

Overview

Manhattan Associates develops, sells, deploys, services and maintains software solutions designed to optimize supply chains, inventory and omni-channel operations for retailers, wholesalers, manufacturers, logistics providers and other organizations. Manhattan's solutions for the commerce-ready enterprise are uniquely positioned to deliver the business capabilities that capture and connect every order and delivery channel across the enterprise.

Headquarters:

Atlanta, GA

Ticker symbol:

MANH (Nasdaq)

Employees: 3,022

Company founded: 1990

Public Since: 1998

Investor Relations Contact:

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Key benefits of implementing our solutions include:

- **Operating profitably in an omni-channel world** by forecasting demand, capturing orders, managing inventory, enabling "buy everywhere, deliver anywhere" shipping and managing bottom-line costs
- **Empowering store associates to engage the shopper** at the point of transaction with an easy-to-use, integrated mobile platform
- **Opening new revenue opportunities** by "saving the sale" on the store floor through network-wide inventory visibility and capturing greater gross margins
- **Delivering orders in a highly targeted way** to enhance bottom-line inventory performance while delivering buyer satisfaction
- **Coordinating workflows and communications** within the supply chain ecosystem of suppliers, manufacturers, distributors, customers and transportation providers
- **Balancing transportation and inventory costs** with desired service levels across all channels
- **Increasing productivity and asset utilization** in distribution centers, transportation networks and delivery channels, including retail stores, to capture more customer revenue and improve return on supply chain commerce investments
- **Improving compliance with customer requirements**, including radio frequency identification (RFID) and electronic product code (EPC) requirements
- **Accelerating eco-friendliness through "green" initiatives** such as reducing carbon footprints and greenhouse gas emissions and improving reuse and recycling

27 Years of Leadership

Over the past 27 years, Manhattan Associates has earned a reputation for building technology solutions to solve the most complex, business-critical supply chain, inventory and omni-channel problems.



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



Omni-Channel 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.

Sampling of Customers

Aramark Uniform and Career Apparel, Inc.	David's Bridal	Kramp Groep BV	Republic National Distributing
Avery Dennison	Dick's Sporting Goods, Inc.	L Brands, Inc.	Schneider Electric Industries
Brooks Brothers	Eddie Bauer	Lacoste	Super Retail Group Limited
Buffalo Hospital Supply, Inc.	ERAM Interservices	Lennox International, Inc.	The National DCP, LLC
Carter's – The William Carter Company	Farmacias Modernas de Tijuana SA de CV	LTI Trucking Services	Thomas Cook Airlines Scandinavia A/S
Casella Wines Pty Ltd	Harris Teeter, LLC	Newell Rubbermaid Inc.	Tory Burch
Crocs, Inc.	Jockey International, Inc.	Nike Team Sports, Inc	US Foods, Inc
	Keurig Green Mountain, Inc.	Nordstrom Inc	
		Redmart	

Summary Financial Information (millions, except per share and employee data)

	2012	2013	2014	2015	2016
Income Statement:					
License Revenue	\$61.5	\$62.4	\$71.6	\$78.6	\$85.0
Total Revenue	\$376.2	\$414.5	\$492.1	\$556.4	\$604.6
R&D Expense	\$44.7	\$44.5	\$49.0	\$53.9	\$54.7
Operating Profit - Adjusted ⁽¹⁾	\$88.4	\$108.6	\$137.0	\$176.4	\$210.7
Operating Profit - GAAP	\$80.1	\$101.3	\$127.1	\$161.4	\$194.3
EPS Diluted - Adjusted ⁽¹⁾⁽²⁾	\$0.71	\$0.92	\$1.16	\$1.52	\$1.87
EPS Diluted - GAAP ⁽²⁾	\$0.64	\$0.86	\$1.08	\$1.40	\$1.72
Diluted Shares ⁽²⁾	81.1	77.9	75.8	74.0	72.1
Balance Sheet & Cash Flow:					
Cash & Investments	\$103.0	\$133.0	\$124.4	\$128.8	\$95.6
Debt	—	—	—	—	—
Free Cash Flow	\$67.4	\$84.6	\$84.7	\$108.7	\$132.5
Employees:					
Total	2,401	2,529	2,773	2,932	3,022
R&D	649	645	655	674	678

(1) The Company provides adjusted operating profit and adjusted earnings per share in this summary of financial information as additional 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 profit 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 adjusted operating profit and adjusted earnings per share exclude the impact of acquisition-related costs and the amortization thereof; the recapture of previously recognized sales tax expense; equity-based compensation expense; asset impairment charges; and restructuring charges—all net of income tax effects and unusual income tax adjustments.

(2) Historical EPS and Diluted Share information restated to reflect the impact of a 4 for 1 stock split that was effective January 13, 2014. (Record Date 12/31/13; Distribution Date 1/10/14; X. Dividend Date 1/13/14).