



Press Release

Apr 19, 2022

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

Today on April 19, 2022, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for March 2022.

Following the disposal of the bin collection business on 4 March 2022, Kollect increases total revenue from continuing operations by 22% year-on-year with all verticals reporting year-on-year growth.

Key Figures

	MAR-22	MAR-21	VARIANCE	FEB-22	VARIANCE
TOTAL REVENUE FROM CONTINUING OPERATIONS	SEK 5.0M	SEK 4.1M	22%	SEK 4.2M	20%
TOTAL GROSS MARGIN	30%	30%	0%	29%	+1%

Revenue from continuing operations (extracting revenue from the Waterford bin business) increased by 22% compared to the prior year due to exceptionally strong prior year comparable figures (when figures for March 2021 were up 61% on March 2020).

Recurring Revenue Activities

Recurring revenues¹ (including revenues from the Waterford bin business for four days) in March 2022 were 35% higher than comparable recurring revenues for March 2021.

The Commercial Skip business continued to perform particularly well, with revenues up 71% compared to March 2021 (when many businesses were still in lockdown), and up 6% compared to February 2022.

Commercial Junk was up by 34% compared to March 2021, though down 4% compared to February 2022 due to timing factors.

BIGbin Revenues

BIGbin² revenues in March 2022 were down 3% from March 2021 (when there was particularly strong trading due households in lockdown generating more domestic waste). They were up 21%, however, from February 2022.

The location at Ardara, Co Donegal, was operational again from the end of the month, bringing the number of operational sites to 38 at the end of the month.



Non-Recurring Revenue Activities

Non-recurring revenues³ grew by approximately 11% compared to March 2021 revenues (when there was particularly strong trading due households in lockdown generating more domestic waste). Non-recurring revenues were up 38%, however, on February 2022.

Domestic Junk, a high margin vertical within non-recurring revenues, was flat compared to March 2021 (with strong comparables) and up 17% compared to February 2022.

Domestic Skips also were 28% higher compared to March 2021 (although this is a lower margin vertical) and up 50% on February 2022.

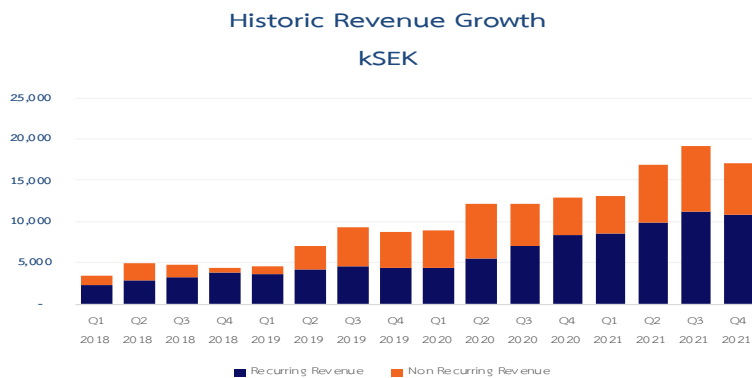
Gross Margin

The Company achieved a gross margin of 30% at a consolidated level in the month. This was 1 percentage point higher than the prior month as a result of the revenue mix.

Disposal of Waterford Bin Business

On March 4, the Company announced the successful disposal of its Waterford bin business for approximately SEK 25 million, with all consideration paid upfront at completion.

Historic Revenues



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 operates an online sustainable waste removal platform that connects domestic and commercial customers with licenced waste operators. Separately, Kollect runs a physical waste drop-off business, BIGbin, with smart compactor bins in prominent, convenient locations available 7 weeks a week.

For more information, visit www.kollect.ie.

Endnotes

1 Commercial skip hire, Commercial junk removal, any other commercial services and BIGbin activities

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

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