

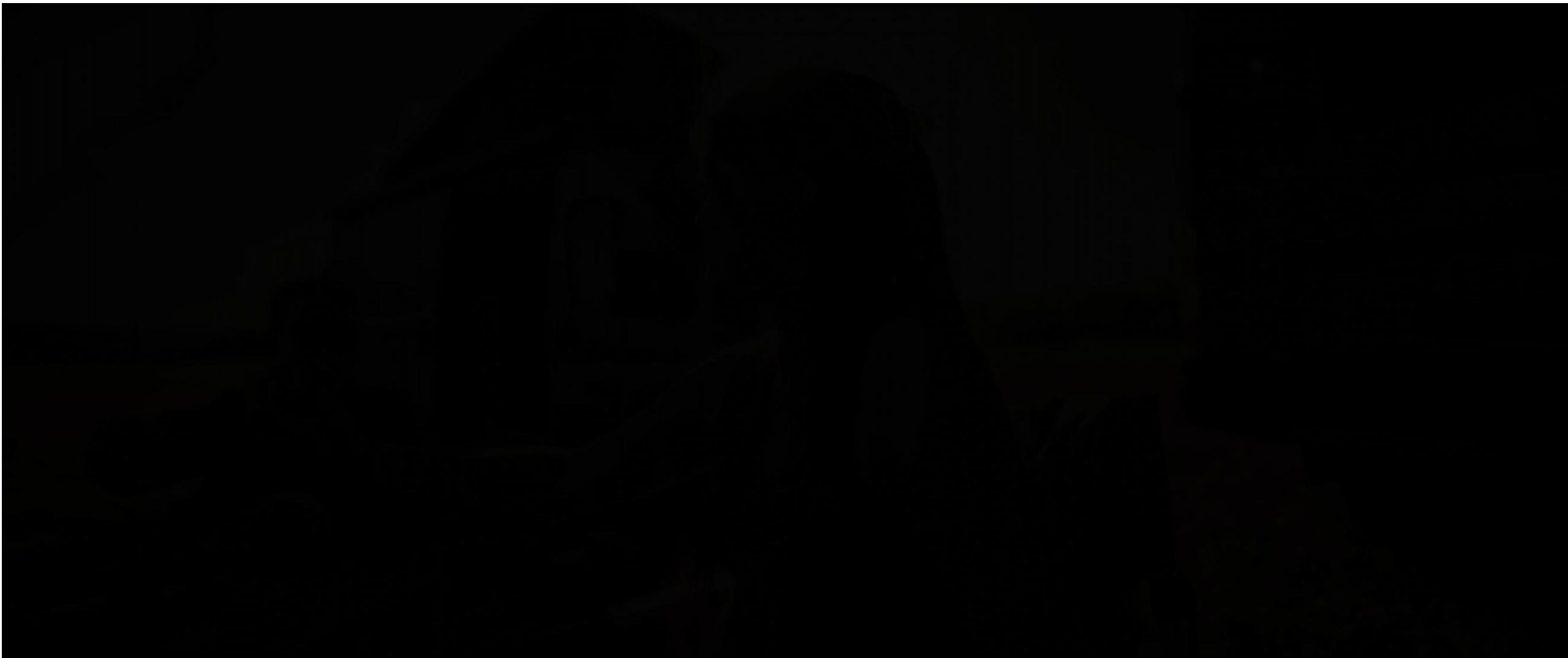
LMC

QUALITÄT. VERTRAUEN. ZUHAUSE.

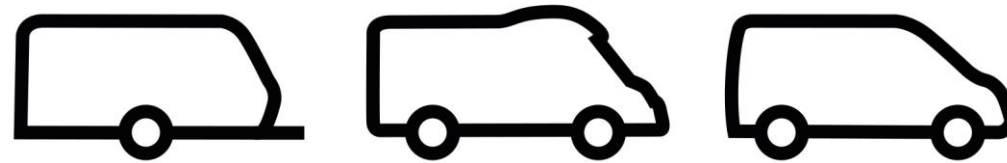
Press Conference model year 2024

A2 Forum, Rheda-Wiedenbrück

20.06.2023



WELCOME TO THE
MODEL YEAR PRESENTATION 2024



AGENDA

- Introduction LMC
- Market insights
- Product management topics
 - Sustainability
 - Safety
 - Caravans & LMC Home
 - Motorhomes
 - Camper vans

LMC CARAVAN

in Sassenberg

Sales revenue:

approx. 265 million €

Employees:

1,158 Employees

31 Trainees
(Status 7/31/2022)

Site area:

200,000 m²

Production:

approx. 43,000 m²

CONGRATULATIONS!

Viktoria Haas

Our trainee has taken the **best exam** in the theoretical and practical part of about 35 trainees.

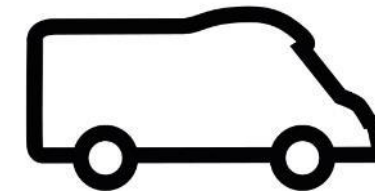
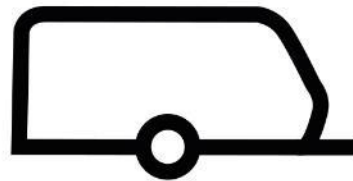
In the design competition "The good form" she won **2nd place** in the Münster guild area with her "sun cabinet".



MARKET INSIGHTS

NEW REGISTRATIONS

Europe 2022 – TOP 5



New caravan registrations in the EU

TOP 5	2022	2021	Change
Germany	24,478	24,718	-1.0%
UK*	13,884	18,660	-25.6%
Netherlands	7,946	8,562	-7.2%
France	7,330	7,446	-1.6%
Sweden	3,164	3,869	-18.2%
Other	14,090	15,570	-9.5%
Total	70,892	78,825	-10.1%

New motorhome registrations in the EU

TOP 5	2022	2021	Change
Germany	66,507	81,420	-18.3%
France	24,611	30,822	-20.2%
UK*	11,823	14,074	-16.0%
Switzerland	7,165	8,498	-15.7%
Italy	6,108	7,086	-13.8%
Others	31,284	39,540	-20.9%
Total	160,184	181,299	-18.7%

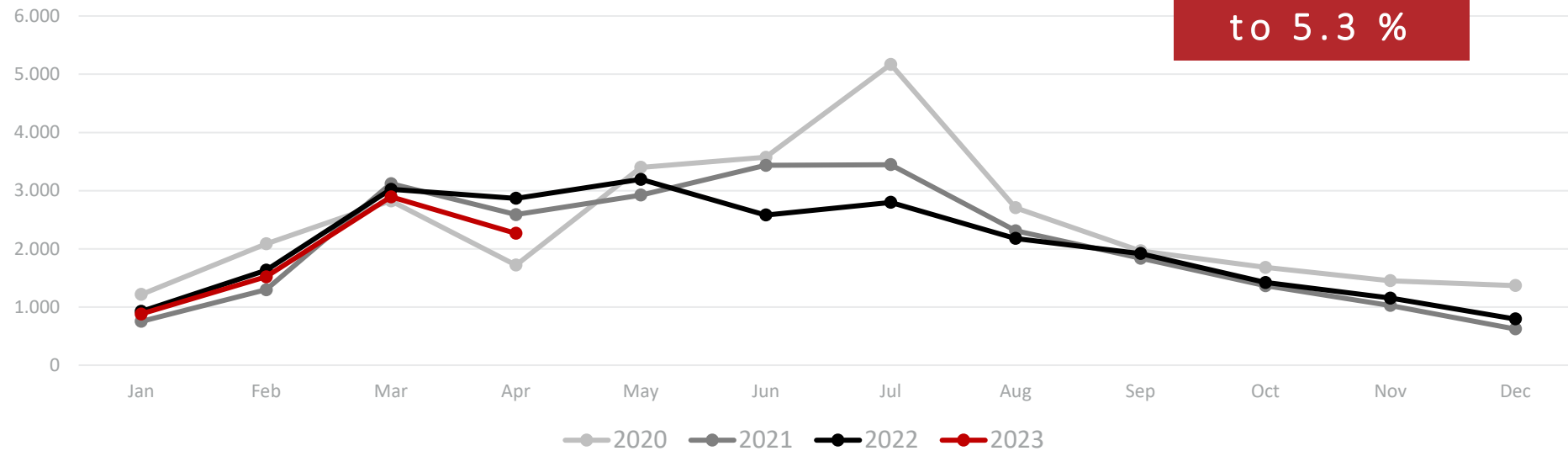
* reported figures of the manufacturers

Incl. Germany, Franke, UK, Switzerland, Belgium, Italy, Spain, Austria, Sweden, Netherlands, Norway, Polen, Czech Republic, Finland, Denmark, Luxembourg, Portugal, Slovenia, Estonia, Romania, Other

