skillsoft.**

4Q AND FY2022 EARNINGS SUPPLEMENT



APRIL 2022

DISCLAIMER

FORWARD LOOKING STATEMENTS

This document includes statements that are, or may be deemed to be, "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which are intended to be covered by the safe harbors created by those laws. These forward-looking statements include information about possible or assumed future results of our operations. All statements, other than statements of historical facts, that address activities, events or developments that we expect or anticipate may occur in the future, including such things as our outlook (including bookings, adjusted revenue, and adjusted EBITDA), our product development and planning, our pipeline, future capital expenditures, financial results, the impact of regulatory changes, existing and evolving business strategies and acquisitions and dispositions, demand for our services and competitive strengths, goals, the benefits of new initiatives, growth of our business and operations, our ability to successfully implement our plans, strategies, objectives, expectations and intentions are forward-looking statements. Also, when we use words such as "may," "will," "would," "anticipate," "believe," "estimate," "expect," "intend," "projects," "forecasts," "seeks," "outlook," "target," "goals," "probably," or similar expressions, we are making forward-looking statements. Such statements are based upon the current beliefs and expectations of Skillsoft's management and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward-looking statements. All forward-looking disclosure is speculative by its nature.

There are important risks, uncertainties, events and factors that could cause our actual results or performance to differ materially from those in the forward-looking statements contained in this document, including:

- our ability to realize the benefits expected from the business combination between Skillsoft, Churchill Capital Corp. II, and Global Knowledge, and other recent transactions, including our acquisitions of Pluma and Codecademy;
- the impact of U.S. and worldwide economic trends, financial market conditions, geopolitical events, natural disasters, climate change, public health crises, the ongoing COVID-19 pandemic (including any variant), political crises, or other catastrophic events on our business, liquidity, financial condition and results of operations;
- our ability to attract and retain key employees and qualified technical and sales personnel;
- our reliance on third parties to provide us with learning content, subject matter expertise, and content productions and the impact on our business if our relationships with these third parties are terminated;
- fluctuations in our future operating results;
- our ability to successfully identify, consummate, and achieve strategic objectives in connection with our acquisition opportunities and realize the benefits expected from the acquisition;
- the demand for, and acceptance of, our products and for cloud-based technology learning solutions in general;
- our ability to compete successfully in competitive markets and changes in the competitive environment in our industry and the markets in which we operate;
- our ability to market existing products and develop new products;
- a failure of our information technology infrastructure or any significant breach of security, including in relation to the migration of our key platforms from our systems to cloud storage;
- future regulatory, judicial, and legislative changes in our industry;
- our ability to comply with laws and regulations applicable to our business;
- a failure to achieve and maintain effective internal control over financial reporting;
- fluctuations in foreign currency exchange rates;
- our ability to protect or obtain intellectual property rights;
- our ability to raise additional capital;
- the impact of our indebtedness on our financial position and operating flexibility;
- our ability to meet future liquidity requirements and comply with restrictive covenants related to long-term indebtedness:
- our ability to successfully defend ourselves in legal proceedings; and
- our ability to continue to meet applicable listing standards.

The foregoing list of factors is not exhaustive and new factors may emerge from time to time that could also affect actual performance and results. For more information, please see the risk factors included in the Company's S-1 amendment filed on July 29, 2021 and subsequent filings with the SEC including our Form 10-K to be filed with the SEC for the fiscal year ended January 31, 2022.

Although we believe that the assumptions underlying our forward-looking statements are reasonable, any of these assumptions, and therefore also the forward-looking statements based on these assumptions, could themselves prove to be inaccurate. Given the significant uncertainties inherent in the forward-looking statements included in this document, our inclusion of this information is not a representation or guarantee by us that our objectives and plans will be achieved. Annualized, pro forma, projected, and estimated numbers are used for illustrative purpose only, are not forecasts and may not reflect actual results. Additionally, statements as to market share, industry data, and our market position are based on the most currently available data available to us and our estimates regarding market position or other industry data included in this document or otherwise discussed by us involve risks and uncertainties and are subject to change based on various factors, including as set forth above.

Our forward-looking statements speak only as of the date made and we will not update these forward-looking statements unless required by applicable law. With regard to these risks, uncertainties, and assumptions, the forward-looking events discussed in this document may not occur, and we caution you against unduly relying on these forward-looking statements.



