

Investor Presentation 2023 Q4



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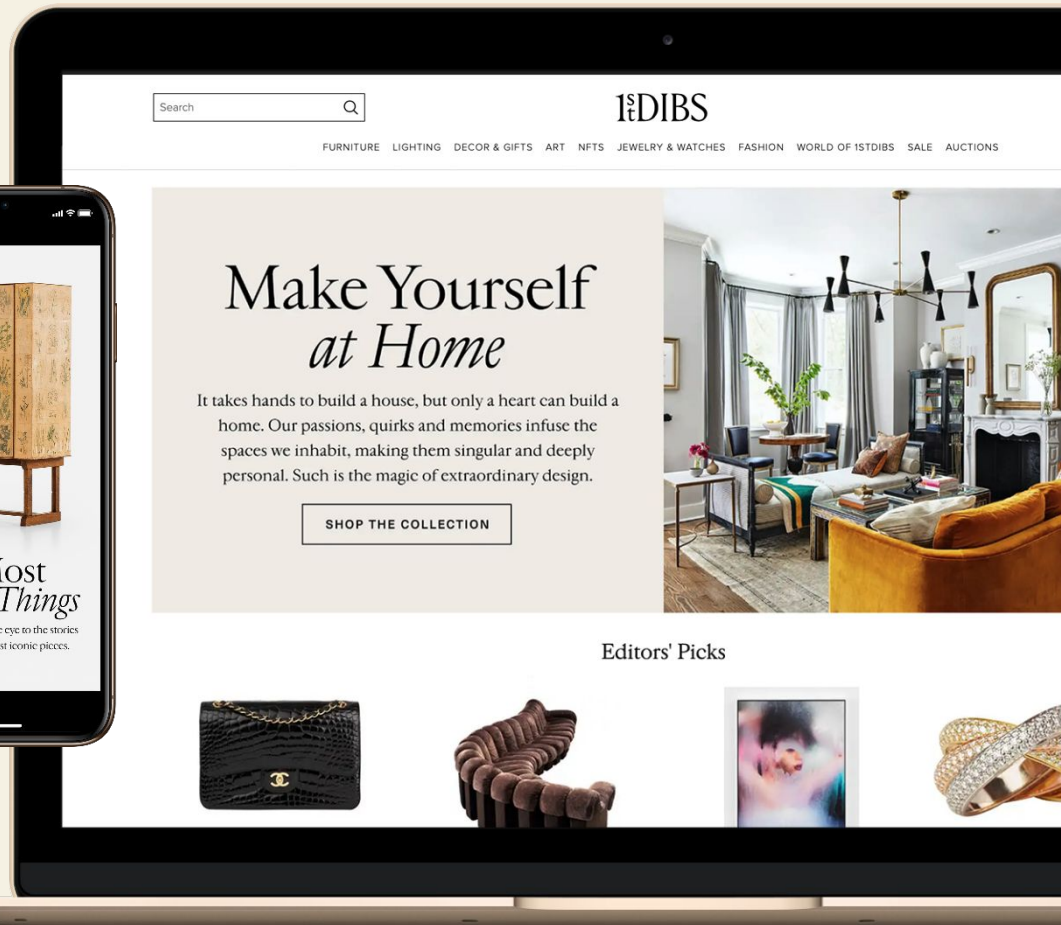
Company Overview



