

## Corporate Fact Sheet

<b>Company</b>	The Descartes Systems Group Inc.
<b>Stock Symbols</b>	DSGX (NASDAQ); DSG (TSX)
<b>Year Founded</b>	1981
<b>Headquarters</b>	120 Randall Drive Waterloo, Ontario N2V 1C6 Phone: (519) 746-8110 Toll Free: (800) 419-8495 Fax: (519) 747-0082
<b>Number of Offices</b>	20+
<b>Global Presence</b>	Over 7,900 customers in 60+ countries worldwide; 35,000 logistics messaging partnerships
<b>Number of Employees</b>	640+
<b>Fiscal Year 2012 Revenues</b>	Q3 – 28.5 million USD (in accordance with US GAAP). Q2 – 28.8 million USD (in accordance with US GAAP) Q1 – 27.1 million USD (in accordance with US GAAP)
<b>Fiscal Year 2012 Revenues</b>	¾ Year to Date - \$84.4 million USD (in accordance with US GAAP)
<b>Fiscal Year 2011 Revenues</b>	99.2 million USD (in accordance with US GAAP)
<b>Fiscal Year 2010 Revenues</b>	73.8 million USD (in accordance with US GAAP)
<b>Fiscal Year 2009 Revenues</b>	66.1 million USD (in accordance with US GAAP)
<b>Fiscal Year 2008 Revenues</b>	59.1 million USD (in accordance with US GAAP)
<b>Executive Management Team</b>	Arthur Mesher, <i>Chairman of the Board and Chief Executive Officer</i> J. Scott Pagan, <i>Chief Corporate Officer and Corporate Secretary</i> Edward J. Ryan, <i>Chief Commercial Officer</i> Stephanie Ratza, C.A., <i>Chief Financial Officer</i> Raimond Diederik, <i>Executive Vice President, Information Services</i> Chris Jones, <i>Executive Vice President, Marketing and Services</i>

## Board of Directors

Arthur Mesher,  
*Chairman of the Board and Chief Executive Officer,*  
The Descartes Systems Group Inc.  
Dr. Stephen Watt, B.Sc., M. Math, Ph.D.  
*Lead Director*  
Professor, Department of Computer Science, University of  
Western Ontario  
David Anderson, B.A., Ph.D.  
*Director*  
Managing Director, Supply Chain Ventures LLC  
David I. Beatson,  
*Director*  
Chief Executive Officer, GlobalWare Solutions  
Eric Demirian, B.B.M., C.G.A, C.A.  
*Director*  
President and Chief Executive Officer, Parklea Capital Inc.  
Chris Hewat, LL.B., M.B.A.  
*Director*  
Partner, Blake, Cassels & Graydon LLP  
John. J. Walker, C.A.  
*Director*  
Former CFO, Bowne & Co and Loews Cineplex

## Target Markets

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. Descartes offers solutions and services for two specific customer groups:

- transportation and logistics services providers; and
- manufacturers, retailers, distributors, and service providers.

## Solutions & Services

Descartes is the global leader in logistics technology. If logistics is critical to your business, Descartes connects the people and technology to put your organization in motion. We extend the command of logistics operations, helping the world's largest and most connected logistics community to quickly reduce costs, improve service and comply with customs and transportation regulations. Descartes' Logistics Technology Platform uniquely combines the power of the Global Logistics Network, the world's most extensive multi-modal network, with the industry's broadest array of modular and interoperable web and wireless logistics applications.

Descartes' comprehensive suite of solutions include:

- Routing, Mobile & Telematics
- Transportation Management
- Customs and Regulatory Compliance
- Global Logistics Network Services
- Broker & Forwarder Enterprise Systems

At our core, Descartes' team of industry-leading logistics experts is dedicated to delivering innovative solutions while working closely with our customers to help ensure their success.

## Sample Customer List

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.

3M; A.Duie Pyle; AGA Linde; Air Canada; Air France; American Airlines; Amerigas; 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; Hanjin Shipping; Iberia; IDS Group; Ideal Supply; John Lewis Partnership; KLM; Kraft; Kuehne + Nagel; Lufthansa; Mallory Alexander; Old Dominion Freight Lines; Panalpina; PGT Industries; Polar Air Cargo; Samsung Electronics Logitech; Schenker; Schwan's; Swire Beverages; Swiss World; Tampa; The Home Depot; TNT Freight Management; Tomra; United Parcel Service; US Department of Census; UTi; Wolseley; Yang Ming; Zee Medical.