

# NIMBUS GROUP



Alukin Ocean Air 8

## Year-end report 2023

1 January –31 December 2023

### FOURTH QUARTER October – December 2023

- **Net sales** for the fourth quarter increased 7 percent to MSEK 361 (338).
- **Organic growth** totaled -20 percent.
- **EBITA** amounted to MSEK -4 (10) including non-recurring costs of MSEK 10.
- **The EBITA margin** was -1.2 percent (3.1) and 1.5 percent excluding non-recurring costs.
- **Operating cash flow** amounted to MSEK -69 (-63).
- **The order book** totaled MSEK 759 (930).

### FULL YEAR January – December 2023

- **Net sales** totaled MSEK 1,898 up 8 percent year-on-year (1,751).
  - **Organic growth** totaled -5 percent.
  - **EBITA** amounted to MSEK 100 (192), including non-recurring costs of MSEK 10.
  - **The EBITA margin** was 5.2 percent (11.0) and 5.8 percent excluding non-recurring costs.
  - **Operating cash flow** amounted to MSEK -153 (-146).
  - **Earnings per share** amounted to SEK 2.15 (7.72).
- The board proposes that no dividend be paid for 2023

### Events during the fourth quarter of 2023

- Sea trials of the electric concept boat Alukin Ocean Air 8 initiated. The boat was premiered at the international trade fair Boot Düsseldorf in January 2024.
- Sales of Nimbus Group's brands in North America consolidated into one market organization. At the same time, the Aquador brand has been introduced to the market.
- Ongoing preparations for start of local production in North America.
- First Nimbus 465 Coupé built and on display. Interest in the boat, which is the largest Nimbus brand boat to date, is very high with many viewings booked.
- An intra-group merger of group-owned Swedish dealer companies has been carried out. The merger comprises six legal entities and has been carried out to simplify administration and improve coordination. The merger has not affected the company's market footprint.

### Events after balance-sheet day

- Flipper 900 DC wins the prestigious Motor Boat of the Year 2024 award in the "Day Boats" category.

	Fourth quarter			Full year		
	2023	2022	%	2023	2022	%
Net sales, MSEK	360.5	337.9	7	1,898.4	175.2	8
Operating result, MSEK	-4.6	10.2	-145	99.1	192.0	-48
EBITA, MSEK	-4.4	10.3	-143	99.7	192.5	-48
EBITA-margin, %	-1.2%	3.1%	-4.3pp	5.2%	11.0%	-5.7pp
Result for the period, MSEK	-22.1	3.0	-844	45.0	149.6	-70
Operating cash flow, MSEK	-68.8	-63.0	9	-153.2	-146.3	5
Earnings per share	-1.04	0.15	-776	2.15	7.72	-72

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

The fourth quarter of 2023 confirmed the two-sided market that we became accustomed to during the year – while sales for premium boats remained favorable globally, sales in both small boats and the Nordic market declined. This trend was also reflected in the fourth-quarter figures, but it also indicates the good opportunities that our increased focus on large premium boats will bring moving forward. The reason for this strategic shift is that large premium boats as a segment offer several advantages, such as higher margins, a more stable market with less volatility, and a far more predictable sales and manufacturing process. It's also the home ground for Nimbus Group – the segment we come from.

The past quarter also provides clear support for our strategic choice – despite economic turmoil, inflation and interest rate hikes, organic sales of premium boats actually remained unchanged year-on-year. And this is despite the fact that the comparative quarter was also affected by both timing-related and waning pandemic effects. In addition, the performance of our brands in the premium segment remains robust. In an overall market that is declining or has at best normalized, we are holding up well and even growing in absolute terms, which is increasing our market share.

In the fourth quarter of 2023, net sales totaled just over MSEK 361, up 7 percent compared with the year-on-year quarter. Sales declined 20 percent organically, however, due entirely to the lower level of activity in small boats and the weak trend in the Nordic region. This also had a clearly negative impact on sales for our own dealers in the Nordic region, whose sales of own brands during the quarter were only one-third compared with the year-on-year quarter.

The weaker earnings were largely the result of restructuring costs linked to our strategic shift toward an increased focus on premium boats. In addition, we had a lingering continued negative impact of MSEK 14 during the quarter, due to the weakened SEK during the year. This effect will gradually be normalized going forward.

At the end of the quarter, the order book totaled MSEK 759 (930). It is important to note here that the order book is now characterized by a higher share of premium boats and that the share of small boats continued to decline and now accounts for only MSEK 34 (135). In simple terms, that

means that more than half of the total downturn in the order book was due to the trend for small boats specifically. The situation is quite different for premium boats and the number of Nimbus-brand boats actually increased year-on-year.

The acquisition of Edgewater, completed in May of last year, will be very positive for the Group. At present, the integration and reorganization of some parts of the operation are under way to enable, for example, the production of some of the boats we previously shipped from Europe.

To further support the strategic streamlining of our business, a review of our organization, internal controls and measurement has been ongoing for some time. The aim is to increase efficiency by clarifying those parts of our business that belong to production, the commercial business and dealer operations.

The past few years have been tumultuous in many ways – with a pandemic followed by a supply chain collapse, an energy shortage and runaway inflation. For small boats, these developments initially generated a surge in demand followed by an equally sharp decline. Premium boats did not show a similar pattern at all – this market continues to develop in a far more predictable manner. This difference is a good illustration of why we have increased our focus on this segment. And that, as mentioned, is also where we come from.

Another aspect that can be considered our home ground is the ability to develop attractive products. Over the years, our boats have won countless awards and it was time again just recently – our Flipper 900 DC won the prestigious Boat of the Year award in the 'Day Boats' category, while Aquador 300 HT won a silver medal in the in 'Sports Cruisers up to 45 feet' category. During the quarter, our first Nimbus 465 Coupé was completed and is ready for display. The boat has attracted huge interest, and many test drives have already been booked. This fact and the above awards, combined with the continued strong demand for premium boats, are good reasons to feel confident about the future. Together with our restructuring and efficiency improvements, this will provide us with a stable financial position that will enable us to once again achieve our financial targets in the not-to-distant future.

Jan-Erik Lindström



**President and CEO**

# Nimbus Group's performance

## Fourth quarter of 2023

### Net sales

Net sales increased 7 percent to MSEK 361 (338). Organic growth totaled -20 percent. The decrease is explained entirely by lower sales of smaller boats and external brands. Organic sales of smaller boats and external brands decreased by 38 percent compared to last year.

