



QleanAir



QleanAir Investor Presentation

Q1 2024



Premium CleanTech solutions for indoor air cleaning



Sebastian Lindström
CEO



Henrik Resmark
CFO

Speakers



Q1 in summary – Stable revenue and operating margin

- FX effect on topline
- Stable Recurring Revenues, 63% of total Net Sales
- EBIT margin 9.7% vs 13.7% previous year, however improved from 7.8% in Q4 2023

119 (121)

Net sales, SEK millions

75 (74)

Recurring revenues, SEK millions

69 (71)

Gross-margin, % (adj 2023)

9.7 (13.7)

EBIT-margin, % (adj 2023)

0 (11)

Operating Cash-Flow, SEK millions

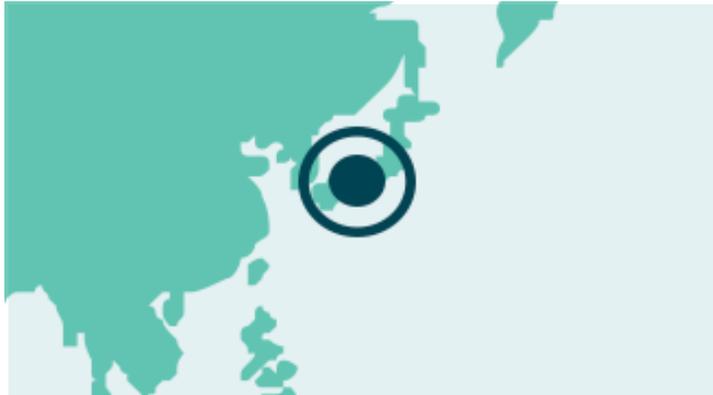
0.53 (0.68)

EPS, SEK

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



Stable Q1 – Air Cleaners & Cleanrooms represented 36 (26)% of total revenues



APAC – another solid quarter continued success Air Cleaners

- Q1 Sales SEK 50 (58) million, -14%, fx effect of SEK 6 million
- Furthermore, fewer contracts expired and could be renewed in the quarter.



EMEA – Strong performance from Air Cleaners

- Q1 Sales SEK 56 (54) million, +4%
- Cancellation of contracts related to schools in Germany

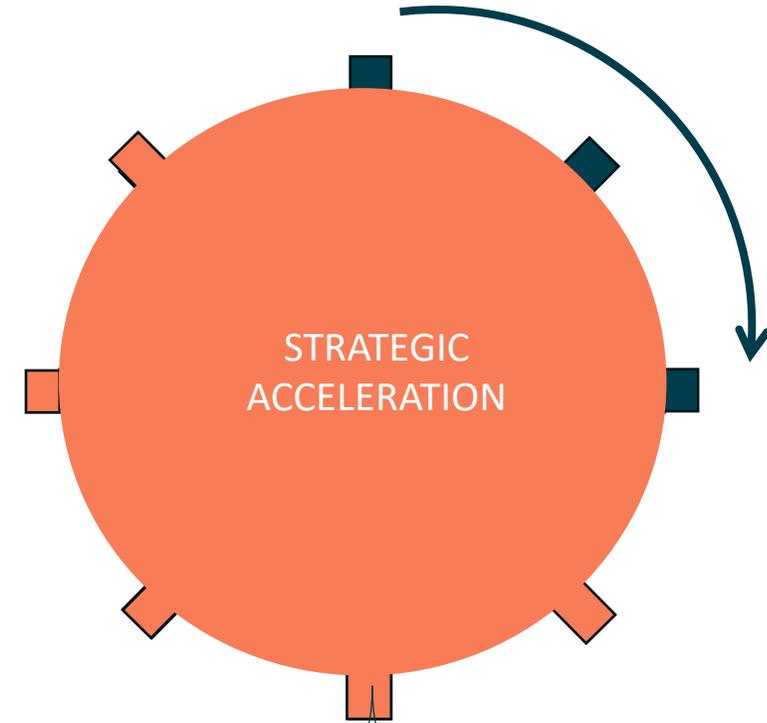


AMERICAS – continued high activities for Cleanrooms in USA

- Q1 Sales SEK 13 (9) million, +47%
- Strengthening Salesforce further and activities to create value



Upfront planning and thoroughness will determine outcome – top three priorities



Cost control

- Cost improvement project on Cogs and service in EMEA.
- Detailed follow-up on delivering improvement of cost in the USA

Sales efficiency

- Focus on France, Sweden and Germany.
- Increased training activity for sales teams

Customer focus

- Key exploration areas picked up in our product strategy workshops in 2023.
- Completion of workshops across all regions in preparation for updated strategic plan.



