

Wayfair Inc.  
Form 4  
October 09, 2014

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

Check this box  
if no longer  
subject to  
Section 16.  
Form 4 or  
Form 5  
obligations  
may continue.  
See Instruction  
1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF  
SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934,  
Section 17(a) of the Public Utility Holding Company Act of 1935 or Section  
30(h) of the Investment Company Act of 1940

## OMB APPROVAL

OMB  
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response... 0.5

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
Spark Capital III (AIV I), L.P.

(Last) (First) (Middle)

137 NEWBURY STREET, 8TH  
FLOOR

(Street)

BOSTON, MA 02116

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading  
Symbol

Wayfair Inc. [W]

3. Date of Earliest Transaction  
(Month/Day/Year)

10/07/2014

4. If Amendment, Date Original  
Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to  
Issuer

(Check all applicable)

\_\_\_\_ Director \_\_\_\_X\_\_\_\_ 10% Owner  
\_\_\_\_ Officer (give title below) \_\_\_\_ Other (specify below)

6. Individual or Joint/Group Filing(Check  
Applicable Line)

\_\_\_\_ Form filed by One Reporting Person  
\_\_X\_\_ Form filed by More than One Reporting  
Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Beneficial Ownership (Instr. 4)
			Code	V Amount (D) Price			

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

**Persons who respond to the collection of  
information contained in this form are not  
required to respond unless the form  
displays a currently valid OMB control  
number.**

SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
**(e.g., puts, calls, warrants, options, convertible securities)**

1. Title of Derivative Security	2. Conversion or Exercise	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any	4. Transaction Code	5. Number of Derivative Securities Acquired (A) or Disposed of (D)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Am Underlying Sec (Instr. 3 and 4)

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(Instr. 3)	Price of Derivative Security	(Month/Day/Year)	(Instr. 8) Code	(Instr. 3, 4, and 5) V (A) (D)	Date Exercisable	Expiration Date	Title	A N S
Series A-1 Preferred Stock	<u>(1)</u>	10/07/2014	C	2,650,535	<u>(1)</u>	<u>(1)</u>	Class B Common Stock <u>(2)</u>	2
Series A-1 Preferred Stock	<u>(1)</u>	10/07/2014	C	26,232	<u>(1)</u>	<u>(1)</u>	Class B Common Stock <u>(2)</u>	
Series A-2 Preferred Stock	<u>(1)</u>	10/07/2014	C	454,376	<u>(1)</u>	<u>(1)</u>	Class B Common Stock <u>(2)</u>	
Series A-2 Preferred Stock	<u>(1)</u>	10/07/2014	C	4,498	<u>(1)</u>	<u>(1)</u>	Class B Common Stock <u>(2)</u>	
Class B Common Stock	<u>(1)</u>	10/07/2014	C	2,650,535	<u>(2)</u>	<u>(2)</u>	Class A Common Stock	2
Class B Common Stock	<u>(1)</u>	10/07/2014	C	26,232	<u>(2)</u>	<u>(2)</u>	Class A Common Stock	
Class B Common Stock	<u>(1)</u>	10/07/2014	C	454,376	<u>(2)</u>	<u>(2)</u>	Class A Common Stock	
Class B Common Stock	<u>(1)</u>	10/07/2014	C	4,498	<u>(2)</u>	<u>(2)</u>	Class A Common Stock	

## Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
Spark Capital III (AIV I), L.P. 137 NEWBURY STREET, 8TH FLOOR BOSTON, MA 02116		X		
Spark Capital Founders' Fund III, L.P. 137 NEWBURY STREET, 8TH FLOOR BOSTON, MA 02116		X		

## Signatures

/s/ Paul Conway, Managing Member of the General Partner of Spark Capital III (AIV I), L.P.

10/09/2014

\_\_Signature of Reporting Person

Date

/s/ Paul Conway, Managing Member of the General Partner of Spark Capital Founders' Fund III, L.P.

10/09/2014

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

\* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).

\*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

- (1) Each share of Series A-1 Preferred Stock and Series A-2 Preferred Stock, each of which has no expiration date, automatically converted into one share of Class B Common Stock upon the consummation of the issuer's initial public offering.

Each share of Class B Common Stock, which has no expiration date, is convertible at any time at the option of the holder into one share of Class A Common Stock. In addition, each share of Class B Common Stock will automatically convert into one share of Class A

- (2) Common Stock (a) upon transfer thereof, subject to certain exceptions, (b) upon the date on which the outstanding shares of Class B Common Stock represent less than 10% of the aggregate number of shares of the then outstanding Class A Common Stock and Class B Common Stock, or (c) in the event that holders of at least 66 2/3% of the then outstanding shares of Class B Common Stock elect to convert all shares of Class B Common Stock into shares of Class A Common Stock.

- (3) The reported securities are owned directly by Spark Capital III (AIV I), L.P. ("SCIII (AIV I)"). Spark Management Partners III (AIV I), LLC ("SMPIII (AIV I)") is the general partner of SCIII (AIV I). SMPIII (AIV I) may be deemed to beneficially own these shares, but disclaims beneficial ownership of these securities and this report shall not be deemed an admission that it is the beneficial owner of such securities for purposes of Section 16 or for any other purpose, except to the extent of its pecuniary interest therein.

- (4) The reporting persons may be deemed to be part of a group with beneficial ownership of more than 10% of the Issuer's Class A Common Stock, which is a class of equity securities registered under Section 12 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), by virtue of the treatment of only the Class B Common Stock held by the reporting persons as being converted into Class A Common Stock for the purpose of computing the reporting persons' percentage ownership of Class A Common Stock. The filing of this Form 4 shall not be deemed an admission that the reporting persons are required to file reports pursuant to Section 16 of the Exchange Act.

- (5) The reported securities are owned directly by Spark Capital Founders' Fund III, L.P. ("SCFFIII"). Spark Management Partners III, LLC ("SMPIII") is the general partner of SCFFIII. SMPIII may be deemed to beneficially own these shares, but disclaims beneficial ownership of these securities and this report shall not be deemed an admission that it is the beneficial owner of such securities for purposes of Section 16 or for any other purpose, except to the extent of its pecuniary interest therein.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

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