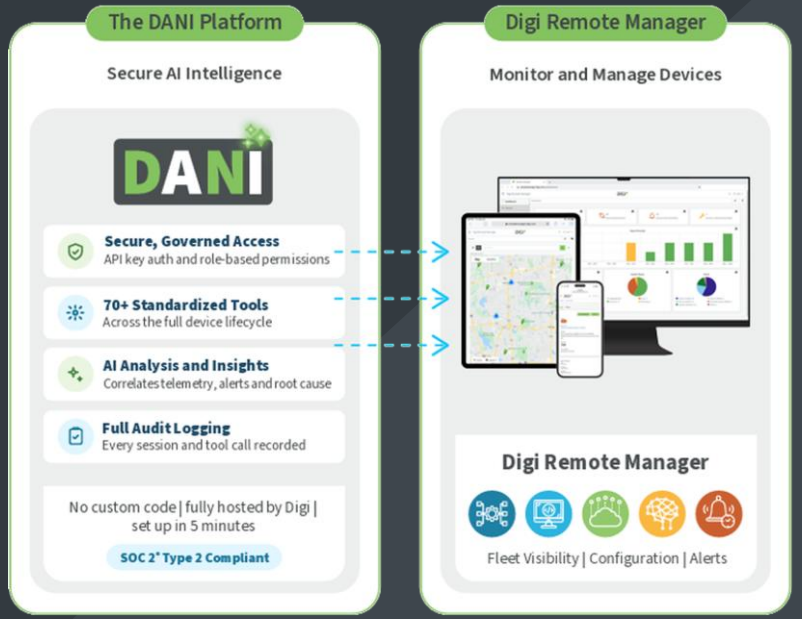
Connect with Confidence

Earnings Presentation

Fiscal Fourth Quarter and Fiscal Full Year 2026

November 11, 2026



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Safe Harbor

This presentation includes forward looking statements. These statements reflect our expectations about future operating and financial performance and speak only as of the date of this presentation. Actual results, performance, or developments could differ materially from those expressed or implied by the forward looking statements contained in this presentation as a result of known and unknown risks, uncertainties, and other factors including those identified in the Company's most recent Form 10-K and other subsequent periodic filings with the Securities and Exchange Commission.

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Today's Agenda

1 FY26 Highlights

2 FY26 Financial Results and FY27 Guidance

3 Long Term Goals Update



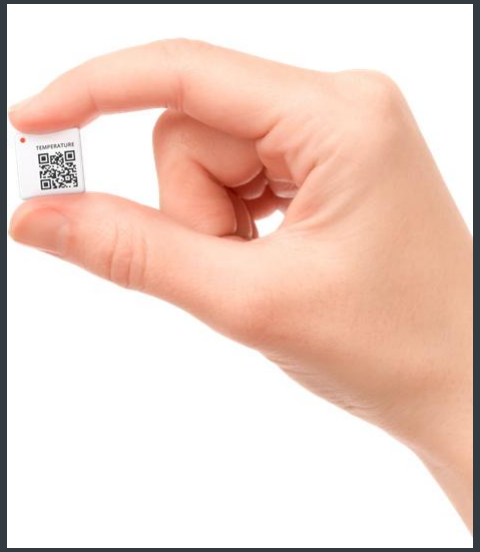
Ron Konezny

CEO and President



Jamie Loch

Executive Vice President, Chief Financial Officer and Treasurer



Disruptive Technologies sensor

Smaller than a postage stamp

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FY26 Highlights

Ron Konezny, CEO and President



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Key Messages FY2026

Customer Focus:
Solutions, innovation and service

- **Complete, secure, reliable** IIoT solutions for mission-critical applications
- **Innovation** across hardware, connectivity, software and **AI**
- **Service** with **24/7 expert support** and flexible managed options

Financial Performance:
Delivered against raised guidance

- **Executing** on financial and operational priorities
- Record quarterly **revenue, ARR and adjusted EBITDA**
- Full-year results **above raised guidance**; ARR growth **ahead of target**

Flywheel:
Acquire, integrate, generate cash, repeat

- **Record cash generation** pays debt, which funds acquisitions
- Jolt and Particle **integrated** onto common systems and processes
- **Disruptive Technologies** extends SmartSense into Europe and new markets

Adjusted EBITDA is a non-GAAP measure, and ARR is an operational metric with no comparable GAAP measure; see the Company's FQ4 2026 Earnings Release for reconciliations. Guidance refers to ranges as issued August 5, 2026. The Disruptive Technologies acquisition is pending and subject to regulatory approval.

