

FINANCIAL AND PORTFOLIO REVIEW Q1 2022

STRONG Q1 GROWTH  
EXCEEDING EXPECTATIONS

PURO  
FINANCE

25.4.2022

# PURO GROWTH CONTINUES EVEN STRONGER THAN EXPECTED

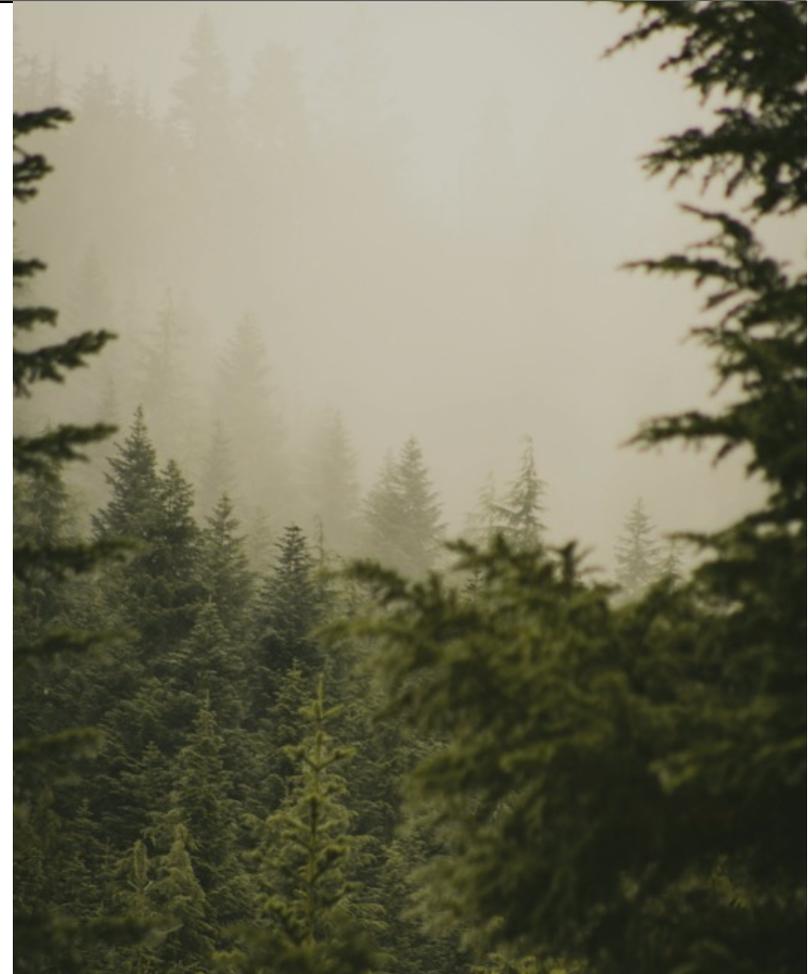
## Highlights Q1

- Quarterly turnover 938 t eur, up 69% from previous year.
- Monthly recurring revenue (MRR) peaking at 384 t eur in March with 56% YoY increase and up 28% from year-end.
- 84 new customers, raising the total customer base to 600 – doubling over 12 months
- Financed receivables peaking at 23 m eur with 93% growth YoY and up 20% from December.

In Q1 PURO continued previous quarter's surge in growth. Despite the traditionally low-season for invoice financing among SME customers, the total customer invoicing in Q1 topped Q4 record and was up 103% from Q1 2021. 84 new customers were onboarded, with a monthly record 37 in March, bringing the total number of customers over 600.

The increased invoicing flow generated major increase in revenue. Monthly recurring revenue peaked at 384 t eur with 56% growth from previous March and 28% up from December. Total quarterly revenue was 938 t eur increasing by 69% from previous year and up 7% from previous quarter. We are 15% ahead of our target for 2022 and are expecting to significantly pass the annual target of 50% top-line growth.

