Fiscal Q4 2026 Investor Presentation

March 11, 2026

Safe Harbor

This presentation contains forward-looking statements that involve risks and uncertainties. Forward-looking statements contained in this presentation include, but are not limited to, statements regarding our future financial and operating performance, including our GAAP and non-GAAP guidance and financial outlook for the first quarter of fiscal 2027 and full year fiscal 2027, our estimates of market size and opportunity, product introduction and adoption, strategic objectives, and growth prospects. By their nature, these statements are subject to numerous risks and uncertainties, including factors beyond our control, that could cause actual results, performance or achievement to differ materially and adversely from those anticipated or implied in the statements. Such risks and uncertainties include but are not limited to: macroeconomic influences and instability, geopolitical events, operations and financial results and the economy in general; risks associated with scaling our business and managing our rapid growth; our ability to expand our partner relationships; our ability to identify and effectively implement the necessary changes to address execution challenges; our limited experience with new products and the risks associated with new product offerings, including adoption by customers and the discovery of software bugs; our ability to attract and retain new customers; the failure to timely develop and achieve market acceptance of new products as well as existing products; rapidly evolving technological developments in the market for security, networking and analytics products and our ability to innovate and remain competitive; length of sales cycles; risks related to the use of AI in our platform; and general market, political, economic and business conditions, as well as those risks and uncertainties included in filings we make with the Securities and Exchange Commission from time to time. Recipients are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation and should not be construed as statements of fact. We undertake no obligation to update these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other industry data. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Netskope has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the industries in which it operates are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by Netskope.

This presentation includes certain non-GAAP financial measures. Non-GAAP financial measures are presented in addition to, and not as a substitute for, and are not superior to, financial measures calculated in accordance with GAAP. The Company believes these Non-GAAP measures can be useful measures for period-to-period comparisons of our core business and provide useful information to investors and others in understanding and evaluating our operating results. In addition, the non-GAAP measures we use, as presented, may not be comparable to similar measures used by other companies. See the Appendix for a reconciliation of non-GAAP financial measures to the most comparable measure, calculated in accordance with GAAP.

All financial information and other metrics used in this presentation are as of January 31, 2026, unless otherwise noted.

Netskope FY'26 Financial Highlights

$709M
Revenue

32%
Revenue Growth Y/Y

$811M
ARR

31%
ARR Growth Y/Y

116%
Net Retention Rate

75%
Non-GAAP Gross Margin[1]

+6%
Point Improvement Y/Y

$12M
Free Cash Flow

+30%
Point Improvement Y/Y

(16%)
Non-GAAP Op Margin[1]

+18%
Point Improvement Y/Y

1. See Appendix for definitions and reconciliation to the most comparable GAAP measure.

Netskope Q4'26 Financial Highlights

$196M
Revenue

32%
Revenue Growth Y/Y

$811M
ARR

31%
ARR Growth Y/Y

116%
Net Retention Rate

76%
Non-GAAP Gross Margin[1]

+5%
Point Improvement Y/Y

$4M
Free Cash Flow

(10%)
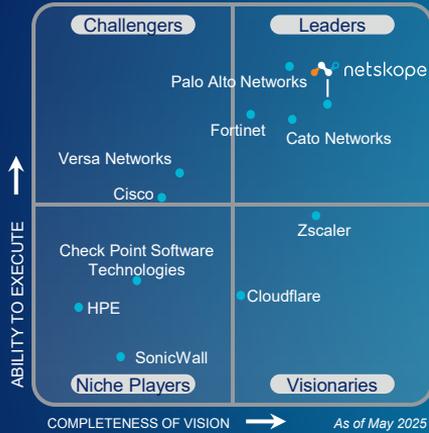*Non-GAAP Op Margin[1]*

+5%
Point Improvement Y/Y

1. See Appendix for definitions and reconciliation to the most comparable GAAP measure.

netskope

We've Re**AI**magined

Security and Networking for the Cloud & AI Era
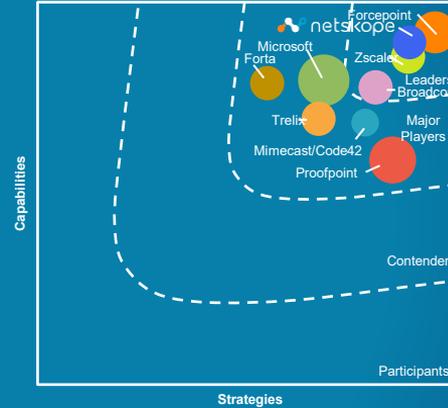
Our Market Leadership is Broadly Recognized

2025 Gartner Magic Quadrant for SASE Platforms

Challengers | Leaders
netskope
Palo Alto Networks
Fortinet
Cato Networks
Versa Networks
Cisco

Zscaler
Check Point Software Technologies
Cloudflare
HPE
SonicWall

Niche Players | Visionaries

ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of May 2025

2025 Gartner Magic Quadrant for SSE

Challengers | Leaders
netskope
Zscaler
Palo Alto Networks
Fortinet

Versa Networks
Skyhigh Security
Cloudflare
Broadcom
iboss

Niche Players | Visionaries

ABILITY TO EXECUTE
COMPLETENESS OF VISION
As of February 2025

2025 IDC MarketScape for Worldwide DLP Vendor Assessment

Forcepoint
netskope
Microsoft
Forta
Zscaler
Leaders
Broadcom
Trellix
Major Players
Mimecast/Code42
Proofpoint
Contenders
Participants

Capabilities
Strategies

Q3 2025 Forrester Wave SASE Solutions

Strong
Contenders Performers | Leaders
netskope
Palo Alto Networks
Cato Networks
Zscaler
Versa Networks
Cloudflare Fortinet
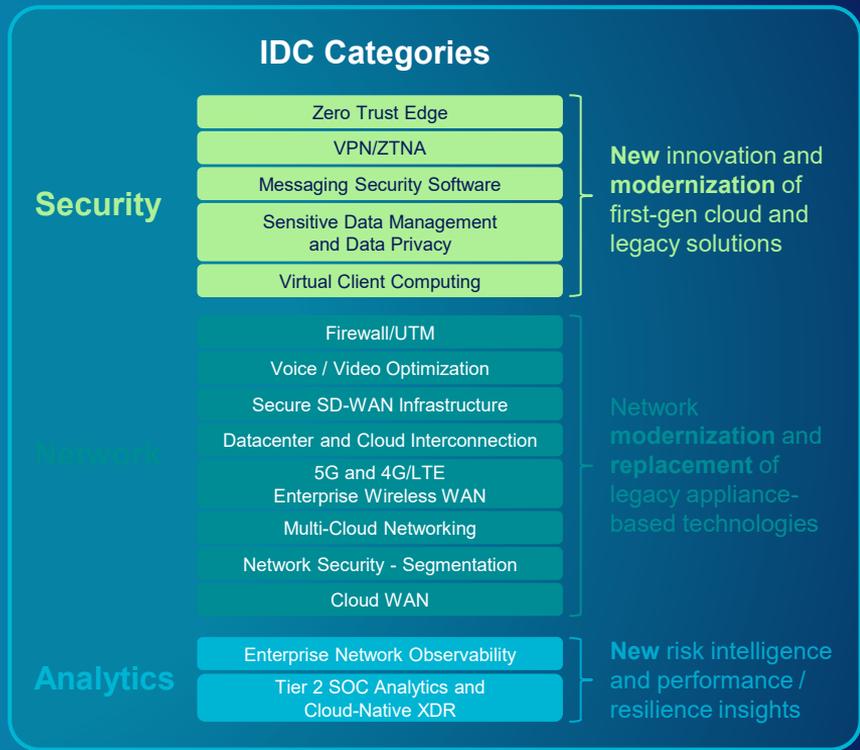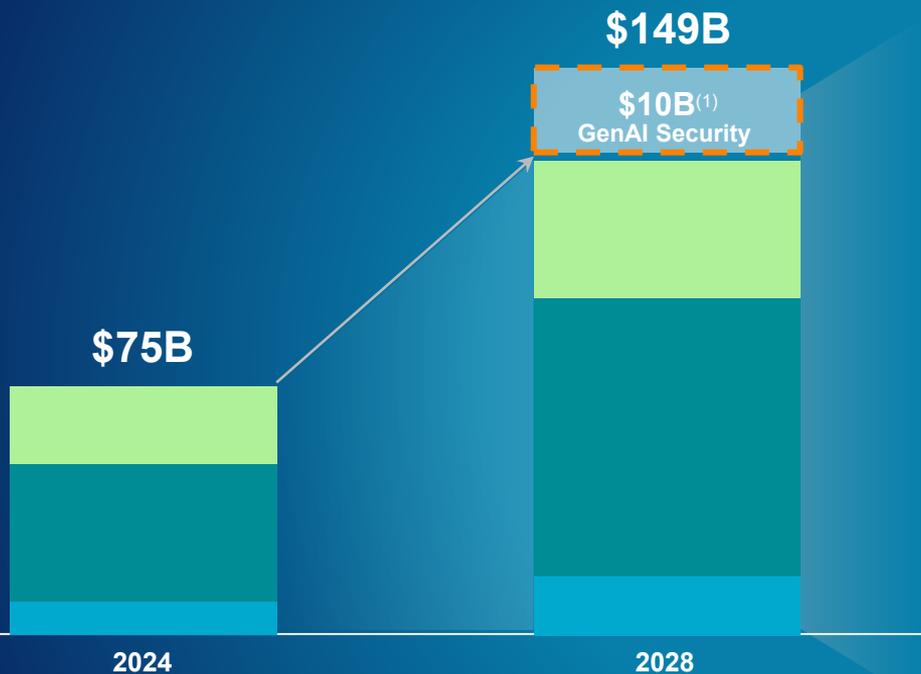SonicWall

