



GIGACLOUD
TECHNOLOGY

Q3 Earnings Presentation

November 2024



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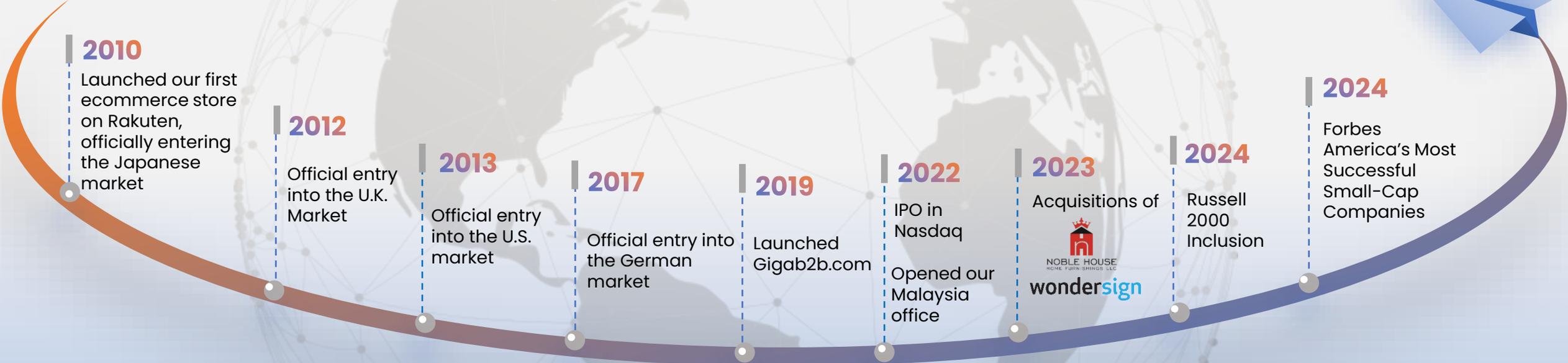
Our Mission Statement

GIGACLOUD TECHNOLOGY IS AN ONLINE GLOBAL B2B SOLUTIONS PROVIDER THAT IS REINVENTING THE SUPPLY CHAIN FOR WHOLESAL BUYERS AND SELLERS OF LARGE PARCEL MERCHANDISE

Our GigaCloud B2B Marketplace seamlessly connects suppliers and resellers across the globe in real time



GigaCloud Timeline





STRONG FINANCIALS

- 
\$303.3M / 70.2%
 Revenue / YoY Growth
Q3'23 to Q3'24
- 
\$77.3M / 58.1%
 Gross Profit / YoY Growth
Q3'23 to Q3'24
- 
\$40.7M / 68.2%
 Net Income / YoY Growth
Q3'23 to Q3'24
- 
\$48.8M / 16.1%
 Adj. EBITDA⁽¹⁾ / Margin⁽²⁾
Q3'24
- 
\$260.5M / 41.4%
 Cash, Restricted Cash, and
 Investments / YoY Growth
YoY

TREMENDOUS SCALE

- 
\$1.2B
 GigaCloud Marketplace
 GMV
LTM ended 9/30/24
- 
80.2%
 GigaCloud Marketplace
 GMV Growth
Q3'23 to Q3'24
- 
\$635.5M
 3P Seller GigaCloud
 Marketplace GMV
LTM ended 9/30/24
- 
72.0%
 3P Seller GigaCloud
 Marketplace GMV Growth
Q3'23 to Q3'24