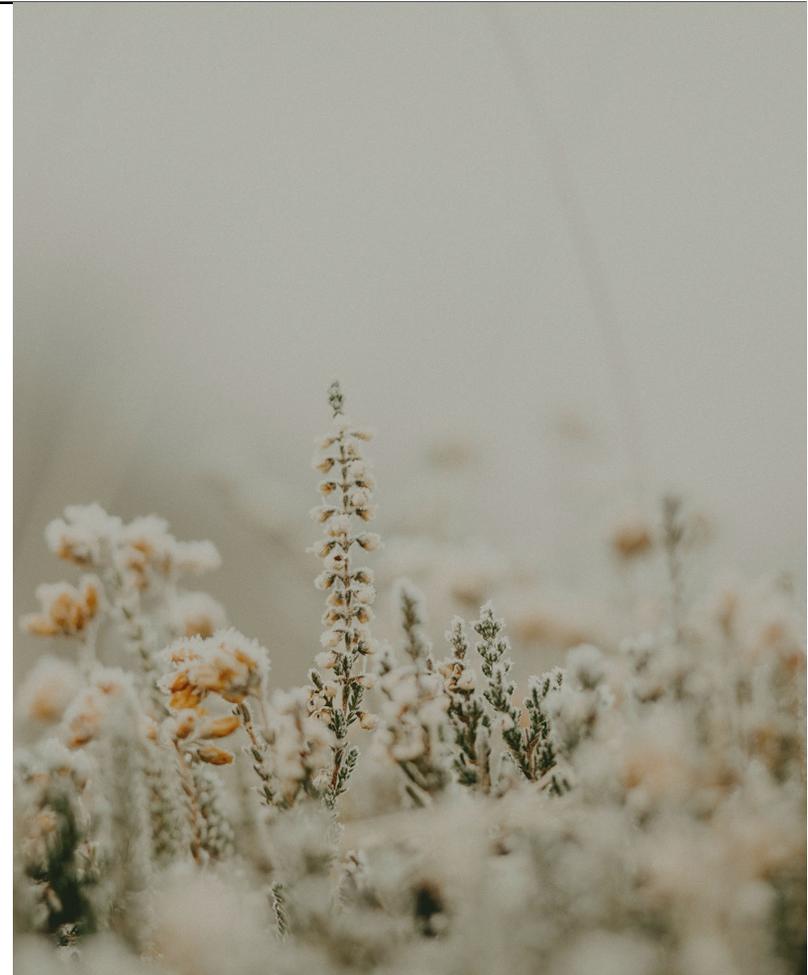
THE FLOW IN FINANCE



	Q1/22	Q4/21	Chg 1Q	Q1/21	Chg 4Q
# of active customers	597	536	11 %	298	100 %
Facility limits, m eur	72	66	9 %	39	85 %
Loan receivables, m eur	23	19	20 %	12	93 %
Customer invoicing, m eur	78	77	2 %	39	103 %
Turnover, t eur	938	879	7 %	555	69 %
Operating profit, t eur	298	371	-20 %	197	51 %
Profit before taxes, t eur	39	113	-66 %	12	209 %

Total loan receivables expanded by 20% within Q1 and amounted to 23 m eur. Despite the growth our risk position improved significantly during Q1. Late outstanding receivables decreased by 5% and their share of total loan receivables decreased from 18% to 14%. Based on historical track record we expect majority of these loans to be offset by settlements and new invoicing within April.

Our investments in expansion and future growth was notable in Q1 operating expenses and as a result Operating profit and EBIT % decreased as planned from previous quarter. However, we are well ahead of our profit targets after Q1, with distinct improvement from Q1 2021, and expect the profitability to remain within the targets for the whole year. Despite the growing volumes we managed to further decrease our average financing cost from previous quarters.



