



PURO gaining strength during a turbulent year

Financial and Portfolio overview 2020

PURO Finance Ltd

29 January 2021
Confidential



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Content



PURO gaining strength during a turbulent year

2020 was a colorful year for PURO in many ways. The effects of Covid-19 to economies, business practices and social well-being were enormous. At PURO, 2020 was planned to be a huge breakthrough year and, despite the pandemic taking its toll, we did make significant leaps in our growth journey.

Covid-19 hit PURO's business in March and created major uncertainties in growth, risks and refinancing. Utilization rates took a dive in Q2 but recovered towards the end of the year. Yet in Q4 they were still significantly lower than prior to the pandemic. Resource allocation and efforts in analytics and risk management minimized the materialization of credit losses, and Puro achieved a significant reduction of overdue payments and deduction of payment arrears.

The most significant leap in our growth journey was taken when in H1 we established a commercial partnership with Accountor Group, which in June purchased a 25% stake in our company from (former) minority shareholders. Our joint efforts to bring world-class invoice financing, with sophisticated user-friendly integration, to Accountor's ERP-platform is the foundation for our further growth in 2021.

Fueled by new customer inflow from Accountor we managed to increase our customer base by over 150 new clients during 2020. Our partnership strategy gained even more speed when we gained Aktia Bank as our first commercial partner among financial service groups.



Even with the increase of new customers, our turnover was reduced by the pandemic until September. The last quarter of the year was a promising stepping-stone towards further growth with our turnover increasing by over 25% from the previous high in Q3. Overall, for the year we hit the 2 million mark in revenue representing 51% year-on-year growth—somewhat lagging from our original pre-pandemic target of doubling revenue.

Our efforts in risk management, automation and cost efficiency resulted in a strong bottom-line. A major building block was cemented in November with a successful issue of shares and capital injection of 2.4 million EUR. This will position us to enter into new, and more competitive, financing arrangements with financial institutions and private investors.

Covid-19 made us re-think the way we do business, and urged us to look forward, be courageous, act boldly and become even more innovative. We set an ambitious vision to be the leading provider of scalable collateralized B2B lending platform in Europe. This target will guide us going forward.

What 2020 and the Covid crisis have taught us is that we need continuous dialogue with our customers. We need to fully understand their situation and needs, to provide even better service and increase the flow, warmth and strength of their PURO experience. In 2021 we plan to take ground-breaking leaps with our technological foundation to provide services no one else can offer. Our new products pipeline, services and partnerships are filled with all the ingredients for 2021 to be an excellent year for PURO and its customers.

