



 QleanAir



# Investor Presentation Q3 2021



# Premium CleanTech solutions for indoor air cleaning



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
- 4.89 billion m<sup>3</sup> clean air/month
- Ticker QAIR Nasdaq First North Premier Growth Market



# Highlights Q3 | Solid growth in Facility Solutions and strong profitability

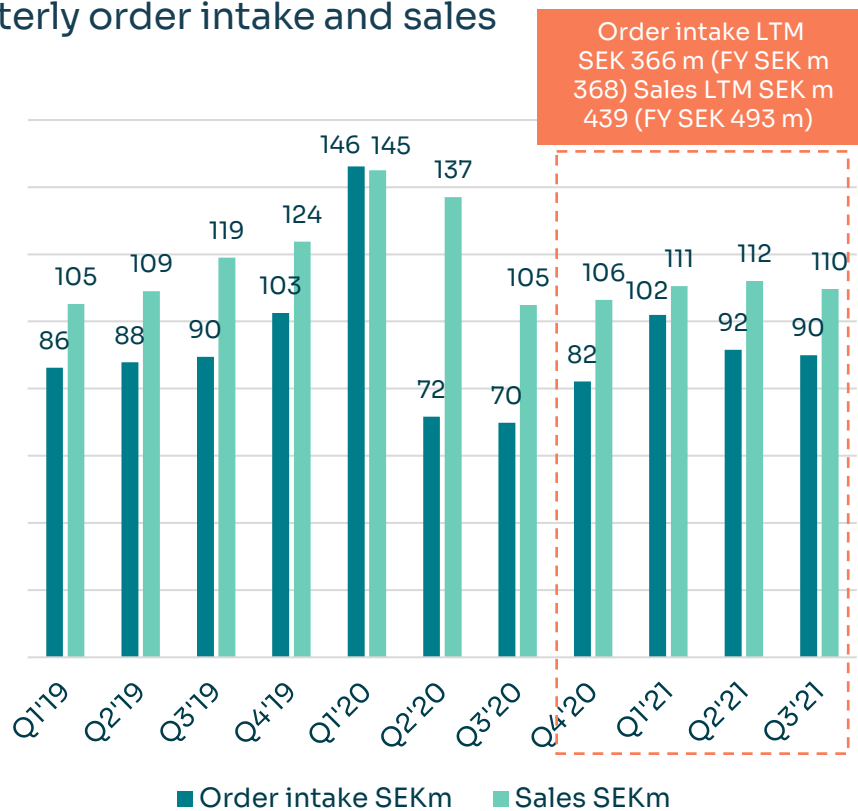


- Total order intake up 29% to SEK 89.9 m (69.8), mainly driven by EMEA and APAC.
- Total sales increased 5% to SEK 109.7 m (104.9) and currency adjusted sales amounted to SEK 113.1 m (113.5).
- Sales for Facility solutions increased with 104% to SEK 20.7 m (10.2), representing 19 (10) % of total sales.
- The installed base increased 17% to 10 980 (9 406) and our delivery of clean air increased with 30%.
- The EBIT-result was SEK 24.8 m (17.8) with a solid EBIT-margin of 22.6 (17.0)%. Cash flow from operations amounted to SEK 21.6 m (22.4).
- Turbulent quarter with component shortages and increased material prices, projected to continue into 2022.

