



 QleanAir



Investor Presentation Q1 2021

Agenda and speakers



Christina Lindstedt
CEO



Henrik Resmark
CFO

- Business update
- Financial update
- Q&A session



The premium provider of solutions for clean indoor air

- >3,000 customers globally
- 9,964 units installed base
- 36 months typical contract length
- >75% contracts extended or renewed
- 4.45 billions m³ clean air/month
- Ticker QAIR Nasdaq First North Premier Growth Market



Highlights Q1 – a strong start of the year

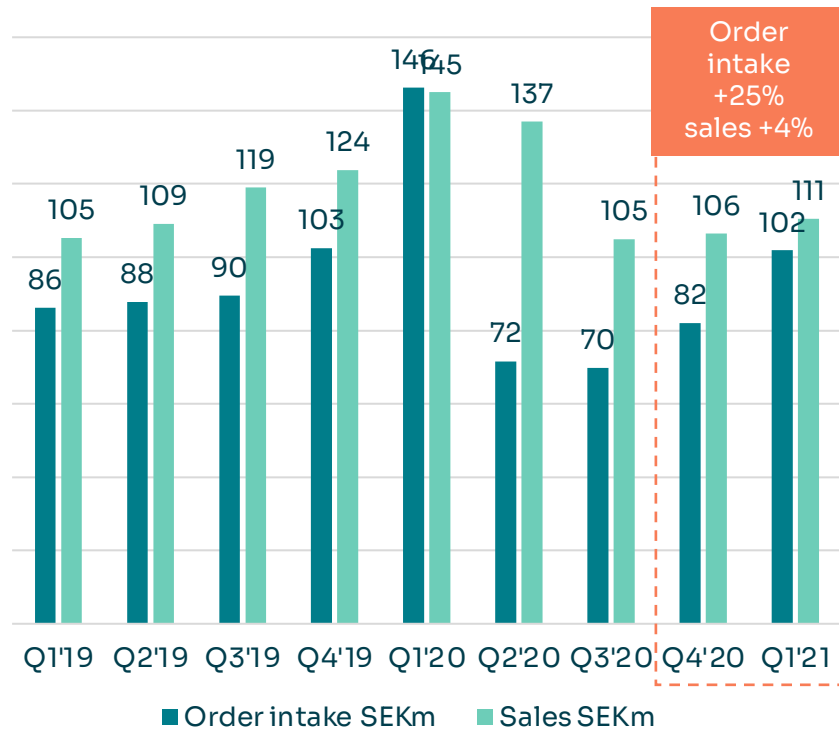


- Order intake increased for the second consecutive quarter – up 25%
- Sales growth vs Q4 2020 4%
- Product launches in 2020 leads to growth in Facility solutions by 77% vs Q1 2020
- Growth in installed base by 15% vs Q1 2020
- Stable margins and profitability resulted in stronger cash-flow vs Q1 2020

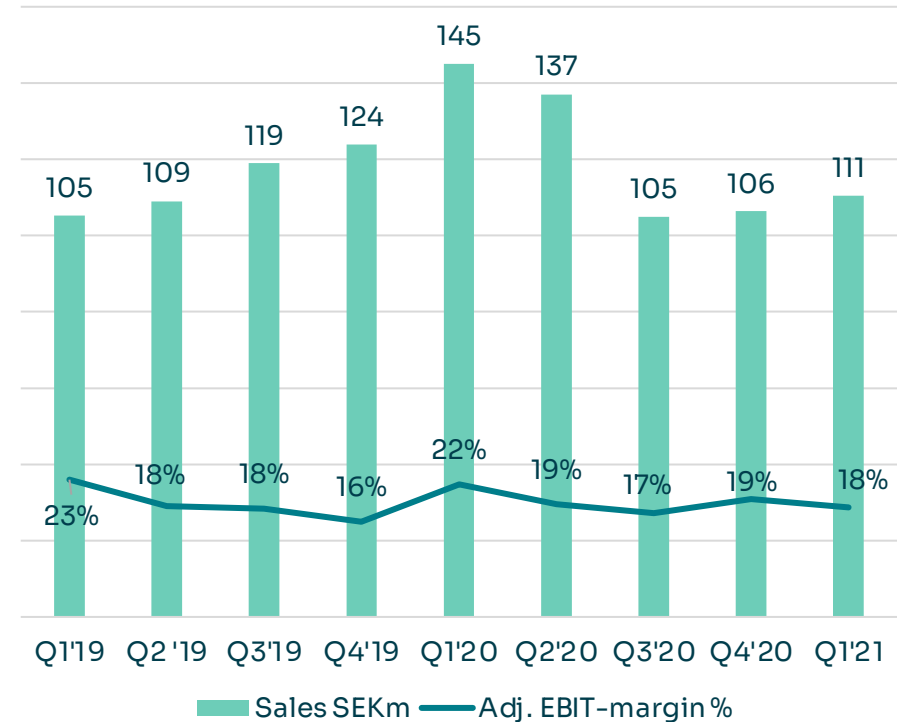


Increased order intake and sales - solid EBIT-margin performance

Quarterly order intake and sales



Quarterly sales and EBIT-margin



The definition of order intake has been revised from 01/01/2021. All customer contracts are now included in order intake. Comparative figures 2020 have been recalculated for comparability.



