



Guardians of the Connected World

Q2 FY'26 Financial Results

Conference Call

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Forward-Looking Statements

Forward Looking Statements: This presentation contains forward-looking statements within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. Examples of forward-looking statements include statements regarding our future financial performance or position, liquidity, results of operations, business strategy, plans and objectives of management for future operations, and other statements that are not historical fact. You can identify forward-looking statements by their use of forward-looking words such as “may,” “will,” “anticipate,” “expect,” “believe,” “estimate,” “intend,” “plan,” “should,” “seek,” or other comparable terms. Investors are cautioned that such forward-looking statements in this presentation include, without limitation, statements regarding NETSCOUT’s ability to capture new opportunities through its differentiated solutions; NETSCOUT’s financial outlook and expectations; NETSCOUT’s strategic objectives, plans, commitments, aspirations and goals. Actual results could differ materially from those indicated in the forward-looking statements due to known and unknown risks, uncertainties, assumptions, and other factors, including macroeconomic factors and slowdowns or downturns in economic conditions generally and in the market for advanced networks, service assurance and cybersecurity solutions specifically; the volatile foreign exchange environment; the Company’s relationships with strategic partners and resellers; dependence upon broad-based acceptance of the Company’s network performance management solutions; the presence of competitors with greater financial resources than the Company has, and their strategic response to the Company’s products; the Company’s ability to retain key executives and employees; the Company’s ability to realize the anticipated savings from restructuring actions and other expense management programs; potential lower than expected demand for the Company’s products and services; and the timing and magnitude of stock buyback activity based on market conditions, corporate considerations, debt agreements, and regulatory requirements. The risks included above are not exhaustive. For a more detailed description of the risk factors associated with the Company, please refer to the Company’s Annual Report on Form 10-K for the fiscal year ended March 31, 2025, filed with the Securities and Exchange Commission on May 15, 2025. Any forward-looking information in this presentation is as of the date of this presentation, and NETSCOUT undertakes no obligation to update such information unless required by law. NETSCOUT’s financial guidance is based on estimates and assumptions that are subject to significant uncertainties.



Non-GAAP Financial Metrics

To supplement the financial measures presented in NETSCOUT's presentation in accordance with accounting principles generally accepted in the United States (GAAP), NETSCOUT also reports the following non-GAAP measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP income from operations, non-GAAP operating margin, non-GAAP net income, non-GAAP diluted net income per share, non-GAAP earnings before interest and other expense, income taxes, depreciation, and amortization from operations (Non-GAAP EBITDA from operations), and non-GAAP free cash flow. Non-GAAP gross profit and non-GAAP gross margin remove expenses related to , share-based compensation expense, the amortization of acquired intangible assets, and acquisition-related depreciation expense. Non-GAAP income from operations includes the aforementioned adjustments related to non-GAAP gross profit and also removes restructuring charges, goodwill impairment charges, and executive transition costs. Non-GAAP operating margin includes the foregoing adjustments related to non-GAAP income from operations. Non-GAAP net income includes the foregoing adjustments related to non-GAAP income from operations and also removes the income tax effects of such adjustments. Non-GAAP diluted net income per share, which may also be referred to as non-GAAP Earnings per Share (EPS), includes the foregoing adjustments related to non-GAAP net income. Non-GAAP EBITDA from operations includes the aforementioned adjustments related to non-GAAP income from operations and also removes non-acquisition related depreciation expense. Free cash flow removes cash outlays for fixed and intangible assets from operating cash flow. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures included in the attached tables within this presentation.

