

IMPACT Developer & Contractor

Questions & Answers

Q3 2025 earnings conference call

November 20, 2025

1. Is there an intention to increase IMPACT's shareholding participation in RCTI??

Response:

We have no such plans. We are 51% shareholders in RCTI, we have controlling interest, but we do not wish to make any further changes to this ownership, especially since 49% is owned by the two entrepreneurs who are involved in the company's operational activities. They are very good professionals, as my colleague mentioned. They have very good, very interesting projects. We invite you to visit Brasov, on Tampa. They also completely renovated the cable car. It is a new cabin, departure and arrival stations, it is a project that we visited several times during the construction phase, including upon completion, and we really liked how it looks.

2. What is the situation with the Vadul Moldovei access road?

Response:

The Vadul Moldovei road, as you know, is currently closed. It is not, shall we say, a subject that concerns us to any great extent. What we can say very clearly is that we are working intensively on three access routes to the Greenfield neighborhood. The most important one is the access road that will pass under the Hobanat bridge and intersect the Beltway, from where it will reach the city of Otopeni, and from there it will be possible for traffic to travel in both directions on the DN1, both towards Bucharest and towards Ploiești. We have obtained the urban planning certificates and several permits. There is also a railway crossing, and we have permits from CFR Infrastructure to build a level crossing over the railway. We estimate that in the next six months we will have the building permit, we are very close to obtaining the permit, and then in another six months we will build this new access road that will lead directly to the DN1, and once it opens, absolutely all traffic problems will be completely solved.

3. Given that IMPACT S.A. is operating at a loss, what could motivate me as an investor to retain these shares?

Response:

We have no losses at the individual level. IMPACT S.A. has a profit of €14.4 million. This is an increase of almost 900% compared to the same period last year. The loss I mentioned earlier, of €4.6 million, was at the consolidated level last year, for the same corresponding period. But we have no losses, we are making a profit. Also, if you would be so kind as to download the Group's Strategy in its entirety,

up to 2034, there we have very well forecasted the profits we will make from all these projects and certainly, if you read it, you will find enough arguments to remain investors in IMPACT.

4. At the Extraordinary General Meeting in April 2025, the repurchase of 10% of the share capital within a maximum of 18 months was approved. When the repurchase program resumes, do you plan to make a public offer to repurchase a larger block of shares?

Response:

In the report dated September 16, we announced the completion of the buyback program, meaning that 175,000 shares were repurchased, representing only 0.15% of the total shares. Regarding the resumption of the program, we are currently sticking to the decisions adopted at the Extraordinary General Meeting of Shareholders and intend to implement them within the deadline set by the Extraordinary General Meeting of Shareholders.

5. Can you provide more details about the company's share buyback strategy? Currently, the price-to-book value ratio is 0.46.

Response:

What I can say is that the stock is undervalued, unfairly so, I would say. As you can see, the financial results are very good, getting better every year, or every quarter. We are making every effort and taking every step to help increase the share price, and we are confident that the stock will reach where it should actually be. As you can see, the total fair value of the company is much higher than its IFRS book value. Unfortunately, stock market fluctuations that are beyond our control are somehow unfairly driving the price down.

6. When will work begin on Aria Verdi? What do you estimate the sale price per square meter to be in Barbu Văcărescu?

Response:

Work will begin next year, and we will determine the prices per square meter accurately after we have signed the general contractor agreements and determined the exact cost of execution. I would not want to venture a price at this point.

7. How do you expect to achieve the net profit compared to the budgeted €18.5 million?

Response:

First, we will try to boost sales, but as you know, at the moment, the VAT increase has slowed down to some extent the sale of small two-room apartments and studios, which previously had a VAT rate of only 9%. We are considering various marketing campaigns and strategies to attract as many customers as possible. We can also achieve our budgeted profit through substantial savings in interest expenses on loans and bonds. We are confident that we will achieve our profitability targets.

8. You conducted an impact study on the effects of the Nordis law, which was recently passed by Parliament. What percentage of apartment sales are directly to individuals and what percentage are to companies?

Response:

We have stock. As I said before, I could say that the Nordis law,, does not affect us at all. We, in our projects in Greenfield and Constanta, only take a 15% advance at the project stage. The current law allows advances of up to 50%, it does not affect us in any way. Customers who have the financial potential will indeed be able to give a larger advance payment, up to 50% at the project stage, but you must bear in mind that there are also many customers who make most of their purchases with bank loans, and then a 15-20% down payment from the customer, with the rest of the price paid through bank credit. We are not in the category targeted by the legal provisions, so it does not affect us. On the other hand, we also have a large stock of completed apartments. For these completed apartments, the provisions of the law no longer apply because the customer comes with the money, with their own down payment, regardless of how small or large it is, and possibly with a bank loan, and pays on the spot. The legal provisions could perhaps affect other development models in which the developer places a strong emphasis on the money attracted from customers, right from the project stage. Until now, and even from now on, we will build our projects primarily using our own capital, bank loans, and, to a much lesser extent, advances from customers. As such, the legal provisions do not affect us negatively, but they could affect certain players in the market who used to collect amounts higher than those currently provided for.

9. What is the company's dividend policy for the coming period? Will dividends be paid? What is the profit distribution strategy for the coming years?

Response:

As you will see in the 2026-2034 Strategy published on our website, we intend to pay dividends starting in 2027. Next year, 2026, will be a year in which we will start many projects. We are continuing the projects in Greenfield Baneasa, starting the project in Iasi, continuing the project in Constanta, and also starting the Aria Verdi project. And then, as I said earlier, we need to use our capital and cash resources to invest in these projects, to create the conditions for future profits from which we will pay dividends, starting in 2027.

