

Push Possible.

Manhattan[®] **Corporate Overview**

Miruna Rad
Supply Chain Business Unit Manager
Eastern Europe



We are Manhattan

Supply chain commerce technology that impacts
the way the world works, shops and lives

~1200+
Clients

35 YEARS
Founded: 1990
NASDAQ: MANH

600+ Go-lives
in 2024

>\$1B
In R&D Investment Since 2010
\$138M in 2024

~4,700
Associates

DEBT FREE
For 35 Years in a Row

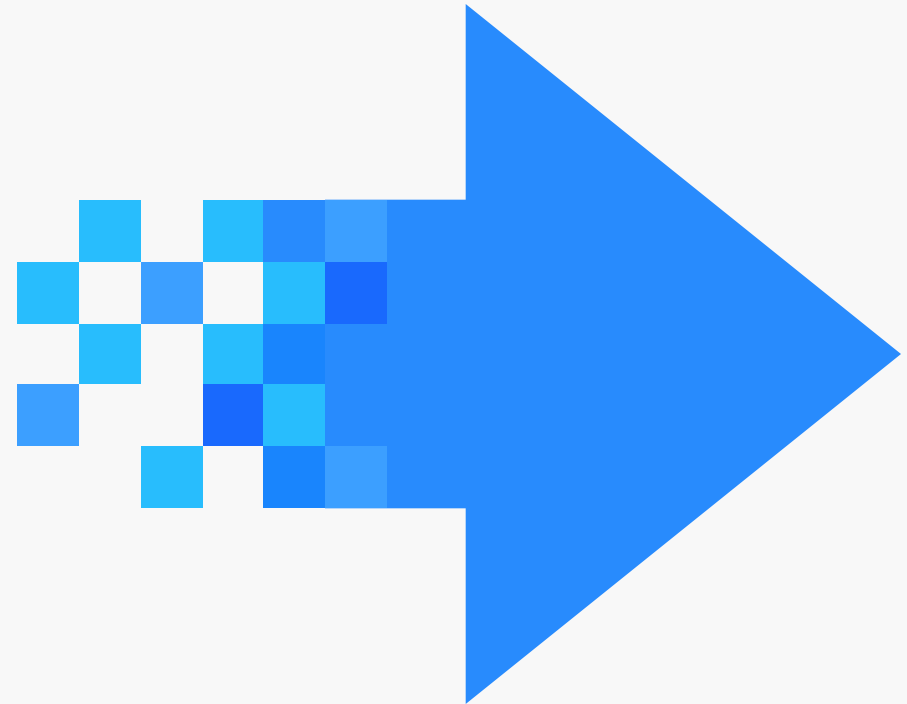


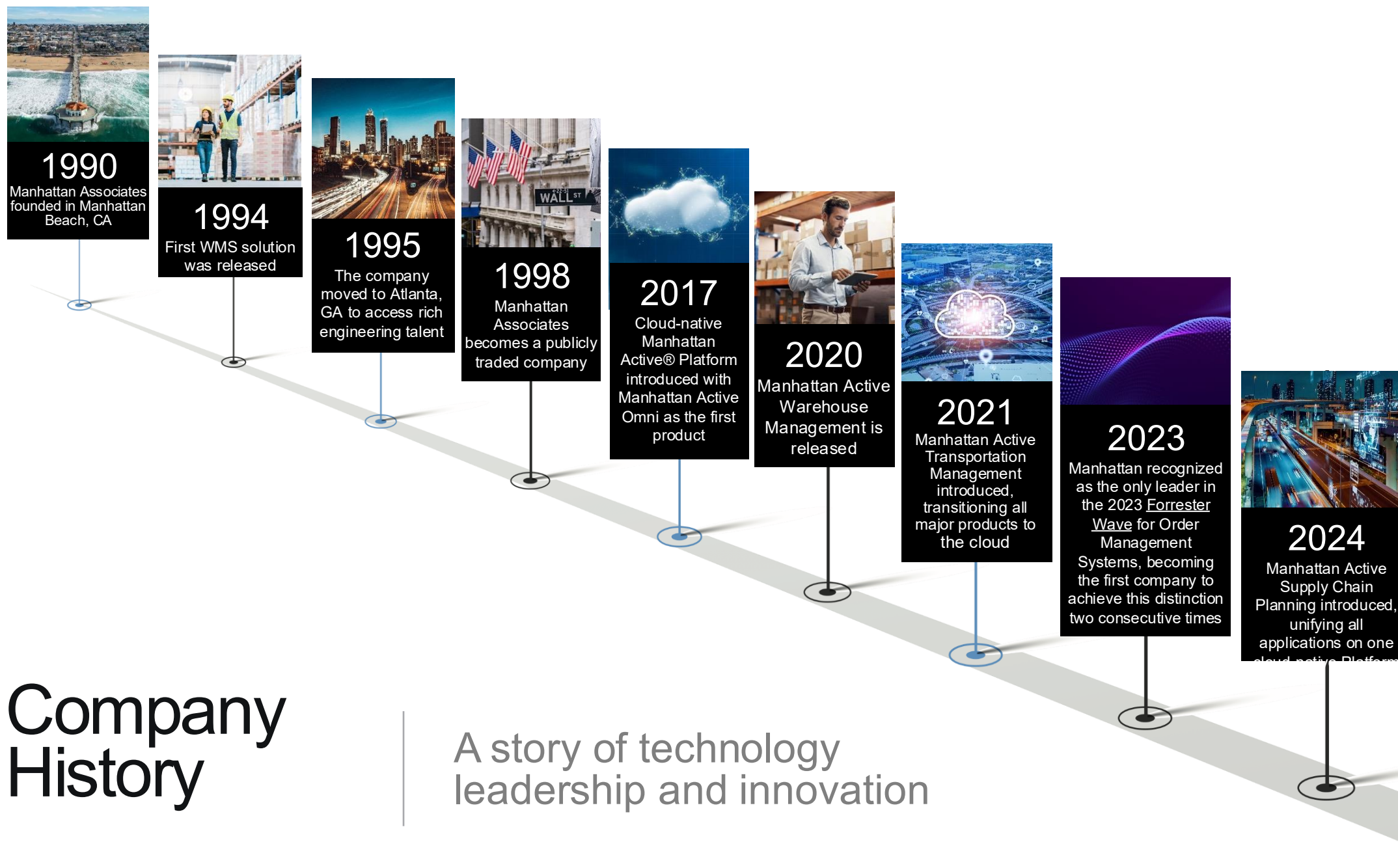
Moving Life and Commerce Forward

Manhattan creates supply chain commerce technology that helps the world's best companies run better. In the warehouse, on the road and in the store, **our solutions increase efficiency, maximize profitability, power growth and boost sustainability.**

Great minds. The most-powerful tools.
A singular purpose: to create possibilities that move life and commerce forward.

It's the **heart of who we are and what we do.**





Manhattan Global Solutions and Services

Delivering service and support around the world



MEXICO CITY	WARSAW
PANAMA	BUCHAREST
REYKJAVIK	DUBAI
KÓPAVOGUR	BANGKOK
CAPETOWN	KUALA LUMPUR
JOHANNESBURG	JAKARTA
