



AI-First Supply Chain Planning

American Software
NASDAQ:AMSWA

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Investment Highlights



AI-First Supply Chain Solutions Provider



Successful Transition to a SaaS Model



Accelerating Growth and Margin Expansion Potential



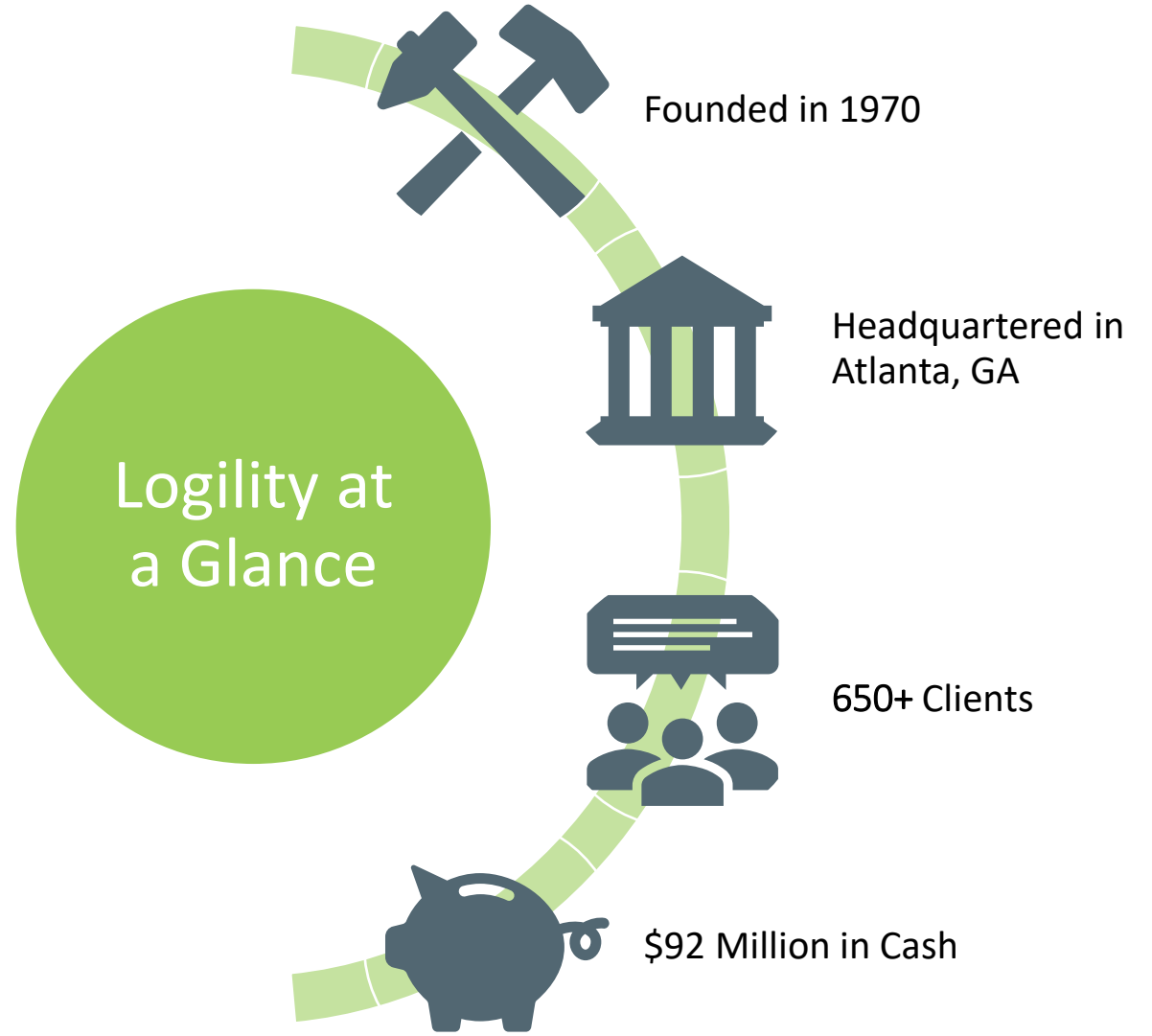
Strong Financial Position



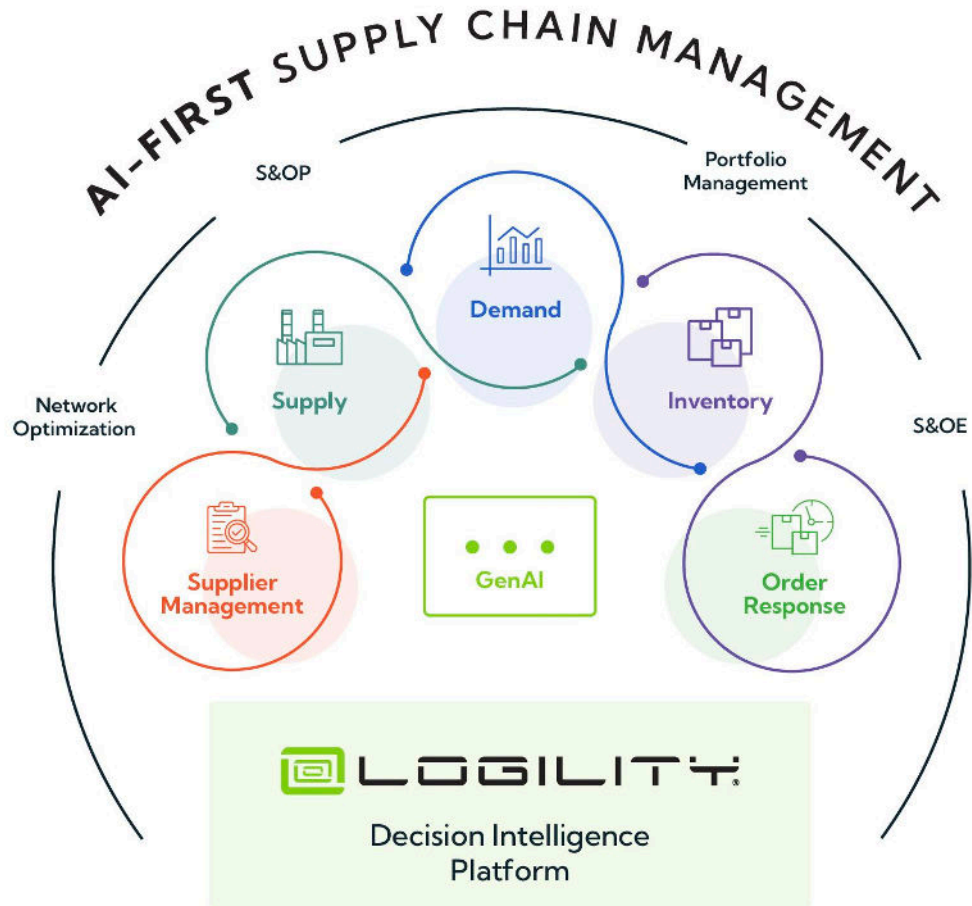
Returning Capital to Shareholders

