



## **ASX Announcement**

**21<sup>st</sup> October 2021**

# **September Quarter (Q1 FY22) Quarterly Activities Report, 4C and Business Update**

### **Highlights;**

- **Metrics for Q1 FY22 provide continued growth despite widespread lockdowns in Australia for entire period**
- **Camplify Holdings Limited ends Q1 FY22 results with Gross Transaction Volumes of \$10.49m for the quarter representing a pcg growth rate of 68.69% versus Q1 FY21.**
- **Revenue for Q1 FY22 of \$3.07m a pcg growth rate of 106.00% versus Q1 FY21**
- **Camplify recorded cash receipts from customers of \$7.68m for Q1 FY22**
- **Growth led by performance in Northern Hemisphere while AU & NZ under widespread lockdown for the period.**

Camplify Holdings Limited ('Camplify' or the 'Company') is pleased to announce strong marketplace performance in Q1 FY22, despite the Covid-19 related restrictions and lockdowns widespread across Australia. During the Q1 FY22 period over 50% of the Australian population was severely impacted by travel restrictions, however Camplify still managed to experience over 68% growth in GTV, and over 106% growth in revenue for pcg (Q1 FY21).

During the quarter the Company recorded cash receipts from customers of \$7.68m for Q1 FY22.

Growth for the period was led by the Northern Hemisphere operations (UK & Spain) with strong growth in all key metrics. Notably GTV grew in the UK by 152% and Spain saw growth of 2111% pcg (Q1 FY21). The strong recovery of the Northern Hemisphere continued on the back of easing restrictions and free movement of consumers in the UK and Spain.

Operating costs for the quarter increased by 30% compared to Q4 FY21. This increase can be attributed to both seasonality, and the Southern Hemisphere lockdown effect. Marketing costs increased by 100% as the UK/EU experienced their peak season, this expenditure resulted in an increase in GTV of 263% compared to Q4 FY21. The investment in longtail acquisition of RV owners in AU in preparation for post-lockdown activity, also contributed to increased marketing spend.

This additional focus on marketing has been a strategic decision to position Camplify during the Southern Hemisphere winter period, to enable growth throughout the traditionally busier months from Q2 onwards.

During the quarter the Camplify marketplace grew by an additional 19,898 customers and saw the total RV fleet reach 6469

## **The Effect of Lockdowns on Camplify**

During the quarter, the Australian and the New Zealand markets, both experienced widespread lockdowns.

New South Wales implemented a travel restriction lockdown for the Sydney region for the entire Q1 period, this was further extended to the entire state of NSW from the 14<sup>th</sup> of August for the remainder of the quarter.

In Victoria a similar path took place, with most of the state in lockdown for 68 days out of 90 in Q1.

The New Zealand market also saw significant rolling lockdowns for the entire period in various parts of both the North and South Islands.

Despite these lockdowns Camplify in Australia, and New Zealand still experienced positive growth with a GTV increase in Australia of 51.57% pcp (Q1 FY21), and New Zealand 0.04% pcp. This growth was led by the states of Queensland and Western Australia, where travel remained relatively unaffected during the period.

As the vaccine rollout continues, and restrictions are eased the expectation is the Australian and New Zealand markets will return to unrestricted domestic travel. The pent up demand for safe travel will lead consumers to look for easy holiday options.

## **Join the Camplify Investor Update Call**

An investor briefing will be held via audio phone conference at 10:00am Sydney time on Thursday the 21st of October.

The conference call will feature CEO and Founder Justin Hales, as well as CFO Andrea MacDougall and Chairman of the Board Trent Bagnall.

You can register for this conference via the link; [Camplify FY22 Q1 Results Presentation](#)

**-- END --**

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**Investor Relations**

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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<br>\$A'000 | Year to date<br>(.....months)<br>\$A'000 |
|--------------------------------------|---|----------------------------|--|
| <b>1.</b>                            | <b>Cash flows from operating activities</b>           |                            |  |
| 1.1                                  | Receipts from customers                               | 7,677                      | 7,677                                    |
| 1.2                                  | Payments for  |                            |  |
|                                      | (a) research and development                          | -                          | -  |
|                                      | (b) product manufacturing and operating costs         | (7,383)                    | (7,383)                                  |
|                                      | (c) advertising and marketing                         | (1,359)                    | (1,359)                                  |
|                                      | (d) leased assets                                     | (30)                       | (30)                                     |
|                                      | (e) staff costs                                       | (1,325)                    | (1,325)                                  |
|                                      | (f) administration and corporate costs                | (602)                      | (602)                                    |
| 1.3                                  | Dividends received (see note 3)                       | -                          | -  |
| 1.4                                  | Interest received                                     | -                          | -  |
| 1.5                                  | Interest and other costs of finance paid              | -                          | -  |
| 1.6                                  | Income taxes paid                                     | -                          | -  |
| 1.7                                  | Government grants and tax incentives                  | 271                        | 271                                      |
| 1.8                                  | Other (provide details if material)                   | -                          | -  |
| <b>1.9</b>                           | <b>Net cash from / (used in) operating activities</b> | <b>(2,751)</b>             | <b>(2,751)</b>                           |
| <b>2.</b>                            | <b>Cash flows from investing activities</b>           |                            |  |
| 2.1                                  | Payments to acquire or for:                           |                            |  |
|                                      | (a) entities  | -                          | -  |
|                                      | (b) businesses  | -                          | -  |
|                                      | (c) property, plant and equipment                     | (457)                      | (457)                                    |
|                                      | (d) investments                                       | -                          | -  |
|                                      | (e) intellectual property                             | -                          | -  |
|                                      | (f) other non-current assets                          | -                          | -  |

