

ICONIC CAMPERS

ISSUE 2/22

PEOPLE. BRANDS. MARKETS.

INTERVIEW

SPEAKING WITH
GERD ADAMIETZKI
Page 8

NOVELTIES

A BUNDLE OF INNOVATIONS
FOR THE 2023 MODEL YEAR
Page 23

INNOVATION

E-MOBILITY ON ITS WAY
INTO CARAVANNING
Page 35



KnausTabbert

Wir bewegen



1,4 BILLION

IN ORDER BACKLOG

Based on new registrations in the first half of 2022, the caravanning industry in Germany recorded the second-best result in its history. And demand remains high. Thus, as of June 30, the Knaus Tabbert Group was able to report an order backlog of 36,600 units, i.e. motorhomes, caravans and vans, or 1.4 billion euros. These figures show the unchanged high enthusiasm for the caravanning industry and the products of the five group brands.

12 TSD.

NEW ORDERS IN THE SECOND QUARTER

In the second quarter of 2022 alone, the Group recorded 12,145 new orders. It can be assumed that this figure does not reflect actual demand: Knaus Tabbert estimates that by the end of the first half of 2022 well over 5,000 orders for the 2023 model year could not be accepted as many models are already sold out.



3,802

EMPLOYEES

Well-trained and committed employees are one of the most important success factors. In the first half of 2022, the number increased significantly by 193 heads. Early recruitment is essential for the group's planned growth and so Knaus Tabbert is already building the knowledge and capacity for tomorrow.

5 SUPPLIERS

KNAUS TABBERT EXPANDS THE PRODUCT PORTFOLIO

In the past 9 months Knaus Tabbert was able to win Mercedes, Ford and VW as new premium manufacturers for motorised chassis of motorhomes and camper vans. This should make long delivery times outdated in the future and at the same time offer customers a greater variety of models. The group has already unveiled numerous new vehicles for all chassis at the dealer conference in June 2022.



EUR 447 MILLION REVENUE

GROUP SALES IN THE FIRST HALF OF 2022

Group sales in the first half of 2022 rose to EUR 447.1 million, compared to EUR 441.6 million in the same period last year. This corresponds to a growth of 1.3%. A total of 13,792 leisure vehicles of all Knaus Tabbert brands were thus sold in the premium and luxury segment.

OVERVIEW



4	EDITORIAL
6	THE GROUP
8	INTERVIEW WITH GERD ADAMIETZKI
10	FOCUS: KNAUS AZUR
12	FOCUS: URBANCAMPERS

14	FOCUS: TABBERT PEP PANTIGA
16	BLOG
18	NEWS
20	MORELO OPEN 2022
22	DEALER CONFERENCE
28	EMPLOYEES AT KNAUS TABBERT

32	INNOVATION AND SUSTAINABILITY
38	SHARE
40	FINANCES
44	IMPRINT

„DEAR READERS, DEAR CAMPING FRIENDS,



„Iconic Camper“ - this means a performance commitment and a self-obligation at the same time. It is not without reason that the name Knaus Tabbert has an excellent reputation in the caravanning industry. For more than 100 years, our brands and vehicles have stood for competence, innovative strength, quality and, above all, a first-class caravanning experience. We inspire customers, dealers and employees alike.

This is also positively reflected in the current tense overall economic environment. In the last twelve months, despite the continuing worldwide supply bottlenecks, we have succeeded in expanding the number of our suppliers for motorised chassis and vans from one to five manufacturers. Already in spring we were able to announce corresponding cooperations with Mercedes and Ford, and recently we also concluded an agreement with Volkswagen Commercial Vehicles. We will significantly expand the existing partnership with MAN. In concrete terms, this means that we now have supply relationships with virtually all suppliers of motorised leisure vehicles that are relevant for the industry.

**WOLFGANG
SPECK,**
CEO

And this is not least thanks to our good name.

Defending and further expanding this good position in the market is an essential driving force in our daily work. That is why, even in economically uncertain times, we continuously invest in innovations and further developments of our product portfolio - always in search of the even better caravanning experience. At our dealer conference in June with more than 1,000 visitors, we presented 18 new model variants for the coming season alone. This innovative strength is a significant factor for our market position.

Especially in these weeks, between our dealer conference at the end of June and the Caravan Salon at the end of August, innovations at Knaus Tabbert are very much in focus. You will read more about this on the following pages of this magazine. Through our agreement with Volkswagen Commercial Vehicles, for example, we will completely redefine the Caravanning Urban Vehicles (CUV) segment. Based on the T6.1 platform, also known as the „Bulli“, we will in future offer very compact, manoeuvrable motorhomes suitable for urban use with the Weinsberg

and Knaus brands, without the usual compromises in flexibility, living space and comfort. But we also have news in the caravan segment. With the AZUR, we were able to present the first series caravan in the innovative robot-controlled Fibre Frame construction. This not only has excellent stability properties and self-healing exterior surfaces, but above all a clear weight advantage over the conventional construction.

In order to be able to meet demand and at the same time shorten delivery times, we are investing in the expansion and automation of production as well as in the development of qualified personnel. In many industries we see that a lack of personnel impairs business success and slows down further growth. We want to avoid this at Knaus Tabbert. Therefore, for a limited period of time, we have to accept that keeping and qualifying additional staff will not allow our margins to grow as much as would be possible with intact supply chains.

For this reason, we will grow significantly in revenue in 2022, but not yet with the profitability we are aiming for. However, all this requires not only the trust of our customers and

partners. We also need the trust of our shareholders and the capital market. After all, investments and innovations don't just fall from the sky, they have to be solidly financed. And our financial strength is also an important competitive factor in the market. Impressive proof of this investor confidence was provided in June by the successful placement of a promissory note loan of 100 million euros. These funds will additionally support and secure our investment programme.

And now you can look forward with me to interesting insights into the world of Knaus Tabbert! Stay with us, as a reader, as a camper, as a friend or employee of the company.

**Yours
Wolfgang Speck**

**„WE NOW HAVE SUPPLIER
RELATIONSHIPS WITH JUST ABOUT
EVERY SUPPLIER OF MOTORIZED
RECREATIONAL VEHICLES RELEVANT
TO THE INDUSTRY.“**

WOLFGANG SPECK, CEO

FIVE ICONIC BRANDS

KNAUS TABBERT IS ONE OF THE LEADING SUPPLIERS OF LEISURE VEHICLES. THE COMPANY DEVELOPS AND PRODUCES HIGH-QUALITY MOTORHOMES, CARAVANS AND CAMPER VANS AND OFFERS SERVICES TO THE END CUSTOMER

The products are offered under the five brands KNAUS, TABBERT, WEINSBERG, T@B and MORELO. From lifestyle customers to luxury holidaymakers, the full range of leisure vehicles caters for every taste and budget. Knaus Tabbert has also recently started offering a completely new vehicle class at KNAUS and WEINSBERG. The Caravanning Utility Vehicles (CUV) are fully-fledged motorhomes with extremely compact dimensions. To complement this, Knaus Tabbert provides customers with the Rent and Travel digital portal, an attractive platform for renting leisure vehicles within a partner network.

	Caravan	Reisemobil	CUV*	Camper Vans	
* Caravanning Utility Vehicle (CUV)	■	■	■	■	KNAUS
	■	■	■	■	TABBERT
	■	■	■	■	WEINSBERG
	■	■	■	■	T@B
	■	■	■	■	MORELO

Overview of the individual brands' product categories





KNAUS

Since 1960, the traditional KNAUS brand has been making holiday dreams a reality. In production, it draws on Lower Bavarian craftsmanship, while in development it makes use of the latest design and manufacturing techniques. The best example of this is the revolutionary FibreFrame technology, a high-strength fibreglass frame that provides a self-supporting body and allows uncompromising ultra-lightweight construction with increased crash safety, positioning KNAUS as the innovation leader in the industry.

As a full-range supplier, KNAUS offers suitable models in all vehicle categories of the mid-price segment which are characterised by fully equipped living comfort and benefit from the most effective use of space.



MORELO

MORELO is Knaus Tabbert's luxury brand and is one of Europe's best. Being on the move with MORELO has become synonymous with excellent comfort and outstanding quality.

The Knaus Tabbert Group is continuously developing their portfolio and adding new products. Thanks to their innovations, they have a significant impact on the market and help shape the future of caravanning.



TABBERT

For more than 65 years, TABBERT has been a byword for sophisticated premium caravans, and not without reason. Five central competencies shape every idea, every move and every model, be it all-round ambient lighting, the TABBERT window latch or the deluxe entrance door.

When it comes to design, innovation, climate, durability and safety, we at TABBERT practise the principle of performance every day afresh.



WEINSBERG

Authentic, individual and brimming with passion – that is the essence of the WEINSBERG brand.

The perfect blend of quality, experience and an attractive price-performance ratio will impress every discerning camping enthusiast.

T@B

T@B, the caravan with a striking silhouette in a modern retro design, always creates a stir, and has long enjoyed cult status.

Despite its compact form, its remarkably spacious interior and intelligent details will take you by surprise.



AN INTERVIEW WITH ...

GERD ADAMIETZKI, CSO

IN JUNE, KNAUS TABBERT PRESENTED AN INNOVATION OFFENSIVE CONSISTING OF 18 NEW MODELS FOR 2023 TO SPECIALIST DEALERS. HOW DID YOU MANAGE THIS IN SPITE OF THE PANDEMIC AND STRAINED SUPPLY CHAINS?

ADAMIETZKI: Never before in the history of our company have we been able to present so many new products to our dealers. This variety is also our way of addressing the needs of our dealers and end customers as well as the challenges along the supply chains. Dealers are inundated with inquiries about motorhomes and caravans. Caravanning has never been more in vogue.

At Knaus Tabbert, we also viewed the pandemic as an opportunity. We stepped on the gas and launched the largest investment program in the company's history. We have worked on new models and innovative equipment technologies. By collaborating with three new chassis suppliers, we have been able to optimize and expand our product portfolio. In addition, we have invested in human resources and production: on the one hand, in further training and education, on the other, in digitization and automation.

WITH VOLKSWAGEN COMMERCIAL VEHICLES, MERCEDES AND FORD, KNAUS TABBERT HAS INCREASED THE NUMBER OF ITS CHASSIS SUPPLIERS FROM TWO TO FIVE THIS YEAR. WHAT ARE THE ADVANTAGES OF THIS?

ADAMIETZKI: In the past, exclusive supplier relationships played an important role in our business model. However, in the last two years in particular, these have increasingly proved to be a bottleneck whenever our traditional partners were unable to deliver. We then began discussions with other chassis producers who were still active in the market. And we discovered that Knaus Tabbert is perceived as an extremely attractive partner. Mercedes, Ford and Volkswagen Commercial Vehicles all wish to supply chassis to Knaus Tabbert in the future. Fiat and MAN, our existing suppliers, will not be reducing their planned delivery volumes; the new chassis will be delivered on top of them. For our customers, this not only translates into significantly shorter delivery times, but also a considerable increase in variety. With the CUV, the Caravan Utility Vehicle based on the VW Bulli, we will in future even be able to offer a new vehicle category.