Strength of Offering
Strength of Strategy

✓ **Leader 4 Years in a Row** for Gartner SSE MQ

✓ **Leader** for Gartner 2024 and 2025 SASE Platforms MQ

Our Market Opportunity is Large and Growing

$149B

$10B[1]
GenAI Security

$75B

2024

2028

IDC Categories

Security

- Zero Trust Edge
- VPN/ZTNA
- Messaging Security Software
- Sensitive Data Management and Data Privacy
- Virtual Client Computing

New innovation and **modernization** of first-gen cloud and legacy solutions

Network

- Firewall/UTM
- Voice / Video Optimization
- Secure SD-WAN Infrastructure
- Datacenter and Cloud Interconnection
- 5G and 4G/LTE Enterprise Wireless WAN
- Multi-Cloud Networking
- Network Security - Segmentation
- Cloud WAN

Network **modernization** and **replacement** of legacy appliance-based technologies

Analytics

- Enterprise Network Observability
- Tier 2 SOC Analytics and Cloud-Native XDR

New risk intelligence and performance / resilience insights

All data sourced from IDC (except as otherwise noted) and represents relevant categories that map to Netskope's current capabilities. Refer to the Appendix for additional information.
1. We are in the early days of addressing the nascent market opportunity for GenAI security, which we project to grow to $9.9 billion by 2028. Refer to the Appendix for additional information.

… And a Converging Digital Economy Makes it Even Larger

MARKET [1]
$1+ Trillion by 2030

AI & Autonomous Systems
(Generative AI, ML)

DEVICES [3]
50+ Billion devices connected by 2034

Ubiquitous Connectivity
(5G/6G, Satellite, IoT)

Security and Networking ReAImagined

WORKLOADS [2]
98%+ of co's use cloud

Cloud-Native Everything
(Multi-Cloud, Edge, Serverless)

DATA [4]
221 Zettabytes

Data-Driven Economy
(Big Data, Privacy, sovereignty)

1. MarketsandMarkets. Artificial Intelligence Market Report 2025-2032.
2. AAG IT. The Latest Cloud Computing Statistics (October 2025).
3. IDC. Worldwide IDC Global DataSphere Forecast, 2022–2026.
4. IoT Analytics. State of IoT 2025: Number of Connected Devices.

The Netskope One Platform
Organically-Built; Truly Unified

AI Agents

Security

Quantum Encryption
Enterprise Browser
Data Security Posture Management
SaaS Security Posture Management
Remote Browser Isolation
Private Access (ZTNA)
Threat Protection
Next-Gen Secure Web Gateway
Data Loss Prevention (Inline, Endpoint, Email)
DLP on Demand
Cloud Access Security Broker
Cloud Inline Security

Networking

DNSaaS
Cloud TAP (Packet Streaming)
IoT/OT Intelligence
China for Multinationals
Dedicated Egress IP
SD-WAN
Firewall-as-a-Service

Analytics

Data Lineage*
Digital Experience Management
User Entity Behavior Analytics
Advanced Analytics

AI Security

AI Guardrails*
AI Gateway*
Agentic Broker*
AI Red Teaming*

SkopeAI Models

Zero Trust Engine
Context Awareness | Policy Definition | Policy Enforcement

Modern Cloud, AI, Data, and Network Proxy

Common Data Fabric

NewEdge Network Software
Traffic Management | Route Control | Egress IP Management

NewEdge Global Private Cloud

PLATFORM CAPABILITIES

*New Products

AI-Native Architecture Powers Everything We Do

190+ Proprietary Models from Netskope AI Labs

Data Protection

Automatically protect unstructured data with high reliability and speed with pre-trained ML classifiers.

Protect novel data with Train Your Own Classifiers (TYOC).

Threat Protection

Prevent evasive attacks, polymorphic malware, new phishing, zero-day.

Faster detection and categorization of malware, web domains, URLs, and web content.

Generative AI and SaaS

Discover and govern the use of generative AI and novel SaaS apps.

Protect sensitive data across apps like ChatGPT and coach employees in real-time.

User & Entity Behavior

Detect users' unpredictable risky behavior.

Identify insiders' anomalous behavior, compromised accounts, data exfiltration.

SD-WAN Optimization

Optimal network access through enterprise-wide predictive insights.

WAN access anomaly detection, app performance flow analytics.

Device Access Intelligence

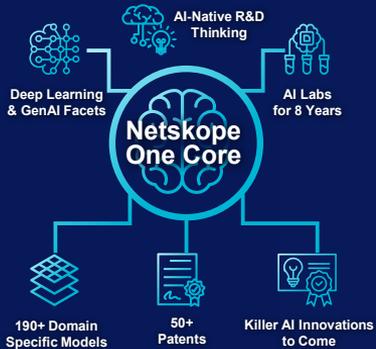Discover newly connected devices and gain deeper device context, activities & behavior.

Real-time detection of behavioral anomalies, threats and vulnerabilities.
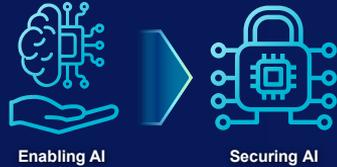
Our AI Strategy is Built on Four Key Pillars

1

AI Native Platform

AI-Native R&D Thinking

Deep Learning & GenAI Facets

AI Labs for 8 Years

Netskope One Core

190+ Domain Specific Models

50+ Patents

Killer AI Innovations to Come

Used Throughout Our Products

2

Enabling and Securing AI

Enabling AI

Securing AI

3

NewEdge AI Infrastructure

Best Path for AI Transactions

4

AI Agents

AI Agents

Netskope One AI Security Products

Agentic Broker

Extends Netskope's AI visibility and security controls to MCP-based agentic communications, providing complete oversight of non-human AI interactions.

AI Gateway

Delivers visibility, access control, and runtime inspection for private AI traffic, deployed on-prem or in VPC.

