

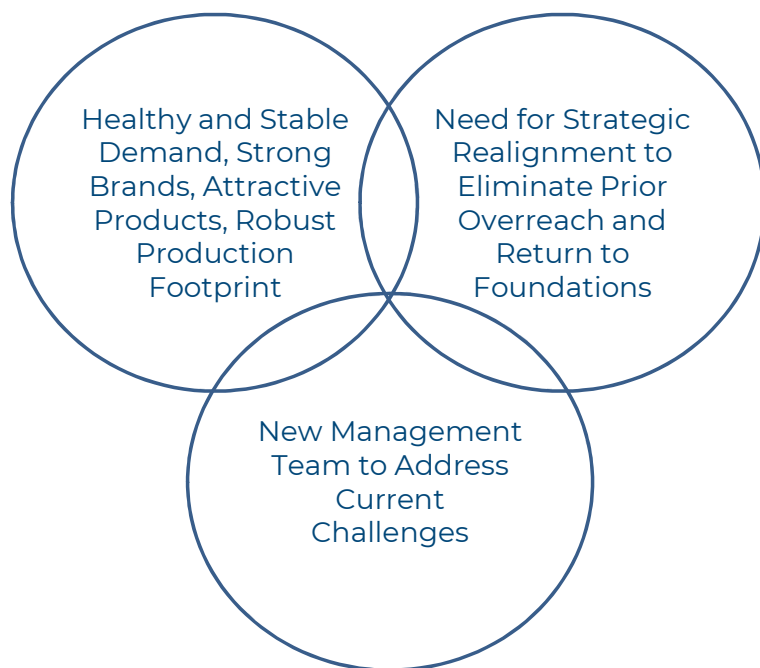
**Travel
independently.
Experience
freedom.**

EARNINGS RELEASE FY 2024
March 31, 2025

BUSINESS FUNDAMENTALS INTACT

KNAUS TABBERT IN THE PROCESS OF REALIGNMENT

THREE KEY BUILDING BLOCKS OF STATUS QUO



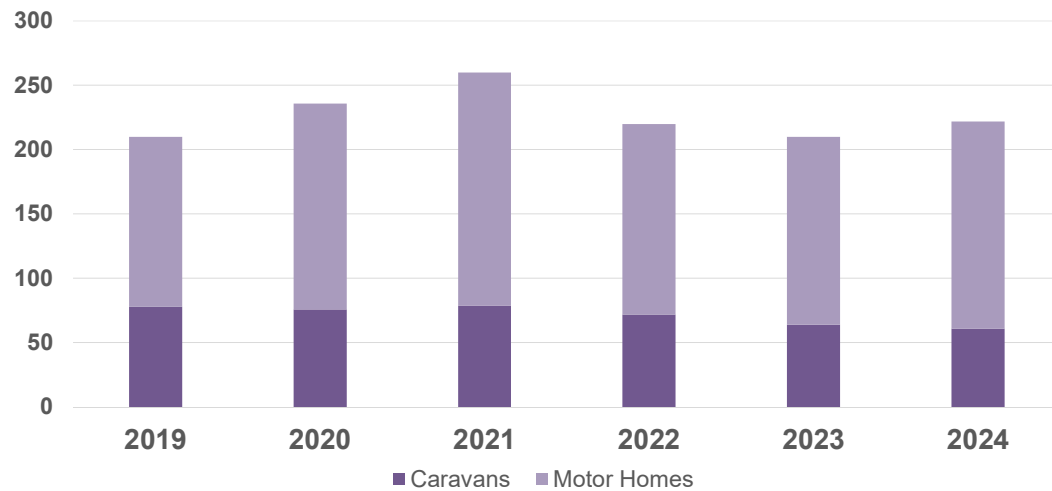
TIMELINE OF SELECTED EVENTS

- September 2024: Enhanced role of the SB, Wim de Pundert & team
- 28 Oct 2024: CEO to step aside in short order
- 22 Nov 2024: Wim de Pundert takes over CEO and CFO roles
- 28 Nov 2024: Appointment of two MB members revoked
- 5 Dec 2024: Radim Sevcik becomes CFO
- 7 Nov 2024: Q3 results published
- 13 Nov 2024: Production stop / Revenue forecast update
- 18 Mar 2025: 2024 Revenue & Adj. EBITDA announced
- 25 Mar 2025: Amendment loan agreement signed

DEMAND REMAINS STABLE AND STRONG

EUROPE - DEVELOPMENT OF NEW REGISTRATIONS

in TSD units



NEW SENIOR MANAGEMENT TEAM

COMMITTED TO STRATEGIC REALIGNMENT

RADIM SEVCIK
CFO



WIM DE PUNDERT
CEO



JOCHEN HEIN
COO – AS OF MAY 1



Among other experts, Matjaz Grm, former Sales Director of ADRIA Mobil, supports the strategic realignment of Knaus Tabbert

