



INVESTOR PRESENTATION



Q1 Fiscal Year 2025

Forward-looking Statements & Non-GAAP Financial Information

Forward-Looking Language

This presentation contains “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: “anticipate,” “intend,” “plan,” “goal,” “seek,” “believe,” “project,” “estimate,” “expect,” “strategy,” “future,” “likely,” “may,” “should,” “will” and similar references to future periods. Examples of forward-looking statements include, among others, our revenue, subscription revenue and Adjusted EBITDA guidance for the 2024 fiscal year and statements we make regarding expected property management room growth.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the impact macroeconomic factors may have on the overall business environment, our ability to achieve our fiscal 2025 guidance, future revenue growth, the company's ability maintain sales levels, the Company's ability to increase implementation efficiencies, and the risks described in the Company's filings with the Securities and Exchange Commission, including the Company's reports on Form 10-K and Form 10-Q. Additionally, references to "record" financial and business levels in this document refer only to the time period after Agilysys made the transformation to an entirely hospitality focused software solutions company in FY2014. .

Any forward-looking statement made by us in this press release is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement that may be made from time to time, whether written or oral, whether as a result of new information, future developments or otherwise.

Use of Non-GAAP Financial Information

To supplement the unaudited consolidated financial statements presented in accordance with U.S. GAAP in this press release, certain non-GAAP financial measures as defined by the SEC rules are used. These non-GAAP financial measures include EBITDA, Adjusted EBITDA, adjusted net income, adjusted basic earnings per share, adjusted diluted earnings per share and free cash flow. Management believes that such information can enhance investors' understanding of the Company's ongoing operations.

Our Mission

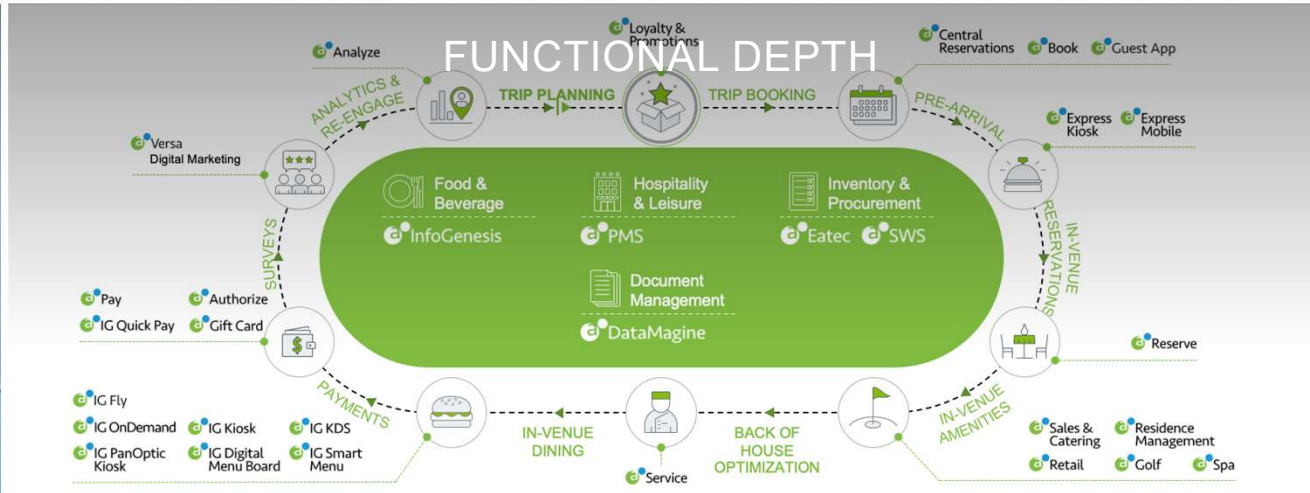
Helping Our Customers Improve Employee & Guest Experiences, With Dedication To Past, Present & Future Customer Investments In Our Products And Services.

