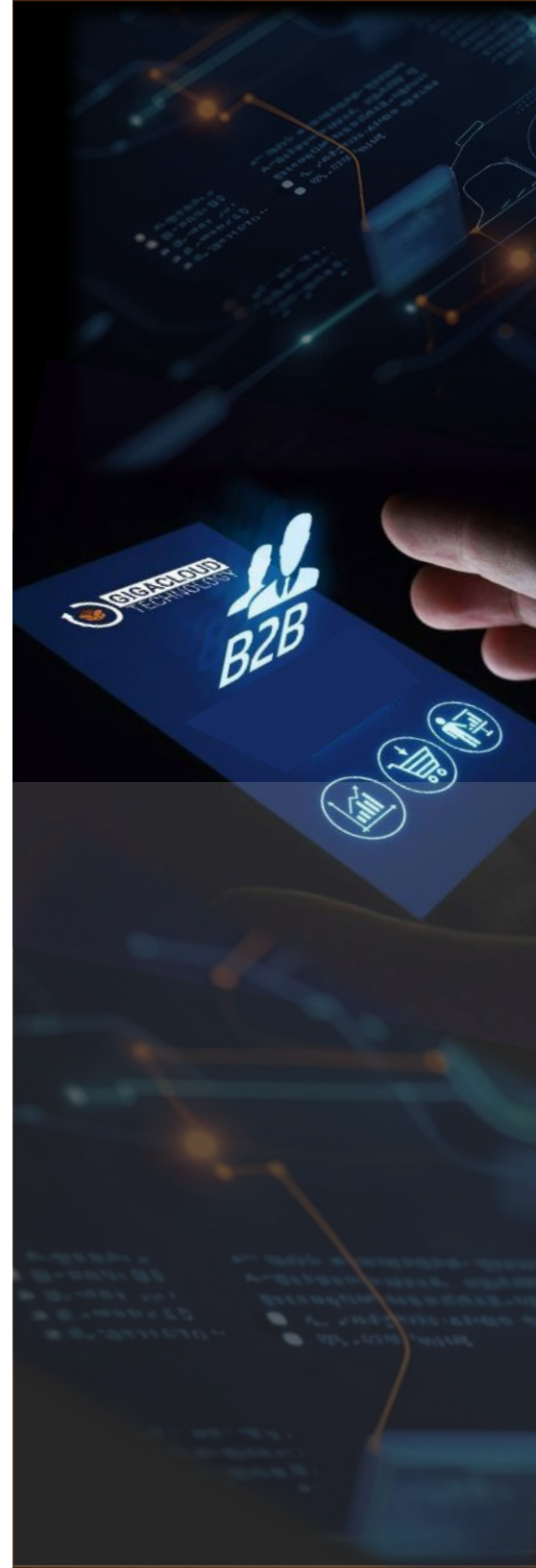




**GCT**  
NasdaqListed

# Q1 2026 Investor Presentation

May 2026





# Disclaimer

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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

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# 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

