Investor Presentation Q1 2025



1stDIBS

Forward-Looking Statements and Non-GAAP Financial Information

This presentation contains statements about 1stdibs.com, Inc.'s (the "Company") future financial results, plans, and efforts to expand our market share that are "forward-looking statements" within the meaning of federal securities laws, including the Private Securities Litigation Reform Act of 1995. Forward-looking statements involve substantial risks and uncertainties. Any statements contained in this presentation that are not statements of historical facts, including statements regarding our future results of operations and financial position, business strategy and plans, objectives of management for future operations, long term operating expenses, and expectations for capital requirements, 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.

This presentation should not be relied upon for the purpose of evaluating the performance of the Company or for any other purpose, and neither the Company nor any of its affiliates, directors, officers, partners, employees, agents or advisers nor any other person, shall be liable for any direct, indirect or consequential liability, loss or damages suffered by any person as a result of this presentation or their reliance on any statement, estimate, target, projection or forward-looking statements in or omission from this presentation and any such liability is expressly disclaimed. In all cases, interested parties should conduct their own investigation and analysis of the Company and the information contained herein. This presentation should not be considered as a recommendation by the Company or any affiliate or other person in relation to the Company, nor does it constitute an offer to sell or a solicitation for an offer to buy the securities, assets or business of the Company, nor shall there be any sale of securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction or pursuant to an exemption therefrom. This presentation shall not form the basis of any contract. Any references to any future or proposed transaction are for illustrative purposes only and the terms of any such transaction, should it occur, may be materially different than the terms in this presentation.

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.

This presentation is a high-level summary of our Q1 2025 financial results. For more information please refer to our press release dated May 9, 2025 and filings with the SEC. **Please see the appendix for a reconciliation of the non-GAAP financial measures used in this presentation to their respective most directly comparable financial measures, where available, calculated in accordance with GAAP**.

