lightspeed

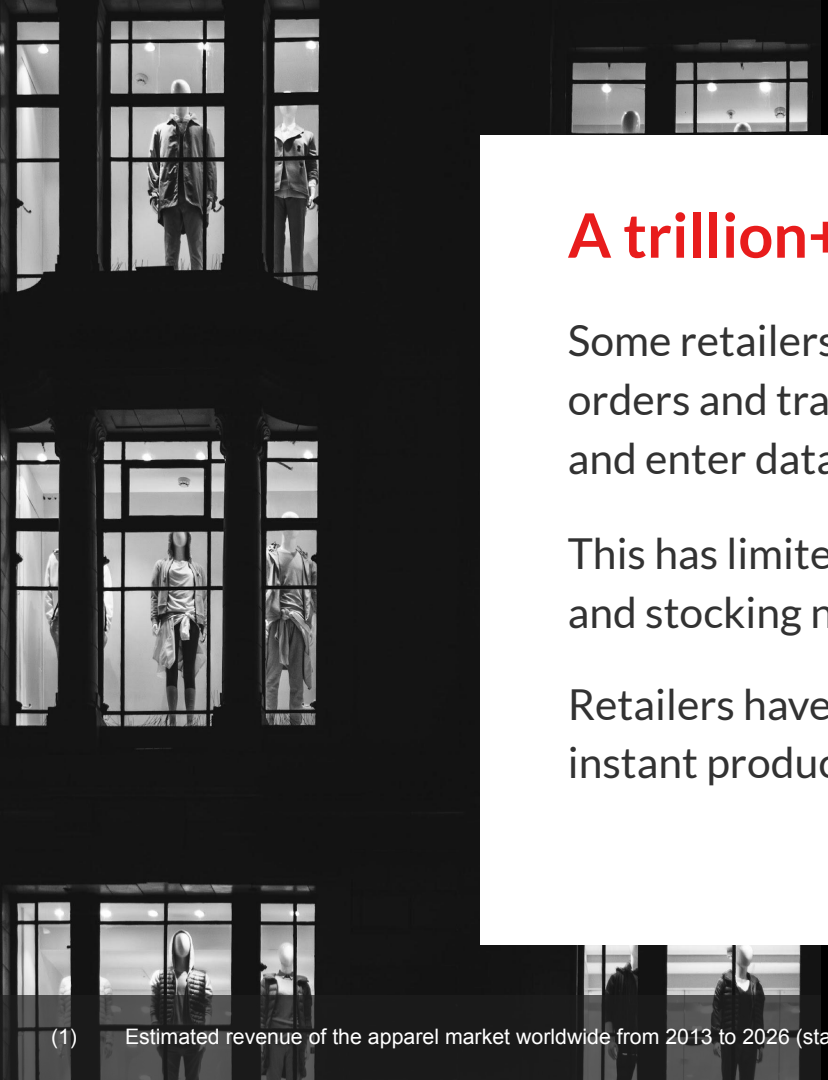
Lightspeed B2B

November 15, 2022



Forward-looking statements

This presentation may include forward-looking information and forward-looking statements within the meaning of applicable securities laws ("forward-looking statements"). Particularly, information regarding Lightspeed's customers, product offerings and planned product roadmap. Forward-looking statements are statements that are predictive in nature, depend upon or refer to future events or conditions and are identified by words such as "will", "expects", "anticipates", "intends", "plans", "believes", "estimates" or similar expressions concerning matters that are not historical facts. Such statements are based on current expectations of Lightspeed's management and inherently involve numerous risks and uncertainties, known and unknown, including economic factors. A number of risks, uncertainties and other factors may cause actual results to differ materially from the forward-looking statements contained in this presentation, including, among other factors, those risk factors identified in our most recent Management's Discussion and Analysis of Financial Condition and Results of Operations, under "Risk Factors" in our most recent Annual Information Form, and in our other filings with the Canadian securities regulatory authorities and the U.S. Securities and Exchange Commission, all of which are available under our profile on SEDAR at www.sedar.com and on EDGAR at www.sec.gov. Readers are cautioned to consider these and other factors carefully when making decisions with respect to Lightspeed's subordinate voting shares and not to place undue reliance on forward-looking statements. Forward-looking statements contained in this presentation are not guarantees of future performance and, while forward-looking statements are based on certain assumptions that Lightspeed considers reasonable, actual events and results could differ materially from those expressed or implied by forward-looking statements made by Lightspeed. Except as may be expressly required by applicable law, Lightspeed does not undertake any obligation to update publicly or revise any such forward-looking statements, whether as a result of new information, future events or otherwise.



