

ASX Announcement

9th May 2024

Temple & Webster Trading Update

Temple & Webster (ASX: TPW), Australia's leading pure-play online retailer for furniture and homewares¹, today provides a trading update ahead of its presentation at the Macquarie conference.

- Trading has remained strong over the half with sales from 1st Jan to 5th May up 30% vs pcp²
- Growth continues to be driven by both repeat and first-time customers
- Full year EBITDA guidance range of 1-3% EBITDA reiterated
- Well funded to execute on organic and inorganic opportunities and maintain capital management flexibility, with cash in excess of \$100m and no debt

CEO, Mark Coulter, said: "Temple & Webster continues to deliver on its customer promise of delivering beautiful products at outstanding value. This proposition is clearly resonating with shoppers who continue to take advantage of the value that online shopping can deliver. While the overall furniture and homewares market is down 4% HTD³ due to cost-of-living pressures, our strong growth highlights the significant market share gains we are making."

H2 Highlights

- Products exclusive to T&W are now generating 41% of revenue and make up 70% of our top 500 selling products
- Lower discretionary categories such as bedroom furniture, sofa and outdoor furniture continue to outperform higher discretionary categories
- Our suite of internal AI solutions are delivering, in aggregate, conversion rate increases of over 10% and are now handling ~40% of all customer interactions
- Trade & Commercial (B2B) and Home Improvement growth initiatives are both delivering over 30% growth HTD⁴

CEO, Mark Coulter, said: "We reiterate our EBITDA guidance of 1-3%, targeting the mid-point of the range as we continue to invest in growing our market share and delivering on our key growth pillars. We look forward to updating the market further at the full year result in August."

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

² 'Pcp' refers to prior corresponding period

³ Based on the latest Australian Business Survey Data available for the period 1 January 24 until 31 March 24

⁴ 'HTD' refers to the period 1 January 24 to 5 May 24

This announcement has been authorised by the board of directors.

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Forward Looking Statements

Certain statements contained in this announcement are forward-looking statements or statements about future matters, including any indications of, and guidance or outlook on, the earnings, financial position and/or performance of Temple & Webster.

These statements involve known and unknown risks and uncertainties and other factors (many of which are beyond the control of Temple & Webster) and involve significant elements of subjective judgement and assumptions as to future events (which may or may not be correct). No representation, warranty or assurance is given that the occurrence of any of the events expressed or implied in these statements will actually occur or that actual outcomes will not differ materially from the outcomes expressed or implied in these statements.

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 Trade & Commercial division services the B2B market, offering exclusive product ranges, procurement, styling, specialised delivery and installation services by a dedicated support team. The Group also offers a huge range of home improvement products that customers need to renovate and redecorate their homes.

Temple & Webster Group's registered office and principal place of business is Building 2, 1-7 Unwins Bridge Road, St Peters, Sydney, Australia and is listed on the Australian Securities Exchange under the code TPW.