

Investor Presentation Q1 2026



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.

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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 2026 financial results. For more information please refer to our press release dated May 8, 2026 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.**

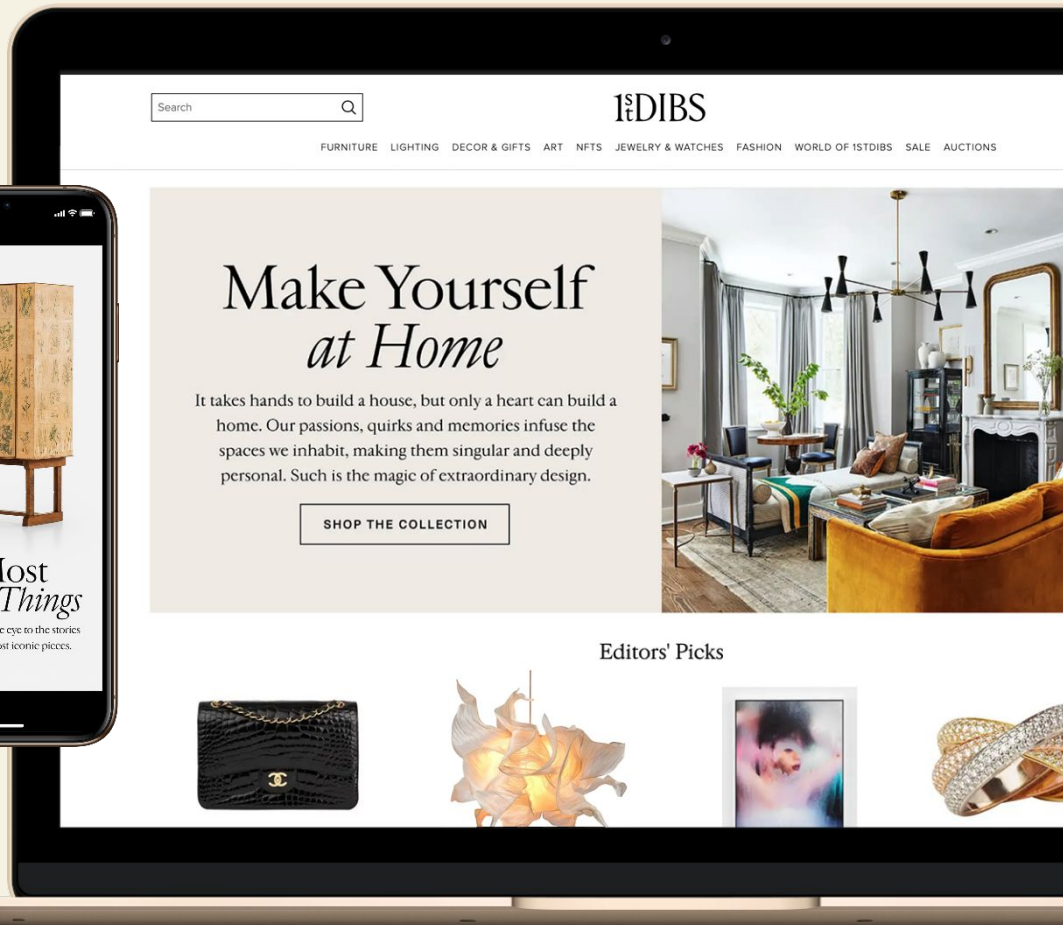
Company Overview



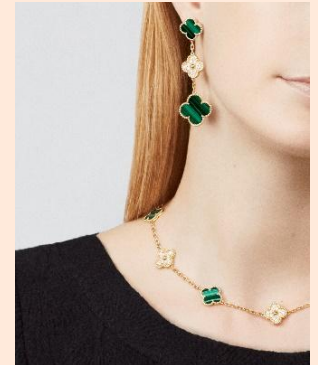
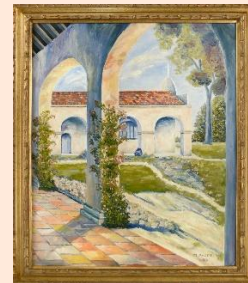
1stDIBS

