



Cognnyte

Actionable Intelligence for a Safer World

Investor Presentation
April 2026



Cognnyte

Caution About Forward- Looking Statements

This presentation contains “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the United States Securities Exchange Act of 1934. Forward-looking statements include statements regarding expectations, predictions, views, opportunities, plans, strategies, beliefs, and statements of similar effect relating to Cognyte. All statements contained in this press release that do not relate to matters of historical fact should be considered forward-looking statements. These forward-looking statements do not guarantee future performance and 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 or conditions to differ materially from those expressed in or implied by the forward-looking statements. Some of the factors that could cause our actual results or conditions to differ materially from current expectations include, among others: uncertainties regarding the impact of changes in macroeconomic and/or global conditions; risks related to geopolitical changes and investor visibility constraints; risks related to new tariffs and retaliatory measures that may adversely affect the economy and reduce government spending; risks related to the impact of inflation and related volatility on our financial performance; risks relating to adverse changes to the regulatory constraints to which we are subject; risks related to the impact of disruptions to the global supply chain; risks resulting from health crises; risks related to conditions in Israel including Israel's conflict with Hamas and other terrorist organizations in the region since October 7, 2023; risks associated with customer concentration and challenges associated with our ability to accurately forecast revenue and expenses; risks associated with political and reputational factors related to our business or operations; risks associated with our ability to keep pace with technological advances and challenges and evolving industry standards; risks relating to proprietary rights infringement claims; risks relating to defects, operational problems, or vulnerability to cyber-attacks of our products or any of the components used in our products; risks related to the strengths of our intellectual property rights protection; risks that we may be unable to establish and maintain relationships with key resellers, partners, and system integrators and risks associated with our reliance on third-party suppliers for certain components, products or services; risks due to the aggressive competition in all of our markets; challenges associated with our long sales cycles and with the sophisticated nature of our solutions; risks associated with our ability or costs to retain, recruit and train qualified personnel; risks relating to our ability to properly manage investments in our business and operations, execute on growth or strategic initiatives; risks associated with acquisitions, strategic investments, partnerships or alliances; risk of security vulnerabilities or lapses, including cyber-attacks, information technology system breaches, failures or disruptions; risks associated with the mishandling or perceived mishandling of sensitive, confidential or classified information; risks associated with our failure to comply with laws; risks associated with our credit facilities or that we may experience liquidity or working capital issues and related risks that financing sources may be unavailable to us on reasonable terms; risks associated with changing tax laws and regulations, tax rates, and the continuing availability of expected tax benefits in the countries in which we operate; risks associated with our significant international operations, including due to our Israeli operations, fluctuations in foreign exchange rates, and exposure to regions subject to political or economic instability; risks associated with complex and changing regulatory environments relating to our operations and the markets we operate in; risks relating to the adequacy of our existing infrastructure, systems, processes, policies, procedures, internal controls and personnel for our current and future operations and reporting needs; risks related to the tax treatment of our spin-off from Verint; risks related to our share repurchase program, and risks associated with different corporate governance requirements applicable to Israeli companies and risks associated with being a foreign private issuer. ; and other risks set forth and in Section 3.D - “Risk Factors” in our latest annual report on Form 20-F for the fiscal year ended January 31, 2025, being filed with the Securities and Exchange Commission (the “SEC”) on April 2, 2025, and in our subsequent filings with the SEC. In addition, we operate in a very competitive and rapidly changing environment. New risks and uncertainties emerge from time to time. It is not possible for our management to predict all risks and uncertainties, nor can we assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements that we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this release are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. Any forward-looking statement made in this press release speaks only as of the date hereof. Except as otherwise required by law, the Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changed circumstances, or any other reason.

A world of uncertainty

Crime, conflict, and terror are accelerating. Traditional boundaries are blurring. New threats are emerging daily.

