



 overstock.com<sup>®</sup>

Q4 and Fiscal Year 2015  
Financial Results

# Safe Harbor

The information presented herein may contain forward-looking statements. Such forward-looking statements include all statements other than statements of historical fact, including forecasts of trends. These forward-looking statements are inherently difficult to predict. Actual results could differ materially for a variety of reasons, including the amount and timing of our capital expenditures, the mix of products we sell, the results of legal proceedings and claims and the amounts we spend relating to them, the extent to which we owe income taxes, competition, fluctuations in operating results, any inability to raise capital if needed on acceptable terms, our efforts to expand both domestically and internationally, risks of inventory management and seasonality. Other risks and uncertainties include, among others, risks related to new products and services we may offer, and difficulties with our infrastructure, our fulfillment partners or our payment processors, including cyber-attacks or data breaches affecting us or any of them. More information about factors that could potentially affect our financial results is included in our Form 10-Q for the quarter ended September 30, 2015 which was filed with the Securities and Exchange Commission on November 9, 2015. These and our other subsequent filings with the Securities and Exchange Commission identify important factors that could cause our actual results to differ materially from those contained in our projections, estimates and other forward-looking statements.

# Q4 2015 Results

Revenue

**\$480.3 Million**

(2% increase vs. Q4 2014)

Gross Profit Dollars

**\$83.1 Million**

(3% decrease vs. Q4 2014)

Gross Margin

**17.3%**

(vs. 18.2% in Q4 2014)

Contribution Dollars\*

**\$47.2 Million**

(4% decrease vs. Q4 2014)

Contribution Margin\*

**9.8%**

(vs. 10.5% in Q4 2014)

Tech and G&A Expense

**\$47.9 Million**

(3% increase vs. Q4 2014)

Pre-Tax Income (Loss)

**(\$2.0) Million**

(vs. \$2.3 million in Q4 2014)

Net Income\*\*

**\$110,000**

(vs. \$1.4 million in Q4 2014)

TTM Operating Cash Flow

**\$54.5 Million**

(vs. \$80.8 million in Q4 2014)

\* Non-GAAP

\*\* Net Income refers to Net Income (Loss) attributable to stockholders of Overstock.com, Inc.

# 2015 Annual Results

Revenue

**\$1,658 Million**

(11% increase vs. 2014)

Gross Profit Dollars

**\$304.7 Million**

(9% increase vs. 2014)

Gross Margin

**18.4%**

(vs. 18.6% in 2014)

Contribution Dollars\*

**\$186.1 Million**

(8% increase vs. 2014)

Contribution Margin\*

**11.2%**

(vs. 11.5% in 2014)

Tech and G&A Expense

**\$180.7 Million**

(14% increase vs. 2014)

Pre-Tax Income

**\$3.1 Million**

(vs. \$13.2 million in 2014)

Net Income\*\*

**\$2.4 Million**

(vs. \$8.9 million in 2014)

TTM Operating Cash Flow

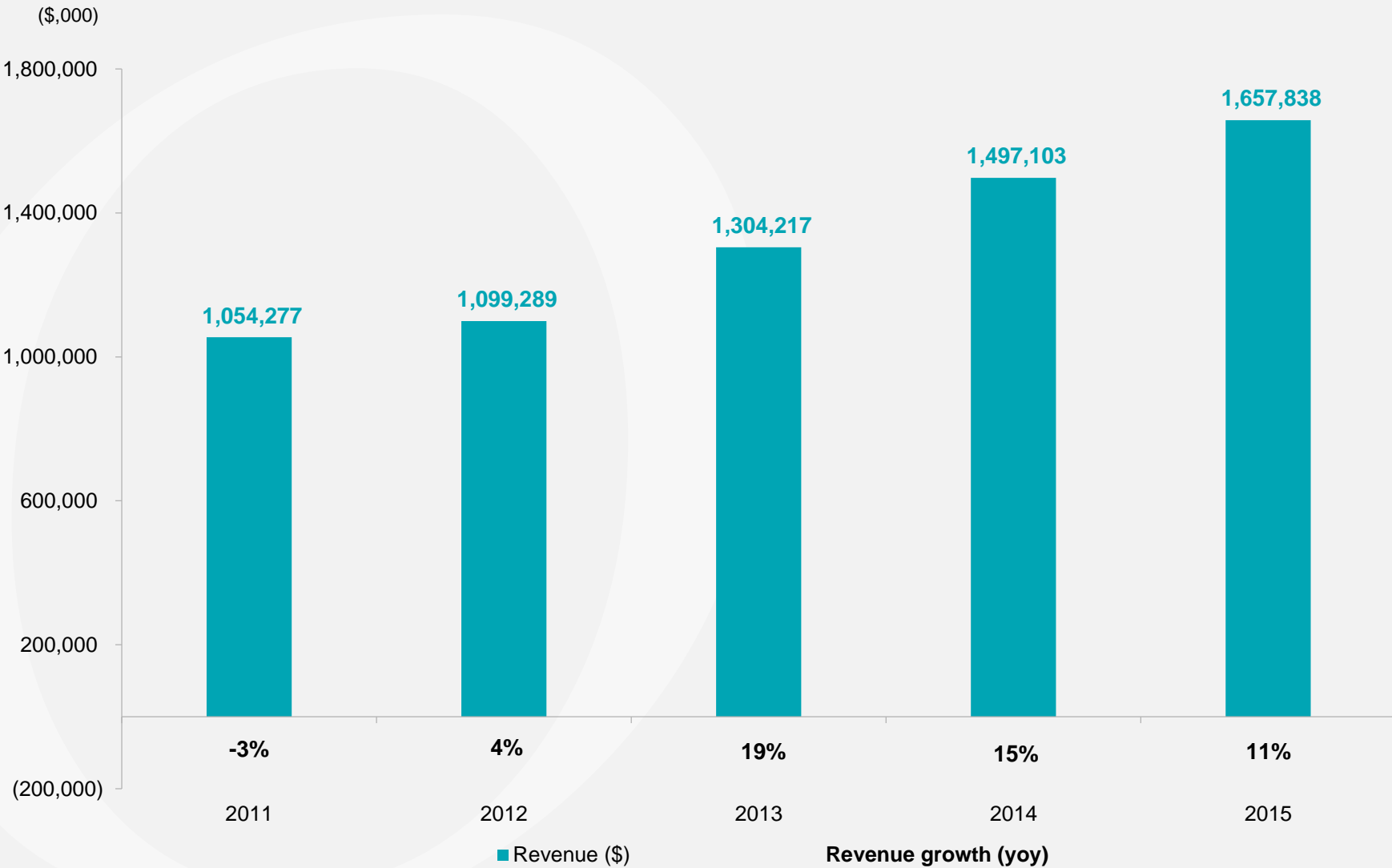
**\$54.5 Million**

(vs. \$80.8 million in 2014)

