



Cognyte

Formerly a Verint company

Q1 FYE22 Conference Call

June 22, 2021

Disclaimers

Forward Looking Statements

This presentation contains "forward-looking statements," including statements regarding expectations, predictions, views, opportunities, plans, strategies, beliefs, and statements of similar effect relating to Cognyte Software Ltd. These forward-looking statements are not guarantees of future performance and they are based on management's expectations that involve a number of known and unknown risks, uncertainties, assumptions, and other important factors, any of which could cause our actual results to differ materially from those expressed in or implied by the forward-looking statements. The forward-looking statements contained in this presentation are made as of the date of this presentation and, except as required by law, Cognyte assumes no obligation to update or revise them, or to provide reasons why actual results may differ. For a more detailed discussion of how these and other risks, uncertainties, and assumptions could cause Cognyte's actual results to differ materially from those indicated in its forward-looking statements, see Cognyte's filings with the Securities and Exchange Commission.

Projections

This presentation contains projected financial information with respect to Cognyte. Such projected financial information constitutes forward-looking information, and is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such financial forecast information are inherently uncertain and are subject to a wide variety of significant business, economic, competitive and other risks and uncertainties. See "Forward-Looking Statements" above. Actual results may differ materially from the results contemplated by the financial forecast information contained in this presentation, and the inclusion of such information in this presentation should not be regarded as a representation by any person that the results reflected in such forecasts will be achieved.

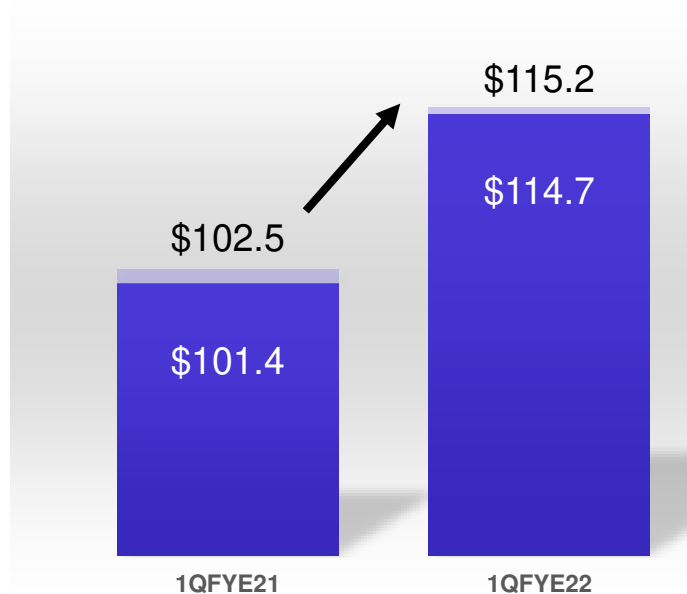
Non-GAAP Financial Measures

This presentation includes financial measures which are not prepared in accordance with generally accepted accounting principles ("GAAP"), including certain constant currency measures. For a description of these non-GAAP financial measures, including the reasons management uses each measure, and reconciliations of these non-GAAP financial measures to the most directly comparable financial measures prepared in accordance with GAAP, please see the appendices to this presentation as well as the GAAP to non-GAAP reconciliation found under the Investor Relations tab on Cognyte's website [Cognyte.com](https://www.cognyte.com).

Strong start as a separate public company

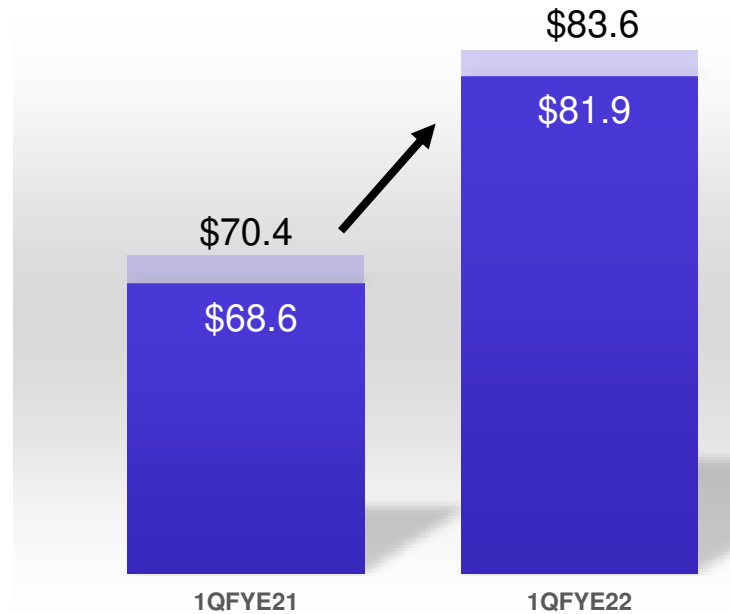
Q1 Revenue Growth

Up 12.3% (Non-GAAP); 13.1% (GAAP)



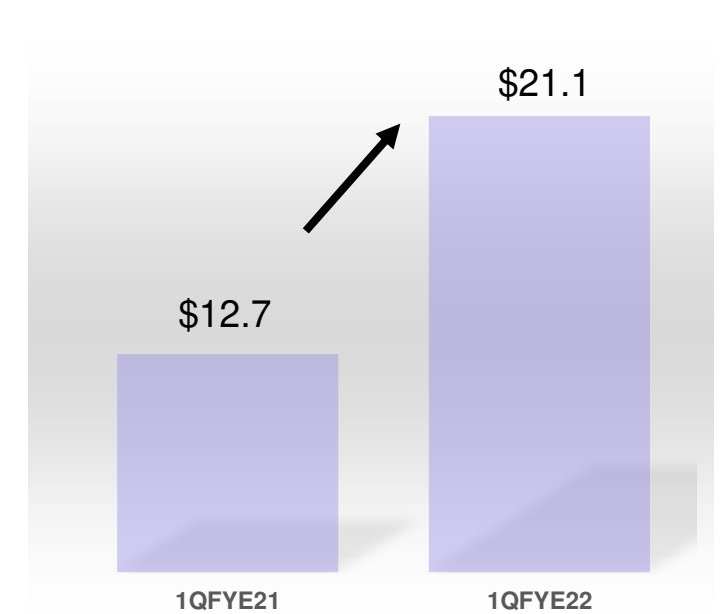
Q1 Gross Profit Growth

Up 18.8% (Non-GAAP); 19.5% (GAAP)