Broader product offering within Facility solutions launched in 2020 drives order intake and sales in Q1





Product launches in Facility solutions increase QleanAir's reach – new markets, sectors and customer segments



Healthcare

- Karolinska University hospital co-operation continues in Q1
- First significant order in France, 20 units to the healthcare sector



Offices

- First significant orders of FS30 in Japan
- First significant order for the office segment in Germany



Schools

- Second and third large orders from the school sector in Germany
- Several smaller orders not announced



Germany – groundbreaking order intake from new key industries in Q1, great future growth opportunities

Well established in Germany since 2003

- Sales and service infrastructure focused on automotive, food, logistics, warehouse and manufacturing
- Strong customer base including several blue-chip companies, eg Daimler, Man, Bayer and Covestro
- High visibility and brand recognition
- Second market to develop a successful Facility solutions business after Sweden
- Increased sales resources
- Local governments in several regions started to fund investments in air quality in schools in 2020
- Air-cleaning with HEPA-14 filters is recommended against virus, bacteria etcetera by the German ECDC and Technische Universität in Berlin

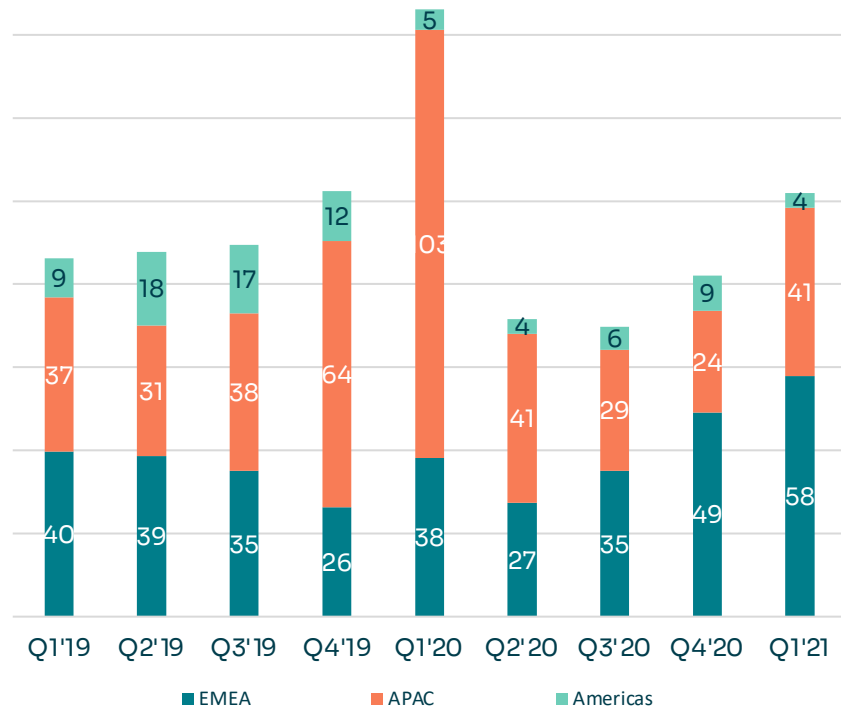
Order intake 2020/2021

- Dec 2020 | First major order from the school sector
- Dec 2020 | First order from the healthcare sector
- Jan 2021 | Second important order from the school
- Feb 2021 | Third large order from the school sector
- Q1 2021 | Additional minor orders from the school sector
- May 2021 | First major order from the office segment
- New direct sales resources and strong momentum, continued high activity level in Q2

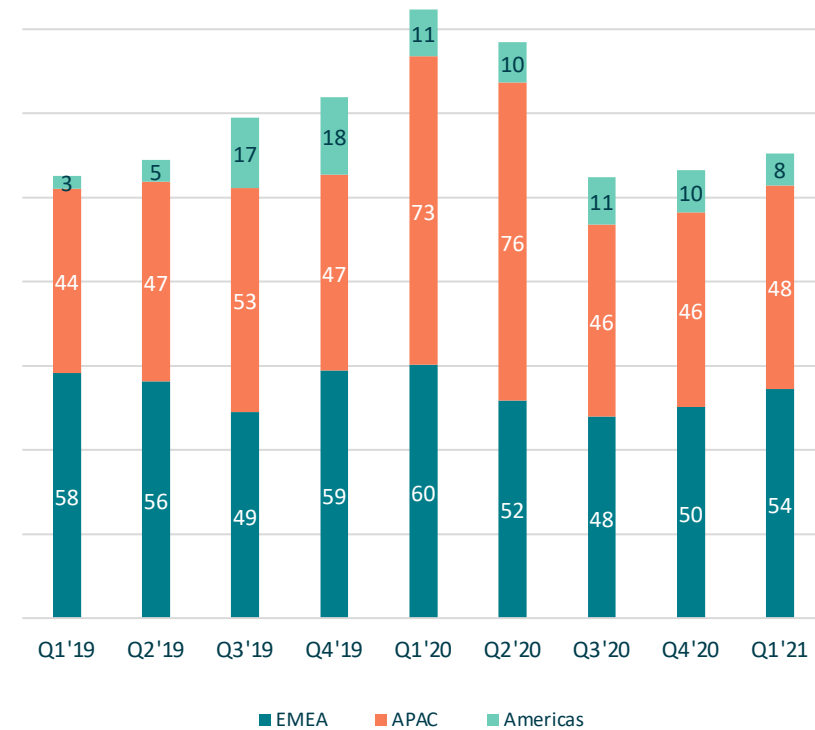


Increased order intake and steady sales development quarter on quarter in both EMEA & APAC

