



QleanAir



# QleanAir Investor Presentation Q4 & Year-End 2023



# Premium CleanTech solutions for indoor air cleaning



Sebastian Lindström  
CEO



Henrik Resmark  
CFO

Speakers



## Q4 in summary

- Recurring Revenues increased by 11%
- Improved operating margin
- The Board proposes dividend SEK 0.60 (0.00) per share

124 (120)

FY 503 (455)

Net sales, SEK millions

79 (71)

FY 306 (277)

Recurring revenues, SEK millions

67 (68)

FY 68 (71)

Adj. Gross-margin, %

7.8 (2.9)

FY 13.2 (10,9)

Adj. EBIT-margin, %

14 (10)

FY 63 (30)

Operating Cash-Flow, SEK millions

0.36 (-1.26)

FY 2.92 (0.89)

EPS, SEK

90 (109)

FY 395 (408)

Order intake, SEK millions



# Strong sales contribution from EMEA & APAC



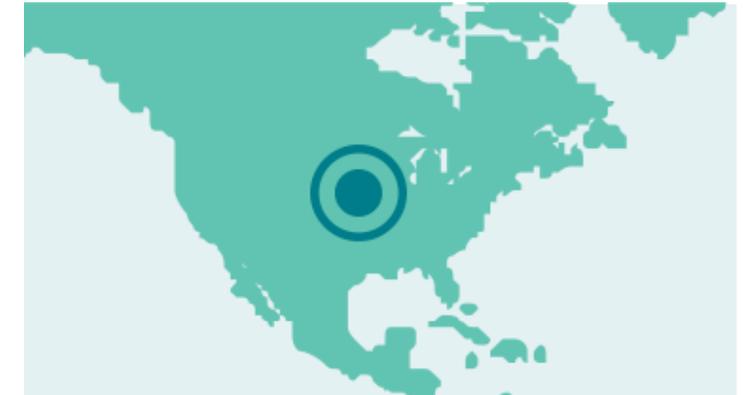
## EMEA – steady growth for third consecutive quarter

- Order intake SEK 42(41) million, corresponding 46(38)% of total order intake
- Q4 Revenues SEK 65 (50) million, +29%
- FY Revenues SEK 232 (216), +7%
- On track in Q4 and back to growth, continued success AirCleaners



## APAC – another solid quarter continued success Air Cleaners

- Order intake SEK 45(46) million, corresponding to 50(43)% of total order intake
- Q4 Revenues SEK 51 (54) million, -5%
- FY Revenues SEK 224 (207), +8%
- Solid performance and continued success for AirCleaners



## AMERICAS – continued high activities for Cleanrooms in USA

- Order intake SEK 3(22)million, corresponding to 4(20)% of total order intake
- Revenues SEK 8 (16) million, -52%
- FY Revenues SEK 48 (32), +48%
- Strengthening Salesforce further and activities to create value



We have; **great products, a very knowledgeable and strong team on board and some of the most demanding clients in the industry.**



## The Denntree Group, Germany

- Customer since 2018
- The leading organic specialist retailer in German-speaking countries, with more than 7 500 employees at over 380 locations.
- To ensure high product quality, an air cleaning solution was needed to improve the air quality in the production area where cheese is packed.
- Eight FS 70 air cleaners were installed in the production area and to improve the work environment, one smoking cabin were installed in the smoking room.

## Moumo Climbing Studio, Sweden

- Customer since 2023
- Located in the heart of Stockholm, Moumo is a climbing studio that offers three floors of climbing, a yoga studio, a restaurant, a shop, and a fully equipped gym.
- The studio needed a solution to reduce the levels of chalk powder used by climbers that is easily spread in the air.
- Four FS 70 air cleaners were installed in the climbing studio, leading to reduced particle levels, healthier indoor air for members and staff and reduced cleaning costs.



# Upfront planning and thoroughness will determine outcome – top three priorities



## Cost control

- Cost improvement project launched in US focused on Cogs and Installation costs. 16-18 % improvement gradually within next 6 months.