NEW REGISTRATIONS

Caravans 2020-23

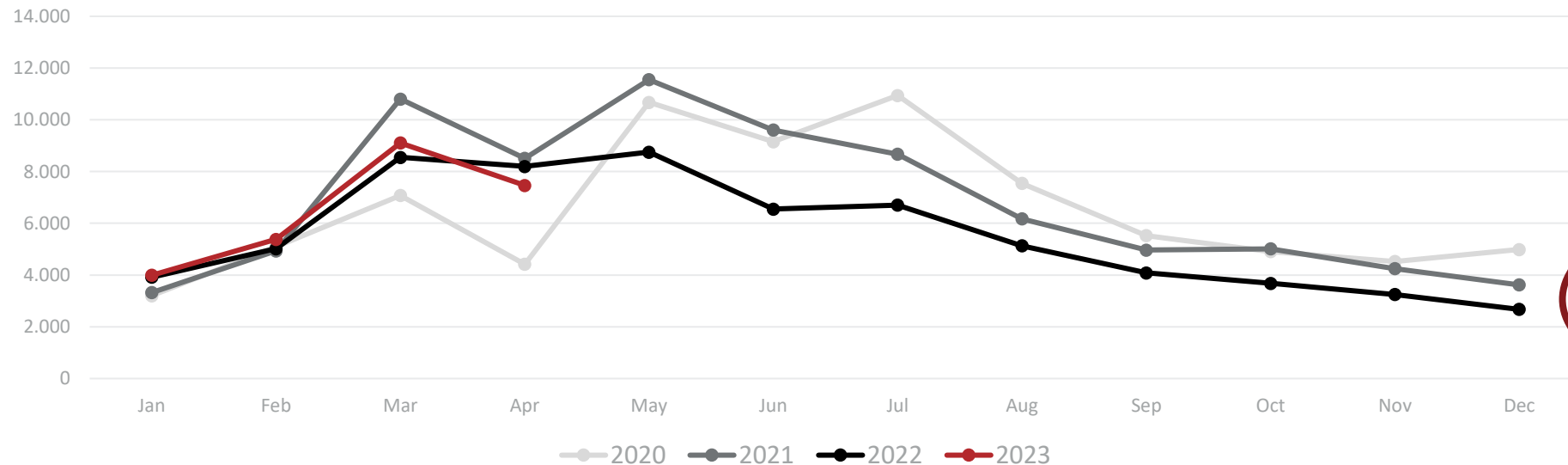
LMC Market share
=
from 3.7 %
to 5.3 %



New registrations	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total cal.yr.
2020	1,215	2,085	2,823	1,718	3,399	3,572	5,169	2,704	1,965	1,680	1,450	1,368	29,148
2021	751	1,295	3,120	2,588	2,922	3,435	3,446	2,310	1,838	1,366	1,024	623	24,718
2022	924	1,630	3,022	2,866	3,194	2,581	2,797	2,178	1,918	1,421	1,153	794	24,478
2023	880	1,518	2,893	2,265									7,556

NEW REGISTRATIONS

Motorhomes 2020-23



LMC
Market
Share
=
from 1.6 %
to 1.5 %
(Part.int. +
CV)

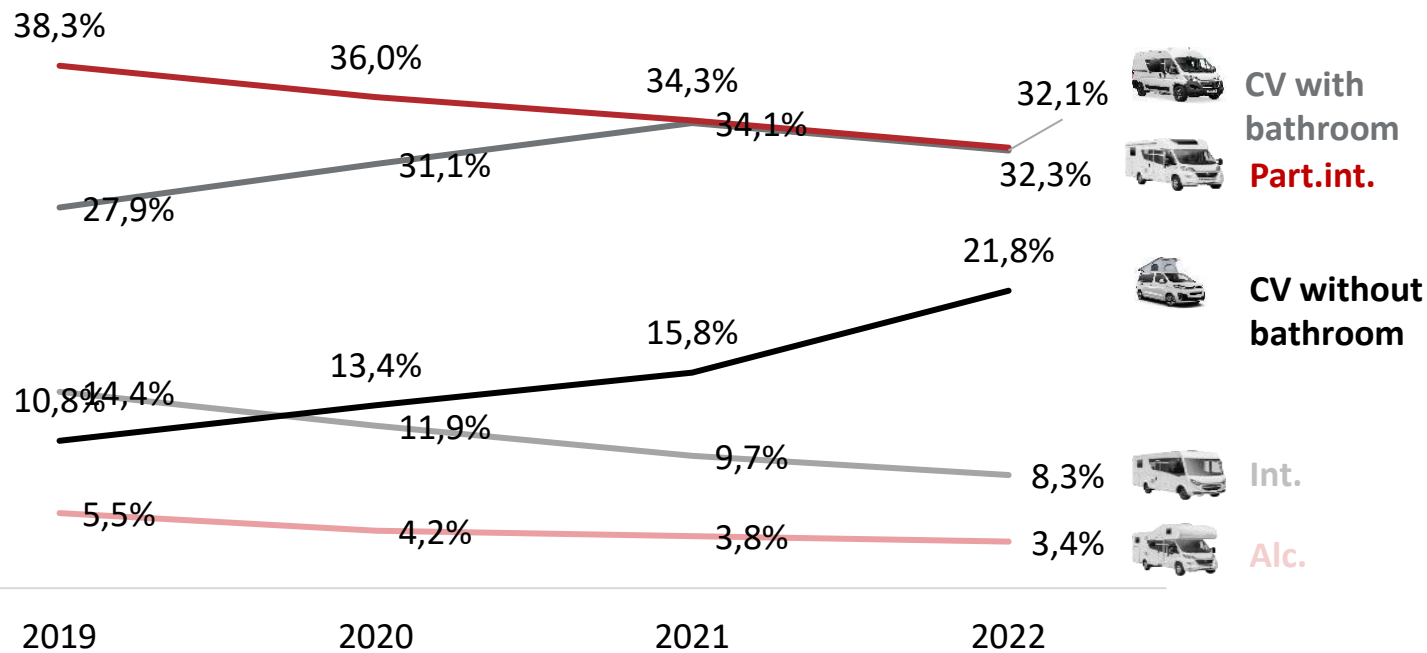
Part.int. =
from 1.5 %
to 2.7 %

CV =
from 1.7 %
to 0.4 %

New registrations	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total cal.yr.
2020	3,203	5,093	7,078	4,416	10,674	9,154	10,943	7,542	5,526	4,909	4,523	4,985	78,055
2021	3,323	4,934	10,801	8,510	11,552	9,608	8,672	6,172	4,968	5,014	4,248	3,618	81,420
2022	3,920	5,018	8,547	8,197	8,752	6,551	6,705	5,128	4,083	3,677	3,250	2,675	66,507
2023	3,992	5,379	9,108	7,465									25,944

NEW REGISTRATIONS SHARES

According to body types (2019-22)

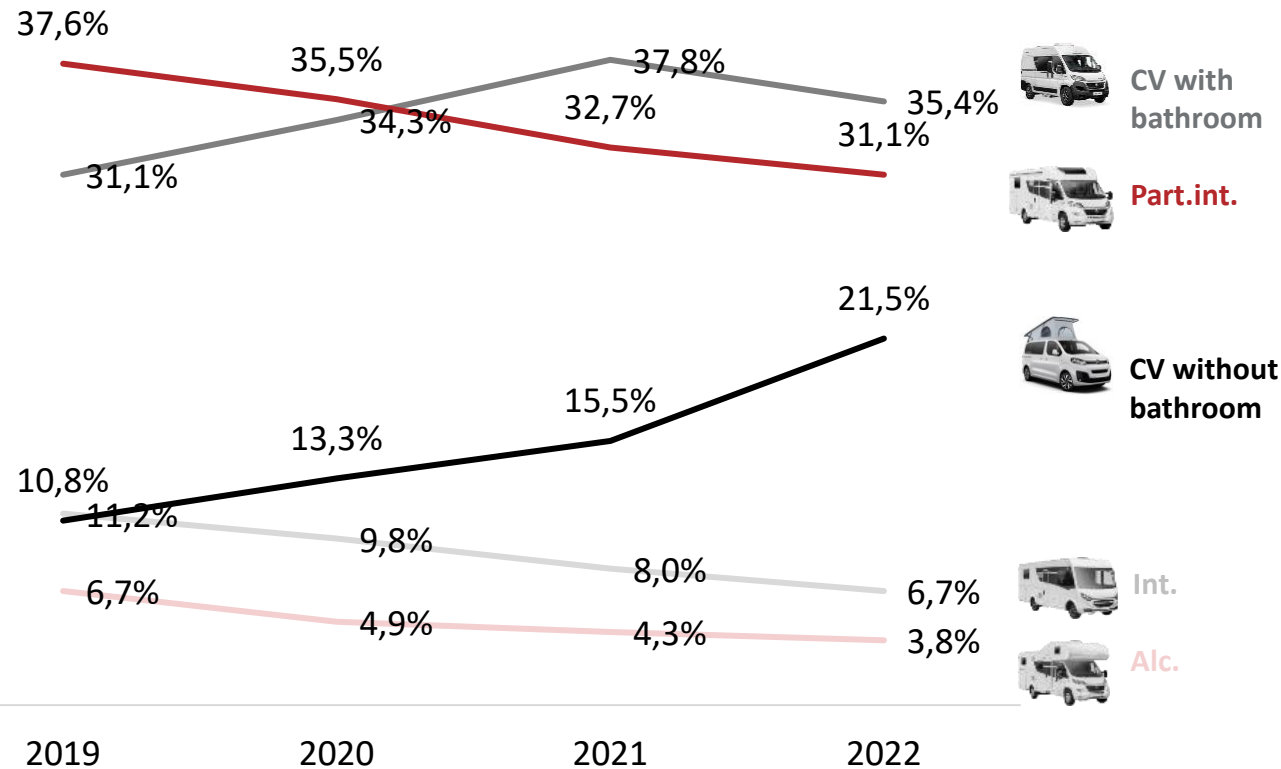


	2019	2020	2021	2022
Motorhomes	66,356	76,142	77,801	57,456
Camper Vans	41,855	61,192	77,400	67,065
Camper Vans with bathroom	30,172	42,769	52,887	39,931
Camper Vans without bathroom	11,683	18,423	24,513	27,134
Total	108,211	137,334	155,201	124,521

