

Investor Presentation

November 2026

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.

DGII is a Global Industrial IoT (IIoT) Leader

- **IIoT Value Proposition:** remote presence solutions drive ROI
- **$0.3T addressable market** growing double digits
- **ARR is ~37% of TTM revenue** as Digi evolves into a solution provider
- **Double Digit Organic Growth:** 10% revenue, 15% A-EBITDA and 15% ARR growth
- **Capex-light model:** 15% of revenue invested in R&D; acquisitions are the top capital allocation priority

- A reconciliation of the non-GAAP financial information to the most directly comparable GAAP measure is available in our most recent 8-K.
- ARR is the measurement of subscription-based revenue recognized as of 09/30/2026 multiplied by 12
- Addressable market sources: Emergen Research, Mordor Intelligence, Grand View Research (2024–2026 reports), Digi Estimates

Software and Services are the Fastest Growing IIoT Segments

$0.3T → $0.8T Global IIoT market, 2024 to 2034 | 10.3% CAGR

Segment	Share of IIoT market	Growth rate
Hardware Sensors, gateways, routers, modules	47%	~7% CAGR
Connectivity Cellular, Wi-Fi, LoRa, private 5G, satellite	20%	~10% CAGR
Software Device mgmt, analytics, AI/ML, digital twins	18%	~13% CAGR
Services Integration, managed and remote services	15%	~18% CAGR

Traditionally, Customers Choose Best-in-Class in Each Block to Form the Solution (Self-Managed).
Market is Moving to More Complete Solution Providers (Fully Managed).

Sources: Emergen Research, Mordor Intelligence, Grand View Research (2024–2026 reports), Digi estimates.

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Digi Transforms How Businesses Work by Enabling Remote Presence and Control

Solving **MISSION** and **BUSINESS CRITICAL** machine communications challenges in the most **DEMANDING ENVIRONMENTS**

- Digi is led by a highly experienced management team that has driven revenue growth and profitability
- Customers rely on Digi's expertise, quality and secure products

Differentiated by technical expertise, impeccable service and a commitment to uptime, Digi provides value-added software and services that are enabled by hardware, and are supported by responsive and knowledgeable resources

- Proven, no-nonsense **ACTIVELY MANAGED SOLUTIONS THAT WORK** and keep working

Attributes Customers Want



RELIABILITY



SCALABILITY



SECURITY



MANAGEABILITY

DGII	1985	~940	24	$535	28%
NASDAQ	Year Founded	FY26 Year End Employees	Consecutive Years of Profitability	Million FY26 Revenue	FY26 A-EBITDA Margin

IIoT Drives Massive Value; Digi Makes It Simple to Capture

A typical IIoT solution spans four layers	
Hardware	Sensors and devices capture data at the edge
Connectivity	Cellular, Wi-Fi or satellite carry the data
Software	Cloud platforms store and manage the data
Services	Analytics turn the data into decisions

IIoT application	Payback	Key financial drivers
Predictive maintenance	**6–14 months**	Up to 45% less unplanned downtime
Energy management	**6–12 months**	~10% lower facility utility costs
Asset tracking and logistics	**12–18 months**	18–22% lower inventory carrying costs

The value is real, but success is hard to achieve

Nearly 3 in 4
IoT projects aren't considered successful

40%
of companies cite security as the #1 challenge

45%
over budget, with projects also taking twice as long

Sources: Beecham Research, Why IoT Projects Fail (2020); industry surveys. Payback ranges are typical; results vary.

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Digi's Operates Four Brands Across Two Reporting Segments

PARTICLE BY DIGI



Complete IoT platform for OEMs and device manufacturers to build, deploy, and manage connected products at scale.

opengear BY DIGI



Console servers for remote network access, from day-one provisioning to everyday management and recovery when the primary network fails.

DIGI



Infrastructure Management

Industrial networking solutions that move data between devices over serial, USB, and I/O connections.



Cellular Solutions
Digi 360

Self-managed cellular connectivity: purpose-built hardware and AI-driven remote management that customers control.



Cellular Solutions
Digi Ventus

Fully managed, subscription-based cellular connectivity with dual-carrier redundancy, 24x7 monitoring and support.

SMART SENSE BY DIGI



AI-driven monitoring that turns physical-world signals into actions and compliance for healthcare, food service, grocery and logistics.

