

# Leading Global Provider of Supply Chain Management Solutions



**NASDAQ: AMSWA**

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**CFO**

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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 Optimization Solutions**



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



**Addressing needs of Global 1000, Enterprise and SMB Companies**



**Strong Financial Position**



# 2023 Magic Quadrant - Logility

## Strengths

- **Decision Alignment:** Logility has a **strong vision for providing planning support across the strategic, tactical and operational time horizons**, and is developing a governance and orchestration approach to align data across planning horizons for the different personas involved in an E2E planning process. It has a vision to automate multienterprise planning processes across planning phases and align processes and decisions through granular reconciliation.
- **Functional Capabilities:** Logility performs very well across different functional capabilities by utilizing its current solution. It does especially well in areas such as demand planning, supply planning and advanced planning, which includes multiechelon inventory optimization (MEIO) and network modeling.
- **Capability Coverage:** Of the best-of-breed vendors, **Logility has one of the most comprehensive portfolios of applications that support SCP**. This enables users to support S&OE, S&OP and IBP processes concurrently within the Logility Digital Supply Chain Platform.

## Magic Quadrant

### Magic Quadrant for Supply Chain Planning Solutions



COMPLETENESS OF VISION →

As of February 2023

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Looking for you

Community

All Categories > Supply Chain Planning S



**Logility Chain P**  
by Logility in Supply  
4.4 ★★★★★ 1

"Logility's Digital Supply Chain Plat

Submitted Oct 27, 2022

5.0 ★★★★★ Overall User Rating

Product(s): Logility Digital Supply Chain Platform

**Overall Comment:** "I've used the Logility platform at contributor, Manager, and Director levels. I have yet to see the full potential for within the Logility platform, as long as we have a solid framework inside and outside of Logility can co-exist and work together the parts."

5 ★★★★★ Evaluation & Contracting

5 ★★★★★ Service & Support



Write A Review

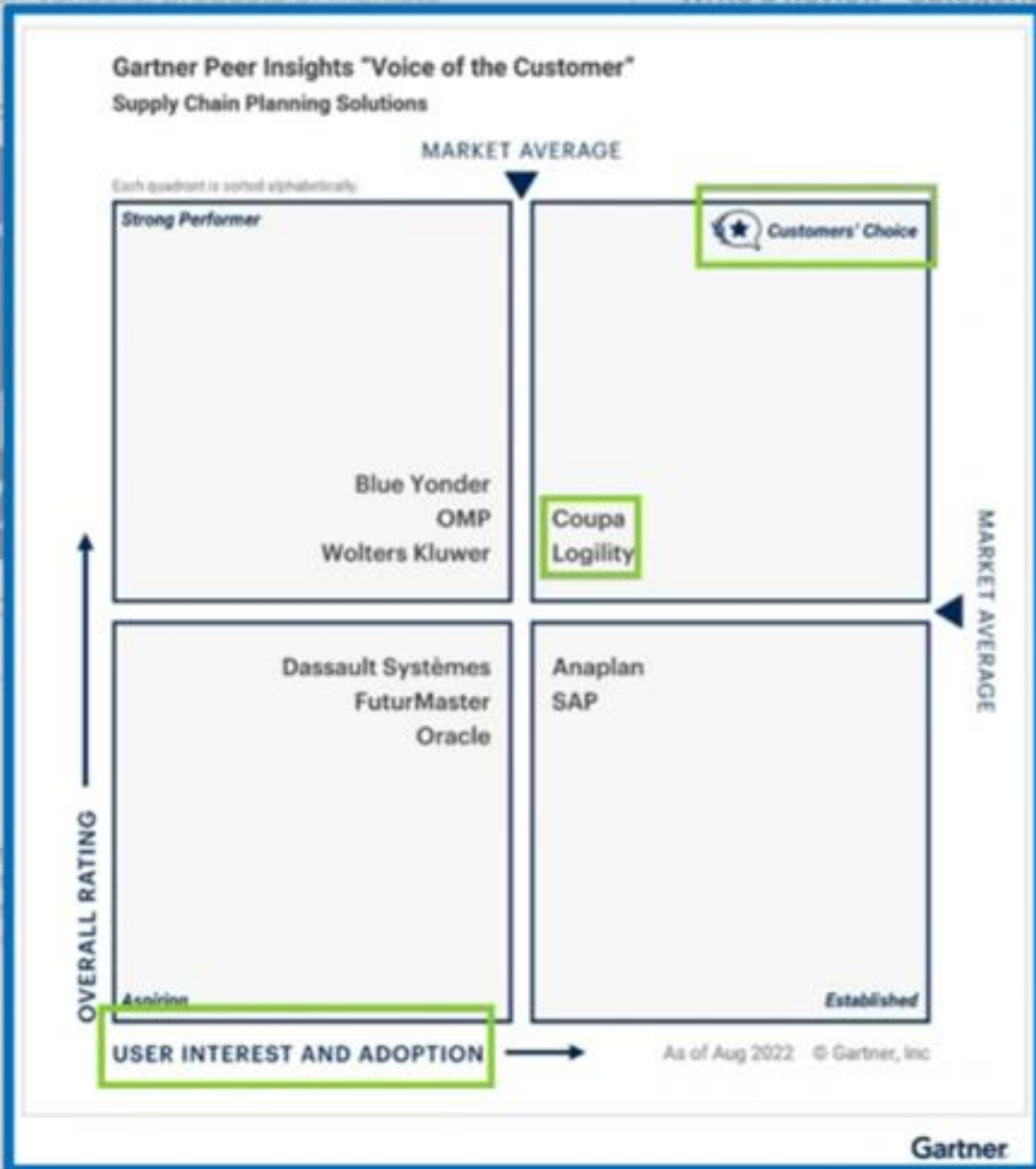
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adoption is most critical for these type of... we adopted this software, we want to make it