DISCLAIMER (CONTINUED)

NON-GAAP FINANCIAL MEASURES AND KEY PERFORMANCE METRICS

We track several non-GAAP financial measures and key performance metrics that we believe are key financial measures of our success. Non-GAAP measures and key performance metrics are frequently used by securities analysts, investors, and other interested parties in their evaluation of companies comparable to us, many of which present non-GAAP measures and key performance metrics when reporting their results. These measures can be useful in evaluating our performance against our peer companies because we believe the measures provide users with valuable insight into key components of U.S. GAAP financial disclosures. For example, a company with higher U.S. GAAP net income may not be as appealing to investors if its net income is more heavily comprised of gains on asset sales. Likewise, excluding the effects of interest income and expense moderates the impact of a company's capital structure on its performance. However, non-GAAP measures and key performance metrics have limitations as analytical tools. Because not all companies use identical calculations, our presentation of non-GAAP financial measures and key performance metrics may not be comparable to other similarly titled measures of other companies. They are not presentations made in accordance with U.S. GAAP or operating cash flows determined in accordance with U.S. GAAP or operating cash flows determined in isolation or liquidity, and should not be considered as an alternative to profit or loss for the period determined in accordance with U.S. GAAP or operating cash flows determined in isolation from, or as a substitute analysis for, results of operations as determined in accordance with U.S. GAAP. We do not reconcile our forward-looking non-GAAP financial measures to the corresponding U.S. GAAP measures to the most directly comparable U.S. GAAP financial measures to the most directly comparable U.S. GAAP financial measures to the most directly comparable U.S. GAAP financial measures to the unavailable information. We provide non-GAAP financial measures that

Key Performance Metrics

We use key performance metrics to help us evaluate our performance and make strategic decisions. Additionally, we believe these metrics are useful as a supplement to investors in evaluating the Company's ongoing operational performance and trends. These key performance metrics are not based on any standardized methodology prescribed by GAAP and are not necessarily comparable to similarly-titled metrics presented by other companies.

Annualized Recurring Revenue

<u>Annualized Recurring Revenue ("ARR")</u>. Represents the annualized recurring value of all active subscription contracts at the end of a reporting period. We believe ARR is useful for assessing the performance of our recurring subscription revenue base and identifying trends affecting our business.

Dollar Retention Rate

<u>Dollar Retention Rate ("DRR")</u>. For existing customers at the beginning of a given period, DRR represents subscription renewals, upgrades, churn, and downgrades in such period divided by the beginning total renewable base for such customers for such period. Renewals reflect customers who renew their subscription, inclusive of auto-renewals for multi-year contracts, while churn reflects customers who choose to not renew their subscription. Upgrades include orders from customers that purchase additional licenses or content (e.g., a new Leadership and Business module), while downgrades reflect customers electing to decrease the number of licenses or reduce the size of their content package. Upgrades and downgrades also reflect changes in pricing. We use our DRR to measure the long-term value of customer contracts as well as our ability to retain and expand the revenue generated from our existing customers.

Bookings

<u>Bookings</u>. Bookings (previously referred to as Order Intake) in any particular period represents orders received during that period and reflects (i) subscription renewals, upgrades, churn, and downgrades to existing customers, (ii) non-subscription services, and (iii) sales to new customers. Bookings generally represents a customer's annual obligation (versus the life of the contract), and, for the subscription business, revenue is recognized for such Bookings over the following 12 months. We use Bookings to measure and monitor current period business activity with respect to our ability to sell subscriptions and services to our platform.



SKILLSOFT BY THE NUMBERS

KEY METRICS:

FY2023 OUTLOOK:

75%+OF FORTUNE 1000⁽¹⁾

\$808M BOOKINGS(3)

90M+ COMMUNITY OF LEARNERS⁽²⁾ ~\$167M ADJUSTED EBITDA^{(4), (5)}

200K+
CONTENT ASSETS

Notes:

- (1) Based on sample of customers who have purchased training from Skillsoft or Global Knowledge in the most recent two year period.
- (2) Comprised of 51M enabled learners on Skillsoft on demand platforms as of 1/31/22 plus over 40M who have registered to learn on the Codecademy platform.
- (3) Based on midpoint of FY2023E outlook range. Reflects estimates for the twelve month period ending January 31, 2023 including Codecademy from the close of the transaction in April 2022.

skillsoft

- Adjusted EBITDA outlook reflects estimate for the twelve month period ending January 31, 2023 including Codecademy from the close of the transaction in April 2022.
- Adjusted EBITDA is a non-GAAP financial measure. See Appendix for reconciliation to GAAP for FY2022. The Company is unable to



4Q AND FY2022 HIGHLIGHTS

FY22

\$721M

Total Bookings

7%

YoY Growth

\$698M

Adjusted Revenue(1)

104%

Percipio / Dual Deployment DRR (2) \$167M

Adjusted EBITDA(1)

