



# Overstock.com, Inc.

## Q3 2013

### Financial Results

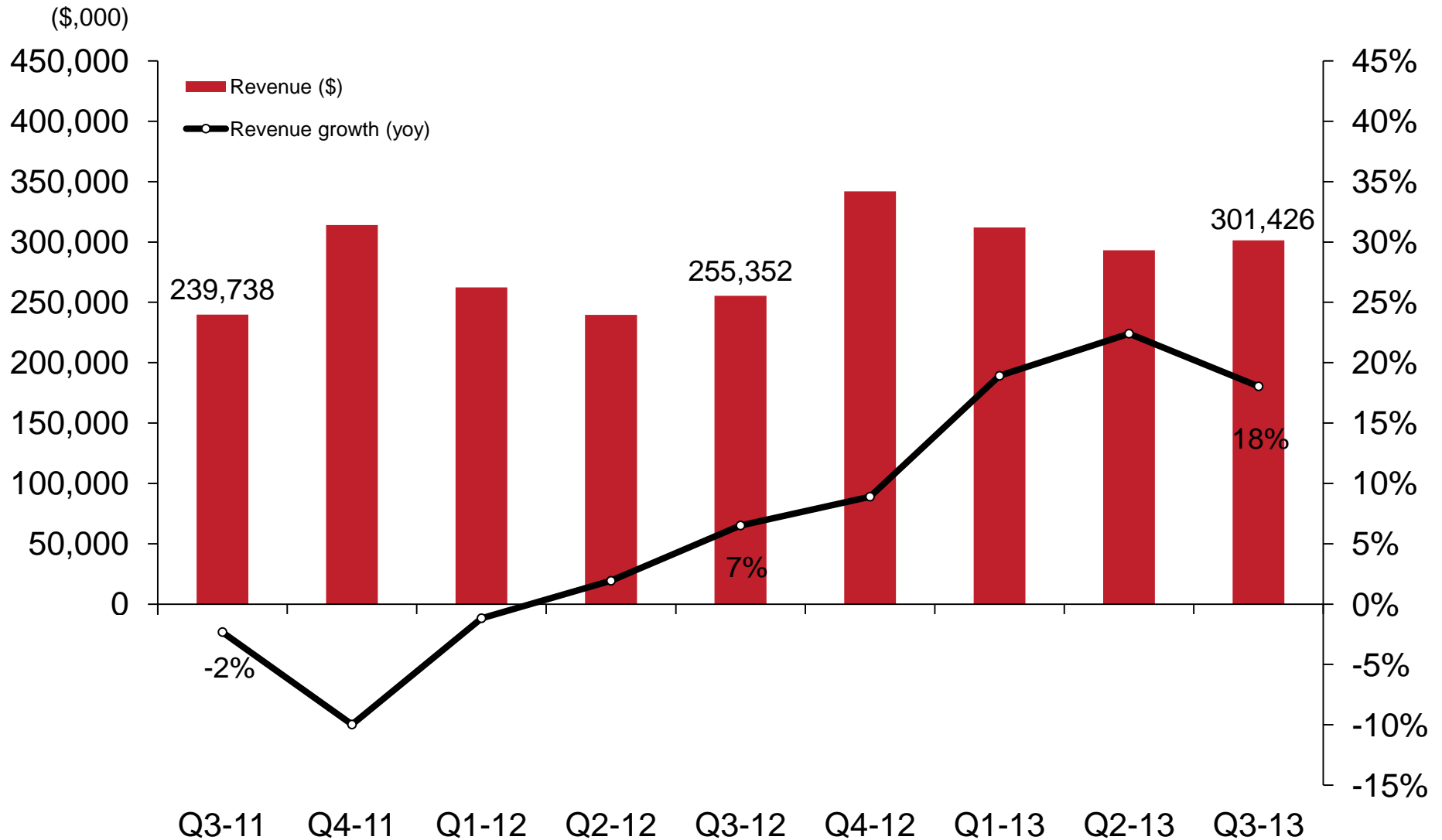
October 17, 2013

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 we may offer, and any 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, 2012 which we filed on February 21, 2013, 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.

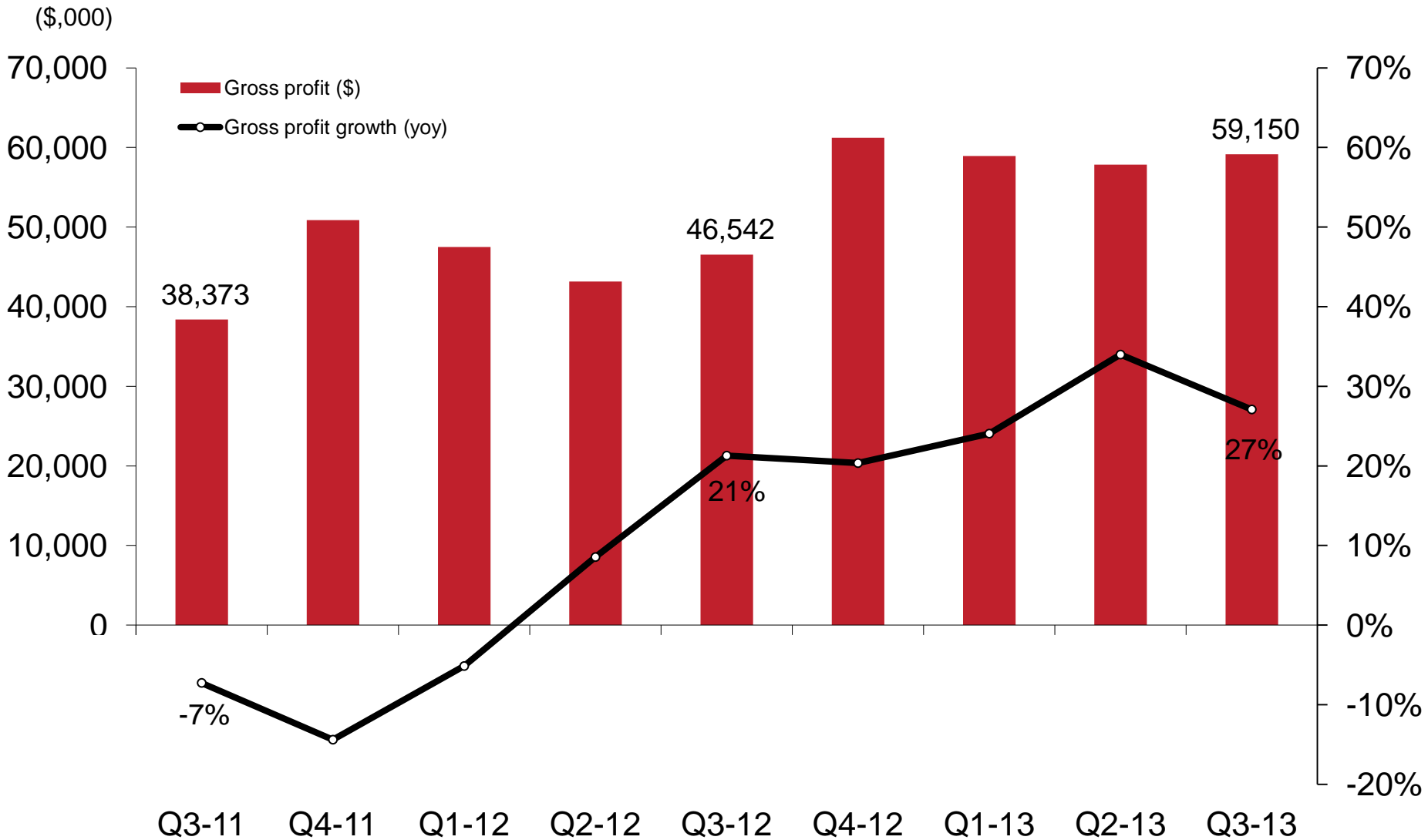
- Revenue = \$301.4 million (18% increase vs. Q3 2012)
- Gross profit dollars = \$59.2 million (27% increase vs. Q3 2012)
- Gross margin = 19.6% (vs. 18.2% in Q3 2012)
- Contribution dollars\* = \$36.7 million (16% increase vs. Q3 2012)
- Contribution margin\* = 12.2% (vs. 12.4% in Q3 2012)
- Tech and G&A expense = \$33.2 million (11% increase vs. Q3 2012)
- Net income = \$3.5 million (31% increase vs. Q3 2012)

