

# IMPACT

Developer & Contractor



# BUDGET

Consolidated

# 2020

## STRATEGY HIGHLIGHTS



- Geographical expansion in big cities like Bucuresti, Constanta, Timisoara, Iasi and Cluj
- Portfolio diversification into residential, hotel, office and retail spaces
- The development of Greenfield Baneasa Residence and Luxuria Domenii Residence
- The development of Boreal Plus residential project in Constanta
- Minimization of production and sales cycles for the erected buildings in order to maximize the profitability of the invested capital and to minimize the investment payback period
- Enhancement of the urban planning concepts for the offered products and continuous adjustment to the market requirements
- Analysing and identifying new investment opportunities matching the models established by Impact Group
- Attracting funds from banking institutions and/or by bonds issues to finance future developments

- Involvement in activities and events promoting sports in open air, in corporate social responsibility actions designed to protect nature and the environment
- Implementing Smart Home and Smart City solutions
- Standardizing products by using State-of-the-Art materials and technologies
- Optimization of operational and management costs for the Greenfield residential compound
- Value maximization and clearance of the portfolio of lands located in Oradea and Constanta for which no future developments are planned



### Strategic objectives

#### Development Greenfield

- Obtaining construction permits
- Starting construction works for Greenfield IV
- Starting construction works for Greenfield Plaza

#### Development Luxuria

- Completing construction works for the first two phases
- Continuing construction works for the third phase of the project

#### Attracting financing for developments\*

- Obtaining financing for the third phase of Luxuria project
- Obtaining financing for the phases to be started in Greenfield IV

#### Identifying new locations for developments

- Starting construction works for the first phase of the Boreal Plus project in Constanta
- Land acquisition for developments in Bucharest and in new cities throughout the country

### Plan 2020



## PROFIT & LOSS STATEMENT (consolidated)

<b>EURO</b>	<b>2020 Budget</b>	<b>% Revenues</b>
Revenues from Residential	69,085,269	92%
Revenues Land Constanta & Other	6,284,640	8%
<b>Revenues</b>	<b>75,369,909</b>	<b>100%</b>
Gross Margin Residential	22,614,269	33%
Gross Margin Land Constanta & Other	4,135,482	66%
<b>Gross Margin</b>	<b>26,749,751</b>	<b>35%</b>
Marketing expenses	(1,320,765)	2%
Sales commissions	(1,327,808)	2%
General & Administrative expenses	(3,293,895)	4%
<b>Operational Costs</b>	<b>(5,942,468)</b>	<b>8%</b>
Other costs, net	(1,623,886)	2%
<b>EBITDA</b>	<b>19,183,397</b>	<b>25%</b>
Depreciation & Amortization	(243,413)	0%
<b>EBIT</b>	<b>18,939,984</b>	<b>25%</b>
Financing costs, net	(1,850,854)	2%
<b>EBT</b>	<b>17,089,130</b>	<b>23%</b>
Income tax	(2,653,446)	4%
<b>Net Profit</b>	<b>14,435,683</b>	<b>19%</b>