24%

Margin

- Entered three new strategic alliances: Udemy, GetAbstract and GoodHabitz
- Advanced platform migration: 89% of Content ARR on Percipio or Dual Deployment
- Increased Fortune 1000 penetration to over 75%

4Q

\$268M

Total Bookings

5%

YoY Growth

\$176M

Adjusted Revenue⁽¹⁾

103%

Percipio / Dual Deployment DRR⁽²⁾ \$36M

Adjusted EBITDA(1)

21%

Margin

- Completed new management team
- Completed Global Knowledge and Pluma acquisitions; announced acquisition of Codecademy
- Met updated FY2022 Bookings and Adjusted Revenue outlook



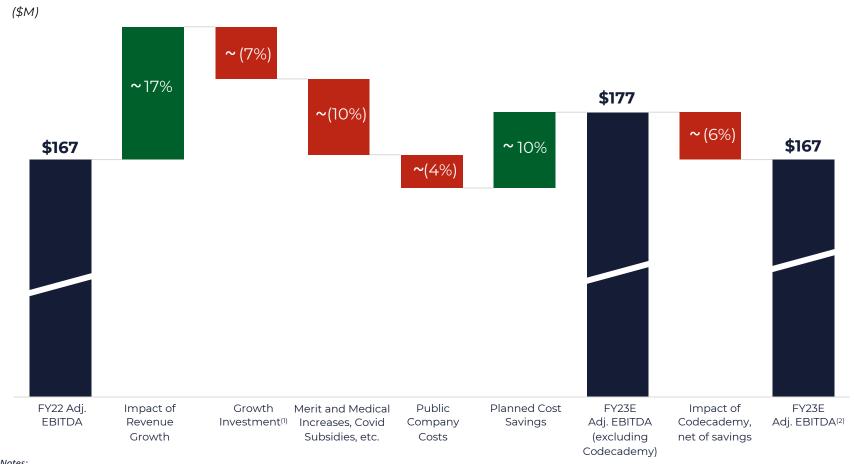
FY2023 OUTLOOK

\$M LOW HIGH **BOOKINGS** \$790 \$825 **ADJUSTED REVENUE**(1) \$765 \$790 ADJUSTED EBITDA(1) ~\$167

Expect at least low double digit FY2024 Adjusted EBITDA growth



FY22 TO FY23E ADJUSTED EBITDA BRIDGE





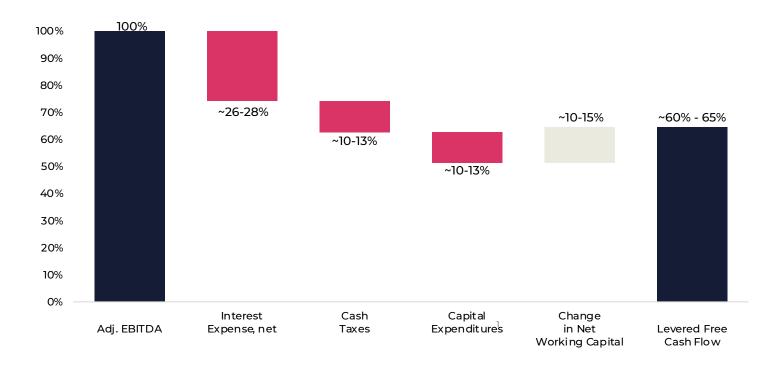
Notes:

Comprised of investments in go-to-market, product and platform.

HIGH CASH FLOW CONVERSION PROVIDES FINANCIAL FLEXIBILITY AND SUPPORTS REINVESTMENT

ILLUSTRATIVE RUN RATE FREE CASH FLOW BRIDGE(1)

(Items shown as % of Adjusted EBITDA)



- ~60 65%% cash conversion supports growth investment
- Low capital expenditure requirements (~3% of revenue)
- Refinancing lowered interest expense
- Favorable low teens cash tax rate
- Bookings growth drives positive net working capital cash contribution

Note:





CAPITAL STRUCTURE OVERVIEW

CAPITAL STRUCTURE

(\$M)

TOTAL DEBT(1)	\$651
CASH ⁽¹⁾	\$70
NET DEBT	\$581

DEBT / PRO FORMA FY2022 ADJ. EBITDA^{(2), (3)} (GROSS / NET)

4.4X/3.9X

DEBT TERMS

(\$M)

TERM LOAN B FACILITY	\$640
MATURITY	2028
PRICING	6.00% (0.75% SOFR floor + 525bps)
PREPAYMENT	102 hard call premium through 7/16/22 101 soft call from 7/17/22 to 1/16/23 Par thereafter





- (1) Based on balance sheet as of January 31, 2022 pro forma for incremental \$160M Term Loan B borrowing in connection with the Codecademy acquisition and partial paydown of accounts receivable facility.
- Based on Skillsoft FY2022 Adjusted EBITDA pro forma for Codecademy.
- 3) At 1/31/22 Total Debt to FY2022 Adjusted EBITDA was 3.3x and Net Debt to FY2022 Adjusted EBITDA was 2.4x.