## Sales efficiency

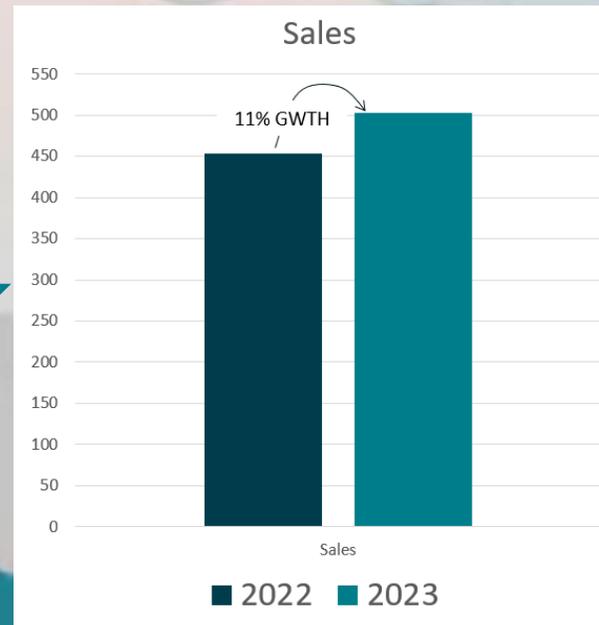
- Focused investments in France, Sweden and the US

## Customer focus

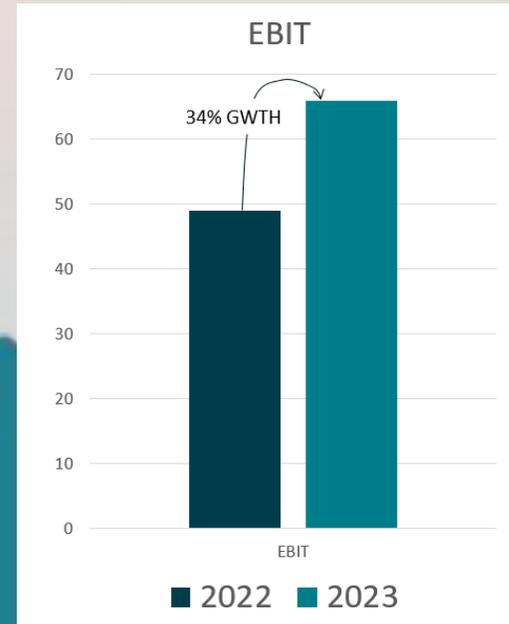
- Working on two three key exploration areas picked up in our product strategy workshops in 2023
- Preparing for the same process in 2024



# We are on the move!



(X)



Our focus on operational excellence and strategic acceleration are starting to pay off!

# The strength of our circular business model

- Geographical mix -> EMEA, APAC, Americas
- Product mix -> 3 product categories
- Customer mix -> more than 3 500 customers
- Regional supply chains -> EMEA, APAC, Americas
- High degree of recurring revenues ~60%

