# SECURITIES AND EXCHANGE COMMISSION 

 WASHINGTON, D.C. 20549FORM 10-Q
(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 1997.
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from $\qquad$ to $\qquad$ .

Commission file number 1-8729
UNISYS CORPORATION
(Exact name of registrant as specified in its charter)
Delaware 38-0387840
(State or other jurisdiction
(I.R.S. Employer
of incorporation or organization)
Identification No.)
Township Line and Union Meeting Roads
Blue Bell, Pennsylvania 19424
(Address of principal executive offices) (Zip Code)
Registrant's telephone number, including area code: (215) 986-4011
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES [X] NO [ ]

Number of shares of Common Stock outstanding as of March 31, 1997: 174,836, 208.

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Part I - FINANCIAL INFORMATION
Item 1. Financial Statements.

## UNISYS CORPORATION CONSOLIDATED BALANCE SHEET (Millions)

| March 31, |  |
| :---: | :---: |
| 1997 | December 31, |
| (Unaudited) | 1996 |
| ----------------------2 |  |

## Assets

Current Assets
Cash and cash equivalents

| $\$ 686.4$ | $\$ 1,029.2$ |
| ---: | ---: |
| 5.6 | 5.6 |
| 900.6 | 959.0 |
| 324.0 | 325.5 |
| 323.5 | 316.8 |
| 365.8 | 365.8 |
| 133.7 | 131.2 |
| ------ | ------1 |
| $2,739.6$ | $3,133.1$ |

Long-term receivables, net
Properties and rental equipment
-------------

Less-Accumulated depreciation

| $1,860.8$ | $1,950.3$ |
| ---: | ---: |
| $1,273.6$ | $1,328.5$ |
| ----------- | - |

Properties and rental equipment, net

| Cost in excess of net assets acquired | 971.3 | 981.3 |
| :---: | :---: | :---: |
| Investments at equity | 245.3 | 244.4 |
| Deferred income taxes | 678.7 | 678.7 |
| Other assets | 1,234.7 | 1,248.5 |
| Total | \$6,516.8 | \$6,967.1 |
| Liabilities and stockholders' equity Current liabilities |  |  |
| Notes payable | \$ 14.7 | \$ 13.9 |
| Current maturities of long-term debt | 5.5 | 5.8 |
| Accounts payable | 819.5 | 871.1 |
| Other accrued liabilities | 1,246.4 | 1,453.4 |
| Dividends payable | 27.2 | 26.6 |
| Estimated income taxes | 73.8 | 94.3 |
| Total | 2,187.1 | 2,465.1 |
| Long-term debt | 2,268.4 | 2,271.4 |
| Other liabilities | 448.9 | 474.6 |
| Redeemable preferred stock | 50.0 | 150.0 |
| Stockholders' equity |  |  |
| Preferred stock | 1,420.2 | 1,420.2 |
| ```Common stock, issued: 1997, 175.8; 1996, 175.7``` | 1.8 | 1.8 |
| Accumulated deficit | (782.8) | (770.1) |
| Other capital | 923.2 | 954.1 |
| Stockholders' equity | 1,562.4 | 1,606.0 |
| Total | \$6,516.8 | \$6,967.1 |

See notes to consolidated financial statements.

UNISYS CORPORATION
CONSOLIDATED STATEMENT OF INCOME (UNAUDITED) (Millions, except per share data)

| Three Months |  |
| :---: | :---: |
| Ended | ch 31 |
| 1997 | 1996 |
| \$1,530.7 | \$1,423.1 |
| 1,015.0 | 984.2 |
| 328.8 | 322.0 |
| 80.3 | 96.0 |
| 1,424.1 | 1,402.2 |
| 106.6 | 20.9 |
| 60.4 | 50.5 |
| (15.6) | 9.3 |
| 30.6 | (20.3) |
| 11.3 | ( 6.9) |
| 19.3 | (13.4) |
| 30.1 | 30.2 |
| \$ (10.8) | \$ (43.6) |
| \$ (.06) | \$ (.25) |
| \$ (.06) | \$ (.25) |

See notes to consolidated financial statements.

