was provided to analysts and investors in the form of external guidance and is used by management to measure operating liquidity.

**EBITDA & adjusted EBITDA** – Earnings before interest, taxes, depreciation and amortization (“EBITDA”) is calculated by starting with net income (loss) attributable to Unisys Corporation common shareholders and adding or subtracting the following items: net income attributable to noncontrolling interests, interest expense (net of interest income), provision for income taxes, depreciation and amortization. Adjusted EBITDA further excludes pension expense, cost-reduction and other expense, non-cash share-based expense, and an other (income) expense adjustment. In order to provide investors with additional understanding of the company’s operating results, these charges are excluded from the adjusted EBITDA calculation.

Schedule A: GAAP to Non-GAAP Reconciliation

# Operating Profit

\$M	3Q16	3Q15	YTD16	YTD15
<b>Operating profit (loss)</b>	<b>\$(9.8)</b>	<b>\$8.6</b>	<b>\$12.1</b>	<b>\$(70.9)</b>
Pension expense	21.2	27.2	63.0	81.5
Cost-reduction charges and other expense	34.6	17.4	71.7	70.0
<b>Non-GAAP operating profit (loss)</b>	<b>\$46.0</b>	<b>\$53.2</b>	<b>\$146.8</b>	<b>\$80.6</b>
Customer revenue	\$683.3	\$739.2	\$2,099.0	\$2,225.2
GAAP operating profit (loss) %	(1.4)%	1.2%	0.6%	(3.2)%
Non-GAAP operating profit (loss) %	6.7%	7.2%	7.0%	3.6%

## Schedule B: GAAP to Non-GAAP Reconciliation

# Earnings per Diluted Share

\$M except share and per share data		3Q16	3Q15	YTD16	YTD15
<b>Net income (loss) attributable to Unisys Corporation common shareholders</b>		<b>\$(28.2)</b>	<b>\$(9.6)</b>	<b>\$(46.5)</b>	<b>\$(111.0)</b>
Cost-reduction and other expense:	pretax	34.6	17.4	71.7	70.0
	tax provision (benefit)	(2.6)	(1.0)	(4.7)	(5.0)
	net of tax	32.0	16.4	67.0	65.0
Pension expense:	pretax	21.2	27.2	63.0	81.5
	tax provision (benefit)	0.3	(0.6)	0.9	(1.6)
	net of tax	21.5	26.6	63.9	79.9
<b>Non-GAAP net income (loss) attributable to Unisys Corporation common shareholders</b>		<b>\$25.3</b>	<b>\$33.4</b>	<b>\$84.4</b>	<b>\$33.9</b>
Interest expense on convertible notes		4.6	0.0	9.9	0.0
<b>Non-GAAP net income (loss) attributable to Unisys Corporation for diluted earnings per share</b>		<b>\$29.9</b>	<b>\$33.4</b>	<b>\$94.3</b>	<b>\$33.9</b>
Weighted average shares (thousands)		50,082	49,934	50,052	49,894
Plus incremental shares from assumed conversion of employee stock plans & convertible notes		22,094	114	15,860	163
<b>Adjusted weighted average shares</b>		<b>72,176</b>	<b>50,048</b>	<b>65,912</b>	<b>50,057</b>
<b>Diluted earnings (loss) per share</b>					
<i>GAAP basis</i>					
GAAP net income (loss) attributable to Unisys Corporation common shareholders		\$(28.2)	\$(9.6)	\$(46.5)	\$(111.0)
Divided by adjusted weighted average shares		50,082	49,934	50,052	49,894
<b>GAAP earnings (loss) per diluted share</b>		<b>\$(0.56)</b>	<b>\$(0.19)</b>	<b>\$(0.93)</b>	<b>\$(2.22)</b>
<i>Non-GAAP basis</i>					
Non-GAAP net income (loss) attributable to Unisys Corporation for diluted earnings per share		\$29.9	\$33.4	\$94.3	\$33.9
Divided by adjusted weighted average shares		72,176	50,048	65,912	50,057
<b>Non-GAAP earnings (loss) per diluted share</b>		<b>\$0.41</b>	<b>\$0.67</b>	<b>\$1.43</b>	<b>\$0.68</b>

Schedule C: GAAP to Non-GAAP Reconciliation

## Free Cash Flow

<b>\$M</b>	<b>3Q16</b>	<b>3Q15</b>	<b>YTD16</b>	<b>YTD15</b>
Cash provided by (used for) operations	\$42.5	\$(44.1)	\$101.3	\$(108.5)
Capital expenditures	(36.8)	(56.6)	(106.8)	(167.4)
<b>Free cash flow</b>	<b>\$5.7</b>	<b>\$(100.7)</b>	<b>\$(5.5)</b>	<b>\$(275.9)</b>
Pension funding	39.9	39.9	104.0	115.6
Cost-reduction payments	23.1	24.4	62.3	37.6
<b>Adjusted free cash flow</b>	<b>\$68.7</b>	<b>\$(36.4)</b>	<b>\$160.8</b>	<b>\$(122.7)</b>

## Schedule D: GAAP to Non-GAAP Reconciliation

# EBITDA and Adjusted EBITDA

### Earnings before Interest, Taxes, Depreciation and Amortization

\$M	3Q16	3Q15	YTD16	YTD15
<b>Net income (loss) attributable to Unisys</b>	<b>\$(28.2)</b>	<b>\$(9.6)</b>	<b>\$(46.5)</b>	<b>\$(111.0)</b>
Net income (loss) attributable to noncontrolling interests	3.1	2.0	8.2	6.5
Interest expense, net of interest income of \$2.9, \$3.0, \$8.5, \$6.7, respectively*	4.8	-	11.4	1.6
Income tax provision	9.9	14.9	34.2	33.3
Depreciation <sup>(1)</sup>	23.3	26.5	68.3	75.3
Amortization	15.6	17.4	48.0	50.3
<b>EBITDA</b>	<b>\$28.5</b>	<b>\$51.2</b>	<b>\$123.6</b>	<b>\$56.0</b>
Pension expense	21.2	27.2	63.0	81.5
Cost-reduction and other expense <sup>(1)</sup>	34.6	13.5	71.7	66.1
Non-cash share-based expense	2.4	1.7	7.7	7.9
Other (income) expense adjustment**	0.6	1.3	4.8	(1.3)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$87.3</b>	<b>\$94.9</b>	<b>\$270.8</b>	<b>\$210.2</b>

\* Included in Other (income) expense, net on the Consolidated Statements of Income

\*\* Other (income) expense, net as reported on the Consolidated Statements of Income less interest income

<sup>(1)</sup> – In connection with our previously announced cost reduction and other expense, we recognized \$17.4 million of pretax charges (which includes \$3.9 million of asset write-offs which are reflected in Depreciation & Amortization) impacting Adjusted EBITDA by \$13.5 million for the quarter ended September 30, 2015 and \$70.0 million of pretax charges (which includes \$3.9 million of asset write-offs which are reflected in Depreciation & Amortization) impacting Adjusted EBITDA by \$66.1 million for the nine months ended September 30, 2015.