OUR MISSION

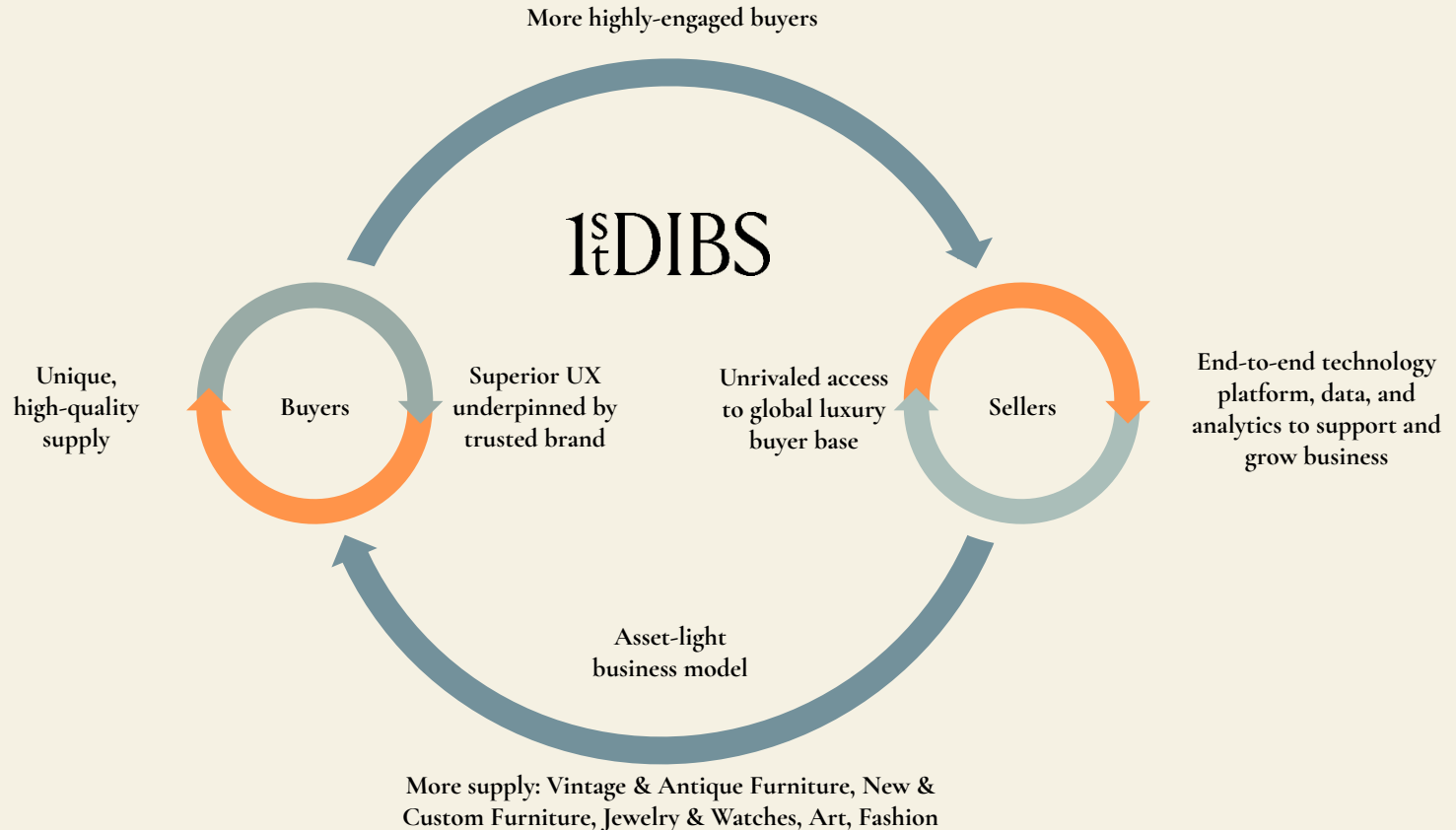
We enrich lives with *extraordinary design*



