

United Camping AB

Interim report for the first quarter 2021





Highlights interim report for Q1 2021:

First quarter 2021 (same quarter last year in brackets)

- Total revenue of SEK 26.0 million (20.9)
- Pro forma revenue increased with 24% compared to Q1 2020
- EBITDA of SEK -28.9 million (-29.4)
- Pro forma Adjusted EBITDA amounted to SEK -33.3 million (-33.8)
- Cash flow from operating activities SEK -8,5 million (-34,3)
- Entrance into the lease agreement for Löttorp camping





CEO Comments

After an unusual year in 2020 due to the Covid-19 pandemic, we have entered 2021 better equipped than ever. Our operating model proved itself in 2020, and we were able to quickly adapt our costs to lower demand in the spring of 2020, and also to quickly scale up as demand picked up in the second half of the summer. In 2020, extensive efforts were also made to improve how we recruit and train our campsite employees, which gives us a good starting point for the summer season of 2021. The First Camp brand is becoming more and more well-known and our website firstcamp.se is now Scandinavia's largest booking channel for camping. We continue to work with digitalisation and innovation, and in 2021 we have started the implementation of AI technology for both our digital marketing and pricing efforts.

In terms of revenue, Q1 2021 was a strong quarter for First Camp, especially given that the Covid-19 pandemic and associated restrictions persisted during the quarter. Our total revenue of SEK 26.0 million was pro forma 24% higher than Q1 2020. Q1 2020 was, in particular during the second half of March, affected by Covid-19 and our summer only destinations opened for the season later than in 2021. A large part of our strong, organic growth was due to our B2B product, long-stay accommodation for companies, where we continue to see strong demand and where our sales efforts are having a good effect.

Pro forma-adjusted EBITDA for the quarter was SEK -33.3 million, an improvement of SEK 0.5 million compared to the previous year. Although revenue increased significantly compared to the previous year, this was offset by high energy costs due to unusually cold weather during the quarter and sometimes exceptionally high electricity prices. The earlier season opening also contributed to higher costs that would otherwise have fallen in Q2.

Despite a lot of work being devoted to managing the pandemic, we have not slowed down the pace of our M&A activities and First Camp continues to consolidate the Scandinavian camping market. On 1 January 2021, we took over the operation of Löttorp Camping on Öland, through a 30-year lease agreement. During the quarter, companies in the United Camping Holding Group closed the acquisition of Frigård Camping in Denmark and entered into an agreement to acquire Boden Camping in northern Sweden. Frigård and Boden Camping will be part of the First Camp brand but are currently owned by companies outside the United Camping AB Group. During the quarter, the acquisition of more than 50% of the shares in Grönklittsgruppen AB (publ), a leading operator in the Swedish hospitality industry with skiing & outdoor operations and nine camping sites, was announced. This acquisition is also outside the United Camping AB Group.

Leading up to summer 2021, demand among domestic guests is strong, while there is currently more uncertainty about international guests due to travel restrictions between the countries. However, our market research indicates a very strong interest among international guests to camp in Sweden and Denmark. Regardless of when this year's travel restrictions allow for more cross-border travel, much points to record numbers for the camping industry in the coming years. At the same time, we are maintaining our focus on our mission: Moments of happiness for the many people.

Stockholm, May 7, 2021

Johan Söör
CEO





Business and market

United Camping operates, under the First Camp brand, campsites in Scandinavia, either on owned land or through long-term site leasehold (Swedish: tomträtt) or leasehold (Swedish: arrende) agreements with primarily municipalities.

By the end of the first quarter 2021 First Camp operated 39 campsites in Sweden and five in Denmark, with a total of up to 12,000 camping pitches and approximately 1,500 cabins. In total there are now 45 campsites under the First Camp brand.

The long-term market outlook is steadily positive. The Swedish market has had an average growth in guest nights of approximately 2% per year 2013-19, and an estimated revenue growth of approximately 5% per year. The Scandinavian market is highly fragmented and has a total of approximately 2,200 campsites, with First Camp being by far the largest player. Most players in the market are family-owned single-site operators.

