



NEWS RELEASE

Wayfair Announces Closing of Initial Public Offering and Full Exercise of Underwriters' Option to Purchase Additional Shares

10/7/2014

BOSTON--(BUSINESS WIRE)-- Wayfair, one of the world's largest online destinations for home furnishings and décor, today announced the closing of its previously announced initial public offering of 12,650,000 shares of its Class A common stock at a price to the public of \$29.00 per share, which included 1,650,000 shares purchased upon the exercise in full of the underwriters' option to purchase additional shares. A total of 10,500,000 shares were sold by Wayfair, and a total of 2,150,000 shares were sold by certain selling stockholders. Wayfair did not receive any proceeds from the sale of shares by the selling stockholders.

The shares began trading on the New York Stock Exchange on October 2, 2014, under the symbol "W."

Goldman, Sachs & Co. acted as the lead bookrunning manager. BofA Merrill Lynch and Citigroup acted as joint bookrunning managers. Allen & Company LLC, Pacific Crest Securities, Piper Jaffray & Co., Wells Fargo Securities, Canaccord Genuity, Cowen and Company and Raymond James acted as co-managers.

The offering was made only by means of a prospectus. Copies of the prospectus relating to the offering may be obtained from: Goldman, Sachs & Co., Attention: Prospectus Department, 200 West Street, New York, NY 10282, telephone: 1-866-471-2526; email: prospectus-ny@ny.email.gs.com.

A registration statement relating to these securities has been filed with the U.S. Securities and Exchange Commission and was declared effective on October 1, 2014. This press release shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of these securities in any state or jurisdiction in which such an offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

About Wayfair

Wayfair offers an extensive selection of home furnishings and décor across all styles and price points. The Wayfair family of brands includes:

- Wayfair.com, an online destination for all things home
- Joss & Main, an online flash sales site offering inspiring home design daily
- AllModern, a go-to online source for modern design
- DwellStudio, a design house for fashion-forward modern furnishings
- Birch Lane, a collection of classic furnishings and timeless home décor

Wayfair is headquartered in Boston, Massachusetts, with additional locations in New York, Ogden, Utah, Hebron, Kentucky, Galway, Ireland, London, Berlin and Sydney.

Source: Wayfair

Wayfair

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