

Investor Presentation 2024 Q2



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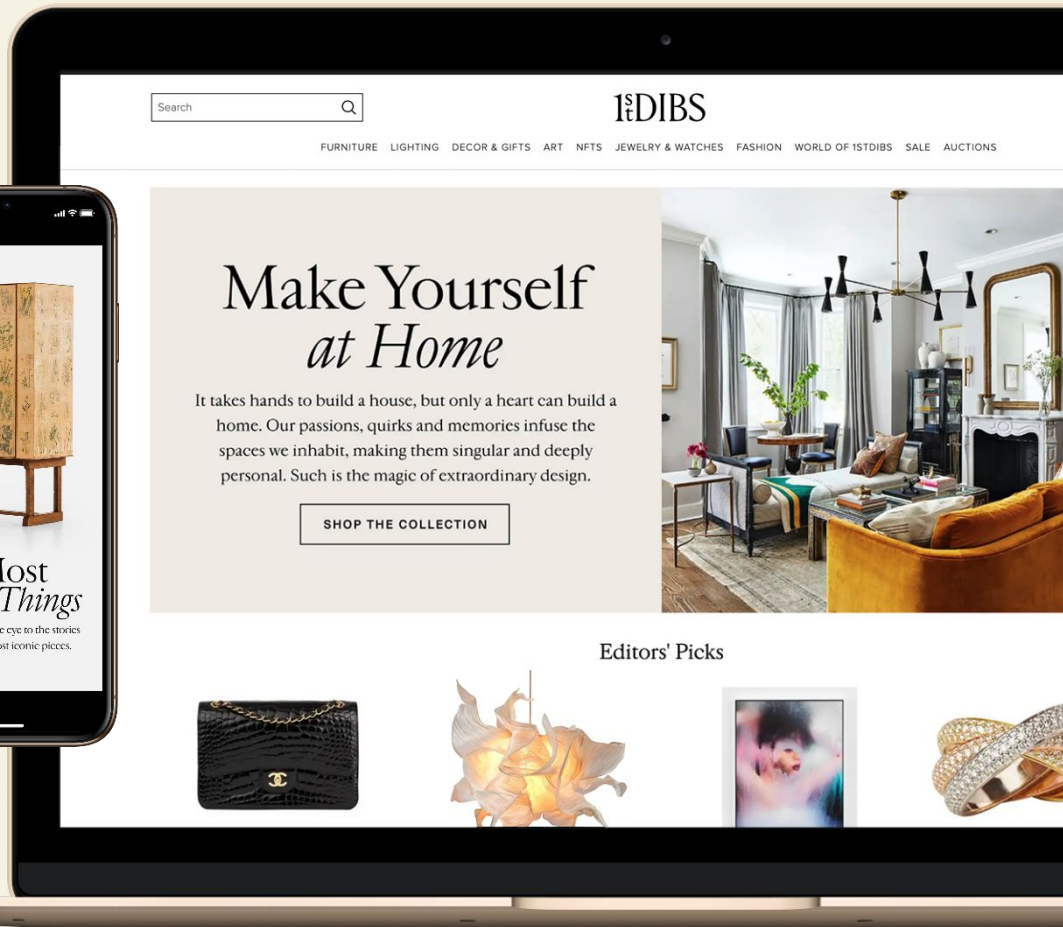
Company Overview



