



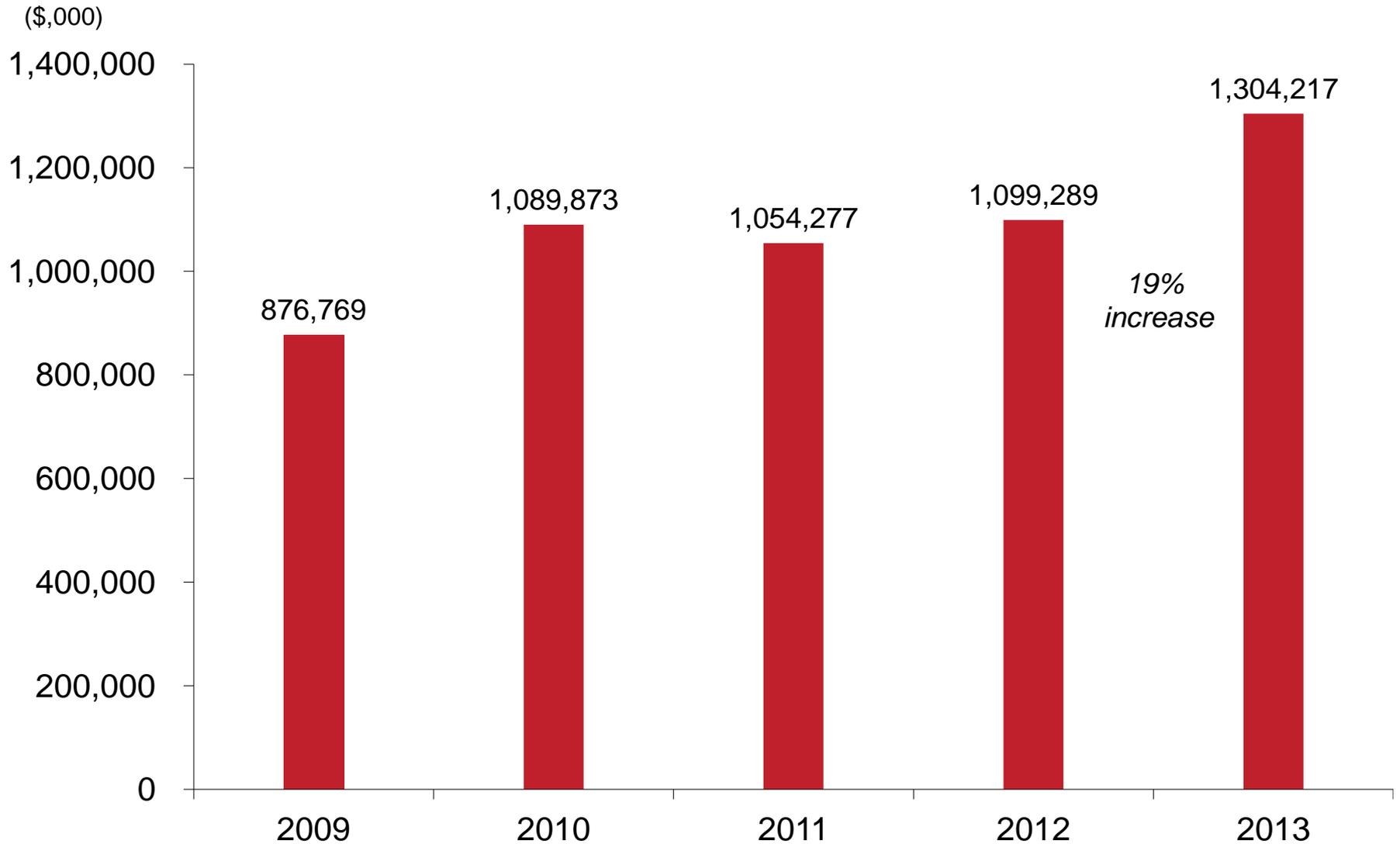
# Overstock.com, Inc. Fiscal Year and Q4 2013 Financial Results

January 30, 2014

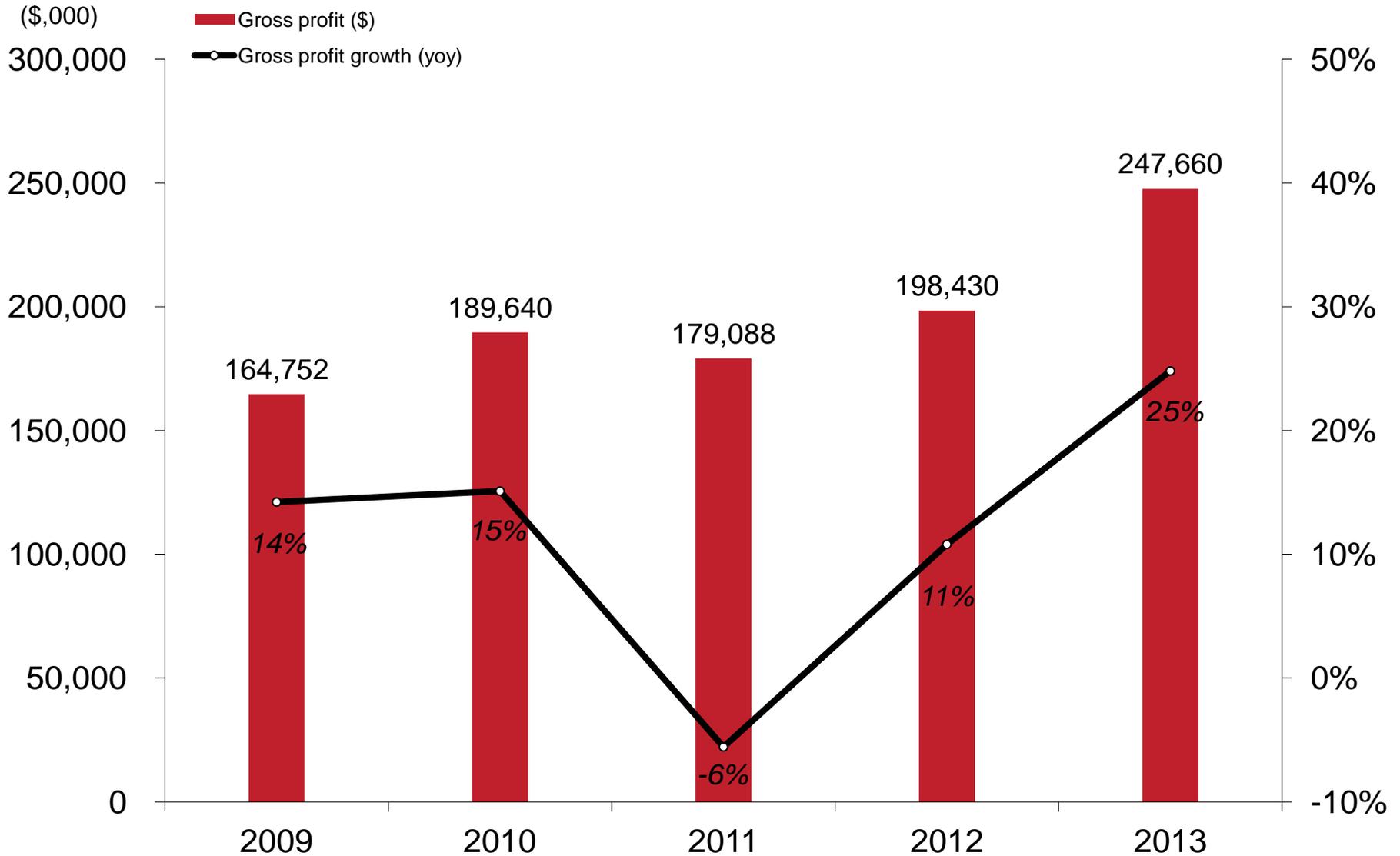
The information presented herein may contain forward-looking statements. Such forward-looking statements include all statements other than statements of historical fact. These forward-looking statements are inherently difficult to predict. Actual results could differ materially for a variety of reasons, 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 difficulties we may encounter as a result of accepting Bitcoin as payment, 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 potentially could affect our financial results is included in our Annual Report on Form 10-K for the year ended December 31, 2012, which was filed with the Securities and Exchange Commission on February 21, 2013 and our Form 10-Q for the quarter ended September 30, 2013, which was filed with the Securities and Exchange Commission on October 24, 2013. 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.

- Revenue = \$1,304 million (19% increase vs. 2012)
- Gross profit dollars = \$247.7 million (25% increase vs. 2012)
- Gross margin = 19.0% (vs. 18.1% in 2012)
- Contribution dollars\* = \$156.1 million (16% increase vs. 2012)
- Contribution margin\* = 12.0% (vs. 12.3% in 2012)
- Tech/G&A expense = \$140.0 million (14% increase vs. 2012)
- Net income = \$88.5 million (vs. \$14.7 million in 2012)
  - 2013 includes \$72.7 million net impact of deferred tax asset valuation release
- Operating cash flow = \$83.6 million (vs. \$28.1 million in 2012)

