

# OVERVIEW

Manhattan Associates is a technology leader in supply chain and omnichannel commerce. We unite information across the enterprise, converging front-end sales with back-end supply chain execution. Our software, platform technology and unmatched experience help drive both top-line growth and bottom-line profitability for our customers. Manhattan designs, builds and delivers leading edge cloud and on-premises solutions so that across the store, through your network or from your fulfillment center, you are ready to reap the rewards of the omnichannel marketplace.

**Headquarters:**

Atlanta, GA

**Ticker symbol:**

MANH (Nasdaq)

**Company founded:** 1990

**Public Since:** 1998

**Investor Relations Contact:**

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## MANHATTAN'S SOLUTIONS INCLUDE:

**Cutting-edge, industry-leading supply chain solutions** that run the world's most sophisticated and complex warehouse operations

- The company is the first to embed a warehouse execution system (WES) within a warehouse management system (WMS) to orchestrate work between man and machine
- Manhattan is the first to give warehouses the ability to simultaneously process wholesale, replenishment and direct-to-consumer orders from one location
- The company applies the latest artificial intelligence and machine learning technologies to solve the industry's most challenging supply chain problems

**Next-generation sales, service and fulfillment technologies** that are the first to fuse order management and store fulfillment applications with point of sale and clienteling applications on a single platform that is cloud-native, versionless and fully extensible

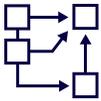
**End-to-end business process support for all transportation functions** for private fleet as well as common carrier management. Manhattan's comprehensive solution helps reduce transportation costs, improve service levels, automate processes, streamline execution and lower operational risk

**A single, holistic view of inventory** and the ability to generate the maximum value and returns from their inventory investment strategies

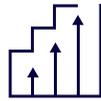
**Improved warehouse employee engagement and productivity** by providing managers and employees with actionable insights on performance and throughput

## 30 YEARS OF LEADERSHIP

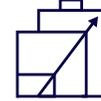
Manhattan Associates has earned a reputation for building technology solutions to solve the most complex, business-critical supply chain, omnichannel and inventory problems.



**Supply Chain Solutions** eliminate silos between warehousing, transportation and the extended enterprise to allow seamless operations and optimal efficiency.



**Omnichannel Solutions** provide the infrastructure needed for the future of retail selling, service and fulfillment and provide tools to empower the store associate to deliver outstanding customer service and sales.



**Inventory Solutions** efficiently manage demand forecasting, planning, buying and fulfillment processes from a service and profit point of view.

## MANHATTAN ASSOCIATES' BUSINESS STRATEGY

Manhattan Associates' business strategy is to extend our position as the leading global commerce solutions provider for organizations intent on creating and sustaining market advantages through technology-enabled commerce solutions.

Manhattan's platform-based solutions are advanced, highly functional and highly scalable. They converge front-end sales with back-end supply chain execution to enable organizations to: create customer experiences consistent with their brand values; improve relationships with suppliers, customers and logistics providers; leverage investments across supply chain functions; effectively generate revenue and manage costs; and meet dynamically changing customer requirements.

## MANHATTAN CREATES COMMERCE-READY ENTERPRISES

Spanning retail, food and beverage, consumer goods, industrial/wholesale, high-tech, life sciences, government and logistics services, our customers believe their supply chains are critical investments and competitive differentiators for their businesses.

## SUMMARY FINANCIAL INFORMATION

(MILLIONS, EXCEPT PER SHARE)

	2015	2016	2017	2018	2019
<b>Income Statement:</b>					
License Revenue	\$74.0	\$79.2	\$72.3	\$45.4	\$48.9
Cloud Revenue	4.6	5.8	9.6	23.1	46.8
Software Revenue	\$78.6	\$85.0	\$81.9	\$68.5	\$95.7
Total Revenue <sup>(1)</sup>	\$535.2	\$581.1	\$562.4	\$559.2	\$617.9
R&D Expense	\$53.9	\$54.7	\$57.7	\$71.9	\$87.6
Operating Profit - Adjusted <sup>(2)</sup>	\$176.4	\$210.7	\$205.2	\$154.2	\$148.2
Operating Profit - GAAP	\$161.4	\$194.3	\$185.6	\$133.9	\$115.9
EPS Diluted - Adjusted <sup>(2)</sup>	\$1.52	\$1.87	\$1.87	\$1.79	\$1.74
EPS Diluted - GAAP	\$1.40	\$1.72	\$1.68	\$1.58	\$1.32
Diluted Shares	74.0	72.1	69.4	66.4	65.1
<b>Balance Sheet &amp; Cash Flow:</b>					
Cash & Investments	\$128.8	\$95.6	\$125.5	\$100.6	\$110.7
Debt	-	-	-	-	-
Free Cash Flow	\$108.7	\$132.5	\$157.9	\$130.0	\$131.7

(1) In 2018 we adopted a new revenue recognition standard, FASB ASC Topic 606. Historically we recorded hardware sales on a gross basis. Under the new standard we recognize hardware revenue net of related cost, which reduces hardware revenue. For comparison purposes, in this presentation we have restated Total Revenue from 2014 through 2017 to reflect hardware revenue net of cost.

(2) The Company provides adjusted operating profit and adjusted earnings per share in this summary of financial information as additional financial information regarding the Company's operating results. These measures are not in accordance with - or an alternative for - GAAP, and may be different from non-GAAP operating income and non-GAAP earnings per share measures used by other companies. The Company believes that the presentation of these non-GAAP financial measures facilitates investors' understanding of its historical operating trends, because it provides important supplemental measurement information in evaluating the operating results of its business, as distinct from results that include items that are not indicative of ongoing operating results. The Company consequently believes that the presentation of these non-GAAP financial measures provides investors with useful insight into its profitability. Non-GAAP operating profit and adjusted earnings per share exclude the impact of acquisition-related costs and the amortization thereof; equity-based compensation expense; asset impairment charges; and restructuring charges - all net of income tax effects and unusual income tax adjustments.