Significant events

Significant events in the fourth quarter

- Entrance into the lease agreement for Löttorp camping (as of 1 January 2021)
- In February, Frigård Camping in Denmark joined the First Camp brand (however, the campsite is operated by another company outside the United Camping AB Group)

Significant events after the reporting period

- Strong revenue development in April, pro forma revenue increased with approximately 35% compared to 2020. For the period Januari – April the pro forma lodging revenue increased with approximately 35% compared to 2020 and is in line with 2019. On comparable Swedish destinations the lodging revenue during Easter increased with fully 17% compared to Easter 2019. Our guests remain very interested in staying with First Camp even in the current pandemic situation.
- Bookings for July are currently approximately 10% higher than this time in 2019, for comparable Swedish destinations. However, a large part of bookings are made close to arrival



Revenue and pro forma Adjusted EBITDA

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
Revenue	26.0	20.9	383.2	378.1
Sweden	24.6	20.6	303.7	299.8
Denmark	1.4	0.3	79.5	78.3
Pro forma revenue	26.0	21.0	386.0	381.0
Sweden	24.6	20.6	306.9	302.9
Denmark	1.4	0.4	79.1	78.2
Pro forma Adjusted EBITDA	-33.3	-33.8	85.1	84.6
Sweden	-24.9	-24.5	62.3	62.7
Denmark	-8.4	-9.3	22.8	21.9

Note: In the segment reporting, all leasing agreements are reported as operational leasing

First quarter 2021

Revenue

Total revenue amounted to SEK 26.0 million (20.9). The four Danish campsites acquired in the first quarter of 2020 contributed revenue of SEK 0.2 million during non-comparable part of the period. There is no revenue effect from state subsidies / Covid-19 relief packages in the quarter.

Pro forma revenue amounted to SEK 26.0 million (21.0), an increase of SEK 5.0 million (24%) compared to the same quarter of the previous year.

Pro forma revenue in Sweden increased by SEK 4.0 million (20%) compared to the previous year, largely driven by increased revenue from corporate guests. Pro forma revenue in Denmark increased by SEK 1.0 million (225%) compared to the previous year. The increase in revenue in Denmark was mainly driven by increased number of all year open destinations and that campsites that close for the winter opened already in March, compared to April of the previous year. The earlier season opening also had a positive effect on the Swedish destinations.

Pro forma Adjusted EBITDA

Pro forma Adjusted EBITDA amounted to SEK -33.3 million (-33.8), an increase of SEK 0.5 million compared to the same quarter of the previous year. The cost of electricity and heating increased significantly compared to the previous year, due to the cold winter and high electricity prices that largely offset the increase in revenue.

In Swedish destinations, Pro forma Adjusted EBITDA decreased by SEK 0.4 million, driven by higher costs for electricity and heating. Danish destinations increased their pro forma Adjusted EBITDA by SEK 0.9 million, primarily due to reduced personnel costs as a result of streamlined staffing during periods of low volume at the campsites acquired in 2020.



Seasonality

First Camp's business is subject to significant seasonal variations. The period June – August typically accounts for approx. 70% of the Groups total revenue during a year. The timing of holidays, most importantly Easter and Pentecost also bring variations in revenues.

Reported Result

First quarter 2021

Operating profit/loss (EBIT)

The operating result for the quarter amounted to SEK -44.0 million (-41.5), a decrease of SEK 2.5 million.

There has been no result effects from state subsidies / Covid-19 relief packages in the quarter.

The IFRS16 effect on operating profit for the quarter was positive SEK 2.5 million. Other operating costs (rent, leasehold and land lease fees) were reduced with SEK 4.8 million and depreciation was increased with SEK 2.3 million amortization of Right of Use assets.

Financial income/expense

The net financial expenses for the quarter amounted to SEK -16.0 million (-17.9).

Financial expenses for the quarter include SEK 2.7 million interest cost on Right of Use Liabilities in accordance with IFRS16.

Profit/loss for the quarter

The profit for the quarter amounted to SEK -55.5 million (-55.0).

