

Year-End January 31, 2026 Business Update

NASDAQ: CGNT

→ March 25, 2026

Cognyte



Disclaimers

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

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

Consistent Execution Drives Strong FYE26 Results

(ending January 2026)

Revenue

\$400M

↑ **14%** YoY

Non-GAAP Gross Margin

73%

↑ **200** bps YoY

Adjusted EBITDA

\$48M

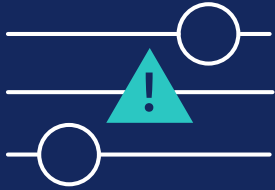
↑ **66%** YoY

GAAP Gross margin for FYE26 was 72.4%

GAAP Operating income for FYE26 was \$13.3M

GAAP Net income for FYE26 was \$4.6M

Structurally Growing Market



Increasing
threat complexity



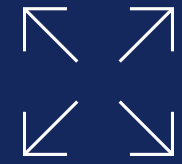
More sophisticated
adversaries



Exponential data
growth

Driving demand for mission-critical technology

Executing our Growth Strategy



Installed Base
Expansion



New
Customers



USA

AI is a Structural Tailwind



Data Advantage

Unifying fragmented, high-sensitivity data at scale



Domain Expertise

Decades of investigative methodologies embedded in the platform



AI in Action

Embedded into workflows for operational outcomes



Trust & Compliance

Secure, auditable and evidence-aligned, by design

“
The event was exceptional

Michael J Quigley
Lt. Cmdr. U.S. Navy (Ret)

Intelligence Summit 2026

Safer Tomorrow Together



“
We must partner with the private sector to access the best technology

Jurgen Stock
Former head of INTERPOL



“
A uniquely relevant and high-quality forum that combines strong content, trusted dialogue

Ingvil Smines Tybring-Gjedde
Former Norway Minister of Public Security, and former State Secretary



“
The sessions and keynote speeches pinpointed our challenges

Law Enforcement Customer

“
Thank you for an extraordinary event and valuable insights

Military Intelligence Customer

Cognyte

Intelligence Summit 2026
Safer Tomorrow Together



“
Very impressive solutions

National Security Customer

Intelligence Summit 2026

Safer Tomorrow Together

Well-Positioned for Future Growth



Mission-critical solutions
in a growing market



High barriers to entry and
deep customer integration



AI accelerating demand
and differentiation



Expanding within a loyal,
long-standing customer base

Financial Summary

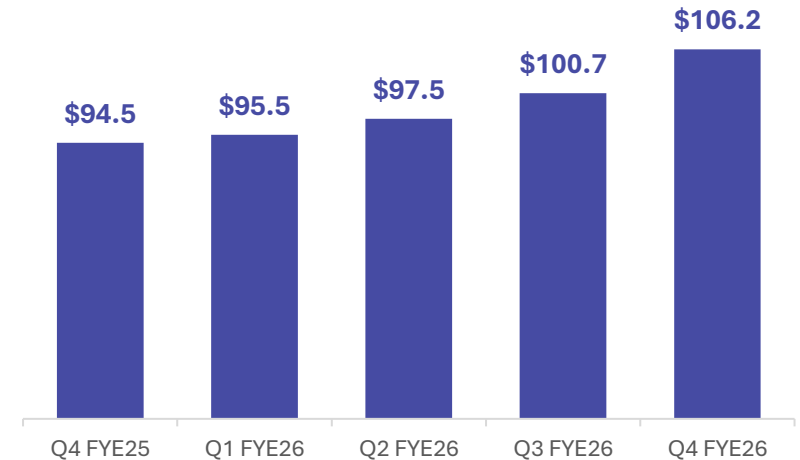
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Q4 FYE26 Highlights

