UNISYS | Securing Your Tomorrow®

Full-Year and Fourth-Quarter 2019 Financial Results

February 25, 2020

Peter Altabef | Chairman & CEO
Mike Thomson | Senior Vice President & CFO

www.unisys.com/investor

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 and in today's earnings release.
- 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, pipeline 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 certain revenue adjustments and related profit consisting of 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.
- In 2018 we reported 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. Additionally, the company's non-GAAP results include adjustments to exclude certain revenue relating to reimbursements from the company's check-processing JV partners for restructuring expenses included as part of the company's restructuring program. For more information regarding these adjustments, please see our earnings release and our Form 10-K for the year.
- 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 February 25, 2020, and Unisys undertakes no duty to update this information.

2019 Highlights

- Achieved guidance on all metrics for which it was provided:
  - Non-GAAP adjusted revenue: $2.931 billion (6.1% growth) vs. guidance of $2.845 – $2.955 billion
  - Non-GAAP operating profit margin: 9.0% vs. guidance of 8.25% – 9.25%
  - Adj. EBITDA margin: 14.4% vs. guidance of 14.4% – 16.0%

- Second-consecutive year of non-GAAP adjusted revenue growth
  - Highest annual revenue growth since 1998; highest annual non-GAAP adjusted Services revenue growth since 2003
    - 4Q19 represented seventh-consecutive quarter of non-GAAP adjusted Services revenue growth (1.9% YoY)
  - 2019 non-GAAP adjusted Technology revenue up 2.7% YoY

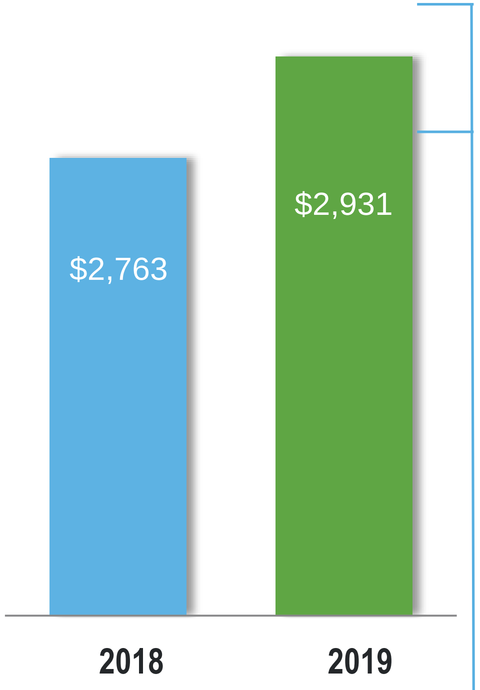
- 2019 non-GAAP operating profit margin expansion of 10 basis points YoY to 9.0%
  - 2019 Services non-GAAP adjusted operating profit margin expansion of 120 basis points to 3.6%

- 2019 Operating cash flow up $50.0M YoY to $123.9M
- 2019 Adjusted free cash flow up $65.0M YoY to $127.0M

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

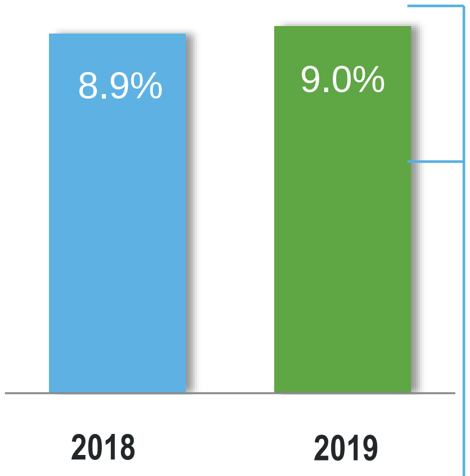
Full-Year Financial Results

Adjusted Revenue ($M)
Non-GAAP



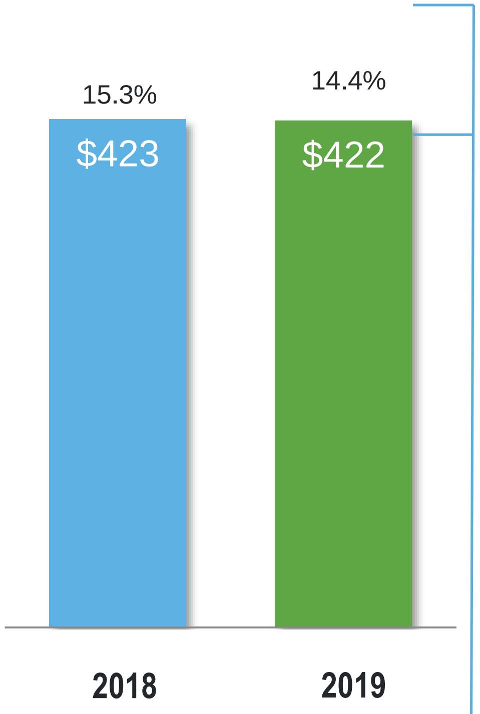
2019 Guidance:
$2.845B - $2.955B

Operating Profit Margin (%)
Non-GAAP



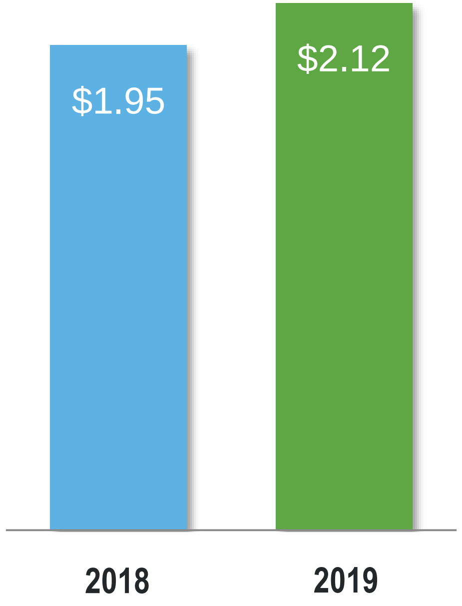
2019 Guidance:
8.25%-9.25%

Adjusted EBITDA ($M) and Margin (%)
Non-GAAP



2019 Guidance:
14.4%-16.0%

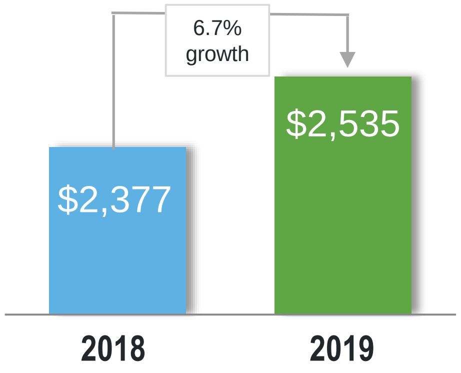
Diluted Earnings per Share
Non-GAAP



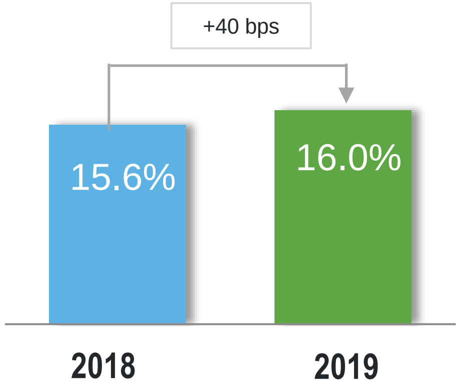
See appendix for a reconciliation of non-GAAP measures to their most comparable GAAP measures