\$2.2 trillion
the value of crime

SOURCE: Transnational Crime and the Developing World report from Global Financial Integrity (GFI)

27%
of law enforcement agencies report growing ties between criminal networks and terror groups

SOURCE: Cognyte 2025 Law Enforcement Outlook survey

Over 70%
of organized crime groups now operate in more than three countries

SOURCE: Europol EU-SOCTA report 2021

In the last year



There were 59 active conflicts across 79 countries

SOURCE: Global Peace Index 2025, Institute for Economics & Peace, March 2025



1 in 8 people globally were exposed to conflict

SOURCE: Armed Conflict Location and Event Data (ACLED)



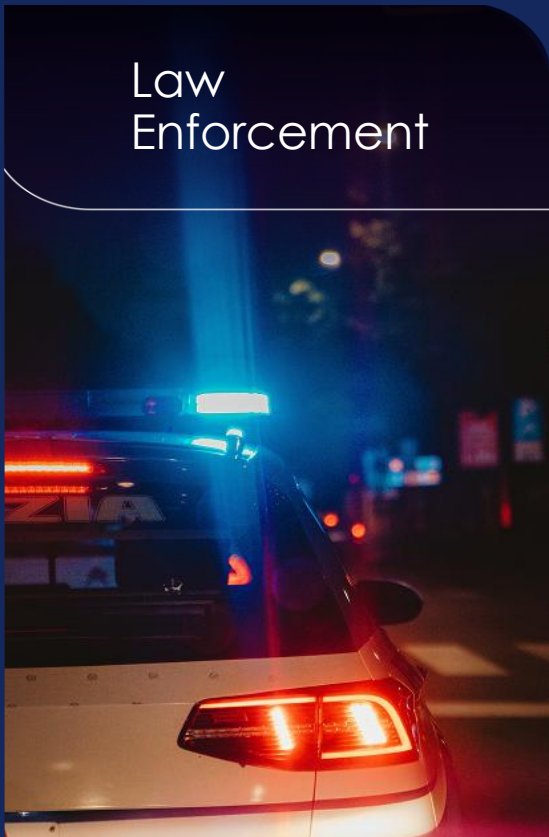
Cognyte

Helping organizations generate
Actionable Intelligence to accelerate and
enhance their investigations and operations
for the best possible outcomes

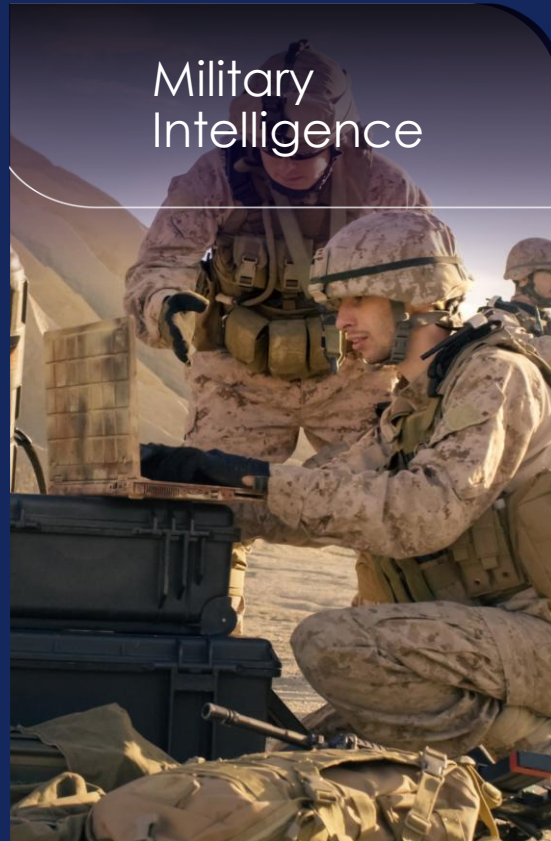
Our core customers

We work with customers tasked with maintaining security in the face of unprecedented challenges