Increasing installed base generates **EPS** FY 2.92  
(0.89) SEK +228%

The Board proposes a dividend of  
**SEK 0.60** (0) per  
share to the AGM



# Financial update

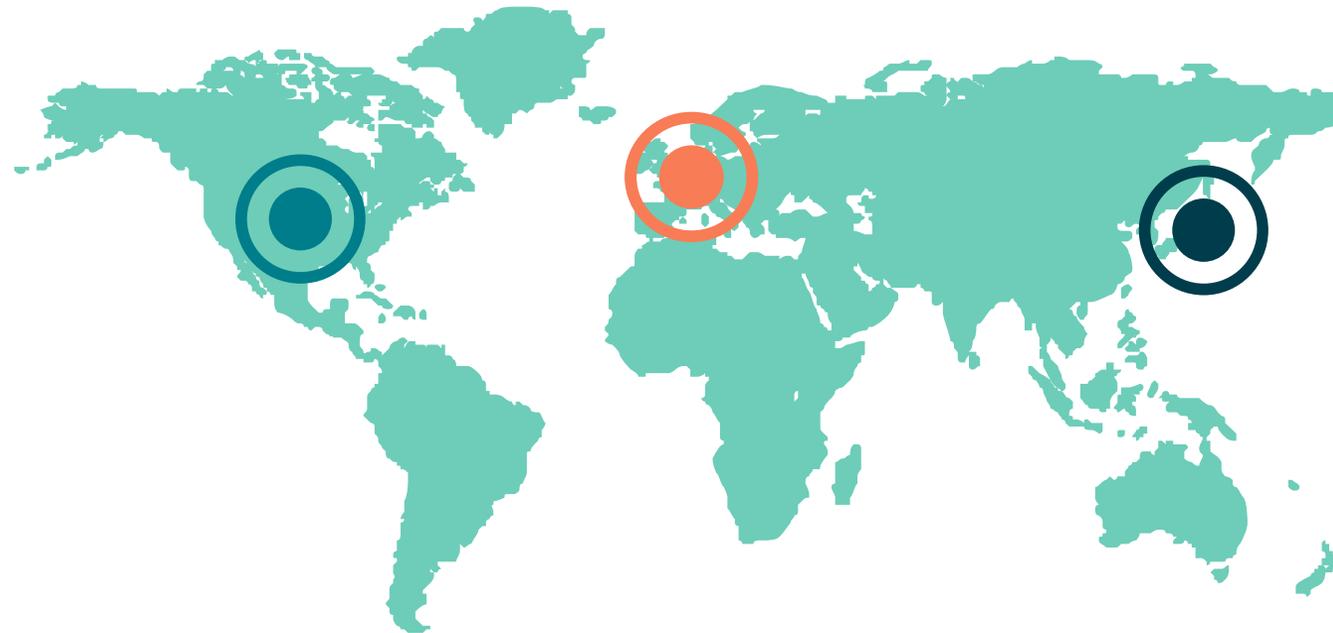
Henrik Resmark, CFO



## Q4 by region

# >3 500

Customers



### AMERICAS

- 6% (13) of sales
- 4% (20) order intake

### EMEA

- 53% (42) of sales
- 46% (37) order intake

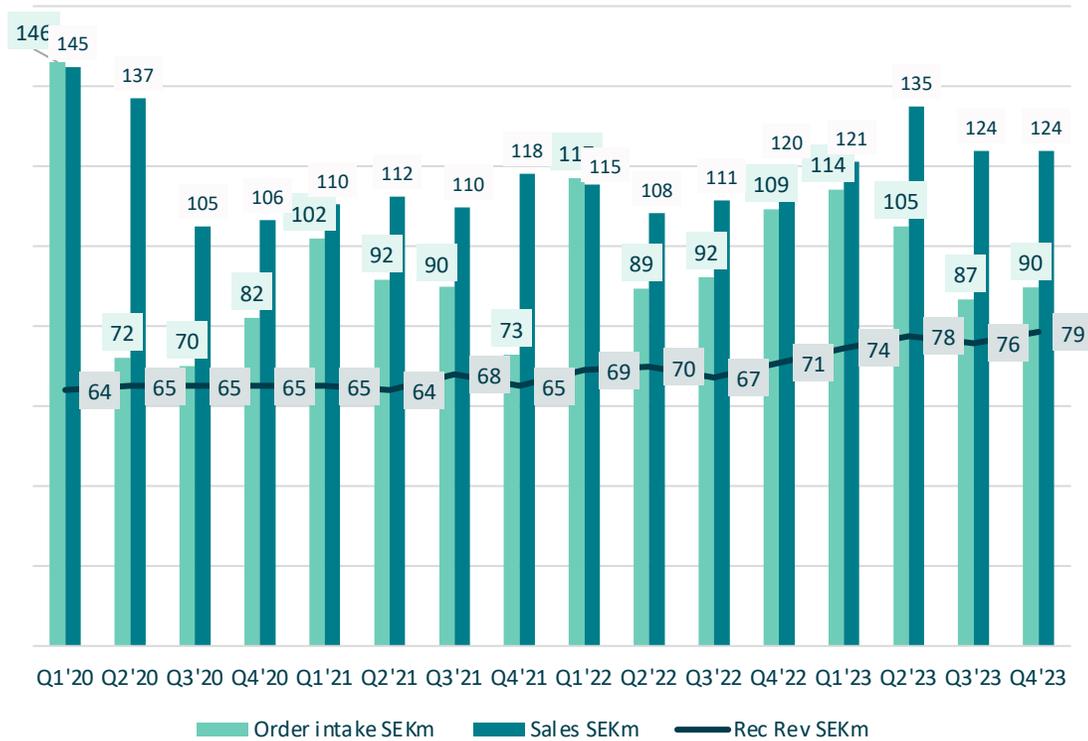
