Investor Presentation Q2 2026

1stDIBS

Updated August 5, 2026

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 Q2 2026 financial results. For more information, please refer to our press release dated August 5, 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**.

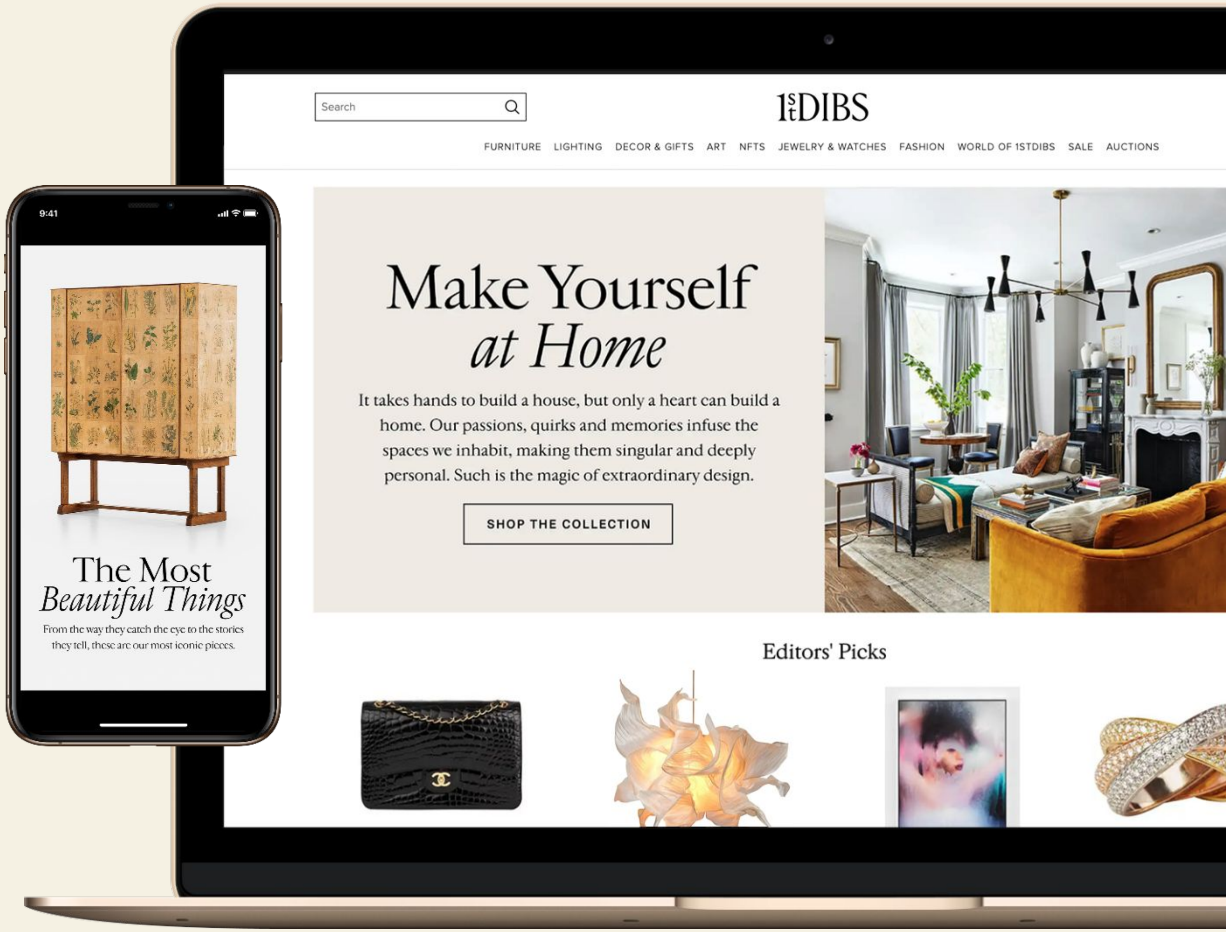
Updated August 5, 2026

Company Overview

1stDIBS

OUR MISSION

We enrich lives with *extraordinary design*



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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
Launched French & German Localization

