Cognex Q2 2026 Earnings

August 5, 2026

Forward-Looking Statements

Certain statements made in this presentation, as well as oral statements made by Cognex Corporation ("Cognex", "we", "us", "our", or the "Company") from time to time, constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). We intend such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. Readers can identify these forward-looking statements by our use of the words "expects," "anticipates," "estimates," "potential," "believes," "projects," "intends," "plans," "aims," "will," "may," "shall," "could," "should," "opportunity," "goal," "objective," "target," "milestone" and similar words and other statements of a similar sense. These statements are based on our current estimates and expectations as to prospective events and circumstances, which may or may not be in our control and as to which there can be no firm assurances given. These forward-looking statements, which include statements regarding business and market trends, future financial performance, financial targets, milestones and related timing expectations, the impacts of our strategic portfolio review, the impact of tariffs, customer demand and order rates and timing of related revenue, future product or revenue mix, research and development activities, sales and marketing activities including our salesforce transformation, new product offerings, innovation and product development activities, customer acceptance of our products, commercial partnerships, capital expenditures, cost management activities including expected annualized operating expense reductions, investments, liquidity, dividends and stock repurchases, strategic and growth plans and opportunities, financial and operating models, acquisitions, and estimated tax benefits and expenses, changes in tax legislation, and other tax matters, involve known and unknown risks and uncertainties that could cause actual results to differ materially from those projected. Such risks and uncertainties include: (1) the technological obsolescence of current products, the inability to develop new products, and the inability to achieve growth through expanding and adjacent markets; (2) the impact of competitive pressures; (3) the inability to attract and retain skilled employees and effectively plan for succession, while maintaining our unique corporate culture; (4) the failure to properly manage the distribution of products and services; (5) economic, political, and other risks associated with international sales and operations, including the impact of trade disputes, the imposition of tariffs, the economic climate in China, and the wars and conflicts involving Iran, Ukraine, and Israel and those that may arise in the future in the geographies where we conduct business; (6) the challenges in integrating and achieving expected results from acquired businesses; (7) uncertainty surrounding our future capital needs; (8) the inability to effectively scale our operations and salesforce to support a significantly expanded customer base in an increasing number of geographies; (9) information security breaches and other cybersecurity threats; (10) the failure to comply with laws or regulations relating to data privacy, data protection, artificial intelligence, or other automated technologies; (11) the inability to protect our proprietary technology and intellectual property; (12) the inability to manage direct and indirect disruptions to our supply chain, which could cause delays in obtaining components for our products at reasonable prices; (13) the failure to manufacture and deliver products in a timely manner; (14) the inability to obtain, or the delay in obtaining, components for our products at reasonable prices, including memory chips; (15) the inability to design and manufacture high-quality products; (16) the loss of, or curtailment of purchases by, large customers in the logistics, consumer electronics, or automotive end markets; (17) challenges in accurately forecasting our financial results due to seasonal and cyclical variations in customer purchasing patterns and economic and market volatility; (18) potential impairment charges with respect to our investments or acquired intangible assets; (19) exposure to additional tax liabilities, increases and fluctuations in our effective tax rate, and other tax matters; (20) fluctuations in foreign currency exchange rates and the use of derivative instruments; (21) unfavorable global economic conditions, including, without limitation, increases in interest rates, elevated inflation rates, and recession risks; (22) business disruptions from natural or man-made disasters, public health crises, or other events outside our control; (23) stock price volatility; (24) our involvement in time-consuming and costly litigation or activist shareholder activities; and (25) the failure to effectively transform our operating model, manage our expenses, and achieve expected cost reductions. The foregoing list should not be construed as exhaustive and we encourage readers to refer to the detailed discussion of risk factors included in Part I - Item 1A of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2025 (the "Annual Report"), as updated by Part II - Item 1A of our Quarterly Reports on Form 10-Q as filed with the SEC. The Company cautions readers not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. The Company disclaims any obligation to subsequently revise forward-looking statements to reflect the occurrence of anticipated or unanticipated events or circumstances after the date such statements are made.

