

## **BOOKTOPIA (ASX: BKG) FIRST HALF TRADING UPDATE**

Australian e-commerce group Booktopia Group Limited (ASX: BKG) is pleased to provide the following update on trading for the first half to December 31, 2020.

Booktopia continued to experience strong demand for its products throughout the Christmas period with the recent investment in additional automation and the increased capacity of its distribution centre providing the foundation for a record month and a record half year.

Unaudited results for the six months to December 31, 2020, include;

- Strongest December in Booktopia's 16-year history with approximately 728,000 units shipped during the month and 4.2 million units shipped in the first half (H1 FY20: 3.0 million);
- 52% increase in revenue to \$113 million (H1 FY20: \$74.5 million); and
- 506% increase in EBITDA (adjusted for IPO costs) to \$8.0 million (H1 FY20: \$1.3 million)

The increase in trading volumes compared to the previous year are consistent with other online retailers and a continuation of the shift towards online shopping experienced throughout 2020. The Board and management are cognisant of the ongoing uncertainty around further COVID-19 lockdowns and the success of the vaccine rollout, both in Australia and internationally, and first half performance should not be seen as an indication of the potential full year result.

Booktopia CEO Tony Nash said the unaudited results indicated the business was trading well and has shown it was able to quickly adapt and take advantage of the increasing shift to online shopping.

"The Christmas period saw strong demand from customers," he said. "Our investment in additional capacity and automation allowed us to meet customer orders in a timely fashion and ensured we were able to have the biggest December in the history of the company."

"We are confident the momentum and growth we experienced in 2020 should continue throughout the year and beyond and as a result the business is on track to meet forecasts provided in the company's prospectus."

The first stage of the company's \$20 million expansion and automation project at the Lidcombe Distribution Centre in Sydney was completed in November and increased outbound capacity from 30,000 units to 60,000 units per day.

The company will release its full audited results for the six months to December 31, 2020, on February 22.

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

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**About Booktopia**

Booktopia Group is the largest Australian-owned online book retailer by market share. It is an Australian home-grown business having sold items to more than five million customers since establishment, with 2.3 million repeat customers. 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.