

Nimbus Group Q3 report 2021



Today's presenters



Jan-Erik Lindström
CEO



Rasmus Alvemyr
CFO

Highlights of the third quarter 2021

- **Sales increased by 111 % to 382 Mkr (181,4)**
- **EBITA amounted to 41,9 Mkr (5,6)**
- **EBITA margin up to 11,0 % (3,1 %)**
- **Order book is now 960 Mkr (502)**
- **New dealers contracted in the US and Asia**
- **Several aftermarket initiatives has been launched**
- **Capacity restrictions have been obvious and initiatives and investments to increase capacity are ongoing**



Why invest in Nimbus – a reminder



1

Strong underlying market with several fundamental drivers

2

True house of brands with strong and distinctive brand portfolio

3

Attractive position in value chain with opportunities to further improve dealership offering and develop aftermarket services

4

Asset light and flexible production platform through increasing outsourced production and modular boat building process

5

Experienced management team

6

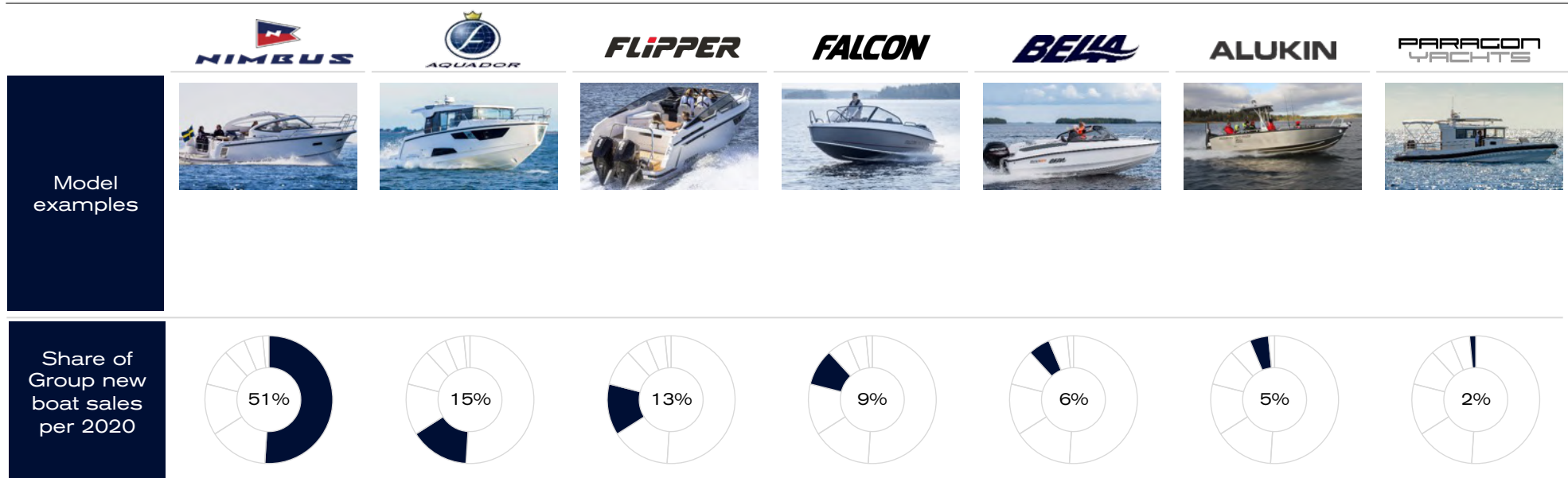
Excellent growth opportunities including geographical expansion and consolidation both vertically and horizontally

This is Nimbus Group



- **Founded in 1968**
- **Long history of international trade**
- **Well-known Scandinavian brands**
- **2012 new owners R12 with new BP**
- **2018 acquired Alukin**
- **2019 acquired Bella Veneet**
- **2021, 9th Feb listed on Nasdaq First North**
- **2021, 17th May acquisition of Marine Stores**

