

FINANCIAL AND PORTFOLIO REVIEW Q4 2022

# STRONG REVENUE CLOSING UP THE YEAR 2022

PURO  
FINANCE

28 February 2023

## STRONG REVENUE CLOSING UP THE YEAR 2022

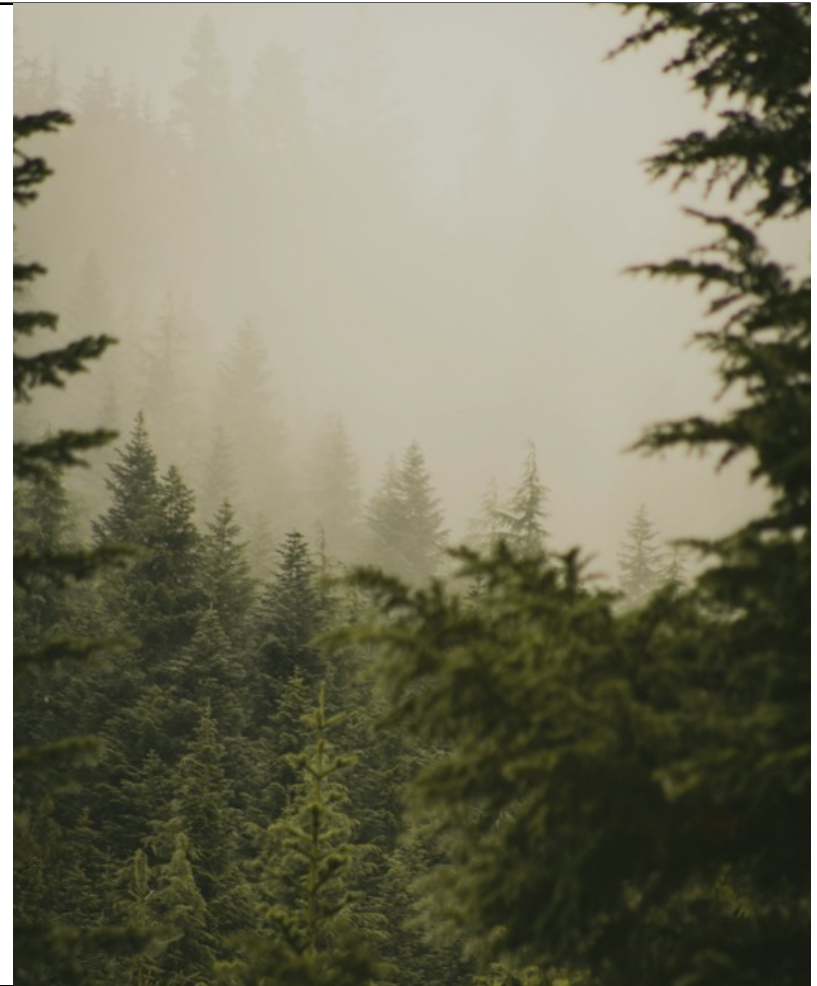
### Highlights Q4 and 2022

- Monthly revenue peaking at 503 t eur in December – boosted by a successful customer price increase.
- Quarterly revenue up 50% from Q4 2021 Full year total turnover reaching 4.6 m eur with a 64% increase from previous year.
- 90 new customers in Q4, raising the 2022 number of new customers to 350.
- 108 m eur of customer invoicing financed during Q4 with a year's total at 389 m eur, up 71% from 2021.
- Swedish business roll-out in good stage as first customer agreements made and commercial cooperation agreed with a major pan-regional service provider.

PURO's Q4 delivered on the high expectations set after a somewhat lacklustre previous quarter. Quarterly revenue improved 13% from Q3 and an impressive 50% from Q4 2021 which back then was a major feat given its surroundings. An extra boost to the revenue was achieved through a successful pricing increase to our offering for which we are grateful to our attentive and tolerant customers. Monthly revenue topped 500 t eur for the first time bringing the total turnover for the year to 4.6 m eur with a 64% increase from previous year

Total customer activity increased fairly in Q4 as financed customer invoicing reached 108 m eur bringing full year total to 389 m eur. A growing share of financed invoicing came from new customers. 350 new customers is somewhat lower than targeted for the year but we have seen the partnership with Accountor starting to blossom during the past couple of months and in 2023 expect our new sales to reach a whole new level.