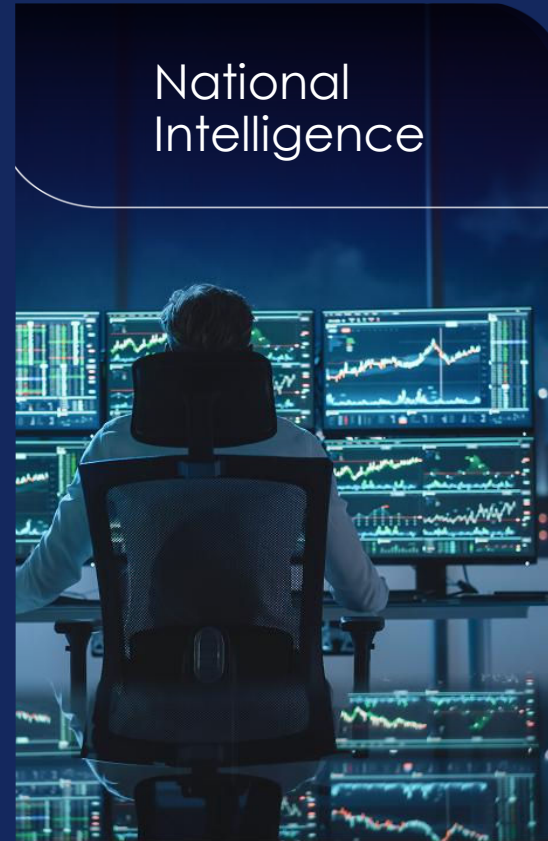
Law
Enforcement



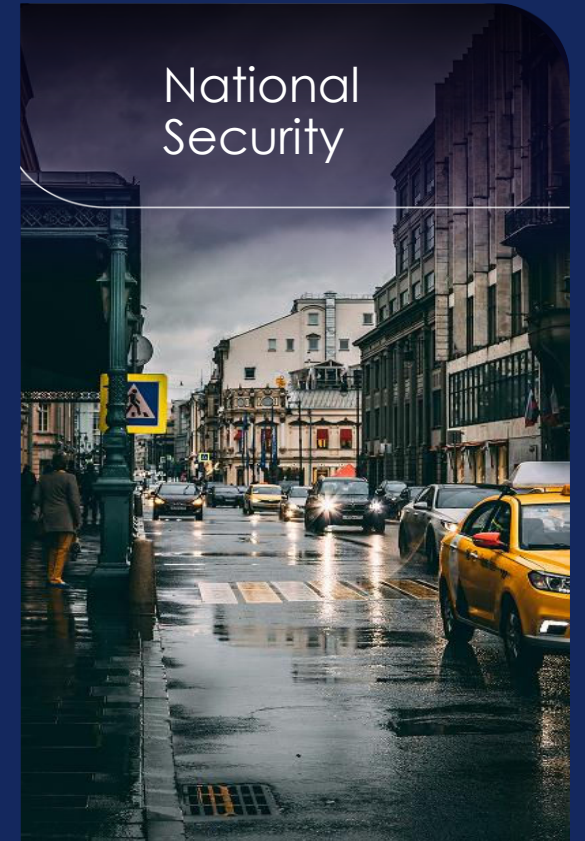
Military
Intelligence



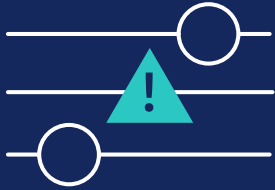
National
Intelligence



National
Security



Structurally Growing Market



Increasing
threat complexity



More sophisticated
adversaries



Exponential
data growth

Driving demand for mission-critical technology

Our investigative analytics solutions help to:

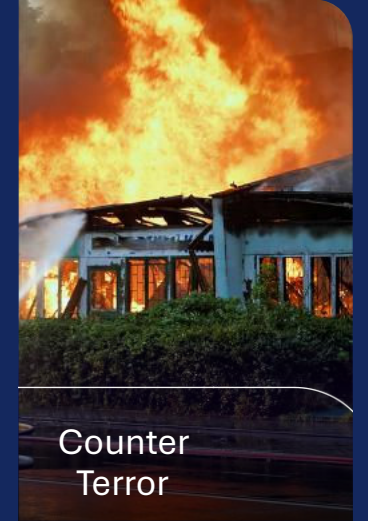
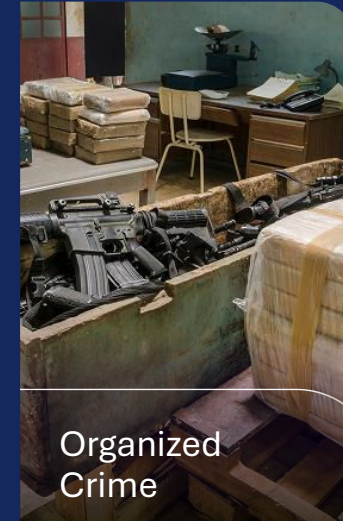
Investigate

Identify

Mitigate

Prevent

various crime, terror and military threats



We see data differently...