EXTENSIVE REACH

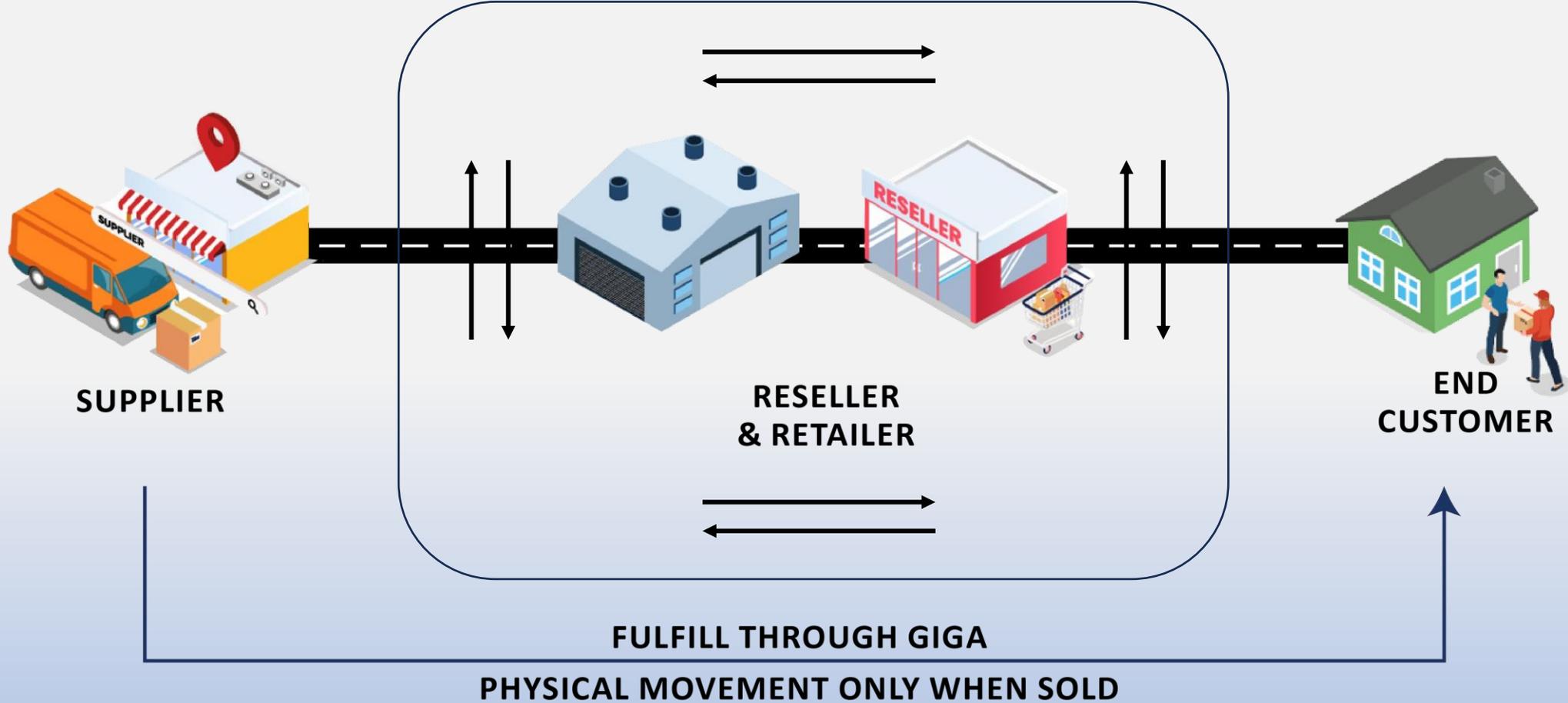
- 
1,051
 Active Sellers
LTM ended 9/30/24
- 
41.8%
 Active Seller Growth
YoY
- 
8,535
 Active Buyers
LTM ended 9/30/24
- 
85.5%
 Active Buyer Growth
YoY
- 
~\$145k
 Active Buyer Spend
LTM ended 9/30/24

(1) Net income + income tax expense + interest expense-interest income + depreciation and amortization + share-based compensation expense