Today a true house of brands boat builder – for the dealers' sake

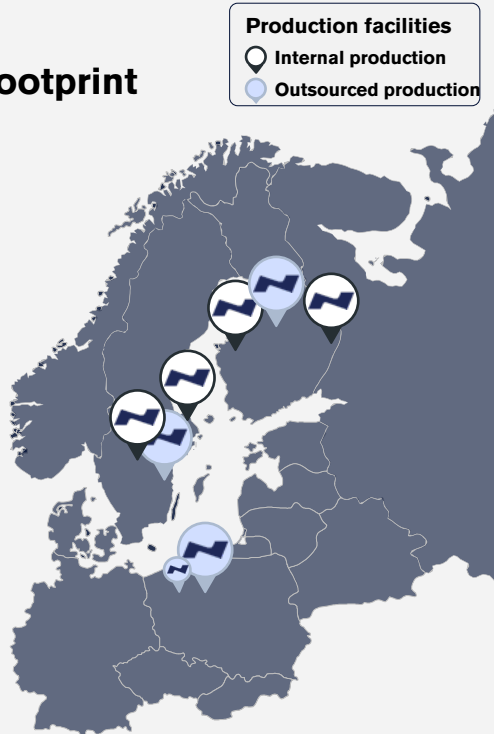


Serving a growing market



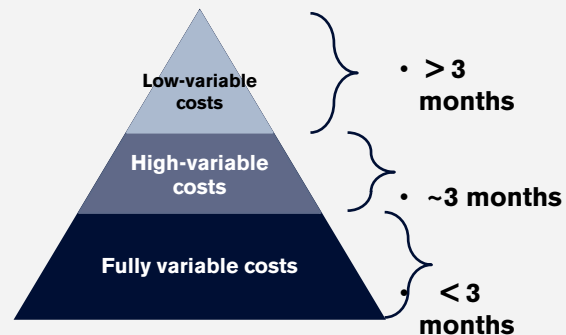
Asset light production platform

Footprint



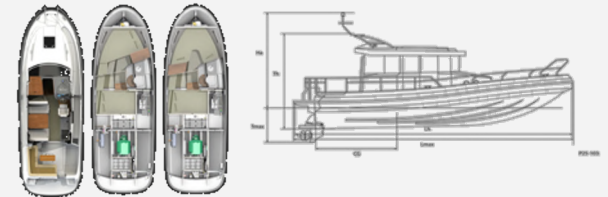
Scalable cost base setup

Cost variability based on days
to reduce cost –
three months to remove significant
share of cost

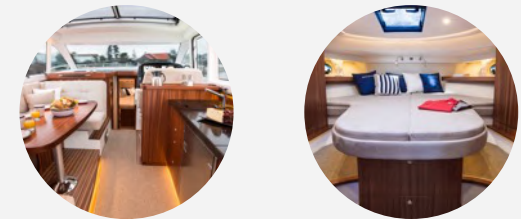


Production efficiencies

Hulls to be more standardised



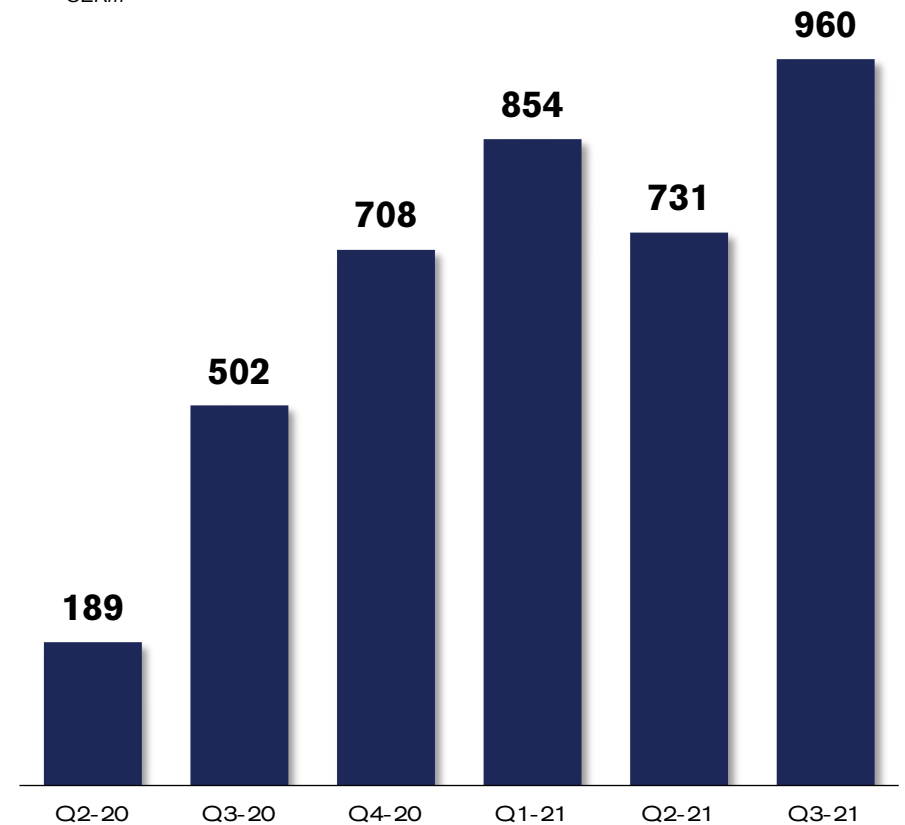
A modular boat building process with
a cross-brand utilisation.