The freedom of clean air

The freedom of clean air is the promise that we bring to our customers.

Position

- The specialized provider of premium clean air solutions.

Purpose

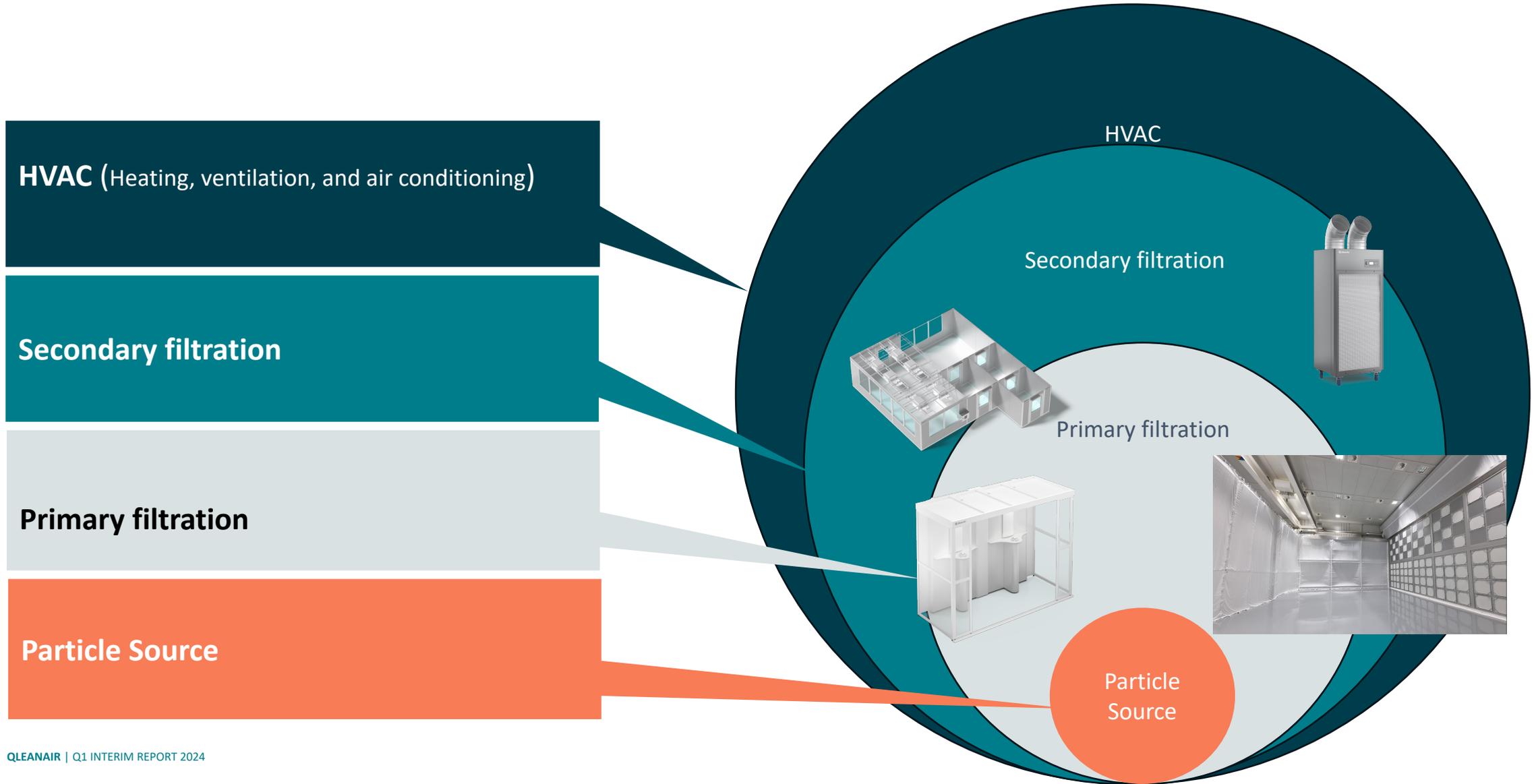
- Making a real difference through clean air.

Promise

- The freedom of clean air is what we bring to our customers.