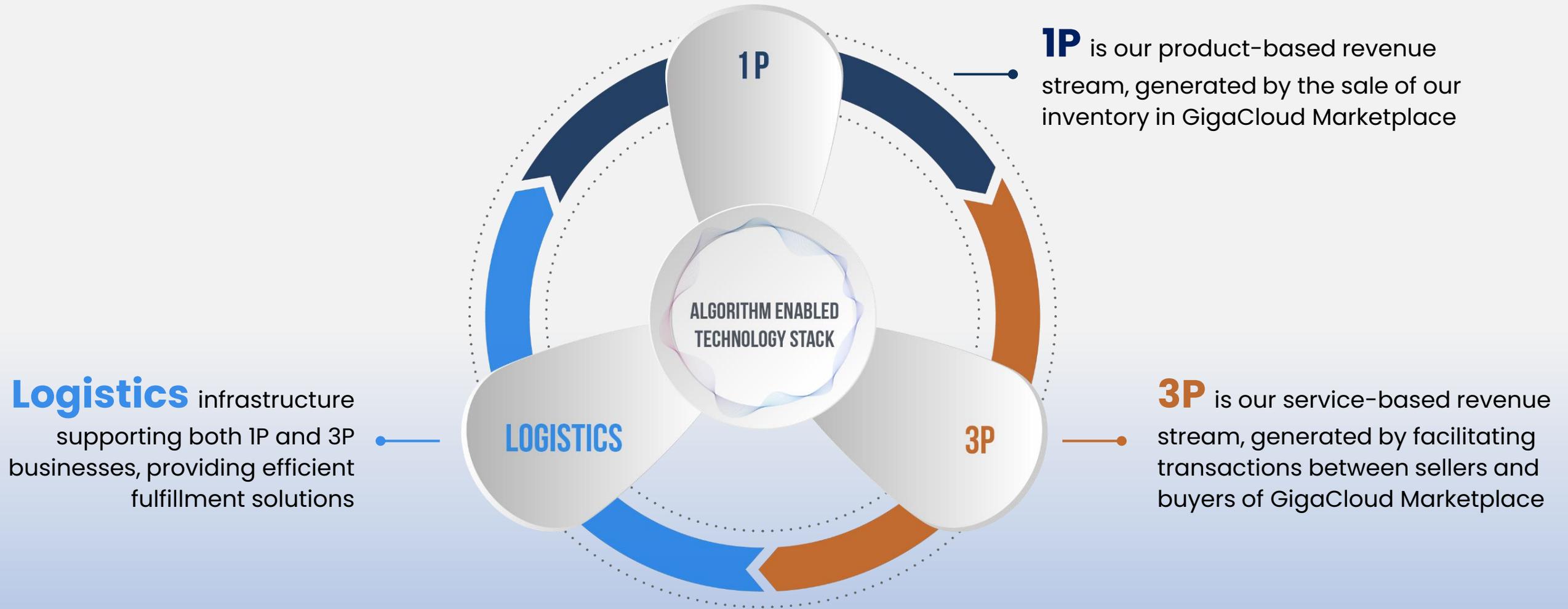
(2) Adj. EBITDA/revenue

Source: Company management

SFR: Multi-Directional Trade, Uni-Directional Fulfillment



The GigaCloud Cycle – 1P, 3P, and Logistics



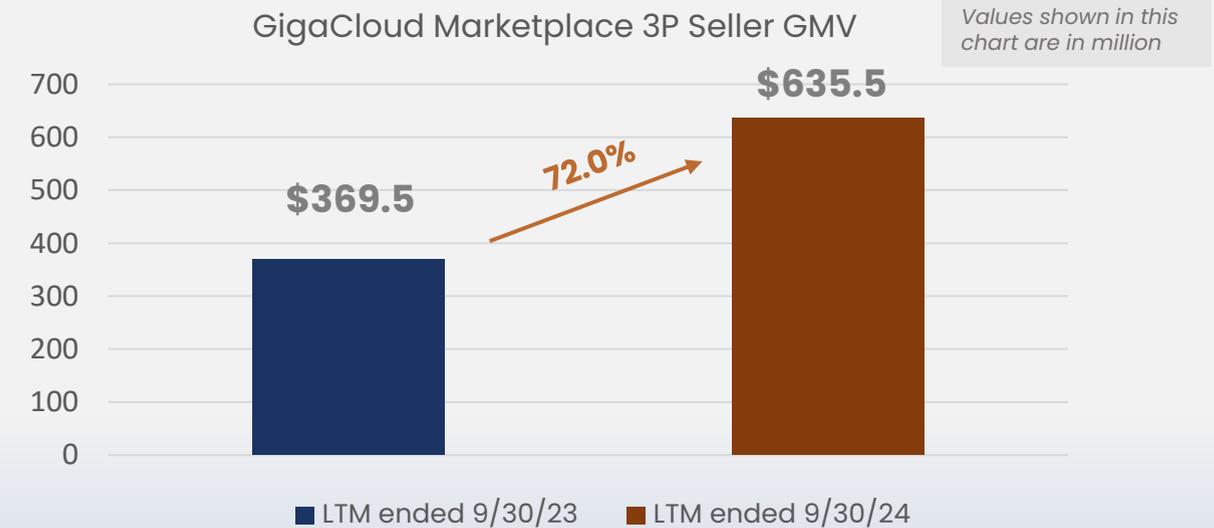
Access to Rapidly Growing Seller and GMV



