

ASX Announcement

13 May 2026

Temple & Webster Trading Update

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

- The long-term opportunity for Temple & Webster in the ~\$40 billion furniture, homewares and home improvement markets remains unchanged. However, since our last trading update, consumer confidence has reached historic lows
- In response, the business has rebalanced profit and growth in the short-term, successfully implementing a margin optimisation program
- Following this, EBITDA in April increased to ~\$2.5m,² the most profitable April in the company's history
- As a result of this rebalance, FY26 revenue and EBITDA are expected to be in the range of \$665 – 675m (up 11 – 12% vs pcg) and \$20 – 22m (up 6 – 17% vs pcg) respectively,³ noting the step-up in profitability is from Q4 FY26
- Importantly, the current margin run-rates would lead to FY27 EBITDA almost doubling to ~\$40m, even in a low growth scenario
- This significant uplift in profitability, combined with a strong balance sheet, positions the company well for both organic and inorganic growth, and broader capital management initiatives

Temple & Webster CEO, Mark Coulter, said: "We remain firmly focused on growing our market share and reaching \$1 billion in revenue by FY28, and becoming a larger, more profitable business. However right now, given the uncertainty in the Australian economy, we have prudently chosen to rebalance between profit and growth in our core business."

"Over the last two months, we have implemented a new promotional cadence, repriced the entire catalogue, obtained more support from our suppliers, restructured our marketing campaigns, and slowed our fixed cost growth. These initiatives have led to a new profit record for the month of April by quite a long way, and a clear path to a doubling of EBITDA in FY27 to ~\$40 million, despite the economic headwinds. This shows the incredible agility of our business model and the speed of which we can adjust our levers in response to external changes."

¹ Source: IBISWorld Industry Reports: OD4176 Online Household Furniture Sales in Australia (February 2026), OD4174 Online Home Furnishing Sales in Australia (February 2026)

² Based on the company's unaudited management accounts for April 2026

³ EBITDA range presented includes New Zealand start-up investment for FY26 (estimated to be \$3m)

"A more profitable core business allows us to keep investing in our consumer offering and platform – including a larger and more diversified private label and exclusive business, better and faster delivery options, and personalisation across all our customer touchpoints. It also allows us to take advantage of a more attractive M&A environment, particularly in our emerging growth areas such as home improvement, B2B and international, which all continue to perform well."

The company's on-market share buy-back program remains in place with significant capacity remaining.

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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 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, 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. The business also offers customers a growing range of home improvement products, as well as Trade & Commercial solutions for business customers. 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.