

The background of the slide is a photograph of a modern building's interior. It features a large, dark grey wall on the left and a series of tall, narrow windows on the right. The windows offer a view of a city street with trees and other buildings. In the foreground, several people are walking across a light-colored tiled floor, their figures slightly blurred to suggest motion. A dark horizontal band is overlaid across the middle of the image, containing the text.

Agilysys...

INVESTOR PRESENTATION

June 2021

Forward-looking Statements & Non-GAAP Financial Information

TECHNOLOGY | INNOVATION | SOLUTIONS

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 and Adjusted EBITDA guidance for the second quarter, statements we make regarding our ability to improve our competitive positioning and improvement of our business momentum and business health over time once the industry begins to recover.

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 effect of the COVID-19 pandemic on our business and the success of any measures we have taken or may take in the future in response thereto; 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.

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.

The Business We Are In



We Are in the Business of Providing A Fully Integrated Suite of Software Solutions to Enterprise Food & Beverage and Lodging Operators in the Hospitality Space that Enable Memorable Experiences Across All Channels of Guest Engagement

Agilysys..

Agilysys Overview



End to End Software Solutions Provider



Exclusively Hospitality



Provide Mission Critical Solutions



Products With Global Reach



\$137.2M

Total Revenue

65%

Recurring Revenue as a % of Total Revenue

40%

Subscription Revenue as a % of Recurring Revenue

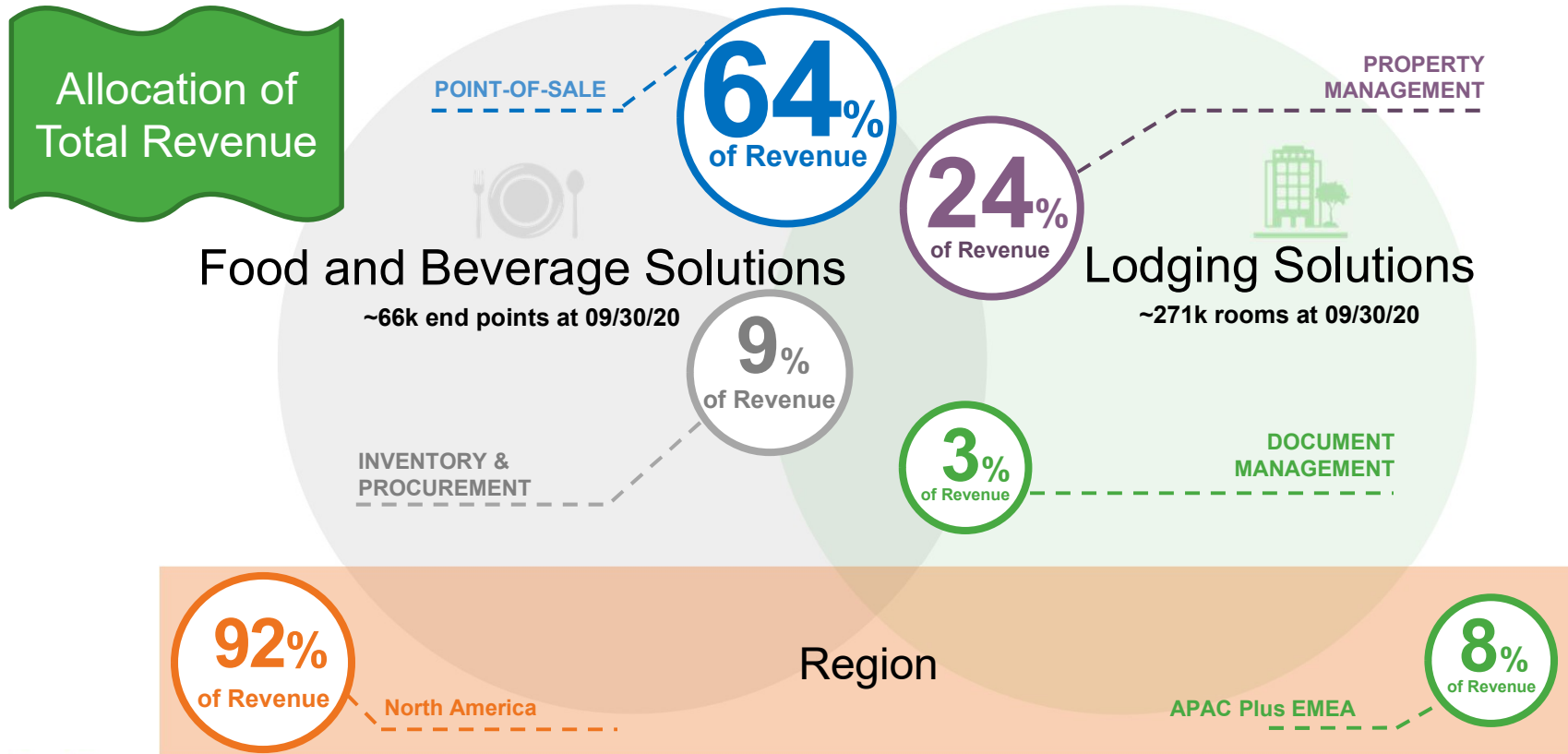
15+%

Subscription Revenue Growth Rate

Note: All data is as of the trailing twelve months ended March 31, 2021.

