

Cognyte Actionable Intelligence for a Safer World

Investor Presentation

→ June 2026

Cognyte



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)*

69%



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

Source: *Cognyte European Law Enforcement in 2026 survey*

Over 70%



of organized crime groups now operate in more than three countries

Source: *Europol EU-SOCTA report 2021*

In the last year



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)*

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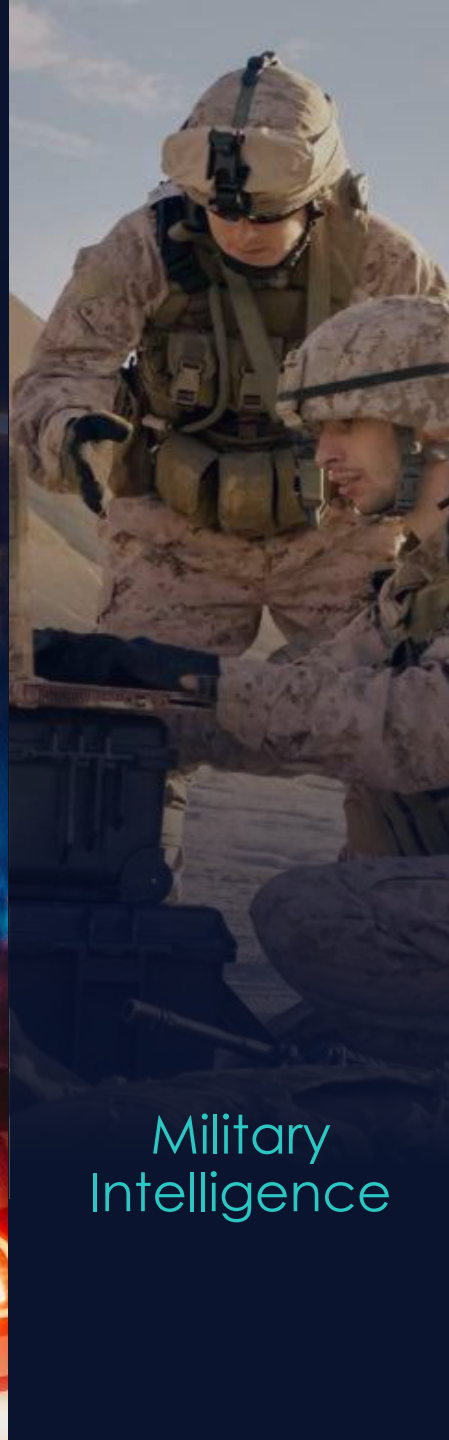
Helping organizations generate
Actionable Intelligence to
accelerate and enhance their
investigations and operations for the
best possible outcomes



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



● Intelligence environments are becoming more complex, fragmented, and AI-driven

Operational Complexity

- Faster-moving threats
- Fragmented data
- Multi-domain investigations

Intelligence Modernization

- Border security
- Financial crime
- Operational intelligence

AI in Investigations

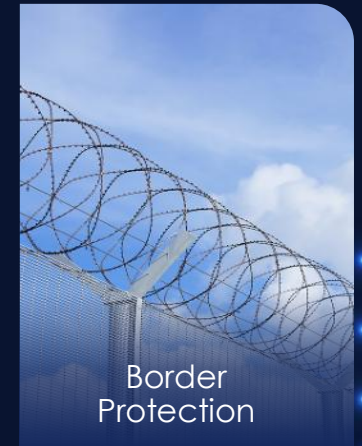
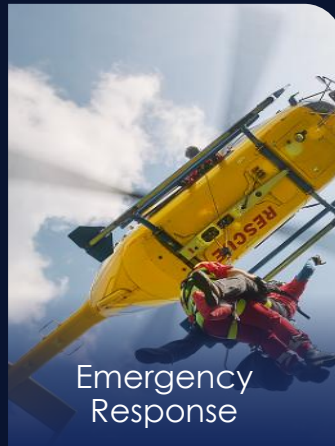
- Embedded into workflows
- Faster insights
- Explainable & governed

Agencies are applying intelligence capabilities across a growing number of use cases.

