

# ICONIC CAMPERS

ISSUE 1 / 23

## PEOPLE. BRANDS. MARKETS.

### NEW MODELS 2024

CREATIVE, INNOVATIVE,  
ATTRACTIVE

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WELCOME  
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TOWARDS A FUTURE WORTH LIVING  
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**KnausTabbert**

Wir bewegen



# 24,546

UNITS ON ORDER

In the third quarter of 2023 alone, the Group recorded 7,881 new orders compared to 19,064 in the first nine months of the financial year. The large order backlog stands at an impressive EUR 1.2 billion, and demand for leisure vehicles from Knaus Tabbert remains high.

# 4,201

EMPLOYEES



# SPACE MIRACLE

THE NEW CARALIFE

When designing the new WEINSBERG camper van, the company drew inspiration from experienced and ambitious DIY and camping enthusiasts. Social media were the most important sources. The result: a vehicle that has lots to offer in terms of comfort, efficiency and cosiness.



Along with the high order backlog and the continuing high demand for leisure vehicles, Knaus Tabbert is also continuously expanding its personnel capacities. The workforce of Knaus Tabbert has risen by more than 5% since the beginning of 2023 – an increase of more than 13% compared to the end of September 2022.

# NEW MODELS FOR 2024

With the KNAUS YASEO, the WEINSBERG X-Cursion CUV and X-Cursion Van as well as the Caralife, Knaus Tabbert has introduced several attractive new models for the 2024 model year, all of which stand out due to their innovative features. It was not least thanks to these innovations that Caravan Salon 2023 once again proved to be a complete success for the Group.



# +187.8%

EBITDA

Despite significantly higher material and personnel expenses, Knaus Tabbert was able to nearly triple its EBITDA to EUR 88.6 million relative to the first three quarters of 2023. A 54.7% increase in revenue to EUR 1,073.5 million provided a solid basis for this.

# OVERVIEW



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**“WE HAVE REMAINED COMMITTED TO OUR SOLID, HEALTHY AND SUSTAINABLE GROWTH PATH AND HAVE DELIVERED.”**

**WOLFGANG SPECK, CEO**



**WOLFGANG SPECK,**  
CEO

## DEAR READERS & CAMPING FRIENDS

**At the beginning of November, we were able to present our impressive results for the third quarter of 2023. Revenue of the Knaus Tabbert Group in the period from July to September increased to 319 million euros this year.**

*This corresponds to a plus of approximately 30 percent compared to the same quarter of the previous year. Our EBITDA developed particularly positively, almost tripling to 19 million euros. In total, we generated revenue of 1.1 billion euros with EBITDA of 89 million euros. This strong performance is the result of ongoing investments in innovation and a clear strategic focus. In other words: we have remained committed to our solid, healthy and sustainable growth course and have delivered.*

*In addition to the presentation of our quarterly results, autumn is traditionally the time for trade fairs and the start of the upcoming model year. Caravan Salon 2023, the largest event of its kind, was a resounding success for us. As the largest exhibitor, we showcased many innovations in Düsseldorf again this year. The new CaraLife from WEINSBERG attracted particular interest, and we actively drew inspiration from*

*the social media community when developing this camper van. Under the hashtag #vanlife, we found an almost inexhaustible pool of suggestions and inspiration. We combined the innovative power of the crowd with our expertise when developing the*

*CaraLife, a compact camper van that leaves nothing to be desired in terms of comfort. A compact design is also the focus of the WEINSBERG X-Cursion CUV, which reveals its full camping size on the manoeuvrable chassis of a VW Bully.*

*With the KNAUS YASEO, we presented a major step towards the future in Düsseldorf. The caravan specifically designed for electrically powered towing vehicles not only impresses with a lower weight and less aerodynamic drag on the road; it also sources energy from the battery of the towing vehicle, allowing it to be expanded with a standard 220-volt infrastructure - and thus entirely without gas.*

*Contrary to frequently expressed doubts, Caravan Salon has clearly shown that the market for leisure vehicles is continuing to develop dynamically after the pandemic. Among the 254,000 attendees of the trade fair a good third were first-time visitors. The revenue realised at the trade fair, which reached similarly high levels as in previous years, confirm the ongoing positive market development. Interest in our industry thus remains high.*

*By relaunching our “Open Dealer Days” marketing campaign first introduced in 2021, we succeeded in raising awareness of our brands among a younger target group in 2023. In Germany, Austria and Switzerland, we registered an increase in the number of online searches for dealers by 70 percent, social media ad impressions increased by around 46 percent, and the reach of our TV ads increased to a total of*

*110 million views as a result of the campaign.*

*The order backlog of the Knaus Tabbert Group remains at over one billion euros, providing us with planning security until well into the second half of the financial year 2024. Delivery times have also improved, even though they are still lagging behind their pre-pandemic levels. This positive development is due not least to our new variety of chassis options, which has significantly improved the reliability of supply in the last twelve months.*

*In the medium and long term, demographic changes are likely to hold further growth potential for us. The study Consumer Life conducted by the market research institute GfK in August 2023 confirms this: caravanning stands for self-determination, feeling close to nature and flexibility – values that more than ever appeal to all age and target groups.*

*With this in mind, we are very optimistic about the future. Now let me take you on a journey offering some fascinating insights into the world of Knaus Tabbert. We hope you stay true to us, as readers, campers, friends or employees of the company.*

**Yours,  
Wolfgang Speck**

# CREATIVE, INNOVATIVE, ATTRACTIVE THE NEW MODELS FOR 2024



## HIGHLIGHTS



- multifunctional space concept
- optimised for electric cars and small towing vehicles
- autonomous power supply with the possibility of bidirectional charging of the towing vehicle
- variable furniture modules
- generous loading and storage space solutions
- fully electric and gas-free design

## YASEO

### THE FUTURE STARTS NOW

With the new YASEO model, KNAUS is taking an important step towards the energy future. This is because the caravan is designed to be used with electrically powered towing vehicles. The intelligent combination of ultra-lightweight construction and space efficiency lies at the heart of this concept. With a length of just 4.3 metres and a weight of just over 900 kilograms, the caravan offers the same high level of comfort as comparable models measuring 6 metres in length. The standard layout is designed to accommodate three people. However, it can be optionally extended to include two additional sleeping places. The Yaseo is therefore primarily aimed at young families and couples. The modular fittings of the YASEO allow them to make their personal vision of a successful camping holiday a reality.



## HIGHLIGHTS



- fun to drive and suitable for everyday use due to its compact dimensions
- 2.17 metres headroom thanks to an innovative lifting roof concept
- fully equipped kitchen
- bathroom with shower and toilet
- two variable floor plan solutions



## X-CURSION CUV

### COMPACT YET SPACIOUS

With the new X-Cursion CUV, WEINSBERG demonstrates how the chassis of a VW Bulli can unfold its full camping potential. With its compact dimensions, the camper van promises unlimited driving fun and suitability for everyday use as well as uncompromising camping pleasure. The interior of the vehicle is changeable and spacious. Up to four people can comfortably travel and relax in the X-Cursion CUV. Special highlights include a fully equipped bathroom and a kitchen that leaves nothing to be desired.

## CARALIFT AND CARASUITE FORD

### TWO GENEROUS ALLROUNDERS

The successful CaraLoft and CaraSuite models will be available from 2024 in four and two additional floor plan variants respectively. The elegant design and superb living and travelling comfort of the two motorhomes built on Ford chassis remain unchanged. With these models, WEINSBERG offers its customers even greater choice while fulfilling almost all individual needs.



## HIGHLIGHTS

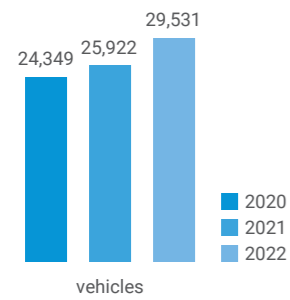


- clean interior design by WEINSBERG
- up to 155 HP with manual or automatic transmission
- generous bathroom solutions
- sophisticated storage possibilities in the cockpit
- innovative seat bench concept with greater seat depth
- optional framed windows

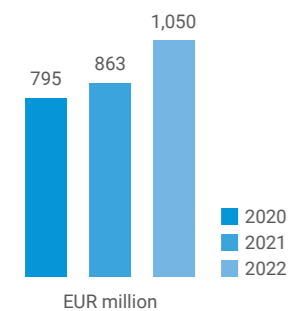


# STRONG PERFORMANCE IN A DYNAMIC MARKET

## VEHICLES SOLD



## REVENUE GROWTH



**THE MARKET FOR CARAVANS AND MOTORHOMES IS CONTINUING TO DEVELOP DYNAMICALLY, DRIVEN BY LONG-TERM DEMOGRAPHIC AND SOCIETAL TRENDS. LATELY, KNAUS TABBERT WAS ABLE TO EXPLOIT THIS POTENTIAL TO ACHIEVE SOLID REVENUE GROWTH AND TO EXPAND ITS MARKET SHARE.**

In recent years, several megatrends have provided a lasting stimulus to the European market for motorhomes and caravans. Firstly, the demographic developments on the continent deserve to be mentioned here. The main target group for the purchase of motorhomes and caravans are people aged 45 and over – a section of the population that is growing in the long term due to increasing life expectancy. In addition, cultural changes are taking place: today's elderly are healthier and more active, and this is fuelling interest in caravanning as an attractive form of holidaying. However, the wish for independence and freedom when on holiday, away from mass tourism and overcrowded hotel complexes, is also growing among younger people – not least due to the coronavirus pandemic.

