



Joss & Main

ALLMODERN

BIRCH LANE



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 8 million products from more than 10,000 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

BRAND PORTFOLIO

- **Wayfair.com**, an online destination for all things home
- **Joss & Main**, where beautiful style meets irresistible savings
- **AllModern**, everything modern at prices you won’t believe
- **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
- **8.3 million** active customers
- Over **8 million products** from more than **10,000 suppliers**
- **50% growth rate** in 2016 and **\$3.4 billion** in sales
- More than **5,600 employees** with operations throughout North America and Europe

Headquartered at 4 Copley Place, Boston, Massachusetts