



COMPANY PROFILE | 2021-2022

WHO WE ARE:

Fast Finance IFN S.A. is a joint-stock company working as a Non-Banking Financial Institution (NBFi) that was created and is operating under the supervision 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, individuals, investors, or companies.

VISION:

To become and to remain, under conditions of fair competition, the first option for all those who are in urgent need of loans or other short and medium-term credit products.

MISSION:

To help our clients deal with their financial problems and credit needs in the best way, as described by the following three features: Quick, Simple, Unobtrusive!

VALUES:

We develop an organizational culture based on general solid ethics dedicated to the highest professional standards, always focused on our clients' needs.

We build a competitive organizational environment that supports and rewards profitable growth under safe business conditions, by encouraging personal initiative and development through our FAST FINANCE team.



STEP BY STEP:

- ⊙ 2013, December – Registered with the **Trade Register Office attached to the Bucharest Law Court**
- ⊙ 2014, June – Entered the **N.B.R. Register (General Register for NBF)**
- ⊙ 2014, October – Authorized with the **National Supervisory Authority for Personal Data Processing (A.N.S.P.D.C.P.)**
- ⊙ 2015, May – Became Partner of the **Credit Bureau of Romania**
- ⊙ 2016, March – **Increased the share capital**, from 1.000.000,00 LEI (RON) to 3.560.000,00 LEI (RON) and added new shareholders
- ⊙ 2016, September – **Increased the share capital**, to 5.340.000,00 LEI (RON), approx.. 1,2 million EUR.
- ⊙ 2017, June – Member of **PCIFN**, (NBF Professional Association)
- ⊙ 2020, September – New Shareholders Structure – 3 new shareholders
- ⊙ 2021, April – Shareholders Consolidation

KEY MOMENTS:

- ⊙ 2014, October – **Started the Credit Business Line – Loans for Individuals**
- ⊙ 2015, March – **Started the Credit Business Line– Loans for Companies**
- ⊙ **2018, The Company change its business strategy:** Start limiting consumer lending and focused on Business Loans (Loans for Companies and Loans for Investors).



THE CURRENT ECONOMY CHALLENGES |

Post Covid 19 | Energy Crisis | Inflation | Ukraine

The entire world economy was affected by the Covid 19 crisis in the period 2020-2021, especially by lockdown or social protection measures taken to prevent the spread of the virus or to combat its effects.

In the second half of 2021, the effects of the energy crisis began to be seen, effects translated into an increase in the cost of energy - of any kind - which led to a generalized increase in the price of all products and services.

The end of 2021 and the beginning of 2022 marked a galloping inflation, which quickly went from 4-5% to over 10% and the perspective is 14%-15%. In May 2022, the EUR inflation in EU reach 8,1%.

To all these economic challenges, the beginning of 2022 also brought the military aggression of Ukraine by Russia, which, in addition to direct humanitarian drama, has all the permits to provoke a food crisis.

THE ROMANIAN MARKET

Romania is the second largest market in Central and Eastern Europe and is an economically stable country, which managed to have good results in the last global financial crisis, successfully emerging from the severe post-crisis recession of 2018.

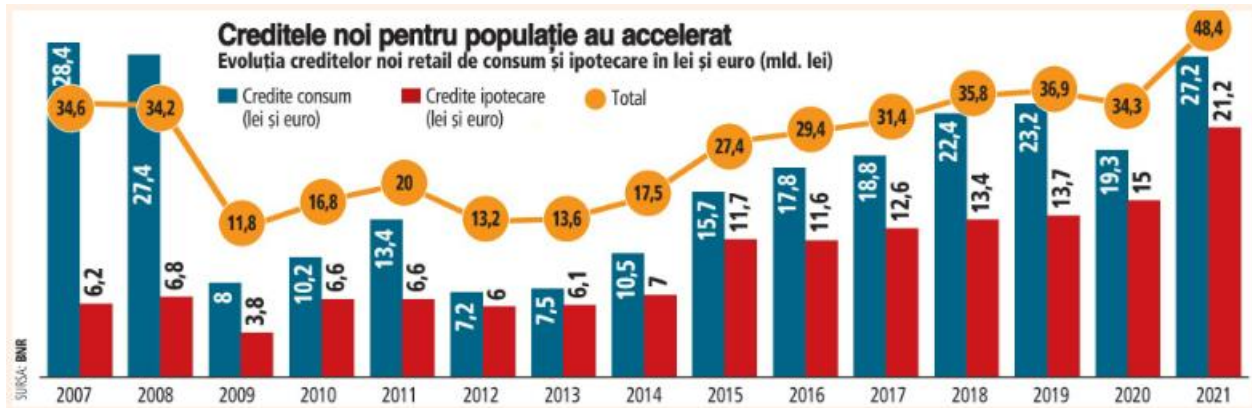
Romania provides many investment opportunities for companies that would decide to expand here. Increasing foreign direct investments are attracted by the large market and the relative cheaper and specialized labour force, by the linear profit tax rate of 16%, very small tax on dividends – 5%, 9% VAT on all food products and non-alcoholic drinks, and 19% VAT on the rest of the products.

