

Camplify Holdings Ltd

A.C.N 647 333 962

42 Union Street Wickham NSW 2293

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ASX Announcement

30 October 2023

September Quarter (Q1 FY24) Quarterly Activities Report and 4c Results

Highlights;

- Metrics for Q1 FY24 show continued growth for all Camplify Holdings Limited markets
- Combined global GTV of \$41.5m (unaudited) including vans, representing a pcg growth of 106.7%
- Combined global Revenue of \$11.7m (unaudited) including vans, representing a pcg growth of 114.2%
- 4th Consecutive quarter with a positive net cash from operating activities. A total of \$0.08m an improvement from (\$1.6m) in Q1 FY23
- CHL recorded cash receipts of \$36.5m, a pcg growth of 58.7%
- Camplify markets show strong customer demand closing out the quarter with a total of \$29.5m (unaudited) in future bookings, representing a pcg growth of 32.6%
- Total global fleet of 29,207, a pcg growth of 166.5%
- Global Take rate hit 28.2% an increase from 27.2% pcg (unaudited, including van sales)

Camplify Holdings Limited ('CHL' or 'the company') is pleased to announce its Q1 FY24 results. Camplify saw GTV and Revenue growth in all markets, and while we do not have comparable periods for PaulCamper yet, PaulCamper are performing in line with expectations.

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In Q1 FY24, CHL achieved a global gross transaction volume (GTV) of \$41.5m (unaudited), representing growth of 106.7% compared to Q1 FY23. The Camplify markets contributed \$28.5m GTV.

Global revenue grew to \$11.7m in Q1 FY24 (unaudited), up 114.2% pcp. Camplify markets generated revenue of \$9.1m.

CHL recorded its 4th positive quarter of net cash from operating activities of \$0.08m (unaudited). This compares to (\$1.6m) in Q1 FY23, demonstrating improved cash generation and financial stability within our operations.

Recorded cash receipts from customers of \$36.5m in Q1 FY24, up 58.7% pcp (unaudited).

Future bookings continue to show strong growth. Q1 FY24 future bookings closed at \$29.5m (unaudited), representing an increase of 32.6% compared to Q1 FY23. This growth reflects strong customer demand. Please note, future bookings do not include PaulCamper due to differing revenue recognition based on booking paid date.

The UK market was a standout market this quarter. In The UK market we refined our marketing approach in Q4 FY23 with a focus on owner engagement and hirer activation and a multichannel approach to acquisition. This refinement has seen The UK market go from Q1 FY23 negative growth of -14.9% to positive growth in Q1 FY24 of 156.1% (unaudited), continuation of these strategies in The UK market will enhance and optimise the market moving forward. The average booking value remained high at \$1,524.63.

The New Zealand market again exhibited strong growth during a low season quarter, with a GTV increase of 143.7% compared to Q1 FY23. With an average booking value of \$1,647.93 and forward bookings of \$7.3m showing strong customer demand for the upcoming high season.

Progress also continues on our strategic insurance initiative, MyWay Insurance, with MyWay launching in the EU markets of Germany, The Netherlands and Austria. This

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positions CHL to deliver enhanced insurance products and services to customers. Work continues to launch MyWay Insurance into our other markets this financial year.

Van sales contributed \$0.4m GTV and revenue in the quarter (unaudited), as we maintain our focus on branded built fleet and higher margin products.

The combined global take rate was 28.2%, an increase from 27.2% pcp (unaudited, including van sales). Excluding PaulCamper regions, take rate was 32.0%, with the increase relating to additional AER sales (54.1% of bookings upgraded AER during the quarter), increased Premium Members and higher van sales for the quarter. This demonstrates the strength of our core marketplace model as we continue to improve the PaulCamper markets take rate.

The migration of the PaulCamper business to the core CHL technology stack is underway and due for completion in Quarter 3. Core to the CHL acquisition strategy for PaulCamper was to consolidate technology, and introduce new products to the PaulCamper markets. This migration will allow CHL to introduce Premium Membership to our European markets, offer dynamic pricing throughout the seasonality of the markets, introduce new insurance offerings, and provide an improved user experience. We anticipate these changes will allow CHL to focus on takerate improvements towards the global takerate of 28.2%, and the rollout will begin in Q3 FY24.

With these strong results, CHL has sustained its growth trajectory and remains in a leading position in the global RV rental marketplace.

Join the Camplify Investor Update call

An investor briefing will be held via audio phone conference at 10:30 am AEDT on the 30th October 2023. The call will be covering Q1 months from 1 July 2023 to 30 September 2023.

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

You can register for this conference via the link: [CHL FY24 Q1 Results Conference Call](#).

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

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For further information please contact:

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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.



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")

30 September 2023

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3months) \$A'000
1.	Cash flows from operating activities		
1.1	Receipts from customers	36,483	36,483
1.2	Payments for		
	(a) research and development	-	-
	(b) product manufacturing and operating costs	(27,720)	(27,720)
	(c) advertising and marketing	(2,260)	(2,260)
	(d) leased assets	(48)	(48)
	(e) staff costs	(4,259)	(4,259)
	(f) administration and corporate costs	(1,730)	(1,730)
1.3	Dividends received (see note 3)	-	-
1.4	Interest received	66	66
1.5	Interest and other costs of finance paid	(2)	(2)
1.6	Income taxes paid	-	-
1.7	Government grants and tax incentives	-	-
1.8	Other (provide details if material)	(455)	(455)
1.9	Net cash from / (used in) operating activities	75	75
2.	Cash flows from investing activities		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	(65)	(65)
	(d) investments	-	-
	(e) intellectual property	(6)	(6)
	(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	60	60
	(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	(11)	(11)

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	25	25
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	(98)	(98)
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	(73)	(73)

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	26,635	26,635
4.2	Net cash from / (used in) operating activities (item 1.9 above)	75	75
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(11)	(11)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(73)	(73)
4.5	Effect of movement in exchange rates on cash held	20	20
4.6	Cash and cash equivalents at end of period	26,646	26,646

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	26,646	26,646
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)	26,646	26,646

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	108
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>Directors Fees Paid:</p> <p>Trent Bangall \$22,500, Stephanie Hinds \$20,000, Helen Souness \$22,500, Andrew McEvoy \$22,500, Karl Trouchet \$20,000</p>		

7.	Financing facilities <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>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	500	98
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	500	98
7.5	Unused financing facilities available at quarter end		402

- 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
 Lender: Toyota Finance Australia Ltd
 Interest Rate: 3.44%
 Maturity: 31/12/2024
 Secured: Secured by the chattels financed by the facility.

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	75
8.2	Cash and cash equivalents at quarter end (item 4.6)	26,645
8.3	Unused finance facilities available at quarter end (item 7.5)	402
8.4	Total available funding (item 8.2 + item 8.3)	27,048
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<p><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></p>		
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
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?	
	<div style="border: 1px solid black; padding: 5px; min-height: 30px;"> Answer: N/A </div>	
<p><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></p>		

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: 30/10/2023

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.