

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

24 April 2023

March Quarter (Q3 FY23) Quarterly Activities Report and 4C results

Highlights;

- **Metrics for Q3 FY23 show strong growth and continued scaling of Camplify Holdings Limited.**
- **The period includes a full quarter with PaulCamper integrated into the business reporting period**
- **Combined global GTV of \$48.1m (unaudited) representing a pcg growth rate of 269%**
- **Combined global revenue of \$12.5m (unaudited) representing a pcg growth rate of 204%**
- **CHL recorded the 2nd consecutive quarter with a positive net cash from operating activities. A total of \$1.2m up from \$(1.9m) in Q3 FY22.**
- **Cash receipts of \$37.1m (unaudited) representing a pcg growth rate of 294%**
- **Q3 FY23 future bookings show strong customer demand closing out the quarter at \$25.8m (unaudited), representing 114% increase pcg versus Q3 FY22**
- **The New Zealand market has again exhibited robust growth, with pcg increase in GTV of 1,767% compared to Q3 FY22 (unaudited)**
- **Combined global take rate hit 26.01% (unaudited, including van sales)**
- **CHL completed the migration of PaulCamper UK fleet successfully to Camplify UK platform**

Camplify Holdings Limited ('CHL' or 'the company') is pleased to announce its strong performance for Q3 FY23. The company achieved significant growth,

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



particularly in Australia and New Zealand, and saw positive growth return to the UK market.

CHL can report that the Q3 FY23 results show a global gross transaction volume (GTV) of \$48.1m for the quarter (unaudited), representing a 269% increase pcp versus Q3 FY22. GTV across the PaulCamper markets of \$18.9m (unaudited) was achieved, and \$29.3m in the Camplify markets.

Global revenue for Q3 FY23 was \$12.5m (unaudited), showing a 203% increase compared with Q3 FY22. PaulCamper markets represented a Revenue of \$3.6m (unaudited), with Camplify markets achieving \$9m.

The global take rate for the quarter was 26.01% including van sales (unaudited). Pleasingly, the take rate excluding PaulCamper increased to 30.6% due to an improved conversion rate of AER product. PaulCamper take rate remained stable this quarter at 18.85% from 18.91% as reported in Q2 FY23, the take rate remains steady and is performing in line with expectations.

During this quarter, CHL recorded cash receipts from customers of \$37.1m, representing a 294% increase compared with Q3 FY22 (unaudited). This is the second consecutive quarter with a positive net cash from operating activities.

CHL saw continued strong customer support with \$25.8m in future bookings recorded, representing a 114% increase on Q3 FY22 (unaudited). Please note, future bookings do not include PaulCamper due to differing revenue recognition based on booking paid date.

The New Zealand market showed significant growth with GTV up 1,767% pcp versus Q3 FY22 (unaudited). This market continues to be a leading market for CHL with an average booking value of \$2,752 over performing the group average of \$1,777.

In H1FY23 in the UK market CHL reported negative growth for the first half of the year. CHL is happy to report a return to positive growth figures in the UK market for

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



Q3, with GTV increasing by 12.7% on Q3 FY22 (unaudited), and fleet increasing to 1,850 from 1,192 in Q3 FY22, following the successful integration of the PaulCamper UK business onto the Camplify platform during the quarter.

Van sales made up a smaller proportion of CHL GTV and revenue with a total of \$0.6m recorded during the quarter (unaudited). As previously reported, CHL is focussing on branded built fleets for customers and a shift to higher margin products.

During this quarter, CHL also saw continued growth of its total fleet, which reached 26,411 vehicles, including the combined PaulCamper fleet. Camplify organic owner acquisition costs for the quarter came in at \$149.52 per listing, broadly in line with H1FY23 costs.

During this quarter CHL made significant progress with the advancement of its insurance managing general agency ('MGA'). This MGA will be branded globally as MyWay Insurance. MyWay has appointed experienced CEO Desiree Mettraux to head up the establishment and expansion of the MyWay products. Stage 1 is currently underway to convert PCIB to MyWay EU as an MGA, and is expected to be completed during Q4 FY23.

CHL has shown significant growth and continued scale of the business in Q3 FY23, as the Company maintains its position as a leading global operator of RV rental marketplaces.

Join the Camplify Investor Update call

An investor briefing will be held via audio phone conference at **10 am AEST on the 24th April 2023**. The call will be covering Q3 months from 1 January 2023 to 31 March 2023.

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

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



You can register for this conference via the link: [Camplify FY23 Q3 Results Conference Call](#).

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

-- END --

For further information please contact:

Media Enquires

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 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")

31 March 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	37,144	92,675
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(29,413)	(75,077)
(c) advertising and marketing	(1,761)	(3,562)
(d) leased assets	(0)	(30)
(e) staff costs	(3,416)	(7,991)
(f) administration and corporate costs	(595)	(1,791)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	57	117
1.5 Interest and other costs of finance paid	(1)	(4)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	352	352
1.8 Other (transaction costs relating to business acquisitions and due diligence costs on potential acquisitions)	(1,245)	(3,006)
1.9 Net cash from / (used in) operating activities	1,245	1,683
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	(362)
(b) businesses	-	-
(c) property, plant and equipment	(307)	(541)
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	(307)	(903)

3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	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)
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	(100)	(152)
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	(100)	9,964

4. Net increase / (decrease) in cash and cash equivalents for the period		
4.1 Cash and cash equivalents at beginning of period	24,935	15,003
4.2 Net cash from / (used in) operating activities (item 1.9 above)	1,245	1,683

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)	(307)	(903)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(100)	9,964
4.5	Effect of movement in exchange rates on cash held	42	68
4.6	Cash and cash equivalents at end of period	25,815	25,815

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	25,815	24,935
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	24,935

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	102
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	114
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		876

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)	1,245
8.2 Cash and cash equivalents at quarter end (item 4.6)	25,815
8.3 Unused finance facilities available at quarter end (item 7.5)	876
8.4 Total available funding (item 8.2 + item 8.3)	26,691
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: 24/4/23

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.