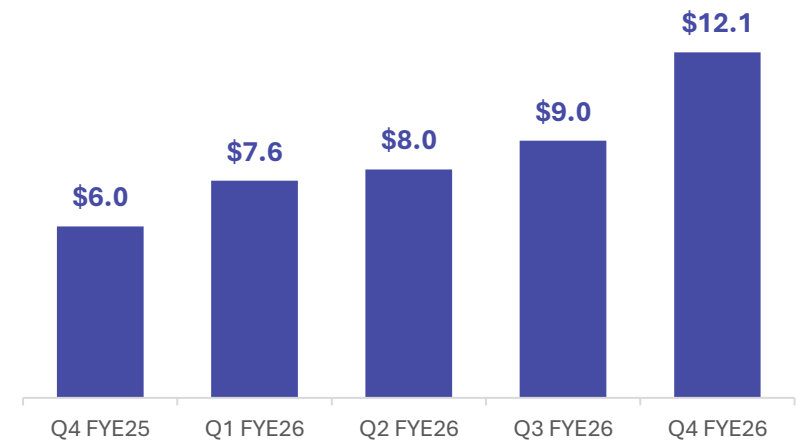
- Revenue of \$106.2 million, **12.4% YoY**
- Recurring Revenue of \$50.0M or 47.1% of total revenue
- GAAP operating income of \$5.2 million compared to \$0.7 million last year
- Non-GAAP operating income of \$12.1 million, **Double YoY**
- Adjusted EBITDA of \$15.0 million, **62.5% YoY**

GAAP Net income for Q4 FYE26 was \$5.1M compared to GAAP Net loss of \$0.2M last year
GAAP Operating income for Q4 FYE26 was \$5.2M, Q3 FYE26 was \$3.2M, Q2 FYE26 was \$2.7M, Q1 FYE26 was \$2.2M and Q4 FYE25 was \$0.7M.