\* non-GAAP

# Quarterly Revenue Growth

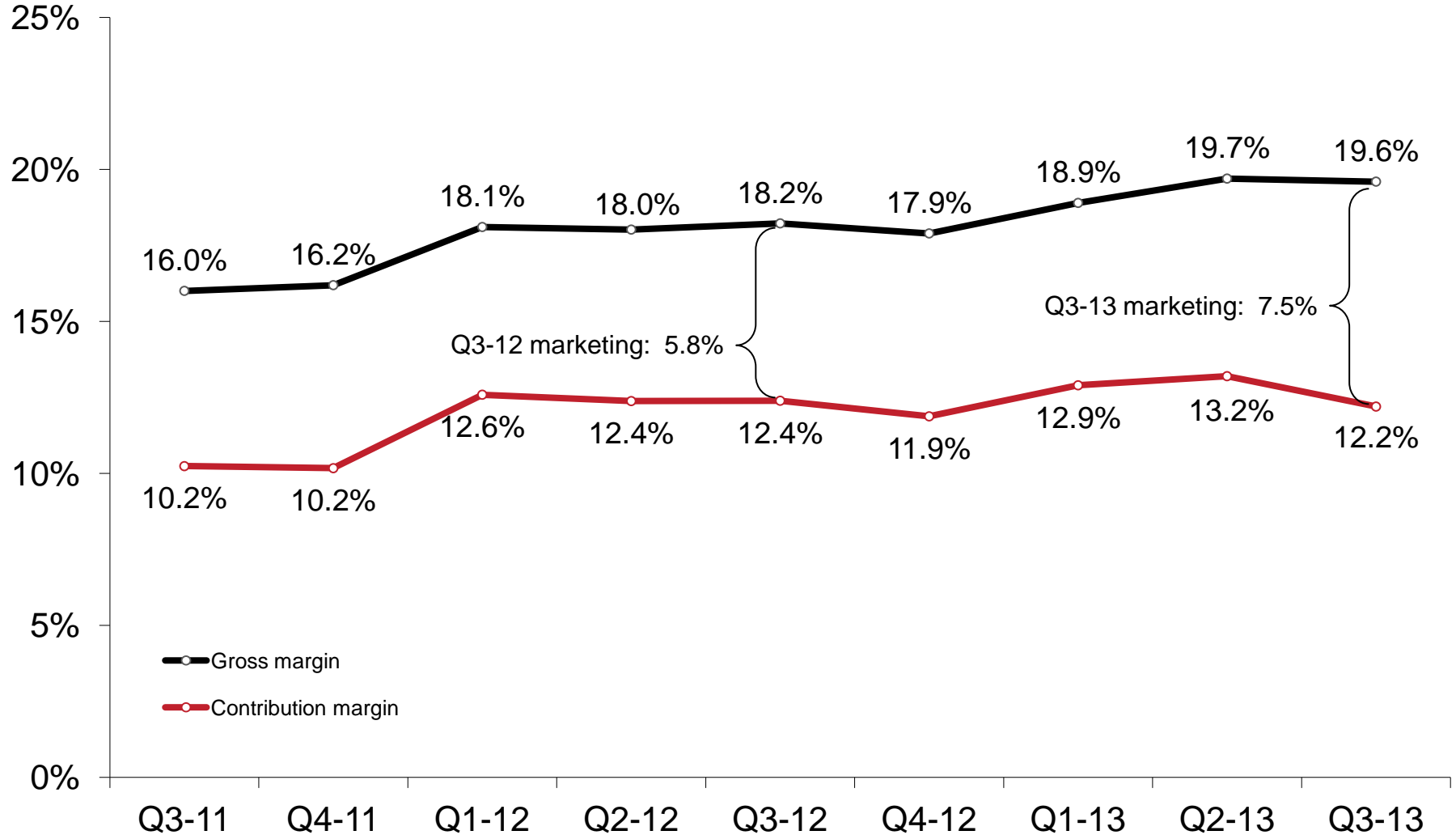


# Quarterly Gross Profit Growth



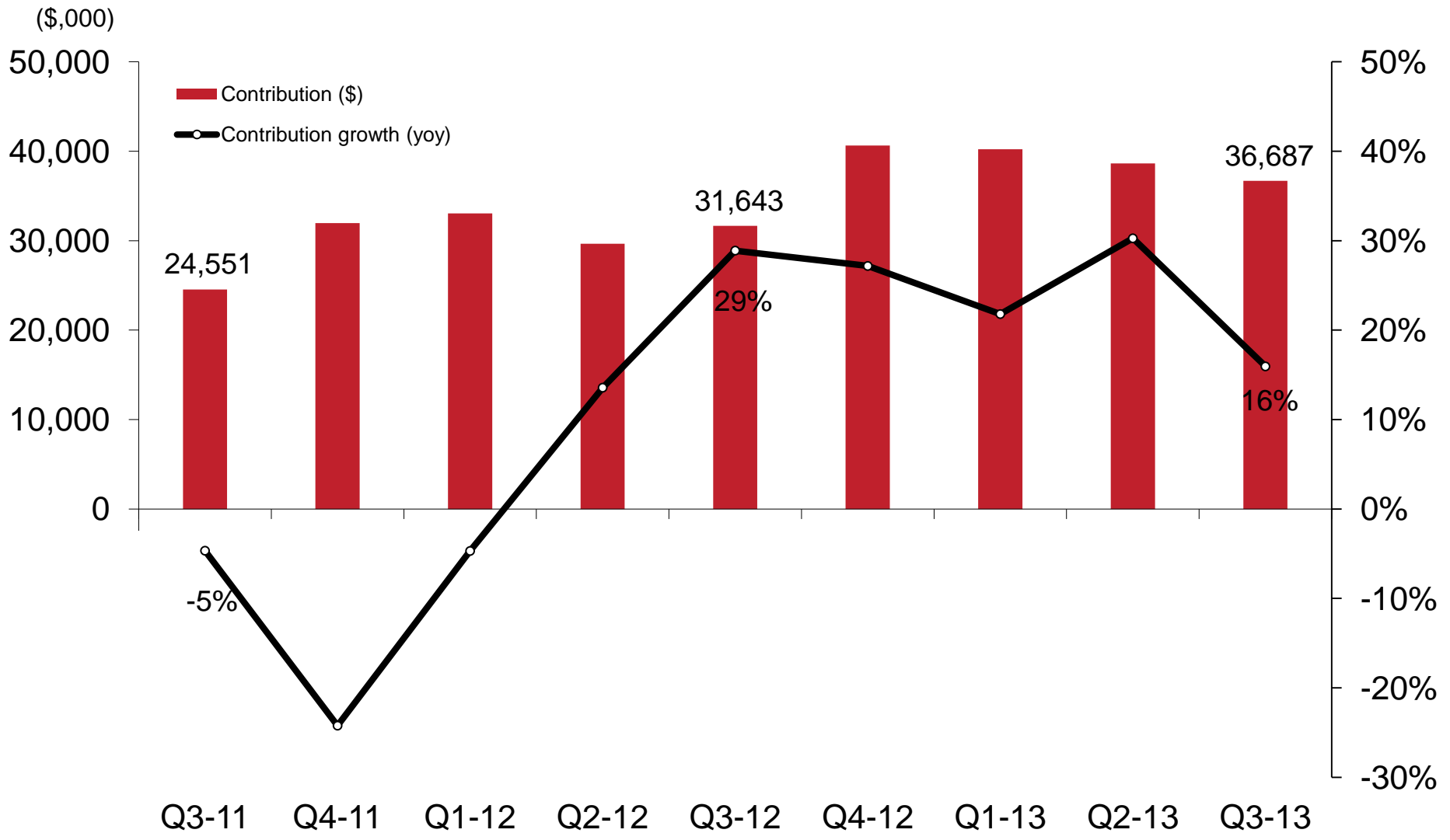


