



Press Release

Dec 15, 2021

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

Today on December 15, 2021, Kollect on Demand Holding AB (publ) (“Kollect” or the “Company”) issues a trading update for November 2021.

Kollect increases total revenue by 22% year-on-year.

### Key Figures

	NOV-21	NOV-20	VARIANCE	OCT-21	VARIANCE
TOTAL REVENUE	SEK 5.5M	SEK 4.5M	22%	SEK 6.1M	-8%
TOTAL GROSS MARGIN	36%	42%	-6%	35%	1%

Total Revenue increased by 22% compared to the prior year<sup>1</sup>. The rate of growth reflects more challenging year-on-year comparables. This was due to revenues in November 2020 being particularly strong when they benefitted from both the integration of the BIGbin acquisition and expanded revenues from domestic customers at home during the lockdown by the Irish Government to reduce the spread of Covid-19 prior to Christmas 2020 (with non-essential businesses closed).

### Recurring Revenue Activities

Recurring revenues<sup>2</sup> in November 2021 were 19% higher than recurring revenues for November 2020.

Revenues from Domestic Bins were up 6% from November 2020, but up 10% compared to October 2021 as a result of more collection days in the month.

Revenues from Commercial Bins were 3% higher than November 2020 and 8% lower than October 2021.

The Commercial Skip business continued to perform well with revenues up 52% compared to November 2020. Revenues were flat compared to October 2021.

Commercial Junk was up by 60% compared to November 2020, though down 10% compared to October 2021, also due to continued business development efforts. This vertical is a smaller portion of overall revenues than Commercial Skips, however, and was similarly a new business line in 2020.

BIGbin<sup>3</sup> revenues in November 2021 were up 6% from November 2020 and were up 4% compared to October 2021.



## Non-Recurring Revenue Activities

Non-recurring revenues<sup>4</sup> grew by approximately 23% compared to November 2020 revenues.

Domestic Junk, a high margin vertical within non-recurring revenues, was up 3% compared to November 2020.

Domestic Skips also were 65% higher compared to November 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 36% at a consolidated level in the month. This was 1 percentage point higher than the prior month. The gross margin was 6 percentage points lower than in November 2020 with the reduction being due to the revenue mix.

## Since the end of November

BIGbin launched a new site in Ballinrobe, Co. Mayo in early December, bringing the total number to 35 (one of which, Ardmore, is a campsite and effectively is closed for the season).

Also, on December 7th, it was announced that the Company was ranked 20 in the 2021 Deloitte Technology Fast 50 for Irish companies. This was the first year that the Company was included in the rankings.

## 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 24% (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** BIGbin Waste Technology Limited is the operating company for waste drop-off activities.

**4** Domestic skip (container) hire, Skip bags and Domestic junk removal