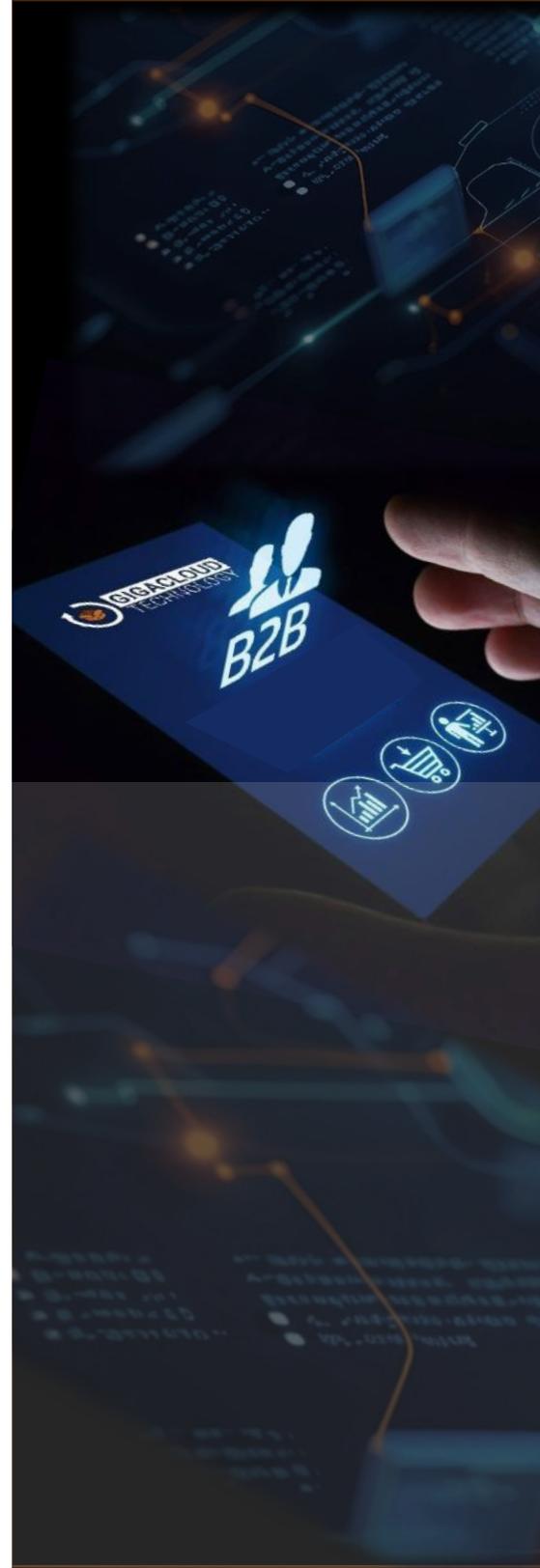




**GCT**  
NasdaqListed

# Q4 2025 Investor Presentation

February 2026





# Disclaimer

2

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This document contains forward-looking statements. These statements are made under the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “confident” and similar statements. Among other things, the business outlook and quotations from management in this document, if any, as well as the Company’s strategic and operational plans, contain forward-looking statements. The Company may also make written or oral forward-looking statements in its periodic reports to the U.S. Securities and Exchange Commission (the “SEC”), in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including statements about the Company’s beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement. Further information regarding these and other risks is included in the Company’s filings with the SEC. All information provided herein is as of the date of this document, and the Company undertakes no obligation to update any forward-looking statement, except as required under applicable law.

This document may also contain non-GAAP financial measures, the document of which is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with accounting principles generally accepted in the United States of America. In addition, the Company’s calculation of these non-GAAP financial measures may be different from the calculation used by other companies, and therefore comparability may be limited. The reconciliation of those measures to the most comparable GAAP measures is contained within this document or available at our website <https://investors.gigacloudtech.com>.

# 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*



# Our History

4

# 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



**2022**

IPO on Nasdaq  
Opened our Malaysia office

**2017**

Official entry into the German market

**2012**

Official entry into the U.K. Market

**2024**

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



**2024**

Russell 2000 Inclusion

**2026**

Acquisition of





# OUR FINANCIALS



# GigaCloud At A Glance

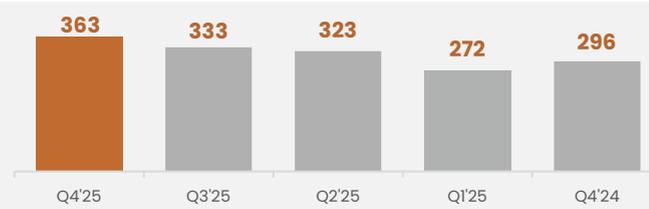
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## OUR FINANCIALS (\$M)



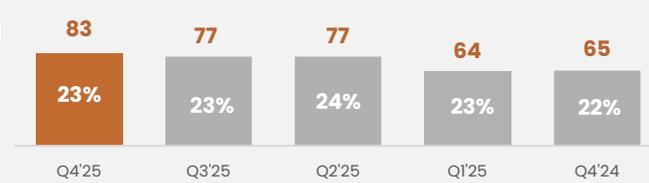
**Total Revenues**  
**\$363M / 23%**

Revenue / YoY Growth  
Q4'24 to Q4'25



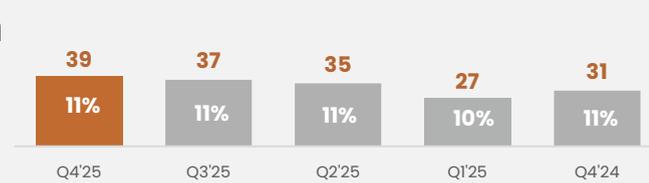
**Gross Profit & Margin**  
**\$83M / 28%**