*Country selection: Belgium, Czech Republic, Denmark, Finland, France, Luxembourg, Netherlands, Norway, Poland, Romania, Slovenia, Spain, Sweden, Switzerland

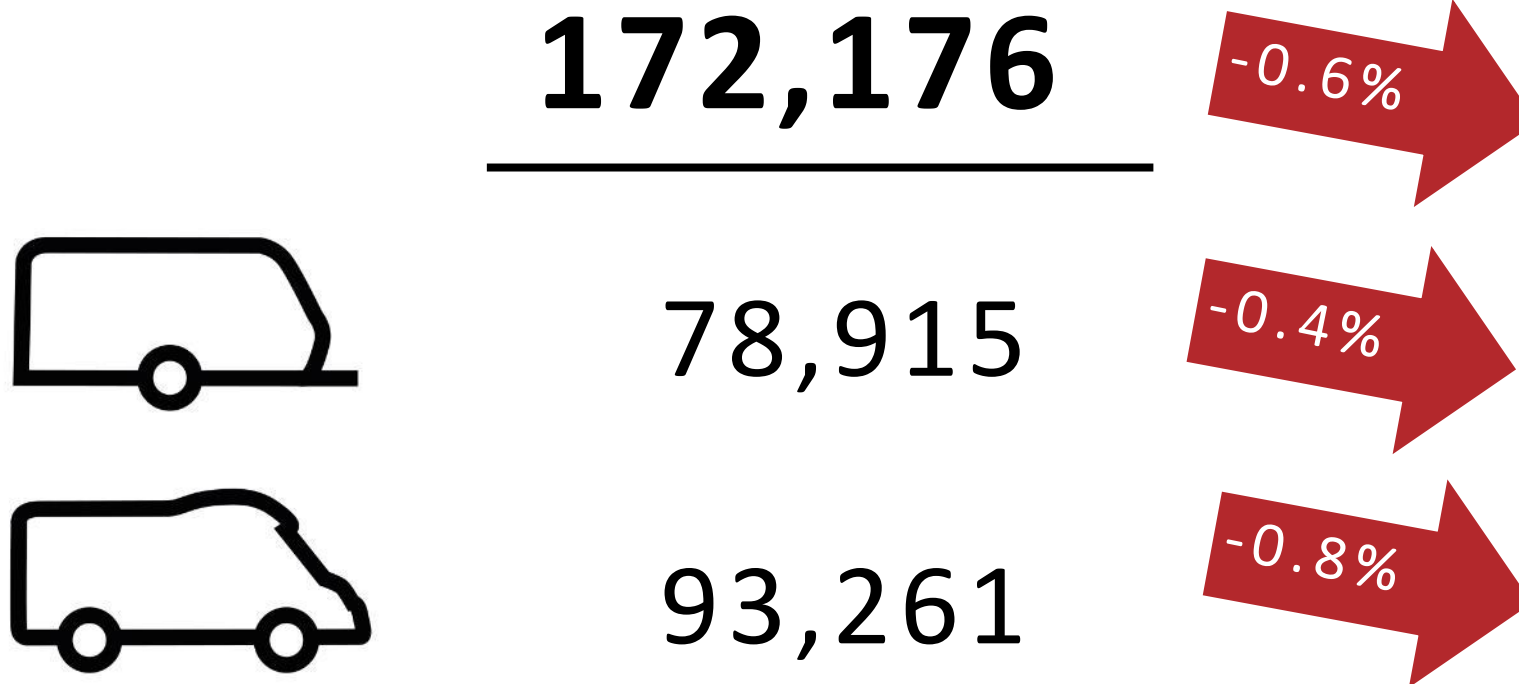
NEW REGISTRATION SHARES

According to body types (2019-22)

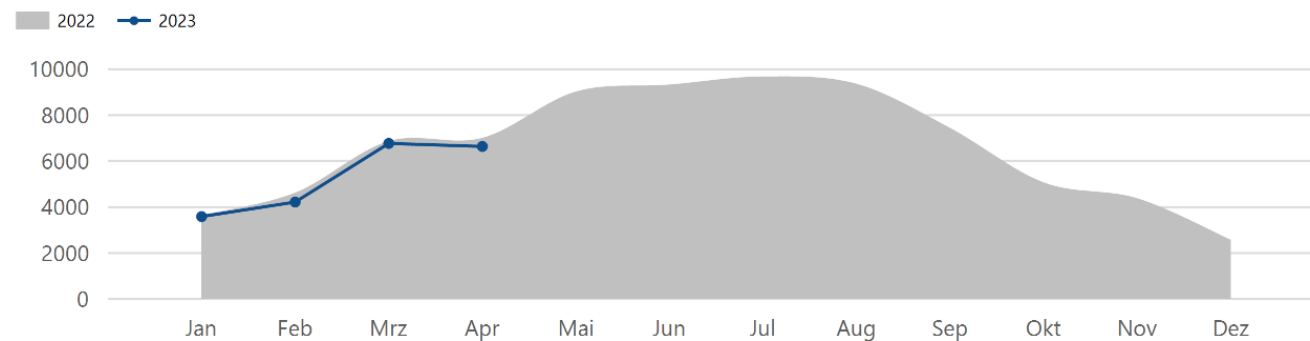
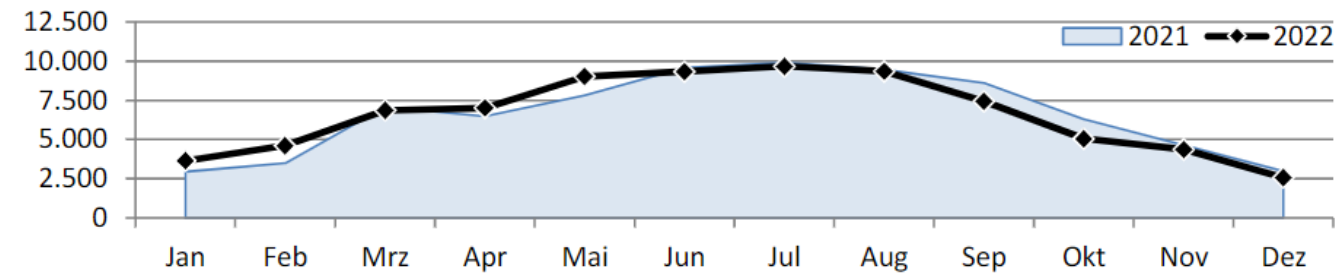
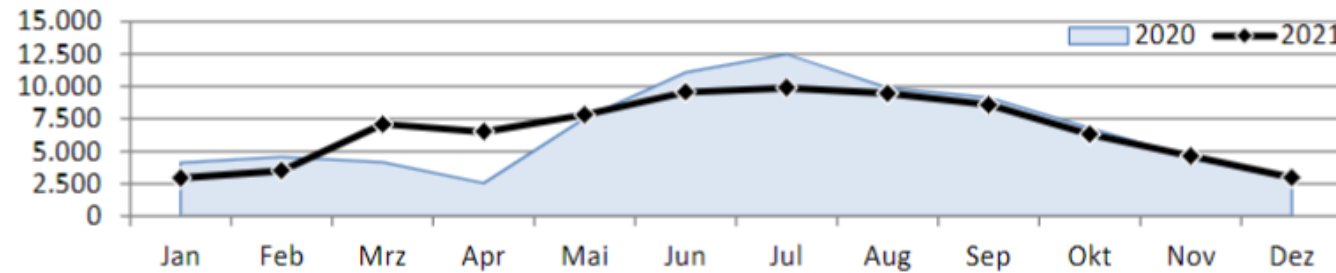


	2019	2020	2021	2022
Motorhomes	31,337	40,929	37,986	28,654
Camper Vans	22,585	37,126	43,434	37,853
Camper vans with bathroom	16,752	26,748	30,786	23,542
Camper vans without bathroom	5,833	10,378	12,648	14,311
Total	53,922	78,055	81,420	66,507

