

Leading Global Provider of Supply Chain Management Solutions



NASDAQ: AMSWA

Allan Dow
CEO

Vincent Klinges
CFO

Forward Looking Statements

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Supply Chain Software Overview



Proven Results and Track Record of Innovation



50+ Years as a Best-of-Breed Provider of Supply Chain and Retail Optimization Solutions



900+ Customers in over 80 Countries Attracted by Vertically Oriented Solutions and Functional Depth



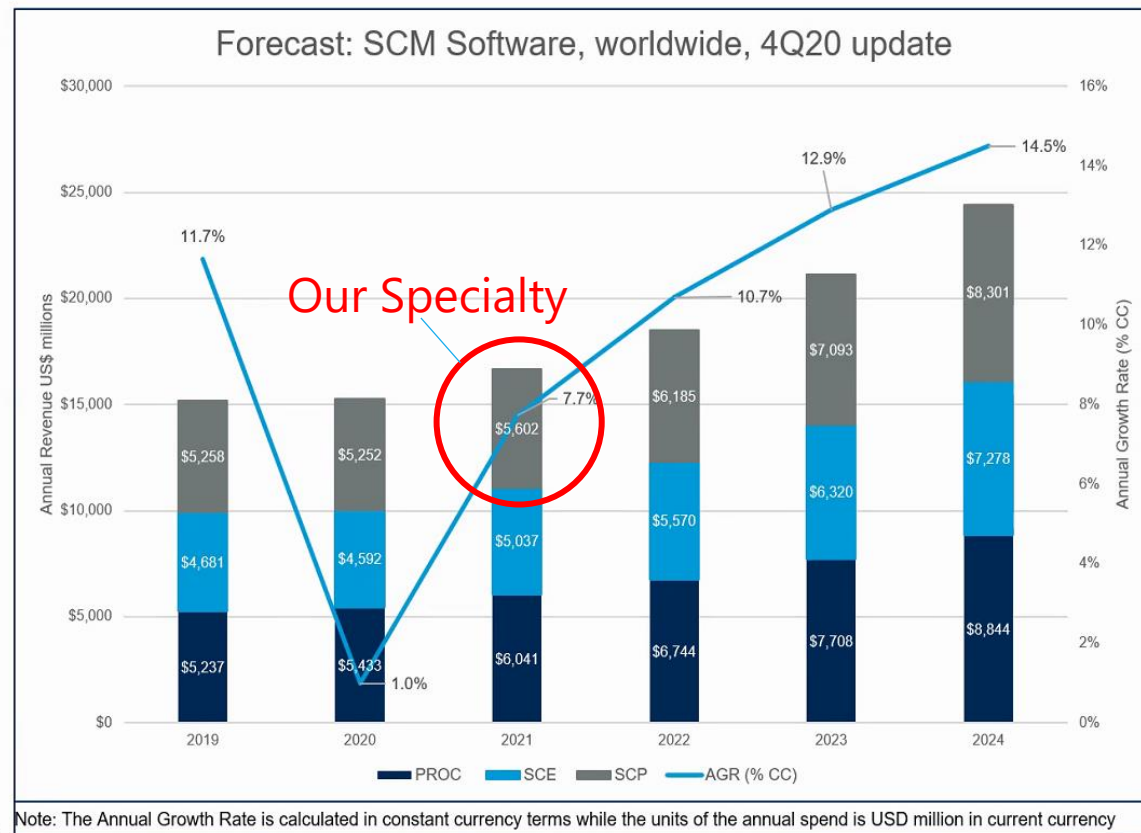
Multi-Brand Strategy Addresses Needs of Global 1000, Enterprise and SMB Companies



