



Third quarter
2021

FACILITY SOLUTIONS INCREASED REVENUE BY 104%. TOTAL ORDER INTAKE INCREASED BY 29%.

July – September 2021 in summary

- Net revenues SEK 109.7m (104.9), currency-adjusted net revenues totaled SEK 113.1m (113.5)
- Installed units 10,980 (9,406)
- Recurring revenue SEK 67.9m (64.9)
- Order intake SEK 89.9m (69.8)
- EBITDA¹ SEK 32.2m (24.9)
- EBITDA margin 29.3% (23.7%)
- Operating profit² (EBIT) SEK 24.8m (17.8)
- Operating margin 22.6% (17.0%)
- Net profit for the period SEK 16.2m (9.0)
- Earnings per share SEK 1.10 (0.61)
- Operating cash flow SEK 21.6m (22.4)

Summary January – September 2021

- Net revenues SEK 332.5m (386.5), currency-adjusted net revenues amounted to SEK 358m (384.8)
- Installed units 10,980 (9,406)
- Recurring revenue SEK 196.8m (194.1)
- Order intake¹ SEK 283.4m (287.6)
- EBITDA¹ SEK 87.0m (95.5)
- EBITDA margin 26.2% (24.7%)
- Operating profit² (EBIT) SEK 65.5m (74.5)
- Operating margin 19.7% (19.3%)
- Profit for the period SEK 51.9m (44.3)
- Earnings per share SEK 3.50 (2.98)
- Operating cash flow SEK 82.1m (52.5)

Significant events in the third quarter

- QleanAir wins another large deal within the office segment in Germany
- QleanAir and BioLamina sign groundbreaking cleanroom contract
- QleanAir signs cleanroom contract with life science innovators CELLINK

Significant events after the end of the period

- QleanAir delivered cleaned indoor air equivalent to 11.22 Avicii Arenas per hour by the end of the third quarter

	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Sales, TSEK	109 741	104 851	332 521	386 534	492 970
Installed units, at the end of the period	10 980	9 406	10 980	9 406	9 551
Recurring revenue, TSEK	67 901	64 872	196 765	194 060	258 688
Recurring revenue from units in own balance sheet, %	62%	62%	59%	50%	52%
Order intake ¹ , TSEK	89 921	69 752	283 391	287 579	368 000
EBITDA, TSEK	32 194	24 858	87 002	95 531	123 749
EBITDA-margin, %	29,3%	23,7%	26,2%	24,7%	25,1%
EBIT, TSEK	24 775	17 837	65 511	74 495	95 038
EBIT-margin, %	22,6%	17,0%	19,7%	19,3%	19,3%
Result for the period, TSEK	16 214	9 033	51 940	44 262	67 005
Earnings per share ² , SEK	1,10	0,61	3,50	2,98	4,51
Earnings per share after full dilution, SEK	1,06	0,60	3,43	2,93	4,44
Cash flow from operations, TSEK	21 550	22 408	82 077	52 479	72 133
Net working capital, TSEK	-53 928	-57 835	-53 928	-57 835	-46 599
Equity/Asset ratio, %	31%	23%	31%	23%	27%

¹ Definition of key figures appears from page 21. ² Explanation for EBITDA and operating profit can be found on page 9.

CEO COMMENT

"Freestanding air cleaning solutions in the Facility Solutions product category continue to grow. Revenue increased by 104 per cent in the quarter compared to the previous year and the product category accounted for 19 percent (10) of our total sales. Both total order intake and sales in the quarter increased compared to Q3 last year. Order intake increased by 29 percent and sales increased by 5 percent. We increased our installed base by 17 percent and the volume of cleaned air delivered increased by 30 percent compared to the previous year. The installed base drives our recurring revenues, which amounted to 62 percent (62) of total sales in the quarter. I am very pleased that Facility Solutions continues to grow, and that we deliver very strong profitability with an EBIT margin of 22.6 percent in the quarter," CEO Christina Lindstedt remarks.



Continued strong growth in the Facility Solutions product category - up 104 percent

During Q3 2021, revenue from air cleaning solutions in the Facility Solutions category increased by 104 percent and totaled SEK 20.7m, corresponding to 19 percent of total revenue. The growth of Facility Solutions takes place both within our traditional customer segments; industry, warehousing/logistics and Food, as well as in new customer segments such as schools, offices and healthcare. In Europe, Facility Solutions developed very well in Germany where we continue to deliver significant orders to the office segment. Important to our growth in Facility Solutions are the new product launches from 2020 and we expect our continued investments in innovation and product launches to generate further growth within Facility Solutions in the future.

The overall revenue increase of 5 percent was due to strong sales in Japan and Germany. In Germany, as described above, growth was largely driven by the Facility Solutions product category. In Japan, the growth mainly came from renewed contracts within Cabin Solutions. In the US, we are in negotiation with an existing customer to convert a MUSD 1 contract for the development of a large cleanroom to prioritize other cleanrooms for that customer. The delay in the project had a negative impact on Room Solutions revenue in the third quarter.

Higher activity levels particularly in Europe – order intake increased by 29 percent

A higher activity level led to an increase in order intake in the quarter, totaling SEK 89.9m. Order intake increased significantly in Europe, mainly due to two previously announced major cleanroom orders in the Room Solutions category in Sweden. The value of these two transactions amounts to SEK 20m in total. In addition, we experienced continued strong order intake in Germany, including increased establishment through additional sales to the Facility Solutions office segment. Japan was negatively affected by the Olympic Games, with higher rates of corona and a continued state of emergency in Tokyo. This resulted in fewer opportunities to meet our customers. However, during September there was a recovery and at present there is a significantly improved situation regarding the number of new corona cases in Japan.

Growth of 17 percent in the installed base increased the volume of cleaned air

The coronavirus pandemic has raised awareness of the importance of clean indoor air, which we see as having a positive impact on demand for our solutions, both in the short and longer term. During the corona pandemic we have delivered air cleaning solutions to new customer segments such as schools, hospitals, offices, and public environments. We provide a healthy working environment in the areas where it is needed most. Our view is that the increased demand for healthy working environments will continue after the corona pandemic ends.

Our installed base increased by 17 percent to 10,980 units at the end of the quarter. The amount of clean air we supply increased by 30 percent. A growing installed base also means that our base for future revenues is growing. Recurring revenue represented 62 percent (62) of total revenue in the third quarter. In absolute terms, recurring revenues increased to SEK 67.9 (64.9)m. A high proportion of

recurring revenues gives us continued good visibility for 2021/2022. An increase in the number of installed units in our own balance sheet means an increase in recurring revenue. It also means an increased share of revenue in the form of ongoing monthly rent and a reduced share of revenue from the sale of contracts to finance companies with prepayment and direct sales to customers with payment on delivery.

High margins in a challenging quarter

We continue to deliver very good margins in our underlying business where more than 75 percent of contracts are extended or renewed, while continuing to invest in sales resources, innovation and brand building. Our EBITDA margin for the quarter was 29.3 percent (23.7) and our EBIT margin was 22.6 percent (17.0).

