



# Q1 2021 RESULTS

## IR Conference Call

May 12, 2021

  
**KnausTabbert**  
Wir bewegen



**Highlights**



**Financials**



**Outlook**

# First quarter 2021 ends with another increase in the order book and key financial indicators

**EUR 239 million**

Net revenue

+9.2% compared to Q1 2020

**EUR 28 million**

Adj. EBITDA

+21.8% compared to Q1 2020

**11.8%**

Adj. EBITDA margin

Compared to **10.5%** in Q1 2020

**27.6 %**

Return on Capital Employed

Compared to **23.7%** in Q1 2020

**18,860**

Units in the order-book  
as of March 31, 2021

**EUR 624 million**

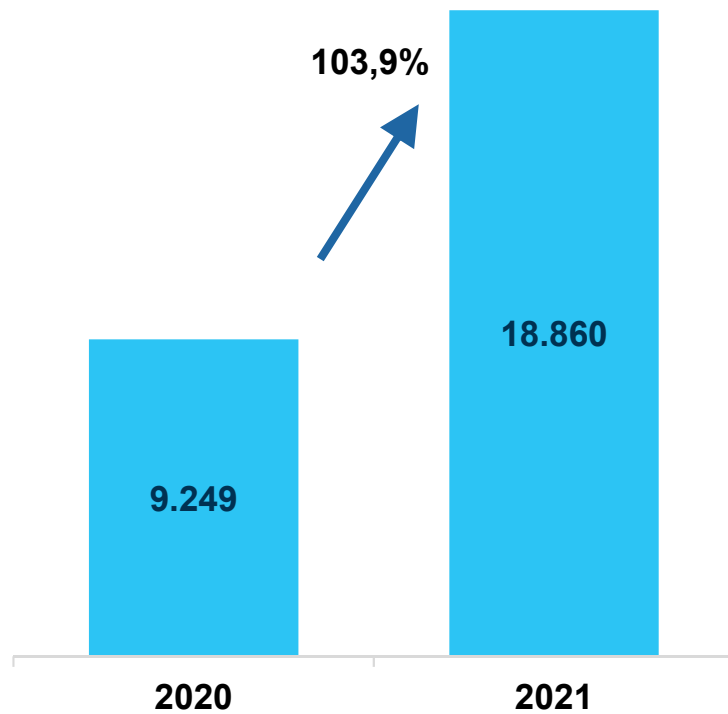
Order as of March 31, 2021  
compared to **EUR 307 mill** in 2020



