

First Camp Group AB

Year End Report 2022





Highlights:

Fourth quarter 2022 (same quarter last year in brackets)

- Total revenue of SEK 92.2 million (53.9)
- Pro forma revenue, excluding government support linked to COVID-19, increased with 6%¹⁾ compared to Q4 2021,
- Pro forma Adjusted EBITDA¹⁾ amounted to SEK -56.5 million (-26.6)
- EBIT of SEK -89.4 million (-53.1)
- Cash flow from operating activities of SEK -143.4 million (-43.1)
- Acquisition of Leksand Resort group and Aarhus Camping in Denmark with a combined annual revenue in 2022 of approx. SEK 145 million
- Issue of senior secured sustainability-linked bond of SEK 1,850 million and re-payment of existing bond of SEK 1,360 million

January - December 2022 (same period last year in brackets)

- Total revenue of SEK 1,004.0 million (473.3)
- Pro forma revenue, excluding government support linked to COVID-19, increased with 18%¹⁾ compared to full year 2021
- Pro forma Adjusted EBITDA¹⁾ amounted to SEK 277.6 million (276.1)
- EBIT of SEK 91.6 million (50.1)
- Cash flow from operating activities of SEK 77.1 million (64.3)
- Establishment on the Norwegian market through the acquisition of two destinations, Norsjø Ferieland and Gol Campingsenter. Acquisition of three new destinations in Denmark – Råbjerg Mile, Klim Strand and Aarhus Camping. Acquisition of Leksand Resort group. The acquisitions have a combined annual turnover in 2022 of approx. SEK 200 million
- Issue of senior secured sustainability-linked bond of SEK 1,850 million and re-payment of existing bond of SEK 1,360 million

1) See note 3 for definitions







CEO Comments

2022 was First Camp's most successful year to date. After two years characterised by Covid-19 restrictions, the camping market normalised again in 2022. We delivered significant revenue growth thanks to strong demand on the market in combination with successful commercial initiatives, which combined gave an overall organic growth (pro forma, excluding state Covid-19 support) of 18%¹⁾ during the year. Including acquisition effects, we achieved an impressive 112% increase in revenue and a total of six new destinations were added during the year, including our first destinations in Norway. Guest satisfaction increased significantly during the year, while employee engagement remained at a high level. During the year, we also passed the milestone of SEK 1 billion in revenue.

Pro forma Adjusted EBITDA increased by SEK 1.5 million compared to last year. The development of our markets varied to some extent during the year, although common factors included the increased cost inflation and higher electricity prices, which had a negative impact on earnings compared to last year. In combination with long-term investments in strengthened full-year staffing at our destinations and strengthened support office functions, the increase in costs equated to the increase in revenue. Compared to the most recent normal year, 2019, pro forma Adjusted EBITDA increased by SEK 39 million (16%), despite sharply increased energy costs, which confirms that the initiatives we have implemented during the pandemic years have yielded good results.

Growth in Sweden was strong during the year, where we witnessed good results from product improvements, sales/marketing efforts and our pricing work based on world-leading technology. Revenues (pro forma, excluding state Covid-19 support) in the Swedish operation increased by 23% compared to last year, with a good conversion to Adjusted EBITDA despite increased energy prices, increased full-year staffing and general cost increases. The year started strongly also in Denmark, thanks to a successful investment in year-round opening in most destinations. The financial result in Denmark during the summer was weaker than last year, however, and a number of initiatives are in progress aimed at improving the financial performance in Denmark. From a guest perspective, the operation in Denmark developed well with increased guest satisfaction. Employee engagement is also high. All in all, this provides a solid platform from which to build.

In the spring of 2022 First Camp entered the Norwegian market through two acquisitions, which are being supplemented with a third destination in Q1 2023. The Norwegian market is very similar to the Swedish and Danish markets in terms of stable growth, good profitability and high fragmentation. We are still seeing excellent growth opportunities in all three Scandinavian countries, and First Camp is continuing to be the engine in the consolidation of the Scandinavian camping market.

Demand during the fourth quarter of the year was strong. Reported sales amounted to SEK 92 million. Revenue (pro forma) during the quarter was, adjusted for currency effects, in line with a record strong quarter in 2021. The strong revenue development in 2022 is in part thanks to continued investments in our B2B offering in relation to both corporate housing and conferences/events. We also witnessed relatively strong demand on the B2C side, despite a generally uncertain macro-situation and increased costs for households. For example, lodging revenue at our Swedish destinations increased during the autumn holiday week, week 44. The corresponding week in Denmark, week 42, also saw an increase at Jesperhus, where basically all the cabins were fully occupied. Jesperhus' YouTube channel, the largest in Denmark among families with children, broke new records during the year and has reached a total of almost 170 million views.

Despite highly successful work with developing the operation outside the summer season, the period from June–August is still by far the most important for the company's revenue. Our cost base is more evenly distributed over the year, however, which now, during a period of high inflation, is reinforcing the seasonal pattern of the winter months being loss-making months in the camping industry. Pro forma Adjusted EBITDA for the quarter amounted to SEK -57 million (-27). Planned strengthening of the support office and increased full-year staffing at the destinations, in order to handle increased demand, continued during the quarter. This is leading to additional costs during the winter but creates the conditions for continuing to drive strong growth all year round and deliver increased stability. The initiative was launched at the start of 2022 and has also had a clear impact, especially during the summer in the form of strong revenue growth, continued high employee satisfaction and sharply increased guest satisfaction.

1) Pro forma revenue (See note 3 for definitions)



First Camp is also, as society as a whole, continuing to be affected by the high energy prices. At the start of the autumn, we launched a major energy saving programme covering all destinations, including both operational measures to reduce consumption and investments in more efficient heating solutions. The programme has been a success, achieving a decrease in consumption of 19% during the quarter, although it was not able to compensate fully for the increase in energy prices.

The fourth quarter is also a period of planning and preparation ahead of next year's summer season. During the quarter, the company's Board of Directors decided on the investment plan for 2023, which includes maintenance, investments in an improved product and some twenty projects aimed at expanding accommodation capacity at our existing destinations. The yield profile for these expansion projects is very attractive, and we have a long list of additional, similar projects.

