lightspeed

Capital Markets Day

November 15, 2022

Opening remarks

Gus Papageorgiou

Head of Investor Relations

Disclaimer

General

All references in this presentation to the “Company”, “Lightspeed”, “us” or “we” are to Lightspeed Commerce Inc. All references in this presentation to dollars, “$” or “US$” are to United States dollars, and all references to Canadian dollars and “C$” are to Canadian dollars.

Cautionary Note Regarding Forward-Looking Information

This presentation contains “forward-looking information” and “forward-looking statements” (collectively, “forward looking information”) within the meaning of applicable securities laws. Forward looking information may relate to our financial outlook (including revenue, Adjusted EBITDA, Adjusted EBITDA as a percentage of revenue, long-term targets regarding growth rates and Lightspeed’s cost structure) and anticipated events or results and may include information regarding our financial position, business strategy, growth strategies, addressable markets, budgets, operations, financial results, plans and objectives. Particularly, information regarding: our expectations of future results, performance, achievements, prospects or opportunities or the markets in which we operate; macroeconomic conditions such as increasing inflationary pressures, interest rates, and global economic uncertainty; events such as the ongoing COVID-19 pandemic and the Russian invasion of Ukraine; and expectations regarding industry and consumer spending trends, our growth rates, the achievement of advances in and expansion of our platform, our revenue and the revenue generation potential of our payment-related and other solutions, our gross margins and future profitability, acquisition outcomes and synergies, the impact of foreign currency fluctuations on our results of operations, our business plans and strategies and our competitive position in our industry, is forward-looking information.

This forward-looking information and other forward-looking information is based on our opinions, estimates and assumptions in light of our experience and perception of historical trends, current conditions and expected future developments, as well as other factors that we currently believe are appropriate and reasonable in the circumstances. Despite a careful process to prepare and review the forward-looking information, there can be no assurance that the underlying opinions, estimates and assumptions will prove to be correct.

Forward-looking information is necessarily based on a number of opinions, estimates and assumptions that we considered appropriate and reasonable as of the date such statements are made, are subject to known and unknown risks, uncertainties, assumptions and other factors that may cause the actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking information, including but not limited to the risk factors identified in our most recent Management's Discussion and Analysis of Financial Condition and Results of Operation, under “Risk Factors” in our most recent Annual Information Form, and in our 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. If any of these risks or uncertainties materialize, or if the opinions, estimates or assumptions underlying the forward-looking information prove incorrect, actual results or future events might vary materially from those anticipated in the forward-looking information.

The forward-looking information contained in this presentation represents our expectations as of the date of this presentation (or as of the date they are otherwise stated to be made), and are subject to change after such date. However, we disclaim any intention or obligation or undertaking to update or revise any forward-looking information whether as a result of new information, future events or otherwise, except as required under applicable securities laws.

Non-IFRS Measures and Ratios and Industry Metrics

This presentation makes reference to certain non-IFRS measures and ratios and key performance indicators, which do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures presented by other companies. Refer to Appendix B for more details on such non-IFRS measures and ratios, the definition of “Adjusted EBITDA“, "Adjusted EBITDA as a percentage of revenue“, “Revenue at constant currency”, “Non-IFRS gross profit as a percentage of revenue”, “Non-IFRS general and administrative expenses as a percentage of revenue”, “Non-IFRS research and development expenses as a percentage of revenue” and “Non-IFRS sales and marketing expenses as a percentage of revenue” and a reconciliation of such non-IFRS measures and ratios to the most directly comparable IFRS measure. In addition, the terms “Average Revenue Per User” or “ARPU”, “Customer Locations”, “Gross Payment Volume” or “GPV” and “Gross Transaction Volume” or “GTV” are operating metrics used in our industry. See “Appendix A” of this presentation for the definition of each such industry metric.

Market and Industry Data and Comparables

Market and industry data presented throughout this presentation was obtained from third-party sources and industry reports, including from Access Markets International (AMI) Partners LLC (An Analysys Mason Company), *SMB Technology Forecaster*, and from publications, websites and other publicly available information, as well as industry and other data prepared by us or on our behalf on the basis of our knowledge of the markets in which we operate, including information provided by suppliers, partners, customers and other industry participants.

We believe that the market and economic data presented throughout this presentation is accurate and, with respect to data prepared by us or on our behalf, that our estimates and assumptions are currently appropriate and reasonable, but there can be no assurance as to the accuracy or completeness thereof. The accuracy and completeness of the market and economic data presented throughout this presentation are not guaranteed and none of us makes any representation as to the accuracy of such data. Actual outcomes may vary materially from those forecast in such reports or publications, and the prospect for material variation can be expected to increase as the length of the forecast period increases. Although we believe it to be reliable, none of us has independently verified any of the data from third-party sources referred to in this presentation, analyzed or verified the underlying studies or surveys relied upon or referred to by such sources, or ascertained the underlying market, economic and other assumptions relied upon by such sources. Market and economic data is subject to variations and cannot be verified due to limits on the availability and reliability of data inputs, the voluntary nature of the data gathering process and other limitations and uncertainties inherent in any statistical survey.

Any comparable information about other companies was obtained from public sources and has not been verified by the Company. The comparable companies face different risks from those applicable to the Company. Readers are cautioned that there are risks inherent in making an investment decision based on the comparables, that past performance is not indicative of future performance and that the performance of the Company may be different from the comparable companies. Accordingly, readers are cautioned not to put undue reliance on the comparables in making an investment decision.

Agenda

Time	Topic	Presenter
8:00 AM	**Opening remarks**	Gus Papageorgiou
8:10 AM	**Welcome**	Dax Dasilva
8:15 AM	**A transformative moment**	JP Chauvet
9:05 AM	**Powering the best**	JD St-Martin
9:20 AM	**Break and demos**	
9:35 AM	**Fireside chat**	JD St-Martin, L'Osteria and Clusier
10:00 AM	**Operational focus**	Brandon Nussey
10:15 AM	**Profitable growth**	Asha Bakshani
10:45 AM	**Q&A**	All speakers

Welcome

Dax Dasilva
Founder & Executive Chair

Smart technology to simplify, scale and ignite your business.

Building communities
through commerce.

A transformative moment

JP Chauvet

Chief Executive Officer

Ryan Tabone

Chief Product & Technology Officer

Let’s take a step back.

Our progress so far—GTV, Customer Locations and revenue

March 2019, IPO on TSX [1]	Today [2]
>47,000 Customer Locations [1, 3]	~167,000 Customer Locations [2, 5]
LTM GTV [3, 4] >$13B	LTM GTV [5, 6] >$80B
Total ARPU [1, 3] ~$130	Total ARPU [2, 5] ~$337
LTM YoY revenue growth [7] 35%	LTM YoY revenue growth [8] 69%

[1] As at December 30, 2018.
[2] As at September 30, 2022.
[3] Key Performance Indicator. See Appendix A.
[4] For the 12 month period ended December 31, 2018.
[5] Excluding Customer Locations or GTV attributable to the Ecwid by Lightspeed standalone product.
[6] For the 12 month period ended September 30, 2022.
[7] For the 12 month period ended December 31, 2018 compared to the 12 month period ended December 31, 2017.
[8] For the 12 month period ended September 30, 2022 compared to the 12 month period ended September 30, 2021.

Our progress so far—Payments

March 2019, IPO on TSX [1]

$0

GPV [3] (LTM) [4]

15%

Transaction-based revenue as a % of total revenue [4]

Today [2]

$11.5B

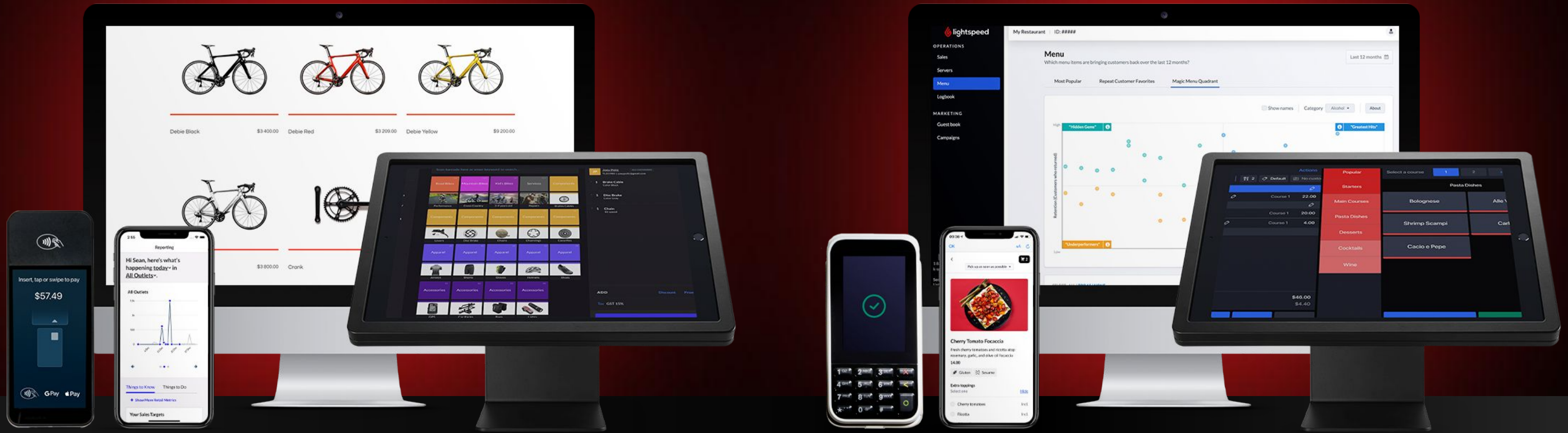
GPV (LTM) [5]

51%

Transaction-based revenue as a % of total revenue [5]

[1] As at December 30, 2018.
[2] As at September 30, 2022.
[3] Key Performance Indicator. See Appendix A.
[4] For the 12 month period ended December 31, 2018.
[5] For the 12 month period ended September 30, 2022.

A completely revamped global commerce platform



The global commerce platform for complex hospitality businesses

This chart outlines our view of our competitive landscape based on information with respect to other selected software as a service providers (the "comparables").
The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. See "Disclaimer - Market and Industry Data and Comparables".

The global omnichannel platform for complex retailers

This chart outlines our view of our competitive landscape based on information with respect to other selected software as a service providers (the "comparables").
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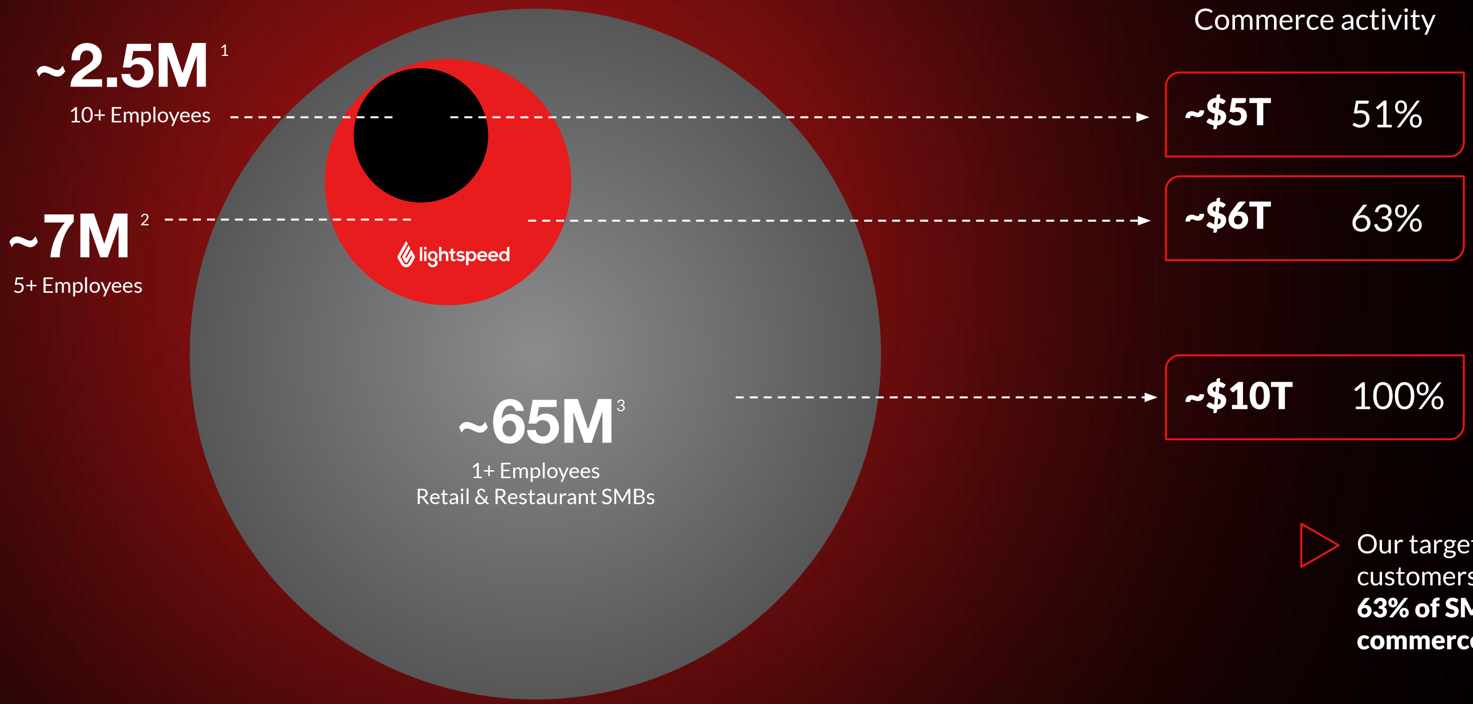
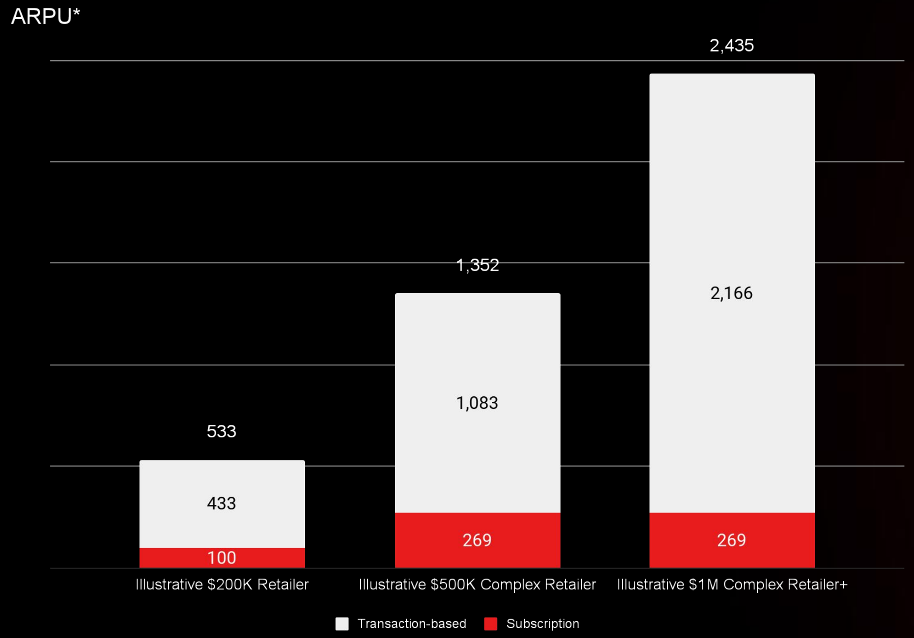
Winning in the higher GTV markets



Our target customers represent **63% of SMB commerce activity**

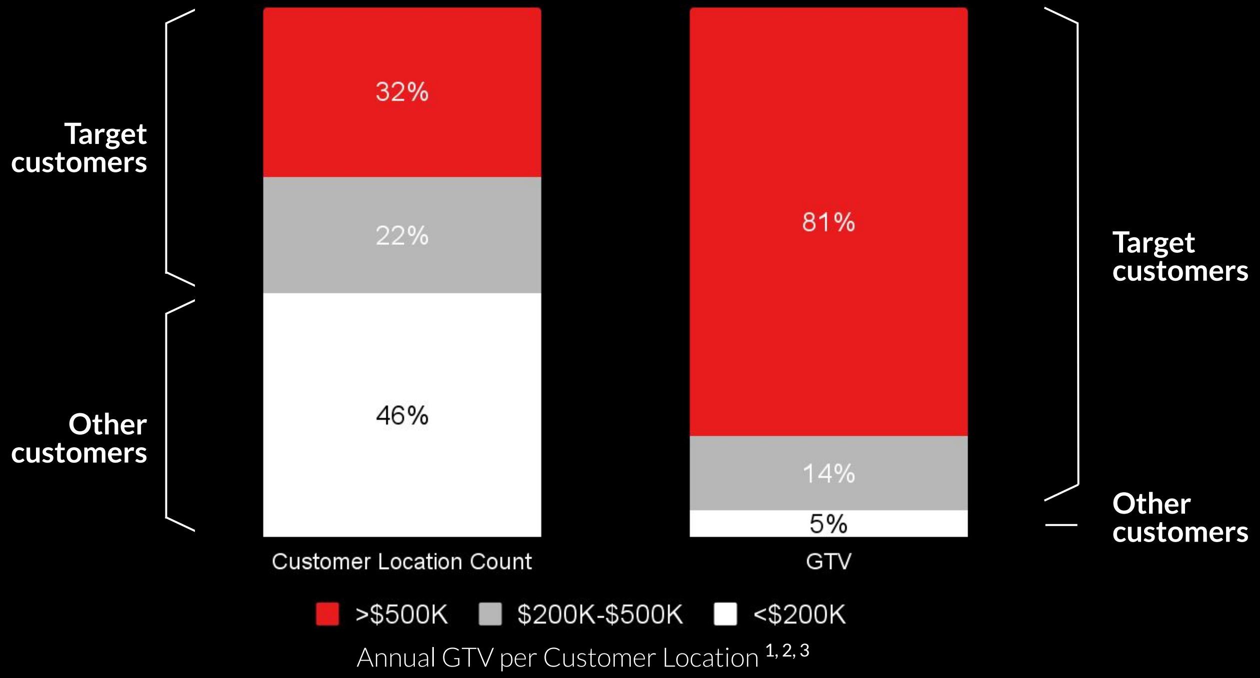
[1] Source: 2022 data from Access Markets International (AMI) Partners LLC (An Analysys Mason Company), *SMB Technology Forecaster*. SMBs employing 10 to 500 employees in the Retail and Restaurant industry sectors. Access Markets International (AMI) Partners LLC (An Analysys Mason Company), *SMB Technology Forecaster* defines "SMBs" as businesses employing 1 to 500 employees in the following industry sectors: Retail, Restaurant, Agriculture/Mining, Banking/Financial, Construction, Healthcare, Hospitality, Information & Media, Insurance, Life Sciences, Other Services, Pharmaceuticals, Process Manufacturing, Discrete Manufacturing, Professional Services, Real Estate, Telecommunications, Transportation, Utilities, and Wholesale.
[2] Source: 2022 data from Access Markets International (AMI) Partners LLC (An Analysys Mason Company), *SMB Technology Forecaster*. SMBs employing 5 to 500 employees in the Retail and Restaurant industry sectors.
[3] Source: 2022 data from Access Markets International (AMI) Partners LLC (An Analysys Mason Company), *SMB Technology Forecaster*. SMBs employing 1 to 500 employees in the Retail and Restaurant industry sectors.