# Quarterly Gross Margin and Contribution\*



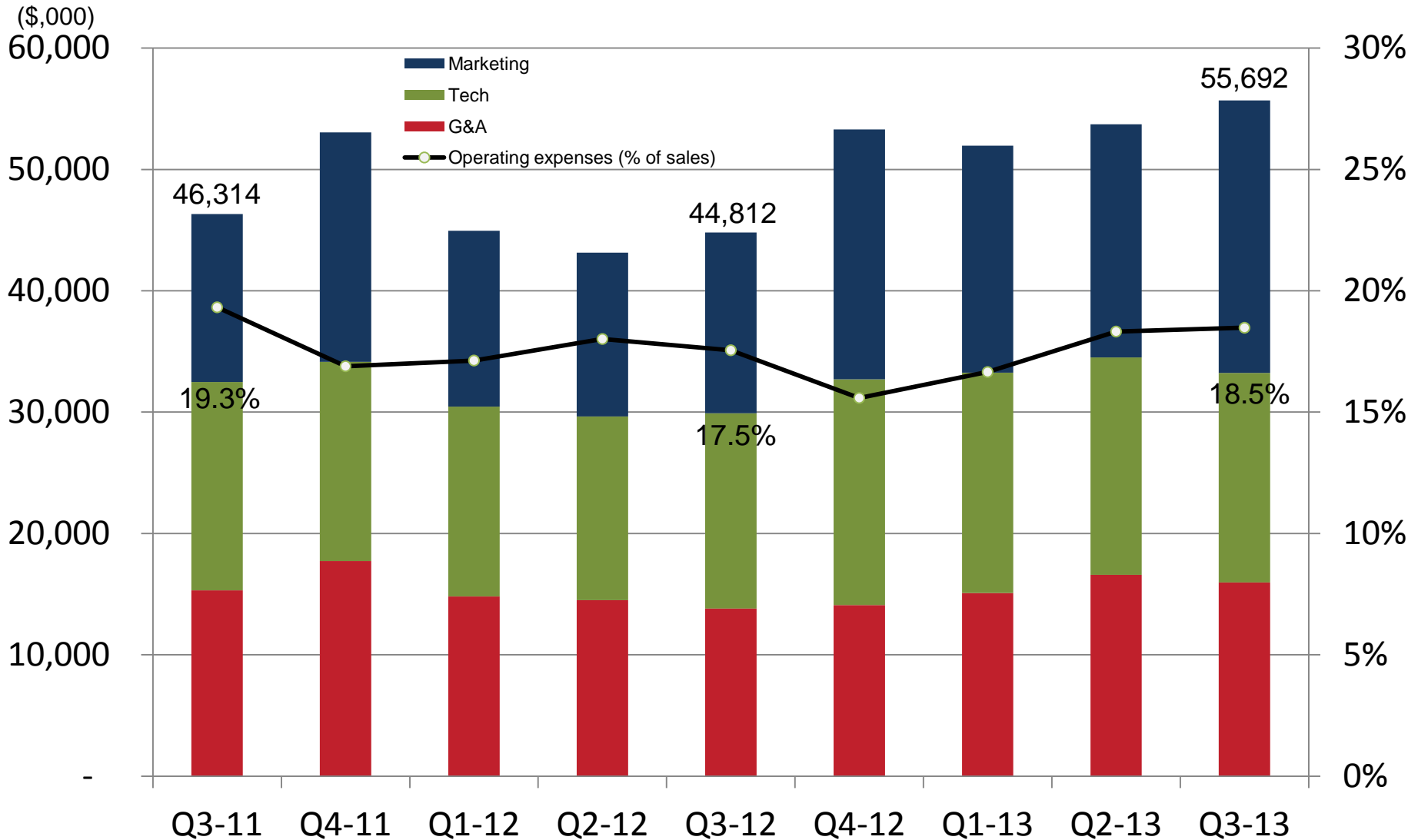
\*Contribution margin = Gross margin less Sales & Marketing percentage.