Quarterly order intake by geography, SEKm



Quarterly sales by geography, SEKm



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Facility solutions





New large addressable markets, sectors and segments for Facility Solutions

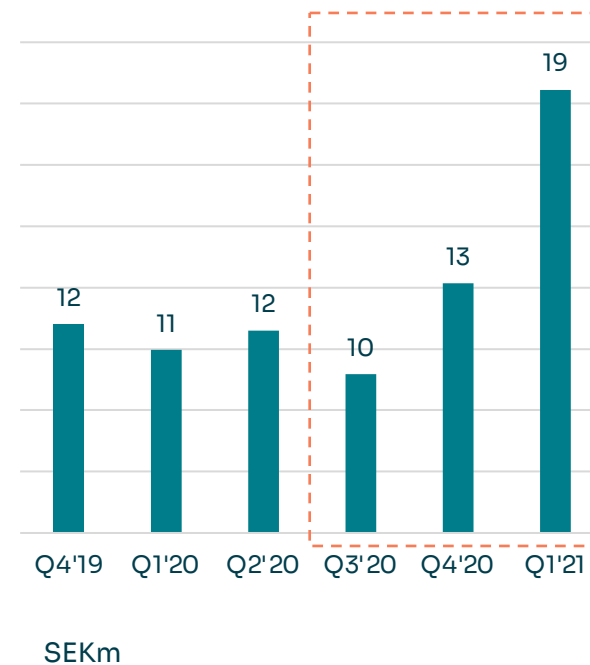
Segments & Sectors

- Offices
- Healthcare
- Schools
- Industry/automotive
- Food
- Logistics

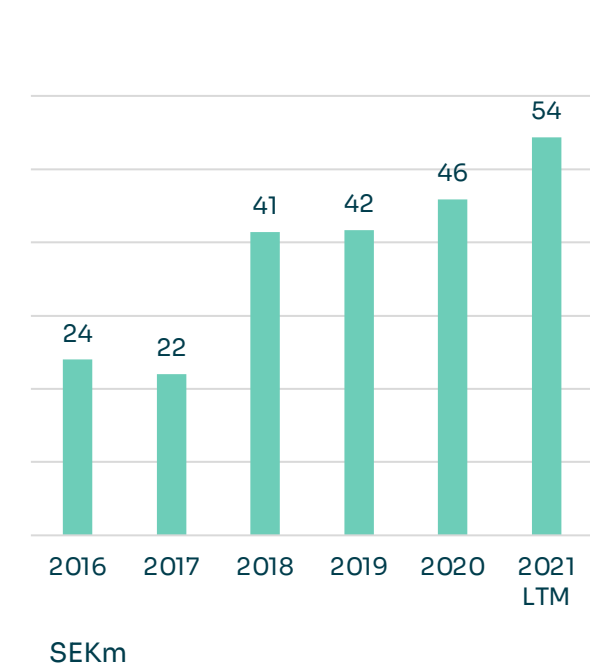
Markets

- Cross-selling in current markets i.e. Germany and Japan
- Extend coverage into additional segments in existing markets
- First significant FS order for the healthcare segment in FR
- Launch new product offering in additional markets

Quarterly sales, Facility solutions



LTM sales, Facility solutions





Cabin solutions





Mature market in Europe & continued growth opportunities in APAC for Cabin solutions

Health Promotion Act in force in Japan since April 2020

- Comparison numbers challenging in Q1 2021
- Lock-down Japan

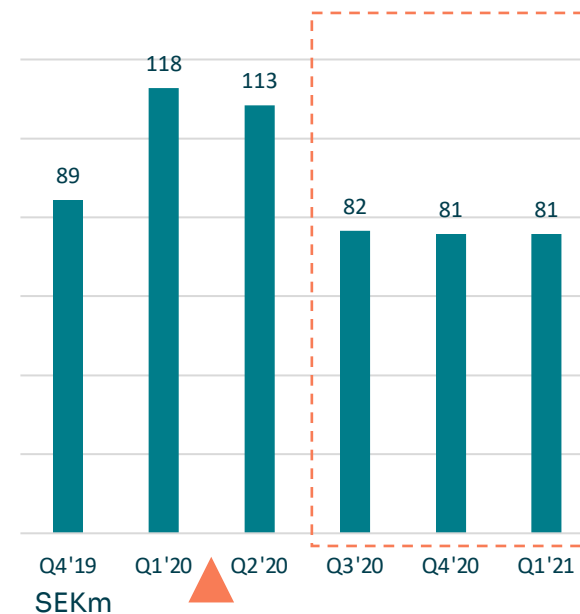
Segments & Sectors

- Offices
- Industry/manufacturing
- Institutions
- Public spaces

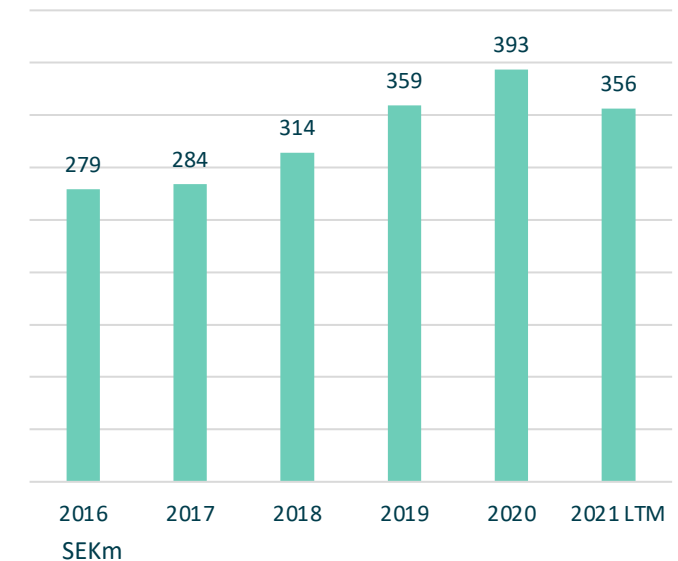
Markets

- Stable performance in Europe
- Continued growth opportunities in APAC

Quarterly sales, Cabin solutions



LTM sales, Cabin Solutions





Room solutions





Another challenging quarter for Room solutions in the US -high activity level in the Nordic region

Strong pipeline

- Focus on closing opportunities
- The US market is expected to slightly open up during Q2
- Strong pipeline and orderbook in the Nordic Region

