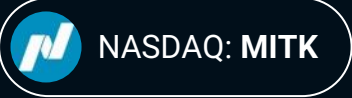




# Company & Financial Overview

Fiscal Q2 2026



# Safe Harbor Statement

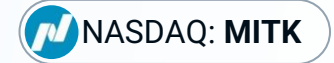
Forward-looking statements contained in this presentation involve risks and uncertainties, as well as assumptions that, if they never materialize or prove incorrect, could cause our results to differ materially and adversely from those expressed or implied by such forward-looking statements. Forward-looking statements may include but are not limited to, statements relating to our outlook or expectations for earnings, revenues, expenses, asset quality, volatility of our common stock, financial condition or other future financial or business performance, strategies, expectations, or business prospects, or the impact of legal, regulatory or supervisory matters on our business, results of operations or financial condition.

Forward-looking statements can be identified by the use of words such as “estimate,” “plan,” “project,” “forecast,” “intend,” “expect,” “anticipate,” “believe,” “seek,” “target” or similar expressions. Forward-looking statements reflect our judgment based on currently available information and involve a number of risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Factors that could cause or contribute to such differences

include but are not limited to, those discussed in the section titled “Risk Factors” in our Form 10-Q for the fiscal quarter ended March 31, 2026, filed with the SEC on May 7, 2026, and any subsequent filings under the Exchange Act and in our other SEC filings. Additionally, there may be other factors that could preclude us from realizing the predictions made in the forward-looking statements. We operate in a continually changing business environment and new factors emerge from time to time. We cannot predict such factors or assess the impact, if any, of such factors on our financial position or results of operations. All forward-looking statements included in this presentation speak only as of the date of this presentation and you are cautioned not to place undue reliance on any such forward-looking statements. Except as required by law, we undertake no obligation to publicly update or release any revisions to these forward-looking statements to reflect any events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events.



We provide the verification, authentication, and fraud decisioning infrastructure that high-assurance institutions rely on to stop fraud across a broad digital lifecycle.



*Whether someone is opening an account, logging in, depositing a check, or approving a high-risk payment, our role is to help determine whether that person, session, document, check, or transaction can be trusted*

## DUAL-ENGINE BUSINESS MODEL



Check Verification → Reinvestment → Fraud & Identity

**(Strategic Leverage & Cash Engine)**

**(Growth)**

## FINANCIAL HIGHLIGHTS (FQ2'26)

Total Revenue (LTM)<sup>(1)</sup>  
\$190M

SaaS Revenue Growth(FQ2'26)  
18% Y/Y

Gross Margin (LTM)<sup>(1)</sup>  
84%

Adj. EBITDA (LTM)<sup>(2)</sup>  
\$61M

Adj. EBITDA Margin (LTM)  
32%

Free Cash Flow (LTM)<sup>(3)</sup>  
\$45M

Net Cash<sup>(4)</sup>  
\$23M

Share Repurchase Program  
\$50M

## GROWTH DRIVERS

- FI's prioritizing AI fraud + identity trust
- Regulation expanding new use cases
- Mitek's embedded model scales across high-volume transaction workflows
- Convergence of fraud and identity into multi-layered decisioning
- SaaS mix driving higher-quality, more predictable revenue

## WHY WE WIN

- Decades-long FI relationships create a durable competitive position
- Embedded within mission-critical financial institution workflows
- Proven accuracy and regulatory trust
- Consortium Fraud Intelligence
- Proprietary network-based platform enhances fraud detection
- Proven ability to meet the security, compliance, audit requirements of world's largest FI's

Numbers may not foot due to rounding

<sup>(1)</sup> LTM Total Revenue and Gross Margin, as of March 31, 2026

<sup>(2)</sup> LTM Adjusted EBITDA, as of March 31, 2026. See Appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP metrics

<sup>(3)</sup> See appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP measures

<sup>(4)</sup> Net Cash defined as Total Cash and Cash Equivalents and Investments minus Total Debt as of March 31, 2026

San Diego (HQ) | London | Amsterdam | Barcelona | Paris



# Mitek Business Overview

Fiscal Q2 2026



# The problem: The shift to digital finance significantly expands the attack surface and vulnerability.



IN PERSON



WEB



MOBILE



REAL-TIME FINANCE

## GLOBAL FINANCIAL TRANSACTIONS<sup>(1)</sup>

76% are digital

## SYNTHETIC IDENTITY FRAUD LOSSES<sup>(2)</sup>

\$23B by 2030

Financial services are moving to digital channels for speed, convenience, and accessibility (remote onboarding, instant payments, mobile banking, etc.)

Systems are optimized for growth and user experience, not fraud defense

Every new digital capability creates a new door into the system (Lifecycle: Onboarding, login, payment, account change, recovery etc.)

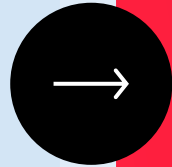
Fraud exploits the gaps created by this digital shift

AI is exacerbating the gaps via both speed and scale

# AI is exacerbating the fraud problem.

## What fraud **used to be:**

Manual	Fragmented
Slow	Expensive
Localized	One-time event



## What fraud is **today:**

Automated	Scalable
Fast	Cheap
Cross-institution	Continuous

**Static, point-in-time controls cannot defend against adaptive AI-driven fraud.**

ADAPTIVE ATTACKS | MULTI-STAGE ATTACKS | CROSS-CHANNEL ATTACKS



## EXAMPLES OF AI-DRIVEN FRAUD



### Synthetic Identity Fraud

AI generates fake identities by combining real and fabricated data



### Deepfake Impersonation

AI generates faces, voices, and videos that mimic real people



### Automated Account Takeover (ATO)

Bots attempt credential attacks across thousands of accounts simultaneously

**Banks need continuous risk evaluation to detect fraud while it is unfolding.**



# Serving a large and rapidly growing market.

Continuous fraud increases the number of risk decisions institutions must make.



## More journeys per customer

Onboarding, authentication, transactions, account changes, and recovery



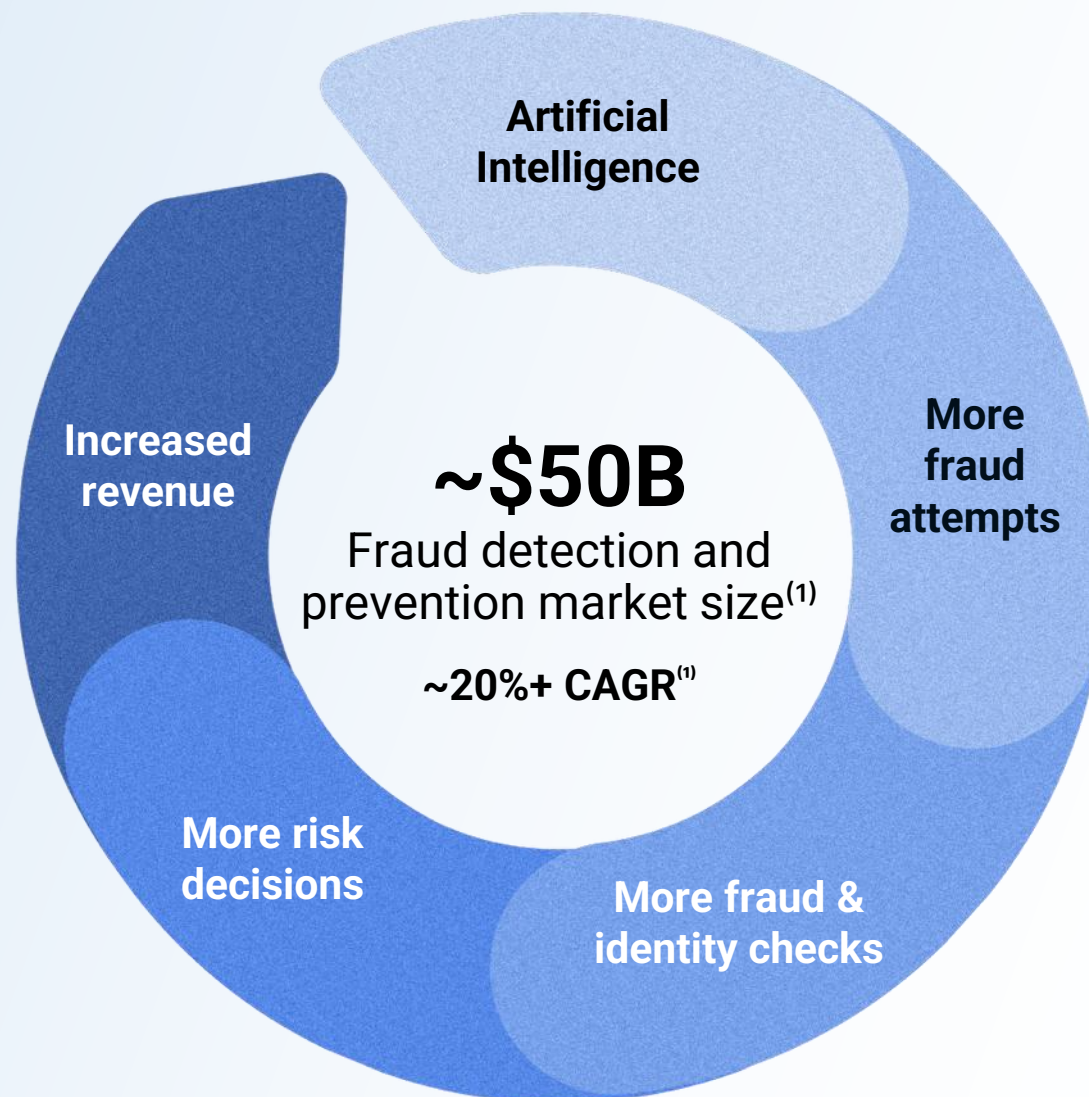
## More signals per journey

High-assurance businesses increasingly evaluate multiple signals during each interaction to improve accuracy and reduce fraud losses