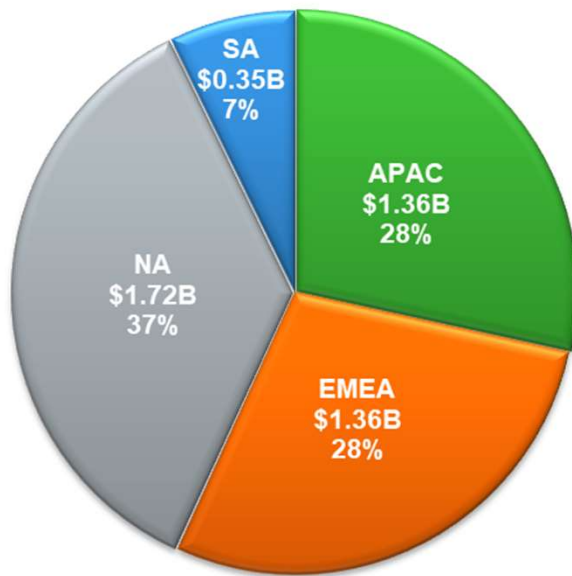
We Provide Industry Leading Hospitality Solutions

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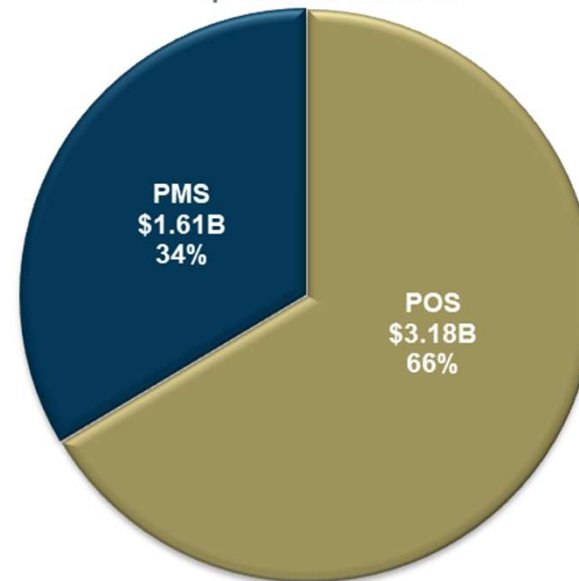


Hospitality Market

ARR Market Opportunity \$4.8 Billion



ARR Product Opportunity \$4.8 Billion



Agilysys ARR ~ \$88.6M*

Agilysys - Defining Strategy Highlights

100% HOSPITALITY FOCUSED

MODERN CLOUD-NATIVE & ON-PREMISE OPTIONS

END-TO-END COMPREHENSIVE SOLUTION OFFERINGS

OBSESSIVELY CUSTOMER-CENTRIC

ENGINEERING/PRODUCT DRIVEN

>90%
Customer
Retention
Annually

R&D Team
Strength**

Jan 2017 – 230
Mar 2019 – 500
Mar 2020 – 740
Mar 2021 – 900

15% Increase
in YOY
Subscription
Revenue

India Development Center

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- Current R&D Strength = 900+
- Approximately 95% of Current Employees Are Technical & Engineering Expertise
- Currently Expanding Capacity To:
 - 100,000 Square Feet
 - 1,000 Employee Capacity
- All Agilysys Employees and Fully Engaged With Our Products

Agilysys..