\* non-GAAP

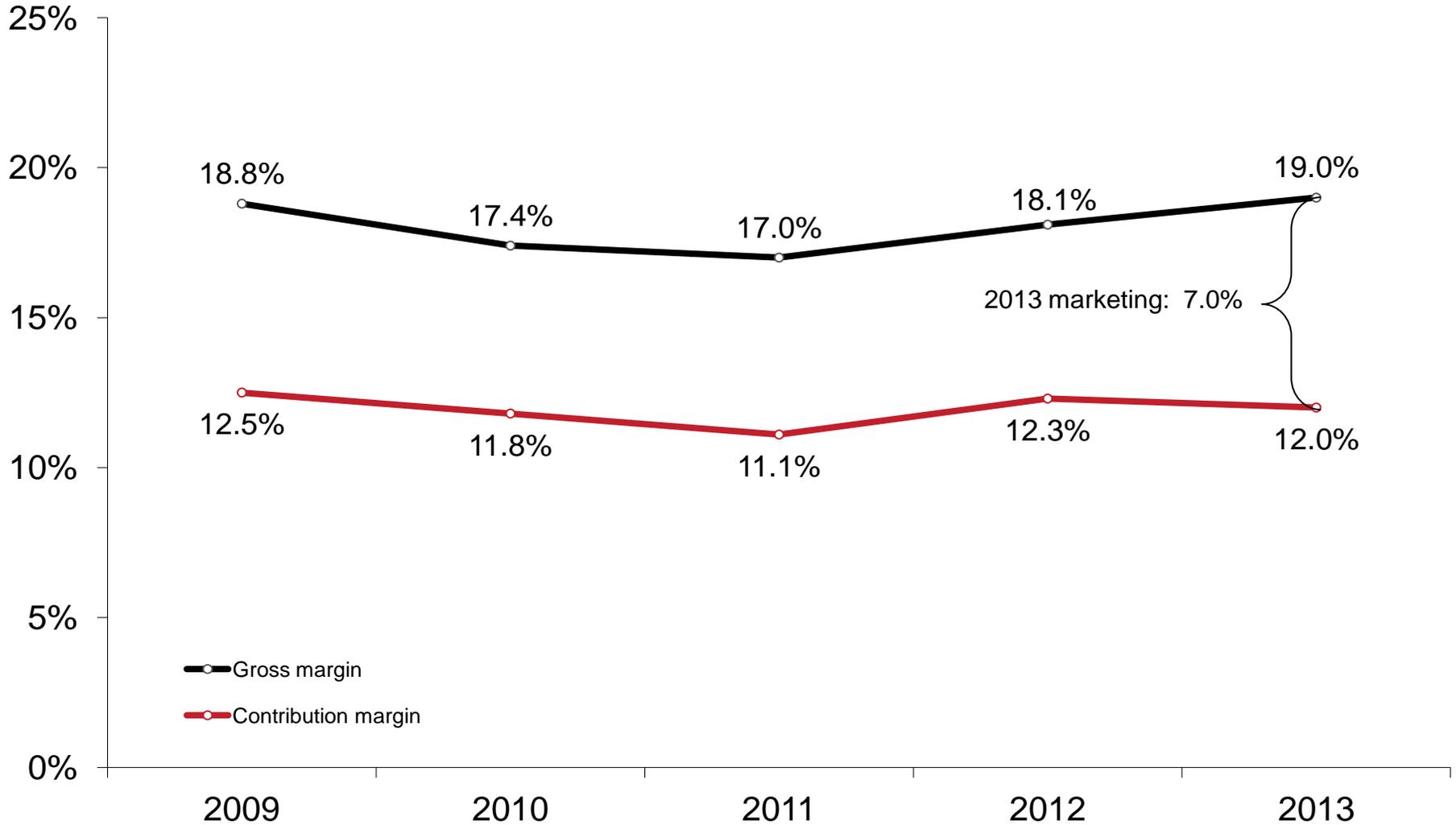


# Annual Gross Profit Growth



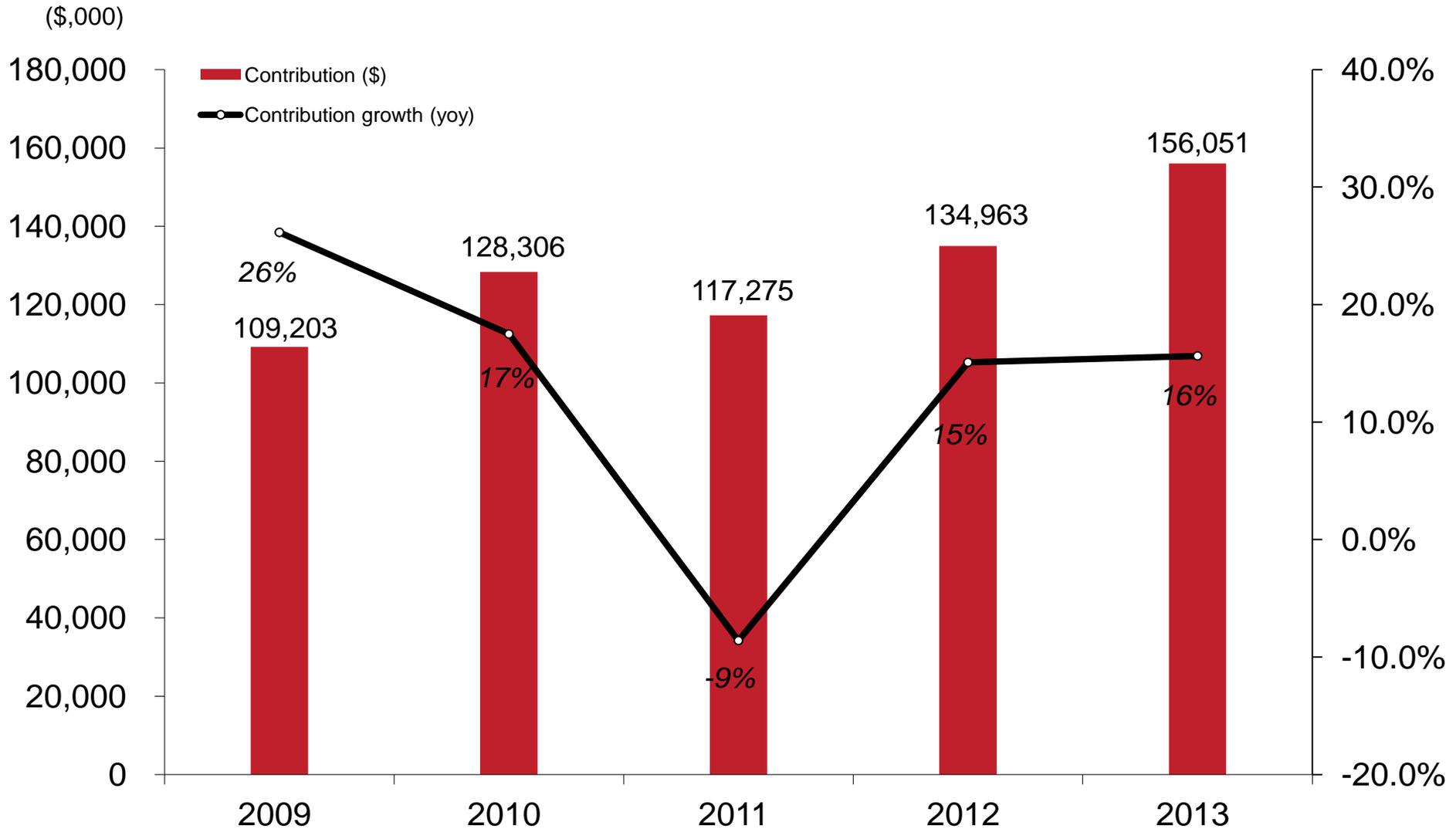


# Annual Gross Margin and Contribution\*



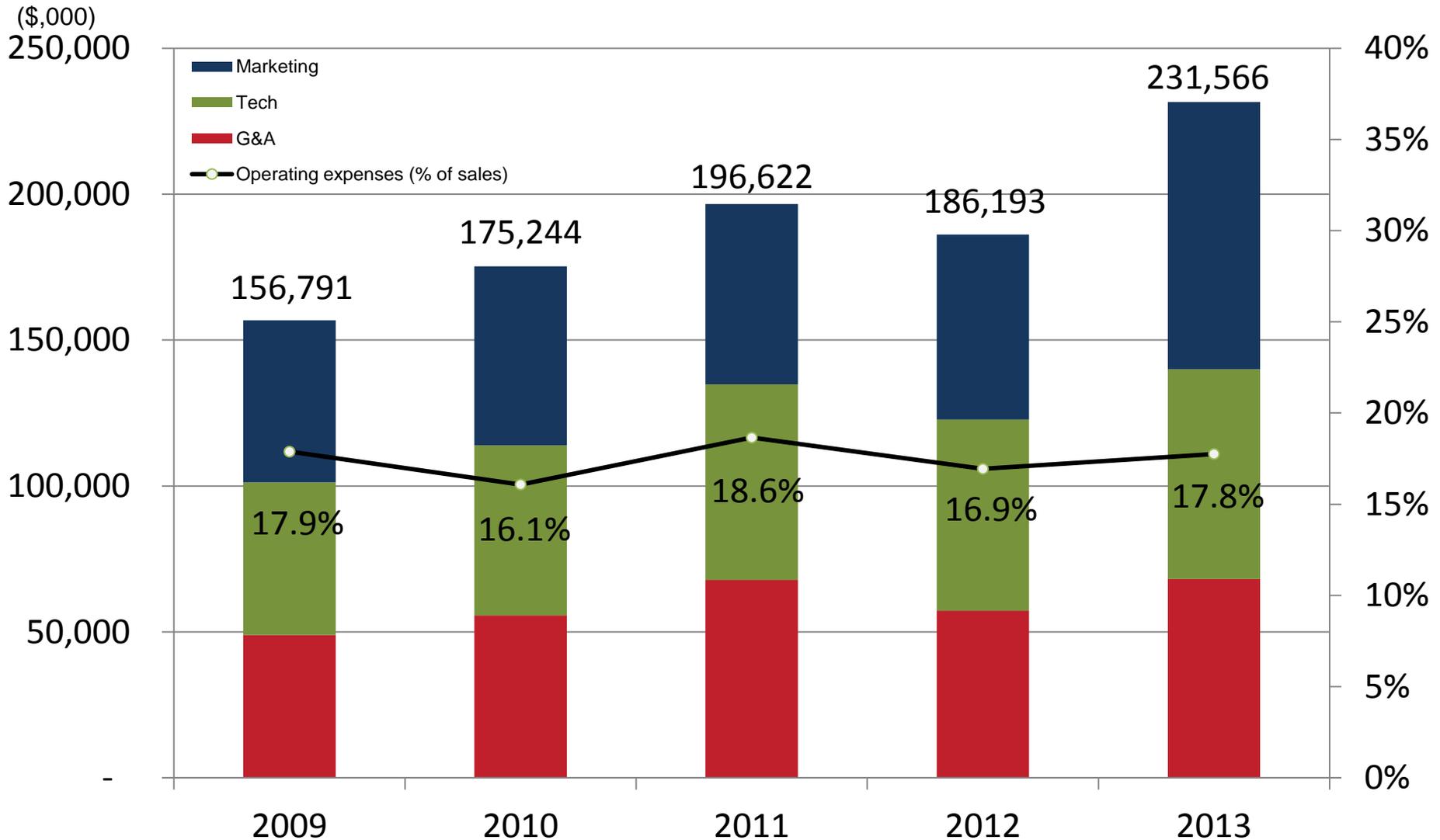
\*Contribution margin = Gross margin less Sales & Marketing percentage.

