

Allowing Shopify to Remain Mission-Driven and Merchant-Obsessed

The shift to digital commerce has been supercharged in recent years and Shopify is building on our strong foundation to lead the way forward for merchants.





\$175.4B

FY21 GMV¹

\$55.8B or 47% over the prior year



\$4.6B

FY21 Revenue

57% from 2020



152.6M

Orders per month² on average



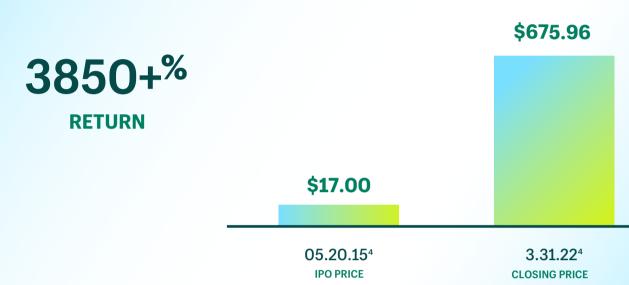
served by millions of merchants globally



Revenue growth **CAGR** from 2015-2021

Shopify Stock Price Since IPO

Shopify has delivered significant shareholder value since its IPO and is among the fastest tech companies to reach 10x and 15x3 its IPO price



Positioning Shopify for Future Value Creation At our upcoming Annual and Special Meeting, we're asking shareholders to approve updates

to our governance structure that will support Shopify's continued long-term growth. The Shopify Board of Directors unanimously recommends voting in favor of the proposal,

which allows the Company to:

Have the flexibility to continue to advance

and merchant-obsessed

Remain mission-driven

its 100-year mission

foundation for Tobi's long-term stewardship

Strengthen the

Sustain an innovative

culture

Incentivizing Long-Term Involvement from a **Proven Leader** Keeps Tobi's interests aligned with



Sunset provisions require Tobi's

long-term shareholder value creation



he maintain a significant equity ownership

Eliminates possibility of intergenerational transfer of voting control (Tobi agrees he

involvement with the Company AND that

will not transfer high-vote shares to his

spouse/children unless he retains voting control over such shares)



Shopify is at a key inflection point, with massive opportunities ahead to invest in the

long-term value creation

Modernizing Current

Governance Structure



Proposal allows Shopify to focus on

business and deliver more shareholder value



to pursue value-enhancing organic and external opportunities

Together, these updates will enhance Shopify's strategic flexibility and ability

Following thorough review, Board Assisted by independent determined proposal is in the best advisors to protect and advance

minority shareholders' interests

Committee comprised of

independent board members

interests of the Company and fair

to minority shareholders

¹ Information regarding the composition of Gross Merchandise Value ("GMV") is found in our Management's Discussion and Analysis for the three and twelve months ended December 31, 2021 dated February 16, 2022 (the "2021 MD&A") and such information is incorporated by reference. The 2021 MD&A is available on SEDAR at www.sedar.com and on EDGAR at sec.gov. ² For the full year 2021

- FORWARD-LOOKING STATEMENTS
- ³ Shopify reached 10x its IPO price in 3.1 years and 15x in 4.0 years ⁴ Stock price is based on Shopify's stock price on the New York Stock Exchange
- This communication contains forward-looking information and forward-looking statements within the meaning of applicable securities laws ("forward-looking statements"). Words such as "expect", "continue", "will", "plan", and "intend" or similar expressions are intended to

identify forward-looking statements.

These forward-looking statements are based on Shopify's current expectations about future events and financial trends that management believes might affect its financial condition, results of operations, business strategy and financial needs, and on certain assumptions and

analysis made by Shopify in light of the experience and perception of historical trends, current conditions and expected future developments and other factors management believes are appropriate. These projections, expectations, assumptions and analyses are subject to known and unknown risks, uncertainties, assumptions and other factors that could cause actual results, performance, events and achievements to differ materially from those anticipated in these forward-looking statements. Although Shopify believes that the assumptions underlying these forward-looking statements are reasonable, they may prove to be incorrect, and readers cannot be assured that the proposal discussed above will be completed on the terms described above. Consummation of the proposal is subject to numerous factors, many of which are beyond Shopify's control. The forward-looking statements contained in this communication represent Shopify's expectations as of the date of this communication, or as of the date they are otherwise stated to be made, and subsequent events may cause these expectations to change. Shopify undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law.

information, visit www.shopify.com.

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