The CREDIT MARKET is an integral part of the Romanian market, and this is obviously organically connected to the Romanian economy. Despite all the challenges mentioned above, lending has increased in 2021 with the economy. The whole set of government measures to stimulate economic growth and lending launched at the end of 2020, some of which are still active today, have contributed to this.

2021 represented the maximum of the last 15 years, in terms of lending. The population took in 2021 new consumer and mortgage loans, in lei and euro, of 48.4 billion lei, by 14.1



billion lei, respectively by 41.1% above the level of 2020. New business loans reached 44.6 billion lei, up 21.2% compared to 2020.



2022 registered an accentuated dynamic of lending. The LEI loans taken by the population now increased by 14,60% and those by companies by 27,10%, in April, compared to the same period of 2021. In the foreign currency segment, the balance of loans of the population decreased by 12.5% compared to April 2021, while that of companies increased by 17%

At the same time, the NPL rate is at the historical level of the last 15 years of only 3.47%, in November 2021.

The NBIF CREDIT MARKET

A specific element of the Romanian business environment is that 85% of Romanian companies are not eligible for bank loans, their alternative being represented by NBFIs or private creditors or investment funds.

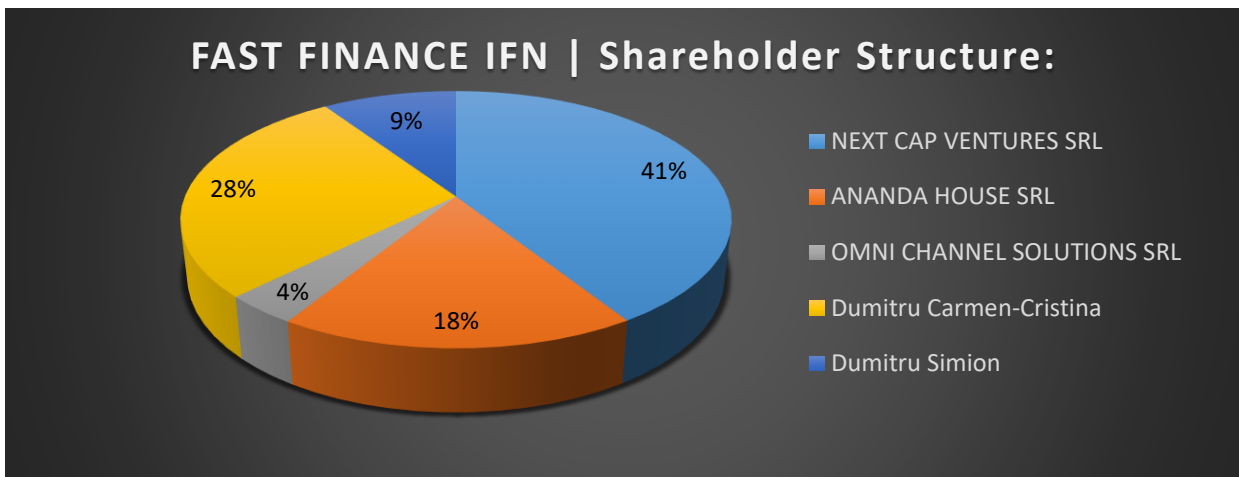
Out of a total of about 500,000 active companies, almost 150,000 have negative capital, and a number of about 125,000 of them have a turnover of up to 100,000 Euro.

These elements of specificity of the Romanian companies, doubled by the increase of the degree of rigidity of the banks, especially regarding the new clients, create the necessary premises for the natural increase of the NBIFs type lending.