Agilysys Defining Strategy Pillars

Strategy Pillars



100% Hospitality Focused - Why It Matters



Obsessively Customer-Centric - Why It Matters

ROADMAP INFLUENCE



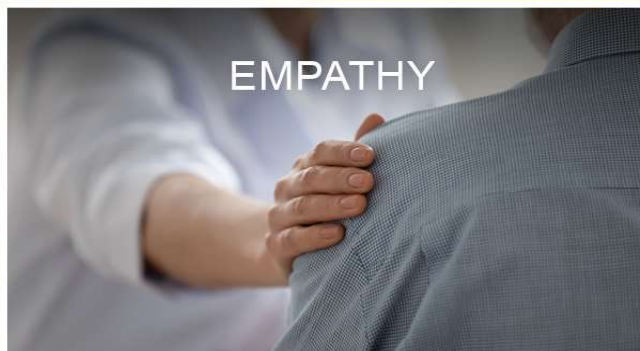
BENEFITS BOTH



EQUAL TREATMENT



EMPATHY



SERVICES & SUPPORT INVESTMENTS



Core Product Focus & Innovation Driven - Why It Matters

ENGINEERING STRENGTH



CONTINUOUS INNOVATION



PEOPLE & TECHNOLOGY



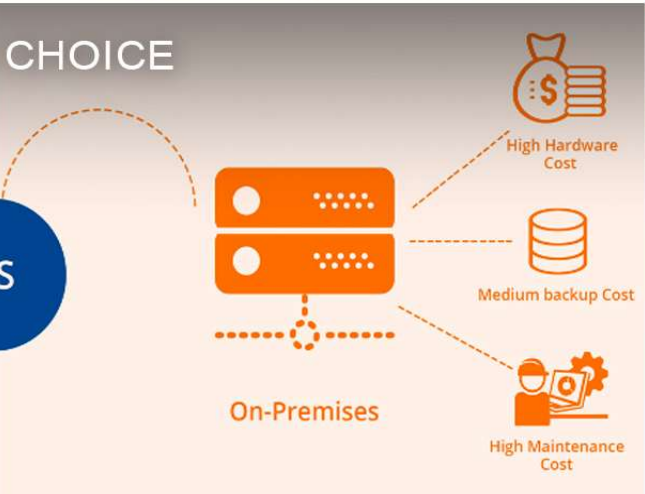
AUTOMATION



PROBLEM SOLVING



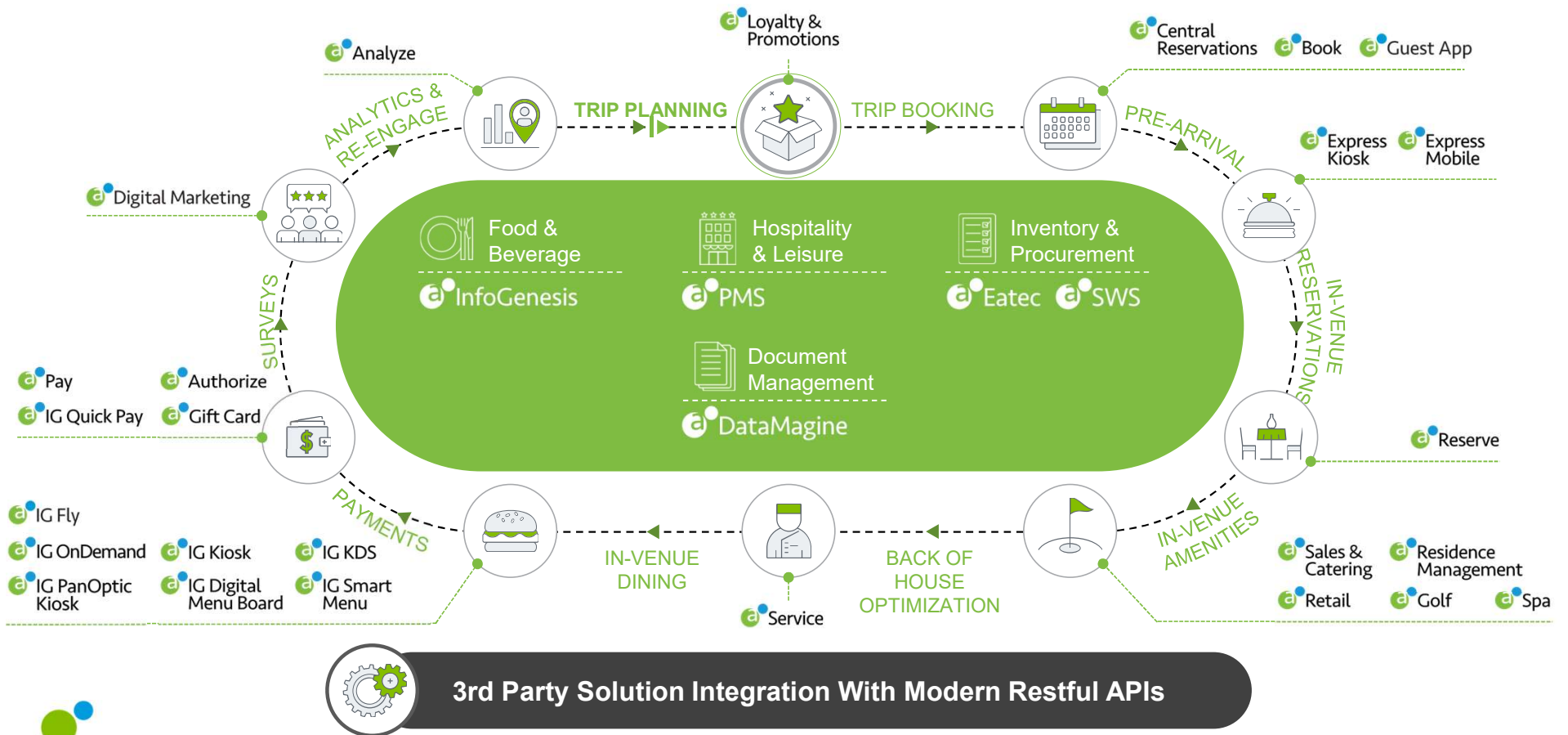
State Of The Art Cloud-native & On-premise Options - Why It Matters



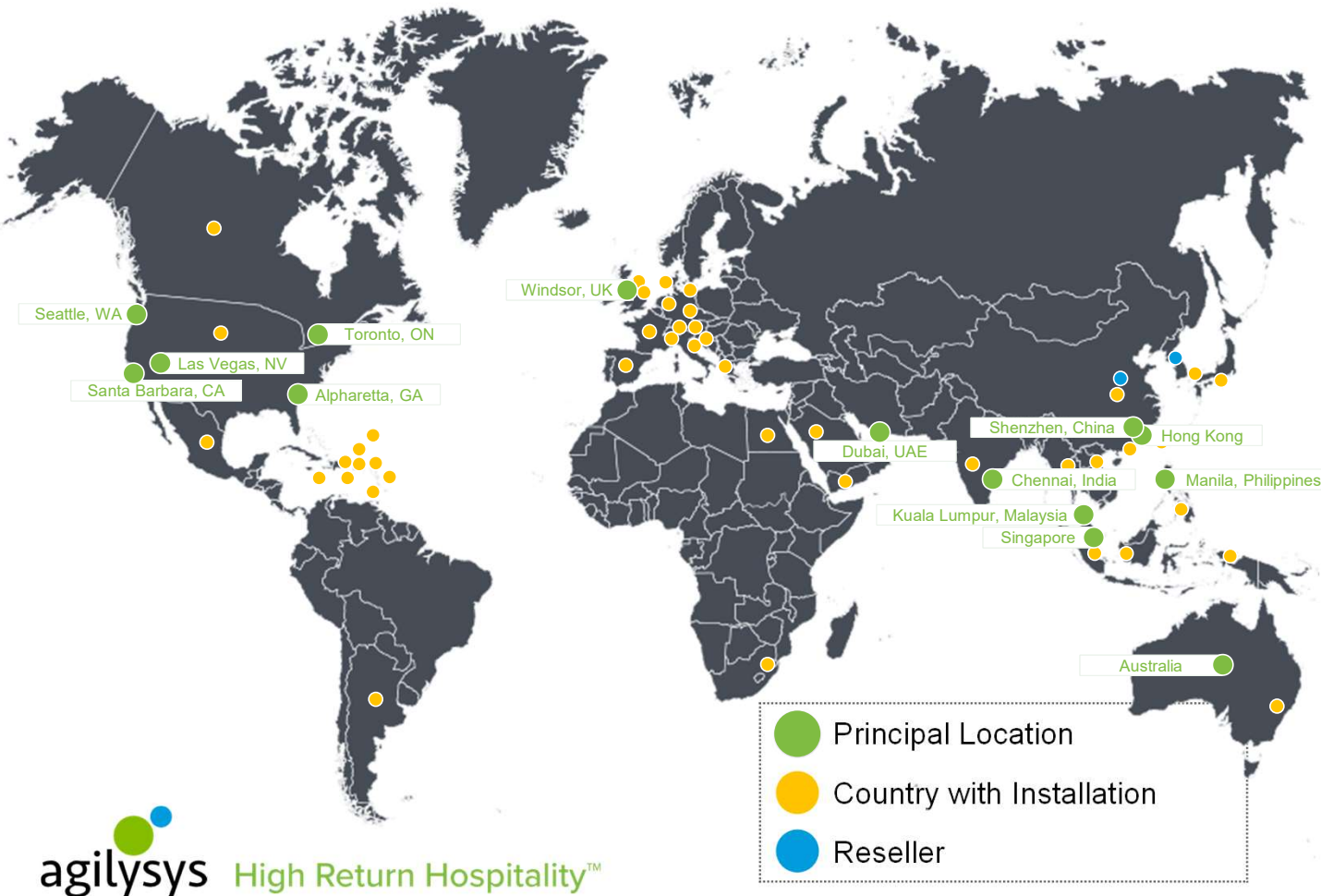
End-To-End Comprehensive Solution Offerings - Why It Matters



Agilysys Hospitality Product Suite



Agilysys Global Presence



Publicly Traded - NASDAQ: AGYS

Corporate Headquarters

- Alpharetta, Georgia

North America Offices

- Las Vegas, Nevada
- Santa Barbara, California
- Bellevue, Washington
- Toronto, Ontario