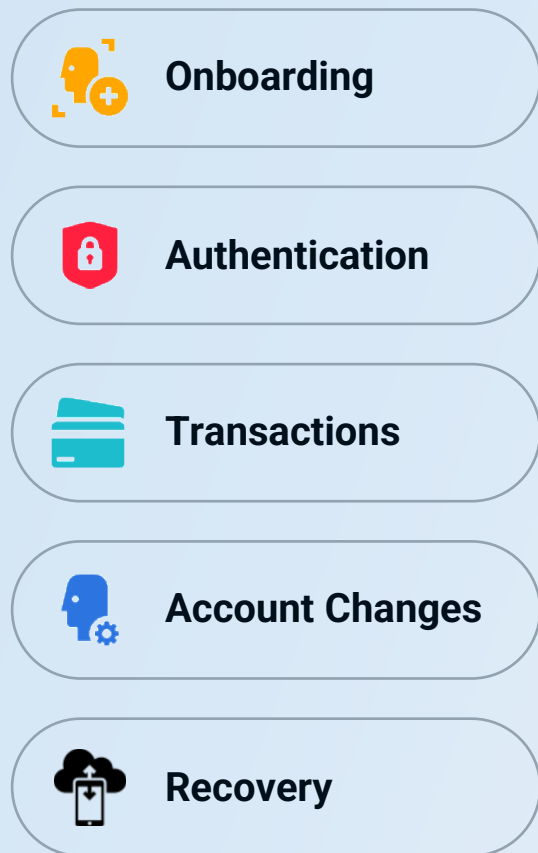
## Higher decision value

As fraud risk increases, the economic value of accurate risk decisions rises

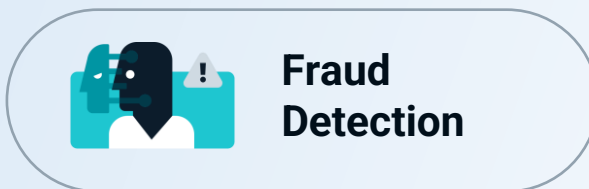


# Identity and fraud are converging into one decision problem.

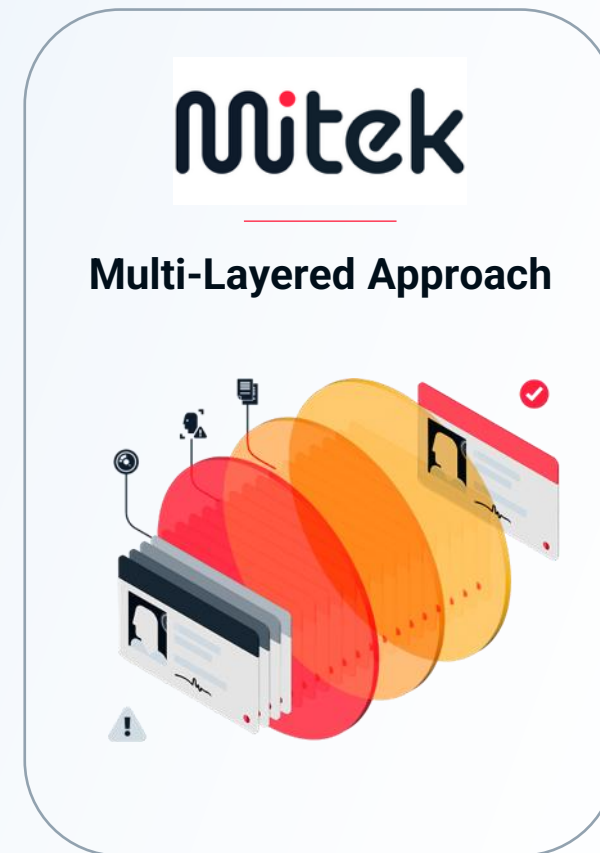
Fraud now spans the full customer lifecycle, increasing the need for continuous identity and risk decisions.



*“Is this a person, and is this the right person doing the right action right now, with a high level of confidence, and without causing friction?”*



IDENTITY SIGNALS  
BEHAVIORAL SIGNALS  
DEVICE SIGNALS  
TRANSACTION CONTEXT



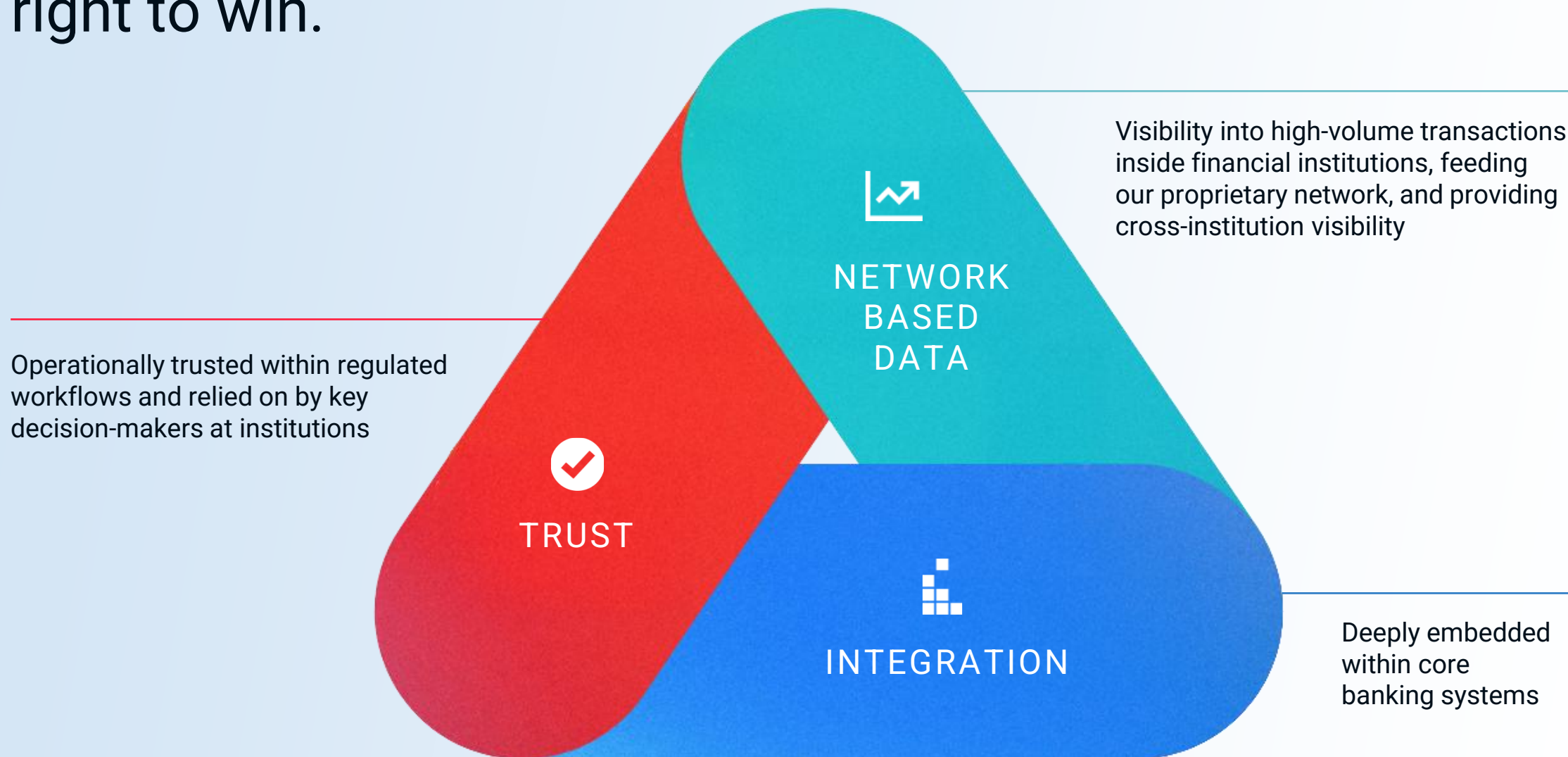
# History and expertise in high assurance markets.

Mitek is embedded in the market through critical digital infrastructure workflows:

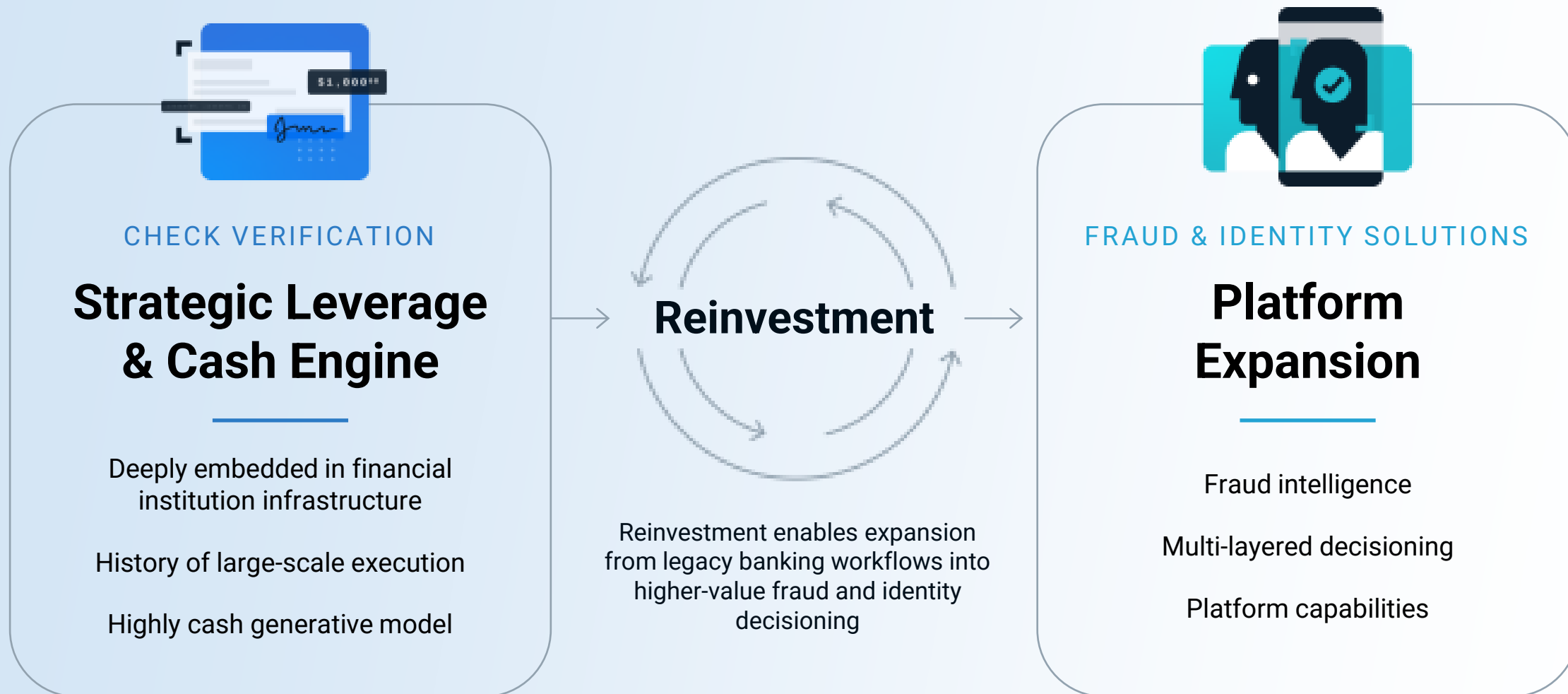
- Mobile check deposit
- Check verification
- Onboarding and authentication
- Integrations with existing platforms



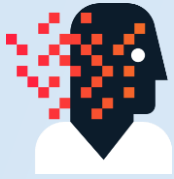
# Valued relationships and data expertise give Mitek the right to win.