WHY DID THE COLLABORATION WITH VOLKSWAGEN LEAD YOUR GROUP TO INTRODUCE A NEW VEHICLE CATEGORY, THE URBAN CAMPER?

ADAMIETZKI: The Bulli is a vehicle with a long tradition and cult status. With the seventh generation now coming onto the market, it stands for reliability, comfort and quality. What makes the T6 platform so special for caravanning is that its dimensions are below those of previous entry-level motorhome models. The vehicle can virtually be driven and handled like a standard Bulli. At the same time, it can also

be used in everyday life. The key point, however, is that despite its compact dimensions, innovative ideas have allowed us to upgrade the vehicle to a fully-fledged motorhome. One of its distinguishing features is a collapsible shower that almost doubles the bathroom's surface area.

LONG DELIVERY TIMES, DELAYED DELIVERIES. WHAT CAN CUSTOMERS EXPECT THIS YEAR?

ADAMIETZKI: Delivery problems are a serious issue for the economy. You can read about this in the press every day, and you continuously encounter this problem in your day-to-day operations. It's no different in manufacturing. Sometimes we are short of vehicles, then it's electrical appliances or windows. In the past months, we had to reschedule our production almost daily. Sometimes we had to send employees home early and on other days, they had to work overtime. This has been a challenge for our staff, for production, but also for our dealers and their customers. By making our production more flexible, we were able to adjust somewhat to the tense delivery situation. We expect further delays to occur in the coming months too. We can safely say that these are not due to Knaus Tabbert as we have increased and trained our workforce and expanded our production in the past few months. This year, we have already invested approximately 33 million euros. In addition, we are adding suppliers to our network, and this increase in the number of suppliers is already becoming noticeable, particularly in the motorhome sector.



GERD ADAMIETZKI,
CSO

WITH THE KNAUS AZUR, KNAUS TABBERT IS INTRODUCING A SERIES CARAVAN WITH A FRAME CONSTRUCTION TO THE MARKET FOR THE FIRST TIME. WHAT ARE THE ADVANTAGES OF THIS TECHNOLOGY?

ADAMIETZKI: We have been working on frame construction, also known as Fibre Frame technology, since 2016, but the complexity of this production method has presented us with challenges and confronted us with new problems, time and time again. We had to continuously rethink our strategy, start anew

and explore different avenues. Yet the approach convinced us - even though the implementation was unbelievably complicated. This result is now all the more significant. With the Azur, we have finally raised the new production method to the level of series production. In order for the components to be bonded, however, the individual parts have to be manufactured perfectly. We have achieved this through robot-assisted production, which is now making its entry into the caravanning industry for the first time. This means that we have developed a new manufacturing

process that will revolutionise the industry.

The new process also impresses when it comes to our products. The self-supporting, high-strength frame ensures optimum stability and durability as well as a high degree of flexibility in the layout and room design of caravans. Weight can be reduced with the same, or even greater, degree of stability compared to traditional sandwich construction. The effects on fuel consumption and load capacity are equally positive. At the same time, the frames stand for high quality and resilience.

AN INNOVATIVE CLASSIC IN A NEW FRAME

THE KNAUS AZUR WAS FIRST INTRODUCED TO THE PUBLIC IN 2003, SHIFTING THE INDUSTRY BENCHMARK FOR INNOVATION AND COMFORT. THE PERFECT STARTING POINT FOR A TRUE SUCCESS STORY.

KNAUS TABBERT HAS NOW REINVENTED THE AZUR, ONCE AGAIN PUSHING THE BOUNDARIES OF WHAT IS FEASIBLE. THE NEW AZUR IS THE FIRST CARAVAN FEATURING A FRAME CONSTRUCTION AND PRODUCED IN SERIES ON A SPECIALLY DEVELOPED ROBOT-CONTROLLED MANUFACTURING LINE.



FRAME CONSTRUCTION SETS NEW STANDARDS

While frame construction and Fiber Frame technology have a long tradition in maritime applications, for instance, they have not yet gained a firm foothold in the caravanning industry. The demands on the precision of the individual components, which have to fit together perfectly, were simply too high. Suitable technologies were lacking, and joining required utmost precision, which could not be achieved with existing methods.

Since 2016, Knaus Tabbert had been repeatedly experimenting with frame

construction with the Travelino and the Deseo. However, the technologies available at the time were not sufficient to enable real series production. Rather, production was reminiscent of manufactory work. However, regardless of the challenges of implementation, it was obvious that the technology as such offered considerable advantages.

LIGHTWEIGHT CONSTRUCTION, STABILITY AND FLEXIBILITY - SUSTAINABLE DESIGN FORM

At first glance, the frame construction combines opposing properties: greater stability and flexibility

combined with less weight. But this is indeed the case. The frame construction is based on bonded materials; moulded parts sealed with gelcoat are welded together using ultrasound. Bonding is even more durable than the previous bolted joints, which can thus be dispensed with entirely. In contrast to traditional sandwich construction, where the furniture previously provided the basis for the vehicle's stability, the new frame is self-supporting, that is, it is inherently stable. This allows for completely new exterior design configurations while offering significantly more flexibility in interior design. In theory, kitchen units or cabinets no longer have to stand on the floor or be connected to the

ceiling. An absolute highlight is the material's „self-healing“ properties. Simple dents and scratches can be made invisible with a little heat – all it takes is enough sunshine.

The Fibre Frame technology also saves weight. Compared to the classic design with total weights of up to 2,000 kilograms, weight savings of approximately 500 kilograms can be achieved. That is truly impressive! On the one hand, lower weight contributes to reduced consumption of the towing vehicle, while on the other, the load capacity of the motorhome can be optimized.

INNOVATION IN THE CARAVANNING INDUSTRY

Die Rahmenbauweise im Serienbau Frame construction in series production has only become possible through the extensive use of robot-assisted manufacturing processes. Knaus Tabbert has now implemented this for the first time in the industry, thus adopting a success factor from other sectors. The joining and bonding of the individual frames is fully automated.

This not only ensures consistent quality, but also greater speed.

CARAVAN WITH A ROLE MODEL FUNCTION

The new production method has also given the Knaus Azur a brand new appearance. Even from the outside, dynamism and innovativeness are revealed via the contour lighting and the eye-catching design language. Inside, slanted seats and partially floating furniture give the interior a new look. This is complemented by an innovative, specially developed lighting concept.

THE FUTURE OF CARAVANNING

Frame construction technology is set to change the industry. It will increasingly be adopted in production, and we are currently examining which products we can adapt accordingly. The production process could also prove to be an attractive avenue for caravanning. Lightweight construction, for instance, is an essential prerequisite for the sensible use of new drive technologies such as electromobility.

**HIGHER STABILITY
WITH MORE
FLEXIBILITY -
AND ALL THAT
WITH LESS
WEIGHT, THANKS
TO FIBREFRAME
TECHNOLOGY.**



The interior shines with a holistic lighting and design concept.



A real eye-catcher from the outside and inside.

THE BULLI AS A FULLY-FLEDGED MOTORHOME

THE TIME IS RIPE FOR

REAL CUVS



WITH VOLKSWAGEN COMMERCIAL VEHICLES, KNAUS TABBERT HAS RECENTLY ADDED A FIFTH CHASSIS SUPPLIER TO ITS NETWORK:

The VW Bulli - few vehicles evoke as many associations and positive emotions as the cult vehicle from the Volkswagen Group. Now the Bulli is on the road in its sixth generation and, as part of the cooperation between the two groups, Knaus Tabbert is able to offer an entirely new motorhome based on the T6.1 platform for the first time, thus completely redefining the CUV vehicle class.

NEW CUV VEHICLE CLASS AT KNAUS TABBERT

Caravaning Utility Vehicle or Caravaning Urban Vehicle? Just one, both or neither? At Knaus Tabbert, the abbreviation CUV, which officially stands for Caravaning Utility Vehicle, will in future refer to models that combine the Camper Van with the Urban Camper: in other words, a fully-fledged motorhome with external dimensions suitable for everyday use. The compact dimensions contribute to greater mobility of the vehicles, thus also appealing to new target groups. At the same time, the smaller dimensions are perfect for couples and small families, and are also ideal for use in the city.

FULL COMFORT...

Typically, the dimensions of an Urban Camper restrict its functionality. Not so with the KNAUS TOURER CUV. The motorhome based on the VW Bulli has been designed as a fully-fledged and functional motorhome. It offers a complete bathroom, including a shower and toilet. The fully equipped shower is made possible by an innovative lifting technology that almost doubles the size of the bathroom. When you wish to sleep, the shower can be folded away, with the toilet remaining accessible. The sleeping space can be expanded for up to three or four people by adding an optional single or double sliding bed above the driver's cabin. The possibilities are virtually endless.

... WITH DIMENSIONS SUITABLE FOR EVERYDAY USE...

At 5.88 metres, the KNAUS TOURER CUV is shorter and more compact than most camper vans or classic motorhomes. These dimensions directly translate into added driving comfort, complemented by compactness and manoeuvrability. Its suitability for everyday use

means that it can be employed equally as a first or second car and is not limited to caravanning. As its weight is within the 3.5-ton class, the vehicle is also perfect for class B driving licence holders. Another highlight: the self-developed lifting roof for the KNAUS TOURER CUV, which is raised in parallel over nearly the entire length of the vehicle, thereby creating a continuous standing height of over two metres.

...ATTRACTIVE DESIGN AND INNER QUALITIES, ALSO AS A VAN

In addition to the KNAUS TOURER CUV, production of other motorhomes based on the T6.1 will begin this autumn. With Weinsberg and Knaus, two Knaus Tabbert group brands will be offering their own model variants featuring brand-specific equipment. As usual, all models come with a generous package of amenities. The model variants based on the Bulli are not only innovative, but also boast an attractive design and inner qualities.

Weinsberg appeals to customers with the X-Cursion VAN, the first partially integrated van based on the ultra-compact and dynamic VW T6.1. From the start, this model will also be offered directly as a nearly fully equipped special model edition [PEPPER].

Following the model launch, Knaus will also be offering the TOURER VAN VANSATION and the TOURER CUVISION, a CUV based on the Bulli T6.1, as a special model. Both vehicles are fully-fledged motorhomes offering Multivan driving comfort and the high-quality equipment that customers have come to expect from Knaus.

THE VW CRAFTER AS A NEW ADDITION TO THE PORTFOLIO

While previously the KNAUS VAN TI PLUS was offered on the basis of the MAN TGE chassis, the VW Crafter will in future serve as the new benchmark.