Full-Year Segment Results

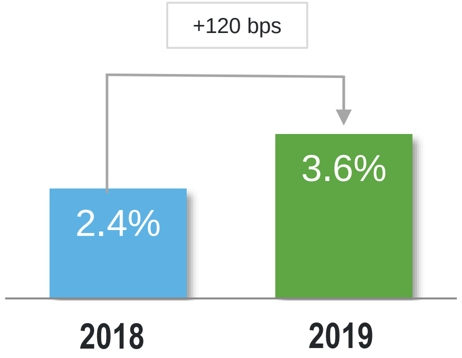
Services Adjusted Revenue ($M)
Non-GAAP



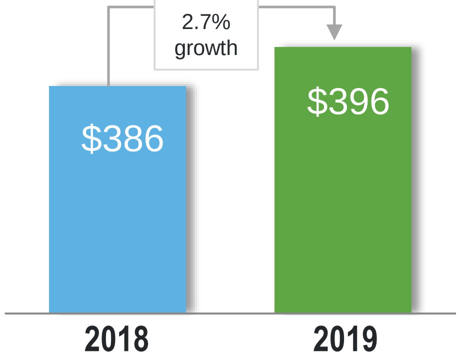
Services Gross Profit (%)
Non-GAAP



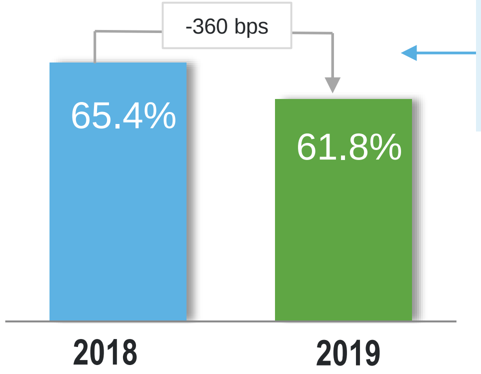
Services Operating Profit (%)
Non-GAAP



Technology Revenue ($M)
Non-GAAP

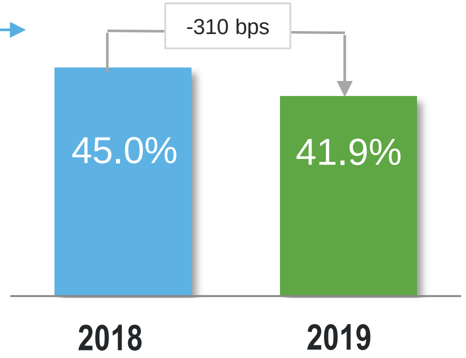


Technology Gross Profit (%)
Non-GAAP



YoY decline largely driven by higher sales of 3rd party hardware in 2019

Technology Operating Profit (%)
Non-GAAP



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

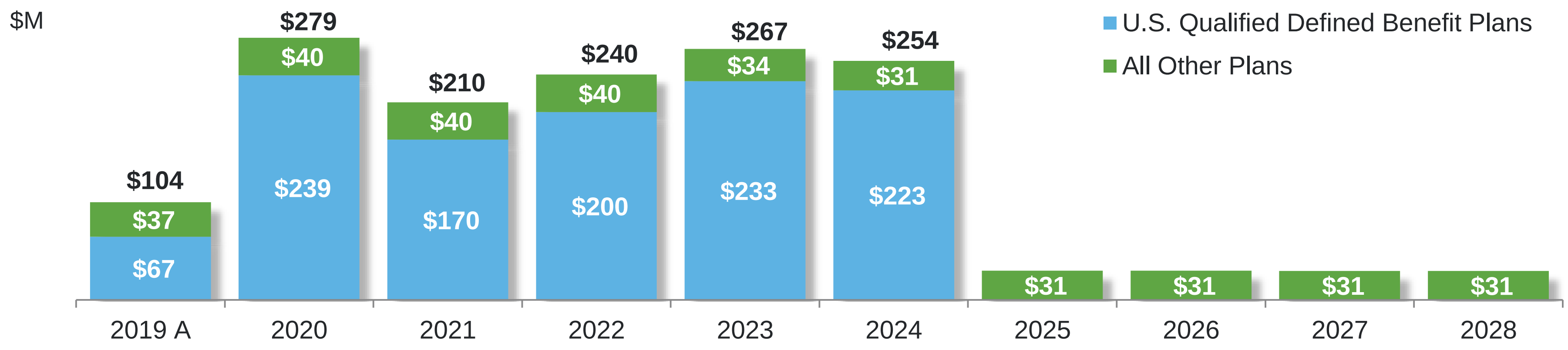
4Q19 and Total Year 2019 Cash Flow and EBITDA Results

$M	4Q18	4Q19	2018	2019
EBITDA	$93	$46	$360	$239
Adjusted EBITDA	$135	$105	$423	$422
Adjusted EBITDA Margin	17.8%	14.2%	15.3%	14.4%
Operating Cash Flow	$151	$126	$74	$124
Capital Expenditures	$(48)	$(30)	$(189)	$(160)
Free Cash Flow	$103	$96	$(115)	$(36)
Adjusted Free Cash Flow	$124	$139	$62	$127

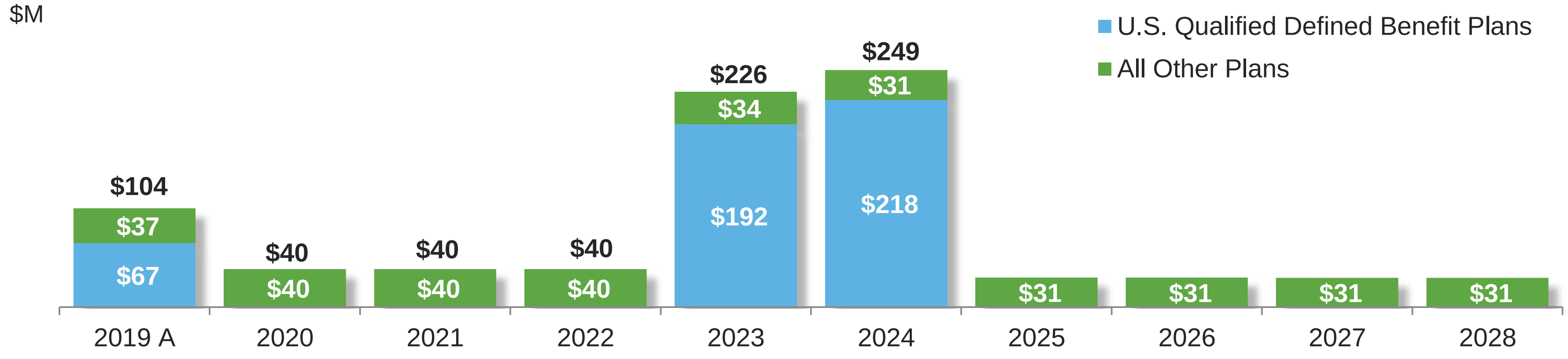
See appendix for a reconciliation of non-GAAP measures to their most comparable GAAP measures.

