

QUARTERLY REPORT

Q4 2023

Solna, January 31, 2024

INCREASED MARGIN AND IMPROVED NET DEBT LEVERAGE

FOURTH QUARTER 2023

- Net sales were SEK 5,327 m (6,172); a decrease of -14%, of which -13% was organic growth.
- Operating profit (EBITA¹⁾) before items affecting comparability²⁾ was SEK 465 m (430), corresponding to a margin of 8.7% (7.0%).
- Items affecting comparability²⁾ were SEK -73 m (-32).
- Operating profit (EBITA¹⁾) was SEK 392 m (398), corresponding to a margin of 7.4% (6.4%).
- Operating profit (EBIT) was SEK 242 m (236), corresponding to a margin of 4.5% (3.8%).
- Profit for the quarter was SEK 51 m (27).
- Earnings per share were SEK 0.16 (0.09). Adjusted earnings per share³⁾ were SEK 0.67 (0.54).
- Operating cash flow for the quarter was SEK 488 m (1,117). Cash flow for the quarter was SEK -220 m (331).
- Net debt to EBITDA leverage ratio⁴⁾ at the end of the quarter was 2.7x (3.0x), compared to 2.9x at the end of the third quarter 2023.

FULL YEAR 2023

- Net sales were SEK 27,775 m (29,764); a decrease of -7%, of which -12% was organic growth.
- Operating profit (EBITA¹⁾) before items affecting comparability²⁾ was SEK 3,463 m (3,931), corresponding to a margin of 12.5% (13.2%).
- Items affecting comparability²⁾ were SEK -167 m (-532).
- Operating profit (EBITA¹⁾) was SEK 3,296 m (3,399), corresponding to a margin of 11.9% (11.4%).
- Operating profit (EBIT) was SEK 2,682 m (2,789), corresponding to a margin of 9.7% (9.4%).
- Profit for the full year was SEK 1,332 m (1,784).
- Earnings per share were SEK 4.17 (5.58). Adjusted earnings per share³⁾ were SEK 5.93 (8.32).
- Operating cash flow for the full year was SEK 5,205 m (2,268). Cash flow for the full year was SEK 4 m (-127).
- The Board of Directors proposes a dividend of SEK 1.90 (1.30) per share for 2023, corresponding to a payout ratio of 46%.

FINANCIAL OVERVIEW

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Net sales	5,327	6,172	27,775	29,764
Operating profit (EBITA ¹⁾) before items affecting comparability ²⁾	465	430	3,463	3,931
% of net sales	8.7%	7.0%	12.5%	13.2%
Operating profit (EBITA ¹⁾)	392	398	3,296	3,399
% of net sales	7.4%	6.4%	11.9%	11.4%
Operating profit (EBIT)	242	236	2,682	2,789
% of net sales	4.5%	3.8%	9.7%	9.4%
Profit for the period	51	27	1,332	1,784
Earnings per share, SEK	0.16	0.09	4.17	5.58
Adjusted earnings per share, SEK ³⁾	0.67	0.54	5.93	8.32
Cash flow for the period	-220	331	4	-127
Operating cash flow	488	1,117	5,205	2,268
Net debt to EBITDA leverage ratio ⁴⁾	2.7x	3.0x	2.7x	3.0x
RoOC, excluding goodwill and trademarks	21.0%	23.1%	21.0%	23.1%

¹⁾Before Amortization of acquisition-related intangible assets

²⁾See Note 6 Items affecting comparability

³⁾Excludes the impact from Amortization of acquisition-related intangible assets and items affecting comparability, for specification see note 8

⁴⁾For specification see note 9

See definitions of measures and KPIs at the end of the report. See detailed reconciliation tables on www.dometicgroup.com/investors for reconciliation of non-IFRS measures to IFRS



CEO COMMENTS

In a challenging market environment, impacted by geopolitical and macroeconomic uncertainty in combination with high inventory levels, we continued to demonstrate that we have become a resilient, fast-moving and more effective company. Due to the tough market situation, full year 2023 organic net sales declined by 12 percent, while the EBITA-margin¹⁾ showed solid year-on-year improvements in the second half of the year and ended at 12.5 percent (13.2) for the full year. Reducing working capital was a top priority and operating cash flow of SEK 5.2 b (2.3) for the year was our strongest ever.

Net sales in the fourth quarter 2023 totaled SEK 5,327 m (6,172), which represents an organic net sales decline by 13 percent. In a seasonally weak quarter, organic net sales in the Distribution sales channel declined by 20 percent as most retailers re-balance their inventories with a temporary larger negative impact on the Igloo business. As expected, the situation in the Service & Aftermarket sales channel continues to improve gradually, and organic net sales declined by 3 percent compared to a decline of 5 percent in the third quarter. Net sales in the OEM sales channel declined by 14 percent organically, mainly due to lower net sales in Marine and in RV Americas.

The EBITA-margin for the quarter improved to 8.7 percent (7.0) supported by price management, cost reductions and net sales mix. Our strategy to prioritize margins before volumes is becoming increasingly visible on our margin development. Segments APAC, EMEA and Global all showed improvements compared with the same quarter last year. In segment Global, the Igloo business delivered a stronger margin despite lower net sales. EMEA's margin improved to 0.3 percent (-3.8) and cost reduction activities have started to generate results, while the sales mix continues to have a negative effect. Segment Marine's margin was robust at 21.6 percent (25.5), despite an organic net sales decline of 12 percent.

The margin for segment Americas remains under pressure and below our expectations. On January 9, Todd Seyfert was appointed as new President for the segment. Todd has a vast management experience from the Outdoor industry and I am convinced we will accelerate our transformation journey and drive efficiencies and margin improvements in the segment.

The operating cash flow was solid at SEK 488 m (1,117), compared to a strong fourth quarter 2022. Inventory levels declined in the quarter and were SEK 2 b lower than a year ago. The net debt to EBITDA leverage ratio declined to 2.7x from 2.9x at the end of the third quarter 2023. The Group has maintained a strong focus on cash flow and we are committed to achieving our net debt to EBITDA leverage ratio target of around 2.5x. Our cash position is solid and the Board of Directors proposes a dividend of SEK 1.90 (1.30) per share for 2023, corresponding to a payout ratio of 46%.

The product innovation index improved sequentially to 17 percent and our pipeline of new products is robust. Dometic is on a transformation journey, and we are gradually shifting the focus from a regional led approach to a product led approach, with focused and specialized teams driving specific product solutions globally. The first steps on our transformation journey were successfully taken in 2021 and 2022 with the formation of the Global and Marine segments. To further drive value creation and secure synergy realization across the company, we are planning to establish Mobile Cooling Solutions as a new segment from the first quarter 2024 reporting. In addition, our Mobile Power Solutions business will be a new sub-segment in segment Global Ventures. See 'Significant events after the quarter' on page 2 for further details about the 2024 segment reporting structure.

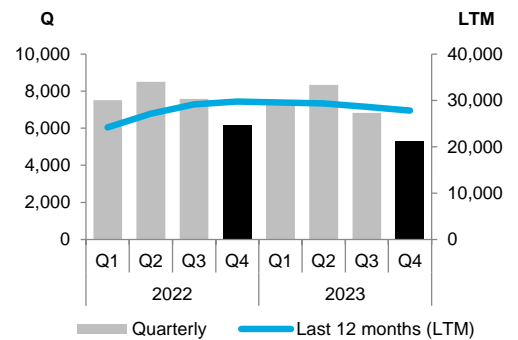
The long-term trends in the Mobile Living industry are strong, however it remains difficult to predict how the current macroeconomic situation and market conditions will impact the business in the short term. Our planning assumptions from the third quarter 2023 remain largely unchanged; We anticipate the recovery in demand in the Service & Aftermarket sales channel to continue. In the Distribution sales channel we expect a gradual recovery coming quarters as retail inventories continue to decline. In the OEM sales channel we foresee a continued weak demand coming quarters. In this environment we will continue to relentlessly drive our strategic agenda to deliver on our targets, prioritize margins before volumes, and at the same time remain agile to quickly respond to short-term market trends.

We are very proud of the results that we have achieved in a very challenging 2023. Thanks to our dedicated employees around the globe, we continued to take several important steps on our strategic transformation journey while we at the same time took necessary short-term cost reduction actions to protect margins and cash flow.

