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Third Quarter 2024 Earnings

February 7, 2024

Disclaimers

Forward-looking statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements often contain words such as “will,” “anticipate,” “predict,” “project,” “contemplate,” “plan,” “forecast,” “future,” “estimate,” “expect,” “intend,” “target,” “may,” “should,” “would,” “could,” “outlook,” “goal,” “objective,” “seek,” “aim,” “believe” and other similar words or expressions or the negative thereof or other variations thereon. All statements, other than statements of historical fact, including without limitation, statements representing management's beliefs about future events, transactions, strategies, operations and financial results, may be forward-looking statements. These statements do not guarantee future performance and speak only as of February 7, 2024, and the Company does not undertake to update its forward-looking statements. Actual outcomes or results may differ materially from those suggested by forward-looking statements as a result of risks and uncertainties which include, among others: risks related to the Company’s spin-off from International Business Machines Corporation (“IBM”); failure to attract new customers, retain existing customers or sell additional services to customers; technological developments and the Company's response to such developments; failure to meet growth and productivity objectives; competition; impacts of relationships with critical suppliers and partners; inability to attract, retain and/or manage key personnel and other skilled employees; impact of local legal, economic, political, health and other conditions; a downturn in economic environment and customer spending budgets; damage to the Company's reputation; inability to accurately estimate the cost of services and the timeline for completion of contracts; its implementation of a new enterprise resource planning system and other systems and processes; service delivery issues; the Company's ability to successfully manage acquisitions, alliances and dispositions, including integration challenges, failure to achieve objectives, the assumption of liabilities, and higher debt levels; the impact of our business with government customers; failure of the Company's intellectual property rights to prevent competitive offerings and the failure of the Company to obtain necessary licenses; impairment of our goodwill and long-lived assets; risks relating to cybersecurity and data privacy; risks relating to non-compliance with legal and regulatory requirements; adverse effects from tax matters and environmental matters; legal proceedings, investigatory risks and potential indemnification obligations; impact of changes in market liquidity conditions and customer credit risk on receivables; the Company's pension plans; the impact of currency fluctuations; risks related to the Company's common stock and the securities market; and other factors described in the “Risk Factors” section of the Company’s Annual Report on Form 10-K for the fiscal year ended March 31, 2023 filed with the Securities and Exchange Commission (the “SEC”) on May 26, 2023, as such factors may be updated from time to time in the Company’s subsequent filings with the SEC.

Non-GAAP financial measures

Financial information contained in this presentation includes certain financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting policies in the United States of America (GAAP), such as adjusted EBITDA, adjusted pretax income (loss), adjusted net income (loss), adjusted EPS, adjusted EBITDA margin, adjusted pretax margin, adjusted net margin, net debt, adjusted free cash flow and constant currency, which include or exclude certain items from the most directly comparable GAAP financial measure. These non-GAAP measures differ from reported GAAP measures and are intended to illustrate what management believes are relevant period-over-period comparisons and are helpful to investors as an additional tool for further understanding and assessing Kyndryl's expected ongoing operating performance. Exclusion of items in our non-GAAP presentation should not be considered an inference that these items are unusual, infrequent or non-recurring. Definitions of the non-GAAP measures are included in the appendix of this presentation. A reconciliation of non-GAAP financial measures for historical periods to the most directly comparable GAAP financial measure appears in the appendix to this presentation. Any non-GAAP financial measure used in this presentation is in addition to, and not meant to be considered superior to, or a substitute for, measures prepared in accordance with GAAP. A reconciliation of forward-looking non-GAAP financial information is not included in this presentation because the Company is unable to predict with reasonable certainty some individual components of such reconciliation without unreasonable effort. These items are uncertain, depend on various factors and could have a material impact on future results computed in accordance with GAAP. Additionally, certain amounts may not add due to the use of rounded numbers; percentages presented are calculated based on the underlying amounts.

Speakers

Lori Chaitman, Global Head of Investor Relations

Martin Schroeter, Chairman and Chief Executive Officer

David Wyshner, Chief Financial Officer

Compelling market position

- Results reflect **accelerated progress** and strong execution
- **A**lliances, **A**dvanced Delivery and **A**ccounts initiatives driving significant margin expansion
- **Raising outlook** for current fiscal year
- Kyndryl's independence and **secular IT trends** are fueling our long-term growth

We design, build, manage and modernize the mission-critical systems that the world depends on

Building a strong track record of successful execution

Progress on **our financials**	**Signings** Growing, with projected pretax margins of 8% to 9%	**Earnings** Expect adjusted pretax income to be up more than $360M in FY24	**Cash flow** Adjusted free cash flow of $311M year-to-date

Progress on **our differentiation**	**Kyndryl Consult** Growing double-digits	**Kyndryl Bridge** 750 customers gaining AI-enabled insights

Progress on **our 3A's**	**Tracking ahead of all targets**		
	Alliances: Expect $400M in FY24 hyperscaler-related revenue	Accounts: Focus account margins up seven points	Advanced Delivery: $500M annualized savings

Progress on **our culture**	**The Kyndryl Way** Operating 'flat, fast and focused'

We're capitalizing on opportunities that are unique to Kyndryl and driving stronger financial results

Customers rely on Kyndryl to address secular IT trends

Cloud migration

- Rapidly growing our **hyperscaler-related revenue,** and growing share in managing public cloud
- Exceptional expertise in putting 'the right workload on the right platform' to drive performance
- Enhanced security and resiliency capabilities supporting new regulatory requirements

Artificial intelligence

- 11% year-over-year[1] growth in **Applications, Data & AI** signings
- Performing over one billion automations a year, enhancing operational resiliency and outcomes
- 1,000+ customers expected to be operational on **Kyndryl Bridge** by fiscal year-end

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Modernizing complex environments

