



EARNINGS RELEASE Q3 2023

November 8, 2023



HIGHLIGHTS

Q3 - 2023

- Third quarter characterized by regular seasonal effects despite strong growth rates
- Order book remains strong with EUR 1.2 bn
- Positioning ourselves sustainably as a European premium supplier of leisure vehicles
- Development on the second-hand market as an indicator for caravanning as a sustainable form of travel
- Trade show season exceeds expectations
- Outlook 2023 confirmed

EUR 319,3 mill.
Net revenue



6,928
Units sold

5.9 %
EBITDA margin

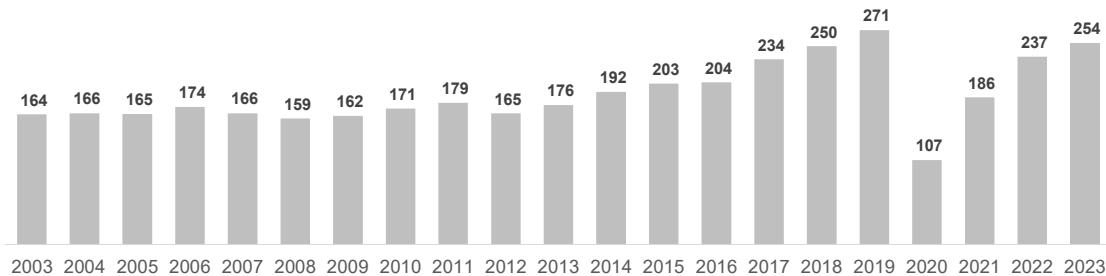


CARAVAN SALON - START INTO THE MODEL YEAR 2024

THE JOURNEY CONTINUES...

- Caravan Salon reports top visitor number
- Innovations from Knaus Tabbert attracted public attention
- Many newcomers among the visitors
- Stable sales figures at a high level

DEVELOPMENT OF TRADE FAIR VISITORS SINCE 2003



OPEN DEALER DAYS 2023

WIDE RANGE MULTI-MEDIA CAMPAIGN

We launched one of the most innovative media campaigns of the industry:

+70 %

Online search for dealers
(compared to average)

+46%

Impressions via Social &
Google Ads (compared
to last campaign)

