



SPS Commerce Reports Third Quarter 2011 Financial Results

Company Continues to Accelerate Growth and Delivers 37% Recurring Revenue Growth Over 2010

MINNEAPOLIS, Oct. 27, 2011 (GLOBE NEWSWIRE) -- SPS Commerce (Nasdaq:SPSC), a leading provider of on-demand supply chain management solutions, today announced financial results for the third quarter ended September 30, 2011.

Revenue was \$15.5 million in the third quarter of 2011, compared to \$11.5 million in the third quarter of 2010, reflecting 35% growth in total revenue from the third quarter 2010. Recurring revenue grew 37% from the third quarter of 2010.

Net income in the third quarter of 2011 was \$177,000 or \$0.01 per diluted share, compared to net income of \$886,000 or \$0.07 per diluted share, in the third quarter of 2010. Non-GAAP net income per diluted share was \$0.07, compared to non-GAAP net income per diluted share of \$0.09 in the third quarter of 2010. Adjusted EBITDA for the third quarter of 2011 was \$1.5 million, compared to \$1.4 million in the third quarter of 2010.

"We are experiencing momentum across our entire business, highlighted by our accelerating recurring revenue growth which exceeded 35% this quarter," said Archie Black, President and CEO of SPS Commerce. "2011 has been a tremendous year for SPS Commerce and we will continue to ramp our investments in sales, marketing and product development to take advantage of the large market opportunity we are addressing. The supply chain is rapidly adopting cloud computing and we are positioned to capture significant market share as the largest pure SaaS provider to this global industry."

Revenue for the nine months ended September 30, 2011 was \$42.1 million, compared to \$32.7 million for the comparable period in 2010. Net income for the nine months ended September 30, 2011 was \$560,000, or \$0.04 per diluted share, compared to net income of \$2.4 million, or \$0.22 per diluted share, for the comparable period in 2010. Non-GAAP net income per diluted share for the nine months ended September 30, 2011 was \$0.18 compared to non-GAAP net income per diluted share of \$0.26 for the comparable period in 2010. Adjusted EBITDA for the first nine months ended September 30, 2011 was \$3.8 million, compared to \$4.1 million for the comparable period in 2010.

"Our strong top line growth this quarter was driven by three factors. First, the success of our viral platform drove recurring revenue growth through our installed customer base and increased wallet share. Second, we increased our revenue from testing and certification through an increased number of retailer enablement campaigns which demonstrates the industry's need for more efficient supply chain processes. And third, we continue to successfully integrate our Direct EDI acquisition, bringing more of their customers onto our platform and creating additional revenue expansion opportunities," said Kim Nelson, Chief Financial Officer of SPS Commerce.

Guidance

For the fourth quarter of 2011, revenue is expected to be in the range of \$15.7 million to \$15.9 million, representing growth of 32% to 33% compared to the fourth quarter of 2010. Fourth quarter net income per diluted share is expected to be in the range of \$0.00 to \$0.02. Non-GAAP net income per diluted share is expected to be in the range of \$0.06 to \$0.08. Adjusted EBITDA is expected to be in the range of \$1.4 to \$1.6 million. Non-cash, share-based compensation expense is expected to be approximately \$500,000.

For the full year of 2011, revenue is expected to be in the range of \$57.8 to \$58.0 million, representing growth of approximately 30% compared to 2010. Full year net income per diluted share is expected to be in the range of \$0.05 to \$0.06. Non-GAAP net income per diluted share is expected to be in the range of \$0.24 to \$0.25. Adjusted EBITDA is expected to be in the range of \$5.2 to \$5.4 million. Non-cash, share-based compensation expense is expected to be approximately \$1.8 million and amortization is expected to be \$650,000.

Quarterly Conference Call

To access the call, please dial (877) 312-7508, or outside the U.S. (253) 237-1184, at least five minutes prior to the 3:30 p.m. CT start time. A live webcast of the call will also be available at www.investors.spscommerce.com under the Events and Presentations menu. An audio replay will be available between 6:30 p.m. CT October 27, 2011 and 10:59 p.m. CT November

11, 2011 by calling (855) 859-2056 or (404) 537-3406, with Conference ID 12312813. The replay will also be available on our website at www.investors.spscommerce.com.

