

**KnausTabbert**  
Wir bewegen



**ELEVATOR PITCH**  
AUGUST, 2022

# Our mission: We change the way people go on vacation

## 4 PLANTS

Standardized manufacturing and lean production in Germany and Hungary enable manufacturing of all brands at all facilities

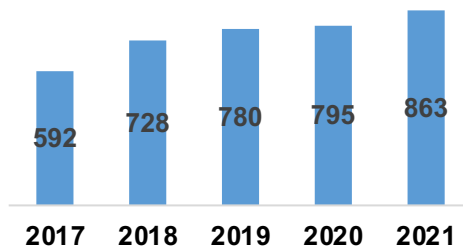
## 500+ DEALERS

KNAUS TABBERT holds a long-standing relationships and mutual interests with a diversified dealer network

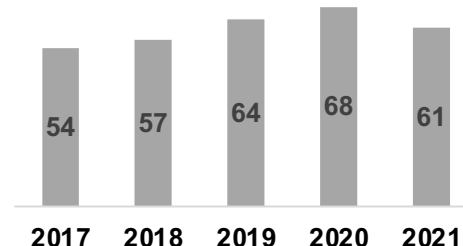
## 3500+ PEOPLE

In-house culture of excellence and experienced workforce.

REVENUE GROWTH 2017-2021



EBITDA GROWTH 2017-2021



Premium segment

Luxury segment



“Unique  
‘cult’ brand”

**WEINSBERG**

“Price-conscious  
leisure brand”



**KNAUS**

“Innovation driver  
in leisure vehicles”



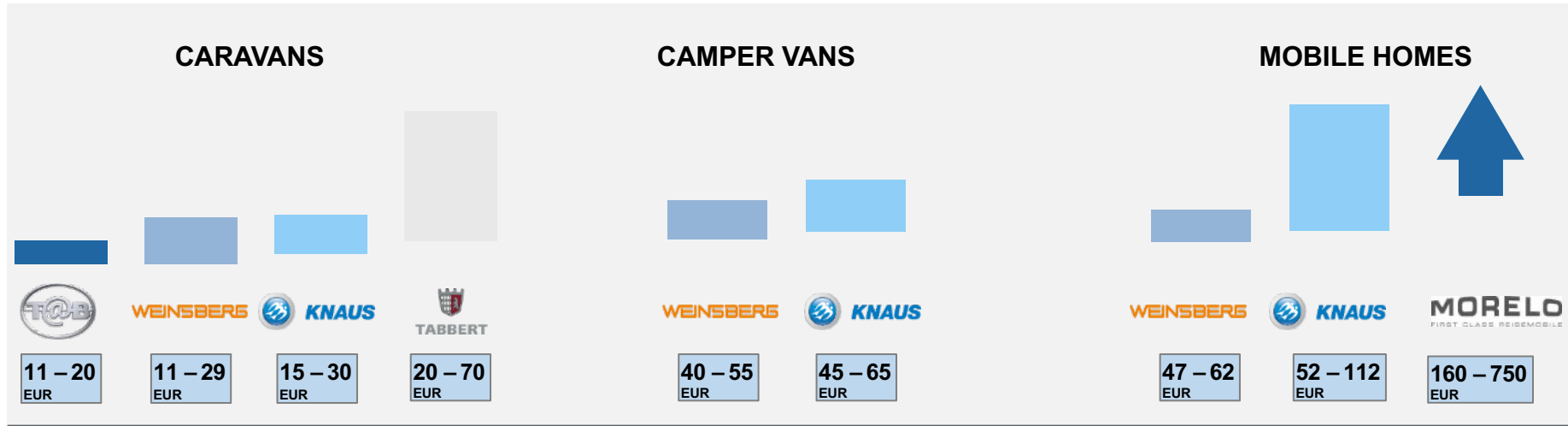
**TABBERT**

“Lead brand  
in caravanning”

**MORELO**  
FIRST CLASS REISEMOBILE

“The luxury way to  
travel”