COMPANY STRUCTURE:

The shareholders of FAST FINANCE IFN consist of 37.50% individuals and 62.50% legal entities, as follows:



The supervision of the company is ensured by the Board of Directors, a body composed of the following 3 members with proven expertise in financial and operational management:

- Ms. Florina Mechea, Chairman of the Board of Directors
- Mr. Adi-Ionut Duica, member
- Mr. Adrian Cosmin Cocora, member

The management of the company is ensured - since its establishment - by the General Manager, Mr. Adrian Cosmin Cocora.

FAST FINANCE IFN employees exclusively carry out credit product development, lending, monitoring and management of credit agreements.

The rest of the activities specific to a credit company (legal assistance, debt recovery, financial-accounting records, general IT technical support - network / various integrations with various IT solution providers, IT support for credit management software maintenance) are outsourced to specialized companies. In 2021 the company had 8 employees.

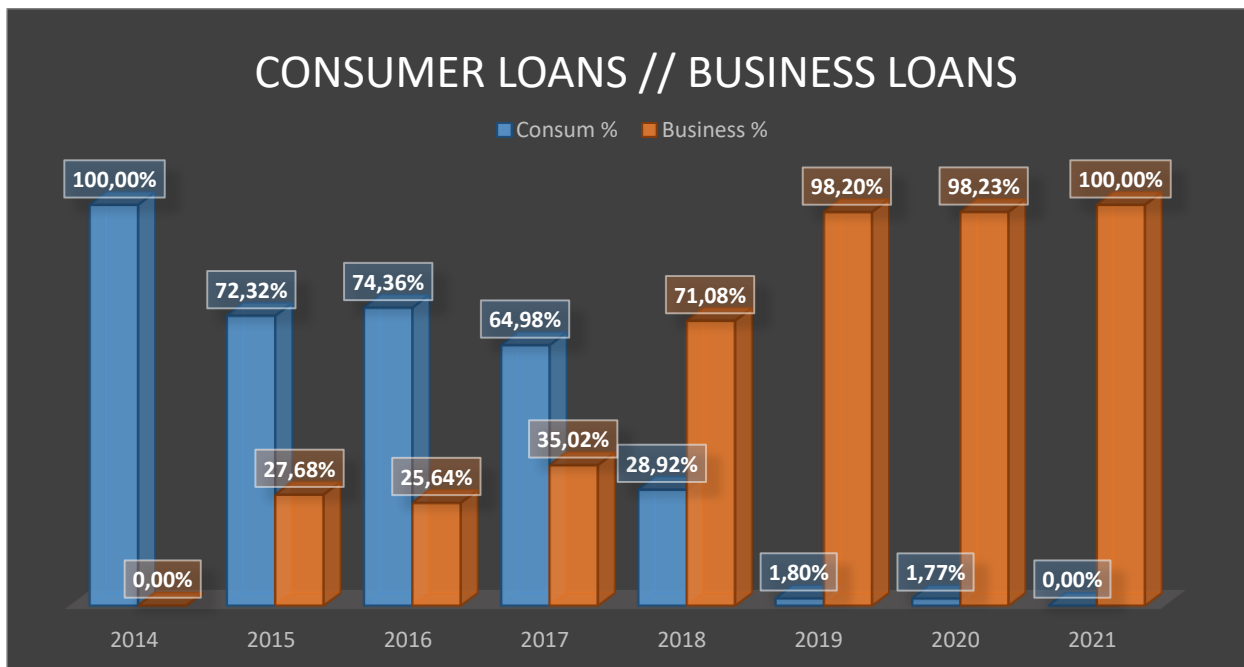


CUSTOMERS AND PRODUCTS

In the first 4 years of activity, 2014-2017, the company's clients were individuals, mostly, and the main 3 business lines (online microcredits, unsecured personal needs loans and personal needs loans with mortgage) were all included in consumer credit category.