Sales of premium boats increased by 40 percent compared to last year and amounted to MSEK 305. EdgeWater Power Boats contributed with net sales of MSEK 90 in the quarter. Organic sales of premium boats were flat despite the fact that the corresponding quarter for the previous year was to some extent affected by delayed sales.

### Earnings

EBITA amounted to MSEK -4 (10). The EBIT margin decreased to -1.2 percent compared with 3.1 percent last year and is mainly attributable to lower gross margin.

Gross margin decreased by 1.1 percentage points and amounted to 13.5 percent (14.7). Compared to last year, gross margin continued to be negatively affected by the weakening of the Swedish Krona against the Euro and Zloty in particular, something that the company has not been able to fully compensate for through price increases. The effect has been most evident on the larger boats, where sales have been good and demand high. The currency effect in the quarter corresponds to a MSEK 14 negative effect on gross margin compared to last year.

In the fourth quarter, the group has had non-recurring costs of MSEK 10 related to restructurings and reservations. A major part of the costs is attributable to production adjustments within smaller boats.

In Finland, the production of smaller boats has mainly been closed due to lower demand, which has affected profitability. Cost under-absorption from the cut-backs in production, has affected gross margin adversely. To increase efficiency, production has been moved from Finland to North America and Polen in the quarter, which has led to temporarily higher cost levels.

The company assess that in 2024 the margins will be gradually restored to previously higher levels as production changes are implemented and have the intended effect.

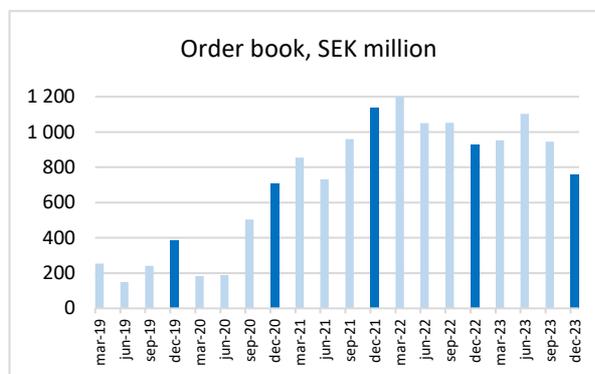
Sales of own brands at own dealers decreased by approximately 68 percent which had a negative effect on the consolidated margin.

Operating expenses amounted to MSEK 53, a net increase by MSEK 14 compared to the previous year. The increase is

linked to the acquisition of EdgeWater Power Boats and non-recurring costs. In total, running costs have however decreased due to completed cost reviews.

### Order book trend

The order book totaled MSEK 759 down 18 percent year-on-year (930).



The order book in North America increased by 113 percent to MSEK 404 (190), corresponding to 53 percent of the total order book. The order book is temporarily affected by lower-than-normal order intake in EdgeWater, which is a consequence of unusually high stock levels at dealers. These levels have decreased during the quarter.

The orderbook consist of 96 percent (85) premium boats, a segment where continued strong demand is noted. Last year's orderbook was somewhat higher mainly because newly appointed dealers had place orders for boats but where deliveries were delayed due to supply chain disturbances and capacity restrictions. This delay effect is normalized this year. Smaller boats make up MSEK 34 of the orderbook compared to MSEK 135 previous year.

The order book is as before limited to only include confirmed orders that, on the balance sheet date, were planned for production and that had been prepaid in accordance with the company's invoicing model. EdgeWater Power Boats has, in accordance with American industry standards, so far chosen not to apply advance payments on ordered boats, instead full payment is made upon delivery of the boat.

Prepayments from customers totaled MSEK 96, down 34 percent year-on-year (144). The amount of the order book that has been prepaid is 13 percent (16).

### Financial position

#### Cash flow

Operating cash flow amounted to MSEK 69 (-63) where MSEK -51 (-46) comes from operating activities and MSEK -18 (-17) from investments. Seasonality effects in the industry means higher levels of capital tied-up in inventory naturally increases during the fourth and the first quarter. Inventory levels of finished goods increased by MSEK 76 (106) whereof

approximately 50 percent was attributable to shipments to North America due to strong increase in sales.

Investments included final payment of MSEK 3 for the expansion of the production facility in Lugnås which was completed during the beginning of the fourth quarter 2023. Cashflow from financing activities amounted to MSEK 71 (42) and consists mainly of floorplan financing of demo boats at own dealers.

#### Liquidity and financial position

At the end of the period, the Group had available cash and cash equivalents of MSEK 184, whereof available cash of MSEK 8 and an unused overdraft facility of MSEK 176.

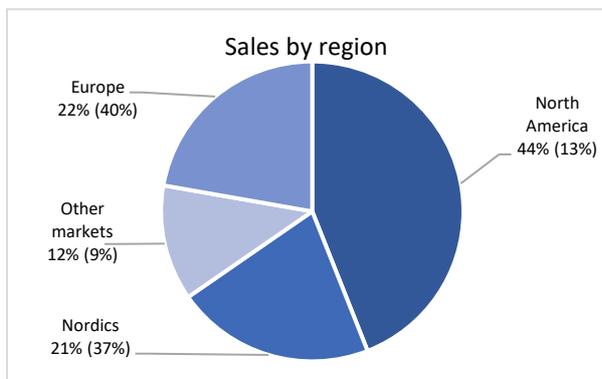
When we sell boats mainly to the USA, it is done with the help of financing solutions, which means that we retain a claim and a debt for the entire time that the financing is in progress between the dealer and the finance company. The running time varies from case to case and can be affected by whether the boat has been sold to a customer. Financing usually lasts between 6 and 18 months. When the financing has expired, the claim and the debt disappear.

Pledged accounts receivable amounted to MSEK 395 (76) and relate to receivables with reservation of title for financing of demo boats for dealers. The change compared to last year is mainly due to the acquisition of EdgeWater Power Boats, which amounts to MSEK 301, and to the fact that retailers to some extent, had fewer demo boats due to supply chain disturbances. Pledged accounts receivables are described in more detail in Note 2.

The equity ratio amounted to 43 percent compared to 48 percent the previous year.

#### Development by region

The Group's sales regions comprise North America, Nordics, Europe (excluding Nordics) and other markets. In Sweden, the UK and Norway, Nimbus Group's operations are carried out through own as well as external dealers. Sales to other markets are solely through external dealers.



#### North America

North American sales developed positively and increased by 248 percent compared to the previous year and amounted to MSEK 159 (46). MSEK 90 of the increase in sales was attributable to the acquisition of EdgeWater Power Boats which was closed on May 31<sup>st</sup>. Excluding EdgeWater, sales increased organically by 51 percent. After the acquisition of

EdgeWater, North America is the company's single largest market on a full-year basis.

