



**GCT**  
NasdaqListed

# Investor Presentation

March 2025





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# Our Mission Statement

**GIGACLOUD TECHNOLOGY (NASDAQ: GCT) IS A PIONEER OF THE GLOBAL B2B MARKETPLACE FOR LARGE PARCEL MERCHANDISE THAT IS REINVENTING THE SUPPLY CHAIN AND TRANSFORMING THE WAY WHOLESALE BUYERS AND SELLERS CONNECT AND TRANSACT**

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



# GigaCloud At A Glance

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## OUR FINANCIALS(\$M)



### Total Revenues

**\$296M / 21%**  
Revenue / YoY Growth

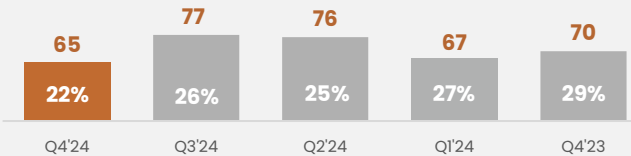
Q4'23 to Q4'24



### Gross Profit & Margin

**\$65M / (7)%**  
Gross Profit / YoY Growth

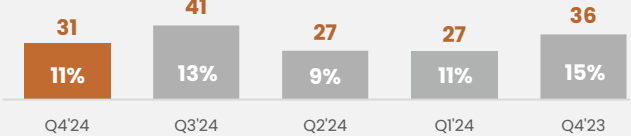
Q3'23 to Q3'24



### Net Income & Margin

**\$31M / (13)%**  
Net Income / YoY Growth

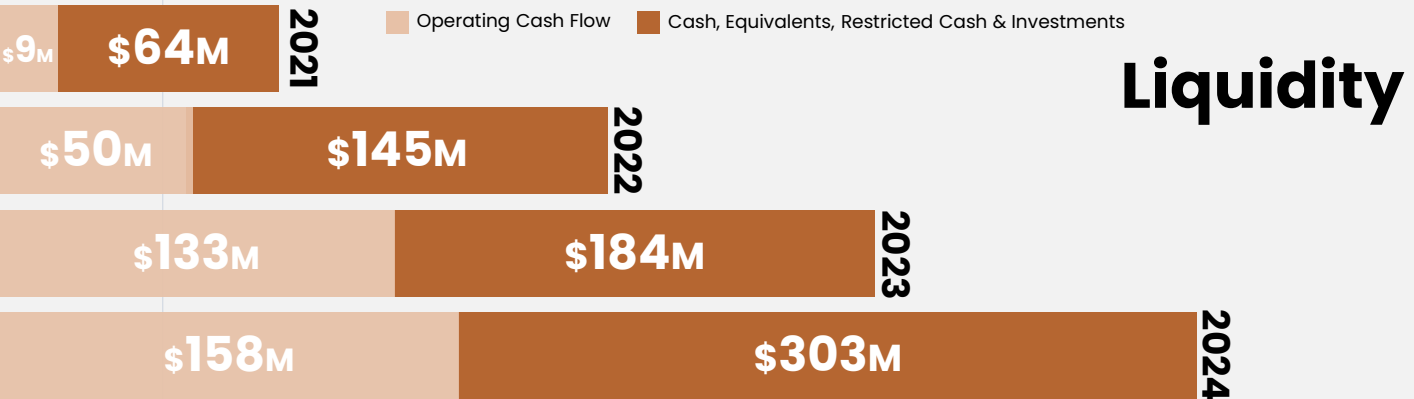
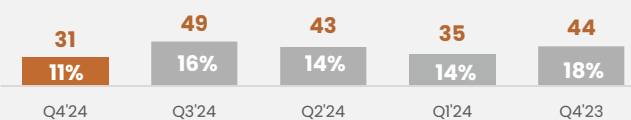
Q3'23 to Q3'24