AI Guardrails

Extends Netskope's data and threat protection to AI-specific risks, combining content moderation and threat prevention in a single, unified view of incidents.
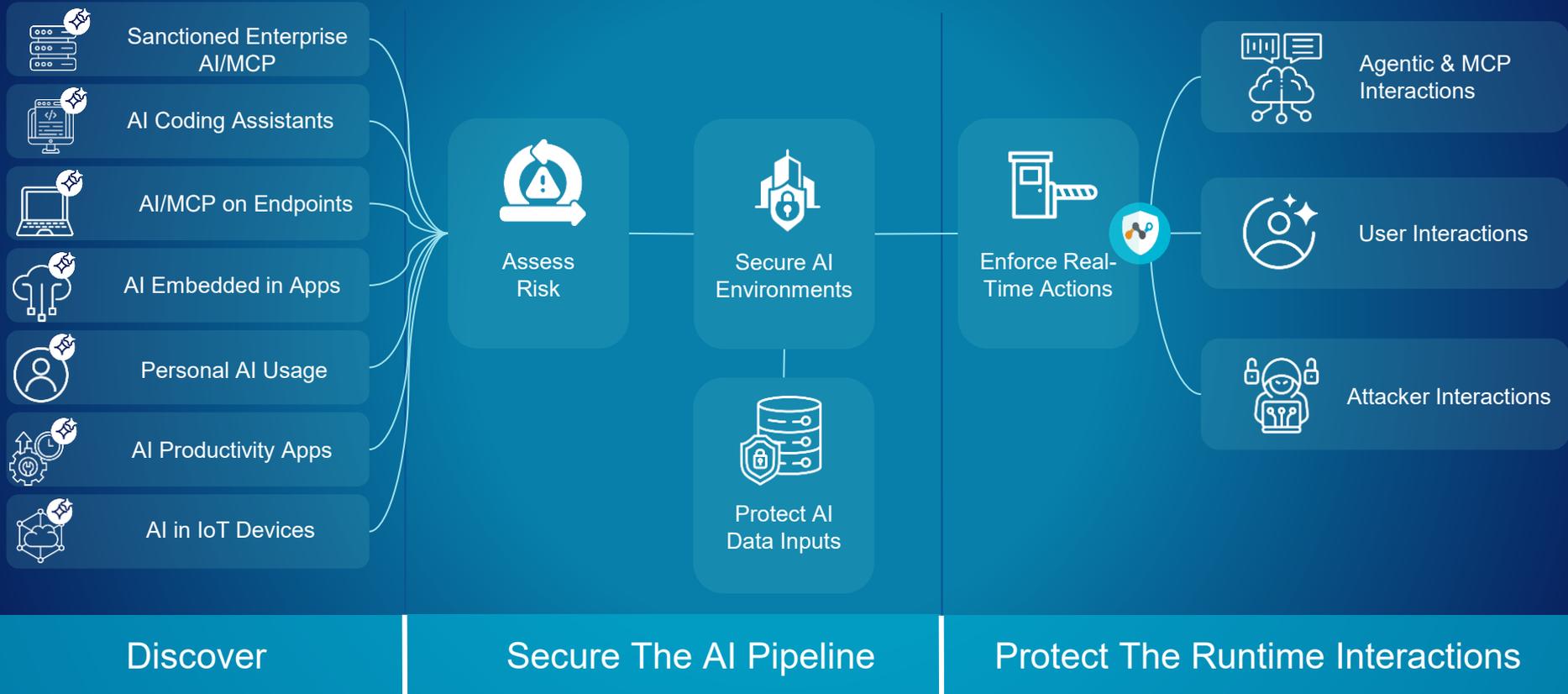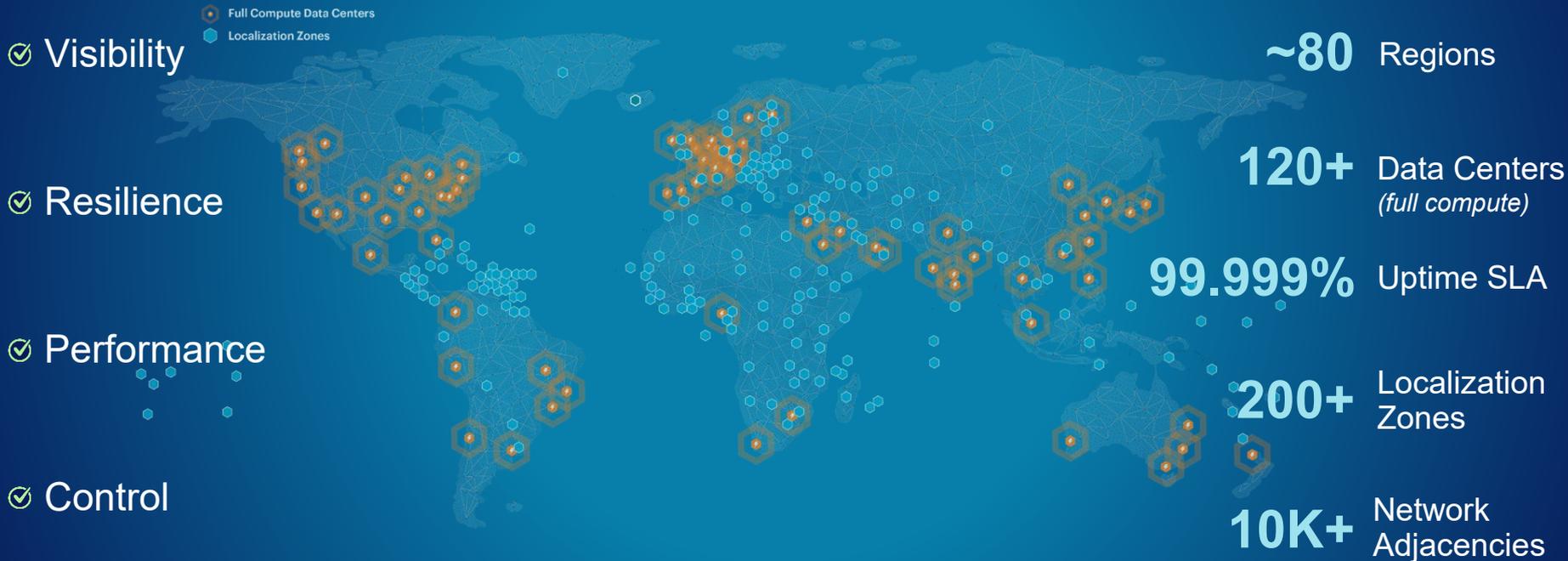
AI Red Teaming

Stress-tests privately hosted AI models with automated adversarial scenarios, ensuring they're secure and production-ready before every release.

We Enable Enterprises to Securely Unleash AI Potential

Discover
- Sanctioned Enterprise AI/MCP
- AI Coding Assistants
- AI/MCP on Endpoints
- AI Embedded in Apps
- Personal AI Usage
- AI Productivity Apps
- AI in IoT Devices

Secure The AI Pipeline
- Assess Risk
- Secure AI Environments
- Protect AI Data Inputs

Enforce Real-Time Actions

Protect The Runtime Interactions
- Agentic & MCP Interactions
- User Interactions
- Attacker Interactions

NewEdge Network: High-Performance Infrastructure for the AI Era

- ✓ Visibility
- ✓ Resilience
- ✓ Performance
- ✓ Control

Full Compute Data Centers
Localization Zones

~80 Regions

120+ Data Centers *(full compute)*

99.999% Uptime SLA

200+ Localization Zones

10K+ Network Adjacencies

Netskope Redefines Enterprise Security and Networking for the Cloud and AI

One Engine

One Client

One Network

One Gateway

One Console

WEB · DATA CENTER · UNMANAGED SaaS · PRIVATE CLOUD · MANAGED SaaS · PUBLIC CLOUD · AI MODELS/FACTORIES · ECOSYSTEM APPS

NewEdge Network · Netskope One · Zero Trust Engine · Netskope One · NewEdge Network

UNMANAGED · MANAGED · IOT/OT · BRANCH · HQ · FACTORY · ROBOTS · AI AGENTS
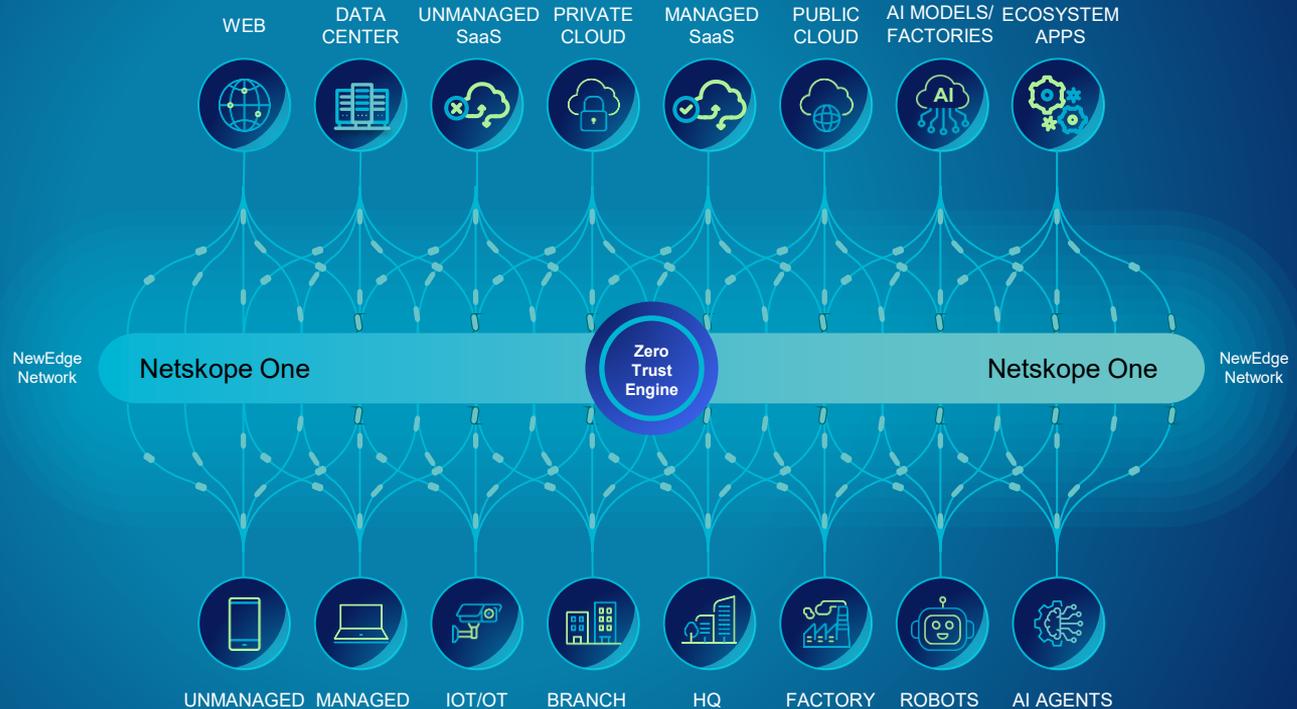
Innovation Drives Our Business Model

