

A white KnausTabbert motorhome is shown driving on a concrete bridge over a river. The bridge has several arches and is surrounded by greenery. In the background, a city skyline with various skyscrapers is visible under a cloudy sky with a bright sun. The license plate of the motorhome reads 'BSE 41139'.

EARNINGS RELEASE Q3 2022
NOVEMBER 10, 2022

KEY FACTS – Q3/2022

- Strong unit sales and revenue growth in the third quarter of 2022
- Third-quarter earnings above previous year's figure
- Order backlog reaches new record level of EUR 1.6 billion - High demand for leisure vehicles continues
- Delivery situation for motorised chassis strongly improved since the end of the third quarter thanks to multi-brand strategy
- Significantly higher inventory and stable availability of motorised chassis lays the foundation for year-end spurt

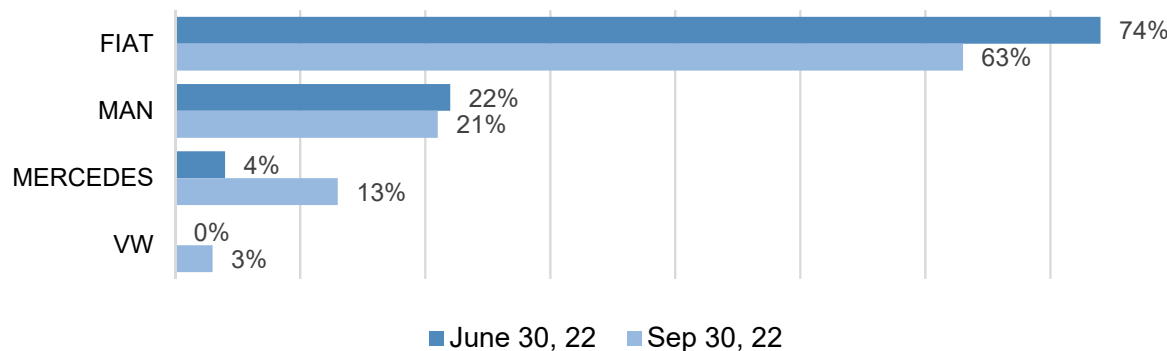


Continuing positive effects due to the changed purchasing policy for chassis

- In 2021 more than 90% of all motorized LV's were build on FIAT Ducato
- 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 an VW will also be used in 2022 (in addition to Fiat and MAN)

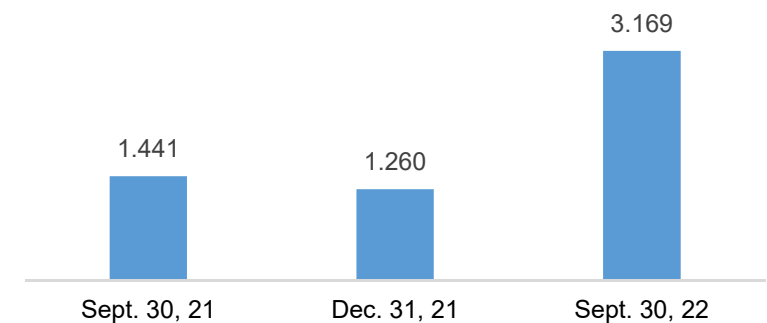


Continuous improvement of the brand mix and...



...recently also higher supply of chassis

(units on stock)



REVIEW – CARAVAN SALON DÜSSELDORF 2022

Major interest in innovations

KnausTabbert
Wir bewegen

- Knaus Tabbert AG at Caravan Salon 2022 – satisfied dealers, plenty of orders and sales for retail partners
- The consistently developed multi-brand strategy by Knaus Tabbert met with much approval from interested parties and buyers
- Innovations such as the new KNAUS TOURER CUV and frame technology attracted multiple visitors
- In three halls, the six brands from Knaus Tabbert offered visitors to the trade fair a surprisingly wide range of new products and models