# Mitek's business model supports platform expansion.



# Investment highlights.



Fraud is a rapidly growing, AI-accelerated market



Heritage of trust in high-assurance financial services



Proprietary network-based data asset



Solid balance sheet and cash flow



Experienced and execution-focused team

# Financial Highlights

Fiscal Q2 2026



# Fiscal Q2 FY26 Financial Highlights and Key Metrics

	Q2 FY26 ended March 31, 2026	vs. Q2 FY25
<b>Revenue</b>		
Total Revenue	\$55M	+ 6%
Fraud & Identity Solutions Revenue	\$26M	+ 28%
Check Verification Solutions Revenue	\$29M	- 8%
SaaS Revenue	\$21M	+ 18%
<b>Profitability</b>		
Non-GAAP Gross Profit <sup>(1)</sup>	\$47M	+ 2%
Non-GAAP Gross Margin <sup>(1)</sup>	85.0%	-270 bps
Adjusted EBITDA <sup>(1)</sup>	\$22M	+ 10%
Adjusted EBITDA Margin <sup>(1)</sup>	40.7%	+170 bps
GAAP Net Income	\$10M	+ 4%
<b>Cash Flow</b>		
Free Cash Flow <sup>(1,2)</sup>	(\$3M)	- 119%
<b>Balance Sheet</b>		
Cash, Equivalents & Investments	\$78M	-\$75M
Debt	\$55M	-\$96M
Net Cash / (Debt)	\$23M	+ \$21M

	Q2 FY26 ended March 31, 2026	vs. Q2 FY25
<b>Key Metrics (LTM)</b>		
Total Revenue	\$190M	+ 7%
Fraud & Identity Solutions Revenue	\$101M	+ 22%
Fraud & Identity Solutions Revenue as % of Total Revenue	53%	+680 bps
Check Verification Solutions Revenue	\$88M	- 7%
SaaS Revenue	\$84M	+ 20%
SaaS Revenue as % of Total Revenue	44%	+480 bps
Adjusted EBITDA <sup>(1)</sup>	\$61M	+ 11%
Free Cash Flow <sup>(1,2)</sup>	\$45M	- 5%
Free Cash Flow Conversion <sup>(3)</sup>	72%	-1230 bps
CFD ACV <sup>(4)</sup>	\$19M	+ 52%

\* Numbers may not foot due to rounding

(1) See Appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP metrics

(2) Free Cash Flow is defined as net cash provided by (used in) operating activities, less purchases of property and equipment, net.

(3) Free Cash Flow Conversion is defined as LTM Free Cash Flow divided by LTM Adjusted EBITDA

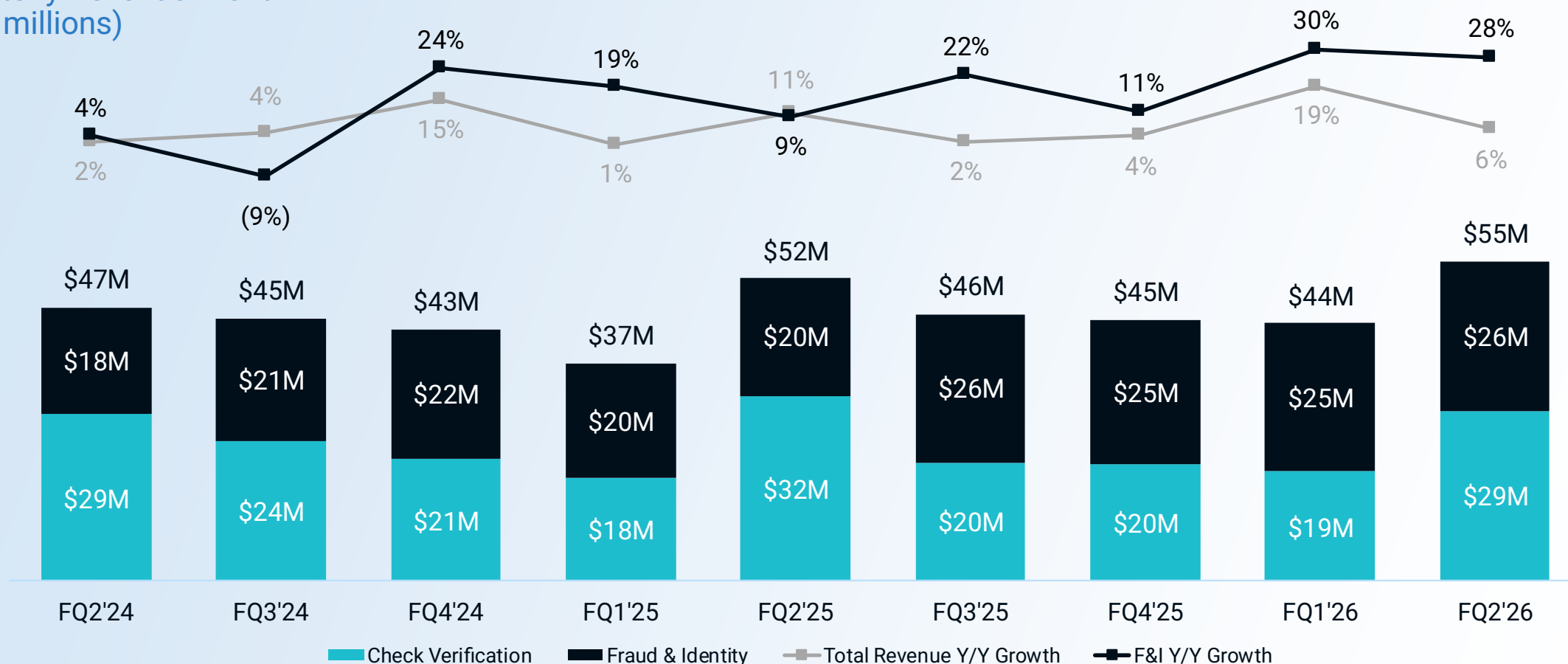
(4) Annual Contract Value (ACV) represents the average annualized value of committed recurring contract revenue over the non-cancellable contractual term, calculated as total committed recurring

contract value divided by the contract term in years. ACV includes contracted step-ups and pricing schedules over the committed term and excludes one-time fees, professional services, and purely usage-based amounts unless contractually committed.

Total Revenue **Up 6% Y/Y** (2-Year CAGR: 8%)

Total Fraud & Identity Revenue **Up 28% Y/Y** (2-Year CAGR: 18%)

Quarterly Revenue Trend  
(\$ in millions)



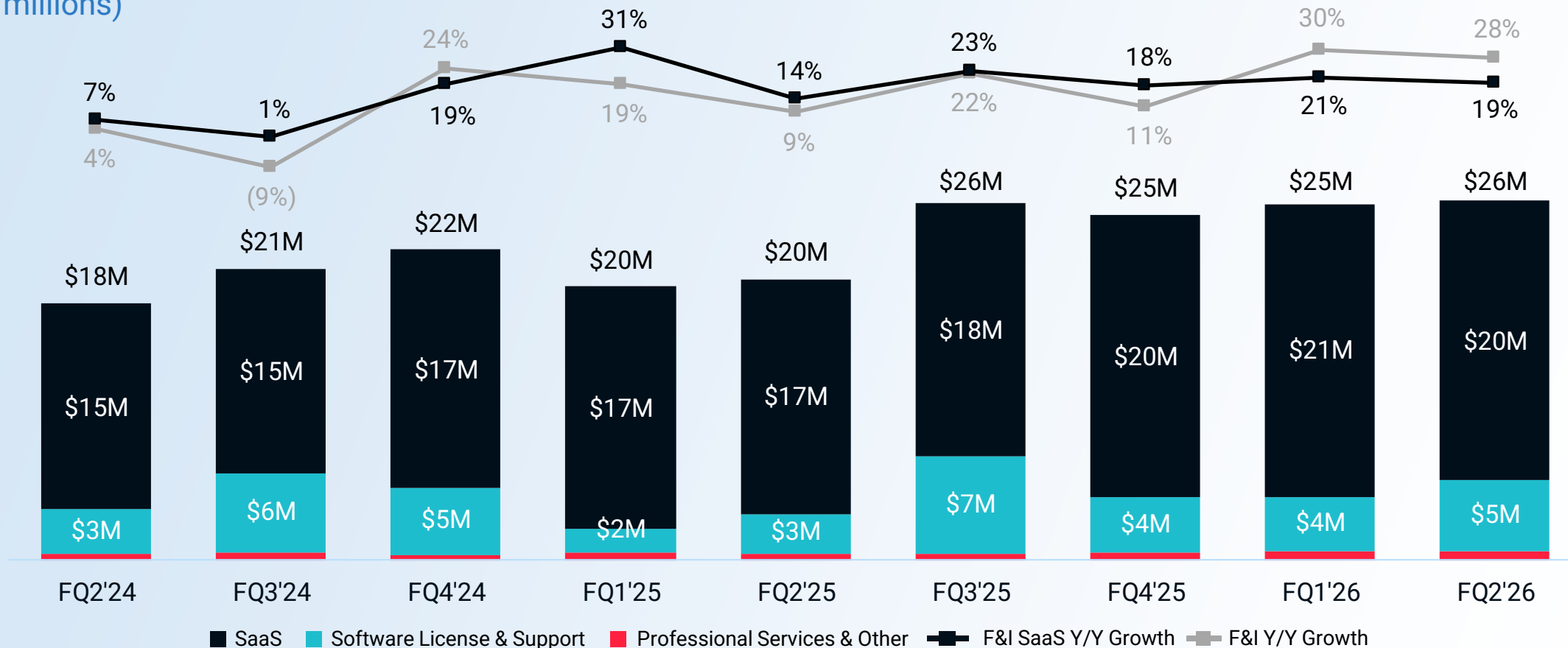
# Fraud & Identity Solutions

Total Revenue **Up 28% Y/Y** (2-Year CAGR: 18%)

SaaS Revenue **Up 19% Y/Y** (2-Year CAGR: 16%)

- Software license revenue can be timing-driven  
As a result, total F&I growth may periodically be above or below SaaS growth
- SaaS Y/Y growth is a better indicator of recurring underlying momentum

Quarterly Revenue Trend  
(\$ in millions)