We’re laser focused on attracting the right customers



* Illustrative Retailer: $200,000 annual GTV x 2.6% /12 = $433 in gross monthly payments revenue. Our lean plan = $100 in monthly software revenue. Total ARPU = $533.
Illustrative Ideal Complex Retailer: annual GTV increases from $200,000 to $500,000. Gross monthly payments revenue = $500,000 x 2.6% / 12 = $1,083 in gross monthly payments revenue. Our advanced plan that includes eCom, Accounting, Loyalty and Analytics is $269 in monthly software revenue. Total ARPU = $1,352.
Illustrative Ideal Complex Retailer+: annual GTV increases from $200,000 to $1,000,000. Gross monthly payments revenue = $1,000,000 x 2.6% / 12 = $2,166 in gross monthly payments revenue. Our advanced plan that includes eCom, Accounting, Loyalty and Analytics is $269 in monthly software revenue. Total ARPU = $2,435.

All locations are not equal



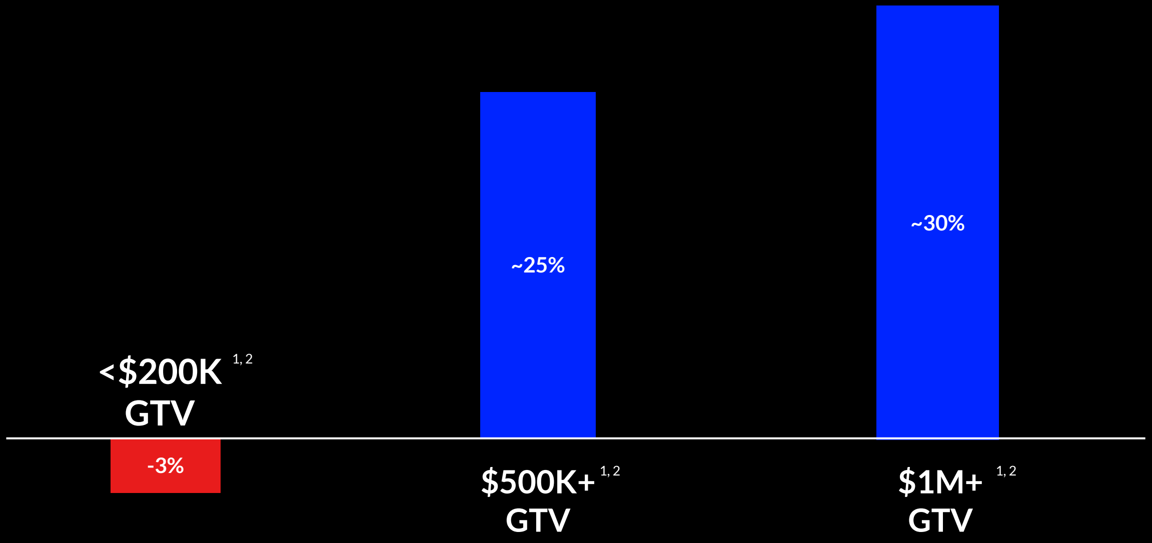
54% of locations represent **95% of our GTV.**

The other 46% of Customer Locations account for **only 5% of our GTV.**

[1] A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.
[2] Excluding Customer Locations or GTV attributable to the Ecwid by Lightspeed standalone product, Lightspeed Golf and NuORDER by Lightspeed product.
[3] For the three months ended September 30, 2022.

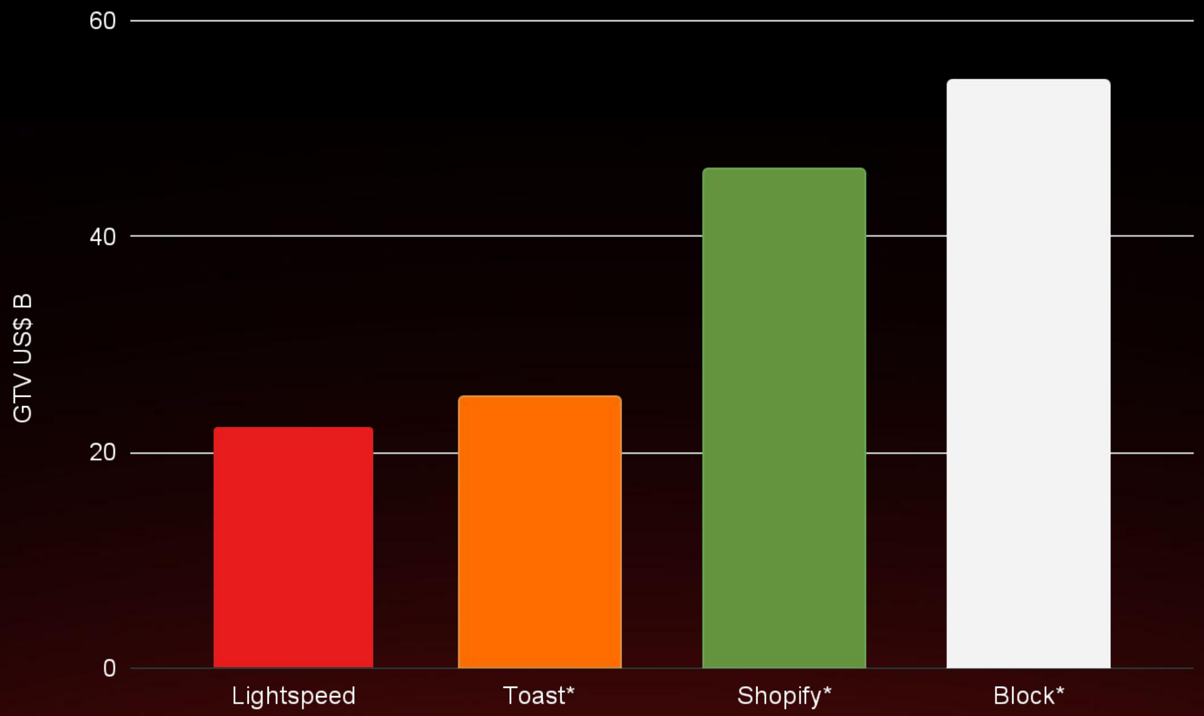
Growing with the right customer mix

YoY Customer Location Growth by GTV Cohort [3]



[1] A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.
[2] Excluding Customer Locations and GTV attributable to the Ecwid by Lightspeed standalone product and NuORDER by Lightspeed product..
[3] For the three month period ended September 30, 2022 compared to the three month period ended September 30, 2021.

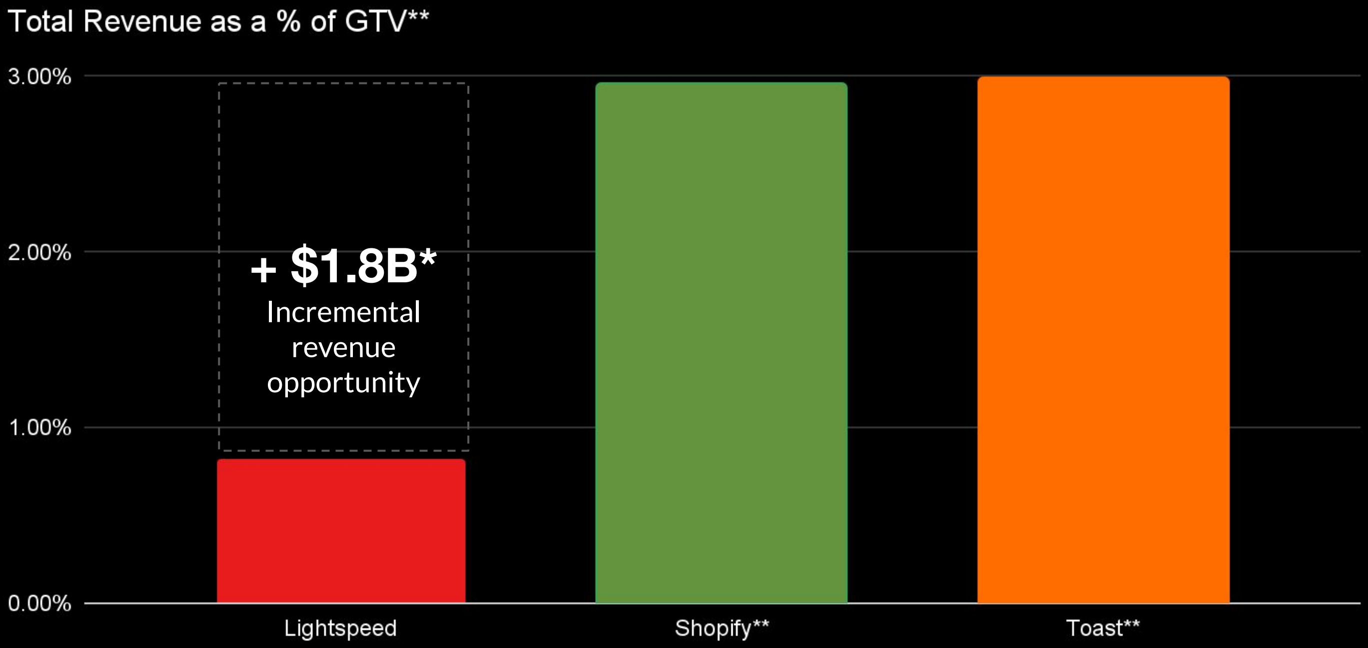
We’ve built a large commerce network



GTV for the three months ended September 30, 2022

*For the three months ended September 30, 2022. This chart outlines information with respect to other selected publicly-traded software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Block and Toast do not report GTV. Accordingly, we have presented their GTV based on their respective GPV and assumed 100% adoption of their payments solutions. See “Disclaimer - Market and Industry Data and Comparables”.

And we're just getting started

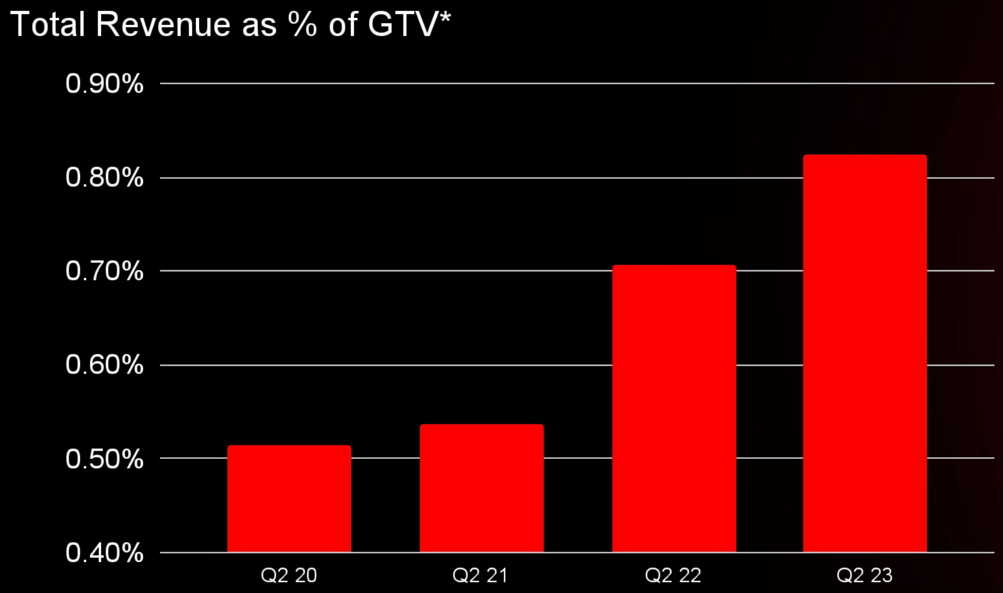


*This illustrative figure assumes total Lightspeed revenue as 3% of GTV for the twelve months ended September 30, 2022, less the reported total revenue as a % of GTV for the twelve months ended September 30, 2022.

**For the three months ended September 30, 2022. This chart outlines information with respect to other selected publicly-traded software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Toast does not report GTV. Accordingly, we have presented their GTV based on their GPV and assumed 100% adoption of their payments solutions. See "Disclaimer - Market and Industry Data and Comparables."

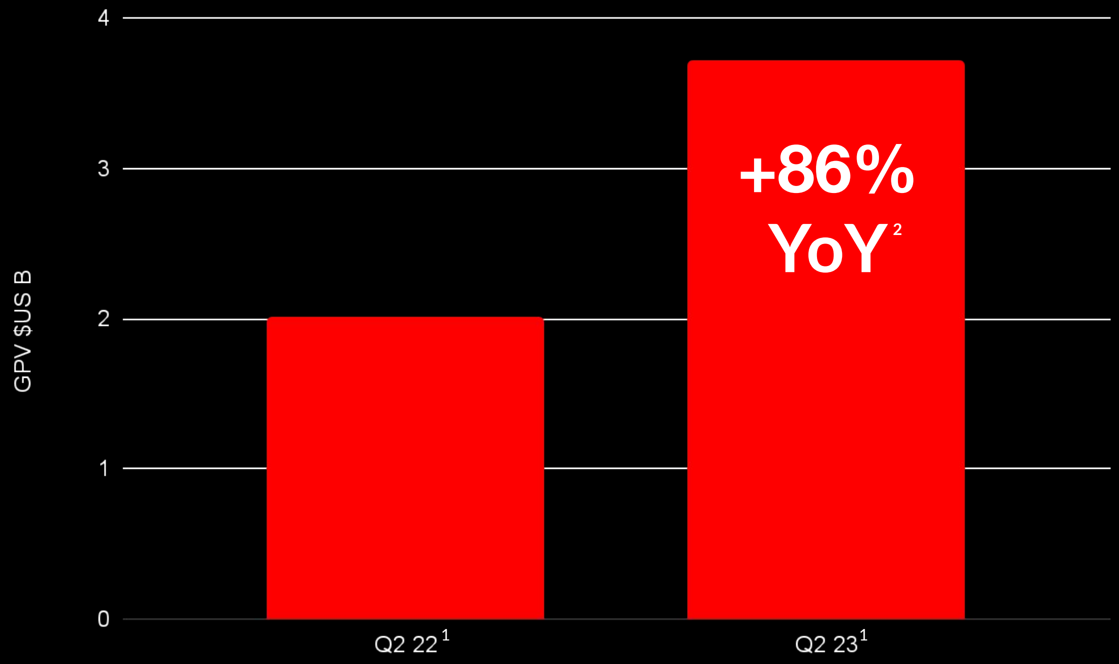
Successfully turning more GTV into revenue

With substantial opportunity ahead



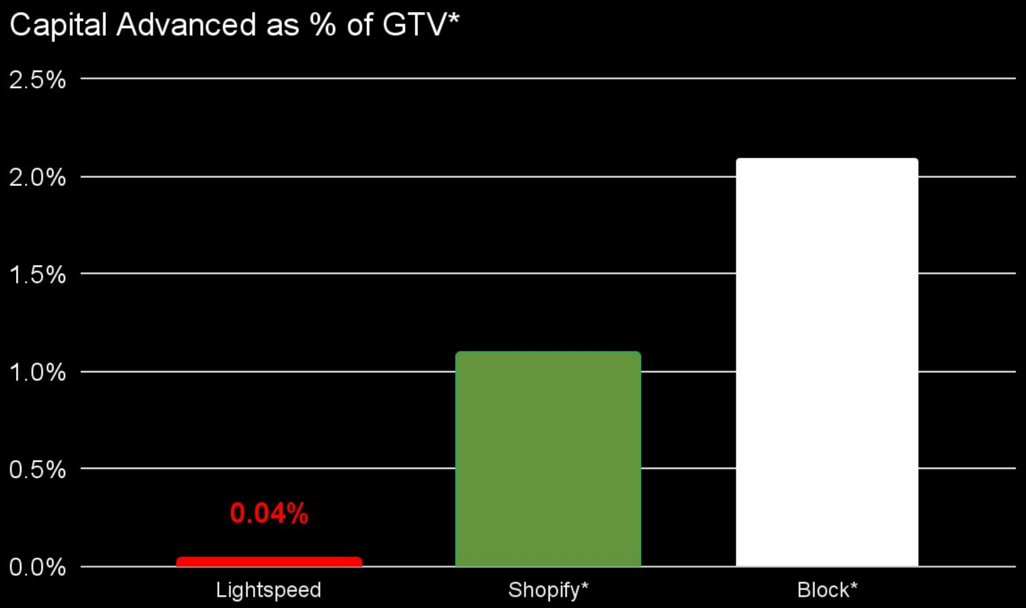
*For the three months ended September 30 for each year.