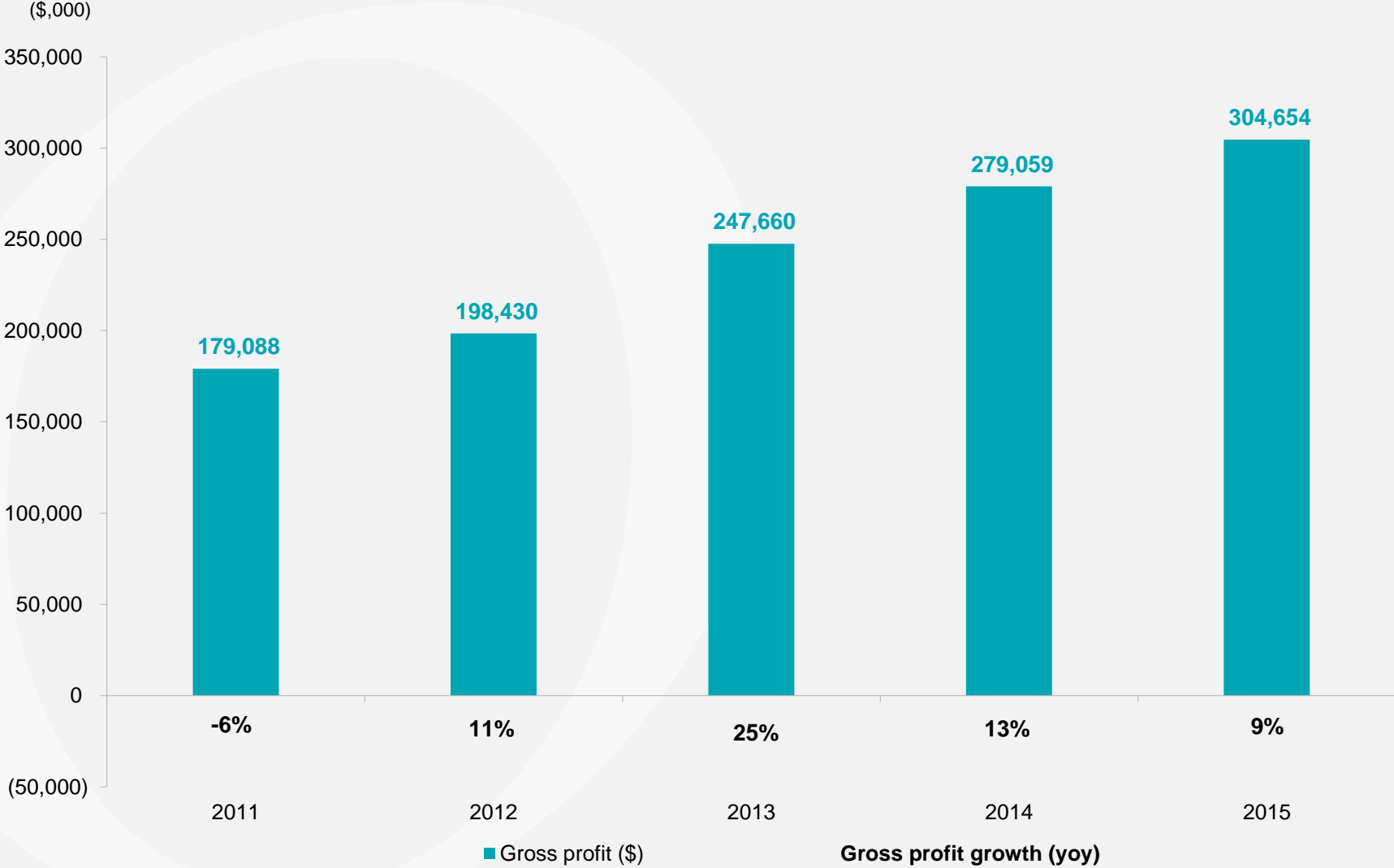
\* Non-GAAP

\*\* Net Income refers to Net Income attributable to stockholders of Overstock.com, Inc.

