#### **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## **FORM 10-Q**

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  $\mathbf{X}$ 

For the quarterly period ended: June 30, 2022

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 П

to

For the transition period from



## **XEROX HOLDINGS CORPORATION**

#### **XEROX CORPORATION**

(Exact Name of Registrant as specified in its charter)

**New York New York** (State or other jurisdiction of incorporation or organization)

001-39013 001-04471 (Commission File Number)

83-3933743 16-0468020 (IRS Employer Identification No.)

P.O. Box 4505, 201 Merritt 7

Norwalk, Connecticut 06851-1056

(Address of principal executive offices)

(203) 849-5216

(Registrant's telephone number, including area code)

## Securities registered pursuant to Section 12(b) of the Act:

Xerox Holdings Corporation	•		
Common Stock, \$1 par value		XRX	Nasdaq Global Select Market
(Title of each class)		(Trading Symbol)	(Name of each exchange on which registered)

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.

Xerox Holdings Corporation Yes 🗵 No 🗆

Xerox Corporation Yes ⊠ No □

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Xerox Corporation Yes  $\boxtimes$  No  $\square$ Xerox Holdings Corporation Yes ⊠ No □

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Xerox Holdings Corporation		Xerox Corporation	
Large accelerated filer	$\boxtimes$	Large accelerated filer	
Accelerated filer		Accelerated filer	
Non-accelerated filer		Non-accelerated filer	X
Smaller reporting company		Smaller reporting company	
Emerging growth company		Emerging growth company	

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Xerox Holdings Corporation o Xerox Corporation o

Indicate by a check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Xerox Holdings Corporation Yes 
No 
No Xerox Corporation Yes □ No ⊠

Class

Xerox Holdings Corporation Common Stock, \$1 par value

Outstanding at July 31, 2022

155.569.686 shares

#### **Forward-Looking Statements**

This document, and other written or oral statements made from time to time by management contain "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. The words "anticipate", "believe", "estimate", "expect", "intend", "will", "should", "targeting", "projecting", "driving" and similar expressions, as they relate to us, our performance and/or our technology, are intended to identify forward-looking statements. These statements reflect management's current beliefs, assumptions and expectations and are subject to a number of factors that may cause actual results to differ materially.

Such factors include but are not limited to: the effects of pandemics, such as the COVID-19 pandemic, on our and our customers' businesses and the duration and extent to which this will impact our future results of operations and overall financial performance; our ability to address our business challenges in order to reverse revenue declines, reduce costs and increase productivity so that we can invest in and grow our business; our ability to successfully develop new products, technologies and service offerings and to protect our intellectual property rights; reliance on third parties, including subcontractors, for manufacturing of products and provision of services and the shared service arrangements entered into by us as part of Project Own It; our ability to attract and retain key personnel; the risk that confidential and/or individually identifiable information of ours, our customers, clients and employees could be inadvertently disclosed or disclosed as a result of a breach of our security systems due to cyber attacks or other intentional acts or that cyberattacks could result in a shutdown of our systems; the risk that partners, subcontractors and software vendors will not perform in a timely, quality manner; actions of competitors and our ability to promptly and effectively react to changing technologies and customer expectations; our ability to obtain adequate pricing for our products and services and to maintain and improve cost efficiency of operations, including savings from restructuring and transformation actions; our ability to manage changes in the printing environment like the decline in the volume of printed pages and extension of equipment placements; changes in economic and political conditions, trade protection measures, licensing requirements and tax laws in the United States and in the foreign countries in which we do business; the risk that multi-year contracts with governmental entities could be terminated prior to the end of the contract term and that civil or criminal penalties and administrative sanctions could be imposed on us if we fail to comply with the terms of such contracts and applicable law; interest rates, cost of borrowing and access to credit markets; the imposition of new or incremental trade protection measures such as tariffs and import or export restrictions; funding requirements associated with our employee pension and retiree health benefit plans; changes in foreign currency exchange rates; the risk that our operations and products may not comply with applicable worldwide regulatory requirements, particularly environmental regulations and directives and anti-corruption laws; the outcome of litigation and regulatory proceedings to which we may be a party; and any impacts resulting from the restructuring of our relationship with Fujifilm Holdings Corporation.

Additional risks that may affect Xerox's operations are set forth in the "Risk Factors" section, the "Legal Proceedings" section, the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section and other sections of this combined Quarterly Report on Form 10-Q, Xerox Holdings Corporation's and Xerox Corporation's combined Quarterly Report on Form 10-Q for the quarter ended March 31, 2022, and Xerox Holdings Corporation's and Xerox Corporation's combined 2021 Annual Report on Form 10-K, as well as in Xerox Holdings Corporation's Current Reports on Form 8-K filed with the Securities and Exchange Commission. These forward-looking statements speak only as of the date of this document or as of the date to which they refer, and we assume no obligation to update any forward-looking statements as a result of new information or future events or developments, except as required by law.

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For additional information about Xerox Holdings Corporation and Xerox Corporation and access to our Annual Reports to Shareholders and SEC filings, free of charge, please visit our website at www.xerox.com/investor. The content of our website is not incorporated by reference into this combined Form 10-Q unless expressly noted.

# PART I — FINANCIAL INFORMATION ITEM 1 — FINANCIAL STATEMENTS

#### XEROX HOLDINGS CORPORATION

# CONDENSED CONSOLIDATED STATEMENTS OF (LOSS) INCOME (UNAUDITED)

	Three Months Ended June 30,				Six Months Ended June 30,			
(in millions, except per-share data)	 2022		2021		2022		2021	
Revenues								
Sales	\$ 667	\$	670	\$	1,259	\$	1,272	
Services, maintenance and rentals	1,028		1,067		2,051		2,120	
Financing	52		56		105		111	
Total Revenues	 1,747		1,793		3,415		3,503	
Costs and Expenses		. <u> </u>			<u> </u>			
Cost of sales	487		468		922		888	
Cost of services, maintenance and rentals	677		658		1,356		1,309	
Cost of financing	26		28		50		56	
Research, development and engineering expenses	84		79		162		153	
Selling, administrative and general expenses	459		434		914		882	
Restructuring and related costs, net	1		12		19		29	
Amortization of intangible assets	10		14		21		29	
Other expenses, net	8		1		65		5	
Total Costs and Expenses	 1,752		1,694		3,509		3,351	
(Loss) Income before Income Taxes and Equity Income	(5)		99		(94)		152	
Income tax expense (benefit)	1		9		(30)		23	
Equity in net income of unconsolidated affiliates	1		1		2		1	
Net (Loss) Income	 (5)		91		(62)		130	
Less: Net loss attributable to noncontrolling interests	(1)		_		(2)		_	
Net (Loss) Income Attributable to Xerox Holdings	\$ (4)	\$	91	\$	(60)	\$	130	
Basic (Loss) Earnings per Share	\$ (0.05)	\$	0.47	\$	(0.43)	\$	0.64	
Diluted (Loss) Earnings per Share	\$ (0.05)	\$	0.46	\$	(0.43)	\$	0.64	

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

## XEROX HOLDINGS CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE (LOSS) INCOME (UNAUDITED)

		nths Ended le 30,	Six Months Ended June 30,			
<u>(in millions)</u>	2022	2021	2022	2021		
Net (Loss) Income	\$ (5)	\$ 91	\$ (62)	\$ 130		
Less: Net loss attributable to noncontrolling interests	(1)	—	(2)	_		
Net (Loss) Income Attributable to Xerox Holdings	(4)	91	(60)	130		
Other Comprehensive (Loss) Income, Net <sup>(1)</sup>						
Translation adjustments, net	(287)	54	(359)	3		
Unrealized losses, net	(14)	—	(25)	(7)		
Changes in defined benefit plans, net	3	16	42	71		
Other Comprehensive (Loss) Income, Net Attributable to Xerox Holdings	(298)	70	(342)	67		
Comprehensive (Loss) Income, Net	(303)	161	(404)	197		
Less: Comprehensive loss, net attributable to noncontrolling interests	(1)	—	(2)			
Comprehensive (Loss) Income, Net Attributable to Xerox Holdings	\$ (302)	\$ 161	\$ (402)	\$ 197		

(1) Refer to Note 20 - Other Comprehensive (Loss) Income for gross components of Other comprehensive (loss) income, net, reclassification adjustments out of Accumulated other comprehensive loss and related tax effects.

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

#### XEROX HOLDINGS CORPORATION CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(in millions, except share data in thousands)	J	December 31, 2021		
Assets		2022	2021	
Cash and cash equivalents	\$	1,151 \$	1,840	
Accounts receivable (net of allowance of \$63 and \$58, respectively)	Ŷ	852	818	
Billed portion of finance receivables (net of allowance of \$3 and \$4, respectively)		83	94	
Finance receivables, net		1,019	1,042	
Inventories		765	696	
Other current assets		232	211	
Total current assets		4,102	4,701	
Finance receivables due after one year (net of allowance of \$113 and \$114, respectively)		1,845	1,934	
Equipment on operating leases, net		226	253	
Land, buildings and equipment, net		334	358	
Intangible assets, net		223	211	
Goodwill		3,217	3,287	
Deferred tax assets		539	519	
Other long-term assets		1,784	1,960	
Total Assets	\$	12,270 \$	13,223	
Liabilities and Equity			,	
Short-term debt and current portion of long-term debt	\$	1,108 \$	650	
Accounts payable	Ŧ	1,207	1,069	
Accrued compensation and benefits costs		233	239	
Accrued expenses and other current liabilities		867	871	
Total current liabilities		3,415	2.829	
Long-term debt		2,764	3,596	
Pension and other benefit liabilities		1,310	1,373	
Post-retirement medical benefits		242	277	
Other long-term liabilities		433	481	
Total Liabilities		8,164	8,556	
Commitments and Contingencies (See Note 22)				
Noncontrolling Interests		10	10	
Convertible Preferred Stock		214	214	
		214	214	
Common stock		155	168	
Additional paid-in capital		1,564	1,802	
Treasury stock, at cost		_	(177)	
Retained earnings		5,484	5,631	
Accumulated other comprehensive loss		(3,330)	(2,988)	
Xerox Holdings shareholders' equity		3,873	4,436	
Noncontrolling interests		9	7	
Total Equity		3,882	4,443	
Total Liabilities and Equity	\$	12,270 \$	13,223	
Shares of common stock issued		154,966	168,069	
Treasury stock			(8,675)	
Shares of Common Stock Outstanding		154,966	159,394	

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

## XEROX HOLDINGS CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

		Six Months Ended June 30,					
(in millions)		2022	2021				
Cash Flows from Operating Activities							
Net (Loss) Income	\$	(62) \$	130				
Adjustments required to reconcile Net (loss) income to Cash flows (used in) provided by operating activities							
Depreciation and amortization		140	170				
Provisions		35	34				
Net gain on sales of businesses and assets		(1)	(1				
Stock-based compensation		50	30				
Restructuring and asset impairment charges		22	25				
Payments for restructurings		(21)	(49				
Non-service retirement-related costs <sup>(1)</sup>		(11)	(42				
Contributions to retirement plans <sup>(1)</sup>		(72)	(80				
(Increase) decrease in accounts receivable and billed portion of finance receivables		(49)	37				
(Increase) decrease in inventories		(95)	4				
Increase in equipment on operating leases		(47)	(63				
Decrease in finance receivables		17	12				
Decrease in other current and long-term assets		35	66				
Increase (decrease) in accounts payable		172	(33				
Increase in accrued compensation <sup>(1)</sup>		7	16				
(Decrease) increase in other current and long-term liabilities		(48)	92				
Net change in income tax assets and liabilities		(76)	2				
Net change in derivative assets and liabilities		(6)	(2				
Other operating, net		(9)	(17				
Net cash (used in) provided by operating activities		(19)	331				
Cash Flows from Investing Activities							
Cost of additions to land, buildings, equipment and software		(29)	(33				
Proceeds from sales of businesses and assets		26	1				
Acquisitions, net of cash acquired		(52)	(37				
Other investing, net		(7)	(3				
Net cash used in investing activities		(62)	(72				
Cash Flows from Financing Activities							
Proceeds from issuance of long-term debt		754	_				
Payments on long-term debt		(1,133)	(209				
Dividends		(88)	(108				
Payments to acquire treasury stock, including fees		(113)	(413				
Other financing, net		(7)	(17				
Net cash used in financing activities		(587)	(747				
Effect of exchange rate changes on cash, cash equivalents and restricted cash		(14)					
Decrease in cash, cash equivalents and restricted cash	_	(682)	(488				
Cash, cash equivalents and restricted cash at beginning of period		1,909	2,691				
Cash, Cash Equivalents and Restricted Cash at End of Period	\$	1,227 \$	2,001				

(1) Captions were changed in 2022 to reflect the inclusion of expense and contributions for our Retiree Health plans, which were previously reported as part of the Increase in accrued compensation. There was no change to Net cash (used in) provided by operating activities as a result of the reclassification. Prior year amounts have been revised to conform to this presentation. Refer to Note 16 - Employee Benefit Plans for additional information.

#### XEROX CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF (LOSS) INCOME (UNAUDITED)

	Three Months Ended June 30,			Six Months Ended June 30,			
<u>(in millions)</u>	2022		2021		2022		2021
Revenues	 						
Sales	\$ 667	\$	670	\$	1,259	\$	1,272
Services, maintenance and rentals	1,028		1,067		2,051		2,120
Financing	52		56		105		111
Total Revenues	 1,747		1,793		3,415		3,503
Costs and Expenses							
Cost of sales	487		468		922		888
Cost of services, maintenance and rentals	677		658		1,356		1,309
Cost of financing	26		28		50		56
Research, development and engineering expenses	84		79		162		153
Selling, administrative and general expenses	459		434		914		882
Restructuring and related costs, net	1		12		19		29
Amortization of intangible assets	10		14		21		29
Other expenses, net	8		1		65		5
Total Costs and Expenses	 1,752		1,694		3,509		3,351
(Loss) Income before Income Taxes and Equity Income	(5)		99		(94)		152
Income tax expense (benefit)	1		9		(30)		23
Equity in net income of unconsolidated affiliates	1		1		2		1
Net (Loss) Income	(5)		91		(62)		130
Less: Net loss attributable to noncontrolling interests	(1)		_		(2)		_
Net (Loss) Income Attributable to Xerox	\$ (4)	\$	91	\$	(60)	\$	130

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

## XEROX CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE (LOSS) INCOME (UNAUDITED)

		nths Ended e 30,	Six Months Ended June 30,			
<u>(in millions)</u>	2022	2021	2022	2021		
Net (Loss) Income	\$ (5)	\$ 91	\$ (62)	\$ 130		
Less: Net loss attributable to noncontrolling interests	(1)	—	(2)	_		
Net (Loss) Income Attributable to Xerox	(4)	91	(60)	130		
Other Comprehensive (Loss) Income, Net <sup>(1)</sup>						
Translation adjustments, net	(287)	54	(359)	3		
Unrealized losses, net	(14)	—	(25)	(7)		
Changes in defined benefit plans, net	3	16	42	71		
Other Comprehensive (Loss) Income, Net Attributable to Xerox	(298)	70	(342)	67		
Comprehensive (Loss) Income, Net	(303)	161	(404)	197		
Less: Comprehensive loss, net attributable to noncontrolling interests	(1)	—	(2)			
Comprehensive (Loss) Income, Net Attributable to Xerox	\$ (302)	\$ 161	\$ (402)	\$ 197		

(1) Refer to Note 20 - Other Comprehensive (Loss) Income for gross components of Other comprehensive (loss) income, net, reclassification adjustments out of Accumulated other comprehensive loss and related tax effects.

## XEROX CORPORATION CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

(in millions)	J	une 30, 2022	December 31, 2021		
Assets					
Cash and cash equivalents	\$	1,151 \$	1,840		
Accounts receivable (net of allowance of \$63 and \$58, respectively)		852	818		
Billed portion of finance receivables (net of allowance of \$3 and \$4, respectively)		83	94		
Finance receivables, net		1,019	1,042		
Inventories		765	696		
Other current assets		232	211		
Total current assets		4,102	4,701		
Finance receivables due after one year (net of allowance of \$113 and \$114, respectively)		1,845	1,934		
Equipment on operating leases, net		226	253		
Land, buildings and equipment, net		334	358		
Intangible assets, net		223	211		
Goodwill		3,217	3,287		
Deferred tax assets		539	519		
Other long-term assets		1,769	1,952		
Total Assets	\$	12,255 \$	13,215		
Liabilities and Equity		,	-, -		
Short-term debt and current portion of long-term debt	\$	1,108 \$	650		
Accounts payable	Ţ	1,207	1,069		
Accrued compensation and benefits costs		233	239		
Accrued expenses and other current liabilities		819	823		
Total current liabilities		3.367	2.781		
Long-term debt		1,269	2,102		
Related party debt		1,495	1,494		
Pension and other benefit liabilities		1,310	1,373		
Post-retirement medical benefits		242	277		
Other long-term liabilities		433	481		
Total Liabilities		8,116	8,508		
		0,110	0,000		
Commitments and Contingencies (See Note 22)					
Noncontrolling Interests		10	10		
Noncontrolling interests		10	10		
Additional paid-in capital		3,630	3,202		
Retained earnings		3.820	4,476		
Accumulated other comprehensive loss		(3,330)	(2,988)		
Xerox shareholder's equity		4,120	4,690		
Noncontrolling interests		4,120	4,090		
Total Equity	•	4,129	4,697		
Total Liabilities and Equity	\$	12,255 \$	13,215		

## XEROX CORPORATION CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

	Six Months Ended June 30,					
<u>(in millions)</u>	2022	2021				
Cash Flows from Operating Activities						
Net (Loss) Income	\$ (6	62) \$ 130				
Adjustments required to reconcile Net (loss) income to Cash flows (used in) provided by operating activities						
Depreciation and amortization	14	40 170				
Provisions	;	35 34				
Net gain on sales of businesses and assets		(1) (1				
Stock-based compensation	:	50 30				
Restructuring and asset impairment charges		22 25				
Payments for restructurings	(2	21) (49				
Non-service retirement-related costs <sup>(1)</sup>	(	11) (42				
Contributions to retirement plans <sup>(1)</sup>	(1	72) (80				
(Increase) decrease in accounts receivable and billed portion of finance receivables	(4	49) 37				
(Increase) decrease in inventories	()	95) 4				
Increase in equipment on operating leases	(4	47) (63				
Decrease in finance receivables		17 12				
Decrease in other current and long-term assets	:	35 66				
Increase (decrease) in accounts payable	1	72 (33				
Increase in accrued compensation <sup>(1)</sup>		7 16				
(Decrease) increase in other current and long-term liabilities	(*	48) 92				
Net change in income tax assets and liabilities	(1	76) 2				
Net change in derivative assets and liabilities		(6) (2				
Other operating, net		(9) (17				
Net cash (used in) provided by operating activities	(*	19) 331				
Cash Flows from Investing Activities		<u> </u>				
Cost of additions to land, buildings, equipment and software	(1	29) (33				
Proceeds from sales of businesses and assets		26 1				
Acquisitions, net of cash acquired	(!	52) (37				
Net cash used in investing activities		55) (69				
Cash Flows from Financing Activities		<u> </u>				
Proceeds from issuance of long-term debt	7	54 —				
Payments on long-term debt	(1,1;	33) (209				
Distributions to parent	• •	18) (542				
Other financing, net	,	3 1				
Net cash used in financing activities	(5)	94) (750				
Effect of exchange rate changes on cash, cash equivalents and restricted cash	· · · · · ·	14) (100				
Decrease in cash, cash equivalents and restricted cash		82) (488				
Cash, cash equivalents and restricted cash at beginning of period	1,9	, , ,				
	\$ 1,2					
Cash, Cash Equivalents and Restricted Cash at End of Period	ψ Ι,Ζ.	<u> </u>				

(1) Captions were changed in 2022 to reflect the inclusion of expense and contributions for our Retiree Health plans, which were previously reported as part of the Increase in accrued compensation. There was no change to Net cash (used in) provided by operating activities as a result of the reclassification. Prior year amounts have been revised to conform to this presentation. Refer to Note 16 - Employee Benefit Plans for additional information.

#### XEROX HOLDINGS CORPORATION XEROX CORPORATION NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

(in millions, except per-share data and where otherwise noted)

## Note 1 – Basis of Presentation

References to "Xerox Holdings" refer to Xerox Holdings Corporation and its consolidated subsidiaries while references to "Xerox" refer to Xerox Corporation and its consolidated subsidiaries. References herein to "we," "us," "our," the "Company" refer collectively to both Xerox Holdings and Xerox unless the context suggests otherwise. References to "Xerox Holdings Corporation" refer to the stand-alone parent company and do not include its subsidiaries. References to "Xerox Corporation" refer to the stand-alone company and do not include its subsidiaries.

The accompanying unaudited Condensed Consolidated Financial Statements and footnotes represent the respective, consolidated results and financial results of Xerox Holdings and Xerox and all respective companies that each registrant directly or indirectly controls, either through majority ownership or otherwise. This is a combined report of Xerox Holdings and Xerox, which includes separate unaudited Condensed Consolidated Financial Statements for each registrant.

The accompanying unaudited Condensed Consolidated Financial Statements of both Xerox Holdings and Xerox have been prepared in accordance with the accounting policies described in the Combined 2021 Annual Report on Form 10-K (2021 Annual Report), except as noted herein, and the interim reporting requirements of Form 10-Q. Accordingly, certain information and note disclosures normally included in our annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) have been condensed or omitted. You should read these Condensed Consolidated Financial Statements in conjunction with the Consolidated Financial Statements included in the 2021 Annual Report.

In our opinion, all adjustments necessary for a fair statement of financial position, operating results and cash flows for the interim periods presented have been made. These adjustments consist of normal recurring items. Interim results of operations are not necessarily indicative of the results of the full year.

For convenience and ease of reference, we refer to the financial statement caption "(Loss) Income before Income Taxes and Equity Income" as "pre-tax (loss) income".

Notes to the Condensed Consolidated Financial Statements reflect the activity for both Xerox Holdings and Xerox for all periods presented, unless otherwise noted.

#### Segments

During the first quarter of 2022, the Company made a change to its reportable segments from one reportable segment to two reportable segments - Print and Other, and Financing (FITTLE) - to align with a change in how the Chief Operating Decision Maker (CODM), our Chief Executive Officer (CEO), allocates resources and assesses performance against the Company's key growth strategies. As such, prior period reportable segment results and related disclosures have been conformed to reflect the Company's current reportable segments.

Refer to Note 4 - Segment Reporting for additional information regarding this change.

#### Goodwill

#### **Interim Impairment Evaluation**

Our goodwill balance was \$3.2 billion and \$3.3 billion at June 30, 2022 and December 31, 2021, respectively. The balance at December 31, 2021 reflects a pre-tax impairment charge of \$781 recorded in the fourth quarter 2021 after completion of our fourth quarter annual goodwill impairment assessment. We assess goodwill for impairment at least annually during the fourth quarter and whenever events or changes in circumstances indicate that the carrying value may not be recoverable.

As noted above, during the first quarter 2022, the Company made a change to its operating and reportable segments from one operating/reportable segment - Printing - to two operating/reportable segments - Print and Other, and Financing (FITTLE). As a result of the new operating and reportable segments, we also reassessed our reporting units for the evaluation of goodwill. Prior to this change, consistent with the determination that we had one operating/reportable segment, we determined that we had one reporting unit for goodwill assessment purposes. Our

reassessment during the first quarter of 2022 determined that likewise consistent with the determination that we had two operating/reportable segments, we now have two reporting units – Print and Other, and Financing (FITTLE).

As a result of the change in reporting units, effective January 1, 2022, we estimated the fair value of our new reporting units and, based on an assessment of the relative fair values of our new reporting units after the change, we determined that no goodwill was allocable to the Financing (FITTLE) segment. This determination was largely based on the fact that at this stage in the stand-up of the Financing (FITTLE) business, its separate valuation is constrained and limited because the operation is significantly integrated with the Print and Other segment and is primarily an extension or enabler to facilitate the sale of the Company's products. The change in reporting units was also considered a triggering event indicating a test for goodwill impairment was required as of January 1, 2022 before and after the change in reporting units. The Company performed those impairment tests, which did not result in the identification of an impairment loss as of January 1, 2022.

During the first half of 2022, the Company continued to encounter significant operational challenges due to supply chain constraints, inflationary pressure on product and labor costs, geopolitical uncertainty in Europe and the continued impacts from additional COVID-19 variants. Operating results did improve in the second quarter 2022 as compared to the first quarter 2022 and operating results are expected to improve further in the second half of 2022. The Company's latest projections for the full year 2022 as well as for 2023 and 2024 are still within the range of our sensitivity analysis performed as part of the January 1, 2022 interim impairment assessment. Accordingly, based on our interim assessment as of June 30, 2022, we determined that it was more-likely-than-not that the fair value of the Print and Other reporting unit (the only reporting unit with goodwill) was still greater than its net book value and that we did not have a "triggering event" requiring a quantitative assessment of Goodwill. However, given macroeconomic conditions, specifically rising interest rates and their impact on discount rates, our goodwill excess fair value over carrying value is likely reduced as compared to the impairment test as of January 1, 2022.

If assumptions or estimates with respect to the Company's future performance vary from what is expected, including those assumptions relating to the supply chain constraints, interest rates, inflationary pressure on product and labor costs, geopolitical uncertainty in Europe and the threat of additional COVID-19 variants, this may impact the impairment analysis and could reduce the underlying cash flows used to estimate fair values and result in a decline in fair value that may trigger future impairment charges. We will continue to monitor developments in 2022 including updates to our forecasts as well as our market capitalization, and an update of our assessment and related estimates may be required in the future.

## Note 2 – Recent Accounting Pronouncements

Xerox Holdings and Xerox consider the applicability and impact of all Accounting Standards Updates (ASUs) issued by the Financial Accounting Standards Board (FASB). The ASUs listed below apply to both registrants. ASUs not listed below were assessed and determined to be not applicable to the Condensed Consolidated Financial Statements of either registrant.

## Accounting Standard Updates to be Adopted:

#### **Financial Instruments**

In March 2022, the FASB issued <u>ASU 2022-02</u>, *Financial Instruments - Credit Losses (Topic 326), Troubled Debt Restructurings and Vintage Disclosures - Gross Write-offs.* The amendments in this update eliminate the accounting guidance for Troubled Debt Restructurings (TDRs) by creditors while enhancing disclosure requirements for certain loan refinancing and restructurings by creditors made to borrowers experiencing financial difficulty. The amendments also require disclosure of current-period gross write-offs by year of origination for financing receivables. The update is applicable for financing receivables and net investments in leases that are within the scope of <u>ASC 326-20</u>, *Financial Instruments - Credit Losses - Measured at Amortized Cost.* This update is effective for our fiscal year beginning on January 1, 2023, but early adoption is permitted. The provisions of this amendment are to be applied on a prospective basis. We are currently evaluating the impact of the adoption of this standard on the Company's consolidated financial statements and related disclosures.

