



H1 2021 RESULTS

IR Conference Call

August 11, 2021


KnausTabbert
Wir bewegen



Highlights



Financials



Outlook

First six months 2021 show significant increase in the order book and key financials

EUR 442 million

Net revenue

+23 % compared to H1 2020

EUR 45 million

Adj. EBITDA

+33 % compared to H1 2020

10.1 %

Adj. EBITDA margin

Compared to 9.4 % in H1 2020

31.2 %

Return on Capital Employed

Compared to 21.6 % in
H1 2020

36,686

Units in the order-book
as of June 30, 2021

EUR 1.2 billion

Order volume as of June 30, 2021

Cash flow remains strong and supports ongoing investments in capacity expansions

Forced to adjust production due to a lack of raw materials or parts from suppliers in Q2 2021

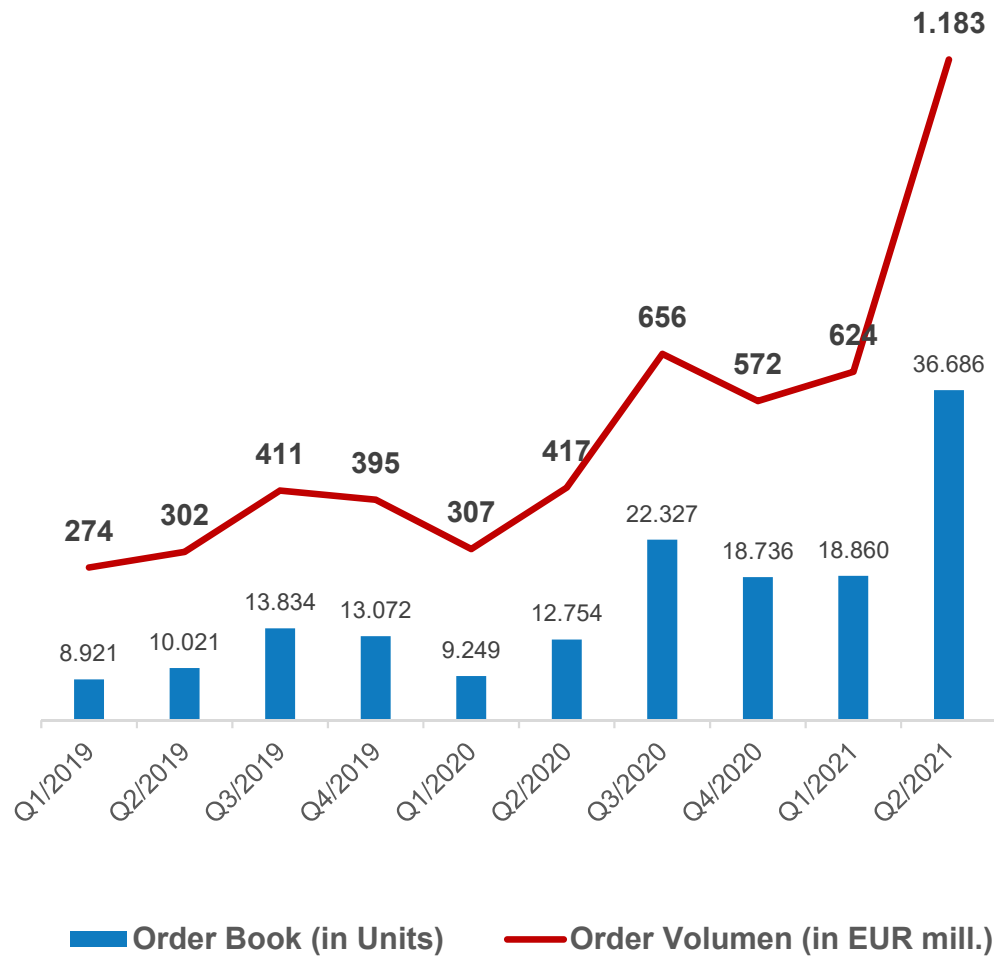
Very positive response to new products presented at the Knaus Tabbert dealer conference 2021

