# Investor Presentation 4Q FY20 November 18, 2020



# **Cautionary Note Regarding Forward-Looking Statements**

This release contains certain "forward-looking statements." All statements other than statements of historical fact are "forward-looking" statements for purposes of the U.S. federal and state securities laws. These statements may be identified by the use of forward-looking terminology such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "might," "our vision," "plan," "potential," "preliminary," "predict," "should," "will," or "would" or the negative thereof or other variations thereof or comparable terminology. Avava Holdings Corp. (the "Company") has based these forward-looking statements on its current expectations, assumptions, estimates and projections. These statements, including the Company's outlook, do not include the potential impact of any business combinations, asset acquisitions, divestitures, strategic investments or other strategic transactions completed after the date hereof. While the Company believes these expectations, assumptions, estimates and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond its control. Risks and uncertainties that may cause these forwardlooking statements to be inaccurate include, among others, the duration, severity and impact of the coronavirus pandemic ("COVID-19"), as well as governmental and business responses to COVID-19, and the impact the pandemic and such responses have on our business, financial performance, liquidity and other factors discussed in the Company's Annual Report on Form 10-K and subsequent quarterly reports on Form 10-Q filed with the Securities and Exchange Commission (the "SEC"). These risks and uncertainties may cause the Company's actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forwardlooking statements. For a further list and description of such risks and uncertainties, please refer to the Company's filings with the SEC that are available at www.sec.gov. The Company cautions you that the list of important factors included in the Company's SEC filings may not contain all of the material factors that are important to you. In addition, in light of these risks and uncertainties, the matters referred to in the forwardlooking statements contained in this presentation may not in fact occur. The Company undertakes no obligation to publicly update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

These slides, as well as current and historical financial data, are available on our website at investors.avaya.com.

None of the information included on the Company's website is incorporated by reference in this presentation.



# Use of non-GAAP (Adjusted) Financial Measures

The information furnished in this presentation includes non-GAAP financial measures that differ from measures calculated in accordance with generally accepted accounting principles in the United States of America ("GAAP").

EBITDA is defined as net income (loss) before income taxes, interest expense, interest income and depreciation and amortization. Adjusted EBITDA is EBITDA further adjusted to exclude certain charges and other adjustments described in our SEC filings and the tables in the Appendix hereto.

We believe that including supplementary information concerning adjusted EBITDA is appropriate because it serves as a basis for determining management and employee compensation and it is used as a basis for calculating covenants in our credit agreements. In addition, we believe adjusted EBITDA provides more comparability between our historical results and results that reflect purchase accounting and our current capital structure. We also present adjusted EBITDA because we believe analysts and investors utilize these measures in analyzing our results. Adjusted EBITDA measures our financial performance based on operational factors that management can impact in the short-term, such as our pricing strategies, volume, costs and expenses of the organization, and it presents our financial performance in a way that can be more easily compared to prior quarters or fiscal years.

EBITDA and adjusted EBITDA have limitations as analytical tools. EBITDA measures do not represent net income (loss) or cash flow from operations as those terms are defined by GAAP and do not necessarily indicate whether cash flows will be sufficient to fund cash needs. Adjusted EBITDA excludes the impact of earnings or charges resulting from matters that we do not consider indicative of our ongoing operations but that still affect our net income. In particular, our formulation of adjusted EBITDA allows adjustment for certain amounts that are included in calculating net income (loss), however, these are expenses that may recur, may vary and are difficult to predict. In addition, these terms are not necessarily comparable to other similarly titled captions of other companies due to the potential inconsistencies in the method of calculation.

We also present the measures non-GAAP revenue, non-GAAP gross margin, non-GAAP operating income and non-GAAP operating margin as a supplement to our unaudited condensed consolidated financial statements presented in accordance with GAAP. We believe these non-GAAP measures are the most meaningful for period to period comparisons because they exclude the impact of the earnings and charges noted in the applicable tables in the Appendix to this presentation that resulted from matters that we consider not to be indicative of our ongoing operations.

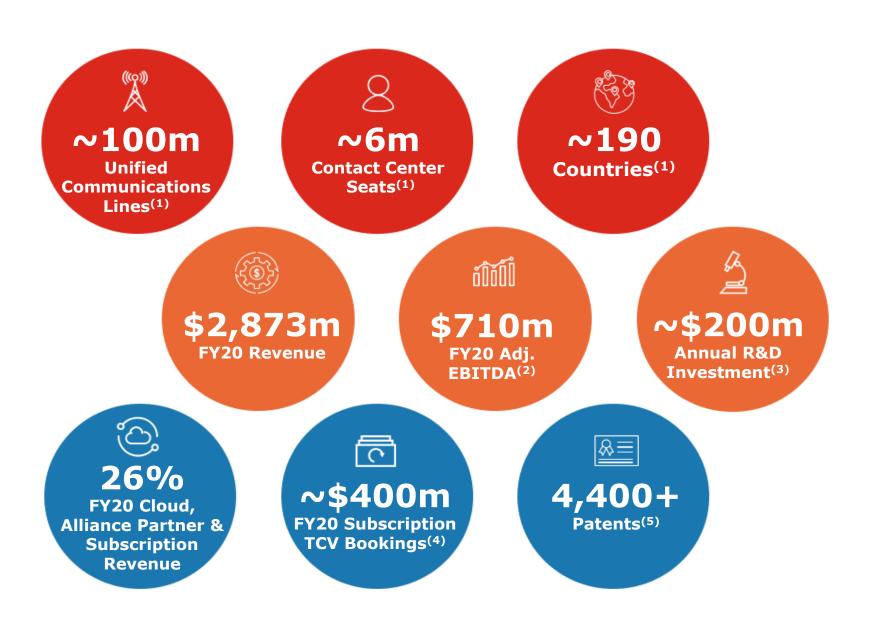
In addition, we present the liquidity measure of free cash flow. Free cash flow is calculated by subtracting capital expenditures from Net cash provided by operating activities. We believe free cash flow is a measure often used by analysts and investors to compare the cash flow and liquidity of companies in the same industry.