2023
Launched Italian & Spanish Localization

2025
25th Anniversary

ESTABLISHING THE BRAND

TRANSFORMING FROM LISTING TO E-COMMERCE MODEL

SCALING MARKETPLACE SUPPLY & DEMAND ACROSS VERTICALS

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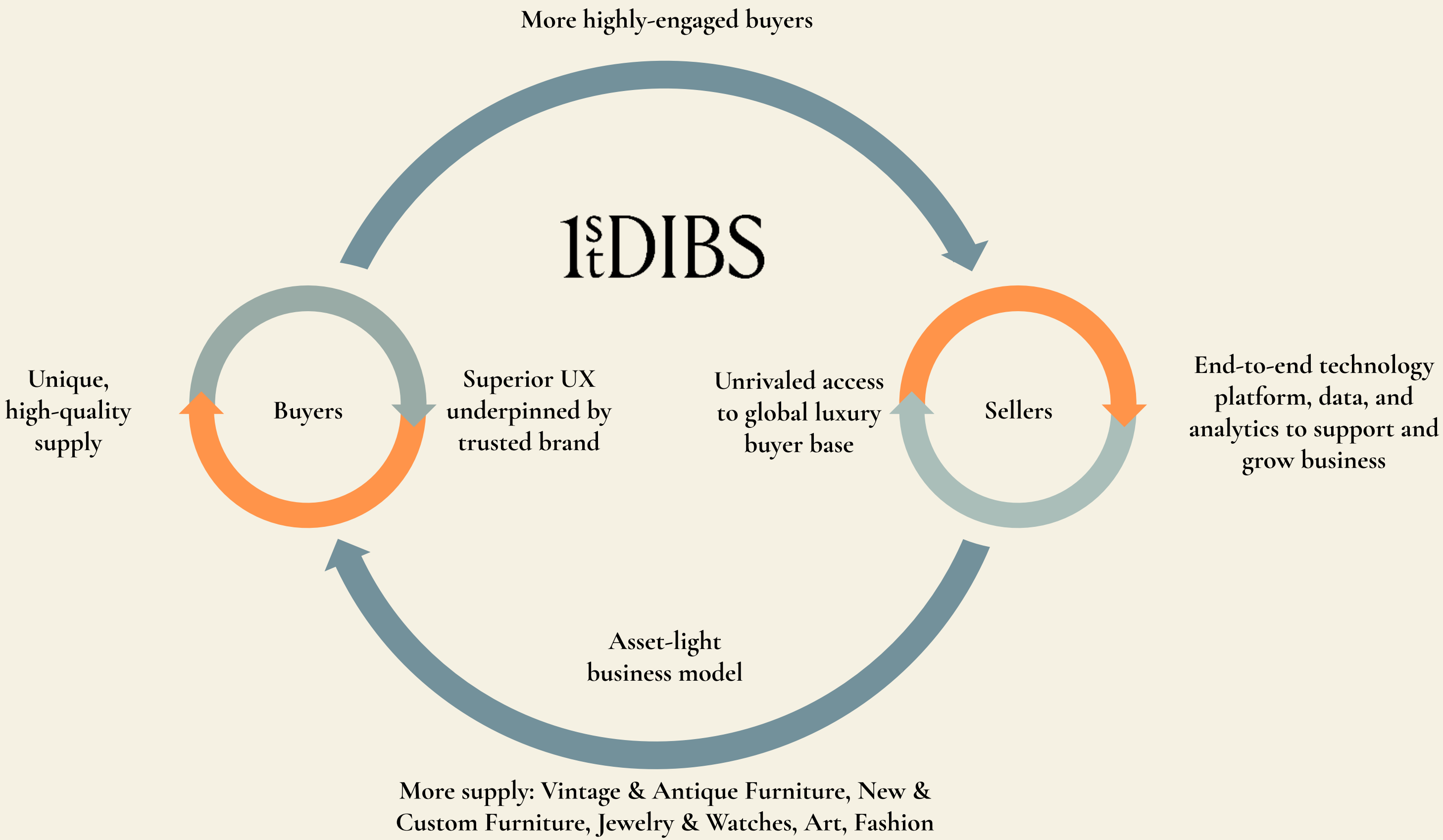
Asset-Light, Two-Sided Marketplace With Powerful Network Effects