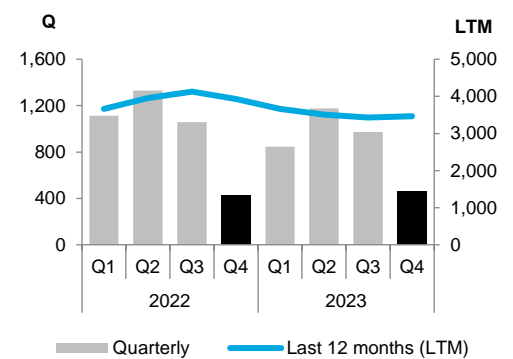
Juan Vargues, President and CEO

¹⁾Unless stated otherwise, EBITA refers to EBITA before items affecting comparability.

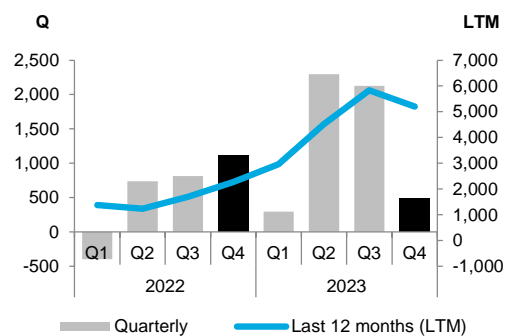
Net Sales, SEK m



Op. profit (EBITA) before i.a.c. SEK m



Operating cash flow, SEK m



FINANCIAL SUMMARY – FOURTH QUARTER 2023

Net sales were SEK 5,327 m (6,172), a decrease of -14% compared with the same quarter last year. This comprised -13% organic growth, -1% currency translation and 0% M&A.

Gross profit was SEK 1,436 m (1,448) corresponding to 27.0% (23.4%) of net sales. The improvement was supported by cost reductions, price management and a sales mix with a higher share of Service & Aftermarket net sales.

Sales and administrative expenses totaled SEK -845 m (-849). Investments in strategic structural growth areas continues and sales and administrative expenses in percent of net sales increased to 15.9% (13.8%).

Research and development expenses were SEK -142 m (-126) and were impacted by increased investments in strategic structural growth areas. Research and development expenses of SEK -6 m (-23) were capitalized in the quarter. In total, this corresponds to 2.8% (2.4%) of net sales.

Other operating income and expenses were SEK 17 m (-43). The deviation compared with the same quarter last year was mainly due to currency effects including hedge effects.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 465 m (430). The corresponding margin improved to 8.7% (7.0%) supported by price management, cost reductions and net sales mix. The strategy to prioritize margins before volumes is becoming increasingly visible on the margin development. The improved margin was driven by segments APAC, EMEA and Global.

Amortization of acquisition-related intangible assets were SEK -150 m (-162).

Items affecting comparability totaled SEK -73 m (-32) and were mainly related to activities in the previously announced global restructuring programs.

Operating profit (EBIT) was SEK 242 m (236). The corresponding margin was 4.5% (3.8%). The improved margin was driven by an improved EBITA²⁾ margin partly offset by increased items affecting comparability.

Financial items totaled a net amount of SEK -159 m (-166), whereof SEK -217 m (-161) in interest on external bank and bond loans impacted by higher interest rates. Other FX revaluations and other items amounted to SEK -29 m (-25) and financial income amounted to SEK 86 m (20).

Taxes totaled SEK -31 m (-43), corresponding to 38% (61%) of profit before tax. Current tax amounted to SEK -286 m (209) and deferred tax to SEK 255 m (-252). Paid tax was SEK -395 m (-415).

Profit for the period was SEK 51 m (27).

Earnings per share were SEK 0.16 (0.09). Adjusted earnings per share were SEK 0.67 (0.54).

Operating cash flow was SEK 488 m (1,117). The deviation, compared to a strong fourth quarter 2022, was mainly related to less working capital reduction in 2023.

Cash flow was SEK -220 m (331) with a reduced operating cash flow compared to a strong fourth quarter 2022. Net cash flow from investments was SEK -289 m (-410) of which SEK -14 m (-194) payments of deferred considerations related to acquisitions completed previous years and SEK -278 m (-222) investments in fixed assets.

Net cash flow from financing was SEK -301 m (-183). The net of paid and received interest was SEK -102 m (-73).

Global restructuring programs. In 2023 Dometic had two programs running. The first program was initiated 2019, targeting an annual saving of SEK 400 m at a total cost of SEK 750 m. An additional program was announced in the second quarter 2022, targeting an annual saving of SEK 200 m at a total cost of SEK 200 m. The programs were completed in the fourth quarter 2023 and during the quarter total costs related to the two programs amounted to SEK -68 m (-20).

Significant events after the quarter. Todd Seyfert joined Dometic on January 9, 2024 as new President for segment Americas.

Dometic is planning to have a new segment reporting structure with six reporting segments starting from the first quarter 2024 reporting:

- The Igloo business and other Dometic branded Mobile cooling and drinkware businesses will be consolidated into a new segment named Mobile Cooling Solutions.
- Segment Global is renamed to segment Global Ventures. Other Global Verticals remains as a subsegment. Dometics offering of Mobile Power Solutions will be consolidated globally and will be a new subsegment in segment Global Ventures.
- The product solutions for the RV and CPV industries will be consolidated in the three land vehicle segments of Americas, APAC and EMEA. This includes both the OEM and the Service & Aftermarket business, as well as other Outdoor standalone products for land based outdoor activities. The Mobile Power Solutions businesses in the three land vehicle segments will be reported in segment Global Ventures.
- Segment Marine remain as a separate segment. The Mobile Power Solutions business in segment Marine will be reported in segment Global Ventures.

There have been no other significant events that have impacted the financial reporting after the balance sheet date.

FINANCIAL SUMMARY – FULL YEAR 2023

Net sales were SEK 27,775 m (29,764), a decrease of -7% compared with the full year 2022. This comprised -12% organic growth, 5% currency translation and 0% M&A.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 3,463 m (3,931). The corresponding margin was 12.5% (13.2%). Gross profit in percent of net sales improved compared with the full year 2022 to 28.0% (26.5%). Sales, Administrative as well as Research and development expenses were negatively impacted by currency effects and increased investments in strategic structural growth areas. Other operating income and expenses were SEK -13 m (143) m. The deviation compared with the full year 2022 was mainly due to currency hedge effects. Currency effects in total, mainly translation effects, had a positive impact on the operating profit, however with a limited impact on the corresponding margin.

Amortization of acquisition-related intangible assets were SEK -613 m (-611).

Items affecting comparability totaled SEK -167 m (-532) and were mainly related to activities in the previously announced global restructuring programs.

Operating profit (EBIT) was SEK 2,682 m (2,789). The corresponding margin was 9.7% (9.4%). The improved margin was negatively impacted by a lower EBITA²⁾ margin, which was more than offset by reduced items affecting comparability.

Financial items totaled a net amount of SEK -800 m (-351), whereof SEK -887 m (-531) in interest on external bank and bond loans impacted by higher interest rates. Other FX revaluations and other items amounted to SEK -81 m (135) and financial income amounted to SEK 168 m (45).

Taxes totaled SEK -551 m (-654), corresponding to 29% (27%) of profit before tax. The increased tax rate was due to a country mix with more taxable profits in higher tax jurisdictions and increased non-tax deductible interest costs. Current tax amounted to SEK -804 m (-723) and deferred tax to SEK 253 m (70). Paid tax was SEK -979 m (-991), corresponding to a paid tax rate of 52% (41%). Paid tax in 2023 and 2022 were impacted by taxes related to previous years. Deferred tax recognized in the balance sheet on tax losses amounts to SEK 356 m of which SEK 146 m has been recognized in 2023. The recognition is supported by future utilization based on the assumptions used in the annual impairment test of goodwill and intangible assets with an indefinite useful life.

Profit for the period was SEK 1,332 m (1,784).

Earnings per share were SEK 4.17 (5.58). Adjusted earnings per share were SEK 5.93 (8.32).

Operating cash flow was SEK 5,205 m (2,268). The improvement compared with the full year 2022 was mainly driven by reduced inventories.

Cash flow was SEK 4 m (-127) supported by an improved operating cash flow. Net cash flow from investments was SEK -1,165 m (-1,426), of which SEK -539 m (-847) payments of deferred considerations related to acquisitions completed previous years, and SEK -628 m (-593) investments in fixed assets.