By understanding, enriching and analyzing data at unparalleled scale, we help quickly reveal insights that help answer our customers most critical questions:

Who

is planning the next attack?

What

is the suspect's next move?

How

can I identify if the suspect is part of an organized group?

Where

can I find the suspect tomorrow afternoon?

What

capabilities does my adversary possess?

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

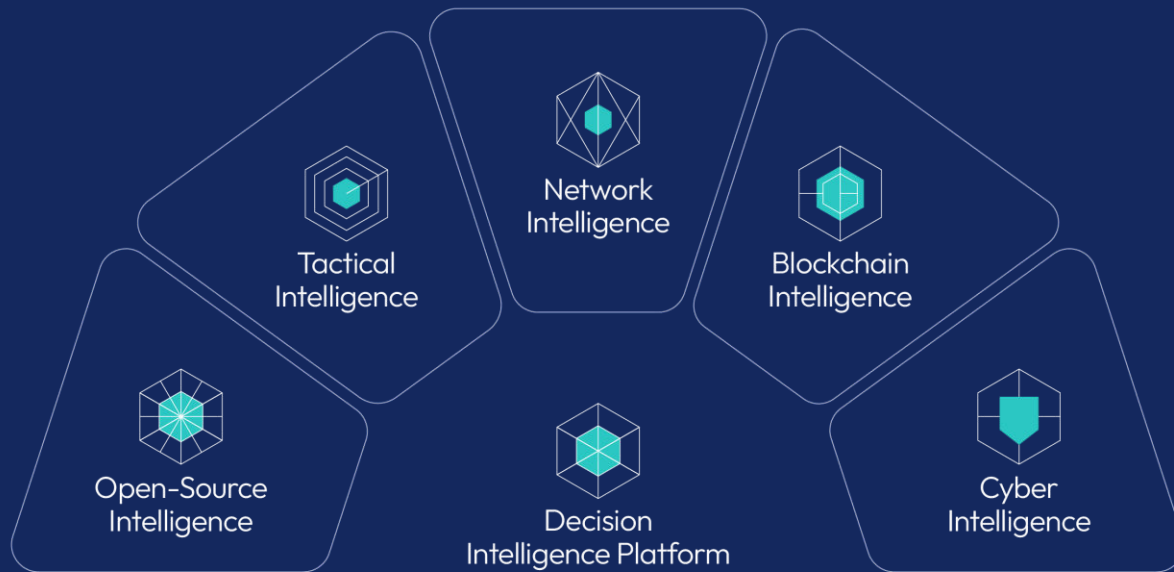
Embedded into workflows for operational outcomes



Trust & Compliance

Secure, auditable and evidence-aligned, by design

Broad portfolio recognized by leading industry analysts



Gartner

Hype Cycle™ for Public Safety & Law Enforcement
Gartner® 2025

Emerging Tech Impact Radar: Preemptive Cybersecurity
Gartner® 2025

Emerging Tech: Physical Security's Next Frontier
Gartner® 2025

Emerging Tech: The Future of Cyberthreat Intelligence
Gartner® 2024

Navigate Executive Protection Solutions for Digital Threat Defense
Gartner® 2025

F R O S T S U L L I V A N

Frost Radar™ Digital Intelligence Solutions
Frost & Sullivan 2022

Real world experience. Technology expertise

Cognyte



3 Decades of
introducing
breakthrough
technologies



Veterans from the
agencies we serve
with 100s of
Investigations,
Intelligence & Field
Operations Experts



