



 QleanAir



# Investor Presentation Q2 2021



# The premium cleantech provider of solutions for indoor air



Christina Lindstedt  
CEO



Henrik Resmark  
CFO

Speakers



# The premium provider of solutions for clean indoor air

- >3,000 customers globally
- >10,000 units installed base
- 36 months typical contract length
- >75% contracts extended or renewed
- 4.78billion m<sup>3</sup> clean air/month
- Ticker QAIR Nasdaq First North Premier Growth Market



# Highlights Q2 – recent product launches drives sales growth for Facility solutions

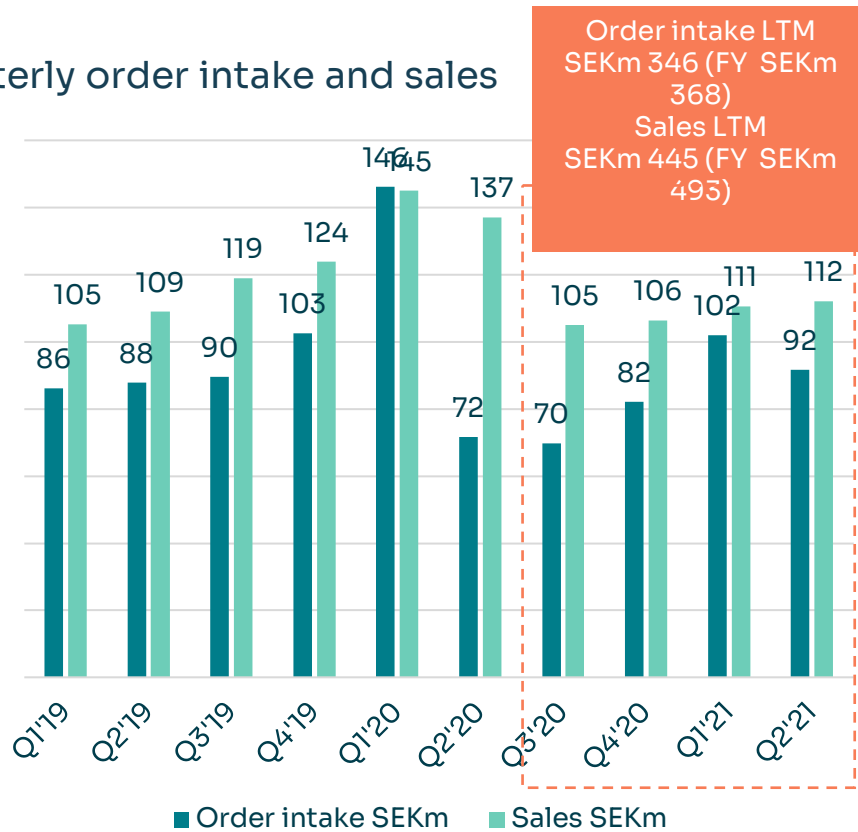


- Order intake up 28% to SEKm 91.9 (71,6)
- Our installed based increased with 17%
- Total sales amounted to SEK m 112.3 (137,0), the decrease vs Q2 2020 is explained by the Healthcare Act in Japan. Currency adjusted growth of -9.9%.
- Sales for the Facility solutions increased with 102% to SEKm 23.4 (11.6), representing more than 20% of total sales
- Continued strong performance in the volumes of cleaned air – up 28 % vs Q2 2020 and 7.4% vs Q1 2021. the installed base drives our performance in volumes of cleaned air.
- We delivered a stable EBIT-margin of 18.5 (18.5)% and cash flow of SEKm 36.2 (34.9)



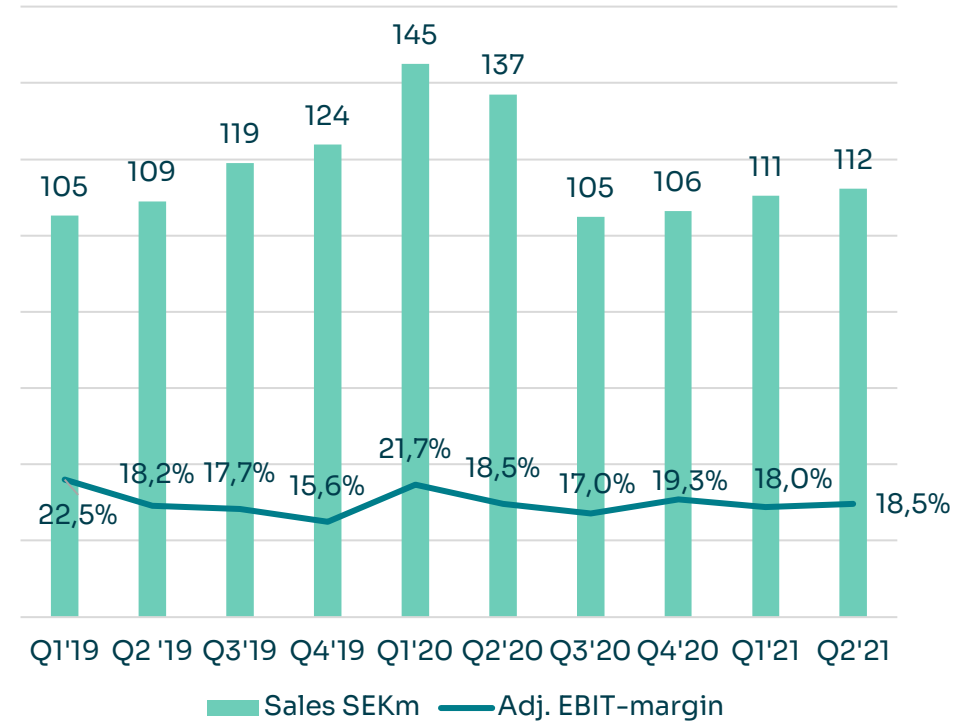
# Increased order intake and sales – solid EBIT-margin performance