THE FLOW IN FINANCE



Loan receivables were fairly stable during the past quarter and ended up at 24 m eur. The year-on-year growth 25% might seem modest in relation to the invoicing growth, but is a result of more diversified portfolio with less concentration to big tickets with long maturities. The risk position remained unaffected from end-September despite the spike in short-term overdue receivables (1-7 days overdues). The longer overdues (30+ days) remained high at 2.3 m eur with a few elevated risk cases continuing to being mitigated. At year-end we deemed appropriate to make a final credit loss booking for 198 t eur for three defaulted customers.

	<b>Q4/22</b>	<b>Q3/22</b>	<b>Q4/21</b>	<b>FY 2022</b>	<b>FY 2021</b>	<b>Chg 22/21</b>
# of active customers	773	706	536	773	536	44 %
Facility limits, m eur	87	81	66	87	66	32 %
Loan receivables, m eur	24	24	19	24	19	25 %
Customer invoicing, m eur	108	100	77	389	227	71 %
Turnover, t eur	1 315	1 166	879	4 580	2 785	64 %
Operating profit, t eur	426	455	371	1 708	1 158	48 %
Profit before taxes, t eur	43	66	113	283	288	-2 %

With the loss provisions as well as continued investments to Swedish expansion and financial arrangements saw the profitability in the quarter remain somewhat below mid-term targets, yet topping full-year budget in all measures. The profit for the year is on the same level as previous year, somewhat above 200 t eur, as we continue to live up to our strategy of sustainable growth, investing to future growth as much as endured by our revenue.



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Regarding our financial position we continue to prepare an equity round to boost our capital, but as decided by the Board we postponed this until the spring of 2023. This will happen parallel to other financial arrangements also under development.

All in all, we are in a great position to continue on our track of profitable and sustainable growth. We have commenced a pilot in Finland with a major financial management provider which we can hopefully communicate soon. In Sweden, we have onboarded our first customer and even more promisingly signed a commercial cooperation agreement with a major pan-regional player that we will also jointly announce soon.

In early 2023 our turnover growth has continued on a +60% rate. We expect to maintain a minimum 50% top-line growth although continuous downturn in the economy regarding consumption and investments might deem this target overambitious. Come what may with the economy we will continue to increase the scalability and profitability of the company whilst striving to make everyday life for both our customers and our employees tiny-bit better.

