



**Travel
independently.
Experience
freedom.**

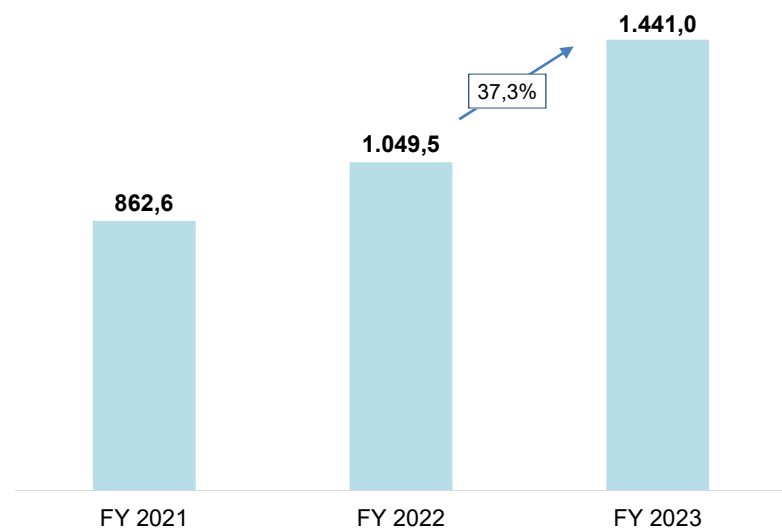
EARNINGS RELEASE FY 2023
March 28, 2024

REMARKABLE FINANCIAL PERFORMANCE

Financial year 2023

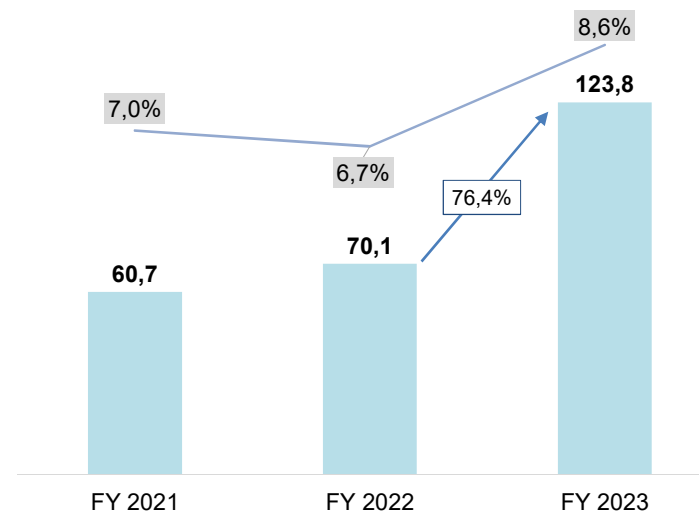
REVENUE GROWTH

In EUR mill.



ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue



TOP POSITIONED IN THE REGISTRATION STATISTICS

KNAUS / WEINSBERG



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



EUROPE

GERMANY

#3

11 % marketshare

#3

11 % marketshare



CARAVANS

EUROPE

GERMANY

#7

6 % marketshare

#4

7 % marketshare

#1

12 % marketshare

#1

18 % marketshare



MOBILE HOMES (SEMI INTEGRATED)