Our order book record high for this time of the year

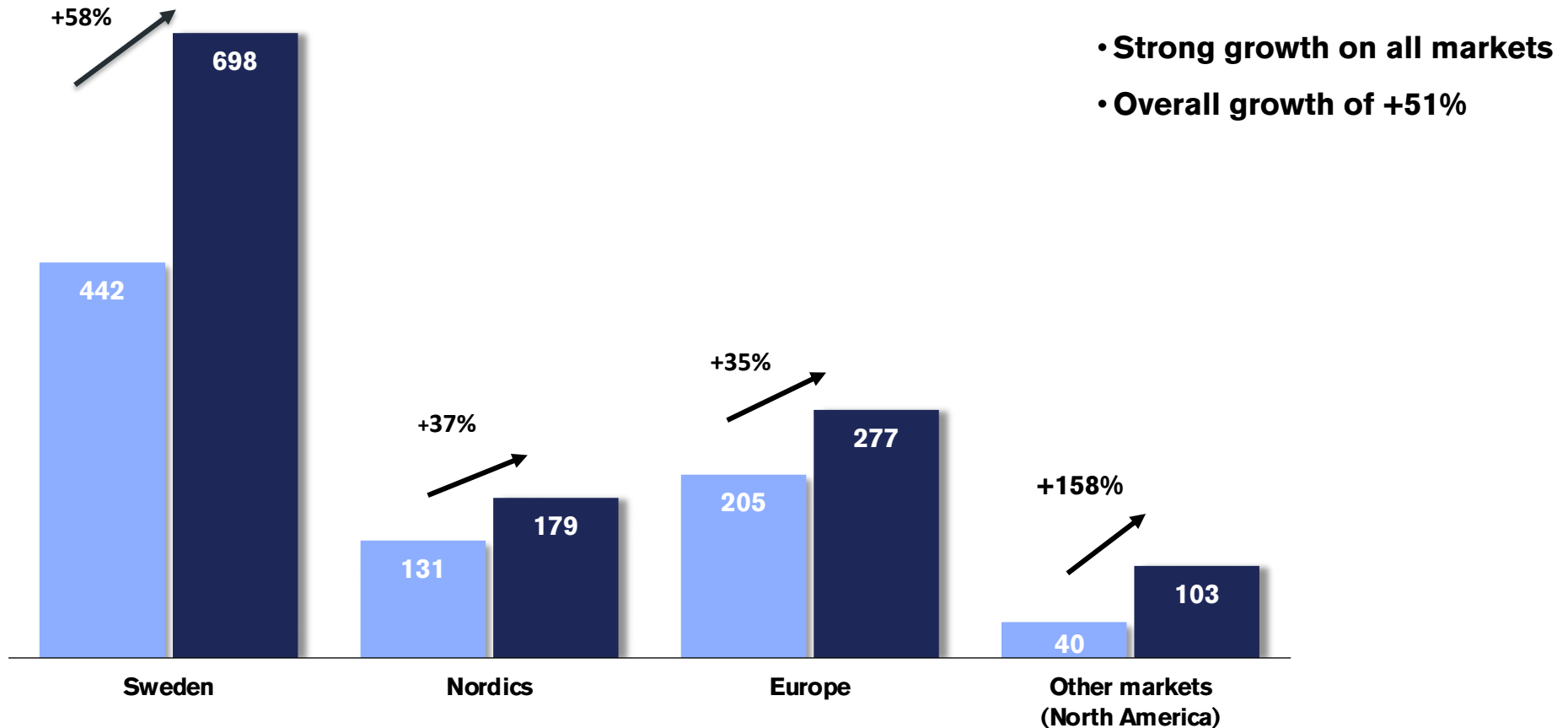
- 3rd quarter orderbook increased by 31 % from Q2 and 91 % from Q3 2020
- Since not all orders can be confirmed due to capacity restraints, there is a substantial amount of non-confirmed orders on top of the order book.
- Pre-payments amounts to 11 % of the orderbook value