Estimated Future Pension Cash Contributions Through 2028

Estimated Cash Contributions as of 12/31/19



Estimated Cash Contributions as of 12/31/19 Pro Forma for $600M Contribution from Proceeds of U.S. Federal Business Sale

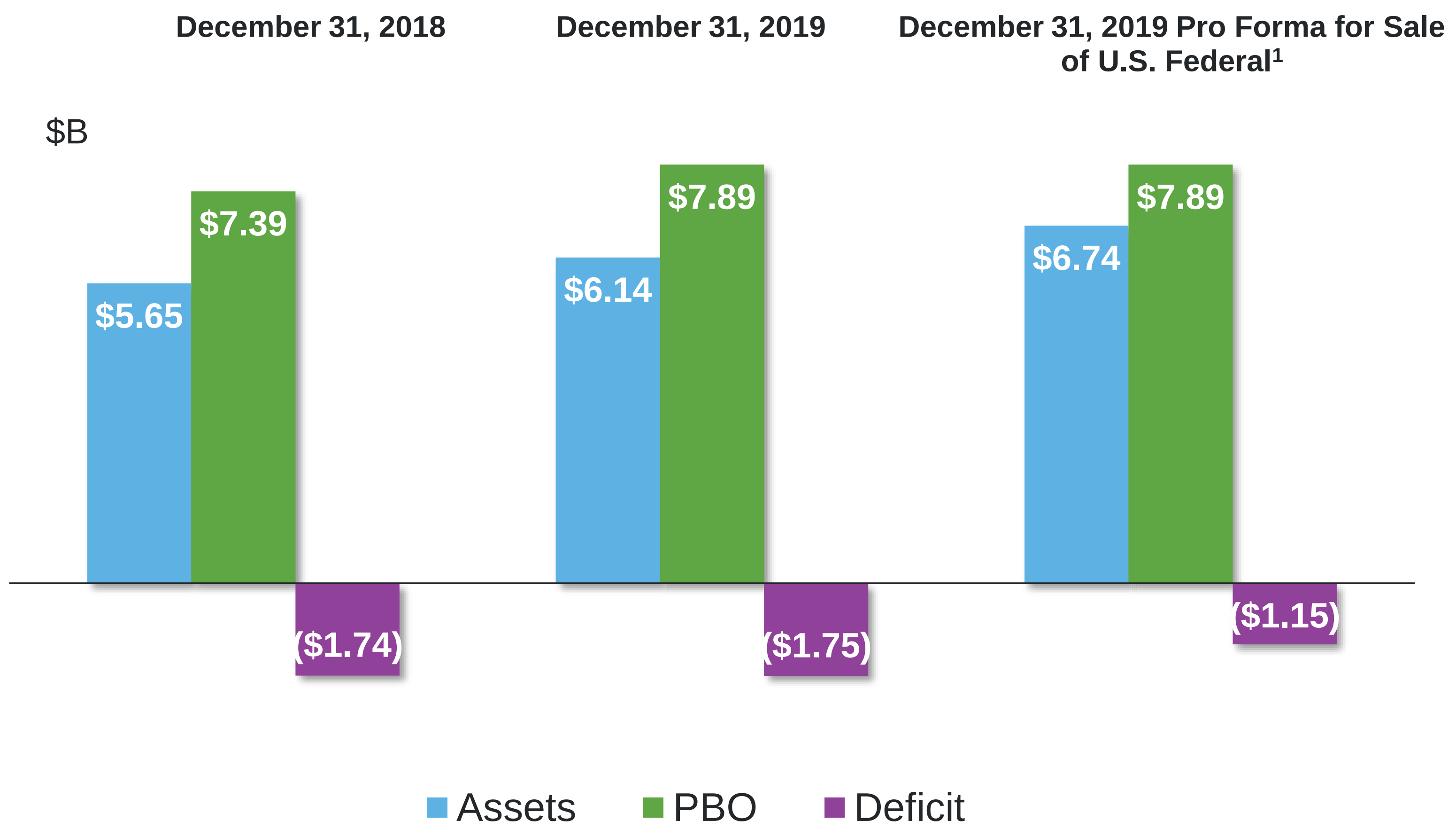


The funding estimates for our U.S. qualified defined benefit pension plans are based on estimated asset returns and the funding discount rates used for the U.S. qualified defined benefit plans as of year-end 2019. The future funding requirements are likely to change based on, among other items, market conditions and changes in discount rates.

Current estimates for future contributions to international plans are based on local funding regulations and agreements as of year-end 2019 and are likely to change based on a number of factors including market conditions, changes in funding agreements, changes in discount rates and changes in currency rates.

Expected future pension cash contributions from 2029 to 2038 are approximately $300M, all of which are to non-U.S. plans.

Defined Benefit Pension Plans Funded Status



In accordance with U.S. GAAP, discount rates are set annually at December 31.
[1]Assumes application of $600M of net proceeds per transaction announcement

Update on Defined Benefit Pension Plans

Worldwide P&L Impact ($M)	2019	2020E
Total Pension Expense[1]	$92.7	$90.0
U.S. Qualified Defined Benefit Pension Plan		
Expected Return on Assets	6.80%	6.50%
Actual Return	18.0%	
U.S. GAAP Discount Rate	at 12/31/18 4.50%	at 12/31/19 3.53%
International Defined Benefit Pension Plans		
Expected Return on Assets	4.18%	3.50%
Weighted Average GAAP Discount Rate	at 12/31/18 2.55%	at 12/31/19 1.82%

25 bps Δ in 2019:	Impact to Pension Liability[2]
U.S. Discount Rates	$114M
International Discount Rates	$123M

A 3.50% incremental increase in Return on Assets would offset the impact of a 25 bps decline in interest rates

1 All estimates are based on expected asset returns and discount rate assumptions as calculated at December 31, 2019
2 The sensitivity to rate changes is not linear and additional changes in rates may result in a different impact on pension liability

Potential Economic Benefit of Tax Assets

$M

Description		Net Deferred Tax Assets[1]	Future Available Reductions in Taxable Income
	U.S.		
NOLs and Tax Credits	Net Operating Loss – Federal & State	$596	$1,657
	Tax Credits	241	1,148
Pension and Other	Pension	376	1,506
	Other Deferred Tax Assets	60	240
	Total available U.S.	**$1,273**	**$4,551**
	Non-U.S.		
Foreign Tax Attributes	Net Operating Loss – Non-U.S.	$245	$1,027
	Pension and other – Non-U.S.	100	447
	Total available non-U.S.	**$345**	**$1,474**
	Total available	**$1,618**	**$6,025**
	Valuation Allowance [1]	(1,525)	
	Total Net Deferred Tax Asset [1]	**$93**	

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, 2019. See Critical Accounting Policies – Income Taxes for the assessment of the realization of company's deferred tax assets and liabilities and Footnote 6 in 2019 Form 10-K that will be filed in February 2020.