American Software

Global Provider of AI-First
Supply Chain Solutions



AI Across the Logility Platform



The use of AI in supply chain planning will increase 4x over the next three years.

Planning

- 16% use automation today
- 65% expect to use automation by 2025

[→ Learn More](#)

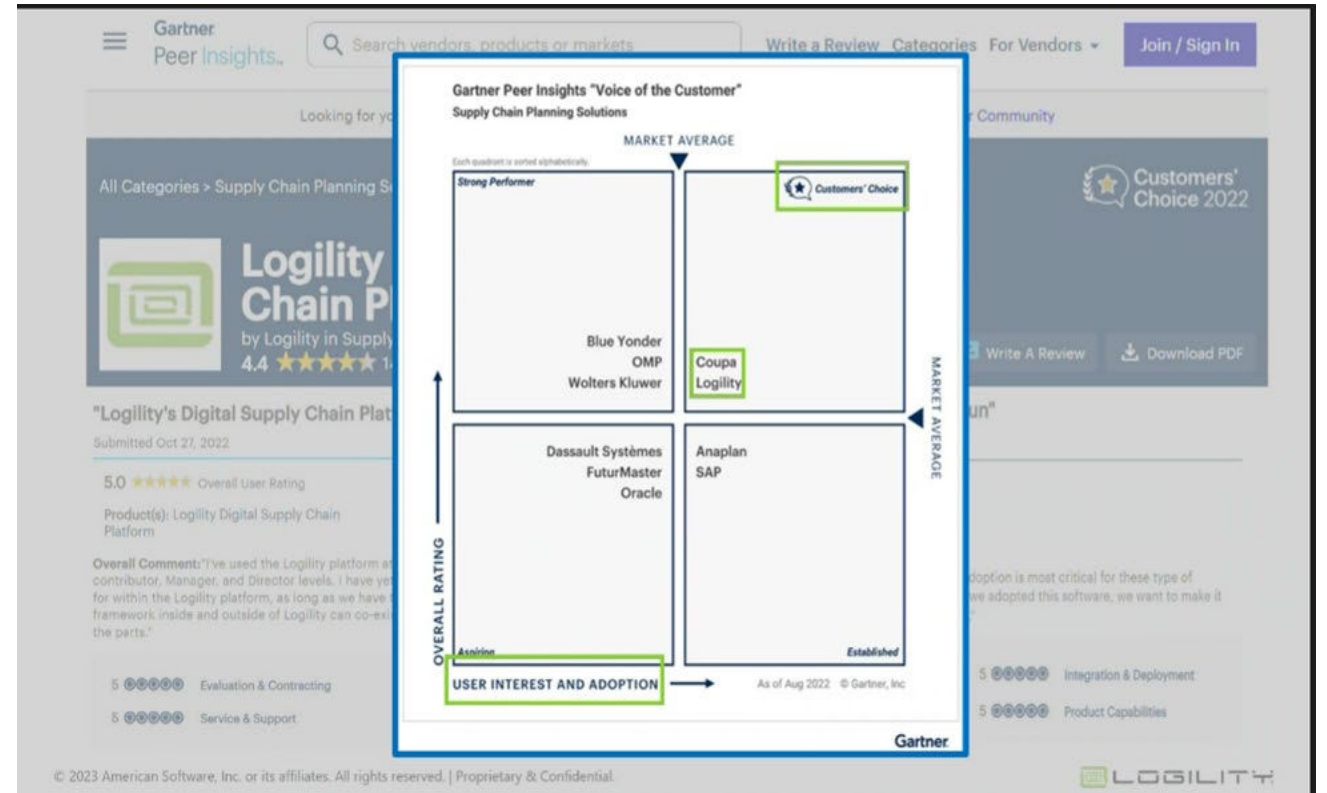
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Industry and Client Recognition

