

# Nimbus Group fourth quarter report 2023

Trend for premium boats provides support for our strategy but non-recurring and restructuring costs burden the quarter



Alukin Ocean Air 8



# Today's Presenters

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**Jan-Erik Lindström**  
CEO



**Rasmus Alvemyr**  
CFO

# Key takeaways from 2023 – A year of strategic shift

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- Expansion in North America
  - Dealer network expanded in key boating districts
  - Acquisition of Edgewater
  - Consolidation of North American sales organisation
  - Preparations for local US production of Nimbus brand boats
  - Launch of Aquador brand
- Continued increased focus on premium boats
- Entering new segment with Nimbus 465 Coupe, 1st boat built
- Expansion of Lugnås factory finalized, enabling higher volumes and larger boats
- Softer market situation – especially for small boats in the Nordics
- Expanded footprint in new markets (e.g. UAE, Thailand, Japan)



# Highlights of the fourth quarter 2023

- Sales increased by 7 % to 361 mSEK (338)
- EBITA amounted to -4,4 mSEK (10,3), including non-recurring costs of 10 mSEK
- EBITA margin -1,2 % (3,1 %), negative effected by currency as reported in Q3 (-14 mSEK)
- Order book at 759 mSEK (930), 96% referring to premium boats
- Non-recurring restructuring costs affected the quarter
- Sea-trials Alukin Ocean Air8
- Flipper 900 DC and Aquador 300 HT nominated for Motorboat Awards
- First 465 Coupé built
- Legal merger of the own Swedish dealers



# This is Nimbus Group

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- Founded in 1968
- Long history of international sales
- True house of well-known brands
- 2021, May - acquisition of Marine Store
- 2022, Feb - acquisition of Herholdt Andersen
- 2022, June - Own establishment in North America
- 2022, Aug – Launch of new Aquador series
- 2023, Jan – Presentation of Nimbus 465 Coupe, entering a new segment with the Nimbus brand
- 2023, May – Acquisition of EdgeWater Power Boats LLC



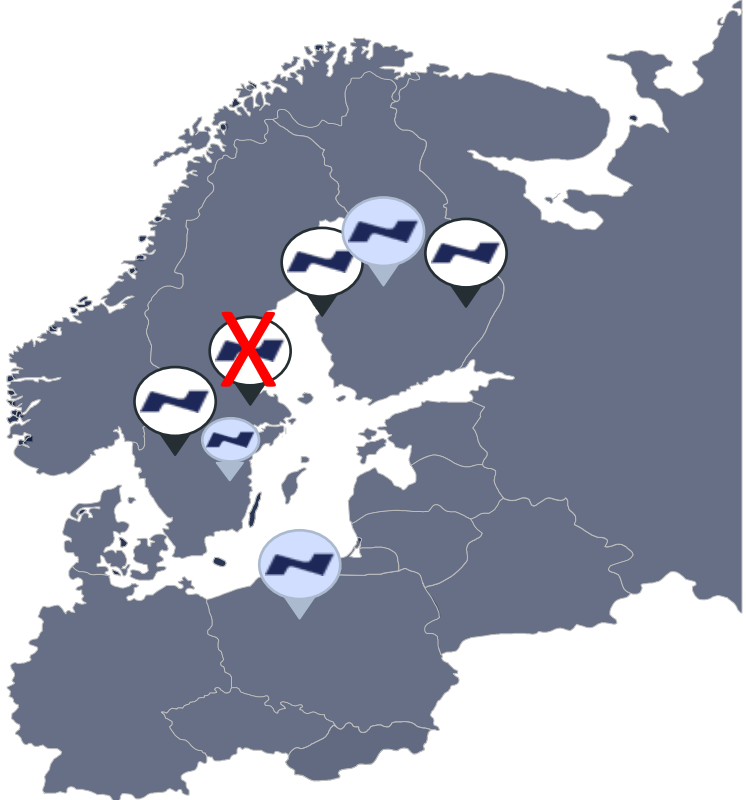
# Productivity improvements and increased focus on premium segment

- Norrtälje production site:
  - Production of aluminum boats outsourced and consolidated to external partner
  - factory closed
- Lugnås production site:
  - Nimbus C11 outsourced
- Finland production:
  - Temporary lay-offs in small boat production according to Finnish rules
  - Move of Nimbus TC 8 to Edgewater and Poland



