

KnausTabbert
Wir bewegen



EARNINGS RELEASE Q2 2022
AUGUST 10, 2022

KEY FACTS – FIRST SIX MONTHS 2022

- Changed purchasing strategy for chassis → Continuing positive effects
- Long-term supply contract signed with Volkswagen Commercial Vehicles
- Flexible production network enables increase in production rates for caravans by 25%
- Strategic headcount increase temporarily impacts earnings
- Order intake in the second quarter remains with more than 12.000 new orders at high level
- Successful placement of a promissory note loan in June 2022
- Geopolitical situation with little impact at this stage - Total Central and Eastern European (CEE) revenue contribution insignificant



KNAUS AZUR

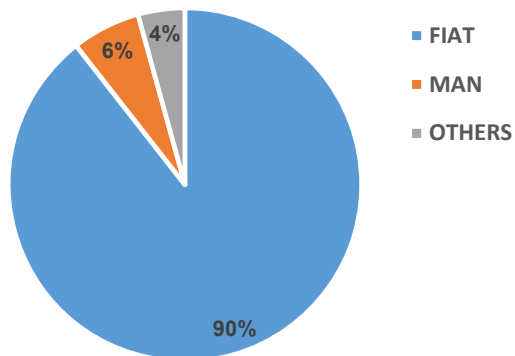
<https://www.knaus.com/en-int/brand-world/innovations-2023/the-new-azur/>

Continuing positive effects due to the changed purchasing policy for chassis

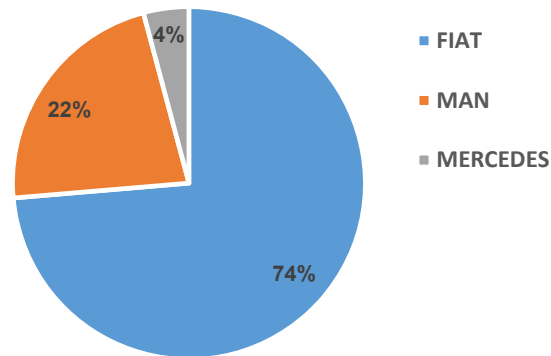
- Further broadening of the supplier base in Q2 22 - Volkswagen Commercial Vehicles as fifth chassis supplier.
- In order to ease the procurement situation in the chassis area compared to 2021, chassis from Mercedes, Ford and VW will also be used in 2022 (in addition to Fiat and MAN).



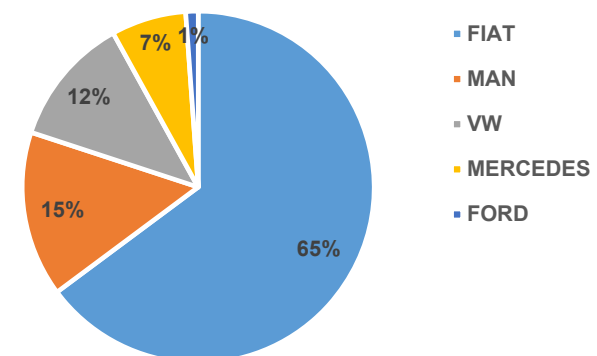
SITUATION 2021



JANUARY – JUNE 2022



PLANNED MIX FOR 2022



Sixteen new fleet members

Best prepared for the model year 2023

KnausTabbert
Wir bewegen



VAN TI PLUS
PLATINUM SELECTION



TOURER VAN



TOURER CUV



X-CURSION VAN



COMING
SOON (1)



CARABUS



CARATOUR



COMING
SOON (3)