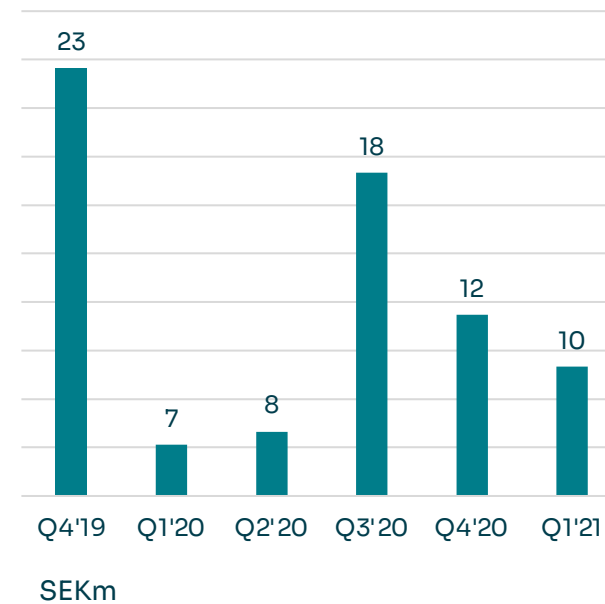
Segments & Sectors

- Healthcare, medtech.

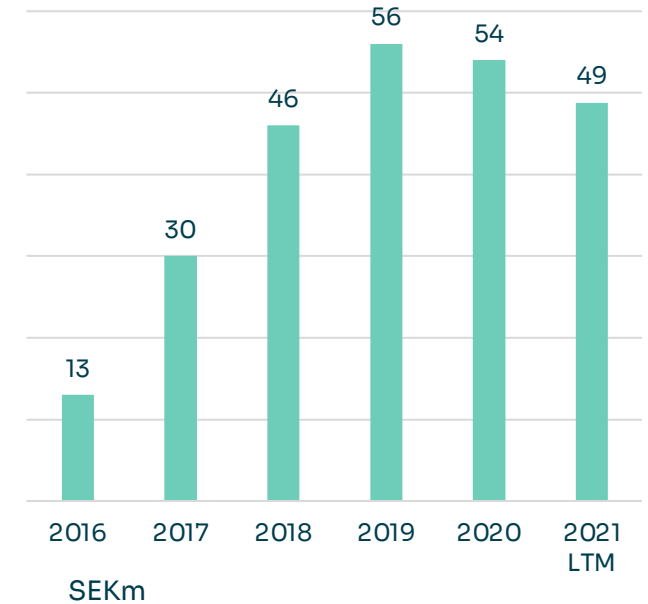
Markets

- US
- Nordics

Quarterly sales, Room solutions

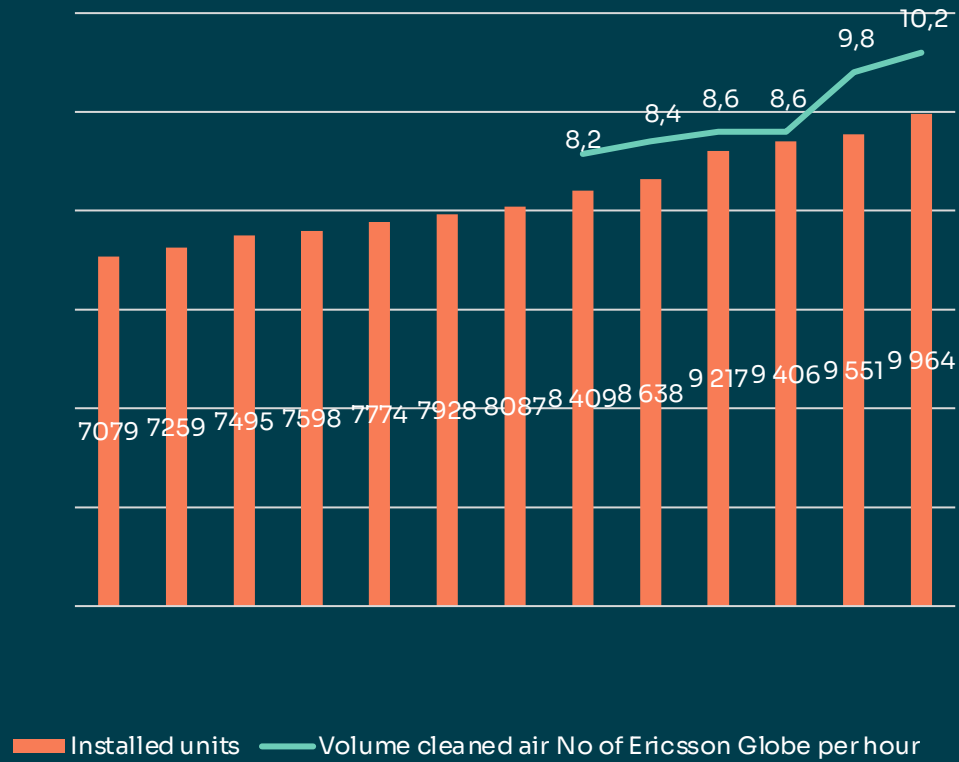


LTM sales, Room solutions

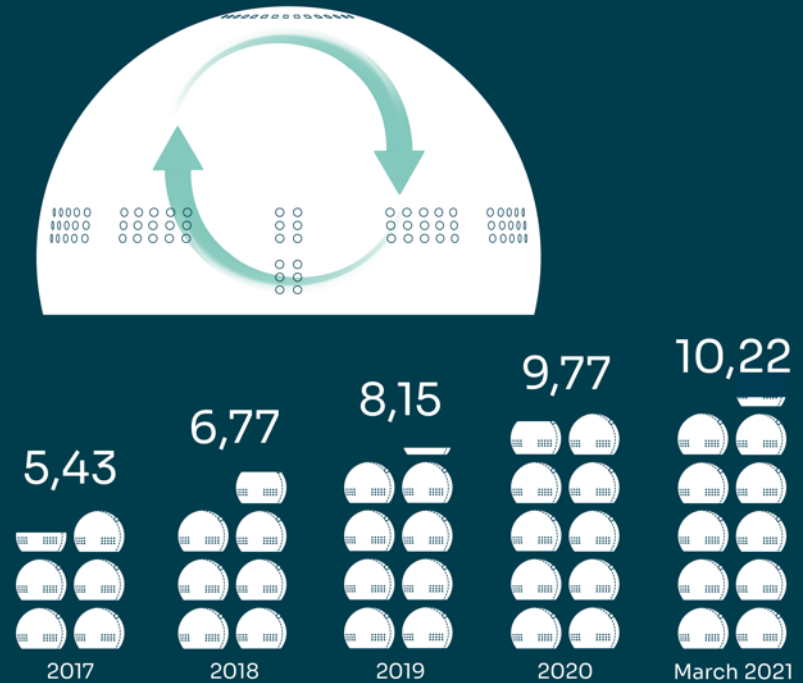




Increased installed base drives growth in volumes of cleaned air



Number of Ericsson Globe Arenas cleaned per hour





Financial update

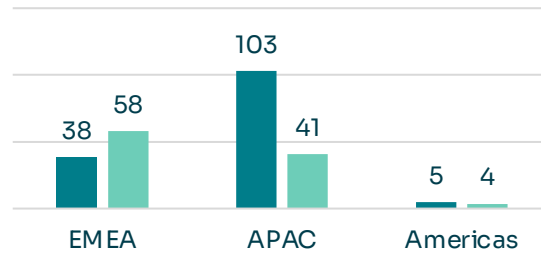
Henrik Resmark, CFO



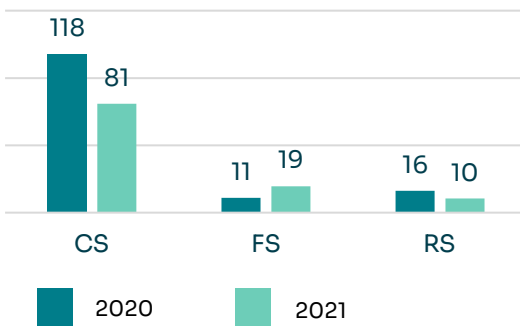
Q1 Order intake and sales

- Challenging comparison quarter 2020
- Tempo increase – order intake and sales Q1 2021 vs Q4 2020
- New product launches in Facility solutions drives the growth quarter on quarter

