

Date 07.11.2023
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

ANNOUNCEMENT

Aquila Part Prod Com SA (market symbol "AQ") informs the investors regarding **the signing of a sale purchase pre-agreement for 100% of the shares of Romtec Europa S.R.L.**

Catalin Vasile
CEO



AQUILA announces the signing of a purchase-sale pre-agreement for the first planned acquisition

Press release

Ploiești, 7.11.2023 – AQUILA (symbol AQ), the market leader in the field of integrated distribution and logistics services for consumer goods in Romania and the Republic of Moldova, announces the signing of a purchase-sale pre-agreement for 100% of the shares of Romtec Europa SRL (Romtec). The pre-agreement represents a step in the company's development strategy through M&A.

Romtec, a Romanian company with 30 years of experience in the production of liquids and aerosols for car maintenance, has a portfolio of over 20 brands developed in Romania, including Jet Xpert, Clima Xpert, and Brake Xpert, and owns a production facility in Iași.

Cătălin Vasile, CEO AQUILA:

"The company's development strategy includes both organic growth, as well as through mergers and acquisitions. We have taken a first step that aligns with our objectives and the strategy of complementing our portfolio with complementary, domestic products, as we announced at the time of listing. In addition to distributing new products, with the completion of the Romtec Europa transaction, we will take over production facilities, contributing to the development of the Romanian industry. We approach the mergers and acquisitions topic from a broad

perspective, considering the target company's market, and profitability, as well as the synergies we can create with our current operations. We will continue in the direction we have committed to for the successful completion of multiple acquisition transactions in the coming period."

The transaction will take place subject to the completion of a specific audit by specialized firms and obtaining the necessary approvals from the Competition Council. The total value of the transaction is EUR 3.2 million, from which the existing debts at the date of the signing of the shares purchase agreement will be deducted.

Romtec Europa SRL is currently owned 80% by Green Ideas Group MTC SRL and 20% by FLM Group Green MTC SRL. At the end of 2022, Romtec had 47 employees, a turnover of RON 25 million, and a net profit of RON 1.3 million.

In the first six months of 2023, AQUILA recorded revenues of RON 1.1 billion, a 17% increase compared to the same period in 2022. This significant growth was primarily driven by the increase in revenue from the distribution segment, which accounts for over 90% of the total turnover. The company's net profit reached RON 42 million, representing a 29% increase.

The results for the first 9 months of 2023 will be published on November 13, 2023.

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 72,000 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; hygiene products - Kleenex, Kotex, Zewa, Tena, Libresse; baby diapers - Huggies; frozen vegetables and canned food - Bonduelle; vegetable sour cream and vegetable whipped cream - Gran Cucina and Hulala; fish and fish products - Frosta.

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 worth 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 Bucharest Stock Exchange reference index - BET and in the Global Micro Cap index of FTSE Russell. Starting from September 1, 2023, the company's shares are also included in the MSCI Frontier IMI and MSCI Romania IMI indices.

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 corporate governance and communication with investors.

Press contact: Daniela Șerban, all@vertikgroup.eu, +40 742 242 662