Growing our Payments volume



[1] For the three months ended September 30 for each year.
[2] For the three month period ended September 30, 2022 compared to the three month period ended September 30, 2021.

Starting to grow Lightspeed Capital



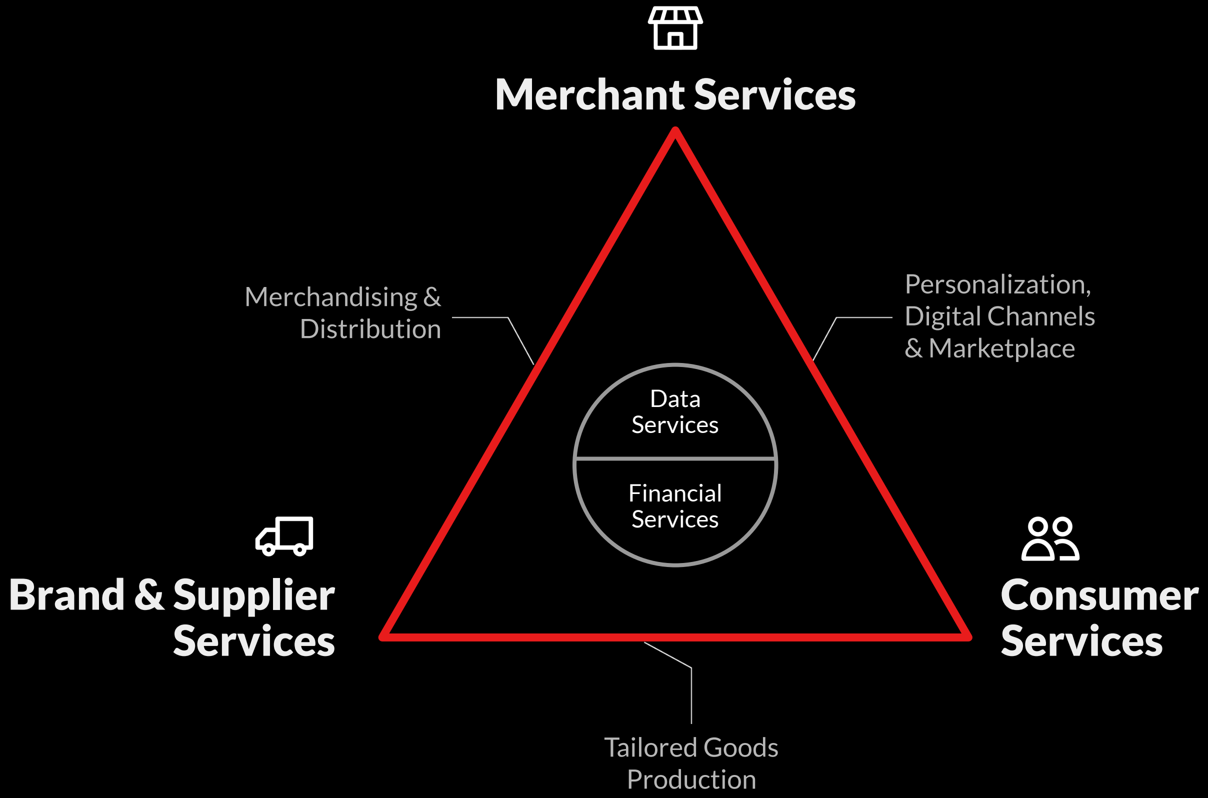
*For the three months ended September 30, 2022. This chart outlines information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Block does not report GTV. Accordingly, we have presented their GTV based on their GPV and assumed 100% adoption of their payments solutions. See "Disclaimer - Market and Industry Data and Comparables."

Still lots of opportunity everywhere we look.

Let’s look forward.

Past: cloud POS primarily focused on merchant value

Future: one-stop commerce platform



Commerce platform

- Merchant services
- Supplier services
- Consumer services
- Financial services
- Data services

This is a transformative moment for our industry.

The post-pandemic world is more challenging than ever.

- Changing consumer behavior
- Soaring inflation rates
  (food, supplies, property, wages)
- Staff shortages
- Recession fears

SMBs need smart, sophisticated technology to thrive.

SMBs are actively investing in technology

51% Businesses plan to increase technology budgets in 2023 [1]

53% SMBs spend over $1.2M annually on cloud technology [2]

87% Hospitality businesses said new technology adoption has been critical for their business' survival [3]

68% Retailers said technology had a positive impact on their business [4]

[1] SWZD, The 2023 State of IT (June 2022).
[2] Flexera, State of the Cloud Report (2022).
[3] Lightspeed Global State of Hospitality Industry Report (2021).
[4] Lightspeed Global State of Retail Industry Report (2022).

Lightspeed helps businesses do better with less.

- ✔ Reduce manual entry and repetitive tasks
- ✔ Automate and speed up workflows
- ✔ Identify cost savings and boost profits with powerful data and insights

What success looks like

Our immediate priorities

One Lightspeed

One company, one brand, one flagship product per industry.

Payments

Increase Payments adoption across our global customer base.

Profitability

Get to adjusted EBITDA break-even or better by FY24.[1]

[1] Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to Lightspeed's Adjusted EBITDA break even and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".

Our investment areas

Financial Services

Invest in Capital and expand our Financial Services offering.

Product capabilities

Expand and enhance our product offering to drive more value for customers.

Go-to-market

Expand our market share in our targeted customer segment in key verticals and geographies.

Migration

Transition customers to our flagship platforms.

“It always seems impossible until it is done.”

—Nelson Mandela

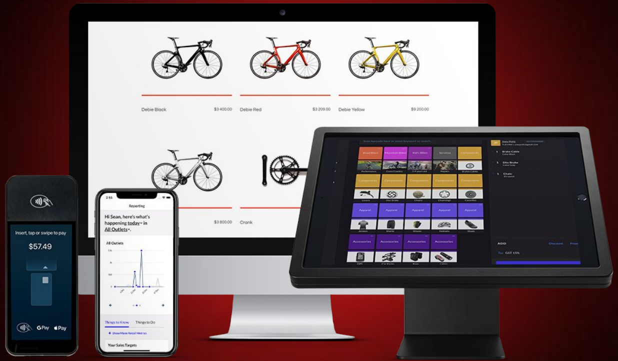
Powering the best

JD Saint-Martin

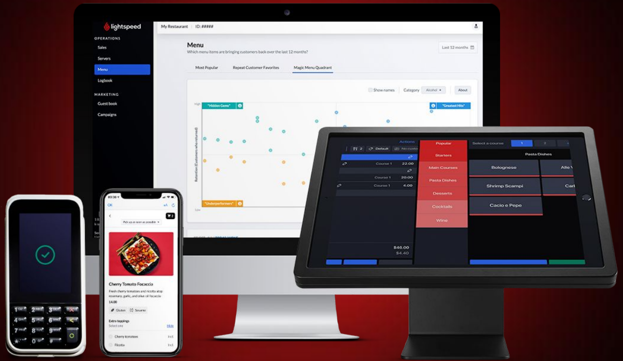
President

Our ideal customer profile

Lightspeed’s target customer



Retail



Hospitality

Complex independent merchants

The merchant landscape

Best unit economics

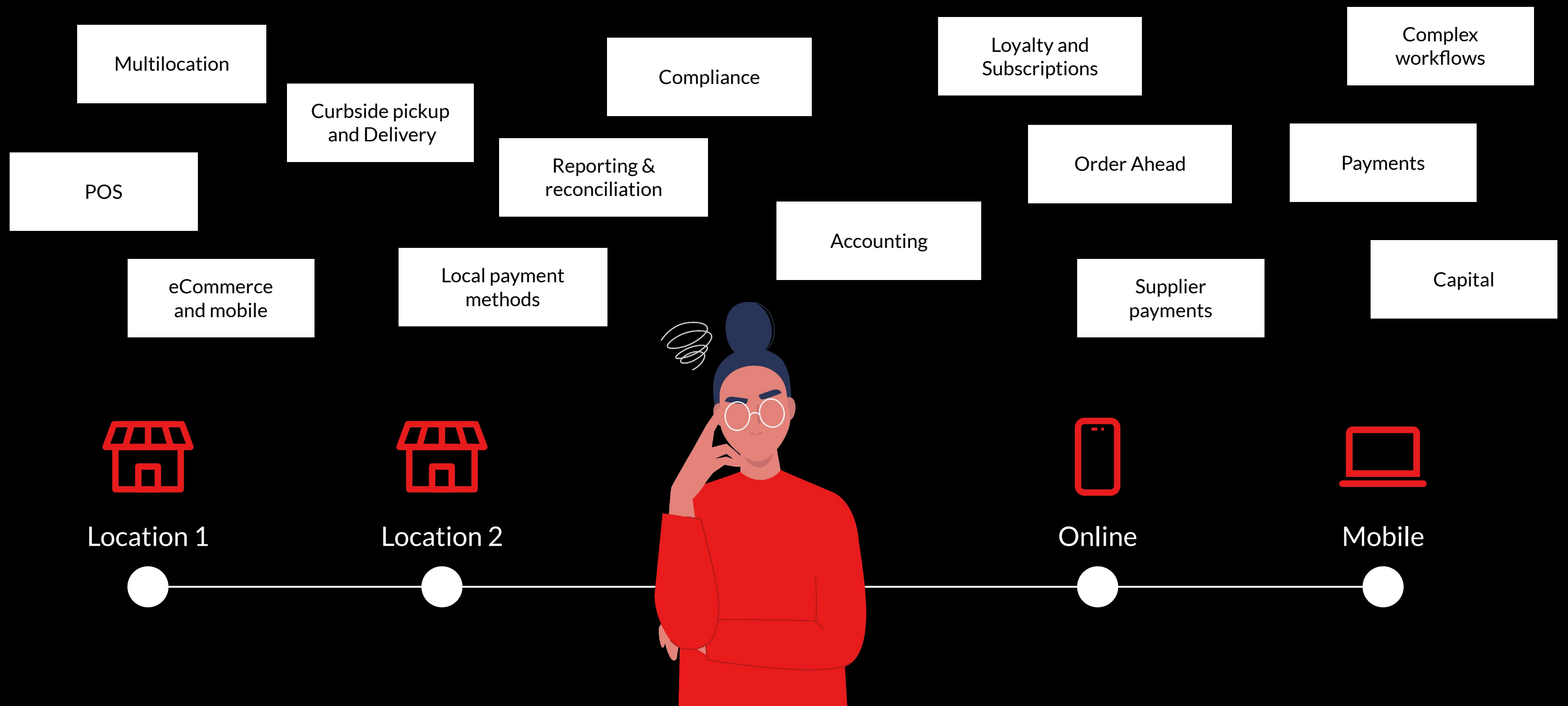
The Ideal Lightspeed Customer

Growth potential

	Micro	Low Complexity	Medium Complexity	High Complexity	Enterprise
GTV	<$200K	$200K-$500K	$500K-$1M	$1M-$100M	$100M+
# Locations	Part Time	Single	1-15	16-150	150+
# Employees	1 to 5	5 to 10	10 to 150	150 to 500	500+

The merchant world today is overwhelming

Running a business requires too many touchpoints.



Lightspeed seamlessly unifies point solutions

The one-stop commerce platform for a complex and evolving omnichannel world.

POS	Curbside pickup and Delivery	Reporting & reconciliation	Compliance	Loyalty and Subscriptions	Complex workflows	Payments
Multilocation	eCommerce and mobile	Local payment methods	Accounting	Order Ahead	Supplier payments	Capital

lightspeed

Our retail offering

The ideal Lightspeed retailer—Land

- Apparel & Footwear
- Bikes
- Pets
- Sporting goods
- Health & Beauty
- Toys & Hobbies
- Outdoor
- Gift & Books
- Jewellery
- Home & Garden
- Vape & Smoke
- Golf

Annual GTV: **$500,000+**

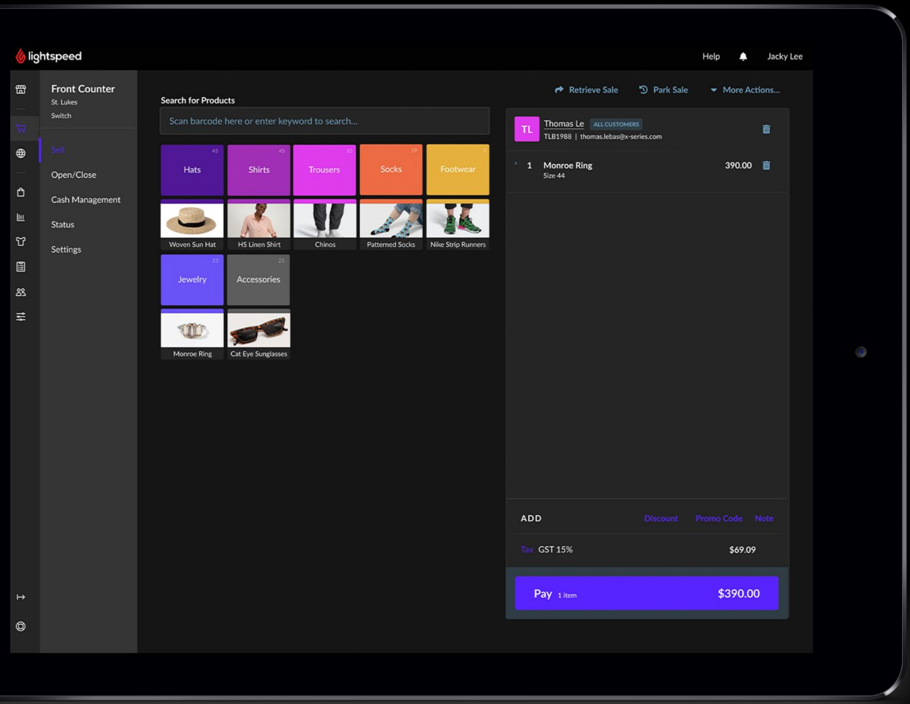
Locations: **1 to 15+**

SKUs: **Thousands**

Churn risk: **Low**

The illustrative Lightspeed retailer—Expand

* Illustrative Ideal Retailer (Land): $200,000 annual GTV x 2.6% /12 = $433 in gross monthly payments revenue. Our lean plan = $100 in monthly software revenue. Total ARPU = $533.
Illustrative Ideal Retailer (Expand): annual GTV increases from $200,000 to $500,000. Gross monthly payments revenue = $500,000 x 2.6% / 12 = $1,083 in gross monthly payments revenue. Our advanced plan that includes eCom, Accounting, Loyalty and Analytics is $269 in monthly software revenue. Total ARPU = $1,352.



The one-stop platform for the complex retailer.

- ✔ A leading solution in North America, UK and APAC
- ✔ Unified platform built for the global market
- ✔ Why we win in our core segments:
    - Complex inventory management
    - Unique workflows for our core verticals
    - Sell everywhere: in person, online, social, marketplaces
    - Reports on every angle of a business
    - Best-in-class iOS experience

Winning in a retail market we believe is inadequately served

This chart outlines our view of our competitive landscape based on information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. See "Disclaimer - Market and Industry Data and Comparables".