Magic Quadrant

Figure 1: Magic Quadrant for Supply Chain Planning Solutions



Demand AI+: First Native AI Forecasting Offering in Market

Logility acquired Garvis, a pioneer in Native AI forecasting, in September 2023

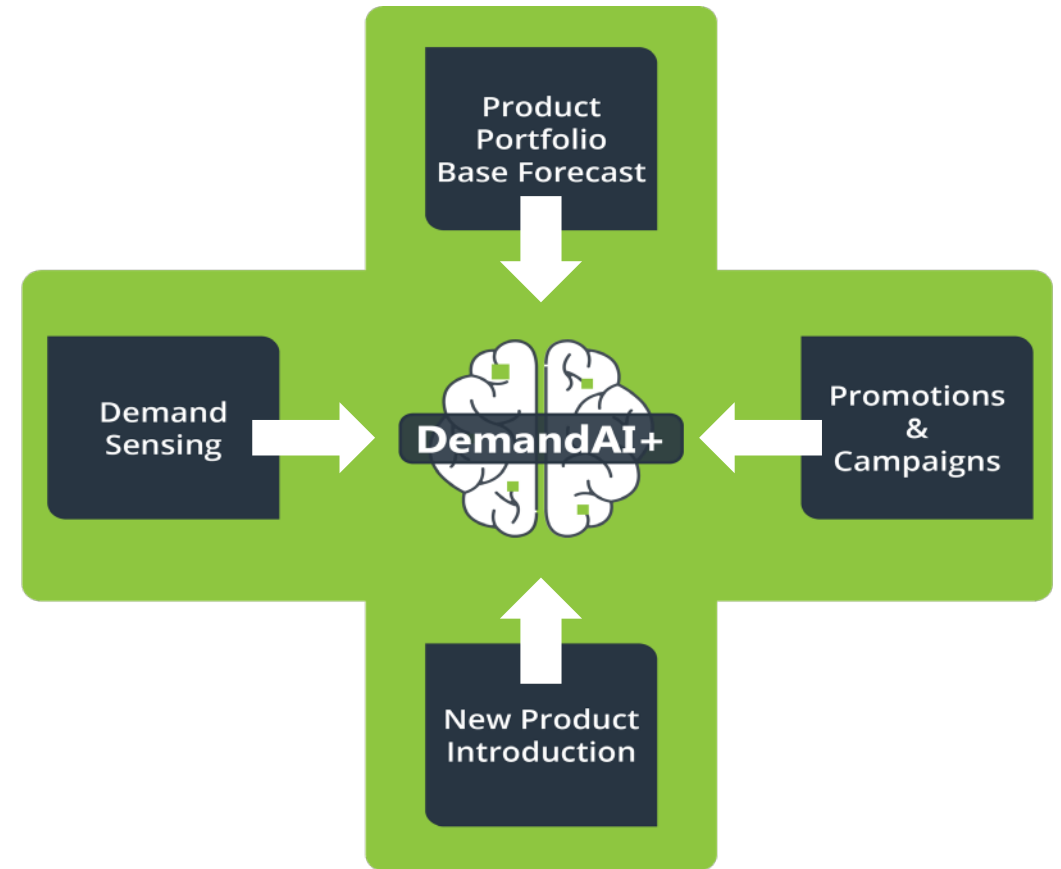
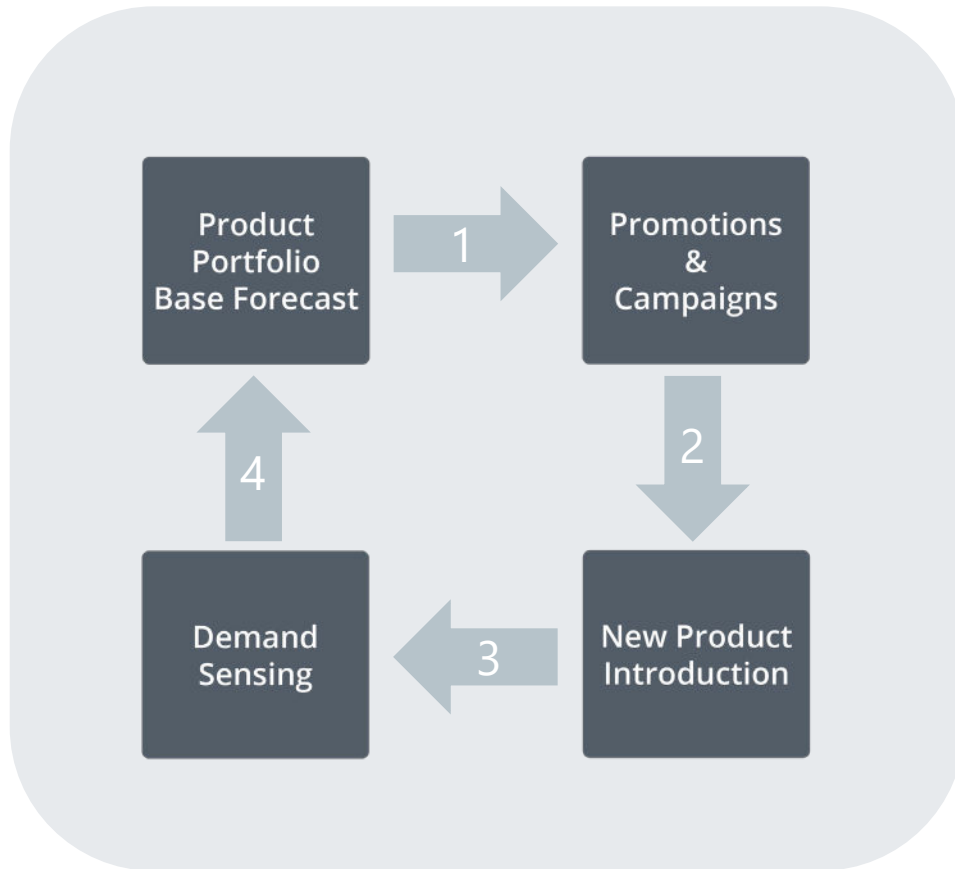
- Includes Generative AI (ChatGPT) conversational interface
- 70+ installations in consumer goods, chemicals, manufacturing, and pharmaceutical industries around the globe
- Built for the cloud, deployable anywhere