## Quarterly 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.

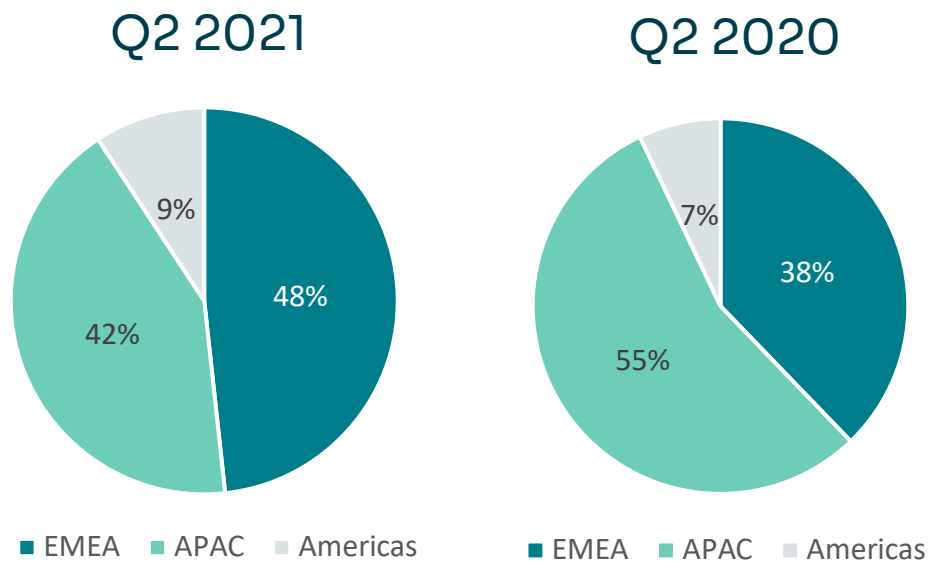
## Quarterly sales and EBIT-margin



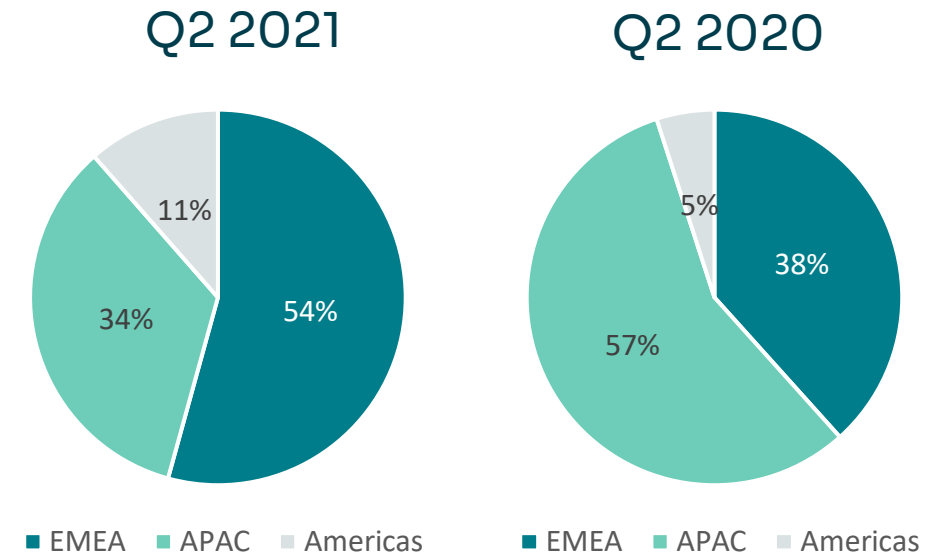


# In EMEA the reinforced sales force is driving the activity level - geographical distribution, sales and order intake

## Sales split by region



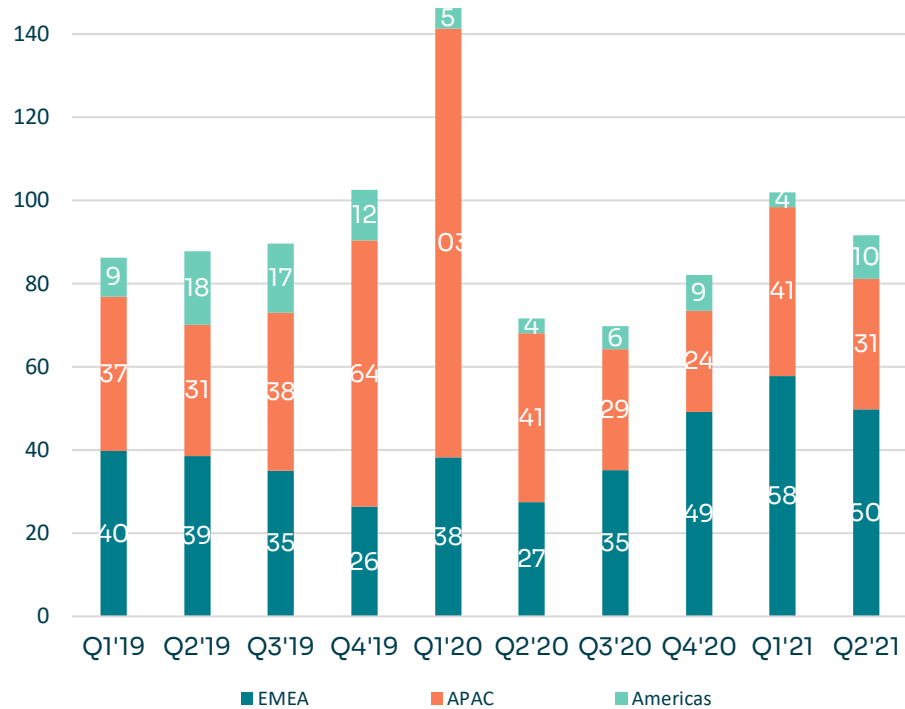
## Order intake split by region





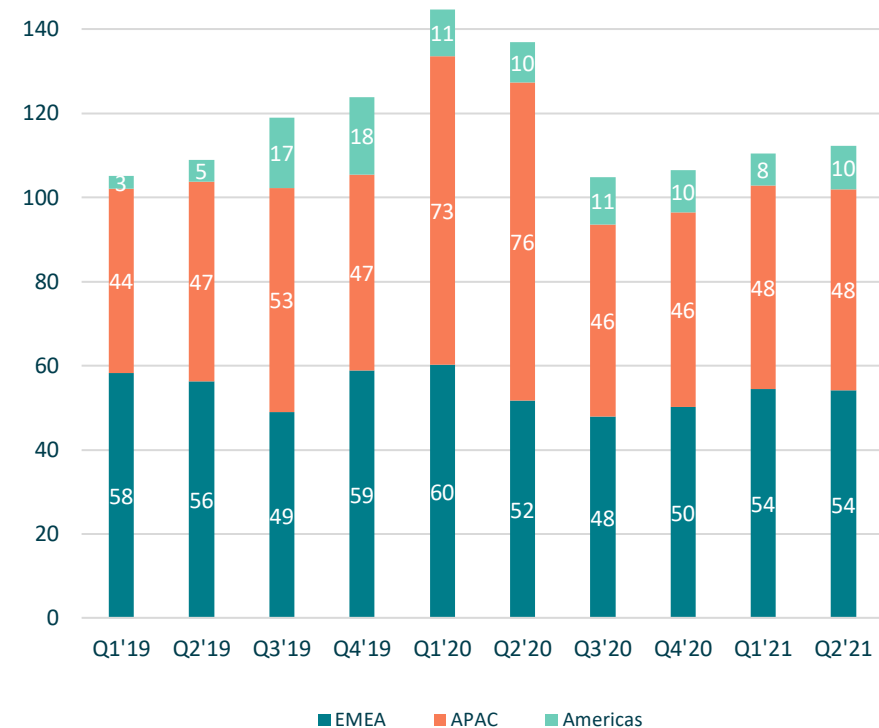
# Stable order intake and steady sales development quarter on quarter in both EMEA & APAC

### Quarterly order intake by geography



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.