The order book in North America increased by 113 percent compared to previous year and amounted to MSEK 404.

#### Nordics

Nordic sales amounted to MSEK 77 corresponding to a decrease by -39 percent compared to previous year (126). The change is largely due to decreased demand for smaller boats and generally lower sales at own dealerships.

#### Europe

European sales increased by 41 percent year-on-year to MSEK 80 (136) and is distributed geographically to a number of countries, mainly in southern Europe.

#### Other markets

The trend in other markets was positive and sales grew by 46 percent to MSEK 45 (31).

#### Sales via our own and external dealers

Nimbus Group's sales take place via our own and external dealers. Our own dealers are located in Sweden, the UK and Norway.



Sales at own dealers decreased by 43 percent and amounted to MSEK 50 compared with MSEK 87 the previous year (including also sales of external boat brands). Sales via external dealers increased by 24 percent to MSEK 310.

# Nimbus Group's performance

## Full-year 2023

### Net sales

Net sales increased 8 percent to MSEK 1,898 (1,751). Organic growth totaled -5 percent, and the difference compared with net sales growth was entirely related to currency and the acquisition of EdgeWater Power Boats. EdgeWater Power Boats was consolidated from May 31, 2023, and contributed with sales of MSEK 269. Sales of larger boats increased by approximately 11 percent compared to the previous year while sales of smaller boats decreased by approximately 40 percent.

### Earnings

EBITA decreased by 48 percent to MSEK 100 (192), including non-recurring costs of MSEK 10, down by 48 percent compared to previous year. The EBITA margin amounted to 5.2 percent (11.0).

Gross margin decreased by 4.1 percent to 15.1 percent. The decrease in margin is mainly explained by weakening of the krona against the Euro and Zloty which affected the gross income negatively by MSEK 47 in the year, corresponding to a drop in gross margin by -2.7 percentage points.

Profitability was also negatively affected by decreasing demand for smaller boats which affected prices negatively and weakened gross margin at dealers. Weakening demand for smaller boats has also resulted in cost under-absorption in small boat production, something which is mainly attributable to the third and fourth quarter.

Sales of own brands at own dealers decreased by 24 percent which had a negative effect on the consolidated margin.

Earnings for the period was impacted by non-recurring transaction related costs of MSEK 10 linked to the acquisition of EdgeWater Power Boats and the divestment of the premises in Långedrag. Adjusted EBITA, after deduction of transaction related costs, amounted to MSEK 110 and EBITA margin to 5.8 percent. In the fourth quarter earnings were also affected by reservations and restructuring costs for production adjustments.

Transaction costs in conjunction with the directed share issue, amounting to MSEK 3.9, have been recognized in their entirety against the issue proceeds in shareholders' equity.

### Financial position

#### Cash flow

Operating cash flow amounted to MSEK -153 (-146), where MSEK -21 (-62) comes from operating activities. Investments amounted to MSEK -132 (-84) and was mainly impacted by the MSEK -87 acquisition of Edgewater Power

Boats LLC, and the divestment of the premises in Långedrag, which contributed to a positive cash flow effect of MSEK 20 after the redemption of real estate loan of MSEK 16. In connection with the acquisition of EdgeWater Power Boats, a directed share issue was carried out which added MSEK 75 to the company.

Investments included a MSEK 17 expansion of the production facility in Lugnås, which was finalized during the fourth quarter.

#### Liquidity and financial position

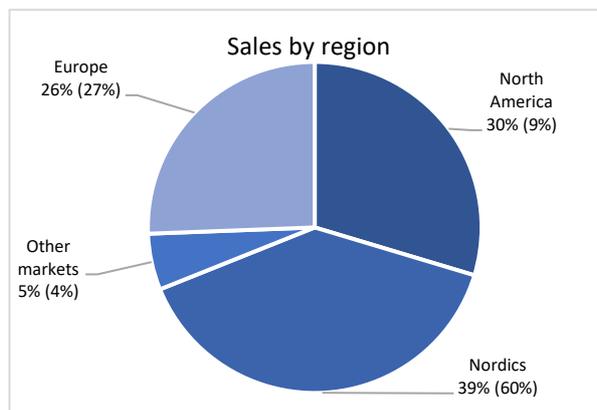
At the end of the period, the Group had available cash and cash equivalents of MSEK 184, whereof available cash of MSEK 8 and an unused overdraft facility of MSEK 176.

In quarter 1, the company's overdraft facility was extended from MSEK 200 to MSEK 300, so the overdraft facility is proportionate to the company's growth and development in North America.

When we sell boats mainly to the USA, it is done with the help of financing solutions, such as factoring and floorplans. This means that the Group receives full payment of the boat upon delivery but retain a claim and a debt for the entire time that the financing is in progress between the financing company and the customer. The running time varies from case to case and can be affected by whether the boat has been sold to a customer. Financing usually lasts between 6 and 18 months. When the financing has expired, the claim and the debt disappear. Pledged accounts receivable amounted to MSEK 395 (76) and relate to receivables with reservation of title for financing of demo boats for dealers. The change compared to the preceding year is mainly due to the acquisition of EdgeWater Power Boats, which accounts for MSEK 301, and to that retailer to some extent had fewer demo boats following supply chain disturbances. Pledged accounts receivables are described in more detail in Note 2.

### Development by region

The Group's sales regions comprise North America, Nordics, Europe (excluding Nordic) and other markets. In Sweden, the UK and Norway, Nimbus Group's operations are carried



out through own as well as external dealers. Sales to other markets are solely through external dealers.

*North America*

North American sales developed positively and increased by 272 percent to MSEK 563 (152) whereof MSEK 269 in sales was attributable to the acquisition of EdgeWater Power Boats. Excluding EdgeWater Power Boats, sales increase by 94 percent to MSEK 294 (152). After the acquisition of EdgeWater (consolidated as from May 31, 2023) North America is the company's single largest market on a full-year basis.

*Nordics*

Nordic sales amounted to MSEK 745 (1,053), corresponding to a decrease of MSEK 309 (-29 percent) compared to previous year. The change is primarily attributable to generally lower demand which also affects own dealers to a large extent.

*Europe*

European sales displayed a positive trend and amounted to MSEK 486 (469), up MSEK 17 (4 percent) year-on-year.

