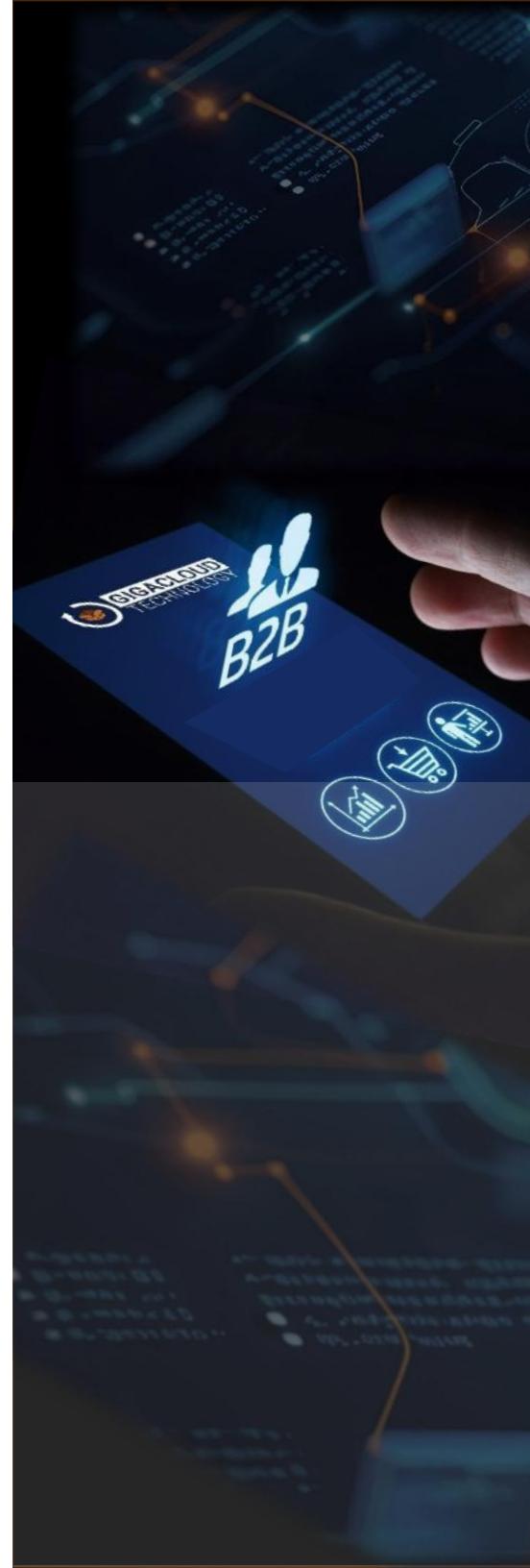




GCT
Nasdaq Listed



Q2'2025 Investor Presentation

August 2025





Disclaimer

2

The information contained in this presentation has been prepared by GigaCloud Technology Inc (the "Company") solely for informational purposes and should not be construed to be, directly or indirectly, in whole or in part, an offer to buy or sell and/or an invitation and/or a recommendation and/or a solicitation of an offer to buy or sell any security or instrument or to participate in any investment or trading strategy, nor shall any part of it form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities or otherwise.

This document does not contain all relevant information relating to the Company or its securities, particularly with respect to the risks and special considerations involved with an investment in the securities of the Company. Nothing contained in this document shall be relied upon as a promise or representation as to the past or future performance of the Company. Past performance does not guarantee or predict future performance.

You acknowledge that any assessment of the Company that may be made by you will be independent of this document and that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

