



# INVESTOR PRESENTATION



Q3 Fiscal Year 2026

# 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 2026 fiscal year and statements we make regarding expected 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 2026 guidance, future revenue growth, the company's ability maintain sales levels, the Company's ability to integrate Book4Time and realize future synergies, 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 investor presentation 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.

# Defining Strategy Pillars

1 100% HOSPITALITY FOCUSED

OBSESSIVELY CUSTOMER-CENTRIC

2

3 CORE PRODUCT FOCUS & INNOVATION DRIVEN

STATE OF THE ART CLOUD-NATIVE & ON-PREMISE OPTIONS

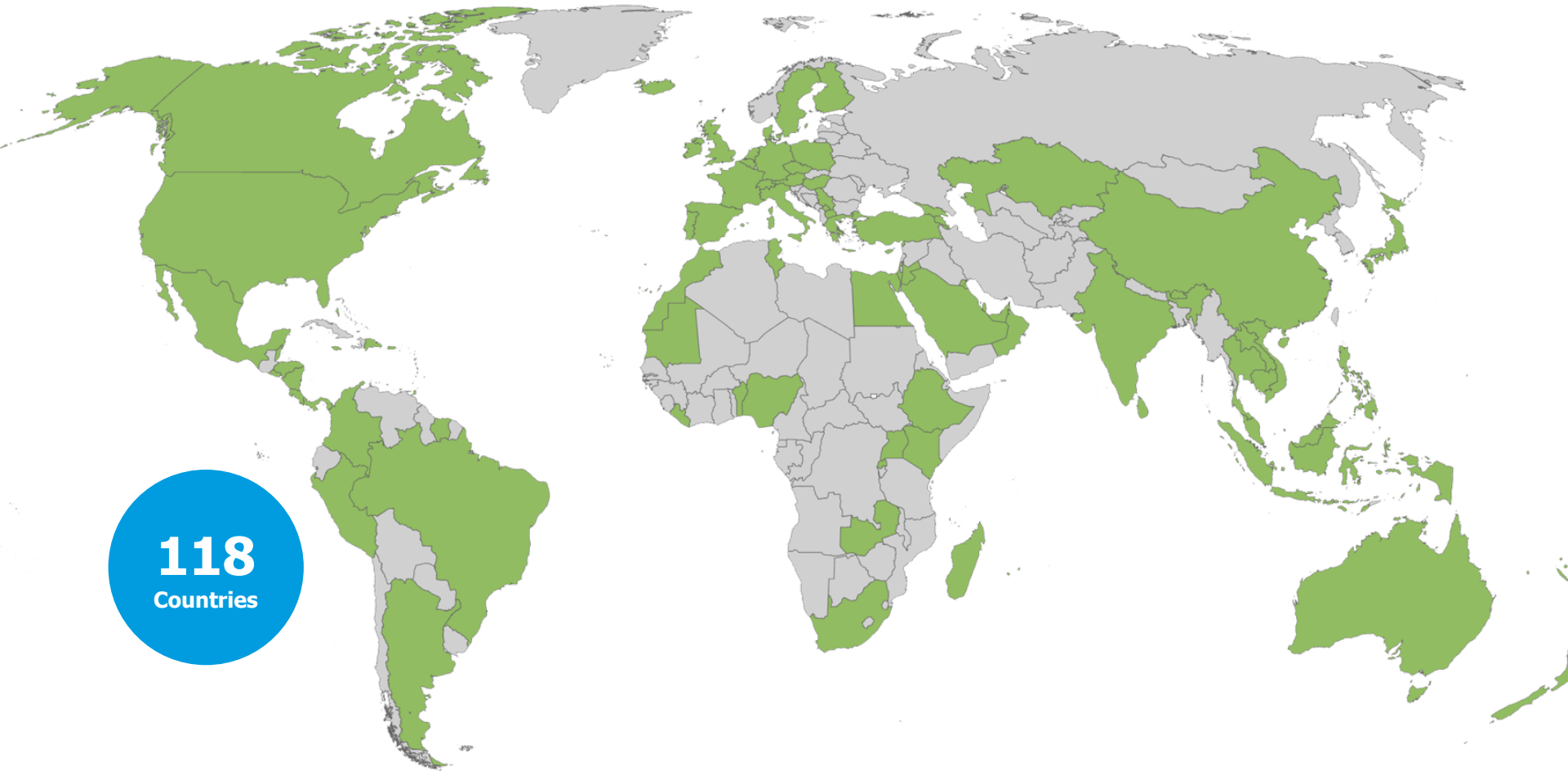
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5 END-TO-END COMPREHENSIVE SOLUTION OFFERINGS



# Global Presence

Publicly Traded - **NASDAQ: AGYS**



## Corporate Headquarters

- Alpharetta, Georgia

## North America Offices

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

## EMEA Offices

- United Kingdom
- Dubai, UAE

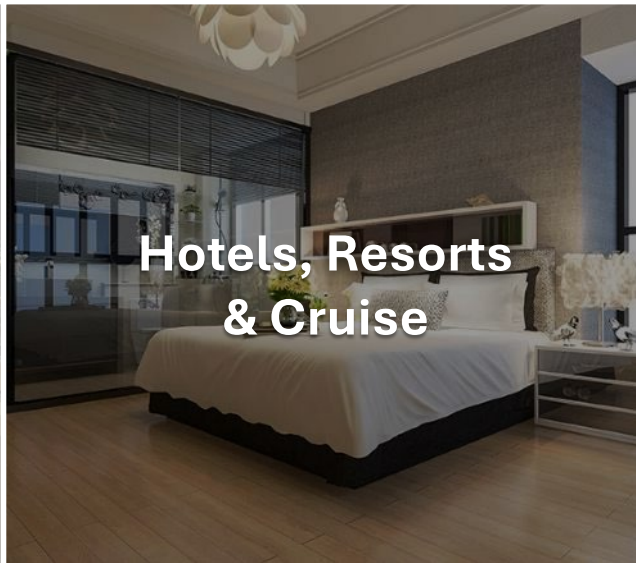
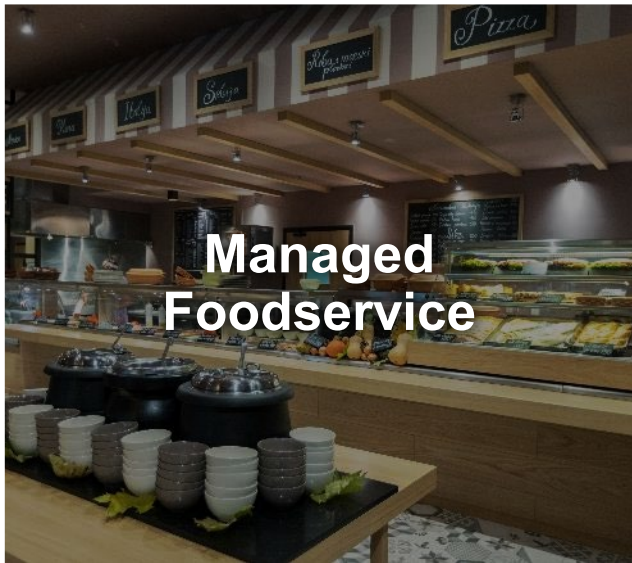
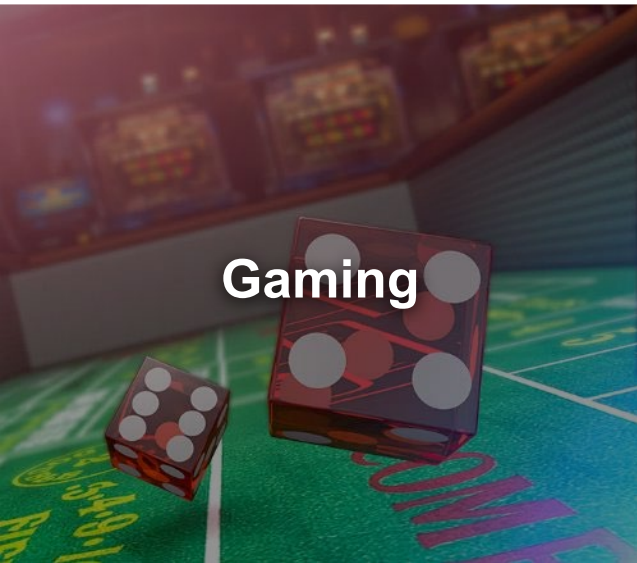
## APAC Offices

