



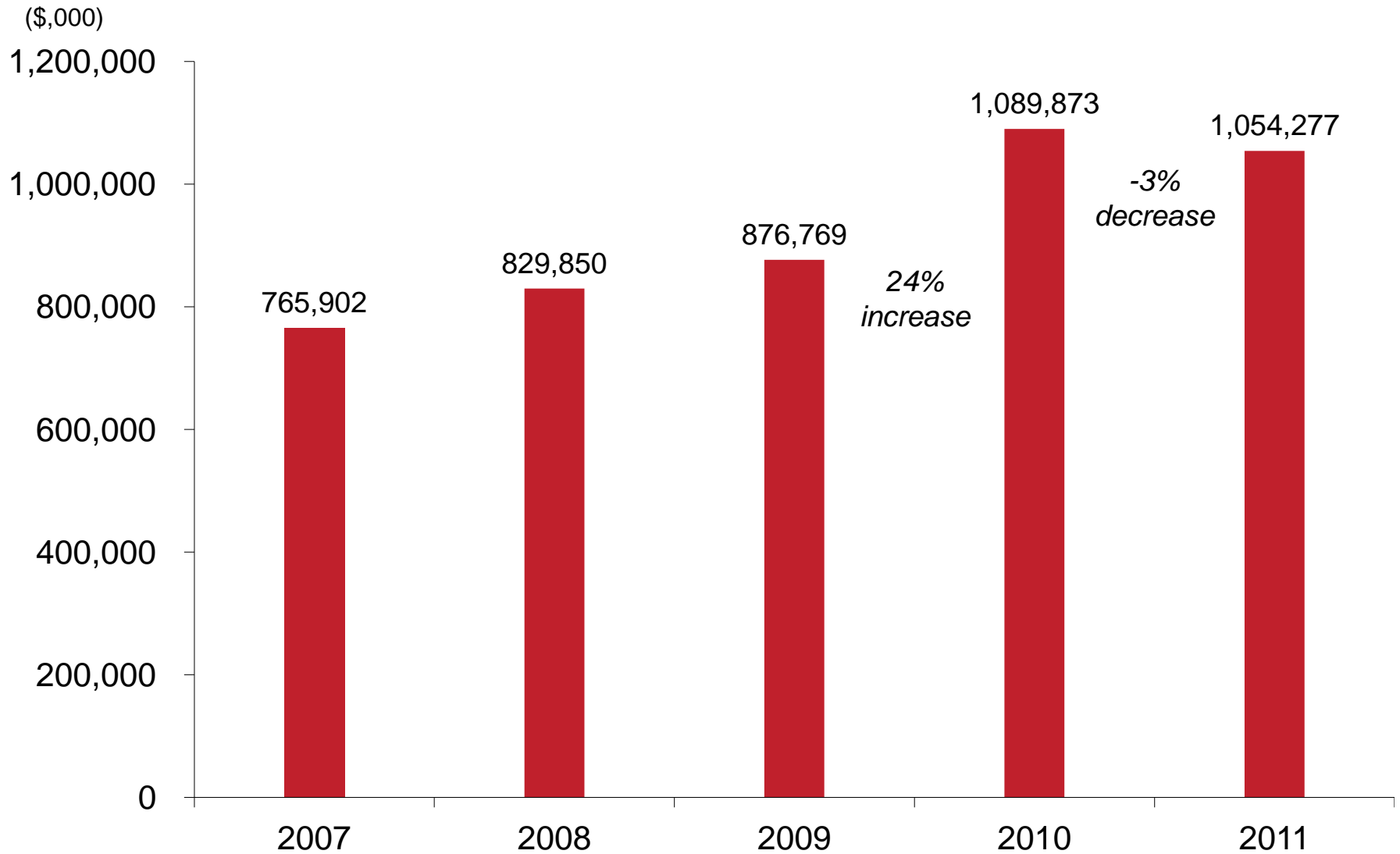
Overstock.com, Inc. Fiscal Year and Q4 2011 Financial Results

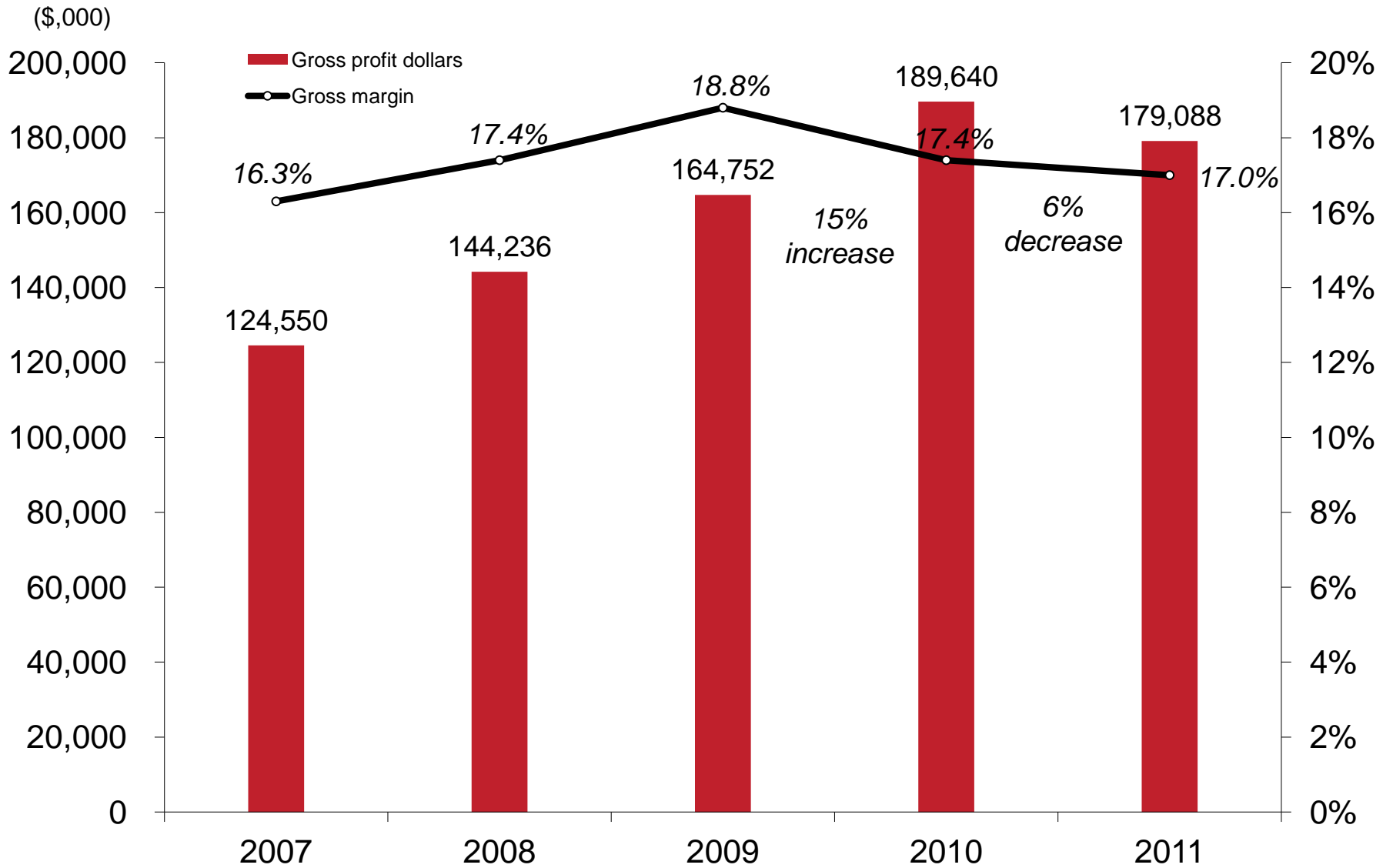
March 2, 2012

The information presented herein may contain forward-looking statements. Our actual results may vary materially from those described in the forward-looking statements for a wide variety of reasons, including changes in economic conditions, changes in consumer spending levels or purchasing patterns, changes to our anticipated levels or timing of expenditures, operational difficulties, including any difficulties relating to our infrastructure or inventory management or to the third parties on which we depend for a variety of services including product fulfillment and delivery, difficulties with credit card or other types of fraud, difficulties with new product or services offerings we may make, including our recent entries into automotive, real estate and international sales efforts, and adverse developments in legal proceedings. Further, worldwide economic issues may increase financing costs and decrease the availability of financing for an extended period of time, and may have unpredictable effects on our business. Additional important factors that could cause results to differ from those expressed in, or implied by, any forward-looking statements are described in our periodic filings with the SEC, including our Report on Form 10-K for the year ended December 31, 2011 which we filed on March 2, 2012, and other subsequent filings with the SEC. We undertake no obligation to update or revise any forward-looking statements. The following information includes non-GAAP financial measures. Our investor relations website, located at <http://investors.overstock.com>, includes a presentation of the most directly comparable financial measures calculated and presented in accordance with GAAP, as well as a reconciliation of the differences between the non-GAAP financial measures with the most comparable financial measures presented in accordance with GAAP.