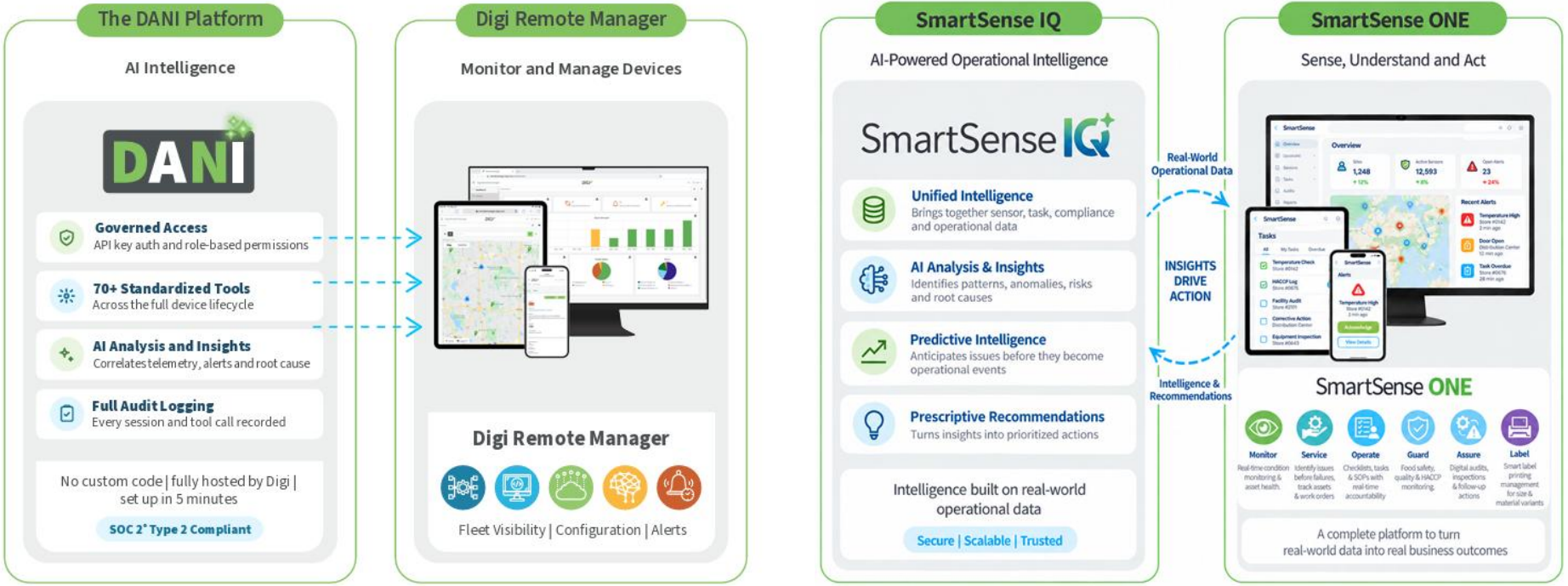
Products and Services Segment

Solutions Segment

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AI is Embedded Across Digi's IoT Stack

Purpose-Built Intelligence Across Hardware, Connectivity, Software and Services — deepening the moat and compounding recurring revenue



Fiscal Fourth Quarter and Full Year 2026 Set New Records

FQ4 2026 Results YoY

- Revenue +25% to **$143 million**
- Annualized recurring revenue (ARR) +30% to **$197 million**
- Gross margin -20 bps to 63.7%
- Adj. EBITDA +43% to **$42 million**

Full Year 2026 Results YoY

- Revenue +24% to **$535 million**
- Annualized recurring revenue (ARR) +30% to **$197 million**
- Gross margin +90 bps to **63.8%**
- Adj. EBITDA +37% to **$148 million**

- A reconciliation of the non-GAAP financial information to the most directly comparable GAAP measure is available in our most recent 8-K.
- ARR is the measurement of subscription-based revenue recognized as of 09/30/2026 multiplied by 12

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Fiscal Fourth Quarter 2026 Segment Results

Products & Services FQ4 2026 YoY

- Revenue +28% to $105 million
- ARR +100% to $64 million
- Operating margin +320 bps to 18.4%

Solutions FQ4 2026 YoY

- Revenue +20% to $38 million
- ARR +11% to $133 million
- Operating margin +590 bps to 11.5%

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Full Year 2026 Segment Results

Products & Services 2026 YoY

- Revenue +21% to $385 million
- ARR +100% to $64 million
- Operating margin +120 bps to 16.0%