First Camp's new website was also launched during the quarter, with the goal of enabling even better conversion and simplified internal work. The launch has overall been very successful, and we are seeing a clear increase in online sales compared to last year.

The uncertain global situation and high energy prices are likely to persist in 2023, and we are closely monitoring new bookings and are ready to take action to manage any slowdown. At the time of writing (first week of February 2023), we are happy to report that the booking situation for 2023 across the whole of First Camp is on a par with the same time last year. The camping sector has historically remained strong, even in turbulent times. Even though 2022 was a successful year, we are not complacent, rather we are continuing to drive growth, greater efficiency and ever-improved guest experiences. The combination of continued investments and development opportunities, the attractiveness of the market and First Camp's strong position makes us full of confidence as we look to the future.

Stockholm, February 15, 2023

Johan Söör





Business and market

First Camp Group 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. One destination, Jesperhus Feriepark in Denmark, operates under its own brand.

By the end of 2022 First Camp operated 50 campsites in Sweden, 10 in Denmark, and two in Norway, with approximately 17,000 camping pitches and approximately 3,000 cabins.

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

- In December, First Camp acquired the Leksand Resort Group, with an annual revenue during 2022 of SEK 138 million, from United Camping Holding's subsidiary United Camping Campsite HoldCo AB
- First Camp has also entered into an agreement regarding and completed the asset acquisition of Aarhus Camping in Denmark, as well as entered into an agreement to acquire Bø Camping in Norway with a completion date of 1 February 2023. The acquisitions have a combined annual turnover during 2022 of approximately SEK 30 million. Please see Note 2 for further information on the acquisitions
- In December, the company completed the refinancing of the outstanding bond. Through the refinancing, the bond loan was increased to SEK 1,850 million and the company's credit facility with Nordea was simultaneously increased to SEK 320 million

Significant events in the first three quarters

- During the first quarter, First Camp completed the asset acquisition of Råbjerg Mile Camping and the acquisition of Klim Strand Camping in Denmark, as well as the acquisitions of the Group's first two campsites in Norway, Norsjø Ferieland and Gol Campingsenter. The acquisitions have a combined annual turnover during 2022 of approximately SEK 55 million. Please see Note 2 for further information on the acquisitions
- Our members' club, First Camp Club, has been upgraded with more member benefits and a new membership category, Gold, for our most loyal guests
- Launch of online ordering solution in First Camp Bistro
- First Camp Group AB's ultimate main shareholder Norvestor VII L.P., has during August divested its indirect ownership in First Camp to Norvestor SPV II SCSp. Norvestor SPV II SCSp is a continuation fund, managed and advised by Norvestor
- In August, Tom Sibirzeff has chosen to leave the Board of Directors of First Camp Group, but will remain as an indirect shareholder of the company
- Thomas Buch Tøstesen took office as CEO of Jesperhus Feriepark in August. Thomas, who has solid experience from the Danish hospitality industry, most recently comes from a position as Hotel Director for Legoland Billund Resort, and has previously served as Operations Manager for FDM Camping

Significant events after the reporting period

- In January, First Camp appointed Benita Jonsson, Regional Manager for Region South within First Camp, as acting COO, and also recruited Adam Fall to the newly established role of CTO and recruited Mia Melin to the role of CHRO. Adam and Mia will assume their roles during the second quarter
- In January, First Camp entered into an agreement to acquire Sjöstugans Camping in Sweden, and the acquisitions of Sjöstugans Camping and Bø Camping in Norway were completed on 1 February. The acquisitions have a combined annual turnover during 2022 of approximately SEK 30 million. Please see Note 2 for further information on the acquisitions



Revenue and Pro forma Adjusted EBITDA

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Revenue	92.2	53.9	1,004.0	473.3
Sweden	59.8	46.2	688.0	392.3
Denmark & Norway	32.3	7.7	316.0	81.1
Pro forma revenue	107.2	102.1	1,151.1	983.6
Sweden	73.8	70.5	824.7	682.3
Denmark & Norway	33.4	31.7	326.5	301.3
Pro forma Adjusted EBITDA	-56.5	-26.6	277.6	276.1
Sweden	-40.7	-19.8	210.9	181.1
Denmark & Norway	-15.8	-6.8	66.6	95.0

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

Fourth Quarter 2022

Revenue

Total revenue amounted to SEK 92.2 million (53.9). Of the revenue increase compared to the same period last year, acquired growth from the entities (Råbjerg Mile, Gol, Klim Strand, Norsjø, Boden, Frigård, Svenska Campingpärlor, Jesperhus, Aarhus and Leksand) accounted for SEK 36.9 million. Revenue for the quarter does not include any government support linked to Covid-19 (SEK 0.7 million in the same quarter last year).

Pro forma revenue amounted to SEK 107.2 million (102.1), an increase of SEK 5.1 million (5%) relative to the same quarter last year. The quarter's pro forma revenues do not include any government restructuring support linked to Covid-19 (SEK 0.0 million in the same quarter last year).

Pro forma revenue in Sweden increased by SEK 3.3 million (5%) compared to last year. The growth is mainly explained by the increase in revenue from corporate guests, driven by the Group's increased efforts towards this guest category. Normalised demand from event and restaurant guests, following the lifting of the pandemic restrictions during the year, also had a positive impact on revenue for the period compared to the same quarter last year.

Pro forma revenue in Denmark and Norway increased by SEK 1.7 million (5%) compared to the same quarter last year. In local currency revenues decreased by 2% compared to the fourth quarter last year, which included multiple large bookings from corporate guests. During the fourth quarter, the revenue from successful investments in outside the summer season, including increased number of activities and improved availability, ended at a high level. The lifting of the pandemic restrictions during the year also had a positive impact on the revenue of the quarter.