The presentation of these non-GAAP financial measures is not intended to be considered in isolation from, as substitute for, or superior to, the financial information prepared and presented in accordance with GAAP and may be different from the non-GAAP financial measures used by other companies. In addition, these non-GAAP measures have limitations in that they do not reflect all of the amounts associated with the Company's results of operations as determined in accordance with GAAP.

The Appendix to this presentation includes tables that reconcile historical GAAP measures to non-GAAP measures.



# Avaya's FY20 at a Glance



- Avaya is a leading pure-play
  Unified Communications &
  Collaboration and Contact
  Center Software company with
  over 100,000 global
  customers<sup>(1)</sup>
- Avaya serves over 90% of the largest US companies<sup>(1)</sup>
- Major strategic partnerships broaden product portfolio
- Q4 FY20 Financials:
  - \$755m Revenue
  - \$200m Adj. EBITDA<sup>(2)</sup>
  - 63% Recurring Revenue
  - 88% Software & Services Revenue
  - 33% CAPS Revenue



<sup>(2)</sup> Adjusted EBITDA is a non-GAAP measure. See non-GAAP reconciliation in the Appendix hereto for a reconciliation to the nearest GAAP measure. (3) For fiscal 2020, 2019, and 2018

# **Arc of Avaya's Journey**

Phase 3 FY21 & Beyond

**Growth and Relevance**Strategic Cloud Platform

Phase 2 FY19-20

**Transition and Transform** 

Software | SaaS | Cloud

**Phase 1 FY17-18** 

Restructure & Recapitalize

**On-premise Solutions** 



# **Business Model Evolution**

**Perpetual license** 

**Hardware** 

**On-premise delivery** 

**Product centric** 

**Previous Model** 

**Subscription** 

**Software and Services** 

**Cloud delivery** 

**Solutions centric** 

**New Model** 

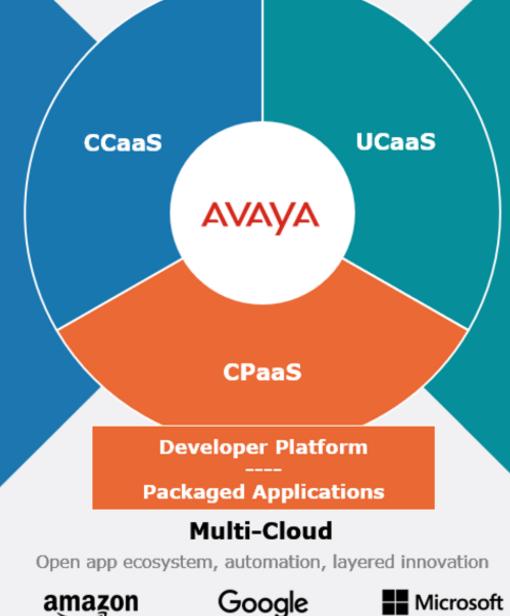


# **Avaya OneCloud**<sup>™</sup>

Private - Public - Hybrid - Subscription
On Premise

### The Future Customer Experience Center

Customer Experience Center
Automation and Self Service
AI and Knowledge
Analytics and Reporting
Workforce Engagement



# The Future Digital Workplace

Calling
Meetings
Messaging
Collaboration
Conferencing



# **Customer Benefits of Avaya OneCloud**



### Flexibility

- Offer simplicity
- Sweat existing assets with migration path to cloud
- Ease of trialing and deploying new capabilities



#### Scalability

- Reduced excess capacity
- Rapidly scale up / down when required
- Rapidly move to Avaya OneCloud private, public or hybrid



### Predictability

- · No hidden fees
- Reduction in large periodic CapEx items
- More features included with bundling – reduced one-time purchases for incremental users or features



#### Feature Delivery

- Access to new features immediately
- Built-in upgrades and and continuous solution enablement improves business continuity

