

**Travel  
independently.  
Experience  
freedom.**

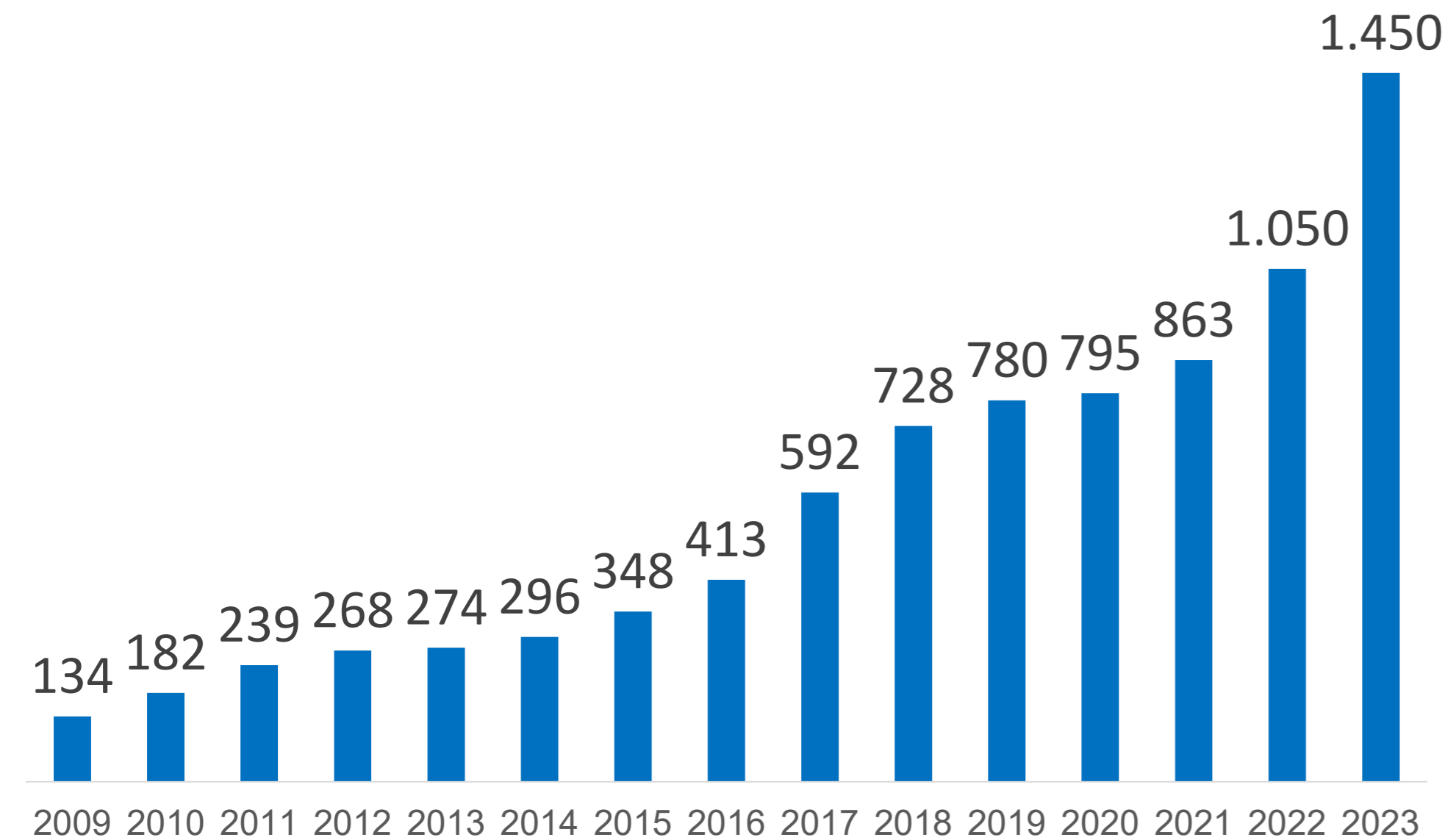


# A HISTORY OF STRONG PERFORMANCE

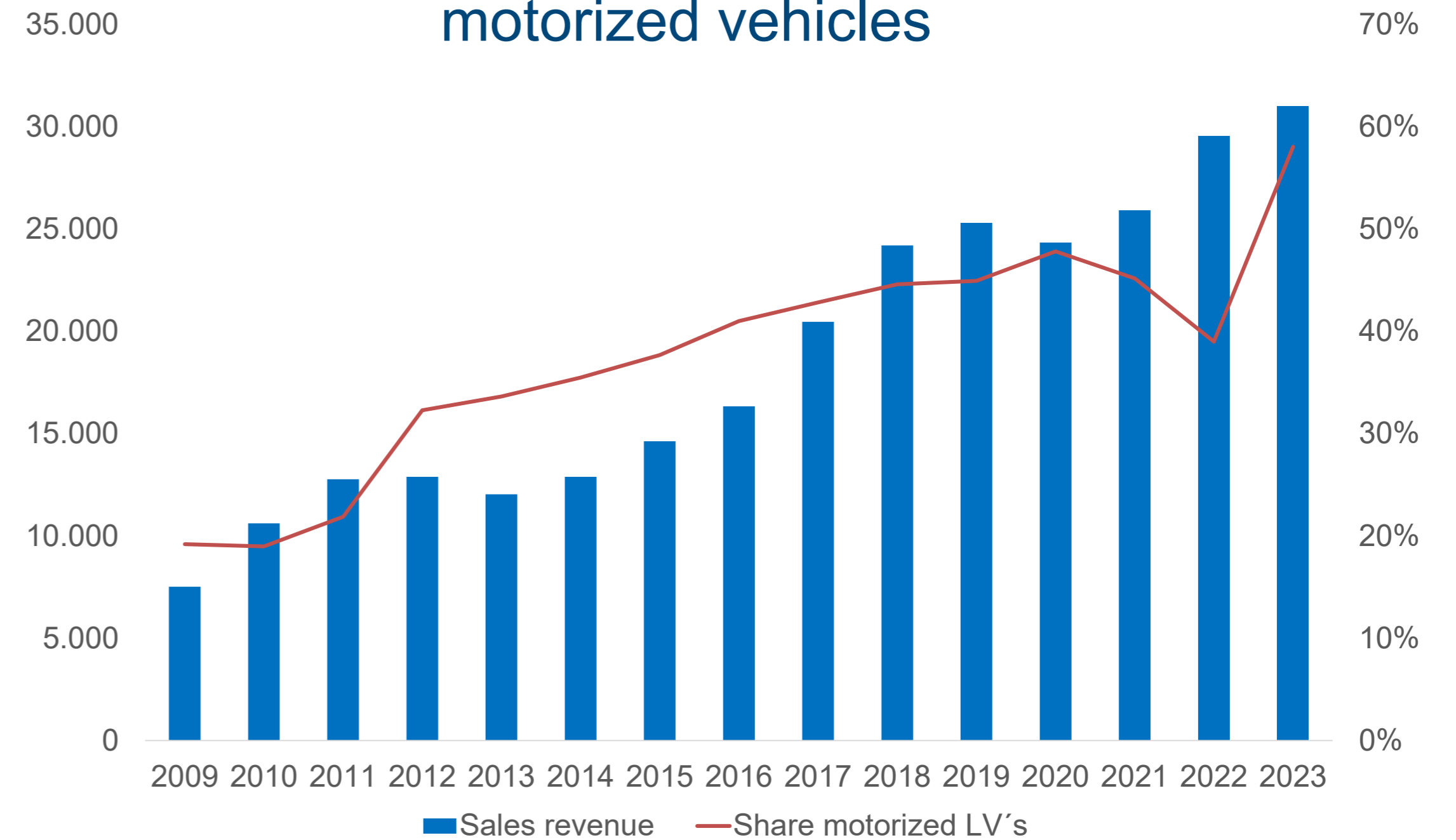
ORGANIC GROWTH RATE (CAGR) OF >15% SINCE 2009

