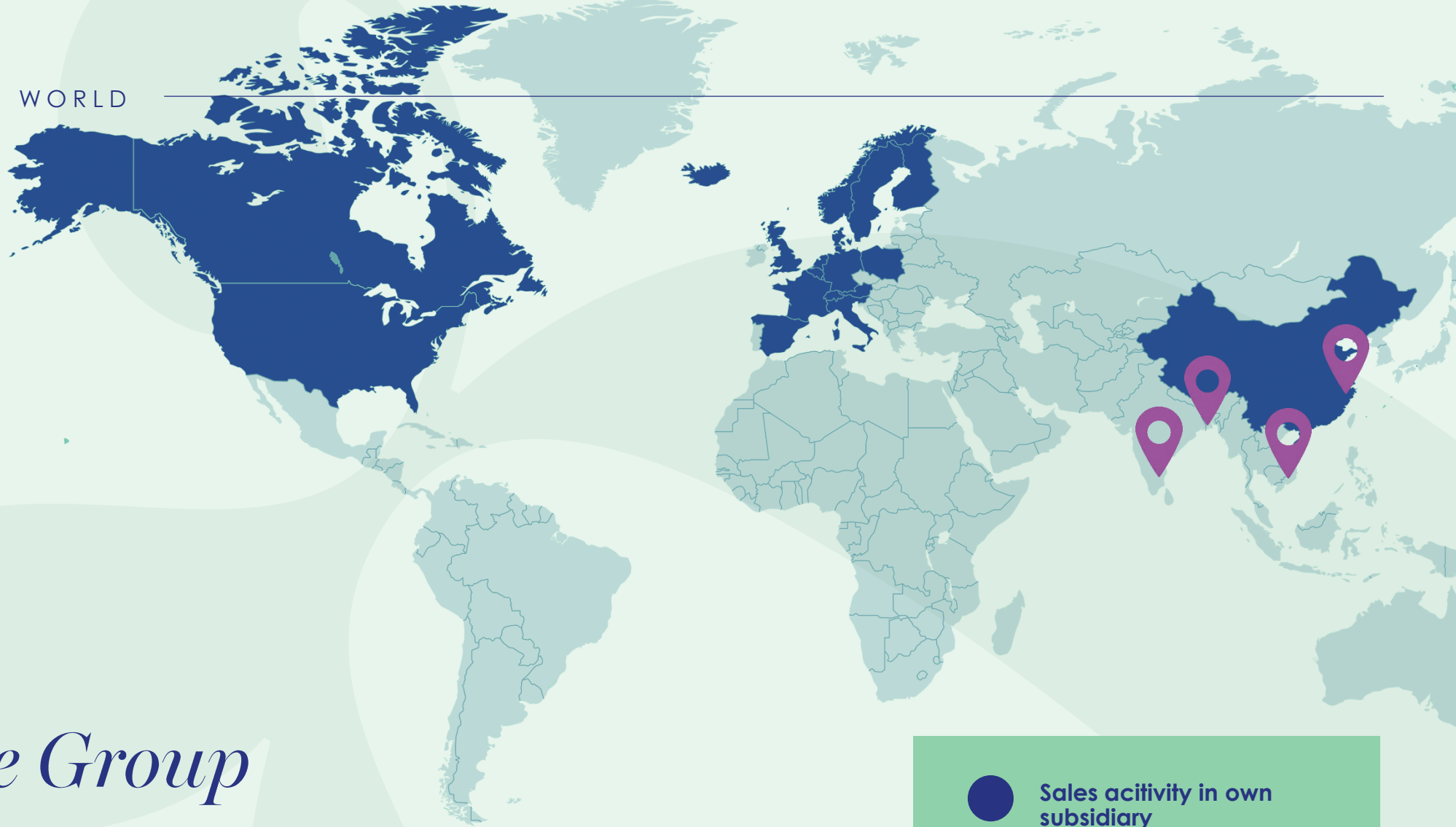


New Wave Group AB

2022
Year-end report

January – December





This is New Wave Group

New Wave Group is a growth group that designs, acquires and develops brands. To ensure good risk diversification, the Group will market its products in the promo market and the retail market.

