



GCT
NasdaqListed

Q2'2025 Investor Presentation

August 2025





Disclaimer

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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



Our History

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



OUR FINANCIALS



GigaCloud At A Glance

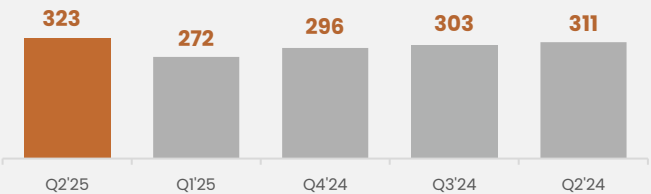
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OUR FINANCIALS (\$M)



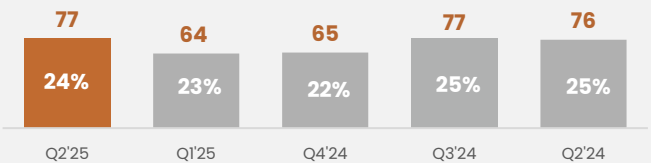
Total Revenues
\$323M / 4%

Revenue / YoY Growth
Q2'24 to Q2'25



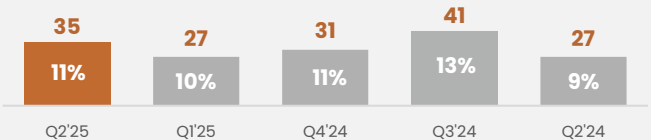
Gross Profit & Margin
\$77M / 1%

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



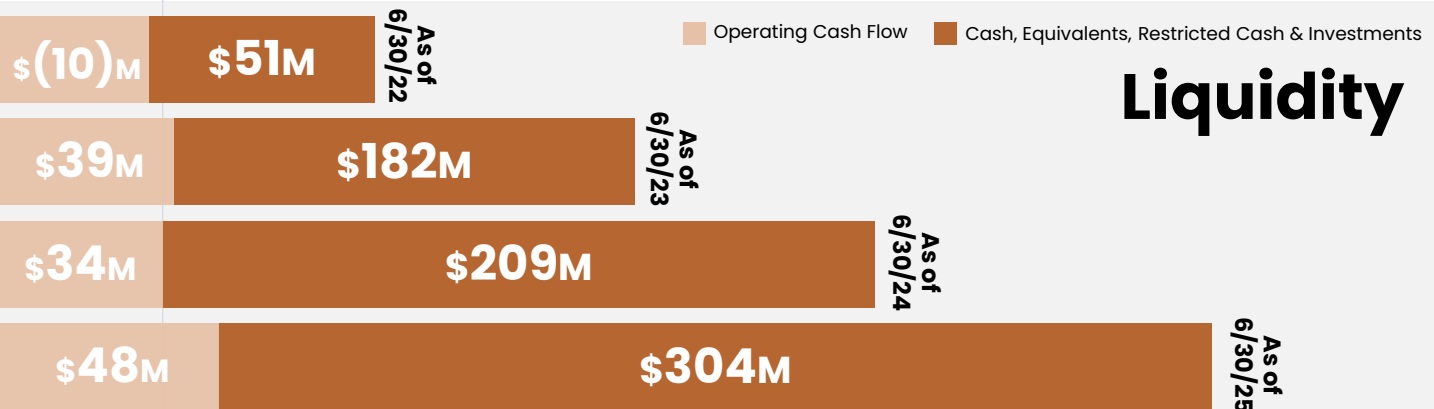
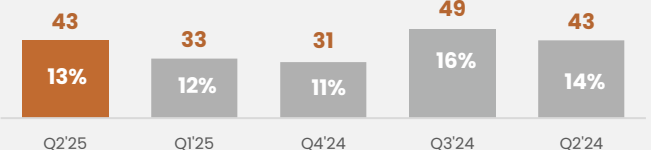
Net Income & Margin
\$35M / 28%

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

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

 **\$41M**

Gross Proceeds
Raised in IPO

 **\$87M**

Acquisitions of
Noble House
&
Wonder



 **\$2M**

in Class A shares
repurchased under
2023 authorization

 **\$69M**

in Class A shares
repurchased under
2024 authorization



OUR BUSINESS MODEL



Nature of the Furniture Industry

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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

