



GIGACLOUD
TECHNOLOGY

Q2 Investor Presentation

September 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 At A Glance



STRONG FINANCIALS



\$310.9M / 103.1%
Revenue / YoY Growth
Q2'23 to Q2'24

\$561.9M / 100.0%
Revenue / YoY Growth
H1'23 to H1'24



\$76.4M / 24.6%
Gross Profit / Margin
Q2'23 to Q2'24

\$143.0M / 25.4%
Gross Profit / Margin
H1'23 to H1'24



\$27.0M / 8.7%
Net Income / Margin
Q2'23 to Q2'24

\$54.2M / 9.6%
Net Income / Margin
H1'23 to H1'24



\$42.7M / 13.7%
Adj. EBITDA* / Margin
Q2'23 to Q2'24

\$77.2M / 13.7%
Adj. EBITDA / Margin
H1'23 to H1'24



\$208.7M / 13.3%
Cash, Restricted Cash, and Investments / YoY Growth
As of 6/30/24

TREMENDOUS SCALE



\$1.1B
GigaCloud Marketplace
GMV
LTM ended 6/30/24



80.7%
GigaCloud Marketplace
GMV Growth
Q2'23 to Q2'24



\$571.9M
3P Seller GigaCloud
Marketplace GMV
LTM ended 6/30/24



76.1%
3P Seller GigaCloud
Marketplace GMV Growth
Q2'23 to Q2'24

EXTENSIVE REACH



930
Active Sellers
LTM ended 6/30/24



39.8%
Active Seller
Growth
YoY



7,257
Active Buyers
LTM ended 6/30/24

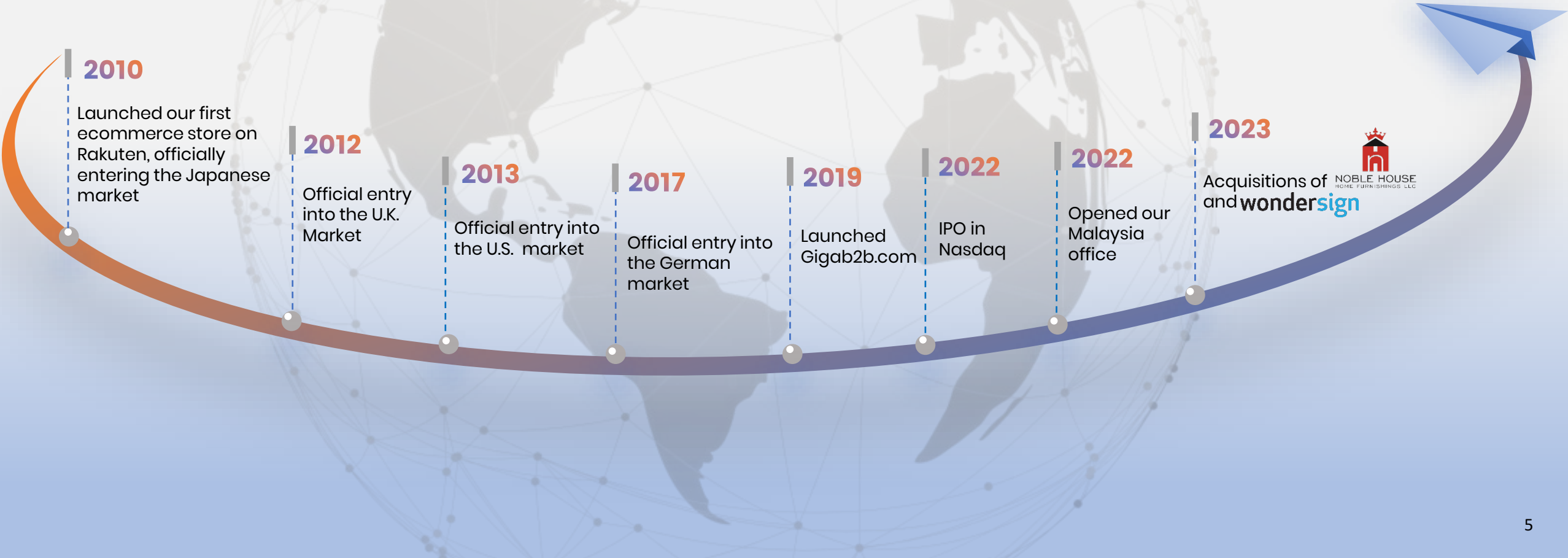


66.8%
Active Buyer
Growth
YoY

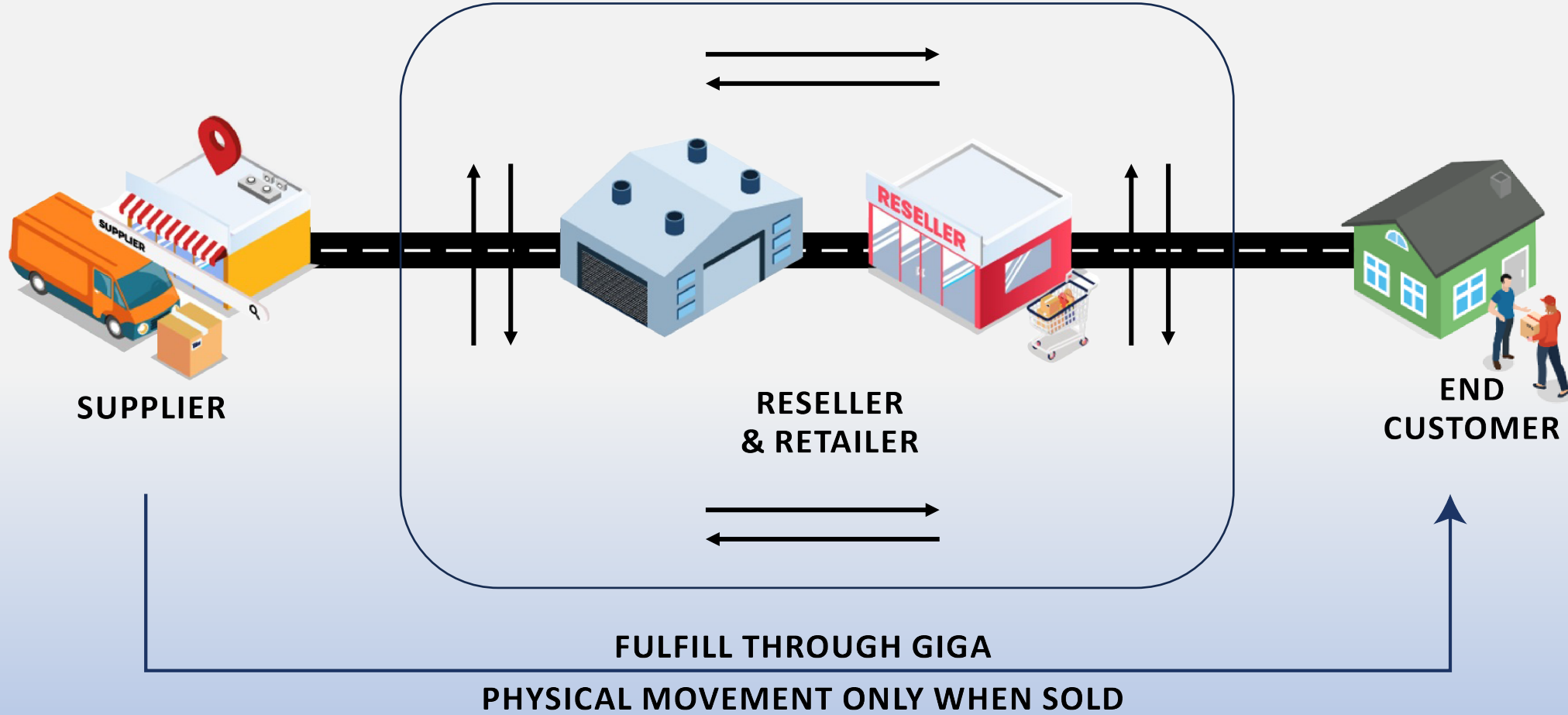