These non-GAAP measures are not prepared in accordance with GAAP, should not be considered an alternative for measures prepared in accordance with GAAP (revenue, gross profit, operating margin, net income, and diluted net income per share), and may have limitations because they do not reflect all NETSCOUT's results of operations as determined in accordance with GAAP. These non-GAAP measures should only be used to evaluate NETSCOUT's results of operations in conjunction with the corresponding GAAP measures. The presentation of non-GAAP information is not meant to be considered superior to, in isolation from, or as a substitute for results prepared in accordance with GAAP. NETSCOUT believes these non-GAAP financial measures will enhance the reader's overall understanding of NETSCOUT's current financial performance and NETSCOUT's prospects for the future by providing a higher degree of transparency for certain financial measures and providing a level of disclosure that helps investors understand how the Company plans and measures its own business. NETSCOUT believes that providing these non-GAAP measures affords investors a view of NETSCOUT's operating results that may be more easily compared to peer companies and also enables investors to consider NETSCOUT's operating results on both a GAAP and non-GAAP basis during and following the integration period of NETSCOUT's acquisitions. Presenting the GAAP measures on their own, without the supplemental non-GAAP disclosures, might not be indicative of NETSCOUT's core operating results. Furthermore, NETSCOUT believes that the presentation of non-GAAP measures when shown in conjunction with the corresponding GAAP measures provides useful information to management and investors regarding present and future business trends relating to its financial condition and results of operations.

NETSCOUT management regularly uses supplemental non-GAAP financial measures internally to understand, manage and evaluate its business and to make operating decisions. These non-GAAP measures are among the primary factors that management uses in planning and forecasting.





Guardians of the Connected World

CEO Perspective

Anil Singhal, President & Chief Executive Officer

Q2 FY'26 & 1H FY'26 Financial Highlights

(GAAP revenue, other metrics non-GAAP)



Total Revenue
(GAAP)