These developments are already clearly reflected in registration figures and point to a promising future for the industry. Whereas the number of new registrations of motorhomes and caravans in Europe stood at approximately 150,000 per year after the turn of the millennium, this figure has meanwhile grown to

more than 260,000 since the financial crisis. Across Europe, the number of newly registered motorhomes has more than tripled from 50,000 in 2000 to approximately 180,000.

In this overall highly dynamic environment, Knaus Tabbert is working intensively on further developing its product range. With five well-known brands, the company's portfolio includes attractive offers for nearly all target groups. Knaus Tabbert has also positioned itself as a market leader in terms of technological developments – particularly in the area of sustainability. The Group is currently one of few suppliers in Europe to focus on lightweight construction and electric drives for motorhomes. These measures have contributed to the company's particularly strong performance.

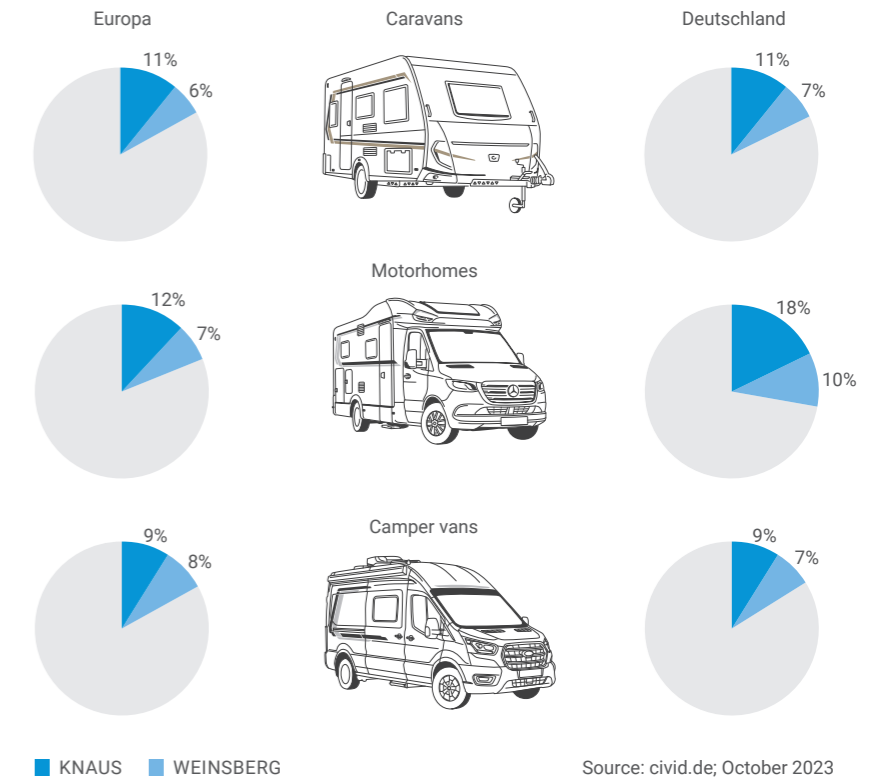
Knaus Tabbert was able to significantly increase the number of vehicles invoiced in the last twelve months. This also had a markedly positive impact on the Group's revenue. Reasons for this outperformance of the market include supply chain problems in 2021 and 2022, which Knaus Tabbert was able to manage better than its competitors thanks to a sophisticated portfolio and procurement strategy. Knaus Tabbert has thus expanded its supplier base for the required chassis from one main supplier to five, thereby largely avoiding bottlenecks in this essential area for the industry. On the other hand, the Group's products are among the most successful on the European market due to their high quality and variety.

# 4

## MEGATRENDS ARE REVIVING THE MARKET

- growth of the target group 45+
- healthier and more active senior citizens
- growing desire for more independence while on holiday
- increasing awareness of sustainability

## MARKET SHARES OF NEW REGISTRATIONS



Source: civid.de; October 2023



The Group's most important revenue drivers include the KNAUS, TABBERT and WEINSBERG brands, which have recently increased their market shares in all relevant product categories significantly.



# RENTING THAT LEAVES YOU WANTING MORE

**KNAUS TABBERT FOUNDED RENT AND TRAVEL IN 2016. TODAY, IT RANKS AMONG THE LARGEST DIGITAL PLATFORMS FOR RENTING LEISURE VEHICLES IN GERMANY. IN ADDITION TO A WIDE PORTFOLIO OF RENTAL VEHICLES, RENT AND TRAVEL ALSO INDIRECTLY SERVES AS AN IMPORTANT SALES TOOL FOR KNAUS TABBERT PRODUCTS.**

Caravanning is one of the most popular forms of holidaying in Germany. According to a recent study by GfK, 14.2 million Germans over the age of 18 can imagine going on a caravanning holiday in the next five years. However, not all of them wish to buy a motorhome or caravan for this purpose, opting instead for a rental.

## BASIS FOR PURCHASE DECISIONS

After all, that makes perfect sense as investing in a caravan or motorhome needs to be carefully considered. Holidaying in a rented vehicle allows potential buyers to carefully assess whether camping meets their personal expectations and which vehicle type, size and equipment is the right choice for them. Around 40 percent of all

buyers therefore decide to rent a motorhome or caravan before buying. Renting also gives younger people the opportunity to travel by motorhome or caravan. In many cases, they decide to purchase their own vehicle in later years.

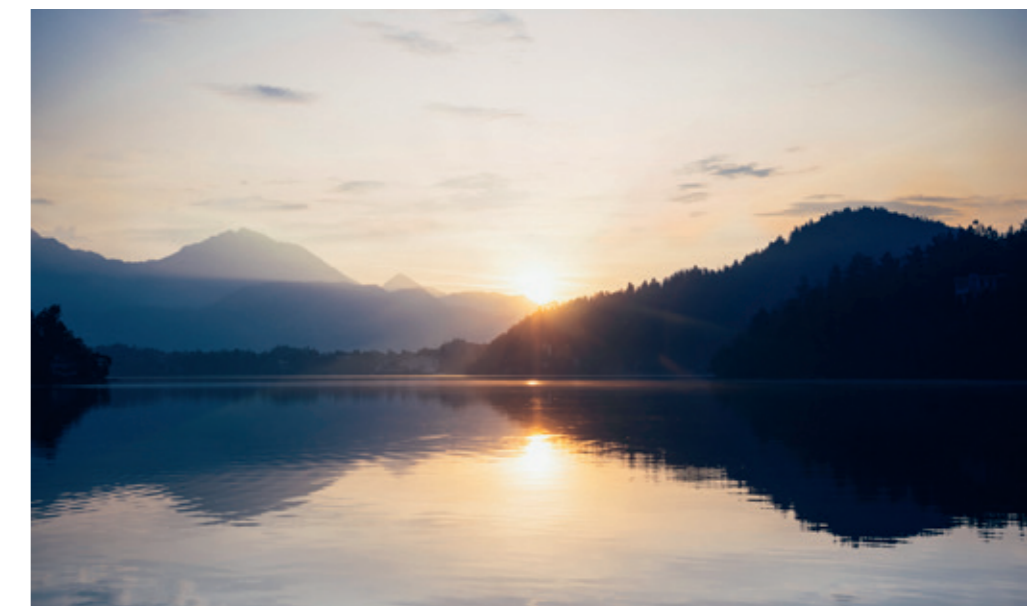
## EFFECTIVE SALES TOOL

Developing an internet platform that allows interested target groups to choose from a comprehensive range of various camping vehicle models was therefore an important strategic decision for Knaus Tabbert. Currently, more than 2,500 rental vehicles can be booked at over 190 stations via RENT AND TRAVEL. Potential buyers thus come into contact with the company's brand diversity at an early stage and can test it in practice – and ideally become enthusiastic about it. RENT AND TRAVEL therefore not only offers holidaymakers the opportunity to enjoy an unforgettable camping experience, but is often the first step on the way to owning

a motorhome and making an informed purchase decision. Renting is often an intermediate step prior to buying. After all, anyone who has been camping at least once and has acquired a taste for it will often come back for more.