SEKm



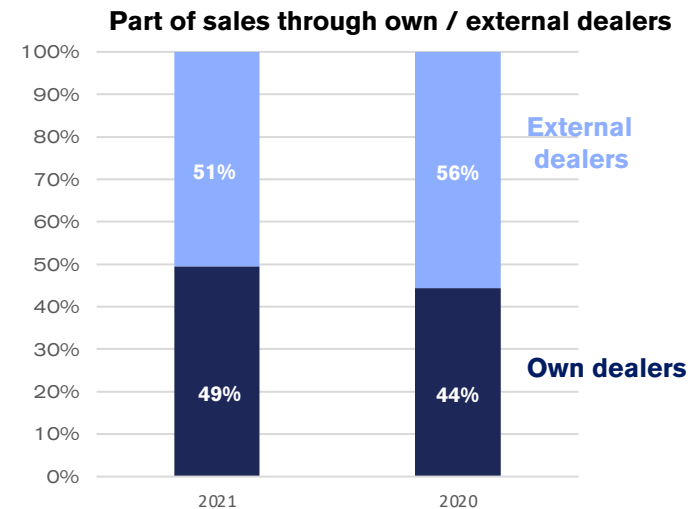
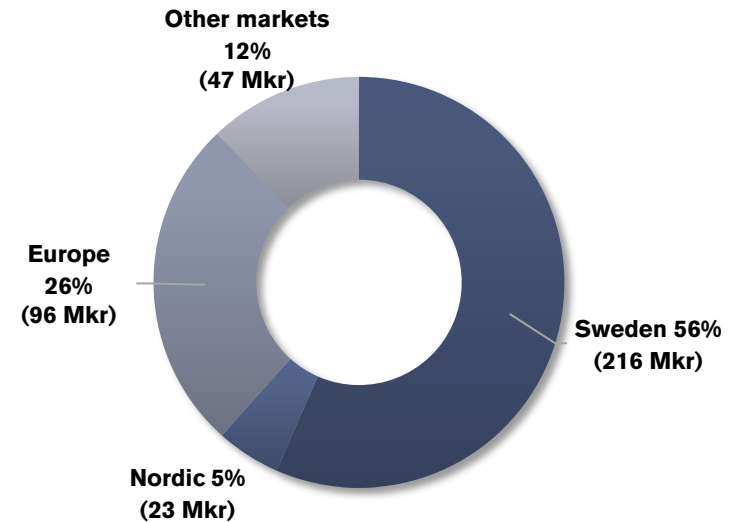
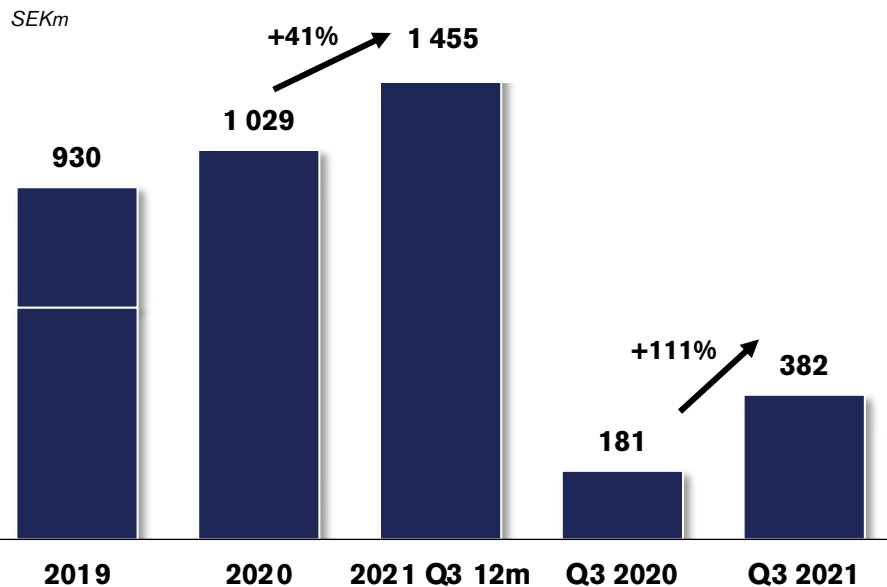
Sales development per market YTD Q3 2021 vs YTD Q3 2020