Innovate

- **Innovation drives our opportunity**
- 25 products; ~2 new products introduced per year
- Early in AI security opportunity
- Unified common platform drives innovation velocity, with lower incremental investment to add new products

Land & Expand

- **Land & Expand model drives our growth**
- More products, users, and use cases drives expansion
- Upsell and cross-sell drives NRR

Monetize

- **Platform monetization drives our margin expansion**
- Lower marginal cost to add more users and products
- High GRR

LAND & EXPAND

INNOVATE

MONETIZE

netskope

Financial Highlights

Q4'26 Financial Results

	Q4'26 Guidance	Q4'26 Results	Q4'26 Results vs. Guidance
Revenue	$188M – $190M	$196.3M	✅ Exceeded
Y/Y Growth %	27% – 28%	32%	
Gross Margin[1]	~75%	76.5%	✅ Exceeded
Operating Margin	(14.0%) – (13.0%)	(10.4%)	✅ Exceeded
EPS	($0.07) – ($0.05)	($0.04)	✅ Exceeded
Free Cash Flow[1]	($3M) – ($0M)	+$4.0M	✅ Exceeded
Free Cash Flow Margin %		2%	

Note: All metrics represent non-GAAP (except revenue). See Appendix for definition and reconciliation to the most comparable GAAP measure for Q4'26 results.
1. Q4'26 Guidance for Gross Margin and Free Cash Flow based on implied full year FY'26 Guidance provided during Q3'26.
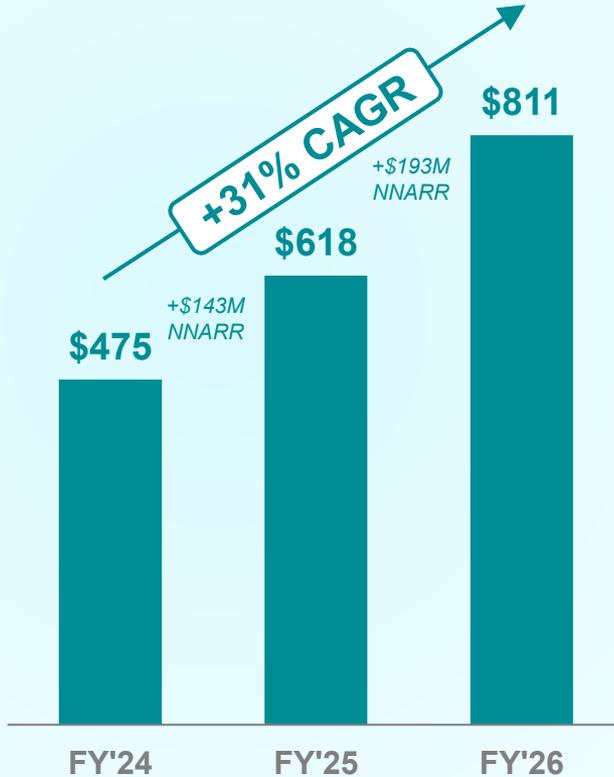
Sustaining 30%+ Growth At Scale

ARR by FQ ($M)

+31% Y/Y

- Q4'25: $618
- Q1'26: $658
- Q2'26: $707
- Q3'26: $754
- Q4'26: $811

ARR by FY ($M)

+31% CAGR

- FY'24: $475 (+$143M NNARR)
- FY'25: $618 (+$193M NNARR)
- FY'26: $811

Strong Commitment From Customers

Continued expansion with 116% NRR at scale

High Visibility

RPO grew 36% to $1.2B providing high visibility into future revenue
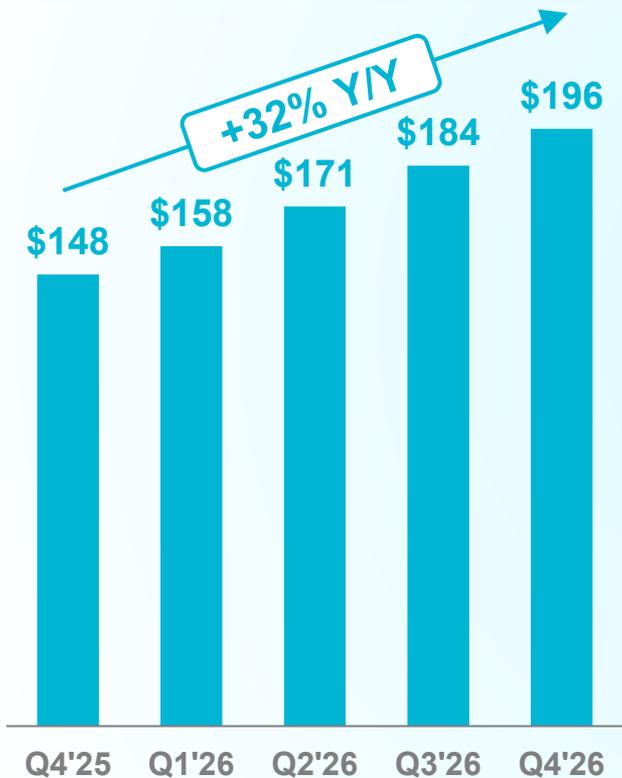
Record Net New ARR in Q4'26

$57M NNARR in Q4'26, and $193M in FY'26, which grew 35% Y/Y

Sustaining 30%+ Revenue Growth

Revenue by FQ ($M)

+32% Y/Y

- Q4'25: $148
- Q1'26: $158
- Q2'26: $171
- Q3'26: $184
- Q4'26: $196

Revenue by FY ($M)

+32% CAGR

- FY'24: $407
- FY'25: $538
- FY'26: $709

Leading Growth

Highly differentiated among public cybersecurity companies with sustained 30%+ annual revenue growth

Balanced Globally

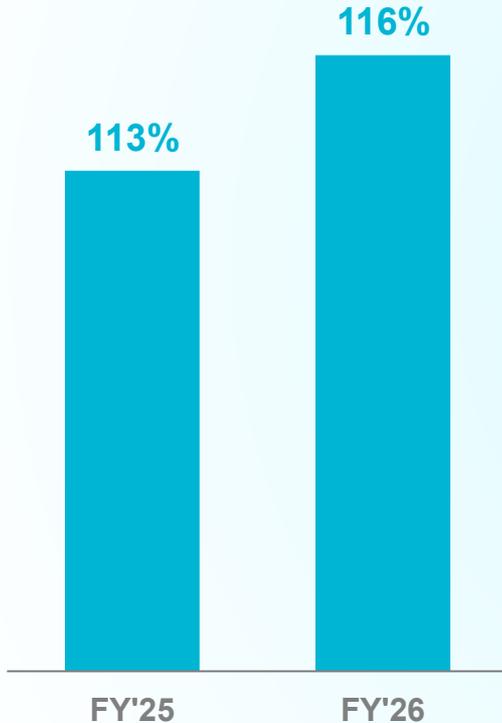*Q4'26 revenue growth: Americas 32% and Rest of World 32%*