EMEA Office

- United Kingdom
- Dubai, UAE

APAC Offices

- Hong Kong
- Malaysia
- Philippines
- Singapore
- China
- Australia

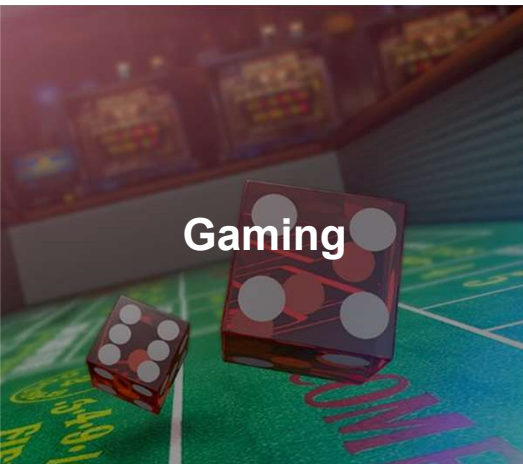
Demonstration Centers

- Las Vegas, Nevada

India Development Center

- Chennai, India

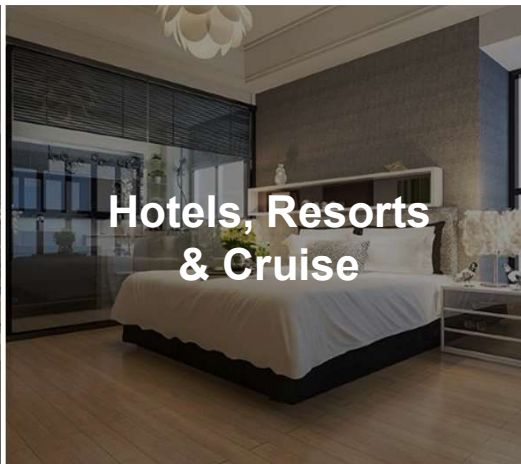
Global Customers



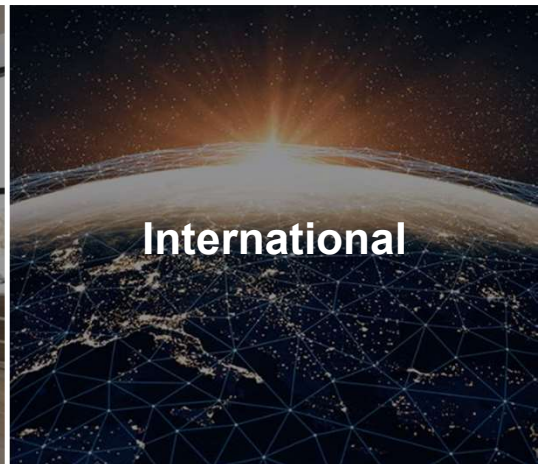
Gaming



Managed Foodservice



Hotels, Resorts & Cruise



International

















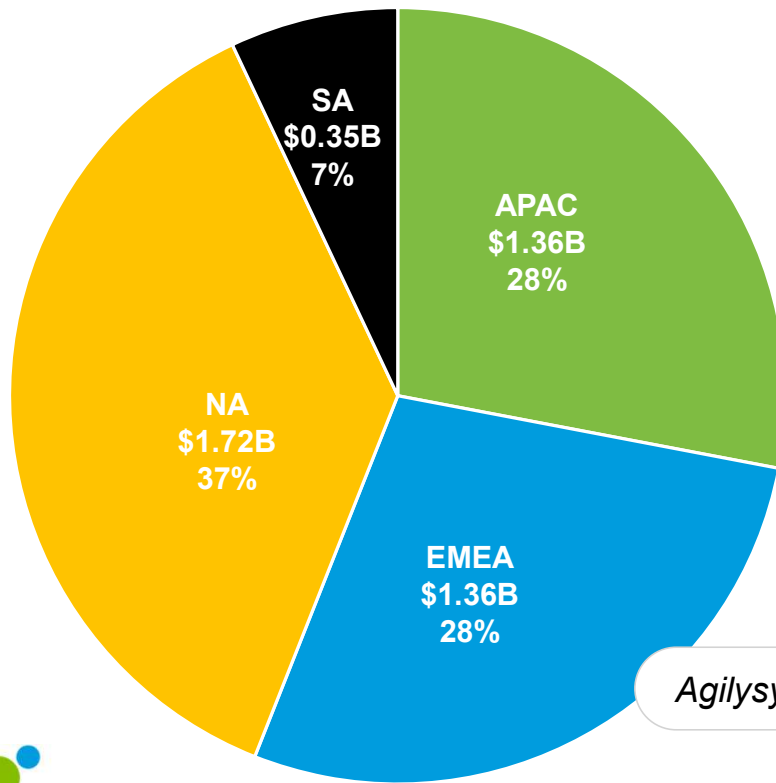




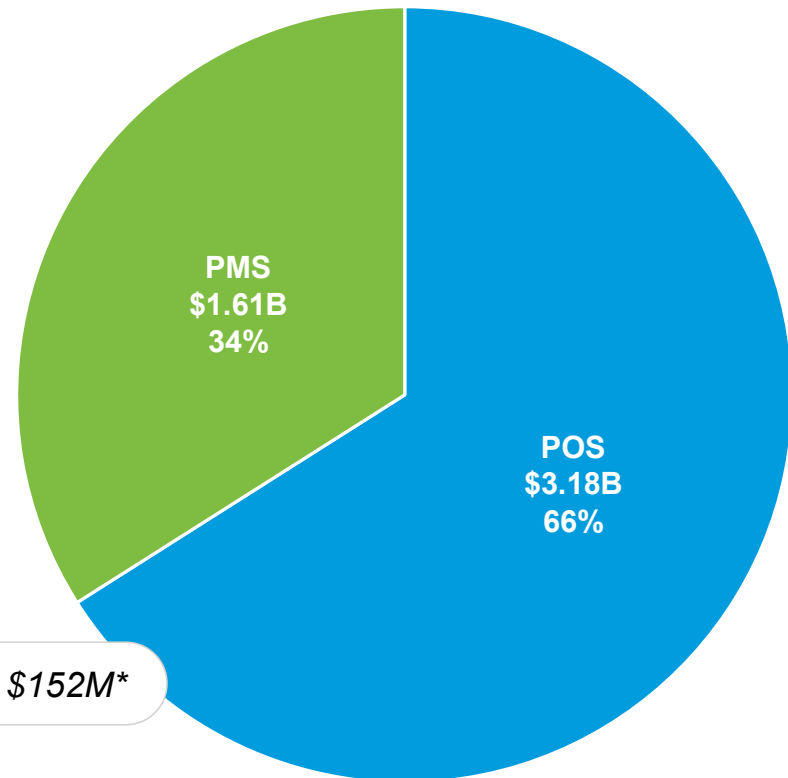



Total Addressable Market

ARR Market Opportunity
\$4.8 Billion



ARR Product Opportunity
\$4.8 Billion



Agilysys ARR ~ \$152M*

Agilysys Revenue Overview

19%

Total
Revenue YOY
Growth*

59%

Recurring Revenue
as a % of Total