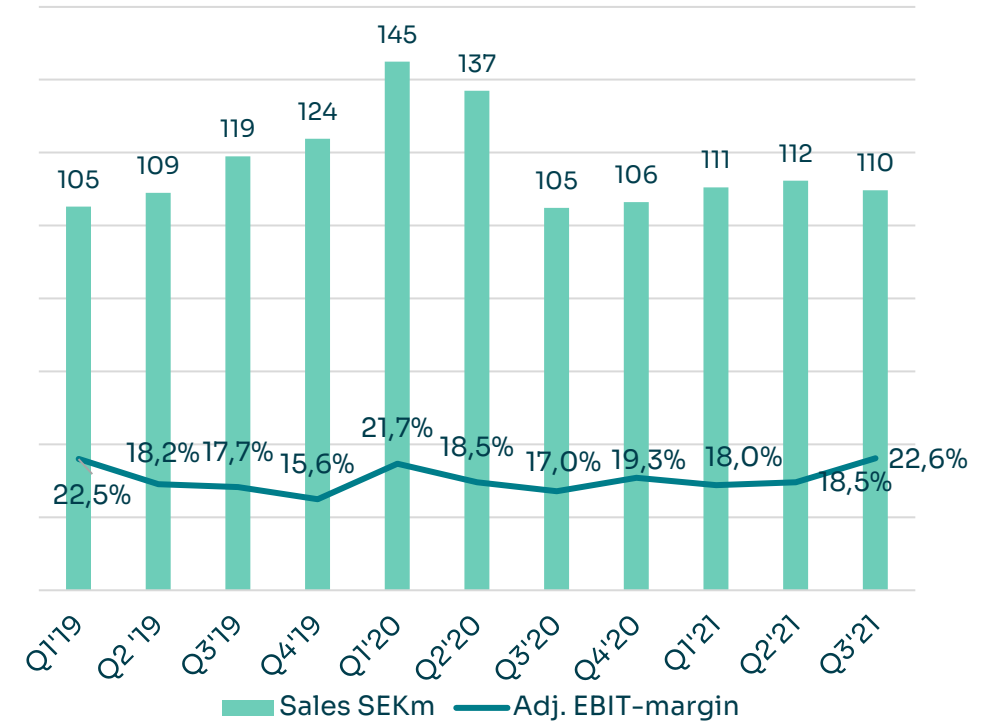


# Stable order intake and sales – strong EBIT-margin performance

## Quarterly order intake and sales



## Quarterly sales and EBIT-margin

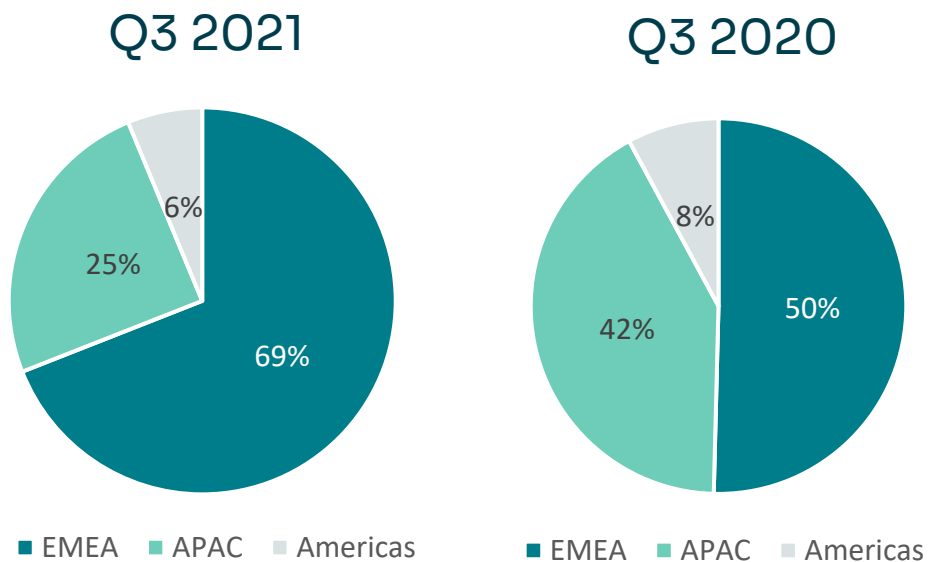


The definition of order intake has been revised from 01/01/2021. All customer contracts are now included in order intake. Comparative figures 2020 have been recalculated for comparability.

