Leading Global Provider of Supply Chain Management Solutions

NASDAQ: AMSWA

Allan Dow
CEO

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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**

LOGILITY

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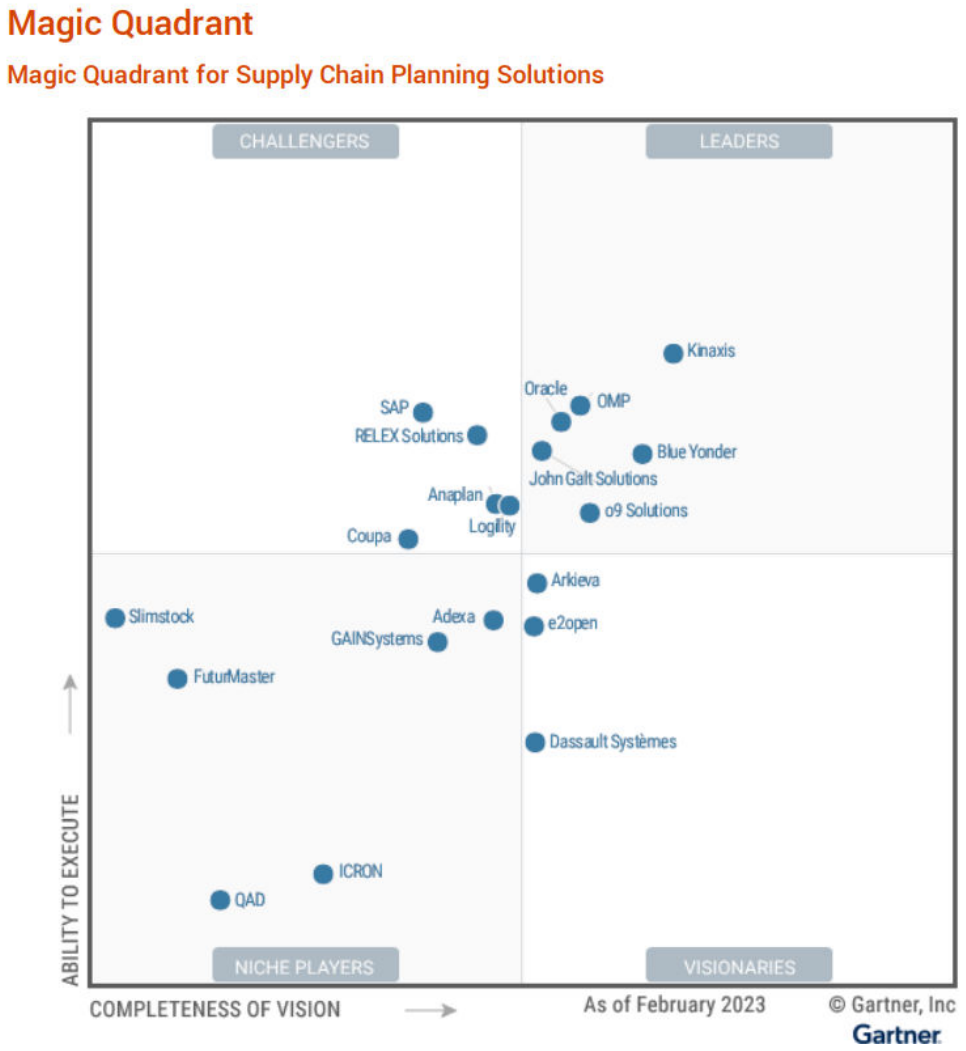
2023 Magic Quadrant - Logility

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.