# Record order backlog driven by sustainable high demand

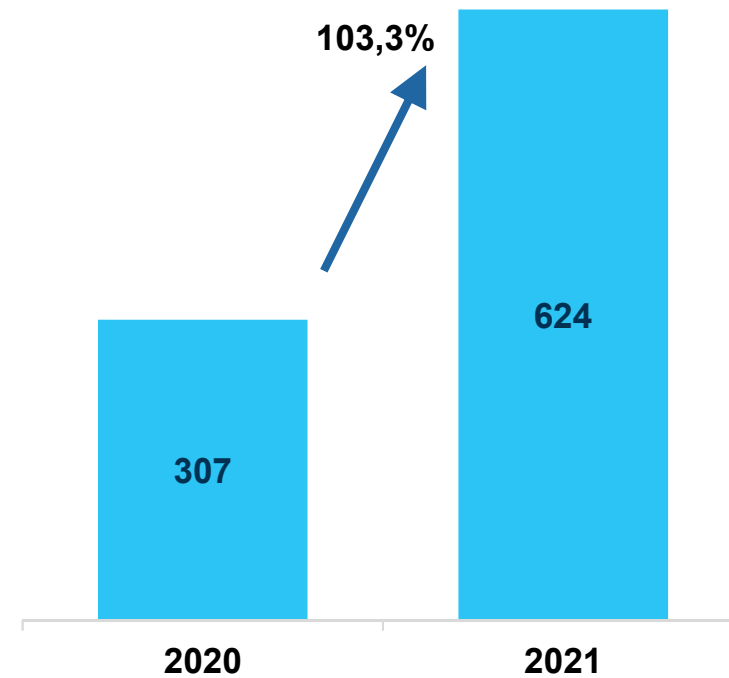
Order Backlog as of March 31,

in number of units



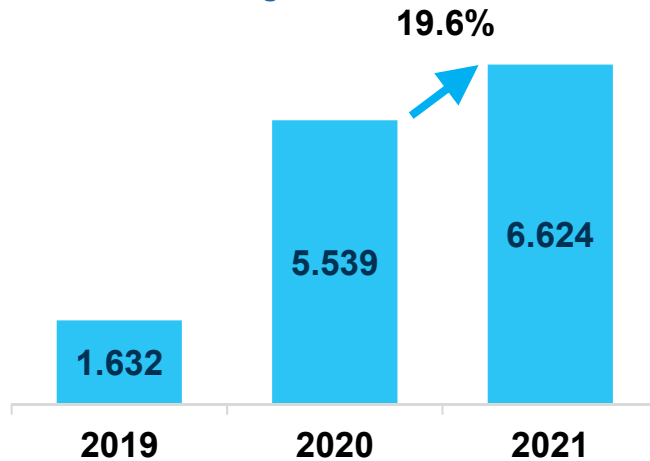
Order Backlog as of March 31,

in EUR million



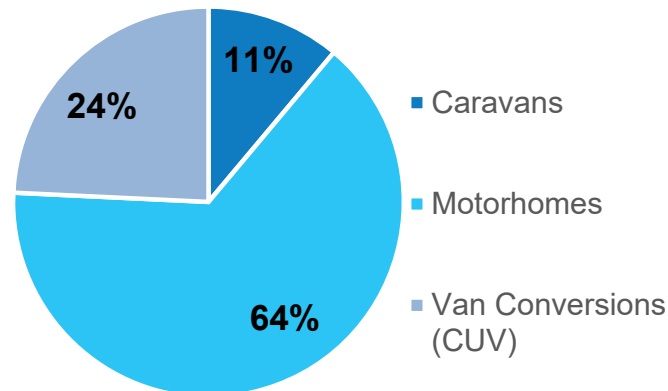
# We will foster our digital business model - 25 % direct bookings via [www.rentandtravel.de](http://www.rentandtravel.de) or the RENT AND TRAVEL APP

## Seasonal order Intake as of March 31, in number of bookings



## Split by vehicle type for bookings 2021

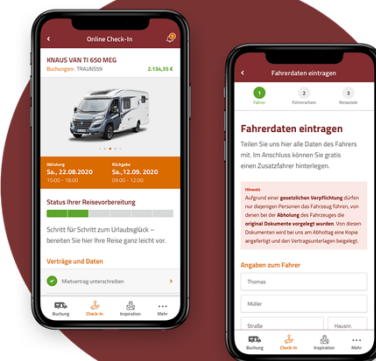
Based received bookings as of March 31, 2021



The platform is one of the **top 3 German rental websites** for leisure vehicles and has expanded into **Italy and Sweden**.

Strong and tangible relationships with a **network of around 170 dealers** provide proximity to the end customer.

A **unique app for customers** and the in-house developed **booking software for rental companies** underscore our digitalization expertise.



# We support our dealers with a wide-reaching multimedia campaign in 2021

**It is the right time to give prospective customers this missing orientation**

- Compensate for cancelled trade fairs and trade fair promotions
- Vaccination campaign now picking up speed and the need for freedom and vacation continuing to grow

**BIGGEST ADVERTISING OFFENSIVE, THE INDUSTRY HAS EVER SEEN!**

**110 Million Views**  
Online / Social Media

**180 Million Contacts**  
TV Campaign

**5 Million Contacts**  
Print / Publishing





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# All key figures improved in Q1 2021