Outlook

During Q3, corona related restrictions were eased in most of our markets, which makes it easier for us to perform our sales process. However, we are not through the pandemic yet and there is still uncertainty about how the number of infected people will develop in our markets and how this will impact future restrictions.

The uncertain situation in the world, as well as the turbulent world markets with high raw material prices, high transportation costs and component shortages, affect us and make our sales process more challenging. Also, challenges in our supply chain and with our production partners required a lot of focus and hard work from our teams and our partners during Q3. We expect this turbulence to continue for parts of 2022.

We have a high activity level in the company and expect the increased awareness of the importance of indoor air quality to continue to contribute to an increased demand for air cleaning solutions. Our growth strategy remains firm, with a focus on developing and growing our new product categories Facility Solutions and Room Solutions, as well as maintaining our strong position in Cabin Solutions. We continue to see good growth opportunities in all our markets, with our cleanroom solutions in the US, Facility Solutions and Room Solutions in Europe and Cabin Solutions and Facility Solutions in Japan. We see an opportunity both to increase the level of penetration within existing customer segments and to further develop newer customer segments and markets. We will continue to expand our business geographically and we will continue to invest in innovation in our brand and in our organization. I would like to take this opportunity to thank the team at QleanAir for a fantastic job in a challenging quarter and our customers and partners for a good collaboration.

Christina Lindstedt, CEO, QleanAir
Solna November 11, 2021



FINANCIAL DEVELOPMENT

QleanAir's geographic home markets are EMEA (Germany, Austria, Switzerland, Holland, Belgium, France, Poland and the Nordic countries), APAC (Japan) and Americas (USA). QleanAir has three product categories; the original product category Cabin Solutions, which protects people from exposure to harmful tobacco smoke, standalone air cleaners for industrial, office and healthcare environments in Facility Solutions, as well as cleanrooms used in healthcare environments through Room Solutions. The Group's revenues are made up of rental contracts, sales of goods to financing companies and end customers, service revenues and other goods.

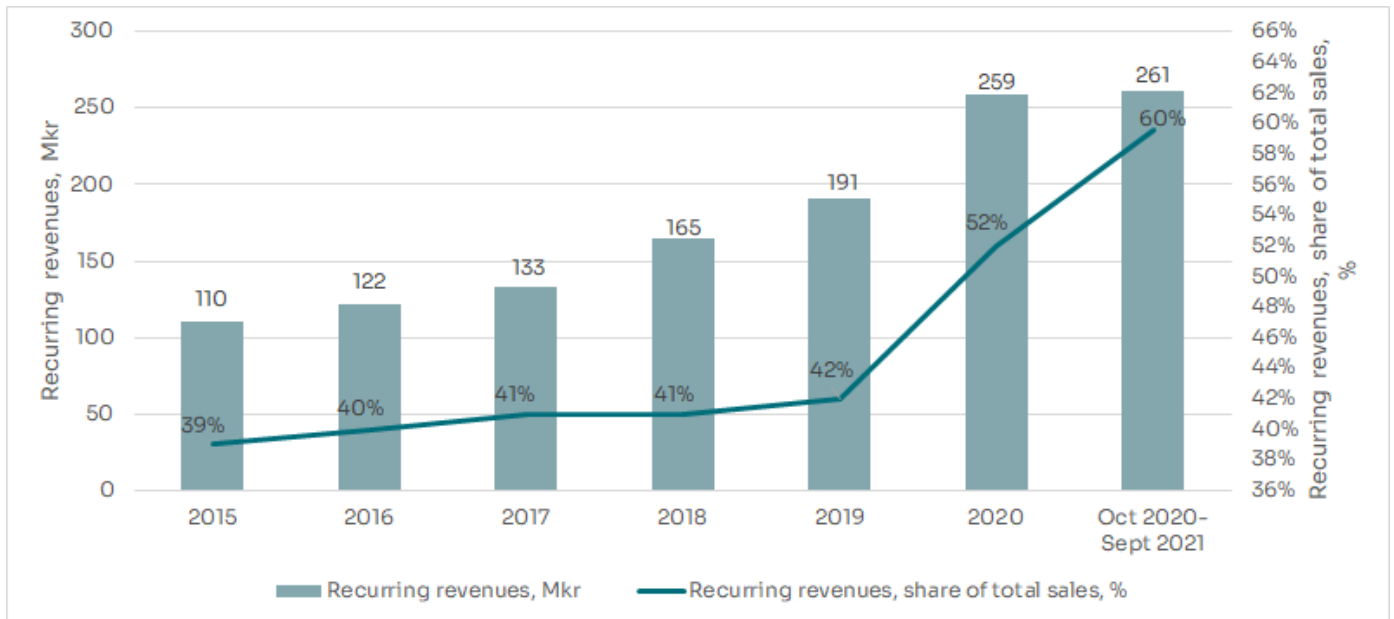
RECURRING REVENUE AND TYPES OF REVENUE

The recurring revenue comes from the rental of units in own balance sheet, service and other goods and amounted to 62% (62) of total sales in the third quarter of 2021. Recurring revenues increased by 5% in the third quarter to SEK 67.9m (64.9). During January–September 2021, recurring revenues amounted to SEK 196.8m (194.1), corresponding to 59% (50) of total sales. For recurring revenues and the revenue stream from sales of leases to finance companies it generally applies that a high proportion, more than 75%, of leases are renewed or extended. When selling directly to customers, QleanAir always signs separate service agreements that run for three years.



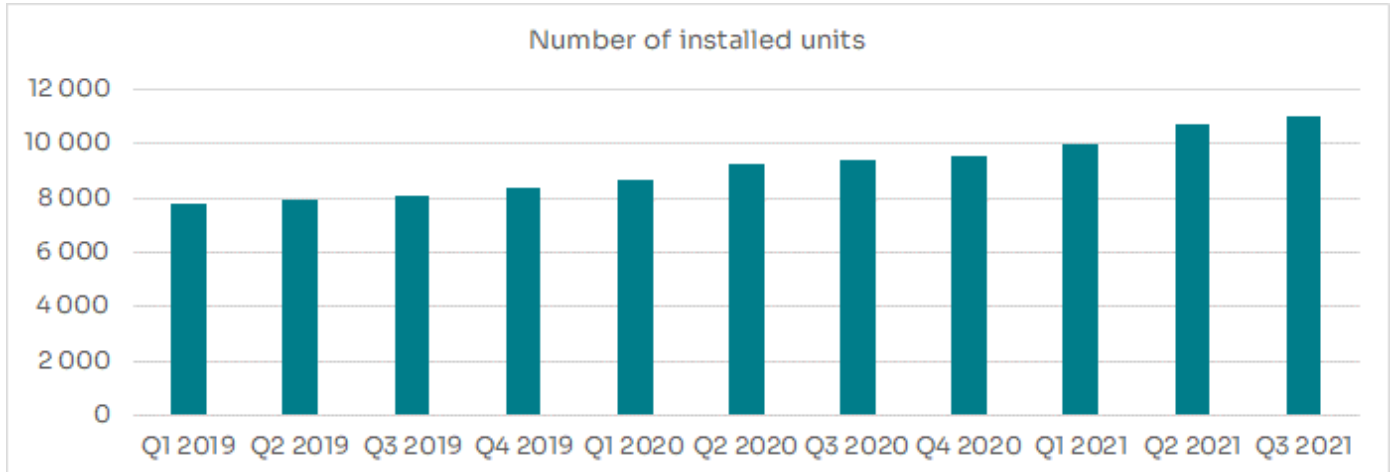
TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Rental of goods incl service and other goods (recurring revenues)	67 901	64 872	196 765	194 060	258 688
Sales of goods to finance companies	29 905	25 621	95 961	106 544	130 476
Sales of goods to end customer	11 934	14 357	39 795	85 931	103 807
Total	109 741	104 851	332 521	386 534	492 970

Recurring revenue per year



INSTALLED UNITS

The number of installed units increased by 17 percent over the past 12 months, with Cabin Solutions strengthened in Japan and Facility Solutions showing strong growth. At the end of the period, the total number of units installed was 10,980 (9,406), of which 4,473 (3,671) were units on own balance sheet.