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Gartner Peer Insights

Search vendors, products or markets

Write a Review Categories For Vendors Join / Sign In

All Categories > Supply Chain Planning S

Logility Chain P

by Logility in Supply

4.4 ★★★★★ 1

Customers' Choice 2022

Write A Review Download PDF

"Logility's Digital Supply Chain Plat

Submitted Oct 27, 2022

5.0 ★★★★★ Overall User Rating

Product(s): Logility Digital Supply Chain Platform

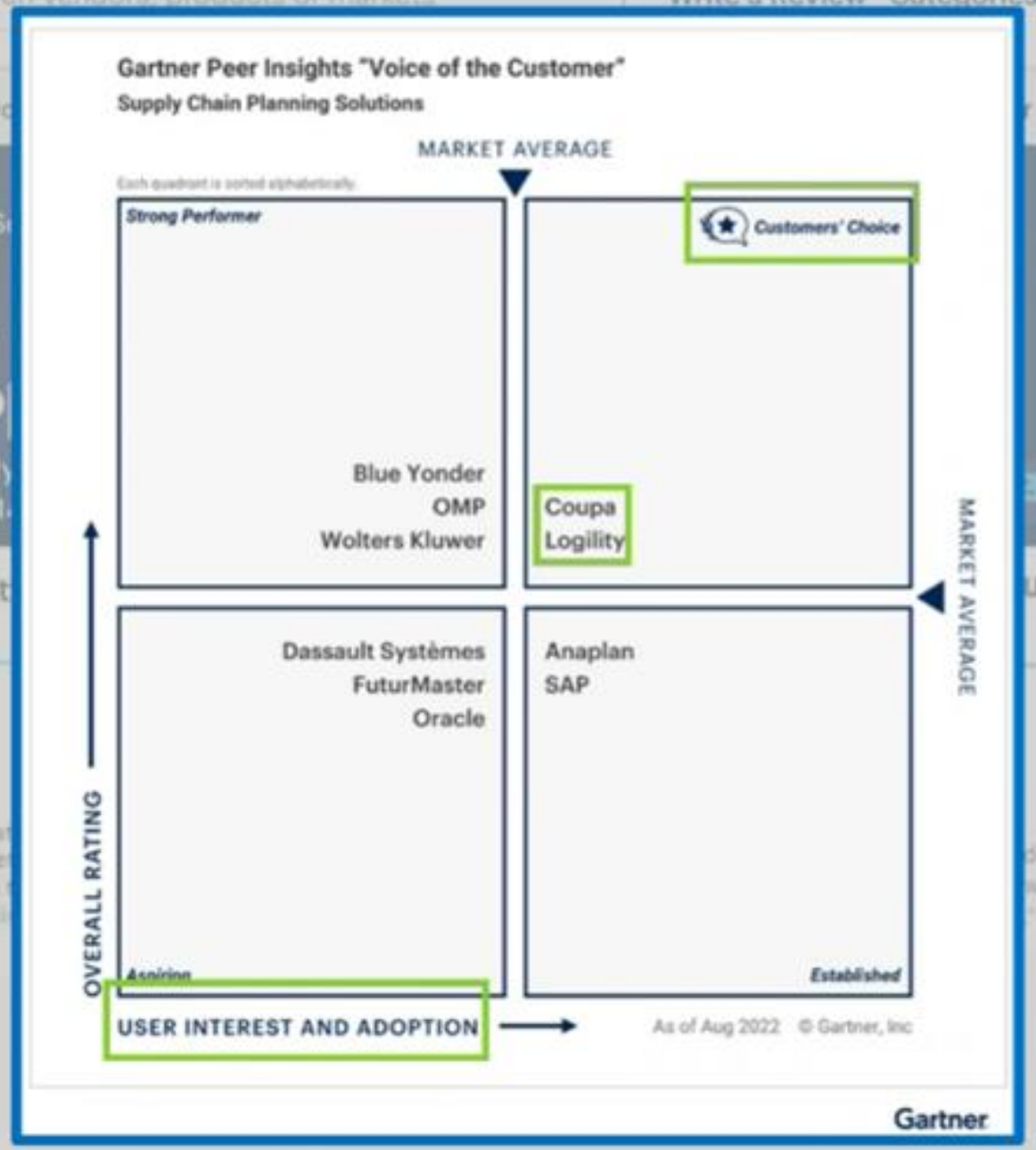
Overall Comment: "I've used the Logility platform a contributor, Manager, and Director levels. I have ye for within the Logility platform, as long as we have framework inside and outside of Logility can co-ex the parts."