# Comprehensive portfolio of brands and products covers the entire range



## Premium segment



**WEINSBERG**



*“Unique ‘cult’ brand”*

*“Price-conscious leisure brand”*

*“Innovation driver in leisure vehicles”*

*“Lead brand in caravanning”*

## Luxury segment

**MORELO**  
FIRST CLASS REISEMOBILE

*“The luxury way to travel”*

# The Premium Segment

**COMPACT**



**FAMILY**



**MULTI-PURPOSE**



**LUXURY**



**CAMPER VANS**



**MOBILE HOMES**

**ALKOVEN**



**TEILINTEGRIERT**



**VOLLINTEGRIERT**





# The Luxury Segment

**KnausTabbert**  
Wir bewegen



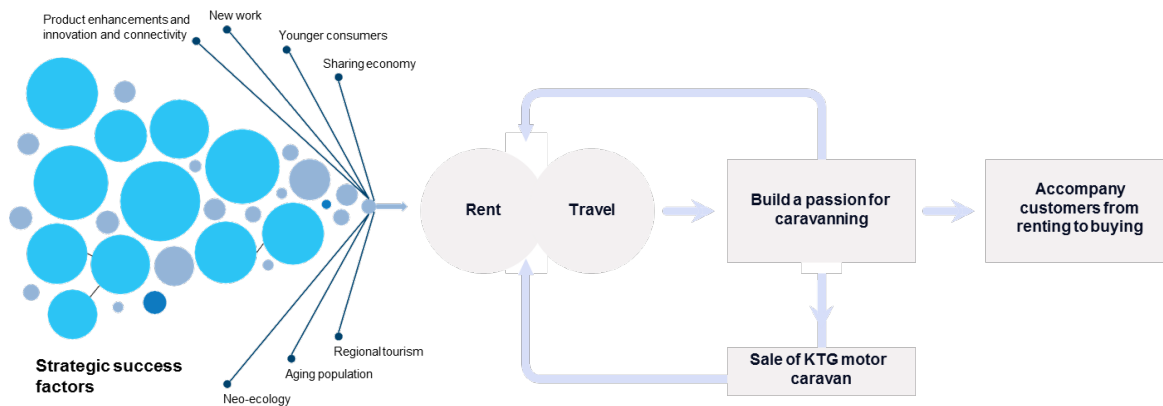
# KTG has developed the 'Rent and Travel' programme to further increase KTG's sales into the rental market

## RENT AND TRAVEL PROGRAMME

### Strategy & Key Facts

- Among Top 3 German LV rental websites
- Around 2,300 vehicles available for rent
- Exclusive platform connecting customers, travel agencies and rental agencies
- Both a marketing tool to win customers as well as new dealers
- Focused on first-time and irregular LV users
- Strategic cooperations with travel - agencies such as ADAC Reisebüro and others...

## RENTING A MOTOR CARAVAN IS OFTEN THE PRELIMINARY STAGE TOPURCHASE



# RENT AND TRAVEL

The success proves us right

**+17%**



**72%**

FLEET  
UTILISATION

**+35%**

**3,6**  
Mio.€



TOTAL REVENUE

**+27%**



**14 NIGHTS**

Ø TRIP DURATION

**+21%**

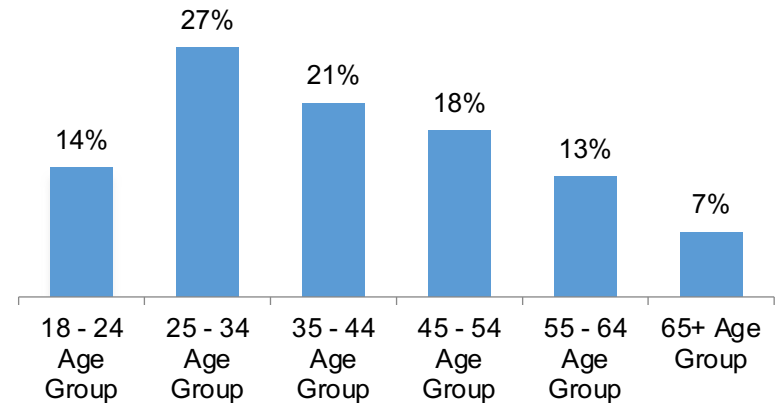


**1.924 EURO**

Ø RENTAL PRICE



**Rent & Travel customers by age group**



# MEGATRENDS - Structural growth trends support sustainable development

## NEW WORK



- Freedom in the organisation of work in terms of place and time
- Blurring of the clear distinction between private life and work

## PRODUCT ENHANCEMENTS, INNOVATION AND CONNECTIVITY



- Changing consumer preferences in terms of interior design and product use
- Vehicles equipped with the latest technology

## NEO ECOLOGY



- Ecological awareness
- Requirements to minimise CO2 emissions support demand for e-mobility
- Consumer preferences towards "better instead of more"

## DEMOGRAPHIC CHANGE



- People are getting older, with affluent consumers entering the key customer age of 45 and older
- "Forever Youngsters" don't retire when they get old - they start a new life

## REGIONAL TOURISM



- Increasing popularity of holidays in the region and trend towards day tourism.
- Avoidance of mass tourism
- Trend towards weekend trips instead of a long holiday

