

EARNINGS RELEASE Q2 2023

August 10, 2023



HIGHLIGHTS

Q2 - 2023

- Quarterly figures impressively confirm our strategy
- Orderbook remains high with EUR 1.2 bn
- Strengthened our position as a European premium player in leisure vehicles
- Medium-term planning (2023 – 2027) as part of the Capital Markets Day presented in June
- Rent and Travel - our digital rental brand remains on growth course
- Major investment in capacity expansions progressing
- Outlook 2023 confirmed

EUR 385.7 mill.
Net revenue



8,275
Units sold

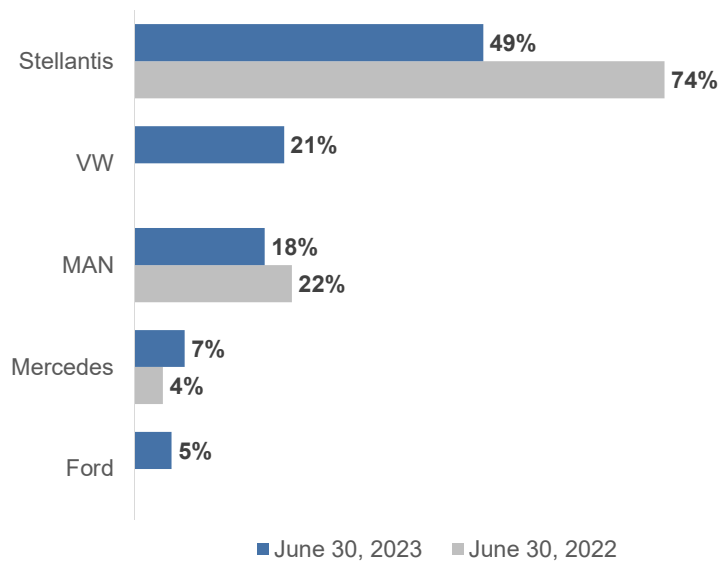
9.6 %
EBITDA margin



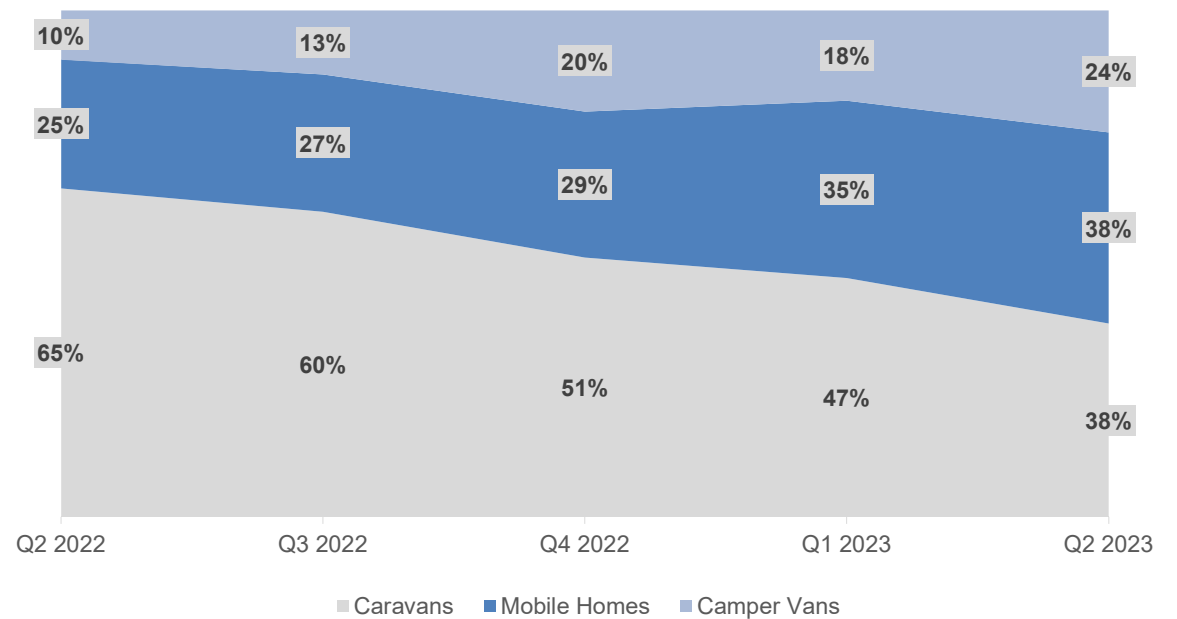
HIGHER SHARE OF MOBILE HOMES AND CAMPER VANS