-  Sales activity in own subsidiary
-  Own purchasing offices

Our operating segments and sales channels

Our brands are categorized according to which of our three operating segments it belongs to: **Corporate**, **Sports & Leisure** or **Gifts & Home Furnishings**.

The brands are distributed in both the **promo market** and the **retail market** to achieve good risk diversification.

Corporate



Sports & Leisure



Gifts & Home Furnishings



What do these products have in common?





We develop
New Wave Group's range
based on needs – and to
create an offer for
companies and
associations that no other
supplier can!

Example - Hammarby



The game



On the field, training and youth



On the way to the game



On the stands



In the shower



On the beach



Everyday wear



In the kitchen



The caretakers




For the coffee



For the beer

Hammarby

Supporters' shop




BAJEN
PREMIUM

Kategorier ▾


STARTSIDA / KATEGORIER / VIEW ALL

View all




BAJEN FOREVER Beer 2-pack
Art.nr. 901-1-1 BAJEN FOREVER Vin är en hyllning till Hammarby IF och den eviga kärleken till klubben...

Pris: 595,00 kr




BAJEN FOREVER Vin 2-pack
Art.nr. 901-1-1 BAJEN FOREVER Vin är en hyllning till Hammarby IF och den eviga kärleken till klubben...

Pris: 545,00 kr




Bajen 1X2 Förlädd
Ett riktigt schysst badikutan i skinn frukt. Ett stort rullstyck som i sin och till...

Pris: 395,00 kr




Bajen 1X2 Förlädd
Vem minns inte de klassiska matsällingarna från tidigt 80-tal. Mer än legendarerna...

Pris: 495,00 kr




Bajen Business Bag
Snyggare blir det inte Vinken är tillräckligt fina och mjuka i skinn, du...

Pris: 2095,00 kr




Bajen CSD Tröja
En riktigt skön tröja från Cutter & Buck med Bajenlaggens snygga broderi på bröstet...

Pris: 795,00 kr




Bajen Can cooler
Kall dryck är godare. De här snygga kulkylflask kylarna håller den sval. Material...

Pris: 195,00 kr




Bajen Bikkugg
Bikkugg i rostfritt stål med stajers vackra emblem och 7 l från barnbarn till grannen...

Pris: 245,00 kr




Golfhandsduk
Schysst golfhandsduk broderat med Vinkens vackra emblem. Klubbmärket. 3-faldig velour fr...

Pris: 225,00 kr




Golfkeps
Schysst golfkeps med tre gröna ränder i 3D brodyr fram och Hammarby i plänbrodyr p...

Pris: 275,00 kr




Kerka Karaff
KINNEBY KARAFF PRESENTED BY DRINKERS. Drink ditt vin eller bordsvatten med stil i...

Pris: 430,00 kr



Kerka Mugg 6-pack
Fika som en kung. Vackert formgivna porcelänsmuggar med elegant blåfärg. Muggen u...


Pris: 470,00 kr




TEAMSORTIMENT

FÖRENINGAR

MATERIALSHOPEN




Hammarby IF Fotboll




HAMMARBY HERRE
BAJEN ARCH W HOODIE

599 kr ~~480 kr~~ -25%




HAMMARBY DAM
BAJEN ARCH W HOODIE

599 kr ~~420 kr~~ -30%




HAMMARBY BARN
BAJEN ARCH JR TEE

199 kr ~~160 kr~~ -20%




HAMMARBY BARN
BAJEN ARCH JR TEE

199 kr ~~160 kr~~ -25%




HAMMARBY HERRE
BAJEN ARCH JR TEE

249 kr ~~200 kr~~ -20%




HAMMARBY DAM
BAJEN ARCH JR TEE

249 kr ~~195 kr~~ -20%




HAMMARBY DAM
BAJEN ARCH W TEE

249 kr ~~175 kr~~ -30%




HAMMARBY HERRE
BAJEN ARCH W TEE

249 kr ~~200 kr~~ -20%



HAMMARBY DAM
BAJEN ARCH W HOODIE


999 kr ~~500 kr~~ -50%




TEAMSORTIMENT

FÖRENINGAR

MATERIALSHOPEN




Hammarby IF Fotboll




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

429 kr ~~380 kr~~ -11%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

489 kr ~~420 kr~~ -14%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

489 kr ~~420 kr~~ -14%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

499 kr ~~390 kr~~ -22%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

499 kr ~~390 kr~~ -22%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

289 kr ~~250 kr~~ -14%




Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

319 kr ~~280 kr~~ -12%



Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

239 kr ~~190 kr~~ -20%



Craft Hammarby
EVOLVE HOODIE W TRAININGTRÖJA

289 kr ~~250 kr~~ -14%

Company profiling



Välkommen

CERTEGO



ÖVERDELAR ▾ UNDERDELAR ▾ VARSEL ▾ ACCESSOARER

 Varukorg (0)

