



Joss & Main

ALLMODERN

BIRCH LANE

DwellStudio



Niraj Shah and Steve Conine, Wayfair co-founders

Wayfair is one of the world's largest online destinations for home furnishings and décor, offering over 7 million products from more than 7,000 suppliers. Wayfair's unmatched selection across five distinct brands makes it easier than ever for shoppers to find exactly what they want for their homes—original looks across every style and budget. Delivering on style, inspiration, value, and superior customer service has made Wayfair the go-to destination for home!

AWARDS

 <p>Ranked #1 in E-Retail Marketing 2016</p>	 <p>Ranked #1 in MA #1 in Retail</p>
 <p>2016 GOLD STEVIE® WINNER FOR SALES & CUSTOMER SERVICE</p>	 <p>2016 BEST PLACES TO WORK BOSTON BUSINESS JOURNAL</p>
 <p>2016 MASSTLC WINNER LEADERSHIP AWARDS</p>	 <p>BEST PLACES TO WORK BOSTON BUSINESS JOURNAL 2015</p>
 <p>Forbes 2013 AMERICA'S MOST PROMISING COMPANIES</p> <p>Ranked #16</p>	 <p>2016 INTERNET RETAILER WINNER EXCELLENCE AWARD</p>

BRAND PORTFOLIO

- **Wayfair.com**, an online destination for all things home
- **Joss & Main**, where beautiful style meets irresistible savings
- **AllModern**, a go-to source for original modern design
- **DwellStudio**, a design studio for eclectic modern furnishings
- **Birch Lane**, a collection of classic furnishings and timeless home décor

CURRENT STATS

- **Founder-led since inception** as CSN Stores in 2002
- **Rebranded as Wayfair** in 2011
- **6.7 million** active customers
- Over **7 million products** from more than **7,000 suppliers**
- **70.6% growth rate** in 2015 and **\$2.25 billion** in sales
- **5,398 employees** with operations throughout North America and Europe

Headquartered at 4 Copley Place, Boston, Massachusetts