### ADJ. EBITDA & Margin

**\$31M / (30)%**  
Adj. EBITDA<sup>(1)</sup> / Margin<sup>(2)</sup>

Q3'23 to Q3'24



## Liquidity

## OUR SCALE



**\$1.3B**

GigaCloud Marketplace GMV  
LTM ended 12/31/24



**69%**

GigaCloud Marketplace GMV Growth  
Q4'23 to Q4'24



**\$694M**

3P Seller GigaCloud Marketplace GMV  
LTM ended 12/31/24



**63%**

3P GigaCloud Marketplace GMV Growth  
Q4'23 to Q4'24

## OUR REACH



**1,111**

Active 3P Sellers  
LTM ended 12/31/24



**36%**

Active Seller Growth  
YoY



**9,306**

Active Buyers  
LTM ended 12/31/24



**86%**

Active Buyer Growth  
YoY

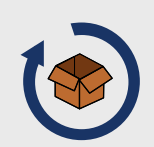


**~\$144k**

Active Buyer Spend  
LTM ended 12/31/24

(1) Adjusted EBITDA is a non-GAAP measure, defined as net income excluding interest, income taxes, and depreciation, further adjusted to exclude share-based compensation expense and non-recurring items. (2) Adjusted EBITDA margin is Adjusted EBITDA as a percentage of Total Revenues.





# Our Timeline

# 2010–Present

2010

Launched our first ecommerce store on Rakuten, officially entering the Japanese market