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

## India Development Center

- Chennai, India

# Global Customers



CASINO ARIZONA

TALKING STICK RESORT



# INSPIRE



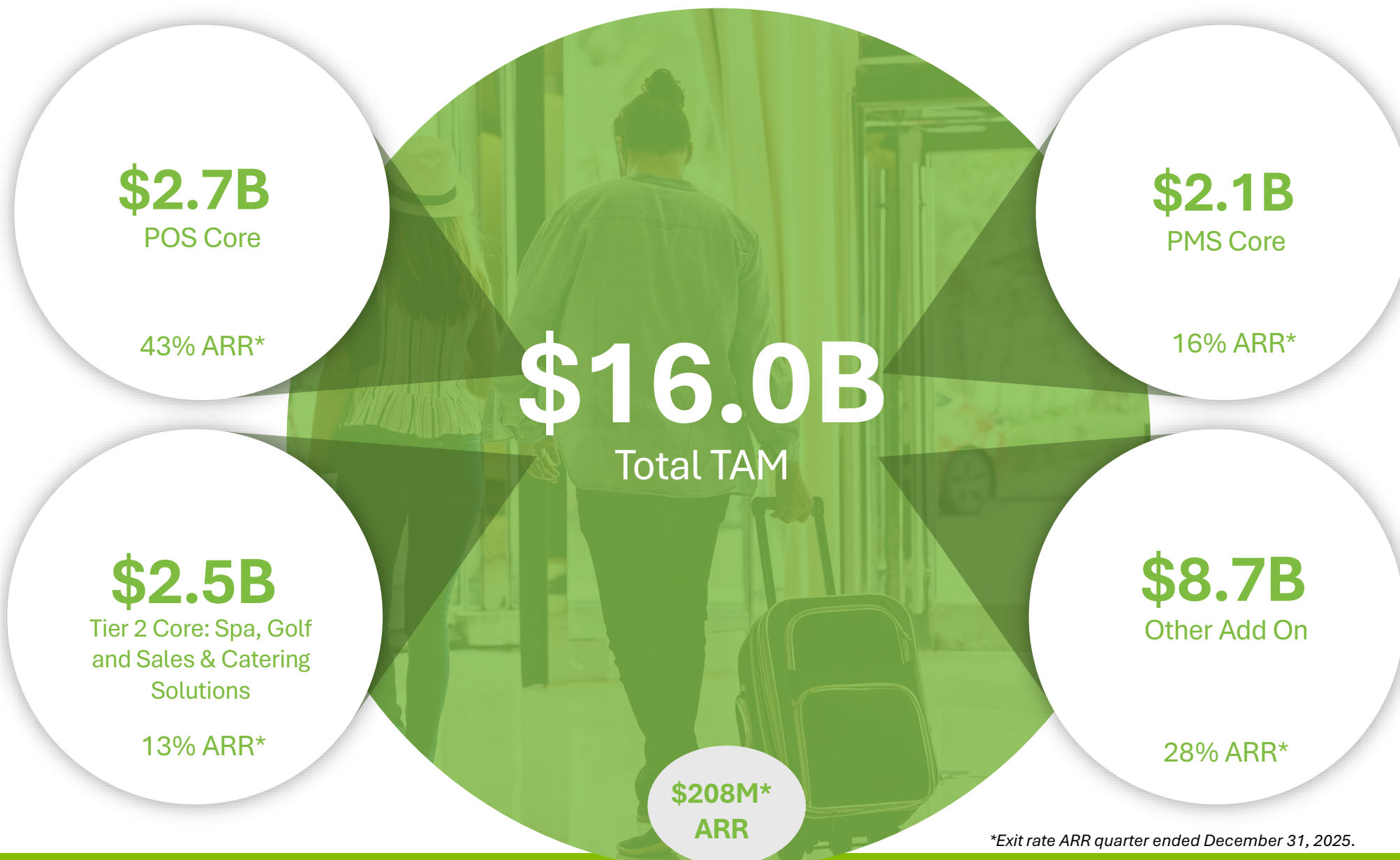
# Agilysys Hospitality Product Suite



3rd Party Solution Integration With Modern Restful APIs



# Total Addressable Market - TAM



# Agilysys Revenue Overview

**18%**

Total  
Revenue YOY  
Growth\*

**64%**

Recurring  
Revenue/Total  
Revenue\*

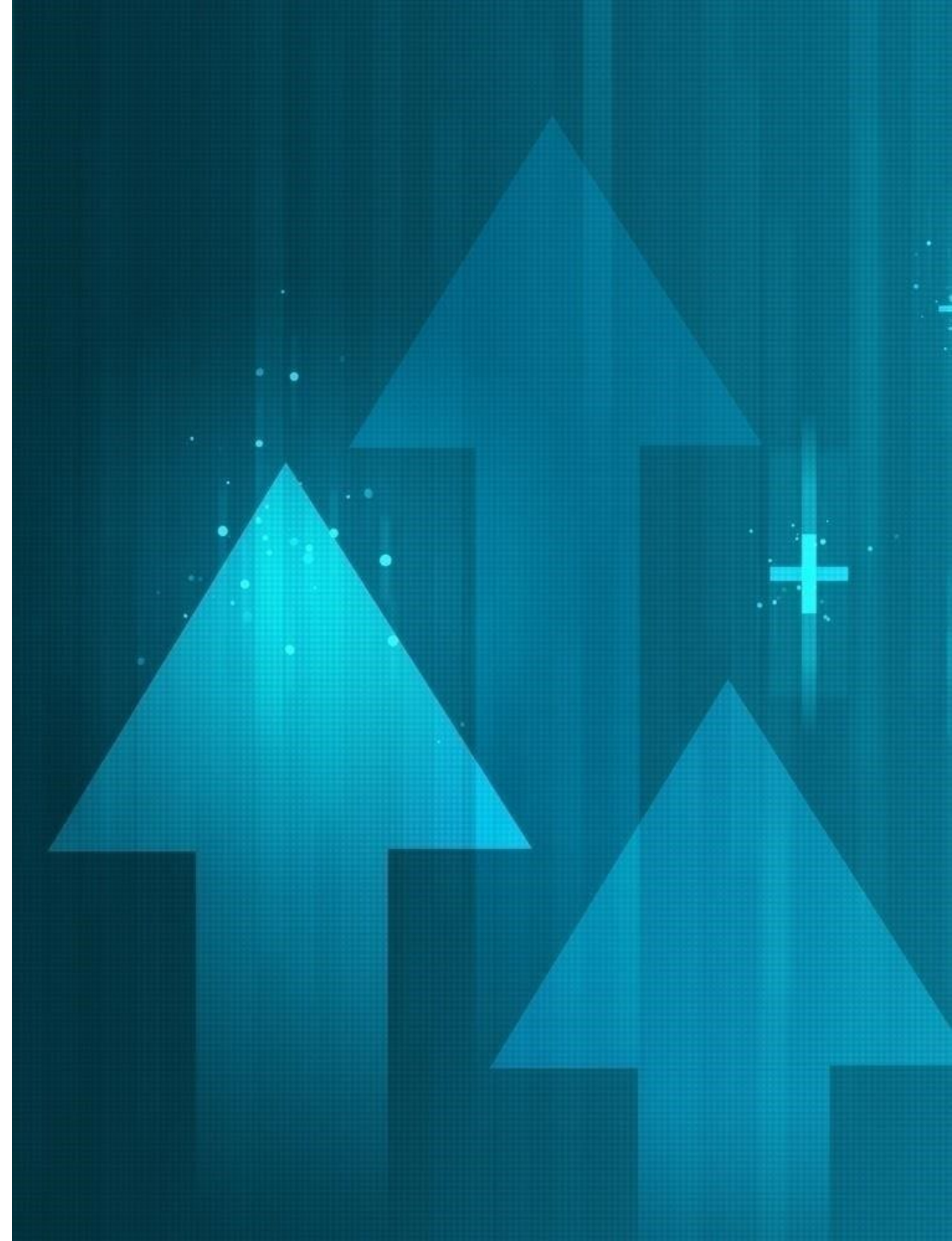
**66%**

Subscription  