Luxury E-Commerce Marketplace Built On a Legacy Brand



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



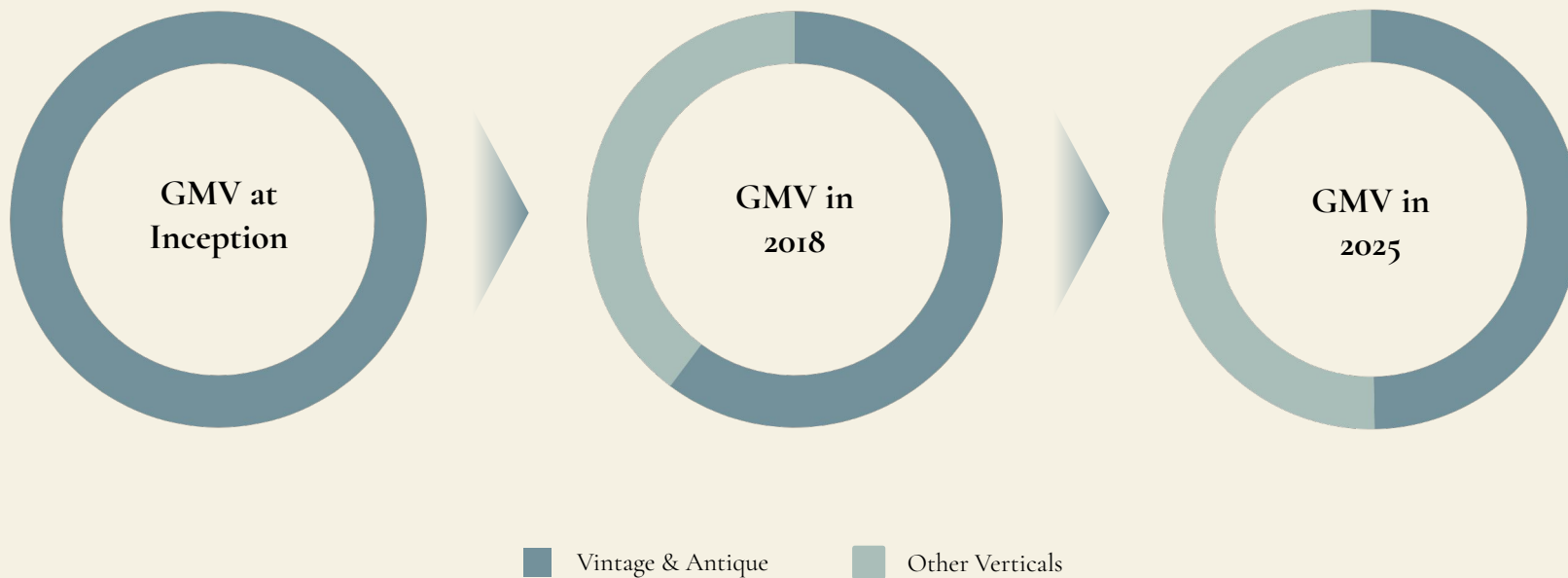
1stDibs By The Numbers

<p>\$359m GMV</p>	<p>\$89m REVENUE</p>
<p>7.8m⁽¹⁾ REGISTERED USERS</p>	<p>58,300 ACTIVE BUYERS</p>
<p>\$10bn+⁽¹⁾ SELLER STOCK VALUE</p>	<p>5,700⁽²⁾ UNIQUE SELLERS</p>
<p>74% GROSS MARGIN</p>	<p>\$1,400/\$2,750⁽²⁾ MOV / AOV</p>
<p>70+⁽¹⁾ COUNTRIES WHERE SELLERS ARE BASED</p>	<p>\$0 OWNED INVENTORY</p>
<p>\$3.2bn⁽³⁾ CUMULATIVE GMV</p>	<p>1.2m+⁽³⁾ CUMULATIVE ORDERS</p>



Vertical Expansion Supplements Vintage & Antique Furniture Core

OTHER VERTICALS COMPRISE A LARGER PERCENTAGE OF OUR GMV



World-Class Supply

Yellow Diamond Ring, 2024

\$230,000



Tiffany Studios Table Lamp, 1910

\$245,000



Set of 12 Pierre Jeanneret Dining Chairs, 1955

\$120,000



Hermès Kelly 25, Contemporary

\$88,990



Italian Glass Sconce, 1970s

\$2,000



Pablo Picasso, *Grand Tête (Portrait of Jacqueline aux Cheveux lisses)*, 1962

\$109,742



Bulgari Serpenti Watch, 2000s

\$100,000



Danish Stool, 1950s

\$521



Van Cleef & Arpels Earrings, 1965

\$105,000



Ceramic Torso Sculpture, 1970s

\$1,126

2026 Product Roadmap: Foundational Progress

DISCOVERY

Remove the barriers to discovery so any buyer can find the perfect item on 1stDibs.