### APAC

- 41% (45) of sales
- 50% (43) order intake

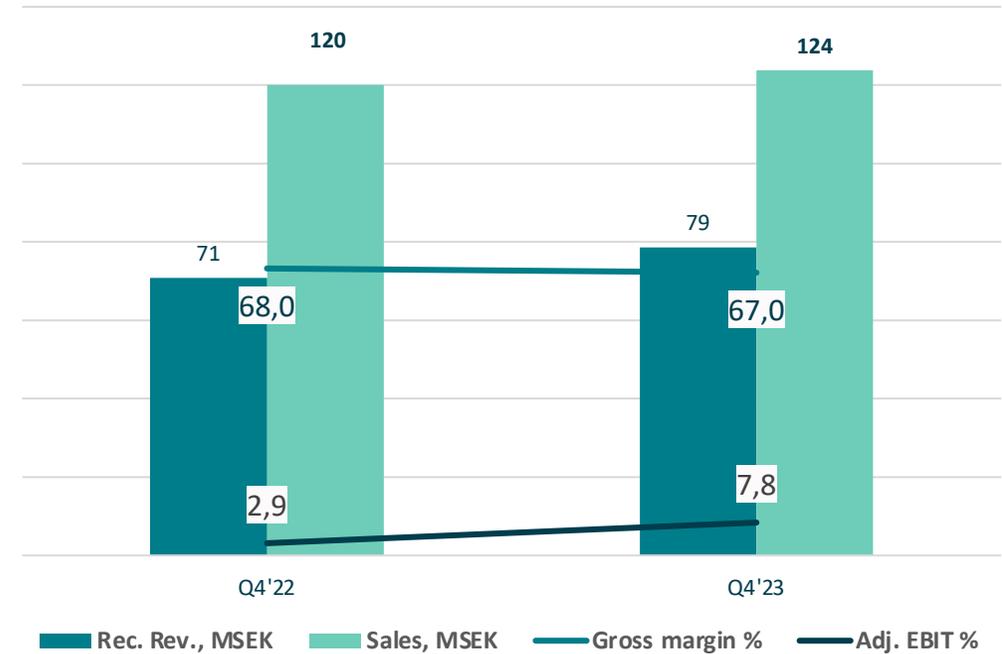


# Net sales Q4 – organic growth development

Order intake, sales & recurring revenues



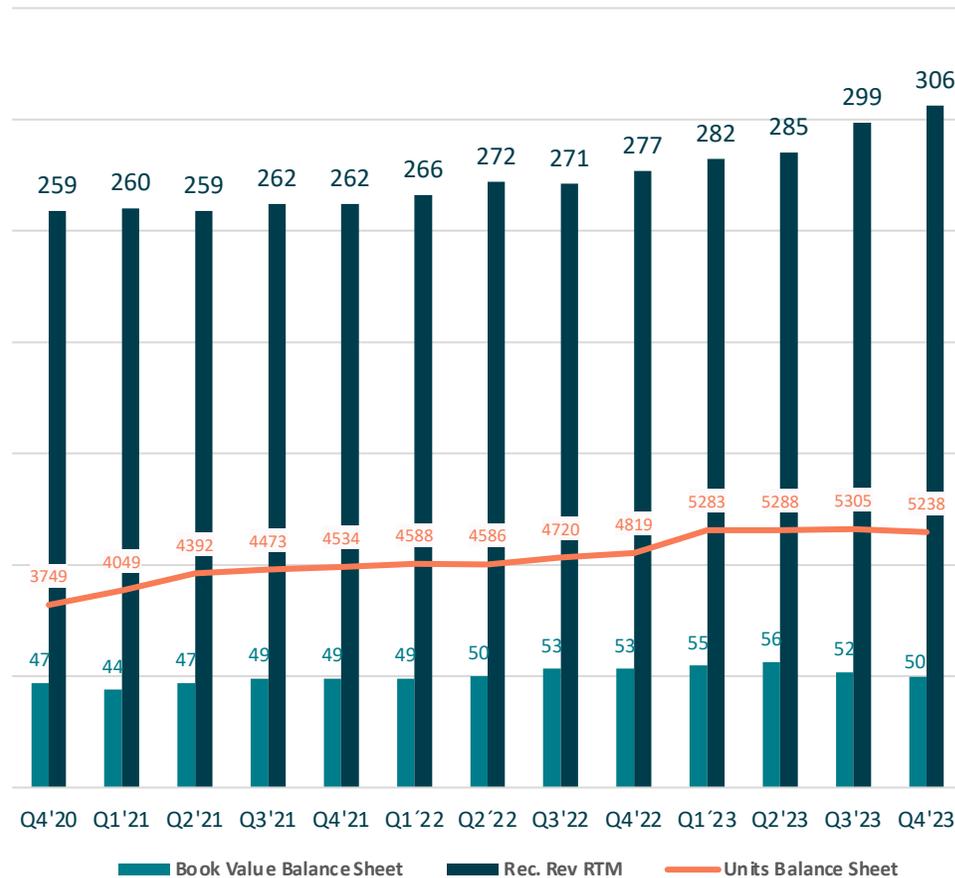
Order intake, sales and margins



- Organic growth
- Stable or improving Gross margin in Cabin Solutions and Air Cleaners which together account for 90% of our business