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.

2020 Financial Guidance

All numbers assume sale of U.S. Federal business

- **Non-GAAP Adjusted Revenue: $2.16B – $2.25B**
  - (2)% to +2% YoY growth
- **Non-GAAP Operating Profit Margin: 7.7% - 8.7%**
- **Adjusted EBITDA Margin: 15.0% - 16.5%**

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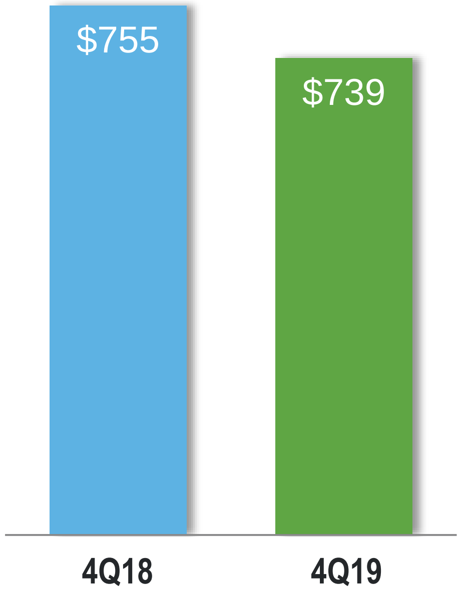
Questions & Answers

Appendix

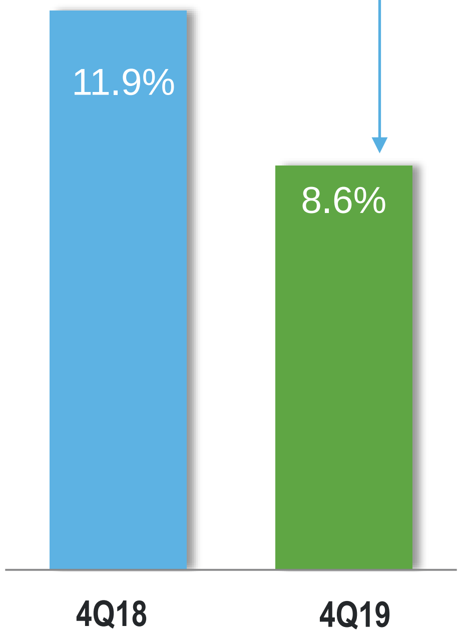
4Q19 Financial Results

YoY decline largely driven by Technology revenue being more evenly distributed throughout 2019 than 2018, which saw more concentration in Q4

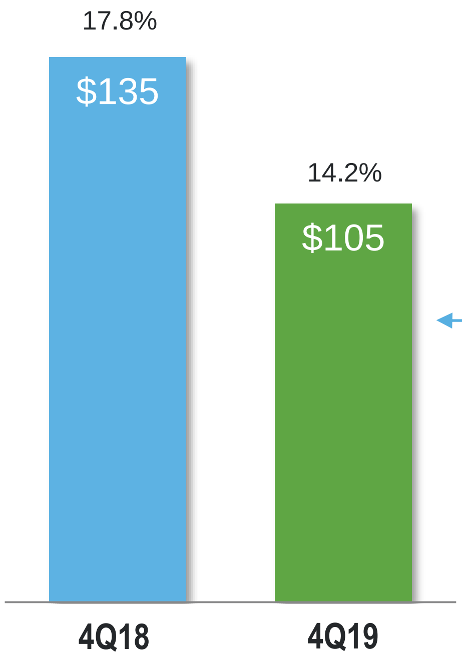
Adjusted Revenue ($M)
Non-GAAP



Operating Profit Margin (%)
Non-GAAP



Adjusted EBITDA ($M) and Margin (%)
Non-GAAP



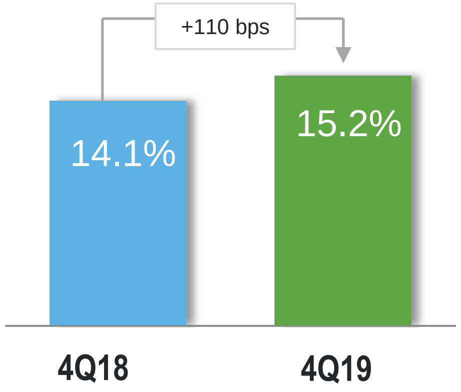
Diluted Earnings per Share
Non-GAAP

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

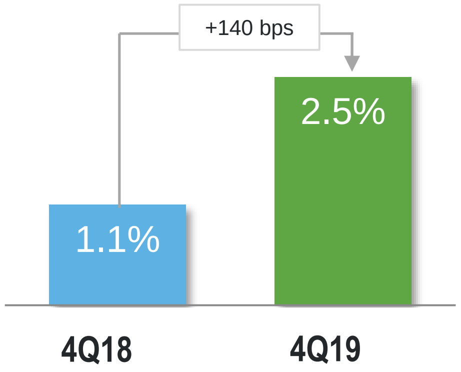
4Q19 Segment Results

Services Adjusted Revenue ($M)
Non-GAAP

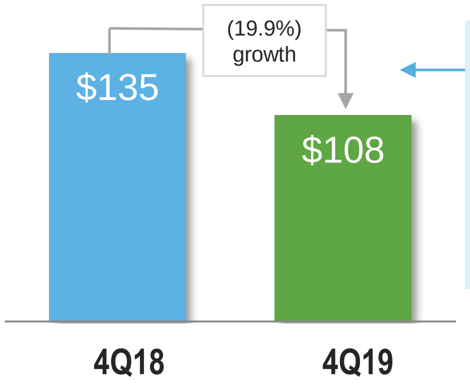
Services Gross Profit (%)
Non-GAAP



Services Operating Profit (%)
Non-GAAP

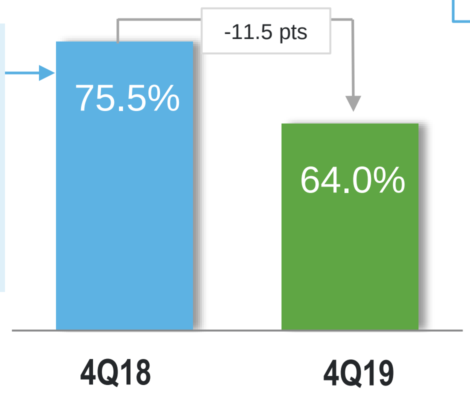


Technology Revenue ($M)