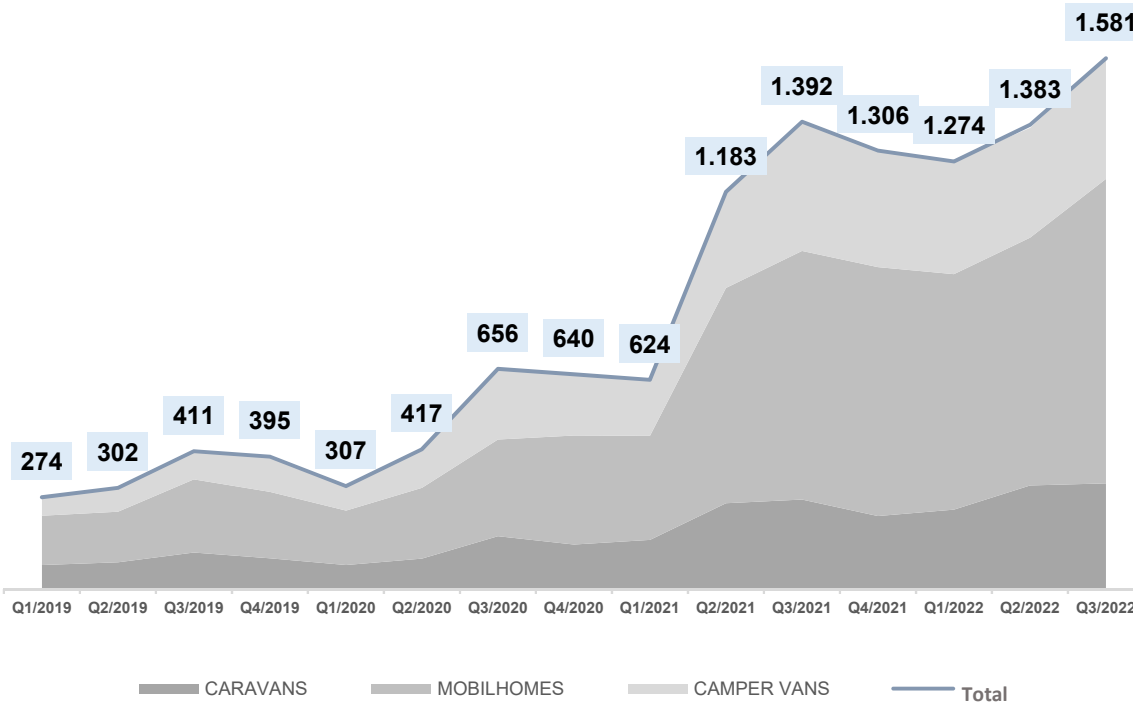


ORDER BACKLOG AT ALL-TIME HIGH

Momentum continues at a strong level

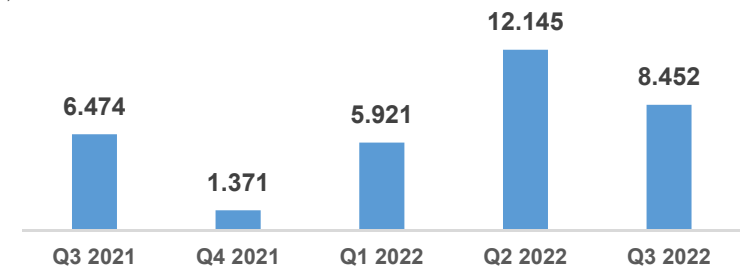
ORDER BACKLOG AS OF SEPTEMBER 30, 2022

(in EUR mill.)



ORDER INTAKE

(units)



