

SPS Commerce

Stifel Technology, Internet & Media
Conference

Kim Nelson, CFO

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SPS Commerce

We power the world's largest cloud retail network. Our solutions drive collaboration and efficiencies to over 65,000 customers worldwide.

investment highlights

1. Power of our retail 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



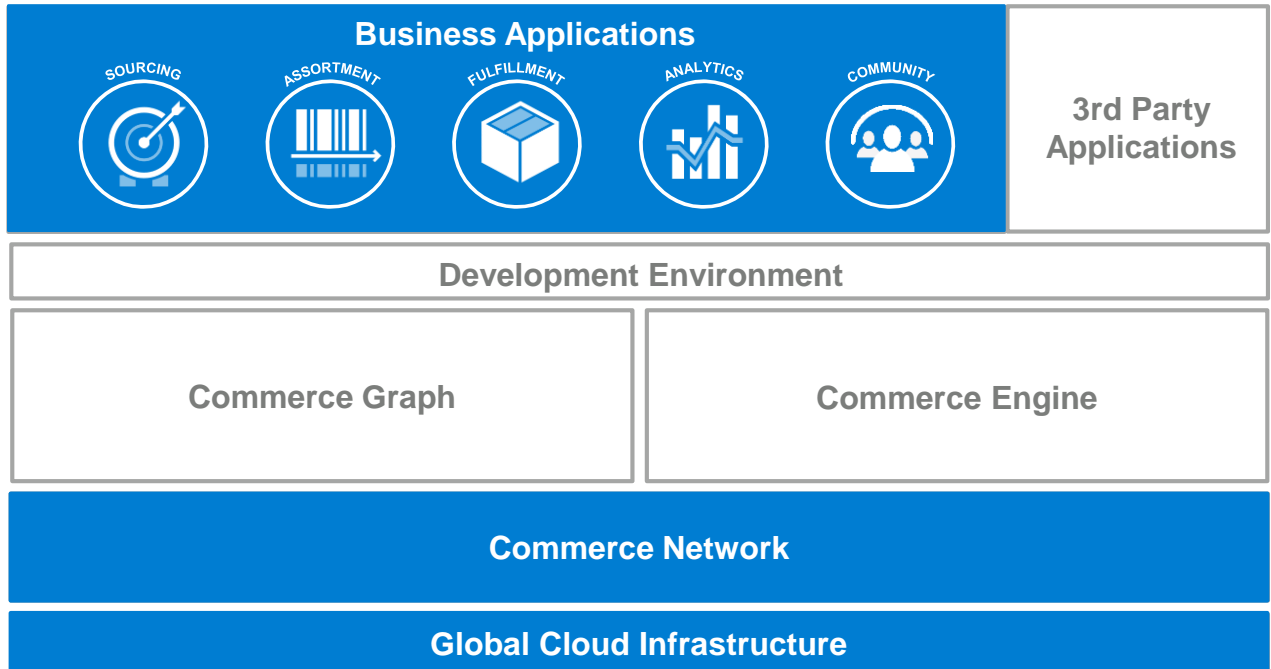
New challenges for