PEPPER



PEPPER SUITE



VANSATION



VANWAVE



BOXDRIVE



KNAUS TOURER CUV

A game changer in the caravanning industry

KnausTabbert
Wir bewegen



TOURER CUV Highlights

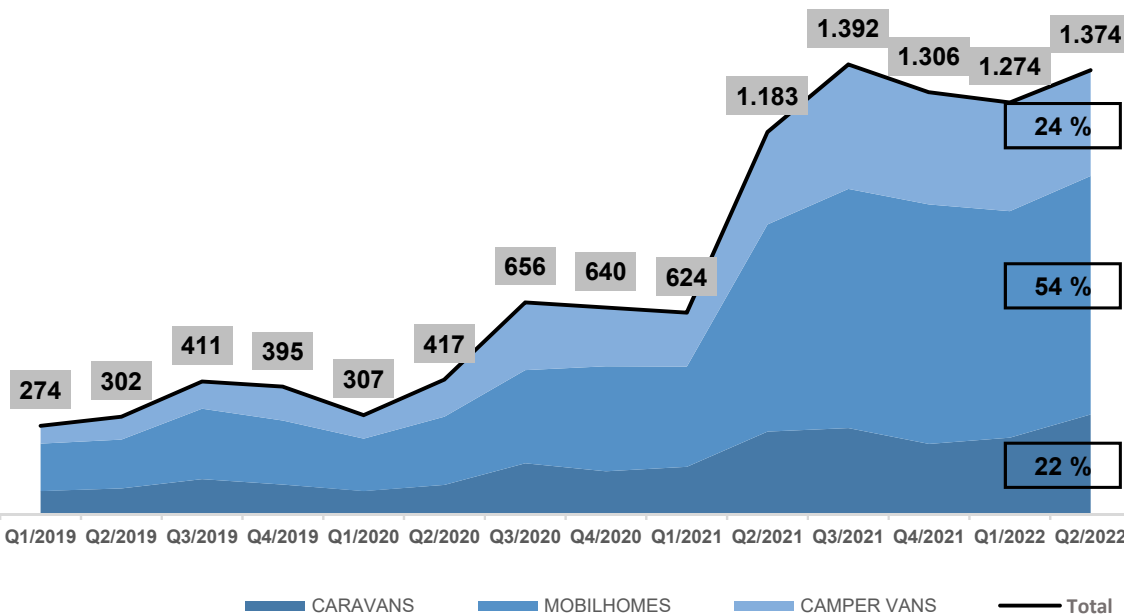
- suitable for urban use and flexible with full camping capability
- innovative elevating roof concept with at least 1.90 metres headroom
- full kitchen, fixed bathroom with toilet and up to 4 sleeping berths
- higher cruising speed and better manoeuvrability thanks to compact dimensions

ORDER BACKLOG

Momentum continues at a strong level

ORDER BACKLOG AS OF JUNE 30, 2022

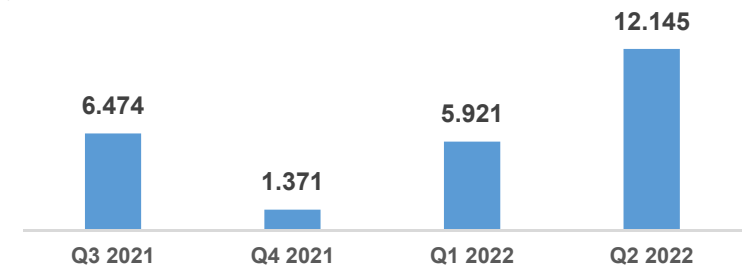
(in EUR mill.)



- The high order backlog of approximately EUR 1.4 billion by the end of June 2022 is far from reflecting the actual demand
- The order backlog for the model year 2023 could have been significantly higher, by more than 5,000 orders, if Knaus Tabbert had not suspended orders for various vehicle categories.

ORDER INTAKE (LTM)

(units)