#3

7 % marketshare

#2

10 % marketshare

#4

9 % marketshare

#2

8 % marketshare



#5

8 % marketshare

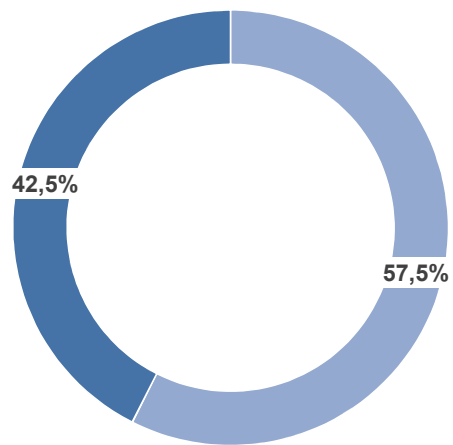
#3

7 % marketshare

TOP POSITIONED IN THE REGISTRATION STATISTICS

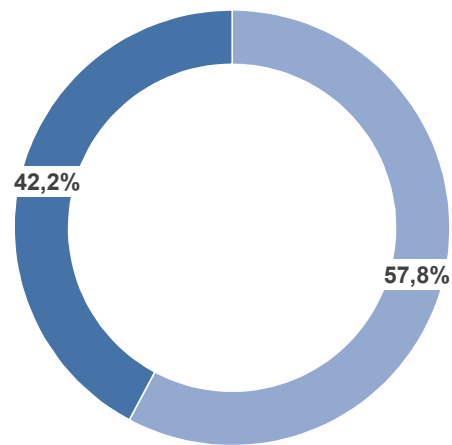
MORELO

EUROPE



■ MORELO ■ OTHERS

GERMANY



■ MORELO ■ OTHERS



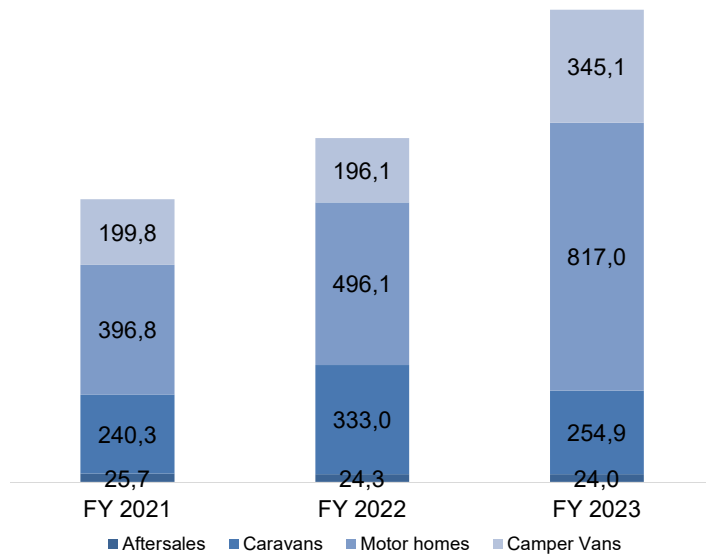
DATA END OF DEC 2023
SOURCE: WWW.CIVD.DE

PRODUCT MIX SUPPORTS REVENUE GROWTH

Revenue contribution of motorized units at 81 %

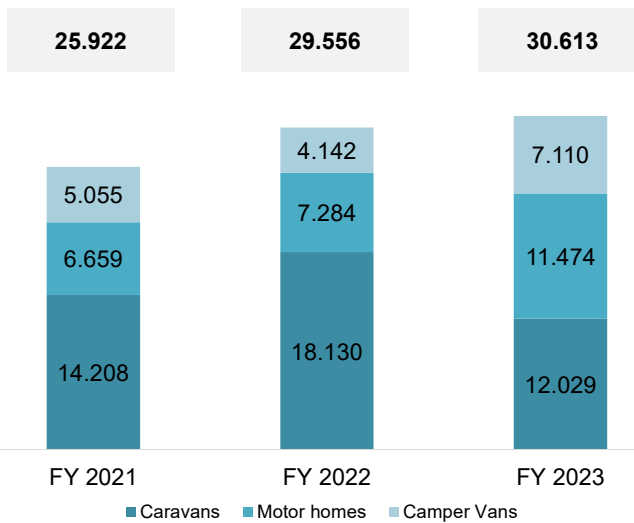
REVENUE BY PRODUCT GROUP

In EUR mill.

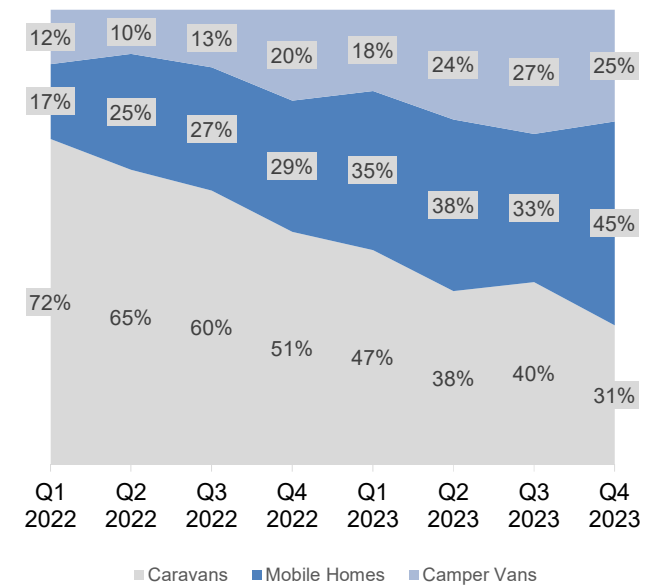


UNITS SOLD

In units



PRODUCT MIX (Based on units sold)

