

***Dear Investors,
Dear Partners,***

Unfortunately, due to the SARS-CoV-2 pandemic, we are all, globally, in a difficult situation, dominated by multiple social fears and even more uncertainties regarding the future of economies, but especially for the financial future of each of us.

The stability of the macro-economic balances is being tested in these days and represents the consequence of the micro-economic imbalances already produced due to the direct or indirect effects of the protection measures taken to combat the spread of the virus, which have led to the prohibition or impossibility of carrying out numerous activities. Thousands of companies globally, restrict, suspend or even shut down their activity and millions of people become unemployed, which leads to an unbelievably high pressure on national social protection systems.

In this context, in Romania, on 16.03.2020, the state of emergency at national level was decreed. The Romanian Government has adopted a series of economic, social and fiscal protection measures for citizens and companies, which affected us immediately, directly and indirectly. The most important measure is the moratorium on delaying the repayment of loans until 31.12.2020

How does it affect us?

We are already recording a decrease in liquidity, a phenomenon that will probably continue until the end of the year, due to the following situations:

- *Some of our clients will activate the Loan Deferral Moratorium, which may mean up to 9 months without receiving anything for the contracts in question.*
- *Many companies have reduced or even suspended their activity, which means that they have reduced their income and can no longer pay their installments or close their credit lines, or their employees will no longer be able to afford to pay the loan installment*

How do we manage this?

The advantage of FAST FINANCE is that we are a lending company that for the last 2 years has granted loans exclusively for business and investments. All loans were concluded on site, nothing online. This involves a relatively small number of qualified clients which has allowed us to monitor the portfolio extremely carefully, being in constant contact with them.

Our main concerns for the immediate period are:

- *to maintain a steady flow of cash*
- *to help customers continue to pay their intallments, especially those who are directly affected*
- *to help our old clients who will need further funding during this period*

For this purpose, as early as March we have started discussions and analyses with each client and our proposals (already accepted by some) to them were:

- ***Freezing of the principal*** at the present value, for a period of 3-5 months, with the possibility of extension
- ***Interest rate reduction*** with a percentage between 25% and 50%, for the next 3-5 months, with the possibility of extension



- **The renewal of the loans** that expire during this period - in the case of investment credits, in which the repayment is made in monthly installments composed only of interest and the repayment of the principal is made at the end of the contract
- **Reducing penalties by 100% and overdue interest by 50%** for all outstanding loans, only with the condition of payment of the remaining amounts due in the following period, including for cases of forced execution

We will also apply the following measures:

- We no longer accept new clients for the next period
- We will continue to credit clients who have a good payment history with us in order to provide them with the capital they need to maintain their business.
- We will focus our efforts to monitor all contracts and each customer individually, so that we can quickly identify any potential problems in complying with monthly payments.

How do we guarantee investor's money?

We, ourselves are the best guarantee we can offer to our investors, based on:

Our Portfolio

- 86% loans for working capital or investments and only 14% consumer loans.
- 74% of the value of the portfolio is guaranteed by mortgages covering 200% the value of loans and 16% of the portfolio is guaranteed by other types of guarantees.
- <1.2% default rate for business and investment loans, < 4,5 % for consumer loans

Our Business Model

- All information is verified from independent external sources: Credit Bureau, the Central Bank Risks, Trade Register Office, The Ministries of Finance / Labour /Justice.
- All documents are presented and signed physically, at our headquarters and mortgage contracts in front of the notary, nothing online.

Our Financial Capacity

- Our Portfolio is funded 82,5% from our equity and shareholders loans, (59%-23,5%) 2,5% from banking long terms loans and just 15% from luvo's investors.

In conclusion, we make every possible effort, including by voluntarily assuming significant financial losses through the reductions granted to clients, to make their monthly financial effort easier, in order to ensure the continuity of the business in safe conditions, in the interests of our shareholders and investors, but especially in conditions of professional ethics in a period when we can only succeed together.

Sincerely,
Adrian Cocora,
CEO Fast Finance IFN