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1stDibs By The Numbers

$365m GMV	$91m REVENUE
7.8m[1] REGISTERED USERS	57,700 ACTIVE BUYERS
$10bn+[1] SELLER STOCK VALUE	5,700[2] UNIQUE SELLERS
74% GROSS MARGIN	$1,500/$2,850[2] MOV / AOV
70+[1] COUNTRIES WHERE SELLERS ARE BASED	$0 OWNED INVENTORY
$3.3bn[3] CUMULATIVE GMV	1.2m+[3] CUMULATIVE ORDERS

Note: TTM through Q2 2026, unless otherwise noted. (1) As of December 31, 2025. (2) As of June 30, 2026. (3) Q1 2016 through Q2 2026. MOV denotes on-platform median order value. AOV denotes on-platform average (mean) order value.

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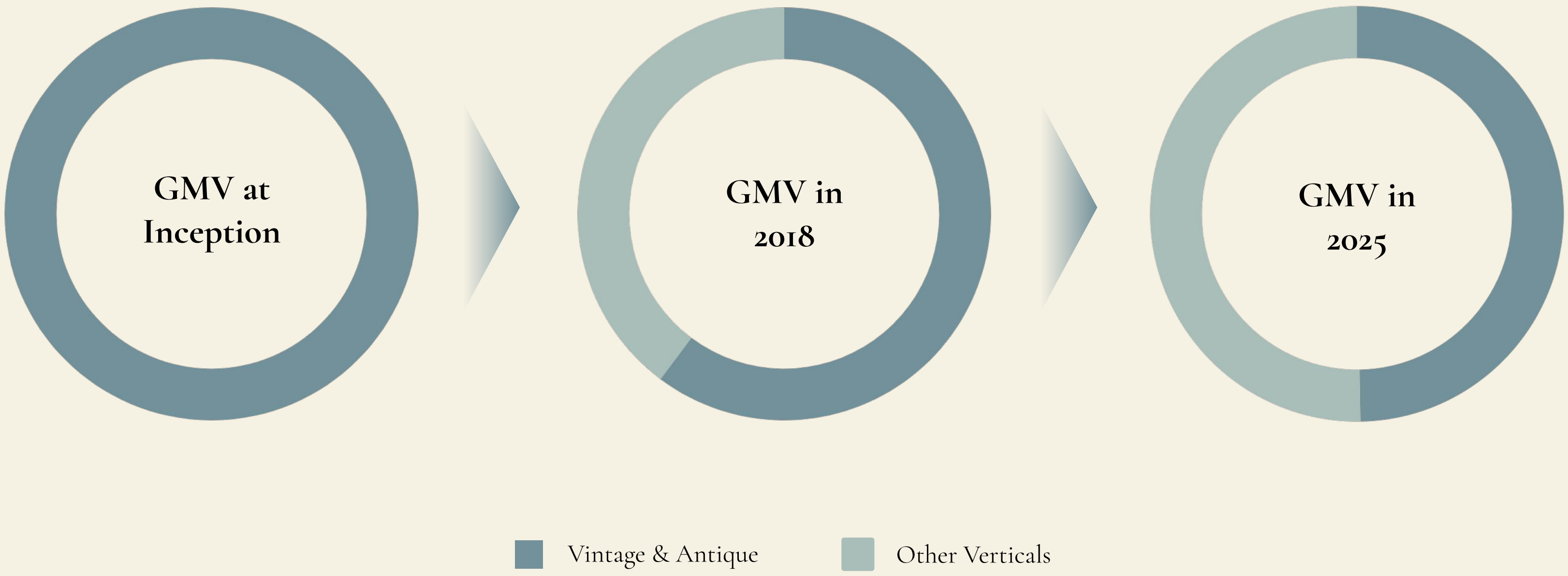
Vertical Expansion Supplements Vintage & Antique Furniture Core

