

# INVESTOR PRESENTATION 2024

02/2024

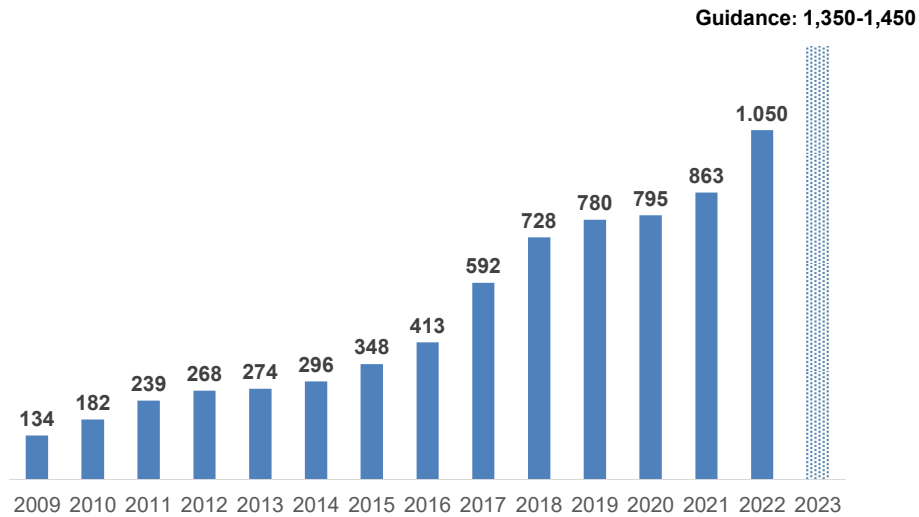


# A HISTORY OF STRONG PERFORMANCE

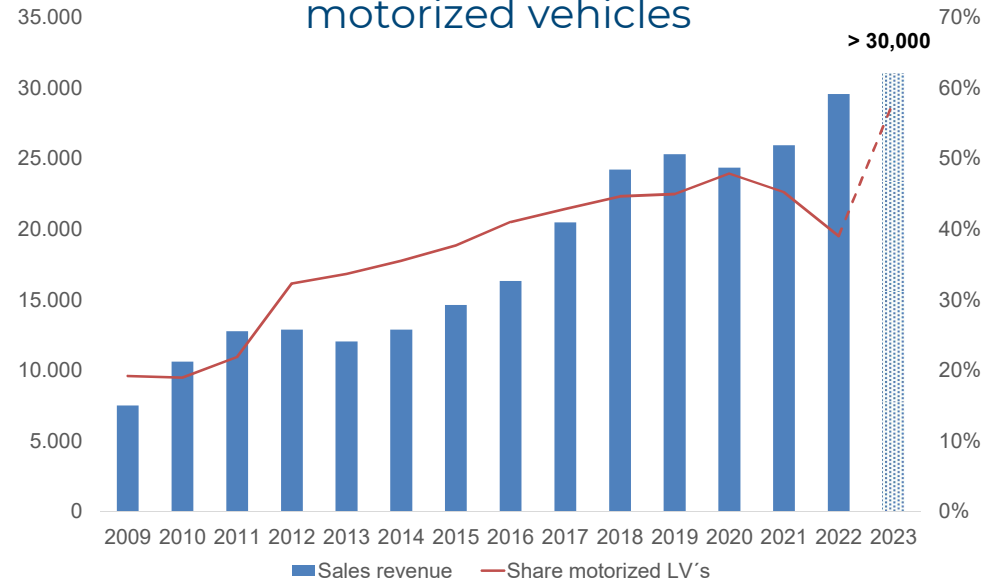
## ORGANIC GROWTH RATE (CAGR) OF 15 % SINCE 2009