# Quarterly Contribution & Growth\*



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

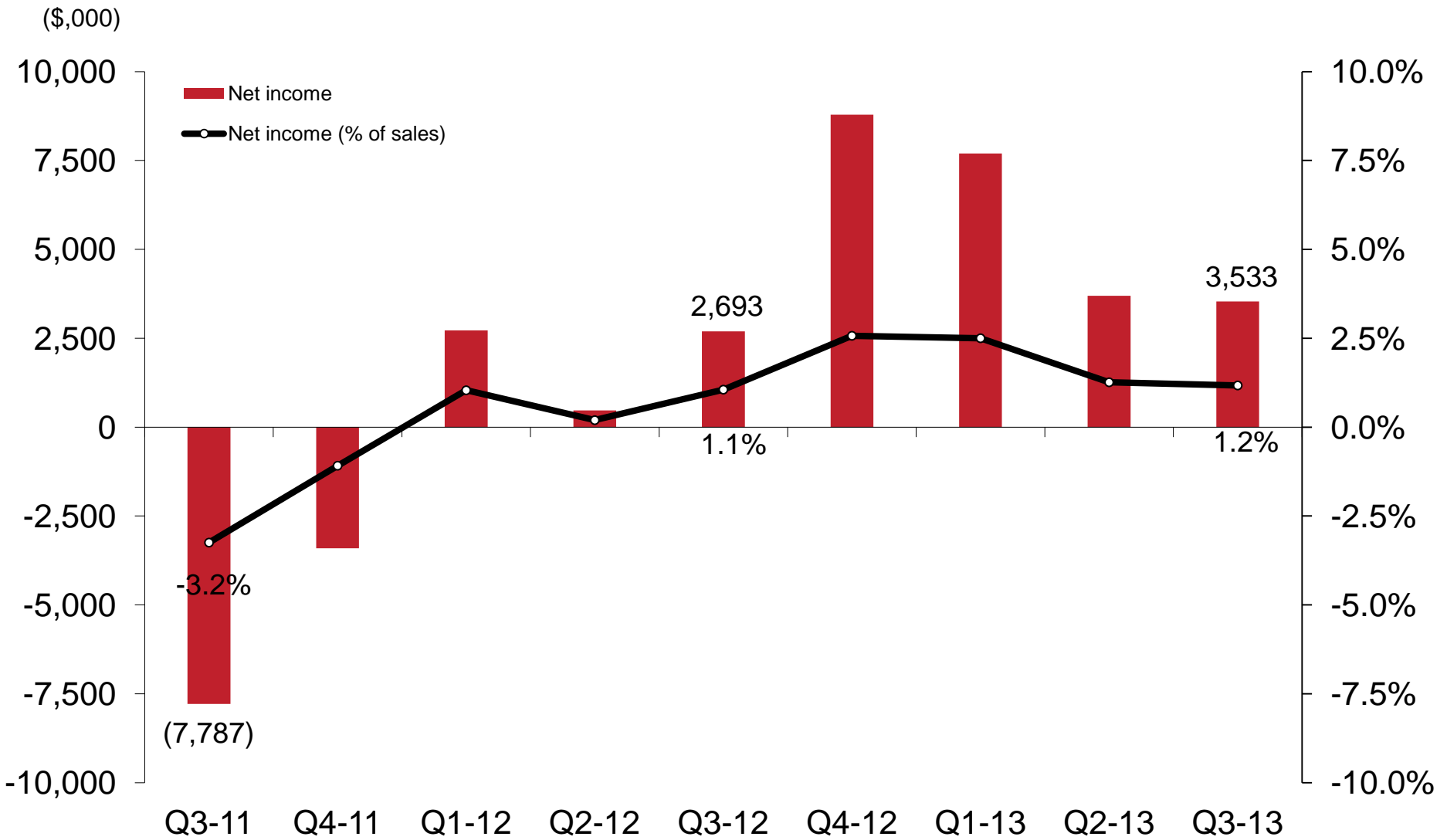
# Quarterly Operating Expenses



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