Revenue

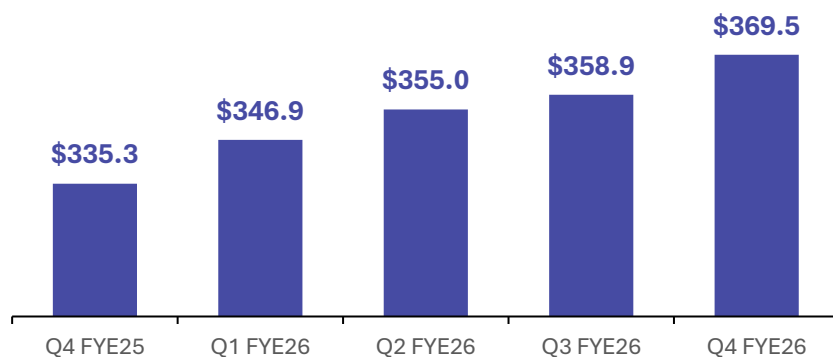


Non-GAAP Operating Income

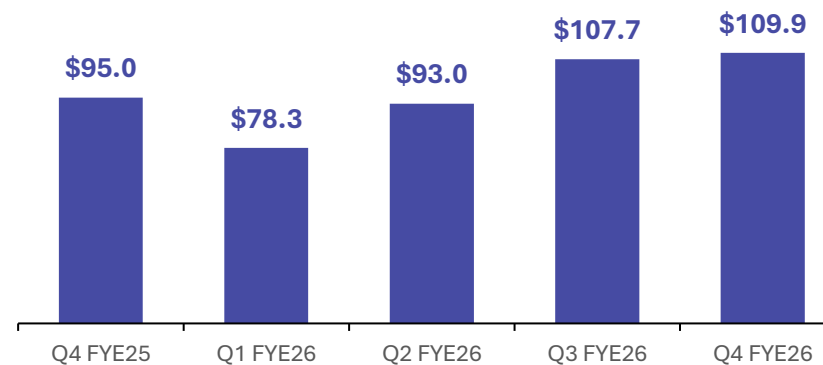


Sustained Strong Execution Driving Results

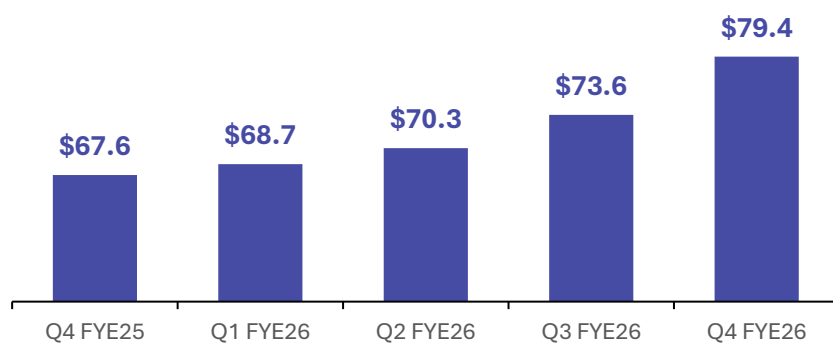
Short-Term RPO



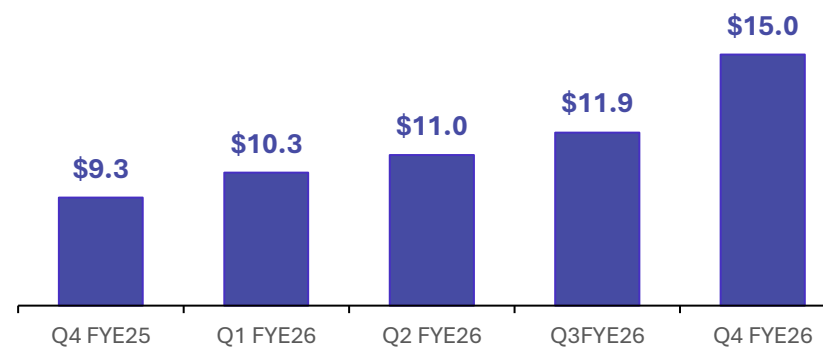
Billings



Non-GAAP Gross Profit



Adjusted EBITDA



Billings is defined as revenue plus the change in contract liabilities, contract assets and unbilled balances.

GAAP Gross profit for Q4 FYE26 was \$78.7M, Q3 FYE26 was \$73.0M, Q2 FYE26 was \$69.8M, Q1 FYE26 was \$68.1M and Q4 FYE25 was \$67.0M.

GAAP Operating income for Q4 FYE26 was \$5.2M, Q3 FYE26 was \$3.2M, Q2 FYE26 was \$2.7M, Q1 FYE26 was \$2.2M and Q4 FYE25 was \$0.7M.

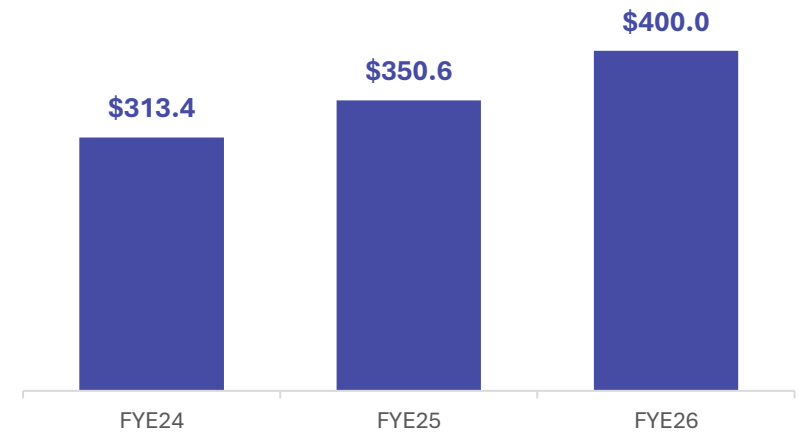
GAAP Net income (loss) for Q4 FYE26 was \$5.1M, Q3 FYE26 was \$(3.4)M, Q2 FYE26 was \$2.7M, Q1 FYE26 was \$0.1M and Q4 FYE25 was \$(0.2)M.

