

Verint Systems Inc. and Subsidiaries

Supplemental Information About Non-GAAP Financial Measures

The following tables include a reconciliation of certain financial measures consisting of non-GAAP revenue, non-GAAP gross profit and gross margin, non-GAAP operating income and operating margin, non-GAAP other income (expense), net, non-GAAP provision (benefit) for income taxes and non-GAAP effective income tax rate, non-GAAP net income attributable to Verint Systems Inc., non-GAAP net income per common share attributable to Verint Systems Inc., adjusted EBITDA, and net debt prepared in accordance with Generally Accepted Accounting Principles (“GAAP”) to the most directly comparable financial measures not prepared in accordance with GAAP (“non-GAAP”).

We believe these non-GAAP financial measures, used in conjunction with the corresponding GAAP measures, provide investors with useful supplemental information about the financial performance of our business by:

- facilitating the comparison of our financial results and business trends between periods, by excluding certain items that either can vary significantly in amount and frequency, are based upon subjective assumptions, or in certain cases are unplanned for or difficult to forecast,
- facilitating the comparison of our financial results and business trends with other technology companies who publish similar non-GAAP measures, and
- allowing investors to see and understand key supplementary metrics used by our management to run our business, including for budgeting and forecasting, resource allocation, and compensation matters.

We also make these non-GAAP financial measures available because a number of our investors have informed us that they find this supplemental information useful.

Non-GAAP financial measures should not be considered in isolation as substitutes for, or superior to, comparable GAAP financial measures. The non-GAAP financial measures we present have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP, and these non-GAAP financial measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP financial measures. These non-GAAP financial measures do not represent discretionary cash available to us to invest in the growth of our business, and we may in the future incur expenses similar to or in addition to the adjustments made in these non-GAAP financial measures. Other companies may calculate similar non-GAAP financial measures differently than we do, limiting their usefulness as comparative measures.

Our non-GAAP financial measures are calculated by making the following adjustments to our GAAP financial measures:

Revenue adjustments. We exclude from our non-GAAP revenue the impact of fair value adjustments required under GAAP relating to cloud services and customer support contracts acquired in a business acquisition, which would have otherwise been recognized on a stand-alone basis. We believe that it is useful for investors to understand the total amount of revenue that we and the acquired company would have recognized on a stand-alone basis under GAAP, absent the accounting adjustment associated with the business acquisition. Our non-GAAP revenue also reflects certain adjustments from aligning an acquired company’s revenue recognition policies to our policies. We believe that our non-GAAP revenue measure helps management and investors understand our revenue trends and serves as a useful measure of ongoing business performance.

Amortization of acquired technology and other acquired intangible assets. When we acquire an entity, we are required under GAAP to record the fair values of the intangible assets of the acquired entity and amortize those assets over their useful lives. We exclude the amortization of acquired intangible assets, including acquired

technology, from our non-GAAP financial measures because they are inconsistent in amount and frequency and are significantly impacted by the timing and size of acquisitions. We also exclude these amounts to provide easier comparability of pre- and post-acquisition operating results.

Stock-based compensation expenses. We exclude stock-based compensation expenses related to restricted stock awards, stock bonus programs, bonus share programs, and other stock-based awards from our non-GAAP financial measures. We evaluate our performance both with and without these measures because stock-based compensation is typically a non-cash expense and can vary significantly over time based on the timing, size and nature of awards granted, and is influenced in part by certain factors which are generally beyond our control, such as the volatility of the price of our common stock. In addition, measurement of stock-based compensation is subject to varying valuation methodologies and subjective assumptions, and therefore we believe that excluding stock-based compensation from our non-GAAP financial measures allows for meaningful comparisons of our current operating results to our historical operating results and to other companies in our industry.

Unrealized gains and losses on certain derivatives, net. We exclude from our non-GAAP financial measures unrealized gains and losses on certain foreign currency derivatives which are not designated as hedges under accounting guidance. We exclude unrealized gains and losses on foreign currency derivatives that serve as economic hedges against variability in the cash flows of recognized assets or liabilities, or of forecasted transactions. These contracts, if designated as hedges under accounting guidance, would be considered “cash flow” hedges. These unrealized gains and losses are excluded from our non-GAAP financial measures because they are non-cash transactions which are highly variable from period to period. Upon settlement of these foreign currency derivatives, any realized gain or loss is included in our non-GAAP financial measures.

Amortization of convertible note discount. Our non-GAAP financial measures exclude the amortization of the imputed discount on our convertible notes. Under GAAP, certain convertible debt instruments that may be settled in cash upon conversion are required to be bifurcated into separate liability (debt) and equity (conversion option) components in a manner that reflects the issuer’s assumed non-convertible debt borrowing rate. For GAAP purposes, we are required to recognize imputed interest expense on the difference between our assumed non-convertible debt borrowing rate and the coupon rate on our \$400.0 million of 1.50% convertible notes. This difference is excluded from our non-GAAP financial measures because we believe that this expense is based upon subjective assumptions and does not reflect the cash cost of our convertible debt.

