



Kinaxis Investor Overview

TSX:KXS

August 2018

PRESENTED BY

Rick Wadsworth | VP, IR

Forward looking statements

Forward-Looking Information

This document 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 our financial condition, results of operations, business strategy and financial needs.

These forward-looking statements include, among other things, statements relating to: our expectations regarding our revenue, expenses and operations; our plans for and timing of expansion of our solutions and services; our future growth plans; the acceptance by our customers and the marketplace of new technologies and solutions; our ability to attract new customers and develop and maintain existing customers; our expectations with respect to advancement in our technologies; our competitive position and our expectations regarding competition; and anticipated trends and challenges in our business and the markets in which we operate.

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 document 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 3 of our Management’s Discussion and Analysis for the second quarter ended June 30, 2018, and in our other public disclosure documents, which are available under our profile on SEDAR (www.sedar.com). Although the forward-looking statements contained in this document 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. The forward-looking statements made in this document relate only to events or information as of the date of this document is made and are expressly qualified in their entirety by this cautionary statement. Except as required by law, we do not assume any obligation to update or revise any forward-looking statements, whether as a result of new information, future event or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

Non-IFRS Measures

This document makes reference to certain non-IFRS measures, specifically Adjusted EBITDA. These non-IFRS measures are not recognized measures under IFRS and do not have a standardized meaning prescribed by IFRS, and are therefore unlikely to be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement the IFRS measures by providing further understanding of our results of operations from management’s perspective. Accordingly, they should not be considered in isolation or as a substitute for analysis of our financial information reported under IFRS. We use Adjusted EBITDA to provide investors with supplemental measures of 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 also believe that securities analysts, investors and other interested parties frequently use non-IFRS measures in the evaluation of issuers. Our management also uses non-IFRS measures in order to facilitate operating performance comparisons from period to period, prepare annual operating budgets and assess our ability to meet our capital expenditure and working capital requirements.

Adjusted EBITDA is not a recognized, defined or standardized measure under IFRS. Our definition of Adjusted EBITDA will likely differ from that used by other companies (including our peers) and therefore comparability may be limited. Non-IFRS measures 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 view them in conjunction with the most comparable IFRS financial measures.

For a reconciliation of Adjusted EBITDA to the most comparable IFRS financial measure please see the section titled, ‘Reconciliation of Non-IFRS Measures’ in the Company’s Management’s Discussion and Analysis filed on SEDAR (sedar.com) for the second quarter ended June 30, 2018.

