



Press Release

Sep 13, 2021

## Kollect on Demand Holding AB (publ) issues a trading update for Aug 2021

Today on Sep 13, 2021, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for Aug 2021.

Kollect increases total revenue by 63% year-on-year.

### Key Figures

	AUG-21	AUG-20	VARIANCE	JUL-21	VARIANCE
TOTAL REVENUE	SEK 6.2M	SEK 3.8M	63%	SEK 6.7M	-11%
TOTAL GROSS MARGIN	37%	35%	2%	39%	-2%

Total Revenue increased by 63% compared to the prior year<sup>1</sup>.

### Recurring Revenue Activities

Recurring revenues<sup>2</sup> in Aug 2021 were 51% higher than recurring revenues for Aug 2020.

Revenues from Domestic Bins were up 20% from Aug 2020, but up 5% compared to Jul 2021 as a result of more collection days in the month.

Revenues from Commercial Bins were 6% higher than Aug 2020 and 5% higher than Jul 2021 as more businesses in Ireland reopened following limited lifting of Pandemic restrictions.

The Commercial Skip business continued to perform well with revenues up 102% compared to Aug 2020. Revenues were down 21% compared to Jul 2021, however, due to the annual holiday period for construction workers falling in the first 2 weeks of August.

Commercial Junk was also up compared to Aug 2020, by 94%, however, was also down 65% compared to Jul 2021 as a result of the holiday period. This vertical is a smaller portion of overall revenues than Commercial Skips, however, and was similarly a new business line in 2020.

BIGbin revenues in Aug 2021 were up 96% from Aug 2020 and were up 4% compared to Jul 2021.



## Non-Recurring Revenue Activities

Non-recurring revenues<sup>3</sup> grew by approximately 80% compared to Aug 2020 revenues.

The Company continues to focus on growing recurring revenues ahead of non-recurring revenues and by focusing most of its internal resource, such as sales and advertising spend, on high gross margin verticals. Domestic Junk, a high margin vertical within non-recurring revenues, was up 111% compared to Aug 2020.

Domestic Skips also were 71% higher compared to Aug 2020, although this is a lower margin vertical. The Company continues to benefit from previous brand-building efforts and Search Engine Optimization to drive new customers to the platform.

## Gross Margin

The Company achieved a gross margin of 37% at a consolidated level in the month. This was broadly in line compared to the prior month and compared to the gross margin in Aug 2020 it is an increase of 2 percentage points.

## Other key events

As announced on Aug 24, approximately 98.7 of the outstanding warrants of series T01 were exercised and the Company received approximately SEK 30.2 million before issuing costs.

## For further information, please contact:

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## 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](mailto:mangold.se), [www.mangold.se](http://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 66% (as the Company was negatively impacted by exchange rate movements for reporting purposes). 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 Domestic skip (container) hire, Skip bags and Domestic junk removal