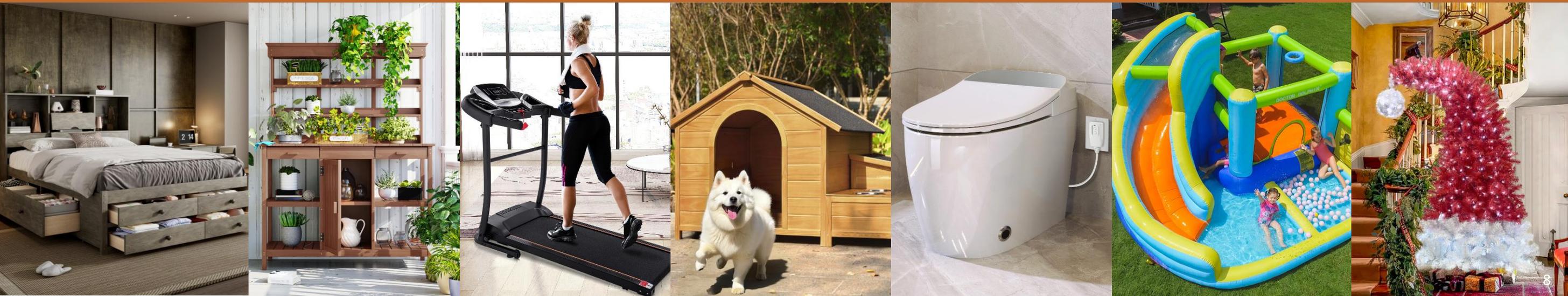
Active Sellers Increasing Quickly...



... Results in Significant Growth in 3P Seller GMV



Expansive Product Categories



Attractive Buyer Cohort Trends



KEY BUYER TRENDS

- Buyers who joined in 2023 increased their spend from \$71M in Q1'24 to \$94M in Q3'24, resulting in 32.4% QoQ increase
- We anticipate sustained momentum in buyer spending and engagement through the expansion of service offerings and the enhancement of our logistics capabilities
- Furthermore, we look forward to a continued growth in the number of active buyers, driven by customer referrals and word-of-mouth

Q3 2024 KEY STATISTICS

8,535
Active Buyers
Q3'24

\$~145k
Spend per Active Buyer
Q3'24

Active Buyer Spend (GMV) in GigaCloud Marketplace



Source: Company management.
 (1) Buyers represent the group of buyers who first purchased products on the GigaCloud Marketplace in a given year
 (2) Active Buyers shows the total number of buyers who have made at least one purchase in our GigaCloud Marketplace in the last twelve months

Flexible Trading Tools to Facilitate Transactions



Home / Furniture / Primary Living Space / Chairs/Accent Seating / [New+Video] 58" Velvet Chaise Lounge,Button Tufted Right Ar...



[New+Video] 58" Velvet Chaise Lounge,Button Tufted Right Arm Facing Lounge Chair with Nailhead Trim & Solid Wood Legs for Living Room or Office, Sleeper Lounge Sofa (Black) (New style of WF284880AAB)

Item Code: WF297646AAB First Available: 2022-11-29 Return Rate: Low

Price(Unit)	\$175.00		
Spot Price(Unit)	\$165.00 2 - 4 PCS	\$155.00 5 + PCS	BID
Margin(Unit) ⓘ 20.00% deposit	\$155.00 10 - 30 PCS		BID
Futures(Unit) ⓘ	2023-03-20 \$150.00		BID

Purchase Quantity: Unit **0 Available**
More on the way

Fulfillment options:

- Drop Shipping** (Checked) Estimated Fulfillment Fee: \$37.08 /Unit
- Cloud Wholesale Fulfillment Estimated Fulfillment Fee: \$15.49-\$36.18 /Unit (Min. volume/address: 100ft³)

Storage fee: \$0.07 / day(Estimated) [Learn more](#)

