
Vend Acquisition

Overview

March 11, 2021



Disclaimer

General

All references in this presentation to the “Company”, “Lightspeed”, “us” or “we” are to Lightspeed POS 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 outlook 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, the markets in which we operate, prospects and customers (including those of Vend), and expected acquisition outcomes and synergies 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 Industry Metrics

This presentation makes reference to certain key performance indicators. The terms “Customer Locations”, “Gross Transaction Volume” or “GTV”, and “Average Revenue per User” or “ARPU” are operating metrics used in our industry. See “Appendix A” of this presentation for the definition of each such industry metric.

Transaction Summary

Vend Overview

- A leading, cloud-based commerce platform for multi-location retailers
- Vend's platform is used by over 20,000 customer locations⁽¹⁾ globally, generating over \$7 billion in GTV annually⁽¹⁾
- Vend generated revenue of ~\$34 million⁽²⁾ as of December 31, 2020
- Headquartered in Auckland, New Zealand

Transaction Overview

- Total consideration of ~\$350M, comprised of ~\$192M payable in cash and the issuance of subordinate voting shares in the capital of Lightspeed valued at approximately ~\$158M, subject to customary adjustments
- Represents ~10x LTM revenue⁽¹⁾
- The transaction is expected to close by the end of April, subject to receipt of applicable regulatory approvals

Strategic Rationale

- Adds world class technology to Lightspeed's omni-channel retail offering
- Gains significant retail presence in APAC and EMEA to complement existing Hospitality market share
- Enhanced payments and module upside by offering Vend's customers broader software offering
- Added scale helps build global brand awareness and furthers development of Supplier Network

(1) As of December 31, 2020

(2) In accordance with International Financial Reporting Standards ("IFRS")



Benefits of Lightspeed + Vend Combination

1

Strong retail technology platform to further innovation in omni-channel retail

2

Strong ARPU expansion opportunities on Vend's customer base through Payments and modules upsell

3

Better growth potential through Lightspeed's proven GTM practices

4

Increased global scale with customer locations of over 135,000⁽¹⁾ and over \$48B in GTV annually^(1,2)

5

Strengthening vertical dominance and enhanced scale for the Lightspeed Supplier Network

6

Brings strong leadership team to continue driving technological innovation for Lightspeed customers

(1) As of December 31, 2020

(2) Pro Forma for Lightspeed, ShopKeep, Upserve and Vend as of December 31, 2020



Reinforces Lightspeed's Status as a Cloud Commerce Category Leader



~\$291M
LTM Revenue⁽¹⁾



>135,000
Customer Locations Served⁽²⁾



>\$48B
Combined GTV⁽¹⁾



Enhanced Payments Opportunity

(1) Pro Forma for Lightspeed, ShopKeep, Upserve and Vend as of December 31, 2020

(2) Total number of combined locations over 135,000 as of December 31, 2020



Complementary Business Enhances Global Market Share and Retail Presence

Customer Exposure⁽¹⁾

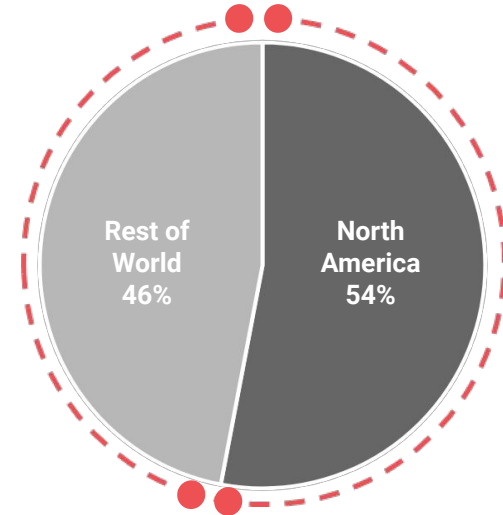


**Strength
Across Multiple
Verticals**



Global Scale

Balanced Global Footprint⁽¹⁾



**Large, Diversified
Merchant Base**



**Leader in
APAC Retail**

(1) Location count distribution are approximate and on a pro forma basis



Proven Execution of Successful M&A Transactions



Appendix A

“Average Revenue per User” or “ARPU” represents the total software and payments revenue of the Company in the period divided by the number of unique customers, or by the number of Customer Locations, as the context dictates, of the Company in the period.

“Customer Location” means a billing customer location for which the term of services has not ended, or with which we are negotiating a renewal contract. A single unique customer can have multiple Customer Locations including physical and eCommerce sites.

“Gross Transaction Volume” or “GTV” means the total dollar value of transactions processed through our cloud-based SaaS platform in the period, net of refunds, inclusive of shipping and handling, duty and value-added taxes.