## YOUNGER CUSTOMERS



- Growing popularity of motorhomes among younger people due to the increasing importance of individualisation and leisure.
- 31 % of motorhomes in 2019 were owned by people under 39 years of age

## SHARING ECONOMY / RENTAL

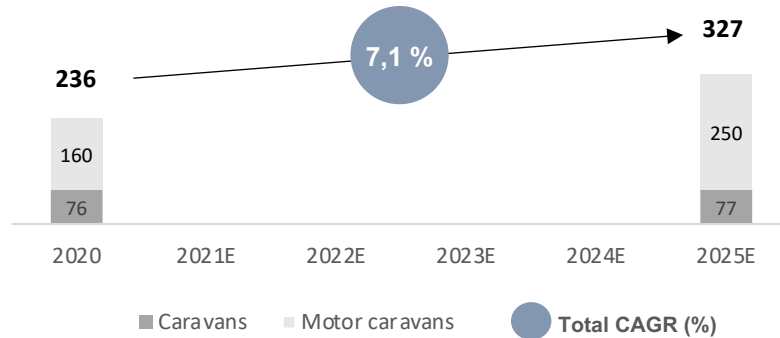


- The trend is also accelerating growth in the rental business
- Use of the latest and most modern products

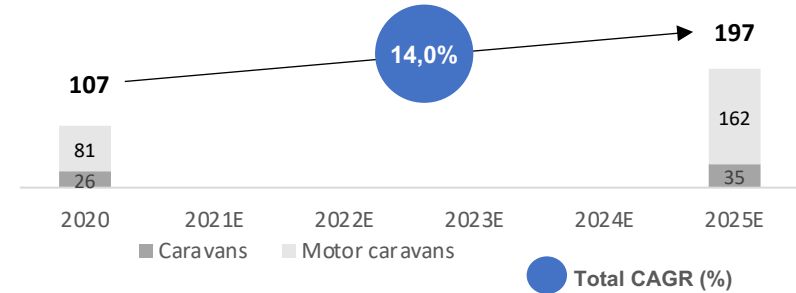


# An accelerated market development - strong growth dynamics estimated

## EUROPEAN LEISURE VEHICLES REGISTRATIONS (K UNITS)



## NEW GERMAN LEISURE VEHICLES REGISTRATIONS (K UNITS)



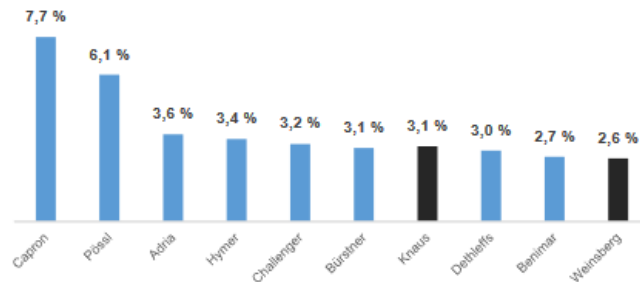
The overall market in Europe is now expected to grow with a CAGR of 7.1% (previously 4.0%) - driven by a CAGR of 9.9% for motor caravans (previously 5.7%)

Our German home market constitutes the European growth engine with a CAGR of 14.0%

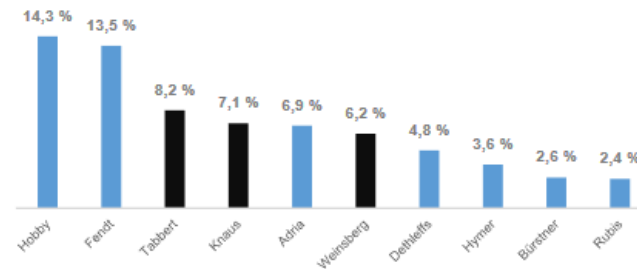
German motorhomes new registrations are expected to grow with a CAGR of 16.2% (previously 8.7%) - Caravans with a CAGR of 7.2% (previously 5.7%)

