



Press Release

Aug 17, 2021

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

Today on Aug 17, 2021, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for Jul 2021.

Kollect increases total revenue by 49% year-on-year and recurring revenue by 71%.

Key Figures

	JUL-21	JUL-20	VARIANCE	JUN-21	VARIANCE
TOTAL REVENUE	SEK 6.7M	SEK 4.5M	49%	SEK 6.0M	11%
TOTAL GROSS MARGIN	39%	37%	2%	39%	0%

Total Revenue increased by 49% compared to the prior year¹.

Recurring Revenue Activities

Recurring revenues² in July 2021 were 71% higher than recurring revenues for July 2020.

Revenues from Domestic Bins were up 20% from July 2020, but down 5% compared to June 2021 as a result of fewer collection days in the month.

Revenues from Commercial Bins were 36% higher than July 2020 and 18% higher than June 2021 as more businesses in Ireland reopened following limited lifting of Pandemic restrictions

The Commercial Skip business continued to perform well with revenues up 14% compared to June 2021 and 112% higher than July 2020 (though this was a new revenue line in 2020).

Commercial Junk was also up compared to June 2021 by 65% and up 214% compared to July 2020. This vertical is a smaller portion of overall revenues, however, than Commercial Skips, and was similarly a new business line in 2020.

BIGbin revenues in Jul 2021 were up 101% from July 2020 and 12% compared to June 2021.



Non-Recurring Revenue Activities

Non-recurring revenues³ grew by approximately 27% compared to July 2020 revenues and were up by approximately 14% compared to June 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 76% compared to July 2020.

Domestic Skips also were 16% higher compared to July 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 flat compared to the prior month and compared to the gross margin in July 2020 it is an increase of 2 percentage points.

Developments since month end

As announced on Aug 9, 2021, the exercise period of the T01 warrants is open until Aug 20, 2021 and the subscription price struck at SEK 8.28. There are 3,692,805 T01 warrants and if all are exercised, the Company should receive SEK 30.6 million before issuing costs.

In addition, a new BIGbin site was launched in Newport, Co Tipperary and a BIGbin placed in a motorhome park in Ardmore, Co Waterford for the camping season. These bring operating sites up to 33.

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 51% (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