**2012**

Official entry into the U.K. Market

**2017**

Official entry into the German market

**2022**

IPO on Nasdaq  
Opened our Malaysia office

**2023**

Acquisitions of



**2024**

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

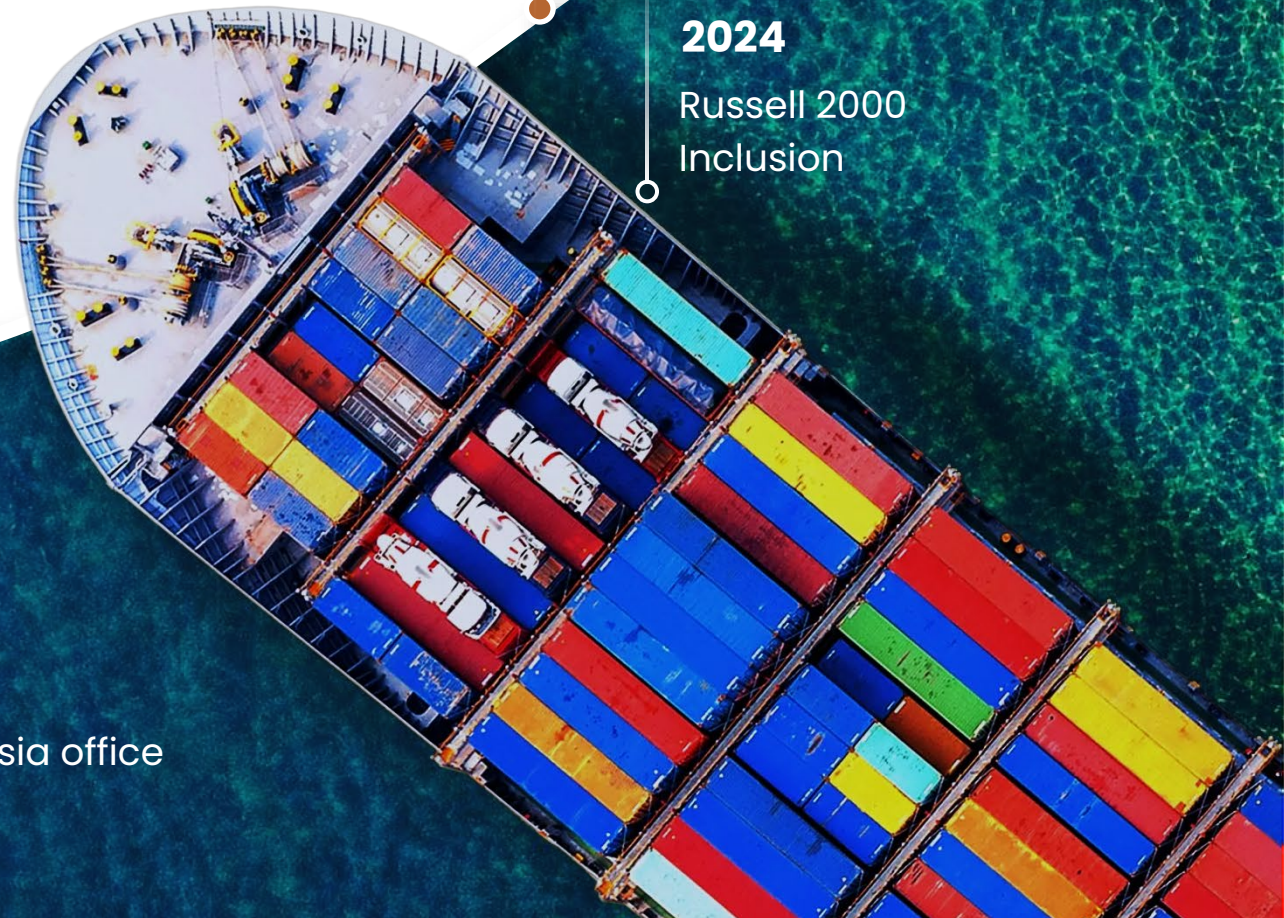


**2024**

Russell 2000 Inclusion

**2026**

Acquisition of





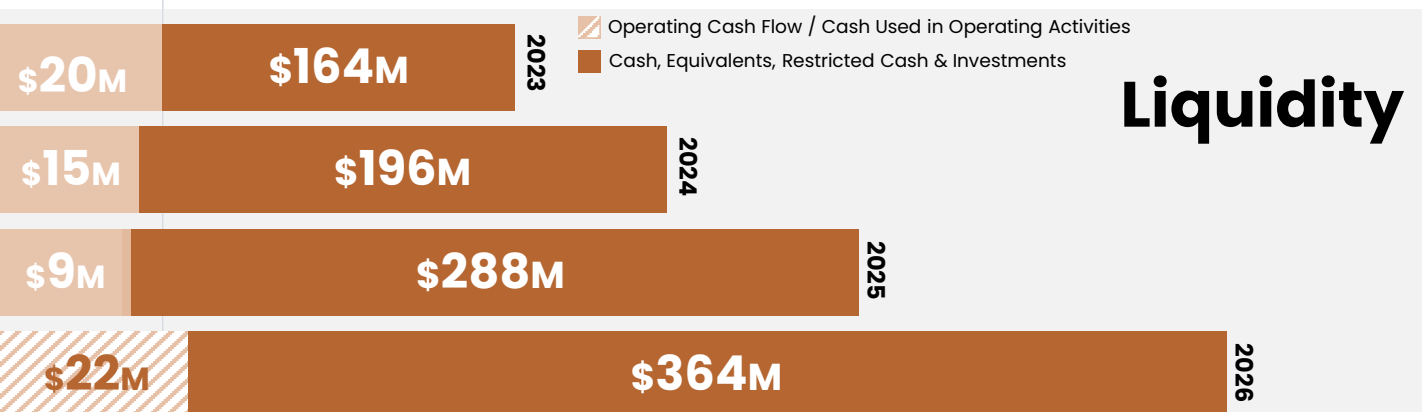
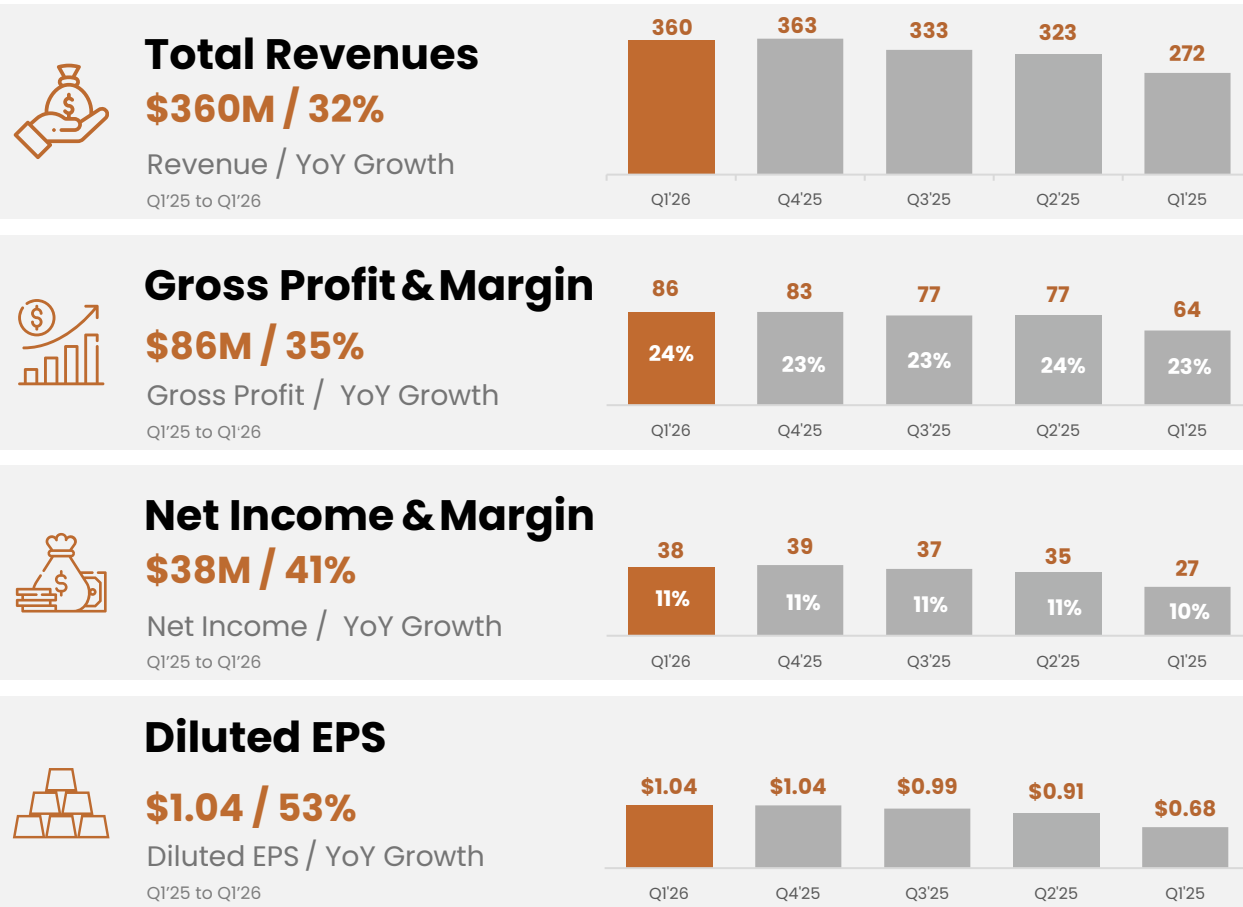
# OUR FINANCIALS