Strong Financial Position



Supply Chain Management Growth



Gartner

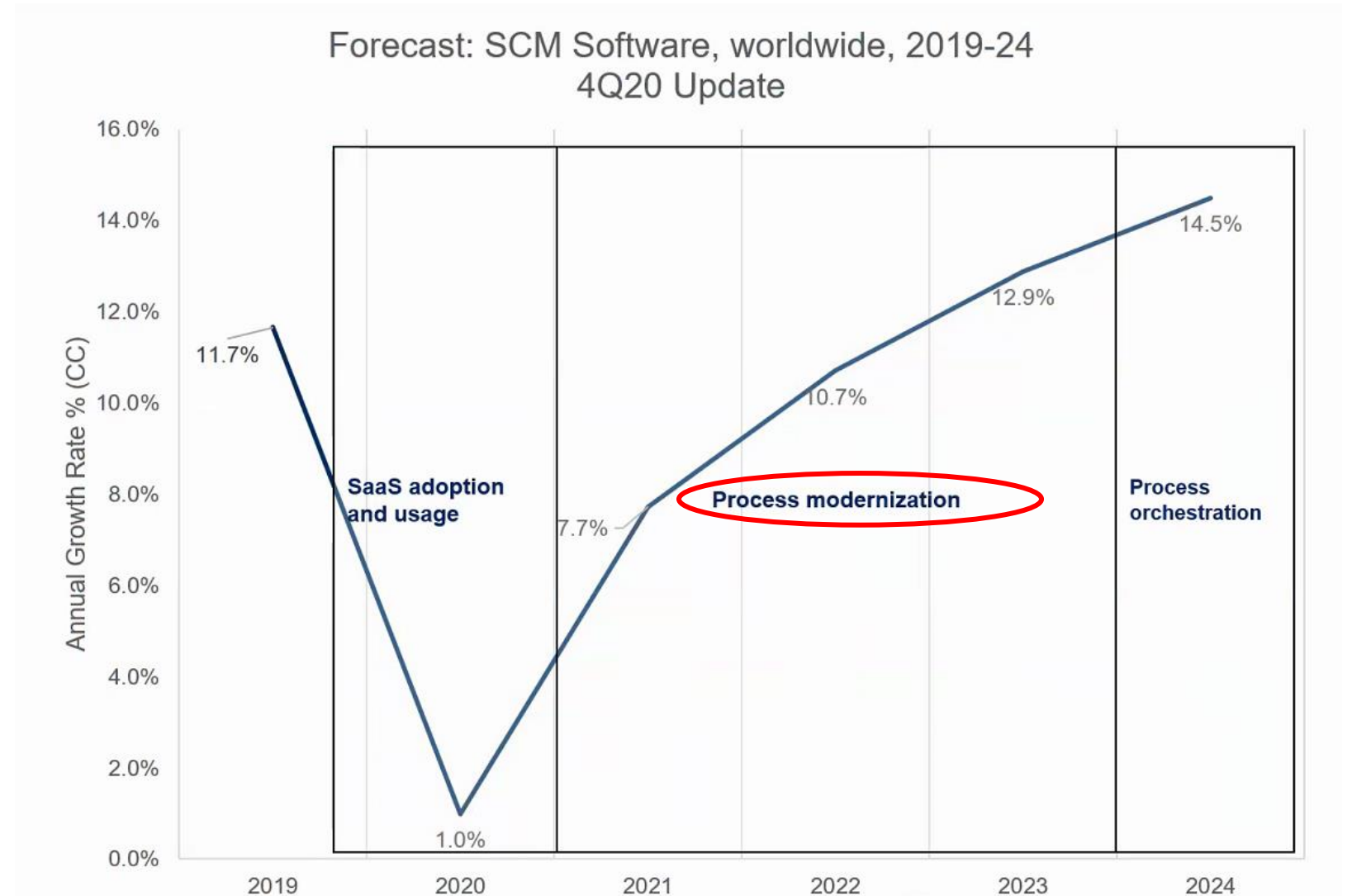
Market Forecast Through 2024

The Supply Chain Management (SCM) Software market exceeded \$15 billion in total revenue in 2019 and is expected to **exceed \$24 billion by 2024**.

This represents a **CAGR of 10% through 2024**.

Process Change Drives Growth in SC Software

- Transition to SaaS continues to drive the majority of growth into 2021
- The move to SaaS is driving companies to purchase new solutions which will lead to process modernization and expanding the selected vendor's footprint



Recognized Leader: 2021 Gartner Magic Quadrant for Supply Chain Planning Solutions

"[Logility] has invested in its **digital planning** capability over the last couple of years as it modernizes its capabilities, particularly in advanced analytics and machine learning."

"[Logility's] innovation strategy is above average. This is driven by above-average scores for vision for AI, vision for data sources/management, and **vision for speed and scalability**."



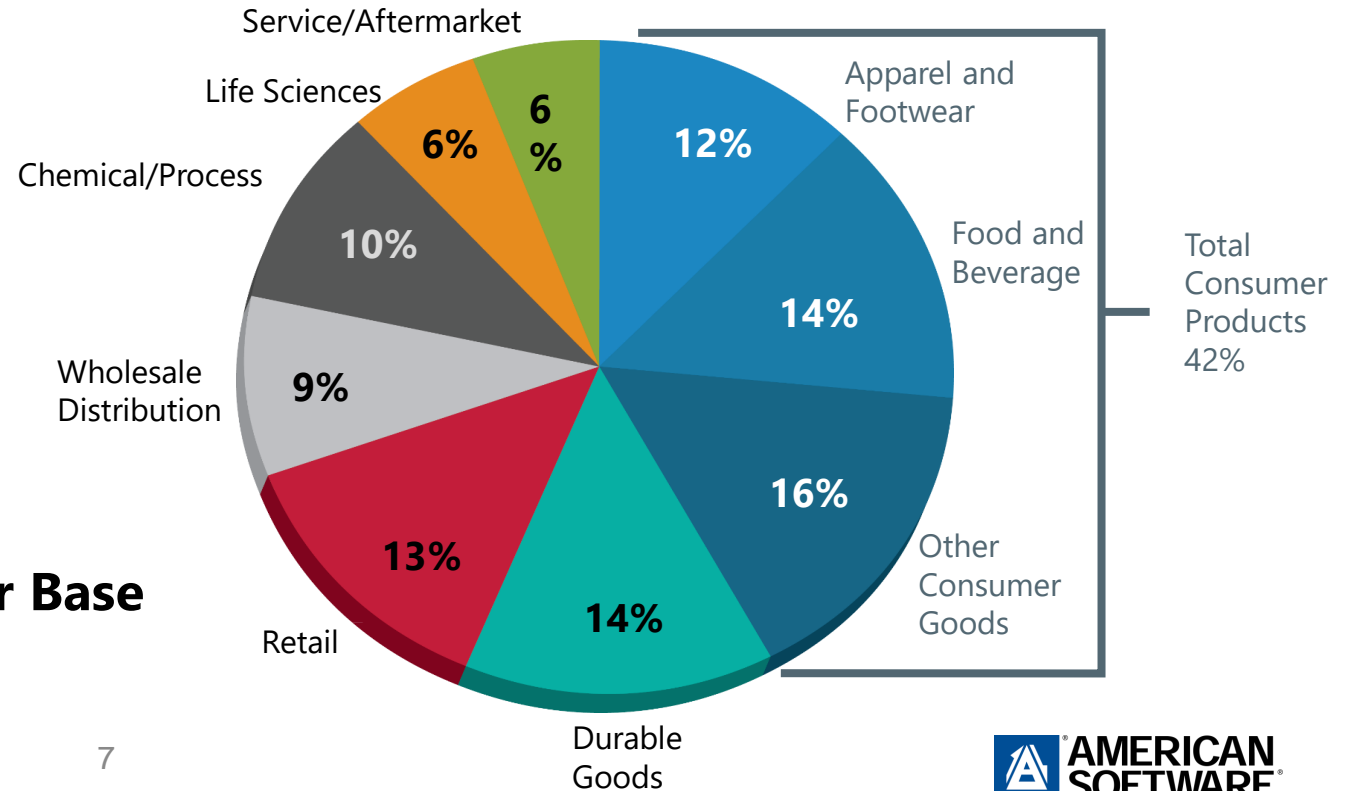
Magic Quadrant for Supply Chain Planning Solutions