# Strong stable rental revenues from units in own balance sheet, service & maintenance contracts



## Per Unit ARR >5x Value in Balance Sheet

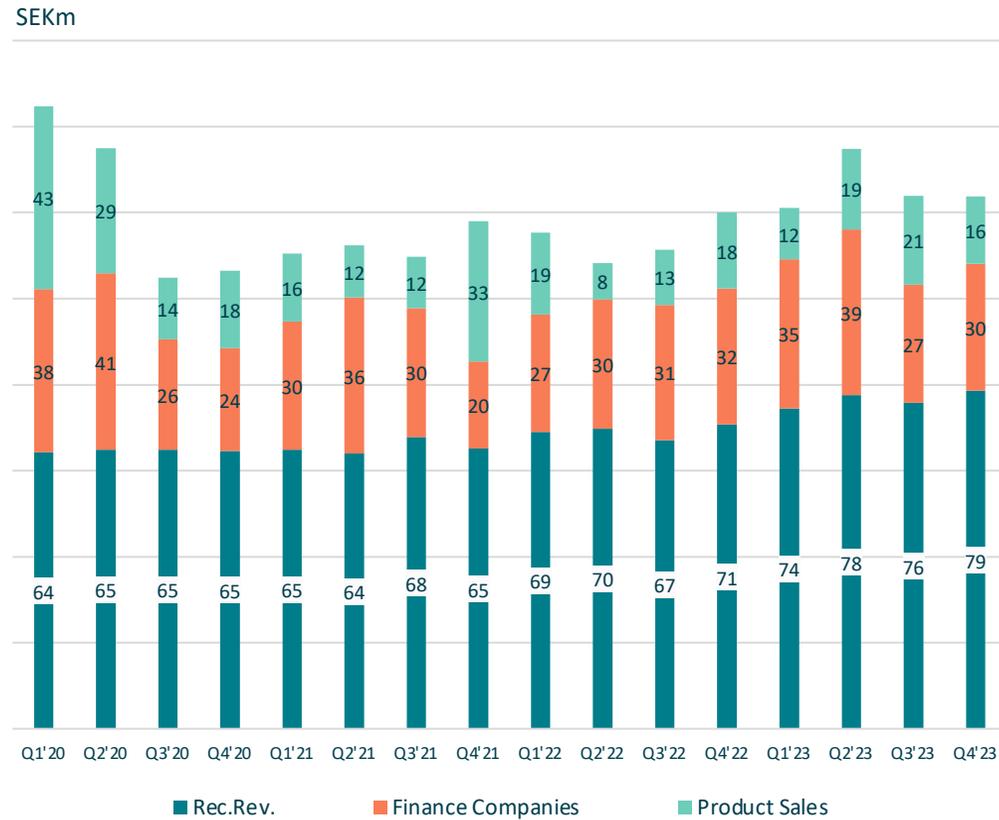
	Book Value, MSEK	Book Value/Unit, SEK	ARR/Unit, SEK
FY 2023	49.8	≈ 10 000	≈ 58 000

- Recurring revenues FY increased to 306 (277) MSEK, +11%
- Stable number of units in own balance sheet, partly thanks to circular business model
- End of period, per unit book value ≈ 10 000 SEK with an annual recurring revenue (ARR) of ≈ 58 000 SEK
- Very low CAPEX for units in own balance sheet, book value MSEK 50 (53)