Conventional Forecasting vs. DemandAI+

From a lengthy, sequential Demand Planning cycle that can't keep up with market changes...

...to simultaneous AI-first demand planning, demand sensing, and causal forecasting with Generative AI in a single solution



AI+ Insights Creates Significant Value for Clients

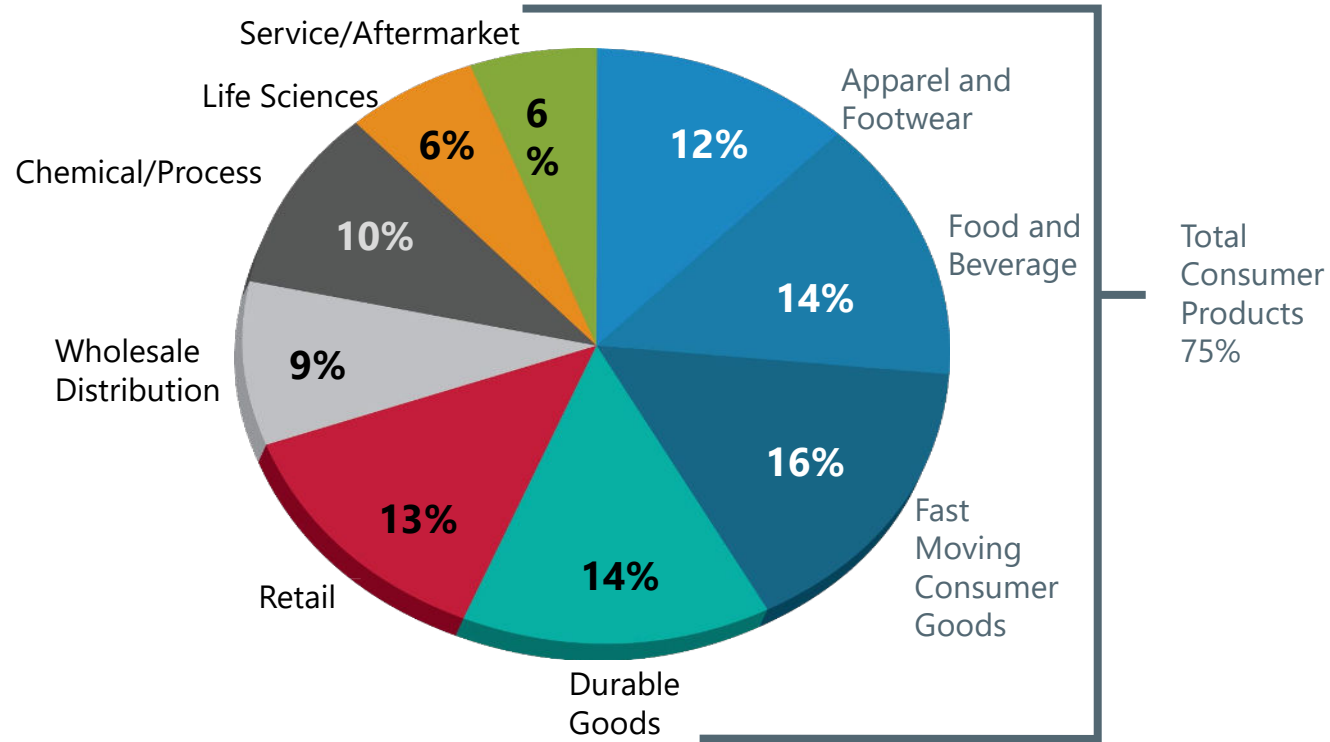


Improves forecast accuracy by 20-30%
enabling clients to increase margins while lowering inventory

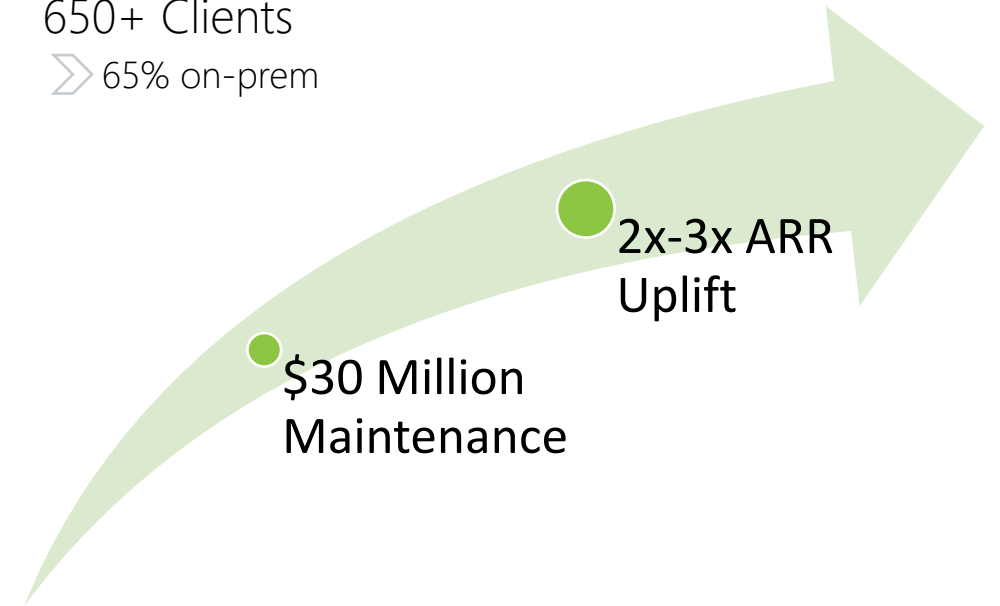
Blue Chip Client Base Spanning Over 80 Countries

Apparel & Accessories		Fast Moving Consumer Goods	
Consumer Durables		Food & Beverage	
Aftermarket / Service Parts		Packaging & Materials	
Wholesale Distribution		Plastics & Specialty Chemicals	
Consumable Life Sciences		Industrial Manufacturing	
Durable Life Sciences		Process Chemicals	

Cloud Conversion Opportunity



650+ Clients
➤ 65% on-prem



Sustainability Mission

Creating sustainable supply chains that improve peoples lives and the world we live in.



Economic

- Accelerating and improving decision making
- More effective deployment of inventory
- Efficient utilization of assets
- Higher fulfillment and customer satisfaction



Environmental

- Reduced energy consumption and carbon footprint
- Improvements in effluent & waste
- Traceability & recovery of products
- Higher recyclable content
- Efficient use of raw materials
- Higher utilization of return and restore