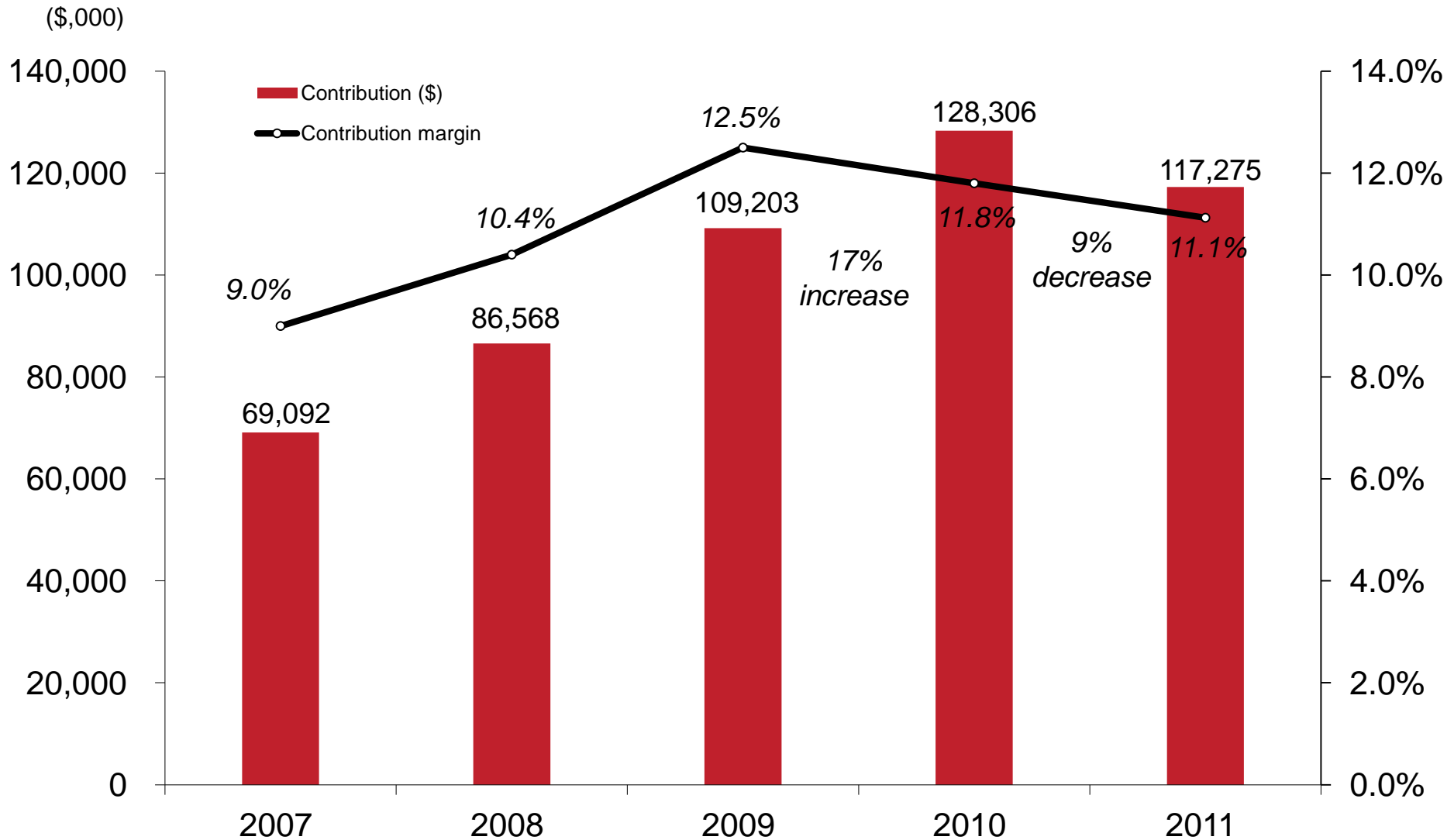
- Revenue = \$1,054.3 million (3% decrease vs. 2010)
- Gross profit dollars = \$179.1 million (6% decrease vs. 2010)
- Gross margin = 17.0% (vs. 17.4% in 2010)
- Contribution dollars* = \$117.3 million (9% decrease vs. 2010)
- Contribution margin* = 11.1% (vs. 11.8% in 2010)
- Net income (loss) = (\$19.4) million (vs. \$13.9 million in 2010)
- Operating Cash Flow = \$25.7 million (vs. \$16.3 million in 2010)

* non-GAAP



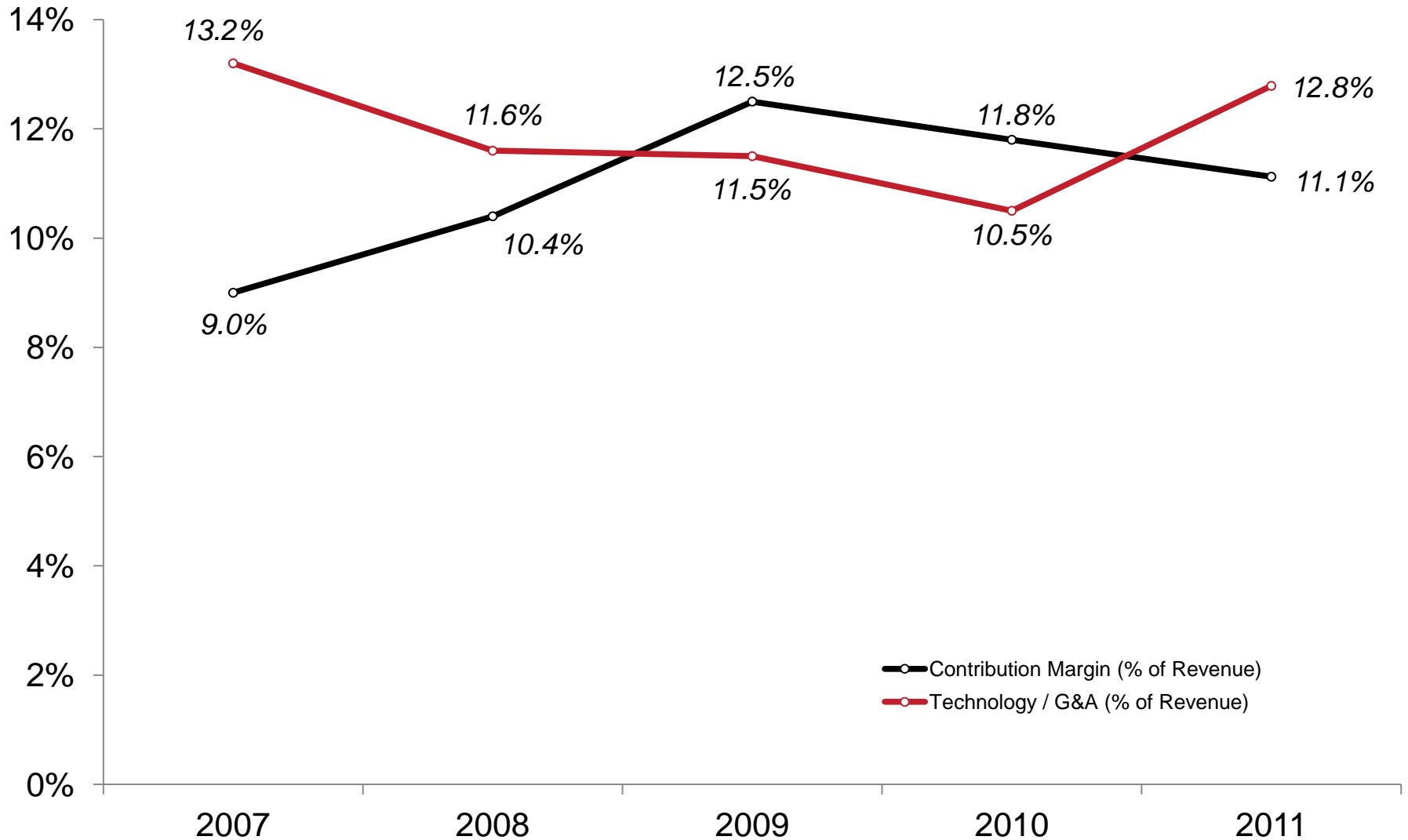


Contribution*



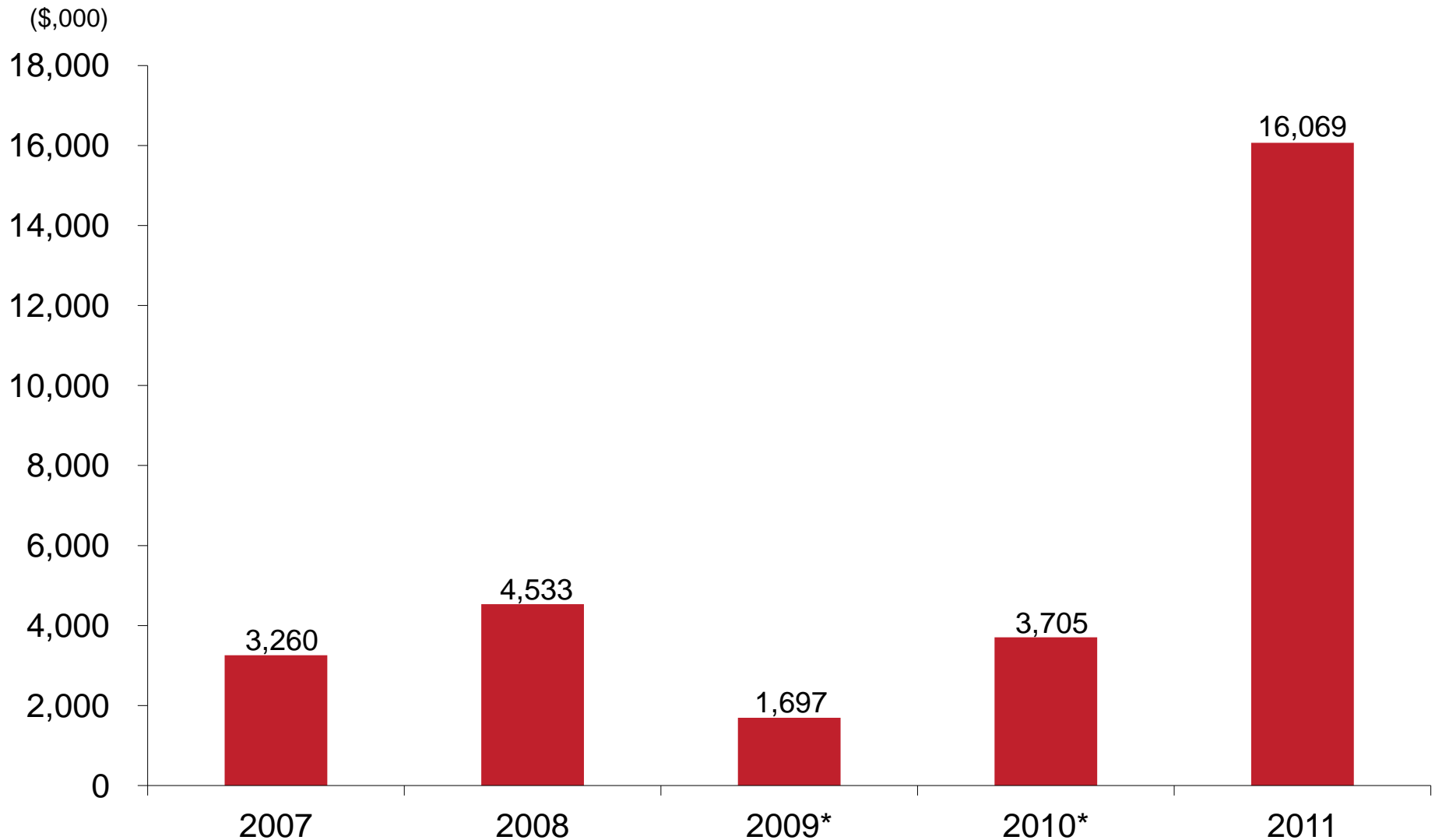
*Contribution dollars = gross profit less sales & marketing expense