OTHER VERTICALS COMPRISE A LARGER PERCENTAGE OF OUR GMV



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

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World-Class Supply

Turquoise Necklace, 2002

$12,000

Paavo Tynell Table Lamp, New

$989

Dior Sunglasses, 2000

$699

Cartier Clock, 1980s

$1,650

Norman Rockwell Cover Painting for The Saturday Evening Post Magazine

$1,290,000

Pablo Picasso, *Mat Wood-Owl*, 1958

$38,250

Ancient Egyptian Limestone Relief

$35,000

Yves Klein Monogold Table, New

$26,100

Ancient Greek Signet Ring

$28,500

POPUS EDITIONS Bridget Armchair, New

$2,319

Manolo Blahnik Heels, 2000s

$994

Baccarat Crystal Sun Clock, 1948

$99,000

Eero Aarnio Swivel Ball Chair, New

$20,996

Note: Select Q2 2026 sales.

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2026 Product Roadmap: Continued Progress

DISCOVERY

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

- Launched Image Search on mobile web and desktop; progressing toward Semantic and Natural Language Search
- Launched ML-powered personalized recommendations — highest-ever click-through rate on a homepage recommendation module
- Tastemakers pilot completed; Instagram following topped 1m; plan to scale program in H2 2026

PRICING

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

- Doubled Price Parity coverage in Q2; items corrected for Price Parity are showing an increase in sell-through rates
- Planned Q3: Broadening Pricing pillar into Trust — giving buyers confidence not just in the value of an item, but in the platform itself

SHIPPING

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

- Optimized parcel rates, lowering US and cross-border shipping costs
- Launched ML-powered freight quoting; freight prequote coverage expanded from ~50% to ~75% of listings; overall prequote coverage now ~90%
- Beyond 2026: All-In Pricing

SERVICE

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

- Launched AI-powered customer service chatbot pilot for buyers and sellers
- Improved seller listing creation in seller app — reduced friction for bringing inventory to market

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 the 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

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Financials

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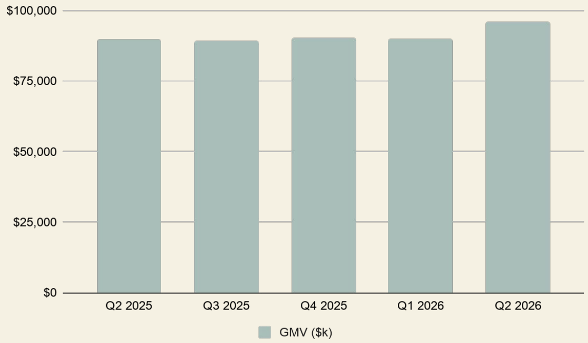
Q2 2026 Financial Performance

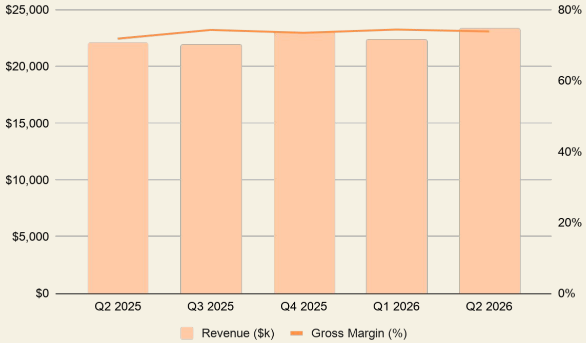
Q2 2026 GMV:

$96.0m



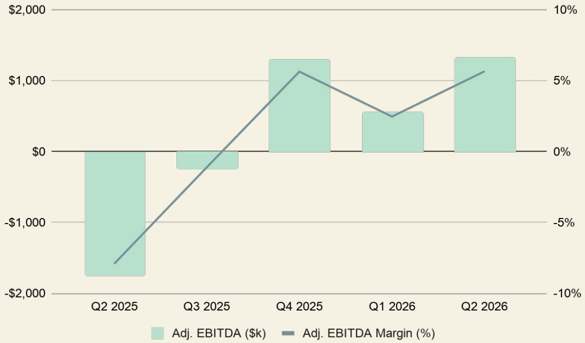
Q2 2026 Revenue:

$23.3m



Q2 2026 Adj. EBITDA:

$1.3m



Adjusted EBITDA is a non-GAAP financial measure. See the appendix for a reconciliation to the most directly comparable GAAP measure.

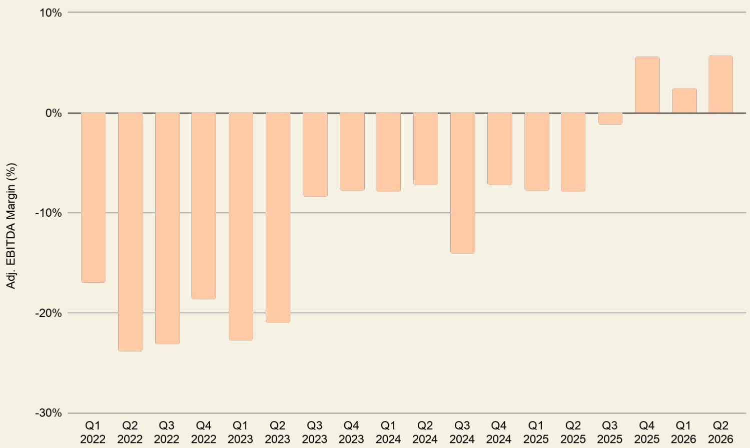
A Structural Transformation in Cost Structure & Unit Economics

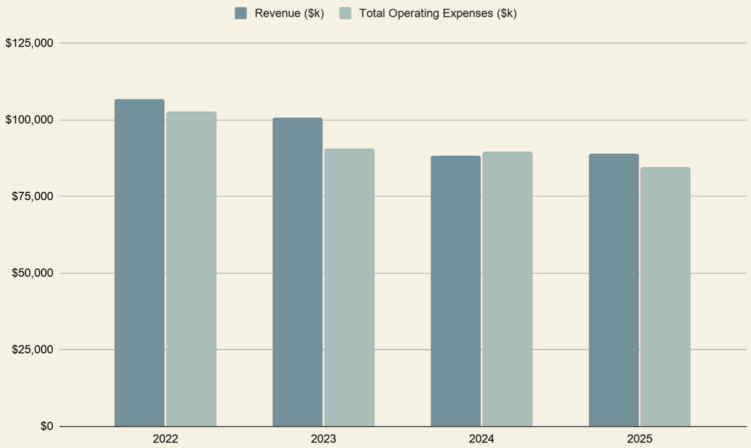
Four years of deliberate cost discipline have fundamentally reset the financial profile of 1stDibs

~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





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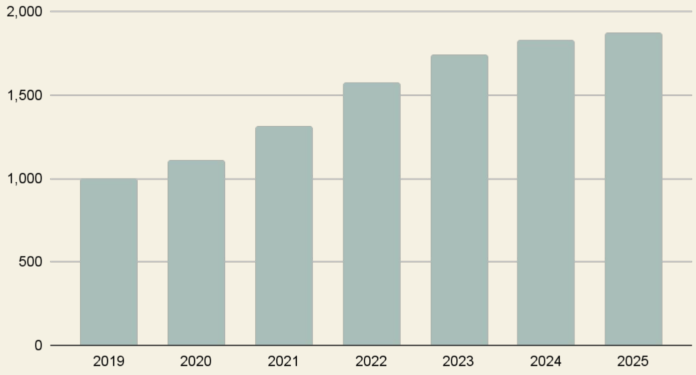
Updated August 5, 2026