Pro forma Adjusted EBITDA

Pro forma Adjusted EBITDA amounted to SEK -56.5 million (-26.6), which is a decrease of SEK 29.9 million compared to the same quarter last year. There was no effect from state Covid-19 support packages on the result of the quarter (positive effect of SEK 0.7 million last year). Higher energy prices impacted the quarter by approximately SEK 7 million compared to the same quarter last year. Planned strengthening of the support office and increased full-year staffing at the destinations, intended to handle increased demand year-round, continued during the quarter and resulted in an underlying cost increase of just over SEK 7 million in the quarter.

At Swedish destinations, pro forma Adjusted EBITDA decreased by SEK 20.9 million. Excluding government support packages linked to Covid-19, pro forma Adjusted EBITDA fell by SEK 20.2 million.



Leksand Resort accounted for roughly half of the decrease, with last year's quarterly profits being positively affected by insurance claims and damages received from one supplier. Energy costs increased by SEK 4 million, which is less than the increase in energy prices, thanks to a successful reduction in electricity consumption.

At Danish and Norwegian destinations, pro forma Adjusted EBITDA decreased by SEK 9.0 million compared to last year (no impact from government support packages linked to Covid-19). Higher energy prices and cost inflation, along with increased full-year staffing, explain the higher costs compared to the same quarter last year.

Currency effect

Exchange rate changes had a positive impact on pro forma revenue in the amount of SEK 2.4 million compared to the same quarter last year. Exchange rate changes negatively impacted the pro forma Adjusted EBITDA in the amount of SEK 1.1 million compared to the same quarter last year.

Reporting period January - December 2022

Revenue

Total revenue amounted to SEK 1,004.0 million (473.3). Of the revenue increase compared to the same period last year, acquired growth from the entities (Råbjerg Mile, Gol, Klim Strand, Norsjø, Boden, Frigård, Svenska Campingpärlor, Jesperhus, Aarhus and Leksand) accounted for SEK 460.5 million. The revenue for the period does not include any government support linked to Covid-19 (SEK 0.7 million in the same period last year).

Pro forma revenue amounted to SEK 1,151.1 million (983.6), an increase of SEK 167.5 million (17%) compared to the same period last year. Pro forma revenue for the period does not include any government support linked to Covid-19 (SEK 11.6 million in the same period last year). Excluding government support, pro forma revenue increased by SEK 179.1 million (18%).

Pro forma revenue in Sweden increased by SEK 142.4 million (21%) compared to last year. Excluding government support, pro forma revenue increased by SEK 154.7 million (23%). The revenue during June–August increased by 25% compared to last year, as the number of international guests normalised after the pandemic years' travel restrictions and the strong demand from domestic guests was maintained. The AI-based dynamic pricing system, that the Group has implemented, also had a positive impact on the revenue development. Outside the summer season, revenues from corporate guests and conferences increased as a result of successful initiatives in relation to these guest groups, as well as normalised demand following the lifting of the pandemic restrictions at the beginning of the year.

Pro forma revenue in Denmark and Norway increased by SEK 25.2 million (8%), without impact from government support linked to Covid-19. The increase is largely due to a successful focus on also having an attractive product outside the summer period at the Jesperhus resort, which went from being closed for large parts of the same period last year to having high occupancy rates this year throughout the spring, autumn and winter. Revenue growth was also driven by the Group's focus on corporate guests, which yielded good results, primarily in the first quarter. The strong growth in revenue outside the summer season was partly offset by weaker demand during the summer, mainly from domestic guests. The volumes on the Danish and Norwegian camping markets were positively affected in 2021 by the restrictions on international travel, as these countries normally have a net outflow of camping guests. Market growth in Denmark and Norway during the third quarter of 2022 was therefore weaker than in Sweden.



Pro forma Adjusted EBITDA

Pro forma Adjusted EBITDA amounted to SEK 277.6 million (276.1), an increase of SEK 1.5 million compared to the same period last year. The period includes a positive effect from government support linked to Covid-19 of SEK 1.7 million (positive effect of SEK 18.5 million last year).

At Swedish destinations, pro forma Adjusted EBITDA increased by SEK 29.8 million compared to last year. Excluding government support linked to Covid-19, pro forma Adjusted EBITDA increased by SEK 42.1 million, which corresponds to 27% of the revenue increase excluding the effect of government support, despite an increase in energy costs due to increased energy prices of approximately SEK 25 million, the continued strengthening of the full-year organisation and general cost inflation. The EBITDA development during the summer was strong as a result of successful pricing efforts and good cost control.

At Danish and Norwegian destinations, pro forma Adjusted EBITDA declined by SEK 28.4 million relative to last year. Excluding government support, pro forma Adjusted EBITDA declined by SEK 23.9 million. The year began with an increased pro forma Adjusted EBITDA during the winter and spring season, thanks to a successful initiative in year-round opening. However, the EBITDA development during the summer was weaker than last year. The revenue development during the summer was weaker than expected, which, in combination with increasing costs due in part to even higher energy prices than in Sweden and rising personnel costs, yielded financial results that were lower than planned. A number of initiatives are underway to improve the financial performance in Denmark.

Currency effect

Exchange-rate changes had a positive impact on pro forma revenue in the amount of SEK 13.0 million compared to the same period of last year. Exchange rate changes had a positive effect on the pro forma Adjusted EBITDA in the amount of SEK 2.0 million compared to the same period of last year.

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, Ascension Day and Pentecost also bring variations in revenues.

Reported Result

Fourth Quarter 2022

Operating profit/loss (EBIT)

The EBIT for the quarter amounted to SEK -89.4 million (-53.1), a decrease of SEK 36.3 million. The EBIT effect from acquired entities amounted to SEK -19.2 million. Cost inflation as well as planned strengthening of support office functions and full-year staffing at the destinations offset some of the operating profit increase from higher revenues. Higher energy prices negatively affected the operating profit by SEK -7 million compared to the same quarter of the previous year.

The operating profit for the period does not include any government support linked to Covid-19 (SEK 0.7 million in the same period previous year).

The IFRS16 effect on operating profit for the quarter was positive SEK 4.0 million. Other operating costs (leasing, rent, leasehold and land lease fees) were reduced with SEK 6.6 million and depreciation was increased by SEK 2.6 million amortization of Right of Use assets.