Q2 2026 Highlights

Strategy Update:

- **Extending AI leadership:** using OneVision™ to enable new AI-driven applications and expand into high-growth end markets, including data center supply chain
- **Customer experience:** building the industry's most comprehensive and easy-to-use machine vision ecosystem
- **Diversification:** targeting growth to be increasingly diversified across customers, channels, adjacencies and end markets

Revenue up 17% Y/Y, +16% Y/Y constant-currency growth

- Achieved record quarterly revenue; 8th consecutive quarter of Y/Y growth
- 10th consecutive quarter of double-digit Y/Y Logistics growth
- Broad-based FA growth led by Electronics, Semi and Packaging

Commitment to bottom-line profitability:

- Adjusted EBITDA and Adjusted EPS increased 81% and 80% Y/Y, respectively
- Adjusted EBITDA margin of 32.2%, up 1,150 bps Y/Y, marking the eighth consecutive quarter of expansion

Q2 2026 Revenue

$291 Million

+17% Y/Y

Q2 2026 Adj. EBITDA Margin

32.2%

+1,150 bps Y/Y

Q2 2026 Free Cash Flow

$68 Million

+70% Y/Y

Please see the appendix of this presentation for a description of certain Non-GAAP measures and a full GAAP to Non-GAAP reconciliation