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

2010 - Present

4

2010

Launched our first ecommerce store on Rakuten

Officially entering the Japanese market

2013

Official entry into the U.S. market

2012

Official entry into the U.K. Market

2017

Official entry into the German market

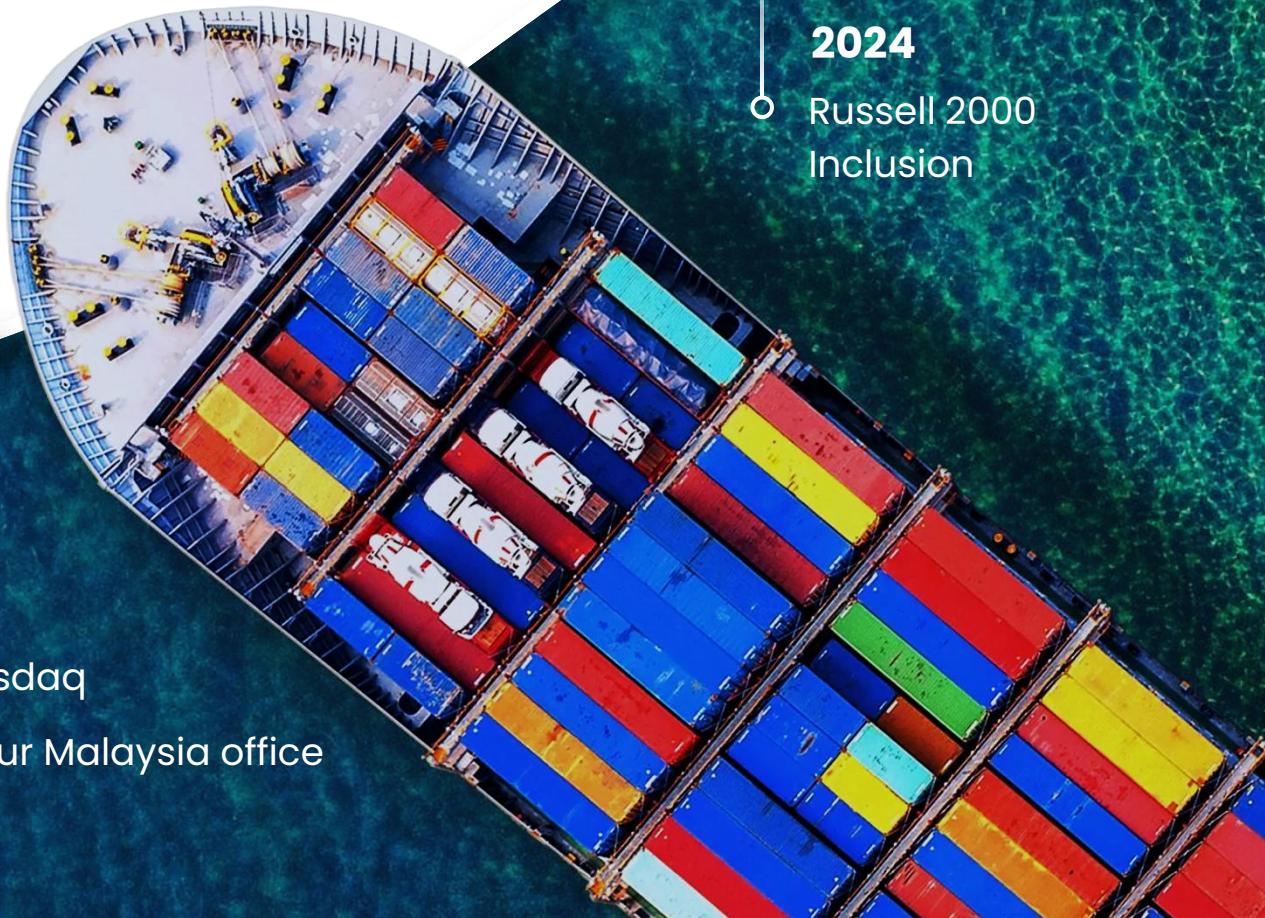
2022

IPO on Nasdaq
Opened our Malaysia office

2023

Acquisitions of

NOBLE HOUSE
HOME FURNISHINGS LLC
wondersign



2024

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



2024

Russell 2000
Inclusion

August 2025



OUR FINANCIALS



GigaCloud At A Glance

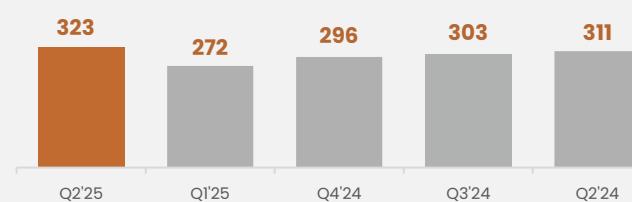
6

OUR FINANCIALS (\$M)

