Kinaxis Q1 26 Results Conference Call

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MAY 7, 2026

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Forward-looking Statements and Other Disclosures

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This presentation and webcast (the "presentation") contains forward-looking statements within the meaning of applicable Canadian securities legislation. In some cases, these forward-looking statements can be identified by words or phrases such as "may", "will", "expect", "anticipate", "aim", "estimate", "intend", "plan", "seek", "believe", "potential", "continue", "is/are likely to" or the negative of these terms, or other similar expressions intended to identify forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events and financial trends that we believe may affect the financial condition, results of operations, business strategy and financial needs of Kinaxis Inc. ("Kinaxis", the "Company" or "we").

These forward-looking statements include, among other things, statements relating to: our expectations regarding our Total Revenue, SaaS Revenue Growth, Subscription Term License Revenue, Adjusted EBITDA Margin, and our normal course issuer bid..

Forward-looking statements are based on certain assumptions and analysis made by us in light of our experience and perception of historical trends, current conditions and expected future developments and other factors we believe are appropriate, and are subject to risks and uncertainties. Although we believe that the assumptions underlying these statements are reasonable, they may prove to be incorrect. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. Given these risks, uncertainties and assumptions, you should not place undue reliance on these forward-looking statements. These statements are provided to assist external stakeholders in understanding Kinaxis' expectations as of the date of this presentation and may not be appropriate for other purposes.

Whether actual results, performance or achievements will conform to our expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those identified starting on page 4 of our Management's Discussion and Analysis for the financial year ended December 31, 2025, accompanying press release, and 2025 Annual Information Form which are available under our profile on SEDAR+ (www.sedarplus.ca). Although the forward-looking statements contained in this presentation are based upon what our management believes are reasonable assumptions, these risks, uncertainties, assumptions and other factors could cause our actual results, performance, achievements and experience to differ materially from our expectations, future results, performances or achievements expressed or implied by the forward-looking statements.

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The information presented in this presentation includes non-IFRS financial measures and non-IFRS ratios (which are calculated using non-IFRS financial measures), namely Adjusted EBITDA and Adjusted EBITDA Margin (each defined below). These measures, ratios and metrics are not recognized, defined or standardized measures under IFRS. We use these measures to provide investors with supplemental information on our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS financial measures. We believe that securities analysts, investors and other interested parties frequently use non-IFRS measures in the evaluation of issuers. Management also uses non-IFRS measures to facilitate operating performance comparisons from period to period, prepare annual operating budgets, assess our ability to meet our capital expenditure and working capital requirements, and to determine components of employee compensation..

Our definitions of these measures and ratios will likely differ from those used by other companies (including our peers) and therefore comparability may be limited. Non-IFRS measures and ratios should not be considered a substitute for, or in isolation from, measures prepared in accordance with IFRS. Investors are encouraged to review our financial statements and disclosures in their entirety and are cautioned not to put undue reliance on non-IFRS measures and ratios and view them in conjunction with the most comparable IFRS financial measures and ratios.

Adjusted EBITDA and other non-IFRS financial measures reported by Kinaxis and reconciliations to the most comparable IFRS financial measures can be found under the headings Reconciliation of Non-IFRS Measures in our Management's Discussion and Analysis for the first quarter ended March 31, 2026, which section is incorporated by reference herein and is available on SEDAR+ (www.sedarplus.ca).

Adjusted EBITDA and Adjusted EBITDA Margin

Adjusted EBITDA represents profit adjusted to exclude our equity compensation plans, income tax expense, depreciation and amortization, foreign exchange loss (gain) and net finance (income) expense. *Adjusted EBITDA Margin* expresses Adjusted EBITDA as a percentage of revenue.

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ANNUAL RECURRING REVENUE (ARR)

ARR is an industry metric used widely among SaaS businesses as a means of evaluating a company's underlying operating performance. Securities analysts, investors and other interested parties also frequently use ARR in the evaluation of issuers with SaaS businesses.