Search & Personalization

- AI-enriched item catalog improved search success rate by nearly 4% and reduced null results by over 25%
- Redesigned search bar, driving stronger search engagement
- Launched recommendation-first homepage for recognized users
- Scaling behavioral data foundation via increased Favorites engagement
- Planned 2026: Building toward AI-powered Semantic and Natural Language Search

Content & Community

- Launched 1stDibs Tastemakers ambassador program
- Debuted *Objects of Desire* podcast

PRICING

Ensure pricing is transparent, competitive, and consistent from discovery through checkout.

- Expanded Price Parity data sourcing to two additional resale platforms
- Price parity listing coverage increased by 44%
- Early data suggests that items at price parity convert at higher rates than those that do not

SHIPPING

Make shipping competitive, transparent, and seamless so it never stands between a buyer and a purchase.

- Launched USPS integration: parcel rates 30-50% cheaper for packages under 20 lbs
- Planned Q2: ML-powered freight quoting tool for larger items
- Planned Q2: Shipment tracking upgrade — expanding from 10 to 70 supported carriers
- Beyond 2026: All-In Pricing

SERVICE

Deliver an experience that deepens buyer and seller trust with every interaction.

- Launched AI-powered listing tools: optimized titles, streamlined image upload
- Building toward a fully AI-assisted listing experience
- Planned Q2: Launch v1 of AI-powered customer support chatbot

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 professional sellers attract buyers; high quality, loyal buyers attract sellers

Highly-Scalable Tech Platform & Business Model

Asset-light model with no owned or managed inventory; structured to generate significant operating leverage as revenue grows

AI-Powered Growth & Efficiency

Deploying AI across search, personalization, listing tools, and client service to drive conversion, improve seller productivity, and expand margins



Financials

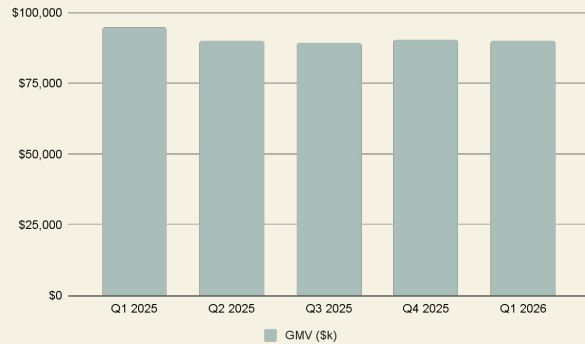


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Q1 2026 Financial Performance

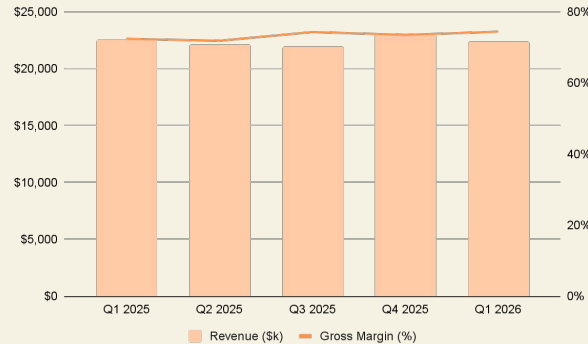
Q1 2026 GMV:

\$89.7m



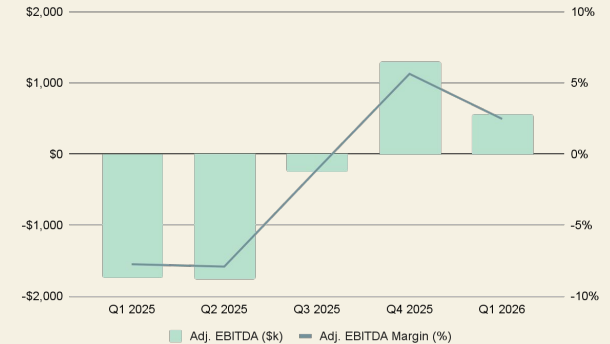
Q1 2026 Revenue:

\$22.4m



Q1 2026 Adj. EBITDA:

\$0.6m



A Structural Transformation in Cost Structure & Unit Economics

Four years of deliberate cost discipline have fundamentally reset the financial profile of 1stDibs

~1,900 bps

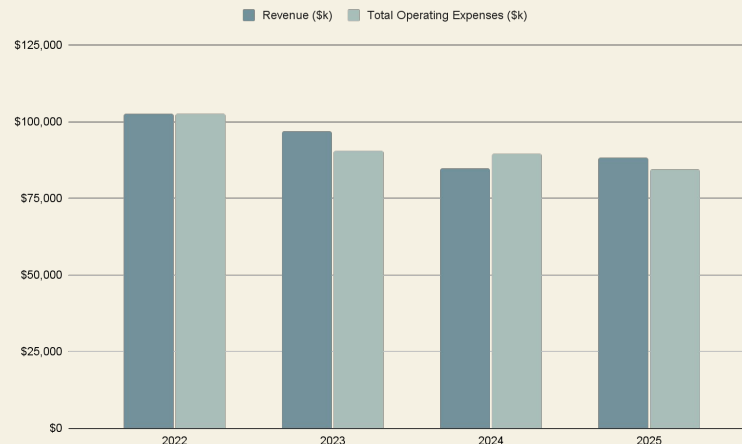
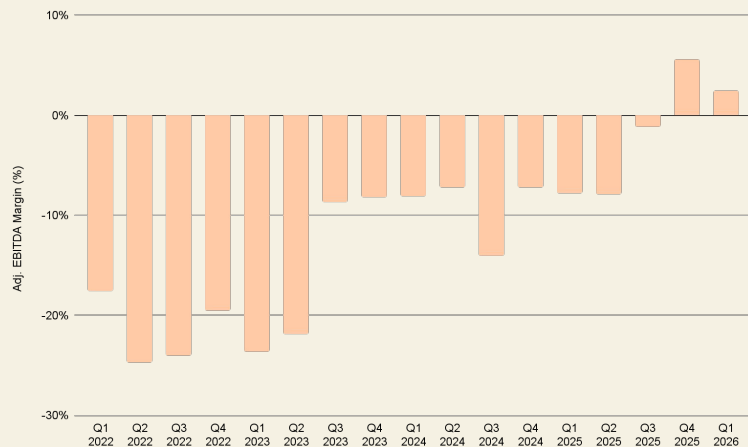
Adj. EBITDA margin improvement
2022 to 2025