29 January 2021
PURO Finance Ltd

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Financial Highlights 2020

2.0_M

TURNOVER

51%

GROWTH

1.0_M

EBIT

50%

EBIT %

300

CUSTOMER PORTFOLIO

150_M

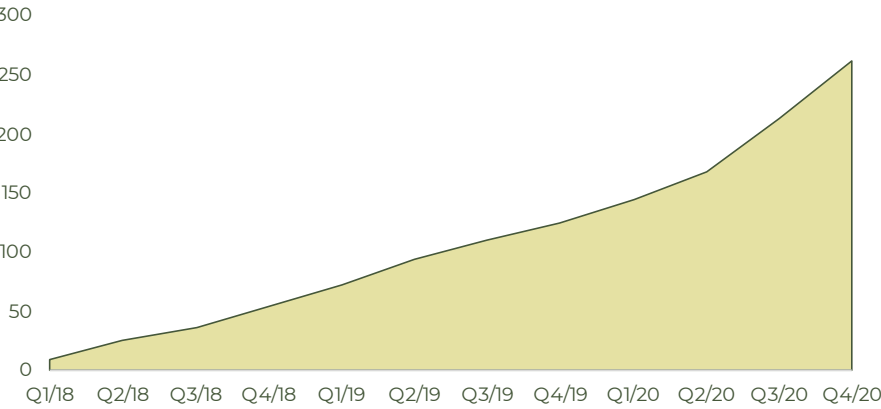
FINANCED INVOICING



Track Record

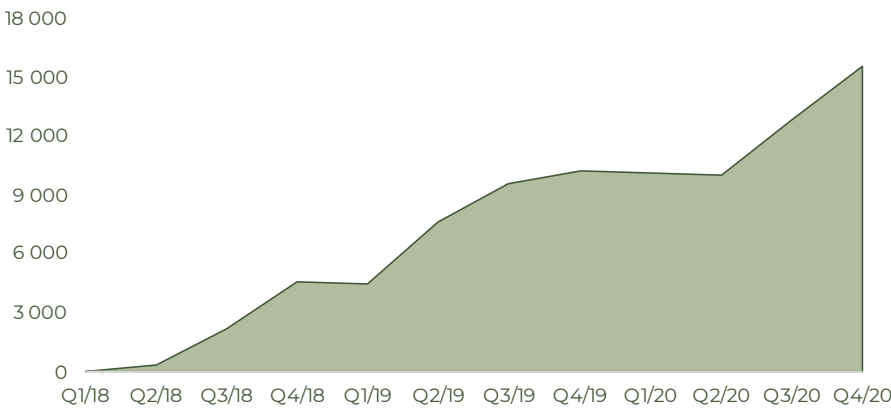
Customers

Total number of active customers



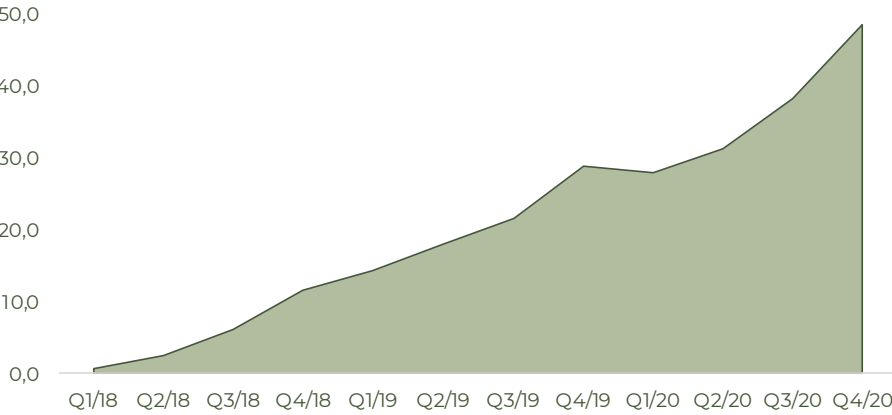
Customer invoicing

Number of invoices



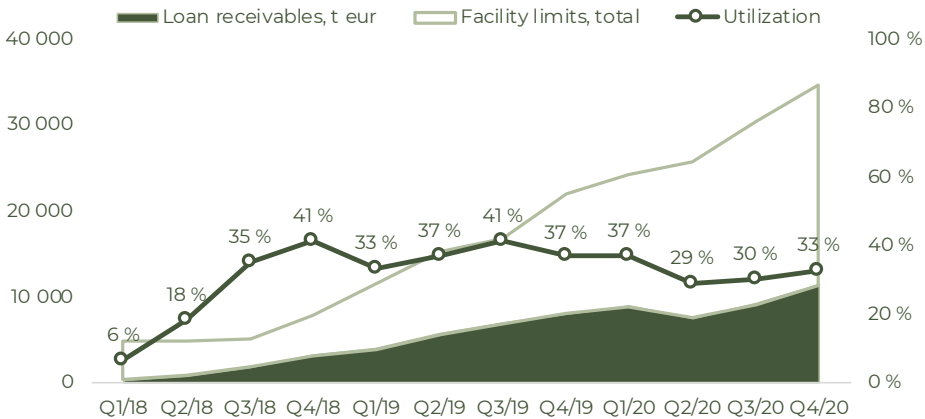
Customer invoicing

Customer invoicing, m EUR



Total credit facilities and utilization

Total (active) facility limits, t eur, and utilization, %



Financial Overview

INCOME STATEMENT*

Amounts in EURt	Jan-Dec 2020	Jan-Dec 2019
Net revenue	1 992	1 322
Other operating income	172	30
External services	-149	-87
Personnel expenses	-605	-466
Depreciation	-42	-30
Other operating expenses	-365	-215
Operating profit	1 002	553
Financial income and expenses	-800	-417
Profit before taxes	202	136
Income taxes	-18	12
Profit for the period	184	148

