

AGILYSYS (NASDAQ: AGYS) Agilysys is a leading technology company that provides 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, both corporate and tribal; Hotels, Resorts and Cruise; Foodservice Management; and Restaurants, Universities, Stadia and Healthcare. Agilysys operates throughout North America, Europe and Asia, with corporate services located in Alpharetta, GA.

SOFTWARE DRIVEN SOLUTIONS PROVIDER FOR HOSPITALITY INDUSTRY

Agilysys is rolling out rGuest, its next-generation suite of solutions, which the Company expects will expand on its current \$4 billion total addressable market while driving continued growth in its customer base. In Fiscal 2017, revenues rose 6% Y/Y to \$127.7 million and gross margin was 50%. Recurring revenues rose 5% Y/Y to \$63.3 million and SaaS revenues represented 24% of total recurring revenue. With over \$49 million in cash and no debt, improved fiscal discipline and many opportunities to drive organic growth, Agilysys is favorably positioned to transform to deliver profitability.

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 2017, recurring revenues of \$63.3 million increased from \$60.1 million in Fiscal 2016 and represented 50% of total revenue. SaaS revenues increased 44% Y/Y and comprised 24% of total recurring revenues in Fiscal 2017, compared to 17% of total recurring revenues in Fiscal 2016.

Agilysys' next-generation platform, rGuest, 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 the all-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.
- **Seeing growing momentum** in market demand for solutions and with internal efforts to achieve meaningful cost efficiencies
- **Growth opportunities in international markets** Agilysys is positioned to increase the penetration of its software solutions in currently under-penetrated markets and optimize its returns on invested capital.
- **Balance sheet to support growth** with over \$49 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

- Over 50% of total revenue in Fiscal 2017 came from higher-margin recurring revenues.
- SaaS revenues improved 44% Y/Y in Fiscal 2017 and comprised 24% of total recurring revenue.
- Adjusted EBITDA in Fiscal 2017 rose nearly 5% Y/Y to \$4.5 million.
- Appointed Ramesh Srinivasan as President and CEO; Mr. Srinivasan also named to the Company's Board of Directors.
- Named Tony Pritchett as CFO.
- Implemented wide range of internal structural changes and team realignments designed to achieve cost efficiencies, increase product delivery velocity and improve customer service.
- Opening India Development Center which will increase R&D resources without adding new expense.
- Opened U.K. office to address opportunities across EMEA; named James Slatter as office's managing director.
- Guides to Fiscal 2018 revenue of \$136-\$140 million (Y/Y growth of approximately 7%-10%); expects to generate positive Adjusted Earnings from Operations (non-GAAP measure) in the fourth quarter of Fiscal 2018.

STOCK DATA (as of 6/16/17)

Recent Price (6/16/17)	\$9.61
Diluted Shares Outstanding	22.6MM
Diluted Market Capitalization	\$217.2MM
Net Cash ¹	\$49.1MM
Enterprise Value	\$168.1MM

Nasdaq: AGYS

52-Week Range	\$8.17-\$12.00
Cash Per Share	\$2.18
Average Volume (3 months)	57,379
Fiscal Year	March

FINANCIAL CONDITION (Dollars in Millions)

	<u>March 31, 2017</u>
Cash & Cash Equivalents	\$49.3
Current Assets	73.5
Total Assets	167.3
Current Liabilities	46.3
Debt ¹	None
Shareholders' Equity	113.7

¹Excludes certain capital leases.

RECENT SOLUTIONS HIGHLIGHTS

- Visual One® PMS expanded to include hosted deployment option.
- General availability of Visual One® PMS v8.7 adds full EMV capabilities and increased support for Microsoft® products.
- InfoGenesis® Flex named a finalist for 'Product of the Year' in the 2016 BIG Awards for Business.
- Wequassett Resort and Golf Club selects InfoGenesis® POS, InfoGenesis® Flex and rGuest® Pay to streamline food and beverage operations and enhance guest service at 120-room Cape Cod property.
- Ocean Park Inn in San Diego selects cloud-based rGuest® Stay and rGuest® Pay to strengthen operations and enhance guest service at 72-room boutique hotel.
- Spirit Lake Casino & Resort in Saint Michael, N.D. selects Visual One® Hosted PMS to boost efficiency and enhance guest service across 124-room property.
- The Mark Hotel in New York City selects InfoGenesis® POS and InfoGenesis® Flex to streamline food and beverage operations at 150-room luxury property.
- Portlander Inn selects the groundbreaking rGuest® Stay and rGuest® Pay to optimize efficiency, maximize revenue and enhance guest service.

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.

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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