28 February 2023

Junno Roine, CEO



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THE FLOW IN FINANCE

## KPI HIGHLIGHTS – 2022 FULL YEAR

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**4.6M**

TURNOVER  
EUR

**64%**

GROWTH

**775**

CUSTOMER PORTFOLIO

**1.7M**

EBIT  
EUR

**478k**

MONTHLY RECURRING  
REVENUE (MRR) EUR

**60%**

MRR GROWTH

**389M**

FINANCED INVOICING  
EUR

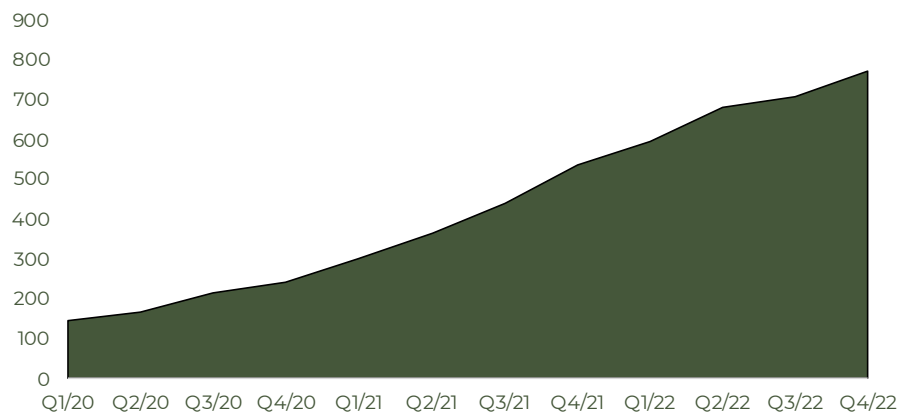
**68**

CUSTOMER SATISFACTION  
NPS

THE FLOW IN FINANCE

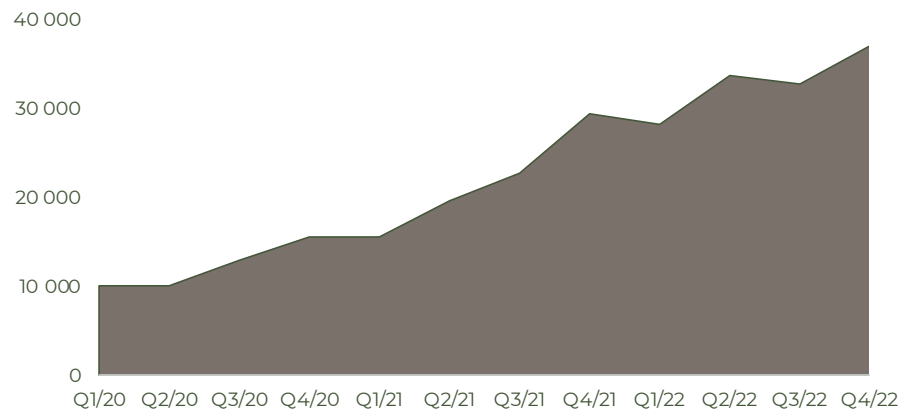
## CUSTOMERS

Total number of active customers



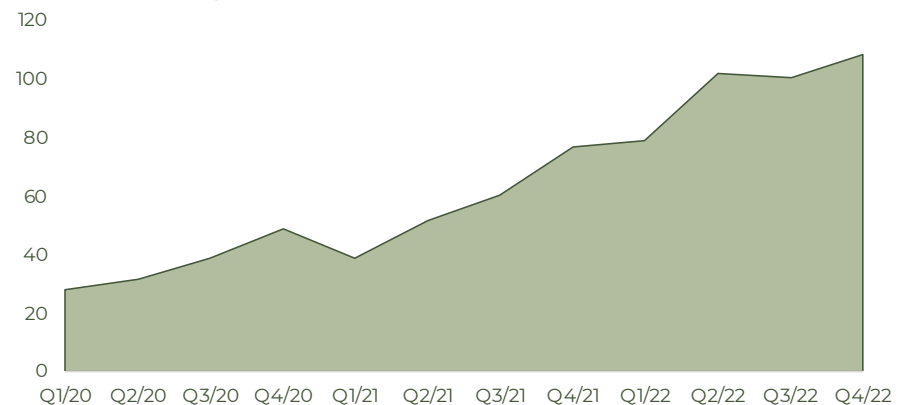
## CUSTOMER INVOICING

Number of invoices



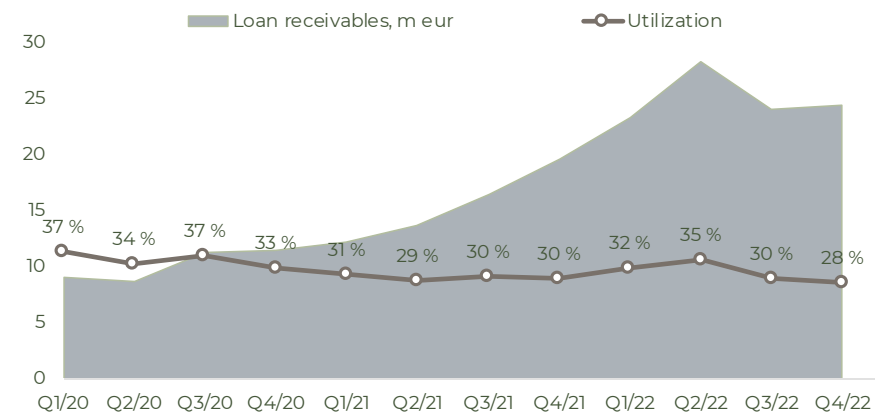
## CUSTOMER INVOICING

Financed invoicing, m EUR



## LOAN RECEIVABLES

Loan receivables, m eur, and utilization, %



## TRACK RECORD

## FINANCIAL OVERVIEW

### INCOME STATEMENT\*

t eur	Jan-Dec 2022	Jan-Dec 2021
<b>Net revenue</b>	<b>4 580</b>	<b>2 785</b>
Other operating income	0	0
Purchased services	-667	-379
Personnel expenses	-1 170	-873
Depreciation	-73	-54
Other operating expenses	-962	-321
<b>Operating profit</b>	<b>1 708</b>	<b>1 158</b>
Financial income and expenses	-1 425	-870
<b>Profit before taxes</b>	<b>283</b>	<b>288</b>
Income taxes	-67	-51
<b>Profit for the period</b>	<b>217</b>	<b>237</b>