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



Today's supply chain networks are **EXTENDED** and **COMPLEX**

Short product and
delivery lead time

Global, outsourced,
multi-tier operations

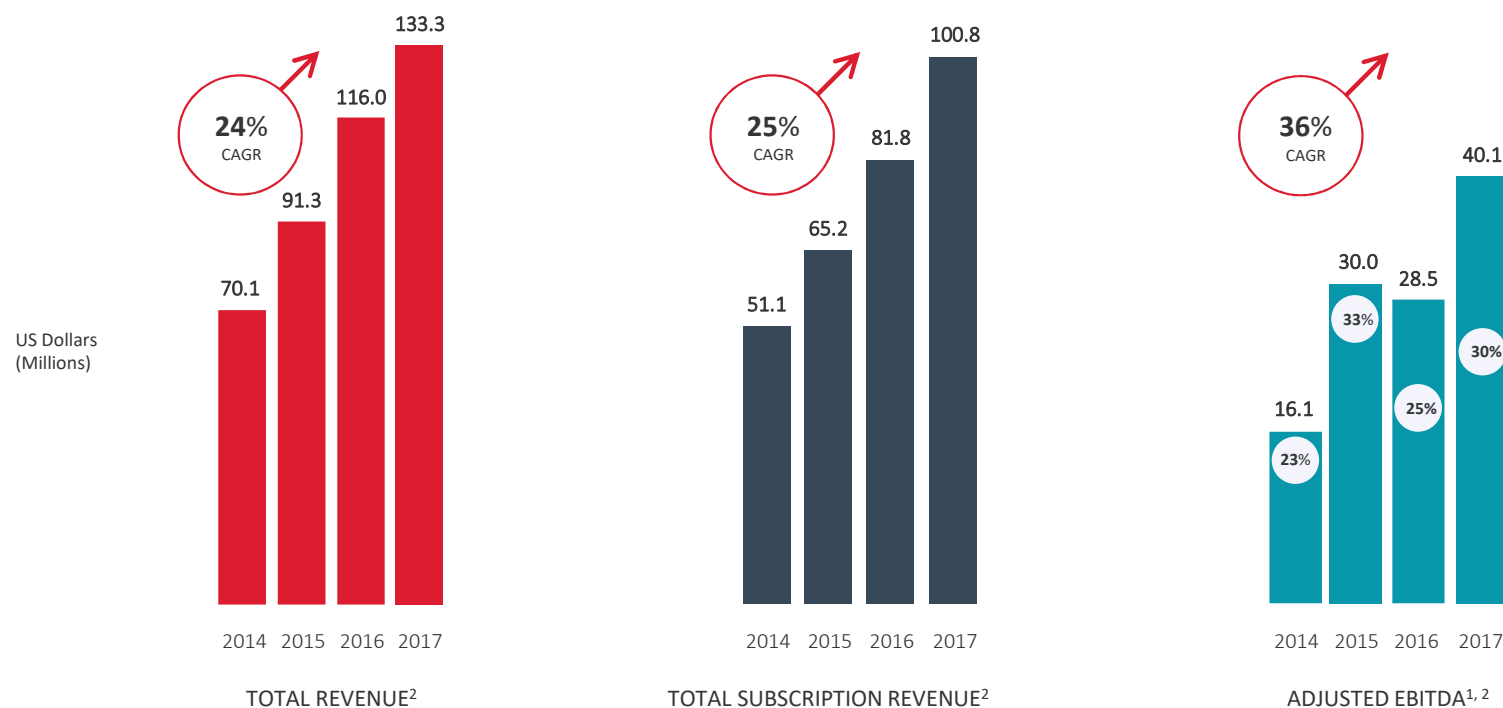
Highly volatile
demand and supply



- A single product that provides customers end-to-end visibility and planning, change simulation and response coordination across their supply chain networks.
- In today's world, the ability to respond to change is more important than the plan

Investment Highlights – High Growth SaaS Model

STRONG REVENUE VISIBILITY



¹Adjusted EBITDA is a non-IFRS measure. For reconciliation of Adjusted EBITDA to profit before income taxes, please see “Management’s Discussion & Analysis”

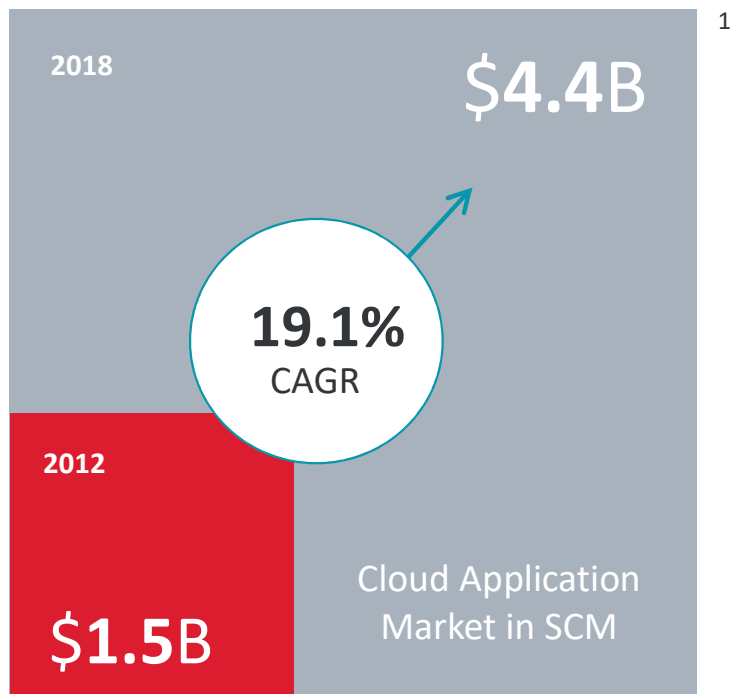
² Based on IFRS standards applicable at the time

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Investment Highlights

- 1 Industry-recognized, disruptive SaaS product
- 2 Growing blue chip customer base
- 3 Growing list of partners providing scale
- 4 Investing for accelerated growth, strong profitability
- 5 Strong leadership team