Trusted partner,
supporting Tier 1
agencies around the
globe



Harnessing
AI, LLMs and Machine
Learning to analyze
data at unparalleled
scale

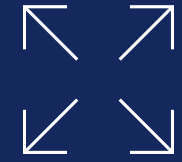


Partnering with
hundreds of customers
around the world for
knowledge sharing

Financial Summary

Cognyte

Executing our Growth Strategy



Installed Base
Expansion



New
Customers



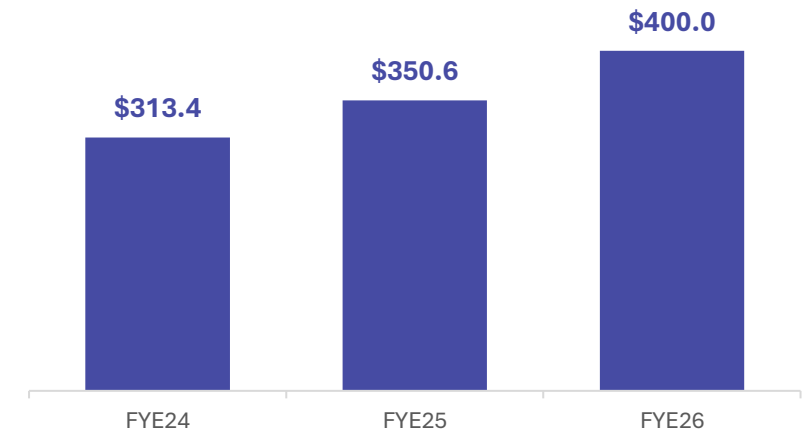
North
America

FYE26 Strong Performance

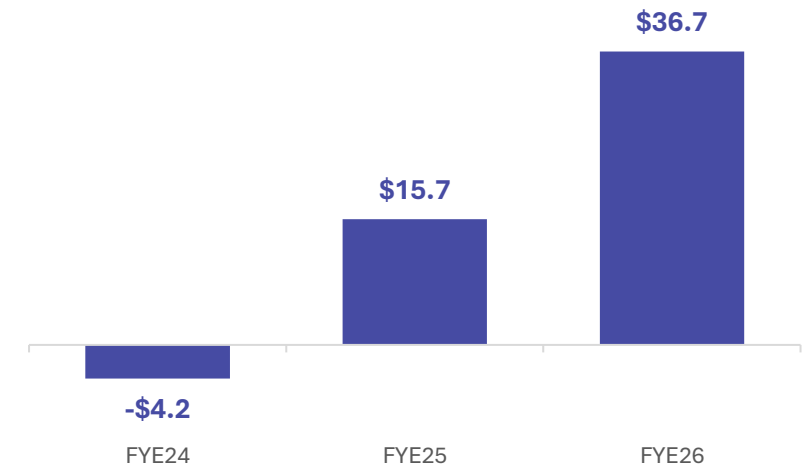
- Revenue of \$400.0 million, **14.1% YoY**
- Non-GAAP gross margins of 73%, **up 200 bps YoY**
- GAAP operating income of \$13.3 million compared to a loss of \$5.1 million, **up \$18.4M YoY**
- Non-GAAP operating income of \$36.7 million, **more than double YoY**
- Adjusted EBITDA of \$48.2 million,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

GAAP Net income for FYE26 was \$4.6M compared 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