## ADDITIONAL OFFERS WITH ADDED VALUE

As a special offer, RENT AND TRAVEL also provides a smartphone app that makes travelling in a motorhome or caravan even more enjoyable. The app is available for iPhone and Android and provides services relating to selection, booking, holiday preparations and check-in. It complements the smartCI app from Knaus Tabbert, which offers useful tips on the correct use of the vehicle and its equipment as well as practical route suggestions, up-to-date information on campsites and events, and information on how to contact the Knaus Tabbert service teams.



## RENT AND TRAVEL ALSO AS AN APP

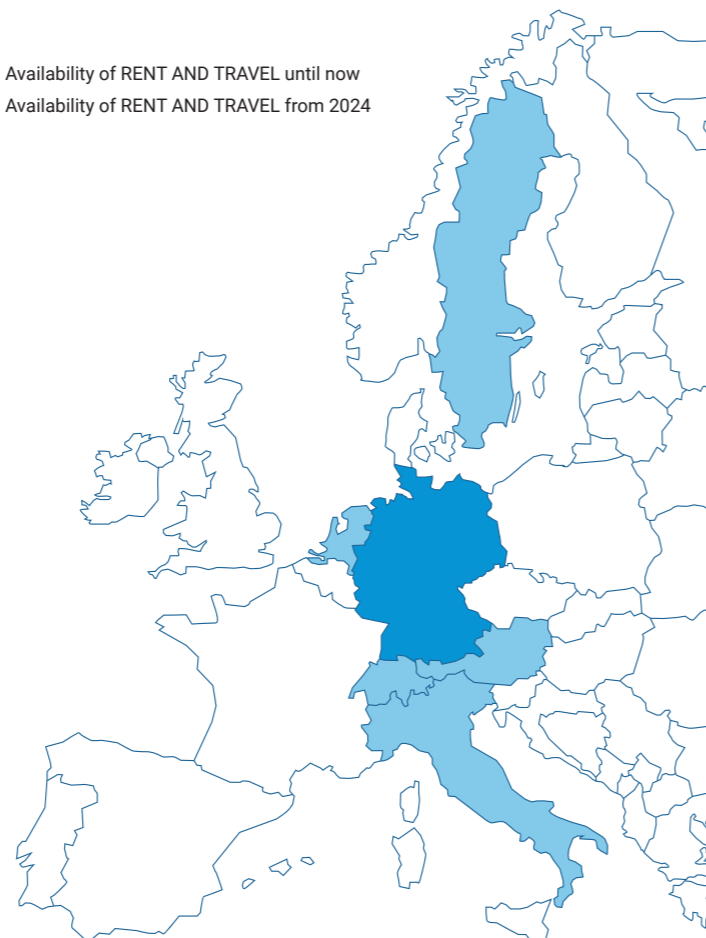


Vacation experience even more mobile with the following functions:

- Booking status overview
- Push messages
- Online check-in
- Payment management
- Instruction videos
- Checklists
- Station details
- Rental offers
- Emergency assistance

and much more ...

- Availability of RENT AND TRAVEL until now
- Availability of RENT AND TRAVEL from 2024





**RELAUNCH 2023**

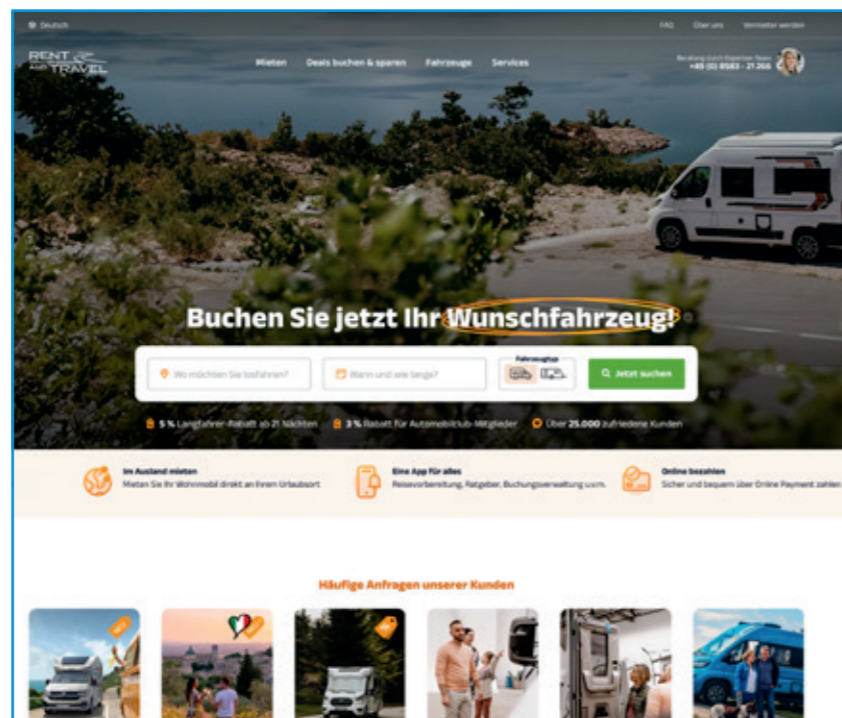
RENT AND TRAVEL went live with a new website at the end of 2023. In addition to modernising the platform design, the user experience has been significantly improved. Based on experience from previous years, vehicle searches are now more intuitive, and the booking process has been simplified. The website now makes you want to go on a camping holiday even more while providing a comprehensive overview of the Knaus Tabbert product portfolio. But that's not all: in the coming months, the platform will be expanded to include a voucher offer and a blog where renters can find inspiration for a fantastic camping holiday in a Knaus Tabbert vehicle.

**EXPANDING IN EUROPE**

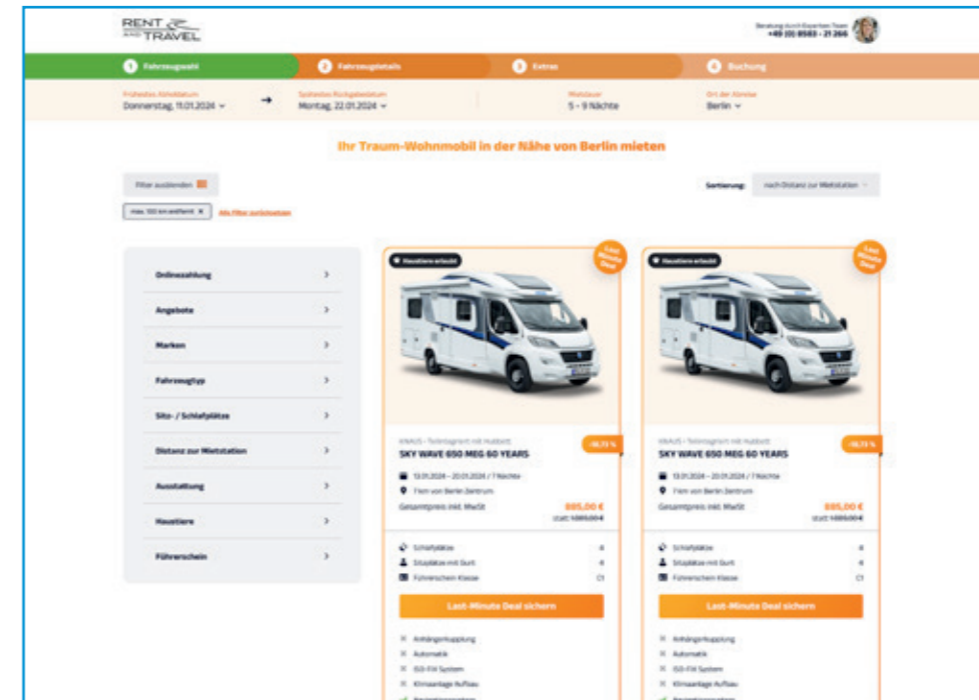
For RENT AND TRAVEL, 2024 is all about becoming more international. As a first step, the platform expanded to Italy on 1 December 2023. Austria, Switzerland, Sweden

and the Netherlands will be added in 2024. With its internationalisation strateav. Knaus Tabbert aims to

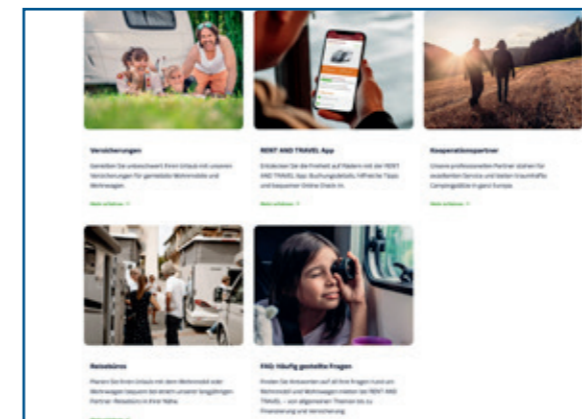
further expand RENT AND TRAVEL's strong position as a caravanning rental platform.



