

FIRST QUARTER 2020



January – March 2020 in summary

- Order intake SEKm 124.1 (86.4)
- Sales SEKm 144.7 (105.2)
- EBITDA SEKm 38.3 (28.8)
- EBITDA-margin 26.5% (27.4)
- Operating profit (EBIT) SEKm 31.4 (23.6)
- EBIT-margin¹ 21.7 % (22.5)
- Net profit SEKm 17.9 (10.5)
- Earnings per share SEK 1.20 (0.79)
- Cash-flow from operations SEKm -4.8 (18.0)

“QleanAir has a strong market position in its niche, indoor air cleaning, and delivered its best quarter ever, both in terms of sales and earnings. All markets developed well. Net Sales increased with 38 percent to SEKm 144.7 (105.1). The organic growth amounted to 29 percent. The EBITDA-margin amounted to 26.5 (27.4) percent, and the EBITDA-result increased by 33 percent to SEKm 38.3 (28.8). In March, QleanAir cleaned m³ 3.7 (3.1) billions’ air per month, an increase with 19 percent. The Covid-19 increase the interest for indoor air cleaning in the long-term perspective. It has been a challenging time since the outbreak of the pandemic. QleanAir has, as an organization, proven its capacity to live up to the values and challenges we have in front of us. This makes me both proud and optimistic about the future in the long run,” statement from the CEO Andreas Göth.

	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Order intake, TSEK	124 134	86 356	365 979	313 379
Sales, TSEK	144 681	105 151	456 993	401 072
Recurring revenue from units in own balance sheet, %	44%	41%	42%	41%
EBITDA, TSEK	38 272	28 835	79 756	72 899
EBITDA-margin, %	26,5%	27,4%	17,5%	18,2%
Adjusted EBITDA, TSEK	38 272	28 835	105 206	84 198
Adjusted EBITDA-margin, %	26,5%	27,4%	23,0%	21,0%
EBIT, TSEK	31 351	23 621	32 073	61 793
EBIT-margin, %	21,7%	22,5%	7,0%	15,4%
Adjusted EBIT, TSEK	31 351	23 621	83 719	73 092
Adjusted EBIT-margin, %	21,7%	22,5%	18,3%	18,2%
Result for the period, TSEK	17 874	10 521	-7 521	21 003
Earnings per share, SEK	1,20	0,79	-0,56	1,58
Cash flow from operations, TSEK	-4 810	18 022	62 498	69 273
Net working capital, TSEK	-56 804	-45 796	-72 321	-47 625
Equity/Asset ratio, %	19%	12%	16%	11%

¹ For definition of alternative key ratios see page 19. TSEK means SEK in thousands. SEKm means SEK in millions. EBITDA 2019 is affected by IFRS 16 that is applied from January 1, 2019.

A word from the CEO

Best ever quarter

QleanAir has delivered a best ever quarter, in terms of both sales and earnings. All markets performed well. Sales increased with 38 percent to SEKm 144.7 (105.1), the organic growth amounted to 29 percent, the EBITDA-margin amounted to 26.5 (27.4) percent and the EBITDA-result increased with 33 percent to SEKm 38.3 (28.8).

A strong position in the market niche indoor air cleaning

QleanAir has established a strong market position based on a combination of high quality, comprehensive solutions and service offer that give us a competitive advantage when companies and organizations look to fully outsource indoor air cleaning. Our investment in Facility Solutions continuing with the focus on warehousing, logistics, food production and other production segments. The product category Facility Solutions increased sales with 7 percent to SEKm 11.0 (10.3) during the first quarter.

Our clean rooms, Room Solutions, enjoyed strong growth on the American market with the delivery and installation of orders booked in 2019. The anticipated rules and regulations on the secure handling of certain drugs on in the American market have had a positive impact on us. The product category Room Solutions increased sales with 125 percent to SEKm 16.0 (7.1).

Japan has been a growth market for QleanAir's category Cabin Solutions for over ten years and is continuing to grow. Over the last two quarters, the health promotion legislation that came into force in April has positively affected sales. In the interim report for the fourth quarter, I explained about a new customer within the transport sector. This customer has continued to grow and place orders. The order intake continued during the first quarter, and we increased the presence outside of Tokyo. The sales in APAC increased with 67 percent to SEKm 73.3 (43.9). The product category Cabin solutions in total increased sales with 34 percent to SEKm 117.7 (87.7).

COVID-19 is increasing interest in the cleaning of indoor air in the long term

In association with the outbreak of Covid-19, we are also experiencing increasing demand for air cleaning solutions in hospital environments. This is a clear demonstration of the high quality of our products and solutions and QleanAir's extensive air cleaning know-how. We are continuing to invest in product development and product launches, especially when it comes to Facility Solutions. During the first quarter, we launched value creating product modifications to meet demand from hospital environments. At the start of the second quarter 2020, we have also launched a new model that has been tailored for the food industry in Europe.

Outlook

Our growth strategy in the long term remains firmly focused on developing new product categories, Facility Solutions and Room Solutions, while we also see opportunities to continue to grow product category Cabin Solutions in APAC in particular. In the shorter perspective, we, like most companies, are being impacted by the ongoing coronavirus pandemic. We have seen a reduction in activity levels on most of our markets since late March. We are actively monitoring developments and taking actions as and when necessary to limit the negative effects on our business. Right now, large parts of the world have come to a standstill and this will affect us in the second quarter, especially in EMEA and the Americas. The powerful shutdown of many states in the US from the end of March has impacted our sales opportunities in the US market and forced us temporarily to suspend installations of clean rooms, Room Solutions. However, our focus on long-term rental contracts and a high proportion of recurring revenues, means our business model has the robustness to withstand tough times on our markets. In the slightly longer term, we are also convinced that the coronavirus pandemic will increase the need for indoor air cleaning and control and associated good and healthy air quality.