Driving Growth Through Diversification

ADDING NEW CUSTOMERS

- ~9,000 in 2025
- ~4,500 2026 YTD

STRENGTHENING CHANNEL

- Revitalizing Cognex channel partner program globally

ENTERING ADJACENCIES

- Through organic or inorganic investments

EXPANDING END MARKETS

- Data Center supply chain

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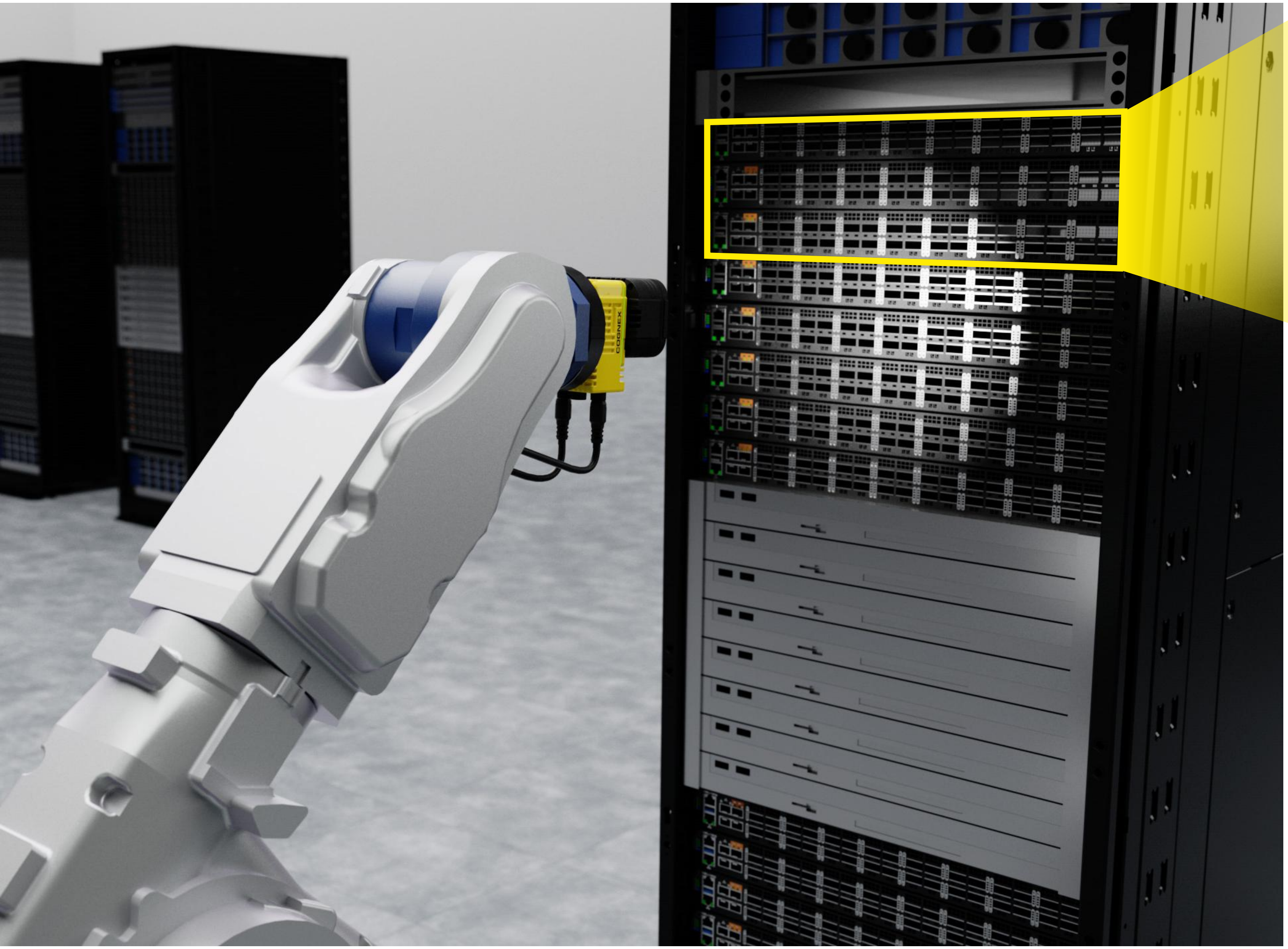
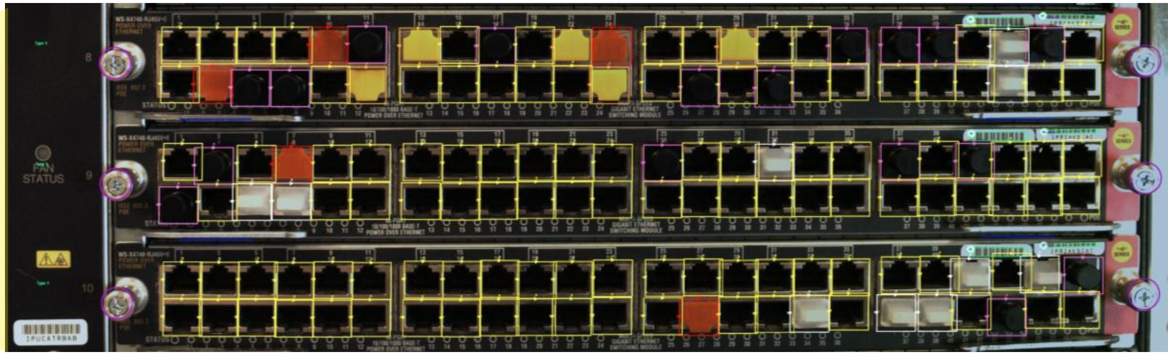
Driving Growth Through Diversification: Data Center Supply Chain Opportunity





Application: Server Rack Inspection

- Addresses a **complex, high-value quality control challenge** in data center infrastructure
- Showcases the **expanding opportunity for OneVision** beyond traditional factory automation

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Q2 2026 End Market Results and Updated 2026 View

END MARKET	% OF REVENUE Full-year 2025[1]	Q2 2026 REVENUE GROWTH[2]	UPDATED 2026 VIEW
Logistics	26%	DD	HSD *from MSD to HSD*
Packaging	21%	DD	DD *from HSD*
Consumer Electronics	19%	DD	DD *from HSD to DD*
Automotive	19%	(HSD)	FLAT to LSD
Semiconductor	10%	DD	DD *from HSD to DD*
OTHER	5%		

LSD = low-single digit; MSD = mid-single digit; HSD = high-single digit; DD = double digit.

1) End Market revenue mix excludes the medical lab automation Commercial Partnership and includes the Japan-focused trading business in 2025; 2) Q2 2026 revenue growth excludes FX and the impact from the divestiture of the Japan-focused trading business.