Q2
\$219.0M
+15% Y/Y

1H
\$405.8M
+11% Y/Y



Gross Margin

Q2
81.4%
+1.7pts Y/Y

1H
80.2%
+1.8pts Y/Y



Operating Margin

Q2
26.5%
+3.4pts Y/Y

1H
20.9%
+5.0pts Y/Y



EPS

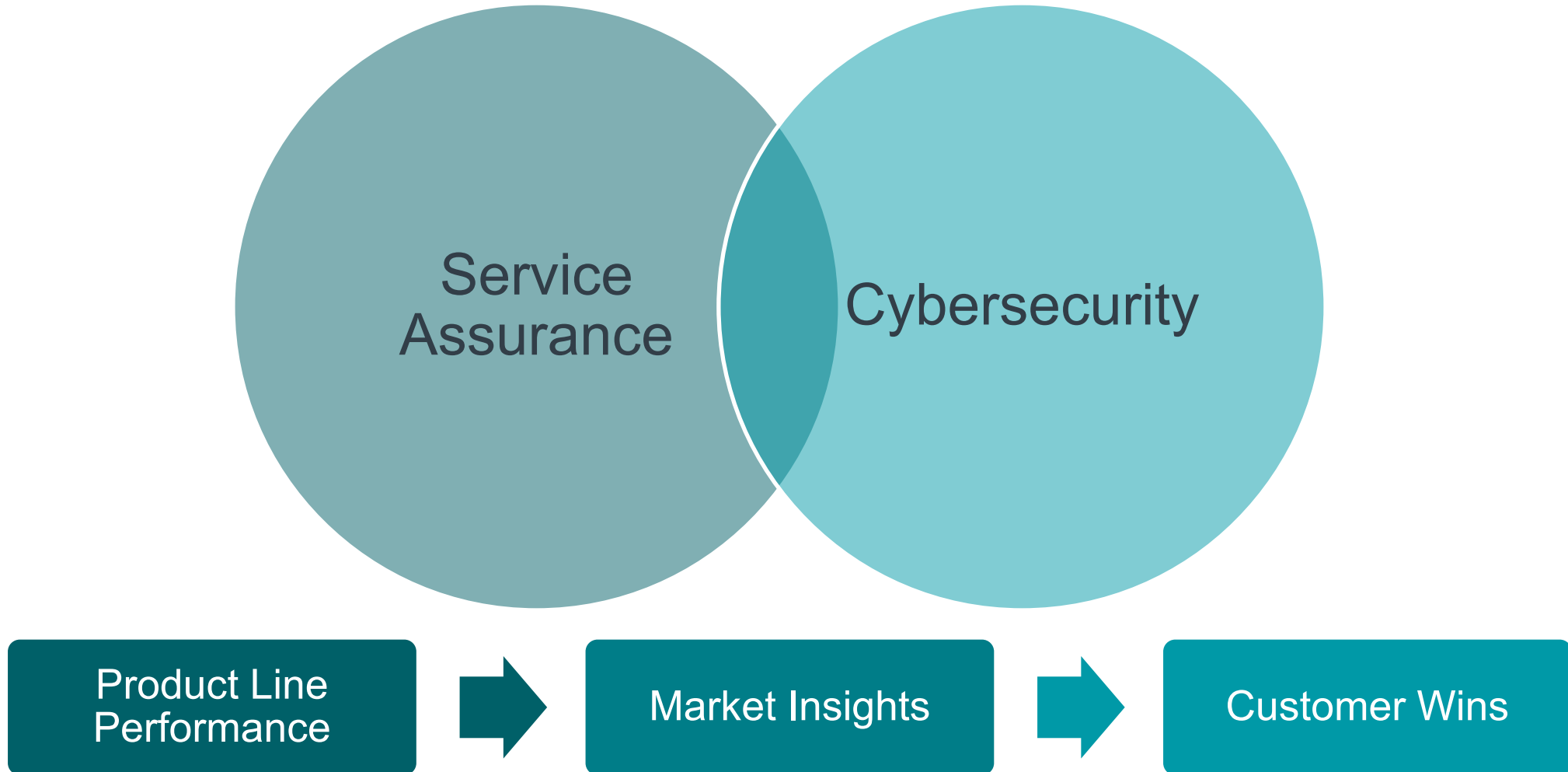
Q2
\$0.62
+32% Y/Y

1H
\$0.95
+27% Y/Y

Note: Revenue is a GAAP measure. All other amounts are non-GAAP measures. See the slide entitled “Non-GAAP Financial Metrics” near the beginning of this presentation for a description of the non-GAAP finance measures and to the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures.



Business & Market Insights



FY'26 Outlook & Summary

Remain focused on
our strategic priorities:

Product innovation
Annual revenue growth
Margin enhancement

Raising FY26
revenue and EPS
outlook

Continue to monitor
uncertain macro
environment as we
navigate second half
of fiscal year

Motivated by positive
customer feedback
and their reliance on
our highly curated
data to drive improved
business outcomes





Guardians of the Connected World

CFO Financial Review

Q2 FY'26 Results

Tony Piazza, Executive Vice President & Chief Financial Officer

Q2 FY'26 & 1H FY'26 Results

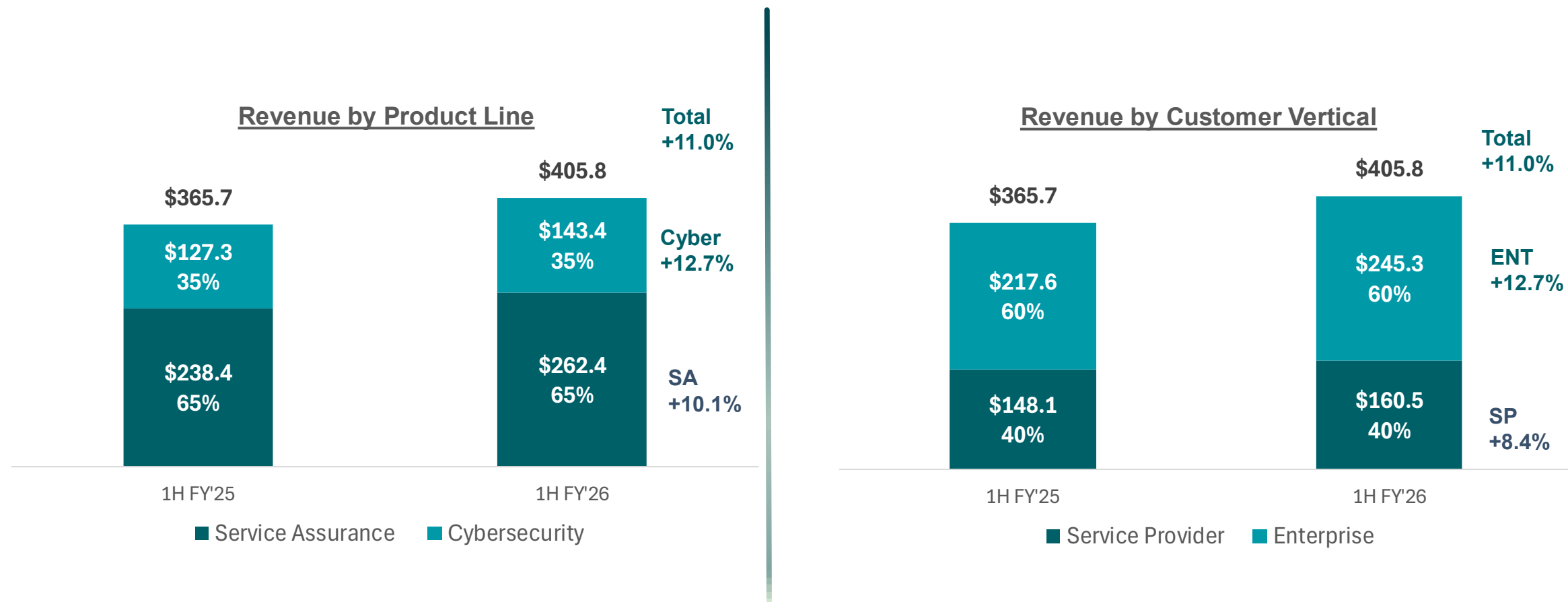
(GAAP revenue, other metrics non-GAAP)