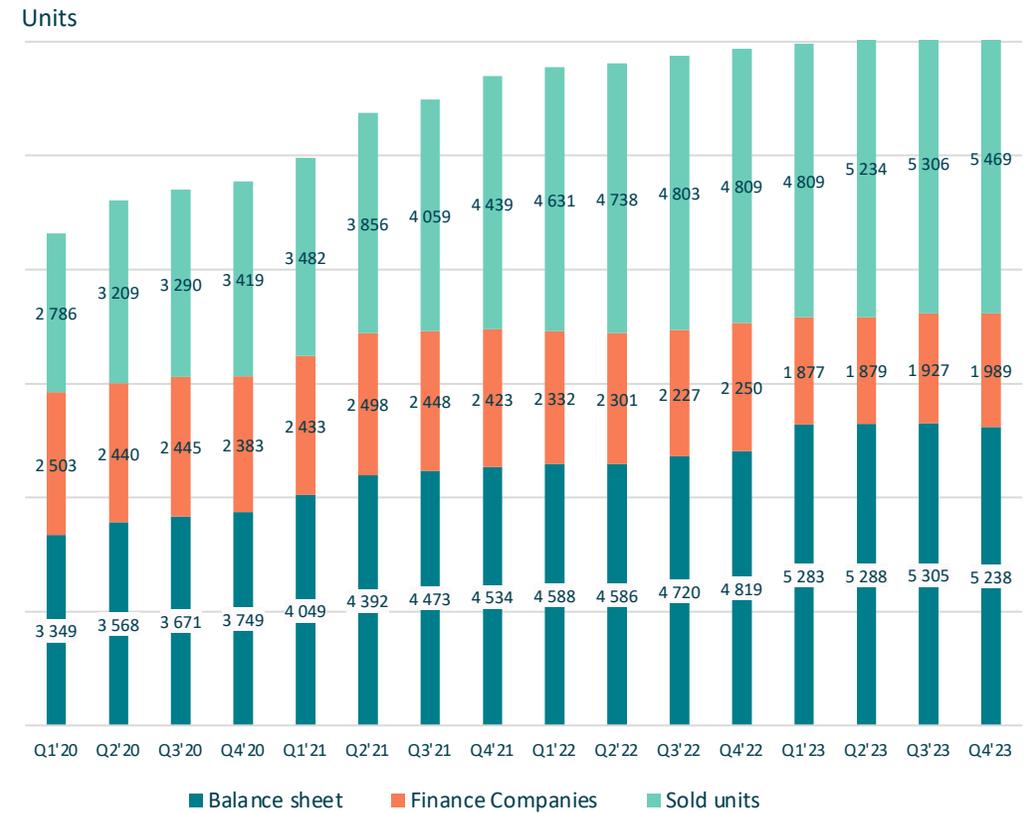


# Revenue split & installed base

## Revenue split



## Development of the installed base





# Balance sheet and cash flow

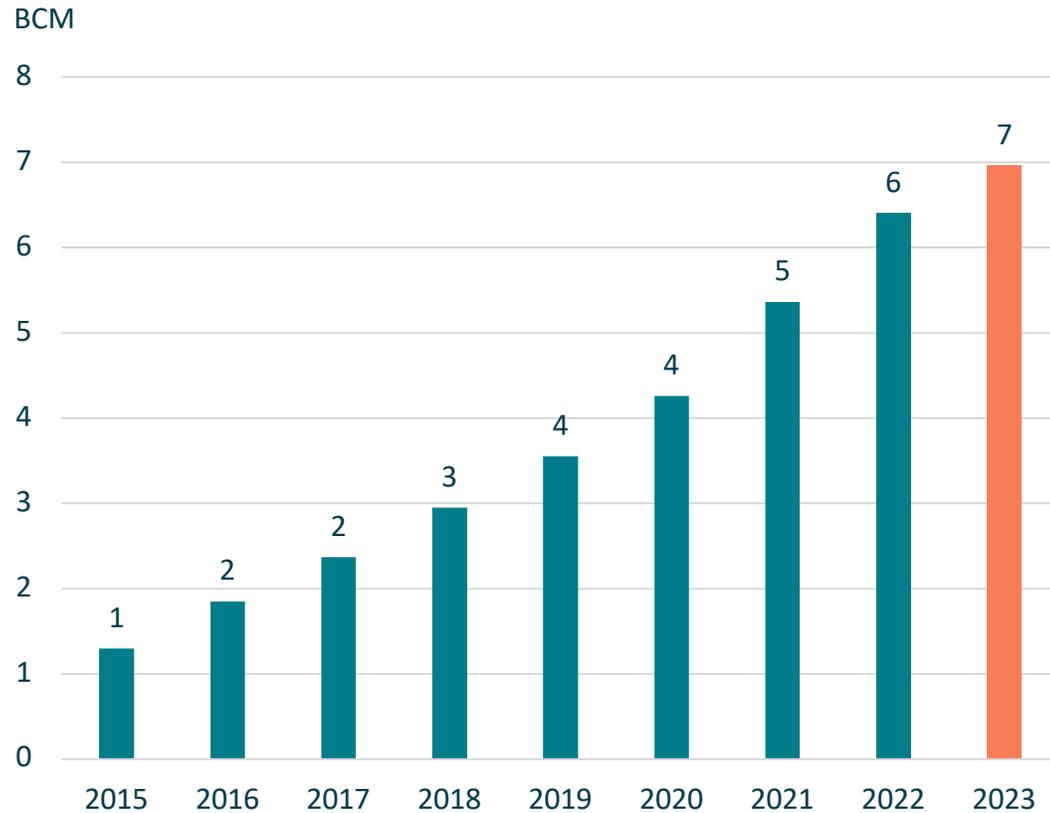
TSEK	Oct-Dec 2023	Oct-Dec 2022	Full year 2023	Full year 2022
<b>Operating activities</b>				
Operating income	9 627	-17 713	64 067	28 578
Adjustment for non-cash items	10 864	8 572	40 625	26 908
Net finance effect	-4 257	-3 616	-15 532	-9 207
Tax paid	6 520	412	-4 343	-8 094
<b>Total</b>	<b>22 754</b>	<b>-12 346</b>	<b>84 818</b>	<b>38 184</b>
Decrease (+)/Increase (-) inventories	1 658	7 537	-4 190	-14 619
Decrease (+)/Increase (-) account receivables	-5 976	4 754	-14 578	3 291
Decrease (+)/Increase (-) current assets	7 128	10 334	9 319	-16 885
Decrease (-)/Increase (+) account payables	1 685	-4 826	3 921	-1 047
Decrease (-)/Increase (+) current liabilities	-12 822	4 128	-16 641	20 807
<b>Cash-flow from ongoing operations</b>	<b>14 426</b>	<b>9 581</b>	<b>62 650</b>	<b>29 731</b>