# GigaCloud At A Glance

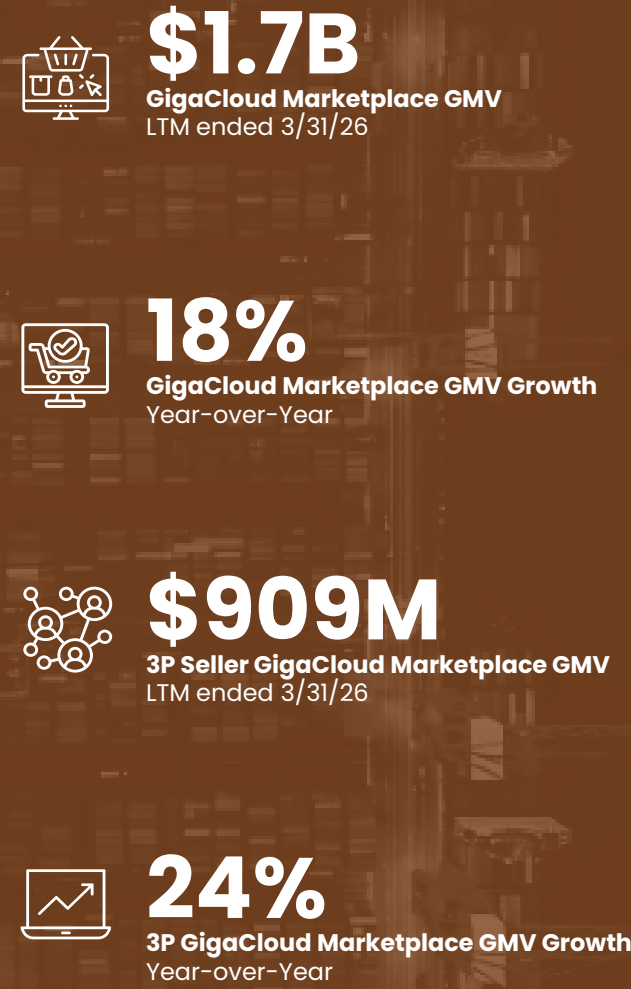
6

## OUR FINANCIALS (\$M)



Liquidity figures represent the three months ended March 31 of each year

## OUR SCALE



## OUR REACH





# 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>\$67M</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

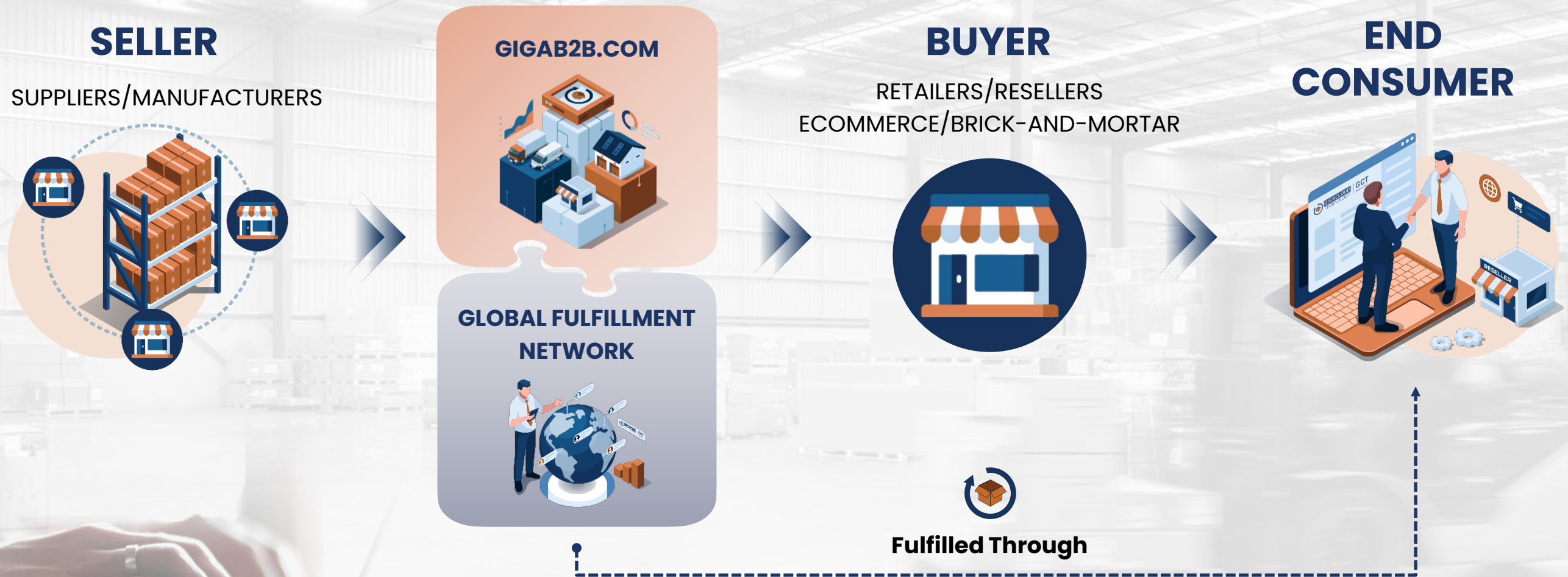
Numerous players and diverse sales channels create a complex environment

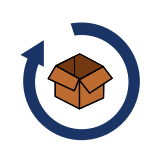


# What is SFR®?

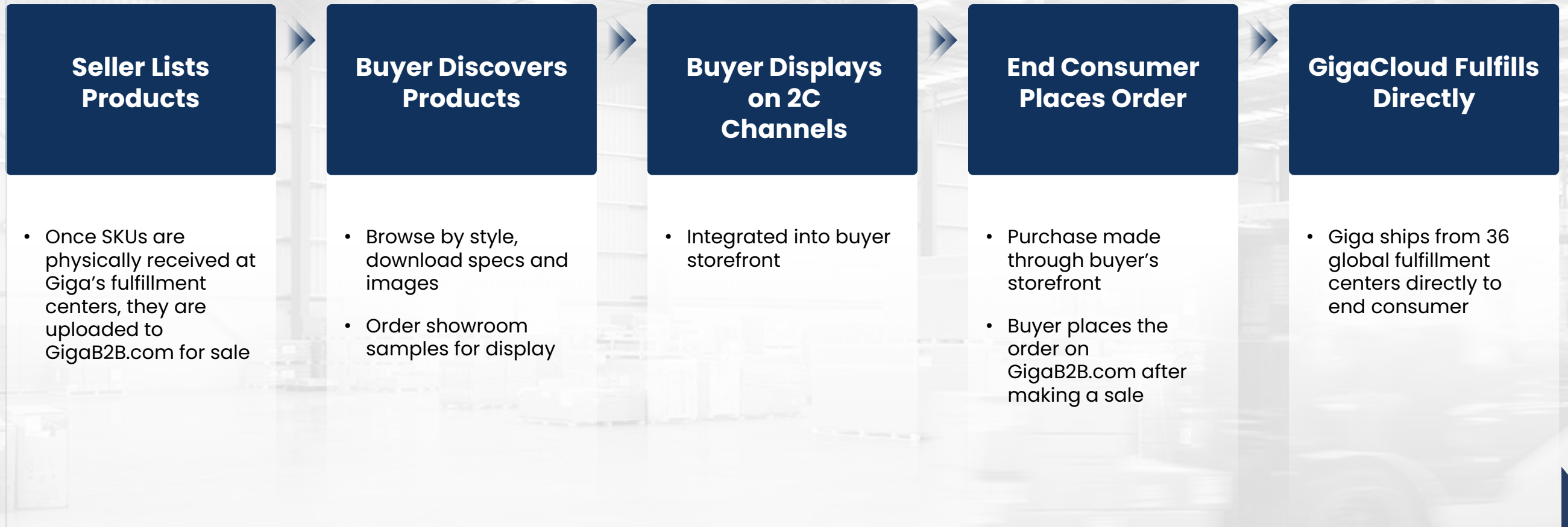
10

**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.





# 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?

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## 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