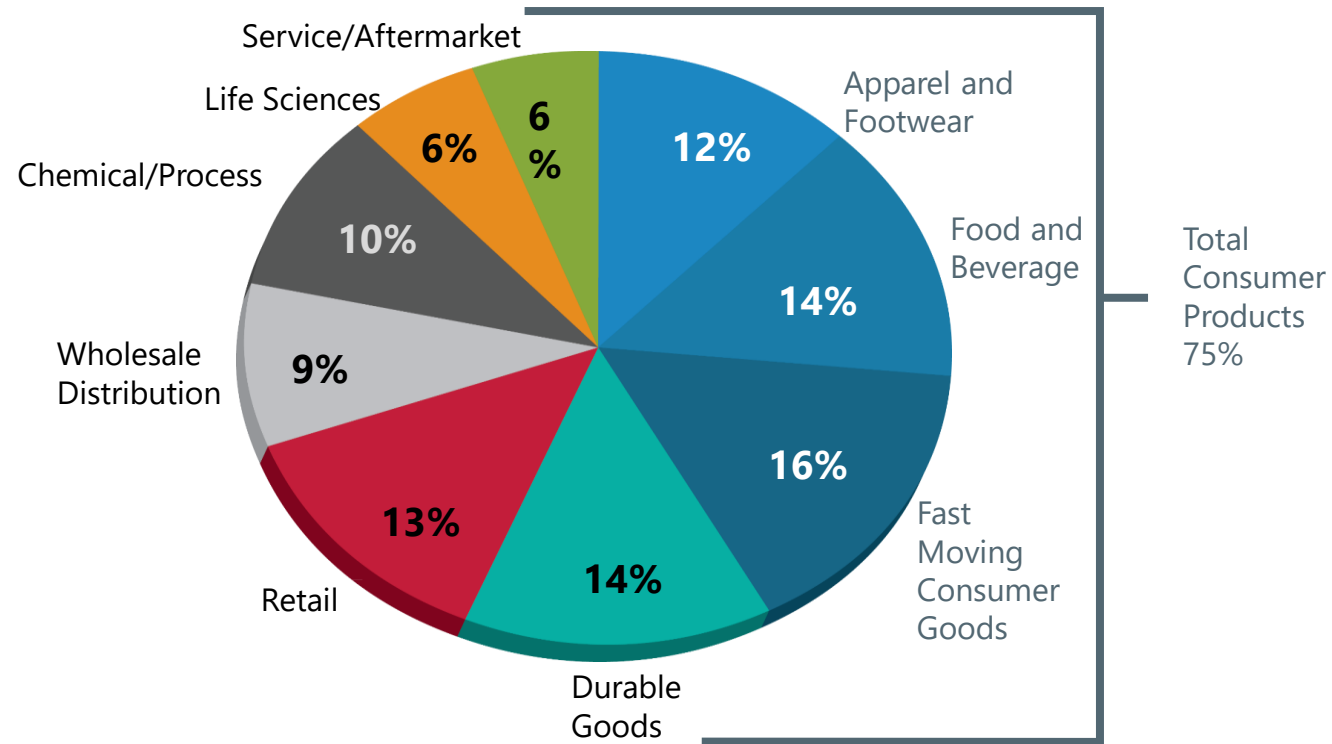
5 ★★★★★ Integration & Deployment

5 ★★★★★ Product Capabilities



# Digital Supply Chain Platform & Industry Verticals

LOGILITY® DIGITAL SUPPLY CHAIN PLATFORM



## SCM Customer Base

# Trusted by Leading Businesses in Over 80 Countries

Consumer Goods		Industrial Durables	
Industrial Durables		Life Sciences	
Process Packaging & Textiles		Consumer Goods	
Food & Beverage		Consumer Goods Durables	
Food & Beverage		Apparel & Soft Goods	
Process Chemicals		Distribution & Wholesale	