## UNISYS CORPORATION <br> CONSOLIDATED STATEMENT OF CASH FLOWS (UNAUDITED) <br> (Millions)



See notes to consolidated financial statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

In the opinion of management, the financial information furnished herein reflects all adjustments necessary for a fair presentation of the financial position, results of operations and cash flows for the interim periods specified. These adjustments consist only of normal recurring accruals. Because of seasonal and other factors, results for interim periods are not necessarily indicative of the results to be expected for the full year.
a. For the three months ended March 31, 1997 and 1996, the computation of earnings per share is based on the weighted average number of outstanding common shares. Neither period assumes conversion of the 8 1/4\% Convertible Subordinated Notes due 2000 and 2006, or the Series A Preferred Stock since such conversions would have been antidilutive. The shares used in the computations are as follows (in thousands):

|  | Three M | Ended 31, |
| :---: | :---: | :---: |
|  | 1997 | 1996 |
| Primary | 174,849 | 171,437 |
| Fully diluted | 174,849 | 171,437 |

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

## Results of Operations

For the three months ended March 31, 1997, the Company reported net income of $\$ 19.3$ million, compared to a net loss of $\$ 13.4$ million for the three months ended March 31, 1996. On a per-share basis, the first quarter net loss was $\$ .06$ per primary and fully diluted common share after preferred dividends, compared to a loss of $\$ .25$ per primary and fully diluted common share a year ago.

Total revenue for the quarter ended March 31, 1997 was $\$ 1.53$ billion, up 8\% from $\$ 1.42$ billion for the year-ago period despite the negative impact of foreign currencies in the current quarter. Total gross profit percent was $33.7 \%$ in the first quarter of 1997 compared to $30.8 \%$ in the year-ago period.

For the three months ended March 31, 1997, selling, general and administrative expenses were $\$ 328.8$ million compared to $\$ 322.0$ million for the three months ended March 31, 1996, and research and development expenses were $\$ 80.3$ million compared to $\$ 96.0$ million a year earlier. The decline in research and development was largely due to the Company's cost reduction actions.

For the first quarter of 1997, the Company reported an operating income percent (operating income as a percent of revenue) of $7.0 \%$ compared to $1.5 \%$ for the first quarter of 1996.

Revenue, gross profit percentage and operating income percentage by business unit are presented below (\$ in millions):

|  | Total | Eliminations | Information Services Group | Global <br> Customer Services | Computer Systems Group |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Three Months Ended |  |  |  |  |  |
| March 31, 1997 |  |  |  |  |  |
| Customer revenue | \$1,530.7 |  | \$430. 2 | \$478.5 | \$622. 0 |
| Intercompany |  | \$(114.2) | 5.2 | 16.3 | 92.7 |
| Total revenue | \$1,530.7 | \$(114.2) | \$435.4 | \$494.8 | \$714.7 |
| Gross profit percent | 33.7\% |  | 14.2\% | 30.0\% | 43.8\% |
| Operating income |  |  |  |  |  |
| percent | 7.0\% |  | (11.4)\% | 10.1\% | 16.1\% |

Three Months Ended
March 31, 1996

| Customer revenue | \$1, 423.1 |  | \$404.3 | \$464.1 | \$554.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Intercompany |  | \$(116.1) | 4.0 | 20.0 | 92.1 |
| Total revenue | \$1,423.1 | \$(116.1) | \$408. 3 | \$484.1 | \$646.8 |
| Gross profit percent | 30.8\% |  | 14.8\% | 28.9\% | 36.5\% |

Note: Certain prior year business unit amounts have been reclassified to conform with the current year presentation.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Cont'd).

Customer revenue from the Information Services Group ("ISG") increased $6 \%$ in the quarter due to higher systems integration revenue, particularly in international markets. ISG gross profit percent was $14.2 \%$ in 1997 compared to $14.8 \%$ last year principally due to operational issues in the current quarter associated with a few large, multi-year systems integration contracts. The gross profit margin reflects charges of approximately $\$ 25$ million for additional estimated contract costs identified during the quarter.

Global Customer Services ("GCS") customer revenue increased $3 \%$ from year-ago levels led by growth in distributed computing support services which more than offset a decline in core maintenance revenue. The gross profit percent in GCS was $30.0 \%$ in 1997 compared to $28.9 \%$ last year principally due to increases in distributed computing support services.

Customer revenue in Computer Systems Group ("CSG") increased 12\% principally due to increases in large-scale enterprise servers and software revenue. CSG gross profit percent rose to $43.8 \%$ in 1997 from $36.5 \%$ last year, due in large part to a higher proportion of sales of large-scale enterprise servers.

Interest expense in the first quarter of 1997 was $\$ 60.4$ million compared to $\$ 50.5$ million in the first quarter of 1996 , principally due to higher average debt levels.

Other income (loss), net, which can vary from quarter to quarter, was a loss of $\$ 15.6$ million in the current quarter compared to income of $\$ 9.3$ million in the year-ago period. The change was mainly due to gains on the sale of assets and other one-time income items in the prior year.

Income before income taxes was $\$ 30.6$ million in 1997 compared to a loss of $\$ 20.3$ million last year. The provision for income tax was $\$ 11.3$ million in the current period compared to a benefit of $\$ 6.9$ million in the year-ago period.