# Annual Contribution & Growth\*



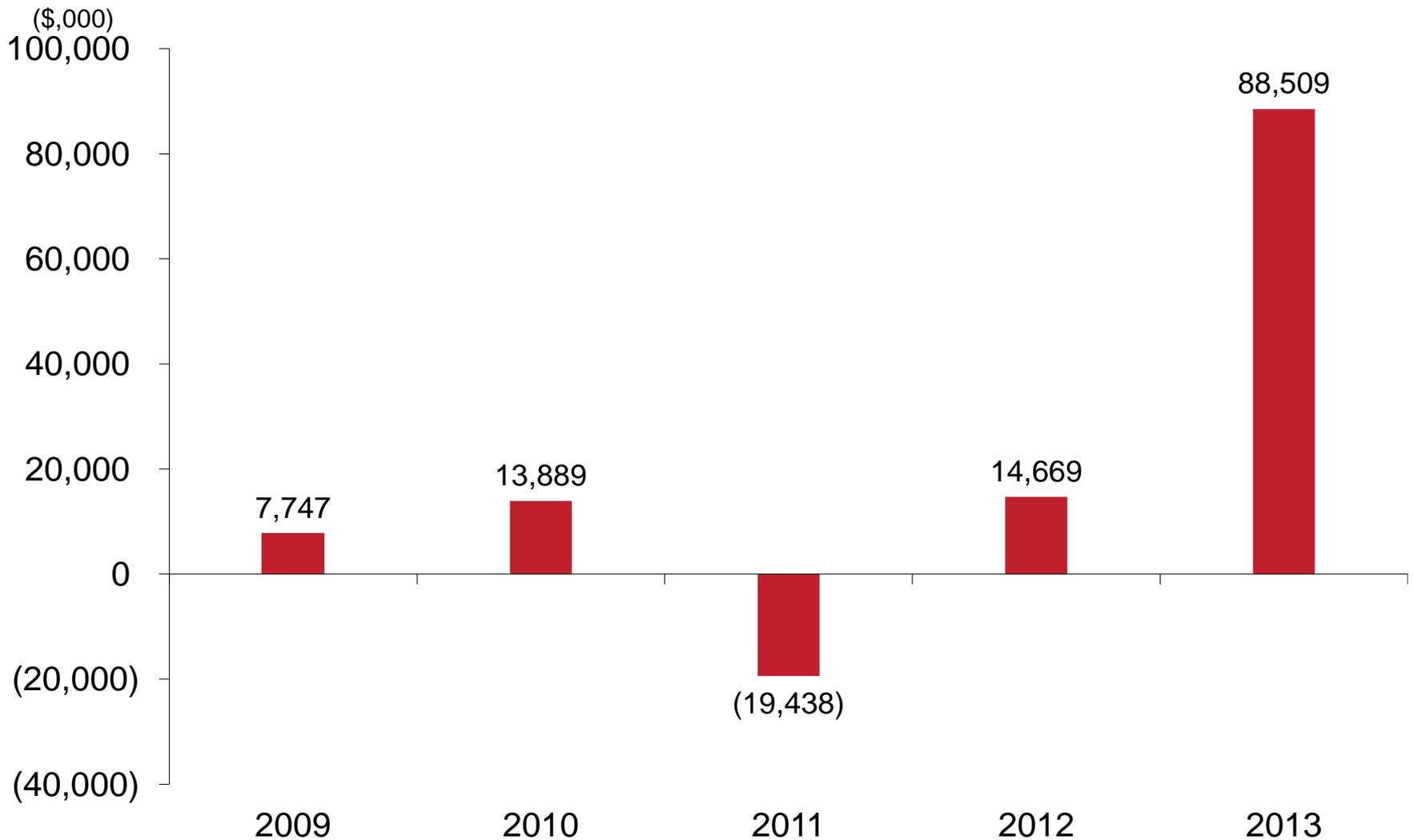
\*Contribution dollars = gross profit less sales & marketing expense

# Annual Operating Expenses



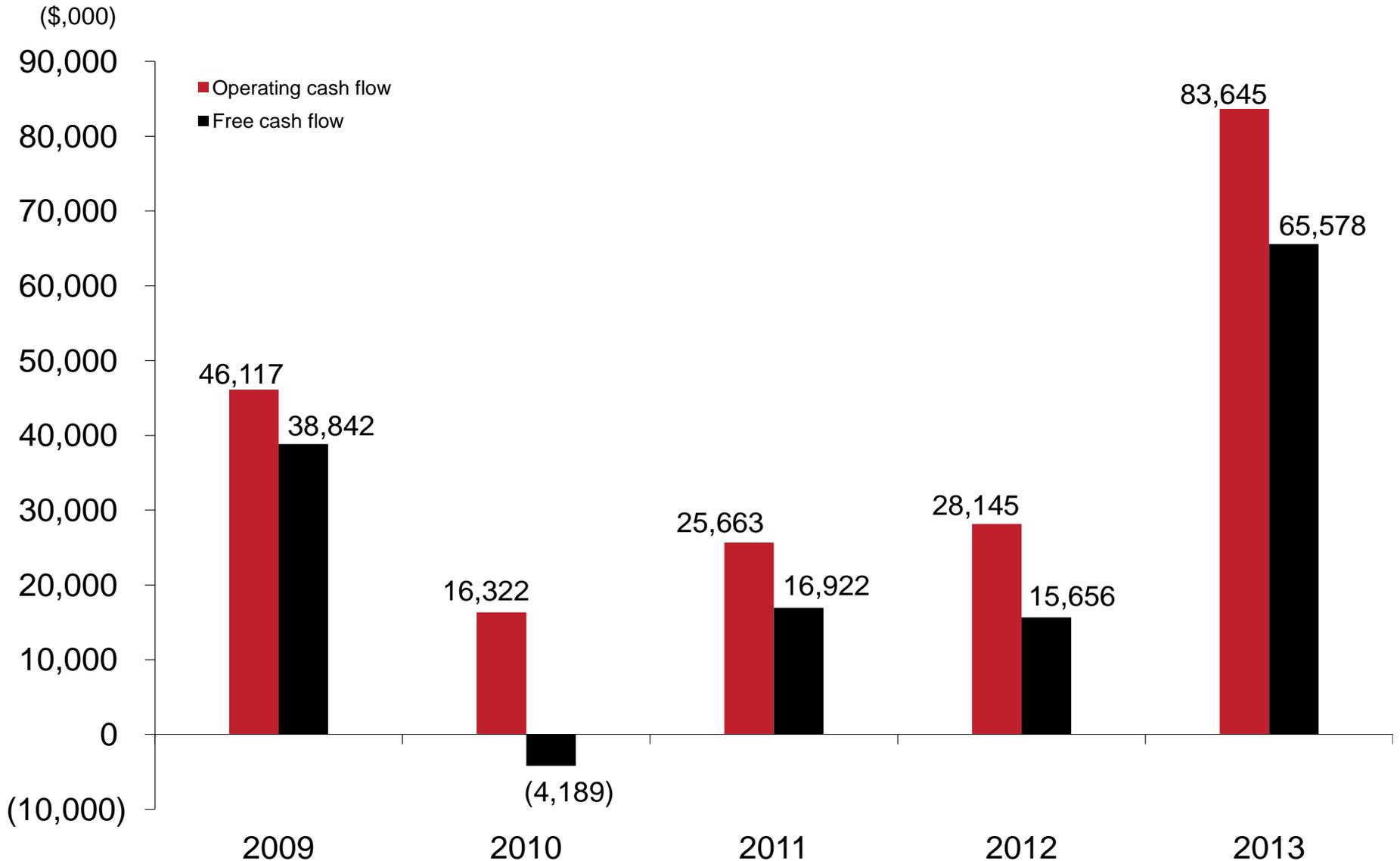
Excludes restructuring which was \$(66) in 2009, \$(569) in 2010, \$76 in 2012, (\$471) in 2013

# Net Income/(loss)



2013 includes \$72.7 million net impact of deferred tax asset valuation release.