Financial income/expense

Net financial expenses for the quarter amounted to SEK -30.2 million (3.4). Last year's net financial items include a positive effect of SEK 27.0 million from the divestment of one of the company's Varberg properties, which is recognised as a capital gain from the divestment of a subsidiary as the divestment was structured as such. Arrangement fees and tap rate gains amounting to net SEK -7.0 million attributable to the old bond that was repaid during the quarter, which would have been recognized over the remaining duration until June 2023, have been expensed



Financial expenses for the quarter include SEK 2.3 million interest cost on Right of Use Liabilities in accordance with IFRS16.

Income tax

Reported tax amounted to SEK 4.7 million (13.0).

Profit/loss for the quarter

The profit for the quarter amounted to SEK -114.9 million (-36.7).

Liquidity and cash flow

Cash flow from operating activities amounted to SEK -143.4 million (-43.1). The lower operating profit is affecting cash flow by SEK -17.2 million. A final payment of SEK 31.3 million was made during the quarter in respect of the provision booked during the second quarter for a long-term, non-recurring programme for variable remuneration. Seasonal fluctuations in working capital (mainly linked to advances from guests, accounts payable, accrued salaries and VAT) are also increasing in absolute terms as the company grows, which gives a negative effect during the quarter compared to last year.

In connection with the bond issue and the refinancing of existing debt, accumulated interest of SEK 13 million has been paid to the sellers of the First Camp Sweden group during the quarter.

Cash flow from investment activities amounted to SEK -259.3 million (-391.7). The purchase price for Leksand Resort and Aarhus Camping was paid during the period, which overall had a negative impact on cash flow of SEK 223.9 million.

Cash flow from financing activities amounted to SEK 423.3 million (483.8). During the quarter, First Camp has issued sustainability-linked senior secured bonds amounting to SEK 1,850 million and, in connection with this, has re-paid the previously outstanding bonds totaling SEK 1,360 million and also re-paid the vendor note of SEK 154 million (plus accumulated PIK interest), which was received in connection to the acquisition of the First Camp Sweden group in 2019. The utilisation of the credit facility at Nordea has increased by SEK 120.3 million during the quarter.

The cash flow for the quarter was SEK 20.6 million (49.0).

Reporting period January - December 2022

Operating profit/loss (EBIT)

Operating profit for the period amounted to SEK 91.6 million (50.1), an increase of SEK 41.5 million. The profit for the period includes a cost of SEK 47.0 million relating to a long-term, non-recurring programme for variable remuneration. The EBIT effect from acquired entities amounted to SEK 112.7 million. The planned strengthening of support office functions and full-year staffing at the destinations as well as cost inflation offset some of the operating profit increase from higher revenues. Higher energy prices impacted the period by approximately SEK -34 million relative to the same period last year.

The effect from government support linked to Covid-19 amounted to SEK 1.7 million in the period (SEK 0.7 million in the same period previous year).

The IFRS16 effect on operating profit for the period was positive SEK 11.1 million. Other operating costs (rent, leasehold and land lease fees) were reduced with SEK 25.7 million and depreciation was increased with SEK 14.6 million amortization of Right of Use assets.

Financial income/expense

Net financial expenses for the period amounted to SEK -86.6 million (-47.0). The cost of bond interest increased by SEK 43.7 million during the period compared to last year, due to the expansion of the bond and higher interest rates. At the same time, net financial items are positively affected by the currency translation effect on intercompany loans totaling SEK 39.7 million (SEK 2.1 million last year). Arrangement fees and tap rate gains amounting to net SEK -7.0 million attributable to the old bond that was re-paid during the quarter, which would have been recognized over the remaining duration until June 2023, have been expensed. Last year's net financial items include a positive effect of SEK 27.0



million from the divestment of one of the company's Varberg properties, which is recognised as a capital gain from the divestment of a subsidiary as the divestment was structured as such.

Financial expenses for the period include SEK 12.1 million interest cost on Right of Use Liabilities in accordance with IFRS16.

Income tax

Reported tax amounts to SEK -22.4 million (0.2).

Profit/loss for the reporting period

The profit for the period amounted to SEK -17.4 million (3.2).

Liquidity and cash flow

Cash flow from operating activities amounted to SEK 77.1 million (64.3). The stronger operating profit had a positive cash flow impact of SEK 85.6 million compared to last year. Change in working capital gives a positive effect of SEK 5.9 million during the year. The effect of working capital is limited on a full-year basis, as both customer advances and accrued salaries are seasonally small at the year-end. In connection with the bond issue and the refinancing of existing debt, accumulated interest of SEK 13 million has been paid to the sellers of the First Camp Sweden group. In addition, interest expenses for the bond loan have increased compared to last year, due to the increased loan volume and higher interest rates.

Cash flow from investment activities amounted to SEK -532.8 million (-454.1). The purchase price for the acquisitions of Råbjerg Mile, Klim, Norsjø, Gol, Aarhus and Leksand Resort has been paid during the period, which overall had a negative impact on cash flow of SEK -381.7 million. Cash flow for the period includes a positive impact of SEK 3.1 million from the final settlement of the purchase price for Jesperhus Resort, which was acquired during the fourth quarter of 2021.

Cash flow from financing activities amounted to SEK 411.1 million (477.3). During the period, First Camp has issued sustainability-linked senior secured bonds amounting to SEK 1,850 million and, in connection with this, has re-paid the previously outstanding bonds totaling SEK 1,360 million and also re-paid the vendor note of SEK 154 million (plus accumulated PIK interest), which was received as part of the acquisition of the First Camp Sweden group in 2019. During the period, First Camp has re-paid existing loans of SEK 19.5 million in the companies acquired during the first quarter. The utilisation of the credit facility at Nordea has increased by SEK 120.3 million during the period.

Cash flow for the period amounted to SEK -44.6 million (87.5).

Financial position

At the end of the period, cash and cash equivalents amounted to SEK 96.2 million (125.4), of which SEK 70.0 million (98.2) was placed in a deposit account pursuant to the terms for at the time outstanding bonds. The SEK 98.2 million that was placed in a deposit account at the start of the year were withdrawn from the deposit account during the period, and SEK 70.0 million has been placed in a deposit account in connection with the bond issue in December 2022. The company is entitled to withdraw funds as the acquisitions to which the financing relates are completed, and the conditions for releasing the SEK 70.0 million were met at the start of February 2023.