Presentation of a fully electrified e-motorhome as a concept vehicle at the Caravan Salon Düsseldorf (28 August to 5 September)

Annual forecast confirmed

Record order backlog of EUR 1.2 billion driven by sustainable high demand and dealer restocking

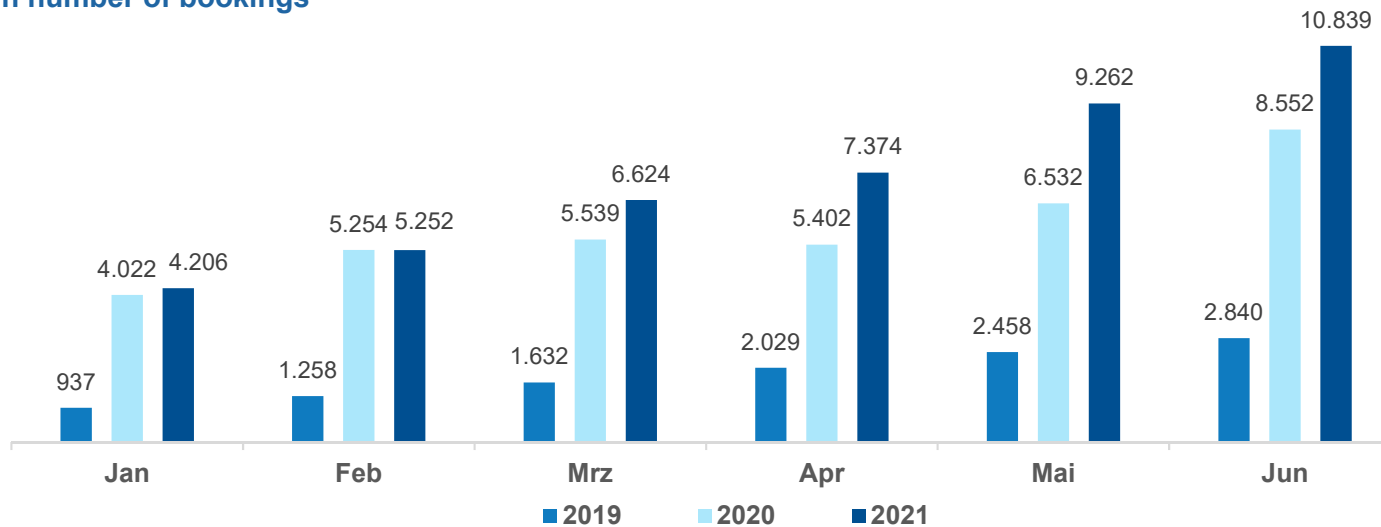
ORDER BACKLOG AS OF JUNE 30, 2021



We will foster our digital business model – increased bookings via www.rentandtravel.de or the RENT AND TRAVEL APP

Monthly order Intake 2019 - 2021

in number of bookings



NEW PARTNERS:

- From summer 2021 onwards, RENT AND TRAVEL will be represented in more than 2,500 „Schmetterling Reisen“ agents in Germany.
- Collaboration with „corporate benefits“ (4,500 companies and around 4.3 million users), the market leader in employee discount programs.
- Collaboration with „Globista“, the travel brand of Funke Mediengruppe, RENT AND TRAVEL can showcase its products to the general public via the various Funke media outlets.



OPEN DEALER DAYS - A wide-reaching multimedia campaign in June 2021

The objective of the campaign

Connect the holiday form caravanning with our brands, our dealers and potential customers!



