



TEMPLE & WEBSTER GROUP LTD
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ASX ANNOUNCEMENT

5 May 2021

Presentation at Macquarie Australia Conference

Temple & Webster Group Ltd attaches the presentation on 5 May at the Macquarie Australia Conference.

This document has been authorised for release by the Board of Directors.

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Macquarie Australia Conference

May-21

Mark Coulter CEO
Mark Tayler CFO



Overview

- Temple & Webster is the leading pure-play online retailer for furniture & homewares in Australia
- Our mission is to make the world more beautiful, one room at a time
- We are profitable, rapidly scaling, and best positioned to win the customer as they shift online

>750k Active Customers

55% Brand Awareness

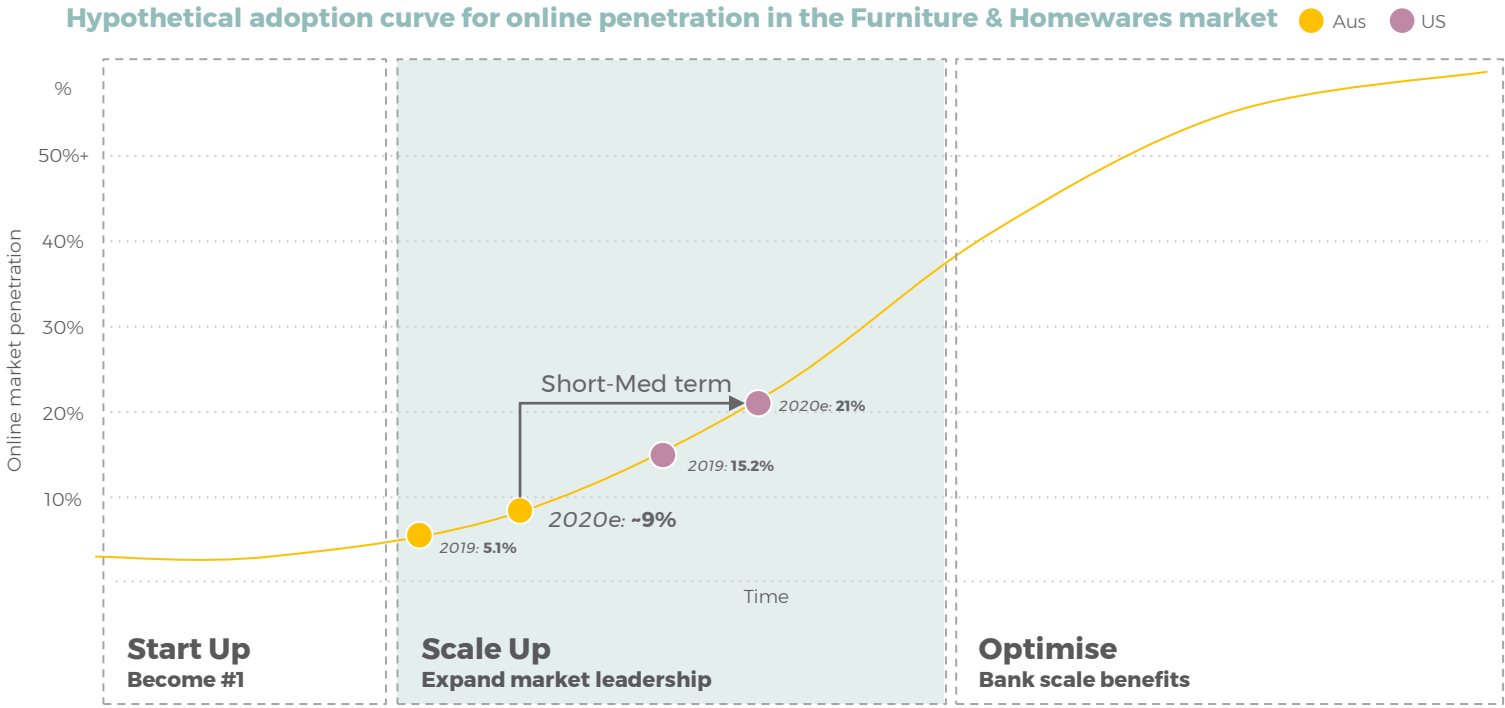
>700 Suppliers

~500 Employees

Founder-Led Business

High Customer Satisfaction

Our core B2C furniture and homewares category is a ~\$16b market, undergoing a structural shift towards online