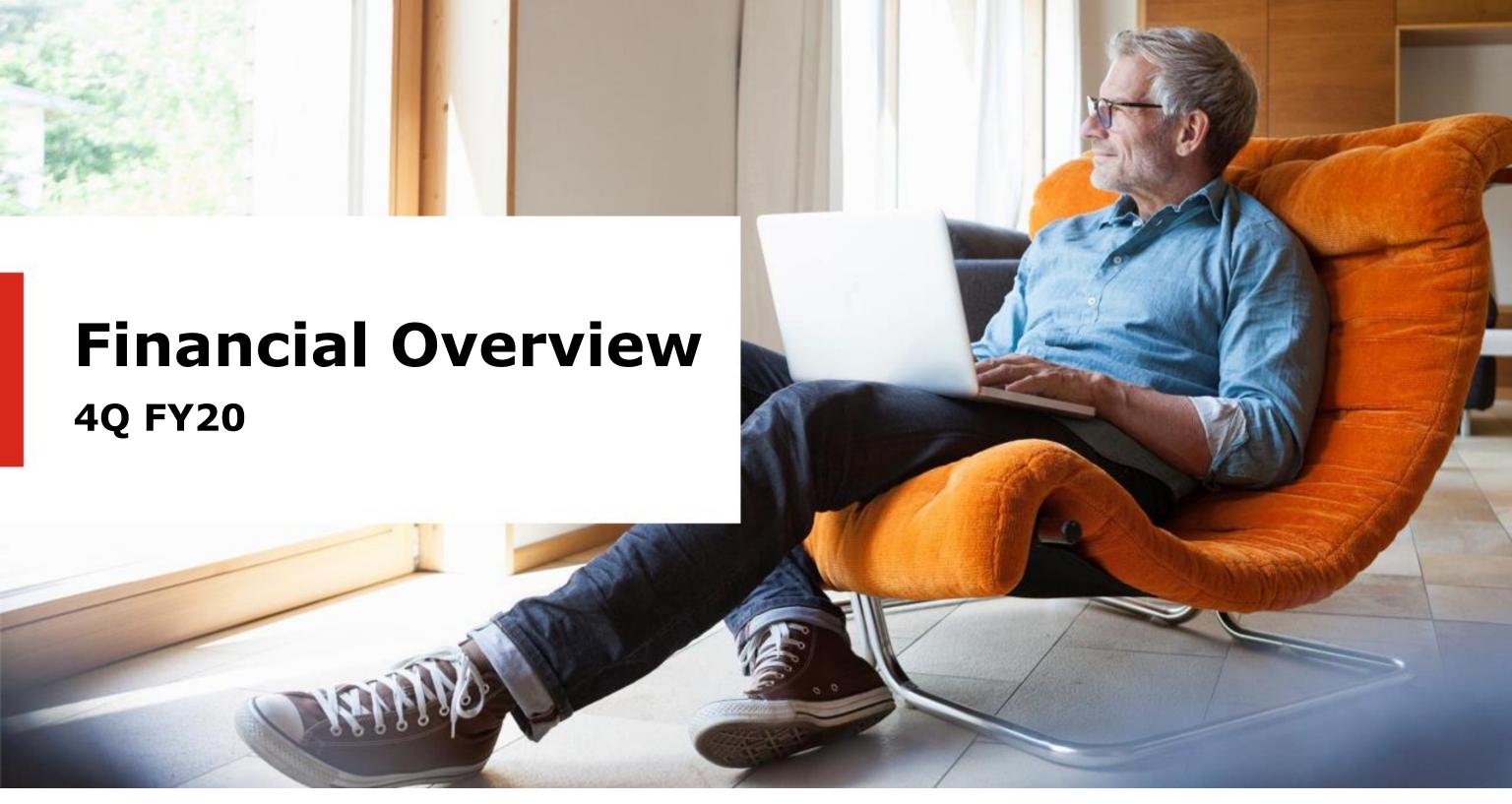
**Risk Mitigation for Cloud Migrations** 



# Why Avaya Wins







# 4Q FY20 Financial Highlights



\$757M

Total Non-GAAP Revenue \$2.1B

Total Contract Value<sup>(2)</sup> 61%

Gross Margin<sup>(1)</sup>

#### Revenue (1)

88%

Software and Services

63%

Recurring

33%

Cloud, Alliance
Partner &
Subscription
Revenue



<sup>(1)</sup> Percentages are based on **non-GAAP Revenue**.\*

<sup>(2)</sup> TCV is defined as the value of all active ratable contracts that have not been recognized as revenue, including both billed and unbilled backlog.

<sup>\*</sup> For a reconciliation of non-GAAP to GAAP financial information, please see the Appendix of this presentation.

# Financial Strength & Flexibility

Liquidity

Strong Balance Sheet

**Resources to Invest** 

**Highly Profitable** 



Adj. EBITDA(1)(2)



\$70M 9% of Revenue

Cash Flow from Operations(1)(2)



<sup>(1)</sup> Adjusted EBITDA, Adjusted EBITDA Margin, and CFFO Margin are based on <u>non-GAAP Revenue</u>.\* (2) For and as of 4Q ending September 30, 2020.



<sup>&</sup>lt;sup>(3)</sup>Net-debt as of September 30, 2020, defined as short term debt and long term debt less cash, and Trailing Twelve Months (TTM) Adjusted EBITDA were used for this calculation.\*

<sup>\*</sup> For a reconciliation of non-GAAP to GAAP financial information, please see the Appendix of this presentation.