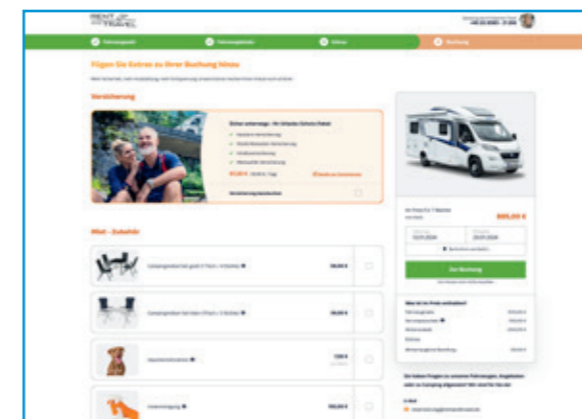
Following the relaunch of rentandtravel.de, the rental platform now has an even fresher look and is more user-friendly.



Clear, fast, intuitive: searching for your dream vehicle has never been easier.



A wealth of information and additional offers leave no questions unanswered.



Optimised booking process: five steps to an unforgettable camping holiday.



# KNAUS TABBERT RENTAL RENTAL CONCEPT BASED ON THREE PILLARS

KNAUS TABBERT'S RENTAL CONCEPT IS BASED ON THREE PILLARS, EACH OF WHICH ADDRESSES DIFFERENT TARGET GROUPS:

PILLAR 1

NEW CUSTOMERS

Through RENT AND TRAVEL, Knaus Tabbert wishes to get new customers interested in camping holidays.

PILLAR 2

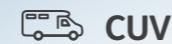
POTENTIAL BUYERS

Potential buyers can test their future motorhome or caravan while renting, allowing them to make an informed purchase decision.

PILLAR 3

COMMERCIAL RENTAL COMPANIES

Knaus Tabbert offers commercial rental companies three rental programmes to actively support them in establishing and expanding their range of rental offers.



# SPACIOUS WHEN ON HOLIDAY



# COMPACT WHEN COMMUTING.

**THE NEW WEINSBERG X-CURSION CUV.** *The first to have it all.*

Similar images



Holidays, everyday commutes and driving fun - all combined in a new revolutionary vehicle class: the X-Cursion CUV. With compact dimensions and clever solutions, it proves true camping greatness. What was previously considered impossible in the Bulli class is now an ingenious reality: bathroom, toilet, garage and impressive headroom in a vehicle that is naturally practical for everyday use. More information: [xcursion-cuv.com](http://xcursion-cuv.com)

**WEINSBERG**  
*Dein Urlaub!*





# CaraLife

## A FEEL-GOOD SPACE MIRACLE

For the development of the CaraLife, WEINSBERG adopted a radically new approach: when designing the new camper van, the company enlisted the help of experienced and ambitious DIY and camping enthusiasts.

Social media were the most important sources. The result: a vehicle that offers a lot in terms of comfort, efficiency and cosiness on a small space.

**ANYONE LOOKING FOR INSPIRATION AND PRACTICAL TIPS ON SOCIAL MEDIA ON HOW TO BUILD THEIR OWN CAMPER VAN WILL FIND WHAT THEY ARE LOOKING FOR UNDER THE HASHTAG #VANLIFE. IN COUNTLESS POSTS, DIY ENTHUSIASTS PRESENT THEIR IDEAS FOR A PERFECTLY CUSTOMISED CAMPER VAN. WEINSBERG HAS UNITED THIS TREASURE TROVE OF CONCEPTS AND SUGGESTIONS WITH THE COMPANY'S MANY YEARS OF EXPERIENCE TO DEVELOP THE NEW CARALIFE.**

What immediately strikes you when browsing the hashtag #vanlife is that many hobbyists opt for a similar design for their vans – with a cosy seating corner, a spacious sleeping area and a rather small bathroom. This also describes the basic features of the CaraLife concept, which WEINSBERG has optimised to create an ideal solution and brought onto the market for the 2024 model year.

### COMFORTABLE AND SAFE TRAVELLING

The van is based on a Fiat Ducato with a total weight of 3.5 tonnes, a length of 6.36 metres and an external height of 2.58 metres. The interior offers a generous headroom of 1.89 metres. Unlike many other camper vans or motorhomes, in which the driver's compartment can be integrated into the living area by means of pivotable seats, the driver's compartment

in the CaraLife is completely separated from the living area.

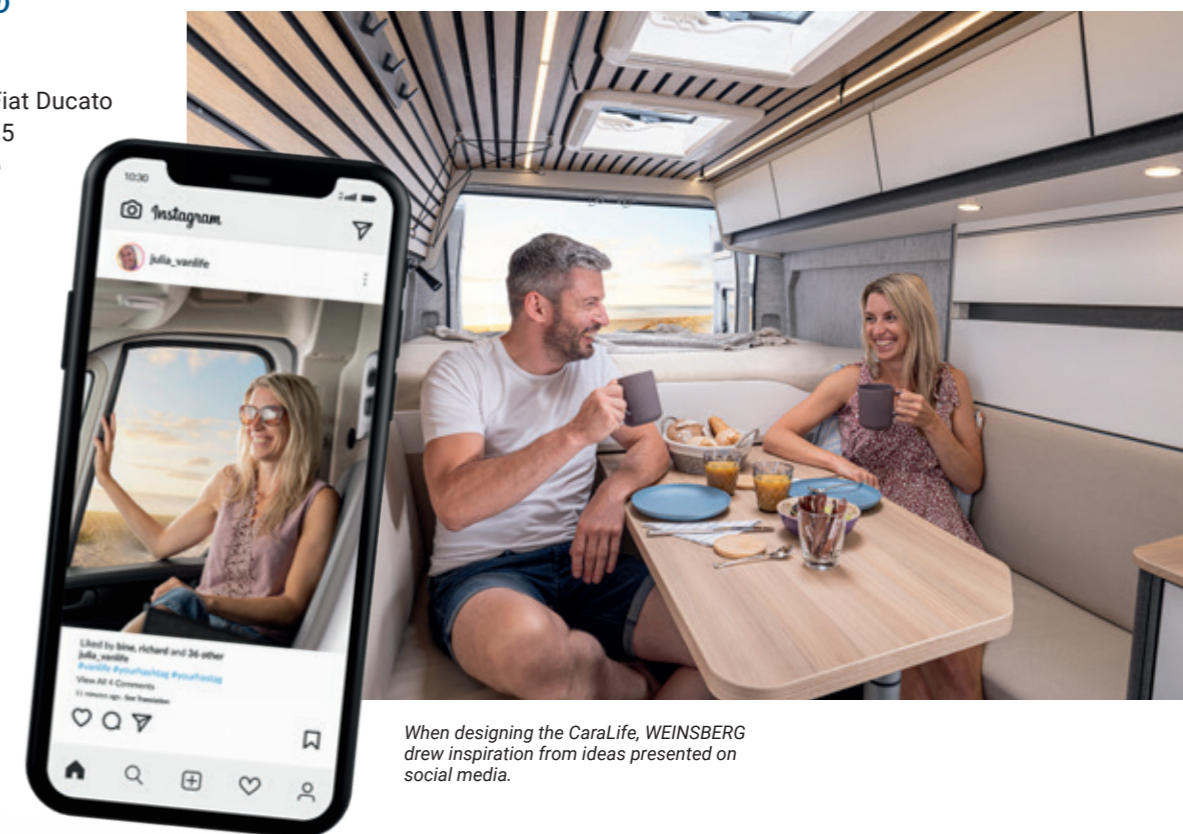
WEINSBERG has made a conscious decision in favour of this solution. It offers greater comfort when travelling and provides space for three fully-fledged seats in the cockpit. On the other hand, heating and cooling the driving and living unit is considerably easier and more energy-efficient: the automatic climate control in the driver's cabin ensures rapid cooling, while the Truma diesel heater provides pleasant warmth in the living area.