Net cash flow from financing was SEK -3,685 m (-570). A bond of EUR 300 m due in September 2023 was repaid using cash at hand. Dometic has refinanced part of its credit facilities agreement with its bank group in 2023. A floating rate term loan of USD 210 m, previously expiring in 2024, was replaced with a USD 220 m floating rate term loan with a 3-year maturity including two 1-year extension options. In 2023 Dometic also signed and

drawn down a 3.5 year floating rate term loan of USD 44 m with Svensk Exportkredit. In addition, a SEK 750 m private placement bond of 3.25 years, at a rate of 6.25%, was signed and drawn down in 2023. Dividend paid were SEK -415 m (-783) and the net of paid and received interest were SEK -762 m (-489).

Financial position. Net debt to EBITDA leverage ratio was 2.7x (3.0x) at the end of the period. The reduction was driven by a positive operating cash flow. The ratio improved compared to the end of the third quarter 2023 (2.9x). During the fourth quarter the annual impairment test of all Cash Generating Units (CGU), which is required under IFRS, was performed. None of the CGU's tested were impaired as carrying amount exceeded the recoverable amount. Consequently, no impairment losses have been recognized in 2023.

Return on Operating Capital (RoOC) excluding goodwill and trademarks was 21.0% (23.1%).

Global restructuring programs. In 2023 Dometic had two programs running. The first program was initiated 2019, targeting an annual saving of SEK 400 m at a total cost of SEK 750 m. An additional program was announced in the second quarter 2022, targeting an annual saving of SEK 200 m at a total cost of SEK 200 m. The programs were completed in 2023 and during the year total costs related to the two programs amounted to SEK -142 m (-499). Since the start, 24 sites and approximately 2,000 employees have been affected by the programs with a total cost of SEK -960 m.

Employees. Number of employees in terms of headcount was 7,819 (8,487) at the end of the year.

²⁾ Before items affecting comparability

FINANCIAL PERFORMANCE BY SEGMENT

SEK m	Q4		Change (%)		FY		Change (%)	
	2023	2022	Reported	Organic ⁽¹⁾	2023	2022	Reported	Organic ⁽¹⁾
Americas	951	1,192	-20%	-16%	5,003	6,780	-26%	-31%
EMEA	1,498	1,602	-6%	-9%	7,981	7,970	0%	-7%
APAC	580	586	-1%	1%	2,138	2,231	-4%	-5%
Marine	1,447	1,651	-12%	-12%	6,719	6,695	0%	-4%
Global	851	1,142	-25%	-22%	5,934	6,086	-2%	-8%
Net sales	5,327	6,172	-14%	-13%	27,775	29,764	-7%	-12%
Americas	-57	-60			-104	330		
EMEA	5	-62			723	838		
APAC	152	129			557	555		
Marine	313	422			1,654	1,743		
Global	53	1			633	464		
Operating profit (EBITA⁽²⁾) before i.a.c.⁽³⁾	465	430			3,463	3,931		
Americas	-6.0%	-5.1%			-2.1%	4.9%		
EMEA	0.3%	-3.8%			9.1%	10.5%		
APAC	26.2%	22.0%			26.0%	24.9%		
Marine	21.6%	25.5%			24.6%	26.0%		
Global	6.2%	0.1%			10.7%	7.6%		
Operating profit (EBIT) before i.a.c. %	8.7%	7.0%			12.5%	13.2%		

⁽¹⁾ Net sales growth excluding acquisitions/divestments and currency translation effects.

⁽²⁾ Before Amortization of acquisition-related intangible assets.

⁽³⁾ See note 4 for Operating profit (EBIT) by segment and note 6 for details on i.a.c. (items affecting comparability).

SEGMENT AMERICAS

FOURTH QUARTER 2023 NET SALES AND OPERATING PROFIT

Segment Americas reported net sales of SEK 951 m (1,192), representing 18% (19%) of Group net sales. Total growth was -20%, of which -16% was organic growth, -4% currency translation and 0% M&A. The net sales decline was mainly in application areas Food & Beverage and Climate. The organic net sales decline was mainly due to lower RV OEM net sales.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK -57 m (-60), corresponding to a margin of -6.0% (-5.1%). The decline was driven by the net sales reduction. In addition, currency effects had a negative impact on the margin. This was partly offset by price management, efficiency improvements and a sales mix with a higher share of Distribution and Service & Aftermarket net sales. Items affecting comparability totaled SEK -3 m (-5). Amortization of acquisition-related intangible assets totaled SEK -26 m (-31). Operating profit (EBIT) was SEK -86 m (-97), corresponding to a margin of -9.0% (-8.1%).

FULL YEAR 2023 NET SALES AND OPERATING PROFIT

Segment Americas reported net sales of SEK 5,003 m (6,780), representing 18% (23%) of Group net sales. Total growth was -26%, of which -31% was organic growth, 5% currency translation and 0% M&A. The net sales decline was mainly in application areas Climate and Food & Beverage. The organic net sales decline was mainly due to lower RV OEM net sales. This was partly offset by net sales growth in the Distribution sales channel.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK -104 m (330), corresponding to a margin of -2.1% (4.9%). The decline was mainly due to lower net sales and related inefficiencies in operations. This was partly offset by price management, efficiency improvements and a sales mix with a higher share of Distribution and Service & Aftermarket net sales. Items affecting comparability totaled SEK -11 m (-151). Amortization of acquisition-related intangible assets totaled SEK -111 m (-118). Operating profit (EBIT) was SEK -226 m (61), corresponding to a margin of -4.5% (0.9%).

SEGMENT EMEA

FOURTH QUARTER 2023 NET SALES AND OPERATING PROFIT

Segment EMEA reported net sales of SEK 1,498 m (1,602), representing 28% (26%) of Group net sales. Total growth was -6%, of which -9% was organic growth, 3% currency translation and 0% M&A. The net sales decline was driven by application areas Food & Beverage and Power & Control. This was partly offset by growth in application area Climate. The organic net sales decline was due to lower Service & Aftermarket and Distribution net sales.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 5 m (-62), corresponding to a margin of 0.3% (-3.8%). The improvement was supported by price management and efficiency improvements. Extraordinary logistics-related costs and inefficiencies in manufacturing, linked to the factory transfer from Germany to an existing site in Hungary, are gradually declining but continued to have a negative impact on the EMEA operating profit. Items affecting comparability totaled SEK -63 m (-24) and were mainly linked to the global restructuring programs. Amortization of acquisition-related intangible assets totaled SEK -17 m (-19). Operating profit (EBIT) was SEK -75 m (-105), corresponding to a margin of -5.0% (-6.6%).

FULL YEAR 2023 NET SALES AND OPERATING PROFIT

Segment EMEA reported net sales of SEK 7,981 m (7,970), representing 29% (27%) of Group net sales. Total growth was 0%, of which -7% was organic growth, 7% currency translation and 0% M&A. The net sales growth in application area Climate was offset by lower net sales in application area Power & Control. The organic net sales decline was due to lower Service & Aftermarket and Distribution net sales. This was partly offset by stronger CPV OEM and RV OEM net sales.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 723 m (838), corresponding to a margin of 9.1% (10.5%). The sales mix, with a lower share of Distribution and Service & Aftermarket net sales, had a negative impact on the margin. This was partly offset by price management and efficiency improvements. Extraordinary logistics-related costs and inefficiencies in manufacturing, linked to the factory transfer from Germany to an existing site in Hungary, are gradually declining but continued to have a negative impact on the EMEA operating profit. Items affecting comparability totaled SEK -131 m (-370). Amortization of acquisition-related intangible assets totaled SEK -73 m (-74). Operating profit (EBIT) was SEK 519 m (394), corresponding to a margin of 6.5% (4.9%).

SEGMENT APAC

FOURTH QUARTER 2023 NET SALES AND OPERATING PROFIT

Segment APAC reported net sales of SEK 580 m (586), representing 11% (9%) of Group net sales. Total growth was -1%, of which 1% was organic growth, -2% currency translation and 0% M&A. The organic net sales growth was supported by net sales in the OEM sales channel.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 152 m (129), corresponding to a margin of 26.2% (22.0%). The improvement was driven by price management and efficiency improvements. In addition, currency effects had a positive impact on the margin. Items affecting comparability totaled SEK -1 m (0). Amortization of acquisition-related intangible assets totaled SEK -4 m (-5). Operating profit (EBIT) was SEK 147 m (124), corresponding to a margin of 25.3% (21.1%).