2013

Official entry into the U.S. market

2019

Launched Gigab2b.com

2023

Acquisitions of



2024

Forbes' #1 America's Most Successful Small-Cap Company



2024

Russell 2000 Inclusion

2012

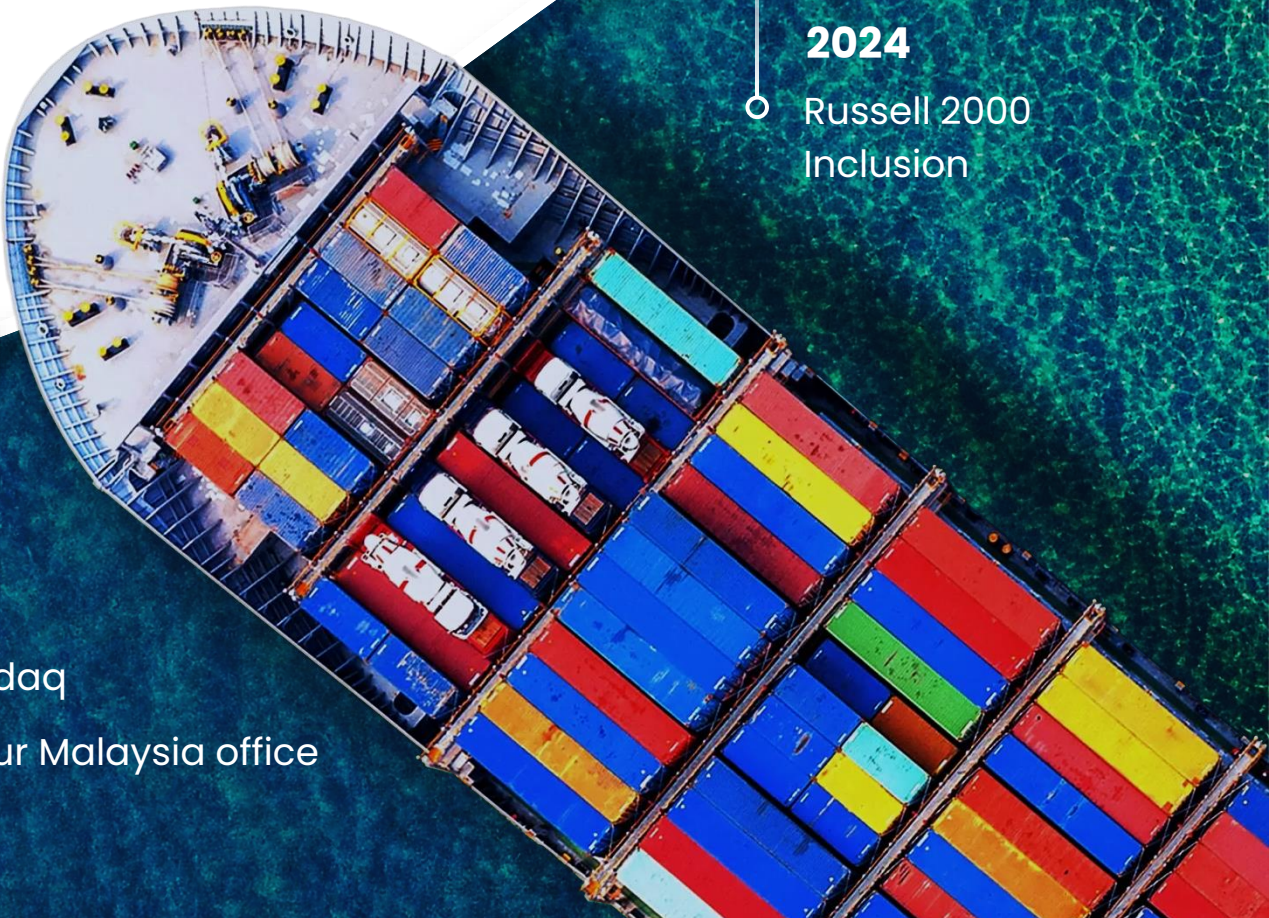
Official entry into the U.K. Market

2017

Official entry into the German market

2022

IPO in Nasdaq  
Opened our Malaysia office







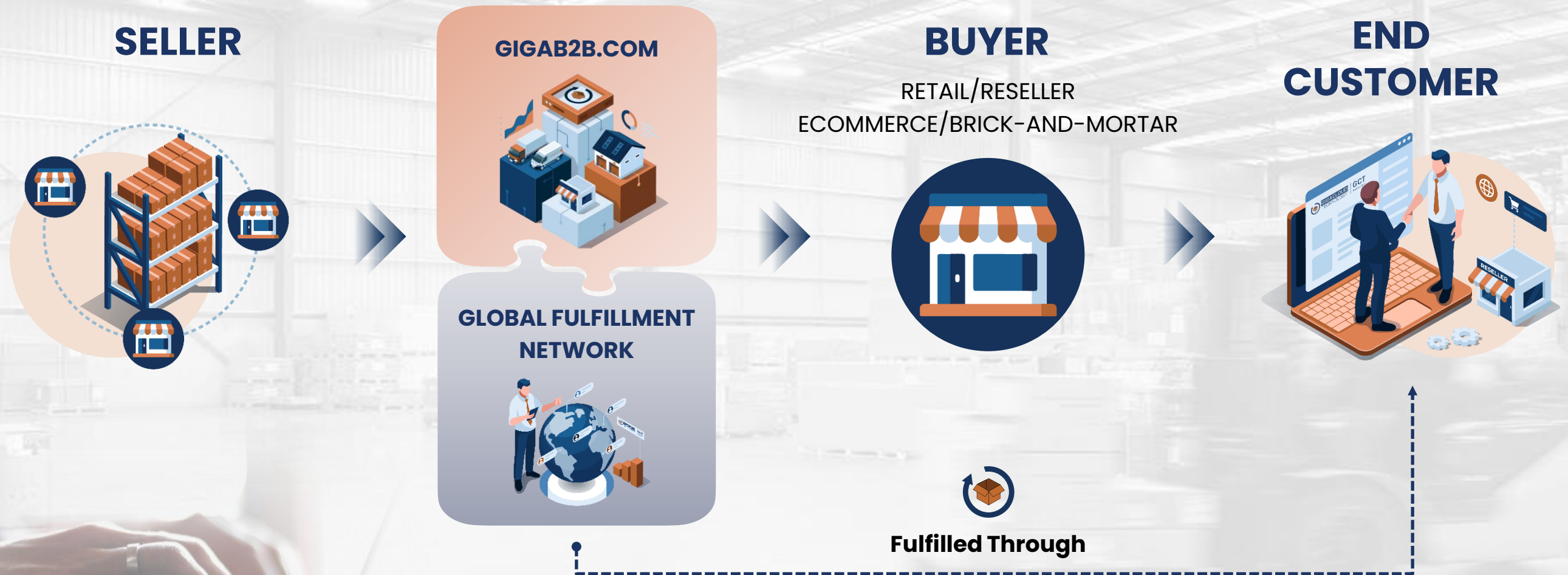
# OUR BUSINESS MODEL



# What is SFR?

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**Supplier Fulfilled Retailing (SFR) – transforming wholesale trade through reorganizing the supply chain and redefining key roles for a risk- and efficiency-optimized B2B ecosystem.**





# Why SFR?

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## TRADITIONALLY

- Low margins in a competitive landscape
- High inventory risk from fragmented channels
- Complex supply chain requires manual coordination
- Limited display space and inflexibility to consumer demand
- High inventory risk from fragmented channels
- Pricing difficulties & margin uncertainty