PREMIUM SEGMENT - CHASSIS STRATEGY

INCREASED SHARES OF NEW CHASSIS



CHANGE IN PRODUCT MIX

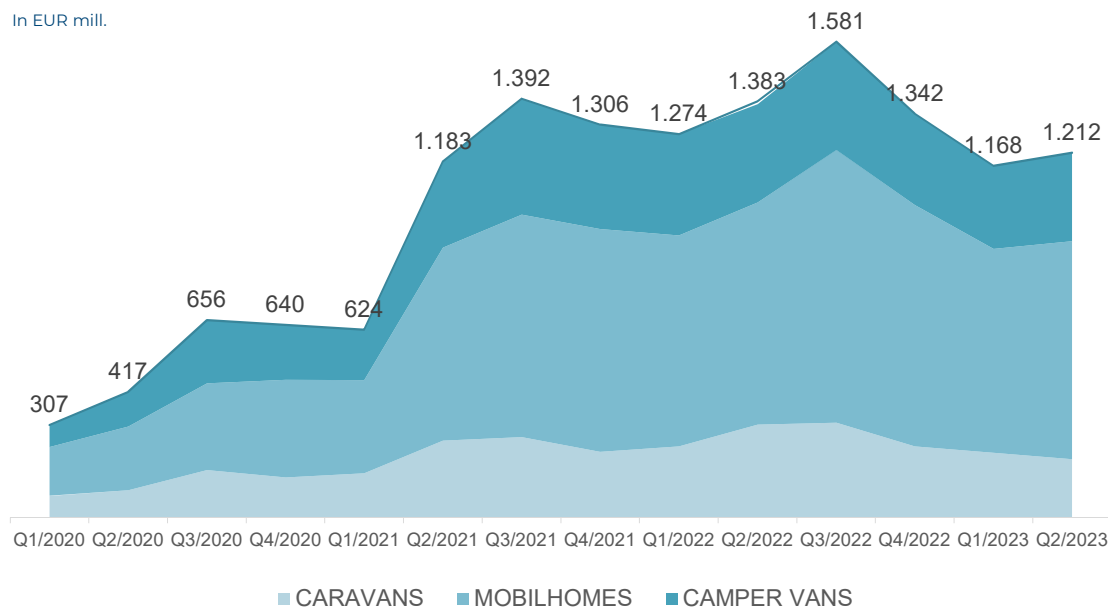


CUSTOMER SATISFACTION AND DELIVERY TIMES

ORDERBOOK REMAINS AT HIGH LEVELS

ORDER BACKLOG

In EUR mill.



- Normalization of order backlog through increased capacity and chassis strategy
- Shorter delivery times lead to higher customer satisfaction
- EUR 1.2 bn corresponds to 25,183 units (previous year: EUR 1.3 bn or 36,610 units).
- The share of motorhomes and camper vans increased from 50% to 61% of the order backlog in units or to over 80 % in terms of value.

TOP POSITIONED IN THE REGISTRATION STATISTICS

MARKET SHARE



DATA END OF JUNE 2023
SOURCE: WWW.CIVD.DE



EUROPE

GERMANY

#3

10 % marketshare

#3

12 % marketshare



CARAVANS

EUROPE

GERMANY

#7

7 % marketshare

#5

8 % marketshare

#1

17 % marketshare

#1

19 % marketshare



MOBILE HOMES (SEMI INTEGRATED)

#5

5 % marketshare

#2

10 % marketshare

#1

9 % marketshare

#2

9 % marketshare



CAMPER VANS

#3

8 % marketshare

#3

7 % marketshare

FINANCIALS

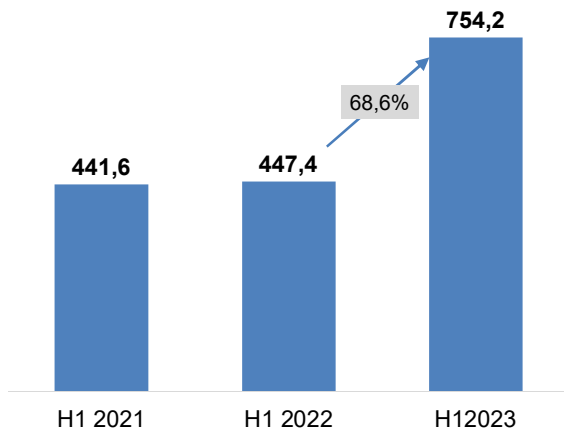
STRONG REVENUE GROWTH IN H1 2023

CHASSIS STRATEGY DRIVES TOP LINE

- Availability in chassis and vans leads to a significant change in the product mix towards higher priced motorhomes and camper vans
- Inflation-related price increases drove top line additionally

