

Date	27.02.2023
Name of the issuing company:	Aquila Part Prod Com S.A.
Headquarters:	Ploiești city, 105A Malu Rosu street, Prahova county, Romania
Telephone number:	0244.594.793
Sole identification code:	6484554
Trade registry reg. no.:	J29/2790/1994
Subscribed and paid capital:	180,000,360 lei
Total no. of shares:	1,200,002,400 shares
Market on which securities are traded:	Bucharest Stock Exchange, Premium Tier

CURRENT REPORT

Important event: Publication of preliminary financial results for 2022

Aquila Part Prod Com S.A. (market symbol "AQ") informs investors about the publication of the preliminary financial results for 2022, today 27.02.2023.

We remind you that the preliminary financial results for 2022 can be consulted:

- On the official website, www.aquila.ro, in the section Investor Relations, Reports and Presentations, Annual Reports;
- In hard copy at the registered office of Aquila in Ploiesti, 105A Malu Roșu street, Ploiești, Prahova;
- On the website of the Bucharest Stock Exchange.

The preliminary financial statements for 2022 are not audited.

Preliminary financial results for 2022 summary

AQUILA, the market leader in the field of integrated distribution and logistics services for consumer goods, in Romania and the Republic of Moldova, with almost 30 years of experience in this industry, ends 2022 with growing business and a net profit of RON 85 mn, 20% higher compared to 2021. The preliminary net profit is the highest since the setup of the company.

The result was obtained following a 15% increase in the company's revenues, up to RON 2,210 mn, supported by the distribution segment, especially by the HoReCa and proximity channels (gas stations and convenience stores) sales, as well as by the company's own brands. Growing results were also obtained by the company acquired in 2021, Trigor AVD, one of the first players on the consumer goods distribution market from the Republic of Moldova.

Cătălin Vasile, CEO AQUILA:

„AQUILA's strategy is confirmed by the historical financial results reported in the first full year of presence on the Bucharest Stock Exchange. We focused on the product portfolio diversification, the development of our own brands and of the distribution channels with

 www.aquila.ro	 Aquila Part Prod Com S.A.
 main@aquila.ro	 No. Reg. Com. J29/2790/1994, C.U.I. RO 6484554
 Phone/Fax 0244 594 793	 Capital Social 180.000.360 LEI
 Malu Roșu 105A, Ploiești	 RO81RZBR00000600066628400 Raiffeisen, Ploiești

the higher growing pace. We have integrated in our activity the sustainability component, we continue investing in projects that will make us more efficient, that will strengthen our results and will continuously reduce our footprint on the environment.”

In the revenue structure, all three business segments have expanded: distribution, 15%, logistics, 7%, and transportation, 15%. Own brands revenues, Gradena and La Masă, recorded an advance of 43% in 2022, up to RON 67.5 mn.

The company's gross margin improved by 1.6 percentage points, up to 21.3%, driven by the mix of products sold and the focus on the best performing channels.

Preliminary financial results exceeded the 2022 budget.

The company aims to double its EBITDA by 2026 through the development of the business and M&A, through acquisition of companies that have their own brands in the portfolio or companies that are the distributors of well-known brands. AQUILA has also set as a target a 10% reduction in greenhouse gas emissions by 2026, through fleet renewal, the optimization of transport routes, streamlining of the logistics operations, defensive driving courses for employees, as well as the use of alternative energy sources.

About AQUILA

[AQUILA](#) operates in Romania and the Republic of Moldova, with an integrated business model, with activity in the following business segments: distribution, logistics and transport. Aquila sells consumer goods in over 67,000 points of sale across all FMCG retail channels, covering over 90% of the market. The integrated product portfolio totals over 10,000 products, well-known brands from different categories such as: personal care products - Rexona, Dove; sweets - Kinder, Raffaello, Snickers or Mars; coffee - Lavazza; cleaning products - Dero, Cif or Coccolino; pet food - Whiskas, Pedigree.

The company was founded in 1994 by the entrepreneurs Alin Adrian Dociu and Constantin Cătălin Vasile. Since November 2021 is listed on the Bucharest Stock Exchange (BVB), following an initial public offering worthing 367 million lei, the largest initial public offering carried out by an entrepreneurial company on the local capital market. The company's shares (symbol [AQ](#)) are included in the reference index of the Bucharest Stock Exchange - BET and in the Global All Cap index of FTSE Russell. The company obtained the maximum score, 10, in the VEKTOR evaluation carried out by the Romanian Investor Relations Association - ARIR, based on 12 criteria regarding the corporate governance and the communication with investors.

CEO

Cătălin Vasile