About SPS Commerce

SPS Commerce is a leading provider of on-demand supply chain management solutions, providing integration, collaboration, connectivity, visibility and data analytics to thousands of customers worldwide. We deliver our solutions over the Internet using a Software-as-a-Service model to improve the way suppliers, retailers, distributors and other customers manage and fulfill orders. Our SPSCcommerce.net platform features pre-built integrations used by current and new customers alike, spanning 3,000 order management models across 1,500 retailers, grocers and distributors, as well as integrations to over 100 accounting, warehouse management, enterprise resource planning, and packing and shipping applications. More than 40,000 customers across more than 40 countries have used SPSCcommerce.net, making it one of the largest trading partner integration centers. SPS Commerce has 43 consecutive quarters of increased revenues and is headquartered in Minneapolis. For additional information, please contact SPS Commerce at 866-245-8100 or visit www.spscommerce.com.

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The SPS Commerce logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=7184>

Use of Non-GAAP Financial Measures

To supplement its financial statements, SPS Commerce also provides investors with Adjusted EBITDA and non-GAAP net income per share, which are non-GAAP financial measures. SPS Commerce believes that these non-GAAP measures provide useful information to management and investors regarding certain financial and business trends relating to its financial condition and results of operations. SPS Commerce's management uses these non-GAAP measures to compare the company's performance to that of prior periods for trend analyses and planning purposes. It uses Adjusted EBITDA for purposes of determining executive and senior management incentive compensation. These measures are also presented to the company's board of directors.

EBITDA consists of net income plus depreciation and amortization, interest expense, interest income and income tax expense. Adjusted EBITDA consists of EBITDA plus non-cash, stock-based compensation expense. SPS Commerce uses Adjusted EBITDA as a measure of operating performance because it assists the company in comparing performance on a consistent basis, as it removes from operating results the impact of the company's capital structure. SPS Commerce believes Adjusted EBITDA is useful to an investor in evaluating the company's operating performance because it is widely used to measure a company's operating performance without regard to items such as depreciation and amortization, which can vary depending upon accounting methods and the book value of assets, and to present a meaningful measure of corporate performance exclusive of the company's capital structure and the method by which assets were acquired.

Non-GAAP net income per share consists of net income plus non-cash, stock-based compensation expense and amortization expense related to intangible assets divided by the weighted average number of shares of common stock outstanding during each period. SPS Commerce believes non-GAAP net income per share is useful to an investor because it is widely used to measure a company's operating performance.

These non-GAAP measures should not be considered a substitute for, or superior to, financial measures calculated in accordance with generally accepted accounting principles in the United States. These non-GAAP financial measures exclude significant expenses and income that are required by GAAP to be recorded in the company's financial statements and are subject to inherent limitations. SPS Commerce urges investors to review the reconciliation of its non-GAAP financial measures to the comparable GAAP financial measures that are included in this press release. The following tables provide reconciliations of net income to Adjusted EBITDA and non-GAAP net income per share:

SPS COMMERCE, INC.

NON-GAAP RECONCILIATION

(Unaudited; in thousands, except per share amounts)

| Three Months Ended | | Nine Months Ended | |
|--------------------|------|-------------------|------|
| September 30, | | September 30, | |
| 2011 | 2010 | 2011 | 2010 |

| | | | | |
|---|-----------------|-----------------|-----------------|-----------------|
| Net income | \$ 177 | \$ 886 | \$ 560 | \$ 2,443 |
| Depreciation and amortization of property and equipment | 541 | 403 | 1,436 | 1,148 |
| Amortization of intangible assets | 260 | -- | 383 | -- |
| Interest expense | -- | 8 | -- | 66 |
| Interest income | (16) | (104) | (74) | (104) |
| Income tax expense (benefit) | <u>81</u> | <u>(7)</u> | <u>188</u> | <u>96</u> |
| EBITDA | 1,043 | 1,186 | 2,493 | 3,649 |
| Non-cash, stock-based compensation expense | <u>487</u> | <u>232</u> | <u>1,286</u> | <u>458</u> |
| Adjusted EBITDA | <u>\$ 1,530</u> | <u>\$ 1,418</u> | <u>\$ 3,779</u> | <u>\$ 4,107</u> |
| Net income | \$ 177 | \$ 886 | \$ 560 | \$ 2,443 |
| Non-cash, stock-based compensation expense | 487 | 232 | 1,286 | 458 |
| Amortization of intangible assets | <u>260</u> | <u>--</u> | <u>383</u> | <u>--</u> |
| Non-GAAP income | <u>\$ 924</u> | <u>\$ 1,118</u> | <u>\$ 2,229</u> | <u>\$ 2,901</u> |
| Shares used to compute non-GAAP income per share | | | | |
| Basic | 11,970 | 11,620 | 11,918 | 6,796 |
| Diluted | 12,735 | 12,413 | 12,685 | 11,275 |
| Non-GAAP income per share | | | | |
| Basic | \$ 0.08 | \$ 0.10 | \$ 0.19 | \$ 0.43 |
| Diluted | \$ 0.07 | \$ 0.09 | \$ 0.18 | \$ 0.26 |