FINANCIALS

Q3 2022 - KEY FACTS

EUR 246.6 million

Net revenue

EUR 5.6 million

Adj. EBITDA

29.0 %

Gross profit margin

EUR 1.6 billion

Order volume

8,452

New orders received
in Q3 2022



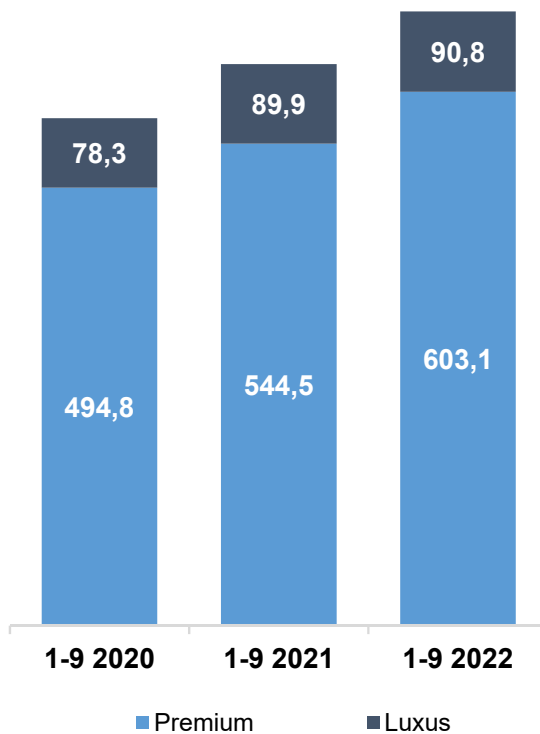
KEY FIGURES

in EUR mill.	NINE MONTHS			Q3		
	2022	2021		2022	2021	
Net revenue	693,9	634,5	9,4%	246,6	192,9	27,8%
Premium	603,1	544,5	10,8%	218,9	162,6	34,7%
Luxury	90,8	89,9	1,0%	27,6	30,3	-8,9%
Gross revenue	727,0	675,3	7,6%	264,5	210,8	25,5%
Adj. EBITDA	31,1	46,5	-33,1%	5,7	1,8	215,5%
Adj. EBITDA margin	4,5%	7,3%		2,3%	0,9%	
EBITDA	30,8	45,4	-32,2%	5,6	1,5	277,1%

REVENUE BREAKDOWN

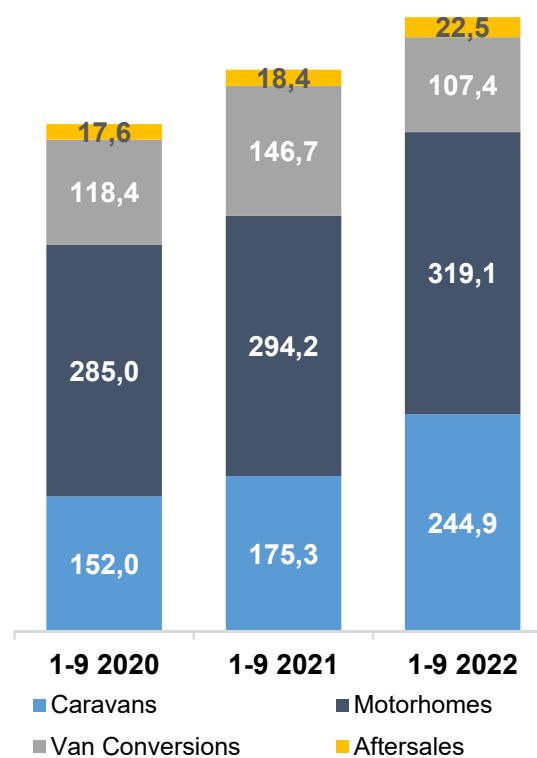
REVENUE PER BUSINESS SEGMENT

(in EUR mill.)



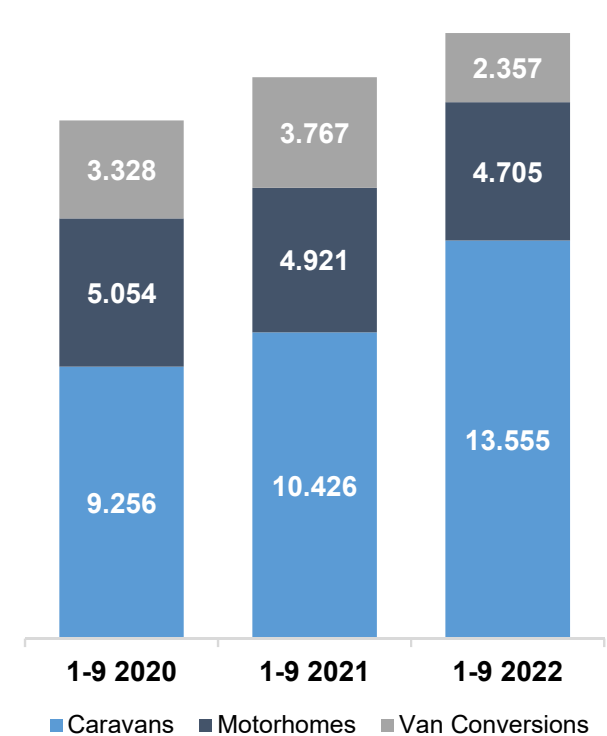
REVENUE PER PRODUCT CATEGORY

(in EUR mill.)



