

**AGILYSYS (NASDAQ: AGYS)** Agilysys is a leading provider of innovative point-of-sale, property management, inventory and procurement, workforce management, analytics, document management and mobile and wireless solutions and services to the hospitality industry. The company's solutions and services allow property managers to better connect, interact and transact with their customers by streamlining operations, improving efficiency, increasing guest recruitment and wallet share, and enhancing the guest experience. Agilysys serves four major market sectors: Gaming (corporate and tribal); Hotels, Resorts and Cruise; Foodservice Management; and Restaurants, Universities, Stadia and Healthcare. A significant portion of consolidated revenue is derived from contract support, maintenance and subscription services. Agilysys operates throughout North America, Europe and Asia, with corporate services located in Alpharetta, GA, and offices in Singapore, Hong Kong, Malaysia and the Philippines.

## SOFTWARE DRIVEN SOLUTIONS PROVIDER FOR HOSPITALITY INDUSTRY

Agilysys is currently rolling out rGuest, its next-generation suite of solutions which will help grow its total addressable market beyond its \$4 billion current size while expanding its customer base. In Fiscal 2016, revenues rose 16% to \$120.4 million and gross margin was 57%. With over \$60 million in cash and no debt, Agilysys has the liquidity needed to drive organic growth through the development of next-generation software solutions and pursue acquisitions that can complement or integrate with existing solutions.

## HOSPITALITY INDUSTRY FOCUS

Agilysys is a leading hospitality industry software provider. The Company's innovative product portfolio helps customers build lasting, memorable connections to their guests by improving the onsite experience, which in turn grows retention rates and increases wallet share. Key markets include casinos (which account for approximately 53% of revenues), hotels and resorts, cruise lines, stadiums and arenas, restaurants, managed foodservice and higher education. Agilysys has 3,100+ hospitality customers and achieves renewal rates of over 95%.

In Fiscal 2016, recurring revenues of \$60.1 million represented 50% of total revenue, up from \$56.0 million, or 54% of total revenue, a year ago.

Agilysys' next-generation platform, rGuest, is now rolling out and provides operators with a comprehensive solution that helps them win the competitive guest recruitment and wallet share battles. Customers can now benefit from the Company's rGuest Seat, rGuest Pay and rGuest Analyze solutions and, more recently, the innovative new rGuest Stay property management solution.

## INVESTMENT HIGHLIGHTS

- **Products change the way** our customers engage their guests, enabling the delivery of high quality customer experiences and efficient business operations.
- **Significant room for growth** through increased market share and focused investments in product capability enhancements.
- **Growing recurring revenue business** with the ability to leverage large installed base and increased focus on SaaS product offerings.
- **Growth opportunities in international markets** as a shift in focus to distribution network better positions Agilysys to increase the penetration of its software solutions in currently under-penetrated markets and optimize its returns on invested capital.
- **Strong financial model with upside**, including recurring revenue growth and margin expansion.
- **Balance sheet to support growth** with over \$60 million in cash and no debt. The Company is committed to investing its balance sheet and cash flow from operations on product innovation and accretive acquisitions that grow the business.



## AGILYSYS INC

## RECENT CORPORATE HIGHLIGHTS

- Solely focused on the high-margin Hospitality segment, with an emphasis on value-added products and recurring revenue contracts.
- Over 50% of total revenue in Fiscal 2016 came from higher-margin recurring revenues.
- SaaS revenues improved 29% Y/Y in Fiscal 2016 and comprised 17% of total recurring revenue in Fiscal 2016.
- Fiscal 2016 Adjusted EBITDA rose more than 250% year over year to \$4.3 million.
- Announces general availability of rGuest Stay property management system.
- Establishes new strategic partnership that will integrate HotSchedules' advanced restaurant management platform with InfoGenesis.
- Introduces Flex Series 3 8-inch and 10-inch tablets for mobile POS applications.
- rGuest Buy will become generally available in first half of Fiscal 2017.
- rGuest Seat named by Business Intelligence Group as a finalist for 'Product of the Year' in the 2015 BIG Awards for Business.
- Announces availability of Agilysys LMS as a hosted, Software-as-a-Service solution in addition to its traditional on-side offering.
- Integrates leading rGuest Analyze business intelligence solution with Agilysys LMS property management solution.

### STOCK DATA (as of 6/9/16)

Recent Price (6/9/16)	\$11.65
Shares Outstanding	22.5MM
Market Cap	\$262.1MM
Net Cash <sup>1</sup>	\$60.3MM
Enterprise Value	\$201.8MM

### Nasdaq: AGYS

52-Week Range	\$12.56-\$7.97
Cash Per Share	\$2.69
Average Volume (3 months)	28,827
Fiscal Year	March

### FINANCIAL CONDITION (Dollars in Millions)

	<u>March 31, 2016</u>
Cash & Cash Equivalents	\$60.6
Current Assets	95.5
Total Assets	185.2
Current Liabilities	54.1
Debt <sup>1</sup>	None
Shareholders' Equity	123.5

<sup>1</sup>Excludes certain capital leases.

### RECENT SOLUTIONS HIGHLIGHTS

- KwaTaqNuk Resort and Casino selected Visual One PMS and InfoGenesis POS to streamline operations and enhance guest services.
- University of West Georgia selected Eatec inventory and procurement system to streamline foodservice operations at their 14 campus dining locations and support their campus catering and concessions.
- Odawa Casino Resort selects a suite of Agilysys solutions - including Visual One, InfoGenesis and rGuest Pay.
- Grand Casino Mille Lacs and Grand Casino Hinckley, longtime users of the Agilysys LMS property management system, select a suite of solutions — including InfoGenesis POS, InfoGenesis Flex and rGuest Pay.
- Flamingo Motel and Suites in Wisconsin Dells, Wis., selected the innovative rGuest Stay property management system.
- Grand Sierra Resort and Casino, a 2,000-room property in Reno, NV and a longtime Agilysys LMS and InfoGenesis POS customer, expands their use of Agilysys solutions with the selection of rGuest Seat and rGuest Pay.

This fact sheet contains forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict. These statements are based on management's current expectations, intentions or beliefs and are subject to a number of factors, assumptions and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Factors that could cause or contribute to such differences or that might otherwise impact the business include the risk factors set forth in the company's SEC filings. Copies of the company's SEC filings are available from the SEC or the Agilysys website at: [www.agilysys.com](http://www.agilysys.com).

### SOLUTIONS

PROPERTY MANAGEMENT SYSTEMS  
POINT-OF-SALE  
PAYMENT GATEWAY  
ANALYTICS  
INVENTORY & PROCUREMENT  
RESERVATION AND TABLE MANAGEMENT  
WORKFORCE MANAGEMENT  
DOCUMENT MANAGEMENT

### SERVICES

HELP-DESK SUPPORT  
IMPLEMENTATION & TRAINING  
INFRASTRUCTURE SERVICES  
SOFTWARE DEVELOPMENT  
SOFTWARE MAINTENANCE

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