2024 REVENUES BACK TO TREND

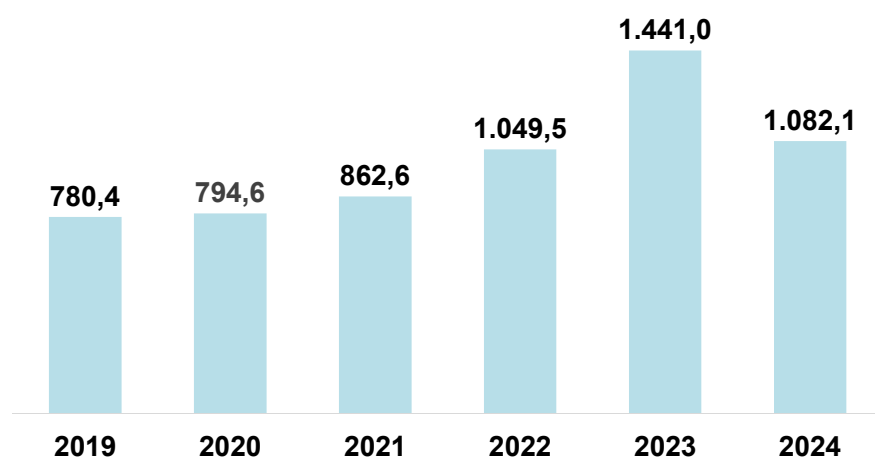
ACCUMMULATED INVENTORIES MUST BE DIGESTED

REVENUE & ORDERBOOK

In EUR mill.

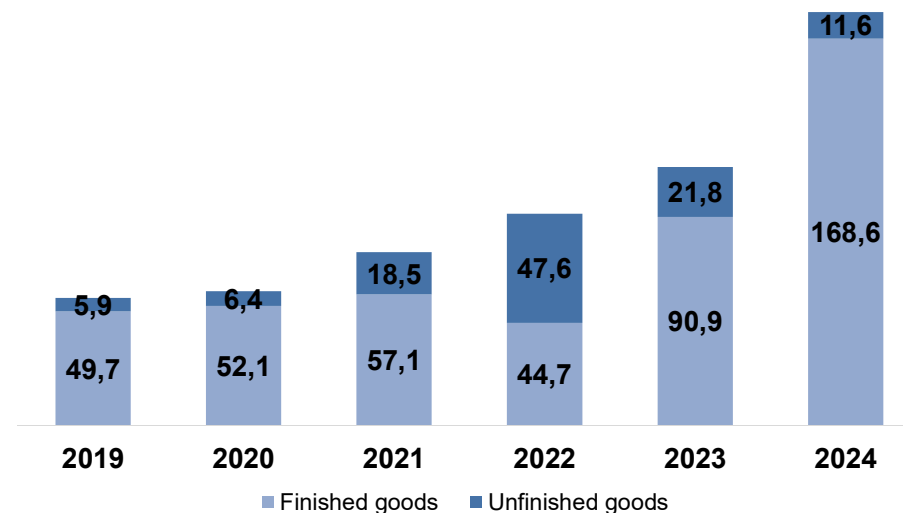
ORDERBOOK

395	640	1.306	1.243	946	480
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INVENTORY – FINISHED & UNFINISHED GOODS

in EUR mill.