Our hospitality offering

The ideal Lightspeed restaurateur—Land

Multi location quick service

Drinking establishments

Full service

Hotel & multi revenue centers

Annual GTV: **$500,000+**

Locations: **1 to 15+**

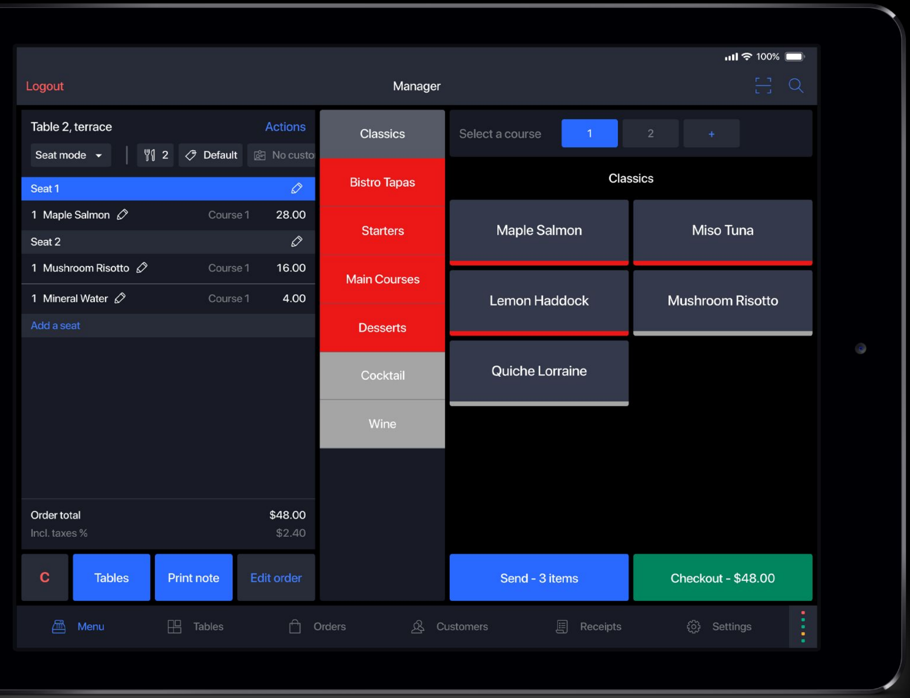
Multiple service flows

Churn risk: **Low**

The ideal Lightspeed restaurateur—Expand

ARPU*

* Illustrative Ideal Restaurant (Land): $200,000 annual GTV x 2.6% /12 = $433 in gross monthly payments revenue. Our essentials plan with 2 terminals = $109 in monthly software revenue. Total ARPU = $542. Illustrative Ideal Restaurant (Expand): annual GTV increases from $200,000 to $500,000. Gross monthly payments revenue = $500,000 x 2.6% / 12 = $1,083 in gross monthly payments revenue. Our pro plan that includes Kitchen Display, Insights, Accounting, Loyalty and Inventory Management is $399 in monthly software revenue. Total ARPU = $1,482.



The one-stop platform for the complex restaurateur.

- ✔ A leading solution in Europe and APAC
- ✔ Unified hospitality platform built for the global market
- ✔ Why we win in our core segments:
  - Private blockchain technology with offline mode
  - Blazing fast
  - Best-in-class analytics engine
  - Unique workflows for our core verticals
  - Fiscal and PMS integrations
  - World-class iOS experience

Winning in a restaurant market we believe is inadequately served

This chart outlines our view of our competitive landscape based on information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. See "Disclaimer - Market and Industry Data and Comparables".

Our go to market motion

Land   Onboard   Expand

Tailored GTM strategy for our ideal customer

	Land (Acquisition)		Onboard (Onboarding)	Expand (Retention & Upsell)
Low Complexity	Inbound Lead Generation	Inside Sales	Self-Led	Self-Led
Medium Complexity	Outbound Lead Generation	Field & Mid-Market Sales	Virtual 1 on 1	Low Touch Account Management
High Complexity	Partner & Outbound Lead Generation		In Person	White Glove Account Management

Key global markets

NOAM

Canada
USA

EMEA

Belgium
France
Germany
Netherlands
Switzerland
UK

APAC

Australia
New Zealand

Sales efficiency from moving to one flagship product

X-Series

C-Series

E-Series

R-Series

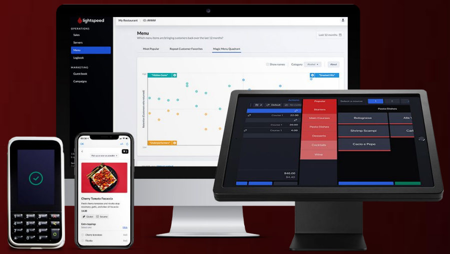
Retail

K-Series

L-Series

O-Series

U-Series



Hospitality

- ✔ Sales training and enablement
- ✔ Pricing and packaging
- ✔ Hardware fulfillment
- ✔ Systems and tools
- ✔ One unified customer journey

Meet our customers

New from FY23

LOUIS VUITTON

Industry
Fine dining

Location
Madison Avenue, New York

Products
Lightspeed Restaurant, Insights, Inventory, Payments, Order Anywhere, Loyalty, Kitchen Display System

Description
Fred's x Louis is a restaurant run by Chef Mark Strausman and the LV North America team. Inside the iconic building is a multiple floor retail exhibition by Louis Vuitton with a fine dining restaurant at the top, powered by Lightspeed Restaurant.

NEAL'S YARD REMEDIES
Natural & organic health & beauty

Industry
Retail

Location
Over 40 stores across the UK

Products
Lightspeed Retail, Payments, Marketing & Loyalty

Description
Neal's Yard Remedies specializes in organic body and skincare products. The multichannel retailer has stores across the UK.

PARKER

PALM SPRINGS

Industry

Hospitality

Location

Palm Springs, California

Products

Lightspeed Restaurant, Payments, Loyalty, Pro Services

Description

One of North America's premiere independent luxury hotels, Parker Palm Springs, recently joined Lightspeed. Parker Palm Springs was using another iPad-based POS platform and found its lack of support and functionality challenging.

Cleveland Metroparks®

Industry
Golf

Location
8 locations across Ohio

Products
Lightspeed Retail, Restaurant, Golf and Payments

Description
Cleveland Metroparks was looking for a solution to help streamline operations across all their golf courses. Our multi-location POS capabilities, coupled with the ability to aggregate data from all locations within one tool, led them to Lightspeed. They will use our payments products at every facility as we are the only solution that provides built-in settlement and reporting tools right in their POS.

lightspeed

Break and demos

See you back here in 15 minutes

Fireside chat

L'OSTERIA
PIZZA E PASTA

Peter Schimpl
Vice President of IT & Digital,
L'Osteria

CLUSIER

Pierre-Benoît Duhamel
Owner & Founder,
Clusier Habilleur

Operational focus

Brandon Nussey

Chief Operating Officer

The global commerce platform opportunity

At IPO[1]—POS cloud software Market fragmentation

vend

Upserve

SHOPKEEP

GASTROFIX

ikentoo

>$13B GTV[3]

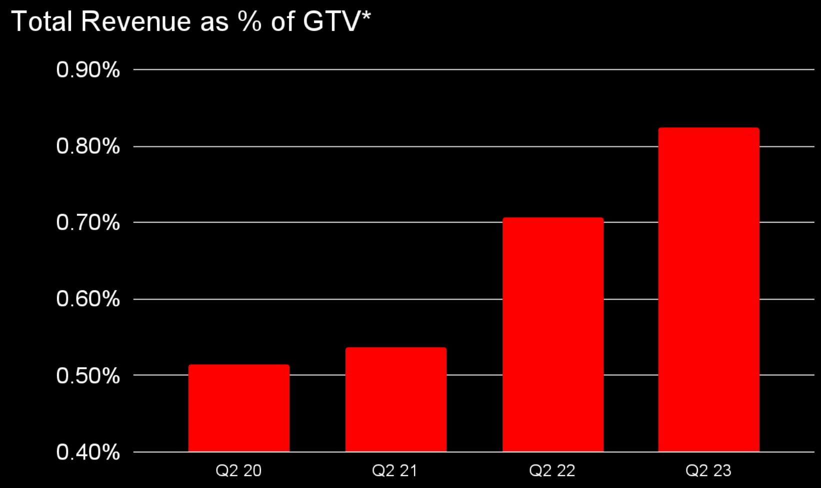
Today[2]—Growing commerce platform

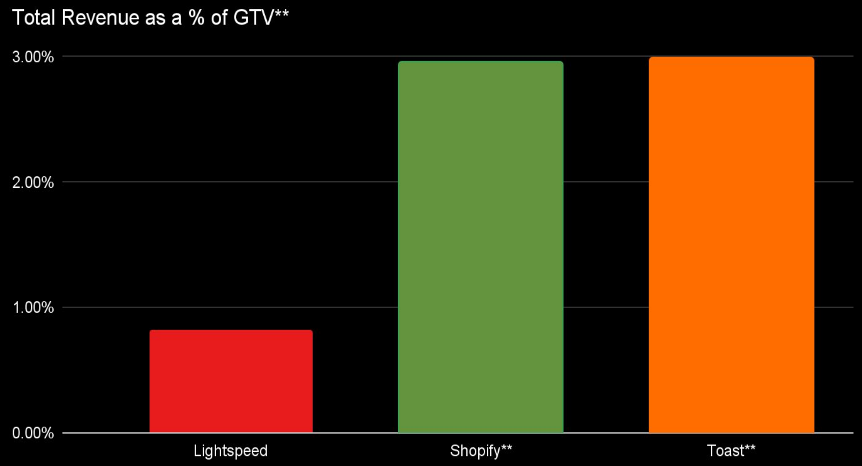
>$80B GTV[4, 5]

[1] As at December 30, 2018.
[2] As at September 30, 2022.
[3] For the 12 month period ended December 31, 2018. For clarity, GTV only includes Lightspeed.
[4] GTV presented excludes GTV attributable to the Ecwid by Lightspeed standalone product.
[5] For the 12 month period ended September 30, 2022.

Successfully turning more GTV into revenue

With substantial opportunity ahead.





*For the three months ended September 30 for each year

**For the three months ended September 30, 2022. This chart outlines information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Toast does not report GTV. Accordingly, we have presented their GTV based on their GPV and assumed 100% adoption of their payments solutions. See “Disclaimer - Market and Industry Data and Comparables”.

Turning more GTV into revenue—our priorities

Grow our GPV with Lightspeed Payments

Increase global adoption and convert existing customers.

Expand Financial Services

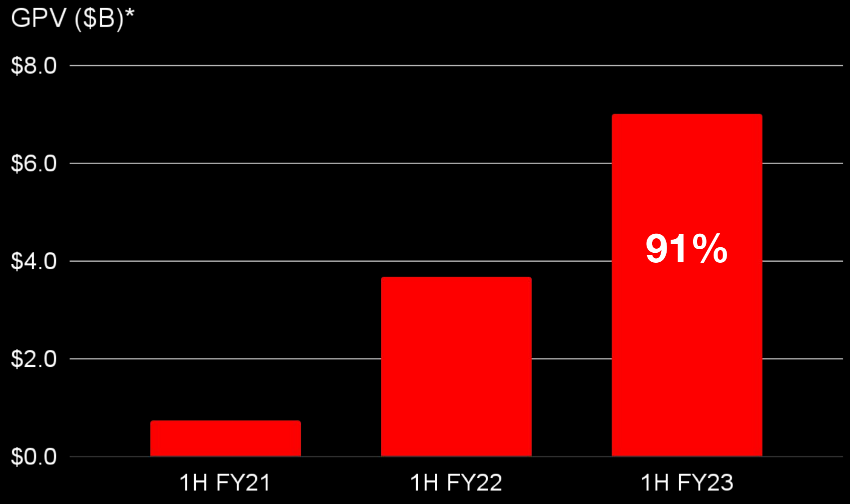
Ramp up Lightspeed Capital and eventually monetize supplier-side orders.

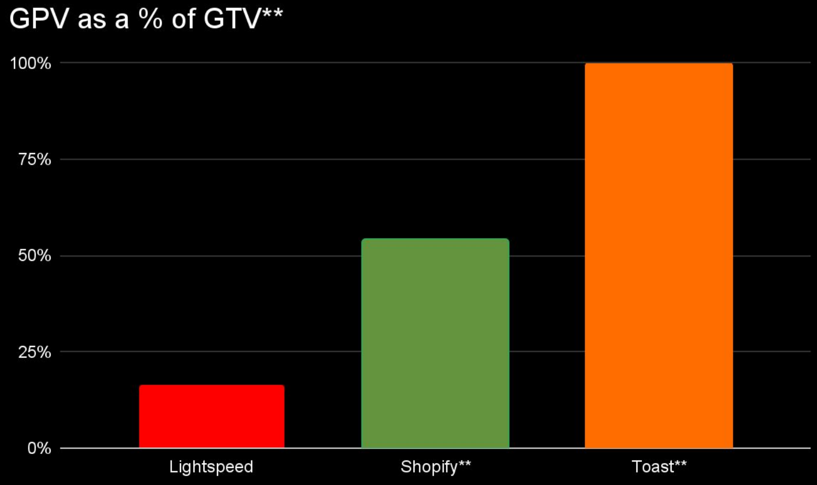
Grow our software ARPU

Increase new module adoption and exploit full potential of flagships.

Lightspeed Payments—strong and consistent GPV growth

Significant opportunity remains.





*For the six months ended September 30 for each year

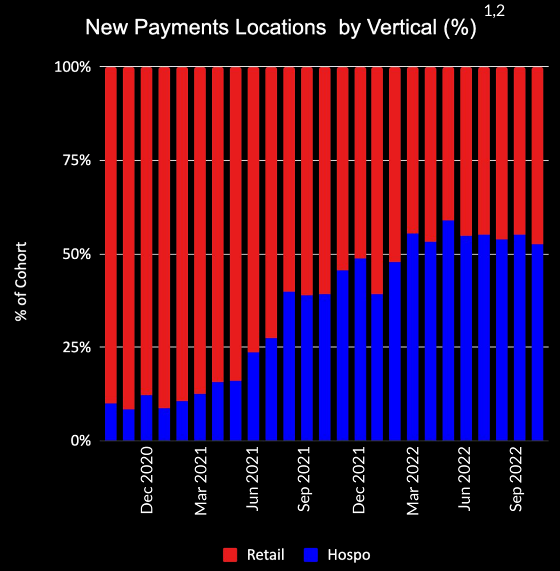
**For the three months ended September 30, 2022. This chart outlines information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Toast does not report GTV. Accordingly, we have presented their GTV based on their GPV and assumed 100% adoption of their payments solutions. See "Disclaimer - Market and Industry Data and Comparables".

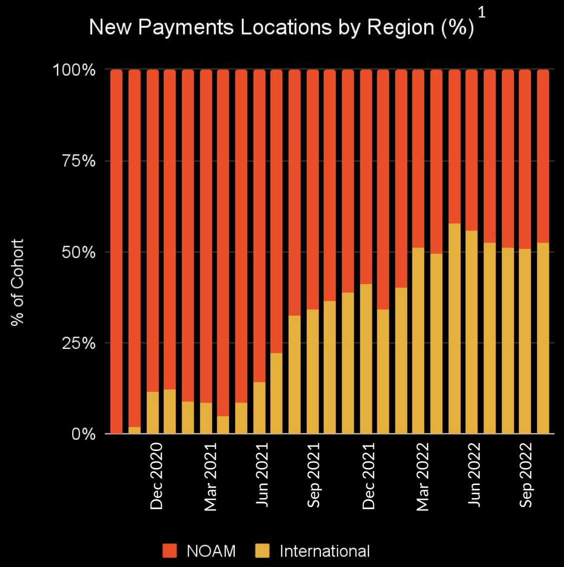
Lightspeed Payments—the opportunity

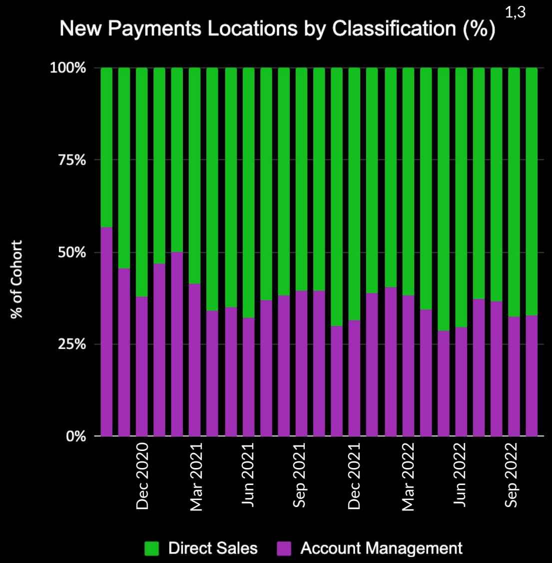
[1] For the three month period ended September 30, 2022.
[2] Excluding GTV and GPV attributable to the Ecwid by Lightspeed standalone product.
[3] Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to GPV as a percentage of GTV and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".

Growing GPV—new products, new markets

We're seeing consistent reception as we launch new products and markets.







[1] A payments location is a Customer Location that attaches our payments solutions alongside its core software subscription.
[2] New payments locations exclude locations attributable to Ecwid by Lightspeed standalone product and Lightspeed Golf.
[3] New payments locations exclude locations added via our Partnership channel.