FYE26 Strong Performance

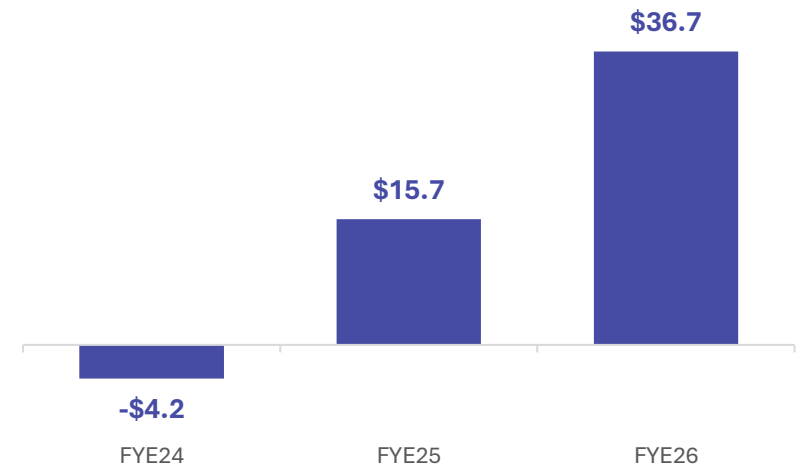
- Revenue of \$400.0 million, **14.1% YoY**
- Non-GAAP gross margins of 73%, **up 200 bps YoY**
- GAAP operating income of \$13.3 million compared to a loss of \$5.1 million, **up \$18.4M YoY**
- Non-GAAP operating income of \$36.7 million, **more than double YoY**
- Adjusted EBITDA of \$48.2 million, **65.7% YoY**

GAAP Net income for FYE26 was \$4.6M compare to Net Loss of \$7.2 in previous year
GAAP Operating income (loss) for FYE26 was \$13.3M, FYE25 was \$(5.1)M, FYE24 was \$(18.1)M.

Revenue

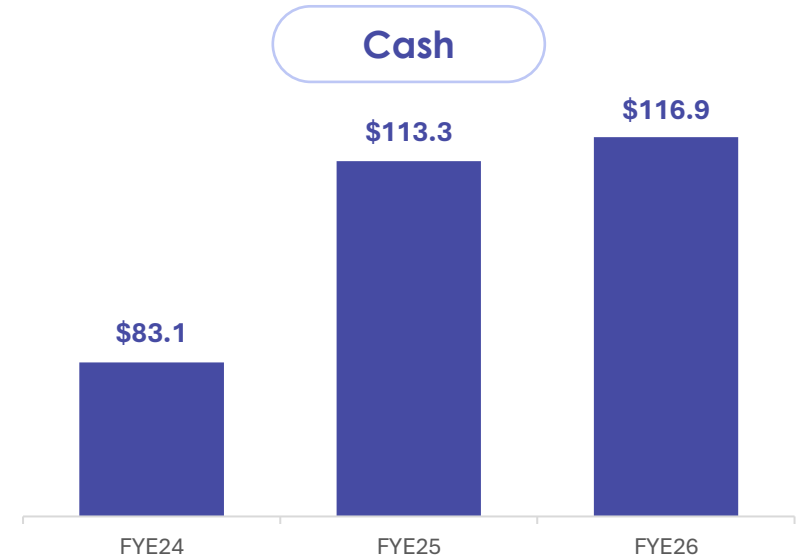


Non-GAAP Operating Income



Strong Balance Sheet

- \$116.9 million of cash, no debt
 - Bought \$21.4 million of shares during the year
- Cash flow from operations of \$40.3 million
- Total authorization of \$40 million to execute share repurchases
 - Board approved \$20 million addition to program



FYE27 Outlook

(Feb 2026 -Jan 2027)