Liquidity and cash flow

Cash flow from operating activities amounted to SEK -8.5 million (-34.3). Compared to the previous year, the cash flow for the period has been positively affected by changes in payment terms for summer season guests, which had a corresponding negative effect on the fourth quarter of 2020.

Cash flow from investment activities amounted to SEK -19.9 million (-72.2), of which SEK -19.9 million (-24.1) is attributable to expansion, improvement, and maintenance investments at the company's campsites. As a result of the cold winter, the implementation of some maintenance projects has been postponed until the second quarter.

Cash flow from financing activities amounted to SEK 26.5 million (-38.4), including increased overdraft utilization of SEK 28.9 million.

The cash flow for the quarter was SEK -1.9 million (-145.0).

Financial position

At the end of the period the Group's cash and cash equivalents amounted to SEK 9.1 million (51.9).

At the end of the period, SEK 90.0 million of the Group's overdraft facility of SEK 125.0 million was unutilized.



Condensed Consolidated income statement

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
Total revenue	26.0	20.9	383.2	378.1
Cost of goods sold	-1.2	-1.4	-26.8	-27.0
Personnel cost	-24.2	-22.0	-127.5	-125.3
Other external costs	-29.6	-26.9	-132.6	-129.9
Operating profit before depreciation, amortization (EBITDA)	-28.9	-29.4	96.3	95.7
Depreciation and amortization	-15.0	-12.1	-65.2	-62.2
Operating profit (EBIT)	-44.0	-41.5	31.1	33.5
Net financial expense	-16.0	-17.9	-75.5	-77.4
Profit before tax	-60.0	-59.5	-44.3	-43.9
Income tax	4.5	4.5	-2.6	-2.5
Profit/loss for the period	-55.5	-55.0	-46.9	-46.4
Attributable to:				
Owners of the parent	-55.5	-55.0	-46.9	-46.4
Non-controlling interests	-0.1	-0.2	-0.1	-0.1

Consolidated Comprehensive income statement

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
Profit/loss for the period	-55.5	-55.0	-46.9	-46.4
Items that can be reversed to the income	0.7	0.4	-2.88	-0.5
Comprehensive income for the period	-54.8	-54.6	-49.7	-46.9
Attributable to:				
Owners of the parent	-54.7	-54.4	-49.6	-46.9
Non-controlling interests	-0.1	-0.2	-0.1	0.1



Condensed Consolidated balance sheet – Assets

SEK million	2021-03-31	2020-03-31	2020-12-31
Goodwill	287.9	288.0	287.9
Other intangible assets	54.4	57.6	55.3
Intangible assets	342.3	345.5	343.2
Other long-term financial assets	0.5	2.4	0.5
Financial fixed assets	0.5	2.4	0.5
Buildings and land	962.7	945.1	967.3
Ongoing projects	35.9	68.7	17.2
Equipment	26.4	33.1	27.6
Right of use assets	342.0	344.3	345.0
Tangible fixed assets	1367.0	1 391.1	1 357.1
Inventories	4.1	2.9	1.7
Account receivables	5.9	6.3	4.4
Current tax assets	16.2	0.0	3.9
Other current assets	20.5	37.5	14.3
Cash and cash equivalent	9.1	51.9	10.9
Total current assets	55.7	98.7	35.2
Total assets	1765.5	1837.7	1 736.0



Condensed Consolidated balance sheet - Equity & Liabilities

SEK million	2021-03-31	2020-03-31	2020-12-31
Equity attributable to owners of the parent	200.1	250.5	254.6
Non-controlling interests	3.1	3.1	3.1
Total equity	203.2	253.6	257.7
Deferred tax liability	77.5	70.2	77.6
Liabilities to credit institutions and bond holders	690.0	686.3	689.1
Shareholder loan	108.3	104.7	104.7
Other long-term liabilities	158.3	161.4	161.1
Right of use liabilities	337.0	333.2	339.4
Total long-term liabilities	1293.7	1285.5	1294.3
Liabilities to credit Institutions and overdraft facility	35.2	71.5	6.3
Accounts payable	28.7	26.5	14.9
Tax liabilities	0.0	5.3	0.0
Other current liabilities	11.9	7.4	17.1
Accrued expenses and prepaid income	105.2	104.5	57.7
Right of use liabilities	10.1	13.2	10.4
Total short-term liabilities	191.1	228.4	106.3
Total equity and liabilities	1765.5	1837.7	1 736.0

