

# SPS Commerce

Investor Presentation

Q1'19

# Forward-looking statements

This presentation contains forward-looking statements, including information about management's view of SPS Commerce's future expectations, plans and prospects, including our views regarding future execution within our business, the opportunity we see in the retail supply chain world and our future performance, within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. These statements involve known and unknown risks, uncertainties and other factors which may cause the results of SPS Commerce to be materially different than those expressed or implied in such statements. Certain of these risk factors and others are included in documents SPS Commerce files with the Securities and Exchange Commission, including but not limited to, SPS Commerce's Annual Report on Form 10-K for the year ended December 31, 2018, as well as subsequent reports filed with the Securities and Exchange Commission. Other unknown or unpredictable factors also could have material adverse effects on SPS Commerce's future results. The forward-looking statements included in this presentation are made only as of the date hereof. SPS Commerce cannot guarantee future results, levels of activity, performance or achievements. Accordingly, you should not place undue reliance on these forward-looking statements. Finally, SPS Commerce expressly disclaims any intent or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

# SPS Commerce

We power the world's largest cloud retail network. Our solutions drive retail transformation and efficiencies to over 80,000 customers worldwide.

# investment highlights

1. Power of our retail network
2. Industry evolution fuels growth
3. Multiple growth opportunities
4. Strong profit growth while investing for the future
5. Multi-billion dollar global opportunity

# The power of the network



Retailers include brick-and-mortar stores, retailer ecommerce sites, ecommerce-only retailers, and online marketplaces. Within these categories we work with retailers, distributors, and suppliers.