Total Revenues

\$323M / 4%

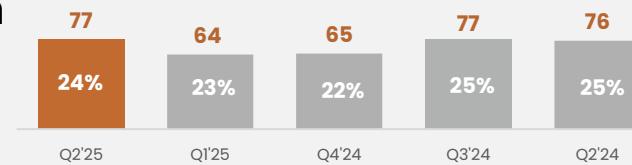
Revenue / YoY Growth
Q2'24 to Q2'25



Gross Profit & Margin

\$77M / 1%

Gross Profit / YoY Growth
Q2'24 to Q2'25



Net Income & Margin

\$35M / 28%

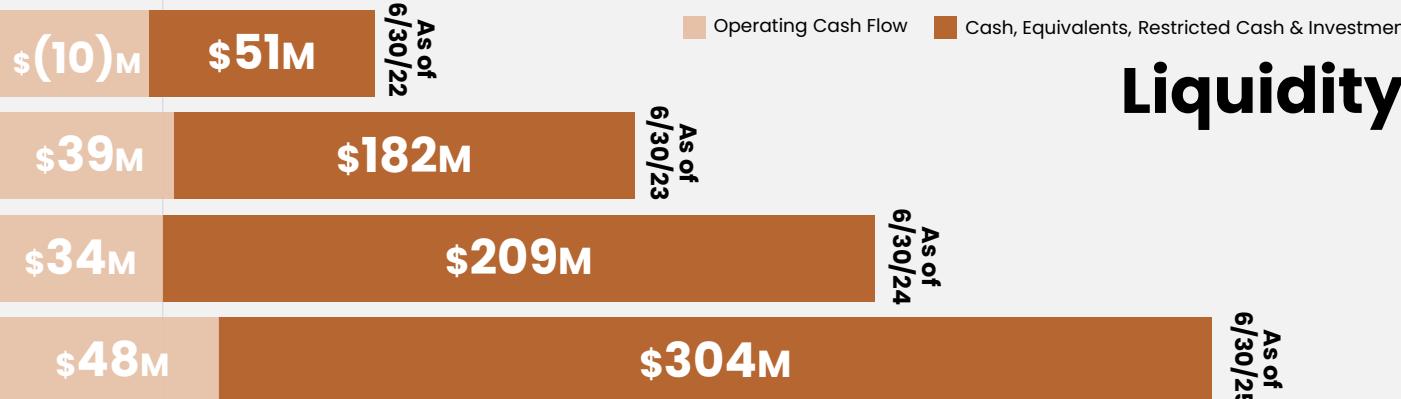
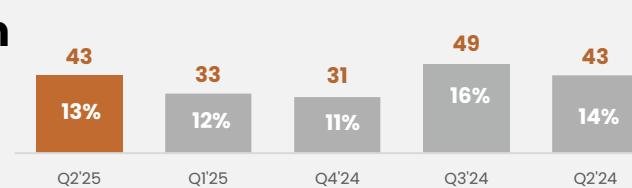
Net Income / YoY Growth
Q2'24 to Q2'25