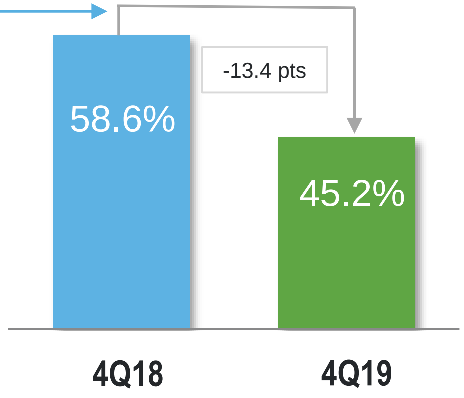


YoY decline driven by Technology revenue being more evenly distributed throughout 2019 than 2018, which saw more concentration in Q4

Technology Gross Profit (%)



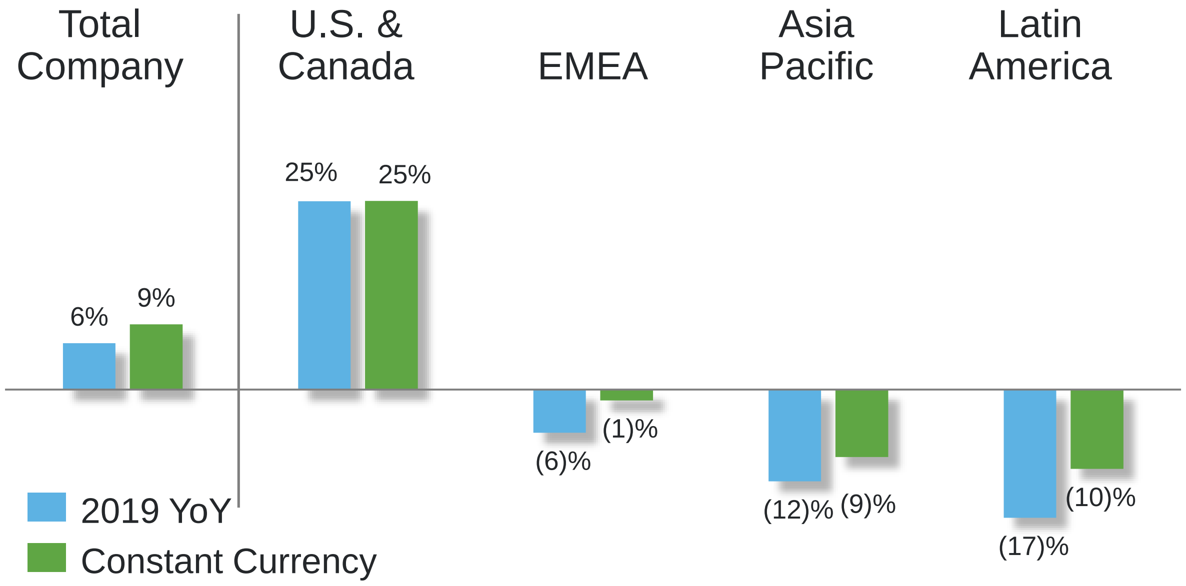
Technology Operating Profit (%)



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

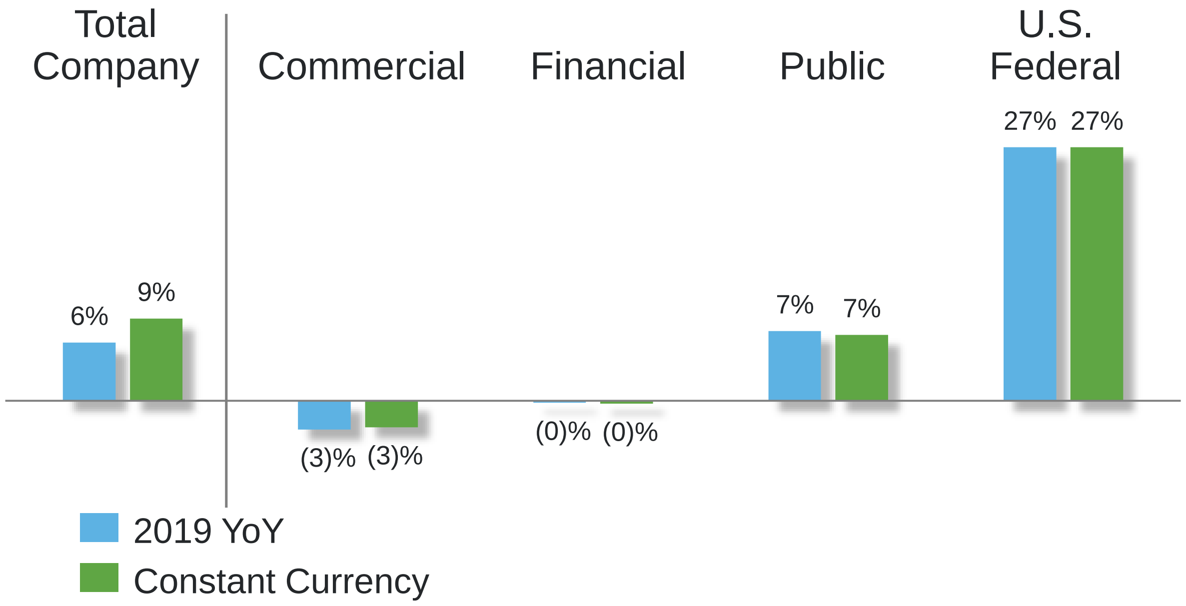
Total Year Non-GAAP Revenue Growth by Region and Sector[1]

By Region



- Strong growth in US and Canada with growth driven by both U.S. Federal and Enterprise Solutions, including Public Sector in the U.S.
- Asia Pacific revenue was down due to a difficult Technology compare, as well as Services revenue decline related to salesforce turnover
- EMEA was down only modestly YoY on a constant-currency basis, largely driven by declining revenue from our check-processing business, which is roughly zero margin
- Latin America was impacted by currency and a difficult Technology compare. Constant-currency services non-GAAP adjusted revenue in the region was up YoY.

