

SPS Commerce

17th Annual Needham Growth
Conference

Archie Black, CEO

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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

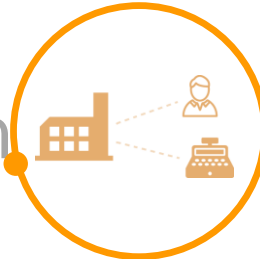
Adopting the
cloud



Introduction of
omnichannel



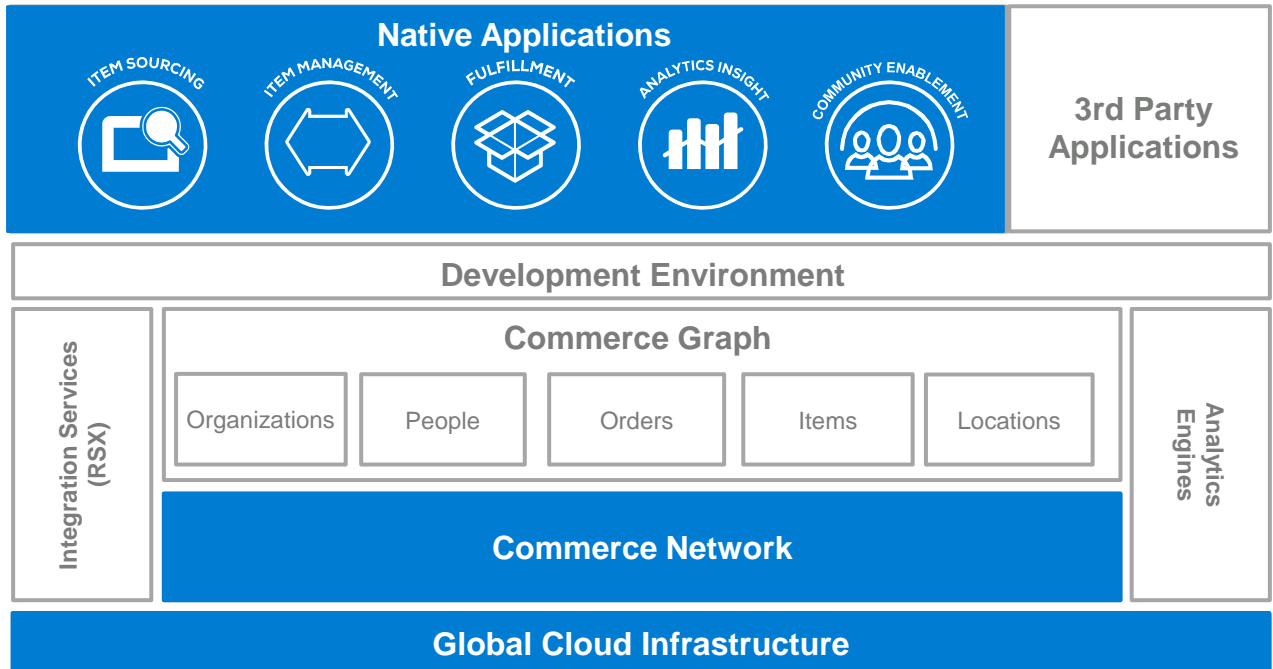
New challenges for
distribution



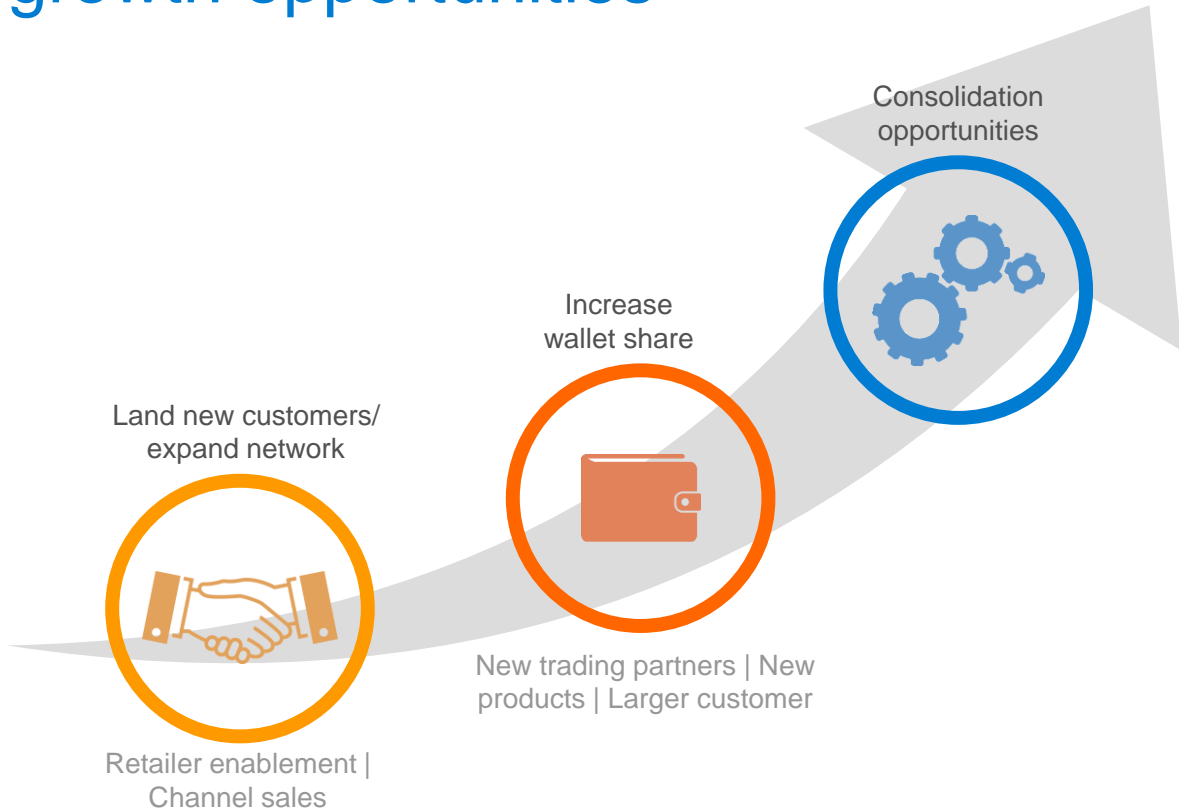
Increased
collaboration



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**