# Investing in the Future

**Gross R&D Investment**  
Past 5 Years / Next 3 Years

**\$90+60M**

**Consistent Years  
of Profitability**

**21**

**Cash & Investments**

**\$84M**

**Revenue to Date**

**\$3.5B**

**Debt**

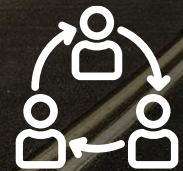
**ZERO**



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



**NASDAQ: AMSWA**

# Investment Highlights

**Supply Chain  
Software Leader**

**Multi-Brand Strategy**

**Innovative Technology**

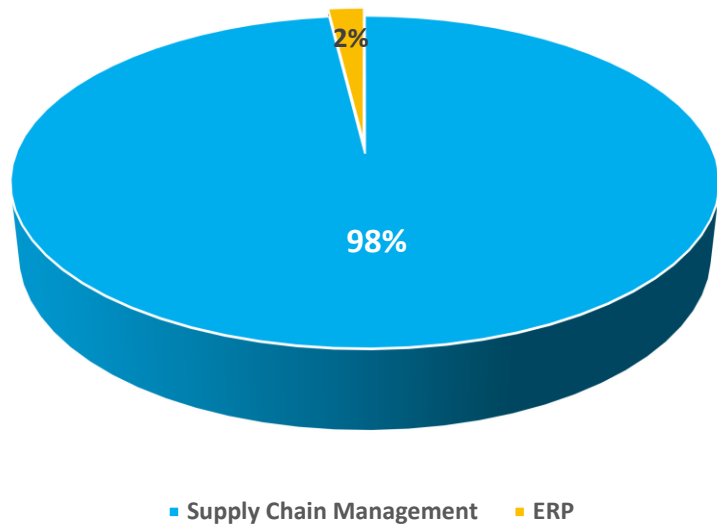
**SaaS Transition**

**Strong Financial Position**

**Disciplined Capital  
Allocation**

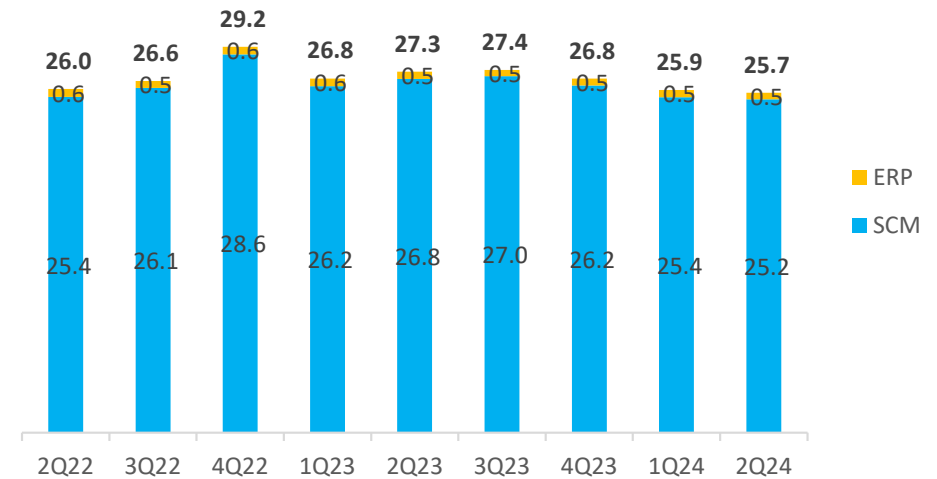
# Revenue Contributions

## Two Business Segments<sup>1</sup>



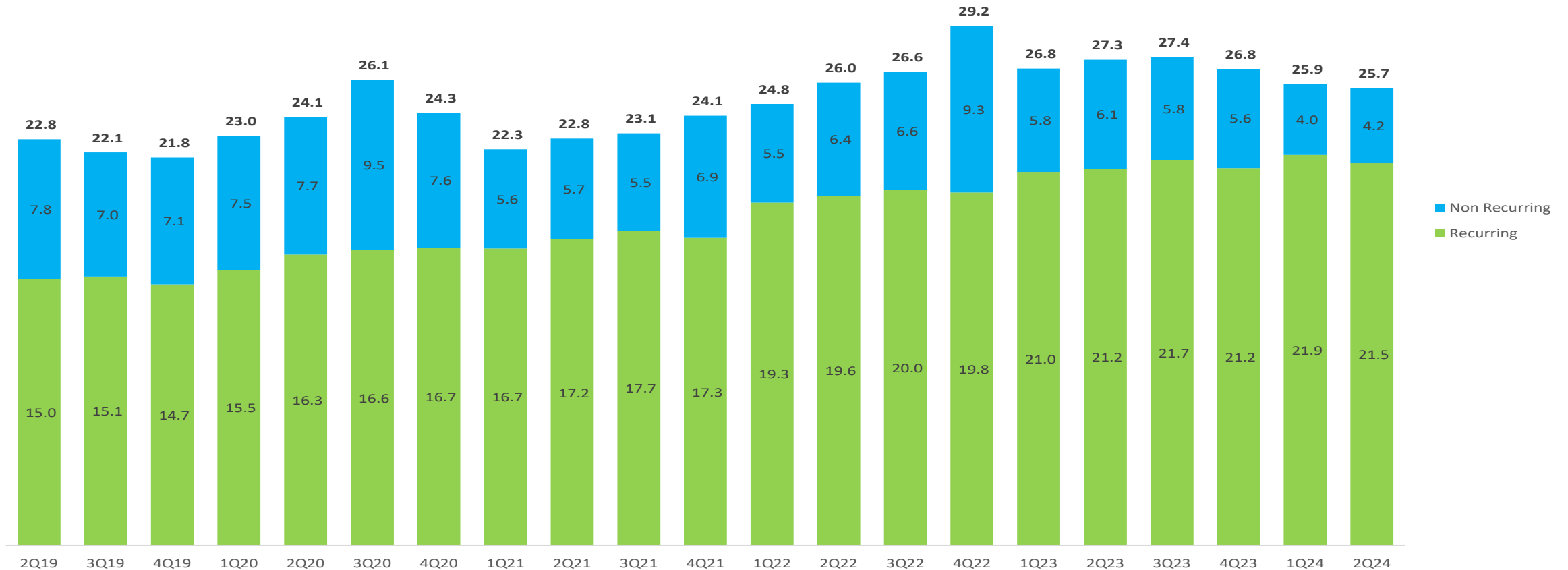
1. IT Solutions segment divested on September 18, 2023