Revenue*

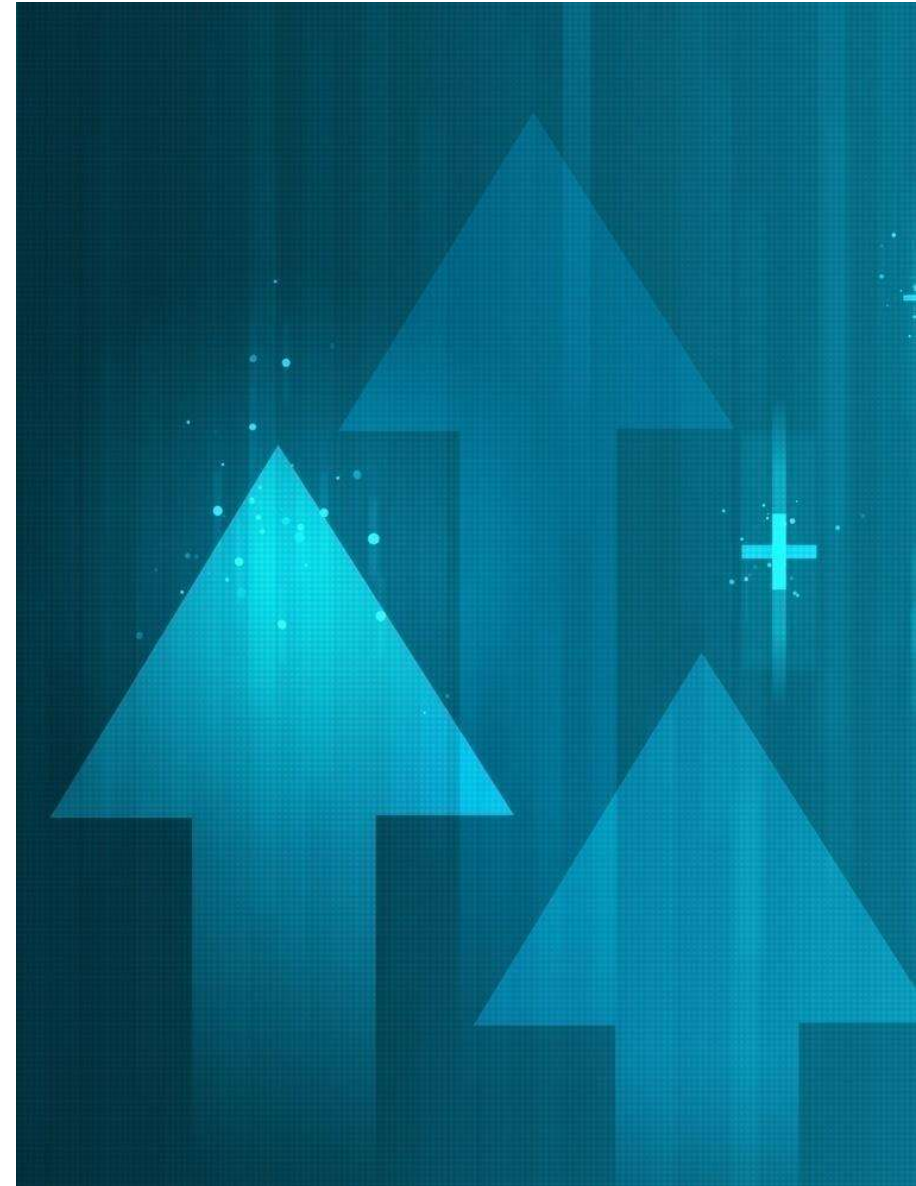
56%

Subscription
Revenue as a % of
Recurring Revenue*

31%

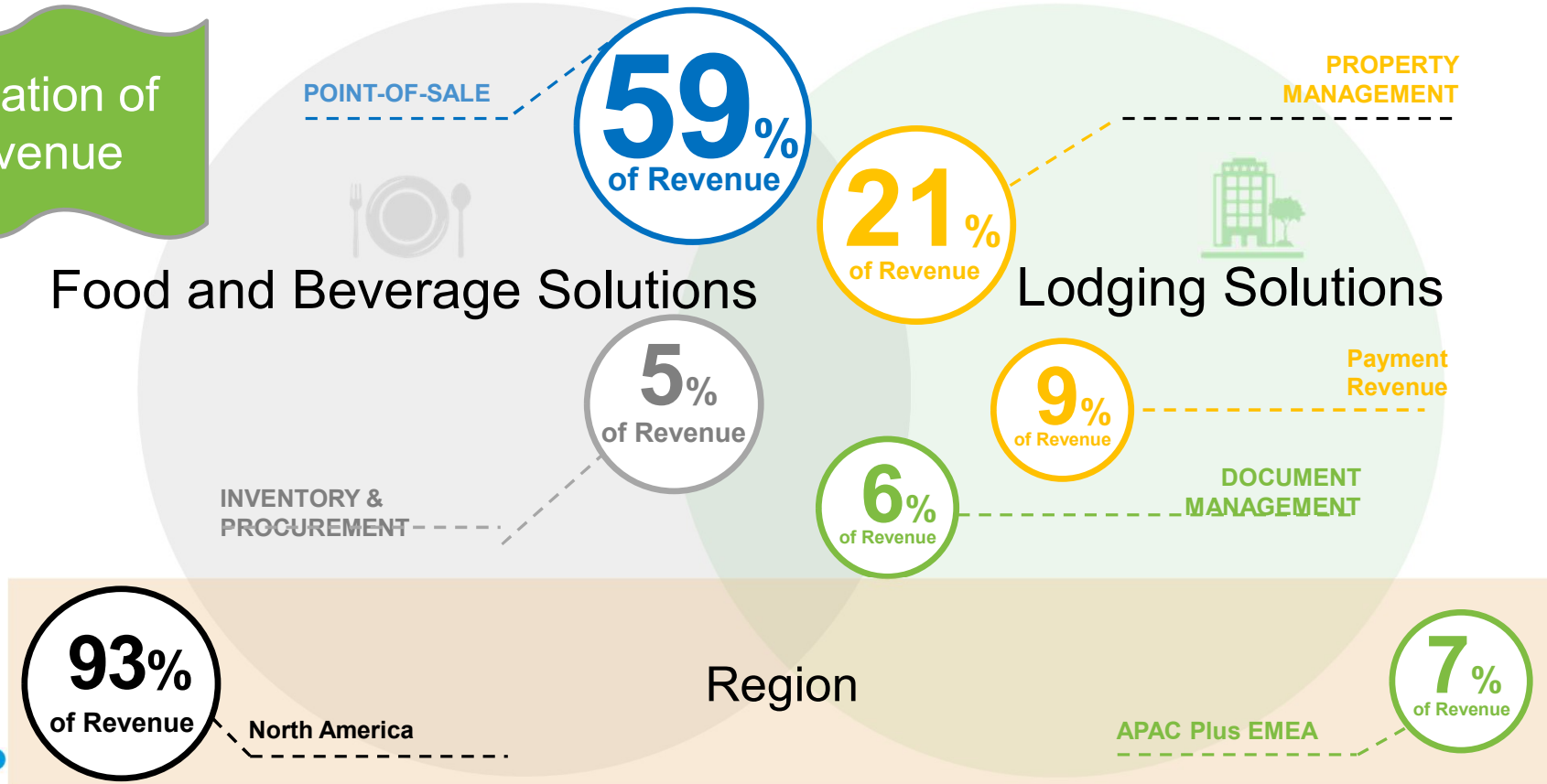
Subscription
Revenue YOY
Growth Rate

**Data is as of the trailing twelve months ended June 30, 2024.*



We Provide Industry Leading Hospitality Solutions

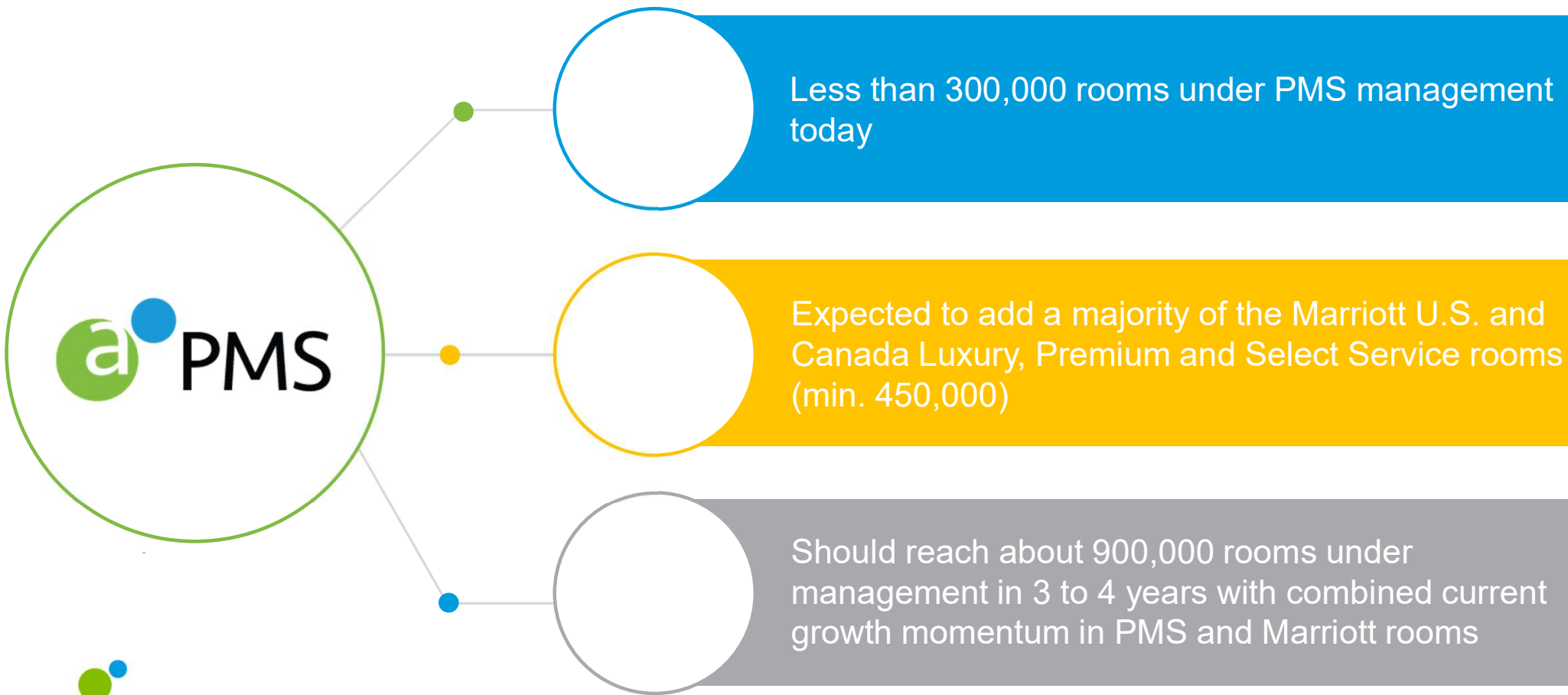
Allocation of Revenue



Existing Customer Greenspace - Average Products FY Exit Rate



Property Management Room Growth Opportunity



FY25 Annual Guidance

**\$275M TO
\$280M
ANNUAL
REVENUE**

REVENUE

**16%
ADJUSTED
EBITDA
AS % OF
REVENUE**

Adjusted EBITDA

**27% YEAR
OVER YEAR
GROWTH**

SUBSCRIPTION REVENUE



FINANCIAL OVERVIEW



Evolving Business, Evolving P&L

Business Metrics (as of 8/21/24)

| | |
