

FINANCIAL AND PORTFOLIO REVIEW Q2 2022

PURO SPRINTING AHEAD OF 2022 GROWTH TARGETS

PURO
FINANCE

28.7.2022

PURO SPRINTING AHEAD OF 2022 GROWTH TARGETS

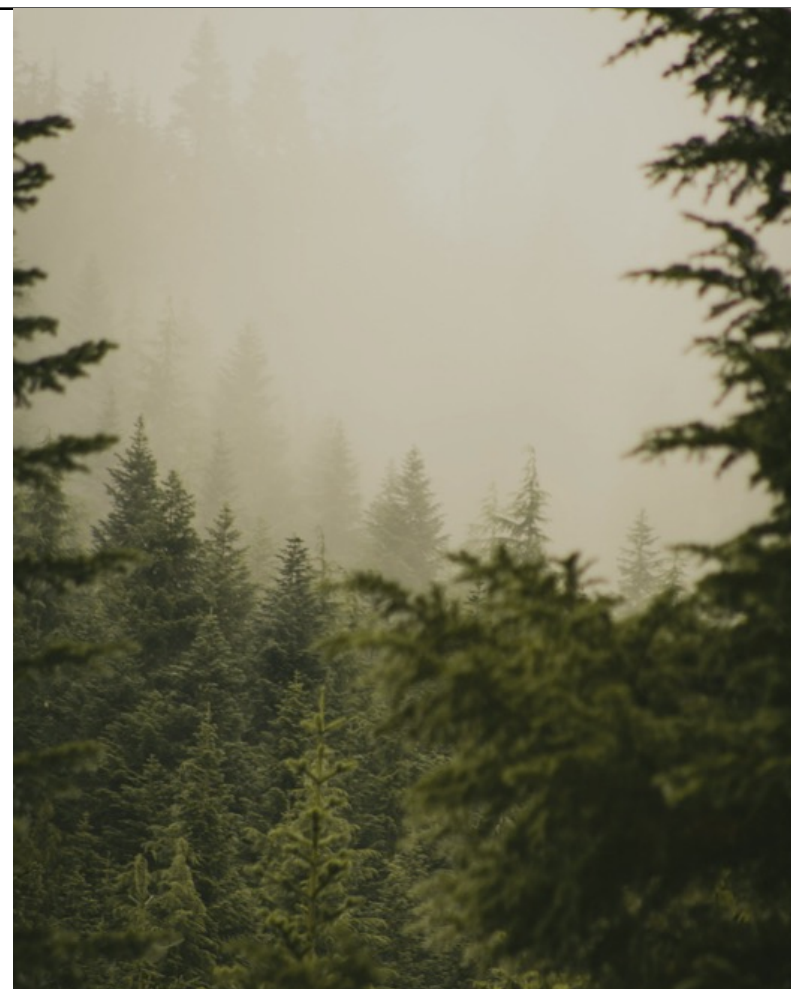
Highlights Q2

- Monthly recurring revenue (MRR) peaking at 434 t eur in June with 108% YoY increase and up 45% from year-end. Annual recurring revenue (ARR) topping 5.2 m eur.
- Quarterly turnover increasing 24% from Q1 bringing H1 turnover to 2.1 m eur, up 77% from previous year.
- 94 new customers in Q2, raising the total customer base close to 700.
- Financed receivables peaking at 28 m eur with 107% growth YoY and up 21% from Q1. 102 m eur of customer invoicing financed during Q2.
- Customer satisfaction increased from previous year with NPS increasing to 68 (up 6 points). 92% of PURO customers are satisfied with 67% extremely satisfied with our service.

In Q2 PURO's growth builded on the strong foundation set on Q1 and topped the growth indicators of previous quarter. Both revenue and financed receivables at the midpoint of the year were close to reaching our full year targets for 2022.

Most impressively the monthly recurring revenue (MRR) improved to 434 t eur in June with 108% growth in 12 months and 45% up from December. This boosted the quarterly turnover to reach 1.2 m eur, up 24% from Q1 and +83% from Q2 2021 – the highest YoY growth number for the past 2.5 years. At 2.1 m eur for H1 turnover we currently are half-way to meeting our top-line target and expect to significantly exceed the 50% target in growth.