110 million

Visual contacts via TV
spots in Germany



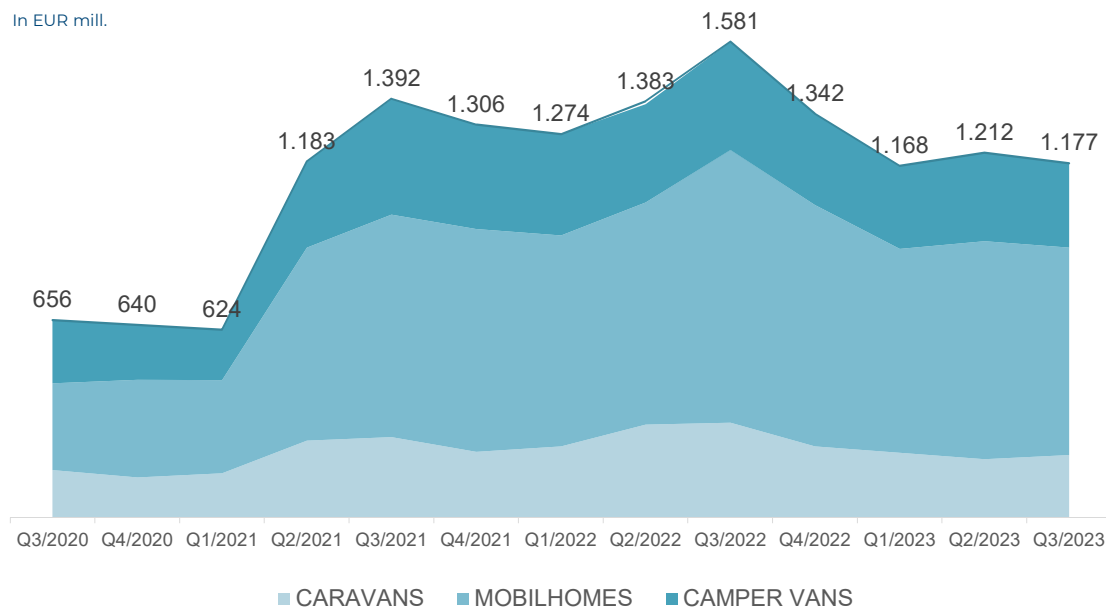
Positive feedback from the dealers

- Strong interest in the campaign
- High advertising density via various digital channels
- Many interested customers with a concrete intention to purchase
- Attracted new users who have not yet come into contact with our brands

ORDERBOOK REMAINS AT HIGH LEVELS

ORDER BACKLOG

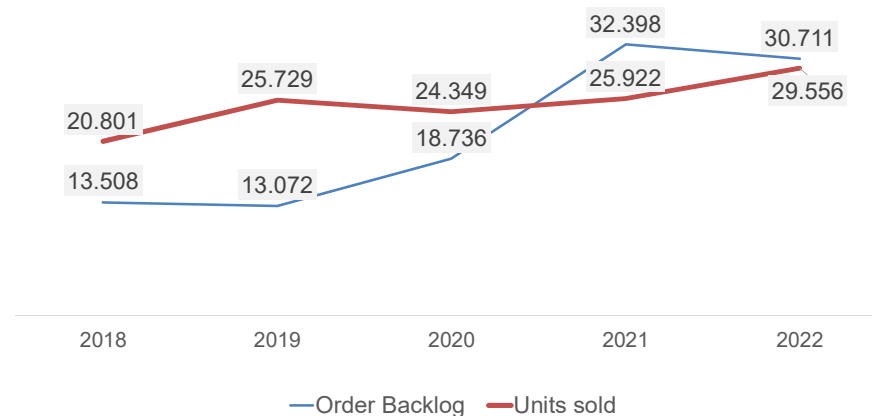
In EUR mill.



UNITS SOLD vs. ORDER BOOK 2018 – 2022*

In units.

Normalization of the order backlog and shortening of delivery times

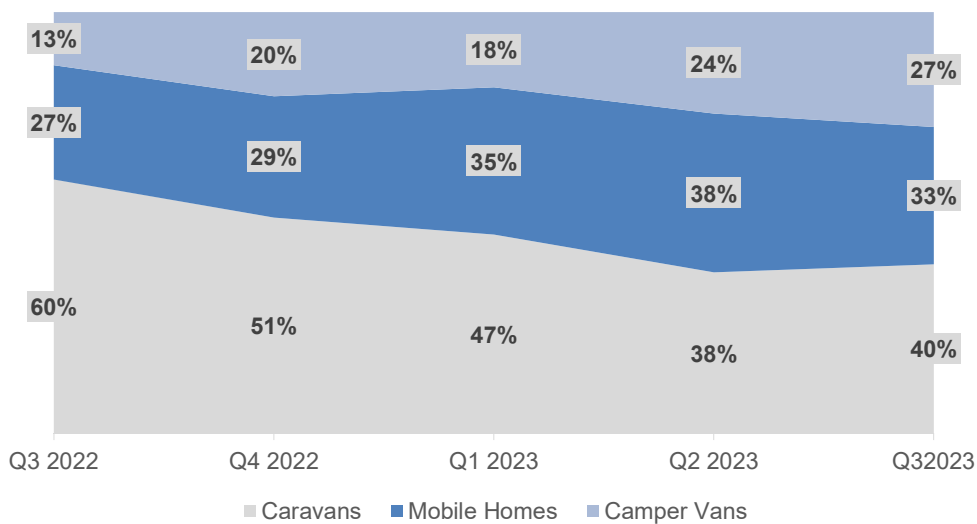


* Backlog 2018 to 2021 without luxury segment (Morelo)