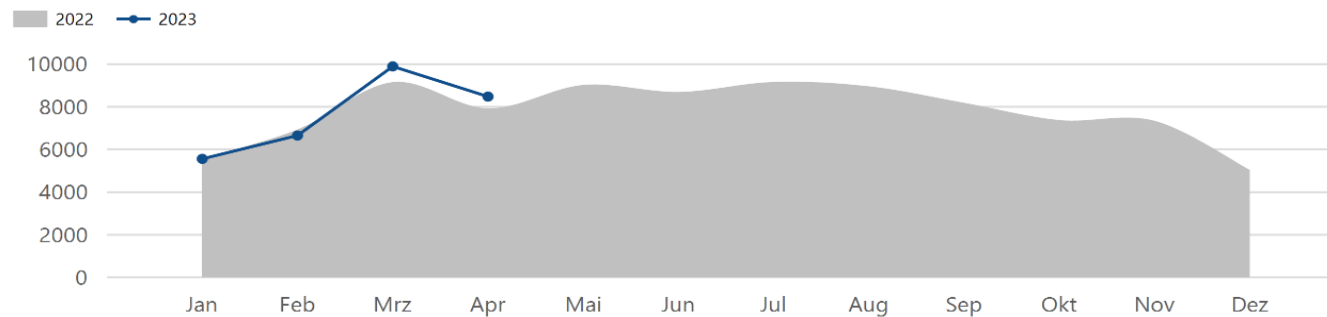
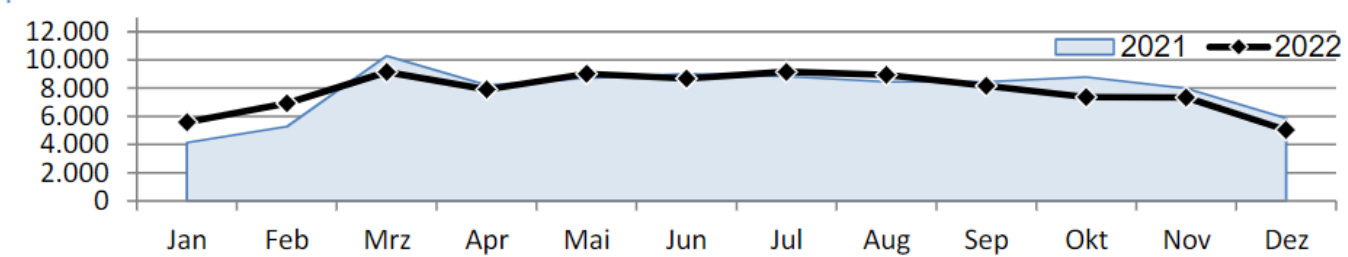
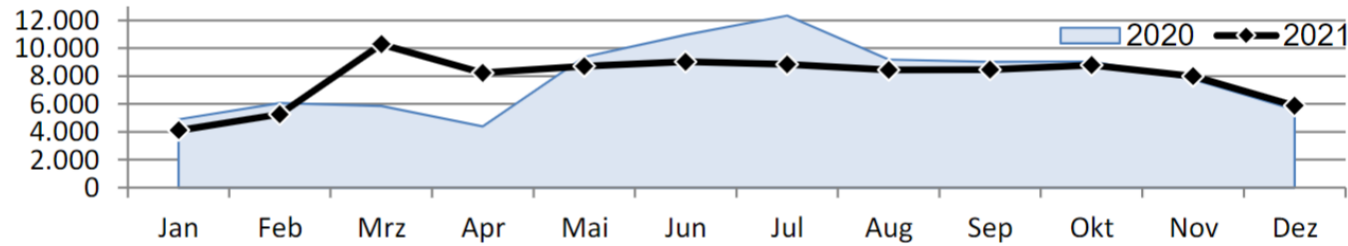
TRANSFER OF OWNERSHIP 2022



TRANSFER OF OWNERSHIP Caravans 2020-2023



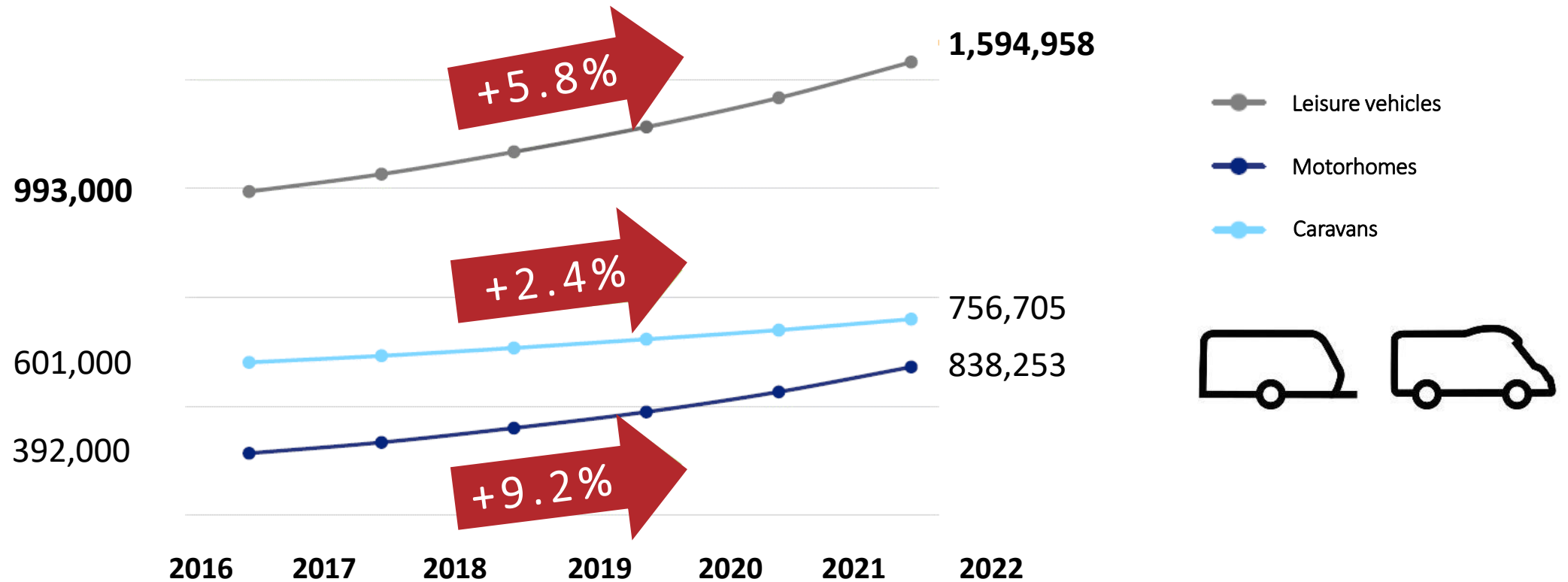
TRANSFER OF OWNERSHIP Motorhomes 2020-2023





STOCK

Leisure vehicles



ECONOMIC STRENGTH AND POTENTIAL

Of caravanning tourism



	2022/21	2020/21	Anstieg STD 22 vs 21
Mobile home pitches / stands	5,047	4,674	+ 8%
Overnight stays / stand	15.6	15.0	+ 4%
Total overnight stays	47.1 mil.	48.6 mil.	- 3.1%
Camping tourism turnover (TOTAL)	€ 15.1 bn	€ 14.1 bn	+ 7.1%

CARAVANING MARKET – 2023/24

Challenges:

- Limited availability of goods for motorhomes and camper vans
- Price increases for vehicles as well as higher interest rates
- Availability of parking spaces at hotspots

Opportunities & Perspectives:

- Interest remains very high
- High potential for rentals
- Trend toward new customer groups - high-quality caravanning / glamping at campsites
- Trend: sustainable travel (regional offers, farmers, e-mobility, etc.)

A G E N D A

- Introduction LMC
- Market insights
- **Product management topics**
 - Sustainability
 - Safety
 - Caravans & LMC Home
 - Motorhomes
 - Camper vans



SUSTAINABILITY

AERODYNAMICS

- Low vehicle height
- Low weight



MATERIALS

- Use of 100% linen
- Durable materials
- Use of high quality wood (FSC seal)





UPHOLSTERY

- Recycled padding
- 100% PET-bottles
- High abrasion values
- Easy Clean function



PRODUCTION

- Heating by biomass heating system
→ (saving of 300,000 liters of heating oil per year)
- Ventilation systems with heat recovery
- Planned PV systems



ENVIRONMENTAL MOBIL

- Raise awareness for environmental protection and nature conservation
- Serves to educate at schools, markets, etc.



BEEFUTURE

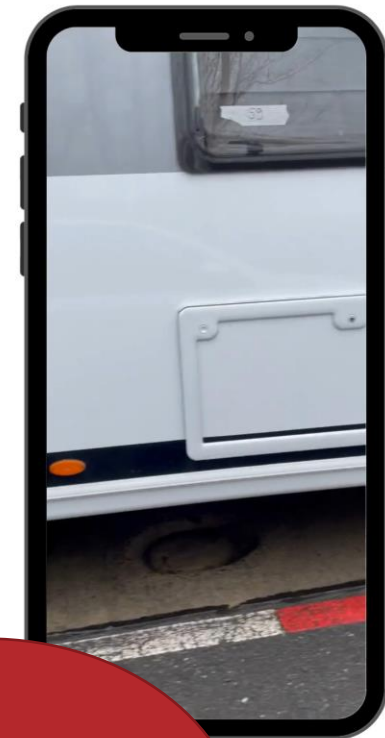
- Beehives on the factory premises
- Protection for mountain gorillas in Rwanda
- Protection of forests in Tanzania
- Use of filters for clean drinking water in Laos