Complex Multi-stop Supply Chain With High Fulfillment / Storage Costs

MANUFACTURER

IMPROTER & DISTRIBUTOR

RETAILER

## SFR

A Smarter  
Supply Chain

- AI Load Balancing Cloud Network
- Reduced Inventory Risk
- Endless Aisle
- Direct to End Customer
- Nationwide Flat Rate – Easy Margin Planning
- End-to-End Managed Fulfillment



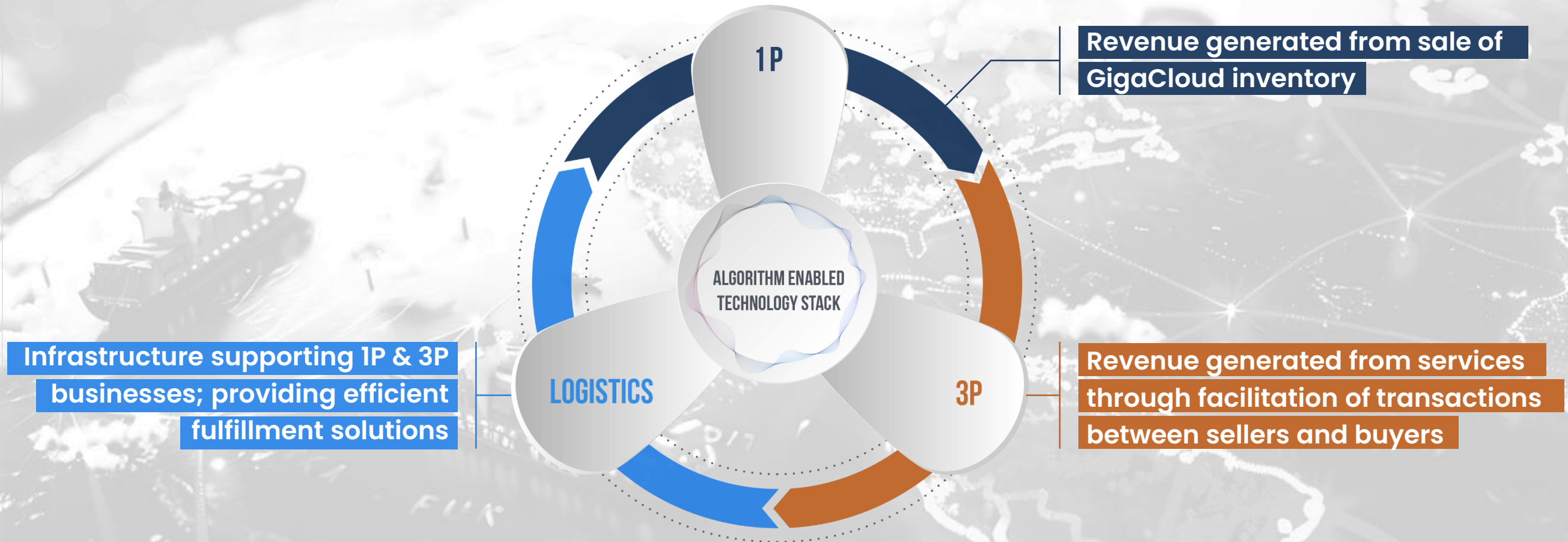


# THE GIGACLOUD CYCLE



# 1P, 3P, and Logistics

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**GigaCloud Marketplace GMV** = Total gross merchandise value of transactions ordered through GigaCloud Marketplace, including 3P and 1P, before deducting value added tax, goods and services tax, shipping charges paid by buyers to sellers, and refunds