Revenue/Recurring  
Revenue\*

**36%**

Subscription  
Revenue YOY  
Growth Rate\*

*\*Data is as of the trailing twelve months ended December 31, 2025.*



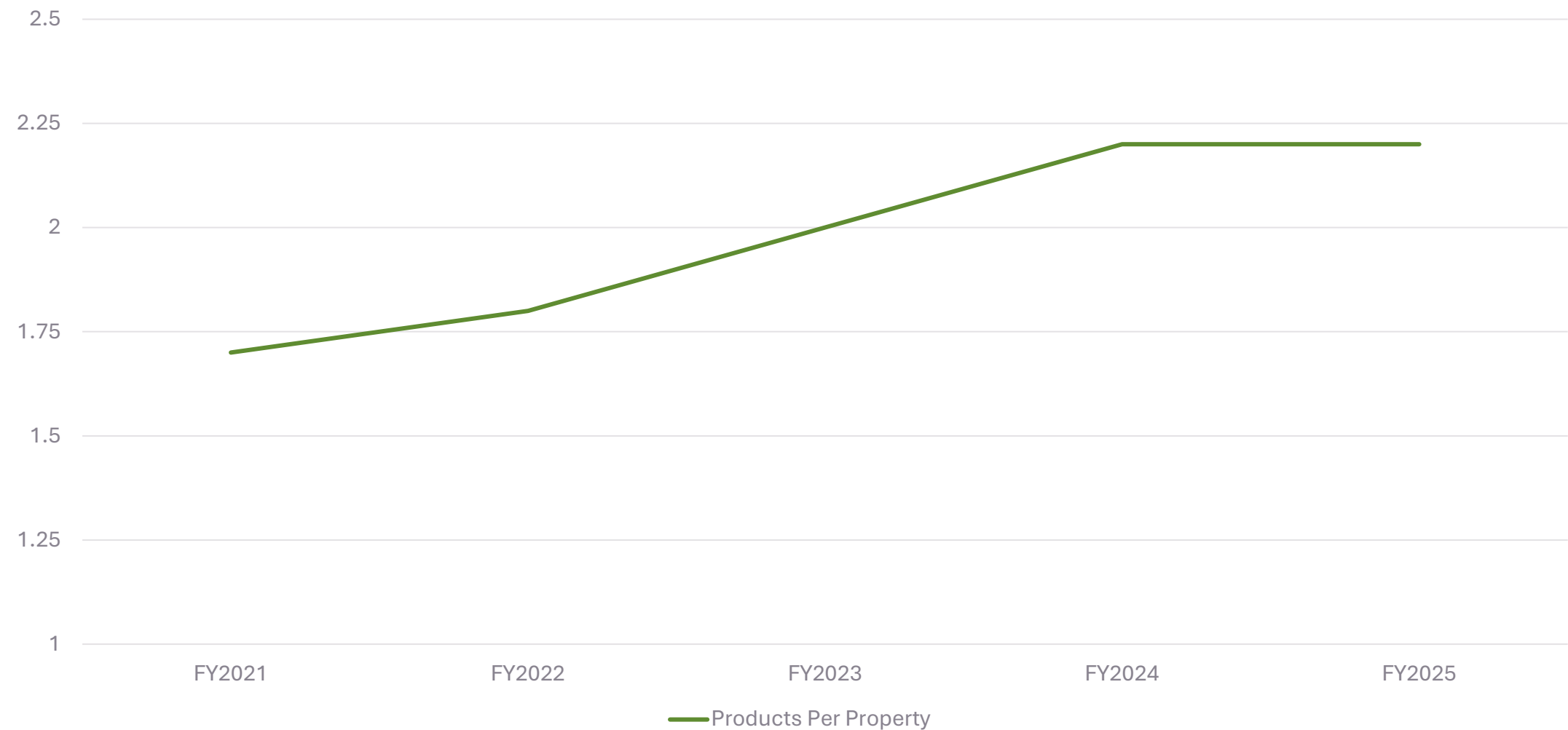
# We Provide Industry Leading Hospitality Solutions



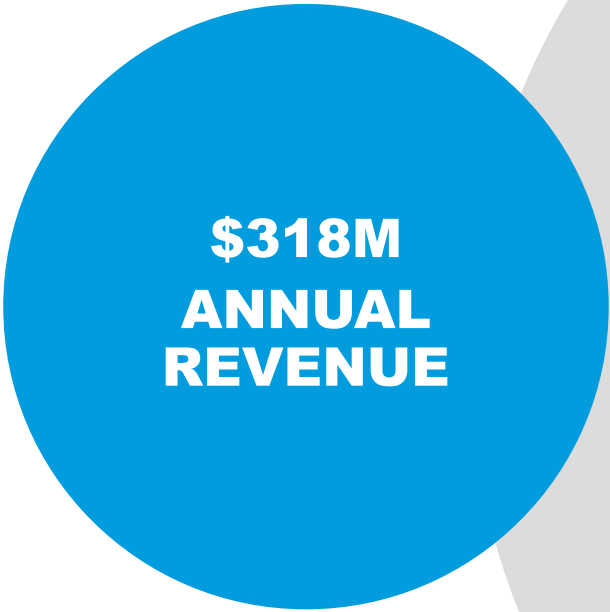
Note: Revenue contribution figures represent percentage for the trailing twelve months ended December 31, 2025 and include an allocation of total revenue (excluding services) amounts to our 4 core product groupings and payment software related revenue.