Our enterprise is based on creating healthy indoor environments that help improve the productivity of employees, products and processes. This is our mission and the basis of our company culture and the path to achieving our long-term aims. In March 2020, QleanAir cleaned billion 3.7 (3.1) m³ of air per month, an increase of 19 percent compared to March 2019. The outbreak of the pandemic has brought challenging times. QleanAir has, as an organization, proved to

possess the capacity to live up to the values and challenges we are facing, something that makes me feel both proud and optimistic about the future in the long term. I would like to extend an especially big thank you to our fantastic employees and partners, all of whom are dedicated to developing QleanAir even in such extremely challenging times.

Andreas Göth, CEO QleanAir Holding AB

Solna, May 13, 2020



FINANCIAL PERFORMANCE

QleanAir's geographical home markets are "EMEA" (Germany, Austria, Switzerland, The Netherlands, Belgium, France, Poland and the Nordic region), "APAC" (Japan) and "Americas" (USA). QleanAir has three product categories; our original product category Cabin Solutions which minimize exposure to harmful tobacco smoke, general air cleaning solutions for industrial facilities, Facility Solutions, and clean rooms, i.e. for hospital indoor environment "Room Solutions". The Group's sales consist of revenues from the sale of rental contracts to finance companies, rental contracts, service revenues, consumables and product sales.

ORDER INTAKE

Order intake for the fourth quarter amounted to SEKm 124.1 (86.4), a 44 percent increase. Geographically, EMEA generated 23 (46) percent of the order intake during the first quarter, APAC represented 73 (43) percent and Americas 4 (11) Percent. The growth in Japan is correlated to the "Health Promotion Act" that came into force on 1 April 2020. In Europe there was an increased demand for clean air in hospital environments, affecting the order intake positively.

Order intake per geography, TSEK

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
EMEA	29 104	39 716	139 685	160 073
APAC	90 119	37 071	170 462	107 483
Americas	4 911	9 435	55 831	45 691
Total	124 134	86 223	365 979	313 247

SALES

January–March 2020

Sales in the first quarter amounted to SEKm 144.7 (105.2), a 38 percent increase. Of first quarter sales per geography, SEKm 60.2 (58.3) million came from EMEA, SEKm 73.3 (43.9) from APAC, SEKm 11.2 (3.0) from Americas. Sales per product category amounted to SEKm 117.7 (87.7) for Cabin Solutions, SEKm 11.0 (10.3) for Facility Solutions and SEKm 16.0 (7.1) for Room Solutions. In APAC, Japan contributed with strong new sales, renewals and extensions of rental contracts for Cabin Solutions. In Tokyo the office segment continued to grow driven by the new law. In Europe there were renewed and extended contracts within Cabin Solutions. In Americas, sales of Room Solutions developed well from installations signed 2019. In EMEA, sales from Facility Solutions grow by 7%. Currency conversion differences positively affected sales for the quarter of SEKm 8.5 (5.8). Adjusted for currency effects, organic sales growth for the quarter was 29.5 (17.9) percent.

Sales per geography, TSEK

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
EMEA	60 215	58 260	222 438	223 602
APAC	73 300	43 858	191 217	142 395
Americas	11 167	3 017	43 224	34 816
Total	144 681	105 135	456 878	400 813