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Digi’s IIoT Solution Value Proposition

A Complete, Mission-Critical Industrial IoT Stack

Security

- Zero-trust device authentication
- Products with end-to-end encrypted communications
- Products with automated vulnerability management
- Products with FIPS 140-2 certified hardware

Reliability

- 5-nines uptime SLAs
- Failover & redundant connectivity
- 40-year heritage of rugged design
- Carrier-grade hardware platforms

Scalability

- Manage millions of edge devices
- Cloud-native, multi-tenant platform
- API-first architecture
- Supports SMB to Fortune 50

Ease of Use

- Zero-touch provisioning (ZTP)
- Intuitive cloud dashboards
- Plug-and-play hardware
- Responsive 24/7 expert support

Enhance by AI, the 5th pillar — at the edge and in the cloud

Capabilities vary by product and service. FIPS 140-2 applies only to specific certified products, and uptime SLAs depend on the service and contract terms . DANI security attributes, including SOC 2 Type 2. All trademarks are the property of their respective owners.

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Faster Time to Value: You Choose How Much You Manage

Outcomes over effort: the same trusted hardware, with the level of support that fits your team

	Self Managed	Fully Managed
What you buy	Devices and parts	**A complete solution: hardware, software and services**
How you pay	One-time purchases	**Simple subscription that scales with your deployment**
Who does the work	Your team integrates, monitors and supports	**Digi monitors, manages and supports, with 24/7 expert care**
What you get	A box to configure	**Outcomes: uptime, security and compliance**

You manage — **Digi manages**

Decades of product excellence. You decide how much effort stays with you.

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Built to Adapt: Digi Solutions by Vertical

Utilities & Energy

Connectivity and monitoring for grid, metering and renewable energy sites.

Digi solution: Digi IX cellular routers and gateways, managed with Digi Remote Manager.

Healthcare

Connected monitoring for patient care, food safety and cold chain.

Digi solution: SmartSense by Digi sensors, gateways and cloud software with real-time alerts.

Data Centers & Edge

Secure remote access to keep critical infrastructure running.

Digi solution: Opengear by Digi out-of-band management, with Digi Remote Manager and DANI for AI-assisted operations.

Retail & Point-of-Sale

Always-on connectivity and managed services for distributed sites.

Digi solution: Digi EX cellular routers and Ventus by Digi managed network services, run through Digi Remote Manager.

Transportation

Rugged, secure connectivity for mass transit, fleets and logistics.

Digi solution: Digi TX and EX rugged cellular routers with centralized fleet visibility.

Industrial & Manufacturing

Reliable, secure connectivity for machines, plants and remote assets.

Digi solution: Digi XBee, Digi Connect and Digi IX products, with Particle by Digi for connected devices.

Illustrative end markets and product examples; vertical emphasis may shift with demand. Product availability and features vary by region. All trademarks are the property of their respective owners. | Digi International Inc. (DGII)

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Digi’s Flywheel: Acquire → Integrate → Generate Cash → Repeat

1. ACQUIRE

Accretive M&A Using Debt

Identify IIoT companies with strong ARR and A-EBITDA potential. Use debt financing to fund acquisitions.

2. INTEGRATE

Build ARR & A-EBITDA

Integrate acquired teams onto Digi’s common CRM, ERP and processes; cross-sell, expand attach rates and drive subscription growth.



4. PAY DOWN DEBT

Reduce Leverage, Repeat Cycle

Deploy cash flow to retire acquisition debt, restoring capacity for the next acquisition.

3. CASH FLOW

Strong Cash Generation

ARR focused solutions provider combined with a capital light model provides for consistent cash generation.

Recent Acquisitions: Jolt (FY25) · Particle (FY26) · Disruptive Technologies (pending)

Debt net of cash is a non-GAAP measure: Debt net of cash is outstanding debt less cash. A-EBITDA is non-GAAP. ARR is an operating metric with no comparable GAAP measure. See the FQ4 2026 Earnings Release for reconciliations. DT acquisition pending regulatory approval.