GOTHENBURG	MANILLA



Core Markets

- › We tailor Manhattan solutions to the unique requirements of the industries we serve so our customers can focus the power of cloud-native technology on market needs.

Grocery, Food
and Beverage



Manufacturing



Medical and
Pharmaceutical



Retail



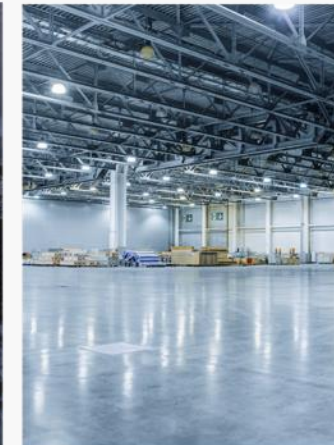
Third-Party
Logistics (3PL)



Trucking



Wholesale



Consumer
Goods



We Enable Global Commerce

7 of the TOP 10 global retailers



We Enable Global Commerce

37 of the TOP 50 U.S. retailers



We Enable Global Commerce

14 of the TOP 25 global apparel brands



We Enable Global Commerce

ALL of the TOP 10 global sportswear brands



We Enable Global Commerce

ALL of the TOP 3

U.S.
pharmaceutical
distributors
(*The Big Three*)



We Enable Global Commerce

23 of the TOP 30 U.S. and Canada food and grocery retailers and wholesalers



We Enable Global Commerce

31 of the
TOP 50
global third-party
logistics
providers



We Enable Global Commerce

19 of the TOP 20 freight brokerage firms in North America



Romania latest projects ...



Manhattan

KNAPP



Romania latest projects ...