Social

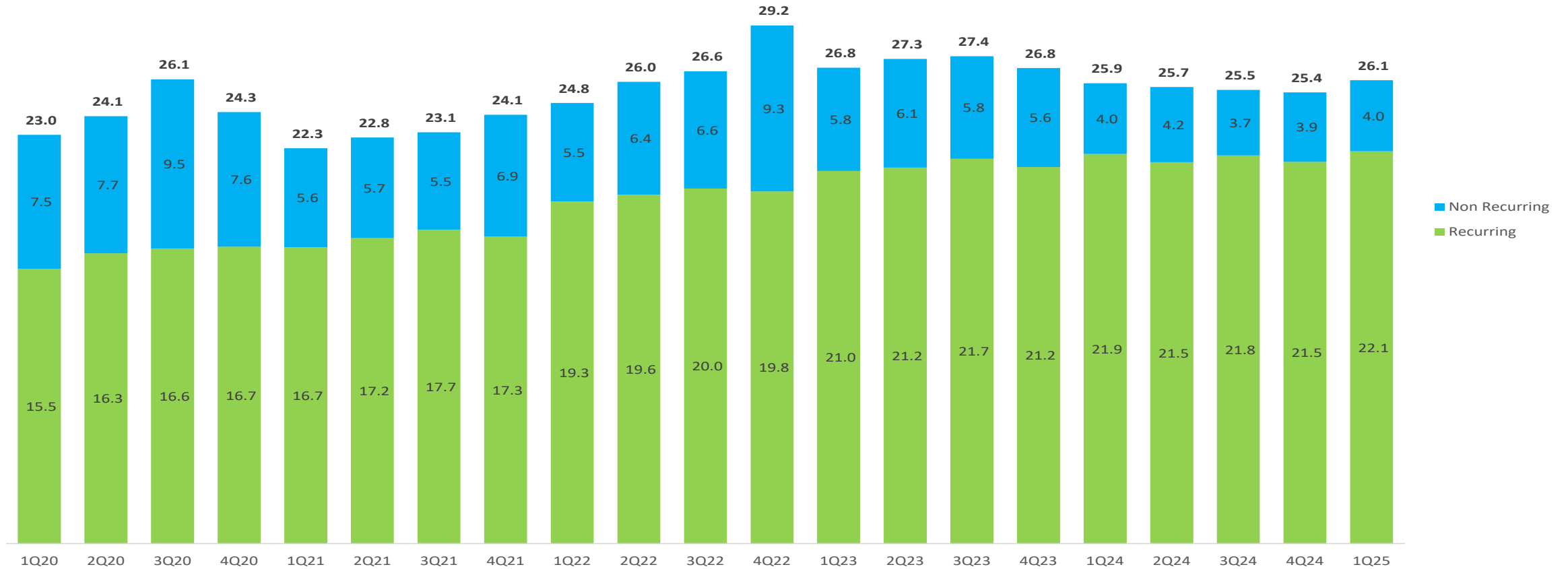
- Ensuring adherence to proper labor, safety & security standards
- Upholding the standards of fair trade and social equality
- Enriching lives across the globe through better delivery & availability of products
- Automating the routine & mundane tasks and freeing supply chain communities for more rewarding roles