BALANCE SHEET*

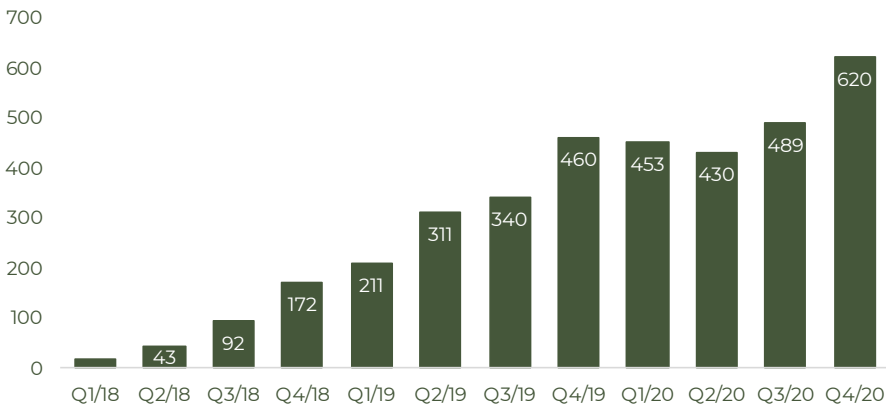
Amounts in EURt	Dec-20	Dec-19
Intangible assets	325	246
Tangible assets	2	2
Non-current assets	327	249
Long-term receivables	200	0
Short-term receivables	11 196	8 030
Cash in hand and at banks	385	338
Current assets	11 781	8 368
Total assets	12 108	8 617
Share capital	3	3
Reserve for invested unrestricted capital	3 100	700
Retained earnings	-201	-349
Profit for the financial year	184	148
Total equity	3 086	501
Long-term liabilities	1 241	1 501
Short-term liabilities	7 781	6 614
Total liabilities	9 022	8 115
Total equity and liabilities	12 108	8 617

