



# **BUDGET FOLLOW-UP 2025**

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## **For Site**

Represented by Martin, Jean and Victor

Financial forecast from January 2025 to December 2025

Study based on client data

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## Introduction

### Languages

This financial plan is in English but the application is available in 4 languages (English, French, Dutch, and German)

Ce plan financier est en anglais mais l'application est disponible en 4 langues (anglais, français, néerlandais et allemand).

Dit financieel plan is in het Engels, maar de applicatie is beschikbaar in 4 talen (Engels, Frans, Nederlands en Duits).

Dieser Finanzplan ist auf Englisch, aber die Anwendung ist in 4 Sprachen verfügbar (Englisch, Französisch, Niederländisch und Deutsch)

## Signage

**Company:** Site

**Registered address:**

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**File:** Budget follow-up

**Start of forecast:** January 2025

**Duration of the 1st fiscal year:** 12 month

**Numbers of exercises:** 1

**Legal form:** Company

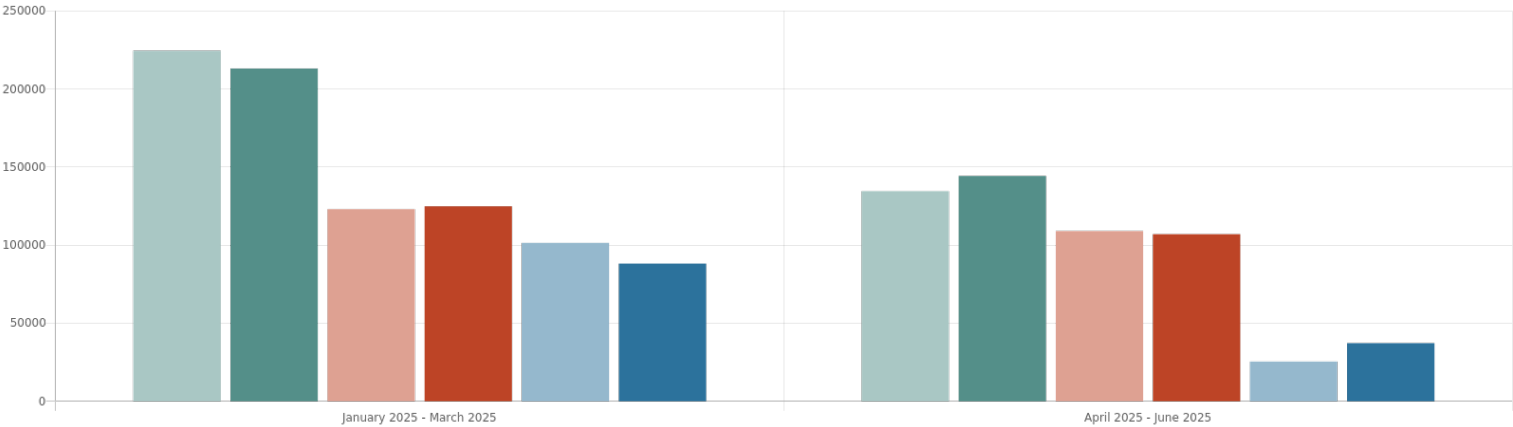
**Subject to VAT:** Yes

**Currency:** Euro ( € )

Budget follow-up : Projection result

|                          | Jan<br>2025 | Feb<br>2025 | Mar<br>2025 | Apr<br>2025 | May<br>2025 | Jun<br>2025 | Jul<br>2025 | Aug<br>2025 | Sep<br>2025 | Oct<br>2025 | Nov<br>2025 | Dec<br>2025 | Projection | Tot. Budget | Tot. N-1 |
|--------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|-------------|----------|
| Income                   | 70 197      | 84 310      | 58 593      | 49 487      | 58 324      | 36 511      | 60 641      | 60 641      | 53 861      | 60 641      | 60 641      | 70 361      | 724 206    | 725 802     | 666 747  |
| Turnover                 | 70 197      | 83 361      | 58 154      | 49 495      | 57 456      | 36 088      | 60 641      | 60 641      | 53 861      | 60 641      | 60 641      | 70 361      | 721 534    | 725 802     | 661 533  |
| Other operating incomes  | 0           | 876         | 439         | -8          | 868         | 423         | 0           | 0           | 0           | 0           | 0           | 0           | 2 599      | 0           | 5 195    |
| Other incomes            | 0           | 73          | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 73         | 0           | 19       |
| Costs                    | 43 004      | 33 926      | 47 956      | 36 411      | 37 849      | 32 773      | 41 377      | 41 710      | 40 354      | 44 205      | 44 200      | 48 222      | 491 988    | 492 141     | 566 322  |
| Supplies                 | 0           | 0           | 0           | 0           | 0           | 0           | 6 992       | 6 992       | 5 636       | 6 992       | 6 992       | 8 936       | 42 540     | 84 244      | 0        |
| Services and other goods | 34 330      | 19 470      | 40 144      | 33 135      | 22 958      | 25 644      | 24 398      | 24 398      | 24 398      | 26 898      | 26 898      | 26 898      | 329 572    | 286 131     | 292 228  |