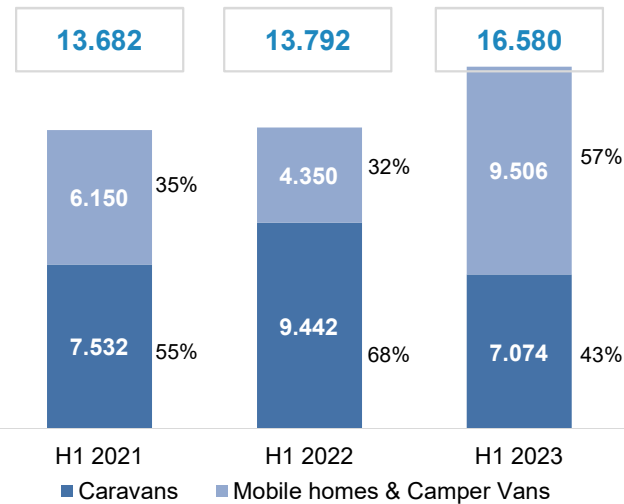
REVENUE GROWTH

In EUR mill.

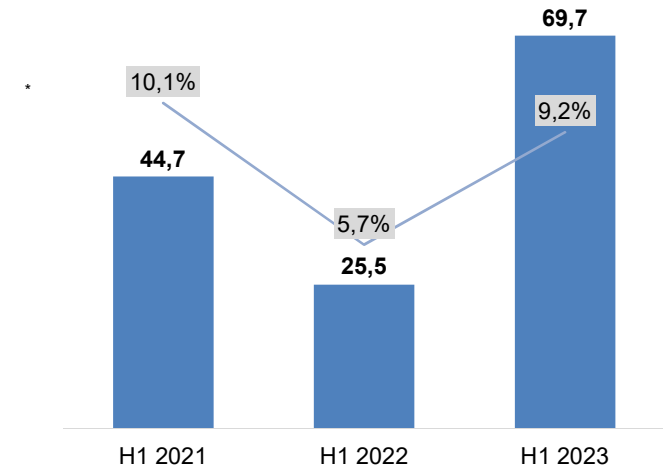


UNITS SOLD

In units



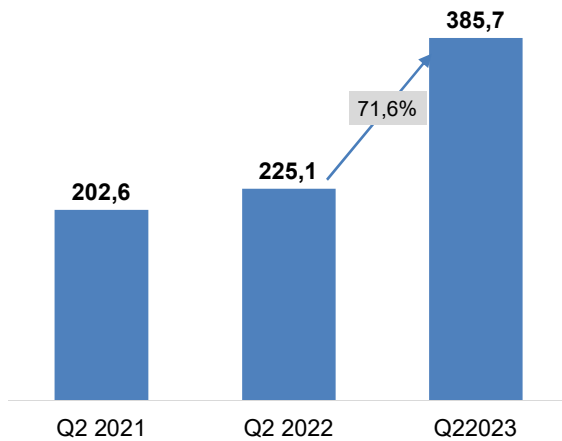
ADJ. EBITDA & EBITDA MARGIN



Q2 SNAPSHOT

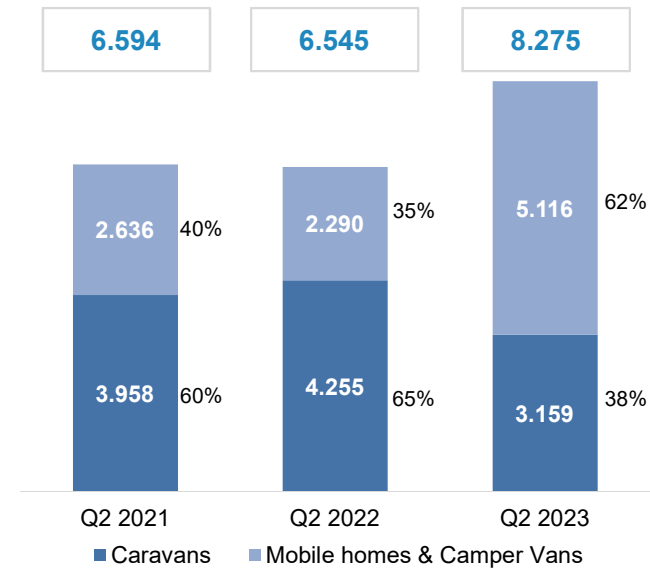
REVENUE GROWTH

In EUR mill.

