

Camplify Holdings Ltd

A.C.N 647 333 962

42 Union Street Wickham NSW 2293

PO Box 7 Wickham NSW 2293

Ph: 02 4075 2000



ASX Announcement

23 August 2023

Camplify Holdings Limited FY23 Year End Results and Presentation

Highlights;

- **Camplify Holdings Limited ('CHL') release audited results for FY23**
- **Combined Global GTV of \$146.4m, pcp growth of 172.9%**
- **Combined Global revenue of \$38.2m, pcp growth of 133.7%**
- **Combined Global take rate hit 26.1% including van sales**
- **Combined Global fleet on the platform of 28,399**
- **Camplify future bookings value at \$28.6m**
- **CHL is pleased to announce a gross profit margin of 67.5%**
- **PaulCamper achieved flat growth in line with expectations for FY23**
- **Adjusted normalised EBITDA position of \$0.3m, an improvement from a normalised EBITDA loss of \$(6.7)m in FY22**
- **Positive cashflow from operations of \$2.8m**
- **Strong free cash position of \$9.5m**

Results

In FY23 CHL has once again demonstrated its resilience and ability to adapt, achieving strong growth and cementing its position as a market leader in the peer-to-peer caravan and motorhome sharing industry.

CHL delivered a GTV of \$146.4m, an increase on the previous year of over 172%. The company delivered revenue of \$38.2m, an increase of over 133% on the previous year, and take rate of 26.12%. Take rate has been a core focus for CHL over the past 2 years. This take rate has been driven by providing customers with products that deliver excellent customer value and protection to accompany the rental marketplace dynamics. The take rate for PaulCamper for FY23 was 18.15%, while

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the Camplify companies achieved 29.86%. CHL is focused on improving this take rate over time in order to create an alignment with the Camplify take rate model, and believe FY24 will be a year of positioning in order to achieve this into the future years.

The combined total fleet on the platforms is 28,399, with 15,083 RVs on the Camplify platform representing a growth rate of 51.95% pcp FY22, and 13,316 RVs on the PaulCamper platform.

The FY23 statutory loss after tax was \$(3.6)m. This loss should be categorised into normal operational expenses and one-off expenses. The normalised net loss after tax was \$(0.3)m, this is compared to a normalised net loss after tax of \$(6.8)m in FY22. During the period, CHL saw a number of one-off costs. These costs totalled \$3.1m and included legal fees, consulting fees, and financial fees, associated with the PaulCamper acquisition.

In FY23, CHL experienced three consecutive quarters of positive cashflow, rounding out the end of the financial year as at June 2023 with positive cash from operations of \$2.8m, up from (\$5.1)m June 2022. This positive cash flow from operations demonstrates the financial stability and robustness of our business. CHL remains in a strong cash position, with a demonstrated pathway to profitability. CHL closed FY23 with a cash balance of \$26.6m

Australia

In the Australian market, Camplify demonstrated steady growth in GTV, with a notable increase in GTV of 70% pcp FY22. This achievement is a testament to Camplify's commitment to enhancing customer experiences and delivering quality services.

New Zealand

Camplify achieved strong growth in New Zealand, with the highest increase in GTV across all markets. The company's focus on expanding its presence in New Zealand has paid off, resulting in a strong growth rate of 1,253%. This growth

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reflects Camplify's strategic efforts to capture this market demand and as tourism returns to pre-covid levels, Camplify is well positioned to continue to grow.

The United Kingdom

In the UK market, Camplify is pleased to announce an increase in GTV, reflecting the company's effective refinement of its marketing strategies. The UK market saw growth of 17% in GTV versus FY22. The UK market had reported negative growth in H1FY23 and the team's ability to quickly pivot and adapt with refined marketing strategies proved successful.

Spain

The Spanish market experienced substantial growth in GTV, positioning Spain as another high-growth region for Camplify. With a growth rate of 175% pcp FY22, Spain stands out as one of the most promising markets for the company's expansion efforts. The combination of picturesque landscapes and a rising preference for alternative travel options has contributed to Camplify's success in this market.

PaulCamper markets – Germany, Netherlands and Austria

We have reported figures for FY23 from 2 December 2022 for the PaulCamper business. The PaulCamper markets are performing in line with expectations of flat growth. For these markets, FY24 is a year of transition as we look to migrate them to the core CHL platform, and reposition them for future growth.

Comments by CEO, Justin Hales;

As we reflect on the operations of CHL in FY23, it is evident that customers remain enthusiastic and positive about the caravan and camping industry globally. There is a clear desire from customers to have access to a global network of RVs to provide an amazing adventure travel experience. The company remains committed to growth and innovation, and despite challenges faced in a dynamic landscape, has remained on a positive trajectory in both growth and scale. The driving force behind our success continues to be our technology, innovation, and

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best in class customer service, supported by an inspiring network of RV owning hosts who want to share their passion for roadtrip adventures.

We take pride in our continuous efforts to push the boundaries and develop products and services to enhance our customers' experiences. In FY23, we introduced an array of exciting innovations, each designed to further elevate our platform and unlock new streams of revenue.

We are excited to continue pushing the boundaries of what is possible in the world of peer-to-peer RV rentals and delivering on our pathway to profitability.

PaulCamper Acquisition update

Our expansion in Europe through the announced acquisition of PaulCamper in H1FY23, positions CHL as a true global player with a significant beachhead in Europe and growth opportunities across multiple European markets.. Our growing volume of holidaymakers, will enable us to become a global leader in the RV rental landscape, and vertically grow our product offerings.

As part of the acquisition we also acquired PaulCamper Insurance Brokers, and have set about transforming this into a global Managing General Agency called MyWay. This MGA will enable CHL to offer best in class customer insurance products globally, further improving our product offerings and revenue.

Outlook

The road ahead for FY24 will be focused on consistent cash flow positivity and our path to profitability, as well as ensuring a successful integration of the PaulCamper acquisition, seamlessly transitioning the PaulCamper customer base to the new CHL platform.

FY24 will be a transitional year as CHL looks to bring to market a number of products and services in the insurance space. Our investment in the Myway business will position us in the long term, as a leading provider of rental services.

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We are passionate about adventure travel. We are dedicated to creating a sustainable and inclusive platform that fosters a sense of community and adventure. Our commitment extends beyond business success; we aim to contribute positively to society and the environment through responsible practices and initiatives.

Join the Camplify Holdings Limited investor update call

An investor briefing will be held via audio phone conference at 10am AEST on 23rd August 2023.

You can register for this conference via the link: [CHL Annual Results call](#).

You can view the presentation via the link: [CHL Annual Results presentation](#).

Please note that this link will not be active until 15 minutes before the conference call.

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For further information please contact:

Media Enquiries

Caroline Simensen

media@chl.global

+61 (0) 484 041 964

Investor Relations

www.chl.global

investors@chl.global

About CHL

Camplify Holdings Limited (ASX:CHL) is in the business of elevating outdoor experiences through innovative and scalable tech solutions. Composed of Camplify, MyWay and PaulCamper, the CHL Group operates one of the world's leading peer-to-peer digital marketplace platforms. connecting recreational vehicle (RV) Owners to Hirers. With operations in Australia, New Zealand, Spain, the UK, Germany, Austria and Netherlands, Camplify and PaulCamper deliver a seamless and transparent experience for consumers looking to travel and connect with local RV owners.

This announcement was approved by the Board of Directors of Camplify Holdings Limited.

