

# Nimbus Group Q2 report

## 17 July 2025



# Today's Presenters

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**Jan-Erik Lindström**  
CEO



**Rasmus Alvemyr**  
CFO

# Business update second quarter 2025

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- Sales amounted to 571 mSEK (623), down by -8%
- Negative impact from currency development by 10 mSEK
- EBITA 25 mSEK (45)
- Focus on stock release
- Order intake 356 mSEK (341)
- The tariff situation fuels uncertainty and hesitancy among customers
- Cost reduction activities start to have effect
- Establishing new marketplaces on locations in North America, Europe and Asia
- Kuopio closing according to plan





# This is Nimbus Group

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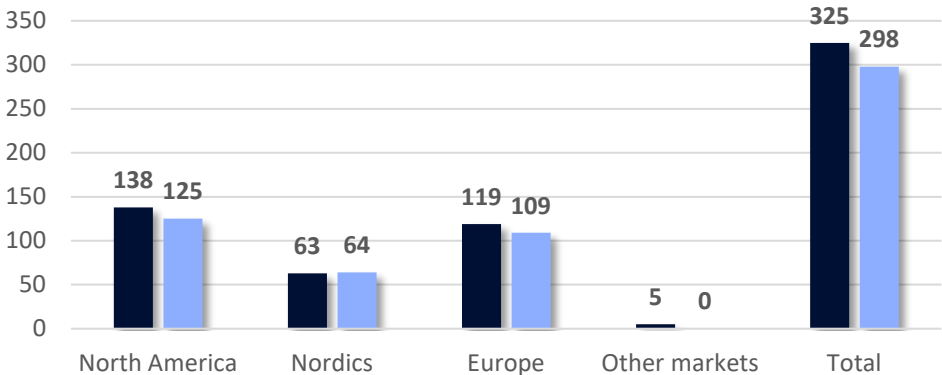
- Founded in 1968
- Long history of international trade
- True house of well-known brands
- 2023, May – Acquisition of EdgeWater Power Boats
- 2024, first US produced Nimbus brand boat in Q2
- 2024, Sept – entering new business segment with launch of Nimbus 495 at Cannes
- 2024, Oct – Alukin entering governmental segment with order from Swedish armed forces
- **2025, May - New organizational structure implemented**



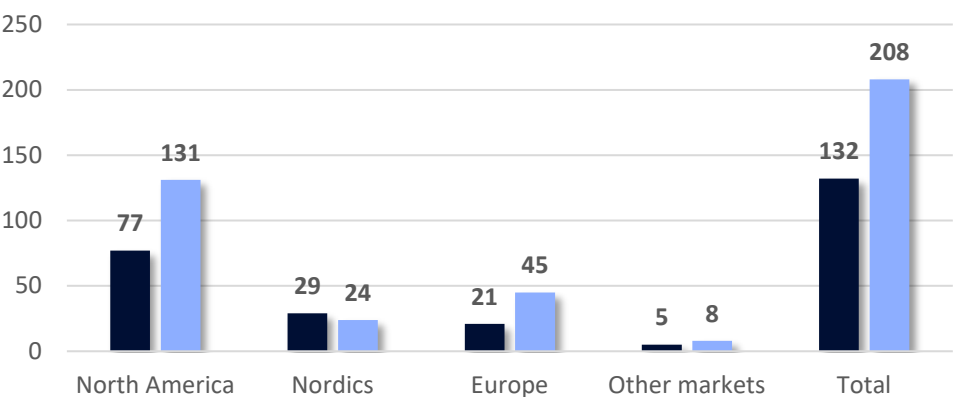
# Commercial Sales – development Q2

- Sales drop by -8% (-51 MSEK)
- Improved order intake in NA
- Only confirmed orders with pre-payment in the order book
- The order from FMV not included, only the pre-series

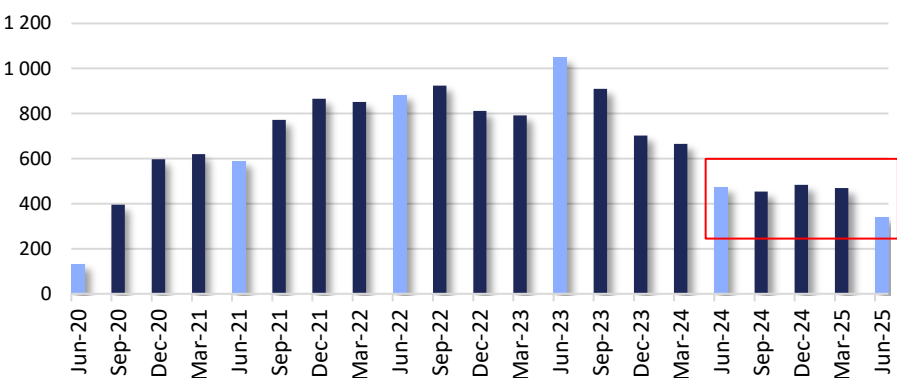
Net Sales Q2 (2024, 2025)



Order Intake Q2 (2024, 2025)