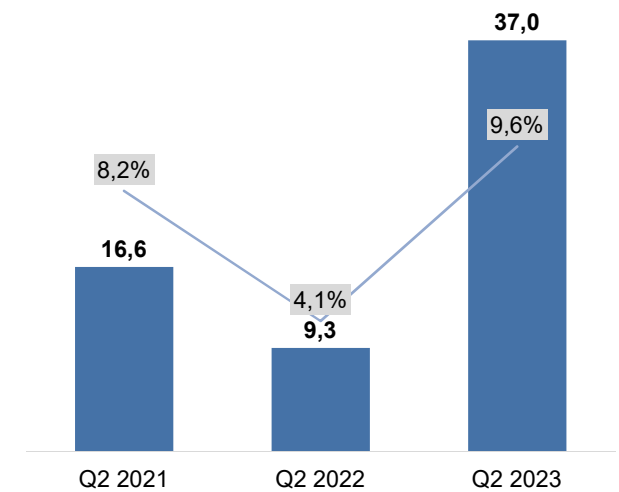


UNITS SOLD

In units



ADJ. EBITDA & EBITDA MARGIN

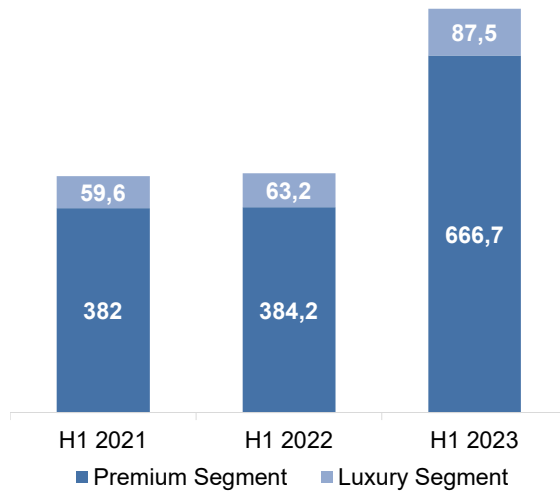


PRODUCTMIX IN LINE WITH MARKET TREND

H1 2023 REVENUE DRIVEN BY MOTORIZED VEHICLES

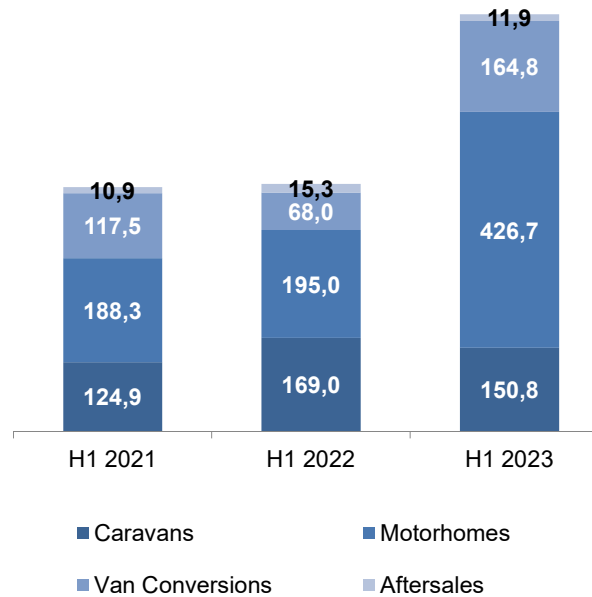
REVENUE PER SEGMENT

(in EUR mill.)



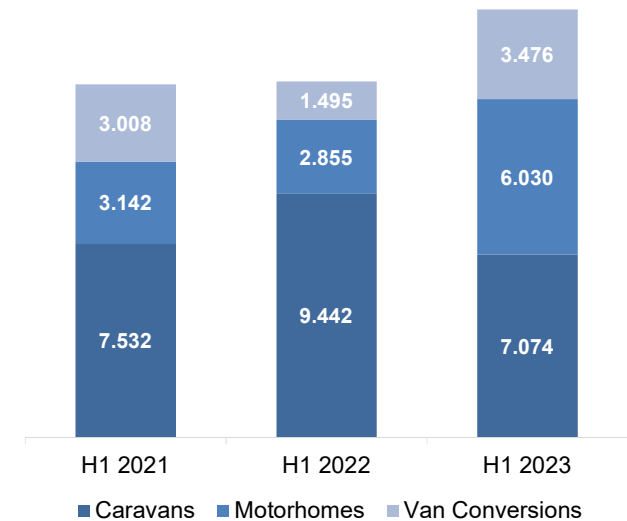
REVENUE PER CATEGORY

(in EUR mill.)