## Footprint

Production facilities  
○ Internal production  
● Outsourced production






# Strong long term underlying market development with drivers in the premium segment

Global drivers

 Overall wealth is increasing

 Increased popularity of “Staycation”

Industrial drivers

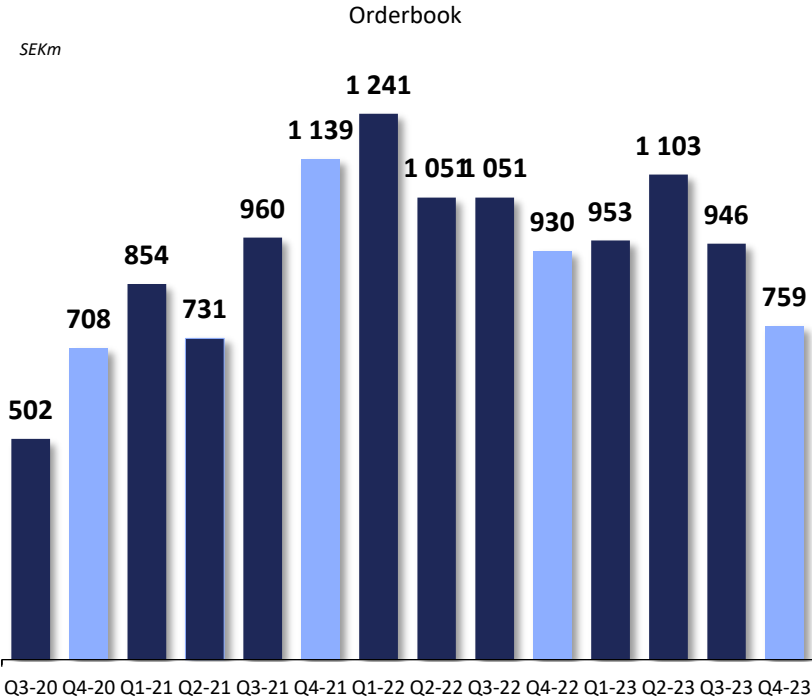
 Ageing boat fleet

 Technical development



# Order book development

- Order book down 18% Y/Y mainly driven by small boats (-100 mSEK)
- Order book geographically well balanced in relation to world market, with North America representing 54%
- Higher share of premium boats in the order book (96%)
- Only confirmed orders in the order book





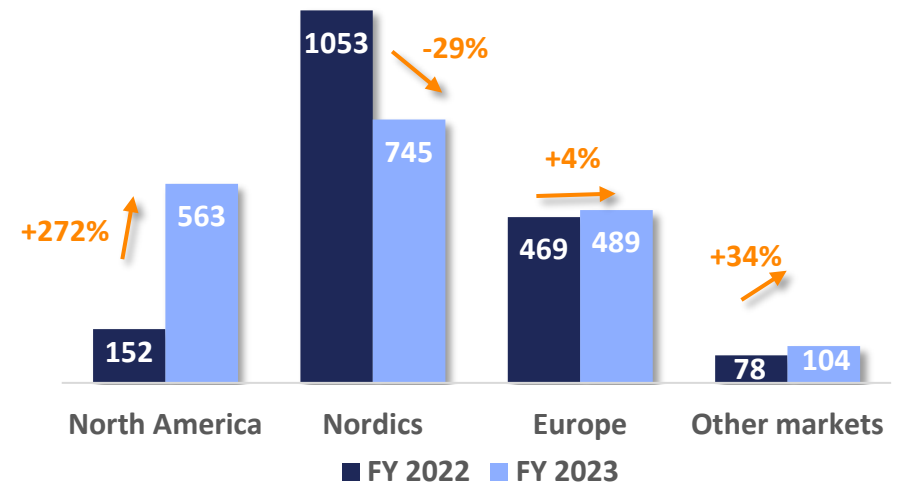
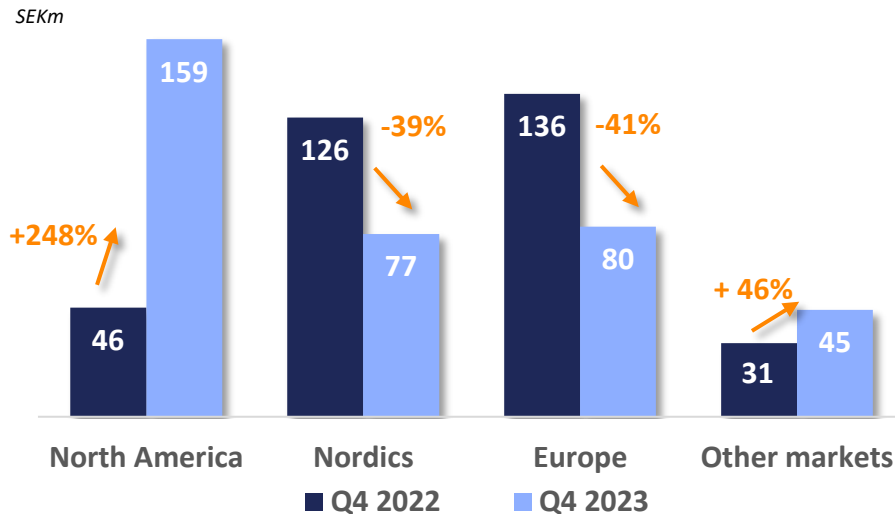
# Sales development per market