Forward-Looking Statements

This press release may contain forward-looking statements, including information about management's view of SPS Commerce's future expectations, plans and prospects, within the safe harbor provisions under The 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, 2010, 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 press release 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 any forward-looking statements to reflect subsequent events or circumstances.

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SPS COMMERCE, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited; in thousands, except share amounts)

| September 30, 2011 | December 31, 2010 |
|--------------------------|-------------------------|
|--------------------------|-------------------------|

ASSETS

CURRENT ASSETS

| | | |
|--|------------------|------------------|
| Cash and cash equivalents | \$ 31,546 | \$ 40,473 |
| Accounts receivable, less allowance for doubtful accounts of \$212 and \$209, respectively | 7,695 | 5,574 |
| Deferred costs, current | 5,486 | 4,720 |
| Prepaid expenses and other current assets | 1,233 | 874 |
| Total current assets | 45,960 | 51,641 |
| PROPERTY AND EQUIPMENT, net | 3,082 | 2,760 |
| GOODWILL | 5,877 | 1,166 |
| INTANGIBLE ASSETS, net | 6,027 | 290 |
| OTHER ASSETS | | |
| Deferred costs, net of current portion | 2,396 | 1,943 |
| Other non-current assets | 80 | 80 |
| | <u>\$ 63,422</u> | <u>\$ 57,880</u> |

LIABILITIES AND STOCKHOLDERS' EQUITY**CURRENT LIABILITIES**

| | | |
|--|--------|--------|
| Capital lease obligations, current | \$ -- | \$ 122 |
| Accounts payable | 1,387 | 998 |
| Accrued compensation and benefits | 5,189 | 3,577 |
| Accrued expenses and other current liabilities | 1,126 | 807 |
| Deferred revenue, current | 3,806 | 3,585 |
| Total current liabilities | 11,508 | 9,089 |

OTHER LIABILITIES

| | | |
|--|---------------|---------------|
| Deferred revenue, less current portion | 6,104 | 5,002 |
| Other non-current liabilities | 225 | 281 |
| Total liabilities | <u>17,837</u> | <u>14,372</u> |

COMMITMENTS and CONTINGENCIES**STOCKHOLDERS' EQUITY**

| | | |
|--|------------------|------------------|
| Preferred stock, \$0.001 par value; 5,000,000 shares authorized; 0 shares issued and outstanding | -- | -- |
| Common stock, \$0.001 par value; 55,000,000 shares authorized; 11,980,101 and 11,849,572 shares issued and outstanding, respectively | 12 | 12 |
| Additional paid-in capital | 107,781 | 106,264 |
| Accumulated deficit | (62,208) | (62,768) |
| Total stockholders' equity | <u>45,585</u> | <u>43,508</u> |
| | <u>\$ 63,422</u> | <u>\$ 57,880</u> |