At the end of the period, SEK 120.3 million of the Group's overdraft facility of SEK 320.0 million was utilized (un-utilized last year).

The Group's interesting bearing net debt, Net Interest bearing Financing Debt (NIBD), as defined¹⁾ in the Terms and Conditions for the First Camp Group bond issued 14 December 2022 amounted to SEK 1,882.6 million (1,247.4). NIBD / Financing EBITDA for the last twelve months amounted to 6.7x by 2022-12-31 according to said "Terms and Conditions").

Other information

Significant risks and uncertainties

The most relevant risk factors, operational and financial, and how they are managed is described in the annual report. For further description of risks and uncertainties, please refer to the management report and note 4 in the annual report for 2021. In addition to the risks described in the annual report for 2021 the company has been affected by the macro developments.

1) The aggregated interest bearing financial indebtedness less cash, including liability from finance leases but excluding subordinated debt and IFRS16 liabilities



Russia's invasion of Ukraine is deemed to have a very limited direct impact on First Camp as the company has no direct suppliers in the countries and the company's suppliers, as far as the company is aware, do not have critical subcontractors in the countries. Guests from the countries concerned do not constitute a material customer group.

As the rest of the society, First Camp is affected by the high energy prices. In the early fall we launched an extensive energy saving program, which includes operating actions to lower energy consumption and investments in more efficient heating solution, capturing all destinations.

Even though First Camp actively seeks to attract guests outside the summer season, the June-August period normally represents almost 70 percent of First Camp's annual turnover, and the outcome of this period therefore has a major impact on the full-year earnings. The Group's cost base is more evenly distributed over the year, however, which now, during a period of high inflation, is reinforcing the seasonal pattern of the winter months being loss-making months in the camping industry.

The uncertain global situation and high energy prices are likely to persist in 2023, and even as First Camp considers, partly based on historical developments, that the camping market is less sensitive to economic fluctuations than other segments of the tourism industry partly because camping in the event of an economic downturn is a holiday option that costs less than for example charter trips, we are closely monitoring new bookings and are ready to take action to deal with any slowdown.

The company has during the year increased its bond loan, which leads to a bigger impact on results from interest rate changes. An increase of STIBOR with 1 percentage point leads to an increased interest cost of SEK 18.5 million before taxes.

Sustainability

Since the financial year 2021 First Camp once a year presents a holistic view of the sustainability efforts in the Sustainability report. The latest Sustainability report is available at the company's web site: www.corporate.firstcamp.se. In 2022 the company issued sustainability-linked senior secured bonds. The KPI:s on which the sustainability link is based will be reported in the company's interim reports in the section "Sustainability-linked bond".

Transactions with associates

First Camp Group had at the beginning of the year a loan of SEK 180.2 million from the parent company United Camping Holding AB, which is described in note 31 and note 4 of the annual report 2021. During the year, First Camp Group has in conjunction to M&A activities received additional loans of SEK 16.6 million from United Camping Holding with an annual interest of 5% with unchanged terms. All outstanding loans from United Camping Holding to First Camp Group, including accrued interest, were paid off in December by means of offsetting against received shareholder contributions.

During the year, First Camp Group has acquired the Leksand Resort group from the associated company United Camping Campsite HoldCo AB. That company had been acquired by United Camping Campsite HoldCo AB during 2022 and was transferred to First Camp Group at the same valuation as for the initial acquisition made by United Camping Campsite HoldCo AB.

First Camp Group has purchased administrative services from the associated companies United Camping Holding AB and United Camping Campsite HoldCo. During the year, purchases from associated companies amounts to SEK 16.0 million. The transactions were conducted on market terms.

Senior Secured Bond

At the beginning of the year First Camp Group had outstanding senior secured bonds amounting to SEK 1,360 million. The bonds were repaid in December 2022 in conjunction to the issuing of new sustainability linked senior secured bonds in a total of SEK 1,850 million. The new bonds have a duration until June 2026 with an interest of STIBOR plus 7.25%, with other terms in line with the previous bonds with minor changes. The terms of the bond are available at the company's web site: www.corporate.firstcamp.se. The KPI:s on which the sustainability link is based will be reported in the company's interim reports in the section "Sustainability-linked bond".

Annual report

The annual report will be published in the week starting April 24, 2023, and will be made available at corporate.firstcamp.se and at First Camp's head office.



Sustainability-linked bond

KPI 1 – Share Green Key-certified destinations

Contributing to UN SDG 15 Life on land is a core element in our sustainability strategy and we aspire to be stewards for a healthy environment for future generations. Our overall aim is to contribute to ensure the conservation, restoration, and sustainable use of managed land. The Green Key Certification is a broader certification scheme in which 13 topics are measures and campsites must adhere to strict environmental and ecological requirements.

During the quarter, one more destination, Björknäs-Boden, has been certified with Green Key. The destination was however acquired in 2021 and is therefore not yet included in the basis of calculating KPI 1.

KPI 2 – Decrease of Scope 1 and Scope 2 carbon dioxide emissions

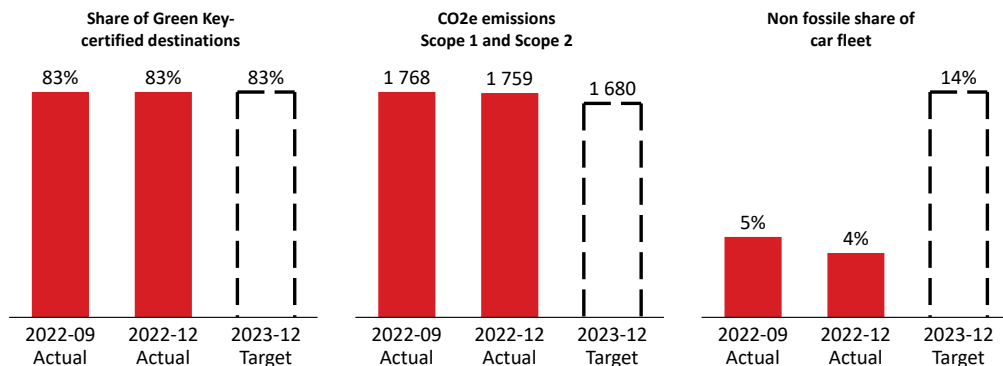
We view this KPI as an important contributor to the UN SDG 13 Climate Action which is a core element in the Company’s sustainability strategy as it considers the footprint of the corporate overhead. Reducing emissions is a key part of First Camps’ strategy to be the leader in sustainable solutions in the industry.