## Q4

- Strong development in North America by 113 mSEK driven by premium boats, whereof EdgeWater 90 mSEK
- Continued soft market in the Nordics continues, -39%
- Europe drop by -41% due to positively affected sales L/Y from timing effects after supply chain disturbances
- Positive development on other markets

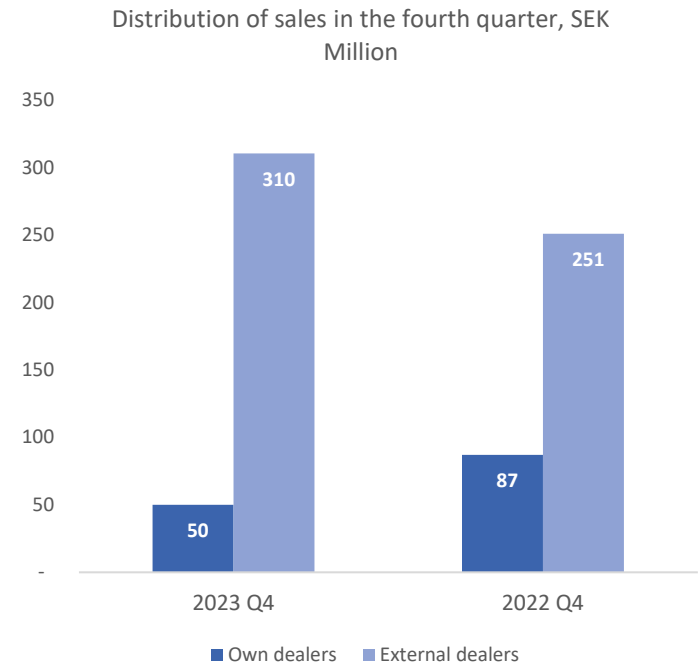
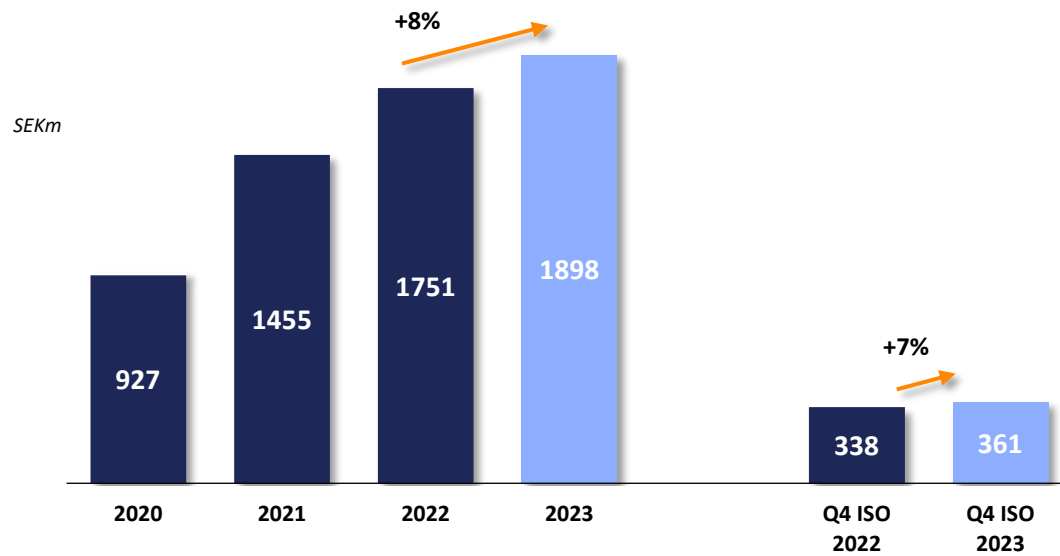
## Full year