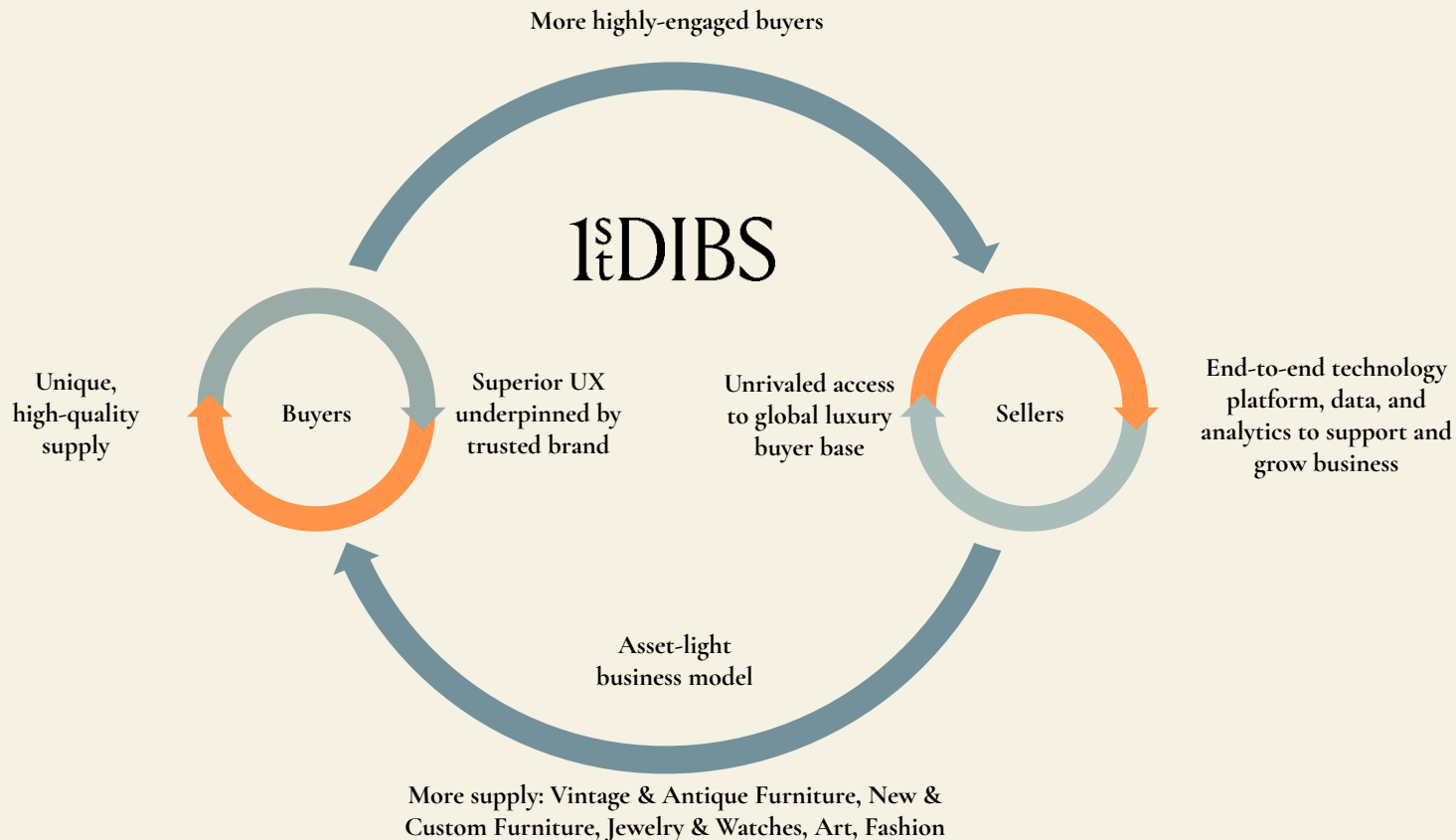
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OUR MISSION