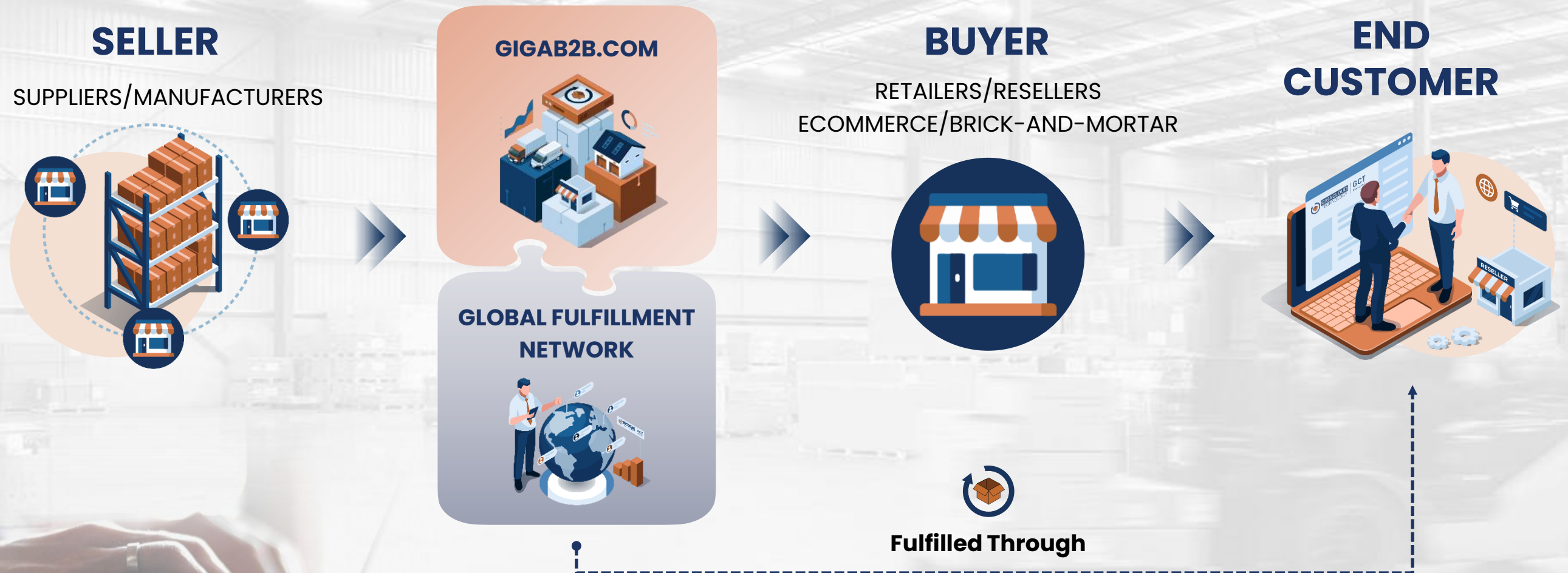
Numerous players and diverse sales channels create a complex environment



What is SFR®?