Digital Supply Chain Platform & Industry Verticals



SCM Customer Base



Diversified Customer Base

Consumer Goods	   	Service & Aftermarket	   
Durable Goods	   	Life Sciences	  
Electronics	  	Retail	   
Personal Care	  	Home Furnishings	  
Food & Beverage	     	Softgoods & Apparel	    
Process Chemicals	    	Wholesale Distribution	   

Investing in the Future

Gross R&D Investment

5 Years past / 3 Years Ahead

\$80+60M

Staff Growth

5 Years past / 3 Years Ahead

32 + 26%

Consistent Years
of Profitability

19

Cash &
Investments

\$111M

Revenue
to Date

\$3.2B

Debt

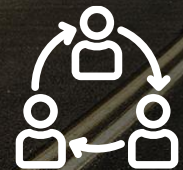
ZERO



RESEARCH



INNOVATION



CO-INNOVATION

Sustainability Mission

Creating sustainable supply chains that improve peoples lives and the world we live in.



Economic

- Accelerating and Improving decision making
- More effective deployment of inventory
- Efficient utilization of assets
- Higher fulfillment and customer satisfaction



Environmental

- Reduced energy consumption and carbon footprint
- Improvements in effluent & waste
- Traceability & recovery of products
- Higher recyclable content
- Efficient use of raw materials
- Higher utilization of return and restore



Social

- Ensuring adherence to proper labor, safety & security standards
- Upholding the standards of fair trade and social equality
- Enriching lives across the globe through better delivery & availability of products
- Automating the routine & mundane tasks and freeing supply chain communities for more rewarding roles