## Organic revenue growth

In EUR mill



## Improving product mix towards motorized vehicles



# WE HAVE EXTENDED THE COMPETITIVE EDGE

## AROUND EUR 100 MILLION INVESTED INTO THE FUTURE

STATE-OF-THE-ART  
PRODUCTION FACILITIES



JANDELBRUNN (HQ)  
GERMANY

SCHLÜSSELFELD  
GERMANY



MOTTGERS  
GERMANY



NAGYOROSZI  
HUNGARY



INDUSTRY LEADING  
INNOVATIONS



THE POWER OF  
PEOPLE

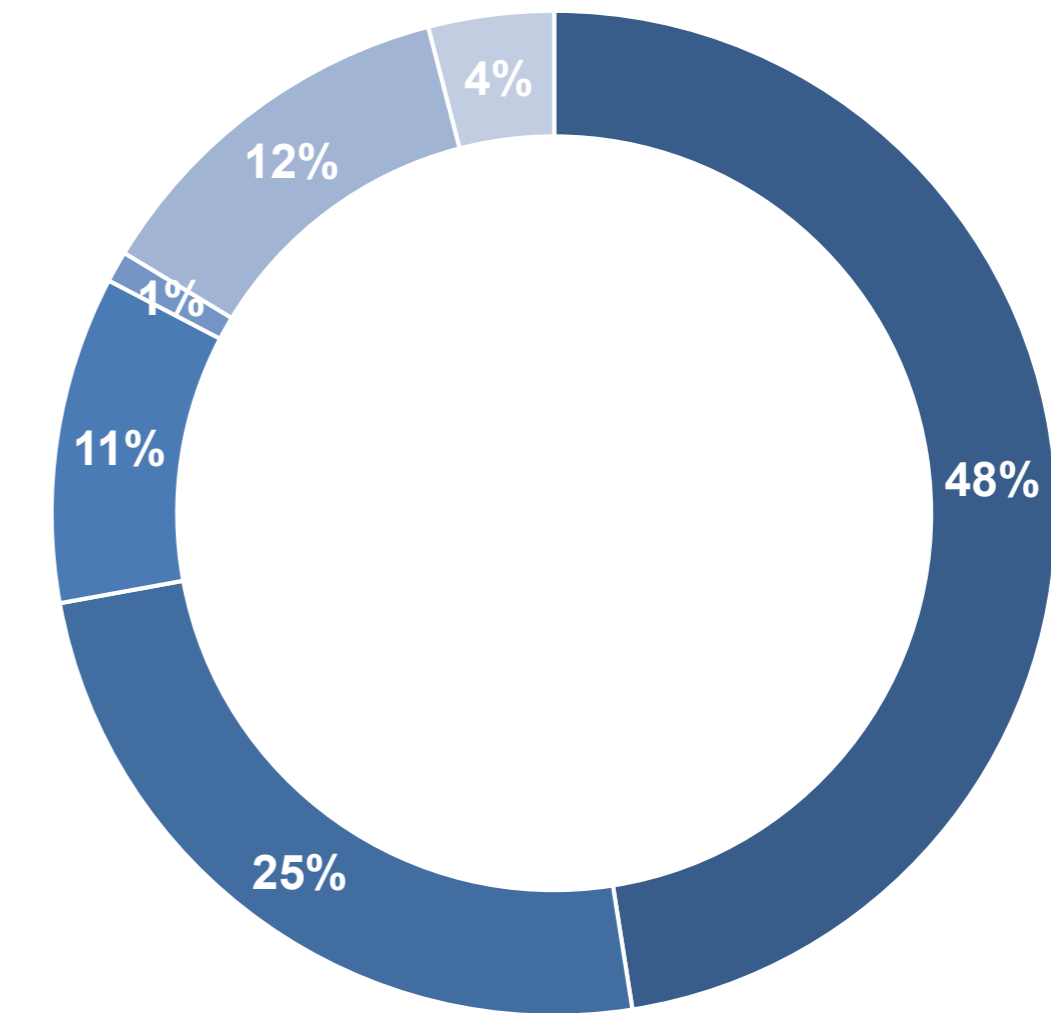


# BRAND PORTFOLIO

## PERFECTLY POSITIONED WITH BRANDS



Revenue contribution by brand



■ Knaus ■ Weinsberg ■ Tabbert ■ T@b ■ Morelo ■ Others

### PREMIUM SEGMENT



EUR 20,000 – 140,000



EUR 15,000 – 83,000



TABBERT

EUR 23,000 – 78,000



EUR 14,000 – 24,000

### LUXURY SEGMENT

**MORELO**  
FIRST CLASS REISEMOBILE

EUR 250,000 – 700,000

# TOP POSITIONED IN THE REGISTRATION STATISTICS

## KNAUS / WEINSBERG



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

EUROPE

GERMANY

EUROPE

GERMANY

#3

11 %marketshare

#3

11% marketshare



CARAVANS

#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

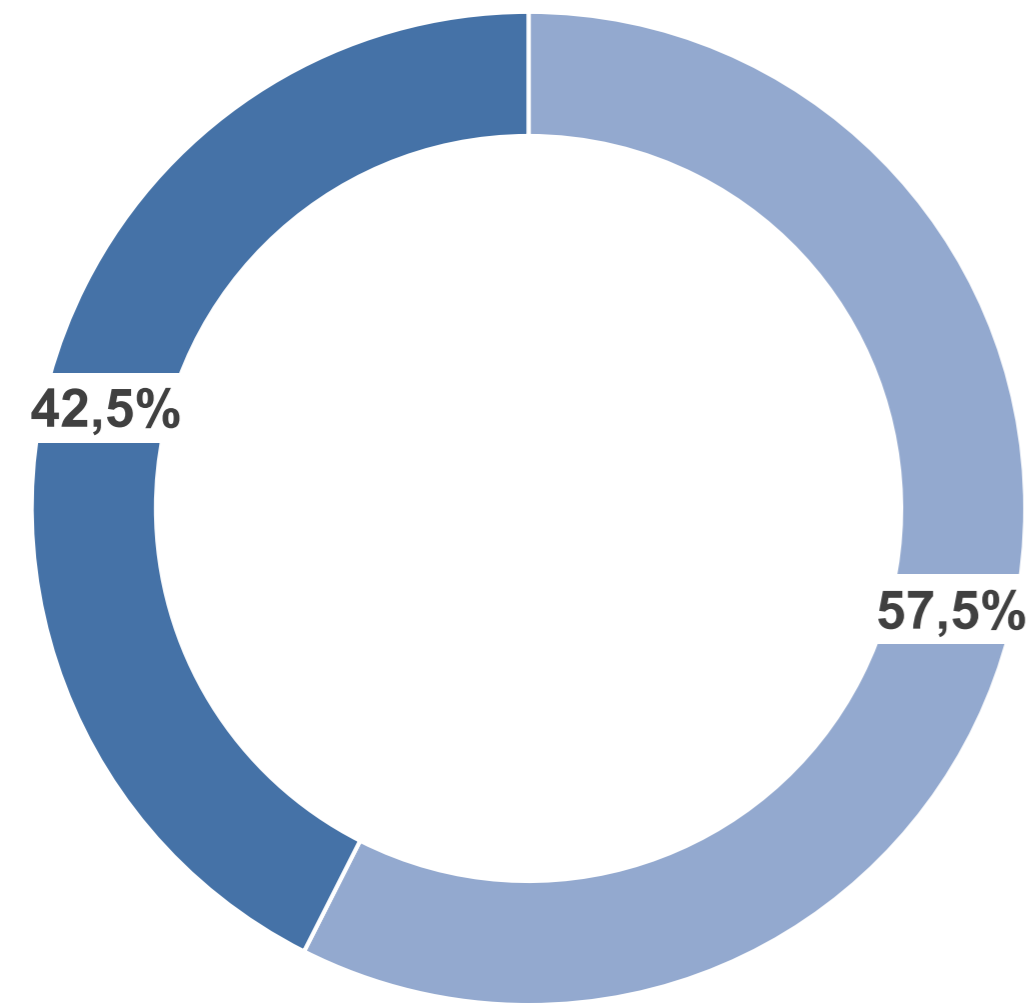
#3

7 % marketshare

# TOP POSITIONED IN THE REGISTRATION STATISTICS

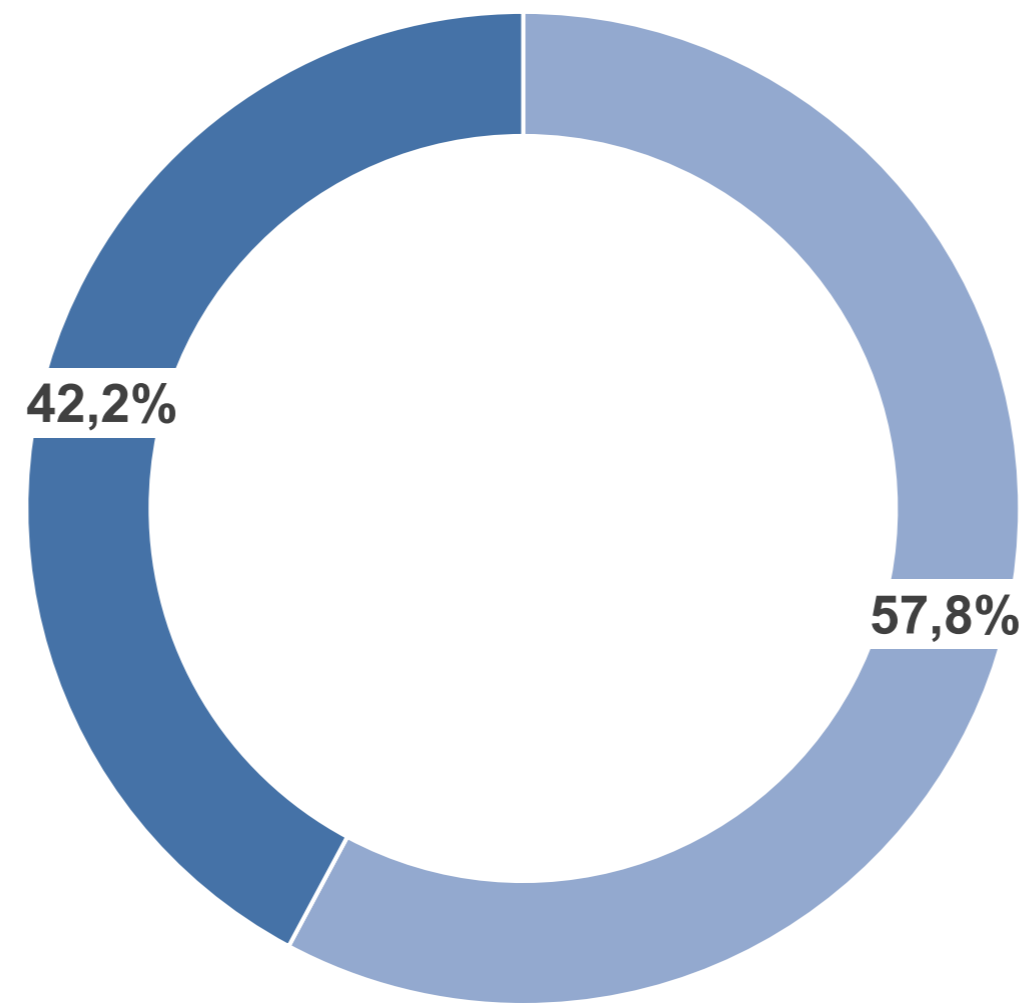
## MORELO

### EUROPE



■ MORELO ■ OTHERS

### GERMANY



■ MORELO ■ OTHERS



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

# WHAT DRIVES THE INDUSTRY

## STRONG STRUCTURAL GROWTH TRENDS

PEOPLE



INNOVATION



NEO-ECOLOGY



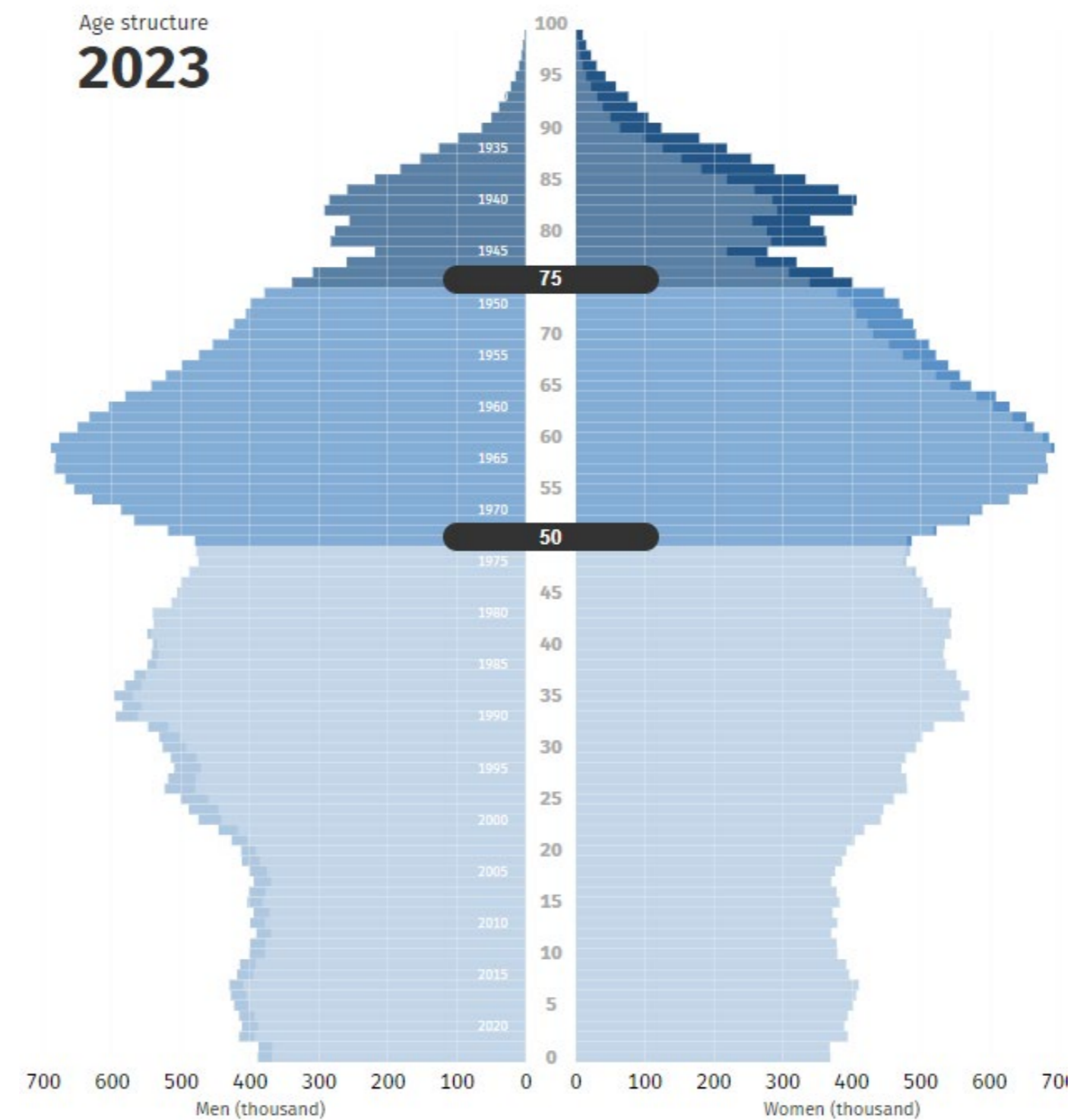
RENTAL



# PEOPLE

## GROWING DEMAND BY YOUNGER CONSUMERS

- People get older with wealthy consumers moving into key customer age of 45 years and older
- “Forever youngsters“ don’t retire when getting old – they start a new life
- Growing popularity of motorhomes with younger consumers driven by increasing importance of individualisation & activity