ARR is the total annualized value of recurring subscription amounts (ultimately recognized as SaaS, subscription term licenses and maintenance and support revenue) of all subscription contracts at a point in time. Annualized subscription amounts are determined solely by reference to the underlying contracts, normalizing for the varying revenue recognition treatments under IFRS for cloud-based versus on-premise subscription amounts. It excludes one-time fees, such as for non-recurring professional services, and assumes that customers will renew the contractual commitments on a periodic basis as those commitments come up for renewal, unless such renewal is known to be unlikely at period end. We believe that this measure provides a more current indication of our performance in the growth of our subscription business than other metrics.

We also present growth in ARR on a constant currency basis. This supplementary measure allows readers to assess how our business would have performed excluding the effect of foreign currency rate fluctuations. We have updated our calculation of the constant currency growth rate beginning this quarter to apply the exchange rates in effect as of December 31, 2025 to current period results. Specifically, we convert all non-USD denominated recurring subscription amounts at the exchange rates in effect as of December 31, 2025, rather than the previous methodology of applying the exchange rates in effect at the end of the comparable prior year period. This change has been made to improve comparability by using a consistent set of exchange rates across financial periods within the fiscal year.

CURRENCY

All amounts are in United States dollars, unless otherwise indicated.

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Q1 2026 Highlights

SaaS Revenue

21% growth

vs 16% in Q1 '25

Adjusted EBITDA Margin[1]

32% margin

vs 25% in Q1 '25

ARR[2] Growth

20% growth

vs 14% in Q1 '25

1. See Slide 2, NON-IFRS FINANCIAL MEASURES
2. See Slide 3. ANNUAL RECURRING REVENUE (ARR)

Record Q1 for new business

New business

~60% more

than any previous Q1, measured in ACV

New business

~2x

ACV won in Q1 ‘25

Average deal size

>2x

average deal size in Q1 ‘25

Record expansion business for a first quarter

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ONGOING STRENGTH IN DEMAND

Winning Leading **New Customers**

49% of Q1 additions to ARR from new customers

Sample wins

Consumer Products: Pernod Ricard

Chemicals: Tesa

Energy/O&G: largest renewable energy company in North America

Life Sciences: ALK, Laboratoires Théa, large vital organ therapy company

Industrial Manufacturing: Fortune 500 company

High Tech: Weidmüller Interface

2026 GARTNER® MAGIC QUADRANT™ FOR
SUPPLY CHAIN PLANNING SOLUTIONS FOR DISCRETE INDUSTRIES

Kinaxis named a Leader, positioned highest on Ability to Execute and furthest on Completeness of Vision.

Figure 1: Magic Quadrant for Supply Chain Planning Solutions: Discrete Industries

Gartner

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Maestro **Agents**

No-code, composable AI Agents

Added new paying customers in Q1

Offering bundles of 6 pre-defined Agents:

1. Ensuring data integrity
2. Anticipating demand and supply risk
3. Improving forecast accuracy
4. Evaluating demand shifts
5. Optimizing inventory outcomes
6. Optimizing supply outcomes

Soon:

- Orchestrator agents
- Expanded data fabric
- Abstracted semantic layer

Q1 Financial Results Summary

US$000 EXCEPT AS OTHERWISE INDICATED	Q1 2026	Q1 2025	Change
Total Revenue	165,568	132,788	25%
SaaS Revenue	102,885	84,882	21%
Subscription Term Licenses	19,052	9,027	111%
Professional Services	38,720	33,340	16%
Maintenance and Support	4,911	5,539	(11)%
Gross Profit	114,016	86,539	32%
Margin	69%	65%	
Profit	29,420	15,913	85%
Per diluted share	1.04	0.55	
Adjusted EBITDA[1]	53,603	33,143	62%
Margin[1]	32%	25%	
Cash from Operating Activities	59,082	31,647	87%

Record Q1 results

- SaaS growth of 21%
- Total revenue growth of 25%
- 32% Adj EBITDA[1] margin
- Record profit and Adj EBITDA[1]