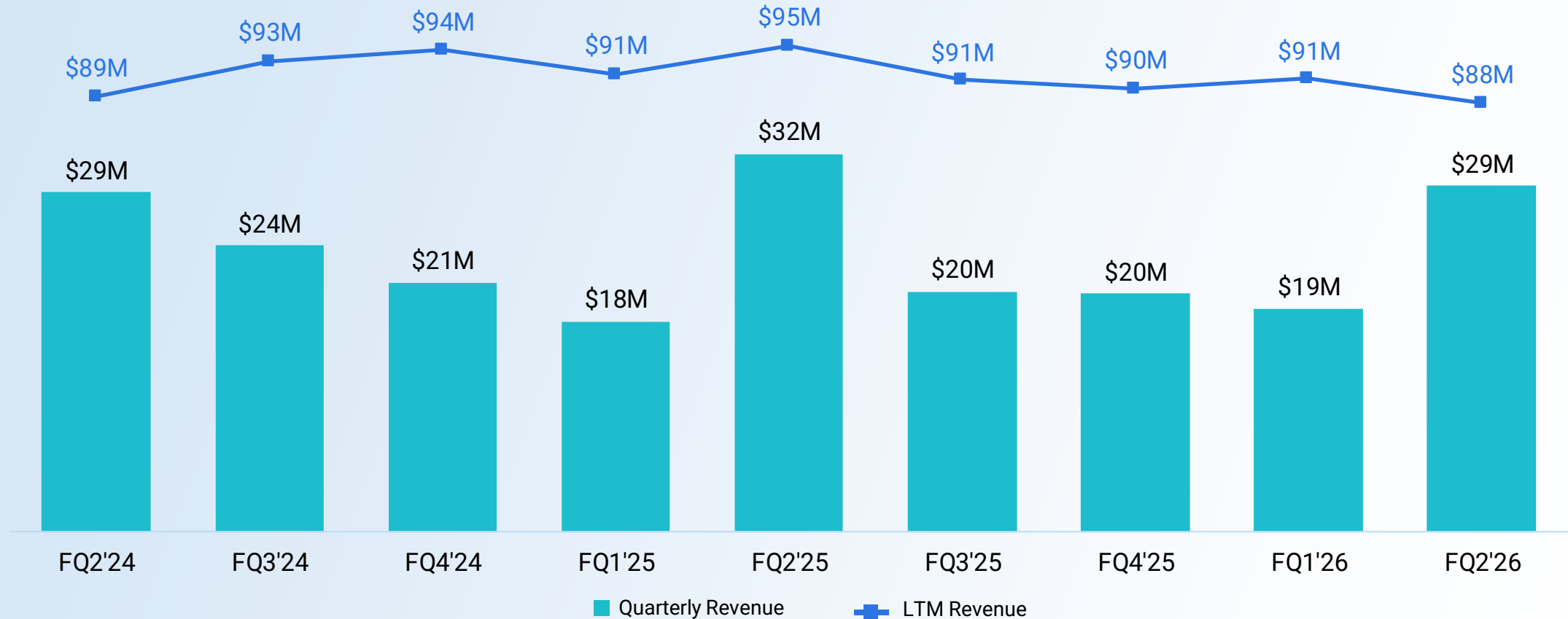


# Check Verification Solutions

## LTM Revenue

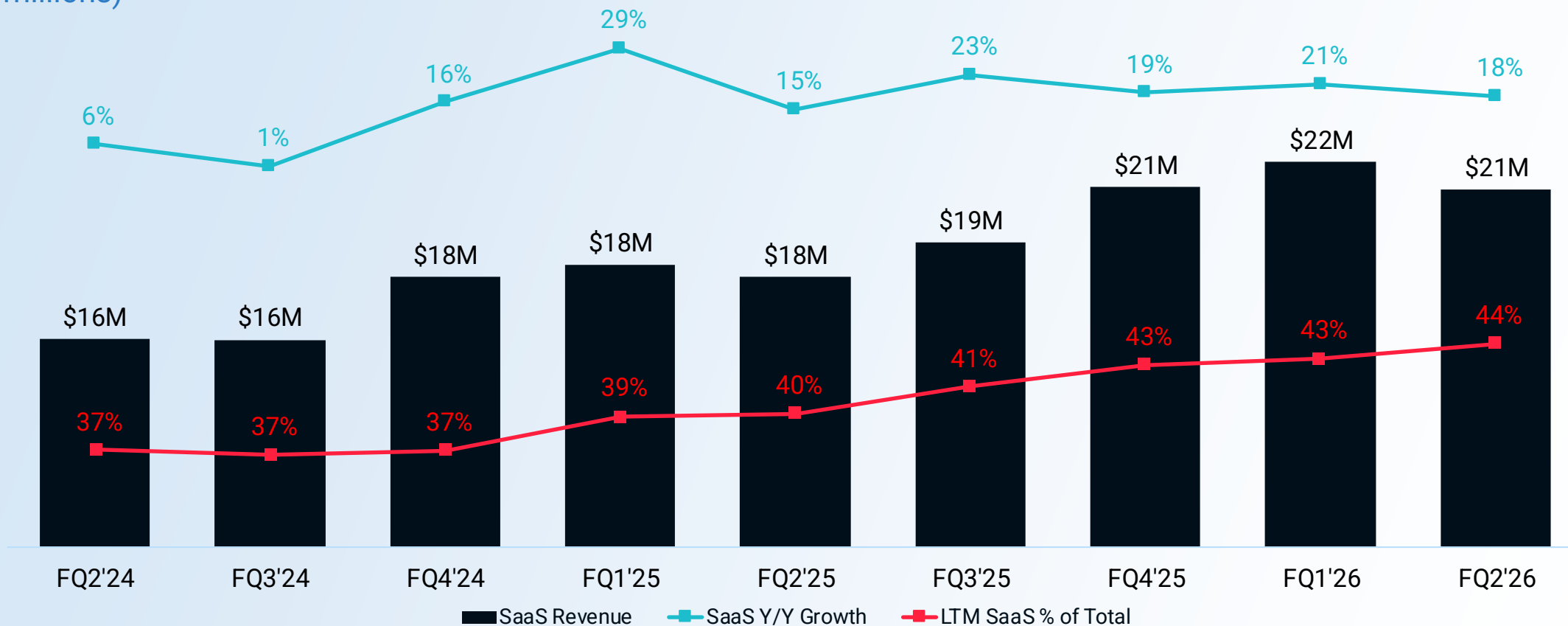
LTM view normalizes quarterly variability from software license renewal cycles and revenue timing

Quarterly Revenue Trend  
(\$ in millions)



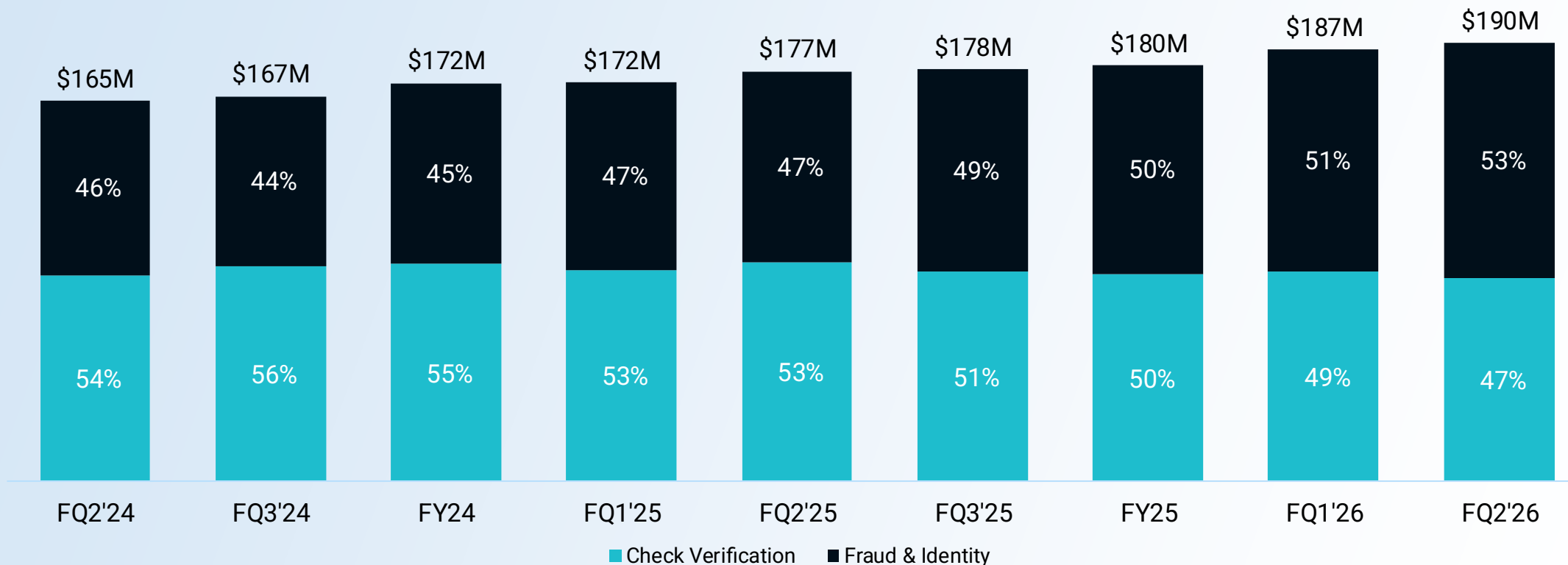
# SaaS Revenue Growth Driving Higher-Quality Revenue Mix

Quarterly Revenue Trend  
(\$ in millions)



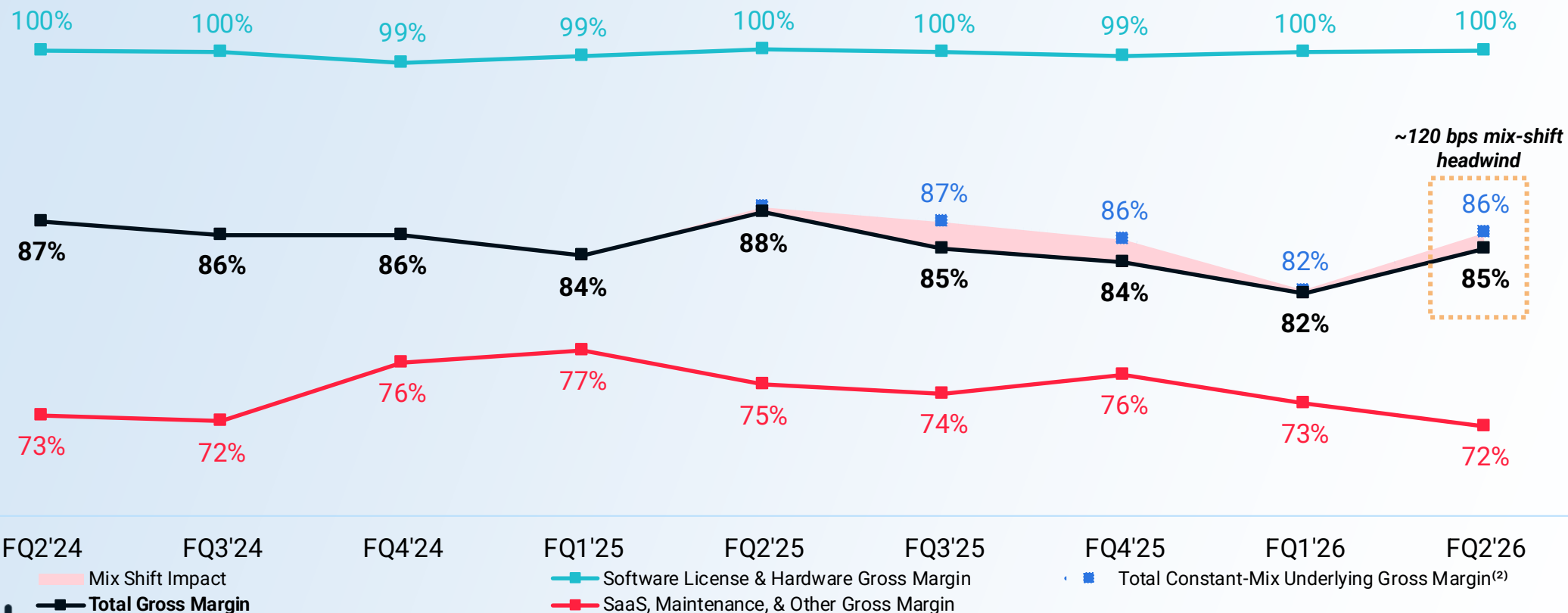
# Increasing Mix Towards Fraud & Identity