# Financial Policy & Capital Allocation

~\$400M 2.5x Minimum ~\$250-300M Long **Cash Balance Net Leverage**(1) **Term Targets** ~\$550M Low to Mid BB/Ba **Senior Secured Minimum Liquidity** 

## **FY20 Accomplishments**

- Prioritized debt reduction:
  - \$250M paydown Nov'19
- Share buyback execution
  - \$330M utilized
  - 26% of outstanding common stock repurchased

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Debt refinancing

(Cash + ABL Revolver Availability)

- \$1,000M of high yield notes issued due 2028
- \$800M of Term Loan extended to2027 maturity
- Extended weighted average maturity from 4.1 years to 6.1 years



**Debt Rating**<sup>(2)</sup>

# **Business Model Transformation**

(Calculated based on non-GAAP Revenue)\*

	FY18	FY19	1H'20	2H'20	Q4'FY20
Revenue YoY Growth**	(2)% <sup>(1)</sup>	(4)%	(4)%	+2%	+3%
Revenue from Software and Services	82%	83%	87%	88%	88%
Recurring Revenue	57%	58%	62%	64%	63%
Revenue from CAPS	14%	15%	20%	32%	33%
Non-GAAP Gross Margin*	63%	61%	61%	61%	61%
Adjusted EBITDA Margin*	24%	24%	23%	26%	26%

- Q3 and Q4 FY20 marked an inflection point for revenue growth
- Transforming the business to a recurring revenue and software-oriented model
- Achieved the 30% CAPS target a year ahead of schedule
- Investing substantially in R&D and Go-To-Market to address the growing Cloud-First TAM

<sup>\*\*</sup> FY18 revenue growth as-reported; FY19 & FY20 revenue growth on a constant currency basis using foreign exchange rates as of September 30th of the respective comparison period. The Company presents constant currency information to provide a framework to assess how the Company's underlying businesses performance excluding the effect of foreign currency rate fluctuations. To present this information for current and comparative prior period results for entities reporting in currencies other than U.S. dollars, the amounts are converted into U.S. dollars at the exchange rate in effect on the last day of the Company's prior fiscal year.

(1) Revenues exclude discontinued operations for the divestiture of the Company's Networking business in a transaction completed in FY17



<sup>\*</sup> For a reconciliation of non-GAAP to GAAP financial information, please see the Appendix of this presentation.

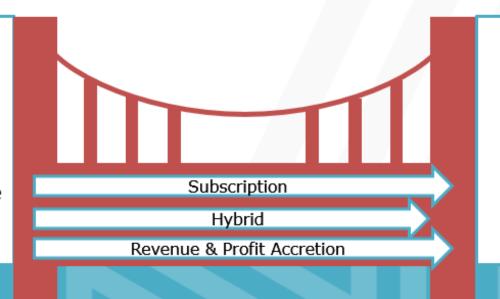
# Avaya OneCloud Subscription... Beyond Just A Commercial Model

#### Subscription offers introduce key elements of cloud flexibility:

Simplification – Adaptability – Risk Mitigation – Innovation – Business Continuity

#### **On-Premise**

- Large Enterprise
- Midmarket
- Higher upfront cost
- License + Maintenance
- Longer upgrade cycle



#### OneCloud

- Large Enterprise,
   Midmarket and SMB
- Lower startup cost
- OpEx model
- Continuous innovation



# **Introducing OneCloud ARR**

#### What is OneCloud ARR?

 A baseline for expected cloud revenue over the next 12 months

#### What's Included:

 OneCloud Subscription, ACO Recurring, CCaaS, Spaces<sup>™</sup>, CPaaS, DaaS, Private Cloud

#### What's Excluded:

Maintenance, Managed Services, ACO Bounty

4Q20 400%+ Growth YoY

70% of ARR from customers paying over \$1M annually

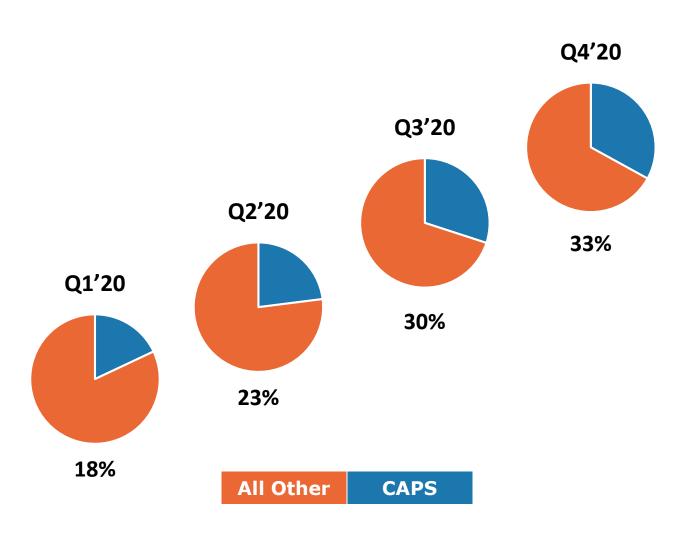
Customer Experience & Contact Center growing faster than UCC within ARR

16



# **Cloud & ARR Growth**

#### CAPS as % of Non-GAAP Revenue\*



#### **OneCloud ARR Growth**





# **Subscription Revenue & Cash Dynamics**

Illustrative: \$300 New Booking under Perpetual and Premise Subscription, renews at 100% renewal rate in Year 4

Premise – Po	erpetual		(Ca	pEx)		
Revenue Type	Y1	Y2	Y3	Y4	Y5	Y6
Point-in-time	\$210					
Over-time	30	30	30	30	30	30
Total Revenue	240	30	30	30	30	30
CFFO	240	30	30	30	30	30
Working Capital	0	0	0	0	0	0
ARR	30	30	30	30	30	30
Ending Backlog	60	30	О	60	30	0
			`\			