Recent Achievements Under Management Team

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Revenue Growth

Recurring Revenue
Return to Pre-COVID
Record Levels

9

Quarters of Sequential
Revenue Growth Pre-
COVID

New Sales at 60%+ of
Pre-COVID Amounts

Continuing to Improve

15.5%

FY21 SaaS Revenue
Growth

105%

YOY Increase in FY
Adjusted EBITDA

Cash Flow Positive
Since FY19

Focus on Profitability

\$7.1M

Q4 FY21 Adjusted
EBITDA

38%

Organic Increase in Cash
YTD Since FY20

\$99.2M

Cash as of FYE21

Expand Product Capabilities

Tripled

R&D Team Strength

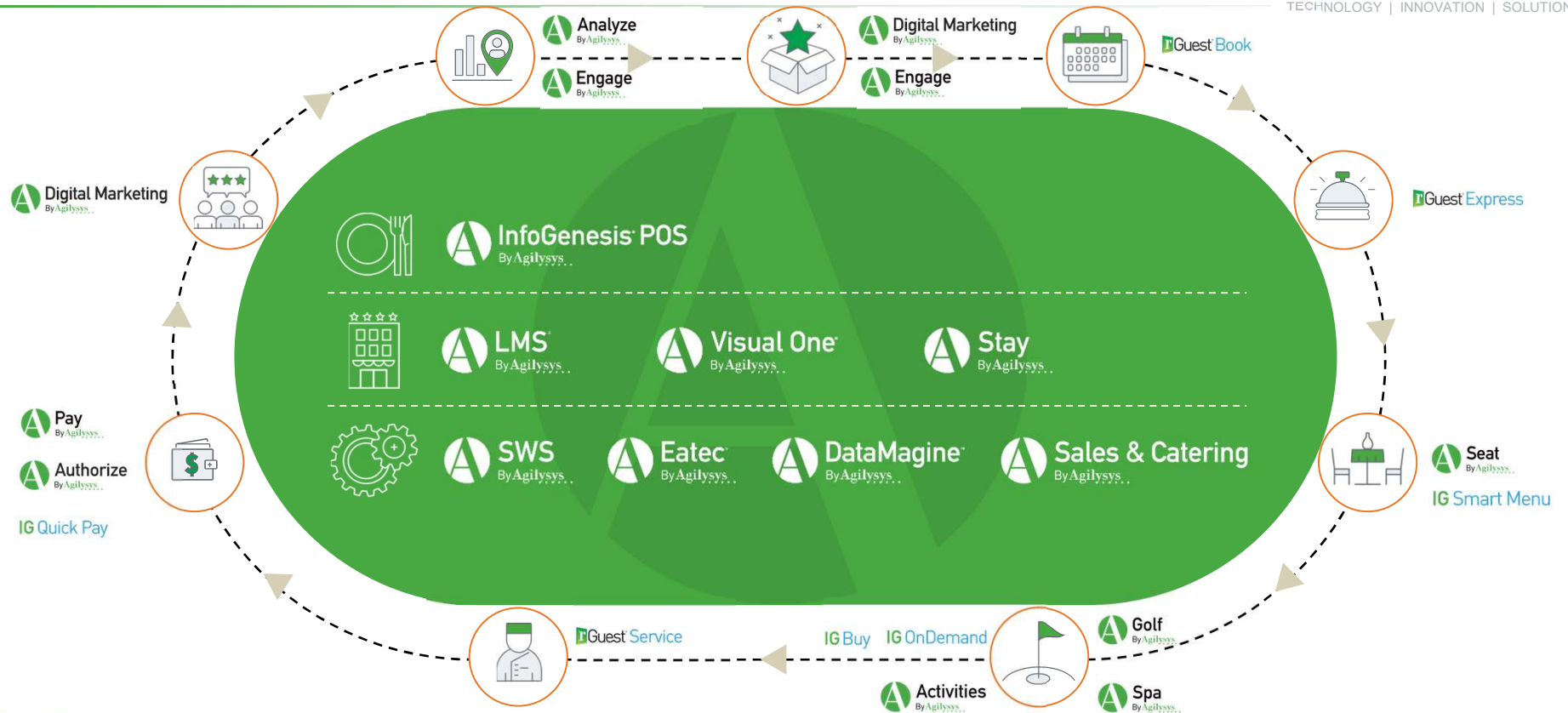
Fully Captive India
Development Center

14

New Software Modules

Agilysys Hospitality Product Suite

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Global Gaming Business G2E 2020 Gaming & Technology Awards

rGuest Service

Gold Award

Best Productivity-Enhancement Technology

Agilysys rGuest Service

(Cloud-Native, On-Premise Capable)

Only Non-Gaming Hospitality Vendor To
Win Award



Agilysys...

We Serve Leading Hospitality Brands

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Agilysys..



Agilysys...

FINANCIAL OVERVIEW

Evolving Business, Evolving P&L

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Financial Metrics and Valuation*

Share Price (6/18/21)	\$54.39
Diluted Shares Outstanding	23.5M
Diluted Market Capitalization	\$1,275.9M
Cash (as of 3/31/21)	\$99.2M
Debt (as of 3/31/21)	\$13.6M
Enterprise Value	\$1,190.3M
<hr/>	
Revenue	\$137.2M
Gross Profit	\$89.4M
Adjusted EBITDA[^]	\$26.7M
Earnings per Share	(\$1.01)
EV/Revenue	8.7x
EV/Gross Profit	13.3x

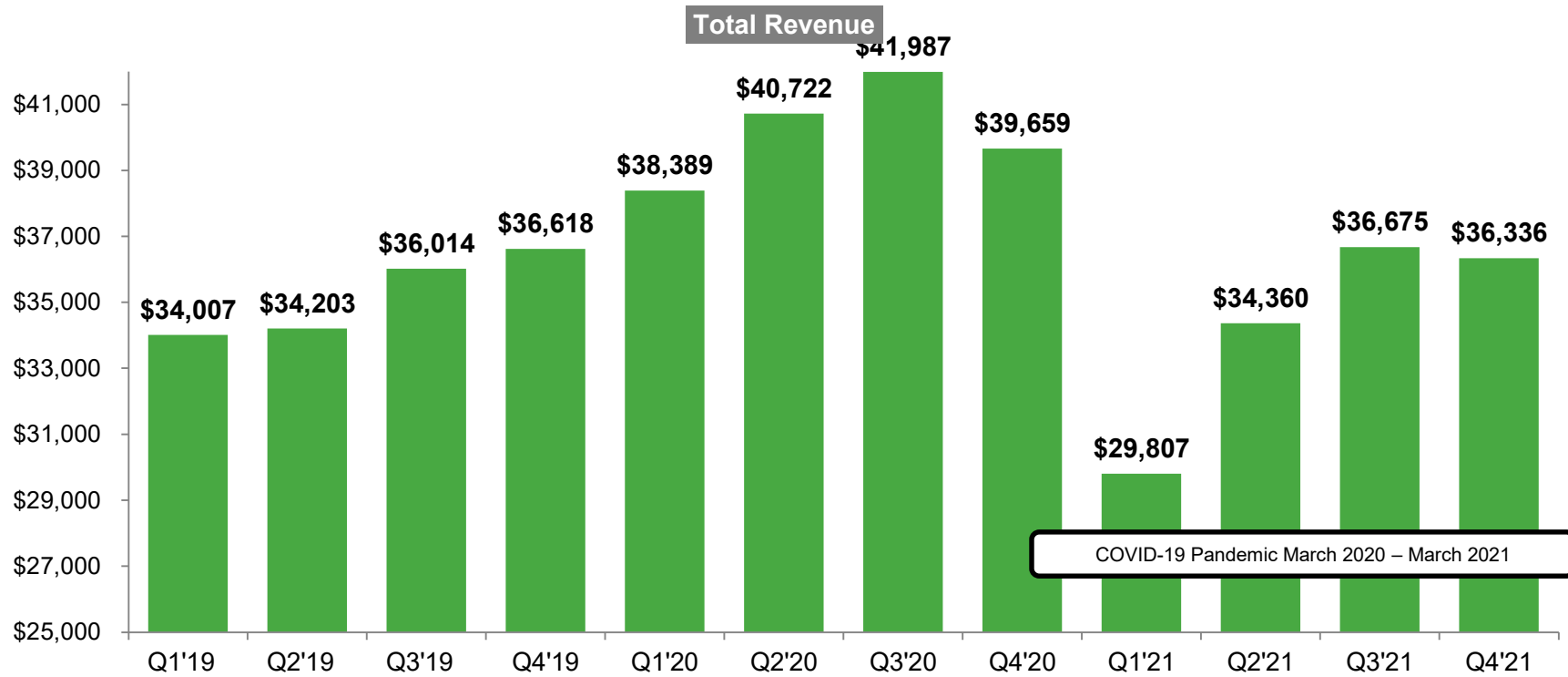
Business Metrics (as of 3/31/21)