PEPSICO



17

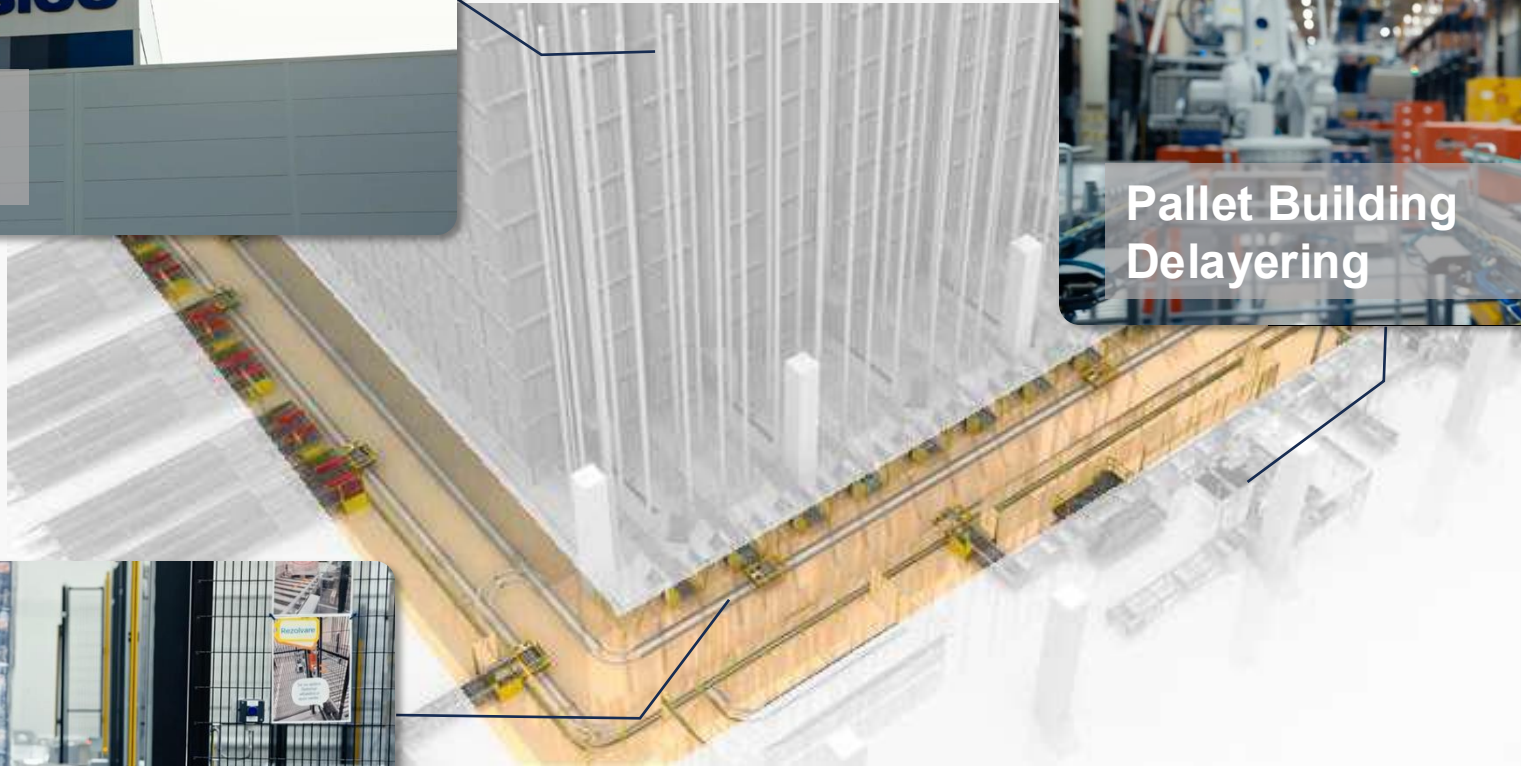
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Fully Automated
High Bay



Pallet Building
Delayering



Putaway &
FEFO Picking

 **Manhattan**

 **DEMATIC**



Romania latest projects ...



Echipa de proiect



Cluj, Juc-Herghelie
Distribution Center



Manhattan

RO e-Transport



Romania latest projects ...



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FULFILLMENT
(fù(l) - 'fil-mənt)

**GREU DE PRONUNȚAT,
UȘOR DE ÎNȚELES.**

De ce să alegi
serviciile de
fulfillment
FAN Courier?



Warehouse
Management
Trading Partner
Management
Labor Management
Billing Management



selfAWB & MHE

Manhattan.