MOBILITY RE-THOUGHT THE PEP PANTIGA CREATES A NEW FEELING OF SPACE



TABBERT EXPERTS HAVE NOT ONLY OPTIMISED THE BEST, BUT FUNDAMENTALLY IMPROVED IT WITH THE COMPLETELY NEW PEP PANTIGA CARAVAN SERIES. THE FIRST MODEL WAS PRESENTED AT THE DEALER CONFERENCE IN BAD GRIESBACH.

However, they are only connected to the successful predecessor by parts of the name and the desire to step out of line. New colour, new shape, new interior - and boundless variety to boot. The perfect combination of trendy design and modern technology with an intelligent interior designed for an active, young holiday experience.

TABBERT stands for excellent quality, tradition and innovation with special caravans in the camping sector. These attributes are impressively confirmed with the new PEP PANTIGA. The new caravan differs significantly from its predecessor PEP. It starts with a new colour, a decent, light beige, which brings the company's traditional colour into the present.

PANTIGA - the name stands for adventure and for places that want

to be discovered. „Pan“ („total“) describes a model with a claim to leadership. The „Tiger“ promises elegance and strength.

SIMPLY MORE LIGHT

What makes the PEP PANTIGA so special now? It is immediately apparent that the designers have eliminated overhead cabinets above the seating groups. Ergo, more headroom, so that even taller people can get into the seating group more easily. At the same time, the caravan gets two high windows on the sides, which make the vehicle visually larger, brighter and friendlier. Storage space is now in pull-out drawers under the bench seats or under the double beds. Daylight also comes through the optional panoramic roof cover. And if space is not enough, an

optional roof cover for the front can be added to the configuration. This new interior design is completed by an innovative lighting concept that becomes a design element in its own right. All-round light bands structure the space, while ambient lighting adds accents. Six spotlights cast the brand-typical TABBERT diamond pattern onto the wall, and there are also small reading lamps.

FULL FREEDOM WITH OPTIMUM STABILITY

The PEP PANTIGA is equipped with the new DYONIC CHASSIS made of high-strength steel as standard. The innovative design with recesses in the beams reduces weight and improves stability at the same time. The chassis was developed together with KNOTT, a company that has been active in the trailer sector for over 80 years.

Optionally on board: the ONE NIGHT STAND system. What at first sounds like exciting holiday

nights is actually a battery docking station with a high-performance exchangeable battery pack from the renowned tool manufacturer Einhell. The battery pack supplies the electrical appliances (12 V), i.e. light, water pump and compressor refrigerator, with energy for up to one night, independent of the shore power connection.

THREE LAYOUTS WITH COMMON STRENGTHS FOR DIFFERENT TARGET GROUPS

For the sales launch in model year 2023, the new model will be offered in three layout variants. All variants have the usual top quality, but are aimed at different target groups. The compact 390 WD is perfectly designed for active holidays with spontaneous changes of location. The combined living and sleeping area for two with folding bed instead of fixed beds offers all the more room to move during the day. The 550 E has single beds and scores

with a full shower. Children travel best in the 550 K with a bunk bed that can be quickly and easily converted into another bench seat.

STRONG IN CHARACTER, UNIQUE, DIFFERENT: TABBERT ESTABLISHES A NEW DIMENSION OF MOBILITY.

„Lasts a lifetime“ - with this promise TABBERT not only vouches for the high quality of the materials used and solid craftsmanship, but also for trend-oriented design and the integration of state-of-the-art technology. The customer and his living environment are at the centre of every development step. This means that all caravanning fans will find the right caravan for them at TABBERT, one that fully meets their ideas of travelling. Today sun, beach and sea, tomorrow from place to place. With the new TABBERT PEP PANTIGA, caravan fans experience a new kind of mobile holiday dream: flexible and light.



The interior of the PEP PANTIGA impresses with a completely new caravan design. Of course, every element meets the usual high quality standard of TABBERT.



THE PERFECT WINDSURF VAN: LENNART NEUBAUER AND THE [OUTLAW]

LENNART NEUBAUER GETS AROUND A LOT. AS THE CURRENT WORLD AND EUROPEAN YOUTH CHAMPION IN FREESTYLE WINDSURFING, HE IS NOT ONLY FAMILIAR WITH THE MOST BEAUTIFUL BEACHES AND SOME OF THE BEST WAVES IN THE WORLD, BUT ALSO WITH A PRETTY EXHAUSTING DAILY TRAINING ROUTINE.

At just 18 years of age, Lennart Neubauer is already the reigning World and European Youth Champion in freestyle windsurfing. He started windsurfing at the age of 10, and even relocated from Germany to Greece. His home spot is Naxos, a Greek Cycladic island known for its winds and surfing opportunities. Lennart lives and trains there - and is currently preparing for the Abitur, the German school-leaving examination, next year. His daily routine includes

lessons and four to six hours of training a day: after getting up at 6 a.m., he attends classes and then heads off to the surf spot.

His WEINSBERG camper van is a faithful companion during his daily training sessions. A classic vehicle for professional windsurfers, as they must be able to transport their entire gear at all times. Moreover, with this sport, windsurfers are constantly on the move and chasing the wind.

EXTENSIVE CONVERSIONS? UNNECESSARY!

For Lennart, the search for the perfect motorhome included a list of specific requirements: "It shouldn't be too long, but still have a massive rear garage, it should definitely have a bathroom with a shower, hot water and diesel heating so that I can be as independent as possible from gas." The [OUTLAW] offers

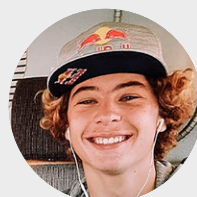
all of these features right from the factory. Extensive conversions? Not necessary! „It was love at first sight," says Lennart. „I had finally found a van that met my requirements right from the factory - and with the largest rear garage in its class, too!"

Weinsberg provided the athlete with a test vehicle for a competition in Austria, where not only Lennart was thrilled, but also his fellow surfers and colleagues. The perfect vehicle for every windsurfer. The on-board garage is over two metres deep and thus offers enough space to transport surfboards without any detours or conversions.

There is also a bed, a bathroom, a kitchen - all that is needed for life on the road. To meet his requirements, Lennart has retrofitted the vehicle with a solar system and installed a second on-board battery. This



Current Youth World and European Freestyle Windsurfing Champion Lennart Neubauer in action.



**LENNART
NEUBAUER, 18**

Lennart is pretty active on Instagram and YouTube. He posts insights from his daily training routine, his tours in the [OUTLAW] and, of course, everything relating to his competitions. He recently published an extensive room tour of the [OUTLAW] on YouTube.

“IT’S REALLY GREAT TO HAVE LOTS OF STORAGE SPACE AND ALSO A PLACE TO SLEEP SO THAT YOU CAN TRAVEL FURTHER AFIELD AND GET STRAIGHT BACK TO TRAINING.”

LENNART NEUBAUER



makes the sportsman completely self-sufficient, being free to chase the wind without limitations.

For several years now, Lennart has been competing at almost all tour stops of the EFPT (European Freestyle Pro Tour) and the PWA (Professional Windsurfing Association). His greatest achievements include the annual title of European Freestyle Champion in various age categories as well as three World Championship titles in 2018, one each in Freestyle, Wave and Slalom.

For this year, he has made definite plans. The European tour will take him to locations including Sylt, Italy, the Canary Islands, Greece and Cyprus. During the world tour, he will be travelling to countries such as Venezuela and Brazil. In many cases, his [OUTLAW] will be close at hand, right by the water.



With a garage depth of over 2 meters, the [OUTLAW] offers enough space for the boards and all the equipment.



Stephan Petschow, Marketing Manager

NEW FACE OF MARKETING

NEW MARKETING MANAGER WITH OVER 25 YEARS OF EXPERIENCE

Stephan Petschow is the new Head of Marketing at Knaus Tabbert AG. The previous interim Head of Marketing, Maximilian Recke, will remain with the company in his role as Deputy Head of Marketing and will provide Stephan Petschow with reliable support. Stephan Petschow boasts more than 25 years of experience in the communications industry. Before joining Knaus Tabbert, he served as managing director and client service director at well-known communications agencies such as Scholz & Friends, Jung von Matt and Serviceplan. The mobility industry and brand work always formed an essential part of his tasks and responsibilities.

ASSURED INVESTMENTS

PROMISSORY NOTE LOAN SUCCESSFULLY PLACED

In June, the Knaus Tabbert Group successfully placed a promissory note loan of 100 million euros with investors for the first time. The funds are to be partly used to finance the planned capacity expansions and further consolidate the company's market position as a leading manufacturer of recreational vehicles in Europe. The issued volume is spread over maturities of 3, 5, 7 and 10 years.

Demand was oversubscribed nearly twofold, underlining the confidence of investors in Knaus Tabbert's business model and long-term development.

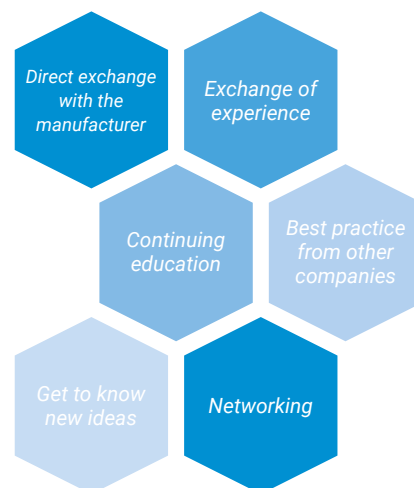
YOUNG ENTREPRENEURS' MEETING

PROMOTING AND SUPPORTING YOUNG TALENT

Supporting the leaders of tomorrow, creating networks and facilitating an exchange of knowledge: this is the goal Knaus Tabbert has set itself with the Young Entrepreneurs Club for the caravanning

industry, founded in 2019. The currently 25 active members from all over Germany meet twice a year, at dealers, partners or one of the Knaus Tabbert Group locations. Each meeting is dedicated to a specific topic such as personnel management, digitalisation, law, online marketing or balance sheet analysis. Discussions and the exchange of ideas are intended to provide the participants with useful knowledge and additional insights into relevant topics.

„As a manufacturer, I consider it our duty to actively support the next generation through best practices, knowledge sharing and networking.“, so Philipp Kasparak.



„THE YOUNG ENTREPRENEURS WILL TAKE ON IMPORTANT POSITIONS IN THEIR COMPANIES.“

**PHILIPP KASPARAK,
DEALER NETWORK DEVELOPMENT**

KNAUS TABBERT SUPPORTS WINNERS

LUCAS AUER WINS IN THE KNAUS RAPTOR

Roaring engines, squealing tyres and the excitement and passion of enthusiastic fans. The German Touring Car Championship DTM boasts a long history. While the competition was originally held in Germany only, races now take place in Europe between Portugal, Italy, Austria and Germany. The line-up consists of 30 top drivers from 15 nations who will be doing laps with six brands in the 2022 season. And this is what makes the series so appealing: the races are held with everyday series vehicles and prototypes.