- North America expanded by 411 mSEK, whereof EdgeWater 269 mSEK, organic growth of +94%
- Drop in the Nordics of -29%, soft market on mainly small boats
- Europe slightly higher, main driven by southern Europe



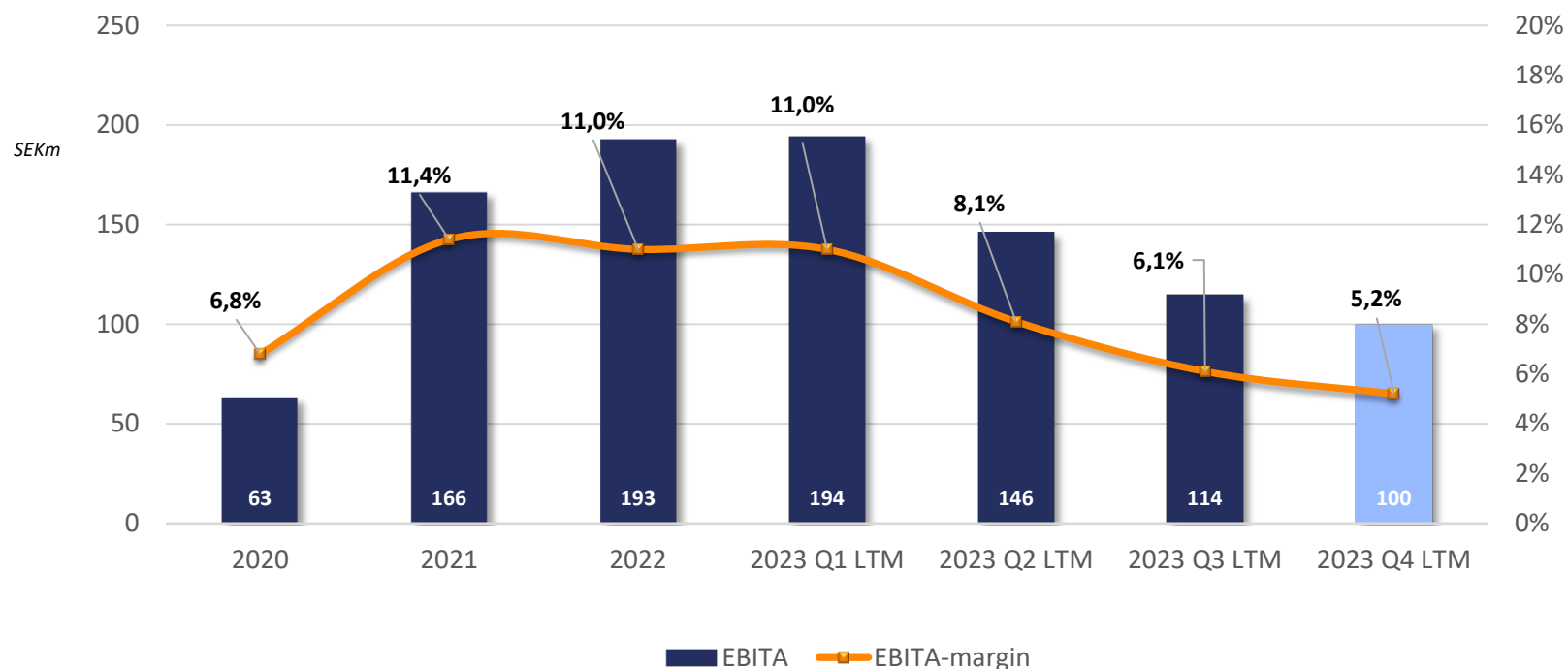
# Sales development

- Net sales in Q4 increased by +8% Y/Y, affected by currency and EW acquisition (90 mSEK)
- Organic growth in Q4 was –20%, fully explained by drop in small boats