### Organic revenue growth

In EUR mill



### Improving product mix towards motorized vehicles



# WE HAVE EXTENDED THE COMPETITIVE EDGE AROUND EUR 100 MILLION INVESTED INTO THE FUTURE

## STATE-OF-THE-ART PRODUCTION FACILITIES



JANDELBRUNN (HQ)  
GERMANY

SCHLÜSSELFELD  
GERMANY



MOTTGERS  
GERMANY



NAGYOROSZI  
HUNGARY



## INDUSTRY LEADING INNOVATIONS

## THE POWER OF PEOPLE



# BRAND PORTFOLIO

## PERFECTLY POSITIONED WITH BRANDS



### PREMIUM SEGMENT



EUR 20,000 – 140,000



EUR 15,000 – 83,000



EUR 23,000 – 78,000



EUR 14,000 – 24,000

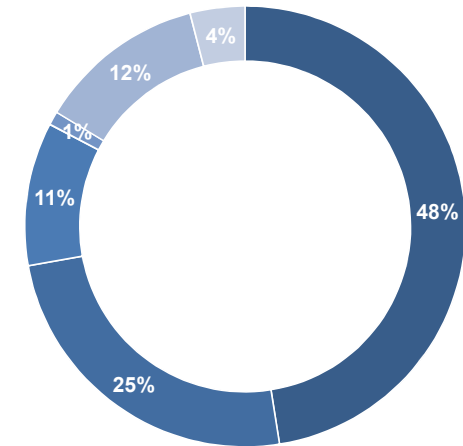


### LUXURY SEGMENT



EUR 185,000 – 700,000

Revenue contribution by brand 2022



■ Knaus ■ Weinsberg ■ Tabbert ■ T@b ■ Morelo ■ Others

All prices refer to the base model without additional or special features / as of September 2023

# TOP POSITIONED IN THE REGISTRATION STATISTICS

## MARKET SHARE



DATA END OF OCT. 2023 (EUROPE) and  
DEC 2023 (GERMANY)  
SOURCE: WWW.CIVD.DE



EUROPE

GERMANY

EUROPE

GERMANY

#3

11 % marketshare

#3

11 % marketshare



CARAVANS

#7

6 % marketshare

#4

7 % marketshare

#1

12 % marketshare

#1

18 % marketshare



MOBILE HOMES (SEMI INTEGRATED)

