

# SAP'S COOTE JOINS MANUGISTICS AS PRESIDENT

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## LEADING SOFTWARE INDUSTRY EXECUTIVE JEREMY COOTE JOINS MANUGISTICS AS PRESIDENT

BRACKNELL, UK — 18 July 2003 — Manugistics (NASDAQ: MANU), a leading global provider of supply chain and demand chain solutions, today further solidified its executive management by adding industry veteran Jeremy Coote as Manugistics' new president, responsible for the Company's global sales and marketing and reporting directly to Chairman and Chief Executive Officer Gregory J. Owens.

"As one of the software industry's leading veterans, Jeremy brings a wealth of proven leadership and experience to Manugistics," said Owens. "His track record of leading large software operations and driving business growth at both SAP Americas and Siebel will be integral as we take Manugistics to the next level as a leading independent, best of breed enterprise application provider. "

"We are especially pleased to welcome Jeremy as we are beginning to see stronger market recognition for our supply and demand chain solutions; and as our clients increasingly value Manugistics solutions as strategic components for achieving business success," continued Owens. "We look forward to the leadership, innovation, market savvy and energy that Jeremy will bring to our clients and our team at Manugistics."

Coote joins Manugistics following a successful career in executive leadership positions in enterprise software sales, operations and customer deployment. For over ten years Coote was with SAP Americas, his last position as President, where he helped lead SAP during its rapid expansion - from inception in North America to over \$2 billion in revenue. Coote was also General Manager of Siebel North America where he led the sales operations for approximately two years during which time Siebel was ranked the #1 fastest growing company in America by FORTUNE Magazine.

"I am excited about this opportunity to work with the talented team at Manugistics to help achieve its growth and profitability objectives," said Coote. "I look forward as well to working with Manugistics' global client base of over 1200 leading organisations, reinforcing the company's commitment to innovation and high quality client service."

### About Manugistics

Manugistics is a leader in delivering innovative supply chain and demand chain optimisation software solutions. Today, more than 1,200 clients trust Manugistics to help them reduce costs, increase revenues and enhance margins. The company provides comprehensive solutions for supply chain management, service and parts management, pricing and revenue optimisation, and supplier relationship management. Its clients include industry leaders such as AT&T, Airgas, BMW, Boeing, Brown & Williamson, Caterpillar, Cisco Systems, Circuit City, Coca-Cola Bottling, Continental Airlines, Diageo, DuPont, Fairchild Semiconductor, Ford Motor Company, Harley-Davidson, Nestle, RadioShack, Smith & Nephew and Unilever. For more information, go to [www.manugistics.com](http://www.manugistics.com).

### FORWARD LOOKING STATEMENT

This announcement contains forward-looking statements that involve risks and uncertainties that include,

among others, continuing economic and political uncertainty, the timing and degree of business recovery, anticipated losses, unpredictability of future revenues, potential fluctuations in quarterly operating results, unexpected competition, risks related to quarterly performance, risks of new business areas, international expansion, business combinations and strategic alliances, lengthening of sales cycles for software products and services, and the effectiveness of the cost reduction efforts undertaken by Manugistics and their impact on the company's ability to operate its business. A decreased demand for enterprise application software due to weakened economic conditions could result in decreased revenues or lower revenue growth rates. More information about factors that potentially could affect Manugistics' financial results is included in Manugistics filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended February 28, 2003. Manugistics assumes no obligation to update the forward-looking information contained in this announcement.

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