# Industry evolution fuels growth

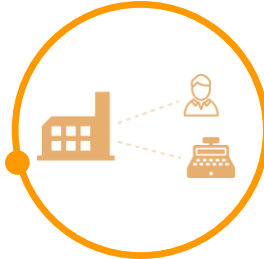
Adopting the  
cloud



Embracing  
omnichannel



Streamlining  
fulfillment



Increasing  
collaboration



# Retail Network

## BUSINESS APPLICATIONS



SOURCING



ASSORTMENT



FULLFILLMENT



ANALYTICS



COMMUNITY



DEV  
CENTER



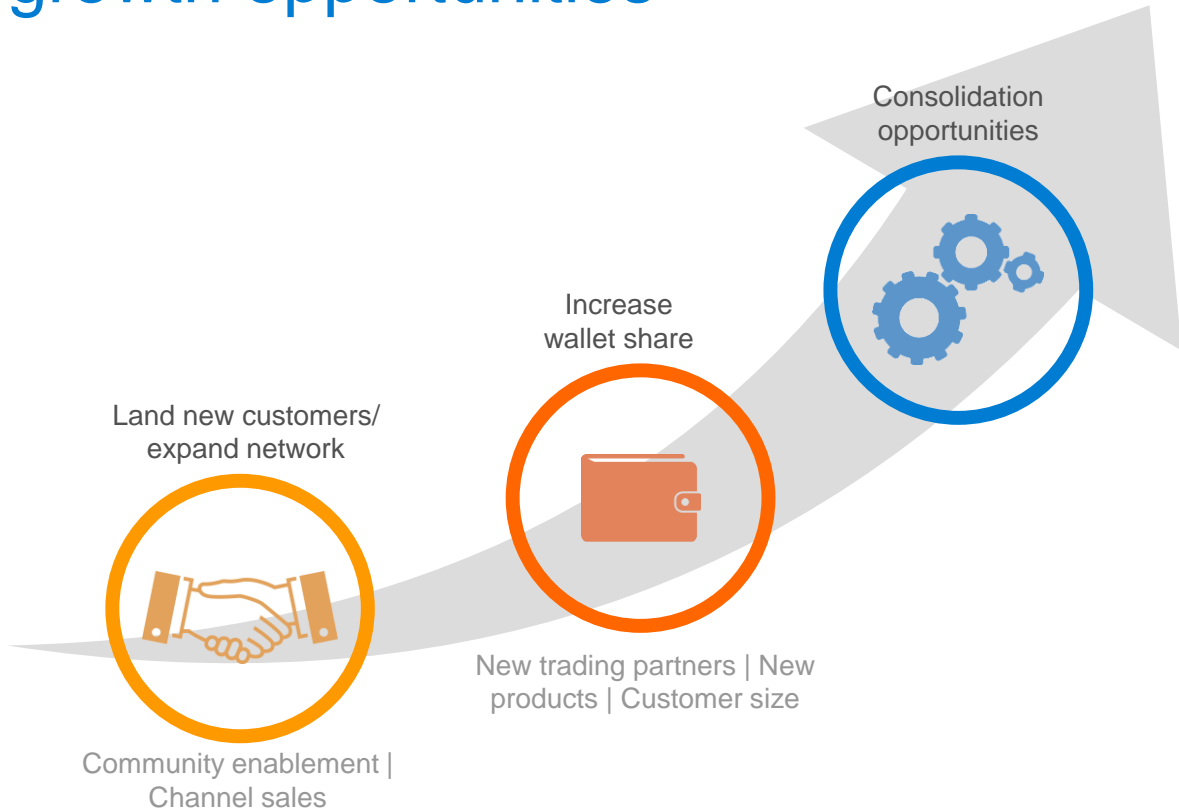
3RD PARTY  
APPLICATIONS

## DEVELOPMENT ENVIRONMENT

COMMERCE NETWORK

GLOBAL CLOUD INFRASTRUCTURE

# Network provides inherent growth opportunities





# Widening the competitive moat



Most Trading Partner  