~\$151.3k
Active Buyer Spend
LTM ended 6/30/24

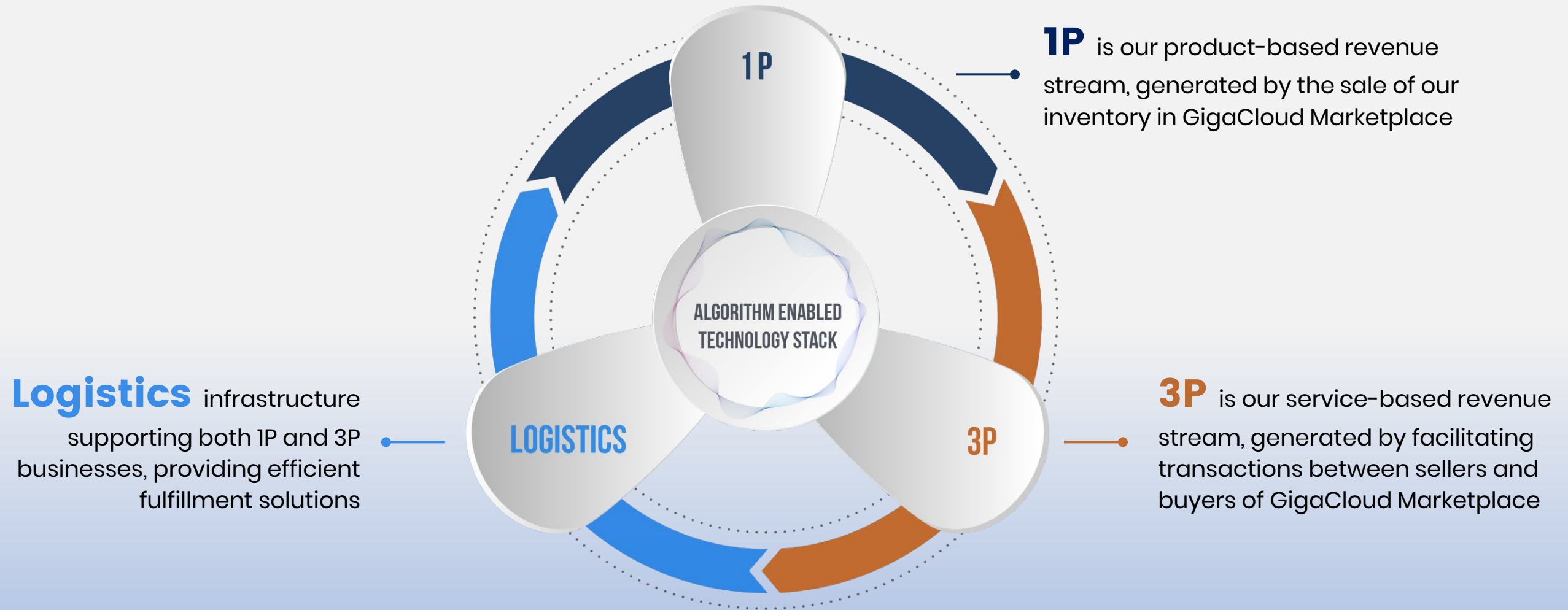
GigaCloud Timeline



SFR: Multi-Directional Trade, Uni-Directional Fulfillment



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

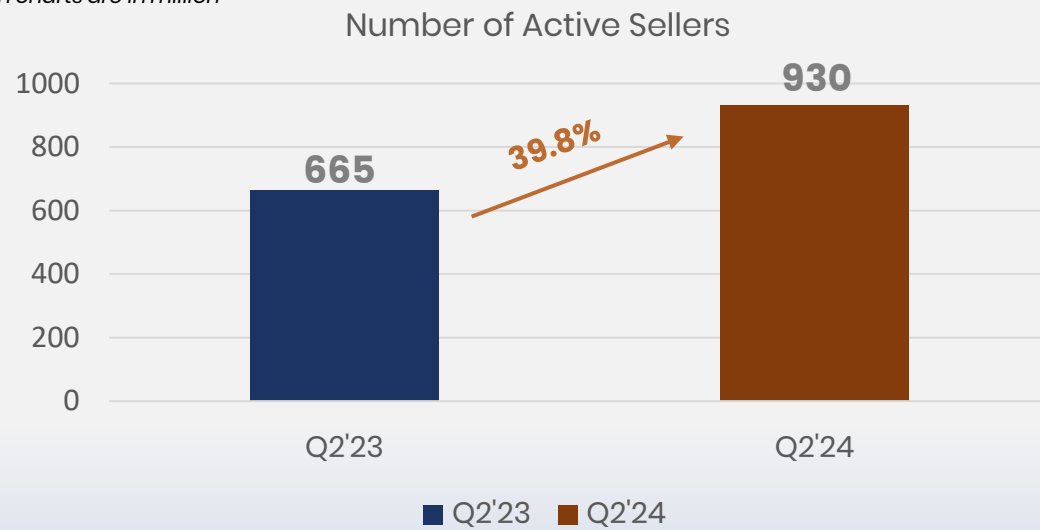


Access to Rapidly Growing Seller and GMV

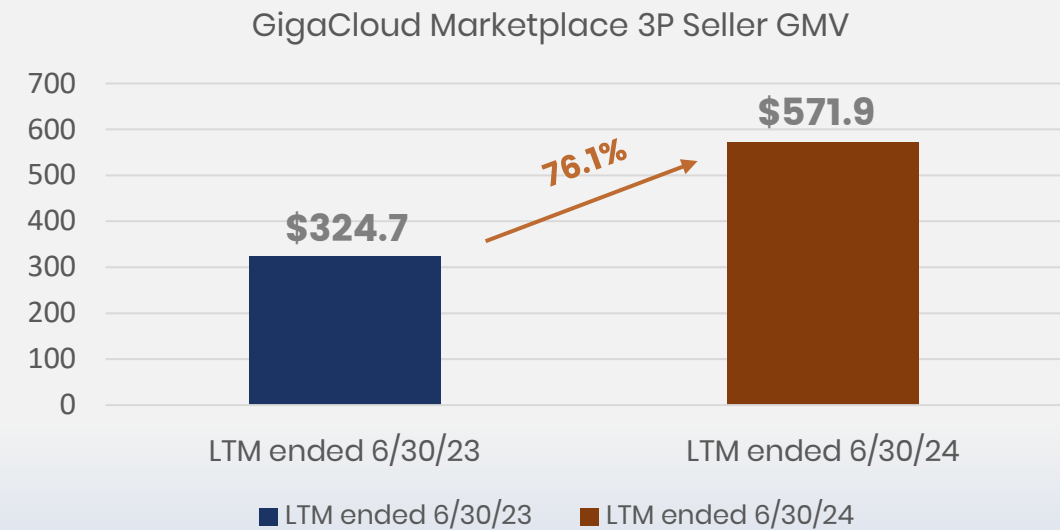


Active Sellers Increasing Quickly...