# Existing Customers Average Products Per Property - Exit Rate

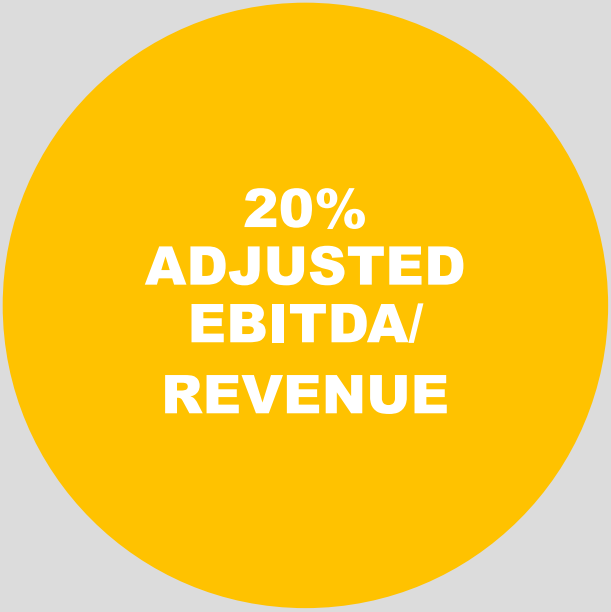


# FY26 Annual Guidance – RAISED Topline Revenue Guidance Jan CY26

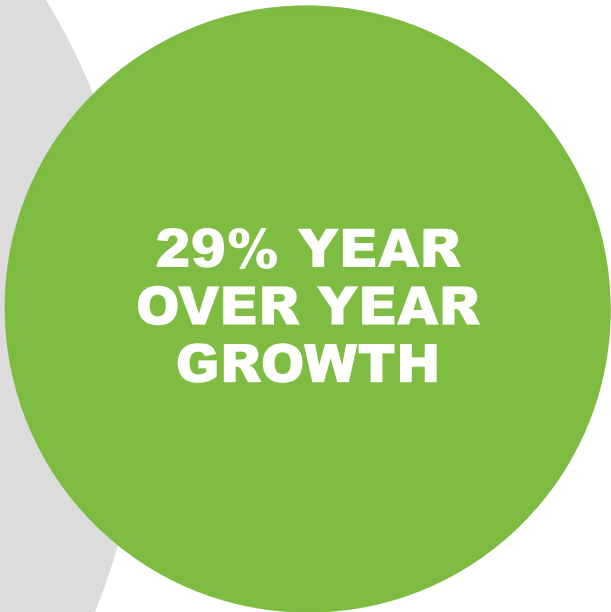


## REVENUE

Original guidance of \$308M to \$312M  
RAISED Oct 2025 to \$315M to \$318M



## Adjusted EBITDA



## SUBSCRIPTION REVENUE

Q1FY26 guidance raise to 27% year over year growth  
Original guidance of 25% year over year growth





# FINANCIAL OVERVIEW

# Evolving Business, Evolving P&L

## Business Metrics (as of 12/31/25)

<b>Recurring Revenue*</b>	64%
As % of Total Revenue	
<b>Subscription Revenue*</b>	66%
As % of Recurring Revenue	
<b>Services Revenue*</b>	23%
As % of Total Revenue	
<b>Subscription Revenue Growth Y/Y*</b>	36%
<b>New Customer Count*</b>	74

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## Financial Metrics and Valuation\*

<b>Share Price</b> (01/29/26)	\$85.26
<b>Diluted Shares Outstanding</b>	28.4M
<b>Diluted Market Capitalization</b>	\$2,424.6M
<b>Cash</b> (as of 12/31/25)	\$81.5M
<b>Debt</b> (as of 12/31/25)	\$20.3M
<b>Enterprise Value</b>	\$2,363.5M
<b>Revenue</b>	\$310.6M
<b>Gross Profit</b>	\$191.6M
<b>Adjusted EBITDA^</b>	\$61.0M
<b>Earnings per Share</b>	\$1.07
<b>EV/Revenue</b>	7.6x
<b>EV/Gross Profit</b>	12.3x

<sup>^</sup>Non-GAAP measure, see reconciliation on slide 23.

<sup>\*</sup>Trailing twelve months ended December 31, 2025.