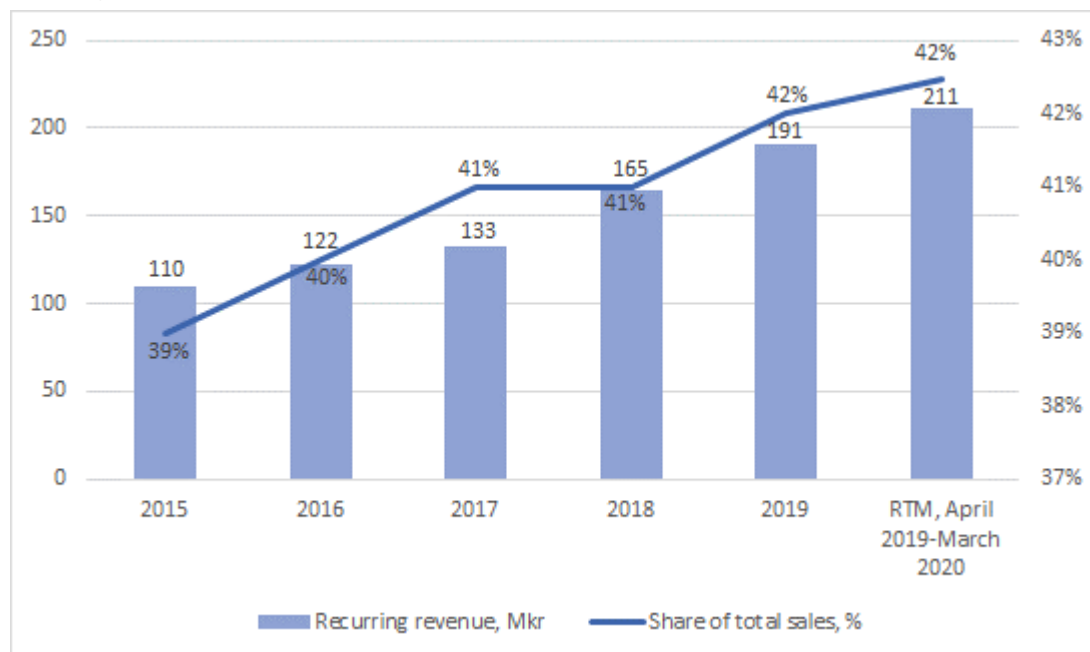
Sales per product category, TSEK

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Cabin Solutions	117 690	87 748	359 502	313 181
Facility Solutions	10 979	10 282	41 647	41 396
Room Solutions	16 012	7 105	55 730	46 236
Total	144 681	105 135	456 878	400 813

Sales per type of revenue, TSEK

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Sales to finance companies	37 796	53 508	204 528	205 813
Recurring revenues, units in balance sheet, service, consumables	64 354	43 665	190 764	164 882
Product sale to end customer	42 531	7 977	61 587	30 117
Totalt	144 681	105 151	456 879	400 812

Recurring revenues



SEKm in recurring revenues from rental contracts for modular units on our own balance sheet, service agreements and consumables and as a proportion of total sales.

SEASONAL VARIATIONS

Historical revenues and costs have not been significantly affected by season variations for QleanAir, thanks to the company's revenue model, which largely consists of recurring revenues from rental contracts. The company has historically not experienced significantly fluctuating revenues and operating profits between quarters.

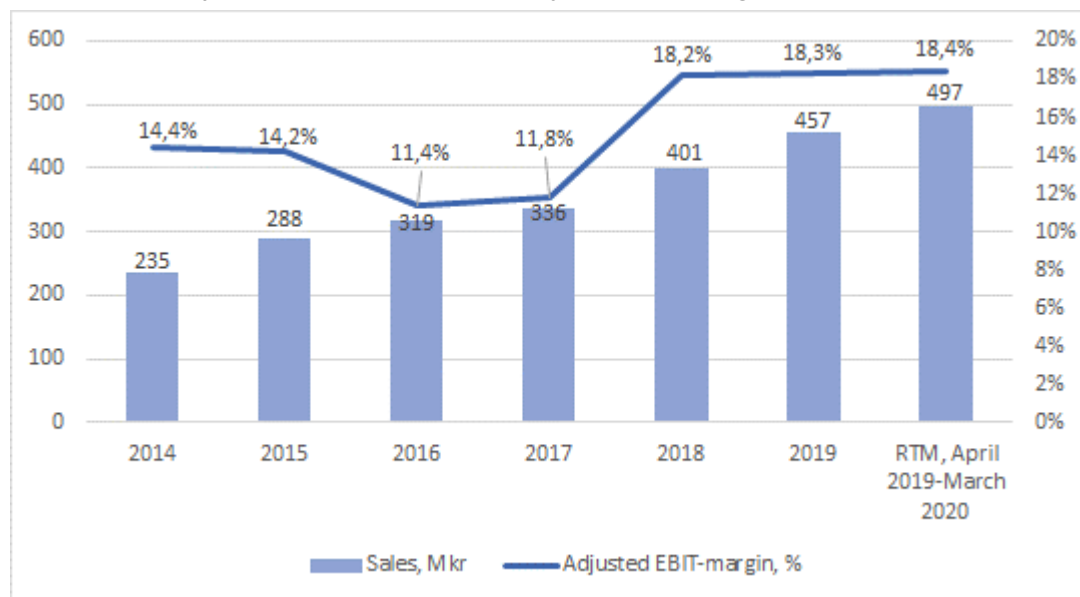
OPERATING PROFIT

Operating profit for the first quarter amounted to SEKm 31.4 (23.6) and operating margin amounted to 21.7 percent (22.5) percent.

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
EBIT	31 351	23 621	32 073	61 793
Adjustments	0	0	51 645	11 299
Adjusted EBIT	31 351	23 621	83 719	73 092
Depreciations fixed assets incl IFRS 16 (from 1 Jan 2019)	6 922	5 214	21 487	11 106
Adjusted EBITDA	38 272	28 835	105 206	84 198

For adjustment items 2019 and 2018, see annual report 2019.

Historical development SEKm Revenues and adjusted EBIT-margin %



OTHER EXTERNAL COSTS

Other external costs are mainly attributable to marketing, commission on sales, office lease costs, travel costs and consultant fees. Other external costs for the first quarter amounted to SEKm 28.0 (21.0).

PERSONNEL COSTS AND EMPLOYEES

Employee costs for the first quarter amounted to SEKm 32.0 (24.6). The average number of employees in the Group during the period was 104 (88). The gender ratio was 65 (62) men and 39 (26) women. The number of employees at the end of the period was 105 (89).

NET FINANCIAL ITEMS

Net financial items for the first quarter amounted to SEKm -5.1 (-5.5). In the fourth quarter interest costs on lease liabilities according to IFRS 16 amounted to SEKm 0.2 (0.2).

EARNINGS BEFORE TAX, NET PROFIT FOR THE PERIOD AND EARNINGS PER SHARE

First quarter earnings before tax amounted to SEKm 26.3 (18.2). Tax reported for the period amounted to SEKm -8.4 (-7.6). Net profit for the first quarter amounted to SEKm 17.9 (10.5). Earnings per share for the first quarter, before and after dilution, amounted SEK 1.20 (0.79).