#3

7 % marketshare

#2

10 % marketshare

#4

9 % marketshare

#2

8 % marketshare



CAMPER VANS

#5

8 % marketshare

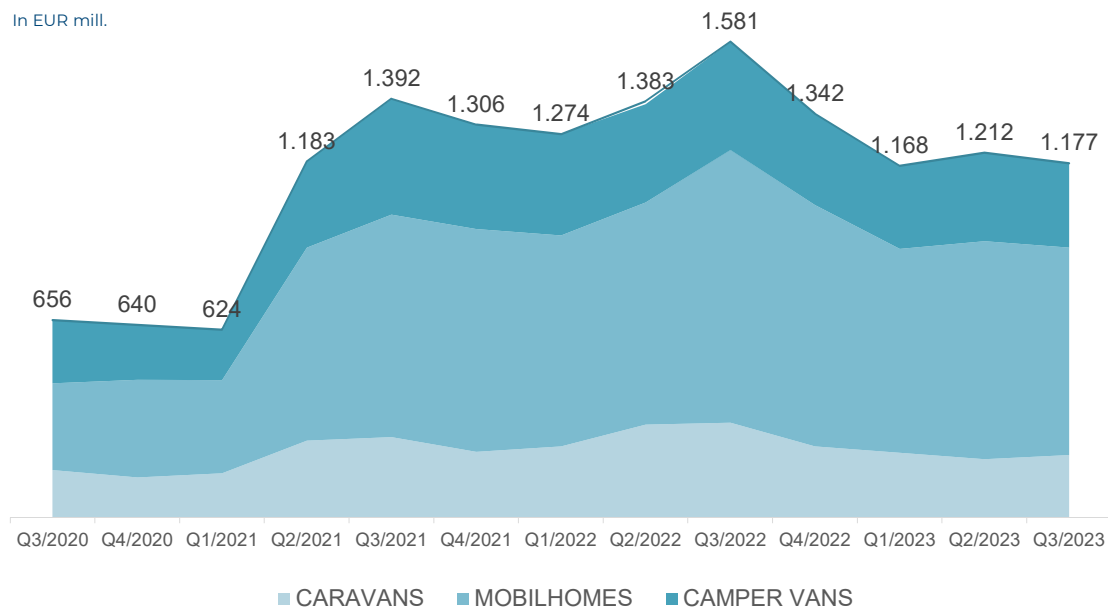
#3

7 % marketshare

# ORDERBOOK REMAINS AT HIGH LEVELS

## ORDER BACKLOG

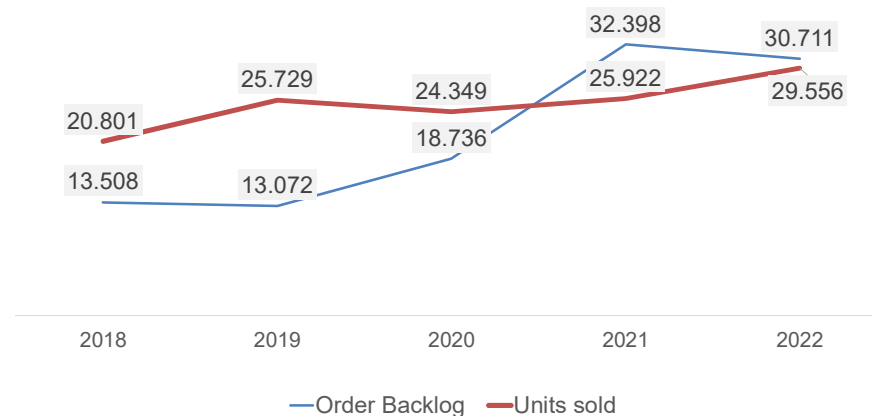
In EUR mill.



## UNITS SOLD vs. ORDER BOOK 2018 – 2022\*

In units.

Normalization of the order backlog and shortening of delivery times

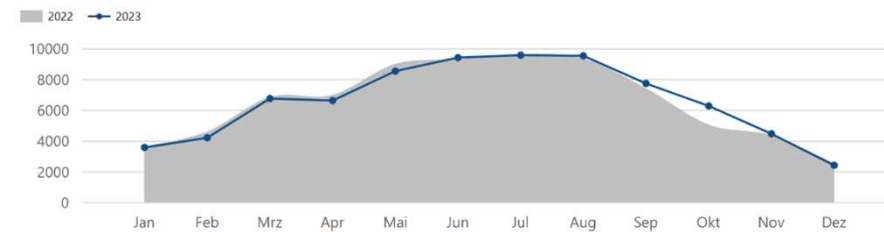


\* Backlog 2018 to 2021 without luxury segment (Morelo)

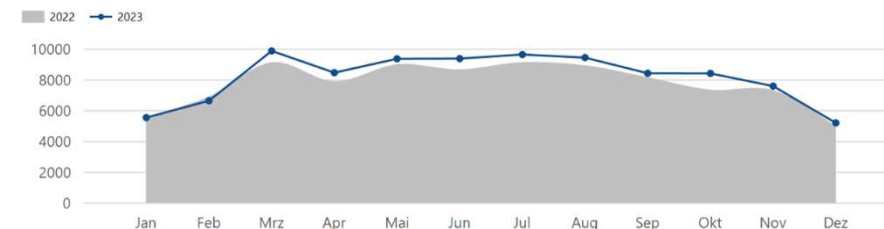
# THE GERMAN SECOND-HAND MARKET BUT NO FLASH IN THE PAN

- Stable development over a multi-year comparison trend in the second-hand market
- Market develops analogously to the steadily increasing number of vehicles
- A new form of travel has arrived in society - caravanning is becoming popular

