

Investor Presentation 2023 Q3



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Disclaimer

This presentation contains “forward-looking statements” within the meaning of federal securities laws, including the Securities Act of 1933, as amended, and the Securities Exchange Act of 1934, as amended, that involve substantial risks and uncertainties. Any statements contained in this presentation that are not statements of historical facts may be deemed to be forward-looking statements. In some cases, you can identify forward-looking statements by the words “may,” “might,” “will,” “can,” “could,” “would,” “should,” “expect,” “intend,” “plan,” “objective,” “target,” “anticipate,” “believe,” “estimate,” “predict,” “project,” “potential,” “continue,” and “ongoing,” or the negative of these terms, or other comparable terminology intended to identify statements about the future. These statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from the information expressed or implied by these forward-looking statements. Forward-looking statements include, but are not limited to, statements about: our estimated market opportunity; our future financial performance and business model, including our expectations regarding our GMV, net revenue, cost of revenue, operating expenses, and our ability to achieve and maintain future profitability; our buyer and seller unit economics; our growth drivers and expectations as to future growth and our ability to manage growth; our key metrics; our cohort data; our strategies, plans, objectives, and goals; market demand for the products offered on our online marketplace and for online purchases of luxury design products generally; our ability to compete, scale our operations, attract and retain sellers and buyers, expand in our existing verticals and into adjacent verticals, increase our GMV and supply, expand our business within the U.S. and abroad, and launch additional business models; and economic and industry trends, projected growth, or trend analysis.