Q1 Adjusted EBITDA Growth

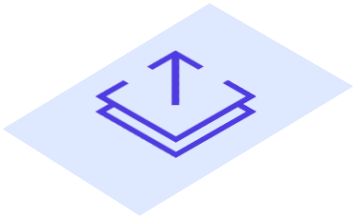
Up 66.1% % year-over-year



GAAP Non-GAAP

Our opportunity – address a large TAM

Market needs



Cutting edge analytics Innovation



Open analytics platform that can support multiple use cases

~\$30bn

**Addressable Market
~10% growth per year**

Execution of our strategy – Q1 customer examples



National Law Enforcement

Expansion
of Use Cases

\$14 Million Order

Selected based on:
Real-time security analytics
Support of multiple use cases



National Security

Replacing
Home-grown Solution

\$9 Million Order

Selected based on:
Our open platform
Pace of innovation



National Intelligence

Expansion of Capacity

\$6 Million Order

Selected based on:
Real-time security analytics
Cutting edge technology

A new platform use case - blockchain analytics solution

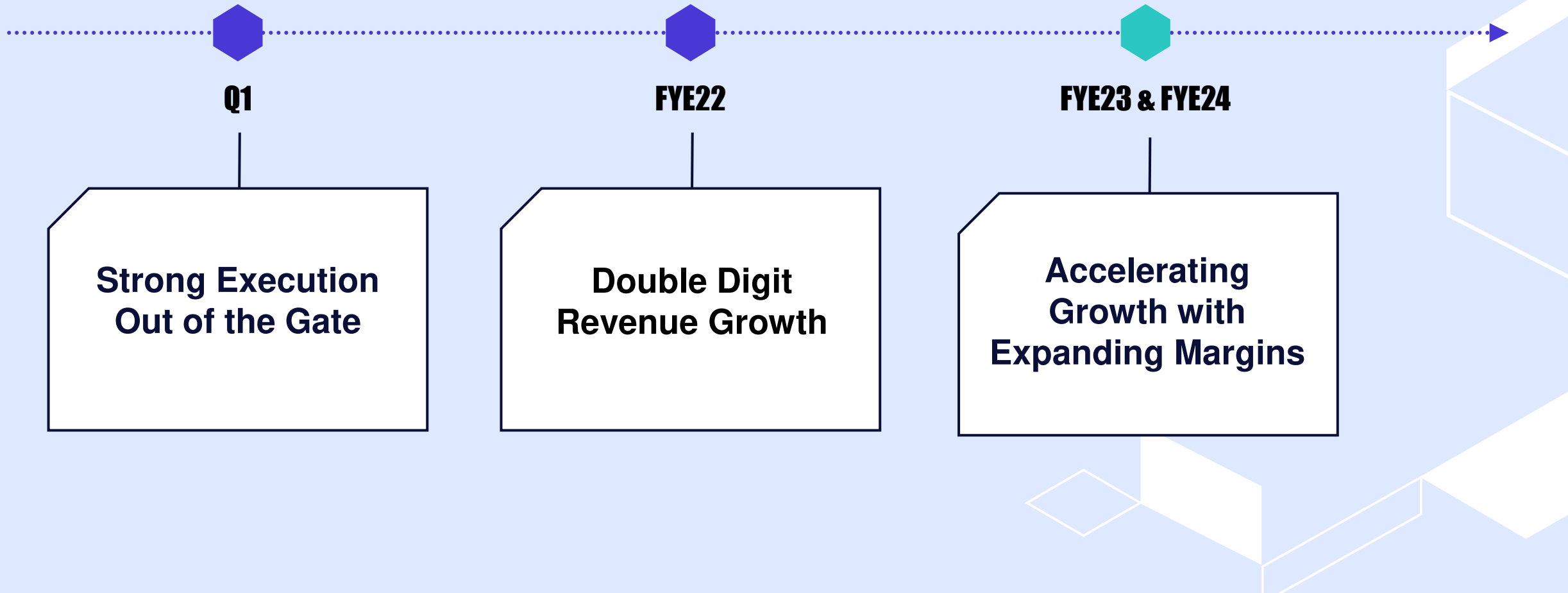
Customers' Challenge

- + Cryptocurrencies are used for illegal activities
- + Cryptocurrencies are anonymous and borderless
- + Investigations often reach a dead end

Cognyte's Response

- + Add cryptocurrency use case to our platform
- + Identify illicit transactions
- + Generate actionable intelligence for successful investigations

Well positioned for strong FYE22 and long-term growth



Financial Summary

Q1 FYE22 Recap

Financial Results

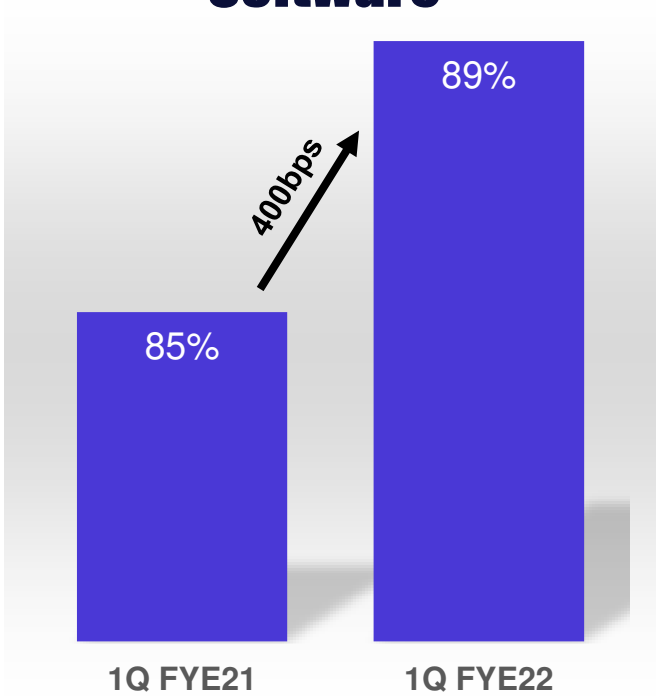
- + **Revenue**
Non-GAAP: \$115.2 million, up 12.3%
GAAP: \$114.7 million, up 13.1%
- + **Adjusted EBITDA**
\$21.1 million, up 66%
- + **Diluted EPS**
Non-GAAP: \$0.20
GAAP: (\$0.07)

