

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

RAPORT CURENT 30/2023

Întocmit în conformitate cu Legea nr. 24/2017 privind emitenții de instrumente financiare și operațiuni de piață, Regulamentul ASF nr. 5/2018 privind emitenții de instrumente financiare și operațiuni de piață și/sau Codul Bursei de Valori București pentru Sistemul Multilateral de Tranzacționare.

Data raportului	26.10.2023
Denumirea societății	Softbinator Technologies S.A
Sediul social	Strada Costache Negri, Nr. 1-5, Etaj 4, Sectorul 5, București, România
Telefon	+40 754 908 742
Email	investors@softbinator.com
Website	investors.softbinator.com
Nr. înreg. la ONRC	J40/13638/2017
Cod unic de înregistrare	RO 38043696
Capital social subscris și vărsat	1.052.042,1 lei
Număr de acțiuni	10.520.421
Simbol	CODE
Piața de tranzacționare	SMT AeRO Premium

Evenimente importante de raportat: Schimbarea Directorului Financiar al Companiei

Conducerea Softbinator Technologies S.A. (denumită în continuare „Compania”) informează investitorii cu privire la schimbarea domnului Vlad Deliu din funcția de Director Financiar (CFO) al Companiei, începând cu data de 01.11.2023, poziția urmând a fi ocupată de către Emil Răzvan Hărățău.

Plecarea domnului Deliu vine ca urmare a înțelegerii dintre acesta și Companie, în vederea concentrării pe alte inițiative profesionale. Conducerea Companiei îi mulțumește domnului Deliu pentru contribuția sa la dezvoltarea Companiei și pentru devotamentul său față de aceasta.

Domnul Hărățău este un executiv cu peste 10 ani de experiență în domeniul financiar bancar, având expertiză în management financiar, analiză, raportare și planificare financiară aplicată în domenii variate printre care IT, servicii, industrie.

Mai multe informații despre experiența domnului Hărățău sunt disponibile în CV-ul anexat acestui raport curent.

Daniel ILINCA

Director General



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)