



Investor Presentation **Second Quarter 2026**

Ended June 30, 2026

AUGUST 6, 2026

DISCLAIMER

Forward-looking statements and other disclosures

Forward-looking information

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.

This presentation may contain information that constitutes future-oriented financial information or financial outlook information, all of which are subject to the same assumptions, risk factors, limitations and qualifications set forth above. Readers are cautioned that the assumptions used in the preparation of such information, although considered reasonable at the time of preparation, may prove to be imprecise or inaccurate and, as such, undue reliance should not be placed on such future-oriented financial information or financial outlook information. Our actual results, performance and achievements could differ materially from those expressed in, or implied by, such future-oriented financial information or financial outlook information. We have included such information in order to provide readers with a more complete perspective on our current expectations relating to our future performance. Such information may not be appropriate for other purposes and readers are cautioned that such information should not be used for purposes other than those for which it has been disclosed in this presentation.

The forward-looking statements, future-oriented financial information or financial outlook information made in this presentation relate only to events or information as of the date of this presentation and are expressly qualified in their entirety by this cautionary statement. We do not update or revise any forward-looking information, future-oriented financial information or financial outlook information whether as a result of new information, future events or otherwise, after the date the statements are made or to reflect unanticipated events that have occurred, unless we are required by law to do so.

Non-IFRS financial measures

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 second quarter 2026 ended June 30, 2026, which section is incorporated by reference herein and is available on SEDAR+ (www.sedarplus.ca).

DISCLAIMER

Forward-looking statements and other disclosures

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.

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.

Third-party information

This presentation also contains or references certain market, industry and peer group data and forecasts which are based upon information from independent industry publications, market research, analyst reports and surveys and other publicly available sources. Although the Company believes these publications and reports to be reliable, we have not independently verified any of the data or other statistical information contained therein, nor has the Company ascertained or validated the underlying economic or other assumptions relied thereon by these sources and cannot, and does not, provide any representation or assurance as to the accuracy or completeness of the information or data, or the appropriateness of the information or data for any particular analytical purpose, and accordingly, disclaims any liability in relation to such information and data. The Company has no intention and undertakes no obligation to update or revise any such information or data, whether as a result of new information, future events or otherwise, except as required by law.

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Business **Highlights**

KINAXIS

Q2 2026 Financial Highlights



SaaS revenue

\$106.5M
20% YoY growth

Vs 17% YoY Q2'25



Total revenue

\$158.8M
16% YoY growth

Vs 15% YoY Q2'25



ARR¹

\$465.6M
19% YoY growth

Vs 15% YoY Q2'25



Adjusted EBITDA margin²

26%

Vs 25% Q2'25

Q2 2026 Business Highlights

Innovation:

At Kinexions North America in June, the Company shared its vision for AI-driven operational orchestration, extending its scope beyond planning and decision intelligence to help coordinate and operationalize those decisions across people, systems, and AI agents in a continuous learning loop to deliver positive business outcomes. To realize this vision, the Company is building an extensible data fabric, creating an abstracted and extensible semantic intelligence and ontology layer, developing a supply chain context graph that captures the physics of the supply chain, and providing a composable agent development studio to enable automation and orchestration. This entire extension to the platform is being designed for interoperability, extensibility, and composability.

- **Introduced forward deployed engineering (FDE):** A new engagement model designed to help enterprises operationalize AI across their supply chains and translate decisions into measurable business outcomes. FDE reflects the Company's broader vision for operational orchestration, an approach that coordinates signals, context, decisions, actions, and learnings across the enterprise.
- **Launched Maestro advanced solver studio:** Allows customers and partners to extend and compose decision logic with their own heuristic, optimization, machine learning, and analytical models.
- **Launched orchestrator agent:** An agent that dynamically combines the right skills, sub-agents, data, tools, and workflows to respond to a user's request, serving as a single-entry point.
- **Launched agent skills:** Reusable operational capabilities that provide specialized workflows, business logic, and tool access for specific tasks.
- The Company has approximately 10% of its installed customer base on a paid or trial subscription to Maestro Agents as of June 30, 2026.