1. See Slide 2, **NON-IFRS FINANCIAL MEASURES**

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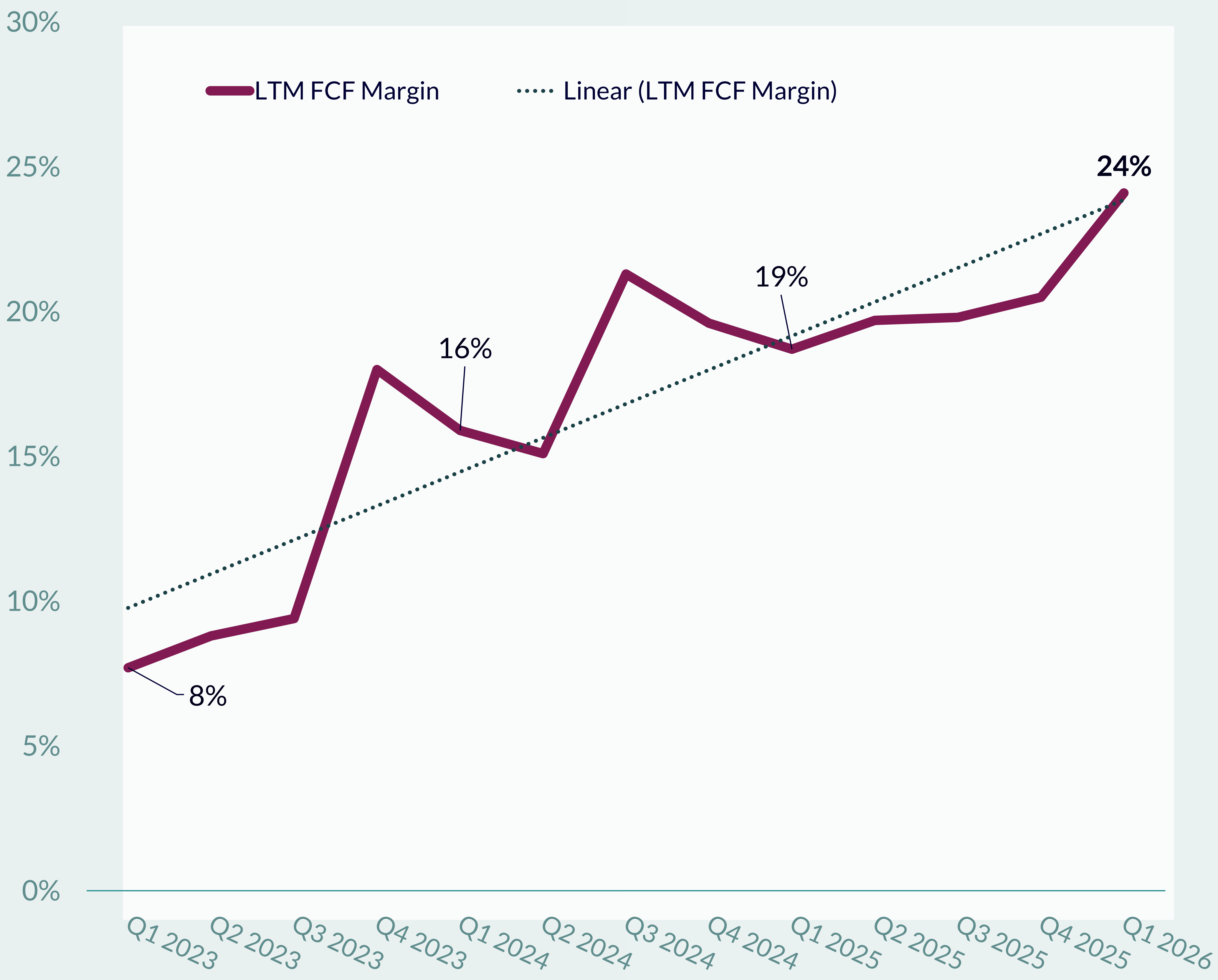
LTM FCF Margin trending up

