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freedom.**

EARNINGS RELEASE Q1 2024  
May 8, 2024

# CARAVANNING REMAINS A GROWTH STORY

## FIRST QUARTER 2024

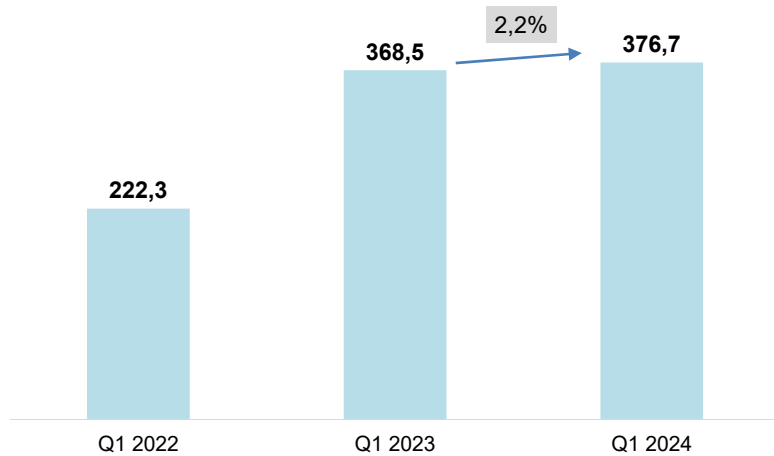
- The German caravanning industry can look back on a good start to the year
- KNAUS and WEINSBERG continue to rank at the top for new registrations in first three months 2024
- Revenue and earnings growth in the first quarter in line with expectations
- Normalisation in the dealer network continues
- Order backlog of over 600 million provides the necessary basis for reliable planning
- Outlook 2024 confirmed

# THE JOURNEY CONTINUES - SOLID START TO THE YEAR

## First Quarter 2024

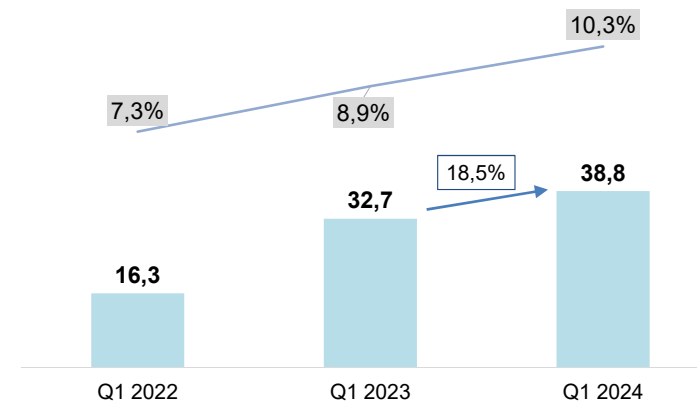
### REVENUE

In EUR mill.



### ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue

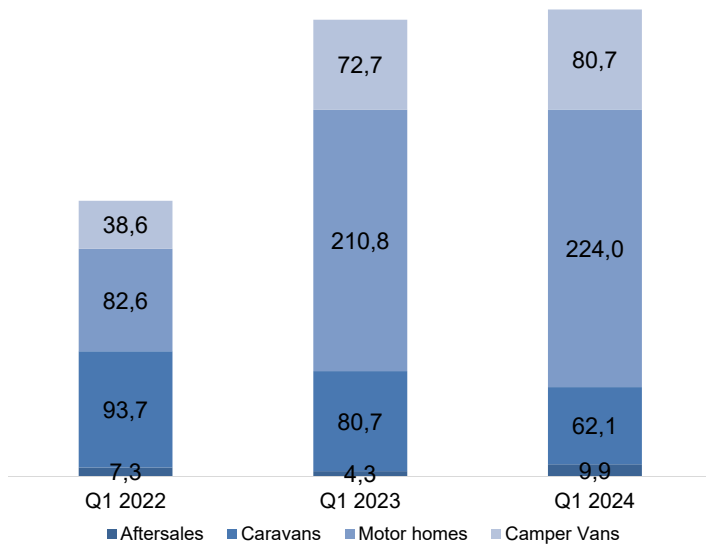


# PRODUCT MIX DRIVES GROWTH AND EARNINGS

## First Quarter 2024

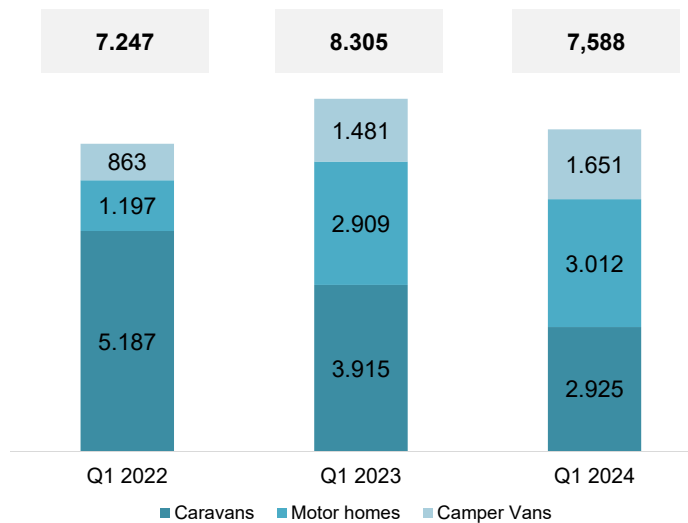
### REVENUE BY PRODUCT GROUP

In EUR mill.

