**Corporate Fact Sheet**

|  |  |
| --- | --- |
| **Company** | The Descartes Systems Group Inc. |
| **Stock Symbols** | DSGX (NASDAQ); DSG (TSX) |
| **Year Founded** | 1981 |
| **Headquarters** | 120 Randall DriveWaterloo, Ontario N2V 1C6Phone: (519) 746-8110Toll Free: (800) 419-8495 Fax: (519) 747-0082 |
| **Number of Offices** | 20+ |
| **Global Presence** | Over 10,000 customers in 160+ countries worldwide; 35,000 logistics messaging partnerships |
| **Number of Employees****Q3FY21 Financial Results** | 1300+Key financial highlights for Descartes’ Q3 FY2021 included:* Revenues of $87.5 million, up 5% from $83.0 million in the third quarter of fiscal 2020 (**Q3FY20**) and up 4% from $84.0 million in the previous quarter (**Q2FY21**);
* Revenues were comprised of services revenues of $77.6 million (89% of total revenues), professional services and other revenues of $9.3 million (10% of total revenues) and license revenues of $0.6 million (1% of total revenues). Services revenues were up 7% from $72.6 million in Q3FY20 and up 3% from $75.3 million in Q2FY21;
* Cash provided by operating activities of $33.1 million, up 20% from $27.5 million in Q3FY20 and down from $34.1 million in Q2FY21;
* Income from operations of $18.8 million, up 37% from $13.7 million in Q3FY20 and up 25% from $15.0 million in Q2FY21;
* Net income of $13.3 million, up 37% from $9.7 million in Q3FY20 and up 27% from $10.5 million in Q2FY21. Net income as a percentage of revenues was 15%, compared to 12% in Q3FY20 and 13% in Q2FY21;
* Earnings per share on a diluted basis of $0.15, up 36% from $0.11 in Q3FY20 and up 25% from $0.12 in Q2FY21; and
* Adjusted EBITDA of $36.4 million, up 16% from $31.5 million in Q3FY20 and up 7% from $34.0 million in Q2FY21. Adjusted EBITDA as a percentage of revenues was 42%, compared to 38% in Q3FY20 and 40% in Q2FY21.
 |
| **Fiscal Year 2020 Revenues****Fiscal Year 2019 Revenues****Fiscal Year 2018 Revenues****Fiscal Year 2017 Revenues****Fiscal Year 2016 Revenues****Fiscal Year 2015 Revenues****Fiscal Year 2014 Revenues****Fiscal Year 2013 Revenues** **Fiscal Year 2012 Revenues** **Fiscal Year 2011 Revenues** **Fiscal Year 2010 Revenues** **Fiscal Year 2009 Revenues** **Fiscal Year 2008 Revenues** | $325.8 million USD (in accordance with US GAAP)275.2 million USD (in accordance with US GAAP)237.4 million USD (in accordance with US GAAP)203.8 million USD (in accordance with US GAAP)185.0 million USD (in accordance with US GAAP)170.9 million USD (in accordance with US GAAP)151.3 million USD (in accordance with US GAAP)126.9 million USD (in accordance with US GAAP) 114.0 million USD (in accordance with US GAAP) 99.2 million USD (in accordance with US GAAP) 73.8 million USD (in accordance with US GAAP) 66.1 million USD (in accordance with US GAAP) 59.1 million USD (in accordance with US GAAP)  |
| **Executive Management Team** | Edward J. Ryan,*Chief Executive Officer*J. Scott Pagan,*President and Chief Operating Officer* Allan Brett*Chief Financial Officer*Raimond Diederik,*Executive Vice President, Information Services*Chris Jones,*Executive Vice President, Marketing and Services* |
| **Board of Directors** | Eric Demirian, B.BM., C.G.A, C.A.*Chair of the Board of Directors*President and Chief Executive Officer, Parklea Capital Inc.Dennis Maple*Director*PresidentFirst Student Inc.David I. Beatson,*Director*Chief Executive Officer, GlobalWare Solutions Deborah Close, B.A.*Director*President, Production Services Division, Tervita Corporation | Chris Hewat, LL.B., M.B.A.*Director*Partner, Blake, Cassels & Graydon LLPJane O'Hagan*Director*Former Executive VP Marketing and Sales and Chief Marketing Officer -Canadian Pacific RailwayEdward J. Ryan,*Director* Descartes’ Chief Executive OfficerJohn. 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. |