Financial Summary

AMERICAN SOFTWARE
NASDAQ: AMSWA

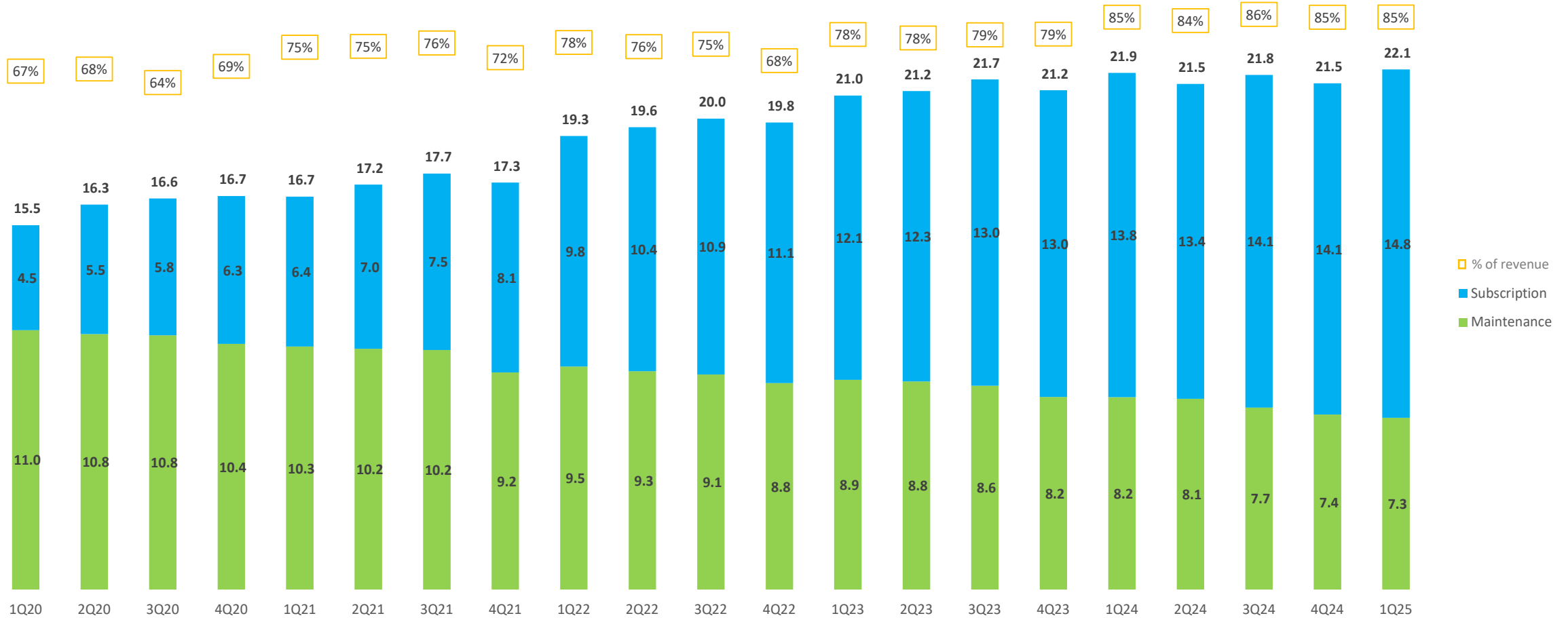
Rising Mix of Recurring Revenue

Quarterly Revenue in \$MMs



Growing Subscription Revenue Stream

Subscription & Maintenance Revenue in \$MMs

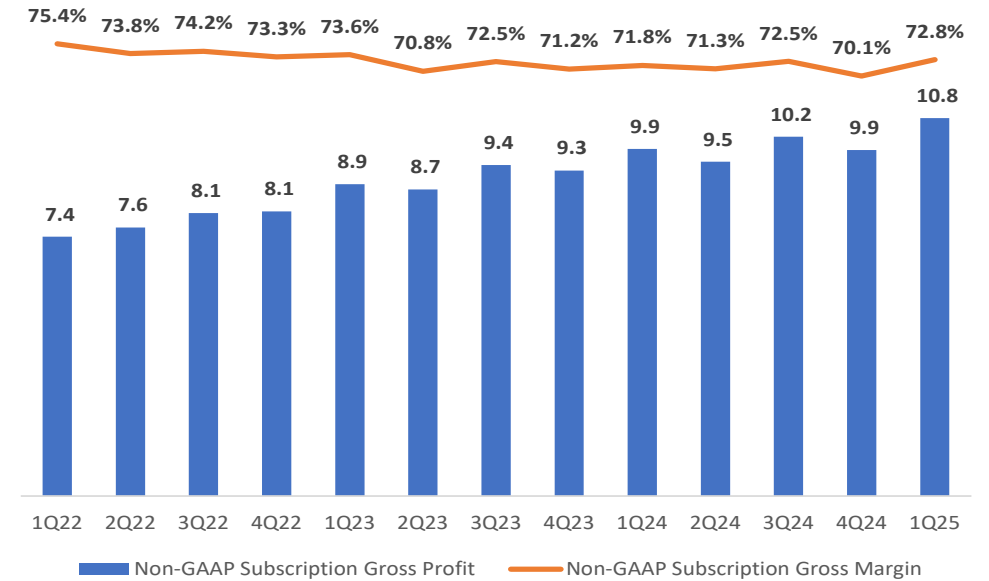


Gross Margin Expansion Anticipated