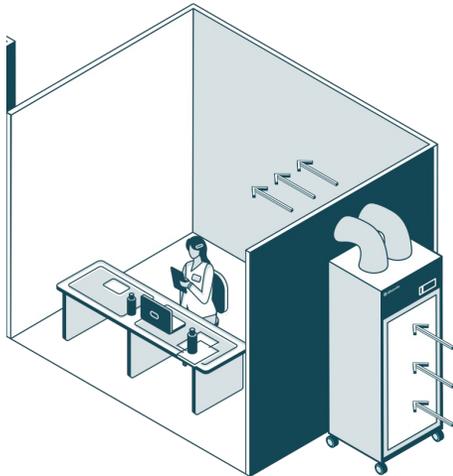
QleanAir target several layers of the customers' needs



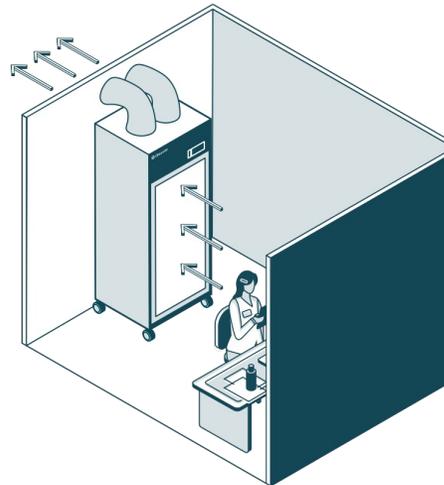


We are specialists in indoor air quality, our products are very versatile

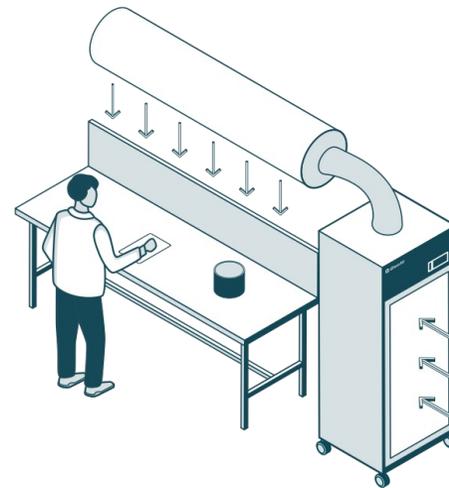
Means that we can **control** filtration, pressure, airflows, velocity and directions, and that we can **verify** the result through measurements (controlled area), our products is our toolbox to create solutions.



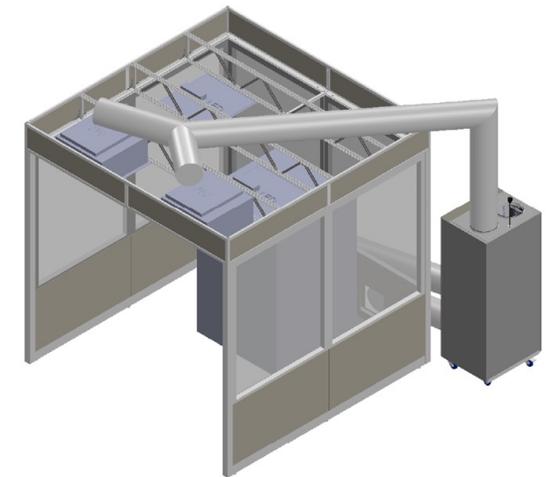
Positive pressure



Negative pressure



Cleaner zones



Combinations

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, dividend proposal AGM SEK 0.60 (0)

“A number of measures have been initiated that we expect to yield results in 2024 and beyond, and we can see in the first quarter that the figures are starting to move in the right direction.”