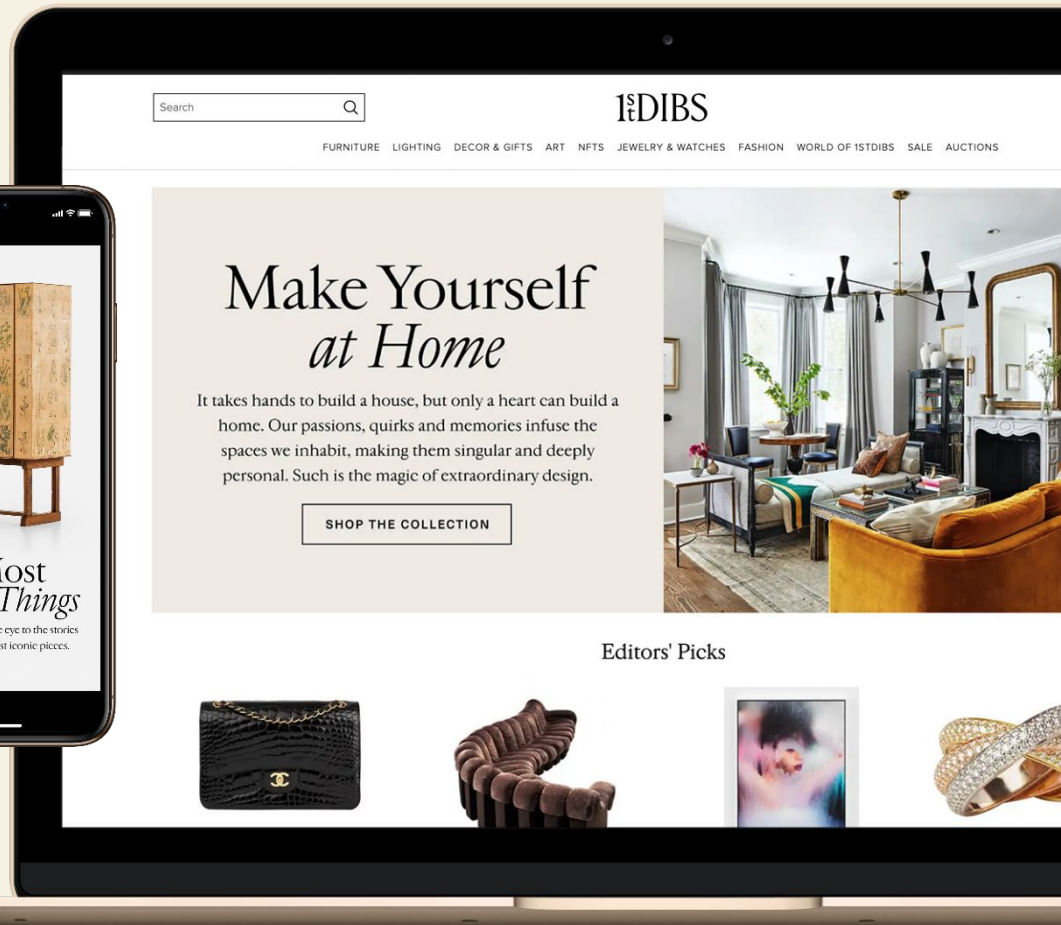
Company Overview



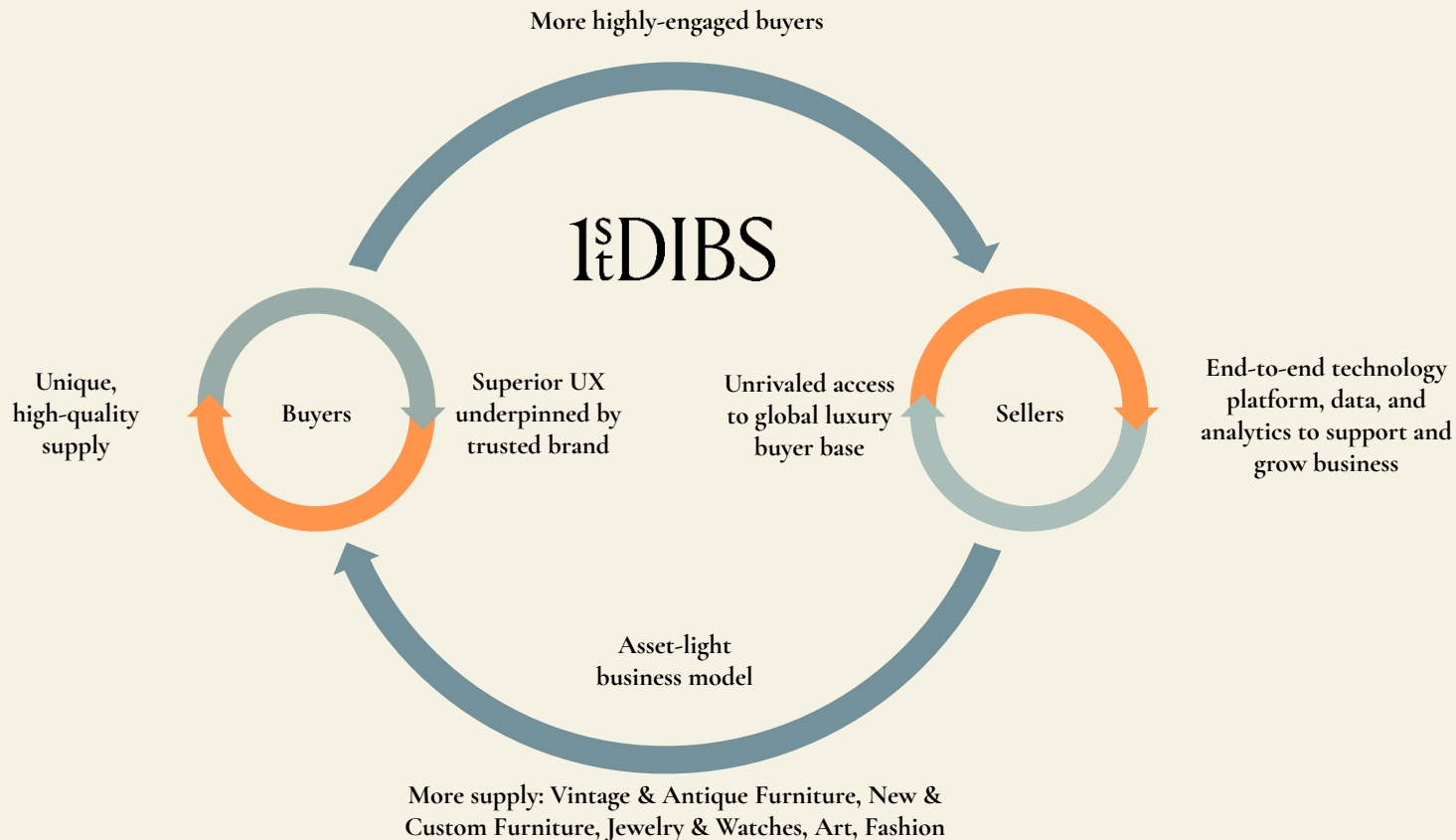
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OUR MISSION