### LOTS OF ROOM IN A SMALL SPACE

As the driver's cabin has remained unchanged, the CaraLife initially looks like an ordinary camper van from the outside. This, however, does not apply to the interior, where passengers will discover a true space miracle. The entrance area features an L-shaped pantry with a two-burner hob and a generous work surface. The rear wall of the driver's cabin serves as a practical kitchen

wall, which offers space for a mirror cabinet and a pivotable TV screen. Right next to the van entrance you will also find a multifunctional cupboard, offering handy storage space as well as a removable drinks carrier and an outside table that can be folded out in one simple motion. This means that you can enjoy breakfast, lunch and dinner in front of the van in next to no time. The kitchen is also equipped with a 90-litre refrigerator including a freezer compartment, which can be accessed from both the inside and outside.

Not only the kitchen, but also the entire furnishings of the CaraLife are designed for maximum functionality. As already mentioned, a mirror cabinet offering plenty of storage space for toiletries and the like is fitted above the sink. In this way, the kitchen quickly transforms into a bathroom, allowing you to freshen up in the morning and evening. The van is equipped with a water tank with a capacity of more than 100 litres to ensure that you don't run out of water on the road.



When designing the CaraLife, WEINSBERG drew inspiration from ideas presented on social media.



The foldable Secret Shower can be pulled up from the floor of the camper van.

**SECRET SHOWER**

With the CaraLife, in contrast to many privately extended vans, WEINSBERG has succeeded in integrating a unique concept for a comfortable shower: the so-called Secret Shower appears at first glance as an inconspicuous bottom flap under the dining table. Yet underneath the flap you will find a shower basin, a foldable shower cubicle and fittings that can be effortlessly pulled up to the vehicle ceiling and fastened there. The opaque shower cabin ensures that no water can spill out and no prying eyes can see in. The CaraLife's odour-proof Porta Potti toilet is stowed away in a similarly space-saving fashion: it is located under one of the two seat benches and is only pulled out when needed. All of

this contributes to the spacious feel of the CaraLife, without having to sacrifice comfort when it comes to personal hygiene.

**COMFY SEATING AND SPACIOUS LYING SURFACES**

Adjacent to the kitchen is a dinette arranged face-to-face. It consists of two seat benches and a dining table and offers enough space for a cosy breakfast, long games nights, socialising and much more besides. The large transversal bed, which can be extended to a total of 2 by 2.10 metres with an optional pull-out slat frame, ensures utmost comfort. When the dining table is not needed, it can be completely stowed away under the lying surface. This makes getting out of bed easier and also allows the dinette to be transformed

into an additional lying surface quickly and conveniently.

**CINEMA UNDER THE STARS**

In addition, the bed can also be used as a cosy sofa. Depending on which side is folded up, it can be positioned in two viewing directions. No matter whether you prefer watching the Smart TV from the couch or enjoying the sunset through the rear window – your personal tastes can be satisfied in just a few simple steps. You can swivel the TV set outwards using a flexible suspension system so that you can also watch it in front of the van – a cinema under the stars is part of the CaraLife experience.

**SUFFICIENT STORAGE SPACE**

Anyone who spends a lot of time travelling usually also needs a lot of luggage. The CaraLife also takes care of this: in addition to superb living comfort and a cosy ambience, it also offers plenty of storage space for surfboards, bicycles, diving equipment and co. The sophisticated sofa design allows the spacious rear garage of the van to be accessed at all times.

**INDIVIDUAL AND HIGH-QUALITY DESIGN**

One of the real highlights of the CaraLife is its design, which is characterised by clean lines and subtle colours. The upholstery covers are available in Savannah Beige and Alaska Grey. The wall panelling of the rear section is kept in a felt look, while a wood look predominates in the front part of the living area. The crossbars attached to the walls and ceiling not only look good, but can also be fitted with practical hooks and mounts. An extensive range of

accessories allows CaraLife users to customise their van – pictures, plants and other items can easily be attached to the wall. Individual preferences can also be catered for in the exterior of the CaraLife. Customers can thus choose from various sticker sets that transform their camper van into an eye-catcher from the outside too. This makes the design of the CaraLife just as diverse as the target group of customers that WEINSBERG is addressing with the CaraLife concept.



**CARALIFE HIGHLIGHTS**

- practical crossbars in a wood look
- inspired by true camping enthusiasts
- two-burner hob
- fold-out outdoor table
- customised design
- Secret Shower
- XXL lying surfaces
- cinema under the stars
- spacious rear garage
- two passenger seats
- 90-litre refrigerator





# MORELO WELCOME HOME

MORE THAN ANY OTHER KNAUS TABBERT BRAND, MORELO STANDS FOR A STYLE OF LIFE COMBINING A LOVE OF ADVENTURE WITH THE DESIRE FOR COMFORT AT THE HIGHEST LEVEL.

FOUNDED IN 2010, THE LUXURY BRAND CAN TODAY LOOK BACK ON A UNIQUE SUCCESS STORY. WITH EXPERTISE, INNOVATIVE SPIRIT AND PASSIONATE TEAMWORK, THIS SUCCESS IS SET TO CONTINUE IN THE YEARS TO COME.

WELCOME HOME – that is the slogan of MORELO. With this motto, the brand aims to express nothing less than the claim that its customers should not compromise in terms of comfort or luxury on their camping holiday. This is because MORELO solutions leave nothing to be desired in terms of furnishings, quality and living comfort. The in-house innovation and development team also draws inspiration from the company's customers. The basis for this is an intensive and ongoing dialogue and the willingness to take the wishes and suggestions of experienced camping enthusiasts into account in the further development of the vehicles.

MORELO puts this form of customer proximity into practice, not least at its annual customer event MORELO OPEN. The four-day event was last held in May 2023. Around 900 MORELO motorhomes drove up to the company's site in Schlüssel-feld, Bavaria, proving once again that MORELO embodies a unique lifestyle in addition to luxury on wheels, around which a dynamic community has established itself in recent years. In addition to an attractive supporting programme, direct interaction between users and the MORELO team was at the top of the agenda at the MORELO OPEN 2023.





A lack of space is definitely not something you can complain about in a MORELO.

## “EXPERIENCE ADVENTURES, ENJOY LUXURY.”

On a technical level, MORELO combines high tech, functionality and design in a unique way in its currently seven luxury model series. The company employs approximately 460 members of staff at its production site in Schüsselfeld, including design and development engineers, mechatronics engineers, film specialists, carpenters and numerous other specialists. Around 550 vehicles leave the 16,000 square metre plant each year. The fact that MORELO customers can rely on individuality and attention to detail, in spite of these impressive figures, is due not only to the many years of experience and comprehensive expertise, but also to the unique passion of the MORELO team – a dedication that undoubtedly represents the essence of the brand and a key success factor.

### INNOVATIVE POWER THAT IS IN VOGUE

In addition to the high quality of its motorhomes, MORELO’s success is also rooted in a trend that has been gaining ground in recent years: camping was once seen as a form of holidaying reserved for an adventurous target group with little demand for comfort, let alone

luxury. Since COVID-19 in particular, the demand of many people for customised and completely independent holidays has been growing. Alongside adventures, comfort is increasingly becoming a focus of camping holidays. Together with new technical solutions and innovative concepts, MORELO luxury motorhomes provide the perfect answer to these requirements.

In this context, MORELO vehicles stand out due to two key properties in particular: firstly, their size. With a minimum length of 8.35 metres, all models offer sufficient space for generous furnishings and comfortable travelling – for couples as well as entire families. On the other hand, the standard equipment of the vehicles includes everything which discerning travellers can expect in terms of comfort in an upscale hotel.

These unique attributes not only led to high sales figures in recent years; they have also inspired MORELO customers on a personal level. Today, the company boasts an impressive fan base that is directly involved in the further development of the company’s products by providing constructive feedback.

### INNOVATING FOR A FRESH ATTITUDE TO LIFE

One of MORELO’s current development priorities is in the area of smart equipment components. Here, customers can expect groundbreaking innovations in the coming years, as in the area of entertainment. Naturally, the company is also increasingly making use of the possibilities offered by lightweight construction technology – not least in the context of advancing e-mobility. MORELO is already one of the industry leaders in this field.

### TRAVEL FEVER IN THE “THIRD HALF OF LIFE”

Seniors are MORELO’s most important target group – a segment that is set to grow in coming years. Statistically speaking, people are not only getting older, they are also staying healthy and active for longer. In their “third half of life”, many silver agers are keen to fulfil their dream of actively travelling the world and escaping the cold weather while enjoying their much-deserved retirement in comfort and serenity.