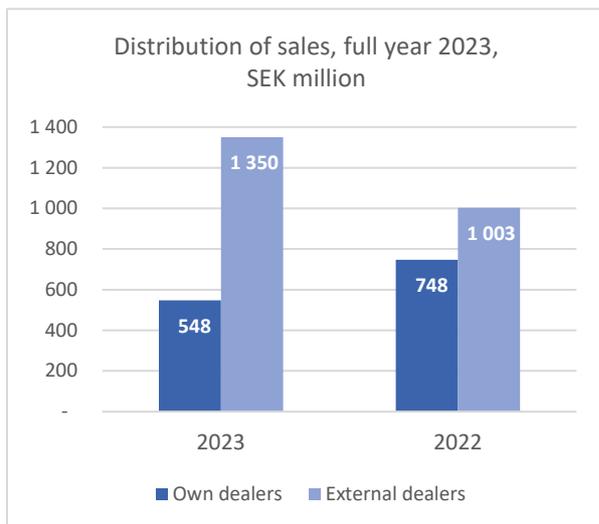
*Other markets*

Sales in other markets developed positively and increased by 34 percent to MSEK 104 (78).

**Sales via our own and external dealers**

Nimbus Group's sales take place via own and external dealers. Our own dealers are in Sweden, the UK and Norway.

Own dealers' sales decreased and amounted to MSEK 548 compared with MSEK 748 in the year-earlier period (including sales of external boat brands). Sales to external dealers increased by 35 percent to MSEK 1,350.



## Other

**Material risks and uncertainties**

Through its operations, the Group is exposed to risks of both financial and operational nature, which the Group can influence to a greater or lesser extent. Continuous processes are ongoing in the Group to identify risks that arise and to assess how these should be managed.

Operational risks include the company's exposure to business risk in conjunction with fluctuations in demand and the business environment as well as customer preferences and relationships with the company. Furthermore, there are risks attributable to the production ability, capacity and workload of the company and the company's external manufacturers as well as the availability and price of raw materials. The company is also dependent on the continued trust of its employees and the ability to recruit competent employees.

As regards financial risks, these include the Group's exposure to currency risk, predominantly in the relationship between the USD, EUR, PLN and SEK, translation exposure with respect to the accounts receivable ledger and accounts payable ledger, and amounts recognized for assets, liabilities and net investments in operations. The Group is also exposed to other risks such as interest rate risk, credit risk and liquidity risk.

Russia's full-scale invasion in Ukraine has not had any significant financial impact, but such cannot be ruled out in the future. We follow the market development closely, where we can observe increased inflation, higher raw material, component, shipping and energy costs as well as a greater uncertainty about the interest rate trend. We also follow the development in the Middle East, but currently assess that it has no significant impact on the group.

For additional information about the company's risks and uncertainties, refer to Nimbus Group's annual report for year 2022, pages 36-37.

**Significant events during the financial year**

*First quarter*

- Nimbus Group signed an agreement to acquire American boat manufacturer Edgewater Power Boats LLC for a consideration of MSEK 86.5. For the Nimbus Group, the acquisition represents a strategic next step in the North American market. Closing of the acquisition is expected to take place during the second quarter 2023. In connection with the announcement of the agreement, a directed share issue was carried out where the company received MSEK 79.4 before transaction costs of MSEK 3.9. To further strengthen the company's financial position, a decision was also made to withdraw the previously proposed dividend of SEK 1.50 per share.

- At the Boot Düsseldorf trade fair in January, Nimbus Group unveiled two new boats under the Nimbus brand – Nimbus W11 from the existing WTC series and Nimbus 465 Coupé, the largest Nimbus boat to date. Deliveries of the new boat models are expected to take place starting in the autumn of 2023 and in 2024 respectively. Nimbus Group also premiered the new Aquador 250 HT which was well received by the market.
- The dealer network has been strengthened and expanded with several new dealers in important markets globally. In North America, four new dealers have been nominated, including the network of HMY Yacht Sales, Inc., which adds a total of 15 dealers mainly located in Florida. Additional important markets where dealers were appointed during the quarter includes Norway, Spain, Portugal, Greece, Croatia, Türkiye, Australia and New Zealand.

#### *Second quarter*

- The shares in EdgeWater Power Boats were transferred on 31 May 2023. In connection with the acquisition, a consideration MSEK 85.5 MSEK was paid after deduction of normalized working capital and acquired cash. In addition, a payment of SEK 1.4 million has been made regarding investments in the business that the seller has carried out on behalf of Nimbus Group to improve the production flow. A preliminary acquisition balance sheet has been established as reported in Note 4.
- Nimbus has signed an agreement to acquire the boat sales operations from Gressvik Marina AS in Østfold, Norway. The acquisition enables Nimbus Group to broaden its offering of the Group's various brands and strengthen its position in the attractive Norwegian market. Closing will take place on 1 September 2023.
- The dealership network in Europe was strengthened by the appointment of three new dealers in Scotland, Germany and Cyprus.
- The company's premises in Långedrag, Göteborg, was divested through a sale and lease-back agreement. The sale was made through a divestment of 100% of the shares in the wholly owned subsidiary Göteborg Älvsborg 855:306 AB. In connection with the divestment, a leasing agreement was signed. The sale has resulted in cash and cash equivalents amounting to MSEK 20 being provided to the company (after the redemption of real estate loans and deduction of transaction-related costs). The company can receive an earn-out of a maximum of MSEK 13.
- In order to simplify the administration, the subsidiary company Marine Store Båtservice AB has been divested and will be liquidated. The business has been moved to Marine Store Norrtälje AB and Marine Store Nynäshamn AB.
- Johanna Lundberg was elected new member of board at the annual general meeting on May 18. Johanna succeeded David Bourghardt who had declined re-election.

#### *Third quarter*

- Continued strong demand for large boats with increased order intake and sales.

- Production adjustments and a cost-out program have been initiated to meet lower demand for smaller boats.
- The acquisition of the boat sales operations from Gressvik Marina AS in Østfold, Norway was closed on September 1, 2023. The acquisition enables Nimbus Group to broaden its offering of the Group's various brands and strengthen its position in the Norwegian market.

#### *Fourth quarter*

- Sea trials of the electric concept boat Alukin Ocean Air 8 initiated. The boat was premiered at the international trade fair Boot Düsseldorf in January 2024.
- Sales of Nimbus Group's brands in North America consolidated into one market organization. At the same time, the Aquador brand has been introduced to the market.
- Ongoing preparations for start of local production in North America.
- First Nimbus 465 Coupé built and on display. Interest in the boat, which is the largest Nimbus brand boat to date, is very high with many viewings booked.
- An intra-group merger of group-owned Swedish dealer companies has been carried out. The merger comprises six legal entities and has been carried out to simplify administration and improve coordination. The merger has not affected the company's market footprint.