Financial update

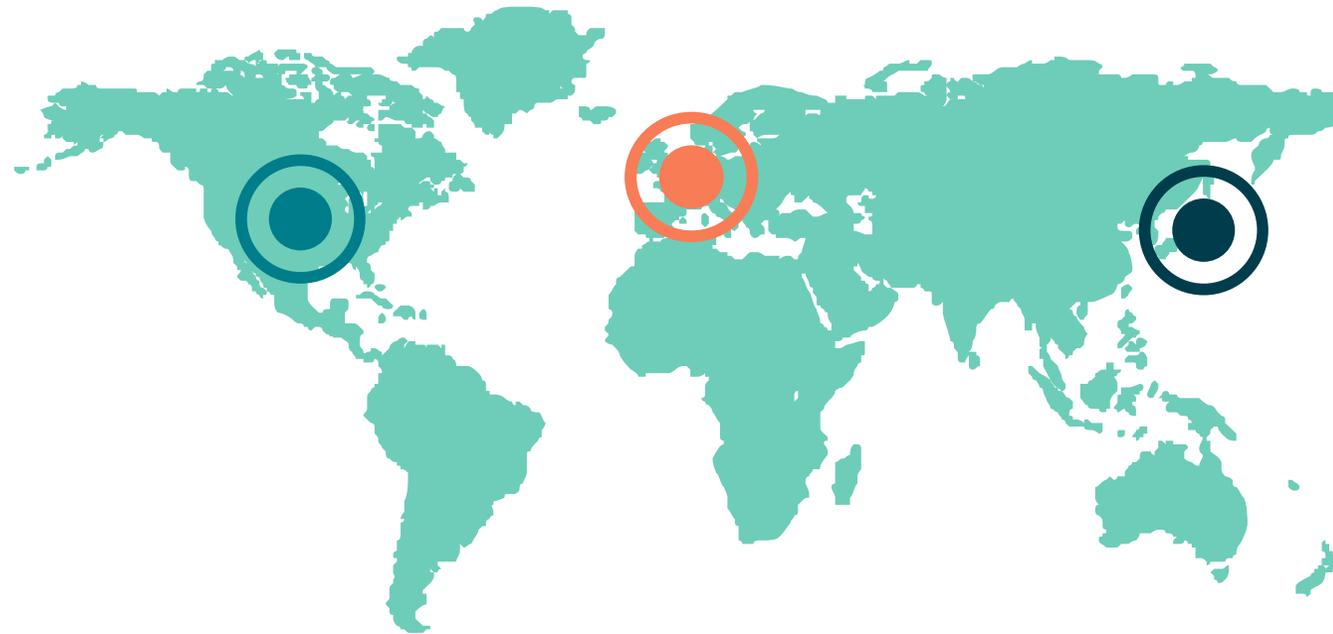
Henrik Resmark, CFO



Q1 by region

>3 500

Customers



AMERICAS

- 11% (7%) of sales
- Cleanrooms

EMEA

- 47% (45%) of sales
- All three product categories

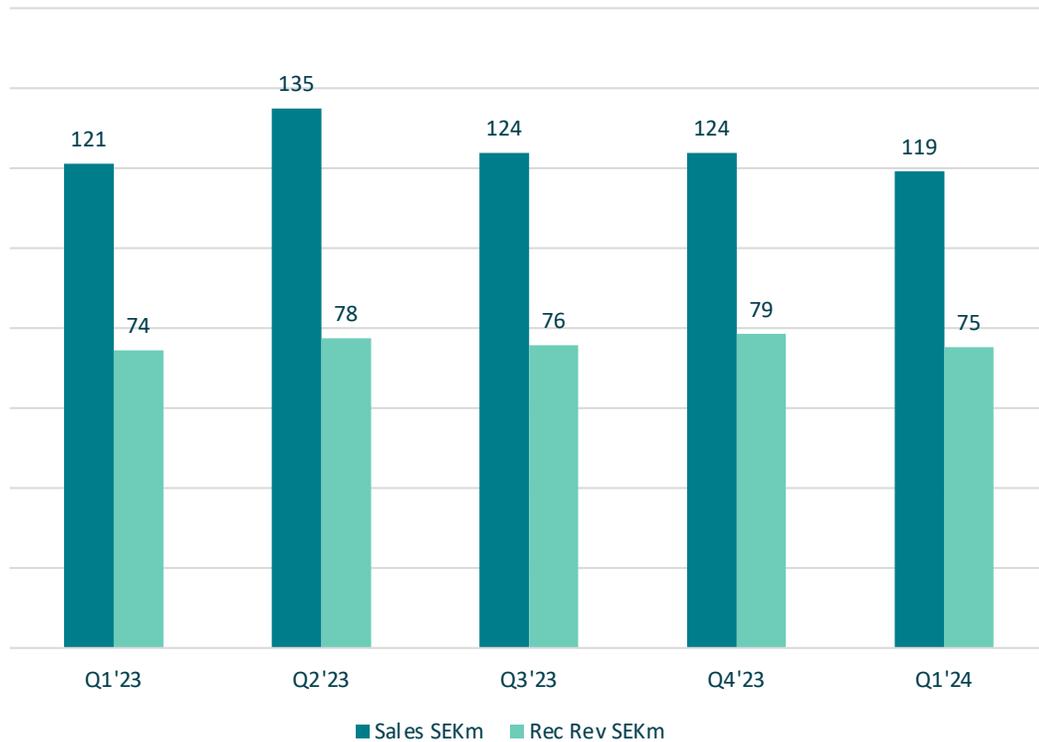
APAC

- 42% (48%) of sales
