



Press Release

Nov 15, 2021

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

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

Kollect increases total revenue by 47% year-on-year.

Key Figures

| | OCT-21 | OCT-20 | VARIANCE | SEP-21 | VARIANCE |
|--------------------|----------|----------|----------|----------|----------|
| TOTAL REVENUE | SEK 6.1M | SEK 4.1M | 64% | SEK 6.1M | 0% |
| TOTAL GROSS MARGIN | 37% | 39% | -2% | 35% | 2% |

Total Revenue increased by 47% compared to the prior year¹.

Recurring Revenue Activities

Recurring revenues² in October 2021 were 38% higher than recurring revenues for October 2020.

Revenues from Domestic Bins were up 2% from October 2020, but down 12% compared to September 2021 as a result of fewer collection days in the month.

Revenues from Commercial Bins were 20% higher than October 2020 and on a par with September 2021.

The Commercial Skip business continued to perform well with revenues up 80% compared to October 2020. Revenues were up 15% compared to September 2021 due to the continued strong performance of the Business Development team.

Commercial Junk was up by 159% compared to October 2020 and up 21% compared to September 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.

BIGbin³ revenues in October 2021 were up 56% from October 2020 and were down 10% compared to September 2021, as the holiday season came to an end and holiday homes vacated.



Non-Recurring Revenue Activities

Non-recurring revenues⁴ grew by approximately 61% compared to October 2020 revenues.

Domestic Junk, a high margin vertical within non-recurring revenues, was up 85% compared to October 2020.

Domestic Skips also were 52% higher compared to October 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 37% at a consolidated level in the month. This was 2 percentage points higher than the prior month. The gross margin was 2 percentage points lower than in October 2020 with the reduction being due to the revenue mix.

Since the end of October

BIGbin has received the first four of the ten new compactor bins that were ordered in Q2 2021. The new bins (two of which were received in October and two since the end of the month) have been placed into existing sites to replace older bins, which will now be re-conditioned and put back out on sites as recycling bins in coming months.

For further information, please contact:

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About Kollekt

Founded in Waterford, Ireland, Kollekt 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 Kollekt 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.kollekt.ie.

Endnotes

- 1 On an operational currency basis, revenues sales increased by 52% (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