Key Trends

- + **Strong start** to the year
- + Multiple **seven and eight-digit orders**
- + **Results driven** by execution of software strategy – **significant gross profit growth**
- + **Well positioned** for a strong year

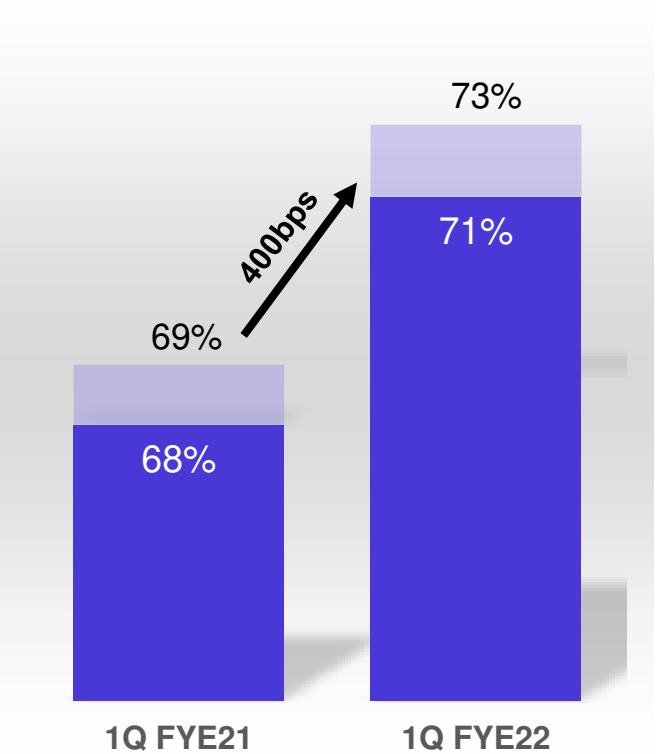
Mix shift – positive impact to financial model

% of Revenue Generated From Software



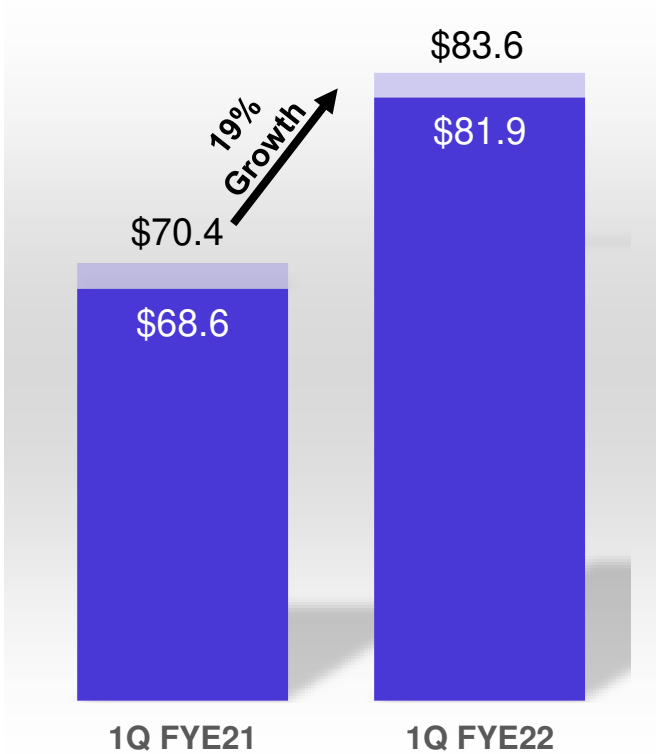
Favorable Software/Services Mix Shift

Gross Margin



Significant Margin Expansion

Gross Profit



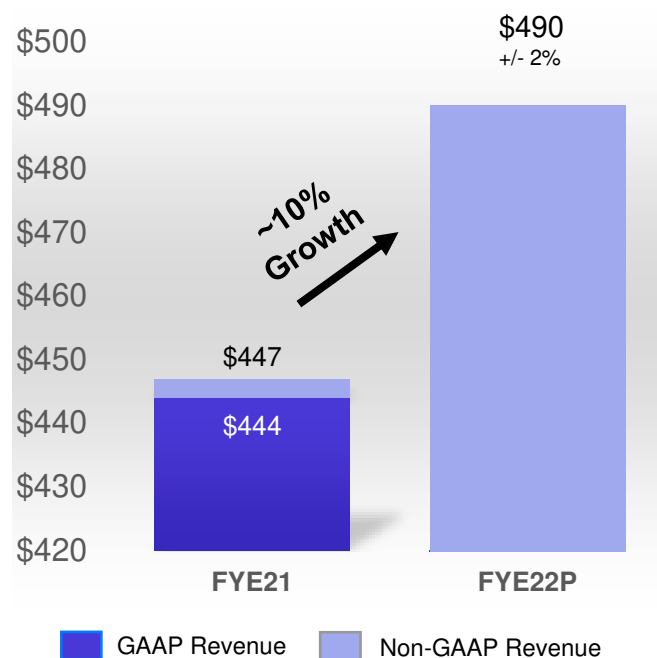
Strong Gross Profit Growth

GAAP Non-GAAP

Note: Percentage of revenue generated from software is the same on a GAAP and non-GAAP basis.