APPENDIX



FINANCIAL OVERVIEW

(\$M)

	FY2020A ⁽¹⁾	FY2021A ⁽¹⁾	FY2022A ⁽¹⁾	FY2023E ^{(1), (2)}
Skillsoft Bookings (Order Intake):				
Content ^{(3), (5)}	\$347	\$334	\$349	
SumTotal ⁽⁵⁾	138	124	123	
Total Skillsoft Bookings (Order Intake)	\$485	\$458	\$471	
Global Knowledge Bookings (Order Intake):				
Classroom and All Other	\$175	\$65	\$45	
Virtual and On-Demand	116	150	205	
Total Global Knowledge Bookings (Order Intake)	\$291	\$214	\$250	
Combined Bookings (Order Intake) ⁽⁴⁾	\$776	\$672	\$721	\$790 - \$825
Skillsoft Adj. Revenue:				
Content ^{(4), (6)}	\$366	\$346	\$341	
SumTotal ⁽⁶⁾	148	128	120	
Total Skillsoft Adj. Revenue	\$514	\$474	\$461	
Global Knowledge Adj. Revenue:				
Classroom and All Other	\$179	\$66	\$44	
Virtual and On-Demand	108	151	194	
Total Global Knowledge Adj. Revenue	\$288	\$217	\$237	
Reseller Fees	(34)	(27)	(33)	
Total Global Knowledge Adj. Net Revenue	\$254	\$189	\$205	
Combined Adj. Revenue ⁽⁵⁾	\$802	\$691	\$698	\$765 - \$790
Combined Adj. Net Revenue	\$768	\$664	\$665	
Skillsoft Adj. EBITDA	\$185	\$145	\$130	
Global Knowledge Adj. EBITDA	36	19	36	
Combined Adj. EBITDA	\$221	\$164	\$167	\$167

Notes:

- (1) All fiscal years reflect period ending January 31.
- 2) FY2023E includes Codecademy from April 2022 through January 2023.
- (3) \$15M of cost synergies expected in the first twelve months after 6/11/21 closing of Skillsoft / Global Knowledge combination. \$25M run rate synergies expected by the end of the second twelve months post-close.
- (4) Skillsoft Content includes \$19M of bookings from services in FY2022A.
- 5) FY2021A decline primarily due to decline in classroom revenue at Global Knowledge as a result of COVID-19, customer churn from Skillsoft legacy platform, and other impacts mainly attributable to COVID-19.
- 6) Product level view of Bookings / Revenue for Skillsoft Content and SumTotal. Reconciliation of non-GAAP financial measures provided in Appendix.

KEY PERFORMANCE METRICS

(\$M)

	FY2020A			FY2021A					FY2022A		
^	Total	Q1A	Q2A	Q3A	Q4A	Total	Q1A	Q2A	Q3A	Q4A	Total
Skillsoft Content Bookings:											
Percipio	\$32	\$10	\$10	\$11	\$32	\$64	\$17	\$15	\$18	\$56	\$106
Dual Deployment & Coaching	116	13	27	36	98	174	10	32	54	89	185
Skillport	185	14	18	22	27	81	9	13	2	15	39
Total Skillsoft Content Subscription Bookings	\$333	\$37	\$55	\$69	\$157	\$318	\$36	\$60	\$74	\$160	\$330
Services & One-Time Bookings	14	2	3	4	7	16	3	4	5	8	19
Total Skillsoft Content Bookings	\$347	\$39	\$59	\$74	\$164	\$334	\$39	\$64	\$78	\$168	\$349
Skillsoft SumTotal Bookings:											
Skillsoft SumTotal Subscription Bookings	\$111	\$27	\$20	\$22	\$33	\$101	\$21	\$21	\$22	\$33	\$98
Services & One-Time Bookings	27	5	4	6	7	23	5	6	6	8	25
Total Skillsoft SumTotal Bookings	\$138	\$32	\$24	\$28	\$40	\$124	\$25	\$27	\$29	\$41	\$123
Skillsoft Annualized Recurring Revenue (ARR):											
Percipio	\$42	\$47	\$51	\$57	\$76	\$76	\$81	\$84	\$91	\$109	\$109
Dual Deployment	103	118	154	168	161	161	166	173	185	177	177
Skillport	181	161	126	105	80	80	72	60	46	35	35
Total Skillsoft Content ARR	\$327	\$327	\$331	\$329	\$317	\$317	\$319	\$318	\$322	\$321	\$321
Skillsoft SumTotal ARR	\$111	\$107	\$101	\$101	\$99	\$99	\$97	\$96	\$96	\$97	\$97
Skillsoft Dollar Retention Rate (DRR):											
Percipio	94%	100%	102%	100%	102%	100%	94%	99%	107%	99%	99%
Dual Deployment	111%	97%	102%	105%	100%	101%	104%	104%	100%	105%	106%
Percipio + Dual Deployment	106%	98%	102%	104%	101%	101%	98%	103%	101%	103%	104%
Skillport	84%	77%	68%	83%	74%	75%	76%	88%	75%	66%	67%
Total Skillsoft Content DRR	92%	88%	88%	96%	94%	93%	91%	99%	98%	98%	97%
Skillsoft SumTotal DRR	94%	96%	79%	99%	93%	92%	95%	99%	101%	102%	99%
Global Knowledge Bookings	\$291	\$57	\$49	\$55	\$53	\$214	\$65	\$64	\$62	\$60	\$250
Global Knowledge Annualized Recurring Revenue (ARR)	\$7	\$6	\$6	\$7	\$11	\$11	\$14	\$15	\$13	\$13	\$13