Acquisition expenses, net. In connection with acquisition activity (including with respect to acquisitions that are not consummated), we incur expenses, including legal, accounting, and other professional fees, integration costs, changes in the fair value of contingent consideration obligations, and other costs. Integration costs may consist of information technology expenses as systems are integrated across the combined entity, consulting expenses, marketing expenses, and professional fees, as well as non-cash charges to write-off or impair the value of redundant assets. We exclude these expenses from our non-GAAP financial measures because they are unpredictable, can vary based on the size and complexity of each transaction, and are unrelated to our continuing operations or to the continuing operations of the acquired businesses.

Restructuring expenses. We exclude restructuring expenses from our non-GAAP financial measures, which include employee termination costs, facility exit costs, certain professional fees, asset impairment charges, and other costs directly associated with resource realignments incurred in reaction to changing strategies or business conditions. All of these costs can vary significantly in amount and frequency based on the nature of the actions as well as the changing needs of our business and we believe that excluding them provides easier comparability of pre- and post-restructuring operating results.

Impairment charges and other adjustments. We exclude from our non-GAAP financial measures asset impairment charges (other than those already included within restructuring or acquisition activity), rent expense for redundant facilities, gains or losses on sales of property, gains or losses on settlements of certain legal matters, and certain

professional fees unrelated to our ongoing operations, including \$5.6 million and \$1.9 million of fees and expenses for the three months ended July 31 and April 30, 2019, respectively, related to a shareholder proxy contest, all of which are unusual in nature and can vary significantly in amount and frequency.

Non-GAAP income tax adjustments. We exclude our GAAP provision (benefit) for income taxes from our non-GAAP measures of net income attributable to Verint Systems Inc., and instead include a non-GAAP provision for income taxes, determined by applying a non-GAAP effective income tax rate to our income before provision for income taxes, as adjusted for the non-GAAP items described above. The non-GAAP effective income tax rate is generally based upon the income taxes we expect to pay in the reporting year. Our GAAP effective income tax rate can vary significantly from year to year as a result of tax law changes, settlements with tax authorities, changes in the geographic mix of earnings including acquisition activity, changes in the projected realizability of deferred tax assets, and other unusual or period-specific events, all of which can vary in size and frequency. We believe that our non-GAAP effective income tax rate removes much of this variability and facilitates meaningful comparisons of operating results across periods. Our non-GAAP effective income tax rate for the year ending January 31, 2020 is currently approximately 9%. We evaluate our non-GAAP effective income tax rate on an ongoing basis and it can change from time to time. Our non-GAAP income tax rate can differ materially from our GAAP effective income tax rate.

Adjusted EBITDA

Adjusted EBITDA is a non-GAAP measure defined as net income (loss) before interest expense, interest income, income taxes, depreciation expense, amortization expense, revenue adjustments, restructuring expenses, acquisition expenses, and other expenses excluded from our non-GAAP financial measures as described above. We believe that adjusted EBITDA is also commonly used by investors to evaluate operating performance between companies because it helps reduce variability caused by differences in capital structures, income taxes, stock-based compensation accounting policies, and depreciation and amortization policies. Adjusted EBITDA is also used by credit rating agencies, lenders, and other parties to evaluate our creditworthiness.

Net Debt

Net Debt is a non-GAAP measure defined as the sum of long-term and short-term debt on our consolidated balance sheet, excluding unamortized discounts and issuance costs, less the sum of cash and cash equivalents, restricted cash, restricted cash equivalents, restricted bank time deposits, and restricted investments (including long-term portions), and short-term investments. We use this non-GAAP financial measure to help evaluate our capital structure, financial leverage, and our ability to reduce debt and to fund investing and financing activities, and believe that it provides useful information to investors.

