Introduction
Safe Harbor Statement

This presentation contains "forward-looking" statements. These statements identify substantial risks and uncertainties and relate to future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "could," "should," "expect," "intend," "plan," "anticipate," "believe," "estimate," "predict," "potential," or "continue," and similar expressions, whether in the negative or affirmative. These statements are only predictions and may be inaccurate. Actual events or results may differ materially. In evaluating these statements, you should specifically consider various factors, including the risks outlined in our filings with the Securities and Exchange Commission (SEC), including, without limitation, our periodic and current SEC reports. These factors may cause our actual results to differ materially from any forward-looking statement. Although we believe that the expectations reflected in the forward-looking statements are reasonable, our future results, levels of activity, performance or achievements may differ from our expectations. Other than as required by law, we do not undertake to update any of the forward-looking statements after the date of this presentation, even though our situation may change in the future.

Additionally, this presentation contains non-GAAP financial measures. A reconciliation to the most directly comparable GAAP financial measure is available in our most recent earnings press release which can be found at www.amberroad.com, in the Investor Relations section.
Global Trade is Exploding

- Low cost country sourcing
- Emerging global markets
- Proliferation of trade agreements
- Duty engineering
- Global e-commerce
- Direct-to-consumer
- Fast Fashion

World Merchandise Trade
($ Trillions)

Global Trade is Complex

- Dynamic, country-specific rules and regulations
- Dozens of supply chain participants per transaction
- Multiple languages, currencies, and time zones
- Higher costs
- Longer lead times
- Global security initiatives
Today’s Approach to Trade Management...

Manual
Outsourced
Spreadsheets
Disjointed
Risky
Black Holes

TACTICAL / COSTLY
Amber Road helps companies **transform** their global supply chain, to **improve margins, enable agility, and reduce risk.**

We increase **operational efficiency**, reduce **direct costs**, and create a **faster, leaner, more agile** supply chain.

We do this through **digitization**, which allows for **collaboration, automation, analytics** and **flexibility**.
Methods of Transformation – Collaboration

Once the information is digital, software can share it with various parties throughout the global supply chain.

- Sharing product specifications with supplier via a web portal
- Receiving trade agreement information about a product via a web portal
- Make electronic bookings with international carriers
- Communicate cross-border transaction data with freight forwarders and customs brokers
- File information with customs electronically
Methods of Transformation – Automation

Once the information is digital, software can process it and eliminate human tasks.

- Receive alerts when PO’s are in danger of delays or other issues
- Automatically determine the carrier rate and schedule, and make the booking
- Automatically alert supply chain resources when an interesting event has occurred
- Automatically determine what import regulations apply to a given product being imported to a given country
- Automatically determine if a product is eligible for a trade agreement
Methods of Transformation – Analytics

Once the information is digital, software can analyze the information for insight and value.

- View multi-tier supplier upstream and downstream relationships
- Historical analysis of carrier/3PL performance
- Historical analysis of supply chain performance relative to specific products, countries, ports, etc.
- Identify opportunities for duty savings using trade agreements or other government programs
- Identify potential supply chain risk issues. (Ex. Bottlenecks in supply chain)
Methods of Transformation – **Flexibility**

Once the information is digital, software can adapt to changes in the business quickly and easily

- Quickly find new suppliers who can deliver on product specifications and timelines
- Quickly and easily accommodate corporate acquisitions and divestitures
- Quickly and easily swap in/out supply chain logistics partners
- Easily access new markets/countries
- Efficiently access new sourcing countries
- Handle non-standard requirements
Companies We Help
Why we win?

We Provide the Complete Solution

- Enterprise Software
- Regulatory Content
- Professional Services and Support
- Supply Chain Network
- Configurable Architecture
A Single End-to-End Solution

Comprehensive – Global – Centralized

Control – Flexible – Scalable
Our trade compliance experts updated more than **15 million** new records in 2016

- Regulatory Controls
- Restricted Party Screening Lists
- Product Classification Data
- Rules of Origin (FTAs)
- Landed Cost Data
- Trade Documentation
Professional Services and Support

• Team of technology and trade consulting professionals
  – 100+ global staff
  – 30 staff members have more than 15 years of experience in GTM software
  – Overall staff averages approximately 10 years of hands-on experience in enterprise software implementation for the global supply chain
Supply Chain Network

Amber Road’s cloud-based trading network provides established connectivity to supply chain participants around the globe and manage millions of messages a day.
Configurable Platform

Amber Road’s Enterprise Technology Framework (ETF) is a highly-flexible platform that allows for extensive end-user configurations that can migrate seamlessly with software upgrades.
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