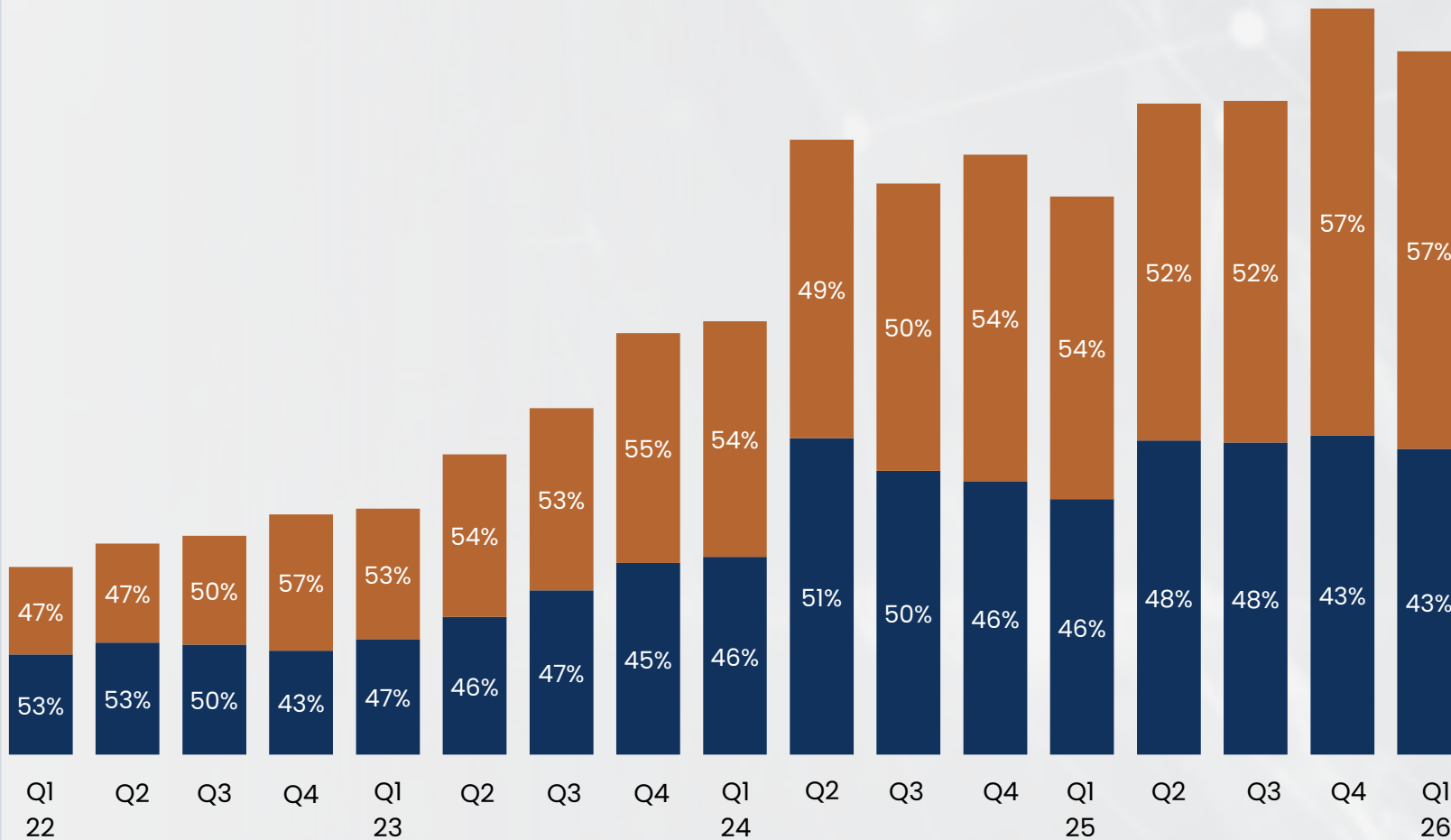
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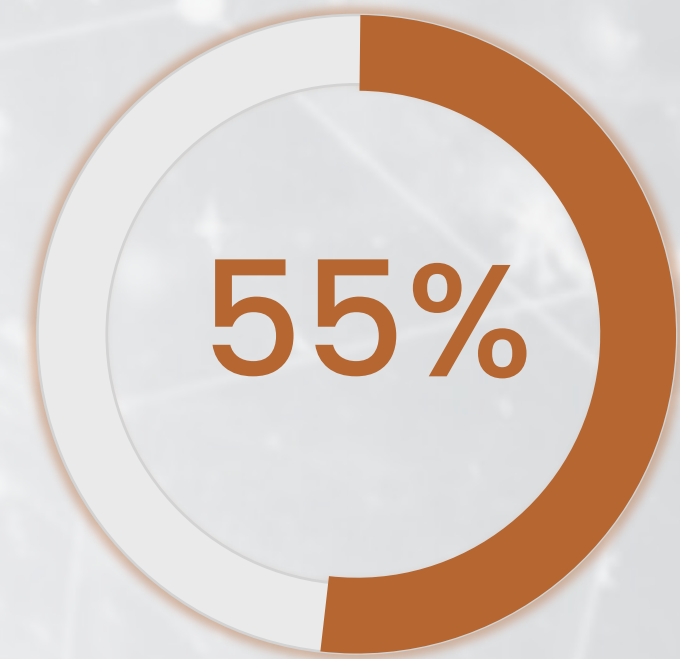
**GigaCloud Marketplace GMV** = Total gross merchandise value of transactions ordered through GigaCloud Marketplace, including 3P and 1P, before deducting value added tax, goods and services tax, shipping charges paid by buyers to sellers, and refunds