- 31% of mobile homes in 2019 were owned by people under 39 years





# INNOVATION

## FOCUSING ON CUSTOMER NEEDS

### KEY FOCUS AREAS

New materials

Testing processes

Production technology

Digitalization

Electromobility

### STRATEGIC GOALS

FLEXIBLE

LIGHTER

MORE EFFICIENT

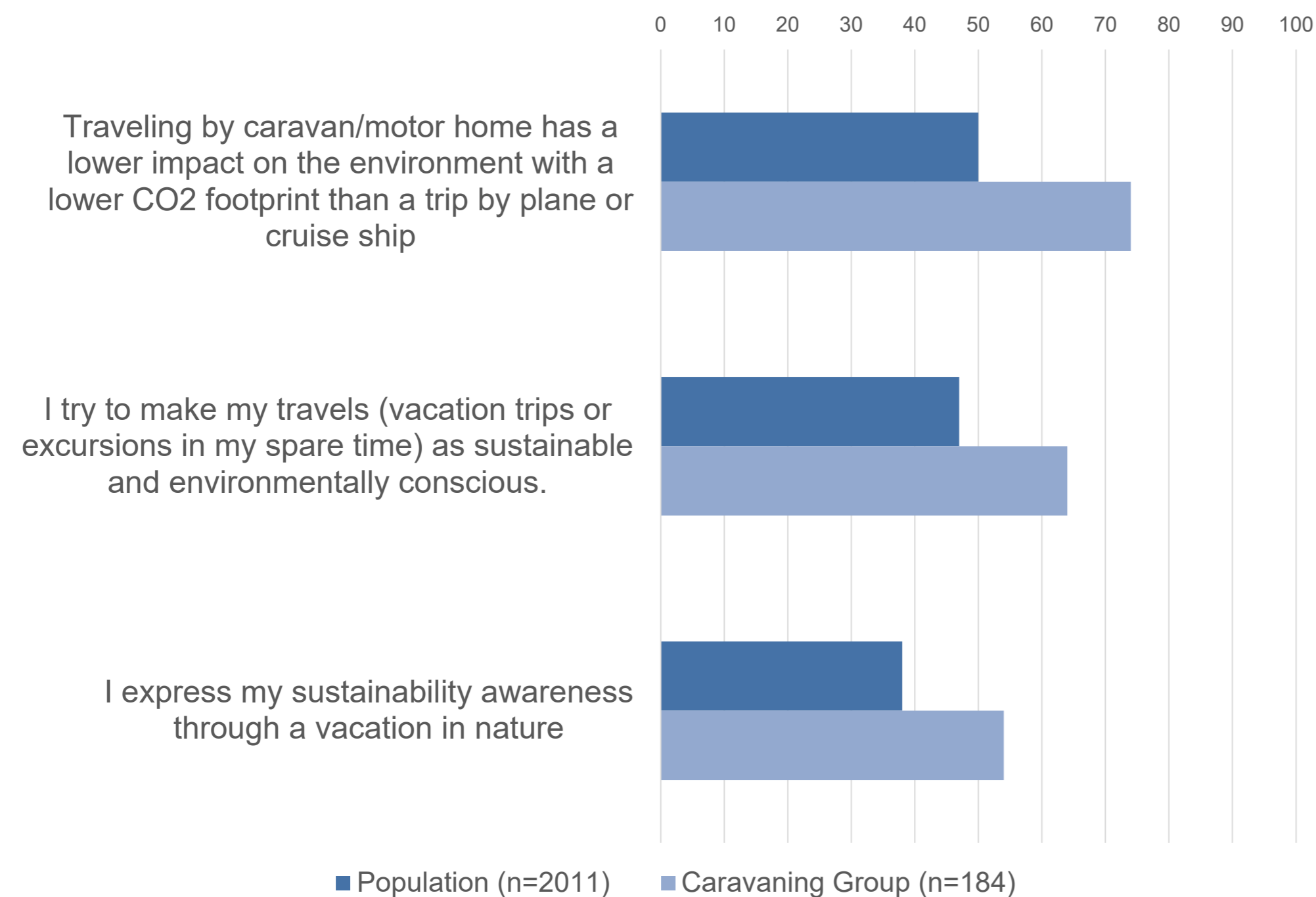
CHEAPER



# NEO-ECOLOGY

## INCREASINGLY FOCUSED ON SUSTAINABILITY

### Caravanning customers focus on sustainability



- Increasing environmental awareness
- Regulatory push to minimise CO2 emission driving demand for e-mobility
- Shift in consumer preferences to “better instead of more”
- Increasing popularity of holidays close to home and trend towards regional tourism
- Increasing avoidance of mass tourism
- Trend towards week-end trips instead of one long annual vacation

SOURCE: [https://www.civd.de/wp-content/uploads/2022/10/GfK\\_Caravanning-und-Wohlbefinden-1.pdf](https://www.civd.de/wp-content/uploads/2022/10/GfK_Caravanning-und-Wohlbefinden-1.pdf)

# RENT AND TRAVEL

## OUR DIGITAL RENTAL BRAND



182 RENTAL STATIONS

PARTNER NETWORK

3000 TRAVEL AGENCIES

APP

ROAD TEAMS

WEBSITE

BOOKING SOFTWARE

MARKETING

RENTAL PROGRAM

INTERNATIONALIZATION

Digital rental brand RENT AND TRAVEL expands to Italy

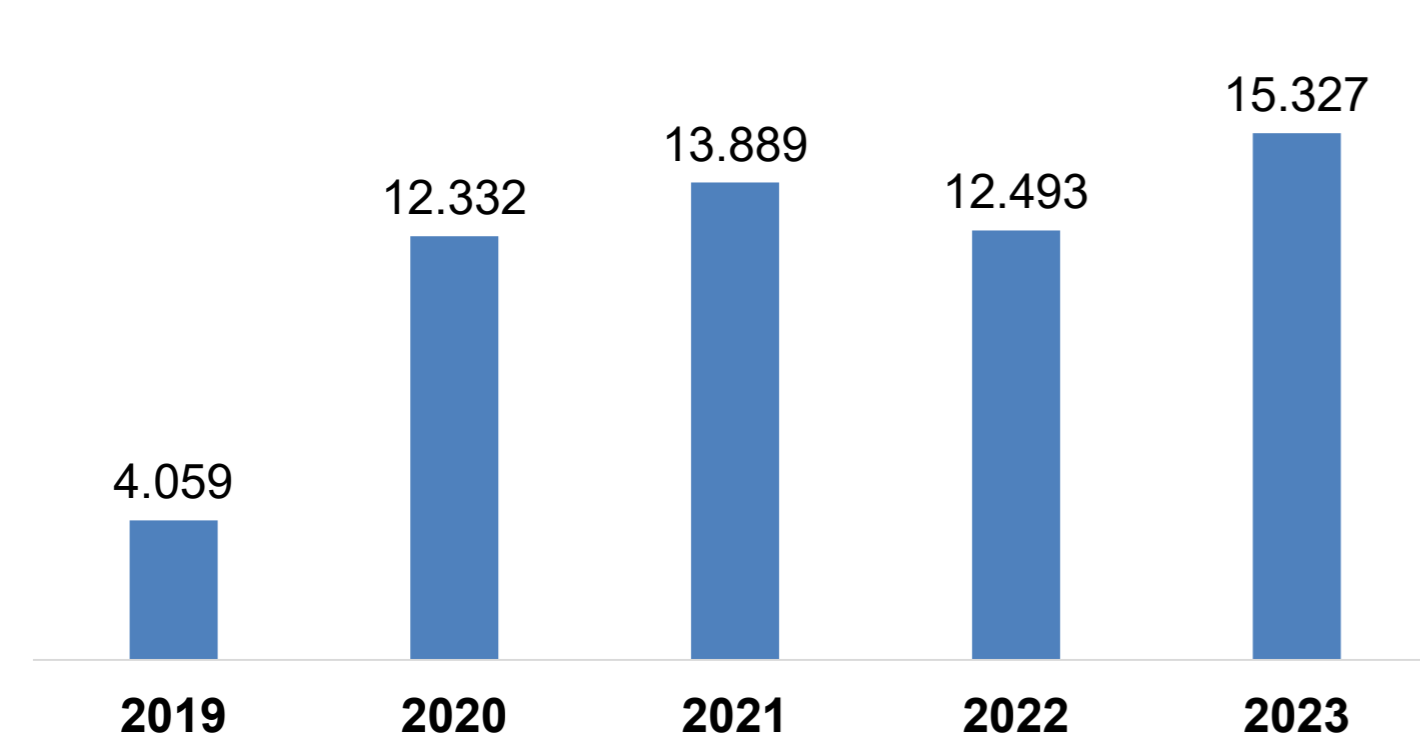
- Over the course of the year 2023, RENT AND TRAVEL began the internationalization process
- Since 1 December 2023, vehicles can now also be rented or booked via Italian rental partners for the first time. RENT AND TRAVEL has launched in a total of 17 Italian cities.
- The next expansion step into other European countries – Austria, Switzerland, Sweden and the Netherlands – is already planned for the 2024 financial year.