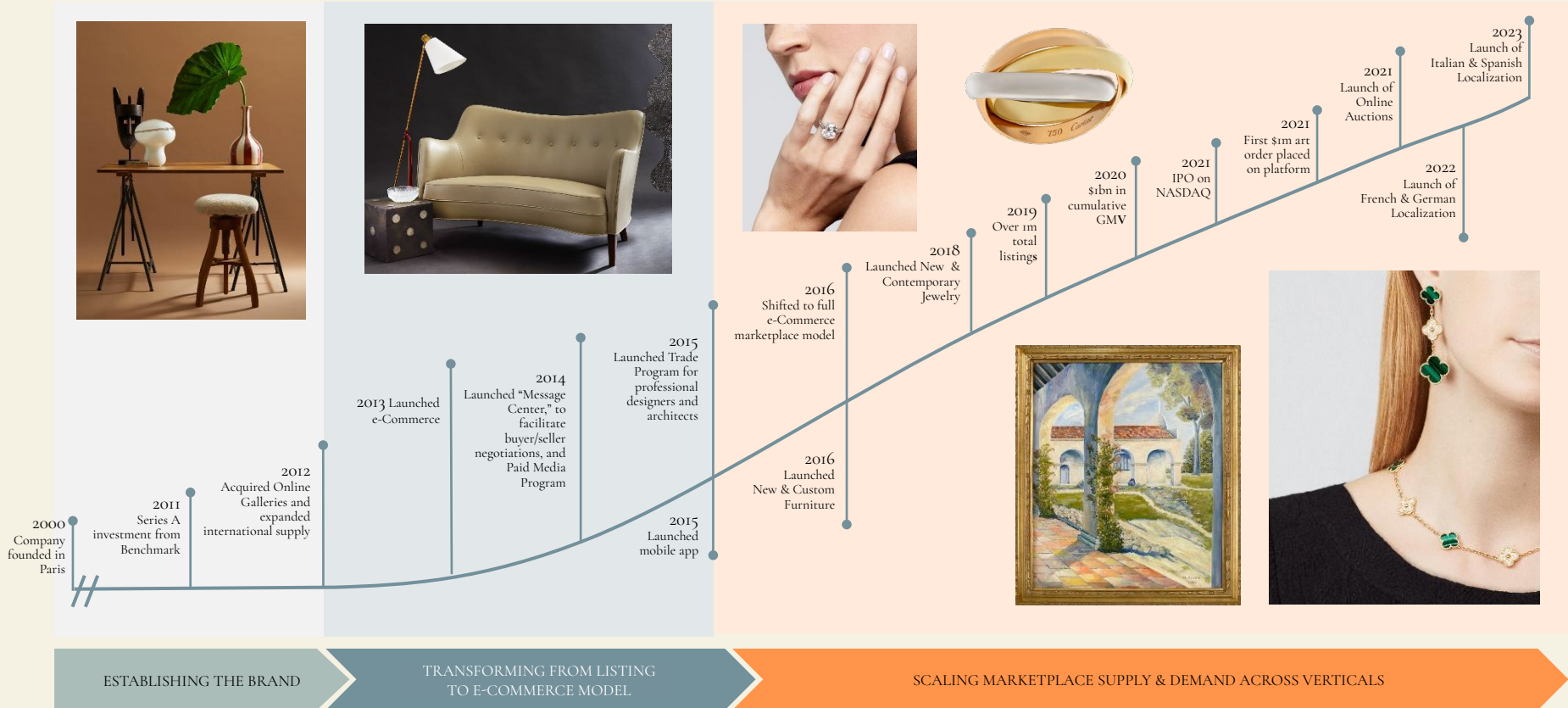
We enrich lives with
extraordinary design