- Managing 60%+ of outsourced mainframe and growing share in hybrid managed services
- Uniquely positioned to help firms modernize on, migrate off or integrate with mainframe
- Delivering solutions to **optimize IT** and business operations with robust security and resiliency

Industry-wide skills shortages

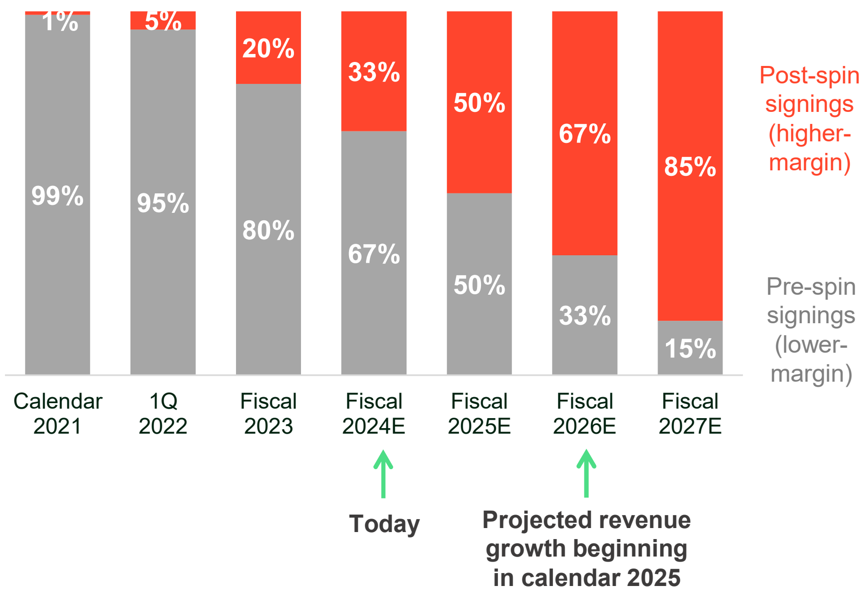
- 13% year-over-year[1] **Consult signings** growth
- Pervasive demand for Kyndryl's highly-skilled and trusted talent
- 140% increase in total hyperscaler certifications since spin

These trends, combined with our capabilities and market position, are fueling our long-term growth

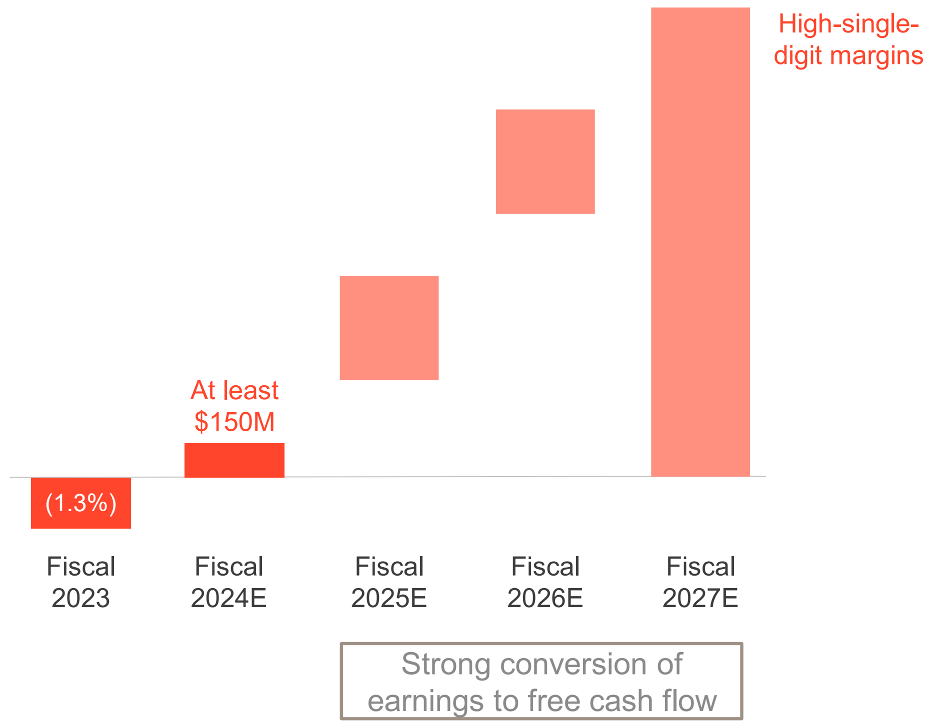
[1] For the nine months ended December 31, 2023, in constant currency

Our evolving business mix is driving increased profitability and free cash flow

Mix of post-spin signings in our revenue[1]



Adjusted pretax income / margin



We're driving powerful dynamics for near-term and medium-term value creation

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[1] Mix of post-spin signings in our revenue are approximate

Financial highlights

Solid quarterly results demonstrate continuing progress

Alliances, **A**dvanced Delivery and **A**ccounts initiatives delivering greater benefits

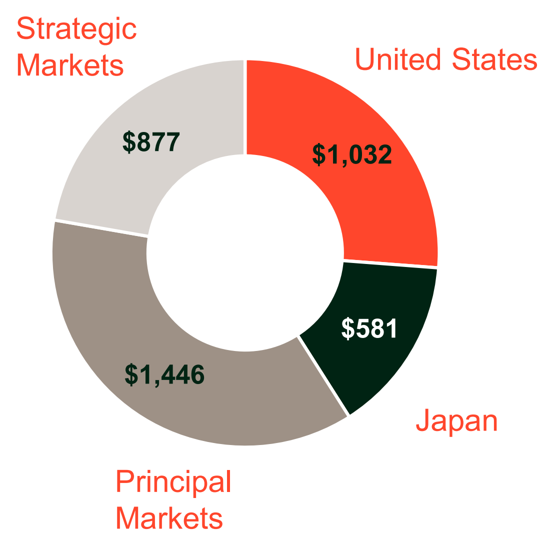
Robust balance sheet, strong liquidity and **positive adjusted free cash flow**