Rapidly growing market for SaaS-based SCM solutions

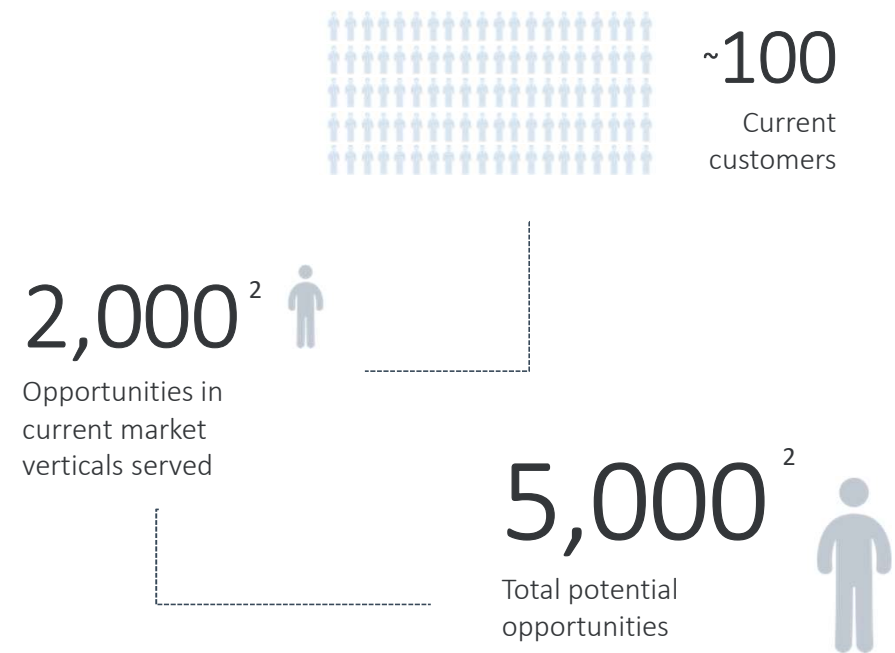


¹ Forecast: Public Cloud Services, Worldwide, 2012-2018 2Q14 Update, 25 June 2014

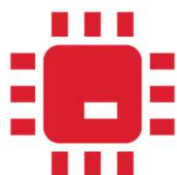
² Kinaxis internal study

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Kinaxis' market opportunity ²



Proven across multiple market verticals



**HIGH TECH AND
ELECTRONICS**



**AEROSPACE
AND DEFENSE**



INDUSTRIAL



**LIFE SCIENCES AND
PHARMACEUTICALS**



AUTOMOTIVE



**CONSUMER
PACKAGED GOODS**

Blue-chip customers



Industry-recognized leader/visionary in supply chain

- Given the configurability of RapidResponse, it is an ideal solution to take Enterprise companies through the various stages of supply chain maturity.

OUR STRONG POSITIONING INFLUENCES C-SUITE INVESTMENT DECISIONS



"...provides a consolidated view of the entire supply chain, allowing real-time modeling and collaboration...to plan for expected performance, monitor progress and respond to issues"

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Gartner

Magic Quadrant for Sales and Operations Planning Systems of Differentiation¹



This graphic was published by Gartner, Inc as part of a larger research document and should be evaluated in the content of the entire document. The Gartner document is available upon request from Kinaxis.

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Source: Gartner; As of May 2017