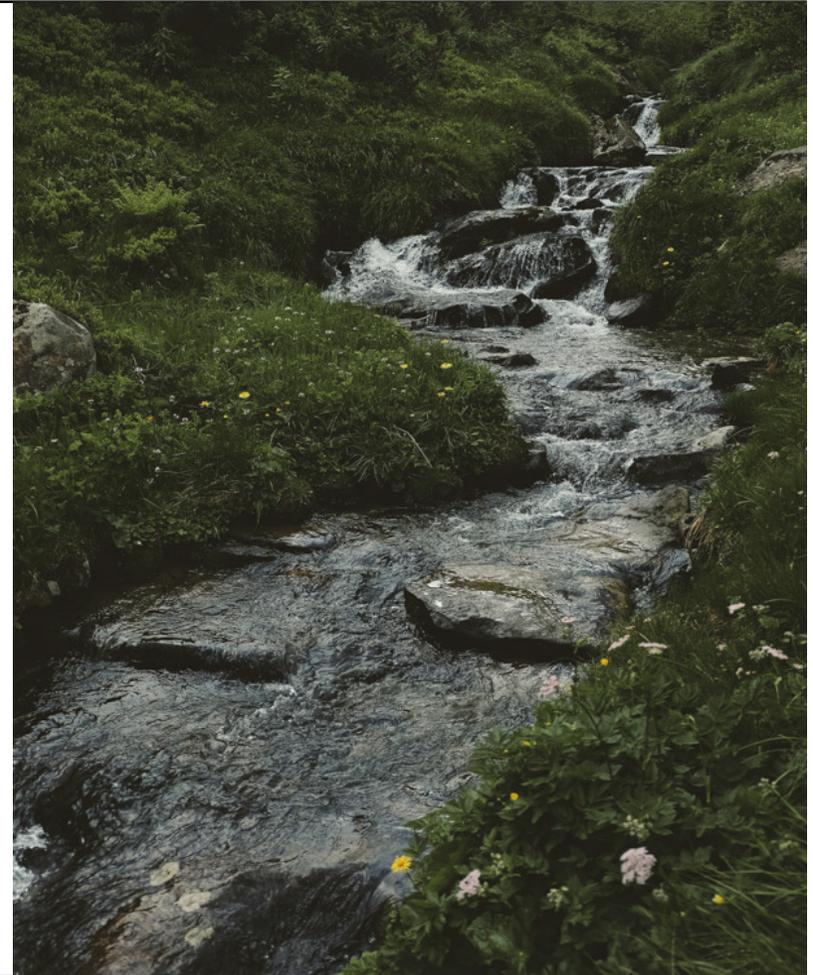
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After the first quarter our outlook for 2022 and beyond seems increasingly positive. As stated, PURO is well ahead of passing the 50% top-line growth target whilst continuing on our promise of profitable growth despite investments for the future. There are a few major partnerships on the closing phase while we expect the first step in our international expansion in Sweden to kick-start after summer pending the final approval from the local FSA.

Now in April 2022, we cannot ignore the despair caused by the brutality of the war-mongering regime in Russia. In addition to the prevalent sanction-screening we are committed to not finance products or services sold to Russia for the time being. Furthermore, we will raise our focus on sustainability and ethical principles on how and with whom we do business in the future.