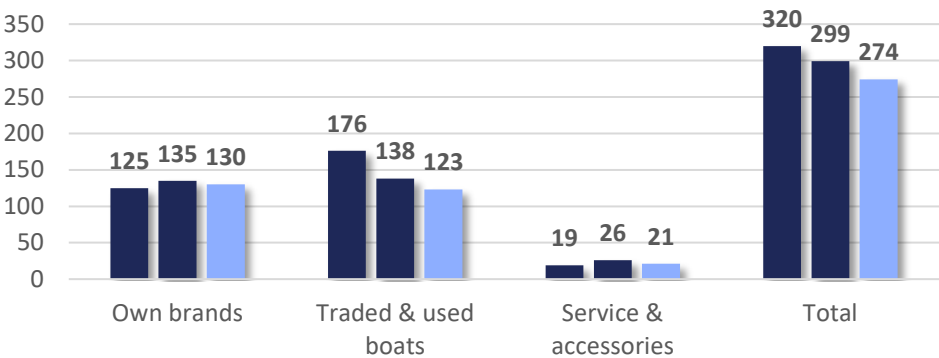
Orderbook



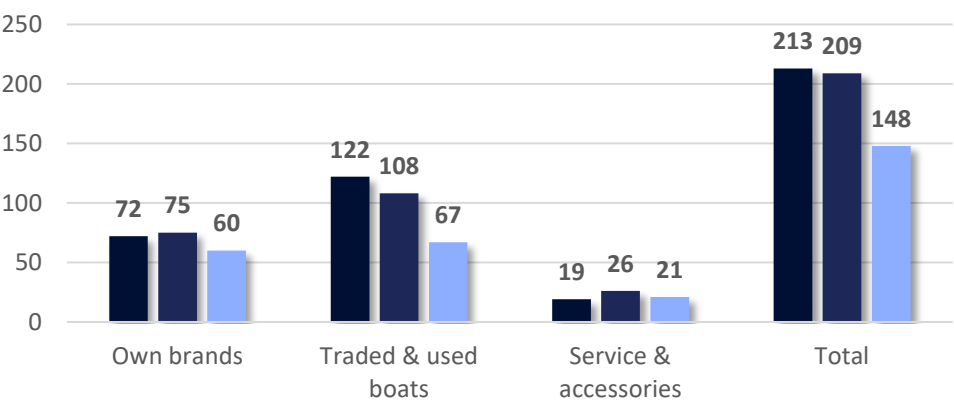
# Retail Sales – development Q2

- Sales decreased by -8%
- Order intake down by 29% to 148 (209) YoY
- Seasonally important quarter in the Nordics
- Orderbook down because of seasonality effect – fairly in line with 2023 and 2024

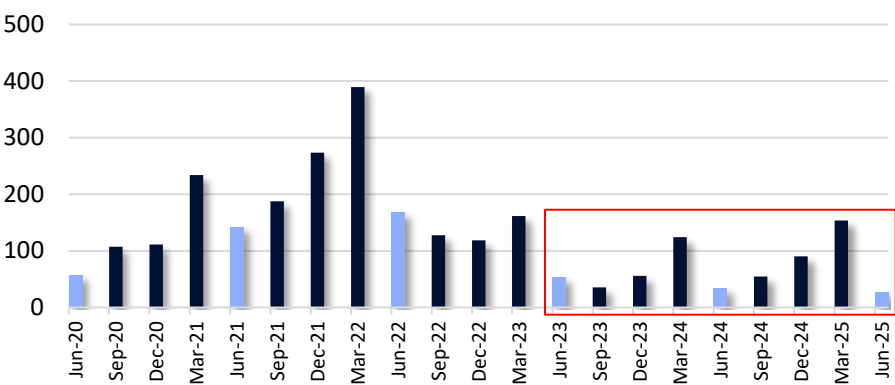
Net Sales Q2 (2023, 2024, 2025)



Order Intake Q2 (2023, 2024, 2025)