Start / Varsel / Herr



PROJOB
6010 T-SHIRT EN ISO 20471 KLASS 3
350 kr



PROJOB
6106 SWEATSHIRT EN ISO 20471 KLASS 3
Unisex
370 kr



PROJOB
6703 VÄST EN ISO 20471 KLASS 2
79 kr



PROJOB
6419 SOFTSHELLJACKA EN ISO 20471
KLASS 3/2
1025 kr

The fact that most products and brands are distributed on two sales channels makes us unique.

Example of a few brands – Swedish market.

Brand	Retail	Promo
Craft	✓	✓
Clique	✓	✓
Sagaform	✓	✓
Orrefors & Kosta	✓	✓
Boda	✓	✓
D&J (Several brands)	✓	✓
Cutter & Buck	✓	✓

Corporate

The vision for the Corporate operating segment is to become the leading supplier of promotional products to corporations in Europe and one of the leading suppliers in the United States by offering companies a broad product range, strong brands, advanced expertise and service, and a superior all-inclusive concept.

Sports & Leisure

The vision for the Sports & Leisure operating segment involves establishing Craft as a world-leading sportswear brand and making Cutter & Buck a world-leading golf apparel brand.

The brand Auclair should take a leading position on gloves in Europe and we will also use Paris Glove's strong distribution platform to launch the Group's other brands in Canada.

Overall, we want to be one of the leading sports suppliers, both in Sweden and in other European countries and in the United States. All in all, our brands shall give us a position among the largest sport suppliers in the world.



Gifts & Home Furnishings

The vision for the Gifts & Home Furnishings operating segment is to make Orrefors and Kosta Boda world-leading glass and crystal suppliers.

Part of the vision also involves utilising innovative and playful design to make Sagaform a prominent player in Northern Europe in both the promo and retail markets.

*The quarter
at a glance*



The quarter

- *Continued strong development in Corporate and Sports & Leisure. Both sales channels had higher net sales and increased primarily in USA and Europe*
- *Operating result improved by SEK 143.9million compared to the previous year and amounted to SEK 547.2 (403.3) million.*
- *Operating margin amounted to 19.4%*

2022

Financial information

October - December



October - December

Net sales

- Sales amounted to SEK 2,815.1 (2,306.7) million
- Sales **increased by 22%** (of which currency 8% and acquisition 8%)
- **Promo** sales channel increased by **28%**, **retail** increased by **13%**