- Improved cash flow, in the quarter and accumulated
- Net debt/equity ratio 0.7 (1.0), and equity ratio 33% (28%)
- Continue to amortize quarter by quarter according to plan

TSEK	2023-12-31	2022-12-31
<b>ASSETS</b>		
Capitalized development cost	13 214	13 485
Goodwill	343 704	343 704
<b>Intangible fixed assets</b>	<b>356 917</b>	<b>357 189</b>
Leasing	29 254	9 523
Tangible fixed assets	49 782	53 452
<b>Tangible fixed assets</b>	<b>79 036</b>	<b>62 975</b>
Deferred tax	69	619
<b>Fixed assets</b>	<b>436 022</b>	<b>420 783</b>
Inventories	60 482	59 947
Account receivables	40 417	26 921
Skattefordringar	0	16
Other receivables	9 689	8 170
Prepaid costs and accrued income	58 552	64 931
Cash and bank	56 885	66 956
<b>Current assets</b>	<b>226 025</b>	<b>226 942</b>
<b>TOTAL ASSETS</b>	<b>662 047</b>	<b>647 724</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
Share capital	7 430	7 430
Additional paid in capital	120 886	120 603
Translation differences	-18 241	-5 911
Balanced result	61 855	48 564
Result for the period	43 366	13 291
<b>Shareholders' Equity</b>	<b>215 295</b>	<b>183 976</b>
Long term interest bearing liabilities	144 375	170 546
Deferred tax liability	3 245	3 987
Other liabilities	22 136	2 723
<b>Long term liabilities</b>	<b>169 756</b>	<b>177 256</b>
Short term interest bearing liabilities	72 612	80 644
Accounts payable	38 357	35 842
Tax liabilities	9 166	1 204
Other short term liabilities	20 083	21 698
Other liabilities	7 420	7 057
Accrued expenses and deferred income	129 358	140 046
<b>Current liabilities</b>	<b>276 996</b>	<b>286 491</b>
<b>Liabilities</b>	<b>446 752</b>	<b>463 748</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>662 047</b>	<b>647 724</b>



# Cleaned air in billion cubic meters per month, +13% compared to last year



## # 1 Human health challenge

Air pollution is the primary environmental challenge for human health.

## 7 million

Around 7 million people die prematurely every year from exposure to polluted air.

## ≈ 90%

We spend around ≈ 90% of our lives indoors.

## ≤ 50 times

Indoor air can be up to 50 times more polluted than outdoor air.



# Q&A

Sebastian Lindström, CEO

Henrik Resmark, CFO

Thank you!