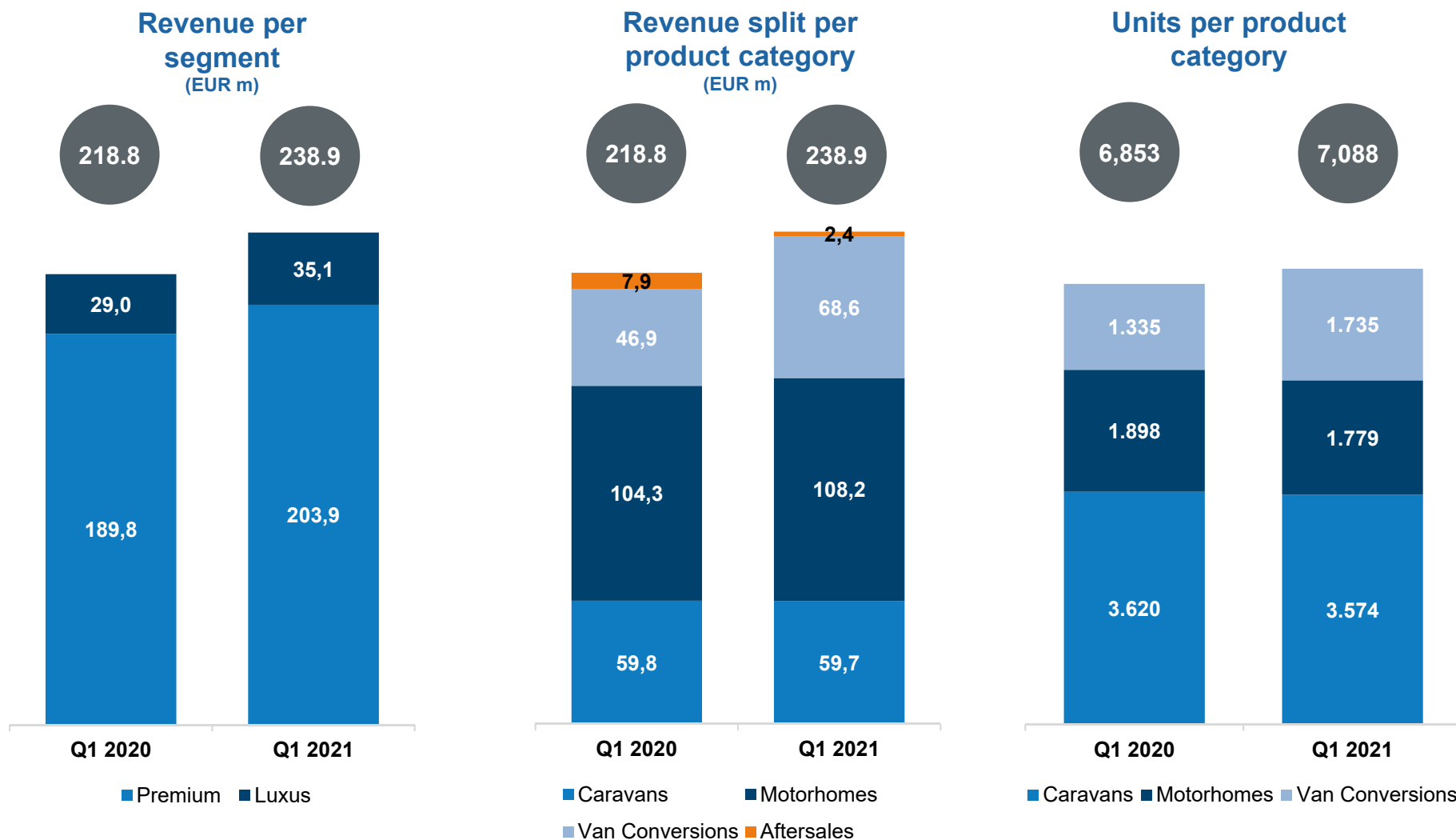
in EUR m	January 1 – March 31		
	2020	2021	
<b>Net revenue</b>	218,8	238,9	9,2%
Premium	189,8	203,8	7,4%
Luxury	29,0	35,1	21,0%
<b>Total output</b>	220,9	250,3	13,3%
<b>Adj. EBITDA<sup>1)</sup></b>	23,1	28,1	21,8%
Adj. EBITDA margin	10,5	11,8%	1,3 pp
EBITDA	22,9	27,6	20,5%
<b>Equity ratio</b>	43,3% <sup>2)</sup>	44,3%	1,0 pp

1) Adjustments in Q1 2021 for extraordinary expenses for corona pandemic cost in the amount of EUR 0,5 m. Adjustments in Q1 2020 for consulting cost in the amount of EUR 0,2 m