Changes in Equity

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Jan-Dec
Opening balance equity	257.7	305.1	305.1
Profit/loss for the period	-55.5	-55.0	-46.4
Other comprehensive income	1.0	0.4	-0.9
Closing balance equity	203.2	253.6	257.7



Condensed Consolidated statement of cash flows

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
EBIT (Operating profit)	-44.0	-41.5	31.0	33.5
Depreciations and other non-cash items	15.0	12.1	65.2	62.3
Net interest paid	-14.1	-16.0	-59.4	-61.3
Income tax paid	-8.4	-5.1	-5.5	-2.2
Change in working capital	43.0	16.2	7.0	-19.8
Cash flow from operating activities	-8.5	-34.3	38.3	12.6
Acquisition of subsidiaries	0.0	-48.2	7.3	-40.9
Acquisition / divestment of intangible assets	0.0	0.0	2.9	2.9
Acquisition of property, plant and equipment	-19.9	-24.1	-45.2	-49.4
Cash flow from investment activities	-19.9	-72.2	-35.0	-87.5
Change in overdraft facility	28.9	0.6	9.5	-18.8
Proceeds / repayment of borrowings	0.0	-36.4	-43.9	-80.3
Amortization of lease liability	-2.4	-2.7	-10.0	-10.3
Cash flow from financing activities	26.5	-38.4	-44.4	-109.4
Cash flow for the period	-1.9	-145.0	-41.1	-184.4
Cash and cash equivalents at beginning of period	10.9	197.0	51.9	197.0
Cash flow for the period	-1.9	-145.0	-41.1	-184.4
Translation differences in cash and cash equivalents	0.1	0.0	-1.6	-1.7
Cash and cash equivalents at end of period	9.1	51.9	9.1	10.9



Condensed consolidated income statement – Parent company

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
Total revenue	1.3	2.2	8.0	9.0
Other external costs	-0.2	-1.2	-4.3	-5.3
Personnel cost	-1.0	-1.5	-4.4	-4.9
Operating Profit Before Depreciation, Amortization (EBITDA)	0.0	-0.4	-0.7	-1.2
Depreciation and amortization	0.0	0.0	0.0	0.0
Operating profit (EBIT)	0.0	-0.4	-0.7	-1.2
Financial income	9.2	6.2	27.7	24.7
Financial expenses	-15.5	-12.7	-66.4	-63.6
Profit before tax	-6.3	-7.0	-39.4	-40.1
Income tax	0.0	0.0	0.0	0.0
Profit/loss for the period	-6.3	-7.0	-39.4	-40.1

Consolidated Comprehensive income statement – Parent company

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
Profit/loss for the period	-6.3	-7.0	-39.4	-40.1
Comprehensive income for the period *)	-6.3	-7.0	-39.4	-40.1

*) The Parent company has no transactions accounted as other comprehensive income



Condensed consolidated balance sheet

Parent company – Assets

SEK million	2021-03-31	2020-03-31	2020-12-31
Shares in group companies	386.6	359.6	386.6
Long term receivables from group companies	773.2	756.0	770.3
Deferred tax assets	1.4	1.4	1.4
Financial fixed assets	1 161.2	1 117.0	1 158.3
Tangible fixed assets	0.0	0.0	0.0
Short term receivables from group companies	124.0	158.4	92.1
Current tax assets	0.0	2.1	0.5
Other current assets	8.2	0.7	0.3
Cash and cash equivalent	0.1	2.2	0.4
Total current assets	132.3	163.3	93.3
Total assets	1 293.4	1 280.3	1 251.6