By Sector

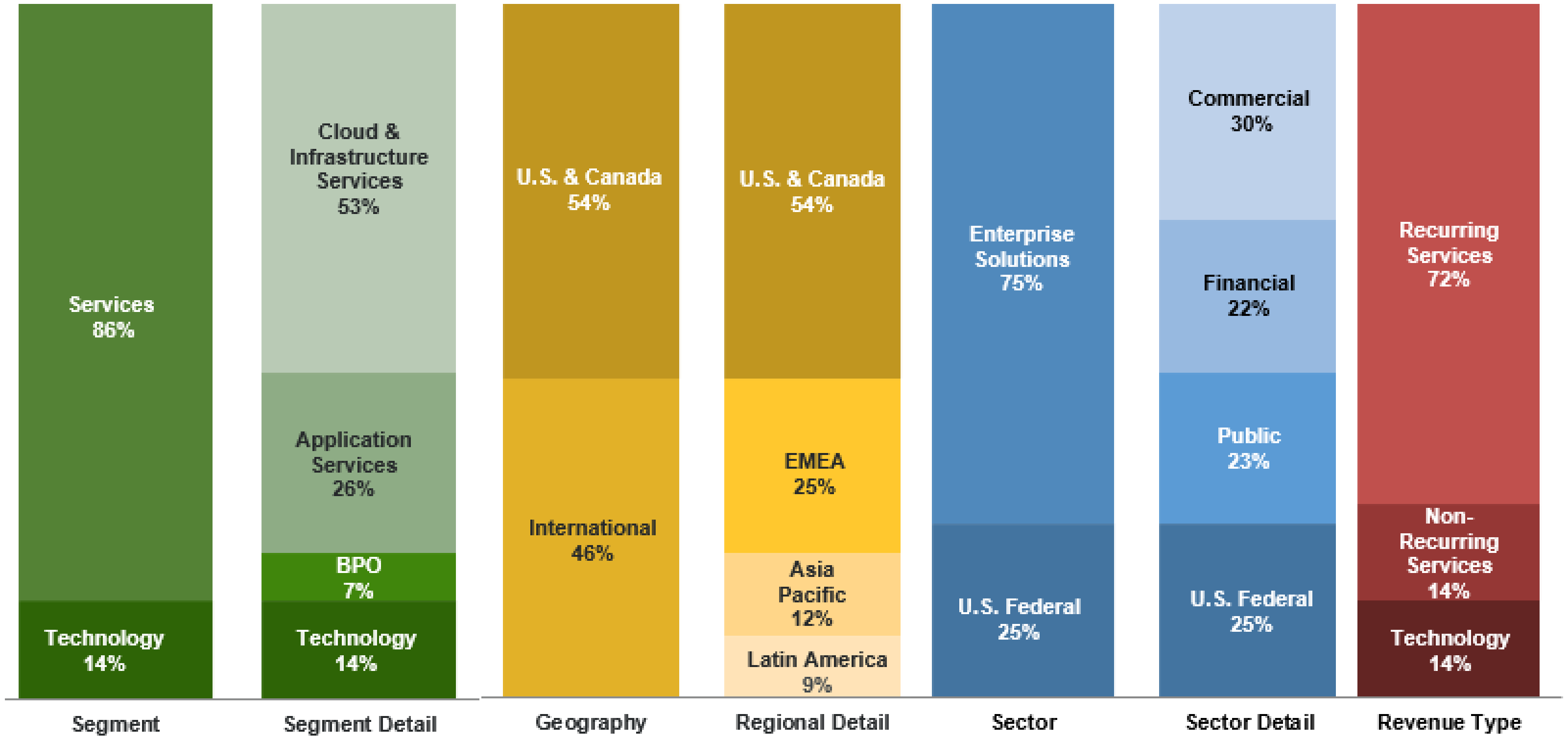


- Continued momentum in U.S. Federal with strongest growth in over 15 years
- Public revenue increased 7% YoY with public sector modernization projects driving growth
- Financial Services decline due to lighter Technology renewal schedule, as Services non-GAAP adjusted revenue grew YoY
- Commercial was also driven largely by Technology renewal timing with less than 1% Services non-GAAP adjusted revenue decline YoY

1. 2018 and 2019 numbers adjusted to exclude revenue previously recorded under ASC 605, which was also included under ASC 606, as well as other adjustments

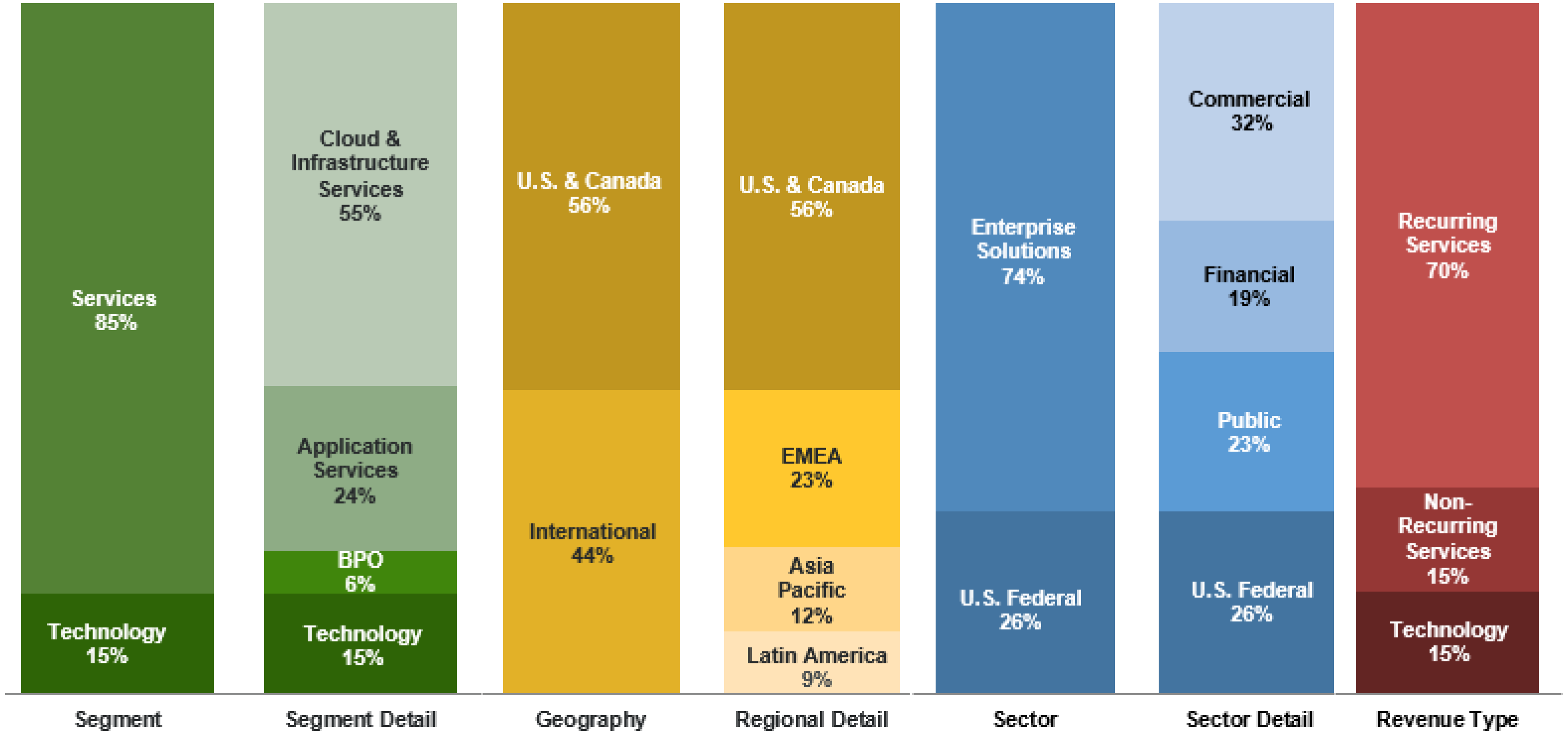
2019 Unisys Non-GAAP Adjusted Revenue Profile