99% Recurring

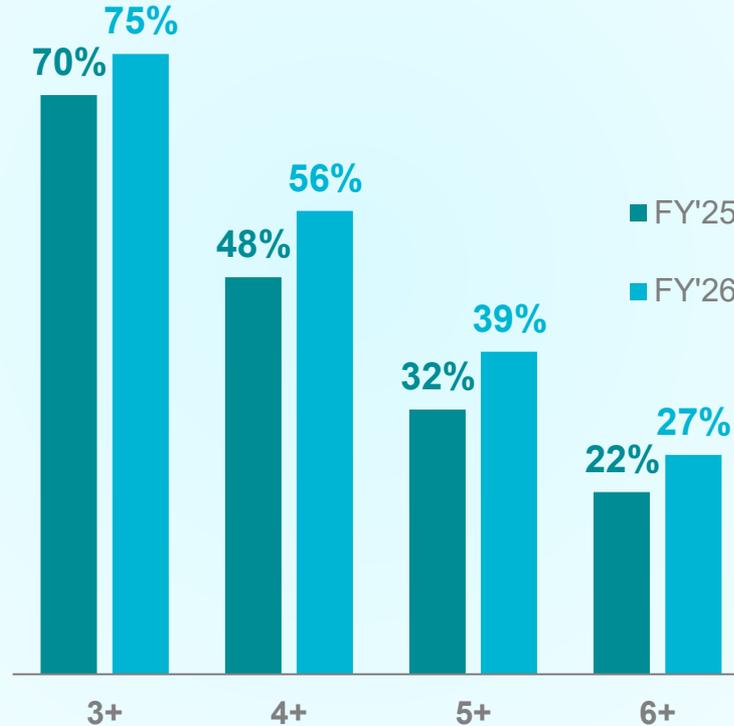*Recurring subscription model drives strong predictability of revenue*

Netskope One Platform Driving Expansion

Net Retention Rate (NRR)

- FY'25: 113%
- FY'26: 116%

Product Adoption Rates

	FY'25	FY'26
3+	70%	75%
4+	48%	56%
5+	32%	39%
6+	22%	27%

EXPAND

Significant Whitespace

Cross-sell and upsell opportunities with 25 platform products

INNOVATE

High-Velocity Innovation

Gaining R&D efficiencies from common platform capabilities
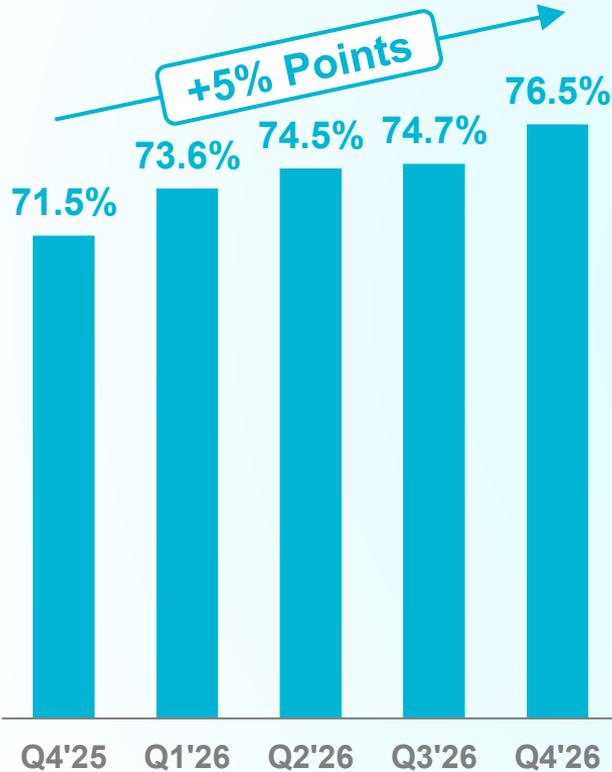
MONETIZE

Well-Positioned For AI Supercycle

Announced 4 new AI products: Agentic Broker, AI Guardrails, AI Gateway, AI Red Teaming

Strong Gross Margin Expansion

Gross Margin by FQ

+5% Points

- Q4'25: 71.5%
- Q1'26: 73.6%
- Q2'26: 74.5%
- Q3'26: 74.7%
- Q4'26: 76.5%

Gross Margin by FY

+10% Points

- FY'24: 65.4%
- FY'25: 69.0%
- FY'26: 74.9%
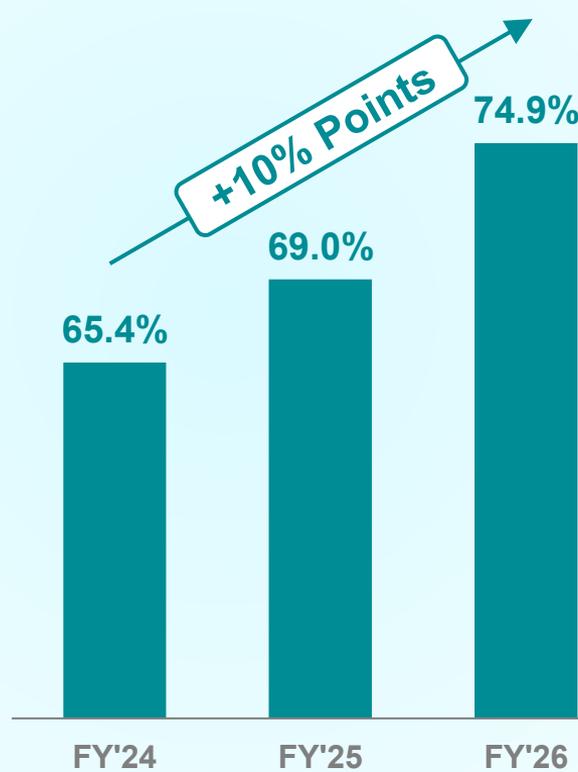
Built To Scale

Better unit economics at scale, lowering the marginal cost to serve each incremental customer

Gaining Leverage

Significant upfront prior investments in NewEdge driving margin expansion

NewEdge AI Fast Path

Eliminates "Security vs. Speed" dilemma by efficiently optimizing network paths to AI apps

 See Appendix for definitions and reconciliation to the most comparable GAAP measure.

Gaining Operating Leverage
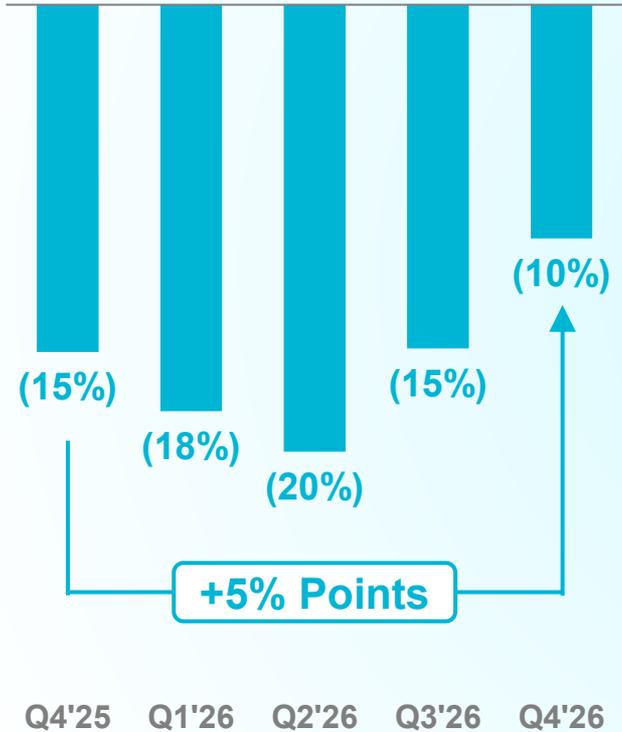
Operating Margin by FQ

- (15%) Q4'25
- (18%) Q1'26
- (20%) Q2'26
- (15%) Q3'26
- (10%) Q4'26

+5% Points

Operating Margin by FY

- (56%) FY'24
- (34%) FY'25
- (16%) FY'26

+40% Points
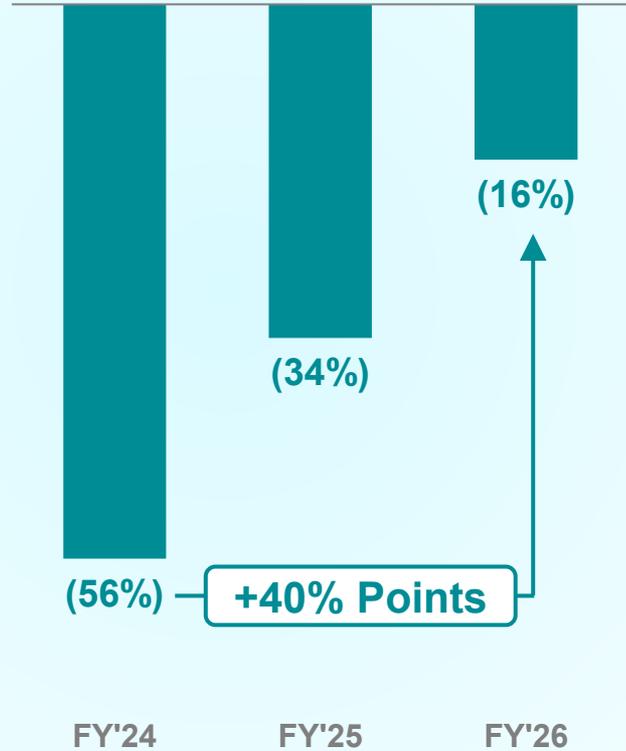
Gaining Leverage With Scale

Revenue continued to grow more than double total costs FY'24-26 [1]

Strategic Bets in AI Security

Investing in R&D innovation engine and ramping quota reps globally to address massive TAM

See Appendix for definitions and reconciliation to the most comparable GAAP measure.
1   FY'24-26 revenue CAGR of 32% vs. COGS + OpEx CAGR of 14%.