\$M (except EPS & % data)	Q2 FY'25	Q2 FY'26	Y/Y Change	1H FY'25	1H FY'26	Y/Y Change
Revenue	\$191.1	\$219.0	14.6%	\$365.7	\$405.8	11.0%
Product Revenue	\$81.0	\$94.7	16.9%	\$142.2	\$167.7	17.9%
Service Revenue	\$110.1	\$124.3	12.9%	\$223.5	\$238.1	6.5%
Gross Profit Margin	79.7%	81.4%		78.4%	80.2%	
Operating Margin	23.1%	26.5%		15.9%	20.9%	
Net Income	\$33.6	\$45.1	34.3%	\$54.1	\$69.8	29.0%
Diluted Net Income per Share	\$0.47	\$0.62	31.9%	\$0.75	\$0.95	26.7%
Diluted Shares Outstanding	71.8	72.9		72.2	73.1	

Note: Revenue is a GAAP measure. All other amounts are non-GAAP measures. See the slide entitled “Non-GAAP Financial Metrics” near the beginning of this presentation for a description of the non-GAAP finance measures and to the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures. Figures in charts and tables may not total due to rounding.



1H FY'26 Revenue Trends: Product Lines & Customer Verticals

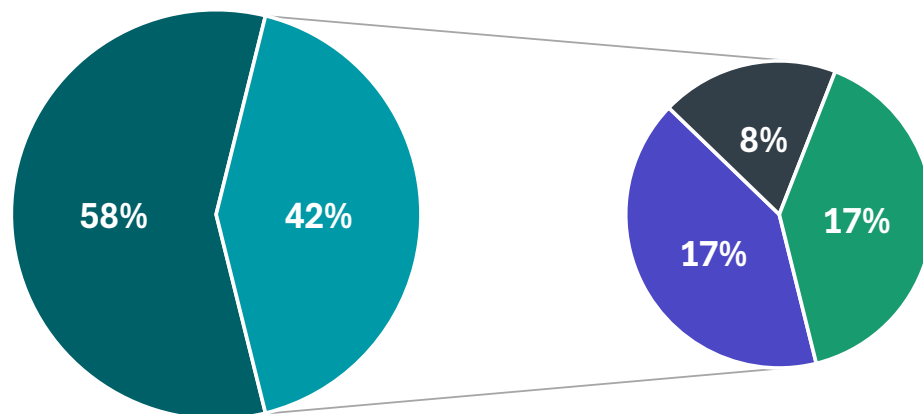


Note: In \$M except % data. Revenue is a GAAP measure. Figures in charts and tables may not total due to rounding.