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Q2 2026 Financial Highlights

Adj. EBITDA Margin

32.2%

+1,150 bps Y/Y
Eighth consecutive quarter of Y/Y expansion

Adj. Diluted EPS

$0.45

+80% Y/Y
Eighth consecutive quarter of Y/Y growth

Free Cash Flow Conversion[1]

114%

Trailing twelve-month rate
Seventh consecutive quarter >100%

1) Defined as Free Cash Flow divided by Adjusted Net Income.

Please see the appendix of this presentation for a description of certain Non-GAAP measures and a full GAAP to Non-GAAP reconciliation

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Q2 2026 Financials

All figures in $ million, except per share amounts	Q2 2026	Q2 2025	Y/Y Change
Revenue	**291**	**249**	**+17%**
Adjusted Gross Profit	208	169	+23%
Adjusted Gross Margin	71.5%	68.0%	+350bps
Adjusted Operating Expenses	119	123	-3%
Adjusted EBITDA	**94**	**52**	**+81%**
Adjusted EBITDA Margin	**32.2%**	**20.7%**	**+1,150 bps**
Adjusted Net Income	76	43	+77%
Adjusted Diluted EPS	**$0.45**	**$0.25**	**+80%**
Free Cash Flow	**68**	**40**	**+70%**

1. Revenue increased 17% as reported and 16% on a constant currency basis driven by broad-based strength across most major end markets.
2. Adjusted Gross Margin expanded 350 basis points, driven by favorable mix and volume. Tariff refunds were not a material contributor.
3. Adjusted EBITDA Margin expanded 1,150 basis points driven by revenue growth and favorable mix.
4. Adjusted diluted EPS increased by $0.20, or 80%, driven by operating leverage.
5. Continued strong cash generation with $68 million of Free Cash Flow, an increase of 70% year over year.

Please see the appendix of this presentation for a description of certain Non-GAAP measures and a full GAAP to Non-GAAP reconciliation

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Q3 2026 Outlook

All figures in $ million, unless specified	Q3 2026 Guidance	Q3 2025 Results	Q3 2025 Results ex CP*	Y/Y Change**	Y/Y Change** ex CP*
Revenue	**$300 – $320**	**$277**	**$264**	**+12%**	**+17%**
Adj. EBITDA Margin[1]	**32% – 35%**	**24.9%**	**22.1%**	**+860bps**	**+1,140bps**
Adj. Diluted EPS[1]	**$0.50 – $0.54**	**$0.33**	**$0.28**	**+58%**	**+86%**

* Excluding the one-time benefit from the commercial partnership with a medical lab automation channel partner (the "CP").
** At the midpoint of guidance.

[1]Cognex has provided the forward-looking non-GAAP measures of adjusted EBITDA margin and adjusted earnings per share (diluted), but cannot, without unreasonable effort, forecast such items to present or provide a reconciliation to corresponding forecasted GAAP measures. These include special items such as reorganization charges, acquisition and integration charges, and amortization of acquisition-related intangible assets, all of which are subject to limitations in predictability of timing, ultimate outcome and numerous conditions outside of Cognex's control. Additionally, these items are outside of Cognex's normal business operations and not used by management to assess Cognex's operating results. Cognex believes these limitations would result in a range of projected values so broad as to not be meaningful to investors. For these reasons, Cognex believes that the probable significance of such information is low. Information with respect to special items for certain historical periods is included in the section entitled "Reconciliation of Selected Items From GAAP to Non-GAAP". In Q3 2025 the GAAP operating margin was 20.9% and GAAP earnings per share (diluted) were $0.10.

3rd QUARTER EXPECTATIONS

1. Year-over-year revenue growth reflects contribution from broader Factory Automation end markets and Logistics.
2. Adjusted EBITDA margin expansion driven by revenue growth and cost reduction.
3. Adjusted EPS growth driven by revenue growth and margin expansion.