## 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  
March 31, 2026

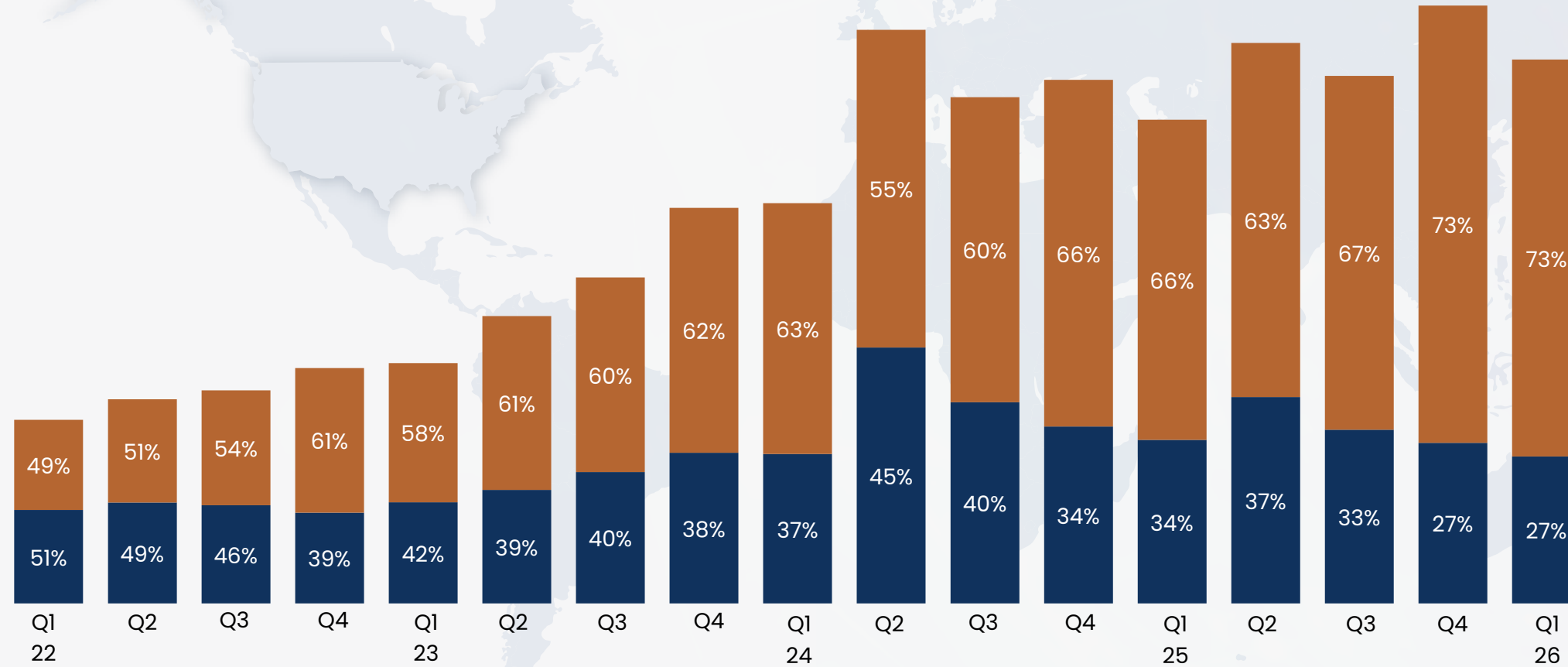


# Lead with 1P, Grow with 3P

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

- 1P Seller GMV
- 3P Seller GMV



May 2026

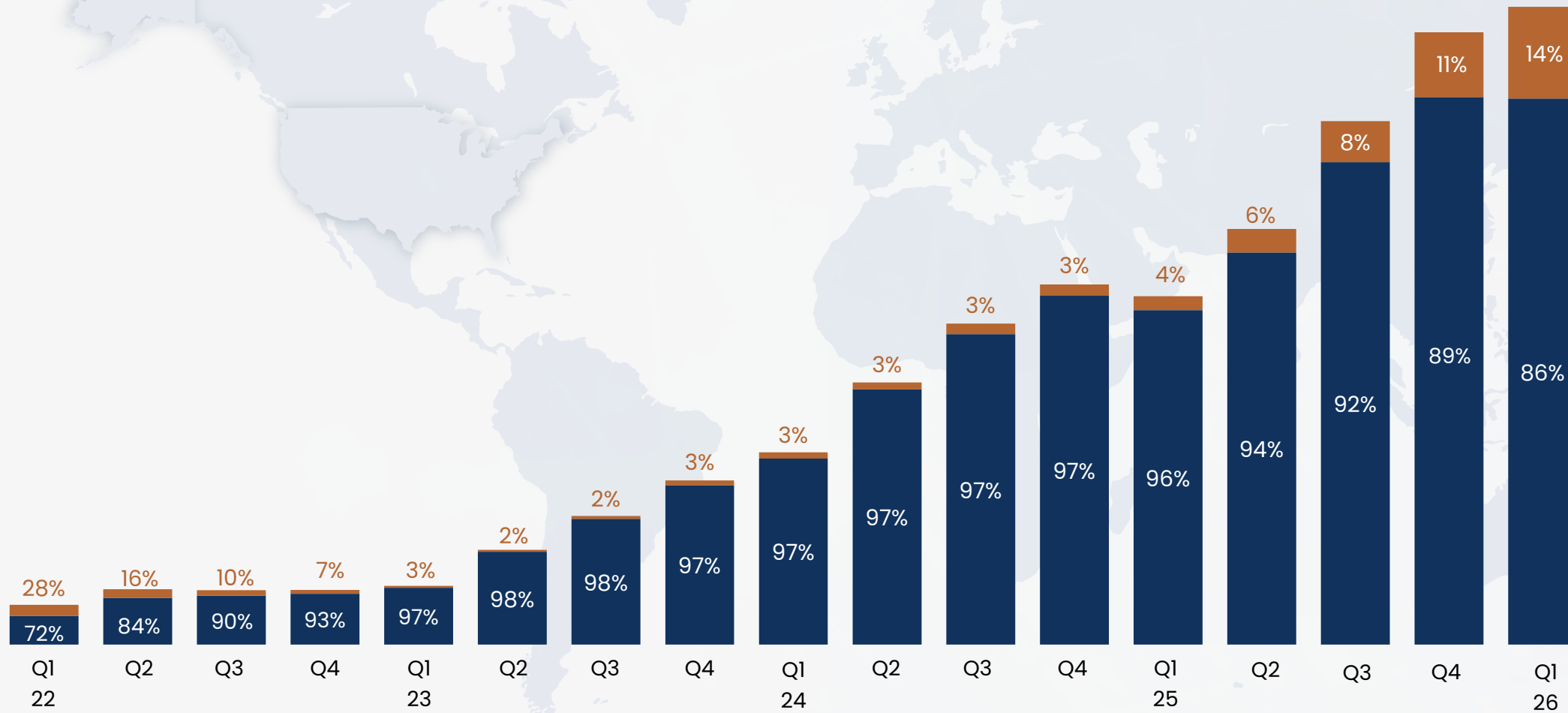


# Lead with 1P, Grow with 3P

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

- 1P Seller GMV
- 3P Seller GMV



May 2026



# OUR MARKETPLACE



# Attractive Active Buyer Trends

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## Q1 2026 KEY STATISTICS