Q2 2026 Business Highlights



Recognition

- Recognized as a Leader by ISG Supply Chain Planning Buyer's Guide 2026.
- Recognized as a Leader by ISG S&OP Buyer's Guide 2026.



Leadership update

- Appointed Kristin Russel as Chief Marketing Officer. Russel is a recognized marketing executive in the technology industry with more than 25 years of experience driving brand, digital, demand generation, and product and solution marketing.
- Appointed Herb Yeh as Chief Financial Officer and Chief Strategy Officer. Yeh is a corporate finance veteran bringing more than 25 years of experience working with enterprise software companies through growth, M&A, and strategic transformation.



Share repurchases

- During the second quarter 2026, the Company spent \$46.7 million to repurchase 450,251 shares of its common stock at an average price of \$103.79 through open market purchases.
- Since the beginning of the share repurchase program, which began in November 2025, the Company has reduced its total outstanding share count on a net basis by 2.9% as of June 30, 2026.

Upcoming **Investor Conferences**

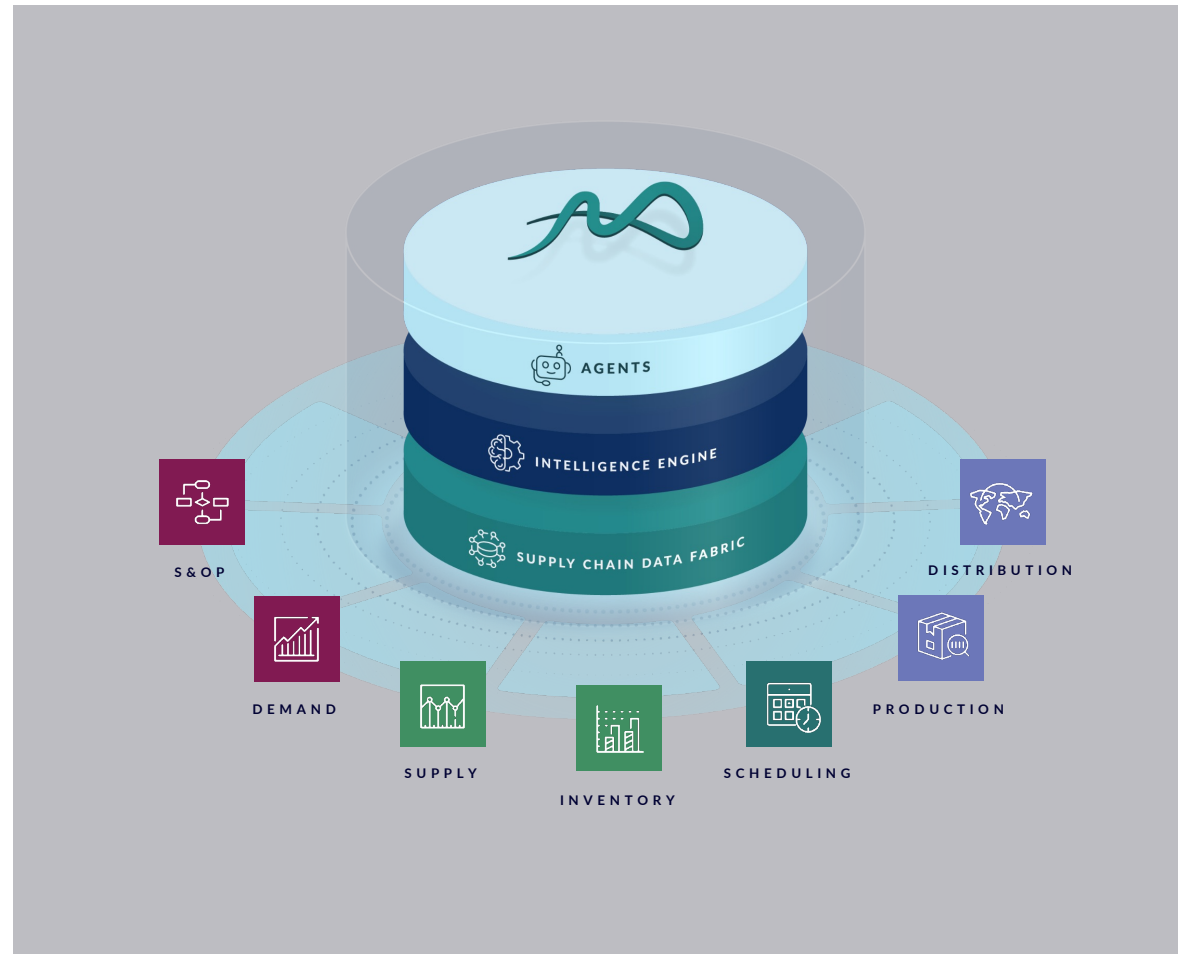
- On Wednesday, August 26, 2026, the Company is scheduled to host investor meetings at the Deutsche Bank 2026 Technology Conference in Dana Point, CA.
- On Wednesday, September 9, 2026, the Company is scheduled to participate in a fireside chat discussion at the Citi 2026 Global TMT Conference in New York, NY at 12:35pm Eastern Time. A live webcast and replay will be available on the Company's Investor Relations website.
- On Thursday, September 10, 2026, the Company is scheduled to host investor meetings at the Goldman Sachs Communacopia + Technology 2026 Conference in San Francisco, CA.
- On Tuesday, September 15, 2026, the Company is scheduled to host investor meetings at the BMO 2026 TMT Conference in Toronto, Canada.