*Preliminary and unaudited figures for 2020

Portfolio Performance

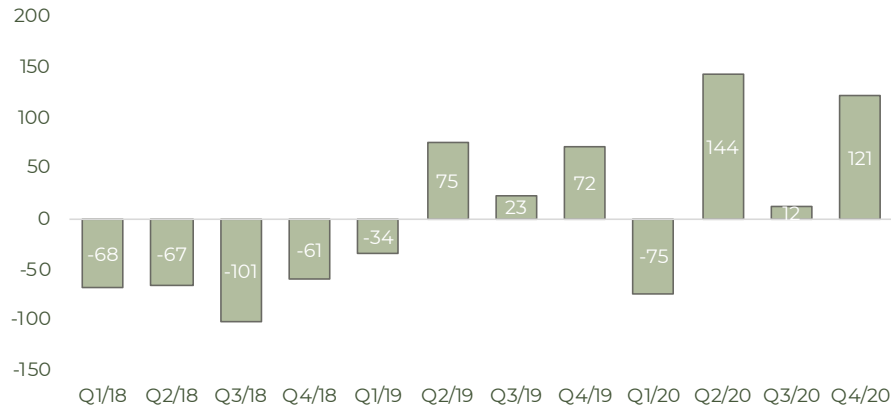
Revenue

Turnover, t eur & Asset turnover ratio*



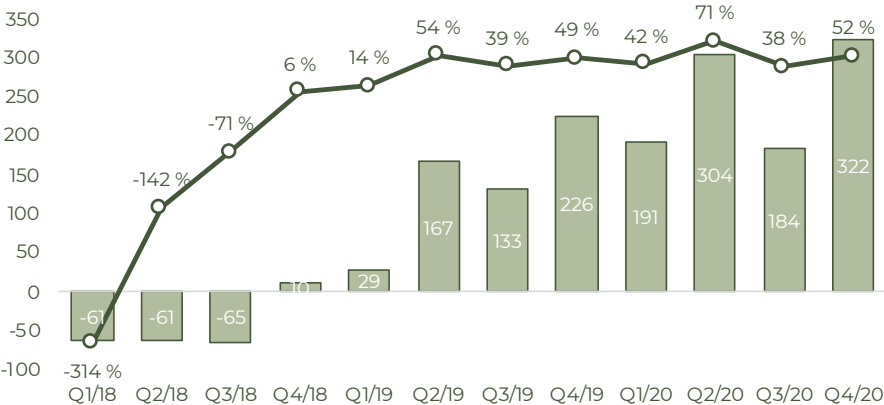
Profitability

Profit before taxes, t eur



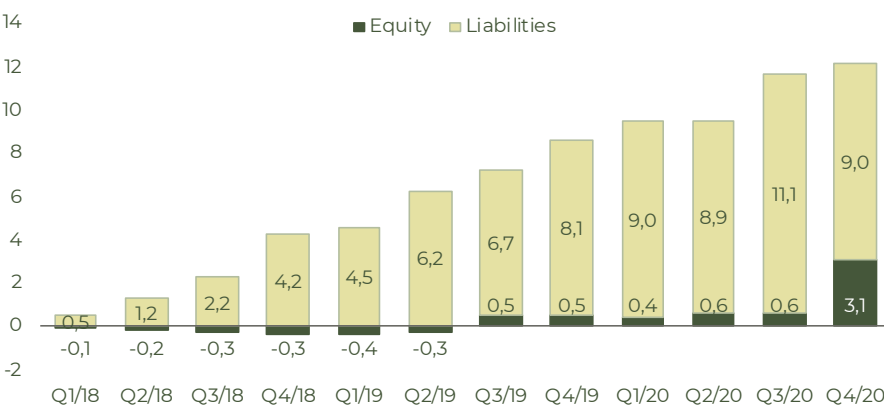
Profitability

Operating profit, t eur & Operating profit margin %



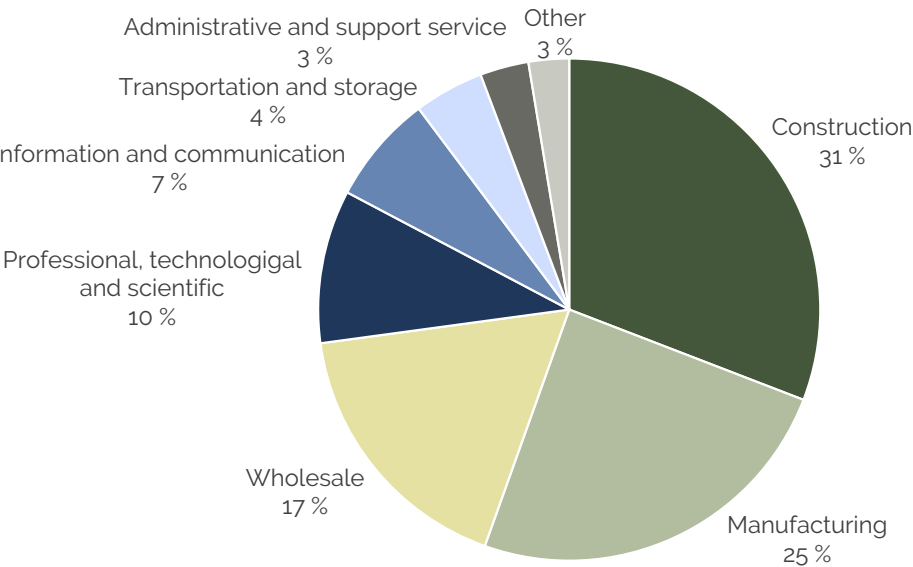
Balance sheet

Balance sheet totals, m eur

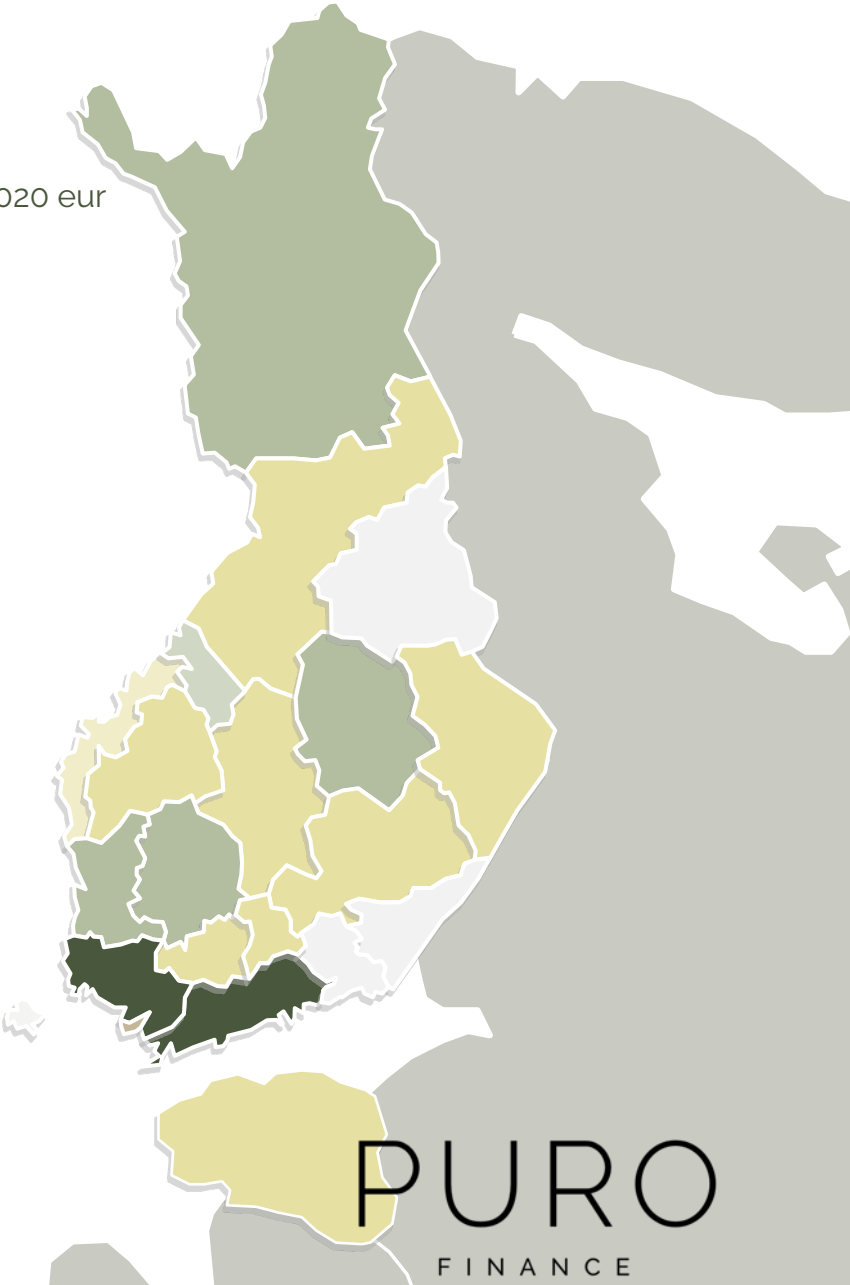
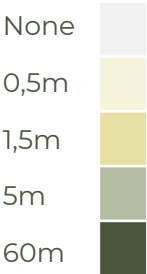