|---|-----|
| Recurring Revenue* As % of Total Revenue | 59% |
| Subscription Revenue* As % of Recurring Revenue | 56% |
| Services Revenue* As % of Total Revenue | 22% |
| Subscription Revenue Growth Y/Y* | 31% |
| New Customer Count* | 63 |

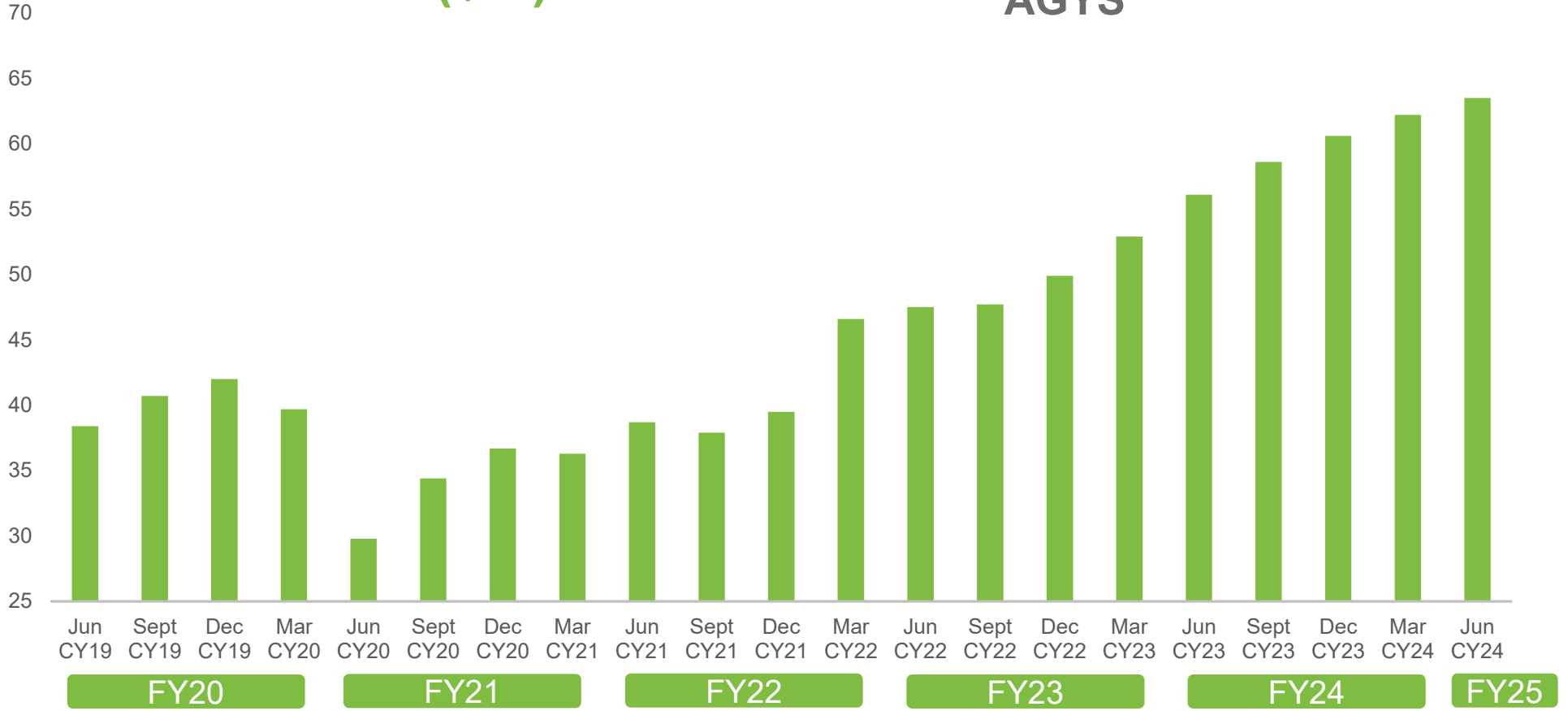
Financial Metrics and Valuation*

| | |
|--------------------------------------|----------|
| Share Price (08/21/24) | \$108.87 |
| Diluted Shares Outstanding | 28.1M |
| Diluted Market Capitalization | \$3,062M |
| Cash (as of 3/31/24) | \$144.1M |
| Debt (as of 3/31/24) | \$23.9M |
| Enterprise Value | \$2,942M |
| Revenue | \$244.9M |
| Gross Profit | \$151.1M |
| Adjusted EBITDA^ | \$42.9M |
| Earnings per Share | \$3.48 |
| EV/Revenue | 12.0x |
| EV/Gross Profit | 19.5x |