UNITS PER CATEGORY

(in units)



CASH FLOW DEVELOPMENT

H1 2023

FREE CASHFLOW WALK – JUNE 30, 2023

In EUR mill.

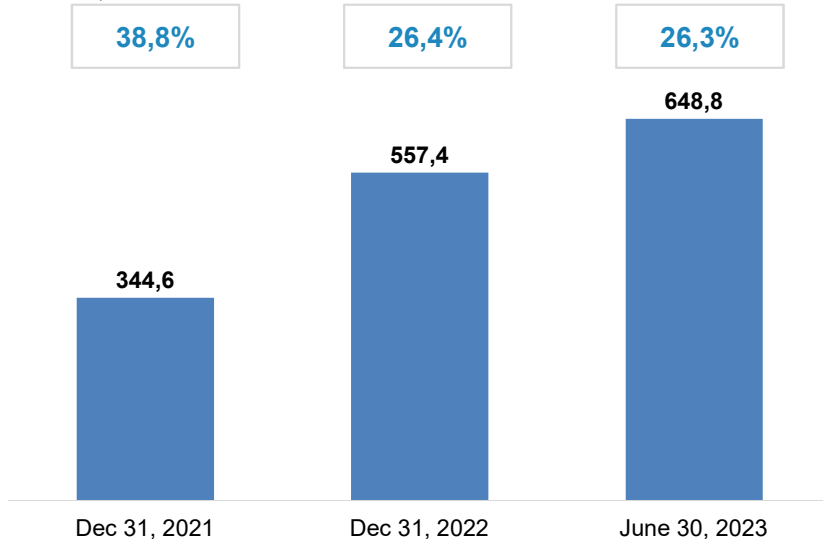


H1 2023 FINANCIAL KPI'S

EQUITY RATIO AND NET DEBT RATIO

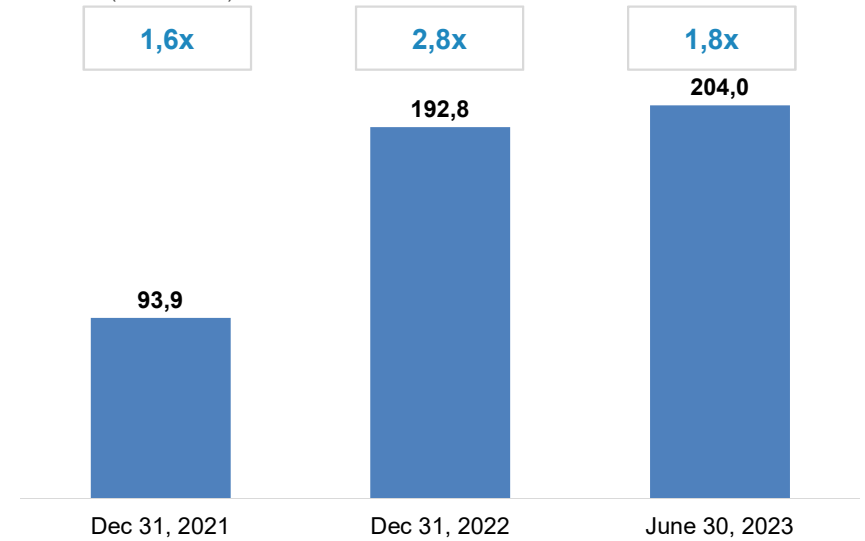
TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



NET DEBT & NET DEBT RATIO

(in EUR mill.)



OUTLOOK 2023

H1 2023 RESULTS

Based on the order backlog of EUR 1.3 billion as of the end of December 2022, as well as the expected positive product mix effects and the changed purchasing strategy for chassis (see section "Supplier management"), the Management Board expects **strong revenue growth**, before price increase effects, in the 2023 financial year. Price increases towards dealers of the Knaus Tabbert Group are generally planned in a range of 6-8 % in the 2023 financial year. Profitability, expressed in terms of adjusted EBITDA and the adjusted EBITDA margin, will improve significantly as a result of targeted revenue growth and the resulting economies of scale and improved product mix.

In summary, the Management Board of Knaus Tabbert AG expects strong revenue growth compared to the previous year and an **adjusted EBITDA margin ranging between 7.5 % and 8.5 %** for the 2023 financial year. However, this requires an easing of the supply chains and, consequently, the availability of components and other materials in line with the carefully considered planning premises.

This outlook is an excerpt from the financial report 2022

**ONE STEP
AHEAD**



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