Raising outlook for current fiscal year

Fiscal third quarter 2024 financial highlights

($ in millions)	Quarter ended Dec. 31, 2023	Quarter ended Dec. 31, 2022
Revenue	**$3,936**	**$4,303**
Growth, in constant currency	(10%)	2%
Adjusted EBITDA	**$615**	**$580**
Adjusted EBITDA margin	15.6%	13.5%
Adjusted pretax income (loss)	**$63**	**($4)**
Adjusted pretax margin	1.6%	(0.1%)

Quarterly revenue by segment
($ in millions)



Our results for the quarter reflect solid operational execution, led by our three-A initiatives and Kyndryl Consult

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Principal Markets: Operations in Australia/New Zealand, Canada, France, Germany, India, Italy, Spain/Portugal and United Kingdom/Ireland
Strategic Markets: Operations in all other geographic locations
Revenue growth (year-over-year) as reported was (9%) in the quarter ended December 31, 2023 and (6%) in the quarter ended December 31, 2022
See appendix for reconciliation of non-GAAP metrics

Accelerating progress on our three-A's in fiscal 2024

Alliances

Driving signings, certifications and revenues with our new ecosystem partners and capabilities

$300M Raising outlook

Hyperscaler revenue fiscal year-to-date
(raising target for fiscal 2024 by $100M to $400M)

38,000

Cloud certifications as of December 2023
(total hyperscaler certifications up 140% since spin)

Advanced Delivery

Transforming service delivery through upskilling and automation

$500M Raised last quarter

Annualized savings from automation
($550M target for March 2024)

~$200M

Of year-over-year earnings benefit fiscal year-to-date ($250M+ fiscal year 2024 target)

Accounts

Addressing elements of the business with substandard margins

$475M Raised last quarter

Annualized profit improvement
($500M target for March 2024)

~$200M

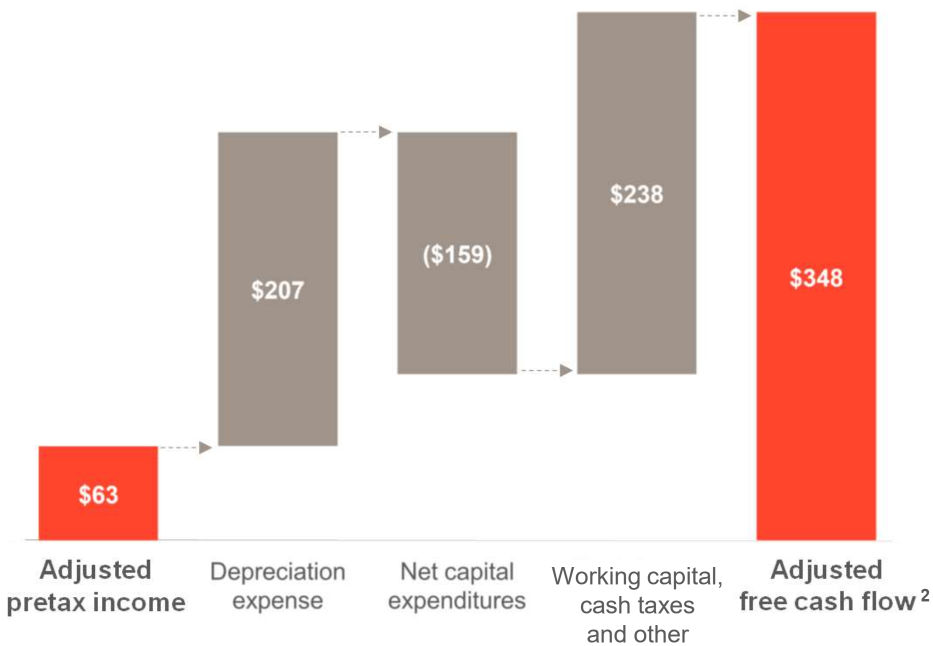
Of year-over-year earnings benefit fiscal year-to-date ($250M+ fiscal year 2024 target)

Our accelerated progress on the three-A's is demonstrating our ability to return to sustainable, profitable growth

Prior-quarter amounts: Alliances – $180M hyperscaler revenue fiscal year-to-date (first half). Advanced Delivery – $425M annualized savings from automation. Accounts – $400M annualized profit improvement

Positive cash flow from operations and strong balance sheet metrics

Adjusted free cash flow
($ in millions, three months ended December 31)



Balance sheet and cash flow metrics

$4.8B
Available liquidity[1]

$1.7B
Cash

$3.3B
Debt

$1.6B
Net debt

$436M
Cash flow from operations
(three months ended December 31)

We're expecting positive adjusted free cash flow in fiscal 2024 and are well-positioned to execute our strategy

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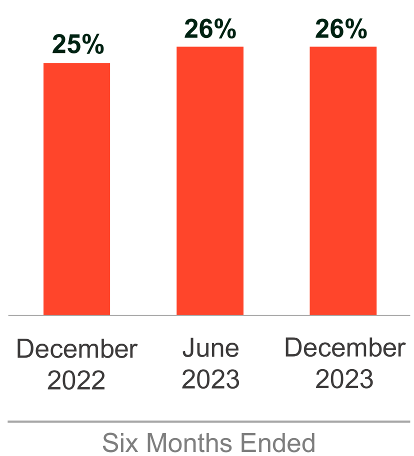
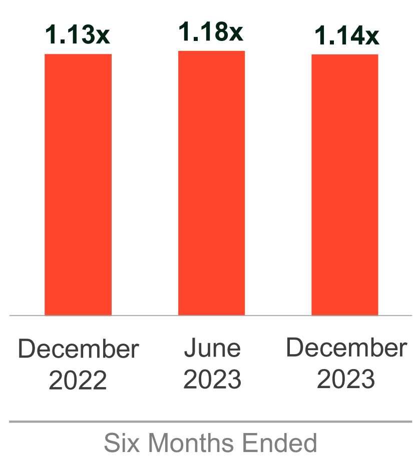
[1] Consists of $1.7B of cash and $3.2B of undrawn senior unsecured credit facility, and rounding
[2] Adjusted free cash flow: Cash flow from operations (GAAP) $436M, plus workforce rebalancing payments $29M, transaction-related payments $29M, significant litigation costs $11M, other $3M and net capital expenditures $159M
See appendix for reconciliation of non-GAAP metrics

