



Management letter to Iuvo and Iuvo Investors

Fast Finance – Strategic Update

Fast Finance is adapting to the **current market dynamics** and the **fiscal approach** of the Romanian Government by implementing changes to the management team, products, and business strategy.

Being the main shareholder of Fast Finance IFN, and having been involved in the Romanian credit market since 2009, I also take the lead as the Fast Finance IFN CEO

Since 2009, I led various positions in the Romanian credit industry, managing credit companies (e.g. Extra Finance IFN). I have been Vice President of the Association of Non - Bank Creditors of Romania since 2016. *Business profile available on [LinkedIn/Stefan Dumitru](#)*

Mr. Adrian Cocora the former CEO of Fast Finance will remain in the Board to streamline the changes for at least 12 months.

Our new vision and business direction is to become **faster, safer, and more profitable**, and in doing so, become a better partner for our clients, partners, and financiers.

This is more important now than ever because the market is perfect for fast issuing lending solutions.

In order to achieve this, Fast Finance IFN began transforming in early 2025 into a **boutique financing business** that addresses the real needs of both clients and partners.

Background

- Romania recorded dynamic economic growth in 2024, but in 2025, the Government adopted a new approach to reduce the **budget deficit**, cutting investments and raising taxes.
- This previous growth was primarily driven by consumption.
- Housing acquisitions, combined with new construction, were major growth drivers.
- Another engine of economic growth is the small business sector, which benefits from various governmental or European financial support programs but also requires co-financing.
- **2025 and 2026** will be years of increased taxation and reduced government investment, which will likely **slow down the economy**.



Objectives

1. **Placement of funds** with optimum return in a safe, short- to medium-term, with a satisfactory degree of revolving, considering:
 - Business risk
 - Currency rate risk
2. Increase our **loan portfolio** by **30% in 2025**
3. Ensure that **100% of new loans in 2025 are backed by mortgages**
4. Increase the **profit margin** by **30% in 2025**

Strategic Directions

- A. Grant loans exclusively backed by **mortgages**, with a maximum **LTV (loan-to-value)** of 50%, ensuring a 200% mortgage-backed guarantee
- B. Grant loans exclusively to **small and medium-sized businesses**, with a **personal guarantee** from the administrator
- C. Issue more than **80% of new loans in EURO**
- D. Cut costs and **streamline operations** by adapting the team to the new management approach

Methods

Small and Medium Businesses

- The interest among small entrepreneurs is very high, but access to fast financing is rare. Typically, bank financing takes more than 2–3 months.
- Start-ups with collateral guarantees from shareholders or management still face difficulties obtaining funding from banks.
- Our approach is to evaluate the **business model and case**, while securing it with collateral. Using this method, we can serve clients from start to finish in **5–7 days**, attracting them with faster service—albeit at **higher interest rates than banks**.

Thank you,
Ștefan Dumitru
C.E.O.