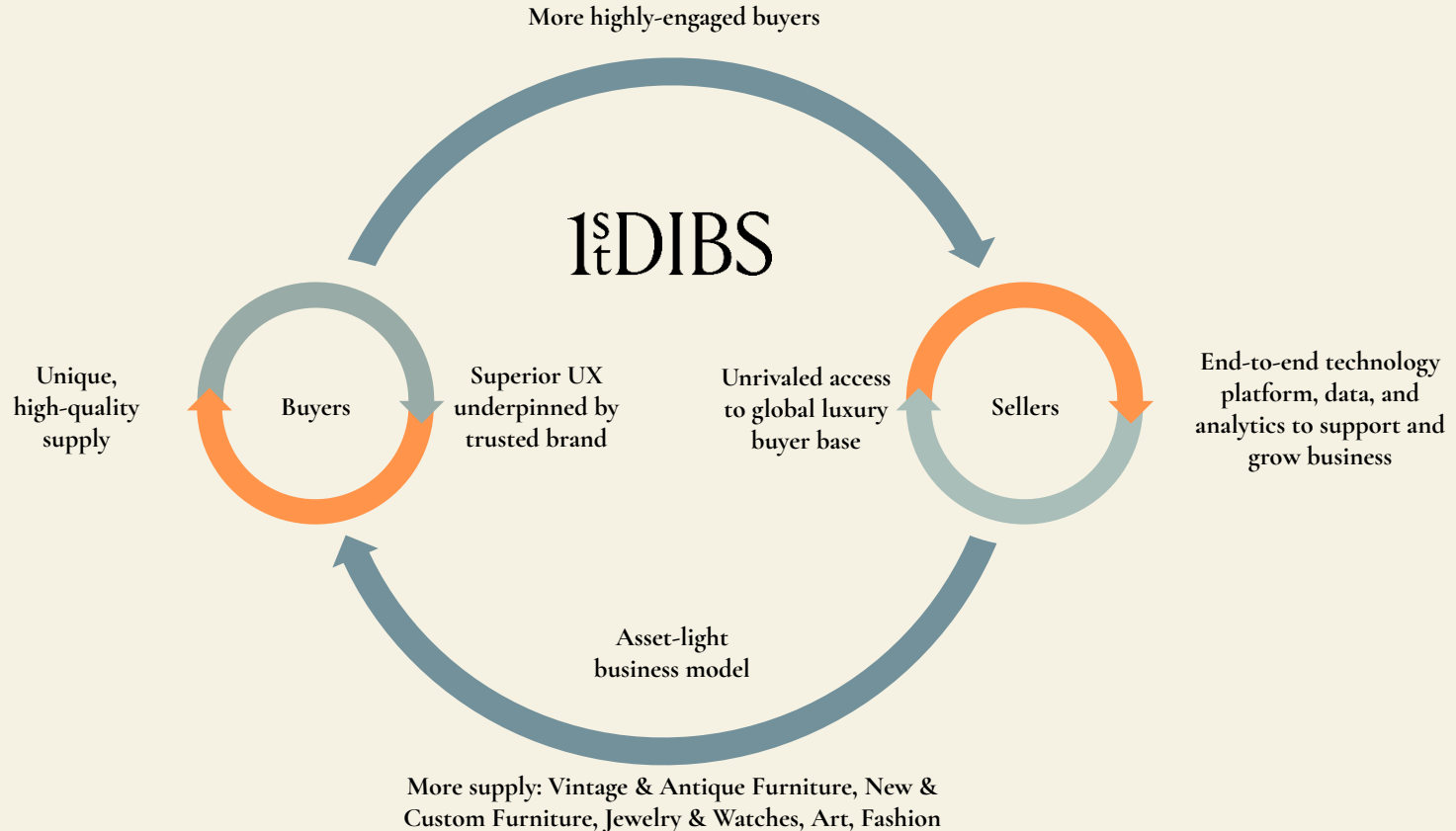
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OUR MISSION