(in thousands, except per share data)	Three Months Ended	
	April 30, 2019	July 31, 2019
Table of Reconciliation from GAAP Revenue to Non-GAAP Revenue		
GAAP revenue	\$ 315,259	\$ 324,305
Revenue adjustments	8,899	7,012
Non-GAAP revenue	\$ 324,158	\$ 331,317
Table of Reconciliation from GAAP Gross Profit to Non-GAAP Gross Profit		
GAAP gross profit	\$ 201,071	\$ 207,864
GAAP gross margin	63.8%	64.1%
Revenue adjustments	8,899	7,012
Amortization of acquired technology	6,707	5,587
Stock-based compensation expenses	1,404	2,034
Acquisition expenses, net	15	5
Restructuring expenses	449	1,055
Non-GAAP gross profit	\$ 218,545	\$ 223,557
Non-GAAP gross margin	67.4%	67.5%
Table of Reconciliation from GAAP Income to Non-GAAP Operating Income		
GAAP operating income	\$ 14,468	\$ 15,275
As a percentage of GAAP revenue	4.6%	4.7%
Revenue adjustments	8,899	7,012
Amortization of acquired technology	6,707	5,587
Amortization of other acquired intangible assets	7,713	7,639
Stock-based compensation expenses	17,103	20,551
Acquisition expenses, net	3,868	2,508
Restructuring expenses	1,437	1,639
Other adjustments	2,059	5,732
Non-GAAP operating income	\$ 62,254	\$ 65,943
As a percentage of non-GAAP revenue	19.2%	19.9%
Table of Reconciliation from GAAP Other Expense, Net to Non-GAAP Other Expense, Net		
GAAP other expense, net	\$ (9,298)	\$ (7,511)
Unrealized losses on derivatives, net	679	639
Amortization of convertible note discount	3,061	3,102
Acquisition expenses, net	(34)	(23)
Non-GAAP other expense, net	\$ (5,592)	\$ (3,793)
Table of Reconciliation from GAAP Provision (Benefit) for Income Taxes to Non-GAAP Provision for Income Taxes		
GAAP provision (benefit) for income taxes	\$ 1,409	\$ (4,507)
GAAP effective income tax rate	27.3%	(58.0)%
Non-GAAP tax adjustments	4,001	9,462
Non-GAAP provision for income taxes	\$ 5,410	\$ 4,955
Non-GAAP effective income tax rate	9.5%	8.0%

(in thousands, except per share data)	Three Months Ended	
	April 30, 2019	July 31, 2019
<u>Table of Reconciliation from GAAP Net Income Attributable to Verint Systems Inc. to Non-GAAP Net Income Attributable to Verint Systems Inc.</u>		
GAAP net income attributable to Verint Systems Inc.	\$ 1,576	\$ 10,558
Revenue adjustments	8,899	7,012
Amortization of acquired technology	6,707	5,587
Amortization of other acquired intangible assets	7,713	7,639
Stock-based compensation expenses	17,103	20,551
Unrealized losses on derivatives, net	679	639
Amortization of convertible note discount	3,061	3,102
Acquisition expenses, net	3,834	2,485
Restructuring expenses	1,437	1,639
Other adjustments	2,059	5,732
Non-GAAP tax adjustments	(4,001)	(9,462)
Total GAAP net income adjustments	47,491	44,924
Non-GAAP net income attributable to Verint Systems Inc.	\$ 49,067	\$ 55,482

Table Comparing GAAP Diluted Net Income Per Common Share Attributable to Verint Systems Inc. to Non-GAAP Diluted Net Income Per Common Share Attributable to Verint Systems Inc.

GAAP diluted net income per common share attributable to Verint Systems Inc.	\$ 0.02	\$ 0.16
Non-GAAP diluted net income per common share attributable to Verint Systems Inc.	\$ 0.73	\$ 0.82
GAAP weighted-average shares used in computing diluted net income per common share attributable to Verint Systems Inc.	67,088	67,519
Additional weighted-average shares applicable to non-GAAP diluted net income per common share attributable to Verint Systems Inc.	—	—
Non-GAAP diluted weighted-average shares used in computing net income per common share attributable to Verint Systems Inc.	67,088	67,519

Three Months Ended

(in thousands, except per share data)

	<u>April 30, 2019</u>	<u>July 31, 2019</u>
Table of Reconciliation from GAAP Net Income Attributable to Verint Systems Inc. to Adjusted EBITDA		
GAAP net income attributable to Verint Systems Inc.	\$ 1,576	\$ 10,558
As a percentage of GAAP revenue	0.5%	3.3 %
Net income attributable to noncontrolling interest	2,185	1,713
Provision for income taxes	1,409	(4,507)
Other expense, net	9,298	7,511
Depreciation and amortization ⁽¹⁾	22,293	21,117
Revenue adjustments	8,899	7,012
Stock-based compensation expenses	17,103	20,551
Acquisition expenses, net	3,868	2,508
Restructuring expenses	1,437	1,640
Other adjustments	2,059	5,732
Adjusted EBITDA	\$ 70,127	\$ 73,835
As a percentage of non-GAAP revenue	21.6%	22.3 %

	<u>April 30, 2019</u>	<u>July 31, 2019</u>
Table of Reconciliation from Gross Debt to Net Debt		
Current maturities of long-term debt	\$ 4,303	\$ 4,263
Long-term debt	780,260	782,589
Unamortized debt discounts and issuance costs	33,052	29,661
Gross debt	817,615	816,513
Less:		
Cash and cash equivalents	412,024	388,546
Restricted cash and cash equivalents, and restricted bank time deposits	39,749	24,239
Short-term investments	39,334	25,590
Net debt, excluding long-term restricted cash, cash equivalents, bank time deposits, and investments	326,508	378,138
Long-term restricted cash, cash equivalents, bank time deposits and investments	25,082	27,257
Net debt, including long-term restricted cash, cash equivalents, bank time deposits, and investments	\$ 301,426	\$ 350,881

(1) Adjusted for financing fee amortization.