#### **Reference Rate Reform**

In March 2020, the FASB issued <u>ASU 2020-04</u>, *Reference Rate Reform (Topic 848), Facilitation of the Effects of Reference Rate Reform on Financial Reporting,* which provides optional expedients and exceptions for applying U.S. GAAP to contracts, hedging relationships, and other transactions affected by the discontinuation of the London Interbank Offered Rate (LIBOR) or by another reference rate expected to be discontinued. In January 2021, the FASB issued <u>ASU 2021-01</u>, *Reference Rate Reform (Topic 848): Scope,* which provided clarification guidance to ASU 2020-04. These ASUs were effective commencing with our quarter ended March 31, 2020 through December

31, 2022. There has been no impact to date as a result of ASU 2020-04 or ASU 2021-01 and subsequent amendments on reference rate reform. However, we continue to evaluate potential future impacts that may result from the discontinuation of LIBOR or other reference rates as well as the accounting provided in this update on our financial condition, results of operations, and cash flows.

#### Accounting Standard Updates Adopted in 2022:

#### **Government Assistance**

In November 2021, the FASB issued **ASU 2021-10**, *Government Assistance (Topic 832), Disclosures by Business Entities about Government Assistance.* The update increases the transparency surrounding government assistance by requiring disclosure of 1) the types of assistance received, 2) an entity's accounting for the assistance, and 3) the effect of the assistance on the entity's financial statements. We adopted this update effective for our fiscal year beginning January 1, 2022. The impact of adoption was not material to our Consolidated Financial Statements. Impacts on future periods will depend on the amounts of government assistance received. Prior to the COVID pandemic, the amounts of government assistance the Company received were not material and since the update is limited to increased disclosures, we do not expect the adoption to have a material impact on our financial condition, results of operations, and cash flows in future periods.

#### **Business Combinations**

In October 2021, the FASB issued <u>ASU 2021-08</u>, Business Combinations (Topic 805), Accounting for Contract Assets and Contract Liabilities from Contracts with Customers. The new guidance requires contract assets and contract liabilities acquired in a business combination to be recognized and measured by the acquirer on the acquisition date in accordance with ASC Topic 606, Revenue from Contracts with Customers, as if the acquirer had originated the contracts. This approach differs from the current requirement to measure contract assets and contract liabilities acquired in a business combination at fair value. We early adopted this update effective for our fiscal year beginning January 1, 2022. The impact of adopting the new standard will depend on the magnitude of future acquisitions. The standard will not impact contract assets or liabilities acquired in business combinations that occurred prior to the adoption date and the adoption has not had a material impact on acquisitions made year to date.

#### Debt

In August 2020, the FASB issued <u>ASU 2020-06</u>, *Debt - Debt with Conversion and Other Options (Subtopic 470-20) and Derivatives and Hedging - Contracts in Entity's Own Equity (Subtopic 815-40)*. This update simplified the accounting for convertible instruments by reducing the number of accounting models available for convertible debt instruments and convertible preferred stock. This update also amended the guidance for the derivatives scope exception for converted method for calculating diluted earnings per share. We adopted this update effective for our fiscal year beginning January 1, 2022. The adoption of this update did not have a material impact on the Company's consolidated financial statements and related disclosures.

#### **Other Updates**

In 2022 and 2021, the FASB also issued the following ASUs, which impact the Company but did not have, or are not expected to have, a material impact on our financial condition, results of operations or cash flows upon adoption. Those updates are as follows:

- Fair Value Measurement: ASU 2022-03, Fair Value Measurement (Topic 820), Fair Value Measurement of Equity Securities Subject to Contractual Sale Restrictions. This update is effective for our fiscal year beginning January 1, 2024.
- <u>Derivatives and Hedging: ASU 2022-01</u>, Derivatives and Hedging (Topic 815), Fair Value Hedging Portfolio Layer Method. This update is effective for our fiscal year beginning January 1, 2023.
- <u>Equity Instruments: ASU 2021-04</u>, Earnings Per Share (Topic 260), Debt—Modifications and Extinguishments (Subtopic470-50), Compensation—Stock Compensation (Topic 718), and Derivatives and Hedging—Contracts in Entity's Own Equity (Subtopic 815-40) Issuer's Accounting for Certain Modifications or Exchanges of Freestanding Equity-Classified Written Call Options). This update was effective for our fiscal year beginning January 1, 2022.
- <u>Leases: ASU 2021-05</u>, Leases Certain Lease Payments with Variable Lease Payments (ASC 842). This update is effective for our fiscal year beginning January 1, 2022.

## Note 3 – Revenue

Revenues disaggregated by primary geographic markets, major product lines, and sales channels are as follows:

	Three Months Ended June 30,			Six Months Ended June 30,				
	20	)22		2021		2022		2021
Primary geographical markets <sup>(1)</sup> :								
United States	\$	992	\$	1,015	\$	1,932	\$	1,989
Europe		467		514		933		1,013
Canada		135		104		250		197
Other		153		160		300		304
Total Revenues	\$	1,747	\$	1,793	\$	3,415	\$	3,503
Major product and services lines:								
Equipment	\$	366	\$	429	\$	680	\$	810
Supplies, paper and other sales		301		241		579		462
Maintenance agreements <sup>(2)</sup>		446		448		875		883
Service arrangements <sup>(3)</sup>		478		508		964		997
Rental and other		104		111		212		240
Financing		52		56		105		111
Total Revenues	\$	1,747	\$	1,793	\$	3,415	\$	3,503
Sales channels:								
Direct equipment lease <sup>(4)</sup>	\$	144	\$	189	\$	279	\$	336
Distributors & resellers <sup>(5)</sup>		298		289		559		543
Customer direct		225		192		421		393
Total Sales	\$	667	\$	670	\$	1,259	\$	1,272

(1) Geographic area data is based upon the location of the subsidiary reporting the revenue.

(2) Includes revenues from maintenance agreements on sold equipment as well as revenues associated with service agreements sold through our channel partners as Xerox Partner Print Services (XPPS).

(3) Primarily includes revenues from our Managed Services arrangements. Also includes revenues from embedded operating leases in our Managed Service arrangements, which were not significant.

(4) Primarily reflects sales through bundled lease arrangements.

(5) Primarily reflects sales through our two-tier distribution channels.

**Contract Assets and Liabilities:** We normally do not have contract assets, which are primarily unbilled accounts receivable that are conditional on something other than the passage of time. Our contract liabilities, which represent billings in excess of revenue recognized, are primarily related to advance billings for maintenance and other services to be performed and were approximately \$144 and \$144 at June 30, 2022 and December 31, 2021, respectively. The majority of the balance at June 30, 2022 will be amortized to revenue over approximately the next 30 months.

**Contract Costs:** Incremental direct costs of obtaining a contract primarily include sales commissions paid to sales people and agents in connection with the placement of equipment with associated post sale services arrangements. These costs are deferred and amortized on the straight-line basis over the estimated contract term, which is currently estimated to be approximately four years. We pay commensurate sales commissions upon customer renewals, therefore our amortization period is aligned to our initial contract term.

Incremental direct costs are as follows:

	Three Mo Jun	nded	Six Months Ended June 30,				
	 2022		2021	 2022		2021	_
Incremental direct costs of obtaining a contract	\$ 15	\$	17	\$ 28	\$	30	0
Amortization of incremental direct costs	16		18	34		3	7

The balance of deferred incremental direct costs net of accumulated amortization at June 30, 2022 and December 31, 2021 was \$124 and \$132, respectively. This amount is expected to be amortized over its estimated period of benefit, which we currently estimate to be approximately four years.

We may also incur costs associated with our services arrangements to generate or enhance resources and assets that will be used to satisfy our future performance obligations included in these arrangements. These costs are considered contract fulfillment costs and are amortized over the contractual service period of the arrangement to cost of services. In addition, we provide inducements to certain customers in various forms, including contractual credits, which are capitalized and amortized as a reduction of revenue over the term of the contract. As of June 30, 2022 and December 31, 2021, amounts deferred associated with contract fulfillment costs and inducements were \$12 and \$15, respectively, and the related amortization was \$2 and \$2 for the three months ended June 30, 2022 and 2021, respectively, and \$3 and \$3 for the six months ended June 30, 2022 and 2021, respectively.

Equipment and software used in the fulfillment of service arrangements, and where the Company retains control, are capitalized and depreciated over the shorter of their useful life or the term of the contract if an asset is contract specific.

## **Note 4 – Segment Reporting**

Our reportable segments are aligned with how we manage the business and view the markets we serve. During the first quarter of 2022, the Company changed to its reportable segments from one reportable segment to two reportable segments - Print and Other, and Financing (FITTLE) to align with a change in how the Chief Operating Decision Maker (CODM), our Chief Executive Officer (CEO), allocates resources and assesses performance against the Company's key growth strategies. Our two reportable segments are based on the information reviewed by the CODM together with the Company's management to evaluate performance of the business and allocate resources. As such, prior period reportable segment results and related disclosures have been conformed to reflect the Company's current reportable segments.

During 2021 we progressed with internally standing up of three new businesses: Software (CareAR), Financing (FITTLE) and Innovation (PARC). As a result of this effort, during the first quarter of 2022, we reassessed our operating and reportable segments and determined that, based on the financial information reviewed by our CODM as well as the CEO's management and assessment of the Company's operations, we had two operating and reportable segments - Print and Other, and Financing.

- Print and Other the design, development and sale of document management systems, solutions and services as well as
  associated technology offerings including IT and software products and services.
- Financing (FITTLE) primarily provides financing for the sales of Xerox equipment.

We also determined that the other businesses – Software and Innovation - did not meet the requirements to be considered separate operating segments largely due to their continued management through the Print and Other Segment as well as their immateriality to our results at this stage. Accordingly, those groups will continue to be reported as part of the Print and Other Segment.

Our **Print and Other** segment includes the sale of document systems, supplies and technical services and managed services. The segment also includes the delivery of managed services that involve a continuum of solutions and services that help our customers optimize their print and communications infrastructure, apply automation and simplification to maximize productivity, and ensure the highest levels of security. This segment also includes IT services and software. Our product groupings range from:

- "Entry", which include A4 devices and desktop printers and multifunction devices that primarily serve small and medium workgroups/work teams.
- "Mid-Range", which include A3 devices that generally serve large workgroup/work teams environments as well as products in the Light Production monochrome and color segments serving centralized print centers, print for pay and lower volume production print establishments.
- "High-End", which include production printing and publishing systems that generally serve the graphic communications marketplace and print centers in large enterprises.

Customers range from small and mid-sized businesses to large enterprises. Customers also include graphic communication enterprises as well as channel partners including distributors and resellers. Segment revenues also include commissions and other payments from the Financing segment for the exclusive right to provide lease financing for Xerox products. These revenues are reported as part of Intersegment Revenues, which are eliminated in consolidated revenues.

The **Financing (FITTLE)** segment provides leasing solutions through either bundled or unbundled lease agreements of Xerox products or direct purchases of equipment. These leasing solutions support a wide range of customers, from government to graphic communications and SMB to Enterprise as well as financing for direct channel customer purchases of both Xerox and non-Xerox equipment. Segment revenues primarily includes financing income on sales-type leases, operating lease income (including month to month rentals and extensions) and leasing fees.

#### **Segment Policy**

We derive the results of our business segments directly from our internal management reporting system. The accounting policies that the Company uses to derive its segment results are substantially the same as those used by the Company in preparing its consolidated financial statements. The segment results include a significant level of management estimates regarding the allocation of revenues such as finance income in bundled lease arrangements and other leasing revenues and operating lease revenues embedded in our managed services contracts as well as the allocation of expenses for shared selling and administrative services. Accordingly, the financial results for the Financing segment may not be indicative of the results the business would have as on a standalone basis or what might be presented for the business in stand-alone financial statements. The CODM measures the performance of each segment based on several metrics, including segment revenues and profit. The CODM uses these results, in part, to evaluate the performance of, and to allocate resources to each segment. The Financing (FITTLE) segment also includes interest expense associated with allocated debt of the Company in support of its Finance assets, while no interest expense is allocated to the Print and Other segment.

Selected financial information for our reportable segments was as follows:

					Three Months	s Ended June 30,						
				2022					2021			
	Print	and Other	Fina	incing (FITTLE)	Total		Print and Other	Fir	nancing (FITTLE)		Total	
External net revenue	\$	1,599	\$	148	\$ 1,747	\$	1,619	\$	174	\$	1,793	
Intersegment net revenue <sup>(1)</sup>		34	_	3	37		53		3		56	
Total Segment net revenue	\$	1,633	\$	151	\$ 1,784	\$	1,672	\$	177	\$	1,849	
Segment profit	\$	18	\$	17	\$ 35	\$	111	\$	15	\$	126	
Segment margin <sup>(2)</sup>		1.1 %		11.5 %	2.0 %		6.9 %		8.6 %		7.0 %	
Depreciation and amortization	\$	28	\$	30	\$ 58	\$	29	\$	41	\$	70	
Interest income		—		52	52		—		56		56	
Interest expense <sup>(3)</sup>		_		28	28		_		30		30	

					Six Months E	ndeo	d June 30,				
				2022		2021					
	Print	and Other	Fina	ancing (FITTLE)	Total		Print and Other	Fi	nancing (FITTLE)		Total
External net revenue	\$	3,112	\$	303	\$ 3,415	\$	3,152	\$	351	\$	3,503
Intersegment net revenue <sup>(1)</sup>		71		6	 77		101		6		107
Total Segment net revenue	\$	3,183	\$	309	\$ 3,492	\$	3,253	\$	357	\$	3,610
Segment (loss) profit	\$	(2)	\$	34	\$ 32	\$	182	\$	33	\$	215
Segment (loss) margin <sup>(2)</sup>		(0.1)%	_	11.2 %	0.9 %		5.8 %		9.4 %	_	6.1 %
Depreciation and amortization	\$	57	\$	62	\$ 119	\$	58	\$	83	\$	141
Interest income		—		105	105		—		111		111
Interest expense <sup>(3)</sup>		_		54	54		—		60		60

(1) Intersegment net revenue is primarily commissions and other payments made by the Financing Segment (FITTLE) to the Print and Other Segment for the lease of Xerox Equipment placements.

(2) Segment margin based on External net revenue only.

(3) Interest expense for the Financing Segment includes non-financing interest expense on allocated debt associated with Equipment on operating lease of \$2 and \$2 for the three months ended June 30, 2022 and 2021, respectively, and \$4 and \$4 for the six months ended June 30, 2022 and 2021, respectively. Selected financial information for our reportable segments was as follows:

		Three Mon June	ded	Six Mont June	 ded
	2022	2	2021	2022	2021
Pre-tax (Loss) Income				 	
Total reported segments	\$	35	\$ 126	\$ 32	\$ 215
Restructuring and related costs, net		(1)	(12)	(19)	(29)
Amortization of intangible assets		(10)	(14)	(21)	(29)
Accelerated share vesting		(21)	—	(21)	—
Other expenses, net		(8)	(1)	(65)	(5)
Total Pre-tax (loss) income	\$	(5)	\$ 99	\$ (94)	\$ 152
Depreciation and Amortization					
Total reported segments	\$	58	\$ 70	\$ 119	\$ 141
Amortization of intangible assets		10	14	21	29
Total Depreciation and amortization	\$	68	\$ 84	\$ 140	\$ 170
Interest Expense					
Total reported segments	\$	28	\$ 30	\$ 54	\$ 60
Corporate		21	22	48	44
Total Interest expense	\$	49	\$ 52	\$ 102	\$ 104
Interest Income					
Total reported segments	\$	52	\$ 56	\$ 105	\$ 111
Corporate		3	 1	 4	 2
Total Interest income	\$	55	\$ 57	\$ 109	\$ 113

# Note 5 – Lessor

Revenue from sales-type leases is presented on a gross basis when the Company enters into a lease to realize value from a product that it would otherwise sell in its ordinary course of business, whereas in transactions where the Company enters into a lease for the purpose of generating revenue by providing financing, the profit or loss, if any, is presented on a net basis. In addition, we have elected to account for sales tax and other similar taxes collected from a lessee as lessee costs and therefore we exclude these costs from contract consideration and variable consideration and present revenue net of these costs.

The components of lease income are as follows:

		Three Months Ended June 30,			Six Months Ended June 30,			ded
	Location in Statements of (Loss) Income	 2022		2021		2022		2021
Revenue from sales type leases	Sales	\$ 144	\$	189	\$	279	\$	336
Interest income on lease receivables	Financing	52		56		105		111
Lease income - operating leases	Services, maintenance and rentals	44		58		92		118
Variable lease income	Services, maintenance and rentals	16		16		31		31
Total Lease income		\$ 256	\$	319	\$	507	\$	596

Profit at lease commencement on sales-type leases was estimated to be \$44 and \$57 for the three months ended June 30, 2022 and 2021, respectively, and \$88 and \$101 for the six months ended June 30, 2022 and 2021, respectively.

## Note 6 – Acquisitions and Investments

## Acquisition

In the first quarter 2022, Xerox acquired Powerland, a leading IT services provider in Canada, for approximately \$52 (CAD 66 million). The acquisition also includes contingent consideration up to approximately \$22 (CAD 28 million) based on future performance of the acquisition over the next two years. The acquisition strengthens Xerox's IT services offerings in North America, which include cloud, cyber security, end user computing and managed services. The goodwill associated with the acquisition of Powerland is included in our Print and Other segment.

The operating results of this acquisition are not material to our financial statements and are included within our results from the acquisition date. The purchase price was all cash for 100% ownership of the acquired company and was primarily allocated to Intangible assets, net (approximately \$39) and Goodwill (approximately \$40), with the remainder to tangible assets and assumed/recorded liabilities. The allocations are based on preliminary management estimates, which continue to be reviewed, and are expected to be finalized by the end of 2022 and may include input and support from third-party valuations. Any adjustments to the preliminary allocations are not expected to be material.

## Note 7 – Supplementary Financial Information

#### **Government Assistance**

In response to the COVID-19 pandemic, various governments employed temporary measures to provide aid and economic stimulus to companies through cash grants and credits or indirectly through payments to temporarily furloughed employees. Estimated savings from these various government assistance programs are recorded as follows in the Condensed Consolidated Statements of (Loss) Income:

	Three Months Ended June 30,				Six Months Ended June 30,			
		2022		2021		2022		2021
Cost of services, maintenance and rentals	\$	_	\$	6	\$	_	\$	13
Selling, administrative and general expenses		—		4		—		7
Total Estimated savings	\$	_	\$	10	\$	_	\$	20

#### Cash, Cash Equivalents and Restricted Cash

Restricted cash primarily relates to escrow cash deposits made in Brazil associated with ongoing litigation as well as cash collections on finance receivables that were pledged for secured borrowings. As more fully discussed in Note 22 - Contingencies and Litigation, various litigation matters in Brazil require us to make cash deposits to escrow as a condition of continuing the litigation. Restricted cash amounts are classified in our Condensed Consolidated Balance Sheets based on when the cash will be contractually or judicially released.

Cash, cash equivalents and restricted cash amounts are as follows:

	J	une 30, 2022	ember 31, 2021
Cash and cash equivalents	\$	1,151	\$ 1,840
Restricted cash			
Litigation deposits in Brazil		39	34
Escrow and cash collections related to secured borrowing arrangements <sup>(1)</sup>		36	32
Other restricted cash		1	3
Total Restricted cash		76	69
Cash, cash equivalents and restricted cash	\$	1,227	\$ 1,909

(1) Represents collections on finance receivables pledged for secured borrowings that will be remitted to lenders in the following month.

Restricted cash is reported in the Condensed Consolidated Balance Sheets as follows:

	June 30 2022	),	December 31, 2021
Other current assets	\$	36	\$ 33
Other long-term assets		40	36
Total Restricted cash	\$	76	\$ 69

#### **Supplemental Cash Flow Information**

#### Summarized cash flow information is as follows:

		Six Months Ended June 30,	
	20	22	2021
Provision for receivables	\$	21 \$	15
Provision for inventory		14	19
Provision for product warranties		3	4
Depreciation of buildings and equipment		34	38
Depreciation and obsolescence of equipment on operating leases		62	83
Amortization of internal use software		23	20
Amortization of acquired intangible assets		21	29
Amortization of customer contract costs <sup>(1)</sup>		37	40
Cost of additions to land, buildings and equipment		19	12
Cost of additions to internal use software		10	21
Common stock dividends - Xerox Holdings		81	101
Preferred stock dividends - Xerox Holdings		7	7
Payments to noncontrolling interests		1	_
Investment from noncontrolling interests		5	5
Repurchases related to stock-based compensation - Xerox Holdings		10	14

(1) Amortization of customer contract costs is reported in Decrease in other current and long-term assets in the Condensed Consolidated Statements of Cash Flows. Refer to Note 3 - Revenue - Contract Costs for additional information.

## Note 8 – Accounts Receivable, Net

Accounts receivable, net were as follows:

	June 202		December 31, 2021
Invoiced	\$	703	\$ 660
Accrued <sup>(1)</sup>		212	216
Allowance for doubtful accounts		(63)	(58)
Accounts receivable, net	\$	852	\$818

(1) Accrued receivables include amounts to be invoiced in the subsequent quarter for current services provided.

The allowance for doubtful accounts was as follows:

	2022	2021
Balance at January 1 <sup>st</sup>	\$ 58	\$ 69
Provision	9	4
Charge-offs	(3	) (5)
Recoveries and other <sup>(1)</sup>	(1	) 0
Balance at March 31 <sup>st</sup>	63	68
Provision	3	1
Charge-offs	(2	) (2)
Recoveries and other <sup>(1)</sup>	(1	) 1
Balance at June 30 <sup>th</sup>	\$ 63	\$ 68

(1) Includes the impacts of foreign currency translation and adjustments to reserves necessary to reflect events of non-payment such as customer accommodations and contract terminations.

We perform ongoing credit evaluations of our customers and adjust credit limits based upon customer payment history and current creditworthiness. The allowance for uncollectible accounts receivable is determined based on an assessment of past collection experience as well as consideration of current and future economic conditions and changes in our customer collection trends. Based on that assessment the allowance for doubtful accounts as a percent of gross accounts receivable was 6.9% at June 30, 2022 and 6.6% at December 31, 2021. The increase in the allowance is primarily due to an increased provision to cover expected write-offs of receivables in our Russian subsidiary.

#### **Accounts Receivable Sales Arrangements**

Accounts receivable sales arrangements are utilized in the normal course of business as part of our cash and liquidity management. The accounts receivable sold are generally short-term trade receivables with payment due dates of less than 60 days. We have one facility in Europe that enables us to sell accounts receivable associated with our distributor network on an ongoing basis, without recourse. Under this arrangement, we sell our entire interest in the related accounts receivable for cash and no portion of the payment is held back or deferred by the purchaser.

Of the accounts receivable sold and derecognized from our balance sheet, \$84 and \$102 remained uncollected as of June 30, 2022 and December 31, 2021, respectively.

Accounts receivable sales activity was as follows:

	Three Months Ended June 30,				Six Months Ended June 30,			
	2022			2021		2022		2021
Accounts receivable sales <sup>(1)</sup>	\$	120	\$	125	\$	236	\$	232

(1) Losses on sales were not material. Customers may also enter into structured-payable arrangements that require us to sell our receivables from that customer to a third-party financial institution, which then makes payments to us to settle the customer's receivable. In these instances, we ensure the sale of the receivables are bankruptcy-remote and the payment made to us is without recourse. The activity associated with these arrangements is not reflected in this disclosure, as payments under these arrangements have not been material and these are customer directed arrangements.

#### Note 9 - Finance Receivables, Net

Finance receivables include sales-type leases and installment loans arising from the marketing of our equipment. These receivables are typically collateralized by a security interest in the underlying assets.

Finance receivables, net were as follows:

	une 30, 2022		nber 31, 021
Gross receivables	\$ 3,418	\$	3,568
Unearned income	(355)		(380)
Subtotal	 3,063		3,188
Residual values	—		—
Allowance for doubtful accounts	 (116)		(118)
Finance receivables, net	2,947		3,070
Less: Billed portion of finance receivables, net	83		94
Less: Current portion of finance receivables not billed, net	 1,019	-	1,042
Finance receivables due after one year, net	\$ 1,845	\$	1,934

#### Finance Receivables – Allowance for Credit Losses and Credit Quality

Our finance receivable portfolios are primarily in the U.S., Canada and EMEA. We generally establish customer credit limits and estimate the allowance for credit losses on a country or geographic basis. Customer credit limits are based upon an initial evaluation of the customer's credit quality and we adjust that limit accordingly based upon ongoing credit assessments of the customer, including payment history and changes in credit quality.

The allowance for doubtful credit losses is principally determined based on an assessment of origination year and past collection experience as well as consideration of current and future economic conditions and changes in our customer collection trends. Based on that assessment, the allowance for doubtful credit losses as a percentage of gross finance receivables (net of unearned income) was 3.8% at June 30, 2022 and 3.7% and 4.0% at December 31, 2021 and 2020, respectively. In determining the level of reserve required we critically assessed current and forecasted economic conditions and trends to ensure we objectively considered those expected impacts in the determination of our reserve. Our assessment also included a review of current portfolio credit metrics and the level of write-offs incurred over the past year.

Our allowance for doubtful finance receivables is effectively determined by geography. The risk characteristics in our finance receivable portfolio segments are generally consistent with the risk factors associated with the economies of the countries/regions included in those geographies. Since EMEA is comprised of various countries and regional

economies, the risk profile within that portfolio segment is somewhat more diversified due to the varying economic conditions among and within the countries.

Although actual finance receivable write-offs incurred to date continue to lag expectations, we believe our current reserve position remains sufficient to cover expected future losses that may result from current and future macro-economic conditions. We continue to believe that uncertainties remain as economies continue to recover from the impacts of the COVID-19 pandemic and deal with recent macro-economic trends including higher interest rates and inflation as well as the prospects of a potential recession. In addition, there is also uncertainty regarding the impact the Russia/Ukraine war and related global sanctions will have on the macro or global economy. As a result of these uncertainties, our reserves as a percent of receivables have remained elevated and fairly consistent subsequent to the first quarter 2020 increase to initially record expected losses from the COVID-19 pandemic. We continue to monitor developments in future economic conditions and trends, and as a result, our reserves may need to be updated in future periods.

The allowance for doubtful accounts as well as the related investment in finance receivables were as follows:

	United States		Canada	EMEA <sup>(1)</sup>	Total
Balance at December 31, 2021	\$ 77	\$	11	\$ 30	\$ 118
Provision	3		_	3	6
Charge-offs	(2)		(1)	(1)	(4)
Recoveries and other <sup>(2)</sup>	_		1	(1)	_
Balance at March 31, 2022	 78		11	31	 120
Provision	_		1	3	4
Charge-offs	(3)		(1)	(2)	(6)
Recoveries and other <sup>(2)</sup>	—		_	(2)	(2)
Balance at June 30, 2022	\$ 75	\$	11	\$ 30	\$ 116
Finance receivables as of June 30, 2022 collectively evaluated for impairment <sup>(3)</sup>	\$ 1,861	\$	230	\$ 972	\$ 3,063
Balance at December 31, 2020	\$ 77	\$	15	\$ 41	\$ 133
Provision	2		1	3	6
Charge-offs	(2)		_	(1)	(3)
Recoveries and other <sup>(2)</sup>	1		_	(2)	(1)
Balance at March 31, 2021	78	-	16	41	135
Provision	6		(1)	(3)	2
Charge-offs	(3)		(1)	(1)	(5)
Recoveries and other <sup>(2)</sup>	—		1	—	1
Balance at June 30, 2021	\$ 81	\$	15	\$ 37	\$ 133
Finance receivables as of June 30, 2021 collectively evaluated for impairment <sup>(3)</sup>	\$ 1,845	\$	283	\$ 1,122	\$ 3,250

(1) Includes developing market countries.