..... 2022

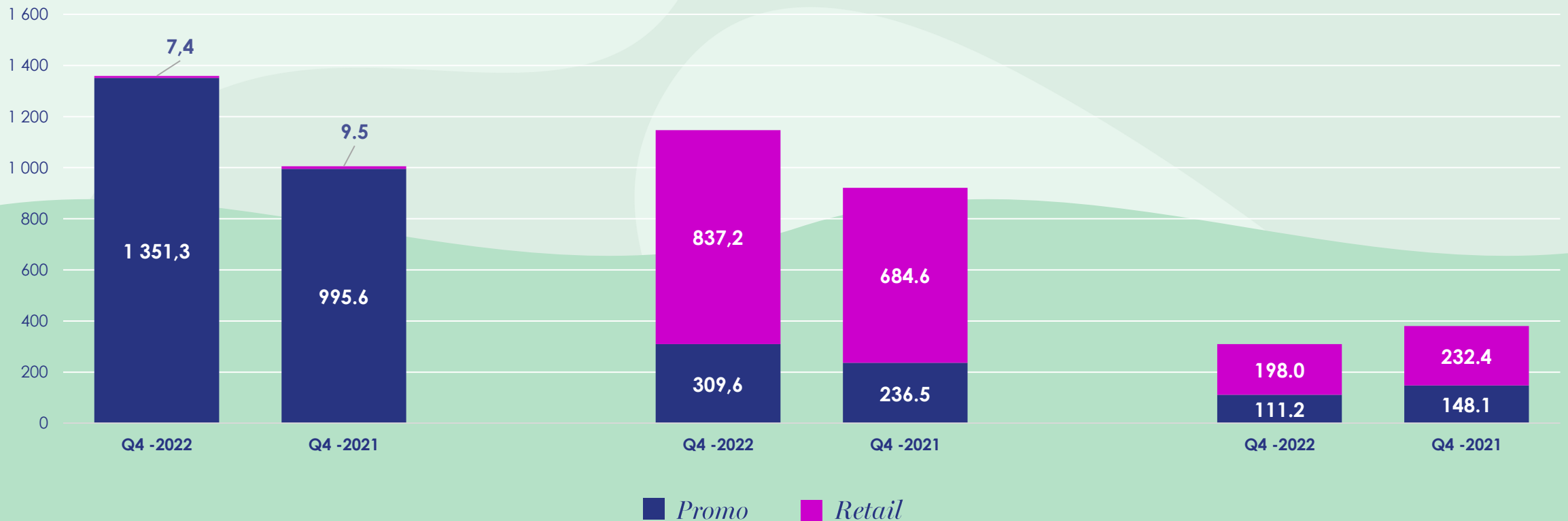


Net sales per operating segment

Corporate +35%

Sports & Leisure +25%

Gifts & Home Furnishings -19%



October - December

Net sales per geographic area and operating segment

SEK million	Corporate		Sports & Leisure		Gifts & Home Furnishings		Total		Change %
	Oct - Dec 2022	Oct - Dec 2021	Oct - Dec 2022	Oct - Dec 2021	Oct - Dec 2022	Oct - Dec 2021	Oct - Dec 2022	Oct - Dec 2021	
USA	98.9	73.5	500.7	347.3	23.0	23.9	622.6	444.7	40%
Sweden	172.1	154.5	218.8	225.1	246.1	317.6	637.0	697.2	-9%
Central Europe	503.5	243.2	123.7	108.9	6.9	10.1	634.1	362.2	75%
Nordic countries excl. Sweden	140.2	127.4	157.3	132.6	28.9	23.4	326.4	283.4	15%
Southern Europe	347.1	267.3	42.3	28.3	0.2	0.2	389.6	295.8	32%
Other countries	97.3	139.2	103.9	78.9	4.2	5.3	205.4	223.4	-8%
Total	1 359.0	1 005.1	1 146.8	921.1	309.2	380.5	2 815.1	2 306.7	22%

October - December

2022

- **Gross profit margin amounted to 49.7 (47.8)%**
 - Corporate and Sports & Leisure increased while Gifts & Home Furnishings decreased
- **External costs and personnel costs amounted to a total of SEK -804.7 (-652.3) million**
 - Acquisition of B.T.C Activewear Ltd
 - Volume related expenses
 - Increased marketing activity
 - Appropriately staffed for the current volumes
- **Operating result amounted to SEK 547.2 (403.3) million**
 - Higher net sales and improved gross profit margin
 - Acquired business contributed SEK 17.9 million
- **Result for the period amounted to SEK 446.2 (308.5) million**

SEK million	Oct - Dec 2022	Oct - Dec 2021
Net sales	2 815.1	2 306.7
Goods for resale	-1 415.4	-1 203.3
Gross profit	1 399.7 49.7%	1 103.4 47.8%
Other operating income	36.7	23.9
External costs	-454.4	-350.9
Personnel costs	-350.3	-301.4
Depreciation and write-downs of tangible and intangible fixed assets	-71.5	-61.5
Other operating costs	-12.6	-9.9
Share of associated companies' result	-0.4	-0.3
Operating result	547.2 19.4%	403.3 17.5%
Net financial items	-22.0	-9.9
Result before tax	525.2	393.4
Tax on result for the period	-79.0	-84.9
Result for the period	446.2	308.5
Result per share (SEK)	6.73	4.61

October - December

Operating result per operating segment

Corporate

- Higher sales in all regions except Other countries
- Improved gross profit margin
- Acquired business contributed SEK 17.9 million

