



April 16, 2024

Dear Shareholders:

On Wednesday, May 22, 2024, at 10:00am, the Company will hold its virtual annual shareholders meeting via Microsoft Teams. Details of the Microsoft Teams connection information is on the proxy card and below for your convenience.

Microsoft Teams [Need help?](#)

From 10:00am to 11:am Pacific Time.

[Join the meeting now](#)

Meeting ID: 249 027 120 002

Passcode: 95xn8K

I encourage you to review the attached Proxy Card and cast your votes. The audited financial statements can be downloaded from our website at <http://www.agentinformationsoftware.com/investors.htm> and also available from Computershare at <http://www.investorvote.com/AIFS>.

Computershare has set-up two links that will allow you to cast your ballots, they are at:

Desktop: <https://www.investorvote.com/Login?cn=81597&demo=Y&display=desktop&template=none>

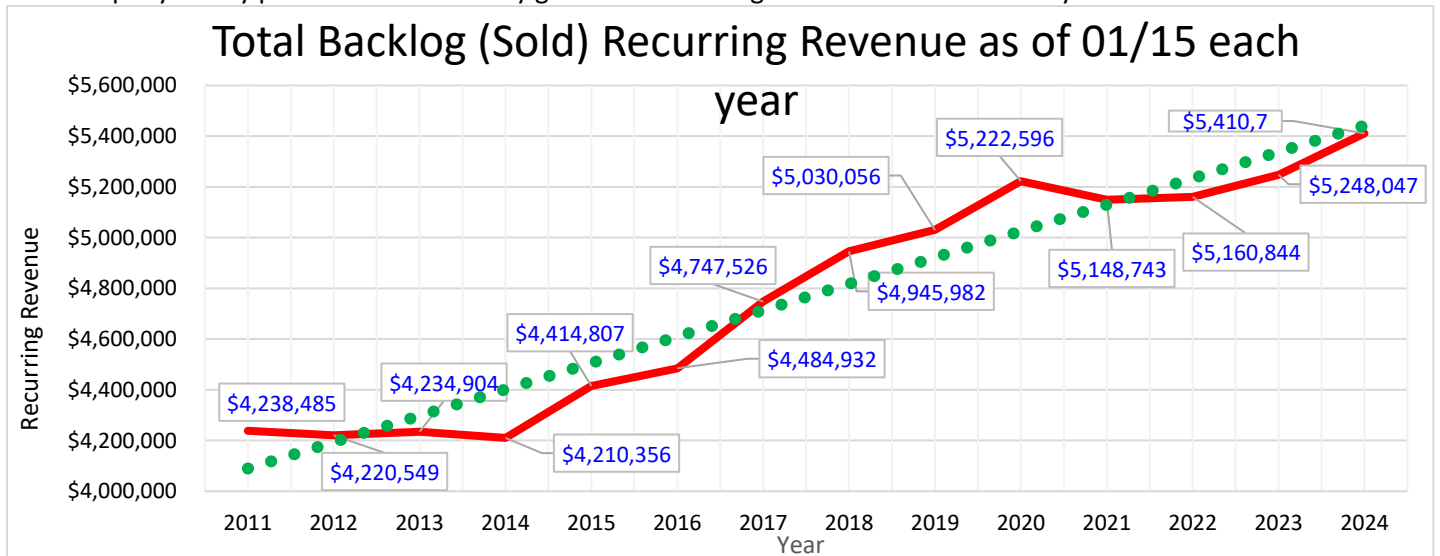
Mobile: <https://www.investorvote.com/Login?cn=81597&demo=Y&display=mobile&template=none>

If you have any problems, please contact Computershare directly.

2023, was a “let’s get back to normal”. Not only did we see library staff issues throughout the country settle back to pre-COVID levels, but more RFPs for services were issued in 2023 than 2022. We were pleased to win the State of Texas SHAREit bid opportunity in August. The project kicked off in September 2023 and will go live with over 300 libraries this summer. The Company was also able to renew a couple of its larger contracts for terms of five years or longer.

The Company is continuing to update both SHAREit and VERSO base code to be more relevant to today’s security and privacy demands. As a matter of fact, we have signed up for the StateRAMP security and verification program with Cheryl Slinkard (COO) personally leading the initiative.

The Company is very pleased with its steady growth in recurring revenue for the last few years as seen in the chart below:





We are continuing to see some shift in personnel as employees want a stronger or better life/ work balance. Operating completely as a virtual company allowed the expansion of our hiring pool from just Southern California to anywhere in the US. We were able to hire extremely talented and experienced candidates from outside the local community adding people from Wisconsin, New York, Virginia, Nevada, Colorado, Arizona, Arkansas, Illinois, and Alabama to the A-G team. The talent of our new staff from this expanded pool of candidates has allowed us to create the team we were looking for to push forward our efforts to expand both the SHAREit and VERSO products and address customer needs more locally.

As I look around at the post-COVID world, I can't help but see the many changes all around us. What is totally amazing to me is the quality of new ideas for our products that our staff bring with them. With their expertise and dedication, we are pushing ahead with our goal of introducing several new changes to our customers later this year.

Hard to imagine the number of changes that the Company has gone through technically and economically in the last 74 years. I remember our first library card coming off the printer, printed catalogs, followed by microfiche and microfilm. Even the Internet has changed dramatically moving from the desktop to mobile devices like phones and tablets. Don't worry, there is more to come; and we'll be right there delivering technology faster than ever before.

If you have questions, please do not hesitate to call me directly at (909) 569-1520 or email me at prc@auto-graphics.com or you may contact our Controller, Bryan Straight at (909) 569-1535 or rbs@auto-graphics.com.

Again, here is the meeting connection information:

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Best regards,

A handwritten signature in black ink, appearing to read 'PRC', is positioned above the typed name.

Paul R. Cope
President