Solutions 2026 YoY

- Revenue +34% to $50 million
- ARR +11% to $133 million
- Operating margin +380 bps to 12.1%

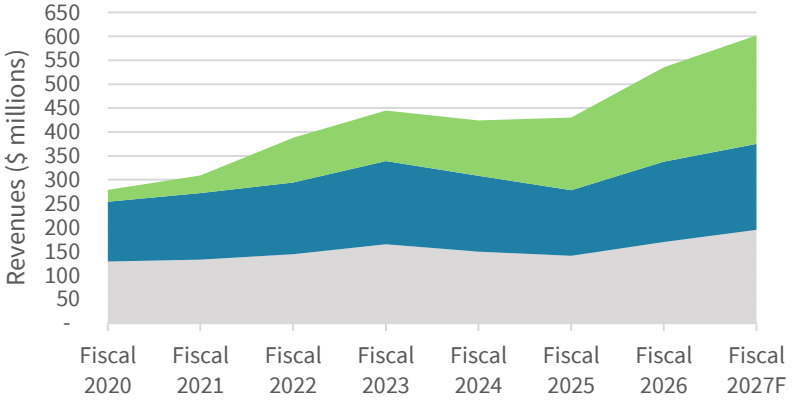
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ARR Improving Quality of Revenue and Expanding Gross Margins

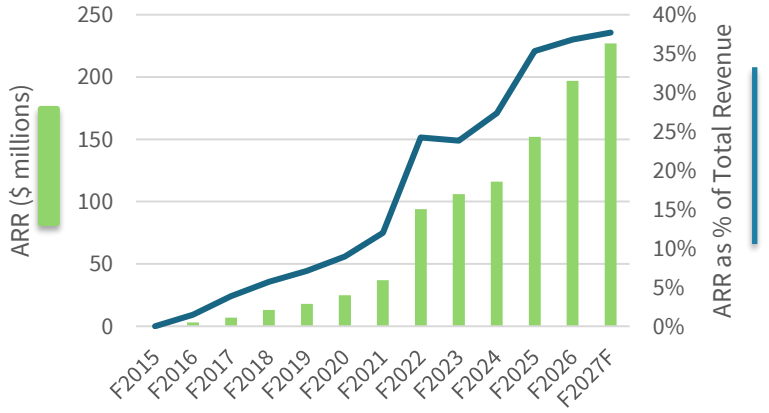
Revenue Categories:

- Recurring (ARR): subscriptions with extended visibility
- Reoccurring: design wins that produce repeated product shipments with ever increasing visibility
- One-time: one time product shipments



Revenue Growth and Drivers:

- Revenue five-year CAGR of +12%; disciplined acquisitions and a shift to subscription revenue initiatives
- ARR projected to be ~38% of revenue by end of FY27
- ARR growth five-year CAGR of +40% as company focuses on solutions



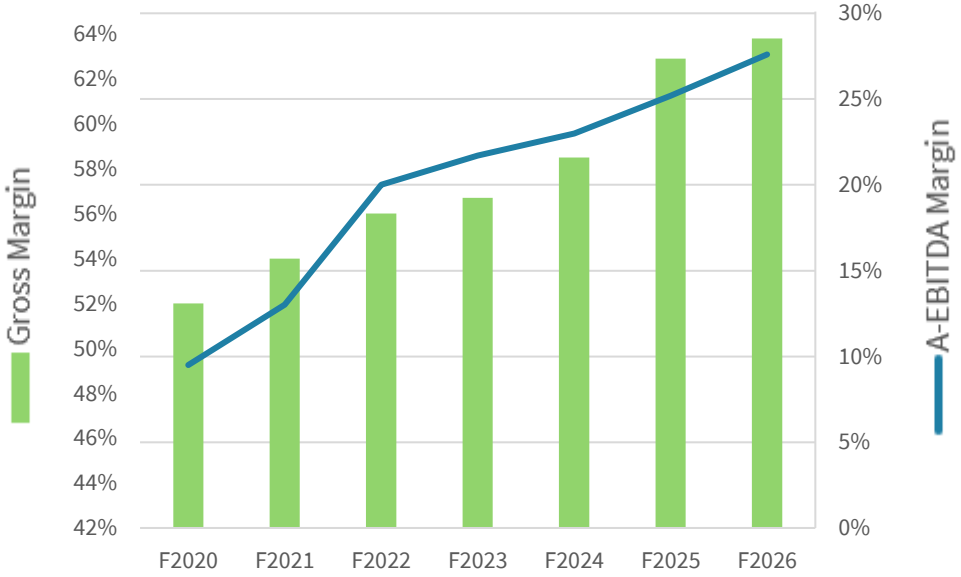
ARR Expanding Gross Margin and Profit Margins