5 ●●●●● Evaluation & Contracting

5 ●●●●● Service & Support

5 ●●●●● Integration & Deployment

5 ●●●●● Product Capabilities



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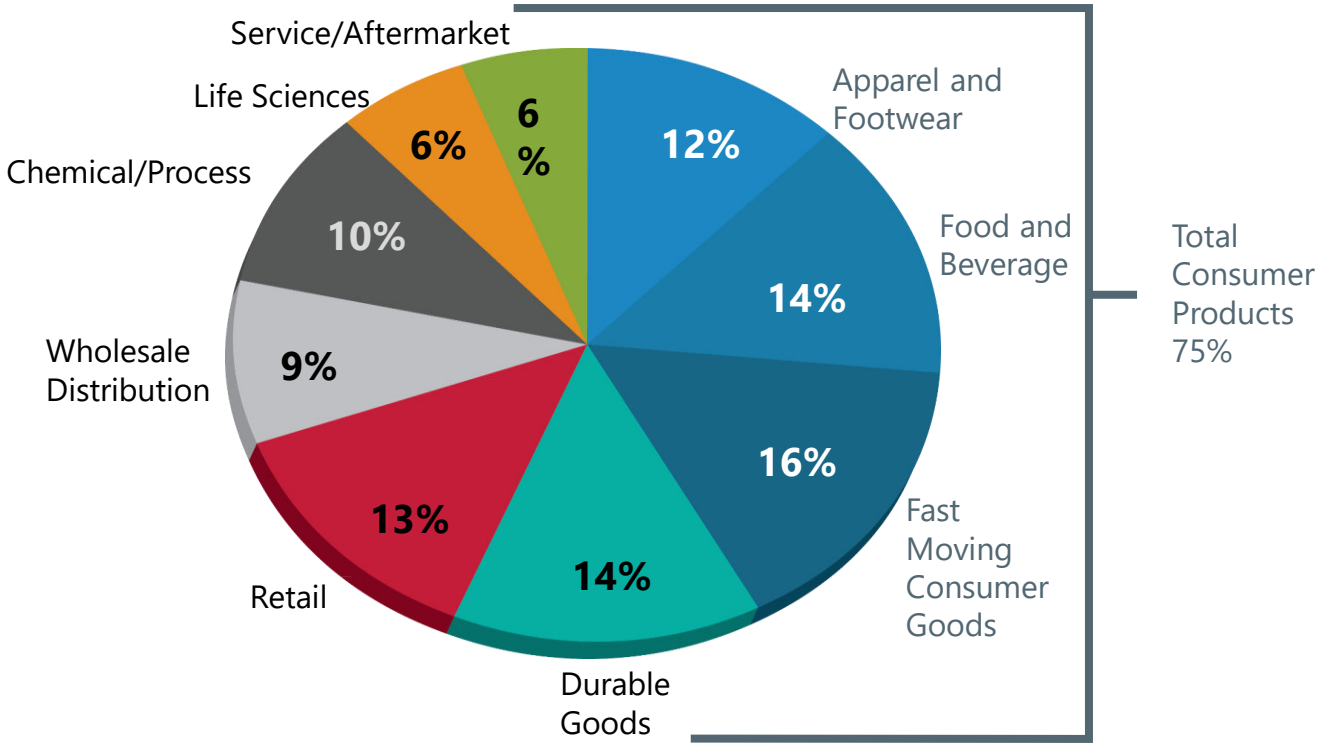
Digital Supply Chain Platform & Industry Verticals

SCM Customer Base



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Trusted by Leading Businesses in Over 80 Countries