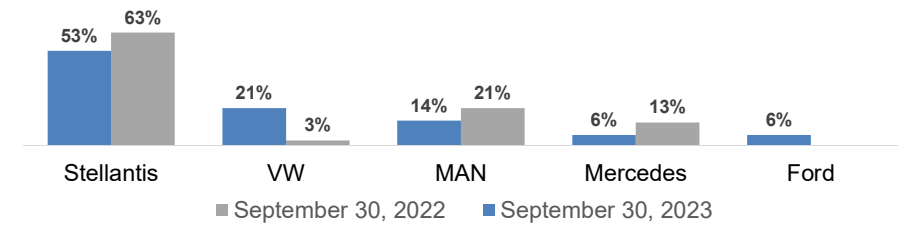
HIGHER SHARE OF MOBILE HOMES AND CAMPER VANS

PREMIUM SEGMENT - CHASSIS STRATEGY

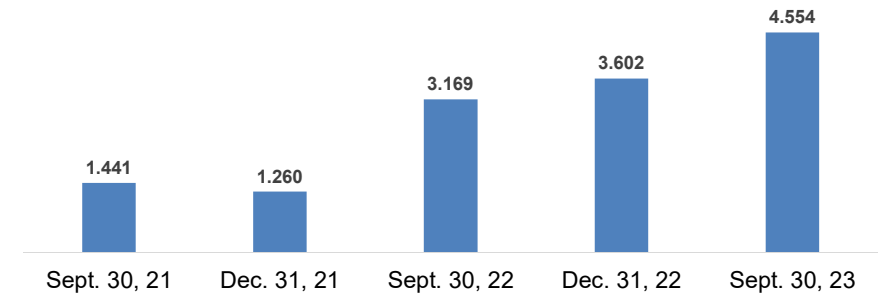
CHANGE IN PRODUCT MIX (UNITS SOLD)



FURTHER DIVERSIFICATION OF CHASSIS



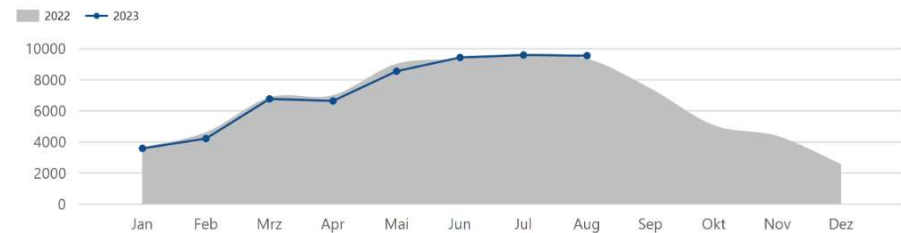
HIGHER SUPPLY OF CHASSIS



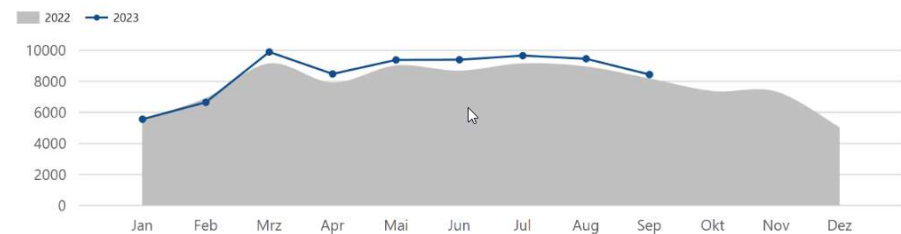
THE GERMAN SECOND-HAND MARKET BUT NO FLASH IN THE PAN