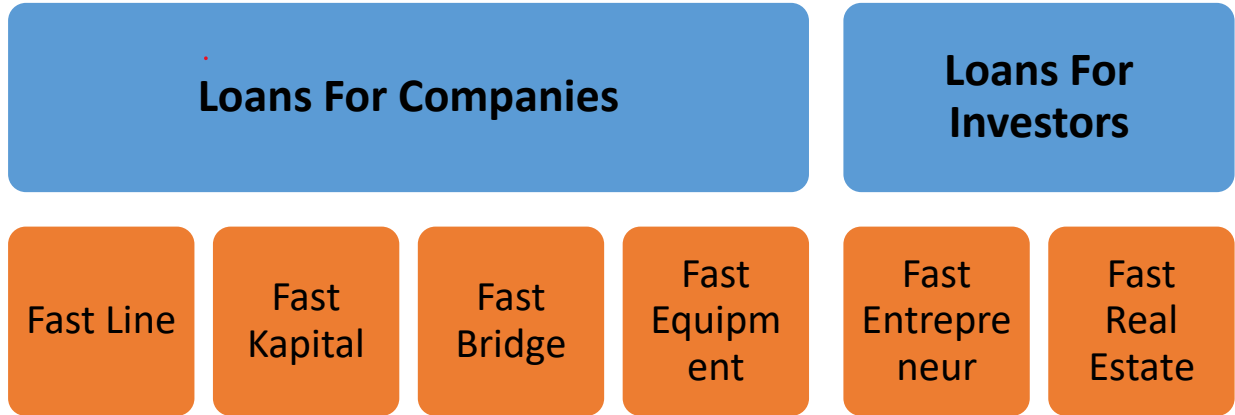
In 2015 we started lending to legal entities, and in 2018 lending business category – i.e., financing companies or individuals who work as entrepreneurs and need loans to make business investments – has become the main business line. Starting with 2019, we stopped granting consumer loans and we only refinanced or restructured loans previously granted in this category.

From the perspective of the ratio between consumer loans (granted only to individuals) and business loans (granted to companies and individual entrepreneurs), the loan portfolio evolved as follows (in 2021, 100% of loans is for business/investments):





The **current offer** of credit products is structured as follows:



LOANS FOR COMPANIES:

It is granted only to legal entities to support the current activity of the company or to make an investment. It can have the following forms:

- Fast Line | Credit line for current needs granted for a maximum period of 2 years.
- Fast Kapital | Credit without special destination granted for a maximum period of 5 years.
- Fast Bridge | Investment loan, for a maximum period of 12 months. The source of reimbursement is the sale of the investment.
- Fast Equipment | Credit for the purchase of equipment, granted for 5 years.

LOANS FOR INVESTORS

It is granted to individuals who work as entrepreneurs. The purpose of the loan is to use the borrowed money to make investments - usually in real estate development / financing some companies - to make a profit. It can have the following forms:

- Fast Entrepreneur | 3-year loan granted to support various businesses.
- Fast Real Estate | 2-year loan granted for real estate investments.

FAST FINANCES' loans for companies / investors 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 guarantees accepted (real estate collateral or pledges, promissory notes, cheque notes).



ACHIEVEMENTS 2021

2021 | Key Financial Indicators

- Net Loans portfolio: 8 316 226 lei
- Total assets: 12 907 867 lei
- Total liabilities: 6 985 446 lei
- Total equity: 5 922 421 lei

2021 | Key Financial Indicators / P&L

- Total income: 16 563 913 lei
- Total expenses: 16 221 980 lei
- Gross result : 341 933 lei
 - ✓ Tax 48 430 lei
 - ✓ Net Income 293 503 lei

2021 VS 2020 resume:

- 5% increasing in Total Active
- 57% increasing in Net Loans Portfolio
- 36% increasing in Total Incomes
- 37% increasing in Profit

PERSPECTIVES:

The year 2022 will represent a year full of economic challenges but also of the necessary changes of economic policies..

FAST FINANCE IFN will position itself actively but prudently in the specific market in order to register a slight increase in the number of clients and the value of the active portfolio, in business security conditions, in accordance with its own lending model, characterized by



Fast Finance

We Credit Your Plans!



OBJECTIVES:

In the medium run, we are pursuing the plan of action to achieve our intended goals:

- Diversify the credit products, by introducing new products or derivatives leading, for companies, such as: real estate leasing / letter of guarantee.
- Diversify the marketing and client procurement methods such as: credit brokers, real estate agencies.
- Attract new clients while maintaining the high loyalty of the existing ones, by introducing additional methods of appreciation for proper repayment conduct.
- Increase the company's funding

All these measures and actions, the entire evolution of the company so far, represents the clear expression of the firm commitment manifested by the entire FAST FINANCE team as well as the committed responsibility of the company's management to meet shareholders' expectations on profit indicators, by dynamic but healthy growth of company, by building win-win partnerships with all our clients.

Adrian-Cosmin COCORA,
C.E.O.