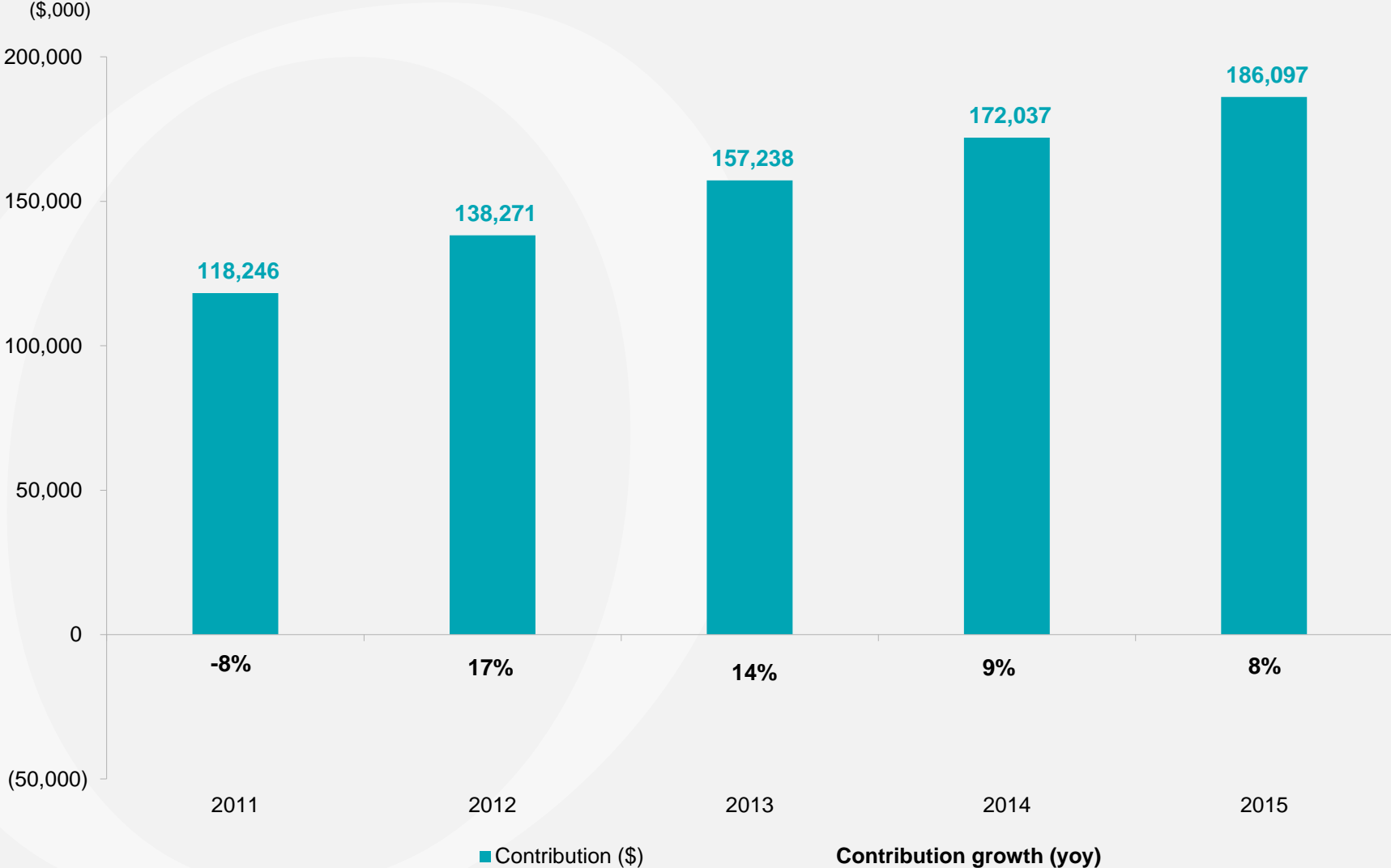
# Annual Revenue and Growth



# Annual Gross Profit and Growth

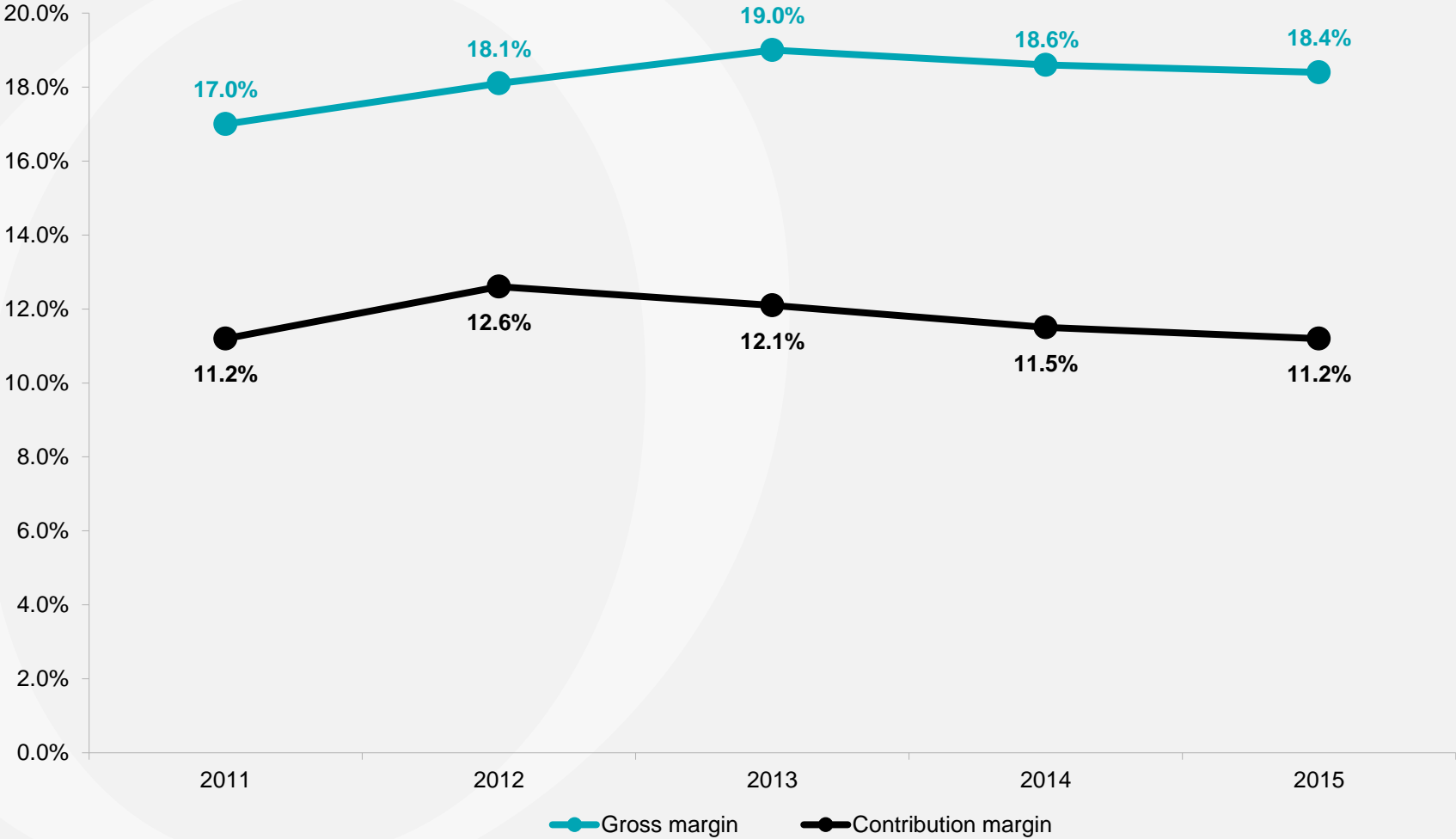


# Annual Contribution and Growth\*



\* Non-GAAP: Contribution dollars = Gross profit less Sales & Marketing expense plus Club O Rewards and Gift Card breakage.