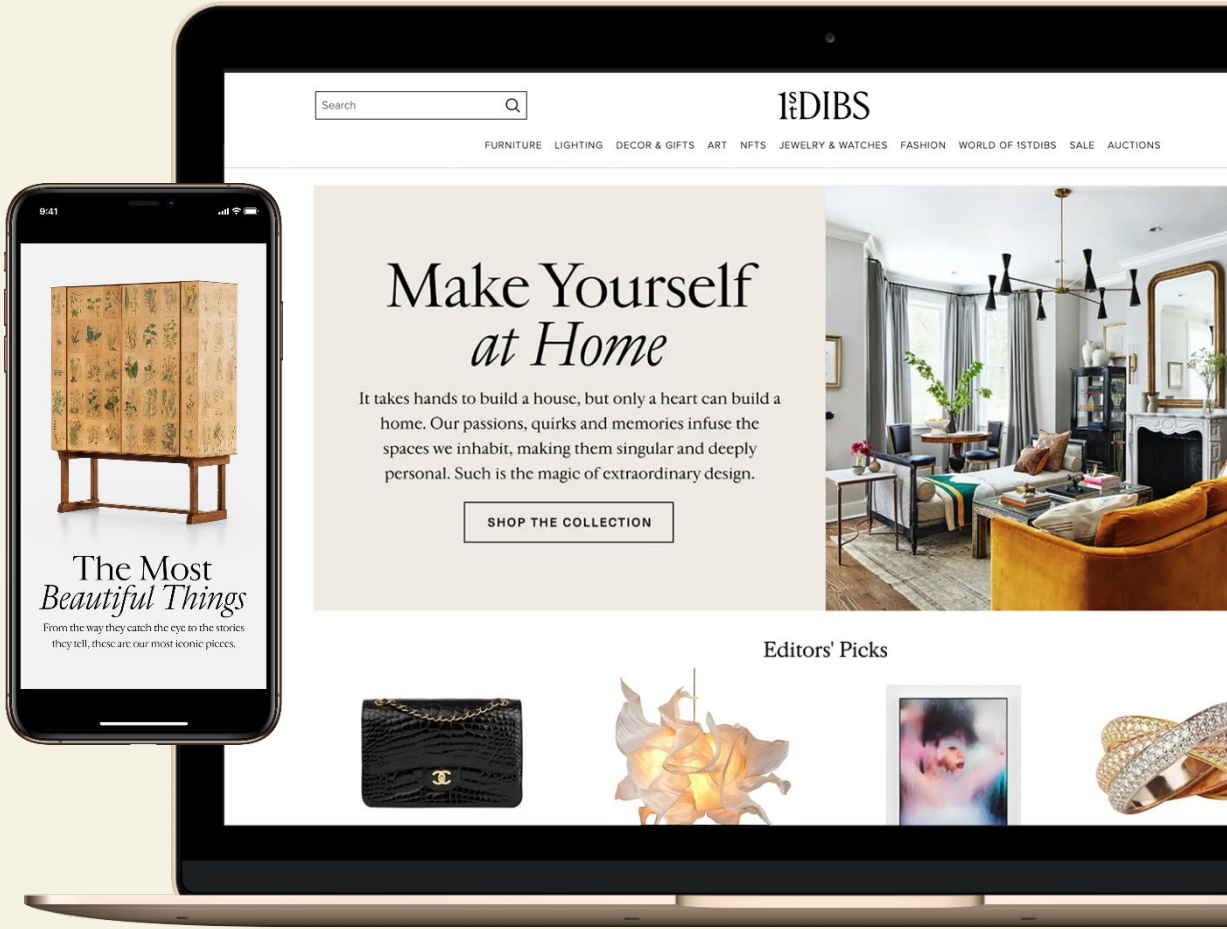
Company Overview



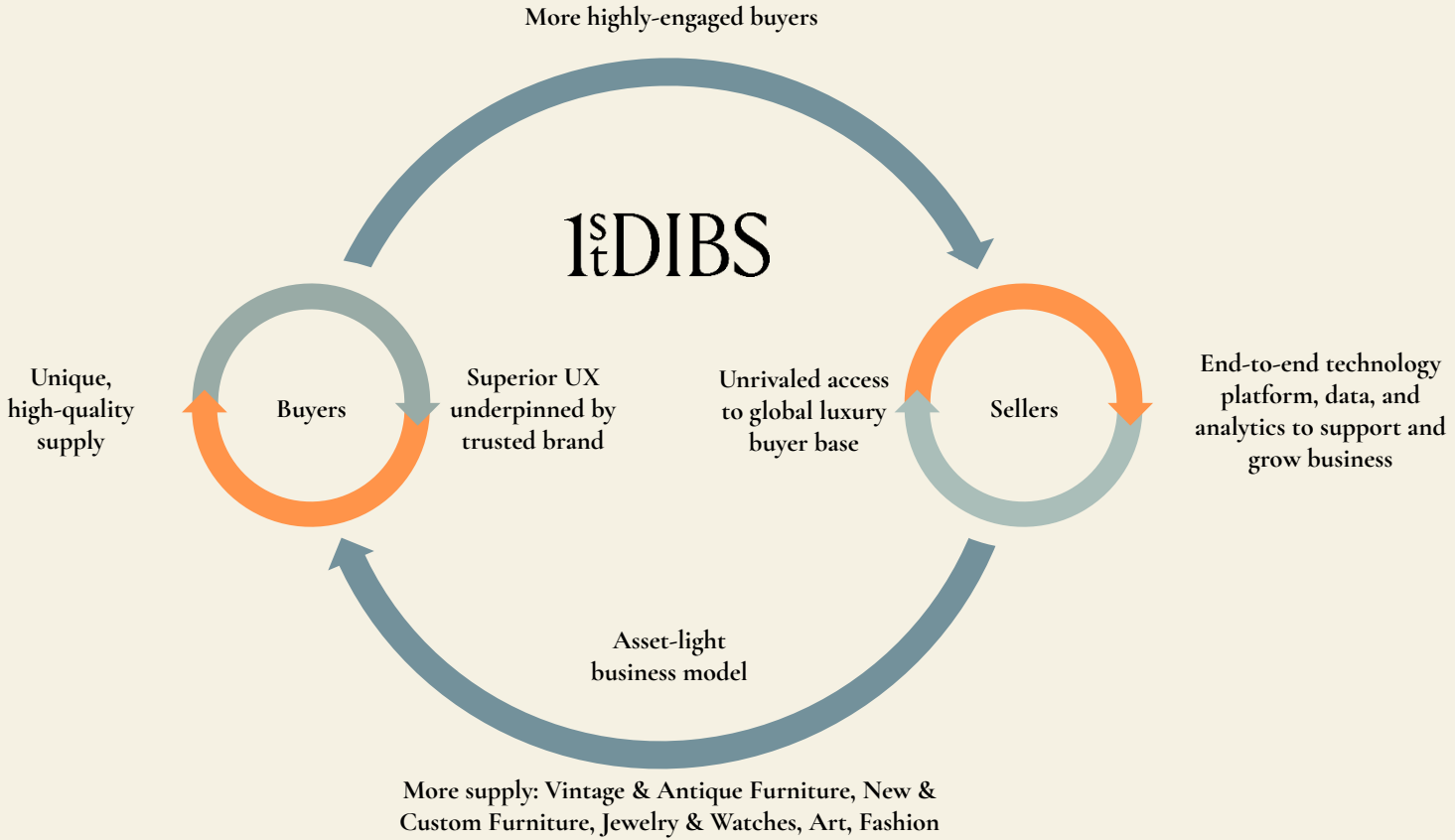
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OUR MISSION