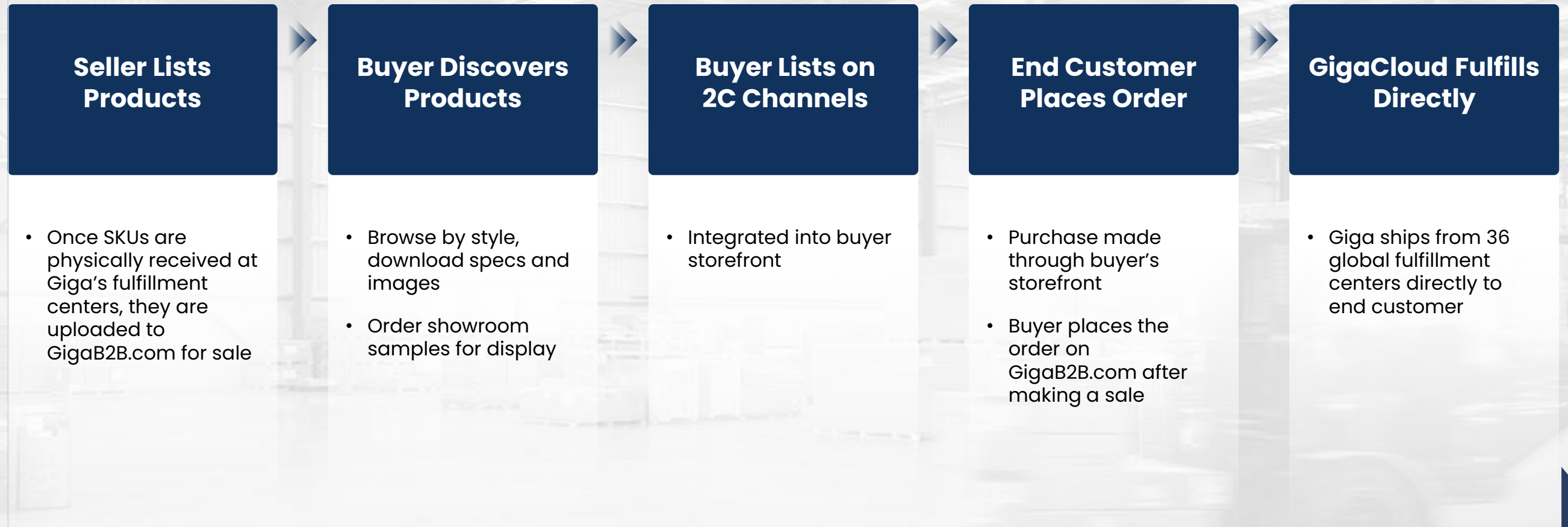
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Supplier Fulfilled Retailing® (SFR®): Transforming wholesale trade through reorganizing the supply chain and redefining key roles for a risk- and efficiency-optimized B2B ecosystem.





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?

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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.