2) As of December 31, 2020

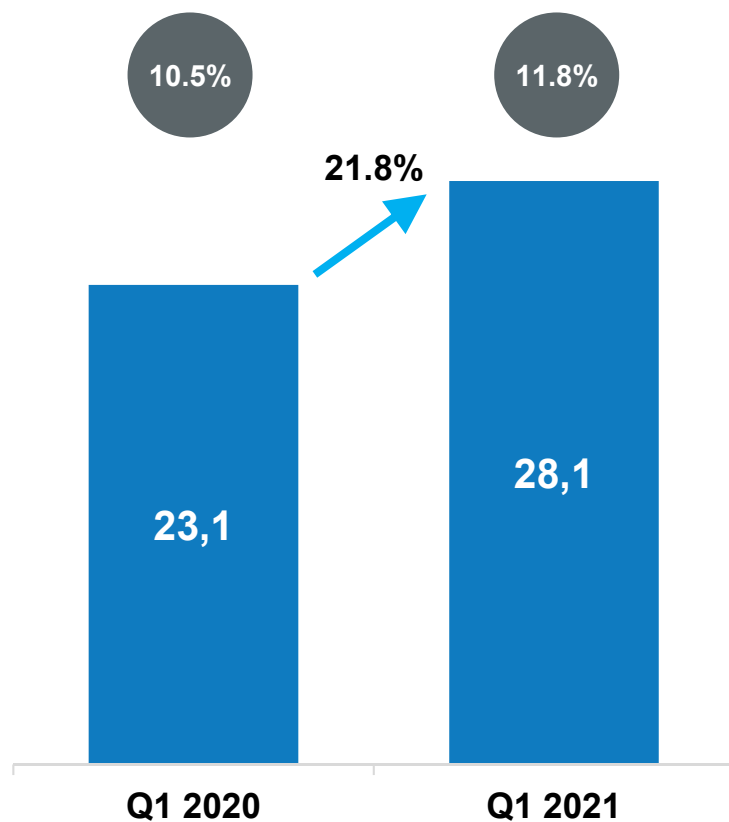


# The high demand and increased capacity utilisation continued in the first quarter of 2021

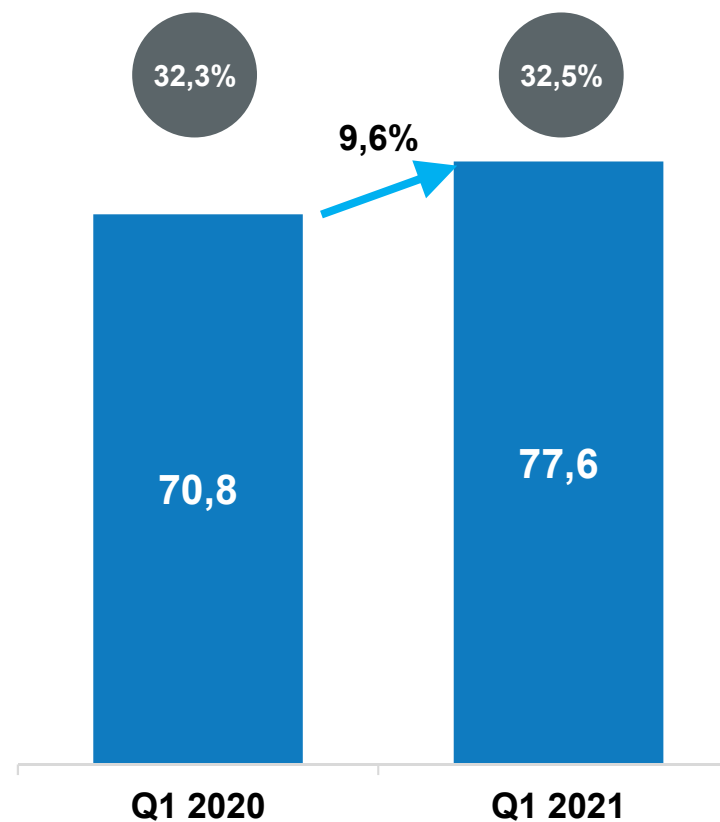


# Profitability on track - EBITDA improved disproportionately in the first quarter 2021

Adj. EBITDA<sup>1)</sup> and margin evolution  
(EUR m)



Gross Profit<sup>2)</sup> and margin  
(EUR m)