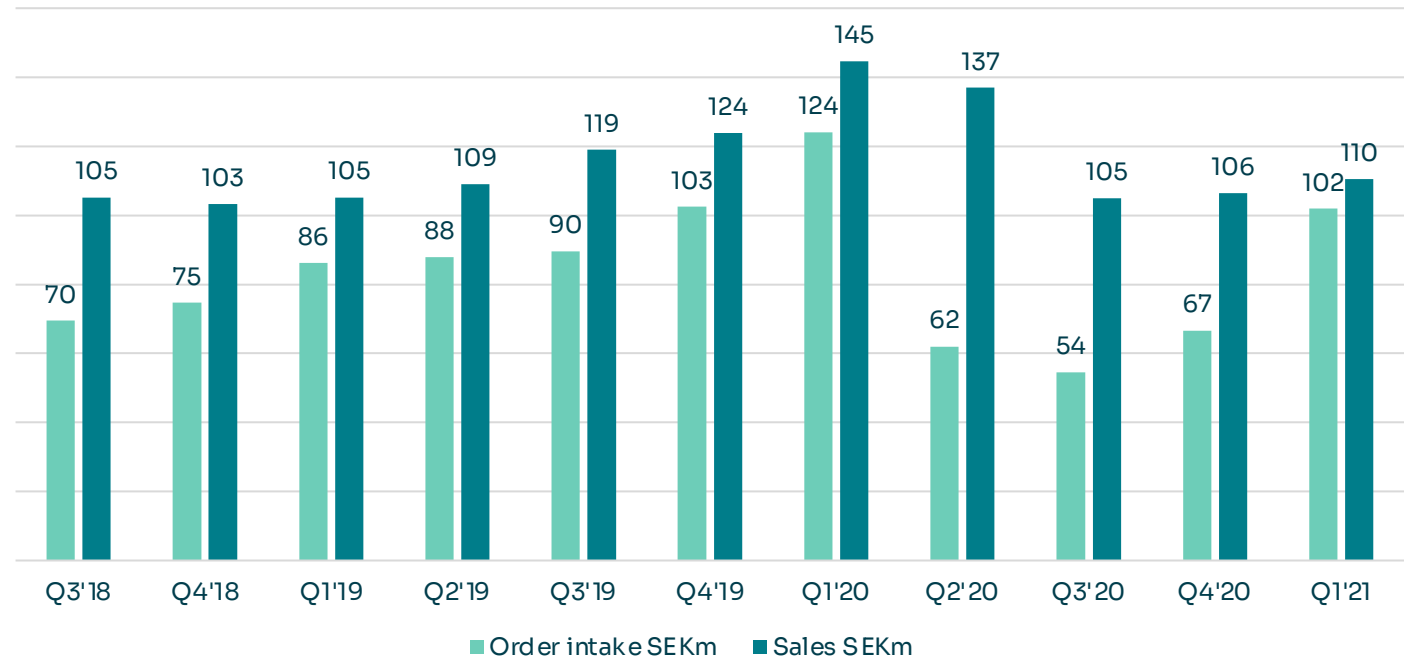
Sales by geography Q1



Sales by category Q1



Order intake and sales



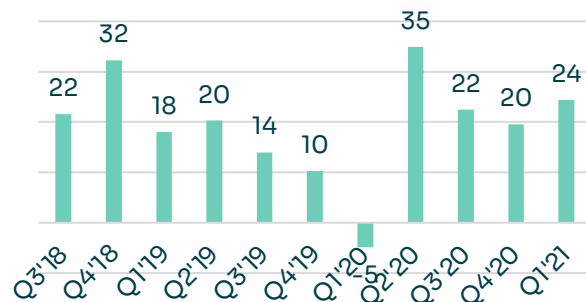
The definition of Order intake has been revised from 01/01/2021. All customer contracts are now included in order intake. Comparative figures 2020 have been recalculated for comparability.



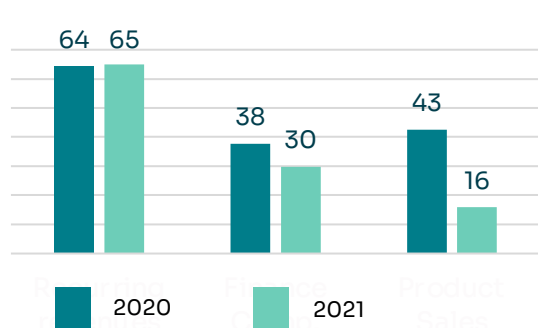
Q1 Profit and loss comments

- Increase in sales with stable profitability
- Strong cash-flow generation
- Increased units in own balance – revenue recognition month by month