LTM Quarterly Revenue Trend  
(\$ in millions)



# Gross Margin **Stability** While Strategic Mix Shift to SaaS Continues

Quarterly Non-GAAP Gross Margin Trend<sup>(1)</sup>



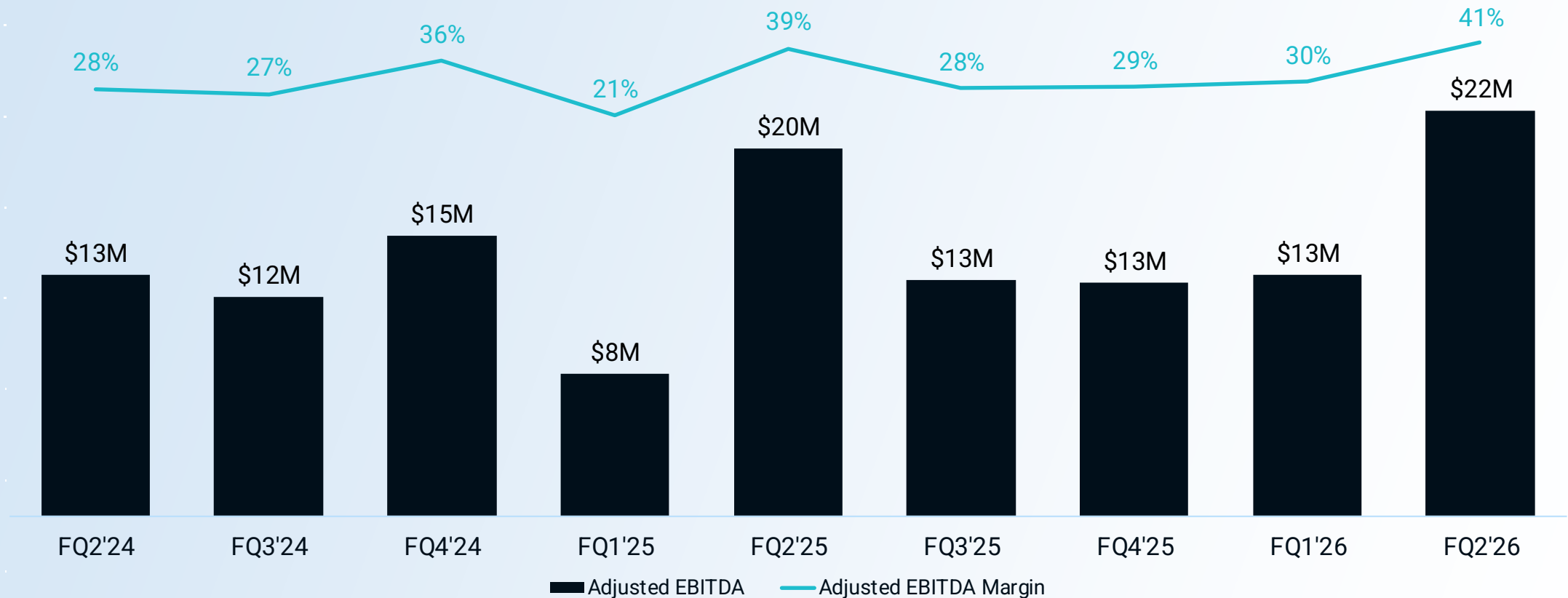
\* SaaS & Other Services refers to SaaS, Maintenance, & Other

(1) See appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP measures

(2) Calculated by applying the prior-year quarter's revenue mix to the current quarter's gross margins, isolating the margin impact of product mix shift over the trailing year

# Attractive Adjusted EBITDA Margins

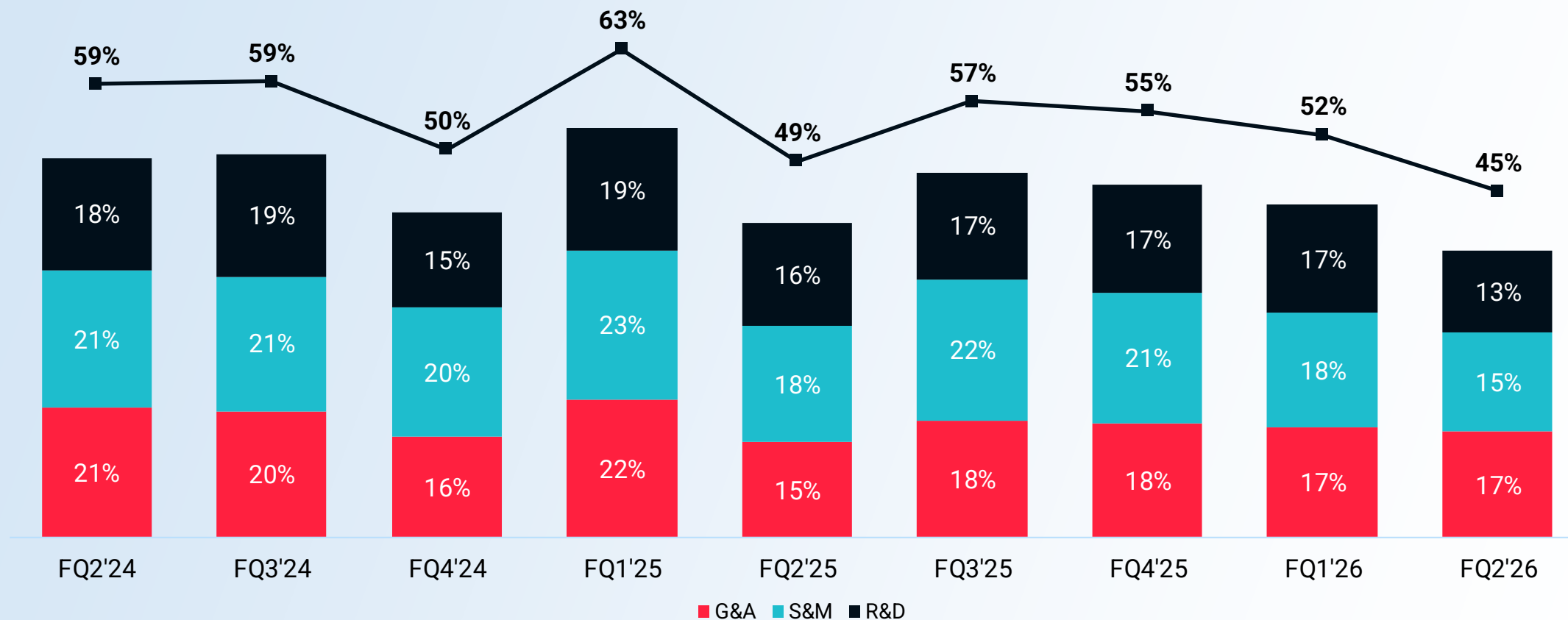
Quarterly Adjusted EBITDA and Adjusted EBITDA Margins<sup>(1)</sup>  
(\$ in millions)



(1) See appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP measures

# Operating Expense Leverage Driving Higher Profitability

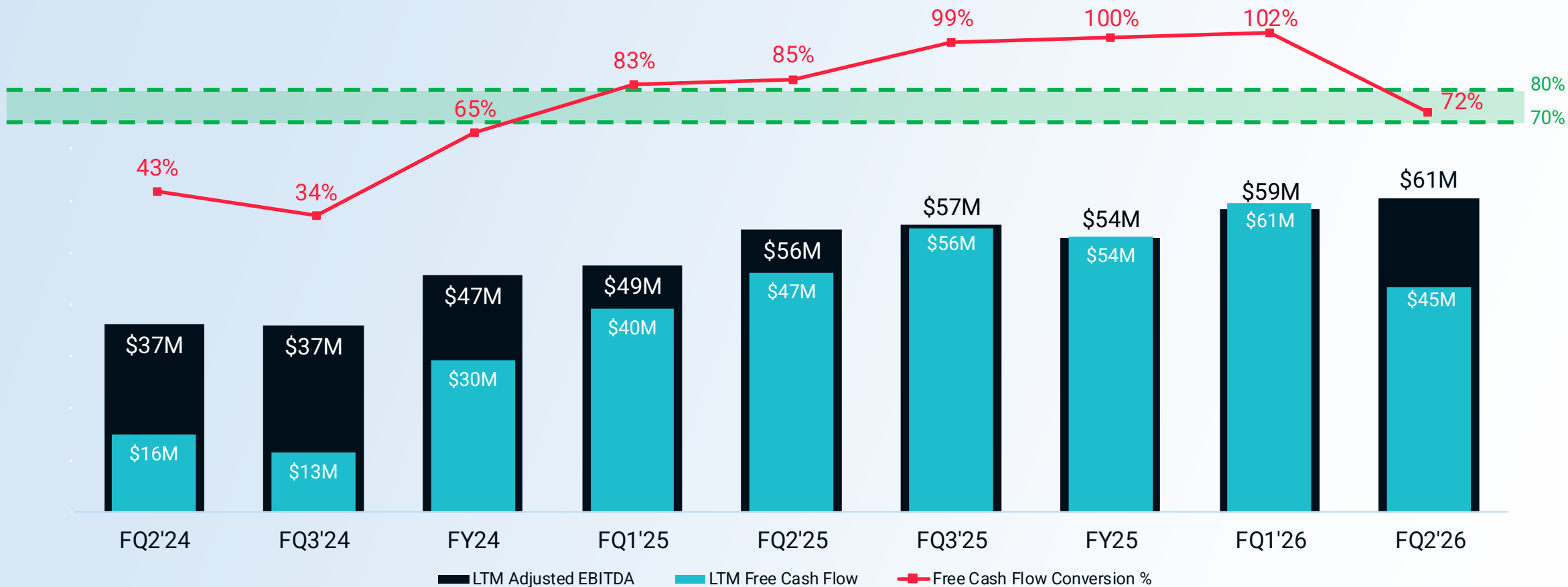
Quarterly Non-GAAP Opex (ex. D&A)<sup>(1)</sup>  
as a % of Total Quarterly Revenue



(1) See appendix for reconciliations of GAAP to non-GAAP measures and definitions of non-GAAP measures