25 April 2022

Junno Roine, CEO



## FINANCIAL HIGHLIGHTS - Q1 2022

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**938k**

TURNOVER  
EUR

**69%**

GROWTH

**600**

CUSTOMER PORTFOLIO

**384k**

MRR  
EUR

**56%**

MRR GROWTH

**80M**

FINANCED INVOICING  
EUR

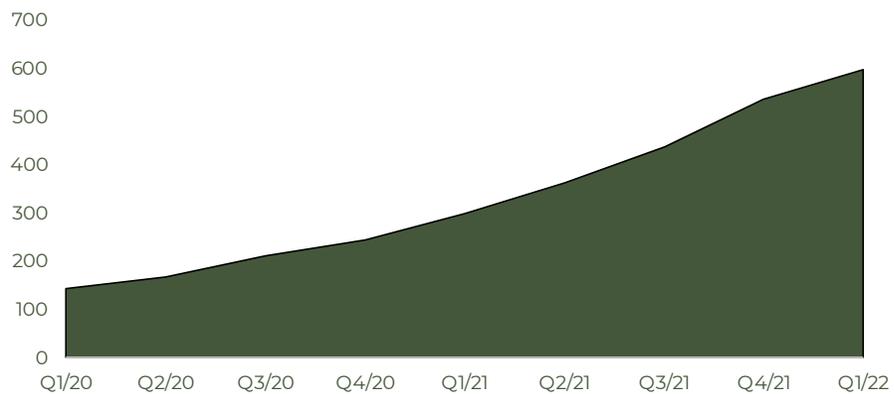
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THE FLOW IN FINANCE