Gross Profit / YoY Growth  
Q4'24 to Q4'25



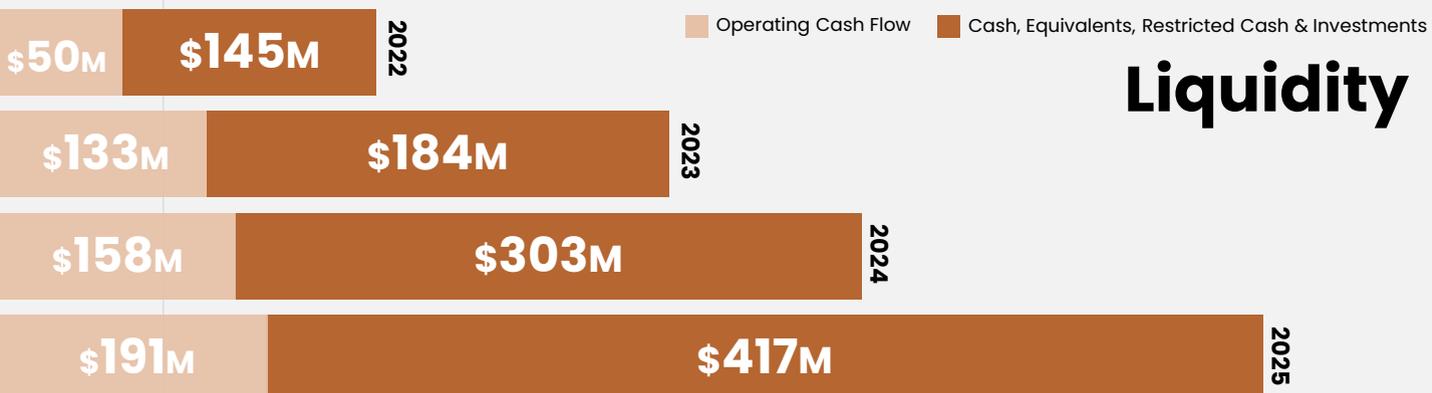
**Net Income & Margin**  
**\$39M / 24%**

Net Income / YoY Growth  
Q4'24 to Q4'25



**Diluted EPS**  
**\$1.04 / 40%**

Diluted EPS / YoY Growth  
Q4'24 to Q4'25



Liquidity figures represent the 12 months ended December 31 of each year

## OUR SCALE



**\$1.6B**

GigaCloud Marketplace GMV  
LTM ended 12/31/25



**18%**

GigaCloud Marketplace GMV Growth  
Year-over-Year



**\$851M**

3P Seller GigaCloud Marketplace GMV  
LTM ended 12/31/25



**23%**

3P GigaCloud Marketplace GMV Growth  
Year-over-Year

## OUR REACH



**1,299**

Active 3P Sellers  
LTM ended 12/31/25



**17%**

Active Seller Growth  
Year-over-Year



**12,089**

Active Buyers  
LTM ended 12/31/25



**30%**

Active Buyer Growth  
Year-over-Year



**~\$130k**

Active Buyer Spend  
LTM ended 12/31/25



# Our Capital Allocation

7

2022	2023	2024	2025	2026
<b>\$41M</b> gross proceeds raised in IPO	<b>\$2M</b> in Class A shares repurchased under 2023 authorization	<b>\$23M</b> in Class A shares repurchased under 2024 authorization	<b>\$72M</b> in Class A shares repurchased under 2024 & 2025 authorizations	<b>\$12M</b> in Class A shares repurchased under 2025 authorization
	<b>\$87M</b> acquisitions of Noble House & Wonder			<b>\$18M</b> acquisition of New Classic



# OUR BUSINESS MODEL



# Nature of the Furniture Industry

9

## Non-standard

Countless styles, sizes, and colors create a vast product universe

## Big & Bulky

Furniture is big, bulky, and costly to ship and store

## Fragmented Market

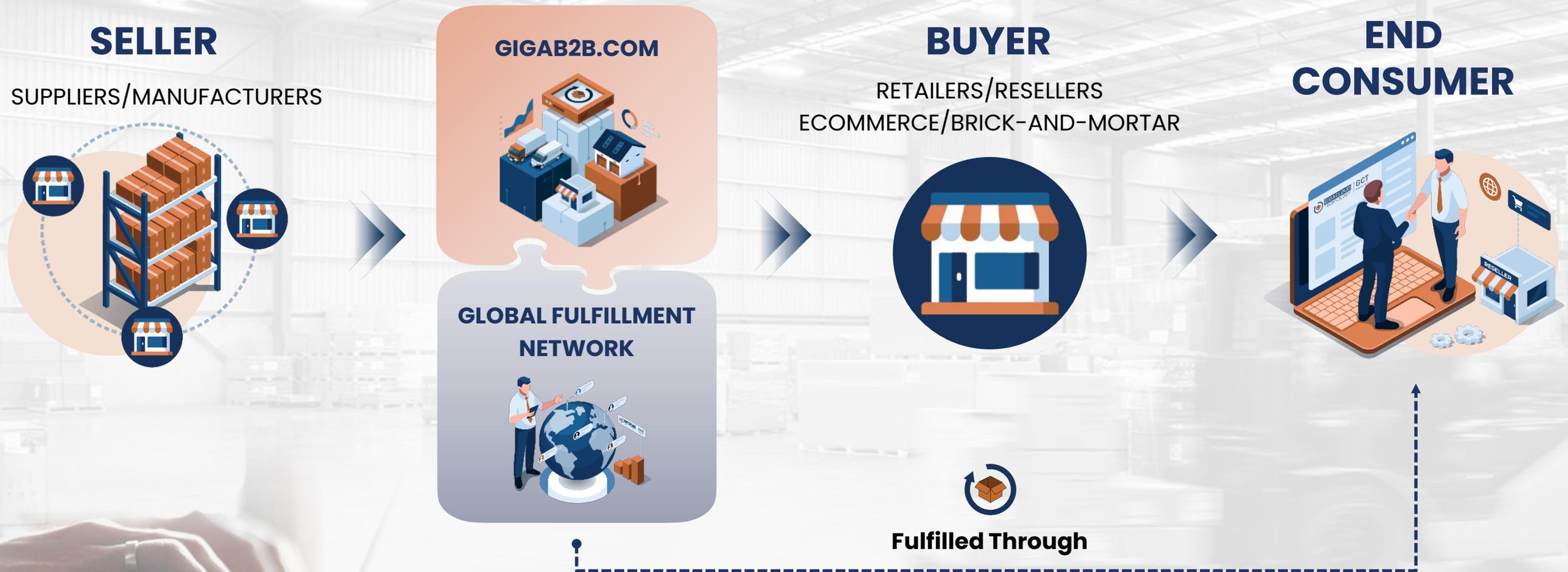
Numerous players and diverse sales channels create a complex environment