0 Piece \$0.00

Total Item Cost **\$0.00**
\$175.00 /Unit

Estimated Total (Fulfillment Fee included) \$212.08 /Unit

Drop Shipping Handling Time
1-3 business days

CWF Handling Time
3-5 business days

BUY NOW

ADD TO CART

Online Chat

Customer Service

10+ Message Center

Resource Package | Downloads: 124 ⓘ

1 Simple Transactions

- Drop shipping transactions where GigaCloud picks up products in GigaCloud warehouse and delivers directly to end customer, without the need for buyer to handle any aspect of the fulfillment

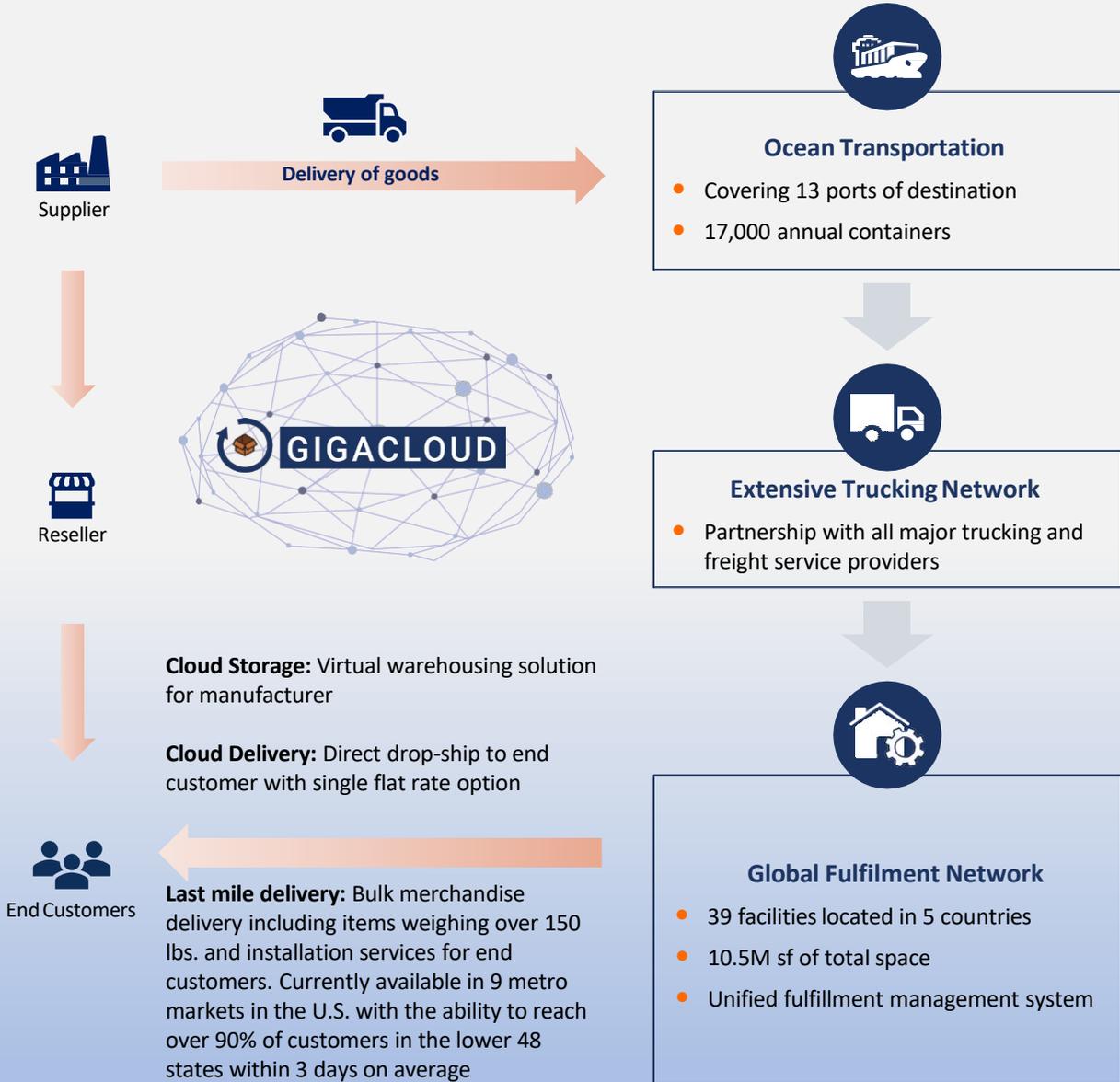
2 Complex Transactions

- Rebate
- Margin transaction
- Spot price
- Margin transaction for future goods

HARDWARE: End-to-End Logistics Capabilities



End-to-End Cross Border Fulfillment Capabilities



North America Fulfillment

- Strategic locations nationwide
 - Close to major ports
 - Proximity to customers
 - Shortened delivery time to end consumer
- Key operating centers in L.A., Atlanta and New Jersey