ADJ. EBITDA & Margin

\$43M / 1%

Adj. EBITDA⁽¹⁾ / Margin⁽²⁾
Q2'24 to Q2'25



Liquidity figures represent the six months ended 6/30 of each year

OUR SCALE



\$1.4B

GigaCloud Marketplace GMV
LTM ended 6/30/25



31%

GigaCloud Marketplace GMV Growth
Year-over-Year



\$758M

3P Seller GigaCloud Marketplace GMV
LTM ended 6/30/25



33%

3P GigaCloud Marketplace GMV Growth
Year-over-Year

OUR REACH



1,162

Active 3P Sellers
LTM ended 6/30/25



25%

Active Seller Growth
Year-over-Year



10,951

Active Buyers
LTM ended 6/30/25



51%

Active Buyer Growth
Year-over-Year



~\$131k

Active Buyer Spend
LTM ended 6/30/25

(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 Capital Allocation

7

○ **\$41M**

**Gross Proceeds
Raised in IPO**

○ **\$87M**

**Acquisitions of
Noble House
&
Wonder**

2022

2023

2024

2025

**in Class A shares
repurchased under
2023 authorization**

○ **\$2M**

**in Class A shares
repurchased under
2024 authorization**

○ **\$69M**



OUR BUSINESS MODEL



Nature of the Furniture Industry

9

Non-standard

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

9

Big & Bulky

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

Fragmented Market

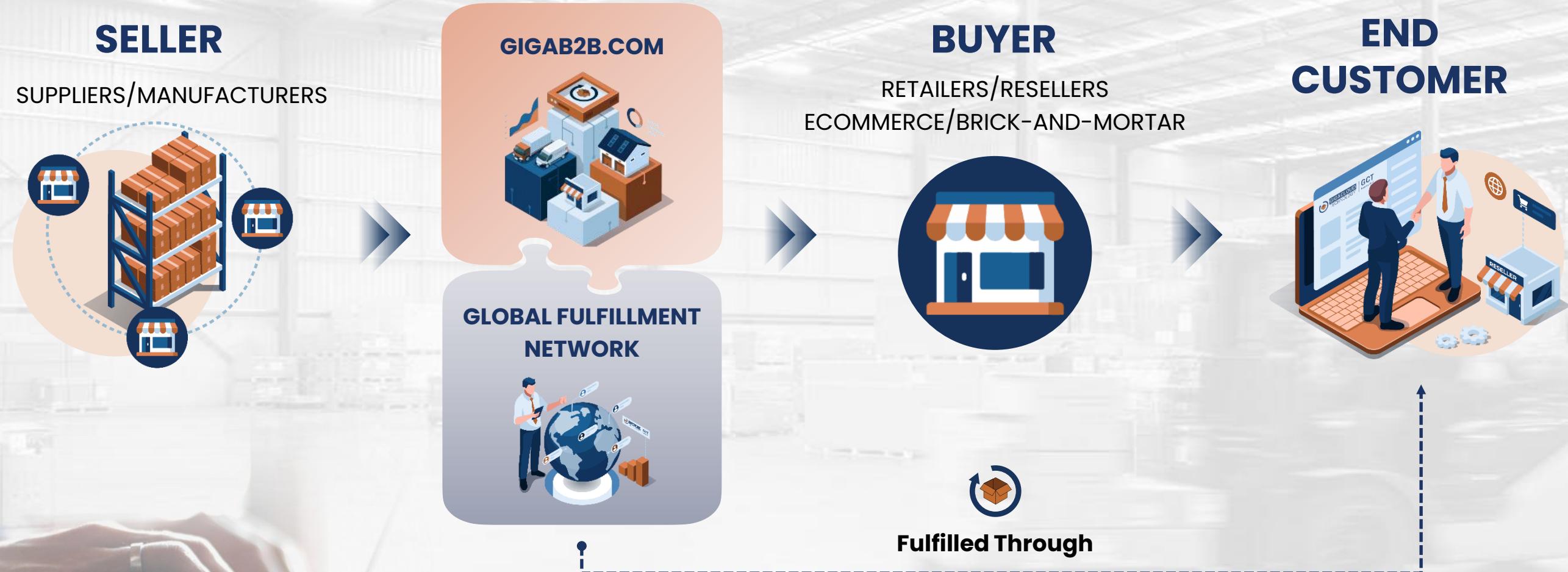
Numerous players and diverse sales channels create a complex environment



What is SFR®?

10

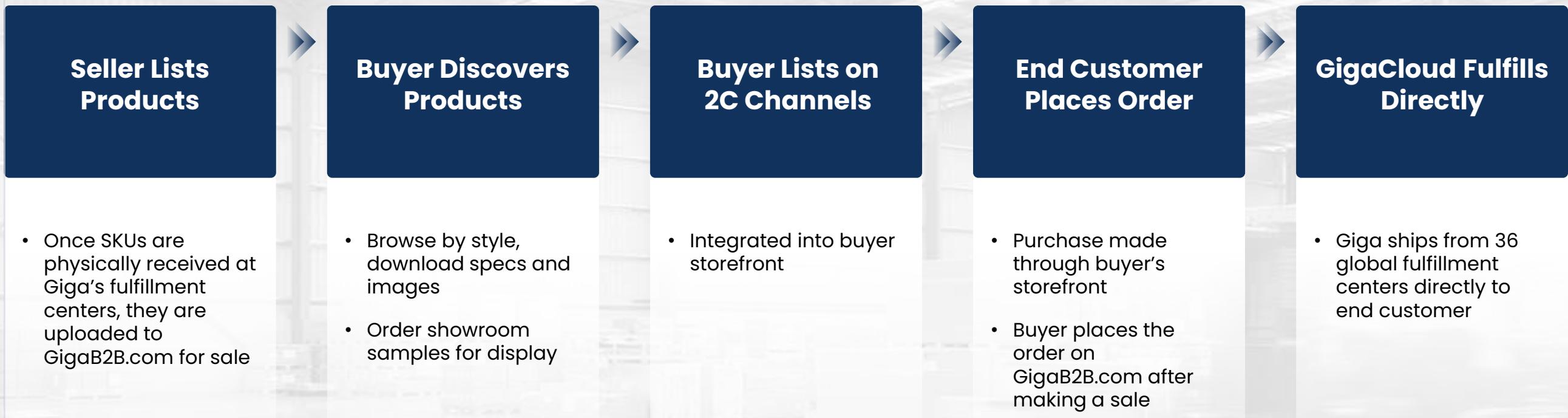
Supplier Fulfilled Retailing® (SFR®): Transforming wholesale trade through reorganizing the supply chain and redefining key roles for a risk- and efficiency-optimized B2B ecosystem.