Asset-Light, Two-Sided Marketplace With Powerful Network Effects



Luxury E-Commerce Marketplace Built On a Legacy Brand



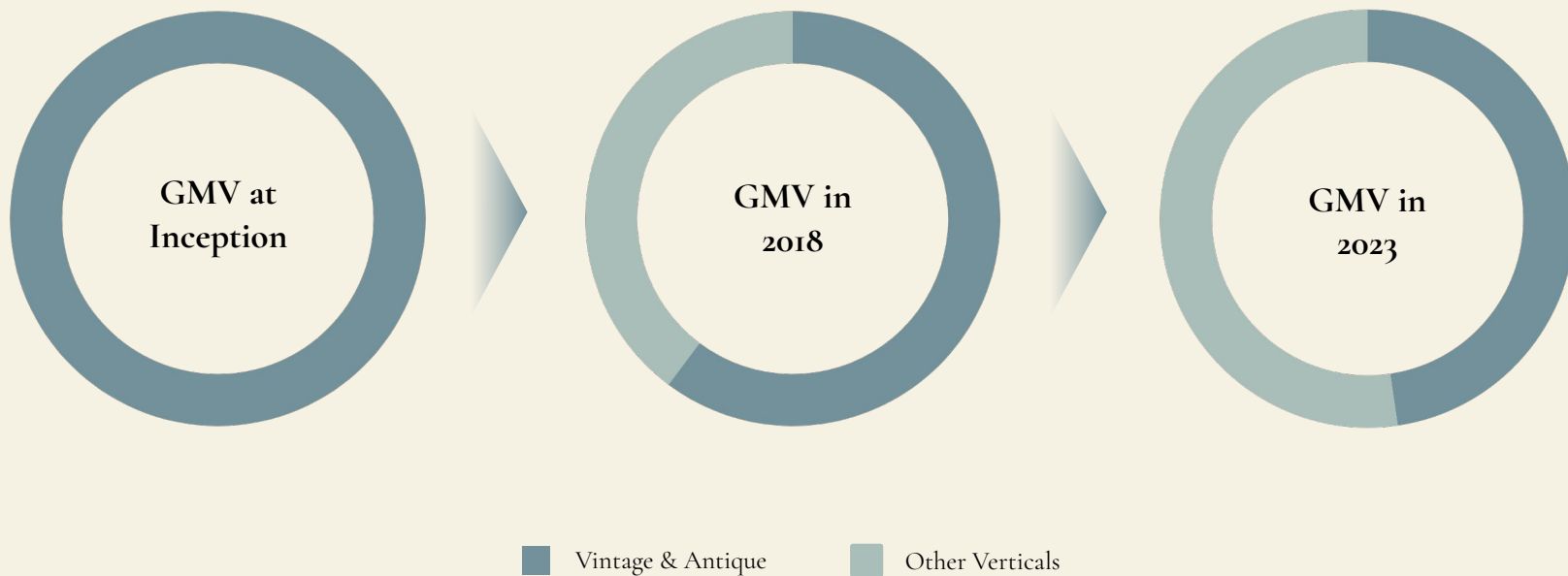
1stDibs By The Numbers

\$362m GMV	\$85m REVENUE
6.3m ⁽¹⁾ REGISTERED USERS	60,700 ⁽¹⁾ ACTIVE BUYERS
\$1.0bn ⁽¹⁾ SELLER STOCK VALUE	7,800 ⁽¹⁾ UNIQUE SELLERS
70% GROSS MARGIN	\$1,150+/\$2,500 ⁽¹⁾ MOV / AOV
90 ⁽¹⁾ COUNTRIES WHERE SELLERS ARE BASED	\$0 OWNED INVENTORY



Vertical Expansion Supplements Vintage & Antique Furniture Core

OTHER VERTICALS COMPRISE A LARGER PERCENTAGE OF OUR GMV



Technology Driven Platform Uniquely Positioned To Capture Share As The Luxury Goods Market Shifts Online

LARGE MARKET OPPORTUNITY.

Global luxury goods market is large, expanding, and currently has a relatively low online penetration due to physical nature of high AOV purchases

UNIQUE, TRUSTED ONLINE LUXURY BRAND NAME.

Multi-vertical marketplace for luxury goods trusted by both buyers and sellers

DURABLE, TWO-SIDED NETWORK EFFECTS.

Unique supply and vetted sellers attract buyers; high quality, loyal buyers attract sellers

HIGHLY-SCALABLE TECH PLATFORM & BUSINESS MODEL.

Technology designed to support growing business; no owned or managed inventory



Financials

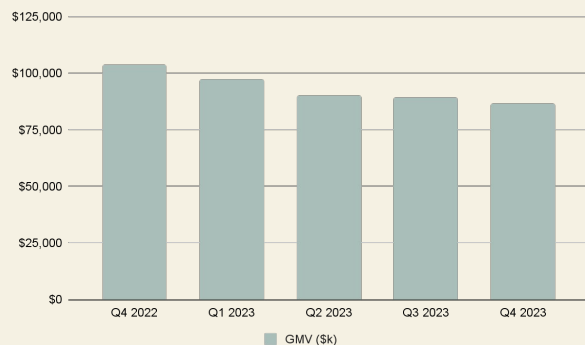


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Financial Performance

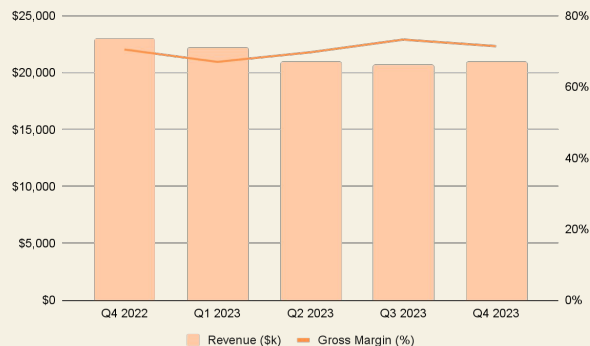
2023 Q4 GMV:

\$86.4m



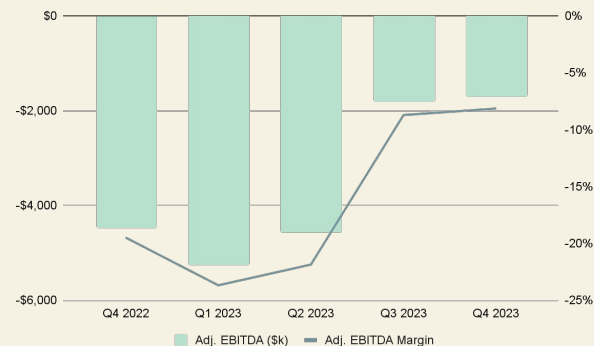
2023 Q4 Revenue:

\$20.9m

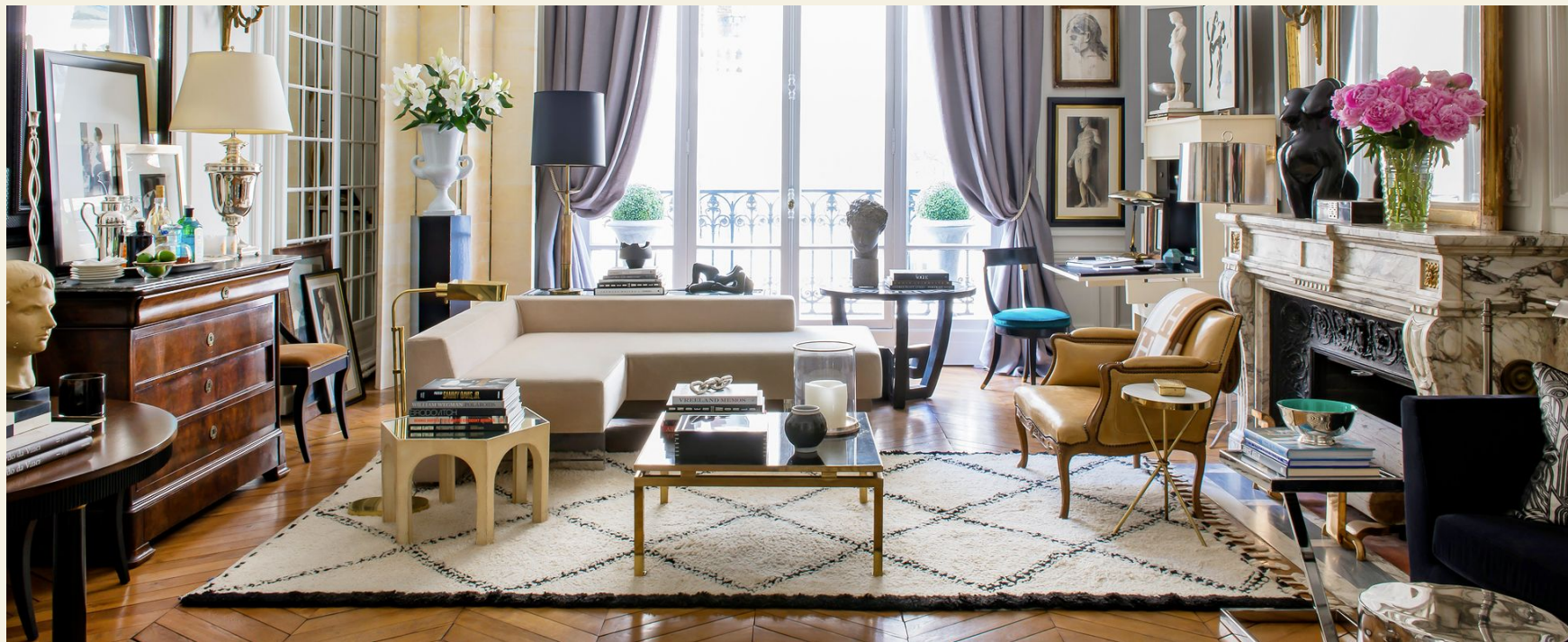


2023 Q4 Adj. EBITDA:

(\$1.7m)



Appendix



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Reconciliation of Quarterly Net Income to Adj. EBITDA

	Q4 2023		Q3 2023		Q2 2023		Q1 2023		Q4 2022	
<i>(Amounts in thousands)</i>										
Net loss	\$	(2,941)	\$	(3,305)	\$	(8,320)	\$	(8,133)	\$	(6,861)
<i>Excluding:</i>										
<i>Depreciation and amortization</i>		463		449		427		939		521
<i>Stock-based compensation expense</i>		3,023		2,982		3,252		3,106		3,552
<i>Other income, net</i>		(2,249)		(1,928)		(2,117)		(2,048)		(1,804)
<i>Provision for income taxes</i>		14		-		-		-		37
<i>Strategic alternative expenses</i>		(15)		-		2,179		882		80
Adjusted EBITDA (non-GAAP)	\$	(1,705)	\$	(1,802)	\$	(4,579)	\$	(5,254)	\$	(4,475)
<i>Divided by: Net revenue</i>	\$	20,922	\$	20,663	\$	20,921	\$	22,178	\$	22,957
Adjusted EBITDA Margin (non-GAAP)		-8.1%		-8.7%		-21.9%		-23.7%		-19.5%

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