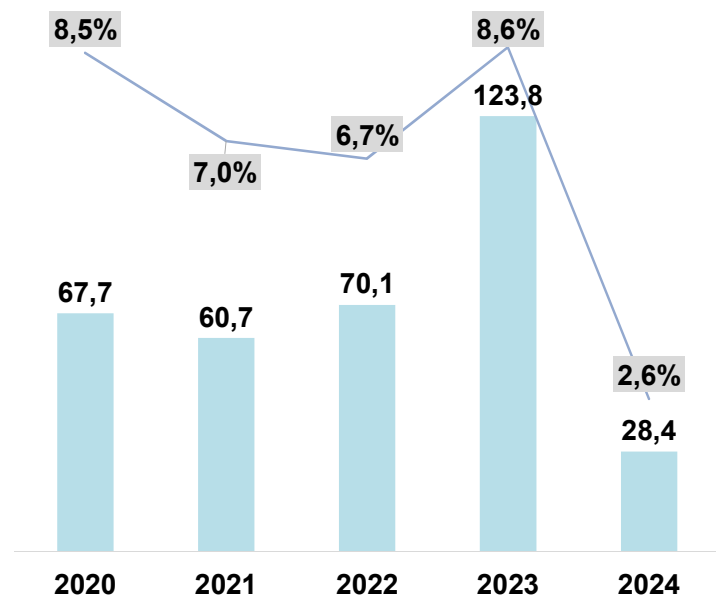


GROUP PROFITABILITY

ADJUSTED EBITDA AND BRIDGE

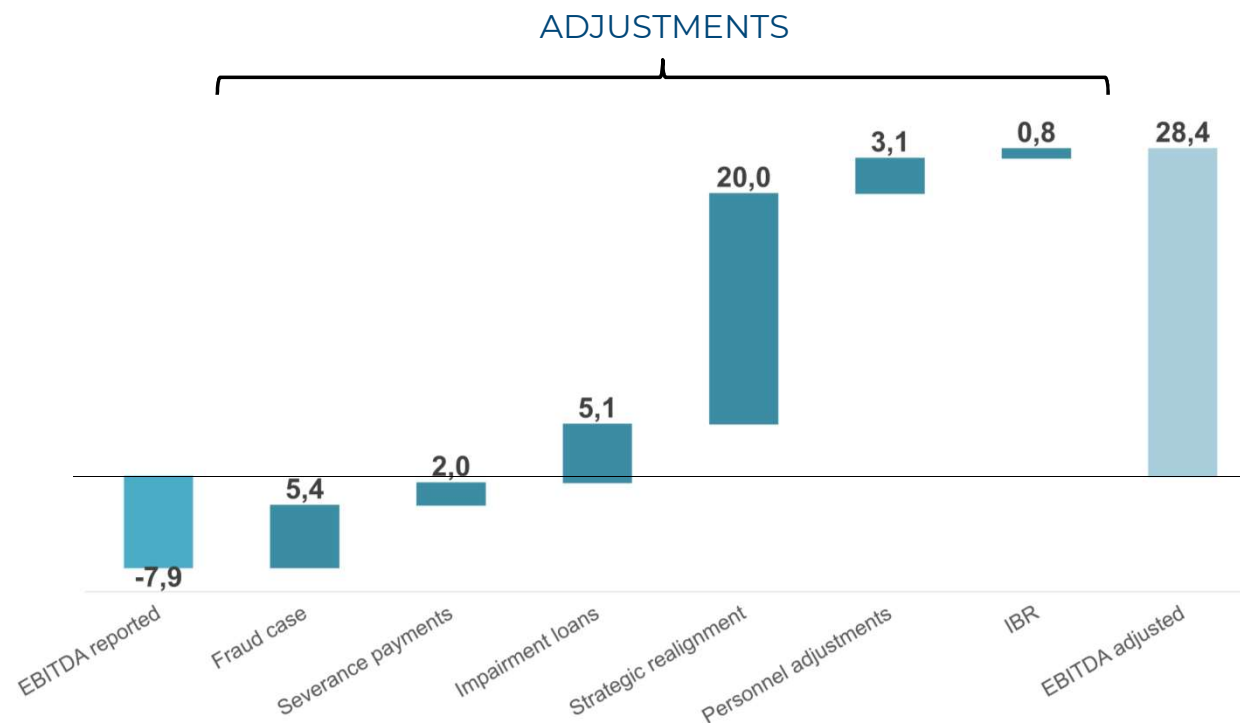
ADJ. EBITDA & EBITDA MARGIN

In EUR mill. / % of net revenue



RECONCILIATION EBITDA (REPORTED - ADJUSTED)

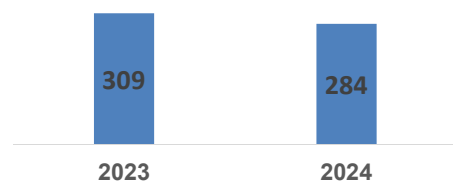
In EUR mill.



BALANCE SHEET & CASHFLOW

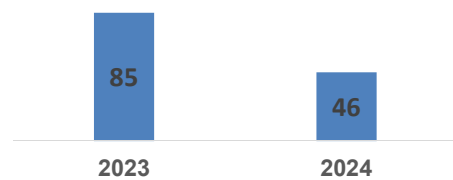
INVENTORIES

In EUR mill.



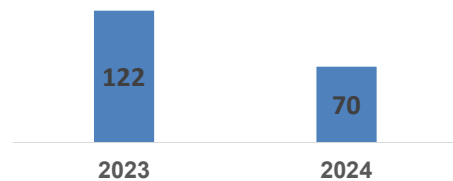
TRADE RECEIVABLES

In EUR mill.