# RENT AND TRAVEL

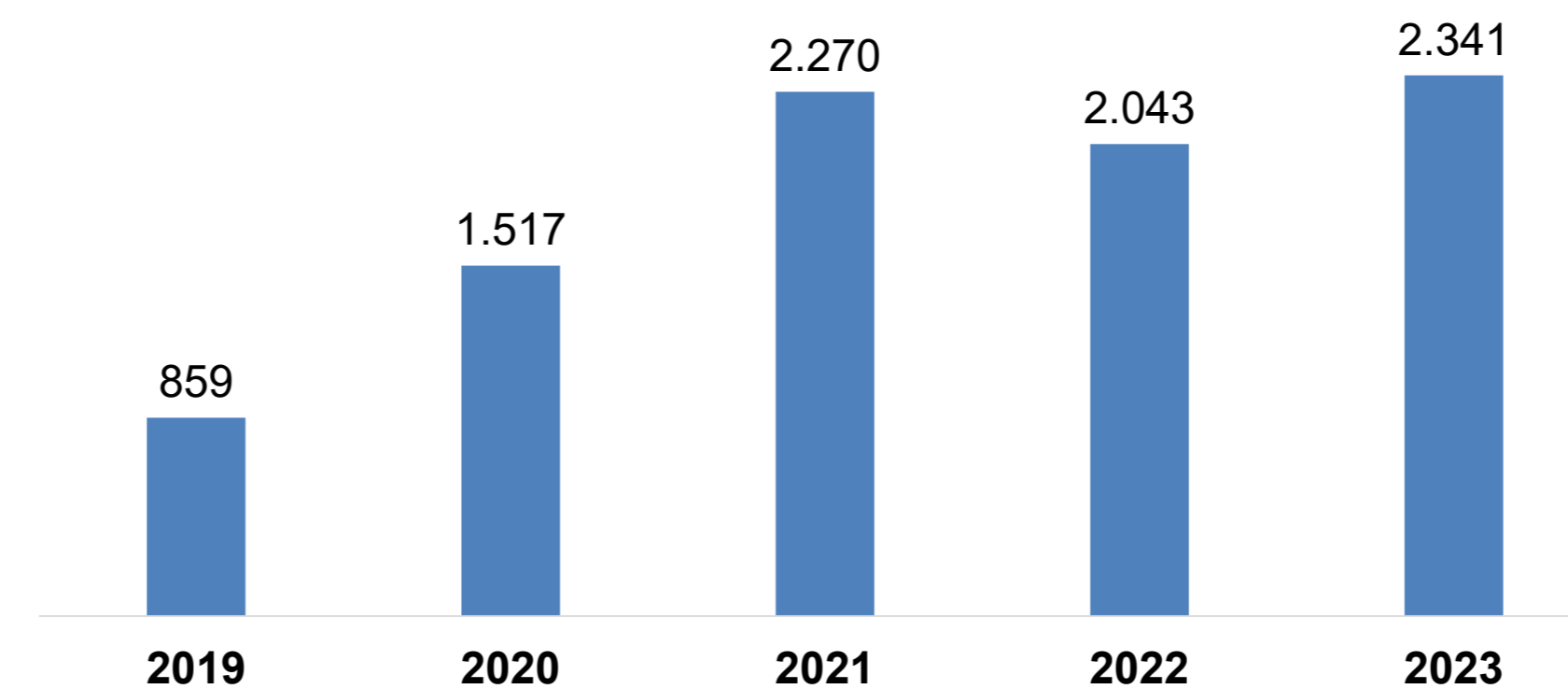
## A STRATEGIC SUCCESS FACTOR

- 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)



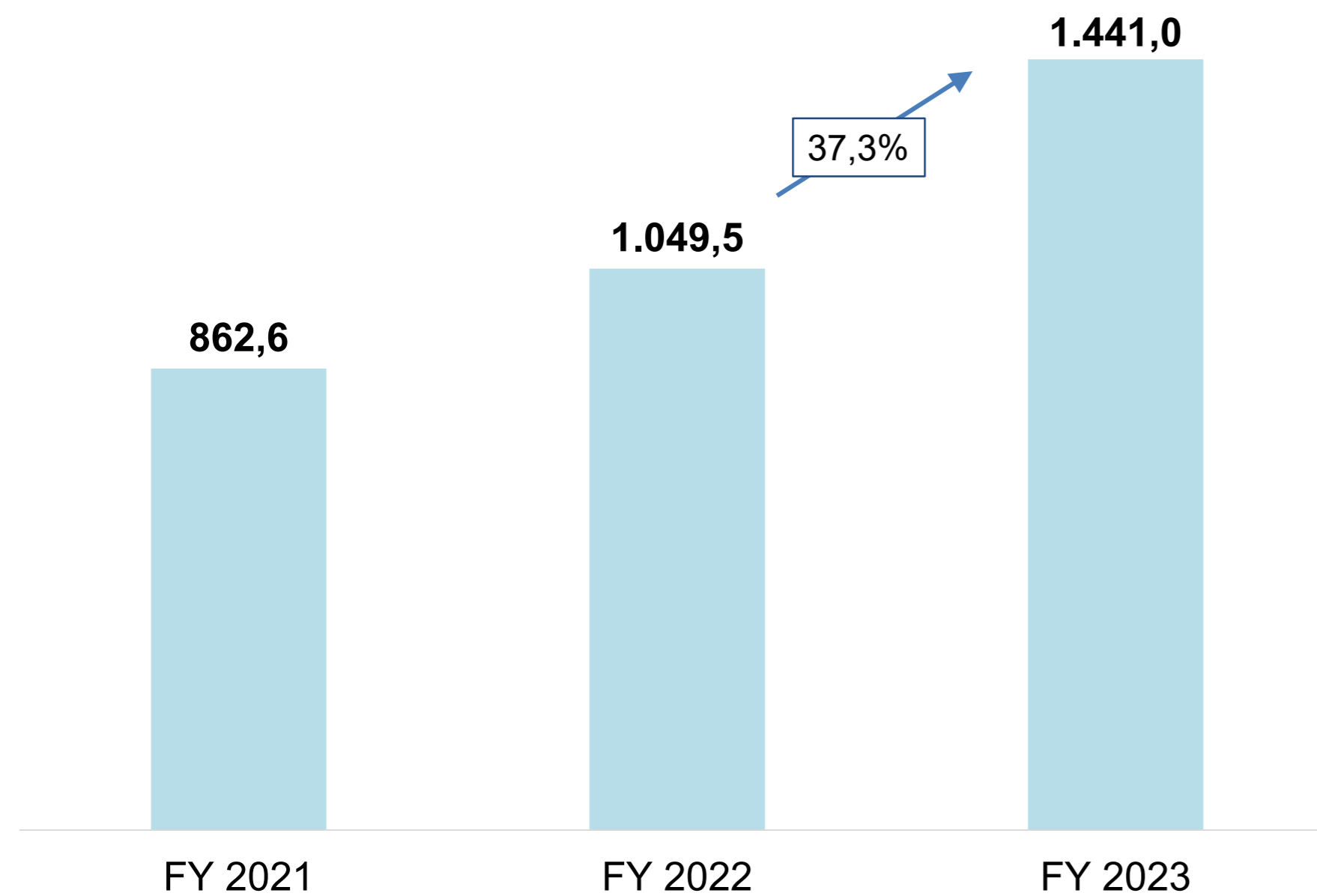
# FINANCIALS

# REMARKABLE FINANCIAL PERFORMANCE

## Financial year 2023

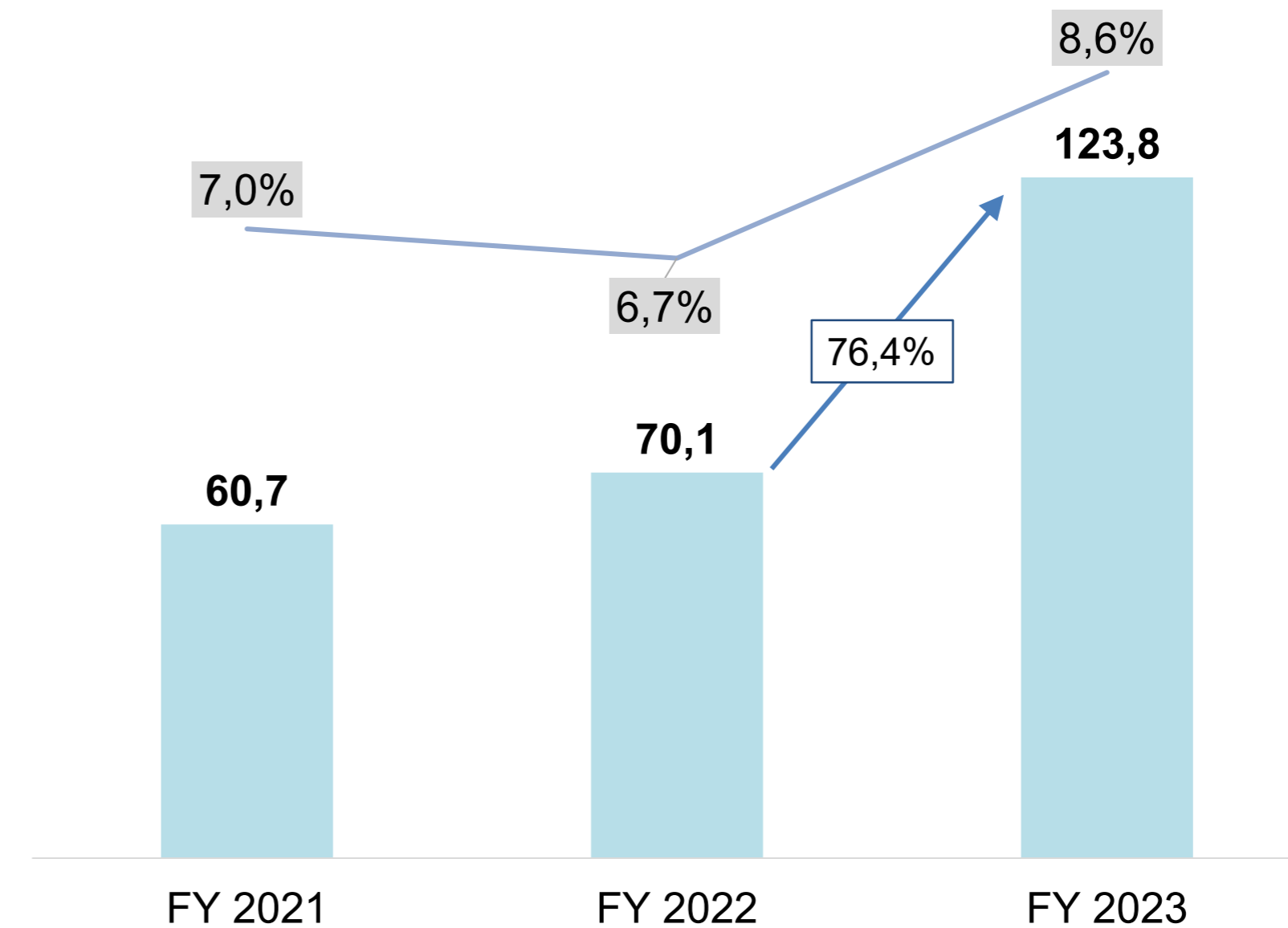
### REVENUE GROWTH

In EUR mill.



### ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue



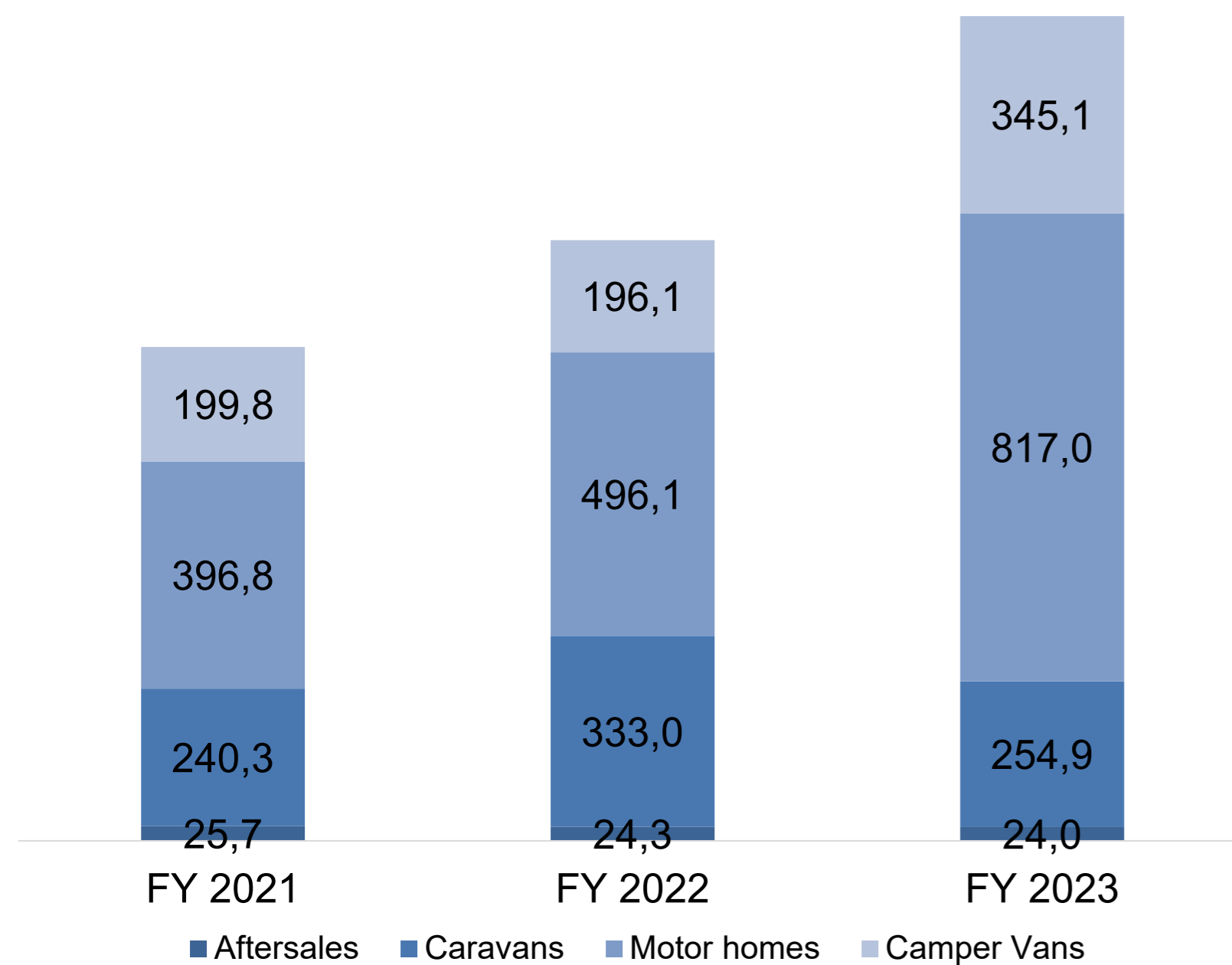
# PRODUCT MIX SUPPORTS REVENUE GROWTH

Revenue contribution

of motorized units at 81 %

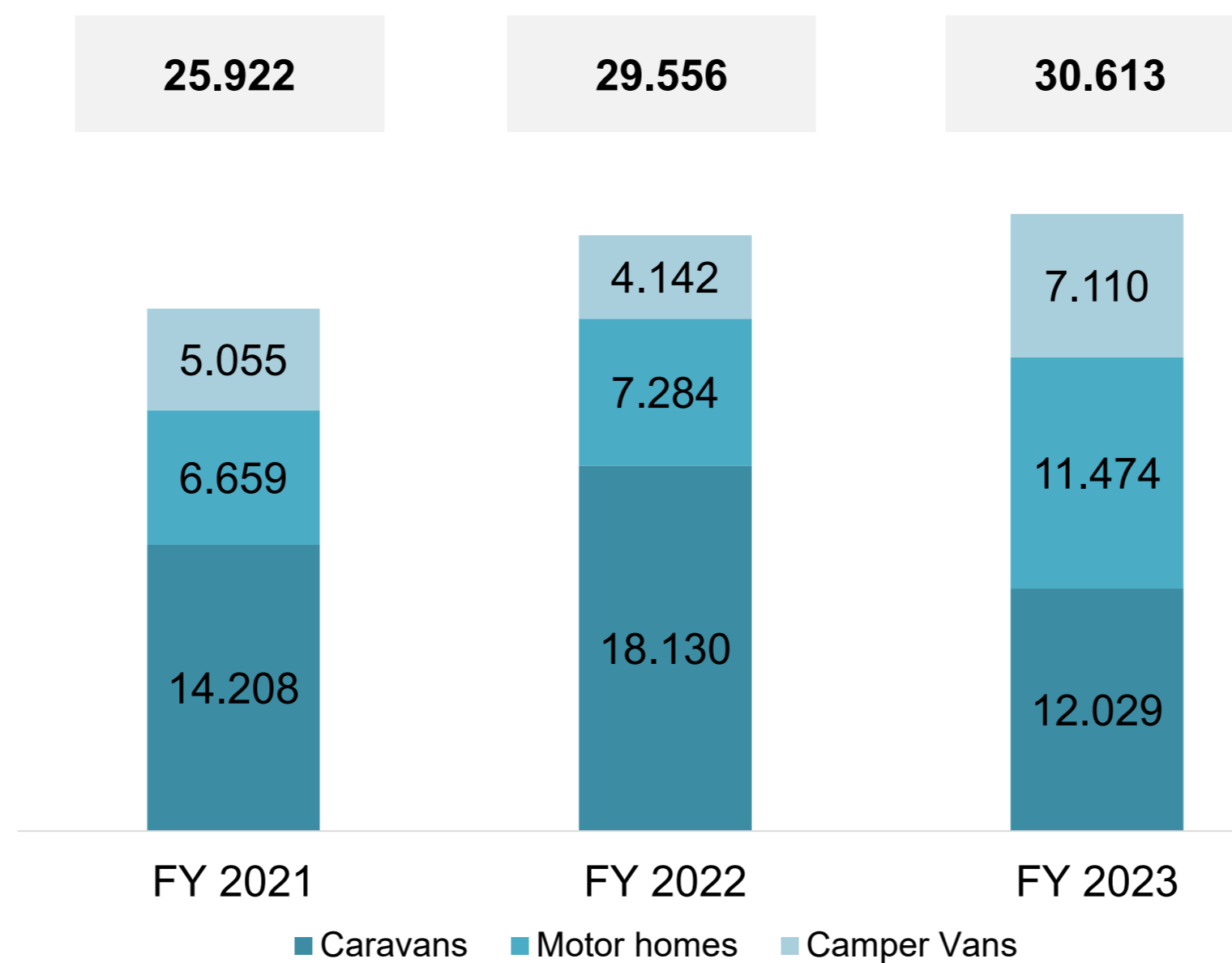
## REVENUE BY PRODUCT GROUP

In EUR mill.