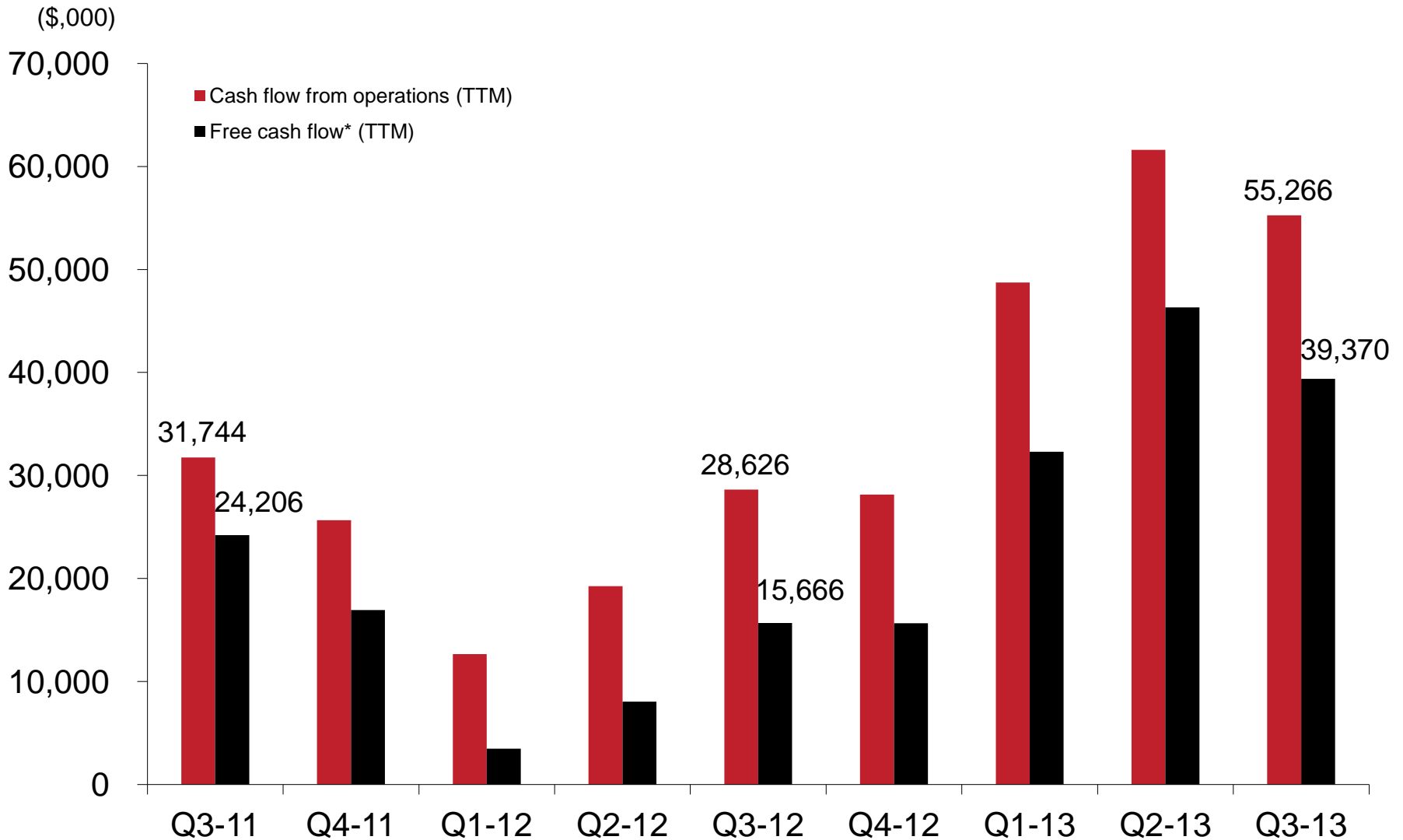


# Quarterly Net Income/(loss)



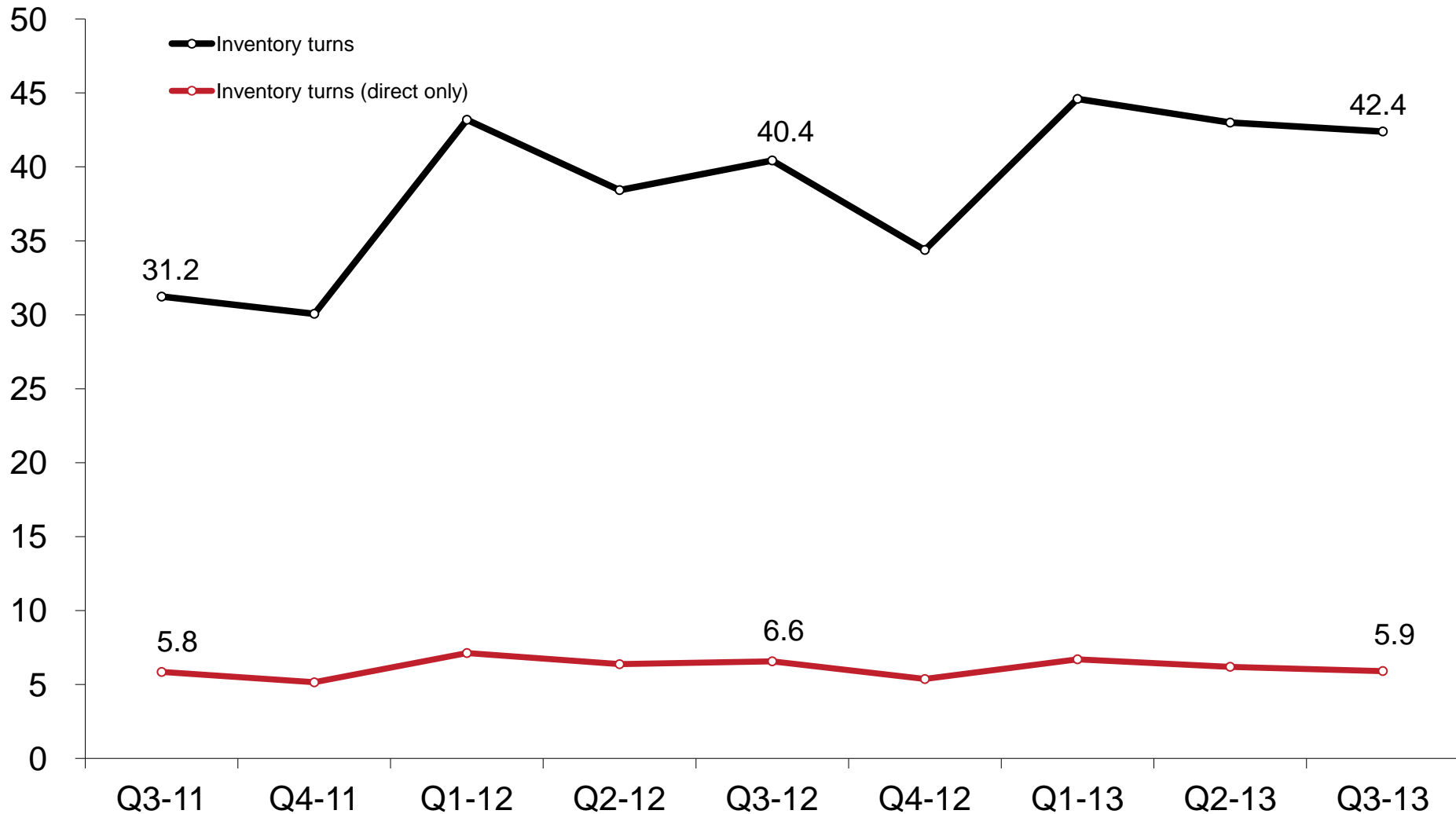


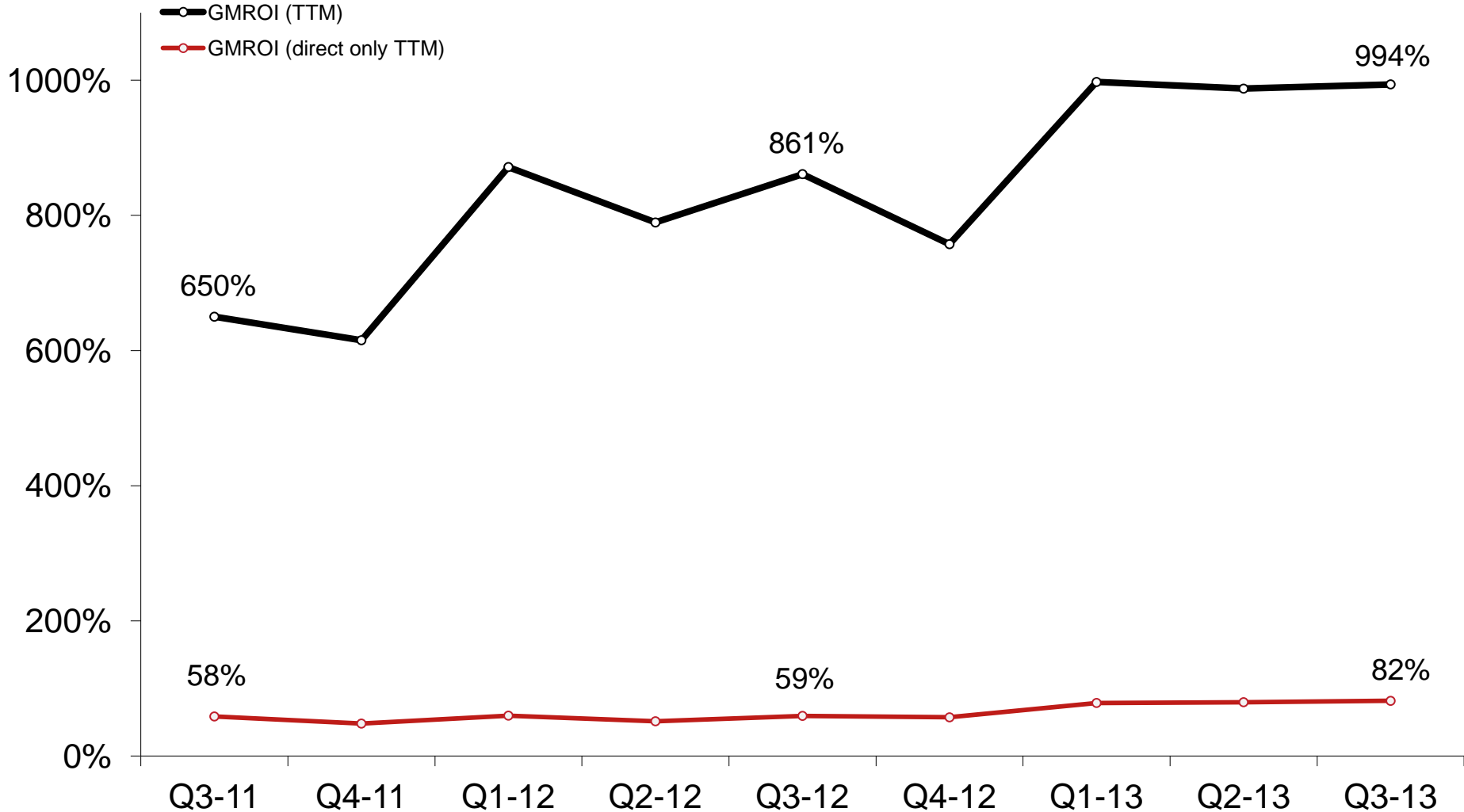
# Operating & Free Cash Flow (TTM)