### Quarterly sales by geography







# Facility solutions





# Facility solutions continued to grow within our core segments

## Production



## Warehousing/logistics



## Food





# Facility solutions tap into new markets, sectors and customer segments



Healthcare



Offices



Schools



# Strong sales growth driven by new products launched in 2020

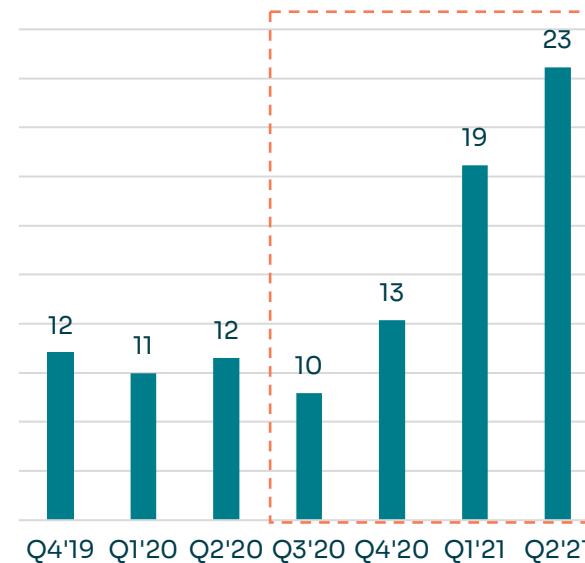
## Segments & Sectors

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

## Markets

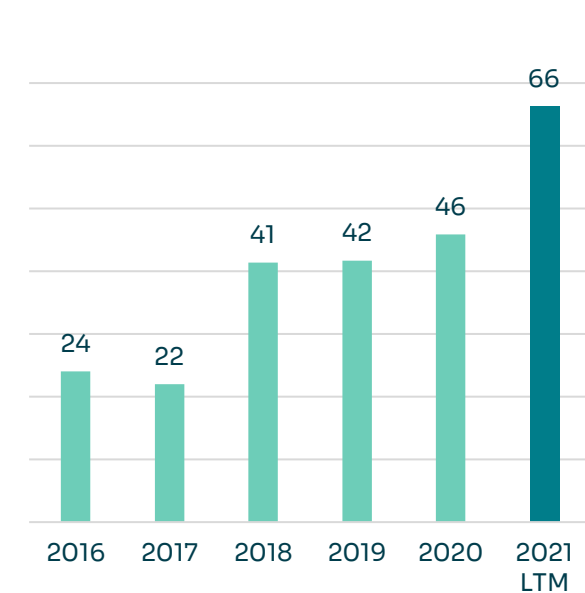
- Cross-selling in current markets i.e. Germany and Japan
- Extend coverage into new segments in existing markets
- First significant FS order for the healthcare segment in FR
- Launch new product offering in additional markets

