



## NOVEMBER - BUSINESS UPDATE

**7 December 2021** - Toys“R”Us ANZ Limited (ASX: TOY) (Toys“R”Us or the **Company**), is pleased to provide the following business update for the period ending 30 November 2021. Toys“R”Us has experienced continued sales order volume growth in comparison to the previous corresponding period, with shoppers electing to purchase earlier in the peak trading season, likely due to delivery network delays and supply disruptions that have been widely publicised in Australia.

The following figures were achieved on the Toys“R”Us e-commerce website<sup>1</sup> for November 2021:

- Invoiced sales revenue (unaudited) of \$4.09m, a 139% increase versus the pcp.
- Number of orders received<sup>2</sup> of 31.2k, an 81% increase versus the pcp.
- Average order value of \$121.10, a 30% increase versus the pcp.

Figures for the Toys“R”Us website in relation to Cyber Week 2021 were as follows<sup>3</sup>:

- Number of orders received of 12.1k, an 84% increase versus the pcp.
- Average order value of \$127.90, a 33% increase versus the pcp.

Black Friday sales commenced Wednesday 24 November which, together with increased overall volumes occurring earlier than usual, has led to the decision to delay introduction of next-day delivery services until Q1 2022. The introduction of new services during this period was assessed to be an unacceptable risk to already busy operations.

Dr Louis Mittoni, CEO and Managing Director of Toys“R”Us ANZ, said: “Despite challenges arising from delivery delays to our shoppers and associated order backlogs, we are pleased with the strong growth rate of Toys“R”Us, a tribute to the efforts and cohesive teamwork of our employees.

“The Company is currently focussed on executing important future goals, including completion of the current trading period that extends through to New Year sales, construction of the new 19,650 m<sup>2</sup> e-commerce fulfilment facility in Victoria, and expansion into the United Kingdom.”

This announcement is authorised for release by the Board of Directors.

<sup>1</sup> Figures relate to the toysrus.com.au website only.

<sup>2</sup> Shopper orders received and processed during each period, including pre-orders.

<sup>3</sup> Cyber Week comparison periods extend from the Tuesday prior to Black Friday through to Cyber Monday inclusive; 24 November 2020 to 30 November 2020 and 23 November 2021 to 29 November 2021 respectively.

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#### **ABOUT TOYS“R”US ANZ LIMITED**

Toys“R”Us ANZ Limited (ASX: TOY) is an Australian based listed company with a mission to enrich the lives of people by encouraging exploration, creativity and living life more fully through the enjoyment of toys and hobbies. In addition to distributing leading products throughout Australia for key partners via its trading business Funtastic, the company recently acquired 100% of the Hobby Warehouse Group in November 2020, including Australian e-commerce websites Toys“R”Us, Babies“R”Us and Hobby Warehouse and the distribution business Mittoni Pty Ltd. The Company changed its name from Funtastic Limited to Toys“R”Us ANZ Limited on the 24 June 2021. Further information is available at [corporate.toysrus.com.au](http://corporate.toysrus.com.au)