HISTORICAL QUARTERLY FINANCIAL PERFORMANCE

(\$M)

	FY2020A ⁽²⁾			FY2021A ⁽²⁾			FY2022A ⁽²⁾					
	Total	Q1A	Q2A	Q3A	Q4A	Total	Q1A	Q2A	Q3A	Q4	Total	
Skillsoft Bookings:												
Content	\$347	\$39	\$59	\$74	\$164	\$334	\$39	\$64	\$78	\$168	\$349	
SumTotal	138	32	24	28	40	124	25	27	29	41	123	
Total Skillsoft Bookings	\$485	\$71	\$82	\$102	\$203	\$458	\$64	\$91	\$107	\$209	\$471	
Global Knowledge Bookings:												
Classroom and All Other	\$175	\$27	\$9	\$15	\$13	\$65	\$10	\$9	\$13	\$13	\$45	
Virtual and On-Demand	116	30	40	40	40	150	56	54	49	47	205	
Total Global Knowledge Bookings	\$291	\$57	\$49	\$55	\$53	\$214	\$65	\$64	\$62	\$60	\$250	
Combined Skillsoft Bookings	\$776	\$128	\$131	\$157	\$256	\$672	\$130	\$155	\$169	\$268	\$721	
Skillsoft Adj Revenue:												
Content ⁽¹⁾	\$366	\$85	\$86	\$87	\$88	\$346	\$82	\$85	\$87	\$86	\$341	
SumTotal ⁽¹⁾	\$148	33	32	31	31	128	29	30	30	30	120	
Total Skillsoft Adj. Revenue	\$514	\$118	\$118	\$118	\$119	\$474	\$111	\$116	\$117	\$116	\$461	
Global Knowledge Adj Revenue:												
Classroom and All Other	\$179	\$29	\$9	\$14	\$13	\$66	\$8	\$10	\$13	\$13	\$44	
Virtual and On-Demand	108	32	40	37	42	151	47	51	49	47	194	
Total Global Knowledge Adj. Gross Revenue	\$288	\$61	\$50	\$51	\$55	\$217	\$55	\$61	\$62	\$60	\$237	
Reseller Fees	(\$34)	(\$7)	(\$5)	(\$7)	(\$7)	(\$27)	(\$8)	(\$6)	(\$8)	(\$10)	(\$33)	
Total Global Knowledge Adj. Net Revenue	\$254	\$54	\$45	\$44	\$47	\$189	\$47	\$55	\$53	\$50	\$205	
Combined Skillsoft Adj Gross Revenue	\$802	\$180	\$168	\$169	\$174	\$691	\$166	\$176	\$179	\$176	\$698	
Combined Skillsoft Adj Net Revenue	\$768	\$172	\$163	\$162	\$166	\$664	\$158	\$170	\$171	\$166	\$665	
Skillsoft Adj EBITDA	\$185	\$37	\$37	\$46	\$25	\$145	\$32	\$34	\$38	\$27	\$130	
Global Knowledge Adj. EBITDA	36	6	6	3	4	19	6	10	12	9	36	
Combined Skillsoft Adj. EBITDA	\$221	\$43	\$42	\$49	\$29	\$164	\$38	\$43	\$49	\$36	\$167	

COMMENTARY

- Finished at or above upper end of raised FY22 guidance ranges for Bookings and Adjusted Revenue. Met raised Adjusted EBITDA guidance.
- Majority of Skillsoft Bookings generated in second half of each year due to customer renewal timing
- Significant shift from legacy Classroom Training to Digital Offerings at Global Knowledge
- FY21 adversely impacted by:
- COVID dislocation
 - Long-term benefit given acceleration of Global Knowledge's transition from in-classroom training to digital offerings
- Churn from legacy Skillport Platform

Notes:

Reconciliation of non-GAAP financial measures provided in Appendix.