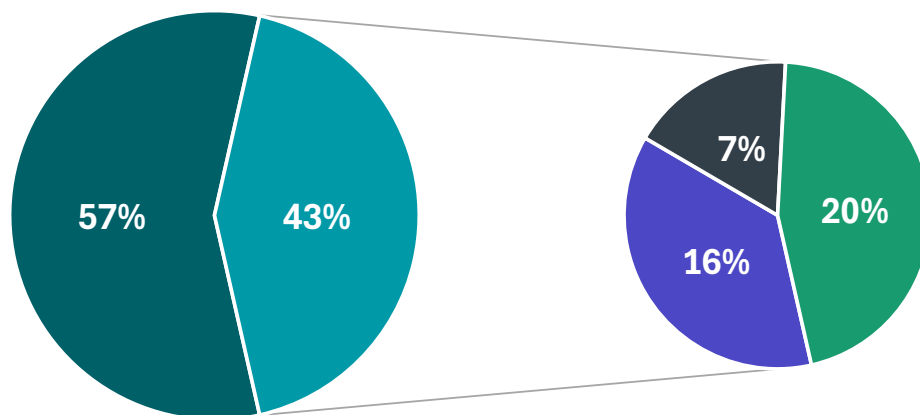
1H FY'26 Revenue Trends: Geographic Mix

1H FY'25



■ United States ■ International ■ Europe ■ Asia ■ Rest of World

1H FY'26



\$M	1H FY'25	1H FY'26	Y/Y Change
Revenue	\$365.7	\$405.8	11.0%
United States	\$211.2	\$231.7	9.7%
International	\$154.5	\$174.1	12.7%
Europe	\$63.5	\$64.3	1.3%
Asia	\$28.9	\$30.3	4.9%
Rest of World	\$62.1	\$79.4	27.9%

Note: In \$M except % data. Revenue is a GAAP measure. Figures in charts and tables may not total due to rounding.



Balance Sheet & Free Cash Flow Review

\$M (GAAP, Unaudited)	Q2 FY'26
Cash and Securities	\$ 526.9
Accounts Receivable, Net	\$ 130.2
Inventories	\$ 12.4
Total Long-Term Debt	\$ -
Total Deferred Revenue	\$ 428.1
Total Stockholders' Equity	\$ 1,573.6

Financial Profile (Non-GAAP)	Q2 FY'26
Total Liquidity	\$ 1,126.9
Liquidity to EBITDA	4.6x
Gross Leverage	0.0x
Net Leverage	(2.2x)
Credit Facility Net Leverage	(1.3x)

\$M	Q1 FY'26	Q2 FY'26
Operating Cash Flow	\$ 73.6	\$ 6.6
Purchase of Fixed & Intangible Assets	\$ (1.9)	\$ (2.2)
Non-GAAP Free Cash Flow	\$ 71.7	\$ 4.3

Note: See the slide entitled “Non-GAAP Financial Metrics” near the beginning of this presentation for a description of the non-GAAP financial measures and to the appendix for information regarding the Financial Profile and Free Cash Flow calculations and for the reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures



FY'26 Outlook

\$M	FY'25	FY'26 Outlook
Revenue	\$822.7	\$830 - \$870

EPS (Diluted)	FY'25	FY'26 Outlook
GAAP EPS	(\$5.12)*	\$1.13 - \$1.23*
Adjustments	\$7.34	\$1.22
Non-GAAP EPS	\$2.22	\$2.35 - \$2.45

* GAAP EPS includes goodwill impairment charges in FY'25 and restructuring charges in both FY'25 and FY'26

Other FY'26 Outlook Assumptions

- Anticipate annual tax rate of approx. 20%
- Anticipate approximately 73 million weighted average diluted shares outstanding

See the slide entitled "Non-GAAP Financial Metrics" near the beginning of this presentation for a description of the non-GAAP finance measures and the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures.