Knaus Tabbert has also been part of the DTM for a long time. Numerous motorhomes of the Group can be found with the racing teams in the pit lane, or in the parking spaces of spectators and fans. For three years now, Knaus Tabbert has also been an official sponsor of the DTM. The successful premiere at the 24-hour race on the Nürburgring was followed a year later by participation in the renowned ADAC GT Masters racing series. Today, Knaus sponsors the WINWARD team with the blue KNAUS RAPTOR, a Mercedes AMG GT 3.

In the very first race of the season in Portimão, Portugal, Lucas Auer and his team drove to first place. After a thrilling race with ambitious one-on-one matches, the 27-year-old driver from Kufstein, who is a newcomer to the cockpit of the blue KNAUS RAPTOR, finished first at the Autodromo Internacional do Algarve. This victory is all the more impressive as the competitiveness of the DTM has once again increased significantly this season. The lap times of the fastest and slowest drivers in Portimão were not even a second apart. In addition, there is no minimum pit stop time in the DTM, which further underlines the importance of team effort.

„Motorsport always requires the interaction of all forces, and is thus a team sport par excellence,“ emphasises WINWARD team manager Christian Hohenadel - a philosophy that combines maximum performance, a thirst for success and innovation. As a partner, KNAUS actively supports this strategy and warmly congratulates the winner of the DTM season opener on his outstanding performance.

This season still holds plenty of opportunities for Lucas Auer and his fast KNAUS RAPTOR. Four more exciting weekends are to follow, each with two races to be held in Germany, Austria and Belgium.



Date	Location
09. – 11.09.	Spa-Francorchamps (BEL)
23. – 25.09.	Red Bull Ring Powered by Remus (AUT)
07. – 09.10.	Hockenheimring (GER)

MORELO WELCOMES VISITORS WITH OPEN ARMS

„WELCOME HOME“ WAS ALSO THE MORELO CORPORATE SLOGAN FOR THE „MORELO OPEN 2022“ IN MAY 2022. AFTER A THREE-YEAR BREAK, THE MORELO FAMILY CAME TOGETHER AGAIN FOR THE FIRST TIME AT THE HEADQUARTERS OF THE LUXURY MOTORHOME MANUFACTURER IN SCHLÜSSELFELD. „WELCOME HOME IS SYNONYMOUS WITH FEELING AT HOME IN YOUR OWN MORELO, AT ALL TIMES AND ALL OVER THE GLOBE,“ EXPLAINED MANAGING DIRECTOR ROBERT CRISPENS.

Around 800 motorhomes arrived at the factory grounds in Schlüßelfeld in Lower Franconia over the long Ascension Day weekend, occupying almost 60,000 square metres around the MORELO halls. In addition to the numerous MORELO drivers, vehicles from other manufacturers received an equally warm welcome from the family. All vehicles were received individually and then guided to their parking spaces by electric golf carts. Guests even included a convoy consisting of 30 MORELO vehicles from Norway.

The MORELO OPEN was held for the 9 time. This year, the European market leader for luxury motorhomes offered its guests

a comprehensive programme comprising factory tours, carriage rides through Schlüßelfeld and the surrounding area, hikes, electric bike tours of varying difficulty, brewery tours and test drives. A special entertainment programme was provided for children. The evening programme included a spectacular opening ceremony and folk costume evening with fireworks. In front of the factory halls, the accessories industry was represented with numerous information stands showcasing everything from special seat cushions to heating units, solar panels and navigation systems.

A keenly anticipated highlight of the event was the MORELO GRAND EMPIRE together with a Maserati. The visitors watched in awe as a cable winch gently hoisted the valuable speedster into the rear garage of the

twelve-metre-long 18-tonners by means of a guided plate.

The following figures give an impression of the size of the MORELO OPEN: 30,000 rolls were delivered by a baker for the breakfast service, and MORELO prepared 2,000 seats in the new production hall converted into a festival hall, plus 400 in the adjacent MORELO beer garden.

At the largest MORELO OPEN to date attended by 2,000 guests, many visitors from the surrounding areas seized the opportunity to take a look at the company and its products.

This much is certain: the MORELO OPEN will be held again in 2023. All MORELO fans and drivers of all brands are cordially invited from 18 to 21 May 2023.

„WE HAVE BEEN WAITING FOR THIS VERY MOMENT FOR THREE LONG YEARS - WE HAVE BEEN LOOKING FORWARD TO IT, AND WE HAVE BEEN LOOKING FORWARD TO YOU! I AM FINALLY ABLE TO ANNOUNCE THE TWO MOST IMPORTANT WORDS OF OUR MORELO BRAND:

„WELCOME HOME!“,

MANAGING DIRECTOR REINHARD LÖHNER WELCOMED NEARLY 2,000 GUESTS FOLLOWING A LONG BREAK DUE TO THE PANDEMIC



Reinhard Löhner estimates the value of the guests' motorhomes parked on the factory premises at approximately 250 million euros.

18 FOR 23

A FIREWORK OF NOVELTIES FOR THE NEXT SEASON

ONE OF THE MOST IMPORTANT DATES FOR KNAUS TABBERT DEALERS IS THE ANNUAL PRESENTATION OF PRODUCT NOVELTIES FOR THE COMING SEASON. IN 2022, THE EVENT WAS ONCE AGAIN HELD IN BAD GRIESBACH IN LOWER BAVARIA.

After the forced break due to the pandemic, dealers from Germany, Europe and the rest of the world came together again this summer to exchange ideas and talk shop, eager to discover the new products for the 2023 season. Nobody was disappointed: Knaus Tabbert introduced 18 new motorhome and caravan models as well as the first vehicles from its cooperation with the now five chassis suppliers.

Darkness. Loud, pulsating music. Glow sticks waved to recreate the Knaus Tabbert logo in the air. The illuminated words „Together again“ suddenly appear in many places throughout the hall. Magically

created out of the darkness. This marks the spectacular opening of the first evening of the Knaus Tabbert dealer conference. Afterwards, the band sets the tone for a long night. More than 1,000 guests from over 30 European countries came to Bad Griesbach in June to get an exclusive preview of the latest products of Knaus, Tabbert, Weinsberg, T@B and Rent&Travel under the motto „The Mission - Together Again“. While the town festival in the centre of Bad Griesbach was being celebrated with music and food stalls, the participants made their way from the hotel to the venue, whose entrance was surrounded by numerous exhibition vehicles of all brands.

The programme of the dealer conference included evening events with presentations and entertainment as well as technical lectures by Knaus Tabbert specialists held throughout the day. Numerous innovations were presented to the enthusiastic participants - among others, 16 additional motorhome models based

on the new chassis from Mercedes, Ford, MAN and Volkswagen, and also two caravan innovations. Samba music, dancers between the tables, musicians running through the crowd and the new Tabbert PEP PANTIGA caravan driving into the hall from the left, followed by the spotlight. The slogan „Connected to Life“ sums up the features of the new launch.

The opening night was hosted by the Management Board of Knaus Tabbert. In addition to talks, the programme included video interviews of employees, three-dimensional computer-generated models and, of course, actual vehicles displayed in front of the retractable stage. Musical interludes, awards for long-standing sales partners and, the highlight of the evening, a farewell to two employees with more than 80 years of experience at crucial points in the Knaus Tabbert manufacturing process. A colourful mix of emotions, performances and infotainment that ensured happy faces all round.

Cut and a change of scene. A film starts. Four Knaus Tabbert experts are discussing a technological advance. An innovation that can now finally be used for large production volumes and that underpins Knaus Tabbert's innovative strength. Fibre Frame. A technology that Knaus Tabbert has been working on for several years to make it ready for series production for the camping market. Its complexity is tremendous and had not been manageable for a long time. But now it is finally market-ready. Four experts, fourfold passion, experience from various expert backgrounds times four, and: a sensational success!



„OUR INDUSTRY IS EXPERIENCING A SUSTAINED BOOM. WE HAVE THEREFORE ADOPTED COMPREHENSIVE MEASURES AND ARE IMPLEMENTING THE LARGEST INVESTMENT PROGRAMME IN THE COMPANY'S HISTORY TO ENSURE THAT WE CAN RELIABLY MEET THIS DEMAND.“

Wolfgang Speck,
CEO of Knaus Tabbert

Among the novelties presented, the Knaus Azur caravan also drew attention: the first series vehicle developed and produced using Fibre Frame technology. Among the motorhomes, the first vehicle based on a Bully from Weinsberg and Knaus caused quite a stir.

The concept study for a partially integrated motorhome based on the VW T6.1 from Volkswagen also stood out, marking the beginning of a new vehicle category: the Caravan Urban Vehicle, or CUV for short. The first vehicle in this category will be presented at the Caravan Salon in Düsseldorf. This new diversity of motorhomes is also a result of the additional chassis suppliers. And of the efforts of Knaus Tabbert.



„WITH A TOTAL OF 18 NEW PRODUCTS AND THE INTRODUCTION OF A PRODUCTION PROCESS THAT IS REVOLUTIONISING THE INDUSTRY, WE HAVE PRESENTED OUR PARTNERS WITH A FIREWORK OF INNOVATIONS AND ATTRACTIVENESS.“

Gerd Adamietzki,
CSO of Knaus Tabbert

Despite all the challenges posed by the pandemic and supply chain problems, the Group has unswervingly continued to research, develop and work on the innovations for the coming season.

SUPPLY CHAIN PROBLEMS AND SOLUTION CONCEPTS

Also critical aspects were addressed in the talks in a transparent and straightforward manner. Delayed deliveries due to supply chain problems put a strain on end customers, dealers and Knaus Tabbert themselves. However, this was not caused by capacity shortages at Knaus Tabbert, but rather by a lack of available chassis and other essential components along the supply chains.

In order to overcome the bottleneck in the chassis area, Knaus Tabbert has changed its previous strategy of exclusivity with Stellantis, increasing the number of its chassis suppliers to five. In addition to FIAT, Mercedes, MAN, Ford and Volkswagen Commercial Vehicles will now be available as major suppliers. This will result in both a greater variety of models for customers and considerably more chassis available for production. Supported by flexible production planning, this should in turn lead to shorter delivery times. In addition, Knaus Tabbert started recruiting qualified employees at an early stage. All with a view to achieving the planned significant increase in production figures.

Moreover, there will be changes to the ordering process. In future, only vehicles for which delivery is guaranteed can be ordered. Focused, factual, to the point, and yet full of enthusiasm and information. This is how the talks on the second and fourth days of the event were delivered. Facts on the new product launches. Changes to processes. The new chassis suppliers. »





More than 1,000 Knaus Tabbert sales partners responded to the company's call to the traditional dealer conference in Bad Griesbach.