Recurring Revenue*	65%
<i>As % of Total Revenue</i>	
Subscription Revenue*	40%
<i>As % of Recurring Revenue</i>	
Services Revenue*	16%
<i>As % of Total Revenue</i>	
Subscription Revenue Growth Y/Y*	15.5%
New Customer Count*	59

Strong Balance Sheet

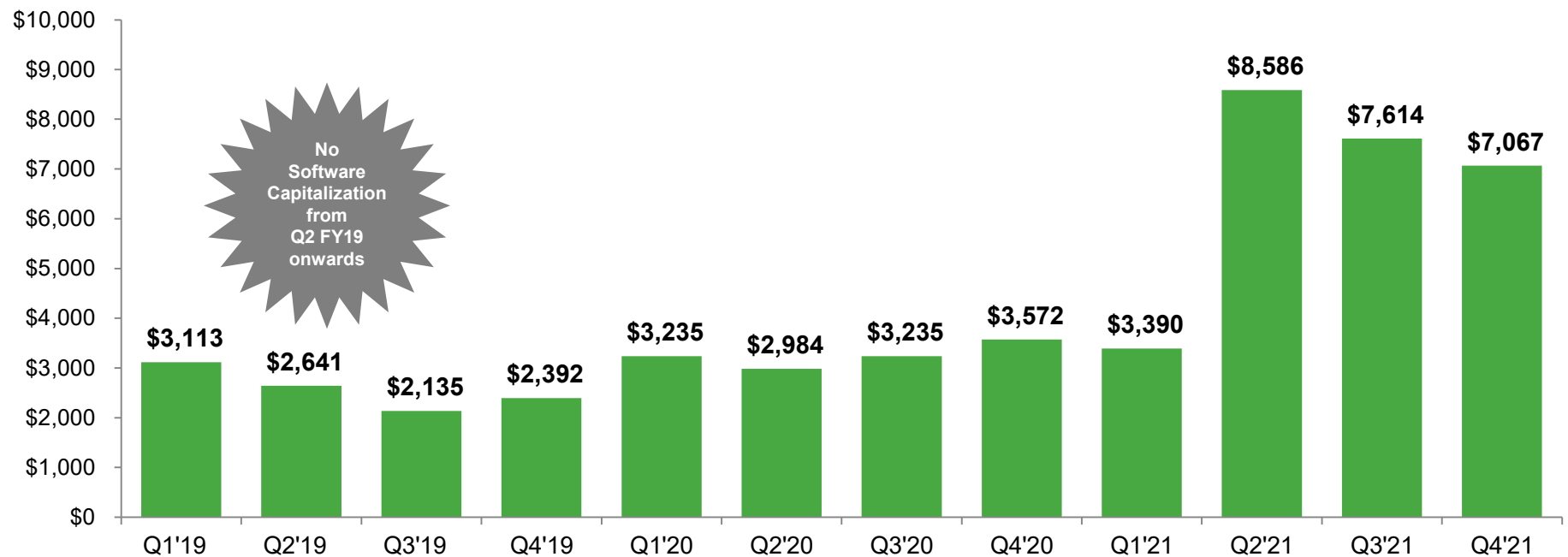
Consolidated Balance Sheet (in thousands)		
	March 31, 2020	March 31, 2021
Cash, Cash Equivalents and Marketable Securities	\$46,653	\$99,180
Other Current Assets	46,755	34,070
Long-Term Assets	61,154	56,623
Total Assets	\$154,562	\$189,873
Current Liabilities	\$69,423	\$61,001
Other Liabilities	13,382	48,996
Total Liabilities	82,805	109,997
Shareholders' Equity	71,757	79,876
Total Liabilities and Shareholders' Equity	\$154,562	\$189,873

Revenue - Quarterly



Profitability Metrics - Quarterly

Adjusted EBITDA – Non GAAP[^]

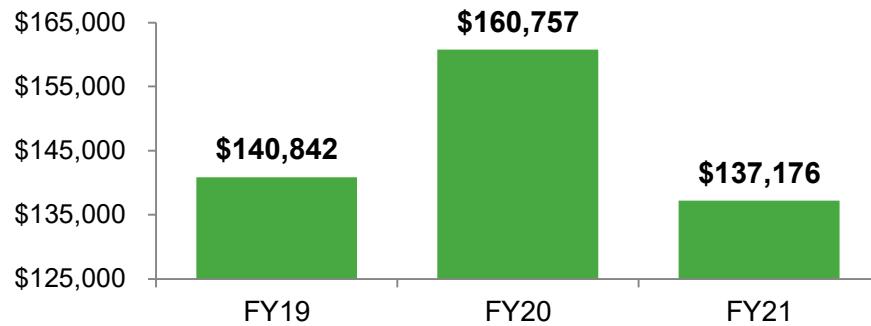


- Q2'21 included inorganic COVID related temporary cost savings, including employee compensation changes and reduction of workforce
- Average of \$2.5M in capitalized software development costs per quarter from Q1'17 to Q1'19.