Condensed consolidated balance sheet

Parent company – Equity & Liabilities

SEK million	2021-03-31	2020-03-31	2020-12-31
Equity	265.0	304.4	271.3
Total equity	265.0	304.4	271.3
Bond loan	690.0	686.3	689.1
Shareholder loan	97.8	97.0	97.0
Other long-term liabilities	154.0	154.0	154.0
Total long-term liabilities	941.7	937.4	940.1
Liabilities to credit Institutions and overdraft facility	35.0	25.7	0.0
Short term liabilities to group	38.2	0.0	24.2
Accounts payable	0.2	0.9	0.4
Tax liabilities	0.0	0.0	0.0
Other current liabilities	0.1	1.0	2.2
Deferred expenses	13.2	11.0	13.4
Total short-term liabilities	86.7	38.5	40.2
Total equity and liabilities	1 293.4	1 280.3	1 251.6



Notes to the financial statements

1. Accounting policies

The Group applies the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as adopted by the EU. The Group also applies the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 1 Supplementary Accounting Rules for Groups. This report has been prepared in accordance with IAS 34 Interim Financial Reporting and in compliance with the applicable provisions in the Swedish Annual Accounts Act.

The parent company applies RFR 2 Accounting for Legal Entities as well as the Swedish Annual Accounts Act.

The accounting principles applied for preparing consolidated financial statements are disclosed in more detail in the annual report. The accounting principles are unchanged from the latest annual report.

2. Acquisition of subsidiaries

No acquisition of subsidiaries performed during the quarter.

3. Definitions

Key figure	Definition
Pro forma revenue	Total revenue according to income statement adjusted for acquired/divested sites and extraordinary items
Pro forma Adjusted EBITDA	EBITDA according to income statement adjusted for acquired/divested sites, extraordinary items and all leasing being handled as operational leasing
Financing EBITDA	As defined in the Terms and Conditions for the United Camping bond issued 2 December 2019. Pro forma Adjusted EBITDA, adjusted to comply with bond terms cap to extraordinary items, IAS 17 leases reported as financial leasing and reporting of unrealize synergies from acquisitions as applicable



Reconsolidation of pro forma Adjusted EBITDA and Financing EBITDA

SEK million	2021 Jan-Mar	2020 Jan-Mar	2020 Apr – 2021 Mar	2020 Jan-Dec
EBITDA according to consolidated comprehensive income	-28.9	-29.4	96.3	95.7
IFRS 16 Adjustment	-4.8	-4.8	-19.8	-19.8
IAS 17 Adjustment	-0.5	-0.4	-2.0	-1.9
Pro-Forma Acquired camp sites	0.0	-4.1	1.8	-2.2
Pro-Forma Divested / discontinued camp sites	0.0	1.0	-0.2	0.7
Extraordinary items, bond financing & transaction costs	0.9	3.9	9.0	12.0
Pro-Forma Adjusted EBITDA	-33.3	-33.8	85.1	84.6
IAS 17 Adjustment	n.a.	n.a.	2.0	1.9
Unrealized synergies & bond term effect on Extraordinary items (*)	n.a.	n.a.	-0.6	0.0
Financing EBITDA	n.a.	n.a.	86.5	86.5

(*) Bond Term Sheet cap on extraordinary items applied to LTM and full year numbers only

4. Disclaimer

The report has not been reviewed by the company's auditors.



Board of Director's assurance

The Board and the CEO assures that this Interim Report provides a true and fair view of the parent company's and the group's operations, financial position and performance, and describes the material risks and uncertainties faced by the parent company and other group companies.

Stockholm, May 7, 2021
United Camping AB

Karl Svozilik
Chairman of the Board

Ståle Angel
Board member

Martin Jörgensen
Board member

Tom Sibirzeff
Board member

Fredrik Gyllenhammar Raaum
Board member

Johan Söör
CEO

Note

This information is information that United Camping is required to disclose under the EU Market Abuse Regulation. The information was made public by the contact person listed below, on May 7, 2021, at 08:00.

Further information

For further information. please contact:

Göran Meijer, CFO, e-mail: goran.meijer@firstcamp.se, phone: +46-707-18 05 75

United Camping AB
Corporate identity number: 559082-2515
Erik Dahlbergsallén 15
115 20 Stockholm