\* Unaudited figures

### BALANCE SHEET\*

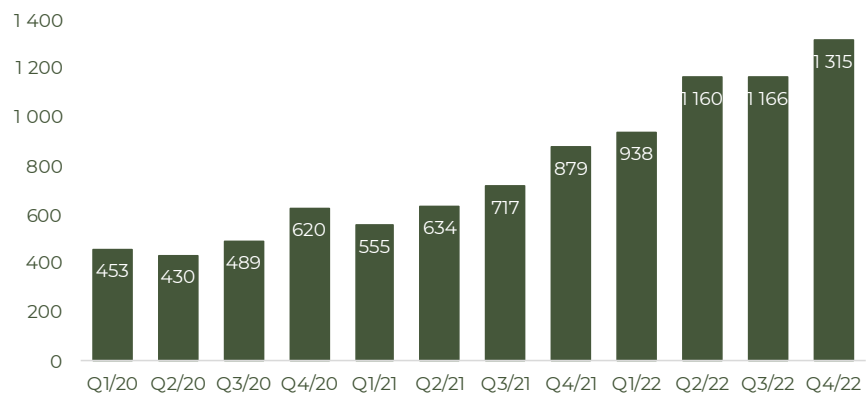
t eur	Dec-22	Dec-21
Intangible assets	468	390
Tangible assets	10	1
<b>Non-current assets</b>	<b>478</b>	<b>391</b>
Long-term receivables	178	168
Short-term receivables	24 795	19 356
<b>Total receivables</b>	<b>24 973</b>	<b>19 524</b>
Cash in hand and at banks	47	50
<b>Current assets</b>	<b>25 020</b>	<b>19 574</b>
<b>Total assets</b>	<b>25 498</b>	<b>19 965</b>
Share capital	3	3
Reserve for invested unrestricted capital	3 100	3 100
Retained earnings	220	-17
Profit for the financial year	217	237
<b>Total equity</b>	<b>3 539</b>	<b>3 322</b>
Long-term liabilities	10 095	2 325
Short-term liabilities	11 864	14 318
<b>Creditors in total</b>	<b>21 959</b>	<b>16 643</b>
<b>Total equity and liabilities</b>	<b>25 498</b>	<b>19 965</b>