Revenue*

~\$448M

~12% YoY

Non-GAAP
gross margin

73.5%

+50 bps

Adjusted EBITDA

~\$68M

~40% YoY

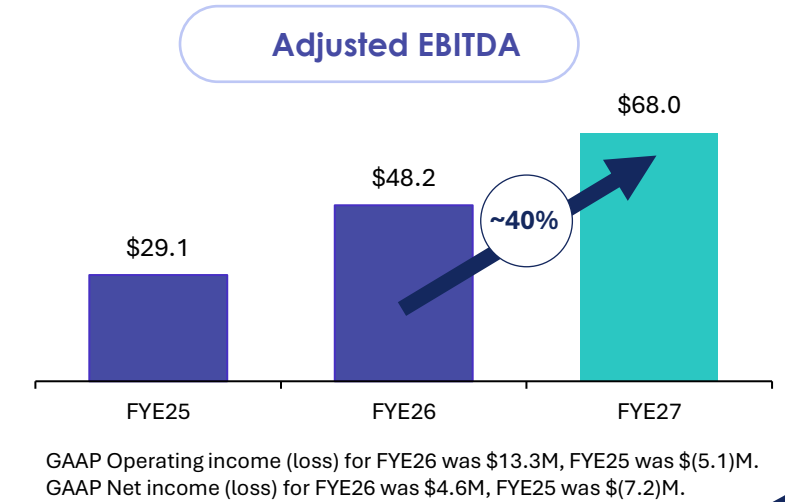
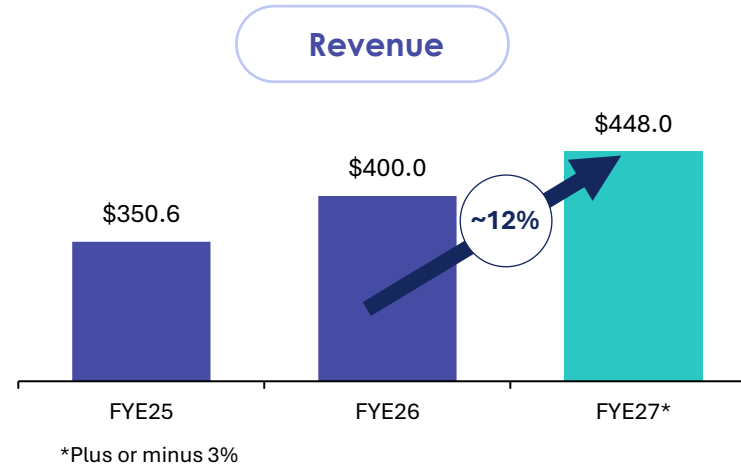
Cash flow from
operations

~\$45M

*Plus or minus 3%

Operational Leverage In Action

FYE27 Annual Guidance (ending Jan 2027)



FYE28 Targets (ending Jan 2028)

Revenue

~\$500M

Adjusted EBITDA margin

>20%

Thank you

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Appendix

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Cognyte Software Summary Metrics

