

Camplify Holdings Ltd

A.C.N 647 333 962

42 Union Street Wickham NSW 2293

PO Box 1143 Newcastle NSW 2300

P: 1300 416 133



ASX Announcement

20 July 2023

June Quarter (Q4 FY23) Quarterly Activities Report and 4C results

Highlights;

- Metrics for Q4 FY23 show strong growth and continued scaling of Camplify Holdings Limited.
- Combined global GTV of \$45.2m (unaudited) representing a pcp growth rate of 155%
- Combined global revenue of \$12.5m (unaudited) representing a pcp growth rate of 123%
- CHL recorded the 3rd consecutive quarter with a positive net cash from operating activities. A total of \$1.06m up from \$(2.2m) in Q4 FY22.
- Cash receipts of \$37.1m (unaudited) representing a pcp growth rate of 134%
- Q4 FY23 future bookings show strong customer demand closing out the quarter at \$28.6m (unaudited), representing 93% increase pcp versus Q4 FY22
- The New Zealand market has again exhibited strong growth, with pcp increase in GTV of 362% compared to Q4 FY22 (unaudited)
- The UK market has experienced a second consecutive quarter of growth, after a slow start to the first half of FY23, with an increase in GTV of 64% compared to Q4 FY22 (unaudited)
- PaulCamper remains on track with expectations and migration is in progress to the Camplify platform
- Combined global take rate hit 27.73% (unaudited, including van sales)

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Camplify Holdings Limited ('CHL' or 'the company') is pleased to announce its strong performance for Q4 FY23. The company achieved significant growth, particularly in Australia and New Zealand, and saw positive growth for the 2nd consecutive quarter to the UK market.

During the period, CHL achieved a combined global gross transaction volume (GTV) of \$45.2m (unaudited), representing a strong growth rate of 155% compared to the same period last year. The PaulCamper markets contributed \$19.3m (unaudited) to the GTV, while the Camplify markets recorded \$25.9m. All Camplify markets remained strong contributors of growth. PaulCamper remains on target and inline with expectations as the business and platform migration continues.

CHL generated combined global revenue of \$12.5m (unaudited), showcasing a growth rate of 123% compared to Q4 FY22. The PaulCamper markets contributed \$3.7m (unaudited) to the revenue, while the Camplify markets achieved \$8.8m. These exceptional revenue figures highlight the strength and potential of CHL's business model.

CHL is proud to report its third consecutive quarter with a positive net cash from operating activities of \$1.06 million (unaudited), a significant increase from \$(2.2)million in Q4 FY22. This positive cash flow demonstrates the financial stability and robustness of our operations.

In terms of cash receipts from customers, CHL experienced strong growth, with \$37.1m (unaudited) recorded in Q4 FY23, increase from \$15.86m compared to the same quarter last year. This significant increase in cash receipts is a testament to the strong customer demand for our services even in times of global financial unease.

Looking ahead, the future bookings for Camplify indicate strong customer demand, with a closing value of \$28.6m (unaudited), representing a 93% increase

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compared to Q4 FY22. This strong demand reflects the trust and loyalty of our customers, further fueling our strong growth trajectory.

The New Zealand market, in particular, has exhibited strong growth, with a staggering GTV increase of 362% compared to Q4 FY22 (unaudited). This market continues to be a driving force for CHL, with an average booking value of \$1,541. Importantly this market is extremely seasonal and provides excellent indication to future demand as the season heats up.

In the UK market, CHL experienced a second consecutive quarter of positive growth figures in Q4 FY23 after a period of negative growth in the first half of the year. GTV increased by 64% compared to Q4 FY22 (unaudited).

CHL has also made progress in its strategic focus on branded built fleets and higher-margin products, with van sales contributing a smaller proportion to the overall GTV and revenue, amounting to \$0.73m (unaudited) in the quarter. This shift in focus aligns with our commitment to providing top-quality offerings to our customers.

In addition to our operational achievements, CHL has made significant advancements in establishing and expanding our insurance managing general agency (MGA), branded globally as MyWay Insurance. With the appointment of experienced CEO Desiree Mettraux, stage 1 of the MGA of converting PCIB to MyWay EU has been completed with Myway being awarded MGA status for EU countries. This will allow CHL to further enhance our ability to deliver comprehensive insurance solutions to our customers in FY24.

With these results, CHL has demonstrated strong growth and the continued scaling of our business in Q4 FY23, solidifying our position as a leading global operator in the RV rental marketplace. We remain committed to delivering exceptional experiences to our customers, driving continued success and creating long-term value for our investors and stakeholders.

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Join the Camplify Investor Update call

An investor briefing will be held via audio phone conference at 10 am AEST on the 20th July 2023. The call will be covering Q4 months from 1 April 2023 to 30 June 2023.

The conference call will feature CEO and Founder Justin Hales, as well as CFO Andrea MacDougall.

You can register for this conference via the link: [CHL FY23 Q4 Results Conference Call](#).

Participants are required to preregister for attendance. The call will comprise of a presentation from the CEO followed by Q&A.

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For further information please contact:

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About CHL

Camplify Holding Limited (ASX: CHL), comprised of Camplify and PaulCamper, operates one of the world's leading peer-to-peer (P2P) digital marketplace platforms connecting recreational vehicle (RV) owners with hirers. With operations in Australia, New Zealand, Spain, the UK, Germany, Austria and the Netherlands, Camplify and PaulCamper deliver a seamless and transparent experience for consumers looking to travel and connect with local RV owners. A wide variety of caravans, motorhomes, camper trailers and campervans are available to hire via the respective platforms.

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 June 2023

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	37,121	129,795
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(29,101)	(104,178)
(c) advertising and marketing	(2,539)	(6,101)
(d) leased assets	(3)	(33)
(e) staff costs	(3,565)	(11,556)
(f) administration and corporate costs	(596)	(2,387)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	58	174
1.5 Interest and other costs of finance paid	(1)	(5)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	352
1.8 Other (transaction costs relating to business acquisitions and due diligence costs on potential acquisitions)	(316)	(3,323)
1.9 Net cash from / (used in) operating activities	1,058	2,738
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	(362)
(b) businesses	(3,630)	(3,630)
(c) property, plant and equipment	(304)	(845)
a. investments	-	-

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12months) \$A'000
(d) intellectual property	-	-
(e) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(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	(3,934)	(4,837)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	3,767	14,267
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	(23)	(407)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(69)	(221)
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	3,675	13,639

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	25,814	15,003
4.2 Net cash from / (used in) operating activities (item 1.9 above)	1,058	2,738

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)	(3,934)	(4,837)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	3,675	13,639
4.5	Effect of movement in exchange rates on cash held	22	90
4.6	Cash and cash equivalents at end of period	26,635	26,633

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	26,655	25,815
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)	26,635	25,815

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	115
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<p><i>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.</i></p> <p><i>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.</i></p>		

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	106
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		884

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)	1,058
8.2 Cash and cash equivalents at quarter end (item 4.6)	26,635
8.3 Unused finance facilities available at quarter end (item 7.5)	884
8.4 Total available funding (item 8.2 + item 8.3)	27,519
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<i>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.</i>	
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	
<i>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.</i>	

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: 20/7/2023

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.