LMC

Focus on safety

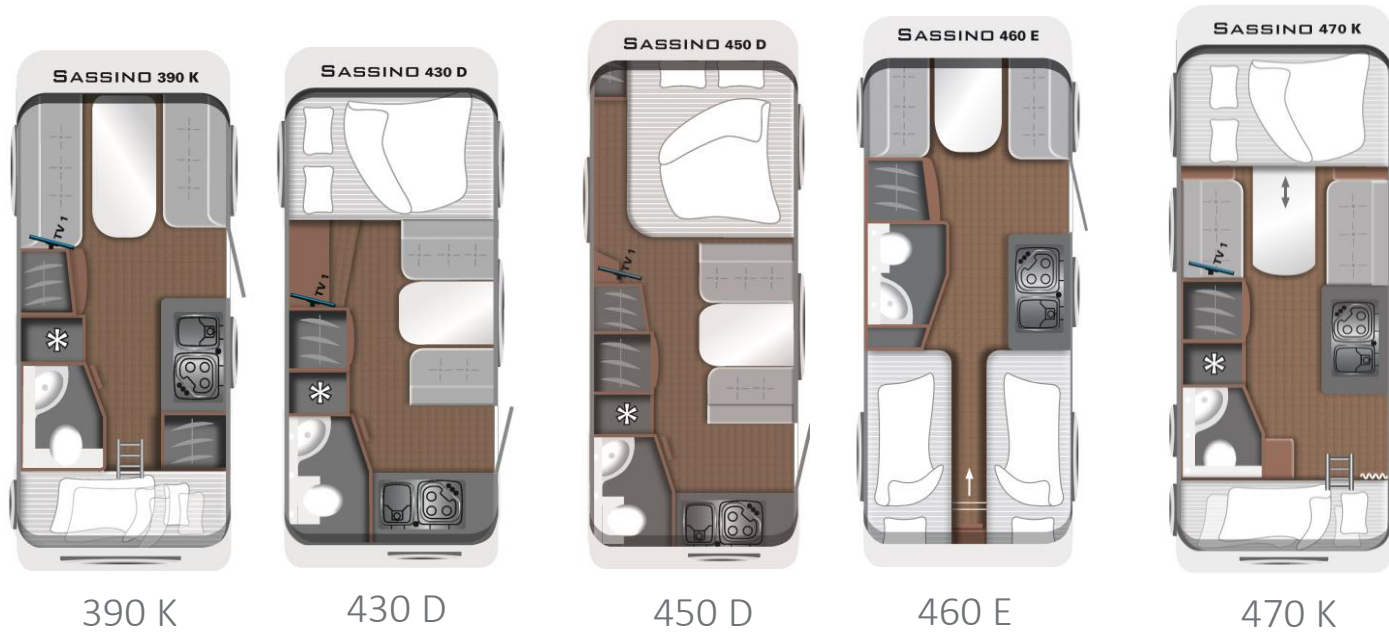
- Series:
 - 100 approval for caravans
 - Anti-roll clutch and shock absorbers ex works
 - Breakdown kit
 - Smoke detector
 - Sockets incl. cover and child safety device
 - All products are tested according to standards
 - Extensive tests
- Additionally (optional):
 - Safety packages for camper vans and motorhomes
 - Optional gas detector and ATC



Teststreckenfilm

Family design





SPECIAL FEATURES

Sassino

- Narrow body width
- Standard mass in driveable condition under 1000 kg



SPECIAL FEATURES

Style | Style Lift

- Modern design in Skandi style
- Large variety of floor plans
- Recycled upholstery worlds
- Linen folding blinds

CARAVANS

Style | Style Lift



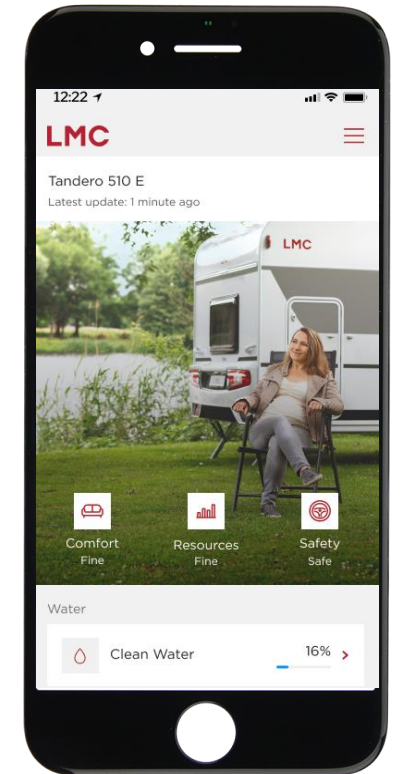
New bug mask

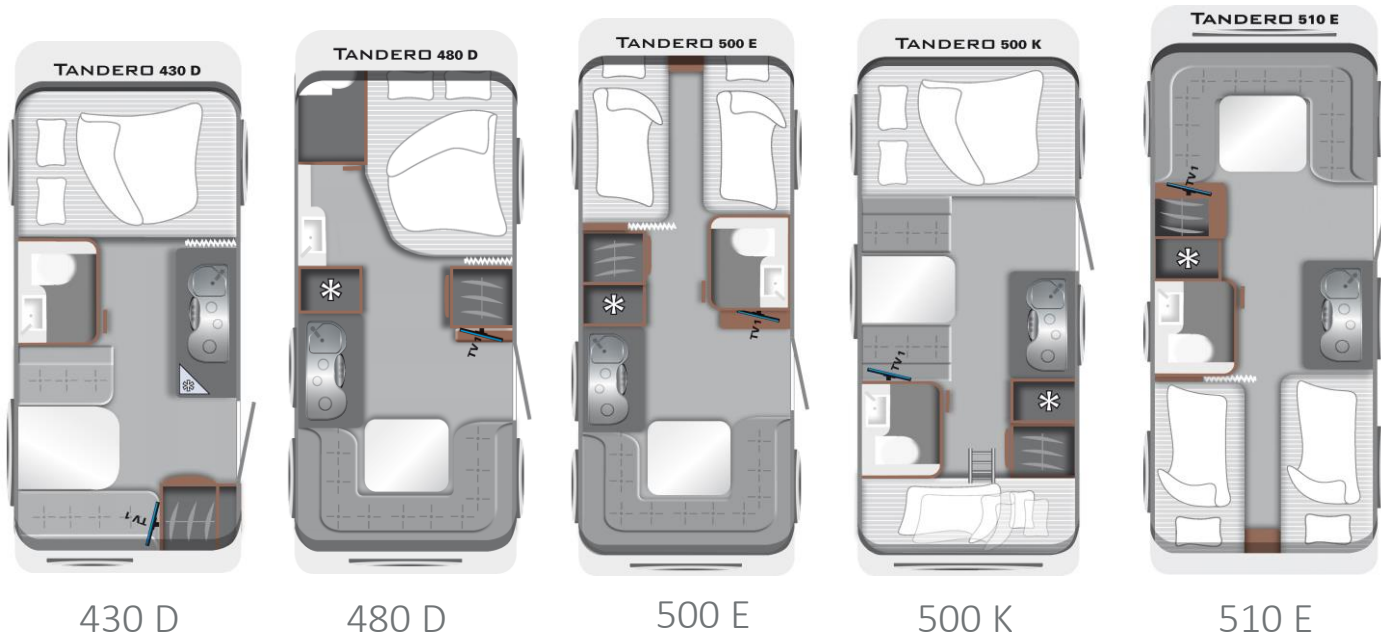


Matte black elements in the interior and use of compressor refrigerator



LMC HOME Ready



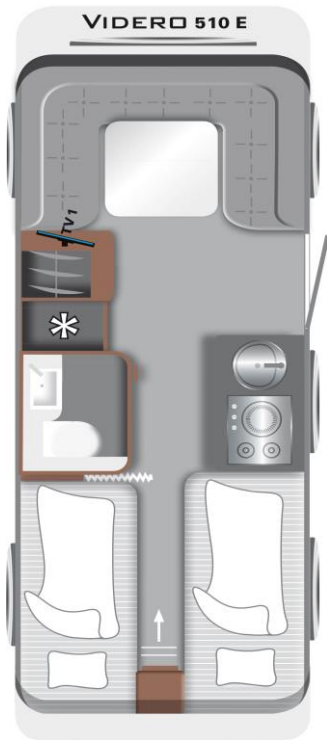


SPECIAL FEATURES

Tandero

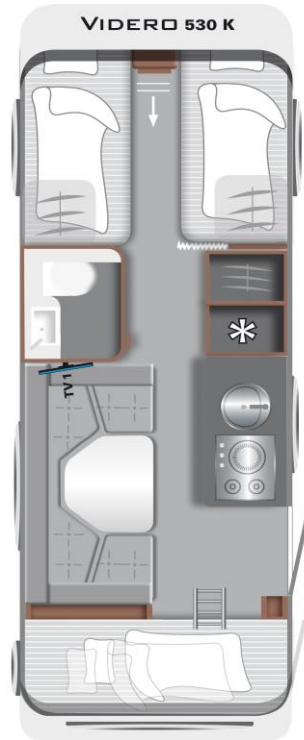
- Modern design in Japandi design incl. anti-fingerprint
- Wide top door
- High quality stove and sink combination
- Ambient lighting optional
- Felt organizer
- Modern bow part

VIDERO - FIRST EDITION



510 E

- 2,32m width
- Body length 5,65 m
- Panorama window in the bow optional instead of shelf
- Available 08/2023