A trillion+ dollar industry[1] is broken...

Some retailers and brands use spreadsheets to compile orders and trade data. Both manually manipulate and enter data into non-integrated systems.

This has limited brands' visibility on retailer performance and stocking needs.

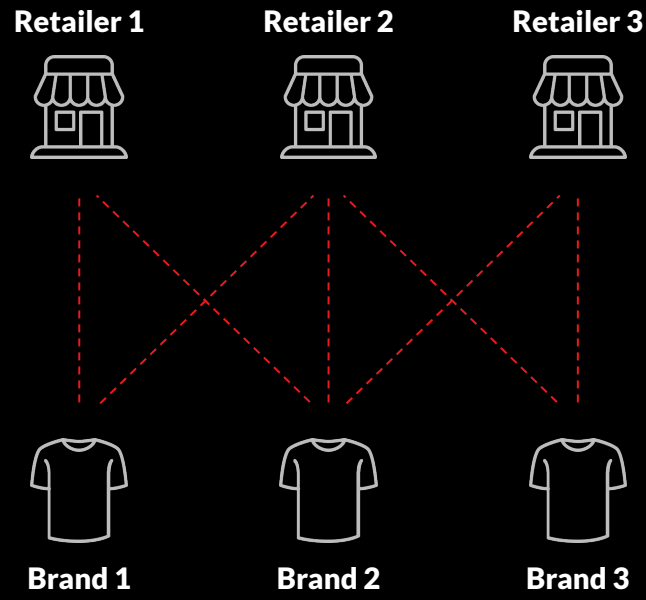
Retailers have been hindered to replenish stock quickly, receive instant product information and visualize their assortment.

..until now

(1) Estimated revenue of the apparel market worldwide from 2013 to 2026 (statista, 2022)