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

Cognyte global footprint

~100
Countries

30+
Years of market
leadership

\$400.0M
FYE26 revenue, traded on
Nasdaq (CGNT)

100s
Customers

1700+
Employees

7
Global R&D
Centers

13
Global Offices

Real world experience. Technology expertise.



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



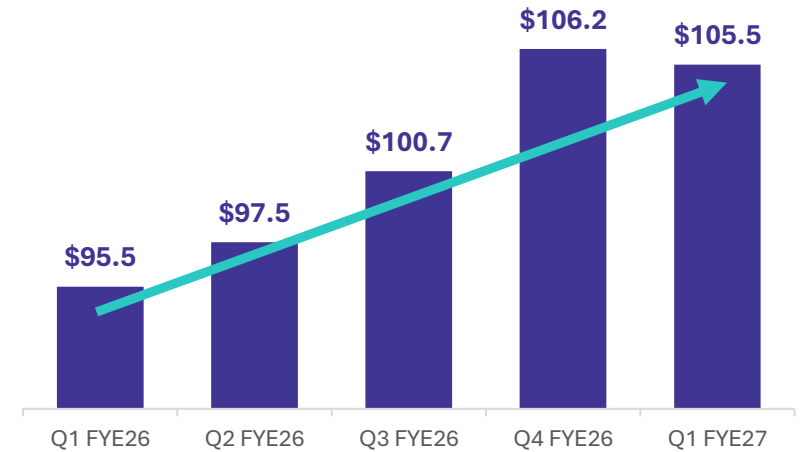
North America

Q1 FYE27 Highlights

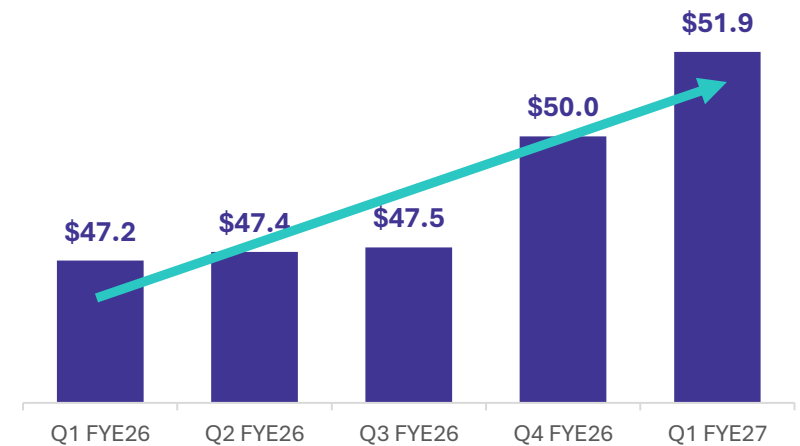
- Revenue of \$105.5 million
10.4% YoY
- Recurring Revenue of \$51.9M
or 49.2% of total revenue
10.0% YoY
- GAAP operating income of \$4.4 million
double last year's \$2.2 million
- Non-GAAP operating income of \$10.7 million
41.5% YoY
- Adjusted EBITDA of \$13.6 million
31.5% YoY

GAAP Operating income for Q1 FYE27 was \$4.4M, Q4 FYE26 was \$5.2M, Q3 FYE26 was \$3.2M, Q2 FYE26 was \$2.7M and Q1 FYE26 was \$2.2M.
GAAP Net loss for Q1 FYE27 was \$2.0M compared to GAAP Net income of \$0.1M last year