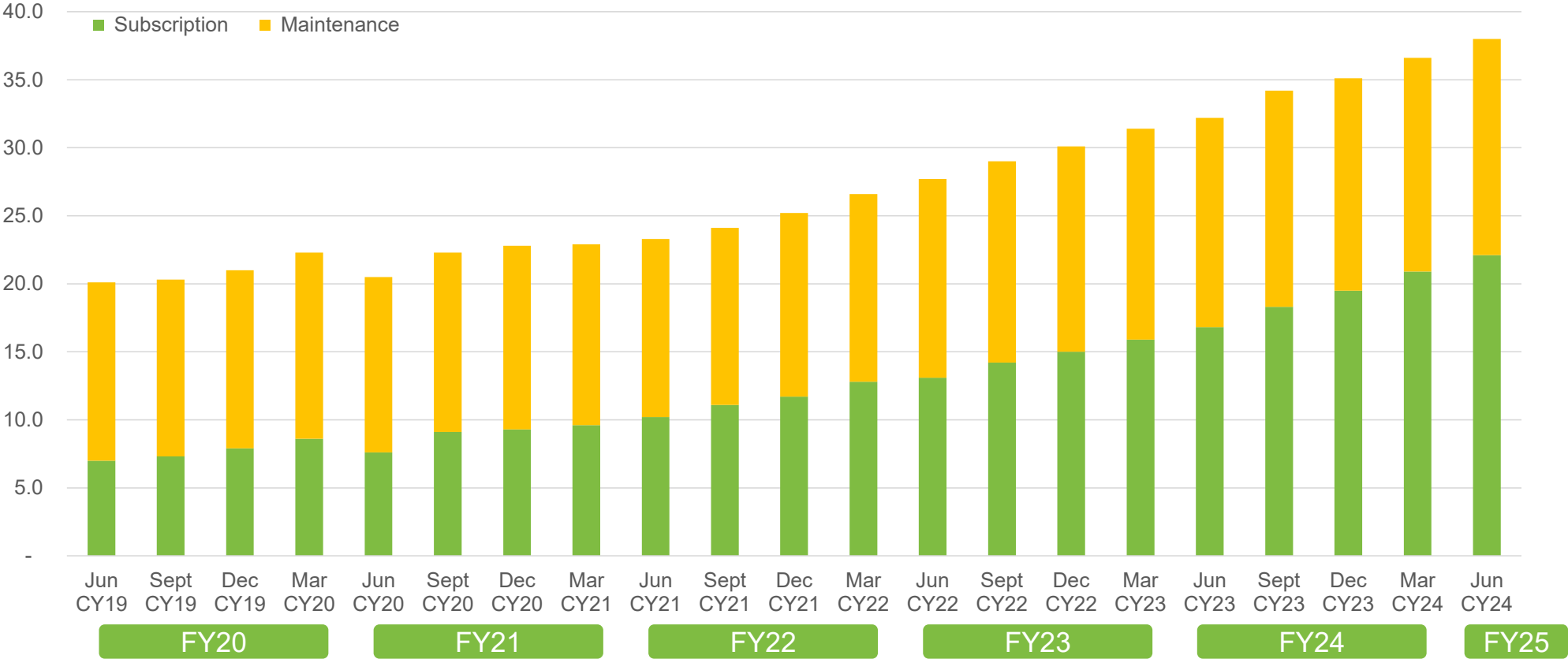
Strong Balance Sheet

| Consolidated Balance Sheet (in thousands) | | |
|---|----------------------|-----------------------|
| | June 30, 2024 | March 31, 2024 |
| Cash, Cash Equivalents and Marketable Securities | \$144,111 | \$144,891 |
| Other Current Assets | 42,654 | 44,046 |
| Long-Term Assets | 168,933 | 161,493 |
| Total Assets | \$355,698 | \$350,430 |
| Current Liabilities | \$77,404 | \$89,371 |
| Other Liabilities | 24,123 | 24,582 |
| Total Liabilities | 101,527 | 113,953 |
| Shareholders' Equity | 254,171 | 236,477 |
| Total Liabilities and Shareholders' Equity | \$355,698 | \$350,430 |

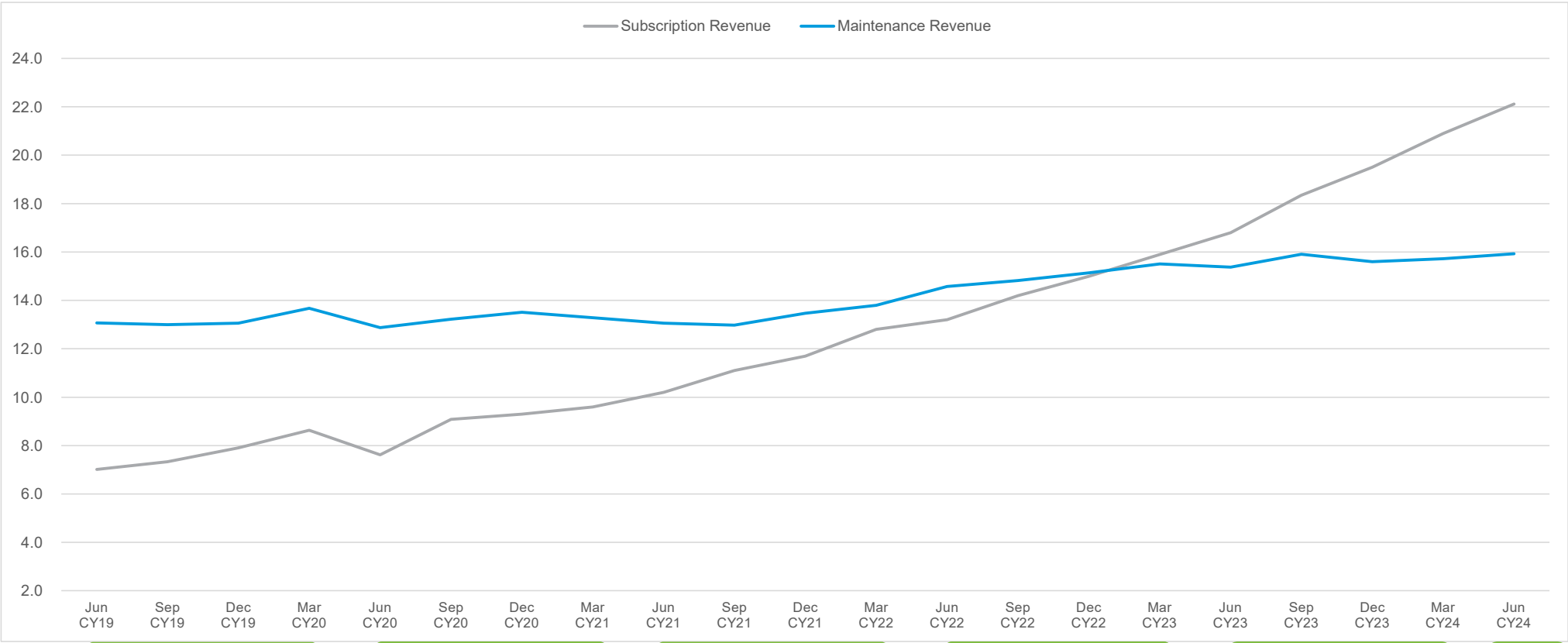
Revenue Growth (\$M)



Recurring Revenue (\$M)



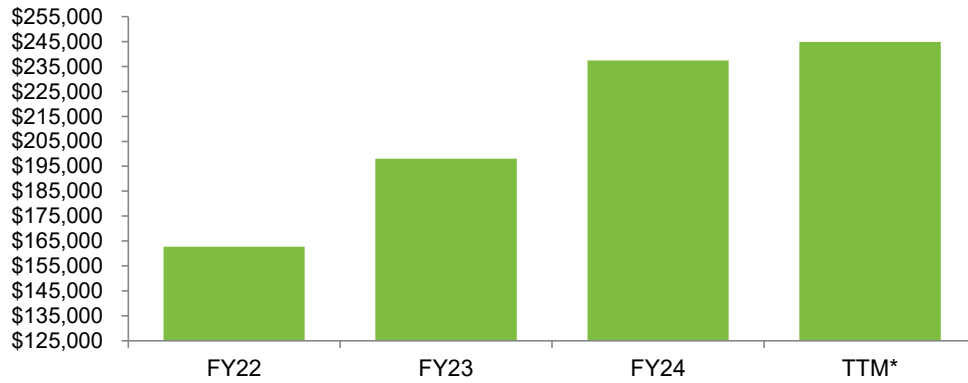
Recurring Revenue Growth (\$M)