During the quarter investment projects have been initiated where the district heating has replaced natural gas for the heating of the pool at First Camp Råå Vallar, as well as additional projects for replacing oil based heating with heat-pumps. A number of operative energy saving activities have been conducted where we see a decrease in electricity consumption of 19% on comparable destinations. During the quarter we see somewhat decreased emissions, primarily due to the decreased consumption of electricity and district heating.

KPI 3 – Electrification of car fleet

The current car fleet is almost entirely comprised on vehicles running on fossil fuels. First Camp intends to choose battery electric alternatives whenever leased or owned vehicles are replaced, wherever and whenever feasible. These measures will contribute to UN SDG 13 and will have positive effects on local air quality.

During the quarter previously placed orders for fossile fuelled vehicles have been canceled, and procurement of electric vehicles has been performed.



Definitions:

- KPI 1: Number of Green Key certified destinations owned for more than 24 months / Total number of destinations owned for more than 24 months
- KPI 2: CO2 emission factor according to GHG emission protocol and Enviroenergy.co.uk
- KPI 3: Number of registered non-fossile cars and light duty vehicles / Total number of registered cars and light duty vehicles. Excluding motorized lawnmowers, golf-karts and tractors



Condensed Consolidated income statement

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Total revenue	92.2	53.9	1,004.0	473.3
Cost of goods sold	-8.5	-3.9	-101.6	-34.3
Other external costs	-71.8	-46.3	-343.8	-168.5
Personnel cost	-61.8	-36.5	-357.6	-155.1
Operating profit before depreciation, amortization (EBITDA)	-49.9	-32.7	201.0	115.4
Depreciation and amortization	-39.5	-20.4	-109.4	-65.3
Operating profit (EBIT)	-89.4	-53.1	91.6	50.1
Net financial expense	-30.2	3.4	-86.6	-47.0
Profit before tax	-119.6	-49.7	5.0	3.1
Income tax	4.7	13.0	-22.4	0.2
Profit/loss for the period	-114.9	-36.7	-17.4	3.2
Attributable to:				
Owners of the parent	-114.7	-36.6	-17.1	3.3
Non-controlling interests	-0.2	-0.1	-0.3	-0.1

Consolidated Comprehensive income statement

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Profit/loss for the period	-114.9	-36.7	-17.4	3.2
Items that can be reversed to the income	-1.2	0.8	4.8	1.5
Comprehensive income for the period	-116.1	-35.9	-12.5	4.8
Attributable to:				
Owners of the parent	-115.9	-35.9	-12.2	4.8
Non-controlling interests	-0.2	-0.0	-0.3	-0.1



Condensed Consolidated balance sheet – Assets

SEK million	2022-12-31	2021-12-31
Goodwill	492.7	347.8
Other intangible assets	117.8	83.8
Intangible assets	610.4	431.7
Other long-term financial assets	10.6	0.8
Financial fixed assets	10.6	0.8
Buildings and land	1,998.8	1,571.0
Ongoing projects	164.1	98.8
Equipment	97.4	69.1
Right of use assets	374.8	364.1
Tangible fixed assets	2,635.1	2,103.0
Inventories	13.2	6.4
Account receivables	15.3	7.8
Current tax assets	0.0	5.1
Other current assets	32.8	32.9
Cash and cash equivalent	96.2	125.4
Total current assets	157.5	177.6
Total assets	3,413.7	2,713.2



Condensed Consolidated balance sheet - Equity & Liabilities

SEK million	2022-12-31	2021-12-31
Equity attributable to owners of the parent	673.9	326.9
Non-controlling interests	3.0	3.0
Total equity	676.8	329.9
Deferred tax liability	195.9	151.5
Liabilities to credit institutions and bond holders	1,820.8	1,343.5
Shareholder loan	0.0	186.4
Other long-term liabilities	5.7	168.3
Right of use liabilities	366.5	356.7
Total long-term liabilities	2,193.0	2,054.9
Liabilities to credit Institutions and overdraft facility	120.5	2.0
Accounts payable	52.7	37.9
Tax liabilities	16.2	0.0
Other current liabilities	20.9	11.6
Accrued expenses and prepaid income	125.0	111.5
Right of use liabilities	12.6	13.8
Total short-term liabilities	347.9	176.9
Total equity and liabilities	3,413.7	2,713.2

Changes in Equity

SEK million	2022 Jan-Dec	2021 Jan-Dec
Opening balance equity	329.9	257.7
Reclassification from Danish joint taxation	0.0	2.3
Profit/loss for the period	-17.4	3.2
Exchange rate differences	20.8	0.9
Shareholder contribution	343.4	72.0
Reclassification in connection with merger	0.0	-6.2
Closing balance equity	676.8	329.9

Note:2022: The shareholder contribution in 2022 was given in the form av claims against the group companies Leksand Resort and First Camp Sverige AB in connection to the acquisition of the Leksand Resort group. 2021: SEK 7 million of shareholder contribution was cash contribution and SEK 65 million was given in the form of offsetting against a vendor note in connection to the acquisition of Svenska Campingpärlor