24% LTM FCF Margin



OPERATING METRICS

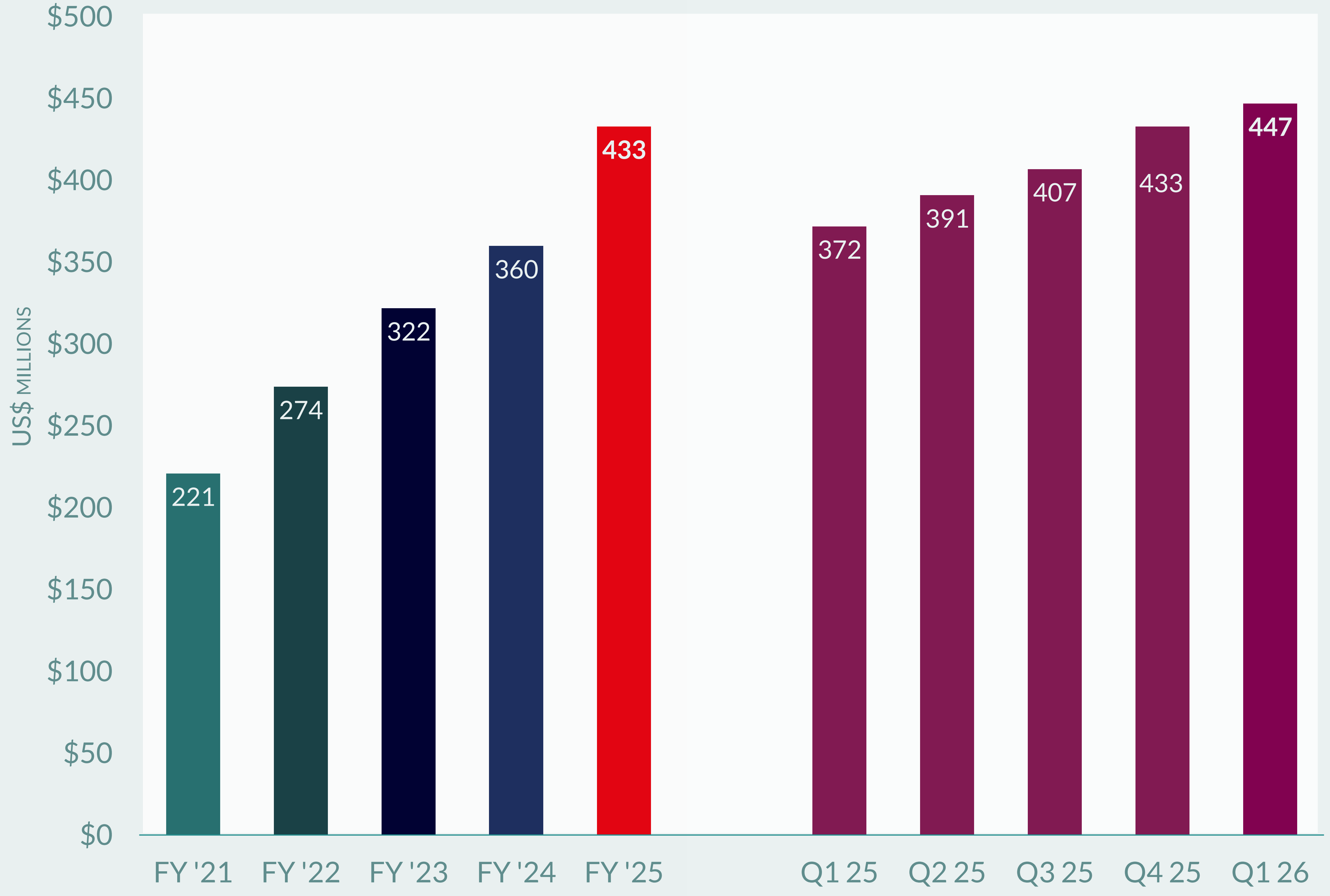
Annual Recurring Revenue[1] Growth

Record Q1 increase in ARR[1]

- Net $14 million added QoQ

20% YoY growth (14% in Q1 '25)