Projected margins on signings up meaningfully, supporting medium-term goals

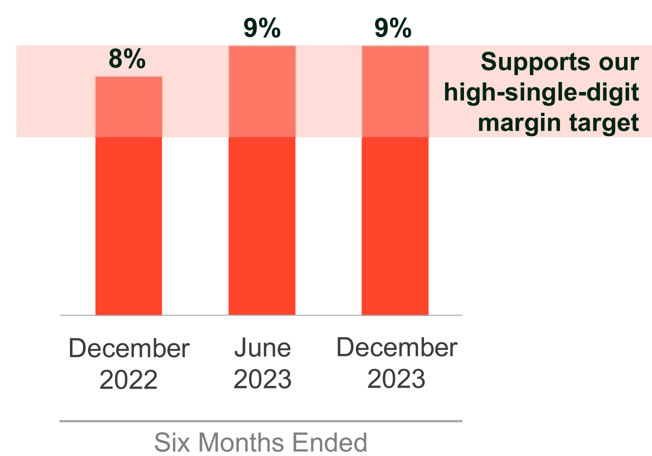
Gross margin
expected on post-spin signings



Gross profit book-to-bill[1]



Pretax margin
expected on post-spin signings



The stronger margin profile of our post-spin signings is driving substantial earnings growth

[1] Our gross profit book-to-bill is defined as our projected gross profit on signings during the trailing six months divided by our actual gross profit for the same period

Over the medium term, our initiatives will contribute to profit growth

	Alliances	Advanced Delivery	Accounts	plus
	Driving signings, certifications and revenues through our new ecosystem partners	Transforming service delivery through upskilling and automation	Addressing elements of the business with substandard margins	Consult growth, growth in practices, expense management, etc.
Signings	✓			✓
Revenues	✓		✓*	✓
Cost savings		✓	✓	✓
Pretax income	✓	✓	✓	✓
Medium-term annual pretax opportunity	**$200M**	**$600M**	**$800M**	**$400M**

Expected benefits are driving margin expansion

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*May include positive impacts from expanded scope and increased pricing and reductions from terminated contracts or reduced scope
IBM software costs increasing ~$200M per calendar year in 2023, 2024 and 2025

Raising our fiscal 2024 outlook

	Fiscal 2024 outlook	Comments
Adjusted pretax income	At least $150 million, up more than $360 million year-over-year	Increase from November outlook of at least $140 million
Adjusted EBITDA margin	At least 14.5%, at least 290 bps year-over-year	Increase from November outlook of approximately 14.5%
Revenue	(6%) to (7%) growth in constant currency; implies revenue of $15.9 to $16.1 billion based on recent exchange rates	No change in constant-currency outlook from November

We're focused on delivering on our three-A initiatives, innovation and margin expansion

Based on recent exchange rates, currency effects are currently expected to impact revenue by $90M, with minimal impacts to adjusted EBITDA and adjusted pretax income year-over-year;
Depreciation expense projected to be ~$825M; amortization expense of transition cost and prepaid software projected to be ~$1.25B; interest expense projected to be ~$120M
Net capital expenditures projected to be ~$650M. ~$300M of cash projected to be used for transaction-related items, primarily post-Separation systems migration costs, and workforce rebalancing programs

Investment highlights

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- The world leader in designing, building, managing and modernizing mission-critical information systems
- Independence doubled our addressable market from $240 billion pre-spin to $530 billion by 2025, with market growth driven by numerous interrelated tailwinds
- Competitive advantage stems from our people, data and intellectual property, making us a trusted long-term partner to thousands of blue-chip enterprise customers
- Investing for growth and expanding our ecosystem of strategic partners and service capabilities, enhancing customers' access to a wider range of technology solutions
- Uniquely well-positioned to enable our customers to harness key secular trends like cloud migration, hybrid environment optimization and use of data and AI in core processes
- Earnings accelerating due to strong execution and more revenue coming from higher-margin, post-spin signings
- Strong financial characteristics with annuity-like annual revenues, double-digit adjusted EBITDA margins and investment-grade credit ratings
- Focused, growth-oriented culture, committed to high corporate citizenship standards and led by a highly experienced executive team

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Appendix

Accolades and recognition

Corporate citizenship

Our services and revenue mix

Financial metrics

Definitions and rationale for non-GAAP metrics

Reconciliation of non-GAAP metrics

Recent accolades and industry recognition

IDC

Kyndryl named a Leader in the IDC MarketScape: Worldwide Managed Public Cloud Services 2023 Vendor Assessment

ISG

2023 A Leader in Mainframe Services & Solution Provider U.S., U,S. Public Sector and Europe

Everest Group

A Major Contender: 2023 Data and Analytics PEAK Matrix™ Assessment

AVASANT

Innovator: *Hybrid Enterprise Cloud Services 2022–2023* RadarView report

NelsonHall

2023 A Leader in Advanced Digital Workplace Services including Build Services Capability, Microsoft Capabilities, Run Services Capability and Overall

AVASANT

Market Leader: *Cybersecurity Services 2022* RadarView report

ISG

2023 A Leader in SAP Ecosystem for Managed Platform and Cloud Services- ISG Provider Lens Study, U.S.

Everest Group

A Major Contender and Star Performer: 2023 Digital Workplace Services PEAK Matrix™ Assessment in North America