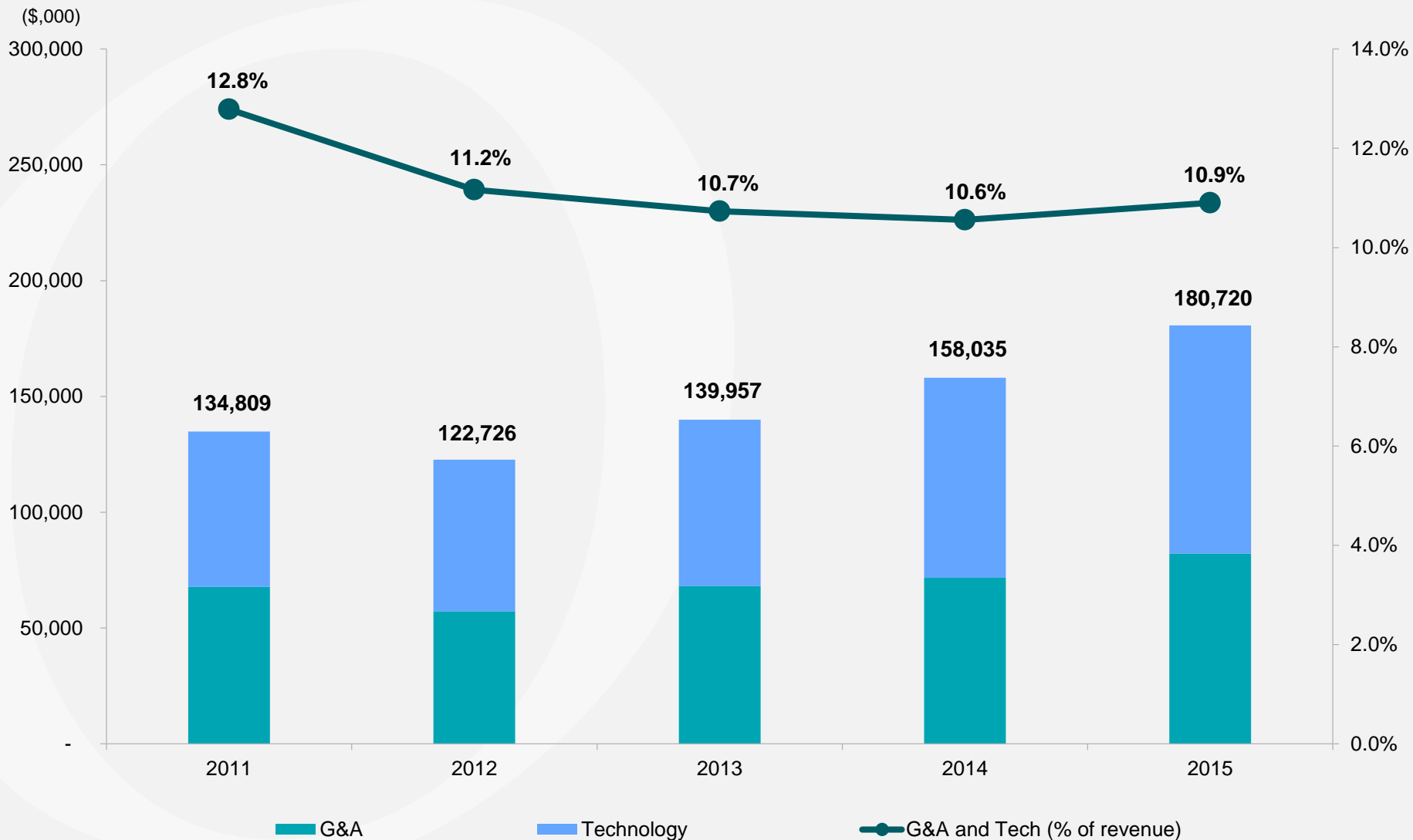
# Annual Gross Margin and Contribution Margin\*



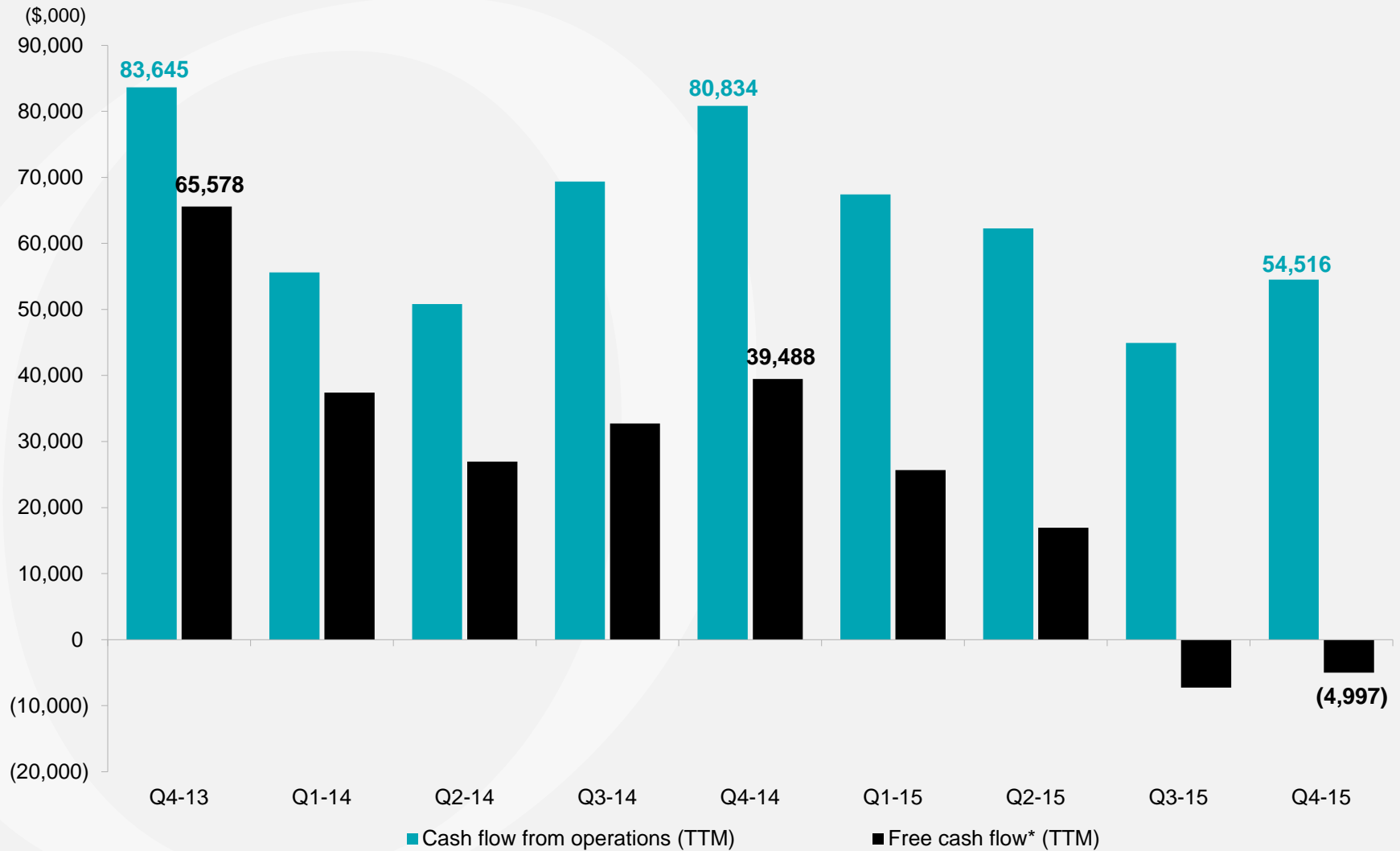
\* Non-GAAP: Contribution margin = Gross profit less Sales & Marketing expense plus Club O Rewards and Gift Card breakage as a percentage of revenue.