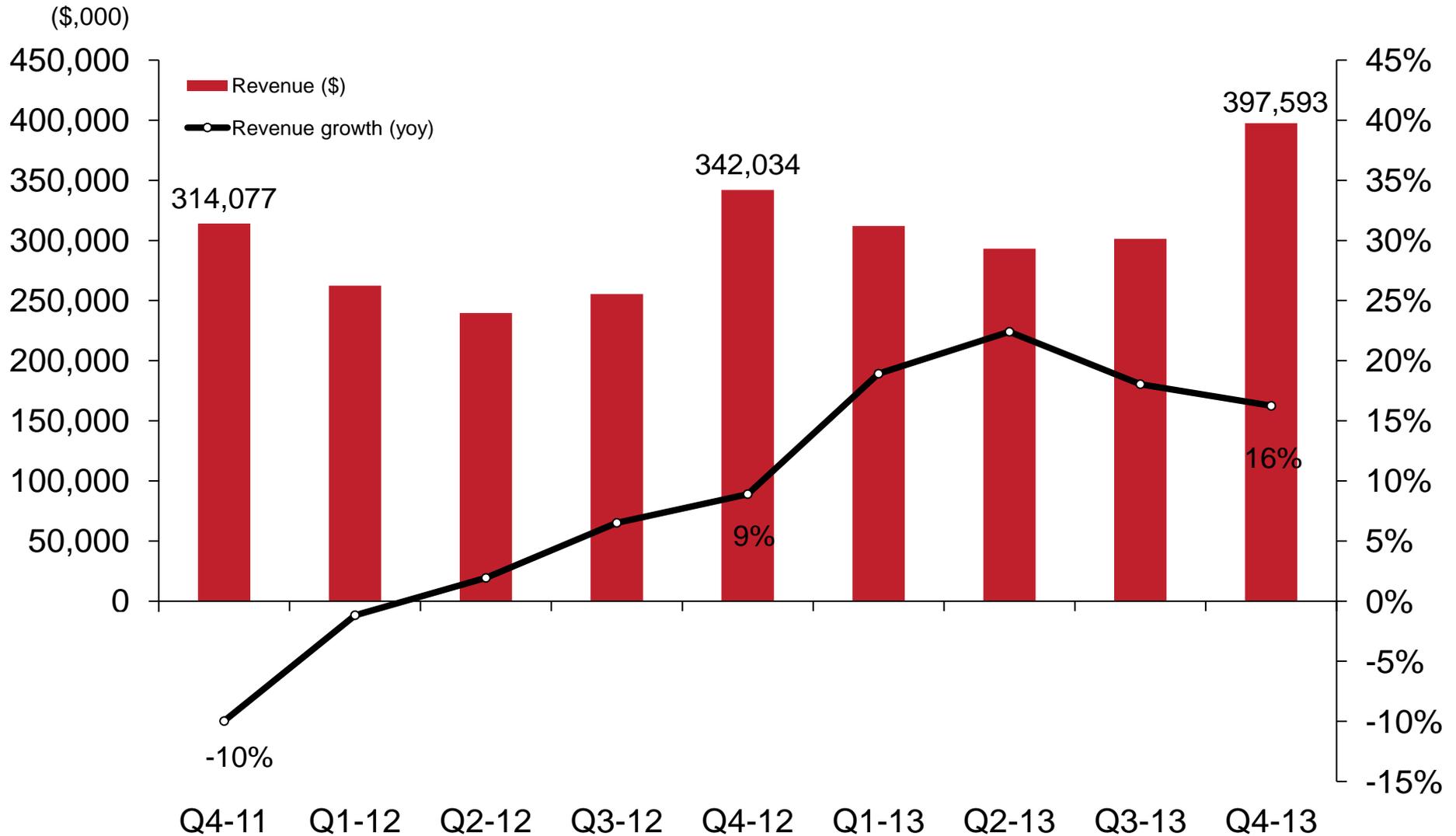
# Operating & Free Cash Flow



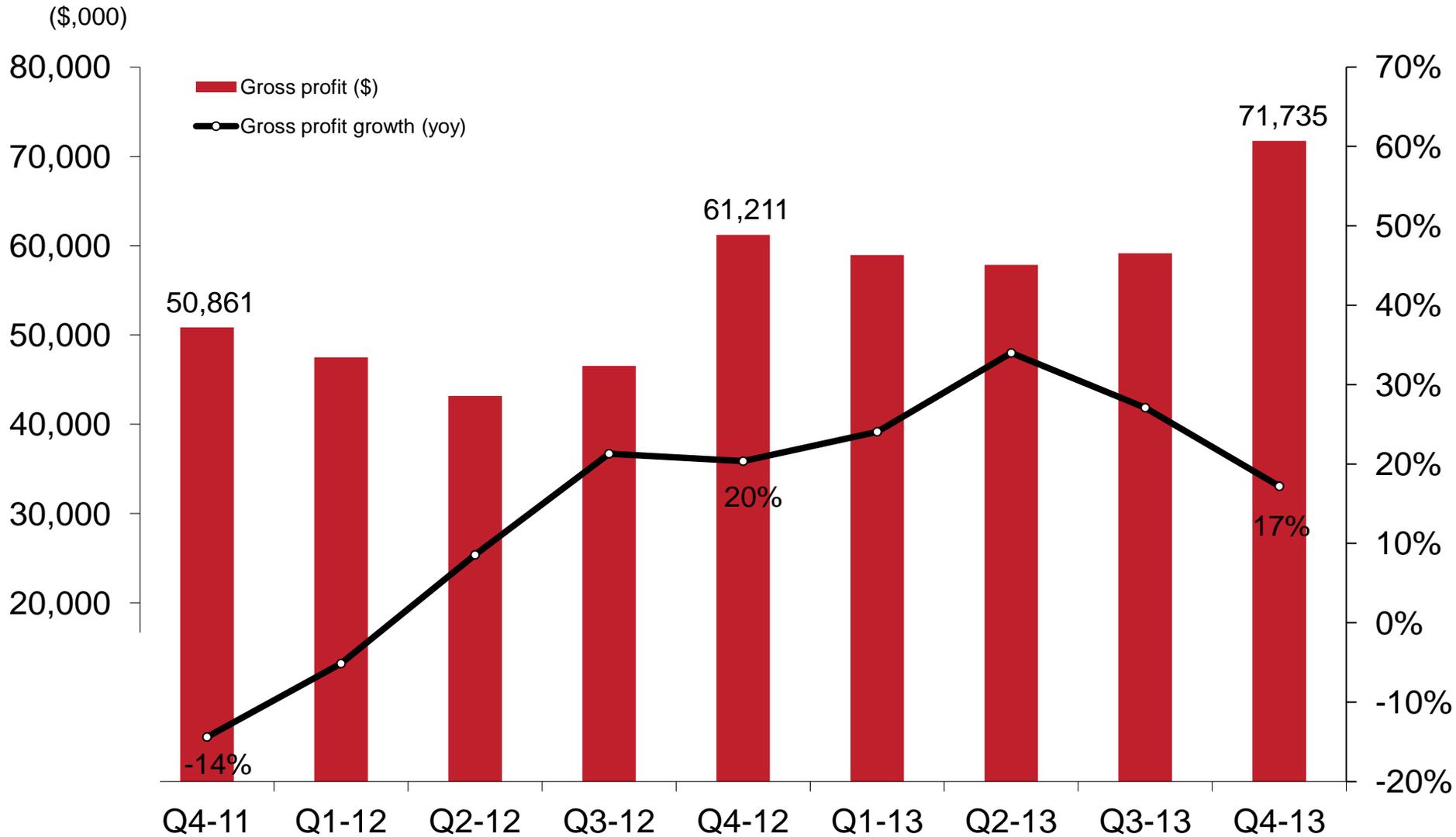
- Revenue = \$397.6 million (16% increase vs. Q4 2012)
- Gross profit dollars = \$71.7 million (17% increase vs. Q4 2012)
- Gross margin = 18.0% (vs. 17.9% in Q4 2012)
- Contribution dollars\* = \$40.5 million (0% change vs. Q4 2012)
- Contribution margin\* = 10.2% (vs. 11.9% in Q4 2012)
- Tech and G&A expense = \$39.0 million (19% increase vs. Q4 2012)
- Net income = \$73.6 million (vs. \$8.8 million in Q4 2012)
  - Q4 2013 includes \$72.7 million net impact of deferred tax asset valuation release