FULL YEAR 2023 NET SALES AND OPERATING PROFIT

Segment APAC reported net sales of SEK 2,138 m (2,231), representing 8% (7%) of Group net sales. Total growth was -4%, of which -5% was organic growth, 1% currency translation and 0% M&A. The net sales decline was mainly in application area Food & Beverage. The organic net sales decline was mainly due to lower Distribution net sales, while net sales in the OEM sales channel showed organic growth.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 557 m (555), corresponding to a margin of 26.0% (24.9%). The improvement was driven by price management and efficiency improvements. Items affecting comparability totaled SEK -4 m (-4). Amortization of acquisition-related intangible assets totaled SEK -19 m (-21). Operating profit (EBIT) was SEK 534 m (531), corresponding to a margin of 25.0% (23.8%).

SEGMENT MARINE

FOURTH QUARTER 2023 NET SALES AND OPERATING PROFIT

Segment Marine reported net sales of SEK 1,447 m (1,651), representing 27% (27%) of Group net sales. Total growth was -12%, of which -12% was organic growth, 0% currency translation and 0% M&A. The net sales decline was mainly in application area Power & Control. The organic net sales decline was due to lower OEM net sales. This was partly offset by growth in the Service & Aftermarket sales channel.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 313 m (422), corresponding to a margin of 21.6% (25.5%). The decline was driven by the net sales reduction. In addition, currency effects had a negative impact on the margin. This was partly offset by price management, efficiency improvements and a sales mix with a higher share of Service & Aftermarket net sales. Items affecting comparability totaled SEK 0 m (0). Amortization of acquisition-related intangible assets totaled SEK -53 m (-54). Operating profit (EBIT) was SEK 260 m (368), corresponding to a margin of 18.0% (22.3%).

FULL YEAR 2023 NET SALES AND OPERATING PROFIT

Segment Marine reported net sales of SEK 6,719 m (6,695), representing 24% (22%) of Group net sales. Total growth was 0%, of which -4% was organic growth, 4% currency translation and 0% M&A. The net sales growth in application area Climate was offset by lower net sales in application area Power & Control. The organic net sales decline was mainly due to lower OEM net sales.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 1,654 m (1,743), corresponding to a margin of 24.6% (26.0%). Currency effects and investments in strategic structural growth areas had a negative impact on the margin. This was partly offset by price management, efficiency improvements and a sales mix with a higher share of Service & Aftermarket net sales. Items affecting comparability totaled SEK 0 m (-1). Amortization of acquisition-related intangible assets totaled SEK -210 m (-202). Operating profit (EBIT) was SEK 1,444 m (1,541), corresponding to a margin of 21.5% (23.0%).

SEGMENT GLOBAL

FOURTH QUARTER 2023 NET SALES AND OPERATING PROFIT

Segment Global consists of the Igloo business and Other global verticals. Other global verticals includes the businesses of Residential, Hospitality and Mobile deliveries.

Segment Global reported net sales of SEK 851 m (1,142), representing 16% (19%) of Group net sales. Total growth was -25%, of which -22% was organic growth, -4% currency translation and 0% M&A. The organic net sales decline was mainly due to lower net sales for the Igloo business.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 53 m (1), corresponding to a margin of 6.2% (0.1%), with improved margins for both Other global verticals and the Igloo business despite lower net sales. Items affecting comparability totaled SEK -7 m (-2). Amortization of acquisition-related intangible assets totaled SEK -50 m (-52). Operating profit (EBIT) was SEK -4 m (-52), corresponding to a margin of -0.4% (-4.6%).

FULL YEAR 2023 NET SALES AND OPERATING PROFIT

Segment Global reported net sales of SEK 5,934 m (6,086), representing 21% (20%) of Group net sales. Total growth was -2%, of which -8% was organic growth, 5% currency translation and 0% M&A. The organic net sales decline was related to both the Igloo business and Other global verticals.

Operating profit (EBITA) before amortization of acquisition-related intangible assets and items affecting comparability was SEK 633 m (464), corresponding to a margin of 10.7% (7.6%), with improved margins for both Other global verticals and the Igloo business. Items affecting comparability totaled SEK -22 m (-7). Amortization of acquisition-related intangible assets totaled SEK -200 m (-196). Operating profit (EBIT) was SEK 411 m (262), corresponding to a margin of 6.9% (4.3%).

SUSTAINABILITY UPDATE

As a pioneer in the Mobile Living arena, Dometic is committed to driving sustainability in its industry. This means offering innovative, durable, low-carbon products that inspire an active, comfortable, and responsible life in the outdoors. Dometic also provides a safe, healthy, diverse, and inclusive workplace and ensures business practices meet the highest ethical standards.

Dometic's sustainability platform consists of three focus areas – People, Planet, Governance – with strong ownership in Group management and with clear KPIs, targets and activities implemented in daily operations. Progress on all defined targets is reported externally as part of the Annual and Sustainability Report. In addition, on four of the KPIs, progress is reported on a quarterly basis.

Actual result, Baseline and Targets in the table below are excluding acquisitions in 2021 and 2022. The process of including acquired companies has started and actual result including acquisitions is included for some KPIs in the text below.

Focus area	KPI	Actual result	Previous year ⁽²⁾	Baseline (Year) ⁽³⁾	Target 2024
People	LTIFR	1.9	1.5	2.4 (2021)	<2.0
People	Share of female managers	29%	24%	24% (2021)	27% (increase 1% point per year)
Planet	Reduction in CO ₂ ton / net sales SEK m ⁽¹⁾	-47%	-38%	2.0 (2020)	-30%
Governance	Share of new suppliers being ESG audited	98%	100%	n/a	90%

⁽¹⁾Adjusted for acquisitions and currency translation effects.

⁽²⁾ Previous year refers to actual results for the same reporting period previous year.

⁽³⁾Baseline refers to actual results (and year) used as starting point for Dometic's targets.

LTIFR (Lost Time Injury Frequency Rate). The LTIFR was 1.9 (1.5) and better than the target of 2.0. In total 25 (24) lost-time safety-related incidents were reported in the quarter. Including the acquisitions made in 2021 and 2022, the LTIFR actual result was 1.6. A company-wide Health & Safety incident reporting system is being implemented. This will enable Dometic to further track occurred incidents, to learn and to take corrective proactive measures.

Share of female managers. The share of female managers has increased to 29% (24%). The result is supported by all segments' dedicated efforts to promote gender diversity, equity and inclusion, and to create a more equitable workplace. The company will continue its efforts throughout the organization to further increase the proportion of female managers. Including the acquisitions made in 2021 and 2022, the share of female managers actual result was 28%.

CO₂ ton⁴/net sales SEK m. In 2023, emissions relative to net sales have decreased by -47% (-38%) compared to the 2020 baseline. This reduction was primarily driven by ongoing energy efficiency initiatives and the transition towards renewable electricity sources. Absolute CO₂ emissions have decreased by -42% compared with 2020. Within the EMEA segment, all manufacturing sites in scope have transitioned to renewable electricity. Additionally, Dometic has successfully secured renewable energy credits (RECs) during the year. In 2023, 43% of the Group's total electricity comes from renewable sources, a significant increase compared to 6% in 2020. During the year, additional two manufacturing sites in segments APAC and EMEA successfully installed solar panel systems, and the solar panels in APAC generates approximately 50% of the site's total electricity consumption.

Share of new suppliers being ESG audited. Dometic actively emphasizes auditing suppliers to guarantee that our Business Partners understands our sustainability requirements and adhere to the Code of Conduct. We ensure that a minimum of 90% of all new significant direct material suppliers undergo ESG compliance audits. In 2023 Dometic had successfully audited 98% (100%) of the new suppliers in scope, all of whom met our ESG compliance criteria satisfactorily.

⁴⁾ Scope 1 and 2 emissions represented by fuel combustion, electricity and district heating used on operation sites.

PARENT COMPANY DOMETIC GROUP AB (PUBL)

Fourth quarter 2023

The Parent Company Dometic Group AB (publ) comprises the functions of the Group's head office, such as Group management and administration. The Parent Company invoices its costs to the Group companies.