(2) Includes the impacts of foreign currency translation and adjustments to reserves necessary to reflect events of non-payment such as customer accommodations and contract terminations.

(3) Total Finance receivables exclude the allowance for credit losses of \$116 and \$133 at June 30, 2022 and 2021, respectively.

In the U.S., customers are further evaluated by class based on the type of lease origination. The primary categories are direct, which primarily includes leases originated directly with end customers through bundled lease arrangements, and indirect, which primarily includes leases originated through our XBS sales channel and lease financing to end-user customers who purchased equipment we sold to distributors or resellers.

We evaluate our customers based on the following credit quality indicators:

- Low Credit Risk: This rating includes accounts with excellent to good business credit, asset quality and capacity to meet financial obligations. These customers are less susceptible to adverse effects due to shifts in economic conditions or changes in circumstance. The rating generally equates to a Standard & Poor's (S&P) rating of BBB- or better. Loss rates in this category in the normal course are generally less than 1%.
- Average Credit Risk: This rating includes accounts with average credit risk that are more susceptible to loss in the event of adverse business or economic conditions. This rating generally equates to a BB S&P rating. Although we experience higher loss rates associated with this customer class, we believe the risk is somewhat mitigated by the fact that our leases are fairly well dispersed across a large and diverse customer base. In addition, the higher loss rates are largely offset by the higher rates of return we obtain with such leases. Loss rates in this category in the normal course are generally in the range of 2% to 5%.
- High Credit Risk: This rating includes accounts that have marginal credit risk such that the customer's ability to make repayment is
  impaired or may likely become impaired. We use numerous strategies to mitigate risk including higher rates of interest, prepayments,
  personal guarantees, etc. Accounts in this category include customers who were downgraded during the term of the lease from low and
  average credit risk evaluation when the lease was originated. Accordingly, there is a distinct possibility for a loss of principal and interest
  or customer default. The loss rates in this category in the normal course are generally in the range of 7% to 10%.

Credit quality indicators are updated at least annually, or more frequently to the extent required by economic conditions, and the credit quality of any given customer can change during the life of the portfolio.

Details about our finance receivables portfolio based on geography, origination year and credit quality indicators are as follows:

2021 124 \$ 40 82 246 \$ 189 \$ 189 23 401 \$	33 60 \$ 197	2019 \$ 74 43 24 \$ 141 \$ 67	2018 \$ 44 15 9 \$ 68	Prior \$ 9 4 4 \$ 17	Total Finance Receivables           \$         435           175         207           \$         817
40 82 246 \$ 189 189 23	33 60 \$ 197 \$ 108	43 24 \$ 141	15 9 \$ 68	4	175 207
40 82 246 \$ 189 189 23	33 60 \$ 197 \$ 108	43 24 \$ 141	15 9 \$ 68	4	175 207
82 246 189 189 23	60 \$ 197 \$ 108	24 \$ 141	9 \$ 68	4	207
246 \$ 189 \$ 189 23	\$ <u>197</u> \$108	\$ 141	\$ 68		-
189 \$ 189 23	\$ 108			\$ 17	\$ 817
189 23		\$ 67			
189 23		\$ 67			
23	95	- 01	\$ 24	\$ 3	\$ 502
		61	24	4	485
401 \$	14	6	3	—	57
φ	\$ 217	\$ 134	\$ 51	\$ 7	\$ 1,044
27 \$	\$23	\$ 18	\$8	\$ 2	\$ 89
29	28	22	10	3	110
7	10	5	4	1	31
63 \$	\$ 61	\$ 45	\$ 22	\$6	\$ 230
190 \$	\$108	\$ 80	\$ 42	\$ 9	\$ 553
120	80	62	26	7	368
14	12	10	5	1	51
324 \$	\$ 200	\$ 152	\$ 73	\$ 17	\$ 972
530 \$	\$ 343	\$ 239	\$ 118	\$ 23	\$ 1,579
378	236	188	75	18	1,138
126	96	45	21	6	346
	\$ 675	\$ 472	\$ 214	\$ 47	\$ 3,063
	120 14 324 530 378 126	120         80           14         12           324         \$ 200           530         \$ 343           378         236           126         96	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

				Dec	ember 31, 2021			
	 2021	2020	2019		2018	2017	Prior	Total Finance Receivables
United States (Direct)								
Low Credit Risk	\$ 148	\$ 121	\$ 98	\$	68	\$ 21	\$ 3	\$ 459
Average Credit Risk	60	40	57		23	8	2	190
High Credit Risk	91	73	 31		16	 6	1	218
Total	\$ 299	\$ 234	\$ 186	\$	107	\$ 35	\$ 6	\$ 867
United States (Indirect)								
Low Credit Risk	\$ 235	\$ 145	\$ 100	\$	43	\$ 11	\$ _	\$ 534
Average Credit Risk	201	103	74		35	10		423
High Credit Risk	24	15	8		4	1		52
Total	\$ 460	\$ 263	\$ 182	\$	82	\$ 22	\$ —	\$ 1,009
Canada								
Low Credit Risk	\$ 32	\$ 27	\$ 22	\$	13	\$ 3	\$ 1	\$ 98
Average Credit Risk	34	34	27		15	6	1	117
High Credit Risk	8	12	7		5	4	_	36
Total	\$ 74	\$ 73	\$ 56	\$	33	\$ 13	\$ 2	\$ 251
EMEA <sup>(1)</sup>								
Low Credit Risk	\$ 229	\$ 143	\$ 121	\$	71	\$ 22	\$ 6	\$ 592
Average Credit Risk	156	109	84		45	15	3	412
High Credit Risk	18	15	13		8	3	_	57
Total	\$ 403	\$ 267	\$ 218	\$	124	\$ 40	\$ 9	\$ 1,061
Total Finance Receivables								
Low Credit Risk	\$ 644	\$ 436	\$ 341	\$	195	\$ 57	\$ 10	\$ 1,683
Average Credit Risk	451	286	242		118	39	6	1,142
High Credit Risk	141	115	59		33	14	1	363
Total	\$ 1,236	\$ 837	\$ 642	\$	346	\$ 110	\$ 17	\$ 3,188

(1) Includes developing market countries.

The aging of our receivables portfolio is based upon the number of days an invoice is past due. Receivables that are more than 90 days past due are considered delinquent. Receivable losses are charged against the allowance when management believes the uncollectibility of the receivable is confirmed and is generally based on individual credit evaluations, results of collection efforts and specific circumstances of the customer. Subsequent recoveries, if any, are credited to the allowance.

We generally continue to maintain equipment on lease and provide services to customers that have invoices for finance receivables that are 90 days or more past due and, as a result of the bundled nature of billings, we also continue to accrue interest on those receivables. However, interest revenue for such billings is only recognized if collectability is deemed reasonably assured.

The aging of our billed finance receivables is as follows:

					J	une 30, 2022			
	Current		31-90 Days Past Due	>90 Days Past Due		Total Billed	Unbilled	Total Finance eceivables	>90 Days and Accruing
Direct	\$ 26	\$	5	\$ 6	\$	37	\$ 780	\$ 817	\$ 57
Indirect	23		5	5		33	1,011	1,044	—
Total United States	49	_	10	 11		70	 1,791	1,861	 57
Canada	5		1			6	224	230	9
EMEA <sup>(1)</sup>	8		2	<u> </u>		10	962	972	8
Total	\$ 62	\$	13	\$ 11	\$	86	\$ 2,977	\$ 3,063	\$ 74

				I	Dece	ember 31, 2021	1				
	Cu	rrent	31-90 Days ast Due	>90 Days Past Due	1	Total Billed		Unbilled	F	Total Finance Receivables	>90 Days and Accruing
Direct	\$	28	\$ 7	\$ 7	\$	42	\$	825	\$	867	\$ 61
Indirect		28	5	4		37		972		1,009	—
Total United States		56	 12	 11		79		1,797		1,876	 61
Canada		6	1	_		7		244		251	9
EMEA <sup>(1)</sup>		9	2	1		12		1,049		1,061	13
Total	\$	71	\$ 15	\$ 12	\$	98	\$	3,090	\$	3,188	\$ 83

(1) Includes developing market countries

#### **Secured Borrowings and Collateral**

In 2022 and 2021, we sold certain finance receivables to consolidated special purpose entities included in our Condensed Consolidated Balance Sheet as collateral for secured loans.

Refer to Note 13 - Debt, for additional information related to these arrangements.

## Note 10 – Inventories and Equipment on Operating Leases, Net

The following is a summary of Inventories by major category:

	ne 30, 2022	Decem 20	
Finished goods	\$ 607	\$	568
Work-in-process	46		43
Raw materials	112		85
Total Inventories	\$ 765	\$	696

The transfer of equipment from our inventories to equipment subject to an operating lease is presented in our Condensed Consolidated Statements of Cash Flows in the operating activities section. Equipment on operating leases and similar arrangements consists of our equipment rented to customers and depreciated to estimated salvage value at the end of the lease term.

Equipment on operating leases and the related accumulated depreciation were as follows:

	June 30, 2022	December 31, 2021
Equipment on operating leases	\$ 1,188	\$ 1,266
Accumulated depreciation	(962)	(1,013)
Equipment on operating leases, net	\$ 226	\$ 253

Total contingent rentals on operating leases, consisting principally of usage charges in excess of minimum contracted amounts, were \$16 and \$16 for the three months ended June 30, 2022 and 2021, respectively, and \$31 and \$31 for the six months ended June 30, 2022 and 2021, respectively.

#### **Secured Borrowings and Collateral**

In 2021, we sold the rights to payments under operating leases to a consolidated special purpose entity included in our Condensed Consolidated Balance Sheet as collateral for a secured loan.

Refer to Note 13 - Debt, for additional information related to this arrangement.

#### Note 11 – Lessee

#### **Operating Leases**

We have operating leases for real estate and vehicles in our domestic and international operations and for certain equipment in our domestic operations. Additionally, we have identified embedded operating leases within certain supply chain contracts for warehouses, primarily within our domestic operations. Our leases have remaining terms of up to ten years and a variety of renewal and/or termination options.

The components of lease expense are as follows:

		Three Mont June				ed		
	20	)22	202	21		2022		2021
Operating lease expense	\$	24	\$	27	\$	49	\$	54
Short-term lease expense		4		6		8		11
Variable lease expense <sup>(1)</sup>		13		11		25		23
Sublease income		(2)		(1)		(4)		(2)
Total Lease expense	\$	39	\$	43	\$	78	\$	86

(1) Variable lease expense is related to our leased real estate for offices and warehouses and primarily includes labor and operational costs as well as taxes and insurance.

As of June 30, 2022, operating leases that had not yet commenced were not material.

Operating lease ROU assets, net and operating lease liabilities were reported in the Condensed Consolidated Balance Sheets as follows:

	June 30, 2022	December 31, 2021
Other long-term assets	\$ 233	\$ 264
Accrued expenses and other current liabilities	\$ 75	\$ 79
Other long-term liabilities	175	204
Total Operating lease liabilities	\$ 250	\$ 283

## Note 12 – Restructuring Programs

We engage in restructuring actions, including Project Own It, as well as other transformation efforts in order to reduce our cost structure and realign it to the changing nature of our business. As part of our efforts to reduce costs, our restructuring actions may also include the off-shoring and/or outsourcing of certain operations, services and other functions, as well as reducing our real estate footprint.

During the six months ended June 30, 2022, we recorded net restructuring charges of \$40, which included \$44 of severance costs related to headcount reductions of approximately 1,050 employees worldwide, and \$1 of other contractual termination costs. These costs were partially offset by \$5 of net reversals, which primarily reflect changes in estimated reserves from prior period initiatives. Charges were primarily related to the Print and Other segment as amounts related to the Financing (FITTLE) segment were immaterial for all periods presented.

Information related to our restructuring programs is summarized below:

		Contractual ation Costs <sup>(2)</sup>	Total
Balance at December 31, 2021	\$ 25 \$	2 \$	27
Provision	22	_	22
Reversals	(3)	—	(3)
Net current period charges <sup>(1)</sup>	19		19
Charges against reserve and currency	(7)	_	(7)
Balance at March 31, 2022	37	2	39
Provision	22	1	23
Reversals	(1)	(1)	(2)
Net current period charges <sup>(1)</sup>	21		21
Charges against reserve and currency	(14)	_	(14)
Balance at June 30, 2022	\$ 44 \$	2 \$	46

Represents net amount recognized within the Condensed Consolidated Statements of (Loss) Income for the period shown for restructuring charges.
 Primarily includes additional costs incurred upon the exit from our facilities including decommissioning costs and associated contractual termination costs.

The following table summarizes the reconciliation to the Condensed Consolidated Statements of Cash Flows:

		hs Ended e 30,	
	 2022	2021	
Charges against reserve and currency	\$ (21)	\$ (	(62)
Effects of foreign currency and other non-cash items	_		13
Restructuring cash payments	\$ (21)	\$ (	(49)

In connection with our restructuring programs, we also incurred certain related costs as follows:

	Three	ee Mor June	nths Ende e 30,	ed	Six Months Ended June 30,					
	2022			2021		2022		2021		
Retention related severance/bonuses <sup>(1)</sup>	\$	_	\$	3	\$	(2)	\$	(1)		
Contractual severance costs		(1)		3		(1)		3		
Consulting and other costs <sup>(2)</sup>		—		2		_		2		
Total	\$	(1)	\$	8	\$	(3)	\$	4		

(1) Includes retention related severance and bonuses for employees expected to continue working beyond their minimum notification period before termination. The credit for the six months ended June 30, 2022 and 2021 reflects a change in estimate.

Cash paid for restructuring related costs were \$2 and \$6 for the six months ended June 30, 2022 and 2021, respectively. The restructuring related costs reserve was \$13 and \$18 at June 30, 2022 and December 31, 2021, respectively. The balance at June 30, 2022 is expected to be paid over the next twelve months.

In connection with our restructuring programs, during the six months ended June 30, 2022, we recorded a net gain of \$18, which included a gain of \$20 on the sale of surplus buildings and land. Information related to our restructuring-related asset impairment activity is summarized below:

		nths Ended e 30,		hs Ended e 30,
	 2022	2021	2022	2021
Lease right of use assets <sup>(1)</sup>	_	2	1	2
Owned assets <sup>(1)</sup>	1	_	1	10
Asset impairments	1	2	2	12
Gain on sales of assets <sup>(2)</sup>	(20)	_	(20)	_
Adjustments/Reversals	—	(1)	_	(1)
Net asset impairment charges	\$ (19)	\$ 1	\$ (18)	\$ 11

(1) Primarily related to the exit and abandonment of leased and owned facilities, net of any potential sublease income and recoveries.

(2) Primarily related to the sale of land and a facility during the second quarter of 2022.

## Note 13 – Debt

#### Early Extinguishment of Senior Notes

In June 2022, we completed the early redemption of \$350 of the \$1 billion of Xerox Corporation 4.625% Senior Notes due March 2023, for \$353 in cash consideration, which included an early redemption premium over par of \$3. The early redemption resulted in a net loss of \$4, inclusive of fees and the write-off of debt carrying value adjustments.

#### Xerox Holdings Corporation / Xerox Corporation Intercompany Loan

In February 2021, Xerox Holdings Corporation and Xerox Corporation entered into an Intercompany Loan agreement for the net proceeds of \$1,494 contributed by Xerox Holdings Corporation to Xerox Corporation in 2020. The intercompany loan was established to mirror the terms included in Xerox Holdings Corporation's 2025 and 2028 Senior Notes, including interest rates and payment dates. The intercompany interest expense also includes a ratable amount to reimburse Xerox Holdings Corporation for its debt issuance costs and premium.

At June 30, 2022 and December 31, 2021, the balance of the Intercompany Loan reported in Xerox Corporation's Condensed Consolidated Balance Sheet was \$1,495 and \$1,494, respectively, which is net of related debt issuance costs, and the intercompany interest payable was \$30 and \$30, respectively. Xerox Corporation's interest expense included interest expense associated with this Intercompany Loan of \$19 and \$19 for the three months ended June 30, 2022 and 2021, respectively, and \$39 and \$39 for the six months ended June 30, 2022 and 2021, respectively.

#### **Credit Facility**

In July 2022, Xerox Corporation entered into an agreement for a new \$500 revolving Credit Facility. This new facility replaced our prior \$1.5 billion Credit Facility. Refer to Note 23 - Subsequent Events for additional information related to this Credit Facility.

#### **Secured Borrowings and Collateral**

In 2022 and 2021, we entered into secured loan agreements with various financial institutions where we sold finance receivables and rights to payments under our equipment on operating leases to special purpose entities (SPEs). The purchases by the SPEs were funded through amortizing secured loans to the SPEs from the financial institutions. The loans have variable interest rates and expected lives of approximately 2.5 years, with half projected to be repaid within the first year based on collections of the underlying portfolio of receivables. For certain loans, we entered into interest rate hedge agreements to either fix or cap the interest rate over the life of the loan.

The sales of the receivables to the SPEs were structured as "true sales at law," and we have received opinions to that effect from outside legal counsel. However, the transactions were accounted for as secured borrowings as we fully consolidate the SPEs in our financial statements. As a result, the assets of the SPEs are not available to satisfy any of our other obligations. Conversely, the credit holders of these SPEs do not have legal recourse to the Company's general credit.

Below are the secured assets and obligations held by the SPEs, which are included in our Condensed Consolidated Balance Sheets.

			June 30, 2022		
	Finance Receivables, Net <sup>(1)</sup>	Equipment on Operating Leases, Net	Secured Debt <sup>(2)</sup>	Interest Rate	Expected Maturity
United States					
January 2022	\$ 642	\$ —	\$ 549	3.02 %	2024
September 2021	238	6	207	1.78 %	2024
Total	880	6	756		
Canada					
April 2022		0	77	3.32 %	2025
Total	\$ 964	\$ 6	\$ 833		
			December 31, 2021		
	Finance Receivables, Net <sup>(1)</sup>	Equipment on Operating Leases, Net	Secured Debt <sup>(2)</sup>	Interest Rate	Expected Maturity
United States		· · · · · · · · · · · · · · · · · · ·			
September 2021	\$ 308	\$ 8	\$ 293	1.40 %	2024
December 2020	380		267	1.74 %	2023

(1) Includes (i) Billed portion of finance receivables, net (ii) Finance receivables, net and (iii) Finance receivables due after one year, net as included in the condensed consolidated balance sheets as of June 30, 2022 and December 31, 2021.

688 \$ 8 \$

560

\$

(2) Net of debt issuance costs of \$2 and \$1 as of June 30, 2022 and December 31, 2021, respectively.

#### **Interest Expense and Income**

Total

Interest expense and income were as follows:

		Three Mor June	ided	Six Mont Jun	hs Ende e 30,	ed
	202	2	2021	 2022		2021
Interest expense <sup>(1)(2)</sup>	\$	49	\$ 52	\$ 102	\$	104
Interest income <sup>(3)</sup>		55	57	109		113

(1) Includes Cost of financing as well as non-financing interest expense that is included in Other expenses, net in the Condensed Consolidated Statements of (Loss) Income.

Interest expense of Xerox Corporation included intercompany interest expense associated with the Xerox Holdings Corporation / Xerox Corporation Intercompany Loan of (2) \$19 and \$19 for the three months ended June 30, 2022 and 2021, respectively, and \$39 and \$39 for the six months ended June 30, 2022 and 2021, respectively. Includes Financing revenue as well as other interest income that is included in Other expenses, net in the Condensed Consolidated Statements of (Loss) Income.

(3)

## Note 14 – Financial Instruments

## Interest Rate Risk Management

We use interest rate swap and interest rate cap agreements to manage our interest rate exposure and to achieve a desired proportion of variable and fixed rate debt. These derivatives may be designated as **fair value hedges** or **cash flow hedges** depending on the nature of the risk being hedged.

#### Foreign Exchange Risk Management

We are a global company and we are exposed to foreign currency exchange rate fluctuations in the normal course of our business. As a part of our foreign exchange risk management strategy, we use derivative instruments, primarily forward contracts and purchased option contracts, to hedge the following foreign currency exposures, thereby reducing volatility of earnings or protecting fair values of assets and liabilities:

- Foreign currency-denominated assets and liabilities
- Forecasted purchases and sales in foreign currency

At June 30, 2022 and December 31, 2021, we had outstanding forward exchange and purchased option contracts with gross notional values of \$1,170 and \$1,113 respectively, with terms of less than 12 months. Approximately 81% of the contracts at June 30, 2022 mature within three months, 9% mature in three to six months and 10% in six to twelve months. There have not been any material changes in our hedging strategy.

#### Foreign Currency Cash Flow Hedges

We designate a portion of our foreign currency derivative contracts as cash flow hedges of our foreign currency-denominated inventory purchases, sales and expenses. The net liability fair value of these contracts were \$28 and \$3 as of June 30, 2022 and December 31, 2021, respectively.

#### **Summary of Derivative Instruments Fair Value**

The following table provides a summary of the fair value amounts of our derivative instruments:

Designation of Derivatives	Balance Sheet Location		June 30, 2022	Dec	cember 31, 2021
Derivatives Designated as Hedging Instruments					
Foreign exchange contracts - forwards	Other current assets	\$	2	\$	3
	Accrued expenses and other current liabilities		(30)		(6)
Interest rate cap	Other long-term assets		4		1
	Net designated derivative liabilities	\$	(24)	\$	(2)
<b>Derivatives NOT Designated as Hedging Instruments</b>					
Foreign exchange contracts – forwards	Other current assets	\$	2	\$	1
	Accrued expenses and other current liabilities		(9)		(5)
	Net undesignated derivative liabilities	\$	(7)	\$	(4)
		_			_
Summary of Derivatives	Total Derivative assets	\$	8	\$	5
	Total Derivative liabilities		(39)		(11)
	Net Derivative liabilities	\$	(31)	\$	(6)

#### Summary of Derivative Instruments Gains (Losses)

Derivative gains and (losses) affect the income statement based on whether such derivatives are designated as hedges of underlying exposures. The following is a summary of derivative gains (losses).

#### **Designated Derivative Instruments Gains (Losses)**

The following table provides a summary of gains (losses) on derivative instruments:

	Three Mor June	nths E e 30,	Inded	Six Months Ended June 30,						
Loss on Derivative Instruments	 2022		2021		2022		2021			
Cash Flow Hedges - Foreign Exchange Forward Contracts and Options										
Derivative loss recognized in OCI (effective portion)	\$ (23)	\$	(2)	\$	(38)	\$	(12)			
Derivative loss reclassified from AOCL to income - Cost of sales (effective portion)	(4)		(2)		(6)		(3)			

During the six months ended June 30, 2022 and 2021, no amount of ineffectiveness was recorded in the Condensed Consolidated Statements of (Loss) Income for these designated cash flow hedges and all components of each derivative's gain or (loss) were included in the assessment of hedge effectiveness. In addition, no amount was recorded for an underlying exposure that did not occur or was not expected to occur.

As of June 30, 2022, a net after-tax loss of \$27 was recorded in Accumulated other comprehensive loss associated with our cash flow hedging activity. The entire balance is expected to be reclassified into net income within the next 12 months, providing an offsetting economic impact against the underlying anticipated transactions.

#### Non-Designated Derivative Instruments Gains (Losses)

Non-designated derivative instruments are primarily instruments used to hedge foreign currency-denominated assets and liabilities. They are not designated as hedges since there is a natural offset for the remeasurement of the underlying foreign currency-denominated asset or liability.

The following table provides a summary of gains and (losses) on non-designated derivative instruments:

Derivatives NOT Designated as Hedging		Three N J	Moni une	 nded			Six Mor Jur	ths ne 3		
Instruments	Location of Derivative Gain (Loss)	 2022		2021		20	)22		2021	
Foreign exchange contracts – forwards	Other expense – Currency losses, net	\$ (1-	4)	\$ (4	4)	\$	(23)	\$		(22)

Currency losses, net were \$1 and \$1 for the three months ended June 30, 2022 and 2021, respectively, and \$1 and \$3 for six months ended June 30, 2022 and 2021, respectively. Net currency gains and losses include the mark-to-market adjustments of the derivatives not designated as hedging instruments and the related cost of those derivatives as well as the remeasurement of foreign currency-denominated assets and liabilities and are included in Other expenses, net.

## Note 15 – Fair Value of Financial Assets and Liabilities

The following table represents assets and liabilities measured at fair value on a recurring basis. The basis for the measurement at fair value in all cases is Level 2 – Significant Other Observable Inputs.

	June 30, 2022	December 31, 2021
Assets		
Foreign exchange contracts - forwards	\$ 4	\$ 4
Interest rate cap	4	1
Deferred compensation plan investments in mutual funds	14	18
Total	\$ 22	\$ 23
Liabilities		
Foreign exchange contracts - forwards	\$ 39	\$ 11
Deferred compensation plan liabilities	14	18
Total	\$ 53	\$ 29

We utilize the income approach to measure the fair value for our derivative assets and liabilities. The income approach uses pricing models that rely on market observable inputs such as yield curves, currency exchange rates and forward prices, and therefore are classified as Level 2.

Fair value for our deferred compensation plan investments in mutual funds is based on quoted market prices for those funds. Fair value for deferred compensation plan liabilities is based on the fair value of investments corresponding to employees' investment selections.

#### **Summary of Other Financial Assets and Liabilities**

The estimated fair values of our other financial assets and liabilities were as follows:

	June 3	0, 2022		Decembe	per 31, 2021				
	 Carrying Amount		Fair Value	 Carrying Amount		Fair Value			
Cash and cash equivalents	\$ 1,151	\$	1,151	\$ 1,840	\$	1,840			
Accounts receivable, net	852		852	818		818			
Short-term debt and current portion of long-term debt	1,108		1,110	650		653			
Long-term Debt									
Xerox Holdings Corporation	1,495		1,337	1,494		1,579			
Xerox Corporation	895		786	1,892		1,987			
Xerox - Other Subsidiaries <sup>(1)</sup>	374		376	210		210			
Long-term debt	\$ 2,764	\$	2,499	\$ 3,596	\$	3,776			

#### (1) Represents subsidiaries of Xerox Corporation

The fair value amounts for Cash and cash equivalents and Accounts receivable, net, approximate carrying amounts due to the short maturities of these instruments. The fair value of Short-term debt, including the current portion of long-term debt, and Long-term debt was estimated based on the current rates offered to us for debt of similar maturities (Level 2). The difference between the fair value and the carrying value represents the theoretical net premium or discount we would pay or receive to retire all debt at such date.