# Technology and G&A Expenses \$s and % of Revenue

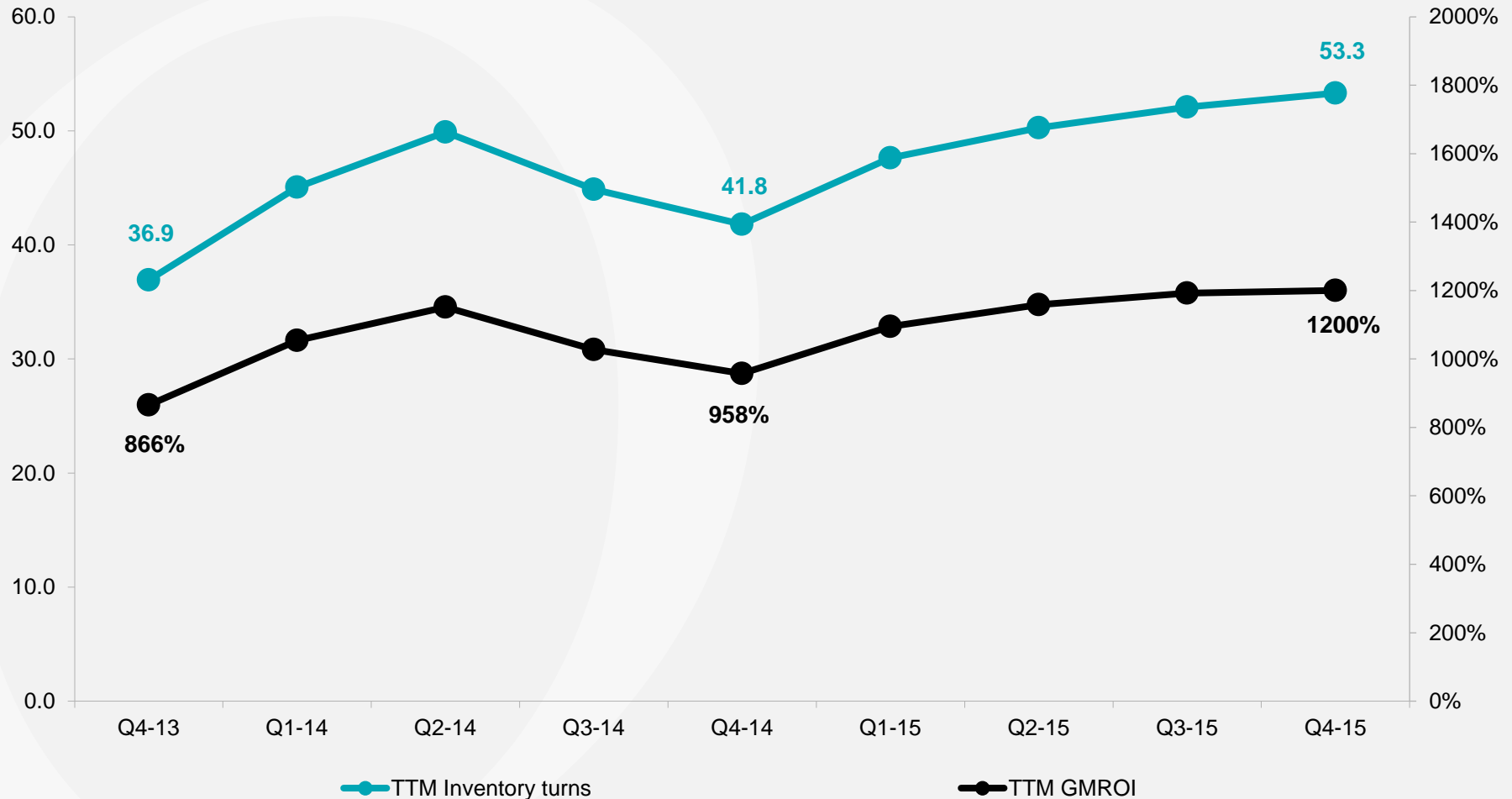


# Operating and Free Cash Flow\* (TTM)



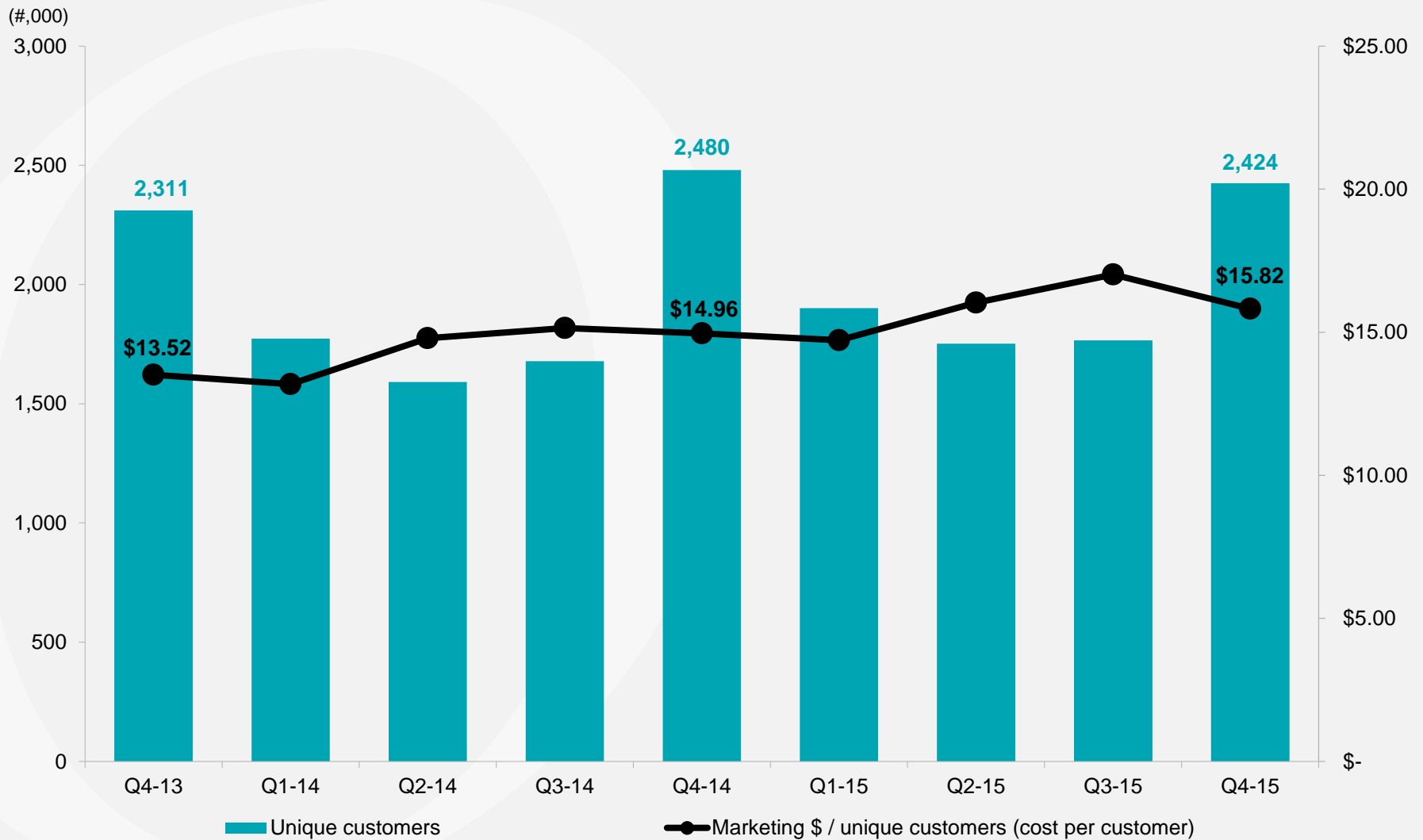
\* Non-GAAP: Free Cash Flow = Cash Flow from Operations less Expenditures for Fixed Assets.