Lightspeed Capital

Fueled by Payments

Reliable on-demand capital

Cash advance program to eligible merchants

Easy, fast and simple approval process

Rapid access to funds

Flexible terms

Repayment process based on a set percentage of daily sales

Cost of advance never changes while outstanding

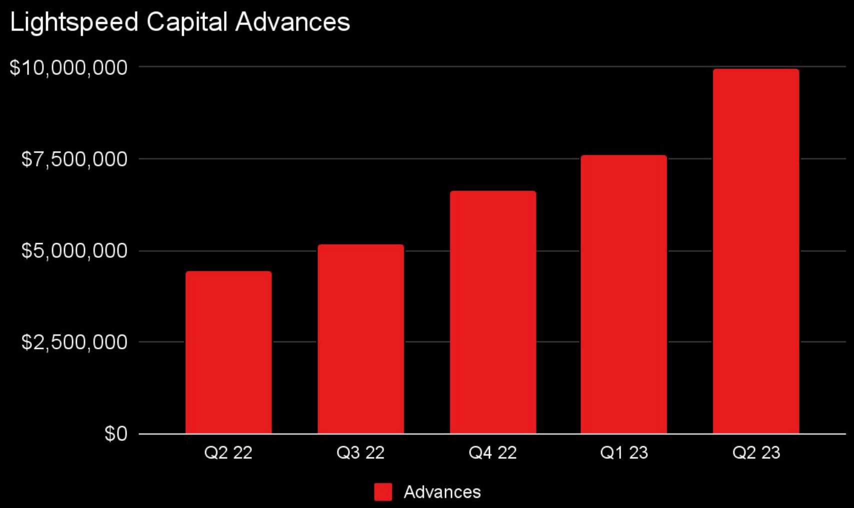
Funds to propel growth

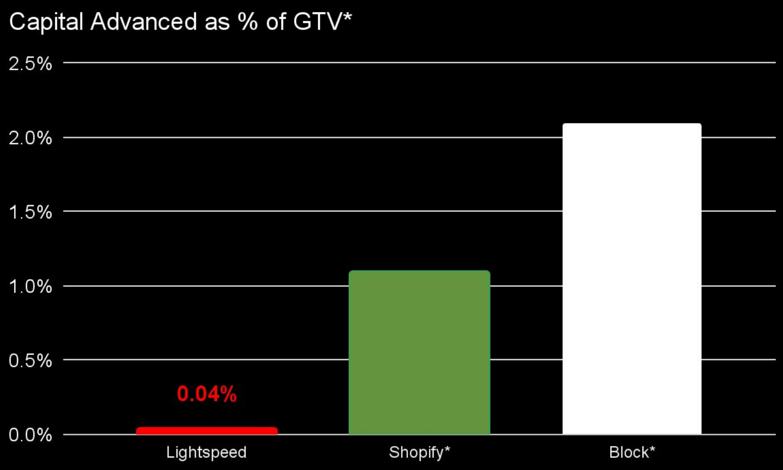
Support for whatever is needed to grow a customer's business

New equipment, inventory

Lightspeed Capital—a new and growing product

We're just starting to tap into the full potential of Capital.





*For the three months ended September 30, 2022. This chart outlines information with respect to other selected software as a service providers (the "comparables"). The information relative to the comparables has been obtained or derived from public sources and has not been verified by the Company. Block does not report GTV. Accordingly, we have presented their GTV based on their GPV and assumed 100% adoption of their payments solutions. See "Disclaimer - Market and Industry Data and Comparables."

Lightspeed Capital—at a glance

~16% Average Fee[1] to Lightspeed

~$20,000 Average size of Advance[1]

400+ Advances[1]

90%+ Gross Margins[1]

100%+ YoY Growth in Capital Advances[3]

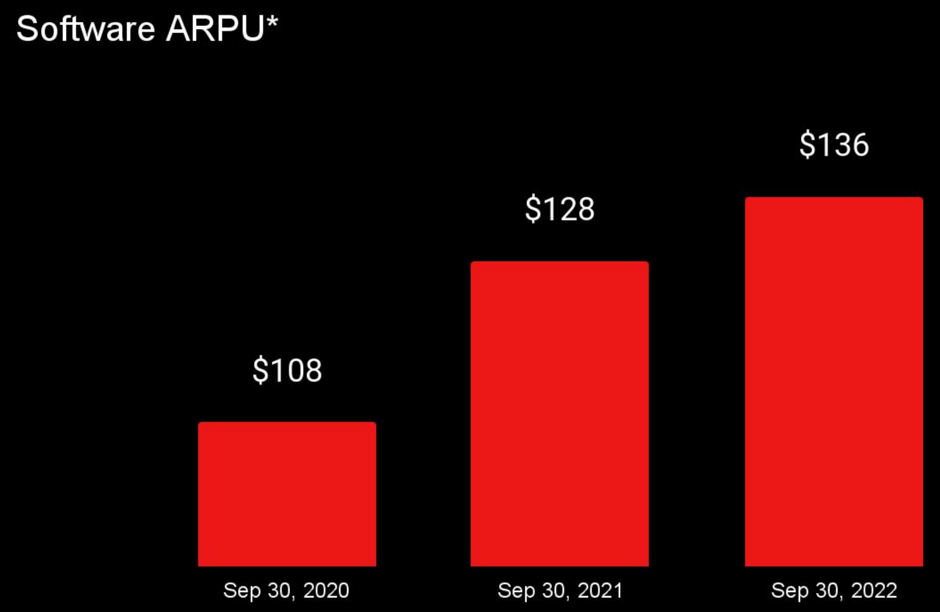
~2% Default rate[2]

200%+ YoY Growth in Revenue[3]

[1] For the three months ended September 30, 2022.
[2] Default rate from the launch of Lightspeed Capital to September 30, 2022 calculated as the total capital advances considered uncollectible divided by the total capital advances since the launch of Lightspeed Capital.
[3] For the three month period ended September 30, 2022 compared to the three month period ended September 30, 2021.

Flagship offerings helping drive ARPU growth

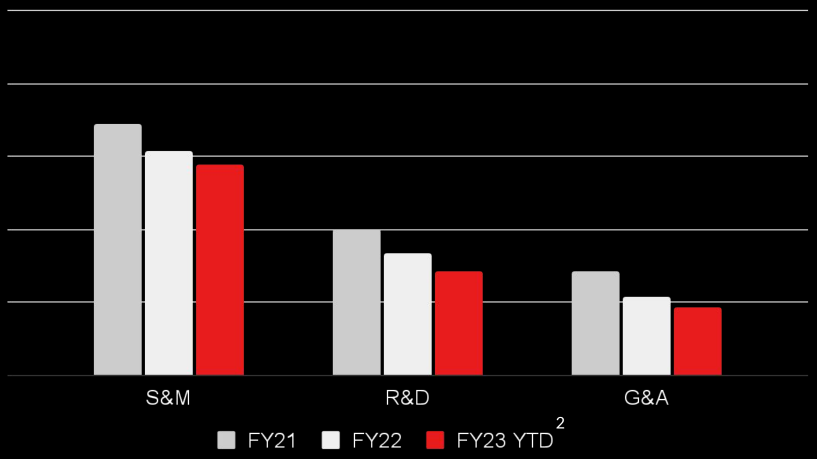
Lightspeed has one of the most extensive cloud commerce offerings on the market.



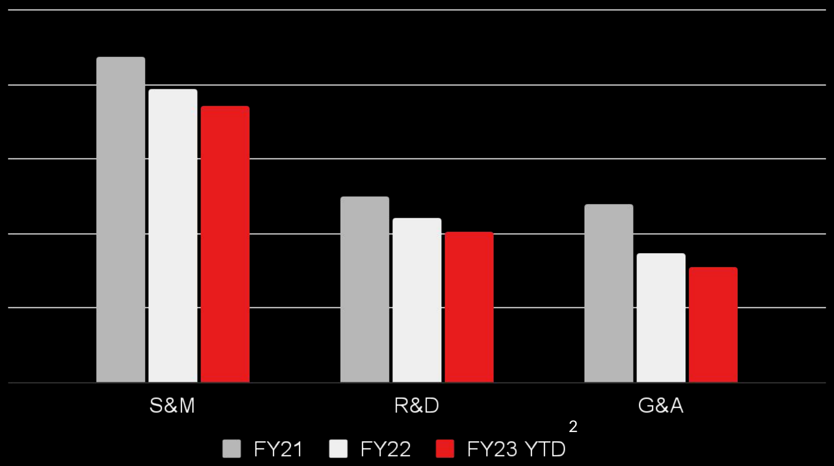
*Excludes Customer Locations attributable to Ecwid by Lightspeed standalone product.

Focused on operating leverage

Adjusted Opex as a % of Revenue[1]



Opex as a % of Revenue



[1] This is a Non-IFRS measure or ratio. Please see Appendix B for the reconciliation to the most directly comparable IFRS measure or ratio.
[2] FY23 YTD means the six months ended September 30, 2022.

We'll continue to drive leverage

	FY22	Q2 FY23[1]	FY22 (Non-IFRS)[2]	Q2 FY23 (Non-IFRS)[1,2]	Focus area
Gross profit	50%	44%	51%	46%	• Expansion of Lightspeed Payments will produce more gross profits per Customer Location, but move gross margins lower given the lower margin profile as compared to subscription-only • Lightspeed Capital which has a high-margin will help offset • Unlocking infrastructure and support synergies through One Lightspeed
S&M	40%	35%	31%	27%	• Increase ARPU by converting more GTV to revenue (ongoing leverage)
R&D	22%	20%	17%	14%	• Consolidate resources onto flagships (ongoing leverage)
G&A	17%	14%	11%	9%	• Unlock synergies and cost savings by integrating acquisitions

[1] For the three months ended September 30, 2022
[2] This is a Non-IFRS measure or ratio. Please see Appendix B for the reconciliation to the most directly comparable IFRS measure or ratio.

Focusing on reduction of SBC

**SBC as %
of Revenue**

15-20% of SBC
is related to M&A that
closed over the last
3 fiscal years and
is amortizing over time

Protecting our culture—Guiding Principles

Make it happen
We strive for meaningful results.

Make it together
We win and celebrate as a team.

Make it human
We bring our authentic selves to work.

Make it about the customer
Period.

Make it data driven
We choose to assess rather than assume.

Make it matter
We measure ourselves by our impact.

We're proud of the diverse representation within our employee base

11%
LGBTQ2S+[1]

12%
Persons with disabilities[1]

28%
BIPOC[1]

40%
Total women[2]

31%
Women in executive roles[2]
(VP and above)

88%
of our employees feel they can be their authentic self at work[1]

[1] Based on self-identification of our employees who participated in our annual DEI and engagement survey, with an 80% participation rate, which survey was conducted in February and March 2022.
[2] As of September 30, 2022.

Profitable growth

Asha Bakshani

Chief Financial Officer

Q2 in review

We saw strong YoY revenue growth thanks to subscriptions, Lightspeed Payments and ARPU.

Revenue	Organic growth [1, 3]	Gross Payment Volume [4]	ARPU [2] growth
$184M	35%	$3.7B	~$337
✔ Ahead of outlook ✔ 38% growth YoY	Growth rate of subscription and transaction-based revenue	✔ 86% growth YoY	✔ 25% growth YoY

[1] References herein to "organic" growth exclude the impact of any acquisitions that occurred since the end of the prior comparable period so as to provide a consistent basis of comparison. For greater clarity, where an acquisition occurred part way through the prior comparable quarter, such acquisition's contributions in the current quarter are included for purposes of calculating organic growth only to the extent of the same months they were included in the prior comparable quarter.
[2] Excluding Customer Locations attributable to the Ecwid by Lightspeed standalone product.
[3] For the three months ended September 30, 2022 compared to the three months ended September 30, 2021.
[4] For the three months ended September 30, 2022.

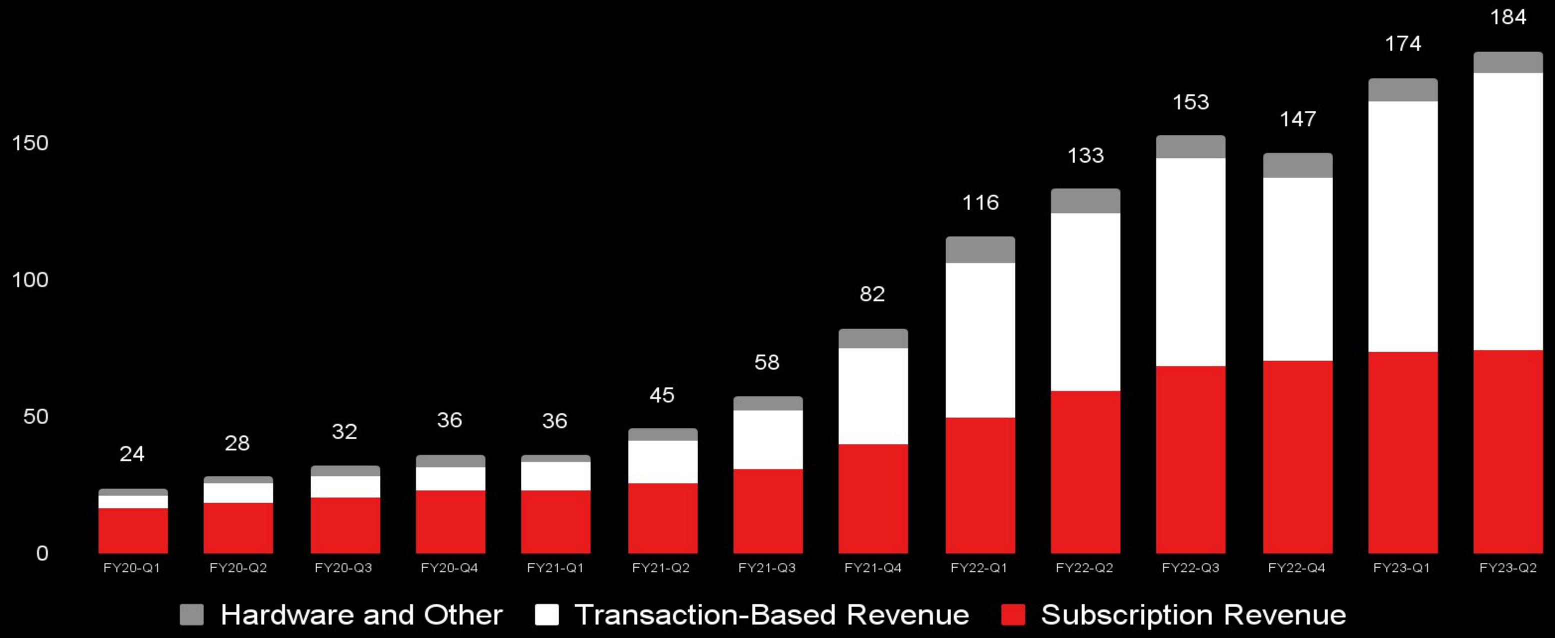
Proof that our strategy is working—IPO to today

Organic growth + proven M&A success.

Revenue	ARPU	GPV
87%	31%	258%
CAGR Q1FY20-Q2FY23[2]	CAGR Q1FY20-Q2FY23[1]	CAGR Q1FY20-Q2FY23[2]

[1] Excluding Customer Locations attributable to the Ecwid by Lightspeed standalone product. Calculated using a period of 3.25.
[2] Calculated using a period of 3.25.