\* non-GAAP

# Quarterly Revenue Growth

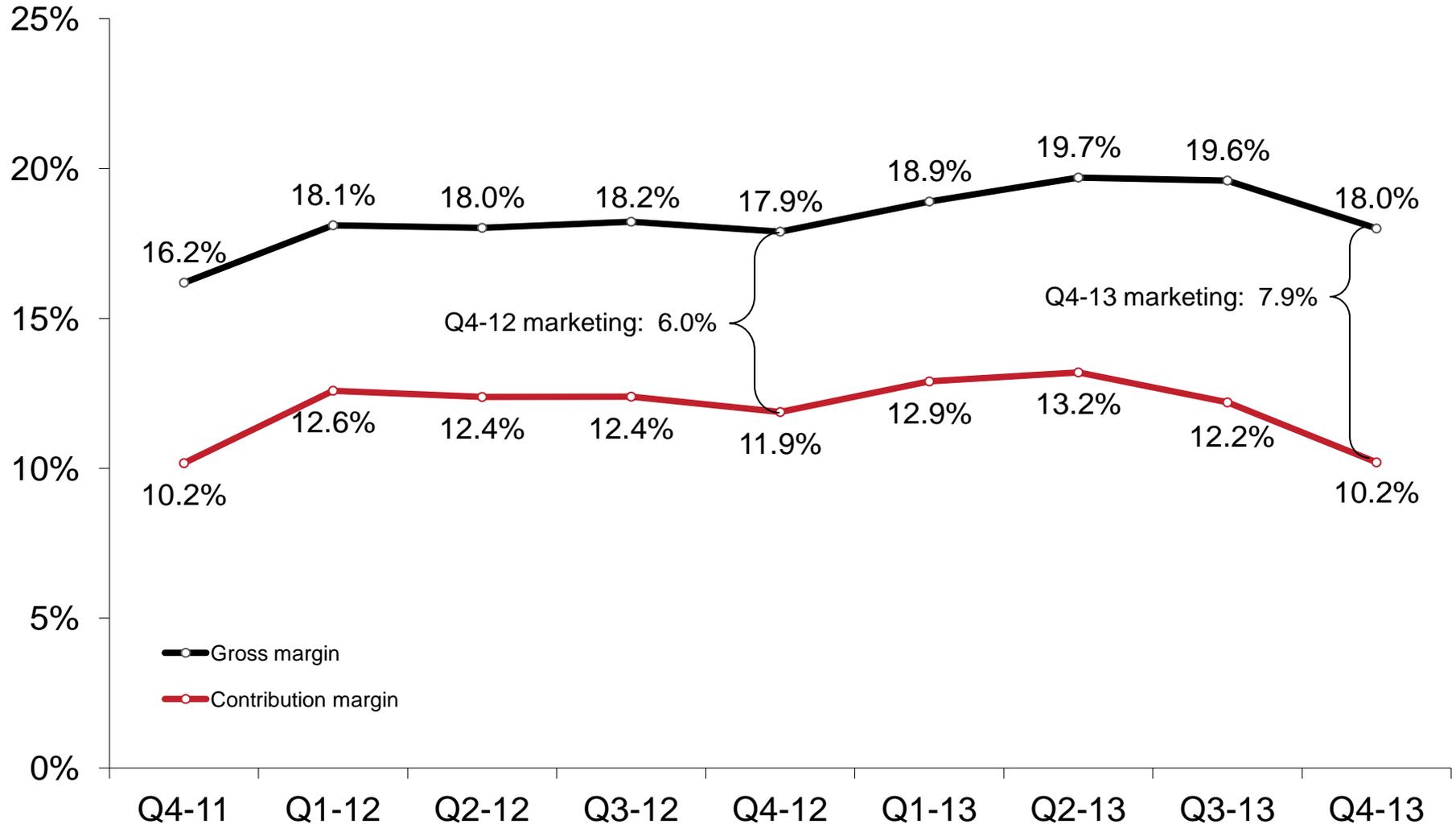


# Quarterly Gross Profit Growth



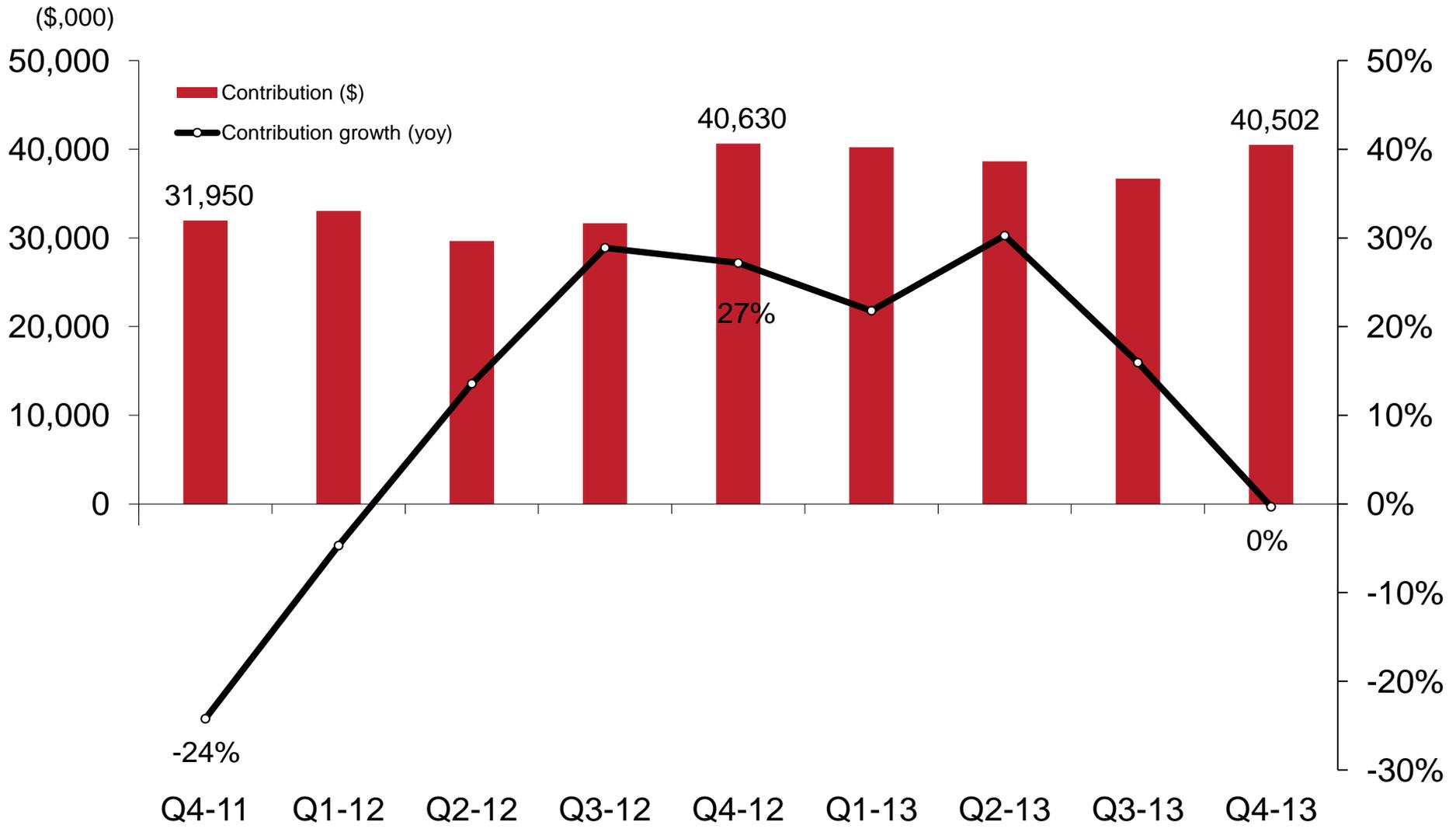


# Quarterly Gross Margin and Contribution\*



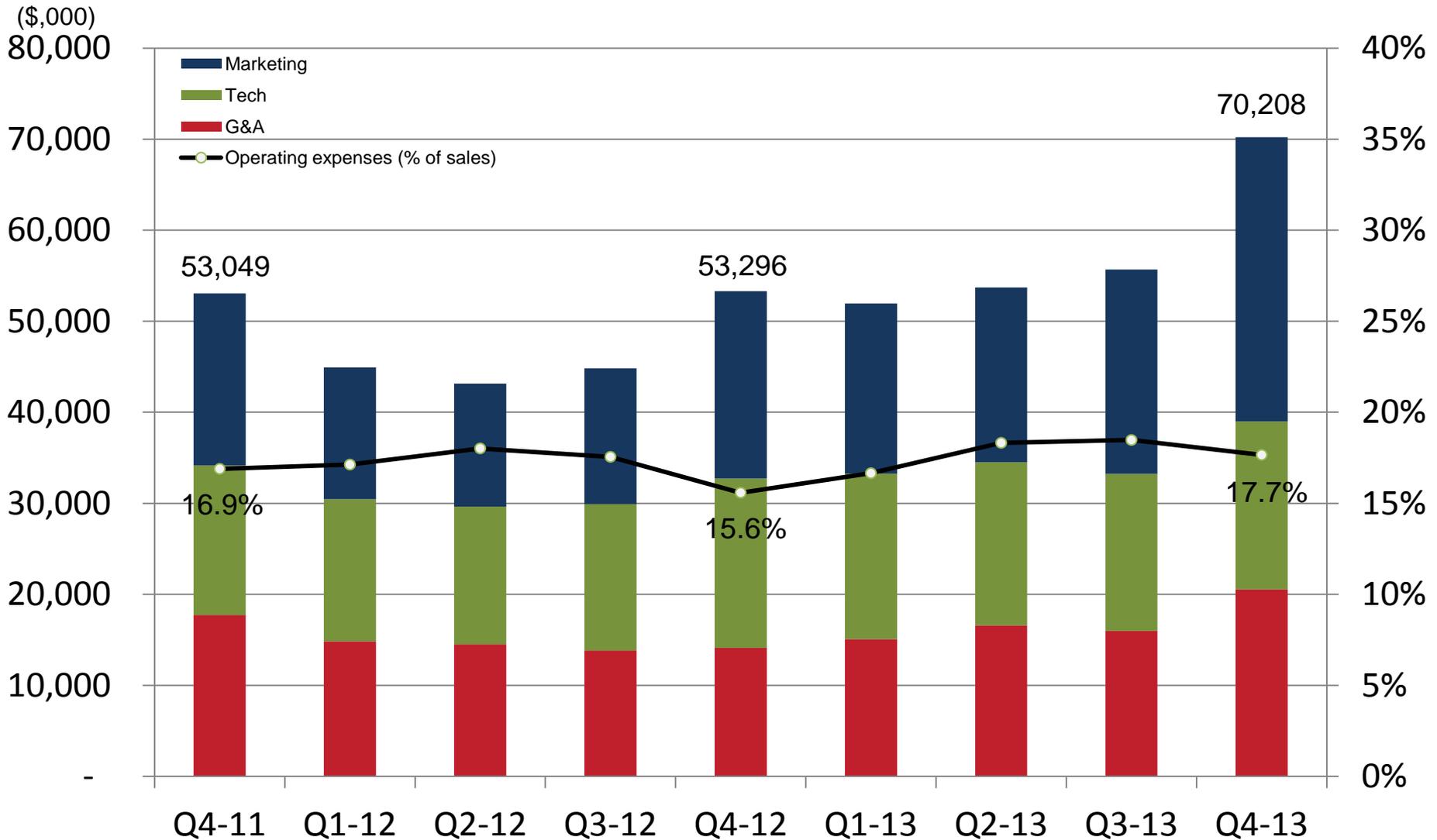
\*Contribution margin = Gross margin less Sales & Marketing percentage.

# Quarterly Contribution & Growth\*



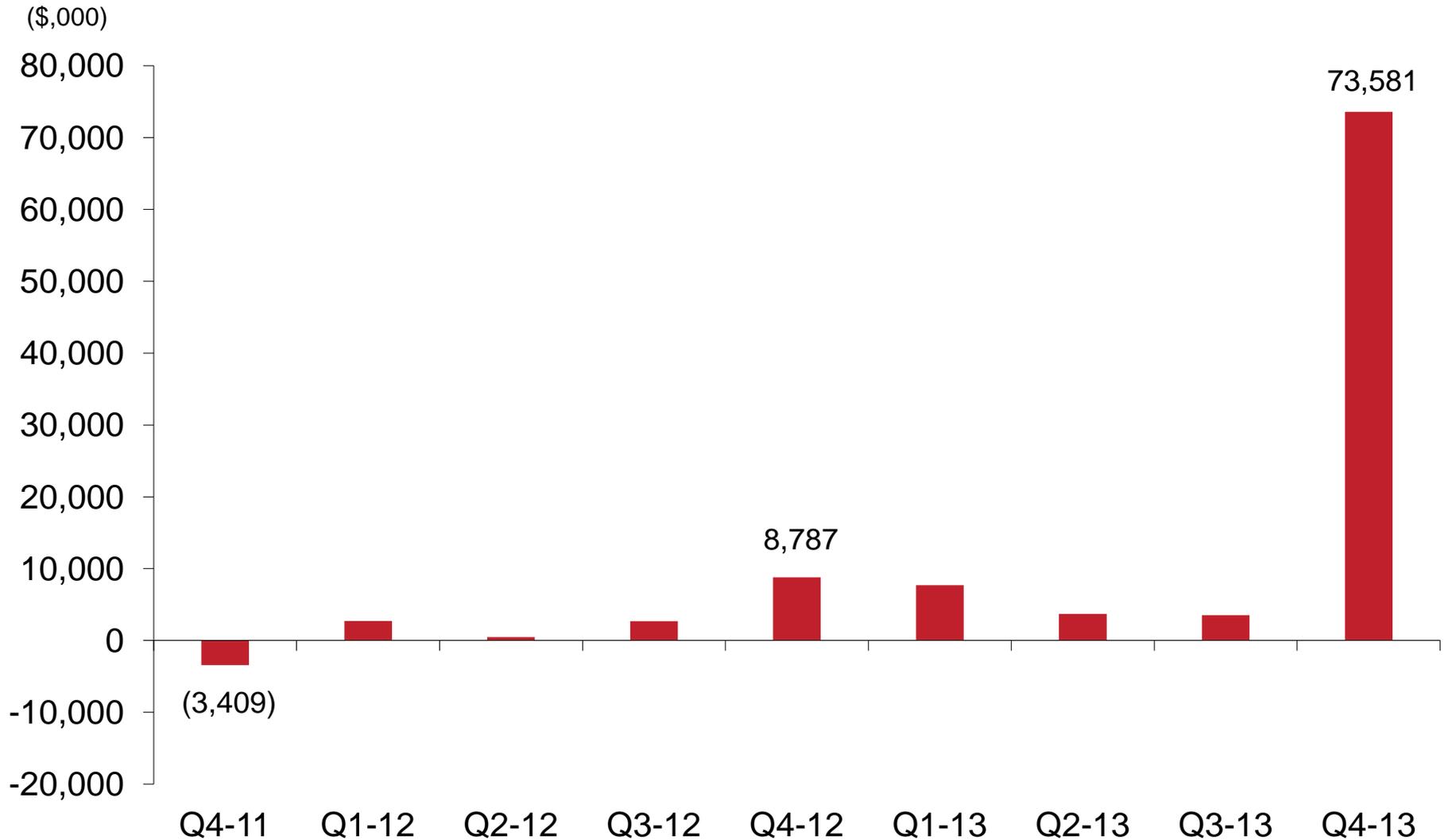
\*Contribution dollars = Gross profit less Sales & Marketing expense