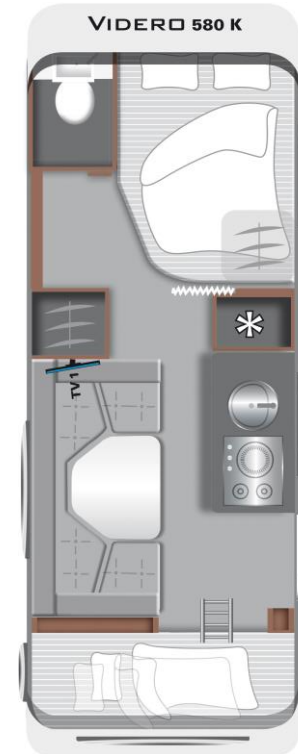
530 K

- 2,32m width
- Body length 6,20 m
- Round seating group
- Available from 09/2023



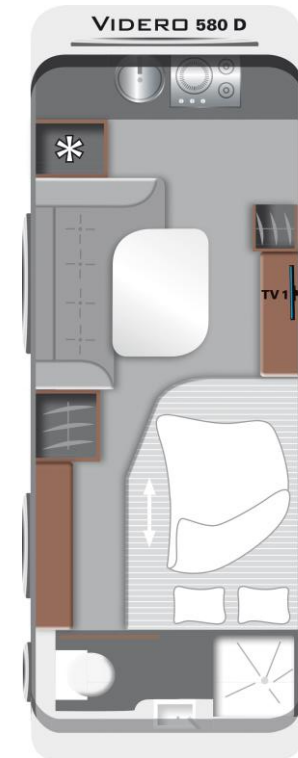
450 D

- 2,32 width
- Body length 5,50 m
- Analog floor plan Style 450D
- Available 11/2023



580 K

- 2,32m width
- Body length 5,88 m
- Round seating group
- Washroom with pull-out sink
- Available 11/2023



580 D

- 2,32m width
- Body length 5,88 m
- more space in the doorway
- New closet
- Sliding slatted frame
- standard panoramic window in bow
- Available ab 01/2024

CARAVANS

Videro

- Better accessibility of the crank supports
- Frame window series
- 5 layouts
- Anti-fingerprint
- High quality upholstery incl. headrests made of recycled fabrics and stitchery
- Corners equipped with shelves + indirect lighting (510E)
- Bed base with disc springs + higher quality and thicker mattresses with zones and viscose foam
- Hanging cabinet flaps with decorative groove
- Stone look kitchen back wall
- Induction + gas cooker
- Extensive equipment in the series
- LMC HOME Box Series



CARAVANS

Videro



Front and rear pillars



High quality interior in Japandi look



100% folding blinds made of linen and upholstery fabric from recycled PET bottles



522 K

532 K

VIVO LAST EDITION

- Vivo package
- Flat-screen TV ready for 1st TV
- Shower package
- Hinged window washroom (milky glass)
- Premium-matress
- Maximum chassis weight 2.000 kg / 2.000 kg Chassis incl. aluminum rims

Package weight* +44 kg*

VIVO PACKAGE

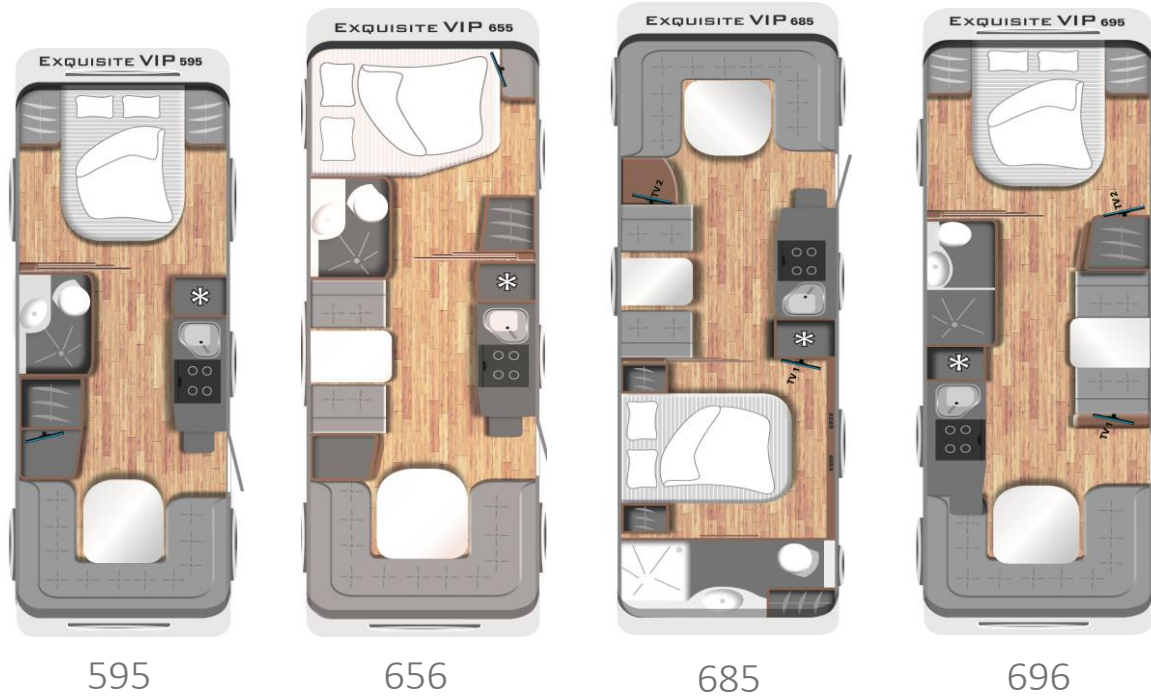
- Holding tank 25 ltr. with wheels
- Display for freshwater tank
- Midi premium skylight 960 x 655 mm
- Mosquito net door
- Comfort-entrance-door with window incl. rubbish bin
- Therme for hot water supply
- Plate for crank stakes
- 2x USB socket for power rail
- Indirect lightning upper cupboards
- Three additional sockets 230 V
- Exterior socket 230 V / 12 V / TV and gas
- Reinforced roof incl. preparation for air conditioning
- Support wheel with support load indicator
- Gas detector