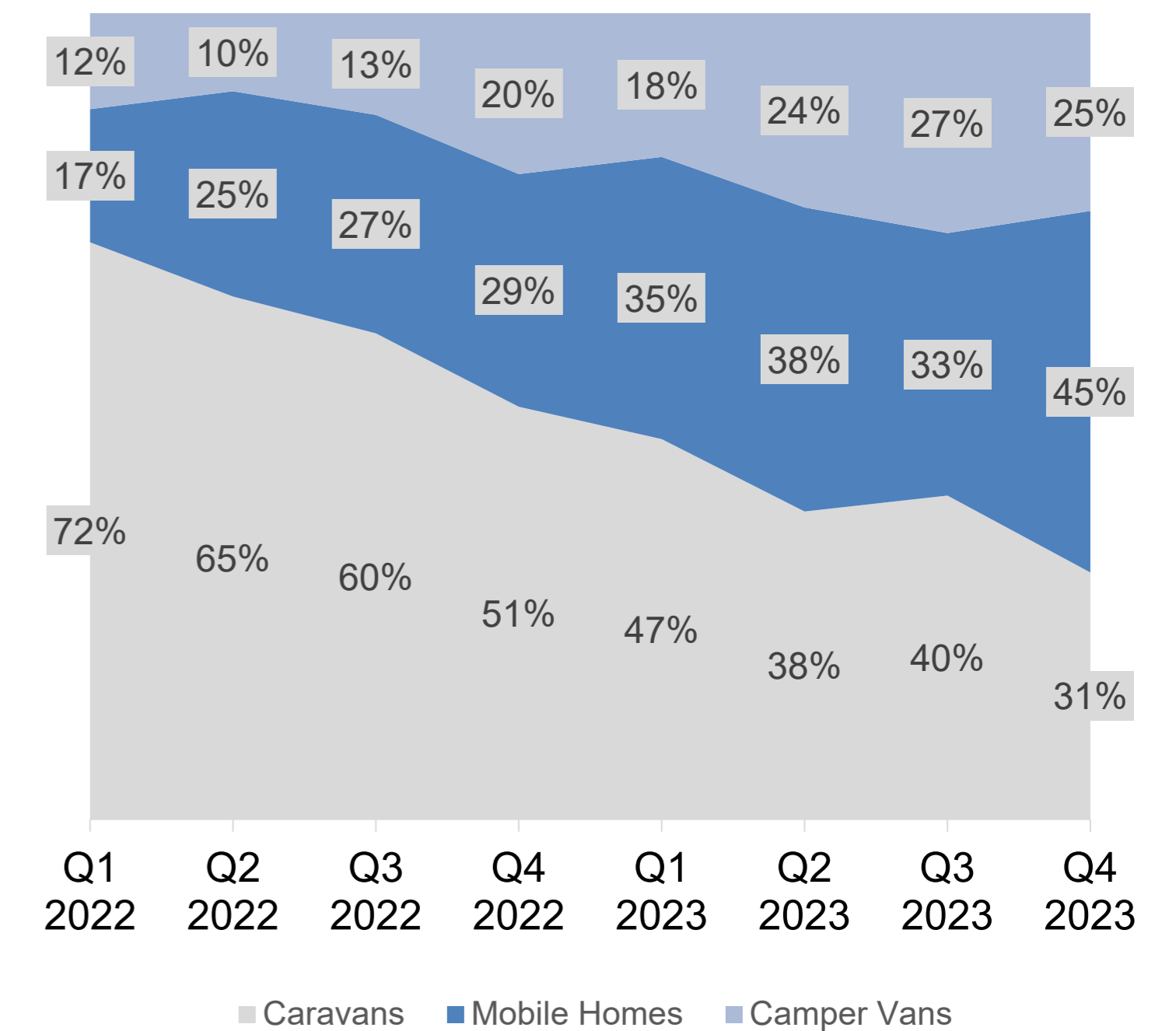


## UNITS SOLD

In units



## PRODUCT MIX (Based on units sold)

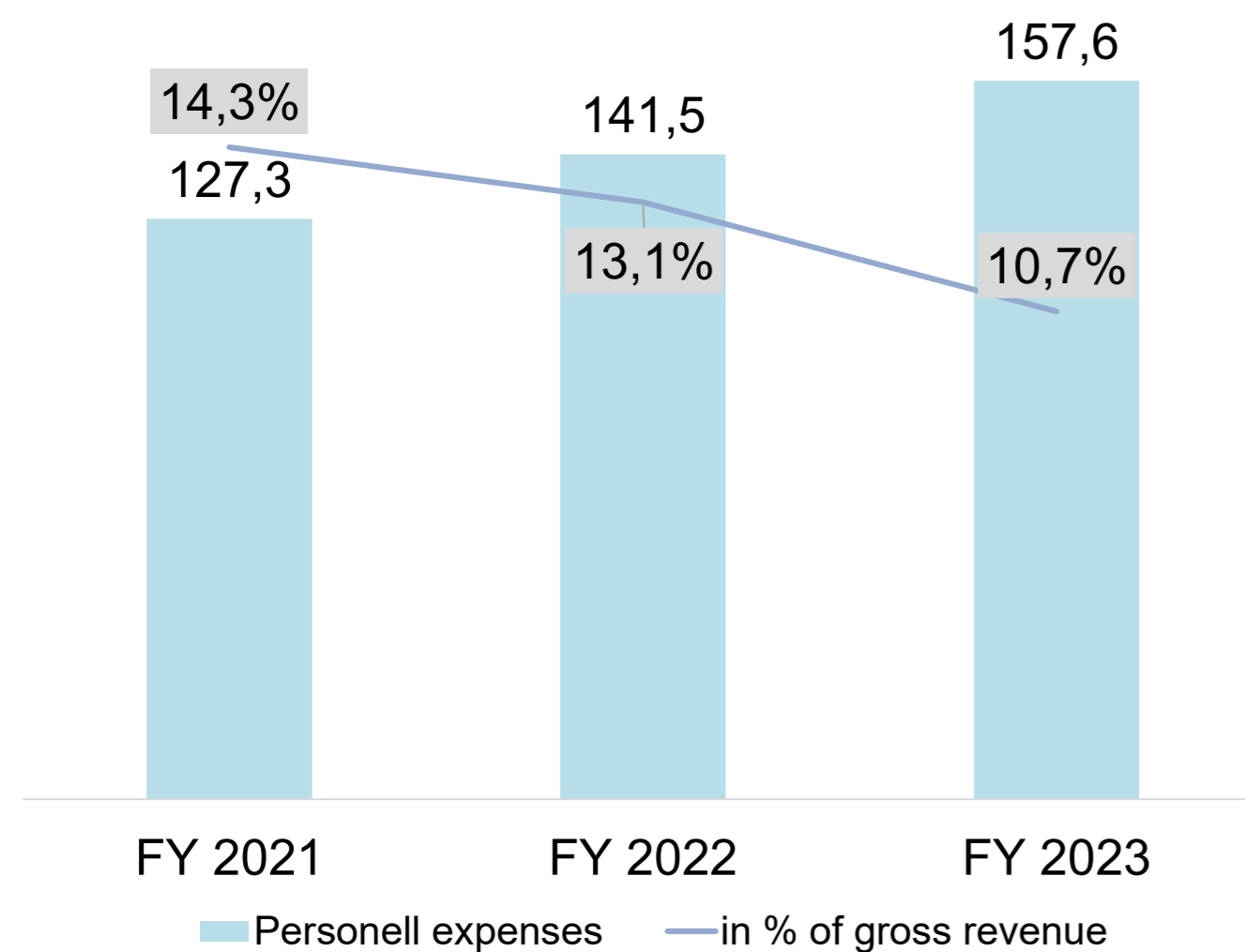


# SIGNIFICANT INCREASE IN EARNINGS QUALITY

Product mix and economies of scale

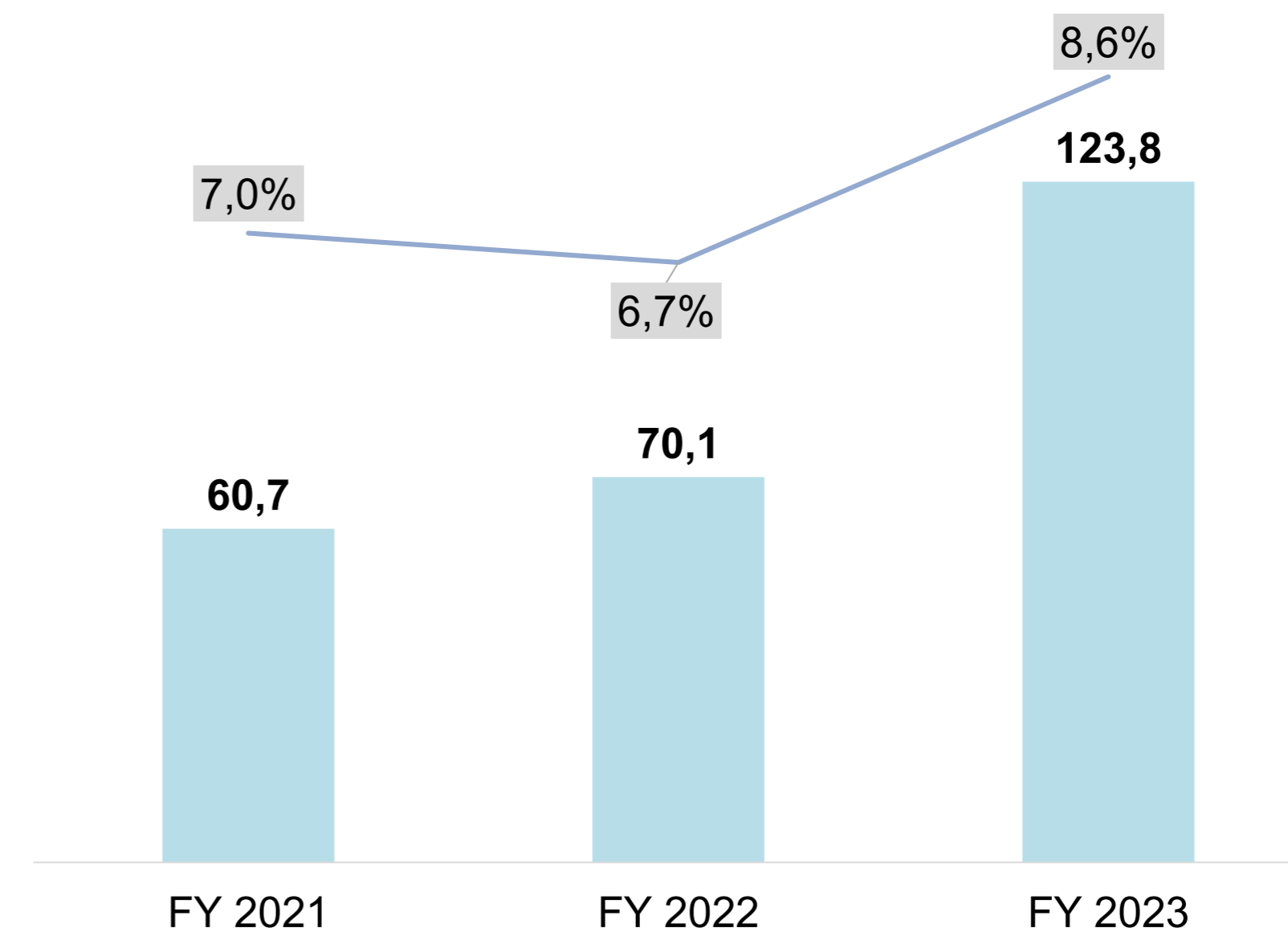
## PERSONNEL EXPENSES

In EUR mill.



## ADJ. EBITDA & EBITDA MARGIN

In EUR mill.