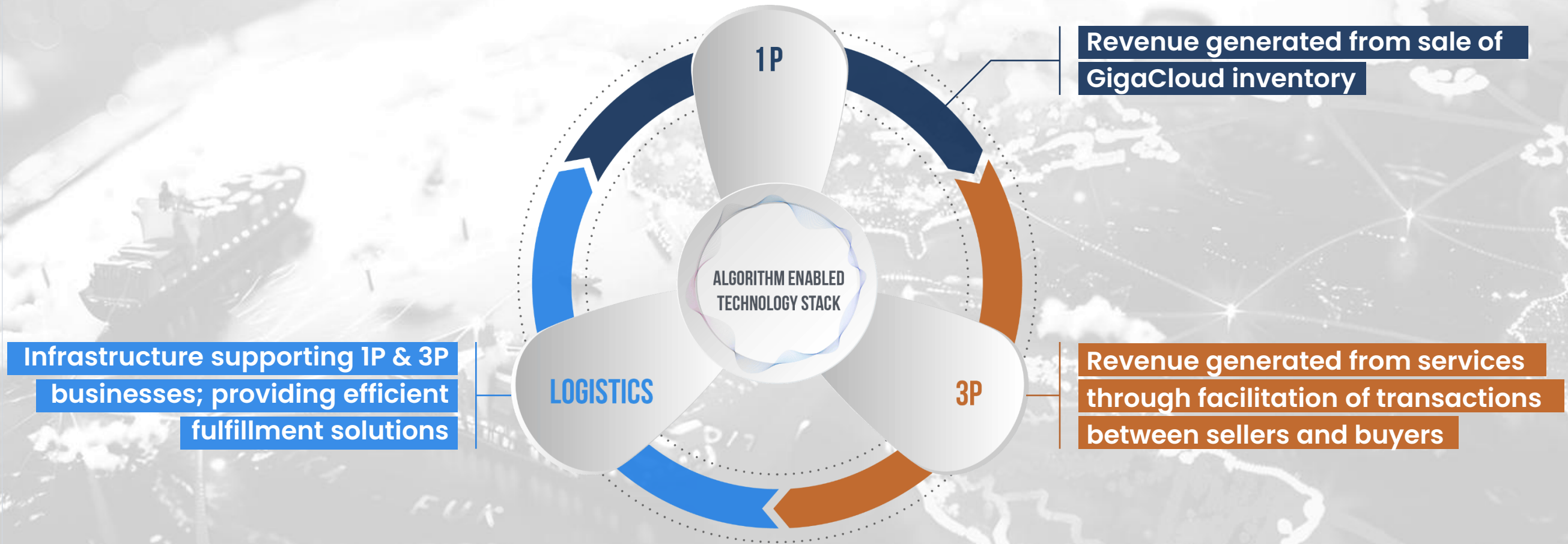


THE GIGACLOUD CYCLE



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



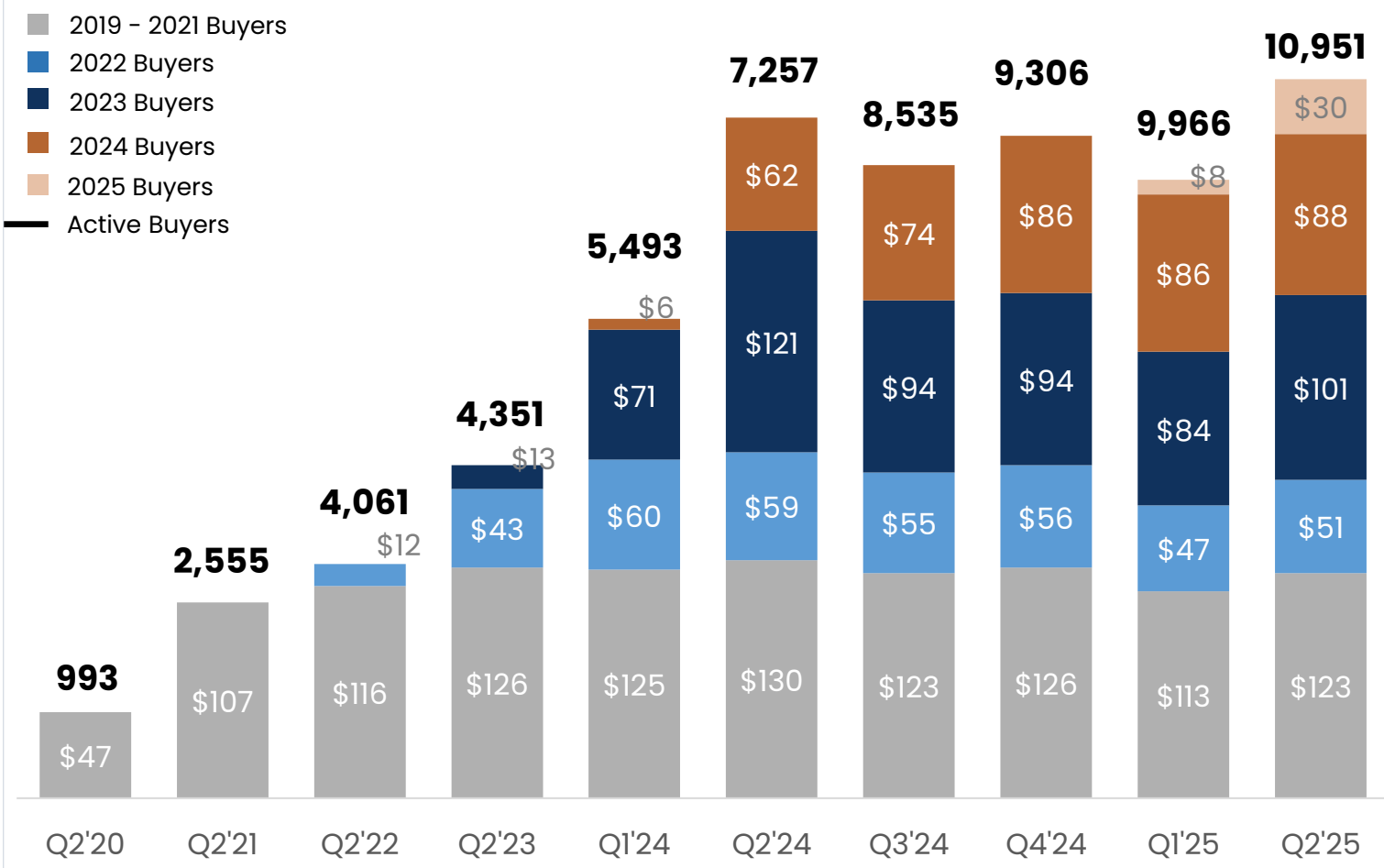
OUR MARKETPLACE



Attractive Active Buyer Trends

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



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