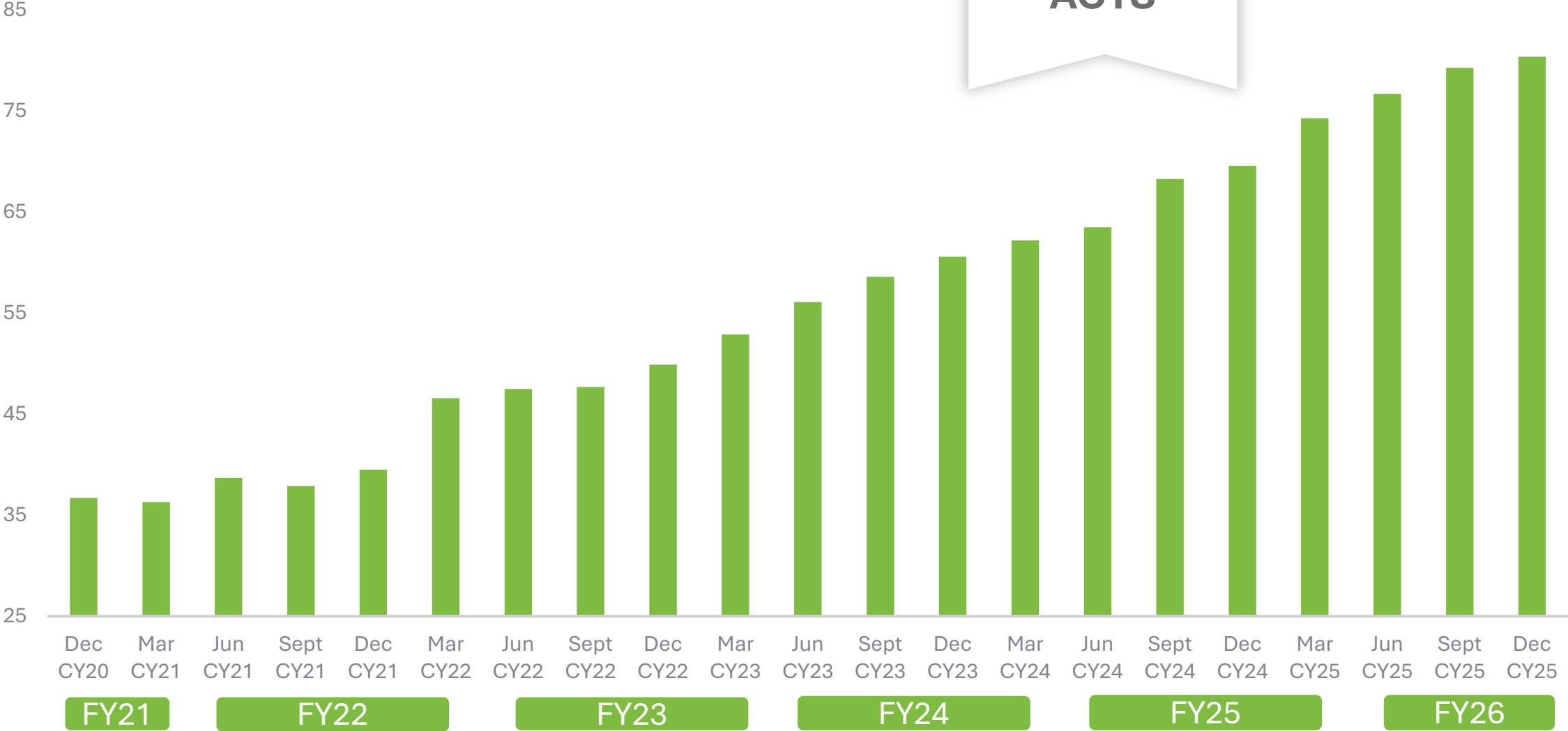


# Strong Balance Sheet

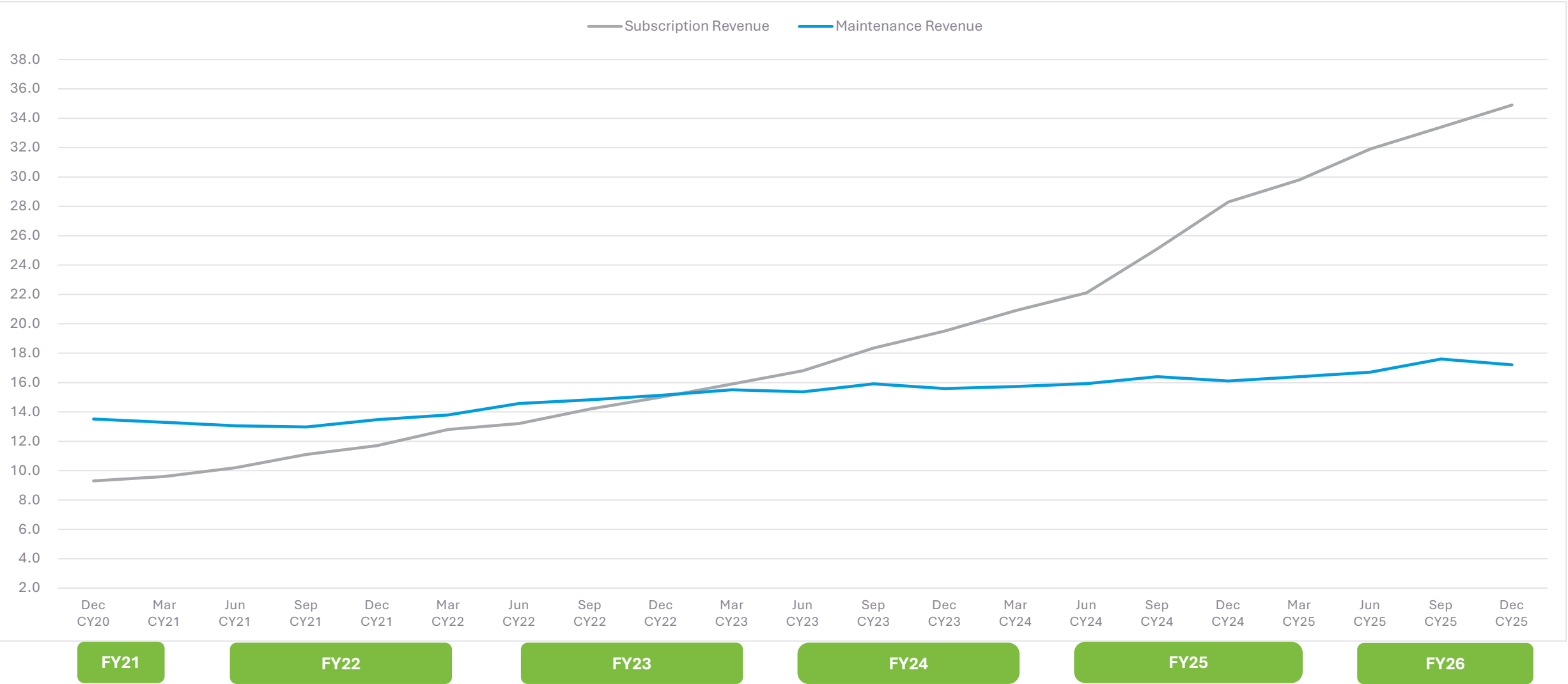
Consolidated Balance Sheet <i>(in thousands)</i>		
	December 31, 2025	March 31, 2025
Cash, Cash Equivalents and Marketable Securities	\$81,453	\$73,041
Other Current Assets	88,320	50,486
Long-Term Assets	305,405	310,843
<b>Total Assets</b>	<b>\$475,178</b>	<b>\$434,370</b>
Current Liabilities	\$129,901	\$111,024
Other Liabilities	32,154	57,460
Total Liabilities	162,055	168,484
Shareholders' Equity	313,123	265,886
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$475,178</b>	<b>\$434,370</b>