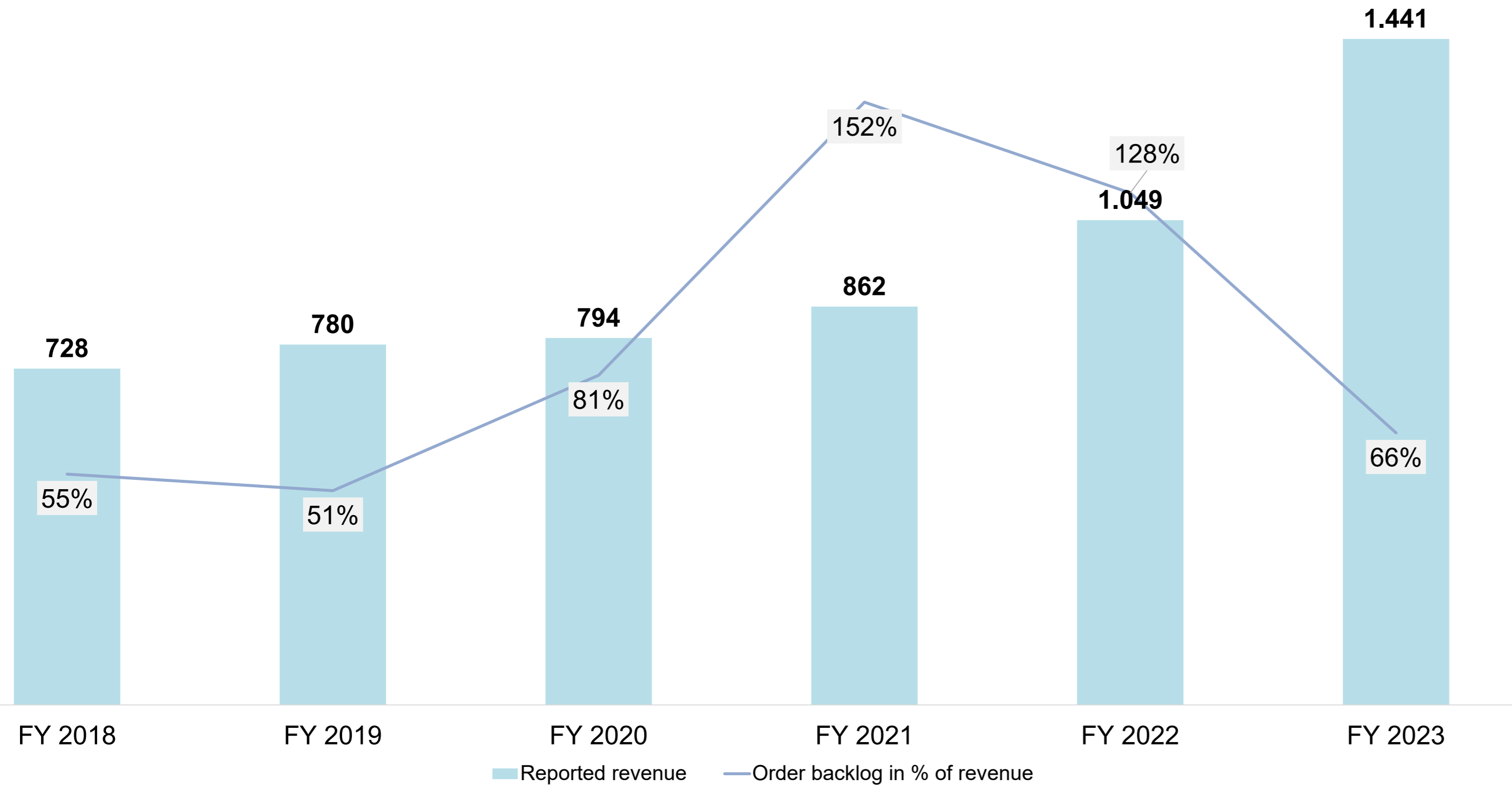




# ORDER BACKLOG NORMALIZES AT A HIGH LEVEL

## REPORTED REVENUE vs. ORDER BOOK 2018 – 2022\*

In EUR m ill.



\*Backlog 2018 to 2021 without luxury segment (Morelo)



# SEGEMENT PERFORMANCE

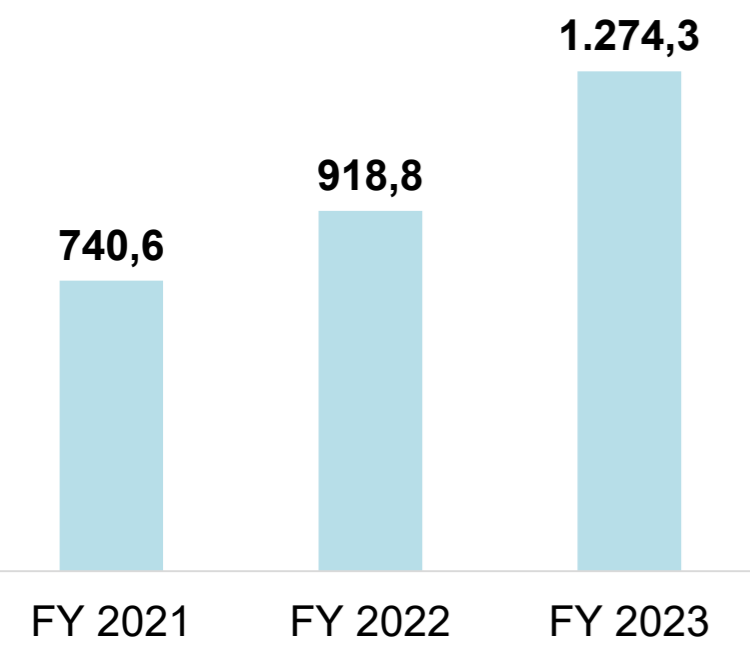


## PREMIUM SEGMENT



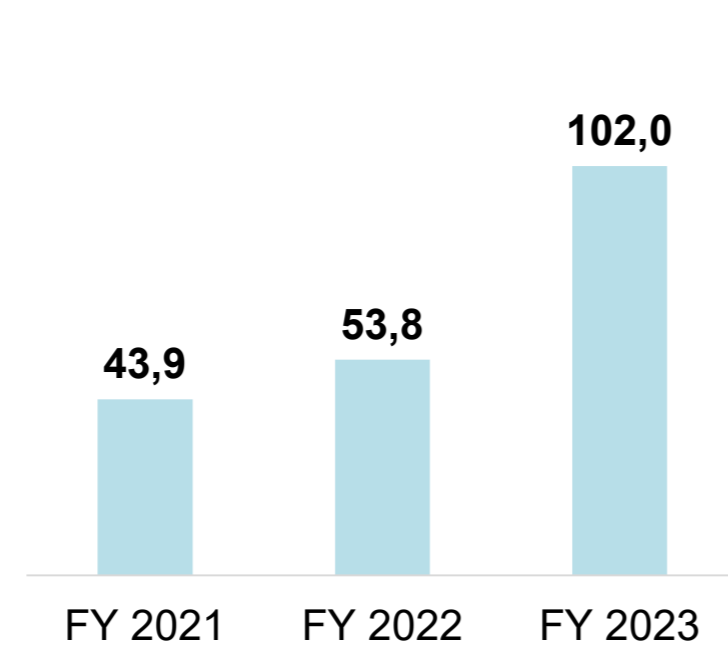
### REVENUE

In EUR m ill.



### EBITDA

In EUR m ill.



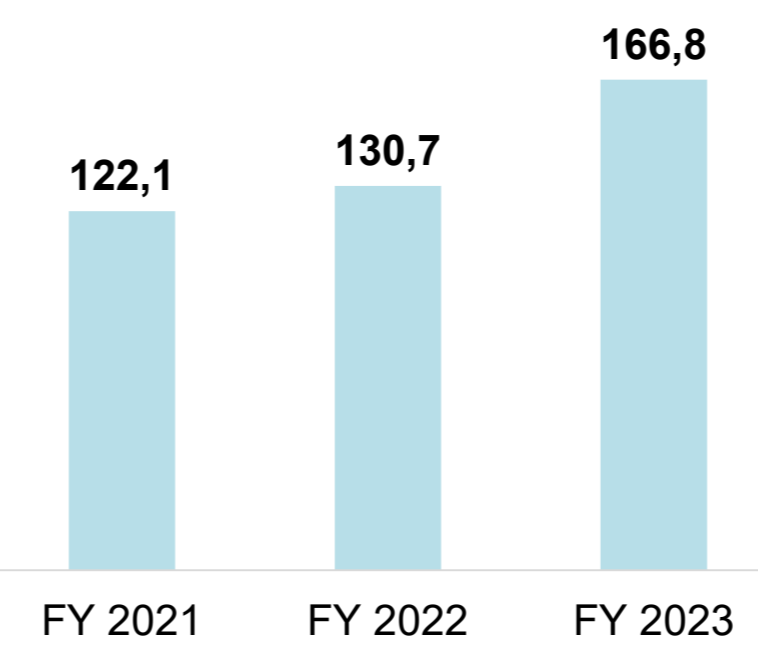
In EUR m ill. / % of net revenue

## LUXURY SEGMENT



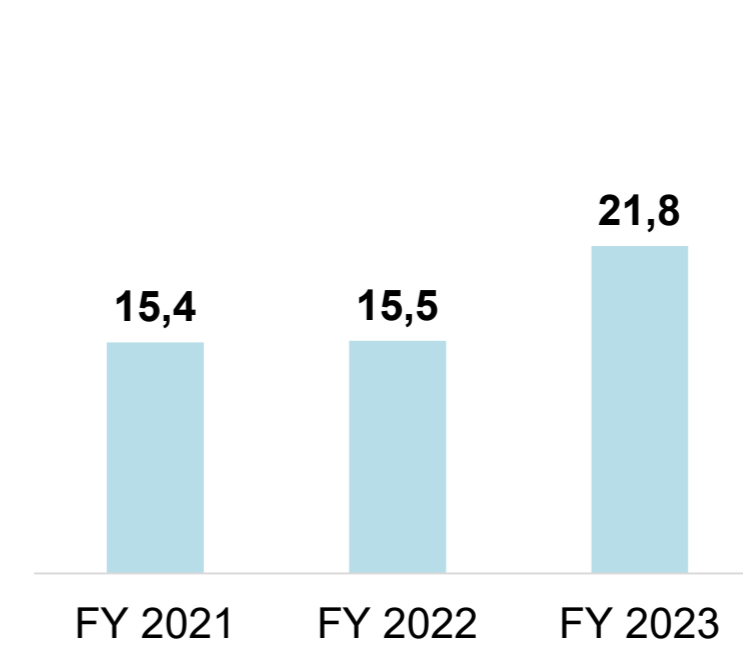
### REVENUE

In EUR m ill.



### EBITDA

In EUR m ill.