Quarterly sales, Facility solutions



SEKm

LTM sales, Facility solutions



SEKm



# 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 Q2 2021
- Lock-down Japan

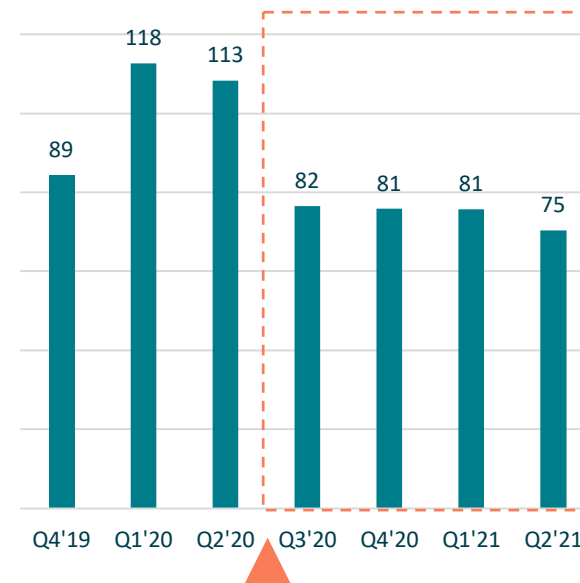
## Segments & Sectors

- Offices
- Industry/manufacturing
- Institutions
- Public spaces

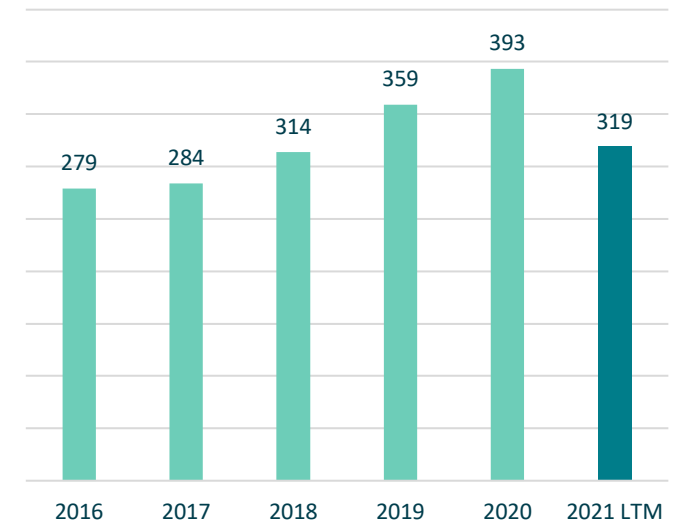
## Markets

- Stable performance in Europe
- Continued growth opportunities in APAC

Quarterly sales, Cabin solutions



LTM sales, Cabin Solutions





# Room solutions





# Room solutions – Renewal of six contracts for cleanrooms in US during the second quarter, strong validation

## Strong Pipeline

- Focus on closing US opportunities
- Strong pipeline and orderbook in the Nordic Region

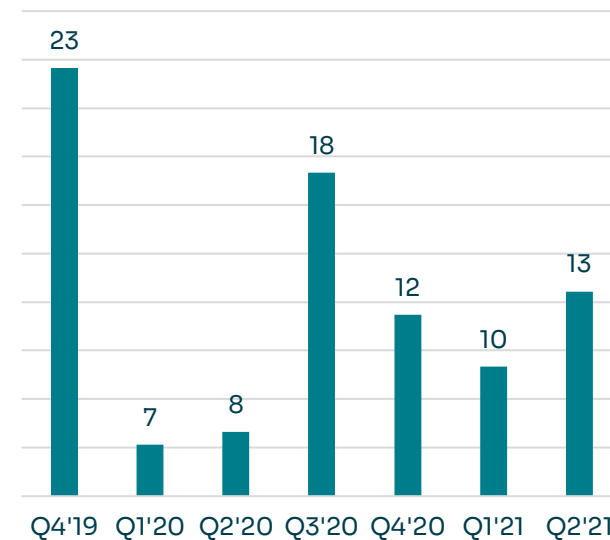
## Segments & Sectors

- Healthcare, medtech.