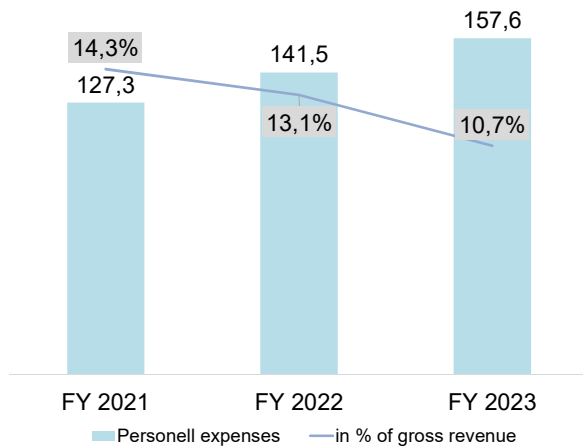


SIGNIFICANT INCREASE IN EARNINGS QUALITY

Product mix and economies of scale

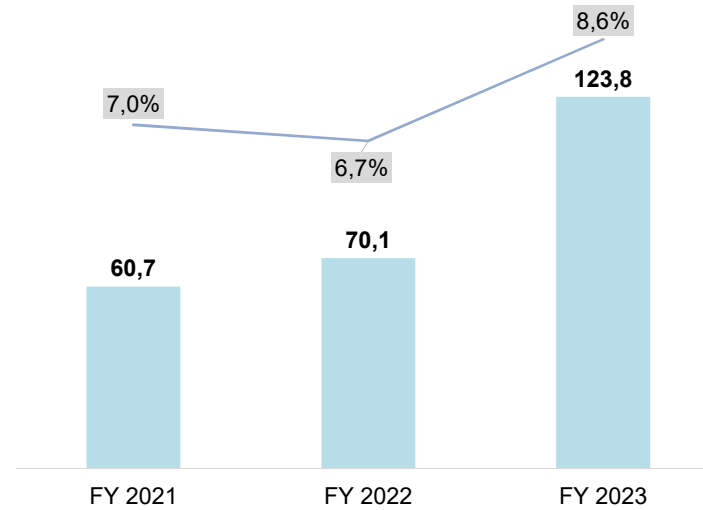
PERSONNEL EXPENSES

In EUR mill.