# What is SFR®?

10

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





Enabling suppliers and retailers to scale through a global, end-to-end commerce infrastructure.

## Seller Lists Products

- Once SKUs are physically received at Giga's fulfillment centers, they are uploaded to GigaB2B.com for sale

## Buyer Discovers Products

- Browse by style, download specs and images
- Order showroom samples for display

## Buyer Displays on 2C Channels

- Integrated into buyer storefront

## End Consumer Places Order

- Purchase made through buyer's storefront
- Buyer places the order on GigaB2B.com after making a sale

## GigaCloud Fulfills Directly

- Giga ships from 36 global fulfillment centers directly to end consumer



# Why SFR®?

12  
12

## 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

- Advanced-Tech-Enabled Load Balancing Cloud Network
- Reduced Inventory Risk
- Endless Aisle
- Direct to End Consumer
- Nationwide Flat Rate – Easy Margin Planning
- End-to-End Managed Fulfillment



# Why Partners Choose GigaCloud?

13

## FLEXIBLE

Plug in where it fits. Sourcing, fulfillment, or sales. Nothing is locked in.



## USAGE-BASED

Pay as you go. No upfront commitment or inventory risk.

## EFFICIENCY THROUGH COMPETITION

Compete in real time. Compare and choose the best price, product, and service.



## EMPOWERED

Doubling down on what you do best. We will handle the rest.