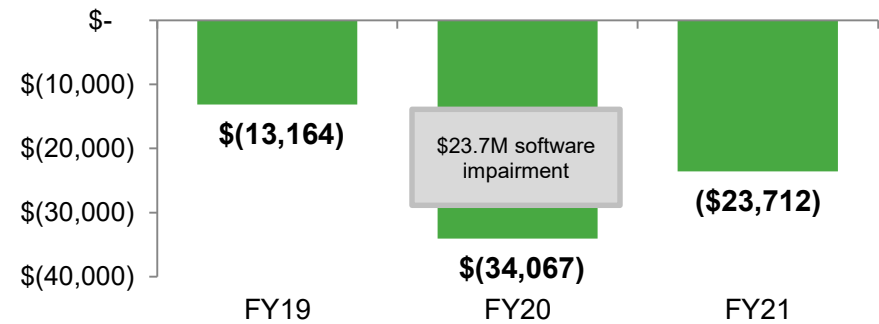
All numbers in thousands.
 Fiscal Year is from 4/1-3/31
[^] Non-GAAP measure, see reconciliation on slide 27.

Historical Financial Results

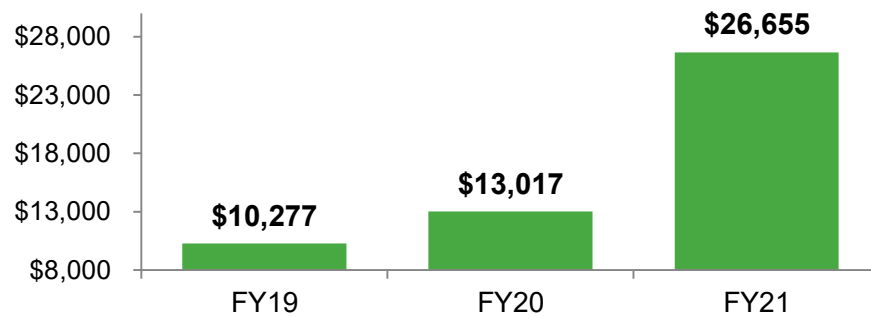
Revenue - GAAP



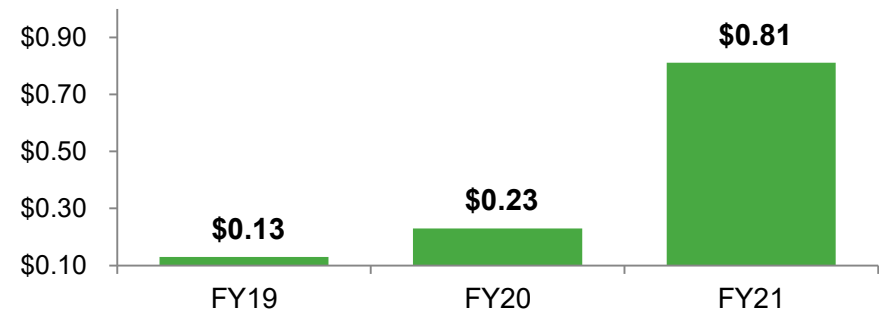
Net Loss - GAAP



Adjusted EBITDA - Non-GAAP^



Adjusted Diluted Earnings per Share - Non-GAAP^



All numbers in thousands.

^ Non-GAAP measure, see reconciliation on slide 26.

*Trailing twelve months ended March 31, 2021.



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APPENDIX

Senior Management Leading New Growth Vision

TECHNOLOGY | INNOVATION | SOLUTIONS



RAMESH SRINIVASAN - President and Chief Executive Officer

Ramesh is an accomplished CEO with leadership and turnaround success across multiple industries resulting in rapid and sustainable long-term growth and significant increases in shareholder value.



Dave Wood - Chief Financial Officer

Dave is an experienced financial and strategic leader who joined Agilysys in 2011 as controller of the Hospitality Solutions Group. Dave brings with him extensive experience in financial initiatives and strategic development with software and SaaS companies.



PRABUDDHA BISWAS - Chief Technology Officer

Prabuddha brings over 30 years of successful software development and innovative technology leadership to Agilysys, where his responsibilities include leadership and oversight of the Company's technology vision.



DON DEMARINIS - Senior Vice President Sales, Americas

Don brings extensive industry experience and success at Oracle and Micros selling hospitality technology and services to global clients across markets where he led sales increases of up to 30% per annum.

Senior Management Leading New Growth Vision

TECHNOLOGY | INNOVATION | SOLUTIONS



KYLE BADGER - Senior Vice President, General Counsel and Secretary

Kyle leads the global legal and human resources teams and brings over 22 years of legal experience representing public and private companies in general corporate matters.



SRIDHAR LAVETI - Vice President of Established Products and Customer Support

Sridhar leads the product engineering and management teams for established Agilysys products and oversees customer support. He brings 25+ years of technology and management leadership across multiple industries.



PRAKASH BHAT - Vice President and Managing Director (India)

Prakash brings 30+ years of experience in technology and management with an impressive track record of building new companies to create a strong market presence for established organizations in new locations.



ANDREW COX - Managing Director (Asia Pacific)

Andrew has 20+ years of experience, including significant experience with hospitality software companies, working in the Asia Pacific region bringing an extensive background in developing and executing go-to-market strategies which deliver profitable and sustainable growth.

Senior Management Leading New Growth Vision

TECHNOLOGY | INNOVATION | SOLUTIONS



ROB JACKS – Chief Information Officer

Rob was promoted to CIO in December 2018 and is responsible for advancing Agilysys' internal systems and information technology processes. Rob has a reputation as a transformational executive who can deploy complex solutions with a measurable ROI.