Premise – S	ubscripti	on	(Op	Ex)		
Revenue Type	Y1	Y2	Y3	Y4	Y5	Y6
Point-in-time	\$180			180		
Over-time	40	40	40	40	40	40
Total Revenue	220	40	40	220	40	40
CFFO	100	100	100	100	100	100
Working Capital	(120)	60	60	(120)	60	60
OneCloud ARR	100	100	100	100	100	100
OneCloud TCV (Ending backlog)	80	40	0	80	40	0

#### **Perpetual long-term Dynamics:**

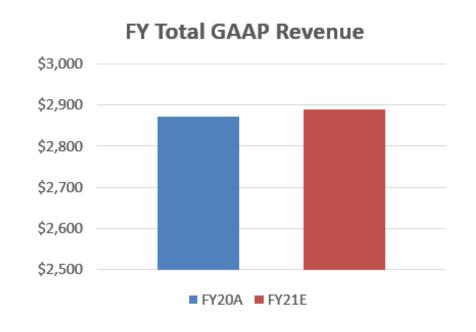
- In "Year-4", customer renews, customer has perpetual rights to license; only maintenance element is recurring & renewable
- Total cash flow over illustrative 6-year period = \$390

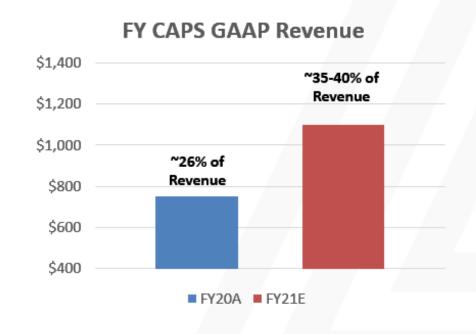
#### **Subscription long-term Dynamics:**

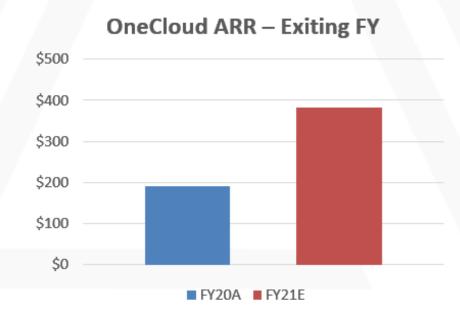
- Customer has term-based usage rights, and in "Year-4" customer renews the entire recurring revenue stream
- Point-in-time revenue repeats upon renewal in "Year-4"
- Total cash flow over illustrative 6-year period = \$600



# Fiscal Year 2021 Transformational KPIs







**Growth YoY:** 

+ 0-1%







# 4Q FY20 Update

Non-GAAP*[]\$M, as reported	4	Q FY2	20	3	Q FY2	20	4	Q FY1	19
Revenue	\$	757		\$	722		\$	726	
Gross Margin		61.2	%		61.1	%		60.6	%
Operating Expense (% of revenue)		38.7	%		38.4	%		37.9	%
Operating Margin		22.5	%		22.7	%		22.7	%
Adjusted EBITDA	\$	200		\$	187		\$	184	
Adjusted EBITDA Margin		26.4	%		25.9	%		25.3	%

#### **4Q Financial Highlights**

- Continued large deal activity with 135 deals over \$1 million, 17 over \$5 million, and 4 over \$10 million
- Total Contract Value (TCV)(1) of \$2.1B
- Added approximately 1,500 new logos
- Generated \$70 million in cash flow from operations





\* For a reconciliation of non-GAAP to GAAP financial information, please see the Appendix of this presentation.

