

ASX Announcement

9th February 2022

Temple & Webster Half Year Results and Trading Update

Temple & Webster (ASX: TPW), Australia's largest pure play online retailer in the furniture and homewares market¹, today released its Appendix 4D, Half Year Report and Results Presentation for the period ending 31 December 2021.

Temple & Webster CEO, Mark Coulter, said "Temple & Webster remains one of the fastest growing retailers in the country, delivering record revenue of \$235.4m for the half, up 46% on the year before and an incredible 218% on FY20. That means the business has more than tripled in 2 years. Despite all the challenges that COVID continues to throw at the world, including significant disruptions to global supply chains and domestic logistics, Temple & Webster continues to outgrow the market, while keeping our customers very happy."

"Over the half, we also accelerated our investment into our future growth horizons and delivered some impressive growth in those nascent opportunities. This included our Trade & Commercial (B2B) division growing 49% and our new home improvement offering growing 95%. In addition to these areas, we continue to invest into our brand awareness, technology & data teams, logistics services and our content & merchandising capabilities," said Coulter.

"Another highlight for the half was clocking up our 6th straight quarter of revenue per active customer growth. This was the result of our customers shopping more often with us and spending more money when they do. This speaks to the growing trust that our customers place in Temple & Webster to deliver high quality and beautiful products for their home, while also offering great value," said Coulter.

¹ Source: IBISWorld Industry Reports: OD4176 Online Household Furniture Sales in Australia, OD4174 Online Home Furnishing Sales in Australia

Key highlights of the first half of the 2022 financial year

- H1 revenue of \$235.4m, up 46% compared to FY21 and 218% compared to FY20
- EBITDA 5.1%, ahead of 2-4% target range
- Active customers grew 34% to a total of 906,000
- Revenue per active customer grew 10%, 6th consecutive quarter of growth
- Trade and Commercial division grew 49%
- Brand awareness grew to 61% with marketing ROI holding above target levels
- Closing cash balance grew to \$105m with no debt
- Strong supply chain diversity (both drop ship and private label) has enabled consistent trading performance over the COVID impacted period (CY20/CY21)

Trading update and outlook

The second half of FY22 has started strongly with YoY revenue growth of 26% for the period 1st January to the 6th of February vs. the same period in 2021, and up 161% vs 2020.

We remain confident our strategy is resonating with the next generation of shopper and that we are well placed to continue to take share in the markets we are operating in.

We will continue to reinvest operating leverage where it makes sense to do so, building strategic moats around the core business while investing into our new growth horizons.

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This announcement has been authorised by the board of directors.

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About the Temple & Webster Group

Temple & Webster is Australia's largest pure play 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.