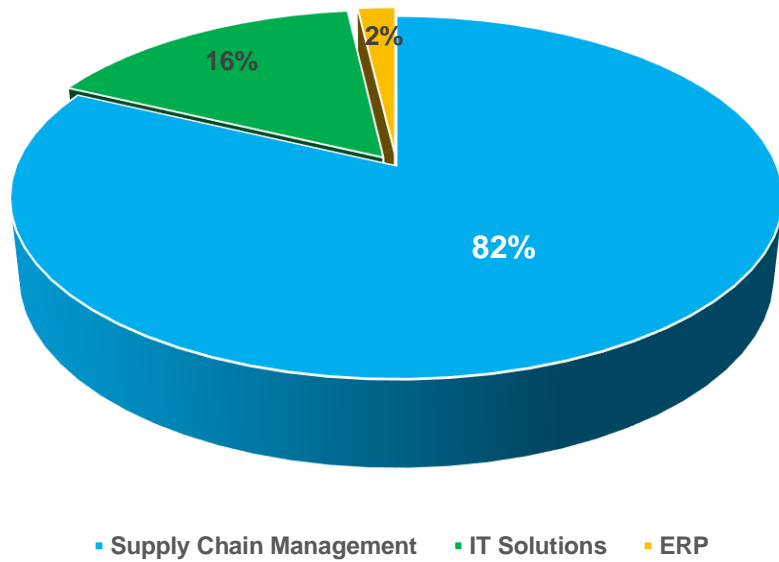
Financial Summary



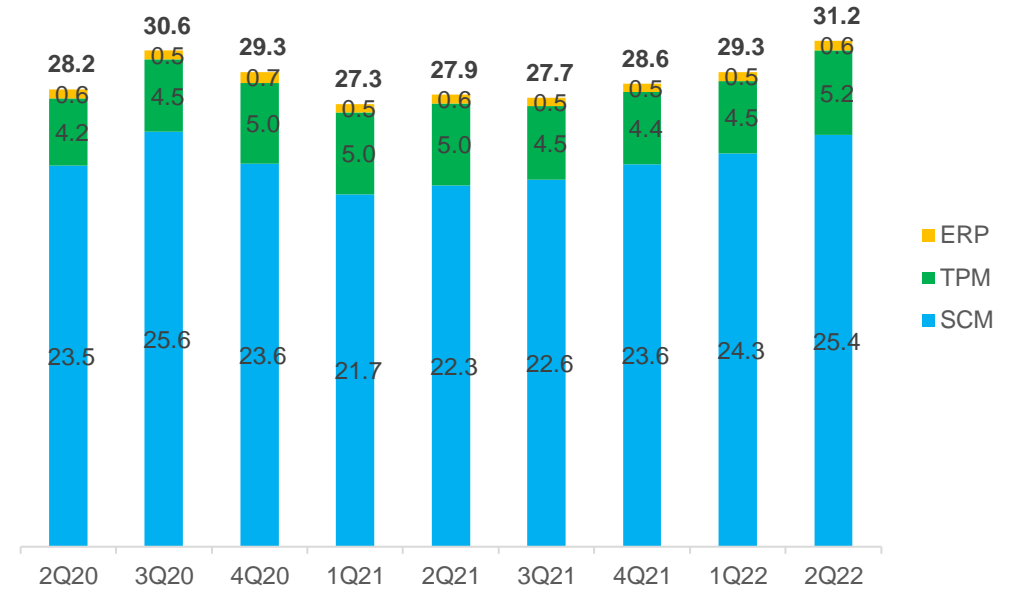
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Revenue Contributions

Three Business Segments

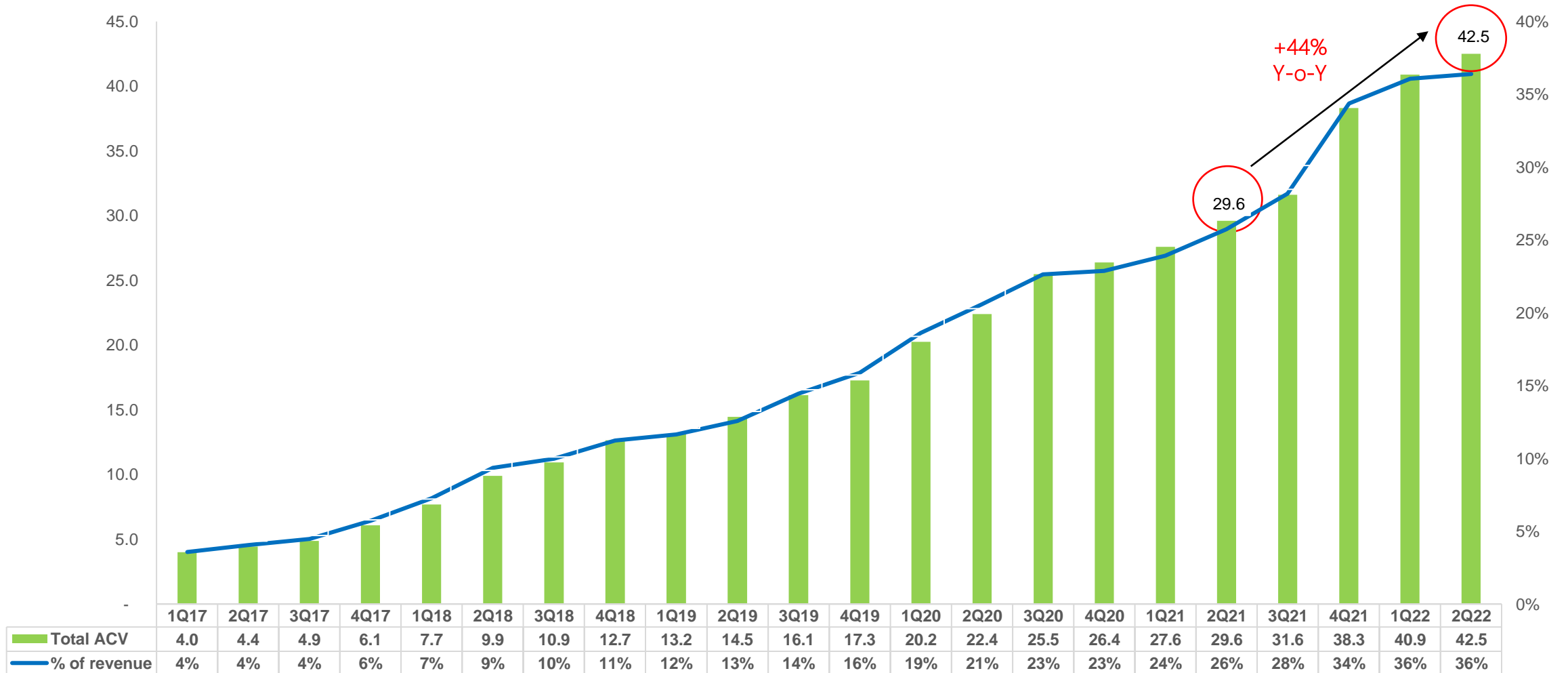


Revenue by Segment (\$MMs)