Accordingly, buyers of MORELO motorhomes include a high proportion of old-age pensioners. The long-term demographic development in Europe therefore offers great potential for MORELO, which the company will continue to capitalise on in the future with innovative strength and uncompromising quality.

## MANUFACTURING SITE SCHLÜSSELFELD

### High-tech manufacturing for high-end demands

The luxury MORELO motorhomes are manufactured in Schüsselfeld in Bavaria. The site comprises a production area of 16,500 square metres and employs approximately 460 members of staff.



Every year, around 550 vehicles roll off the production line. As a manufactory, MORELO combines tradition and modernity thanks to state-of-the-art production facilities – quality made in Germany.

# MORELO MODEL RANGE LUXURY ON WHEELS

THE MORELO PORTFOLIO CURRENTLY COMPRISES SEVEN MODEL SERIES, WHICH DIFFER PRIMARILY IN TERMS OF SIZE. THE COMPANY'S OFFERING THUS CATERS TO DIFFERENT REQUIREMENTS AND BUDGETS IN THE LUXURY SEGMENT. IN TERMS OF DESIGN AND EQUIPMENT QUALITY, MORELO LEAVES NOTHING TO BE DESIRED.



## GRAND EMPIRE



**A vehicle that does not compromise.**

The GRAND EMPIRE represents the pinnacle of MORELO luxury motorhomes. With its unmistakable design line, its interior and exterior shows what first-class travelling means: experiencing the ultimate feeling of freedom without having to sacrifice anything. Travelling afar yet still waking up at home – could there be anything better?

## PALACE LINER



**Simply more to offer.**

Its comfortable size, clean lines and striking design make the PALACE LINER a real eye-catcher. It not only looks first-class, but also feels at least as good.

Whether driving through rough terrain or relaxing in a cosy ambience – drivers of the PALACE LINER always travel first class.



## EMPIRE LINER



**Exclusivity, style, comfort.**

All this and more awaits users of the EMPIRE LINER. With this model, MORELO not only wishes to pamper users of the EMPIRE LINER with one of the best first-class motorhomes, but also to give them the comforting feeling of being at home everywhere.



## LOFT LINER



**Simply more of everything.**

As the base model in the Liner class, the LOFT LINER using an IVECO Eurocargo chassis promises first-class comfort, while output up to 280 HP ensures you have enough power for even the most demanding routes. The journey is the reward – this certainly applies to the MORELO LOFT LINER.



## PALACE



**Elegant and unmistakable design.**

The MORELO PALACE fascinates with a striking and dynamic design. Its clean lines give the vehicle a particularly elegant touch, and the optional extra-large WideAxle creates a completely new driving experience. The PALACE thus allows you to travel in even greater comfort to the most beautiful places in the world.



## PALACE ALKOVEN



**Because we listen to our customers.**

With the PALACE ALKOVEN, MORELO has fulfilled a popular request of its customers for an alcove version of the PALACE. The model on an IVECO Daily 70 C 18 chassis impresses with its excellent finishing, typical for MORELO workmanship, perfect space utilisation and numerous technical refinements.





In his KNAUS SKY I 700 LEG, Klaus-Peter Hausberg set out to explore the Kingdom of Denmark on a very special route.

“TRAVELLING ALONG THE MARGUERITE ROUTE GIVES YOU AN IDEA WHY THE DANISH ARE AMONG THE HAPPIEST PEOPLE ON EARTH.”

KLAUS-PETER HAUSBERG



# PATHS TO HAPPINESS ON THE MARGUERITE ROUTE



**KLAUS-PETER HAUSBERG IS THE INITIATOR AND PUBLISHER OF THE WEBSITE FERIESTRASSEN.INFO. THIS PORTAL PROVIDES USERS OF MOTORHOMES WITH COMPREHENSIVE INFORMATION ON THE MOST BEAUTIFUL REGIONS AND TRAVEL DESTINATIONS IN EUROPE.**

Since 2018, Hausberg has been travelling the continent, exploring exciting themed and holiday routes as part of his GRAND TOUR. Most recently, he set off in his KNAUS SKY I 700 LEG on the 3,500 kilometre-long Marguerite route through picturesque Denmark. Without question,

this is Denmark's longest tourist attraction: the Marguerite route winds its way through the entire Kingdom, away from main roads. At nearly every crossroads, travellers will come across a square sign with a daisy against a brown background. The route was named after Queen Margrethe the Second's favourite flower. From the North Sea coast to Copenhagen, from the German-Danish border up to Hirtshals, the route leads to more than 1,000 attractions and passes castles, manor houses, viewpoints, nature reserves, medieval towns, leisure centres and, of course, campsites.

### KLAUS-PETER HAUSBERG

Klaus-Peter Hausberg is the initiator and managing director of FERIESTRASSEN.INFO. The website offers information on 50 themed and holiday routes on which camping enthusiasts can experience Germany and other parts of Europe on some of the most beautiful trails under the motto "slow travel".



1

### Årøsund

Total well-being: besides lovingly designed houses, alleys and squares, small towns also offer top gastronomy.





**Copenhagen**

*There is something for every visitor here: hardly any other city in Europe offers greater variety and diversity than the incomparable Copenhagen.*



**HYGGE: COSINESS AND JOIE DE VIVRE**

The trip gives you an idea of why the inhabitants of Denmark are among the happiest people on earth: in addition to picturesque landscapes and small towns, you will encounter cosiness and joie de vivre everywhere, which together are referred to as hygge in Danish. This attitude to life manifests itself, among other things, in the country's unique culinary and gourmet culture – and not just in Copenhagen's Noma, which was repeatedly voted the best restaurant in the world. Many small places can also boast top gastronomy such as the harbour town of Årøsund, whose bathing hotel offers an unrivalled and exquisite six-course gourmet dinner.

**HOME OF GREAT FAIRY TALES**

One of the most interesting stretches of the route leads from Flensburg to Copenhagen via Kolding. One stop along the way is the town of Odense on the island of Funen.

It is the birthplace of Hans Christian Andersen, the most famous author of fairy tales in the world. In the summer of 2021, a new H.C. Andersen Museum was opened there, which is well worth a visit on account of its magical architecture alone. The island of Funen with its family-friendly beaches, also known as the "Green Garden of the Kingdom", is situated in the middle of the Danish Baltic Sea. Not far from the capital Copenhagen is Roskilde, which is home to the burial places of the Danish kings in the cathedral and the Viking Ship Museum.

**TRADITION AND MODERNITY**

Another highlight of the tour is undoubtedly Copenhagen. Every neighbourhood in the city has its own special characteristics. Here you will find cobbled streets, colourful little houses and unique castles - but also modern architecture, impressive harbours and hip shopping streets. The opportunity to swim in the harbour, small alleys with colourful little houses,



Daisy blossoms against a brown background provide directions

numerous canals, vibrant façades, charming houseboats and numerous cosy cafés and gourmet restaurants will make you more than happy.

**ON THE ROAD IN A CLASSIC**

By the way, Klaus-Peter Hausberg was travelling in his SKY I 700 LEG, which provided both a cosy apartment and an office on his journey through Denmark. In any case, the KNAUS classic offers more than enough space.



**Odense**

*The small town of Odense on the island of Funen, the birthplace of Hans Christian Andersen, is well worth a visit. The new and truly magical H. C. Andersen Museum ranks among the major sights of the region.*



# FIVE ICONIC BRANDS

## KNAUS TABBERT IS ONE OF THE LEADING SUPPLIERS OF LEISURE VEHICLES.

The company develops and produces high-quality motorhomes, caravans and camper vans. In addition, it offers its customers numerous services relating to the use of their vehicles and successful camping holidays.

The Knaus Tabbert product range comprises the KNAUS, TABBERT, WEINSBERG, T@B and MORELO brands. The company thus addresses different target groups: from lifestyle customers to luxury holidaymakers, Knaus Tabbert offers attractive products for every taste and budget. Most recently, the KNAUS and WEINSBERG brands introduced a completely new vehicle class: Caravanning Utility Vehicles (CUVs) are fully equipped motorhomes with highly compact dimensions. Finally, the Rent and Travel online portal developed by Knaus Tabbert provides a user-friendly service for renting leisure vehicles.