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Full-Year 2026 Outlook

All figures in $ million, unless specified	2026 Guidance	2025 Results	2025 Results ex CP*	Y/Y Change**	Y/Y Change** ex CP*
Revenue	**$1,130 – $1,150**	**$994**	**$982**	**+15%**	**+16%**
Adj. EBITDA Margin[1]	**29% – 31%**	**21.5%**	**20.7%**	**+850bps**	**+930bps**
Adj. Diluted EPS[1]	**$1.64 – $1.68**	**$1.02**	**$0.97**	**+63%**	**+71%**

* Excluding the one-time benefit from the commercial partnership with a medical lab automation channel partner (the "CP").
** At the midpoint of guidance.

[1]Cognex has provided the forward-looking non-GAAP measures of adjusted EBITDA margin and adjusted earnings per share (diluted), but cannot, without unreasonable effort, forecast such items to present or provide a reconciliation to corresponding forecasted GAAP measures. These include special items such as reorganization charges, acquisition and integration charges, and amortization of acquisition-related intangible assets, all of which are subject to limitations in predictability of timing, ultimate outcome and numerous conditions outside of Cognex's control. Additionally, these items are outside of Cognex's normal business operations and not used by management to assess Cognex's operating results. Cognex believes these limitations would result in a range of projected values so broad as to not be meaningful to investors. For these reasons, Cognex believes that the probable significance of such information is low. Information with respect to special items for certain historical periods is included in the section entitled "Reconciliation of Selected Items From GAAP to Non-GAAP". In 2025 the GAAP operating margin was 16.3% and GAAP earnings per share (diluted) were $0.68.

2026 EXPECTATIONS

1. Year-over-year revenue growth reflects contribution from broader Factory Automation end markets and Logistics.
2. Adjusted EBITDA margin expansion driven by revenue growth and cost reduction resulting in 87% revenue flow through at the midpoint.
3. Adjusted EPS growth driven by revenue growth and margin expansion.

Baselining Revenue for Comparability

TOPIC *All figures in $ million*		Q3	Q4	Full Year
2025 GAAP Revenue as reported		**$277**	**$252**	**$994**
Completed portfolio optimization actions	*Y/Y headwind*	(5)	(5)	(17)
Consumer Electronics order timing shift (Q3 → Q2)	*Timing*	(7)	--	--
One-time commercial partnership benefit (Q3 2025)	*Y/Y headwind*	(13)	--	(13)
Revenue Baseline (for growth comparison)		**252**	**247**	**964**
2026 GAAP Revenue guidance range[1]		**$300 – 320**	**--**	**$1,130 – 1,150**
Implied Y/Y growth at the mid-point		*23%*	--	*18%*

1) Q4 2026 GAAP revenue guidance to be provided in the Q3 quarterly earnings release.

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Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures, including adjusted gross profit and margin, adjusted operating expense, adjusted operating income and margin, adjusted EBITDA and margin, adjusted net income, adjusted earnings per share of common stock, diluted, adjusted effective tax rate, and free cash flow and free cash flow conversion rate. Cognex defines its non-GAAP metrics as follows:

- *Adjusted gross profit and margin*: Gross margin adjusted for amortization of acquisition-related intangible assets, as well as, if applicable, restructuring charges, reorganization charges, acquisition and integration costs and one-time discrete events.
- *Adjusted operating expense*: Operating expense adjusted for amortization of acquisition-related intangible assets, as well as, if applicable, restructuring charges, reorganization charges, acquisition and integration costs and one-time discrete events.
- *Adjusted operating income and margin*: Operating income adjusted for amortization of acquisition-related intangible assets, as well as, if applicable, restructuring charges, reorganization charges, acquisition and integration costs and one-time discrete events.
- *Adjusted EBITDA and margin*: Operating income adjusted for amortization of acquisition-related intangible assets and depreciation, as well as, if applicable, restructuring charges, reorganization charges, acquisition and integration costs and one-time discrete events.
- *Adjusted net income:* Net income adjusted for amortization of acquisition-related intangible assets, as well as, if applicable, restructuring charges, reorganization charges, acquisition and integration costs, discrete tax items, and one-time discrete events (such as loss on sale of business).
- *Adjusted earnings per share of common stock, diluted:* Adjusted net income divided by diluted weighted average common and common-equivalent shares.
- *Adjusted effective tax rate:* Effective tax rate adjusted for discrete tax items and the net impact of the other non-GAAP adjustments.
- *Free cash flow:* Cash provided by operating activities less cash for capital expenditures.
- *Free cash flow conversion rate:* Free cash flow divided by net income or adjusted net income, as applicable.