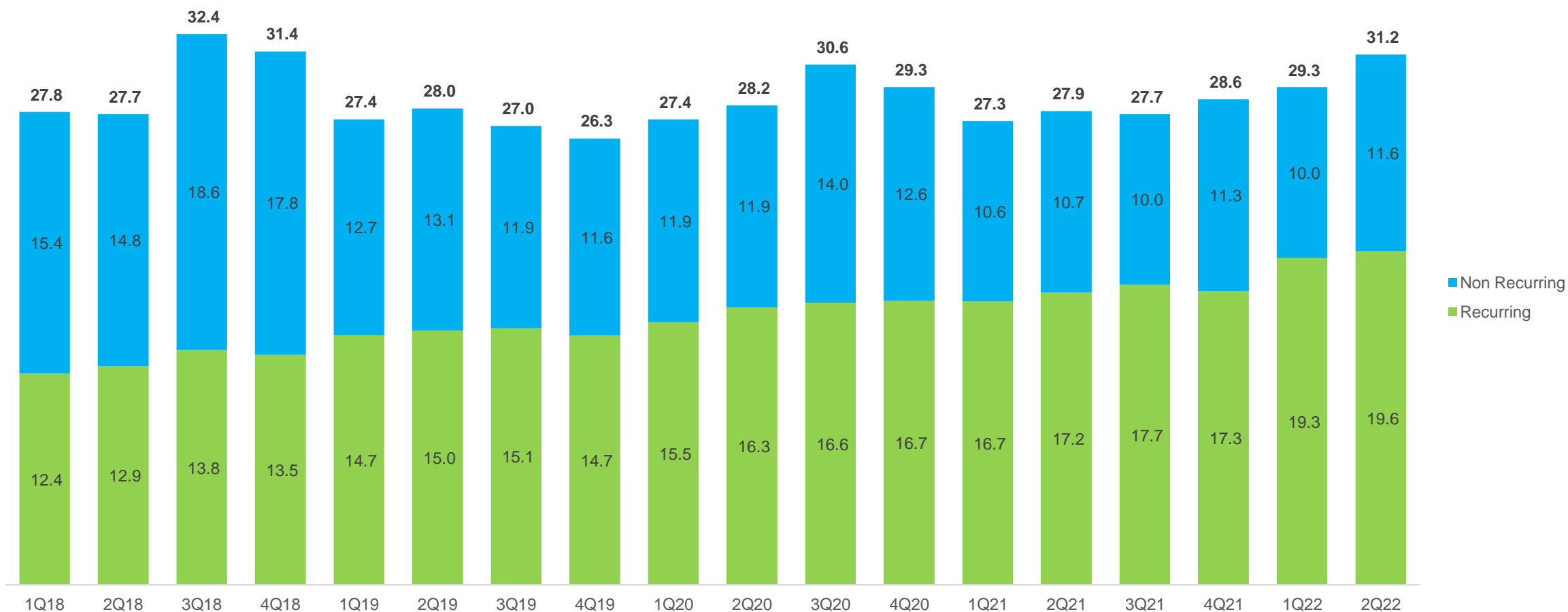
Transition to the Cloud

Annual Contract Value (ACV)