# 12,473

Active Buyers

# \$~133k

Spend per Active Buyer

## KEY BUYER TRENDS

### 01

Buyers who joined in 2025 increased spend from \$8M in Q1'25 to \$99M in Q1'26



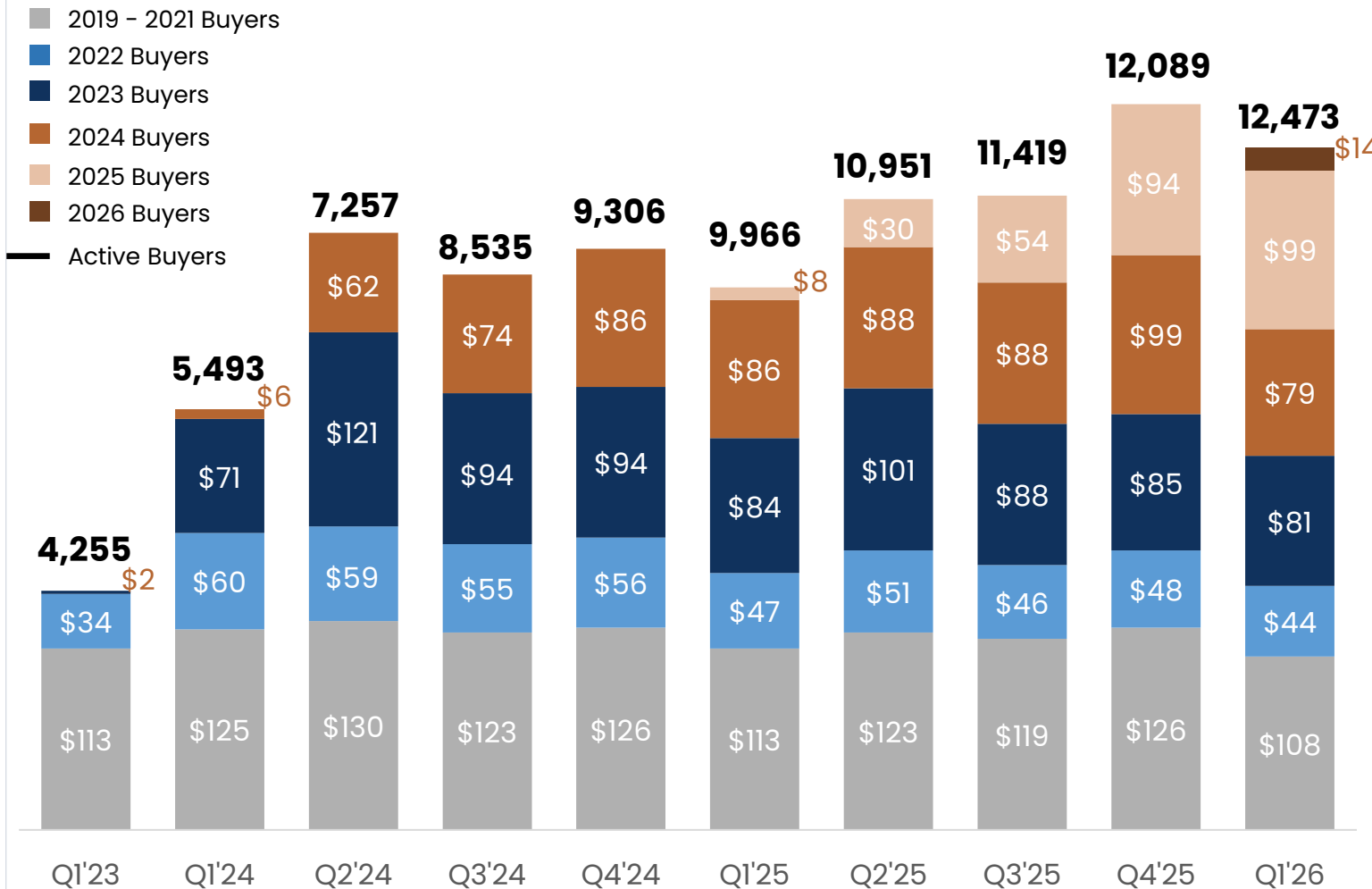
### 02

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)

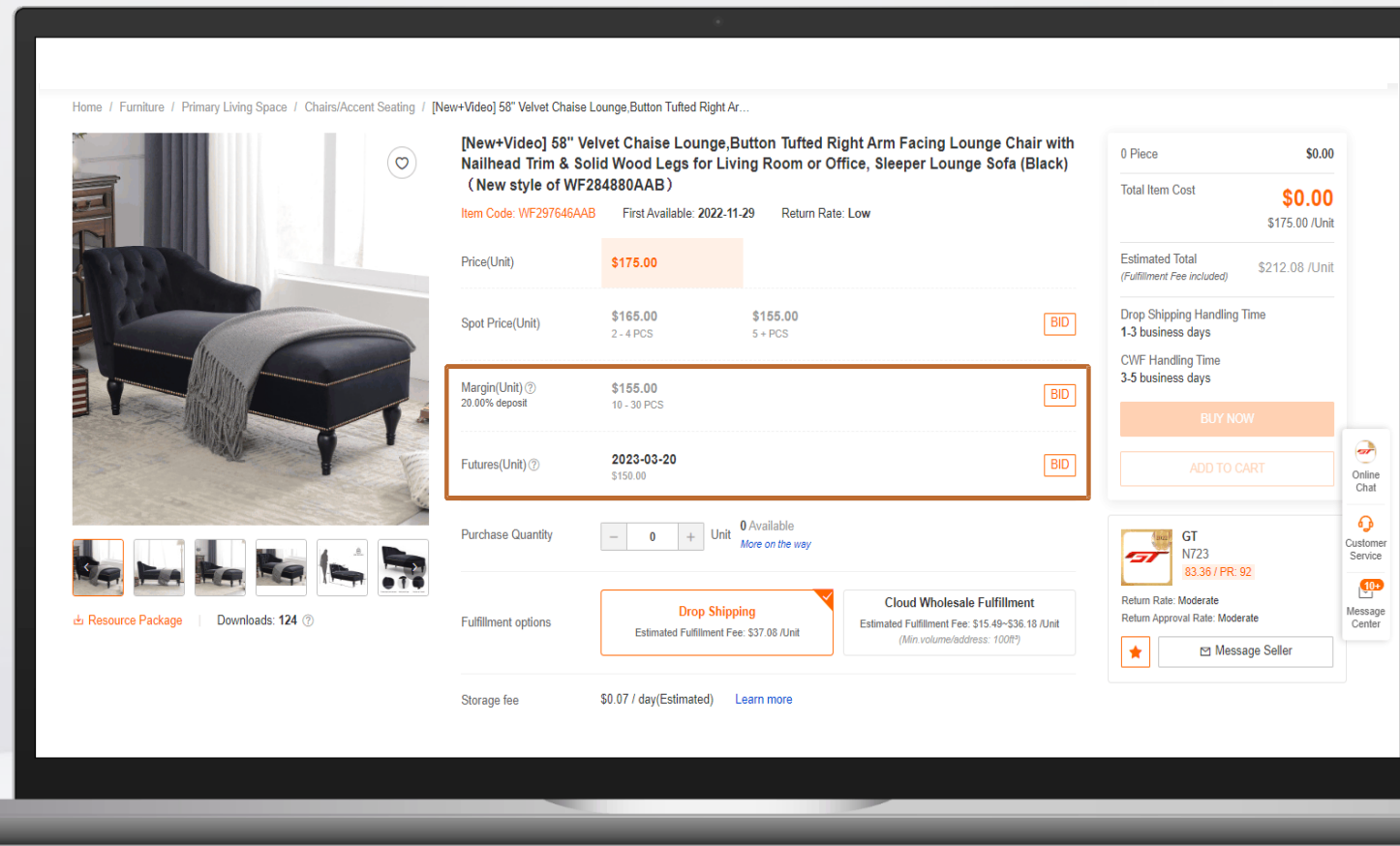


May 2026

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 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