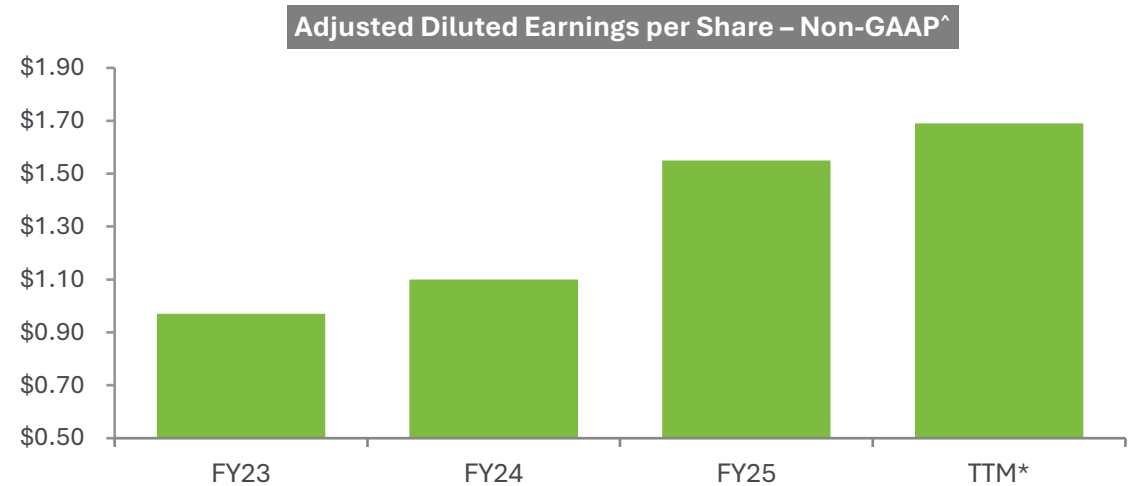
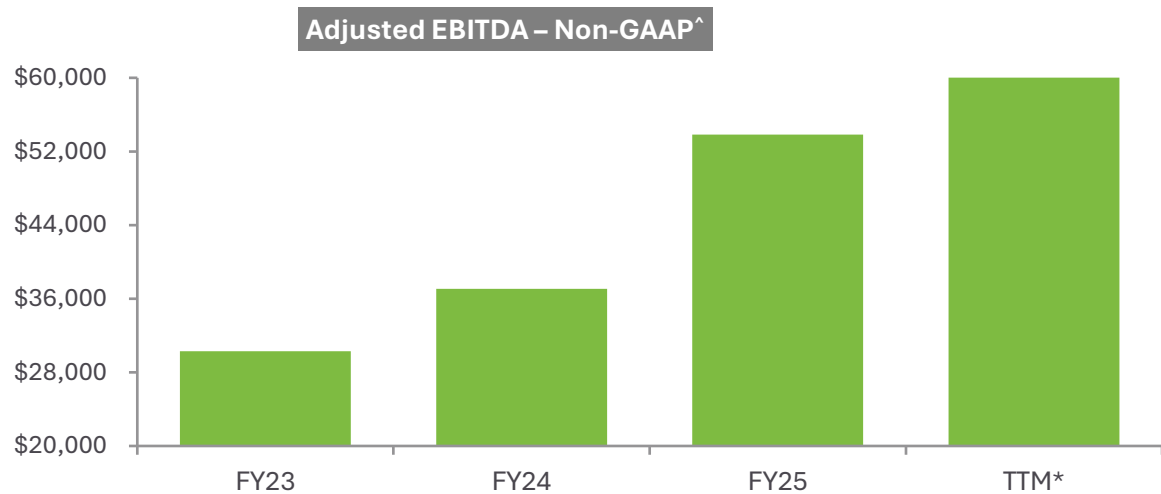
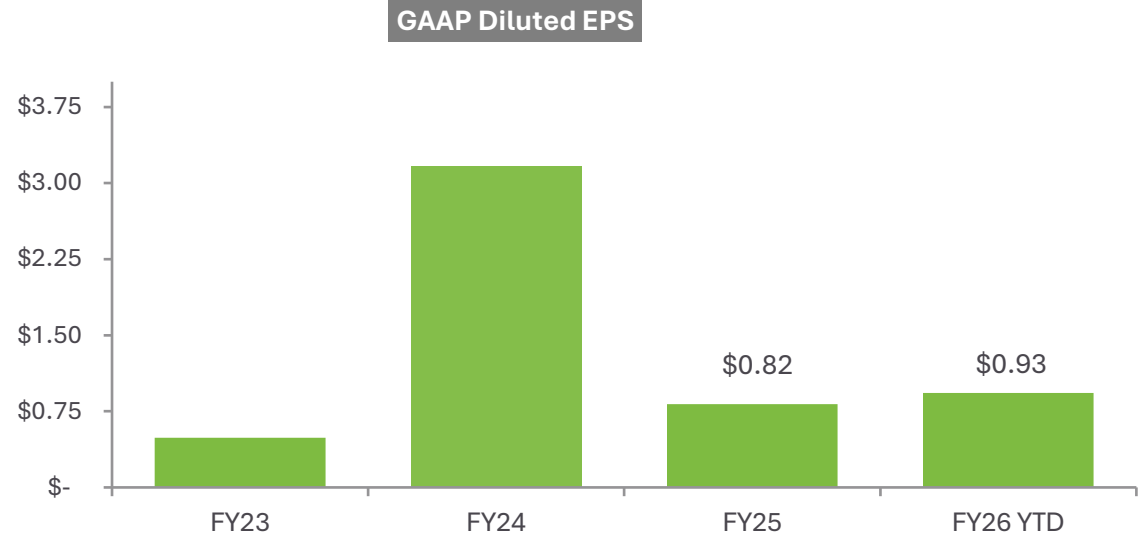
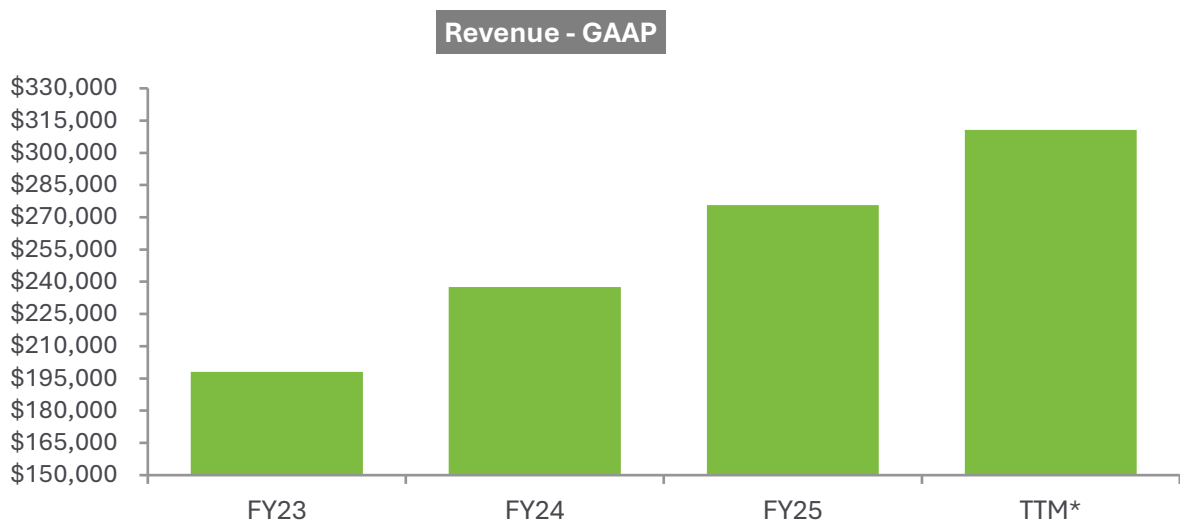
# Revenue Growth (\$M)



# Recurring Revenue Growth (\$M)



# Historical Financial Results



All numbers in thousands.

^ Non-GAAP measure, see reconciliation beginning on slide 23.

\*Trailing twelve months ended December 31, 2025.



