



Etsy, Inc. (Nasdaq: ETSY) operates two-sided online marketplaces that connect millions of passionate and creative buyers and sellers around the world. Our primary marketplace, Etsy.com, is the global marketplace for unique and creative goods and Reverb is a leading global online marketplace dedicated to buying and selling new, used, and vintage musical instruments. Our mission is to “Keep Commerce Human” and we’re committed to using the power of technology to fuel entrepreneurship, strengthen communities, and empower people around the world.

-  Etsy.com is the **4th largest** e-commerce site by monthly visits in the U.S.<sup>1</sup>
-  **90+M** items for sale
-  **4.7M** active sellers
-  **90.7M** active buyers
-  People are buying or selling from **nearly every country in the world**
-  Headquartered in **Brooklyn, NY**
-  **1,508** employees<sup>2</sup>

## The Etsy.com Marketplace

In a world of automation and commoditization, we believe that creativity cannot be automated and human connection cannot be commoditized. Buyers connect directly with sellers who lovingly create or curate millions of items across more than 50 retail categories, many of which can be personalized or customized. Whether a buyer is looking for something for a special occasion or just wants to make everyday feel special, there are items on Etsy for almost any moment throughout the year.



### Did you know?

On Etsy, someone searches for...

- A gift-related item every half a second
- A care package every 30 seconds
- Wall art or wall decor every second<sup>3</sup>

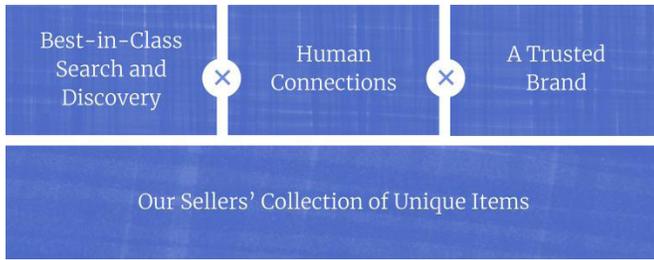
All figures as of March 31, 2021 unless otherwise noted.

<sup>1</sup>Based on the top e-commerce platforms in the US in 2020 and their estimated monthly traffic according to disfold.com October 7, 2020 report.

<sup>2</sup>Including Reverb employees.

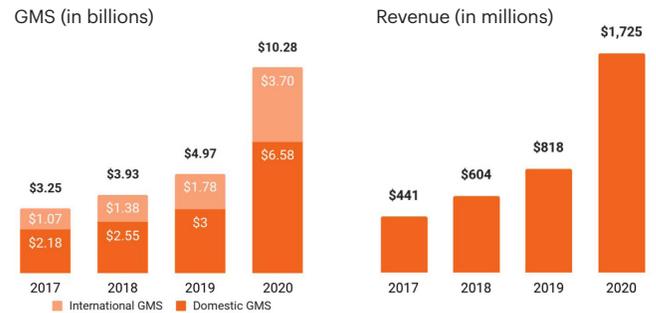
<sup>3</sup>Numbers as of December 31, 2020.

# Our Right to Win



# Consolidated Financial Highlights

Including Reverb



# Etsy Impact Strategy

Our business and impact strategies are inextricably linked and mutually reinforcing. We are committed to making a positive impact for people and the planet, serving as a leader in social and environmental action.



## Economic Impact

We strive to enable equitable access to the opportunities that we create.

- Etsy sellers contributed \$13 billion to the U.S. economy in 2020<sup>4</sup>
- 81% of Etsy sellers are women<sup>5</sup>
- 67% of sellers say their Etsy income has held steady, if not grown, since the start of the pandemic<sup>5</sup>



## Social Impact

We strive to make creative entrepreneurship a path to economic security and personal empowerment.

- A longstanding leader in gender diversity: approximately half of Etsy's entire workforce, exec team, and Board are women
- We have committed to doubling the percentage of Black and LatinX Etsy employees by 2023



## Ecological Impact

We strive to build long-term resilience by eliminating our carbon impacts and fostering responsible resource use.

- We set the ambitious goal of being Net Zero carbon emissions by 2030
- We were the first global ecommerce company to offset 100% of carbon emissions from shipping

<sup>4</sup>Calculated by ECONorthwest, an independent economic consulting firm.

<sup>5</sup>Based on Etsy's 2020 Global Seller Census.