Value shown in charts are in million



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



Expansive Product Categories



Attractive Buyer Cohort Trends



BUYER TRENDS

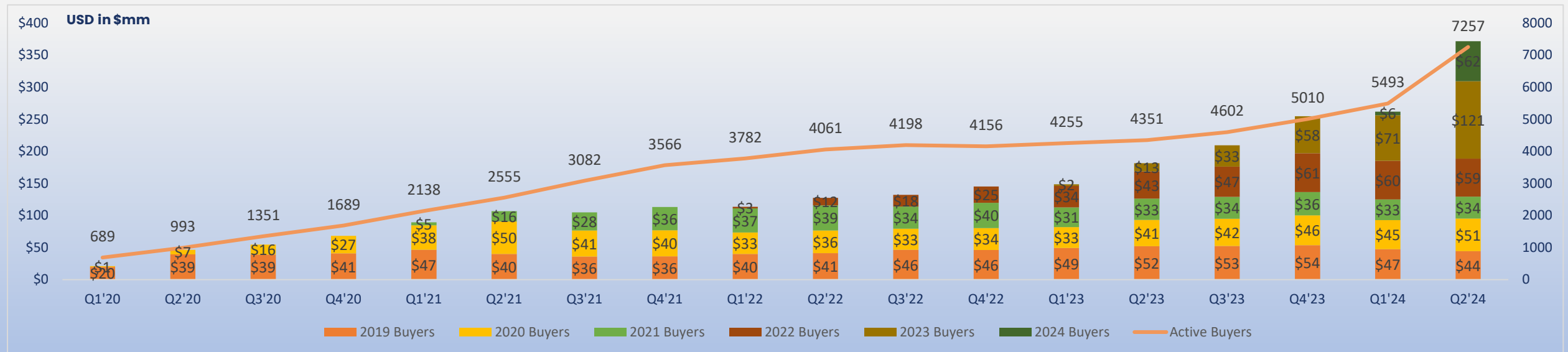
- GigaCloud Marketplace has witnessed a consistent growth in the spending of active buyers since its establishment
- Buyers who joined in 2023 increased their spend from \$71M in Q1'24 to \$121M in Q2'24, resulting in 70.4% QoQ increase
- We anticipate sustained momentum in buyer spending and engagement 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

Q2 2024 KEY STATISTICS

7,257
Active Buyers
Q2'24

\$~151.3k
Spend per Active Buyer
Q2'24

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



[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) ② 20.00% deposit	\$155.00 10 - 30 PCS		BID
Futures(Unit) ②	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: 100R²)

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

Summary Box:

- 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
- Buttons: BUY NOW, ADD TO CART