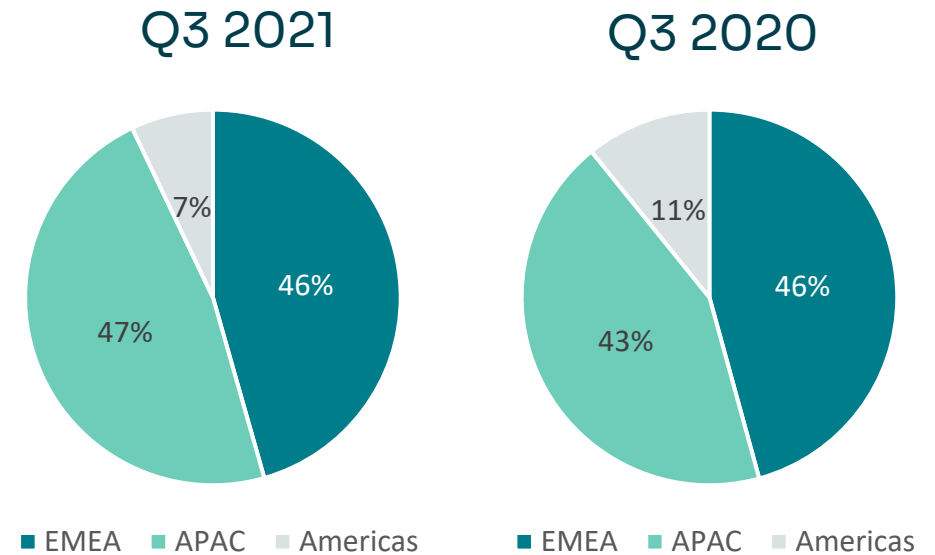


# Strong performance in EMEA, good development in APAC

## Order intake split by region



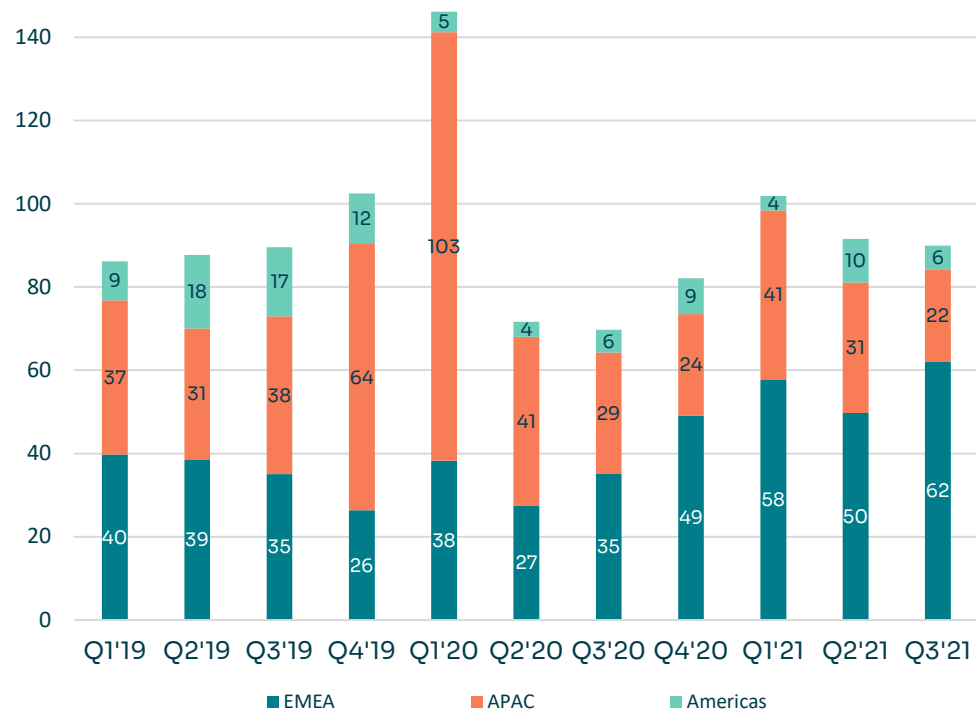
## Sales split by region





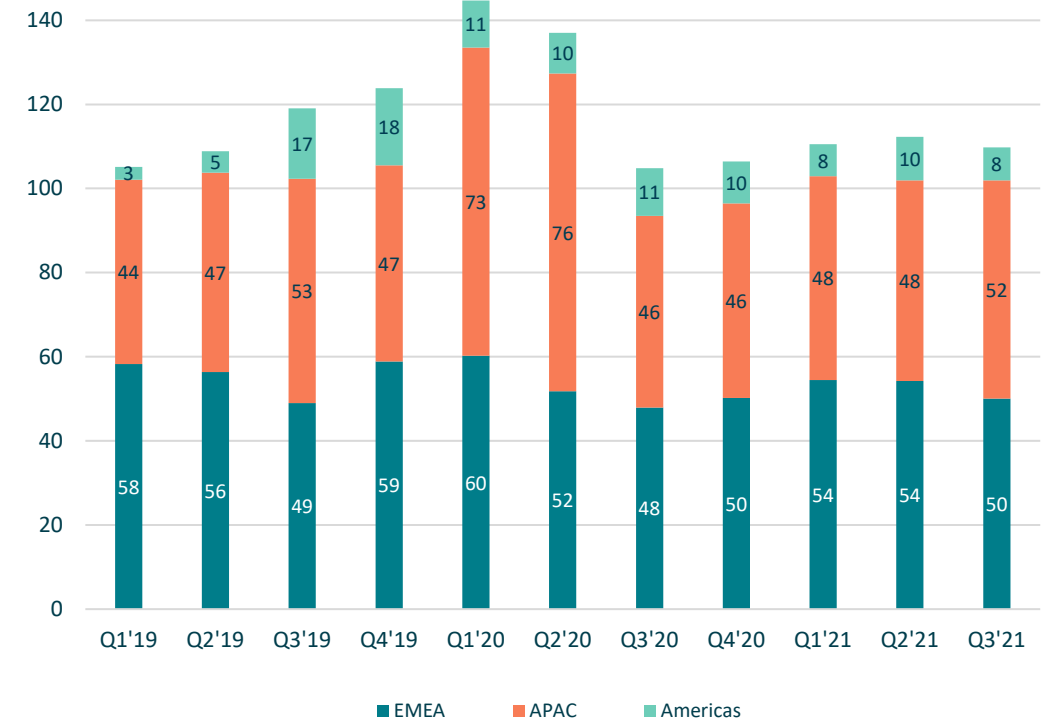
# Stable order intake and steady sales development quarter on quarter in both EMEA & APAC

### 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 the core segments



Production



Warehousing/logistics

- Continued business with PostNord in Nordics



Food

- New business opportunities in Denmark



# and continued to develop new customer segments



## Healthcare

- Order from school in a hospital system in Germany



## Offices

- Japan – cross-selling and new customers
- DE cross-selling and new customers, eg Rügenwalder Mühle, a prominent producer of charcuteries.



## Schools

- Continued orders from schools in DE
- Frame agreement with school system in Austria



# Strong sales growth driven by increased sales from European customer base and cross-selling in Japan

## Segments & sectors

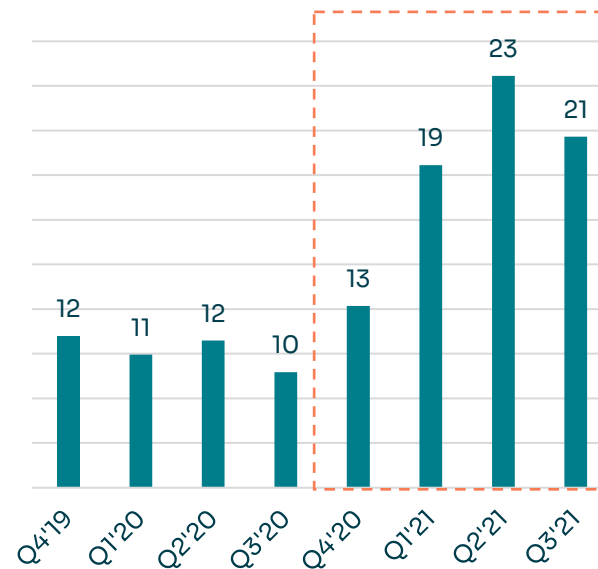
- Industry/automotive
- Food
- Logistics
- Offices
- Healthcare
- Schools

## Markets

- Cross-selling in current markets i.e. Germany and Japan
- Extended coverage into new segments in existing markets
- Continued geographic expansion

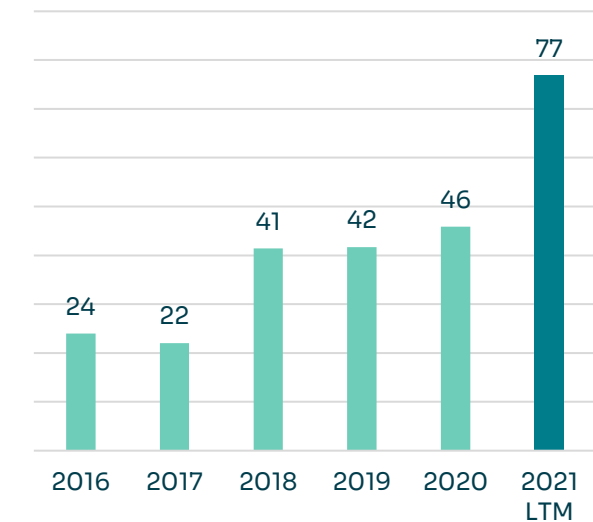
New product launches in 2020 performing well.

Quarterly sales, Facility Solutions



SEK m

LTM sales, Facility Solutions



SEK m



# Cabin Solutions





# Mature market in Europe & continued growth opportunities in APAC for Cabin Solutions

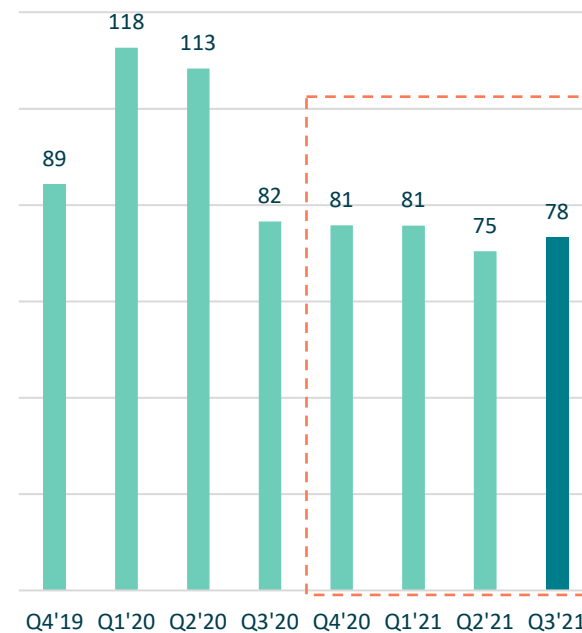
## Markets

- Strong renewals in both JP and EU
- Stable performance in Europe
- Continued growth opportunities in APAC
  - Health Promotion Act in force in Japan since April 2020
  - Lock-down Japan Jul/Aug, improved situation from Sept