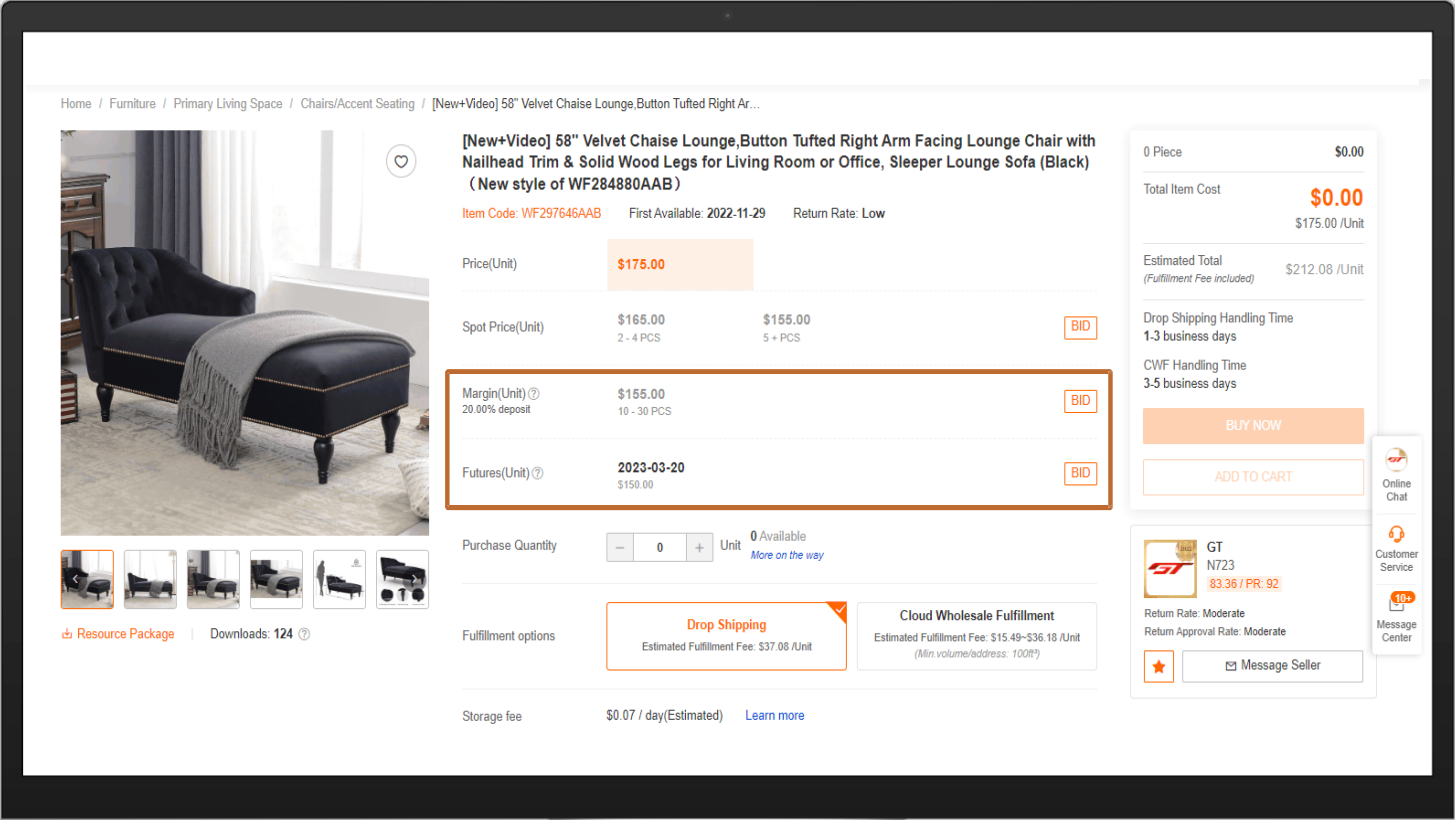




# OUR MARKETPLACE



# Flexible Tools to Facilitate Transactions



## Simple Transactions

### Direct Fulfilment

GigaCloud fulfills product directly from a Company facility to the end consumer, without need for buyers to warehouse or handle any aspect of fulfillment



## Complex Transactions



Rebate



Spot Price



Margin Transaction



Margin Transaction for Future Goods





# Expansive Product Categories

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# 35,000+ SKUs and Growing



## INDOOR

- Lounge & Dining
- Bedroom
- Kitchen
- Office



## GARDENING

- Patio Furniture
- Garden Décor
- Outdoor Power
- Outdoor Heating
- Grilling Tools



## FITNESS

- Home Gym Equipment
- Weightlifting Gear
- Outdoor Gear
- Swimming Gear



## PET SUPPLIES

- Dog Houses
- Cat Trees
- Animal Coops



## WASHROOM

- Stool
- Bathtub
- Sinks
- Plumbing
- Sauna Rooms



## OUTDOOR PLAY

- Kids' Ride-On Toys
- Basketball Hoops
- Trampolines
- Bouncy Castles
- Play Structures