~\$18M

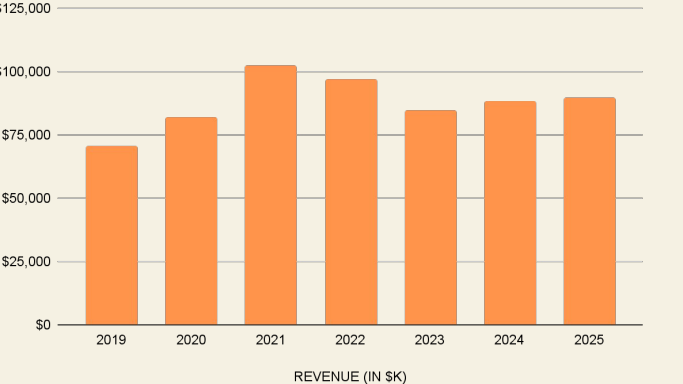
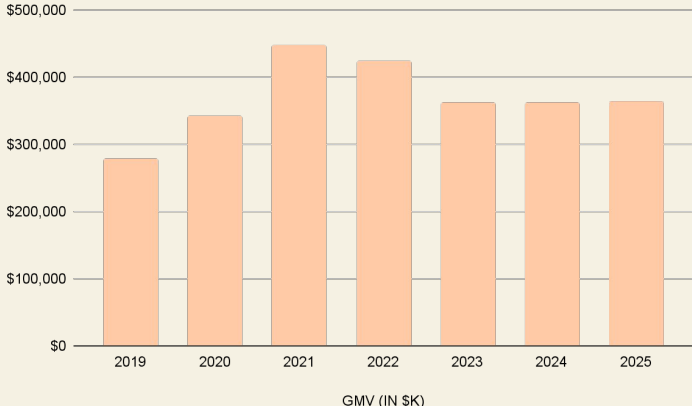
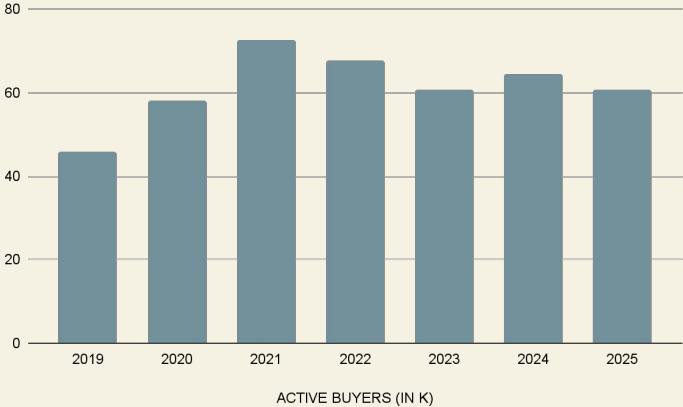
Reduction in annual operating expenses
2022 vs. 2025 (~18% decrease)

30%+

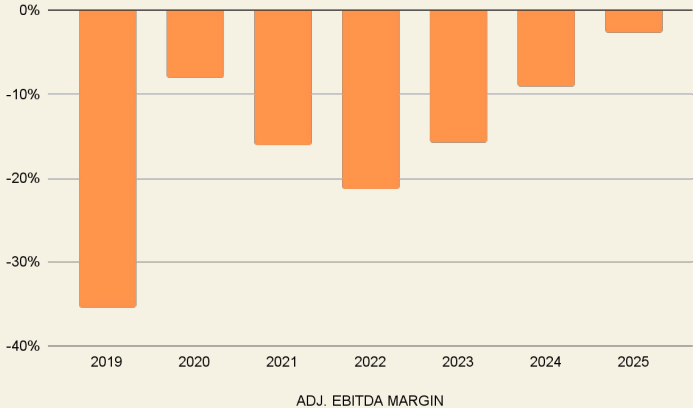
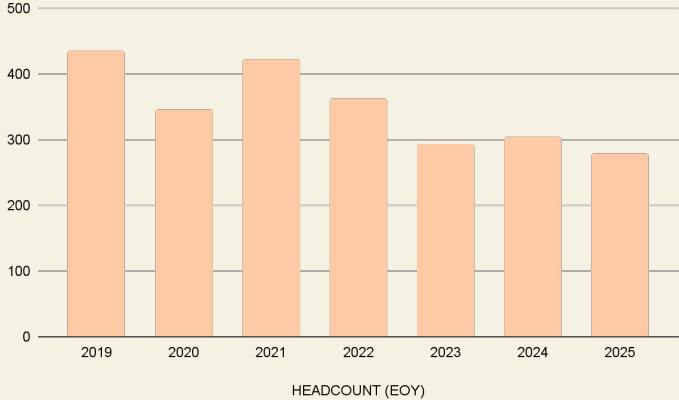
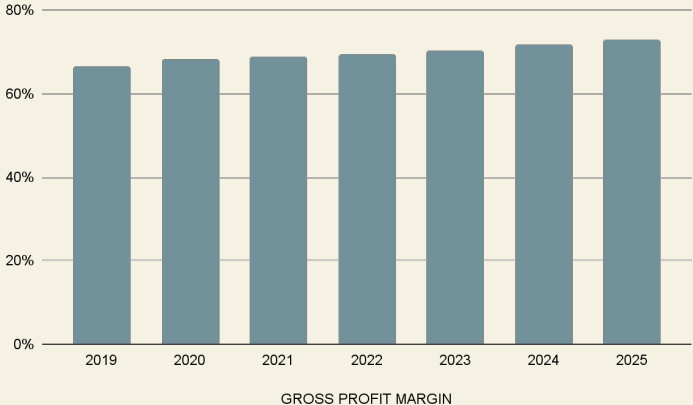
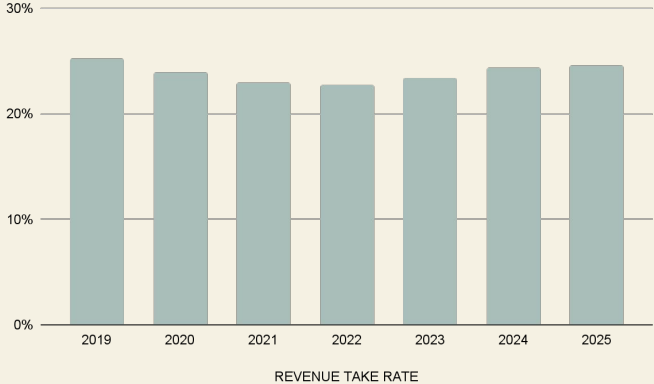
Headcount reduction
from 2022 peak