Billings Transition

Illustrative Annual Change in Billing Metrics

— Actual Y/Y $ Δ in Contracted Future Billings

— Actual Y/Y $ Δ in Calculated Billings

▶ Illustrative Y/Y $ Δ in Contracted Future Billings

▶ Illustrative Y/Y $ Δ in Calculated Billings

Contracted Future Billings +78% Y/Y
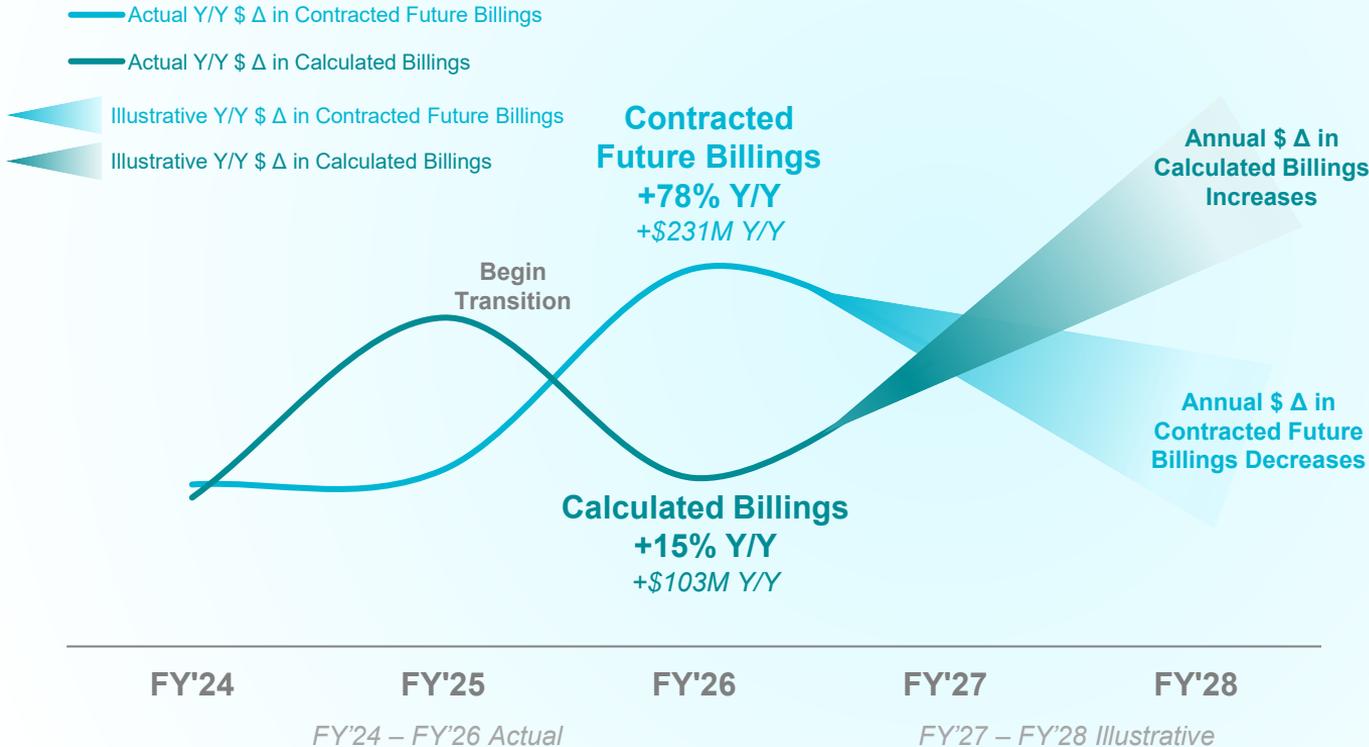*+$231M Y/Y*

Begin Transition

Calculated Billings +15% Y/Y
+$103M Y/Y

Annual $ Δ in Calculated Billings Increases

Annual $ Δ in Contracted Future Billings Decreases

| FY'24 | FY'25 | FY'26 | FY'27 | FY'28 |

FY'24 – FY'26 Actual   *FY'27 – FY'28 Illustrative*

Contracted Future Billings Accelerates 78%

Drives future cash collections and visibility

Drives FCF Predictability

Pushing annual contractual billings to future periods drives long-term FCF visibility

RPO Growth Continues

RPO grew 36% Y/Y to $1.2B and is unaffected by billing terms
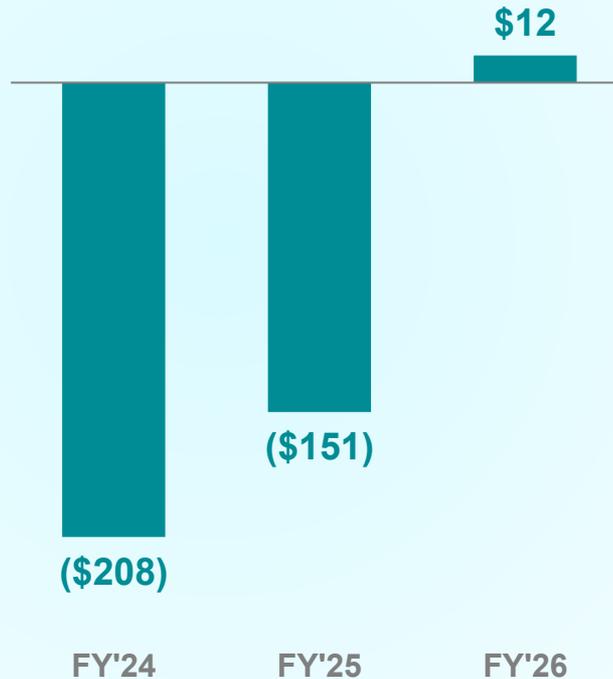
Calculated Billings equals Revenue plus the change in Deferred Revenue.
Contracted Future Billings equals RPO minus Deferred Revenue and represents the amount of contractually obligated backlog in RPO yet to be invoiced in future periods.

Free Cash Flow Positive in FY'26

Free Cash Flow by FQ ($M)

- $4 — Q4'25
- $17 — Q1'26
- ($20) — Q2'26
- $11 — Q3'26
- $4 — Q4'26

Free Cash Flow by FY ($M)

- ($208) — FY'24
- ($151) — FY'25
- $12 — FY'26

Improving Profitability

Achieved FCF positive in FY'26 for the first time, with 4 of last 5 quarters FCF positive

ROI-Driven Investments

Customer-driven capex expansion based on market opportunity

Annual Billings Transition

Delays cash collections from FY'26 and FY'27 into future periods

 See Appendix for definitions and reconciliation to the most comparable GAAP measure.

Q1'27 Financial Guidance

	Q1'27 Guidance	FY'27 Guidance
Revenue	**$197M – $199M**	**$870M – $876M**
Y/Y Growth % at Midpoint	~26%	~23%
Gross Margin		**~77%**
Operating Margin	**(16%)**	**(10%)**
EPS[1]	**($0.07) – ($0.06)**	**($0.19)**
Free Cash Flow Margin	*Due to annual billings shift, FCF expected to be ($50M) to ($60M) in Q1'27*	**2% – 4%**

Note: All metrics represent non-GAAP (except revenue). A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty regarding, and the potential variability of, reconciling items that may be incurred in the future, such as stock-based compensation and related employer payroll taxes, the effect of which may be significant.
1. Assumes weighted-average shares outstanding of approximately 405M for Q1'27 and 415M for FY'27.

Netskope Key Takeaways

✓ Large **$149B TAM**[1] **opportunity across security and networking for the cloud and AI era**

✓ **Uniquely positioned for the AI Supercycle with a unified, AI-native platform that eliminates trade-off between performance and security**

✓ **Strong momentum, with 31% Y/Y ARR growth to $811M as of January 31, 2026**

✓ **Netskope One platform with 25 products driving expansion in large and growing installed base**

✓ **Built to scale – operating margin expansion and attractive unit economics with FCF positive for FY'26**

✓ **Broadly recognized Market Leader in SSE and SASE**

1. Projection based on our analysis of IDC estimates of $139 billion of security, networking, and analytics spending in 2028. Further, we are in the early days of addressing the nascent market opportunity for AI security, which we project to grow to $9.9 billion by 2028. See Appendix for definitions and reconciliation to the most comparable GAAP measure.