RENT AND TRAVEL

+17%



72%

FLEET
UTILISATION

+35%

3,6
Mio.€



TOTAL REVENUE

+27%



14 NIGHTS

Ø TRIP DURATION

+21%

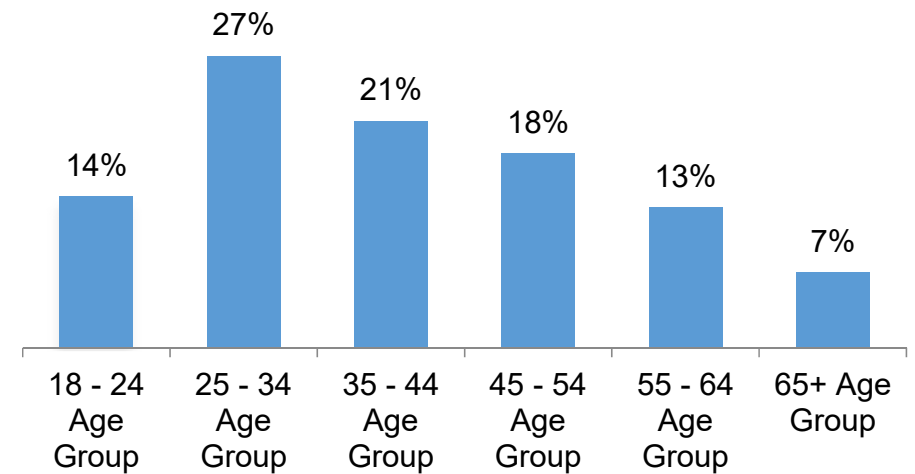


1.924 EURO

Ø RENTAL PRICE



Rent & Travel customers by age group



FINANCIALS

KEY FACTS H1 2022

EUR 447 million

Net revenue

EUR 25 million

Adj. EBITDA

5.7 %

Adj. EBITDA margin

EUR 1.4 billion

Order volume
as of June, 2022

12,145

New orders received
in Q2 2022



TABBERT PEP PANTIGA
<https://www.tabbert.com/en-int/caravans/highlights-2023/pep-pantiga>

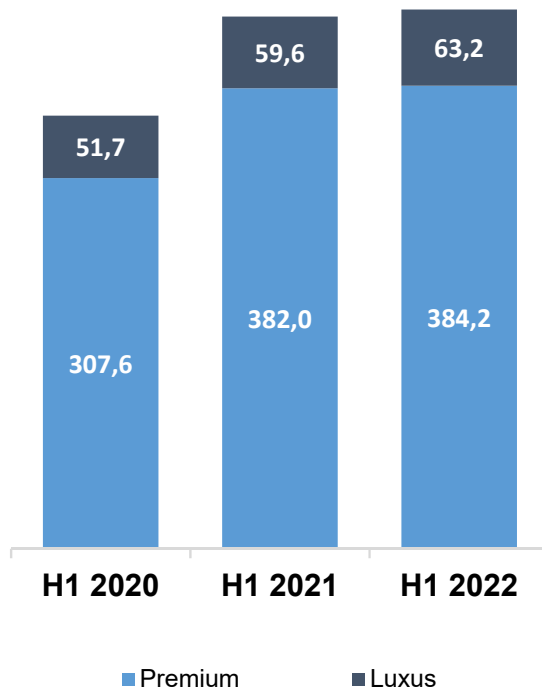
KEY FIGURES

| in EUR mill. | H1 | | | Q2 | | |
|----------------------|--------------|--------------|---------------|--------------|--------------|---------------|
| | 2022 | 2021 | | 2022 | 2021 | |
| Net revenue | 447,4 | 441,6 | 1,3% | 225,1 | 202,6 | 11,1% |
| Premium | 384,2 | 382,0 | 0,6% | 194,1 | 178,2 | 9,0% |
| Luxury | 63,2 | 59,6 | 6,0% | 31,0 | 24,5 | 26,4% |
| Gross revenue | 462,4 | 464,6 | -0,5% | 250,4 | 214,2 | 16,9% |
| Adj. EBITDA | 25,5 | 44,7 | -43,0% | 9,3 | 16,6 | -44,1% |
| Adj. EBITDA margin | 5,7% | 10,1% | 4,4 pp | 4,1% | 8,2% | 4,1pp |
| EBITDA | 25,2 | 43,9 | -42,6% | 9,0 | 16,3 | -44,4% |

REVENUE BREAKDOWN

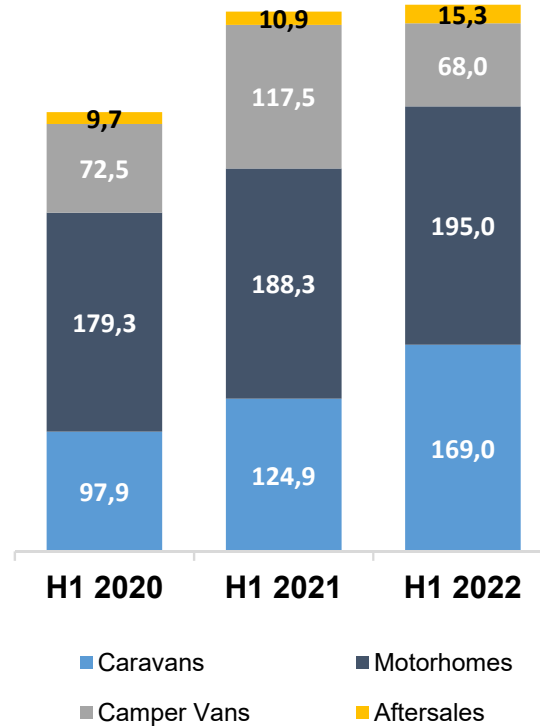
REVENUE PER BUSINESS SEGMENT

(in EUR mill.)