- Cabin Solutions and Air Cleaners

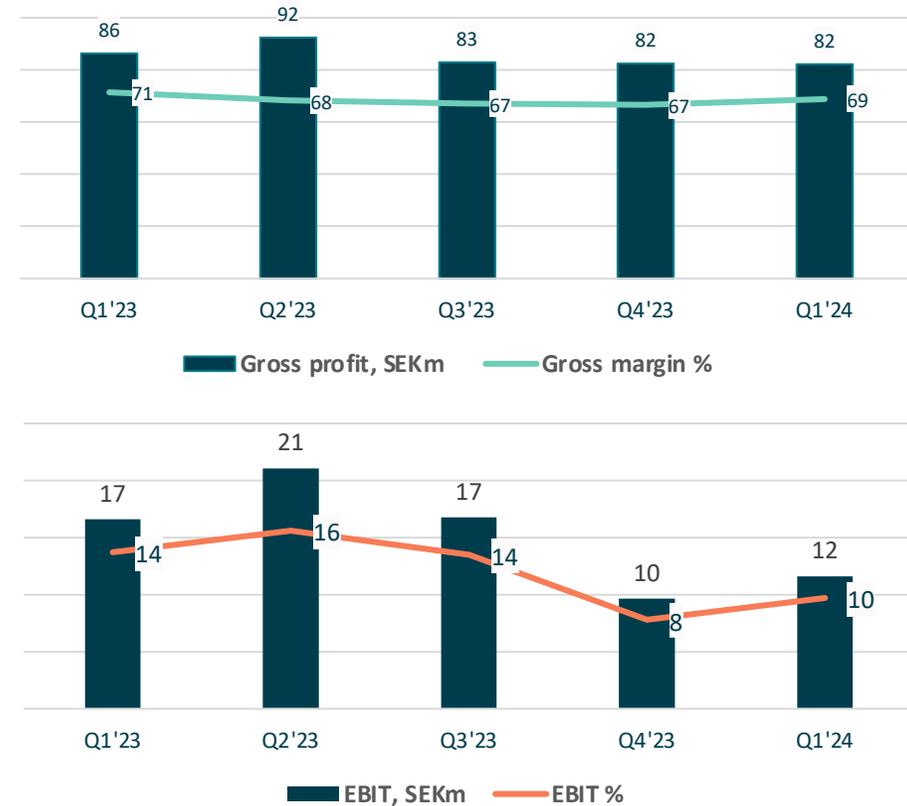


Stable net sales & profitability in Q1

Sales & recurring revenues

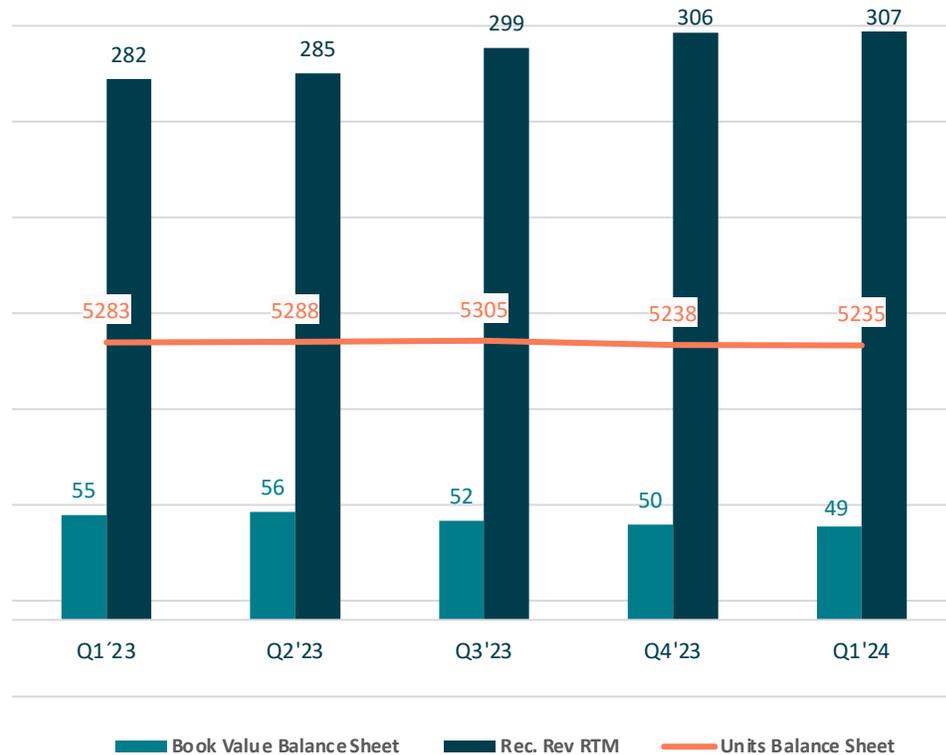


Profitability





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
March 2024	48.8	≈ 9 300	≈ 59 000