Contribution vs. Technology & G&A



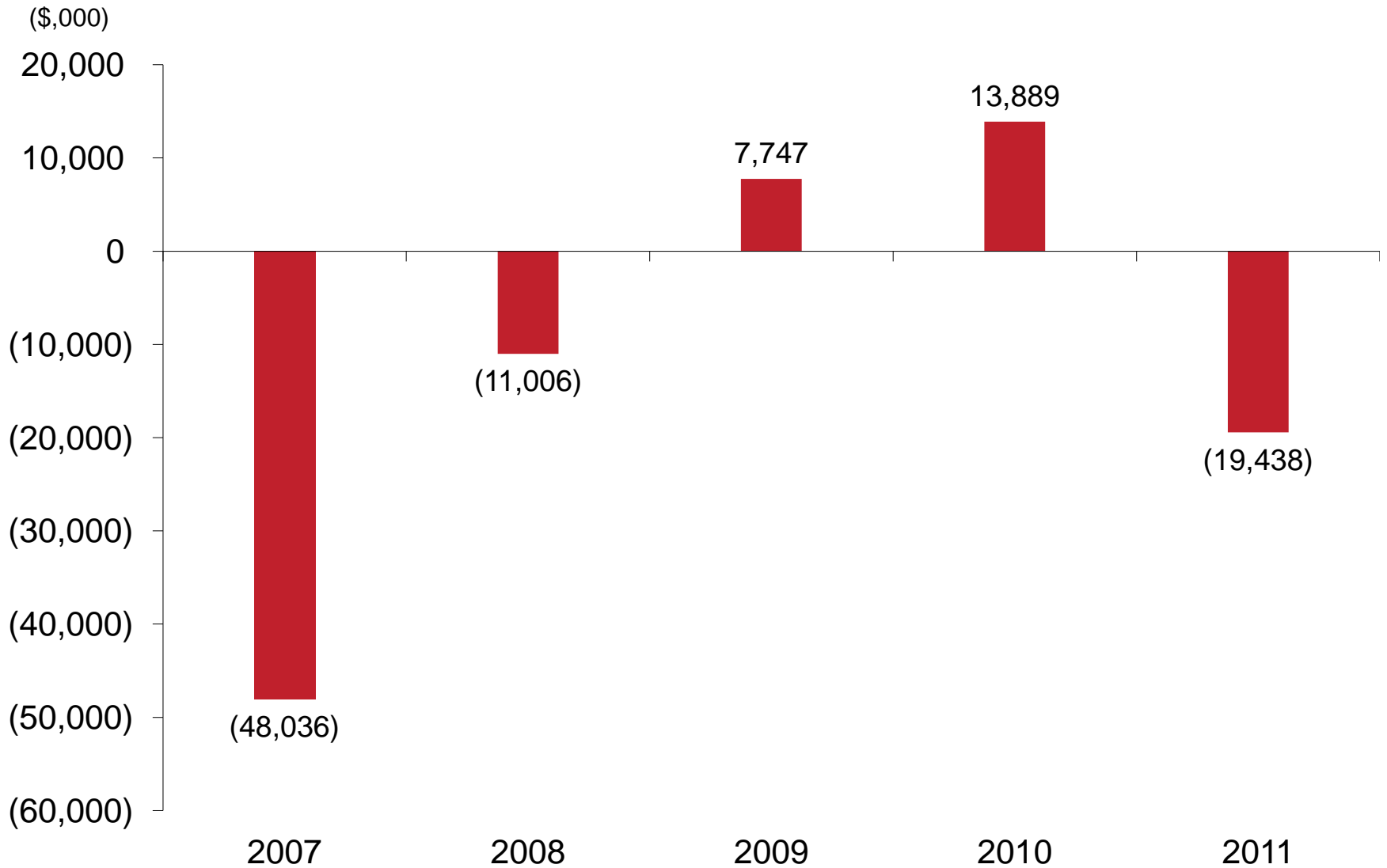
*Contribution margin = Gross margin less Sales & Marketing percentage.

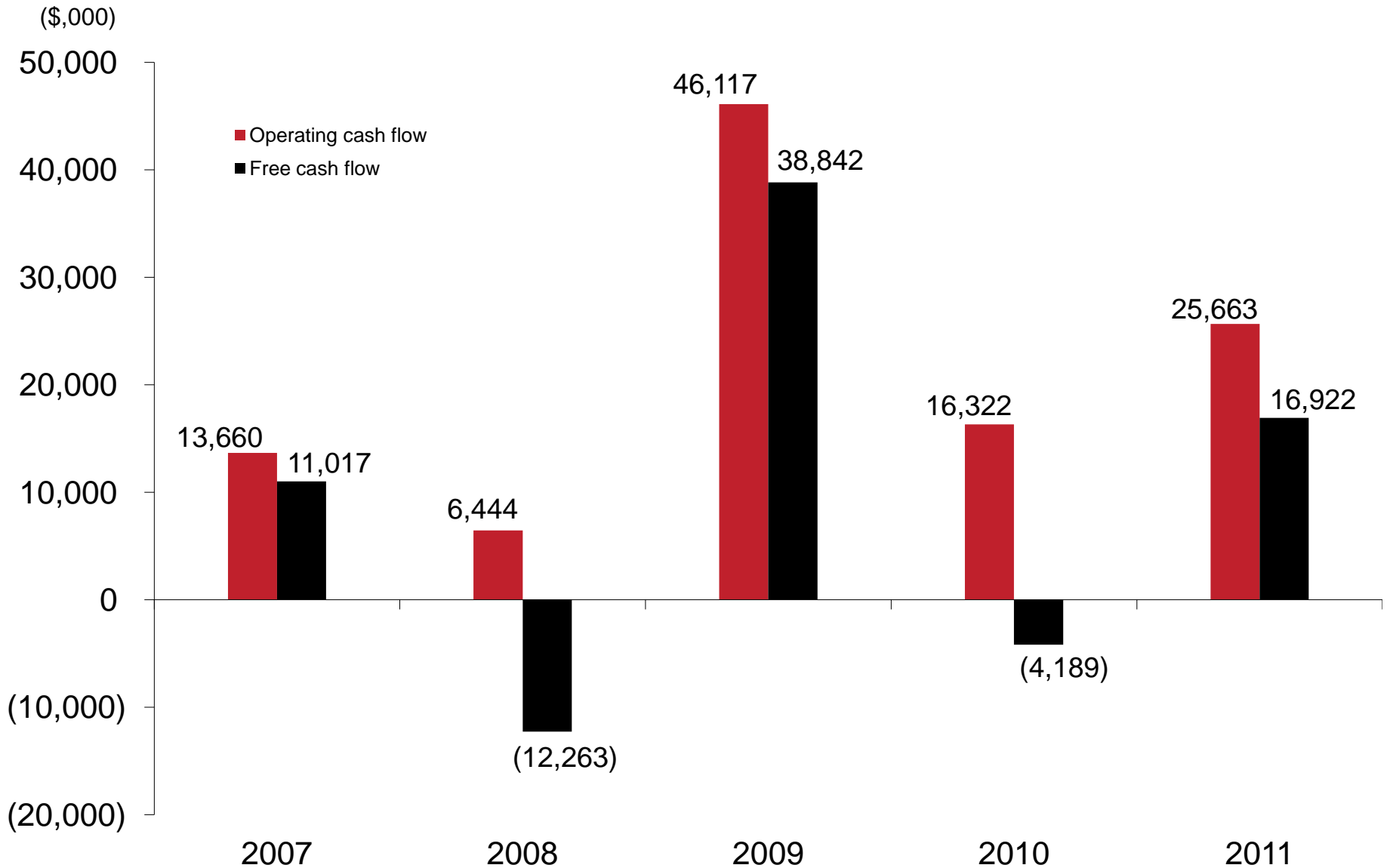
Outside Legal Expense



* Includes payments received from the settlement of legal matters.

