

TEMPLE & WEBSTER GROUP LTD

ABN 69 608 595 660

ASX Announcement

27 April 2017



FY17 Third Quarter Cash Flow Statement

Temple & Webster (ASX: TPW), Australia's largest e-commerce company in the furniture and homewares market, today released its Appendix 4C Cash Flow Statement for the third quarter.

Temple & Webster CEO Mark Coulter said, "Q3 FY17 was another strong quarter in our turnaround journey. We have reduced our quarterly EBITDA loss to \$1.7m, down 61% from a loss of \$4.3m in the prior year corresponding period. We again grew revenues while taking costs out across the board, and have made great progress on all of our key metrics."

Temple & Webster has the largest range of homewares & furniture in the country (including all of the offline retailers) and the best and most inspirational content. We remain confident of reaching profitability in CY18 while staying true to our vision to deliver beautiful solutions for our customers' homes and work spaces."

Path to Profitability – From 1HFY17 Investor Presentation (updated with Q3FY17 results)

	Temple & Webster H1 FY17 (annualised)	Temple & Webster Short-Mid Term Target	Q3FY17 Update	Comment/Actions
Revenue	100%	100%	100%	
Gross Margin	41.9%	42-44%	42.4%	Gross margins continue to increase with Q3 tracking in line with our short-mid-term targets
Delivered Margin (after distribution costs)	26.2%	27-29%	27.9%	Delivered margin takes into consideration all warehousing/ distribution costs with Q3 up 1.7 percentage points from H1 and tracking in line with our short to mid-term targets
Customer Service & Merchant Fees	5.0%	2-4%	4.7%	H2 initiatives underway including renegotiating merchant fees and offshoring components of our customer service teams. Full benefits to flow from Q1FY18.
Marketing	14.0%	9-10%	11.0%	ROI on marketing spend continues to improve, current trajectory suggests we are well advanced to meet our short-mid-term targets
Contribution Margin	7.2%	13-18%	12.2%	
Annualised Fixed Costs (people, property, tech, other)	\$14.7m	\$12-13m	\$13.3m	Milan Direct integration and other operational improvements will continue to reduce our fixed cost base with the full benefits to be realised over the coming months

Implies revenue run-rate required to reach profitability of \$70-\$90m

Key Highlights:

- The Company ended the quarter with a closing cash balance of \$8.5m and zero debt
- Net cash flows of -\$3.8m for the quarter are made up of an EBITDA loss of \$1.7m (down 61% from a loss of \$4.3m in Q3FY16), with the majority of the balance relating to a decrease in trade payables of as a result of seasonal payments to suppliers relating to the Xmas trading period
- Significant year on year improvement in contribution margin (gross margin after all variable costs including marketing costs) up 10.5 percentage points (from 1.7% to 12.2%)
- www.templeandwebster.com.au has retained the majority of the Milan Direct revenue after closure of www.milandirect.com.au, with group revenue's growing 6% on a pro forma basis (ex UK)
- Costs per first time customer fell to \$58 for the quarter (down 31% year on year)
- Total marketing spend as a % of revenue is tracking at 11.0% (down from 17.3% last year)
- A continued focus on better, data-driven buying decisions has seen all inventory metrics improve with overall inventory levels down by 40% YoY, while private label sales are accounting for ~20% of the Group's sales

- ends -

For further information on this announcement, please contact:

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About the Temple & Webster Group

The Temple & Webster Group is one of Australia's leading online retailers of furniture and homewares. The Group's vision is to deliver beautiful solutions for our customers and be the first-place Australians turn to when shopping for their homes & work spaces.

Temple & Webster has over 130,000 products on sale from over 700 suppliers. The business runs an innovative drop-shipping model, whereby products are sent directly to customers by suppliers thereby enabling faster delivery times, and reducing the need to hold inventory thereby allowing a larger product range.

The business also sells furniture under the Milan Direct brand, which has almost 10 years of experience in sourcing and selling private label furniture in the online Australian market.

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

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

Temple & Webster Group Ltd

ABN

69 608 595 660

Quarter ended ("current quarter")

31 March 2017

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	15,271	52,761
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(12,939)	(41,152)
	(c) advertising and marketing	(2,004)	(7,144)
	(d) leased assets	(5)	(13)
	(e) staff costs	(3,131)	(10,133)
	(f) administration and corporate costs	(924)	(2,315)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	19	210
1.5	Interest and other costs of finance paid	(1)	(2)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	-	-
1.9	Net cash from / (used in) operating activities	(3,714)	(7,788)

2.	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) property, plant and equipment	(24)	(83)
	(b) businesses (see item 10)	-	(2,000)
	(c) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
	(d) intellectual property	(46)	(46)
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	10
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	(70)	(2,119)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	-

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	12,314	18,437
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,714)	(7,788)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(70)	(2,119)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9 months) \$A'000
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of quarter	8,530	8,530

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,730	3,314
5.2	Call deposits	5,800	9,000
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	8,530	12,314

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

**Current quarter
\$A'000**

60

-

Gross payments of directors' fees (excluding superannuation, payroll tax and workers compensation).

7. Payments to related entities of the entity and their associates

- 7.1 Aggregate amount of payments to these parties included in item 1.2
- 7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3
- 7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2

**Current quarter
\$A'000**

-

-

n/a

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
n/a		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	-
9.2 Product manufacturing and operating costs	12,957
9.3 Advertising and marketing	1,744
9.4 Leased assets	5
9.5 Staff costs	2,896
9.6 Administration and corporate costs	745
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	18,347

10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1 Name of entity	Wayfair Australia Pty Ltd	
10.2 Place of incorporation or registration	Australia	
10.3 Consideration for acquisition or disposal	Deferred consideration of \$2,000,000 paid for acquisition of Wayfair Australia Pty Ltd	
10.4 Total net assets	\$6,072,508	
10.5 Nature of business	Online furniture and homewares retailer	

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.



Sign here:

(~~Director~~/Company secretary)

Date: 27 April 2017

Print name:

Michael Egan

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity that wishes to disclose additional information is encouraged to do so, in a note or notes included in or attached to this report.
2. If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.