PLANNED OUTREACH

110 Million Views
Online / Social Media

180 Million Contacts
TV Campaign

5 Million Contacts
Print / Publishing

EFFECTIVE REACH

138 Million Views
Online / Social Media

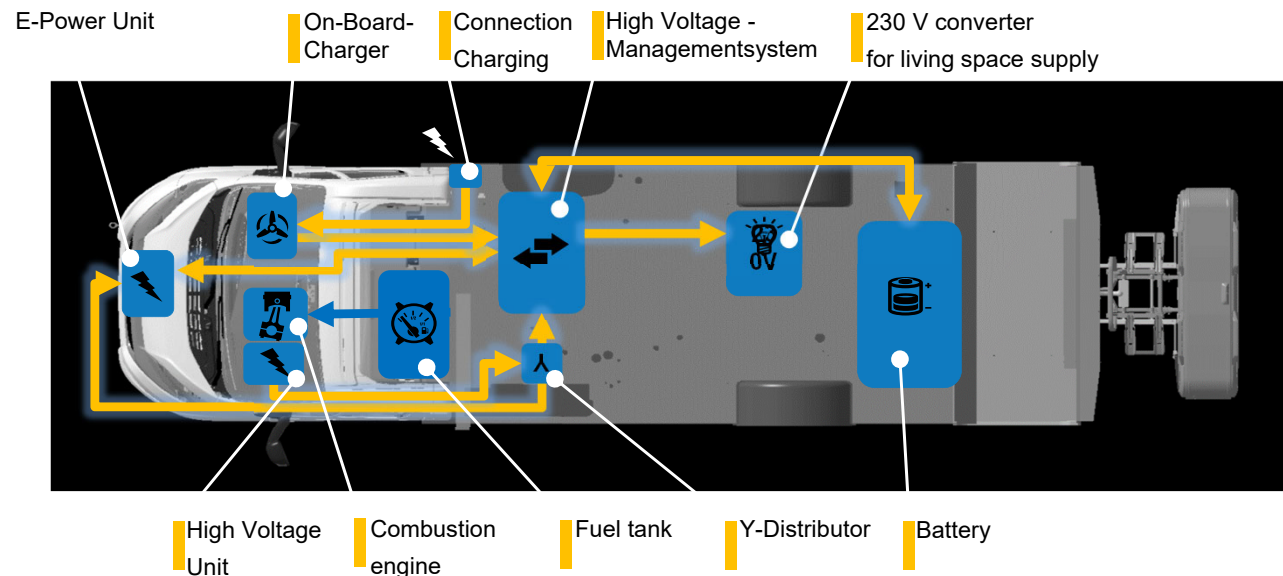
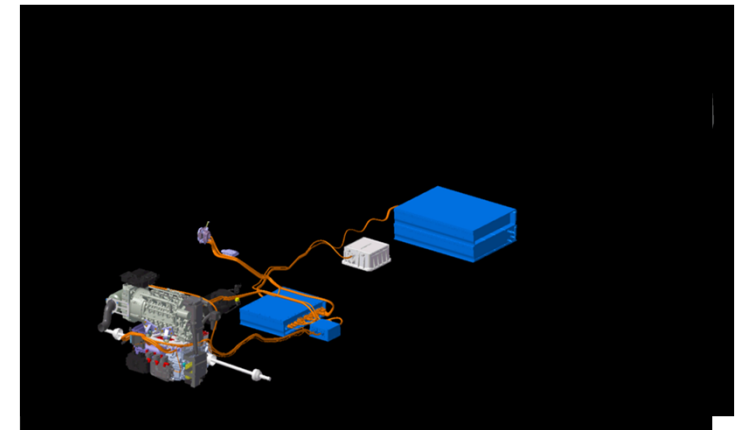
190 Million Contacts
TV Campaign

6 Million Contacts
Print / Publishing



INNOVATION LEADERSHIP - Motorhomes and caravans of the future

- Under the slogan „New Horizons“, Knaus Tabbert presents the future of caravanning and the highlights of tomorrow at this years dealer trade conference in July.
- **Fully electrical camper with range extender**