In addition to numerous innovations, the guests enjoyed the personal exchange and an inspiring program.



„THE FIBRE FRAME TECHNOLOGY IS BEING IMPLEMENTED IN A SERIES MODEL FOR THE FIRST TIME. KNAUS TABBERT IS THUS ONCE AGAIN SETTING STANDARDS IN THE INDUSTRY.“

Werner Vaterl, COO



Wolfgang Speck, Mark Hundsdorf, Gerd Adamietzki, Werner Vaterl (v.l.t.r.)

The measures taken by Knaus Tabbert to shorten delivery times. All-round information for dealers before they have the opportunity of further viewings or exchanges with the respective contact persons.

PRODUCT INNOVATIONS NON-STOP

All of Knaus Tabbert's Premium brands presented their new products at the dealer conference. With the Tourer Van based on the VW T6.1 and the VAN TI PLUS based on the VW Crafter, KNAUS showcased two new models from its cooperation with Volkswagen. The Knaus Azur caravan embodies innovation in design and manufacturing processes. With the TOURER CUV and TOURER CUVISION, Knaus has introduced a new vehicle category in the Group.

- WEINSBERG also offers the X-Cursion Van, a model based on the VW T6.1.
- The success stories CaraBus and CaraTour are literally „Ford-written“: but now with the chassis of a Ford Transit.

- The Tabbert specialists presented the PEP PANTIGA as a new dimension of mobility.
- T@B is revising the modern retro classic for the 2023 model year.

Further news: Knaus Tabbert has been listed on the stock exchange since 2020, which means that the Group and its dealers and business partners are benefiting from increased visibility and greater financing options. For the first time, the event therefore included a digression on capital market communication.

OPTIMISTIC OUTLOOK IN THE INDUSTRY

The faces of the guests clearly showed that the outlook in the industry and among customers remains excellent. The demand for mobility and individual holidays is, and remains, high. Late deliveries are troublesome for everyone, but as this is a problem for the economy as a whole, our dealers have been very understanding. The dealers were pleased to have direct access to

„WITH OUR GROWTH PLANS AND INVESTMENT OFFENSIVE, WE ARE MOVING THE GROUP INTO A NEW LEAGUE. OUR CUSTOMERS AND PARTNERS ALSO STAND TO BENEFIT FROM THIS“.

Mark Hundsdorf, CFO

the company and its new products again after a pause of two years. End customers and caravan and motorhome enthusiasts will have to be patient a little longer. At the Caravan Salon, the leading international trade fair taking place in Düsseldorf from 26 August to 4 September, the new products, however, will be on display for all camping fans.

The event was rounded off with an Italian night in the garden including music, pasta e vino and good conversation.



VANSATION



OPTIMALLY PREPARED FOR 2023



BOXDRIVE



VANWAVE

CaraCompact MB



CaraCompact^{Suite} MB



Mercedes-Benz



CaraBus



CaraTour



VAN TI PLUS



X-CURSION VAN

TOURER CUV



TOURER VAN

»» 4 MORE
COMING



GOOD START FOR EVEN MORE KNOWLEDGE

KNAUS TABBERT IS GROWING. THE ORDER BOOKS ARE FULL, REVENUE IS RISING AND SO IS THE NUMBER OF EMPLOYEES.

A strong increase in personnel has already been presenting the company with ever new challenges since 2015. „In 2018, we hired around 300 people in one year for the first time - that was new for us in the HR department and a lot of work,“ says Nathalie Monteleone, HR Officer at Knaus Tabbert. „It was therefore clear to us that we wanted to offer the newcomers to the company a standardised start. So that they can find their way around right from the start and quickly integrate into their units.“ Without further delay, it was decided at board level to offer the employees professional onboarding. This was organised by the HR department and supported by other departments and the works council. Onboarding at the Jandelsbrunn and Mottgers sites was born.

Twice a month, new colleagues start at the various Knaus Tabbert plants and are all personally welcomed to the company by the plant manager on their first day of work in the morning.

In Jandelsbrunn, the company's headquarters and largest production site, the up to 25 employees then go to the Knaus Tabbert Academy to get to know each other over pretzels and coffee. „We explain everything that is important at the beginning,“ says Monteleone.

What is Knaus Tabbert all about? How do I apply for a holiday? What healthcare benefits are there? What do I have to watch out for on the factory premises? These and many other questions are answered in the morning, accompanied by a tour of the factory, a safety briefing and a training session on quality management. At noon, the „newcomers“ are handed over to their department heads. „But that's not the end of the learning process,“ says Jürgen

Spannbauer. He accompanies the employees after the onboarding in the morning and supports them in their training for the future workplace. The academy has its own training workshops for this purpose. On the floor panel, side wall or wardrobe, the new hand movements can be explained and practised in detail.

„We are a specialist. That means: for everyone who starts with us, it's all new. That makes it all the more important to show everything calmly.“ As an experienced practitioner, Spannbauer not only takes care of the training of the new employees today, as head of the Knaus Tabbert Academy he is responsible for the entire further training programme at the site.

„WE CONSTANTLY WANT TO GET BETTER.“

**JÜRGEN SPANNBAUER,
HEAD OF THE KNAUS TABBERT ACADEMY**

THREE QUESTIONS TO ...

JÜRGEN SPANNBAUER

MR SPANNBAUER, WOULD YOU HAVE LIKED AN ACADEMY AT THE START OF YOUR CAREER AT KNAUS TABBERT?

„Of course! I started on the production line myself more than 20 years ago. So I was also once the new guy - curious, excited and also a bit of a stranger. And I also know that as a supervisor or group leader you don't always have time to answer all questions in detail. That's why the academy is a great place where all colleagues - whether unskilled newcomers or old stagers - can learn away from the daily routines.“

WHO DO YOU TRAIN AT THE ACADEMY?

Almost every employee visits the academy at least once a year. This is due to our varied programme. Unskilled employees from production, for example, are taught how a cordless screwdriver works or how to read the cycle plan. Colleagues from administration receive Microsoft Office training, and managers go

through Team Leader training - online, of course, if required. Then there are the data protection and first-aid courses, training in driving safety or quality assurance. And soon we will also offer German courses for all our colleagues who come to work with us from other countries.

HOW IS THE ACADEMY PROGRAMME CHANGING?

We at Knaus Tabbert always want to get better. That is why I am in close exchange with the line and plant managers as well as quality assurance and take their suggestions on board. If, for example, there are repeated problems with a certain station, then we bring the employees to us without further ado to show them how things can be improved. New vehicle models or digital components also bring new requirements. Here at the academy, we train our colleagues on these. Therefore, we constantly check how we can support our colleagues in the best possible way. And we change the programme accordingly.



„WE ARE A SPECIALIST. THAT MEANS: FOR EVERYONE WHO STARTS WITH US, IT'S ALL NEW. THAT MAKES IT ALL THE MORE IMPORTANT TO SHOW EVERYTHING CALMLY.“

BENEFIT-PROGRAMM

FIT WITH BIKE AND CO

KNAUS TABBERT OFFERS ITS EMPLOYEES MANY OTHER BENEFITS IN ADDITION TO PAY ACCORDING TO COLLECTIVE AGREEMENTS.

For the Jandelsbrunn and Mottgers sites, these benefits are clearly arranged in the online portal of the so-called Benefit World. Here, employees can find a lot of information about the company and numerous cooperation partners with lucrative benefits - from special conditions for insurances to pension packages, health benefits and shopping advantages - exclusively for Knaus Tabbert employees.

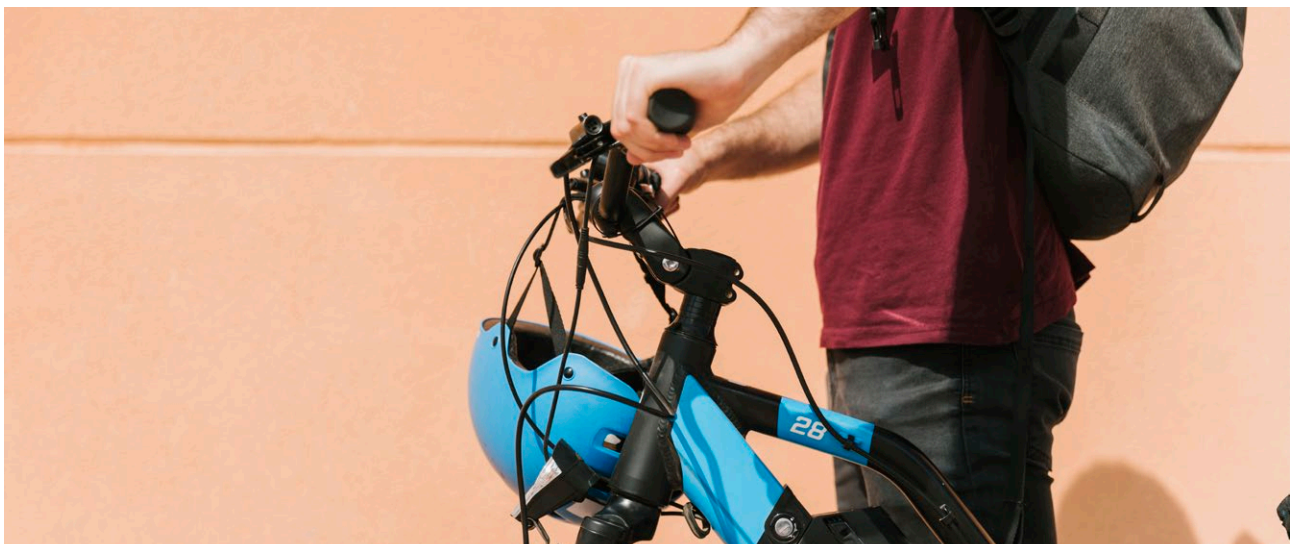
A brand new addition is a cooperation with BusinessBike. Through this partner, employees can lease bicycles - from city bikes to e-mountain bikes. The highlight is that the leasing fees are not only subsidised by the company, but are also paid directly via the monthly payroll. The offer is a complete success: more than 350 bikes have been leased so far. In this way, Knaus Tabbert not only ensures more climate-friendly mobility, but also supports the fitness of its employees at the same time.

The high level of health awareness is also reflected in the rush for other offers. There are sometimes waiting lists for health checks such as spinal measurement or skin screening. No wonder: after all, the appointments are often quicker and less complicated to get directly at the location than through specialists in private practice. And the cooperation with major health insurance companies, which take care of the medical checks, ensures the high quality of the examination.

APPRECIATIVE

Rising prices for food, rents and also at the petrol stations are also affecting the employees of Knaus Tabbert. In order to cushion the burden a little, the works council and the management board have decided to give all employees in Mottgers and Jandelsbrunn who are covered by collective bargaining agreements a fuel voucher worth 50 euros.