| Remuneration             | 6 368       | 12 891      | 6 560       | 759         | 13 210      | 5 594       | 6 594       | 6 594       | 6 594       | 6 594       | 6 594       | 6 594       | 84 945     | 76 691      | 93 834   |
| Other costs              | 2 306       | 1 565       | 1 252       | 2 517       | 1 681       | 1 535       | 3 393       | 3 726       | 3 726       | 3 721       | 3 716       | 5 794       | 34 931     | 45 075      | 180 260  |
| Result before tax        | 27 193      | 50 384      | 10 637      | 13 076      | 20 475      | 3 738       | 19 264      | 18 931      | 13 507      | 16 436      | 16 441      | 22 139      | 232 218    | 233 661     | 100 425  |

Budget follow-up : Differences



|                                                            | January 2025   |                |                |              | April 2025     |                |               |             |
|------------------------------------------------------------|----------------|----------------|----------------|--------------|----------------|----------------|---------------|-------------|
|                                                            | Budget         | Actual         | Differences    |              | Budget         | Actual         | Differences   |             |
| <div><div></div><div></div></div> <b>Income</b>            | <b>224 487</b> | <b>213 100</b> | <b>-11 387</b> | <b>-5 %</b>  | <b>134 531</b> | <b>144 323</b> | <b>9 792</b>  | <b>7 %</b>  |
| Turnover                                                   | 224 487        | 211 712        | -12 775        | -6 %         | 134 531        | 143 039        | 8 508         | 6 %         |
| Other operating incomes                                    | 0              | 1 315          | 1 315          | - %          | 0              | 1 284          | 1 284         | - %         |
| Other incomes                                              | 0              | 73             | 73             | - %          | 0              | 0              | 0             | 0 %         |
| <div><div></div><div></div></div> <b>Costs</b>             | <b>123 043</b> | <b>124 887</b> | <b>1 844</b>   | <b>1 %</b>   | <b>109 030</b> | <b>107 033</b> | <b>-1 997</b> | <b>-2 %</b> |
| Supplies                                                   | 27 692         | 0              | -27 692        | -100 %       | 14 012         | 0              | -14 012       | -100 %      |
| Services and other goods                                   | 64 463         | 93 945         | 29 482         | 46 %         | 67 779         | 81 738         | 13 959        | 21 %        |
| Remuneration                                               | 20 035         | 25 818         | 5 783          | 29 %         | 17 091         | 19 563         | 2 472         | 14 %        |
| Other costs                                                | 10 853         | 5 124          | -5 729         | -53 %        | 10 148         | 5 732          | -4 416        | -44 %       |
| <div><div></div><div></div></div> <b>Result before tax</b> | <b>101 444</b> | <b>88 213</b>  | <b>-13 231</b> | <b>-13 %</b> | <b>25 501</b>  | <b>37 290</b>  | <b>11 789</b> | <b>46 %</b> |