NNA/Expansion split: 49%/51%



1. See Slide 3. ANNUAL RECURRING REVENUE (ARR)

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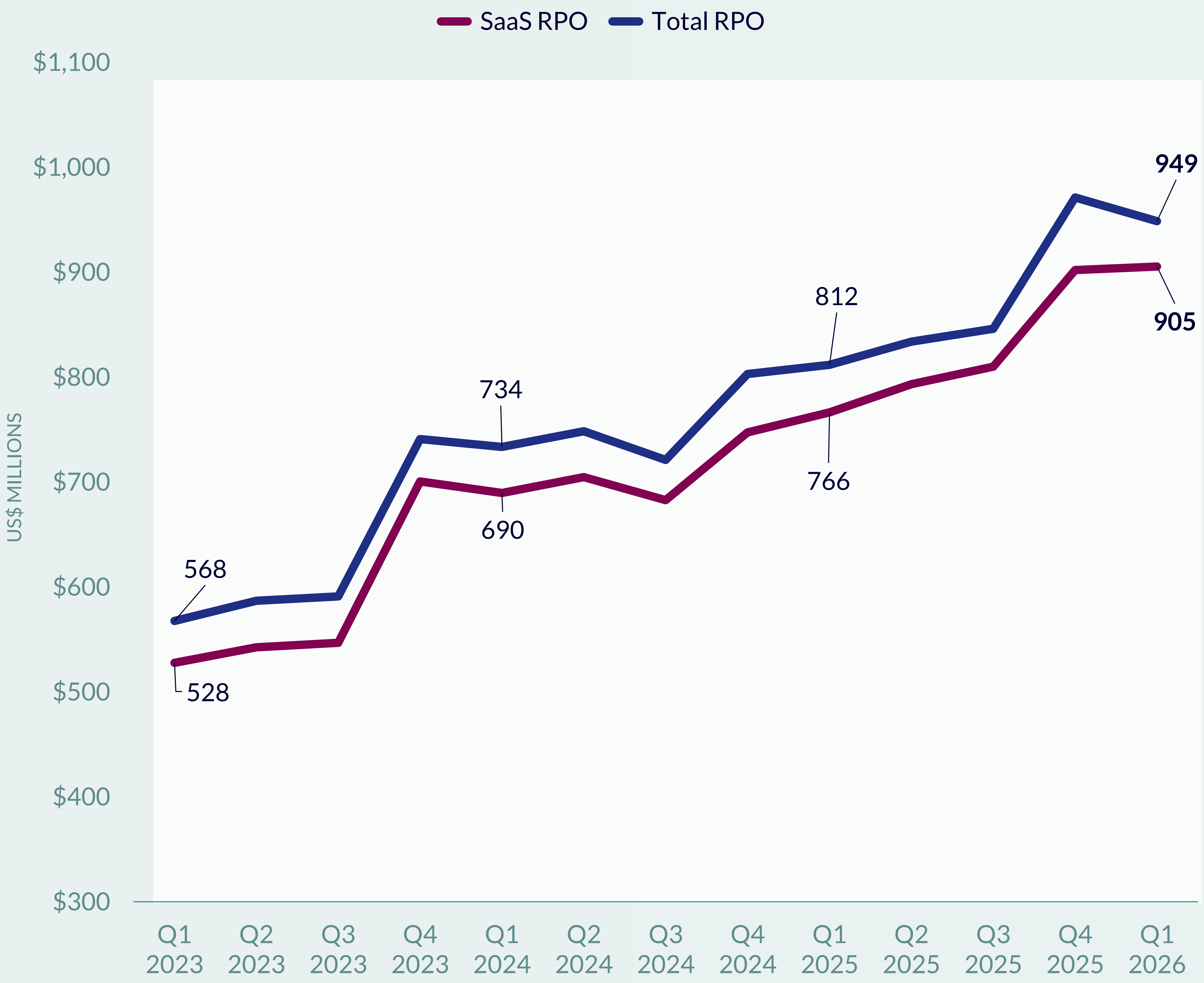
OPERATING METRICS

Strong **RPO** Growth

$949 million in total RPO

3-year CAGR

- Total revenue: 19%
- SaaS revenue: 20%



2026 **Guidance**

SaaS Revenue Growth

17-19%

Total Revenue

$620-635M

(13-16% growth)

Adjusted EBITDA Margin[1]

25-26%

1. See Slide 2, **NON-IFRS FINANCIAL MEASURES**

NORMAL COURSE ISSUER BID

Maximizing our **Share Buyback**

Actively repurchasing

- Purchased 570,204 shares in Q1
  - Invested $62 million
- Can purchase up to ~2.8 million shares (10% of float)
  - 12-month terms ends Nov 11, 2026
  - Maximum allowable under NCIB rules

Kinaxis®

Powering the world's supply chains