ADJ. EBITDA & EBITDA MARGIN

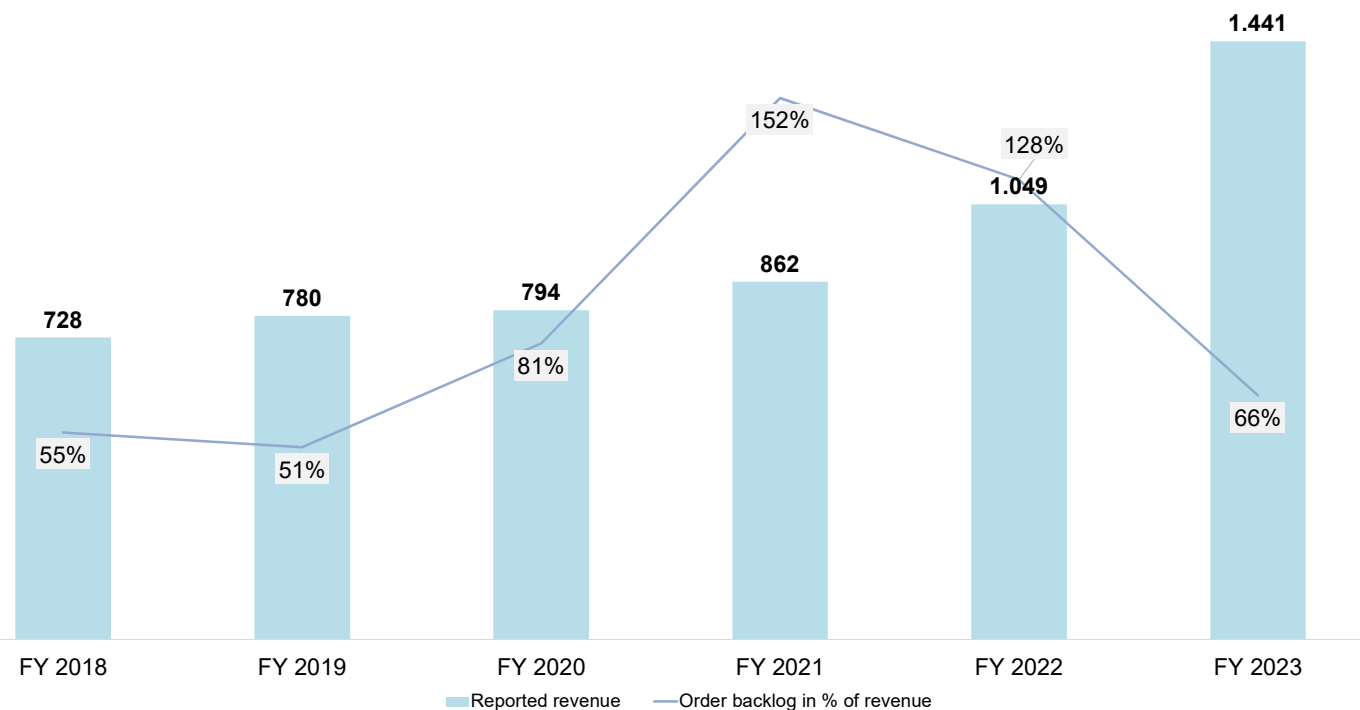
In EUR mill.



ORDER BACKLOG NORMALIZES AT A HIGH LEVEL

REPORTED REVENUE vs. ORDER BOOK 2018 – 2022*

In EUR mill.



* Backlog 2018 to 2021 without luxury segment (Morelo)



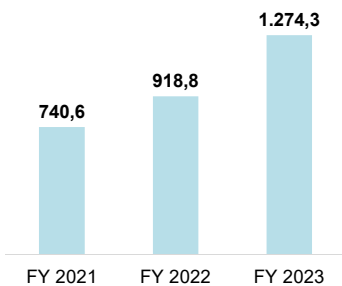
SEGEMENT PERFORMANCE



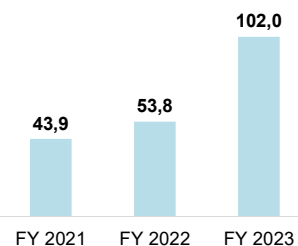
PREMIUM SEGMENT



REVENUE In EUR mill.



EBITDA In EUR mill.

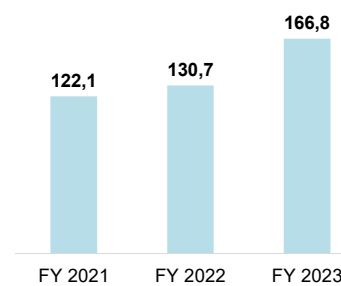


In EUR mill. / % of net revenue

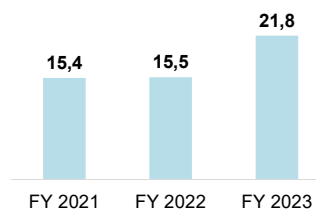
LUXURY SEGMENT



REVENUE In EUR mill.



EBITDA In EUR mill.