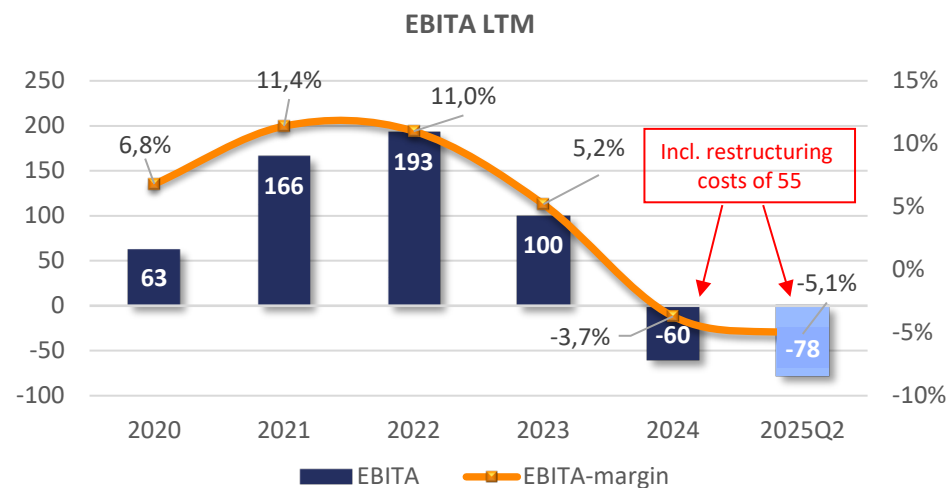
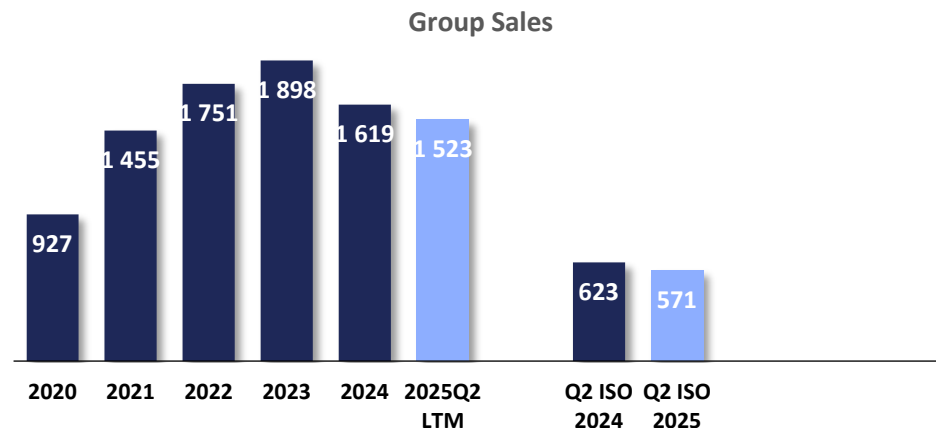


Orderbook



# P&L development

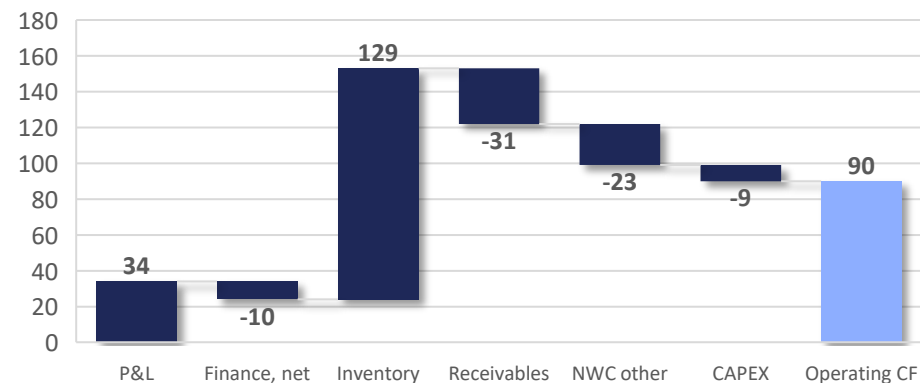
- Continued cost under-absorption effects from low sales and production volumes
- Focus on reducing stock of finished boats had a negative impact on gross margin
- Effects from changed tariffs and exchange rates (USD) had a net effect of -11 mSEK
- OPEX decreased to 42 MSEK (53), despite investments in sales organization
- Finance net -27 MSEK (-9), mostly driven by IC currency effects (USD)



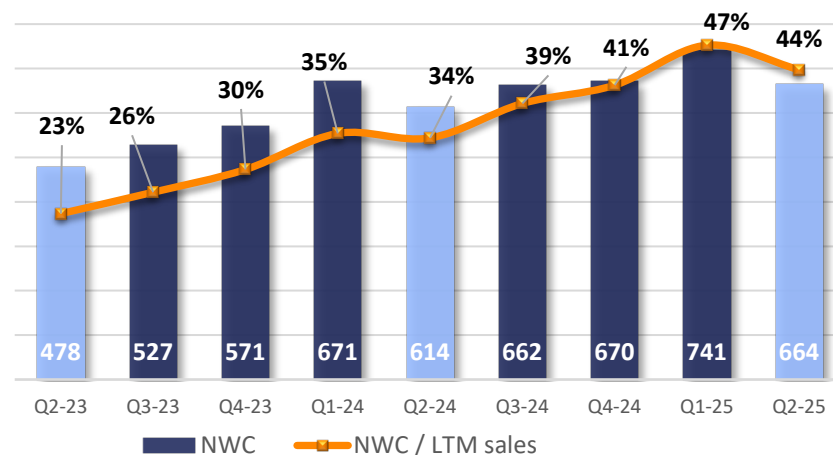
# CF & Working Capital

- Operating CF in Q2 amounted to net 90 mSEK (79)
- Inventory down 129 mSEK (33) in the quarter
- Longer buying lead times due to market uncertainty
- Available cash amount to 299 MSEK (77)

Operating Cash Flow Q2



NWC





# 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:**

**Q3 report**

**23 October 2025**