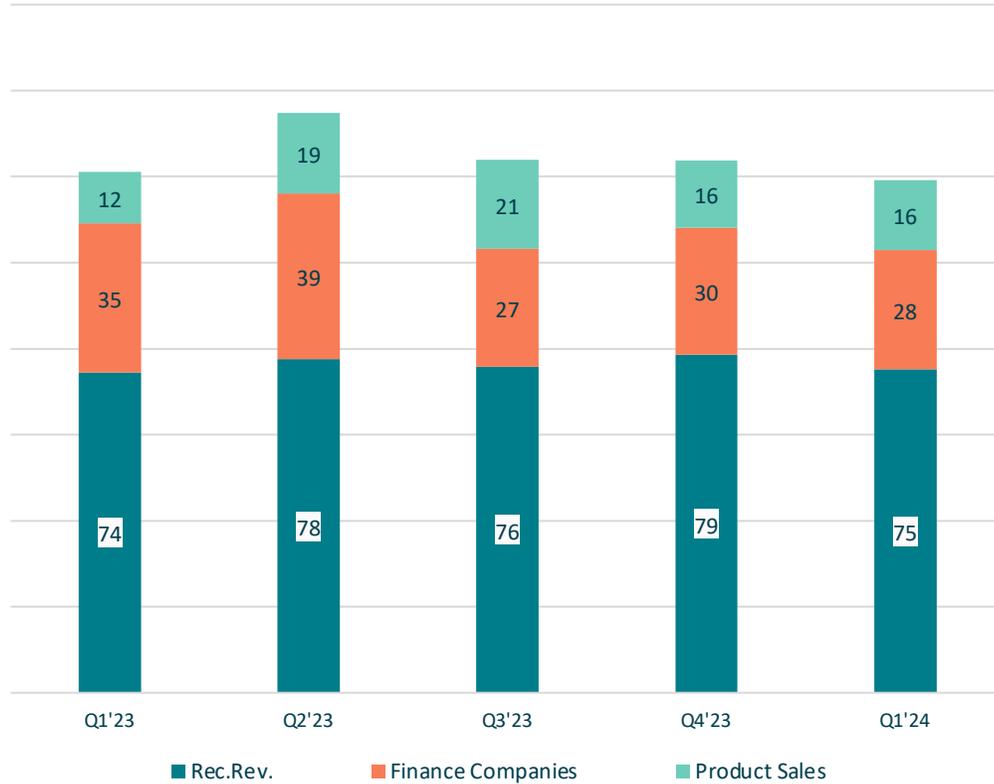
- Recurring revenues 12 months rolling, 307 MSEK (282), +9%
- Stable number of units in own balance sheet, partly thanks to circular business model
- End of period, per unit book value ≈ 9 300 SEK with an annual recurring revenue (ARR) of ≈ 59 000 SEK
- Very low CAPEX for units in own balance sheet, book value MSEK 49 (55)