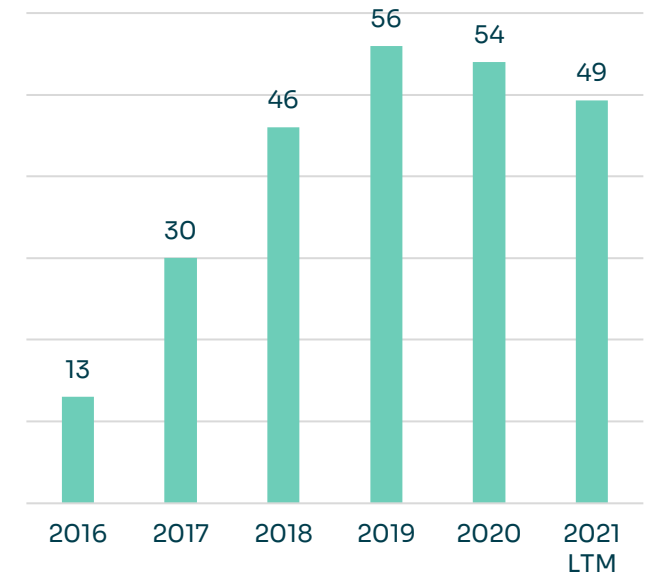
## Markets

- US
- Nordics

Quarterly sales, Room solutions



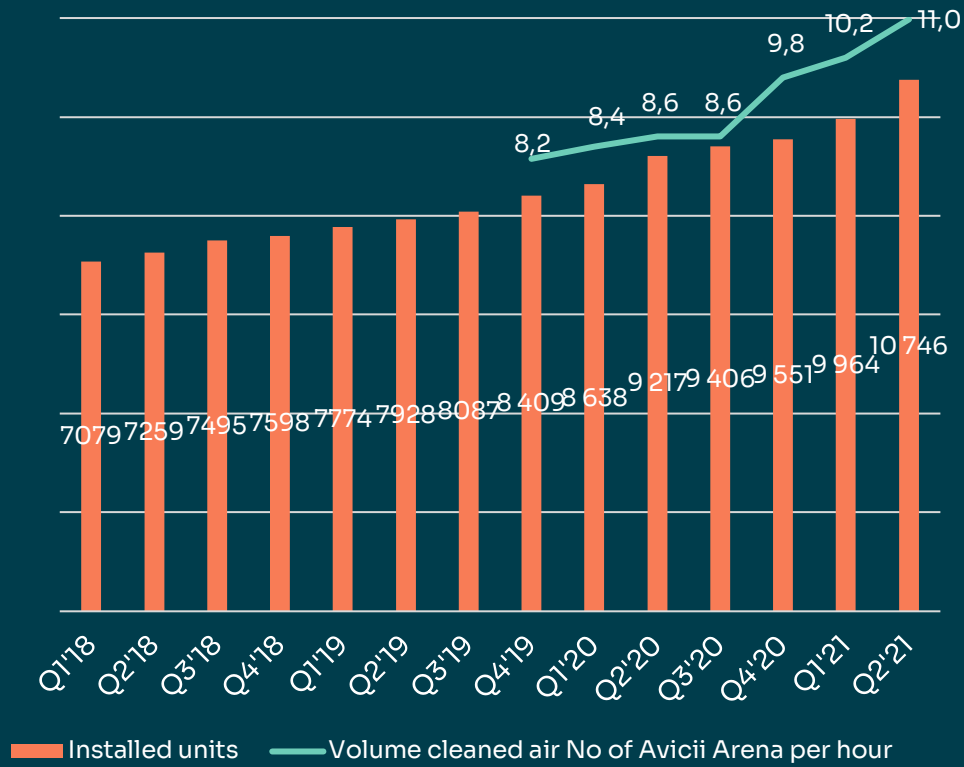
LTM sales, Room solutions



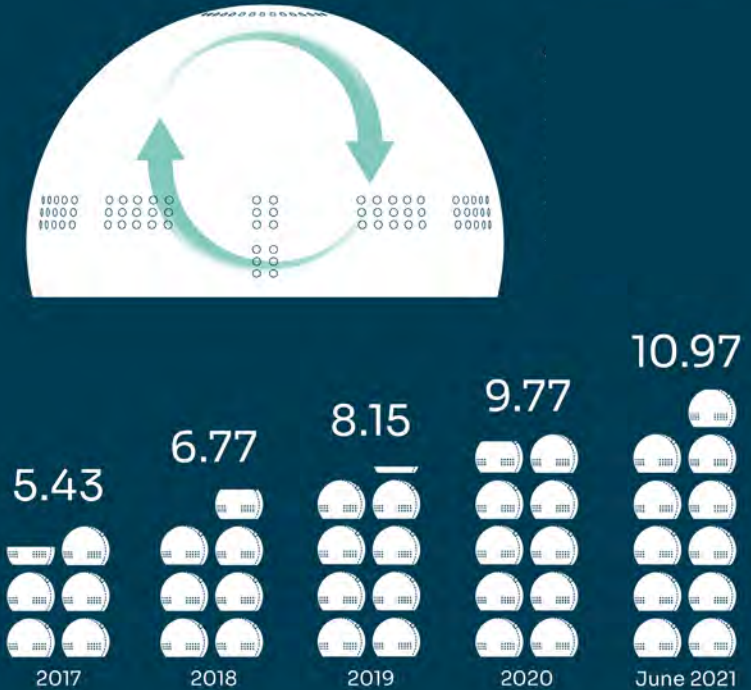




# Increased installed base drives growth in volumes of cleaned air



Number of Avicii arenas cleaned per hour





# Financial update

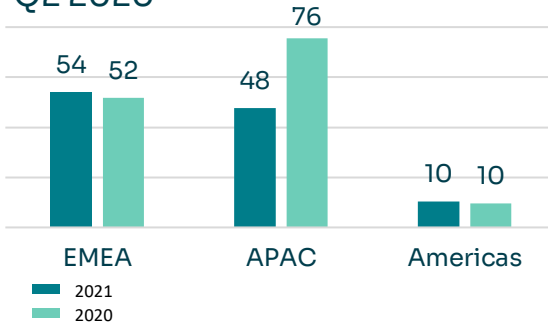
Henrik Resmark, CFO



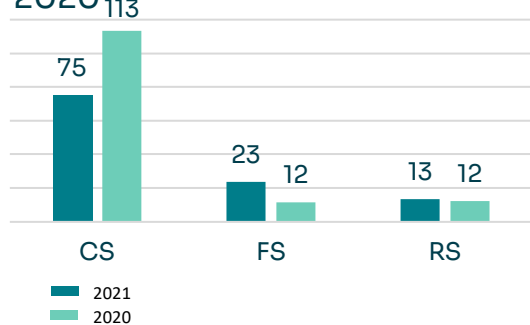
# Q2 increased order intake

- Challenging comparison quarter 2020 for APAC and CS – Japan Health Promotion Act
- New product launches in Facility solutions drives the growth in EMEA