SPECIAL FEATURES

Vivo

- Wide body width
- Classic floor plans for families

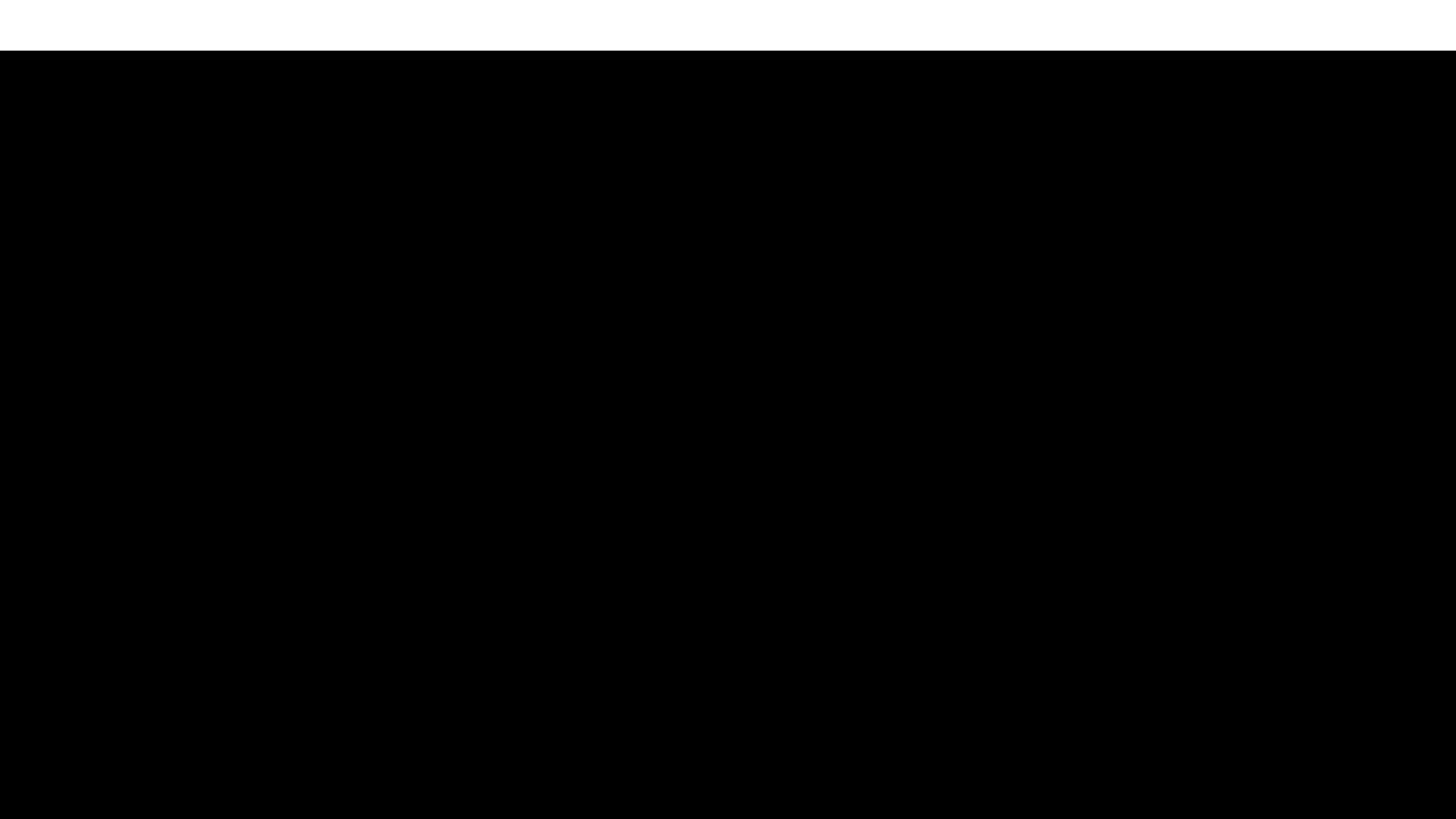
EXQUISITE VIP



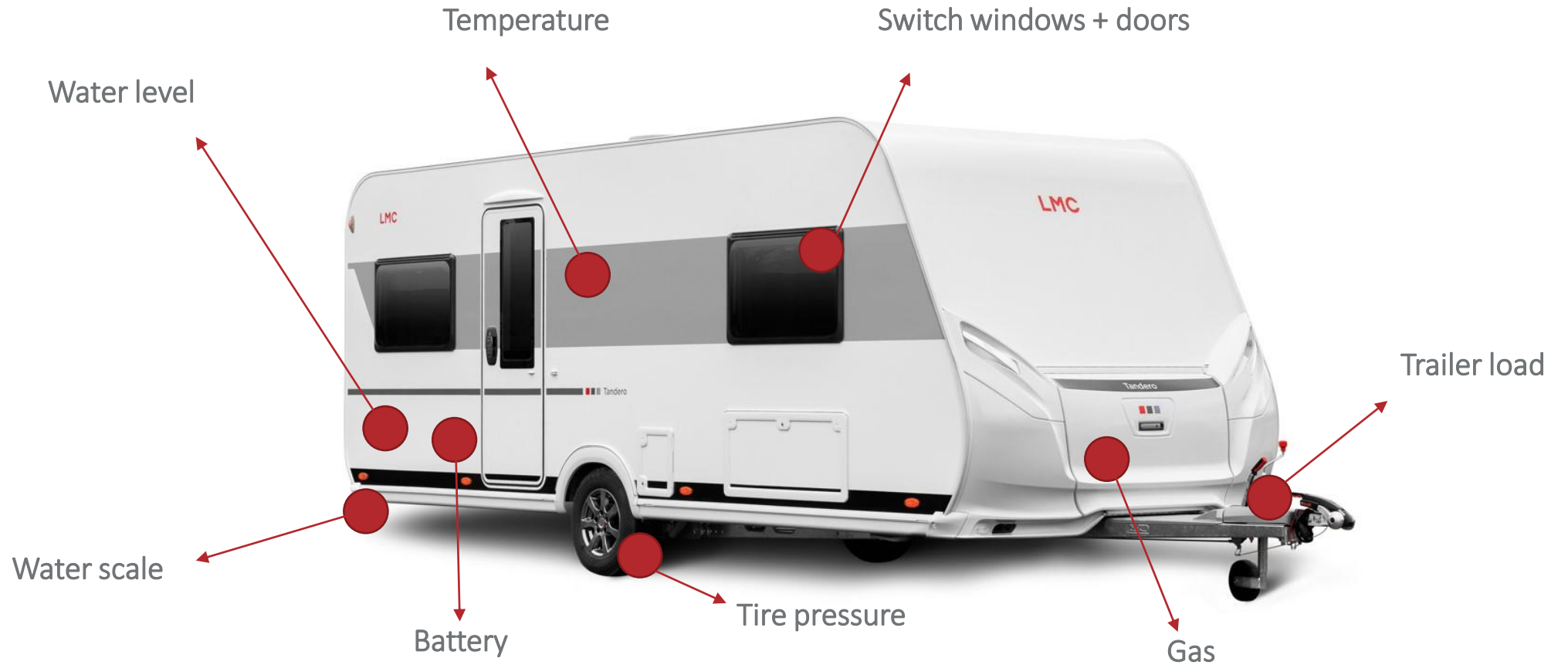
SPECIAL FEATURES

Exquisite VIP

- Spacious floor plans
- High living comfort



CARAVANS LMC HOME

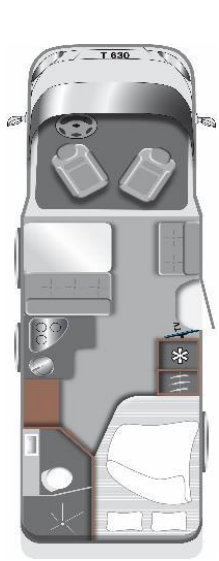


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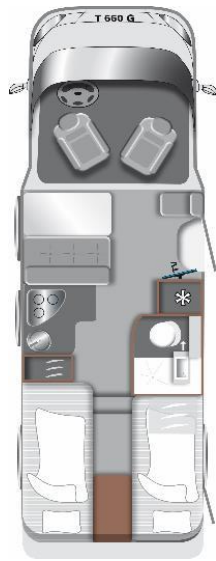
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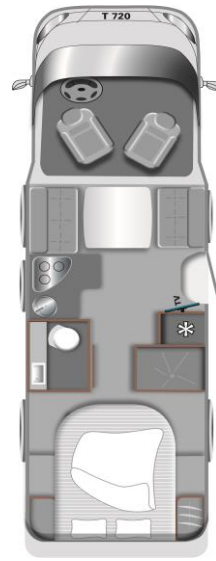
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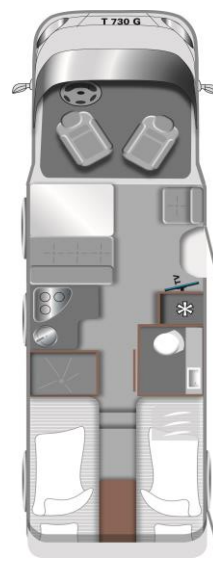
T 630



T 660 G



T 720



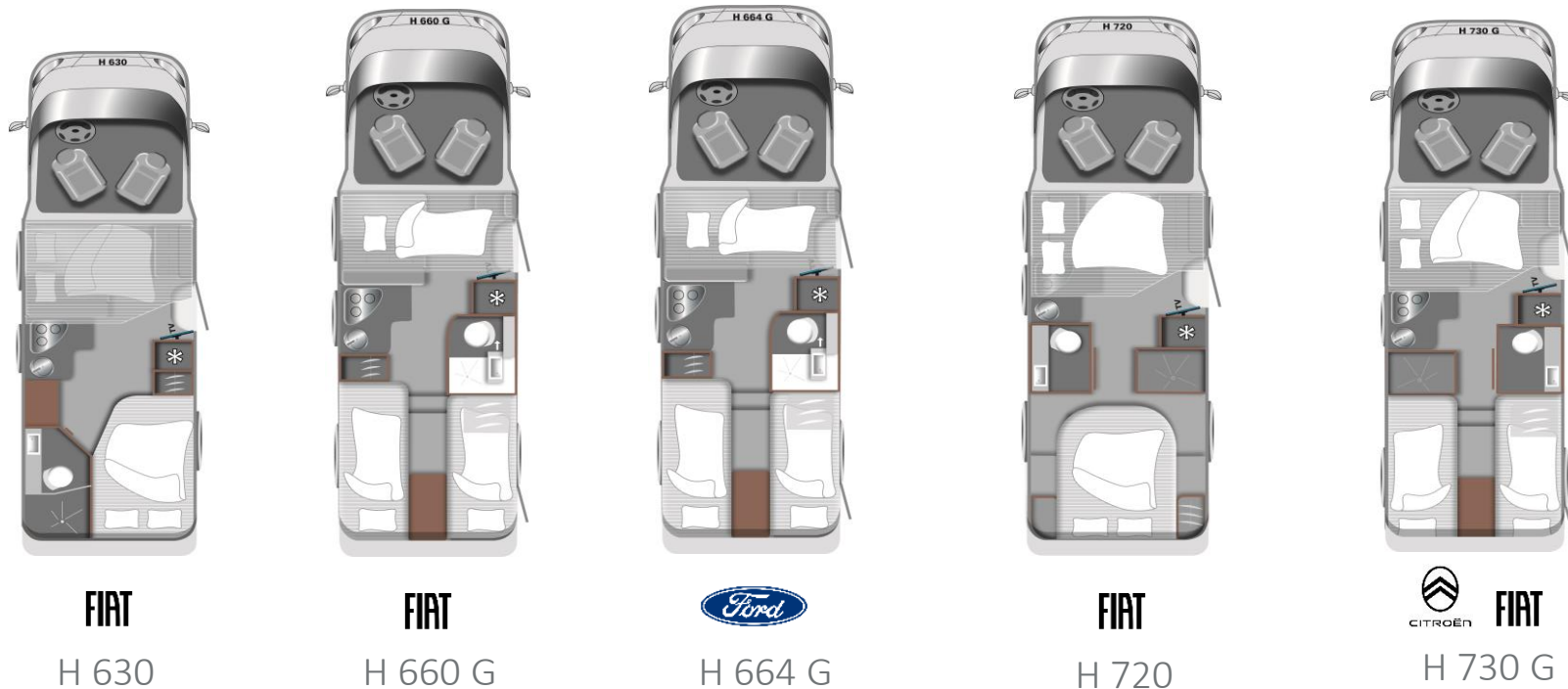
T 730 G

Not available in model year 24

SPECIAL FEATURES

Tourer

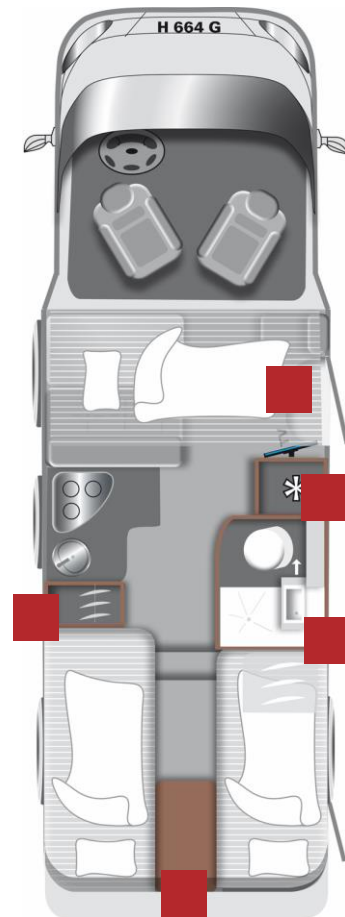
- Modern design
- High payload
- Low height
- Aerodynamic
- Fuel efficient



