lightspeed

Lightspeed Restaurant CMD breakout

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Lightspeed Restaurant

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Disclaimer

Cautionary Note Regarding Forward-Looking Information

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.

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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.

Lightspeed Restaurants outperformed their peers by 68%

— Lightspeed State of the Industry Report

In 2021, U.S.-based Lightspeed hospitality customers saw Same-Store GTV increase 52% versus the industry average sales growth of 31% for the same period. Same-Store GTV compares the GTV of global Lightspeed locations that were fully operational for the period of January 1st until December 31st in both calendar 2020 and 2021. Industry averages were sourced from 2021 U.S. Census data. Please refer to our press release dated January 12, 2022 for more details.

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 - Comparables".

The merchant landscape

Best unit economics

Growth potential

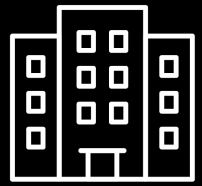
The Ideal Lightspeed Customer







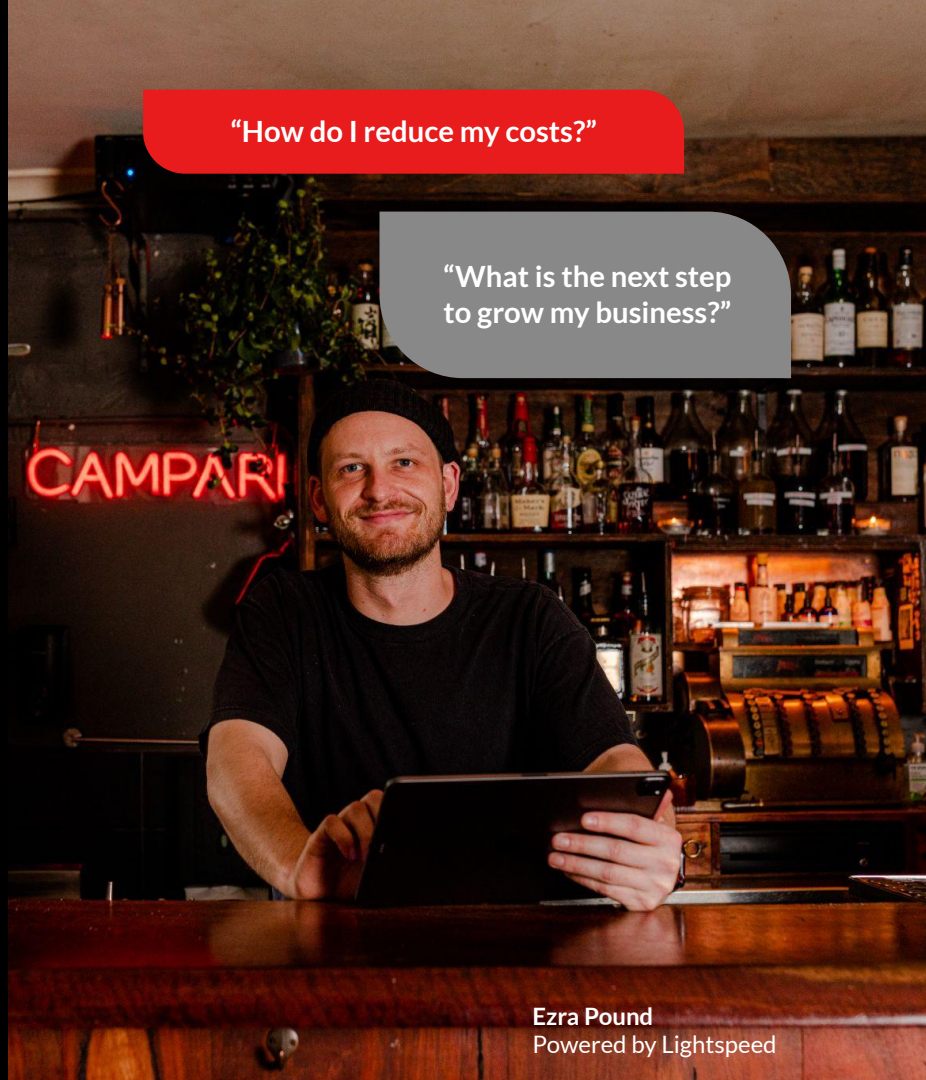




	Micro	Low Complexity	Medium Complexity	High Complexity	Enterprise
GTV	<$200K	$200K-$500K	$500K-$1M	$1M-$100M	$100M+
# Locations	Part Time	Single	1-15	16-150	150+
# Employees	1 to 5	5 to 10	10 to 150	150 to 500	500+

The Lightspeed customer

- High Volume SMB
- Full Service
- Growing into running a business rather than a restaurant
- Opening multiple locations



The all-new Lightspeed Restaurant



How we win

1

Global Footprint

Fully integrated solution with Payments in several major markets. Highly localized with regional fiscalization requirements for each market.

2

Advanced Analytics

Using data by tokenizing credit card, Lightspeed Analytics can derive which menu items drive the most repeat business.

3

Speed

Superior speed allows for improved customer service and greater table turnover for Restaurants.

4

Stability

Private blockchain technology underpins check syncing, compliance and security. Allows system to operate when Wifi network goes down.