We’re seeing consistently strong revenue growth

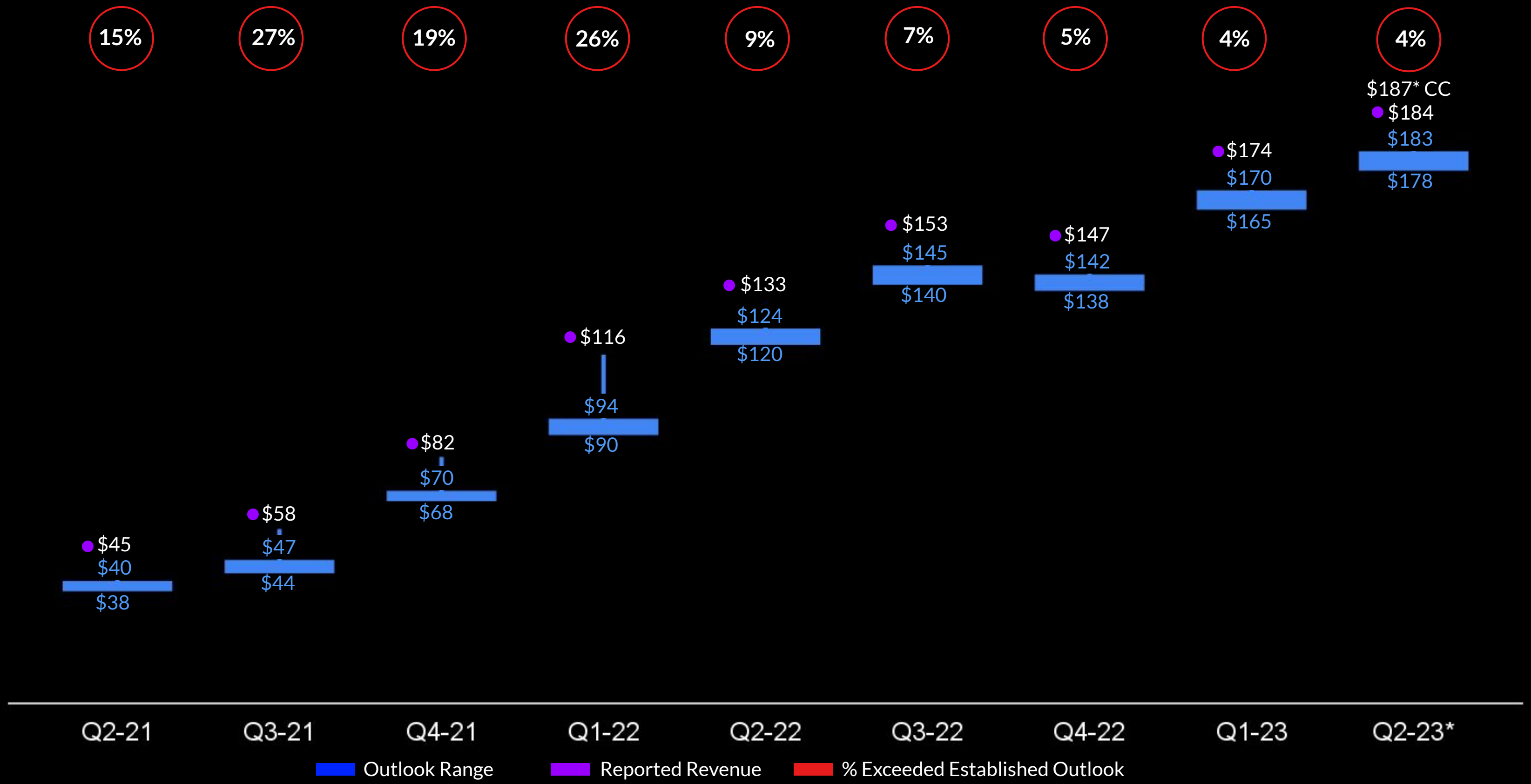


YoY organic* subscription and transaction-based revenue growth:

42%	47%	48%	78%	58%	74%	48%	38%	35%

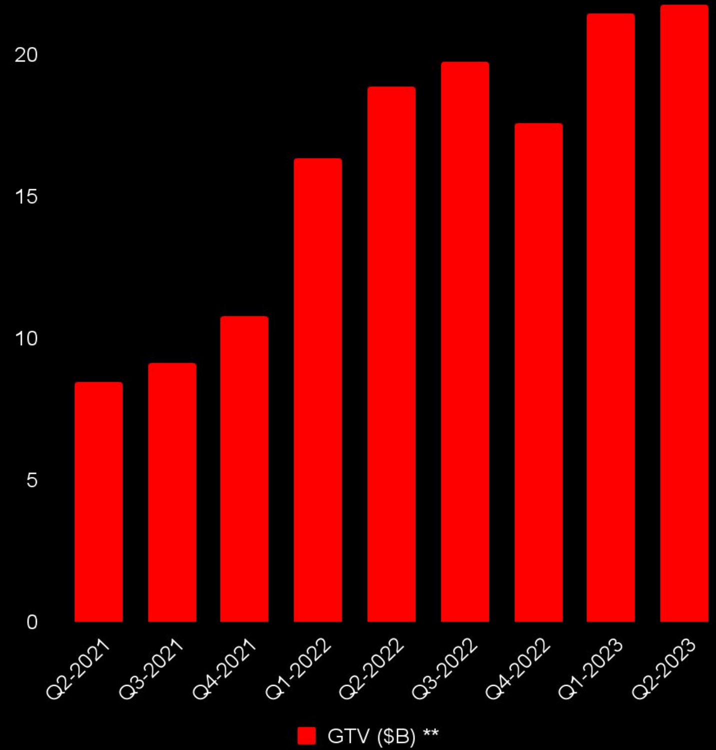
*References herein to "organic" growth exclude the impact of any acquisitions that occurred since the end of the prior comparable period so as to provide a consistent basis of comparison. For greater clarity, where an acquisition occurred part way through the prior comparable quarter, such acquisition's contributions in the current quarter are included for purposes of calculating organic growth only to the extent of the same months they were included in the prior comparable quarter.

Consistently meeting our revenue commitments



*Revenue at a constant currency. This is a Non-IFRS measure or ratio. Please see Appendix B for the reconciliation to the most directly comparable IFRS measure or ratio.

Growing GTV, with LTM now over $80B*



More GTV

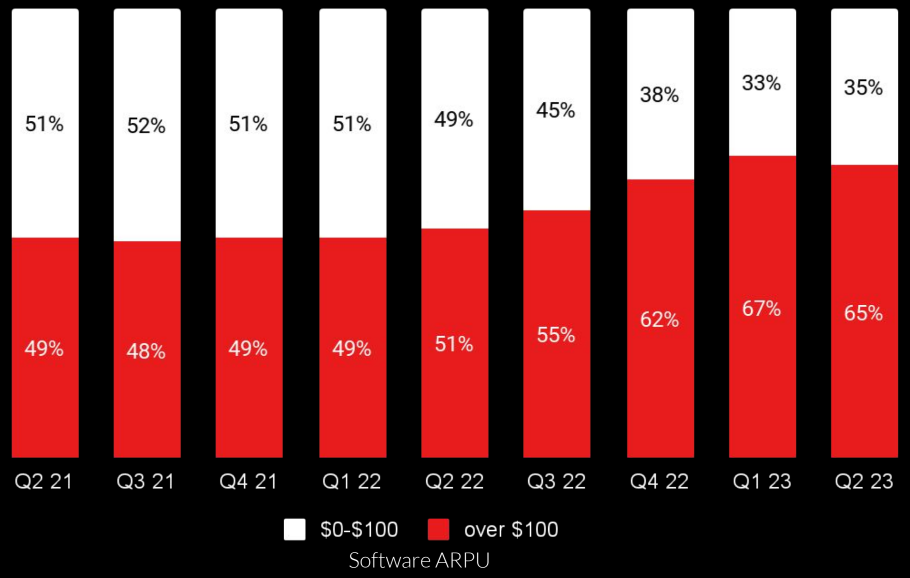
=

More monetization opportunities for Lightspeed

* For the last twelve months ended September 30, 2022
**Excluding GTV attributable to the Ecwid by Lightspeed standalone product.

We continue to sign higher value customers

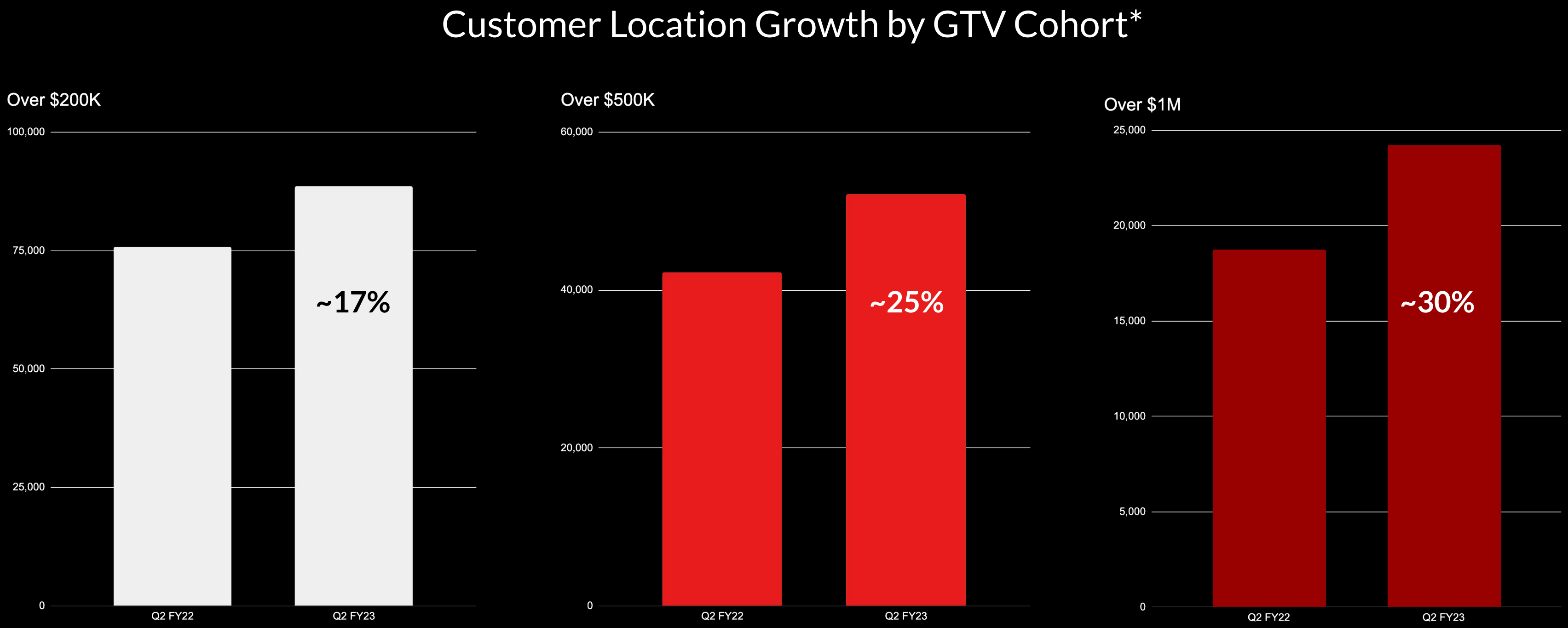
Customer Locations by ARPU Tiers*



The proportion of customers with higher software ARPU has **grown by ~28%** from one year ago.

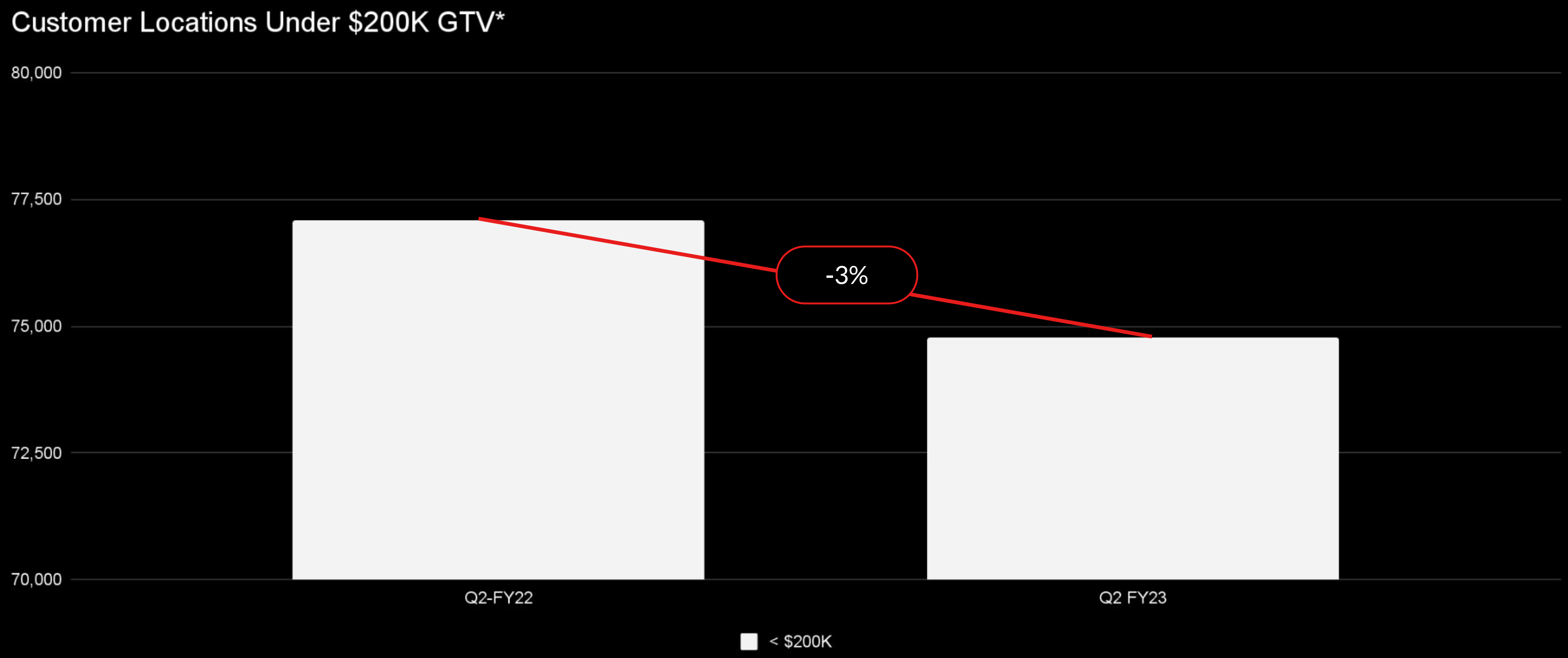
*Excludes Customer Locations attributable to Ecwid by Lightspeed standalone product and NuORDER by Lightspeed product.

Growing with the right customer mix



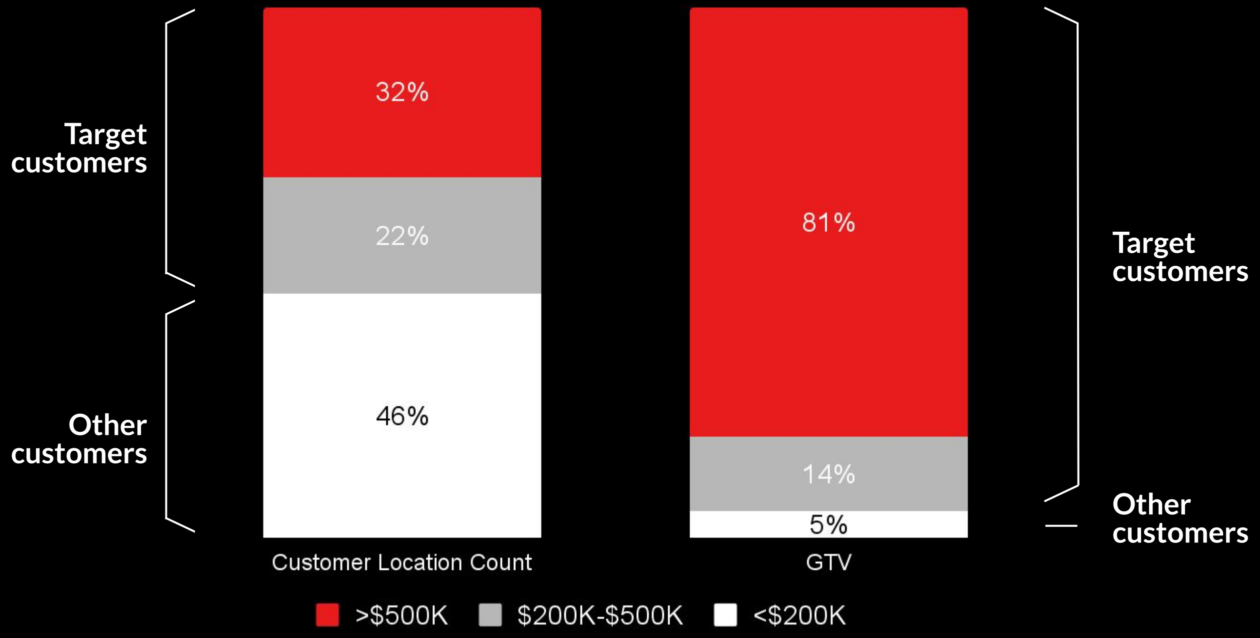
*Excluding Customer Locations and GTV attributable to the Ecwid by Lightspeed standalone product and NuORDER by Lightspeed Product.
A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.

And shrinking store counts in our less profitable cohorts



*Excluding Customer Locations attributable to the Ecwid by Lightspeed standalone product and NuORDER by Lightspeed product.
A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.

95% of our GTV is coming from our target customers



Annual GTV per Customer Location [1, 2, 3]

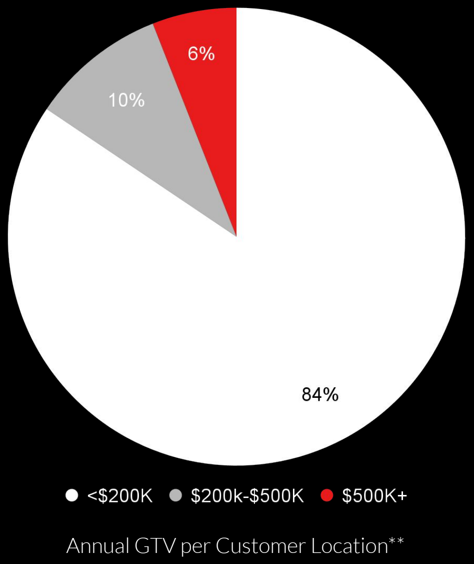
54% of Customer Locations represent **95% of our GTV.**

The other 46% of Customer Locations account for **only 5% of our GTV.**

[1] A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.
[2] Excluding Customer Locations or GTV attributable to the Ecwid by Lightspeed standalone product, Lightspeed Golf and NuORDER by Lightspeed product.
[3] For the three months ended September 30, 2022.