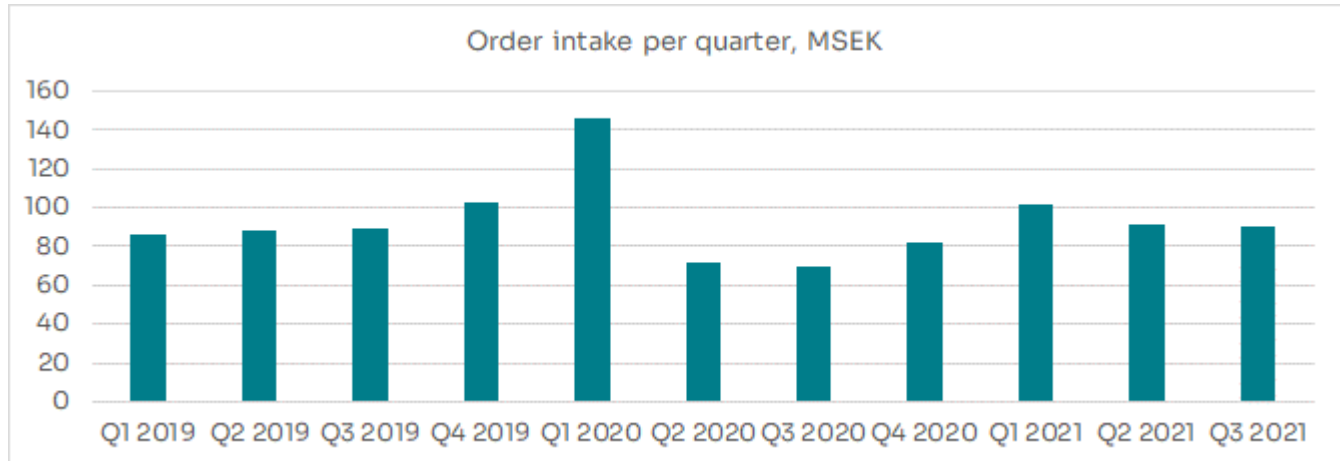
	September 2021	September 2020
Accounted value installed units, TSEK	48 830	44 398
Installed units in balance sheet, number	4 473	3 671
Installed units sold to finance companies, number	2 448	2 445
Sold units with service agreement, number*	4 059	3 290
Total installed units, number	10 980	9 406

Approximately 620 units (620) were sold through distributors, where the distributor provides service and QleanAir is only responsible for service materials.
QleanAir calculates the installed base in cleanrooms as one unit per SEK 100,000 in order value.

ORDER INTAKE

Order intake¹ for the third quarter of 2021 amounted to SEK 89.9m (69.8), an increase of 29%. Orders received January-September 2021 amounted to SEK 283.4m (287.6), a decrease of 2%. EMEA accounted for 69% (50) of orders received in the third quarter, APAC for 25% (42) and Americas for 6% (8).

Order intake per quarter



Order intake per geography, TSEK

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
EMEA	62 078	35 158	169 616	100 868	150 373
APAC	22 218	29 086	94 115	172 719	194 944
Americas	5 626	5 509	19 661	13 991	22 683
Total	89 921	69 752	283 391	287 579	368 000

- The definition of Order intake has been revised from 2021-01-01. All customer contracts are included in the order intake. Previously, short-term leases and extensions were not included in the order intake. These contracts are now also included in the order intake. Comparative figures for 2020 have been recalculated for comparability.

SALES

July-September 2021

Sales for the third quarter amounted to SEK 109.7m (104.9), an increase of 5% compared to the previous year. By geography, sales for the third quarter amounted to SEK 50.0m (48.0) for EMEA, SEK 51.9m (45.6) for APAC and SEK 7.8m (11.3) for the Americas. Sales by product category amounted to SEK 78.3m (81.6) for Cabin Solutions, SEK 20.7m (10.2) for Facility Solutions and SEK 10.7m (13.1) for Room Solutions.

Sales in Japan increased by 14% in the third quarter of 2021, where QleanAir continues to have a strong position in passive smoking protection. In EMEA, sales increased by 4% compared to the third quarter of 2020, where Facility Solutions made a strong and positive contribution. In the Americas, Room Solutions had a weak quarter with the pandemic negatively impacting new sales.

In the US, we are in renegotiation with a returning customer to convert a MUSD 1 contract for the redevelopment of a large cleanroom to prioritize other cleanrooms for the customer. The delay in the project had a negative impact on sales in the third quarter.

Sales of leases to financial companies increased, while recurring revenues in the quarter amounted to 62% (62) of total sales. An increase in the number of installed units on own balance sheet means an increase in recurring revenue. Sales for the third quarter were negatively impacted by currency effects of SEK 3.4m (-8.7) and currency-adjusted organic sales growth amounted to 7.9% (-4.6).

January-September 2021

Sales for January-September 2021 amounted to SEK 332.5m (386.5), a decrease of 14%. Sales by geography for January-September 2021 amounted to SEK 158.7m (159.9) for EMEA, SEK 148.0m (194.4) for APAC and SEK 25.8m (32.2) for the Americas. Sales of Cabin Solution in Japan have declined during January-September 2021 compared to the same period in 2020, where the new Health Promotion Act gave us an exceptionally strong 2020. Sales for January-September 2021 by product category amounted to SEK 234.5m (312.6) for Cabin Solutions, SEK 63.6m (32.8) for Facility Solutions and SEK 34.4m (41.1) for Room Solutions. Positive for the period is the sharp increase in sales for Facility Solutions, especially in Germany, as well as growth in Europe overall. In 2021, January-September sales were impacted negatively by currency effects of SEK 25.5m (+1.7) and currency-adjusted organic sales growth amounted to -7.4% (+15.6).

