



ASX Announcement

30th January 2023

December Quarter (Q2 FY23) Quarterly Activities Report, 4C and Business Update

Highlights;

- **Metrics for Q2 FY23 show strong growth and continued scale of the Camplify business.**
- **Successful completion of the PaulCamper acquisition.**
- **CHL can report 1 month (December) of results from the recently acquired PaulCamper businesses in combined results.**
- **Q2 FY23 Gross Transaction Volumes of \$24.7m for the quarter representing a pcg growth rate of 109.87% versus Q2 FY22.**
- **Revenue for Q2 FY23 of \$6.6m a pcg growth rate of 63.8% versus Q2 FY22 (unaudited).**
- **Take rate for the quarter hitting 26.68% (unaudited including van sales).**
- **CHL recorded cash receipts from customers of \$32.5m for Q2 FY23, a 337% increase pcg.**
- **New Zealand market performance shows significant growth with GTV up 1039.95% pcg versus Q2FY22.**
- **Forward bookings show continued strong customer support with the quarter closing figure of \$31.2m in future bookings recorded. Representing 270% increase on Q2FY22 (pcg).**
- **Completion of capital raise totaling \$10.5m through the issue of new shares.**

Camplify Holdings Limited ('CHL' or the 'Company') is pleased to announce strong marketplace performance in Q2 FY23.



During this quarter CHL successfully completed the acquisition of PaulCamper. This acquisition positions Camplify as a leading global operator of RV rental marketplaces, with operations in 6 countries. This quarterly update will include consolidated numbers including 1 month's trade of PaulCamper for December, based on the acquisition completion during the quarter.

During the Q2 FY23 period, CHL experienced over 109.87% growth in GTV pcp (Q2 FY22). The total GTV recorded was \$24.7m.

Global revenue figures also grew during this period. For the quarter revenue grew by 63.77% compared with Q2 FY22. The total revenue recorded was \$6.59m (unaudited). These results continue Camplify's stellar growth performance.

CHL saw a minor change to take rate in the quarter, CHL achieved an overall take rate of 26.68% (unaudited). The quarterly take rate saw a slight change due to a lower take rate for the PaulCamper business with an average of 18.91%. This is compared to the Camplify result of 27.58% for the quarter (excluding PaulCamper). CHL outlined the planned approach for a positive take rate impact of PaulCamper in the acquisition announcement.

Notably, van sales made up a smaller proportion of CHL GTV and revenue with a total of \$0.232m recorded during the quarter. This was a result of CHL focusing more on branded built fleets for customers, a shift to a higher margin product, as outlined in the CHL annual report.

During the quarter the Company recorded cash receipts from customers of \$32.5m for Q2 FY23 337% increase pcp (Q2FY22). Net cash inflow from operating activities for Q2 FY23 was \$2.0m including acquisition costs and \$3.36m excluding acquisition costs (unaudited).

Camplify saw future booking values continue to grow and closed the period (Q2 FY23) with an allocation of \$31.2m in future bookings value. This is an increase of over 270% on the Q2 FY22 period of \$8.4m.

Future bookings are bookings that have been booked and paid, but are yet to take place, and are not recognised in the Camplify recorded GTV allocation.

Please note, future bookings values do not include PaulCamper, due to differing revenue recognition based on the booking paid date.

CHL's Australian business saw significant growth for Camplify on an already large base, with Hire GTV growing by 83.06% (pcp Q2 FY22), and revenue growing by 52.3% (pcp Q2 FY22), as Australian customers continue to show strong support of domestic holidays.

The New Zealand market for Camplify became the largest growing market for the quarter and saw a 1040% increase pcp in GTV. The Camplify NZ business has grown significantly. Average booking values have reached over \$2,450, and this business unit represents over 14% of the total Camplify future bookings value.

Camplify grew its total fleet during the quarter to over 12,400 vehicles, while driving down customer acquisition costs in Camplify acquired customers. Owner acquisition dropped to \$125.97 per listing, down from the full-year average for FY22 of \$258. Growth in the CHL total RV fleet reached 24,558, including the combined PaulCamper fleet.

During this quarter CHL successfully completed a capital raise of \$10.5m including an SPP of \$2.0m to existing shareholders. This capital raise was completed to fund the acquisition of PaulCamper, and the expansion of business units including the insurance division.

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 31 December 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	2.6	Completed
Payment of costs of the offer	1.25	1.25	Completed
Total	11.5	11.5	Completed

Join the Camplify Investor Update Call

Camplify will hold a conference call for investors on Monday the 30/01/2023 at 10:00am AEDT. You can register for this conference via the link: [Camplify FY23 Q2 Results Conference Call](#).

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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



For further information please contact:

Media Enquiries

Caroline Simensen
media@camplify.com.au
+61 (0)484 041 964

Investor Relations

www.camplify.com.au
investors@camplify.com.au

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 delivers 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")

31 December 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		32,539	55,531
1.2 Payments for			
(a) research and development		-	-
(b) product manufacturing and operating costs		(25,409)	(45,663)
(c) advertising and marketing		(807)	(1,801)
(d) leased assets		(22)	(30)
(e) staff costs		(2,559)	(4,575)
(f) administration and corporate costs		(431)	(1,196)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		50	59
1.5 Interest and other costs of finance paid		(2)	(3)
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)		(1,323)	(1,884)
1.9 Net cash from / (used in) operating activities		2036	438
2. Cash flows from investing activities			
2.1 Payments to acquire or for:			
(a) entities		(362)	(362)
(b) businesses		-	-
(c) property, plant and equipment		(220)	(233)
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	(582)	(55)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	10,500	10,500
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	(384)	(384)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(44)	(52)
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	10,072	10,064

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	13,344	15,003
4.2	Net cash from / (used in) operating activities (item 1.9 above)	2,036	438

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)	(582)	(595)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	10,072	10,064
4.5	Effect of movement in exchange rates on cash held	65	26
4.6	Cash and cash equivalents at end of period	24,935	24,935

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	24,935	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)	24,935	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	118
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	122
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		868

- 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)	2,036
8.2	Cash and cash equivalents at quarter end (item 4.6)	24,935
8.3	Unused finance facilities available at quarter end (item 7.5)	868
8.4	Total available funding (item 8.2 + item 8.3)	25,803
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<p><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></p>		
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
<p><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></p>		

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: 30/01/2023

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.