

## 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 10,000 customers in 160+ countries worldwide; 35,000 logistics messaging partnerships

**Number of Employees** 1500+

**FY25 Financial Results** Key financial highlights for FY2025 included:

- Revenues of \$651.0 million, up 14% from \$572.9 million in the same period a year ago (**FY24**);
- Revenues were comprised of services revenues of \$590.2 million (91% of total revenues), professional services and other revenues of \$55.1 million (8% of total revenues) and license revenues of \$5.7 million (1% of total revenues). Services revenues were up 13% from \$520.9 million in FY24;
- Cash provided by operating activities of \$219.3 million, up 6% from \$207.7 million in FY24. Cash provided by operating activities was negatively impacted in FY25 by the payment of \$25.0 million in contingent acquisition consideration for previously completed deals, which was not accrued for at the time of acquisition;
- Income from operations of \$181.1 million, up 27% from \$142.8 million in FY24;
- Net income of \$143.3 million, up 24% from \$115.9 million in FY24. Net income as a percentage of revenues was 22%, compared to 20% in FY24;
- Earnings per share on a diluted basis of \$1.64, up 22% from \$1.34 in FY24; and
- Adjusted EBITDA of \$284.7 million, up 15% from \$247.5 million in FY24. Adjusted EBITDA as a percentage of revenues was 44%, compared to 43% in FY24.

<b>Fiscal Year 2025 Revenues</b>	651.0 million USD (in accordance with US GAAP)
<b>Fiscal Year 2023 Revenues</b>	572.9 million USD (in accordance with US GAAP)
<b>Fiscal Year 2023 Revenues</b>	486.0 million USD (in accordance with US GAAP)
<b>Fiscal Year 2022 Revenues</b>	424.7 million USD (in accordance with US GAAP)
<b>Fiscal Year 2021 Revenues</b>	348.7 million USD (in accordance with US GAAP)
<b>Fiscal Year 2020 Revenues</b>	325.8 million USD (in accordance with US GAAP)
<b>Fiscal Year 2019 Revenues</b>	275.2 million USD (in accordance with US GAAP)
<b>Fiscal Year 2018 Revenues</b>	237.4 million USD (in accordance with US GAAP)
<b>Fiscal Year 2017 Revenues</b>	203.8 million USD (in accordance with US GAAP)
<b>Fiscal Year 2016 Revenues</b>	185.0 million USD (in accordance with US GAAP)
<b>Fiscal Year 2015 Revenues</b>	170.9 million USD (in accordance with US GAAP)
<b>Fiscal Year 2014 Revenues</b>	151.3 million USD (in accordance with US GAAP)
<b>Fiscal Year 2013 Revenues</b>	126.9 million USD (in accordance with US GAAP)
<b>Fiscal Year 2012 Revenues</b>	114.0 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>	Edward J. Ryan, <i>Chief Executive Officer</i>
	J. Scott Pagan, <i>President and Chief Operating Officer</i>
	Allan Brett <i>Chief Financial Officer</i>
	Raimond Diederik, <i>Executive Vice President, Information Services</i>

## Board of Directors

Eric Demirian, B.BM., C.G.A., C.A. <i>Chair of the Board of Directors</i> President and Chief Executive Officer, Parklea Capital Inc.	Deepak Chopra B. Comm (Hons), FCPA, FCGA <i>Director</i> Served as President and Chief Executive Officer of Canada Post Corporation from February 2011 to March 2018
Dennis Maple <i>Director</i> President First Student Inc.	Jane O'Hagan <i>Director</i> Former Executive VP Marketing and Sales and Chief Marketing Officer -Canadian Pacific Railway
David I. Beatson, <i>Director</i> Chief Executive Officer, GlobalWare Solutions	Edward J. Ryan, <i>Director</i> Descartes' Chief Executive Officer
Deborah Close, B.A. <i>Director</i> President, Production Services Division, Tervita Corporation	John. J. Walker, C.A. <i>Director</i> Former CFO, Bowne & Co and Loews Cineplex.
Sandra Hanington <i>Director</i> Former President & Chief Executive Officer of the Royal Canadian Mint.	Chris Muntwyler <i>Director</i> Former executive at SwissAir and the positions of Chief Executive of DHL Express (UK) Limited and Managing Director (Switzerland, Germany and Central Europe) at DHL Express, he is now a management consultant through his business, Conlogic AG
Kelley Irwin B.A. (Math), C.Dir <i>Director</i> Former executive at Sun Life Financial, TD Bank, Economical Insurance, and its subsidiary, Sonnet Insurance, and the Electrical Safety Authority (ESA)	

## 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.