Gross Margin Dynamics:

- Increase in high margin subscription ARR
- ~1200 basis point improvement since FY2020, reaching ~64%
- Differentiated offerings delivering high value

A-EBITDA Margin Dynamics:

- Improvement of ~1800 basis points since 2020
- Thoughtful management of operating expenses
- Forecasting FY2027 A-EBITDA margin improvement



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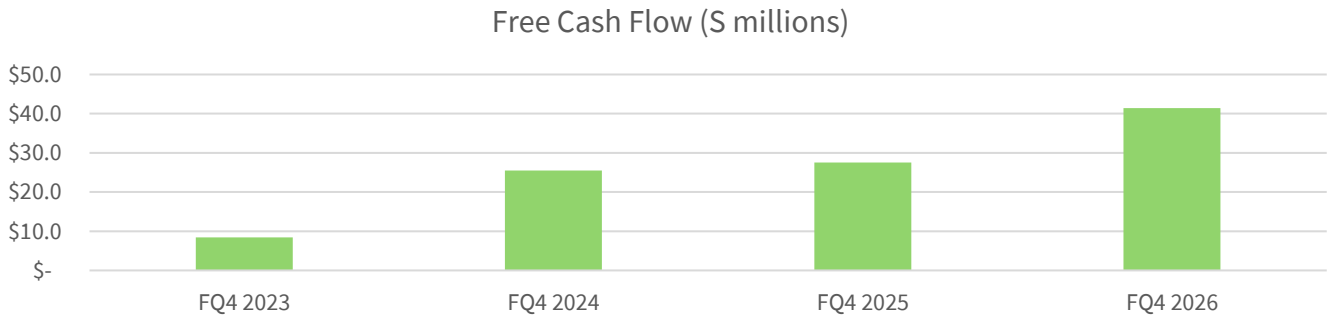
Strong Balance Sheet and Cash Flow

Balance Sheet

($ millions)	FQ4 2026
Cash and Equivalents	$30
Total Debt	$69
Net Debt	$39
TTM A-EBITDA	$148
Net Debt / A-EBITDA	0.3x

Quarterly Cash Flow

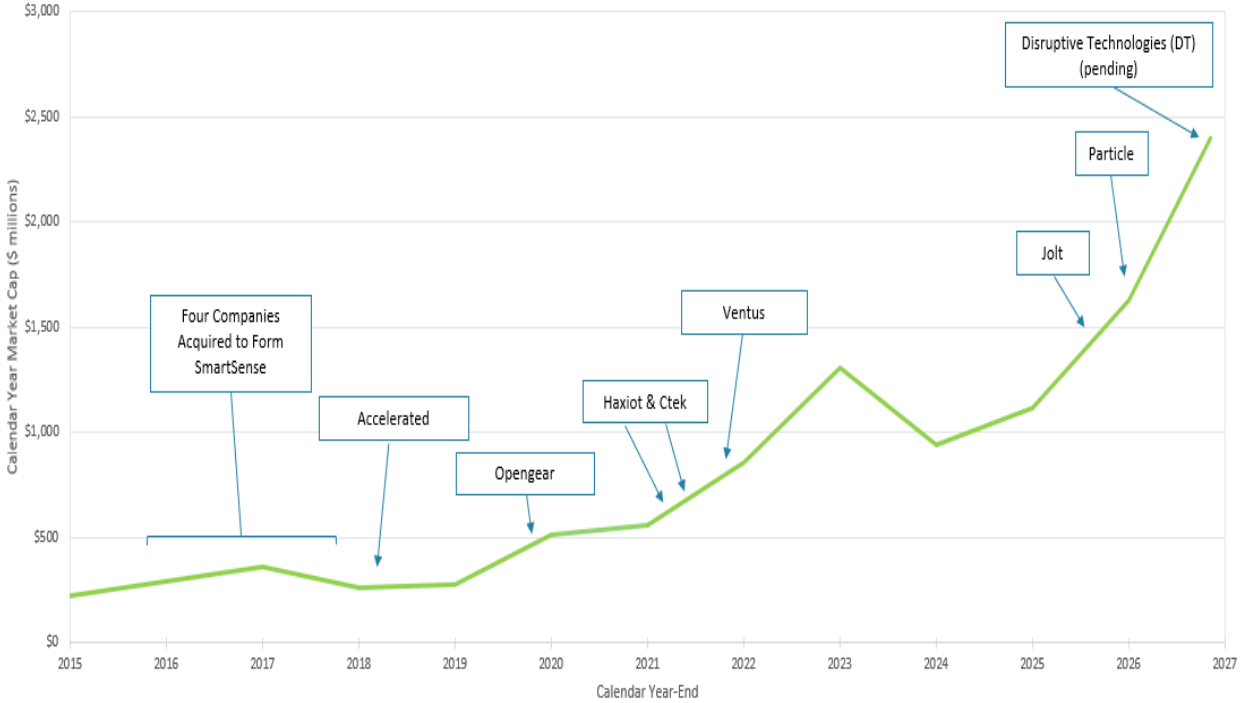
($ millions)	FQ4 2025	FQ4 2026	YoY
Operating Cash Flow	$28.0	$42.5	53%
Capital Expenditures	$0.5	$1.1	27%
Free Cash Flow*	$27.5	$41.4	50%