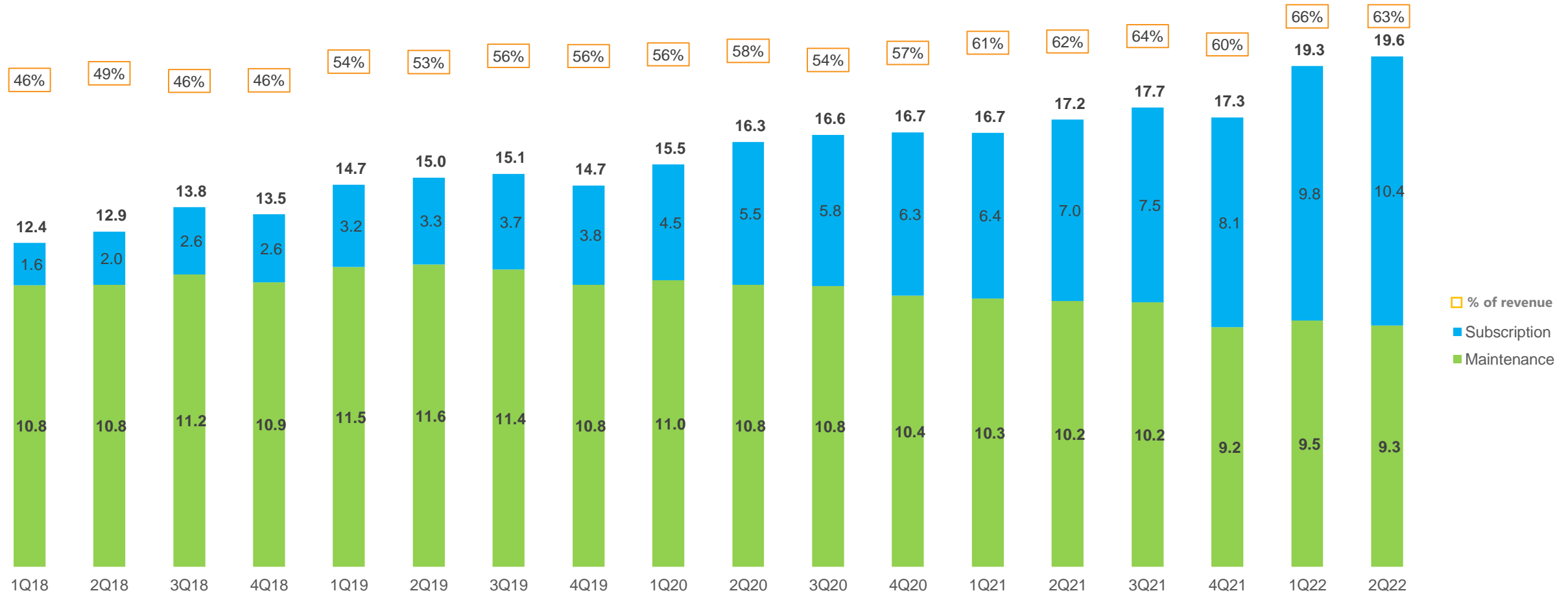
Rising Mix of Recurring Revenue

Quarterly Revenue in \$MMs



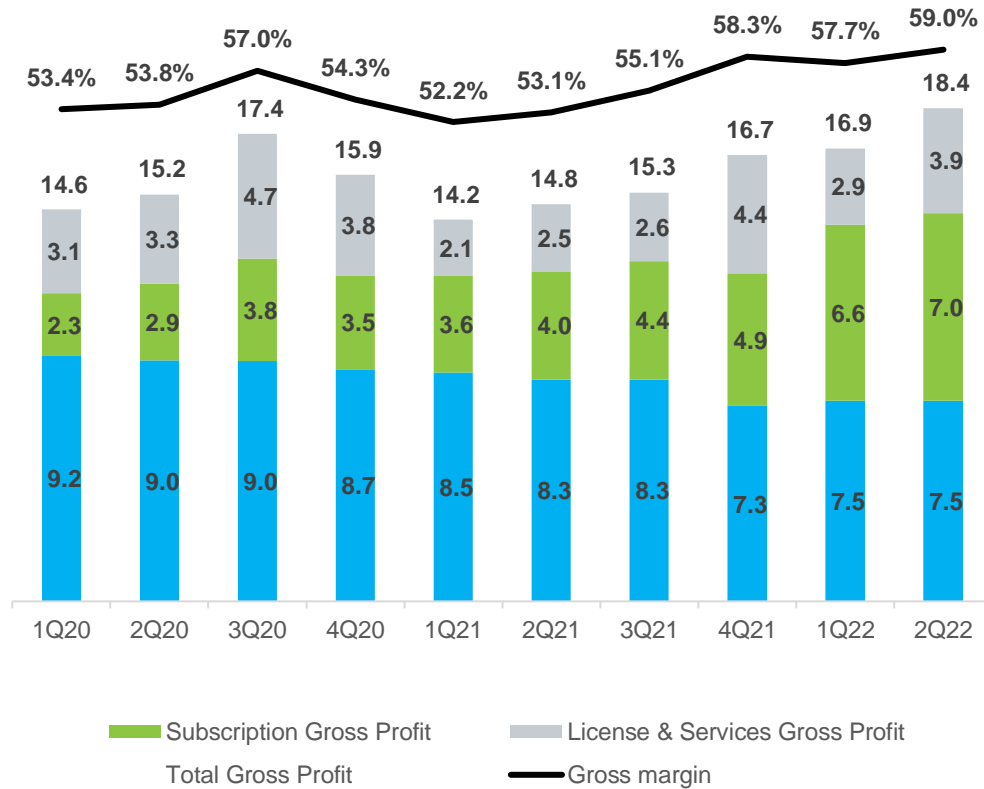
Growing Subscription Revenue Stream

Subscription & Maintenance Revenue in \$MMs

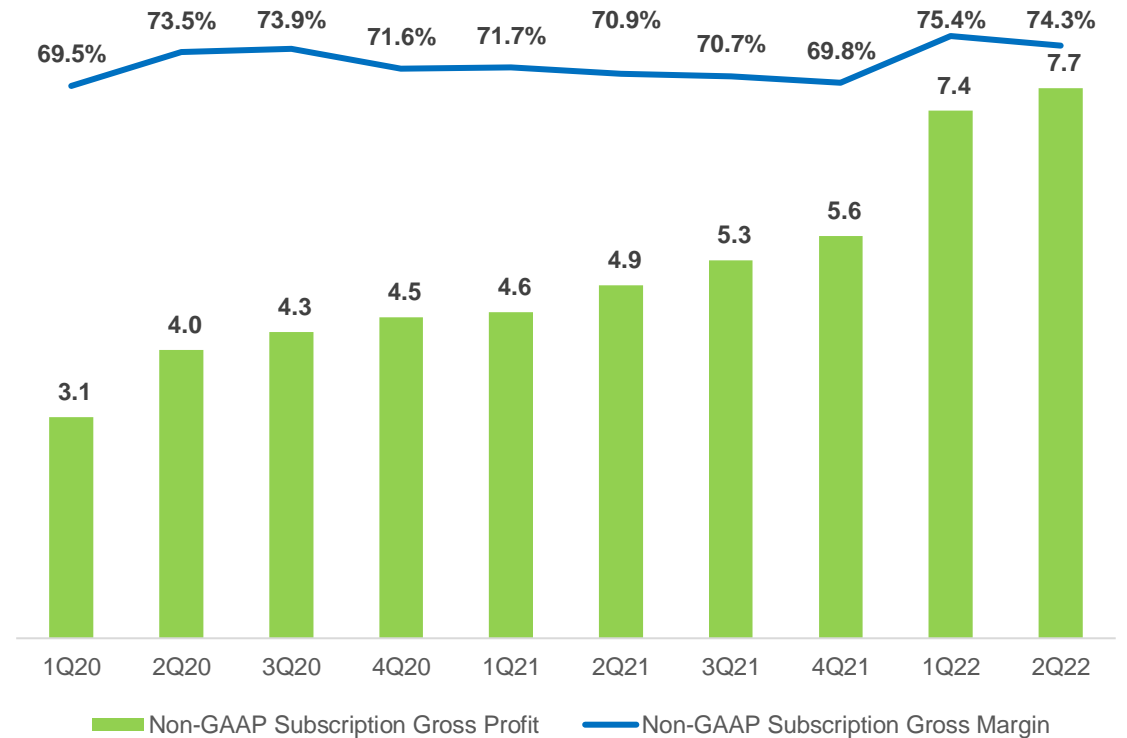