SFR® in Action

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 Customer
- 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.



EFFICIENCY THROUGH COMPETITION

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



USAGE-BASED

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



EMPOWERED

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

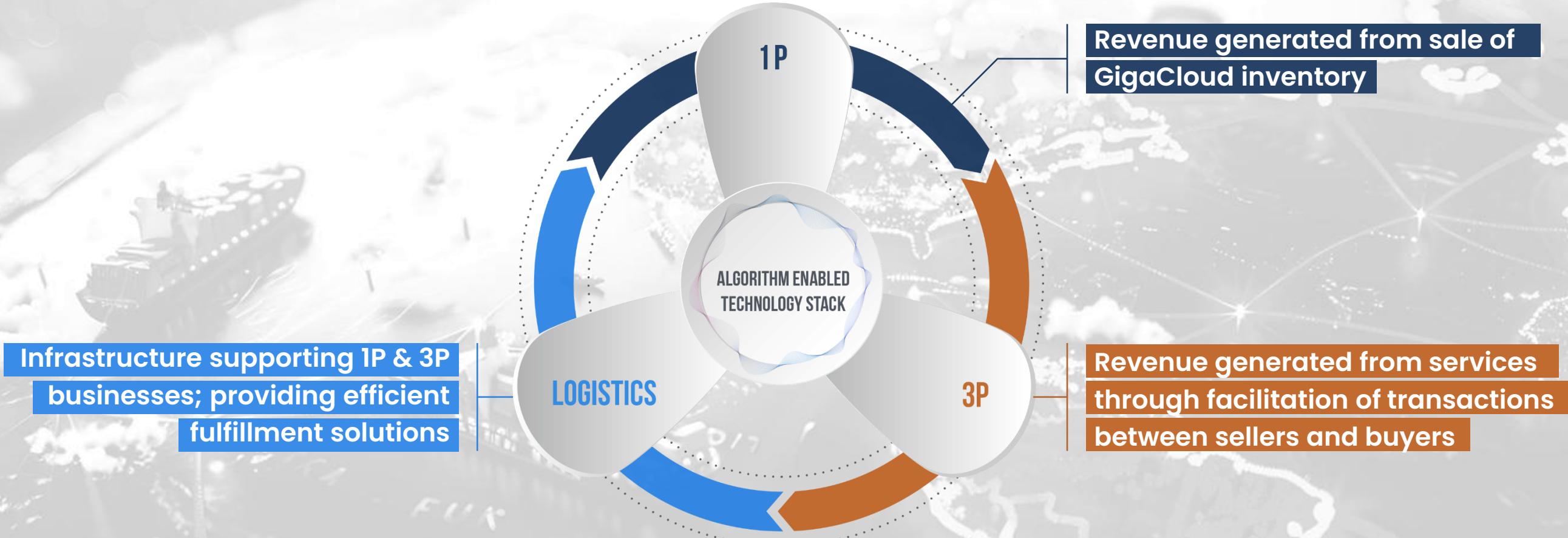


THE GIGACLOUD CYCLE



1P, 3P, and Logistics

15



August 2025

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

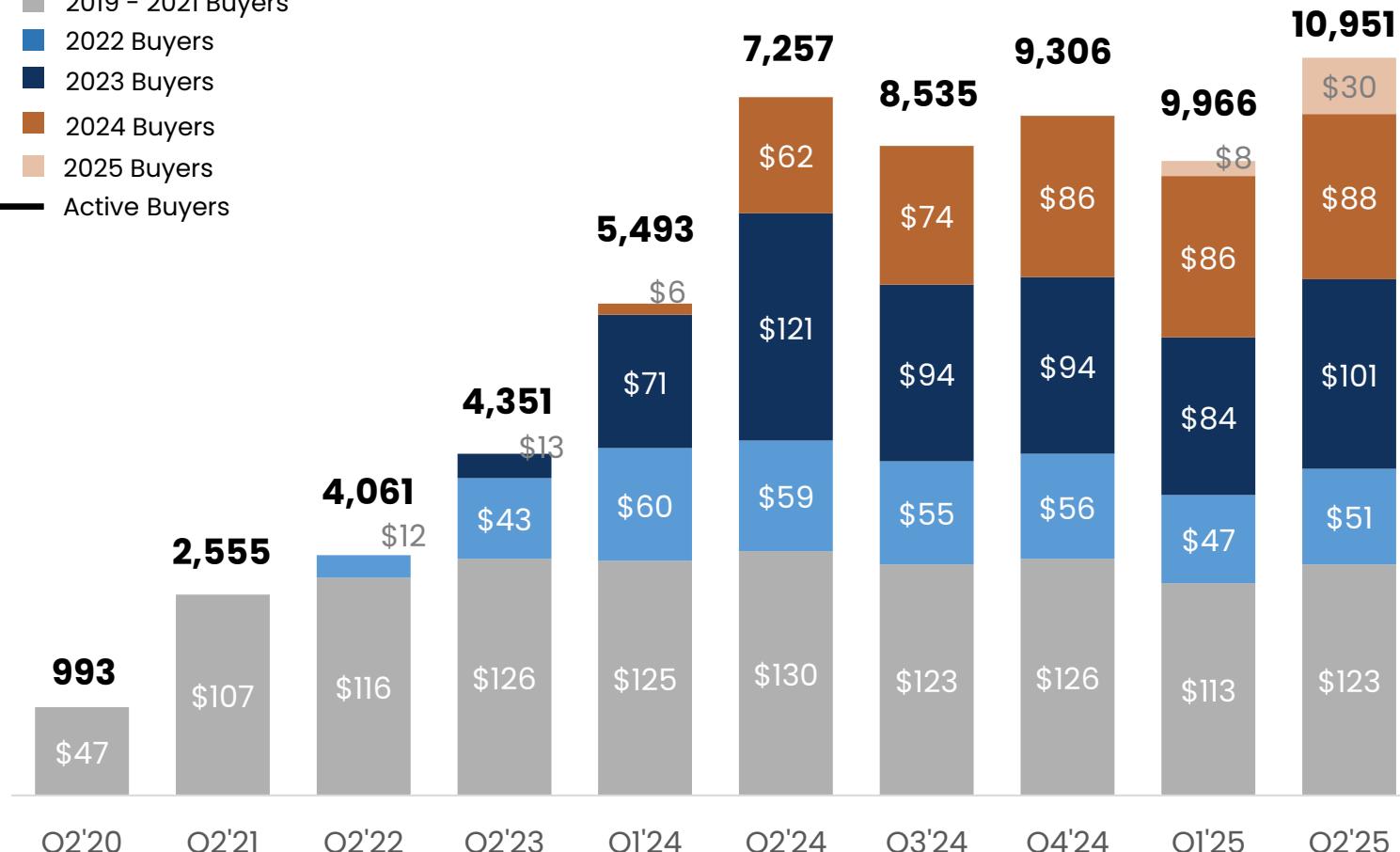


Attractive Active Buyer Trends

17

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

- 2019 – 2021 Buyers
- 2022 Buyers
- 2023 Buyers
- 2024 Buyers
- 2025 Buyers
- Active Buyers