Upcoming Investor Event

RBC 2025 Global TIMT Conference

Date: November 19th, 2025

Location: NYC

6th Annual Needham Tech Conference

Date: November 20th, 2025

Location: NYC

UBS Global Technology & AI Conference

Date: December 3rd, 2025

Location: Scottsdale, AZ



Appendix

Q2 FY'26 & 1H FY'26 Results GAAP

\$M (except EPS & % data)	Q2 FY'25	Q2 FY'26	Y/Y Change	1H FY'25	1H FY'26	Y/Y Change
Revenue:	\$ 191.1	\$ 219.0	14.6%	\$ 365.7	\$ 405.8	11.0%
Product Revenue	\$ 81.0	\$ 94.7	16.9%	\$ 142.2	\$ 167.7	17.9%
Service Revenue	\$ 110.1	\$ 124.3	12.9%	\$ 223.5	\$ 238.1	6.5%
Cost of Revenue	\$ 42.1	\$ 43.6	3.7%	\$ 86.4	\$ 87.0	0.7%
Gross Profit	\$ 149.1	\$ 175.4	17.7%	\$ 279.2	\$ 318.7	14.1%
<i>Gross Profit Margin</i>	78.0%	80.1%		76.4%	78.6%	
Operating Expenses	\$ 134.9	\$ 142.9	5.9%	\$ 728.4	\$ 292.8	(59.8%)
Income (loss) from Operations	\$ 14.1	\$ 32.5	130.0%	\$ (449.2)	\$ 25.9	105.8%
<i>Income (loss) from Operations Margin</i>	7.4%	14.8%		(122.8%)	6.4%	
Net Income (loss)	\$ 9.0	\$ 25.8	186.1%	\$ (434.3)	\$ 22.1	105.1%
Diluted Net Income (loss) per Share	\$ 0.13	\$ 0.35	169.2%	\$ (6.08)	\$ 0.30	104.9%
Diluted Shares Outstanding	71.8	72.9		71.5	73.1	

* Figures in charts and tables may not total due to rounding.



Q2 FY'26 & 1H FY'26 Results

(GAAP revenue, other metrics non-GAAP)

\$M (except EPS & % data)	Q2 FY'25	Q2 FY'26	Y/Y Change	1H FY'25	1H FY'26	Y/Y Change
Revenue:	\$ 191.1	\$ 219.0	14.6%	\$ 365.7	\$ 405.8	11.0%
Product Revenue	\$ 81.0	\$ 94.7	16.9%	\$ 142.2	\$ 167.7	17.9%
Service Revenue	\$ 110.1	\$ 124.3	12.9%	\$ 223.5	\$ 238.1	6.5%
Cost of Revenue	\$ 38.9	\$ 40.8	5.1%	\$ 78.9	\$ 80.5	2.1%
Gross Profit	\$ 152.2	\$ 178.2	17.0%	\$ 286.8	\$ 325.2	13.4%
<i>Gross Profit Margin</i>	79.7%	81.4%		78.4%	80.2%	
Operating Expenses	\$ 108.2	\$ 120.1	11.0%	\$ 228.7	\$ 240.6	5.2%
Income from Operations	\$ 44.1	\$ 58.1	31.8%	\$ 58.1	\$ 84.6	45.7%
<i>Income from Operations Margin</i>	23.1%	26.5%		15.9%	20.9%	
Net Income	\$ 33.6	\$ 45.1	34.3%	\$ 54.1	\$ 69.8	29.0%
Diluted Net Income per Share	\$ 0.47	\$ 0.62	31.9%	\$ 0.75	\$ 0.95	26.7%
Diluted Shares Outstanding	71.8	72.9		72.2	73.1	

Note: Revenue is a GAAP measure. All other amounts are non-GAAP measures. See the slide entitled “Non-GAAP Financial Metrics” near the beginning of this presentation for a description of the non-GAAP finance measures and the appendix for a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures.

Figures in charts and tables may not total due to rounding.