- 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



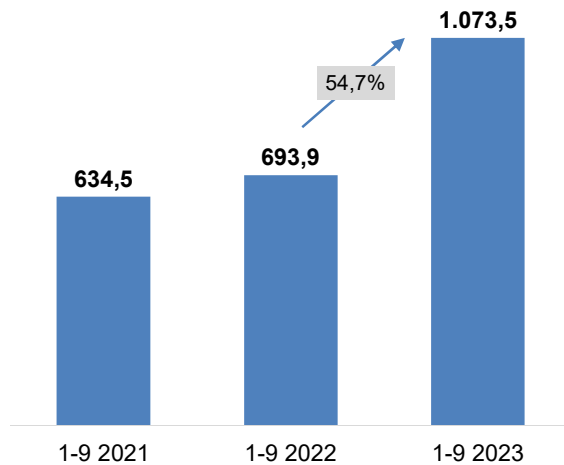
FINANCIALS

KNAUS TABBERT KEEPS THE PACE

STRONG REVENUE GROWTH IN FIRST NINE MONTHS

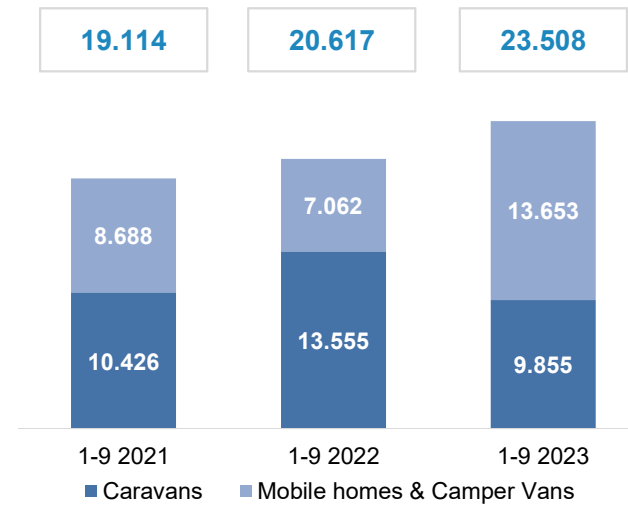
REVENUE GROWTH

In EUR mill.