Geographical and Industrial Footprint

INDUSTRIAL SPREAD
Invoicing by seller industry, 2020



GEOGRAPHICAL FOOTPRINT
Invoicing by seller domicile, 2020 eur



Portfolio Credit Risk

1/1/2021 Financed Receivables outstanding, t eur

Total Financing	11 392	
Financing not late	8 861	78 %
Financing late	2 531	22 %
1-7 days	1 402	12 %
8-14 days	404	4 %
15-30 days	165	1 %
31-45 days	87	1 %
46-60 days	13	0 %
61-90 days	55	0 %
91- days	405	4 %
1-30 days	1 971	17 %
30+ days	560	5 %

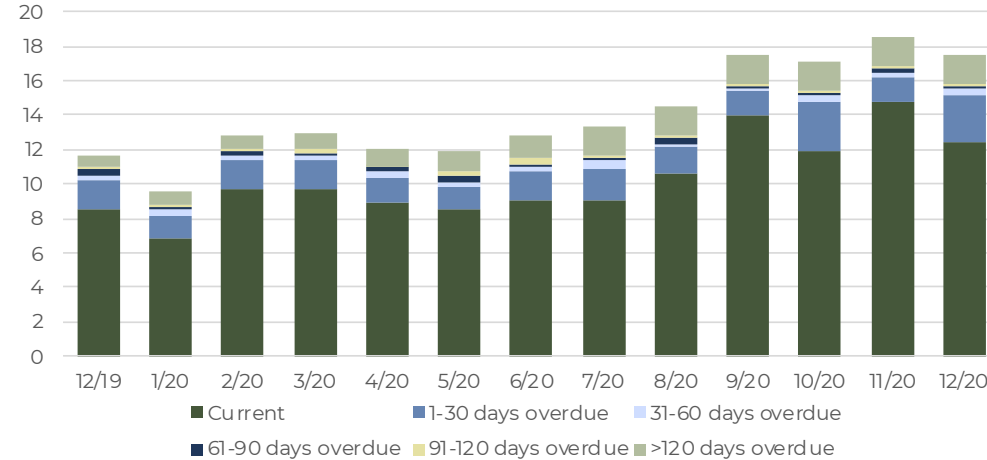
Share of financing

Credit loss provisions

Credit loss provisions amounting to 175 tEUR had been booked per financed receivables end-2020 fully resulting from credits granted prior to 2020. Bad debt ratio was thus 1.5%. The provisions are set on customer level after thorough analysis on the past-due items as well as customer financial health.

Receivables outstanding, monthly (invoice face value)

Receivables outstanding, m eur (EOM)



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