KINAXIS MAESTRO®

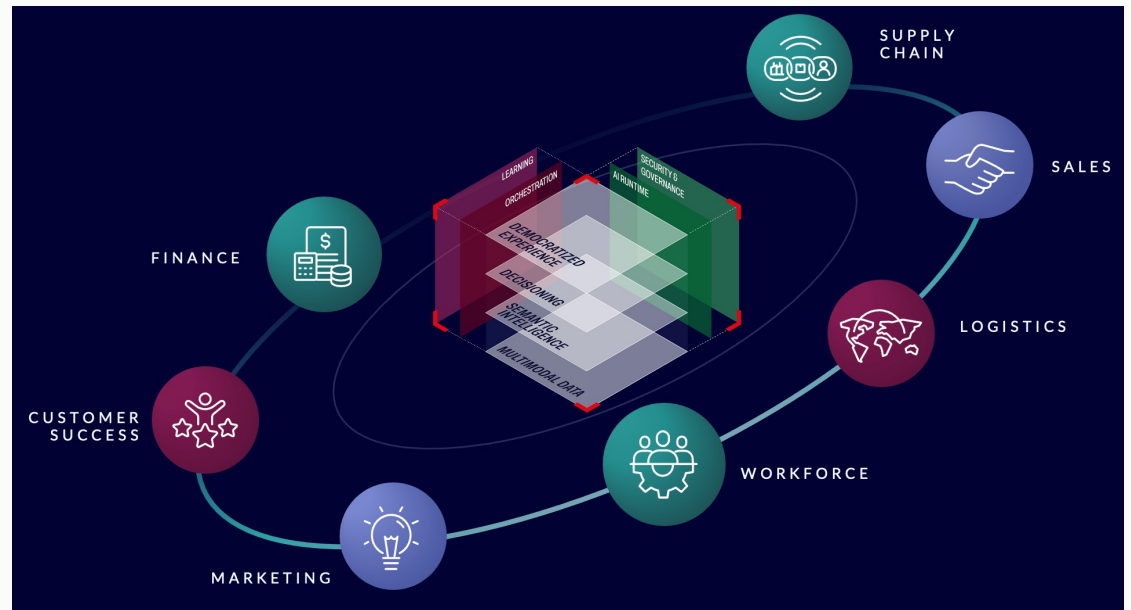
The supply chain planning and decisioning platform

Turning better decisions into enterprise adaptability



A NEW ERA ON THE HORIZON

Enterprise Orchestration across your ecosystem



Winning new customers **and** expansion business

- ~33% of Q2 additions to ARR from new customers
- ~66% of Q2 additions to ARR from expansion business
- New Company record in ACV for quarterly expansion from existing customers; 70%+ YoY growth

Illustrative customer wins and expansions



Consumer Manufacturing:

- Lacoste



Power & Energy:

- Ansaldo Energia
- Global leader in digital infrastructure



Life Sciences:

- Geodeon Richter
- Dechra
- Ecolab (expansion)



Industrial Manufacturing:

- Rockwell Automation
- Fortune 500 company

Financial **Highlights**

KINAXIS

FINANCIAL RESULTS

Q2 2026 Financial Results Summary

US\$000 Except as otherwise indicated	Q2 2026	Q2 2025	YoY Change
Total Revenue	\$158,783	\$136,415	16%
SaaS Revenue	\$106,546	\$88,437	20%
Subscription Term Licenses	\$5,732	\$5,057	13%
Professional Services	\$42,064	\$37,394	12%
Maintenance and Support	\$4,441	\$5,527	(20)%
Gross Profit Margin	\$104,436 66%	\$87,531 64%	19%
Profit Per diluted share	\$21,198 0.76	\$18,439 0.64	15%
Adjusted EBITDA ¹ Margin ¹	\$41,353 26%	\$33,730 25%	23%
Cash from Operating Activities	\$30,711	\$22,566	36%

Q2'26 Total Revenue grew 16% YoY and included a \$0.9M negative impact from foreign currency exchange rates (FX)

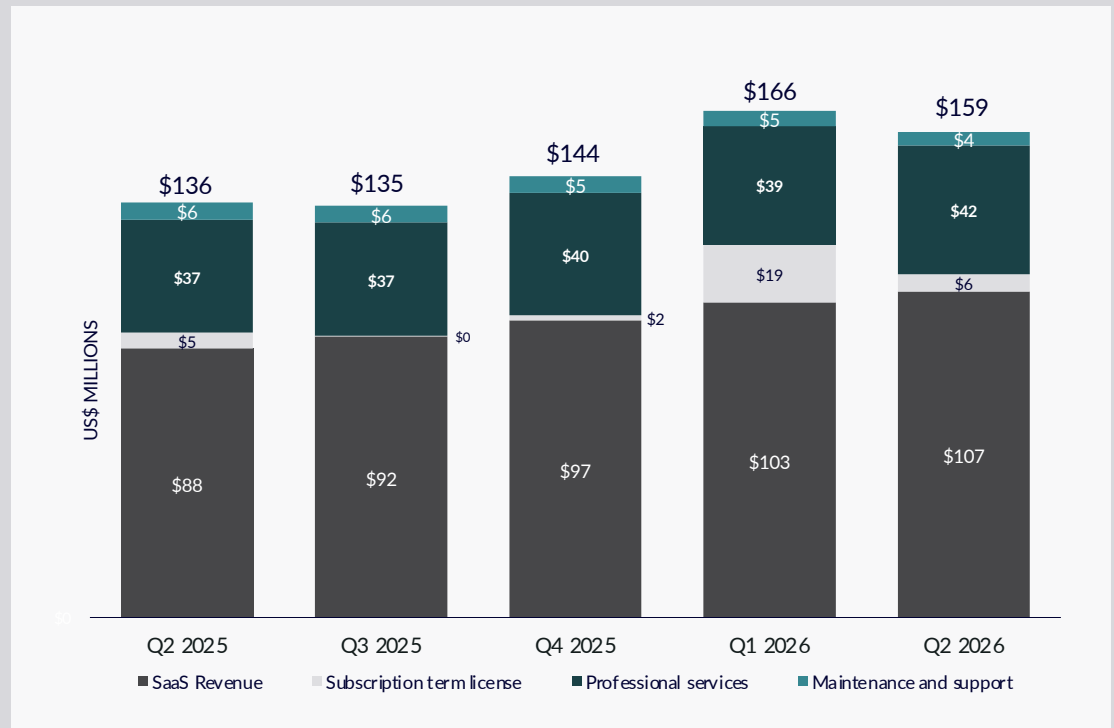
Q2'26 SaaS Revenue grew 20% YoY and included a \$0.6M negative impact from FX

FINANCIAL RESULTS

Quarterly revenues

Q2'26 Total Revenue driven by strong SaaS revenue and professional services revenue