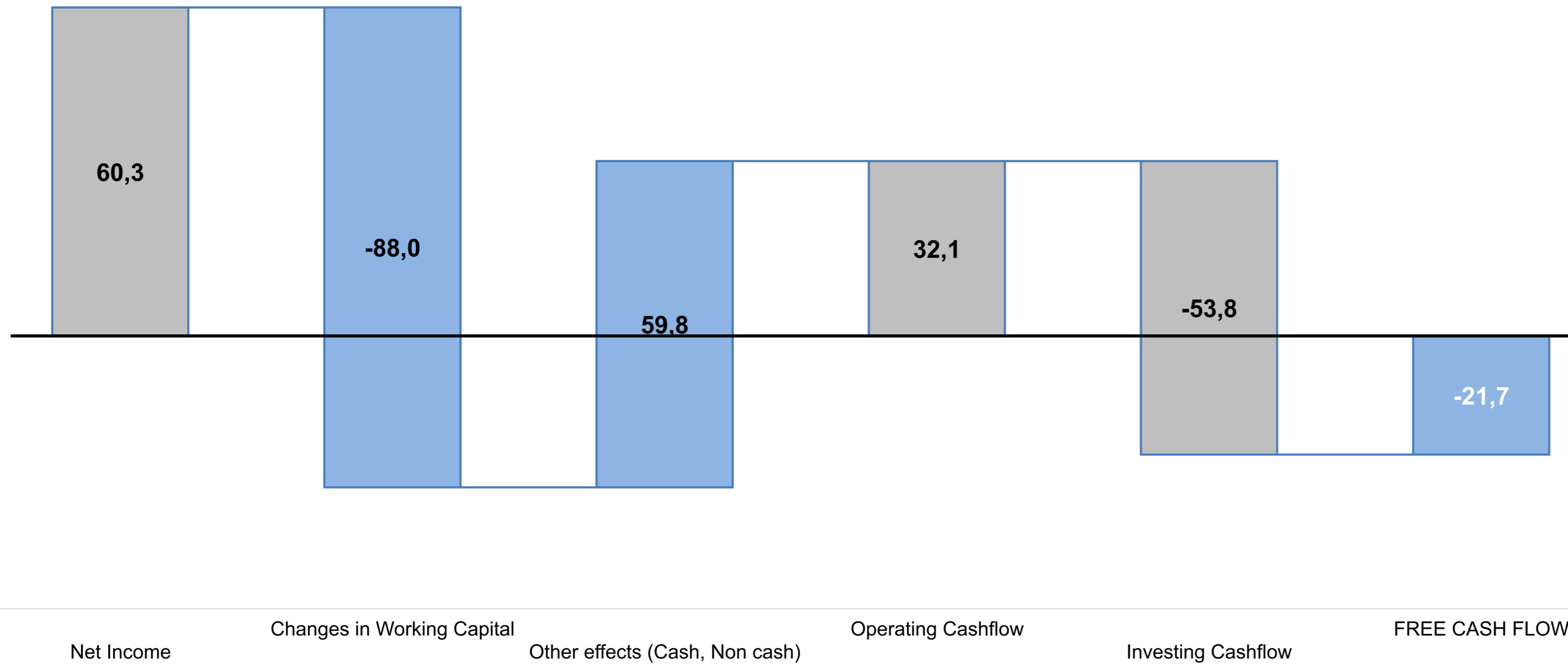


# CASH FLOW DEVELOPMENT

## IMPACTED BY INCREASED WORKING CAPITAL

### FREE CASHFLOW WALK – 2023

In EUR m ill.

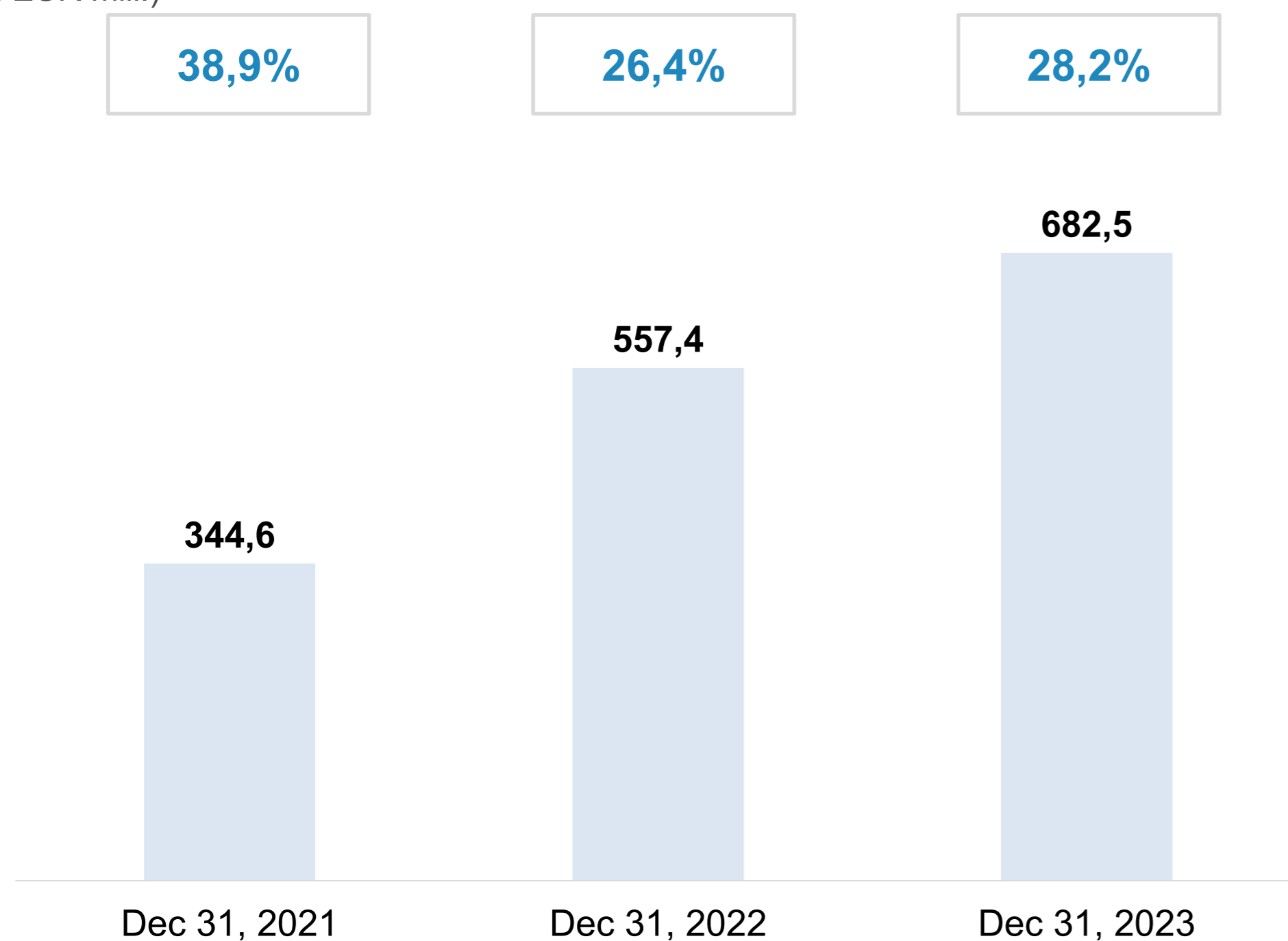


# FINANCIAL KPI'S

## EQUITY RATIO AND NET DEBT RATIO

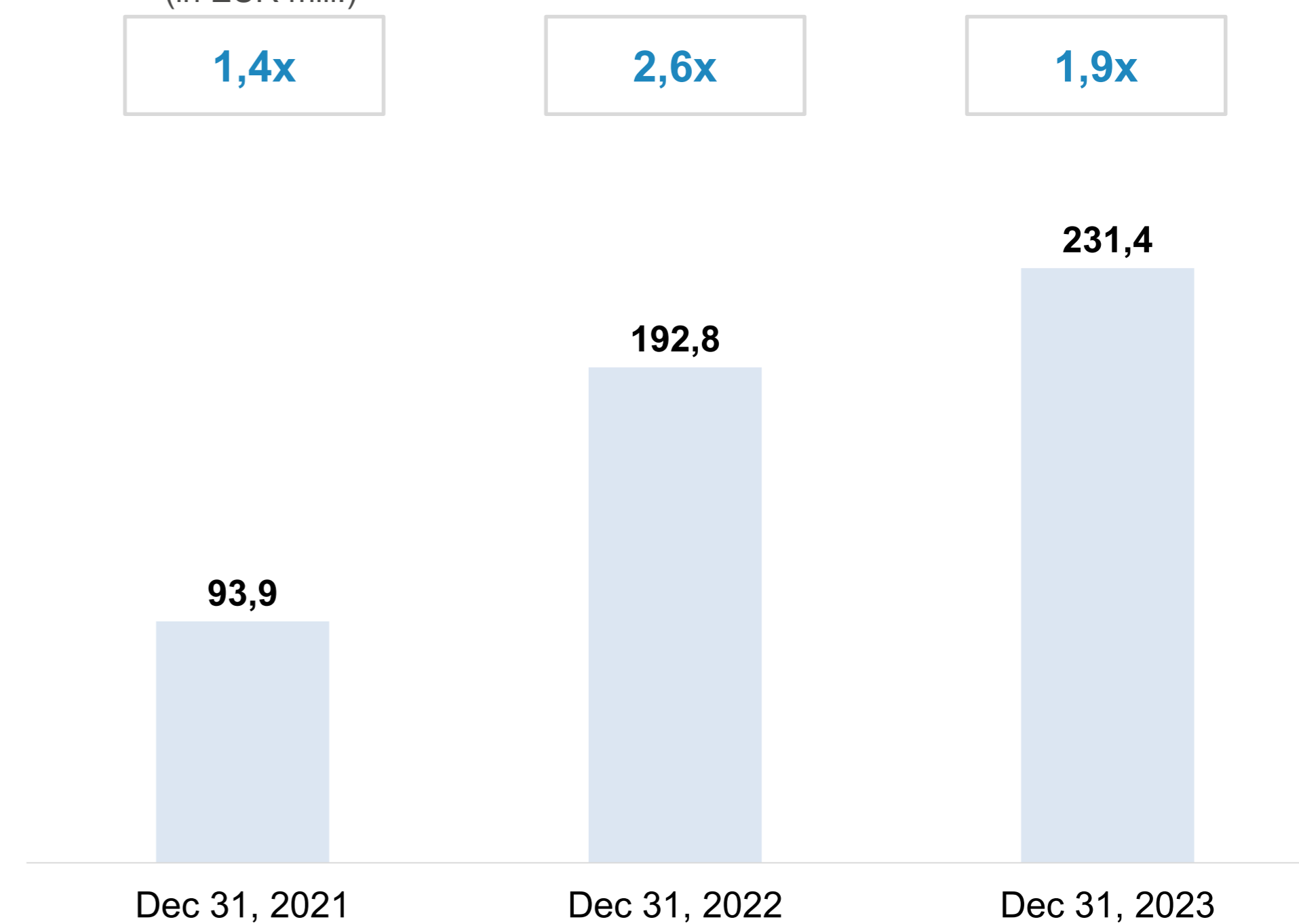
### TOTAL BALANCE SHEET & EQUITY RATIO

(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**

