

ASX Announcement

7 May 2025

Temple & Webster Trading Update

Temple & Webster Group Limited (**ASX:TPW** or the **Company**), Australia's leading pure-play online retailer for furniture and homewares,¹ today provides a trading update.

Trading update

- Growth has accelerated over the half, with half to date revenue up 18% vs pcpc (1 January to 5 May)²
- In the period since 1 March, revenue is up 23% vs pcpc (1 March to 5 May)³
- FY25 EBITDA margin expected to be towards the top end of guidance range
- Home improvement continues to outperform, with half to date revenue up 42% vs pcpc⁴
- Company remains well-funded to pursue organic and inorganic opportunities, while maintaining capital management flexibility

Temple & Webster CEO, Mark Coulter, said "once again, Temple & Webster bucks the trend to grow strongly and take market share. This is in the face of ongoing cost-of-living pressures, Cyclone Alfred, a Federal election and broader global uncertainty. Our focus this half has been to ensure we have the right products, price points and promotions to drive engagement and conversion, a strategy which is clearly resonating with our customers."

US tariff impact

CEO, Mark Coulter, said "to date, the US-China tariff war has been a net positive for our business, most directly felt through lower inbound shipping rates (forward rates down ~20%). If these deflationary effects continue, combined with some of the macro tailwinds we are seeing (such as reducing interest rates and stimulatory Australian government policies around housing), we should see market conditions improve further."

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This announcement has been authorised by the board of directors.

¹ Source: IBISWorld Industry Reports: OD4176 Online Household Furniture Sales in Australia (September 2024), OD4174 Online Home Furnishing Sales in Australia (November 2024)

² Revenue growth is based on checkout revenue which is pre-accounting adjustments (deferred revenue and refund provision); prior corresponding period (**pcpc**) refers to 1 January to 5 May 2024

³ Revenue growth is based on checkout revenue which is pre-accounting adjustments (deferred revenue and refund provision); growth calculated from 1 March to 5 May 2025 vs 1 March to 5 May 2024

⁴ Refer note 2

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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 Group Limited. These statements involve known and unknown risks and uncertainties and other factors (many of which are beyond the control of Temple & Webster Group Limited) 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 leading online retailer of furniture and homewares. Originally founded in 2011, Temple & Webster now 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 suppliers. Temple & Webster Group's registered office and principal place of business is 2, 1-7 Unwins Bridge Road, St Peters, Sydney, Australia, and the company is listed on the Australian Securities Exchange (**ASX**) under the code TPW.