# 4Q FY20 Update

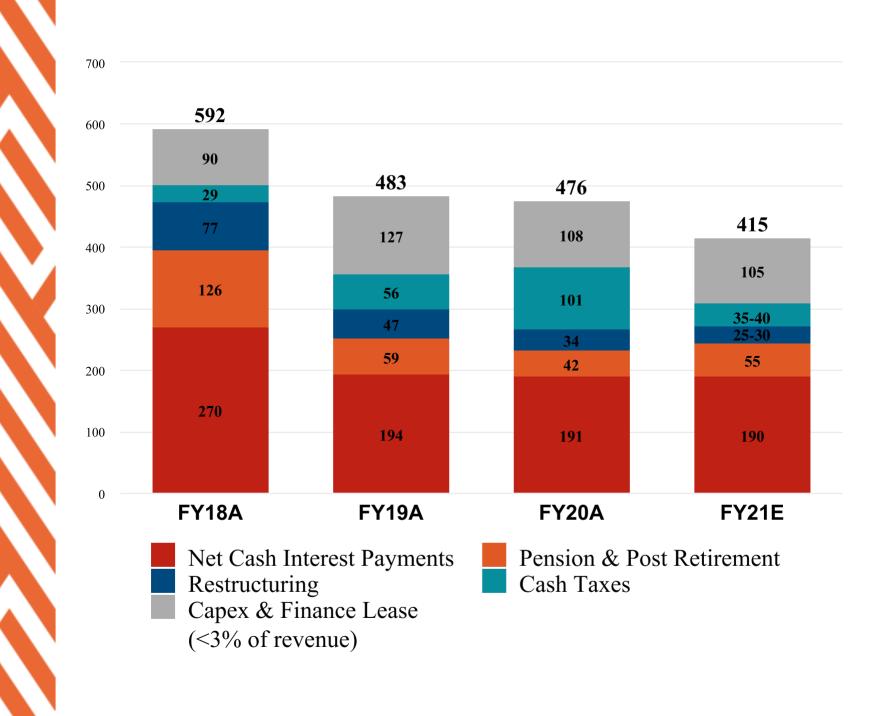
#### **Business Highlights**

- One of the top 10 largest banks in the US and an Avaya customer for over 20 years, will use the Avaya OneCloud Subscription solution to support an increasing population of remote workers and transition over 70,000 users in their retail branches from using Cisco, to using the Avaya OneCloud Subscription solution.
- Allina Health, which owns or operates 13 hospitals and more than 90 clinics, will transition over 47,000 unified communications and contact center seats using Avaya OneCloud Subscription to support their COVID-19 remote agents with additional entitlements, while also leveraging mobile functionality for their remote workforce.
- The Art Institutes, a system of private schools throughout the United States, selected Avaya Cloud Office™ to support nearly 700 users across its eight campuses. With a five-year agreement, Avaya is supporting multi-location requirements with increased flexibility, functionality and centralized operations.
- Connex, one of Avaya's largest Canadian partners, replaced Microsoft Teams with Avaya Cloud Office for their unified communications and collaboration requirements. They operate across North America, servicing approximately 150,000 users for more than 75,000 agents.
- The Avaya OneCloud Spaces<sup>™</sup> collaboration application was named to the 2020 Gartner Magic Quadrant for Meeting Solutions. Avaya Spaces<sup>™</sup> was launched this past January and is available in nearly 100 countries to meet the needs of a work-from-anywhere world with a leading-edge user experience.
- Avaya was named to the Forbes 2020 list of "World's Best Employers." Companies included on this list
  are recognized by their employees based on how the company handles important quality of work and
  life issues, including gender equality, social responsibility, image, economic footprint, talent
  development and COVID-19 response.
- Industry Wired Magazine recognized Avaya as one of the World's Top 10 Best Contact Center Solution Providers in 2020.



# **Uses of Cash**

- All values in \$M
- Net Cash Interest Payments includes interest payments on long-term debt and payments classified as adequate protection payments in connection with Chapter 11 proceedings, net of interest income
- Pension settlement payments to PBGC not included within Pension & Post Retirement payments





# **Quarterly Income Statement**

(Amounts are GAAP and dollars in millions)

GAAP Revenue:	4Q20	3Q20	4Q19
Product	\$ 269	\$ 261	\$ 314
Services	486	460	409
GAAP Total Revenue	\$ 755	\$ 721	\$ 723
GAAP Gross Margin:			
Product	44.2 %	44.1 %	50.0 %
Services	61.5 %	61.3 %	57.5 %
GAAP Total Gross Margin	55.4 %	55.1 %	54.2 %
GAAP Operating Margin	9.8 %	7.4 %	7.2 %



# **Quarterly Non-GAAP Income Statement Information**

(Amounts are non-GAAP and dollars in millions)\*

Non-GAAP Revenue:	4Q20	3Q20	4Q19
Product	\$ 269	\$ 262	\$ 315
Services	488	460	411
Non-GAAP Total Revenue	\$ 757	\$ 722	\$ 726
Non-GAAP Gross Margin:			
Product	60.2 %	60.7 %	64.4 %
Services	61.7 %	61.3 %	57.7 %
Non-GAAP Total Gross Margin	61.2 %	61.1 %	60.6 %
Non-GAAP Operating Margin	22.5 %	22.7 %	22.7 %
Adjusted EBITDA	\$ 200	\$ 187	\$ 184
Adjusted EBITDA % <sup>(1)</sup>	26.4 %	25.9 %	25.3 %



# Quarterly Non-GAAP Revenue by Region

(All dollars amounts are non-GAAP in millions)\*

Revenue	4Q20	3Q20	4Q19
U.S.	448	\$ 415	\$ 393
EMEA	179	178	184
APAC	74	76	86
AI	56	53	63
Total	\$ 757	722	\$ 726
% of Total Revenue			
U.S.	59 %	58 %	54 %
EMEA	24 %	25 %	25 %
APAC	10 %	10 %	12 %
Al	7 %	7 %	9 %
Total	100 %	100 %	100 %



# **Balance Sheet and Operating Metrics**

(Dollars in millions, Balance sheet items as of the end of the period indicated)

	4Q20	3Q20	4Q19
Total Cash and Cash Equivalents	\$ 727	\$ 742	\$ 752
Cash Flow from Operations	\$ 70	\$ 45	\$ 66
Capital Expenditures and Capitalized Software	\$ 26	\$ 24	\$ 29
Days Sales Outstanding (DSO) <sup>(1)</sup>	50	53	55
Inventory Turns	14.0	12.8	11.6
Headcount (as of the end of the period indicated)	8,266	8,255	7,876
Trailing Twelve Month Revenue (\$K) / Employee(2)* (Headcount as of the end of the period indicated)	\$ 348	\$ 345	\$ 369





