

Etsy, Inc.

2022



Etsy, Inc. (Nasdaq: ETSY) operates two-sided online marketplaces that collectively connect **more than 95 million passionate and creative buyers** and **7.5 million sellers** around the world.¹ These marketplaces—which collectively create a “House of Brands” — share our mission, common levers for growth, similar business models, and a strong commitment to use business and technology to strengthen communities and empower people.

House of Brands

Etsy, Inc. is developing focused investment plans designed to deliver value creation throughout our House of Brands portfolio. In particular, we see opportunities to benefit from shared expertise in product, marketing, technology, and customer support across all four marketplaces.

Etsy

Our primary marketplace and the global destination for unique and creative goods

Reverb

Online marketplace for buying and selling musical instruments

elo7

The “Etsy of Brazil” providing a marketplace for unique items in LatAm’s largest market

depop

Fashion resale marketplace that has built a true home for its Gen Z audience



Etsy.com is the **8th most downloaded** shopping app in the iOS App Store²



More than 100M Etsy.com listings for sale



People are buying or selling from **nearly every country in the world**



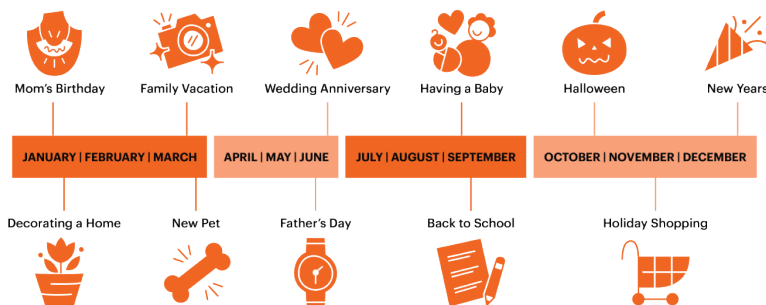
Headquartered in **Brooklyn, NY**



2,790 employees^{1,2}

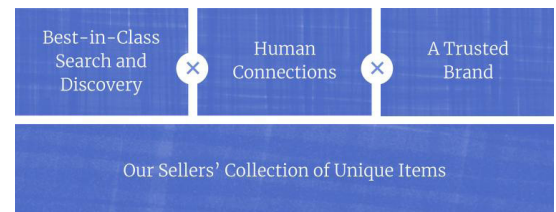
The Etsy.com Marketplace

Buyers come to the Etsy marketplace for meaningful, one-of-a-kind items handcrafted and curated with passion and expertise by our creative entrepreneurs. We are focused on attracting potential buyers to Etsy for everyday items that have meaning and those “special” purchase occasions that happen throughout the year. These include items that reflect an individual’s unique style; gifting that demonstrates thought and care; and celebrations that express creativity and fun.



Our Right to Win

Our investments in product, marketing and talent will be focused on capitalizing on what we believe are our core competitive advantages, or our Right To Win.



Did you know?

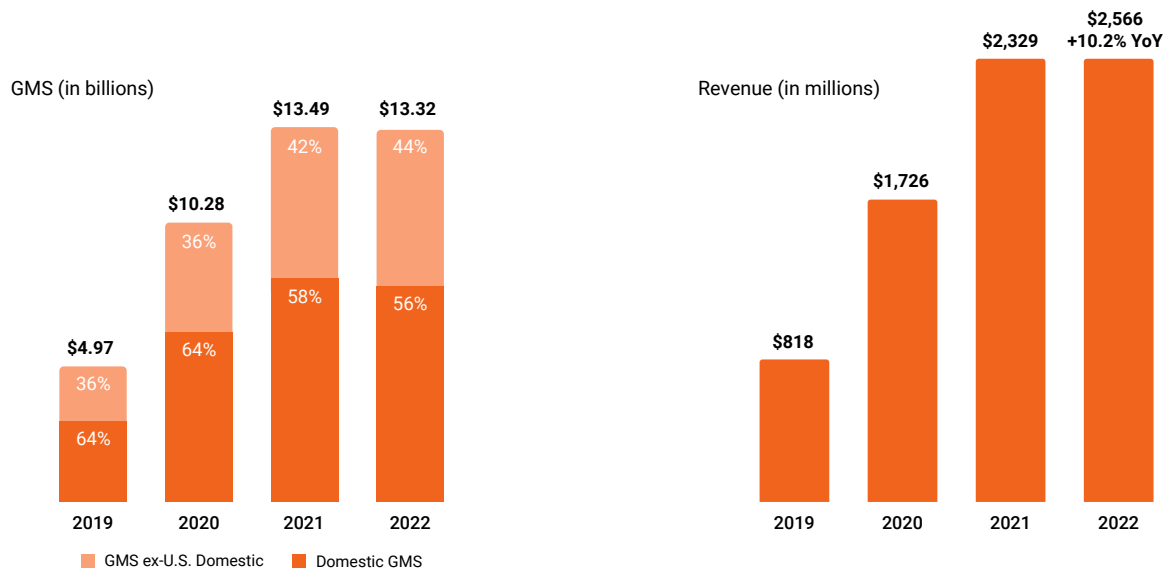
On Etsy, someone searches for...

- **Wall art** every two seconds
- **Wedding-related** items every two seconds
- **Gift-related** items every second
- **Antique or vintage** items every second
- **Custom or handmade furniture** every minute

¹Consolidated to include the Etsy, Reverb, elo7, and Depop marketplaces

²As of December 31, 2022

Consolidated Financial Highlights



Environmental, Social, and Governance Strategy

Our business and ESG 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.



Environmental

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

- We set the ambitious goal of achieving Net Zero carbon emissions, with a near-term 2030 target as well as a long-term 2040 target. In 2022, we made significant progress toward our target.
- We were the first global ecommerce company to offset 100% of carbon emissions from shipping.
- We provide U.S. Etsy and Depop sellers access to affordable planet-friendly packaging, made from certified responsible and 100% recycled materials.



Social

We strive to ensure equitable access to the opportunities we create.

- Etsy proudly maintains approximate gender parity across the entire workforce, leadership team, and Board of Directors.
- Nearly half of people in Etsy.com marketing assets in the U.S. are people of color.¹
- Etsy is working towards a goal of \$120 million of cumulative spend with diverse suppliers²
- In 2022, Etsy expanded its *Uplift Initiative*, aimed at providing pathways to economic freedom for creative entrepreneurs, including adding two new groups of heritage artisan communities.



Governance

We foster a culture of ethics and accountability through:

- Thoughtful marketplace and corporate governance practices.
- Transparent and accountable reporting. Since 2018, we've shared our ESG metrics alongside our financial results in our Integrated Annual Report.

¹For Etsy.com-owned and Etsy.com-managed channels in 2022

²From January 1, 2022 through the end of 2025, across Etsy, Reverb and Depop.