## Caravans – Transfer in ownership



## Motorhomes & Camper Vans -Caravans – Transfer in ownership



# WHAT DRIVES THE INDUSTRY

## STRONG STRUCTURAL GROWTH TRENDS

PEOPLE



INNOVATION



NEO-ECOLOGY



RENTAL

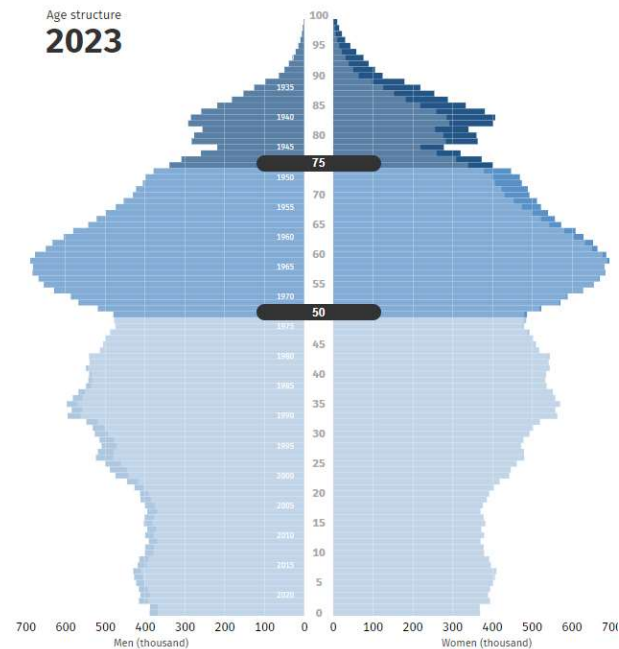




# PEOPLE

## GROWING DEMAND BY YOUNGER CONSUMERS

- People get older with wealthy consumers moving into key customer age of 45 years and older
- “Forever youngsters“ don’t retire when getting old – they start a new life
- Growing popularity of motorhomes with younger consumers driven by increasing importance of individualisation & activity
- 31% of mobile homes in 2019 were owned by people under 39 years



# INNOVATION

## FOCUSING ON CUSTOMER NEEDS

### KEY FOCUS AREAS

New materials

Testing processes

Production technology

Digitalization

Electromobility

### STRATEGIC GOALS

FLEXIBLE

LIGHTER

MORE EFFICIENT

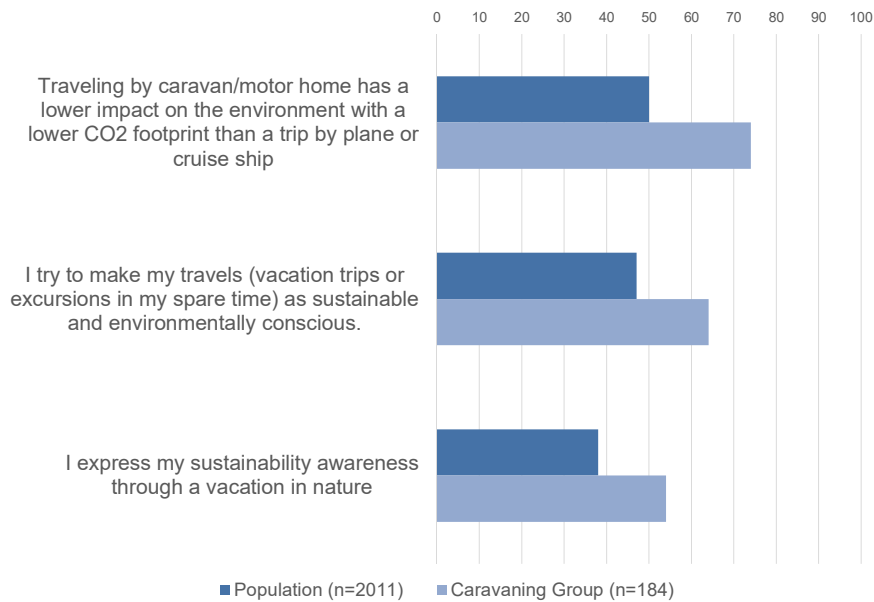
CHEAPER



# NEO-ECOLOGY

## INCREASINGLY FOCUSED ON SUSTAINABILITY

### Caravanning customers focus on sustainability



- Increasing environmental awareness
- Regulatory push to minimise CO2 emission driving demand for e-mobility
- Shift in consumer preferences to “better instead of more”
- Increasing popularity of holidays close to home and trend towards regional tourism
- Increasing avoidance of mass tourism
- Trend towards week-end trips instead of one long annual vacation

SOURCE: [https://www.civd.de/wp-content/uploads/2022/10/GfK\\_Caravanning-und-Wohlbeinden-1.pdf](https://www.civd.de/wp-content/uploads/2022/10/GfK_Caravanning-und-Wohlbeinden-1.pdf)