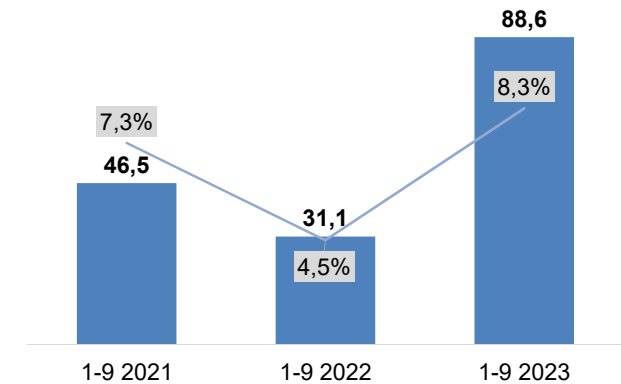
UNITS SOLD

In units



ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue

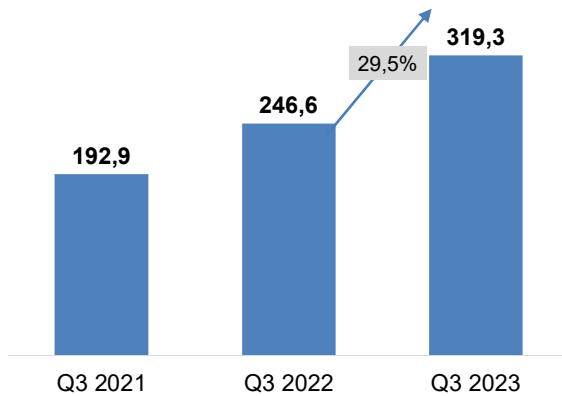


Q3 SNAPSHOT

INCREASE VS PRIOR YEARS QUARTERS

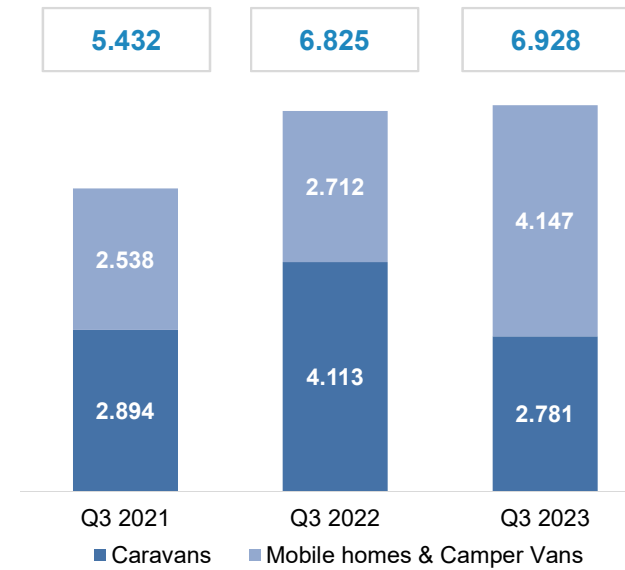
REVENUE GROWTH

In EUR mill.

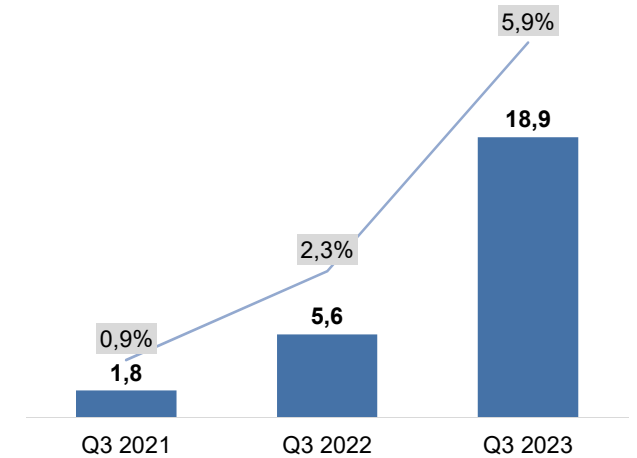


UNITS SOLD

In units



ADJ. EBITDA & EBITDA MARGIN

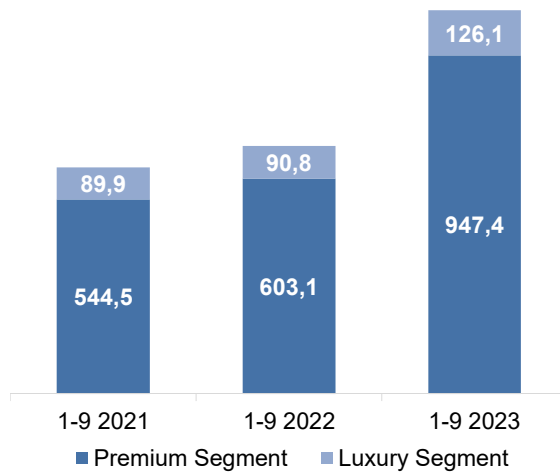


CHANGING PRODUCT MIX REFLECTS MARKET DEMAND

REVENUE DRIVEN BY MOTORIZED VEHICLES

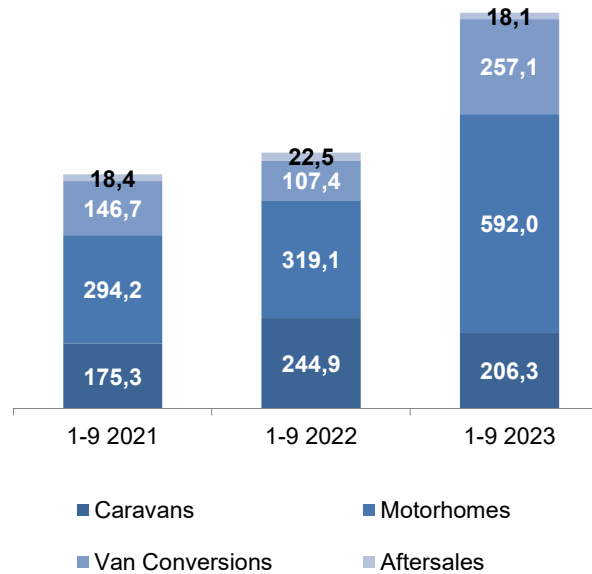
REVENUE PER SEGMENT

(in EUR mill.)