# Note 16 – Employee Benefit Plans

The components of Net periodic benefit cost and other changes in plan assets and benefit obligations were as follows:

					Three Months I	Ende	d June 30,			
			Pensior	n Be	enefits					
	 U.S.	Plans			Non-U.S	S. Pla	ans	Retiree	Healt	n
Components of Net Periodic Benefit Costs:	 2022		2021		2022		2021	 2022		2021
Service cost	\$ 1	\$	1	\$	4	\$	5	\$ 1	\$	_
Interest cost	24		19		33		22	2		2
Expected return on plan assets	(24)		(27)		(59)		(52)	_		_
Recognized net actuarial loss (gain)	3		4		6		14	(1)		_
Amortization of prior service credit	—		(1)		_		_	(3)		(16)
Recognized settlement loss	15		13		_		_	_		_
Defined benefit plans	 19		9		(16)		(11)	 (1)		(14)
Defined contribution plans	5		_		4		5	n/a		n/a
Net Periodic Benefit Cost (Credit)	 24		9		(12)		(6)	 (1)		(14)
Other Changes in Plan Assets and Benefit Obligations Recognized in Other Comprehensive (Loss) Income:										
Net actuarial (gain) loss <sup>(1)</sup>	(7)		(25)		31		_	_		2
Prior service cost	_		_		48		_	_		_
Amortization of net actuarial (loss) gain	(18)		(17)		(6)		(14)	1		_
Amortization of net prior service credit	_		1		_		_	3		16
Total Recognized in Other Comprehensive (Loss) Income <sup>(2)</sup>	(25)		(41)		73		(14)	 4		18
Total Recognized in Net Periodic Benefit Cost (Credit) and Other Comprehensive (Loss) Income	\$ (1)	\$	(32)	\$	61	\$	(20)	\$ 3	\$	4

				Six Months E	nded June 30,				
			Pensior	n Benefits					
	U.S.	Plans	6	Non-U.	.S. Plans		Retiree	Health	ı
Components of Net Periodic Benefit Costs:	2022		2021	2022	2021		2022		2021
Service cost	\$ 1	\$	1	\$8	\$ 10	)	\$1	\$	1
Interest cost	44		37	62	44	1	4		4
Expected return on plan assets	(51)		(55)	(114)	(104	I)	_		—
Recognized net actuarial loss (gain)	7		9	12	29	)	(1)		_
Amortization of prior service credit	—		(1)	—	-	-	(7)		(33)
Recognized settlement loss	33		28	_	_	-	—		_
Defined benefit plans	 34		19	(32)	(21	)	(3)		(28)
Defined contribution plans	10		_	8	1(	)	n/a		n/a
Net Periodic Benefit Cost (Credit)	44		19	(24)	(11	)	(3)		(28)
Other Changes in Plan Assets and Benefit Obligations Recognized in Other Comprehensive (Loss) Income:									
Net actuarial loss (gain) <sup>(1)</sup>	7		(69)	31		1	(7)		2
Prior service cost (credit)	—		—	48	-	-	(23)		—
Amortization of net actuarial (loss) gain	(40)		(37)	(12)	(29	9)	1		—
Amortization of prior service credit	—		1	—	-	-	7		33
Total Recognized in Other Comprehensive (Loss) Income <sup>(2)</sup>	 (33)		(105)	67	(28	3)	(22)		35
Total Recognized in Net Periodic Benefit Cost (Credit) and Other Comprehensive (Loss) Income	\$ 11	\$	(86)	\$ 43	\$ (39	9)	\$ (25)	\$	7

(1) The net actuarial loss (gain) for U.S. Plans primarily reflects (i) the remeasurement of our primary U.S. pension plans as a result of the payment of periodic settlements and (ii) adjustments for the actuarial valuation results based on the January 1st plan census data. The non-U.S. net actuarial loss reflects remeasurement related to the second quarter 2022 Pension Plan amendment in the UK.

(2) Amounts represent the pre-tax effect included within Other Comprehensive (Loss) Income. Refer to Note 20 - Other Comprehensive (Loss) Income for related tax effects and the after-tax amounts.

#### Contributions

	Six Mont Jun	hs En e 30,	ded	Year Ended December 31,				
	 2022		2021	Estimated 2022		2021		
U.S. plans	\$ 12	\$	12	\$ 25	\$	24		
Non-U.S. plans	51		57	105		111		
Total Pension plans	63		69	130		135		
Retiree Health	9		11	25		25		
Total Retirement plans	\$ 72	\$	80	\$ 155	\$	160		

The following table summarizes cash contributions to our defined benefit pension plans and retiree health benefit plans:

There are no mandatory contributions required in 2022 for our U.S. tax-qualified defined benefit plans to meet the minimum funding requirements.

#### **Retiree Health Plan Amendment**

During the first quarter of 2022, we amended our U.S. Retiree Health Plan to reduce certain benefits for existing union retirees through the reduction or elimination of coverage or cost-sharing subsidies for retiree health care and life insurance costs. This negative plan amendment resulted in a reduction of approximately \$23 in the Company's postretirement benefit obligation. The amount for the plan amendment will be amortized to future net periodic benefit costs as a prior service credit.

#### **Pension Plan Amendment**

In April 2022, our U.K. defined benefit pension plan was amended, at the sole discretion of the Plan Trustees as legally allowed, to increase the capped inflation indexation for the April 2022 pension increase award to 7.5% in line with the December 2021 UK Retail Price Index (RPI). This amendment resulted in an increase of approximately \$48 (GBP 39 million) in the projected benefit obligation (PBO) for this plan (approximately 1.4% of the plan PBO as of December 31, 2021). The associated impacts from the required remeasurement of the plan assets and obligations for updates to discount rates, actual returns and actuarial experience as of the effective date of the amendment resulted in an additional actuarial loss of \$31. Refer to Note 19 - Employee Benefit Plans in the Consolidated Financial Statements included in the 2021 Annual Report for additional information regarding our U.K. defined benefit pension plan including its funding status as of December 31, 2021.

# Note 17 – Shareholders' Equity of Xerox Holdings

(shares in thousands)

The shareholders' equity information presented below reflects the consolidated activity of Xerox Holdings.

	Common Stock <sup>(1)</sup>	Additional Paid-in Capital	Treasury Stock	Retained Earnings	AOCL <sup>(2)</sup>	Xerox Holdings Shareholders' Equity	Non- controlling Interests	Total Equity
Balance at March 31, 2022	\$ 156	\$ 1,560	\$ (32)	\$ 5,532	\$ (3,032)	\$ 4,184	\$5	\$ 4,189
Comprehensive loss, net	_	_	_	(4)	(298)	(302)	(1)	(303)
Cash dividends declared - common <sup>(3)</sup>		_	_	(41)	_	(41)	_	(41)
Cash dividends declared - preferred <sup>(4)</sup>	_	_	_	(3)	_	(3)	_	(3)
Stock option and incentive plans, net	1	34	—	_	_	35	_	35
Cancellation of treasury stock	(2)	(30)	32	_	_	_	_	_
Investment from noncontrolling interests	_				_	_	5	5
Balance at June 30, 2022	\$ 155	\$ 1,564	\$ —	\$ 5,484	\$ (3,330)	\$ 3,873	\$9	\$ 3,882

	 Common Stock <sup>(1)</sup>	F	Additional Paid-in Capital	Treasury Stock	Retained Earnings	AOCL <sup>(2)</sup>	Kerox Holdings Shareholders' Equity	Non- controlling Interests	 Total Equity
Balance at March 31, 2021	\$ 199	\$	2,456	\$ (162)	\$ 6,267	\$ (3,335)	\$ 5,425	\$ 6 4	\$ 5,429
Comprehensive income, net	_		_	—	91	70	161	_	161
Cash dividends declared - common <sup>(3)</sup>	_		—	—	(47)	—	(47)	—	(47)
Cash dividends declared - preferred <sup>(4)</sup>	_		_	_	(3)	_	(3)	_	(3)
Stock option and incentive plans, net	_		5	—	—	—	5	—	5
Payments to acquire treasury stock, including fees	_		_	(251)	_	_	(251)	_	(251)
Cancellation of treasury stock	(10)		(244)	254	_	_	—	—	_
Investment from noncontrolling interests	_		1	_	_	_	1	4	5
Other	_		(4)	_	_	—	(4)	_	(4)
Balance at June 30, 2021	\$ 189	\$	2,214	\$ (159)	\$ 6,308	\$ (3,265)	\$ 5,287	\$ 8 8	\$ 5,295

	Common Stock <sup>(1)</sup>	Additional Paid-in Capital	Treasury Stock	Retained Earnings		AOCL <sup>(2)</sup>		Cerox Holdings Shareholders' Equity		Non- controlling Interests	Total Equity
Balance at December 31, 2021	\$ 168	\$ 5 1,802	\$ (177)	\$ 5,631	\$	(2,988)	\$	4,436	\$	7	\$ 4,443
Comprehensive loss, net	_	_	_	(60)		(342)		(402)		(2)	(404)
Cash dividends declared - common <sup>(3)</sup>	—	—	_	(80)		—		(80)			(80)
Cash dividends declared - preferred <sup>(4)</sup>	_	_	_	(7)		_		(7)		_	(7)
Stock option and incentive plans, net	1	38	_	_		_		39		_	39
Payments to acquire treasury stock, including fees	_	_	(113)	_		_		(113)		_	(113)
Cancellation of treasury stock	(14)	(276)	290	_		_		_		_	_
Investment from noncontrolling interests	_	_	_	_		_		_		5	5
Distributions to noncontrolling interests	_	_	_	_		_		_		(1)	(1)
Balance at June 30, 2022	\$ 155	\$ 5 1,564	\$ 	\$ 5,484	\$	(3,330)	\$	3,873	\$	9	\$ 3,882
		 			-		-		_		

	Common Stock <sup>(1)</sup>	Additional Paid-in Capital	Treasury Stock	Retained Earnings	AOCL <sup>(2)</sup>	Xerox Holdings Shareholders' Equity	Non- controlling Interests	Total Equity
Balance at December 31, 2020	\$ 198	\$ 2,445	\$ —	\$ 6,281	\$ (3,332)	\$ 5,592	\$ 4	\$ 5,596
Comprehensive income, net	_	_	_	130	67	197	_	197
Cash dividends declared - common <sup>(3)</sup>	_	_	_	(96)	_	(96)	_	(96)
Cash dividends declared - preferred <sup>(4)</sup>	_	_	_	(7)	_	(7)	_	(7)
Stock option and incentive plans, net	1	16	_	_	_	17	_	17
Payments to acquire treasury stock, including fees	_	_	(413)	_	_	(413)	_	(413)
Cancellation of treasury stock	(10)	) (244)	254	_	_	_	_	_
Investment from noncontrolling interests	_	1	_	_	_	1	4	5
Other	_	(4)	_	—	—	(4)	_	(4)
Balance at June 30, 2021	\$ 189	\$ 2,214	\$ (159)	\$ 6,308	\$ (3,265)	\$ 5,287	\$ 8	\$ 5,295

(1) Common Stock has a par value of \$1 per share.

(2) Refer to Note 20 - Other Comprehensive (Loss) Income for the components of AOCL.
(3) Cash dividends declared on common stock for the three and six months ended June 30, 2022 and 2021 were \$0.25 per share, respectively, and \$0.50 per share, respectively. Cash dividends declared on preferred stock for the three and six months ended June 30, 2022 and 2021 were \$20.00 per share, respectively, and \$40.00 per share,

(4) respectively.

#### **Common Stock and Treasury Stock**

The following is a summary of the changes in Common and Treasury stock shares:

	Common Stock Shares	Treasury Stock Shares
Balance at December 31, 2021	168,069	8,675
Stock based compensation plans, net	630	_
Acquisition of Treasury stock	—	5,174
Cancellation of Treasury stock	(12,341)	(12,341)
Balance at March 31, 2022	156,358	1,508
Stock based compensation plans, net	116	_
Cancellation of Treasury stock	(1,508)	(1,508)
Balance at June 30, 2022	154,966	

## Note 18 – Shareholder's Equity of Xerox

The shareholder's equity information presented below reflects the consolidated activity of Xerox.

	Add	itional Paid-in Capital	Ret	tained Earnings	AOCL <sup>(1)</sup>	Xerox Shareholder's Equity	Non- controlling Interests			Total Equity
Balance at March 31, 2022	\$	3,592	\$	3,871	\$ (3,032)	\$ 4,431	\$	5	\$	4,436
Comprehensive loss, net		—		(4)	(298)	(302)		(1)		(303)
Dividends declared to parent		—		(47)	—	(47)		—		(47)
Transfers from parent		38		—	_	38		—		38
Investment from noncontrolling interests				—	 			5		5
Balance at June 30, 2022	\$	3,630	\$	3,820	\$ (3,330)	\$ 4,120	\$	9	\$	4,129

	onal Paid-in Capital	Retai	ned Earnings	AOCL <sup>(1)</sup>	Xerox Shareholder's Equity	Non- controlling Interests	Total Equity
Balance at March 31, 2021	\$ 3,360	\$	5,672	\$ (3,335)	\$ 5,697	\$ 4	\$ 5,701
Comprehensive income, net	_		91	70	161	_	161
Dividends declared to parent	_		(358)	_	(358)	_	(358)
Transfers from parent	52		_	_	52	_	52
Investment from noncontrolling interests	1		_	_	1	4	5
Balance at June 30, 2021	\$ 3,413	\$	5,405	\$ (3,265)	\$ 5,553	\$ 8	\$ 5,561

	onal Paid-in Capital	Retain	ed Earnings	AOCL <sup>(1)</sup>	S	Xerox Shareholder's Equity	Nc	n- controlling Interests	Total Equity
Balance at December 31, 2021	\$ 3,202	\$	4,476	\$ (2,988)	\$	4,690	\$	7	\$ 4,697
Comprehensive loss, net	_		(60)	(342)		(402)		(2)	(404)
Dividends declared to parent	_		(596)	—		(596)		_	(596)
Transfers from parent	428		_	—		428		_	428
Investment from noncontrolling interests	_			—		—		5	5
Distributions to noncontrolling interests	—		—	_		—		(1)	(1)
Balance at June 30, 2022	\$ 3,630	\$	3,820	\$ (3,330)	\$	4,120	\$	9	\$ 4,129

	Additional Paid-in Capital	Retaine	ed Earnings	AOCL <sup>(1)</sup>	Xerox Shareholder's Equity	N	on- controlling Interests	Total Equity
Balance at December 31, 2020	\$ 4,888	\$	5,834	\$ (3,332)	\$ 7,390	\$	4	\$ 7,394
Comprehensive income, net	_		130	67	197		_	197
Dividends declared to parent	_		(559)	—	(559)		—	(559)
Intercompany loan capitalization <sup>(2)</sup>	(1,494)		—	_	(1,494)		_	(1,494)
Transfers from parent	18		—	—	18		—	18
Investment from noncontrolling interests	1		_	—	1		4	5
Balance at June 30, 2021	\$ 3,413	\$	5,405	\$ (3,265)	\$ 5,553	\$	8	\$ 5,561

Refer to Note 20 - Other Comprehensive (Loss) Income for the components of AOCL.
 Refer to Note 13 - Debt for information regarding capitalization of balance to Intercompany Loan with Xerox Holdings Corporation.

## Note 19 – Stock-Based Compensation

Stock-based compensation expense of \$50 for the six months ended June 30, 2022 reflects \$21 of accelerated expense associated with the vesting of all outstanding equity awards, according to the terms of the award agreement, in connection with the passing of Xerox Holding's former CEO.

#### Stock Options – CareAR Holdings, LLC

In September 2021, Xerox Holdings Corporation announced the formation of CareAR Holdings, which consolidates CareAR, Inc., Docushare® and XMPie under a single holding company named CareAR Holdings (CareAR).

In March 2022, the CareAR Holdings, LLC Board approved the CareAR 2022 Equity Compensation Plan (the "Plan") and authorized the issuance of 105 thousand stock options (SOs) to certain executives and employees of Xerox and CareAR. Compensation expense of \$30 associated with 90 thousand SOs currently awarded under the Plan is based upon the grant date fair value, as determined by utilizing a Black-Scholes option-pricing model and is expected to be recorded on a straight-line basis over 4.7 years, based on the vesting period and management's estimate of the number of SOs expected to vest. SOs vest on an annual, graduated schedule beginning January 2023 through January 2027 as follows: 10% in January 2023 and 2024, respectively, 20% in January 2025 and 2026, respectively, and 40% in January 2027 based upon continued service. Options granted under the Plan are subject to terms and conditions as determined by the CareAR Board and become vested and exercisable at any time subsequent to the scheduled vesting dates and may expire 90 days or one year from employee termination, depending on cause, but in no event later than ten years from the May 2022 grant date. The terms of the awards also include certain provisions that allow for the immediate vesting in the event of a sale of the entity.

## Note 20 - Other Comprehensive (Loss) Income

Other Comprehensive (Loss) Income is comprised of the following:

		Three Mor June	nths Ended e 30,		Six Months Ended June 30,							
	20	22	20	)21	20	22	20	)21				
	Pre-tax	Net of Tax	Pre-tax	Net of Tax	Pre-tax	Net of Tax	Pre-tax	Net of Tax				
Translation Adjustments (Losses) Gains	\$ (295)	\$ (287)	\$ 55	\$ 54	\$ (366)	\$ (359)	\$ 3	\$ 3				
Unrealized (Losses) Gains												
Changes in fair value of cash flow hedges losses	(23)	(16)	(2)	(1)	(38)	(29)	(12)	(9)				
Changes in cash flow hedges reclassed to earnings <sup>(1)</sup>	4	2	2	1	6	4	3	2				
Net Unrealized Losses	(19)	(14)	_	_	(32)	(25)	(9)	(7)				
Defined Benefit Plans (Losses) Gains												
Net actuarial/prior service (losses) gains	(72)	(55)	23	17	(56)	(43)	66	49				
Prior service amortization <sup>(2)</sup>	(3)	(2)	(17)	(13)	(7)	(5)	(34)	(25)				
Actuarial loss amortization/settlement <sup>(2)</sup>	23	17	31	23	51	38	66	49				
Other gains (losses) <sup>(3)</sup>	43	43	(11)	(11)	52	52	(2)	(2)				
Changes in Defined Benefit Plans (Losses) Gains	(9)	3	26	16	40	42	96	71				
Other Comprehensive (Loss) Income Attributable to Xerox Holdings/Xerox	\$ (323)	\$ (298)	\$ 81	\$ 70	\$ (358)	\$ (342)	\$ 90	\$ 67				

(1) Reclassified to Cost of sales - refer to Note 14 - Financial Instruments for additional information regarding our cash flow hedges.

(2) Reclassified to Total Net Periodic Benefit Cost - refer to Note 16 - Employee Benefit Plans for additional information.

(3) Primarily represents currency impact on cumulative amount of benefit plan net actuarial losses and prior service credits in AOCL.

#### Accumulated Other Comprehensive Loss (AOCL)

AOCL is comprised of the following:

	June 30, 2022	December 31, 2021
Cumulative translation adjustments	\$ (2,220)	\$ (1,861)
Other unrealized losses, net	(27)	(2)
Benefit plans net actuarial losses and prior service credits	(1,083)	(1,125)
Total Accumulated Other Comprehensive Loss Attributable to Xerox Holdings/Xerox	\$ (3,330)	\$ (2,988)

## Note 21 – (Loss) Earnings per Share

(shares in thousands)

The following table sets forth the computation of basic and diluted earnings per share of Xerox Holdings Corporation's common stock:

		Three Mor Jun	nths Ene e 30,	ded		Six Mont Jun	hs End e 30,	ed
		2022		2021		2022		2021
Basic (Loss) Earnings per Share								
Net (Loss) Income Attributable to Xerox Holdings	\$	(4)	\$	91	\$	(60)	\$	130
Accrued dividends on preferred stock		(3)		(3)		(7)		(7)
Adjusted Net (loss) income available to common shareholders	\$	(7)	\$	88	\$	(67)	\$	123
Weighted average common shares outstanding <sup>(1)</sup>		155,170		187,009		155,897		191,433
Basic (Loss) Earnings per Share	\$	(0.05)	\$	0.47	\$	(0.43)	\$	0.64
<u>Diluted (Loss) Earnings per Share</u>								
Net (Loss) Income Attributable to Xerox Holdings	\$	(4)	\$	91	\$	(60)	\$	130
Accrued dividends on preferred stock		(3)		(3)		(7)		(7)
Adjusted Net (loss) income available to common shareholders	\$	(7)	\$	88	\$	(67)	\$	123
Weighted average common shares outstanding <sup>(1)</sup>		155,170		187,009		155,897		191,433
Common shares issuable with respect to:								
Stock options		_		-		_		
Restricted stock and performance shares Convertible preferred stock		_		2,012		_		2,096
Adjusted weighted average common shares outstanding		155,170	-	189,021	_	155,897		193,529
		,		,		,		*
Diluted (Loss) Earnings per Share	\$	(0.05)	\$	0.46	\$	(0.43)	\$	0.64
The following securities were not included in the computation of diluted e have been anti-dilutive:	arnings per share	as they were e	ither co	ntingently issua	ble shai	res or shares tha	t if inclu	uded would

Stock options	693	694	693	694
Restricted stock and performance shares	6,178	4,647	6,178	4,562
Convertible preferred stock	6,742	6,742	6,742	6,742
Total Anti-Dilutive Securities	13,613	12,083	13,613	11,998
Dividends per Common Share	\$ 0.25	\$ 0.25	\$ 0.50	\$ 0.50
•				

(1) Includes unissued shares associated with the accelerated share vesting since all contingencies regarding issuance have lapsed.

## Note 22 – Contingencies and Litigation

#### **Legal Matters**

We are involved in a variety of claims, lawsuits, investigations and proceedings concerning: securities law; governmental entity contracting; servicing and procurement law; intellectual property law; environmental law; employment law; the Employee Retirement Income Security Act (ERISA); and other laws and regulations. We determine whether an estimated loss from a contingency should be accrued by assessing whether a loss is deemed probable and can be reasonably estimated. We assess our potential liability by analyzing our litigation and regulatory matters using available information. We develop our views on estimated losses in consultation with outside counsel handling our defense in these matters, which involves an analysis of potential results, assuming a combination of litigation and settlement strategies. Should developments in any of these matters cause a change in our determination as to an unfavorable outcome and result in the need to recognize a material accrual, or should any of these matters result in a final adverse judgment or be settled for significant amounts, they could have a

material adverse effect on our results of operations, cash flows and financial position in the period or periods in which such change in determination, judgment or settlement occurs.

#### **Brazil Contingencies**

Our Brazilian operations have received or been the subject of numerous governmental assessments related to indirect and other taxes. The tax matters principally relate to claims for taxes on the internal transfer of inventory, municipal service taxes on rentals and gross revenue taxes. We are disputing these tax matters and intend to vigorously defend our positions. Based on the opinion of legal counsel and current reserves for those matters deemed probable of loss, we do not believe that the ultimate resolution of these matters will materially impact our results of operations, financial position or cash flows. Below is a summary of our Brazilian tax contingencies:

	ine 30, 2022	Decem 202	ber 31, 21
Tax contingency - unreserved	\$ 343	\$	292
Escrow cash deposits	36		32
Surety bonds	62		96
Letters of credit	81		74
Liens on Brazilian assets	_		—

The increase in the unreserved portion of the tax contingency, inclusive of any related interest, was primarily due to currency and interest. With respect to the unreserved tax contingency, the majority has been assessed by management as being remote as to the likelihood of ultimately resulting in a loss to the Company. In connection with the above proceedings, customary local regulations may require us to make escrow cash deposits or post other security of up to half of the total amount in dispute, as well as, additional surety bonds and letters of credit, which include associated indexation. Generally, any escrowed amounts would be refundable and any liens on assets would be removed to the extent the matters are resolved in our favor. We are also involved in certain disputes with contract and former employees. Exposures related to labor matters are not material to the financial statements as of June 30, 2022 and December 31, 2021. We routinely assess all these matters as to the probability of ultimately incurring a liability against our Brazilian operations and record our best estimate of the ultimate loss in situations where we assess the likelihood of an ultimate loss as probable.

## Litigation Against the Company

## Miami Firefighters' Relief & Pension Fund v. Icahn, et al.:

On December 13, 2019, alleged shareholder Miami Firefighters' Relief & Pension Fund ("Miami Firefighters") filed a purported derivative complaint in New York State Supreme Court, New York County on behalf of Xerox Holdings Corporation ("Xerox Holdings") (as nominal defendant) against Carl Icahn and his affiliated entities High River Limited Partnership and Icahn Capital LP (the "Icahn defendants"), Xerox Holdings, and all then-current Xerox Holdings directors (the "Directors"). Plaintiff made no demand on the Board before bringing the action. but instead alleges that doing so would be futile because the Directors lack independence due to alleged direct or indirect relationships with Icahn. Among other things, the complaint alleges that Icahn controls and dominates Xerox Holdings and therefore owes a fiduciary duty of loyalty to Xerox Holdings, which he breached by acquiring HP stock at a time when he knew that Xerox Holdings was considering an offer to acquire HP or had knowledge of the "obvious merits" of such potential acquisition, and that the Icahn defendants' holdings of HP common stock have risen in market value by approximately \$128 since disclosure of the offer. The complaint includes four causes of action: breach of fiduciary duty of loyalty against the Icahn defendants; breach of contract against the Icahn defendants (for purchasing HP stock in violation of Icahn's confidentiality agreement with Xerox Holdings): unjust enrichment against the Icahn defendants; and breach of fiduciary duty of loyalty against the Directors (for any consent to the Icahn defendants' purchases of HP common stock while Xerox Holdings was considering acquiring HP). The complaint seeks a judgment of breach of fiduciary duties against the Icahn defendants and the Directors; a declaration that Icahn breached his confidentiality agreement with Xerox Holdings; a constructive trust on Icahn Capital and High River's investments in HP securities; disgorgement to Xerox Holdings of profits Icahn Capital and High River earned from trading in HP stock; payment of unspecified damages by the Directors for breaching fiduciary duties; and attorneys' fees, costs, and other relief the Court deems just and proper. The Court subsequently granted plaintiff's unopposed motion to consolidate a similar action filed on December 26, 2019 by alleged shareholder Steven J. Reynolds against the same parties in the same court, and designating Miami Firefighters' counsel as lead counsel in the consolidated action.

Defendants moved to dismiss in August 2020, and the Court granted defendants' motions and dismissed the action in its entirety, on December 14, 2020. Plaintiffs appealed the dismissal of the case to the Appellate Division, First Department. On November 18, 2021, the Appellate Division issued its decision and reversed the lower court's ruling to the extent that it dismissed the claims asserted against the loann defendants. The claims asserted against the Directors remain dismissed.

On December 8, 2021, the Xerox Board approved the formation of a Special Litigation Committee to investigate and evaluate the claims and allegations asserted in the Miami Firefighters' case and determine the course of action that would be in the best interests of the Company and its shareholders. The Court subsequently stayed all discovery until February 28, 2022, except as related to the issue of the alleged damages sustained by Xerox. On March 18, 2022, following the conclusion of its investigation, the Special Litigation Committee filed a motion to dismiss plaintiffs' claims on the grounds that the derivative claims are without merit and pursuing the claims would not be in the best interest of Xerox or its shareholders. One week later the Icahn Defendants filed a motion for summary judgment seeking dismissal of all claims against them. On April 4, 2022, Miami Firefighters filed papers in opposition to the pending motions and cross-moved to, among other things, seek discovery regarding the Special Litigation Committee's investigation. Miami Firefighters also cross-moved seeking an order granting partial summary judgment against the Icahn Defendants for disgorgement of alleged unrealized profits in the amount of \$18.12. Oral argument on all pending motions took place on July 5, 2022. After hearing from all parties on the various motions, the Court denied without prejudice the Special Litigation Committee's motion to dismiss, the Icahn defendants' motion for summary judgment and the plaintiffs' cross-motion for summary judgment. The Court also granted the plaintiffs limited discovery to be completed within 60 days.