Condensed Consolidated statement of cash flows

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
EBIT (Operating profit)	-89.4	-53.1	91.6	50.1
Depreciations and other non-cash items	39.5	20.4	109.4	65.3
Net interest paid	-44.3	-11.9	-119.0	-57.1
Income tax paid	4.6	11.0	-10.8	-0.5
Change in working capital	-53.8	-9.4	5.9	6.5
Cash flow from operating activities	-143.4	-43.1	77.1	64.3
Acquisition of subsidiaries	-207.7	-401.8	-340.3	-401.8
Acquisition of business	-16.2	0.0	-38.2	0.0
Acquisition of property, plant and equipment	-35.4	-20.0	-154.3	-82.4
Divestment of tangible assets	0.0	30.0	0.0	30.0
Cash flow from investment activities	-259.3	-391.7	-532.8	-454.1
Change in overdraft facility	120.3	0.0	120.3	-6.0
Proceeds of borrowings	460.5	659.0	460.5	659.0
Repayment of borrowings	-154.0	-247.5	-173.4	-247.5
Amortization of lease liability	-3.6	-3.2	-12.9	-10.8
Shareholder contribution	0.0	0.0	16.6	7.0
Shareholder loan	0.0	75.5	0.0	75.5
Cash flow from financing activities	423.3	483.8	411.1	477.3
Cash flow for the period	20.6	49.0	-44.6	87.5
Cash and cash equivalents at beginning of period	65.6	49.4	125.4	10.8
Cash flow for the period	20.6	49.0	-44.6	87.5
Translation differences in cash and cash equivalents	0.3	0.0	2.8	0.1
Cash from acquisitions	9.7	27.0	12.6	27.0
Cash and cash equivalents at end of period	96.2	125.4	96.2	125.4



Condensed consolidated income statement – Parent company

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Total revenue	3.2	1.5	24.7	5.2
Other external costs	-5.3	-0.6	-22.4	-1.7
Personnel cost	-1.6	-1.4	-22.4	-4.6
Operating Profit Before Depreciation, Amortization (EBITDA)	-3.7	-0.6	-20.0	-1.1
Depreciation and amortization	0.0	0.0	0.0	0.0
Operating profit (EBIT)	-3.7	-0.6	-20.0	-1.1
Financial income	25.4	8.7	95.6	28.7
Financial expenses	-42.2	-17.1	-117.1	-60.1
Profit after financial items	-20.6	-9.0	-41.5	-32.5
Appropriations	25.0	0.0	25.0	0.0
Profit before tax	4.4	-9.0	-16.5	-32.5
Income tax	0.0	0.0	0.0	0.0
Profit/loss for the period	4.4	-9.1	-16.5	-32.5

Consolidated Comprehensive income statement – Parent company

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Profit/loss for the period	4.4	-9.1	-16.5	-32.6
Comprehensive income for the period^{*)}	4.4	-9.1	-16.5	-32.6

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



Condensed consolidated balance sheet Parent company - Assets

SEK million	2022-12-31	2021-12-31
Shares in group companies	587.8	541.0
Long term receivables from group companies	1,550.6	1,312.5
Deferred tax assets	1.4	1.4
Financial fixed assets	2,139.8	1,854.9
Tangible fixed assets	0.0	0.0
Short term receivables from group companies	394.6	118.7
Current tax assets	0.1	0.1
Other current assets	0.8	0.6
Cash and cash equivalent	67.6	99.0
Total current assets	463.1	218.4
Total assets	2,602.9	2,073.3

Condensed consolidated balance sheet Parent company – Equity & Liabilities

SEK million	2022-12-31	2021-12-31
Equity	637.3	310.5
Total equity	637.3	310.5
Provisions	0.0	0.0
Bond loan	1,820.8	1,343.5
Shareholder loan	0.0	178.7
Other long-term liabilities	0.0	162.7
Total long-term liabilities	1,820.8	1,685.0
Bond loan	0.0	0.0
Liabilities to credit institutions	120.3	0.0
Short term liabilities to group	12.0	58.8
Accounts payable	0.3	0.2
Tax liabilities	0.0	0.0
Other current liabilities	1.1	0.2
Deferred expenses	11.0	18.6
Total short-term liabilities	144.8	77.8
Total equity and liabilities	2,602.9	2,073.3



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

In February First Camp acquired the Danish campsite Klim Strand Camping and the Norwegian campsite Norsjø Ferieland. In March, the Norwegian campsite Gol Campingsenter was acquired. In all cases 100% of the share capital was acquired. Through the acquisitions First Camp's presence on Jutland in Denmark was further strengthened, and First Camp established presence in Norway. Thereby, the guest offering and the group's position as the leading camping player in the Nordic region the reinforced.

In December 100% of the share capital in the Swedish group Leksand Resort was acquired. Through the acquisition First Camp's presence in the Dalarna region in Sweden was further strengthened. Thereby, the guest offering and the group's position as the leading camping player in the Nordic region the reinforced.

The acquisition of Leksand Resort was partially financed by a vendor note. The vendor note was repaid in connection to the acquisition by means of offsetting against shareholder contributions.

The table below summarizes the acquisitions' impact on the Group's assets and liabilities. Leksand Resort has been assessed to be individually significant. Other acquisitions are assessed as not being individually significant, which is why the disclosures cover them as a whole. There are no contractual additional considerations related to the acquisitions in the period. The acquisition analyses for companies acquired in 2022 are preliminary.

In addition to these business combinations, First Camp has closed the asset deals of Råbjerg Mile Camping and Aarhus Camping in Denmark.

During Februari 2023 First Camp has closed the acquisition of the subsidiaries Bø Camping in Norway and Sjöstugan in Sweden. These two campsites had a combined revenue of approximately SEK 30 million in 2022. The preliminary purchase price for the shares amount to SEK 57 million, and in addition First Camp will provide SEK 13 million for repayment of existing debt in the acquired companies. At the reporting date, the closing balances for these acquisitions has not been finalized.