We enrich lives with *extraordinary design*



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



Luxury E-Commerce Marketplace Built On a Legacy Brand









2000 Company founded in Paris

2011 Series A investment from Benchmark

2012 Acquired Online Galleries and expanded international supply

2013 Launched e-Commerce

2014 Launched "Message Center," to facilitate buyer/seller negotiations, and Paid Media Program

2015 Launched Trade Program for professional designers and architects

2015 Launched mobile app

2016 Shifted to full e-Commerce marketplace model

2016 Launched New & Custom Furniture

2018 Launched New & Contemporary Jewelry

2019 Over 1m total listings

2020 $1bn in cumulative GMV

2021 IPO on NASDAQ

2021 First $1m art order placed on platform

2022 Launch of French & German Localization

2023 Launch of Italian & Spanish Localization





ESTABLISHING THE BRAND

TRANSFORMING FROM LISTING TO E-COMMERCE MODEL

SCALING MARKETPLACE SUPPLY & DEMAND ACROSS VERTICALS

1stDibs By The Numbers

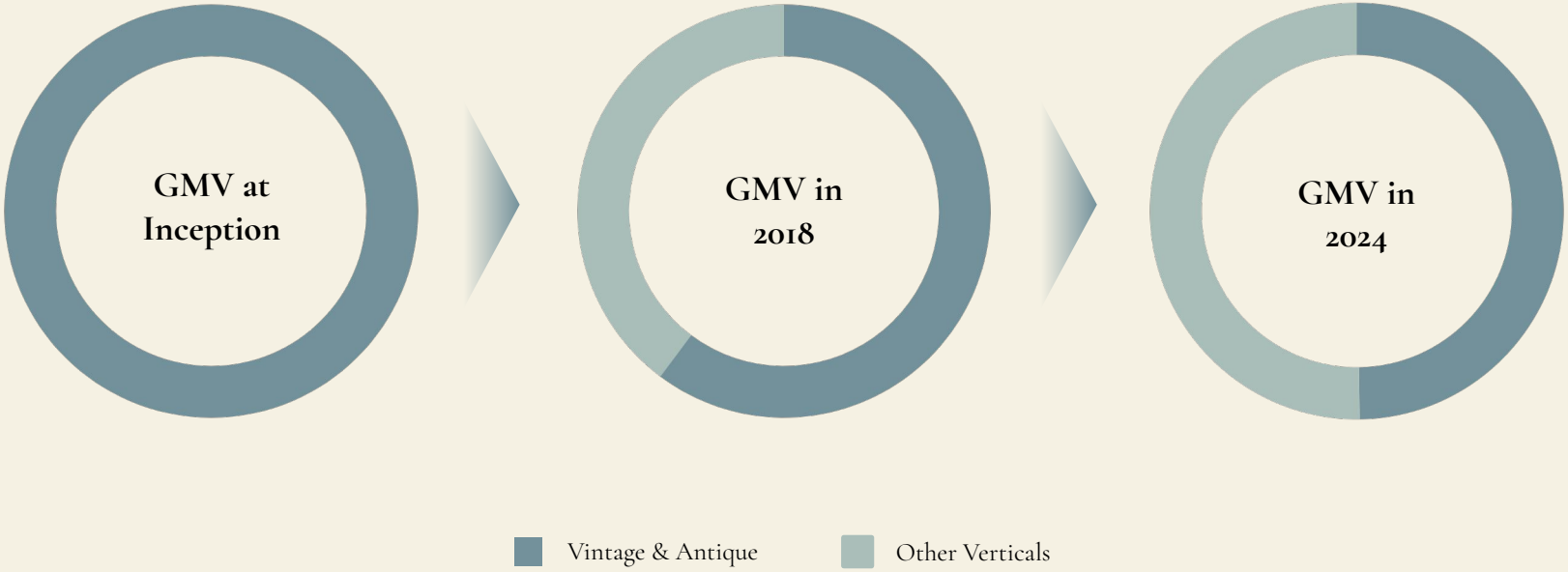
$365m GMV	**$89m** REVENUE
7.0m[1] REGISTERED USERS	**64,800** ACTIVE BUYERS
$10bn+[1] SELLER STOCK VALUE	**5,900**[2] UNIQUE SELLERS
72% GROSS MARGIN	**$1,250/$2,600**[2] MOV / AOV
75+[1] COUNTRIES WHERE SELLERS ARE BASED	**$0** OWNED INVENTORY