* A-EBITDA to free cash flow conversion rate historically ~90%

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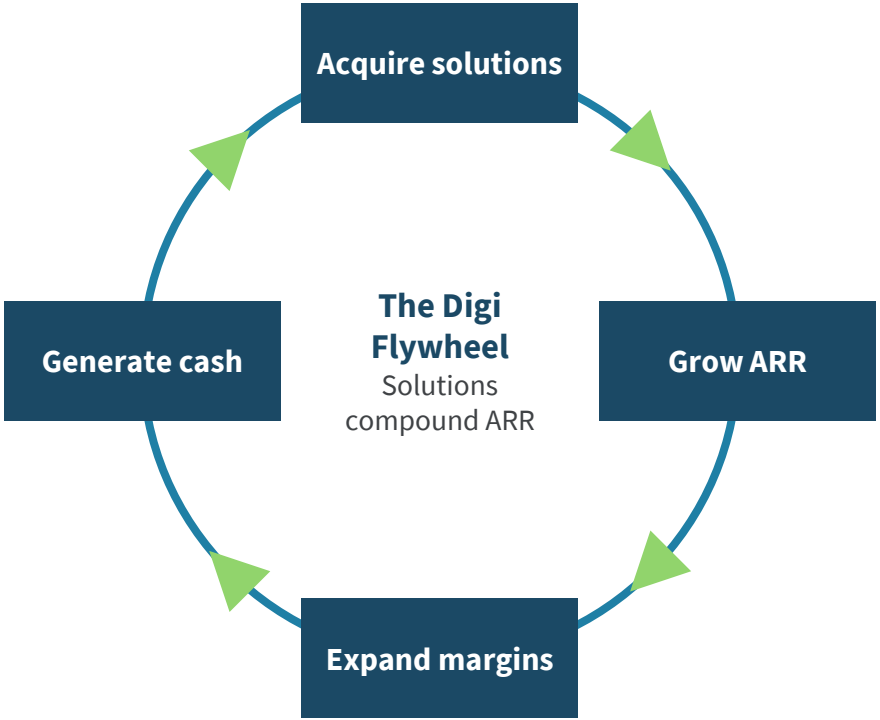
M&A is the Top Capital Allocation Priority



- Digi has acquired 11 companies in the past 12 years (12 acquisitions with DT expected to close by November 30, 2026)
- Debt used for the first time in company history for Opengear acquisition in December 2019
- Ventus was the largest acquisition (~$350M) in company history in November 2021
- “When a deal closes, we celebrate, but that’s when the real work begins... on integration”

  - Digi CEO Ron Konezny

Acquisition Screening and Integration Enable the Flywheel



1 Acquire solutions

Large, fragmented IIoT market produces a database of >300 potential acquisition candidates

2 Grow recurring revenue

ARR of $197M, up 30% in FQ4 2026; five-year ARR CAGR of 40%.

3 Expand margins

ARR expands gross margins to 63.8% in Fiscal Year 2026; A-EBITDA margin up 1,800 bps since 2020.

4 Generate cash, reinvest

About 90% of A-EBITDA converts to free cash flow, funding M&A and R&D (15% of revenue).

Forward-looking statements apply; see Digi's SEC filings. A-EBITDA reconciliation in Digi's most recent 8-K. Source: Digi investor presentation, September 2026.