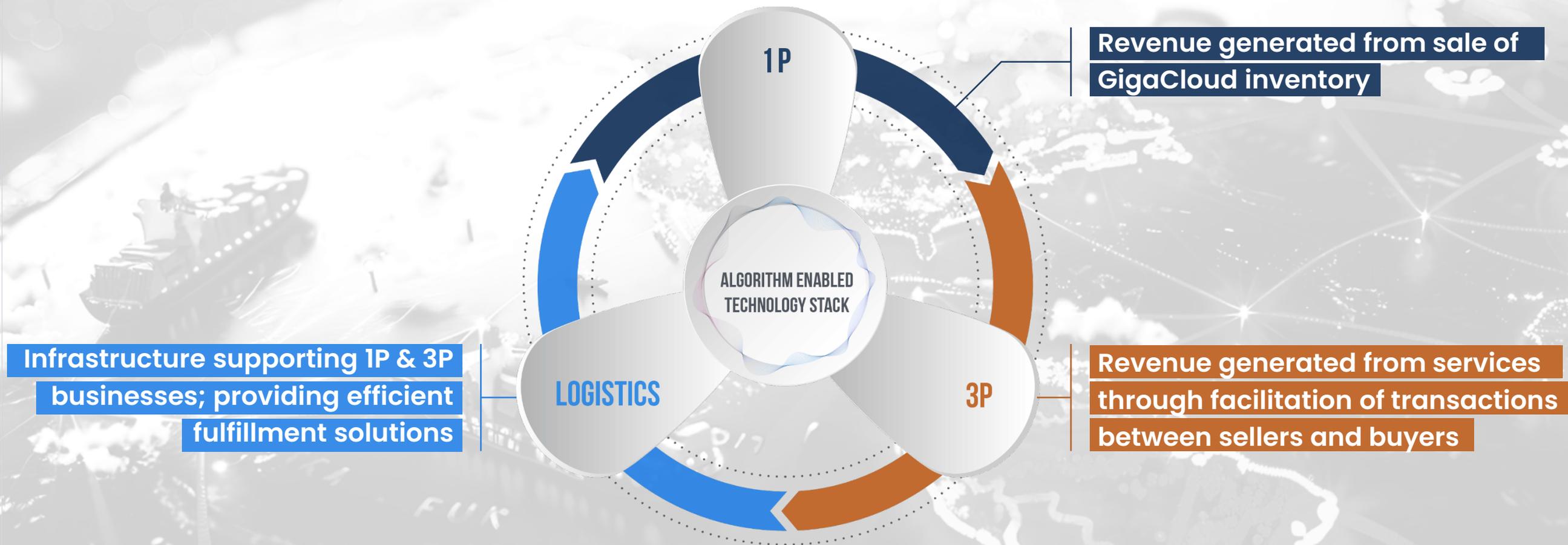


# THE GIGA CLOUD CYCLE



# 1P, 3P, and Logistics

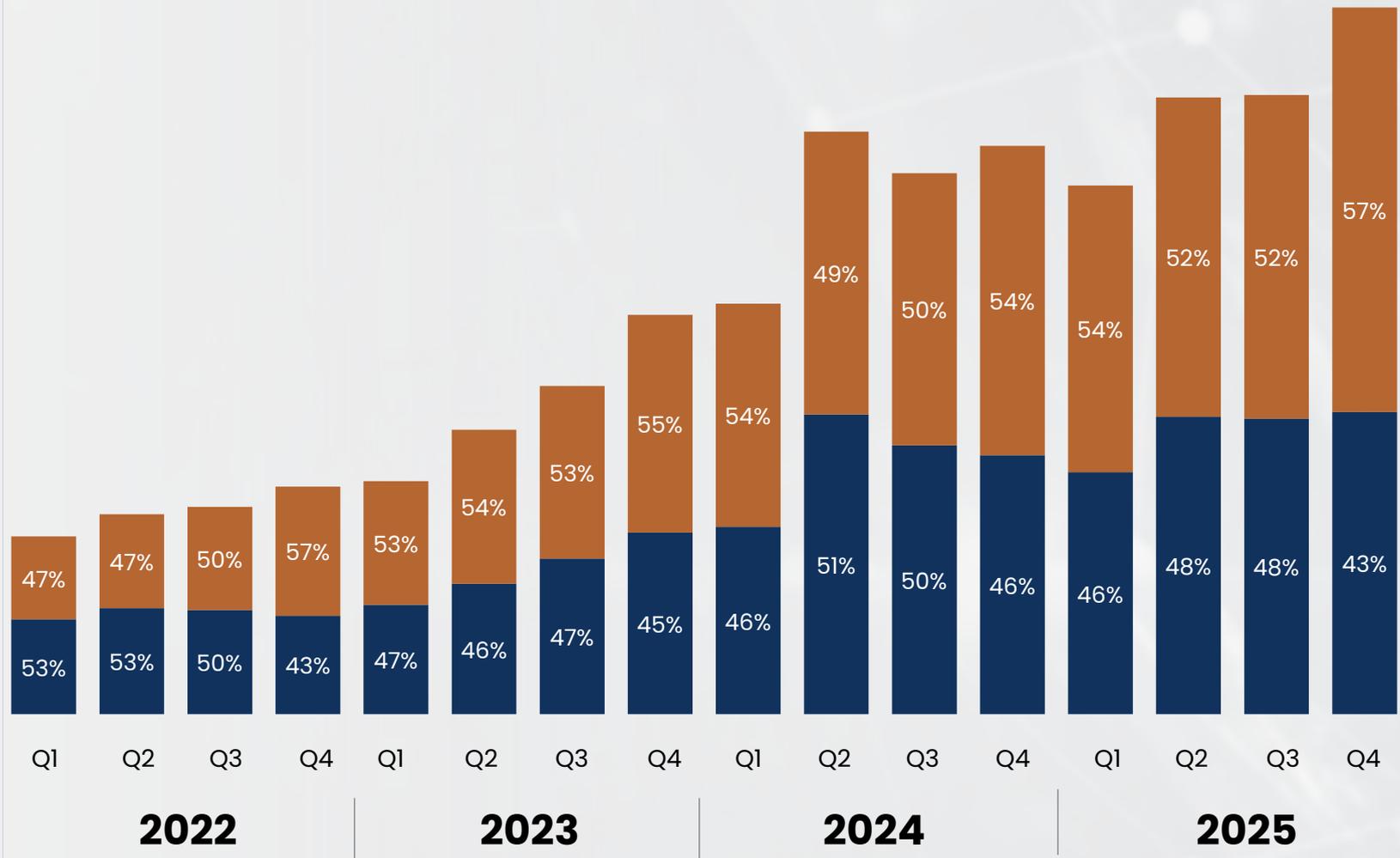
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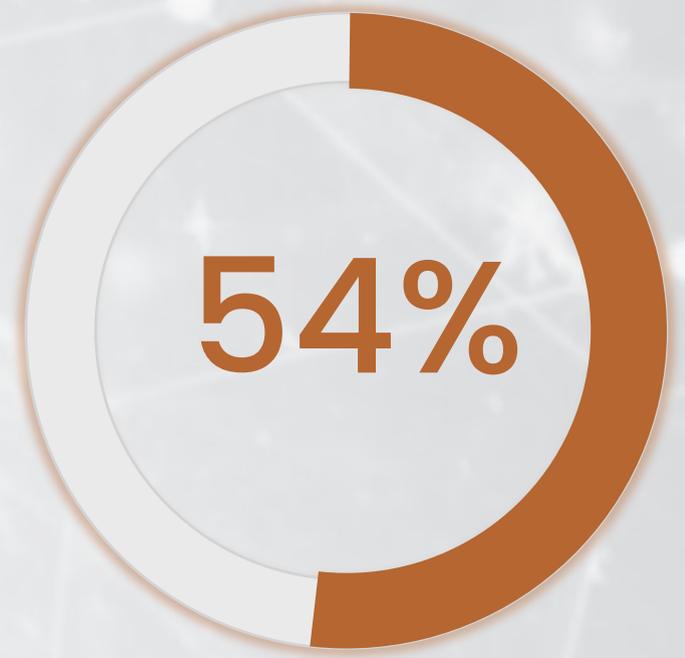
**GigaCloud Marketplace GMV** = Total gross merchandise value of transactions ordered through GigaCloud Marketplace, including 3P and 1P, before deducting value added tax, goods and services tax, shipping charges paid by buyers to sellers, and refunds