(\$ in millions, except share and per share data; shares in thousands)		Three Months Ended								Year Ended		Three Months Ended								Year Ended	
		4/30/2024		7/31/2024		10/31/2024		1/31/2025		1/31/2025		4/30/2025		7/31/2025		10/31/2025		1/31/2026		1/31/2026	
		GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP
Revenue Metrics	Software and software services revenue	\$75.8	\$75.8	\$72.3	\$72.3	\$75.3	\$75.3	\$83.3	\$83.3	\$306.7	\$306.7	\$82.0	\$82.0	\$83.3	\$83.3	\$88.7	\$88.7	\$95.2	\$95.2	\$349.3	\$349.3
	Professional services and other revenue	\$6.9	\$6.9	\$12.1	\$12.1	\$13.7	\$13.7	\$11.2	\$11.2	\$43.9	\$43.9	\$13.5	\$13.5	\$14.2	\$14.2	\$12.0	\$12.0	\$11.0	\$11.0	\$50.7	\$50.7
	Total revenue	\$82.7	\$82.7	\$84.4	\$84.4	\$89.0	\$89.0	\$94.5	\$94.5	\$350.6	\$350.6	\$95.5	\$95.5	\$97.5	\$97.5	\$100.7	\$100.7	\$106.2	\$106.2	\$400.0	\$400.0
Revenue Mix	Software and software services revenue as a % of total revenue	91.6%	91.6%	85.6%	85.6%	84.6%	84.6%	88.2%	88.2%	87.5%	87.5%	85.9%	85.9%	85.5%	85.5%	88.1%	88.1%	89.6%	89.6%	87.3%	87.3%
	Professional services and other revenue as a % of total revenue	8.4%	8.4%	14.4%	14.4%	15.4%	15.4%	11.8%	11.8%	12.5%	12.5%	14.1%	14.1%	14.5%	14.5%	11.9%	11.9%	10.4%	10.4%	12.7%	12.7%
Growth Metrics	Reported revenue growth YoY	12.9%	12.7%	9.6%	9.6%	12.1%	12.1%	12.9%	12.9%	11.9%	11.8%	15.5%	15.5%	15.5%	15.5%	13.2%	13.2%	12.4%	12.4%	14.1%	14.1%
	Software and software services revenue growth YoY	14.0%	13.9%	8.3%	8.3%	5.1%	5.1%	13.0%	13.0%	10.1%	10.0%	8.2%	8.2%	15.3%	15.3%	17.9%	17.9%	14.2%	14.2%	13.9%	13.9%
	Gross profit growth YoY	17.3%	17.1%	12.6%	12.9%	11.8%	12.0%	16.9%	17.0%	14.6%	14.7%	16.7%	16.8%	17.0%	16.8%	18.1%	18.0%	17.5%	17.4%	17.3%	17.3%
	Adjusted EBITDA growth YoY		320.6%		255.5%		41.9%		113.8%		223.4%		105.5%		32.7%		81.4%		62.5%		65.7%
Profitability Metrics	Gross profit	\$58.4	\$58.8	\$59.6	\$60.2	\$61.9	\$62.4	\$67.0	\$67.6	\$246.9	\$249.0	\$68.1	\$68.7	\$69.6	\$70.3	\$73.0	\$73.6	\$78.7	\$79.4	\$289.7	\$292.0
	Gross margin %	70.6%	71.1%	70.6%	71.3%	69.5%	70.1%	70.9%	71.5%	70.4%	71.0%	71.3%	71.9%	71.5%	72.1%	72.5%	73.1%	74.1%	74.7%	72.4%	73.0%
	Operating income (loss)	\$(2.3)	\$1.8	\$(1.4)	\$4.4	\$(2.2)	\$3.4	\$0.7	\$6.0	\$(5.1)	\$15.7	\$2.2	\$7.6	\$2.7	\$8.0	\$3.2	\$9.0	\$5.2	\$12.1	\$13.3	\$36.7
	Operating margin %	-2.8%	2.2%	-1.6%	5.3%	-2.4%	3.9%	0.7%	6.4%	-1.5%	4.5%	2.3%	7.9%	2.8%	8.2%	3.2%	9.0%	4.9%	11.4%	3.3%	9.2%
	Adjusted EBITDA		\$5.0		\$8.3		\$6.6		\$9.3		\$29.1		\$10.3		\$11.0		\$11.9		\$15.0		\$48.2
	Adjusted EBITDA margin		6.1%		9.8%		7.4%		9.8%		8.3%		10.8%		11.3%		11.8%		14.2%		12.1%
EPS	Diluted net income (loss) per share attributable to Cognyte	\$(0.07)	\$(0.04)	\$(0.03)	\$0.05	\$(0.05)	\$0.02	\$(0.02)	\$0.03	\$(0.17)	\$0.06	\$(0.01)	\$0.07	\$0.02	\$0.08	\$(0.07)	\$0.03	\$0.05	\$0.10	\$(0.01)	\$0.28
	Weighted-average shares used in computing EPS	71,029	71,029	71,800	73,191	71,937	73,531	72,406	74,878	71,797	73,508	72,225	75,493	74,129	74,129	73,012	74,407	75,283	75,283	72,910	74,836
Operating Expense Metrics	Research and development, net	\$26.8	\$26.3	\$26.2	\$25.7	\$27.2	\$26.8	\$28.1	\$27.7	\$108.3	\$106.5	\$29.1	\$28.7	\$29.2	\$28.7	\$31.4	\$30.9	\$32.6	\$31.3	\$122.3	\$119.7
	% of revenue	32.4%	31.8%	31.0%	30.4%	30.6%	30.1%	29.7%	29.3%	30.9%	30.4%	30.5%	30.1%	30.0%	29.5%	31.2%	30.7%	30.7%	29.5%	30.6%	29.9%
	Selling, general and administrative	\$33.8	\$30.6	\$34.8	\$30.1	\$36.8	\$32.1	\$38.2	\$33.9	\$143.5	\$126.7	\$36.9	\$32.4	\$37.7	\$33.6	\$38.2	\$33.7	\$40.9	\$36.0	\$153.7	\$135.7
	% of revenue	40.8%	37.0%	41.2%	35.6%	41.3%	36.1%	40.4%	35.8%	40.9%	36.1%	38.6%	33.3%	38.7%	34.4%	37.9%	33.5%	38.5%	33.9%	38.4%	33.9%