Gross Profit in \$MMs



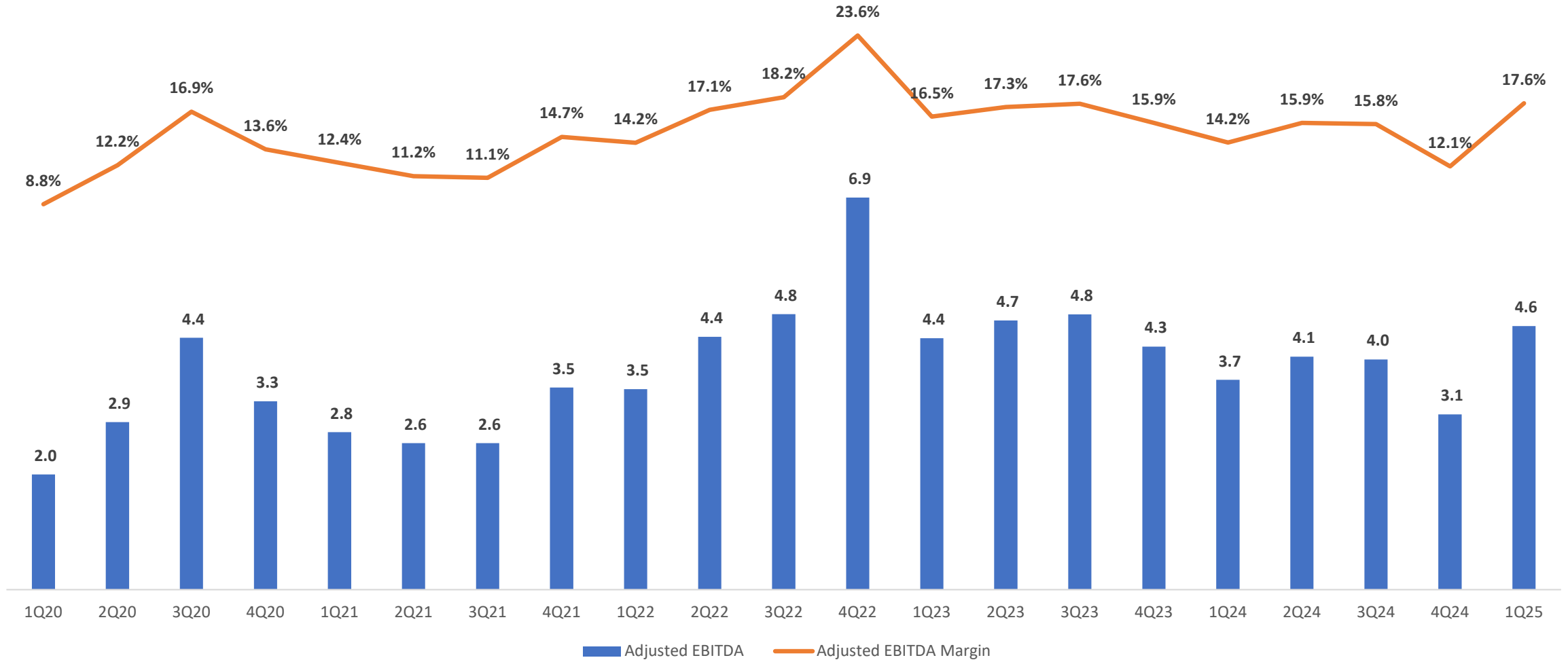
Non-GAAP Subscription Gross Margin*



*Non-GAAP subscription gross profit and gross margin excludes amortization of capitalized software

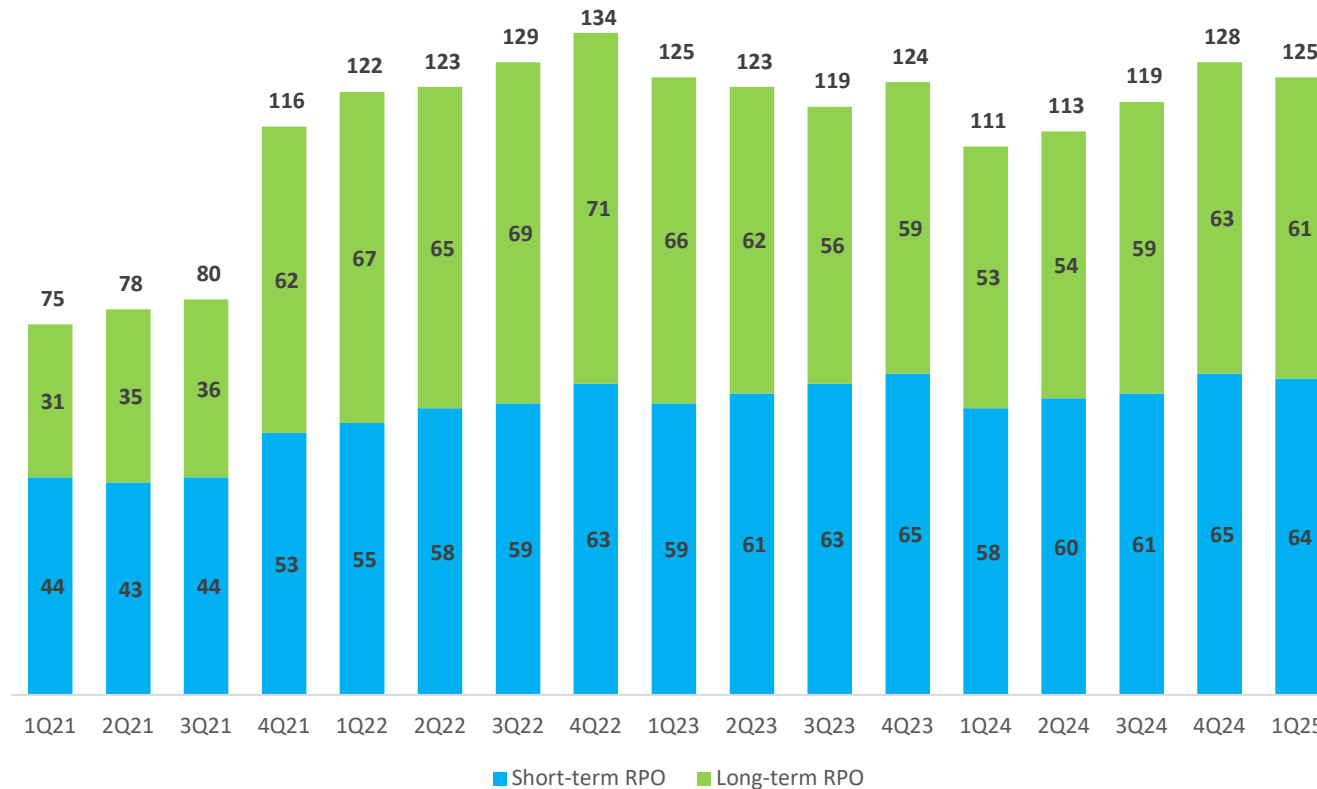
Sustained Profitability Throughout Cloud Transition

Adjusted EBITDA in \$MMs (excludes Stock Option Expense)



Visibility Provided by Robust Backlog

Remaining Performance Obligation (RPO) in \$MMs



FY 2025 Guidance

Total revenues of \$104.0-\$108.0 million

- Including total recurring revenues of \$87.0-\$89.0 million

Adjusted EBITDA of \$15.0-\$16.4 million