## GigaCloud Marketplace GMV Breakdown (USD\$ in thousands)

- IP Seller GMV
- 3P Seller GMV



3P seller GigaCloud Marketplace GMV represents



of total Marketplace GMV for the 12 months ended December 31, 2025

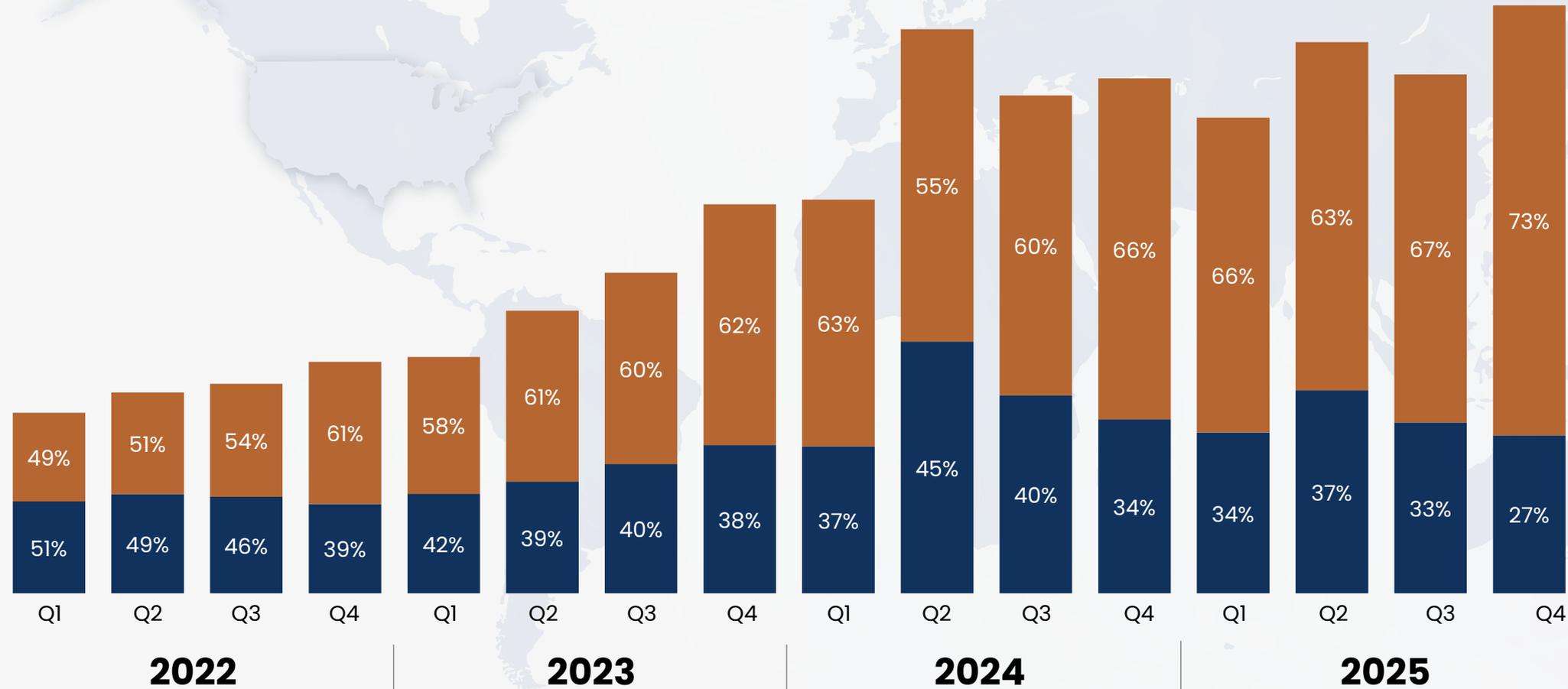


# Lead with 1P, Grow with 3P

17

## GigaCloud Marketplace GMV Breakdown – USA (\$USD in thousands)

- 1P Seller GMV
- 3P Seller GMV



February 2026

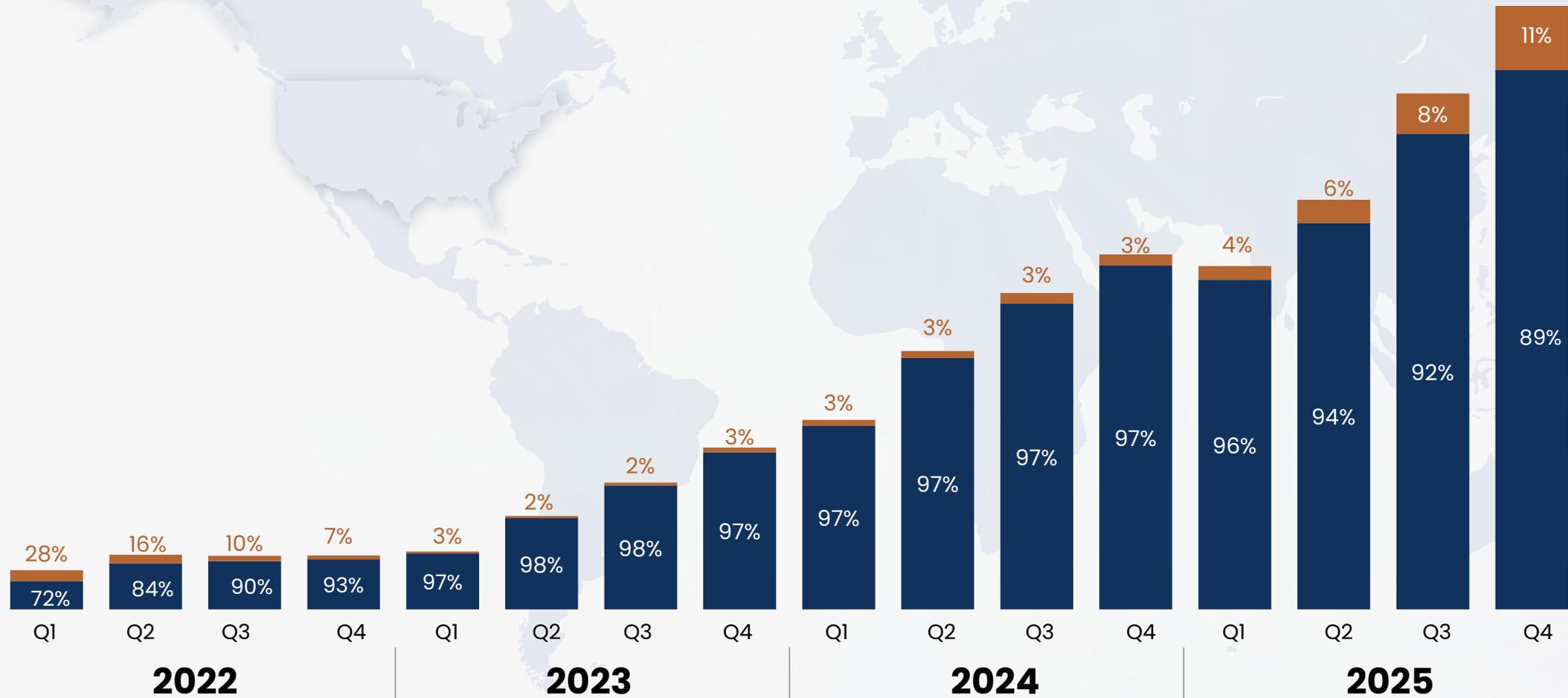


# Lead with 1P, Grow with 3P

18

## GigaCloud Marketplace GMV Breakdown – Europe (\$USD in thousands)

- 1P Seller GMV
- 3P Seller GMV



February 2026



# OUR MARKETPLACE



# Attractive Active Buyer Trends

20

## Q4 2025 KEY STATISTICS

# 12,089

Active Buyers

# \$~130k

Spend per Active Buyer

## KEY BUYER TRENDS

### 01

Buyers who joined in 2024 increased spend from \$86M in Q4'24 to \$99M in Q4'25



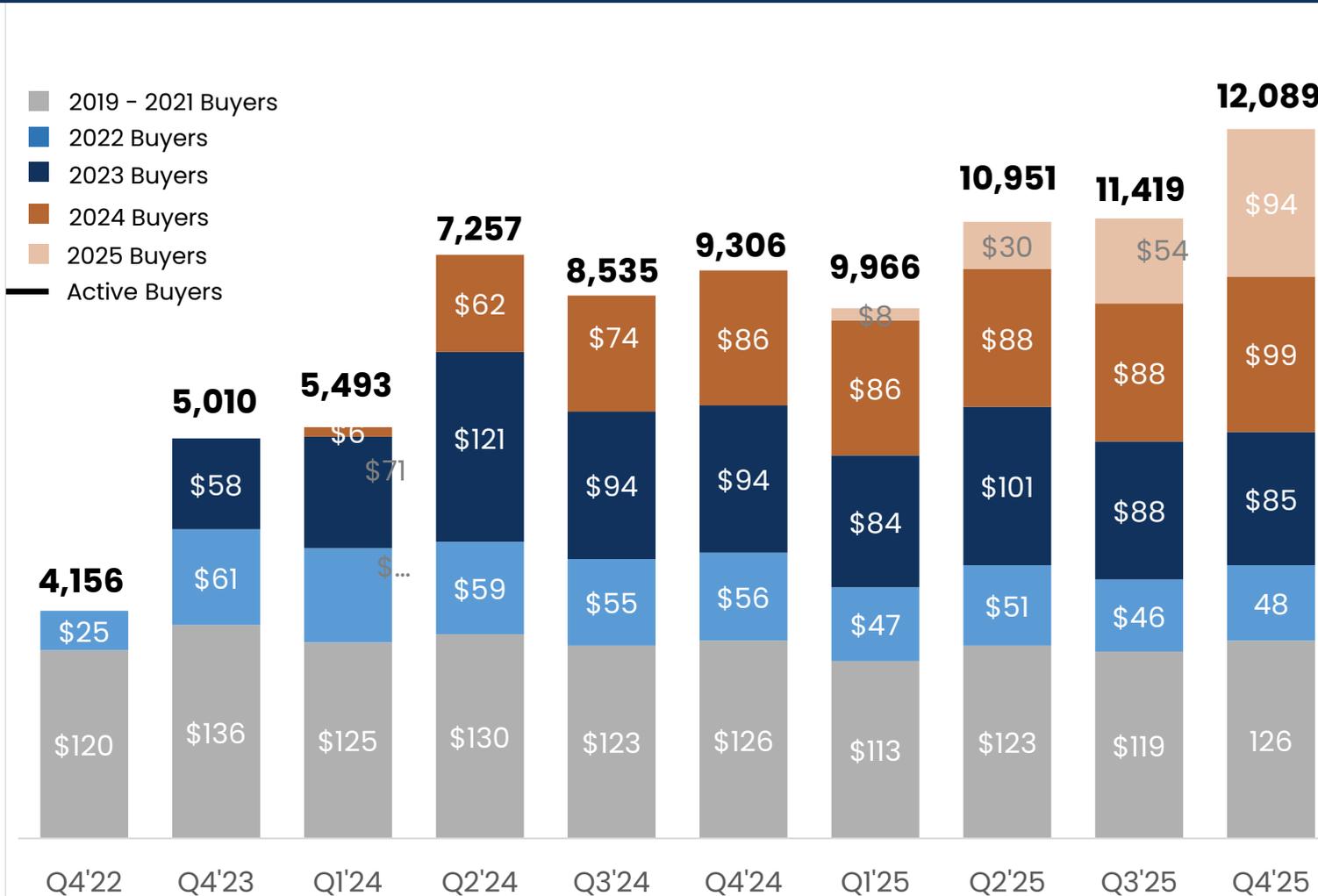
### 02

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

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

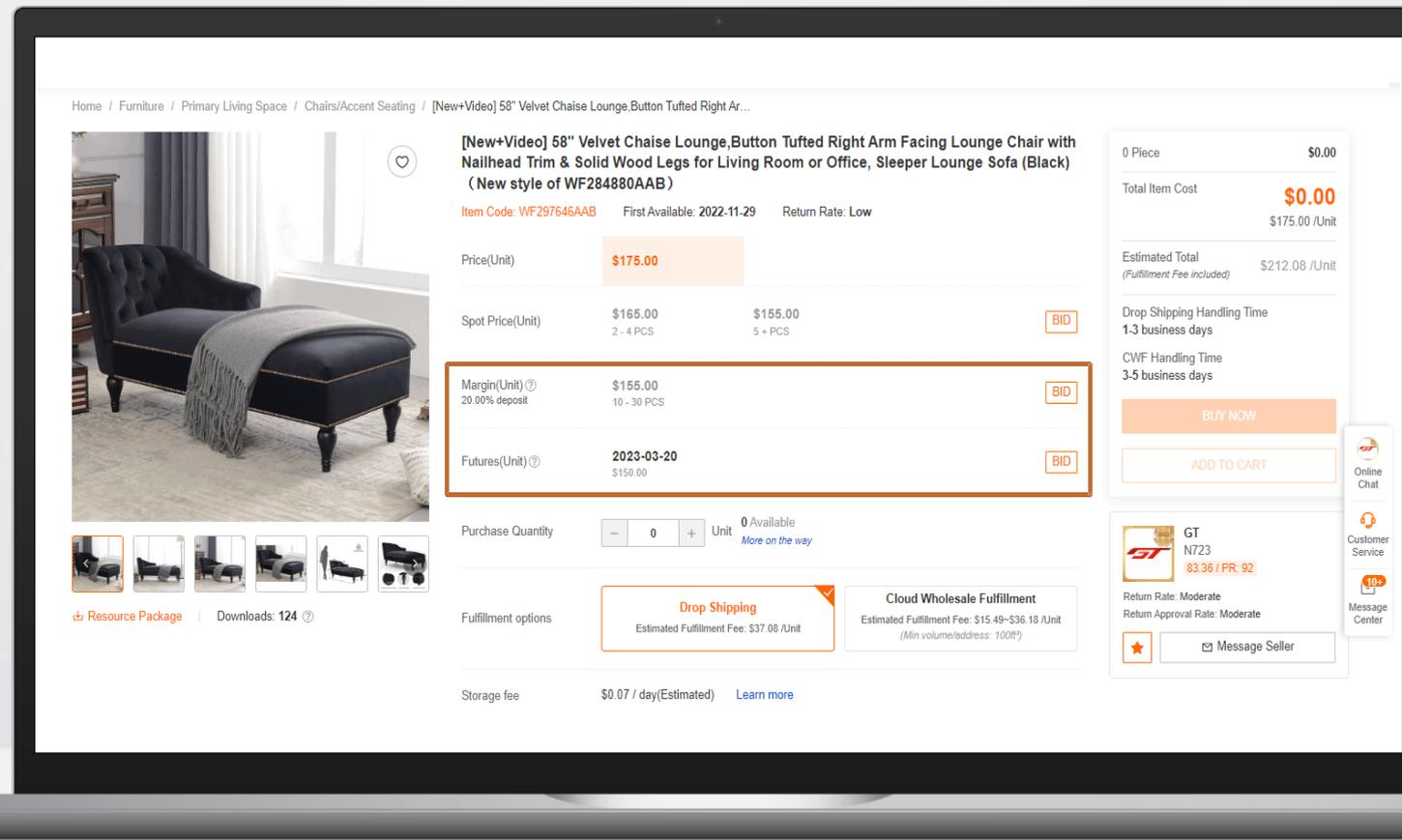