\* non-GAAP

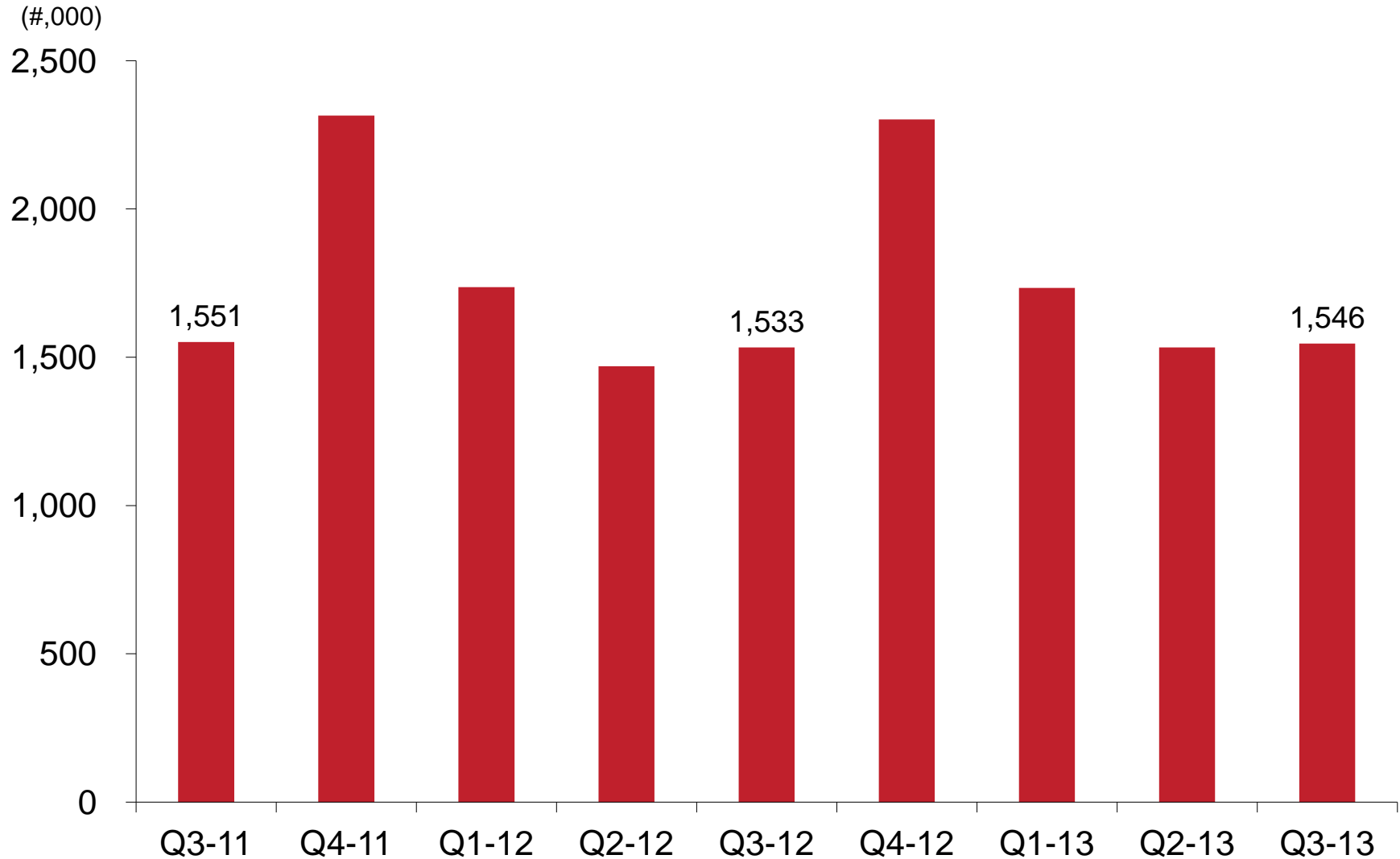
# GAAP TTM Inventory Turns



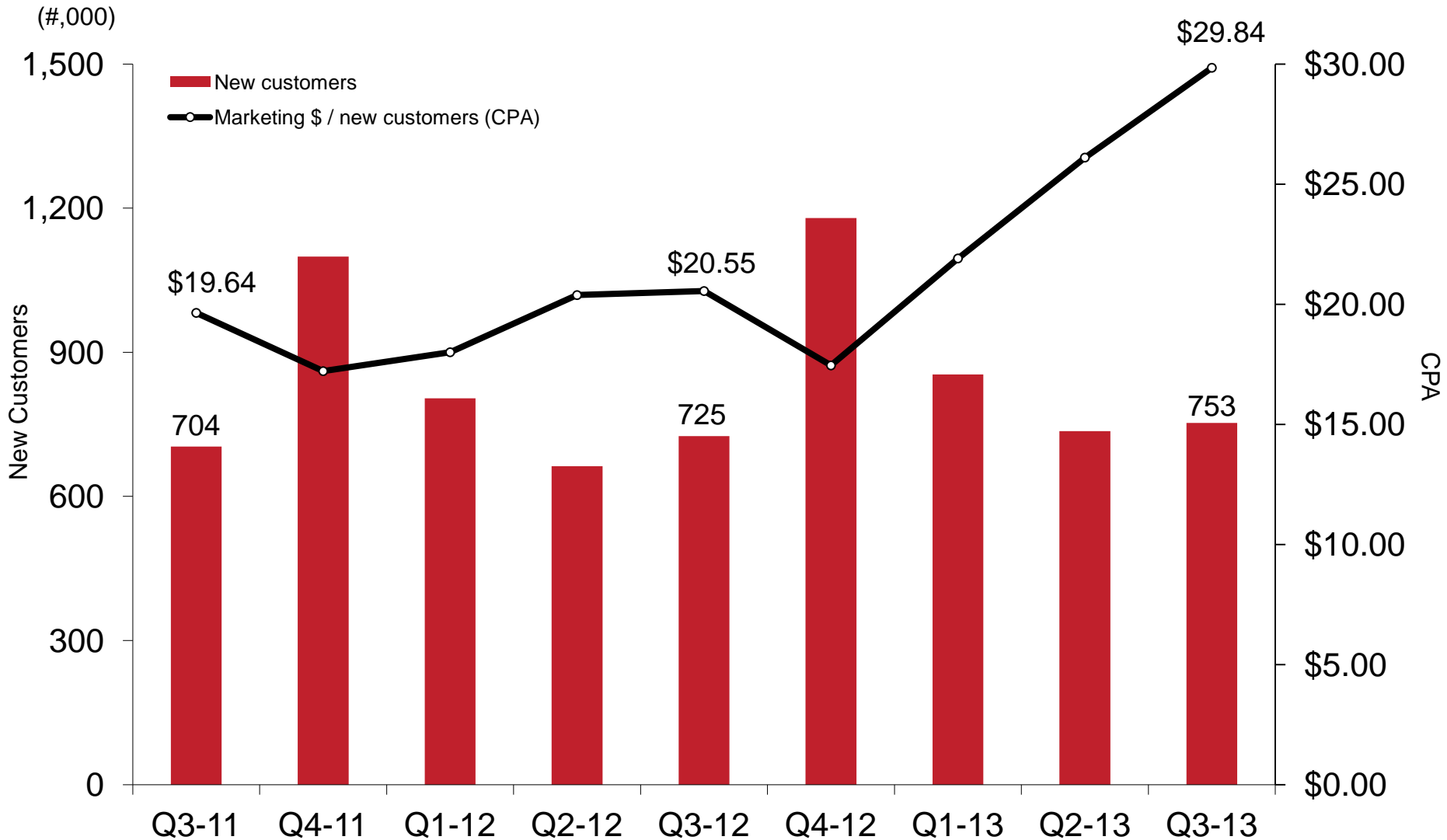


\*GMROI (TTM) = TTM GM% \* (TTM Revenue / Average Inventory)