CASH-FLOW

First quarter cash-flow from operating activities amounted to SEKm -4.8 (18.0). The reason for negative cash flow in the period is partly increase of accounts receivables in Japan due to high sales, and partly due to settlement of trade payables in the beginning of first quarter correlated to the listing on Nasdaq First North Premier in December 2019. The working capital was affected by approximately SEKm 30 by those two items. Cash-flow from investment activities in the first quarter amounted to SEKm -8.3 (-4.6). Investments in the first quarter primarily relate to module based units rented to customers.

CASH AND CASH EQUIVALENTS AND FINANCIAL POSITION

Cash and cash equivalents at the end of the first quarter excl. available credit increased to SEKm 62.9 (71.6). Net interest-bearing liabilities amounted to SEKm 242.2 (265.8) excl. rental liabilities which are now accounted for as interest-bearing liabilities. The Group had total assets of SEKm 651.6 (621.7). Non-current assets amounted to SEKm 432.2 (421.2) and are mainly related to goodwill SEKm 343.7 (343.7). Book value of equipment and units amounted to SEKm 45.2 (26.8). The carrying amounts of assets and liabilities are considered to essentially correspond to fair value.

INVESTMENTS

First quarter investments amounted to SEKm 8.3 (4.6). Investments in the first quarter relates to modular units with customer rental contracts.

INSTALLED BASE

At the end of the period the total number of installed units amounted to 8,638 of which 3,349 units are on QleanAir balance sheet. The increase of installed units in QleanAir's balance sheet is partly a consequence of the acquisition of Smoke Free Systems Finance AB (SFS Finance).

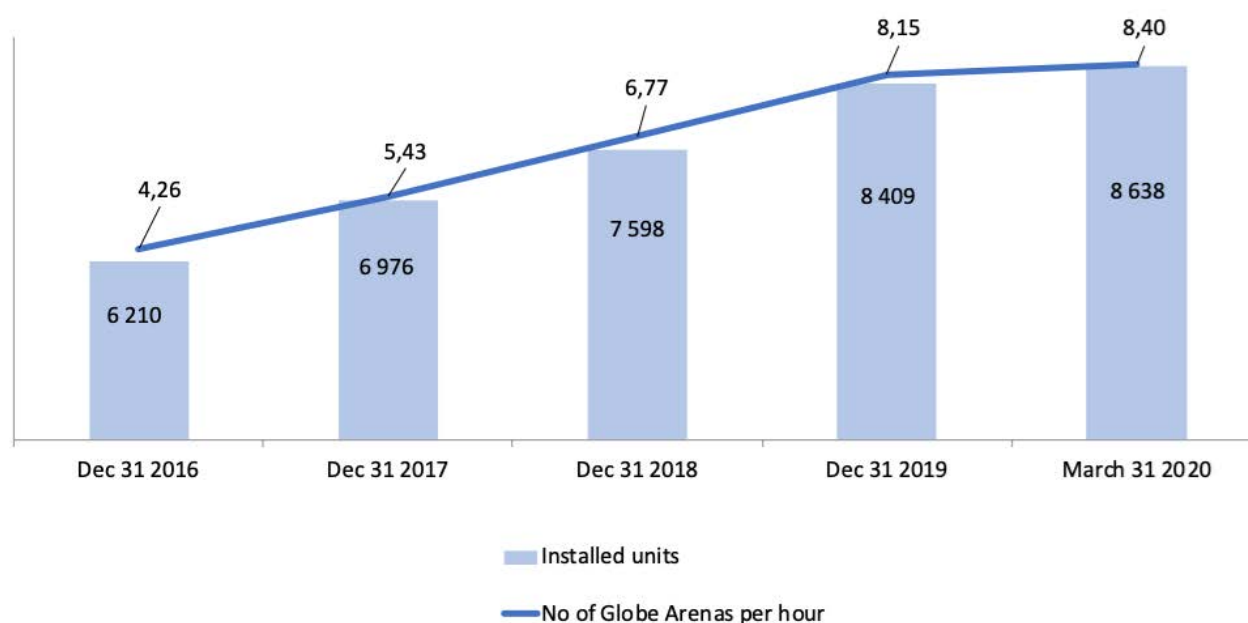
	March 31 2020	March 31 2019
Accounted value installed units, TSEK	45 236	26 757
Installed units in balance sheet, number	3 349	2 073
Installed units sold to finance companies, number	2 503	3 399
Sold units with service agreement, number	2 786	2 302
Total installed units, number	8 638	7 774
where of in own balance sheet, %	39%	27%
* where of 620 units (620) served with consumables only		

QleanAir calculates its own installed base in Clean Rooms as one unit per SEK 100,000 in order value.

SUSTAINABILITY

QleanAir has a long tradition of seriously addressing crucial issues. Environmental issues, health and safety have been key priorities for QleanAir for decades. QleanAir has been developing solutions that protect people against indoor air pollution for 20 years. The QleanAir operating company is ISO-certified to quality standard ISO 9001 and environmental standard ISO 14 001. Our business model is based on leasing modular solutions with a performance guarantee. The equipment can be recycled and reused. A high proportion of operations is outsourced to suppliers who comply with the QleanAir code of conduct. This code of conduct is linked to our policies for sustainability, quality assurance and environmental, marketing and HSE. Since 2015 the Group has quantified the amount of purified air per hour on an ongoing basis. QleanAir has produced a sustainability report 2019 regarding QleanAir's European operations. The sustainability report is available on www.qleanair.com.

