



Press Release

Oct 13, 2021

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

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

Kollect increases total revenue by 60% year-on-year.

Key Figures

	SEP-21	SEP-20	VARIANCE	AUG-21	VARIANCE
TOTAL REVENUE	SEK 6.1M	SEK 3.8M	60%	SEK 6.2M	-1%
TOTAL GROSS MARGIN	35%	37%	-2%	37%	-2%

Total Revenue increased by 60% compared to the prior year¹.

Recurring Revenue Activities

Recurring revenues² in Sep 2021 were 60% higher than recurring revenues for Sep 2020.

Revenues from Domestic Bins were up 19% from Sep 2020, but down 2% compared to Aug 2021 as a result of fewer collection days in the month.

Revenues from Commercial Bins were 32% higher than Sep 2020 and 3% higher than Aug 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 Sep 2020. Revenues were up 31% compared to Aug 2021, however, due largely to the annual holiday period for construction workers falling in the first 2 weeks of Aug.

Commercial Junk was also up compared to Sep 2020 by 191% and, however, was also up 74% compared to Aug 2020 as a result of the holiday period and 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 revenues in Sep 2021 were up 82% from Sep 2020 and were down 25% compared to Aug 2021 as the holiday season came to an end and holiday homes vacated.



Non-Recurring Revenue Activities

Non-recurring revenues³ grew by approximately 61% compared to Sep 2020 revenues.

The Company continues to focus on growing recurring revenues ahead of non-recurring revenues and by focusing most 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 110% compared to Sep 2020.

Domestic Skips also were 35% higher compared to Sep 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 35% at a consolidated level in the month. This was broadly in line compared to the prior month and compared to the gross margin in Sep 2020 with the reduction being as a result of the revenue mix.

Other key events

The Company announced on 21 Sep that through its wholly owned subsidiary BIGbin Waste Tech Limited, placed an order for an additional 10 new compactor bins with the most up to date technology installed.

In addition, BIGbin has launched a new site in Newcastle, Galway. This brings the number of operational sites to 34 and extends its waste drop-off operations into another Irish city.

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, 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.

Endnotes

- 1 On an operational currency basis, revenues sales increased by 64% (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