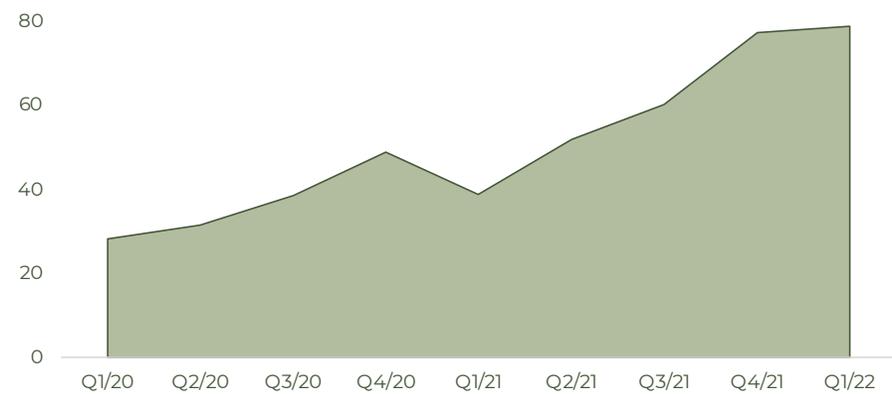
## CUSTOMERS

Total number of active customers



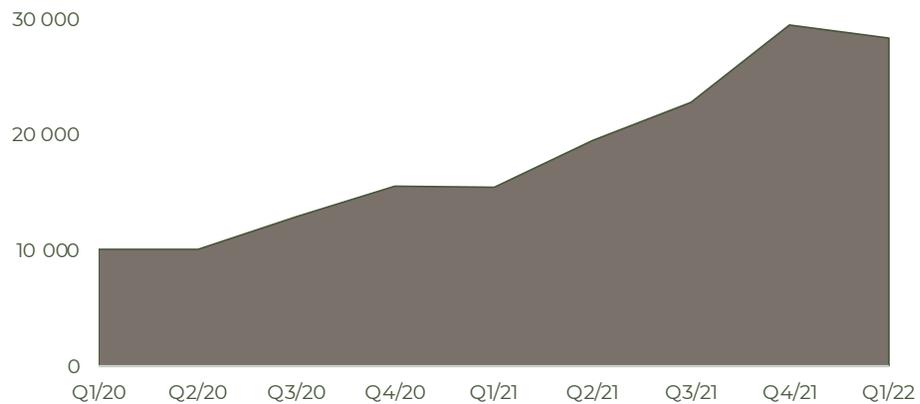
## CUSTOMER INVOICING

Financed invoicing, m EUR



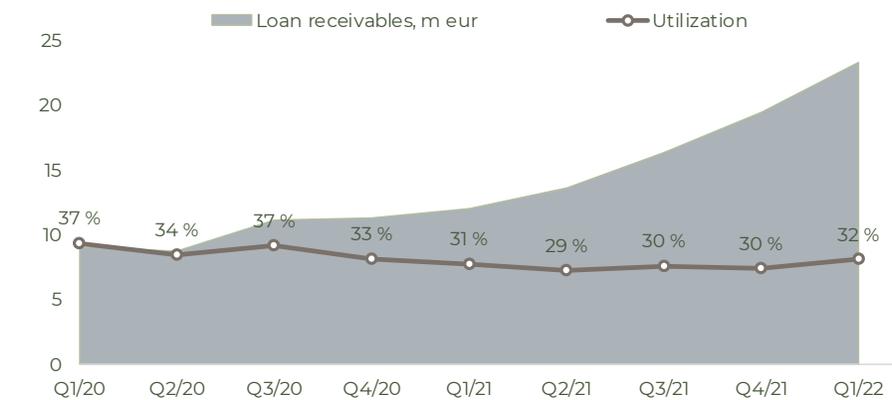
## CUSTOMER INVOICING

Number of invoices



## LOAN RECEIVABLES

Loan receivables, m eur, and utilization, %



## TRACK RECORD

# FINANCIAL OVERVIEW

## INCOME STATEMENT

t eur	Jan-Mar 2022	Jan-Mar 2021
<b>Net revenue</b>	<b>938</b>	<b>555</b>
Other operating income	0	0
Purchased services	-142	-64
Personnel expenses	-278	-219
Depreciation	-14	-11
Other operating expenses	-207	-63
<b>Operating profit</b>	<b>298</b>	<b>197</b>
Financial income and expenses	-259	-185
<b>Profit before taxes</b>	<b>39</b>	<b>12</b>
Income taxes	-9	-3
<b>Profit for the period</b>	<b>30</b>	<b>10</b>

\* Unaudited figures

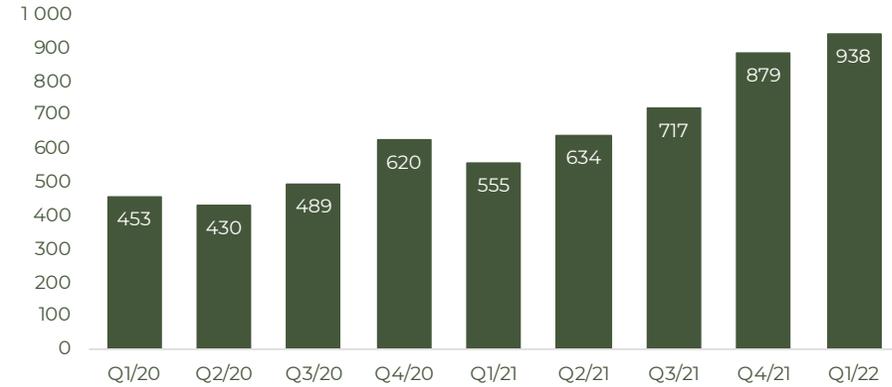
## BALANCE SHEET

t eur	Mar-22	Mar-21
Intangible assets	405	344
Tangible assets	1	2
<b>Non-current assets</b>	<b>406</b>	<b>345</b>
Long-term receivables	168	200
Short-term receivables	23 219	11 997
<b>Total receivables</b>	<b>23 387</b>	<b>12 197</b>
Cash in hand and at banks	320	446
<b>Current assets</b>	<b>23 707</b>	<b>12 644</b>
<b>Total assets</b>	<b>24 113</b>	<b>12 989</b>
Share capital	3	3
Reserve for invested unrestricted capital	3 100	3 100
Retained earnings	220	-17
Profit for the financial year	30	10
<b>Total equity</b>	<b>3 352</b>	<b>3 096</b>
Long-term liabilities	2 245	1 291
Short-term liabilities	18 516	8 602
<b>Creditors in total</b>	<b>20 761</b>	<b>9 894</b>
<b>Total equity and liabilities</b>	<b>24 113</b>	<b>12 989</b>