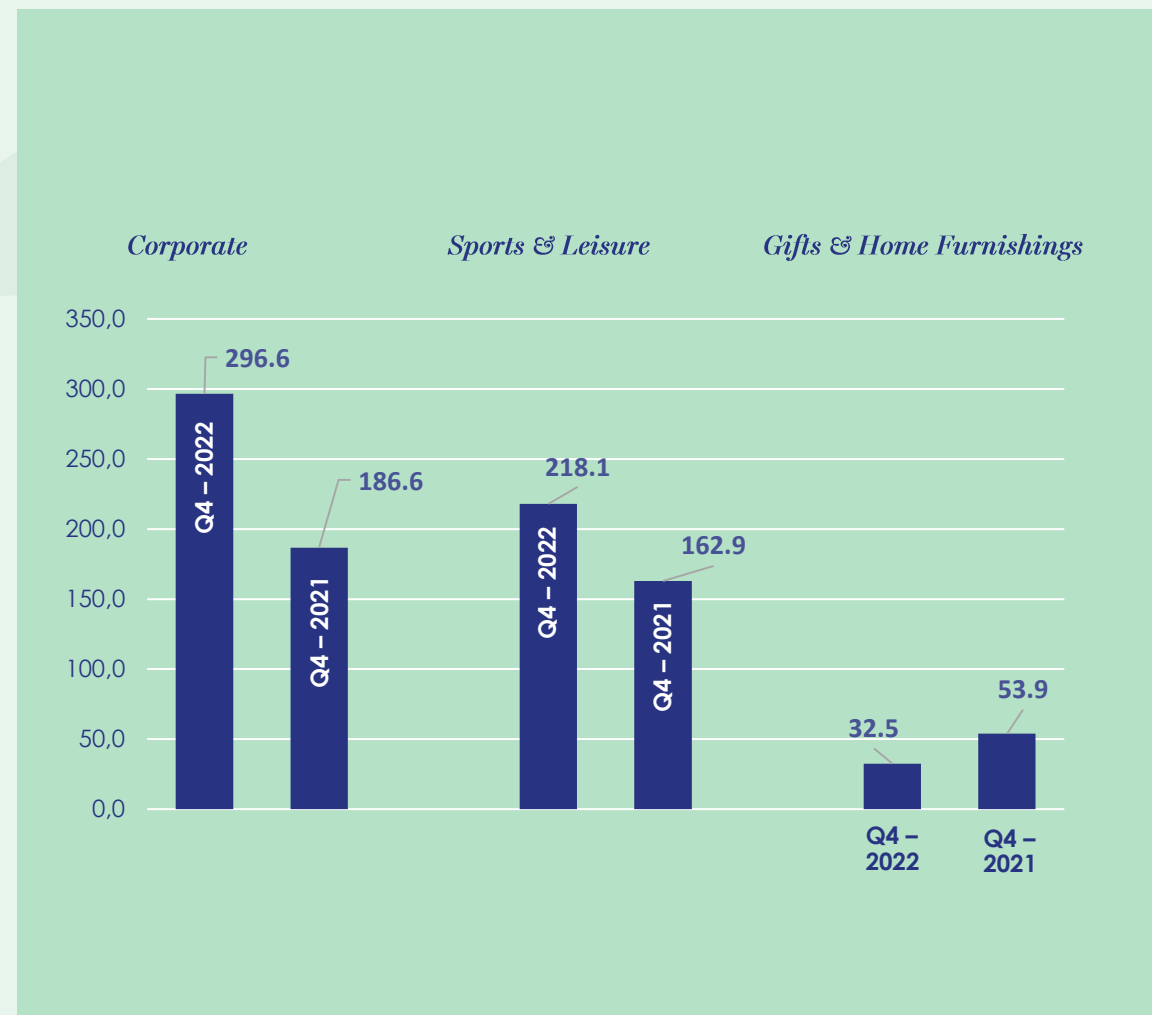
Sports & Leisure

- Increased sales in all regions and both sales channels

Gifts & Home Furnishings

- Lower net sales in all regions except Nordic (excl Sweden)
- Lower result related to lower net sales. A contributing factor was that a tax deductibility for gifts to employees of SEK 2,000 was removed in 2022.