For the quarter, the Parent Company had an operating profit of SEK -2 m (-3), including administrative expenses of SEK -67 m (-33) and other operating income of SEK 65 m (29), of which the full amount relates to income from Group companies.

Net financial expenses totaled SEK 218 m (-636), including interest income from Group companies of SEK 196 m (205) and other financial income and expenses of SEK 22 m (-841).

Group contributions were SEK -564 m (-).

Result for the period amounted to SEK -308 m (-653).

Full year 2023

For the period, the Parent Company had an operating profit of SEK -6 m (-3), including administrative expenses of SEK -235 m (-228) and other operating income of SEK 229 m (225), of which the full amount relates to income from Group companies.

Net financial expenses totaled SEK -343 m (6), including interest income from Group companies of SEK 855 m (509) and other financial income and expenses of SEK -1,198 m (-503). Other financial income and expenses decreased mainly due to FX losses on intercompany receivables during 2023.

Group contributions were SEK - m (-).

Result for the period amounted to SEK -320 m (-11).

For further information, please refer to the Parent Company's condensed financial statements on page 14.

ANNUAL GENERAL MEETING 2024

Dometic Group's Annual General Meeting will be held on April 11, 2024, in Stockholm.

NOMINATION COMMITTEE – ANNUAL GENERAL MEETING 2024

In accordance with the resolution adopted by the 2023 Annual General Meeting (AGM), the Nomination Committee ahead of the 2024 AGM shall be composed of the Chairman of the Board of Directors together with one representative from each of the three largest shareholders, based on the ownership structure at August 31, 2023. Further details about the Nomination Committee are available on the website. www.dometicgroup.com

PROPOSED DIVIDEND

For the 2023 full year, the Board of Directors proposes a cash dividend of SEK 1.90 (1.30) per share.

Solna, January 31, 2024

Juan Vargues
President and CEO

REVIEW

This interim report has not been subject to review by the Dometic Group AB (publ)'s external auditor.

CONSOLIDATED INCOME STATEMENT

SEK m	Q4	Q4	FY	FY
	2023	2022	2023	2022
Net sales	5,327	6,172	27,775	29,764
Cost of goods sold	-3,891	-4,724	-19,994	-21,883
Gross Profit	1,436	1,448	7,781	7,880
Sales expenses	-489	-541	-2,184	-2,185
Administrative expenses	-356	-308	-1,530	-1,376
Research and development expenses	-142	-126	-591	-531
Other operating income and expenses	17	-43	-13	143
Items affecting comparability	-73	-32	-167	-532
Amortization of acquisition-related intangible assets	-150	-162	-613	-611
Operating profit	242	236	2,682	2,789
Financial income	86	20	168	45
Financial expenses	-246	-186	-968	-396
Net financial expenses	-159	-166	-800	-351
Profit before tax	83	70	1,883	2,438
Taxes	-31	-43	-551	-654
Profit for the period	51	27	1,332	1,784
Profit for the period attributable to owners of the Parent Company	51	27	1,332	1,784
Earnings per share before and after dilution, SEK - Owners of the Parent Company	0.16	0.09	4.17	5.58
Average number of shares, million	319.5	319.5	319.5	319.5

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

SEK m	Q4	Q4	FY	FY
	2023	2022	2023	2022
Profit for the period	51	27	1 332	1 784
Other comprehensive income				
Items that will not be reclassified subsequently to profit or loss:				
Remeasurements of defined benefit pension plans, net of tax	-43	-70	8	178
	-43	-70	8	178
Items that may be reclassified subsequently to profit or loss:				
Cash flow hedges, net of tax	-17	-48	3	-73
Gains/losses from hedges of net investments in foreign operations, net of tax	594	-647	156	573
Exchange rate differences on translation of foreign operations	-2 799	-896	-1 507	2 289
	-2 222	-1 590	-1 348	2 788
Other comprehensive income for the period	-2 265	-1 660	-1 339	2 966
Total comprehensive income for the period	-2 213	-1 633	-7	4 751
Total comprehensive income for the period attributable to Owners of the Parent Company	-2 213	-1 633	-7	4 751

CONSOLIDATED BALANCE SHEET (IN SUMMARY)

SEK m	Dec 31, 2023	Sep 30, 2023	Dec 31, 2022
ASSETS			
Non-current assets			
Goodwill and trademarks	27,035	28,795	28,107
Other intangible assets	6,821	7,462	7,580
Tangible assets	2,494	2,541	2,540
Right-of-use assets	1,955	1,213	972
Deferred tax assets	718	513	513
Other non-current assets	181	183	168
Total non-current assets	39,204	40,707	39,879
Current assets			
Inventories	7,327	7,751	9,314
Trade receivables	2,311	3,083	2,807
Current tax assets	127	117	109
Derivatives, current	21	57	147
Other current receivables	533	532	506
Prepaid expenses and accrued income	248	250	289
Cash and cash equivalents	4,348	4,633	4,399
Total current assets	14,915	16,423	17,572
TOTAL ASSETS	54,119	57,130	57,451
EQUITY AND LIABILITIES			
EQUITY	25,992	28,205	26,415
LIABILITIES			
Non-current liabilities			
Liabilities to credit institutions, non-current	16,335	17,066	15,304
Deferred tax liabilities	2,952	3,178	3,113
Other non-current liabilities	-	-	90
Leasing liabilities, non-current	1,716	966	740
Provisions for pensions	517	494	528
Other provisions, non-current	237	232	255
Total non-current liabilities	21,755	21,937	20,030
Current liabilities			
Liabilities to credit institutions, current	-	-	3,339
Trade payables	2,568	2,738	2,978
Current tax liabilities	160	238	296
Advance payments from customers	37	70	47
Leasing liabilities, current	388	379	351
Derivatives, current	134	116	111
Other provision, current	412	497	594
Other current liabilities*	1,266	1,417	1,919
Accrued expenses and prepaid income	1,407	1,533	1,371
Total current liabilities	6,372	6,988	11,007
TOTAL LIABILITIES	28,128	28,925	31,037
TOTAL EQUITY AND LIABILITIES	54,119	57,130	57,451

* As from Sep 30, 2022 Other current liabilities includes short-term deferred considerations not yet paid.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (IN SUMMARY)

SEK m	FY 2023	FY 2022
Opening balance for the period	26,415	22,447
Profit for the period	1,332	1,784
Other comprehensive income for the period	-1,339	2,966
Total comprehensive income for the period	-7	4,751
Transactions with owners		
Dividend paid to shareholders of the Parent Company	-415	-783
Total transactions with owners	-415	-783
Closing balance for the period	25,992	26,415

CONSOLIDATED STATEMENT OF CASH FLOW

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Cash flow from operating activities				
Operating profit	242	236	2,682	2,789
<i>Adjustment for non-cash items</i>				
Depreciation and amortization	393	401	1,525	1,477
Other non-cash items	-187	-184	-13	421
<i>Changes in working capital</i>				
Changes in inventories	-37	310	1,826	-1,247
Changes in trade receivables	630	788	444	231
Changes in trade payables	-25	-71	-328	-609
Changes in other working capital*	-250	-140	-304	-200
Income tax paid	-395	-415	-979	-991
Net cash flow from operations	370	924	4,854	1,869
Cash flow from investments				
Acquisition of operations, net of cash acquired*	-14	-194	-539	-847
Investments in fixed assets	-278	-222	-628	-593
Proceeds from sale of fixed assets	4	1	7	4
Other investing activities	-2	5	-5	10
Net cash flow from investments	-289	-410	-1,165	-1,426
Cash flow from financing				
Borrowings from credit institutions	-	-	3,478	1,000
Repayment of loans to credit institutions	-	-	-5,754	-
Payment of lease liabilities related to lease agreements	-85	-98	-355	-343
Paid interest	-185	-73	-922	-492
Received interest	83	-	160	3
Other financing activities	-114	-12	123	45
Dividend paid to shareholders of the Parent Company	-0	-	-415	-783
Net cash flow from financing	-301	-183	-3,685	-570
Cash flow for the period	-220	331	4	-127
Cash and cash equivalents at beginning of period	4,633	4,093	4,399	4,408
Exchange differences on cash and cash equivalents	-65	-25	-55	117
Cash and cash equivalents at end of period	4,348	4,399	4,348	4,399

*As from Q4 2022 the cash flow effect from paid deferred considerations is classified within Cash flow from investments on row Acquisition of operations, net of cash acquired.