~84% of our Customer Location churn is in the <$200K annual GTV cohort

Customer Location churn by GTV cohort*



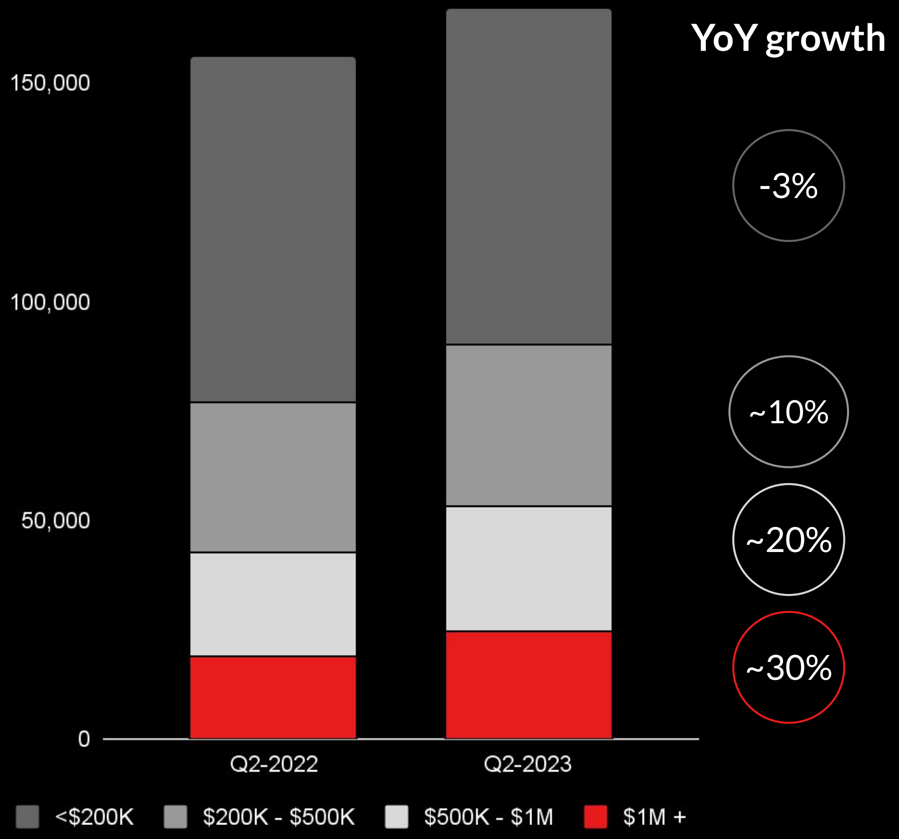
- ✔ Total number of Customer Locations that generate under $200K in annual GTV is declining
- ✔ More than 80% of our churn is in the under $200K in annual GTV cohort
- ✔ 6% of our total churn comes from our ideal customer base of $500K or more in annual GTV

*For the three months ended September 30, 2022. Excludes Customer Locations attributable to the Ecwid by Lightspeed standalone product.
A churned Customer Location is a billing merchant location in respect of which the terms of service have ended and with which we are not negotiating a renewal contract in the relevant period.
**A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.

Resulting in an increasingly favorable customer mix

Our strategy of signing and keeping high-GTV customers is working.

Customer Locations by GTV Cohort*



Annual GTV per Customer Location**

*Excluding Customer Locations attributable to the Ecwid by Lightspeed standalone product and NuORDER by Lightspeed product.
**A Customer Location's GTV per year is calculated by annualizing the GTV for the months in which the Customer Location is actively processing in the last twelve months.

Our profitable growth strategies

Grow subscription revenue

Continue to grow our share in the underserved SMB market.

Increase financial services revenue

Drive value through financial services by growing GPV and Lightspeed Capital.

Increase operating leverage

Continue to find synergies across acquired companies, products and systems so we can reinvest in the business.

Customer unit economics

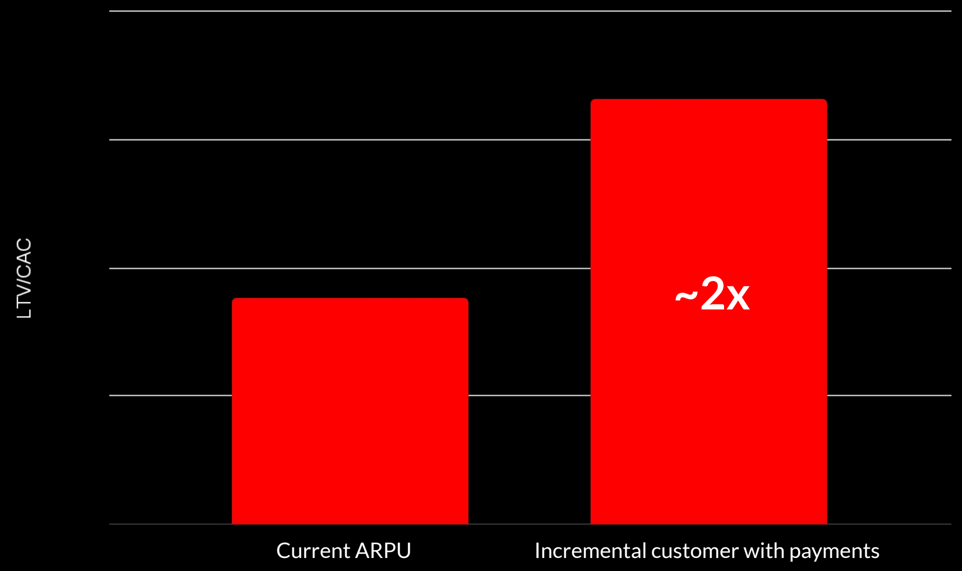
We have a disciplined approach to ensuring we are bringing on new Customer Locations in a way that supports long term profitability.

Lifetime Value (LTV)	How much Gross Profit we expect over the estimated life of a Customer Location[1]
Customer Acquisition Cost (CAC)	What we spend to get a new Customer Location[2]

We measure our unit economics as a multiple of LTV to CAC.

[1] We estimate the lifetime value of a Customer Location using the Gross Profit we expect per Customer Location, at our current ARPU, after incorporating an assumed level of churn based on historical levels.
[2] Customer acquisition costs are calculated as our Non-IFRS sales and marketing expenses (please see Appendix B for Non-IFRS financial measures and definition and reconciliation to sales and marketing expenses), as adjusted for other costs of acquiring our Customer Locations, in a period divided by the number of new Customer Locations added for that period.

Payments driving strong customer unit economics



At our current ARPU[1], which reflects 17% GPV as a % of GTV, our LTV is ~3x CAC.

Isolated to an average new customer who takes software and payments, we estimate that we derive an LTV to CAC ratio that is **approximately double** that of an average customer today.

[1] As at September 30, 2022.

We're increasing our operating leverage to improve gross margins

- ✔ Consolidate infrastructure/hosting contracts
- ✔ Consolidate service centers into lower cost geographies
- ✔ Leverage GTV volumes to improve our take rates
- ✔ Expand Lightspeed Capital (over 90% gross margin) to a larger customer base

Gross margin target*

40%-45%

*Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to Lightspeed's gross margin and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".

Our focus on flagship platforms and consolidating M&A will create additional savings

Engineering—Redirecting resources working on non-flagship products (>30%*)

Customers—Decreasing onboarding time, training costs and CAC

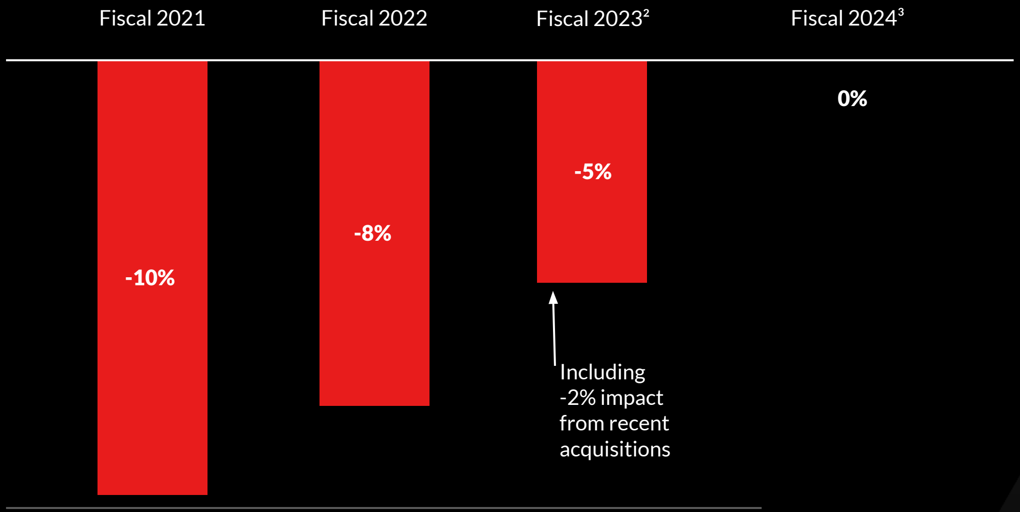
Offices—Rightsizing and consolidating offices

Licenses—Aggregating ERP and user license contracts

*Percentage of resources currently deployed to non-flagships.

Our scale and cost discipline is driving operating leverage

Adjusted EBITDA as a percentage of revenue[1]



	Fiscal 2021	Fiscal 2022
Net Loss as a % of Revenue	-56%	-53%

Making progress on path to profitability despite acquisitions

[1] This is a Non-IFRS measure or ratio. Please see Appendix B for the reconciliation to the most directly comparable IFRS measure or ratio.
[2] Financial outlook, please see Appendix C for the assumptions, risks and uncertainties related to Lightspeed's Adjusted EBITDA and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".
[3] Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to Lightspeed's Adjusted EBITDA break even and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".

Lightspeed growth formula assumptions

Grow subscription revenue
10-15%

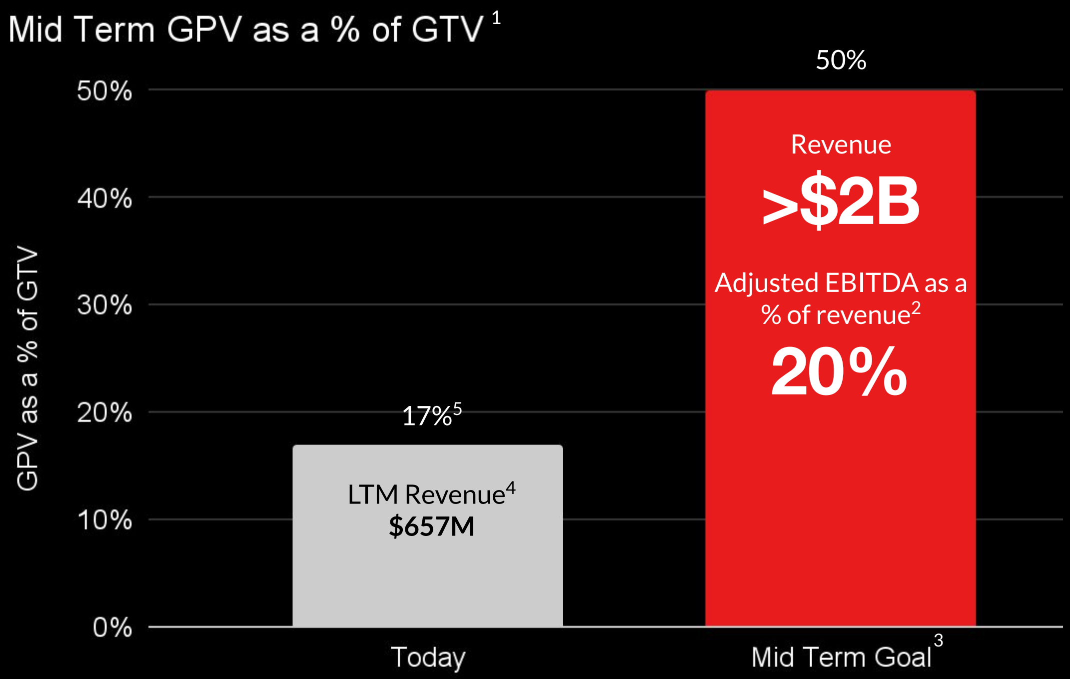
Grow GPV
40-50%

Decrease Opex
as a % of Revenue

Along with a strong balance sheet with **$863 million** in cash[1]

[1] As at September 30, 2022, Lightspeed had ~$863 million in unrestricted cash and cash equivalents.

What success looks like—50% GPV as a % of GTV



[1] Excluding GTV and GPV to the Ecwid by Lightspeed standalone product.
[2] This is a Non-IFRS measure or ratio. Please see Appendix B for the reconciliation to the most directly comparable IFRS measure or ratio.
[3] Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to Lightspeed's Adjusted EBITDA, GPV as a % of GTV and revenue and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".
[4] For the twelve months ended September 30, 2022
[5] For the three months ended September 30, 2022

We're confident we'll be Adjusted EBITDA break-even or better in FY24.*

*Financial outlook, please see Appendix D for the assumptions, risks and uncertainties related to Lightspeed's Adjusted EBITDA break even and "Disclaimer - Cautionary Note Regarding Forward-Looking Information".

Thank you

Q&A

lightspeed

lightspeed

Breakouts

Lunch and demos

lightspeed

APPENDIX A

Appendix A – Industry metrics

“Average Revenue per User” or “ARPU” represents the total subscription revenue and transaction-based revenue of the Company in the period divided by the number of Customer Locations of the Company in the period. For greater clarity, the number of Customer Locations of the Company in the period is calculated by taking the average number of Customer Locations throughout the period.

“Customer Location” means a billing merchant location for which the term of services have not ended, or with which we are negotiating a renewal contract, and, in the case of NuORDER, a brand with a direct or indirect paid subscription for which the terms of services have not ended or in respect of which we are negotiating a subscription renewal. A single unique customer can have multiple Customer Locations including physical and eCommerce sites and in the case of NuORDER, multiple subscriptions. We believe that our ability to increase the number of Customer Locations served by our platform, particularly those with a high GTV, is an indicator of our success in terms of market penetration and growth of our business.

“Gross Payment Volume” or “GPV” means the total dollar value of transactions processed, excluding amounts processed through the NuORDER solution, in the period through our payments solutions in respect of which we act as the principal in the arrangement with the customer, net of refunds, inclusive of shipping and handling, duty and value-added taxes. We believe that growth in our GPV demonstrates the extent to which we have scaled our payments solutions. As the number of Customer Locations using our payments solutions grows, we will generate more GPV and see higher transaction-based revenue. We have excluded amounts processed through the NuORDER solution from our GPV because they represent business-to-business volume rather than business-to-consumer volume and we do not currently have a robust payments solution for business-to-business volume.

“Gross Transaction Volume” or “GTV” means the total dollar value of transactions processed through our cloud-based software-as-a-service platform, excluding amounts processed through the NuORDER solution, in the period, net of refunds, inclusive of shipping and handling, duty and value-added taxes. We believe GTV is an indicator of the success of our customers and the strength of our platform. GTV does not represent revenue earned by us. We have excluded amounts processed through the NuORDER solution from our GTV because they represent business-to-business volume rather than business-to-consumer volume and we do not currently have a robust payments solution for business-to-business volume.

APPENDIX B

Appendix B – Non-IFRS measures and ratios

The information presented within this presentation includes certain financial measures and ratios such as "Adjusted EBITDA", "Adjusted EBITDA as a percentage of revenue“, “Revenue at constant currency”, “Non-IFRS gross profit as a percentage of revenue”, “Non-IFRS general and administrative expenses as a percentage of revenue”, “Non-IFRS research and development expenses as a percentage of revenue” and “Non-IFRS sales and marketing expenses as a percentage of revenue”. These measures and ratios are not recognized measures and ratios under IFRS and do not have a standardized meaning prescribed by IFRS and are therefore unlikely to be comparable to similar measures and ratios presented by other companies. Rather, these measures and ratios are provided as additional information to complement those IFRS measures and ratios by providing further understanding of our results of operations from management’s perspective. Accordingly, these measures and ratios should not be considered in isolation nor as a substitute for analysis of our financial information reported under IFRS. These non-IFRS measures and ratios are used to provide investors with supplemental measures and ratios of our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS measures and ratios. We also believe that securities analysts, investors and other interested parties frequently use non-IFRS measures and ratios in the evaluation of issuers. Our management also uses non-IFRS measures and ratios in order to facilitate operating performance comparisons from period to period, to prepare annual operating budgets and forecasts and to determine components of management compensation.