International Resources



SOFTWARE: Data Driven Operations



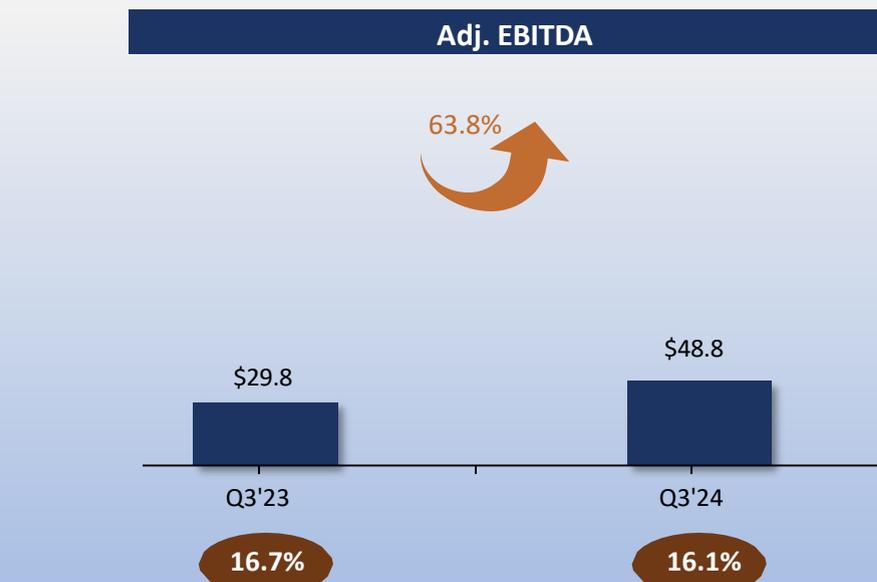
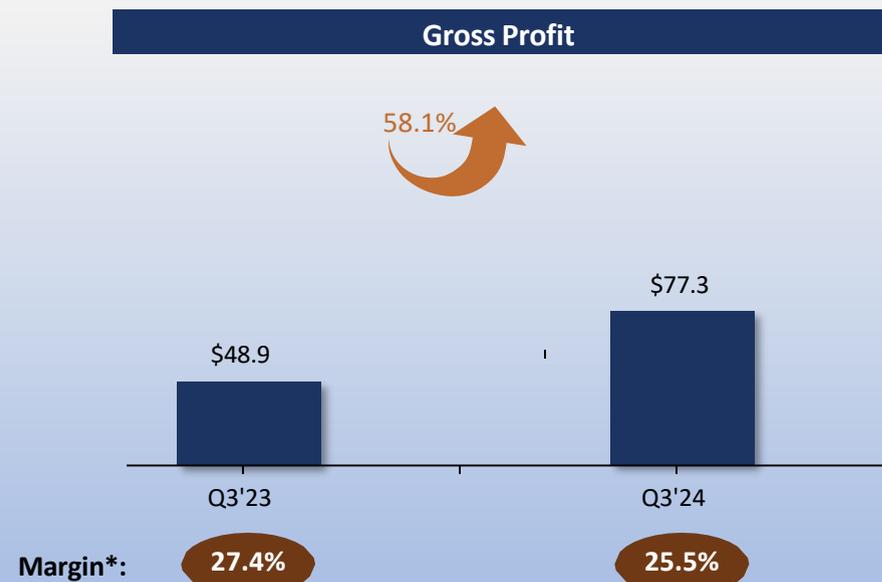
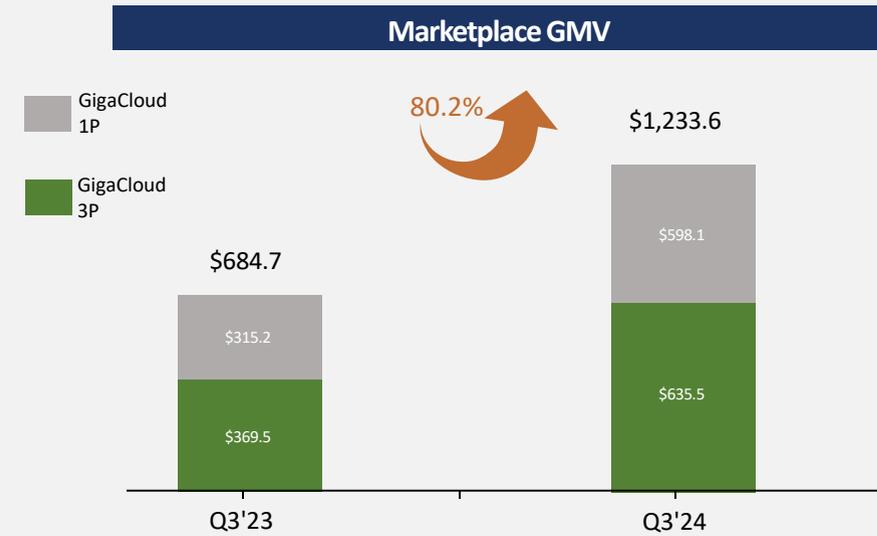
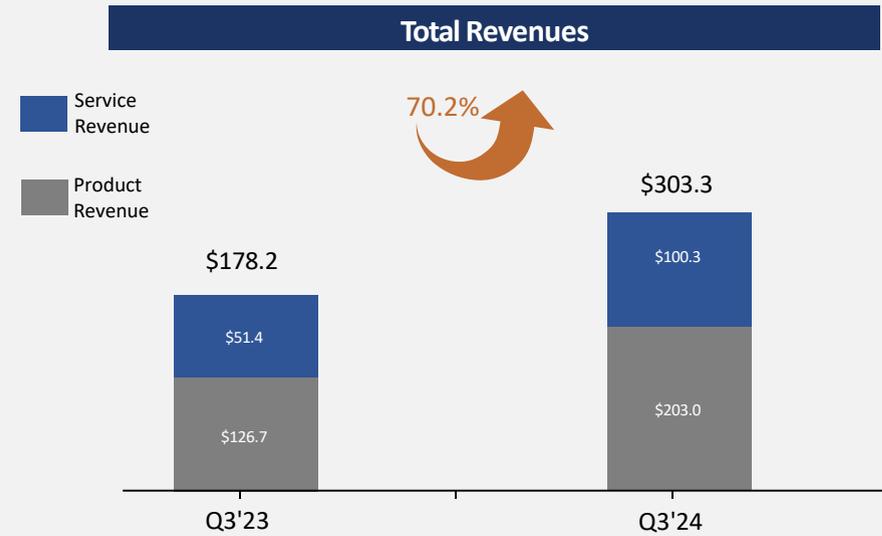
Data Driven Technology Stack Powered by AI & Machine Learning Drives Incremental Operating Efficiencies