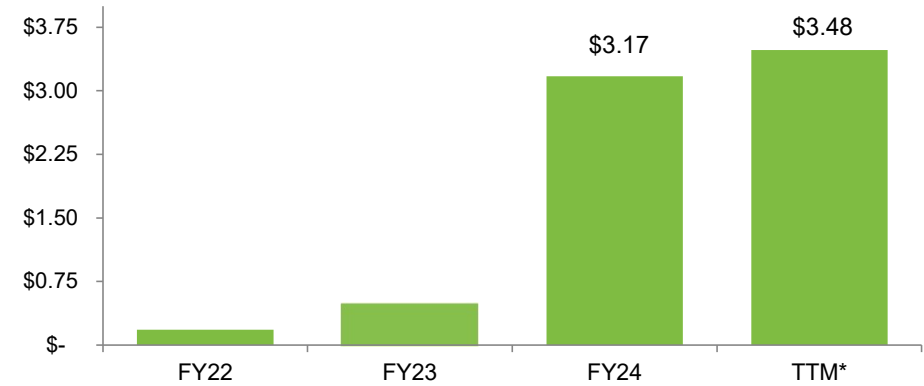
FY20 FY21 FY22 FY23 FY24 FY25

Historical Financial Results

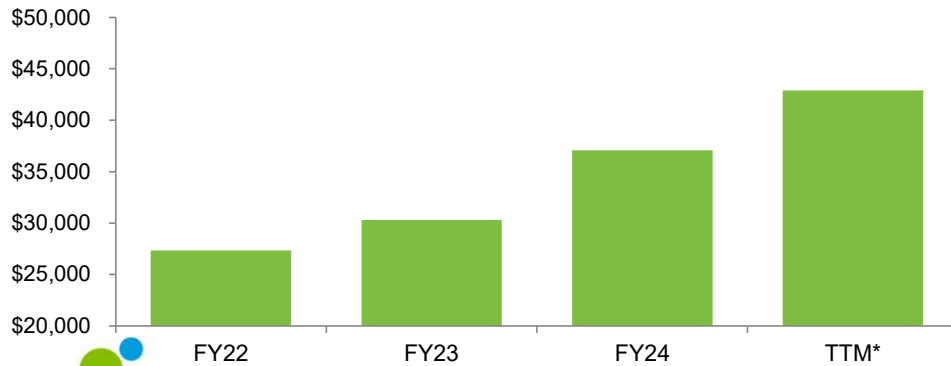
Revenue - GAAP



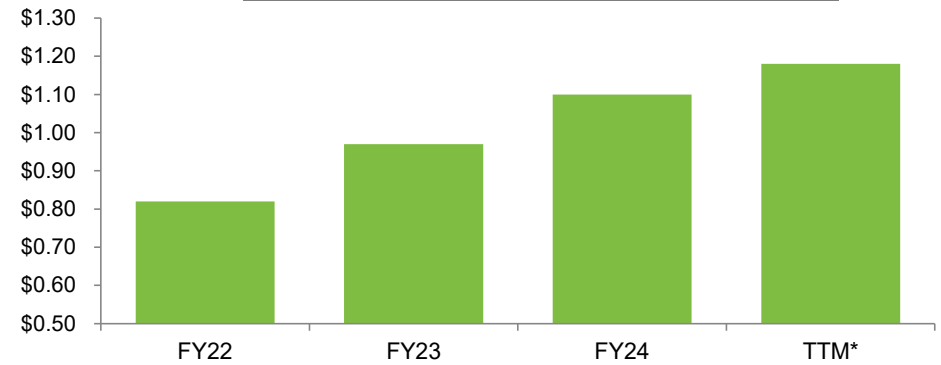
GAAP Diluted EPS



Adjusted EBITDA - Non-GAAP^



Adjusted Diluted Earnings per Share - Non-GAAP^



All numbers in thousands.

^ Non-GAAP measure, see reconciliation beginning on slide 29.

*Trailing twelve months ended June 30, 2024.

Book4Time Strategic Acquisition

Expanded Agilysys customer base of
~4,500 customers by 25% to 30%
Only 10% customer overlap

Current market leader in spa
software solutions

Strategic advantage in
competitive ecosystem deals

\$150M all cash transaction
at ~9x revenue multiple
closed August 2024



Strengthen product penetration
in large global brands



APPENDIX



agilysys

Hospitality Experience Cloud



FOOD & BEVERAGE ECOSYSTEM

CORE POS

- EXPERIENCE ENHANCERS**
- Mobile Food Ordering
 - Dining Reservations
 - Kiosk
 - PanOptic Self-Checkout
 - Kitchen Display
 - Digital Menus
 - Digital Menu Board

- Loyalty & Promotions
- Enterprise Analytics
- Secure EMV Payments
- QR Payment
- Stored-Value Payment
- Gift Card



HOSPITALITY & LEISURE ECOSYSTEM

CORE PMS

- EXPERIENCE ENHANCERS**
- Property-Wide Booking
 - Spa
 - Golf
 - Sales & Catering
 - Activities
 - Retail
 - Membership
 - Residence Management
 - Mobile/Kiosk Check-In/Out
 - Digital Keys

- Digital Marketing
- Loyalty and Promotions
- Service Task Optimization
- Enterprise Analytics
- Call Center
- Secure EMV Payments
- Digital Authorizations
- Gift Card
- Document Management



INVENTORY & PROCUREMENT ECOSYSTEM

CORE I&P

- EDITIONS**
- Standard
 - Enterprise
 - Professional

- MODULES**
- Barcode
 - Retail
 - Punch Out
 - Direct

Hospitality Solution Studios

Tailored to maximize **Return On Experience (ROE)** by specific venue and management model

- Airport
- Amusement Park
- Casino
- Corporate Dining
- Cruise
- Healthcare
- Higher Education
- Hotel Brand
- Independent Hotel
- Life Plan Community
- Management Company
- Resort
- Stadium
- Venue

Agilysys Omnichannel POS Solution



Agilysys Lodging Ecosystem



Non-GAAP Reconciliation

AGILYSYS, INC.
RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA
(UNAUDITED)

| <i>(In thousands)</i> | Twelve Months Ended | | | |
|---|---------------------|-----------|-----------|----------|
| | TTM* | March 31. | | |
| | 2024 | 2023 | 2022 | |
| Net income | \$98,753 | \$ 86,195 | \$ 14,582 | \$ 6,478 |
| Income tax provision (benefit) | (72,597) | (65,511) | 1,182 | 33 |
| Income before taxes | 26,156 | 20,684 | 15,764 | 6,511 |
| Depreciation of fixed assets | 3,810 | 3,896 | 1,769 | 2,210 |
| Amortization of internal-use software and intangibles | 1,187 | 1,366 | 1,743 | 1,654 |
| Amortization of developed technology acquired | 158 | 159 | 159 | 42 |
| Interest income, net | (5,764) | (5,083) | (2,192) | (47) |
| EBITDA (a) | 25,547 | 21,022 | 17,243 | 10,370 |
| Share-based compensation | 15,373 | 14,111 | 12,958 | 14,549 |
| Severance and other charges | 1,547 | 1,756 | 435 | 1,584 |
| Other non-operating (income) expense | 147 | 152 | (697) | (145) |
| Legal settlements, net | 293 | 28 | 352 | 969 |
| Adjusted EBITDA (b) | 42,907 | 37,069 | 30,291 | 27,327 |

(a) EBITDA is defined as net income before income taxes, interest expense, depreciation and amortization