#### Xerox Holdings Corporation v. Factory Mutual Insurance Company and Related Actions:

On March 10, 2021, Xerox Holdings Corporation ("Xerox Holdings") filed a complaint for breach of contract and declaratory judgment against Factory Mutual Insurance Company in Rhode Island Superior Court, Providence County seeking insurance coverage for business interruption losses resulting from the coronavirus/COVID-19 pandemic. The complaint alleges that defendant agreed to provide Xerox Holdings with up to \$1 billion in per-occurrence coverage for losses resulting from pandemic-related loss or damage to certain real and other property, including business interruption loss resulting from insured property damage; that the pandemic had inflicted significant physical loss or damage to property of Xerox Holdings and its direct and indirect customers; that Xerox Holdings' worldwide actual and projected losses through the end of 2020 totaled in excess of \$300 (and is still increasing); and that following Xerox Holdings' timely and proper claim in March 2020 for coverage under the "all risk" commercial property insurance policy it had purchased from defendant, defendant improperly denied and rejected coverage for costs and losses under defendant's policy and declaring that defendant is required to pay for such costs and losses, subject to any applicable limits; damages in an amount to be determined at trial; consequential damages; attorneys' fees and costs; pre- and post-judgment interest; and other relief the Court deems just and proper. Also on March 10, 2021, subsidiaries of Xerox Holdings filed similar complaints and related requests for arbitration in Toronto, London, and Amsterdam for Canadian, UK and European losses.

Xerox Holdings consented to defendant's request for an extension of its time in which to answer or otherwise respond to the complaint. On May 6, 2021, FMG filed its answer to the complaint. The parties thereafter agreed to stay all non-U.S. proceedings pending the outcome of the U.S. litigation.

#### **Guarantees**

We have issued or provided approximately \$258 of guarantees as of June 30, 2022 in the form of letters of credit or surety bonds issued to i) support certain insurance programs; ii) support our obligations related to the Brazil contingencies; and iii) support certain contracts, primarily with public sector customers, which require us to provide a surety bond as a guarantee of our performance of contractual obligations.

In general, we would only be liable for the amount of these guarantees in the event we defaulted in performing our obligations under each contract, the probability of which we believe is remote. We believe that our capacity in the surety markets as well as under various credit arrangements (including our Credit Facility) is sufficient to allow us to respond to future requests for proposals that require such credit support.

## Note 23 – Subsequent Events

## **Credit Facility**

On July 7, 2022, Xerox Corporation, as borrower, and its parent company, Xerox Holdings Corporation (the Company), entered into a new Credit Agreement with several participating lending banks. The new Credit Agreement provides Xerox Corporation with a \$500 Revolving Credit Facility (the New Revolving Credit Facility) and has a maturity date of July 7, 2024. We deferred \$3 of debt issuance costs in connection with this agreement, which will be amortized over the two-year term of the arrangement.

The New Revolving Credit Agreement includes an uncommitted accordion feature that allows the Company to increase the facility by a total of up to \$150, subject to obtaining additional commitments from existing lenders or new lending institutions. The New Revolving Credit Agreement also includes a \$150 letter of credit sub-facility.

At Xerox Corporation's election, the borrowings under the New Revolving Credit Facility in U.S. dollars will bear interest at either (i) a rate per annum equal to the highest of Citibank's prime rate or a rate 0.5% in excess of the Federal Funds Rate or a rate 1.0% in excess of onemonth Term SOFR (the Base Rate), in each case plus an applicable margin, or (ii) the one-, three-, or six-month per annum Term SOFR (the Term SOFR Rate), as selected by the Company, plus an applicable margin. The applicable margin for Base Rate loans, through the quarterly reporting for the fiscal quarter ending September 30, 2022, is 1.00% per annum, and thereafter varies from 0.50% to 1.25% depending on the Company's consolidated total net leverage ratio (as defined in the New Credit Agreement). The applicable margin for Term SOFR Rate loans, through the quarterly reporting for the fiscal quarter ending September 30, 2022, is 2.00% per annum, and thereafter varies from 1.50% to 2.25% depending on the Company's consolidated total net leverage ratio. Xerox Corporation may also borrow in currencies other than U.S. dollars under the New Revolving Credit Agreement, and such borrowings will bear interest calculated under a construct similar to that described above. Principal outstanding would be payable in full at maturity on July 7, 2024.

Xerox Corporation's borrowings under the New Revolving Credit Facility are supported by guarantees from the Company and its subsidiary guarantors, and by security interests in substantially all of the assets of Xerox Corporation, the Company, and its subsidiary guarantors, subject to certain exceptions. If an event of default occurs under the New Revolving Credit Facility, the entire principal amount outstanding under the New Revolving Credit Facility, together with all accrued unpaid interest and other amounts owing in respect thereof, may be declared immediately due and payable, subject, in certain instances, to the expiration of applicable cure periods.

The New Revolving Credit Facility requires the Company to comply with the following financial covenants measured as of the end of each fiscal quarter, commencing with the quarter ending September 30, 2022:

- (a) <u>Minimum Unrestricted Cash</u> maintain an Unrestricted Cash balance, as defined in the New Revolving Credit Agreement, in an amount not less than \$500 as of the last day of the quarter.
- (b) <u>Total Net Leverage Ratio</u> a quarterly test that is calculated as net debt for borrowed money divided by consolidated EBITDA, both as defined in the New Revolving Credit Agreement with a cap on cash netting of \$1.0 billion.
- (c) Interest Coverage Ratio a quarterly test that is calculated as consolidated EBITDA divided by consolidated interest expense, both as defined in the New Revolving Credit Agreement.

In addition, the New Revolving Credit Facility requires that no more than \$300 of the \$650 2023 Senior Notes is outstanding as of December 15, 2022 in order for the facility to remain in effect.

The New Revolving Credit Facility also imposes restrictions on the Company and its subsidiaries, including on the amount of dividends the Company is permitted to pay and the amount of shares the Company is permitted to repurchase. Under the New Revolving Credit Facility, provided there is no event of default existing, the Company may declare and pay cash dividends on shares of its common stock and its preferred stock, and may repurchase shares of its common stock and its preferred stock (i) in an unlimited amount if, at the time such dividend or repurchase is made, the Company's Total Net Leverage ratio is 3.5 to 1.00 or less or (ii) in an aggregate amount in any fiscal year not to exceed the greater of (x) \$200 or (y) 50% of free cash flow, which is operating cash flows less capital expenditures, for the prior fiscal year, commencing with the fiscal year ending December 31, 2022.

## Acquisition

In July 2022, Xerox acquired Go Inspire, a U.K.-based print and digital marketing and communication services provider, for approximately \$48 (GBP 40 million). The acquisition strengthens Xerox's strategy to grow its global Digital Services presence in EMEA. The purchase price was all cash for 100% ownership of the acquired company and is expected to be primarily allocated to intangible assets and goodwill. The goodwill associated with the acquisition of Go Inspire will be included in our Print and Other segment. The operating results of this acquisition are not expected to be material to our financial statements.

#### ITEM 2 — MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Throughout the Management's Discussion and Analysis (MD&A), references to "Xerox Holdings" refer to Xerox Holdings Corporation and its consolidated subsidiaries while references to "Xerox" refer to Xerox Corporation and its consolidated subsidiaries. References herein to "we," "us," "our," the "Company" refer collectively to both Xerox Holdings and Xerox unless the context suggests otherwise. References to "Xerox Holdings Corporation" refer to the stand-alone parent company and do not include its subsidiaries. References to "Xerox Corporation" refer to the stand-alone company and do not include its subsidiaries.

Currently, Xerox Holdings' primary direct operating subsidiary is Xerox and Xerox reflects nearly all of Xerox Holdings' operations. Accordingly, the following MD&A primarily focuses on the operations of Xerox and is intended to help the reader understand Xerox's business and its results of operations and financial condition. The MD&A is provided as a supplement to, and should be read in conjunction with, the Condensed Consolidated Financial Statements and the accompanying notes. Throughout this MD&A, references are made to various notes in the Condensed Consolidated Financial Statements which appear in Item 1 of this Combined Quarterly Report on Form 10-Q, and the information contained in such notes is incorporated by reference into the MD&A in the places where such references are made.

Xerox Holdings' other direct subsidiary is Xerox Ventures LLC, which was established in 2021 solely to invest in startups and early/mid-stage growth companies aligned with the Company's innovation focus areas and targeted adjacencies. Xerox Ventures LLC had investments of approximately \$15 million at June 30, 2022. Due to its immaterial nature, and for ease of discussion, Xerox Ventures LLC's results are included within the following discussion.

#### **Currency Impact**

To understand the trends in the business, we believe that it is helpful to analyze the impact of changes in the translation of foreign currencies into U.S. Dollars on revenue and expenses. We refer to this analysis as "constant currency", "currency impact" or "the impact from currency." This impact is calculated by translating current period activity in local currency using the comparable prior year period's currency translation rate. This impact is calculated for all countries where the functional currency is the local country currency. We do not hedge the translation effect of revenues or expenses denominated in currencies where the local currency is the functional currency. Management believes the constant currency measure provides investors an additional perspective on revenue trends. Currency impact can be determined as the difference between actual growth rates and constant currency growth rates.

#### **Overview**

During the first half of 2022, we continued to see strong demand for our products and services despite a challenging operating environment. Supply constraints continued to inhibit our ability to fulfill demand, resulting in the growth of our backlog<sup>1</sup> to \$440 million, a 4.3% sequential increase and more than double prior year period's levels. Although backlog remains elevated, it is considered manageable and its growth rate did decline quarter over quarter reflecting a slowing increase as product supply improves. Post sale revenue grew in actual and constant currency, due to growth in IT Services, which included the benefits from recent acquisitions, and print activity-driven revenue, such as consumables and services. Consistent with prior quarters, we see a very strong correlation between return-to-office trends and page volumes. Although return-to-office trends have been gradual, in the first half of 2022, service revenue growth outpaced page volumes growth as contractual price increases began to materialize. We expect that trend to continue through the remainder of the year. The Company expects profitability to improve sequentially for the remaining two quarters of the year as supply chain costs normalize, particularly freight costs, and through an easing of product supply constraints, which will not only improve equipment sales but equipment gross margins, as product mix normalizes. Inflationary pressures are expected to continue in the near-term, but we expect to offset a large portion of inflation-related cost growth with price increases for our products and services. The effects of our price increases will compound over time, particularly for our contractual business, where price increases are enacted at specific times throughout the year, or upon contract renewal. Further offsetting these cost pressures will be savings generated through Project Own It. The Company is targeting gross cost savings of \$450 million in 2022, the vast majority of which will be realized in the second half of the year.

(1) Order backlog is measured as the value of unfulfilled sales orders, shipped and non-shipped, received from our customers waiting to be installed, including orders with future installation dates. It includes printing devices as well as IT hardware associated with our IT services offerings. Second quarter 2022 backlog of \$440 million excludes sales orders from Russia and Powerland Computers Ltd., which was acquired in the first quarter of 2022.

#### **Russia-Ukraine Conflict**

With respect to the war in Ukraine, in the first quarter 2022 we halted shipments to Russia and Belorussia when sanctions were imposed and the resulting financial impact has thus far been minimal. The Eurasian region in total comprised a low single digit percentage of our revenue and operating profits in 2021. As of June 30, 2022 the net assets of our Eurasian operations were approximately \$15 million (approximately \$35 million of assets) and comprised approximately 0.4% of consolidated net assets.

#### **Reportable Segment Change**

During the first quarter of 2022, the Company made a change to its reportable segments from one reportable segment to two reportable segments - Print and Other, and Financing (FITTLE) to align with a change in how the Chief Operating Decision Maker (CODM), our Chief Executive Officer (CEO) allocates resources and assesses performance against the Company's key growth strategies. As such, prior period reportable segment results and related disclosures have been conformed to reflect the Company's current reportable segments.

#### Second Quarter 2022 Review

Total revenue of \$1.75 billion for second quarter 2022 decreased 2.6% from second quarter 2021, including a 3.7-percentage point adverse impact from currency and a 2.0-percentage point benefit from acquisitions. Total revenue reflected an increase of 1.2% in Post sale revenue, including a 3.8-percentage point adverse impact from currency. Post sale revenues improved sequentially from the first quarter 2022, reflecting increased IT services revenues, which benefited from recent acquisitions, as well as a modest increase in page volumes and the early benefits of pricing actions, particularly for our transactional goods and service agreements. Equipment sales revenue decreased 14.7%, including a 3.3-percentage point adverse impact from currency, as supply chain constraints continue to limit our ability to fulfill demand, which remains strong, as evidenced by further growth in our equipment order backlog.

Total revenue of \$3.42 billion for the six months ended June 30, 2022 decreased 2.5% as compared to the prior year period, including a 2.7-percentage point adverse impact from currency. Total revenue reflected an increase of 1.6% in Post sale revenue, including a 2.7-percentage point adverse impact from currency, and a decrease of 16.0% in Equipment sales revenue, including a 2.4-percentage point adverse impact from currency.

	Three	Months Ended J	une 30,	Six M	/onths Ended Ju	ne 30,	% of Total		
<u>(in millions)</u>	2022	22 2021 % Change		2022	2021	% Change	2022	2021	
Revenue			- <u> </u>						
Print and Other	\$1,633	\$1,672	(2.3)%	\$3,183	\$3,253	(2.2)%	93%	93%	
Financing (FITTLE)	151	177	(14.7)%	309	357	(13.4)%	9%	10%	
Intersegment Elimination <sup>(1)</sup>	(37)	(56)	(33.9)%	(77)	(107)	(28.0)%	(2)%	(3)%	
Total Revenue	\$1,747	\$1,793	(2.6)%	\$3,415	\$3,503	(2.5)%	100%	100%	
Profit (Loss)						-			
Print and Other	\$18	\$111	(83.8)%	\$(2)	\$182	(101.1)%	(6)%	85%	
Financing (FITTLE)	17	15	13.3%	34	33	3.0%	106%	15%	
Total Profit	\$35	\$126	(72.2)%	\$32	\$215	(85.1)%	100%	100%	

A summary of our segment information is as follows:

(1) Reflects net revenue, primarily commissions and other payments, made by the Financing segment (FITTLE) to the Print and Other segment for the lease of Xerox equipment placements.

Net (loss) income attributable to Xerox Holdings and adjusted<sup>1</sup> Net income attributable to Xerox Holdings were as follows:

	Three Months Ended June 30,							Six Months Ended June 30,					
<u>(in millions)</u>		2022		2021		B/(W)		2022		2021		B/(W)	
Net (loss) income attributable to Xerox Holdings	\$	(4)	\$	91	\$	(95)	\$	(60)	\$	130	\$	(190)	
Adjusted <sup>(1)</sup> Net income attributable to Xerox Holdings	24			94 (7				10		141		(131)	

Second quarter 2022 Net loss attributable to Xerox Holdings of \$(4) million was a \$95 million decrease as compared to second quarter 2021 primarily reflecting lower gross margin, as a result of unfavorable product and services mix and higher freight costs associated with product supply constraints, as well as higher Selling, administrative and general expenses due to higher stock compensation expense associated with the accelerated vesting of certain

equity awards and higher Other expenses, net due to the lower benefit from non-service retirement costs. These negative impacts were partially offset by lower Restructuring and related costs, net, Amortization of intangible assets and lower Income tax expense. Second quarter 2022 Adjusted<sup>1</sup> net income attributable to Xerox Holdings of \$24 million decreased \$70 million as compared to the prior year, primarily reflecting lower gross margin, as a result of unfavorable mix as well as higher logistics costs associated with product supply constraints. These negative impacts were partially offset by lower Other expenses, net and Income tax expense.

Net loss attributable to Xerox Holdings for the six months ended June 30, 2022 of \$(60) million was a \$190 million decrease as compared to the prior year period primarily reflecting lower gross margin, as a result of unfavorable product and services mix as well as higher freight costs associated with product supply constraints, as well as higher Selling, administrative and general expenses due to higher stock compensation expense associated with the accelerated vesting of certain equity awards. Other expenses, net were \$60 million higher primarily due to a \$33 million charge in the first quarter 2022 associated with the termination of a product supply agreement (which was net of an \$8 million previously recorded accrual), higher non-financing interest expense, and a lower benefit from non-service retirement costs. These negative impacts were partially offset by income tax benefits. Adjusted<sup>1</sup> net income attributable to Xerox Holdings for the six months ended June 30, 2022 decreased \$131 million as compared to the prior year period, primarily reflecting lower gross margin, as a result of unfavorable product and services mix as well as higher freight costs associated with product supply constraints, and higher Selling, administrative and general expenses. These negative impacts were partially offset by income tax benefits associated with product supply constraints, and higher Selling, administrative and general expenses. These negative impacts were partially offset by income tax benefits associated with product supply constraints, and higher Selling, administrative and general expenses. These negative impacts were partially offset by income tax benefits and Other expenses, net.

Cash flows from operating activities during the six months ended June 30, 2022 was a use of \$19 million and decreased \$350 million as compared to the prior year period, primarily related to lower cash earnings, which included incremental investments in our new businesses, lower royalty payments and a \$41 million one-time payment in the current quarter associated with the termination of a product supply agreement as well as an increase in working capital<sup>2</sup> and the timing of management bonus payments. Cash used in investing activities during the six months ended June 30, 2022 was \$62 million reflecting capital expenditures of \$29 million, acquisitions of \$52 million and \$7 million of noncontrolling investments as part of our corporate venture capital fund, partially offset by \$26 million related to the sale of surplus buildings and land in the U.S. Cash used in financing activities during the six months ended June 30, 2022 was \$587 million reflecting payments of \$477 million on existing secured financing arrangements, \$300 million on Senior Notes that matured in 2022 and \$353 million for the early redemption of 2023 Senior Notes, which included a premium payment of \$3 million, partially offset by proceeds of \$753 million on a new secured financing arrangement, as well as \$113 million for repurchases of our Common Stock, and dividend payments of \$88 million.

#### 2022 Outlook

Despite a challenging operating environment, we are maintaining our revenue and cash flow outlook, as we continue to expect supply chain constraints and return-to-office trends to improve in the second half of the year, and we are implementing counteractive measures in response to geopolitical uncertainty and inflationary pressures.

Accordingly, we continue to expect revenue to grow to \$7.1 billion in actual currency, and expect that profitability will improve in the second half of the year. Our revenue outlook is also based on current exchange rates. We are confident in our ability to generate cash and plan to continue our capital allocation policy of returning at least 50% of our annual free cash flow to shareholders and expect full year Operating cash flows to be at least \$475 million (excluding the payments associated with the first quarter 2022 contract termination charge), and capital expenditures of at least \$75 million.

(2) Working capital, net reflects Accounts receivable, net, Inventories and Accounts payable.

<sup>(1)</sup> See the "Non-GAAP Financial Measures" section for an explanation of the non-GAAP financial measure.

## **Critical Accounting Policies and Estimates - Update**

#### **Goodwill - Interim Impairment Evaluation – Change in Segments**

Our goodwill balance was \$3.2 billion and \$3.3 billion at June 30, 2022 and December 31, 2021, respectively. The balance at December 31, 2021 reflects a pre-tax impairment charge of \$781 million recorded in the fourth quarter 2021 after completion of our fourth quarter annual goodwill impairment assessment. We assess goodwill for impairment at least annually during the fourth quarter and whenever events or changes in circumstances indicate that the carrying value may not be recoverable.

During the first quarter 2022, the Company made a change to its operating and reportable segments from one operating/reportable segment - Printing - to two operating/reportable segments - Print and Other, and Financing (FITTLE). As a result of the new operating and reportable segments, we also reassessed our reporting units for the evaluation of goodwill. Prior to this change, consistent with the determination that we had one operating/reportable segment, we determined that we had one reporting unit for goodwill assessment purposes. Our reassessment during the first quarter of 2022 determined that likewise consistent with the determination that we had two operating/reportable segments, we now have two reporting units for goodwill assessment purposes – Print and Other, and Financing (FITTLE).

As a result of the change in reporting units, effective January 1, 2022, we estimated the fair value of our new reporting units and, based on an assessment of the relative fair values of our new reporting units after the change, we determined that no goodwill was allocable to the Financing (FITTLE) segment. This determination was largely based on the fact that at this stage in the stand-up of the Financing (FITTLE) business, its separate valuation is constrained and limited because the operation is significantly integrated with the Print and Other segment and is primarily an extension or enabler to facilitate the sale of the Company's products. The change in reporting units was also considered a triggering event indicating a test for goodwill impairment was required as of January 1, 2022 before and after the change in reporting units. The Company performed those impairment tests, which did not result in the identification of an impairment loss as of January 1, 2022.

We perform an assessment of goodwill, utilizing either a qualitative or quantitative impairment test. As a result of our impairment charge in the fourth quarter 2021, we elected to bypass the qualitative impairment test and proceed to the quantitative test for the assessment of the recoverability of our Goodwill balance effective January 1, 2022 before and after the change in segments.

In estimating the fair value of our single reporting unit before the change in segments, our analysis reflected a 75/25 allocation between the income and market approach and the application of a discount rate applied to our projected cash flows of approximately 7.50%. The weighting between the income and market approach was consistent with our assessment in the fourth quarter 2021. The applied discount rate was 25 basis points lower than the rate applied in the fourth quarter 2021 assessment largely due to changes in market inputs with respect to the Cost of Equity as well as a slightly higher Cost of Debt weighting, which carries a lower cost. We believe that the discount rate applied was reasonable based on the estimated capital costs of applicable market participants and an appropriate company-specific risk premium that reflected current market and industry conditions.

In estimating the fair value of our reporting unit with goodwill after the change in segments (Print and Other), our analysis likewise reflected a 75/25 allocation between the income and market approach but the discount rate applied to our projected cash flows was increased to approximately 8.75%. The increase in the discount rate was largely due to an increase in the Company Specific Risk Premium to balance the overall Company valuation and to reflect an increased risk to Print and Other as a result of the removal of a portion of the steadier annuity financing revenues to the Financing (FITTLE) reporting unit. As with the assessment before the segment change, we continue to believe that the discount rate applied was reasonable based on the estimated capital costs of applicable market participants and an appropriate company-specific risk premium that reflected current market and industry conditions. Based on our forecast model, which we believe reflects the inherent uncertainty of the future, we estimated that the excess of fair value over carrying value for the reporting unit with goodwill ranged between 15% and 20%.

In performing its assessment, the Company believes it made reasonable estimates based on the facts and circumstances available as of the assessment date and taking into consideration the macro-economic and industry factors existing at that point. However, the determination of fair value includes assumptions that are subject to risk and uncertainty. The discounted cash flow calculations are dependent on subjective factors including the timing and amount of future cash flows and the discount rate.

During the first half of 2022, the Company continued to encounter significant operational challenges due to supply chain constraints, inflationary pressure on product and labor costs, geopolitical uncertainty in Europe and the

continued impacts from additional COVID-19 variants. Operating results did improve in the second quarter 2022 as compared to the first quarter 2022 and operating results are expected to improve further in the second half of 2022. The Company's latest projections for the full year 2022 as well as for 2023 and 2024 are still within the range of our sensitivity analysis performed as part of the January 1, 2022 interim impairment assessment. Accordingly, based on our interim assessment as of June 30, 2022, we determined that it was more-likely-than-not that the fair value of the Print and Other reporting unit (the only reporting unit with goodwill) was still greater than its net book value and that we did not have a "triggering event" requiring a quantitative assessment of Goodwill. However, given macroeconomic conditions, specifically rising interest rates and their impact on discount rates, our goodwill excess fair value over carrying value is likely reduced as compared to the impairment test as of January 1, 2022.

If assumptions or estimates with respect to the Company's future performance vary from what is expected, including those assumptions relating to the supply chain constraints, interest rates, inflationary pressure on product and labor costs, geopolitical uncertainty in Europe and the threat of additional COVID-19 variants, this may impact the impairment analysis and could reduce the underlying cash flows used to estimate fair values and result in a decline in fair value that may trigger future impairment charges. We will continue to monitor developments in 2022 including updates to our forecasts as well as our market capitalization, and an update of our assessment and related estimates may be required in the future.

## **Financial Review**

#### **Revenues**

	1	Three Moi Jun	nths e 30			Six Months Ended June 30,							% of Total	Revenue
<u>(in millions)</u>		2022		2021	% Change	CC % Change		2022		2021	% Change	CC % Change	2022	2021
Equipment sales	\$	366	\$	429	(14.7)%	(11.4)%	\$	680	\$	810	(16.0)%	(13.6)%	20 %	23 %
Post sale revenue		1,381		1,364	1.2 %	5.0 %		2,735		2,693	1.6 %	4.3 %	80 %	77 %
Total Revenue	\$	1,747	\$	1,793	(2.6)%	1.1 %	\$	3,415	\$	3,503	(2.5)%	0.2 %	100 %	100 %
Reconciliation to Conder	nsec	l Consoli	date	d Statem	ents of (Loss) I	ncome:								
Sales	\$	667	\$	670	(0.4)%	2.8 %	\$	1,259	\$	1,272	(1.0)%	1.5 %		
Less: Supplies, paper and other sales		(301)		(241)	24.9 %	28.0 %		(579)		(462)	25.3 %	28.0 %		
Equipment sales	\$	366	\$	429	(14.7)%	(11.4)%	\$	680	\$	810	(16.0)%	(13.6)%		
	_		_						_					
Services, maintenance and rentals	\$	1,028	\$	1,067	(3.7)%	0.2 %	\$	2,051	\$	2,120	(3.3)%	(0.4)%		
Add: Supplies, paper and other sales		301		241	24.9 %	28.0 %		579		462	25.3 %	28.0 %		
Add: Financing		52		56	(7.1)%	(4.5)%		105		111	(5.4)%	(3.5)%		
Post sale revenue	\$	1,381	\$	1,364	1.2 %	5.0 %	\$	2,735	\$	2,693	1.6 %	4.3 %		
Segments														
Print and Other	\$	1,633	\$	1,672	(2.3)%		\$	3,183	\$	3,253	(2.2)%		93 %	93 %
Financing (FITTLE)		151		177	(14.7)%			309		357	(13.4)%		9 %	10 %
Intersegment elimination <sup>(1)</sup>		(37)		(56)	(33.9)%			(77)		(107)	(28.0)%		(2)%	(3)%
Total Revenue <sup>(2)</sup>	\$	1,747	\$	1,793	(2.6)%		\$	3,415	\$	3,503	(2.5)%		100 %	100 %
Go-To-Market					. =									
Americas	\$	1,150	\$	1,133	1.5 %	2.0 %	\$	2,221	\$	2,209	0.5 %	0.8 %	65 %	63 %
EMEA		551		617	(10.7)%	(1.1)%		1,105		1,204	(8.2)%	(0.9)%	32 %	34 %
Other (2)	-	46	-	43	7.0 %	7.0 %	_	89	-	90	(1.1)%	(1.1)%	3 %	3 %
Total Revenue <sup>(2)</sup>	\$	1,747	\$	1,793	(2.6)%	1.1 %	\$	3,415	\$	3,503	(2.5)%	0.2 %	100 %	100 %

CC - See "Currency Impact" section for a description of Constant Currency.