# RENTAL MARKET

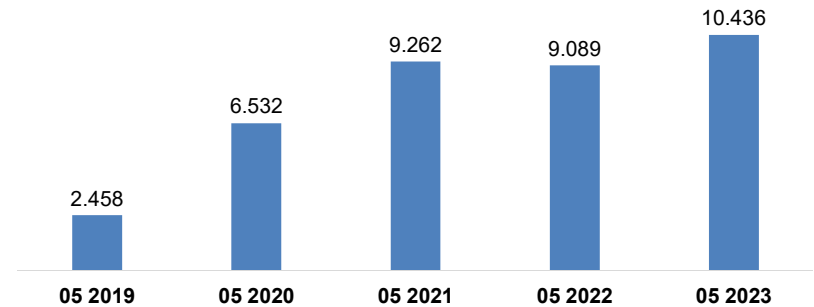
## A STRATEGIC SUCCESS FACTOR

- Renting services to attract younger customers and build long-term awareness of our brands for potential customers
- Gain access to more than 14 mill. customers that can imagine to go on camping, motor home or caravan holiday

KNAUS TABBERT VEHICLES ON RENTAL PLATFORMS

**> 5,000**

### BOOKINGS



# RENT AND TRAVEL

## OUR DIGITAL RENTAL BRAND



182 RENTAL STATIONS

PARTNER NETWORK

3000 TRAVEL AGENCIES

APP

ROAD TEAMS

WEBSITE

BOOKING SOFTWARE

MARKETING

RENTAL PROGRAM

INTERNATIONALIZATION

### Digital rental brand RENT AND TRAVEL expands to Italy

- Over the course of the year 2023, RENT AND TRAVEL began the internationalization process
- Since 1 December 2023, vehicles can now also be rented or booked via Italian rental partners for the first time. RENT AND TRAVEL has launched in a total of 17 Italian cities.
- The next expansion step into other European countries – Austria, Switzerland, Sweden and the Netherlands – is already planned for the 2024 financial year.

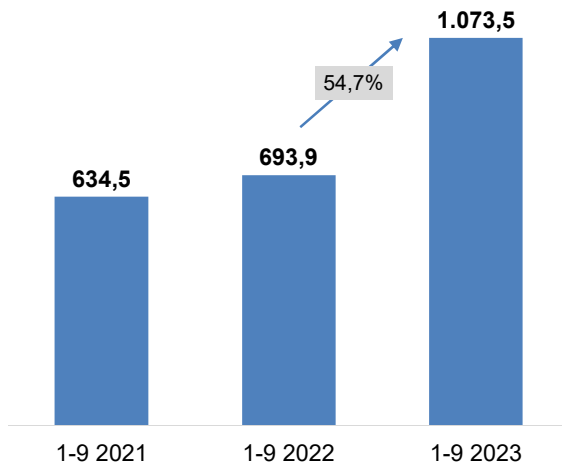
# FINANCIALS

# KNAUS TABBERT KEEPS THE PACE

## STRONG REVENUE GROWTH IN FIRST NINE MONTHS

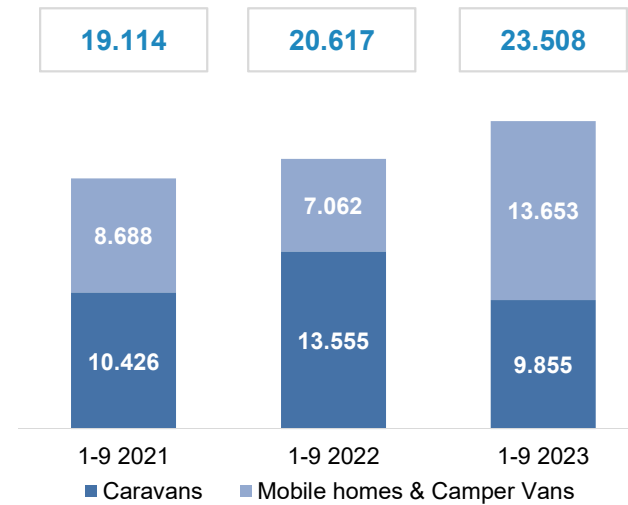
### REVENUE GROWTH

In EUR mill.