PARENT COMPANY INCOME STATEMENT

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Administrative expenses	-67	-33	-235	-228
Other operating income	65	29	229	225
Operating profit	-2	-3	-6	-3
Interest income from Group companies	196	205	855	509
Interest expenses to Group companies	-	-	-	-
Other financial income and expenses	22	-841	-1,198	-503
Net financial expenses	218	-636	-343	6
Group contributions	-564	-	-	-
Result before tax	-349	-639	-349	3
Taxes	41	-14	29	-14
Result for the period	-308	-653	-320	-11
Other comprehensive income	-	-	-	-
Total comprehensive income	-308	-653	-320	-11

PARENT COMPANY BALANCE SHEET (IN SUMMARY)

SEK m	Dec 31, 2023	Sep 30, 2023	Dec 31, 2022
ASSETS			
Non-current assets			
Shares in subsidiaries	16,228	16,228	16,228
Other non-current assets	6,123	6,575	12,521
Total non-current assets	22,351	22,803	28,749
Current assets			
Current assets	5,740	6,268	2,462
Total current assets	5,740	6,268	2,462
TOTAL ASSETS	28,091	29,071	31,212
EQUITY	11,325	11,633	12,060
PROVISIONS			
Provisions	107	99	104
Total provisions	107	99	104
LIABILITIES			
Non-current liabilities			
Non-current liabilities	16,335	17,066	15,304
Total non-current liabilities	16,335	17,066	15,304
Current liabilities			
Current liabilities	324	274	3,745
Total current liabilities	324	274	3,745
TOTAL LIABILITIES	16,766	17,439	19,152
TOTAL EQUITY AND LIABILITIES	28,091	29,071	31,212

CONDENSED NOTES

NOTE 1 | ACCOUNTING PRINCIPLES

Dometic Group AB (publ) and its subsidiaries (together “the Dometic Group”, “Dometic” or “the Group”) applies International Financial Reporting Standards (IFRS), as endorsed by the European Union. This consolidated Interim Financial Report has been prepared in accordance with IAS 34 ‘Interim Financial Reporting’.

The accounting and valuation principles in this interim report correspond to principles applied by the Group in the 2022 Annual and Sustainability Report and should be read in conjunction with that Annual and Sustainability Report, available at www.dometicgroup.com.

The Swedish Annual Accounts Act and RFR 2 Accounting for Legal Entities, issued by the Swedish Financial Reporting Board, have been applied for the Parent Company. The interim report comprises pages 1–22 and pages 1–14 are thus an integral part of this financial report (IAS 34.16A).

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is for each line item to correspond to its source, and rounding differences may therefore arise.

New or amended accounting policies for 2023 adopted by the Group

A detailed description of the accounting and valuation principles for new or amended accounting policies for 2023 applied by the Group in this interim report can be found in Note 2.1.1 Changes in accounting policies, New or amended accounting policies for 2023, of the 2022 Annual and Sustainability Report available at www.dometicgroup.com.

NOTE 2 | RISKS AND UNCERTAINTIES

Risks are part of any business and as a global Group with production and distribution all over the world Dometic faces risks that can impact its ability to achieve established strategic and other objectives, including financial targets. Effective risk

management of strategic, execution, compliance & regulatory and reporting risks creates opportunities and effective risk mitigation. Dometic’s risks and risk management are described on pages 63-67 and on pages 94-97 in the 2022 Annual and Sustainability Report, available at www.dometicgroup.com.

As communicated before, ACON, the seller of Igloo, has filed a lawsuit against Dometic in the fourth quarter 2022, making certain claims related to the Stock Purchase Agreement (“SPA”).

Dometic is confident that the lawsuit lacks any merit, is vehemently contesting this lawsuit and has filed counterclaims against ACON related to its conduct under, and non-compliance with, the SPA. The parties are currently involved in the discovery process and trial is expected to take place in the first quarter, 2025.

Dometic continues to follow the development in Ukraine as well as in neighbouring countries and will take necessary actions needed to protect Group including its employees and assets. Dometic has stopped all business activities in Russia. Dometic also follows the development in Israel Gaza as well as in neighbouring countries and the impact it might have on Dometic’s business operations.

NOTE 3 | FINANCIAL INSTRUMENTS

The Group uses currency forward contracts to hedge part of its exposure to forecasted purchases and sales in foreign currency as well as to hedge receivables and payables in foreign currency.

The fair values of Dometic’s derivative assets and liabilities were SEK 21 m (147) and SEK 134 m (111). The value of derivatives is based on published prices in an active market. No transfers between levels of the fair value hierarchy have occurred during the period.

For financial assets and liabilities other than derivatives, fair value is assumed to be equal to the carrying amount.

TABLE TO NOTE 3 – FINANCIAL INSTRUMENTS

Dec 31, 2023	Balance sheet carrying amount	Financial instruments at amortized cost	Financial instruments at fair value	Derivatives used for hedging
Per category				
Derivatives	21	-	3	18
Financial assets	7 373	7 373	-	-
Total financial assets	7 394	7 373	3	18
Derivatives	134	-	100	33
Financial liabilities	20 169	19 233	936	-
Total financial liabilities	20 303	19 233	1 036	33

NOTE 4 | SEGMENT INFORMATION

CONSOLIDATED OPERATING SEGMENTS

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Net sales, external				
Americas	951	1 192	5 003	6 780
EMEA	1 498	1 602	7 981	7 970
APAC	580	586	2 138	2 231
Marine	1 447	1 651	6 719	6 695
Global	851	1 142	5 934	6 086
Total net sales, external	5 327	6 172	27 775	29 764
Operating profit (EBITA) before items affecting comparability				
Americas	-57	-60	-104	330
EMEA	5	-62	723	838
APAC	152	129	557	555
Marine	313	422	1 654	1 743
Global	53	1	633	464
Total operating profit (EBITA) before items affecting comparability	465	430	3 463	3 931
Operating profit (EBITA) before items affecting comparability %				
Americas	-6,0%	-5,1%	-2,1%	4,9%
EMEA	0,3%	-3,8%	9,1%	10,5%
APAC	26,2%	22,0%	26,0%	24,9%
Marine	21,6%	25,5%	24,6%	26,0%
Global	6,2%	0,1%	10,7%	7,6%
Total operating profit (EBITA) before items affecting comparability %	8,7%	7,0%	12,5%	13,2%
Amortization of acquisition-related intangible assets				
Americas	-26	-31	-111	-118
EMEA	-17	-19	-73	-74
APAC	-4	-5	-19	-21
Marine	-53	-54	-210	-202
Global	-50	-52	-200	-196
Total amortization of acquisition-related intangible assets	-150	-162	-613	-611
Items affecting comparability				
Americas	-3	-5	-11	-151
EMEA	-63	-24	-131	-370
APAC	-1	-0	-4	-4
Marine	0	-0	0	-1
Global	-7	-2	-22	-7
Total items affecting comparability	-73	-32	-167	-532
Operating profit (EBIT)				
Americas	-86	-97	-226	61
EMEA	-75	-105	519	394
APAC	147	124	534	531
Marine	260	368	1 444	1 541
Global	-4	-52	411	262
Total operating profit (EBIT)	242	236	2 682	2 789
Operating profit (EBIT) %				
Americas	-9,0%	-8,1%	-4,5%	0,9%
EMEA	-5,0%	-6,6%	6,5%	4,9%
APAC	25,3%	21,1%	25,0%	23,8%
Marine	18,0%	22,3%	21,5%	23,0%
Global	-0,4%	-4,6%	6,9%	4,3%
Total operating profit (EBIT) %	4,5%	3,8%	9,7%	9,4%
Financial income	86	20	168	45
Financial expenses	-246	-186	-968	-396
Taxes	-31	-43	-551	-654
Profit for the period	51	27	1 332	1 784

NET SALES BY APPLICATION AREAS

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Segment Americas				
Food & Beverage	172	241	895	1,494
Climate	390	513	2,139	2,970
Power & Control	152	189	769	1,032
Other applications	237	249	1,201	1,284
Segment Americas net sales, external	951	1,192	5,003	6,780
Segment EMEA				
Food & Beverage	452	521	2,884	2,871
Climate	805	768	3,838	3,763
Power & Control	158	223	830	925
Other applications	83	89	429	412
Segment EMEA net sales, external	1,498	1,602	7,981	7,970
Segment APAC				
Food & Beverage	272	267	853	919
Climate	186	177	736	734
Power & Control	86	106	404	431
Other applications	36	35	146	147
Segment APAC net sales, external	580	586	2,138	2,231
Segment Marine				
Food & Beverage	36	47	174	217
Climate	335	346	1,520	1,262
Power & Control	783	975	3,843	3,939
Other applications	294	284	1,182	1,278
Segment Marine net sales, external	1,447	1,651	6,719	6,695
Segment Global				
Food & Beverage	830	1,125	5,837	6,009
Climate	1	1	5	4
Power & Control	0	0	1	3
Other applications	20	16	92	71
Segment Global net sales, external	851	1,142	5,934	6,086
Net sales, external				
Food & Beverage	1,762	2,201	10,642	11,509
Climate	1,717	1,805	8,237	8,732
Power & Control	1,179	1,493	5,846	6,331
Other applications	670	673	3,050	3,191
Total net sales, external	5,327	6,172	27,775	29,764

Inter-segment sales were as follows.