Historical Metrics & Financials



Historical Metrics & Financials



Reconciliation of Quarterly Net Loss to Adj. EBITDA

	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025
<i>(Amounts in thousands)</i>					
Net loss	\$ (2,174)	\$ (1,041)	\$ (3,506)	\$ (4,313)	\$ (4,806)
<i>Excluding:</i>					
<i>Depreciation and amortization</i>	387	389	392	423	457
<i>Stock-based compensation expense</i>	2,991	3,217	3,246	3,542	4,050
<i>Other income, net</i>	(1,149)	(1,293)	(1,229)	(1,423)	(1,453)
<i>Provision for income taxes</i>	4	23	52	19	4
<i>Restructuring expenses</i>	494	-	802	-	-
<i>Strategic alternative expenses</i>	-	-	-	-	-
Adjusted EBITDA (non-GAAP)	\$ 553	\$ 1,295	\$ (243)	\$ (1,752)	\$ (1,748)
<i>Divided by: Net revenue</i>	\$ 22,388	\$ 22,968	\$ 21,972	\$ 22,135	\$ 22,545
Adjusted EBITDA Margin (non-GAAP)	2.5%	5.6%	-1.1%	-7.9%	-7.8%

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Reconciliation of Annual Net Loss to Adj. EBITDA

	2025	2024	2023	2022	2021	2020	2019
<i>(Amounts in thousands)</i>							
Net loss	\$ (13,666)	\$ (18,633)	\$ (22,699)	\$ (22,538)	\$ (20,963)	\$ (12,528)	\$ (29,853)
<i>Excluding:</i>							
<i>Depreciation and amortization</i>	1,661	1,986	2,278	2,710	3,112	6,023	5,150
<i>Stock-based compensation expense</i>	14,055	14,776	12,363	11,214	2,839	846	1,081
<i>Other income, net</i>	(5,398)	(7,626)	(8,342)	(3,376)	(1,502)	(989)	(920)
<i>Provision for (benefit from) income taxes</i>	98	44	14	37	21	11	(409)
<i>Gain on sale of Design Manager</i>	-	-	-	(9,684)	-	-	-
<i>Restructuring expenses</i>	802	1,367	1,989	-	-	-	-
<i>Strategic alternative expenses</i>	-	77	1,057	967	-	-	-
Adjusted EBITDA (non-GAAP)	\$ (2,448)	\$ (8,009)	\$ (13,340)	\$ (20,670)	\$ (16,493)	\$ (6,637)	\$ (24,951)
<i>Divided by: Net revenue</i>	\$ 89,620	\$ 88,257	\$ 84,684	\$ 96,849	\$ 102,731	\$ 81,863	\$ 70,567
Adjusted EBITDA Margin (non-GAAP)	-2.7%	-9.1%	-15.8%	-21.3%	-16.1%	-8.1%	-35.4%

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