# APPENDIX



# agilysys

## Hospitality Experience Cloud



### FOOD & BEVERAGE ECOSYSTEM

#### CORE POS

##### EXPERIENCE

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

##### ENHANCERS

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



### HOSPITALITY & LEISURE ECOSYSTEM

#### CORE PMS

##### EXPERIENCE

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

##### ENHANCERS

- 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

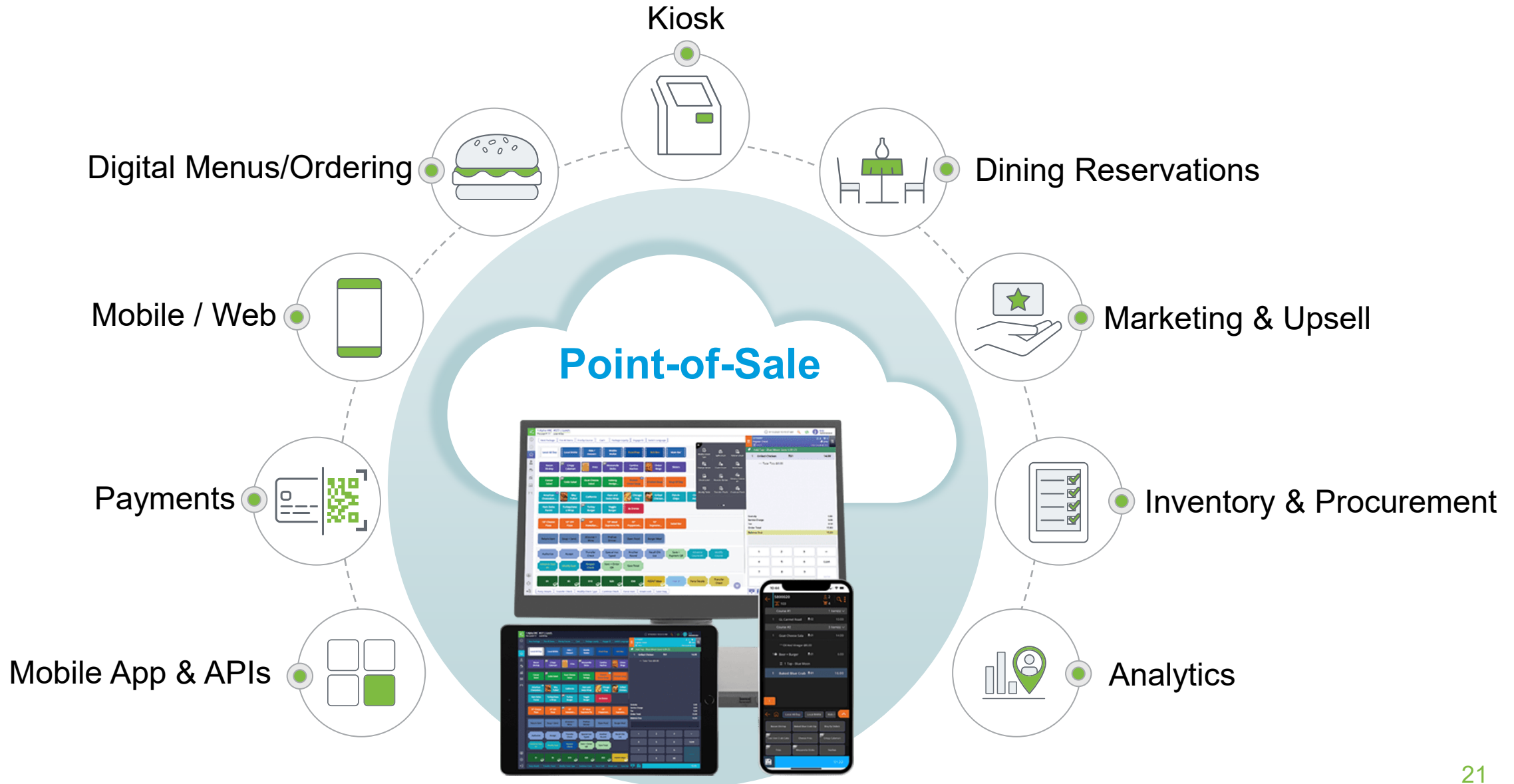
- Barcode
- Retail
- Punch Out
- Direct

## 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)**

	Twelve Months Ended			
		March 31,		
<i>(In thousands)</i>	TTM*	2025	2024	2023
<b>Net income</b>	<b>\$30,422</b>	\$ 23,225	\$ 86,195	\$ 14,582
Income tax provision (benefit)	<b>8,394</b>	2,410	(65,511)	1,182
<b>Income before taxes</b>	<b>38,816</b>	25,635	20,684	15,764
Depreciation of fixed assets	<b>3,858</b>	3,679	3,896	1,769
Amortization of internal-use software and intangibles	<b>5,388</b>	3,859	1,366	1,743
Amortization of developed technology acquired	<b>658</b>	461	159	159
Interest income, net	<b>(1,051)</b>	(2,253)	(5,083)	(2,192)
<b>EBITDA (a)</b>	<b>47,669</b>	31,381	21,022	17,243
Share-based compensation	<b>20,919</b>	17,777	14,111	12,958
Severance and other charges	<b>(5,887)</b>	4,628	1,756	435
Other non-operating (income) expense	<b>(2,055)</b>	(791)	152	(697)
Legal settlements, net	<b>305</b>	844	28	352
<b>Adjusted EBITDA (b)</b>	<b>60,951</b>	53,839	37,069	30,291

*(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) other (gains) and charges, net iii) share-based compensation, and iv) other non-operating (income) expense*

\*Trailing twelve months ended December 31, 2025.

# Non-GAAP Reconciliation

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

Three Months Ended

(In thousands)	December 31, 2025	September 30, 2025	June 30, 2025	March 31, 2025	December 31, 2024	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
<b>Net income</b>	<b>\$ 9,897</b>	<b>\$ 11,710</b>	<b>\$ 4,890</b>	<b>\$ 3,925</b>	<b>\$ 3,830</b>	<b>\$ 1,364</b>	<b>\$ 14,106</b>	<b>\$ 2,961</b>	<b>\$ 77,141</b>	<b>\$ 4,545</b>	<b>\$ 1,548</b>	<b>\$ 4,075</b>	<b>\$ 3,892</b>
Income tax (benefit) provision	<b>2,986</b>	4,001	(41)	1,448	3,913	3,782	(6,734)	1,885	(68,043)	295	352	262	678
<b>Income before taxes</b>	<b>12,883</b>	<b>15,711</b>	<b>4,849</b>	<b>5,373</b>	<b>7,743</b>	<b>5,146</b>	<b>7,372</b>	<b>4,846</b>	<b>9,098</b>	<b>4,840</b>	<b>1,900</b>	<b>4,337</b>	<b>4,570</b>
Depreciation of fixed assets	<b>1,009</b>	964	944	941	985	915	838	854	909	1,209	923	398	437
Amortization of internal-use software and intangibles	<b>1,417</b>	1,432	1,457	1,082	1,622	904	251	246	343	347	430	417	430
Amortization of developed technology acquired	<b>165</b>	167	166	160	163	99	38	40	39	41	39	39	39
Interest (expense) income, net	<b>(455)</b>	(290)	(230)	(76)	241	(637)	(1,782)	(1,503)	(1,252)	(1,227)	(1,101)	(1,006)	(704)
<b>EBITDA (a)</b>	<b>15,019</b>	<b>17,984</b>	<b>7,186</b>	<b>7,480</b>	<b>10,754</b>	<b>6,427</b>	<b>6,717</b>	<b>4,483</b>	<b>9,137</b>	<b>5,210</b>	<b>2,191</b>	<b>4,185</b>	<b>4,772</b>
Share-based compensation	<b>5,769</b>	5,000	5,029	5,121	4,218	4,009	4,429	4,622	3,638	2,684	3,167	3,548	3,466
Severance and other charges	<b>(2,717)</b>	(5,456)	256	2,030	(12)	2,037	550	1,711	(924)	210	759	61	93
Other non-operating expense (income)	<b>(696)</b>	(1,274)	(98)	13	(574)	(383)	157	136	(95)	(51)	159	102	(384)
Legal settlements, net	<b>(64)</b>	110	114	145	330	104	265	28	-	-	-	248	104
<b>Adjusted EBITDA (b)</b>	<b>\$ 17,311</b>	<b>\$ 16,364</b>	<b>\$ 12,487</b>	<b>\$ 14,789</b>	<b>\$ 14,716</b>	<b>\$ 12,194</b>	<b>\$ 12,118</b>	<b>\$ 10,980</b>	<b>\$ 11,756</b>	<b>\$ 8,053</b>	<b>\$ 6,276</b>	<b>\$ 8,144</b>	<b>\$ 8,051</b>