Net Income (loss)



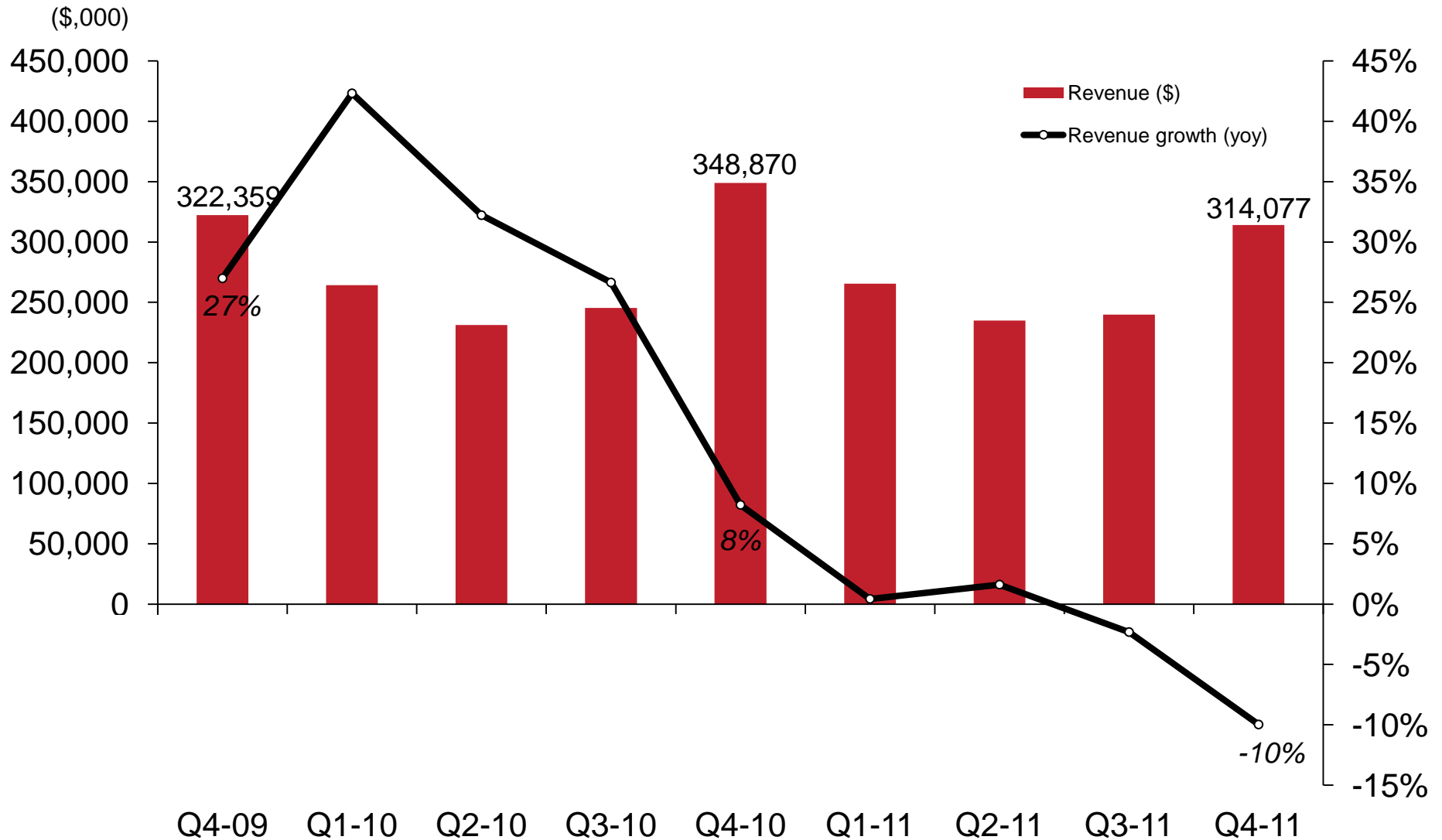


- Revenue = \$314.1 million (10% decrease vs. Q4 2010)
- Gross profit dollars = \$50.9 million (14% decrease vs. Q4 2010)
- Gross margin = 16.2% (vs. 17.0% in Q4 2010)
- Sales and marketing expense = \$18.9M (vs. \$17.3M in Q4 2010)
- Contribution dollars* = \$32.0 million (24% decrease vs. Q4 2010)
- Contribution margin* = 10.2% (vs. 12.1% in Q4 2010)
- Net income (loss) = \$(3.4) million (vs. \$14.9 million in Q4 2010)

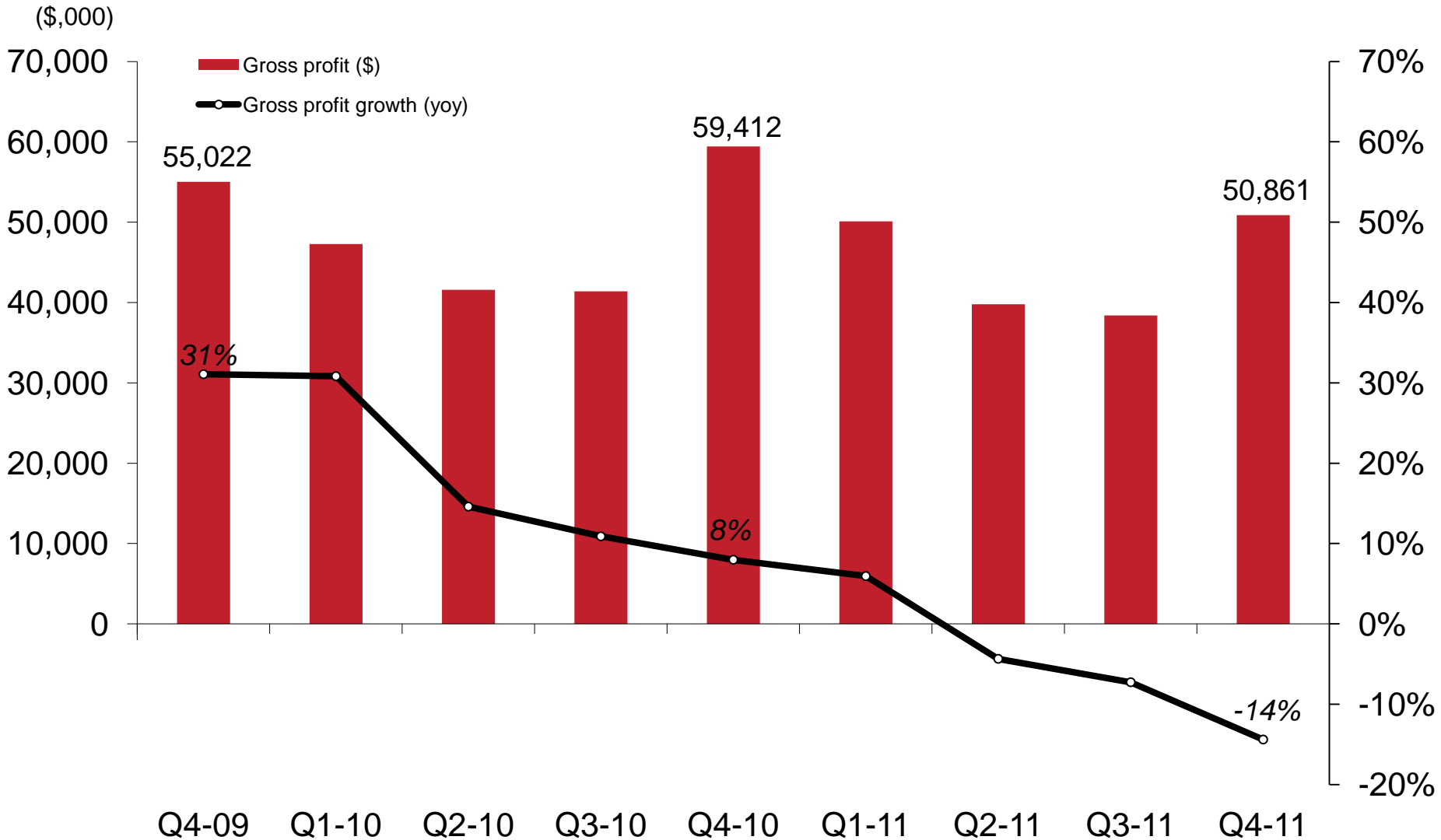
* non-GAAP

- Ranked #4 in customer service by NRF/American Express.
- \$8.5M reduction in corporate staff in January 2012.
- Prime broker lawsuit dismissed in California court.
- Deployed marketplace initiative.