Update on the planned rollout of hospitality flagship



Our global footprint

Europe

A market leader with mature product-market fit

- ✔ Historical investments in a strong barrier to entry: fiscalization & localization are paying dividends.
- ✔ Brand presence and GTM efficiencies are in line with being a leader in the region; driving ideal-customer new location growth.
- ✔ Lightspeed Payments is new to this region, have significant room to capture the GTV of our meaningful customer base here.



Our global footprint

Australia

Strong fundamentals and Lightspeed Restaurant arriving to help lift ARPU

- ✔ Lightspeed Restaurant entered beta in September 2022, and is now in fine tuning of product-market fit, We believe it will lift ARPU and drive ideal-customer acquisition.
- ✔ Similar to EMEA, Lightspeed Payments is new to this region with excellent opportunity to attach payments as this region transitions to K-series.





Our global footprint

North America

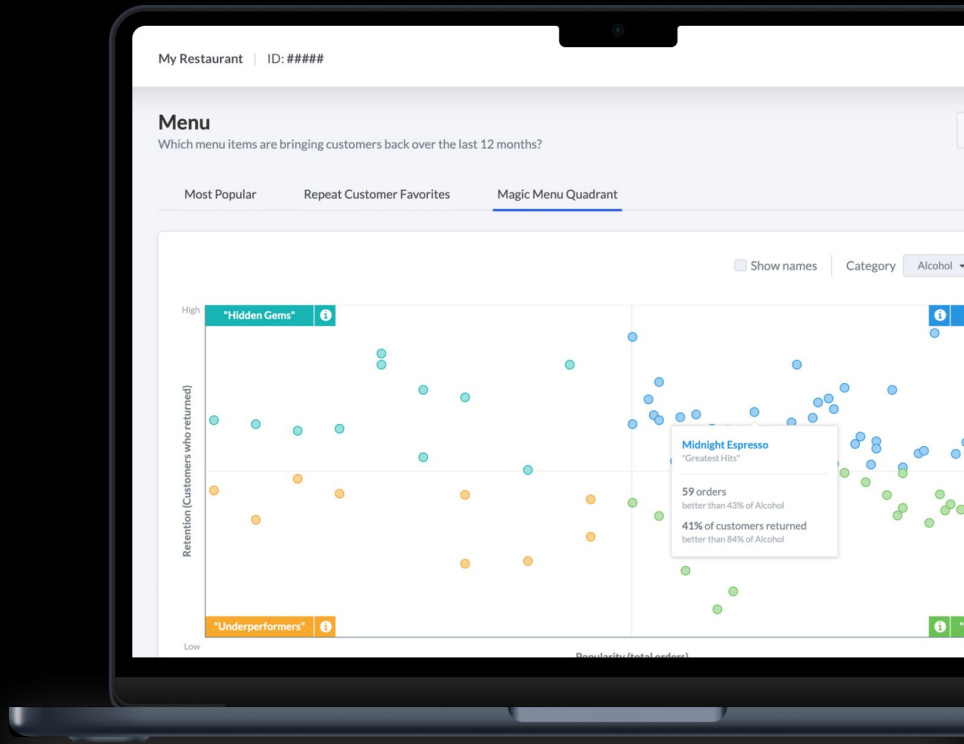
Focusing GTM investment on the new Flagship

- ✔ Canada and the U.S. represent smaller proportion of our hospitality Customer Locations
- ✔ Apply formula of focus on ideal-customer fit
- ✔ Confident to transition from selling non-flagship products to exclusively offering the new Lightspeed Restaurant
- ✔ Next phase is to begin migrating customers to our flagship Lightspeed Restaurant platform



Advanced analytics

Lightspeed merchants
outperform their peers by 68%
and now we've added Lightspeed's
Advanced Insights



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Coche Comedor
Powered by Lightspeed

“I am not a data scientist and I can’t afford to hire one.

I need you to tell me what to do.”

Mark Smith, CEO, Honest Man Restaurant Group
Powered by Lightspeed

Front-of-house speed

Lightspeed Restaurant is on average **40% faster than other leading POS systems** in North America*.

* Based on internal testing in August 2022 of industry peer check management and other workflows. Lightspeed Restaurant POS requires on average 40% fewer clicks for completing check splitting, discounting and other basic POS workflows than certain industry-leading POS systems in North America. Results outside such internal testing could vary depending on location and other factors.





Freshwater TAVERN

> **Lightspeed is that little bit extra that helps the server handle that fifth table they might have… It just helps the flow and ability to turn tables faster.**

Jarred Drown, Owner & Operator, Fresh Water Tavern
Powered by Lightspeed

Reliability & stability

- ✔ **Fast**, **adaptable** and **easy to use**
- ✔ Private blockchain technology underpins **check syncing, compliance and security**
- ✔ **Designed to operate in the harsh restaurant environment, regardless of internet or wifi.**
- ✔ **Scalable, single platform** built for the global hospitality market





Kotsu Ramen
Powered by Lightspeed

> “As great as Lightspeed has been, we don’t think about it day to day, it’s just one of our tools. It’s like picking up a knife in the kitchen, it does its job consistently, it does it well, and it helps us spend our time on what really matters for our business.”

Grant MacDonald, CCO, Kotsu Ramen
Powered by Lightspeed

Achieving profitable growth

Innovating to continuously anticipate customer needs in the evolving market, we aim to achieve profitable growth through:

Product features designed to **reinforce our ability to attach Lightspeed Payments**

Higher ARPU through Additional Modules

Thank you

Q&A