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Acquiring Disruptive Technologies

Oslo-based sensing leader joins SmartSense by Digi (IoT Solutions) | Announced October 1, 2026 | Expected to be accretive to FY27 EPS

Transaction

$130M

Cash Purchase Price

Funded from existing credit facility

$9M

Incremental A-EBITDA

Expected in fiscal 2028

Nov 30, 2026

Expected Closing

Subject to regulatory approval

Disruptive Technologies Profile (Calendar 2025)

$15M

Revenue

Growing well into double digits

$4M

Annualized Recurring Revenue

Focus has been on one-time sensor sales

250K+

Sensors Deployed

25+ countries, primarily Europe

The transaction is subject to regulatory approval, and there can be no assurance it will close on the expected timeline or deliver the expected benefits. Statements about expected closing, accretion and incremental A-EBITDA are forward-looking; see the Safe Harbor statement (slide 2). A-EBITDA is a non-GAAP measure and are not reconciled to GAAP on a forward-looking basis; ARR is an operational metric with no comparable GAAP measure. Disruptive Technologies figures are for calendar 2025. Source: Digi announcement and conference call, October 1, 2026.

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Why Disruptive Technologies, Why SmartSense

Best-in-Class Sensing

Sensors smaller than a postage stamp with up to 15-year battery life, built on DT's own chip and wireless protocol. Fewer battery swaps, less infrastructure.

Europe Entry

First commercial presence in Europe for SmartSense, built on DT's country-by-country customer relationships across 25+ countries.

New Markets

Motion, tactile and CO2 sensors open building automation and occupancy monitoring, alongside SmartSense's food and health markets.

Subscription Model

Move DT from one-time sensor sales plus separate software to SmartSense's single sensor-and-software subscription to build ARR.

Data Foundation for AI

Trusted physical-world data feeds SmartSense AI and digital workflows, a foundation for enterprise AI.

Financial Profile

Nominally accretive to FY27 EPS; ~$9M incremental A-EBITDA in FY28, weighted toward cost synergies. FY27 focuses on integration.

Statements about expected benefits, accretion, synergies and the move to a subscription model are forward-looking; see the Safe Harbor statement (slide 2). A-EBITDA is a non-GAAP measure. Battery life is per Disruptive Technologies specifications; actual results vary. Sources: Digi International announcement and conference call, October 1, 2026 | Digi International Inc. (DGII)

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FY26 Results and FY27 Guidance

Jamie Loch, Chief Financial Officer

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FQ4 FY2026 Summary

($M, except EPS)	FQ4'26	YoY
Revenue	$143.3	**+25%**
Gross Margin	63.7%	**-20 bps**
Operating Margin	16.5%	**+400 bps**
GAAP EPS (diluted)	$0.38	**+46%**
Adjusted EBITDA	$41.7	**+43%**
Adjusted EBITDA Margin	29.1%	**+350 bps**
Adjusted EPS	$0.78	**+47%**
ARR	$197	**+30%**

GAAP measures: revenue, gross margin, operating margin and GAAP EPS. Non-GAAP measures: adjusted EBITDA, adjusted EBITDA margin, adjusted EPS and ARR (an operational metric with no comparable GAAP measure); see the Company's FQ4 2026 Earnings Release for reconciliations. The one-time/recurring revenue split and operating expense ratio are Company calculations.

Highlights / Drivers

- Record quarterly revenue, ARR and adjusted EBITDA
- Revenue growth was about $16M one-time and $13M recurring, from organic demand plus Jolt and Particle
- Operating leverage: expenses fell to 47% of revenue from 51%
- Gross margin down on product mix, within the low-to-mid-60s range

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FQ4 FY2026 Segment Results

Fourth fiscal quarter 2026 vs. fourth fiscal quarter 2025 | ARR growth vs. end of fiscal 2025

IoT Product & Services

$105M

Revenue

+28% YoY

18.4%

Operating Margin

+320 basis points YoY

$64M

Annualized Recurring Revenue (ARR)

+100% vs. FY25 year end

IoT Solutions

$38M

Revenue

+20% YoY

11.5%

Operating Margin

+590 basis points YoY

$133M

Annualized Recurring Revenue (ARR)

+11% vs. FY25 year end

IoT Product & Services growth was driven by organic demand and the Particle acquisition; ARR growth was driven primarily by Particle. IoT Solutions revenue growth was driven primarily by Jolt; ARR growth was organic. ARR is an operational metric with no comparable GAAP measure. Source: Digi FQ4 2026 Earnings Release.