# Quarterly Operating Expenses



Excludes restructuring which was \$98.5 in Q1-12, \$(44.5) in Q3-12, \$22.7 in Q4-12, (\$432.3) in Q1-13, and (\$39.3) in Q2-13

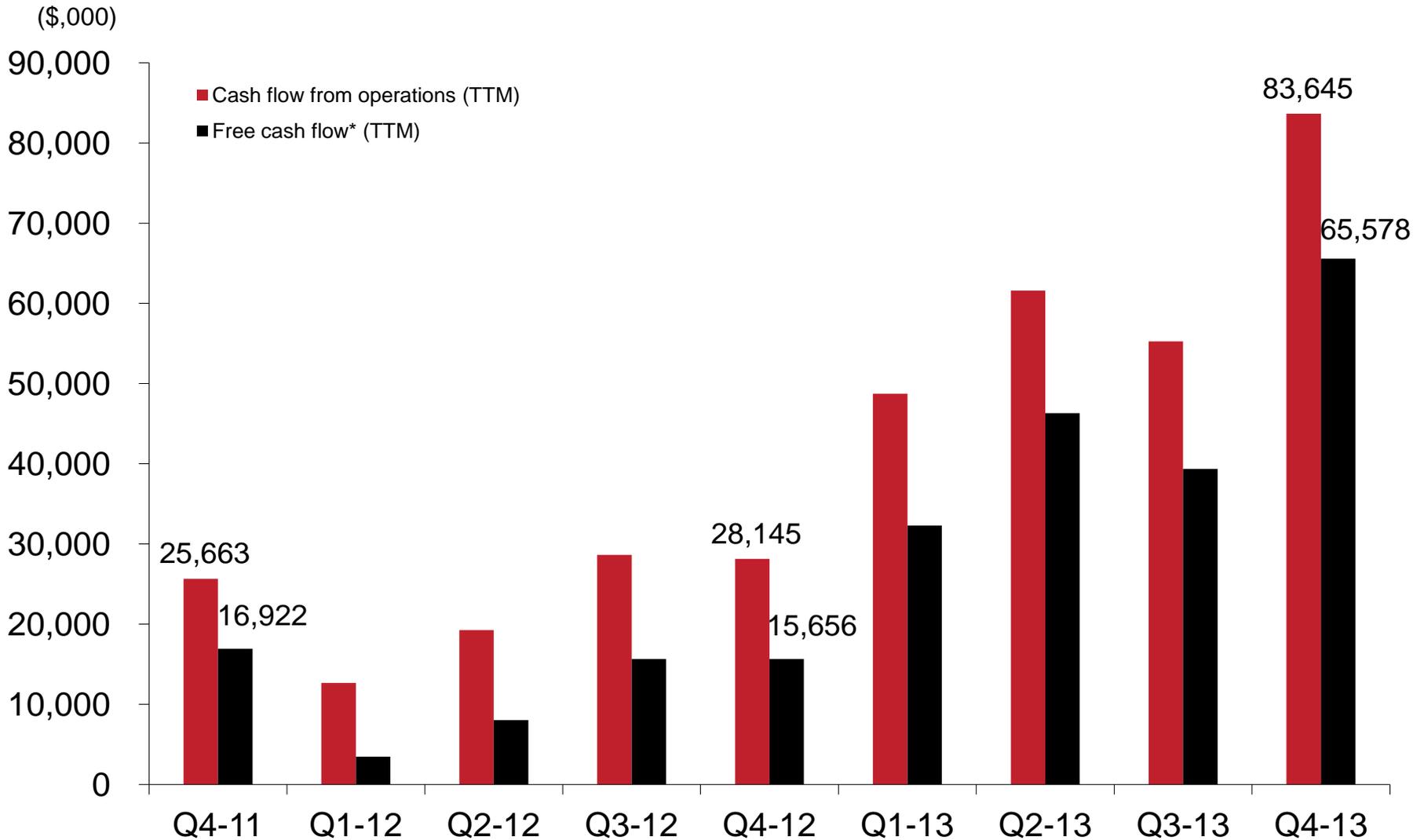
# Quarterly Net Income/(loss)



Q4 2013 includes \$72.7 million net impact of deferred tax asset valuation release.

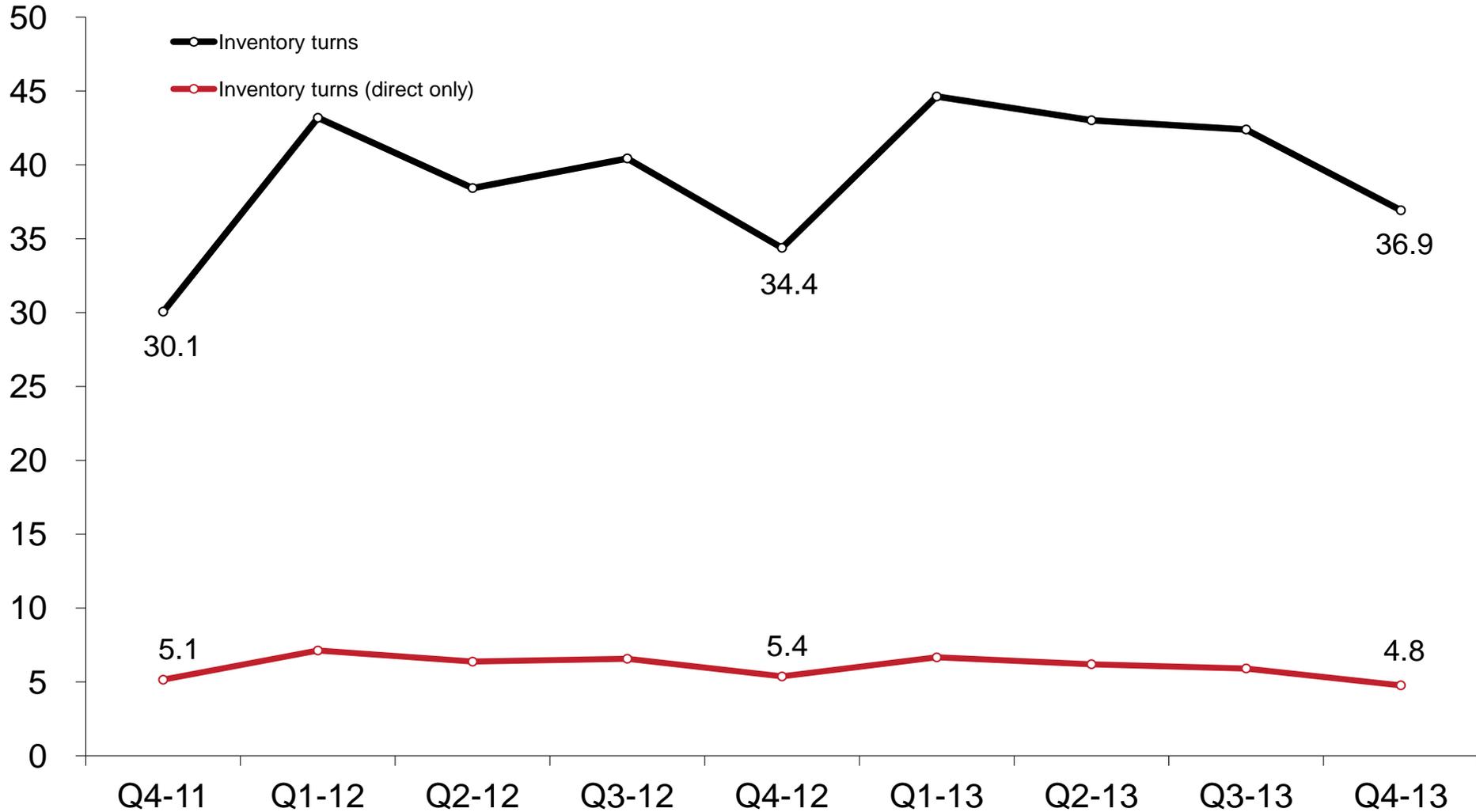


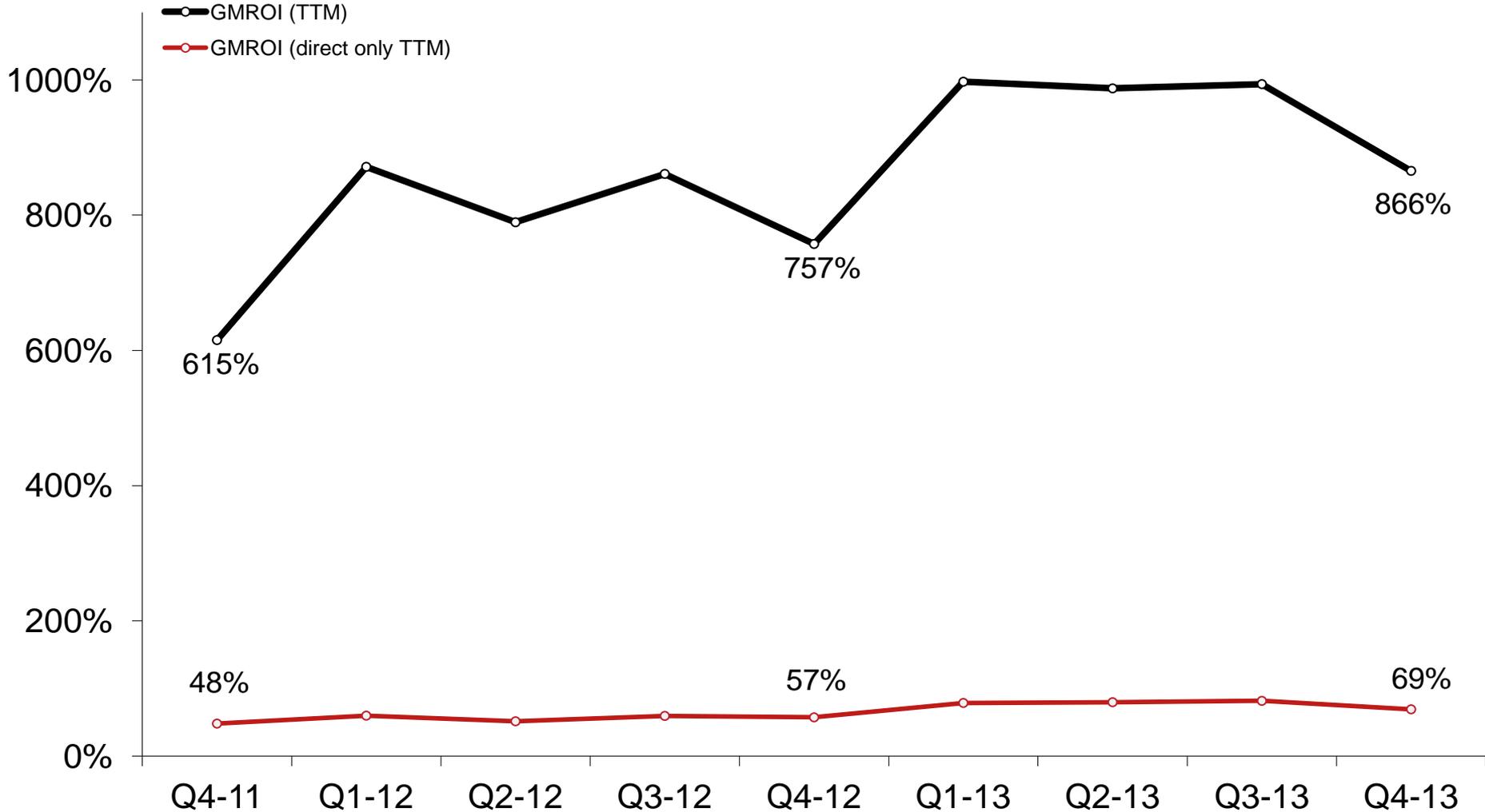
# Operating & Free Cash Flow (TTM)