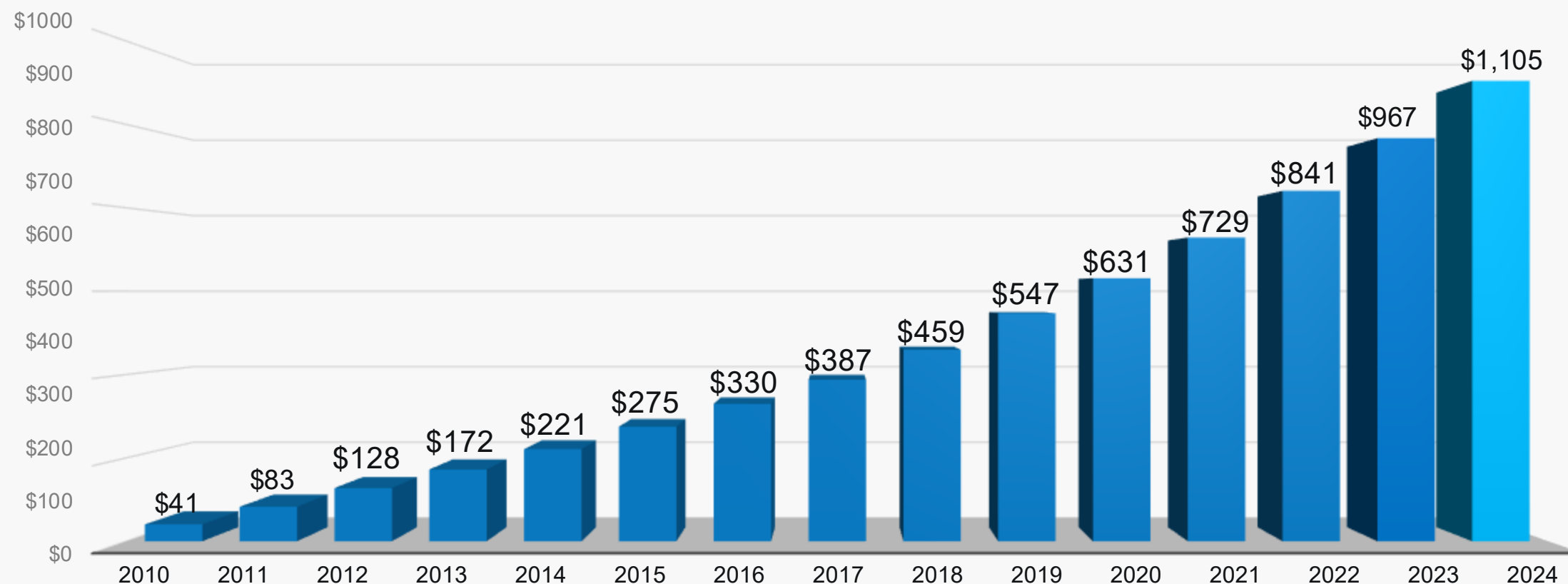
SAMPLE Manhattan EMEA Customers



R&D Investment Since 2010

A relentless commitment to innovation

15-year cumulative R&D investment 2010-2024



\$ in Millions, Source: Manhattan Associates Financials



Commitment To R&D

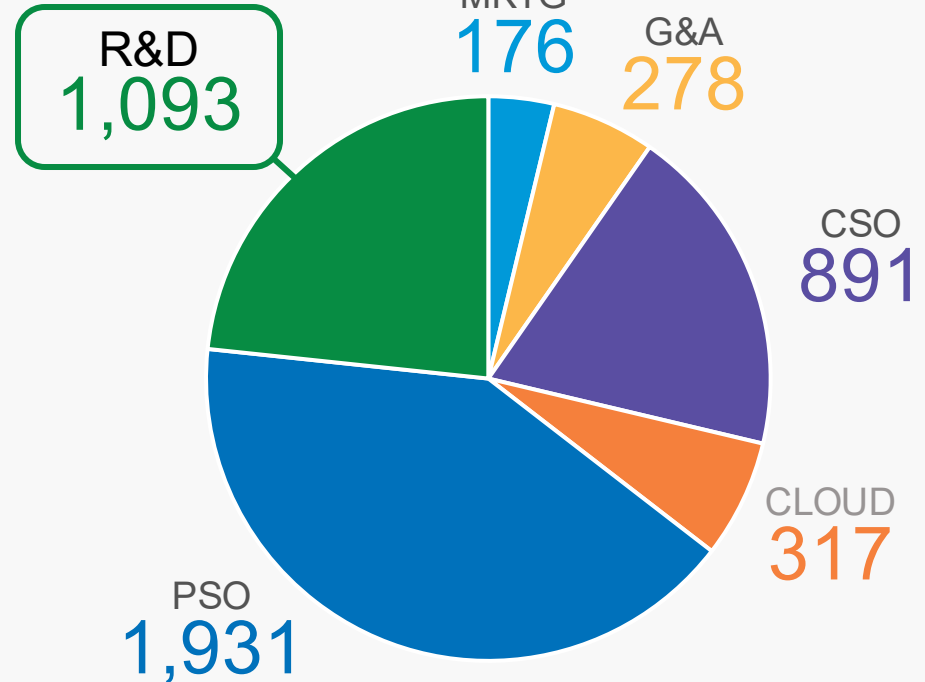
Largest supply chain R&D spend
in the industry

>\$1B
Total \$ Investment
(2010-2024)

13%
of R&D to Total Revenue
(2010-2024)