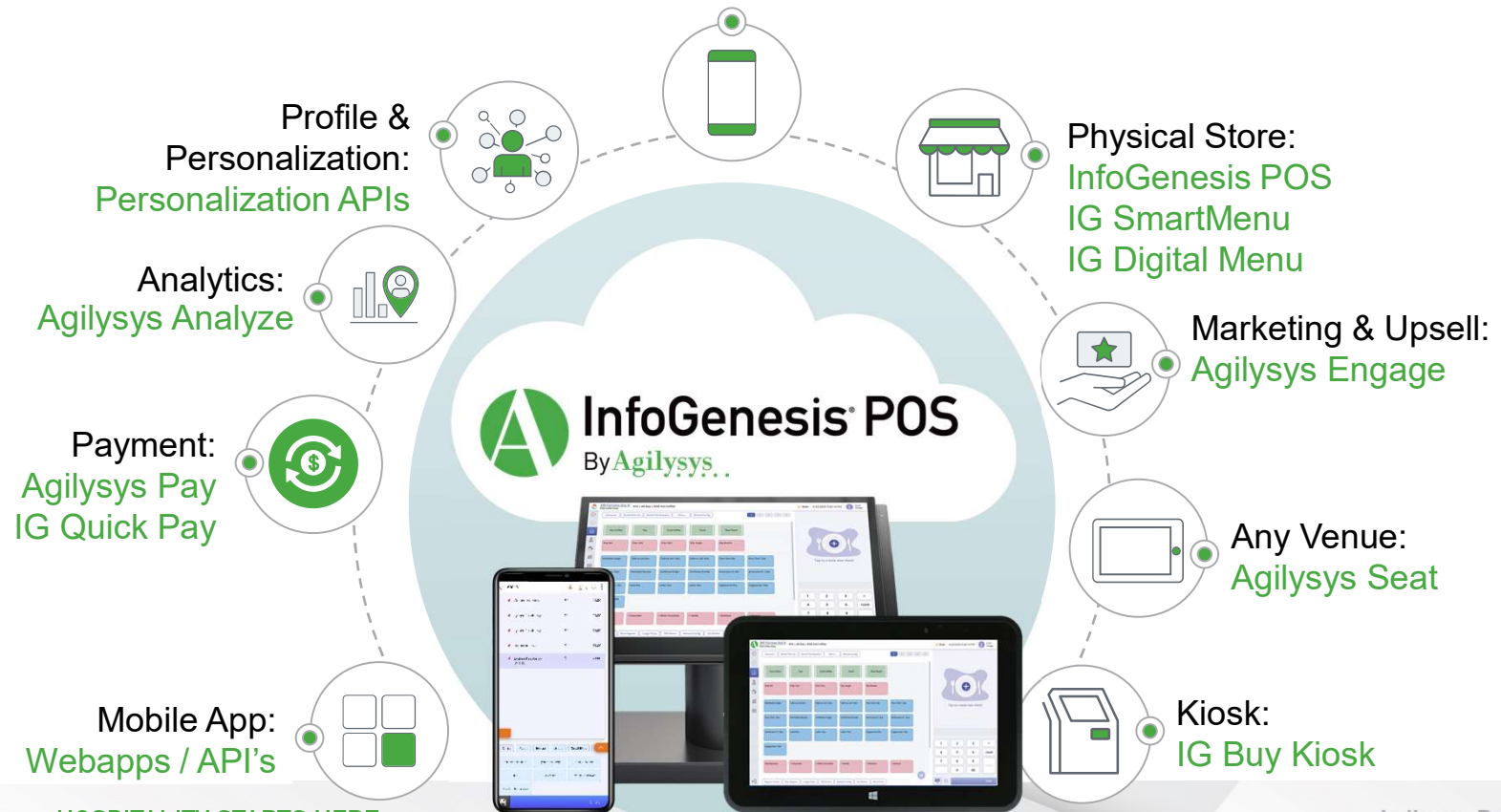


JEBA KINGSLEY - Vice President of Professional Services

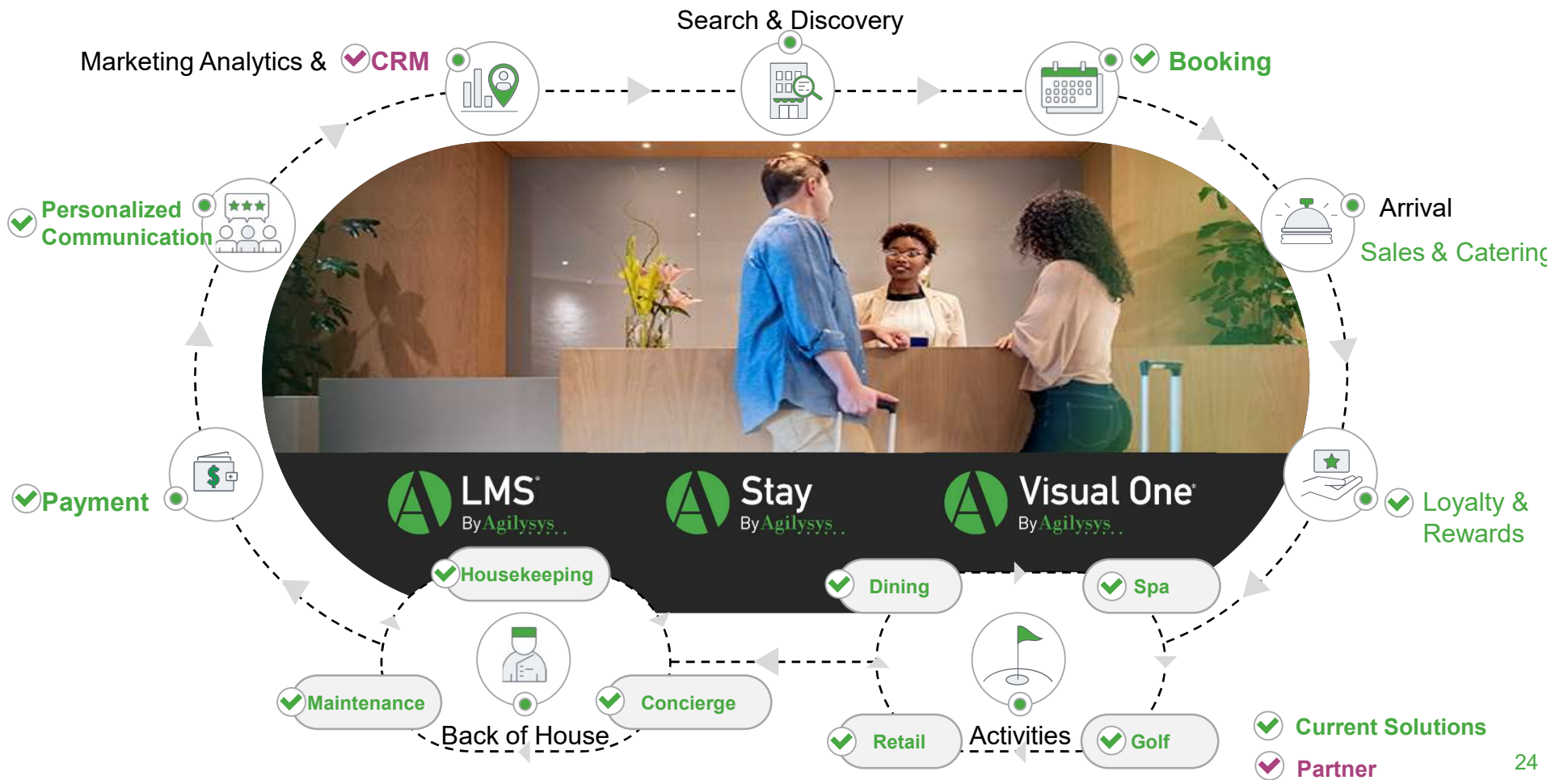
Jeba was hired as Vice President of Professional Services in December 2018. Jeba has more than 20 years of experience leading revenue-generating global client services organizations.