Connections



Comprehensive retail  
cloud-based offering



Deep Integration  
Expertise

Vision / Innovation **Leader**

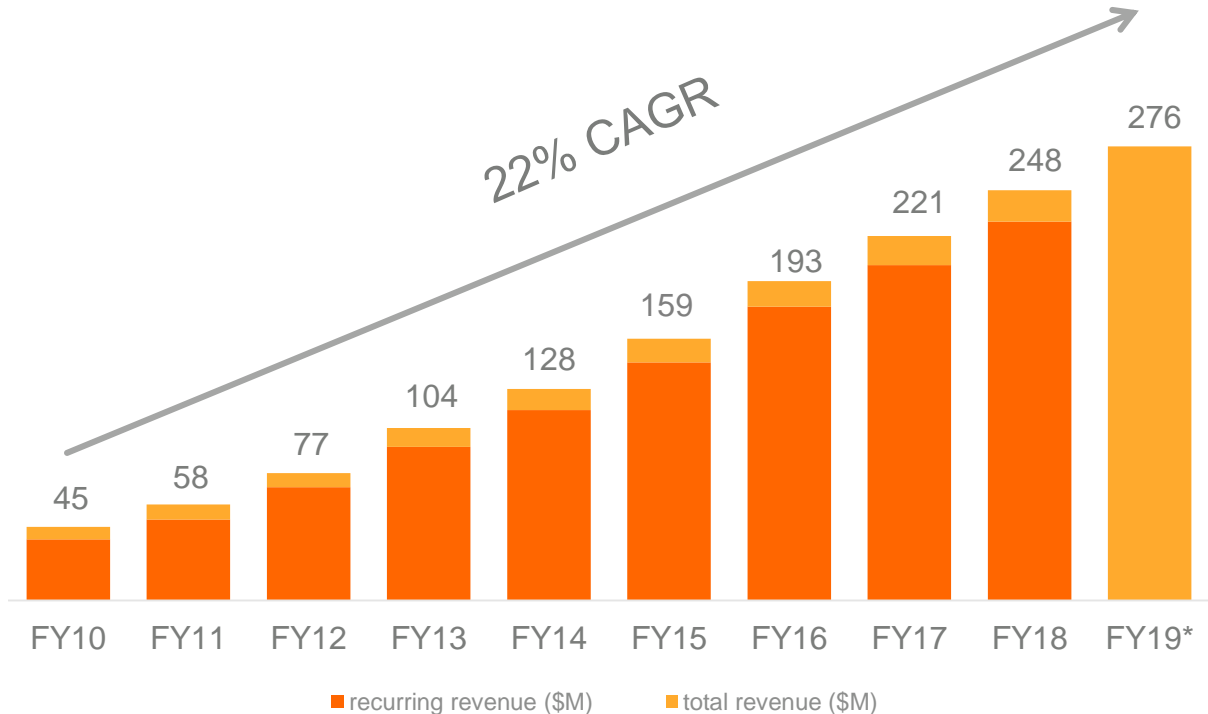
# 80K+ companies powering our network



# financial highlights

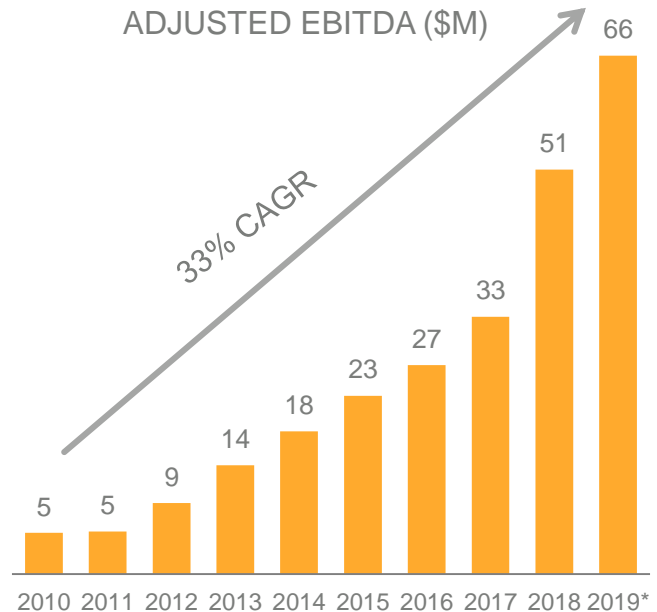
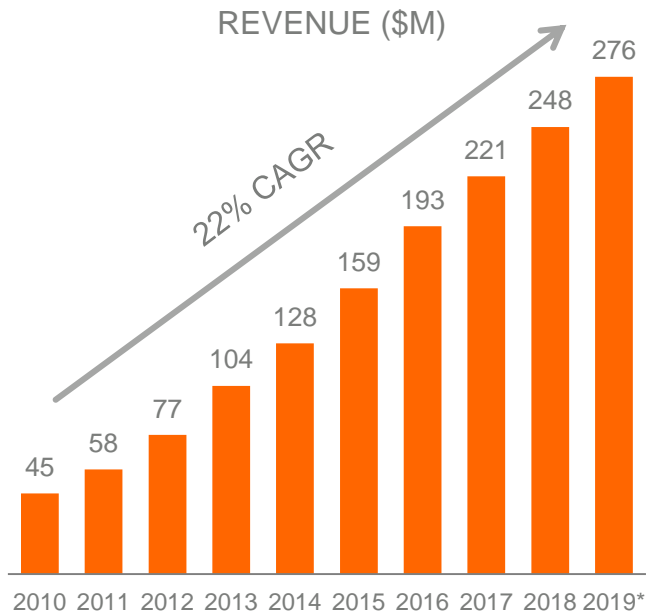
1. Strong, predictable revenue growth
2. Investing for growth while driving incremental margin expansion
3. Consistent growth in key metrics
4. Multi-billion dollar opportunity