Percent of Full Year 2019 Revenue



4Q19 Unisys Non-GAAP Adjusted Revenue Profile

Percent of 4Q19 Revenue



Schedule A: GAAP to Non-GAAP Reconciliation

Revenue and Gross Margin

$M	4Q18	4Q19	2018	2019
GAAP Total Revenue	**$760.9**	**$741.5**	**$2,825.0**	**$2,948.7**
Topic 606 impact	0.0	0.0	(53.0)	0.0
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Non-GAAP Total Revenue	**$754.6**	**$739.3**	**$2,762.6**	**$2,931.2**
GAAP Gross Profit	**$178.4**	**$150.2**	**$686.3**	**$666.4**
Topic 606 impact	0.0	0.0	(53.0)	0.0
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Cost reduction expense	22.3	17.7	18.1	11.0
Non-GAAP Gross Profit	**$194.4**	**$165.7**	**$642.0**	**$659.9**

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Schedule B: GAAP to Non-GAAP Reconciliation

Operating Profit

$M	4Q18	4Q19	2018	2019
Operating profit	**$72.5**	**$37.4**	**$284.1**	**$238.2**
Topic 606 adoption	0.0	0.0	(53.0)	0.0
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Postretirement expense	0.9	0.8	3.8	3.3
Cost reduction and other expense	22.8	27.6	19.7	38.7
Non-GAAP operating profit	**$89.9**	**$63.6**	**$245.2**	**$262.7**
Customer revenue	760.9	741.5	2,825.0	2,948.7
Non-GAAP adjusted revenue	754.6	739.3	2,762.6	2,931.2
GAAP operating profit (loss)%	9.5%	5.0%	10.1%	8.1%
Non-GAAP operating profit (loss)%	11.9%	8.6%	8.9%	9.0%

Schedule C: GAAP to Non-GAAP Reconciliation

EBITDA and Adjusted EBITDA

$M	4Q18	4Q19	2018	2019
Net income (loss) attributable to Unisys	**$25.0**	**($10.8)**	**$75.5**	**($17.2)**
Net income (loss) attributable to noncontrolling interests	(0.8)	(6.1)	3.4	3.9
Interest expense, net of interest income of $2.7, $2.1, $11.7, $10.6 respectively *	13.1	13.1	52.3	51.5
Income tax provision	13.9	11.2	64.3	53.0
Depreciation	27.3	25.1	107.2	99.1
Amortization	14.1	13.3	56.9	48.3
EBITDA	**$92.6**	**$45.8**	**$359.6**	**$238.6**
Postretirement expense	25.9	25.1	84.1	96.6
Debt exchange, cost-reduction and other expense***	16.5	25.9	10.3	53.8
Topic 606 adoption	0.0	0.0	(53.0)	0.0
Non-cash share-based expense	3.2	3.1	13.2	13.2
Other (income) expense adjustment**	(3.7)	5.2	8.3	20.0
Adjusted EBITDA	**$134.5**	**$105.1**	**$422.5**	**$422.2**

* 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, postretirement expense, debt-exchange and items included in cost reduction
*** Reduced for D&A included above & Disposals in Other Expense

Schedule D: GAAP to Non-GAAP Reconciliation

Earnings per Diluted Share

$M except share and per share data		4Q18	4Q19	2018	2019
Net income (loss) attributable to Unisys Corporation common shareholders		**$25.0**	**($10.8)**	**$75.5**	**($17.2)**
Debt exchange, cost-reduction and other expense:	pretax	16.5	25.9	10.3	54.9
	Tax	(1.8)	0.0	(1.6)	(1.8)
	Minority interest	2.0	0.6	3.5	7.2
	Net of tax and minority interest	16.7	26.5	12.2	60.3
Topic 606 adjustment	Pretax	0.0	0.0	(53.0)	0.0
	Tax	0.0	0.0	(5.3)	0.0
	Net of tax	0.0	0.0	(47.7)	0.0
Postretirement expense:	Pretax	25.9	25.1	84.1	96.6
	Tax	(1.1)	(0.2)	(0.3)	0.0
	net of tax	24.8	24.9	83.8	96.6
Non-GAAP net income (loss) attributable to Unisys Corporation common shareholders		**$66.5**	**$40.6**	**$123.8**	**$139.7**
Add interest expense on convertible notes		5.0	2.1	19.6	15.3
Non-GAAP net income (loss) attributable to Unisys Corporation for diluted earnings per share		**$71.5**	**$42.7**	**$143.4**	**$155.0**
Weighted average shares (thousands)		51,028	62,397	50,946	55,961
Plus incremental shares from assumed conversion of employee stock plans & convertible notes		22,598	9,082	22,409	16,988
GAAP adjusted weighted average shares		**73,626**	**71,479**	**73,355**	**72,949**
Diluted earnings (loss) per share					
GAAP basis					
GAAP net income (loss) attributable to Unisys Corporation for diluted earnings per share		$30.0	($10.8)	$95.1	($17.2)
Divided by adjusted weighted average shares		73,626	62,397	73,355	55,961
GAAP earnings (loss) per diluted share		**$0.41**	**($0.17)**	**$1.30**	**($0.31)**
Non-GAAP basis					
Non-GAAP net income (loss) attributable to Unisys Corporation for diluted earnings per share		$71.5	$42.7	$143.4	$155.0
Divided by non-GAAP adjusted weighted average shares		73,626	71,479	73,355	72,949
Non-GAAP earnings (loss) per diluted share		**$0.97**	**$0.60**	**$1.95**	**$2.12**