Cognyte Software GAAP to Non-GAAP Reconciliation

(\$ in millions)	Three Months Ended				Year Ended	Three Months Ended				Year Ended
	4/30/2024	7/31/2024	10/31/2024	1/31/2025	1/31/2025	4/30/2025	7/31/2025	10/31/2025	1/31/2026	1/31/2026
Total revenue - GAAP	\$ 82.7	\$ 84.4	\$ 89.0	\$ 94.5	\$ 350.6	\$ 95.5	\$ 97.5	\$ 100.7	\$ 106.2	\$ 400.0
Total estimated revenue adjustments	—	—	—	—	—	—	—	—	—	—
Total revenue - non-GAAP	\$ 82.7	\$ 84.4	\$ 89.0	\$ 94.5	\$ 350.6	\$ 95.5	\$ 97.5	\$ 100.7	\$ 106.2	\$ 400.0
Total GAAP gross profit	\$ 58.4	\$ 59.6	\$ 61.9	\$ 67.0	\$ 246.9	\$ 68.1	\$ 69.8	\$ 73.0	\$ 78.7	\$ 289.7
Total GAAP gross margin	70.6%	70.6%	69.5%	70.9%	70.4%	71.3%	71.5%	72.5%	74.1%	72.4%
Stock-based compensation expenses	0.4	0.6	0.5	0.6	2.1	0.6	0.6	0.6	0.6	2.3
Restructuring expenses	—	—	—	0.0	0.0	—	—	—	—	0.0
Total non-GAAP gross profit	\$ 58.8	\$ 60.2	\$ 62.4	\$ 67.6	\$ 249.0	\$ 68.7	\$ 70.3	\$ 73.6	\$ 79.4	\$ 292.0
Total non-GAAP gross margin	71.1%	71.3%	70.1%	71.5%	71.0%	71.9%	72.1%	73.1%	74.7%	73.0%
Software and software services										
Software and software services gross profit - GAAP	\$ 59.3	\$ 56.8	\$ 60.0	\$ 65.3	\$ 241.5	\$ 65.6	\$ 68.8	\$ 70.1	\$ 75.5	\$ 280.0
Software and software services gross margin - GAAP	78.3%	78.6%	79.7%	78.4%	78.7%	80.0%	82.5%	79.0%	79.3%	80.1%
Software and software services gross profit adjustments	0.3	0.4	0.4	0.4	1.6	0.4	0.4	0.4	0.5	1.8
Software and software services gross profit - non-GAAP	\$ 59.6	\$ 57.3	\$ 60.4	\$ 65.8	\$ 243.1	\$ 66.0	\$ 69.2	\$ 70.5	\$ 76.0	\$ 281.8
Software and software services gross margin - non-GAAP	78.7%	79.2%	80.3%	78.9%	79.3%	80.5%	83.0%	79.5%	79.8%	80.7%
Professional services and other										
Professional services and other gross profit - GAAP	\$ (0.9)	\$ 2.8	\$ 1.9	\$ 1.7	\$ 5.4	\$ 2.5	\$ 1.0	\$ 3.0	\$ 3.2	\$ 9.7