- (1) FY2020A, FY2021A and FY2022A reflect the Product level view of Skillsoft Adj. Revenue vs. a Legal entity level view.
- 2) FY2020A, FY2021A and FY2022A financials for the 12 months ended 1/31/20, 1/31/21 and 1/31/22.



SUMMARY OF SHARES OUTSTANDING AT VARIOUS PRICES

(SHARES IN M)

Public IPO Shares	Total Shares Outstanding	Public Shares as % of Shares Outstanding (Incl / Excl Public Warrants) (1)
34.3	167.2	20.5% / 20.5%
35.3	169.6	20.8% / 20.2%
38.4	178.1	21.6% / 19.3%
40.8	184.5	22.1% / 18.6%
42.6	189.4	22.5% / 18.1%
42.6	190.9	22.3% / 18.0%
	34.3 35.3 38.4 40.8	Public IPO Shares Outstanding 34.3 167.2 35.3 169.6 38.4 178.1 40.8 184.5 42.6 189.4

COMMENTARY

SHARES:

- Includes 34.3M public IPO shares⁽²⁾
- Includes 17.25M founder shares
- Includes 28.5M shares issued to Skillsoft shareholders.
- Includes 53.0M shares issued to PIPE investors.
- Includes 33.9M shares issued in connection with the Codecademy acquisition

WARRANTS:

- Includes 23.0M public warrants issued in connection with the IPO
 - Strike price of \$11.50 / share and forced redemption price of \$18.00 / share
- Includes 17.3M private placement warrants purchased or acquired by the sponsor⁽³⁾
 - \$11.50 strike price; no forced redemption
- Includes 16.7M warrants issued to PIPE investors at substantively identical terms as the public warrants
- Includes 5.0M warrants issued as consideration for Global Knowledge transaction
 - \$11.50 strike price; no forced redemption

EMPLOYEE EQUITY:

• Share count does not include employee equity expected to be issued pursuant to the incentive plan (up to 10% of shares outstanding at closing of the Merger).

Notes:

- (1) Public shares including public warrants (on a TSM basis) as % of total shares outstanding / public shares excluding public warrants (on a TSM basis) as % of total shares outstanding.
 - 34,309,021 shares.
- Includes 1.5M warrants payable to Churchill sponsor for loan to Churchill at Churchill sponsor's option.
 - Shares and warrants net for Treasury Stock Method ("TSM"). Excludes equity issued to management and advisors in connection with the consummation of the contemplated transaction, including equity issued under Churchill's management incentive compensation plan.



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES:

THREE MONTHS ENDED JANAURY 31, 2022

			Res	·GAAP venue		
	Skills	oft Corp.		ments ⁽¹⁾	Con	nbined
Revenues:					-	
Total revenues	\$	166	\$	10	\$	176
Operating expenses		-		-		-
Cost of revenues		50		10		60
Content and software development		20		-		20
Selling and marketing		44		-		44
General and administrative		27		-		27
Amortization of intangible assets		39		-		39
Recapitalization and acquisition-related costs		7		-		7
Restructuring		3		_		3
Total operating expenses		189		10		199
Operating loss:	\$	(22)	\$		\$	(22
Other income (expense), net		(1)				(1
Fair value adjustment of warrants		37		-		37
Interest expense		(7)		-		(7
Loss before provision for (benefit from) income taxes		7	-	-		7
Provision for (benefit from) income taxes		(1)		-		(1)
Net income	\$	8	\$		\$	8
EBITDA Computation						
Interest expense, net	\$	7	\$	-	\$	7
Provision for (benefit from) income taxes		(1)		-		(1
Depreciation and amortization		41				41
EBITDA		55		-		55
Adjusted EBITDA Computation						
Plus: Non-recurring retention and consulting costs		2		-		2
Plus: Recapitalization and acquisition-related costs		7		-		7
Plus: Restructuring and contract terminations		3		-		3
Plus: Integration and migration related		1		-		1
Plus: Warrant fair value adjustment and foreign curre	ŧ	(36)		-		(36
Plus: Stock-based compensation expense		6		-		6
Plus: Other add backs Adjusted EBITDA	\$	(1) 36	\$		\$	(1 36

⁽¹⁾ Non-GAAP revenue adjustments include the add back of (i) non-cash deferred revenue fair value adjustments and (ii) reseller fees, which are presented on a net basis in GAAP revenue.



