



Press Release

Feb 17, 2022

## Kollect on Demand Holding AB (publ) issues a trading update for January 2022

Today on February 17, 2022, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for January 2022.

Kollect increases total revenue by 43% year-on-year with all verticals reporting year-on-year growth.

### Key Figures

	JAN-22	JAN-21	VARIANCE	DEC-21	VARIANCE
TOTAL REVENUE	SEK 5.7M	SEK 3.9M	43%	SEK 5.2M	8%
TOTAL GROSS MARGIN	37%	43%	-5%	39%	-2%

Total Revenue increased by 43% compared to the prior year<sup>1</sup>.

### Recurring Revenue Activities

Recurring revenues<sup>2</sup> in January 2022 were 31% higher than recurring revenues for January 2021.

Revenues from Domestic Bins were up 13% from January 2021, however they were down 5% compared to December 2021 due to lower levels of waste after the end of the festive period.

Revenues from Commercial Bins were 20% higher than January 2021 and 27% lower than December 2021 as a result of COVID-19 restrictions re-introduced in late December 2021 which were not lifted until 21 January 2022.

The Commercial Skip business continued to perform well with revenues up 79% compared to January 2021.

Commercial Junk was up by 111% compared to January 2021, and up 41% compared to December 2021.

The Company also introduced Commercial Grab hire service for commercial customers, a new product offering which was not available in 2021.



## BIGbin Revenues

BIGbin<sup>3</sup> revenues in January 2022 were up 4% from January 2021 and were down 6% compared to December 2021, again due to lower volumes of waste following the festive period.

## Non-Recurring Revenue Activities

Non-recurring revenues<sup>4</sup> grew by approximately 71% compared to January 2021 revenues.

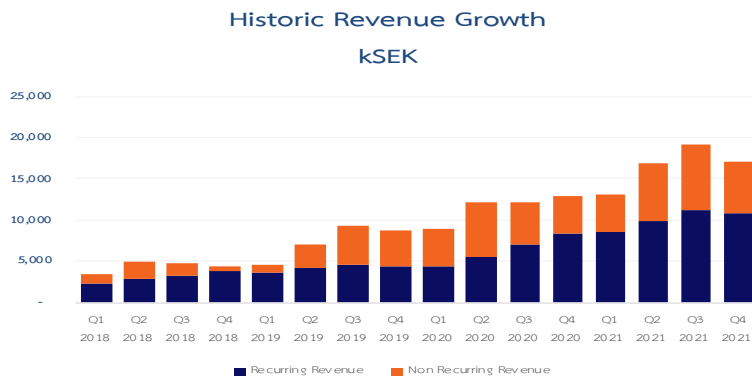
Domestic Junk, a high margin vertical within non-recurring revenues, was up 37% compared to January 2021.

Domestic Skips also were 163% higher compared to January 2021, although this is a lower margin vertical.

## Gross Margin

The Company achieved a gross margin of 37% at a consolidated level in the month. This was 2 percentage points lower than the prior month as a result of the revenue mix.

## Historic Revenues



## For further information, please contact:

John O'Connor, VD | +353 87-1218907 | john@kollect.ie

## About Kollect

Founded in Waterford, Ireland, Kollect is an innovator and disruptor in the waste industry listed on the Nasdaq First North Growth Market (symbol: KOLL) and Mangold Fondkommission AB is the Company's acting Certified Adviser (Tel. + 46 8 5030 1550, CA@mangold.se, www.mangold.se).

The Company services two types of customers: those who arrange to have waste collected (bins, skips or junk removal) via the online Kollect booking engine; and those who use BIGbin smart compactor bins for waste drop-off.

The services include domestic, door-to-door bin collection, commercial bin collection, container hire and junk removal such as furniture and other large objects. For more information, visit [www.kollect.ie](http://www.kollect.ie).

# Endnotes

1 On an operational currency basis, revenues sales increased by 39%. The Company's primary operating currency is Euro, while the above figures are reported in SEK.

2 Domestic and Commercial Bins, Commercial skip hire, Commercial junk removal and BIGbin activities

3 BIGbin Waste Technology Limited is the operating company for waste drop-off activities.

4 Skip (container) Hire, Skip Bags and Junk Removal