# Predictable Recurring Revenue Growth



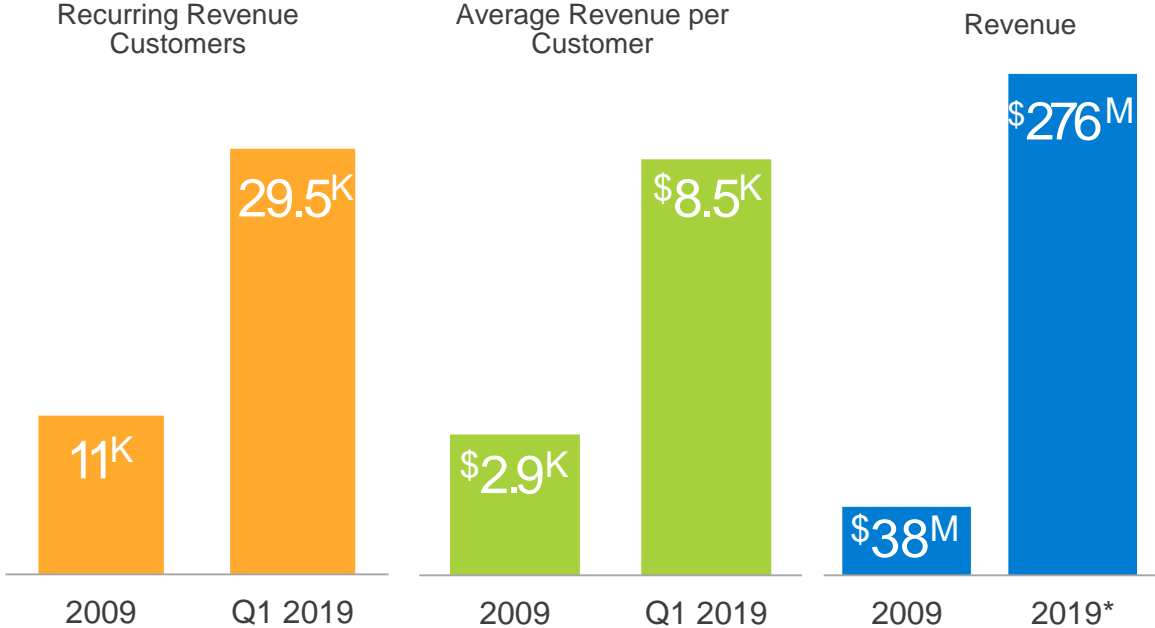
\*FY 2019 estimate based on midpoint of company guidance provided on April 25, 2019. The company expects a revenue run rate in excess of \$300M exiting 2020, as reiterated on the company's Q4'18 earnings conference call on February 12, 2019.

# Strong Revenue and Adjusted EBITDA growth



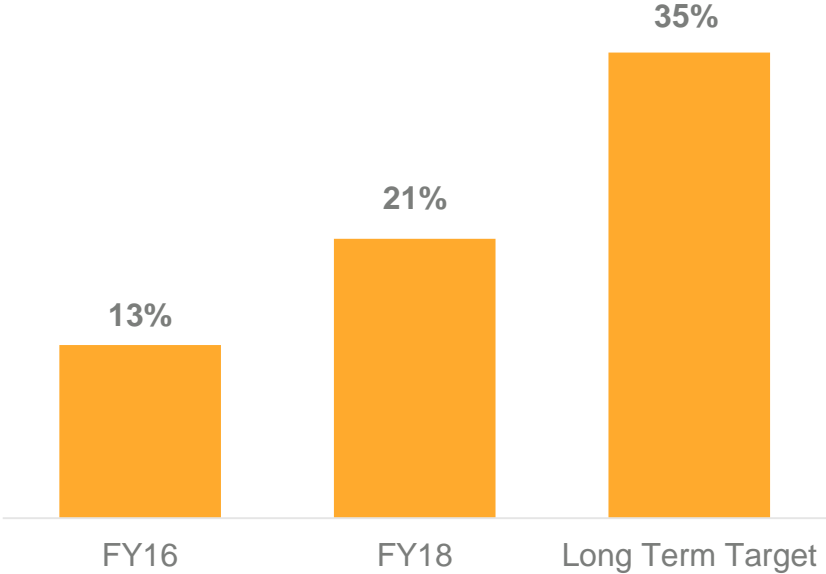
\*FY 2019 estimate based on midpoint of company guidance provided on April 25, 2019.

# Growth across key metrics



\*FY 2019 estimate based on midpoint of company guidance provided on April 25, 2019.

# Adjusted EBITDA margin expansion



Adjusted EBITDA margin long term target expectation as reiterated on the company's Q1'19 earnings conference call on April 25, 2019.

# Large global opportunity

	Current	Future Opportunity
Customers	29,300	200,000
Revenue / customer <small>(adding connections / size of customer / multiple products)</small>	\$8,400	\$25,000





# summary

1. Power of our retail network
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3. Multiple growth opportunities
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5. Multi-billion dollar global opportunity