Quarterly Revenue Growth

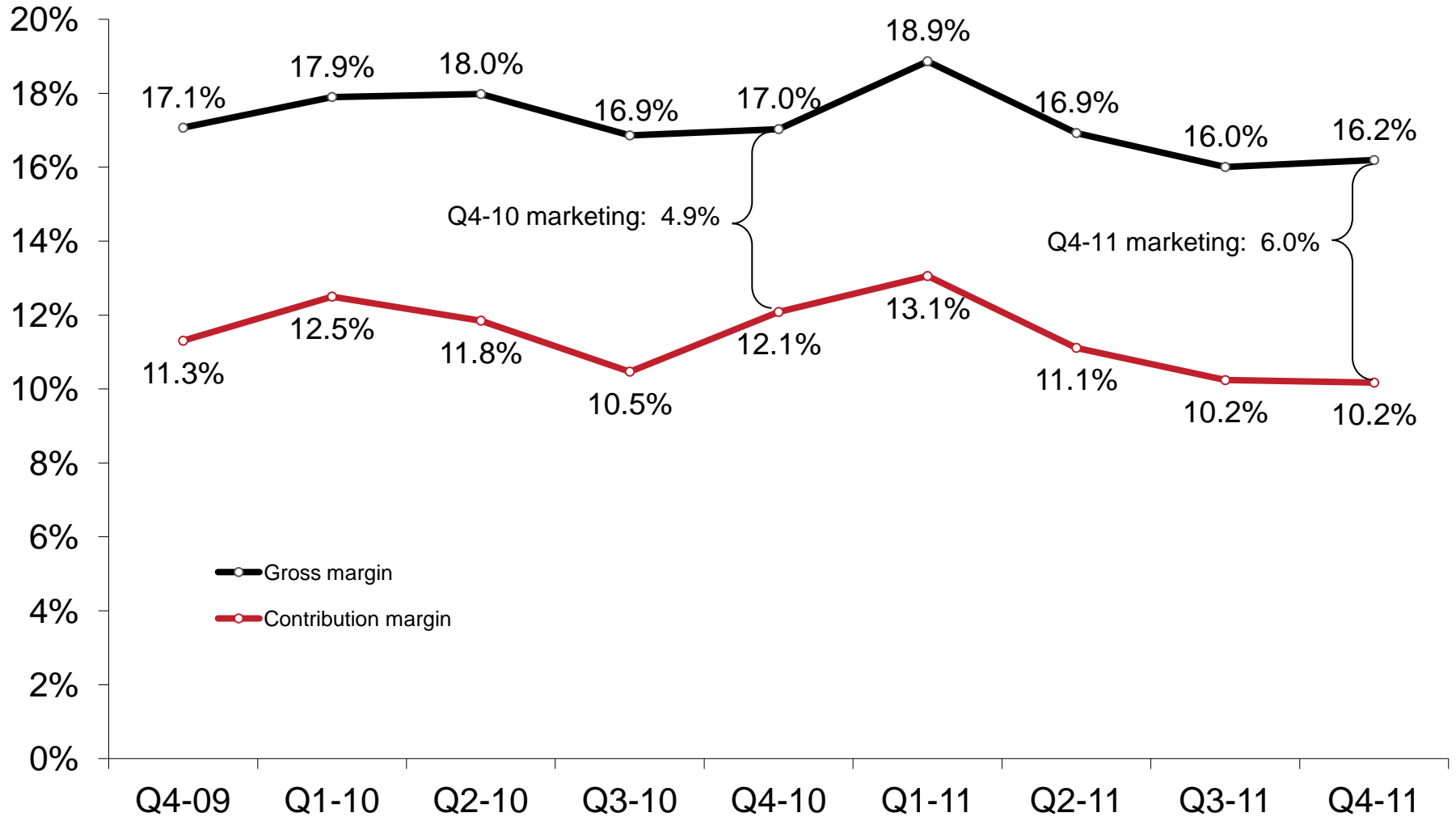


Quarterly Gross Profit Growth



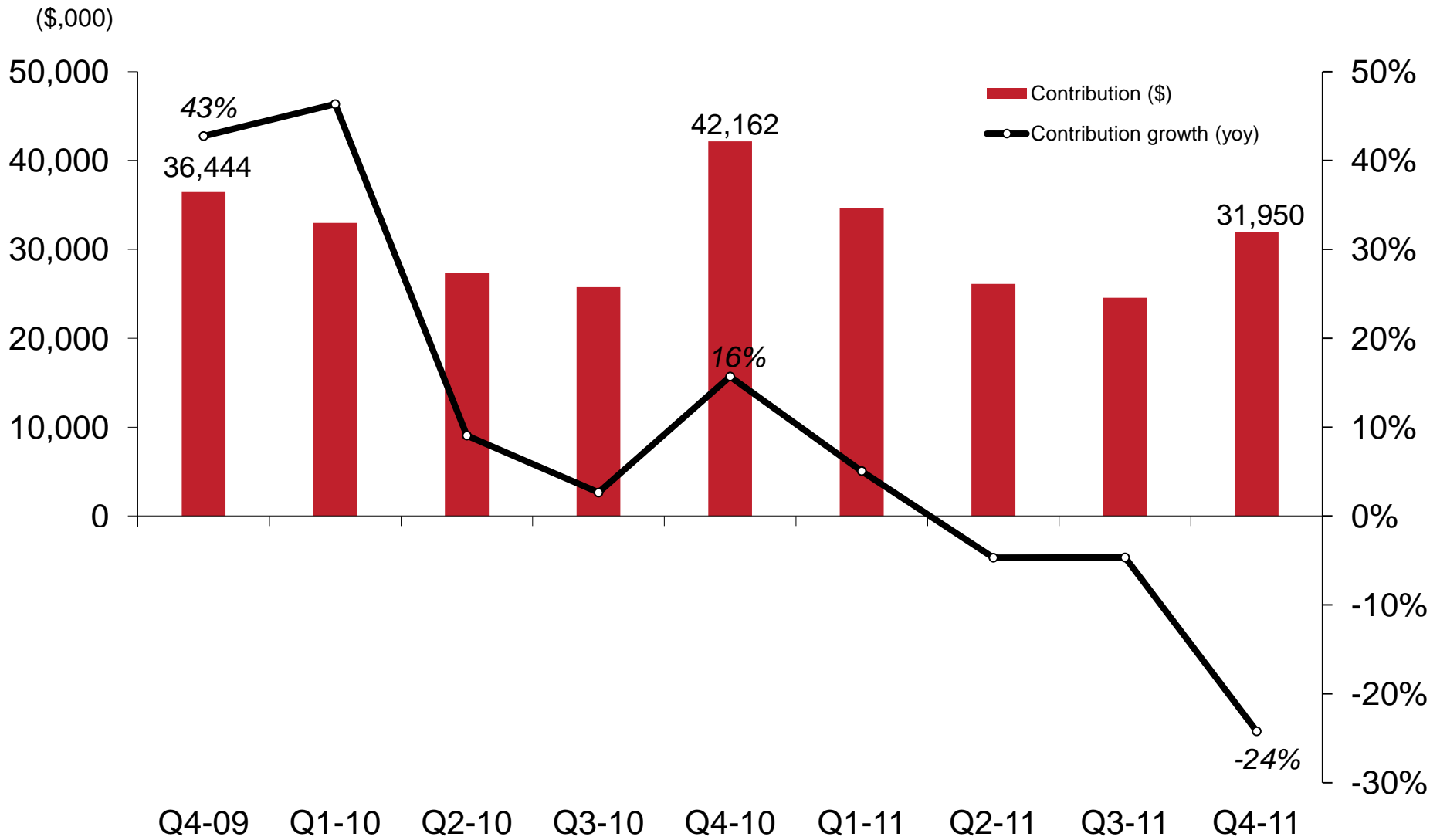


Quarterly Gross Margin and Contribution*



*Contribution margin = Gross margin less Sales & Marketing percentage.