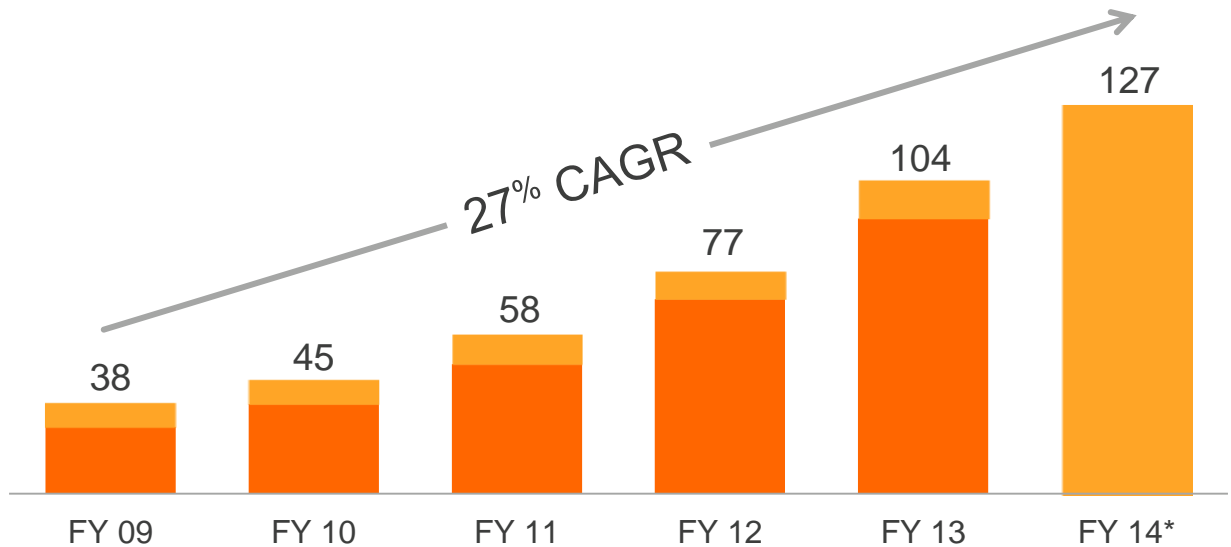
55K+ companies powering our network



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



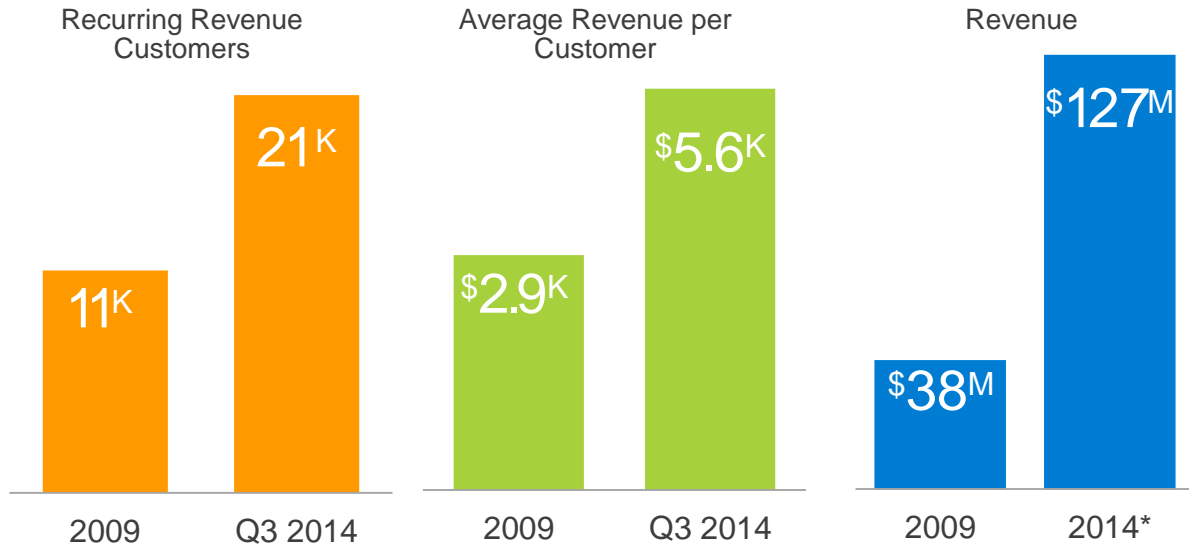
■ total revenue

■ recurring revenue

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

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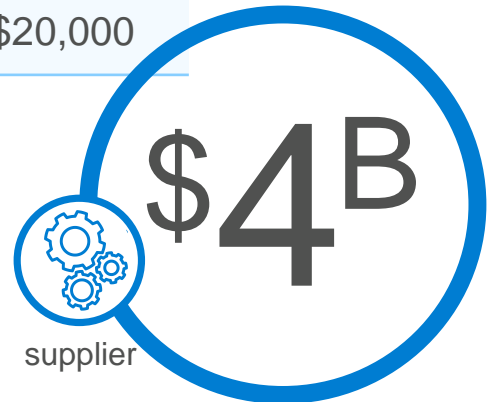
Growth across key metrics



* 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