



**Fast
Finance**

***We Finance Your
Plans!***

COMPANY PROFILE | 2020



Fast Finance IFN S.A. is a joint-stock company working as a Non-Banking Financial Institution (NBFI) and operating under the supervision and regulation of the National Bank of Romania (NBR).

We take pride in the fact that, due to our determination, innovation and flexibility, we manage to offer efficient, customized solutions to the specific needs of our clients, both individuals and legal entities.

**Who
We
Are?**

“To help our clients deal with their financial problems and credit needs in the best way, as described by the following 3 values:

*Quick
Simple
Unobtrusive!”*

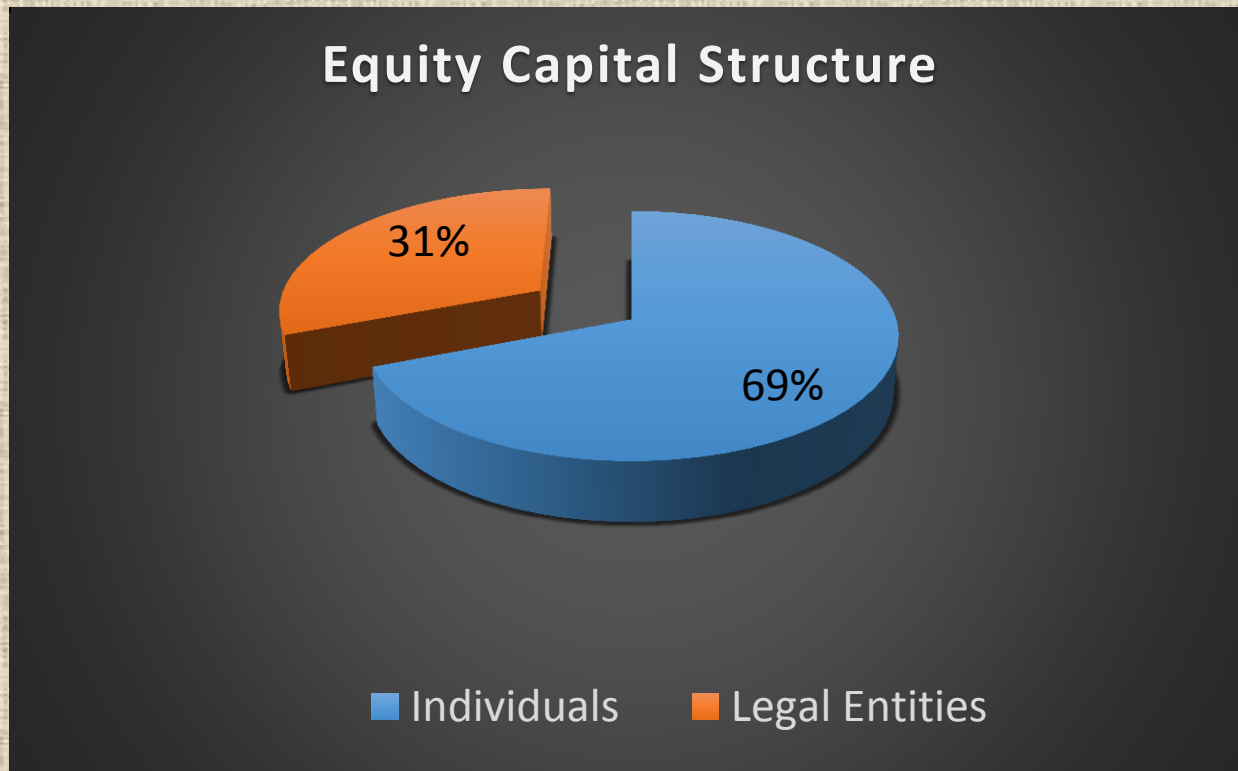
**Our
Mission**



Company Information:

No. of Shareholders: 3

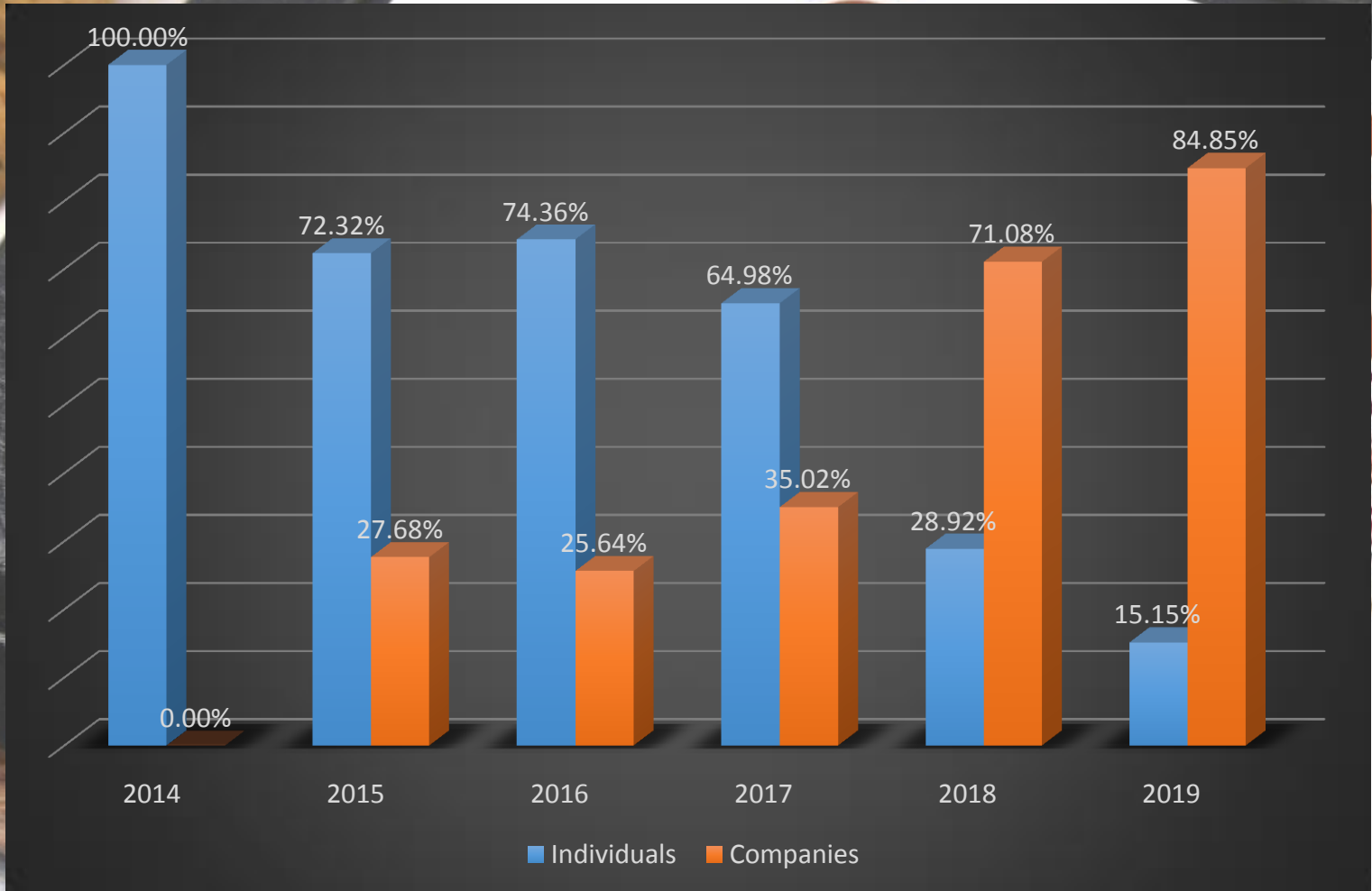
Share Capital: 5.340.000,00 lei



Our Products:

- **UNSECURED LOANS | for individuals** | not anymore in our current offer, granted in 2019 just for re-scheduled cases.
- **MORTGAGE LOANS | for individuals**
- **INVESTMENT LOANS | for individuals** | granted only with real estate guarantees (mortgage of first rank on houses, industrial buildings or agricultural lands)
- **BUSINESS LOANS | for SMEs** | – granted only with real estate guarantees (mortgage of first rank on houses, industrial buildings or agricultural lands) or movable guarantees (auto, industrial equipment) or other collaterals (promissory notes, surety contracts)

Type of Clients | Comparative Statistics:



Clients & Products Strategy

Due to restrictive regulation regarding loans to individuals, FAST FINANCE decided at the end of 2018 to eliminate from its portfolio the unsecured loans granted to individuals and to limit the number of mortgage loans granted to individuals.

Starting with 2019, the company has in its current offer only loans granted to legal entities and loans granted to individuals for investment. As an exception, we continued to grant consumer loans in case of internal restructuring or refinancing.

FAST FINANCES' loans for companies or loans for investment are a reliable choice, an alternative to bank funding, due to the quick review process, flexibility and availability shown in the review of the business projects, the various repayment options and the types of security/guarantee accepted (real estate collateral or pledges, promissory notes, cheque notes, etc.).

2019 represented a period of accommodation to the new business model developed at the end of 2018. The operational performance has been affected by these major changes. The volume of new granted loans meant only 82% of the volume from the previous year. The incoming in 2019 represented 98.5% of the income managed in 2018.

Overall, the result was slightly positive - 116% in 2019 compared to 2018 - because in 2019, the company's assets have enriched with real estate properties worth over 650.000 Euros.

Relevant Information 2018 vs 2019

	2018	2019
Loans granted	1.759.153 EUR	1.438.330 EUR
Loans Balance at 31.12	2.711.262 EUR	1.938.707 EUR
Outstanding Debts	4.566.930 EUR	5.170.859 EUR
Turnover	2.564.355 EUR	2.329.732 EUR
Assets entered into property *	0 EUR	666.367 EUR
*Assets entered into property by forced execution of debtors		

Dynamics of 2020

The consolidation of 2019 produces results in 2020. In the first half of the year, new loans amounting 1,105,760 Euros were granted, which is 75% of the entire year of 2018.

Portfolio stats:

- 73 Loans listed on the platform
- **0 Buy-Back Guarantees** activated
- Less than 15% of our **portfolio** value **listed** on the platform – thus a lower risk for both investors and platform
- Over 11% average **interest** granted to investors

SARS COV 2- COVID 19 – IMPACT

Impact on our general portfolio:

- 1,59% of total portfolio affected (cases that requested postponement or discounts).
- Just 3 Cases that triggered GEO 37 (Governmental Ordinance that allowed the postponement of installments until 31.12.2020).

Impact on our LISTED (IUVO) portfolio:

- Just 3 Buy-Back Guarantees activated representing < 3,5% of listed portfolio.
- 0 Cases that triggered GEO 37

Short - and medium-term objectives

- High quality operations & automated processes along with integration with other systems
- Product and portfolio management
- Diversify the credit products
- Diversify the marketing and client procurement methods
- Attract new clients
- Increase the company's funding



“All these measures and actions are intended to meet the shareholders’ expectations in terms of achieving the profit goals while observing the prudential requirements in terms of reserves and cash and the risk adequacy through a more diversified exposure by various types of products and clients designed to result in an integrated healthy growth of the company value.”

Adrian Cocora, CEO

A handwritten signature in black ink, appearing to read 'Adrian Cocora', enclosed in a white rectangular box with a green border.



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J40/14948/2013 ; CUI: 32548576;
NBR General Register: RG-PJR-41-110286/2014;
ANSPDC Register: 33408/2014 (Data Protection Authority)



*For any further
information
please don't
hesitate to contact
us*