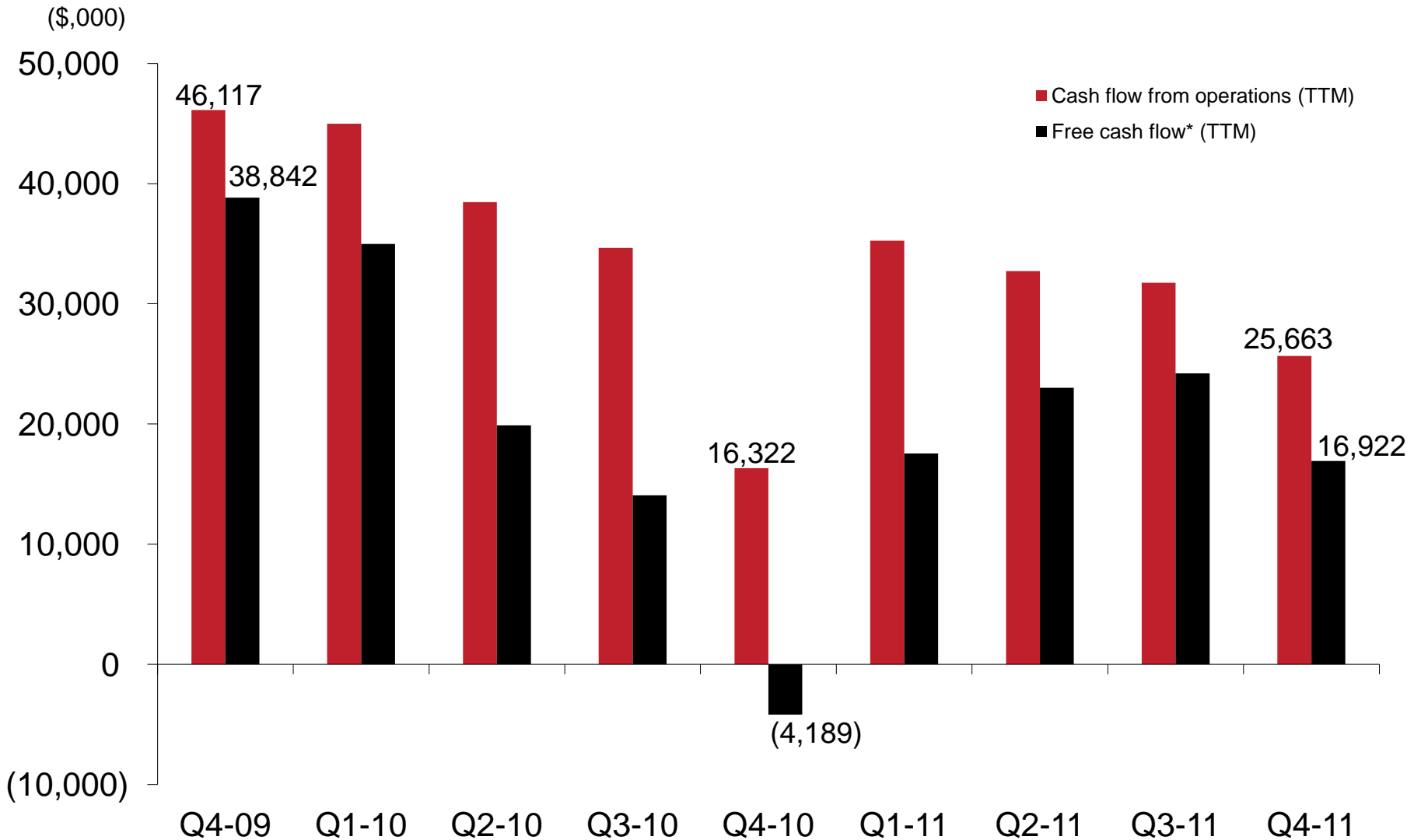
Quarterly Contribution Growth*



*Contribution dollars = Gross profit less Sales & Marketing expense

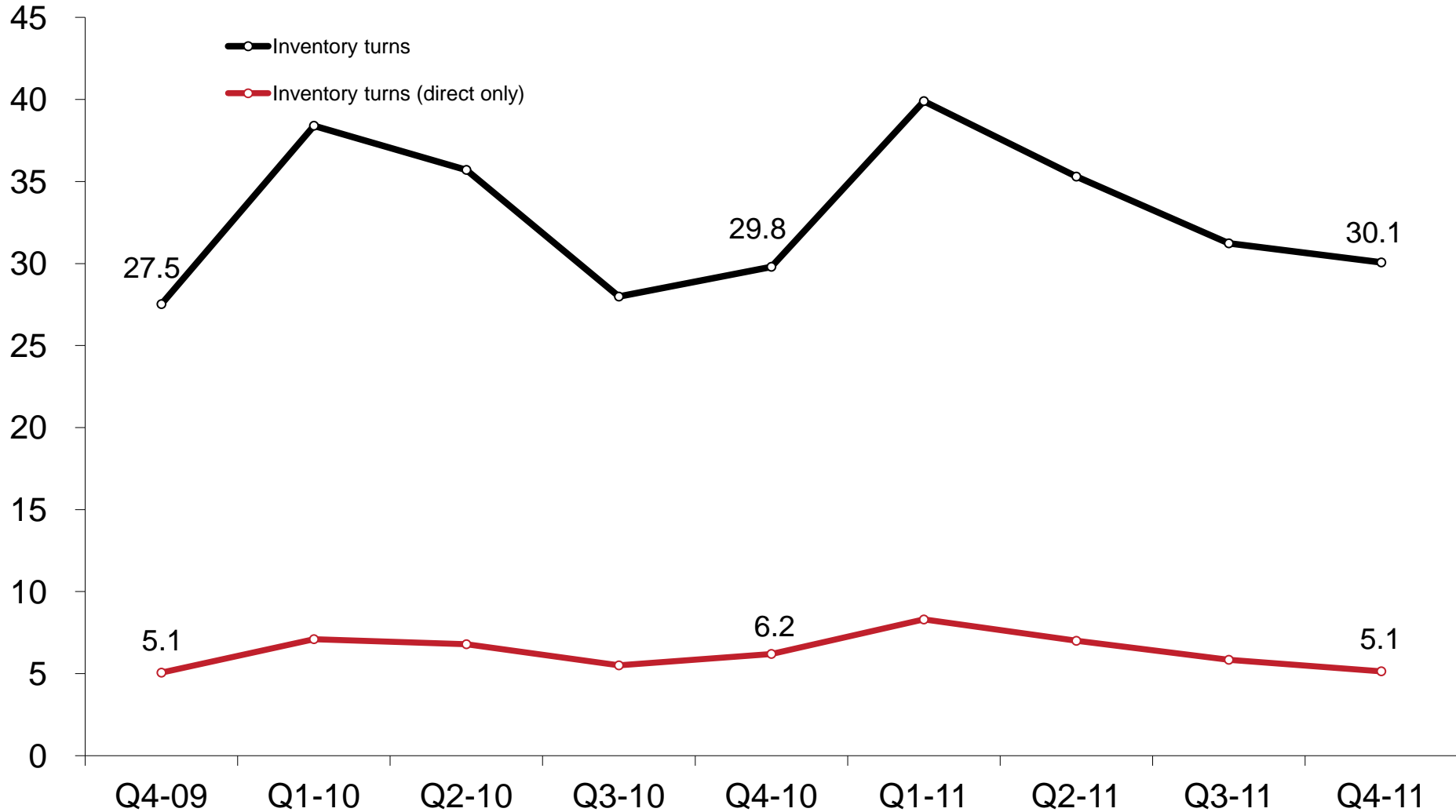


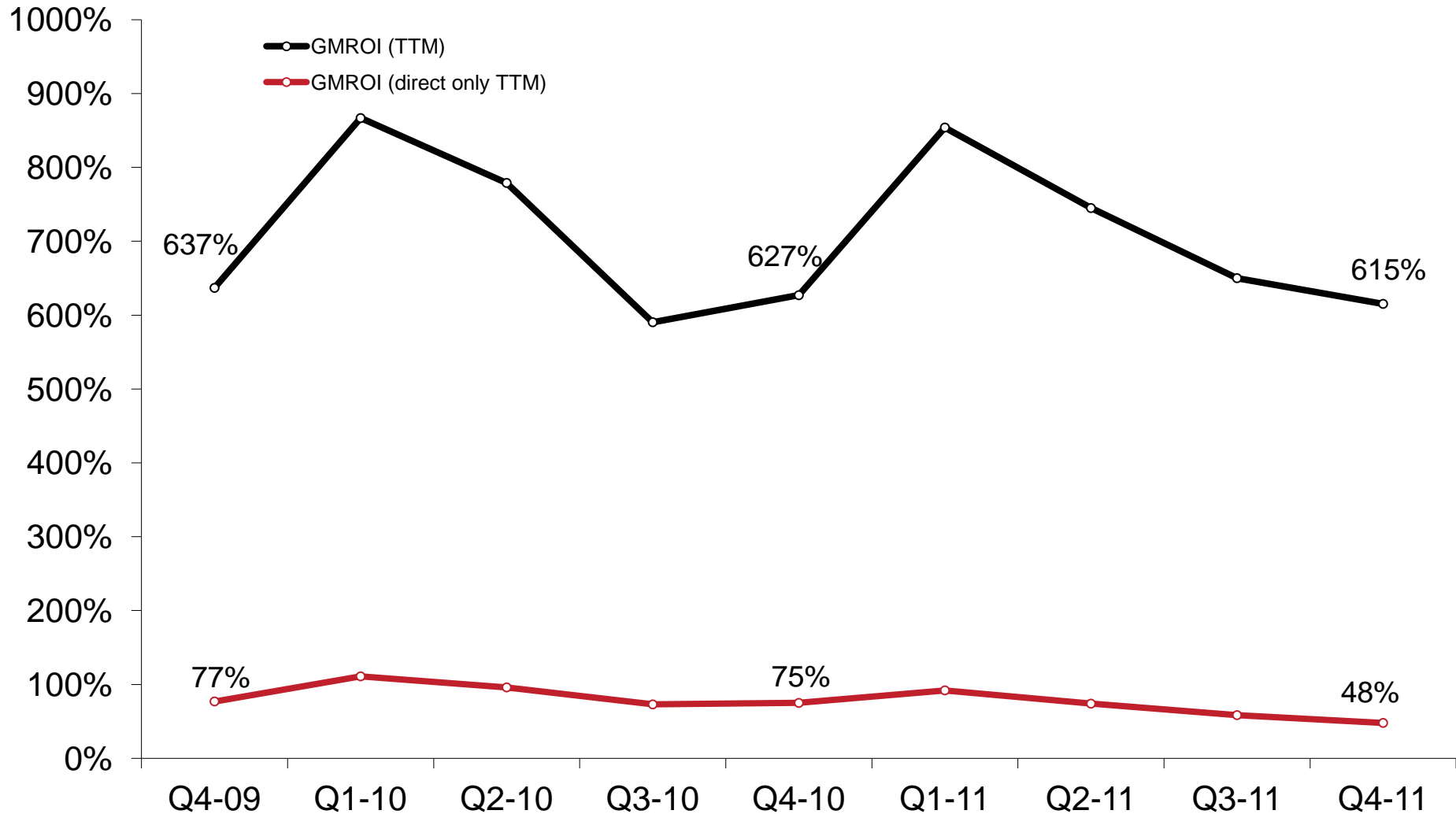
Operating & Free Cash Flow (TTM)



* non-GAAP

GAAP TTM Inventory Turns

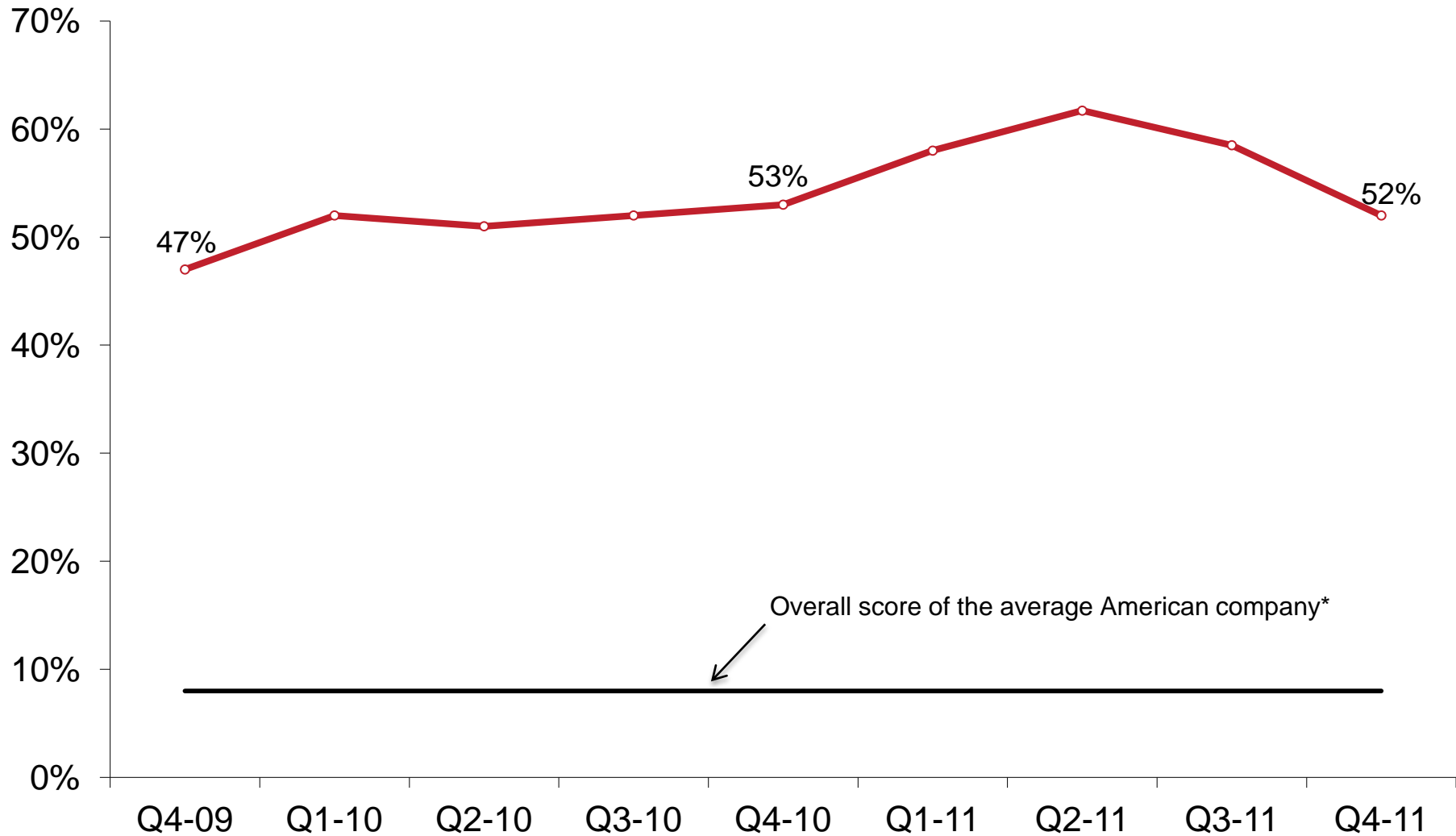




*GMROI (TTM) = TTM GM% * (TTM Revenue / Average Inventory)