BRANDS & PRODUCTS	Caravans	Motorhomes	CUVs*	Camper vans
<b>KNAUS</b> 	✓	✓	✓	✓
<b>TABBERT</b> 	✓	✗	✗	✗
<b>WEINSBERG</b>	✓	✓	✓	✓
<b>T@B</b> 	✓	✗	✗	✗
<b>MORELO</b> 	✗	✓	✗	✗

\* Caravanning Utility Vehicle (CUV)



## KNAUS

Since 1960, the traditional KNAUS brand has been making holiday dreams a reality for its customers. In production, the company draws on Lower Bavarian craftsmanship, while in development it relies on state-of-the-art design and manufacturing techniques. A perfect example is the FibreFrame technology developed by KNAUS, a high-strength fibreglass frame that provides a self-supporting body, ensuring high crash safety even with uncompromising ultra-lightweight construction. With this technology, KNAUS has again confirmed its position as innovation leader in the industry in recent years. As a full-range supplier, the brand offers models in all vehicle categories in the mid-price segment which are characterised by extensive equipment and maximum living comfort with an effective use of space.



## MORELO

MORELO is Knaus Tabbert's luxury brand. Its current portfolio comprises motorhomes in seven different sizes and designs. All models stand for maximum comfort and top manufacturing quality. MORELO is aimed at a target group with high purchasing power, for which luxury and feeling at home take centre stage.



## TABBERT

For more than 65 years, the TABBERT brand has been synonymous with sophisticated premium caravans, and not without reason. Six central competences shape every idea and every move within the company and flow into every TABBERT model: design, innovation, climate control, durability, safety and tradition. Unique solutions such as all-round ambient lighting, the user-friendly and secure window latch developed by TABBERT or the comfort door typical of the brand ensure that TABBERT caravans provide cosiness and well-being just like at home.



## T@B

With its T@B brand, Knaus Tabbert offers an iconic caravan in retro design which not only creates a stir due to its striking silhouette. Despite its compact form, the caravan with modern equipment offers a surprisingly spacious interior with many intelligent details.

## WEINSBERG

Authentic, individual and brimming with passion – that is the essence of the WEINSBERG brand. The company's caravans, motorhomes, camper vans and CUVs provide the perfect combination of premium quality and good value for money. This will impress every discerning camping enthusiast.





# EXPLORING NEW TRAINING AVENUES

## CUSTOMISED TRAINING CONCEPT FOR THE CARAVANNING INDUSTRY

### THE NEW TRAINING PROGRAMME "CARAVAN AND MOTORHOME TECHNICIAN" IS A RESPONSE TO THE INCREASED DEMAND FOR QUALIFIED PERSONNEL IN A BOOMING INDUSTRY.

In the past years, experts from the Knaus Tabbert Group joined forces with the Caravanning Industry Association to identify the requirements that graduates of the new profession should fulfil: versatile and all-round knowledge and expertise in all areas relating to leisure vehicles. In September 2023, the first group of apprentices started their training at Knaus Tabbert.

The idea behind this training programme was born around five years ago. In view of the general shortage of skilled labour and the wide range of skills required for the development and construction of high-quality motorhomes and caravans, it has recently gained further importance. Before implementing the project, numerous legal and political issues had to be clarified and the contents of the training programme incorporated into existing training professions.

### COMPREHENSIVE TRAINING

The "Caravan and Motorhome Technician" training programme covers the entire development of a leisure vehicle – from the body and the chassis to furniture manufacturing. With this training, Knaus Tabbert not only wishes to optimise the quality and speed of production, but also aims to improve cooperation between the various departments of the company.

### DIVERSE CAREER OPPORTUNITIES

In addition, the new training programme should also benefit the retail sector. After all, competent advice and detailed knowledge when talking with customers are key sales points. High-quality training undoubtedly provides a solid foundation for this. Not only are Knaus Tabbert customers supported when making informed purchase decisions, the training programme also provides graduates with diverse career opportunities in retail.

### TALENTS WANTED!

Knaus Tabbert started to search for candidates wishing to enrol in the new training programme back in October 2022. The company celebrated the beginning of the first training year and thus the launch of this promising project in practice at Caravan Salon in Düsseldorf in September 2023. Over the next three years, the trainees will cover various stations at the plant in Jandelsbrunn, and Knaus Tabbert is already actively looking for talents who are interested in a profession in a forward-looking industry. Anyone who is enthusiastic about technology and craftsmanship and has a passion for vehicles and caravanning is very welcome to apply!

Please send your application for the training year 2024 to [karriere@knaustabbert.de](mailto:karriere@knaustabbert.de)

# TOWARDS A FUTURE WORTH LIVING WITH AMBITIOUS GOALS



**HOLIDAYING IN A MOTORHOME, CAMPER VAN OR CARAVAN IS INEXTRICABLY LINKED WITH SPENDING YOUR FREE TIME IN THE GREAT OUTDOORS. FOR KNAUS TABBERT, SUSTAINABLE ACTION AND TAKING CARE OF OUR ENVIRONMENT ARE BOTH AN OBLIGATION AND A MATTER OF COURSE.**

The Group has set itself ambitious targets both with regard to its product portfolio and its corporate management.

More than 100 employees work in research and development at Knaus Tabbert. The teams involved in R&D are focussing in particular on making leisure vehicles increasingly lighter, quieter, safer and more environmentally friendly. The company's models are currently among the most lightweight in the industry. This is thanks in part to innovative lightweight solutions such as the KNAUS-Fold-XPand rear construction, the Dyonic chassis or the fibre-frame technology developed in-house. In 2023, the KNAUS YASEO was the first caravan designed specifically for use with electric towing vehicles to roll off the production line. Moreover, back in 2021, Knaus Tabbert presented its concept for a fully electric motorhome. With these focal points, the company wishes to safeguard its strong market position when heading into an electric future.

## SIGNIFICANT REDUCTION OF GREENHOUSE GAS EMISSIONS

In addition to sustainably expanding its product portfolio, Knaus Tabbert is continuously working towards reducing its greenhouse gas emissions along the company's entire value chain. The goal is to reduce the company's emissions by 80 percent by 2030 compared to the base year 2021. Knaus Tabbert views the increasingly stringent legal regulations governing sustainable management as an opportunity: the Group wishes to set itself further apart from its competitors with its environmentally friendly products and sustainable corporate governance.

In this way, the company is implementing effective measures relating to energy efficiency and the use of renewable energy sources. A key component of Knaus Tabbert's sustainability strategy is generating its own electricity, heating and

cooling with zero emissions. In spring 2023, a new production hall was built at the Knaus Tabbert site in Jandelsbrunn. Air conditioning is provided through heat pumps and an absorption chiller, while a photovoltaic system with a maximum output of 750 kilowatts was installed on the roof of the building – one of the largest of its kind in eastern Bavaria. Thanks to these measures, the new production areas can be powered by 100 percent renewable energy. The aim is to supply the entire Jandelsbrunn plant with 90 percent of its heat and 100 percent of its electricity requirements from renewable sources by 2030.

## ATTRACTIVE JOBS

Sustainable corporate governance also means offering attractive and secure jobs. Knaus Tabbert employees enjoy numerous benefits including occupational health management, and the comprehensive training and further education programmes offered by the Knaus

Tabbert Academy ensure that employees are able to develop dynamically, both personally and professionally, throughout their career.

Knaus Tabbert also lives up to its responsibility by carefully selecting its suppliers and partner companies, which are also expected to practise sustainable corporate management. In return, the Group benefits from reliable business relationships and supply chains which remain stable in the long run.

## CLEAR ADVANTAGES FOR CUSTOMERS

Knaus Tabbert's retailers and end customers ultimately benefit from all this in equal measure. On the one hand, they can rely on the company's expertise and the quality of its products; on the other hand, camping holidays are even more enjoyable if you can be sure that your vehicle or caravan was produced in an environmentally friendly manner.

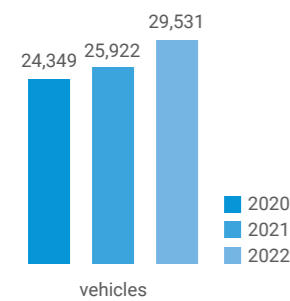
Measures to reduce CO<sub>2</sub> emissions

### 80% REDUCTION IN SCOPE 1 AND SCOPE 2 EMISSIONS BY 2030

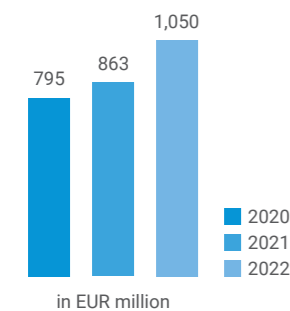
Technology change	Energy efficiency	Energy procurement	Energy generation
<b>FROM FOSSIL FUELS TO REGENERATIVE ENERGY</b>	<b>CONTINUOUS IMPROVEMENTS</b>	<b>100% GREEN ELECTRICITY</b>	<b>ELECTRICITY PRODUCED IN-HOUSE</b>
90% of the heat at our production sites is generated from regenerative sources, and the CO <sub>2</sub> emissions of our corporate fleet have been cut by half.	Electricity consumption cut by 2% annually through energy efficiency measures	Today, we exclusively purchase green electricity at our main production sites in Germany.	We generate 10% of our electricity requirements in-house.