February 2026

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



# Flexible Tools to Facilitate Transactions



## Simple Transactions

### Direct Fulfillment

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



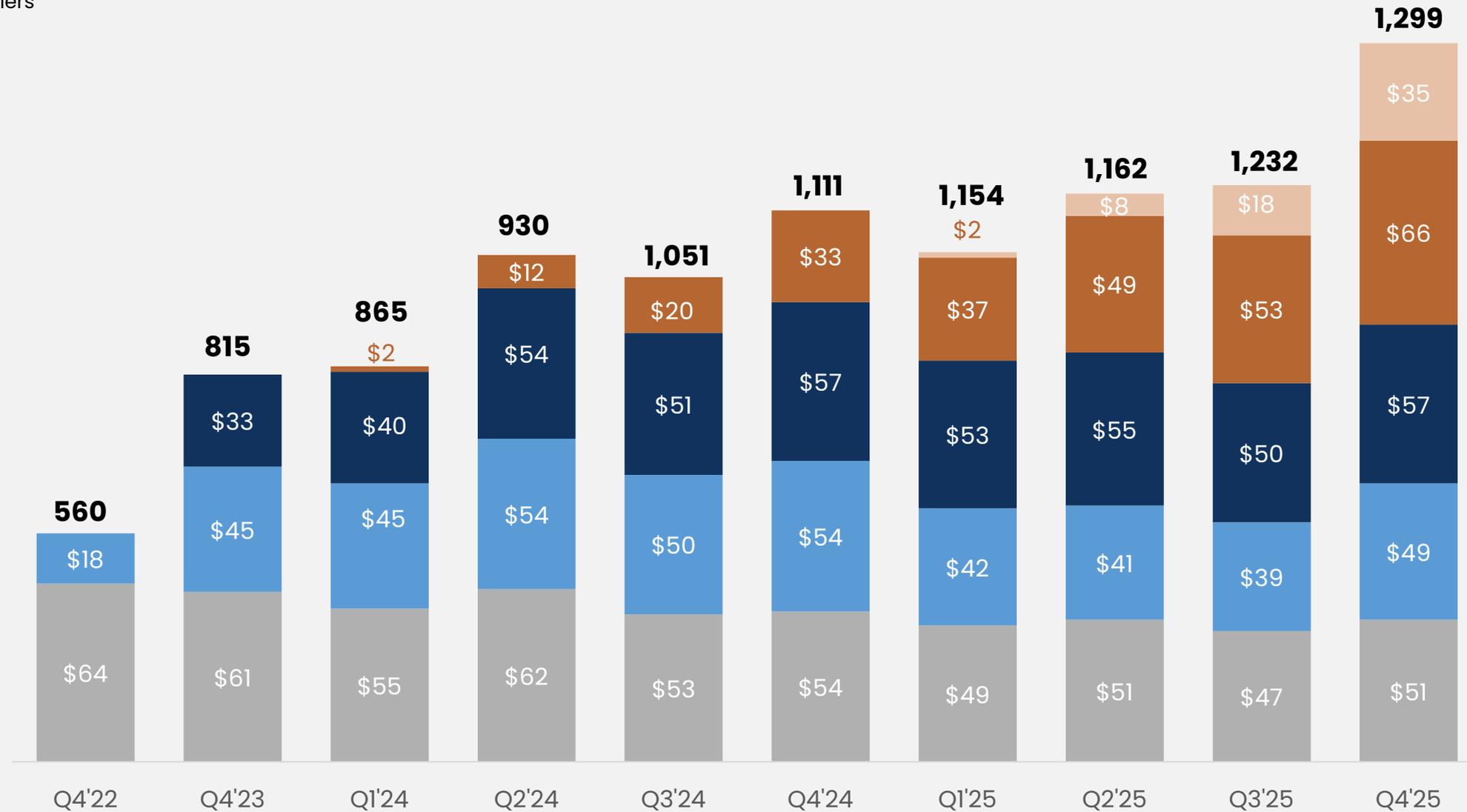
Margin Transaction for Future Goods



# Accelerating Seller Momentum Driving GMV Growth

## 3P Seller GigaCloud Marketplace GMV (USD\$ in millions)

- 2019 - 2021 Sellers
- 2022 Sellers
- 2023 Sellers
- 2024 Sellers
- 2025 Sellers
- Active Sellers



March 2025

3P seller GigaCloud Marketplace GMV means the total gross merchandise value of transactions sold through our GigaCloud Marketplace by 3P sellers, before any deductions of value added tax, goods and services tax, shipping charges paid by buyers to sellers and any refunds.



# Expansive Product Categories

23

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



## GARDENING

- Car Tires
- Mobility Aids
- Folding Bikes
- Car Accessories
- Electric Scooters



## AUTOPARTS

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



