

Press Release

SIPEX, turnover of RON 156 million in H1 2025 supported by the resilience of the Retail sales channel

Ploiești, August 19th, 2025: [SIPEX](#), one of the largest distributors of construction and finishes materials from Romania, listed on the Bucharest Stock Exchange, on the AeRO market (symbol [SPX](#)), with 28-year presence in this segment, announces the financial results for the first half of 2025. The company recorded a turnover of RON 156 million, similar to the level registered in 2024, in an economic context marked by adjustments in the B2B channel, but with a positive evolution in the Retail channel, which had a 2% increase in sales.

Irinel Gheorghe, CEO SIPEX:

"The results achieved in the first half of 2025 confirm our ability to adapt and respond quickly to market dynamics. After a first quarter marked by challenges, the performance in the second quarter offset the previous decline. We have continued to prioritize consolidating our market position and have successfully managed the challenges generated by fiscal changes and the labor shortage. Thus, in the first six months of the year we recorded a turnover of RON 156 million and a net profit of RON 2.2 million. We are focusing on expanding our portfolio of products for public works, hospital and road infrastructure, while also exploring new opportunities for business development and sustainable growth."

Sales from the B2B and Retail channels, which together account for over 99% of total sales, recorded a mixed performance in the first half of 2025. The Retail channel saw an increase of 2.3%, while the B2B channel was affected by a slowdown in demand and thus recorded a 5.9% decrease in sales compared to the first half of 2024.

Key elements of the profit and loss account and balance sheet for H1 2025 compared to H1 2024:

- **Operating revenues** reached RON 159.6 million, down slightly by 1.1%, as a result of decreased sales in the B2B channel.
- **Operating expenses** totalled RON 156 million, marking a slight decrease of 0.5%. Although the costs of goods, which represent 82% of the total, decreased by almost 2%, this was not enough to offset the pressures generated by the increase in salaries and tax expenses.
- The company recorded a **gross profit of RON 3.8 million**, down 19.6%, a result mainly influenced by the decrease in sales and the increase in personnel expenses.
- **The net profit** recorded is approximately RON 2.2 million.
- **Total assets** reached approximately RON 144.8 million, up 8% compared to the beginning of the year.
- **Total liabilities** reach RON 59.7 million, up 25.5%, following the increase in short-term liabilities.

SIPEX operates with an integrated business model, organized into three business lines: sales and distribution of construction and finishing materials, services (technical consultancy), and sales of finished colored products.

Distribution is carried out through three channels:

- **Traditional Retail** - stores of various sizes, excluding DIY (Do It Yourself) stores, with sales through dedicated agents.
- **Business to Business** (corporate) - construction companies, developers, state or private institutions, craftsman teams, and individuals who build or renovate their properties. Since 2019, the company has had a dedicated channel for this segment, www.sipexcomenzi.ro, aimed at simplifying the sales process to existing partners and reducing operational costs by providing self-service facilities.
- **Company-Owned Online Store** - with a mobile, tablet, and laptop application. The application allocates orders to the nearest work points, ensuring the delivery is made in the shortest possible time.

The detailed report with the preliminary financial results can be found [here](#).

About SIPEX

Throughout its 28 years of activity, SIPEX has built long-term partnerships, employs approximately 300 people, owns 12 logistic centers, and operates a fleet of 191 vehicles. The company's operating and sales points are in: Brașov, Bucharest, Cluj, Craiova, Iași, Ilfov (Pantelimon), Focșani, Piatra Neamț, Prahova (Ariceștii Rahtivani), Râmnicu Vâlcea, Suceava, and Timișoara.

SIPEX was listed on the Bucharest Stock Exchange, on the AeRO market on June 3, 2022, following a private placement through which it raised RON 10.6 million from 54 investors. Starting March 20, 2023, SIPEX's shares have been included in the BETAeRO index.

More details on sipex.ro

Facebook: <https://www.facebook.com/SolutiiConstructii>

Youtube: <https://www.youtube.com/channel/UCesBfyMkFufDmRj7iCirDFw>

Press contact:

Daniela Maior, all@vertikgroup.eu, +40 742 242 662