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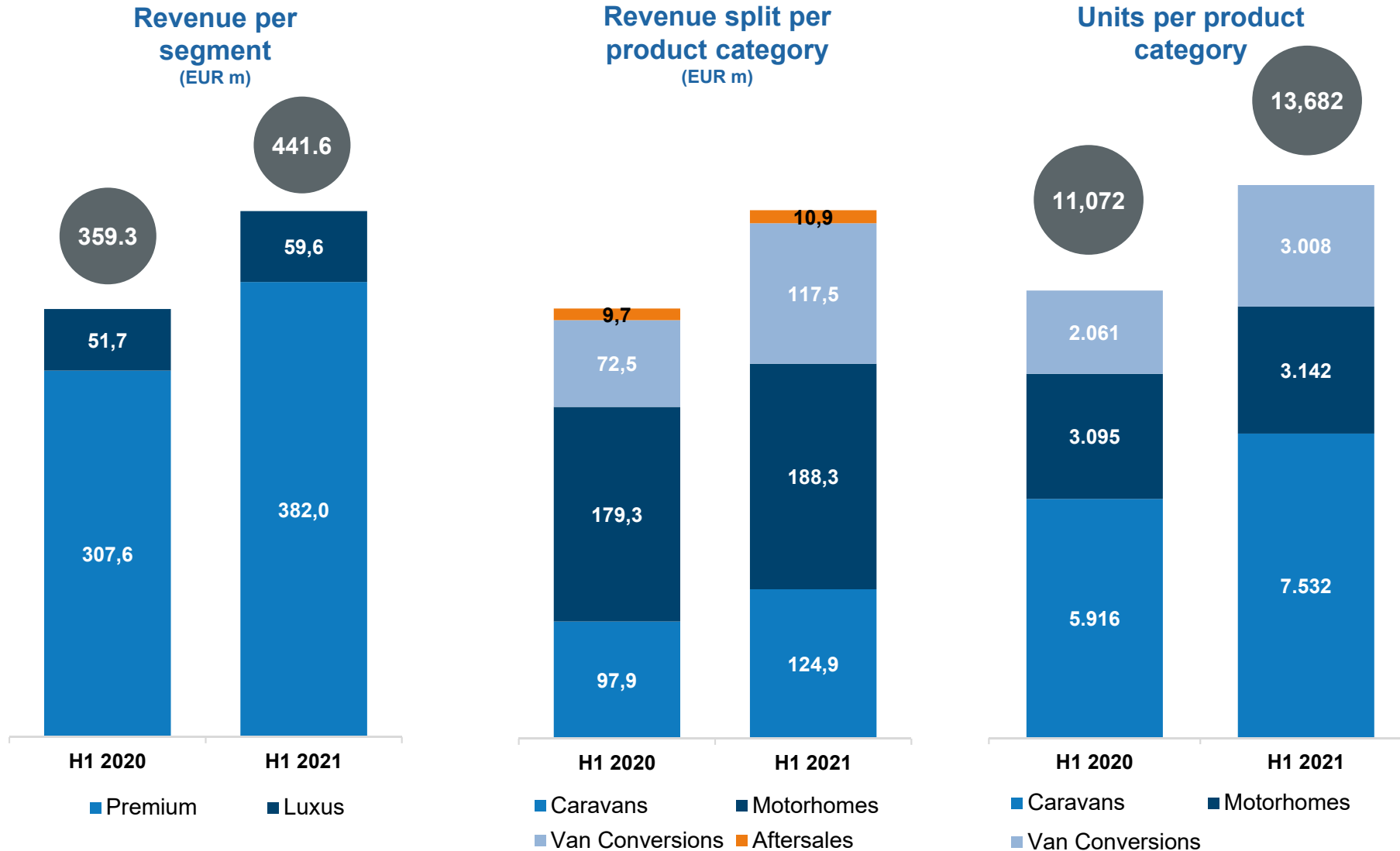
All key figures improved in H1 2021

in EUR mill.	H1			Q2		
	2020	2021		2020	2021	
Net revenue	359,3	441,6	22,9%	140,5	202,6	44,2%
Premium	307,6	382,0	24,2%	117,8	178,2	51,3%
Luxury	51,7	59,6	15,1%	22,8	24,5	7,6%
Gross revenue	359,3	464,6	29,3%	138,4	214,2	54,8%
Adj. EBITDA¹⁾	33,6	44,7	33,0%	10,6	16,6	57,0%
Adj. EBITDA margin	9,4%	10,1%	0.7 pp	7,5%	8,2%	0,7pp
EBITDA	32,8	43,9	33,7%	9,9	16,3	63,9%