2022



October - December

Cash flow

SEK million

Cash flow from operating activities before changes in working capital

Change in working capital

Cash flow from operating activities

Investing activities

Cash flow after investing activities

Financial activities

Cash flow for the period

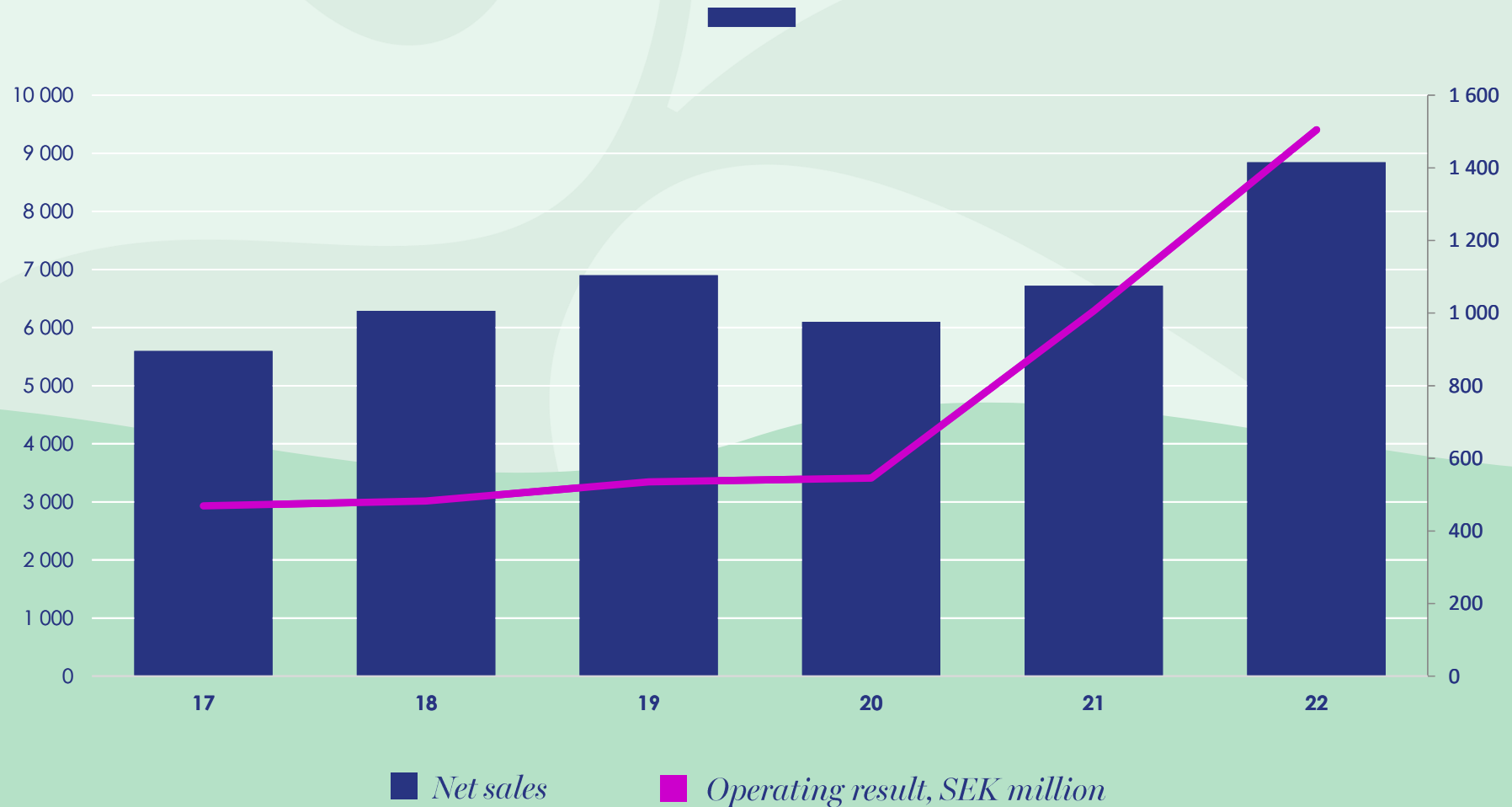
	Oct - Dec 2022	Oct - Dec 2021
	466.3	404.1
	-699.2	9.2
	-232.9	413.3
	-8.3	-42.1
	-241.2	371.2
	389.2	-360.5
	148.0	10.7