1,093
Total Current
R&D Headcount

Employees By Function



Manhattan Active® **Solutions**



Manhattan Active® Platform

Cloud native, evergreen and extensible
microservices technology

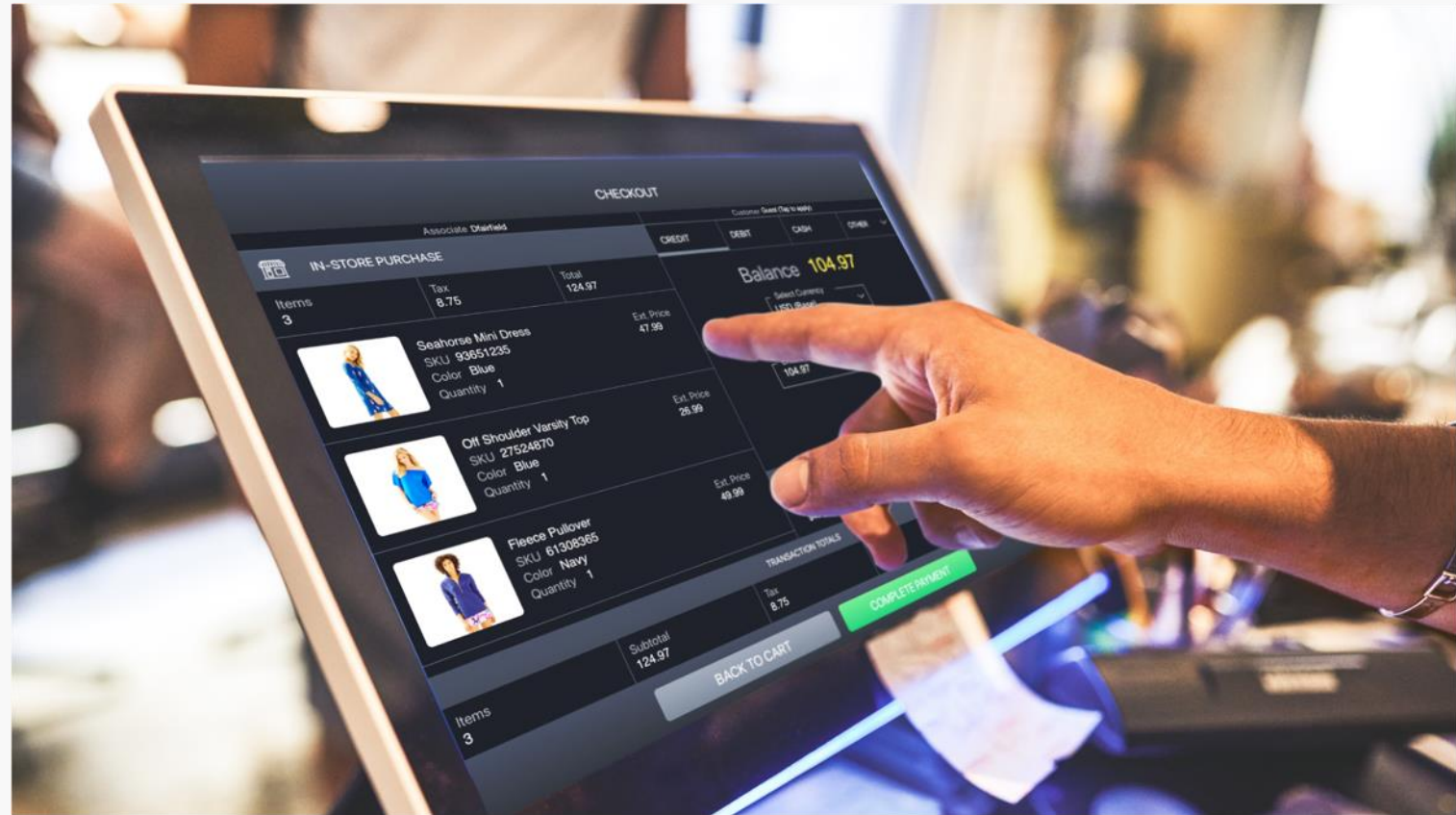
- ▲ Computational Intelligence
- ▲ Behavioral Intelligence
- ▲ Data & Analytics
- ▲ Developer Experience