Gross Margin Expansion

Gross Profit in \$MMs



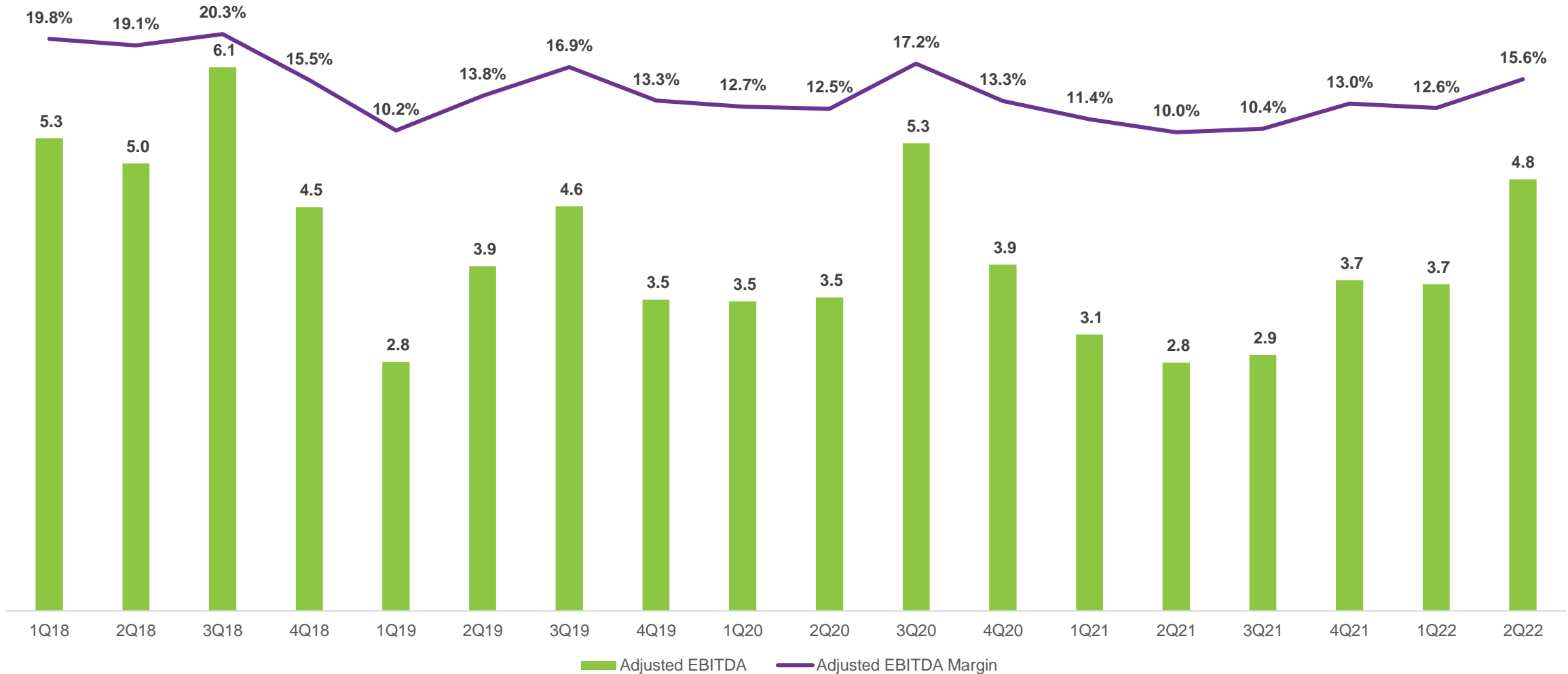
Non-GAAP Subscription Gross Margin*



*Non-GAAP subscription gross profit and gross margin excludes amortization of capitalized software