Partner program driving growth and scale



Supply chain planning needs a revolution

Barriers to performance



Market uncertainty



Long time to detect



Long time to correct



Long decision cycles



Inability to collaborate

Impact on performance



Revenue at risk



Inventory obsolescence



Unfilled customer orders

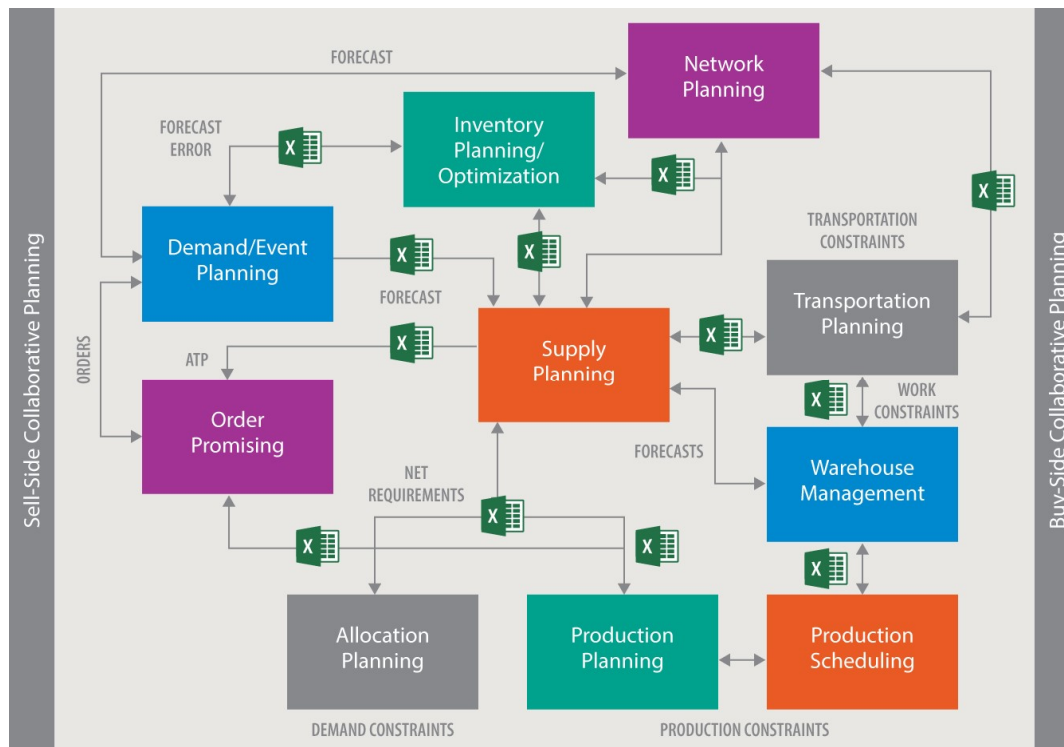


High expediting costs



Excess capacity

Modular, functional, cascaded supply chain planning has failed

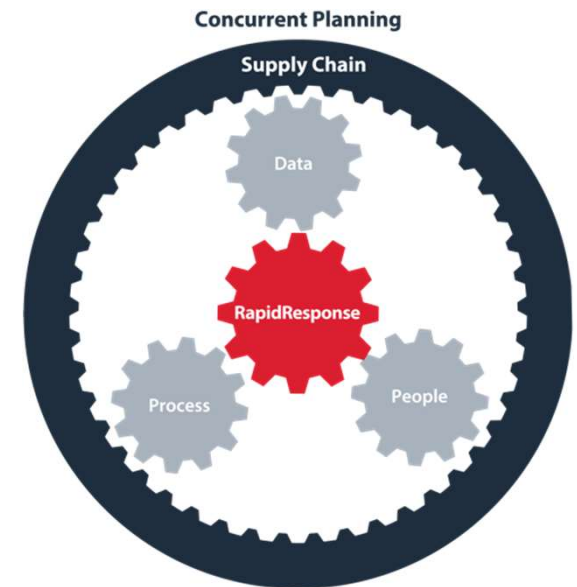


- Cascaded planning
- Loosely coupled
- Excel-dependent
- Narrow functions
- Individual apps and processes
- Optimization-focused

Processes are siloed and legacy solutions only reinforce that.

Kinaxis connects the enterprise

- Concurrent planning!
- Single solution
- Seamless processes
- Integrated
- Cloud