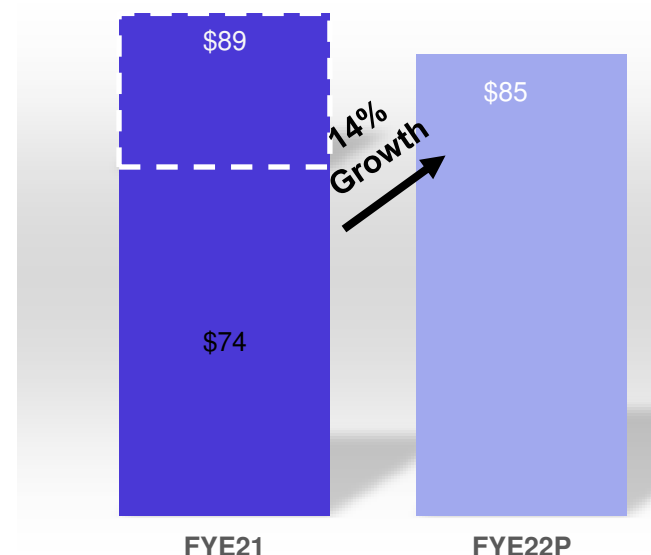
FYE22 outlook – strong start; expect 14% normalized adjusted EBITDA growth

FYE22 Revenue



FYE22 Diluted EPS:
\$0.80

FYE22 Adjusted EBITDA and Normalized Adjusted EBITDA ⁽¹⁾



Normalized Adjusted EBITDA grows faster than revenue

Note: In millions of USD. Non-GAAP metrics unless otherwise noted. The "P" indicates the value is a projection.

(1) FYE21 adjusted EBITDA value in black font is proforma for \$15 million of public company dis-synergies costs. The adjusted EBITDA value in white font excludes any adjustment for the spin dis-synergies. GAAP operating income for FYE21 was \$18 million.

Summary

The Cognnyte logo is displayed in white text on a dark blue arrow-shaped background pointing to the right. The logo consists of a stylized 'C' followed by the word 'ognnyte'.

- + First quarter as pure play security analytics company**
- + Open platform supports multiple use cases and fast innovation**
- + Large addressable market with favorable industry trends**
- + FYE22 Outlook: \$490 million of revenue +/- 2% and \$0.80 Diluted EPS**
- + 3-year outlook: accelerating revenue growth with margin expansion**

Cognyte
Thank you

cognyte.com



Appendix

Financial Outlook

FYE22 Outlook

Our non-GAAP outlook for the quarter ending July 31, 2021, is as follows:

- **Revenue:** Up ~9% Y-O-Y
- **Diluted EPS:** ~\$0.14

Our non-GAAP outlook for the year ending January 31, 2022 ("FYE22") remains as follows:

- **Revenue:** Up ~10% to \$490 million with a range of +/- 2%
- **Diluted EPS:** \$0.80 at the midpoint of our revenue outlook

Our non-GAAP outlook for the three months ending July 31, 2021, and FYE22 excludes the following GAAP measures which we are able to quantify with reasonable certainty, as described further below under "Supplemental Information About non-GAAP Financial Measures and Operating Metrics":

- Revenue adjustments are expected to be approximately \$0.4 million and \$1.6 million for the three months ending July 31, 2021, and FYE22, respectively.
- Amortization of intangible assets of approximately \$0.5 million and \$1.8 million for the three months ending July 31, 2021, and FYE22, respectively.

Our non-GAAP outlook for the three months ending July 31, 2021, and FYE22 excludes the following GAAP measures for which we are able to provide a range of probable significance:

- Costs to complete separation of Cognyte from Verint Systems Inc. (hereafter "Verint") and establish Cognyte as an independent public company of between approximately \$0.5 million and \$1.5 million and between approximately \$10 million and \$11 million for the three months ending July 31, 2021, and FYE22, respectively.
- Stock-based compensation is expected to be between approximately \$9 million and \$10 million and \$33 million and \$36 million, for the three months ending July 31, 2021, and FYE22, respectively, assuming market prices for our ordinary shares are generally consistent with current levels.

Our non-GAAP outlook does not include the potential impact of any in-process business acquisitions that may close after the date hereof, and, unless otherwise specified, reflects foreign currency exchange rates approximately consistent with current rates.

We are unable, without unreasonable effort, to provide a reconciliation for other GAAP measures which are excluded from our non-GAAP outlook, including the impact of future business acquisitions or acquisition expenses, future restructuring expenses, and non-GAAP income tax adjustments due to the level of unpredictability and uncertainty associated with these items. For these same reasons, we are unable to assess the probable significance of these excluded items. While historical results may not be indicative of future results, actual amounts for the three months ended April 30, 2021, and 2020, respectively, for the GAAP measures excluded from our non-GAAP outlook appear in Table 4 of this press release.