Q2'26 SaaS Revenue grew +20% YoY and represented 67% of Total Revenue



OPERATING METRICS

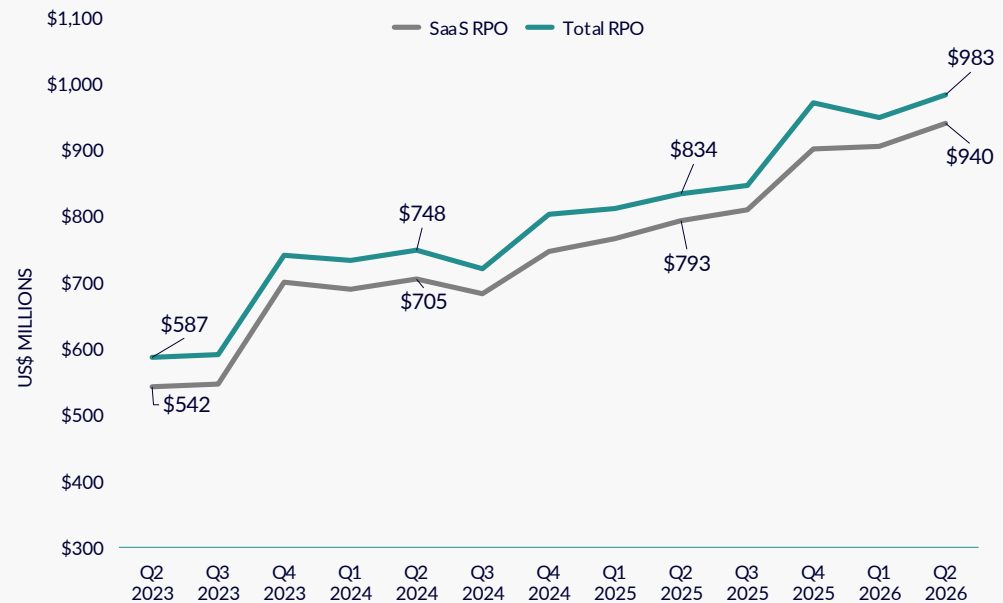
Strong RPO growth trend

Q2'26 Total RPO increased by 3.7 ppts from ending Q1'26 balance to \$983M, +18% YoY

Q2'26 ending SaaS RPO of \$940M, +19% YoY from closing Q2'25 balance

3-year CAGR:

- Total RPO: 19%
- SaaS RPO: 20%



OPERATING METRICS

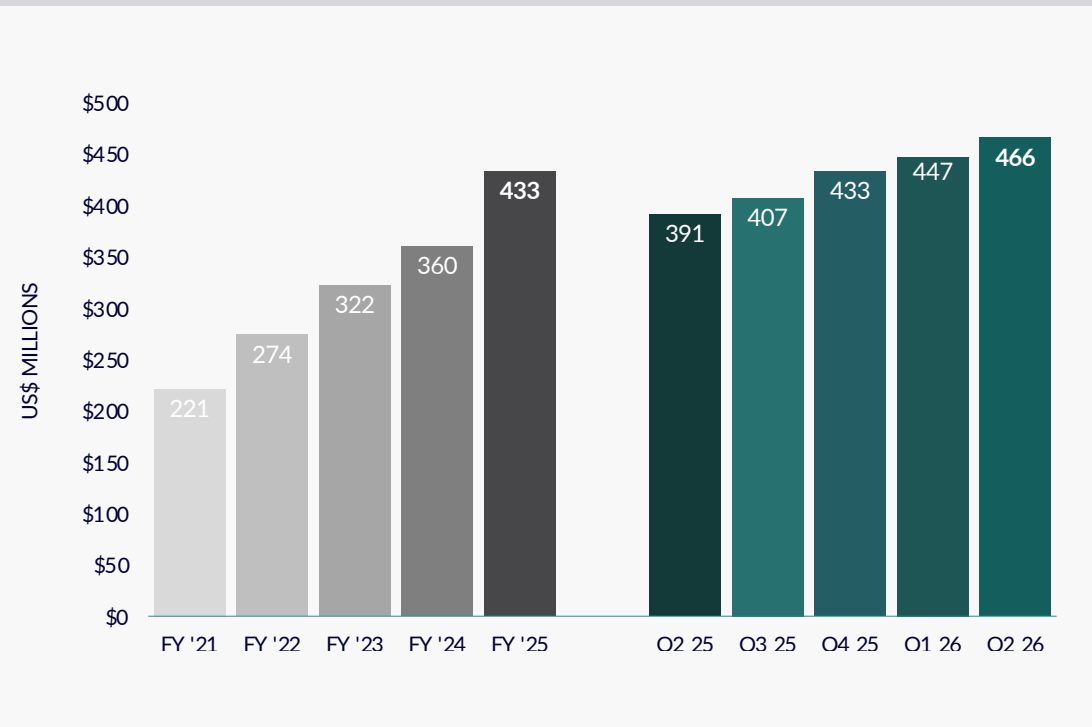
Annual recurring revenue growth

Record Q2'26 increase in ARR¹

- New ARR of \$19M added QoQ
- New ARR of \$75 added YoY

ARR grew +19% YoY growth, +21% YoY growth in constant currency

New ARR/Expansion split: ~33%/~66%



1. See Slide 3, annual recurring revenue (ARR)

PROFITABILITY METRICS

Consistent gross profit margins

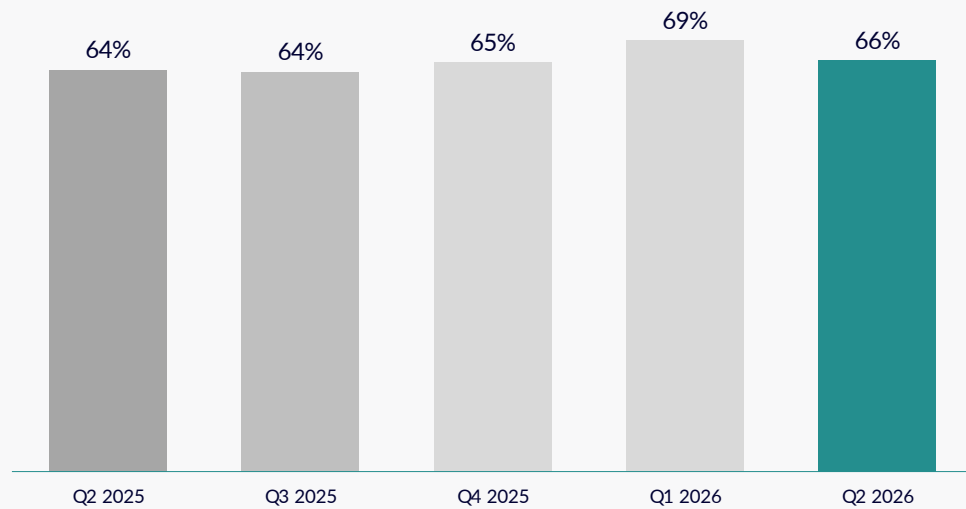
Consistent high gross profit margins

Q2'26 gross margin driven by higher professional services margin and revenue mix

Q2'26 Gross Profit was \$104.5M, +19% YoY

Q2'26 Gross Margin of 66%,
+ 1.6 ppts YoY improvement

Gross profit margins



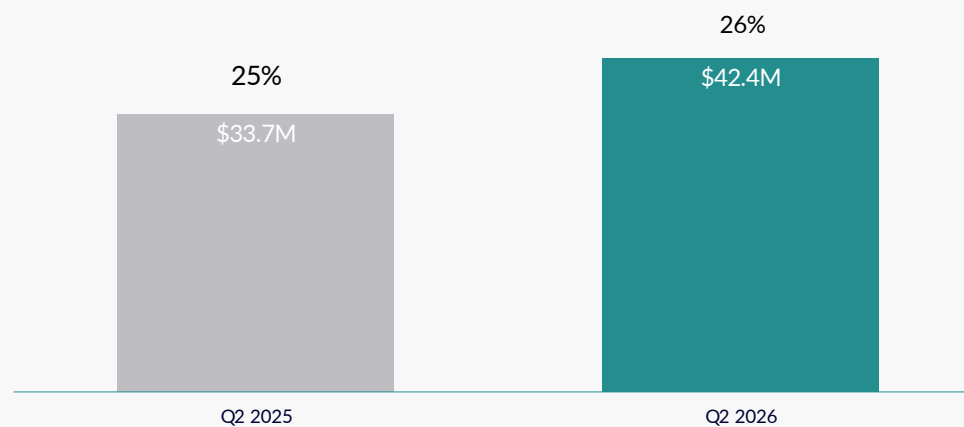
PROFITABILITY METRICS

Strong Adjusted EBITDA margin¹

Q2'26 Adjusted EBITDA of \$41.4M,
+24% YoY growth

Q2'26 Adjusted EBITDA margin of 26%,
