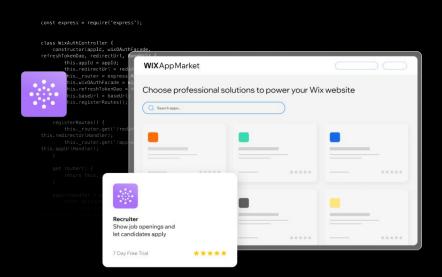
# Build powerful apps for Wix



#### Wix in numbers

+248M

Users

+6M

Premium subscription

+1.2M

eCommerce subscriptions

**2**x

Wix Partners growth in the last 2 years

+54M

Participants book a service online in 2022

+8.5M

Tickets sold in 2022

1.5M

New blog posts/month

+225K

New blog posts that get comments or likes per month

\*Partners is defined as agencies and freelancers that build sites or applications for other users

#### Wix revenues around the world

FX-Neutral Revenue by Geography (% of total) and Q4'22 Y/Y Growth



Note: Q4'22 Revenue by Geography and Y/Y change based on constant FX rates from Q4'21. Numbers may not add due to rounding.

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### **App Market numbers in 2022**

+2.5M

+300

60% growth

25%

Third-party app installs in 2022

Third-party apps in Jan 2022

In new third-party apps during 2022 +500 apps in Jan 2023 YoY growth in dev net collections

WiX

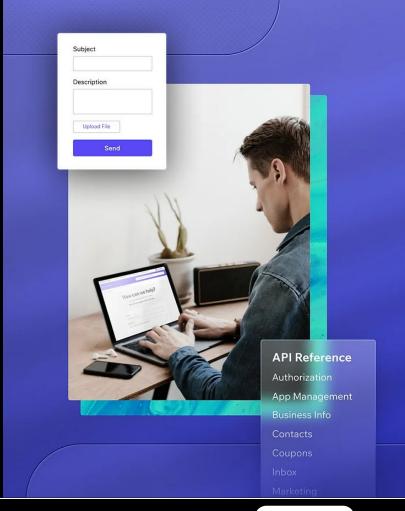
#### **Commercial Terms**

- 100/0 rev/share in Year 1, then 80/20
- No processing fees
- Payouts on monthly basis (from \$200 threshold)

View App Market

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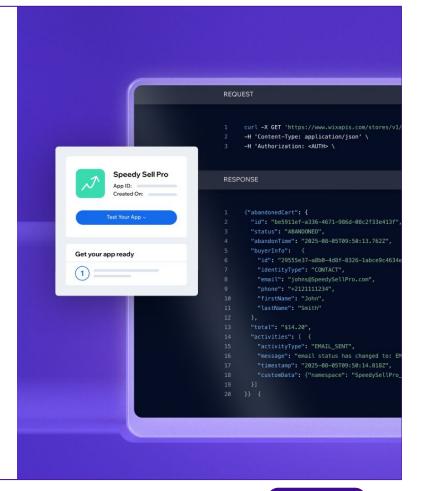
# New Integration Opportunities for App Developers



# What Wix users are looking for

eCom Related capabilities:

- Cross Border Shipping
- □ Order Management
- Wholesale
- Shipping Advanced Rules
- Upsell/Cross sell
- ☐ Purchase Order Management
- Package Protection
- Retail marketplaces/Sales Channels:
  - ☐ Global: Etsy, Walmart, ebay
  - ☐ Local: Kafland.de, Flipkart, Rakuten, Marcado Libre



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# What Wix users are looking for

eCom Related capabilities:

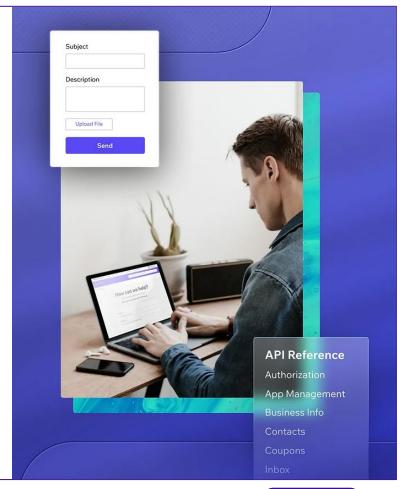
- □ Trust Badges
- ☐ Shipping tracking \ post order
- Multichannel
- ☐ Chargebacks Management
- ☐ Import Catalog to Wix
- Supply Chain
- Shopper identity verification
- Carbon Offset
- ☐ Integration with Datev Germany



# What Wix users are looking for

Additional capabilities:

- ☐ SEO Tools
- ☐ Shift Management
- Chatbot builders
- Advanced Photo Editor Tools
- Support tools (Zendesk)
- Food Delivery Providers
- ☐ Food POS integrations
- ☐ Service Marketplaces: Tripadvisor, Airbnb



## **App Market highlights**

**Develop on any stack** Build on your own stack or use Wix stack and hosting for your app

**Support** Get help from our dedicated Developers Care team of experts

Management tools Manage your reviews, support, stats, payouts, coupons & refunds

Billing APIs Subscription/ one-time payment / Pay-as-you-go billing

**Docs and guides** APIs are constantly being added and updated

**Fair pay terms** We pay out your revenue share on a monthly basis

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Mike Rossi, the CEO of Smile.io

"We've been thrilled to see strong user growth on Wix. This performance is similar to what we've seen on other highly regarded ecommerce platforms."



"Since launch, we've seen tremendous adoption and growth around the world. In just a few years, Wix has grown to be one of the top ecommerce stores for ShipStation merchants, creating millions of exceptional delivery experiences."

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Shahar Albeck, CEO of Effective Apps

"We are great believers of the Wix platform. It feels a second before takeoff and we, as app developers, want to take part in it"



"Wix has been an outstanding partner to Shippo, from the business and technical sides.

The platform is easy to use and includes metrics that help us understand how our app is used by customers."



Tim Hammermann, Co-Founder & CEO, Visitor Analytics

"Wix has helped us substantially to grow our user base and receive indispensable feedback for further product development... Any app that wants to go big should see Wix as a must."

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"We've seen substantial user growth each month and received very positive feedback from our customers about the integration flow."



Parker McMahon, Product Strategy at Klaviyo

"When we did the tech assessment we see you invest a lot in APIs. This is a really positive sign for us"



"A big congratulations to you guys for doing such great work with Wix. It's really commendable."



Jaunius Danielius, Director Product at Omnisend

"Wix is the 2nd largest eCom platform and we put our bets in 2023 in our partnership with Wix, where we have a great team to work with and where we can expand our product beyond eCommerce (restaurants, events etc.)"

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#### Ready to build your app?

- **01** Sign up for our <u>Dev Center</u> and create an app
- **02** Explore our <u>API docs</u> and watch our <u>Guided tutorial on how to build an app</u>
- **03** Read our <u>Articles and guides</u> if you need help

**Get in Touch** 

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## Thank You!