Summary metrics

(\$ in millions)		Year Ended 1/31/2019		Year Ended 1/31/2020		Three Months Ended								Year Ended 1/31/2021		Three Months Ended 4/30/2021	
		GAAP	Non-GAAP	GAAP	Non-GAAP	4/30/2020		7/31/2020		10/31/2020		1/31/2021		GAAP	Non-GAAP	GAAP	Non-GAAP
Revenue Metrics	Software and software services revenue	\$349.2	\$349.5	\$373.3	\$378.8	\$86.1	\$87.2	\$92.2	\$93.5	\$92.6	\$93.3	\$106.2	\$106.8	\$377.1	\$380.8	\$102.4	\$102.9
	Professional services and other revenue	\$84.3	\$84.3	\$83.8	\$84.0	\$15.3	\$15.3	\$12.8	\$12.8	\$20.3	\$20.3	\$17.8	\$17.8	\$66.2	\$66.2	\$12.3	\$12.3
	Total revenue	\$433.5	\$433.8	\$457.1	\$462.8	\$101.4	\$102.5	\$105.0	\$106.3	\$112.9	\$113.6	\$124.0	\$124.6	\$443.3	\$447.0	\$114.7	\$115.2
Revenue Mix	Software and software services revenue as a % of total revenue	80.6%	80.6%	81.7%	81.8%	84.9%	85.1%	87.8%	88.0%	82.0%	82.1%	85.6%	85.7%	85.1%	85.2%	89.3%	89.3%
	Professional services and other revenue as a % of total revenue	19.4%	19.4%	18.3%	18.2%	15.1%	14.9%	12.2%	12.0%	18.0%	17.9%	14.4%	14.3%	14.9%	14.8%	10.7%	10.7%
Growth Metrics	Reported revenue growth YoY	9.7%	9.7%	5.5%	6.7%	-6.2%	-5.3%	-6.9%	-5.9%	5.7%	6.3%	-4.0%	-7.5%	-3.0%	-3.4%	13.1%	12.3%
	Software and software services revenue growth YoY	N/A	N/A	6.9%	8.4%	-0.8%	0.3%	3.4%	4.8%	0.4%	1.2%	1.0%	-3.3%	1.0%	0.5%	18.9%	17.9%
	Constant currency revenue growth YoY	9.8%	9.8%	6.4%	7.7%	-4.8%	-4.0%	-6.1%	-4.3%	4.7%	5.7%	-4.8%	-7.9%	-2.9%	-3.2%	11.4%	10.2%
	Gross profit growth YoY	N/A	N/A	14.2%	14.2%	0.6%	0.6%	1.1%	2.1%	18.6%	18.8%	4.3%	-2.0%	6.0%	4.4%	19.5%	18.8%
	Adjusted EBITDA growth YoY		N/A		24.8%		-10.0%		32.5%		50.3%		-23.8%		7.9%		65.8%
Operating Expense Metrics	Research and development, net	\$100.0	\$95.2	\$111.3	\$104.5	\$31.2	\$29.9	\$29.1	\$27.3	\$31.9	\$30.1	\$36.5	\$35.1	\$128.7	\$122.4	\$33.4	\$31.3
	% of revenue	23.1%	21.9%	24.3%	22.6%	30.8%	29.2%	27.7%	25.7%	28.3%	26.5%	29.4%	28.2%	29.0%	27.4%	29.1%	27.2%
	Selling, general and administrative	\$137.3	\$118.4	\$153.9	\$131.5	\$40.3	\$31.8	\$32.7	\$26.5	\$40.2	\$30.9	\$49.4	\$33.7	\$162.6	\$122.9	\$50.8	\$35.0
	% of revenue	31.7%	27.3%	33.7%	28.4%	39.7%	31.0%	31.1%	24.9%	35.6%	27.2%	39.8%	27.0%	36.7%	27.5%	44.3%	30.3%
Profitability Metrics	Gross profit	\$256.7	\$266.6	\$293.1	\$304.4	\$68.6	\$70.4	\$73.3	\$75.4	\$82.3	\$83.8	\$86.6	\$88.3	\$310.8	\$317.8	\$81.9	\$83.6
	Gross margin %	59.2%	61.5%	64.1%	65.8%	67.6%	68.6%	69.8%	71.0%	72.8%	73.7%	69.8%	70.9%	70.1%	71.1%	71.4%	72.6%
	Operating income (loss)	\$18.7	\$53.1	\$27.3	\$68.3	(\$3.2)	\$8.6	\$11.2	\$21.6	\$9.9	\$22.8	\$0.4	\$19.5	\$18.3	\$72.6	(\$2.6)	\$17.3
	Operating margin %	4.3%	12.3%	6.0%	14.8%	-3.2%	8.4%	10.7%	20.4%	8.7%	20.0%	0.3%	15.7%	4.1%	16.2%	-2.3%	15.0%
	Adjusted EBITDA		\$66.1		\$82.5		\$12.7		\$25.8		\$26.8		\$23.7		\$89.0		\$21.1
	Adjusted EBITDA margin		15.2%		17.8%		12.4%		24.3%		23.6%		19.0%		19.9%		18.3%
	Diluted EPS	\$0.13	\$0.66	\$0.31	\$0.82	(\$0.04)	\$0.09	\$0.07	\$0.29	\$0.12	\$0.29	\$0.07	\$0.36	\$0.22	\$1.03	(\$0.07)	\$0.20

Revenue metrics

(\$ in millions)	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
Software and software services revenue - GAAP	349.2	373.3	86.1	92.2	92.6	106.2	377.2	102.4
Professional services and other revenue - GAAP	84.3	83.8	15.3	12.8	20.3	17.8	66.2	12.3
Total revenue - GAAP	\$ 433.5	\$ 457.1	\$ 101.4	\$ 105.0	\$ 113.0	\$ 124.0	\$ 443.5	\$ 114.7
Estimated software and software services revenue adjustments	0.3	5.5	1.1	1.2	0.7	0.5	3.6	0.4
Estimated professional services and other revenue adjustments	-	0.2	-	-	-	-	-	-
Total estimated revenue adjustments	\$ 0.3	\$ 5.7	\$ 1.1	\$ 1.2	\$ 0.7	\$ 0.5	\$ 3.6	\$ 0.4
Software and software services revenue - non-GAAP	349.5	378.8	87.2	93.5	93.3	106.8	380.8	102.9
Professional services and other revenue - non-GAAP	84.3	84.0	15.3	12.8	20.3	17.8	66.2	12.3
Total revenue - non-GAAP	\$ 433.8	\$ 462.8	\$ 102.5	\$ 106.3	\$ 113.7	\$ 124.6	\$ 447.0	\$ 115.2