THE FLOW IN FINANCE



100 m eur in financed customer invoicing was topped within the quarter with loan receivables continuing on 20% quarterly growth and amounting to 28 m eur. The rapidly increasing portfolio also came with increases to the late outstanding receivables with a few of our customers meeting some of the challenges of global supply and resource deficits. Our risk position however is in control and within the mid-term average levels while we continue to assist our customers through this turbulent period.

	Q2/22	Q1/22	Q2/21	2022	2021	22/21
# of active customers	680	597	363	680	363	87 %
Facility limits, m eur	80	72	47	80	47	71 %
Loan receivables, m eur	28	23	14	28	14	107 %
Customer invoicing, m eur	102	78	52	180	90	100 %
Turnover, t eur	1 160	938	634	2 099	1 189	77 %
Operating profit, t eur	530	298	295	828	492	68 %
Profit before taxes, t eur	136	39	78	174	91	92 %

In June we made a 100 t eur loss provision and set a standard of minimum target provision for 25% of 90+ day past-due receivables. This will enable us to more sustainable financial planning and provide transparency to our owners and investors. Despite the provisions the profitability in Q2 was solid with EBIT (46%) and EBT (12%) within our mid-term targets. Regarding the financial cost we have several ventures kicking off in H2 to secure our financial position for the coming 12 to 18 month period.



Already at the current KPI levels we are close to reaching our main full year financial targets. We anticipate the new customer inflow to continue at minimum on current rate while we expect more from several of our current and new distribution channels. Therefore we expect the H2 to be even more succesful than the past period.

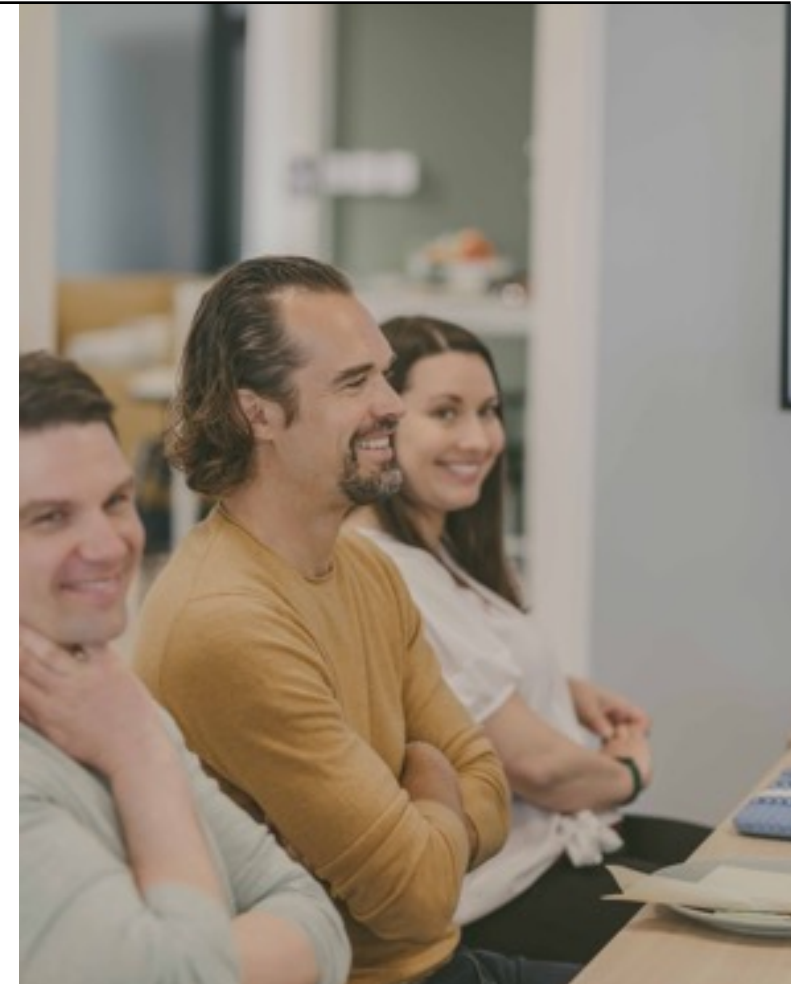
Before mid-summer we finally received the final approval from the Swedish FSA to start our factoring offering in Sweden. For H2 we are planning to commence a pilot with selected customers and partners as a proof that our blueprint works in foreign invoicing and legal domiciles. Simultaneously we are planning out further steps on our European expansion.