Appendix B – Non-IFRS measures and ratios (cont'd)

Adjusted EBITDA is defined as net loss excluding interest, taxes, depreciation and amortization, or EBITDA, as adjusted for share-based compensation and related payroll taxes, compensation expenses relating to acquisitions completed, foreign exchange gains and losses, transaction-related costs, restructuring and litigation provisions. Adjusted EBITDA as a percentage of revenue is calculated by dividing our Adjusted EBITDA by our total revenue. The following table reconciles net loss to Adjusted EBITDA for the periods indicated:

(In thousands of US dollars, unaudited)	Fiscal year ended March 31,		
	2022	2021	2020
	$	$	$
Net Loss	(288,433)	(124,278)	(53,531)
Net loss as a percentage of revenue	-52.6%	-56.0%	-44.4%
Share-based compensation and related payroll taxes(1)	109,066	44,755	9,930
Depreciation and amortization(2)	104,548	36,483	13,467
Foreign exchange loss (gain)(3)	611	2,098	(395)
Net interest (income) expense(2)	(2,988)	353	(1,766)
Acquisition-related compensation(4)	50,491	11,807	11,087
Transaction-related costs(5)	9,653	11,615	2,658
Restructuring(6)	803	1,760	-
Litigation provisions(7)	1,655	-	-
Income tax recovery	(26,921)	(5,792)	(3,110)
Adjusted EBITDA	(41,515)	(21,199)	(21,660)
Adjusted EBITDA as a percentage of revenue	-7.6%	-9.6%	-18.0%

Appendix B – Non-IFRS measures and ratios (cont'd)

1) These expenses represent non-cash expenditures recognized in connection with issued stock options and other awards under our equity incentive plans to our employees and directors as well as related payroll taxes given that they are directly attributable to share-based compensation; they can include estimates and are therefore subject to change. For the fiscal year ended March 31, 2022, share-based compensation expense was $108,916 (March 2021 - $33,859), and related payroll taxes were an expense of $150 (March 2021 - expense of $10,896). These costs are included in direct cost of revenues, general and administrative expenses, research and development expenses and sales and marketing expenses (see note 9 to the audited annual consolidated financial statements for the details).
2) In connection with the accounting standard IFRS 16 - Leases, for Fiscal 2022, net loss includes depreciation of $7,743 related to right-of-use assets, interest expense of $1,204 on lease liabilities, and excludes an amount of $8,133 relating to rent expense ($3,876, $1,048, and $4,436, respectively, for Fiscal 2021).
3) These non-cash gains and losses relate to foreign exchange translation.
4) These costs represent a portion of the consideration paid to acquired businesses that is contingent upon the ongoing employment obligations for certain key personnel of such acquired businesses, and/or on certain performance criteria being achieved.
5) These expenses relate to professional, legal, consulting, accounting, advisory, and other fees relating to our public offerings and acquisitions that would otherwise not have been incurred. These costs are included in general and administrative expenses and sales and marketing expenses.
6) Certain functions and the associated management structure were reorganized and will continue to be reorganized to realize synergies and ensure organizational agility. The expenses associated with this reorganization were recorded as a restructuring charge.
7) These costs represent provisions taken and other costs, such as legal fees, incurred in respect of certain litigation matters, net of amounts covered by insurance and indemnifications. These costs do not include provisions taken and other costs incurred in respect of litigation matters of a nature that we consider normal to our business. These costs were not included in Fiscal 2021 and 2020 as we did not incur costs for these litigation matters in Fiscal 2021. These costs are included in general and administrative expenses.

Appendix B – Non-IFRS measures and ratios (cont'd)

"Non-IFRS gross profit" is defined as gross profit as adjusted for share-based compensation and related payroll taxes.
"Non-IFRS gross profit as a percentage of revenue" is calculated by dividing our Non-IFRS gross profit by our total revenue.
"Non-IFRS general and administrative expenses" is defined as general and administrative expenses as adjusted for share-based compensation and related payroll taxes, transaction-related costs and litigation provisions.
"Non-IFRS general and administrative expenses as a percentage of revenue" is calculated by dividing our Non-IFRS general and administrative expenses by our total revenue.
"Non-IFRS research and development expenses" is defined as research and development expenses as adjusted for share-based compensation and related payroll taxes.
"Non-IFRS research and development expenses as a percentage of revenue" is calculated by dividing our Non-IFRS research and development expenses by our total revenue.
"Non-IFRS sales and marketing expenses" is defined as sales and marketing expenses as adjusted for share-based compensation and related payroll taxes and transaction-related costs.
"Non-IFRS sales and marketing expenses as a percentage of revenue" is calculated by dividing our Non-IFRS sales and marketing expenses by our total revenue.

Reconciliation from IFRS to Non-IFRS Results (continued) (In thousands of US dollars, except percentages, unaudited)				
	Three months ended September 30,	**Six months ended September 30,**	**Fiscal year ended March 31,**	
	2022	**2022**	**2022**	**2021**
	$	**$**	**$**	**$**
Gross profit	81,469	158,994	271,173	127,669
% of revenue	44.3%	44.5%	49.5%	57.6%
add: Share-based compensation and related payroll taxes(3)	2,212	4,458	6,345	3,231
Non-IFRS gross profit(1)	83,681	163,452	277,518	130,900
Non-IFRS gross profit as a percentage of revenue(2)	45.6%	45.7%	50.6%	59.0%
General and administrative expenses	25,132	55,371	95,253	53,035
% of revenue	13.7%	15.5%	17.4%	23.9%
less: Share-based compensation and related payroll taxes(3)	8,626	18,711	26,377	11,123
less: Transaction-related costs(4)	634	2,495	8,436	10,438
less: Litigation provisions(5)	198	1,116	1,655	-
Non-IFRS general and administrative expenses(1)	15,674	33,049	58,785	31,474
Non-IFRS general and administrative expenses as a percentage of revenue(2)	8.5%	9.2%	10.7%	14.2%

Appendix B – Non-IFRS measures and ratios (cont'd)

Reconciliation from IFRS to Non-IFRS Results (continued) (In thousands of US dollars, except percentages, unaudited)				
	Three months ended September 30,	Six months ended September 30,	Fiscal year ended March 31,	
	2022	2022	2022	2021
	$	$	$	$
Research and development expenses	36,596	72,232	121,150	55,303
% of revenue	19.9%	20.2%	22.1%	24.9%
less: Share-based compensation and related payroll taxes(3)	9,984	20,869	29,705	10,941
Non-IFRS research and development expenses(1)	26,612	51,363	91,445	44,362
Non-IFRS research and development expenses as a percentage of revenue(2)	14.5%	14.4%	16.7%	20.0%
Sales and marketing expenses	64,337	132,982	216,659	96,900
% of revenue	35.0%	37.2%	39.5%	43.7%
less: Share-based compensation and related payroll taxes(3)	14,106	29,192	46,639	19,460
less: Transaction-related costs(4)	313	626	1,217	1,177
Non-IFRS sales and marketing expenses(1)	49,918	103,164	168,803	76,263
Non-IFRS sales and marketing expenses as a percentage of revenue(2)	27.2%	28.9%	30.8%	34.4%

Appendix B – Non-IFRS measures and ratios (cont'd)

1) This is a Non-IFRS measure. See "Non-IFRS Measures and Ratios".
2) This is a Non-IFRS ratio. See "Non-IFRS Measures and Ratios".
3) These expenses represent non-cash expenditures recognized in connection with issued stock options and other awards under our equity incentive plans to our employees and directors as well as related payroll taxes given that they are directly attributable to share-based compensation; they can include estimates and are therefore subject to change.
4) These expenses relate to professional, legal, consulting, accounting, advisory, and other fees relating to our public offerings and acquisitions that would otherwise not have been incurred. These costs are included in general and administrative expenses and sales and marketing expenses.
5) These costs represent provisions taken and other costs, such as legal fees, incurred in respect of certain litigation matters, net of amounts covered by insurance and indemnifications. These costs do not include provisions taken and other costs incurred in respect of litigation matters of a nature that we consider normal to our business.

Appendix B – Non-IFRS measures and ratios (cont'd)

"Revenue at constant currency" means revenue adjusted for the impact of foreign currency exchange fluctuations. Current revenue in currencies other than US dollars is converted into US dollars using the average monthly exchange rates from the corresponding months in the prior fiscal year rather than the actual exchange rates in effect during the current period.

"Revenue growth at constant currency" means the year-over-year change in revenue at constant currency divided by reported revenue in the prior period.

(expressed in thousands of US dollars, except percentages, unaudited)

	Three months ended September 30,	**Six months ended September 30,**
	2022	**2022**
	$	**$**
Total revenue as reported	183,699	357,581
Foreign currency exchange impact on revenue(1)	3,520	6,428
Revenue at constant currency	187,219	364,009
Revenue growth rate	38%	44%
Revenue growth rate at constant currency	41%	46%
	2021	**2021**
Total revenue as reported	133,218	249,138

[1] Current revenue in currencies other than US dollars is converted into US dollars using the average monthly exchange rates from the corresponding months in the prior fiscal year rather than the actual exchange rates in effect during the current period.

APPENDIX C

Appendix C – Financial outlook disclaimer

When calculating the Adjusted EBITDA included in our financial outlook for full year ended March 31, 2023, we considered IFRS measures including revenue, direct cost of revenue, and operating expenses. Our financial outlook is based on a number of assumptions, including that the jurisdictions in which Lightspeed has significant operations do not drastically strengthen or re-strengthen strict measures put in place to help slow the transmission of COVID-19 or put in place new or additional measures in response to a resurgence of the virus or the proliferation of a new variant thereof; requests for subscription pauses and churn rates owing to business failures remain in line with planned levels; our ability to grow our Customer Locations in line with our planned levels; revenue streams resulting from partner referrals remaining in line with historical rates (particularly in light of the continued expansion of our payments solutions, which compete with the solutions offered by some of these referral partners); customers adopting our payments solutions having an average GTV at or above that of our planned levels; future uptake of our payments solutions remaining in line with past rates and expectations, including that transaction-based revenue growth will be more than twice the rate of subscription revenue growth year-over-year; gross margins reflecting this trend in revenue mix; our ability to price our payments solutions in line with our expectations and to achieve suitable margins; our ability to achieve success in the continued expansion of our payments solutions; historical seasonal trends return to certain of our key verticals and impact our GTV and transaction-based revenues; continued success in module adoption expansion throughout our customer base; our ability to successfully integrate the companies we have acquired and to derive the benefits we expect from the acquisition thereof including expected synergies resulting from the prioritization of our flagship Lightspeed Retail and Lightspeed Restaurant offerings; market acceptance and adoption of our flagship offerings; our ability to attract and retain key personnel required to achieve our plans; our ability to manage customer churn; our ability to manage customer discount and payment deferral requests; and assumptions as to inflation, changes in interest rates, consumer spending, foreign exchange rates and other macroeconomic conditions. Our financial outlook does not give effect to the potential impact of acquisitions that may be announced or closed after the date hereof. Our financial outlook, including the various underlying assumptions, constitutes forward-looking information and should be read in conjunction with the cautionary statement on forward-looking information herein. Many factors may cause our actual results, level of activity, performance or achievements to differ materially from those expressed or implied by such forward-looking information, including but not limited to the risks and uncertainties related to: any pandemic such as the COVID-19 pandemic, the risk of any new or continued resurgence of the COVID-19 virus or any variants or mutations in our core geographies and the resulting impact on SMBs, including heightened levels of churn owing to business failures, requests for subscription pauses and delayed purchase decisions; the Russian invasion of Ukraine and reactions thereto; our inability to attract and retain customers; our inability to increase customer sales; our inability to implement our growth strategy; our inability to continue the acceleration of the global rollout and adoption of our payments solutions; our reliance on a small number of cloud service suppliers and suppliers for parts of the technology in our payments solutions; our ability to maintain sufficient levels of hardware inventory; our inability to improve and enhance the functionality, performance, reliability, design, security and scalability of our platform; our ability to prevent and manage information security breaches or other cyber-security threats; our inability to compete against competitors; strategic relations with third parties; our reliance on integration of third-party payment processing solutions; compatibility of our solutions with third-party applications and systems; changes to technologies on which our platform is reliant; our inability to obtain, maintain and protect our intellectual property; risks relating to international operations, sales and use of our platform in various countries; our liquidity and capital resources; litigation and regulatory compliance; changes in tax laws and their application; our ability to expand our sales, marketing and support capability and capacity; maintaining our customer service levels and reputation; macroeconomic factors affecting small and medium-sized businesses, including inflation, changes in interest rates, consumer spending trends; and exchange rate fluctuations. The purpose of the forward-looking information is to provide the reader with a description of management’s expectations regarding our financial performance and may not be appropriate for other purposes.

APPENDIX D

Appendix D – Long-term financial outlook disclaimer

Our long-term targets reflect the current trend of customer adoption of our payments solutions resulting in an increased proportion of transaction-based revenue relative to higher margin subscription-based revenue. Our long-term targets also reflect a gradual increase in operating leverage, including as a result of increased ARPU and the benefits of increased scale in our primary operating expense lines. Our long-term targets constitute financial outlook and forward-looking information within the meaning of applicable securities laws. The purpose of communicating long-term targets is to provide a description of management's expectations regarding our intended operating model, financial performance and growth prospects at a further stage of business maturity. Such information may not be appropriate for other purposes.

A number of assumptions were made by the Company in preparing our long-term targets, including:

- Economic conditions in our core geographies and verticals, including consumer confidence, disposable income, consumer spending and employment, remaining at close to current levels.
- The COVID-19 pandemic, including any variants, having durably subsided with broad immunity achieved in our core geographies and verticals, including the elimination of social distancing measures and other restrictions generally in such markets.
- Customer adoption of our payments solutions in line with past rates and expectations, with new customers having an average GTV at or above planned levels.
- Gross margin continuing to decrease as a percentage of revenue as more customers adopt our payments solutions.
- Our ability to price our payment processing solutions in line with our expectations, including leveraging our GPV growth to improve our take rates.
- Our ability to achieve success in the continued expansion of our payments solutions.
- Revenue streams resulting from partner referrals remaining in line with historical rates (particularly in light of the continued expansion of our payments solutions, which compete with the solutions offered by some of these referral partners).
- Long-term growth in subscription revenue of 10% or more per year, including growth in subscription ARPU, in line with past rates and expectations, driven by customer adoption of additional solutions and modules and the introduction of new solutions, modules and functionalities, including our flagship Lightspeed Retail and Lightspeed Restaurant offerings.
- Our ability to price solutions and modules in line with our expectations.
- Our ability to recognize synergies and reinvest those synergies in core areas of the business as we prioritize our flagship Lightspeed Retail and Lightspeed Restaurant offerings.
- Growth in Customer Locations in line with our strategy of focusing our attention on higher GTV customers.
- Our ability to successfully integrate acquired companies and to derive expected benefits from such acquisitions.
- Our ability to increase our operating efficiencies by consolidating infrastructure and hosting contracts with certain providers and consolidating certain service centers into lower cost geographies.
- Our ability to attract, develop and retain key personnel.
- The ability to effectively develop and expand our labour force, including our sales, marketing, support and product and technology operations, in each case both domestically and internationally.
- Our ability to manage customer churn.
- Our ability to manage requests for subscription pauses, customer discounts and payment deferral requests.
- Assumptions as to foreign exchange rates and interest rates, including inflation.
- Our ability to successfully sell our Lightspeed Capital offering to our customers.

Appendix D – long-term financial outlook disclaimer (continued)

Our financial outlook does not give effect to the potential impact of acquisitions that may be announced or closed after the date hereof. Many factors may cause actual results, level of activity, performance or achievements to differ materially from those expressed or implied by such targets, including risk factors identified in our most recent Management's Discussion and Analysis of Financial Condition and Results of Operation and under “Risk Factors” in our most recent Annual Information Form. In particular, our long-term targets are subject to risks and uncertainties related to:

- The COVID-19 pandemic, including the risk of any new or continued resurgence in our core geographies and the resulting impact on SMBs, including heightened levels of churn owing to business failures, requests for subscription pauses, payment deferrals and delayed purchase decisions.
- The Russian invasion of Ukraine and reactions thereto.
- Supply chain risk and the impact of shortages in the supply chain on our merchants.
- Other macroeconomic factors affecting SMBs, including inflation, changes in interest rates and consumer spending trends.
- Our ability to manage the impact of foreign currency fluctuations on our revenues and results of operations.
- Our ability to implement our growth strategy and the impact of competition.
- The substantial investments and expenditures required in the foreseeable future to expand our business.
- Our liquidity and capital resources, including our ability to secure debt or equity financing on satisfactory terms.
- Our ability to increase scale and operating leverage.
- Our ability to continue the acceleration of the global rollout and adoption of our payments and other financial solutions.
- Our reliance on a small number of cloud service providers and suppliers for parts of the technology in our payments solutions.
- Our ability to improve and enhance the functionality, performance, reliability, design, security and scalability of our platform.
- Our ability to prevent and manage information security breaches or other cyber-security threats.
- Our ability to compete and satisfactorily price our solutions in a highly fragmented and competitive market.
- Strategic relations with third parties, including our reliance on integration of third-party payment processing solutions.
- Our ability to maintain sufficient levels of hardware inventory.
- Compatibility of our solutions with third-party applications and systems.
- Changes to technologies on which our platform is reliant.
- Our ability to obtain, maintain and protect our intellectual property.
- Risks relating to our international operations, sales and use of our platform in various countries.
- Seasonality in our business and in the business of our customers.
- Litigation and regulatory compliance.
- Our ability to expand our sales capability and maintain our customer service levels and reputation.
- Gross profit and operating expenses being measures determined in accordance with IFRS, and the fact that such measures may be affected by unusual, extraordinary, or non-recurring items, or by items which do not otherwise reflect operating performance or which hinder period-to-period comparisons.
- Any potential acquisitions or other strategic opportunities, some of which may be material in size or result in significant integration difficulties or expenditures, or otherwise impact our ability to achieve profitability on our intended timeline or at all.

See also “Disclaimer - Cautionary Note Regarding Forward-Looking Information”