#### **Significant events after the balance sheet date**

- Flipper 900 DC wins the prestigious Motor Boat of the Year 2024 award in the "Day Boats" category

#### **Employees and organization**

On the balance sheet date, the Group had 511 employees (423) in Sweden, Finland, USA, Norway, Poland, and the UK. EdgeWater had 152 employees per balance day. As per balance sheet day, a 50 percent lay-off was applied in Finland.

#### **Related-party transaction**

In addition to his work on the Board, Board member Lars Hygrell has a consultancy agreement with Nimbus Group for advisory services and project management through his own company. The scope of this assignment is limited, and the invoiced fee has amounted to MSEK 1.6.

#### **Parent Company**

Net sales amounted to MSEK 894 (740). Result after financial items amounted to MSEK 56 (77).

**Share data**

On December 31, 2023, Nimbus Group had 21 315 591 shares. The share capital amounted to SEK 1,184,199 with a quotient value of SEK 0.0556. In March 2023, a directed share issue of 1,937,781 new shares was carried out at a subscription price of SEK 41.00 per share. The issue was carried out without a discount. Through the directed share issue, the company received MSEK 79.4 before transaction costs of MSEK 3.9. The board of directors decided in connection with the direct share issue to withdraw the previous proposed dividend of 1.50 SEK per share.

The Annual General Meeting on May 18, 2023, resolved to approve the Board's proposal to offer a share-based incentive scheme to senior executives and key individuals in the organization that encompasses a maximum of 193,761 warrants. The scheme has a term of 3 years. There is already an incentive program that was decided at the 2022 annual general meeting.

In light of the market and the financial situation, the board has decided to propose to the annual general meeting that no dividend be paid for 2023. The board can however change its proposal later when a clearer picture of the development can be obtained.

## The Board of Directors' and CEO's assurance

The Board of Directors and the CEO give their assurance that the interim report provides a true and fair view of the development of the Group's and Parent Company's operations, profit and financial position and describes material risks and uncertainties faced by the Parent Company and the companies included in the Group.

This report has not been audited.

Göteborg, February 6, 2024

**Mats Engblom**  
Chairman

**Per Hesselmark**  
Board member

**Eva Nilsagård**  
Board member

**Göran Gummesson**  
Board member

**Lars Hygrell**  
Board member

**Johanna Lundberg**  
Board member

**Jan-Erik Lindström**  
President and CEO

## Proposal for the annual general meeting on 16 May 2024

Nimbus Group's ordinary annual general meeting will be held on 16 May 2024 in the company's premises in the GKSS harbor in Långedrag, Gothenburg. Shareholders can participate in the annual general meeting physically or by voting in advance in accordance with the provisions of the articles of association. In light of the market and the financial situation, the board has decided to propose to the annual general meeting that no dividend be paid for 2023. The board can however change its proposal later when a clearer picture of the development can be obtained.

### Financial calendar

The interim report for the period January 1–March 31, 2024, will be published on April 26, 2024

Annual General Meeting will be held on May 16, 2024

The interim report for the period January 1 - June 30, 2024, will be published on July 17, 2024

The interim report for the period January 1 - September 30, 2024, will be published on October 25, 2024

The company's reports will be available on the company's website, [www.nimbusgroup.se](http://www.nimbusgroup.se).

#### Telephone conference:

Nimbus Group will publish the interim report for the fourth quarter of 2023 on Tuesday, February 6 at 07:30 a.m. A webcast telephone conference will be held on the same date at 10:00 a.m. during which President and CEO Jan-Erik Lindström will present the report together with CFO Rasmus Alvemyr. The presentation will be followed by a Q&A session. The presentation will be held in English. If you wish to participate via tele conference, please register via the link below. After registration you will be provided phone numbers and a conference ID to access the conference. You can ask questions verbally via the teleconference.

[Call Access \(financialhearings.com\)](http://financialhearings.com)

The presentation and conference can also be followed and listened to via the following link:

[Nimbus Q4 Report 2023 \(financialhearings.com\)](http://financialhearings.com)

#### For further information, please contact:

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This information is of such a nature that Nimbus Group AB (publ) is legally required to disclose pursuant to the EU Market Abuse Regulation. The information was submitted for publication through the agency of the above contact people on February 6, 2024, at 07.30 a.m. CET.

#### About Nimbus Group

Nimbus Group manufactures and sells leisure powerboats under the Alukin, Aquador, Bella, EdgeWater, Falcon, Flipper, Nimbus and Paragon brands. Sales are conducted via a network of dealers and the main markets are the Nordics, Europe and the US. The Group reported sales of MSEK 1,899 in 2023 and had 511 employees. The operations are conducted in Sweden, Finland, Poland, the UK, Norway and the US.

For more information, see [www.nimbusgroup.se](http://www.nimbusgroup.se)

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CONSOLIDATED INCOME STATEMENT	Quarter 4	Quarter 4	2022-10-01	2022-01-01
TSEK	2023	2022	2023-09-30	2022-12-31
Net sales	360,521	337,947	1,898,418	1,751,201
Cost of goods and services sold	-311,811	-288,423	-1,610,855	-1,414,969
Gross profit	48,710	49,524	287,563	336,232
Selling expenses <sup>1</sup>	-36,151	-30,634	-139,441	-103,391
Administration costs <sup>1</sup>	-12,961	-13,023	-51,078	-50,588
Other operating income	3,015	4,323	9,593	9,743
Other operating expenses	-7,200	-3	-7,522	-20
Total operating expenses	-53,297	-39,337	-188,448	-144,256
Operating result	-4,587	10,187	99,115	191,976
Result from financial items, net	-18,846	-3,561	-43,631	-21,101
<b>Result after financial items</b>	<b>-23,433</b>	<b>6,626</b>	<b>55,484</b>	<b>170,875</b>
Tax on result for the period	1,339	-3,656	-10,430	-21,234
<b>RESULT FOR THE PERIOD</b>	<b>-22,094</b>	<b>2,970</b>	<b>45,054</b>	<b>149,641</b>
<b>Other comprehensive income:</b>	<b>-22,094</b>	<b>2,970</b>	<b>45,054</b>	<b>149,641</b>
Items that may be transferred to result for the year:				
Exchange rate differences foreign operations	-15,808	7,229	-6,779	22,604
<b>Total comprehensive income for the year</b>	<b>-37,902</b>	<b>10,199</b>	<b>38,275</b>	<b>172,245</b>
Basic earnings per share	-1.04	0.15	2.15	7.72
Diluted earnings per share	-1.04	0.15	2.15	7.72

Result for the year and total comprehensive income are, in their entirety, attributable to Parent Company shareholders.