Consumer Goods	RODAN+FIELDS, MOEN, Perrigo, VISTA OUTDOOR, FICOSOTA, Violeta, MGA	**Industrial Durables**	BRIGGS&STRATTON, SANDVIK, DOMETIC, TRELLEBORG
Industrial Durables	AMEREX, Parker, Johnson Controls	**Life Sciences**	Alcon, CooperVision, BARD, Perrigo, ÖSSUR, NORGINE, ThermoFisher SCIENTIFIC
Process Packaging & Textiles	Berry, amcor, Universal Fibers, Plastic Packaging Technologies, LLC, SMEAD, Ansell	**Consumer Goods**	bondi sands, CENTRAL GARDEN & PET, Hasbro, Reynolds Consumer Products, GE Lighting, ipg intertape polymer group
Food & Beverage	Caribou Coffee, SUNNY D, MONIN, Taylor Farms, THE J.M. SMUCKER Co, GREAT LAKES CHEESE, Post, snackbrands, Les Fermes Cavendish Farms	**Consumer Goods Durables**	Husqvarna, PANDORA, Hamilton Beach Good Thinking, ASHLEY, GLEN RAVEN, Fender, FASTENAL
Food & Beverage	BODYBUILDING.COM, JOHNSON BROTHERS, KraftHeinz, PEPSICO CANADA, Hostess BRANDS, BERICAP, McILHENNY CO. TABASCO BRAND PEPPER SAUCE	**Apparel & Soft Goods**	PVH, UNDER ARMOUR, DXL DESTINATIONXL, SPANX, RIP CURL, RED WING SHOES, hunkemöller
Process Chemicals	Diversey, MERCK, CRODA, SENSIENT, Celanese	**Distribution & Wholesale**	FASTENAL, CHEMPOINT A Univar Solutions company, Farnell AN AVNET COMPANY, JOHNSTONE SUPPLY, BOB'S DISCOUNT FURNITURE

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Investing in the Future

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

$90+60M

Cash & Investments

$84M

Consistent Years of Profitability

21

Revenue to Date

$3.5B

Debt

ZERO

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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

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Financial Summary

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Investment Highlights

Supply Chain Software Leader	**Multi-Brand Strategy**
Innovative Technology	**SaaS Transition**
Strong Financial Position	**Disciplined Capital Allocation**

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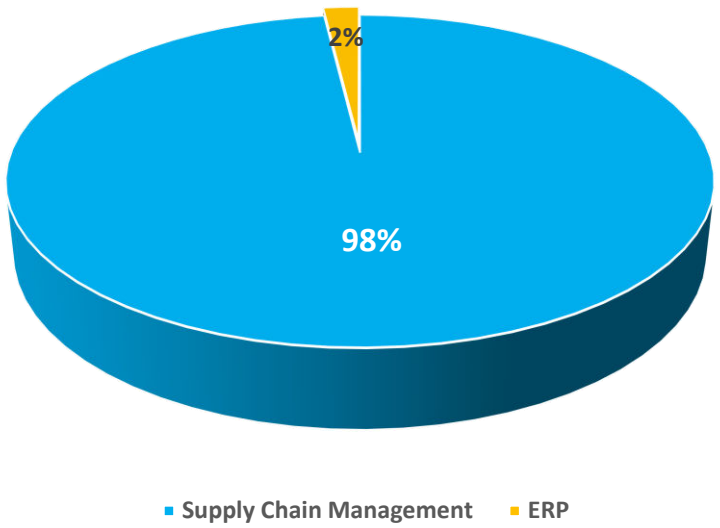
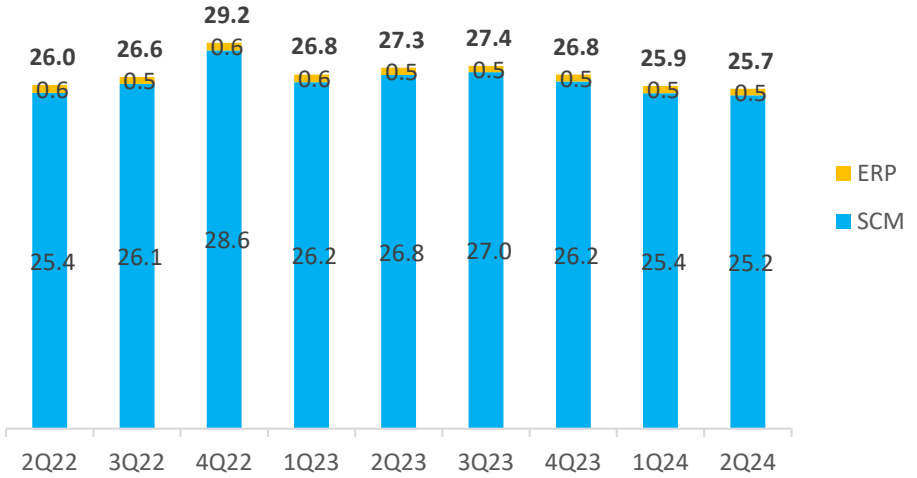
Revenue Contributions