# GAAP TTM Inventory Turns and GMROI

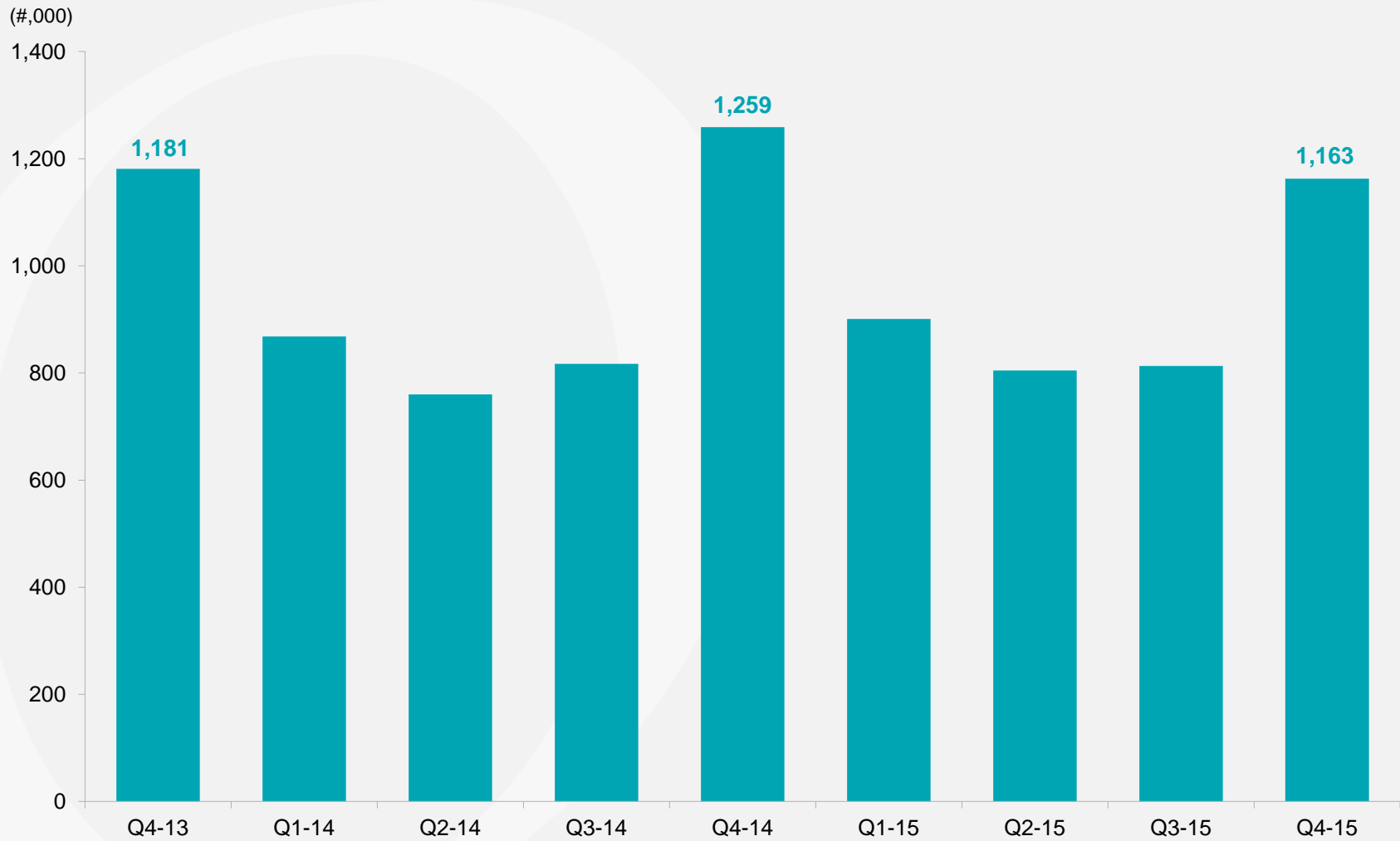


TTM Inventory Turns = TTM COGS / Average Inventory  
 TTM GMROI = TTM Gross Margin % \* TTM Revenue / Average Inventory

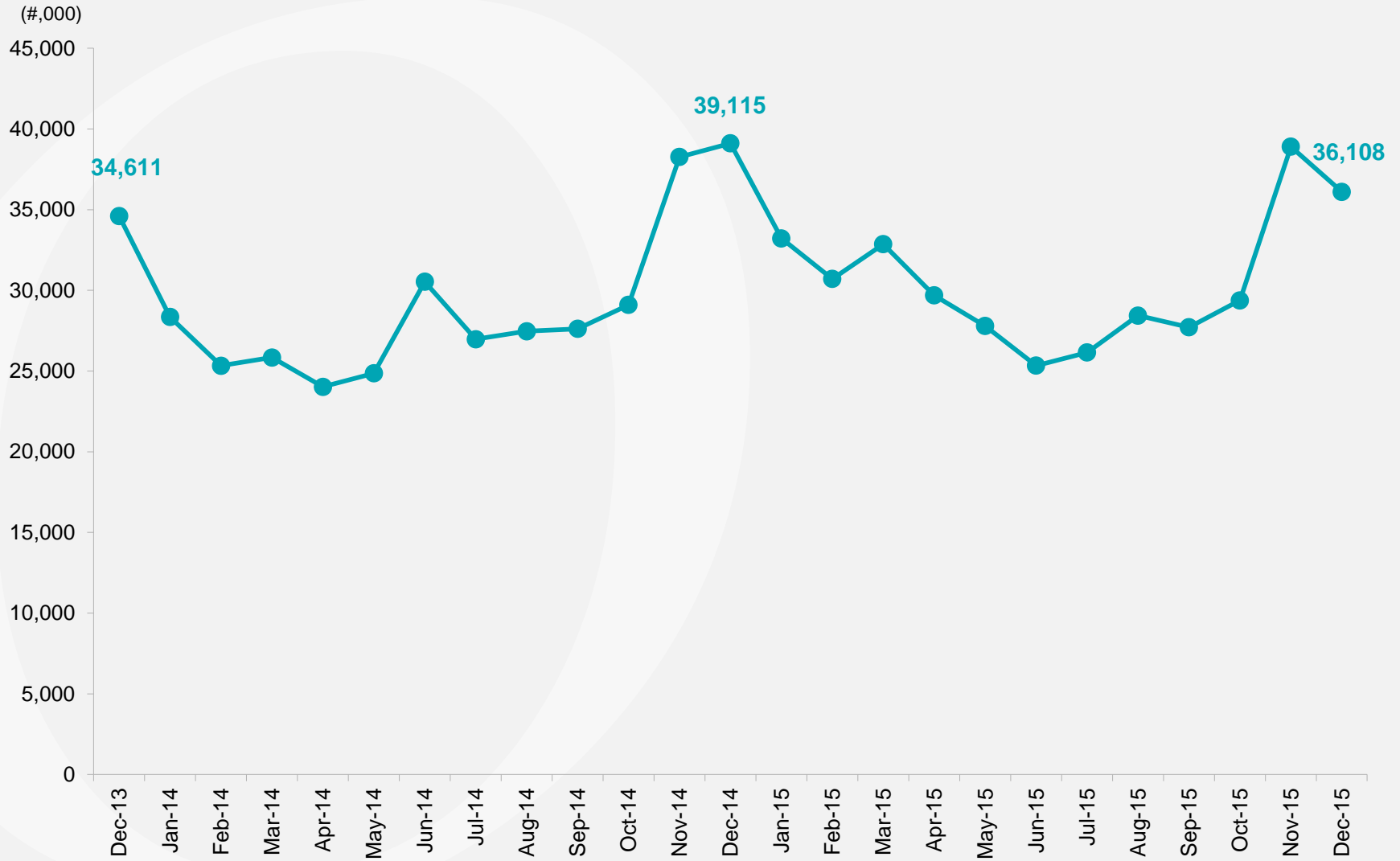
# Unique Customers and Cost Per Customer