Total number of installed units and purified indoor air per month measured in m³ and expressed as the number of Ericsson Globe Arenas in Stockholm per hour.



RISKS

QleanAir is exposed to market risks and especially currency risks, interest risk and other price risks as part of its ongoing operations and investment activities. One market risk is regulation concerning tobacco smoke. This market risk applies to EMEA and APAC. QleanAir is exposed to different financial risks on financial instruments, mainly market risk, credit risk and liquidity risk. Risk management is focused on the management of financial risks via a centralized finance department.

The Board estimates that the outbreak of the virus Covid-19 will affect the financial development. Management and the Board actively monitor the development and take regular measures to limit the negative effects on the business. It is too early to say how much and for how long time this will effect QleanAir since we do not yet know the timing of when restrictions will be lifted and in which way.

For more information about company risks, see QleanAir annual report 2019, available on www.qleanair.com.



PARENT COMPANY

Revenues for the parent company for the first quarter 2020 amounted to SEKm 2.6 (2.6). Loss for the period amounted to SEKm -5.3 (-7.1). QleanAir Holding AB, company registration number 556879-4548 is a Swedish limited company incorporated in Solna, Sweden.

DISPUTES

The Group had no ongoing disputes.

TRANSACTIONS WITH RELATED PARTIES

At the end of the period, subordinated shareholder loans amounted to SEKm 0 (242.0). Interest for the first quarter 2020 amounted to SEKm 0 (4.7).

SHARE CAPITAL, THE SHARES AND OWNERS

The total number of shares as of March 31, 2020 was 14 859 200 and share capital amounted to SEKm 7.4. All shares are ordinary shares with equal voting rights. The shares have a quota value of SEK 0.50. QleanAir Holding AB is a public company listed on Nasdaq First North Premier Growth Market. FNCA is certified advisor to QleanAir Holding.

ANNUAL GENERAL MEETING

The AGM is scheduled on May 13 at 10.00. Due to Covid-19 the AGM will be held at the law firm Setterwalls, Sturegatan 10, Stockholm. For more info on the AGM, see www.qleanair.com.

FINANCIAL CALENDAR

- May 13, 2020: Interim Report Q1 – First three months 2020
- May 13, 2020: AGM
- August 19, 2020: Interim Report Q2 – First six months 2020
- November 18, 2020: Interim Report Q3 – First nine months 2020
- February 17, 2021: Interim Report Q4 – Year-End report 2020

SIGNIFICANT EVENTS

- The Board estimates that the outbreak of the virus Covid-19 will affect the financial development. Management and the Board actively monitor the development and take regular measures to limit the negative effects on the business. It is too early to say how much and for how long time this will effect QleanAir since we do not yet know the timing of when restrictions will be lifted and in which way.

SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD

- The Board of Directors have withdrawn the proposal on dividend due to the Covid-19.

OTHER INFORMATION

This interim report provides a true and fair view of the Group's business, financial position and performance. In the event of any discrepancies between the English and Swedish versions of the report, the Swedish version shall apply.

This information is information that QleanAir Holding AB is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at May 13, 2020 at 8:00 am CET.

AUDITOR'S REPORT

This report has not been reviewed by the company auditor.

PRESENTATION

QleanAir invites to teleconference/audiocast on May 13, 2020 at 9 am CET. The company's CEO, Andreas Göth, and CFO, Henrik Resmark, will present the first quarter 2020 results in English with presentation slides in English.

Here is the link to follow the presentation online: <https://tv.streamfabriken.com/qleanair-holding-q1-2020>

Telephone numbers for dial-in:

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Solna May 13, 2020

Board of directors QleanAir Holding AB

Rolf Classon, Chairman

Christina Lindstedt

Mats Hjerpe

Maria Perez Hultström

Andreas Göth, CEO

THE GROUP'S CONSOLIDATED STATEMENT COMPREHENSIVE INCOME IN SUMMARY

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Net sales	144 681	105 135	456 879	400 813
Other income	0	16	114	259
Sales	144 681	105 151	456 993	401 072
Cost of goods sold	-46 398	-30 752	-160 959	-137 888
Gross profit	98 283	74 398	296 034	263 184
Other external costs	-28 036	-21 005	-111 395	-91 557
Personnel costs	-31 975	-24 559	-104 883	-98 728
Depreciation of tangible and intangible assets	-6 922	-5 214	-47 682	-11 106
Operating income	31 351	23 621	32 073	61 793
Financial income	37	402	503	1 068
Financial expenses	-5 110	-5 870	-23 739	-22 796
Income before tax	26 278	18 152	8 837	40 065
Deferred tax	-2 084	13	5 374	2 332
Tax on result for the period	-6 319	-7 644	-21 732	-21 394
Net result for the period	17 874	10 521	-7 521	21 003
Profit/Loss attributable to:				
Shareholders parent company	17 874	10 521	-7 521	21 003
Non-controlling interest	0	0	0	0
Net result for the period	17 874	10 521	-7 521	21 003
Earnings per share basic, SEK	1,20	0,79	-0,56	1,58
Net result for the period	17 874	10 521	-7 521	21 003
Currency translation differences foreign subsidiaries	5 172	831	1 605	2 232
Total result for the period	23 046	11 352	-5 916	23 235
Profit/loss attributable to:				
Shareholders parent company	23 046	11 352	-5 916	23 235
Non-controlling interest	0	0	0	0
Total net result for the period	23 046	11 352	-5 916	23 235