## THE FLOW IN FINANCE

# PORTFOLIO PERFORMANCE

**REVENUE**  
Turnover, t eur



**PROFITABILITY**  
Operating profit, t eur & Operating profit margin %



**PROFITABILITY**  
Profit before taxes, t eur



**BALANCE SHEET**  
Balance sheet totals, m eur



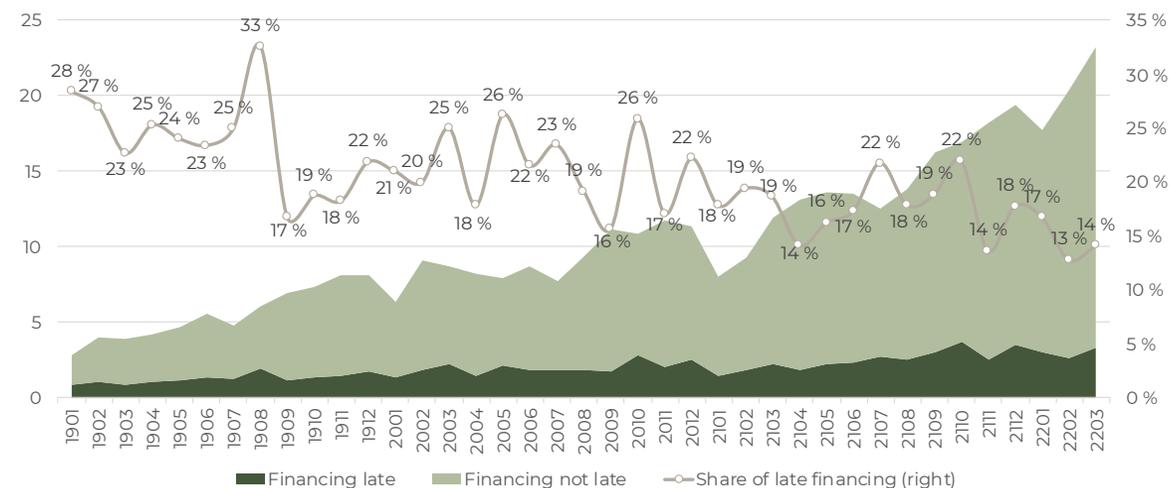
THE FLOW IN FINANCE

## FINANCED RECEIVABLES OUTSTANDING, EOP

t eur	2019	2020	2021	Q1 22	Chg
Total Financing	8 092	11 392	19 430	23 238	3 808
Financing not late	6 322	8 861	15 975	19 957	3 982
Financing late	1 770	2 531	3 455	3 280	-175
1-7 days	828	1 402	1 582	1 391	-191
8-14 days	236	404	630	559	-71
15-30 days	242	165	563	459	-104
31-45 days	107	87	45	205	160
46-60 days	45	13	75	44	-31
61-90 days	51	55	116	62	-54
91+ days	262	405	444	560	116
1-30 days	1 306	1 971	2 775	2 409	-366
30+ days	464	560	680	871	192
Financing not late	78 %	78 %	82 %	86 %	4 %
Financing late	22 %	22 %	18 %	14 %	-4 %
1-7 days	10 %	12 %	8 %	6 %	-2 %
8-30 days	6 %	5 %	6 %	4 %	-2 %
31-90 days	2 %	1 %	1 %	1 %	0 %
91+ days	3 %	4 %	2 %	2 %	0 %
1-30 days	16 %	17 %	14 %	10 %	-4 %
30+ days	6 %	5 %	3 %	4 %	0 %
Bad debt ratio	2,2 %	1,5 %	0,5 %	0,5 %	-0,1 %

## SHARE OF LATE FINANCED RECEIVABLES

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



## CREDIT LOSS PROVISIONS

Credit loss provisions amounting to 107 t eur had been booked per financed receivables end-Q1. Bad debt ratio was thus 0.5%. No new bad debt have emerged since 2019. The provisions are set on customer level after thorough analysis on the past-due items as well as customer financial health. Final credit losses 114 t eur had been booked per end-Q1.

## PORTFOLIO RISK

## CONTACTS

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THE FLOW IN FINANCE

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FLOW  
WARMTH  
POWER

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