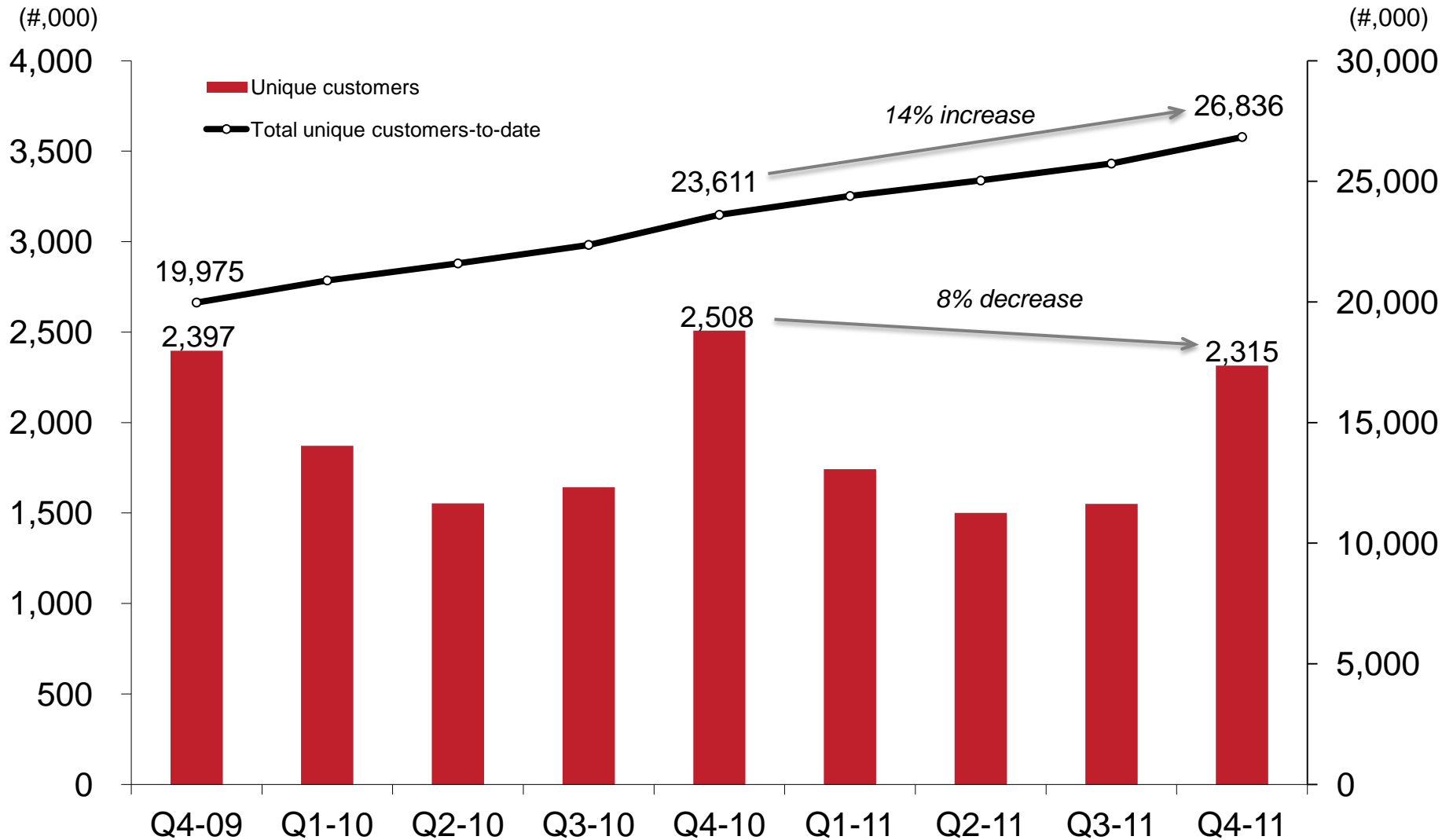


overstock.com® Customer Service Net Promoter Score

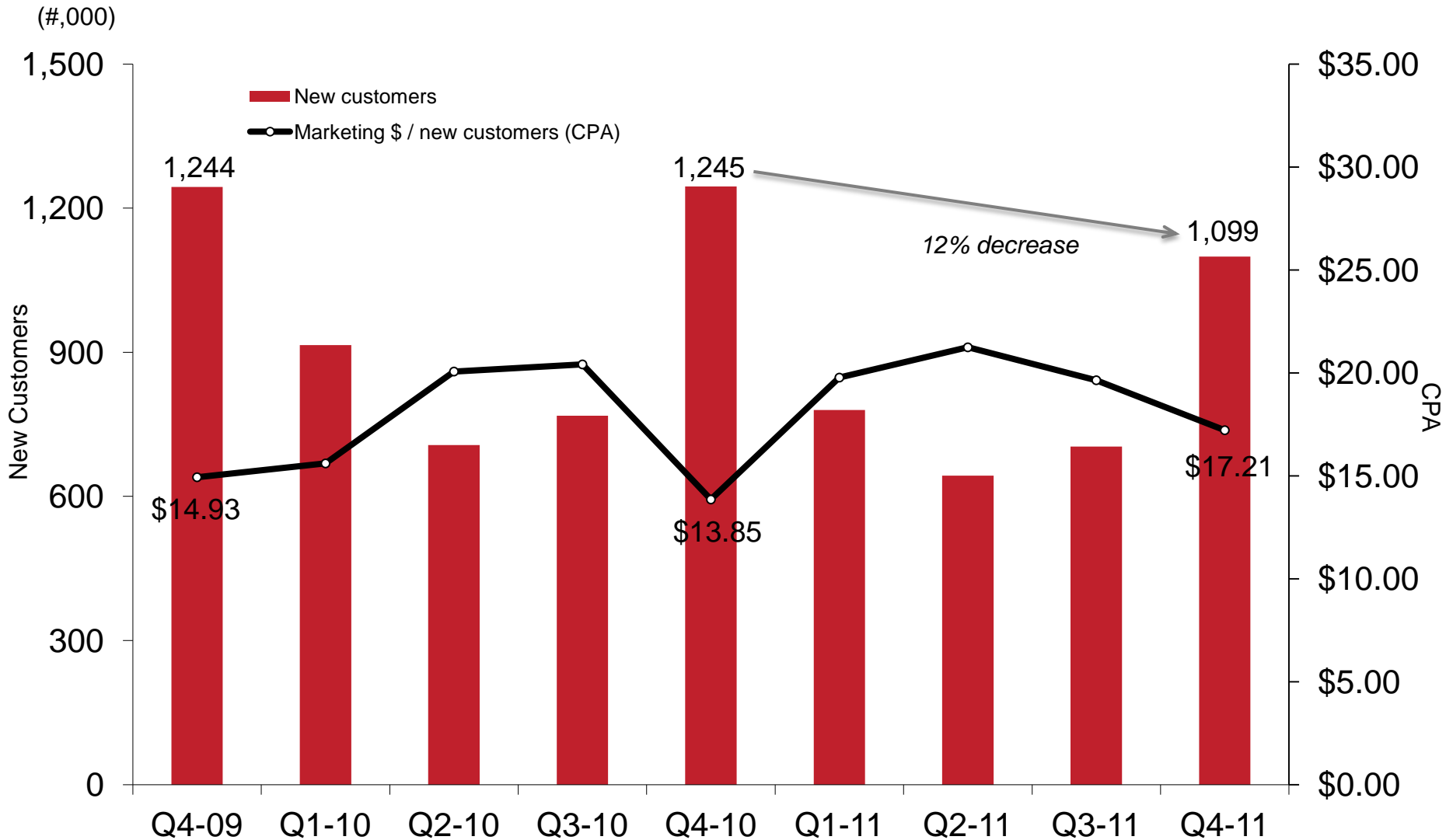


*As defined in The Ultimate Question, by Fred Reichheld, page 20. Published 2006

Unique Customers



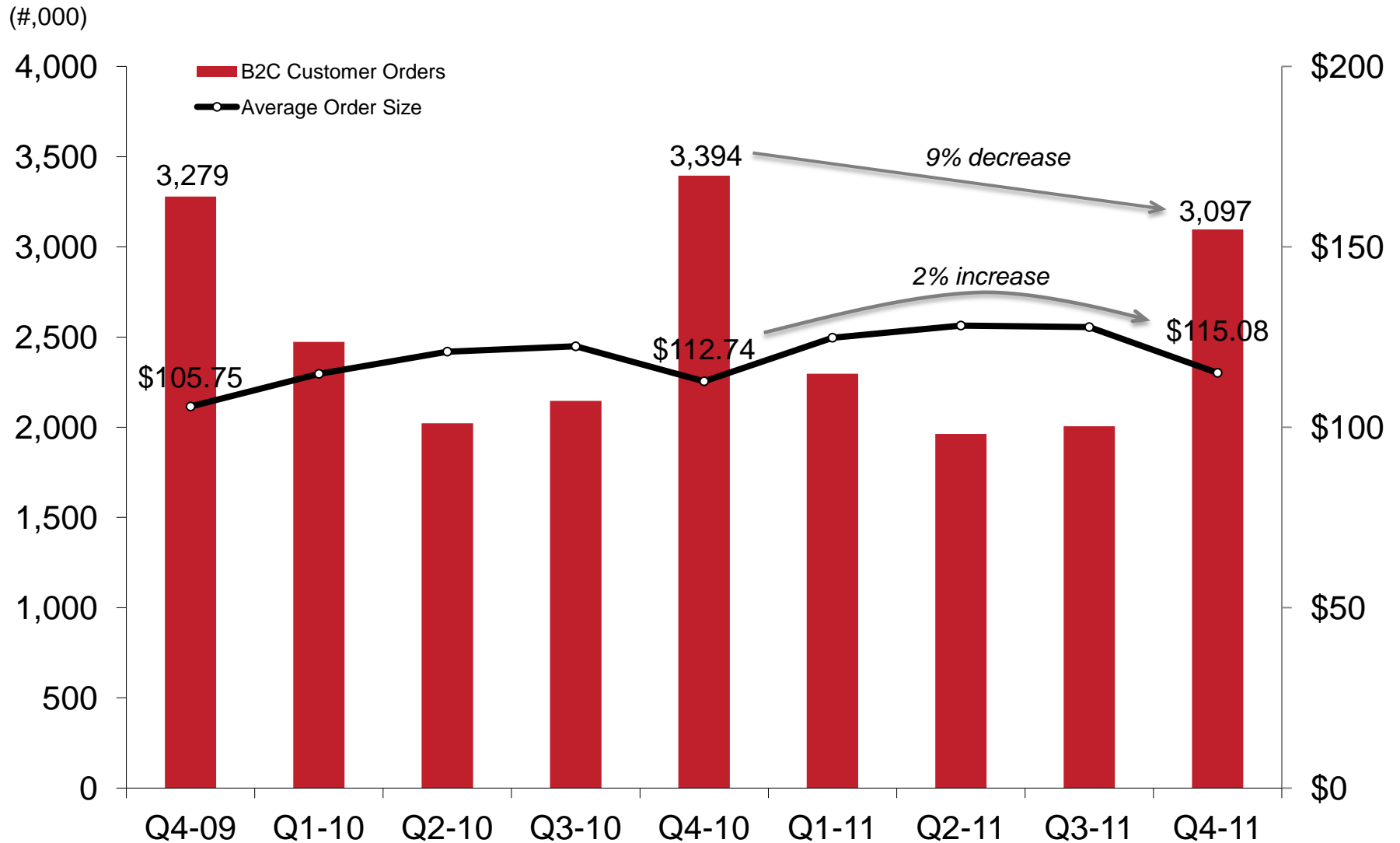
