

To: *Bursa de Valori București S.A.*  
*Autoritatea de Supraveghere Financiară*

## **CURRENT REPORT 30/2023**

According to Law nr. 24/2017 regarding issuers of financial instruments and market operations, ASF regulation nr. 5/2018 regarding the issuers of financial instruments and market operations and/or the Bucharest Stock Exchange Rulebook for Multilateral Trading System.

Date of report	<b>26.10.2023</b>
Name of the Company	<b>Softbinator Technologies S.A.</b>
Registered Office	<b>1-5 Costache Negri Street, 4<sup>th</sup> floor, District 5, Bucharest, Romania</b>
Phone	<b>+40 754 908 742</b>
Email	<b>investors@softbinator.com</b>
Website	<b>investors.softbinator.com</b>
Registration nr. with Trade Registry	<b>J40/13638/2017</b>
Fiscal Code	<b>RO 38043696</b>
Subscribed and paid share capital	<b>1,052,042.1 lei</b>
Total number of shares	<b>10,520,421</b>
Symbol	<b>CODE</b>
Market where securities are traded	<b>MTS AeRO Premium</b>

**Important events to be reported:** Change of the CFO of the Company

The management of Softbinator Technologies S.A. (hereinafter referred to as the "Company") informs investors about the change of Mr. Vlad Deliu from the position of Chief Financial Officer (CFO) of the Company, starting from 01.11.2023, the position being filled in by Emil Razvan Haratau.

The departure of Mr. Deliu comes as a result of the understanding between him and the Company, in order to focus on other professional initiatives. The management of the Company thanks Mr. Deliu for his contribution to the development of the Company and for his dedication.

Mr. Haratau is an executive with over 10 years of experience in the financial banking field, having expertise in financial management, analysis, reporting and financial planning applied in various fields including IT, services, industry.

More information about Mr. Haratau's experience is available in the CV attached to this current report.

Daniel ILINCA

CEO



# Hărățău Emil Răzvan

## Summary

An experienced Financial Specialist with a proven track record in the financial industry. Skilled in financial analysis and management, macroeconomics, sales strategy and leadership. Strong knowledge in business consulting, Financial Analysis and Advisory, Financing Structures, Business Optimization, Business Planning SME and Start-up Companies.

## Skills

**Strong analytical aptitudes**

**Strategic mindset**

**Project management**

**Technical skills**

**Structure financing**

**Results interpretations**

**Reporting & Control**

**Team player**

**Solution-oriented**

**Leadership**

**Communication skills**

**Adaptability**

## Experience

**Simple Capital**

**Chief Financial Officer**

September 2021 - Present (2 years 2 months) Bucharest, Romania

**Shaping the Future**

**Financial Specialist | Founder**

March 2019 - Present (4 years 8 months) Bucharest, Romania

Working with over 10 companies in various domains, mainly in IT, I have three significant roles:

1. Outsourced CFO, with the following responsibilities:  
Providing direction and management for the finance and accounting team. Advising on long-term and short-term business and financial planning. Developing relationships with external partners. P&L, Balance sheet, and Cash-flow reporting and planning. Budgeting and cost control. Managing finance operations. Implementing ERP systems like SAP and Dynamics 365.
2. Financing consultant  
Obtaining funding for working capital and growth, including traditional loans, trade finance, factoring, non-refundable European funds, and equity financing from large companies, angel investors, and VC funds. Negotiating finance terms and assessing the available funding options.
3. Business development consultant for start-up and SME companies

Some of the companies I work with include: Simple Capital, Pentesttools, Omniperform, FEQS, Thermosystem, and Bware Labs.

## **Sameday Courier**

### **Sales Director**

July 2017 - November 2018 (1 year 5 months) Bucharest, Romania

Establishing a new sales team. Training and coaching team members to increase sales.

Maintaining continuous communication with the operational team to meet client requirements.

Direct involvement in several automation projects aimed at sustaining triple-digit sales growth.

Participation in the Onboarding Project, which involves the automatic enrollment of new clients and ensuring the functionality of the Onboarding platform.

Providing regular and structured performance reports to the board of directors.

## **Patria Bank**

### **Corporate Relationship Manager**

May 2015 - November 2017 (2 years 7 months) HO Bucuresti

Managing the relationship between the bank and clients in the managed portfolio, ensuring a high degree of client satisfaction and loyalty by addressing their needs correctly and promptly. Conducting financial analysis and assessing credit eligibility with a strong knowledge of financial analysis.

Interpreting ratios resulting from the financial analysis and verifying balance sheets and cash flow.

## **UniCredit Bank Romania**

### **Relationship Manager - Business Customers (Hunter)**

June 2013 - January 2015 (1 year 8 months) Rosetti Branch

Managing the relationship between the bank and clients within the managed portfolio, ensuring a high degree of client satisfaction and loyalty by addressing their needs correctly and promptly. Conducting financial analysis and assessing credit eligibility with a strong knowledge of financial analysis.

## **UniCredit Bank Romania**

### **Business Advisor - Sales Division Head Office**

February 2013 - June 2013 (5 months) Head Office - B-dul Expoziției Small and Medium Enterprises Coordinators Department

Collaborating with Head Office Experts in financial analysis and Sales Experts.

## **BCR**

### **POSDRU Project - Bank Manager**

January 2012 - May 2012 (5 months)

"Real access to the labor market through simulated enterprise"

## **Education**

Academia de Studii Economice din București - Master's degree, Comunicare in afaceri (2014 - 2016)

Academia de Studii Economice din București, Bachelor's degree, FABBV (2010 - 2013)