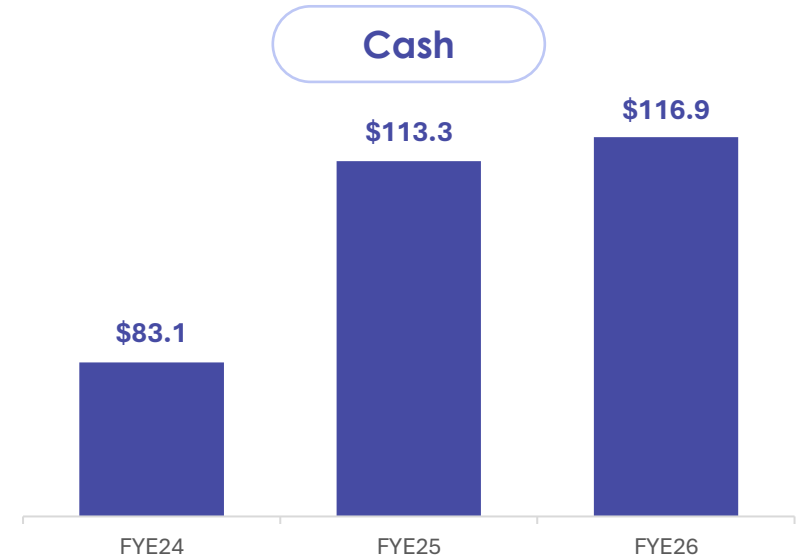


Non-GAAP Operating Income



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

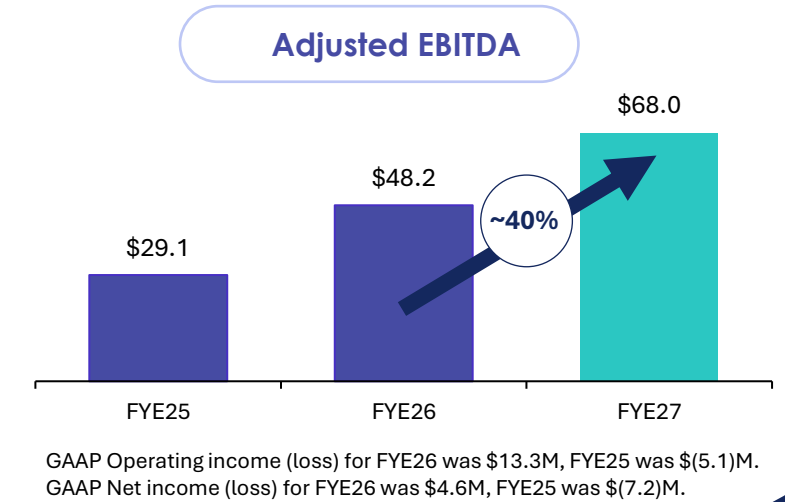
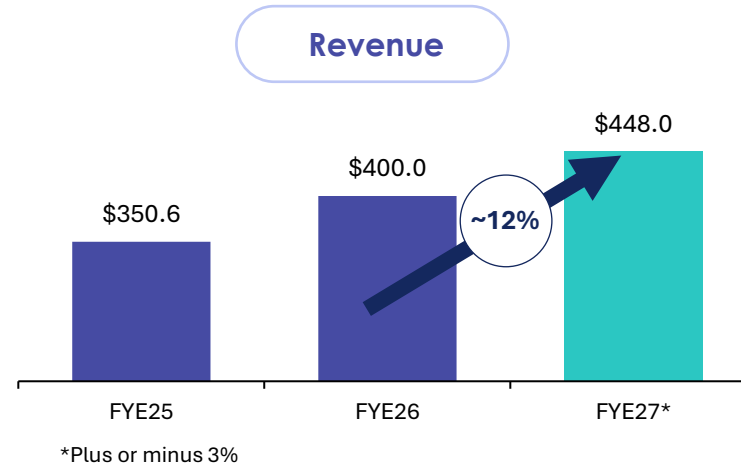
Cash flow from
operations

~\$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%

Customer Feedback

“ It's the **best investigation system** in the history of our organization. We surpassed our annual target on drug seizures.

National Law Enforcement

“ The integration of the technology has **revolutionized our approach** to intelligence gathering. We can analyze complex situations more effectively and make critical decisions faster. This innovative solution is enhancing our ability to **protect the public and combat crime on a whole new level.**

A leading state law enforcement agency

“ With the help of your tech, we've saved thousands of lives. **We can't afford to have your solution down even for a day.**

National Intelligence Agency

“ With this cutting-edge technology, we've transformed our ability to respond to emergencies with unparalleled speed and precision. **It's about saving lives.** This solution empowers our officers to make faster, more informed decisions, enabling us to protect and serve our communities in ways we never thought possible. This tool is **proving invaluable in our ongoing mission** to ensure the safety and security!

A major city law enforcement agency

An aerial night view of a city, showing a dense network of glowing streetlights and buildings. The lights create a complex, interconnected pattern of orange and yellow against the dark background of the city. The perspective is from a high angle, looking down on the urban landscape.

Cognyte

Helping our
customers make
a safer world



Thank you!

Cognyte

cognyte.com