**CONSOLIDATED BALANCE SHEET**

TSEK	December 31, 2023	December 31, 2022
<b>ASSETS</b>		
<b>Non-current assets</b>		
Intangible assets		
Goodwill	251,682	256,401
Capitalized development expenditure and similar rights	80,168	80,588
Concessions, patents, licenses, brands and similar rights	4,953	5,018
Development projects in progress	77,888	62,829
<b>Total intangible assets</b>	<b>414,691</b>	<b>404,836</b>
Property, plant and equipment		
Land and buildings	59,554	39,186
Construction in progress and advance payments for Property, plant and equipment	230	28
Plant and machinery	19,042	8,177
<b>Total property, plant and equipment</b>	<b>78,826</b>	<b>47,391</b>
<b>Right-of-use assets</b>		
Right-of-use assets	141,416	144,343
<b>Total right-of-use assets</b>	<b>141,416</b>	<b>144,343</b>
<b>Financial assets</b>		
Holdings recognized using the equity method	16,136	10,751
Other long-term securities holdings	156	156
Other non-current receivables	4,751	5,069
Deferred tax assets	4,250	18,077
<b>Total financial assets</b>	<b>25,293</b>	<b>34,053</b>
<b>Total non-current assets</b>	<b>660,226</b>	<b>630,623</b>
<b>Current assets</b>		
Inventories	716,697	610,845
Accounts receivable	146,144	166,021
Pledged accounts receivable (see Note 2)	395,192	75,930
Advance payments to suppliers	8,477	13,249
Other receivables/prepaid expenses	76,616	74,070
Cash and cash equivalents	8,141	0
<b>Total current assets</b>	<b>1,351,267</b>	<b>940,115</b>
<b>TOTAL ASSETS</b>	<b>2,011,493</b>	<b>1,570,738</b>

**CONSOLIDATED BALANCE SHEET**

TSEK	December 31, 2023	December 31, 2022
<b>EQUITY AND LIABILITIES</b>		
Equity attributable to Parent Company shareholders		
Share capital	1,184	1,077
Other contributed capital	193,827	118,474
Reserves	12,766	19,545
Retained earnings including result for the period	655,214	609,439
<b>Total equity attributable to Parent Company shareholders</b>	<b>862,991</b>	<b>748,535</b>
Non-controlling interests	-	-
<b>-Total equity</b>	<b>862,991</b>	<b>748,535</b>
<b>Non-current liabilities</b>		
Liabilities to credit institutions	1,421	16,792
Provisions	6,337	12,972
Deferred tax liability	-	10,980
Lease liabilities	157,721	167,232
<b>Total non-current liabilities</b>	<b>165,479</b>	<b>207,976</b>
<b>Current liabilities</b>		
Advance payments from customers	95,928	144,421
Liabilities to credit institutions	123,873	51,686
Accounts payable	113,299	196,892
Current tax liabilities	17,573	18,296
Lease liabilities	33,443	22,117
Liabilities attributable to pledged accounts receivable (see Note 2)	395,192	75,930
Other current financial liabilities for Demo boats	53,549	-
Other liabilities	50,079	21,062
Accrued expenses and deferred income	100,087	83,823
<b>Total current liabilities</b>	<b>983,023</b>	<b>614,227</b>
<b>Total liabilities</b>	<b>1,148,502</b>	<b>822,203</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>2,011,493</b>	<b>1,570,738</b>

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY				Retained earnings including result for the period	Total equity
TSEK	Share capital	Other contributed capital	Reserves		
<b>OPENING BALANCE AS OF Jan 1, 2022</b>	<b>1,077</b>	<b>118,474</b>	<b>-3,059</b>	<b>488,593</b>	<b>605,085</b>
Result for the year	-	-	-	149,641	149,641
Other comprehensive income for the year	-	-	22,604	-	22,604
<b>Total comprehensive income</b>	<b>1,077</b>	<b>118,474</b>	<b>19,545</b>	<b>638,234</b>	<b>777,330</b>
<b>Transactions with shareholders in their role as owners</b>					
Dividends paid	-	-	-	-29,067	-29,067
Share-based payments	-	-	-	272	272
<b>CLOSING BALANCE AS OF Dec 31, 2022</b>	<b>1,077</b>	<b>118,474</b>	<b>19,545</b>	<b>609,439</b>	<b>748,535</b>
<b>OPENING BALANCE AS OF Jan 1, 2023</b>	<b>1,077</b>	<b>118,474</b>	<b>19,545</b>	<b>609,439</b>	<b>748,535</b>
Result for the year	-	-	-	45,054	45,054
Other comprehensive income for the year	-	-	-6,779	-	-6,779
<b>Total comprehensive income</b>	<b>1,077</b>	<b>118,474</b>	<b>12,766</b>	<b>654,493</b>	<b>786,810</b>
<b>Transactions with shareholders in their role as owners</b>					
New share issue	107	75,353	-	-	75,460
Share-based payments	-	-	-	721	721
<b>CLOSING BALANCE AS OF DEC 31, 2023</b>	<b>1,184</b>	<b>193,827</b>	<b>12,766</b>	<b>655,214</b>	<b>862,991</b>

The number of shares on the balance sheet date amounted to 21,315,591.