APPENDIX

Additional FY'27 Modeling Points

Net New ARR	• Q1 is typically our lightest NNARR added, while Q4 is typically our largest
Billings	• One year into shifting customers to annual billing on multi-year contracts where possible • Refer to slide 24 titled "Billings Transition"
Gross Margin	• 1H'27 gross margin expected to be flattish with Q4'26 • FY'27 gross margin expected to be approximately ~77%, or ~200 bps improvement vs. FY'26
Operating Margin	• 1H'27 operating margin expected to be approximately (16%) • 2H'27 operating margin expected to improve quarterly towards FY'27 guidance of (10%)
Capital Expenditures	• FY'27 capex expected to be approximately ~3-5% of revenue
Free Cash Flow	• Q1'27 FCF expected to be ($50M) to ($60M) primarily due to annual billings transition, and also includes corporate bonus payout, merit increases, annual benefit and payroll tax resets, and other large seasonal S&M events (SKO, RSA, etc.) • 2H'27 FCF expected to be positive

   See Appendix for definitions and reconciliation to the most comparable GAAP measure.

Convertible Notes Impact on EPS

	Q4'25	Q4'26
GAAP net loss per share, basic and diluted	($0.75)	($0.14)
(+) Stock-based compensation and related taxes	0.11	0.23
(+) Amortization of acquired intangible assets	0.07	0.01
(+) (Gain) / Loss on FV change in convert. notes	0.34	(0.13)
Non-GAAP net loss per share, basic and diluted	**($0.23)**	**($0.04)**

Driven by External Factors

FMV of the convertible notes is based on exogenous factors beyond our control such as market volatility, our share price, and a risk-free rate

Not Reflective of Performance

- *No impact to operations or performance*
- *Better comparability across periods*
- *Better comparability against peers*
- *No impact to cash flow or dilution*
- *Market volatility irrelevant to operations*
- *Difficult to forecast and guide*

We remeasure the convertible notes at fair value each reporting period. The period-over-period change in fair value is recognized in the income statement, except for the portion attributable to changes in instrument-specific credit risk, which gets recorded in Other Comprehensive Income (OCI). The income statement impact is primarily related to movements in our Class A common stock price, risk-free rates, equity volatility, contractual term, and other market-based assumptions used in the valuation model.

Fully Diluted Share Count Calculation

	Shares (M)
(+) Class A Common	142.3
(+) Class B Common	256.1
Basic Shares Outstanding [1]	**398.4**
(+) Options Outstanding	50.7
(-) TSM Options Repurchased [2]	(19.8)
(+) RSUs Outstanding [3]	48.9
(+) Convertible Notes [4]	24.6
Fully Diluted Shares Outstanding	**502.8**

1. Basic shares outstanding as of January 31, 2026. See 10-K for details.
2. Treasury Stock Method assumes NTSK price as of January 31, 2026.
3. Includes 48.6M of RSUs and 0.3M shares subject to repurchase.
4. Based on maximum potential PIK value of Convertible Notes at maturity. Assuming PIK value as of January 31, 2026, represents 22.1M potential dilution.

GAAP to Non-GAAP Reconciliations

Fiscal Quarter:	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26	Q3'26	Q4'26
Three Months Ending:	*4/30/24*	*7/31/24*	*10/31/24*	*1/31/25*	*4/30/25*	*7/31/25*	*10/31/25*	*1/31/26*
Revenue	**$120,997**	**$130,253**	**$138,532**	**$148,486**	**$157,736**	**$170,758**	**$184,173**	**$196,330**
GAAP gross profit	73,778	83,028	91,767	99,326	109,513	123,244	106,643	143,269
Add: Stock-based compensation & related taxes	701	640	589	548	520	421	28,602	4,494
Add: Amortization of acquired intangible assets	4,682	4,789	5,174	6,320	6,082	3,593	2,341	2,342
Non-GAAP gross profit	**$79,161**	**$88,457**	**$97,530**	**$106,194**	**$116,115**	**$127,258**	**$137,586**	**$150,105**
GAAP gross margin	*61%*	*64%*	*66%*	*67%*	*69%*	*72%*	*58%*	*73%*
Non-GAAP gross margin	*65%*	*68%*	*70%*	*72%*	*74%*	*75%*	*75%*	*76%*
GAAP loss from operations	(84,909)	(75,822)	(53,834)	(41,176)	(45,358)	(45,965)	(446,970)	(114,286)
Add: Stock-based compensation & related taxes	14,260	13,201	12,327	11,351	10,173	7,869	416,179	91,380
Add: Acquisition-related expense (credit)	19	(2)	443	(1)	-	-	-	-
Add: Amortization of acquired intangible assets	5,126	5,172	5,595	6,854	6,598	4,127	2,621	2,493
Non-GAAP loss from operations	**($65,504)**	**($57,451)**	**($35,469)**	**($22,972)**	**($28,587)**	**($33,969)**	**($28,170)**	**($20,413)**
GAAP operating margin	*(70%)*	*(58%)*	*(39%)*	*(28%)*	*(29%)*	*(27%)*	*(243%)*	*(58%)*
Non-GAAP operating margin	*(54%)*	*(44%)*	*(26%)*	*(15%)*	*(18%)*	*(20%)*	*(15%)*	*(10%)*

Note: $ figures in thousands (other than %s).
Certain figures may not sum due to rounding.

GAAP to Non-GAAP Reconciliations

Fiscal Quarter:	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26	Q3'26	Q4'26
Three Months Ending:	4/30/24	7/31/24	10/31/24	1/31/25	4/30/25	7/31/25	10/31/25	1/31/26
GAAP S&M expense	74,892	76,734	65,765	63,437	69,376	78,050	149,869	96,447
Less: Stock-based comp. & related taxes	(5,565)	(5,049)	(4,143)	(3,840)	(3,403)	(3,378)	(73,680)	(17,106)
Less: Amortization of acquired intangible assets	(374)	(383)	(421)	(534)	(516)	(534)	(280)	(151)
Non-GAAP S&M expense	**$68,953**	**$71,302**	**$61,201**	**$59,063**	**$65,457**	**$74,138**	**$75,909**	**$79,190**
GAAP S&M expense % of revenue	*62%*	*59%*	*47%*	*43%*	*44%*	*46%*	*81%*	*49%*
Non-GAAP S&M expense % of revenue	*57%*	*55%*	*44%*	*40%*	*41%*	*43%*	*41%*	*40%*
GAAP R&D expense	64,829	65,527	62,402	61,431	67,881	72,856	262,702	105,590
Less: Stock-based comp. & related taxes	(6,599)	(6,300)	(5,884)	(5,963)	(5,345)	(3,517)	(192,612)	(35,024)
Less: Amortization of acquired intangible assets	(70)	-	-	-	-	-	-	-
Non-GAAP R&D expense	**$58,160**	**$59,227**	**$56,518**	**$55,468**	**$62,536**	**$69,339**	**$70,090**	**$70,566**
GAAP R&D expense % of revenue	*54%*	*50%*	*45%*	*41%*	*43%*	*43%*	*143%*	*54%*
Non-GAAP R&D expense % of revenue	*48%*	*45%*	*41%*	*37%*	*40%*	*41%*	*38%*	*36%*
GAAP G&A expense	18,966	16,589	17,434	15,634	17,614	18,303	141,042	55,518
Less: Stock-based comp. & related taxes	(1,395)	(1,212)	(1,711)	(1,000)	(905)	(553)	(121,285)	(34,756)
Less: Acquisition-related expenses (credits)	(19)	2	(443)	1	-	-	-	-
Non-GAAP G&A expense	**$17,552**	**$15,379**	**$15,280**	**$14,635**	**$16,709**	**$17,750**	**$19,757**	**$20,762**
GAAP G&A expense % of revenue	*16%*	*13%*	*13%*	*11%*	*11%*	*11%*	*77%*	*28%*
Non-GAAP G&A expense % of revenue	*15%*	*12%*	*11%*	*10%*	*11%*	*10%*	*11%*	*11%*

Note: $ figures in thousands (other than %s).
Certain figures may not sum due to rounding.