+1.3 pts YoY improvement

Adjusted EBITDA and Adjusted EBITDA margin¹



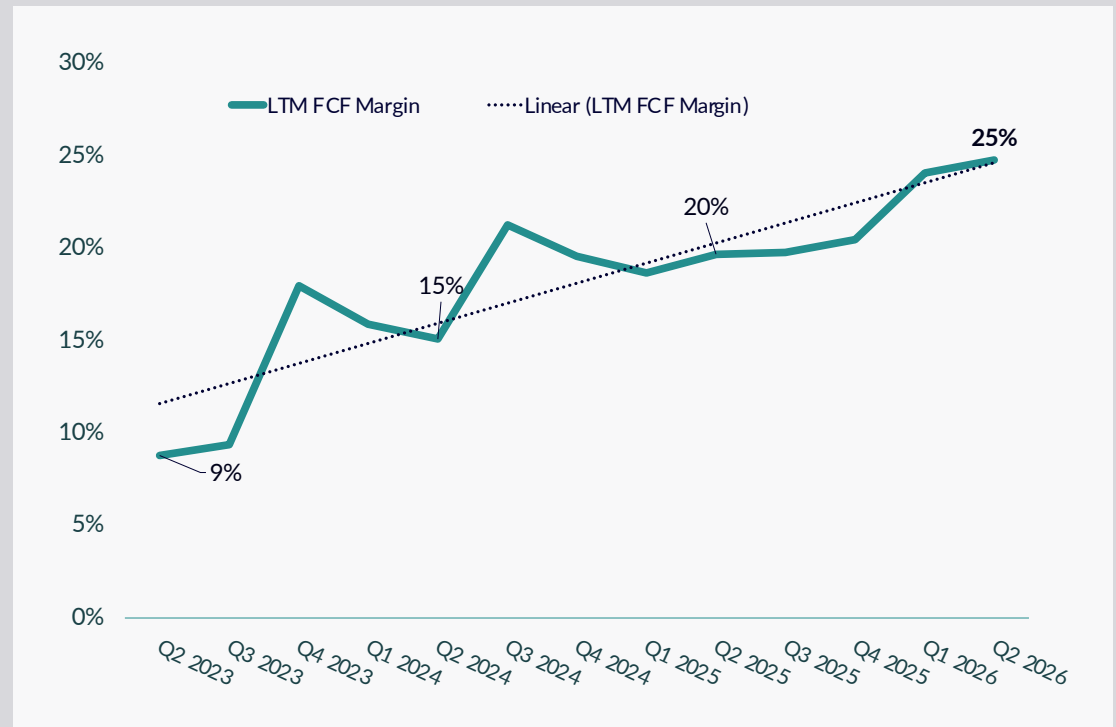
1. See Slide 2, Non-IFRS financial measures

PROFITABILITY RESULTS

Free Cash Flow Margin expansion

Q2'26 Free Cash Flow Margin of 18%, +3.8
ppts YoY improvement

LTM Free Cash Flow Margin of 25%



NORMAL COURSE ISSUER BID

Share buyback



Actively repurchasing

Purchased 450,251 shares in Q2'26 for \$46.7M

Purchased 1.02M shares through 1H 2026 for ~\$108M

Since the start of the program, the Company has reduced total outstanding share count by 2.9% on a net basis

UPDATED

Fiscal 2026 **guidance**



SaaS revenue growth

18-20% YoY
(~\$427-434M)

17-19% YoY Previously



Total revenue

\$625-640M
(~14-17% YoY growth)

\$620-635M Previously
(13-16% YoY growth)



Adjusted EBITDA margin¹

25-26%

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