(a) EBITDA, a non-GAAP financial measure, 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, depreciation and amortization (including amortization of developed technology), and excluding charges relating to i) share-based compensation, ii) other charges, net iii) other non-operating (income) expense, net, and iv) legal settlements



# Non-GAAP Reconciliation

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

<i>(In thousands)</i>	Twelve Months Ended			
	TTM*	March 31,		
	2026	2025	2024	2023
<b>Net income attributable to common shareholders</b>	<b>\$ 30,422</b>	<b>\$ 23,225</b>	<b>\$ 84,991</b>	<b>\$ 12,746</b>
Amortization of intangibles	5,388	3,859	1,366	1,743
Amortization of acquired technology	658	461	159	159
Share-based compensation	20,919	17,777	14,111	12,958
Tax Events (a)	2,721	(1,669)	(69,067)	-
Severance and other charges	(5,887)	4,628	1,756	435
Legal settlements, net	305	844	28	352
Income tax adjustments	(6,456)	(5,322)	(3,805)	(3,274)
<b>Adjusted net income (b)</b>	<b>48,070</b>	<b>43,803</b>	<b>29,539</b>	<b>25,119</b>
Basic weighted average shares outstanding	27,882	27,518	25,668	24,694
Diluted weighted average shares outstanding	28,379	28,257	26,842	25,929
<b>Adjusted basic earnings per share (c)</b>	<b>1.72</b>	<b>1.59</b>	<b>1.15</b>	<b>1.02</b>
<b>Adjusted diluted earning per share (c)</b>	<b>1.69</b>	<b>1.55</b>	<b>1.10</b>	<b>0.97</b>

(a) Tax events include excess tax benefits or deficiencies 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 attributable to common shareholders before amortization expense (including amortization of developed technology), share-based compensation, and other charges, net, 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 and, as defined under (a) above, tax events.

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

\*Trailing twelve months ended December 31, 2025.



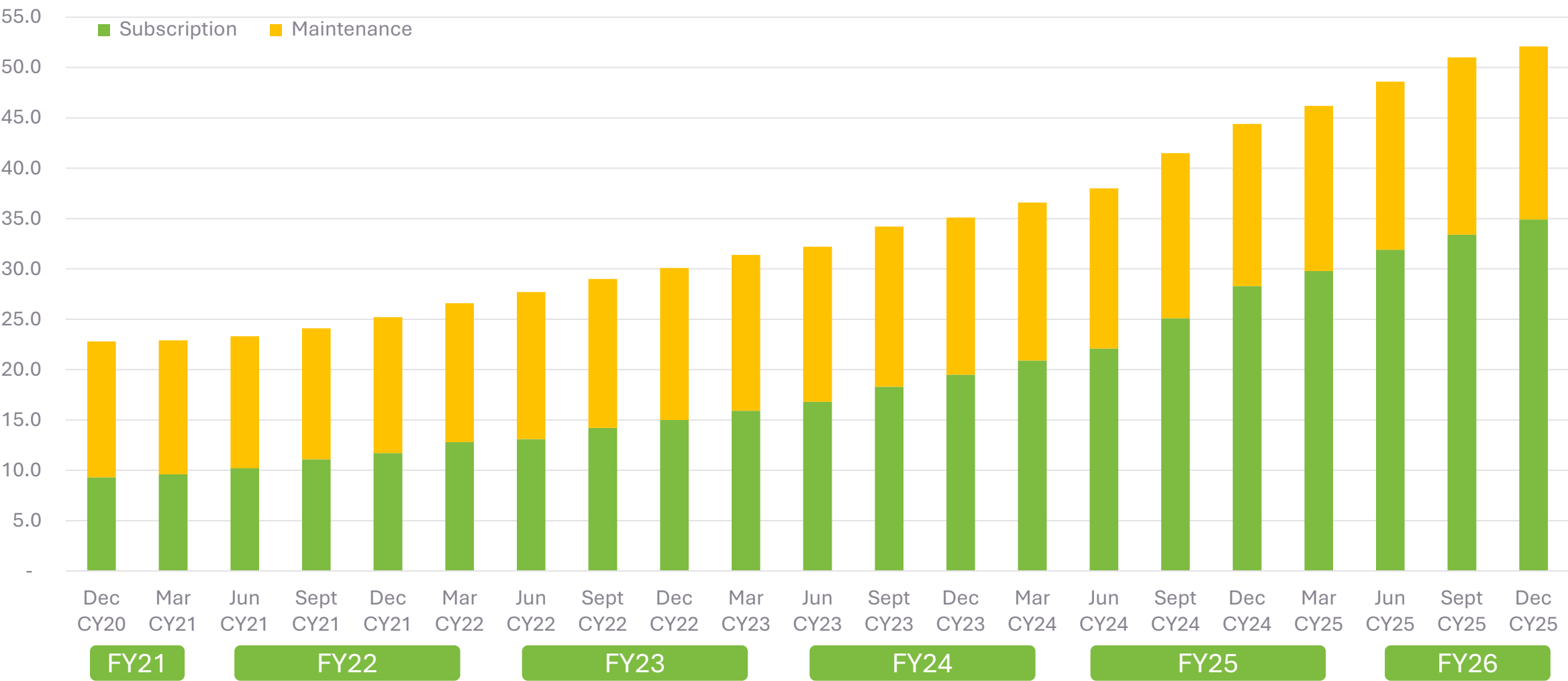
# Cash Flow

	TTM*	31-Mar FY25	31-Mar FY24	31-Mar FY23
<b>Operating activities</b>				
Net income from operations	\$ 30,422	\$ 23,225	\$ 86,195	\$ 14,582
Non cash adjustments, restructuring, legal settlements	38,065	26,235	(48,125)	16,355
Changes in assets & liabilities	(7,173)	5,668	10,116	3,526
<b>Net cash provided by operating activities</b>	<b>61,314</b>	<b>55,128</b>	<b>48,186</b>	<b>34,463</b>
<b>Investing activities</b>				
Capital expenditures	(2,125)	(2,783)	(8,127)	(7,238)
Cash (paid for) business combinations, net of cash acquired	(811)	(145,756)	-	395
Proceeds from sale of assets	-	-	552	-
Investments	-	(27)	(27)	(27)
<b>Net cash used in investing activities</b>	<b>(2,936)</b>	<b>(148,566)</b>	<b>(7,602)</b>	<b>(6,870)</b>
<b>Net cash used in financing activities</b>	<b>(37,903)</b>	<b>21,928</b>	<b>(8,558)</b>	<b>(11,094)</b>
<b>Effect of exchange rate</b>	<b>217</b>	<b>(340)</b>	<b>23</b>	<b>(628)</b>
<b>Increase (decrease) in cash &amp; cash equivalents</b>	<b>20,692</b>	<b>(71,850)</b>	<b>32,049</b>	<b>15,871</b>
<b>Cash &amp; cash equivalents - beginning of period</b>	<b>60,761</b>	<b>144,891</b>	<b>112,842</b>	<b>96,971</b>
<b>Cash &amp; cash equivalents - end of period</b>	<b>\$ 81,453</b>	<b>\$ 73,041</b>	<b>\$ 144,891</b>	<b>\$ 112,842</b>

\*Trailing twelve months ended December 31, 2025.



# Recurring Revenue (\$M)



# CONTACT

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