GAAP to Non-GAAP Reconciliations

Fiscal Quarter:	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26	Q3'26	Q4'26
Three Months Ending:	4/30/24	7/31/24	10/31/24	1/31/25	4/30/25	7/31/25	10/31/25	1/31/26
GAAP net loss	(95,157)	(111,572)	(70,743)	(77,038)	(79,242)	(90,301)	(453,075)	(56,770)
Add: Stock-based compensation & related taxes	14,260	13,201	12,327	11,351	10,173	7,869	416,179	91,380
Add: Acquisition-related expense (credit)	19	(2)	443	(1)	-	-	-	-
Add: Amortization of acquired intangible assets	5,126	5,172	5,595	6,854	6,598	4,127	2,621	2,493
Add: (Gain)/Loss on FV change in convert notes	9,708	35,416	18,125	35,378	33,429	43,973	8,439	(51,585)
Add: Provision for (benefit from) income taxes	-	-	(2,239)	(348)	-	-	364	274
Non-GAAP net loss	**($66,044)**	**($57,785)**	**($36,492)**	**($23,804)**	**($29,042)**	**($34,332)**	**($25,472)**	**($14,208)**
GAAP net loss per share, basic & diluted	($1.02)	($1.17)	($0.72)	($0.75)	($0.76)	($0.84)	($1.85)	($0.14)
Add: Stock-based compensation & related taxes	0.15	0.14	0.13	0.11	0.10	0.07	1.70	0.23
Add: Acquisition-related expense	-	-	-	-	-	-	-	-
Add: Amortization of acquired intangible assets	0.05	0.05	0.06	0.07	0.06	0.04	0.01	0.01
Add: (Gain)/Loss on FV change in convert notes	0.11	0.38	0.18	0.34	0.32	0.41	0.04	(0.13)
Add: Provision for (benefit from) income taxes	-	-	(0.02)	-	-	-	-	-
Non-GAAP net loss per share, basic & diluted	**($0.71)**	**($0.60)**	**($0.37)**	**($0.23)**	**($0.28)**	**($0.32)**	**($0.10)**	**($0.04)**
Weighted-avg. shares used in net loss per share	*93.7M*	*95.7M*	*98.3M*	*102.4M*	*104.7M*	*108.1M*	*244.7M*	*394.6M*
Shares at the end of period	*95.3M*	*97.7M*	*101.8M*	*104.6M*	*106.1M*	*109.3M*	*393.0M*	*398.4M*

Note: $ figures in thousands (other than %s and per share amounts), except number of shares in millions.
Certain figures may not sum due to rounding.

GAAP to Non-GAAP Reconciliations

Fiscal Quarter:	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26	Q3'26	Q4'26
Three Months Ending:	*4/30/24*	*7/31/24*	*10/31/24*	*1/31/25*	*4/30/25*	*7/31/25*	*10/31/25*	*1/31/26*
Net cash provided by (used in) operating activities	(50,534)	(55,380)	(10,884)	6,121	25,592	(16,878)	11,236	18,123
Less: Purchase of P&E and intangible assets	(15,415)	(4,360)	(15,999)	(1,258)	(7,410)	(1,628)	(525)	(13,357)
Less: Capitalized internal-use software	(458)	(360)	(1,761)	(811)	(726)	(1,147)	(117)	(790)
Free cash flow	**($66,407)**	**($60,100)**	**($28,644)**	**$4,052**	**$17,456**	**($19,653)**	**$10,594**	**$3,976**
Operating cash flow margin	*(42%)*	*(43%)*	*(8%)*	*4%*	*16%*	*(10%)*	*6%*	*9%*
Free cash flow margin	*(55%)*	*(46%)*	*(21%)*	*3%*	*11%*	*(12%)*	*6%*	*2%*
Trailing twelve months free cash flow	($221,271)	($220,997)	($195,501)	($151,099)	($67,236)	($26,789)	$12,449	$12,373
Annual Recurring Revenue (ARR in $Ms)	**$497M**	**$531M**	**$563M**	**$618M**	**$658M**	**$707M**	**$754M**	**$811M**
Y/Y Growth %				*30%*	*32%*	*33%*	*34%*	*31%*
Net Retention Rate (NRR)	114%	113%	113%	113%	117%	118%	118%	116%
Remaining Performance Obligations (RPO)				$885M	$919M	$995M	$1,054M	$1,202M
Current RPO (cRPO)				$503M	$515M	$552M	$587M	$651M
Contracted Future Billings				$295M	$333M	$388M	$434M	$526M

Note: $ figures in thousands (other than %s), except ARR, RPO, cRPO, and Contracted Future Billings in millions.
Contracted Future Billings equals RPO minus Deferred Revenue and represents the amount of contractually obligated backlog in RPO yet to be invoiced in future periods.

Definitions

Total Addressable Market ("TAM"): Total Addressable Market figures are estimates based on IDC market forecasts from 2023-2028. Figures reflect the markets addressed by Netskope's current offerings which include the following: Zero Trust Edge, VPN (Virtual Private Network)/ZTNA (Zero Trust Network Access), Public Cloud Portion of Firewall/UTM (Unified Threat Management), Messaging Security Software, Sensitive Data Management and Data Privacy, Physical and Virtual Computing Software, SSPM, IoT Spend, Internet Video, SD-WAN (Software-Defined Wide Area Network), Datacenter Interconnection Services, 5G and 4G/LTE Enterprise Wireless WAN, Multi-Cloud Networking, Segmentation, Cloud WAN, Endpoint SD-WAN, Enterprise Network Observability, Tier 2 SOC Analytics and Cloud-Native XDR. We estimate that AI security spend presents a $9.9 billion opportunity in 2028. According to IDC, in 2024, spending on security software was $124 billion, while spending on overall IT software and hardware was $2.8 trillion. Based on our analysis of IDC data, security software expenditures accounted for 4.4% of overall IT spending. To estimate our AI security opportunity, we apply the same percentage to the IDC estimate of $226.5 billion of generative AI spend in 2028.

The IDC forecasts used are the following: (1) Forecast: IDC Semiannual Security Products Tracker, Worldwide, 2019-2028, 2024H1 Forecast, Rasmus Andsbjerg, et al., 11/19/2024; (2) Forecast: IDC Semiannual Software Tracker, Worldwide, 2019-2028, 2024H1 Forecast Release, Julie Ross, et al., 11/14/2024; (3) IDC Quarterly Network Infrastructure Tracker, Worldwide, 2019-2028, 2024Q3 Release, Petr Jirovsky, et al., 12/20/2024; (4) IDC Worldwide Datacenter Interconnection Services Forecast, 2024-2028, Courtney Monroe, Avinash Naga, 05/2024; (5) IDC Worldwide SD-WAN Infrastructure Forecast, 2024-2028, Brandon Butler, et al., 07/2024; (6) IDC Worldwide Multicloud Networking Forecast, 2024-2028, Vijay Bhagavath, et al., 05/2024; (7) IDC Worldwide 5G and 4G/LTE Enterprise Wireless WAN Forecast, 2024-2028: 5G FWA Reignites Branch Opportunities, Patrick Filkins, et al., 07/2024; (8) IDC Worldwide IaaS Networking Forecast, 2024-2028, Taranvir Singh, et al., 09/2024; (9) IDC Worldwide Network Observability Forecast, 2024-2028, Mark Leary, 12/2024; (10) IDC Worldwide Black Book: Live Edition, 2023-2028, Stephen Minton et al., 03/2025; (11) IDC's Worldwide AI and Generative AI Spending Guide, 2023-2028, Karen Massey et. al, 02/2025.

Annual Recurring Revenue ("ARR"): We define Annual Recurring Revenue as the annualized value of our cloud subscription contracts that are active as of the measurement date, assuming any contract that expires during the next 12 months is renewed on its existing terms. Provided that we are actively negotiating a renewal or new agreement with a customer after the expiration of a contract, we continue to include that contract's annualized value in ARR until the customer notifies us of their decision not to renew. ARR excludes non-recurring components of revenue such as professional services, training, sales of hardware, and other non-recurring revenue.

Net Retention Rate ("NRR"): Our dollar-based Net Retention Rate reflects the percentage of our ARR from existing customers, inclusive of the effects of upsell, cross-sell, contraction, and churn. We calculate this by first determining the ARR of the cohort of customers established on the same date of the prior fiscal year (the "Prior Period ARR"). We then calculate the ARR from these same subscription customers as of the current period end (the "Current Period ARR"). Current Period ARR includes any expansion and is net of contraction and churn over the trailing 12 months but excludes ARR from new customers. We then divide the Current Period ARR by the Prior Period ARR to arrive at our NRR.

Free Cash Flow ("FCF") and Free Cash Flow Margin: Free cash flow is defined as net cash used in operating activities less purchases of property and equipment and intangible assets and capitalized internal-use software. Free cash flow margin is determined by dividing free cash flow by revenue.