2026 Financial Framework: Upgraded 2026 GMV Outlook

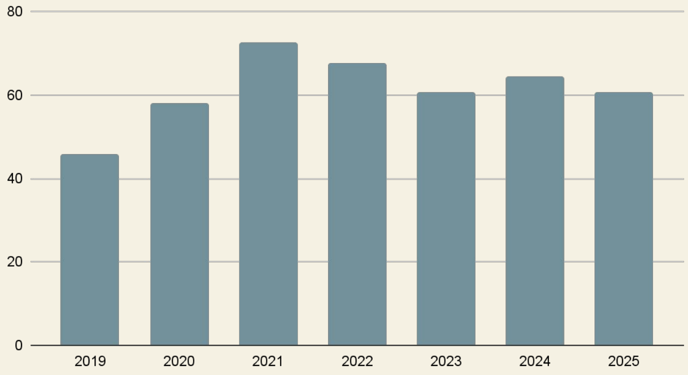
Q2 outperformance drives a stronger full-year GMV outlook

	Prior Framework (Q1 2026)	Updated Framework (Q2 2026) RAISED
GMV	Return to positive Y/Y growth by Q4 2026	**Positive Y/Y GMV growth for full-year 2026, including Q4**
Revenue	Third consecutive year of revenue growth	✓ Third consecutive year of revenue growth
Adjusted EBITDA	Positive full-year Adjusted EBITDA	✓ Positive full-year Adjusted EBITDA

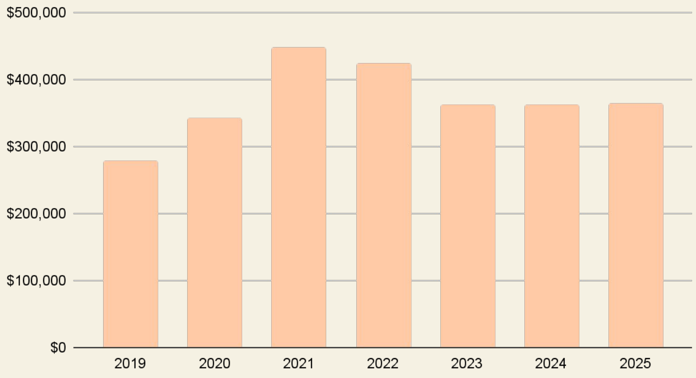
Historical Metrics & Financials



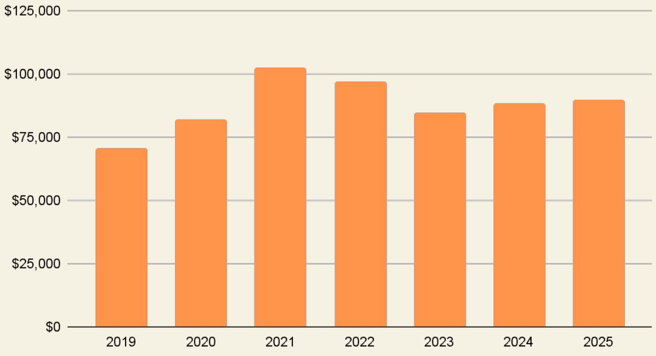
UNIQUE LISTINGS (IN K)



ACTIVE BUYERS (IN K)



GMV (IN $K)



REVENUE (IN $K)