SPECIAL FEATURES

Tourer Lift

- Modern design incl. anti-fingerprint
- High payload
- Low height
- Aerodynamic & fuel efficient
- Integrated lift bed



H 664 G

Introduction during the year

Compact bathroom with sliding sink

Large compressor refrigerator

Loading and storage space between the beds

Large closet

Integrated lift bed

Standard diesel heating

Fresh water tank in the vehicle

TOURER PACKAGE FIRST EDITION

- 16" aluminium rims
- Android Auto or Apple Car Play
- Preparation SAT , climate, solar including roof enhancement
- Solar Preparation
- Midi Premium skylight 700 x 500 mm seat group
- Skyroof in T-hub
- Fold-roll-system drivers cab
- Indirect kitchen lighting
- Indirect lightning above and under wall-cupboards
- LED-struts in sleeping area
- Heatable windscreen
- Android Auto or Apple Car Play
- Lane assistant with drowsiness warning and high beam assistant
- Lane Assistant with additional lane keeping and lane change assistant
- Android Auto or Apple Car Play
- Android Auto or Apple Car Play
- Adaptive cruise control system (including leather steering wheel and active emergency braking assistant
- Awning 4,00 x 2,50 m
- Insulated and heated waste water tank
- Isofix
- Frame window with multifunction blinds
- Battery 95 Ah AGM additionally
- CP Plus control panel for heating
- Flat-screen TV ready for 2nd TV incl. bracket for flat screen
- Fly-screen door

TOURER H 664 G



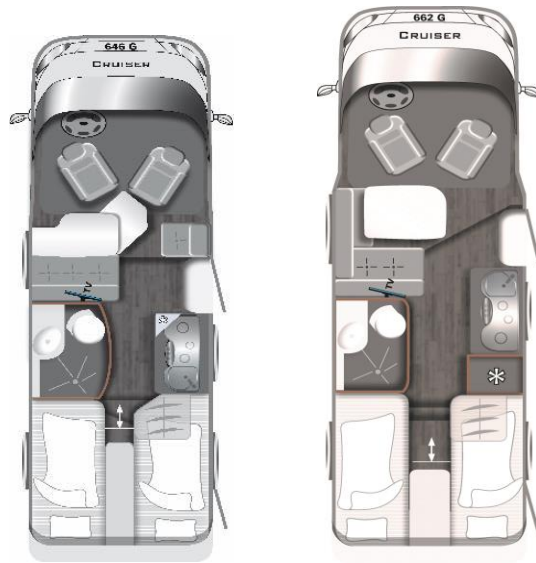
Dynamic front which is adapted to the chassis



Extendable stool



Shoe rack in the entrance area



FIAT

646 G

FIAT

662 G

SPECIAL FEATURES

Cruiser

- Facelift model year 2025
- Higher standard equipment

CRUISER PACKAGE LAST EDITION

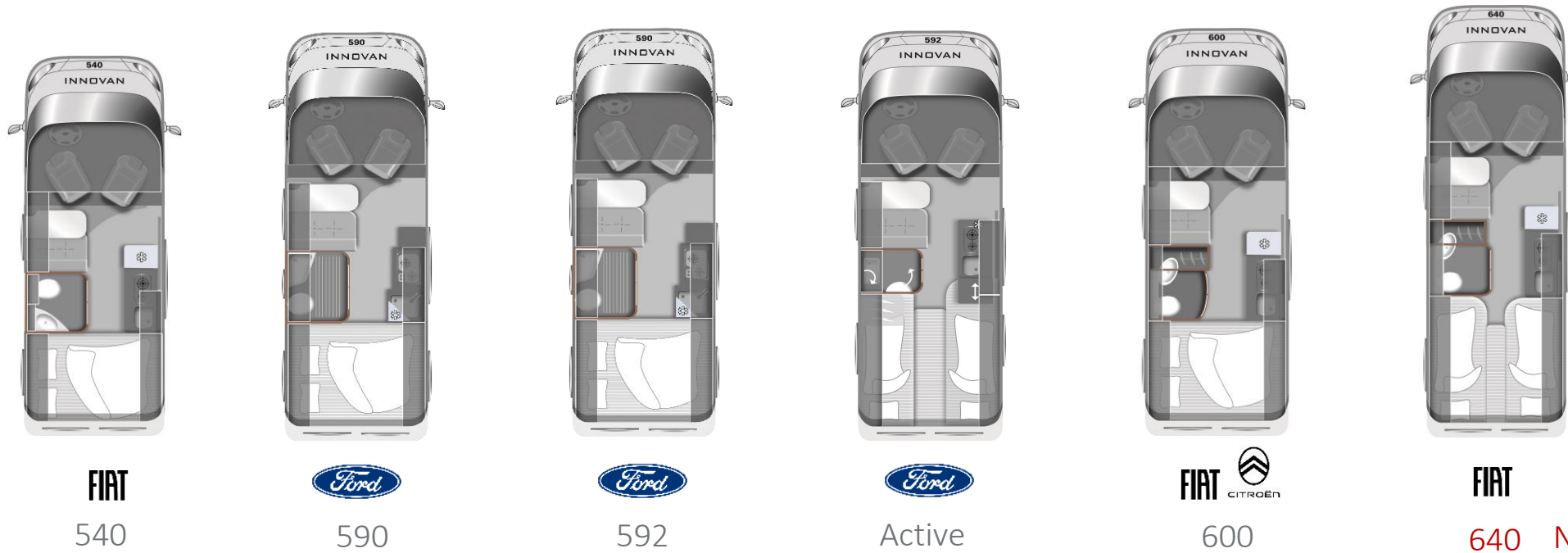
CRUISER PACKAGE

- Multifunction steering wheel with control element
- Steering wheel and gear shift in leather model
- Aluminium rims 16"
- Dash board panel with aluminium decor application
- Skid Plate polished black
- Traction+
- Radiator cowling
- 90 ltr. diesel tank

- + Wood shower tray insert
- + Double din radio with DAB and navigation software



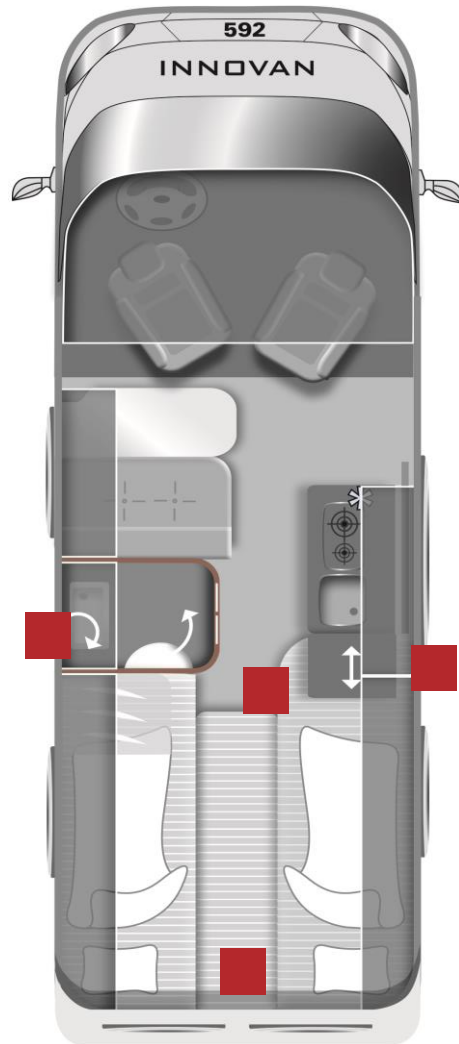
CAMPER VANS



SPECIAL FEATURES

Innovan

- Modern interior
- Sporty exterior
- Anti-fingerprint



6 meter floor plan with single beds

Compact bathroom with folding sink and revolving toilet

Pharmacist cabinet

Refrigerator in the entrance area

Extendable worktop with 40kg load



592



INNOVAN ACTIVE

INNOVAN ACTIVE



Front guard, trail grille, roof rack with integrated LED lights



Bedroom extension, rear ladder, embroidery in upholstery



Special bonding with 3D lettering, studded tires

FACTORY TOUR



14:30 Departure
Meeting point TV

Thank you for your attention!