Two Business Segments[1]



Revenue by Segment ($MMs)



1. IT Solutions segment divested on September 18, 2023

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Rising Mix of Recurring Revenue

Quarterly Revenue in $MMs

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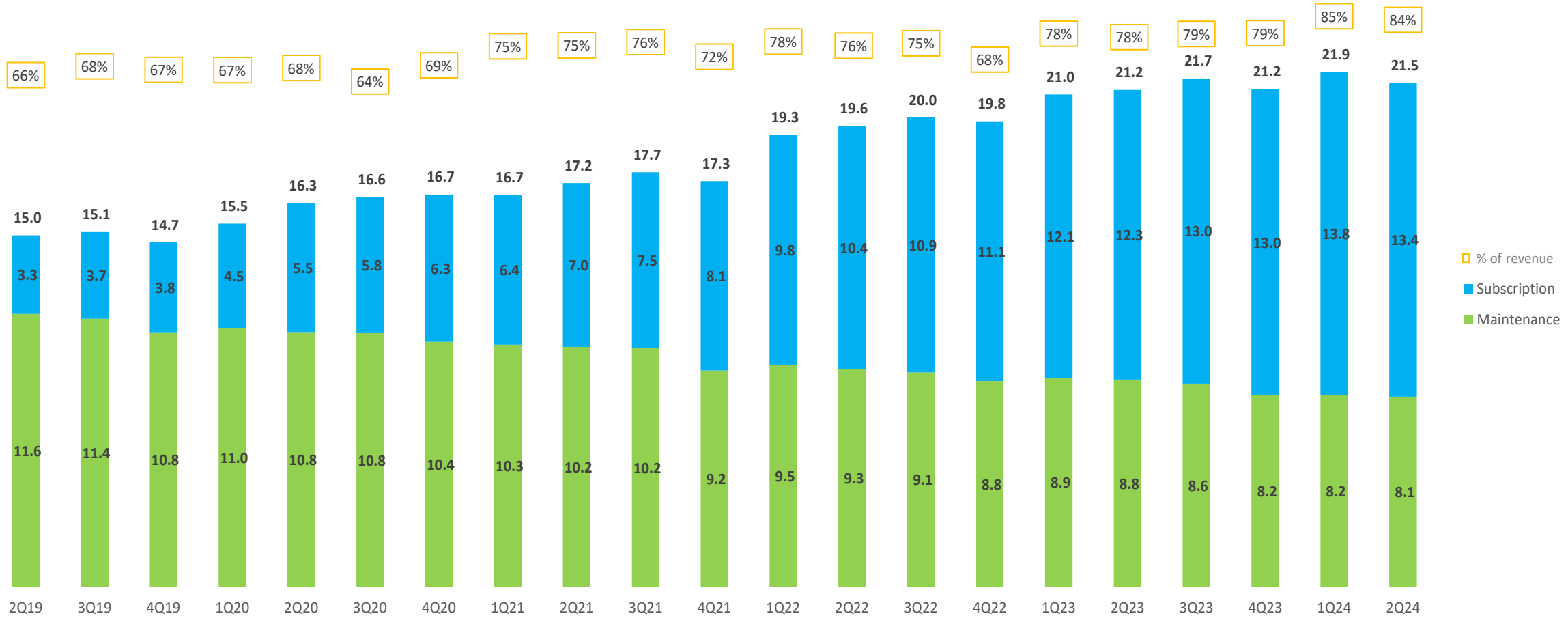
Growing Subscription Revenue Stream