(1) Reflects net revenue, primarily commissions and other payments, made by the Financing segment (FITTLE) to the Print and Other segment for the lease of Xerox equipment placements.

(2) Refer to the "Reportable Segments and Geographic Sales Channels" section.

Second quarter 2022 total revenue decreased 2.6% as compared to second quarter 2021, including a 3.7-percentage point adverse impact from currency and a 2.0-percentage point benefit from acquisitions, while total revenue for the six months ended June 30, 2022 decreased 2.5%, including a 2.7-percentage point adverse impact from currency and a 1.9-percentage point benefit from acquisitions. The decrease in revenue reflected continued global product supply constraints and freight disruptions, which limited our ability to fulfill orders and resulted in growth of our order backlog. At the end of the first quarter of 2022, and continuing in the second quarter of 2022, we began to see a modest increase in page volumes, as well as an increase in page volume-driven post sale revenue as workers gradually return to the workplace. We continue to expect supply constraints and return-to-office trends to improve in the second half of the year.

Geographically, second quarter 2022 revenue in EMEA decreased 10.7%, including a 9.6-percentage point adverse impact from currency, as compared to second quarter 2021, while for the six months ended June 30, 2022 revenue decreased 8.2%, including a 7.3-percentage point adverse impact from currency. Second quarter 2022 revenue increased 1.5% in our Americas operations, including a 0.5-percentage point adverse impact from currency, while for the six months ended June 30, 2022 revenue increased 0.5%, including a 0.3-percentage point adverse impact from currency, while for the six months ended June 30, 2022 revenue increased 0.5%, including a 0.3-percentage point adverse impact from currency, with both periods benefitting from recent acquisitions. Both regions were negatively affected by product supply constraints and global freight disruptions. Page volumes during the first half of 2022 grew moderately faster in EMEA than in the Americas when compared to the prior year period as Europe's return to office measures post-pandemic has generally trended higher than in the U.S.

Total revenue for the three and six months ended June 30, 2022 reflected the following:

#### Post sale revenue

Post sale revenue primarily reflects contracted services, equipment maintenance, supplies and financing. These revenues are associated not only with the population of devices in the field, which are affected by installs and removals, but also by the page volumes generated from the usage of such devices and the revenue per printed page. Post sale revenue also includes transactional IT hardware sales and implementation services primarily from our XBS organization in the U.S.

For the three months ended June 30, 2022, Post sale revenue increased 1.2% as compared to second quarter 2021, including a 3.8-percentage point adverse impact from currency, while Post sale revenues increased 1.6% for the six months ended June 30, 2022 as compared to the prior year period, including a 2.7-percentage point adverse impact from currency. Post sale revenue reflected the following:

- Services, maintenance and rentals revenue includes rental and maintenance revenue (including bundled supplies) as well as the post sale component of the document services revenue from our Xerox Services offerings.
  - For the three months ended June 30, 2022, these revenues decreased 3.7% as compared to second quarter 2021, including a 3.9-percentage point adverse impact from currency. The resulting change in revenues reflected moderately higher page volumes, corresponding with the gradual return-to-office trends, which were partially offset by lower royalty revenues from FUJIFILM Business Innovation Systems (formerly Fuji Xerox), lower third-party leasing commissions (resulting from higher XFS lease penetration of our XBS operations), a lower net population of devices and an ongoing competitive environment.
  - For the six months ended June 30, 2022, these revenues decreased 3.3% as compared to the prior year period, including a 2.9-percentage point adverse impact from currency, reflecting the impact of lower royalty revenues from FUJIFILM Business Innovation Systems (formerly Fuji Xerox), lower third-party leasing commissions (resulting from higher XFS lease penetration of our XBS operations), a lower net population of devices and an ongoing competitive environment. Declines were partially offset by moderately higher page volumes, which began to increase towards the end of the first quarter of 2022, corresponding with return-to-office trends.
- Supplies, paper and other sales includes unbundled supplies, IT services and other sales.
  - For the three months ended June 30, 2022, these revenues increased 24.9% as compared to second quarter 2021, including a 3.1-percentage point adverse impact from currency, and primarily reflected higher IT Services revenues which included revenues from the recent acquisition of Powerland in Canada. The increase was also as a result of higher supplies and paper revenues driven by higher channel demand and the gradual return-to-office trends.
  - For the six months ended June 30, 2022, these revenues increased 25.3% as compared to the prior year period, including a 2.7-percentage point adverse impact from currency, and primarily reflected higher IT Services revenues, which included revenues from the recent acquisition of Powerland in

Canada. The increase was also a result of higher supplies and paper revenues. The higher supplies revenues reflects higher channel demand and is consistent with the gradual return-to-office trends.

• Financing revenue is generated from financed equipment sale transactions. For the three months ended June 30, 2022, these revenues decreased 7.1% as compared to second quarter 2021, including a 2.6-percentage point adverse impact from currency, while Financing revenue for the six months ended June 30, 2022 decreased 5.4%, including a 1.9-percentage point adverse impact from currency, as compared to the prior year period. The decrease for the three and six months ended June 30, 2022, as compared the respective prior year periods, reflected a lower finance receivables balance due to the pace of run-off of our lease portfolio and lower equipment sales in prior periods, as well as the impact of lower equipment sales in the current period. Xerox channel originations declined 25% and 23% for the three and six months ended June 30, 2022, as compared the respective prior year periods, due primarily to supply constraints. These declines were partially offset by an increase in originations from third-party dealers and non-Xerox equipment providers.

#### Equipment sales revenue

Equipment sales revenue decreased 14.7% for the three months ended June 30, 2022 as compared to second quarter 2021, including a 3.3percentage point adverse impact from currency, while Equipment sales revenue for the six months ended June 30, 2022 decreased 16.0%, including a 2.4-percentage point adverse impact from currency. The decrease in both periods reflected the adverse impact of product supply constraints and global freight disruptions. Demand continued to outpace supply with return-to-office trends, resulting in a backlog of orders at the end of the quarter that increased sequentially and was above both prior year and pre-pandemic levels. Equipment sales revenue decreased in EMEA and the Americas, for both the three and six months ended June 30, 2022 due to supply chain disruptions, which impacted all product categories (Entry, Mid-Range, and High-End).

See Segment Review - Print and Other below for additional discussion on Equipment sales revenue.

## **Costs, Expenses and Other Income**

## **Summary of Key Financial Ratios**

The following is a summary of key financial ratios used to assess our performance:

	Three Months Ended June 30,						Six Months Ended June 30,					
<u>(in millions)</u>	 2022		2021		B/(W)		2022		2021		B/(W)	
Gross Profit	\$ 557	\$	639	\$	(82)	\$	1,087	\$	1,250	\$	(163)	
RD&E	84		79		(5)		162		153		(9)	
SAG	459		434		(25)		914		882		(32)	
Equipment Gross Margin	23.5 %		28.1 %		(4.6) pts.		22.1 %		28.0 %		(5.9) pts.	
Post sale Gross Margin	34.1 %		38.1 %		(4.0) pts.		34.2 %		38.0 %		(3.8) pts.	
Total Gross Margin	31.9 %		35.6 %		(3.7) pts.		31.8 %		35.7 %		(3.9) pts.	
RD&E as a % of Revenue	4.8 %		4.4 %		(0.4) pts.		4.7 %		4.4 %		(0.3) pts.	
SAG as a % of Revenue	26.3 %		24.2 %		(2.1) pts.		26.8 %		25.2 %		(1.6) pts.	
Pre-tax (Loss) Income	\$ (5)	\$	99	\$	(104)	\$	(94)	\$	152	\$	(246)	
Pre-tax (Loss) Income Margin	(0.3)%		5.5 %		(5.8) pts.		(2.8)%		4.3 %		(7.1) pts.	
Adjusted <sup>(1)</sup> Operating Profit	\$ 35	\$	126	\$	(91)	\$	32	\$	215	\$	(183)	
Adjusted <sup>(1)</sup> Operating Income Margin	2.0 %		7.0 %		(5.0) pts.		0.9 %		6.1 %		(5.2) pts.	

(1) See the "Non-GAAP Financial Measures" section for an explanation of the non-GAAP financial measure.

## Pre-tax (Loss) Income Margin

Second quarter 2022 pre-tax (loss) margin of (0.3)% decreased 5.8-percentage points as compared to second quarter 2021. The decrease primarily reflected the impact of lower adjusted<sup>1</sup> operating margin (see below), increased SAG due to the higher stock compensation expense associated with the accelerated vesting of certain equity awards and higher Other expenses, net. These impacts were partially offset by lower Restructuring and related expense, net and Amortization of intangible assets.

Pre-tax (loss) margin for the six months ended June 30, 2022 of (2.8)% decreased 7.1-percentage points as compared to the prior year period. The decrease primarily reflected the impact of lower adjusted<sup>1</sup> operating margin (see below), increased SAG due to the higher stock compensation expense associated with the accelerated vesting of certain equity awards, as well as higher Other expenses, net, which included a \$33 million charge associated with the termination of a product supply agreement.

## Adjusted<sup>1</sup> Operating Margin

Second quarter 2022 adjusted<sup>1</sup> operating income margin of 2.0% decreased by 5.0-percentage points as compared to second quarter 2021, primarily reflecting lower revenues and lower gross margin, which includes the impact of unfavorable product and services mix and higher freight costs associated with product supply constraints, as well as lower royalty revenues. The decrease was also the result of higher expenses reflecting increased investments in new businesses, and the benefits from temporary government assistance and furlough measures in the prior year. These negative impacts were partially offset by favorable currency as well as productivity and cost savings associated with our Project Own It transformation actions.

Adjusted<sup>1</sup> operating margin for the six months ended June 30, 2022 of 0.9% decreased by 5.2-percentage points as compared to the prior year period, primarily reflecting lower revenues and lower gross margin, which includes the impact of higher freight costs associated with product supply constraints, as well as lower royalty revenues. The decrease was also the result of higher expenses reflecting increased investments in new businesses, higher bad debt expense, and benefits from temporary government assistance and furlough measures in the prior year. These negative impacts were partially offset by lower selling expenses resulting from lower sales volumes as well as productivity and cost savings associated with our Project Own It transformation actions.

(1) Refer to the Operating (Loss) Income and Margin reconciliation table in the "Non-GAAP Financial Measures" section.

## **Gross Margin**

Second quarter 2022 gross margin of 31.9% decreased by 3.7-percentage points as compared to second quarter 2021, primarily reflecting approximately 3.4-percentage points associated with the adverse impacts of higher supply chain costs and capacity restrictions (including higher freight and shipping costs and limited availability of higher margin equipment) and higher product and service costs, as well as unfavorable product and services mix and strategic investments. In addition, gross margin was negatively impacted by lower third-party financing commissions, lower royalty revenue, benefits from temporary government assistance and furlough measures in the prior year, and a competitive environment. These impacts were partially offset by favorable transaction currency and productivity and cost savings associated with Project Own It transformation actions.

Gross margin for the six months ended June 30, 2022 of 31.8% decreased by 3.9-percentage points as compared to the prior year period, primarily reflecting approximately 3.0-percentage points associated with the adverse impacts of higher supply chain costs and capacity restrictions (including higher freight and shipping costs and limited availability of higher margin equipment). In addition, gross margin was negatively impacted by lower third-party financing commissions, lower royalty revenue, benefits from temporary government assistance and furlough measures in the prior year, and a competitive environment. These impacts were partially offset by favorable transaction currency and productivity and cost savings associated with Project Own It transformation actions.

Second quarter 2022 equipment gross margin of 23.5% decreased by 4.6-percentage points as compared to second quarter 2021, primarily reflecting an unfavorable mix of mid-range products associated with continued product supply constraints and higher product costs as well as and the impact of higher inbound and outbound freight costs. These impacts were partially offset by the early benefits of price increases and favorable currency.

Equipment gross margin for the six months ended June 30, 2022 of 22.1% decreased by 5.9-percentage points as compared to the prior year period, primarily reflecting an unfavorable mix of mid-range products and the impact of higher freight costs associated with product supply constraints and higher product costs. These impacts were partially offset by the early benefits of price increases and favorable transaction currency.

Second quarter 2022 Post sale gross margin of 34.1% decreased by 4.0-percentage points as compared to second quarter 2021, reflecting higher component and logistics costs associated with supply chain disruption, benefits from temporary government assistance and furlough measures in the prior year, a competitive environment, and lower royalty revenues and third-party financing commissions. In addition, a higher mix of IT services revenues also contributed to the decrease in margins. These impacts were partially offset by favorable transaction currency as well as productivity and cost savings associated with Project Own It transformation actions.

Post sale gross margin for the six months ended June 30, 2022 of 34.2% decreased by 3.8-percentage points as compared to the prior year period, reflecting higher component and logistics costs associated with supply chain disruption, benefits from temporary government assistance and furlough measures in the prior year, a competitive environment, and lower royalty revenues and third-party financing commissions. In addition, a higher mix of IT services revenues also contributed to the decrease in margins. These impacts were partially offset by favorable transaction currency as well as productivity and cost savings associated with Project Own It transformation actions.

#### Research, Development and Engineering Expenses (RD&E)

	I	Three	e Months Ende June 30,	d			Six	Months Ended June 30,	
<u>(in millions)</u>	 2022		2021		Change	 2022		2021	Change
R&D	\$ 70	\$	63	\$	7	\$ 134	\$	122	\$ 12
Sustaining engineering	14		16		(2)	28		31	(3)
Total RD&E Expenses	\$ 84	\$	79	\$	5	\$ 162	\$	153	\$ 9

Second quarter 2022 RD&E as a percentage of revenue of 4.8% increased by 0.4-percentage points as compared to second quarter 2021, as a result of revenue declines that outpaced the rate of investments in new businesses.

RD&E as a percentage of revenue for the six months ended June 30, 2022 of 4.7% increased by 0.3-percentage points as compared to the prior year period, as a result of revenue declines that outpaced the rate of investments in new businesses.

RD&E of \$84 million increased \$5 million as compared to second quarter 2021 primarily reflecting investments in our innovation portfolio and software, partially offset by lower spending for our print business and modest savings from restructuring and productivity.

RD&E for the six months ended June 30, 2022 of \$162 million increased \$9 million as compared to the prior year period, primarily reflecting investments in our innovation portfolio and software, partially offset by lower spending for our print business as well as savings from restructuring and productivity.

#### Selling, Administrative and General Expenses (SAG)

Second quarter 2022 SAG as a percentage of revenue of 26.3% increased by 2.1-percentage points as compared to second quarter 2021, primarily due to higher administrative expenses, as well as a modest increase in bad debt and the impact of lower revenues

Second quarter 2022 SAG of \$459 million increased \$25 million as compared to second quarter 2021, primarily reflecting stock compensation expense of \$21 million associated with the accelerated vesting of all outstanding equity awards, according to the terms of the award agreement, in connection with the passing of Xerox Holding's former CEO, investments in new businesses, acquisitions, higher bad debt expense and benefits from temporary government assistance and furlough measures in the prior year. These actions were partially offset by the favorable impact from currency as well as productivity and cost savings associated with our Project Own It transformation actions and lower sales and marketing expenses resulting from lower sales volumes.

SAG as a percentage of revenue for the six months ended June 30, 2022 of 26.8% increased by 1.6-percentage points as compared to the prior year period, due to higher administrative and bad debt expenses, as well as the impact of lower revenues, partially offset by lower selling expenses as a result of lower sales volumes and lower marketing costs.

SAG for the six months ended June 30, 2022 of \$914 million increased by \$32 million as compared to the prior year period, primarily reflecting stock compensation expense of \$21 million associated with the accelerated vesting of all outstanding equity awards, according to the terms of the award agreement, in connection with the passing of Xerox Holding's former CEO, investments in new businesses, higher bad debt expense and acquisitions, as well as benefits from temporary government assistance and furlough measures in the prior year. These actions were partially offset by lower sales and marketing expenses resulting from lower sales volumes as well as productivity and cost savings associated with our Project Own It transformation actions, as well as the favorable impact from currency.

Our bad debt provision for the six months ended June 30, 2022 of \$22 million increased by \$9 million as compared to the prior year period, primarily related to reserves for trade receivables in our Russian operations, as well as due to the prior year reserve release of \$6 million. Although write-offs incurred to date continue to lag expectations, we believe our current reserve position remains sufficient to cover expected future losses that may result from current

and future macro-economic conditions including higher inflation and interest rates. In addition, there continues to be uncertainty regarding the effects from the Russia/Ukraine war and its impact on the macro or global economy. As a result of these uncertainties, our reserves as a percent of receivables have remained fairly consistent subsequent to the first quarter 2020 increase to initially record expected losses from the COVID-19 pandemic. We continue to monitor developments in future economic conditions, and as a result, our reserves may need to be updated in future periods. On a trailing twelve-month basis (TTM), bad debt expense was approximately 1.0% of total receivables (excluding the 2021 reserve reductions of approximately \$31 million), which is consistent with the pre-pandemic trend and reflects the consistent level of reserves subsequent to the first quarter 2020 charge.

Refer to Note 8 - Accounts Receivable, Net and Note 9 - Finance Receivables, Net in the Condensed Consolidated Financial Statements for additional information regarding our bad debt provision.

#### **Restructuring and Related Costs, Net**

We incurred Restructuring and related costs, net of \$1 million for the second quarter 2022, as compared to \$12 million for second quarter 2021, and \$19 million for the six months ended June 30, 2022, as compared to \$29 million in the prior year period. These costs were primarily related to the implementation of initiatives under our business transformation projects, including Project Own It. The following is a breakdown of those costs:

		Three Mor June	nths Enc e 30,	led	Six	hs Ended e 30,		
<u>(in millions)</u>	2	2022		2021	2022		2021	
Severance <sup>(1)</sup>	\$	22	\$	6	\$	44	\$ 20	)
Asset impairments - leased right-of-use assets <sup>(2)</sup>				2		1	2	2
Asset impairments - owned assets <sup>(2)</sup>		1		_		1	10	)
Other contractual termination costs <sup>(3)</sup>		1		1		1	2	2
Other charges/credits <sup>(4)</sup>		(22)		(5)		(25)	(9	<b>)</b> )
Restructuring and asset impairment costs		2		4		22	25	5
Retention-related severance/bonuses <sup>(5)</sup>		_		3		(2)	(1	1)
Contractual severance costs <sup>(6)</sup>		(1)		3		(1)	3	3
Consulting and other costs <sup>(7)</sup>		—		2		—	2	2
Total	\$	1	\$	12	\$	19	\$ 29	)

(1) Reflects headcount reductions of approximately 600 and 50 employees worldwide in second quarter 2022 and 2021, respectively, and 1,050 and 400 employees worldwide for the six months ended June 30, 2022 and 2021, respectively.

(2) Primarily related to the exit and abandonment of leased and owned facilities net of any potential sublease income and other recoveries.

(3) Primarily includes additional costs incurred upon the exit from our facilities including decommissioning costs and associated contractual termination costs.

(4) Reflects a net gain on the sale of land and a facility of \$20 million in the second quarter of 2022 as well as net reversals for changes in estimated reserves from prior period initiatives.
 (5) Includes retention-related severance and bonuses for employees expected to continue working beyond their minimum notification period before termination. The reversals

(5) Includes retention-related severance and bonuses for employees expected to continue working beyond their minimum notification period before termination. The reversals in first quarter 2022 and 2021, respectively, reflect a change in estimates.

(6) Amounts primarily reflect severance and other related costs we are contractually required to pay in connection with employees transferred as part of the shared service arrangement entered into with third party providers.

(7) Represents professional support services associated with our business transformation initiatives.

Second quarter 2022 actions impacted several functional areas, with approximately 40% focused on gross margin improvements, approximately 55% focused on SAG reductions and the remainder focused on RD&E optimization.

Second quarter 2021 actions impacted several functional areas, with approximately 30% focused on gross margin improvement and approximately 70% focused on SAG reductions.

The Restructuring and related costs, net reserve balance for all programs as of June 30, 2022 was \$59 million, of which \$57 million is expected to be paid over the next twelve months.

Refer to Note 12 - Restructuring Programs in the Condensed Consolidated Financial Statements for additional information regarding our restructuring programs.

#### **Amortization of Intangible Assets**

Amortization of intangible assets for the three and six months ended June 30, 2022 of \$10 million and \$21 million was \$4 million and \$8 million lower, respectively, as compared to the respective prior year periods, primarily related to the write-off of certain XBS tradenames in first quarter 2022 as part of our continued efforts to realign and consolidate this sales unit as part of Project Own It.

## Worldwide Employment

Worldwide employment was approximately 22,700 as of June 30, 2022, a decrease of approximately 600 from December 31, 2021. The decrease resulted from net attrition (attrition net of gross hires), as well as the impact of organizational changes.

#### **Other Expenses, Net**

	Three Mor June	nths Ende e 30,	d	Six Months Ended June 30,				
<u>(in millions)</u>	 2022		2021	 2022		2021		
Non-financing interest expense	\$ 23	\$	24	\$ 52	\$	48		
Interest income	(3)		(1)	(4)		(2)		
Non-service retirement-related costs	(4)		(22)	(11)		(42)		
Loss on early extinguishment of debt	4		—	4		_		
Contract termination costs - product supply	_		_	33		_		
Excess contribution refund	(16)		—	(16)		_		
All other expenses, net	4		_	7		1		
Other expenses, net	\$ 8	\$	1	\$ 65	\$	5		

#### **Non-Financing Interest Expense**

Second quarter 2022 non-financing interest expense of \$23 million was relatively flat as compared to the second quarter 2021. When combined with financing interest expense (Cost of financing), total interest expense of \$49 million, likewise, remained relatively flat as compared to second quarter 2021.

Non-financing interest expense for the six months ended June 30, 2022 of \$52 million was \$4 million higher than the prior year period. When combined with financing interest expense (Cost of financing), total interest expense of \$102 million decreased by \$2 million from the prior year period reflecting a lower average interest rate and average debt balance.

Refer to Note 13 - Debt in the Condensed Consolidated Financial Statements, for additional information regarding debt activity and interest expense.

#### **Non-Service Retirement-Related Costs**

Second quarter 2022 non-service retirement-related costs were \$18 million higher as compared to the second quarter 2021, while nonservice retirement-related costs for the six months ended June 30, 2022 were \$31 million higher than the prior year period, primarily driven by an increase in interest costs due to higher discount rates and higher losses from pension settlements in the U.S.

<u>NOTE:</u> Service retirement-related costs, which are included in operating expenses, were \$6 million and \$6 million for the three months ended June 30, 2022 and 2021, respectively, and \$10 million and \$12 million, for the six months ended June 30, 2022 and 2021, respectively.

Refer to Note 16 - Employee Benefit Plans in the Condensed Consolidated Financial Statements, for additional information regarding service and non-service retirement-related costs.

#### Loss on Early Extinguishment of Debt

In the second quarter 2022, we recorded a loss of \$4 million related to the early redemption of \$350 million of the \$1 billion of Xerox Corporation 4.625% Senior Notes due March 2023.

Refer to Note 13 - Debt in the Condensed Consolidated Financial Statements, for additional information regarding debt activity and interest expense.

#### **Contract Termination Costs**

In the first quarter 2022, we recorded a \$33 million charge (\$25 million after-tax) associated with the termination of a product supply agreement. The charge primarily reflects the payment of the contractual cancellation fee plus interest and related legal fees.

### **Excess Contribution Refund**

In the second quarter 2022, we received a refund of \$16 million which reflects the return of excess employer contributions to a defined contribution plan for one of our Latin American subsidiaries as a result of employee forfeitures. The excess contributions accumulated over the past 20 plus years.

#### **Income Taxes**

Second quarter 2022 effective tax rate was (20.0)% and includes tax expense associated with the non-deductible accelerated share vestings offset by additional tax incentives. On an adjusted<sup>1</sup> basis, second quarter 2022 effective tax rate was 18.5%. The adjusted<sup>1</sup> effective tax rate was lower than the U.S. federal statutory tax rate of 21% primarily due to benefits from additional tax incentives offset by the geographical mix of earnings.

Second quarter 2021 effective tax rate was 9.1%. On an adjusted<sup>1</sup> basis, second quarter 2021 effective tax rate was 9.7%. Both rates include the benefit from a change in tax law, resulting in the remeasurement of deferred tax assets of approximately 16%. The adjusted<sup>1</sup> effective tax rate was lower than the U.S. federal statutory tax rate of 21% primarily due to the change in tax law, partially offset by state taxes and the geographical mix of earnings.

The effective tax rate for the six months ended June 30, 2022 was 31.9% and included benefits from additional tax incentives as well as a change in our indefinite reinvestment tax liability due to a recent acquisition offset by the non-deductible accelerated share vestings. On an adjusted<sup>1</sup> basis, the effective tax rate for the six months ended June 30, 2022 was 185.7%. The adjusted<sup>1</sup> effective tax rate was higher than the U.S. federal statutory tax rate of 21% primarily due to benefits from additional tax incentives and a change in our indefinite reinvestment tax liability due to a recent acquisition as well as the geographical mix of earnings.

The effective tax rate for the six months ended June 30, 2021 was 15.1%. On an adjusted<sup>1</sup> basis, the effective tax rate for the six months ended June 30, 2021 was 16.7%. Both rates include the benefit from a change in tax law, resulting in the remeasurement of deferred tax assets of approximately 10%. The adjusted<sup>1</sup> effective tax rate was lower than the U.S. federal statutory tax rate of 21% primarily due to the change in the tax law, partially offset by state taxes and the geographical mix of earnings.

Our effective tax rate is based on nonrecurring events as well as recurring factors, including the taxation of foreign income. In addition, our effective tax rate will change based on discrete or other nonrecurring events that may not be predictable.

(1) Refer to the Effective Tax Rate reconciliation table in the "Non-GAAP Financial Measures" section.

## Equity in Net Income of Unconsolidated Affiliates

Investment in Affiliates, at Equity largely consists of several minor investments in entities in the Middle East region. Equity in net income of unconsolidated affiliates for the six months ended June 30, 2022 was relatively flat as compared to the prior year period.

#### Net (Loss) Income

Second quarter 2022 Net Loss Attributable to Xerox Holdings was \$(4) million, or \$(0.05) per diluted share. On an adjusted<sup>1</sup> basis, Net Income Attributable to Xerox Holdings was \$24 million, or \$0.13 per diluted share.

Second quarter 2021 Net Income Attributable to Xerox Holdings was \$91 million, or \$0.46 per diluted share and included the benefit from a change in tax law. On an adjusted<sup>1</sup> basis, Net Income Attributable to Xerox Holdings was \$94 million, or \$0.47 per diluted share.

Net Loss Attributable to Xerox Holdings for the six months ended June 30, 2022 was \$(60) million, or \$(0.43) per diluted share. On an adjusted<sup>1</sup> basis, Net Income Attributable to Xerox Holdings was \$10 million, or \$0.02 per diluted share.