## OTHERS

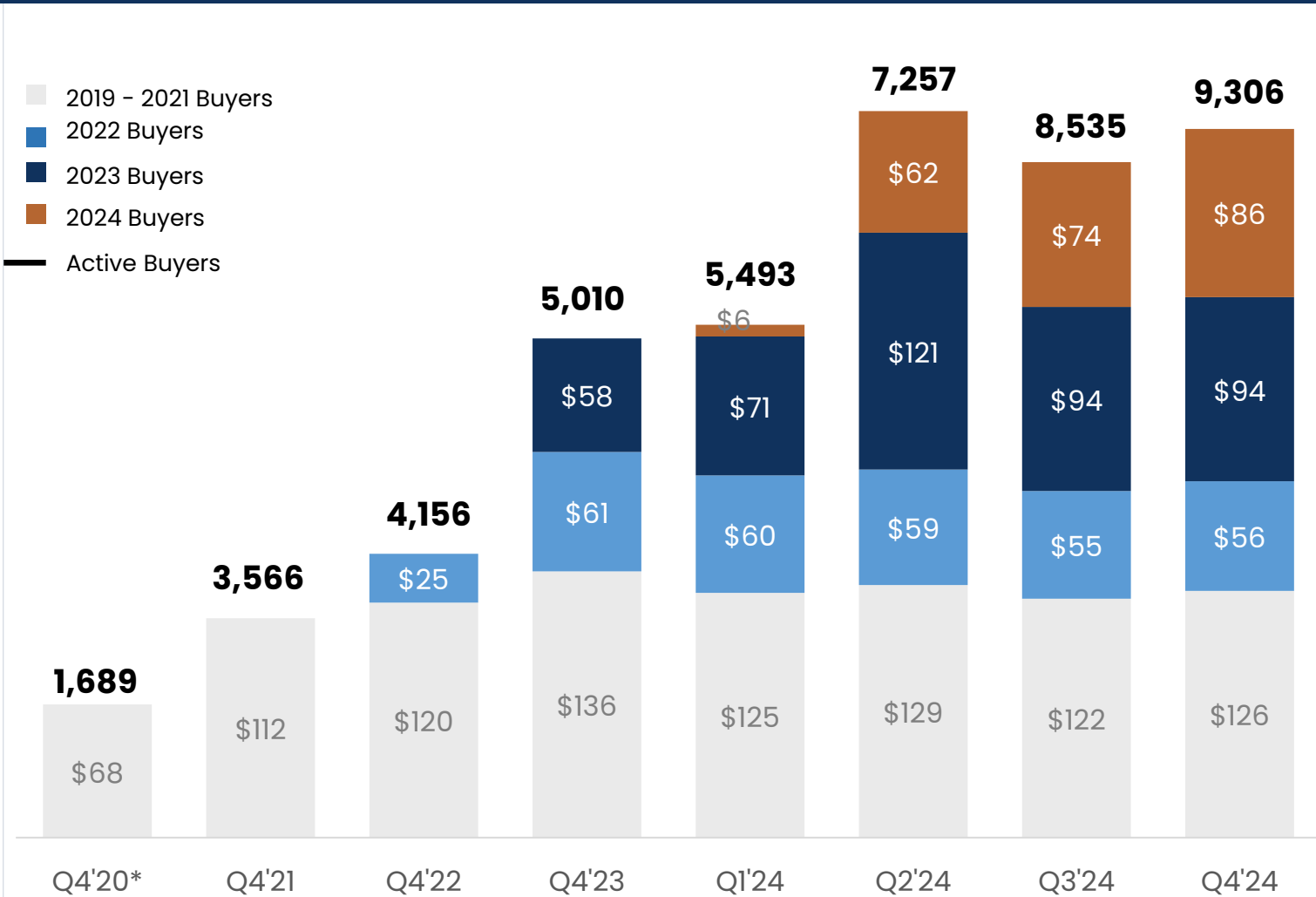
- Home Decoration
- Home Lighting
- Travel Accessories
- Christmas Trees



# Attractive Active Buyer Trends

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## Active Buyer Spend (GMV) in GigaCloud Marketplace (USD\$ in millions)



March 2025

\*Q4 2020 reflects 2019-2020 buyers.  
(1) Buyers represent the group of buyers who first purchased products through 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.