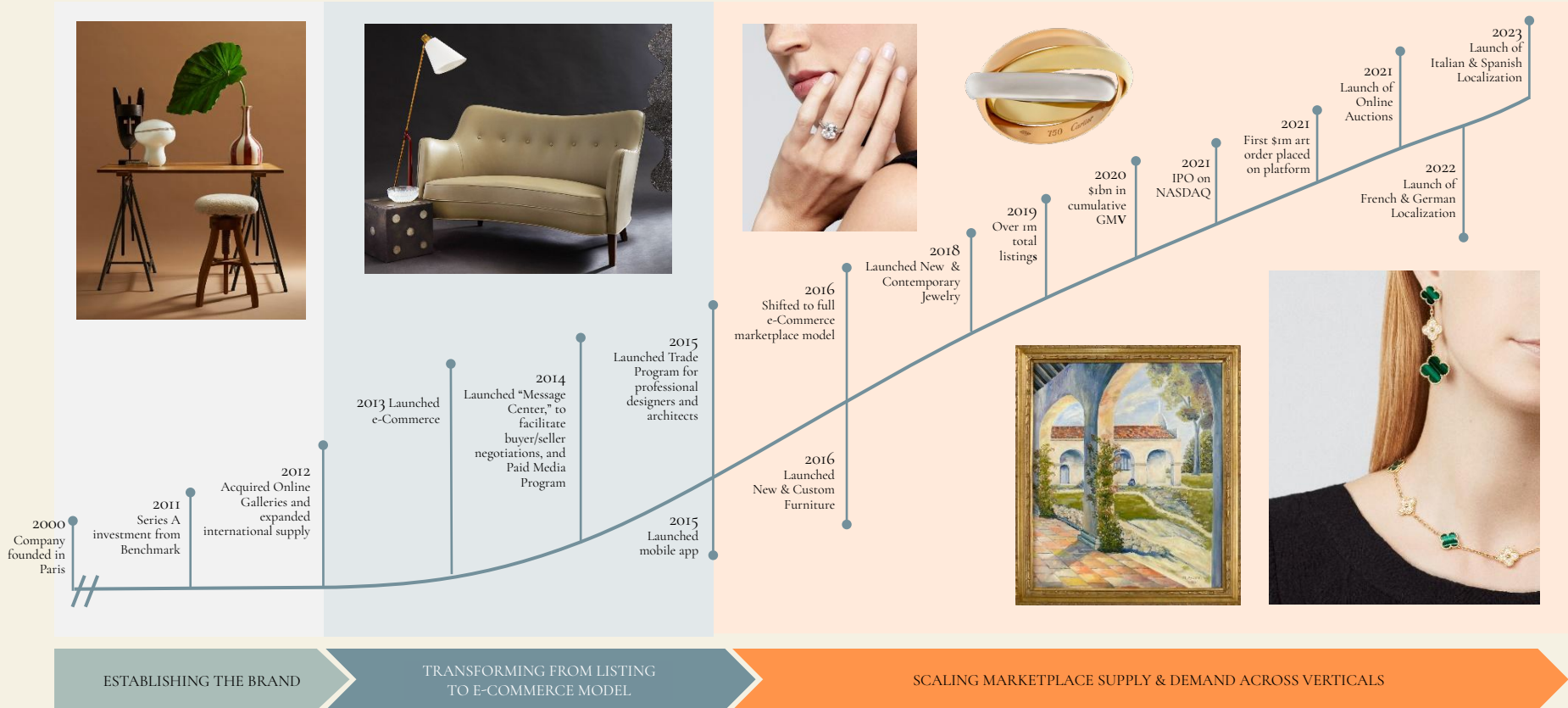
We enrich lives with
extraordinary design