End-to-end solution
across multiple ERPs
Processes are connected,
demand driven

Actual customer results

Happier customers



On-time delivery
improved from
52%-95%



Reduced
manufacturing
lead times by 20%

Lower costs



Reduced finished
goods inventory
by 33%



Adherence to
inventory targets
above 95%

Better efficiency



15% gain in
efficiency of supply
chain planning

S&OP scenario creation and
analysis reduced from

48
HOURS → 30
MINS

Faster decision-making

Assessment of demand plan
variation reduced from

2
WEEKS → 2
MINS

New (big) order assessment and
commit process reduced from

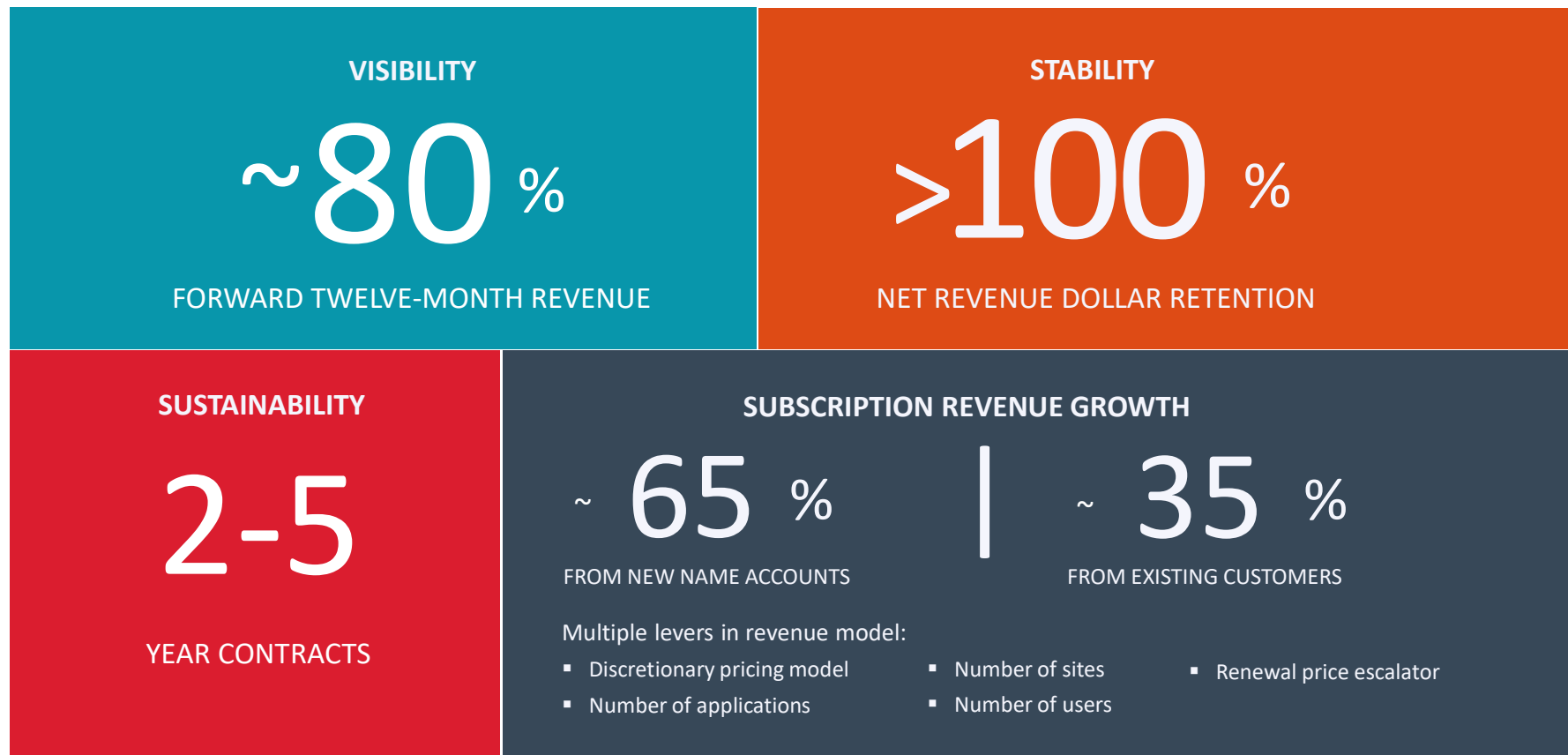
14
DAYS → 1-2
DAYS

A person is seen from the side, working on a laptop. The laptop screen displays a spreadsheet with multiple columns and rows of data, including numerical values and some text. The person's hands are visible, typing on the keyboard. The background is slightly blurred, showing what appears to be an office or workspace environment.