Revenue split & installed base

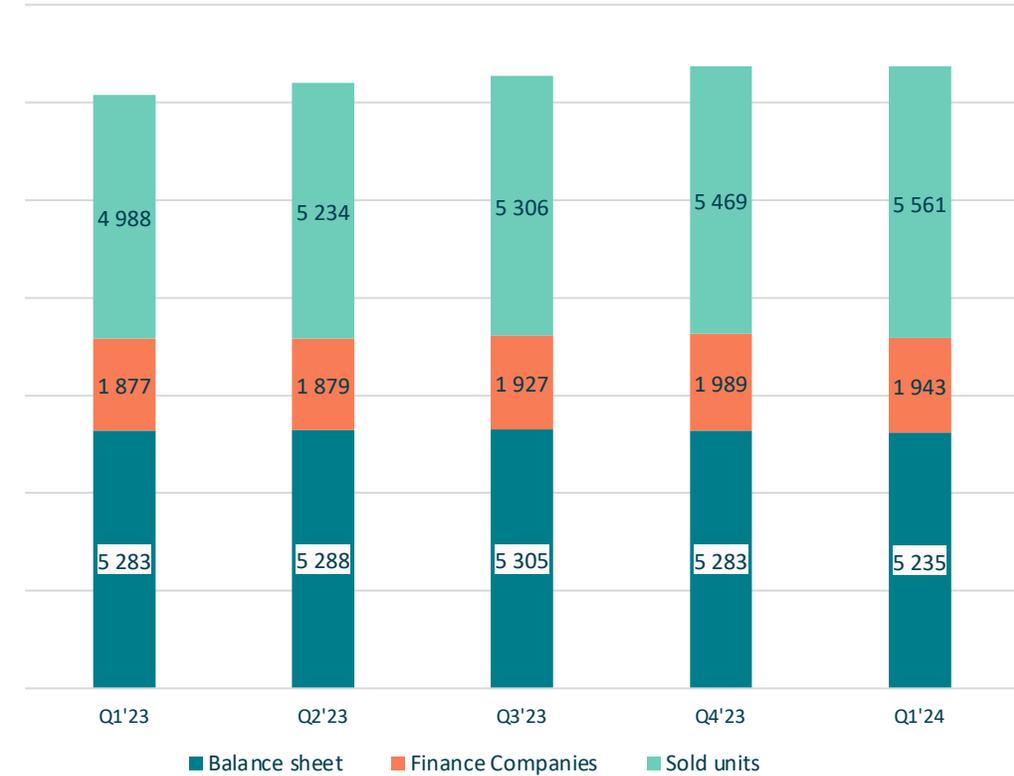
Revenue split

SEKm



Development of the installed base

Units





Balance sheet and cash flow

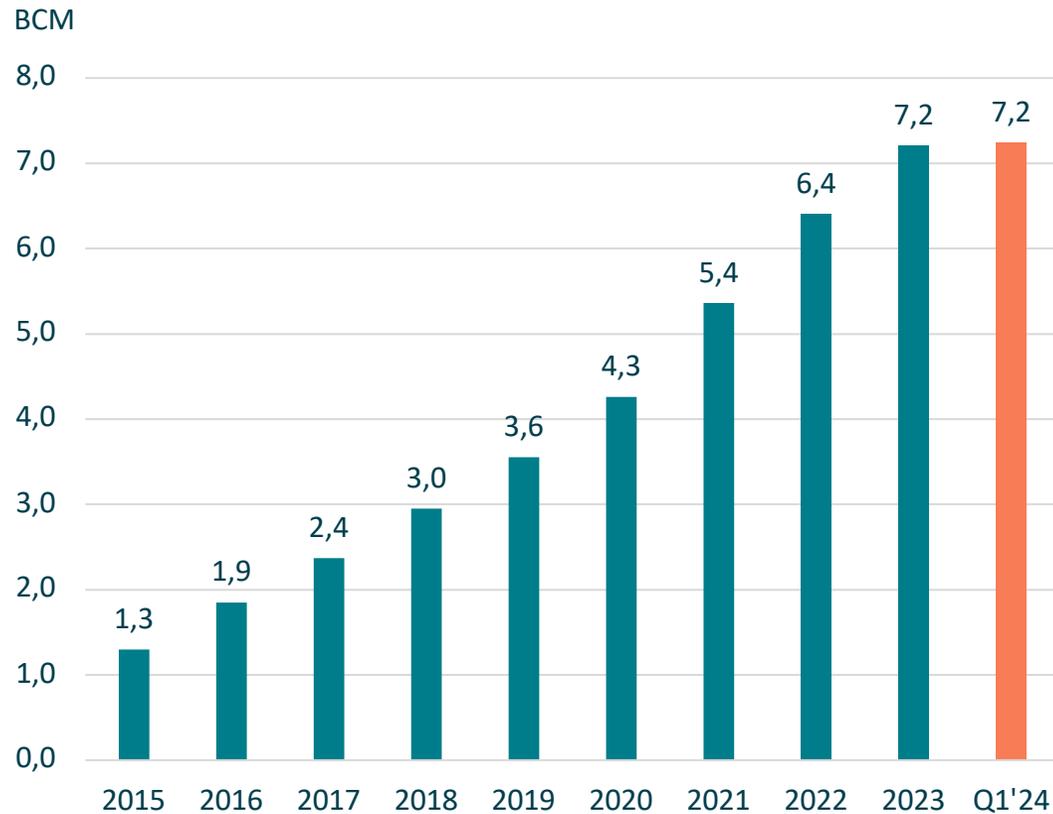
TSEK	Jan-March 2024	Jan-March 2023	Full year 2023	Full year 2022
Operating activities				
Operating income	11 605	16 595	64 067	28 578
Adjustment for non-cash items	8 548	9 462	40 625	26 908
Net finance effect	-4 923	-3 531	-15 532	-9 207
Tax paid	-5 580	-8 672	-4 343	-8 094
Total	9 650	13 854	84 818	38 184
Decrease (+)/Increase (-) inventories	-3 430	-5 334	-4 190	-14 619
Decrease (+)/Increase (-) account receivables	5 047	-11 966	-14 578	3 291
Decrease (+)/Increase (-) current assets	390	-5 979	9 319	-16 885
Decrease (-)/Increase (+) account payables	-7 694	4 764	3 921	-1 047
Decrease (-)/Increase (+) current liabilities	-3 795	15 696	-16 641	20 807
Cash-flow from ongoing operations	169	11 036	62 650	29 731