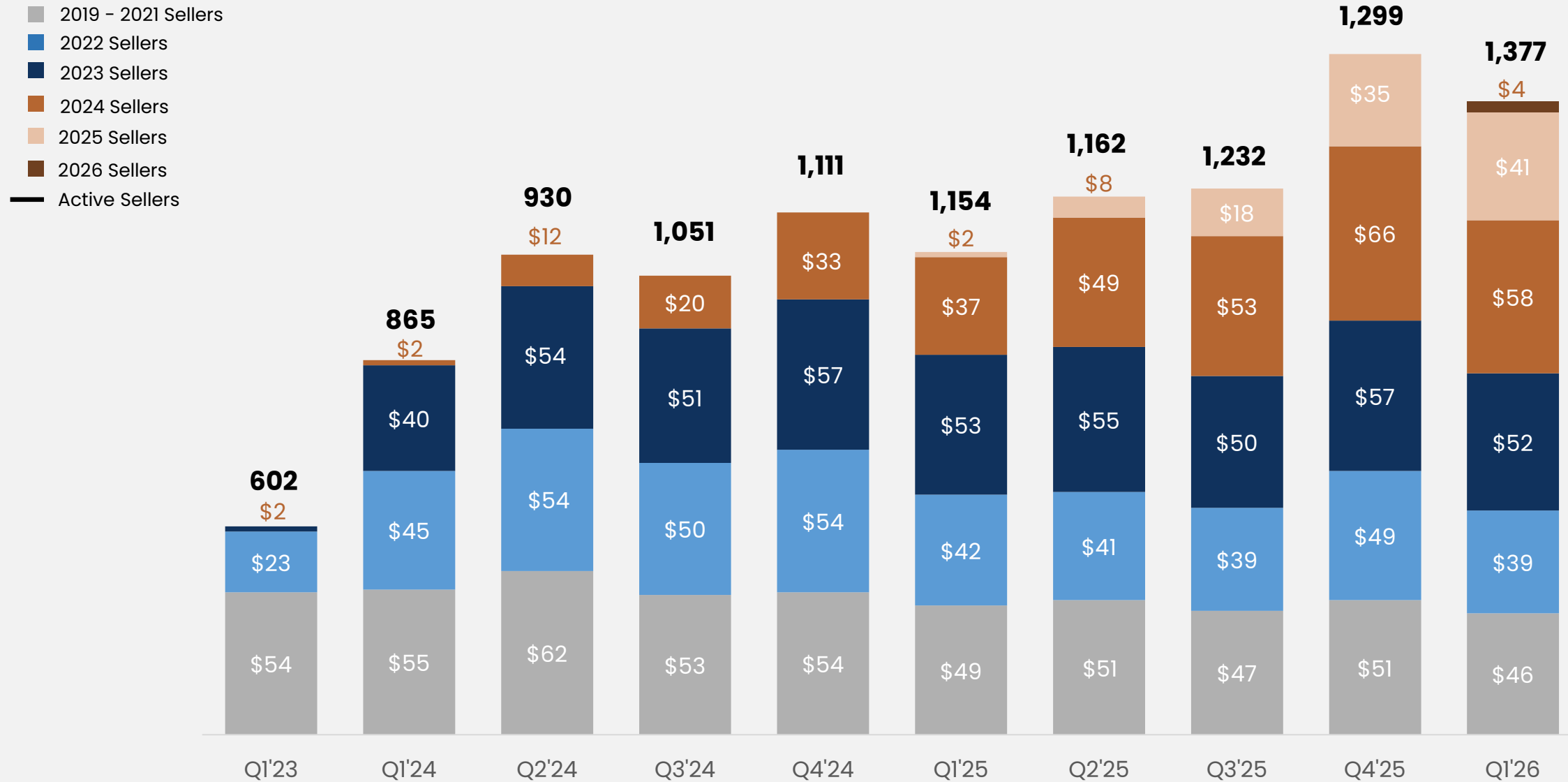


Margin Transaction for Future Goods



# Accelerating Seller Momentum Driving GMV Growth

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



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



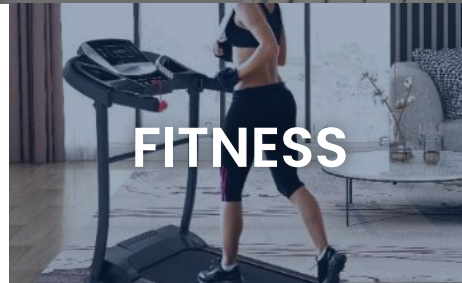
## APPLIANCES

# 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

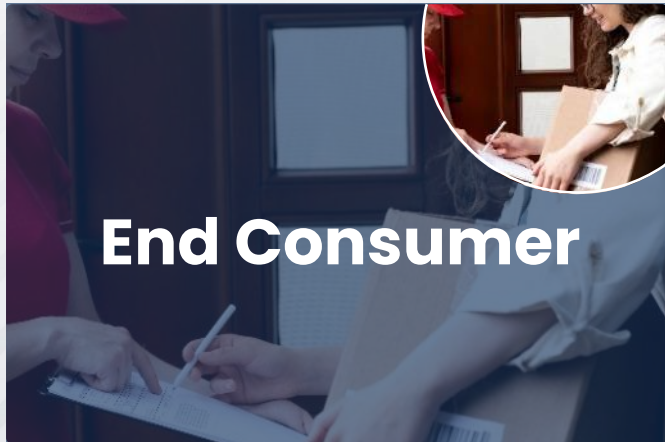
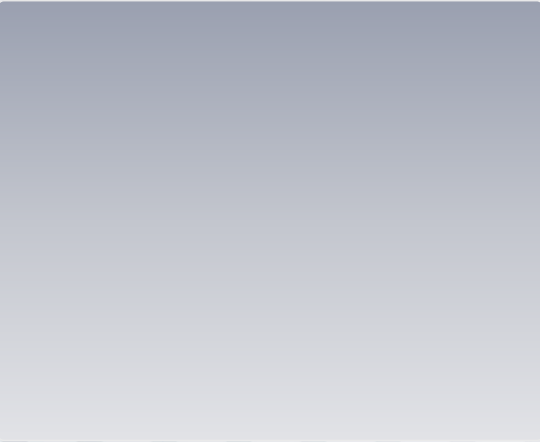
- Travel Accessories
- Home Decoration
- Christmas Trees
- Home Lighting
- Pet Supplies



# SOFTWARE: Tech-Driven Operations

24

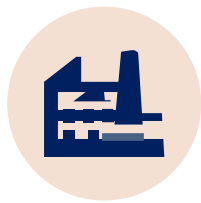
## Data-driven Tech Stack Accelerates Operational Efficiency