SEKm



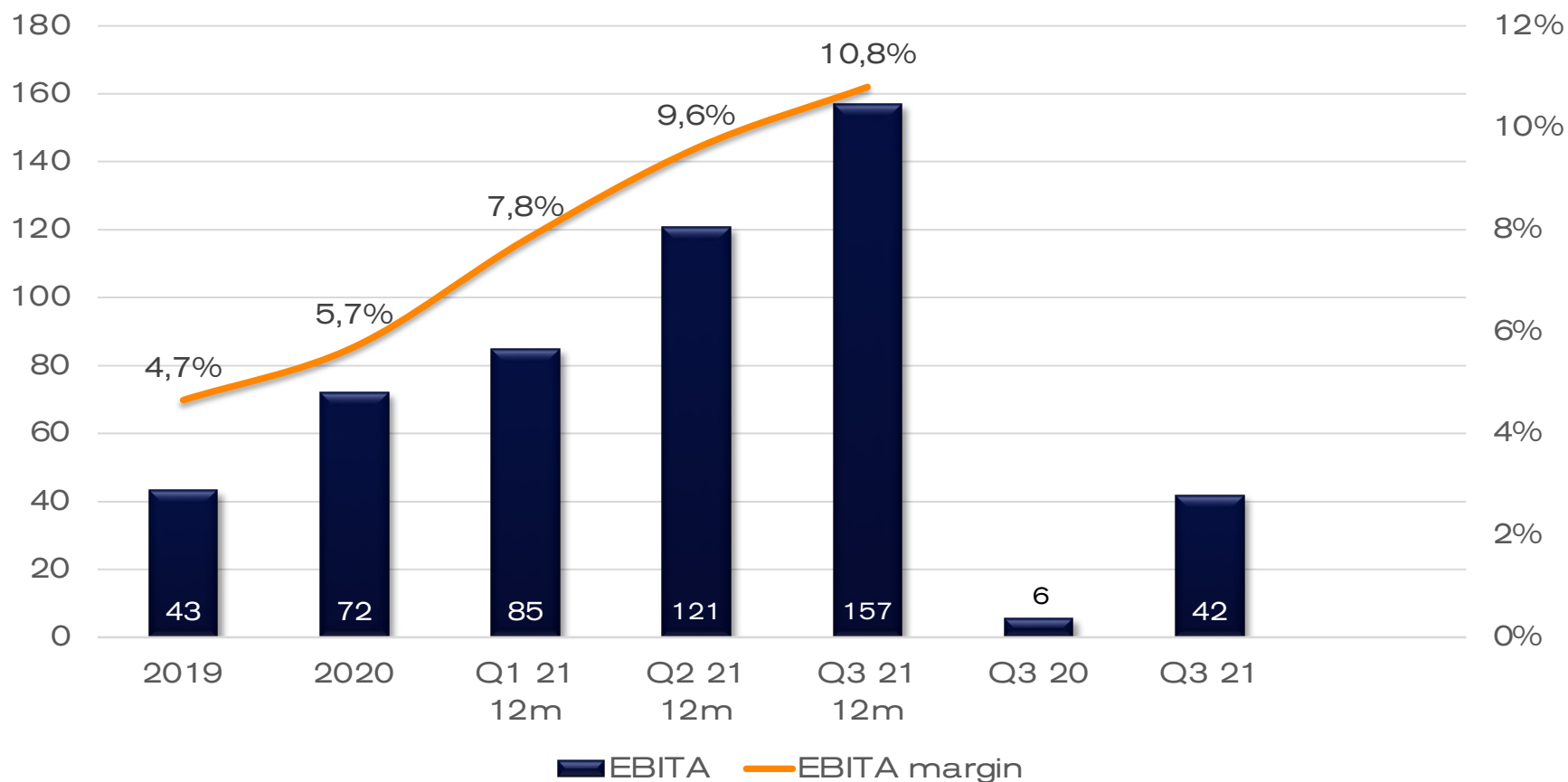
Strong sales development

- Europe coming back from a weak year
- Demand from north America continue to grow
- Sweden and Nordic still growing – with a larger part of own dealers
- Sales contribution from Marine Store amounts to 76 Mkr in Q3
- Third quarter strong in many aspects.