(b) Adjusted EBITDA, a non-GAAP financial measure, is defined as income before income taxes, interest expense (net of interest income), depreciation and amortization (including amortization of developed technology), and excluding charges relating to i) legal settlements, ii) severance, and other charges, iii) impairments, iv) share-based compensation, and v) other non-operating (income) expense

Non-GAAP Reconciliation

AGILYSYS, INC.
RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA
(UNAUDITED)

| <i>(In thousands)</i> | Three Months Ended | | | | | | | | | | | | |
|---|--------------------|-------------------|----------------------|-----------------------|------------------|-------------------|----------------------|-----------------------|------------------|-------------------|----------------------|-----------------------|------------------|
| | June 30, 2024 | March 31, 2024 | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 | December 31, 2022 | September 30, 2022 | June 30, 2022 | March 31, 2022 | December 31, 2021 | September 30, 2021 | June 30, 2021 |
| Net income | \$ 14,106 | \$ 2,961 | \$ 77,141 | \$ 4,545 | \$ 1,548 | \$ 4,075 | \$ 3,892 | \$ 3,576 | \$ 3,039 | \$ 1,982 | \$ 1,542 | \$ 982 | \$ 1,972 |
| Income tax (benefit) provision | (6,734) | 1,885 | (68,043) | 295 | 352 | 262 | 678 | (158) | 398 | (232) | 24 | 48 | 193 |
| Income before taxes | 7,372 | 4,846 | 9,098 | 4,840 | 1,900 | 4,337 | 4,570 | 3,418 | 3,437 | 1,750 | 1,566 | 1,030 | 2,165 |
| Depreciation of fixed assets | 838 | 854 | 909 | 1,209 | 923 | 398 | 437 | 461 | 473 | 602 | 495 | 548 | 566 |
| Amortization of internal-use software and intangibles | 251 | 246 | 343 | 347 | 430 | 417 | 430 | 443 | 453 | 577 | 267 | 345 | 465 |
| Amortization of developed technology acquired | 38 | 40 | 39 | 41 | 39 | 39 | 39 | 40 | 41 | 42 | - | - | - |
| Interest income, net | (1,782) | (1,503) | (1,252) | (1,227) | (1,101) | (1,006) | (704) | (379) | (100) | (8) | (6) | (13) | (21) |
| EBITDA (a) | 6,717 | 4,483 | 9,137 | 5,210 | 2,191 | 4,185 | 4,772 | 3,983 | 4,304 | 2,963 | 2,322 | 1,910 | 3,175 |
| Share-based compensation | 4,429 | 4,622 | 3,638 | 2,684 | 3,167 | 3,548 | 3,466 | 3,456 | 2,488 | 3,747 | 3,839 | 3,342 | 3,621 |
| Severance and other charges | 550 | 1,711 | (924) | 210 | 759 | 61 | 93 | 67 | 214 | 398 | 381 | 580 | 225 |
| Other non-operating expense (income) | 157 | 136 | (95) | (51) | 159 | 102 | (384) | (112) | (304) | (197) | 52 | 103 | (103) |
| Legal settlements, net | 265 | 28 | - | - | - | 248 | 104 | - | - | 598 | 4 | 337 | 30 |
| Adjusted EBITDA (b) | \$ 12,118 | \$ 10,980 | \$ 11,756 | \$ 8,053 | \$ 6,276 | \$ 8,144 | \$ 8,051 | \$ 7,394 | \$ 6,702 | \$ 7,509 | \$ 6,598 | \$ 6,272 | \$ 6,948 |

(a) EBITDA is defined as net income before income taxes, interest income (net of interest expense), depreciation and amortization (including amortization of developed technology)

(b) Adjusted EBITDA, a non-GAAP financial measure, is defined as income before income taxes, interest income (net of interest expense), depreciation and amortization (including amortization of developed technology), and excluding charges relating to i) legal settlements, ii) severance, and other charges, iii) share-based compensation, and iv) other non-operating (income) expense

Non-GAAP Reconciliation

AGILYSYS, INC.
RECONCILIATION OF NET INCOME TO ADJUSTED NET INCOME FOR ADJUSTED EARNINGS PER SHARE
(UNAUDITED)

| <i>(In thousands)</i> | TTM ⁺ | Twelve Months Ended | | |
|---|------------------|---------------------|-------------------|-----------------|
| | 2024 | 2024 | March 31, 2023 | 2022 |
| Net income attributable to common shareholders | \$ 98,008 | \$ 84,991 | \$ 12,746 | \$ 4,642 |
| Amortization of intangibles | 1,187 | 1,366 | 1,743 | 1,654 |
| Amortization of acquired technology | 158 | 158 | 159 | 42 |
| Share-based compensation | 15,373 | 14,111 | 12,958 | 14,549 |
| Tax Events (a) | (79,247) | (69,067) | - | - |
| Severance and other charges | 1,547 | 1,756 | 435 | 1,584 |
| Legal settlements, net | 293 | 28 | 352 | 969 |
| Income tax adjustments | (4,075) | (3,805) | (3,274) | (2,594) |
| Adjusted net income (b) | 33,244 | 29,538 | 25,119 | 20,846 |
| Basic weighted average shares outstanding | 27,134 | 25,668 | 24,694 | 24,357 |
| Diluted weighted average shares outstanding | 28,127 | 26,842 | 25,929 | 25,483 |
| Adjusted basic earnings per share (c) | 1.23 | 1.15 | 1.02 | 0.86 |
| Adjusted diluted earning per share (c) | 1.18 | 1.10 | 0.97 | 0.82 |

(a) Tax events include excess tax benefits or expense related to share-based compensation, release of valuation allowances against deferred income taxes, and changes in uncertain tax positions

(b) Adjusted net income, a non-GAAP financial measure is defined as net income (loss) attributable to common shareholders before amortization expense (including amortization of developed technology), share-based compensation, and one-time charges including severance and other charges, impairments and legal settlements, less the related income tax effect of these adjustments, as applicable, at the Company's current combined federal and state income statutory tax rate. No income tax effect applies to one-time charges when a valuation allowance offsets their related deferred tax assets

(c) Adjusted earnings per share, a non-GAAP financial measure, is defined as adjusted net income (loss) divided by basic and diluted weighted average shares outstanding

Cash Flow

| | TTM* | 31-Mar FY24 | 31-Mar FY23 | 31-Mar FY22 |
|---|-------------------|-------------------|-------------------|------------------|
| Operating activities | | | | |
| Net income from operations | \$ 98,753 | \$ 86,195 | \$ 14,582 | \$ 6,478 |
| Non cash adjustments, restructuring, legal settlements | (55,859) | (48,125) | 16,355 | 17,683 |
| Changes in assets & liabilities | 6,368 | 10,116 | 3,526 | 4,314 |
| Net cash provided by operating activities | 49,262 | 48,186 | 34,463 | 28,475 |
| Investing activities | | | | |
| Capital expenditures | (5,931) | (8,127) | (7,238) | (1,197) |
| Cash (paid for) business combinations, net of cash acquired | - | - | 395 | (24,455) |
| Proceeds from sale of assets | 552 | 552 | - | - |
| Investments | (25) | (27) | (27) | (27) |
| Net cash used in investing activities | (5,404) | (7,602) | (6,870) | (25,679) |
| Net cash used in financing activities | (6,781) | (8,558) | (11,094) | (4,901) |
| Effect of exchange rate | (59) | 23 | (628) | (104) |
| Increase (decrease) in cash & cash equivalents | 37,018 | 32,049 | 15,871 | (2,209) |
| Cash & cash equivalents - beginning of period | 107,093 | 112,842 | 96,971 | 99,180 |
| Cash & cash equivalents - end of period | <u>\$ 144,111</u> | <u>\$ 144,891</u> | <u>\$ 112,842</u> | <u>\$ 96,971</u> |

CONTACT

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