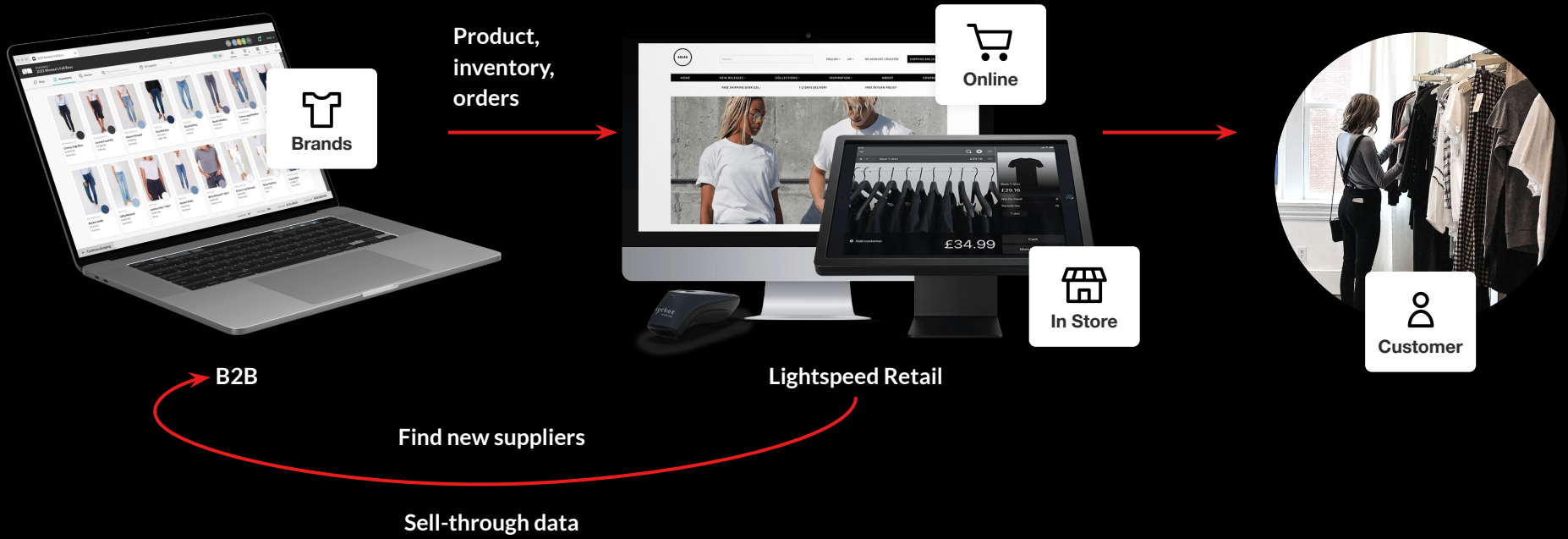
Vision

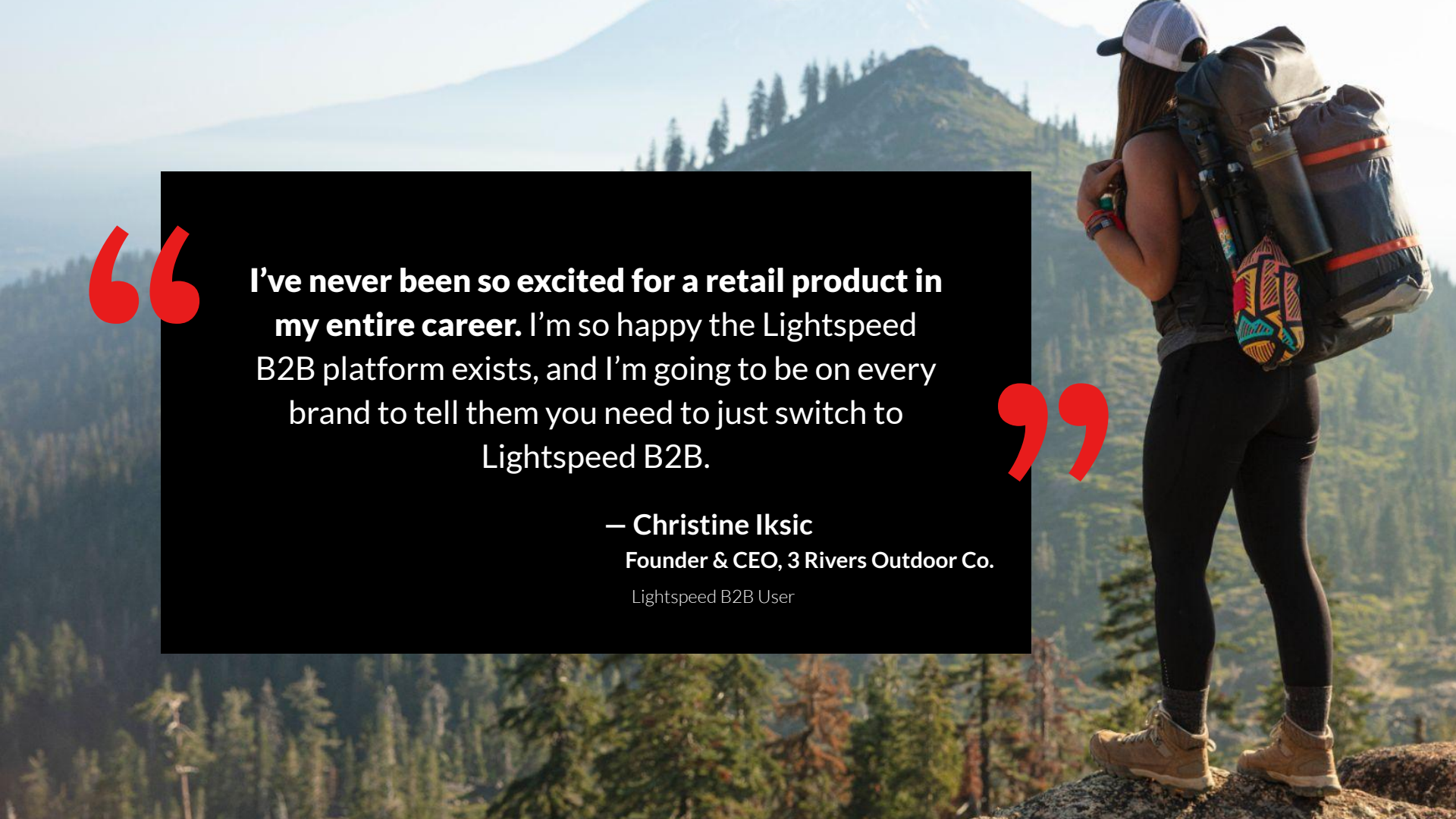
The leading B2B eCommerce network, partnering with the world's best brands and retailers to lighten customer workloads and make sales soar.