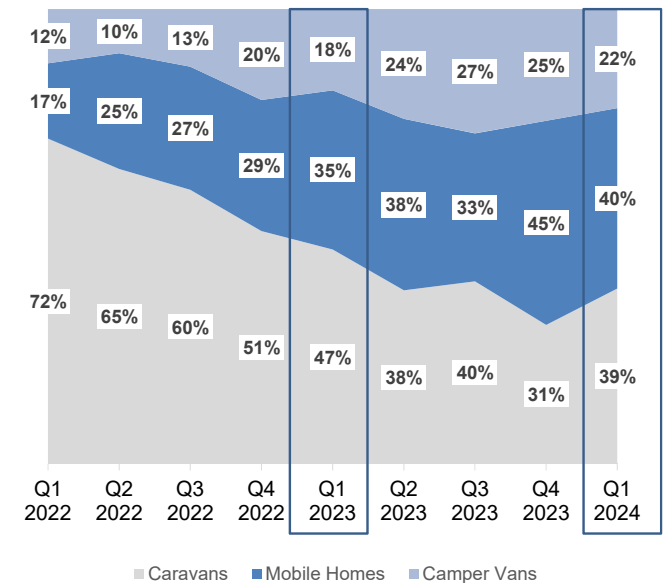


### UNITS SOLD

In units



### PRODUCT MIX (Based on units sold)



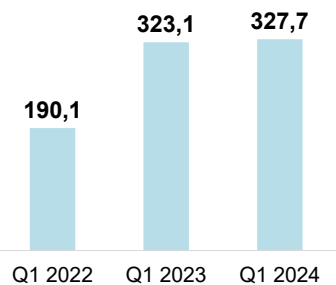
# SEGEMENT PERFORMANCE



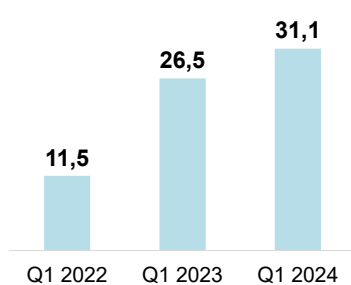
## PREMIUM SEGMENT



### REVENUE In EUR mill.



### EBITDA (reported) In EUR mill.

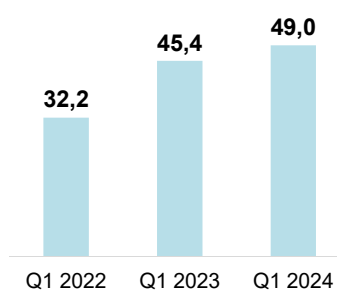


In EUR mill. / % of net revenue

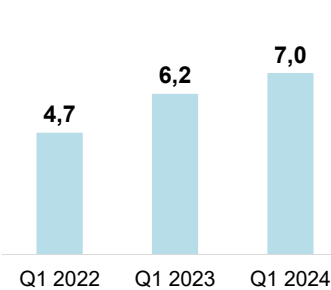
