Revenue and Expenses Budget 2025

Supporting material for point 7 on the agenda of the Ordinary General Meeting of Shareholders to be held on 29th of April 2025.

EUR	2024 actual*	2025 budget	Var Δ 25/24	Var %25/24
Revenue	**61,966,075**	**84,305,395**	22,339,321	36%
Cost of sale	**(44,987,892)**	**(57,513,716)**	(12,525,824)	28%
Gross profit	**16,978,183**	**26,791,679**	9,813,497	58%
Gross margin	***27%***	***32%***		
General and administrative expenses	(6,493,237)	(5,801,230)	692,007	-11%
Marketing expenses	(543,164)	(808,915)	(265,751)	49%
Other operating income	7,460,357	5,707,569	(1,752,789)	-23%
Other operating expenses	(2,308,546)	(615,820)	1,692,726	-73%
Operating profit	**15,093,594**	**25,273,283**	10,179,689	67%
% Operating profit / Revenue	***24%***	***30%***		
Finance result net (loss)	**(6,638,576)**	**(3,216,880)**	3,421,697	-52%
EBT	**8,455,018**	**22,056,404**	13,601,386	161%
	14%	***26%***		
Income tax credit/(charge)	(1,822,472)	(3,529,025)	(1,706,552)	94%
Profit for the period	**6,632,545**	**18,527,379**	11,894,834	179%
% Net profit / Total Revenue	***11%***	***22%***		
EBITDA	**15,877,382**	**26,072,535**	10,195,153	64%
% EBITDA / Total Revenue	***26%***	***31%***		

**Gains from revaluation of investment property not included*

In 2025 the process of consolidation and vertical integration of the IMPACT Group will continue, while the key financial figures & ratios will be on an ascending trend.

The total turnover is expected to increase by 36% and reach EUR 84.3 million while the gross profit is forecasted at EUR 26.8 million, an increase of 58%.

EUR	2024 actual	2025 budget	Var %25/24
Revenue from residential properties	44,247,927	56,393,806	27%
Revenue form services	16,551,813	26,465,299	60%
Rental income	1,166,334	1,446,290	24%
Total	**61,966,075**	**84,305,395**	**36%**

In 2025 the main focus is centered on selling the finished apartments from the 3 main projects developed by IMPACT: Greenfield Băneasa, Boreal Plus and Luxuria Residence.

By the end of 2025 the project Luxuria Residence will be completely sold while the Phase 1 from Boreal Plus will remain with a very low stock.

	apartments inventory		Sales			
units	Dec'24 actual	Dec'25 budget	2024 actual	2025 budget	Var Sales %25/24	apartments to be commissioned in 2026
Greenfield Baneasa	532	243	201	289	44%	250
Boreal Plus	86	19	63	67	6%	132
Luxuria	39	0	58	39	-33%	-
Total	**657**	**262**	**322**	**395**	**23%**	**382**

In order to replenish the stock of finished apartments, in 2025 will continue the construction works for new phases: Greenfield Băneasa with 250 apartments and Phase 2 Boreal Plus with 132 apartments.

The proceeds from sales will enable the construction of the new phases and it will accelerate the process of repayment of the bank loans and other debts toward the financial institutions.

EUR	31.12.2024 actual	31.12.2025 budget	Var %25/24
Loans and borrowings	63,754,046	28,641,213	-55%

By the end of 2025 the total outstanding of the loans and other borrowings is expected to be reduced by 55% in comparison with the level registered at 31st of December 2024.

This financial consolidation and capitalization will generate the premises for starting new Projects in pipeline 2026 and 2027.

The Group strategy is aiming to keep loans and borrowings at a low level, to reduce the interest expenses, to increase the efficiency of using own funds in the new Projects.

EUR/share	31.12.2024 actual	31.12.2025 budget	Var %25/24
Earnings per share	0.0050	0.0079	58%
Net Assets / share	0.0820	0.0899	10%

The cash flow will become more robust and resilient – fact that will enable IMPACT to fulfil its objectives and to reduce the potential risks provoked by unforeseen events.

The implemented marketing strategies will lead to an increase in the visibility and notoriety of the brands, contributing to a better positioning in the market. These strategies will highlight the competitive advantages that each brand has over the competition. By using well-targeted marketing campaigns and efficient communication channels, the Group will succeed in attracting the attention of the target audience and consolidating its market presence.
Additionally, the marketing strategies will include both online and offline promotional activities, as well as collaborations with influencers and strategic partners. These initiatives will help create a strong and coherent brand image for Impact, facilitating the recognition and appreciation of its projects. Impact will also invest in market research and competitor analysis to identify differentiation opportunities and adapt marketing strategies according to market developments.

In the long term, these marketing efforts will contribute to increasing customer loyalty and developing a solid base of loyal clients. We will continue to innovate and improve our marketing strategies to ensure that our projects remain relevant and attractive to the target audience. By adopting a proactive and flexible approach, we will be able to quickly adapt to market changes and maintain its competitive edge.
As a community developer, we will continue to be present in our developed communities by supporting different initiatives meant to increase the quality of living. A such initiative is the Sports Festival, a multisport event that promotes health through outdoor sports. The event has 3 editions per year, one in Iasi and two in Bucharest, and gathers over 1,500 participants per edition, adults and children. Also, we continue to ensure access for residents to health & wellness services, recreational and educational facilities.

In the year 2025, the Group will continue to implement sustainable practices within its projects, ensuring that the new initiatives will fulfill the necessary criteria to obtain BREEAM Excellent certifications. These sustainable practices will include the use of eco-friendly materials, reducing energy and water consumption, and promoting recycling and efficient waste management. By adopting these measures, the Group will contribute to environmental protection and the creation of healthier and more sustainable communities.

In addition to the ecological benefits, the implementation of sustainable practices will also bring economic advantages. Projects that obtain BREEAM Excellent certifications will have a higher market value and attract investors and clients who are concerned about sustainability. These certifications will also strengthen the Group's reputation as a leader in sustainable development, facilitating access to funding and strategic partnerships. This way, the Group will be able to expand its project portfolio and to maintain its competitive edge in the long term. The Group will continue to be focused on strict risk management, adopting the best corporate governance practices, strategic planning, stimulating innovation and proactive thinking, anticipating systemic changes, essential elements that will ensure Impact's resilience and success.

Notice of forward-looking information

The above statements are forward-looking information. Forward-looking information is based on management's current expectations and views regarding the management of future events and developments and is naturally subject to uncertainty and changes in circumstances. This document does not constitute a legal commitment and does not create legal obligations.