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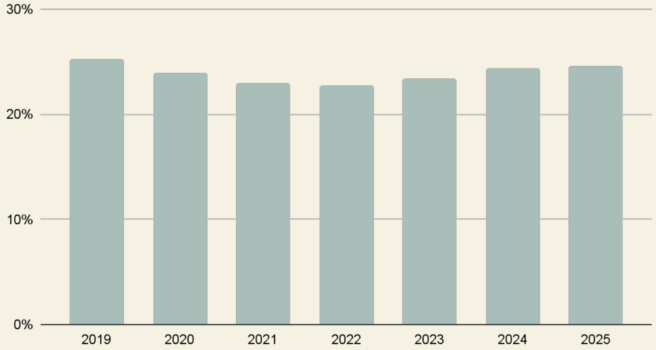
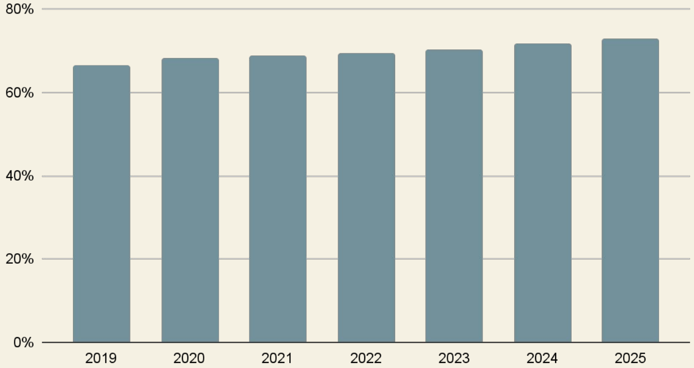
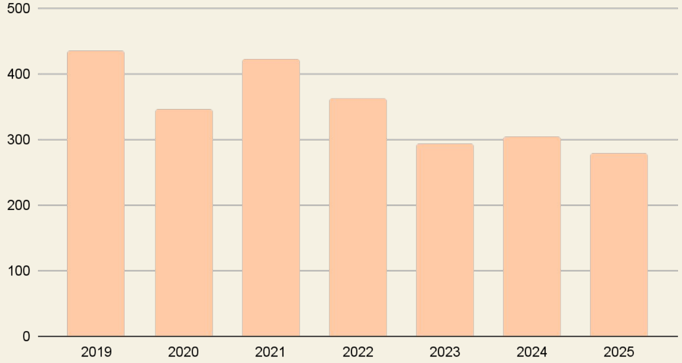
Historical Metrics & Financials



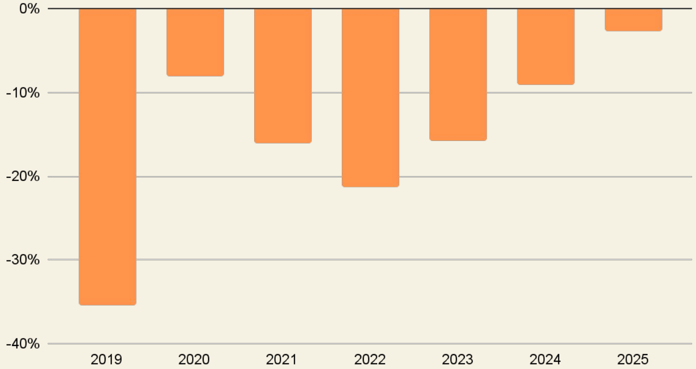
REVENUE TAKE RATE



GROSS PROFIT MARGIN



HEADCOUNT (EOY)



ADJ. EBITDA MARGIN

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Reconciliation of Quarterly Net Loss to Adj. EBITDA

	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025
(Amounts in thousands)					
Net loss	**$ (1,023)**	**$ (2,174)**	**$ (1,041)**	**$ (3,506)**	**$ (4,313)**
Excluding:					
Depreciation and amortization	368	387	389	392	423
Stock-based compensation expense	3,002	2,991	3,217	3,246	3,542
Other income, net	(1,074)	(1,149)	(1,293)	(1,229)	(1,423)
Provision for income taxes	34	4	23	52	19
Restructuring expenses	-	494	-	802	-
Adjusted EBITDA (non-GAAP)	**$ 1,307**	**$ 553**	**$ 1,295**	**$ (243)**	**$ (1,752)**
Divided by: Net revenue	$ 23,317	$ 22,388	$ 22,968	$ 21,972	$ 22,135
Adjusted EBITDA Margin (non-GAAP)	**5.6%**	**2.5%**	**5.6%**	**-1.1%**	**-7.9%**

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Reconciliation of Annual Net Loss to Adj. EBITDA

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