Agilysys Omnichannel POS Solution

Mobile / Web: IG OnDemand



Agilysys Lodging Ecosystem



Non-GAAP Reconciliation

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

<i>(In thousands)</i>	Twelve Months Ended March 31			
	2021	2020	2019	2018
Net loss	\$ (21,001)	\$ (34,067)	\$ (13,164)	\$ (8,350)
Income tax expense (benefit)	(208)	201	221	(3,251)
Loss before taxes	(21,209)	(33,866)	(12,943)	(11,601)
Depreciation of fixed assets	2,832	2,574	2,504	2,631
Amortization of intangibles	1,959	2,541	2,567	1,879
Amortization of developed technology	-	12,561	12,602	10,016
Interest income	(87)	(371)	(329)	(88)
EBITDA (a)	(16,505)	(16,561)	4,401	2,837
Share-based compensation	40,093	5,205	4,376	4,688
Severance and other charges	2,529	582	1,168	1,798
Impairments	-	23,740	-	-
Other non-operating (income) expense	338	176	191	(391)
Legal settlements, net	200	(125)	141	150
Adjusted EBITDA (b)	26,655	13,017	10,277	9,082

(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 (LOSS) TO EBITDA AND ADJUSTED EBITDA
(UNAUDITED)

<i>(In thousands)</i>	Three Months Ended									
	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018
Net income (loss)	\$ (24,281)	\$ (2,070)	\$ 5,867	\$ (517)	\$ (26,992)	\$ (2,582)	\$ (2,918)	\$ (1,575)	\$ (3,589)	\$ (4,048)
Income tax expense	(518)	182	121	8	40	95	41	25	35	182
Income (Loss) before taxes	(24,799)	(1,888)	5,988	(509)	(26,952)	(2,487)	(2,877)	(1,550)	(3,554)	(3,866)
Depreciation of fixed assets	672	722	715	723	801	854	707	213	571	651
Amortization of intangibles	470	521	508	461	641	608	614	678	675	675
Amortization of developed technology	-	-	-	-	3,129	3,129	3,128	3,175	3,245	3,347
Interest income	(24)	(18)	(26)	(20)	(88)	(67)	(112)	(79)	(102)	(80)
EBITDA (a)	(23,681)	(663)	7,185	655	(22,469)	2,037	1,460	2,437	835	727
Share-based compensation	30,781	6,630	1,256	1,426	2,049	1,329	1,345	482	1,420	1,282
Severance and other charges	(233)	1,552	7	1,203	150	11	190	231	222	58
Impairments	-	-	-	-	23,740	-	-	-	-	-
Other non-operating expense (income)	50	95	88	106	102	(142)	108	85	(100)	68
Legal settlements, net	150	-	50	-	-	-	(119)	-	15	-
Adjusted EBITDA (b)	7,067	7,614	8,586	3,390	3,572	3,235	2,984	3,235	2,392	2,135

(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 LOSS TO ADJUSTED NET INCOME FOR ADJUSTED EARNINGS PER SHARE
(UNAUDITED)

<i>(In thousands)</i>	Twelve Months Ended March 31			
	2021	2020	2019	2018
Net loss attributable to common shareholders	\$ (23,608)	\$ (34,067)	\$ (13,164)	\$ (8,350)
Amortization of intangibles	1,959	2,541	2,567	1,879
Amortization of developed technology	-	12,561	12,602	10,016
Share-based compensation	40,093	5,205	4,376	4,688
Impairments	-	23,740	-	-
Series A convertible preferred stock issuance costs	1,031	-	-	-
Severance and other charges	2,529	582	1,168	1,798
Legal settlements, net	200	(125)	141	150
Income tax adjustments	(2,710)	(4,904)	(4,720)	(4,005)
Adjusted net income (a)	19,494	5,533	2,970	6,176
Basic weighted average shares outstanding	23,458	23,233	23,037	22,801
Diluted weighted average shares outstanding	24,016	23,821	23,462	23,226
Adjusted basic earnings per share (b)	0.83	0.24	0.13	0.27
Adjusted diluted earning per share (b)	0.81	0.23	0.13	0.27

