



Press Release

Mar 16, 2022

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

Today on March 16, 2022, Kollect on Demand Holding AB (publ) ("Kollect" or the "Company") issues a trading update for February 2022.

Kollect increases total revenue by 51% year-on-year.

Key Figures

	FEB-22	FEB-21	VARIANCE	JAN-21	VARIANCE
TOTAL REVENUE	SEK 5.6M	SEK 3.7M	51%	SEK 5.7M	-1%
TOTAL GROSS MARGIN	36%	42%	-6%	37%	-1%
TOTAL REVENUE FROM CONTINUING OPERATIONS	SEK 4.2M	SEK 2.6M	60%	SEK 4.2M	-2%

Total Revenue increased by 51% compared to the prior year¹. Revenue from continuing operations (extracting Waterford bin business) increased by 60% compared to the prior year.

Recurring Revenue Activities

Recurring revenues² in February 2022 were 48% higher than recurring revenues for February 2021.

Revenues from Domestic Bins were up 30% from February 2021, however they were down 3% compared to January 2022.

Revenues from Commercial Bins were 35% higher than February 2021 and 3% higher than January 2022.

The Commercial Skip business continued to perform well with revenues up 114% compared to February 2021 and up 32% compared to January 2022.

Commercial Junk was up by 229% compared to February 2021, and up 4% compared to January 2022.

The Company also introduced Commercial Grab hire service for commercial customers, a new product offering which was not available in 2021.



BIGbin Revenues

BIGbin³ revenues in February 2022 were down 4% from February 2021.

Non-Recurring Revenue Activities

Non-recurring revenues⁴ grew by approximately 58% compared to February 2021 revenues.

Domestic Junk, a high margin vertical within non-recurring revenues, was up 27% compared to February 2021.

Domestic Skips also were 155% higher compared to February 2021, although this is a lower margin vertical.

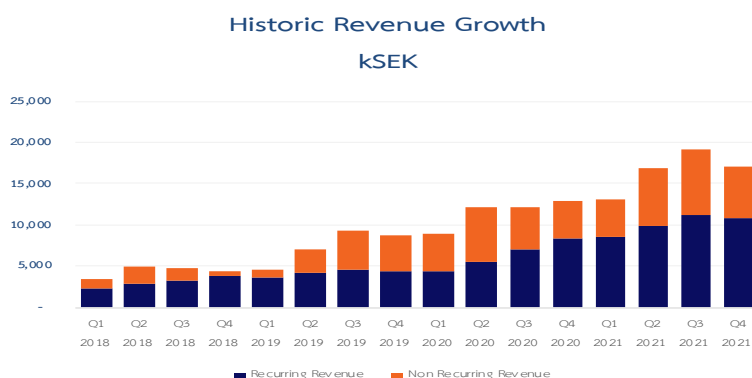
Gross Margin

The Company achieved a gross margin of 36% at a consolidated level in the month. This was 1 percentage point lower 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).

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 47%. 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