

Barclays Global Technology Conference

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SPS Commerce

We power the world's largest cloud retail business network. Our solutions drive collaboration and efficiencies to over 55,000 customers worldwide.

investment highlights

1. Power of our retail business network
2. Industry evolution fuels growth
3. Multiple growth opportunities
4. Strong, predictable financial performance
5. Multi-billion dollar global opportunity

The power of the network



Industry evolution fuels growth

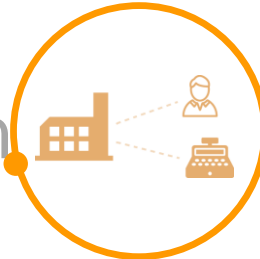
Adopting the
cloud



Introduction of
omnichannel



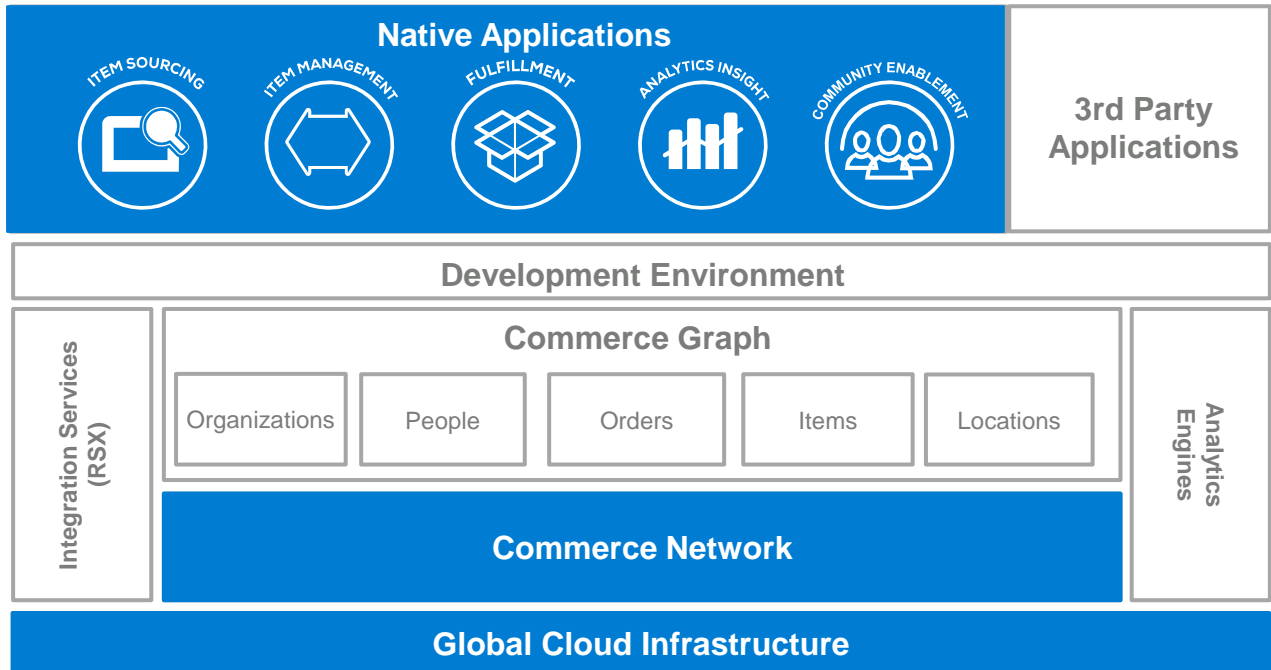
New challenges for
distribution



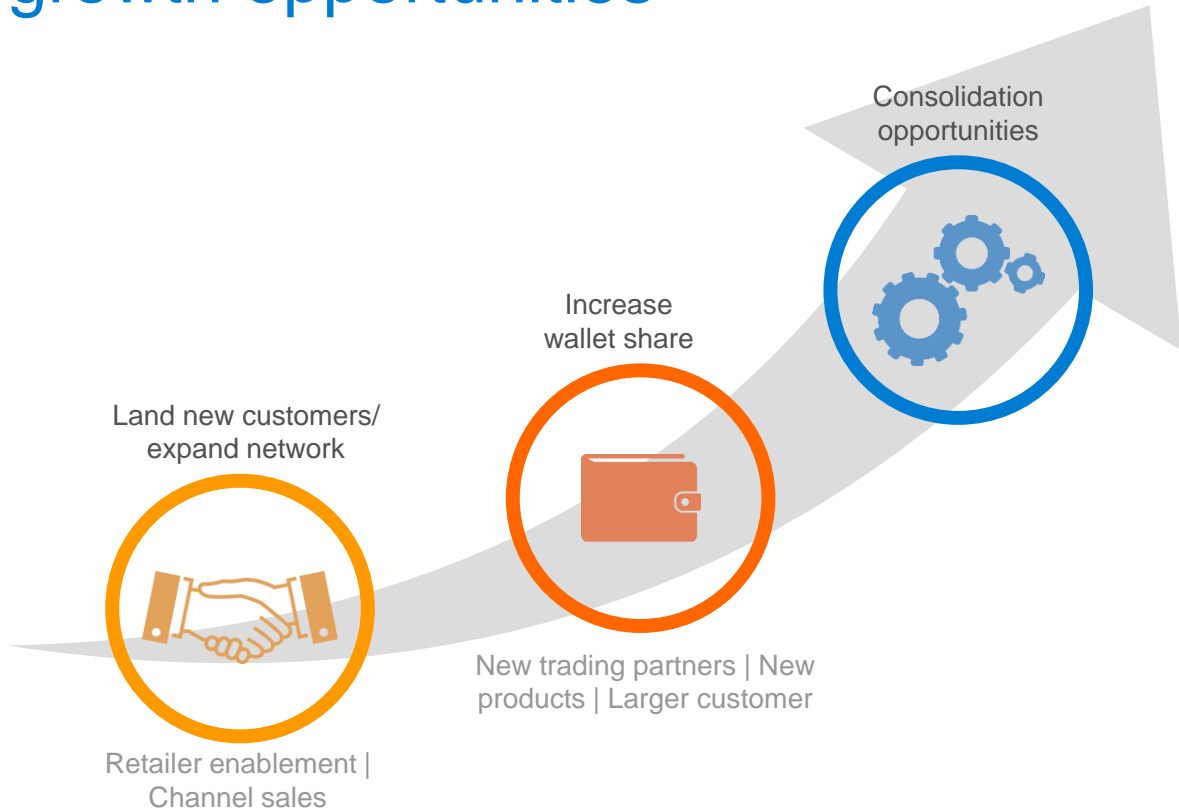
Increased
collaboration



Retail Business Network



Network provides inherent growth opportunities



Widening the competitive moat



Most Trading Partner
Connections



Retail focused cloud-
based offering



Deep Integration
Expertise

Vision / Innovation **Leader**

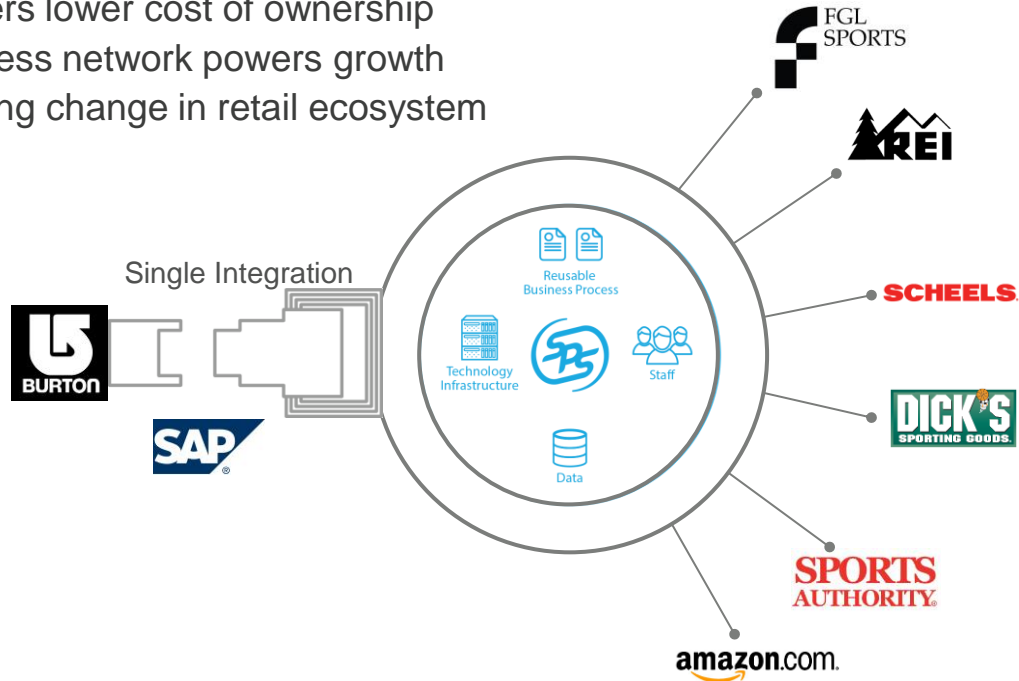
Connecting Burton to 20+ retailers

Integrated (Fulfillment):

