

Total Revenue

\$488M

1.5% YoY decline
3.4% YoY CC decline

Non-GAAP Operating Margin

5.7%

290 bps YoY decline

Adj. EBITDA Margin

15.3%

130 bps YoY decline

Total Contract Value ("TCV"):

Up 13.0% YoY

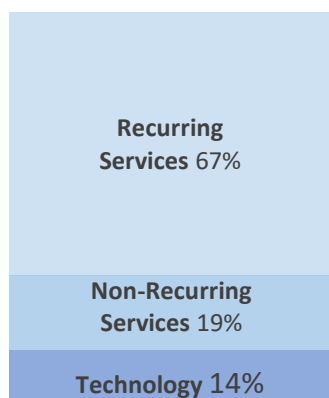
Backlog:

\$3.0B

down 8.0% sequentially

Revenue by Type

% Revenue



Progress on Strategic Priorities

- Expanded and enhanced solution portfolio in target areas in each segment
- Investing in sales force, solution architects and marketing initiatives
- C&I and ECS revenue & gross margin grew YoY, supporting total company YoY gross profit increase, gross margin expansion and free cash flow growth; TCV also up YoY

Gross Profit/Margin:

\$127M/26.0%
+6%/+180 bps

Free Cash Flow:

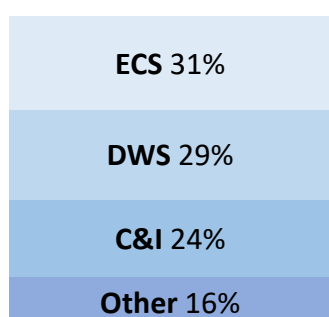
\$39M
+15% YoY

Adjusted Free Cash Flow:

\$70M
+36% YoY

Segment Revenue

% Revenue



ECS

\$149.2M
+1.8% YoY
-0.7% YoY in cc

DWS

\$141.3M
-4.7% YoY
-6.2% YoY in cc

C&I

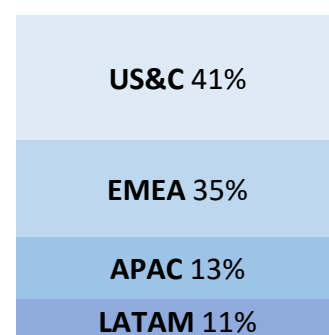
\$118.9M
+1.7% YoY
+0.7% YoY in cc

Other

\$78.6M
-5.8% YoY
-8.9% YoY in cc

Regional Revenue

% Revenue



US&C

\$198.5M
-2.2% YoY
-2.4% YoY in cc

EMEA

\$171.9M
+6.8% YoY
+3.7% YoY in cc

APAC

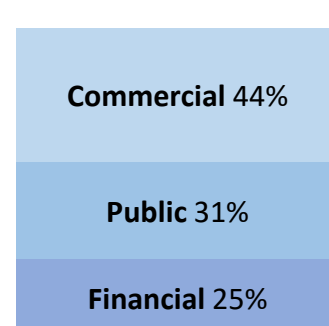
\$66.0M
-8.9% YoY
-11.1% YoY in cc

LATAM

\$51.6M
-12.5% YoY
-16.6% YoY in cc

Sector Revenue

% Revenue



Commercial

\$210.8M
+14.5% YoY
+12.6% YoY in cc

Public

\$151.2M
-16.7% YoY
-18.0% YoY in cc

Financial

\$120.4M
-6.5% YoY
-9.2% YoY in cc