| Details : Turnover         | January 2025 - March 2025 |                |                |             | April 2025 - June 2025 |                |              |            |
|----------------------------|---------------------------|----------------|----------------|-------------|------------------------|----------------|--------------|------------|
|                            | Budget                    | Actual         | Differences    |             | Budget                 | Actual         | Differences  |            |
| 700000 Test- Locations     | 137 447                   | 127 925        | -9 523         | -7 %        | 67 670                 | 74 113         | 6 443        | 10 %       |
| 703000 Maintenance         | 61 539                    | 60 518         | -1 021         | -2 %        | 49 071                 | 47 411         | -1 660       | -3 %       |
| 705000 Services in Belgium | 11 039                    | 8 350          | -2 689         | -24 %       | 4 098                  | 10 553         | 6 455        | 158 %      |
| 706000 Location bureaux    | 1 011                     | 1 450          | 439            | 43 %        | 2 393                  | 1 025          | -1 368       | -57 %      |
| 707000 Revenus divers      | 1 680                     | 0              | -1 680         | -100 %      | 1 680                  | 0              | -1 680       | -100 %     |
| 708000 Software            | 11 771                    | 13 469         | 1 697          | 14 %        | 9 620                  | 9 937          | 317          | 3 %        |
| <b>Total</b>               | <b>224 487</b>            | <b>211 712</b> | <b>-12 775</b> | <b>-6 %</b> | <b>134 531</b>         | <b>143 039</b> | <b>8 508</b> | <b>6 %</b> |

| Details : Other operating incomes             | January 2025 - March 2025 |              |              |            | April 2025 - June 2025 |              |              |            |
|-----------------------------------------------|---------------------------|--------------|--------------|------------|------------------------|--------------|--------------|------------|
|                                               | Budget                    | Actual       | Differences  |            | Budget                 | Actual       | Differences  |            |
| 746220 Avantages en nature à déduire employés | 0                         | 434          | 434          | - %        | 0                      | 438          | 438          | - %        |
| 748999 Réductions ONSS                        | 0                         | 881          | 881          | - %        | 0                      | 845          | 845          | - %        |
| <b>Total</b>                                  | <b>0</b>                  | <b>1 315</b> | <b>1 315</b> | <b>- %</b> | <b>0</b>               | <b>1 284</b> | <b>1 284</b> | <b>- %</b> |

| Details : Other incomes | January 2025 - March 2025 |           |             |            | April 2025 - June 2025 |          |             |            |
|-------------------------|---------------------------|-----------|-------------|------------|------------------------|----------|-------------|------------|
|                         | Budget                    | Actual    | Differences |            | Budget                 | Actual   | Differences |            |
| 750000 Financial income | 0                         | 73        | 73          | - %        | 0                      | 0        | 0           | 0 %        |
| <b>Total</b>            | <b>0</b>                  | <b>73</b> | <b>73</b>   | <b>- %</b> | <b>0</b>               | <b>0</b> | <b>0</b>    | <b>0 %</b> |

| Details : Supplies                      | January 2025 - March 2025 |          |                |               | April 2025 - June 2025 |          |                |               |
|-----------------------------------------|---------------------------|----------|----------------|---------------|------------------------|----------|----------------|---------------|
|                                         | Budget                    | Actual   | Differences    |               | Budget                 | Actual   | Differences    |               |
| 600000 Approvisionnement et marchandise | 27 692                    | 0        | -27 692        | -100 %        | 14 012                 | 0        | -14 012        | -100 %        |
| <b>Total</b>                            | <b>27 692</b>             | <b>0</b> | <b>-27 692</b> | <b>-100 %</b> | <b>14 012</b>          | <b>0</b> | <b>-14 012</b> | <b>-100 %</b> |