Net Income Attributable to Xerox Holdings for the six months ended June 30, 2021 was \$130 million, or \$0.64 per diluted share and included the benefit from a change in tax law. On an adjusted<sup>1</sup> basis, Net Income Attributable to Xerox Holdings was \$141 million, or \$0.69 per diluted share.

Refer to Note 21 - (Loss) Earnings per Share in the Condensed Consolidated Financial Statements, for additional information regarding the calculation of basic and diluted earnings per share.

(1) Refer to the Net (Loss) Income and EPS reconciliation table in the "Non-GAAP Financial Measures" section.

#### **Other Comprehensive (Loss) Income**

Second quarter 2022 Other Comprehensive Loss, Net Attributable to Xerox Holdings was \$298 million and included the following: i) net translation adjustment losses of \$287 million reflecting the weakening of our major foreign currencies against the U.S. Dollar during the quarter; ii) \$14 million of net unrealized losses primarily due to the weakening of the Yen during the quarter and the associated impact on our Yen based forward exchange contracts hedging forecasted purchases; and iii) \$3 million of net gains from the changes in defined benefit plans primarily

due to the positive impact of currency as well as the amortization of actuarial losses and settlement losses, which were partially offset by a UK pension plan amendment and remeasurement. This compares to Other Comprehensive Income, Net Attributable to Xerox Holdings of \$70 million for the second quarter 2021, which reflected the following: i) net translation adjustment gains of \$54 million reflecting the strengthening of our major foreign currencies against the U.S. Dollar during the quarter; and ii) \$16 million of net gains from the changes in defined benefit plans primarily due to remeasurement and net actuarial gains as a result of higher discount rates.

Other Comprehensive Loss, Net Attributable to Xerox Holdings for the six months ended June 30, 2022 was \$342 million and included the following: i) net translation adjustment losses of \$359 million reflecting the weakening of our major foreign currencies against the U.S. Dollar; ii) \$25 million of net unrealized losses primarily due to the weakening of the Yen during the first half of 2022 and the associated impact on our Yen based forward exchange contracts hedging forecasted purchases; and iii) \$42 million of net gains from the changes in defined benefit plans primarily due to the positive impact of currency, a U.S. retiree-health plan amendment and the amortization of actuarial losses and settlement losses, which were partially offset by a UK pension plan amendment and remeasurement. This compares to Other Comprehensive Income, Net Attributable to Xerox Holdings for the six months ended June 30, 2021 of \$67 million, which reflected the following: i) \$71 million of net gains from the changes in defined benefit plans primarily due to remeasurement in the second quarter of 2021 and net actuarial gains as a result of higher discount rates; ii) net translation adjustment gains of \$3 million reflecting the strengthening of the GBP and CAD that was only partially offset by the weakening of the EUR against the U.S. Dollar; and iii) \$7 million of net unrealized losses.

Refer to Note 20 - Other Comprehensive (Loss) Income in the Condensed Consolidated Financial Statements, for the components of Other Comprehensive (Loss) Income, Note 14 - Financial Instruments in the Condensed Consolidated Financial Statements, for additional information regarding unrealized losses, net, and Note 16 - Employee Benefit Plans in the Condensed Consolidated Financial Statements, for additional information regarding net changes in our defined benefit plans.

## **Reportable Segments and Geographic Sales Channels**

Our business is organized to ensure we focus on efficiently managing operations while serving our customers and the markets in which we operate.

During 2021 we progressed with the standing up of three new businesses: Software (CareAR), Financing (FITTLE) and Innovation (PARC). As a result of this effort, during the first quarter of 2022, we reassessed our operating and reportable segments and determined that, based on the financial information reviewed by our chief operating decision maker (CODM), who is the Chief Executive Officer (CEO), as well as the CEO's management and assessment of the Company's operations, we had two operating and reportable segments - Print and Other and Financing (FITTLE).

- Print and Other the design, development and sale of document management systems, solutions and services as well as associated technology offerings including IT and software products and services.
- Financing (FITTLE) a financing solutions business primarily providing financing for the sales of Xerox equipment.

We also determined that the other businesses – Software and Innovation - did not meet the requirements to be considered separate operating segments largely due to their continued management through the Print and Other segment as well as their immateriality to our results at this stage. Accordingly, those groups will continue to be reported as part of the Print and Other Segment.

We also operate a matrix organization that includes a geographic focus that is primarily organized from a sales perspective on the basis of "go-to-market" (GTM) sales channels as follows:

- Americas, which includes our sales channels in the U.S. and Canada, as well as Mexico, and Central and South America.
- EMEA, which includes our sales channels in Europe, the Middle East, Africa and India.
- Other, primarily includes sales to Fuji Xerox as well as royalties and licensing revenue.

These GTM sales channels are structured to serve a range of customers for our products and services, including financing. Accordingly, we will continue to provide information, primarily revenue related, with respect to our principal GTM sales channels.

## **Segment Review**

	Three Months Ended June 30,												
(in millions)		ternal Net Revenue	Inte F	rsegment Net Revenue <sup>(1)</sup>		Total Segment Revenue	% of Total Revenue	5	Segment Profit	Segment Margin <sup>(2)</sup>			
Print and Other	\$	1,599	\$	34	\$	1,633	92 %	\$	18	1.1 %			
Financing (FITTLE)		148		3		151	8 %		17	11.5 %			
Total	\$	1,747	\$	37	\$	1,784	100 %	\$	35	2.0 %			
2021													
Print and Other	\$	1,619	\$	53	\$	1,672	90 %	\$	111	6.9 %			
Financing (FITTLE)		174		3		177	10 %		15	8.6 %			
Total	\$	1,793	\$	56	\$	1,849	100 %	\$	126	7.0 %			

		Six Months Ended June 30,										
(in millions)	xternal Net Revenue	Inte	ersegment Net Revenue <sup>(1)</sup>		Total Segment Revenue	% of Total Revenue	S	egment (Loss) Profit	Segment Margin <sup>(2)</sup>			
2022												
Print and Other	\$ 3,112	\$	71	\$	3,183	91 %	\$	(2)	(0.1)%			
Financing (FITTLE)	303		6		309	9 %		34	11.2 %			
Total	\$ 3,415	\$	77	\$	3,492	100 %	\$	32	0.9 %			
2021												
Print and Other	\$ 3,152	\$	101	\$	3,253	90 %	\$	182	5.8 %			
Financing (FITTLE)	351		6		357	10 %		33	9.4 %			
Total	\$ 3,503	\$	107	\$	3,610	100 %	\$	215	6.1 %			

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(1) Reflects net revenue, primarily commissions and other payments, made by the Financing segment (FITTLE) to the Print and Other segment for the lease of Xerox equipment placements.

(2) Segment margin based on external net revenue only.

## Print and Other

Print and Other includes the design, development and sale of document management systems, solutions and services as well as associated technology offerings including IT and software products and services.

#### Revenue

	Three Mor Jun	nths E e 30,	Ended		Six Mont Jun	hs Er e 30,	nded	
(in millions)	 2022		2021	% Change	 2022		2021	% Change
Equipment sales	\$ 361	\$	422	(14.5)%	\$ 670	\$	795	(15.7)%
Post sale revenue	1,238		1,197	3.4%	2,442		2,357	3.6%
Intersegment net revenue (1)	34		53	(35.8)%	71		101	(29.7)%
Total Print and Other Revenue	\$ 1,633	\$	1,672	(2.3)%	\$ 3,183	\$	3,253	(2.2)%

(1) Reflects net revenue, primarily commissions and other payments, made by the Financing (FITTLE) segment to the Print and Other segment for the lease of Xerox equipment placements.

Second quarter 2022 Print and Other revenue decreased 2.3% as compared to second quarter 2021, primarily due to continued supply constraints, which contributed to the 14.5% decline in Equipment sales revenue as compared to second quarter 2021. This decline was partially offset by an increase in Post sale revenue of 3.4% as compared to second quarter 2021, which was primarily due to the benefits from acquisitions as well as revenue from IT services, paper and supplies.

Print and Other revenue decreased 2.2% for the six months ended June 30, 2022 as compared to the prior year period, primarily due to continued supply constraints, which contributed to a 15.7% decline in Equipment sales

revenue for the six months ended June 30, 2022 as compared to the prior year period. This decline was partially offset by an increase in Post sale revenue of 3.6% for the six months ended June 30, 2022 as compared to the prior year period, which was primarily due to the benefits from acquisitions as well as revenue from IT services, paper and supplies. Print and Other segment revenue results included the following:

**Equipment sales revenue** decreased 14.5% during the second quarter 2022 as compared to second quarter 2021, and decreased 15.7% during the six months ended June 30, 2022 as compared to the prior year period. The decrease in both periods was attributed to the adverse impact of product supply constraints and global freight disruptions. Supply constraints continued to inhibit our ability to fulfill demand, resulting in the growth of our backlog<sup>1</sup> to \$440 million, a 4.3% sequential increase and more than double the prior year period's levels.

- (1) Order backlog is measured as the value of unfulfilled sales orders, shipped and non-shipped, received from our customers waiting to be
- installed, including orders with future installation dates. It includes printing devices as well as IT hardware associated with our IT services
- offerings. Second quarter 2022 backlog of \$440 million excludes sales orders from Russia and Powerland Computers Ltd., which was acquired in the first quarter of 2022.

**Post sale revenue** increased by 3.4% during the second quarter 2022 as compared to second quarter 2021, and increased 3.6% during the six months ended June 30, 2022 as compared to the prior year period. The increase in both periods was attributed primarily to growth in supplies, paper and other revenue, which includes growth from our IT Services business and our recent acquisition of Powerland. We also experienced growth in page volume-driven service revenues, reflecting modest growth in page volumes during the first half of 2022. These increases were partially offset by a decline in royalty income and third-party leasing commissions.

Detail by product group is shown below.

	Т	hree Mo Jun	nths E e 30,	Ended			Six Mont June				% of Equipr	nent Sales
<u>(in millions)</u>	2	2022		2021	% Change	CC % Change	 2022	2021	% Change	CC % Change	2022	2021
Entry	\$	66	\$	69	(4.3)%	(0.5)%	\$ 127	\$ 137	(7.3)%	(4.0)%	19%	17%
Mid-range		221		276	(19.9)%	(17.0)%	415	514	(19.3)%	(17.1)%	61%	63%
High-end		76		80	(5.0)%	(0.8)%	130	150	(13.3)%	(10.3)%	19%	19%
Other		3		4	(25.0)%	(25.0)%	8	9	(11.1)%	(11.1)%	1%	1%
Equipment sales <sup>(1)(2)</sup>	\$	366	\$	429	(14.7)%	(11.4)%	\$ 680	\$ 810	(16.0)%	(13.6)%	100%	100%

CC - See "Currency Impact" section for a description of constant currency.

(1) Refer to the Products and Offerings Definitions section.

(2) Includes equipment sales related to the Financing (FITTLE) segment of \$5 million and \$7 million for the three months ended June 30, 2022 and 2021, respectively, and \$10 million and \$15 million for the six months ended June 30, 2022 and 2021, respectively.

The change at constant currency<sup>1</sup> reflected the following:

- Entry The decrease for the three months ended June 30, 2022 as compared to second quarter 2021, was driven by supply constraints, which most significantly affected our black-and-white devices. This was partially offset by growth in color devices and price increases. The decrease for the six months ended June 30, 2022 as compared to the prior year period was driven by supply constraints, which most significantly affected our black-and-white devices. This was partially offset by growth in color devices and price increases.
- Mid-range The decrease for the three months ended June 30, 2022 as compared to second quarter 2021, was primarily driven by the
  impact of global product supply constraints and freight disruptions. The decrease for the six months ended June 30, 2022 as compared
  to the prior year period was primarily driven by the impact of global product supply constraints and freight disruptions, which had a more
  pronounced effect on our U.S. operations.
- High-end The decrease for the three months ended June 30, 2022 as compared to second quarter 2021, primarily reflected the impact
  of global product supply constraints and freight disruptions, partially offset by a more favorable mix and increased product availability,
  particularly for our Iridesse and Baltoro products. The decrease for the six months ended June 30, 2022 as compared to the prior year
  period primarily reflected the impact of global product supply constraints and freight disruptions, partially offset by a more favorable mix.

<sup>(1)</sup> Refer to the Non-GAAP Financial Measures section for an explanation of the non-GAAP financial measure.

## **Total Installs**

Installs reflect only new placements of devices (i.e., measure does not take into account removal of devices which may occur as a result of contract renewals or cancellations). Revenue associated with equipment installations may be reflected up-front in Equipment sales or over time either through rental income or as part of our services revenues (which are both reported within our Post sale revenues), depending on the terms and conditions of our agreements with customers. Installs include activity for Xerox and non-Xerox branded products installed by our XBS sales unit. Detail by product group (see *Products and Offerings Definitions*) is shown below.

Installs for the three months ended June 30, 2022:

#### Entry

- 66% increase in color multifunction devices reflecting higher demand and increased product availability.
- 34% decrease in black-and-white multifunction devices primarily due to higher prior year installs associated with work-from-home demand, resulting from the COVID-19 pandemic, as well as ongoing product constraints.

#### **Mid-Range**

- 17% decrease in color installs primarily reflecting the impact of freight disruption and product supply constraints, offsetting strong demand.
- 22% decrease in black-and-white installs primarily in the Americas, reflecting the impact of freight disruption and product supply constraints.

#### **High-End**

- 13% increase in color installs primarily reflecting increased product availability, particularly for our Iridesse and Baltoro products.
- 29% decrease in high-end black-and-white systems reflecting the impact of global product constraints and freight disruptions.

Installs for the six months ended June 30, 2022:

#### Entry

- 31% increase in color multifunction devices reflecting higher demand, primarily in our EMEA region, and increased product availability.
- 37% decrease in black-and-white multifunction devices primarily due to higher prior year installs in our EMEA region associated with work-from-home demand, resulting from the COVID-19 pandemic, as well as ongoing product constraints.

#### **Mid-Range**

- 13% decrease in color installs primarily reflecting the impact of freight disruption and product supply constraints, offsetting strong demand for recently launched products.
- 40% decrease in black-and-white installs, primarily in our Americas region, reflecting the impact of freight disruption and product supply constraints.

#### **High-End**

- 8% decrease in color installs primarily reflecting the impact of global product constraints and freight disruptions, more than offset higher installs due to increasing product availability.
- 23% decrease in black-and-white systems reflecting the impact of global product constraints and freight disruptions.

#### **Products and Offerings Definitions**

Our Equipment sale product groupings are as follows:

- "Entry", which include A4 devices and desktop printers and multifunction devices that primarily serve small and medium workgroups/work teams.
- "Mid-Range", which include A3 devices that generally serve large workgroup/work teams environments as well as products in the Light
  Production monochrome and color segments serving centralized print centers, print for pay and lower volume production print
  establishments.
- "High-End", which include production printing and publishing systems that generally serve the graphic communications marketplace and print centers in large enterprises.

#### **Segment Margin**

Print and Other segment margin of 1.1% for the three months ended June 30, 2022 decreased by 5.8-percentage points as compared to second quarter 2021, while the Print and Other segment margin of (0.1)% for the six months ended June 30, 2022 decreased 5.9-percentage points as compared to the prior year period. The decrease in the segment margin for both periods is primarily due to the impact of higher freight and production costs associated with product supply constraints, investments in new businesses, benefits from temporary government assistance and furlough measures in the prior year, lower royalty revenues and third-party leasing commissions, partially offset by productivity and cost savings associated with Project Own It transformation actions.

## Financing (FITTLE)

Financing (FITTLE) represents a global financing solutions business, primarily enabling the sale of our equipment and services.

#### Revenue

	Three Mo Jun	nths e 30				Six Mont Jun	ths E e 30,		
(in millions)	 2022		2021	% Change	2022			2021	% Change
Equipment sales	\$ 5	\$	7	(28.6)%	\$	10	\$	15	(33.3)%
Financing	52		56	(7.1)%		105		111	(5.4)%
Other Post sale revenue <sup>(1)</sup>	91		111	(18.0)%		188		225	(16.4)%
Intersegment net revenue <sup>(2)</sup>	3		3	%		6		6	%
Total Financing (FITTLE) Revenue	\$ 151	\$	177	(14.7)%	\$	309	\$	357	(13.4)%

(1) Other Post sale revenue includes operating lease/rental revenues as well as lease renewal and fee income.

(2) Reflects net revenue, primarily commissions and other payments, made by the Financing (FITTLE) segment to the Print and Other segment for the lease of Xerox equipment placements.

Second quarter 2022 Financing (FITTLE) segment revenue decreased 14.7% as compared to second quarter 2021, while for the six months ended June 30, 2022 segment revenue decreased 13.4% as compared to the prior year period. Financing (FITTLE) segment revenues included the following:

**Equipment Sales** for the three months ended June 30, 2022 decreased 28.6% as compared to second quarter 2021, and decreased 33.3% for the six months ended June 30, 2022 as compared to the prior year period. The decrease in both periods was attributed to reduced end of lease equipment inventory resulting in fewer opportunities.

**Financing Income** for the three months ended June 30, 2022 decreased by 7.1% as compared to second quarter 2021, and decreased 5.4% for the six months ended June 30, 2022 as compared to the prior year period. The decrease in both periods was due to a lower finance receivables balance, as collections continue to outpace originations. Originations have been impacted by the global product supply constraints and freight disruptions.

**Other Post sale revenue** for the three months ended June 30, 2022 decreased 18.0% as compared to second quarter 2021, and decreased 16.4% for the six months ended June 30, 2022 as compared to the prior year period. The decrease in both periods is due to a decline in operating lease rental income, which is consistent with the overall decline of equipment installs.

#### **Segment Margin**

Financing (FITTLE) segment margin of 11.5% and 11.2% for the three and six months ended June 30, 2022 increased 2.9-percentage points and 1.8-percentage points as compared to the respective prior year periods. The increase in segment profit for both periods was due to a reduction in commissions paid to equipment suppliers (primarily the Print and Other segment), partially offset by incremental costs associated with standing up the business. We expect Financing (FITTLE)'s segment margin to normalize as Xerox lease volumes pick up, driving increases in intersegment commissions.

## 2021 Segment Review

The following are our 2021 results that correspond, for comparison purposes, to the new segment reporting in 2022:

<u>(in millions)</u>		ternal Net Revenue	Inte	ersegment Net Revenue <sup>(1)</sup>	То	tal Segment Revenue	% of Total Revenue	Seg	gment Profit	Segment Margin <sup>(2)</sup>
Q1 2021										
Print and Other	\$	1,533	\$	48	\$	1,581	90 %	\$	71	4.6 %
Financing (FITTLE)		177		3		180	10 %		18	10.2 %
Total	\$	1,710	\$	51	\$	1,761	100 %	\$	89	5.2 %
Q2 2021										
Print and Other	\$	1.619	\$	53	\$	1.672	90 %	\$	111	6.9 %
Financing (FITTLE)	Ψ	174	Ψ	3	Ψ	177	10 %	Ψ	15	8.6 %
Total	\$	1,793	\$	56	\$	1,849	100 %	\$	126	7.0 %
		<u>.</u>								
Q3 2021										
Print and Other	\$	1,590	\$	46	\$	1,636	91 %	\$	50	3.1 %
Financing (FITTLE)		168		3		171	9 %		24	14.3 %
Total	\$	1,758	\$	49	\$	1,807	100 %	\$	74	4.2 %
Q4 2021										
Print and Other	\$	1,613	\$	46	\$	1,659	91 %	\$	61	3.8 %
Financing (FITTLE)		164		3		167	9 %		25	15.2 %
Total	\$	1,777	\$	49	\$	1,826	100 %	\$	86	4.8 %
2021										
Print and Other	\$	6,355	\$	193	\$	6,548	90 %	\$	293	4.6 %
Financing (FITTLE)		683	_	12		695	10 %		82	12.0 %
Total	\$	7,038	\$	205	\$	7,243	100 %	\$	375	5.3 %

(1) Reflects net revenue, primarily commissions and other payments, made by the Financing segment (FITTLE) to the Print and Other segment for the lease of Xerox equipment placements.

(2) Segment margin based on external net revenue only.

The following are reconciliations of our segment profit to our pre-tax income (loss) for 2021:

<u>(in millions)</u>	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Full Year 2021
Pre-tax Income (Loss)	 		 		
Total reported segments	\$ 89	\$ 126	\$ 74	\$ 86	\$ 375
Goodwill impairment	—	—	—	(781)	(781)
Restructuring and related costs, net	(17)	(12)	(10)	1	(38)
Amortization of intangible assets	(15)	(14)	(13)	(13)	(55)
Other expenses, net	(4)	(1)	33	(4)	24
Total Pre-tax income (loss)	\$ 53	\$ 99	\$ 84	\$ (711)	\$ (475)

## **Capital Resources and Liquidity**

The following is a summary of our liquidity position:

- As of June 30, 2022 and December 31, 2021, total cash, cash equivalents and restricted cash were \$1,227 million and \$1,909 million, respectively, and apart from restricted cash of \$76 million and \$69 million, respectively, was readily accessible for use. The decrease in total cash, cash equivalents and restricted cash of \$682 million primarily reflects net payments on debt of \$379 million, payments to shareholders of \$201 million (repurchases of \$113 million and dividends of \$88 million) and acquisitions of \$52 million.
- No amounts are due under our Senior Note borrowings for the remainder of 2022.
- In July 2022, Xerox Corporation entered into an agreement for a new \$500 million revolving Credit Facility. This new facility replaced our prior \$1.5 billion Credit Facility. Refer to Note 23 - Subsequent Events in the Condensed Consolidated Financial Statements for additional information related to this Credit Facility.

#### **Cash Flow Analysis**

The following summarizes our cash, cash equivalents and restricted cash:

		hs Ended e 30,		
<u>(in millions)</u>	 2022	2	2021	Change
Net cash (used in) provided by operating activities	\$ (19)	\$	331	\$ (350)
Net cash used in investing activities	(62)		(72)	10
Net cash used in financing activities	(587)		(747)	160
Effect of exchange rate changes on cash, cash equivalents and restricted cash	(14)		_	 (14)
Decrease in cash, cash equivalents and restricted cash	(682)		(488)	 (194)
Cash, cash equivalents and restricted cash at beginning of period	1,909		2,691	(782)
Cash, Cash Equivalents and Restricted Cash at End of Period	\$ 1,227	\$	2,203	\$ (976)

#### **Cash Flows from Operating Activities**

Net cash used in operating activities was \$19 million for the six months ended June 30, 2022. The \$350 million decrease in operating cash from the prior year period was primarily due to the following:

- \$235 million decrease in pre-tax income before depreciation and amortization, stock-based compensation, restructuring and related costs and non-service retirement-related costs.
- \$146 million decrease primarily due to the prior year receipts of an upfront prepaid fixed royalty from FX of \$100 million for their continued use of the Xerox brand trademark after the termination of our technology agreement with them and \$46 million of royalty payments under the technology agreement.
- \$99 million decrease from inventory primarily due to higher inventories in anticipation of higher second half revenues.
- \$86 million decrease from accounts receivable primarily due to a lower sequential revenue decrease compared to the prior year as well
  as the timing of collections.
- \$25 million decrease from higher net tax payments.
- \$205 million increase from accounts payable primarily due to the timing of supplier and vendor payments and an associated increase in days payable as well as higher purchases.
- \$32 million increase due to the timing of payments associated with restructuring and related costs.

#### **Cash Flows from Investing Activities**

Net cash used in investing activities was \$62 million for the six months ended June 30, 2022. The \$10 million change from the prior year period was primarily due to the following:

- \$25 million increase primarily due to the sale of surplus buildings and land in the U.S.
- \$15 million decrease from acquisitions.
- Other investing, net includes \$7 million of noncontrolling investments as part of our corporate venture capital fund compared to \$3 million in the prior year.

#### **Cash Flows from Financing Activities**

Net cash used in financing activities was \$587 million for the six months ended June 30, 2022. The \$160 million decrease in the use of cash from the prior year period was primarily due to the following:

- \$300 million decrease due to lower share repurchases in the current year.
- \$20 million decrease in common and preferred stock dividends due to a lower level of outstanding shares.

- \$170 million increase from net debt activity. 2022 reflects proceeds of \$753 million on secured financing arrangements<sup>1</sup> offset by payments of \$477 million, \$300 million on maturing 2022 Senior Notes and \$353 million for the early redemption of 2023 Senior Notes, which includes a premium payment of \$3 million. 2021 reflects payments of \$209 million on secured financing arrangements.
- (1) The payments on existing secured financing arrangements of \$477 million include \$248 million associated with the early extinguishment of an existing arrangement that was funded through the new secured financing arrangement. Refer to Note 13 Debt in the Condensed Consolidated Financial Statements for additional information.

#### Cash, Cash Equivalents and Restricted Cash

Refer to Note 7 - Supplementary Financial Information in the Condensed Consolidated Financial Statements for additional information regarding Cash, cash equivalents and restricted cash.

#### **Operating Leases**

We have operating leases for real estate and vehicles in our domestic and international operations and for certain equipment in our domestic operations. Additionally, we have identified embedded operating leases within certain supply chain contracts for warehouses, primarily within our domestic operations. Our leases have remaining terms of up to ten years and a variety of renewal and/or termination options. As of June 30, 2022 and December 31, 2021, total operating lease liabilities were \$250 million and \$283 million, respectively.

Refer to Note 11 - Lessee in the Condensed Consolidated Financial Statements for additional information regarding our leases accounted for under lessee accounting.

## **Debt and Customer Financing Activities**

#### The following summarizes our debt:

<u>(in millions)</u>	June 30, 2022			December 31, 2021		
Xerox Holdings Corporation	\$	1,500	\$	1,500		
Xerox Corporation		1,550		2,200		
Xerox - Other Subsidiaries <sup>(1)</sup>		836		561		
Subtotal - Principal debt balance		3,886		4,261		
Debt issuance costs						
Xerox Holdings Corporation		(9)		(11)		
Xerox Corporation		(5)		(6)		
Xerox - Other Subsidiaries <sup>(1)</sup>		(2)		(1)		
Subtotal - Debt issuance costs		(16)		(18)		
Net unamortized premium		2		3		
Total Debt	\$	3,872	\$	4,246		

(1) Represents secured debt issued by subsidiaries of Xerox Corporation as part of the securitization of Finance Receivables.

Refer to Note 13 - Debt in the Condensed Consolidated Financial Statements for additional information regarding debt.

## **Finance Assets and Related Debt**

The following represents our total finance assets, net associated with our lease and finance operations:

<u>(in millions)</u>	June 30, 2022			December 31, 2021		
Total finance receivables, net <sup>(1)</sup>	\$	2,947	\$	3,070		
Equipment on operating leases, net		226		253		
Total Finance Assets, net <sup>(2)</sup>	\$	3,173	\$	3,323		

(1) Includes (i) Billed portion of finance receivables, net, (ii) Finance receivables, net and (iii) Finance receivables due after one year, net as included in our Condensed Consolidated Balance Sheets.

(2) The change from December 31, 2021 includes a decrease of \$95 million due to currency.