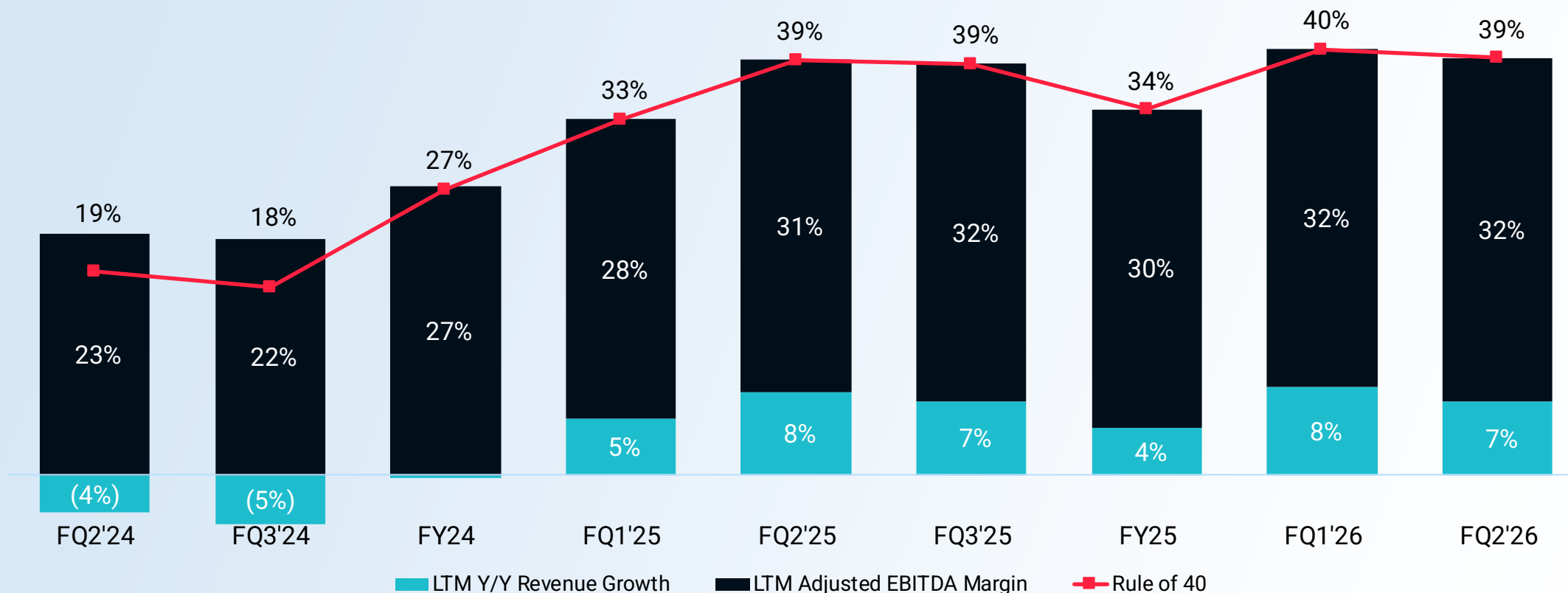
# 72% Free Cash Flow Conversion Demonstrates Strong Cash Generation

LTM Free Cash Flow Conversion<sup>(1)</sup>  
(\$ in millions)



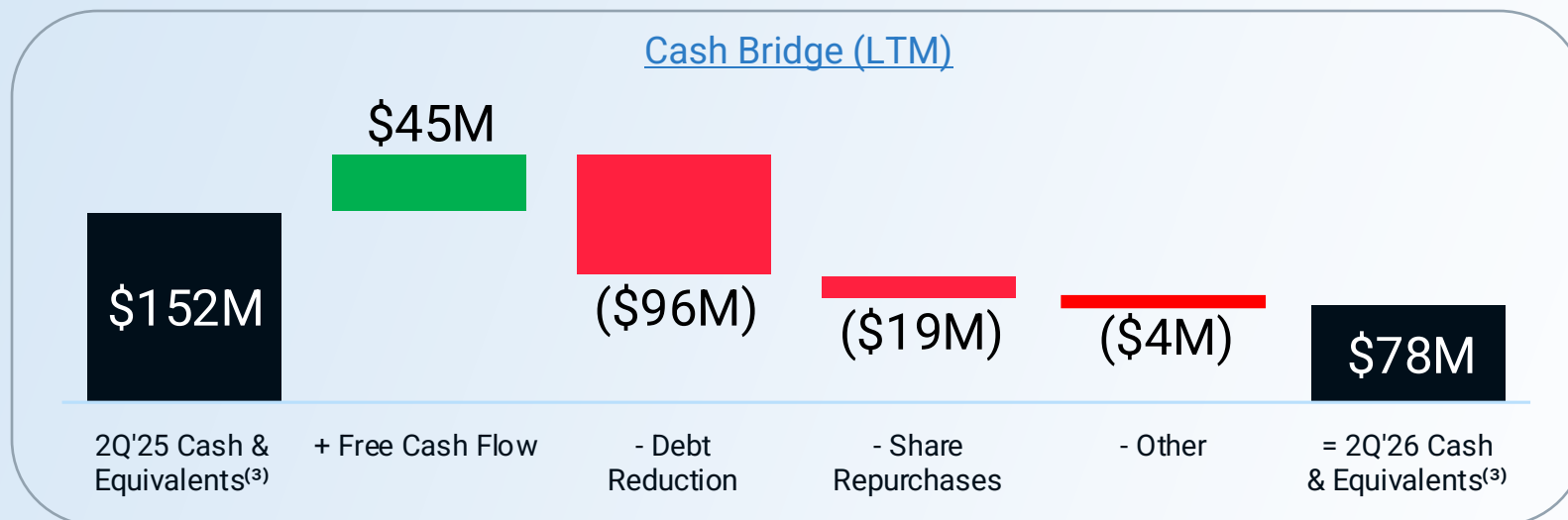
# Rule of 40<sup>(1)</sup> Performance Supported by Strong Profitability and Improving Growth

LTM Quarterly Rule of 40  
(\$ in millions)



(1) "Rule of 40" is a commonly used software industry metric calculated as the sum of revenue growth rate and Adjusted EBITDA margin, intended to assess the balance of growth and profitability. "Rule of 40" is defined as LTM YoY Revenue Growth (%) plus LTM Adjusted EBITDA Margin (%).

# Strong Cash Generation Driving Balance Sheet Strength and Shareholder Returns



\* Numbers may not foot due to rounding

\* "Net Working Capital" is defined as Non-Cash Current Assets minus Non-Debt Current Liabilities

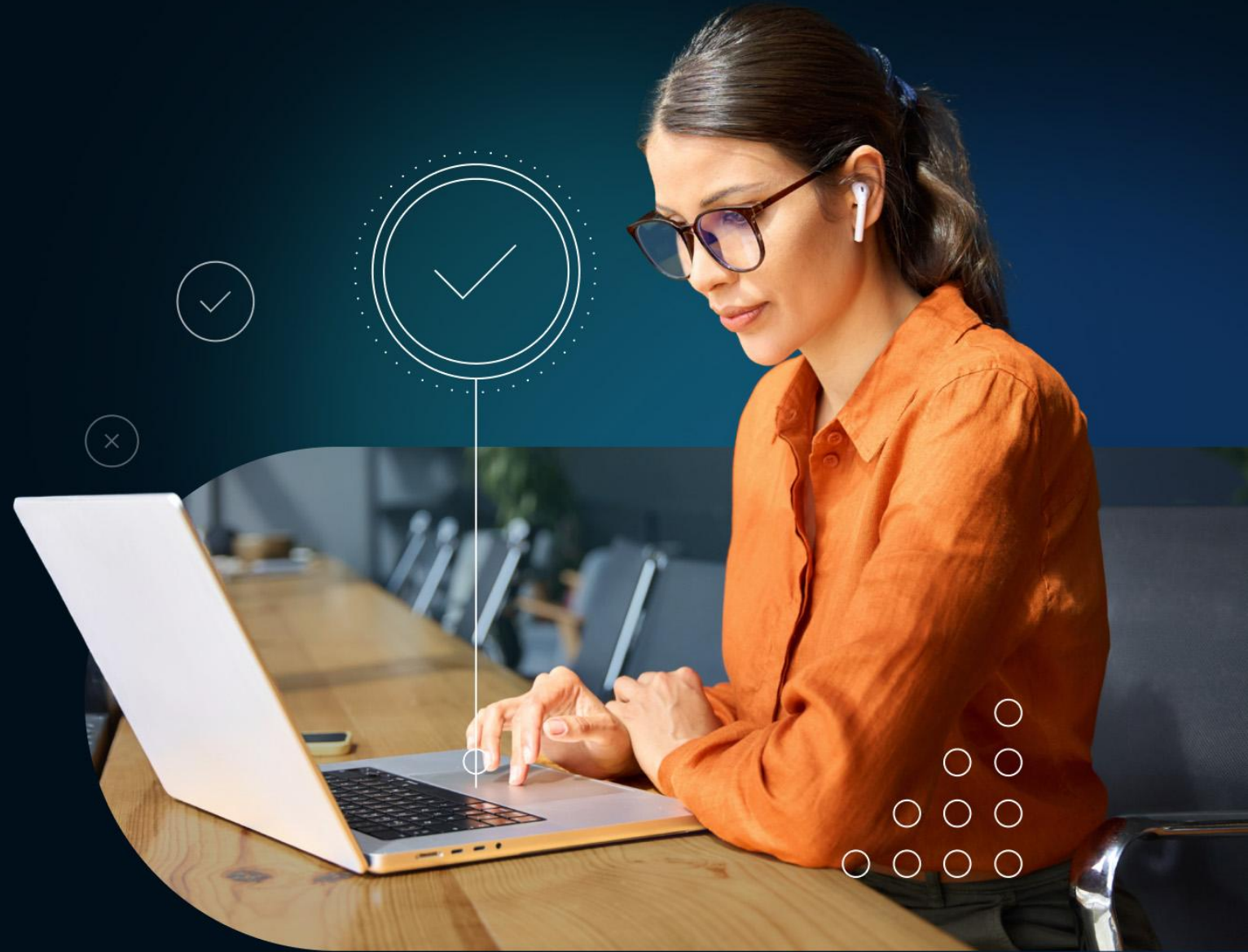
(1) Debt refers to Total Debt which is comprised of all Short-Term and Long-Term Debt

(2) Net Cash is defined as cash and cash equivalents less total debt

(3) Cash and Cash Equivalents include cash, cash equivalents, short-term investments, and long-term investments

# Financial Outlook FY 2026

Fiscal Q2 2026



# Financial Outlook<sup>(1)</sup> for FY26

	FY24	FY25	FY26 Guidance <sup>(1)</sup>	Q3 FY26 Guidance <sup>(1)</sup>
Total Revenue	\$172M	\$180M	\$189 - \$198M	\$49 - \$53M
Y/Y Growth	(0%)	4%	Approximately 8%	
Fraud & Identity Solutions Revenue	\$78M	\$90M	\$103 - \$108M	
Y/Y Growth	5%	15%	Approximately 17%	
Adjusted EBITDA Margin <sup>(2)</sup>	27%	30%	30% - 33%	
Total Non-GAAP Operating Expense <sup>(2)</sup>	\$103M	\$101M		\$25 - \$26M