Revenue

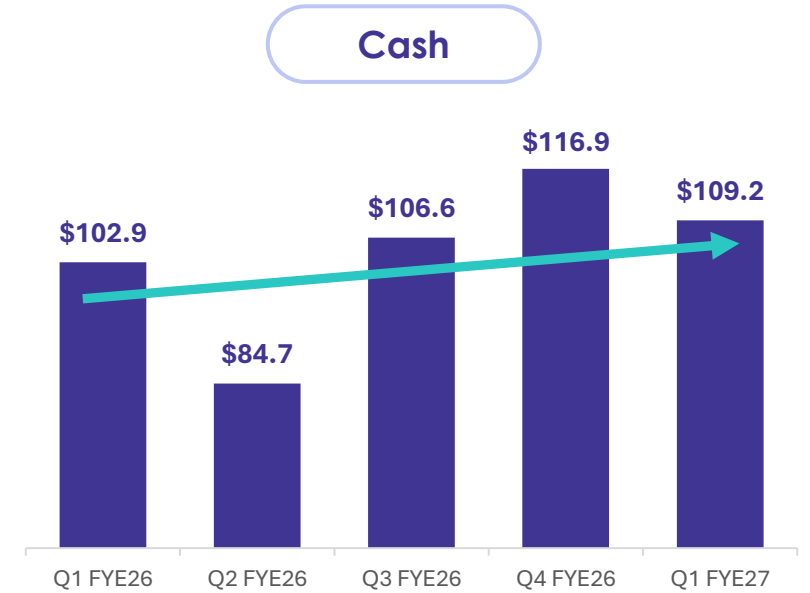


Recurring Revenue



Healthy Balance Sheet

- \$109.2 million of cash, no debt
- Net cash used in operating activities was \$4.7 million
- Since November 2024, repurchased approximately \$35 million of shares out of total authorization of \$60 million
 - Bought \$8.2 million of shares during Q1



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

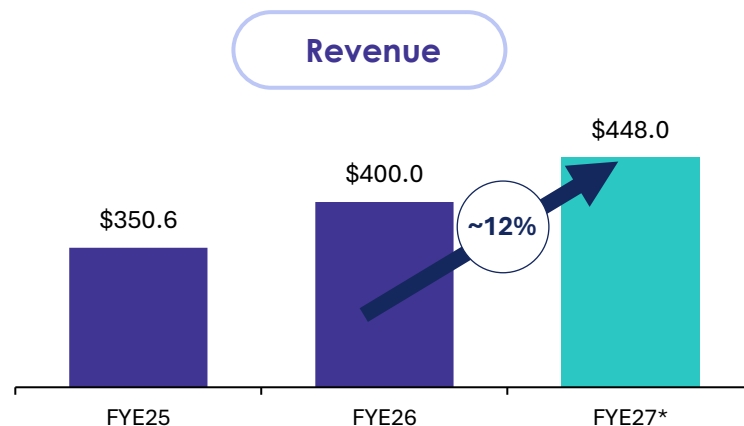
~\$45M

*Plus or minus 3%

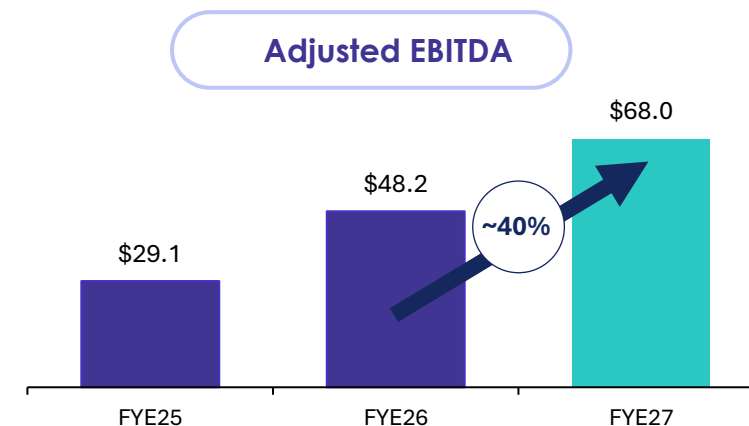
Operational Discipline Delivering Leverage

FYE27 Annual Guidance

(ending Jan 2027)



*Plus or minus 3%



GAAP Operating income (loss) for FYE26 was \$13.3M, FYE25 was \$(5.1)M.
GAAP Net income (loss) for FYE26 was \$4.6M, FYE25 was \$(7.2)M.

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

“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

“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 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

”



Helping our
customers make
a safer world

Thank you!

Cognyte

cognyte.com