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FY2026 Summary

($M, except EPS)	FY26	YoY
Revenue	$535	**+24%**
Gross Margin	63.8%	**+90 bps**
Operating Margin	14.9%	**+180 bps**
GAAP EPS (diluted)	$1.38	**+28%**
Adjusted EBITDA	$148	**+37%**
Adjusted EBITDA Margin	27.7%	**+248 bps**
Adjusted EPS	$2.70	**+38%**
ARR	$197	**+30%**

GAAP measures: revenue, gross margin, operating margin and GAAP EPS. Non-GAAP measures: adjusted EBITDA, adjusted EBITDA margin, adjusted EPS and ARR (an operational metric with no comparable GAAP measure); see the Company's FQ4 2026 Earnings Release for reconciliations. The one-time/recurring revenue split and operating expense ratio are Company calculations.

Highlights / Drivers

- Record revenue, ARR and adjusted EBITDA
- Revenue growth was about $52M one-time and $53M recurring
- Operating leverage: expenses fell to 49% of revenue down from 50%
- Gross margin up on revenue mix, within the low-to-mid-60s range

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Cash Flow and Balance Sheet

Fiscal year ended September 30, 2026 | Cash from operations exceeded Adjusted EBITDA

Cash Flow from Operations

$42M

FQ4 2026

vs. $28M in FQ4 2025

$153M

Fiscal 2026

vs. $108M in fiscal 2025

Balance Sheet (September 30, 2026)

$69M

Outstanding Debt

$30M

Cash and Cash Equivalents

$39M

Debt Net of Cash

vs. ~$81M at FQ3 2026

Cash flow from operations is a GAAP measure. Adjusted EBITDA and debt net of cash are non-GAAP measures; debt net of cash is outstanding debt less cash and cash equivalents. For a reconciliation of Adjusted EBITDA to its closest GAAP measure see the Company's FQ4 2026 Earnings Release. Fiscal 2026 cash flow growth reflects accelerated use of tax assets related to the One Big Beautiful Bill Act.

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Fiscal 2027 Outlook

All figures in $M | YoY growth at midpoint

FY'27	Low	High	FY'26 Actual	YoY (mid)
Revenue	$588.7	$615.5	$535.2	**+12.5%**
Adjusted EBITDA	$166.6	$174.0	$148.1	**+15.0%**
Ending ARR growth	$227 +		$197	**+15%**

Guidance is forward-looking; see the Safe Harbor statement (slide 2). Adjusted EBITDA is a non-GAAP measures and ARR is an operational metric; forward-looking non-GAAP measures are not reconciled to GAAP because items such as foreign exchange, restructuring and tax events cannot be predicted without unreasonable effort.

FY'27 Outlook Notes

- Revenue growth of 10–15%
- Adjusted EBITDA growth of 12.5 –17.5%
- ARR growth of at least 15%
- Guidance includes Disruptive Technologies, announced October 1, 2026, with an expected close date of November 30, 2026.
- Particle closed in January 2026

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FQ1 2027 Outlook

All figures in $M except Adjusted EPS | YoY growth at midpoint

FQ1'27	Low	High	FQ1'26 Actual	YoY (mid)
Revenue	$140	$144	$122.5	**+16.0%**
Adjusted EBITDA	$39.5	$41.0	$31.6	**+27.5%**
Adjusted Net Income per Diluted Share	$0.71	$0.75	$0.56	**+30.4%**

Guidance is forward-looking; see the Safe Harbor statement (slide 2). Adjusted EBITDA and adjusted net income er diluted share are non-GAAP measures and ARR is an operational metric; forward-looking non-GAAP measures are not reconciled to GAAP because items such as foreign exchange, restructuring and tax events cannot be predicted without unreasonable effort.