## Segments & sectors

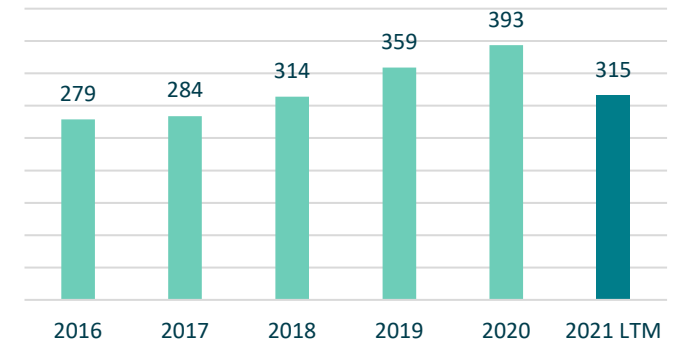
- Offices
- Industry/manufacturing
- Institutions
- Public spaces

### Quarterly sales, Cabin Solutions

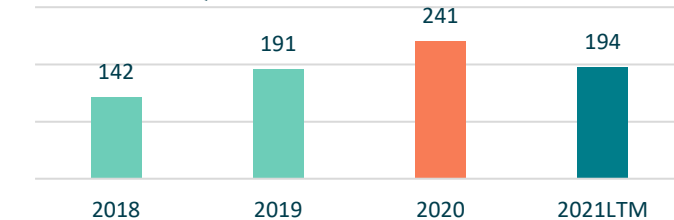


▲ Health Promotion Act

### LTM sales, Cabin Solutions

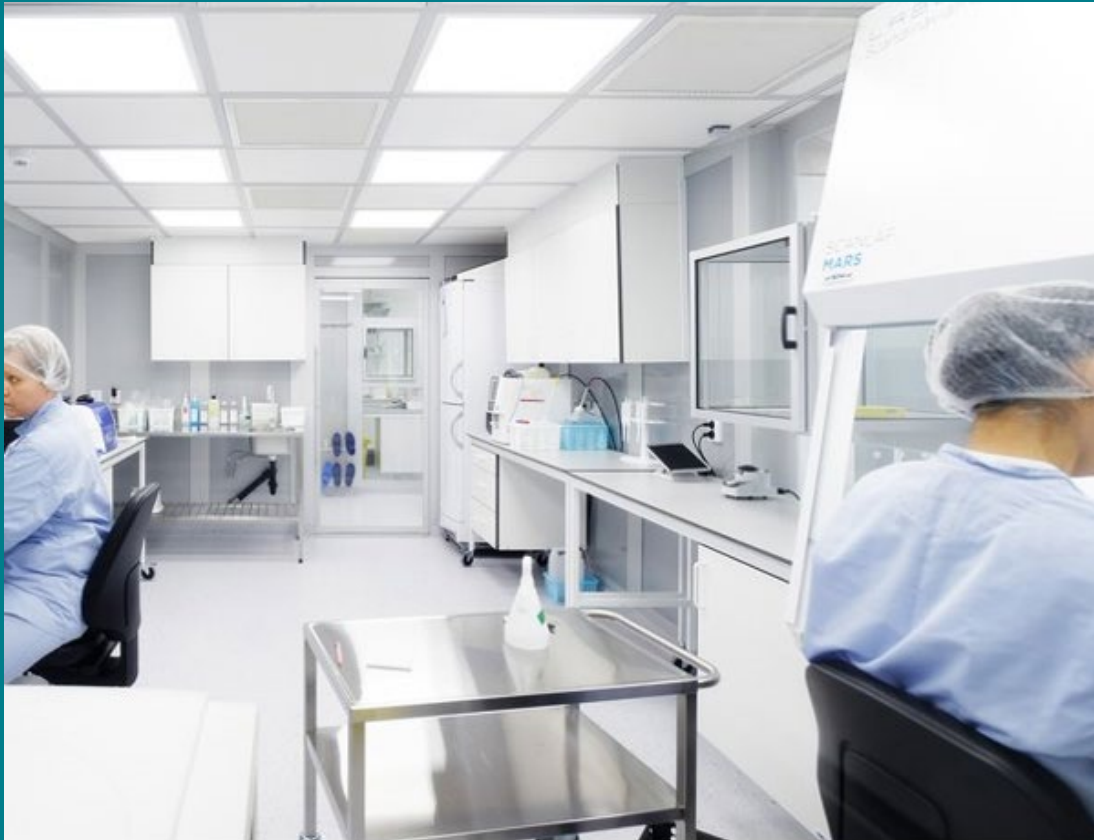


### LTM sales, APAC





# Room Solutions





# Room Solutions – High activity level in the Nordic Region

## Modest performance in the quarter

- Delay in one larger US cleanroom order, of 1 MUSD with an existing customer. Pending negotiations to pursue other cleanroom needs for that same customer instead. Negative impact on revenue generation in Q3.
- Focus on turning strong US pipeline into orders
- Strong pipeline and orderbook in the Nordic Region. High activity level in installations.

## Segments & sectors

- Pharmacies, Healthcare, medtech.