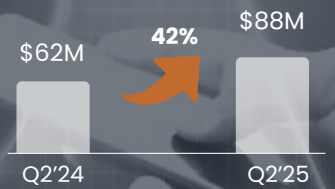
10,951
Active Buyers

\$~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

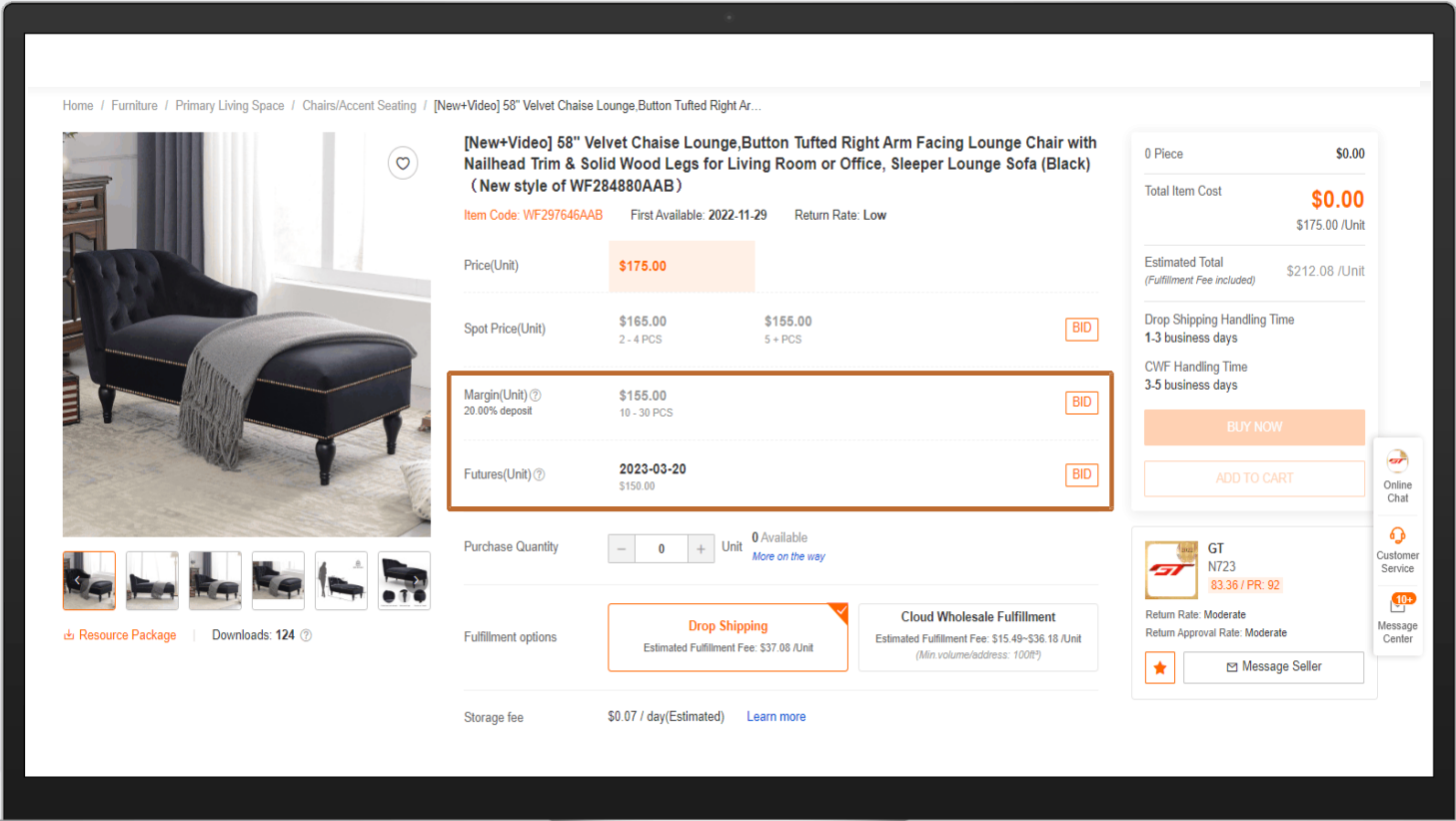
Sustained momentum in buyer spending and engagement through expansion of service offerings and enhancement of logistics capabilities