Subscription & Maintenance Revenue in $MMs



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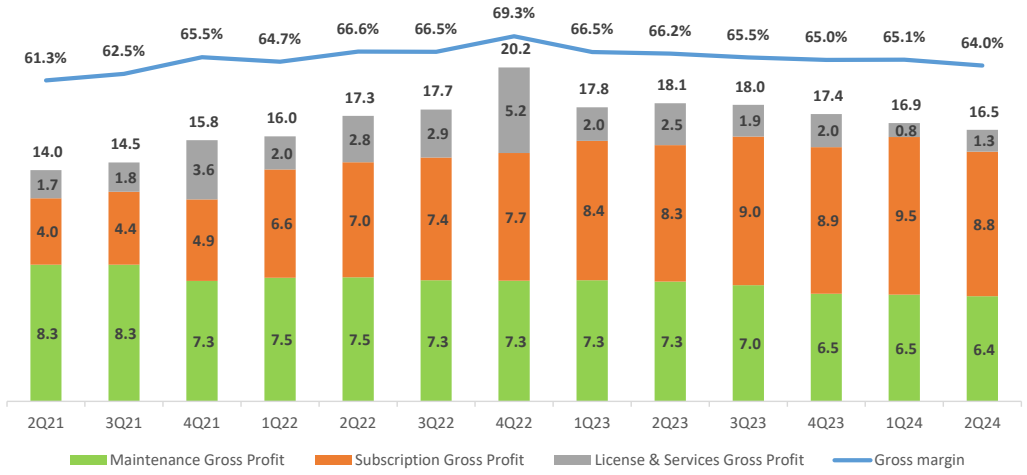
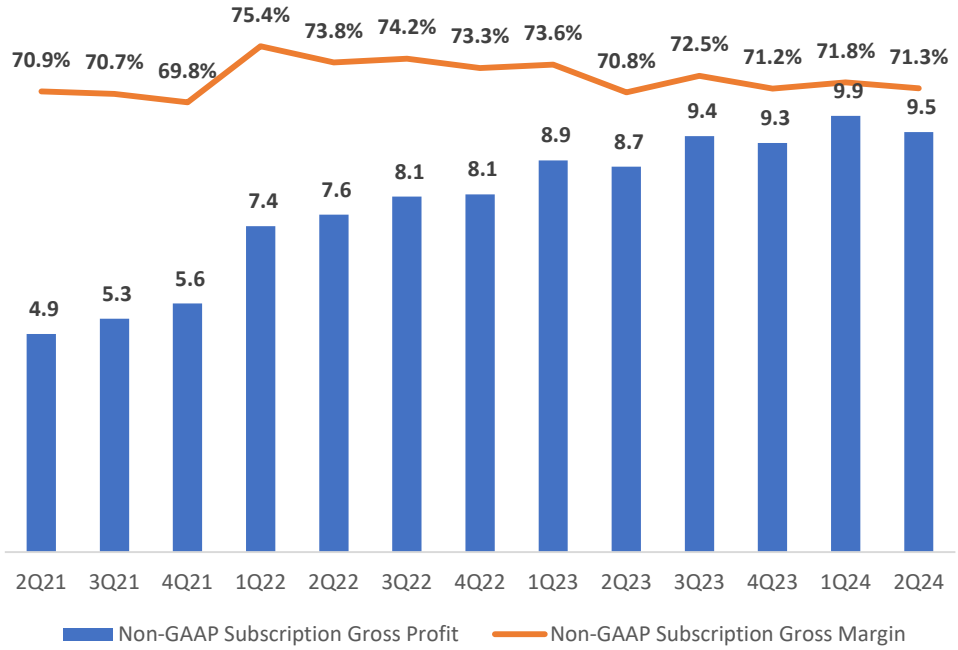
Gross Margin Expansion