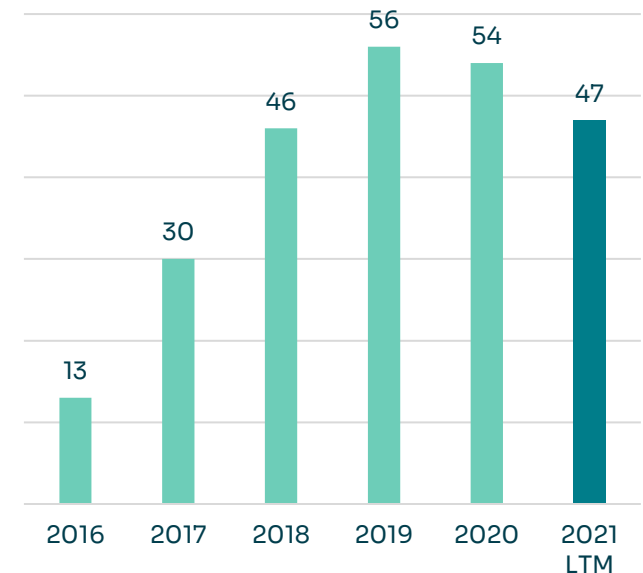
## Markets

- US
- Nordics

Quarterly sales, Room Solutions



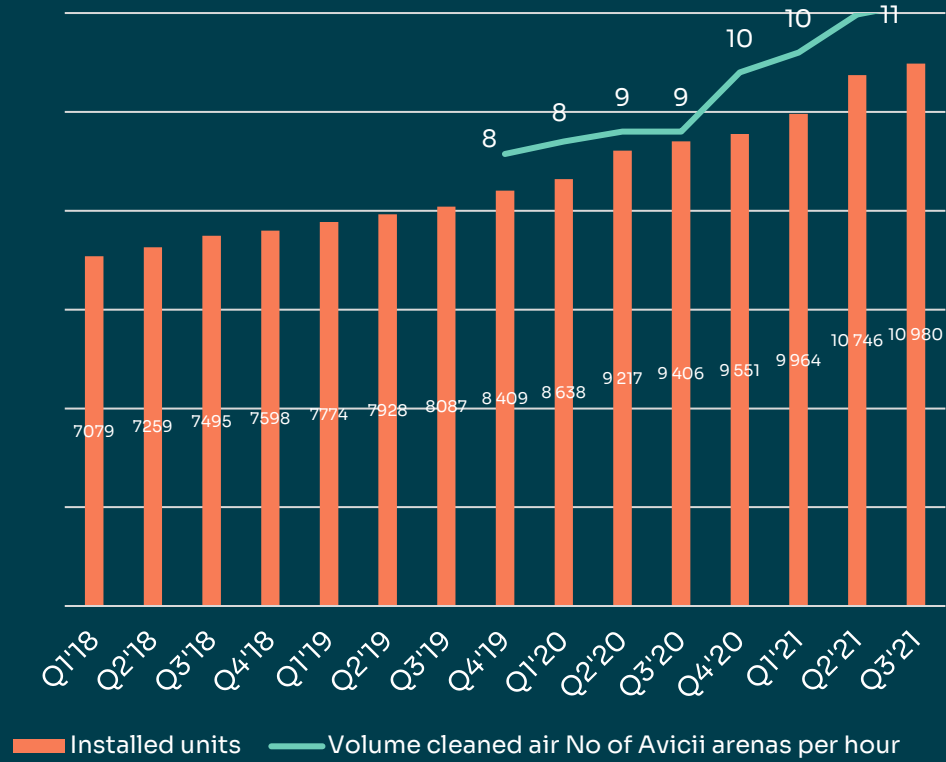
LTM sales, Room Solutions



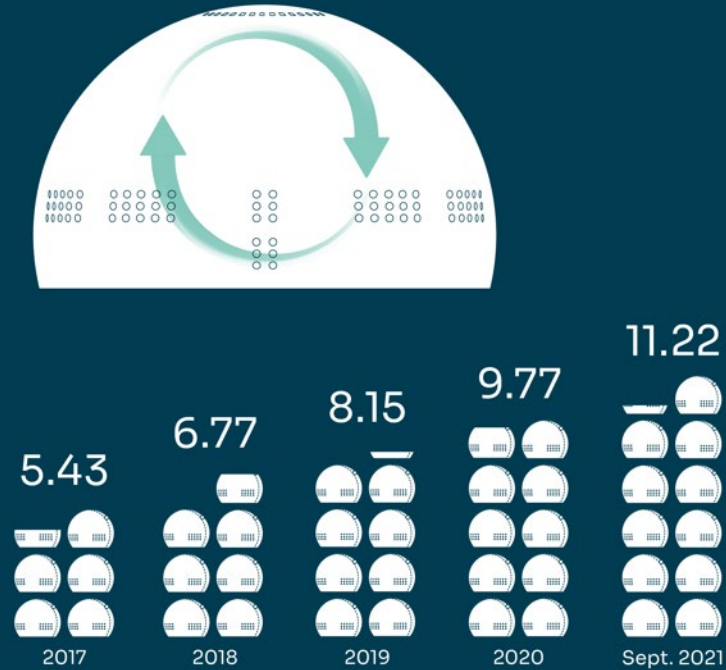




# Increased installed base drives growth in volumes of cleaned air



Number of Avicii arenas cleaned per hour





# Financial update

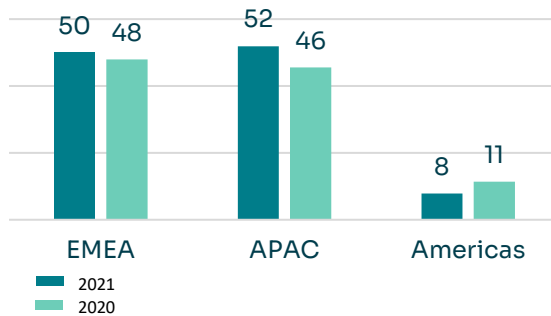
Henrik Resmark, CFO



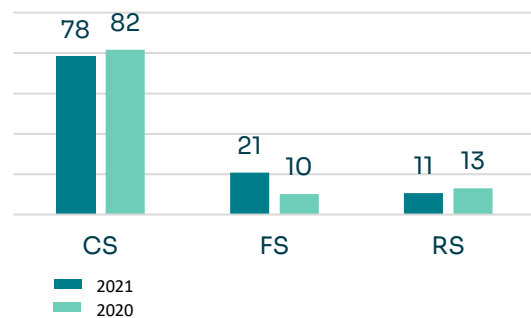
# Q3 increased order intake

- New product launches in Facility Solutions drives the growth in EMEA
- Continued growth opportunities in APAC