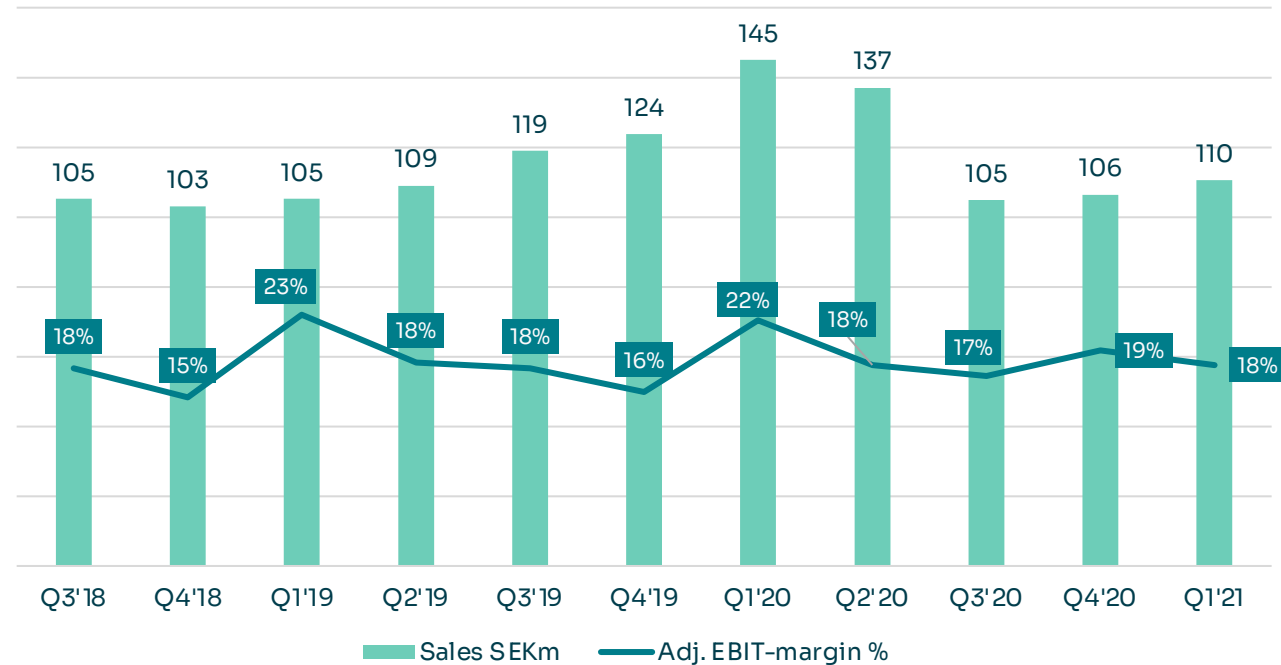
Cash flow from operations, SEKm



Sales by revenue stream Q1, SEKm

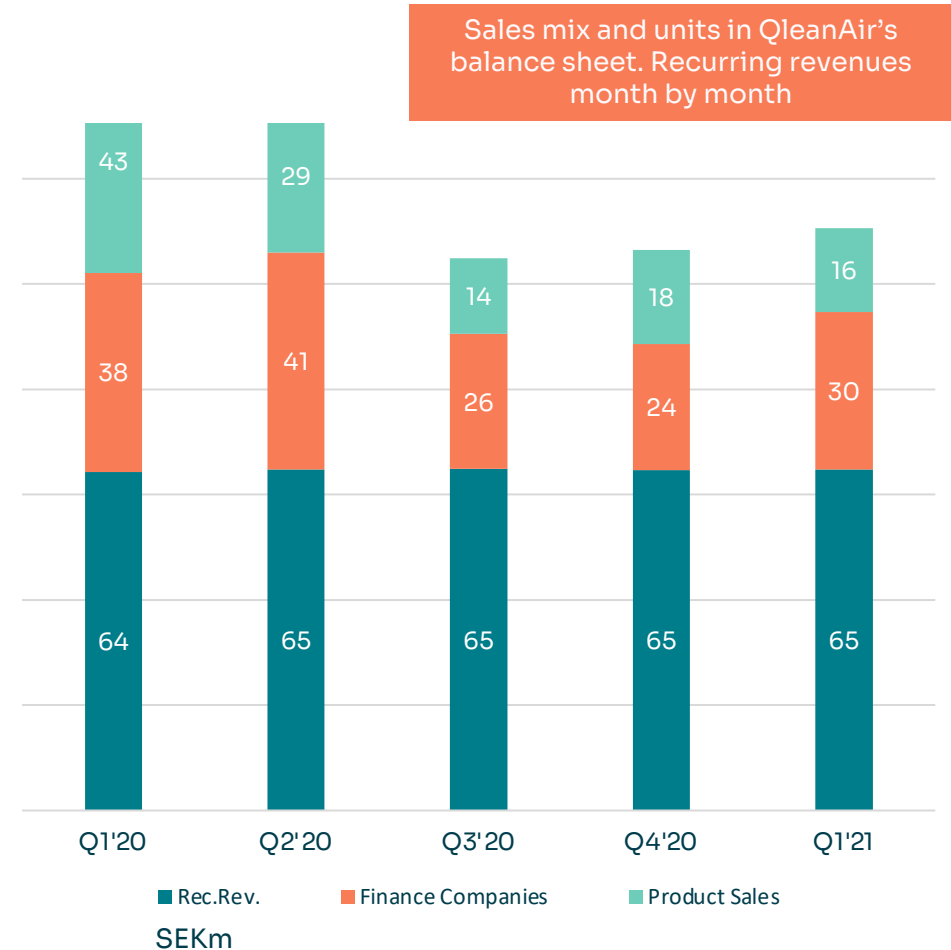
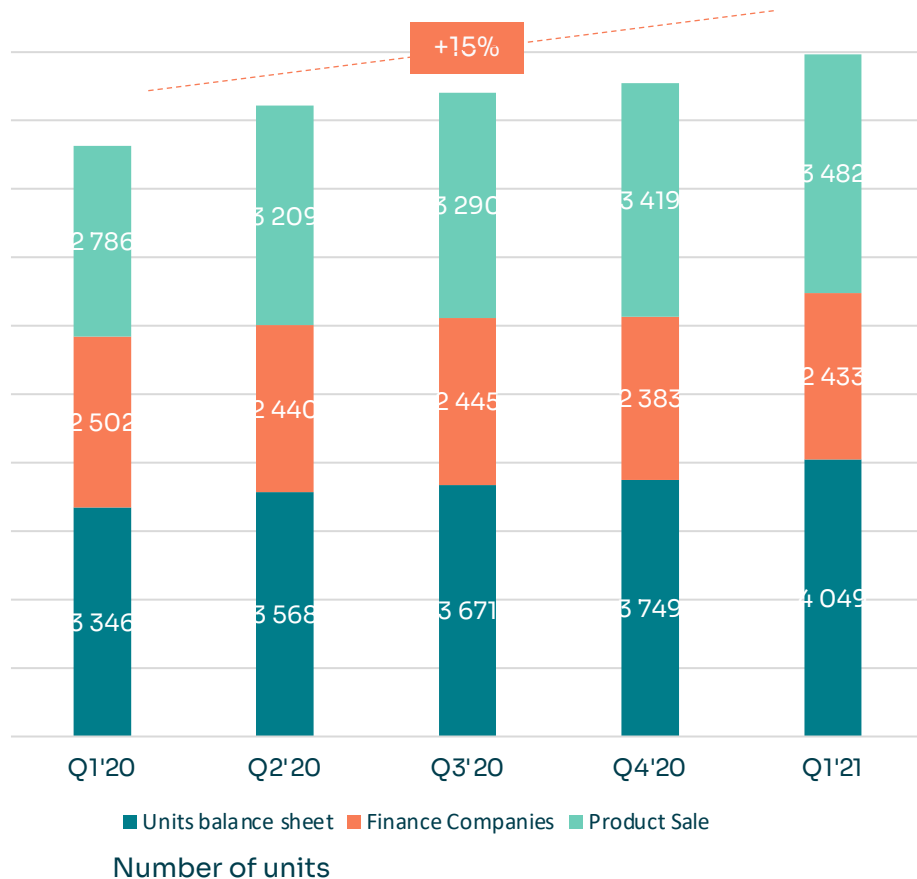


Quarterly sales and adjusted EBIT-margin





Growth in installed base generates stable recurring revenues





Cash generating business model

- Stable performance from cash generating business model cash-flow 24 Mkr (-5)
- Net debt/equity Ratio 1.0 (2.0)
- Dividend proposal SEK 1.30 per share in total SEKm 19.3