August 2025

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

Q2 2025 KEY STATISTICS

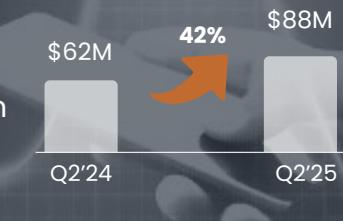
10,951
Active Buyers

\$~131k
Spend per Active Buyer

KEY BUYER TRENDS

01

Buyers who joined in 2024 increased spend from \$62M in Q2'24 to \$88M in Q2'25



02

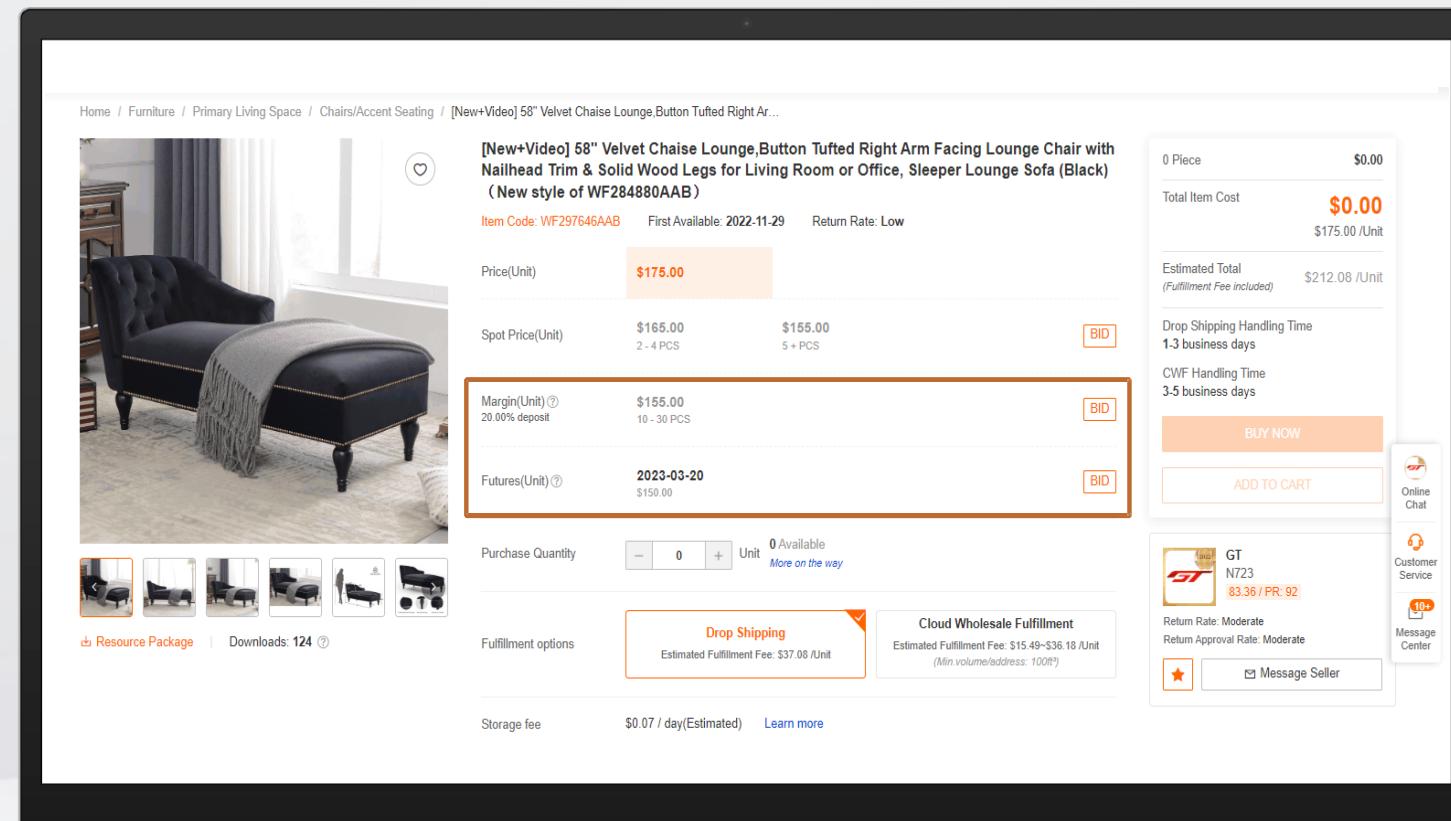
Sustained momentum in buyer spending and engagement through expansion of service offerings and enhancement of logistics capabilities

