



Press Release

April 13, 2021

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

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

Kollect increases total revenue by 61% year-on-year and recurring revenue by 106%.

Key Figures

	MAR 21	MAR 20	VARIANCE	FEB 21	VARIANCE
TOTAL REVENUE	SEK 5.4M	SEK 3.4M	61%	SEK 3.7M	46%
TOTAL GROSS MARGIN	37%	41%	-4%	42%	-5%

Total Revenue increased by 61% compared to the prior year¹.

Recurring Revenue Activities

Recurring revenues² in March 2021 were more than double the recurring revenues for March 2020, having increased by 106%.

Revenues from Domestic Bins were up 33% from March 2020 and were up 15% on February 2021 due mainly to a higher number of collection days in the month.

Revenues from Commercial Bins were 6% higher than March 2020 and 38% higher than February 2021, also due largely to the number of collection days in March.

The Commercial Skip business continued to perform well with revenues up 19% compared to February 2021, despite many construction sites remaining closed under Covid-19 restrictions.

Commercial Junk increased by 131% compared to February 2021, despite the same restrictions. This vertical is a smaller portion of overall revenues, however, than Commercial Skips.

BIGbin revenues in March 2021 were up 71% from March 2020 were 20% higher than February 2021 as a result of more days in the month.



Non-Recurring Revenue Activities

Non-recurring revenues³ grew by approximately 43% compared to March 2020 revenues and were up by approximately 86% compared to February 2021 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 50% compared to February 2021 despite ongoing restrictions.

Domestic Skips also increased by 196% compared to February 2021, although this is a low margin vertical. The Company continues to benefit from previous brand-building efforts and Search Engine Optimization to drive new customers to the platform. While this change in revenue mix puts downward pressure on the gross margin, there is also a positive impact at a net margin level, because there is no related cost of customer acquisition. It also helps to build brand awareness and expand our customer base.

Gross Margin

The Company achieved a gross margin of 37% at a consolidated level in the month. This was down 5 percentage points on the prior month and 4 percentage points compared to a gross margin of 41% in March 2020. The reduction is attributable to the very strong performance of the domestic skip vertical, which is typically lower margin revenue.

Developments since month end

As announced on April 9, 2021, the Irish Government lifted Covid-19 restrictions on all residential construction, as well as early-learning and childcare projects effective from Monday, April 12, 2021. In addition, subject to the prevailing health situation, it announced the full reopening of the construction industry effective from Monday, May 4, 2021.

Kollect also announced a new wholly-owned subsidiary "Kollect Recycling and Waste Collection Limited", which will be the operating company for its bin collection business. This move follows the successful segmentation of the BIGbin business into its own legal entity last July and the subsequent acquisition and fundraise for this business.

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).

Kollect is an innovator and disruptor in the waste industry. 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 71% (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, and BIGbin activities.

3 Skip (container) hire, Skip bags and Junk removal