# SIGNIFICANT INCREASE IN EARNINGS WITH HIGH DEMAND

## VEHICLES SOLD



## REVENUE GROWTH



**SUPPORTED BY THE ONGOING STRONG DEMAND FOR LEISURE VEHICLES, THE KNAUS TABBERT GROUP ONCE AGAIN RECORDED A VERY DYNAMIC DEVELOPMENT IN THE FIRST THREE QUARTERS OF 2023.**

### SUSTAINED HIGH ORDER BACKLOG

The demand for leisure vehicles from Knaus Tabbert remains high at the end of the third quarter of 2023. The Group recorded an order backlog of approximately EUR 1.2 billion as of the reporting date 30 September 2023. This figure corresponds to 24,546 vehicles sold. The share of motorhomes (caravans and camper vans) in the order backlog increased from 54% to 57% compared to the same quarter of the previous year.

### FURTHER SALES INCREASE

The total number of vehicles sold increased in the first nine months of 2023 by 2,891 units, or 14.0%, compared to the same period of the previous year. Sales in the third quarter were seasonally affected by three weeks of company holidays at all locations and the launch of new models.

### STRONG REVENUE DEVELOPMENT

In the first nine months of 2023, Knaus Tabbert recorded a continued strong revenue performance, which increased to EUR 1,073.5 million. This corresponds to an increase of 54.7% compared to the same period of the previous year.

This strong revenue growth is attributable to the multi-brand strategy for chassis. The greatly improved availability of chassis and camper vans also resulted in a significant shift in the product mix towards higher-priced motorhomes and camper vans. The significantly higher share of motorhomes and camper vans of 58% (previous year: 34%) in conjunction with the higher sales volume led to the strong revenue growth in the first nine months. Inflation-driven price increases are also supporting growth.

As of the middle of last year, Knaus Tabbert is no longer producing motorhomes and camper vans on just one chassis (Stellantis), but on five different chassis (Stellantis, MAN, VW Commercial Vehicles, Mercedes and Ford).

Group revenue resulted mainly from the sale of leisure vehicles.

## DESPITE INCREASED MATERIAL AND PERSONNEL EXPENSES, EARNINGS SIGNIFICANTLY INCREASED DUE TO CONSIDERABLY HIGHER REVENUE COMPARED TO THE PREVIOUS YEAR.

The Premium segment accounted for EUR 947.4 million of group revenue (previous year: EUR 603.1 million). A further EUR 126.1 million (previous year: EUR 90.8 million) are attributable to the Luxury segment. The Aftersales segment, which mainly comprises the spare parts business, contributed EUR 18.1 million (previous year: EUR 22.5 million).

### SIGNIFICANT INCREASE IN EARNINGS DESPITE HIGHER MATERIAL AND PERSONNEL EXPENSES

In line with the high order backlog and the continued high demand for Knaus Tabbert leisure vehicles, personnel capacities were steadily increased by 351 employees compared to the same period in 2022, currently totalling 4,201 employees. Of these, around 26%,

or 1,115, are temporary workers (previous year: 22.2% or 853 employees). Notwithstanding increased expenses, adjusted EBITDA for the first nine months of 2023 increased by 187.8% to EUR 88.6 million, outpacing revenue growth (previous year: EUR 30.8 million). As a result, the adjusted EBITDA margin of 8.3% was 3.8 percentage points higher than the previous year's figure of 4.4%.

### SOUND FINANCIAL AND ASSET POSITION

The balance sheet total of the Knaus Tabbert Group increased by EUR 120.8 million, from EUR 557.4 million as of 31 December

2022 to EUR 678.2 million as of 30 September 2023. As in previous periods, the largest change was » » the increase in property, plant and equipment. This increase is the result of the ongoing investment programme to increase capacities, and primarily concerns the second production line at the Schlüsselfeld site (Luxury segment, Morelo) and the new superstructure production facility in Jandelsbrunn.

Current assets were mainly characterised by higher stocks of chassis and the build-up of inventories of finished vehicles. The optimisation of processes in purchasing and production planning should lead to a lower capital tie-up in inventories in the near future.

### ORDER BACKLOG

	30.09. 2022	30.09. 2023	Change in %
Number of vehicles	38,133	24,546	-35.6
Order backlog in EUR million	1,581	1,177	-25.6

### EMPLOYEES

Headcount	30.09. 2022	30.09. 2023	Change in %
Employees	3,850	4,201	9.1

### EARNINGS DEVELOPMENT

in EUR million	Q1-3 2022	Q1-3 2023	Change in %
Revenue	693.9	1,073.5	54.7
thereof Premium segment	603.1	947.4	57.1
thereof Luxury segment	90.8	126.1	38.9
EBIT	30.8	88.6	187.8
EBITDA adjusted	31.1	88.6	184.7
EBITDA margin adjusted in %	4.5	8.3	-



The increase in equity by EUR 29.8 million to EUR 176.8 million as of 30 September 2023 results from the sustained positive earnings development of Knaus Tabbert. Overall, the equity ratio decreased slightly by 0.3 percentage points to 26.1% compared to the balance sheet date 31 December 2022 due to the significant increase in the balance sheet total.

Knaus Tabbert generated a cash flow from operating activities of EUR 11.8 million in the first nine months of 2023 (previous year: EUR -35.2 million). The cash flow from investing activities totalled EUR -35.1

million in the first nine months of 2023 (previous year: EUR -52.2 million). Payments relate to investments in the completion of the new superstructure production facility in Jandelsbrunn (DE) and the capacity expansions in Schlüsselfeld (DE).

#### CAPITAL MARKETS DAY 2023

At the Capital Markets Day for investors and analysts on 14 and 15 June 2023, Knaus Tabbert presented its corporate strategy and, for the first time, key figures on its current planning for the period 2023–2027. Management is thus striving for

annual revenue growth of 16% to 18% on average for the years 2023–2027, and is aiming for revenues of EUR 2 billion towards the end of the planning period. The company also intends to increase its EBITDA margin above the 10% mark in the medium term by means of economies of scale.

At the Capital Markets Day, management also explained the rationale behind its corporate strategy under the slogan “ONE STEP AHEAD” as well as the significance of future-oriented topics such as sustainability and electromobility for the company.

#### CASH FLOW

in EUR million	Q1–3 2022	Q1–3 2023	Change in %
Operating cash flow	-35.2	11.8	-
Investing cash flow	-52.2	-35.1	32.8
Free cash flow	-87.4	-23.3	73.4

#### BALANCE SHEET

in EUR million	Q1–3 2022	Q1–3 2023	Change in %
Balance sheet total	534.6	678.2	26.9
Equity	123.9	176.8	42.7
Equity ratio in %	23.2	26.1	
Net financial liabilities	201.6	243.5	20.8

# KNAUS TABBERT SHARE SIGNIFICANT PRICE INCREASE

#### DIVIDEND POLICY

Knaus Tabbert is committed to continuity and plans to continue with a distribution of approximately 50% of the consolidated net profit for the

year (according to IFRS) as dividend payments. A resolution was passed at the Annual General Meeting on 26 May 2023 to distribute a dividend of

EUR 1.50 per share (2021: EUR 1.50) from the retained profit of Knaus Tabbert AG for the financial year 2022.

More information at [www.knaustabbert.de/en/investor-relations/capital-markets-day/](http://www.knaustabbert.de/en/investor-relations/capital-markets-day/)

#### SHARE FIGURES ACC. TO XETRA TRADING SYSTEM

in EUR	Q1–3 2022	Q1–3 2023
Closing price of the period	25.40	52.10
Highest price	57.10	62.50
Lowest price	25.30	33.20
Share price development in the period in %	-54.1	91.6
Market capitalisation in EUR million	263.6	540.7

#### BASIC INFORMATION ON THE SHARES OF KNAUS TABBERT AG

ISIN	DE000A2YN504
WKN	A2Y N50
Ticker symbol	KTA
Stock exchange	Frankfurt Stock Exchange (Frankfurter Wertpapierbörse)
Market segment	Regulated market (Prime Standard)
Category	Ordinary bearer shares with no par value
Total Number of shares	10,377,259
First day of trading	23 September 2020
Issue price per share	EUR 58.00
Free float	34%



# KnausTabbert

Wir bewegen



[knaustabbert.de](https://knaustabbert.de)

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