



Q1 2020 Results

Investor Presentation

27th May 2020



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- **Quarter 1 - Key Figures**
- **COVID 19 & Revenue**
- **Revenue Analysis**
- **Since End of Quarter 1**
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	Q1 2020	Q1 2019	Change
Revenue from Continuing Operations	SEK 8.9M	SEK 4.5M	98%
Total Revenue	SEK 8.9M	SEK 6.4M	40%
Cash	SEK 2.26M	SEK 0.96M	134%
Loss before Tax	SEK 2.75M	SEK 0.12M	228%
Gross Profit from Continuing Operations	SEK 3.42M	SEK 2.09M	64%
Total Gross Margin	38%	41%	

Q1 2020	Q1 2019
EUR 834K	EUR 432K
EUR 834K	EUR 612K
EUR 206K	EUR 92K
EUR 258K	EUR 11K
EUR 320K	EUR 200K
38%	41%

In January 2020, the Company also repaid SEK 3M (EUR 280K) of Bridge Finance raised pre-IPO.



- ✓ As waste collection is deemed an “essential business”, Kollect was able to maintain its operations
- ✓ The Company immediately implemented a plan to reduce cash burn to a minimum and focus on becoming profitable
- ✓ Kollect let people go temporarily, implemented work-from-home-arrangements for employees/ management, suspended UK operations, implemented a temporary pay reduction for executives, and cut all expenditure on growth where possible
- ✓ Also, the Company availed of the Irish Government “Wage Subsidy Scheme” to maintain employment



- ✓ Kollect repaid a month of a rolling finance facility in Mar 2020 totalling SEK 1.720m (EUR 160K) resulting in a lower than expected cash balance at 31 Mar of SEK 2.256m (EUR 206K) due to the timing of the pay down
- ✓ The Company added a new BIGbin site in Enniscorthy, County Wexford in Jan 2020, bringing the number of operational sites in Q1 2020 to 14
- ✓ Kollect received a grant of SEK 0.16m (EUR 15K) from Enterprise Ireland specifically to develop its UK growth strategy
- ✓ In Feb, the Company became one of the first businesses in Ireland to sign up to the "Irish Tech goes Carbon Neutral" and under this program, all collections made by Kollect are now carbon neutral

Breakdown between recurring and non-recurring revenues

Recurring revenues come from Domestic and Commercial Bins and BIGbin in Ireland

Non-recurring revenues come from Skip (Container) hire and Junk removal in Ireland and the UK

SEK '000s	Q1 2020	Q1 2019	Change
Recurring	4,180	3,709	13%
Non-recurring	4,718	795	593%
Discontinued	0	1,872	N/A

EURO	Q1 2020	Q1 2019
Recurring	392K	356K
Non-recurring	442K	76K
Discontinued	0	179K



- ✓ Revenues from Domestic Bins collections saw a moderate increase in the quarter (with customers being confined to home for 2 weeks in Mar) due to:
 - an innovative Pay-As-You-Go product
 - new customer acquisition through digital marketing and brand awareness
- ✓ Growth in revenues from Commercial Bin collections (despite a decline in Commercial Bin collections as pubs, bars and restaurants started to close in the second half of Mar) was driven by:
 - a competitively priced offering and
 - strong relationship management with customers



- ✓ Growth in non-recurring revenue from Skips (container) and Junk was up fivefold compared to the same period in 2019
- ✓ The increase in revenue was due to:
 - a greater geographical coverage than last year with nationwide coverage
 - more competitive offering due to an improved understanding of customer needs and deepening relationships with suppliers
- ✓ This all builds on the good work of our digital marketing and sales teams, in which we had invested ahead of the IPO in 2019.
- ✓ The hiring of new business development managers was a key contributor to the growth of both the Junk and Skip verticals in Q1 2020

Expenses

Q1 2020	Q1 2019	Change
SEK 6.3m	SEK 2.7m	SEK 3.6m

Q1 2020	Q1 2019	Change
EUR 590K	EUR 260K	EUR 330K



The increase in expenses was due to:

- increase in staff costs as the Company prepared for significant growth following the IPO, including a CFO, Sales Director and additions to the Sales and the Digital Marketing teams
- continued investment in digital marketing and advertising
- continued investment in the development of technology platform, expenses of which are recorded on the income statement



- ✓ With the Company's culture of prudence, Kollect continues to minimise all expenditure on growth activities and conserve cash where possible
- ✓ The Company drew down SEK 2.520m (EUR 233K) in Apr 2020 from the financing facility for working capital purposes



- ✓ Recurring revenues from Domestic and Commercial Bins and BIGbin activities in Apr 2020 were up by approx. 20% compared to Apr 2019
- ✓ These revenues were on a par with recurring revenues in Mar 2020 (following the introduction of lockdown)
- ✓ Gross margin on:
 - Domestic and Commercial Bin collection activities in Apr 2020 increased over Apr 2019 and prior month of Mar 2020



- ✓ Non-recurring revenues from Skip (container) hire and Junk removal increased by approx. 186% over Apr 2019 revenues and by approx. 25% over Mar 2020 revenues
- ✓ This was due to a strong performance in domestic one of waste collections
- ✓ Kollect has extended its Skip hire offering by including skip bags, which has met with demand at a more accessible price point
- ✓ The Company has now refocused sales on construction sites and certain commercial businesses with the gradual reopening of the Irish and United Kingdom economies over the next couple of months



Q1 Conclusion

Questions and Answers

Thank you for joining the call