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Segment Americas	47	39	213	170
Segment EMEA	51	58	236	340
Segment APAC	504	589	2,457	3,316
Segment Marine	6	9	31	49
Segment Global	-	-	-	-
Eliminations	608	696	2,937	3,875

NOTE 5 | NET SALES BY SALES CHANNEL

SEK m	Q4	Q4	Change (%)		FY	FY	Change (%)	
	2023	2022	Reported	Organic ⁽¹⁾	2023	2022	Reported	Organic ⁽¹⁾
Net sales, external								
OEM	2,581	2,997	-14%	-14%	11,859	13,034	-9%	-14%
Distribution	1,228	1,592	-23%	-20%	8,238	8,688	-5%	-10%
Service & Aftermarket	1,518	1,583	-4%	-3%	7,679	8,041	-5%	-10%
Total net sales, external	5,327	6,172	-14%	-13%	27,775	29,764	-7%	-12%

⁽¹⁾Net sales growth excluding acquisitions/divestments and currency translation effects.

NOTE 6 | ITEMS AFFECTING COMPARABILITY

SEK m	Q4	Q4	FY	FY
	2023	2022	2023	2022
Global restructuring program	-68	-20	-142	-499
Other	-5	-13	-25	-33
Total	-73	-32	-167	-532

The table below specifies items affecting comparability by function and other operating income and expenses.

Global restructuring program		Q4	Q4	FY	FY
SEK m		2023	2022	2023	2022
Cost of goods sold		-45	-5	-107	-476
Sales expenses		-19	-	-27	-3
Administrative expenses		-3	-6	-5	-8
Research and development expenses		-0	-11	-0	-11
Other operating income and expenses		-0	2	-2	-2
Total		-68	-20	-142	-499

Other		Q4	Q4	FY	FY
SEK m		2023	2022	2023	2022
Cost of goods sold		-0	-	-1	-
Sales expenses		1	-3	3	-21
Administrative expenses		-	-1	-	-1
Research and development expenses		-	-	-	-
Other operating income and expenses		-6	-9	-28	-11
Total		-5	-13	-25	-33

Total		Q4	Q4	FY	FY
SEK m		2023	2022	2023	2022
Cost of goods sold		-45	-5	-108	-476
Sales expenses		-19	-3	-24	-24
Administrative expenses		-3	-7	-5	-8
Research and development expenses		-0	-11	-0	-11
Other operating income and expenses		-6	-8	-30	-13
Total		-73	-32	-167	-532

NOTE 7 | AMORTIZATION OF ACQUISITION-RELATED INTANGIBLE ASSETS BY FUNCTION

The table below

SEK m			Amortization of Customer Relationship Assets		Amortization of Technology	Amortization of Intellectual Property	Total
			Amortization Trademarks				
Cost of goods sold							
	Q4	2023	-	-	-18	-1	-19
	Q4	2022	-	-	-19	-0	-20
	FY	2023	-	-	-73	-3	-77
	FY	2022	-	-	-74	-1	-75
Sales expenses							
	Q4	2023	-14	-117	-	-	-131
	Q4	2022	-24	-118	-	-	-142
	FY	2023	-71	-465	-	-	-537
	FY	2022	-91	-444	-	-	-535
Total Amortization of acquisition-related intangible assets							
	Q4	2023	-14	-117	-18	-1	-150
	Q4	2022	-24	-118	-19	-0	-162
	FY	2023	-71	-465	-73	-3	-613
	FY	2022	-91	-444	-74	-1	-611

specifies amortization of acquisition-related intangible assets by function and other operating income and expenses.

NOTE 8 | ADJUSTED EARNINGS PER SHARE

Specification of Adjusted earnings per share. Adjusted earnings per share excludes the impact from amortization of acquisition-related intangible assets and items affecting comparability.

SEK m	Q4 2023	Q4 2022	FY 2023	FY 2022
Profit before tax, reported	83	70	1,883	2,438
A) Adjustment for amortization of acquisition-related intangible assets	150	162	613	611
B) Adjustment for items affecting comparability	73	32	167	532
Profit before tax, adjusted	306	264	2,663	3,581
Taxes, reported	-31	-43	-551	-654
Taxes, adjustment for A) and B)	-61	-49	-218	-270
Profit for the period, adjusted	214	172	1,895	2,658
Average number of shares, million	319.5	319.5	319.5	319.5
Earnings per share, adjusted	0.67	0.54	5.93	8.32

NOTE 9 | NET DEBT TO EBITDA LEVERAGE RATIO

Specification of Net debt to EBITDA leverage ratio.

SEK m	Dec 31, 2023	Sep 30, 2023	Dec 31, 2022
Liabilities to credit institutions, non-current	16,335	17,066	15,304
Liabilities to credit institutions, current	-0	-	3,339
Add back capitalized transaction costs	43	47	41
Liabilities to credit institutions excluding capitalized transaction costs	16,377	17,113	18,683
Total cash and cash equivalents	-4,348	-4,633	-4,399
Net Debt*	12,029	12,480	14,284
EBITDA before items affecting comparability (i.a.c) LTM	4,374	4,335	4,797
EBITDA Acquisitions proforma LTM	-	-	10
EBITDA before i.a.c. incl acquisitions proforma LTM	4,374	4,335	4,807
Net debt to EBITDA leverage ratio	2.7x	2.9x	3.0x

*Net debt excluding provision for pension and accrued interest

NOTE 10 | RIGHT-OF-USE ASSETS

Right-of-use assets information is specified below:

Depreciation & amortization SEK m	Q4	Q4	FY	FY
	2023	2022	2023	2022
Depreciation and amortization	-393	-401	-1,525	-1,477
Add back depreciation related to right-of-use assets	101	99	381	338
Total	-292	-302	-1,143	-1,138

Right-of-use assets SEK m	Dec	Dec
	31, 2023	31, 2022
Buildings	1,902	903
Machinery, equipment and other technical installations	53	68
Total	1,955	972

NOTE 11 | TRANSACTIONS WITH RELATED PARTIES

No transactions between Dometic and related parties that have significantly affected the company's position and earnings took place during 2023.

NOTE 12 | ACQUISITIONS AND DIVESTMENTS

2023

Dometic has not made any acquisitions or divestments during the year.

Effect on group cash flow

As from Q4 2022 the cash flow effect from paid deferred considerations is classified within Cash flow from investments on row "Acquisition of operations, net of cash acquired". Cash flow effects from paid deferred consideration on previous acquisitions amounts SEK -539 m for 2023 full year.

2022

Acquisitions during the year

The purchase price allocation of Cadac International, NDS Energy and Treeline Capital are considered to be final.

Acquisition	Date of announcement	Included and controlled from	Segment	Previous year net sales ⁽¹⁾	Number of employees ⁽¹⁾
Cadac International	16 Sept, 2021	4 Jan, 2022	EMEA	17 MEUR	40
NDS Energy	11 Nov, 2021	1 Feb, 2022	EMEA	11 MUSD	25
Treeline Capital LLC	2 Mar, 2022	2 Mar, 2022	Marine	16 MUSD	70

⁽¹⁾ Årlig nettoomsättning och antal anställda enligt pressrelease vid tillkännagivandet.

Effect on group cash flow

Effect on group cash flow amounted to SEK -653 m for 2022.

See the Annual and Sustainability Report 2022 note 29 for details on acquisitions completed in 2022.