## LUXURY SEGMENT



### REVENUE In EUR mill.



### EBITDA (reported) In EUR mill.

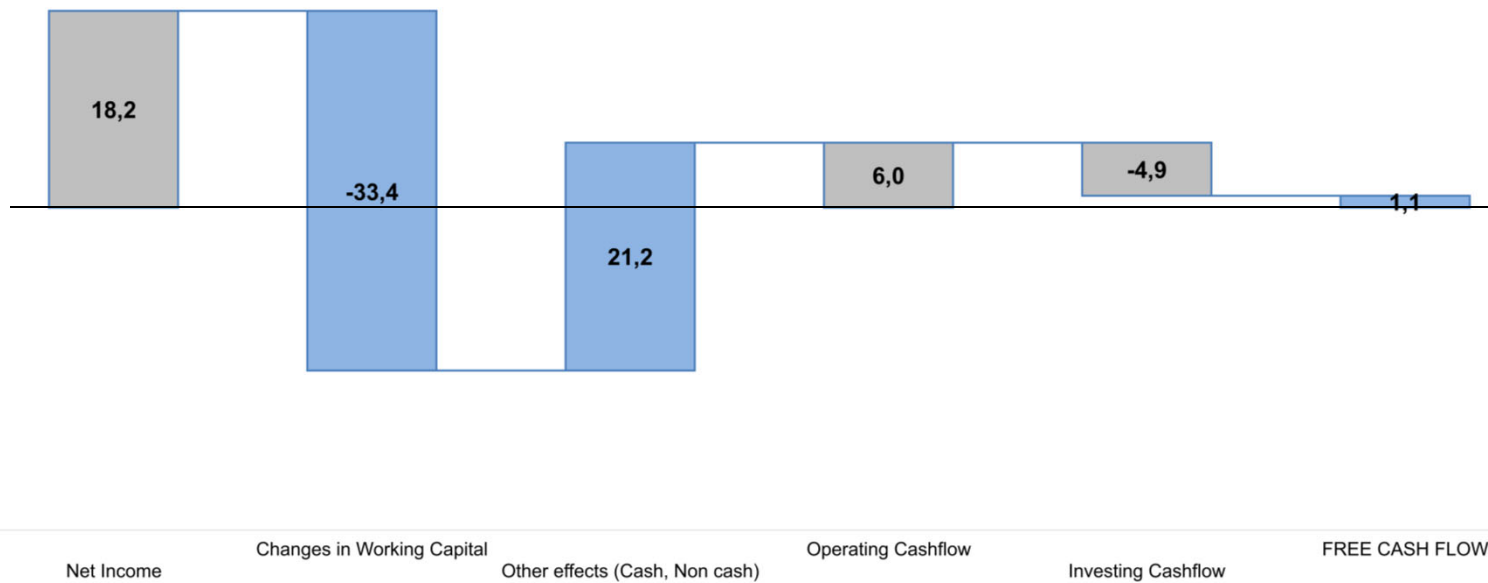


# CASH FLOW DEVELOPMENT

## IMPACTED BY WORKING CAPITAL

### FREE CASHFLOW

In EUR mill.

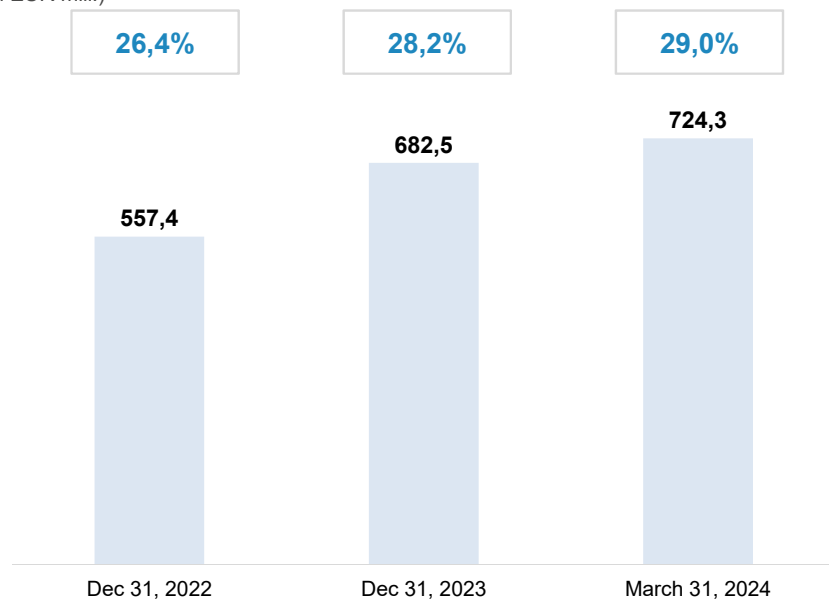


# FINANCIAL KPI'S

## EQUITY RATIO AND NET DEBT RATIO

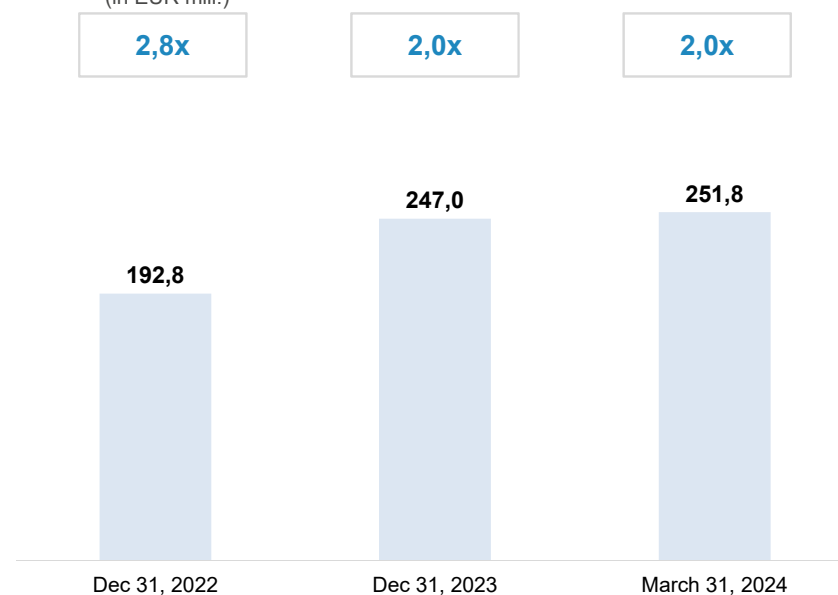
### TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



### NET DEBT & NET DEBT RATIO

(in EUR mill.)



# 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**