Turnover per geography, TSEK

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
EMEA	50 028	47 951	158 721	159 941	210 180
APAC	51 944	45 557	148 048	194 392	240 574
Americas	7 769	11 344	25 752	32 201	42 216
Total	109 741	104 851	332 521	386 534	492 970

Turnover per product category, TSEK

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Cabin Solutions	78 349	81 587	234 464	312 641	393 457
Facility Solutions	20 729	10 181	63 628	32 760	45 908
Room Solutions	10 663	13 082	34 429	41 133	53 605
Total	109 741	104 851	332 521	386 534	492 970

SEASONAL VARIATIONS

Historical revenues and costs have not significantly been affected by seasonal variations for QleanAir. This is due to the company's revenue model, which largely consists of recurring revenues from rental contracts. Historically, QleanAir has not experienced significant fluctuations in sales and operating profit between quarters.

OPERATING PROFIT

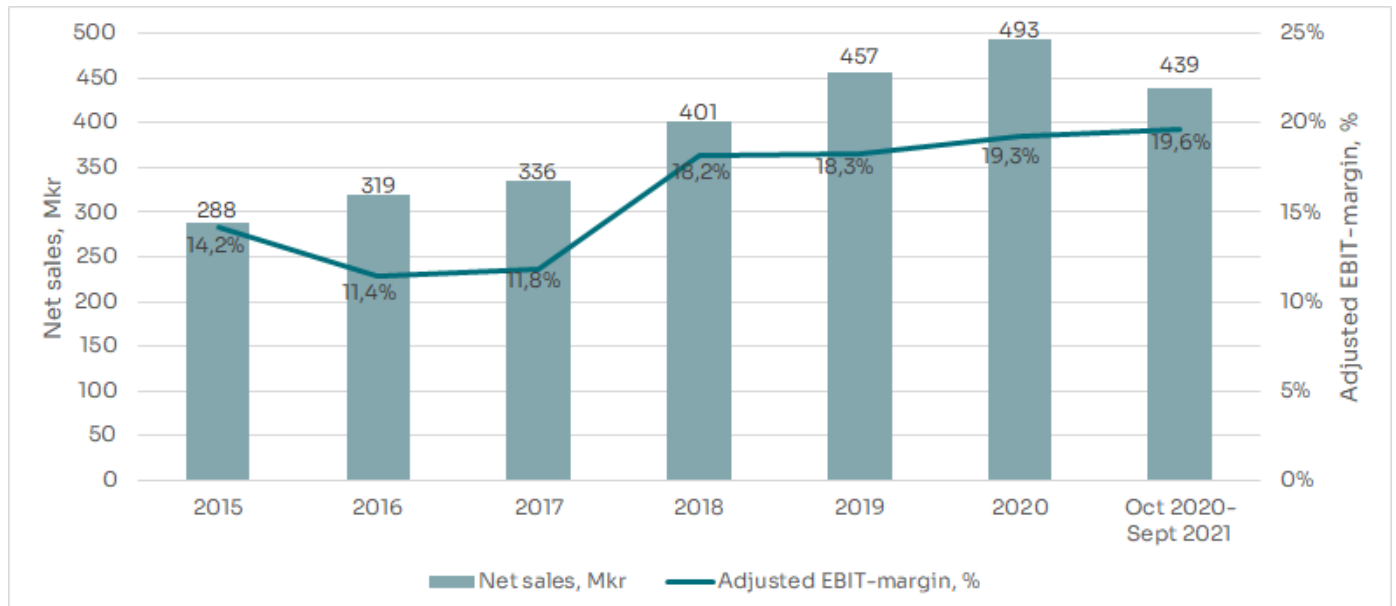
In the third quarter of 2021, operating profit amounted to SEK 24.8m (17.8) and the operating margin was 22.6% (17.0). The improvement is attributable to higher sales in the third quarter of 2021, a high proportion of renewed contracts in Japan within Cabin Solutions and other revenue of approximately SEK 2.9m attributable to QleanAir's US subsidiaries. In 2021, QleanAir Scandinavia Inc received a corona related loan related to staff. As QleanAir Scandinavia Inc has not reduced its workforce during

the corona pandemic, the loan has been written off and booked in the third quarter as other revenue of SEK 2.9m. This other revenue positively affects gross profit, EBITDA, EBIT and profit for the period.

During January–September 2021, operating profit amounted to SEK 65.5m (74.5) and the operating margin was 19.7% (19.3). The reduction in absolute terms is attributable to lower net sales. It is offset partly by lower costs, savings, a very good underlying gross margin in the business and partly by the aforementioned other revenue in QleanAir Scandinavia Inc of SEK 2.9m.

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
EBIT	24 775	17 837	65 511	74 495	95 038
Depreciations fixed assets	7 420	7 021	21 492	21 036	28 711
EBITDA	32 194	24 858	87 002	95 531	123 749

Net sales in SEK million and adjusted EBIT margin



OTHER EXTERNAL COSTS

Other external costs are mainly attributable to marketing, sales commission to market partners/sales agents, rents, travel expenses and consulting costs. In the third quarter of 2021, other external costs amounted to SEK 24.2m (19.1). The increase is primarily attributed to terminating the cooperation with a market partner in Germany and costs associated with a market analysis.

During January–September 2021, these amounted to SEK 67.5m (73.4). The decrease is related to lower revenue compared to the previous period.

PERSONNEL COSTS AND EMPLOYEES

In the third quarter of 2021, staff costs amounted to SEK 26.0m (26.8). During January–September 2021, they amounted to SEK 86.1m (93.6). The average number of employees in the Group was 108 (106). The distribution between men and women in the Group was 72 (70) men and 36 (36) women. The number of employees at the end of the period was 108 (107).

NET FINANCIAL ITEMS

Net financial items for the third quarter 2021 amounted to SEK -3.3m (-2.3). During January–September 2021, net financial items amounted to SEK -6.0m (-7.6).

EARNINGS BEFORE TAX, NET PROFIT FOR THE PERIOD AND EARNINGS PER SHARE

Profit before tax for the third quarter amounted to SEK 21.5m (15.5). Reported tax for the period was SEK -5.3m (-6.5). A new global transfer pricing policy was implemented in the fourth quarter of 2020 with the aim of streamlining the Group's tax costs. This is the reason for an improved tax cost in the third quarter of 2021. Third quarter net profit was SEK 16.2m (9.0). Earnings per share were SEK 1.10 (0.61) and after full dilution, SEK 1.06 (0.60).

OPERATING CASH FLOW AND INVESTMENTS

Cash flow from operating activities, operating cash flow, for the third quarter amounted to SEK 21.6m (22.4). Cash flow from investment activities in the third quarter amounted to SEK -7.5m (-3,2). The investments mostly relate to units (Cabin Solutions, Facility Solutions and Room Solutions) that are leased to customers and where QleanAir thus owns the units.

Operating cash flow January–September 2021 amounted to SEK 82.1m (52.5). The increase is mainly due to a lower tax cost and a positive change in working capital.

CASH AND FINANCIAL POSITION

Cash excluding available overdraft facilities at the end of the period amounted to SEK 62.9m (74.4). Interest-bearing net debt, i.e., liabilities to credit institutions less cash and cash equivalents, amounted to SEK 166.6m (207.3). During January–September 2021, the Group has amortized interest-bearing loans and made a dividend payment to shareholders.

The Group's total assets amounted to SEK 606.8m (620.0). Fixed assets amounted to SEK 421.3m (422.7) and are mainly attributable to goodwill of SEK 343.7m (343.7). The book value of inventories and installed units amounted to SEK 48.8m (44.4). Reported values for financial assets and liabilities correspond in all material respect to fair value.