Constant currency metrics

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$ in millions)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
GAAP								
Revenue for the prior period ended	\$ 395.1	\$ 433.4	\$ 108.2	\$ 112.9	\$ 106.9	\$ 129.1	\$ 457.1	\$ 101.4
Revenue for the current period ended	\$ 433.4	\$ 457.1	\$ 101.4	\$ 105.0	\$ 113.0	\$ 124.0	\$ 443.5	\$ 114.7
Revenue for the current period at constant currency (4)	\$ 434.0	\$ 461.0	\$ 103.0	\$ 106.0	\$ 112.0	\$ 123.0	\$ 444.0	\$ 113.0
Reported period-over-period revenue growth	9.7%	5.5%	-6.2%	-6.9%	5.7%	-4.0%	-3.0%	13.1%
% impact from change in foreign currency exchange rates	0.1%	0.9%	1.4%	0.8%	-1.0%	-0.8%	0.1%	-1.7%
Constant currency period-over-period revenue growth	9.8%	6.4%	-4.8%	-6.1%	4.7%	-4.8%	-2.9%	11.4%
Non-GAAP								
Revenue for the prior period ended	\$ 395.4	\$ 433.8	\$ 108.3	\$ 112.9	\$ 106.9	\$ 134.7	\$ 462.8	\$ 102.5
Revenue for the current period ended	\$ 433.8	\$ 462.8	\$ 102.5	\$ 106.3	\$ 113.7	\$ 124.6	\$ 447.0	\$ 115.2
Revenue for the current period at constant currency (4)	\$ 434.0	\$ 467.0	\$ 104.0	\$ 108.0	\$ 113.0	\$ 124.0	\$ 448.0	\$ 113.0
Reported period-over-period revenue growth	9.7%	6.7%	-5.3%	-5.9%	6.3%	-7.5%	-3.4%	12.3%
% impact from change in foreign currency exchange rates	0.1%	1.0%	1.3%	1.6%	-0.6%	-0.4%	0.2%	-2.1%
Constant currency period-over-period revenue growth	9.8%	7.7%	-4.0%	-4.3%	5.7%	-7.9%	-3.2%	10.2%

Gross profit

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$ in millions)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
Total GAAP gross profit	\$ 256.7	\$ 293.1	\$ 68.6	\$ 73.3	\$ 82.3	\$ 86.6	\$ 310.8	\$ 81.9
Total GAAP gross margin	59.2%	64.1%	67.6%	69.8%	72.8%	69.8%	70.1%	71.4%
Revenue adjustments	0.3	5.7	1.1	1.2	0.7	0.5	3.6	0.4
Amortization of acquired technology	7.4	2.4	0.3	0.2	0.2	0.2	0.9	0.2
Stock-based compensation expenses (1)	2.2	2.9	0.4	0.6	0.6	0.5	2.1	1.0
Acquisition expenses, net (2)	-	-	-	-	-	0.4	0.4	-
Restructuring expenses (2)	-	0.2	-	-	-	-	-	-
Total non-GAAP gross profit	\$ 266.6	\$ 304.4	\$ 70.4	\$ 75.4	\$ 83.8	\$ 88.3	\$ 317.8	\$ 83.6
Total non-GAAP gross margin	61.5%	65.8%	68.6%	71.0%	73.7%	70.9%	71.1%	72.6%
Software and software services								
Software and software services goss profit - GAAP	\$ 263.8	\$ 292.3	\$ 67.5	\$ 72.9	\$ 74.5	\$ 81.8	\$ 296.7	\$ 82.6
Software and software services gross margin - GAAP	75.6%	78.3%	78.4%	79.0%	80.4%	77.0%	78.7%	80.6%
Software and software services gross profit adjustments	1.3	6.9	1.3	1.6	1.0	1.1	5.0	0.7
Software and software services gross profit - non-GAAP	\$ 265.1	\$ 299.2	\$ 68.8	\$ 74.5	\$ 75.5	\$ 82.9	\$ 301.7	\$ 83.3
Software and software services gross margin - non-GAAP	75.9%	79.0%	78.9%	79.7%	80.9%	77.6%	79.2%	81.0%
Professional services and other								
Professional services and other gross profit - GAAP	\$ 0.3	\$ 3.2	\$ 1.3	\$ 0.7	\$ 8.0	\$ 5.1	\$ 15.0	\$ (0.5)
Professional services and other gross margin - GAAP	0.3%	3.9%	8.5%	5.4%	39.2%	28.4%	22.7%	-4.0%
Professional services and other gross profit adjustments	1.2	2.0	0.2	0.3	0.3	0.3	1.1	0.8
Professional services and other gross profit - non-GAAP	\$ 1.5	\$ 5.2	\$ 1.5	\$ 1.0	\$ 8.2	\$ 5.4	\$ 16.2	\$ 0.3
Professional services and other gross margin - non-GAAP	1.8%	6.2%	10.1%	7.6%	40.5%	30.3%	24.4%	2.7%

Operating expenses

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$ in millions)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
GAAP research and development, net as a % of GAAP revenue	\$ 100.0 23.1%	\$ 111.3 24.3%	\$ 31.2 30.7%	\$ 29.1 27.7%	\$ 31.9 28.3%	\$ 36.5 29.5%	\$ 128.7 29.0%	\$ 33.4 29.1%
Stock-based compensation expenses (1)	(4.9)	(6.3)	(1.2)	(1.5)	(1.7)	(1.3)	(5.6)	(2.0)
Acquisition expenses, net (2)	-	(0.3)	(0.1)	(0.1)	-	-	(0.2)	-
Restructuring expenses (2)	-	(0.2)	-	(0.1)	(0.3)	-	(0.3)	-
Separation expenses (2)	-	-	-	-	-	(0.1)	(0.1)	(0.1)
Other adjustments (2)	-	-	-	(0.1)	0.1	-	-	-
Non-GAAP research and development, net as a % of non-GAAP revenue	\$ 95.2 21.9%	\$ 104.5 22.6%	\$ 29.9 29.2%	\$ 27.3 25.7%	\$ 30.1 26.5%	\$ 35.1 28.2%	\$ 122.4 27.4%	\$ 31.3 27.2%
GAAP selling, general and administrative expenses as a % of GAAP revenue	\$ 137.3 31.7%	\$ 153.9 33.7%	\$ 40.3 39.7%	\$ 32.7 31.2%	\$ 40.2 35.6%	\$ 49.4 39.8%	\$ 162.6 36.7%	\$ 50.8 44.3%
Stock-based compensation expenses (1)	(18.4)	(21.8)	(4.7)	(4.7)	(5.2)	(5.2)	(19.8)	(6.1)
Acquisition (expenses) benefit, net (2)	(0.7)	4.8	0.1	0.7	1.9	(1.2)	1.5	(0.7)
Restructuring expenses (2)	(0.4)	(0.4)	(0.9)	(0.2)	(0.5)	(0.8)	(2.4)	(0.5)
Separation expenses (2)	(0.1)	(2.2)	(2.9)	(2.5)	(5.6)	(8.4)	(19.4)	(8.6)
Other adjustments (2)	0.7	(2.7)	-	0.4	0.1	(0.1)	0.3	-
Non-GAAP selling, general and administrative expenses as a % of non-GAAP revenue	\$ 118.4 27.3%	\$ 131.5 28.4%	\$ 31.8 31.1%	\$ 26.5 24.9%	\$ 30.9 27.2%	\$ 33.7 27.0%	\$ 122.8 27.5%	\$ 35.0 30.3%