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Full Year 2027 Guidance

FY 2027 Guidance vs. FY 2026

+10–15%
Revenue growth

+12.5–17.5%
Adjusted EBITDA growth

+15%
Ending ARR growth

All figures in $M | YoY growth at midpoint

FY 2027	Low	High	FY 2026 Actual	YoY (mid)
Revenue	$588.7	$615.5	$535.2	**+12.5%**
Adjusted EBITDA	$166.6	$174.0	$148.1	**+15%**
Ending ARR	~$227 (+15%)		$197	**+15%**

- Guidance is forward-looking; see the Safe Harbor statement (slide 2). Adjusted EBITDA is a non-GAAP measure 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.
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Fiscal First Quarter 2027 Guidance

FQ1 2027 Guidance vs. FQ1 2026

+14–18%
Revenue growth

+25–30%
Adjusted EBITDA growth

+27–34%
Adjusted EPS growth

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

FQ1 2027	Low	High	FQ1 2026 Actual	YoY (mid)
Revenue	$140	$144	$122.5	**+16.0%**
Adjusted EBITDA	$39.5	$41.0	$31.6	**+27.5%**
Adjusted EPS	$0.71	$0.75	$0.56	**+30.4%**

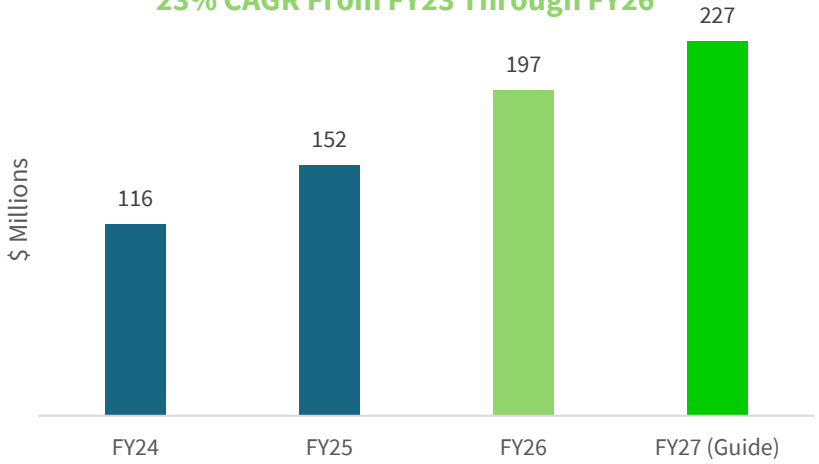
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To Start FY24, Digi Set Five-Year Goals of $200M ARR and A-EBITDA by FY28

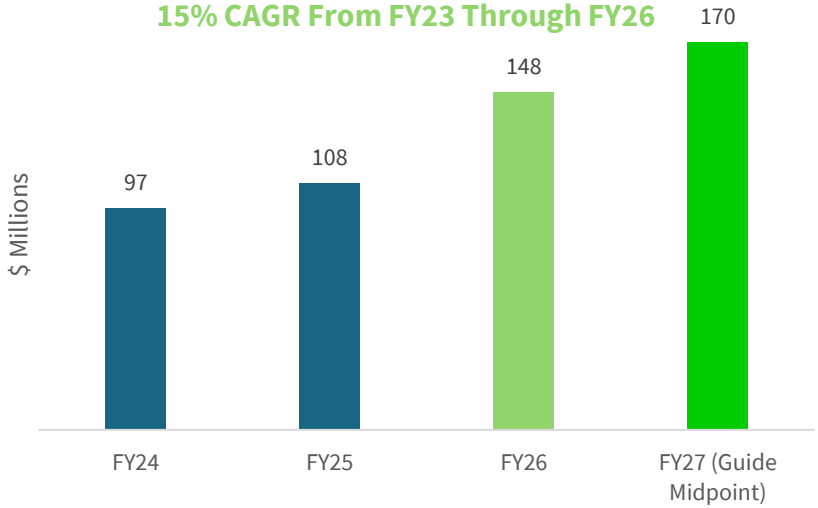
Annualized Recurring Revenue (ARR)

23% CAGR From FY23 Through FY26



Adjusted EBITDA

15% CAGR From FY23 Through FY26



- **ARR:** expected to achieve our goal nearly 2 years early (FY27 guide ~$227M)
- **A-EBITDA:** operating leverage and ARR growth expected to accelerate A-EBITDA growth

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Connect with Confidence