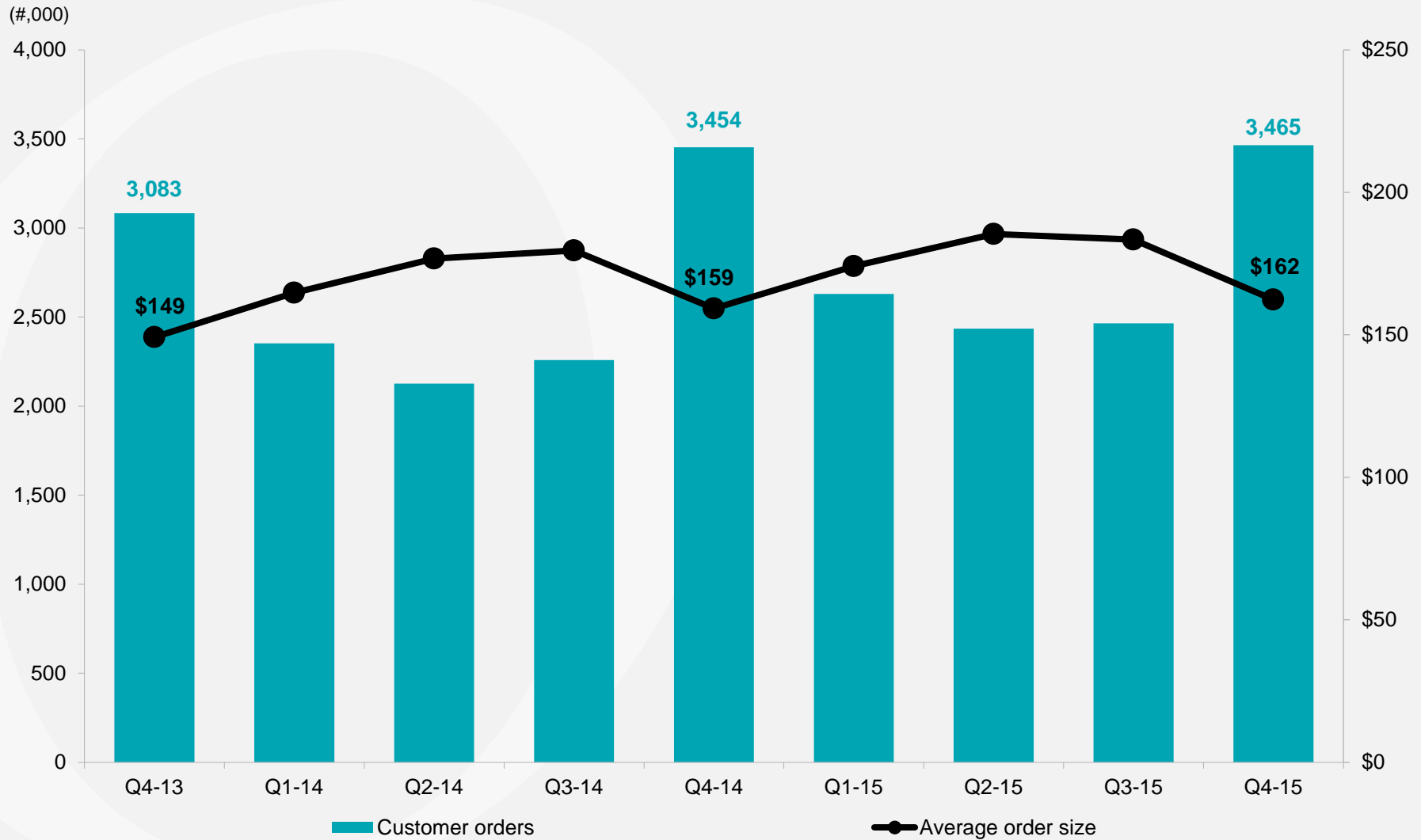
# New Customers



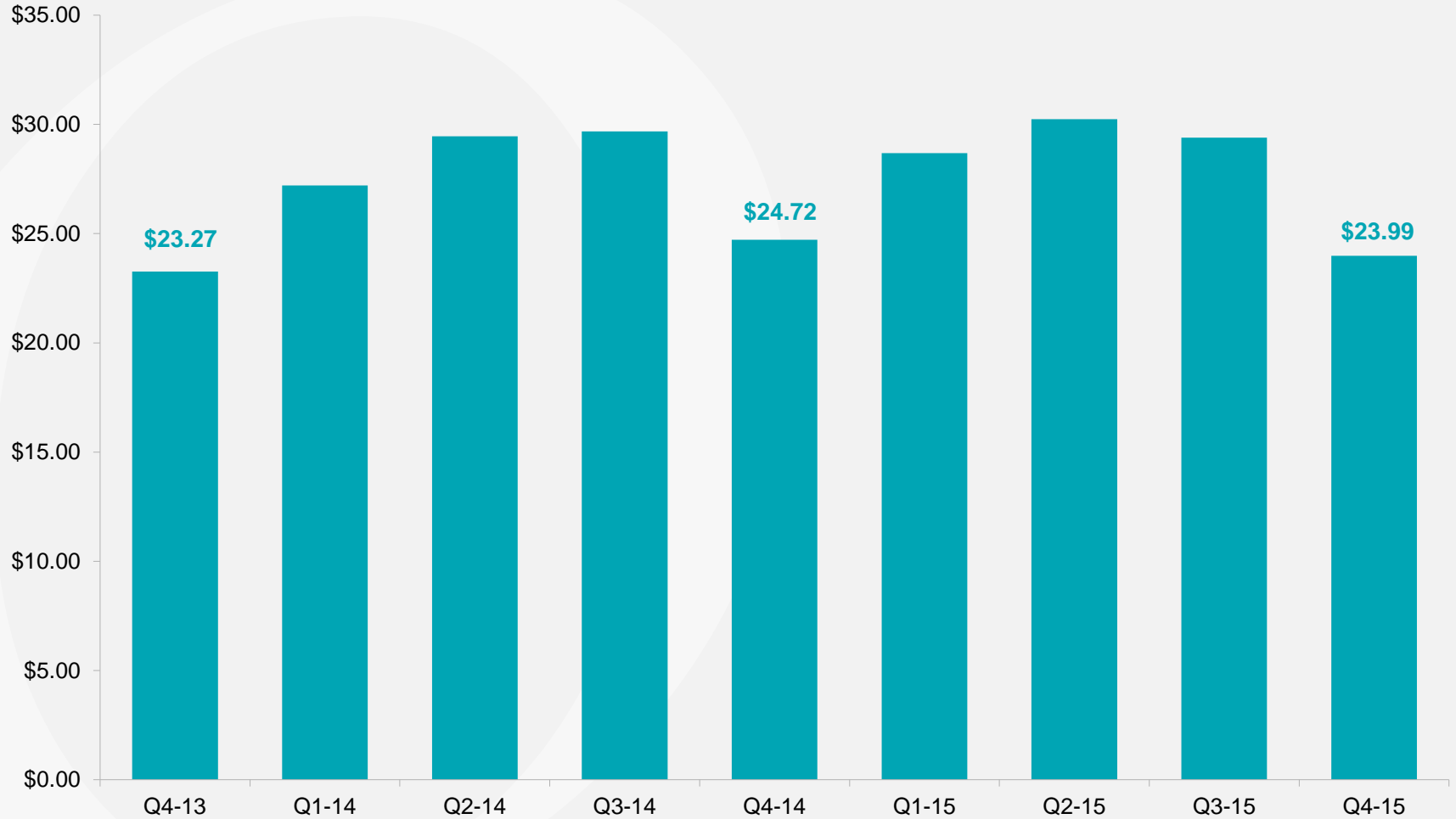
# Unique Visitors



# Customer Orders and Average Order Size

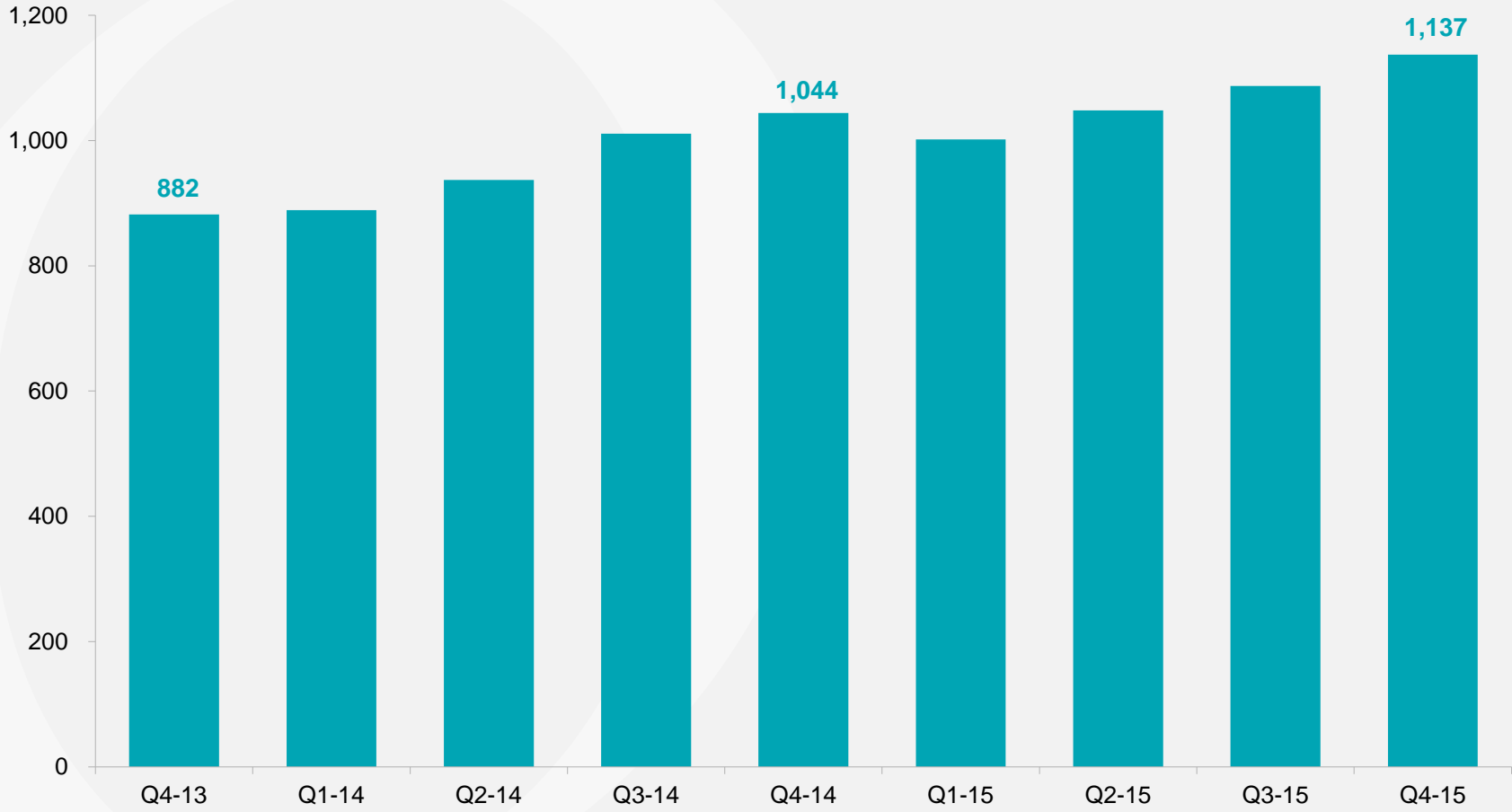


# Gross Profit per Transaction





# Corporate Employees



# Prime Broker (My “Mitzvah”) Case Economics

Total Settlements	\$33M
Direct* Expenses (Legal, travel, etc.)	(\$31M)
Net	<u>\$2M</u>

\* There are some indirect expenses along with intangible benefits & costs that should be considered in the overall evaluation of the mitzvah.

Email all questions to:  
[ir@overstock.com](mailto:ir@overstock.com)

Follow Us On



YouTube