Omnichannel Commerce

Unified selling, promising, fulfillment & service

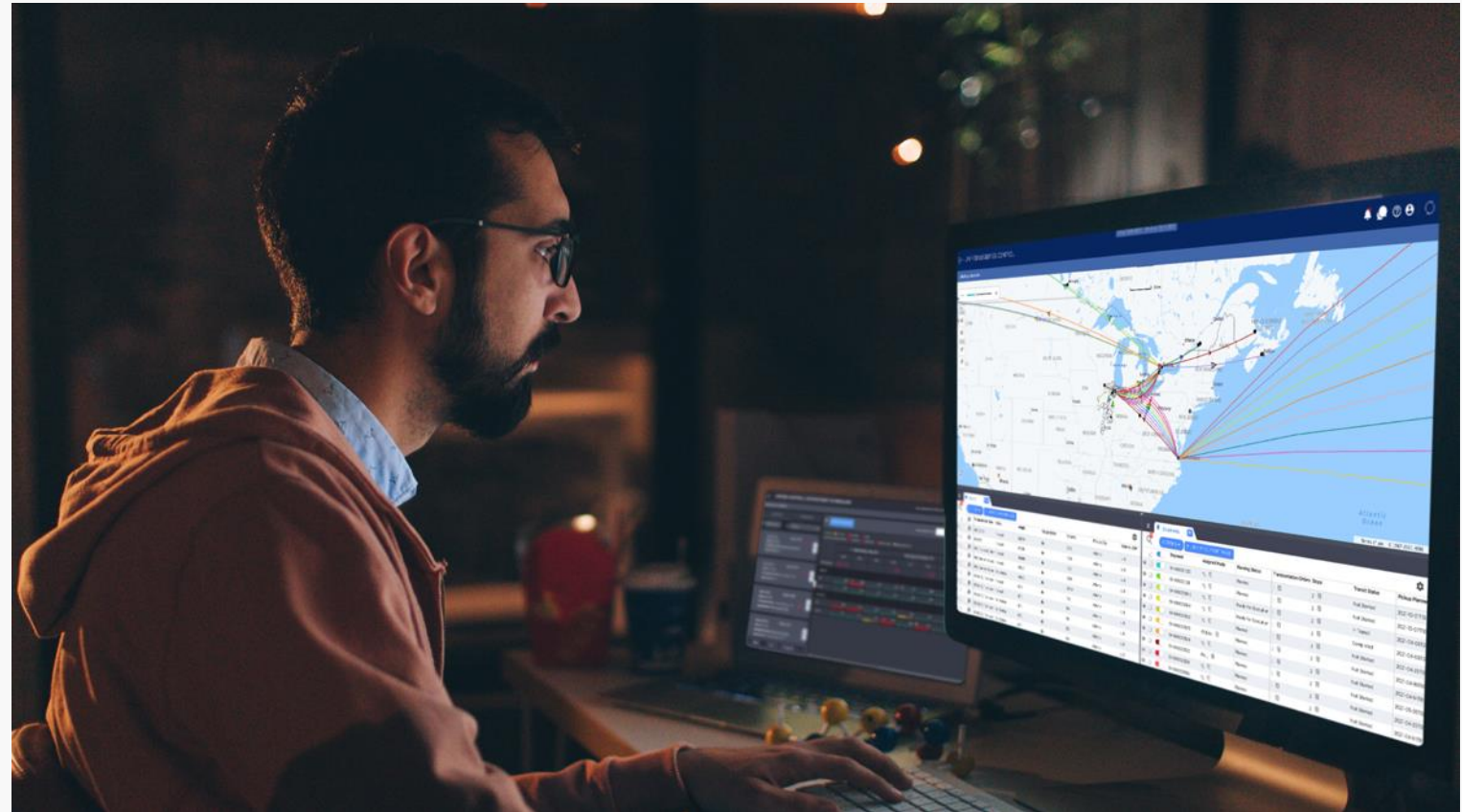
- ▲ Order Management
- ▲ Point of Sale
- ▲ Store Inventory & Fulfillment
- ▲ Customer Service & Engagement



Supply Chain Execution

Unified labor, distribution, transportation and automation

- ▲ Warehouse Management
- ▲ Labor Management
- ▲ Transportation Management
- ▲ Yard Management
- ▲ Carrier Management



Supply Chain Execution

Composable supply chain execution
built entirely with microservice APIs on a single
app

Labor Management

Gamified employee engagement

- › Unified Engagement
Labor, experiences and control
- › Intuitive Dynamic Workflow
Configurable experiences
- › Gamified Experiences
Behavioral science engagement
- › Unified Control
Single view across enterprise

Carrier Management

Planning and execution for carriers and trucking

- › Driver & Load
Match drivers to loads in real time
- › Drop & Swap
Evaluate all possible driver + load combo
- › Fuel & Route
Optimal door-to-door routing and fuel recommendations
- › Load Analyzer
Quick bid analysis to solicit needed freight capacity