<b>CONSOLIDATED STATEMENT OF CASH FLOWS</b>				
	<b>Quarter 4</b>	<b>Quarter 4</b>	<b>2023-01-01</b>	<b>2022-01-01</b>
<b>TSEK</b>	<b>2023</b>	<b>2022</b>	<b>2023-12-31</b>	<b>2022-12-31</b>
<b>OPERATING ACTIVITIES</b>				
Operating result before financial items	-4,587	10,187	99,115	191,976
Depreciation/amortization	17,980	12,118	61,735	47,623
Other items not affecting liquidity	-19,914	-4,955	-6,788	-19,848
	-6,521	17,350	154,062	219,751
Interest received, etc.	200	546	1,024	668
Interest paid, etc.	-7,087	-2,391	-24,662	-11,499
Income tax paid	-258	-1,677	-18,128	-18,680
	-13,666	13,828	112,296	190,240
Increase/decrease in inventories	-76,378	-105,647	-25,297	-203,137
Increase/decrease in accounts receivable	40,740	-41,810	31,606	-18,242
Increase/decrease in other current receivables	-33,942	-20,491	-11,403	-12,491
Increase/decrease in accounts payable	-26,936	48,733	-124,225	47,572
Increase/decrease in other current operating liabilities	59,437	58,999	-3,674	-65,619
<b>Cash flow from operating activities</b>	<b>-50,745</b>	<b>-46,388</b>	<b>-20,697</b>	<b>-61,677</b>
<b>INVESTING ACTIVITIES</b>				
Investments in intangible assets	-7,527	-13,713	-35,039	-53,748
Investments in property, plant and equipment	-6,294	-2,943	-26,499	-12,102
Divestment of property, plant and equipment	147	82	1,803	802
Investments in subsidiaries	-	-	-86,918	-82,698
Divestment of subsidiaries	-	-	20,360	65,635
Investments in associated companies	-4,356	-	-6,656	-2,500
Divestment of/investments in other financial assets	-	-	433	34
<b>Cash flow from investing activities</b>	<b>-18,030</b>	<b>-16,574</b>	<b>-132,516</b>	<b>-84,577</b>
<b>FINANCING ACTIVITIES</b>				
New share issue	-	-	75,460	-
Dividend	-	-	-	-29,067
Borrowings from credit institutions	4,127	-	4,038	-
Repayment of liabilities (leases)	-9,981	-4,915	-32,327	-21,133
Change in interest-bearing liabilities	-	-3,700	1,110	-15,808
Change in current liabilities	50,817	-	52,913	-
Change in bank overdraft facility	25,584	50,657	72,480	57,358
<b>Cash flow from financing activities</b>	<b>70,547</b>	<b>42,042</b>	<b>171,455</b>	<b>-8,650</b>
Cash flow for the period	1,772	-20,920	18,242	-154,904
Opening cash and cash equivalents	4,599	20,781	923	153,860
Exchange rate difference in cash and cash equivalents	1,770	139	-11,024	1,044
<b>Closing cash and cash equivalents</b>	<b>8,141</b>	<b>-</b>	<b>8,141</b>	<b>-</b>

Lease payments have been divided into interest and repayment on transition to IFRS 16.

<b>PARENT COMPANY INCOME STATEMENT</b>	<b>Quarter 4</b>	<b>Quarter 4</b>	<b>2023-01-01</b>	<b>2022-01-01</b>
TSEK	<b>2023</b>	<b>2022</b>	<b>2023-12-31</b>	<b>2022-12-31</b>
Net sales	214,530	195,468	893,537	740,494
Cost of goods sold	-170,927	-167,482	-750,278	-626,087
Gross profit	43,603	27,986	143,259	114,407
Selling expenses	-9,636	-10,177	-46,290	-40,729
Administration costs	-14,201	-8,663	-37,070	-29,934
Other operating income	1,726	3,528	3,966	3,671
Total operating expenses	-22,111	-15,312	-79,394	-66,992
Operating result	21,492	12,674	63,865	47,415
Result from financial items, net	-7,441	-1,807	-7,706	29,316
<b>Result after financial items</b>	<b>14,051</b>	<b>10,867</b>	<b>56,159</b>	<b>76,731</b>
Group contributions received	-	-	-	-
Group contributions paid	-	-	-	-
Appropriations	-15,550	-9,300	-15,550	-4,013
Result before tax	-1,499	1,567	40,609	72,718
Tax on the result for the period	-3,197	248	-9,734	-2,417
<b>RESULT FOR THE PERIOD</b>	<b>-4,696</b>	<b>1,815</b>	<b>30,875</b>	<b>70,301</b>

Result for the period correspond with total comprehensive income.

PARENT COMPANY BALANCE SHEET TSEK	December 31, 2023	December 31, 2022
<b>ASSETS</b>		
Intangible assets	113,403	98,778
Property, plant and equipment	19,698	2,206
Holdings in associated companies	18,441	11,785
Participations in Group companies	349,706	458,528
Long term receivables from Group companies	91,363	-
Deferred tax assets	-	-
<b>Total non-current assets</b>	<b>592,611</b>	<b>571,297</b>
<i>Current assets</i>		
Inventories	163,994	139,638
Accounts receivable	40,635	66,583
Pledged accounts receivable (see Note 2)	46,598	47,882
Receivables from Group companies	95,925	15,684
Tax receivables	-	-
Advance payments to suppliers	4,045	5,370
Other receivables	52,083	69,369
Cash and cash equivalents	1,561	41
<b>Total current assets</b>	<b>404,841</b>	<b>344,567</b>
<b>TOTAL ASSETS</b>	<b>997,452</b>	<b>915,864</b>
<b>EQUITY AND LIABILITIES</b>		
Equity		
<i>Restricted equity</i>		
Share capital	1,184	1,077
Fund for development expenditure	105,629	90,305
	106,813	91,382
<i>Non-restricted equity</i>		
Share premium reserve	53,917	53,917
Retained earnings	408,511	277,460
Profit for the year	30,875	70,301
	493,303	401,678
<b>Total equity</b>	<b>600,116</b>	<b>493,060</b>
Untaxed reserves	31,059	15,509
Provisions	5,700	5,700
<i>Long-term liabilities</i>		
Other long-term liabilities	8	-
<i>Current liabilities</i>		
Advance payments from customers	52,850	86,436
Liabilities to credit institutions	69,769	117,495
Liabilities to Group companies	37,059	8,908
Accounts payable	94,068	84,527
Tax liabilities	8,385	1,980
Liabilities attributable to pledged accounts receivable (see Note 2)	46,598	47,882
Other liabilities	13,379	13,206
Accrued expenses and deferred income	38,461	41,161
<b>Total current liabilities</b>	<b>360,569</b>	<b>401,595</b>
<b>Total liabilities</b>	<b>397,336</b>	<b>422,804</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>997,452</b>	<b>915,864</b>

<b>PARENT COMPANY STATEMENT OF CHANGES IN EQUITY</b>	Share capital	Fund for development expenditure	Share premium reserve	Non-restricted equity excl. result for the year	Result for the year	Total equity
<b>EQUITY Jan 1, 2022</b>	<b>1,077</b>	<b>68,560</b>	<b>53,917</b>	<b>302,576</b>	<b>25,425</b>	<b>451,555</b>
Transfer of development fund	-	21,745	-	-21,745	-	-
Transfer of last year's result	-	-	-	25,425	-25,425	-
Dividend paid	-	-	-	-29,067	-	-29,067
Share-based payments	-	-	-	271	-	271
Result for the year	-	-	-	-	70,301	70,301
<b>EQUITY Dec 31, 2022</b>	<b>1,077</b>	<b>90,305</b>	<b>53,917</b>	<b>277,460</b>	<b>70,301</b>	<b>493,060</b>
Transfer of development fund	-	15,324	-	-15,324	-	-
Transfer of last year's result	-	-	-	70,301	-70,301	-
New share issue	107	-	-	75,353	-	75,460
Share-based payments	-	-	-	721	-	721
Result for the year	-	-	-	-	30,875	30,875
<b>EQUITY December 31, 2023</b>	<b>1,184</b>	<b>105,629</b>	<b>53,917</b>	<b>408,511</b>	<b>30,875</b>	<b>600,116</b>

The number of shares on the balance sheet date amounted to 21,315,591.