## Q4 2024 KEY STATISTICS

9,306

Active Buyers

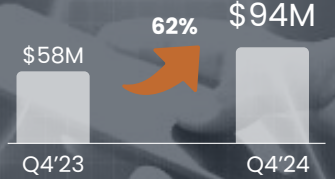
\$~144k

Spend per Active Buyer

## KEY BUYER TRENDS

01

Buyers who joined in 2023 increased spend from \$58M in Q4'23 to \$94M in Q4'24



02

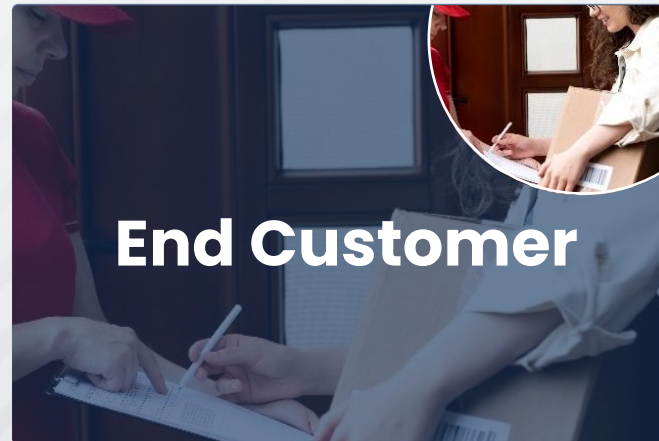
Sustained momentum in buyer spending and engagement through expansion of service offerings and enhancement of logistics capabilities

03

Continued growth in active buyer base, driven by customer referrals and word-of-mouth