THE GROUP'S CONSOLIDATED BALANCE SHEET IN SUMMARY

TSEK	2020-03-31	2019-03-31	2019-12-31
ASSETS			
Capitalized development cost	12 268	6 829	5 934
Customer contracts	0	6	0
Goodwill	343 704	343 704	343 704
Intangible fixed assets	355 972	350 539	349 637
Leasing (IFRS 16)	21 643	29 591	22 632
Tangible fixed assets	45 236	26 757	39 813
Tangible fixed assets	66 879	56 348	62 445
Deferred tax	9 348	153	11 255
Long term receivables		14 186	172
Fixed assets	432 199	421 226	423 509
Inventories	23 192	25 280	32 147
Account receivables	68 266	48 301	35 936
Tax receivables	10 056	0	0
Other receivables	9 362	7 574	11 296
Prepaid costs and accrued income	45 705	47 690	43 068
Cash and bank	62 858	71 600	56 994
Current assets	219 439	200 444	179 441
TOTAL ASSETS	651 638	621 670	602 950
SHAREHOLDERS' EQUITY AND LIABILITIES			
Share capital	7 430	6 642	7 430
Additional paid in capital	121 140	58 929	121 140
Translation differences	10 441	4 495	5 269
Balanced result	-36 093	-4 456	-28 572
Result for the period	17 874	10 521	-7 521
Equity	120 792	76 131	97 746
Accrued tax liabilities	0	3 193	0
Subordinated shareholder loan	0	241 983	0
Long term interest bearing liabilities	250 017	65 000	249 684
Other liabilities (IFRS 16)	12 646	20 826	14 053
Long term liabilities	262 663	331 003	263 737
Short term interest bearing liabilities	55 064	30 450	37 348
Accounts payable	35 213	33 814	41 496
Tax liabilities	0	4 339	1 626
Other short term liabilities	9 701	7 243	9 803
Other liabilities (IFRS 16)	9 791	9 447	9 351
Accrued expenses and deferred income	158 415	129 243	141 843
Current liabilities	268 183	214 536	241 467
Liabilities	530 846	545 539	505 204
TOTAL EQUITY AND LIABILITIES	651 638	621 670	602 950

Short- and long-term interest bearing liabilities are netted after deduction for fee for new credit facilities, according to IFRS.

THE GROUP'S CHANGES IN SHAREHOLDERS' EQUITY IN SUMMARY

2020, TSEK	Share capital	Other paid in capital	Reserves	Balanced result	Total equity
Opening balance equity 2020-01-01	7 430	121 140	5 269	-36 093	97 746
Net result for the period				17 874	17 874
Other result			5 172		5 172
Closing balance 2020-03-31	7 430	121 140	10 441	-18 219	120 792

2019, TSEK	Share capital	Other paid in capital	Reserves	Balanced result	Total equity
Opening balance equity 2019-01-01	6 642	58 929	3 664	-5 261	63 974
Adjustments to IFRS 16				-480	-480
Changed accounting internal sales				1 284	1 284
Adjusted opening balance equity 2019-01-01	6 642	58 929	3 664	-4 457	64 778
Net result for the period				10 521	10 521
Other result			831		831
Closing balance 2019-03-31	6 642	58 929	4 495	6 064	76 130

THE GROUP'S CASH-FLOW STATEMENT IN SUMMARY

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Operating activities				
Operating income	31 351	23 621	32 073	61 792
Adjustment for non-cash items	4 119	6 403	46 706	17 616
Net finance and currency translation effect	-2 446	-1 185	-12 215	-5 112
Tax paid	-18 627	-7 424	-21 675	-18 077
Total	14 396	21 414	44 889	56 219
Decrease (+)/Increase (-) inventories	5 075	-1 769	-8 390	6 185
Decrease (+)/Increase (-) account receivables	-29 513	2 092	5 032	1 231
Decrease (+)/Increase (-) current assets	3 289	-3 803	2 778	-13 185
Decrease (-)/Increase (+) account payables	-8 103	1 734	12 430	19 630
Decrease (-)/Increase (+) current liabilities*	10 046	-1 647	5 758	-807
Cash-flow from operations	-4 810	18 022	62 498	69 273
Investing activities				
Investments in intangible assets	-1 095	-524	-1 774	-1 738
Investments in tangible assets	-7 223	-4 040	-17 447	-14 271
Acquisition			-6 603	
Cash flow from investing activities	-8 318	-4 564	-25 824	-16 009
Financing activities				
New loans	17 715		277 254	
Amortization of loan	-2 499	-18 371	-334 615	-33 429
Cash flow from financing activities	15 217	-18 371	-57 361	-33 429
Cash flow for the period	2 089	-4 913	-20 688	19 835
Opening cash balance	56 994	74 935	74 935	50 991
Exchange rate differences on financial items	3 775	1 578	2 747	4 109
Closing cash balance	62 858	71 600	56 994	74 935

* In 2019 the check account with overdraft facility has been reclassified from operating capital to financing activities. The corresponding adjustment has been made in the comparison figures for 2018.