Yard Management

The apex of distribution and transportation

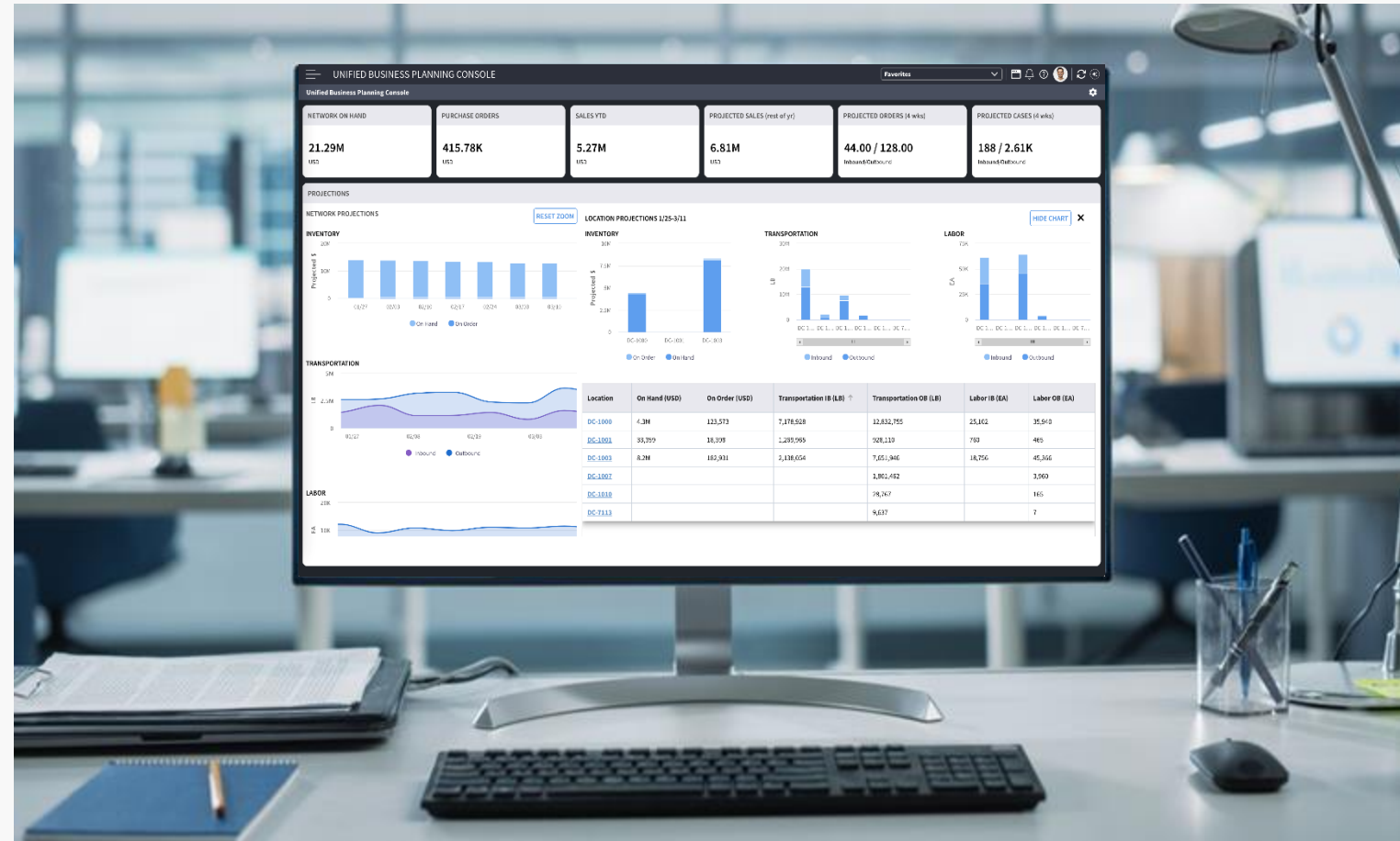
- › Scheduling & Gate
Appointment, check-in/out, mobile support
- › Advanced Visibility
Trailer + content, status, alerting & tracking
- › In-yard Services
Tasked moves, audits, facility pass & location determination
- › Intelligent Optimization
Trailer interleaving, flow through, detention & demurrage avoidance