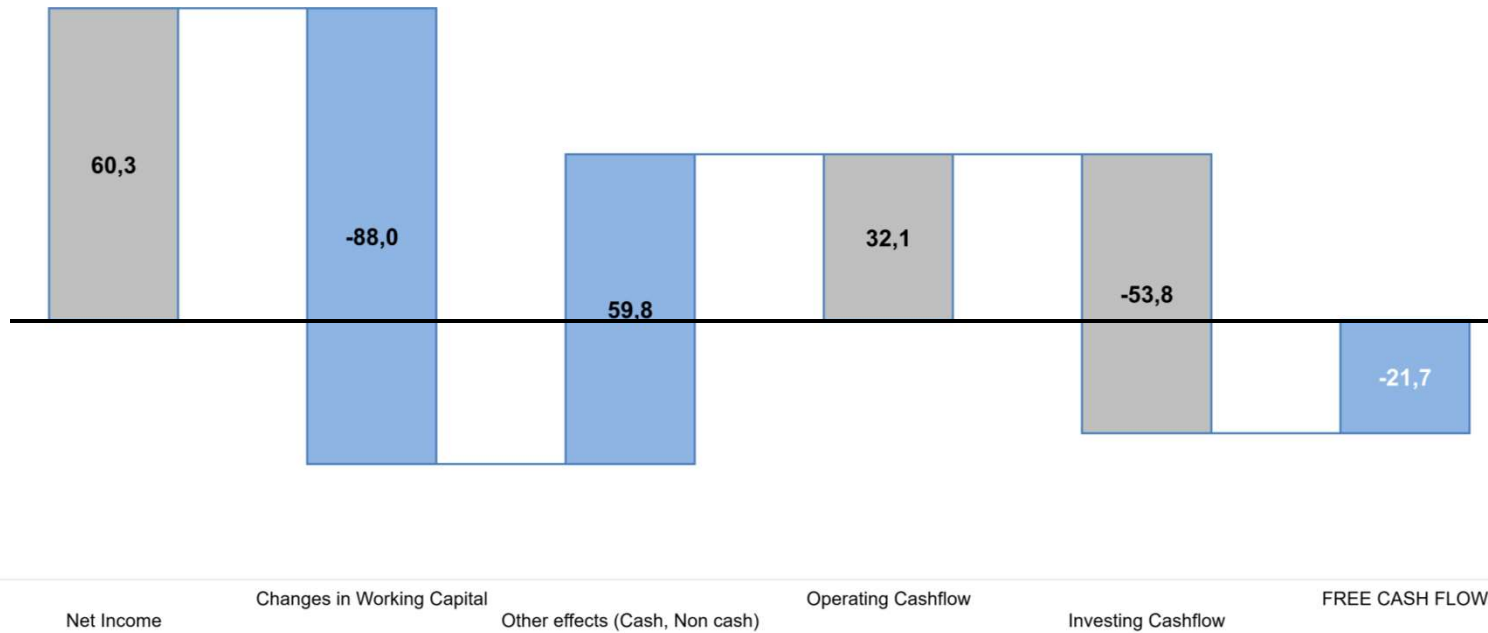


CASH FLOW DEVELOPMENT

IMPACTED BY INCREASED WORKING CAPITAL

FREE CASHFLOW WALK – 2023

In EUR mill.

