

# Camplify Holdings Ltd

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## ASX Announcement

25<sup>th</sup> July 2022

# June Quarter (Q4 FY22) Quarterly Activities Report, 4C and Business Update

### Highlights;

- **Metrics for Q4 FY22 show strong growth and continued scale of the Camplify business**
- **Q4 FY22 Gross Transaction Volumes of \$ 17.71 m for the quarter representing a pcp growth rate of 82.81% versus Q4 FY21.**
- **Revenue for Q4 FY22 of \$5.6m a pcp growth rate of 103.83% versus Q4 FY21 (unaudited)**
- **Take rate for the quarter hitting 25.47% (unaudited excluding van sales). 31.63% including van sales.**
- **Camplify recorded cash receipts from customers of \$15.86m for Q4 FY22**
- **Strong growth globally significant growth numbers in every region**
- **New Zealand is showing strong signs of a major recovery as borders open**
- **Forward bookings show continued strong customer support with the quarter closing figure of \$14.78m in future bookings recorded**

Camplify Holdings Limited ('Camplify' or the 'Company') is pleased to announce strong marketplace performance in Q4 FY22. Despite continued impact of COVID, and impact of Australian East Coast widespread flooding, Camplify continued its pattern of growth and scale.

During the Q4 FY22 period Camplify experienced over 82.81% growth in GTV pcp (Q4 FY21). Total GTV recorded was \$17.71m. Global net revenue figures also grew during this period. For the quarter net revenue grew by 103.83% compared with Q4 FY21. Total net revenue recorded was \$5.60m (unaudited). These results continue Camplify's stellar growth performance.

Camplify saw a minor change to take rate in the quarter, Camplify achieved an overall take rate of 25.47% (unaudited) excluding van sales (31.63% including van sales). This puts the annual take rate for FY22 at 30.76% including van sales (unaudited). Take rate year to date remains steady overall. The quarterly take rate excluding van sales saw a slight change due to government contracts impacting commission rates.

During the quarter the Company recorded cash receipts from customers of \$15.86m Q4 FY22. Up over \$6.44m on previous quarter (Q3 FY22).

Camplify saw future booking values continue to growth and closed the period (Q4 FY22) with an allocation of \$14.78M in future bookings value. This is an increase of over 112% on the Q4 FY21 period of \$6.95m. Future bookings, are bookings that have been booked and paid, but are yet to take place, and not recognised in the Camplify recorded GTV allocation.

Growth for the period was consistent across all regions with over 83% increases in GTV (pcp Q4 FY21) in every region. Growth in Spain continued a fast growth curve with an increase of 577% pcp (Q4 FY21).

The New Zealand market showed strong signs of recovery with an increase in GTV of 146% (pcp Q4 FY21). The strongest indicator of recovery is a dramatic increase in future bookings. This market saw future bookings increase by 1146% on a PCP comparison (Q4 FY21). During this quarter Camplify completed the integration and migration of the Highway and ShareaCamper businesses into the Camplify platform as part of our acquisition strategy.

During the quarter the Camplify marketplace grew total customers by 67180. This includes users from the import of customers from the Highway and ShareaCamper and organic customer growth. Growth in the total RV fleet reached 9,926, a total growth percentage of 61.11% pcp

### Use of Funds

In accordance with the ASX Listing Rule 4.7C.2, Camplify provides the following update on its use of funds (unaudited) below;

Use of Funds	Prospectus (\$m)	Spend to 30 June 22 (\$m)	Status
Funds to invest in the core business model and pursue growth strategies	7.65	6.87	On track
Funds to invest in product development and expansion	2.6	1.73	On track
Payment of costs of the offer	1.25	1.25	On track
<b>Total</b>	<b>11.5</b>	<b>9.85</b>	<b>On track</b>

**Join the Camplify Investor Update Call**

Camplify will hold a conference call for investors on Tuesday the 19/04/2022 at 9:00am please register to join via this link; [https://sl.c-conf.com/diamondpass/10021283-  
eam375v.html](https://sl.c-conf.com/diamondpass/10021283-eam375v.html)

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**Investor Relations**

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**About Camplify**

Camplify (ASX: CHL) is one of Australia's leading peer-to-peer (P2P) digital marketplace platforms operating in Australia, UK, New Zealand, and Spain, connecting recreational vehicle (RV) Owners to Hirers. Camplify has built a platform that delivers a seamless and transparent experience for consumers and potential RV Hirers to connect with RV Owners and SMEs with a fleet of RVs. A wide variety of caravans and campervans are available on Camplify.

**This announcement was approved by the Board of Directors of Camplify Holdings Limited.**

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Camplify Holdings Limited

**ABN**
**Quarter ended ("current quarter")**

30 June 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (.....months) \$A'000
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	15,860	40,411
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(13,302)	(31,543)
(c) advertising and marketing	(1,311)	(3,857)
(d) leased assets	(10)	(64)
(e) staff costs	(2,123)	(7,042)
(f) administration and corporate costs	(246)	(2,384)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	4
1.5 Interest and other costs of finance paid	(1)	(2)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	546
1.8 Other (transaction costs relating to business acquisitions and due diligence costs on potential acquisitions)	(1,090)	(1,090)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(2,222)</b>	<b>(5,021)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	30	-
(b) businesses	-	-
(c) property, plant and equipment	(35)	(1,037)
a. investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (.....months) \$A'000
(d) intellectual property	-	(1)
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	39
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	-	-
2.4 Dividends received (see note 3)	-	-
2.5 Other (provide details if material)	-	-
<b>2.6 Net cash from / (used in) investing activities</b>	<b>(5)</b>	<b>(999)</b>

<b>3. Cash flows from financing activities</b>		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of options	-	-
3.4 Transaction costs related to issues of equity securities or convertible debt securities	(16)	(83)
3.5 Proceeds from borrowings	-	157
3.6 Repayment of borrowings	(8)	(107)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
<b>3.10 Net cash from / (used in) financing activities</b>	<b>(24)</b>	<b>(33)</b>

<b>4. Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1 Cash and cash equivalents at beginning of period	17,254	21,077
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(2,222)	(5,021)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (.....months) \$A'000</b>
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(5)	(999)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(24)	(33)
4.5	Effect of movement in exchange rates on cash held	0	(21)
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>15,003</b>	<b>15,003</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	15,003	17,254
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>15,003</b>	<b>17,254</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	-
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

<b>7.</b>	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	990	138
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	<b>Total financing facilities</b>	-	-
7.5	<b>Unused financing facilities available at quarter end</b>		<b>852</b>
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing		

facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Toyota Master Asset Fleet Finance Facility, used for purchasing fleet vehicles.

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(2,192)
8.2 Cash and cash equivalents at quarter end (item 4.6)	15,00
8.3 Unused finance facilities available at quarter end (item 7.5)	852
8.4 Total available funding (item 8.2 + item 8.3)	15,855
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	7.14

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: N/A

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: N/A

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: .....

Authorised by: .....  
(Name of body or officer authorising release – see note 4)

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.