



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



Ranked #1 in MA
#1 in Retail



Ranked #1 in E-Retail
Marketing 2016



2016 BEST PLACES TO WORK
BOSTON BUSINESS JOURNAL



BRAND PORTFOLIO

- **Wayfair.com**, an online destination for all things home.
- **Joss & Main**, where beautiful furniture and finds meet irresistible savings.
- **AllModern**, unbelievable prices on everything modern.
- **DwellStudio**, unexpected modern design for everyday life.
- **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.
- **9.5 million** active customers.
- Over **8 million products** from more than **10,000 suppliers**.
- **\$3.9 billion** in net revenue for the 12 months ending June 30, 2017.
- More than **6,000 employees** with operations throughout North America and Europe.

Headquartered at 4 Copley Place, Boston, Massachusetts