#### Adjusted EBITDA

					Thre	ee months ended	,			
(In millions)	Sept. 30,	2020	June 3	30, 2020	N	/lar. 31, 2020		Dec. 31, 2019	Sept. 30, 201	
Net income (loss)	\$	37	\$	9	\$	(672)	\$	(54)	\$	(34)
Interest expense		64		51		53		58		60
Interest income		_		(1)		(2)		(3)		(3)
(Benefit from) provision for income taxes		(20)		20		37		25		32
Depreciation and amortization		104		107		105		107		108
EBITDA		185		186		(479)		133		163
Impact of fresh start accounting adjustments		1		1		(1)		_		(2)
Restructuring charges, net of sublease income		2		14		3		1		10
Advisory fees		—		_		1		39		8
Acquisition-related costs				_		_				1
Share-based compensation		9		7		8		6		6
Impairment charges		_		_		624		_		_
Change in fair value of Emergence Date Warrants		3		3		(6)		3		(1)
Loss on foreign currency transactions		_		5		7		4		_
Gain on investments in equity and debt securities, net				(29)		(8)		(12)		(1)
Adjusted EBITDA	\$	200	\$	187	\$	149	\$	174	\$	184
Adjusted EBITDA Margin		26.4 %		25.9 %		21.8 %		24.3 %		25.3 %



Adjusted EBITDA, cont'd

				Successor			Predecessor	Non-GAAP Combined
	Fis	scal years end	ded Se	ptember 30,		from December	Period from October 1,	Figure Lynner and ad
(In millions)		2020		2019		2017 through mber 30, 2018	2017 through December 15, 2017	Fiscal year ended September 30, 2018
Net (loss) income	\$	(680)	\$	(671)	\$	287	\$ 2,977	\$ 3,264
Interest expense		226		237		169	14	183
Interest income		(6)		(14)		(5)	(2)	(7)
Provision for (benefit from) income taxes		62		2		(546)	459	(87)
Depreciation and amortization		423		443		384	31	415
EBITDA		25		(3)		289	3,479	3,768
Impact of fresh start accounting adjustments		1		5		196	_	196
Restructuring charges, net of sublease income		20		22		81	14	95
Advisory fees		40		11		18	3	21
Acquisition-related costs		_		9		15	_	15
Reorganization items, net		_		_		_	(3,416)	(3,416)
Share-based compensation		30		25		19	_	19
Loss on sale/disposal of long-lived assets, net		_		_		4	1	5
Resolution of certain legal matters		_		_		_	37	37
Impairment charges		624		659		_	_	_
Change in fair value of Emergence Date Warrants		3		(29)		17	_	17
Loss (gain) on foreign currency transactions		16		8		(28)	_	(28)
Pension/OPEB/nonretirement postemployment benefits and long-term disability costs		_		_		_	17	17
Gain on investments in equity and debt securities, net		(49)		(1)				
Adjusted EBITDA	\$	710	\$	706	\$	611	\$ 135	\$ 746
Adjusted EBITDA Margin		24.7 %		24.3 %	, )	24.9 %	22.4 %	24.4 %



Revenue by Geography

			Three N	onths Ende	d			Three Months Ended					Three Months Ended					
(In millions)	Adj. for Fres Sept. 30, 2020 Start Account				n-GAAP t. 30, 2020	June	e 30, 2020		j. for Fresh t Accounting		on-GAAP e 30, 2020	N	lar. 31, 2020		lj. for Fresh t Accounting		n-GAAP 31, 2020	
U.S.	\$	447	\$	1	\$	448	\$	415	\$	_	\$	415	\$	384	\$	1	\$	385
EMEA		178		1		179		178		_		178		172		_		172
APAC		74		_		74		75		1		76		70		_		70
Al		56				56		53				53		56	_			56
Total revenue	\$	755	\$	2	\$	757	\$	721	\$	1	\$	722	\$	682	\$	1	\$	683

			Three M	onths Ended	d		Three Months Ende	d
(In millions)	Dec	. 31, 2019		for Fresh Accounting	Non-GAAP Dec. 31, 2019	Sept. 30, 2019	Adj. for Fresh Start Accounting	Non-GAAP Sept. 30, 2019
U.S.	\$	394	\$	1	\$395	392	1	393
EMEA		186		1	187	183	1	184
APAC		77		_	77	85	1	86
Al		58		<u> </u>	58	63		63
Total revenue	\$	715	\$	2	\$717	\$ 723	\$ 3	\$ 726



Gross Margin and Operating Income

	Three months ended,										
(In millions)	Sep	t. 30, 2020	June 30, 2020			Mar. 31, 2020		Dec. 31, 2019		Sept. 30, 2019	
Reconciliation of Non-GAAP Gross Profit and Non-GAAP Gross Margin											
Gross Profit	\$	418	\$	397	\$	371	\$	394	\$	392	
Items excluded:											
Adj. for fresh start accounting		1		1		2		3		4	
Amortization of technology intangible assets		44		43		44		43		44	
Non-GAAP Gross Profit	\$	463	\$	441	\$	417	\$	440	\$	440	
GAAP Gross Margin		55.4 %		55.1 %		54.4 %		55.1 %	•	<i>54.2 %</i>	
Non-GAAP Gross Margin		61.2 %		61.1 %		61.1 %		61.4 %	•	60.6 %	
Reconciliation of Non-GAAP Operating Income											
Operating Income (Loss)	\$	74	\$	53	\$	(597)	\$	15	\$	52	
Items excluded:											
Adj. for fresh start accounting		1		1				4		4	
Amortization of intangible assets		83		83		85		84		84	
Restructuring charges, net		3		20		4		3		10	
Advisory fees		_		_		1		39		8	
Acquisition-related costs		_		_		_		_		1	
Share-based compensation		9		7		8		6		6	
Impairment charges				_		624		_		_	
Non-GAAP Operating Income	\$	170	\$	164	\$	125	\$	151	\$	165	
GAAP Operating Margin		9.8 %		7.4 %		(87.5) %		2.1 %	,	7.2 %	
Non-GAAP Operating Margin		22.5 %		22.7 %		18.3 %		21.1 %		22.7 %	