Professional services and other gross margin - GAAP	-13.5%	23.0%	13.5%	15.2%	12.3%	18.9%	6.9%	24.6%	29.3%	19.1%
Professional services and other gross profit adjustments	0.1	0.1	0.1	0.1	0.5	0.1	0.1	0.1	0.2	0.6
Professional services and other gross profit - non-GAAP	\$ (0.8)	\$ 2.9	\$ 2.0	\$ 1.8	\$ 5.9	\$ 2.7	\$ 1.1	\$ 3.1	\$ 3.4	\$ 10.3
Professional services and other gross margin - non-GAAP	-11.9%	24.2%	14.4%	16.3%	13.4%	19.7%	7.9%	25.8%	30.9%	20.3%
GAAP research and development, net as a % of GAAP revenue	\$ 26.8	\$ 26.2	\$ 27.2	\$ 28.1	\$ 108.3	\$ 29.1	\$ 29.2	\$ 31.4	\$ 32.6	\$ 122.3
	32.4%	31.0%	30.6%	29.7%	30.9%	30.5%	30.0%	31.2%	30.7%	30.6%
Stock-based compensation expenses	(0.4)	(0.4)	(0.4)	(0.4)	(1.6)	(0.4)	(0.5)	(0.5)	(0.5)	(1.9)
Restructuring expenses	(0.0)	(0.1)	—	—	(0.1)	—	—	—	(0.8)	(0.8)
Non-GAAP research and development, net as a % of non-GAAP revenue	\$ 26.3	\$ 25.7	\$ 26.8	\$ 27.7	\$ 106.5	\$ 28.7	\$ 28.7	\$ 30.9	\$ 31.3	\$ 119.7
	31.8%	30.4%	30.1%	29.3%	30.4%	30.1%	29.5%	30.7%	29.5%	29.9%
GAAP selling, general and administrative expenses as a % of GAAP revenue	\$ 33.8	\$ 34.8	\$ 36.8	\$ 38.2	\$ 143.5	\$ 36.9	\$ 37.7	\$ 38.2	\$ 40.9	\$ 153.7
	40.8%	41.2%	41.3%	40.4%	40.9%	38.6%	38.7%	37.9%	38.5%	38.4%
Stock-based compensation expenses	(3.0)	(4.1)	(3.9)	(4.3)	(15.3)	(4.3)	(4.1)	(4.4)	(4.3)	(17.1)
Acquisition expenses, net	—	—	—	—	—	(0.1)	(0.1)	0.0	(0.0)	(0.2)
Restructuring expenses	(0.1)	(0.0)	(0.0)	(0.0)	(0.1)	—	(0.0)	(0.0)	(0.5)	(0.5)
Separation expenses	(0.0)	(0.1)	(0.0)	0.1	(0.0)	(0.0)	(0.0)	—	(0.1)	(0.1)
Business divestiture	(0.0)	—	—	—	(0.0)	—	0.0	—	—	0.0
Other adjustments	(0)	(0.5)	(0.7)	(0.1)	(1.3)	(0.1)	—	—	—	(0.1)
Non-GAAP selling, general and administrative expenses as a % of non-GAAP revenue	\$ 30.6	\$ 30.1	\$ 32.1	\$ 33.9	\$ 126.7	\$ 32.4	\$ 33.6	\$ 33.7	\$ 36.0	\$ 135.7
	37.0%	35.6%	36.1%	35.8%	36.1%	33.9%	34.4%	33.5%	33.9%	33.9%