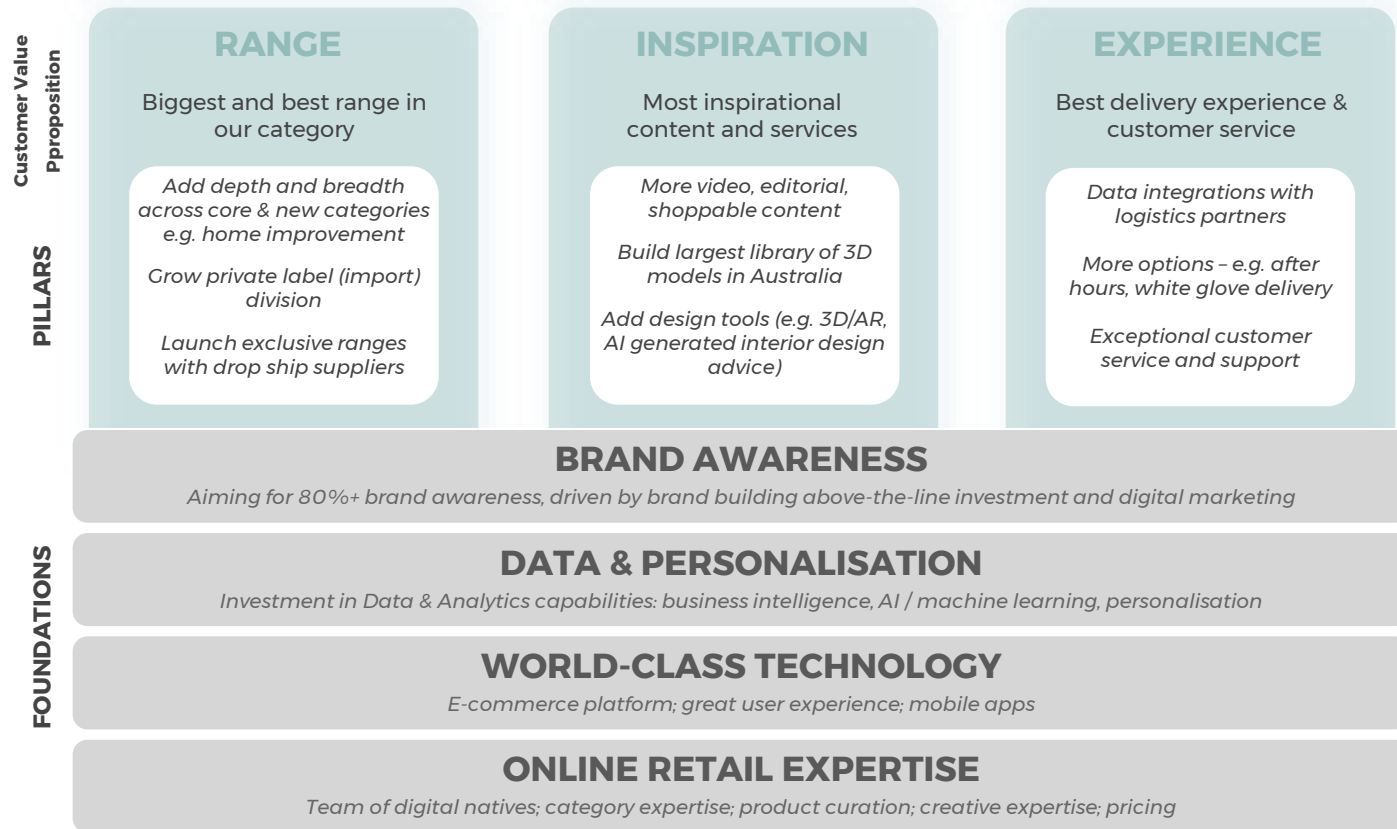


Source: Euromonitor International Limited; Home Furnishings and Homewares System 2019 edition, ABS Retail Sales data, TPW estimates

Scale increases our operating leverage, allowing us to accelerate investment in future growth and take market share



Our B2C Growth strategy

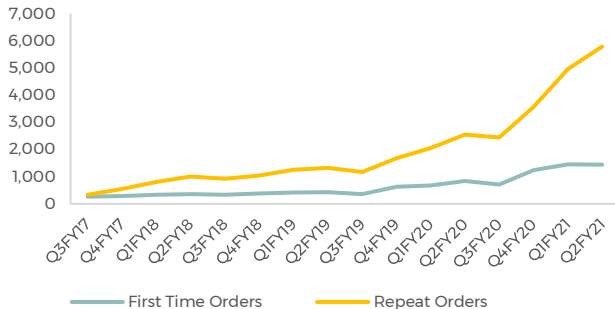


Our Trade & Commercial (B2B) division is an emerging growth horizon

1 T&C Revenue is growing strongly



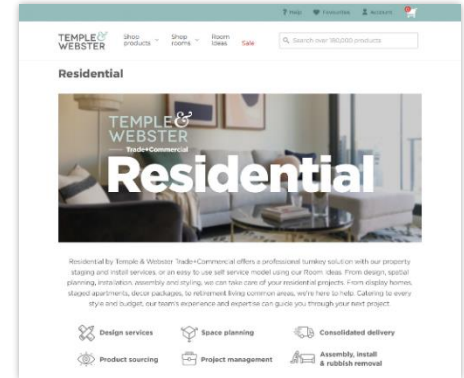
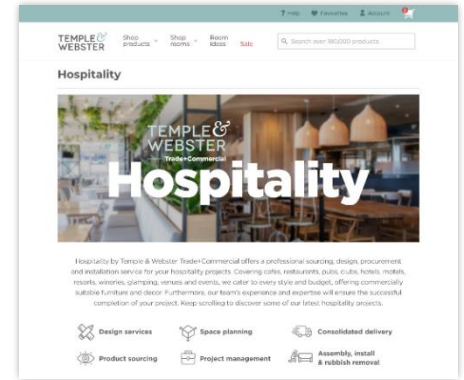
2 The nature of the customer and our service model has led to high repeat rates



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

3 Our strategy to step change the B2B division

- Leverage the range, platform, brand and logistics capabilities of the B2C division
- Over time significantly increase sales force – new client segments, geographies, capabilities
- Scale B2B fulfillment solutions (design, consolidation, install)
- Add commercial grade furniture & fit out ranges
- Grow B2B/trade marketing and invest in B2B brand awareness



Trading update & outlook

As announced on the 20th April, trading continues to exceed expectations, despite the fact that prior comparable periods now include the impact of the COVID-19 lockdowns:

- Q3 FY21 Revenue up 112% vs pcp
- Active customers reached ~750k at the end of Q3
- April 2021 (to the 20th April) revenue up >20% vs pcp, noting this month is comparing to April 2020 which was the fastest growing month last year due to the nationwide lockdowns implemented during March 2020
- COVID-19 cohorts continue to perform better than historical cohorts

Temple & Webster believes this trading suggests COVID-19 has permanently accelerated online adoption in the Australian furniture and homewares market.



Q&A



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