Revenue and Gross Margin

				Successor		Pr	Predecessor Non-GAAP (		GAAP Combined	
	Fisc	cal years end	led Se	ptember 30,	Period from ecember 16, 2017	Period from October 1, 2017		Figual year andod		
(In millions)		2020	2019		 through September 30, 2018		through December 15, 2017		Fiscal year ended September 30, 2018	
Reconciliation of Non-GAAP Revenue										
Revenue	\$	2,873	\$	2,887	\$ 2,247	\$	604	\$	2,851	
Adj. for fresh start accounting		6		21	206				206	
Non-GAAP Revenue	\$	2,879	\$	2,908	\$ 2,453	\$	604	\$	3,057	
Reconciliation of Non-GAAP Gross Profit and Non-GAAP Gross Margin										
Gross Profit	\$	1,580	\$	1,575	\$ 1,143	\$	362	\$	1,505	
Items excluded:										
Amortization of technology intangible assets		174		174	135		3		138	
Adj. for fresh start accounting		7		37	264				264	
Loss on disposal of long-lived assets		_		_	4		_		4	
Share-based compensation		_		_	1				1	
Non-GAAP Gross Profit	\$	1,761	\$	1,786	\$ 1,547	\$	365	\$	1,912	
GAAP Gross Margin		55.0 %		54.6 %	50.9 %		59.9 %		52.8 %	
Non-GAAP Gross Margin		61.2 %		61.4 %	63.1 %		60.4 %		62.5 %	



Product and Services Gross Margins

	Three months ended,						Fiscal year ended,				
(In millions)	Septem	nber 30, 2020		June 30, 2020	Se	eptember 30, 2019	Sep	otember 30, 2020	Sep	otember 30, 2019	
Reconciliation of Non-GAAP Gross Profit and Non-GAAP Gross Margin - Products											
Revenue	\$	269	\$	261	\$	314	\$	1,073	\$	1,222	
Costs		106		103		113		405		442	
Amortization of technology intangible assets		44		43		44		174		174	
GAAP Gross Profit		119		115		157		494		606	
Items excluded:											
Adj. for fresh start accounting		(1)		1		2		1		11	
Amortization of technology intangible assets		44		43		44		174		174	
Non-GAAP Gross Profit	\$	162	\$	159	\$	203	\$	669	\$	791	
GAAP Gross Margin		44.2 %		44.1 %		50.0 %		46.0 %		49.6 %	
Non-GAAP Gross Margin		60.2 %		60.7 %		64.4 %		62.3 %		64.4 %	
Reconciliation of Non-GAAP Gross Profit and Non-GAAP Gross Margin - Services											
Revenue	\$	486	\$	460	\$	409	\$	1,800	\$	1,665	
Costs		187		178		174		714		696	
GAAP Gross Profit		299		282		235		1,086		969	
Items excluded:											
Adj. for fresh start accounting		2				2		6		26	
Non-GAAP Gross Profit	\$	301	\$	282	\$	237	\$	1,092	\$	995	
GAAP Gross Margin		61.5 %		61.3 %		57.5 %		60.3 %		58.2 %	
Non-GAAP Gross Margin		61.7 %		61.3 %		57.7 %		60.5 %		59.2 %	



Supplemental Schedules

Free Cash Flow	Three Months Ended								
(In millions)	Sept. 30, 2020	June 30, 2020	Mar. 31, 2020	Dec. 31, 2019	Sept. 30, 2019				
Net cash provided by operating activities	\$ 70	\$ 45	\$ 20	\$ 12	\$ 66				
Less:									
Capital expenditures	26	24	22	26	29				
Free cash flow	\$ 44	\$ 21	\$ (2)	\$ (14)	\$ 37				
Non-GAAP Revenue		Thre	e Months E	nded					
(In millions)	Sept. 30, 2020	June 30, 2020	Mar. 31, 2020	Dec. 31, 2019	Sept. 30, 2019				
GAAP Revenue	\$ 755	\$ 721	\$ 682	\$ 715	\$ 723				
Adj. for fresh start accounting	2	1	1	2	3				
Non-GAAP Revenue	\$ 757	\$722	\$ 683	\$717	\$ 726				

#### Net-Debt / Adjusted EBITDA

(In millions)	S	Sept. 30, 2020				
Debt maturing within one year	\$	_				
Long-term debt, net of current portion	:	2,886				
Less: Cash and cash equivalents		727				
Net-debt	\$ 2	2,159				
Adjusted EBITDA (TTM)	\$	710				
Net-debt / Adjusted EBITDA		3.04	X			