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



Margin Transaction for Future Goods



Expansive Product Categories

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



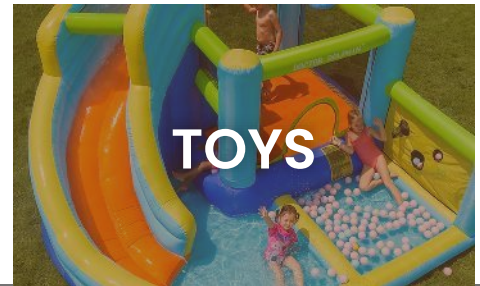
GARDENING

- 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



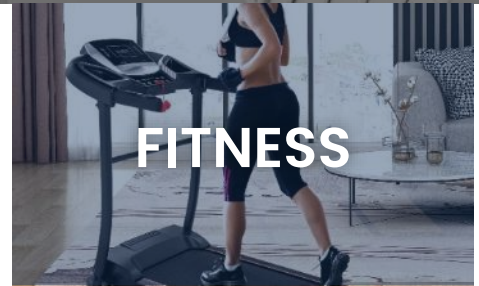
APPLIANCES

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

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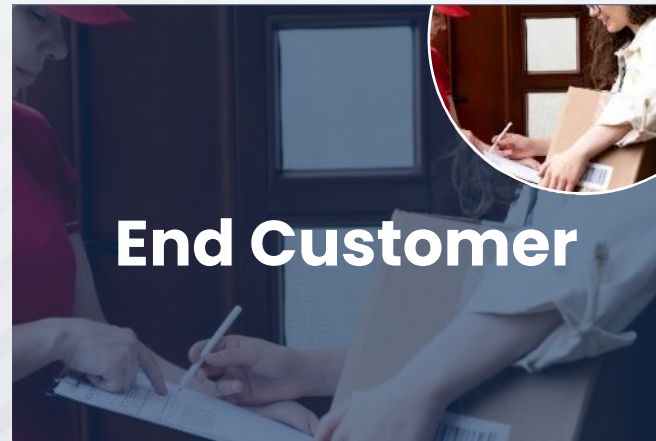
SOFTWARE: Tech-Driven Operations

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Data-driven Tech Stack Accelerates Operational Efficiency



