

THIRD QUARTER (MARCH) TRADING UPDATE

Booktopia Group Limited (ASX: BKG) is pleased to report the following results for the three months to 31 March 2021.

	Q3FY20	Q3FY21	Change	Change (%)
Quarterly Revenue	\$42.4m	\$65.0m	+\$22.6m	+53%
Year to Date* Revenue	\$118.5m	\$177.8m	+\$59.3m	+50%
Quarterly Underlying EBITDA	\$1.1m	\$4.2m	+\$3.0m	+267%
Year to date* Underlying EBITDA	\$3.4m	\$12.1m	+\$8.7m	+256%
Quarterly Units Shipped	1.44m	2.09m	+0.65	+45%
Year to date* Units Shipped	4.49m	6.33m	+1.84m	+41%

*Financial year to 31 March 2021.

Booktopia Chief Executive Officer Tony Nash said:

“The previous corresponding quarter (January to March 2020) was the first trading period impacted by widespread lockdowns and the rapid growth of e-commerce. It is promising to see the changes in consumer behavior that marked that period continue into the new year despite the absence of long-term lockdowns. Millions of Australians have now been introduced to the world of e-commerce and will continue to appreciate the convenience and value presented by online shopping. We expect demand to continue to grow for the foreseeable future as the overall market for online books grows and we continue to take more market share.”

The strong third quarter results leave Booktopia on track to achieve its upgraded full year revenue forecast for the 12 months to 30 June 2021, of \$217.6 million and forecast Underlying EBITDA for the full year of \$12.9 million.

Booktopia is one of Australia’s largest locally owned book retailers by sales with a 6% share of the total market and almost 15% of total online consumer book sales in Australia. As at the end of March, the company has built a database of 5.6 million customers and 1.83 million active customers¹.

In the first half to 31 December 2020, Booktopia reported a 39% increase in total units shipped to 4.2 million (H1FY20: 3.2 million) and an average order value of \$69.87.

Authorised for lodgment by Chris Beare, Chairman on behalf of the Board.

ENDS

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1. Total customers defined as someone who has placed an order through the Booktopia, Angus & Robertson, eBay and TradeMe channels since inception. Repeat customers are those who have purchased products from Booktopia Group on more than one occasion since its inception

About Booktopia

Booktopia Group is the largest Australian-owned online book retailer by market share. Since FY2012 Booktopia Group has sold more than 32.6 million items to its growing customer base. While approximately 85% of the items the Company sold in FY2020 were books, Booktopia Group also sells eBooks, DVDs, audiobooks, magazines, maps, calendars, puzzles, stationery and cards. The Company sold one item approximately every 4.7 seconds and shipped approximately 6.5 million items in the 12 months to 30th June 2020, averaging 25,000 items per business day. The company listed on the Australian Securities Exchange (ASX) in December 2020 after completing a \$43.1 million capital initial public offering.