Internally the key-word for H1 has been scalability as we have been future-proofing our technology and operations to meet the growing demands of new customers, partners and geographies. And honest to our vision we have not forgot innovation in our solutions and products in order to stay on the front-foot to meet the growing customer expectations and rethinking the ways this centuries-old concept of invoice financing can be made easier and more accessible to all types of businesses.

Despite the increasing number of technological and operational development projects it was encouraging to see the continuous improvement of our customer satisfaction with Net Promoter Score (NPS) at 68. With gratitude to our customers, partners and employees this provides us encouragement to step into the next phase of our journey.

28 July 2022

Junno Roine, CEO



THE FLOW IN FINANCE

FINANCIAL HIGHLIGHTS - H1 2022

2.1M

TURNOVER
EUR

77%

GROWTH

700

CUSTOMER PORTFOLIO

434k

MRR
EUR

108%

MRR GROWTH

180M

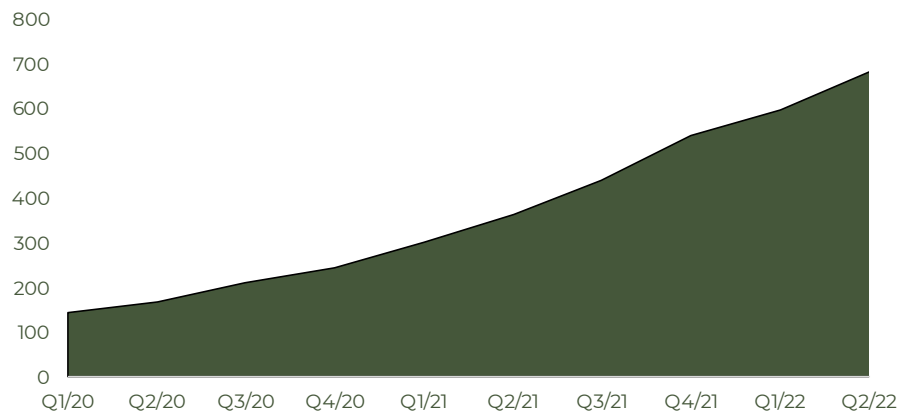
FINANCED INVOICING
EUR

THE FLOW IN FINANCE



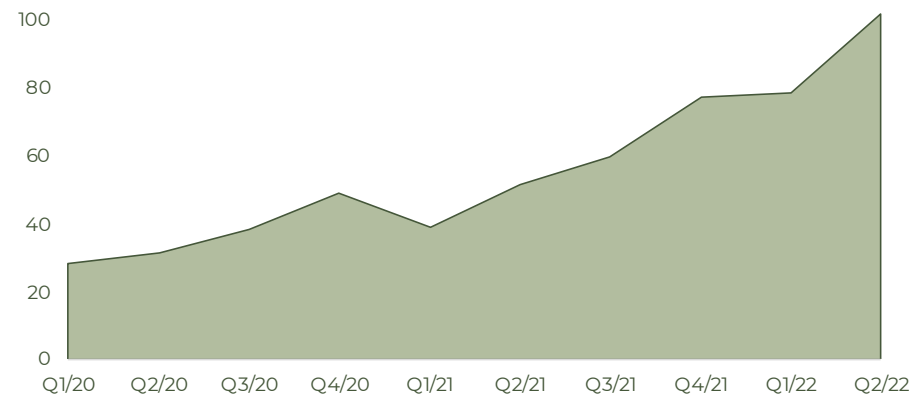
CUSTOMERS

Total number of active customers



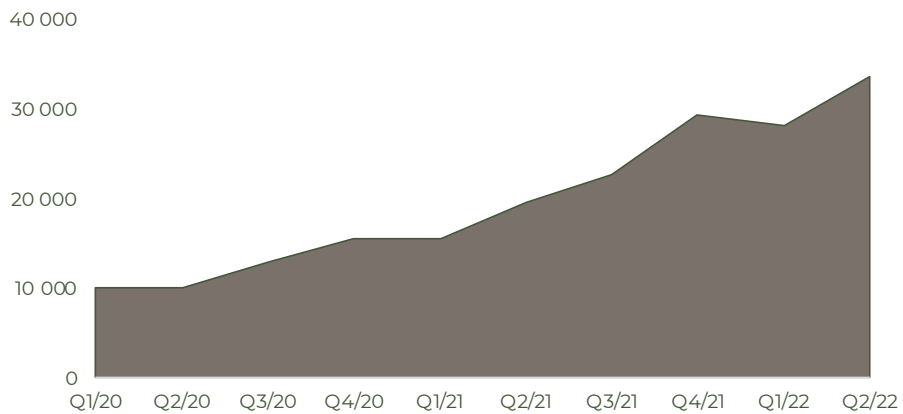
CUSTOMER INVOICING

