



Press Release

May 12, 2021

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

Today on May 12, 2021, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for April 2021.

Kollect reports record monthly revenue of SEK 5.5M, a year on year increase of 44%, with recurring revenue increasing by 107%.

Key Figures

	APR 21	APR 20	VARIANCE	MAR 21	VARIANCE
TOTAL REVENUE	SEK 5.5M	SEK 3.8M	44%	SEK 5.4M	3%
TOTAL GROSS MARGIN	38%	36%	2%	37%	1%

Total Revenue increased by 44% compared to the prior year¹.

Recurring Revenue Activities

Recurring revenues² in April 2021 were 107% higher than recurring revenues for April 2020.

Revenues from Domestic Bins were up 33% from April 2020 and were on a par with March 2021, where the incremental growth was offset by a lower number of collection days.

Revenues from Commercial Bins were 47% higher than April 2020 and on a par with March 2021, also largely due to the incremental growth and lower number of collection days.

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

Commercial Junk decreased by 26% compared to March 2021. This vertical is a smaller portion of overall revenues, however, than Commercial Skips and was largely a result of the timing of jobs being completed. March 2021 was also a particularly strong month for Commercial Junk having increased by 131% compared to February 2021.

BIGbin revenues in April 2021 were up 69% from April 2020 and were 4% higher than February 2021 as a result of increased marketing activities.



Non-Recurring Revenue Activities

Non-recurring revenues³ grew by approximately 10% compared to April 2020 revenues and were up by approximately 6% compared to March 2021 revenues.

The Company continues to focus on growing recurring revenues ahead of non-recurring revenues by focusing most of 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 17% compared to March 2021 despite ongoing restrictions and 45% compared to April 2020.

Domestic Skips were 5% lower compared to March 2021, although this is a low margin vertical. The Company continues to benefit from previous brand-build efforts and Search Engine Optimization to drive new customers to the platform.

Gross Margin

The Company achieved a gross margin of 38% at a consolidated level in the month. This was an increase of 1 percentage point on the prior month and an increase of 2 percentage points compared to a gross margin of 36% in April 2020. The strong performance again of the domestic skip vertical, which is typically lower margin, impacts the overall gross margin. While this change in revenue mix puts downward pressure on the gross margin, there is however 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.

Developments since month end

BIGbin opened a new site in Portlaoise, Co Laois on May 3, 2021. As another site (Bunclody, Co Wexford) has closed for renovation and the compactor bins removed for refurbishment, the total number of operational sites hasn't changed.

The Irish Government has lifted Covid-19 restrictions on all construction projects effective from Tuesday, May 4, 2021 and on many non-essential businesses from Monday, May 10, 2021.

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 53% (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