## Revenue by Segment (\$MMs)



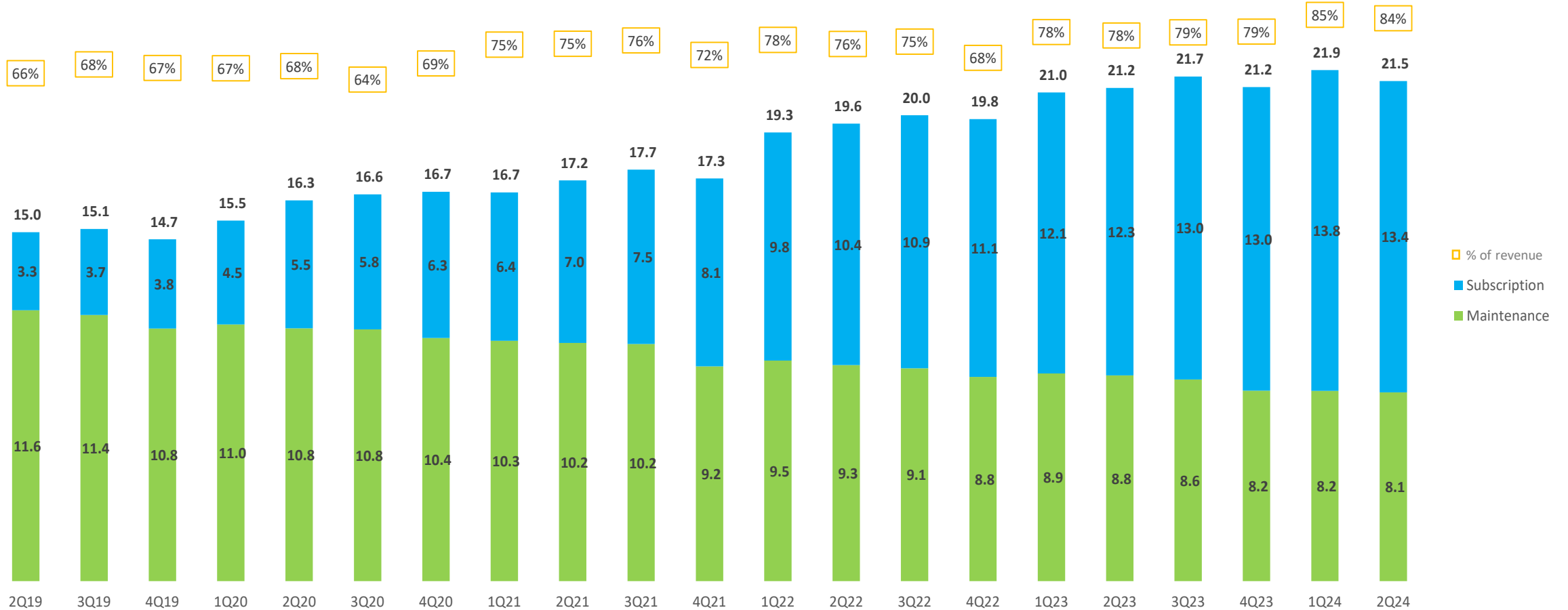
# Rising Mix of Recurring Revenue

Quarterly Revenue in \$MMs



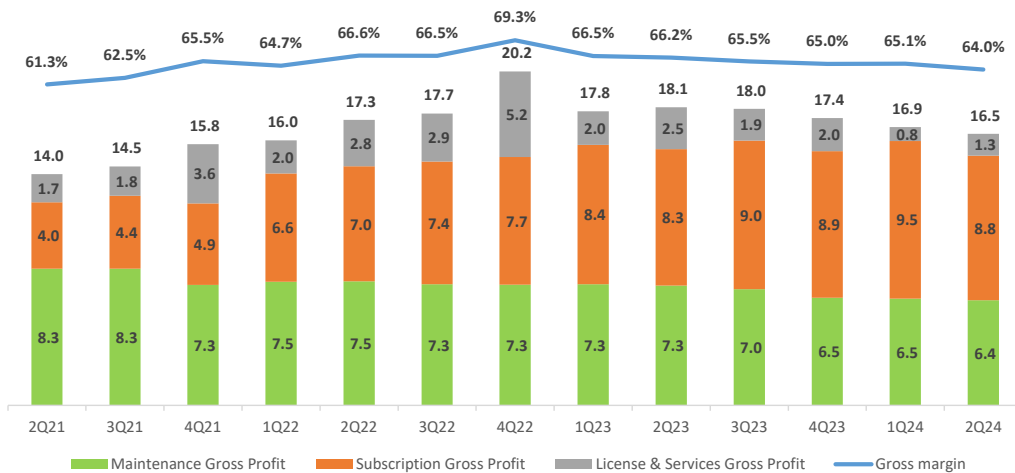
# Growing Subscription Revenue Stream

## Subscription & Maintenance Revenue in \$MMs

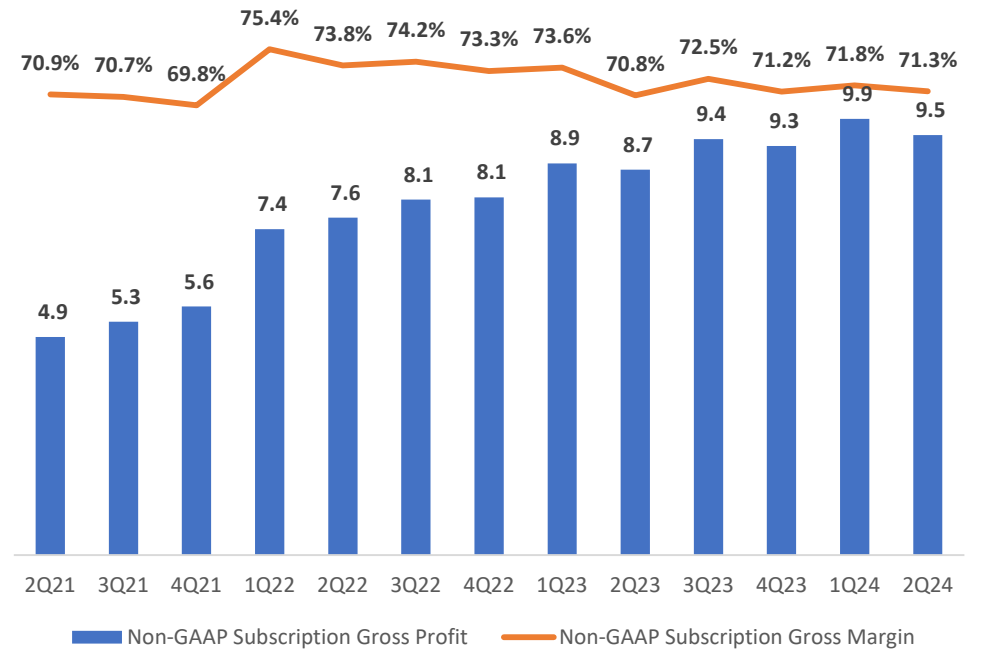