Financed invoicing, m EUR



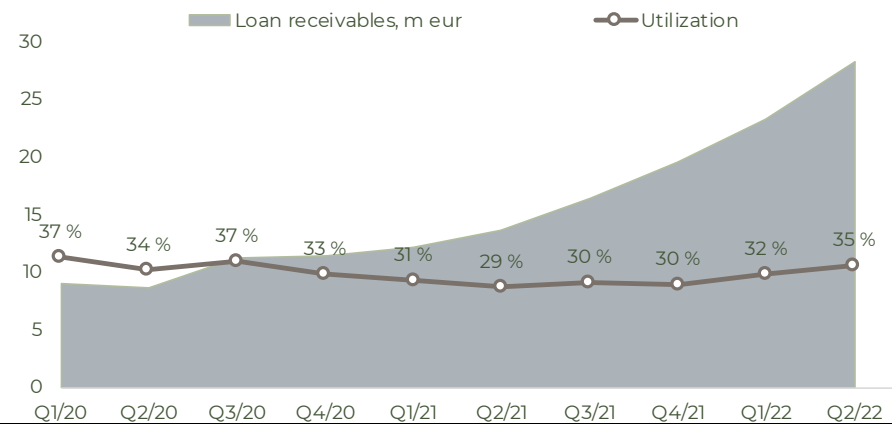
CUSTOMER INVOICING

Number of invoices



LOAN RECEIVABLES

Loan receivables, m eur, and utilization, %



TRACK RECORD

FINANCIAL OVERVIEW

INCOME STATEMENT*

t eur	Jan-Jun 2022	Jan-Jun 2021
Net revenue	2 099	1 189
Other operating income	0	0
Purchased services	-302	-146
Personnel expenses	-510	-400
Depreciation	-31	-24
Other operating expenses	-428	-127
Operating profit	828	492
Financial income and expenses	-653	-402
Profit before taxes	174	91
Income taxes	-37	-19
Profit for the period	138	72

* Unaudited figures

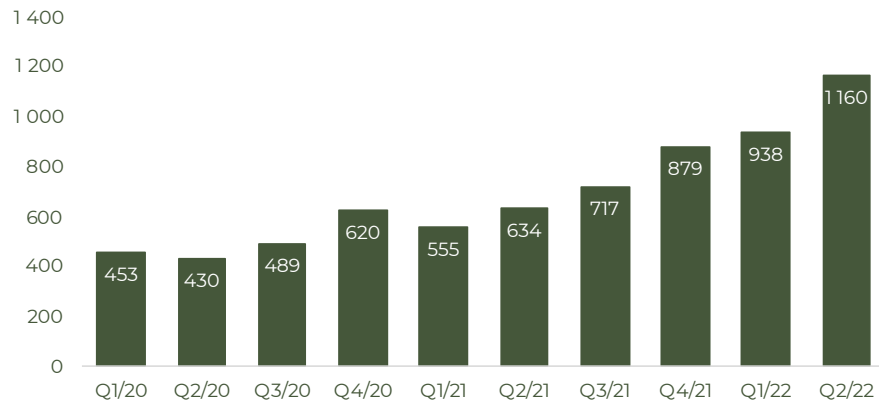
BALANCE SHEET*

t eur	Jun-22	Jun-21
Intangible assets	422	361
Tangible assets	12	1
Non-current assets	434	362
Long-term receivables	168	168
Short-term receivables	28 416	13 652
Total receivables	28 584	13 821
Cash in hand and at banks	726	539
Current assets	29 310	14 360
Total assets	29 744	14 722
Share capital	3	3
Reserve for invested unrestricted capital	3 100	3 100
Retained earnings	220	-17
Profit for the financial year	138	72
Total equity	3 460	3 158
Long-term liabilities	2 505	1 241
Short-term liabilities	23 779	10 323
Creditors in total	26 284	11 564
Total equity and liabilities	29 744	14 722

