

Company Fact Sheet

About Wayfair (founded in 2002)

Wayfair offers a zillion things home – the largest selection of home furnishings and décor across all styles and price points. With an unparalleled selection of more than seven million home items from 12,000 brands, Wayfair helps people find the perfect product at the right price through tailored shopping experiences across its brand portfolio. The e-commerce leader's unparalleled selection and superior customer service coupled with the convenience of online shopping, makes it easier than ever before for shoppers to find exactly what they want for their homes.

The Wayfair family of brands includes:

- Wayfair.com, the world's go-to destination for all things home
- AllModern.com, the leading retailer of original modern design
- Birch Lane, a fresh destination for classic style and timeless home décor
- DwellStudio, a lifestyle retailer known for groundbreaking design in home furnishings
- Joss & Main, the private sale site for home offering compelling prices and shoppable inspiration daily

Revenue 2010: \$380M
2011: \$500M
2012: \$600M
2013: \$915M

Number of Employees 1,600+

Funding Wayfair has closed two rounds of funding, the first coming almost 10 years after the start of the company.
Series A – \$165M in 2011 and \$36.3M in 2012
Series B – \$157M in 2014

Investors Series A: Battery Ventures, Great Hill Partners, Spark Capital and HarbourVest Partners
Series B: T. Rowe Price Associates, Julie M.B. Bradley and a limited number of growth focused mutual funds

Media Partnerships Coastal Living Boutique, This Old House Shop, Country Living Shop and Sunset Shop

Awards/Ranking: *Internet Retailer*, Top 500 ranked No. 45 (2014)
Internet Retailer, Top 500 ranked No. 2 in Housewares/Home Furnishings (2014)
Inc. Magazine, Hire Power Award (2013)
New England Venture Capital Association, Hottest Startup (2013)
Forbes Magazine, Most Promising Companies in America, ranked No. 16 (2013)
STORES Magazine, Fastest Growing Retailers, ranked No. 20 (2013)
Fortune Magazine, 40 Under 40 (Niraj Shah, CEO, 2013)

Global Offices Boston, Massachusetts, USA (headquarters); Galway, Ireland; London, England; Berlin, Germany and Sydney, Australia