Gartner

Kyndryl named a Leader in the July 2023 Gartner® Magic Quadrant™ for Managed Mobility Services, Global report

Kyndryl ranked #1 worldwide by revenue in 2022 for Infrastructure Implementation and Managed Services Providers in Gartner research

Kyndryl named a Challenger in the June 2023 Magic Quadrant™ for Data Center Outsourcing and Hybrid Infrastructure Managed Services, Worldwide

FORRESTER

A "Strong Performer" rating in The Forrester Wave™: Cloud Migration And Managed Service Partners in China, Q4 2022

NelsonHall

2023 A Leader in Cognitive Service Desk Capability

Gartner®, Market Share Analysis: Infrastructure Implementation and Managed Services, Worldwide, 2022 (June 2023), The Gartner Magic Quadrant documents are available upon request; GARTNER and Magic Quadrant are registered trademarks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Strong commitment to corporate citizenship

Environmental stewardship

- Committed to Net Zero emissions by 2040 and reducing all-scope emissions at least 50% by 2030
- Aligning operating metrics with key environmental, social and governance frameworks
- Developing Net Zero Sustainability training available to all Kyndryls
- Building certifications to systematize environmental, energy and carbon goals

Commit to sustainable business practices and operations

Social inclusivity

- Increased Kyndryl Inclusion Networks (KINs) to support Black, Hispanic, Asian American & Pacific Islander, LGBTQ+, People with Disabilities, women, and other groups
- Developed and published Human Rights Policy
- Centered corporate social responsibility strategy around employee engagement
- Driving human capital strategy to attract, retain and motivate our workforce

Lead in human capital, inclusion, diversity & equity, and corporate social responsibility

Governance

- Published inaugural Corporate Citizenship Report to highlight commitments and progress toward goals
- Implemented global ethics and cybersecurity & data privacy training for employees
- Implemented Board oversight of corporate citizenship and provided relevant disclosures in Kyndryl's proxy statement
- Ensured Board accountability to stockholders through majority voting in director elections, proxy access and ability to call special meetings

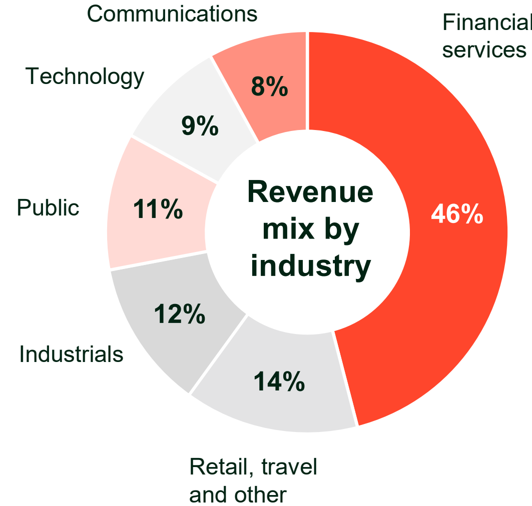
Operate with integrity

Establish baseline → Engage stakeholders and define goals → Track and measure → Report

Our services

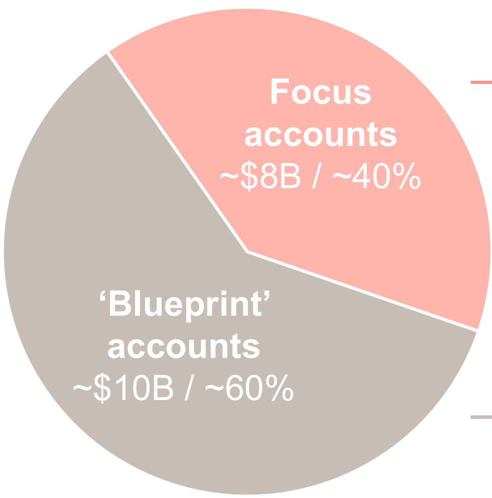
Practice	Overview	Revenue
Cloud	Delivering seamless, integrated, multicloud management in a hybrid model	34%
Security & Resiliency	Delivering full line of cybersecurity, business continuity and disaster recovery services to help customers continuously adapt to new threats and regulatory standards	14%
Network & Edge	Providing unified network services for cloud and data center connectivity	8%
Applications, Data & AI	Providing full application platform hosting and expert assistance for application modernization	5%
Digital Workplace	Enhancing user experience and work location flexibility by providing a consumer experience to employees	7%
Core Enterprise & zCloud	Providing secure, unified and fault-tolerant mainframe services for our customers' core infrastructure	32%

Diversified sources of revenue



Approximate revenue based on twelve months ended December 31, 2023
Industry revenue mix is approximate

Transforming focus accounts into higher-value ‘blueprint’ accounts

Revenue (at spin)[1]	Starting point	Post-spin signings	
			
Focus accounts ~$8B / ~40%	~0% average gross margin	Low to mid-20s gross margin	Focus accounts driving substantial margin accretion
‘Blueprint’ accounts ~$10B / ~60%	Mid-20s average gross margin	Mid-20s gross margin	Margins increasing modestly even in ‘blueprint’ accounts

We’re expanding our margins on focus accounts upon renewal and mid-contract

[1] Revenue represents historical (GAAP) revenue for the twelve months ended March 31, 2022
Our gross margins are ~16 points higher than our adjusted pretax margins