Strong balance sheet

SEK million

	31 Dec 2022	31 Dec 2021
Equity	5 890.5	4 567.6
Equity ratio, %	53.8	59.6
Net debt, SEK million	2 329.6	1 068.8
Net debt to credit institutes, SEK million	1 635.4	375.1
Equity per share, SEK	88.77	68.83

Development of net sales and operating result



2022

Financial information

January - December



..... 2022

January - December

Net sales

- Sales amounted to SEK 8,843.6 (6,718.6) million
- Sales **increased by 32%** (of which currency 8% and acquisition 4%)
- **Promo** sales channel increased by **37%**, **retail** increased by **24%**

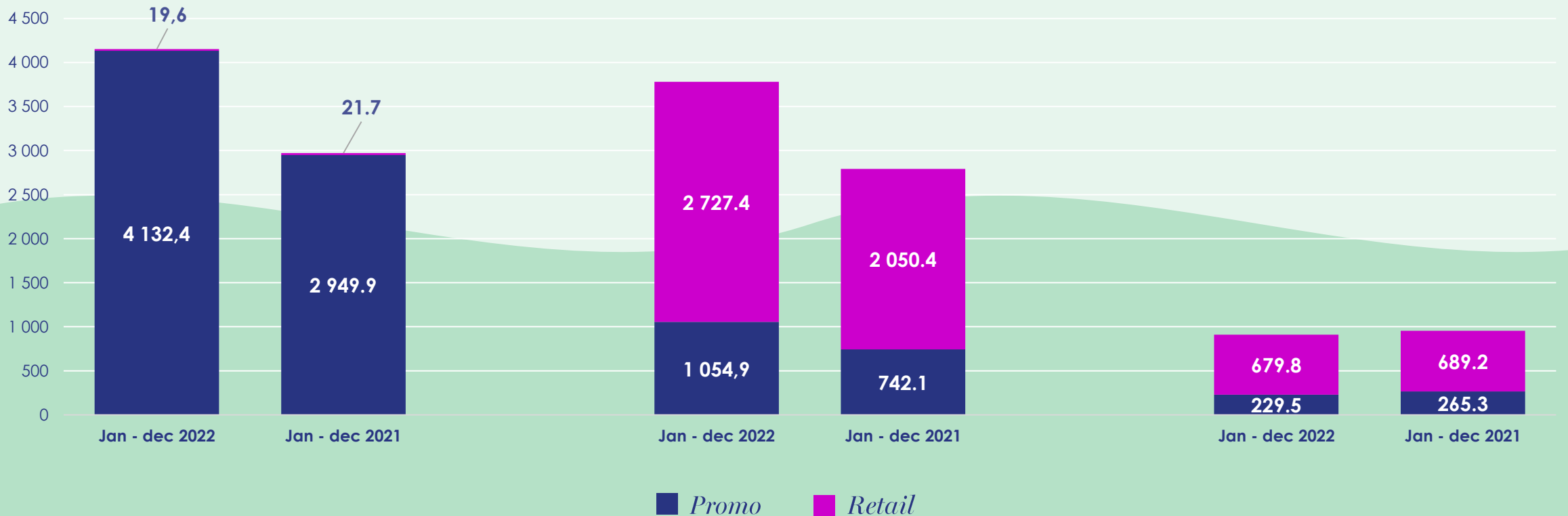


Net sales per operating segment

Corporate +40%

Sports & Leisure +35%

Gifts & Home Furnishings +5%



January - December

Net sales per geographic area and operating segment

SEK million	Corporate		Sports & Leisure		Gifts & Home Furnishings		Total		Change %
	Jan - Dec 2022	Jan - Dec 2021	Jan - Dec 2022	Jan - Dec 2021	Jan - Dec 2022	Jan - Dec 2021	Jan - Dec 2022	Jan - Dec 2021	
USA	303.5	203.6	1 769.5	1 145.0	66.0	60.4	2 139.0	1 409.0	52%
Sweden	545.0	476.1	724.3	637.6	740,8	799.4	2 010.1	1 913.1	5%
Central Europe	1 201.0	660.8	413.1	338.9	25,0	26.0	1 639.1	1 025.7	60%
Nordic countries excl. Sweden	494.5	401.3	526.7	411.4	62.4	49,8	1 083.6	862.5	26%
Southern Europe	1 059.6	779.3	119.3	83.2	0.4	0,4	1 179.3	862.9	37%
Other countries	548.4	450.5	229.4	176.4	14.7	18.5	792.5	645.4	23%
Total	4 152.0	2 971.6	3 782.3	2 792.5	909.3	954.5	8 843.6	6 718.6	32%

