

ASX Announcement
18 February 2020

Temple & Webster Half Year Results to 31 December 2019

Temple & Webster (ASX: TPW), Australia's largest e-commerce company in the furniture and homewares market¹, today released its Appendix 4D, Half Year Report and Results Presentation for the period ending 31 December 2019.

PLEASE NOTE THERE ARE NO MATERIAL CHANGES TO THE RESULTS CONTAINED WITHIN THE H1 INVESTOR PRESENTATION LODGED WITH THE ASX ON THE 4TH FEBRUARY.

Key H1 FY20 Highlights

- Revenue of \$74.1m up 50% year on year
- EBITDA of \$2.3m, versus \$1.0m in the prior corresponding period
- Net Profit Before Tax (NPBT) was \$2.0m, versus \$0.8m in the prior corresponding period
- Net Profit After Tax (NPAT) was \$2.9m, versus \$3.0m in the prior corresponding period, however the prior corresponding period benefited from the recognition of a larger deferred tax asset (\$2.2m LY vs \$0.9m TY), primarily because last year was the first time that a deferred tax asset was recognised on the balance sheet. The company recommends using NPBT for like for like comparisons
- Cash flow positive half, with ending cash of \$15.7m and no debt
- Active customers up 45% year on year
- Trade and Commercial division up 75% YoY
- 12-month marketing ROI in line with FY19 at ~2.6x

H2 Trading Update

- H2 has started strongly with YoY revenue growth of 55% (to Feb 17)

¹ Source: IBISWorld Industry Report OD4176 Online Household Furniture Sales in Australia

TEMPLE & WEBSTER GROUP LTD

ABN 69 608 595 660

For further information, please see the H1 Results Presentation lodged with the ASX today.

The logo for Temple & Webster, featuring the company name in a serif font with a stylized ampersand, set against a teal square background.

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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 leading online retailer of furniture and homewares.

Temple & Webster has over 180,000 products on sale from hundreds of suppliers. The business runs an innovative drop-shipping model, whereby products are sent directly to customers by suppliers thereby enabling faster delivery times and reducing the need to hold inventory thereby allowing 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 Group is Unit 1a, 1-7 Unwins Bridge Road St Peters Sydney, Australia and is listed on the Australian Securities Exchange under the code TPW.