GOODWILL

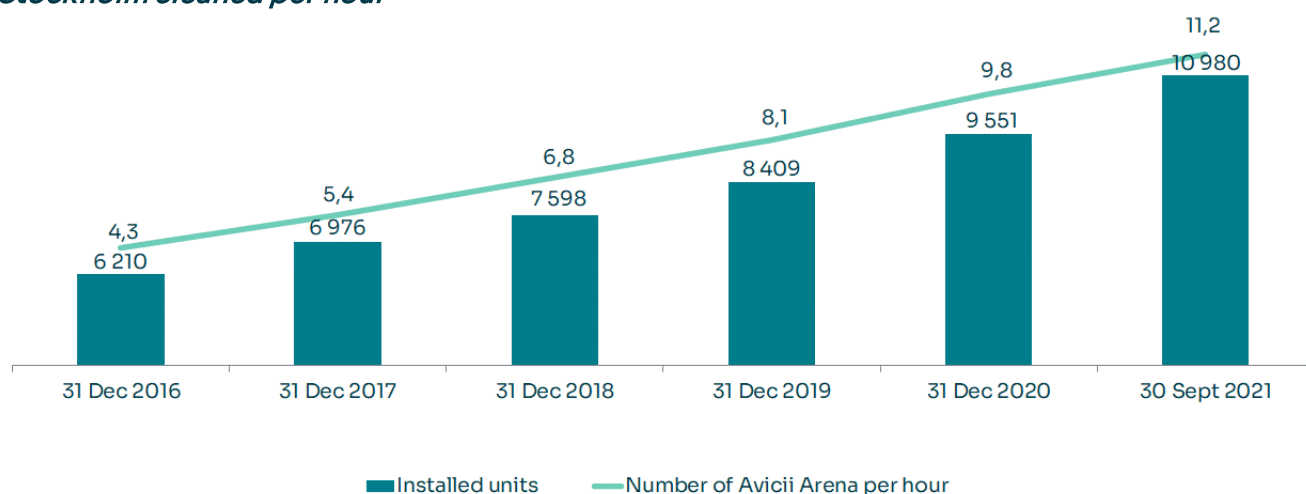
Goodwill is attributable in its entirety to QleanAir AB's acquisition of the operating subsidiary QleanAir Scandinavia AB and can be derived from the change of ownership that took place in 2012. Goodwill is assessed for impairment annually by comparing its value in use, based on the discounted value of future cash flows, with its carrying value. Considering the sales and earnings development in January – September 2021, QleanAir finds no indication of a decline in value of goodwill.



SUSTAINABILITY

QleanAir has a long tradition of seriously addressing crucial issues. Environmental issues, health and safety have been key priorities for QleanAir for decades. For more than 30 years, QleanAir has been developing solutions that protect people, products and processes from indoor air contamination. QleanAir's operating subsidiary, QleanAir Scandinavia AB, has been ISO-certified to quality standard ISO 9001 and environmental standard ISO 14001. QleanAir's circular business model is based on renting out modular units with a performance guarantee. The equipment can be recycled and reused. Large parts of the business are based on subcontractors who undertake to comply with QleanAir's Code of Conduct. The Code of Conduct is linked to the sustainability policy, the quality and environmental policy, the marketing policy and the work environment policy. Since 2015 the Group has quantified the amount of cleaned air per hour on an ongoing basis. The Sustainability Report for 2020 can be found at www.qleanair.com.

The total number of installed units and the amount of indoor air cleaned per month, measured in billions of cubic meters of purified indoor air, converted into the number of Avicii Arenas in Stockholm cleaned per hour



RISKS

QleanAir is exposed to market risks and especially currency risks, interest risk and other price risks as part of its ongoing operations and investment activities. One market risk is regulation concerning tobacco smoke. This market risk applies to EMEA and APAC. QleanAir is exposed to different financial risks on financial instruments, mainly market risk, credit risk and liquidity risk. Risk management is focused on the management of financial risks via a centralized finance department.

The Board's assessment continues to be that the COVID-19 pandemic has primarily affected new sales and thus financial developments. The management and the Board actively monitor the development and take regular measures to limit the negative effects on the business.

For more information about company risks, see QleanAir annual report 2020, available on www.qleanair.com.

PARENT COMPANY

Sales for the Parent Company for the third quarter of 2021 amounted to SEK 2.6m (2.6). Third quarter profit was SEK -6.7m (-5.5). QleanAir AB delivers management services to QleanAir Scandinavia AB. QleanAir AB, with company registration number 556879-4548, is a Swedish limited liability company with its registered office in Solna, Sweden.

DISPUTES

The Group had no pending disputes.

TRANSACTIONS WITH RELATED PARTIES

No essential transactions with related parties during January–September 2021.

SHARE CAPITAL, THE SHARES AND OWNERS

The total number of shares as of September 30, 2021 amounted to 14,859,200 and the share capital amounted to SEK 7.4m. After full dilution, the number of shares amounts to 15,170,692 shares. The dilution consists of a maximum of 311,492 warrants issued to employees in senior positions. The maximum dilution effect of the issued warrants in relation to the number of shares amounts to 2.1%.

The decision to issue 222,888 warrants was taken on June 26, 2020 and 222,888 warrants were subscribed for. Subscription of new shares under the warrants shall be possible during the period from July 1, 2023 to January 31, 2024. The subscription price is 41.83 SEK/share.

The decision to issue 166,784 warrants was made on May 12, 2021 and 88,604 warrants were subscribed for. Subscription of new shares supported by the warrants may take place during the period from 1 June 2024 to 31 December 2024. The subscription price is 81.99 SEK/share.

In January – September 2021, the average number of shares was 14,859,200 shares before dilution and 15,121,468 after full dilution. All shares are ordinary shares with equal voting rights. The shares have a quota value of SEK 0.5 per share. QleanAir AB is a listed company on Nasdaq First North Premier Growth Market. FNCA is a certified advisor, telephone +46 8 528 00 399.

2021-09-30

Shareholder % , capital and votes

Qevirp 41 Ltd	23,6%
BankInvest	13,1%
Brown Brothers Harriman	5,4%
Enter Småbolagsfond	4,9%
Taaleri Nordic Value Equity Fund	4,9%
Livförsäkringsbolaget Skandia	4,6%
BNY Mellon	2,8%
LGT Bank Ltd	2,7%
Avanza Pension	2,6%
Sensor Sverige Select	2,0%
Ten largest shareholders	66,8%
Others	33,2%
Total	100,0%

CALENDAR

- February 11, 2022: Fourth quarter and full year 2021

OTHER INFORMATION

This interim report provides a true and fair view of the Group's business, financial position and performance. In the event of any discrepancies between the English and Swedish versions of the report, the Swedish version shall apply.

This information is information that QleanAir AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication through the agency of the contact person below on November 11, 2021 at 08:00 a.m. CET.

GENERAL REVIEW

The company auditors have conducted a general review of this report.

