

# VERINT®

## Cyber Intelligence

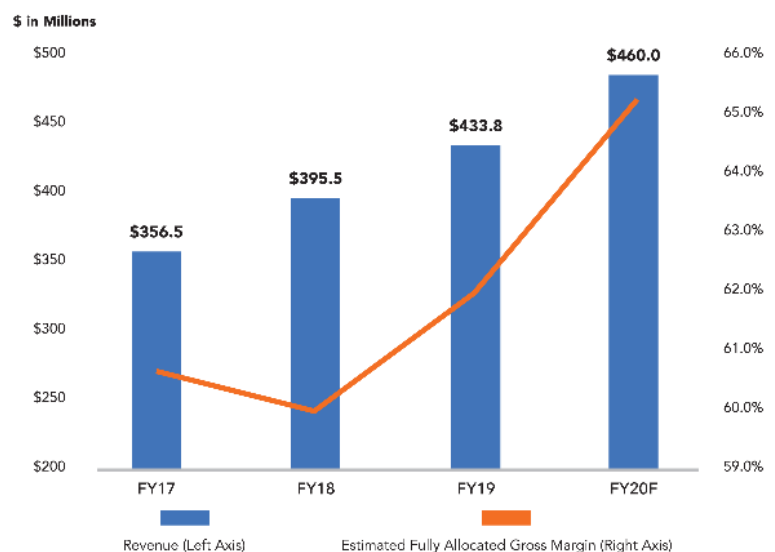
Verint® Cyber Intelligence™ is a global provider of Data Mining Software for Cyber and Security Intelligence, helping governments and enterprises to prevent terror, crime and cyber threats.

We have over two decades of cyber intelligence experience leveraging data mining software, deep domain expertise, and advanced intelligence methodologies to address a broad range of security missions for intelligence, cyber, and physical security organizations. Our solutions incorporate predictive intelligence, artificial intelligence, and other advanced analytic technologies to help organizations address new and increasingly sophisticated threats.

**Gross Margin Expansion  
Driven by  
Software Model Transition**

**> 10% Gross Profit Growth**

### Financial Strength<sup>1</sup>

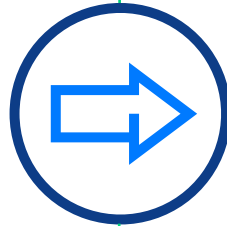


<sup>1</sup> Non-GAAP metrics. Cyber Intelligence GAAP revenue in FY17, FY18 and FY19 was \$356.2 million, \$395.2 million and \$433.4 million, respectively. FY20F based on December 4, 2019 guidance.

# Software Model Transition Progressing Well

## Historical Government Integrator Model:

Bundled software, hardware, custom development and integration services



## Software Model:

Unbundled and open software

### Customer Benefits:

Accelerating innovation and software refresh cycles

### Verint Benefits:

Better differentiation and improved margins

## Government and Enterprise Customers in 100+ Countries

**400**

Government Agencies

**600**

Enterprise Customers

Walmart



Morgan Stanley

US Cellular

T-Mobile

Sprint

BANK OF TAIWAN

TIFFANY & CO.

CenturyLink

Santander

## Actionable Intelligence for a Safer World™

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