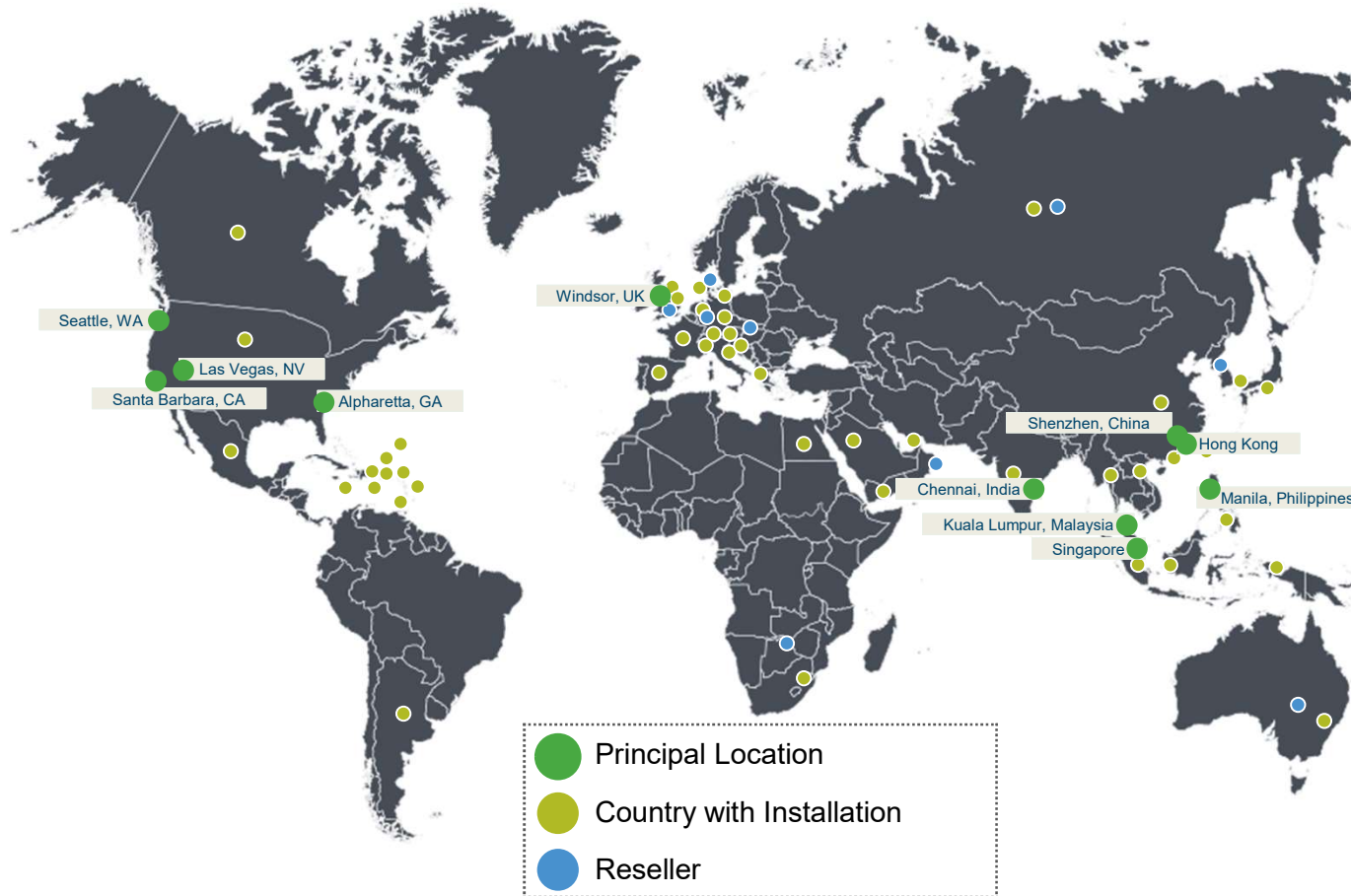
(a) *Adjusted net income, a non-GAAP financial measure is defined as net income (loss) attributable to common shareholders before amortization expense (including amortization of developed technology), share-based compensation, and one-time charges including severance and other charges, impairments and 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*

(b) *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

	<u>FY21</u>	<u>FY20</u>	<u>FY19</u>
Operating activities			
Loss from operations	\$ (21,001)	\$ (34,067)	\$ (13,164)
Non cash adjustments, restructuring, legal settlements	43,969	46,260	22,219
Changes in assets & liabilities	5,439	(1,618)	(1,814)
Net cash provided by operating activities	28,407	10,575	7,241
Investing activities			
Capital expenditures	(1,389)	(3,420)	(3,318)
Capitalized developed software	-	-	(2,189)
Investments	(2)	(27)	(27)
Net cash used in investing activities	(1,391)	(3,447)	(5,534)
Net cash provided by (used in) financing activities	25,316	(1,116)	(767)
Effect of exchange rate	195	(130)	(112)
Increase (decrease) in cash & cash equivalents	52,527	5,882	828
Cash & cash equivalents - beginning of period	46,653	40,771	39,943
Cash & cash equivalents - end of period	\$ 99,180	\$ 46,653	\$ 40,771

Agilysys Global Footprint



Agilysys Corporate Headquarters

- Alpharetta, Georgia

Agilysys US Offices

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

Agilysys EMEA Office

- United Kingdom

Agilysys APAC Offices

- Hong Kong
- Malaysia
- Philippines
- Singapore
- China

Agilysys Demonstration Centers

- Las Vegas, Nevada

India Development Center

- Chennai, India

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