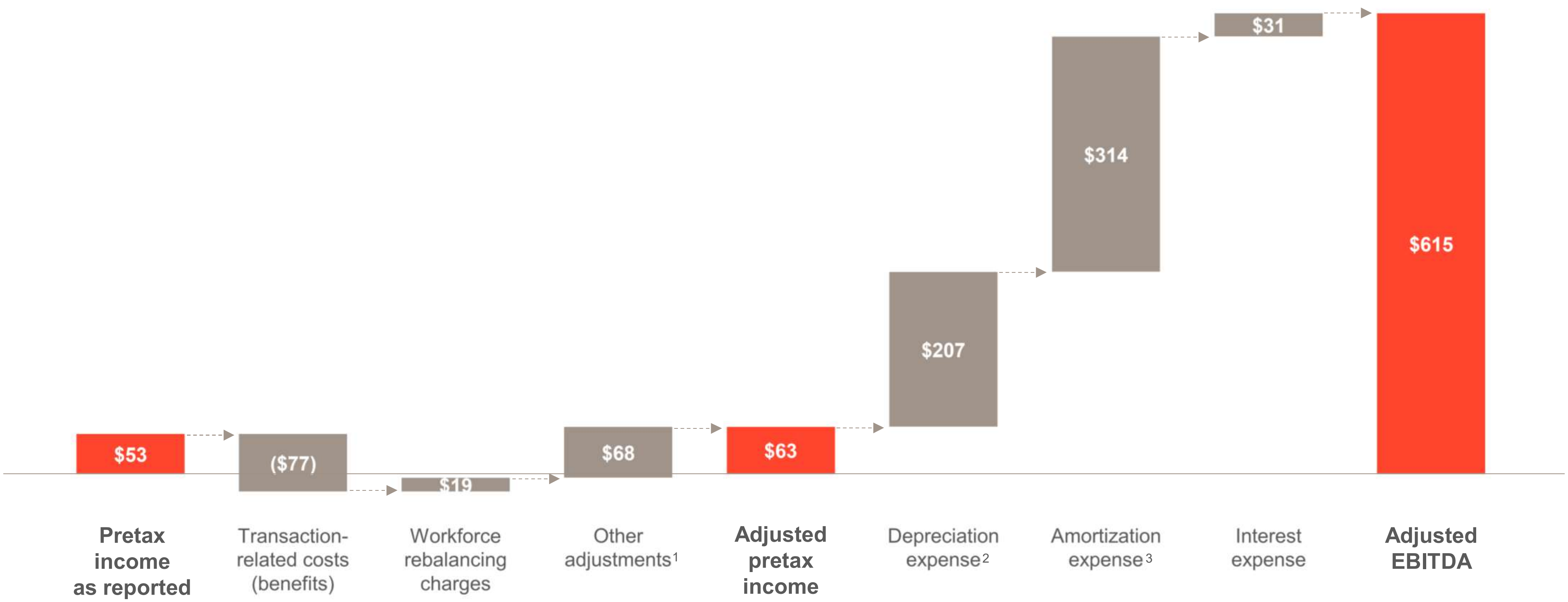
Gross profit book-to-bill

($ in billions)	Twelve months ended December 31, 2023
Projected gross margin on signings	~ 26%
Total signings	$12.5
Projected gross profit on signings (“book”)	$3.27
Reported gross profit (“bill”)	$2.80
Gross profit book-to-bill ratio (projected gross profit on signings / reported gross profit)	**1.17x**

Focused on delivering a <u>gross profit</u> book-to-bill ratio above 1.0x

Fiscal third quarter 2024 adjusted pretax income and adjusted EBITDA

($ in millions)



[1] Effects of amortization of acquisition-related intangible assets, stock-based compensation, pension costs other than pension servicing costs and multi-employer plan costs, significant litigation costs, charges related to ceasing to use leased/fixed assets and lease terminations, and currency impacts of highly inflationary countries

[2] Includes amortization of capitalized software costs and excludes depreciation of operating right-of-use assets

[3] Amortization of transition & transformation costs and prepaid software

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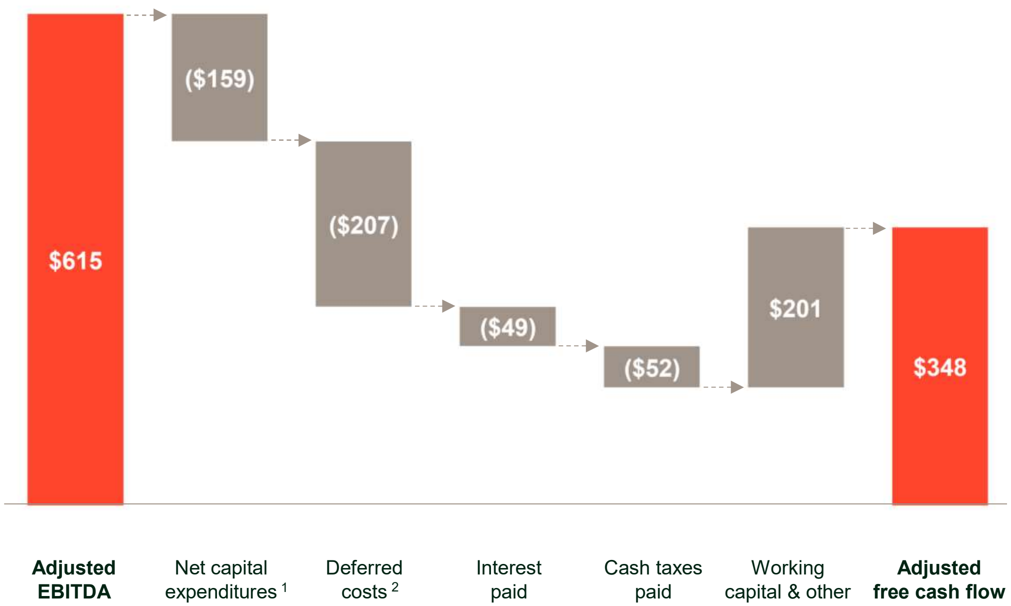
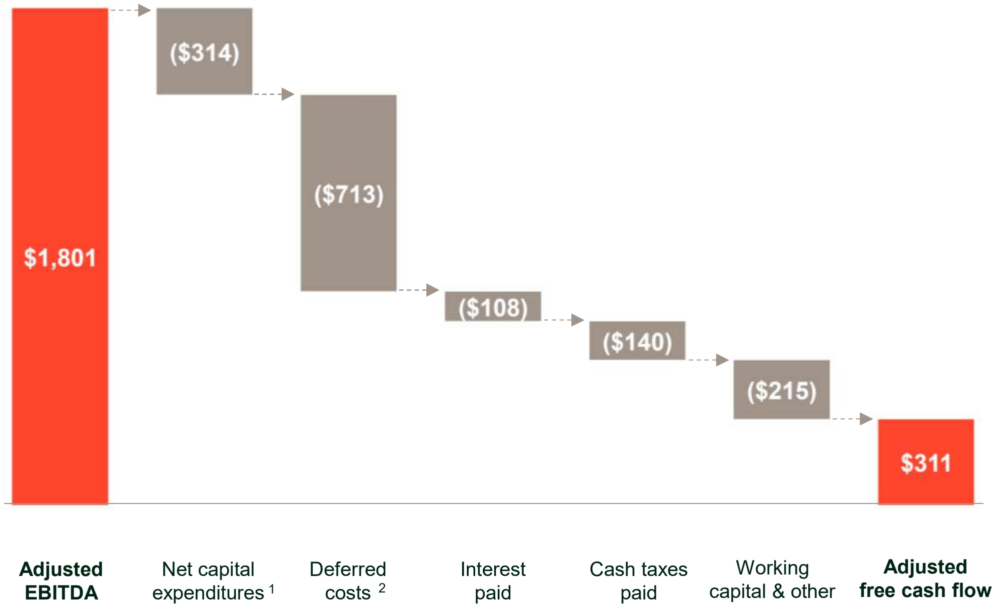
Fiscal 2024 adjusted EBITDA and adjusted free cash flow