Cloud solution offers lower cost of ownership

Global retail business network powers growth

Omnichannel driving change in retail ecosystem



Analytics drives collaboration

Analytics:

Gain visibility into product performance

Make data driven recommendations to buyers

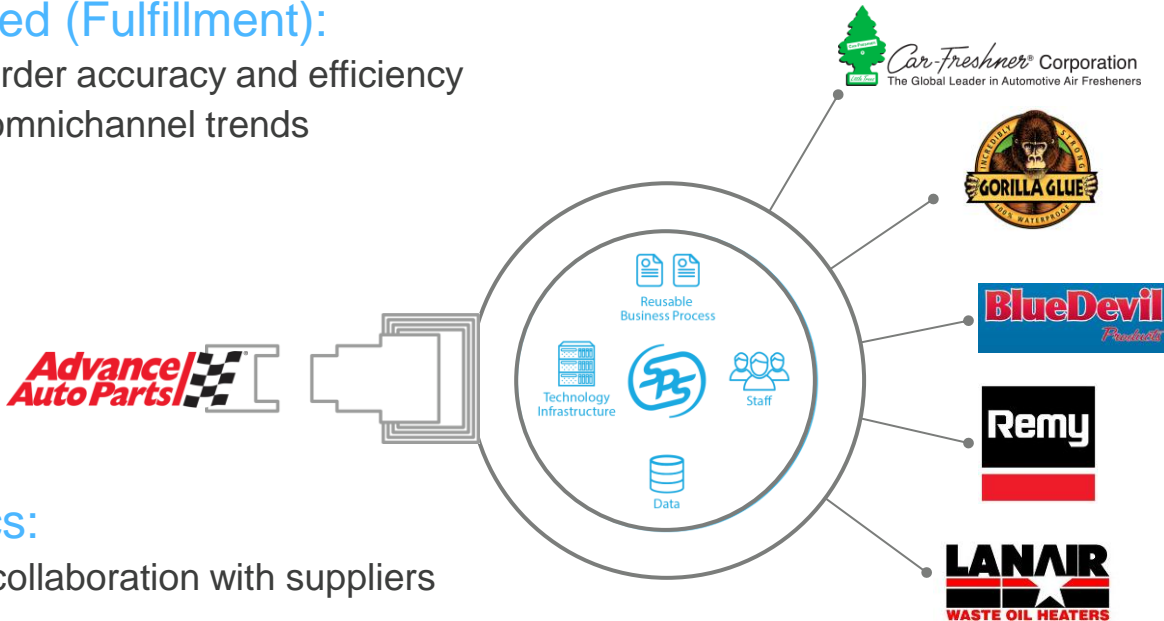
Consolidated data across key retailers on one platform



Enablement campaigns expand the network and customer base

Integrated (Fulfillment):

Improve order accuracy and efficiency
Adapt to omnichannel trends



Analytics:

Increase collaboration with suppliers

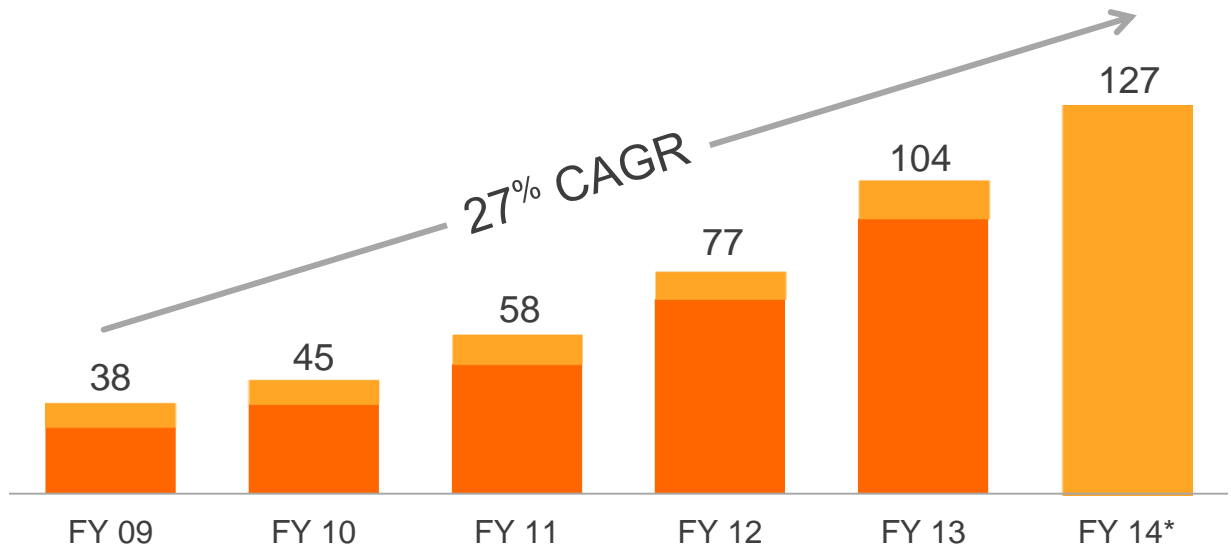
55K+ companies powering our network



financial highlights

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

Strong revenue growth



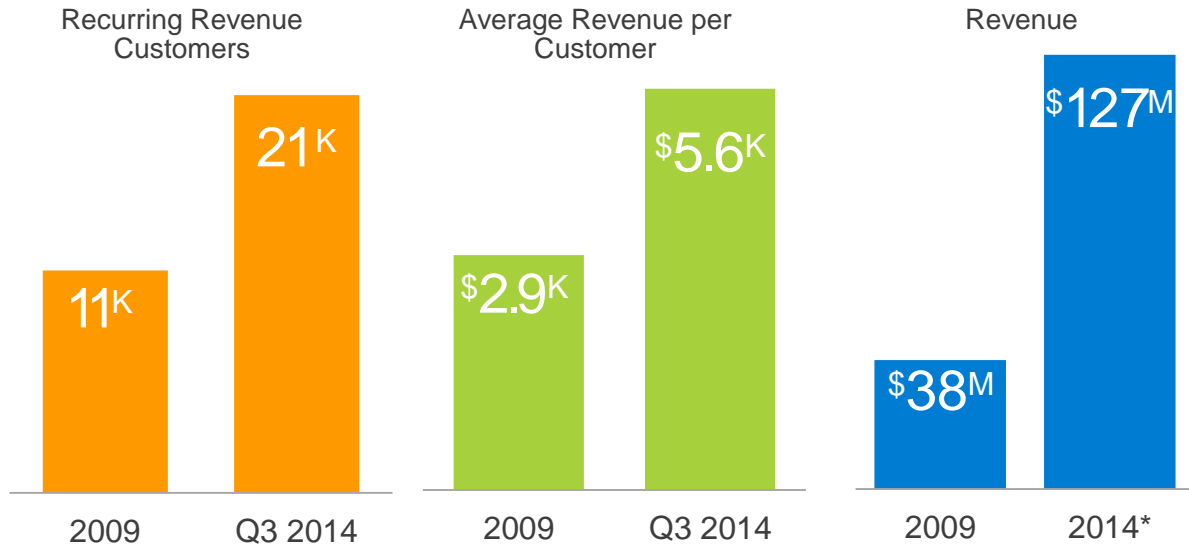
■ total revenue

■ recurring revenue

* FY 2014 estimate based on midpoint of company guidance provided on October 23, 2014

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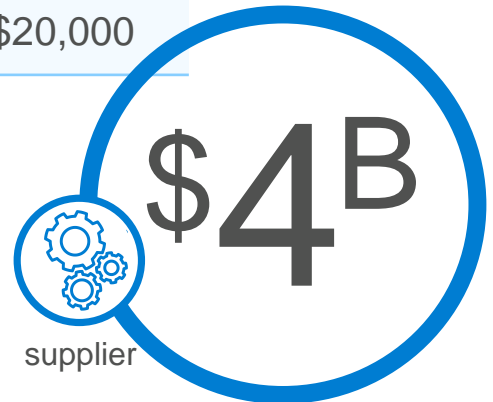
Growth across key metrics



* FY 2014 estimate based on midpoint of company guidance provided on October 23, 2014

Large global opportunity

	Current	Future Opportunity
Customers	20,000	200,000
Revenue / customer (adding connections / size of customer)	\$5,000	\$10,000
Revenue /customer (2 products)		\$20,000



summary

1. Power of our retail business network
2. Industry evolution fuels growth
3. Multiple growth opportunities
4. Strong, predictable financial performance
5. Multi-billion dollar global opportunity