Cognex may also disclose results on a constant-currency basis as one measure to evaluate its performance and compare results between periods as if the exchange rates had remained constant period-over-period.

Cognex believes these non-GAAP financial measures are helpful because they allow investors to more accurately compare results over multiple periods using the same methodology that management employs in its budgeting process, in its review of operating results, and for forecasting and planning for future periods. Cognex's definitions may differ from the definitions used by other companies and therefore comparability may be limited. In addition, other companies may not publish these or similar metrics. Furthermore, these measures have certain limitations in that they do not include the impact of certain non-recurring expenses that are reflected in our consolidated statement of operations that are necessary to run our business. Thus, our non-GAAP financial measures should be considered in addition to, not as substitutes for, or in isolation from, measures prepared in accordance with GAAP.

GAAP to Non-GAAP Tables

USD $ in 000s unless noted as per share

	Three-months Ended		Six-months Ended	
	July 5, 2026	June 29, 2025	**July 5, 2026**	June 29, 2025
Gross profit (GAAP)	**$ 205,773**	$ 167,876	**$ 396,712**	$ 312,199
Acquisition and integration costs	**218**	211	**434**	453
Amortization of acquisition-related intangible assets	**1,323**	1,382	**2,660**	2,720
Reorganization charges	**921**	—	**1,295**	86
Adjusted gross profit	**$ 208,235**	$ 169,469	**$ 401,101**	$ 315,458
GAAP gross margin	**70.6 %**	67.4 %	**70.9 %**	67.1 %
Adjusted gross margin	**71.5 %**	68.0 %	**71.7 %**	67.8 %
Operating expense (GAAP)	**$ 120,256**	$ 124,443	**$ 251,322**	$ 242,674
Acquisition and integration costs	**(15)**	(259)	**(30)**	(797)
Amortization of acquisition-related intangible assets	**(972)**	(1,296)	**(2,167)**	(2,586)
Reorganization charges	**(335)**	—	**(5,090)**	(1,622)
Adjusted operating expense	**$ 118,934**	$ 122,888	**$ 244,035**	$ 237,669
Operating income (GAAP)	**$ 85,517**	$ 43,433	**$ 145,390**	$ 69,525
Acquisition and integration costs	**233**	470	**464**	1,250
Amortization of acquisition-related intangible assets	**2,295**	2,678	**4,827**	5,306
Reorganization charges	**1,256**	—	**6,385**	1,708
Adjusted operating income	**$ 89,301**	$ 46,581	**$ 157,066**	$ 77,789
GAAP operating margin	**29.4 %**	17.4 %	**26.0 %**	14.9 %
Adjusted operating margin	**30.7 %**	18.7 %	**28.1 %**	16.7 %
Depreciation (adjusted for amounts included in Acquisition and integration costs)	**4,358**	5,095	**8,830**	10,178
Adjusted EBITDA	**$ 93,659**	$ 51,676	**$ 165,896**	$ 87,967
Adjusted EBITDA margin	**32.2 %**	20.7 %	**29.6 %**	18.9 %

