



ASX Announcement

21st July 2021

June Quarter (Q4 FY21) Quarterly Activities Report, 4C and Business Update

Highlights;

- **Camplify Holdings Limited completes successful listing on the ASX on the 28th of June 2021**
- **Metrics for Q4 FY21 are ahead of forecasts resulting in strong full year FY21 GTV and Revenue tracking ahead of forecast**
- **Camplify Holdings Limited ends Q4 FY21 results with Gross Transaction Volumes of \$9.6m for the quarter representing a full year pcg growth rate of 163% versus FY20.**
- **Camplify recorded cash receipts from customers of \$7.4m for Q4 FY21**
- **End of Year results stronger than higher end of forecast update on IPO date with \$31.5–31.8 million (unaudited) expected**
- **Unaudited net revenue for FY21 is expected between \$7.1–\$8.2m beating the prospectus forecast of \$6.7m.**
- **A sharp post lockdown recovery accelerates UK and Spain growth with acceleration faster than forecasted. GTV growth in the UK & EU saw an FY21 growth of 199% compared with FY20**
- **Strong growth rates in both the Australian and the New Zealand markets with the Australian market growing a GTV 158% for FY21 vs FY20 .**
- **Lockdowns in capital cities have consistently shown no major effect in GTV and revenue for the period. No impact on FY22 results is expected.**

After the completion of a successful listing to the ASX on the 28th of June 2021, Camplify Holdings Limited ('Camplify' or the 'Company') is pleased to announce strong marketplace performance in Q4 FY21, despite the Covid-19 related restrictions and

lockdowns in major capital city markets across Australia. This resulted in excellent Q4 FY21 growth compared to a significantly COVID impacted Q4 FY20 period.

During the quarter the Company recorded cash receipts from customers of \$7.4m for Q4 FY21. This places cash receipts of \$30.3m for the year (FY21).

Unaudited net revenue for the year is expected to be in the range of \$7.1m – \$8.2m, beating the prospectus forecast of \$6.7m.

Operating cashflow for the year was \$2.65m, an increase from operating cashflow of (\$0.381m) in FY20.

Marketplace Performance Q4 FY21

Quarter 4 saw a GTV result of \$9.6m. This growth represents an 163% increase in FY21 compared to FY20. For Q4 GTV growth rates of 629% were achieved compared to the COVID impacted corresponding period (pcp) in the prior year. Global net revenue figures also grew during this period. The overall FY21 net revenue growth rates saw a 177% increase compared with FY20. For Q4 net revenue grew by 523% compared with Q4 FY20. These results continue Camplify's stellar growth, and provide a strong platform for continued success in Q1 FY22.

Full year FY21 GTV of \$31.5–31.8 million (unaudited) is expected, exceeding FY21 GTV prospectus forecast of \$27.8 million. This GTV outperformance has been achieved while maintaining operating costs below prospectus forecast levels for the full year.

The Australian & New Zealand markets both saw excellent growth rates. The Australian market achieved an FY21 GTV growth rate of 158% versus FY20. Q4 registered a GTV growth of 582% compared with the pcp in Q4 FY20. The New Zealand market, managed to grow by GTV by 485% for FY21 vs pcp FY20, with Q4 GTV growth at 2627% compared with pcp Q4 FY20. This result demonstrated strong domestic support in the market as travelers returned to the local caravan and camping markets.

In this quarter, Camplify also saw a fast recovery in both the UK and Spain for GTV and revenue. The UK & EU market saw a GTV FY21 199% growth rate compared to pcp FY20. For Q4 this market saw a GTV growth of 2792% compared with pcp Q4 FY20.

During the quarter the Camplify marketplace grew by an additional 21,000 customers and saw the total RV fleet reach 6161.

The Effect of Rolling Regional Lockdowns on Camplify

During the quarter, Melbourne experienced a 14-day lockdown at the end of May 2021. Despite this period restriction of travel, Camplify saw a temporary decrease in marketplace activity for this region, followed by a sharp recovery. Camplify saw the Melbourne region experience a net GTV increase for May versus the pre-lockdown month. This pattern was similar during the major Sydney lockdown in December–January period.

More recent lockdowns in Sydney and other capital cities are expected to have a minor temporary impact on Q1 FY22 but given the strong performance into the lockdowns and sharp marketplace recoveries previously seen, no negative impact is expected to Camplify's full year FY22 growth projections and outlook.

Join the Camplify Investor Update Call

Camplify will hold a conference call for investors on Wednesday the 21/07/2021 at 11:30am please register to join via this link; <https://sl.c-conf.com/diamondpass/10015368-xis1cn.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
Quarter ended ("current quarter")

30 June 2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (.....months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers		7,423	30,324
1.2 Payments for			
(a) research and development		-	-
(b) product manufacturing and operating costs		(5,288)	(20,640)
(c) advertising and marketing		(680)	(1,660)
(d) leased assets		(13)	(50)
(e) staff costs		(1,223)	(3,415)
(f) administration and corporate costs		(944)	(2,178)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		5	27
1.5 Interest and other costs of finance paid		(4)	(3)
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	245
1.8 Other (provide details if material)		-	-
1.9 Net cash from / (used in) operating activities		(723)	2,650
2. Cash flows from investing activities			
2.1 Payments to acquire or for:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant and equipment		(66)	(187)
(d) investments		-	-
(e) intellectual property		-	(37)
(f) other non-current assets		-	(28)

Appendix 4C

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

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (.....months) \$A'000
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)	-	5
2.6	Net cash from / (used in) investing activities	(66)	(247)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	13,574	14,990
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	(938)	(1,071)
3.5	Proceeds from borrowings	-	91
3.6	Repayment of borrowings	-	-
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	12,636	14,010

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	9,225	4,659
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(722)	2,650
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(66)	(247)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (.....months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	12,636	14,010
4.5	Effect of movement in exchange rates on cash held	4	5
4.6	Cash and cash equivalents at end of period	21,077	21,077

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	21,077	9,225
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)	21,077	9,225

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	-
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<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>		

7. Financing facilities	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
<i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i>		
<i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1 Loan facilities	(91)	(91)
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	(91)	(91)
7.5 Unused financing facilities available at quarter end		
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.		
UK Government Bounceback Loan. Lender: Barclays Bank UK PLC 2.5%pa interest rate (UK Government pays interest for first 12 months). Term: 6 Years Maturity Date: 29 October 2026		

8. Estimated cash available for future operating activities	\$A'000
8.1 Net cash from / (used in) operating activities (item 1.9)	(722)
8.2 Cash and cash equivalents at quarter end (item 4.6)	21,077
8.3 Unused finance facilities available at quarter end (item 7.5)	-
8.4 Total available funding (item 8.2 + item 8.3)	21,077
8.5 Estimated quarters of funding available (item 8.4 divided by item 8.1)	29
<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: 20/07/2021

Authorised 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.