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





# HARDWARE: End-to-End Cross Border Fulfillment Capabilities



### Ocean Transportation

**16** ports of destination

**30,000+** containers annually

### Extensive Trucking Network

Partnership with all major trucking and freight service providers

### Global Fulfillment Network

**35** facilities in 5 countries

**10M+ sf total** unified fulfillment management system





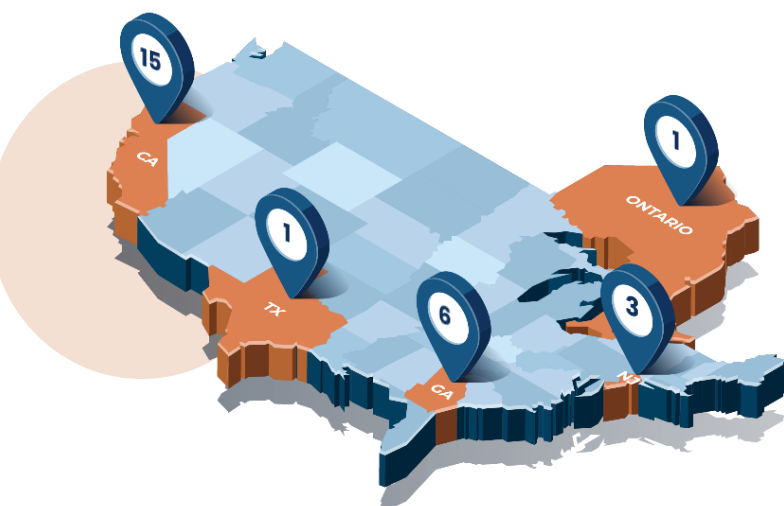
# Global Presence

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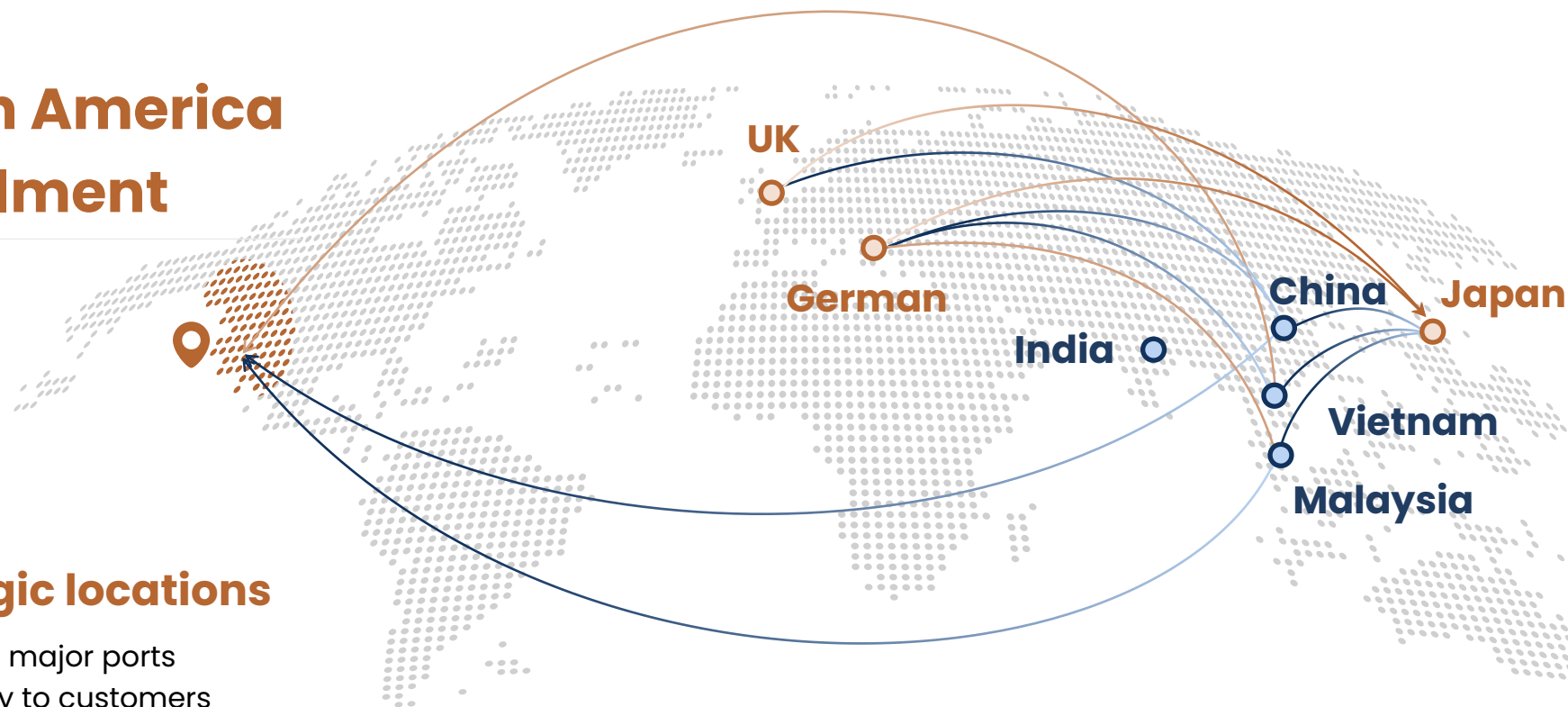
## North America Fulfillment

### Strategic locations

- Close to major ports
- Proximity to customers
- Shortened delivery time to end customer



March 2025



## Our Reach

	<b>2</b> fulfillment centers	<b>2</b> ports of destination
	<b>4</b> fulfillment centers	<b>4</b> ports of destination
	<b>3</b> fulfillment centers	<b>1</b> port of destination
	<b>25</b> fulfillment centers	<b>7</b> ports of destination
	<b>1</b> fulfillment center	<b>2</b> ports of destination

## Our Sourcing

	<b>Vietnam</b>		<b>Malaysia</b>
	<b>India</b>		<b>China</b>

### Key operating centers

- Los Angeles
- Atlanta
- New Jersey



# OUR STRENGTH





# Strong Competitive Advantages

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**Diverse Service  
Toolbox**



**Global  
Presence**



**SFR  
Empowerment**



**Advanced  
Technology**

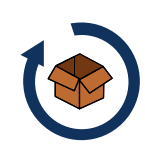
**GigaCloud B2B  
Marketplace**

||

A better way for buyers and sellers  
of large parcel merchandise to  
transact globally



**Customer  
Network**



# Highly Productive

# 2024

**Ranked #1 on Forbes' America's Most Successful Small-Cap Companies**

**Reached and surpassed \$1B in Revenues and GMV for the first time**

**Added to Russell 2000 Index**

**Award-winning innovation in home furnishings and entrepreneurship**

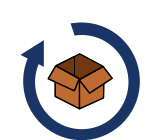
**Expanded to over 10M sf of global fulfillment space**

**Authorized share repurchase program**

**Diversified supplier base and product mix**

**Strengthened Board of Directors**





**...And Exciting Plans for**

# 2025

**Solidify GigaCloud B2B Marketplace  
as the industry leader**

**Capitalize on rapid growth in  
Europe**

**Broaden product breadth to deepen  
Marketplace value**

**Explore strategic M&A to accelerate the  
growth**

**Advance ongoing Noble House  
integration**

**Scale adoption of Wonder App**

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Download on the  
App Store





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Thank You