UNITS PER PRODUCT CATEGORY

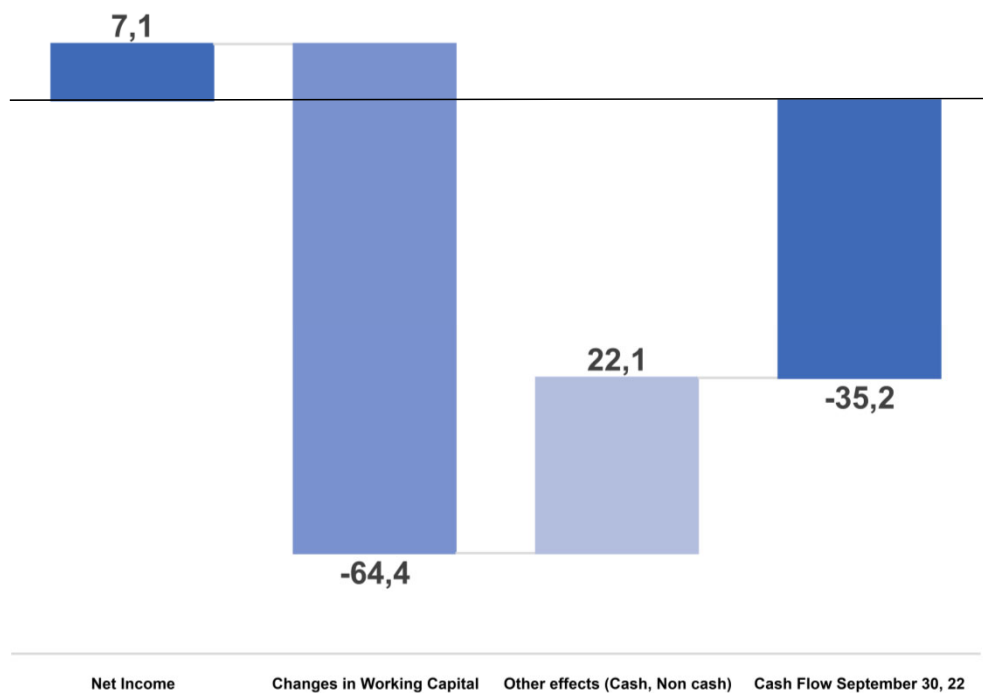
(in units)



FINANCIAL POSITION

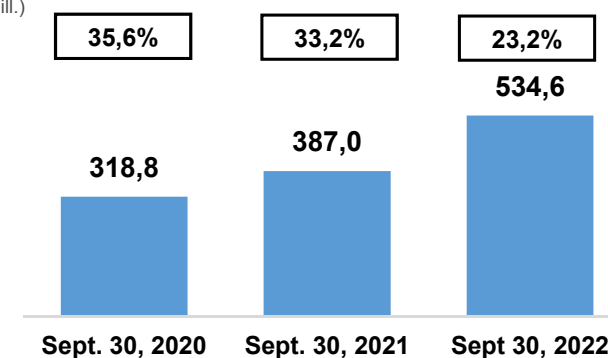
OPERATING CASH FLOW

(in EUR mill.)



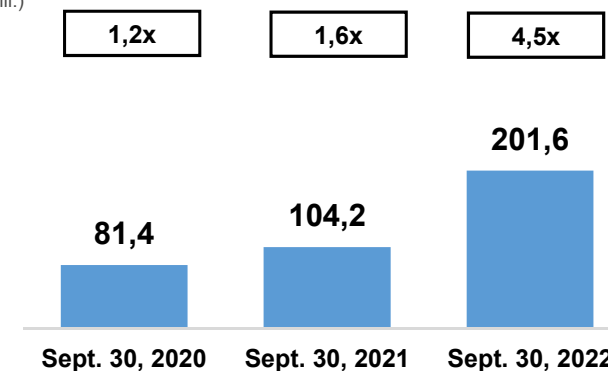
TOTAL BALANCE SHEET & EQUITY RATIO

(in EUR mill.)



NET DEBT & NET DEBT RATIO

(in EUR mill.)



OUTLOOK

Despite a challenging course of business so far, Knaus Tabbert sees itself in a position to continue to benefit from the high demand for leisure vehicles, which is expressed in a correspondingly positive revenue expectation for the 2022 financial year. 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 of motorhomes and camper vans is expected to increase significantly - compared to the first half of 2022.

The Management Board therefore confirms its forecast, according to which a significant increase in revenue (including price increase effects) to over EUR 1 billion is still expected for the Group. The Management Board continues to expect that the adjusted EBITDA for the full year will be above the previous year's level. The adjusted EBITDA margin will be above 6%.

Management is carefully monitoring the development in Ukraine as well as other supply chain related events and their potential impact on the Group's results of operations, financial position and net assets and will take appropriate measures if necessary.