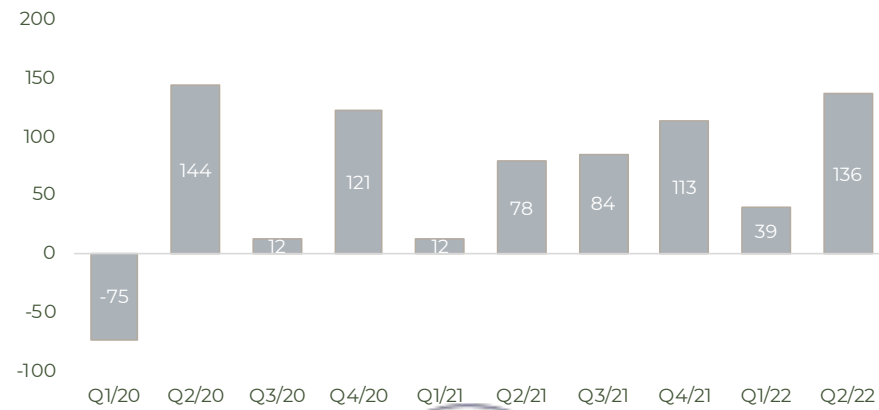
THE FLOW IN FINANCE

PORTFOLIO PERFORMANCE

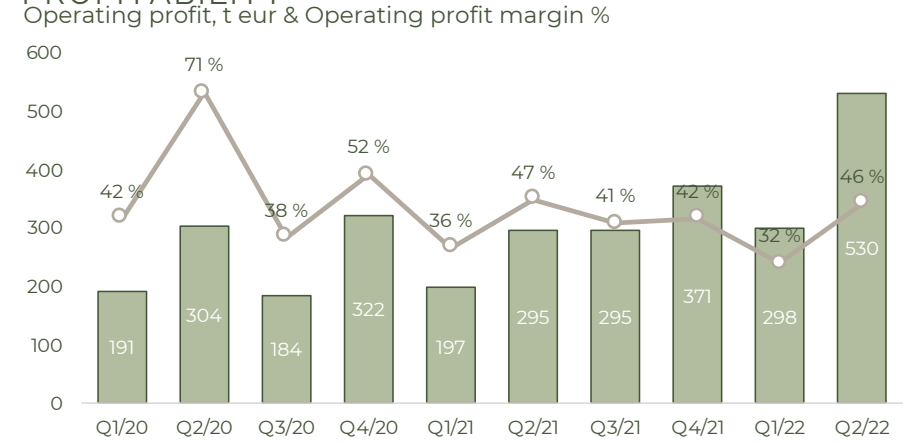
REVENUE



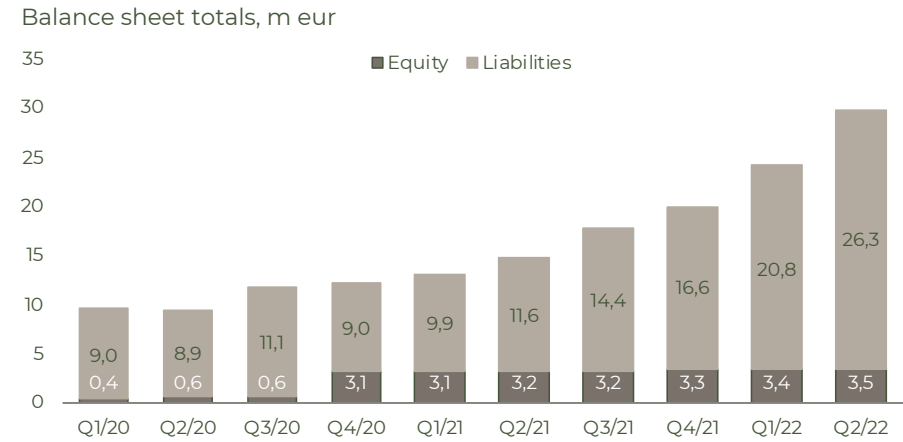
PROFITABILITY



PROFITABILITY



BALANCE SHEET



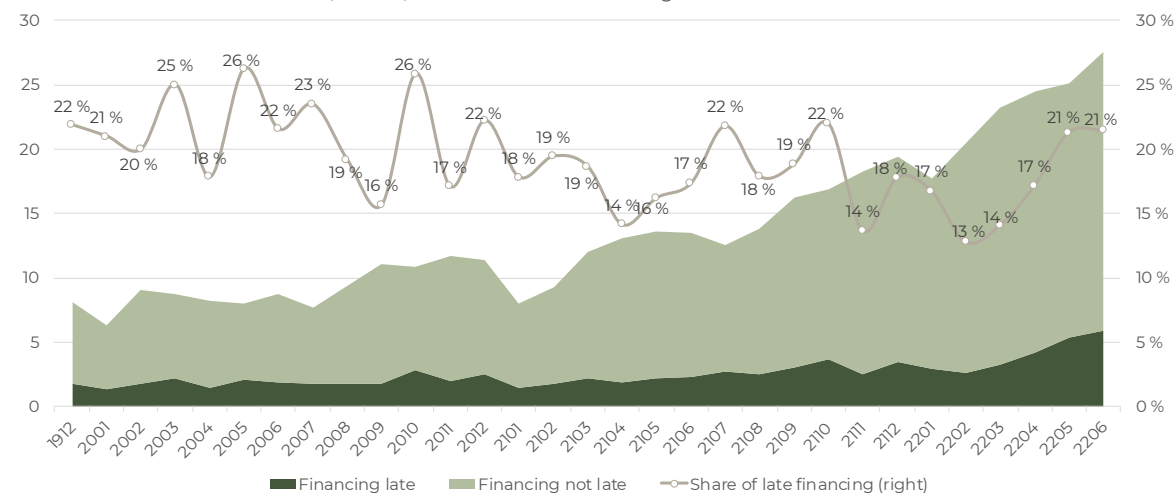
THE FLOW IN FINANCE

FINANCED RECEIVABLES OUTSTANDING, EOP

t eur	2019	2020	2021	Q2/22	Chg
Total Financing	8 092	11 392	19 430	27 582	8 151
Financing not late	6 322	8 861	15 975	21 666	5 692
Financing late	1 770	2 531	3 455	5 915	2 460
1-7 days	828	1 402	1 582	2 233	650
8-14 days	236	404	630	623	-7
15-30 days	242	165	563	1 111	548
31-45 days	107	87	45	750	705
46-60 days	45	13	75	236	161
61-90 days	51	55	116	267	150
91- days	262	405	444	696	252
1-30 days	1 306	1 971	2 775	3 966	1 191
30+ days	464	560	680	1 949	1 269
Financing not late	78 %	78 %	82 %	79 %	-4 %
Financing late	22 %	22 %	18 %	21 %	4 %
1-7 days	10 %	12 %	8 %	8 %	0 %
8-30 days	6 %	5 %	6 %	6 %	0 %
31-90 days	2 %	1 %	1 %	5 %	3 %
91- days	3 %	4 %	2 %	3 %	0 %
1-30 days	16 %	17 %	14 %	14 %	0 %
30+ days	6 %	5 %	3 %	7 %	4 %
Bad debt ratio	2,2 %	1,5 %	0,5 %	0,8 %	0,2 %

SHARE OF LATE FINANCED RECEIVABLES

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



CREDIT LOSS PROVISIONS

Credit loss provisions amounting to 208 t eur had been booked per financed receivables by June 2022. Bad debt ratio was thus 0.8%. The provisions are set on customer level after thorough analysis on the past-due items as well as customer financial health. Minimum target provisioning level for the company is 25% on 90+ days past-due receivables. Final credit losses 114 t eur had been booked per end-Q1.

PORTFOLIO RISK

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