New Customers & CPA*



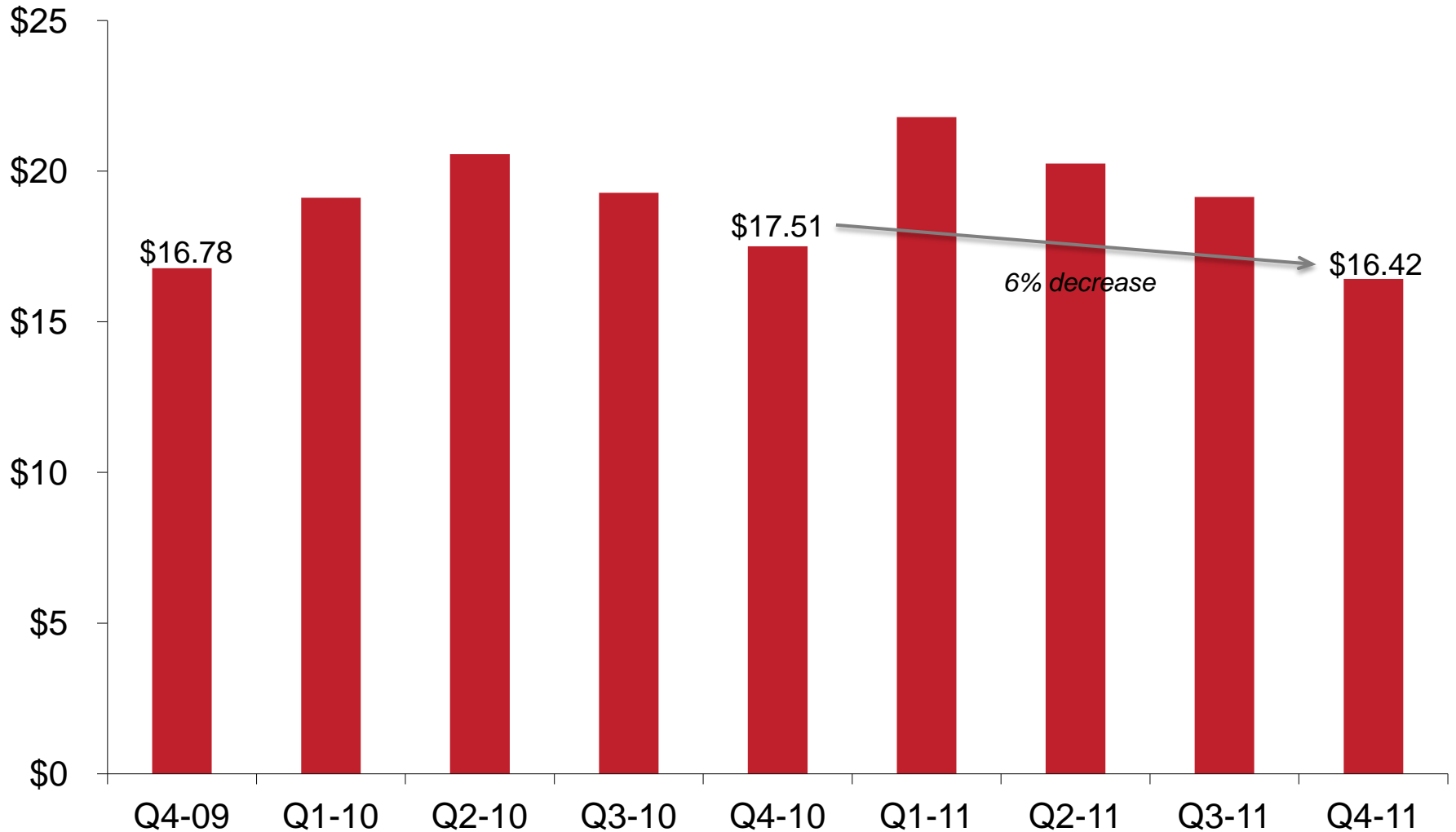
*Excludes cars, insurance, and travel



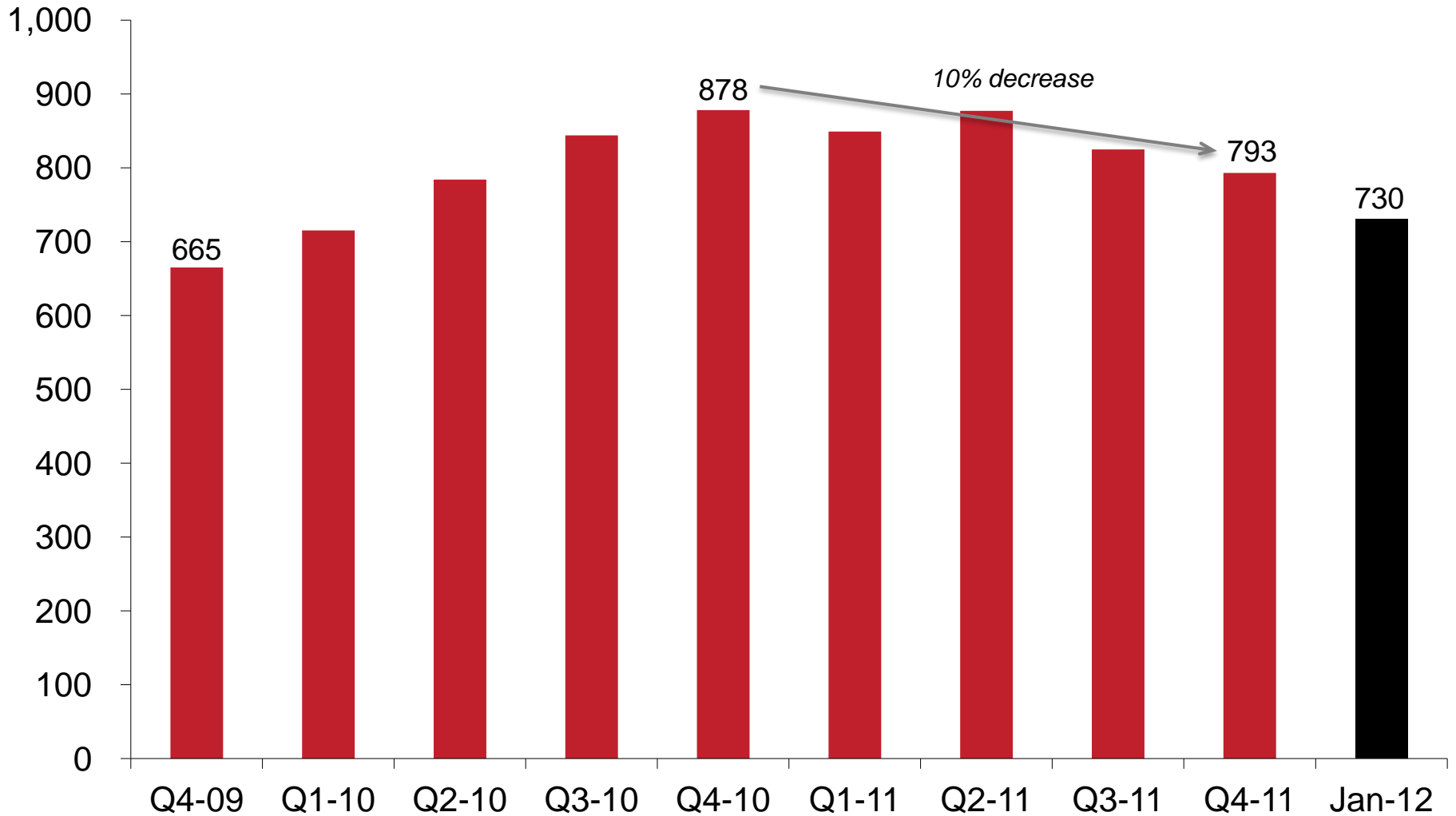
Customer Orders & Average Order Size



Gross Profit per Transaction



Corporate Employees



Questions