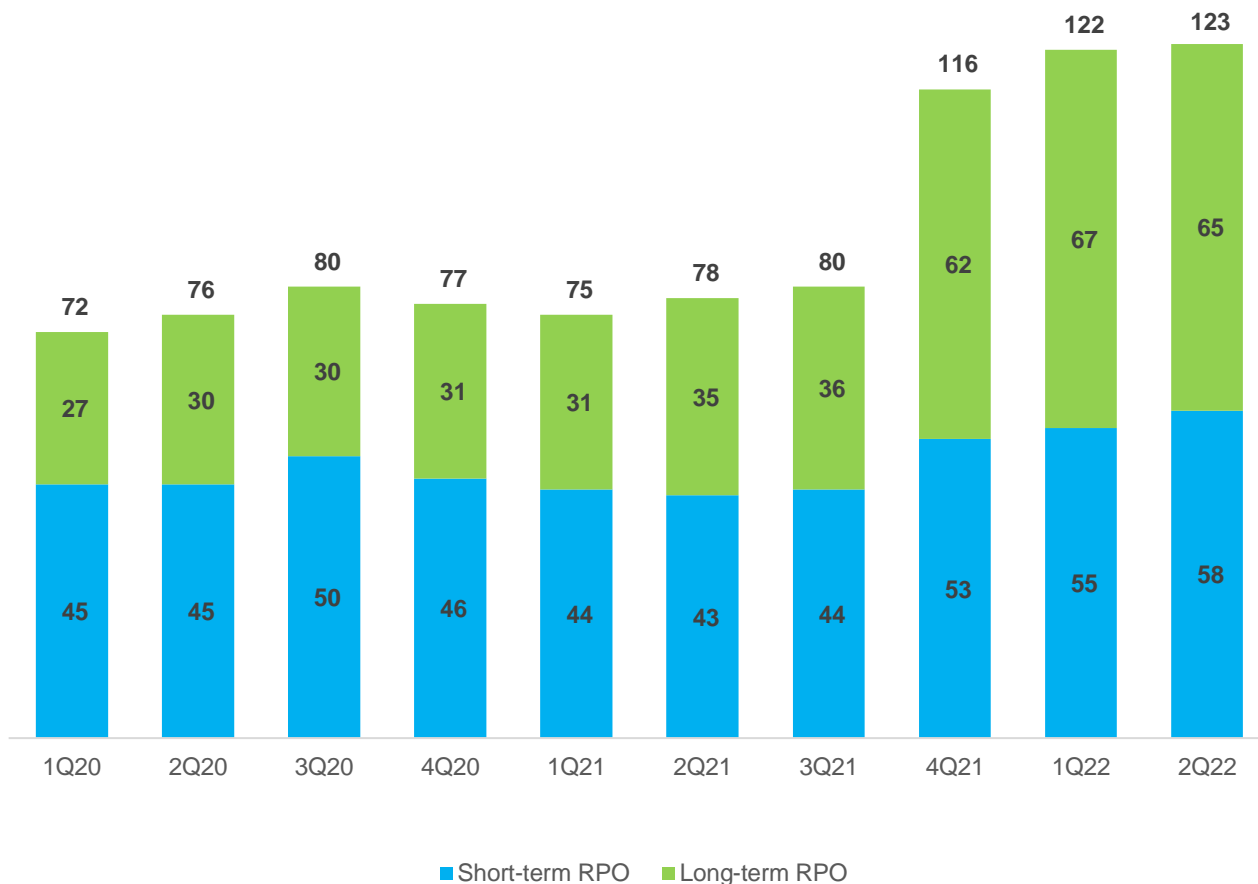
Sustained Profitability Amidst Cloud Transition

Adjusted EBITDA in \$MMs



Improved Visibility from Backlog Growth

Remaining Performance Obligation (RPO) in \$MMs




In 2Q 2022

RPO was +58% y/y

Short-term +34% y/y

Long-term +87% y/y

Current Valuation Metrics

AMSWA Stock Price at 12/21/21	\$	24.44
Market Capitalization (Fully Diluted)	\$	847,688
Enterprise Value (Fully Diluted)	\$	736,324
Cash and Investments per share at 10/31/21:	\$	3.21
 Current Dividend Yield:		1.80%
Price/ Sales (TTM)		7.26
Price/ Book (TTM)		6.58
Enterprise Value/Revenue 10/31/21 (ttm):		6.31
Enterprise Value/ EBITDA 10/31/21(ttm):		61.93

Investment Highlights

**Supply Chain
Software Leader**

Multi-Brand Strategy

Innovative Technology

SaaS Transition

Strong Financial Position

**Disciplined Capital
Allocation**

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www.amsoftware.com

www.logility.com

www.demandsolutions.com