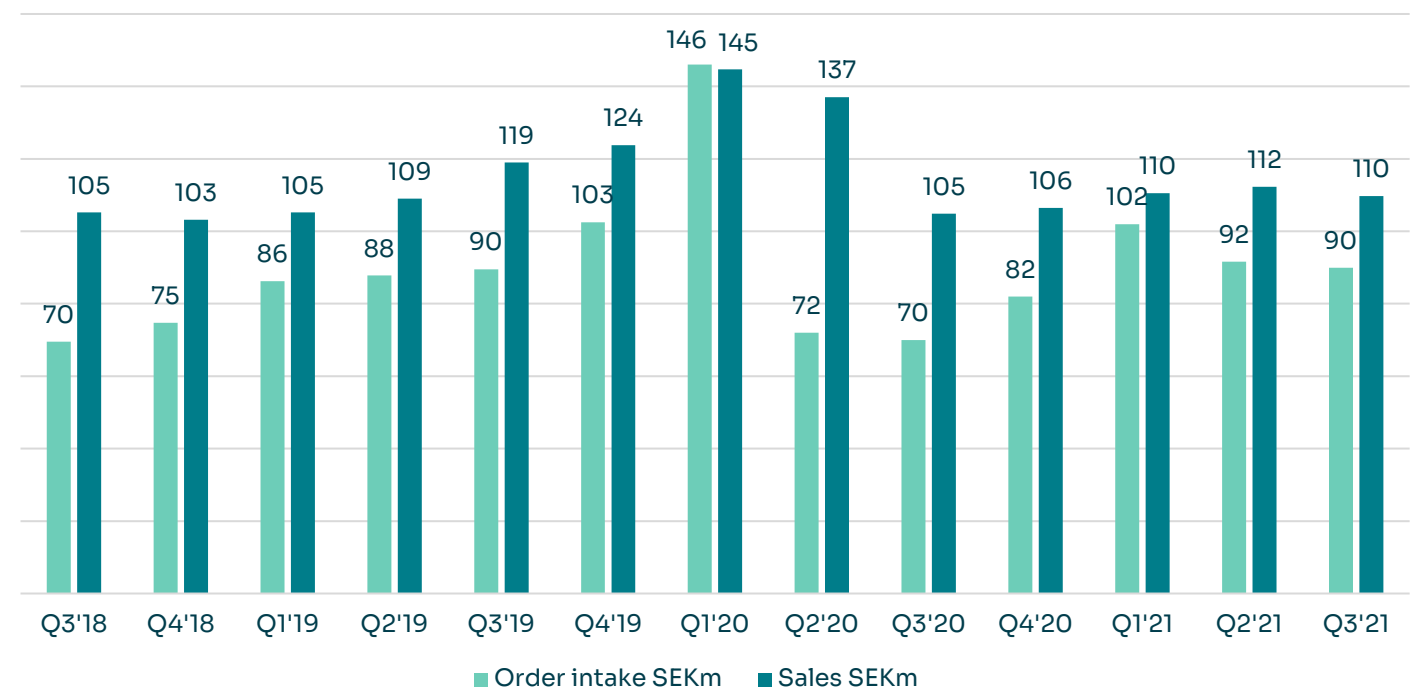
Sales by geography Q3 2021 vs Q3 2020



Sales by category Q3 2021 vs Q3 2020



Order intake and sales



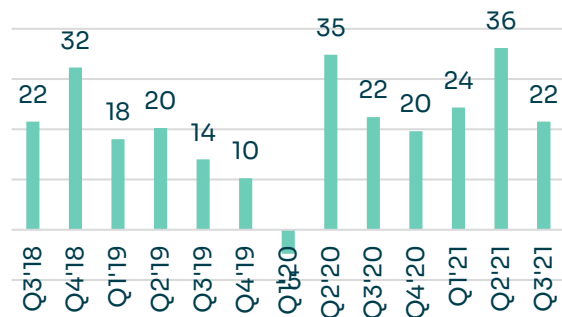
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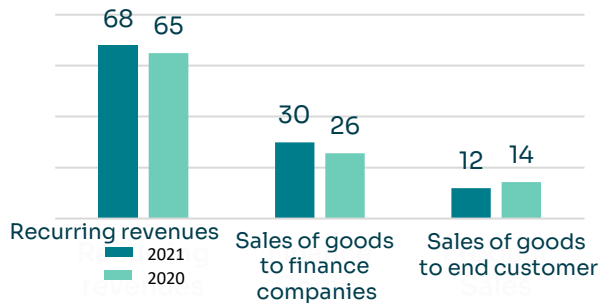
# Q3 Profit and loss comments