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES:

TWELVE MONTHS ENDED JANUARY 31, 2022

\$ millions		For the Twelve Months Ended January 31, 2022										
	Perio	r the d from o 6/11/21	Perio	r the od from /21 to	Perio	or the od from to 1/31/22		GAAP enue				
	Global K	ilobal Knowledge		Skillsoft		Skillsoft Corp. (1)		ments ⁽²⁾	Combined			
Revenues:												
Total revenues	\$	72	\$	140	\$	428	\$	59	\$	698		
Operating expenses												
Cost of revenues		35		36		126		33		230		
Content and software development		-		24		47		-		71		
Selling and marketing		16		42		106		-		164		
General and administrative		20		17		72		-		109		
Amortization of intangible assets		3		51		96		-		149		
Recapitalization and acquisition-related costs		-		7		20		-		27		
Restructuring		3		(1)		4		-		6		
Total operating expenses		77		176		471		33		757		
Operating loss:	\$	(5)	\$	(37)	\$	(43)	\$	26	\$	(59)		
Other income, net	-	1		<u> </u>		(2)		-		(1)		
Fair value adjustment of warrants		_		-		17		-		17		
Interest expense		(12)		(17)		(24)		-		(53)		
Reorganization items, net		- '		-		- '		-		-		
Loss before benefit from income taxes		(16)		(53)		(52)		26		(95)		
Provision for (benefit from) income taxes		-		(4)		(5)		-		(8)		
Net loss	\$	(17)	\$	(49)	\$	(47)	\$	26	\$	(87)		
EBITDA Computation												
Interest expense, net	\$	12	\$	17	\$	24	\$	-	\$	53		
Benefit from income taxes	•	_	•	(4)		(5)	•	-		(8)		
Depreciation and amortization		4		54		102		_		161		
EBITDA		-		18		75		26		119		
Adjusted EBITDA Computation												
Plus: Non-recurring retention and consulting costs		-		1		6		-		7		
Plus: Recapitalization and acquisition-related costs		9		7		20		-		36		
Plus: Restructuring and contract terminations		3		(1)		4		-		6		
Plus: Integration and migration related		-		1		2		-		3		
Plus: Warrant fair value adjustment and foreign currency		-		-		(15)		-		(15)		
Plus: Impact of fresh-start and purchase accounting		-		23		-		(26)		(2)		
Plus: Stock-based compensation expense		-		-		15		-		15		
Plus: Other add backs		(1)		-		(1)		-		(2)		
Adjusted EBITDA	\$	11	\$	50	\$	106	\$	_	\$	167		

⁽¹⁾ GAAP results of Skillsoft Corp. include Global Knowledge subsequent to June 11, 2021.



⁽²⁾ Non-GAAP revenue adjustments include the add back of (i) non-cash deferred revenue fair value adjustments and (ii) reseller fees, which are presented on a net basis in GAAP revenue.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES:

THREE MONTHS ENDED JANUARY 31, 2021

\$ millions	For the Three Months Ended January 31, 2021										
					Non-	GAAP					
	Prede	cessor				renue					
	(S	(SLH)		Global Knoledge		ments ⁽¹⁾	Combined				
Revenues:											
Total revenues	\$	72	\$	47	\$	55	\$	174			
Operating expenses		-		-		-		-			
Cost of revenues		25		24		7		56			
Content and software development		19		1		-		20			
Selling and marketing		37		11		-		48			
General and administrative		12		10		-		22			
Amortization of intangible assets		24		2		-		26			
Recapitalization and transaction-related costs		8		-		-		8			
Restructuring		4		2				6			
Total operating expenses		129		49		7		185			
Operating loss:	\$	(57)	\$	(2)	\$	47	\$	(11)			
Other income, net		-		(2)		-		(2)			
Interest income		-		-		-		-			
Interest expense		(12)		(12)				(24)			
Loss before provision for (benefit from) income taxes		(69)		(15)		47		(37)			
Provision for (benefit from) income taxes		(14)		1_				(13)			
Net loss (income)	\$	(55)	\$	(16)	\$	47	\$	(24)			
EBITDA Computation											
Interest expense, net	\$	12	\$	12	\$	-	\$	24			
Provision for (benefit from) income taxes		(14)		1		-		(13)			
Depreciation and amortization		26		3		-		29			
EBITDA		(31)		-		47		16			
Adjusted EBITDA Computation											
Plus: Non-recurring retention and consulting costs		(1)		-		-		(1)			
Plus: Recapitalization and transaction-related costs		8		1		-		8			
Plus: Restructuring and contract terminations		4		1		-		5			
Plus: Integration and migration related		(2)		-		-		(2)			
Plus: Foreign currency and other non-cash expense		-		1		-		1			
Plus: Impact of fresh-start and purchase accounting		45		-		(47)		(3)			
Plus: Stock-based compensation expense		-		-		- ′		- '			
Plus: Other add backs		2		1		-		4			
Adjusted EBITDA	\$	25	\$	4	\$	-	\$	29			