# In summary QAIR



Unique premium indoor air cleaning service based on circular, rental contracts

> 3 500 corporate customers mainly located in Europe, Japan and the USA

Pioneers in air cleaning technology with high barriers to entry

Asset light business model with an increasing number of units installed cleaning air



# Appendix



# Largest shareholders

2023-12-31 Shareholders	% , capital and votes
Staffan Persson (Swedia Capital)	26,5%
Avanza Pension	9,1%
Nordnet Pension	7,7%
Calandrella Ltd	6,6%
Fredrik Palmstierna	5,2%
Livförsäkringsbolaget Skandia	4,6%
CB LDN Citibank	2,0%
Frontier Liquidity Oy	1,8%
SEB Life Assurance, Ireland	1,5%
Sebastian Lindström	1,4%
<b>Ten largest shareholders</b>	<b>66,5%</b>
Other shareholders	33,5%
<b>Total</b>	<b>100,0%</b>



# 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.



**Fredrik Persson**  
Board member

**Born** 1984  
**Position:** Board member since 2023

**Other assignments**

Fredrik is currently working as an Investment Manager at Swedia Capital. He is holding board positions in a number of companies in the STIGA Sports Group, a number of companies in the Swedia Capital Group, Arctic Falls Aktiebolag, ETNetwork AB, GreenGold Group AB, Lundqvist Intressenter AB including a subsidiary, Optise AB and Spotlight Group AB. He is independent in relation to the company and management but not in relation to the company's major shareholders (Swedia Capital 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.



**Jan-Olof Backman**  
Board member

**Born** 1961  
**Position** Board member since 2023

**Other assignments**

Jan-Olof is a board member and chairman in Credentia AB, Layer Group AB and Northclean Group AB and a board member Sveab Holding AB and Tagehus Holding AB.



**Dan Pitulia**  
Board member

**Born** 1956  
**Position** Board member since 2023

**Other assignments**

Dan is currently working as managing director in Coala-Life AB and Coala-Life Group AB (publ). He is a board member in Pitulia&Co Ltd. Within the five past years,



# Senior management



**Sebastian Lindström**  
CEO

**Born** 1965  
**Position** CEO since dec 2022

**Other assignments**

Senior advisor VEA Ventures SRL, founder and chairman of Lindstrom Invest AB, board member of Heby Holding AB. He held several C-level positions in private equity owned companies: deputy CEO of Granggården, interim COO of Bodilsen A/S, CEO of Atea Holding AB.

**Holdings in QleanAir:** 210,000 shares and 445 776 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 29,545 subscription options.



# Communicated financial targets remain untouched

We have; great products, a very knowledgeable and strong team on board and some of the most demanding clients of the industry. Our previously communicated financial targets will remain untouched.

- Average annual rate of **organic growth** of approximately **10 percent (7-13%)** in the medium to long-term
- **EBIT-margin** of **15-20 percent** in the medium to long- term
- **30-50 percent** of the net profit for the year shall be distributed as dividends to shareholders. The dividend proposal shall take into account QleanAir's long-term development potential, financial position and investment needs.





# The freedom of clean air is the promise that we deliver on to our customers

## Sustainable products

Our offering – circular rental business model

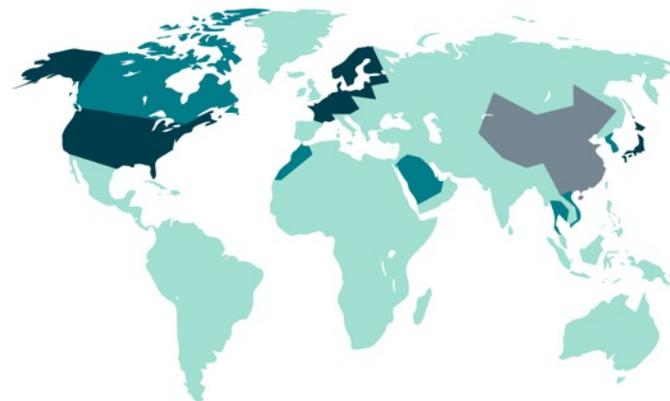
- Long-term rental and service agreement
- High quality products
- Performance guarantee
- Innovative products, design & solutions

Our impact

- Healthy indoor environment
- Safe handling of tobacco waste
- Protects people, products and processes

## Responsible value chain

- In total we have ten strategic suppliers
- Long term relationships with our partners, clear CSR requirements
- Local presence with manufacturing and service



● CleanAir sales agents and/or marketing partners   ● Distribution collaboration with third parties   ● Pilot market

## Attractive employer

- Work environment & working conditions
- Diversity
- Skills development



A photograph of two women in business attire standing together and reviewing documents. The image is overlaid with a dark teal color and features the QleanAir logo and name in white.

 QleanAir