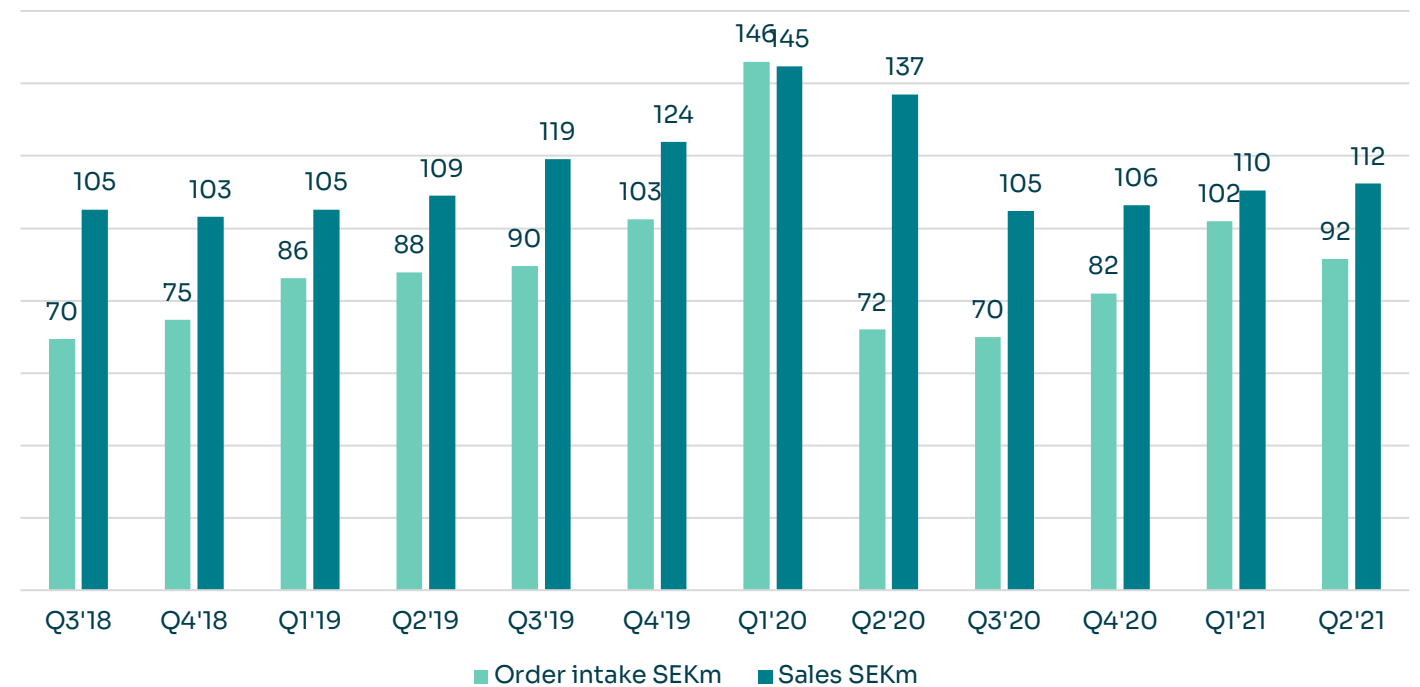
Sales by geography Q2 2021 vs Q2 2020



Sales by category Q2 2021 vs Q2 2020



Order intake and sales



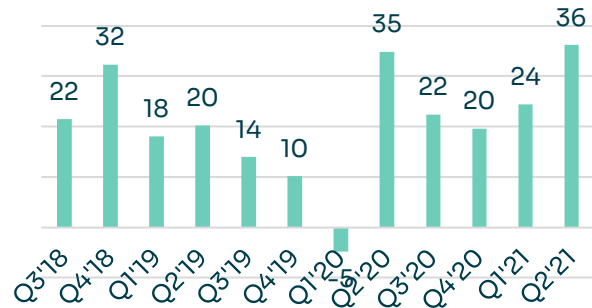
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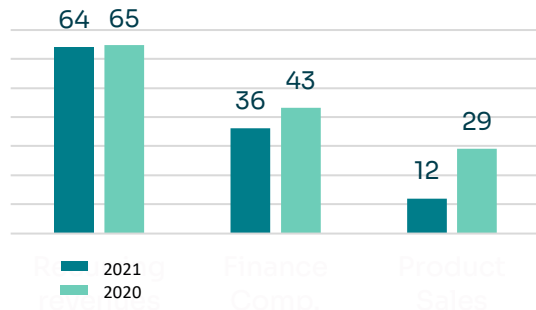
# Q2 Profit and loss comments

- Stable development of sales and profitability driven by the installed base
- Strong cash-flow generation
- Increased units in own balance – revenue recognition month by month

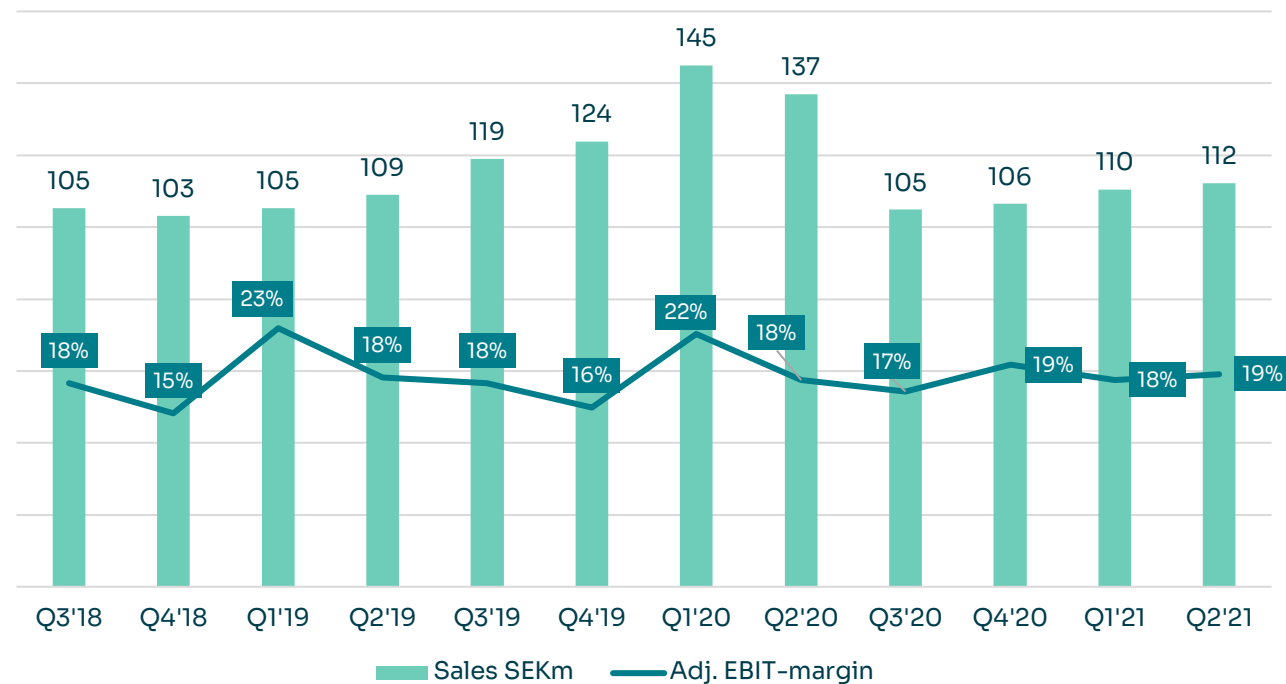
Cash flow from operations, SEKm



Sales by revenue stream Q2 2021 vs Q2 2020, SEKm



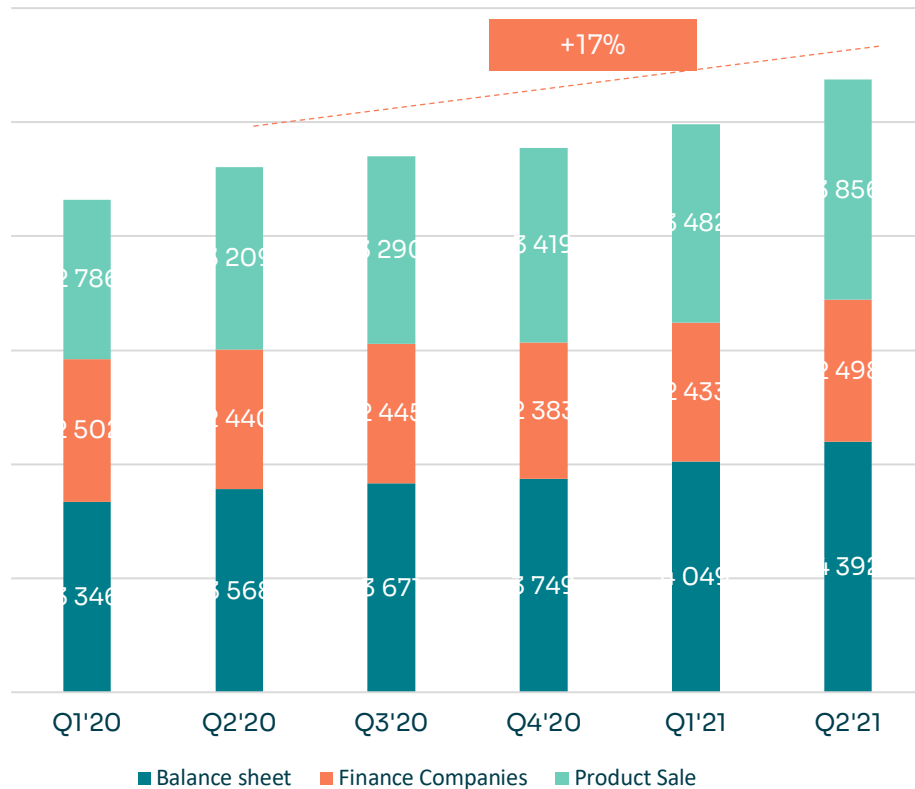
Quarterly sales and adjusted EBIT-margin