Operating and EBITDA margins

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$ in millions)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
GAAP operating income (loss)	\$ 18.7	\$ 27.3	\$ (3.2)	\$ 11.2	\$ 9.9	\$ 0.4	\$ 18.3	\$ (2.6)
GAAP operating margin	4.3%	6.0%	-3.2%	10.7%	8.7%	0.3%	4.1%	-2.3%
Revenue adjustments	0.3	5.7	1.1	1.2	0.7	0.5	3.6	0.4
Amortization of acquired technology	7.4	2.4	0.3	0.2	0.2	0.2	0.9	0.2
Amortization of other acquired intangible assets	0.7	0.6	0.3	0.3	0.3	0.3	1.2	0.3
Stock-based compensation expenses	25.5	31.0	6.3	6.8	7.5	7.0	27.5	9.2
Acquisitions expenses, net	0.6	(4.5)	-	(0.6)	(1.9)	1.5	(0.9)	0.7
Restructuring expenses	0.4	0.8	0.9	0.3	0.8	0.8	2.8	0.5
Separation expenses	0.1	2.2	2.9	2.5	5.6	8.5	19.5	8.7
Impairment charges	-	-	-	-	-	-	-	-
Other adjustments	(0.7)	2.7	-	(0.3)	(0.2)	0.2	(0.3)	-
Non-GAAP operating income	\$ 53.1	\$ 68.3	\$ 8.6	\$ 21.6	\$ 22.8	\$ 19.5	\$ 72.6	\$ 17.3
Depreciation and amortization (4)	\$ 12.9	\$ 14.2	\$ 4.2	\$ 4.1	\$ 4.0	\$ 4.1	\$ 16.4	\$ 3.8
Adjusted EBITDA	\$ 66.1	\$ 82.5	\$ 12.7	\$ 25.8	\$ 26.8	\$ 23.7	\$ 89.0	\$ 21.1
Non-GAAP operating margin	12.3%	14.8%	8.4%	20.4%	20.0%	15.7%	16.2%	15.0%
Adjusted EBITDA margin	15.2%	17.8%	12.4%	24.3%	23.6%	19.0%	19.9%	18.3%

Other expense, tax and net income

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$ in millions)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
Other income (expense) reconciliation								
GAAP other income (expense), net	\$ 1.3	\$ 2.6	\$ 0.1	\$ 0.9	\$ 3.3	\$ 2.2	\$ 6.4	\$ 0.2
Change in fair value of equity investment	-	-	-	-	(3.8)	-	(3.8)	(0.7)
Other adjustments	0.1	-	-	-	-	-	-	-
Non-GAAP other income (expense), net	\$ 1.4	\$ 2.6	\$ 0.1	\$ 0.9	\$ (0.5)	\$ 2.2	\$ 2.7	\$ (0.6)
Tax provision (benefit) reconciliation								
GAAP provision (benefit) for income taxes	\$ 7.6	\$ 2.6	\$ (2.5)	\$ 5.9	\$ 4.0	\$ (3.0)	\$ 4.4	\$ 0.8
GAAP effective income tax rate	38.2%	8.6%	78.9%	48.4%	30.4%	-115.5%	17.9%	-33.8%
Non-GAAP tax adjustments	-	7.1	3.1	(4.1)	(2.2)	(0.1)	(3.3)	1.2
Non-GAAP provision (benefit) for income taxes	\$ 7.6	\$ 9.6	\$ 0.7	\$ 1.8	\$ 1.7	\$ (3.1)	\$ 1.1	\$ 2.0
Non-GAAP effective income tax rate	14.0%	13.6%	7.9%	7.9%	7.9%	-14.3%	1.5%	12.2%
Net income (loss) reconciliation								
GAAP net income (loss)	\$ 12.3	\$ 27.4	\$ (0.7)	\$ 6.3	\$ 9.2	\$ 5.5	\$ 20.3	\$ (3.3)
Total GAAP net income (loss) adjustments	34.4	33.9	8.6	14.5	11.4	19.3	53.8	18.0
Non-GAAP net income	\$ 46.8	\$ 61.3	\$ 8.0	\$ 20.8	\$ 20.5	\$ 24.8	\$ 74.1	\$ 14.7
Net income attributable to noncontrolling interest	\$ 3.6	\$ 7.2	\$ 1.8	\$ 1.8	\$ 1.3	\$ 1.2	\$ 6.1	\$ 1.1
Net income (Loss) attributable to cogynte software Ltd. common shares reconciliation								
GAAP net income (loss) attributable to Cogynte Software Ltd. common shares	\$ 8.7	\$ 20.2	\$ (2.5)	\$ 4.5	\$ 7.8	\$ 4.3	\$ 14.2	\$ (4.4)
Total GAAP net income (loss) adjustments	34.4	33.9	8.6	14.5	11.4	19.3	53.8	18.0
Non-GAAP net income attributable to Cognyte Software Ltd common shares	\$ 43.2	\$ 54.1	\$ 6.2	\$ 19.0	\$ 19.2	\$ 23.6	\$ 68.0	\$ 13.6