Effective January 1, 1997, the Company adopted Statement of Financial Accounting Standards ("SFAS") No. 125, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities." This statement requires that if a transfer of financial assets does not meet certain criteria for recording the transaction as a sale, the transfer shall be accounted for as a secured borrowing. The adoption of SFAS No. 125 did not have a material effect on the Company's consolidated financial position, consolidated statement of income, or liquidity.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Cont'd).

In February of 1997, SFAS No. 128, "Earnings per Share," was issued. This statement establishes new standards for computing and presenting earnings per share. Adoption of SFAS No. 128 and restatement of prior periods' earnings per share is required in the fourth quarter of 1997. For the Company, earnings per share as reported for the current quarter would be the same as under SFAS No. 128. The effect on earlier periods is immaterial.

## Financial Condition

Cash, cash equivalents and marketable securities at March 31, 1997 were $\$ 692.0$ million compared to $\$ 1.0$ billion at December 31, 1996. During the quarter, cash used for operating activities was much lower than historical first-quarter cash usage. Cash used for operating activities during the quarter was $\$ 137.0$ million compared to $\$ 326.2$ million used during the prior-year period. During the current quarter, management reduced the sales of accounts receivable by $\$ 142.0$ million. Even with this reduction, cash used for operations in the current quarter was reduced $\$ 189.2$ million from the year-ago period.

Cash used for investing activities during the first quarter was \$58.9 million compared to $\$ 46.5$ million used in the year-ago period. Cash used for financing activities during the first quarter of 1997 was $\$ 130.6$ million compared to cash provided of $\$ 672.8$ million in 1996. In the current quarter, the Company redeemed all $\$ 100.0$ million of its Series C Cumulative Convertible Preferred Stock. The year-ago period includes proceeds of $\$ 700.9 \mathrm{million}$ for issuances of debt. On June 26, 1997, the Company will redeem all \$50.0 million of its Series B Cumulative Convertible Preferred Stock. The Company may, from time to time, redeem or repurchase its other securities in the open market or in privately negotiated transactions depending upon availability, market conditions, and other factors.

At March 31, 1997, total debt was $\$ 2.3$ billion, a slight decrease from December 31, 1996. The current $\$ 200$ million revolving credit facility expires in June of 1997. The Company has never borrowed under this facility. The Company is currently in discussions with bankers regarding a successor facility.

The Company has on file with the Securities and Exchange Commission an effective registration statement covering $\$ 500$ million of debt or equity securities which enables the Company to be prepared for future market opportunities.

Dividends paid on preferred stock were $\$ 31.4$ million in the first quarter of 1997 compared to $\$ 30.2$ million in the first quarter of 1996.

At March 31, 1997, the Company had deferred tax assets in excess of deferred tax liabilities of $\$ 1,444$ million. For the reasons cited below, management determined that it is more likely than not that $\$ 1,009$ million of such assets will be realized, therefore resulting in a valuation allowance of $\$ 435$ million.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations (Cont'd).

The Company evaluates quarterly the realizability of its net deferred tax assets by assessing its valuation allowance and by adjusting the amount of such allowance, if necessary. The factors used to assess the likelihood of realization are the Company's forecast of future taxable income, which is adjusted by applying probability factors, and available tax planning strategies that could be implemented to realize deferred tax assets. The combination of these factors is expected to be sufficient to realize the entire amount of net deferred tax assets. Approximately $\$ 2.9$ billion of future taxable income (predominantly U.S.) is needed to realize all of the net deferred tax assets.

The Company's net deferred tax assets include substantial amounts of net operating loss and tax credit carryforwards. Failure to achieve forecasted taxable income might affect the ultimate realization of the net deferred tax assets. In recent years, the information management business has undergone dramatic changes and there can be no assurances that in the future there would not be increased competition or other factors that may result in a decline in sales or margins, loss of market share, delays in product availability, or technological obsolescence.

Stockholders' equity decreased $\$ 43.6$ million during the quarter principally reflecting translation adjustments of $\$ 32.0$ million and preferred dividends declared of $\$ 32.0$ million, offset in part by net income of $\$ 19.3 \mathrm{million}$.

Part II - OTHER INFORMATION
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits

See Exhibit Index
(b) Reports on Form 8-K

During the quarter ended March 31, 1997, the Company filed no Current Reports on Form 8-K.