# A strong market position is a good basis for further growth

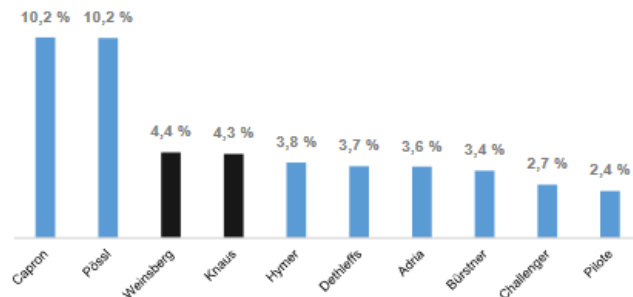
## Motorized LV - Europe



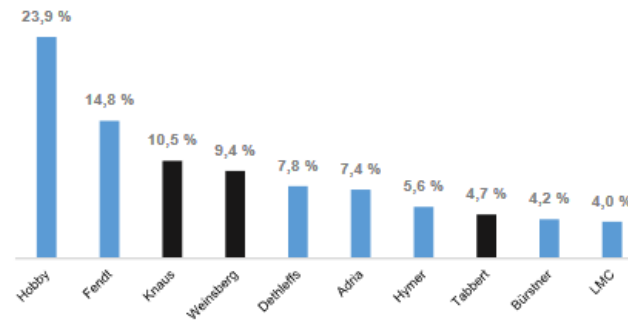
## Caravans - Europe



## Motorized LV - Germany



## Caravans - Germany

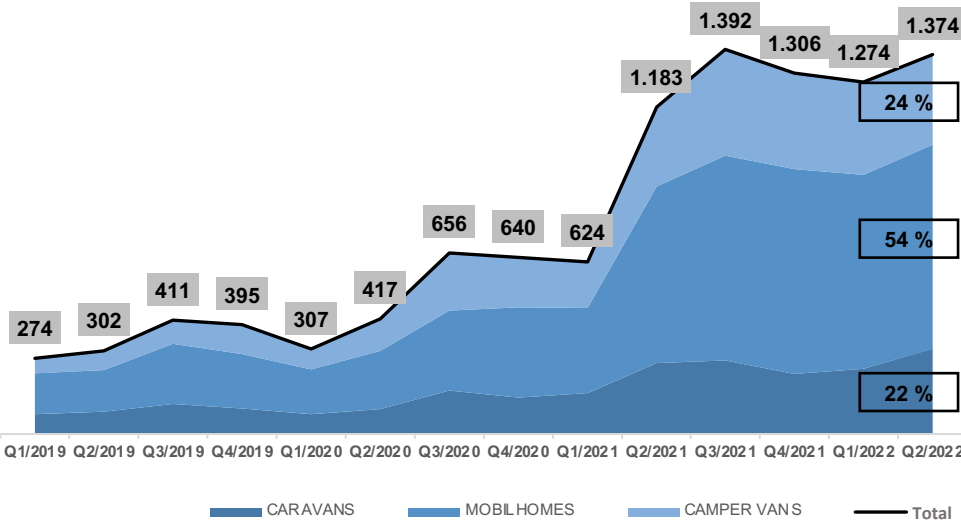


# ORDER BACKLOG

## Momentum continues at a strong level

### ORDER BACKLOG AS OF JUNE 30, 2022

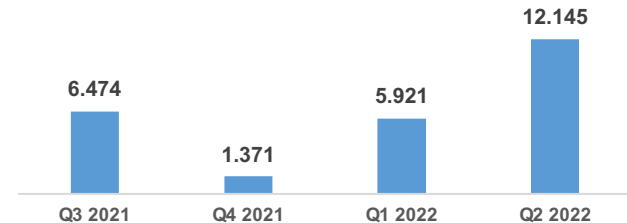
(in EUR mill.)



- 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)

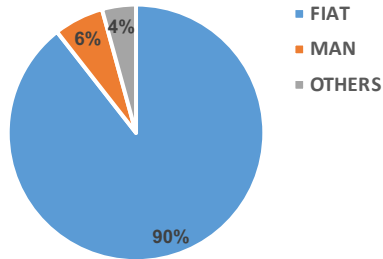
(units)



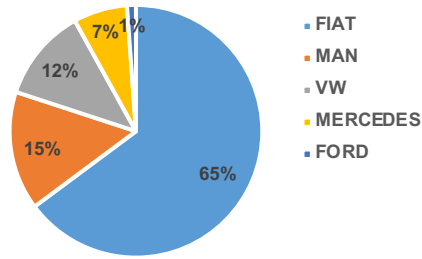
# Actively counteracting the challenges in the supply chains

- 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).
- KNAUS TABBERT launched 18 new models for the 2023 model year (*August – June*)

SITUATION 2021



PLANNED MIX FOR 2022





# INVESTMENT PROGRAM 2025

## Knaus Tabbert targets to double revenues

*On August 8, 2020 Knaus Tabbert informed about the investment program until 2025*

- Investment volume of over EUR 220 million
- Doubling of capacities (based on 2020 output)
- Increasing profitability through economies of scale and scope



**JANDELSBRUNN**



**NAGYOROSZI**



**MOTTGERS**



**SCHLÜSSELFELD**



- 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.