($ in millions)

Third quarter



Year-to-date



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[1] Net capital expenditures compares to depreciation of $207M in third quarter and $629M in year-to-date, which excludes $2M in the third quarter and $10M year-to-date of depreciation expense that is included in transaction-related costs

[2] Deferred costs offset amortization of prepaid software and transition costs of $314M in third quarter and $946M year-to-date

Reconciliation of non-GAAP metrics

(in millions, except per-share amounts)

Reconciliation of net income (loss) to adjusted pretax income (loss) and adjusted EBITDA	Nine months ended Dec. 31, 2023	Three months ended Dec. 31, 2023	Three months ended Dec. 31, 2022
Net income (loss) (GAAP)	**($295)**	**($12)**	**($106)**
Plus: Provision for (benefit from) income taxes	131	65	(32)
Pretax income (loss)	**($165)**	**$53**	**($138)**
Non-operating adjustments (before tax)			
Workforce rebalancing charges	115	19	10
Charges related to ceasing to use leased/ fixed assets and lease terminations	24	14	10
Transaction-related costs (benefits[1])	12	(77)	48
Stock-based compensation expense	72	25	29
Amortization of acquisition-related intangible assets	23	8	11
Other adjustments[2]	52	21	27
Adjusted pretax income (loss) (non-GAAP)	**$135**	**$63**	**($4)**
Adjusted pretax margin	*1.1%*	*1.6%*	*(0.1%)*
Interest expense	92	31	27
Depreciation of property and equipment, and capitalized software	629	207	232
Amortization of transition costs and prepaid software	946	314	325
Adjusted EBITDA (non-GAAP)	**$1,801**	**$615**	**$580**
Operating margin[3]	*(0.3%)*	*2.7%*	*(1.9%)*
Adjusted EBITDA margin	*14.8%*	*15.6%*	*13.5%*
Revenue (GAAP)	**$12,202**	**$3,936**	**$4,303**
Net income (loss) margin	*(2.4%)*	*(0.3%)*	*(2.5%)*

Reconciliation of adjusted pretax income (loss) to adjusted net income (loss) and adjusted EPS	Three months ended Dec. 31, 2023	Three months ended Dec. 31, 2022
Adjusted pretax income (loss) (non-GAAP)	**$63**	**($4)**
Provision for income taxes (GAAP)	(65)	32
Tax effect of non-GAAP adjustments	(8)	(11)
Adjusted net income (loss) (non-GAAP)	**($11)**	**$17**
Diluted weighted average shares outstanding	229.6	227.0
Diluted earnings (loss) per share (GAAP)	(0.05)	(0.47)
Adjusted EPS (non-GAAP)	**($0.05)**	**$0.07**

Reconciliation of cash flow from operations to adjusted free cash flow	Three months ended Dec. 31, 2023	Nine months ended Dec. 31, 2023
Cash flow from operations (GAAP)	**$436**	**$309**
Plus: Transaction-related payments	29	113
Plus: Workforce rebalancing payments	29	142
Plus: Significant litigation payments	11	55
Plus: Payments related to lease terminations	2	7
Less: Net capital expenditures	(159)	(315)
Adjusted free cash flow (non-GAAP)	**$348**	**$311**

Reconciliation of net debt	Balance as of Dec. 31, 2023
Short-term debt	$628
Long-term debt	2,629
Total debt	**$3,256**
Cash	**1,688**
Net debt	**$1,568**

Numbers may not add due to rounding

[1] Kyndryl's reported results for the fiscal third quarter reflect $19 million of separation-related costs, primarily for systems migrations, which were completed in November. This was offset by a $102 million benefit related to an agreement to collect previously reserved receivables from our former Parent.