EPS

	Year Ended	Year Ended	Three Months Ended				Year Ended	Three Months Ended
(\$,shares in thousands)	1/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	1/31/2021	1/31/2021	4/30/2021
GAAP diluted net income (loss) per share attributable to Cognyte Software Ltd.	\$ 0.13	\$ 0.31	\$ (0.04)	\$ 0.07	\$ 0.12	\$ 0.07	\$ 0.22	\$ (0.07)
Non-GAAP diluted net income per share attributable to Cognyte Software Ltd.	\$ 0.66	\$ 0.82	\$ 0.09	\$ 0.29	\$ 0.29	\$ 0.36	\$ 1.03	\$ 0.20
GAAP weighted-average shares used in computing diluted net income (loss) per common share	65,773	65,773	65,773	65,773	65,773	65,773	65,773	65,842
Additional weighted-average shares applicable to non-GAAP net income per share attributable to Cognyte software Ltd.	-	-	-	-	-	-	-	964
Non-GAAP diluted weighted-average shares used in computing net income per share	65,773	65,773	65,773	65,773	65,773	65,773	65,773	66,806

Footnotes

- The figures for the periods prior to the three months ended April 30, 2021 represent the stock-based compensation expenses applicable to cost of revenue, research and development expenses and selling, general and administrative expenses as allocated to Cognyte from the combined Verint total expenses based on specific identification where possible, with the remainder being allocated on the basis of revenue as a relevant measure, which we believe provides a reasonable approximation for purposes of understanding the relative GAAP and non-GAAP gross margins and operating margins of the Cognyte business.
- (1)
- The figures for the periods prior to the three months ended April 30, 2021 represent the portion of acquisition expenses (benefit), net, restructuring expenses and separation expenses applicable to cost of revenue, research and development expenses and selling, general and administrative expenses as allocated to Cognyte from the combined Verint total expenses based on specific identification where possible, with the remainder being allocated on the basis of revenue as a relevant measure, which we believe provides a reasonable approximation for purposes of understanding the relative GAAP and non-GAAP gross margins and operating margins of the Cognyte business.
- (2)
- The figures for the periods prior to the three months ended April 30, 2021 represent certain depreciation and amortization expenses, which are otherwise included in non-GAAP operating income as allocated to Cognyte from the combined Verint total expenses based on specific identification where possible, with the remainder being allocated on the basis of revenue as a relevant measure, which we believe provides a reasonable approximation for purposes of understanding the relative adjusted EBITDA of the Cognyte business.
- (3)
- Revenue for the three months ended April 30, 2021 at constant currency is calculated by translating current-period GAAP or non-GAAP foreign currency revenue (as applicable) into U.S. dollars using average foreign currency exchange rates for the three months ended April 30, 2020 rather than actual current-period foreign currency exchange rates.
- (4)

Supplemental information and non-GAAP measures

The press release includes reconciliations of certain financial measures not prepared in accordance with Generally Accepted Accounting Principles ("GAAP"), consisting of non-GAAP revenue, non-GAAP software and software service revenue, non-GAAP professional service and other revenue, GAAP and non-GAAP gross profit and gross margins, non-GAAP software and software service gross profit, non-GAAP professional service and other gross profit, GAAP and non-GAAP research and development, net, GAAP and non-GAAP selling, general and administrative expenses, GAAP and non-GAAP operating income and operating margins, GAAP and non-GAAP other income (expense), net, GAAP and non-GAAP provision for (benefit from) income taxes and non-GAAP effective income tax rate, GAAP and non-GAAP net income attributable to Cognyte, adjusted EBITDA and adjusted EBITDA margin. non-GAAP diluted net income per share attributable to [Cognyte] and weighted average shares used in computing such measure. The tables above include a reconciliation of each non-GAAP financial measure for completed periods presented in this press release to the most directly comparable GAAP financial measure.

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 software 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 our management believes they provide meaningful information about the financial performance of our business and are useful to investors for informational and comparative purposes.

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 software and software services revenue and professional services and other revenue 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. 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.

Acquisition expenses (benefit), 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.

Supplemental information and non-GAAP measures

Separation expenses. On December 4, 2019, Verint announced its intention to separate into two independent publicly traded companies: Cognyte Software Ltd., which consists of Verint's Cyber Intelligence Solutions business, and Verint Systems Inc., which consists of its Customer Engagement Business. We incurred significant expenses to separate the aforesaid businesses, including third-party advisory, accounting, legal, consulting, and other similar services related to the separation as well as costs associated with the operational separation from Verint, including those related to human resources, brand management, real estate, and information technology to the extent not capitalized. These costs are incremental to our normal operating expenses and incurred solely as a result of the separation transaction. Accordingly, we are excluding these separation expenses from our non-GAAP financial measures in order to evaluate our performance on a comparable basis.

Other adjustments. We exclude from our non-GAAP financial measures rent expense for redundant facilities, gains on change in fair value of equity investment, 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.

Non-GAAP income tax adjustments. We exclude our GAAP provision (benefit) for income taxes from our non-GAAP measures of net income attributable to Cognyte Software Ltd., 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. 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.

Supplemental Information About Constant Currency

Because we operate on a global basis and transact business in many currencies, fluctuations in foreign currency exchange rates can affect our consolidated U.S. dollar operating results. To facilitate the assessment of our performance excluding the effect of foreign currency exchange rate fluctuations, we calculate our GAAP and non-GAAP revenue, cost of revenue, and operating expenses on both an as-reported basis and a constant currency basis, allowing for comparison of results between periods as if foreign currency exchange rates had remained constant. We perform our constant currency calculations by translating current-period foreign currency results into U.S. dollars using prior-period average foreign currency exchange rates or hedge rates, as applicable, rather than current period exchange rates. We believe that constant currency measures, which exclude the impact of changes in foreign currency exchange rates, facilitate the assessment of underlying business trends.

Unless otherwise indicated, our financial outlook for revenue, operating margin, and diluted earnings per share, which is provided on a non-GAAP basis, reflects foreign currency exchange rates approximately consistent with rates in effect when the outlook is provided.

We also incur foreign exchange gains and losses resulting from the revaluation and settlement of monetary assets and liabilities that are denominated in currencies other than the entity's functional currency. Our financial outlook for diluted earnings per share includes net foreign exchange gains or losses incurred to date, if any, but does not include potential future gains or losses.