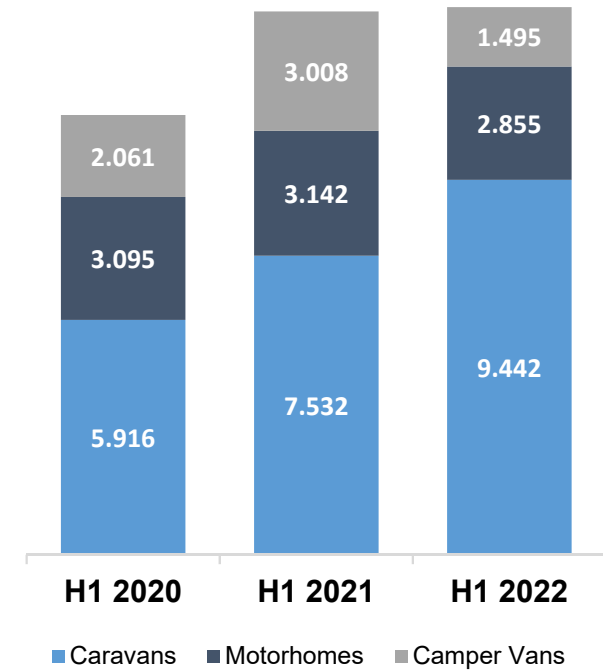
REVENUE PER PRODUCT CATEGORY

(in EUR mill.)



UNITS PER PRODUCT CATEGORY

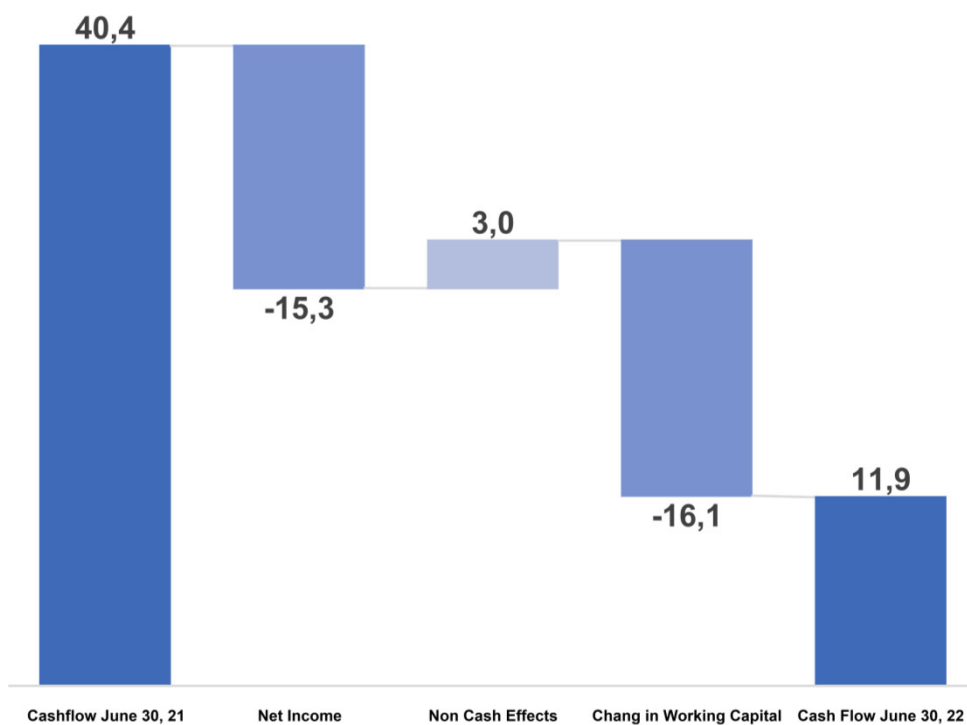
(in units)