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GAAP to Non-GAAP Tables

USD $ in 000s unless noted as per share

	Three-months Ended		Six-months Ended	
	July 5, 2026	June 29, 2025	**July 5, 2026**	June 29, 2025
Net income (GAAP)	**$ 72,756**	$ 40,511	**$ 124,460**	$ 64,114
Acquisition and integration costs	**233**	470	**464**	1,250
Amortization of acquisition-related intangible assets	**2,295**	2,678	**4,827**	5,306
Reorganization charges	**1,256**	—	**6,385**	1,708
Loss on sale of business	**—**	—	**1,539**	—
Discrete tax (benefit) expense	**450**	(211)	**(729)**	(518)
Tax impact of reconciling items	**(1,102)**	(891)	**(3,740)**	(2,256)
Adjusted net income	**$ 75,888**	$ 42,557	**$ 133,206**	$ 69,604
Earnings per share of common stock, diluted (GAAP)	**$ 0.43**	$ 0.24	**$ 0.74**	$ 0.38
Acquisition and integration costs	**0.00**	0.00	**0.00**	0.01
Amortization of acquisition-related intangible assets	**0.01**	0.02	**0.03**	0.03
Reorganization charges	**0.01**	—	**0.04**	0.01
Loss on sale of business	**—**	—	**0.01**	—
Discrete tax (benefit) expense	**0.00**	0.00	**0.00**	0.00
Tax impact of reconciling items	**(0.01)**	(0.01)	**(0.02)**	(0.01)
Adjusted earnings per share of common stock, diluted	**$ 0.45**	$ 0.25	**$ 0.80**	$ 0.41
Effective tax rate (GAAP)	**18.5 %**	15.7 %	**17.6 %**	15.5 %
Discrete tax benefit (expense)	**(0.5)%**	0.4 %	**0.5 %**	0.7 %
Net impact of other reconciling items	**0.4 %**	0.7 %	**0.8 %**	1.1 %
Adjusted effective tax rate	**18.5 %**	16.9 %	**18.9 %**	17.3 %
Cash provided by operating activities (GAAP)	**$ 69,153**	$ 42,625	**$ 114,246**	$ 83,127
Capital expenditures	**(1,532)**	(2,194)	**(4,289)**	(4,695)
Free cash flow	**$ 67,621**	$ 40,431	**$ 109,957**	$ 78,432

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Description of Certain Adjustments

1. **Depreciation**

The company incurs expense related to its normal use of property, plant and equipment

2. **Acquisition and integration costs**

The Company has incurred charges related to the purchase and integration of acquired businesses. During the periods presented, these costs were primarily related to the ongoing integration of Moritex Corporation, which the Company acquired in the fourth quarter of 2023.

3. **Amortization of acquisition-related intangible assets**

The Company excludes the amortization of acquired intangible assets from non-GAAP expense and income measures. These items are inconsistent in amount and frequency and are significantly impacted by the timing and size of acquisitions, and include the amortization of customer relationships, completed technologies, and trademarks that originated from prior acquisitions. The largest driver of intangible asset amortization was the acquisition of Moritex Corporation.

4. **Reorganization charges**

The Company has incurred charges related to the reorganization of its employees. During the three-month period ended July 5, 2026, these costs consisted primarily of severance and consulting fees.

5. **Loss on sale of business**

The Company has recognized a pre-tax loss related to the divestiture of its Japan-focused trading business, which includes direct costs associated with the divestiture incurred during the six-month period ended July 5, 2026.

6. **Discrete tax (benefit) expense and tax impact of reconciling items**

Items unrelated to current period ordinary income or (loss) that generally relate to changes in tax laws, adjustments to prior period's actual liability determined upon filing tax returns, adjustments to previously recorded reserves for uncertain tax positions, establishments and adjustments of valuation allowances, stock-based compensation, and adjustments to deferred tax positions. We estimate the tax effect of items identified in the reconciliation by applying the statutory tax rate to the pre-tax amount.

Investor Relations Upcoming Activity

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HEAD OF
INVESTOR RELATIONS

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Upcoming Conferences and Investor Events		
August	KeyBanc Capital Markets Technology Leadership Forum	Park City, UT
August	Melius HQ Investor Visit	Natick, MA
August	Raymond James Virtual Industrial Showcase	Natick, MA
September	Morgan Stanley 14th Annual Laguna Conference	Dana Point, CA
October	European Non-Deal Roadshow	London, Stockholm, Frankfurt, Zurich, Geneva, Paris