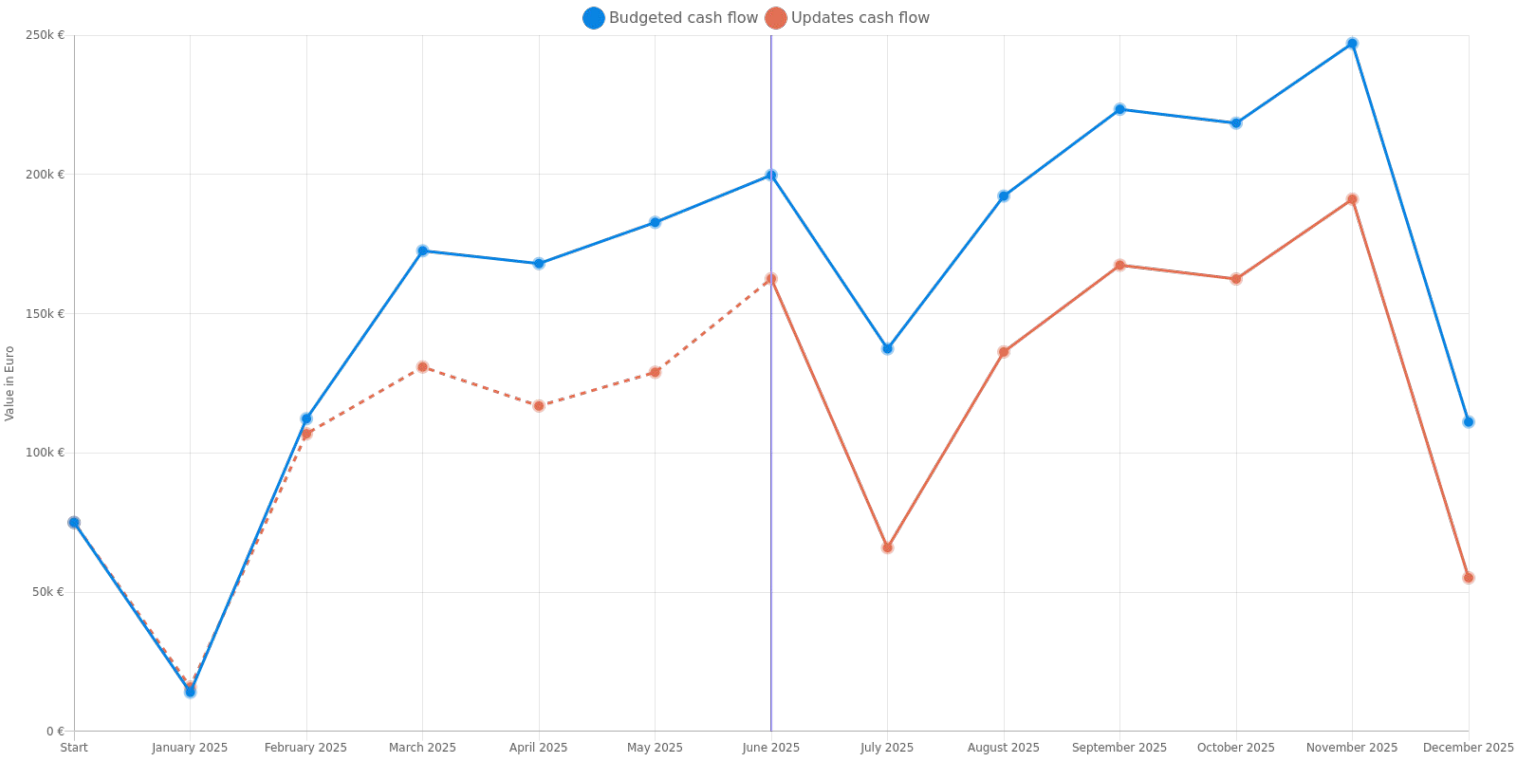
| Details : Services and other goods | January 2025 - March 2025 |               |               |             | April 2025 - June 2025 |               |               |             |
|------------------------------------|---------------------------|---------------|---------------|-------------|------------------------|---------------|---------------|-------------|
|                                    | Budget                    | Actual        | Differences   |             | Budget                 | Actual        | Differences   |             |
| 610000 Rent                        | 3 242                     | 2 188         | -1 054        | -33 %       | 3 242                  | 6 313         | 3 071         | 95 %        |
| 610100 Electronical devices        | 704                       | 246           | -458          | -65 %       | 704                    | 748           | 43            | 6 %         |
| 610200 Building maintenance        | 1 619                     | 1 641         | 22            | 1 %         | 1 619                  | 940           | -679          | -42 %       |
| 612400 Printings                   | 240                       | 0             | -240          | -100 %      | 240                    | 0             | -240          | -100 %      |
| 612500 Website                     | 138                       | 90            | -48           | -35 %       | 138                    | 90            | -48           | -35 %       |
| 613001 Softwares                   | 3 663                     | 7 729         | 4 066         | 111 %       | 3 663                  | 6 313         | 2 649         | 72 %        |
| 613010 Internal apps               | 1 203                     | 3 236         | 2 033         | 169 %       | 1 203                  | 8 213         | 7 010         | 583 %       |
| 613100 Commissions H & Hgo         | 1 192                     | 212           | -980          | -82 %       | 690                    | 247           | -443          | -64 %       |
| 613210 Maintenance                 | 23 016                    | 46 592        | 23 577        | 102 %       | 27 682                 | 48 808        | 21 126        | 76 %        |
| 613700 Meal vouchers               | 107                       | 92            | -15           | -14 %       | 107                    | 1 226         | 1 119         | 1 050 %     |
| 614000 Insurance                   | 540                       | 4 252         | 3 712         | 687 %       | 540                    | 1 069         | 529           | 98 %        |
| 615010 Cars reparations            | 120                       | 314           | 194           | 162 %       | 120                    | 208           | 88            | 74 %        |
| 615020 Car renting                 | 0                         | 1 070         | 1 070         | - %         | 0                      | 1 318         | 1 318         | - %         |
| 616000 Communication & marketing   | 5 896                     | 16 345        | 10 448        | 177 %       | 5 048                  | 4 504         | -544          | -11 %       |
| 616010 Events                      | 6 875                     | 5 438         | -1 437        | -21 %       | 6 875                  | 248           | -6 627        | -96 %       |
| 616020 Internal events             | 1 269                     | 450           | -820          | -65 %       | 1 269                  | 144           | -1 125        | -89 %       |
| 618000 Gabriel                     | 0                         | 4 050         | 4 050         | - %         | 0                      | 1 350         | 1 350         | - %         |
| 618010 Mgmt fees John              | 14 638                    | 0             | -14 638       | -100 %      | 14 638                 | 0             | -14 638       | -100 %      |
| <b>Total</b>                       | <b>64 463</b>             | <b>93 945</b> | <b>29 482</b> | <b>46 %</b> | <b>67 779</b>          | <b>81 738</b> | <b>13 959</b> | <b>21 %</b> |