\* non-GAAP

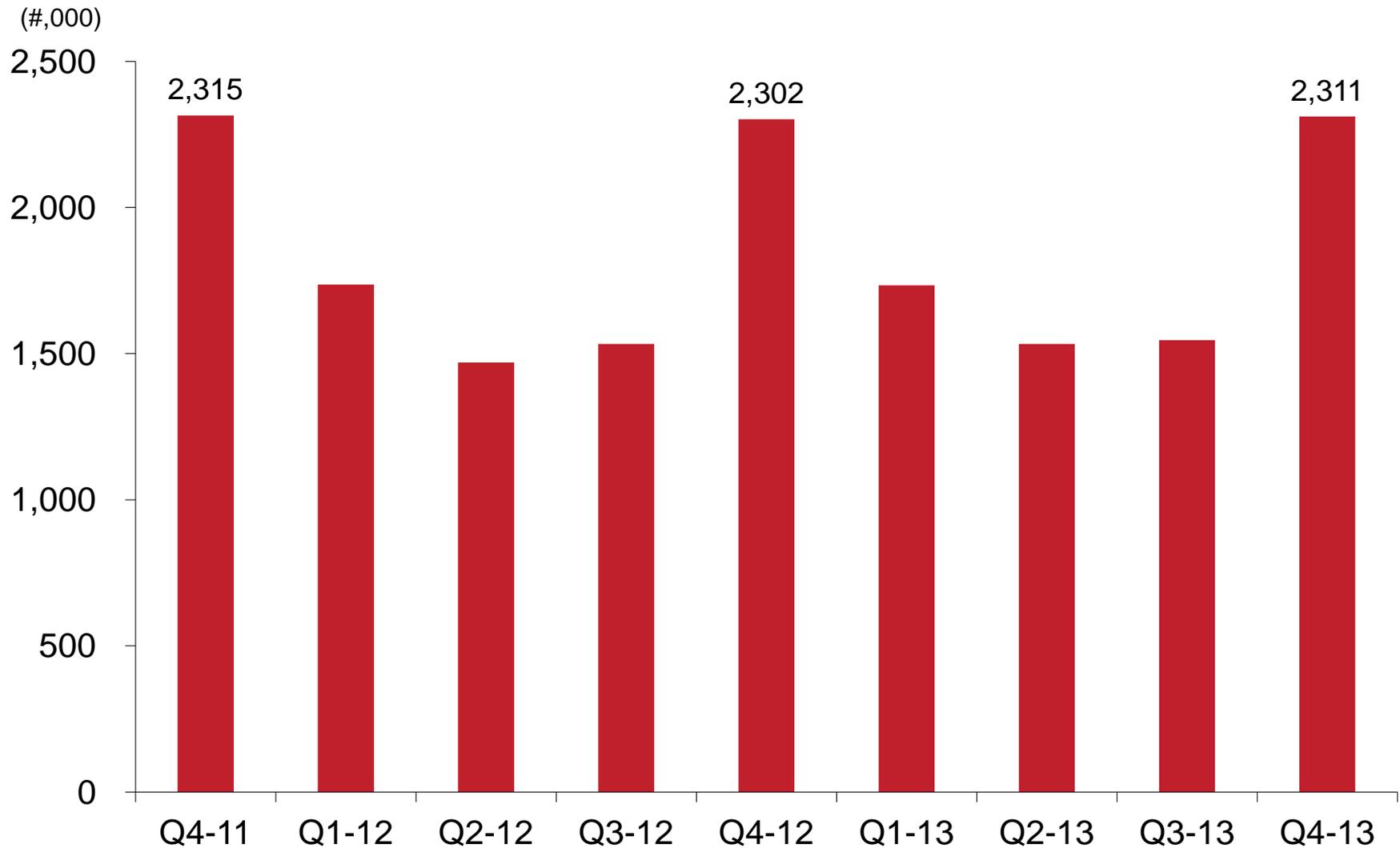
# GAAP TTM Inventory Turns



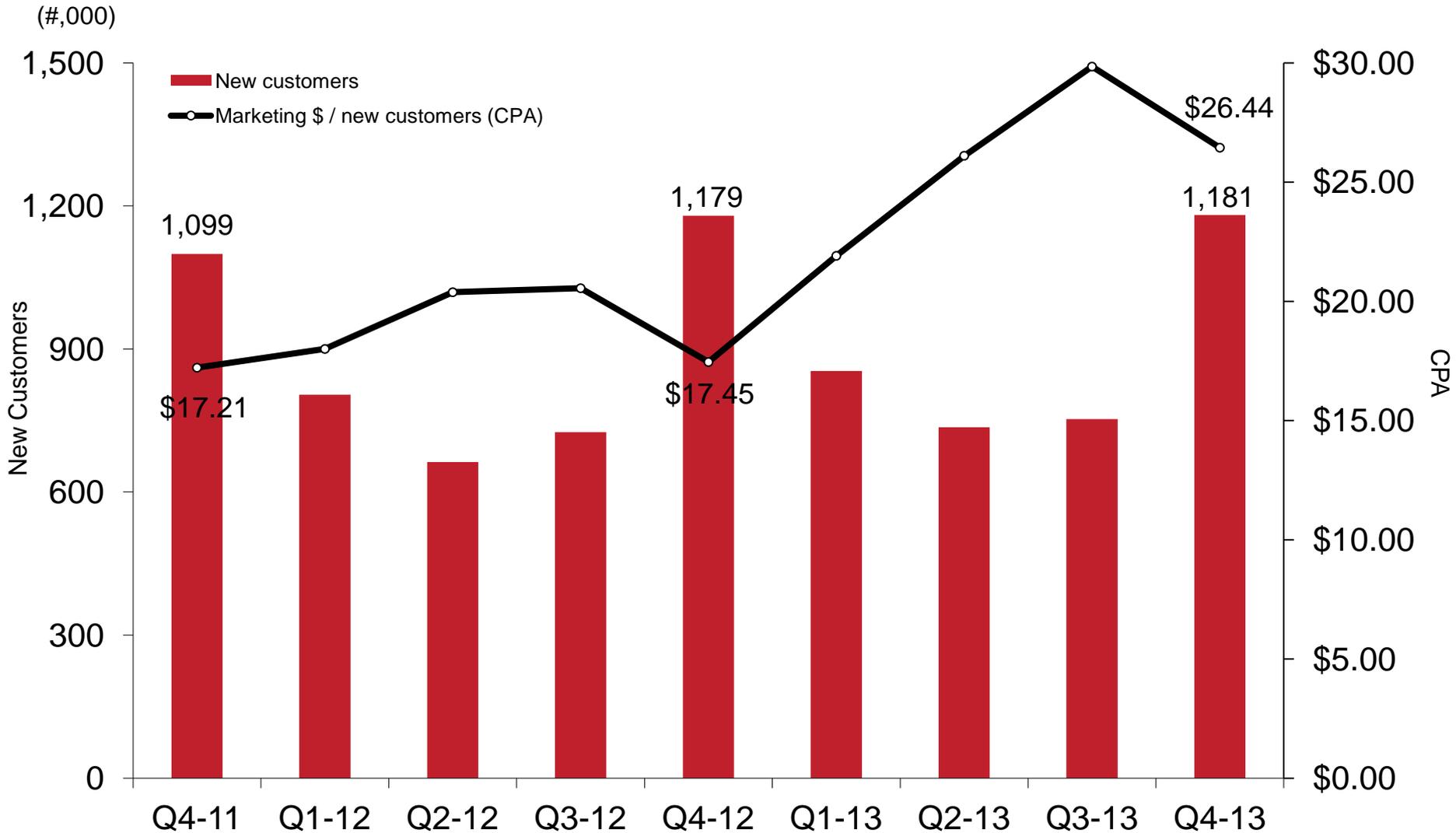


\*GMROI (TTM) = TTM GM% \* (TTM Revenue / Average Inventory)