PRESENTATION

QleanAir invites a conference call/audiocast on November 11, 2021 at 10.00. The company's CEO, Christina Lindstedt, and CFO, Henrik Resmark, will present the company's quarterly report in English.

Link to watch the presentation online: <https://tv.streamfabriken.com/qleanair-holding-q3-2021>

Telephone numbers for dial-in:

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UK: +44 33 33 00 90 35

US: +1 63 19 13 14 22 US-PIN: 78552982#.

For more information, please contact:

Christina Lindstedt, CEO, on +46 70 677 28 77 or Henrik Resmark, CFO, on +46 70 260 09 17.

Board of Directors of QleanAir AB

Solna, November 11, 2021

Bengt Engström, Chairman

Johan Westman

Mats Hjerpe

Towe Resson

Johan Ryrberg

Christina Lindstedt, CEO



THE GROUP'S INCOME STATEMENT IN SUMMARY

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Net sales	109 741	104 851	332 521	386 534	492 970
Other income	2 875	0	2 875	0	2 831
Sales	112 617	104 851	335 396	386 534	495 801
Cost of goods sold	-30 263	-34 182	-94 810	-124 000	-156 567
Gross profit	82 353	70 669	240 586	262 534	339 234
Other external costs	-24 204	-19 050	-67 472	-73 371	-95 872
Personnel costs	-25 955	-26 761	-86 112	-93 631	-119 614
Depreciation of tangible and intangible assets	-7 420	-7 021	-21 492	-21 036	-28 711
Operating income	24 775	17 837	65 511	74 495	95 038
Financial income	0	556	1 523	1 175	55
Financial expenses	-3 294	-2 878	-7 477	-8 753	-9 475
Income before tax	21 480	15 515	59 557	66 918	85 618
Deferred tax	192	-1 899	-369	-5 795	-6 798
Tax on result for the period	-5 458	-4 583	-7 248	-16 860	-11 815
Net result for the period	16 214	9 033	51 940	44 262	67 005
Profit/Loss attributable to:					
Shareholders parent company	16 214	9 033	51 940	44 262	67 005
Non-controlling interest	0	0	0	0	0
Net result for the period	16 214	9 033	51 940	44 262	67 005
Earnings per share basic, SEK	1,10	0,61	3,50	2,98	4,51
Earnings per share basic, after dilution, SEK	1,06	0,60	3,43	2,94	4,44
Net result for the period	16 214	9 033	51 940	44 262	67 005
Currency translation differences foreign subsidiaries	1 206	-1 120	-2 563	-1 416	-8 104
Total result for the period	17 421	7 913	49 377	42 846	58 901
Profit/loss attributable to:					
Shareholders parent company	17 421	7 913	49 377	42 846	58 901
Non-controlling interest	0	0	0	0	0
Total net result for the period	17 421	7 913	49 377	42 846	58 901

SUMMARY OF THE GROUP'S FINANCIAL POSITION

TSEK	2021-09-30	2020-09-30	2020-12-31
ASSETS			
Capitalized development cost	11 220	7 741	12 950
Goodwill	343 704	343 704	343 704
Intangible fixed assets	354 923	351 445	356 654
Leasing	13 298	16 045	15 662
Tangible fixed assets	48 830	49 609	41 566
Tangible fixed assets	62 128	65 654	57 228
Deferred tax	4 255	5 631	4 624
Fixed assets	421 306	422 730	418 506
Inventories	29 853	31 432	27 069
Account receivables	37 168	27 907	34 237
Tax receivables	1 084	10 996	8 092
Other receivables	6 510	10 007	9 999
Prepaid costs and accrued income	47 997	42 592	34 659
Cash and bank	62 876	74 378	52 600
Current assets	185 487	197 312	166 655
TOTAL ASSETS	606 792	620 042	585 161
SHAREHOLDERS' EQUITY AND LIABILITIES			
Share capital	7 430	7 430	7 430
Additional paid in capital	121 452	121 401	121 401
Translation differences	-5 398	3 853	-2 835
Balanced result	11 595	-36 093	-36 093
Result for the period	51 940	44 262	67 005
Shareholders' Equity	187 018	140 853	156 907
Long term interest bearing liabilities	210 760	236 931	230 388
Other liabilities	6 465	7 906	6 643
Long term liabilities	217 225	244 837	237 031
Short term interest bearing liabilities	18 671	18 671	20 863
Overdraft facility	0	26 049	0
Accounts payable	22 877	24 938	25 194
Other short term liabilities	19 391	14 358	11 599
Other liabilities	7 338	8 863	9 705
Accrued expenses and deferred income	134 270	141 473	123 862
Current liabilities	202 548	234 352	191 223
Liabilities	419 773	479 189	428 253
TOTAL EQUITY AND LIABILITIES	606 792	620 042	585 161

THE GROUP'S CHANGES IN SHAREHOLDERS' EQUITY IN SUMMARY

2021, TSEK	Other paid		Reserves and result	Total equity	
	Share capital	in capital			
Opening balance 2021-01-01	7 430	121 401	-2 835	30 912	156 908
Purchase/re-purchase of warrants, net		51			51
Dividend				-19 317	-19 317
Net result for the period				51 940	51 940
Other result			-2 563		-2 563
Closing balance 2021-09-30	7 430	121 452	-5 398	63 535	187 018

2020, TSEK	Other paid		Reserves and result	Total equity	
	Share capital	in capital			
Opening balance 2020-01-01	7 430	121 140	5 269	-36 093	97 746
Net result for the period				44 262	44 262
Purchase of warrants		261			261
Other result			-1 416		-1 416
Closing balance 2020-09-30	7 430	121 401	3 853	8 169	140 853

THE GROUP'S CASH-FLOW STATEMENT IN SUMMARY

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Operating activities					
Operating income	24 775	17 837	65 511	74 495	95 038
Adjustment for non-cash items	6 048	5 281	16 720	13 902	18 188
Net finance effect	-1 958	-2 800	-6 412	-8 657	-11 633
Tax paid	-2 998	-10 970	-338	-29 679	-22 251
Total	25 867	9 349	75 481	50 062	79 342
Decrease (+)/Increase (-) inventories	-1 783	-6 295	-2 932	-5 868	-4 032
Decrease (+)/Increase (-) account receivables	-11 513	19 094	-2 262	8 255	-1 319
Decrease (+)/Increase (-) current assets	-3 946	8 560	-9 863	1 703	6 699
Decrease (-)/Increase (+) account payables	5 061	-5 692	-2 869	-16 324	-14 411
Decrease (-)/Increase (+) current liabilities	7 864	-2 607	24 523	14 650	5 855
Cash-flow from operations	21 550	22 408	82 077	52 479	72 133
Investing activities					
Investments in intangible assets	-638	-1 442	-1 408	-3 832	-4 875
Investments in tangible assets	-6 885	-1 714	-20 903	-17 423	-21 483
Cash flow from investing activities	-7 523	-3 156	-22 312	-21 255	-26 357
Financing activities					
New loans	0	0	0	7 372	0
Amortization of loan	-15 145	-9 698	-30 117	-21 015	-47 446
Paid dividend	0	0	-19 317	0	0
Payment of warrants	265	261	51	261	261
Cash flow from financing activities	-14 881	-9 437	-49 383	-13 383	-47 185
Cash flow for the period	-853	9 816	10 382	17 841	-1 409
Opening cash balance	63 149	65 543	52 600	56 994	56 994
Exchange rate differences on financial items	579	-980	-106	-456	-2 985
Closing cash balance	62 876	74 379	62 876	74 379	52 600