GT N723 83.36 / PR: 92

Return Rate: Moderate
Return Approval Rate: Moderate

Message Seller

Resource Package | Downloads: 124

Online Chat, Customer Service, Message Center

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

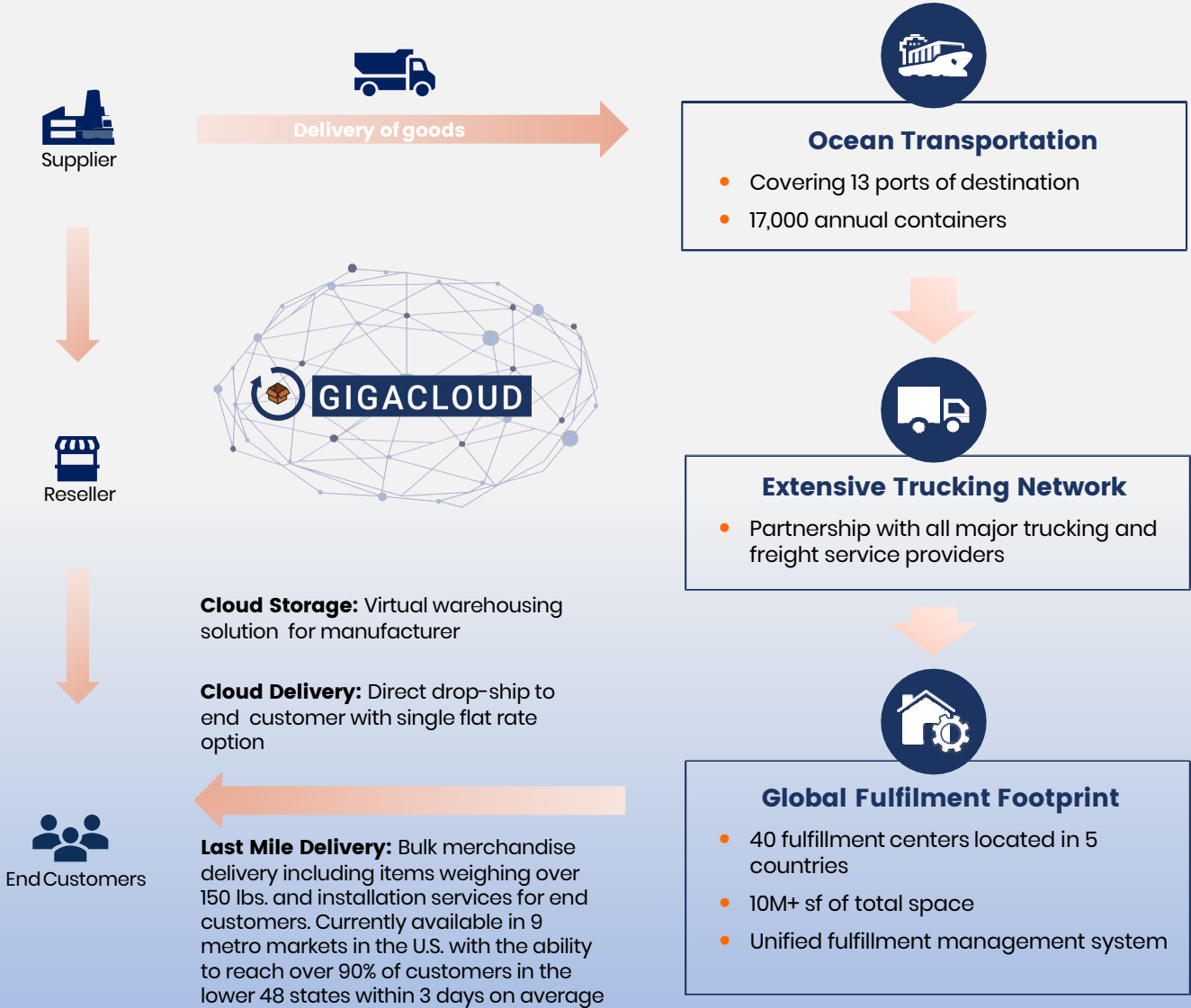
2 Complex Transactions

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

HARDWARE: End-to-End Logistics Capabilities

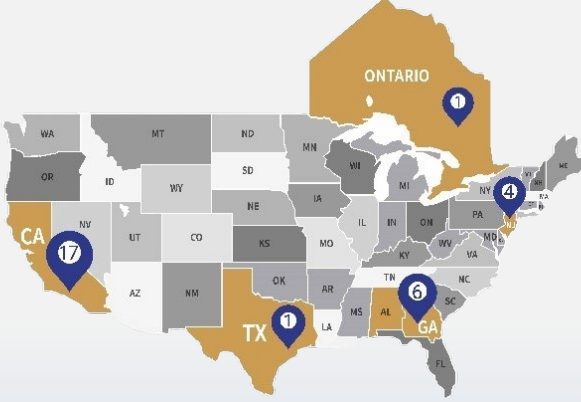


End-to-End Cross Border Fulfillment Capabilities

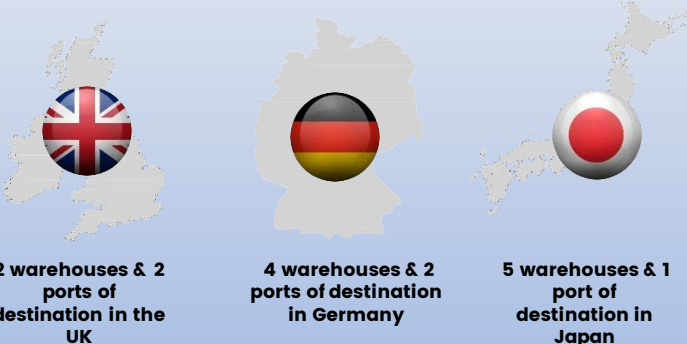


North America Fulfillment

- 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





Expandable platform with significant avenues for growth



Core Businesses Optimization

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



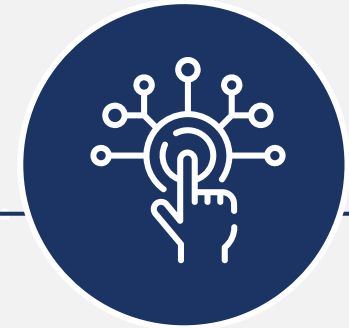
Service Offerings Elevation

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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