| Details : Remunerations                                                | January 2025 - March 2025 |               |              |             | April 2025 - June 2025 |               |              |             |
|------------------------------------------------------------------------|---------------------------|---------------|--------------|-------------|------------------------|---------------|--------------|-------------|
|                                                                        | Budget                    | Actual        | Differences  |             | Budget                 | Actual        | Differences  |             |
| 620000 Remuneration and Direct Social Benefits - Directors or Managers | 11 837                    | 12 423        | 586          | 5 %         | 11 450                 | 10 046        | -1 405       | -12 %       |
| 620100 Remuneration and Direct Social Benefits - Management Staff      | 0                         | 370           | 370          | - %         | 0                      | 99            | 99           | - %         |
| 620200 Remuneration and Direct Social Benefits - Salaried Employees    | 952                       | 1 602         | 651          | 68 %        | 952                    | 5 119         | 4 167        | 438 %       |
| 621000 Employers' Contribution for Social Security                     | 5 358                     | 4 626         | -732         | -14 %       | 3 178                  | 3 295         | 117          | 4 %         |
| 623000 Other Personnel Costs                                           | 0                         | 5 541         | 5 541        | - %         | 0                      | 381           | 381          | - %         |
| 623700 Meal vouchers                                                   | 1 889                     | 1 256         | -633         | -34 %       | 1 511                  | 624           | -887         | -59 %       |
| <b>Total</b>                                                           | <b>20 035</b>             | <b>25 818</b> | <b>5 783</b> | <b>29 %</b> | <b>17 091</b>          | <b>19 563</b> | <b>2 472</b> | <b>14 %</b> |