Planning is important

*Responding to changes
to the plan is **imperative***

Business model provides visibility, stability & growth



Financial results

\$ in USD millions	IFRS 15/16 ¹	Pre-IFRS 15/16 ¹		
	Q2 2018	Q2 2018	Q2 2017	Change
Total Revenue	\$39.0	\$40.0	\$32.9	22%
Subscription Services	\$26.5	\$30.1	\$24.2	24%
Subscription Term Licenses	\$2.5	-	-	-
Total Subscription Revenue	\$29.1	\$30.1	\$24.2	24%
Gross Profit (margin)	\$26.5 68%	\$27.5 69%	\$22.9 70%	20%
Profit	\$4.3 (\$0.16/diluted share)	\$4.4 (\$0.17/diluted share)	\$5.6 (\$0.21/diluted share)	(22%)
Adjusted EBITDA ² (margin)	\$11.2 29%	\$10.7 27%	\$9.6 29%	12%
Cash flow from operating activities	\$9.3	\$9.3	\$7.5	23%

¹ Kinaxis has adopted IFRS 15 using the cumulative effect method and IFRS 16 using the modified retrospective approach, and an initial date of application of January 1, 2018. Accordingly, the information presented for 2017 has not been restated. See Kinaxis' financial statements and MD&A for the three months ended Jun 30, 2018 for further information.

² Adjusted EBITDA is a non-IFRS measures. For reconciliation of Adjusted EBITDA to profit, please see "Management's Discussion & Analysis"

Financial guidance

\$ in USD millions	FY 2018	
	IFRS 15/16	Pre-IFRS 15/16 ¹
Total Revenue	\$152 - 156	\$158 - 163
Subscription Services	\$109 - 111	\$23 - 26% growth
Subscription Term Licenses	\$8 - 9	-
Adjusted EBITDA margin ²	25 - 28% of revenue	24 - 27% of revenue

¹ Based on IFRS standards in effect as at December 31, 2017

² Adjusted EBITDA is a non-IFRS measure. For reconciliation of Adjusted EBITDA to profit, please see "Management's Discussion & Analysis"

Strong team

Management	Board
<p>John Sicard, Chief Executive Officer</p> <ul style="list-style-type: none"> Key contributor to the architecture and development of Kinaxis since 1994 <p>Richard Monkman, Chief Financial Officer</p> <ul style="list-style-type: none"> CFO since 2005; high-tech finance experience (public and private) <p>Paul Carreiro, Chief Revenue Officer</p> <ul style="list-style-type: none"> Joined Kinaxis September 2017 Diverse global, operations and sales management experience at Infor & SAP <p>Jay Muelhoefer, Chief Marketing Officer</p> <ul style="list-style-type: none"> Joined Kinaxis March 2018 Extensive experience as CMO and a product leader in SaaS environments, at companies like PTC, IBM and Platform Computing <p>Megan Patterson, Chief Human Resources Officer</p> <ul style="list-style-type: none"> Joined Kinaxis in 2008, 20 years high-tech HR experience Oversees the global human resources operations at Kinaxis 	<p>Ian Giffen (Chair)</p> <ul style="list-style-type: none"> Serves as an advisor and/or director to technology companies and investment funds Director at Absolute Software and a number of private companies <p>Angel Mendez</p> <ul style="list-style-type: none"> Former SVP Cisco Technology Previously SVP of Global Operations, Palm <p>Jill Denham</p> <ul style="list-style-type: none"> Former Vice Chair at CIBC Retail Markets, and Director of the OTPP Board Director at the National Bank of Canada and Chair of the Board of Morneau Shepell <p>Bob Courteau</p> <ul style="list-style-type: none"> CEO of Altus Group Limited Previous corporate executive with SAP AG <p>Pamela Passman</p> <ul style="list-style-type: none"> Vice-Chair, Ethisphere Institute and President, Center for Responsible Enterprise and Trade Former Corporate Vice President and Deputy General Counsel, Microsoft <p>Kelly Thomas</p> <ul style="list-style-type: none"> CEO of Worldlocity Former Chief Product Officer of JDA Software, and SVP of Product Strategy at i2 Technologies <p>John Sicard, Chief Executive Officer</p> <ul style="list-style-type: none"> CEO of Kinaxis

Kinaxis' growth focus

MULTIPLE OPPORTUNITIES TO INCREASE MARKET PENETRATION

- 1 Land & expand model
- 2 Ongoing penetration of new vertical markets
- 3 Expand direct sales team, leverage channel partners
- 4 Invest in further product innovation
- 5 Invest in new data centres



Thank you