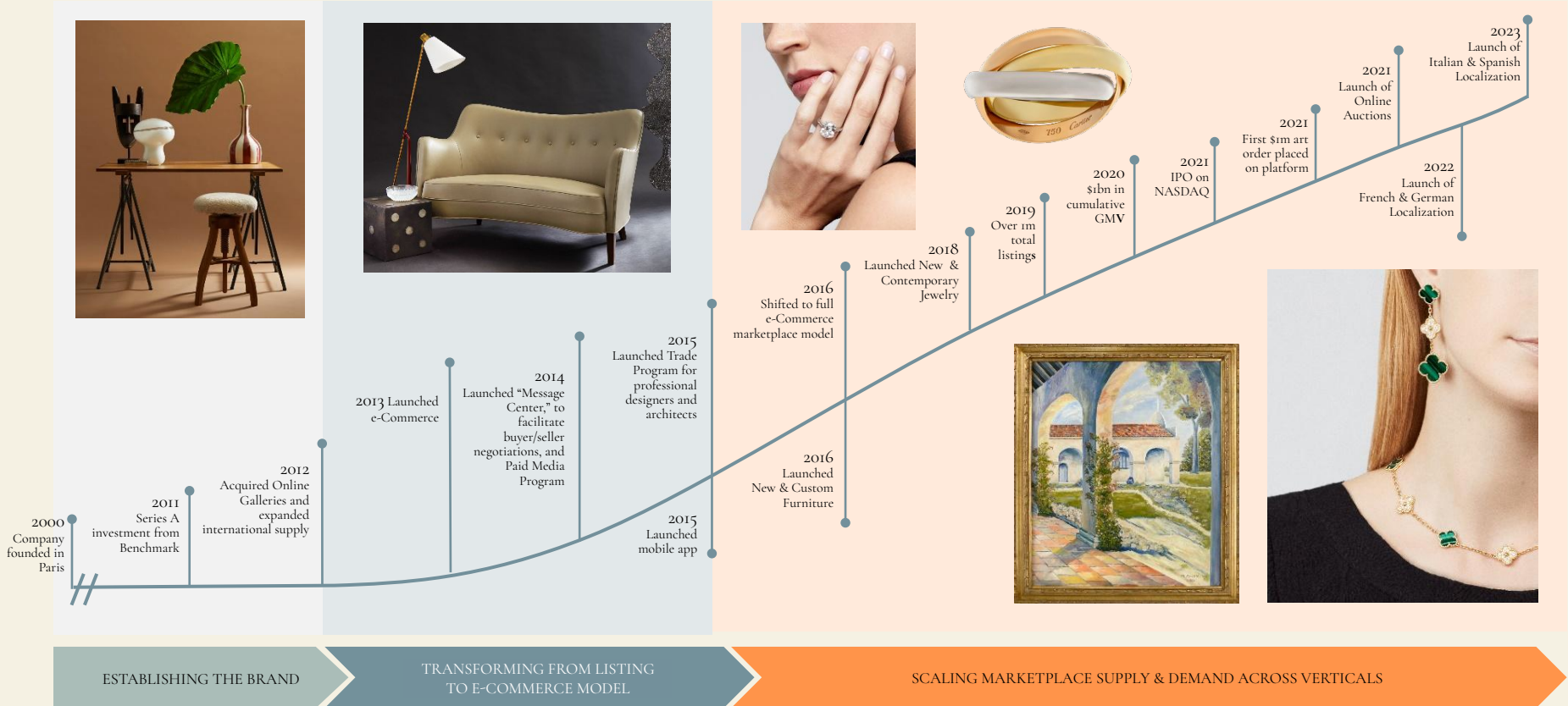
We enrich lives with
extraordinary design