THE PARENT COMPANY'S INCOME STATEMENT IN SUMMARY

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Net sales	2 550	2 550	7 650	7 650	10 200
Other external costs	-3 590	-1 478	-6 539	-6 763	-9 737
Personnel costs	-1 415	-1 929	-5 953	-5 733	-7 993
Depreciation on intangible assets	-2 063	-2 063	-6 190	-6 190	-8 254
Operating profit	-4 518	-2 921	-11 033	-11 036	-15 784
Interest costs and similar profit/loss items	-2 141	-2 545	-6 596	-7 517	-9 866
Result after financial items	-6 659	-5 466	-17 630	-18 553	-25 650
Group contribution	0	0	0	0	45 000
Tax on result for the period	0	0	0	0	-5 919
Net result for the period	-6 659	-5 466	-17 630	-18 553	13 431

THE PARENT COMPANY'S BALANCE SHEET IN SUMMARY

TSEK	2021-09-30	2020-09-30	2020-12-31
<i>Intangible assets</i>			
Goodwill	44 019	52 272	50 209
<i>Financial assets</i>			
Shares in Group companies	429 000	429 000	429 000
Total fixed assets	473 019	481 272	479 209
Current tax receivables	523	501	654
Other receivables	25	4	43
Prepaid expenses and accrued income	4 433	5 385	5 138
Cash and bank	1 323	1 454	2 203
Total current assets	6 305	7 345	8 039
Total assets	479 324	488 617	487 248
Shareholders' equity	7 430	7 430	7 430
Premium reserve	81 544	87 379	87 379
Profit/loss for the period	-17 630	-18 553	13 431
Total equity	71 344	76 255	108 240
Long term interest bearing liabilities	215 079	261 250	234 375
Total long term liabilities	215 079	261 250	234 375
Short term interest bearing liabilities	18 671	0	20 000
Accounts payable	1 228	349	1 530
Liabilities to Group companies	161 626	145 521	111 340
Tax liabilities	5 537	0	6 293
Other current liabilities	34	483	
Accrued expenses and prepaid income	5 805	4 759	5 470
Total current liabilities	192 900	151 112	144 633
Total equity and liabilities	479 324	488 617	487 248

ACCOUNTING PRINCIPLES

QleanAir applies International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

The parent company's interim report has been prepared in accordance with the Swedish Annual Accounts Act and RFR2 Accounting for legal entities, issued by the Swedish Financial Reporting Board.

The accounting policies applied correspond to those of the previous financial year, as described in the Annual Report of 2020.

New or revised IFRS and interpretative statements from IFRIC with effect from January 1, 2021 have not had a material impact on the Group's financial statements.

Segment

QleanAir has a segment that reflects the Group's operations, financial governance and management structure.

Financial instruments and currency exposure

The majority of the Group's transactions are denominated in euros and Japanese yen. Exposure to changes in foreign exchange rates is related to group sales and purchases from other countries.

Basis of valuations applied in preparing financial statements

Assets and liabilities are recognized at historical cost with the exception of currency derivatives, which are measured at fair value.

Assessments and estimates in financial statements

Preparation of the financial statements in compliance with IFRS requires the company's management to make assessments, estimates and assumptions that affect the application of the accounting policies and the carrying amounts of assets, liabilities, income and expenses. Actual outcomes may deviate from such estimates and assessments. Assumptions are reviewed on a regular basis. Changes to estimates are recognized in the period when the change is made if the change affects only that period, or in the period when the change is made and future periods if the change affects both the current period and future periods.

Impairment testing of goodwill and shares in subsidiaries

To assess the need for impairment, management calculates the recoverable amount of each cash-generating unit, based on expected future cash flows, and uses an appropriate interest rate to discount the cash flows. Uncertainties lie in the assumptions about future operating results and the determination of an appropriate discount rate.

Adjustments, rounded

Some of the financial information provided in this report has been rounded, which may affect totals in tables.



NOTES

Distribution of net sales

QleanAir's geographic markets are EMEA, which includes Germany, Austria, Switzerland, Holland, Belgium, France, Poland and the Nordic countries, together with the Middle East, APAC with Japan and the Americas with sales in the United States. QleanAir's solutions can be divided into three product categories; Cabin Solutions, Facility Solutions and Room Solutions. Net sales by geography and product category, as well as revenue types, appear on pages 5 and 8.

Sales of goods, including the sale and installation of cleanrooms and the sale of goods to financial companies, are reported once. Rental of goods, including service, are reported over time. The full revenue refers to revenue from contracts with customers. As regards the sale of goods to financial companies, revenue recognition is done in accordance with the rules of IFRS 16 for manufacturer lessors, as the company formally retains control of the items after the sale. However, in practice, these rules imply that revenue recognition is done according to the same principle as when selling goods directly to the customer, in which case IFRS 15 applies.

Currency effect and organic growth

	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
Net sales, TSEK	109 741	104 851	332 521	386 534	492 970
Growth Net sales, %	4,7%	-11,9%	-14,0%	16,1%	7,9%
Currency exchange variances, TSEK	-3 396	-8 652	-25 501	1 693	-4 939
Currency exchange variances, %	-3,2%	-7,3%	-6,6%	0,5%	-1,1%
Organic growth Net sales, TSEK	8 286	-5 516	-28 512	51 810	41 031
Organic growth Net sales, %	7,9%	-4,6%	-7,4%	15,6%	9,0%

Alternative key ratios

The company complies with ESMA (European Securities and Markets Authority) guidelines on alternative key ratios. Alternative key ratios refer to financial measures that cannot be directly read or derived from financial statements. These financial measures are intended to help management and investors analyze the Group's performance. Investors should consider these alternative key ratios as a complement to financial reporting prepared in accordance with IFRS. As not all companies calculate financial ratios in the same way, these are not always comparable with ratios used by other companies.

Key ratios	Definition and purpose
Order intake	The definition of Order intake has been revised from 2021-01-01. All customer contracts are included in the order intake. Previously, short-term leases and extensions were not included in the order intake. These contracts are now also included in the order intake. Comparative figures for 2020 have been recalculated for comparability.
Sales	Sales including other income. The ratio shows the company's total sales.
Gross profit	Cost of sold goods deducted from sales.
Gross margin	Gross profit as percentage of turnover.
EBITDA	Earnings before depreciation and write-downs. The ratio is used to show the company's profitability before depreciations and write-downs.
Adjusted EBITDA	Earnings before depreciations and write-downs adjusted for non-operational non-recurring costs such as transaction costs. The ratio is used to show the earning potential of the business before depreciation and write-downs, excluding non-recurring items.
EBITDA margin	Operating profit before depreciation and write-downs as a percentage of turnover. This ratio is used to measure operating profitability before depreciation and write-downs.
Adjusted EBITDA margin	Adjusted EBITDA as a percentage of sales. The ratio is used to measure operating profitability, independent of depreciation and write-downs, excluding non-recurring items.
Operating result (EBIT)	Profit before financial items and tax. The measure shows the operational profitability of the company.
Adjusted EBIT	Operating profit before financial items and tax, adjusted for non-recurring non-operating items, such as transaction costs. The ratio is used to show the earning potential of the business before financial items and tax, excluding non-recurring items.