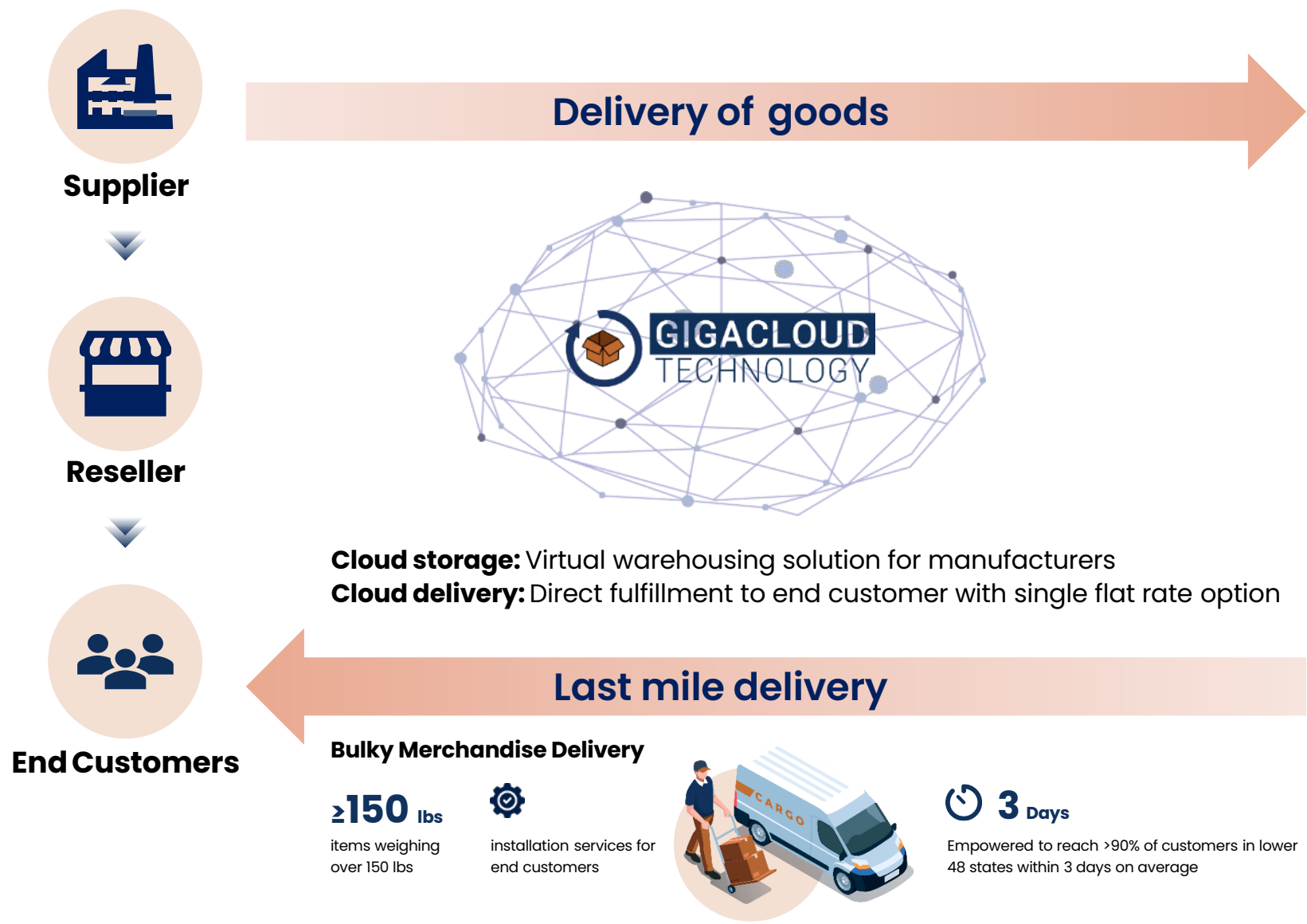
**Advanced Tech
Empowered
Software
Framework**





HARDWARE: End-to-End Fulfillment Capabilities

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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 **10.7M+ sf total** unified fulfillment management system



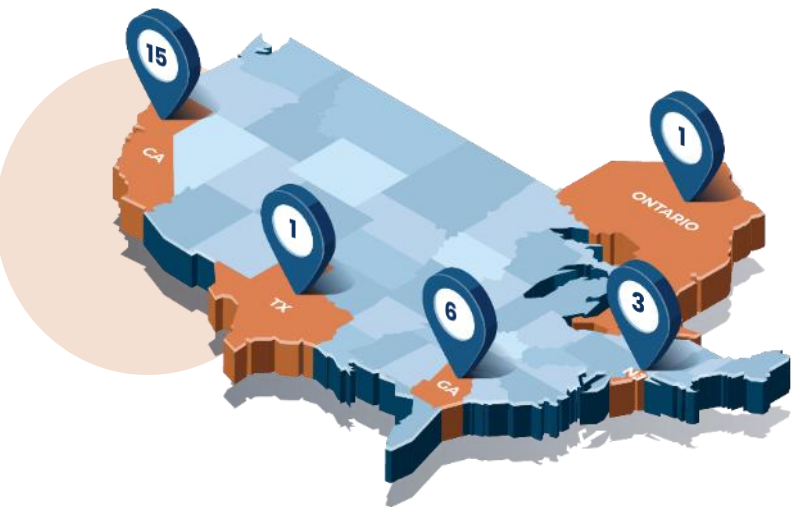
Our Presence

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North America Fulfillment

Strategic locations

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



August 2025



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
NasdaqListed

Thank You

