

ASX Announcement
28th August 2019

Temple & Webster Full Year Results to 30 June 2019 and FY20 Trading Update

Temple & Webster (ASX: TPW), Australia's largest e-commerce company in the furniture and homewares market¹, today released its Appendix 4E, Annual Report and Results Presentation for the period ending 30 June 2019.

PLEASE NOTE THERE ARE NO MATERIAL CHANGES TO THE RESULTS CONTAINED WITHIN THE INVESTOR PRESENTATION LODGED WITH THE ASX ON THE 30TH JULY.

Key FY19 Highlights

- Revenue of \$101.6m up 41% year on year
- EBITDA of \$1.1m, versus a loss of (\$0.7m) in the prior corresponding period
- Cash flow positive year with ending cash of \$13.5m and no debt
- Active customers up 37% year on year
- Contribution margin (margin after all variable costs including advertising & customer service) at 15.9% (versus target of >15%)
- Advertising as a % of sales fell to 10.9% (from 11.3% in the prior corresponding period)
- First \$1 million day in June (checkout revenue²)
- Recognition of a deferred tax asset of \$2.8m contributed to an NPAT result of \$3.8m

FY20 Trading Update

- FY20 has started strongly with YoY revenue growth of 39% (to Aug 26)

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¹ IBISWorld Industry Report OD4176 Online Household Furniture Sales in Australia

² Checkout revenue is pre accounting adjustments (deferred revenue, refund provisioning)

TEMPLE & WEBSTER GROUP LTD
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About the Temple & Webster Group

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

Temple & Webster has over 150,000 products on sale from hundreds of suppliers. The business runs an innovative drop-shipping model, where products are sent directly to customers by suppliers, enabling a larger product range, faster delivery times and reducing the need to hold inventory.

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

The Temple & Webster Group is headquartered in Sydney, Australia and is listed on the Australian Securities Exchange under the code TPW.