PARENT COMPANY CASH FLOW STATEMENT TSEK	Quarter 4	Quarter 4	2023-01-01	2022-01-01
	2023	2022	2023-12-31	2022-12-31
<b>OPERATING ACTIVITIES</b>				
Operating result before financial items	21,492	12,674	63,865	47,415
Depreciation/amortization	3,866	3,606	13,925	14,463
Other items not affecting liquidity	-7,076	-674	150	-7,690
	18,282	15,606	77,940	54,188
Interest received, etc.	1,687	9	4,569	1,106
Interest paid, etc.	-2,061	-1,387	-6,244	-4,600
Income tax paid	-1,049	-808	-3,329	-2,413
	16,859	13,420	72,936	48,280
Increase/decrease in inventories	-53,863	-17,175	-23,032	-38,756
Increase/decrease in accounts receivable	9,932	-44,796	24,998	-16,840
Increase/decrease in other current receivables	52,992	-10,130	15,107	38,891
Increase/decrease in accounts payable	27,316	25,046	9,541	30,177
Increase/decrease in other current operating liabilities	9,573	37,947	-7,964	9,161
<b>Cash flow from operating activities</b>	<b>62,809</b>	<b>4,312</b>	<b>91,586</b>	<b>70,913</b>
<b>INVESTING ACTIVITIES</b>				
Investments in intangible assets	-8,540	-7,340	-28,071	-25,529
Investments in property, plant and equipment	-3,650	-979	-17,971	-859
Divestment of property, plant and equipment	-	-	122	720
Investments in subsidiaries	-	-	-	-90,592
Divestment of subsidiaries	-	-	20,360	65,706
Investments in associated companies	-1,530	-	-6,656	-2,500
Divestment/amortization of other financial fixed assets	8,892	-	-91,363	-
<b>Cash flow from investing activities</b>	<b>-4,828</b>	<b>-8,319</b>	<b>-123,579</b>	<b>-53,053</b>
<b>FINANCING ACTIVITIES</b>				
New share issue	-	-	75,460	-
Dividend	-	-	7,250	-25,767
Loans from credit institutions	-	-	-	-
Bank overdraft facility	-57,646	7,308	-47,727	20,916
Repayment of liabilities to credit institutions	-	-3,333	-	-13,333
Group contribution	-	-	-	-
<b>Cash flow from financing activities</b>	<b>-57,646</b>	<b>3,974</b>	<b>34,983</b>	<b>-18,184</b>
Cash flow for the period	335	-33	2,990	-324
Opening cash and cash equivalents	94	74	41	365
Exchange rate difference in cash and cash equivalents	1,132	-	-1,470	-
Closing cash and cash equivalents	1,561	41	1,561	41

### Note 1

Nimbus Group AB ("Nimbus"), Corp. Reg. No. 556903-6568, is a parent company registered in Sweden with its registered office in Gothenburg Municipality at Talattagatan 10. Unless otherwise specifically stated, all amounts are recognized in thousands of kronor (SEK thousand). Figures in parentheses refer to comparative periods.

### Note 2

Nimbus Group offers dealers the opportunity to use financing solutions for demonstration boats and boat inventory. Invoices approved by the finance companies are paid by the finance company in close connection with the invoices being issued. In accordance with the agreements that exist between the finance companies and the company, the company is committed to a repurchase the boats from the finance company if retailers themselves do not fulfill their obligations to repay the debt to the finance company. Payment of the invoice means that ownership of the product passes to the finance company. But since the financial risk remains with the company during the entire period that the financial contract runs between the retailer and the finance company, the company has made the assessment that the financial repurchase risk must be reported as a financial liability in the balance sheet (Liabilities attributable to pledged accounts receivable) together with a claim (Pledged accounts receivable). The maturity of the claim and the debt are the same. Historically, the company has not reported any credit losses as a result of this financing solution.

### Note 3

This Interim Report has been prepared in accordance with the Swedish Annual Accounts Act and IAS 34 Interim Financial Reporting. The consolidated accounts were prepared pursuant to the Swedish Annual Accounts Act and the International Financial Reporting Standards (IFRS) as approved by the EU as well as the Swedish Financial Reporting Board (RFR 1 Supplementary Financial Reporting Rules for Corporate Groups). The Parent Company accounts were prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board (RFR 2 Accounting for Legal Entities). These policies have been consistently applied to all the periods presented, unless otherwise stated. For more detailed information about the Group's accounting policies, refer to the 2022 Annual Report, which is available on the company's website [www.nimbusgroup.se](http://www.nimbusgroup.se).

#### Definition of key ratios

Operating cash flow:	Cash flow from operating activities and investing activities
Gross profit margin:	Gross profit as a percentage of net sales
EBIT:	Operating profit, profit from net sales and cost of goods and services sold
EBITA:	Profit before tax, interest and amortization of goodwill and brands
EBITA margin:	EBITA/Net sales
Equity/assets ratio:	Adjusted equity/Balance sheet total
Earnings per share:	Consolidated profit for the year before recognition of deferred tax assets attributable to loss carryforwards/number of shares in the Parent Company
Organic growth:	Change in net sales compared with the preceding period excluding currency fluctuations and acquisitions (with the exception of dealers)

### Note 4

The shares in the American company EdgeWater Power Boats were acquired on 31 May 2023. In connection with the acquisition, a consideration of MSEK 86,9 was paid after deduction of normalized working capital and acquired cash. The company was acquired on debt-free basis. No transaction-related costs are reported in connection with the acquisition.

May 31, 2023

Preliminary identified assets and liabilities from purchase price allocation	
Intangible assets	0,1
Tangible assets	51,6
Inventory	83,9
Cash and cash equivalents	8,0
Other receivables	18,5
Other debts	-66,4
<b>Sum of identified assets in purchase price allocation</b>	<b>95,7</b>
<b>Goodwill</b>	<b>-</b>
<b>Acquired net assets</b>	<b>95,7</b>
Paid purchase price	-102,9
Adjustment of purchase price for net working capital	+8,0
<b>Net purchase price</b>	<b>-94,9</b>
<b>Acquired cash and equivalents</b>	<b>8,0</b>
<b>Net impact on Nimbus Group cash and equivalents from the acquisition</b>	<b>-86,9</b>