Fair value of Group

Acquisition of subsidiaries (SEK million)	Leksand Resort	2022 Other acquisitions
Purchase price		
Cash and cash equivalents	207.7	132.7
Receivable received from sellers	12.1	2.0
Total	219.8	134.7
Carrying amount of identifiable net assets		
Buildings and Land	219.9	113.1
Other tangible and intangible fixed assets	60.6	9.0
Current assets	8.2	5.2
Cash and cash equivalents	9.7	2.9
Deferred tax liabilities	-21.7	-15.2
Liabilities to credit institutions	-121.9	-24.0
Other current liabilities	-19.3	-10.8
Total identifiable net assets	135.6	80.2
Goodwill from acquisitions	84.2	54.6
Total	219.8	134.9
Net cash flow on acquisition		
Cash payment	-207.7	-132.7
Deducted: Acquired cash and cash equivalents	9.7	2.9
Net cash flow	-198.0	-129.9
Impact on revenue and earnings		
Revenue	1.9	48.0
Profit before tax	-1.2	2.4
Impact if the acquisitions had taken place on 1 January 2022¹⁾		
Revenue	138.4	49.9
Profit before tax	19.0	0.1

The goodwill that has arisen via the acquisitions represents expected future economic benefits from cooperation and cross selling that could not be individually identified and recognised separately.

1. Based on reported accounts no adjustment for potential additional or reduced costs if these campsites had been operated as part of First Camp Group.



3. Pledged assets and contingent liabilities

SEK million	2022-12-31	2021-12-31
Pledged assets		
First Camp Group	1,863.6	2,308.5
Parent Company	1,777.1	1,608.2
Contingent liabilities		
First Camp Group	2.8	2.3
Parent Company	0.4	0.0

In connection to the refinancing of the group's bond loan in December, the existing pledges were released and new pledges of shares in subsidiaries, business mortgages, real estate pledges and pledges of group internal claims were made in favor of the bond investors, according to the new bond terms.

The Parent Company has issued a parent warranty for subsidiaries' fulfillment of obligations towards the factoring provider Klarna.

4. Definitions

The company uses alternative performance measures for its financial statements and applies the European Securities and Markets Authority's (ESMA) new guidelines for alternative performance measures.

The alternative performance measures are used by the management for the internal evaluation of operating activities and for forecasting and budgeting, and by analysts.

The definitions of the alternative performance measures aim to measure First Camp's activities and may therefore differ from the way that other companies calculate similar dimensions. The definitions and explanations of alternative performance measures are described below:

Key figure	Definition	Rationale
Pro forma revenue	Total revenue according to income statement adjusted for acquired/divested sites and non-recurring items	Shows the Group's underlying organic revenue development excluding effect of acquisitions/divestments and non-recurring items
Pro forma Adjusted EBITDA	EBITDA according to income statement adjusted for acquired/divested sites, non-recurring items and all leasing being handled as operational leasing	Shows the Group's underlying organic EBITDA development excluding effect from acquisitions/divestments and non-recurring items
Financing EBITDA	As defined in the "Terms and Conditions" for the First Camp Group bond issued 14 December 2022. Pro forma Adjusted EBITDA, adjusted to comply with bond terms cap to extraordinary items, leases reported as financial leasing and reporting of unrealize synergies from acquisitions as applicable	The profit measure against which covenants of bond and bank facility are measured
Net Interest Bearing Financing Debt	As defined in the "Terms and Conditions" for the First Camp Group bond issued 14 December 2022. The aggregated interest bearing financial indebtedness less cash, including liability from finance leases but excluding subordinated debt and IFRS16 liabilities with respect to rent, leasehold and land lease	The debts measure against which covenants of bond and bank facility are measured

Non-recurring items refer to items that are not directly related to the normal operations of the company, for example, costs for transactions, integration, restructuring and capital gains/losses from the sale of operations.



Reconsolidation of Pro forma revenue, Pro forma Adjusted EBITDA and Financing EBITDA

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
Revenue according to consolidated comprehensive income	92.2	53.9	1,004.0	473.3
Acquired campsites	15.3	48.9	146.9	511.0
Divested / discontinued campsites	0.0	0.0	0.0	0.0
Insurance fees affecting comparability	0.0	0.0	0.0	0.0
Other items ¹⁾	-0.4	-0.6	0.2	-0.7
Pro forma revenue	107.2	102.1	1,151.1	983.6

1) Other items, including short-term work allowance subsidies are accounted as "Other revenue" in the Income statement, but is classified as a reduction of "Personnel cost" in the Pro forma numbers

SEK million	2022 Oct-Dec	2021 Oct-Dec	2022 Jan-Dec	2021 Jan-Dec
EBITDA according to consolidated comprehensive income	-49.9	-32.7	201.0	115.4
IFRS 16 Adjustment – rent, leasehold and land lease	-5.8	-6.0	-22.7	-20.4
IFRS 16 Adjustment – leasing agreements	-0.8	-0.2	-3.1	-1.7
IFRS Adjustment – acquisition cost	1.2	1.7	1.2	1.7
Pro forma Acquired camp sites	-4.6	1.2	34.4	166.1
Pro forma Divested / discontinued camp sites	0.0	0.0	0.0	0.0
Extraordinary items, bond financing & transaction costs ¹⁾	3.3	9.4	66.6	15.0
Pro forma Adjusted EBITDA	-56.5	-26.6	277.6	276.1
IFRS 16 Adjustment – leasing agreements	n.a.	n.a.	4.0	3.0
Unrealized synergies & bond term effect on Extraordinary items (*)	n.a.	n.a.	0.0	0.0
Financing EBITDA	n.a.	n.a.	281.6	279.1

1) Including a provision of SEK 47.0 million for a non-recurring long-term program for variable remuneration

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

**Reconsolidation of Net Interest Bearing Financing Debt**

SEK million	2022-12-31	2021-12-31
Interest bearing financial indebtedness	1,978.9	1,713.1
Subordinated debt	0.0	340.4
Cash and cash equivalent	96.2	125.4
Net Interest Bearing Financing Debt	1,882.6	1,247.4

5. 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 February 15, 2023
First Camp Group AB

Karl Svozilik
Chairman of the Board

Eivor Andersson
Board member

Ståle Angel
Board member

Martin Jørgensen
Board member

Ian Poppelman
Board member

Johan Söör
CEO

Note

This information is information that First Camp Group AB is required to disclose under the EU Market Abuse Regulation. The information was made public by the contact person listed below. on February 15, 2023 at 08:00.

Further information

For further information, please contact:

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