	FY 2020	June 30, 21	
Equity ratio	43,3 %	39,5 %	3,8 pp
Net debt / EBITDA ratio	0.8	0.6	0.2

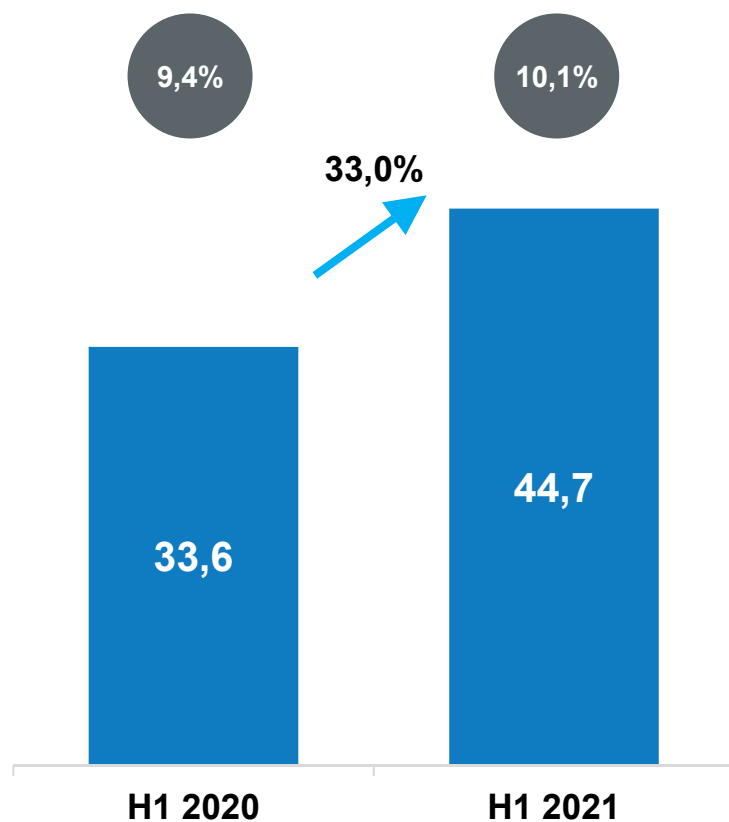
1) Adjustments in H1 2021 for extraordinary expenses for corona pandemic cost in the amount of EUR 0,8 m. Adjustments in H1 2020 for consulting cost in the amount of EUR 0,8 m