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



Luxury E-Commerce Marketplace Built On a Legacy Brand



1stDibs By The Numbers

\$359m

GMV

\$86m

REVENUE

6.3m⁽¹⁾

REGISTERED USERS

61,200

ACTIVE BUYERS

\$1.0bn⁽¹⁾

SELLER STOCK VALUE

7,450⁽²⁾

UNIQUE SELLERS

72%

GROSS MARGIN

\$1,200+/\$2,700⁽²⁾

MOV / AOV

90⁽¹⁾

COUNTRIES WHERE SELLERS ARE BASED

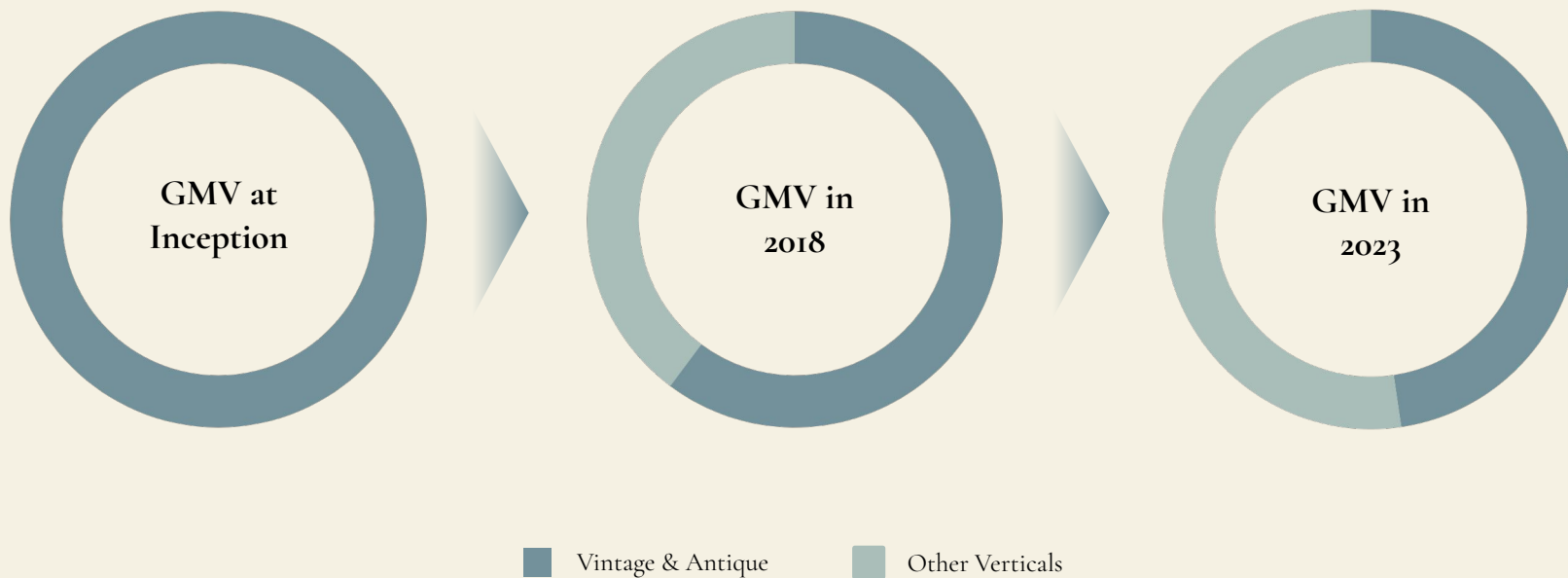
\$0

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

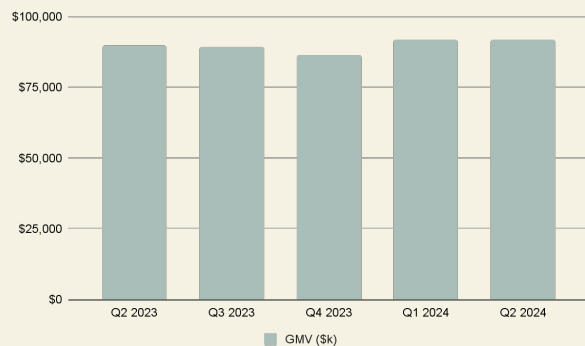


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Financial Performance

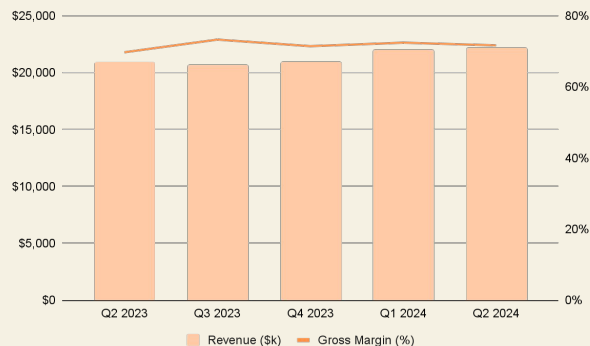
2024 Q2 GMV:

\$91.5m



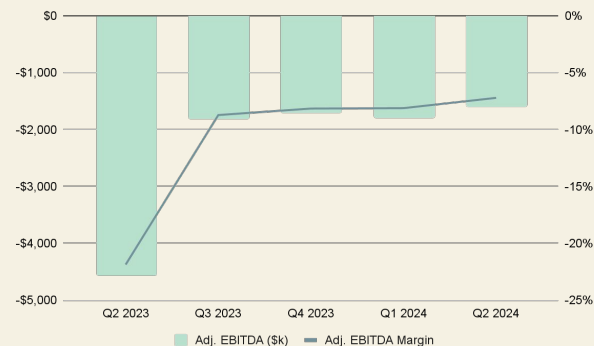
2024 Q2 Revenue:

\$22.2m



2024 Q2 Adj. EBITDA:

(\$1.6m)



Appendix



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Reconciliation of Quarterly Net Income to Adj. EBITDA

Reconciliation of Quarterly Net Income to Adj. EBITDA

	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
<i>(Amounts in thousands)</i>					
Net loss	\$ (4,437)	\$ (3,303)	\$ (2,941)	\$ (3,305)	\$ (8,320)
<i>Excluding:</i>					
<i>Depreciation and amortization</i>	470	462	463	449	427
<i>Stock-based compensation expense</i>	4,016	3,090	3,023	2,982	3,252
<i>Other income, net</i>	(2,061)	(2,049)	(2,249)	(1,928)	(2,117)
<i>Provision for income taxes</i>	4	-	14	-	-
<i>Strategic alternative expenses</i>	419	6	(15)	-	2,179
Adjusted EBITDA (non-GAAP)	\$ (1,589)	\$ (1,794)	\$ (1,705)	\$ (1,802)	\$ (4,579)
<i>Divided by: Net revenue</i>	\$ 22,235	\$ 22,062	\$ 20,922	\$ 20,663	\$ 20,921
Adjusted EBITDA Margin (non-GAAP)	-7.1%	-8.1%	-8.1%	-8.7%	-21.9%

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