

ASX Announcement

27th July 2021

Temple & Webster Full Year Results to 30 June 2021

Temple & Webster (ASX: TPW), Australia's largest pure play online retailer in the furniture and homewares market¹, today released an investor presentation containing its full year results (pre-audit) for the period ending 30 June 2021.

Key FY21 Highlights²

- Record year for revenue, profit and customers
- Full year revenue up 85% YoY to \$326.3m
- EBITDA up 141% YoY to \$20.5m
- Cash flow positive year with ending cash balance of \$97.5m
- Active customers up 62% YoY to 778k
- Trade and Commercial division up 110% YoY
- Q4 maintained strong sales growth YoY at 26% (which is comparing against Q4 FY20 which in turn grew 130% YoY)

Temple & Webster CEO, Mark Coulter, said "once again Temple & Webster has delivered a record result. Revenue grew 85% across the year driven by strong growth in new and repeat customers and average order values. While lockdowns during FY20 and FY21 have accelerated the underlying shift from offline to online, pleasingly we continue to see strong growth even when comparing against Covid impacted numbers."

"While the start of FY22 has been difficult for many Australians, we remain focused on delivering a great experience for our customers, built around the biggest and best range of furniture and homewares, combined with inspirational content and services and a great delivery experience and customer service," said Coulter.

¹ Source: Source: IBISWorld Online Home Furnishing Sales in Australia Industry Report and Online Household Furniture Sales in Australia Industry Report

² All numbers contained in this announcement are pre-audit and are subject to change

Other Highlights:

- Revenue per active customer increased 12% YoY due to customers repeating more often and spending more when they do
- iOS and Android³ apps launched with ~4,000 reviews and an average rating of 4.8 (out of 5)
- 12-month marketing return on investment remains healthy at 2.3x, even with significant TV investment to build brand awareness
- TPW has increased its investment into the Artificial Intelligence Interior Design service start up based in Israel, post a successful pilot of the service

Trading Update and Outlook

FY22 has started strongly with YoY revenue⁴ growth of 39% for the period 1st July – 24th July 2021.

We continue to experience strong tailwinds, including:

- the ongoing adoption of online shopping due to structural and demographic shifts
- an acceleration of these trends due to COVID-19
- an increase in discretionary income due to travel restrictions
- Strong housing market growth

We will continue our reinvestment strategy, investing into growth areas of the business to grow our online market leadership position with the ultimate goal of becoming the largest retailer (online and offline) for furniture and homewares in our home market.

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This announcement has been authorised by the board of directors.

³ Android app launched on 1 July 2021

⁴ Revenue based on checkout revenue which is pre accounting adjustments (deferred revenue, refund provision)

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About the Temple & Webster Group

Temple & Webster is Australia's leading online retailer of furniture and homewares.

Temple & Webster has over 200,000 products on sale from hundreds of suppliers. The business runs an innovative drop-shipping model whereby products are sent directly to customers by suppliers, enabling faster delivery times and reducing the need to hold inventory, allowing for a larger product range.

The drop ship range is complemented by a private label range which is sourced directly by Temple & Webster from overseas suppliers.

Temple & Webster's registered office and principal place of business is Unit 1a, 1-7 Unwins Bridge Road, St Peters, Sydney, Australia and is listed on the Australian Securities Exchange under the code TPW.