High demand and increased capacity utilization continues

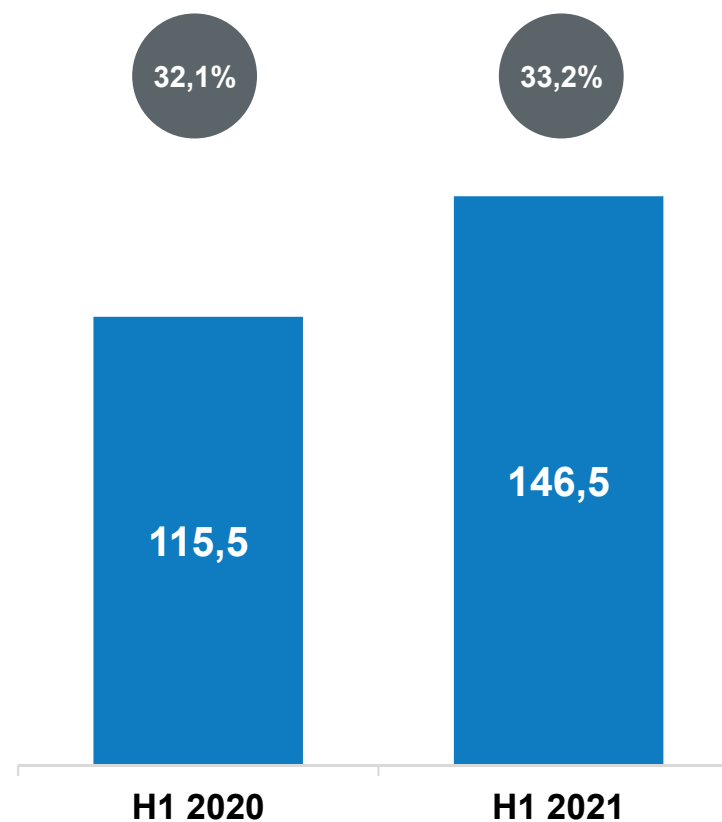


Profitability on track - EBITDA improved disproportionately in the first half 2021

Adj. EBITDA¹⁾ and margin evolution
(EUR m)



Gross Profit²⁾ and margin
(EUR m)