Supply Chain Planning

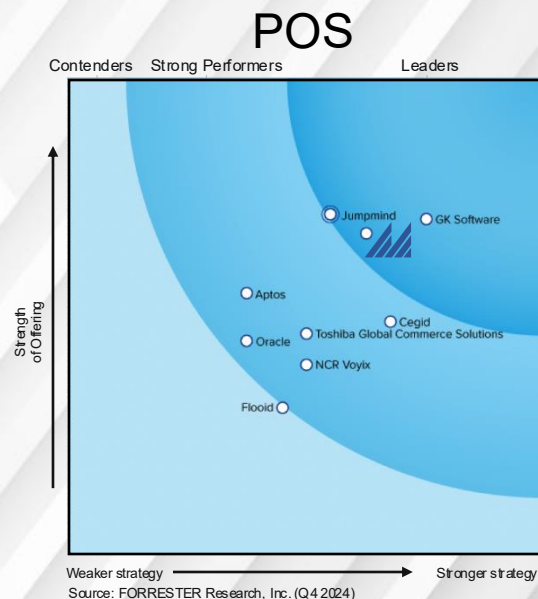
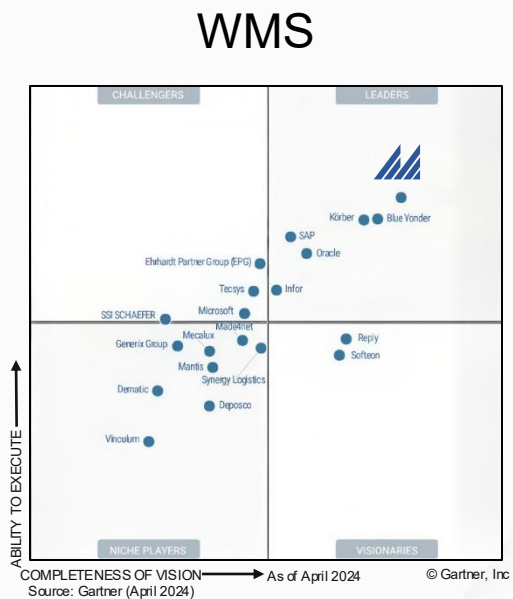
Comprehensive supply chain planning
in the cloud

- ▲ Demand Forecasting
- ▲ Replenishment
- ▲ Allocation
- ▲ Unified Business Planning



The Only Leader

The only vendor to be named a Leader across supply chain commerce ecosystem



1X

16X

6X

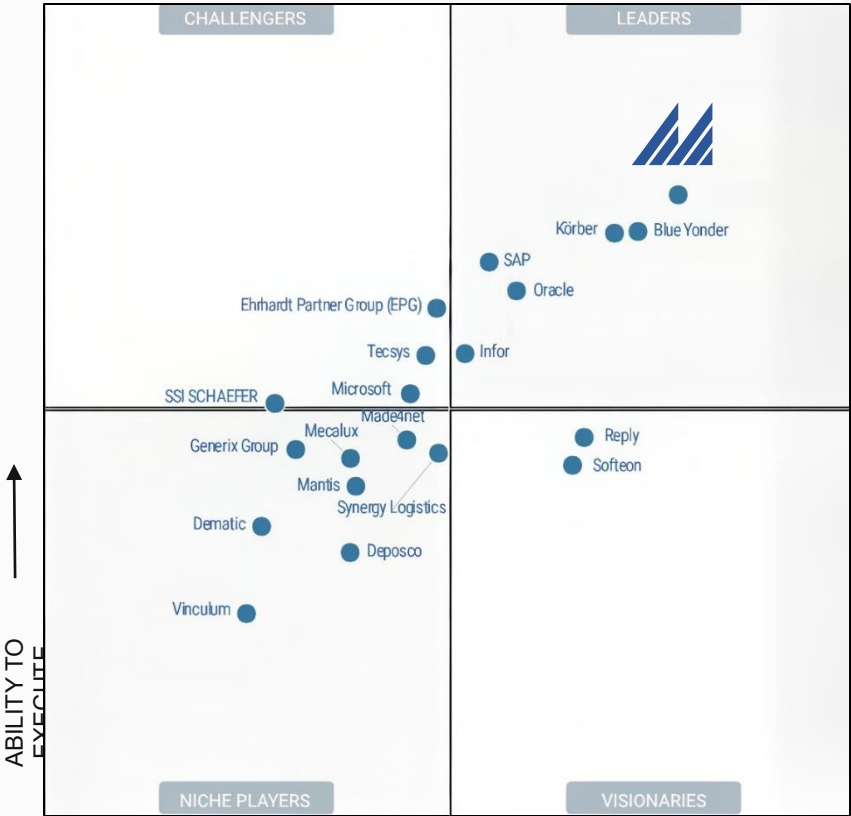
6X



The Only Leader

The only vendor named a Leader across all supply chain execution categories

Gartner 16X WMS Leader



As of April 2024 © Gartner, Inc
Source: Gartner (April 2024)

Gartner 6X TMS Leader



As of January 2024 © Gartner, Inc
Source: Gartner (January 2024)



Expertise and Experience

90% of our workforce is dedicated to customer success

Enablement

Educational Services
Organization (ESO)

Certified trainers and change leaders
Solution, process and adoption expertise
Average 15+ years tenure
1000+ courses and workshops delivered globally each year

Implementation

Professional Services
Organization (PSO)

1,931 global professionals
Functional, technical and integration specialists
Extensive industry experience
623 go-lives in 2024

Support

Customer Support
Organization (CSO)

891 resources globally
Product Research & Development
Engineering and Hardware Services
Continuous Global Support



Product Councils

Collaborating with industry leaders
to guide innovation

3350 Members
1145 Companies
13 Councils

- › Influence solutions roadmap
- › Learn and share best practices
- › Network with peers
- › Preview new release features



★
Thank You
★★★★