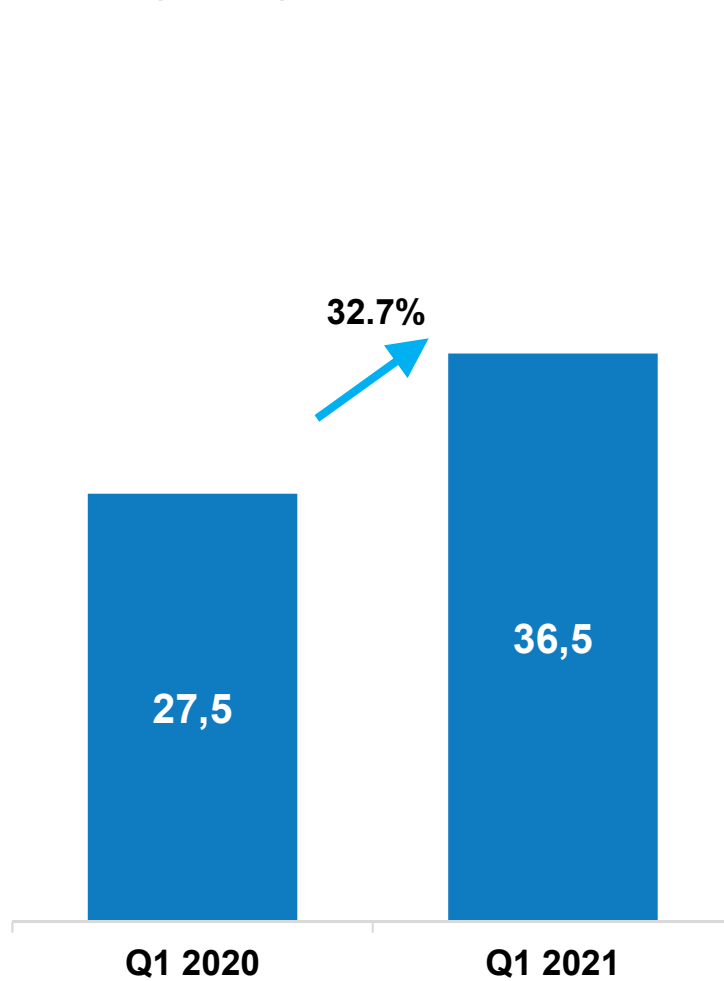


1) ) Adjustments in Q1 2021 for extraordinary expenses for corona pandemic cost in the amount of EUR 0,5 m. Adjustments in Q1 2020 for consulting cost in the amount of EUR 0,2 m

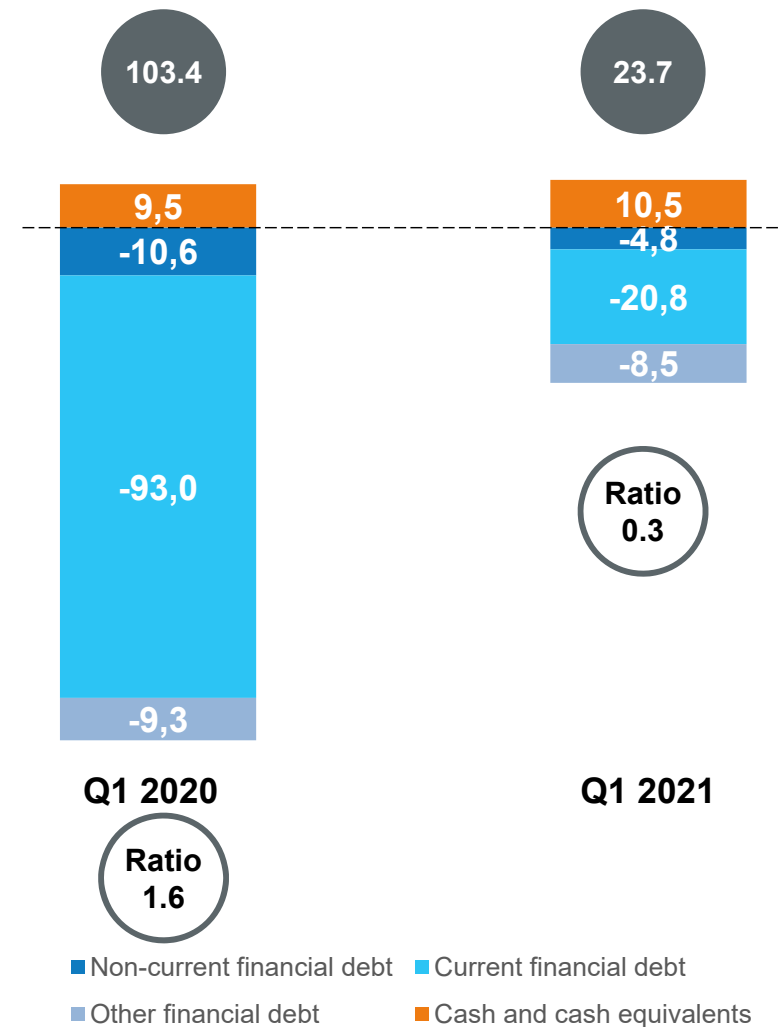
2) ) Gross profit = Net revenue minus material expenses adjusted for cost of leased staff and Changes in Inventory // Gross profit margin = Gross Profit / Net revenue