In June, the employees were happy about the quick and uncomplicated help and the associated sign of appreciation.





EMPLOYEES AS BRAND AMBASSADORS

HEADING TO THE NEAREST LAKE FOR THE WEEKEND IN YOUR CARAVAN. OR TAKE THE WHOLE FAMILY TO THE CÔTE D'AZUR IN A MOTORHOME?

? Employees can try this out at particularly favourable conditions. An attractive offer that many are happy to take advantage of. Anyone who wants to get hold of one of the 30 or so vehicles during the summer months has to register for it a year in advance.

And not only the employees benefit. There are hardly any better brand ambassadors for Knaus Tabbert

- and hardly any tougher product testers. An additional socket is missing? The cupboard can be installed differently?

Especially the production staff have a very special view of „their“ vehicle when they are on the road with it. After the months of travelling, quality management is happy to receive many suggestions for improvement.

NO SUMMER WITHOUT BARBECUE LOCO

As always, there was a special culinary offer just before the company summer break this year. As a small thank-you for their tireless efforts, Knaus Tabbert invited the employees at the Jandelsbrunn site to enjoy delicious barbecue specialties. The grill

locomotive was rolled out in front of the canteen, where benches and tables were set up for the hearty lunch. And at the Mottgers site, too, a summer party with barbecue was held on the last day before the company vacation.

MOVING TOWARDS SUSTAINABLE CARAVANNING

KNAUS TABBERT REPRESENTS INNOVATION AND PROGRESS: THE RANGE AND APPLICATION OF NEW MATERIALS, INNOVATIVE MANUFACTURING PROCESSES AND NEW TECHNOLOGIES FOUND IN THE GROUP'S CARAVANS AND MOTORHOMES. A KEY TOPIC OF THE GROUP'S RESEARCH AND DEVELOPMENT ACTIVITIES IS E-MOBILITY IN ALL ITS DIVERSE FORMS.

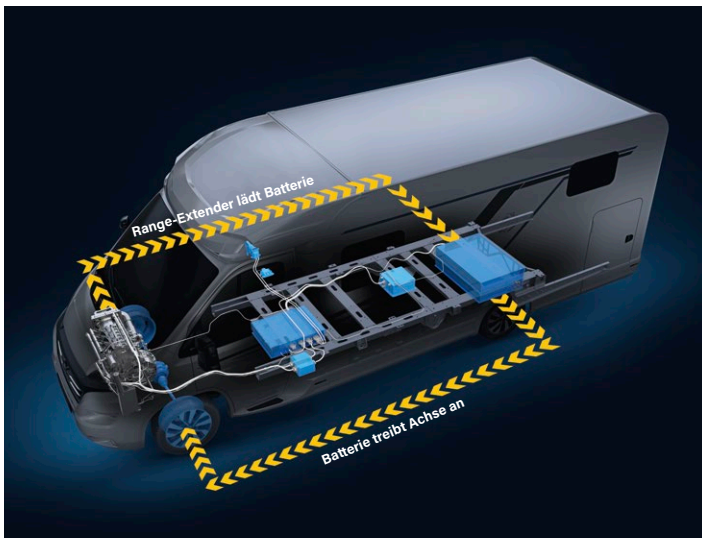
THIS RANGES FROM ALTERNATIVE DRIVE TECHNOLOGIES FOR MOTORHOMES AND THE USE OF ELECTRICALLY ASSISTED AXLES IN CARAVANS TO THE TARGETED USE OF LIGHTWEIGHT MATERIALS AND ALTERNATIVE APPROACHES TO REDUCING WEIGHT.

At the Caravan Salon in Düsseldorf last year, Knaus Tabbert presented its first in-house study for an electric motorhome: the E.POWER DRIVE. Now the aim is to develop this concept into a marketable vehicle. While, on the one hand, it is important to achieve market entry as quickly as possible, the complexity of the topic should nevertheless not be underestimated. What is more, safety and speed go hand in hand, as is always the case at Knaus Tabbert. It is equally important that the planned vehicle be user-friendly and suitable for everyday use, i.e. an all-electric or hybrid motorhome must meet the customer's expectations in terms of range and equipment, while at the same time complying with current and forthcoming statutory requirements and regulations.

EUROPE IS ON THE WAY TO BECOMING CLIMATE NEUTRAL - KNAUS TABBERT IS HELPING TO BRING THIS ABOUT

In 2019, the European Union announced its Green Deal. One of the goals is to reduce environmentally harmful CO2 emissions drastically in Europe. Consequently, Europe aims to be climate neutral by the year 2050. To achieve this, all sectors of the economy must take up their share of responsibility, with transport and tourism playing a particularly important role. »

The first electric motorhome from Knaus Tabbert in cooperation with HWA.





KNAUS
Sport

KNAUS



„SUITABILITY FOR EVERYDAY USE WITHOUT COMPROMISE“,

THE GOAL OF AN ELECTRIC MOTORHOME FROM KNAUS TABBERT.

For the Knaus Tabbert Group, this means that alternative drive systems and innovative solutions are to be incorporated into the portfolio alongside the existing offerings based on state-of-the-art, low-consumption combustion engines. In the case of chassis or undercarriages in the motorhome sector, this goal is supported by a number of partners. With Mercedes, FIAT, MAN, Volkswagen Commercial Vehicles and Ford, KNAUS TABBERT has no less than five suppliers who currently provide the chassis with engines. The developments achieved by these manufacturers therefore play a significant role in the future motorisation of motorhomes. Knaus Tabbert is actively involved with its partners within the context of an agile and hybrid working relationship.

In order to produce the best possible result, and thus motorhome, in terms of both ecology and customer orientation, the Group is developing its own innovative approaches with a maximum of creativity, new ideas and innovations from a wide range of perspectives. In the process, Knaus Tabbert sees itself on the one hand as a first mover in the development of new solutions; on the other hand, interesting solutions from other sectors offering potential and added value for enthusiastic leisure vehicle customers are adapted to our requirements and made possible. Behind all this lies a fundamental openness to technology on the part of Knaus Tabbert.

Consequently, the E.POWER DRIVE study was developed with an open and flexible drive concept, allowing new benefits to be adopted quickly as the technology advances. The basis for this maximum flexibility is provided by the modularity of the modules. As an example, the e-drive unit is equipped with a range extender. This can be further developed in the direction of e-fuel technology as well as emerging fuel cell technology. The overall goal remains unchanged: to become emission-free as quickly as possible or as is reasonable.

MAJOR CHALLENGES

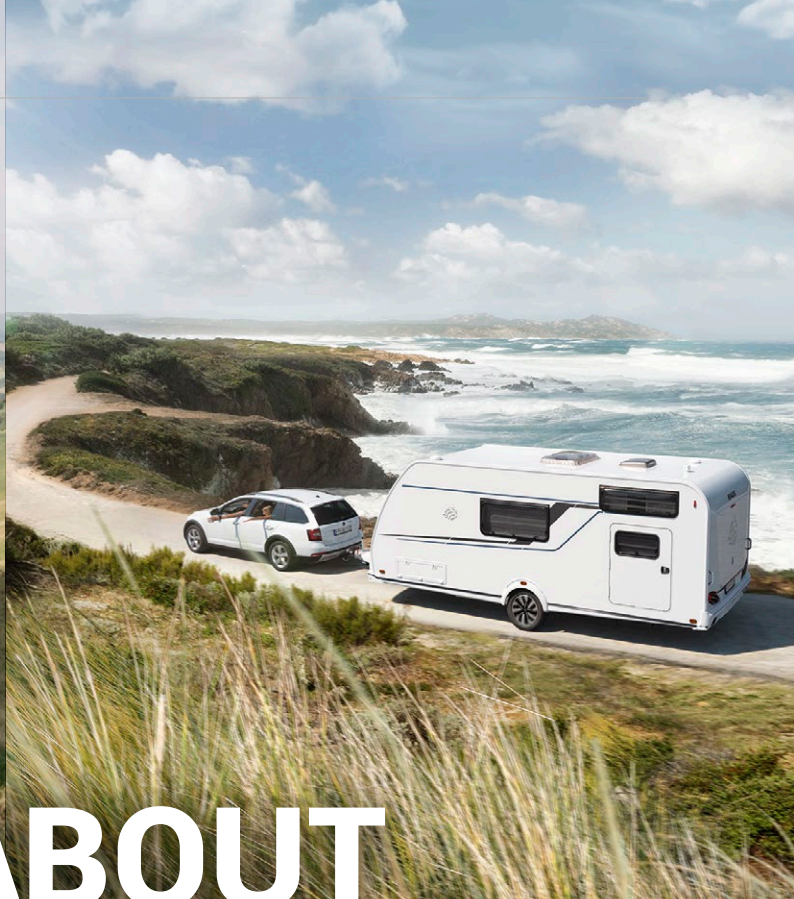
Key factors influencing the new drive systems are firstly new safety requirements and secondly the need to compensate as much as possible for the additional weight (e.g. of the storage system). In some cases, this can lead to conflicting goals because a larger and heavier battery-based energy storage system in turn impairs the range due to the additional weight. At the same time, there are legal limitations (e.g. driving licence regulations) with regard to the weight of vehicles. »





*One Night Stand.
Operate electrical components
self-sufficiently for at least one
night without a shore power
connection.*





IT'S ABOUT EXPERIENCE



Everything that campers and investors love.

With around 3,800 employees, Knaus Tabbert is one of the leading manufacturers of recreational vehicles in Europe. The current brand portfolio consists of five successful product brands: KNAUS, TABBERT, WEINSBERG, T@B and MORELO. In their diversity, these brands cover all product segments and price categories in motorhomes, caravans, camper vans and CUVs - something that no other manufacturer in Europe can offer.

More info at knaustabbert.de

Last but not least, this new technology also requires new control concepts because different systems have to work together seamlessly. For example, many components will have to be developed as software solutions in the future. In addition, a great deal of time and effort will be required for comprehensively testing materials, components and technologies and their interplay. It remains important to offer these new solutions and drive systems at attractive prices to camping enthusiasts and to potential newcomers.

Innovations in the caravanning sector, such as electrification, increased sustainability and new types of drive, will also lead to changes in aspects that were previously taken for granted. Until now, three energy variants have complemented each other in vehicles: gas for cooking and heating, electricity for lighting and diesel for driving. This sometimes resulted in complex installation structures. With e-mobility, Knaus Tabbert aims to reduce these primary energy types, hence, less complexity, less use of materials and less weight. From this perspective, we are dispensing with gas in the electric motorhome in favour of electricity. Another initial approach to this can be found at Knaus, namely E.POWER technology, where components that were previously gas-based are now powered by electricity.

