

Camplify Holdings Ltd

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ASX Announcement

25th January 2022

December Quarter (Q2 FY22) Quarterly Activities Report, 4C and Business Update

Highlights;

- **Metrics for Q2 FY22 strong growth despite government restriction in Australia for October holiday period**
- **Q2 FY22 Gross Transaction Volumes of \$ 11.77 m for the quarter representing a pcp growth rate of 48.15% versus Q2 FY21.**
- **Revenue for Q2 FY22 of \$4.02m a pcp growth rate of 139.92% versus Q2 FY21 (unaudited)**
- **Take rate for the quarter hitting 30.86% (unaudited excluding van sales)**
- **Camplify recorded cash receipts from customers of \$7.44m for Q2 FY22**
- **Growth led by performance in Northern Hemisphere with UK & Spain seeing continued strong growth**

Camplify Holdings Limited ('Camplify' or the 'Company') is pleased to announce strong marketplace performance in Q2 FY22, despite wide spread Australian government restrictions, and the spread of the Omicron variant.

During the Q2 FY22 period which was impacted by travel restrictions, Camplify still experienced over 48% growth in GTV pcp (Q2 FY21). Total GTV recorded was \$11.7m.

In this period the NSW and Victorian governments implemented state wide travel restrictions for a major holiday period in October. The achieved growth rates were impacted by these restrictions for the period. As the states began reducing restrictions a sharp acceleration in bookings saw the overall quarter result in strong growth. This strong growth is compared to a less COVID impacted Q2 FY21 period.

Global net revenue figures also grew during this period. For the quarter net revenue grew by 139.92% compared with Q2 FY21. Total net revenue recorded was \$4.02m (unaudited). These results continue Camplify's stellar growth performance. As a business focused on strong growth results, this provides a strong platform for continued success in FY22.

A core focus for Camplify is take rate. In the quarter Camplify achieved an overall take rate of 30.86% (unaudited) excluding van sales (34.19% including van sales). An increase from 28.64% in the previous quarter (Q1 FY22). This puts the annual take rate for FY22 at 28.94% excluding van sales (unaudited).

During the quarter the Company recorded cash receipts from customers of \$7.44m for Q2 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 98% and Spain saw growth of 1648.36% pcp (Q2 FY21).

During the quarter the Camplify marketplace grew by an additional 20,113 customers and saw the total RV fleet reach 7338.

In Q2 Camplify announced the proposed acquisition of Mighway and SHAREaCAMPER. An application has been filled with the New Zealand Commerce Commission, and if approved the acquisition would be finalised in Q3 FY22.

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 Dec 21 (unaudited) (\$m)	Status
Funds to invest in the core business model and pursue growth strategies	7.65	2.78	On track
Funds to invest in product development and expansion	2.6	0.72	On track
Payment of costs of the offer	1.25	1.25	On track
Total	11.5	4.75	On track

Join the Camplify Investor Update Call

Camplify will hold a conference call for investors on Tuesday the 25/01/2022 at 9:30am please register to join via this link; <https://s1.c-conf.com/diamondpass/10018858-c4m9li.html>

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For further information please contact:

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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")**

31 December 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	7,444	15,122
1.2 Payments for		
(a) research and development	-	-
(b) product manufacturing and operating costs	(3,256)	(10,639)
(c) advertising and marketing	(427)	(1,787)
(d) leased assets	(18)	(49)
(e) staff costs	(1,849)	(3,174)
(f) administration and corporate costs	(278)	(879)
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	274	546
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	1,893	(858)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	(30)	(30)
(b) businesses	-	-
(c) property, plant and equipment	(511)	(968)
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	39	39
(d) investments	-	-

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

	(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	(502)	(959)

3.	Cash flows from financing activities		
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	(48)	(58)
3.5	Proceeds from borrowings	157	157
3.6	Repayment of borrowings	(3)	(96)
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	106	3

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	17,786	21,077
4.2	Net cash from / (used in) operating activities (item 1.9 above)	1,893	(858)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(502)	(959)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	106	3
4.5	Effect of movement in exchange rates on cash held	(3)	17
4.6	Cash and cash equivalents at end of period	19,280	19,280

5.	Reconciliation of cash and cash equivalents	Current quarter	Previous quarter
	at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	\$A'000	\$A'000
5.1	Bank balances	19,280	17,786
5.2	Call deposits	-	-

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

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)	19,280	17,786

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	-

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.

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. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>			
7.1	Loan facilities	990	154
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		836
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)	1,893
8.2	Cash and cash equivalents at quarter end (item 4.6)	19,280
8.3	Unused finance facilities available at quarter end (item 7.5)	836
8.4	Total available funding (item 8.2 + item 8.3)	20,116
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?	

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

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

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.

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: 25/01/2022



 Authorised by: Justin Hales Director Trent Bagnall Director
 (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.