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

|             |   |              |              |
|-------------|---|--------------|--------------|
| <b>3.</b>   | <b>Cash flows from financing activities</b>   |              |              |
| 3.1         | Proceeds from issues of equity securities (excluding convertible debt securities)       | -            | -            |
| 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 | (10)         | (10)         |
| 3.5         | Proceeds from borrowings  | -            | -            |
| 3.6         | Repayment of borrowings   | (93)         | (93)         |
| 3.7         | Transaction costs related to loans and borrowings                                       | -            | -            |
| 3.8         | Dividends paid  | -            | -            |
| 3.9         | Other (provide details if material)   | -            | -            |
| <b>3.10</b> | <b>Net cash from / (used in) financing activities</b>                                   | <b>(103)</b> | <b>(103)</b> |

|           |  |         |         |
|-----------|--|---------|---------|
| <b>4.</b> | <b>Net increase / (decrease) in cash and cash equivalents for the period</b> |         |         |
| 4.1       | Cash and cash equivalents at beginning of period                             | 21,077  | 21,077  |
| 4.2       | Net cash from / (used in) operating activities (item 1.9 above)              | (2,751) | (2,751) |
| 4.3       | Net cash from / (used in) investing activities (item 2.6 above)              | (457)   | (247)   |

| Consolidated statement of cash flows |   | Current quarter<br>\$A'000 | Year to date<br>(.....months)<br>\$A'000 |
|--------------------------------------|---|----------------------------|--|
| 4.4                                  | Net cash from / (used in) financing activities<br>(item 3.10 above) | (103)                      | (103)                                    |
| 4.5                                  | Effect of movement in exchange rates on<br>cash held                | 20                         | 20                                       |
| 4.6                                  | <b>Cash and cash equivalents at end of<br/>period</b>               | <b>17,786</b>              | <b>17,786</b>                            |

| 5.  | Reconciliation of cash and cash<br>equivalents<br>at the end of the quarter (as shown in the<br>consolidated statement of cash flows) to the<br>related items in the accounts | Current quarter<br>\$A'000 | Previous quarter<br>\$A'000 |
|-----|---|----------------------------|-----------------------------|
| 5.1 | Bank balances   | 17,786                     | 17,786                      |
| 5.2 | Call deposits   | -                          | -                           |
| 5.3 | Bank overdrafts   | -                          | -                           |
| 5.4 | Other (provide details)   | -                          | -                           |
| 5.5 | <b>Cash and cash equivalents at end of<br/>quarter (should equal item 4.6 above)</b>  | <b>17,786</b>              | <b>17,786</b>               |

| 6.  | Payments to related parties of the entity and their<br>associates                          | Current quarter<br>\$A'000 |
|---|--|----------------------------|
| 6.1   | Aggregate amount of payments to related parties and their<br>associates included in item 1 | -                          |
| 6.2   | Aggregate amount of payments to related parties and their<br>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> |  |                            |

|           |   |   |  |
|-----------|---|---|--|
| <b>7.</b> | <b>Financing facilities</b><br><i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i><br><i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>  | <b>Total facility<br/>amount at quarter<br/>end<br/>\$A'000</b> | <b>Amount drawn at<br/>quarter end<br/>\$A'000</b> |
| 7.1       | Loan facilities   | -   | -  |
| 7.2       | Credit standby arrangements   | -   | -  |
| 7.3       | Other (please specify)  | -   | -  |
| 7.4       | <b>Total financing facilities</b>   | -   | -  |
| 7.5       | <b>Unused financing facilities available at quarter end</b>   |   |  |
| 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. |   |  |

|           |   |                |
|-----------|---|----------------|
| <b>8.</b> | <b>Estimated cash available for future operating activities</b>   | <b>\$A'000</b> |
| 8.1       | Net cash from / (used in) operating activities (item 1.9)   | (2,751)        |
| 8.2       | Cash and cash equivalents at quarter end (item 4.6)   | 17,786         |
| 8.3       | Unused finance facilities available at quarter end (item 7.5)   | -              |
| 8.4       | Total available funding (item 8.2 + item 8.3)   | 17,786         |
| 8.5       | <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b><br><br><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> | 6              |
| 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: 20/10/2021 .....

Authorised by:  .....

(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.