TEMPLE & WEBSTER GROUP LTD
ABN 69 608 595 660

TEMPLE & WEBSTER

ASX Announcement
19 August 2026

Temple & Webster Full Year Results and Trading Update

A$m	FY25	FY26	Change
Revenue	600.7	664.6	*+10.6%*
Delivered Margin	190.5	201.0	*+5.5%*
EBITDA	18.8	21.9	*+16.6%*
Underlying EBITDA (ex-FX)[1]	20.2	25.9	*+28.0%*
Underlying EBITDA (ex-FX) Margin	*3.4%*	*3.9%*	*+53 bps*
Cash and Cash Equivalents	144.3	122.7	*(15.0%)*

Temple & Webster Group Limited (**ASX:TPW**), Australia's leading online retailer for furniture and homewares,[2] today released its Appendix 4E, Financial Report and Investor Presentation for the full year ended 30 June 2026 (**FY26**).

Key highlights

- The business delivered record revenue in FY26 of $665m, up 11% vs FY25 (**pcp**) in the face of a challenging consumer environment
- FY26 EBITDA of $21.9m, represents a margin of 3.3% and growth of 17% vs pcp. After excluding significant items and unrealised foreign exchange losses, Underlying EBITDA (ex-FX)[1] was $25.9m (up 28% vs pcp)
- Strong progress across all strategic priorities, with record contribution from exclusive product lines and growth adjacencies now contributing well over $100m in annual revenue to the group
- Despite variable market conditions, we are targeting EBITDA of $33 – 40m for FY27, an increase of approximately 50 – 80% over FY26
- Our new CEO, Susie Sugden, will be providing more specific details of our strategy to return the business to double-digit top-line growth at our upcoming AGM and our H1 FY27 results briefing

Temple & Webster Executive Chair, Mark Coulter, said: "Despite a challenging environment, we have been able to deliver record annual revenue of $665 million, while materially improving the underlying profitability of the business through several margin optimisation initiatives. These initiatives, combined with the flexibility of our operating model, resulted in our Underlying EBITDA (excluding unrealised foreign exchange losses) increasing by 28% vs pcp to $26 million.

[1] Underlying EBITDA (ex-FX) is presented to reflect the core trading performance of the group. It excludes one-off costs relating to our Melbourne warehouse transfer of $0.9m, New Zealand start-up investment costs of $2.4m, and unrealised losses on foreign exchange hedging positions of $0.7m (FY25: $1.4m)
[2] Source: IBISWorld Industry Reports: OD4176 Online Household Furniture Sales in Australia (February 2026), OD4174 Online Home Furnishing Sales in Australia (February 2026)

"While delivering financial results in-line with our guidance range, we also continued to make progress on our longer-term strategic priorities. Pleasingly, our marketing ROI has stabilised, growth in customer acquisition cost is declining, contribution from exclusive product lines is at an all-time high, and our adjacent businesses are performing well. These now contribute $117 million in revenue to the group, up 30% vs pcp."

Other FY26 highlights

- Market share increased from 2.7% in FY25 to 2.9%,[3] driven by strong growth in H1, offset by weaker trading conditions in H2
- Active customers at ~1.3 million, up 5% vs pcp
- Revenue per active customer of $494 for FY26, up 8% vs pcp, driven by an increase in average order values through H2 FY26
- Repeat customers represent 62% of total orders, up from 59% in FY25
- Sales of exclusive products (including private label and exclusive drop-ship) now represent approximately 51% of total revenue,[4] up from 45% in FY25
- Fixed costs as a percentage of revenue declined from 10.6% in FY25 to 10.1% in FY26, with the dollar value of fixed costs declining half-on-half through FY26
- New Zealand revenue of $3m[5] since its launch in October 2025, across 7,400+ orders, with average order values comparable to Australia
- Home improvement continues to perform well, generating $59m revenue in FY26 (up 39% vs pcp); Trade & Commercial generated $56m revenue in FY26 (up 16% vs pcp)

Capital management

During FY26, the business generated operating cash flow of $24m, demonstrating strong EBITDA conversion and the benefits of our asset-light operating model. Our cash balance was $123m as at 30 June 2026, after deploying $30m in on-market share buy-backs during the year in order to improve shareholder returns. Our longer-term capital management priorities remain unchanged, focused on investing in profitable growth and maintaining our competitive advantage in technology, AI and innovation.

New CEO commences

New Temple & Webster CEO, Susie Sugden, said: "Through my first seven weeks as CEO, I have been excited and energised by the Temple & Webster team and the enormous market opportunity that sits ahead of us. The long-term opportunity for

[3] Source: ABS Retail Trade, Australia (June 2025) and IBISWorld Retail Trade Report G4211 Furniture Retailing in Australia (June 2026) to calculate total market; market share calculated based last twelve months period ended 30 June 2026
[4] Revenue based on checkout revenue which excludes accounting adjustments (deferred revenue and refund provision)
[5] Refer note 4; presented in Australian dollars

Temple & Webster to be a leader in the ~$40 billion furniture, homewares and home improvement markets remains unchanged,[6] especially as a digital-first brand.

"The business has an amazing platform to build upon, including market leading customer satisfaction, broad customer reach and strong digital and AI capabilities. We are also significantly underpenetrated in our adjacencies, including home improvement and New Zealand."

Trading update

Financial year-to-date trading is down 13% (on a revenue basis) over the same period last year,[7] noting we are cycling 28% growth at the start of FY26. Importantly, contribution margin dollars are up 10% over the same period.[8]

Despite variable market conditions, we are targeting EBITDA of $33 – 40m for FY27, an increase of approximately 50 – 80% over FY26, demonstrating the flexibility of our business model.

With improving unit economics and continued balance sheet strength, we are well positioned for growth and remain focused on our goal of becoming the largest retailer in our category in Australia. We look forward to briefing the market on more specific details of our strategy to return the business to double-digit top-line growth at our upcoming AGM and our H1 FY27 results briefing.

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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

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[6] Market size based on ABS Retail Trade, Australia (June 2025), IBISWorld Furniture Retailing in New Zealand - Market Research Report (2015 - 2030) and Temple & Webster internal estimates and analysis
[7] Refer note 4; based on revenue growth for the period from 1 July to 17 August 2026
[8] Based on unaudited management accounts for the period from 1 July to 17 August 2026. In this calculation, revenue is based on checkout revenue adjusted for estimated refund provision, but does not include any impact of deferred revenue

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.