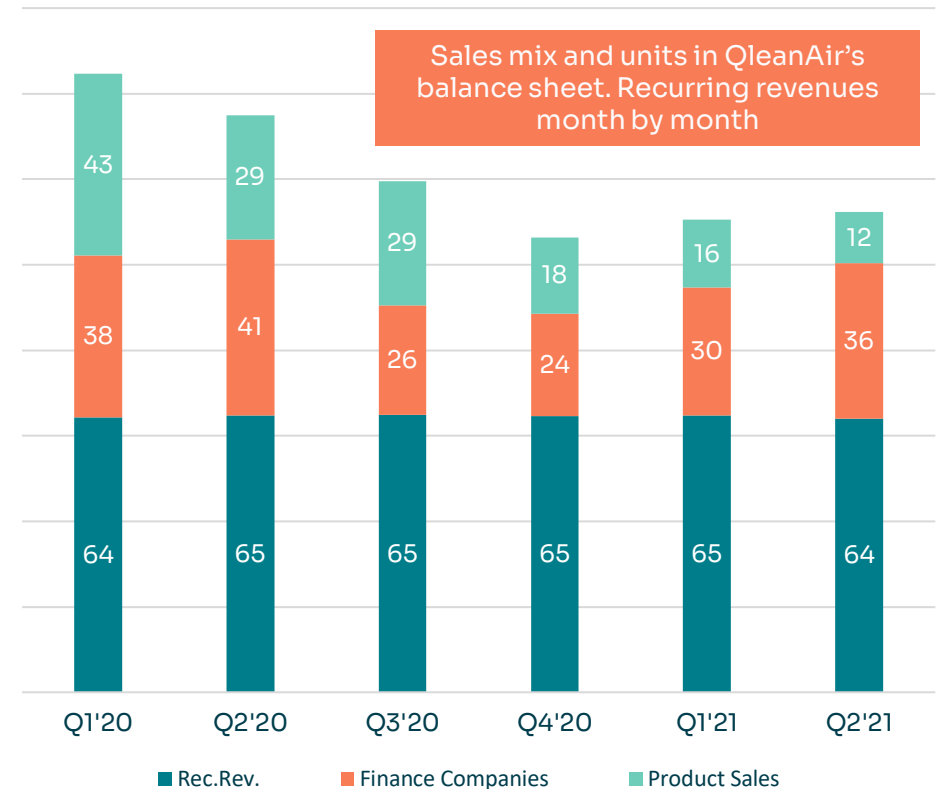


# Growth in installed base generates stable recurring revenue

## Development of the installed base



## Revenue split





# Cash generating business model

- Stable performance from cash generating business model cash-flow SEKm 36.2 (34.9)
- Net debt decreased SEKm 173 (223)
- Net debt/Equity Ratio 1.0 (1.7)

## CASH FLOW

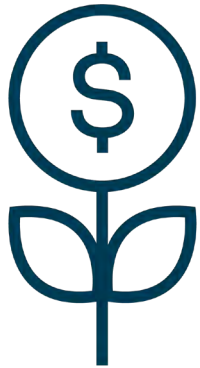
TSEK	April-June 2021	April-June 2020	Jan-June 2021	Jan-June 2020	Full year 2020
<b>Operating activities</b>					
Operating income	20 809	25 308	40 736	56 659	95 038
Adjustment for non-cash items	6 435	4 502	10 673	8 621	18 188
Net finance effect	-2 344	-3 411	-4 454	-5 857	-11 633
Tax paid	4 752	-82	2 660	-18 709	-22 251
<b>Total</b>	<b>29 653</b>	<b>26 317</b>	<b>49 614</b>	<b>40 713</b>	<b>79 342</b>
Decrease (+)/Increase (-) inventories	126	-4 648	-1 149	427	-4 032
Decrease (+)/Increase (-) account receivables	6 650	18 675	9 251	-10 838	-1 319
Decrease (+)/Increase (-) current assets	-6 070	-10 146	-5 918	-6 857	6 699
Decrease (-)/Increase (+) account payables	-3 884	-2 529	-7 931	-10 632	-14 411
Decrease (-)/Increase (+) current liabilities	9 705	7 212	16 659	17 258	5 855
<b>Cash-flow from operations</b>	<b>36 181</b>	<b>34 880</b>	<b>60 527</b>	<b>30 071</b>	<b>72 133</b>

## BALANCE SHEET

TSEK	2021-06-30	2020-06-30	2020-12-31
<b>ASSETS</b>			
Capitalized development cost	11 627	7 005	12 950
Goodwill	343 704	343 704	343 704
<b>Intangible fixed assets</b>	<b>355 330</b>	<b>350 708</b>	<b>356 654</b>
Leasing (IFRS 16)	11 428	18 541	15 662
Tangible fixed assets	46 629	52 861	41 566
<b>Tangible fixed assets</b>	<b>58 057</b>	<b>71 402</b>	<b>57 228</b>
Deferred tax	4 062	7 532	4 624
<b>Fixed assets</b>	<b>417 450</b>	<b>429 642</b>	<b>418 506</b>
Inventories	27 538	25 886	27 069
Account receivables	25 409	46 560	34 237
Tax receivables	3 251	4 525	8 092
Other receivables	5 867	9 446	9 999
Prepaid costs and accrued income	44 118	52 619	34 659
Cash and bank	63 149	65 543	52 600
<b>Current assets</b>	<b>169 332</b>	<b>204 579</b>	<b>166 655</b>
<b>TOTAL ASSETS</b>	<b>586 782</b>	<b>634 221</b>	<b>585 161</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
Share capital	7 430	7 430	7 430
Additional paid in capital	121 186	121 140	121 401
Translation differences	-6 604	4 973	-2 835
Balanced result	11 594	-36 093	-36 093
Result for the period	35 725	35 229	67 005
<b>Shareholders' Equity</b>	<b>169 331</b>	<b>132 679</b>	<b>156 907</b>
Long term interest bearing liabilities	217 303	243 474	230 388
Other liabilities (IFRS 16)	2 234	10 085	6 643
<b>Long term liabilities</b>	<b>219 537</b>	<b>253 558</b>	<b>237 031</b>
Short term interest bearing liabilities	18 671	18 671	20 863
Overdraft facility	5 780	26 554	0
Accounts payable	17 544	31 108	25 194
Other short term liabilities	11 802	13 167	11 599
Other liabilities (IFRS 16)	9 765	9 216	9 705
Accrued expenses and deferred income	134 351	149 268	123 862
<b>Current liabilities</b>	<b>197 914</b>	<b>247 984</b>	<b>191 223</b>
<b>Liabilities</b>	<b>417 451</b>	<b>501 542</b>	<b>428 253</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>586 782</b>	<b>634 221</b>	<b>585 161</b>