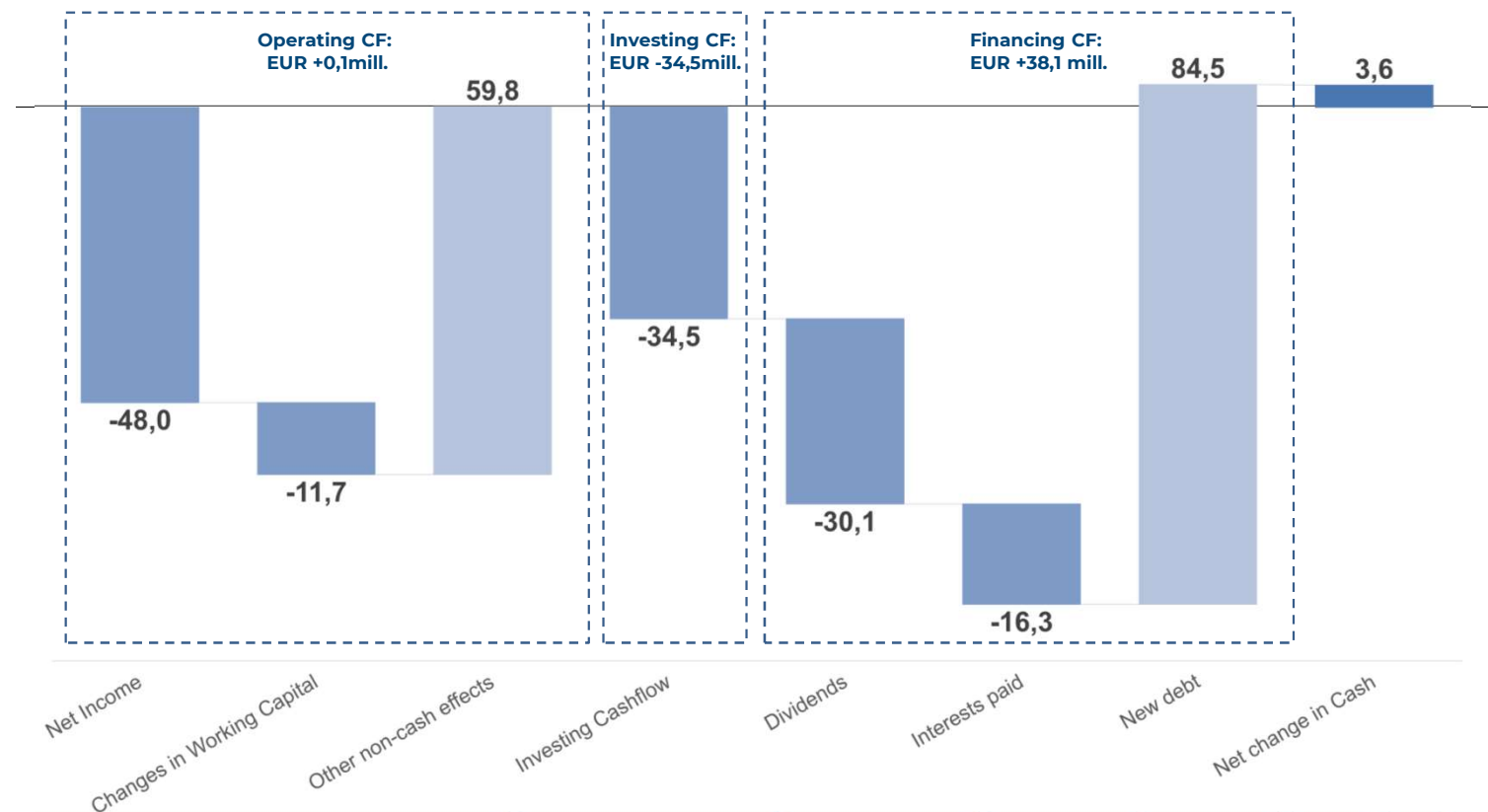


TRADE PAYABLES

In EUR mill.



CASHFLOW



STRATEGIC REALIGNMENT

KEY AREAS OF FOCUS

- Accelerated adaptation of the product portfolio to customer trends
- Reduction of personnel capacities, in production and administration
- Standardization of supplies, supplier terms renegotiations
- Production efficiency and excellence
- Elimination of unnecessary costs, e.g. in marketing, logistics, advisory and other services
- Termination of inefficient capex and R&D projects



FOR THE FINANCIAL YEAR 2025, WE EXPECT TO ACHIEVE AROUND EUR 1BN IN REVENUES AND AN ADJUSTED EBITDA MARGIN IN THE RANGE OF 5.0% TO 6.5%.

DISCLAIMER

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**ONE STEP
AHEAD**

