



NEWS RELEASE

Wayfair Names Michael O’Hanlon Vice President of Government and Industry Relations

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BOSTON--(BUSINESS WIRE)-- Wayfair Inc. (NYSE:W), one of the world's largest online destinations for home furnishings and décor, today announced that Michael O’Hanlon has been named Vice President of Government and Industry Relations. Previously, Wayfair’s Vice President of Corporate and Business Development, O’Hanlon will now spearhead government relations strategy and ongoing collaboration with legislators, policymakers, regulators and other industry leaders at the federal, state and local levels.

This Smart News Release features multimedia. View the full release here:

<https://www.businesswire.com/news/home/20160627005197/en/>

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(Photo: Business Wire).

“With a decade of experience developing strategic partnerships with external

agencies, retailers, brands and e-commerce businesses for Wayfair, Mike is the perfect fit to spearhead our government relations efforts,” said Michael Fleisher, chief financial officer, Wayfair. “We’re thrilled to welcome Mike to this new role as he works to strengthen existing industry partnerships and build relationships with key government entities on behalf of Wayfair and its stakeholders.”

Previously O’Hanlon led Wayfair’s business development and merger and acquisition strategy, where he developed key strategic partnerships with online marketplaces and media publications, and founded and led Wayfair’s Media Solutions business.

“I am delighted to move into a new leadership role advocating for Wayfair and spearheading our government relations initiatives,” added O’Hanlon. “Wayfair has strong, longstanding relationships with industry leaders, and I look forward to building on those partnerships while developing new connections with federal, state and local

governments and agencies.”

O’Hanlon holds an M.B.A. from Rensselaer Polytechnic Institute, and a B.S. Nuclear Engineering from the University of Virginia.

About Wayfair

Wayfair Inc. 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, where beautiful furniture and finds meet irresistible savings
- 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 generated \$2.25 billion in net revenues for full year 2015 and \$747.3 million in net revenues for first quarter 2016. The company employed 4,604 people as of March 31, 2016 and is headquartered in Boston, Massachusetts with operations throughout North America and Europe.

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