Our lease contracts permit customers to pay for equipment over time rather than at the date of installation; therefore, we maintain a certain level of debt (that we refer to as financing debt) to support our investment in these lease contracts, which are reflected in Total finance assets, net. For this financing aspect of our business, we maintain an assumed 7:1 leverage ratio of debt to equity as compared to our finance assets.

Based on this leverage, the following represents the breakdown of total debt between financing debt and core debt:

<u>(in millions)</u>		December 31, 2021		
Finance receivables debt <sup>(1)</sup>	\$	2,579	\$	2,687
Equipment on operating leases debt		198		221
Financing debt		2,777		2,908
Core debt		1,095		1,338
Total Debt	\$	3,872	\$	4,246

(1) Finance receivables debt is the basis for our calculation of "Cost of financing" expense in the Condensed Consolidated Statements of (Loss) Income.

#### **Sales of Accounts Receivable**

Activity related to sales of accounts receivable is as follows:

	Six Months Ended June 30,			
<u>(in millions)</u>	 2022	2021		
Estimated decrease to net operating cash flows <sup>(1)</sup>	\$ (10)	\$	(26)	

(1) Represents the difference between current and prior period accounts receivable sales adjusted for the effects of currency.

Refer to Note 8 - Accounts Receivable, Net in the Condensed Consolidated Financial Statements for additional information regarding our accounts receivable sales arrangements.

## Liquidity and Financial Flexibility

We manage our worldwide liquidity using internal cash management practices, which are subject to i) the statutes, regulations and practices of each of the local jurisdictions in which we operate, ii) the legal requirements of the agreements to which we are a party and iii) the policies and cooperation of the financial institutions we utilize to maintain and provide cash management services.

Our principal debt maturities are spread over the next five years as follows:

( <u>in millions)</u>	x Holdings	Xerox Corporation	Xerox - Other Subsidiaries <sup>(1)</sup>		Total
2022 Q3	\$ 	\$ —	\$ 110	<u>}</u>	116
2022 Q4	_	_	109	)	109
2023	—	650	400	6	1,056
2024	—	300	165	5	465
2025	750	—	-	-	750
2026	—	_			1
2027 and thereafter	750	600	39	)	1,389
Total <sup>(2)</sup>	\$ 1,500	\$ 1,550	\$ 830	<b>3</b>	3,886

(1) Represents secured debt issued by subsidiaries of Xerox Corporation as part of securitization of Finance Receivables.

(2) Includes fair value adjustments.

Refer to Note 13 - Debt in the Condensed Consolidated Financial Statements for additional information regarding debt.

#### **Treasury Stock**

Xerox Holdings Corporation made no repurchases of its Common Stock in second quarter 2022. Xerox Holdings Corporation repurchased 5.2 million shares of our Common Stock for an aggregate cost of \$113 million, including fees, during the six months ended June 30, 2022. The cumulative total of shares repurchased by Xerox Holdings Corporation under the current share repurchase program is 24.6 million shares for an aggregate cost of approximately \$500 million, including fees. As of June 30, 2022, there was no repurchase authority remaining.

## **Financial Risk Management**

We are exposed to market risk from foreign currency exchange rates and interest rates, which could affect operating results, financial position and cash flows. We manage our exposure to these market risks through our regular operating and financing activities and, when appropriate, through the use of derivative financial instruments. We utilize derivative financial instruments to hedge economic exposures, as well as to reduce earnings and cash flow volatility resulting from shifts in market rates. We enter into limited types of derivative contracts, including interest rate swap agreements, interest rate caps, foreign currency spot, forward and swap contracts and net purchased foreign currency options to manage interest rate and foreign currency exposures. Our primary foreign currency market exposures include the Japanese Yen, Euro and U.K. Pound Sterling. The fair market values of all our derivative contracts change with fluctuations in interest rates and/or currency exchange rates and are designed so that any changes in their values are offset by changes in the values of the underlying exposures. Derivative financial instruments are held solely as risk management tools and not for trading or speculative purposes. The related cash flow impacts of all of our derivative activities are reflected as cash flows from operating activities.

We are required to recognize all derivative instruments as either assets or liabilities at fair value in the balance sheet. As permitted, certain of these derivative contracts have been designated for hedge accounting treatment. Certain of our derivatives that do not qualify for hedge accounting are effective as economic hedges. These derivative contracts are likewise required to be recognized each period at fair value and therefore do result in some level of volatility. The level of volatility will vary with the type and amount of derivative hedges outstanding, as well as fluctuations in the currency and interest rate markets during the period. The related cash flow impacts of all of our derivative activities are reflected as cash flows from operating activities.

By their nature, all derivative instruments involve, to varying degrees, elements of market and credit risk. The market risk associated with these instruments resulting from currency exchange and interest rate movements is expected to offset the market risk of the underlying transactions, assets and liabilities being hedged. We do not believe there is significant risk of loss in the event of non-performance by the counterparties associated with these instruments because these transactions are executed with a diversified group of major financial institutions. Further, our policy is to deal with counterparties having a minimum investment grade or better credit rating. Credit risk is managed through the continuous monitoring of exposures to such counterparties.

The current market events have not required us to materially modify or change our financial risk management strategies with respect to our exposures to interest rate and foreign currency risk. Refer to Note 14 – Financial Instruments in the Condensed Consolidated Financial Statements for further discussion and information on our financial risk management strategies.

## **Non-GAAP Financial Measures**

We have reported our financial results in accordance with generally accepted accounting principles (GAAP). In addition, we have discussed our financial results using the non-GAAP measures described below. We believe these non-GAAP measures allow investors to better understand the trends in our business and to better understand and compare our results. Accordingly, we believe it is necessary to adjust several reported amounts, determined in accordance with GAAP, to exclude the effects of certain items as well as their related income tax effects.

Reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are set forth below as well as in the second quarter 2022 presentation slides available at www.xerox.com/investor.

These non-GAAP financial measures should be viewed in addition to, and not as a substitute for, the Company's reported results prepared in accordance with GAAP.

#### Adjusted Earnings Measures

- Net (Loss) Income and EPS
- Effective Tax Rate

The above measures were adjusted for the following items:

<u>Restructuring and related costs, net:</u> Restructuring and related costs, net include restructuring and asset impairment charges as well as costs associated with our transformation programs beyond those normally included in restructuring and asset impairment charges. Restructuring consists of costs primarily related to severance and benefits paid to employees pursuant to formal restructuring and workforce reduction plans. Asset impairment includes costs incurred for those assets sold, abandoned or made obsolete as a result of our restructuring actions, exiting from a business or other strategic business changes. Additional costs for our transformation programs are primarily related to the implementation of strategic actions and initiatives and include third-party professional service costs as well as one-time incremental costs. All of these costs can vary significantly in terms of amount and frequency based on the nature of the actions as well as the changing needs of the business. Accordingly, due to that significant variability, we will exclude these charges since we do not believe they provide meaningful insight into our current or past operating performance nor do we believe they are reflective of our expected future operating expenses as such charges are expected to yield future benefits and savings with respect to our operational performance.

<u>Amortization of intangible assets</u>: The amortization of intangible assets is driven by our acquisition activity which can vary in size, nature and timing as compared to other companies within our industry and from period to period. The use of intangible assets contributed to our revenues earned during the periods presented and will contribute to our future period revenues as well. Amortization of intangible assets will recur in future periods.

<u>Non-service retirement-related costs</u>: Our defined benefit pension and retiree health costs include several elements impacted by changes in plan assets and obligations that are primarily driven by changes in the debt and equity markets as well as those that are predominantly legacy in nature and related to employees who are no longer providing current service to the Company (e.g. retirees and ex-employees). These elements include (i) interest cost, (ii) expected return on plan assets, (iii) amortization of prior plan amendments, (iv) amortized actuarial gains/losses and (v) the impacts of any plan settlements/curtailments. Accordingly, we consider these elements of our periodic retirement plan costs to be outside the operational performance of the business or legacy costs and not necessarily indicative of current or future cash flow requirements. This approach is consistent with the classification of these costs as non-operating in Other expenses, net. Adjusted earnings will continue to include the service cost elements of our retirement costs, which is related to current employee service as well as the cost of our defined contribution plans.

Other discrete, unusual or infrequent items: We excluded these items, when applicable, given their discrete, unusual or infrequent nature and its impact on our results for the period.

- Contract termination costs product supply
- Accelerated share vesting stock compensation expense associated with the accelerated vesting of all outstanding equity awards, according to the terms of the award agreement, in connection with the passing of Xerox Holding's former CEO.
- Loss on extinguishment of debt

We believe the exclusion of these items allows investors to better understand and analyze the results for the period as compared to prior periods and expected future trends in our business.

#### Adjusted Operating (Loss) Income and Margin

We calculate and utilize adjusted operating (loss) income and margin measures by adjusting our reported pre-tax (loss) income and margin amounts. In addition to the costs and expenses noted above as adjustments for our adjusted earnings measures, adjusted operating (loss) income and margin also exclude the remaining amounts included in Other expenses, net, which are primarily non-financing interest expense and certain other non-operating costs and expenses. We exclude these amounts in order to evaluate our current and past operating performance and to better understand the expected future trends in our business.

#### **Constant Currency (CC)**

Refer to "Currency Impact" for a discussion of this measure and its use in our analysis of revenue growth.

#### Summary

Management believes that all of these non-GAAP financial measures provide an additional means of analyzing the current period's results against the corresponding prior period's results. However, these non-GAAP financial measures should be viewed in addition to, and not as a substitute for, the Company's reported results prepared in accordance with GAAP. Our non-GAAP financial measures are not meant to be consolidated Financial Statements prepared in accordance with GAAP. Our management regularly uses our supplemental non-GAAP financial measures internally to understand, manage and evaluate our business and make operating decisions. These non-GAAP measures are among the primary factors management uses in planning for and forecasting future periods. Compensation of our executives is based in part on the performance of our business based on these non-GAAP measures.

Reconciliations of these non-GAAP financial measures and the most directly comparable measures calculated and presented in accordance with GAAP are set forth on the following tables:

#### Net (Loss) Income and EPS reconciliation:

	Three Months Ended June 30,							Six Months Ended June 30,								
	2022					20	21			20	22			20	21	
(in millions, except per share amounts)		(Loss) come		EPS	Ne	et Income		EPS	_	Net (Loss) Income		EPS	Ne	t Income		EPS
Reported <sup>(1)</sup>	\$	(4)	\$	(0.05)	\$	91	\$	0.46	\$	(60)	\$	(0.43)	\$	130	\$	0.64
Adjustments:																
Restructuring and related costs, net		1				12				19				29		
Amortization of intangible assets		10				14				21				29		
Non-service retirement-related costs		(4)				(22)				(11)				(42)		
Contract termination costs - product supply		—				—				33				—		
Accelerated share vesting		21				—				21				_		
Loss on early extinguishment of debt		4				—				4				_		
Income tax on adjustments <sup>(2)</sup>		(4)				(1)				(17)				(5)		
Adjusted	\$	24	\$	0.13	\$	94	\$	0.47	\$	10	\$	0.02	\$	141	\$	0.69
Dividends on preferred stock used in adjusted EPS calculation <sup>(3)</sup>			\$	3			\$	3			\$	7			\$	7
Weighted average shares for adjusted EPS <sup>(3)</sup>				156				189				157				194
Fully diluted shares at June 30, 2022 <sup>(4)</sup>				157												

(1) Net (Loss) Income and EPS attributable to Xerox Holdings.

(2) Refer to Effective Tax Rate reconciliation.

(3) For those periods that include the preferred stock dividend, the average shares for the calculations of diluted EPS exclude the 7 million shares associated with Xerox Holdings Corporation's Series A convertible preferred stock.

(4) Represents common shares outstanding at June 30, 2022 and excludes potential dilutive common shares used for the calculation of adjusted diluted earnings per share for the second quarter 2022 as well as shares associated with Xerox Holdings Corporation's Series A convertible preferred stock, all of which were anti-dilutive for the second quarter 2022.

## **Effective Tax Rate reconciliation:**

		Three Months Ended June 30,											
			2	2022		2021							
<u>(in millions)</u>		ax (Loss) come	Income Tax Expense		Effective Tax Rate	Pre-Tax Income		Income Tax Expense		Effective Tax Rate			
Reported <sup>(1)</sup>	\$	(5)	\$	1	(20.0)%	\$	99	\$	9	9.1 %			
Non-GAAP Adjustments <sup>(2)</sup>		32		4			4		1				
Adjusted <sup>(3)</sup>	\$	27	\$	5	18.5 %	\$	103	\$	10	9.7 %			
					Six Months E	nded Jun	e 30,						
			~			2021							
			. 2	2022					2021				
<u>(in millions)</u>	Pre-Ta	ax (Loss)	Incon	2022 ne Tax ) Expense	Effective Tax Rate	Pre-Ta	ix Income	Inco	2021 me Tax pense	Effective Tax Rate			
( <u>in millions)</u> Reported <sup>(1)</sup>	Pre-Ta	ax (Loss) (94)	Incon	ne Tax			ix Income 152	Inco	me Tax				
~ <u></u> ^	Pre-Ta \$	<u> </u>	Incon (Benefit)	me Tax ) Expense	Tax Rate			Inco Ex	me Tax pense	Tax Rate			

Pre-tax (loss) income and Income tax expense (benefit).
 Refer to Net (Loss) Income and EPS reconciliation for details.
 The tax impact on Adjusted Pre-tax (loss) income is calculated under the same accounting principles applied to the Reported Pre-tax (loss) income under ASC 740, which employs an annual effective tax rate method to the results.

## **Operating (Loss) Income and Margin reconciliation:**

		Three Months Ended June 30,										
			2022		2021							
(in millions)	(Loss	) Profit		Revenue	Margin		Profit		Revenue	Margin		
Reported <sup>(1)</sup>	\$	(5)	\$	1,747	(0.3)%	\$	99	\$	1,793	5.5 %		
Adjustments:												
Restructuring and related costs, net		1					12					
Amortization of intangible assets		10					14					
Accelerated share vesting		21					—					
Other expenses, net		8					1					
Adjusted	\$	35	\$	1,747	2.0 %	\$	126	\$	1,793	7.0 %		

		Six Months Ended June 30,										
			2022			2021						
(in millions)	(Loss	s) Profit		Revenue	Margin		Profit		Revenue	Margin		
Reported <sup>(1)</sup>	\$	(94)	\$	3,415	(2.8)%	\$	152	\$	3,503	4.3 %		
Adjustments:												
Restructuring and related costs, net		19					29					
Amortization of intangible assets		21					29					
Accelerated share vesting		21					—					
Other expenses, net		65					5					
Adjusted	\$	32	\$	3,415	0.9 %	\$	215	\$	3,503	6.1 %		

(1) Pre-tax (loss) income.

#### ITEM 3 — QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The information set forth under the "Financial Risk Management" section of this Quarterly Report on Form 10-Q is hereby incorporated by reference in answer to this Item.

#### **ITEM 4 — CONTROLS AND PROCEDURES**

#### (a) Evaluation of Disclosure Controls and Procedures

#### Xerox Holdings Corporation

The management of Xerox Holdings Corporation evaluated, with the participation of its principal executive officer and principal financial officer, or persons performing similar functions, the effectiveness of its disclosure controls and procedures, as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as of the end of the period covered by this report. Based on this evaluation, the principal executive officer and principal financial officer of Xerox Holdings Corporation have concluded that, as of the end of the period covered by this report, the disclosure controls and procedures of Xerox Holdings Corporation were effective to ensure that information required to be disclosed in the reports filed or submitted under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms relating to Xerox Holdings Corporation, including its consolidated subsidiaries, and was accumulated and communicated to the management of Xerox Holdings Corporation, including the principal executive officer and principal financial officer, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure.

## **Xerox Corporation**

The management of Xerox Corporation evaluated, with the participation of its principal executive officer and principal financial officer, or persons performing similar functions, the effectiveness of its disclosure controls and procedures, as defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as of the end of the period covered by this report. Based on this evaluation, the principal executive officer and principal financial officer of Xerox Corporation have concluded that, as of the end of the period covered by this report, the disclosure controls and procedures of Xerox Corporation were effective to ensure that information required to be disclosed in the reports that or submitted under the Securities Exchange Act of 1934, as amended, is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms relating to Xerox Corporation, including its consolidated subsidiaries, and was accumulated and communicated to the management of Xerox Corporation, including the principal executive officer and principal financial officer, or persons performing similar functions, as appropriate to allow timely decisions regarding required disclosure.

## (b) Changes in Internal Controls

#### **Xerox Holdings Corporation**

As required by paragraph (d) of Rule 13a-15 under the Exchange Act, we evaluated changes in our internal control over financial reporting during the last fiscal quarter. There were no changes identified in our internal control over financial reporting that occurred during the last fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### **Xerox Corporation**

As required by paragraph (d) of Rule 13a-15 under the Exchange Act, we evaluated changes in our internal control over financial reporting during the last fiscal quarter. There were no changes identified in our internal control over financial reporting that occurred during the last fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

#### PART II - OTHER INFORMATION

#### **ITEM 1 — LEGAL PROCEEDINGS**

The information set forth under Note 22 – Contingencies and Litigation in the Condensed Consolidated Financial Statements of this Quarterly Report on Form 10-Q is incorporated by reference in answer to this item.

#### **ITEM 1A — RISK FACTORS**

Reference is made to the Risk Factors set forth in Part I, Item 1A of the combined Xerox Holdings Corporation and Xerox Corporation Annual Report on Form 10-K for the year ended December 31, 2021.

#### ITEM 2 — UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

#### (b) Issuer Purchases of Equity Securities during the Quarter ended June 30, 2022

Repurchases of Xerox Holdings Corporation's Common Stock, par value \$1 per share, include the following:

### **Board Authorized Share Repurchase Program:**

There were no repurchases of Xerox Holdings Common Stock for the quarter ended June 30, 2022. Of the \$500 million of share repurchase authority previously granted by Xerox Holdings Corporation's Board of Directors, exclusive of fees and expenses, approximately \$500 million has been used through June 30, 2022.

## Repurchases Related to Stock Compensation Programs<sup>(1)</sup>:

	Total Number of Shares Purchased	Avera	age Price Paid per Share <sup>(2)</sup>	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Approximate Dollar Value of Shares That May Yet Be Purchased Under the Plans or Programs
April 1 through 30	5,974	\$	19.99	n/a	n/a
May 1 through 31	—		—	n/a	n/a
June 1 through 30	—		—	n/a	n/a
Total	5,974				

 These repurchases are made under a provision in our restricted stock compensation programs for the indirect repurchase of shares through a net-settlement feature upon the vesting of shares in order to satisfy minimum statutory tax-withholding requirements.
 Subscription of the state and expension

(2) Exclusive of fees and expenses.

## **ITEM 3 — DEFAULTS UPON SENIOR SECURITIES**

None.

#### **ITEM 4 — MINE SAFETY DISCLOSURES**

Not applicable.

#### **ITEM 5 — OTHER INFORMATION**

None.

. . . .

#### **ITEM 6 — EXHIBITS**

- Restated Certificate of Incorporation of Xerox Holdings Corporation as of May 19, 2022 (conformed copy). <u>3.1</u> Incorporated by reference to Exhibit 3.1 to Xerox Holdings Corporation's Current Report on Form 8-K dated May 25, 2022. See SEC File Numbers 001-39013.
- Credit Agreement, dated as of July 7, 2022, among Xerox Corporation, Xerox Holdings Corporation, certain Lenders signatory thereto, and Citibank, N.A., as administrative agent. <u>4</u> Incorporated by reference to Exhibit 4.2 to Xerox Holdings Corporation's and Xerox Corporation's combined Current Report on Form 8-K dated July 13, 2022. See SEC File Numbers 001-39013 and 001-04471.
- <u>31(a)(1)</u> Certification of Xerox Holdings Corporation CEO pursuant to Rule 13a-14(a) or Rule 15d-14(a).
- <u>31(a)(2)</u> Certification of Xerox Corporation CEO pursuant to Rule 13a-14(a) or Rule 15d-14(a).
- <u>31(b)(1)</u> Certification of Xerox Holdings Corporation CFO pursuant to Rule 13a-14(a) or Rule 15d-14(a).
- Certification of Xerox Corporation CFO pursuant to Rule 13a-14(a) or Rule 15d-14(a). 31(b)(2)
- Certification of Xerox Holdings Corporation CEO and CFO pursuant to 18 U.S.C. Section 1350, as adopted pursuant to <u>32(a)</u> Section 906 of the Sarbanes-Oxley Act of 2002.
- <u>32(b)</u> Certification of Xerox Corporation CEO and CFO pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
- The following financial information from Xerox Holdings Corporation and Xerox Corporation's combined Quarterly Report on 101 Form 10-Q for the quarter ended June 30, 2022 was formatted in iXBRL (Inline eXtensible Business Reporting Language): (i) Xerox Holdings Corporation Condensed Consolidated Statements of (Loss) Income, (ii) Xerox Holdings Corporation Condensed Consolidated Statements of Comprehensive (Loss) Income, (iii) Xerox Holdings Corporation Condensed Consolidated Balance Sheets, (iv) Xerox Holdings Corporation Condensed Consolidated Statements of (Loss) Income, (vi) Xerox Corporation Condensed Consolidated Statements of Conspilated Statements of Consolidated Statements of Consolidated Statements of Condensed Consolidated Statements of Condensed Consolidated Statements of Condensed Consolidated Statements of Consolidated Statements of Consolidated Statements of (Loss) Income, (vi) Xerox Corporation Condensed Consolidated Consolidated Consolidated Consolidated Statements of (Loss) Income, (vi) Xerox Corporation Condensed Consolidated Consol Statements of Comprehensive (Loss) Income, (vii) Xerox Corporation Condensed Consolidated Balance Sheets, (viii) Xerox Corporation Condensed Consolidated Statements of Cash Flows, and (ix) Notes to the Condensed Consolidated Financial Statements.
- 104 The cover page from this Quarterly Report on Form 10-Q, (formatted as Inline XBRL and contained in Exhibit 101).

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, each registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized. The signatures for each undersigned shall be deemed to relate only to matters having reference to such company and its subsidiaries.

# XEROX HOLDINGS CORPORATION (Registrant)

By: /s/ MIRLANDA GECAJ

Mirlanda Gecaj Vice President and Chief Accounting Officer (Principal Accounting Officer)

Date: August 3, 2022

## XEROX CORPORATION (Registrant)

By: /S/ MIRLANDA GECAJ Mirlanda Gecaj Vice President and Chief Accounting Officer (Principal Accounting Officer)

Date: August 3, 2022

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## **EXHIBIT INDEX**

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101	The following financial information from Xerox Holdings Corporation and Xerox Corporation's combined Quarterly Report on Form 10-O for the quarter ended June 30, 2022 was formatted in iXBRI (Juline eXtensible Business Reporting Language):

Form 10-Q for the quarter ended June 30, 2022 was formatted in iXBRL (Inline eXtensible Business Reporting Language): (i) Xerox Holdings Corporation Condensed Consolidated Statements of (Loss) Income, (ii) Xerox Holdings Corporation Condensed Consolidated Balance Sheets, (iv) Xerox Holdings Corporation Condensed Consolidated Statements of Cash Flows, (v) Xerox Corporation Condensed Consolidated Statements of (Loss) Income, (iii) Xerox Holdings Corporation Condensed Statements of Comprehensive (Loss) Income, (vi) Xerox Corporation Condensed Consolidated Statements of Cash Flows, and (ix) Notes to the Condensed Consolidated Financial Statements.

104 The cover page from this Quarterly Report on Form 10-Q, (formatted as Inline XBRL and contained in Exhibit 101).

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#### **CEO CERTIFICATIONS**

I, Steven J. Bandrowczak, certify that:

- 1. I have reviewed this Quarterly Report on Form 10-Q of Xerox Holdings Corporation;
- Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

August 3, 2022

/s/ STEVEN J. BANDROWCZAK Steven J. Bandrowczak Principal Executive Officer

#### **CEO CERTIFICATIONS**

I, Steven J. Bandrowczak, certify that:

- 1. I have reviewed this Quarterly Report on Form 10-Q of Xerox Corporation;
- Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

August 3, 2022

/s/ STEVEN J. BANDROWCZAK Steven J. Bandrowczak Principal Executive Officer

#### **CFO CERTIFICATIONS**

I, Xavier Heiss, certify that:

- 1. I have reviewed this Quarterly Report on Form 10-Q of Xerox Holdings Corporation;
- 2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material 3. respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as 4 defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under (a) our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - Designed such internal control over financial reporting, or caused such internal control over financial reporting to be (b) designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (C) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal guarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting (a) which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information: and
  - Any fraud, whether or not material, that involves management or other employees who have a significant role in the (b) registrant's internal control over financial reporting.

August 3, 2022

/S/ XAVIER HEISS Xavier Heiss Principal Financial Officer

#### **CFO CERTIFICATIONS**

I, Xavier Heiss, certify that:

- 1. I have reviewed this Quarterly Report on Form 10-Q of Xerox Corporation;
- Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- 3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- 4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- 5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

August 3, 2022

/s/ Xavier Heiss

Xavier Heiss Principal Financial Officer

#### CERTIFICATION OF CEO AND CFO PURSUANT TO 18 U.S.C. § 1350, AS ADOPTED PURSUANT TO § 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Form 10-Q of Xerox Holdings Corporation, a New York corporation (the "Company"), for the quarter ended June 30, 2022, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), Steven J. Bandrowczak, Chief Executive Officer of the Company, and Xavier Heiss, Executive Vice President and Chief Financial Officer of the Company, each hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, to the best of his/her knowledge, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Steven J. Bandrowczak

Steven J. Bandrowczak Chief Executive Officer August 3, 2022

/s/ XAVIER HEISS

Xavier Heiss Chief Financial Officer August 3, 2022

This certification accompanies this Report pursuant to § 906 of the Sarbanes-Oxley Act of 2002 and shall not, except to the extent required by the Sarbanes-Oxley Act of 2002, be deemed filed by the Company for purposes of § 18 of the Securities Exchange Act of 1934, as amended.

A signed original of this written statement required by § 906 has been provided to Xerox Holdings Corporation and will be retained by Xerox Holdings Corporation and furnished to the Securities and Exchange Commission or its staff upon request.

#### CERTIFICATION OF CEO AND CFO PURSUANT TO 18 U.S.C. § 1350, AS ADOPTED PURSUANT TO § 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Form 10-Q of Xerox Corporation, a New York corporation (the "Company"), for the quarter ended June 30, 2022, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), Steven J. Bandrowczak, Chief Executive Officer of the Company, and Xavier Heiss, Executive Vice President and Chief Financial Officer of the Company, each hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, to the best of his/her knowledge, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ STEVEN J. BANDROWCZAK Steven J. Bandrowczak Chief Executive Officer August 3, 2022

/s/ XAVIER HEISS Xavier Heiss Chief Financial Officer August 3, 2022

This certification accompanies this Report pursuant to § 906 of the Sarbanes-Oxley Act of 2002 and shall not, except to the extent required by the Sarbanes-Oxley Act of 2002, be deemed filed by the Company for purposes of § 18 of the Securities Exchange Act of 1934, as amended.

A signed original of this written statement required by § 906 has been provided to Xerox Corporation and will be retained by Xerox Corporation and furnished to the Securities and Exchange Commission or its staff upon request.