



Press Release

Jan 18, 2022

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

Today on January 18, 2021, Kollect on Demand Holding AB (publ) (“Kollect” or the “Company”) issues a trading update for December 2021.

Kollect increases total revenue by 24% year-on-year with all verticals reporting year-on-year growth

Key Figures

	DEC-21	DEC-20	VARIANCE	NOV-21	VARIANCE
TOTAL REVENUE	SEK 5.2M	SEK 4.1M	24%	SEK 5.5M	-6%
TOTAL GROSS MARGIN	39%	44%	-5%	36%	3%

Total Revenue increased by 24% compared to the prior year¹.



Recurring Revenue Activities

Recurring revenues² in December 2021 were 27% higher than recurring revenues for December 2020.

Revenues from Domestic Bins were up 16% from December 2020, but up 13% compared to November 2021 as a result of more collection days in the month and a higher level of domestic waste generation during the festive period.

Revenues from Commercial Bins were 20% higher than December 2020 and 13% higher than November 2021.

The Commercial Skip business continued to perform well with revenues up 68% compared to December 2020.

Commercial Junk was up by 58% compared to December 2020, though down 24% compared to November 2021.



BIGbin Revenues

BIGbin³ revenues in December 2021 were up 8% from December 2020 and were up 25% compared to November 2021.

Non-Recurring Revenue Activities

Non-recurring revenues⁴ grew by approximately 20% compared to December 2020.

Domestic Junk, a high margin vertical within non-recurring revenues, was up 6% compared to December 2020.

Domestic Skips also were 89% higher compared to December 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 39% at a consolidated level in the month. This was 3 percentage points higher than the prior month.

For further information, please contact:

John O'Connor, VD | +353 87-1218907 | john@kollect.ie

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 26% (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 Skip (container) Hire, Skip Bags and Junk Removal