Gross Profit in $MMs



Non-GAAP Subscription Gross Margin*



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

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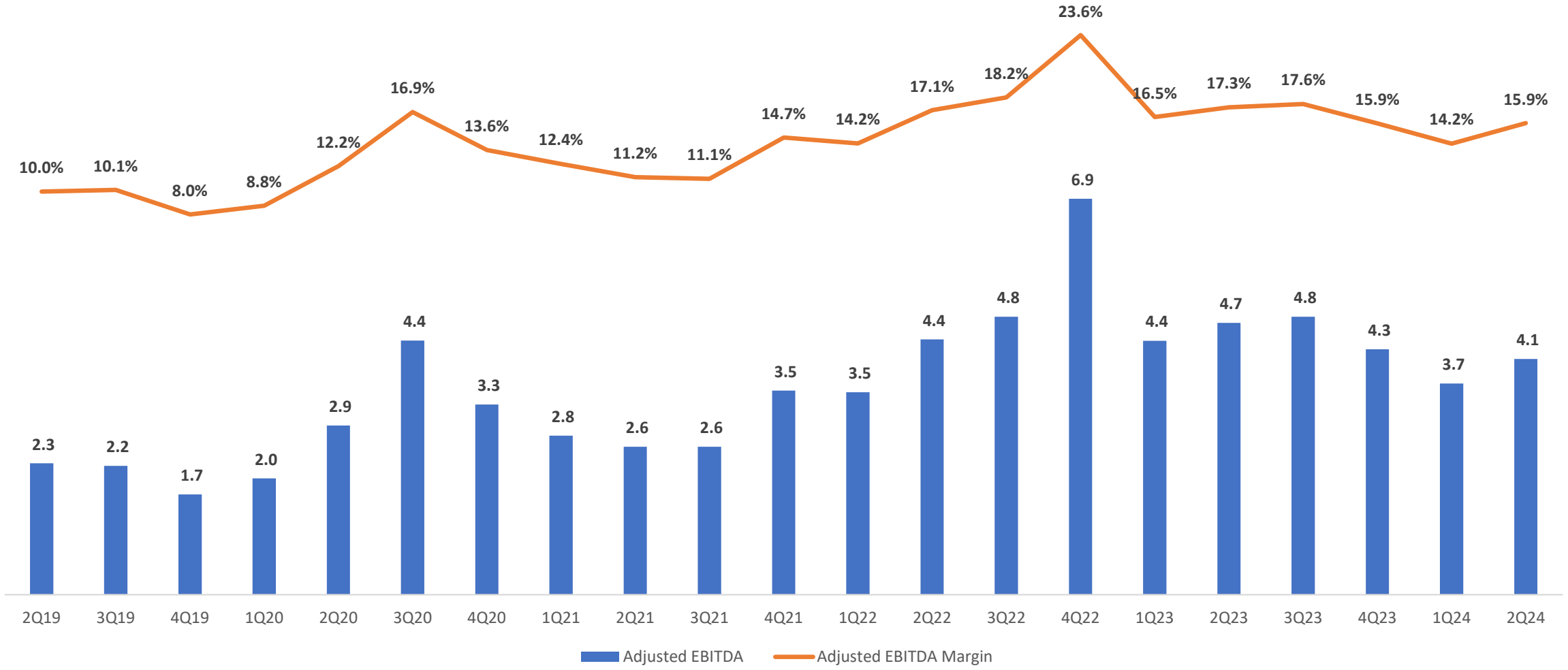
Sustained Profitability Amidst Cloud Transition