Note: TTM through Q1 2025, unless otherwise noted. (1) As of December 31, 2024. (2) As of March 31, 2025. MOV denotes on-platform median order value. AOV denotes on-platform average (mean) order value.

Vertical Expansion Supplements Vintage & Antique Furniture Core

OTHER VERTICALS COMPRISE A LARGER PERCENTAGE OF OUR GMV



Note: Other Verticals includes Jewelry, New & Custom Furniture, Art, and Fashion.

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

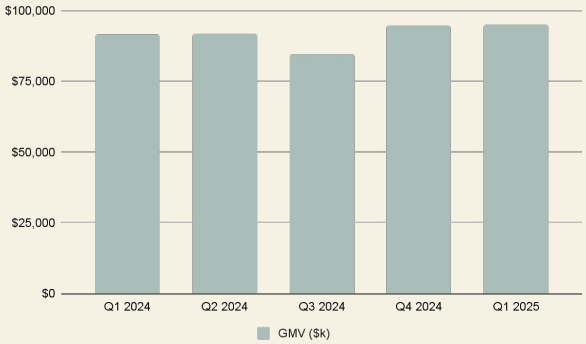


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Financial Performance

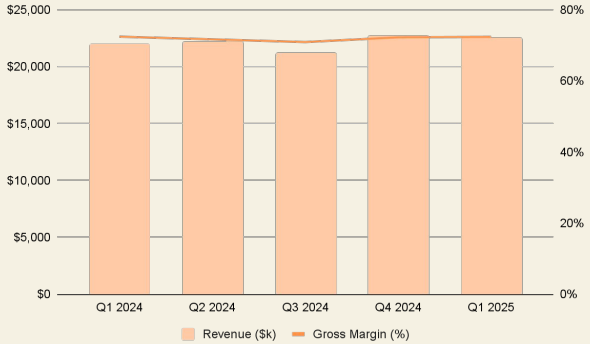
Q1 2025 GMV:

$94.7m



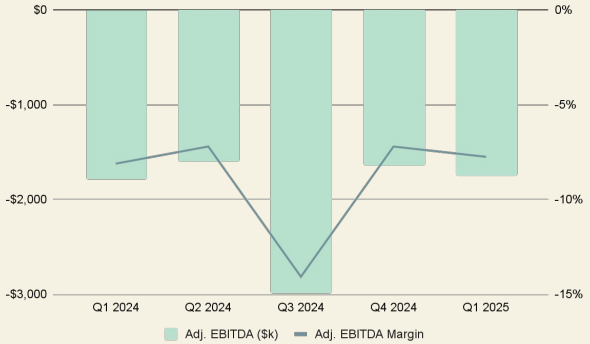
Q1 2025 Revenue:

$22.5m



Q1 2025 Adj. EBITDA:

($1.7m)



Reconciliation of Quarterly Net Income to Adj. EBITDA

(Amounts in thousands)	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
Net loss	**$ (4,806)**	**$ (5,210)**	**$ (5,683)**	**$ (4,437)**	**$ (3,303)**
Excluding:					
Depreciation and amortization	457	547	507	470	462
Stock-based compensation expense	4,050	3,768	3,902	4,016	3,090
Other income, net	(1,453)	(1,803)	(1,713)	(2,061)	(2,049)
Provision for income taxes	4	36	4	4	-
Strategic alternative expenses	-	1,019	-	419	6
Adjusted EBITDA (non-GAAP)	**$ (1,748)**	**$ (1,643)**	**$ (2,983)**	**$ (1,589)**	**$ (1,794)**
Divided by: Net revenue	$ 22,545	$ 22,770	$ 21,190	$ 22,235	$ 22,062
Adjusted EBITDA Margin (non-GAAP)	**-7.8%**	**-7.2%**	**-14.1%**	**-7.1%**	**-8.1%**

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