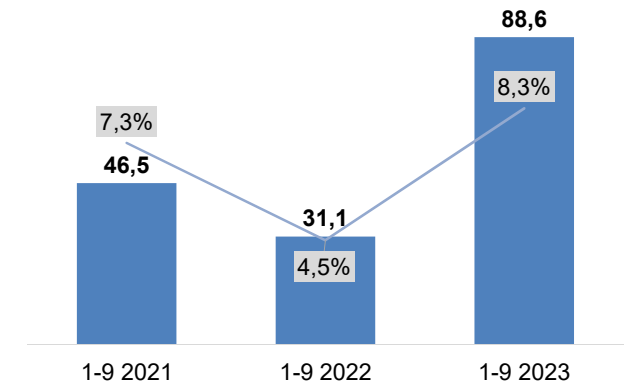
### UNITS SOLD

In units



### ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue

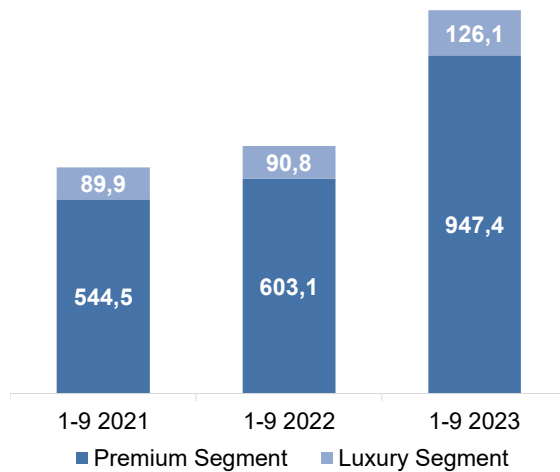


# CHANGING PRODUCT MIX REFLECTS MARKET DEMAND

## REVENUE DRIVEN BY MOTORIZED VEHICLES

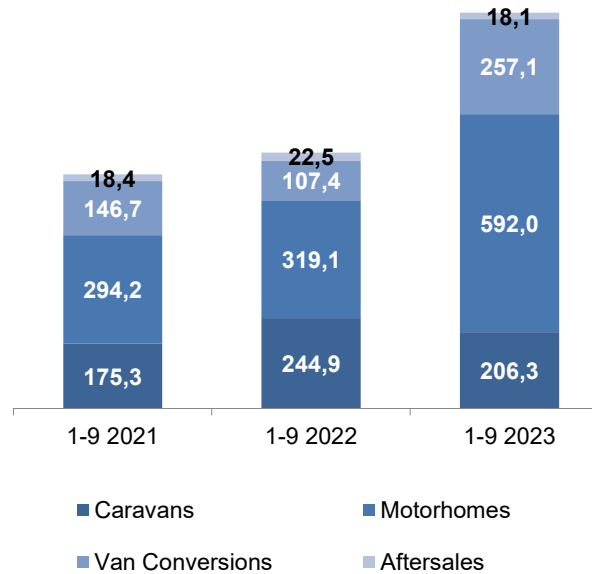
### REVENUE PER SEGMENT

(in EUR mill.)



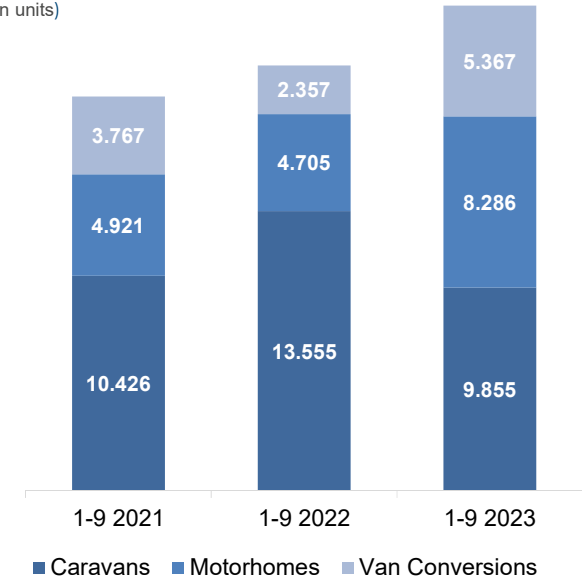
### REVENUE PER CATEGORY

(in EUR mill.)