# Reduced Working Capital boosts Cash Flow from Operations

Operating Cash Flow  
(EUR m)



Net debt development  
(EUR m)



# To take advantage of the positive market trend, we invest in the capacity expansion at our sites

In total, we will **invest more than EUR 65 million** in 2021, of which around **EUR 50 million** will be used to expand the Group's **production capacities**.



Automation InnoLine

Lightweight  
construction

Area and infrastructure

New product  
development



Expansion of  
product line

New sales area



Area and infrastructure

New product line



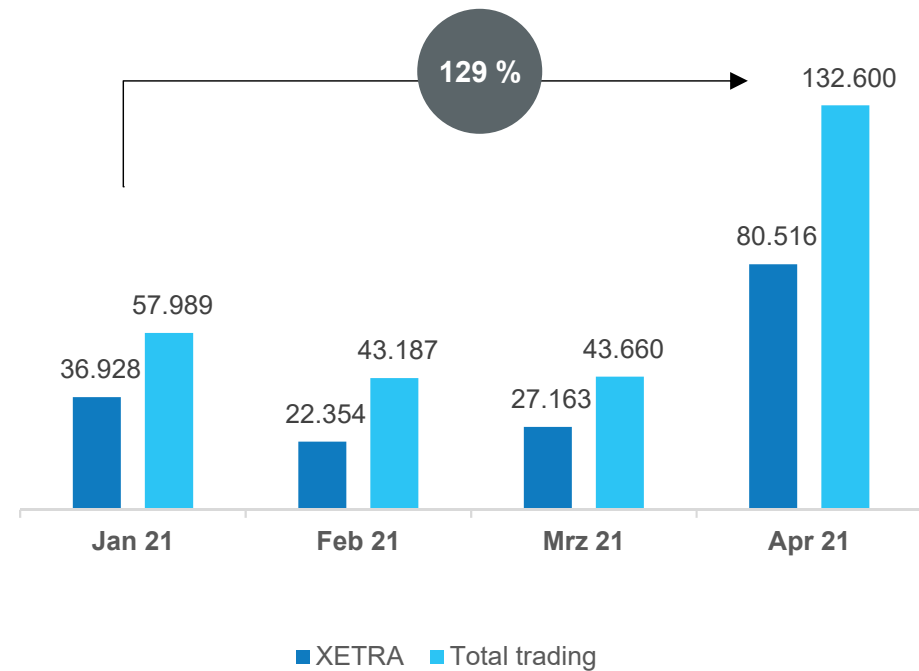
# Communication strategy established to improve shareholder perception

## TOP Priorities improve shareholders perception



## Strong increase in trading volume in April 2021

Monthly trading volume 2021 (in shares)





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# Why invest in Knaus Tabbert?



Updated **medium-term market expectation** of the CIVD<sup>1)</sup> (Forecast 2020 -2025) is **significantly higher** than the assumptions at the time of the IPO

**Sales** expected to **rise 20-22 percent** in 2021  
(2020: EUR 795 million)

**Adj. EBITDA Margin** expected to be at around the **prior-year level** of more than 8 percent despite anticipated rising material cost and start-up costs caused by the strong increase in production.

**CAPEX of EUR 65 million** planned in 2021, thereof EUR 50 million for additional capacity.



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