ONE LIGHTSPEED B2B

Connected Commerce to power B2B2C





> **I’ve never been so excited for a retail product in my entire career.** I’m so happy the Lightspeed B2B platform exists, and I’m going to be on every brand to tell them you need to just switch to Lightspeed B2B.

— Christine Iksic
Founder & CEO, 3 Rivers Outdoor Co.
Lightspeed B2B User

ONE LIGHTSPEED B2B

Value Drivers



Brands

Sales & ordering

Digital catalog

Virtual showrooms

Merchandising

A GLOBAL B2B NETWORK

Data & insights

Payments & financial services

Marketplace



Retailers

Integrated ordering with product data

Automated replenishment

Retail assortments

Endless aisle & drop-ship

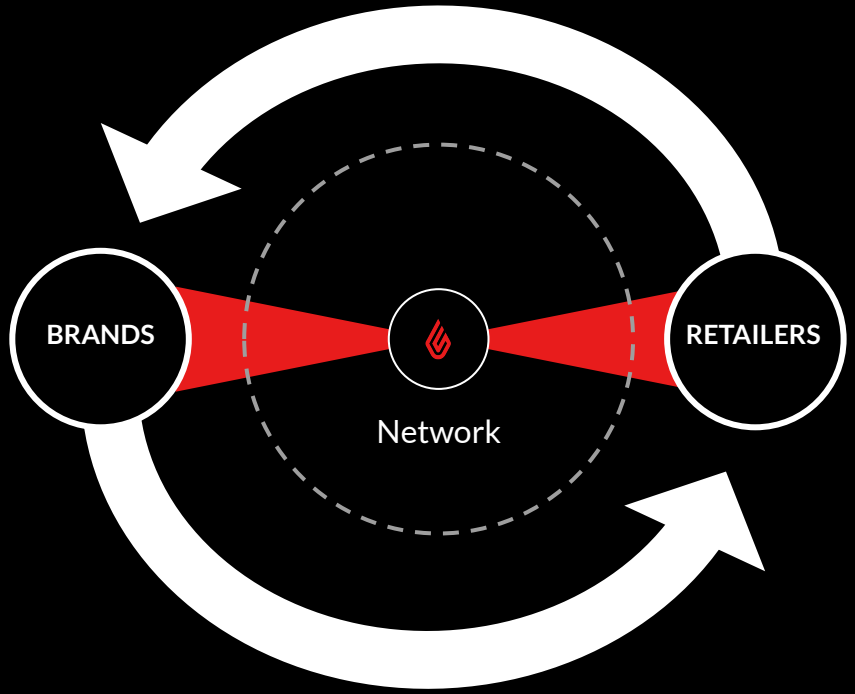
Network advantage

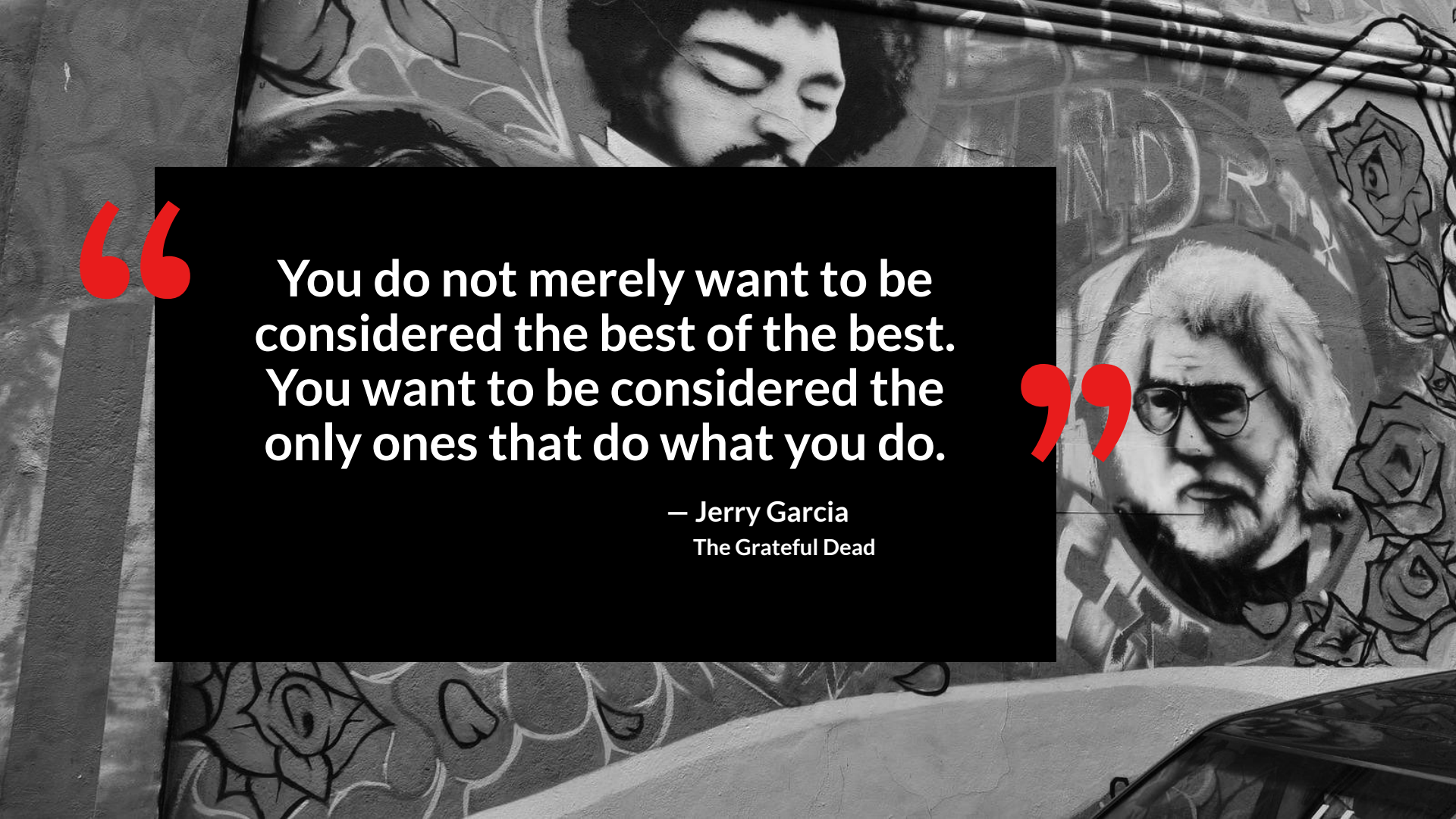
Gravitational pull of users can lead to:

Revenue acceleration

&

Competitive defensibility




“You do not merely want to be considered the best of the best. You want to be considered the only ones that do what you do.”
— Jerry Garcia
The Grateful Dead

Upsell network to paying subscriptions



lightspeed

Demo



Thank you

Q&A

