

Corporate Fact Sheet

Company	The Descartes Systems Group Inc.
Stock Symbols	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	20+
Global Presence	Over 10,000 customers in 160+ countries worldwide; 35,000 logistics messaging partnerships

Number of Employees

1300+

Q2FY19 Financial Results

As described in more detail below, key financial highlights for Q3FY19 included:

- Revenues of \$70.0 million, up 13% from \$62.0 million in the third quarter of fiscal 2019 (**Q3FY18**) and up 4% from \$67.1 million in the previous quarter (**Q2FY19**);
- Revenues were comprised of services revenues of \$61.1 million (87% of total revenues), professional services and other revenues of \$7.3 million (11% of total revenues) and license revenues of \$1.6 million (2% of total revenues). Services revenues were up 15% from \$53.3 million in Q3FY18 and up 2% from \$59.7 million in Q2FY19;
- Cash provided by operating activities of \$19.2 million, up 2% from \$18.9 million in Q3FY18 and up 5% from \$18.2 million in Q2FY19;
- Income from operations of \$10.8 million, up 29% from \$8.4 million in Q3FY18 and up 7% from \$10.1 million in Q2FY19;
- Net income of \$7.9 million, up 27% from \$6.2 million in Q3FY18 and down from \$8.5 million in Q2FY19. Net income in Q2FY19 benefited from a non-recurring tax recovery of approximately \$1.0 million. Net income as a percentage of revenues was 11%, compared to 10% in Q3FY18 and 13% in Q2FY19;
- Earnings per share on a diluted basis of \$0.10, up 25% from \$0.08 in Q3FY18 and compared to \$0.11 in Q2FY19; and
- Adjusted EBITDA of \$24.0 million, up 17% from \$20.6 million in Q3FY18 and up 5% from \$22.8 million in Q2FY19. Adjusted EBITDA as a percentage of revenues was 34%, compared to 33% in Q3FY18 and 34% in Q2FY19.

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

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. <i>Chair of the Board of Directors</i> President and Chief Executive Officer, Parklea Capital Inc.	Chris Hewat, LL.B., M.B.A. <i>Director</i> Partner, Blake, Cassels & Graydon LLP
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

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.