Q3 Financial Performance Update



Value shown in charts are in million



Source: Company management

*Gross Margin = Gross Profit / Total Revenue * 100%; Adj. EBITDA Margin = Adj. EBITDA / Total Revenue * 100%



Expandable platform with significant avenues for growth



Core Businesses Optimization

Continue to integrate Noble House business volumes from third-party channels into the B2B Marketplace to enhance streamlined operations and offer expanded product selections for buyers



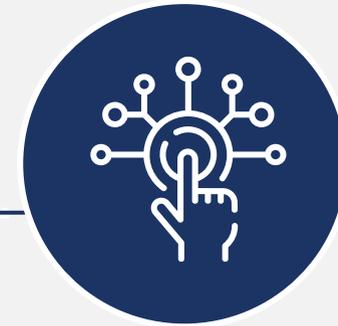
Service Offerings Elevation

Leverage extensive customer / vendor relationships from Noble House to foster collaboration and optimize mutual growth opportunities in the evolving market landscape



Business Reach Acceleration

Ongoing execution of BaaS Program, an industry-first initiatives designed to boost the competitiveness of Sellers in the B2B GigaCloud Marketplace by allowing them to sell products under the leading American furniture brand Christopher Knight Home



Technology Enhancement

Integration of Wondersign's automated catalog management tools expand the service offering capabilities of GigaCloud B2B Marketplace to navigate into a customer-facing B2B marketplace for brick-and-mortar retailers

THANK YOU



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