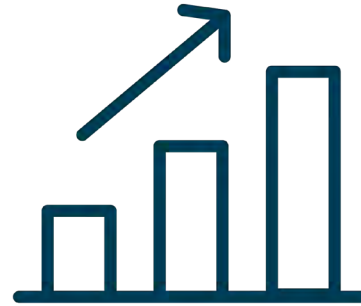


# Mid-term financial goals and dividend policy



## Organic sales growth

- $\approx 10\%$



## Profitability

- 15-20% EBIT-margin



## Dividend

- 30-50% payout ratio



# Key activities in our growth strategy in the short-term



- Continue to grow FS;
  - Leverage new product launches
  - Cross sell to our large installed customer base > 3 000 customers globally
  - Develop our new customer segments and geographies
- Sales Focus on the RS side
- Increase our direct sales force and partnerships to increase our reach
- Continued investments in innovation
- Continued investments in our Brand



A photograph of two women in business attire standing in a meeting room, looking at a document held by the woman on the left. The image is overlaid with a dark teal color. The text 'Q&A' is displayed in large white font on the right side of the image.

# 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!



# Largest shareholders

2021-06-30

Shareholder	% , capital and votes
Qevirp 41 Ltd	23,6%
BankInvest	13,1%
Brown Brothers Harriman	5,5%
Enter Småbolagsfond	4,9%
Taaleri Nordic Value Equity Fund	4,8%
Livförsäkringsbolaget Skandia	4,6%
LGT Bank Ltd	2,7%
Avanza Pension	2,5%
Sensor Sverige Select	2,0%
BNP Paribas Lux.	1,3%
<b>Ten largest shareholders</b>	<b>65,2%</b>
Others	34,8%
<b>Total</b>	<b>100,0%</b>



# Management team



**Christina Lindstedt**  
(CEO)

**Born:** 1968

**Position:** CEO since September 2020.

**Other ongoing assignments:** CEO and deputy board member of Smoke Free Systems Finance AB, board member Scanfil Oy, previous board assignment Handicare.

**Previous assignments in the last five years:** Board member Swedish Lorry Parts, board member Minalyze, advisor through own company.

**Other relevant experience:** Christina has an international Msc of Business Administration & Economics from the Gothenburg School of Economics. She has worked in various leadership positions at Electrolux and Sony mobile, 1994 – 2014, based in Sweden and abroad. Christina is a partner at Stockholm Affärsänglar and has acted as an advisor to various medium-sized B2C and B2B companies.

**Holdings in QelanAir:** 60,000 shares and 47,989 subscription options.



**Henrik Resmark**  
(CFO)

**Born:** 1969

**Position:** CFO since 2013.

**Other ongoing assignments:**

**Previous assignments in the last five years:** Deputy Board member of Rökfrtia AB

**Other relevant experience:** Henrik has a Master of Science in Business and Economics with an international specialization from Lund University. Henrik has previous experience as controller at a listed company, management consultant at Carta Corporate Advisors, project manager at Aros Securities/ Nordea Securities Corporate Finance between 1998 and 2003 and CFO at NeuroNova/Newron between 2003 and 2013.

**Holdings in QleanAi** 30,000 shares, 16,717 subscription options.



# Board of Directors



**Bengt Engström**  
(Chairman)

**Born:** 1953

**Position:** Chairman since 2020.

**Other ongoing assignments:** Chairman of Nordic Flanges AB, BEngström/BEngström Förvaltning AB, IFG Duroc. Board member of Bure Equity AB, Scanfil Oy, Real Holding AB, ScandInova Systems AB, Scandinavian Chemotech AB and KTH Executive School AB.

## Towe Resson

Born 1966,

MSc Industrial Design from Gothenburg University, provides the board with solid industrial design expertise. Towe is today VP Global Design at Husqvarna Group AB where she started her career in 2006. Towe has previously held positions as core team member of the Virtual Innovation Lab and the Digital Solutions Planning and Connectivity Hub at Husqvarna Group. She is independent in relation to the company and management and in relation to the company's major shareholders.



**Johan Westman**  
(Board member)

**Born:** 1959

**Position:** Board member since 2020.

**Other current positions:** CEO of Metenova AB, board member of Callidus AB

## Johan Ryrberg

Born 1959

BBA Stockholm School of Economics, provides the board with solid CFO and industrial expertise as Johan held several leading positions, including CFO, during his 20-year career at Camfil Group, a global manufacturer of air filtration systems. Johan has previously held positions as CFO Ovako, interim CFO Perstorp Group and Cabonline Group. He is independent in relation to the company and management and in relation to the company's major shareholder.



**Mats Hjerpe**  
(Board member)

**Born:** 1974

**Position:** Board member since 2012.

**Other positions:** Chairman of Smoke Free Systems Finance AB. Board member of Caybon International AB, Caybon Holding AB, Caybon LP AB, 4C Group AB, Hedskog Equity AB, Priveq Holding V AB, Aquilonis AB, Aquilonis Invest AB and deputy board member of Priveq Advisory AB, Priveq Investment V (B) AB and Priveq Investment V (A) AB.