distribution



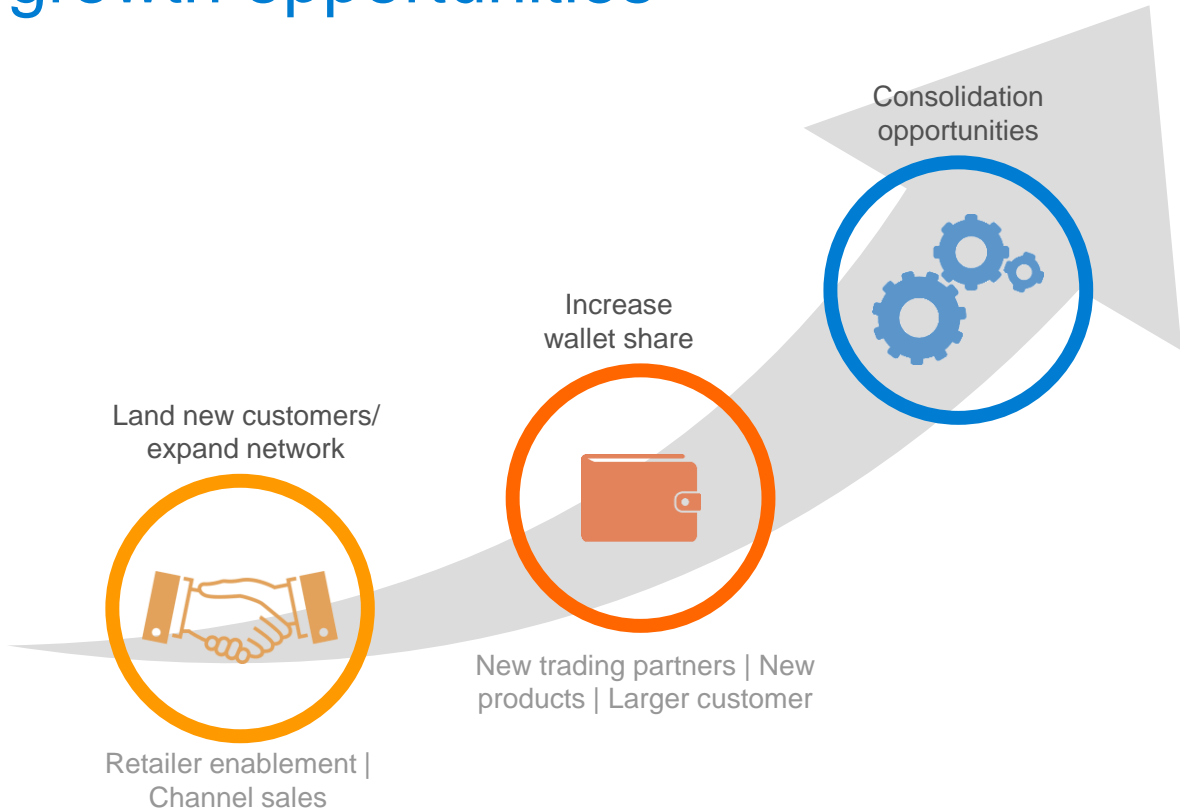
Increased
collaboration



Retail 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**

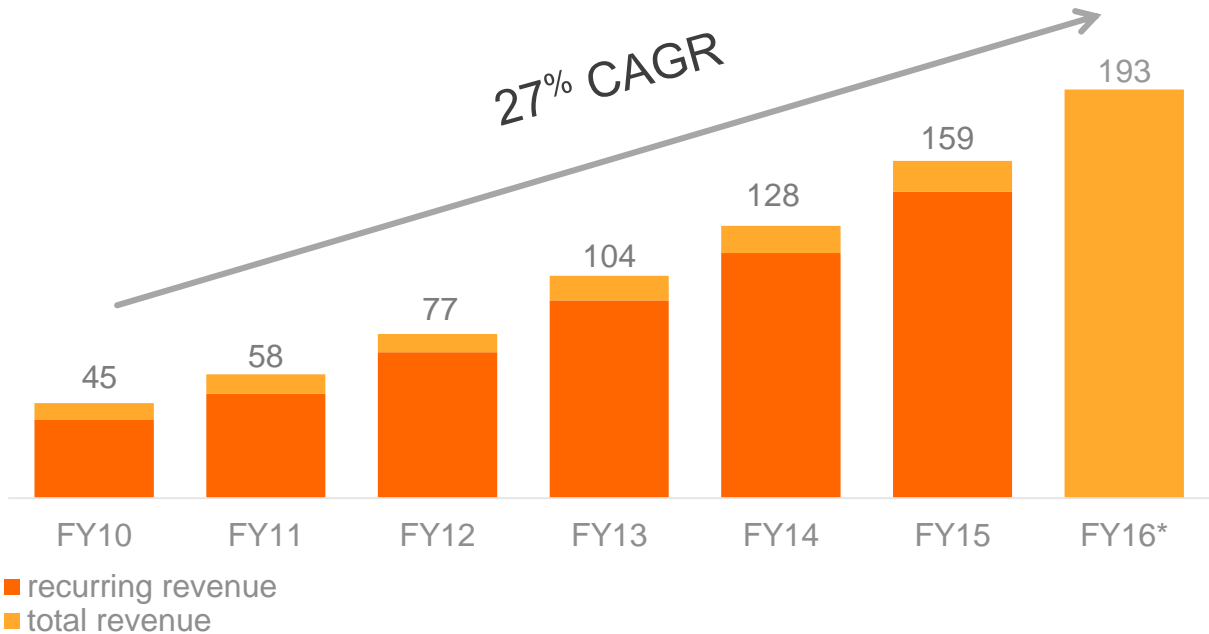
65K+ companies powering our network



financial highlights

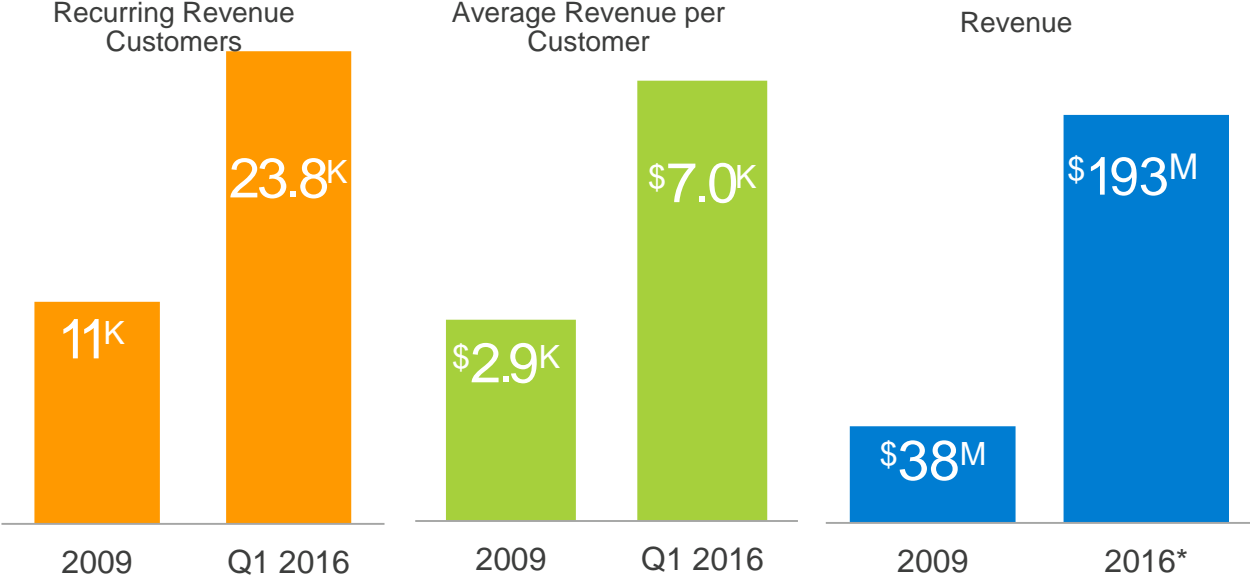
1. Strong, predictable revenue growth
2. Investing for growth while driving incremental margin expansion
3. Consistent growth in key metrics
4. Multi-billion dollar opportunity

Strong revenue growth



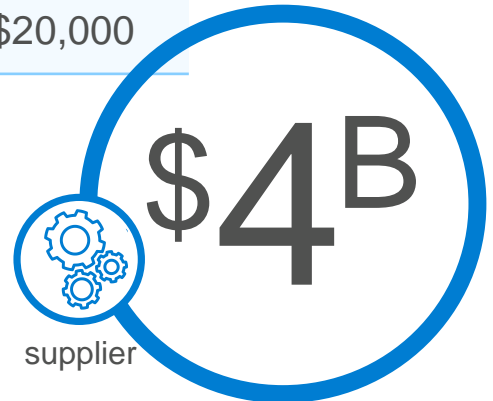
*FY 2016 estimate based on midpoint of company guidance provided on April 21, 2016
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Growth across key metrics



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 network
2. Industry evolution fuels growth
3. Multiple growth opportunities
4. Strong, predictable financial performance
5. Multi-billion dollar global opportunity