

Unisys continues to make progress in shifting revenue to key focus areas of Modern Workplace and Digital Platforms & Applications

3Q22 Total Revenue

\$461M

+0.3% YoY in CC, (5.5)% as reported

3Q22 Non-GAAP Operating Margin

3.1%

(260) bps YoY

3Q22 Adj. EBITDA Margin

11.4%

(390) bps YoY

Annual Contract Value ("ACV"):

Up 20% YoY

Backlog:

\$2.69B

versus \$2.74B as of 2Q22, down 1.9% sequentially, but up 2.7% excluding FX

Highlights

- Total company pipeline grew 25% YoY
- Annual Contract Value (ACV) signings grew 20% YoY
- Total Contract Value (TCV) signings grew 31% YoY
- Progress shifting revenue to key focus areas within Digital Workplace Solutions and Cloud, Applications & Infrastructure Solutions (see Pipeline, ACV and TCV details section)

3Q22 Free Cash Flow:

\$24M

\$(16)M YoY

3Q22 Segment Revenue

% Revenue

DWS 28%
CA&I 27%
ECS 30%
Other 15%

DWS

\$130.1M

(4)% YoY in cc
(9.1)% as reported

↑
Excluding impact of non-strategic Traditional Workplace contracts exited in 2021 and currency, DWS revenue grew 12.2% YoY

CA&I

\$122.3M

+8.1% YoY in cc
+5.5% as reported

ECS

\$137.7M

(3)% YoY in cc
(9)% as reported

↑
Largely driven by lower ClearPath Forward® license renewals in the quarter

Other

\$71.1M

+2.8% YoY in cc
(8.4)% as reported

3Q22 Pipeline | ACV | TCV Details

	YoY growth
Total Company Pipeline	25%
DWS Pipeline	>50%
Modern Workplace Pipeline	>100%
CA&I Pipeline	3%
Digital Platforms & Applications Pipeline	>50%
Total Company ACV	20%
DWS ACV	(20)%
Modern Workplace ACV	>50%
CA&I ACV	53%
Digital Platforms & Applications ACV	>100%
Total Company TCV	31%
DWS TCV	12%
Modern Workplace Pipeline TCV	>50%
CA&I TCV	52%
Digital Platforms & Applications TCV	>50%