

we
kollect
everything waste

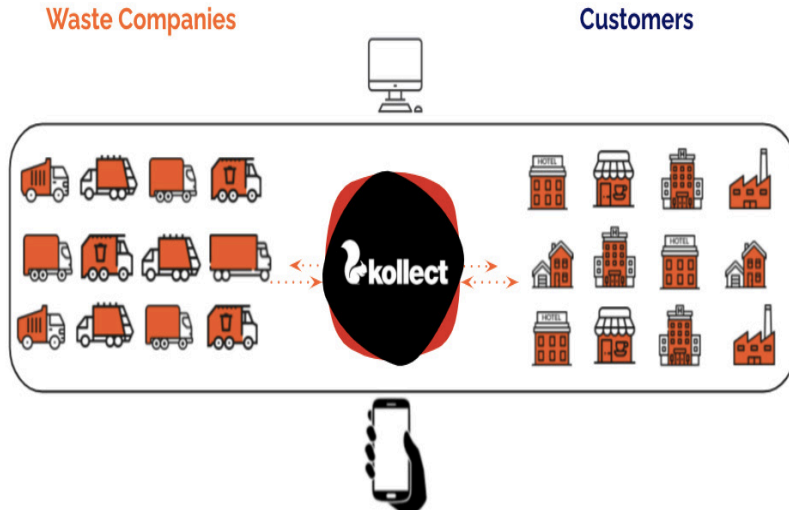
Kollect on Demand Holding AB

Q3 2021 RESULTS | INVESTOR PRESENTATION | 8 NOVEMBER 2021

- Introduction to Kollect
- Q3 2021 key figures
- Revenue analysis
- Losses
- Key events during the quarter
- 2024 Strategy
- Developments in the UK
- Events after the Quarter end and Covid-19 update

85% of revenue is generated through our waste removal **platform**, which connects domestic and commercial customers to waste fulfillment partners

15% of revenue is generated through our innovate waste drop off vertical, **BIGbin**



	Q3 2021	Q3 2020	Diff.
Revenue	19,217	12,167	+58%
Cash	16,173	10,147	+60%
Gross Profit	6,927	4,350	+59%
Total Gross Margin	36%	36%	
EBITDA	(2,906)	(3,641)	+20%
EBITDA losses as % revenue	15%	30%	

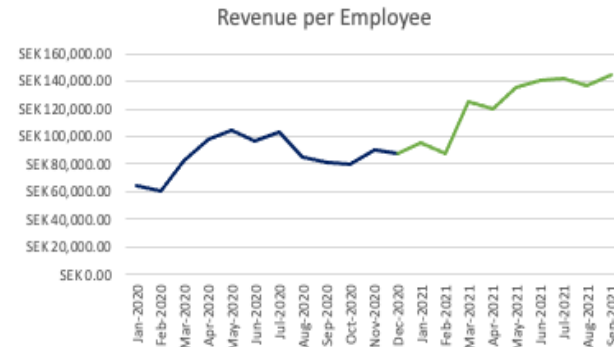
- Year on Year revenue growth of +58%, continuing historic trend
- Growth across the business, in both recurring (+65%) and non-recurring revenue (+48%)



- Focus on recurring revenue continuing to pay off (60% of total revenue)
- Commercial skips (+111%) and commercial junk (+198%) showing tenacious growth, though from a smaller base. Due to - growth of Business Development team, roll out of commercial app.
- Bin collection showing strong growth (+19%) though, slower than other verticals. Due to - Focus on excellent customer service
- BIGbin (+89%) showing significant growth. Due to - acquisition completed in November 2020, new sites rolled out during 2021, maturation of 2020 sites.

- Solid growth in non-recurring revenue (40% of total revenue)
- Domestic junk (+94%) and domestic skips (+39%) though reduced volume in smaller vertical of Skip bags (-20%).
- Due to - focus on improved digital targeting, automated sales processes, focus on higher margin verticals, and 5 star customer service.

- EBITDA losses as % revenue down to 15%, from 30% in Q3 2020
- Included in costs are professional fees and technology costs, which are not capitalized
- Continued investment in digital marketing, e commerce and technology teams
- Revenue per employee shows growth is efficient



- Successful TO1 Warrant programme with 99% subscription rate, raising over SEK 30 million
- Pay down of short term debt of more than SEK 10 million to 2 lenders, including a bullet repayment on an early loan
- Announcement of 2024 strategy

Growth

Organic growth through geographic expansion and new products, supported by an M&A strategy

Online

Driving business online and self-service for all customers and suppliers

Efficiency

Constantly improving cost effectiveness across the business

Technology

Making sure technology is at the source of each process and customer relationship

- Continued presence in the UK, building on work already done
- Remain excited about the opportunity in front of us
- Strategy will continue to focus on organic, B2B growth, whilst remaining open to acquisition opportunities to grow market share

- Successful roll out of four new BIGbins
- Trading in October continued to be strong, showing year-on-year increases

IRISH COVID-19 UPDATE

- Since the start of Q3 2021, the Irish and UK Governments have been easing the Covid-19 restrictions gradually, with practically all restrictions lifted at this point.

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