

ASX Announcement

13th October 2022

September Quarter (Q1 FY23) Quarterly Activities Report, 4C and Business Update

Highlights;

- **Metrics for Q1 FY23 show strong growth and continued scale of the Camplify business**
- **Q1 FY23 Gross Transaction Volumes of \$20.1m for the quarter representing a pcp growth rate of 91.44% versus Q1 FY22.**
- **Revenue for Q1 FY23 of \$5.46m a pcp growth rate of 77.4% versus Q1 FY22 (unaudited)**
- **Take rate for the quarter hitting 27.18% (unaudited including van sales). Camplify recorded cash receipts from customers of \$23.0m for Q1 FY23 200% increase pcp**
- **New Zealand market performance shows significant growth. Camplify has successfully guided this acquisition to a major performance increase**
- **Forward bookings show continued strong customer support with the quarter closing figure of \$22.25m in future bookings recorded. Representing 178.5% increase on Q1FY22 (pcp)**

Camplify Holdings Limited ('Camplify' or the 'Company') is pleased to announce strong marketplace performance in Q1 FY23.

During the Q1 FY23 period Camplify experienced over 91.4% growth in GTV pcp (Q1 FY22). Total GTV recorded was \$20.1m. Global net revenue figures also grew during this period. For the quarter net revenue grew by 77.4% compared with Q1 FY22. Total net revenue recorded was \$5.46m (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 27.18% (unaudited).

The quarterly take rate saw a slight change due to government contracts impacting commission rates. However, a pricing structure change during the quarter will have an ongoing positive increase on these contracts moving forward.

During the quarter the Company recorded cash receipts from customers of \$23.0m for Q1 FY23 200% increase pcp (Q1FY22).

Camplify saw future booking values continue to growth and closed the period (Q1 FY23) with an allocation of \$22.25m in future bookings value. This is an increase of over 178% on the Q1 FY22 period of \$8.0m.

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.

Camplify's Australian business saw significant growth on an already large base, with GTV growing by 117% (pcp Q1 FY22), and revenue growing by 95.5% (pcp Q1 FY22), as Australian customers continue to show strong support of domestic holidays.

The New Zealand market for Camplify became the fastest growing market for the quarter. GTV increased by 1586% (pcp Q1 FY22). After the successful migration of the Mighway and ShareaCamper over the past quarter, Camplify has grown the New Zealand business significantly. This business unit represents over 18% of total Camplify future bookings value. This has increased from Q1 FY22 where New Zealand future bookings represented just 2% of the total.

During the quarter the Camplify marketplace grew total customers by 29,235. Growth in the total RV fleet reached 10,961, a total growth percentage of 69.4% pcp. Camplify achieved this growth while driving down customer acquisition costs. Owner acquisition dropped to \$161 per listing, down from the full year average for FY22 of \$258. Hirer acquisition costs dropped to \$12.88, down from the full year average for FY22 of \$13.39.

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 September 22 (\$m)	Status
Funds to invest in the core business model and pursue growth strategies	7.65	7.65	Completed
Funds to invest in product development and expansion	2.6	2.28	On track
Payment of costs of the offer	1.25	1.25	Completed
Total	11.5	11.18	On track

Join the Camplify Investor Update Call

Camplify will hold a conference call for investors on Thursday the 13/10/2022 at 9:00am please register to join via this link; <https://s1.c-conf.com/diamondpass/10026016-bvgf5x.html>

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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

83 647 333 962

Quarter ended ("current quarter")

30 September 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	22,992	22,992
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(20,254)	(20,254)
(c) advertising and marketing	(994)	(994)
(d) leased assets	(8)	(8)
(e) staff costs	(2,016)	(2,016)
(f) administration and corporate costs	(765)	(765)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	10	10
1.5 Interest and other costs of finance paid	(1)	(1)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (transaction costs relating to business acquisitions and due diligence costs on potential acquisitions)	(561)	(561)
1.9 Net cash from / (used in) operating activities	(1,597)	(1,597)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(13)	(13)
a. investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12months) \$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)	-	-
2.6 Net cash from / (used in) investing activities	(13)	(13)

3. Cash flows from financing activities		
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	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(8)	(8)
3.7 Transaction costs related to loans and borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
3.10 Net cash from / (used in) financing activities	(8)	(8)

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	15,003	15,003
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,597)	(1,597)

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12months) \$A'000
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(13)	(13)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(8)	(8)
4.5	Effect of movement in exchange rates on cash held	(39)	(39)
4.6	Cash and cash equivalents at end of period	13,346	13,346

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	13,346	15,003
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	13,346	15,003

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	88
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.

Item 6.1 includes payment of directors fees paid in the quarter as well as payments to related entities of 2 directors for the provision of services.

7.	Financing facilities <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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	990	130
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		860

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.

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(1,597)
8.2 Cash and cash equivalents at quarter end (item 4.6)	13,346
8.3 Unused finance facilities available at quarter end (item 7.5)	860
8.4 Total available funding (item 8.2 + item 8.3)	14,206
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	8.89

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: 23/10/2022

Authorised by: By the board
(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.