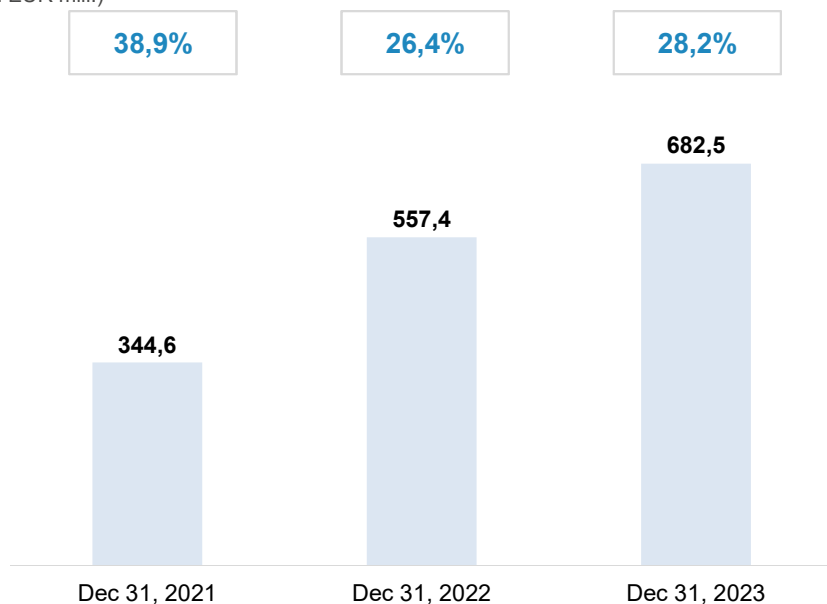


FINANCIAL KPI'S

EQUITY RATIO AND NET DEBT RATIO

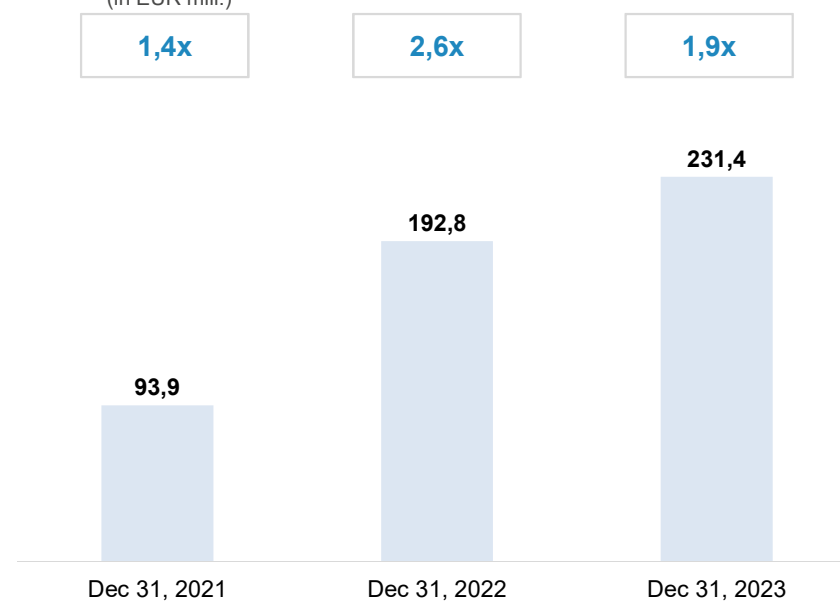
TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



NET DEBT & NET DEBT RATIO

(in EUR mill.)

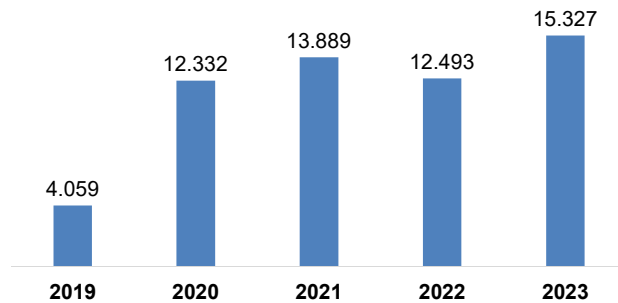


RENT AND TRAVEL

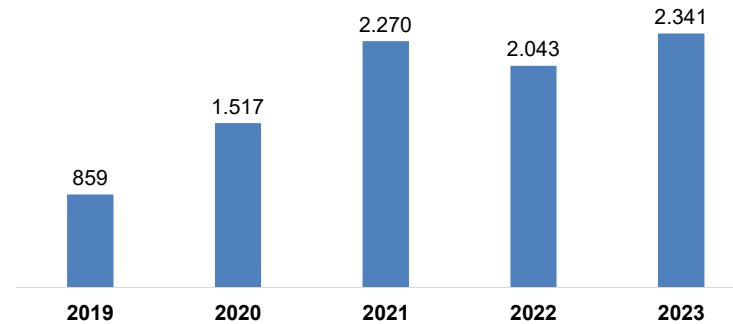
A STRATEGIC SUCCESS FACTOR

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

BOOKINGS (at year end)



RENTAL FLEET (at year end)



DIVIDEND PROPOSAL & OUTLOOK 2024

DIVIDEND PROPOSAL

In light of the above, we plan to propose an increase of dividends payments at the Shareholders' Meeting in June 2024. If the Shareholders' Meeting approves the proposal, dividends for 2023 financial year would increase to **EUR 2.90 per share**

OUTLOOK 2024

Group revenue of between EUR 1.4 billion and EUR 1.55 billion expected

Given the current expectations with regard to growth of the global economy and the European caravanning industry, which is of relevance to Knaus Tabbert, the company anticipates a change in Group revenue of between EUR 1.4 billion and EUR 1.55 billion for the 2024 financial year compared to the 2023 financial year. For the further course of the model year 2024 ending on 31 July 2024, Knaus Tabbert does not plan to charge retailers higher prices for the time being.

EBITDA margin expected in a range of 8%-9%

Profitability, expressed in terms of adjusted EBITDA and the adjusted EBITDA margin, is expected to be in a range of 8%-9% according to the expected sales development.

This outlook is an excerpt from the financial report 2023

**ONE STEP
AHEAD**