# Unique Customers



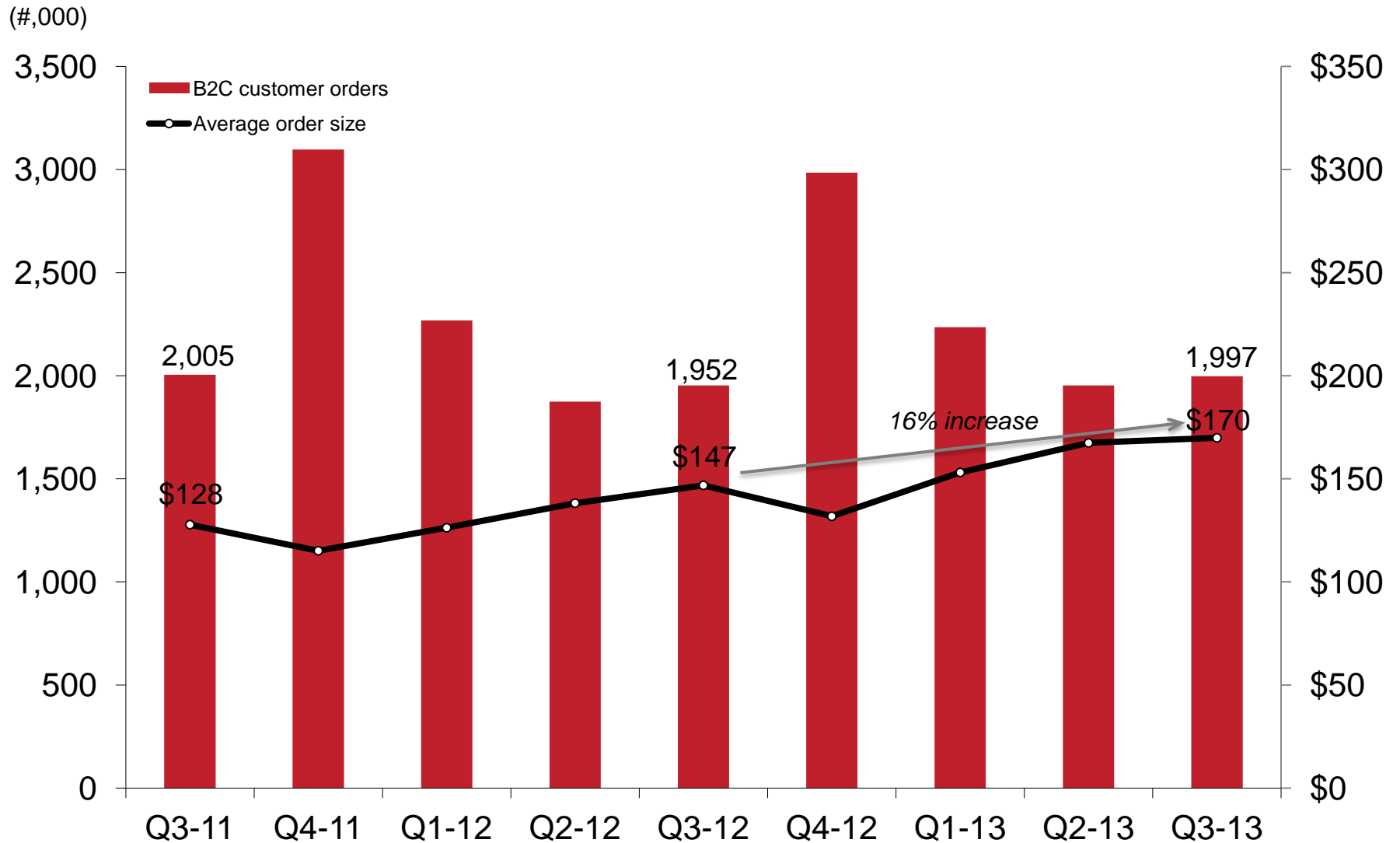
# New Customers & CPA\*



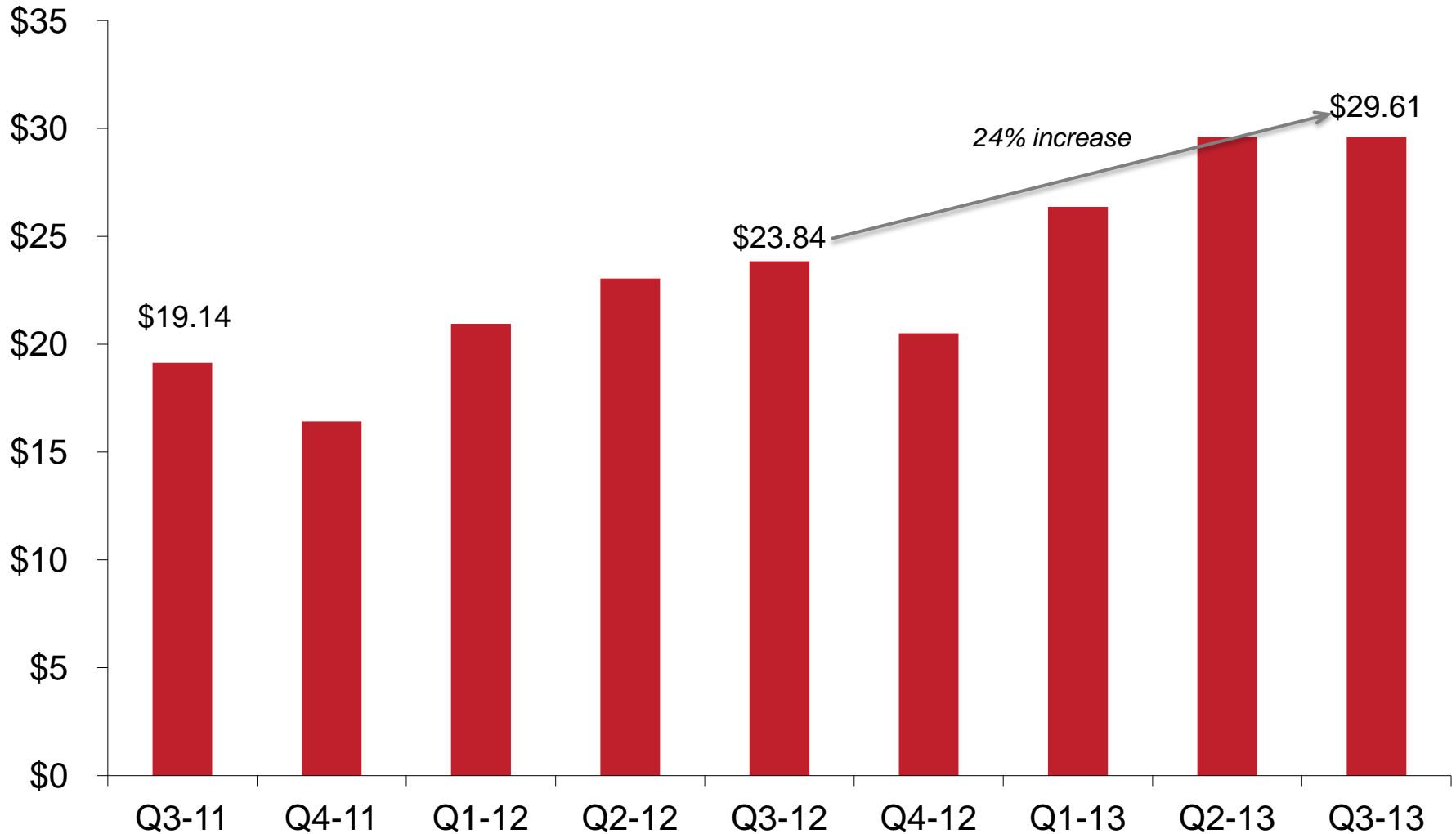
\*Excludes cars, insurance, and travel