FQ1'27 Outlook Notes

- Revenue growth of 14–18%
- Adjusted EBITDA growth of 25–30%
- Adjusted Net Income per Diluted share growth of 27–34%
- Guidance includes Disruptive Technologies, announced October 1, 2026, with an expected close date of 11/30.
- Particle closed in January 2026
- Adjusted net income per diluted share includes interest expense of $0.02 - $0.04 per diluted share

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Long Term Goals Update

Jamie Loch, Chief Financial Officer

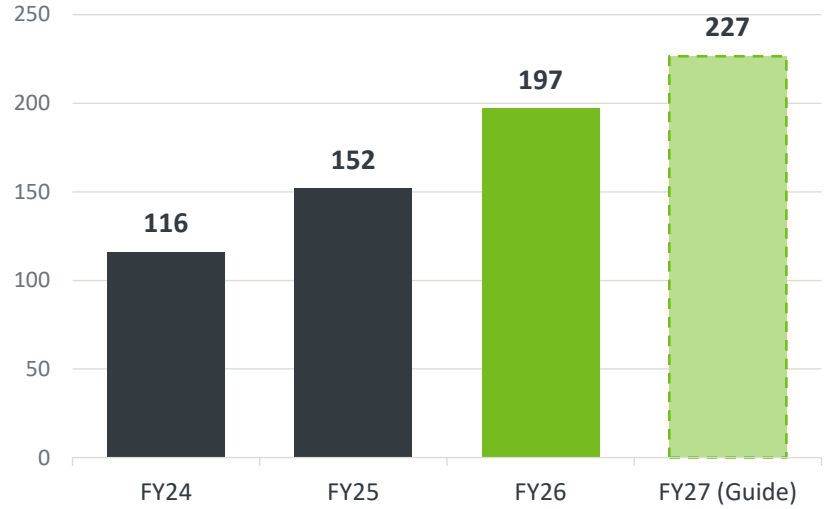
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Five-Year Goals: Marching to $200M ARR | $200M A-EBITDA

Goals set at the beginning of Fiscal 2024: $200M ARR and $200M Adjusted EBITDA within 5 years

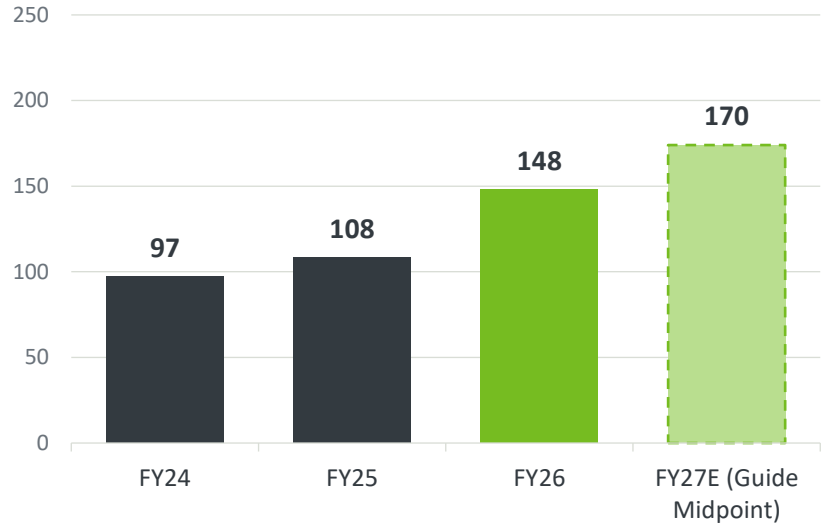
Annualized Recurring Revenue (ARR) ($M)

23% CAGR From FY23 Through FY26



Adjusted EBITDA (A-EBITDA) ($M)

15% CAGR From FY23 Through FY26



FY26 reflects reported results: ARR of $197M (+30% YoY) and A-EBITDA of $148M (+37% YoY), including the Particle and Jolt acquisitions. For a reconciliation of Adjusted EBITDA to its closest GAAP measure see the Company's FQ4 2026 Earnings Release. ARR is an operational metric with no comparable GAAP measure; a description of how the Company calculates ARR can be found in the Company's filings under the Securities Exchange Act of 1934. FY27E (mid) = midpoint of FY27 guidance; TBD pending final guidance. Goals and FY27 guidance are forward-looking; see the Safe Harbor statement (slide 2). CAGRs are calculated over FY24–FY26.

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