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

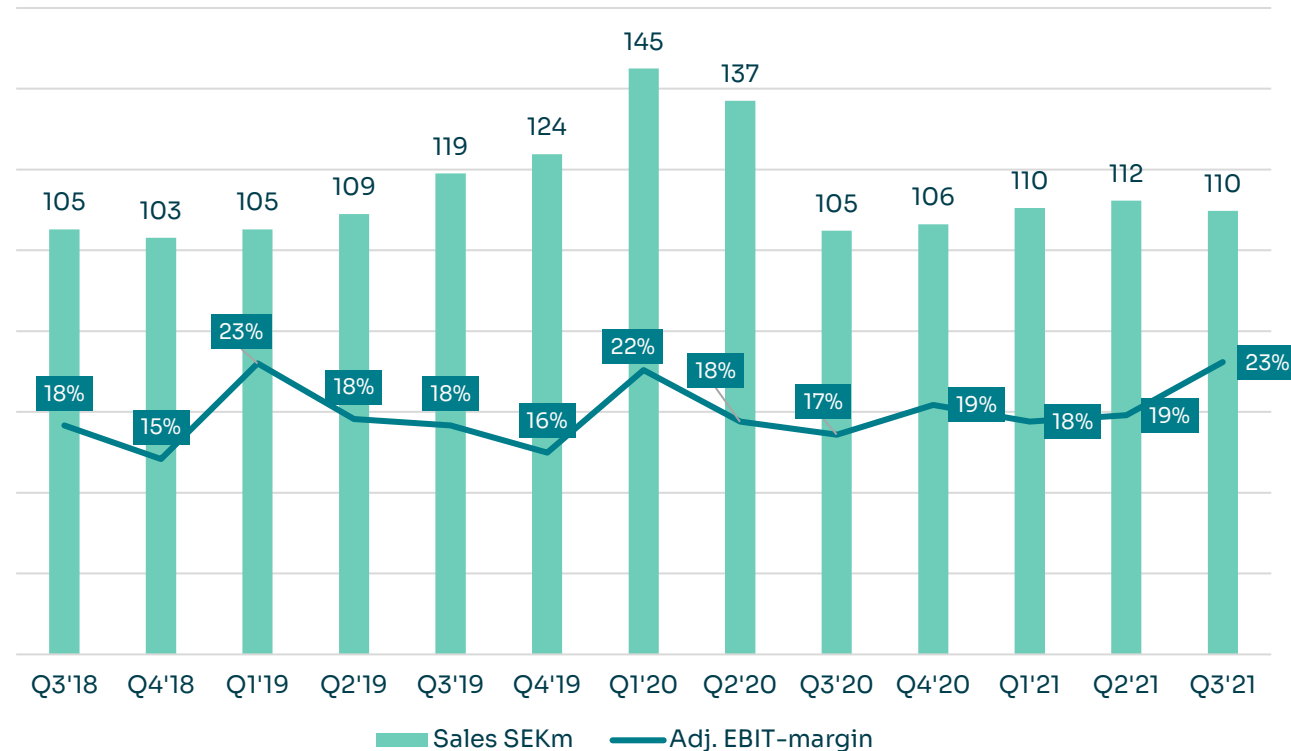
Cash flow from operations, SEK m



Sales by revenue stream Q3 2021 vs Q3 2020, SEK m



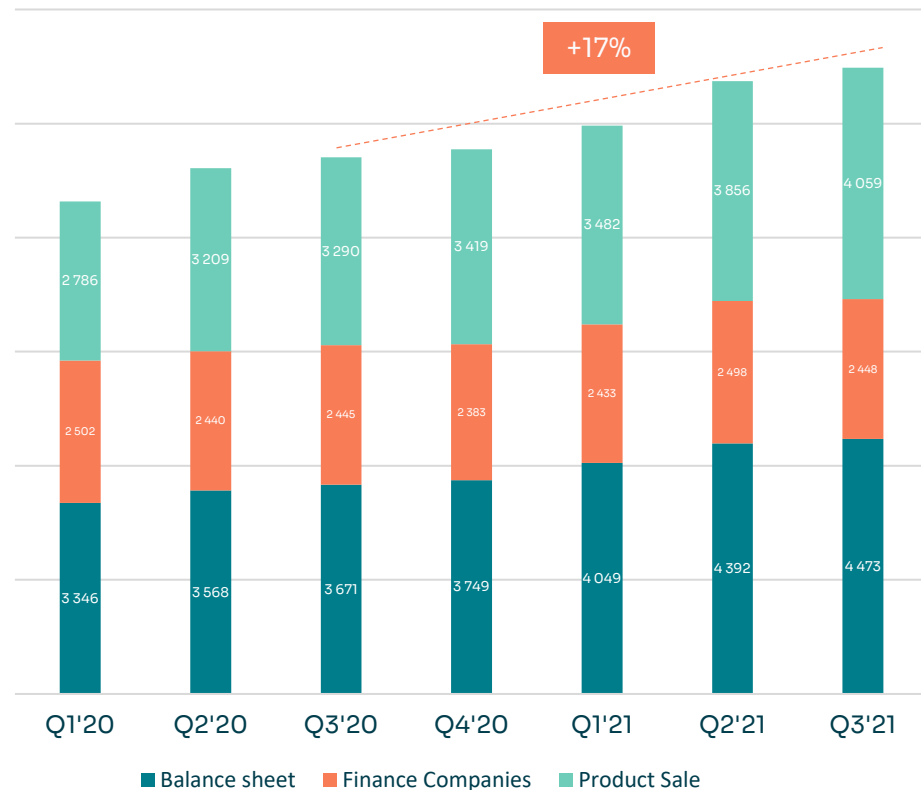
Quarterly sales and adjusted EBIT-margin



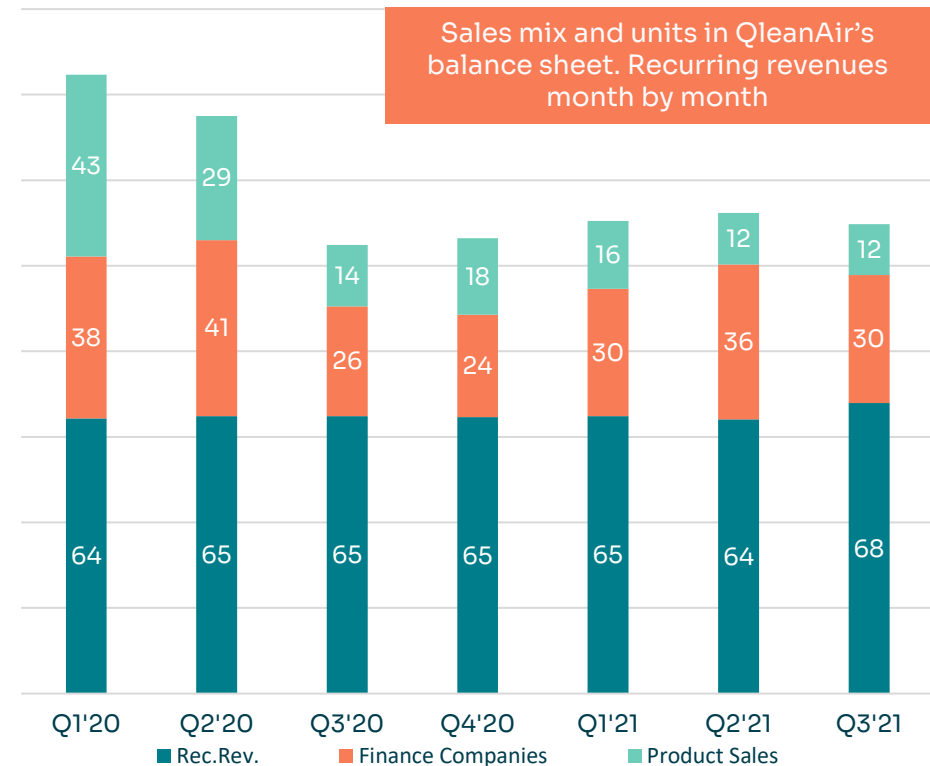


# Growth in installed base generates stable recurring revenue

## Development of the installed base



## Revenue split





# Cash generating business model

- Stable performance from cash generating business model cash-flow MSEK 21.6 (22.4)
- Net debt decreased to MSEK 166,6 (207,2)
- Net debt/Equity Ratio 0,9(1,5)