# EBITA Development

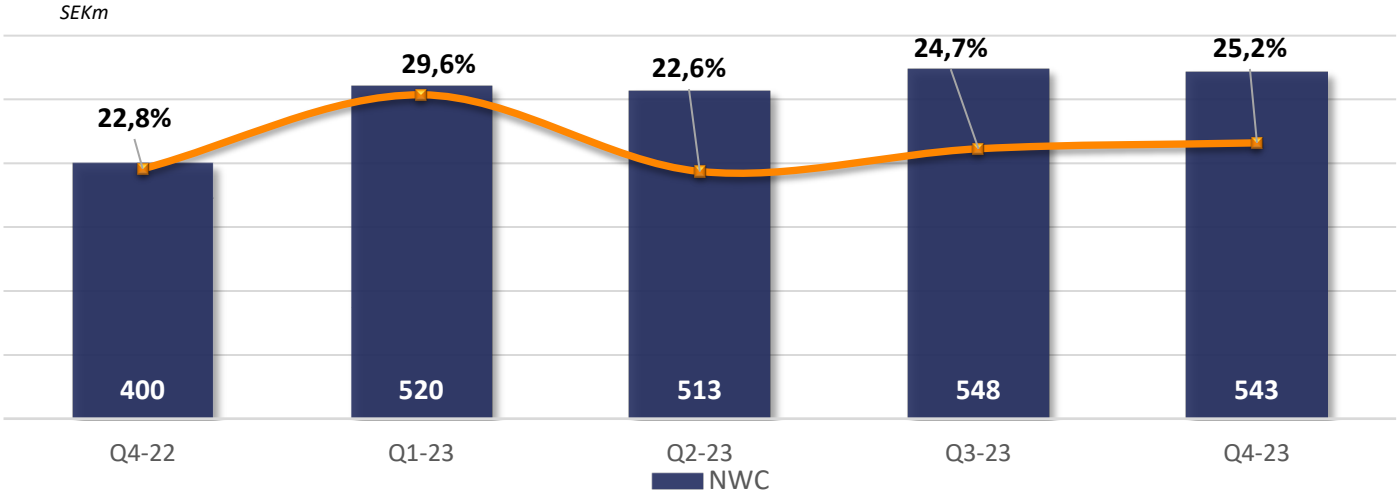
- Lower EBITA-margin in Q4 down to -1,2% (L/Y 3,1%), mainly effected by:
  - SEK currency development: Negative effect of about -14 mSEK on GM (effecting EBITA approx -4 pp)
  - Non-recurring costs referring to restructuring and reserves of -10 mSEK (effecting EBITA by -3 pp)
  - Cost under-absorption effect from production restructuring and significantly lower volumes of smaller boats
  - Lower share of double margin sales of own brands at own dealerships





# Working Capital

- NWC in Q4 amounted to 543 mSEK compared with 548 in Q3.
- Stock levels increased by 56 mSEK, driven by higher levels of finished goods and lower levels of WIP and Raw material. The increase follows seasonality trends.
- Level of demo boats at own dealers are filled up and well balanced compared with L/Y and pandemic
- Floor-plan financing for own demo boats amounts to 53 mSEK.
- NWC / LTM amounts to 25 % (L/Y 23%); incl EdgeWater proforma assumption of 525 mSEK (based on FY 2022)



# Strategic CAPEX investments done in 2023

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- CAPEX 2023 amount to 61 mSEK (66)
  - Investments in Lugnås Factory by -17 mSEK
  - Product development 44 mSEK (34) , dominated by Nimbus 465 Coupe



# Financial Targets

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**Growth >10%**

**EBITA margin 10%**

**Capital structure - No Financial debt**

**Dividend policy 30%**



# Q & A

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Financial calendar:

April 26<sup>th</sup>

Q1 report