THE PARENT COMPANY'S INCOME STATEMENT IN SUMMARY

TSEK	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Net sales	2 550	2 550	10 200	10 200
Other external costs	-1 805	-271	-20 116	-1 006
Personnel costs	-1 826	-1 890	-7 897	-10 614
Depreciation on intangible and tangible assets	-2 063	-2 063	-8 254	-8 254
Operating profit	-3 144	-1 675	-26 067	-9 674
Other interest income and similar profit/loss items				
Interest costs and similar profit/loss items	-2 390	-5 472	-21 370	-21 171
Result after financial items	-5 534	-7 147	-47 437	-30 845
Group contribution			21 000	5 000
Tax on result for the period			-14	-14
Net result for the period	-5 534	-7 147	-26 451	-25 859

THE PARENT COMPANY'S BALANCE SHEET IN SUMMARY

TSEK	2020-03-31	2019-03-31	2019-12-31
Intangible assets	56 399	64 653	58 462
Tangible assets			
Shares in Group companies	429 000	429 000	429 000
Total financial fixed assets	485 399	493 653	487 462
Current tax receivables	798	480	457
Other receivables	473	57	2 290
Prepaid expenses and accrued income	6 313	857	6 357
Cash and bank	1095	1 149	728
Total current assets	8 679	2 543	9 832
Total assets	494 078	496 196	497 295
Shareholders' equity	7 430	6 642	7 430
Premium reserve	87 118	51 356	113 569
Profit/loss for the period	-5 534	-7 147	-26 451
Total equity	89 014	50 852	94 548
Subordinated shareholder liabilities	0	241 983	0
Long term interest bearing liabilities	255 000	65 000	255 000
Total long term liabilities	255 000	306 983	255 000
Short term interest bearing liabilities	20 000	25 000	20 000
Accounts payable	803	182	9 151
Liabilities to Group companies	122 888	109 318	109 990
Other current liabilities	28	3	0
Accrued expenses and prepaid income	6 345	3 858	8 606
Total current liabilities	150 064	138 361	147 747
Total equity and liabilities	494 078	496 196	497 295

ACCOUNTING PRINCIPLES

QleanAir applies International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act.

The parent company's interim report has been prepared in accordance with the Swedish Annual Accounts Act and RFR2 Accounting for legal entities, issued by the Swedish Financial Reporting Board.

The accounting policies applied correspond to those of the previous financial year, as described in the Annual Report of 2019, with the addition of the application of the new IFRS standard for IFRS 16 Leases.

IASB has published amendments of standards that are effective as of January 1, 2020 or later. The standards have not had any material impact on the financial reports.

Segments

QleanAir has one segment which reflect the Group's operations, financial management and management structure.

Financial instruments, currency exposure and risk management

Most transactions are expressed in EUR. Exposure to changes in foreign exchange rates is related to Group sales and purchases from other countries. QleanAir uses forward exchange contracts to manage currency risk. Forward exchange contracts are mainly used to manage currency exposure not expected to be netted against other currency transactions.

Basis of valuations applied in preparing financial statements

Assets and liabilities are recognized at historical cost with the exception of currency derivatives, which are measured at fair value.

Assessments and estimates in financial statements

Preparation of the financial statements in compliance with IFRS requires the company's management to make assessments, estimates and assumptions that affect the application of the accounting policies and the carrying amounts of assets, liabilities, income and expenses. Actual outcomes may deviate from such estimates and assessments. Assumptions are reviewed on a regular basis. Changes to estimates are recognized in the period when the change is made if the change affects only that period, or in the period when the change is made and future periods if the change affects both the current period and future periods.

Adjustments, rounded

Some of the financial information provided in this report has been rounded, which may affect totals in tables.

NOTES

Distribution of net sales

QleanAir's main markets are Northern Europe in EMEA, with Germany, Austria, Switzerland, the Netherlands, Belgium, France, Poland and the Nordic countries, together with Middle East, "APAC" with Japan and "Americas" with sales in the US. QleanAir solutions can be divided into three product categories: Cabin Solutions, Facility Solutions and Room Solutions with clean rooms and lounges. Net sales by geographic area and segments are presented on page 5.

Currency effect and organic growth

	Jan-March 2020	Jan-March 2019	FY 2019	FY 2018
Net sales, TSEK	144 681	105 151	456 993	401 072
Growth Net sales, %	37,6%	24,9%	13,9%	19,3%
Currency exchange variances, TSEK	8 482	5 845	23 980	17 859
Currency exchange variances, %	8,1%	6,9%	6,0%	5,3%
Organic growth Net sales, TSEK	31 048	15 092	31 941	47 027
Organic growth Net sales, %	29,5%	17,9%	8,0%	14,0%

Goodwill

Goodwill refers to QleanAir Holding AB's acquisition of subsidiary company QleanAir Scandinavia in 2012, the operating company.

Alternative key ratios

The company applies ESMA's (European Securities and Markets Authority) guidance for alternative key performance indicators. Alternative key performance indicators are financial measurements that cannot be directly discerned or derived from financial statements. These financial measurements are intended to help company management and investors to analyze the Group's performance. Investors should view these alternative key performance indicators as a complement to the financial statements prepared in accordance with IFRS. As not all companies calculate financial key ratios in the same way. The key ratios are not always comparable with the same key ratio used by other companies.