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

UNISYS CORPORATION

Date: May 15, 1997
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By: /s/ Robert H. Brust
Robert H. Brust
Senior Vice President and Chief Financial Officer (Principal Financial Officer)

By: /s/Janet M. Brutschea Haugen
Janet M. Brutschea Haugen
Vice President and Controller
(Chief Accounting Officer)

## EXHIBIT INDEX

| Exhibit |  |
| :--- | :--- |
| Number | Description |
| 11 | Statement of Computation of Earnings Per Share for the three <br> months ended March 31, 1997 and 1996 |
| 12 | Statement of Computation of Ratio of Earnings to Fixed Charges |
| 27 | Financial Data Schedule |

## NISYS CORPORATION

STATEMENT OF COMPUTATION OF EARNINGS PER SHARE FOR THE THREE MONTHS ENDED MARCH 31, 1997 AND 1996
(UNAUDITED)
(Millions, except share data)

|  | 1997 | 1996 |
| :---: | :---: | :---: |
| Primary Earnings Per Common Share |  |  |
| Average Number of Outstanding Common Shares | 174, 848,666 | 171,436,655 |
| Additional Shares Assuming |  |  |
| Exercise of Stock Options | 767,816 | 442, 240 |
| Average Number of Outstanding Common Shares and Common Share Equivalents | 175,616,482 | 171,878,895 |
| Net Income (Loss) | \$ 19.3 | \$ ( 13.4 ) |
| Dividends on Series A, B and C Preferred Stock | (30.1) | ( 30.2) |
| Primary Earnings (Loss) on Common Shares | \$ (10.8) | \$ ( 43.6 ) |
| Primary Earnings (Loss) Per Common Share | \$ (.06) | \$ ( . 25 ) |
| Fully Diluted Earnings Per Common Share |  |  |
| Average Number of Outstanding Common |  |  |
| Shares and Common Share Equivalents | 175,616,482 | 171,878,895 |
| Additional Shares: |  |  |
| Assuming Conversion of Series A Preferred Stock | 47,454, 135 | 47,454, 386 |
| Assuming Conversion of $81 / 4 \%$ |  |  |
| Convertible Notes due 2000 | 33,697, 387 | 33,697, 387 |
| Assuming Conversion of $81 / 4 \%$ |  |  |
| Convertible Notes due 2006 | 43,490,909 | 11,470,130 |
| Attributable to Stock Plans |  | 34,969 |
| Common Shares Outstanding Assuming |  |  |
| Full Dilution | 300, 258,913 | 264,535,767 |
| Primary Earnings (Loss) on Common Shares | \$( 10.8) | \$( 43.6 ) |
| Exclude Dividends on Series A Preferred Stock | 26.6 | 26.6 |
| Interest Expense on $81 / 4 \%$ Convertible Notes, due 2000, Net of Applicable Tax | 4.8 | 4.8 |
| Interest Expense on 8 1/4\% Convertible Notes, due 2006, Net of Applicable Tax | 4.1 | 1.1 |
| Fully Diluted Earnings (Loss) on Common Shares | \$ 24.7 | \$( 11.1) |
| Fully Diluted Earnings (Loss) per common Share | \$ . 08 | \$( . 04 ) |
| Earnings (Loss) Per Common Share As Reported Primary | \$( . 06 ) | \$( .25) |
| Fully Diluted | \$( . 06 ) | \$( . 25 ) |

The computation for 1997 and 1996 is based on the weighted average number of outstanding common shares. Neither period assumes conversion of the convertible notes or Series A preferred stock since such conversions would have been antidilutive.

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| Months |  |  |  |
| Ended |  |  |  |
| March 31, | Years Ended December 31 |  |  |
| 19971996 | 1995 | 1994 | 1993 |

Income (loss) from continuing operations before income taxes \$ 30.6 \$ 93.7 \$(781.1) \$ 14.6 \$370.9 \$301.3 Add (deduct) share of loss (income)

| of associated companies ( 14 ( 4.9$)$ | 5.0 | 16.6 | 14.5 | 3.2 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

$\begin{array}{lllllll}\text { Subtotal } & 30.5 & 88.8 & (776.1) & 31.2 & 385.4 & 304.5\end{array}$
Interest expense (net of interest capitalized)
Amortization of debt issuance expenses
Portion of rental expense representative of interest

| 14.8 | 59.2 | 65.3 | 65.0 | 70.5 | 78.8 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Total Fixed Charges
$\begin{array}{llllll}77.0 & 315.2 & 272.5 & 274.9 & 318.8 & 424.2\end{array}$
Earnings (loss) from continuing operations before income
taxes and fixed charges $\quad \$ 107.5$ \$404.0 \$(503.6) \$306.1 $\quad \$ 704.2$ \$728.7

| $=====$ | $=====$ | $=========$ | $=====$ | $====$ |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 1.40 | 1.28 | ( a$)$ | 1.11 | 2.21 | 1.72 |

(a) Earnings for the year ended December 31, 1995 was inadequate to cover fixed charges by approximately $\$ 776.1$ million.

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION
EXTRACTED FROM THE FINANCIAL STATEMENTS INCLUDED IN THE COMPANY'S FORM 10-Q FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1997 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.
$1,000,000$

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\begin{aligned}
& \text { 3-MOS } \\
& \text { DEC-31-1997 } \\
& \text { MAR-31-1997 } \\
& 686
\end{aligned}
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