## TOYS

- Ovens
- Ice Makers
- Dehumidifiers
- Washing Machines
- Dishwashers & Dryers



## APPLIANCES

# 70,000+ SKUs and Growing



## INDOOR

- Lounge & Dining
- Bedroom
- Kitchen
- Office



## FITNESS

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



## BATH

- Sauna Rooms
- Plumbing
- Bathtub
- Stool
- Sinks



## OTHERS

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



# SOFTWARE: Tech-Driven Operations

24

## Data-driven Tech Stack Accelerates Operational Efficiency





# HARDWARE: End-to-End Fulfillment Capabilities

25



Supplier



Reseller



End Consumers



Delivery of goods



**Cloud storage:** Virtual warehousing solution for manufacturers

**Cloud delivery:** Direct fulfillment to end consumer with single flat rate option



Last mile delivery

**Bulky Merchandise Delivery**

**≥150 lbs**  
items weighing  
over 150 lbs



installation services for  
end consumers



**3 Days**

Empowered to reach >90% of customers in lower  
48 states within 3 days on average

**Ocean  
Transportation**

**19**  
ports of destination

**35,000+**  
containers annually



As of 12/31/2025

**Extensive Trucking  
Network**

Partnership with all major trucking  
and freight service providers



**Global Fulfillment  
Network**

**35**  
facilities in 5 countries

**11M+ sf total**  
unified fulfillment management system





# Our Presence

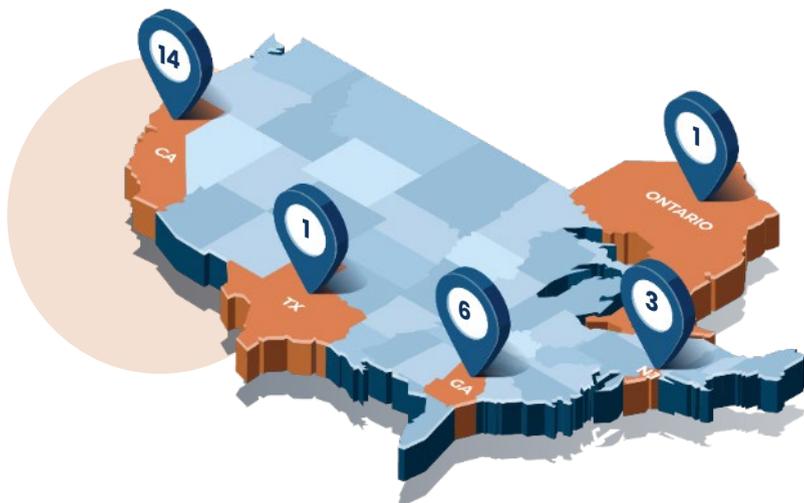
26

## North America Fulfillment

Canada  
USA

### Strategic locations

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



### Key operating centers

Los Angeles, CA

Savannah, GA

Cranbury, NJ

Grand Prairie, TX

## Global Reach



**1**  
fulfillment center

**1**  
port of destination



**6**  
fulfillment centers

**4**  
ports of destination



**3**  
fulfillment centers

**1**  
port of destination



**24**  
fulfillment centers

**7**  
ports of destination



**1**  
fulfillment center

**2**  
ports of destination

## Global Sourcing



**Vietnam**



**Malaysia**



**India**



**China**



**GCT**  
NasdaqListed