# 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

36 facilities in 5 countries

12M sf total unified fulfillment management system





# Our Presence

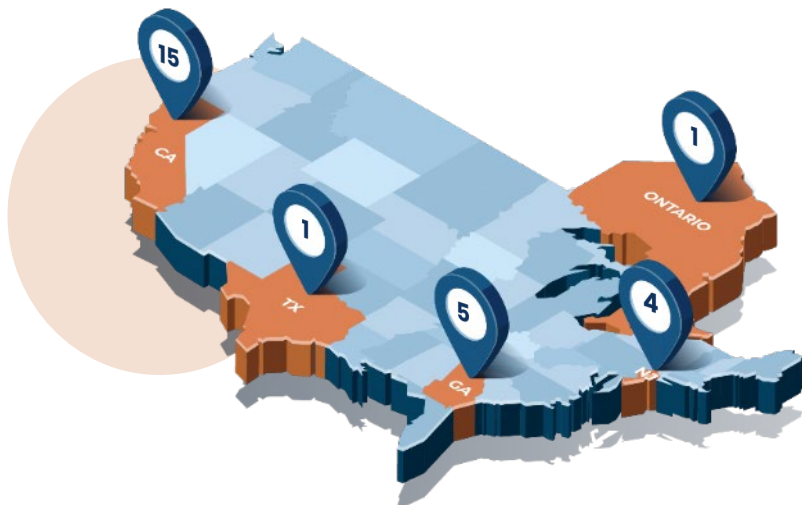
26

## North America Fulfillment

Canada  
USA

### Strategic locations

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



### Key operating centers

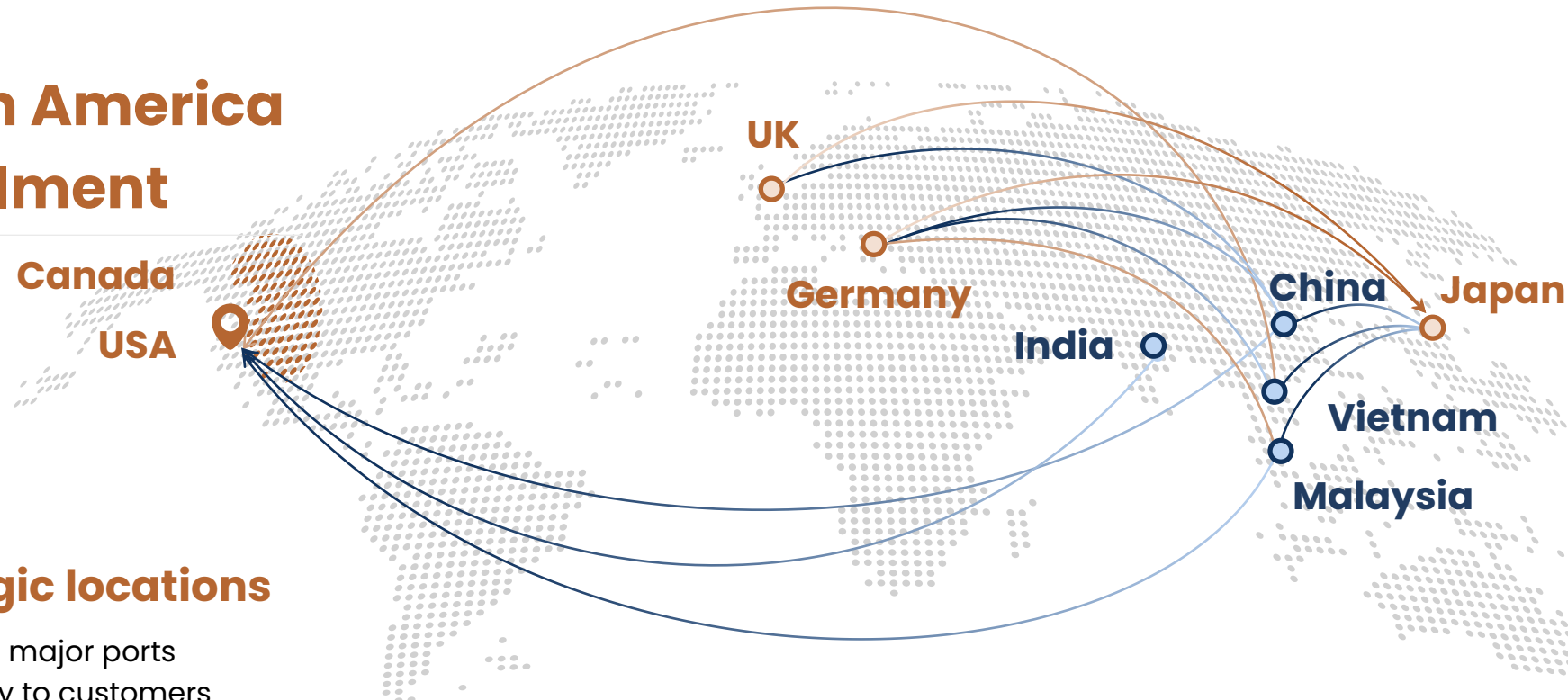
Los Angeles, CA

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



**25**  
fulfillment centers

**7**  
ports of destination



**1**  
fulfillment center

**2**  
ports of destination

## Global Sourcing



**Vietnam**



**Malaysia**



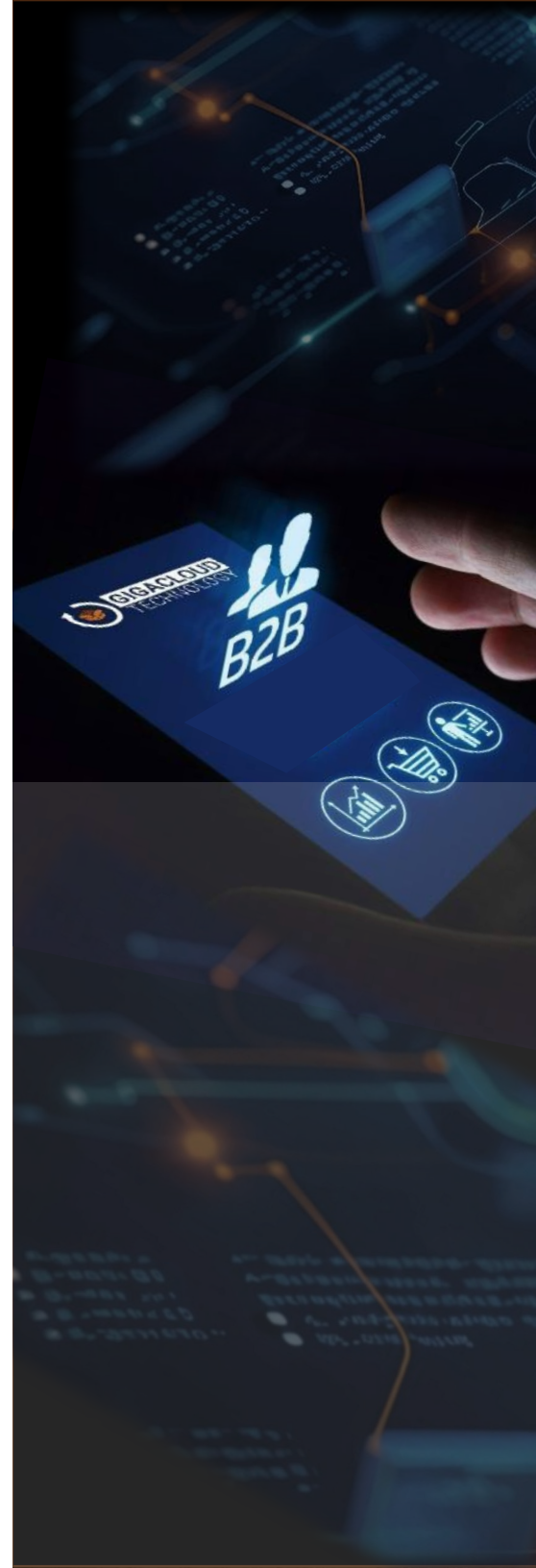
**India**



**China**



**GCT**  
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Thank You