NOTE 13 | SIGNIFICANT EVENTS AFTER THE PERIOD

Todd Seyfert joined Dometic on January 9, 2024 as new President for segment Americas.

Dometic is planning to have a new segment reporting structure with six reporting segments starting from the first quarter 2024 reporting:

- The Igloo business and other Dometic branded Mobile cooling and drinkware businesses will be consolidated into a new segment named Mobile Cooling Solutions.
- Segment Global is renamed to segment Global Ventures. Other Global Verticals remains as a subsegment. Dometics offering of Mobile Power Solutions will be consolidated globally and will be a new subsegment in segment Global Ventures.
- The product solutions for the RV and CPV industries will be consolidated in the three land vehicle segments of Americas, APAC and EMEA. This includes both the OEM and the Service & Aftermarket business, as well as other Outdoor standalone products for land based outdoor activities. The Mobile Power Solutions businesses in the three land vehicle segments will be reported in segment Global Ventures.
- Segment Marine remain as a separate segment. The Mobile Power Solutions business in segment Marine will be reported in segment Global Ventures.

There have been no other significant events that have impacted the financial reporting after the balance sheet date.

RECONCILIATION OF NON-IFRS MEASURES TO IFRS (ALTERNATIVE PERFORMANCE MEASURES)

Dometic presents some financial measures in this interim report, which are not defined by IFRS. Dometic believes that these measures provide valuable additional information to investors and management for evaluating the Group's financial performance, financial position and trends in the operations. It should be noted that these measures, as defined, may not be comparable to similarly titled measures used by other companies. These non-IFRS measures should not be considered as substitutes for financial reporting measures prepared in accordance with IFRS. See Dometic's website www.dometicgroup.com for the detailed reconciliation.

Adjusted earnings per share	Net profit for the period, excluding the impact from amortization of acquisition-related intangible assets and items affecting comparability, divided by average number of shares. See note 8.
Core working capital	Consists of inventories and trade receivables less trade payables.
EBITDA and EBITDA margin	Operating profit (EBIT) before Depreciation and Amortization. Depreciation also includes depreciation of right-of-use assets in accordance with IFRS 16 Leases. Divided by net sales gives corresponding margin
EBITA and EBITA margin	Operating profit (EBIT) before Amortization of acquisition-related intangible assets. Divided by net sales gives corresponding margin.
EBITA bef i.a.c. and EBITA bef i.a.c. margin	Operating profit (EBIT) before Amortization of acquisition-related intangible assets and items affecting comparability. Divided by net sales gives corresponding margin
Net debt	Total borrowings including provisions for pensions, accrued interest and capitalized transaction costs, less cash and cash equivalents.
Net debt to EBITDA leverage ratio	Net debt excluding provisions for pensions, accrued interest and capitalized transaction costs in relation to last twelve months EBITDA before items affecting comparability and including acquisitions proforma. Any cash deposits with tax authorities are treated as cash in the leverage calculation. See note 9.
Operating cash flow	Cash flow from operations after investments in fixed assets excluding income tax paid. Paid interest/received interest is part of net cash flow from financing.
Organic growth	Net sales growth excluding acquisitions/divestments and currency translation effects. Quarters are calculated at comparable currency, applying the latest period average rate.
RoOC – Return on Operating Capital	Operating profit (EBIT) for the four previous quarters, divided by the average operating capital for the previous four quarters, excluding goodwill and trademarks.

DEFINITIONS AND KEY RATIOS

Capital expenditure	Expenses related to the purchase of tangible and intangible assets.
CO₂ ton / net sales SEK m	CO ₂ emissions from own operations (scope 1 and 2) divided by currency adjusted net sales. Rolling 12 months with one month delay in reporting. Scope 1 = energy from fuel combustion used at operation sites (factories, warehouses, distribution centers), Scope 2 = electricity and district heating used at operation sites. Excludes acquisitions made in 2021 and 2022.
CPV	Commercial and Passenger Vehicles.
EPS – Earnings per share	Net profit for the period divided by average number of shares.
FY 2022 and 2023	Full Year. January to December 2022 and 2023 for Income statement.
i.a.c. – items affecting comparability	Items affecting comparability are events or transactions with significant financial effects, which are relevant for understanding the financial performance when comparing profit for the current period with previous periods. Items included are for example restructuring programs, expenses related to major revaluations, gains and losses from acquisitions or disposals of subsidiaries, or transaction costs related to major mergers and acquisitions.
Interest-bearing debt	Liabilities to credit institutions plus liabilities to related parties plus provisions for pensions.
LTI FR	Lost Time Injury Frequency Rate. Work related accidents with lost time ≥ 1 day per million working hours. Rolling twelve months with 1 months delay in reporting. Excludes acquisitions made in 2021 and 2022.
LTM	Last twelve months.
Net profit	Profit (loss) for the period.
OCI	Other Comprehensive Income.
OEM	Original Equipment Manufacturers.
Operating capital excluding goodwill and trademarks	Interest-bearing debt plus equity less cash and cash equivalents, excluding goodwill and trademarks.
Operating profit (EBIT) and corresponding margin	Operating profit (EBIT) before financial items and taxes. Divided by net sales gives corresponding margin.
Q4 2023 and Q4 2022	October to December 2023 and 2022 for Income Statement.
RV	Recreational Vehicles.
Share of female managers	Percentage of female managers in the company at the end of each period. Excludes acquisitions made in 2021 and 2022. During 2022 there was a delay of one quarter in the reporting of actual results, this has been adjusted.
Share of new suppliers being ESG audited	Percentage of new significant direct material suppliers that have been ESG audited (on-site, remote or 3rd party audits), with one month delay in reporting. Measuring period to be included as a new supplier is January 1, 2022 until end of 2024. Excludes acquisitions made in 2021 and 2022.
Working capital	Core working capital plus other current assets less other current liabilities and provisions relating to operations.
YTD 2023 and 2022	January-December 2023 and 2022 for Income Statement

PRESENTATION OF THE REPORT

Analysts and media are invited to participate in a telephone conference at 10.00 (CET), January 31, 2024, during which President and CEO, Juan Vargues and CFO, Stefan Fristedt, will present the report and answer questions. To participate in the webcast/telephone conference, please dial in five minutes prior to the start of the conference call. The webcast URL and presentation are available at www.dometicgroup.com.

Webcast link:

<https://dometic.videosync.fi/2024-01-31-q4-2023/register>

To participate in conference call to ask questions

Those who wish to participate in the conference call to ask questions in connection with the webcast are welcome to register on the link below. After the registration you will be provided phone numbers and a conference ID to access the conference.

Registration link:

<https://events.inderes.se/teleconference/?id=100391>

FOR FURTHER INFORMATION, PLEASE CONTACT

Rikard Tunedal

Head of Investor Relations

Phone: +46 730 56 97 35

E-mail: rikard.tunedal@dometic.com

Dometic Group AB (publ)

Hemvämsgatan 15

SE-171 54 Solna, Sweden

Phone: +46 8 501 025 00

www.dometic.com

Corporate registration number 556829-4390

This information is information that Dometic Group AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 08:00 CET on January 31, 2024.

This document is a translation of the Swedish version of the interim report. In the event of any discrepancy, the Swedish wording shall prevail.

ABOUT DOMETIC

Dometic is a global market leader in the mobile living industry. Millions of people around the world use Dometic products in Outdoor, Residential, and Professional applications. Our motivation is to create smart, sustainable, and reliable products with outstanding design for an outdoor and mobile lifestyle in the areas of Food & Beverage, Climate, Power & Control, and Other Applications. Dometic employs approximately 8,000 people worldwide, had net sales of SEK 27.8 billion in 2023 and is headquartered in Solna, Sweden.

DISCLAIMER

Some statements herein are forward-looking and the actual outcome could be materially different. In addition to the factors explicitly commented upon, the actual outcome could be materially affected by other factors, (a) changes in economic, market and competitive conditions, (b) success of business and operating initiatives, (c) changes in the regulatory environment and other government actions, (d) fluctuations in exchange rates and (e) business risk management.

FINANCIAL CALENDAR

April 11, 2024

Annual General Meeting. The 2023 Annual and Sustainability report will be published week 12, 2024

April 19, 2024

Interim report for the first quarter 2024

July 18, 2024

Interim report for the second quarter 2024

October 23, 2024

Interim report for the third quarter 2024