Datamyne Acquisition – External Q&A

GENERAL / DEAL RATIONALE

What are you announcing today?

Descartes has acquired Datamyne, a leading provider of cloud-based trade data content solutions for customers to analyze import and export trade activity. Datamyne, primarily operating in the U.S. and South America, collects, cleanses and commercializes logistics trade data from over 50 nations across 5 continents, including key markets in Latin America, Asia, Africa, and the European Union.

How does a combination with Datamyne fit into Descartes' broader strategy?

Descartes' strategy is focused on growing and operating the most complete and interoperable global Logistics Technology Platform. Descartes' Logistics Technology Platform uniquely combines the Global Logistics Network (GLN), a wide range of modular and interoperable logistics applications and the largest community of logistics-intensive companies in the world. The acquisition advances Descartes' strategic objective to strengthen its global presence and leadership position by:

- Increasing the scale of the **network** through integration of related network transaction services such as Denied Party Screening, HS Code Assignment, Landed Cost Calculation, and Shipment Rating;

- Expanding Descartes' Trade Data **application** footprint beyond customs and regulatory markets to include Logistics Trade Data applications – providing business intelligence tools to research international shipment activity; and

- Adding a **community** of nearly 3,000 customers in the US and South America and a team of world-class trade data content domain experts.

Descartes Logistics Technology Platform
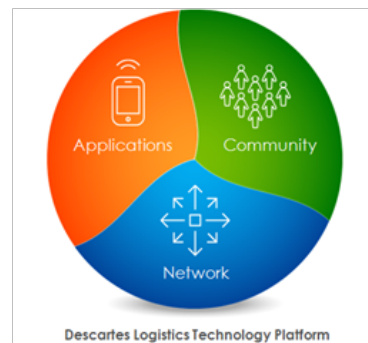
Extending Descartes' Global Logistics **Network**

Descartes' Global Logistics Network (GLN) is the foundation on which the applications and community are built. The GLN provides community members the flexibility to easily connect and collaborate with global trading partners. Datamyne will increase the scale of network through integration of related network transaction services such as Denied Party Screening, HS Code Assignment, Landed Cost Calculation, and Shipment Rating.

Enhancing Descartes' offering of logistics management **applications**

Descartes' product strategy is focused on expanding its logistics application functional footprint to provide its customers with the most comprehensive logistics management solutions in the

industry. Datamyne has been building its database and content solutions for more than 25 years. The acquisition expands our Trade Data application footprint beyond customs and regulatory markets to include Logistics Trade Data applications – providing business intelligence tools to research international shipment activity.

Growing Descartes' global multi-modal logistics community

Descartes' logistics community is the largest multi-modal network of logistics intensive companies in the world, with parties using its cloud-based services in over 160 countries. Descartes' mission is to create the world's most comprehensive networked logistics community. Datamyne adds a community of nearly 3,000 customers in the US and South America and a team of world-class trade data content domain experts.

ABOUT DATAMYNE

What does Datamyne do?

Datamyne, primarily operating in the U.S. and South America, collects, cleanses and commercializes logistics trade data from over 50 nations across 5 continents, including key markets in Latin America, Asia, Africa, and the European Union. More than 100 million records are gathered each year from official filings with customs authorities and trade ministries, including US maritime commerce data from in-house and master bills of lading. Subscribers, including manufacturers, wholesalers, transport and logistics service providers, management consultants, legal practitioners, and industry analysts, use Datamyne's web-based solutions and business intelligence tools to speed and simplify trade data research, and to shape global marketing, prospecting, and sourcing strategies.

How is this acquisition good for Datamyne's customers?

The acquisition makes Datamyne's customers members of the world's premier global logistics community – The Global Logistics Network – facilitating improved performance and productivity of logistics operations around the world. Descartes' GLN, complemented by Datamyne's content and solutions, is the logical place for multi-national shippers, logistics intermediaries and transportation carriers to manage the complete life-cycle of a shipment, including:

- Researching and making informed decisions about potential trading and logistics partners;
- Classifying goods appropriately and submitting compliant documentation; and
- Moving goods efficiently and securely while collaborating with a broad ecosystem of parties.

Nearly 3,000 Datamyne customers will now join the world's largest, collaborative multimodal logistics community and have access to a wider set of solutions via Descartes' Global Logistics Network.

Where is Datamyne located?

Datamyne is headquartered in Miami, FL and has offices in Uruguay, Argentina and Brazil.

Where can I find more information on Datamyne?

You can visit the Datamyne website at http://www.datamyne.com/.

What does Descartes do?

Descartes (TSX: DSG) (NASDAQ: DSGX) is the global leader in logistics technology and global trade content. Descartes' solutions extend the command of logistics operations, helping the world's largest and most connected logistics community to quickly reduce costs, improve service and comply with customs and transportation regulations. Descartes' cloud-based Logistics Technology Platform uniquely combines the power of The Global Logistics Network, the world's most extensive multi-modal network, with the industry's broadest array of modular and interoperable web and wireless logistics applications. Descartes' team of industry-leading logistics experts is dedicated to delivering innovative solutions while working closely with customers to help ensure their success.

What is Descartes' Logistics Technology Platform?

Descartes' Logistics Technology Platform helps the world's largest logistics community improve productivity and performance. Delivered through the fusion of The Global Logistics Network - the world's most extensive global multi-modal network and the industry's broadest array of modular interoperable web and wireless logistics management solutions - it is the technology platform that Descartes customers and their trading partners use to extend command of their logistics operations. Combined with the world's largest community of carriers in multiple modes, logistics intermediaries, government regulatory agencies, manufacturers, retailers and distributors , The cloud-based Logistics Technology Platform enables customers to quickly and cost effectively connect and conduct logistics business.

The Global Logistics *Network*

The Global Logistics Network (GLN) is the foundation on which the applications and community are built. It was designed with logistics operations in mind. The GLN allows companies to seamlessly move or transform data through the network to various trading partners, leverage Descartes solutions on the network or connect to their existing solutions.

Comprehensive Suite of *Applications*

Descartes offers a wide range of modular and interoperable logistics solutions on the Logistics Technology Platform including:

- Routing, Mobile, and Telematics
- Transportation Management
- Customs and Regulatory Compliance
- Value-added Network Services
- Broker & Forwarder Enterprise Systems
- Global Trade & Denied Party Screening Content

The solutions embody the deep domain expertise that resides with Descartes' people. The logistics solutions were designed to be modular and interoperable because organizations need the flexibility to deploy them quickly within their existing portfolio of solutions.

The World's Largest and Most Connected Logistics *Community*

The third component of the Descartes Logistics Technology Platform is the logistics community. It is the largest multi-modal network of logistics intensive companies in the world, with organizations collaborating in over 160 countries.

How many customers does Descartes have?

Descartes has over 16,000 customers including manufacturers, retailers, distributors, private fleet owners, ground carriers, airlines, ocean carriers, freight forwarders third-party providers of logistics services and regulatory agencies.

How is this acquisition good for Descartes?

See Strategic Rational section above.

Where is Descartes located?

Descartes is headquartered in Waterloo, Ontario, Canada and has offices in North America, Europe and Asia-Pacific.

How many employees does Descartes have?

Descartes has over 1,000 employees.

Where can I find more information on Descartes?

You can visit the Descartes website at www.descartes.com.

CONTACT INFORMATION

INVESTORS

Descartes Systems Group
Laurie McCauley
+1 519 746 6114 x202358
investor@descartes.com

MEDIA

Descartes Systems Group
Mavi Silveira
+1(800) 419-8495 x202416
msilveira@descartes.com