| TSEK | Jan-March 2021 | Jan-March 2020 | Full year 2020 | Full year 2019 |
|---|-------------------|-------------------|-------------------|-------------------|
| Operating activities | | | | |
| Operating income | 19 927 | 31 351 | 95 038 | 32 073 |
| Adjustment for non-cash items | 4 238 | 4 119 | 18 188 | 46 706 |
| Net finance effect | -2 110 | -2 446 | -11 633 | -12 215 |
| Tax paid | -2 093 | -18 627 | -22 251 | -21 675 |
| Total | 19 961 | 14 397 | 79 342 | 44 889 |
| Decrease (+)/Increase (-) inventories | -1 276 | 5 075 | -4 032 | -8 390 |
| Decrease (+)/Increase (-) account receivables | 2 600 | -29 513 | -1 319 | 5 032 |
| Decrease (+)/Increase (-) current assets | 152 | 3 289 | 6 699 | 2 778 |
| Decrease (-)/Increase (+) account payables | -4 047 | -8 103 | -14 411 | 12 430 |
| Decrease (-)/Increase (+) current liabilities | 6 954 | 10 046 | 5 855 | 5 758 |
| Cash-flow from operations | 24 346 | -4 809 | 72 133 | 62 498 |
| Investing activities | | | | |
| Investments in intangible assets | -458 | -1 095 | -4 875 | -1 774 |
| Investments in tangible assets | -5 972 | -7 223 | -21 483 | -17 447 |
| Acquisition | 0 | 0 | 0 | -6 603 |
| Cash flow from investing activities | -6 430 | -8 318 | -26 357 | -25 824 |
| Financing activities | | | | |
| New loans | 0 | 17 715 | 0 | 277 254 |
| Amortization of loan | -11 471 | -2 499 | -47 446 | -334 615 |
| Payment of warrants | 0 | 0 | 261 | 0 |
| Cash flow from financing activities | -11 471 | 15 216 | -47 185 | -57 361 |
| Cash flow for the period | 6 444 | 2 089 | -1 409 | -20 688 |
| Opening cash balance | 52 600 | 56 994 | 56 994 | 74 935 |
| Exchange rate differences on financial items | 274 | 3 775 | -2 985 | 2 747 |
| Closing cash balance | 59 318 | 62 858 | 52 600 | 56 994 |

| TSEK | 2021-03-31 | 2020-03-31 | 2020-12-31 |
|---|----------------|----------------|----------------|
| ASSETS | | | |
| Capitalized development cost | 12 358 | 12 268 | 12 950 |
| Goodwill | 343 704 | 343 704 | 343 704 |
| Intangible fixed assets | 356 062 | 356 972 | 356 654 |
| Leasing (IFRS 16) | 13 342 | 21 643 | 15 662 |
| Tangible fixed assets | 43 786 | 45 236 | 41 566 |
| Tangible fixed assets | 57 128 | 66 879 | 57 228 |
| Deferred tax | 6 324 | 9 348 | 4 624 |
| Fixed assets | 419 613 | 432 199 | 418 506 |
| Inventories | 28 438 | 23 192 | 27 069 |
| Account receivables | 32 601 | 68 266 | 34 237 |
| Tax receivables | 9 792 | 10 056 | 8 092 |
| Other receivables | 6 744 | 9 362 | 9 999 |
| Prepaid costs and accrued income | 37 953 | 45 705 | 34 659 |
| Cash and bank | 59 318 | 62 858 | 52 600 |
| Current assets | 174 846 | 219 439 | 166 655 |
| TOTAL ASSETS | 594 359 | 651 638 | 585 161 |
| SHAREHOLDERS' EQUITY AND LIABILITIES | | | |
| Share capital | 7 430 | 7 430 | 7 430 |
| Additional paid in capital | 121 401 | 121 140 | 121 401 |
| Translation differences | -4 797 | 10 441 | -2 835 |
| Balanced result | 30 912 | -36 093 | -36 093 |
| Result for the period | 20 808 | 17 874 | 67 005 |
| Shareholders' Equity | 175 754 | 120 792 | 156 907 |
| Long term interest bearing liabilities | 222 267 | 250 017 | 230 388 |
| Other liabilities (IFRS 16) | 2 287 | 12 646 | 6 643 |
| Long term liabilities | 224 553 | 262 663 | 237 031 |
| Short term interest bearing liabilities | 20 250 | 18 671 | 20 863 |
| Overdraft facility | 0 | 36 393 | 0 |
| Accounts payable | 21 709 | 35 213 | 25 194 |
| Other short term liabilities | 9 934 | 9 701 | 11 599 |
| Other liabilities (IFRS 16) | 11 693 | 9 791 | 9 705 |
| Accrued expenses and deferred income | 130 466 | 158 414 | 123 862 |
| Current liabilities | 194 052 | 268 183 | 191 223 |
| Liabilities | 418 605 | 530 846 | 428 253 |
| TOTAL EQUITY AND LIABILITIES | 594 359 | 651 638 | 585 161 |

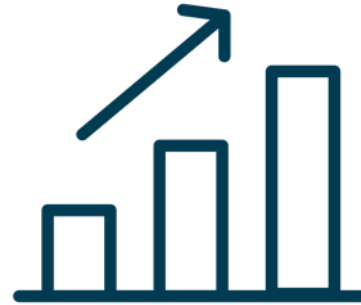


Mid-term financial goals and dividend policy



Organic sales growth

- $\approx 10\%$



Profitability

- 15-20% EBIT-margin



Dividend

- 30-50% payout ratio
- Board's proposal to the AGM
- SEK 1.30 per share



Key activities in our growth strategy - short & mid-term



- Leverage product launches in Facility solutions by cross-selling to our large installed customer base > 3 000 customers globally
- Target new markets, industries and segments: healthcare, public places and offices
- Continued innovation in all product categories
- Increase our direct sales force and partnerships to increase our reach
- Increase brand equity and grow attraction with new visual identity, tonality and focus on thought leadership
- Create a “push-effect” by supporting sales to reach customers earlier in the customer journey
- Create a ”pull-effect” and increase visibility by marketing activities in local markets

A photograph of two women in business attire standing together and reviewing documents. The image is overlaid with a dark teal color. The woman on the left has blonde hair and is wearing a light-colored top. The woman on the right has dark hair in a ponytail and is wearing a light-colored blazer over a dark skirt. They are both looking down at the documents they are holding. The background shows a blurred office setting with a desk and a chair.

Q&A



In summary QleanAir as an investment opportunity

- Unique service offering based on holistic approach to clean air as a service with full-service rental contracts
- Proprietary air cleaning technology and back-office solutions providing substantial barriers to entry
- Long contracts with high degree of extensions across a diversified blue-chip customer base generating strong and predictable revenues
- Asset light business model with limited capex needs providing strong free cash conversion and equity returns

Thank you!