Schedule E: GAAP to Non-GAAP Reconciliation

Free Cash Flow

$M	4Q18	4Q19	2018	2019
Cash provided by (used for) operations	**$151.3**	**$125.7**	**$73.9**	**$123.9**
Capital expenditures	(48.2)	(30.1)	(189.3)	(159.8)
Free cash flow	**$103.1**	**$95.6**	**$(115.4)**	**$(35.9)**
Postretirement funding	14.2	27.1	138.7	109.4
Cost-reduction funding	6.5	16.4	38.7	53.5
Adjusted free cash flow	**$123.8**	**$139.1**	**$62.0**	**$127.0**

Schedule F: GAAP to Non-GAAP Reconciliation

Reconciliation of Segment Reporting

$M	4Q18	4Q19	2018	2019
Total Services Revenue	**$625.5**	**$633.1**	**$2,386.3**	**$2,552.7**
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Total Services non-GAAP adjusted Revenue	**$619.2**	**$630.9**	**$2,376.9**	**$2,535.2**
Services gross profit	**$93.9**	**$98.0**	**$380.8**	**$423.9**
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Non-GAAP adjusted Services gross profit	**$87.6**	**$95.8**	**$371.4**	**$406.4**
Services operating profit	**$13.3**	**$17.7**	**$67.6**	**$108.2**
Restructuring reimbursement	(6.3)	(2.2)	(9.4)	(17.5)
Non-GAAP adjusted Services operating profit	**$7.0**	**$15.5**	**$58.2**	**$90.7**
Services gross margin	15.0%	15.5%	16.0%	16.6%
Non-GAAP adjusted Services gross margin	14.1%	15.2%	15.6%	16.0%
Services operating margin	2.1%	2.8%	2.8%	4.2%
Non-GAAP adjusted Services operating margin	1.1%	2.5%	2.4%	3.6%

Schedule G: GAAP to Non-GAAP Reconciliation

Reconciliation of Segment Reporting

$M	4Q18	4Q19	2018	2019
Total Technology Revenue	**$141.8**	**$116.8**	**$463.4**	**$411.2**
Topic 606 impact	0.0	0.0	(53.0)	0.0
Total Technology non-GAAP adjusted Revenue	**$141.8**	**$116.8**	**$410.4**	**$411.2**
Technology gross profit	**$107.1**	**$74.8**	**$321.5**	**$254.2**
Topic 606 impact	0.0	0.0	(53.0)	0.0
Non-GAAP adjusted Technology gross profit	**$107.1**	**$74.8**	**$268.5**	**$254.2**
Technology operating profit	**$83.1**	**$52.8**	**$237.8**	**$172.2**
Topic 606 impact	0.0	0.0	(53.0)	0.0
Non-GAAP adjusted Technology operating profit	**$83.1**	**$52.8**	**$184.8**	**$172.2**
Technology gross margin	75.5%	64.0%	69.4%	61.8%
Non-GAAP adjusted Technology gross margin	75.5%	64.0%	65.4%	61.8%
Technology operating margin	58.6%	45.2%	51.3%	41.9%
Non-GAAP adjusted Technology operating margin	58.6%	45.2%	45.0%	41.9%

Non-GAAP and Other Information

Although appropriate under generally accepted accounting principles ("GAAP"), the company's results reflect items 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.

Total Contract Value – TCV is the estimated total contractual revenue related to contracts signed in the period including option years (U.S. Federal contracts only) and without regard for cancellation terms. New business TCV represents TCV attributable to new scope for existing clients and new logo contracts.

Annual Contract Value – ACV represents the revenue expected to be recognized during the first twelve months following the signing of a contract in the period.

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.

Services Backlog –Services Backlog is the balance of contracted services revenue not yet recognized, including only the funded portion of services contracts with the U.S. Federal government.

Non-GAAP adjusted revenue – In 2018, the company's non-GAAP results reflect adjustments to exclude certain revenue. This includes revenue from software license extensions and renewals which were contracted for in the fourth quarter of 2017 and properly recorded as revenue at that time under the revenue recognition rules then in effect (ASC 605). Upon adoption of the new revenue recognition rules (ASC 606) on January 1, 2018, and since the company adopted ASC 606 under the modified retrospective method whereby prior periods were not restated, the company was required to include this $53 million in the cumulative effect adjustment to retained earnings on January 1, 2018. ASC 606 requires revenue related to software license renewals or extensions to be recorded when the new license term begins, which in the case of the $53 million is January 1, 2018. The company has excluded revenue and related profit for these software licenses in its non-GAAP results since it has been previously reported in 2017. This is a one-time adjustment and it will not reoccur in future periods. However, in its quarterly financial statements on Form 10-Q for all of 2018, the company is required to report what its financial statements would have been if it had not adopted ASC 606. The $53 million is included in those adjustments. There are additional adjustments being made, but they do not represent previously recorded revenue. Those adjustments represent other differences between ASC 605 and ASC 606, principally extended payment term software licenses and short-term software licenses both of which are recorded at the inception of the license term under ASC 606 but were required to be recognized ratably over the software license term under ASC 605. Additionally, the company's non-GAAP results include an adjustment to exclude certain revenue and related profit relating to reimbursements from the company's check-processing JV partners for restructuring expenses included as part of the company's restructuring program.

Non-GAAP operating profit – The company recorded pretax post-retirement expense and pretax charges in connection with cost-reduction activities and other expenses. For the company, non-GAAP operating profit excluded these items. 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. During 2018, the company included the adjustments discussed in "Non-GAAP adjusted revenue".

Non-GAAP adjusted Technology gross profit margin – During 2018, the company included adjustments discussed in "Non-GAAP adjusted revenue".

Non-GAAP adjusted Technology operating profit margin – During 2018, the company included adjustments discussed in "Non-GAAP adjusted revenue".

Non-GAAP and Other Information

Non-GAAP adjusted Services gross profit margin – During 2018, the company included adjustments discussed in “Non-GAAP adjusted revenue”.

Non-GAAP adjusted Services operating profit margin – During 2018, the company included adjustments discussed in “Non-GAAP adjusted revenue”.

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 post-retirement expense, cost-reduction and other expense, non-cash share-based expense, and 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. During 2018, the company included the adjustments discussed in “Non-GAAP adjusted revenue”.

Non-GAAP diluted earnings per share – The company has recorded post-retirement expense and charges in connection with cost-reduction activities and other expenses. Management believes that investors may have a better understanding of the company’s performance and return to shareholders by excluding these charges from the GAAP diluted earnings/loss per share calculations. The tax amounts presented for these items for the calculation of non-GAAP diluted earnings per share include the current and deferred tax expense and benefits recognized under GAAP for these amounts. During 2018, the company included the adjustments discussed in in “Non-GAAP adjusted revenue”.

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 used for reinvestment.

Adjusted free cash flow – Because inclusion of the company’s post-retirement contributions and cost-reduction charges/reimbursements and other 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. This liquidity measure was provided to analysts and investors in the form of external guidance and is used by management to measure operating liquidity.