| Details : Other costs                                    | January 2025 - March 2025 |              |               |              | April 2025 - June 2025 |              |               |              |
|----------------------------------------------------------|---------------------------|--------------|---------------|--------------|------------------------|--------------|---------------|--------------|
|                                                          | Budget                    | Actual       | Differences   |              | Budget                 | Actual       | Differences   |              |
| 630000 Depreciation, amounts written down and provisions | 8 250                     | 3 356        | -4 894        | -59 %        | 8 250                  | 4 373        | -3 877        | -47 %        |
| 640000 Other operating charges                           | 118                       | 484          | 366           | 310 %        | 112                    | 183          | 71            | 63 %         |
| 650000 Financial charges                                 | 2 485                     | 1 285        | -1 200        | -48 %        | 1 785                  | 1 177        | -609          | -34 %        |
| <b>Total</b>                                             | <b>10 853</b>             | <b>5 124</b> | <b>-5 729</b> | <b>-53 %</b> | <b>10 148</b>          | <b>5 732</b> | <b>-4 416</b> | <b>-44 %</b> |

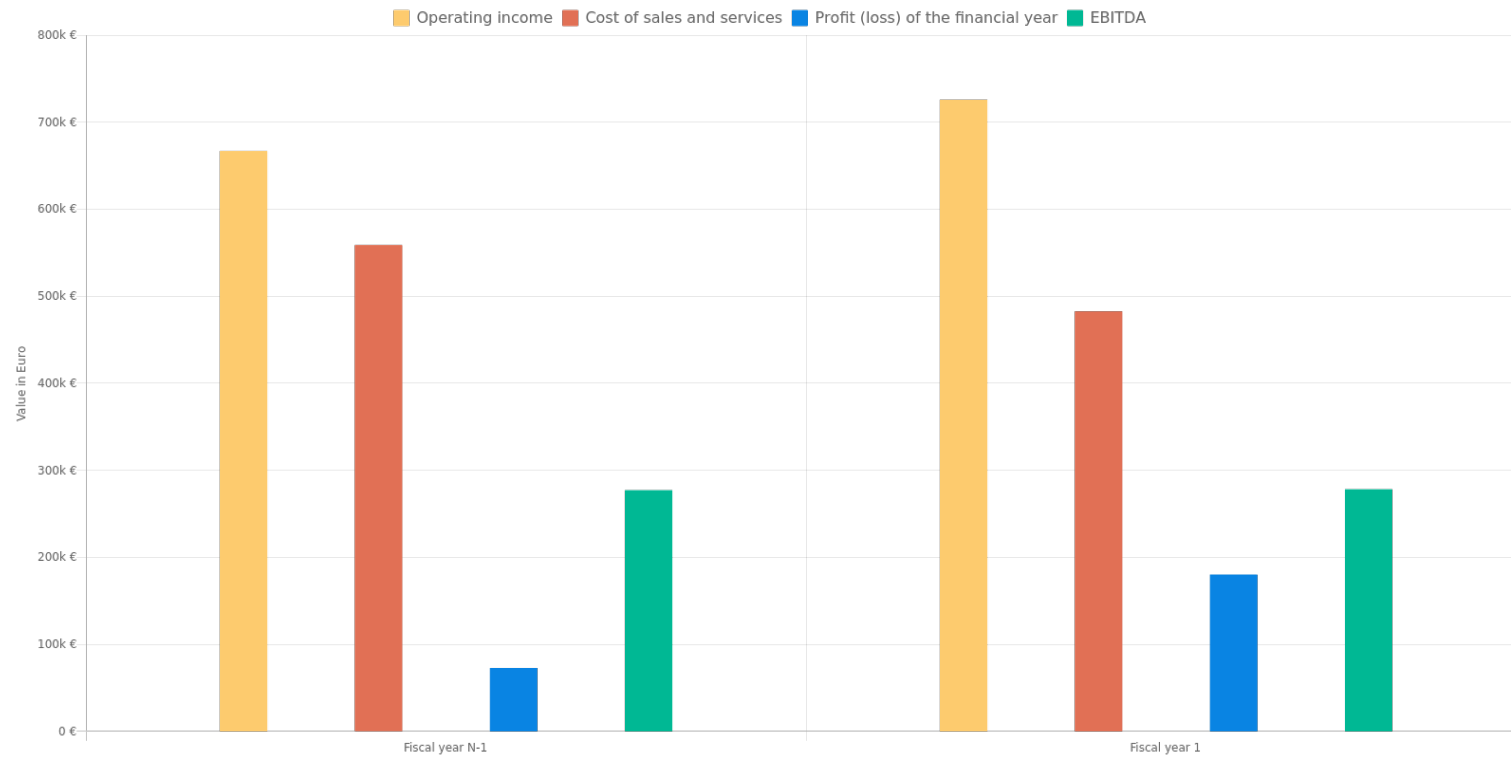


Budget follow-up: Projection cash flow



|                     | Jan<br>2025 | Feb<br>2025 | Mar<br>2025 | Apr<br>2025 | May<br>2025 | Jun<br>2025 | Jul<br>2025 | Aug<br>2025 | Sep<br>2025 | Oct<br>2025 | Nov<br>2025 | Dec<br>2025 |
|---------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Available cash      | 15,929      | 106,889     | 130,841     | 116,842     | 128,932     | 162,543     | 65,911      | 136,258     | 167,410     | 162,434     | 191,086     | 55,134      |
| Receivables & debts |             |             |             |             |             |             |             |             |             |             |             |             |
| Receivables         |             |             |             |             |             | 45,491      |             |             |             |             |             |             |
| Debts               |             |             |             |             |             | 99,651      |             |             |             |             |             |             |

## Income statement



|                                                                                                                             | F.Y. N-1        | F.Y. 1<br>01 25-12 25 |
|-----------------------------------------------------------------------------------------------------------------------------|-----------------|-----------------------|
|  <b>Operating income</b>                    | <b>666 728</b>  | <b>725 802</b>        |
| Turnover                                                                                                                    | 661 533         | 725 802               |
| Other operating incomes                                                                                                     | 5 195           | 0                     |