# Gross Margin Expansion

## Gross Profit in \$MMs



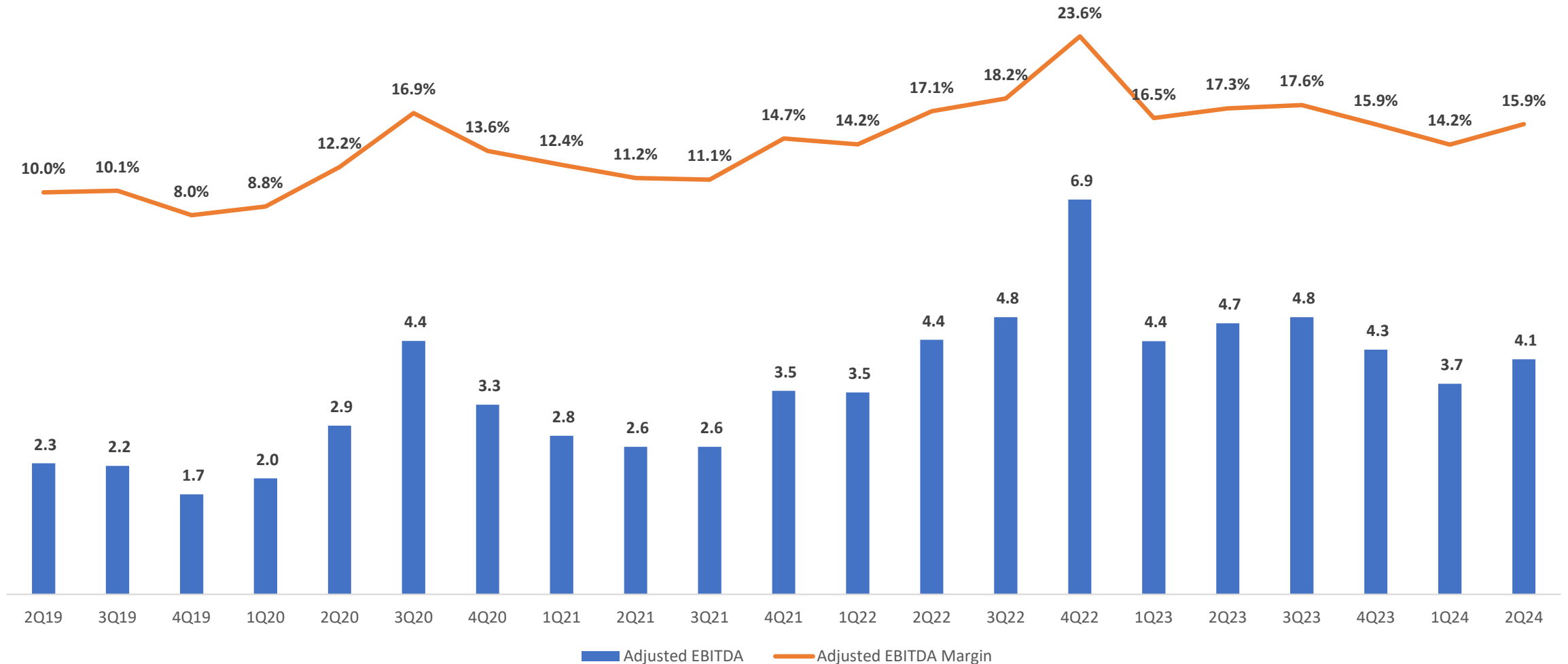
## Non-GAAP Subscription Gross Margin\*



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

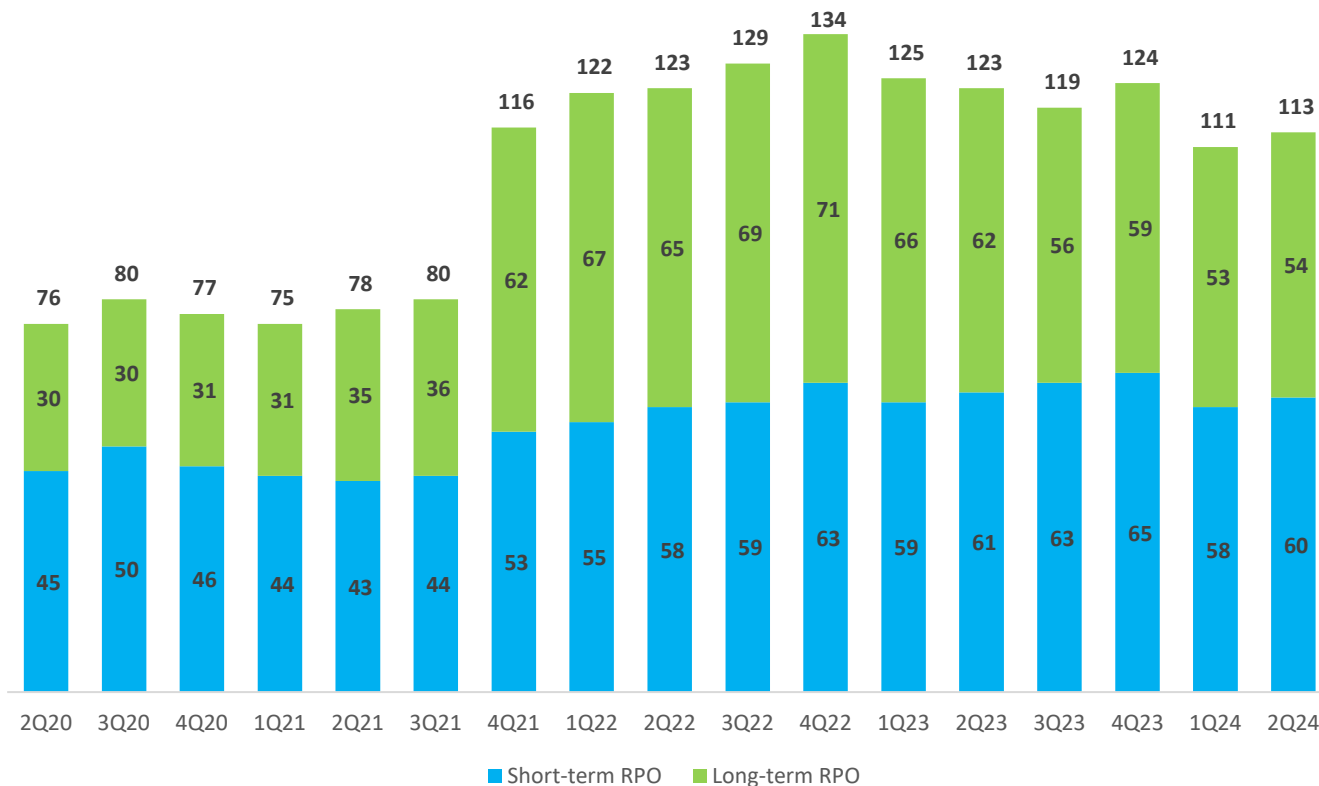
# Sustained Profitability Amidst Cloud Transition

Adjusted EBITDA in \$MMs (excludes Stock Option Expense)



# Improved Visibility from Backlog Growth

Remaining Performance Obligation (RPO) in \$MMs




## In 2Q 2024

RPO was -8% y/y

Short-term -2% y/y

Long-term -13% y/y

## Current Valuation Metrics

AMSWA Stock Price at 12/08/23	\$	10.15
Market Capitalization (Fully Diluted)	\$	346,051
Enterprise Value (Fully Diluted)	\$	262,163
Cash and Investments per share at 10/31/23:	\$	2.46
 Current Dividend Yield:		4.33%
Price/ Sales (TTM)		3.27
Price/ Book (TTM)		2.55
Enterprise Value/Revenue 10/31/23 (ttm):		2.48
Enterprise Value/ EBITDA 10/31/23(ttm):		22.47

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