Adjusted EBITDA in $MMs (excludes Stock Option Expense)



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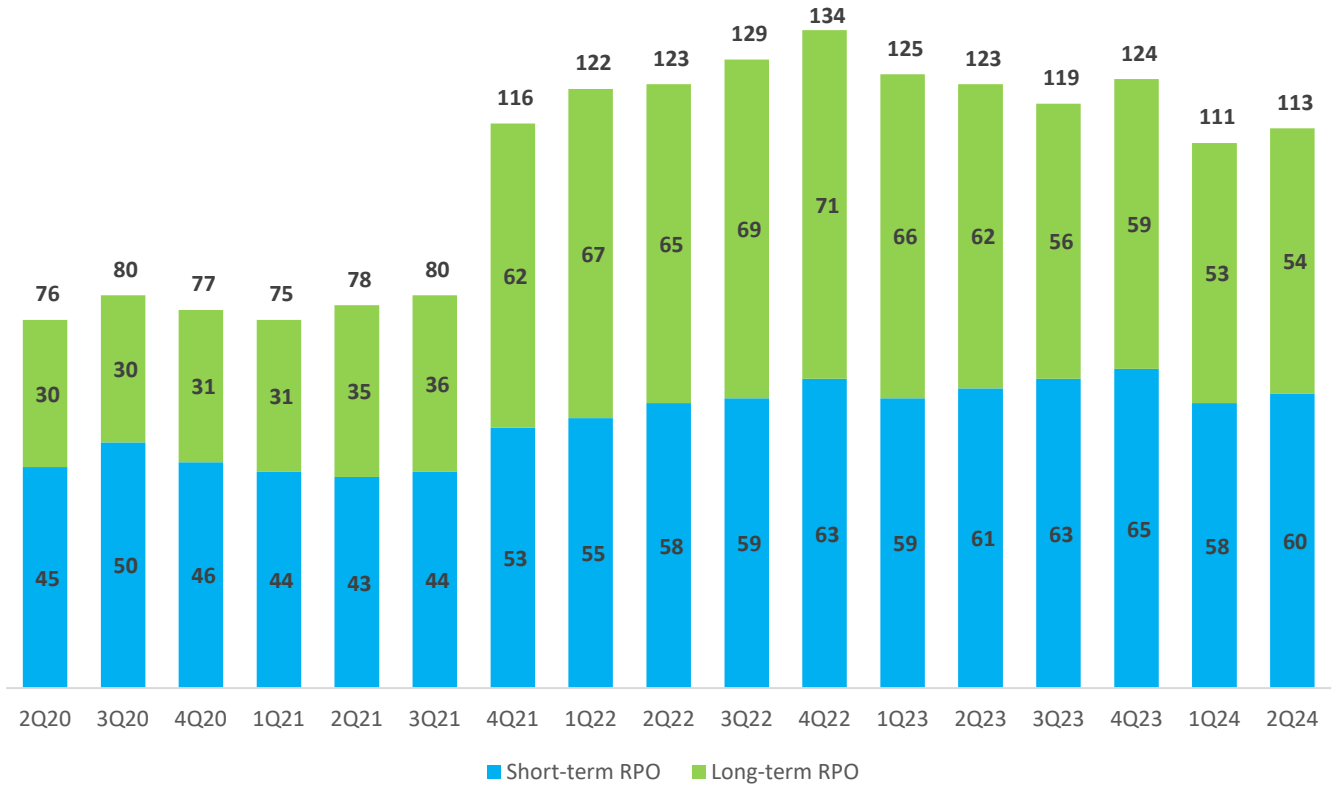
Improved Visibility from Backlog Growth

Remaining Performance Obligation (RPO) in $MMs



In 2Q 2024

RPO was -8% y/y

Short-term -2% y/y
Long-term -13% y/y

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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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