- Net debt/equity ratio 0.8 (1.0), and equity ratio 33% (29%)
- Continue to amortize quarter by quarter according to plan

TSEK	2024-03-31	2023-03-31
ASSETS		
Capitalized development cost	12 818	13 470
Goodwill	343 704	343 704
Intangible fixed assets	356 522	357 173
Leasing	27 270	7 638
Tangible fixed assets	48 831	54 801
Tangible fixed assets	76 101	62 439
Deferred tax	1 530	77
Fixed assets	434 152	419 689
Inventories	64 434	64 843
Account receivables	37 392	39 145
Skattefordringar	154	3 643
Other receivables	9 705	5 800
Prepaid costs and accrued income	62 623	72 969
Cash and bank	52 612	59 259
Current assets	226 920	245 659
TOTAL ASSETS	661 072	665 348
SHAREHOLDERS' EQUITY AND LIABILITIES		
Share capital	7 430	7 430
Additional paid in capital	120 894	120 973
Translation differences	-20 757	-7 714
Balanced result	105 221	61 855
Result for the period	7 869	10 038
Shareholders' Equity	220 656	192 581
Long term interest bearing liabilities	0	164 003
Deferred tax liability	3 245	3 628
Other liabilities	17 959	2 587
Long term liabilities	21 204	170 218
Short term interest bearing liabilities	218 813	79 263
Accounts payable	31 921	40 480
Tax liabilities	7 515	0
Other short term liabilities	17 047	23 321
Other liabilities	9 698	5 242
Accrued expenses and deferred income	134 218	154 242
Current liabilities	419 211	302 549
Liabilities	440 416	472 767
TOTAL EQUITY AND LIABILITIES	661 072	665 348



Cleaned air in billion cubic meters per month, +9% compared to end of first quarter 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!



Appendix



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



Largest shareholders

2024-03-31 Shareholders	% , capital and votes
Staffan Persson (Swedia Capital)	26,5%
Avanza Pension	8,9%
Fredrik Palmstierna	7,9%
Calandrella Ltd	6,6%
Nordnet Pension	5,9%
Swedbank Försäkring	4,7%
Livförsäkringsbolaget Skandia	4,6%
Jan-Olof Backman (bolag)	3,7%
Citibank LDN	2,0%
Frontier Liquidity Oy	2,0%
Ten largest shareholders	73,0%
Other shareholders	27,0%
Total	100,0%



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, Scandinavian 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 Resson
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

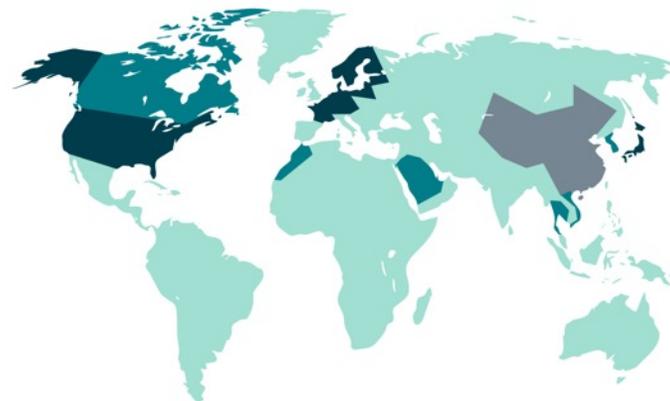
- Long-term rental and service agreement
- High quality products
- Performance guarantee
- Innovative products, design & solutions

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