|  <b>Cost of sales and services</b>          | <b>-558 687</b> | <b>-482 639</b>       |
| Supplies & goods                                                                                                            | 0               | -84 244               |
| Services and other goods                                                                                                    | -292 228        | -286 131              |
| Remuneration, social security and pensions                                                                                  | -93 834         | -76 691               |
| Depreciation, write-offs & prov.                                                                                            | -169 153        | -35 083               |
| Other operating expenses                                                                                                    | -3 471          | -489                  |
| <b>Operating profit (loss)</b>                                                                                              | <b>108 041</b>  | <b>243 163</b>        |
| Financial incomes                                                                                                           | 19              | 0                     |
| Financial expenses                                                                                                          | -7 635          | -9 503                |
| <b>Current profit (loss) before tax</b>                                                                                     | <b>100 425</b>  | <b>233 660</b>        |
| Non-recurring incomes                                                                                                       | 0               | 0                     |
| Non-recurring expenses                                                                                                      | 0               | 0                     |
| <b>Profit (loss) before tax</b>                                                                                             | <b>100 425</b>  | <b>233 660</b>        |
| Transfer from (to) deferred taxes                                                                                           | 0               | 0                     |
| Income taxes                                                                                                                | -27 595         | -53 415               |
|  <b>Profit (loss) of the financial year</b> | <b>72 830</b>   | <b>180 245</b>        |
| Transfer from (to) untaxed reserves                                                                                         | 0               | 0                     |
| <b>Profit (loss) available for appropriation</b>                                                                            | <b>72 830</b>   | <b>180 245</b>        |
|  <b>EBITDA</b>                              | <b>277 194</b>  | <b>278 247</b>        |
| <b>Netto cash-flow</b>                                                                                                      | <b>241 983</b>  | <b>215 329</b>        |
| <b>Free cash flow</b>                                                                                                       | <b>200 123</b>  | <b>154 786</b>        |