### UNITS PER CATEGORY

(in units)



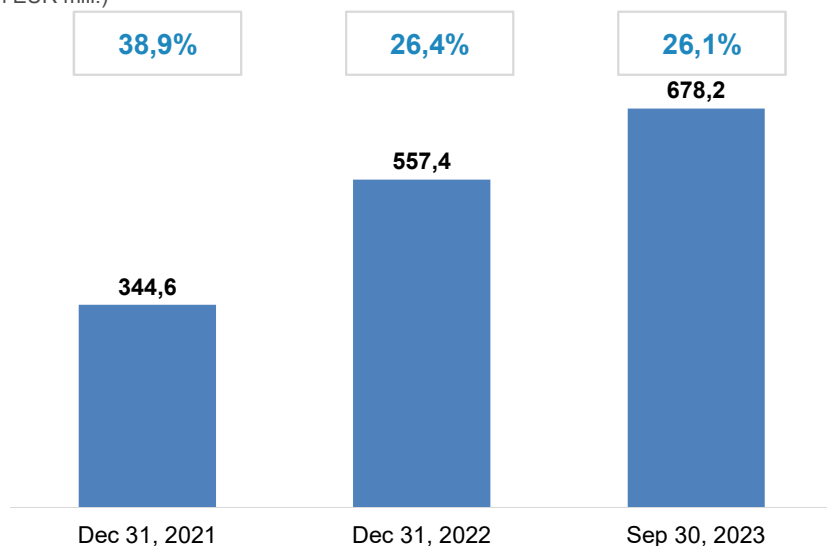


# Q3 2023 FINANCIAL KPI'S

## EQUITY RATIO AND NET DEBT RATIO

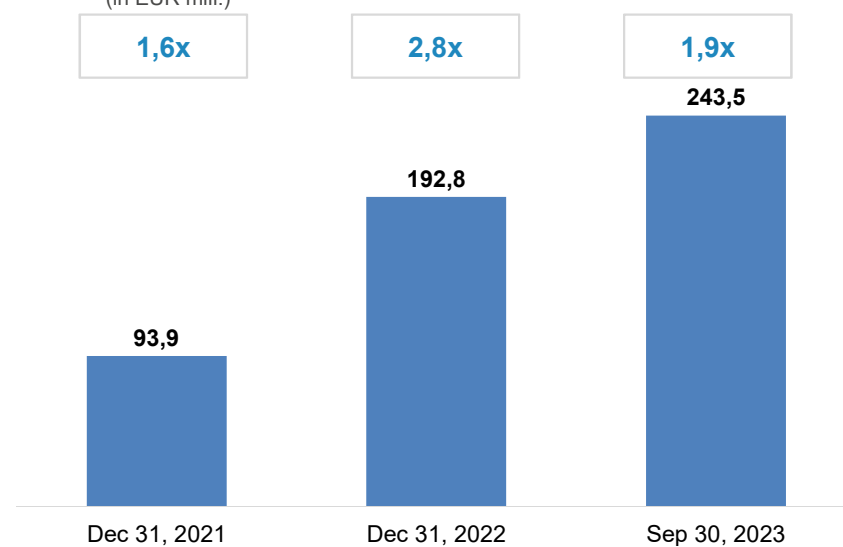
### TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



### NET DEBT & NET DEBT RATIO

(in EUR mill.)



# OUTLOOK 2023

Against the backdrop of the developments to date in the current financial year 2023, Knaus Tabbert adjusted its forecast for the full year 2023, as communicated in its annual reporting on 31 March 2023, on 20 September 2023 with regard to expected revenue and increased the forecast for the adjusted EBITDA margin.

The Management Board has revised its **group revenue forecast**, now expecting to achieve between **EUR 1.35 billion and EUR 1.45 billion for the 2023 financial year** (previous year: EUR 1.05 billion). This adjustment of the revenue forecast is based on the ongoing stabilisation of the supply chains and the resulting improved predictability of production processes at KNAUS TABBERT AG.

Compared to the previous planning, the Management Board now anticipates significantly lower cost increases in material purchasing. The Management Board has therefore **raised its forecast for the adjusted EBITDA margin** for the 2023 financial year, which now stands between **8.5% and 9.0%**.

The updated forecast for the 2023 financial year was prepared on the basis of the current market environment and under the assumption that geopolitical and economic conditions will not deteriorate significantly.

This outlook is an excerpt from the financial report Q3-2023

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