# Unique Customers



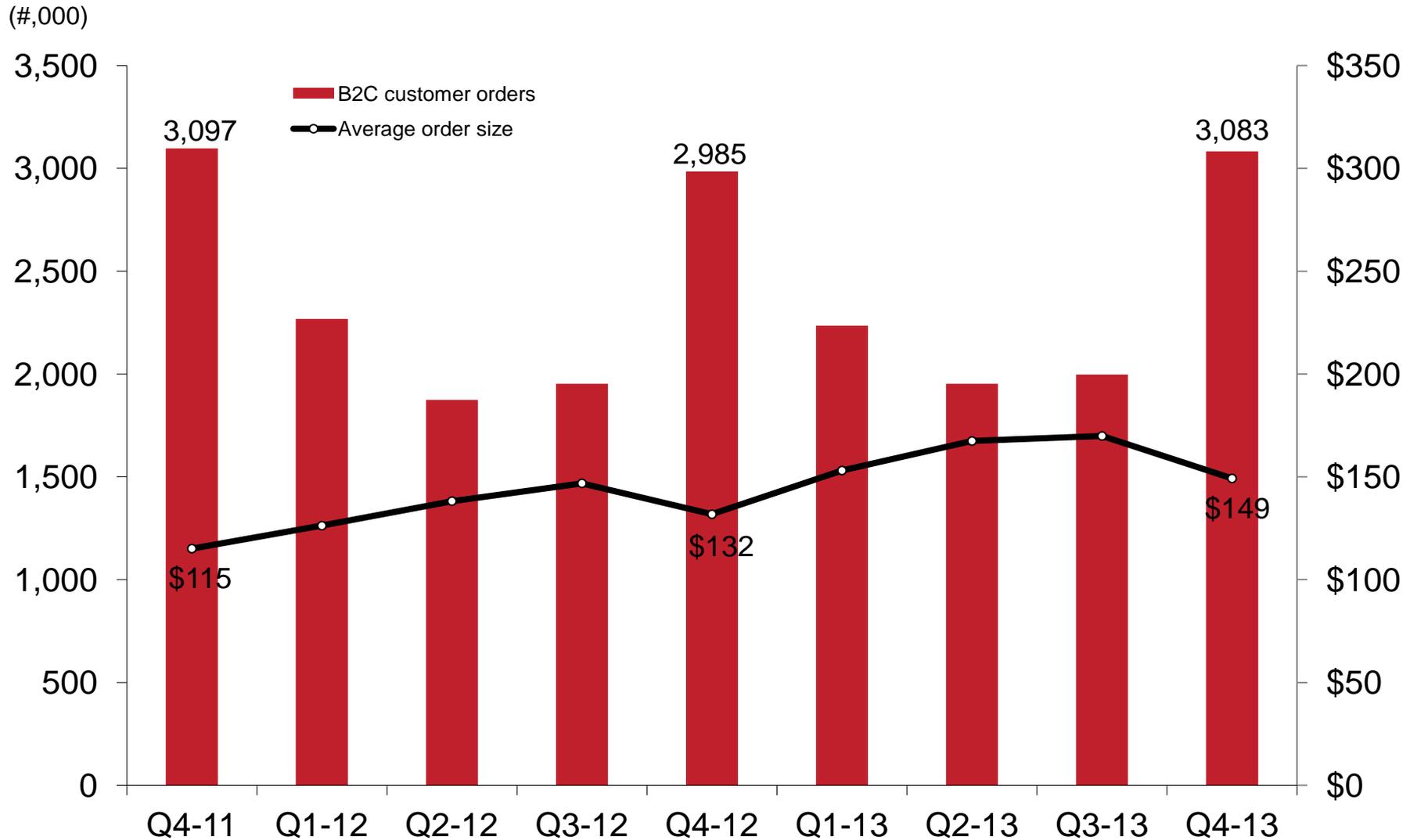
# New Customers & CPA\*



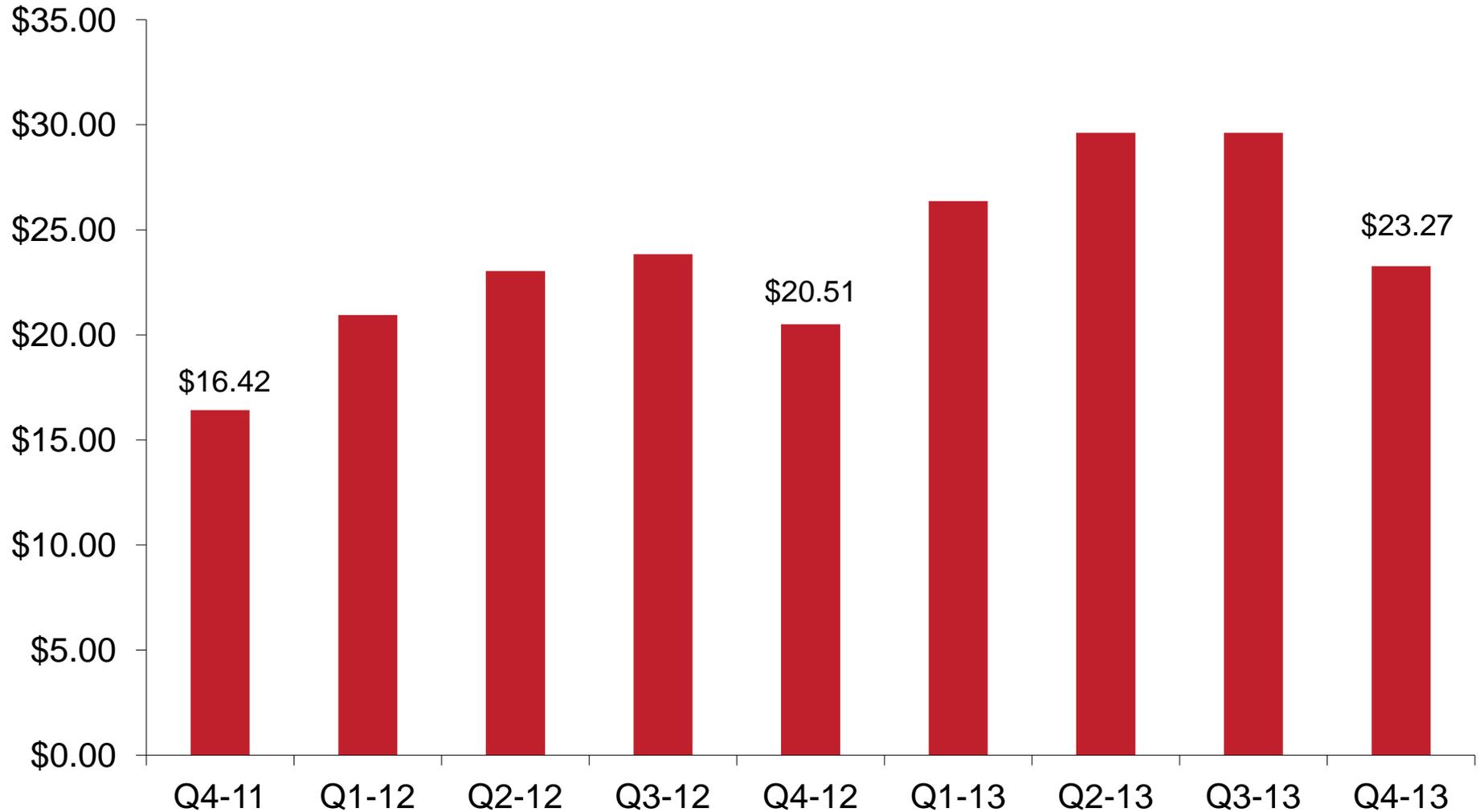
\*Excludes cars, insurance, and travel



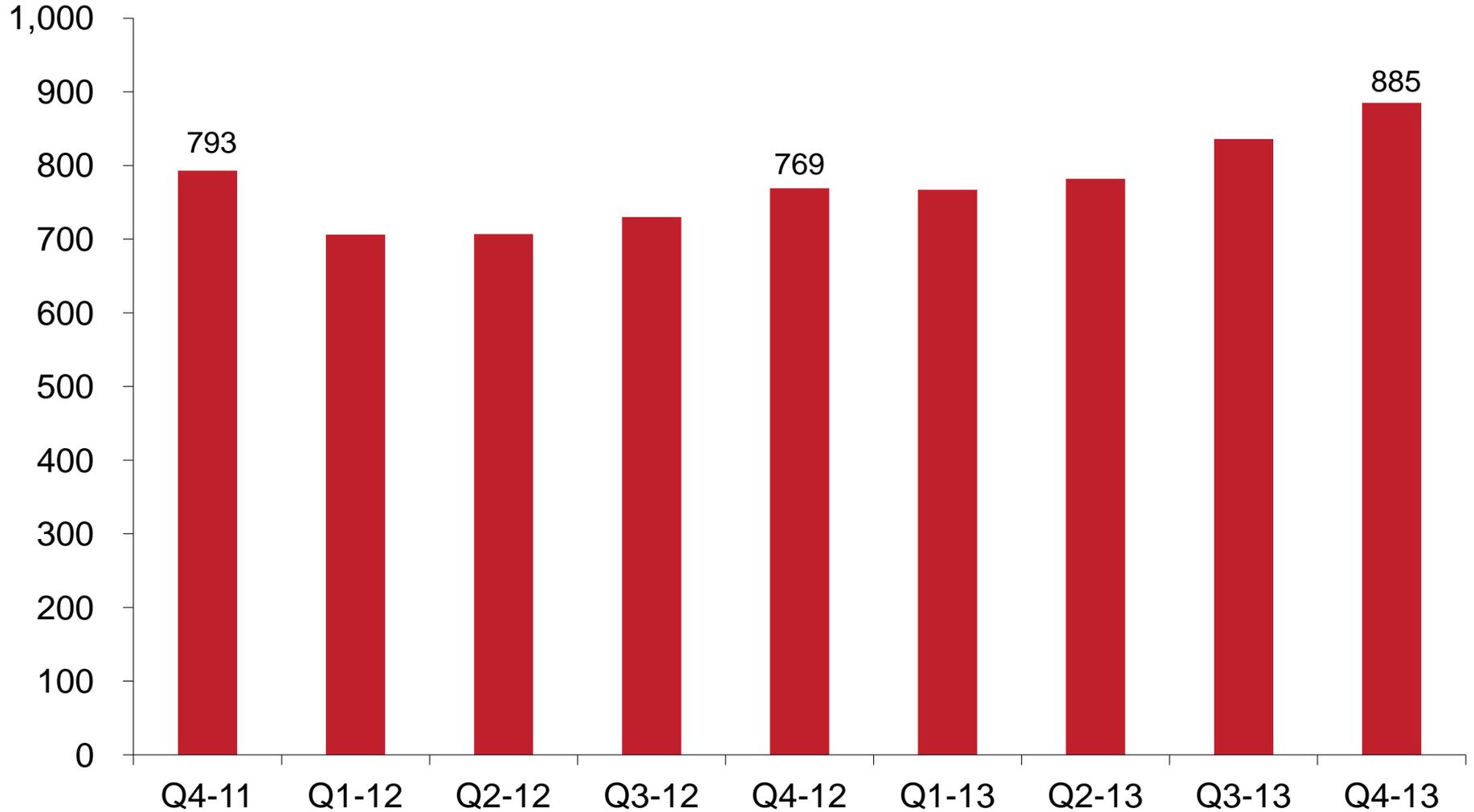
# Customer Orders & Average Order Size



# Gross Profit per Transaction



# Corporate Employees



# Questions