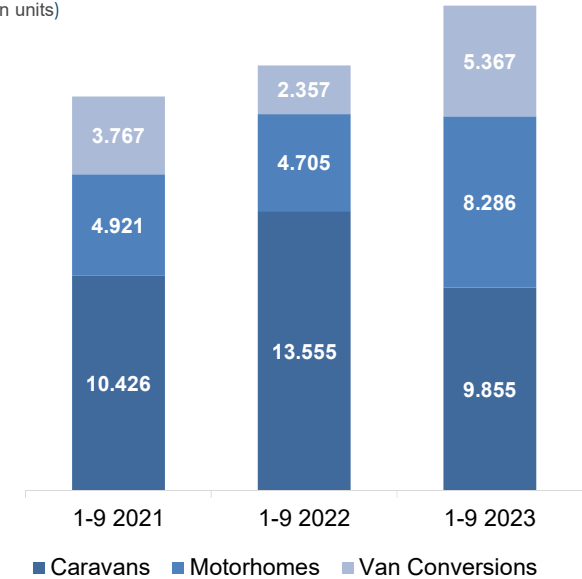
REVENUE PER CATEGORY

(in EUR mill.)



UNITS PER CATEGORY

(in units)

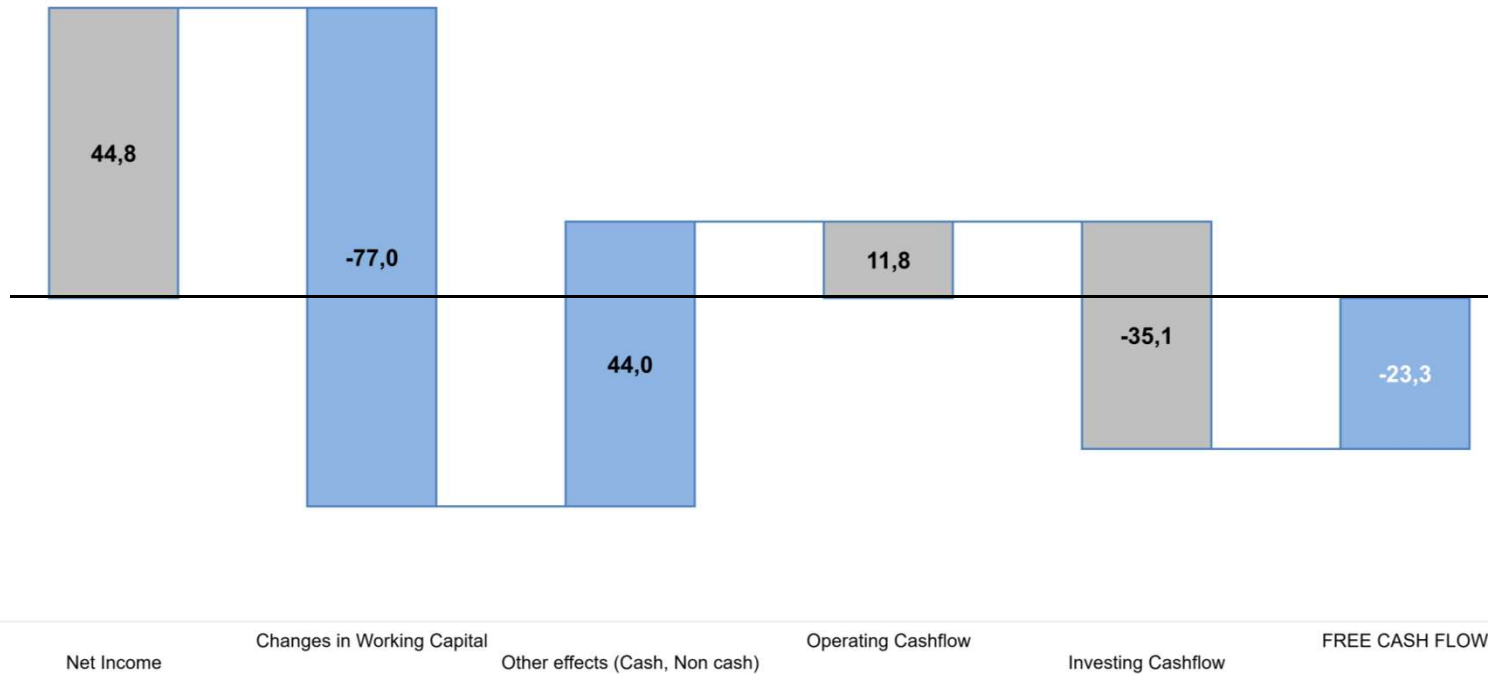


CASH FLOW DEVELOPMENT

IMPACTED BY INCREASED WORKING CAPITAL

FREE CASHFLOW WALK – SEPTEMBER 30, 2023

In EUR mill.