EBITA on a steady increase

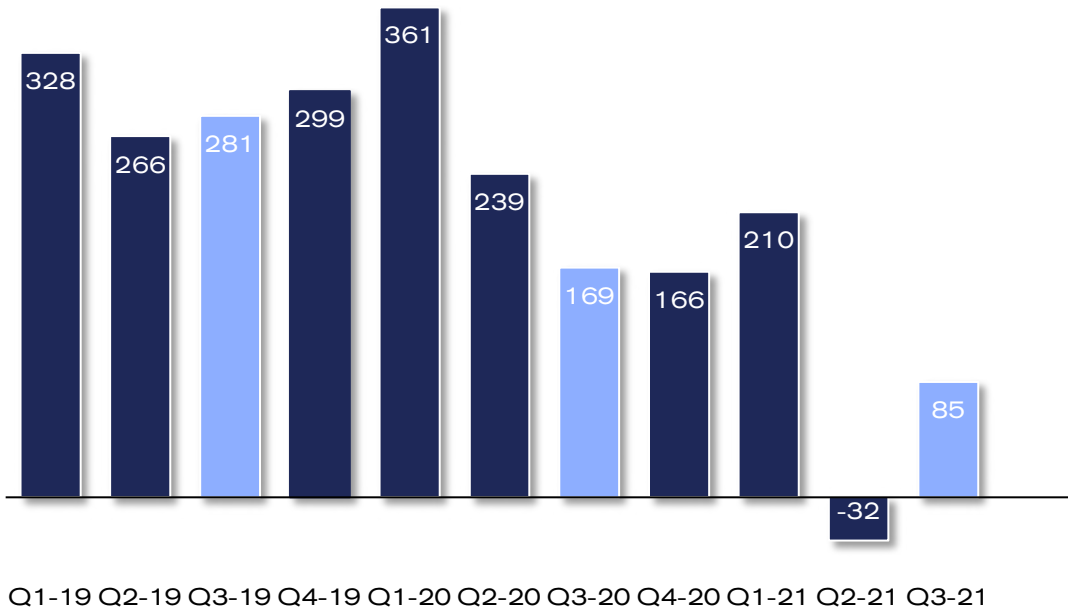
SEKm



Working capital

- Strong development with low NWC in relation to previous periods
- NWC / LTM sales in Q3 5,8%

SEkM



Financial targets

	FINANCIAL TARGETS	Q3 2021
Growth	>10%	53% (YTD)
EBITA margin	10%	10,8% (LTM)
Capital structure	No financial debt	No financial debt
Dividend policy	30%	n.a.

We are delivering on our targets!

Illustrative



Ownership in Nimbus 20211031

#	Ägare	BOAT	Kapital	Röster	Δ Kapital	Verifierat
1	R12 Kapital Holdco AB	6 042 996	31,2%	31,2%		2021-10-31
2	Håkan Roos (RoosGruppen)	1 942 307	10,0%	10,0%		2021-10-31
3	ODIN Fonder	1 676 000	8,6%	8,6%		2021-09-30
4	Fort Cambridge Investments S.A.	1 289 928	6,7%	6,7%		2021-10-31
5	Handelsbanken Fonder	968 846	5,0%	5,0%		2021-09-30
6	OP Fonder	850 000	4,4%	4,4%	0,46%	2021-10-31
7	Lazard Asset Management	741 187	3,8%	3,8%		2021-09-30
8	Briban Invest AB	576 923	3,0%	3,0%		2021-10-31
9	Celox Holding AB	500 000	2,6%	2,6%		2021-10-31
10	Swedbank Försäkring	461 021	2,4%	2,4%	0,13%	2021-10-31
11	Futur Pension	452 299	2,3%	2,3%	-0,47%	2021-10-31
12	Jan-Erik Lindström	400 693	2,1%	2,1%		2021-10-31
13	LMK-bolagen & Stiftelse	386 923	2,0%	2,0%		2021-10-31
14	Nordnet Pensionsförsäkring	380 223	2,0%	2,0%	0,01%	2021-10-31
15	Taaleri Rahastoyhtiö Oy	300 000	1,5%	1,5%		2021-10-31
Total top 15		16 969 346	87,6%	87,6%	0,13%	
Övriga		2 408 464	12,4%	12,4%	-0,13%	
Totalt		19 377 810	100,0%	100,0%	0,00%	

Q & A

**Next report :
Q4 2021
February, 22 2022**