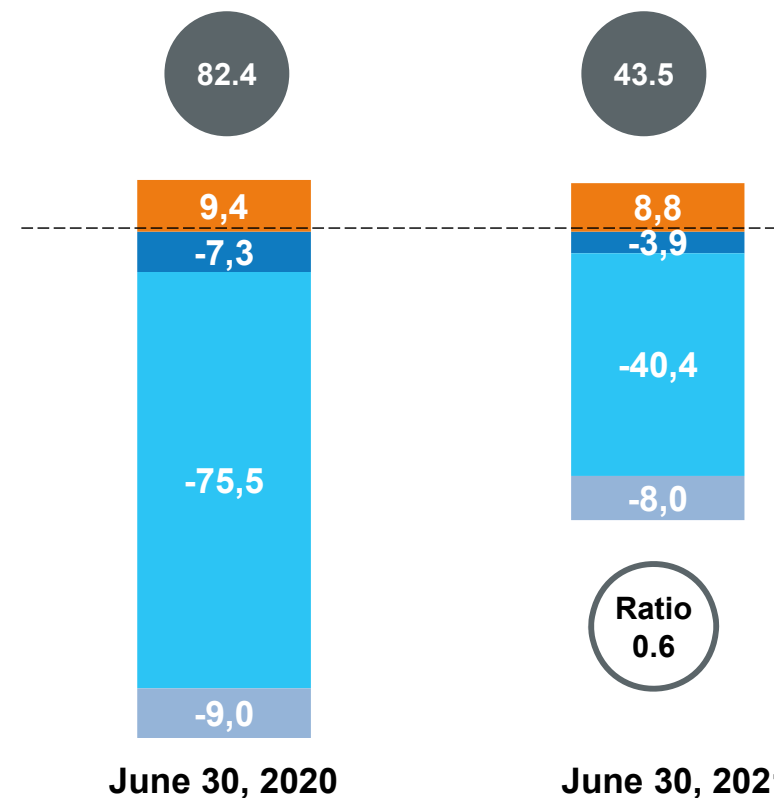
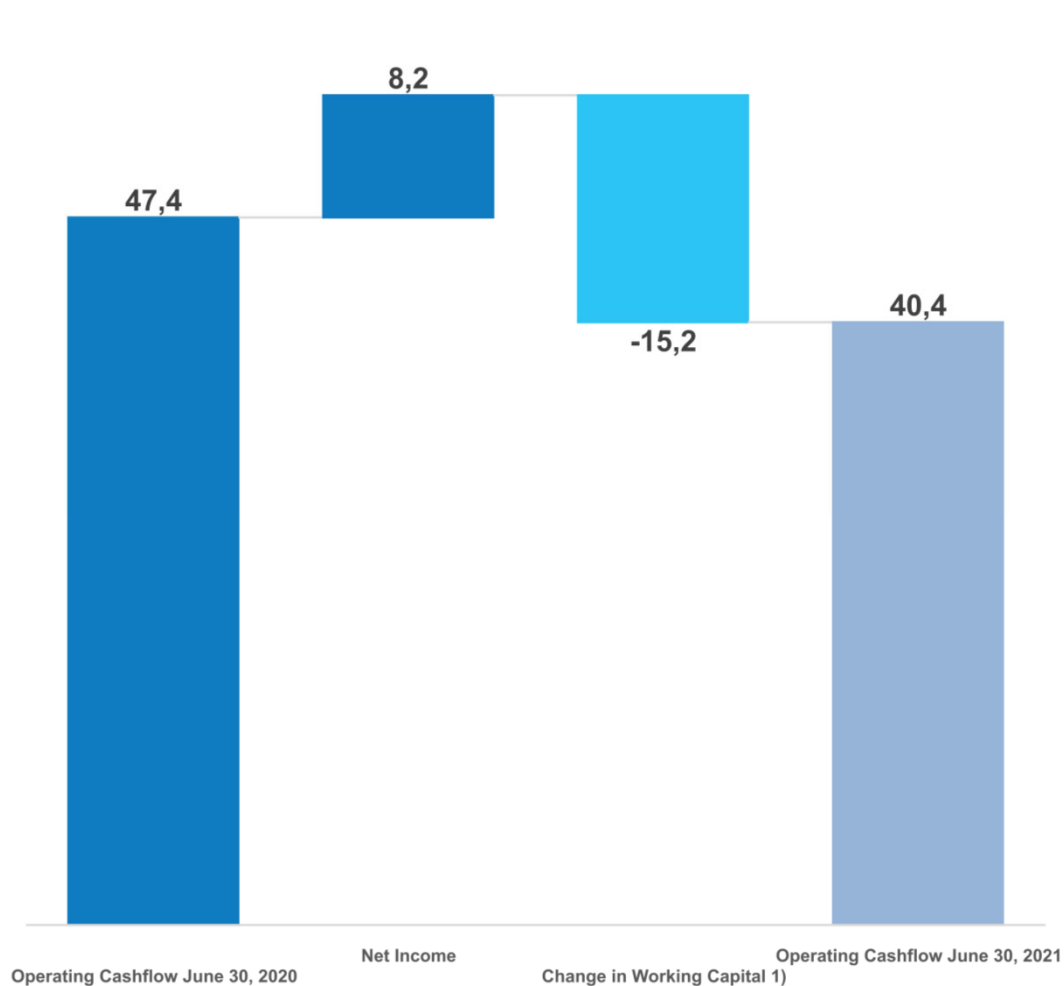
1) Adjustments in H1 2021 for extraordinary expenses for corona pandemic cost in the amount of EUR 0,8 m. Adjustments in H1 2020 for consulting cost in the amount of EUR 0,8 m

2) Gross profit = Net revenue minus material expenses adjusted for cost of leased staff and Changes in Inventory // Gross profit margin = Gross Profit / Net revenue

Cash flow remains strong and supports ongoing investments in capacity expansions

Operating Cash Flow (EUR m)

Net debt development (EUR m)



Ratio 1.4

Ratio 0.6

- Non-current financial debt
- Current financial debt
- Other financial debt
- Cash and cash equivalents

1) Including changes in non cash expenses and income of EUR 1.7 mill. and other changes in the amount of EUR 0.6 mill.



Highlights



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Outlook

Outlook 2021 confirmed

Sales expected to **rise 20-22 percent** in 2021 – With current expectation rather at the lower end of the range.

Adj. EBITDA Margin expected to be at around the **prior-year level** of more than 8 percent despite anticipated rising material cost and start-up costs caused by the strong increase in production.

CAPEX of EUR 65 million planned in 2021, thereof EUR 50 million for additional capacity.

Delayed deliveries and a tense supply situation remain **the risk factors**.

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