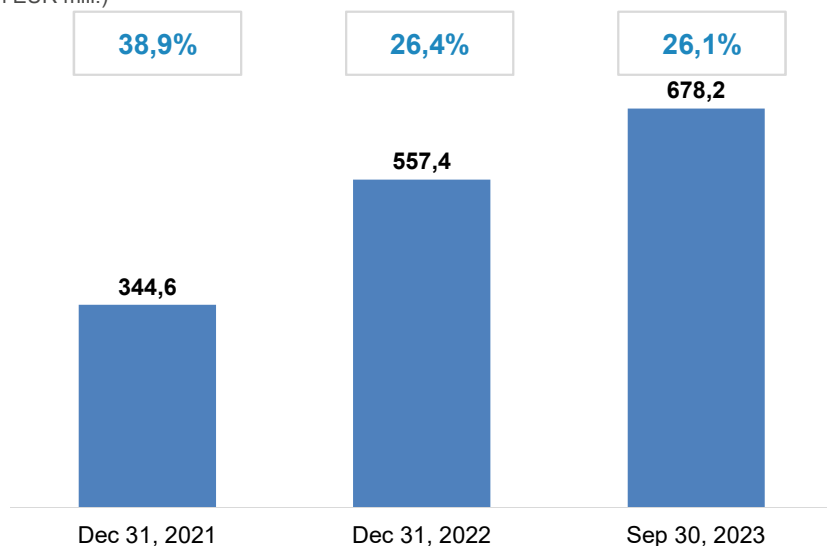


Q3 2023 FINANCIAL KPI'S

EQUITY RATIO AND NET DEBT RATIO

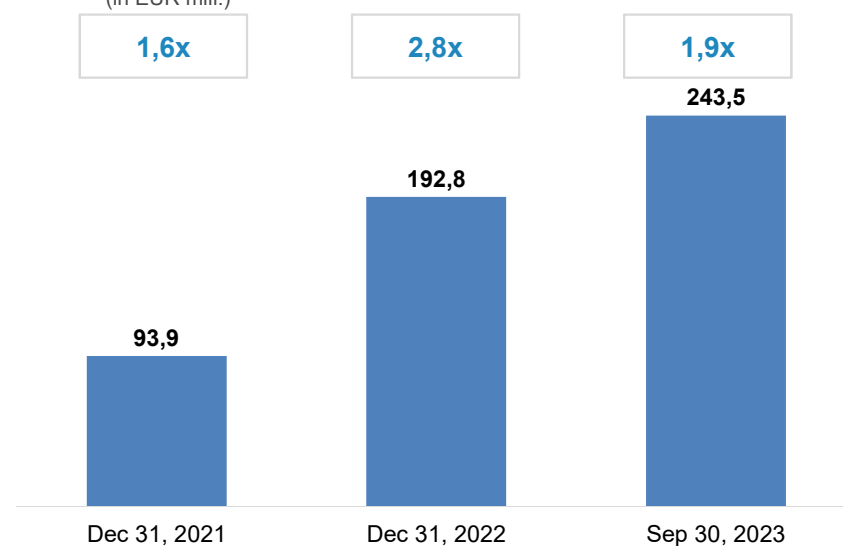
TOTAL BALANCE SHEET & EQUITY RATIO

(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

**ONE STEP
AHEAD**



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