10. When will construction begin at Copou Iași?

Response:

Construction will begin next year.

11. Will there be a capital increase through the issuance of bonus shares?

Response:

It has not been approved for this year; we have nothing approved at the General Shareholders' Meeting. We will see what is approved at the next shareholders' meeting. We do not know at this time.

We have done this in the past, but we do not know if it will be proposed and approved at the 2026 General Shareholders' Meeting.

12. How do you see demand evolving in the retail segments over the next 12-24 months as a result of the VAT increase, in the context of high interest rates and declining purchasing power? The average wage in the economy is growing at a slower rate than inflation.

Response:

Certainly, as I said, there will be a slight decline. But, on the other hand, the natural need to buy a home will continue to exist. As you probably agree, the banking system in Romania is very solid and robust, and it has supported and continues to support the residential sector. I have never felt, even during periods of crisis, that the banking sector has failed to finance both developers and customers. I am firmly convinced that, even with a decline in purchasing power, banks will be able to offer larger loans, over longer periods of time, and with lower interest rates or possibly subsidized through various programs, as has happened before, so that buyers can continue to afford to purchase an apartment on credit or from their own sources. On the other hand, there are also many freelancers who have their own companies and are starting to buy apartments through their companies. Buying an apartment through a company has some very big advantages, which I don't want to explain now, but there are very big financial and tax advantages for those who buy an apartment through their company.

We have been proactive and have responded to these customers with real estate leasing facilities. Just as anyone can buy a car on lease, they can also buy, for example, an apartment on a financial lease, and at the end of seven or ten years, that apartment becomes the property of the company. There are also banks that grant loans to SMEs and micro-enterprises to purchase an apartment. Overall, I would say that there may be a slight decline in demand for apartments by individuals, but this can be offset by apartment purchases by companies. In addition, I could also say that there are more and more investors in the market, by which I mean companies, of course, but also individuals who want to buy larger batches of apartments, which they then capitalize on through a long-term rental process. So, if the population buys fewer apartments for their own use, this can be offset by investors who buy batches of apartments, which they will then put on the market for long-term rentals. And, overall, apartment sales as a whole will not be noticeably affected.

13. What measures have been taken to include IMPACT in the BET index, in accordance with the published strategy?

Response:

Yes, we want to increase the free float, participate in as many conferences as possible to present IMPACT's potential to all interested investors. We are proactive, we respond to any requests from investors, and we pay attention to all recommendations received from our experts and consultants. Once the major projects I mentioned are launched and translated into financial results, I believe that the attractiveness of IMPACT shares will increase significantly. The stock will naturally be included in the BET index. We intend to increase our market presence through press releases, raise our visibility,

improve trading frequency, and attract investors. In any case, we have a market maker, Raiffeisen, which helps us maintain liquidity. Basically, TTS and TeraPlast are ahead of us in terms of liquidity, and if we surpass them, we will be included in the BET index. We have set ourselves the goal of increasing our market presence through press releases, raising our visibility, improving trading frequency, and attracting investors. In any case, we have a market maker, Raiffeisen, which helps us maintain liquidity. Basically, TTS and TeraPlast are ahead of us in terms of liquidity, and if we surpass them, we will be included in the BET index. For now, we are somewhere around 23rd-24th place, we are in BET-Extended, top 30. I think we have a chance, it is a medium- and long-term action, obviously it will not happen overnight, but that is where we want to get to. We want to get into the BET index. Nominal consolidation was part of this process, our activity has increased, we have simplified the shareholding structure, and we believe we have a good chance of getting there. The results achieved will make the stock more attractive. We expect liquidity and free float to increase. There is also the possibility of being included in the BET index.

14. How do you plan to increase the free float? Are you planning a capital increase with cash contributions? Does the main shareholder wish to reduce their shareholding percentage?

Response:

We don't have an answer; we can't speak on behalf of the shareholders. We are not planning any capital increase with cash contributions; we will see what will be decided at the next General Shareholders' Meeting. The increase in free float depends largely on the elimination of packages that exceed the 5% threshold. Anything above this threshold is not included in the free float. There are other major shareholders who, if there is a good market price or better financial results, liquidate their positions, thereby increasing the free float.

15. How do you see the interest of pension funds in becoming shareholders?

Response:

We attend all important events with investors and, to the extent that pension funds come to us, we will be fully open to presenting them with information and encouraging them to become investors.

16. In the current market conditions, investors are avoiding capital increases with contributions. What is the company's outlook in this context?

Response:

Yes, indeed, there are other opportunities on the market. My colleague has mentioned several times in the press about financing through government bonds such as Tezaur and Fidelis, which offer very good interest rates and raise the interest rate on the market, the rate at which you can finance yourself. It remains to be seen. We are optimistic that, whether with capital contributions or on our own, we will stick to our budget and plans. The idea is that we will capitalize naturally by delivering the projects

we have in the pipeline, and we have the capacity, without further capital increases, to carry out the projects and co-finance them with bank loans.

17. The best marketing is the price of the stock. What do you think about this statement?

Response:

Yes, that's right. The share price is determined on the stock market, we can't always control it, we do everything we can through communication, by achieving good results, sticking to our budget and strategy, but there is also the market context. In general, even if companies have good, positive, sustained financial results, they are penalized by the overall macroeconomic context.

18. Where can we go for real estate leasing services?

Response:

Our group company, IMPACT Finance, handles such matters, but you can use the Investor Relations address and provide us with the details. Send them to ir@impactsa.ro, and we will forward them to our colleagues who handle such matters. In principle, we collaborate with BT Leasing and Garanti Leasing.