03

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



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
for Future Goods





Expansive Product Categories

19

- 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

50,000+ 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

20

Data-driven Tech Stack Accelerates Operational Efficiency



Product

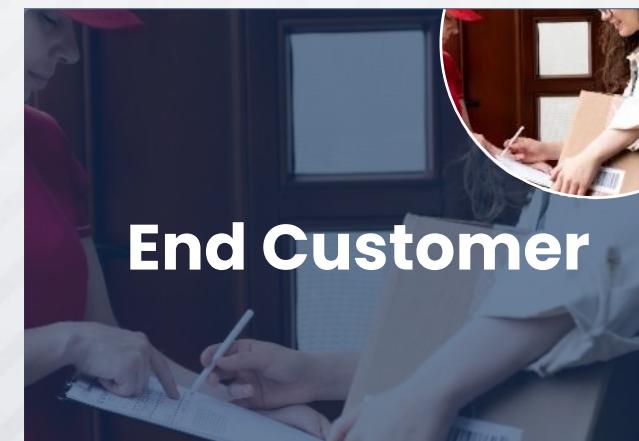


Load Balancing

Advanced Tech
Empowered
Software
Framework



Warehousing



End Customer

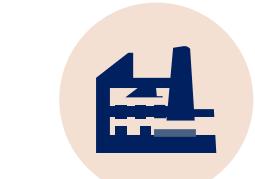


Seller & Buyer



HARDWARE: End-to-End Fulfillment Capabilities

21



Supplier



Reseller



End Customers

Delivery of goods



Cloud storage: Virtual warehousing solution for manufacturers

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

Last mile delivery

Bulky Merchandise Delivery

≥150 lbs

items weighing
over 150 lbs



installation services for
end customers



3 Days

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

Ocean Transportation

16
ports of destination

30,000+
containers annually

As of 12/31/2024

Extensive Trucking Network



Partnership with all major trucking
and freight service providers

Global Fulfillment Network

36
facilities in 5 countries

10.7 M+ sf total
unified fulfillment management system





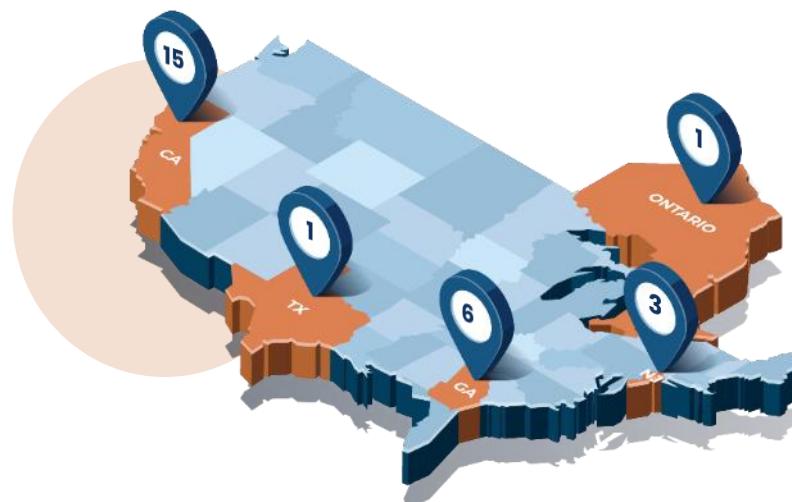
Our Presence

22

North America Fulfillment

Strategic locations

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



Global Reach



1
fulfillment center

2
ports of destination



5
fulfillment centers

4
ports of destination



4
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

Key operating centers

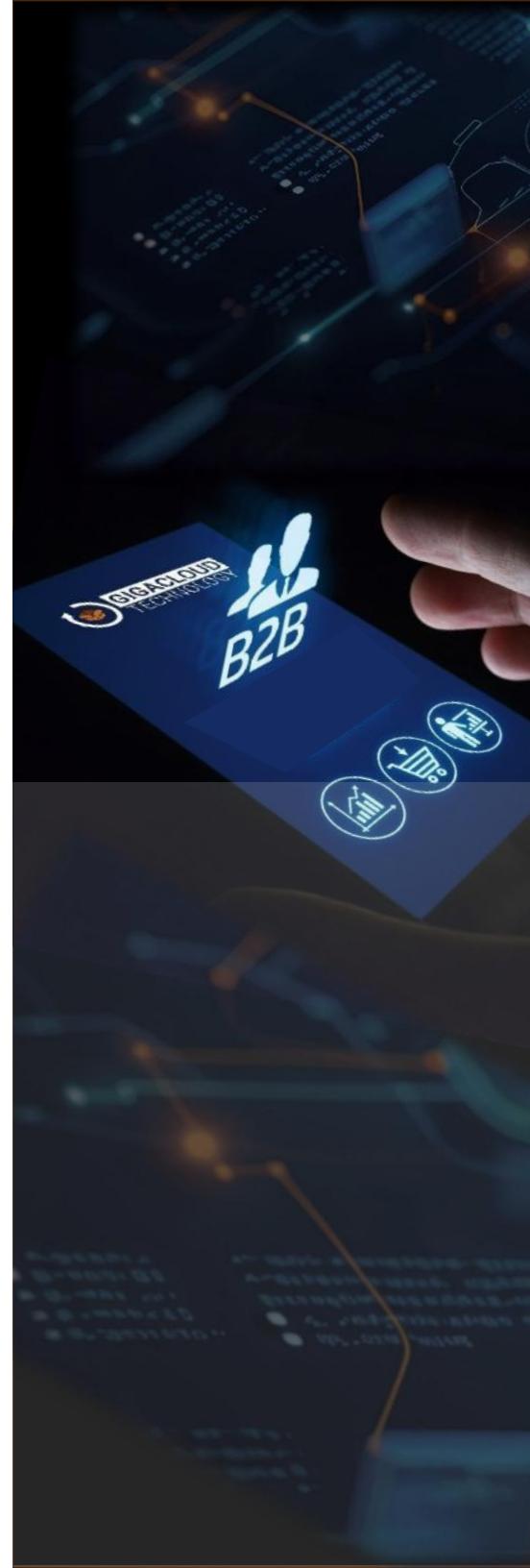
Los Angeles

Atlanta

New Jersey



GCT
Nasdaq Listed



Thank You