[2] Other adjustments represent pension costs other than pension servicing costs and multi-employer plan costs, significant litigation costs and currency impacts of highly inflationary countries

[3] Operating margin is calculated by dividing net income (loss) less income taxes, interest expense and other expense (income), by revenue

Definitions and rationale for non-GAAP metrics

Metric	Definition
Adjusted EBITDA and adjusted EBITDA margin	Adjusted EBITDA is defined as net income (loss) excluding net interest expense, income taxes, depreciation and amortization (excluding depreciation of right-of-use assets and amortization of capitalized contract costs), charges related to ceasing to use leased/fixed assets, charges related to lease terminations, transaction-related costs, pension costs other than pension servicing costs and multi-employer plan costs, stock-based compensation expense, workforce rebalancing charges, impairment expense, significant litigation costs, and foreign currency impacts of highly inflationary countries. Adjusted EBITDA margin is calculated by dividing adjusted EBITDA, as defined above, by revenue. Management uses adjusted EBITDA and adjusted EBITDA margin to evaluate our performance. Management also uses these metrics when publicly providing our business outlook. We believe they are a helpful supplemental measure to assist investors in evaluating our operating results as they exclude certain items whose fluctuation from period to period do not necessarily correspond to changes in the operations of our business. Adjusted EBITDA and adjusted EBITDA margin are financial measures that are not recognized under U.S. GAAP and should not be considered as an alternative to net income (loss) or other measures of financial performance or liquidity derived in accordance with U.S. GAAP.
Adjusted pretax income (loss) and adjusted pretax margin	Adjusted pretax income (loss) is defined as pretax income (loss) excluding transaction-related costs, charges related to ceasing to use leased/fixed assets, charges related to lease termination, pension costs other than pension servicing costs and multi-employer plan costs, stock-based compensation expense, amortization of acquisition-related intangible assets, workforce rebalancing charges, impairment expense, significant litigation costs and foreign currency impacts of highly inflationary countries. Adjusted pretax margin is calculated by dividing adjusted pretax income (loss), as defined above, by revenue. Management uses adjusted pretax income (loss) and adjusted pretax margin to evaluate our performance. Management also uses them when publicly providing our business outlook. We believe adjusted pretax income (loss) and adjusted pretax margin are helpful supplemental metrics for investors in evaluating our operating performance because they can be used by investors to measure a company's operating performance without regard to items excluded from the calculation of such measures, which can vary substantially from company to company. Adjusted pretax income (loss) and adjusted pretax margin eliminate the impact of expenses that do not relate to core business performance. These measures are financial measures that are not recognized under U.S. GAAP and should not be considered as an alternative to net income (loss) or other measures of financial performance or liquidity derived in accordance with U.S. GAAP.
Adjusted net income (loss), adjusted net margin and adjusted earnings per share (EPS)	Adjusted net income (loss) is defined as adjusted pretax income (loss) less the reported provision for income taxes, minus or plus the tax effect of the non-GAAP adjustments made to calculate adjusted pretax income (loss), and excluding exceptional items impacting the reported provision for income taxes. Adjusted net margin is calculated by dividing adjusted net income by revenue. Adjusted earnings per share (EPS) is defined as adjusted net income divided by diluted weighted average shares outstanding to reflect shares that are dilutive or anti-dilutive based on the amount of adjusted net income. Management uses adjusted net income (loss), adjusted net margin and adjusted earnings per share to evaluate our performance. Management also uses them when publicly providing our business outlook. We believe adjusted net income (loss) and adjusted net margin are helpful supplemental metrics for investors in evaluating our operating performance because they can be used by investors to measure a company's operating performance without regard to items excluded from the calculation of such measures, which can vary substantially from company to company. Adjusted earnings per share can be used by investors to evaluate operating performance attributable to equity shareholders. These measures are financial measures that are not recognized under U.S. GAAP and should not be considered as an alternative to net income (loss) or other measures of financial performance or liquidity derived in accordance with U.S. GAAP.

Definitions and rationale for non-GAAP metrics (continued)

Metric	Definition
Constant-currency	Constant-currency information compares results between periods as if exchange rates had remained constant period over period. We define constant-currency revenues as total revenues excluding the impact of foreign exchange rate movements and use it to determine the constant-currency revenue growth on a year-over-year basis. Constant-currency revenues are calculated by translating current period revenues using corresponding prior-period exchange rates. Management uses constant-currency measures to evaluate period-over-period operating performance without the effect of fluctuations in currency exchange rates, which is consistent with how management evaluates our revenue results and trends. We believe that presentation in constant-currency is a useful supplemental financial measure to aid investors in understanding of the Company's period-over-period operating performance and provides additional insight into historical and/or future performance.
Net debt	Net debt is defined as total debt less cash and cash equivalents. Management uses net debt to evaluate its leverage.
Adjusted free cash flow	Adjusted free cash flow is defined as cash flows from operating activities after adding back transaction-related payments, workforce rebalancing payments, significant litigation payments and payments related to lease terminations and ceasing to use leased/fixed assets, less net capital expenditures. Management uses adjusted free cash flow as a measure to evaluate its operating results, plan strategic investments and assess our ability and need to incur and service debt. We believe adjusted free cash flow is a useful supplemental financial measure to aid investors in assessing our ability to pursue business opportunities and investments and to service our debt. Adjusted free cash flow is a financial measure that is not recognized under U.S. GAAP and should not be considered as an alternative to cash flows from operations or liquidity derived in accordance with U.S. GAAP.
Signings and gross profit book-to-bill	Signings are defined by Kyndryl as an initial estimate of the value of a customer's commitment under a contract. The calculation involves estimates and judgments to gauge the extent of a customer's commitment, including the type and duration of the agreement as well as the presence of termination charges or wind-down costs. Contract extensions and increases in scope are treated as signings only to the extent of the incremental new value. Signings can vary over time due to a variety of factors including, but not limited to, the timing of signing a small number of larger outsourcing contracts, as well as the length of those contracts. The conversion of signings into revenue may vary based on the types of services and solutions, customer decisions and other factors, which may include, but are not limited to, macroeconomic environment or external events. Our gross profit book-to-bill is defined as our projected gross profit on signings for the trailing six or twelve months divided by our actual gross profit for the same period. Management uses signings and gross profit book-to-bill as tools to monitor the performance of the business including the business' ability to attract new customers and sell additional scope into our existing customer base.