## FY26 Revenue Timing



# Appendix



# Non-GAAP Financial Measures

This presentation contains non-U.S. generally accepted accounting principles (“GAAP”) financial measures for adjusted EBITDA, adjusted EBITDA margin, non-GAAP cost of revenue, non-GAAP gross profit, non-GAAP gross profit margin, non-GAAP free cash flow, and non-GAAP operating expense that excludes stock-based compensation expense, litigation and other legal costs, executive transition costs, non-recurring audit fees, enterprise risk, portfolio positioning and other related costs. These financial measures are not calculated in accordance with GAAP and are not based on any comprehensive set of accounting rules or principles. In evaluating the Company’s performance, management uses certain non-GAAP financial measures to supplement financial statements prepared under GAAP. Management believes these non-GAAP financial measures provide a useful measure of the Company’s operating results, a meaningful comparison with historical results and with the results of other companies, and insight into the Company’s ongoing operating performance. Further, management and the Board of Directors of the Company utilize these non-GAAP financial measures to gain a better understanding of the Company’s comparative operating performance from period-to-period and as a basis for planning and forecasting future periods. Management believes these non-GAAP financial measures, when read in conjunction with the Company’s GAAP financial statements, are useful to investors because they provide a basis for meaningful period-to-period comparisons of the Company’s ongoing operating results, including results of operations against investor and analyst financial models, which helps identify trends in the Company’s underlying business and provides a better understanding of how management plans and measures the Company’s underlying business.

The Company has not provided a reconciliation of its forward outlook for non-GAAP adjusted EBITDA margin with its forward-looking GAAP net income margin in reliance on the unreasonable efforts exception provided under Item 10(e)(1)(i)(B) of Regulation S-K. The Company is unable, without unreasonable efforts, to quantify share-based compensation expense, which is excluded from our non-GAAP adjusted EBITDA margin, as it requires additional inputs such as the number of shares granted and market prices that are not ascertainable due to the volatility of

the Company’s share price. Additionally, a significant portion of the Company’s operations are in foreign countries and the transactional currencies are primarily Euros and British pound sterling and the Company is not able to predict fluctuations in those currencies without unreasonable efforts. The Company expects these items may have a potentially significant impact on future GAAP financial results.

We define free cash flow as net cash provided by operating activities, less cash used for purchases of property and equipment. We define free cash flow margin as free cash flow as a percentage of revenue. In addition to the reasons stated above, we believe that free cash flow is useful to investors as a liquidity measure because it measures our ability to generate or use cash in excess of our capital investments in property and equipment in order to enhance the strength of our balance sheet and further invest in our business and potential strategic initiatives. A limitation of the utility of free cash flow as a measure of our liquidity is that it does not represent the total increase or decrease in our cash balance for the period. We use free cash flow in conjunction with traditional U.S. GAAP measures as part of our overall assessment of our liquidity, including the preparation of our annual operating budget and quarterly forecasts and to evaluate the effectiveness of our business strategies. There are a number of limitations related to the use of free cash flow as compared to net cash provided by operating activities, including that free cash flow includes capital expenditures, the benefits of which are realized in periods subsequent to those when expenditures are made. We may refer to certain financial metrics on a Last Twelve Months (“LTM”) basis. LTM figures represent the sum of the most recently reported four fiscal quarters and are used to provide a view of the company’s financial performance over the past year.

Mitek encourages investors to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, which it includes in press releases announcing quarterly financial results, including this press release, and not to rely on any single financial measure to evaluate Mitek’s business.

# Revenue Disaggregation by Major Product Portfolio

(\$ in thousands)

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
<b>Fraud and identity solutions</b>										
SaaS	\$ 13,201	\$ 14,749	\$ 14,680	\$ 17,083	\$ 17,293	\$ 16,790	\$ 18,100	\$ 20,232	\$ 20,916	\$ 19,979
Software license and support	2,829	3,253	5,689	4,758	1,722	2,843	6,944	3,949	3,908	5,089
Professional services and other	462	406	512	382	554	486	491	529	646	632
<b>Total fraud and identity solutions revenue</b>	<b>\$ 16,492</b>	<b>\$ 18,408</b>	<b>\$ 20,881</b>	<b>\$ 22,223</b>	<b>\$ 19,569</b>	<b>\$ 20,119</b>	<b>\$ 25,535</b>	<b>\$ 24,710</b>	<b>\$ 25,470</b>	<b>\$ 25,700</b>
<b>Check verification solutions</b>										
SaaS	\$ 1,052	\$ 935	\$ 984	\$ 905	\$ 1,134	\$ 1,205	\$ 1,161	\$ 1,095	\$ 1,321	\$ 1,241
Software license and support	19,227	27,567	22,873	19,892	16,374	30,234	18,846	18,627	16,907	27,612
Professional services and other	146	58	238	202	177	371	187	347	546	288
<b>Total check verification solutions revenue</b>	<b>\$ 20,425</b>	<b>\$ 28,560</b>	<b>\$ 24,095</b>	<b>\$ 20,999</b>	<b>\$ 17,685</b>	<b>\$ 31,810</b>	<b>\$ 20,194</b>	<b>\$ 20,069</b>	<b>\$ 18,774</b>	<b>\$ 29,141</b>
<b>Consolidated results</b>										
SaaS	\$ 14,253	\$ 15,684	\$ 15,664	\$ 17,988	\$ 18,427	\$ 17,995	\$ 19,261	\$ 21,327	\$ 22,237	\$ 21,220
Software license and support	22,056	30,820	28,562	24,650	18,096	33,077	25,790	22,576	20,815	32,701
Professional services and other	608	464	750	584	731	857	678	876	1,192	920
<b>Total revenue</b>	<b>\$ 36,917</b>	<b>\$ 46,968</b>	<b>\$ 44,976</b>	<b>\$ 43,222</b>	<b>\$ 37,254</b>	<b>\$ 51,929</b>	<b>\$ 45,729</b>	<b>\$ 44,779</b>	<b>\$ 44,244</b>	<b>\$ 54,841</b>

# GAAP to Non-GAAP Financial Reconciliation

(\$ in thousands)

## Non-GAAP Gross Profit Reconciliation

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
<b>Software license and hardware</b>										
Revenue	\$ 15,980	\$ 24,889	\$ 22,662	\$ 18,341	\$ 11,985	\$ 26,700	\$ 19,507	\$ 15,894	\$ 13,901	\$ 25,950
Cost of revenue (exclusive of depreciation & amortization expense)	(40)	(29)	(54)	(186)	(67)	(16)	(53)	(82)	(33)	(33)
Depreciation and amortization expense	(203)	(216)	(235)	(252)	(266)	(246)	(185)	(190)	(190)	(177)
Amortization of acquired completed technology assets	(933)	(931)	(927)	(937)	(924)	(918)	(763)	(501)	(501)	(501)
<b>GAAP gross profit</b>	<b>14,804</b>	<b>23,713</b>	<b>21,446</b>	<b>16,966</b>	<b>10,728</b>	<b>25,520</b>	<b>18,506</b>	<b>15,121</b>	<b>13,177</b>	<b>25,239</b>
Depreciation and amortization	203	216	235	252	266	246	185	190	190	177
Amortization of acquired completed technology assets	933	931	927	937	924	918	763	501	501	501
<b>Non-GAAP gross profit</b>	<b>\$ 15,940</b>	<b>\$ 24,860</b>	<b>\$ 22,608</b>	<b>\$ 18,155</b>	<b>\$ 11,918</b>	<b>\$ 26,684</b>	<b>\$ 19,454</b>	<b>\$ 15,812</b>	<b>\$ 13,868</b>	<b>\$ 25,917</b>
<b>GAAP gross margin</b>	<b>92.6%</b>	<b>95.3%</b>	<b>94.6%</b>	<b>92.5%</b>	<b>89.5%</b>	<b>95.6%</b>	<b>94.9%</b>	<b>95.1%</b>	<b>94.8%</b>	<b>97.3%</b>
<b>Non-GAAP gross margin</b>	<b>99.7%</b>	<b>99.9%</b>	<b>99.8%</b>	<b>99.0%</b>	<b>99.4%</b>	<b>99.9%</b>	<b>99.7%</b>	<b>99.5%</b>	<b>99.8%</b>	<b>99.9%</b>
<b>SaaS, maintenance, and other</b>										
Revenue	\$ 20,937	\$ 22,079	\$ 22,314	\$ 24,881	\$ 25,269	\$ 25,229	\$ 26,222	\$ 28,885	\$ 30,343	\$ 28,891
Cost of revenue (exclusive of depreciation & amortization expense)	(5,494)	(6,186)	(6,428)	(5,978)	(5,877)	(6,515)	(6,969)	(7,208)	(8,374)	(8,525)
Depreciation and amortization expense	(3)	(2)	(3)	(2)	(3)	(3)	(3)	(3)	(65)	(150)
Amortization of acquired completed technology assets	(2,103)	(2,105)	(2,095)	(2,160)	(2,128)	(2,090)	(2,218)	(2,239)	(2,208)	(2,238)
<b>GAAP gross profit</b>	<b>13,337</b>	<b>13,786</b>	<b>13,788</b>	<b>16,741</b>	<b>17,261</b>	<b>16,621</b>	<b>17,032</b>	<b>19,435</b>	<b>19,696</b>	<b>17,978</b>
Depreciation and amortization expense	3	2	3	2	3	3	3	3	65	150
Amortization of acquired completed technology assets	2,103	2,105	2,095	2,160	2,128	2,090	2,218	2,239	2,208	2,238
Stock-based compensation expense	129	124	194	127	161	162	181	143	308	355
<b>Non-GAAP gross profit</b>	<b>\$ 15,572</b>	<b>\$ 16,017</b>	<b>\$ 16,080</b>	<b>\$ 19,030</b>	<b>\$ 19,553</b>	<b>\$ 18,876</b>	<b>\$ 19,434</b>	<b>\$ 21,820</b>	<b>\$ 22,277</b>	<b>\$ 20,721</b>
<b>GAAP gross margin</b>	<b>63.7%</b>	<b>62.4%</b>	<b>61.8%</b>	<b>67.3%</b>	<b>68.3%</b>	<b>65.9%</b>	<b>65.0%</b>	<b>67.3%</b>	<b>64.9%</b>	<b>62.2%</b>
<b>Non-GAAP gross margin</b>	<b>74.4%</b>	<b>72.5%</b>	<b>72.1%</b>	<b>76.5%</b>	<b>77.4%</b>	<b>74.8%</b>	<b>74.1%</b>	<b>75.5%</b>	<b>73.4%</b>	<b>71.7%</b>
<b>Consolidated results</b>										
Revenue	\$ 36,917	\$ 46,968	\$ 44,976	\$ 43,222	\$ 37,254	\$ 51,929	\$ 45,729	\$ 44,779	\$ 44,244	\$ 54,841
Cost of revenue (exclusive of depreciation & amortization expense)	(5,534)	(6,215)	(6,482)	(6,164)	(5,944)	(6,531)	(7,022)	(7,290)	(8,407)	(8,558)
Depreciation and amortization expense	(206)	(218)	(238)	(254)	(269)	(249)	(188)	(193)	(255)	(327)
Amortization of acquired completed technology assets	(3,036)	(3,036)	(3,022)	(3,097)	(3,052)	(3,008)	(2,981)	(2,740)	(2,709)	(2,739)
<b>GAAP gross profit</b>	<b>28,141</b>	<b>37,499</b>	<b>35,234</b>	<b>33,707</b>	<b>27,989</b>	<b>42,141</b>	<b>35,538</b>	<b>34,556</b>	<b>32,873</b>	<b>43,217</b>
Depreciation and amortization expense	206	218	238	254	269	249	188	193	255	327
Amortization of acquired completed technology assets	3,036	3,036	3,022	3,097	3,052	3,008	2,981	2,740	2,709	2,739
Stock-based compensation expense	129	124	194	127	161	162	181	143	308	355
<b>Non-GAAP gross profit</b>	<b>\$ 31,512</b>	<b>\$ 40,877</b>	<b>\$ 38,688</b>	<b>\$ 37,185</b>	<b>\$ 31,471</b>	<b>\$ 45,560</b>	<b>\$ 38,888</b>	<b>\$ 37,632</b>	<b>\$ 36,145</b>	<b>\$ 46,638</b>
<b>GAAP gross margin</b>	<b>76.2%</b>	<b>79.8%</b>	<b>78.3%</b>	<b>78.0%</b>	<b>75.1%</b>	<b>81.2%</b>	<b>77.7%</b>	<b>77.2%</b>	<b>74.3%</b>	<b>78.8%</b>
<b>Non-GAAP gross margin</b>	<b>85.4%</b>	<b>87.0%</b>	<b>86.0%</b>	<b>86.0%</b>	<b>84.5%</b>	<b>87.7%</b>	<b>85.0%</b>	<b>84.0%</b>	<b>81.7%</b>	<b>85.0%</b>