Quarterly information

	Jan-March 2020	Oct-Dec 2019	July-Sept 2019	April-June 2019	Jan-March 2019	Oct-Dec 2018
Order intake, TSEK	124 134	102 466	89 540	87 753	86 223	74 712
Sales, TSEK	144 681	123 847	119 018	108 997	105 151	103 209
Gross profit, TSEK	98 283	73 882	73 979	73 775	74 398	64 820
Gross-margin, %	67,9%	59,7%	62,2%	67,7%	70,8%	62,8%
Adjusted EBITDA, TSEK	38 272	24 931	26 384	27 677	28 835	29 252
Adjusted EBITDA-margin, %	26,5%	20,1%	22,2%	25,4%	27,4%	28,3%
Adjusted EBIT, TSEK	31 351	19 278	21 034	19 786	23 621	15 626
Adjusted EBIT-margin, %	21,7%	15,6%	17,7%	18,2%	22,5%	15,1%
Operating cash-flow, TSEK	-4 810	10 233	13 997	20 247	18 002	32 306
Working capital, TSEK	-56 804	-72 321	-46 828	-46 952	-45 796	-47 626
Average Capital Employed, TSEK	395 989	394 811	421 063	416 087	413 132	410 749
Interest bearing liabilities excl. IFRS16, TSEK	242 223	236 684	253 679	259 029	265 833	260 560
Equity/Asset ratio, %	18,5%	16,2%	14,0%	13,4%	12,2%	11,6%
Net debt/Equity ratio, %	2,0	2,4	2,8	3,0	3,5	4,1
Adjusted return on Capital employed (ROCE), %	23,1%	21,2%	19,0%	19,5%	20,5%	17,8%

EBITDA 2019 is affected by IFRS 16, applied from January 1, 2019.

Key ratio	Definition and purpose
Order intake	The value of incoming orders in the period. The ratio gives investors the opportunity to assess the company's future revenues.
Sales	Net sales including other income. The ratio shows the Company's total revenues.
Gross profit	Cost of sold goods deducted from Sales.
Gross-margin	Gross profit divided with Sales.
EBITDA	Earnings before depreciations and write-downs. The ratio is used to show the business profitability before depreciations and write-downs.
Adjusted EBITDA	Earnings before depreciations and write-downs adjusted for non-operational one-off costs such as costs associated with the listing (2018: restructuring costs). The ratio is used to show the company's earnings potential independent of depreciations, write-downs and without regards to one-off items.
EBITDA-margin	Earnings before depreciations and write-downs in relation to sales. The ratio is used to show the business profitability before depreciations and write-downs.
Adjusted EBITDA-margin	Adjusted EBITDA as part of Sales. The ratio is used to measure operational profitability, independent of depreciations and write-downs.
Operating profit (EBIT)	Earnings before financial items and tax. The ratio shows the company's operational profitability.
Adjusted EBIT	Operating profit before financial items and tax adjusted for non-operational one-off costs such as costs associated with the listing (2018: restructuring costs). The ratio is used to show the company's earnings potential before financial items, without regards to one-off items.
EBIT-margin	Operating profit divided with Sales. The ratio is used to show operational profitability after depreciations and write-downs.
Adjusted EBIT-margin	Adjusted EBIT divided with Sales. The ratio is used to show the company's profitability before financial items and tax, without regards to one-off items.
Operational cash-flow	Net investment in material and immaterial fixed assets deducted from adjusted EBITDA and adjustment for changes in working capital. Operational cash-flow shows to track the cash-flow generated from the company's ongoing operations.
Working capital	Current assets excluding cash deducted with short-term liabilities.
Average capital employed	Average equity and interest bearing liabilities for the period. The ratio is used to analyze how much capital that is employed in the business has during the period.
Net debt	Cash deducted from short- and long-term interest bearing liabilities. The ratio shows the company's financial position.
Equity/Asset ratio	Equity divided with the company's total assets. The ratio is used to measure the company's financial stability.
Net debt/Equity ratio	Cash deducted from interest bearing liabilities divided by equity. The net debt/Equity ratio helps the company's investors to understand the company's financial position.
Adjusted return on average capital employed	Adjusted EBITDA as percent of average capital employed. The ratio is included to help investors to get a view of the company's profitability in relation to capital employed in the business during the year. Adjusted EBITDA is used as the company believes that the effect of items affecting comparability, which makes it possible to compare the underlying operational profitability.

ABOUT

QleanAir is a niche premium provider of clean indoor environment solutions. The company's business model is based on lease contracts for modular solutions with a full-service offer. QleanAir solutions are developed using filter technology that traps, filters and recycles indoor air. QleanAir's head office is in Solna, Sweden.

BUSINESS IDEA

QleanAir provides modular solution for indoor air purification to protect people, products and processes.

VISION

QleanAir aims to be a world-class supplier of standalone solutions for air purification in indoor environments within the product categories the company chooses to operate in.

MISSION

QleanAir seeks to create healthy indoor environments that help protect and enhance the productivity of people, products and processes.

VALUES

For health and environment with quality and trust.

FINANCIAL GOALS**Growth**

In a mid-term perspective QleanAir aims to achieve average annual organic growth of approximately 10 percent.

Profitability

In a mid-term perspective QleanAir aims to achieve an EBIT-margin of 15–20 percent.

Dividend policy

QleanAir aims to pay a share dividend of 30–50 percent of annual net profit. The dividend proposal is to take QleanAir's long-term development potential into account.



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