



Company	The Descartes Systems Group Inc.
Stock Symbol	DSGX (NASDAQ); DSG (TSX)
Year Founded	1981
Headquarters	120 Randall Drive Waterloo, Ontario N2V 1C6 Phone: (519) 746-8110 Toll Free: (800) 419-8495 Fax: (519) 747-0082
Number of Offices	19
Global Presence	6,000+ customers in 60+ countries worldwide; 35,000 logistics messaging partnerships
Number of Employees	400+
Fiscal Year 2010 Revenue	Q3 – 18.9 million USD (In accordance with US GAAP) Q2 - 18.6 million USD (In accordance with US GAAP) Q1 - 17.4 million USD (in accordance with US GAAP)
Fiscal Year 2009 Revenue	66.1 million USD (in accordance with US GAAP)
Fiscal Year 2008 Revenue	59.1 million USD (in accordance with US GAAP)
Management Team	Arthur Mesher, Chief Executive Officer Stephanie Ratza, Chief Financial Officer Chris Jones, Executive Vice President, Solutions & Services Scott Pagan, Executive Vice President, Corporate Development & General Counsel Edward J. Ryan, Executive Vice President, Global Field Operations Raimond Diederik Executive Vice President, Information Services

Board of Directors	<p>Arthur Mesher, Chief Executive Officer, The Descartes Systems Group Inc.</p> <p>J. Ian Giffen, Chairman of the Board, Director of Corel Corporation, MKS and RuggedCom Inc.</p> <p>David I. Beatson, Chief Executive Officer, GlobalWare Solutions</p> <p>Michael Cardiff, Chief Executive Officer, Accelerents Inc.</p> <p>Chris Hewat, Partner, Blake, Cassels & Graydon LLP</p> <p>Dr. Stephen Watt, Professor, Department of Computer Science, University of Western Ontario</p>
Target Markets	<p>Descartes meets the need of global trade and transportation organizations that want to differentiate their businesses through effective logistics strategies and processes, or need to improve existing logistics processes to compete in a variety of markets.</p> <p>Descartes offers solutions and services for two specific customer groups:</p> <ul style="list-style-type: none"> • transportation and logistics services providers; and • manufacturers, retailers, distributors, and service providers.
Solutions & Services	<p>Descartes (TSX: DSG) (NASDAQ: DSGX), is making the world a better place by enabling global organizations with logistics-intensive businesses to save money by improving the productivity and performance of their operations. Underlying Descartes' offerings is the Descartes Global Logistics Network (GLN), one of the world's most extensive multi-modal business applications network. As a federated software-as-a-service (SaaS) platform, the Descartes GLN combines with component-based 'nano' sized applications to provide messaging services between logistics trading partners, shipment management services to help manage third party carriers and private fleet management services for organizations of all sizes. Descartes' solutions and services deliver results by enabling organizations around the world to reduce administrative costs, billing cycles, fleet size, contract carrier costs, and mileage driven; improve pick up and delivery reliability; and optimize working capital through fleet visibility. Descartes' hosted, transactional and packaged solutions deliver repeatable, measurable results and fast time-to-value.</p>
Sample Customer List	<p>Descartes customers include an estimated 1,600 ground carriers and more than 90 airlines, 30 ocean carriers, 900 freight forwarders and third-party providers of logistics services, and hundreds of manufacturers, retailers, distributors, private fleet owners and regulatory agencies.</p> <p>3M; AGA Linde; Air Canada; Air France; American Airlines; Amerigas; Alitalia; Argix Direct; Arla Foods; Ashley Furniture; AutoZone; Bad Boy Furniture; British Airways; British American Tobacco; Cargolux; Canon; Capital Beverage; Chambers Transport; Coca Cola Korea Bottling Company; Continental Airlines; Crate and Barrel; Crowley Maritime Corporation; CVS/Pharmacy; Dayton Superior; Delta; DHL; Edward Don & Company; EGL; Empire Distributing; Emirates; Ferrellgas; Foster's Group; Freedman Distributors; Fox River Foods; Frito Lay; GIST; Hanjin Shipping; Iberia; IDS Group; Ideal Supply; John Lewis Partnership; K-Line Europe; KLM; Kuehne + Nagel; Lufthansa; Mallory Alexander; Old Dominion Freight Lines; Owens & Minor; Panalpina; PGT Industries; Polar Air Cargo; Samsung Electronics Logitech; Schenker; Schwan's; Swire Beverages; Swiss World; Tampa; The Home Depot; TNT Freight Management; Tomra; UTi; Wawa; Wolseley; Yang Ming; Zee Medical</p>