# GAAP to Non-GAAP Financial Reconciliation

(\$ in thousands)

## GAAP Net Income to Adjusted EBITDA Reconciliation

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
<b>GAAP net income (loss)</b>	<b>(5,793)</b>	<b>\$ 282</b>	<b>\$ 216</b>	<b>\$ 8,573</b>	<b>(4,612)</b>	<b>\$ 9,152</b>	<b>\$ 2,396</b>	<b>\$ 1,860</b>	<b>\$ 2,772</b>	<b>\$ 9,536</b>
Add:										
Income tax (benefit) provision	(1,744)	(697)	(375)	(1,371)	(297)	916	749	1,445	1,626	3,200
Other (income) expense, net	(1,642)	(1,190)	(1,437)	(1,851)	(563)	(1,110)	(1,805)	(1,120)	(1,500)	(637)
Interest Expense	2,263	2,303	2,330	2,364	2,398	2,407	2,469	2,505	2,542	1,450
<b>GAAP operating income (loss)</b>	<b>(6,916)</b>	<b>\$ 698</b>	<b>\$ 734</b>	<b>\$ 7,715</b>	<b>(3,074)</b>	<b>\$ 11,365</b>	<b>\$ 3,809</b>	<b>\$ 4,690</b>	<b>\$ 5,440</b>	<b>\$ 13,549</b>
Non-GAAP Adjustments										
Depreciation expense	\$ 391	\$ 451	\$ 538	\$ 375	\$ 395	\$ 344	\$ 432	\$ 144	\$ 353	\$ 428
Amortization of acquisition-related intangibles	3,848	3,847	3,750	3,711	3,657	3,600	3,560	3,326	3,286	3,323
Net changes in estimated fair value of acquisition-related contingent consideration	136	-	-	-	-	-	-	-	-	-
Litigation and other legal costs	2,169	918	158	251	233	187	37	28	23	5
Executive transition costs	209	559	1,265	599	494	27	-	285	262	-
Stock compensation expense	3,430	3,888	3,583	1,723	4,465	4,352	4,422	3,571	2,691	5,001
Non-recurring audit fees	1,638	2,373	1,014	931	867	263	807	806	719	-
Enterprise risk, portfolio positioning and other related costs	996	-	-	-	-	-	-	-	-	-
Restructuring costs	48	530	1,070	114	808	29	-	3	515	-
<b>Adjusted EBITDA</b>	<b>\$ 5,949</b>	<b>\$ 13,264</b>	<b>\$ 12,112</b>	<b>\$ 15,419</b>	<b>\$ 7,845</b>	<b>\$ 20,167</b>	<b>\$ 13,067</b>	<b>\$ 12,853</b>	<b>\$ 13,289</b>	<b>\$ 22,306</b>
Total Revenue	\$ 36,917	\$ 46,968	\$ 44,976	\$ 43,222	\$ 37,254	\$ 51,929	\$ 45,729	\$ 44,779	\$ 44,244	\$ 54,841
<b>Adjusted EBITDA Margin</b>	<b>16.1%</b>	<b>28.2%</b>	<b>26.9%</b>	<b>35.7%</b>	<b>21.1%</b>	<b>38.8%</b>	<b>28.6%</b>	<b>28.7%</b>	<b>30.0%</b>	<b>40.7%</b>

## Net cash provided by (used in) operating activities to Free Cash Flow Reconciliation

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
<b>Net cash provided by (used in) operating activities</b>	<b>\$ (9,463)</b>	<b>\$ 7,064</b>	<b>\$ 12,985</b>	<b>\$ 21,102</b>	<b>\$ 565</b>	<b>\$ 13,743</b>	<b>\$ 21,571</b>	<b>\$ 19,461</b>	<b>\$ 8,018</b>	<b>\$ (945)</b>
Less:										
Purchases of property and equipment, net	(241)	(483)	(431)	(283)	(335)	(232)	(329)	(259)	(1,426)	(1,552)
<b>Free Cash Flow</b>	<b>\$ (9,704)</b>	<b>\$ 6,581</b>	<b>\$ 12,554</b>	<b>\$ 20,819</b>	<b>\$ 230</b>	<b>\$ 13,511</b>	<b>\$ 21,242</b>	<b>\$ 19,202</b>	<b>\$ 6,592</b>	<b>\$ (2,497)</b>
LTM Revenue	\$ 163,766	\$ 164,611	\$ 166,517	\$ 172,083	\$ 172,420	\$ 177,381	\$ 178,134	\$ 179,691	\$ 186,681	\$ 189,593
LTM Adjusted EBITDA	\$ 42,162	\$ 37,446	\$ 37,184	\$ 46,744	\$ 48,640	\$ 55,543	\$ 56,498	\$ 53,932	\$ 59,376	\$ 61,515
<i>LTM Adjusted EBITDA Margin %</i>	<i>25.7%</i>	<i>22.7%</i>	<i>22.3%</i>	<i>27.2%</i>	<i>28.2%</i>	<i>31.3%</i>	<i>31.7%</i>	<i>30.0%</i>	<i>31.8%</i>	<i>32.4%</i>
LTM Free Cash Flow	\$ 15,742	\$ 16,240	\$ 12,526	\$ 30,250	\$ 40,184	\$ 47,114	\$ 55,802	\$ 54,185	\$ 60,547	\$ 44,539
<i>Free Cash Flow Conversion %</i>	<i>37.3%</i>	<i>43.4%</i>	<i>33.7%</i>	<i>64.7%</i>	<i>82.6%</i>	<i>84.8%</i>	<i>98.8%</i>	<i>100.5%</i>	<i>102.0%</i>	<i>72.4%</i>

# GAAP to Non-GAAP Financial Reconciliation

(\$ in thousands)

## GAAP Operating Expense to Non-GAAP Operating Expense Reconciliation

	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
<b>Selling and marketing</b>	\$ 9,856	\$ 11,021	\$ 10,354	\$ 9,538	\$ 9,695	\$ 10,540	\$ 11,127	\$ 10,154	\$ 8,148	\$ 9,601
Non-GAAP adjustments:										
Stock-based compensation expense	821	940	818	462	974	1,035	950	939	56	1,135
Executive and other transition costs	-	-	-	218	-	-	-	-	170	-
Non-GAAP selling and marketing	\$ 9,035	\$ 10,081	\$ 9,536	\$ 8,858	\$ 8,721	\$ 9,505	\$ 10,177	\$ 9,215	\$ 7,922	\$ 8,466
<b>Research and development</b>	\$ 8,874	\$ 9,713	\$ 9,982	\$ 6,073	\$ 8,323	\$ 9,766	\$ 8,960	\$ 8,235	\$ 7,374	\$ 7,566
Non-GAAP adjustments:										
Stock-based compensation expense	1,041	1,366	1,342	(383)	1,124	1,338	1,287	457	(219)	466
Executive and other transition costs	-	-	-	-	-	-	-	98	-	-
Non-GAAP research and development	\$ 7,833	\$ 8,347	\$ 8,640	\$ 6,456	\$ 7,199	\$ 8,428	\$ 7,673	\$ 7,680	\$ 7,593	\$ 7,100
<b>General and administrative</b>	\$ 15,538	\$ 14,943	\$ 12,604	\$ 9,908	\$ 11,901	\$ 10,098	\$ 11,251	\$ 11,082	\$ 11,074	\$ 12,244
Non-GAAP adjustments:										
Stock-based compensation expense	1,439	1,458	1,229	1,517	2,206	1,817	2,004	2,032	2,546	3,045
Litigation and other legal costs	2,169	918	158	251	233	187	37	28	23	5
Executive and other transition costs	209	559	1,265	381	494	27	-	187	92	-
Non-recurring audit fees	1,638	2,373	1,014	931	867	263	807	806	719	-
Enterprise risk, portfolio positioning and other related costs	996	-	-	-	-	-	-	-	-	-
Non-GAAP general and administrative	\$ 9,087	\$ 9,635	\$ 8,938	\$ 6,828	\$ 8,101	\$ 7,804	\$ 8,403	\$ 8,029	\$ 7,694	\$ 9,194
<b>Total Non-GAAP operating expense</b>	<b>\$ 25,955</b>	<b>\$ 28,063</b>	<b>\$ 27,114</b>	<b>\$ 22,142</b>	<b>\$ 24,021</b>	<b>\$ 25,737</b>	<b>\$ 26,253</b>	<b>\$ 24,924</b>	<b>\$ 23,209</b>	<b>\$ 24,760</b>



# Thank you.

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Mitek Headquarters  
770 1st Avenue, Suite 425  
San Diego, CA 92101

+1 619.269.6800  
[ir@miteksystems.com](mailto:ir@miteksystems.com)