# Customer Orders & Average Order Size

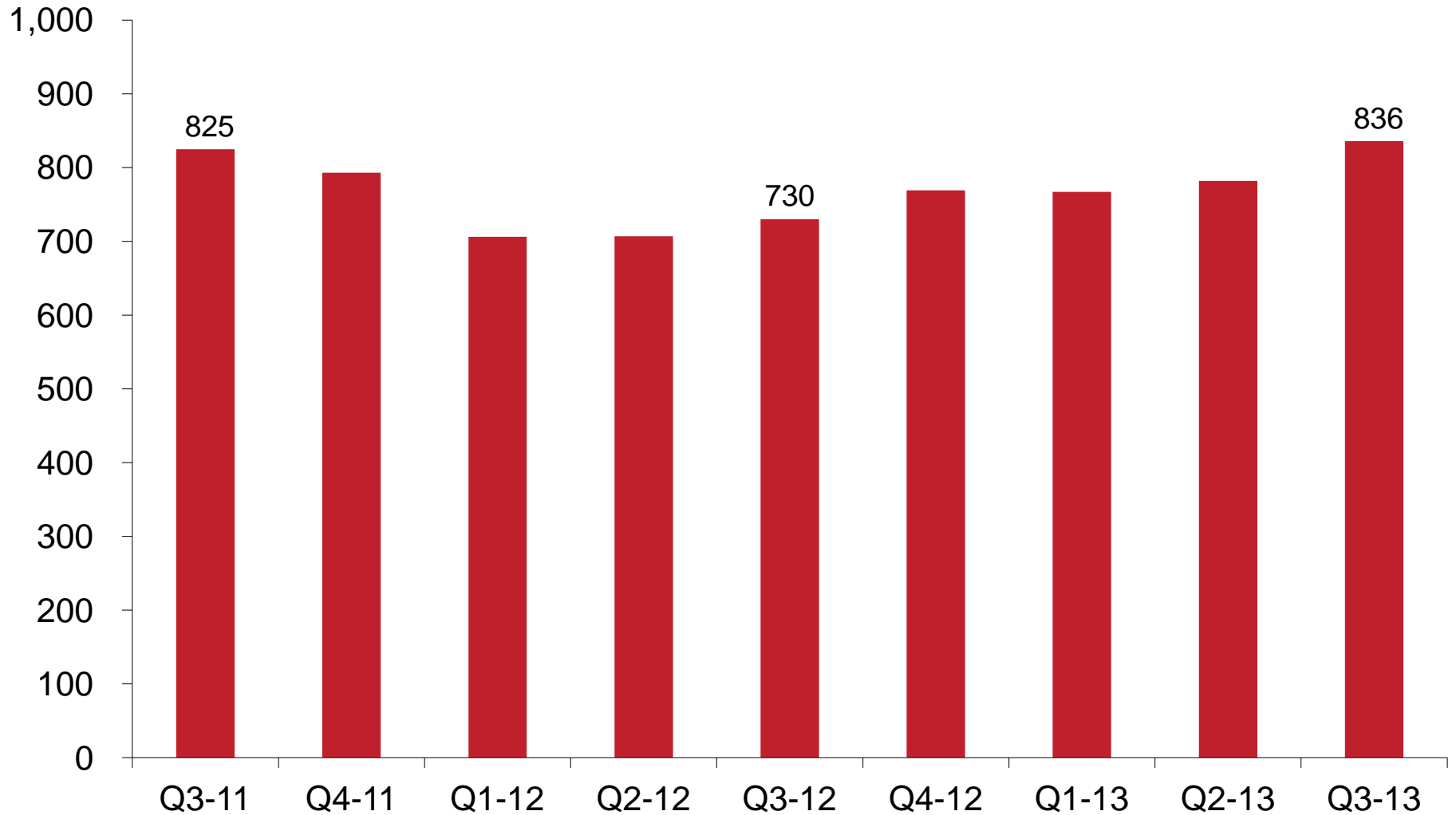


# Gross Profit per Transaction





# Corporate Employees



# Questions