### THE FLOW IN FINANCE

# PORTFOLIO PERFORMANCE

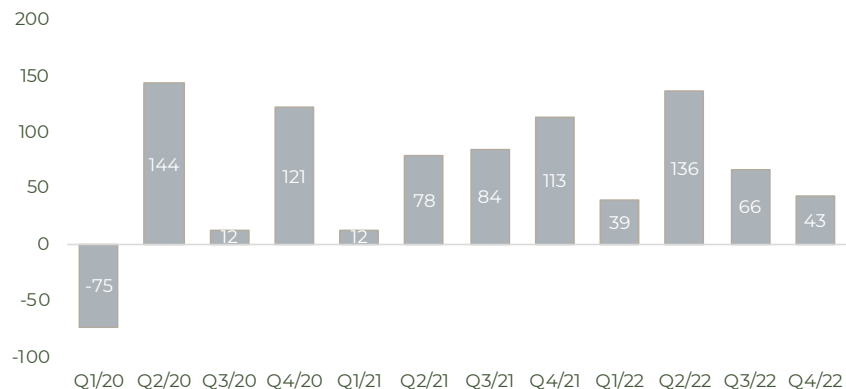
## REVENUE

Turnover, t eur



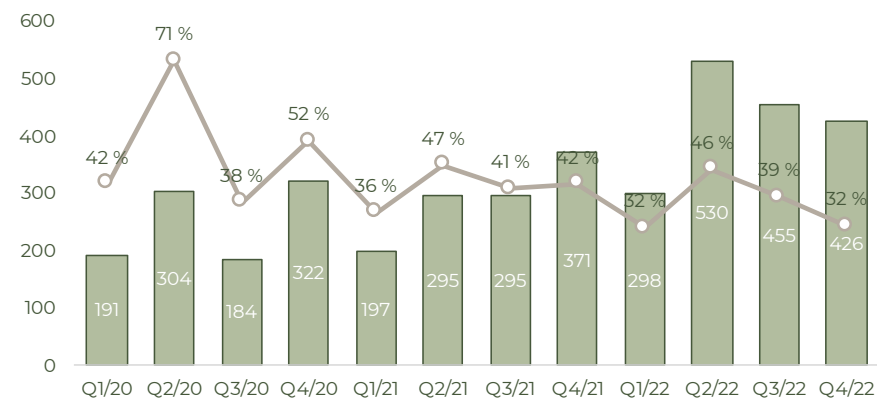
## PROFITABILITY

Profit before taxes, t eur



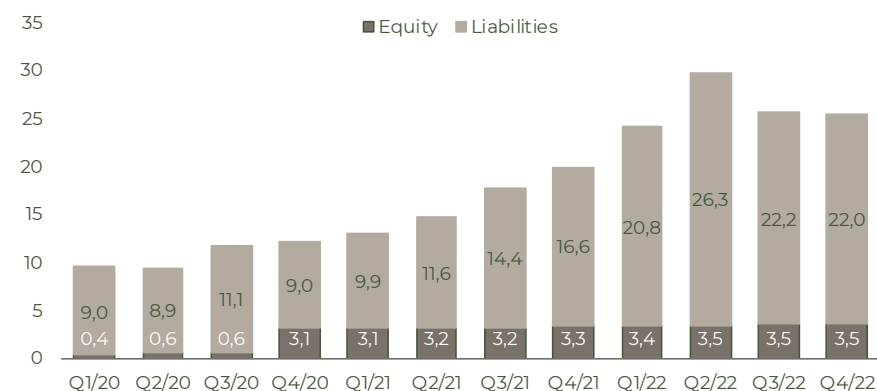
## PROFITABILITY

Operating profit, t eur & Operating profit margin %



## BALANCE SHEET

Balance sheet totals, m eur



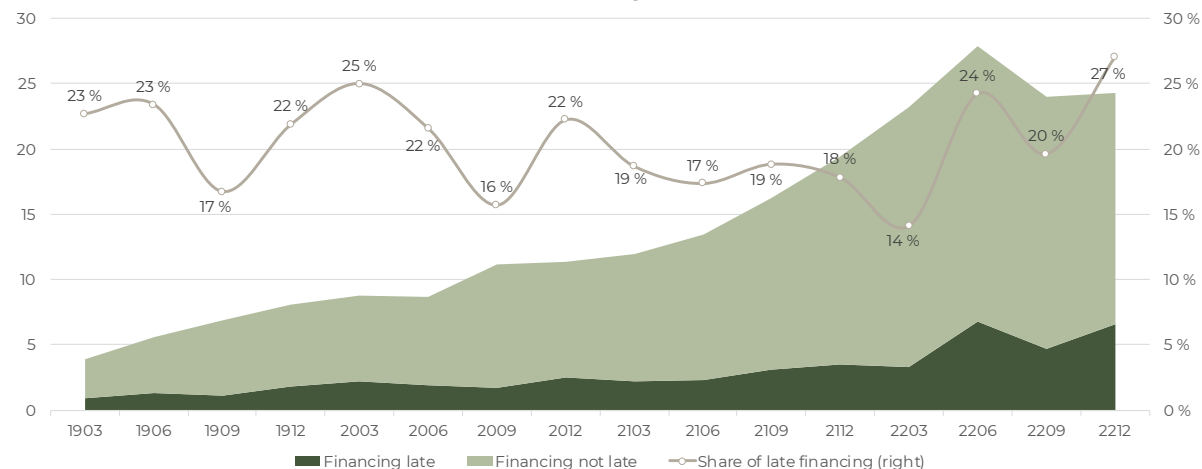
THE FLOW IN FINANCE

## FINANCED RECEIVABLES OUTSTANDING, EOP

t eur	2019	2020	2021	2022	Chg
Total Financing	8 092	11 392	19 430	24 341	4 910
Financing not late	6 322	8 861	15 975	17 754	1 780
Financing late	1 770	2 531	3 455	6 585	3 130
1-7 days	828	1 402	1 582	2 819	1 237
8-14 days	236	404	630	768	137
15-30 days	242	165	563	652	89
31-45 days	107	87	45	446	402
46-60 days	45	13	75	10	-64
61-90 days	51	55	116	106	-11
91- days	262	405	444	1 784	1 340
1-30 days	1 306	1 971	2 775	4 239	1 463
30+ days	464	560	680	2 346	1 667
Financing not late	78 %	78 %	82 %	73 %	-9 %
Financing late	22 %	22 %	18 %	27 %	9 %
1-7 days	10 %	12 %	8 %	12 %	3 %
8-30 days	6 %	5 %	6 %	6 %	0 %
31-90 days	2 %	1 %	1 %	2 %	1 %
91- days	3 %	4 %	2 %	7 %	5 %
1-30 days	16 %	17 %	14 %	17 %	3 %
30+ days	6 %	5 %	3 %	10 %	6 %
Bad debt ratio	2,2 %	1,5 %	0,5 %	0,9 %	0,4 %

## SHARE OF LATE FINANCED RECEIVABLES

Historical Financed receivables, m eur, and share of late financing



## CREDIT LOSS PROVISIONS

Credit loss provisions amounting to 229 t eur had been booked per financed receivables by December 2022. Bad debt ratio was thus 0.9%. The provisions are set on customer level after thorough analysis on the past-due items as well as customer financial health. Final credit losses 312 t eur had been booked per end-2022.

## PORTFOLIO RISK

## CONTACTS

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