TSEK	July-Sept 2021	July-Sept 2020	Jan-Sept 2021	Jan-Sept 2020	Full year 2020
<b>Operating activities</b>					
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
<b>Total</b>	<b>25 867</b>	<b>9 349</b>	<b>75 481</b>	<b>50 062</b>	<b>79 342</b>
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
<b>Cash-flow from operations</b>	<b>21 550</b>	<b>22 408</b>	<b>82 077</b>	<b>52 479</b>	<b>72 133</b>

TSEK	2021-09-30	2020-09-30	2020-12-31
<b>ASSETS</b>			
Capitalized development cost	11 220	7 741	12 950
Goodwill	343 704	343 704	343 704
<b>Intangible fixed assets</b>	<b>354 923</b>	<b>351 445</b>	<b>356 654</b>
Leasing	13 298	16 045	15 662
Tangible fixed assets	48 830	49 609	41 566
<b>Tangible fixed assets</b>	<b>62 128</b>	<b>65 654</b>	<b>57 228</b>
Deferred tax	4 255	5 631	4 624
<b>Fixed assets</b>	<b>421 306</b>	<b>422 730</b>	<b>418 506</b>
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
<b>Current assets</b>	<b>185 487</b>	<b>197 312</b>	<b>166 655</b>
<b>TOTAL ASSETS</b>	<b>606 792</b>	<b>620 042</b>	<b>585 161</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>			
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
<b>Shareholders' Equity</b>	<b>187 018</b>	<b>140 853</b>	<b>156 907</b>
Long term interest bearing liabilities	210 760	236 931	230 388
Other liabilities	6 465	7 906	6 643
<b>Long term liabilities</b>	<b>217 225</b>	<b>244 837</b>	<b>237 031</b>
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
<b>Current liabilities</b>	<b>202 548</b>	<b>234 352</b>	<b>191 223</b>
<b>Liabilities</b>	<b>419 773</b>	<b>479 189</b>	<b>428 253</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>606 792</b>	<b>620 042</b>	<b>585 161</b>

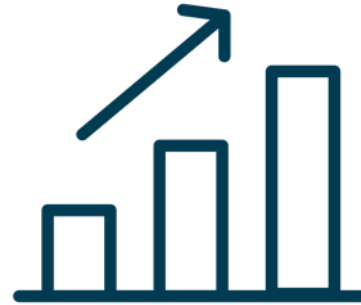


# Mid-term financial goals and dividend policy



## Organic sales growth

- ~10%



## Profitability

- 15-20% EBIT-margin



## Dividend

- 30-50% payout ratio



# Key activities – focused on top-line growth



- Continue to grow Facility Solutions;
  - Leverage new product launches and scalable customers
  - Cross sell to our large installed customer base > 3 000 customers globally
  - Develop our new customer segments and geographies
- Increase our direct sales force and partnerships to increase our reach in all regions
- Sales focus on the Room Solution side
- Grow our Cabin Solutions portfolio in Japan
- Continued investments in innovation and brand building.



A photograph of two women in business attire standing in a meeting room, looking at a document together. The image is overlaid with a dark teal color. The text 'Q&A' is written in white 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

2021-09-30

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%
<b>Ten largest shareholders</b>	<b>66,8%</b>
Others	33,2%
<b>Total</b>	<b>100,0%</b>



# Senior management



**Christina Lindstedt**  
CEO

**Born** 1968  
**Position** CEO since 2020

**Other assignments**

Deputy board member of Smoke Free Systems Finance AB, board member Scanfil Oy. Advisor through own company. Partner at Stockholm Affärsänglar. Previously Christina was board member Handicare, Swedish Lorry Parts and Minalyze. She has also held various leadership positions at Electrolux and Sony mobile during 20 years.

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



**Henrik Resmark**  
CFO

**Born** 1969  
**Position** CFO since 2013

**Other assignments**

Deputy board member of Rökfria AB. Henrik was previously CFO at NeuroNova AB/Newron AB, CFO AirPlus TV, project manager Aros Securities/Nordea Securities Corporate Finance and controller at Midway Holding AB.

**Holdings in QleanAir:** 30,000 shares and 16,717 subscription options.



# Board of Directors



**Bengt Engström**  
Chairman

**Born** 1953  
**Position** Chairman since 2020

**Other 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.



**Mats Hjerpe**  
Board member

**Born** 1974  
**Position** Board member since 2012

**Other assignments**  
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.



**Johan Westman**  
Board member

**Born** 1959  
**Position** Board member since 2020

**Other assignments**  
Johan is currently CEO of Metenova AB and board member of Callidus AB. He was previously board member and CEO of Biolin Scientific AB and chairman of Metenova AB.



**Towe Ressman**  
Board member

**Born:** 1966  
**Position:** Board member since 2021

**Other assignments**  
Towe is today VP Global Design at Husqvarna Group AB where she started her career in 2006. Has previously held positions as core team member of the Virtual Innovation Lab and the Digital Solutions Planning and Connectivity Hub at Husqvarna Group.



**Johan Ryrberg**  
Board member

**Born** 1959  
**Position** Board member since 2021

**Other assignments**  
Johan is currently interim CFO with ROL Global. Johan has previously held positions as CFO for Camfil Group and Ovako, as well as interim CFO for Perstorp Group and Cabonline Group.