January - December

2022

- **Gross profit margin amounted to 49.5 (48.1)%**
 - Increase in Corporate and Sports & Leisure and Gifts & Home Furnishings on the same level as py
- **External costs and personnel costs amounted to a total of SEK -2,675.6 (-2,084.8) million**
 - Increase of volume-related costs
 - Increased marketing activity
 - Appropriately staffed for the current volumes
- **Operating result amounted to SEK 1,505.1 (1,005.9) million**
 - Higher net sales and improved Gross profit margin
- **Result for the period amounted to SEK 1,168.8 (760.0) million**

SEK million	Jan – Dec 2022	Jan – Dec 2022
Net sales	8 843.6	6 718.6
Goods for resale	-4 468.4	-3 489.3
Gross profit	4 375.2 49.5%	3 229.3 48.1%
Other operating income	123.9	111.5
External costs	-1470.3	-1067.9
Personnel costs	-1 205.3	-1 016.9
Depreciation and write-downs of tangible and intangible fixed assets	-249.2	-227.3
Other operating costs	-67.4	-21.7
Share of associated companies' result	-1.8	-1.1
Operating result	1505.1 17.0%	1005.9 15.0%
Net financial items	-55.0	-43.0
Result before tax	1450.1	962.9
Tax on result for the period	-281.3	-202.9
Result for the period	1 168.8	760.0
Result per share (SEK)	17.62	11.46

January - December

Operating result per operating segment

Corporate

- Higher sales in all regions
- Acquired operation affected net sales by SEK **247.0** million and EBIT by SEK **20.8** million (after acquisition costs)
- Improved gross profit margin

Sports & Leisure

- Increased sales in all regions
- Prior year incl income of SEK **35.0** million related to forgiveness of loans (PPP) in USA

Gifts & Home Furnishings

- Lower net sales, mainly related to Sweden
- In Sweden, the previous additional tax deduction for gifts to employees of SEK 2,000 per employee has been removed, which negatively affected the result
- Lower result also related to market investments, higher energy costs and more employees.

2022



January - December

Cash flow

SEK million

	Jan - Dec 2022	Jan - Dec 2021
Cash flow from operating activities before changes in working capital	1 383.2	993.0
Change in working capital	-1 743.2	214.4
Cash flow from operating activities	-360.0	1 207.4
Investing activities	-522.2	-114.2
Cash flow after investing activities	-882.2	1 093.2
Financial activities		
Cash flow for the period	934.1	-1 110.9

Torsten Jansson
CEO
comments

"2022 was our best year ever in both net sales and results"



Torsten Jansson
CEO

October - December

- **The quarter's growth was 22%** compared to last year (of which 8% currency and 8% acquisition)
- **Corporate and Sports & Leisure** had good growth
- **Good cost control**
- **The inventory** has now reached approximately the level we want
- **The operating margin** amounted to 19.4%, which is again an all-time high.

January - December

- **Net sales increased** by 32% (of which 8% currency and 4% acquisition)
- **Strong development in Corporate and Sports & Leisure** but **Gifts & Home Furnishings** decreased
- **Operating margin has improved** and amounted to 17.0% vs 15.0% in previous year

Torsten Jansson
CEO
comments

”New Wave has gone from a local to a global company and our company will now be traded on the OMX Stockholm Large Cap after clearing the OTC list, O list and Mid Cap.”



Torsten Jansson
CEO

Cash flow and balance sheet

- Strong balance sheet with **53.8% in equity ratio** after the acquisition
- **Inventory at a level we want it to be**

The future

- We are **well positioned** for the future
- We shall be able to **take market shares** and have both the capacity and finances for **more acquisitions**
- We **will increase** the investing in product development, marketing and new establishments

We strive to make everyone who buys our products a happy customer. If you choose to invest in New Wave Group we want you to know that we promise to take care of your investment in the best possible way we can through long term thinking, growth, stability and hard work!

NewWave
G R O U P