SPS COMMERCE, INC.**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(Unaudited; in thousands, except per share amounts)

| Three Months Ended | | Nine Months Ended | |
|--------------------|------|-------------------|------|
| September 30, | | September 30, | |
| 2011 | 2010 | 2011 | 2010 |

| | | | | |
|---|---------------|---------------|---------------|-----------------|
| Revenues | \$ 15,529 | \$ 11,491 | \$ 42,115 | \$ 32,678 |
| Cost of revenues | <u>4,076</u> | <u>3,211</u> | <u>11,147</u> | <u>9,293</u> |
| Gross profit | <u>11,453</u> | <u>8,280</u> | <u>30,968</u> | <u>23,385</u> |
| Operating expenses | | | | |
| Sales and marketing | 6,404 | 4,139 | 17,382 | 11,768 |
| Research and development | 1,605 | 1,108 | 4,259 | 3,218 |
| General and administrative | 2,914 | 2,165 | 8,208 | 5,805 |
| Amortization of intangible assets | <u>260</u> | <u>--</u> | <u>383</u> | <u>--</u> |
| Total operating expenses | <u>11,183</u> | <u>7,412</u> | <u>30,232</u> | <u>20,791</u> |
| Income from operations | 270 | 868 | 736 | 2,594 |
| Other income (expense) | | | | |
| Interest expense | -- | (8) | -- | (66) |
| Interest income | 16 | 104 | 74 | 104 |
| Other expense | <u>(28)</u> | <u>(85)</u> | <u>(62)</u> | <u>(93)</u> |
| Total other income (expense), net | <u>(12)</u> | <u>11</u> | <u>12</u> | <u>(55)</u> |
| Income before income taxes | 258 | 879 | 748 | 2,539 |
| Income tax expense (benefit) | <u>(81)</u> | <u>7</u> | <u>(188)</u> | <u>(96)</u> |
| Net income | <u>\$ 177</u> | <u>\$ 886</u> | <u>\$ 560</u> | <u>\$ 2,443</u> |
| Net income per share | | | | |
| Basic | \$ 0.01 | \$ 0.08 | \$ 0.05 | \$ 0.36 |
| Diluted | \$ 0.01 | \$ 0.07 | \$ 0.04 | \$ 0.22 |
| Weighted average common shares used to compute net income per share | | | | |
| Basic | 11,970 | 11,620 | 11,918 | 6,796 |
| Diluted | 12,735 | 12,413 | 12,685 | 11,275 |

SPS COMMERCE, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited; in thousands)

Nine Months Ended
September 30,
2011 2010

| | | |
|---|---------|----------|
| Cash flows from operating activities | | |
| Net income | \$ 560 | \$ 2,443 |
| Reconciliation of net income to net cash provided by operating activities | | |
| Depreciation and amortization of property and equipment | 1,436 | 1,148 |
| Amortization of intangible assets | 383 | -- |
| Provision for doubtful accounts | 245 | 225 |
| Stock-based compensation | 1,286 | 458 |
| Change in carrying value of preferred stock warrants | -- | 27 |
| Other | -- | 1 |
| Changes in assets and liabilities, net of effect of acquisition | | |
| Accounts receivable | (2,265) | (975) |
| Prepaid expenses and other current assets | (264) | 450 |
| Other assets | -- | (18) |

| | | |
|--|------------------|------------------|
| Deferred costs | (1,219) | (724) |
| Accounts payable | 389 | (287) |
| Deferred revenue | 1,323 | 866 |
| Accrued compensation and benefits | 1,612 | 714 |
| Accrued expenses and other current liabilities | <u>60</u> | <u>(256)</u> |
| Net cash provided by operating activities | <u>3,546</u> | <u>4,072</u> |
| Cash flows from investing activities | | |
| Acquisition of Direct EDI | (10,865) | -- |
| Purchases of property and equipment | <u>(1,716)</u> | <u>(1,230)</u> |
| Net cash used in investing activities | <u>(12,581)</u> | <u>(1,230)</u> |
| Cash flows from financing activities | | |
| Borrowings on line of credit | -- | 4,450 |
| Payments on line of credit | -- | (5,950) |
| Payments on equipment loans | -- | (732) |
| Payments of capital lease obligations | (122) | (338) |
| Net proceeds from initial public offering | -- | 32,902 |
| Stock offering costs | (108) | -- |
| Net proceeds from exercise of options to purchase common stock | <u>338</u> | <u>8</u> |
| Net cash provided by financing activities | <u>108</u> | <u>30,340</u> |
| Net increase (decrease) in cash and cash equivalents | (8,927) | 33,182 |
| Cash and cash equivalents at beginning of period | <u>40,473</u> | <u>5,931</u> |
| Cash and cash equivalents at end of period | <u>\$ 31,546</u> | <u>\$ 39,113</u> |

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