LIGHTWEIGHT CONSTRUCTION AS A PREREQUISITE FOR CARAVANNING AND E-MOBILITY

Camping would not really exist without lightweight construction, regardless of the context. Even after so many years, camping is still a form of holiday that allows the user to enjoy their personal environment in a wide variety of places. This particular form of mobility invariably involves the movement of goods. Camping, too, always entails its own energy requirements. There is only one sensible approach to keeping these expenses manageable: consistent lightweight construction. By implication, lightweight construction means consuming less energy when on the road and thus a greater range, and/or alternatively greater self-sufficiency when using a recreational vehicle. This is sustainability in practice.

Today, the caravanning industry has already optimised much of its product range in terms of weight, price and performance. „New materials“, fibre-reinforced composites, compounds and sandwich constructions allow for detailed improvements.

An additional, significantly more advanced step will most likely come from disruptive approaches. One example is the use of situational space, which is only created when needed, with little effort. The use of additive manufacturing could produce complicated components more

efficiently. Lightweight structures, additive technology and new material combinations can enable functions that are not possible in conventional environments. Nowadays, new lightweight construction materials are being viewed increasingly from the perspective of their use of renewable raw materials, and the focus is also on recyclability as an important feature, coupled with possibilities for integrating this into a sustainable circular economy.

CARAVANS ARE ALSO BECOMING MORE SUSTAINABLE AND MORE DIGITAL

The challenges are even more specific in the caravan sector. Electric towing vehicles and the accompanying limitation in terms of „range“ require additional approaches. However, the current licensing regulations are paramount; an electrically powered caravan is currently not eligible for registration in Europe. A re-examination and re-evaluation on the side of the licensing authorities will first be necessary.

In concrete terms, electric assistance means that the towed load (of the caravan) is reduced and thus the load on the towing vehicle is also reduced. The caravan is energised, for example, through recuperation, i.e. a battery is recharged when braking or while driving.

New technologies will also help to make camping holidays even more enjoyable. The opportunities offered by digitalisation are intended to provide new comfort features and create added value for holidaymakers. By way of example, voice control for interior functions is currently available for the Tabbert brand.

THE ROAD IS LONG - BUT IT'S WORTH IT

Camping is always a combination of journey and destination and it's exactly the same with electromobility and new drive options. Knaus Tabbert has integrated the topic of sustainability into its corporate strategy as an important element. From the point of view of Knaus Tabbert, however, sustainability is also an important issue when it comes to innovation. New drive technologies, reduced energy consumption, the recycling of materials, sustainable production or the use of renewable raw materials are all part of this strategy. For Knaus Tabbert, developing sustainable solutions is part of its DNA. However, sustainability within the Group also includes topics from the fields of employees, society or governance.

Despite being highly motivated, we realise that not all of our goals and visions are technologically feasible at the moment. But we are working on it - that's a promise!

KNAUS TABBERT SHARE - ON THE WAY TO THE SDAX

DESPITE CONTINUED HIGH DEMAND FOR RECREATIONAL VEHICLES, KNAUS TABBERT WAS UNABLE TO DECOUPLE ITSELF FROM THE GENERAL MARKET ENVIRONMENT. THE UNFORTUNATE MIX OF HIGH INFLATION AND RISING INTEREST RATES, MARKET UNCERTAINTY SURROUNDING RUSSIA'S WAR OF AGGRESSION ON UKRAINE AND THE RESULTING IMPACT ON THE ECONOMY, AS WELL AS PROBLEMS ALONG THE SUPPLY CHAINS, WERE NOT AN ATTRACTIVE MIX FOR THE CAPITAL MARKETS.

In particular, the problems along the supply chains also lead to restrictions in production at Knaus Tabbert. Thus, more caravans than motorhomes or camper vans were

produced, which has an impact on turnover and earnings. At the same time, the company implemented its announced growth strategy through extensive investments in production facilities and personnel. The additional investments were thus not matched by the corresponding turnover. In this context, the group specified its annual forecast at the end of July and reduced its expectations for the EBITDA margin. The confident outlook for the second half of the year, when the chassis of now more than five manufacturers will be available in significantly higher quantities, has so far moved the stock market little.

Overall, the share faces a minus of -52,9 percent in the first half of 2022. The share ends trading on 30 June at 25.30 euros.

COMMITTED INVESTOR RELATIONS WORK

The past six months were marked by the further intensification of Knaus Tabbert AG's capital market activities. The Executive Board and the Investor Relations team presented the company at numerous conferences and roadshows at home and abroad.

London, Paris, Hamburg, Munich, Vienna and Frankfurt were among the primary stops. The aim is to attract more attention to the share, retain existing shareholders and attract new investors.

In addition, more analysts are to be won over for the valuation. In the meantime, the company is regularly evaluated by seven banks and research houses and almost completely given a „buy“ rating.

„KNAUS TABBERT HAS THE MEDIUM-TERM POTENTIAL FOR THE SDAX.“

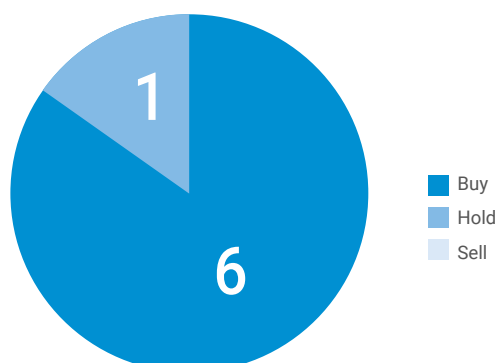
MANUEL TAVERNE, HEAD OF INVESTOR RELATIONS

ANALYST RATINGS

CURRENT ANALYST RECOMMENDATIONS

BROKER	RATING	TARGET PRICE
AlphaValue/Baader Europe	buy	EUR 59,50
Kepler Cheuvreux	buy	EUR 36,00
Jefferies	buy	EUR 66,00
BNP Paribas Exane	neutral	EUR 27,00
First Berlin	buy	EUR 87,00
Montega (Sponsored)	buy	EUR 53,00
Oddo BHF	outperform	EUR 75,00

CURRENT RATINGS



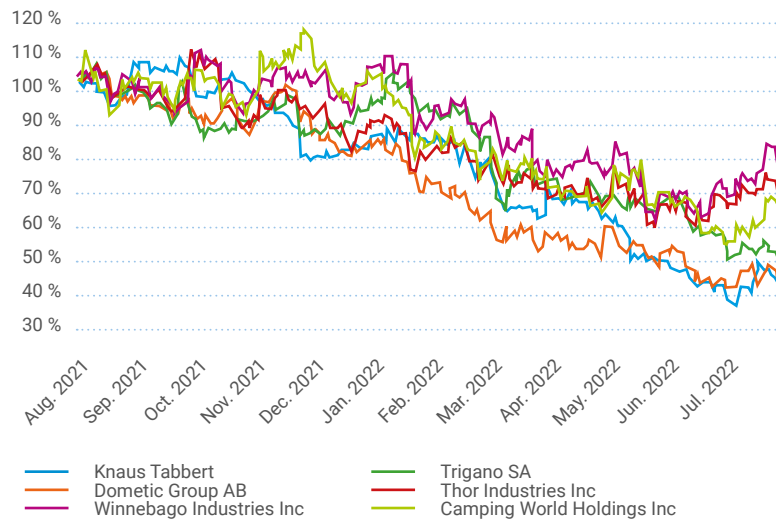
Knaus Tabbert's Annual General Meeting 2022 took place on 25 May. Once again, due to the pandemic, a virtual meeting had to be held and the management was unable to maintain the desired personal dialogue with investors. The successful 2021 financial year allowed the distribution of a dividend of 1.50 euros.

„THE DIGITALISATION OF COMMUNICATION IS AN OPPORTUNITY THAT WE WILL USE IN THE INTEREST OF SHAREHOLDERS.“

MANUEL TAVERNE

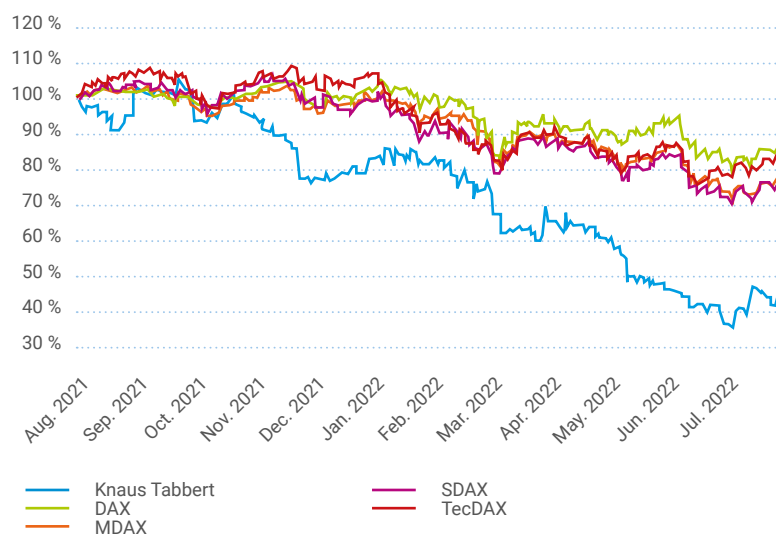
The shareholder structure did not change in the first half of the year (See chart).

DEVELOPMENT VS. PEER GROUP



PEER GROUP	1 MONTH	3 MONTHS	6 MONTHS	1 YEAR	2 YEARS	YTD
Knaus Tabbert AG	16,60 %	-26,80 %	-45,70 %	-55,71 %	-45,87 %	-45,65 %
Trigano SA	1,93 %	-23,10 %	-43,16 %	-47,78 %	-1,65 %	-44,33 %
Dometic Group AB	14,17 %	-19,77 %	-33,04 %	-53,11 %	-19,56 %	-42,41 %
Thor Industries Inc	12,85 %	10,16 %	-10,85 %	-28,75 %	-26,02 %	-18,73 %
Winnebago Industries Inc	24,32 %	13,52 %	-6,43 %	-16,00 %	-0,07 %	-19,42 %
Camping World Holdings Inc	25,24 %	5,30 %	-18,55 %	-31,30 %	-26,16 %	-33,07 %
Average peers	15,70 %	-2,78 %	-22,41 %	-35,39 %	-14,69 %	-31,59 %

DEVELOPMENT VS. BENCHMARK INDICES



MODEST GROWTH IN A DIFFICULT ENVIRONMENT

ORDER BACKLOG

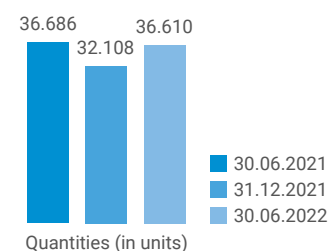


Table 1

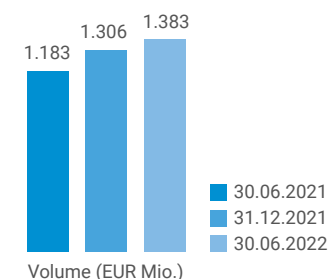


Table 2

SALES

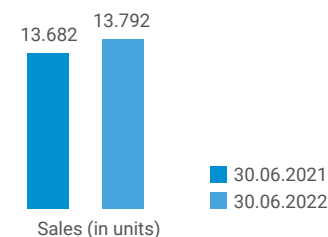


Table 3

THE BUSINESS DEVELOPMENT OF THE KNAUS TABBERT GROUP IN THE FIRST HALF OF 2022 WAS AGAIN CHARACTERISED BY CONTINUING HIGH MARKET DEMAND AND PRODUCTION RESTRICTIONS DUE TO ONGOING DISRUPTED SUPPLY CHAINS AND RESULTING MATERIAL BOTTLENECKS FOR VARIOUS COMPONENTS.