FINANCIAL POSITION

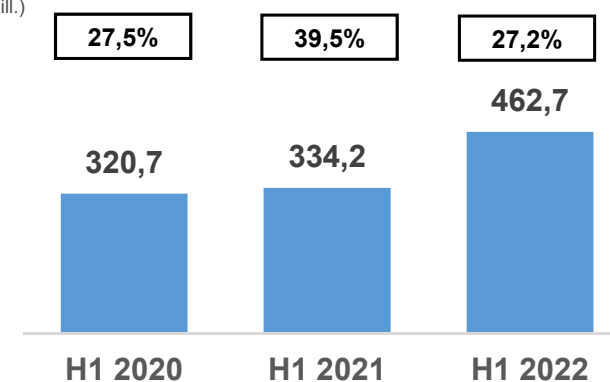
OPERATING CASH FLOW

(in EUR mill.)



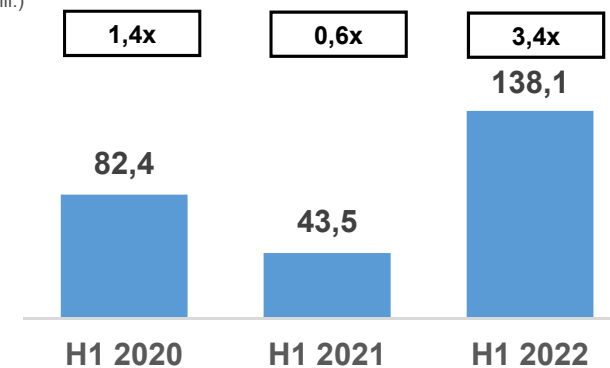
TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



NET DEBT & NET DEBT RATIO

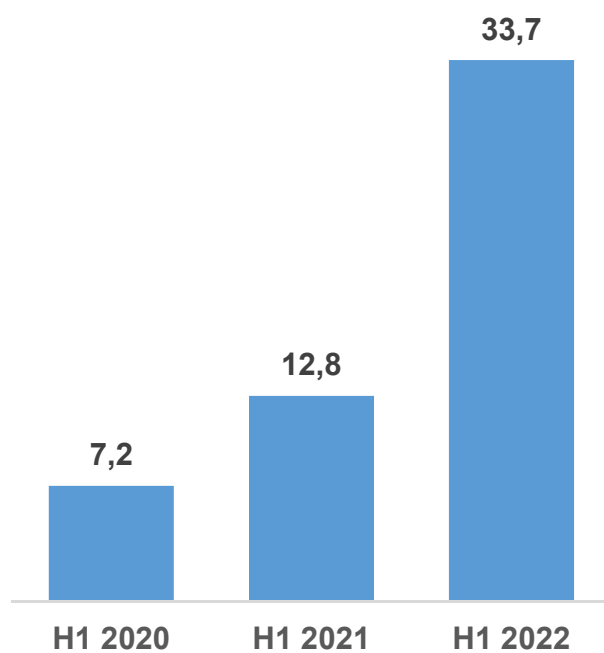
(in EUR mill.)



FINANCIAL POSITION

INVESTING CASH FLOW

(in EUR mill.)



OUTLOOK

Outlook 2022

Risks exist but the opportunities are high



- Knaus Tabbert AG sees itself in a position to continue to benefit from the high demand for leisure vehicles despite a challenging first half of 2022, which is reflected in a correspondingly positive sales expectation for the 2022 financial year.
- For the 2022 financial year, the Management Board expects a significant increase in revenue before price increase effects compared to the previous year. Including price increases of approx. 8% compared to the previous year, an increase in **Group revenue to more than EUR 1 billion** is expected.

Due to the additional chassis available from Mercedes, Ford, MAN and Volkswagen Commercial Vehicles in the course of the second half of the year, the number of deliveries is expected to increase significantly in the second half of the year.

- The Management Board of Knaus Tabbert expect that the adjusted EBITDA for the full year will be above the previous year. The **adjusted EBITDA** margin will be **more than 6%**.

This is primarily related to the significant capacity increase in the staff area and corresponding qualification measures as well as short-term material cost increases.