RECONCILIATION OF NON-GAAP FINANCIAL MEASURES: TWELVE MONTHS ENDED JANUARY 31, 2021

\$ millions	For the Twelve Months Ended January 31, 2021										
	Peri	or the od from to 1/31/21	Per	or the iod from to 8/27/20	Peri 8/2	or the fod from 8/20 to /31/21	Non	-GAAP			
		lobal wledge		lecessor (PL)		lecessor SLH)		venue ments ⁽¹⁾	Co	mbined	
Revenues:											
Total revenues	\$	189	\$	274	\$	109	\$	119	\$	691	
Operating expenses											
Cost of revenues		103		52		41		29		225	
Content and software development		2		39		30		-		72	
Selling and marketing		42		75		55		1		173	
General and administrative		34		37		22		-		93	
Amortization of intangible assets		15		34		40		-		89	
Impairment of intangible assets		60		332		-		-		392	
Recapitalization and acquisition-related costs		-		32		16		-		48	
Restructuring		8		1		4		-		13	
Total operating expenses		263		604		208		30		1,105	
Operating loss:	\$	(74)	\$	(330)	\$	(99)	\$	89	\$	(414)	
Other income (expense), net	<u> </u>	(2)	<u> </u>	1		3				3	
Interest income		- ` ′		_		-		-		-	
Interest expense		(33)		(168)		(20)		-		(221)	
Reorganization items, net		-		3,329		-		-		3,329	
Loss before benefit from income taxes		(108)		2,832		(116)		89		2,697	
Provision for (benefit from) income taxes		-		68		(22)		-		47	
Net loss	\$	(109)	\$	2,764	\$	(94)	\$	89	\$	2,651	
EBITDA Computation											
Interest expense, net	\$	33	\$	168	\$	20	\$	-	\$	221	
Benefit from income taxes		-		68		(22)		-		47	
Depreciation and amortization		21		42		42		-		105	
Impairment of goodwill and intangible assets		60		332		-		-		392	
EBITDA		5		3,375		(54)		89		3,415	
Adjusted EBITDA Computation											
Plus: Non-recurring retention and consulting costs		2		11		2		-		15	
Plus: Recapitalization and acquisition-related costs		4		31		17		-		52	
Plus: Restructuring and contract terminations		5		1		4		-		11	
Plus: Integration and migration related		-		3		(1)		-		3	
Plus: Foreign currency and other non-cash expense		1		(1)		(3)		-		(4)	
Plus: Impact of fresh-start and purchase accounting		-		(3,329)		86		(89)		(3,332)	
Plus: Stock-based compensation expense		-		-		-		-			
Plus: Other add backs	_	2	_	-	_	2	_	-	_	4	
Adjusted EBITDA	\$	19	\$	91	\$	53	\$		\$	164	



(1) Non-GAAP revenue adjustments include the add back of (i) non-cash deferred revenue fair value adjustments and (ii) reseller fees, which are presented on a net basis in GAAP revenue.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES: FISCAL YEAR ENDED JANUARY 31, 2020

(\$M)

\$ millions	Fiscal Year Ended January 31, 2020						
		Global					
	Skillsoft	Knowledge	Com bined				
Net Revenue	\$514	\$254	\$768				
Im pact of fresh-start and purchase accounting							
One-time impact of the deconsolidation of Canada							
Adjusted Net Revenue	\$514	\$254	\$768				
Reseller Fees		34	34				
Adjusted Revenue	\$514	\$288	\$802				
Net income (loss) - GAAP	(\$849)	(\$23)	(\$872)				
Interest expense, net	430	26	456				
Provision for incom e taxes	11	0	12				
Depreciation and amortization	106	22	128				
Im pairm ent of goodwill and intangible assets	441	0	441				
Im pact of fresh-start and purchase accounting							
EBITDA	\$ 138	\$25	\$ 16 4				
Non-recurring retention and consulting costs	10	1	11				
Recapitalization and transaction-related costs	16	1	17				
Restructuring and contract terminations	3	3	6				
Integration and migration related	6	4	10				
Foreign currency and other non-cash expense	11	1	11				
Other add backs	0	2	2				
Adjusted EBITDA	\$185	\$36	\$221				