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



Luxury E-Commerce Marketplace Built On a Legacy Brand



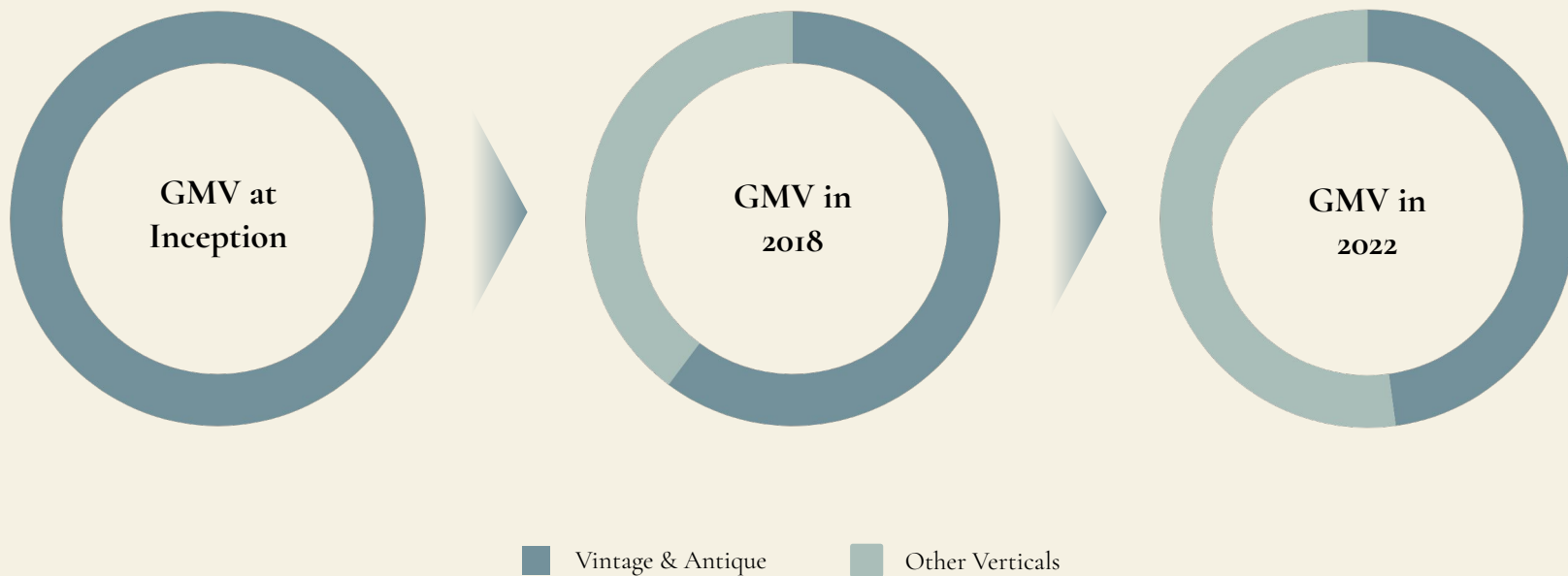
1stDibs By The Numbers

\$380m GMV	\$87m REVENUE
5.5m ⁺⁽¹⁾ REGISTERED USERS	63,200 ⁽²⁾ ACTIVE BUYERS
\$16bn ⁺⁽¹⁾ SELLER STOCK VALUE	9,100 ⁺⁽²⁾ SELLERS ACCOUNTS
70% GROSS MARGIN	\$1,200+/\$2,800 ⁺⁽²⁾ MOV / AOV
85 ⁺⁽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

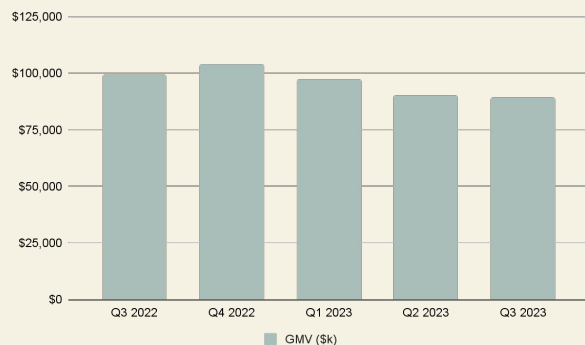


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Financial Performance

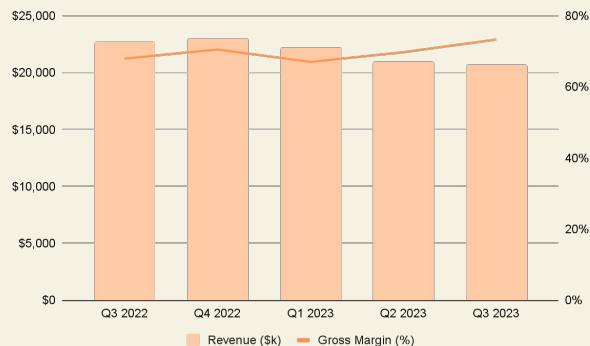
2023 Q3 GMV:

\$89.0m



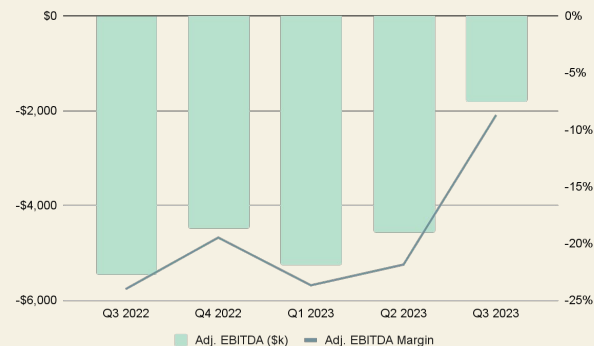
2023 Q3 Revenue:

\$20.7m

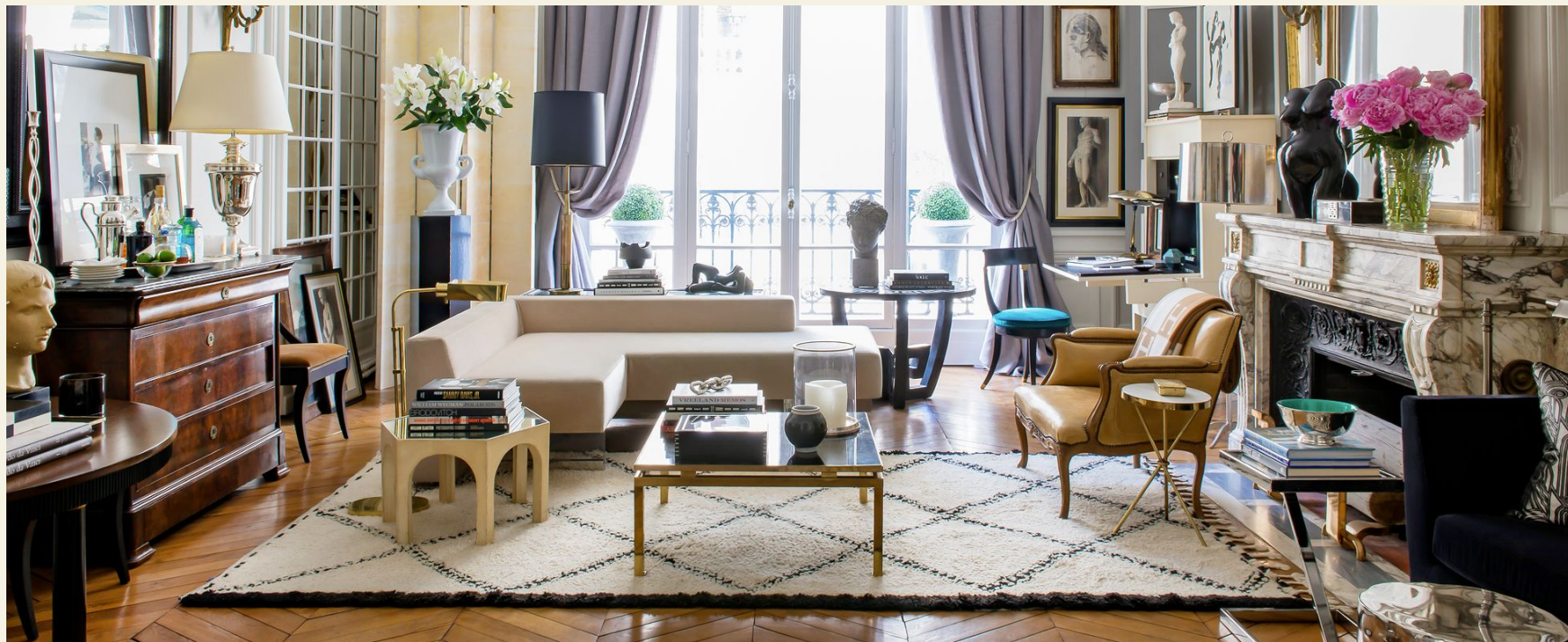


2023 Q3 Adj. EBITDA:

(\$1.8m)



Appendix



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Reconciliation of Quarterly Net Income to Adj. EBITDA

	Q3 2023		Q2 2023		Q1 2023		Q4 2022		Q3 2022	
<i>(Amounts in thousands)</i>										
Net loss	\$	(3,305)	\$	(8,320)	\$	(8,133)	\$	(6,861)	\$	(9,028)
<i>Excluding:</i>										
Depreciation and amortization		449		427		939		521		708
Stock-based compensation expense		2,982		3,252		3,106		3,552		3,154
Other income, net		(1,928)		(2,117)		(2,048)		(1,804)		(870)
Provision for income taxes		-		-		-		37		-
Strategic alternative expenses		-		2,179		882		80		580
Adjusted EBITDA (non-GAAP)	\$	(1,802)	\$	(4,579)	\$	(5,254)	\$	(4,475)	\$	(5,456)
Divided by: Net revenue	\$	20,663	\$	20,921	\$	22,178	\$	22,957	\$	22,729
Adjusted EBITDA Margin (non-GAAP)		-8.7%		-21.9%		-23.7%		-19.5%		-24.0%

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