Q2 FY'26 GAAP to Non-GAAP Reconciliation

\$Thousands (except EPS)

	Q2 Ending 9/30		Q1 Ending 6/30	1H Ending 9/30	
	2025	2024	2025	2025	2024
GAAP Revenue	\$ 219,017	\$ 191,108	\$ 186,747	\$ 405,764	\$ 365,673
Gross Profit (GAAP)	\$ 175,407	\$ 149,051	\$ 143,325	\$ 318,732	\$ 279,247
Share-based compensation expense (1)	2,227	2,200	3,160	5,387	5,520
Amortization of acquired intangible assets (2)	551	996	550	1,101	1,991
Acquisition related depreciation expense (3)	1	2	2	3	4
Non-GAAP Gross Profit	178,186	152,249	147,037	\$ 325,223	\$ 286,762
Income (Loss) from Operations (GAAP)	\$ 32,486	\$ 14,123	\$ (6,564)	\$ 25,922	\$ (449,201)
GAAP Operating Margin	14.8%	7.4%	-3.5%	6.4%	-122.8%
Share-based compensation expense (1)	13,557	14,886	19,959	33,516	36,084
Amortization of acquired intangible assets (2)	11,713	12,638	11,669	23,382	25,247
Restructuring charges	304	2,409	529	833	18,972
Goodwill impairment	—	—	—	—	426,967
Acquisition related depreciation expense (3)	11	11	12	23	23
Executive Transition Costs (4)	—	—	959	959	—
Non-GAAP Income from Operations	\$ 58,071	\$ 44,067	\$ 26,564	\$ 84,635	\$ 58,092
Non-GAAP Operating Margin	26.5%	23.1%	14.2%	20.9%	15.9%
Net Income (Loss) (GAAP)	\$ 25,828	\$ 9,027	\$ (3,679)	\$ 22,149	\$ (434,349)
Share-based compensation expense (1)	13,557	14,886	19,959	33,516	36,084
Amortization of acquired intangible assets (2)	11,713	12,638	11,669	23,382	25,247
Restructuring charges	304	2,409	529	833	18,972
Goodwill impairment	—	—	—	—	426,967
Acquisition related depreciation expense (3)	11	11	12	23	23
Executive Transition Costs (4)	—	—	959	959	—
Income tax adjustments (5)	(6,336)	(5,409)	(4,712)	(11,048)	(18,804)
Non-GAAP Net Income	\$ 45,077	\$ 33,562	\$ 24,737	\$ 69,814	\$ 54,140
Diluted Net Income (Loss) Per Share (GAAP)	\$ 0.35	\$ 0.13	\$ (0.05)	\$ 0.30	\$ (6.08)
Share impact of non-GAAP adjustments identified above	0.27	0.34	0.39	0.65	6.83
Non-GAAP Diluted Net Income Per Share	\$ 0.62	\$ 0.47	\$ 0.34	\$ 0.95	\$ 0.75
Shares used in computing non-GAAP diluted net income per share	72,917	71,837	73,376	73,130	72,197



Q2 FY'26 GAAP to Non-GAAP Reconciliation

\$Thousands (except EPS)

(1) Share-based compensation expense included in these amounts is as follows:

Cost of product revenue	
Cost of service revenue	
Research and development	
Sales and marketing	
General and administrative	
Total share-based compensation expense	

(2) Amortization expense related to acquired software and product technology, tradenames, customer relationships included in these amounts are as follows:

Cost of product revenue	
Operating expenses	
Total amortization expense	

(3) Acquisition related depreciation expense included in these amounts is as follows:

Cost of product revenue	
Cost of service revenue	
Research and development	
Sales and marketing	
General and administrative	
Total acquisition related depreciation expense	

(4) Executive transition costs included in these amounts is as follows:

General and administrative	
Total executive transition costs	

(5) Total income tax adjustment included in this amount is as follows:

Tax effect of non-GAAP adjustments above	
Total income tax adjustments	

Q2 Ending 9/30		Q1 Ending 6/30		1H Ending 9/30	
2025	2024	2025		2025	2024
\$ 297	\$ 295	\$ 413		\$ 710	\$ 726
1,930	1,905	2,747		4,677	4,794
3,990	3,934	5,532		9,522	9,820
4,672	5,275	6,889		11,562	12,779
2,668	3,477	4,378		7,045	7,965
\$ 13,557	\$ 14,886	\$ 19,959		\$ 33,516	\$ 36,084
\$ 551	\$ 996	\$ 550		\$ 1,101	\$ 1,991
11,162	11,642	11,119		22,281	23,256
\$ 11,713	\$ 12,638	\$ 11,669		\$ 23,382	\$ 25,247
\$ 1	\$ 2	\$ 2		\$ 3	\$ 4
—	—	—		—	—
7	7	8		15	15
2	2	2		4	4
1	—	—		1	—
\$ 11	\$ 11	\$ 12		\$ 23	\$ 23
—	\$—	959		959	0
		\$ 959		959	\$ —
\$ (6,336)	\$ (5,409)	\$ (4,712)		\$ (11,048)	\$ (18,804)
\$ (6,336)	\$ (5,409)	\$ (4,712)		\$ (11,048)	\$ (18,804)



FY'26 Outlook: GAAP to Non-GAAP Reconciliation

\$M (except EPS)	FY'25	FY'26
GAAP revenue	\$ 822.7	~ \$830 to ~\$870
	FY'25	FY'26
GAAP net income (loss)	\$ (366.9)	~\$83 to ~\$90
Amortization of intangible assets	\$ 50.4	~\$47
Share-based compensation expenses	\$ 64.8	~\$62
Acquisition related depreciation expense	\$ -	-
Executive Transition Costs	\$ -	~\$1
Loss on debt extinguishment	\$ 1.1	-
Restructuring charges	\$ 20.5	~\$1
Goodwill impairment	\$ 427.0	-
Total adjustments	\$ 563.8	~\$111
Related impact of adjustments on income tax	\$ (36.5)	(~\$23)
Non-GAAP net income	\$ 160.4	~\$171 to ~\$178
GAAP net income (loss) per share (diluted)	\$ (5.12)	~\$1.13 to ~\$1.23
Non-GAAP net income per share (diluted)	\$ 2.22	~\$2.35 to ~\$2.45
Average weighted shares outstanding (diluted GAAP)	71.6	~73
Average weighted shares outstanding (diluted Non-GAAP)	72.2	~73

Net income per share (diluted) equates to earnings per share (EPS) described elsewhere in this presentation.

Note: please see the slide entitled "Non-GAAP Financial Metrics" near the beginning of this presentation for a description of the non-GAAP measures. Figures may not foot due to rounding.



Financial Measures & Additional Information

- Cash and securities defined as cash, cash equivalents, short- and long-term marketable securities, and investments
- Liquidity calculated as available credit under the Company's senior secured credit facility plus cash and securities divided by the 12-month trailing adjusted non-GAAP EBITDA (as defined within the Company's senior secured credit facility).
- Gross Leverage is calculated as total debt plus contingent debt divided by the 12-month trailing adjusted non-GAAP EBITDA.
- Net leverage is calculated as total debt plus contingent debt minus cash and securities, divided by the 12-month trailing adjusted non-GAAP EBITDA
- As defined in the Company's senior secured credit facility, Credit Facility Net Leverage is calculated as total debt plus contingent debt minus the lesser of unrestricted cash and 125% of 12-month trailing adjusted non-GAAP EBITDA divided by the 12-month trailing adjusted non-GAAP EBITDA
- The Company's non-GAAP EBITDA from Operations as calculated in its press release may differ from the non-GAAP EBITDA as defined within the Company's senior secured credit facility

\$M Non-GAAP Free Cash Flow Reconciliation to GAAP	Q1 FY'26	Q2 FY'26
Operating Cash Flow	\$ 73.6	\$ 6.6
Purchase of Fixed & Intangible Assets	\$ (1.9)	\$ (2.2)
Non-GAAP Free Cash Flow	\$ 71.7	\$ 4.3

	Q1 FY'26	Q2 FY'26
Operating Cash Flow	\$ 73.6	\$ 6.6
Cash from Investing Activities	\$ (17.3)	\$ 4.7
Cash from from Financing Activities	\$ (28.8)	\$ (18.0)
Effects of Exchange Rate Changes on Cash and Cash Equivalents	\$ 4.7	\$ 0.4
Net Change in Cash and Cash Equivalents	\$ 32.2	\$ (6.3)



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