EBIT margin	Operating profit as a percentage of turnover. The measure is used to measure operating profitability after depreciation and write-downs.
Adjusted EBIT margin	Adjusted EBIT as a percentage of sales. The measure is used to show the profitability of the business before financial items and tax, excluding non-recurring items.
Operational cash flow	Adjusted EBITDA minus net investment in tangible and intangible fixed assets and adjustment for cash flow from changes in working capital. Operational cash-flow is stated to track the cash flow generated by operating activities.
Working capital	Current assets excluding cash and cash equivalents minus current liabilities (non-interest-bearing).
Average capital employed	Average equity and interest-bearing liabilities for the period. This ratio is used to analyze how much capital is employed in the business during the period.
Net interest-bearing debt	Interest-bearing short- and long-term liabilities minus cash and cash equivalents. Does not include IFRS 16 items. The ratio shows the financial position of the company.
Equity/asset ratio	Equity as a percentage of the company's total assets. The ratio is used to assess the financial stability of the company.
Net debt/equity ratio	Interest-bearing liabilities minus cash and cash equivalents divided by equity. Does not include IFRS 16 items. Net debt/equity ratio is stated because the Company believes that the ratio contributes to investors' understanding of the company's financial position.
Adjusted return on average capital employed	Adjusted EBIT rolling twelve months as a percentage of average capital employed. This ratio has been included to help investors understand the company's profitability relative to the capital employed in the business during the year. Adjusted EBIT is stated as the Company believes it excludes the impact of non-recurring items, which allows for a comparison of underlying operating profitability.
Recurring revenue	Recurring income is defined as income from the rental of goods including service and other goods.
Earnings per share	Earnings per share have been adjusted for the 2019 stock split for comparability.

Quarterly information

	July-Sept 2021	April-June 2021	Jan-March 2021	Oct-Dec 2020	July-Sept 2020	April-June 2020	Jan-March 2020	Oct-Dec 2019	Jul-Sept 2019	April-June 2019	Jan-March 2019	Oct-Dec 2018
Sales, TSEK	109 741	112 286	110 494	106 436	104 851	137 002	144 681	123 847	119 018	108 997	105 151	103 209
Installed units	10 980	10 746	9 964	9 551	9 406	9 217	8 638	8 409	8 087	7 928	7 774	7 598
Recurring revenues, TSEK	67 901	64 022	64 841	64 629	64 872	64 833	64 354	51 775	48 260	47 488	43 665	42 965
Order intake, TSEK	89 921	91 571	101 911	82 103	69 752	71 636	146 190	102 466	89 540	87 753	86 223	74 712
Gross profit, TSEK	82 353	80 417	77 816	76 700	70 669	93 582	98 283	73 882	73 979	73 775	74 398	64 820
Gross-margin, %	75,0%	71,6%	70,4%	72,1%	67,4%	68,3%	67,9%	59,7%	62,2%	67,7%	70,8%	62,8%
Adjusted EBITDA, TSEK	32 194	27 952	26 856	28 217	24 858	32 400	38 272	24 931	26 384	27 677	28 835	29 252
Adjusted EBITDA-margin, %	29,3%	24,9%	24,3%	26,5%	23,7%	23,6%	26,5%	20,1%	22,2%	25,4%	27,4%	28,3%
Adjusted EBIT, TSEK	24 775	20 809	19 927	20 542	17 837	25 308	31 351	19 278	21 034	19 786	23 621	15 626
Adjusted EBIT-margin, %	22,6%	18,5%	18,0%	19,3%	17,0%	18,5%	21,7%	15,6%	17,7%	18,2%	22,5%	15,1%
Operating cash-flow, TSEK	21 550	36 181	24 346	19 654	22 408	34 880	-4 810	10 233	13 997	20 247	18 002	32 306
Working capital, TSEK	-53 928	-57 515	-46 581	-46 599	-57 835	-59 032	-56 804	-72 321	-46 828	-46 952	-45 796	-47 626
Average Capital Employed, TSEK	413 767	414 678	413 214	415 331	421 941	423 625	395 989	394 811	421 063	416 087	413 132	410 749
Net debt, excl. IFRS16, TSEK	166 555	172 824	183 199	198 651	207 273	223 156	242 223	236 684	250 660	259 029	265 833	260 560
Equity/Asset ratio, %	30,8%	28,9%	29,6%	26,8%	22,7%	20,9%	18,5%	16,2%	14,1%	13,4%	12,2%	11,6%
Net debt/Equity ratio, %	0,9	1,0	1,0	1,3	1,5	1,7	2,0	2,4	2,7	3,0	3,5	4,1
Adjusted return on Capital employed (ROCE), %	20,8%	19,1%	20,2%	22,9%	22,2%	22,9%	23,1%	21,2%	19,0%	19,5%	20,5%	17,8%
Key figures per share												
Shareholders' equity per share, SEK	12,59	11,40	11,83	10,56	9,48	8,93	8,13	6,58	6,19	5,79	5,12	4,31
Operating cash-flow per share, SEK	1,45	2,43	1,64	1,32	1,51	2,35	-0,32	0,69	0,94	1,36	1,21	2,17
Earnings per share, SEK	1,10	1,00	1,40	1,53	0,61	1,17	1,20	-2,11	0,16	0,60	0,79	-0,16
Earnings per share after full dilution, SEK	1,06	0,99	1,38	1,51	0,60	1,15	1,20	-2,11	0,16	0,60	0,79	-0,16
QleanAir-share, last day in each quarter	64,6	66,0	65,0	53,0	40,3	32,6	28,0	40,0	NA	NA	NA	NA

ABOUT QLEANAIR

QleanAir is a niche supplier of premium solutions within the market for air cleaning for indoor environments. The company's business model is based on rental contracts for modular solutions with a full-service offer. QleanAir solutions are developed using filter technology that traps, filters and recycles indoor air. QleanAir's head office is in Solna, Sweden.

BUSINESS IDEA

QleanAir offers modular solutions for indoor air purification to protect people, products and processes.

VISION

QleanAir aims to be a world-class supplier of standalone solutions for air cleaning in indoor environments within the product categories the company chooses to operate in.

MISSION

QleanAir seeks to create healthy indoor environments that help protect and enhance the productivity of people, products and processes.

VALUES

For health and safety with quality and trust.

FINANCIAL GOALS

Growth

QleanAir's objective is to achieve an average annual organic sales growth of approximately 10 percent in the medium term.

Profitability

QleanAir's objective is to achieve an EBIT margin of 15-20% in the medium term.

Dividend policy

QleanAir's objective is to distribute between 30-50% of profits for the year. The dividend proposal shall consider QleanAir's long-term development potential.

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