HIGH DEMAND ENSURES STABLE ORDER SITUATION

The high demand for recreational vehicles continued with high momentum in the first half of 2022. Knaus Tabbert recorded an order intake of more than 18,000 units.

The order backlog as of 30 June 2022 was therefore stable at a high level with around 36,600 units and a total value of EUR 1.4 billion.

(Table 1)

INCREASED SALES THANKS TO FLEXIBLE PRODUCTION

In order to make the best possible use of existing capacities, Knaus Tabbert has placed a stronger focus

on the production of caravans within the vehicle categories, as in previous quarters. Sales of caravans increased by 25.5% to 9,442 units in the first six months of 2022 (previous year: 7,532 units). Despite a 29.3% or 1,800 units lower sales volume of motorised vehicles than in the previous year, 13,792 units were nevertheless delivered in the first half of 2022, more vehicles than in the same period of 2021.

(Table 2)

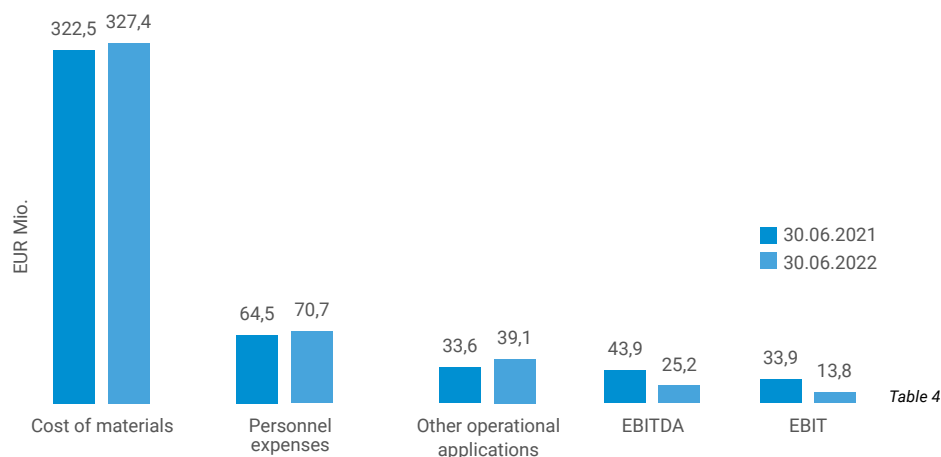
This was due not least to the flexible organisational structure of Knaus Tabbert, which continues to enable the company to react quickly and efficiently to changes in the general conditions and therefore to adjust production at the production at the individual prioritise production accordingly.

(Table 3)

INCREASE IN TURNOVER DESPITE UNFAVOURABLE PRODUCT MIX

Despite a higher share of caravans with a significantly lower average price compared to motorhomes and

COST AND EARNINGS DEVELOPMENT



camper vans, sales also increased in the first half of 2022.

(Table 4)

PROFITABILITY SLOWED BY COST INCREASES

Mainly due to a higher number of temporary workers, who also make a significant contribution to value creation, the cost of materials increased slightly compared to the previous year. In relation to total output, this results in a cost of materials ratio of 70.8 % (previous year: 69.4 %).

As a consequence of the continuing high market demand and the constantly high order backlog of well over one billion euros, Knaus Tabbert already launched a comprehensive investment programme last year. This growth offensive also requires additional manpower.

By expanding its workforce, the company therefore reacted early on to the evident shortage of skilled workers in numerous industries and regions in Europe.

Against this background, it is strategically important to keep qualified

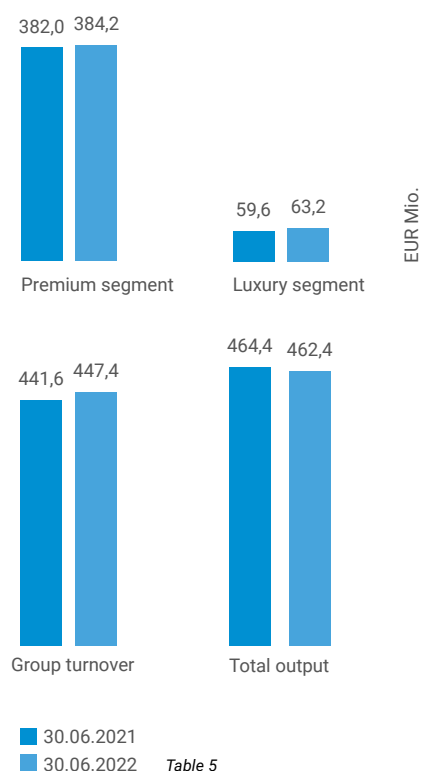
workers in the company - despite supply chain disruptions and material bottlenecks. For a limited transitional period, Knaus Tabbert is consciously accepting negative effects on earnings.

In the first six months of 2022, personnel expenses increased significantly as a result of the strategic staff expansion. In relation to total output, the personnel cost ratio (excluding temporary workers included in the cost of materials) is 15.3%, 1.4 percentage points above the level of the previous year (13.9%). In addition to higher freight costs, other operating expenses primarily included costs for storage and handling of finished and unfinished vehicles as well as legal and consulting costs.

Against this background, EBITDA fell by 42.6 % to EUR 25.2 million (previous year: EUR 43.9 million). Adjusted for special effects, EBITDA was EUR 25.5 million (previous year: EUR 44.7 million). As a result, the adjusted EBITDA margin was 5.7 %, 4.4 percentage points lower than the previous year's figure of 10.1 %.

(Table 5)

REVENUE AND TOTAL OUTPUT





GROUP PROFIT AND LOSS ACCOUNT (CONDENSED)

TEUR	2022	2021
Turnover	447.351	441.571
Total output	462.428	464.571
Cost of materials	-327.392	-322.520
Personnel expenses	-70.731	-64.526
Other operating expenses	-39.087	-33.596
EBITDA adjusted	25.485,7	44.724,4
EBITDA	25.218	43.930
Depreciation	-11.423	-10.005
EBIT	13.795	33.924
Financial result	-1.496	-662
Taxes	-4.012	-9.685
Group result	8.287	23.577

CAPACITY EXPANSION AND SUPPLY BOTTLENECKS DETERMINE BALANCE SHEET DEVELOPMENT

The balance sheet total of the Knaus Tabbert Group increased by 34 % compared to 31 December 2021. This is the result of the investment programme and the measures to increase capacities as well as the acquisition of the WVD Südcaravan group of companies in the first quarter of 2022. Added to this is a more aggressive purchasing policy and higher stock levels of raw materials, consumables and supplies to safeguard production

and the supply chain against the backdrop of continued strong demand. On the liabilities side, these developments are offset by a significant increase in liabilities, among other things due to the placement of a promissory note for EUR 100 million, as well as slightly reduced equity as a result of the dividend distribution of EUR 15.6 million. The equity ratio decreased to 27.2% compared to the balance sheet date of 31 December 2021. The aforementioned effects also determined the development of cash flow. In the first six months of 2022, Knaus Tabbert generated

an operating cash flow of EUR 11.9 million, compared to EUR 40.4 million in the same period of the previous year. The cash outflow from investing activities amounted to EUR 33.7 million, compared to EUR 12.8 million in the same period of the previous year.

Overall, cash and cash equivalents increased slightly to EUR 11.4 million compared to the end of the previous year. At the same time, the group's net financial debt increased significantly from EUR 93.9 million to EUR 138.1 million as a result of the extensive growth investments.

GROUP BALANCE SHEET (CONDENSED)

ASSETS			LIABILITIES		
TEUR	30.06.2022	31.12.2021	TEUR	30.06.2022	31.12.2021
Intangible assets	21.928	18.050	Total equity	125.806	133.879
Property, plant and equipment	154.168	130.636	Other accrued liabilities	14.477	13.543
Other non-current assets	7.419	5.003	Liabilities to banks	102.233	2.331
Non-current assets	183.514	153.689	Other liabilities	22.444	15.877
Inventories	202.781	144.948	Non-current liabilities	139.154	31.751
Trade receivables	27.992	6.948	Liabilities to banks	33.879	93.052
Other receivables and other assets	37.096	29.384	Liabilities from L+L	101.653	38.471
Cash and cash equivalents	11.353	9.677	Other liabilities + provisions	62.244	47.491
Current assets	279.221	190.956	Current liabilities	197.776	179.014
Balance sheet total / assets	462.736	344.645	Balance sheet total / liabilities	462.736	344.645

KnausTabbert



THERE IS A LOT TO EXPERIENCE.

With around 3,800 employees, Knaus Tabbert is one of the leading manufacturers of recreational vehicles in Europe. The current brand portfolio consists of five successful product brands: KNAUS, TABBERT, WEINSBERG, T@B and MORELO. In their diversity these brands cover all product segments and price

categories in motorhomes, caravans, camper vans and CUVs - something no other manufacturer in Europe can offer. The strength of the company is reflected in its sales growth of 8.6% (2020 to 2021). That's why Knaus Tabbert is not only for enthusiastic campers, but also for smart investors.

KnausTabbert

Wir bewegen



KNAUS
FREIHEIT, DIE BEWEGT

WEINSBERG
Dein Urlaub!

TABBERT
Bewegende Momente



**RENT
AND TRAVEL**
URLAUB MIT DEM WOHNMOBIL



Knaus Tabbert AG
Helmut-Knaus-Str. 1
94118 Jandelsbrunn
Germany

Phone: +49 (0)8583 / 21-1
Fax: +49 (0)8583 / 21-380
E-Mail: ir@knaustabbert.de

knaustabbert.de

IMPRINT

Media owner and publisher: Knaus Tabbert AG, Helmut-Knaus-Str. 1, 94118 Jandelsbrunn, Germany, Phone: +49 (0)8583 / 21-1, Fax: +49 (0)8583 / 21-380, E-Mail: ir@knaustabbert.de

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Printing and typesetting errors excepted. For ease of reading, the masculine form is used in this report when referring to persons. It stands for persons of any gender.