

TO: BUCHAREST STOCK EXCHANGE (BSE)
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FINANCIAL SUPERVISORY AUTHORITY
Financial Investments and Instruments Sector
Issuers, Transactions Monitoring and Market Abuse Department
15 Splaiul Independenței, district 5, Bucharest

Current report in compliance with the Law 24/2017, republished, on issuers of financial instruments and market operations, Regulation FSA no. 5/2018 on issuers of financial instruments and market operations, and the Bucharest Stock Exchange Code.

CURRENT REPORT

Date of the report: 13.11.2023
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

IMPORTANT EVENT: Q3 2023 Financial report availability

Aquila Part Prod Com SA (market symbol "AQ") informs the investors about the publication of quarter 3 report on interim financial statements of 30.09.2023. The report is available as of today, **13.11.2023** in printed version, at the registered office of the company in Ploiesti, 105A Malu Roșu street, Prahova county, on the official website, www.aquila.ro, in the section reports and presentations, financial reports – Q3 – 2023 as well as attached to this report.

Please note that the quarterly financial statements as of September 30, 2023, are not audited.

Cătălin Vasile
CEO



Press release

AQUILA reports a net profit of RON 70 million

Ploiești, November 13, 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, concluded the first 9 months of 2023 with growing results, supported by the distribution business segment, which generated approximately 94% of the company's turnover.

AQUILA's revenues exceeded RON 1.7 billion in the first 9 months of 2023, marking an increase of approximately 14% compared to the same period in 2022. The company's net profit reached RON 70 million, showing a 9% growth.

Cătălin Vasile, CEO AQUILA:

„We continued the strategy assumed for profitable and sustainable business growth. The diversification of the product portfolio, the development of our own brands, and the expansion of distribution channels with a faster growth pace were our priorities. The recorded results come to meet investors' expectations and we will exceed the budget announced in April. In general, sales have an upward trend in the fourth quarter of the year due to the demand for consumer goods during the winter holiday season, and we are focused on fulfilling AQUILA's vision of having at least one product distributed in every household. We maintain our objectives for organic development, growth through acquisitions, and operational optimization, including by signing a purchase-sale pre-agreement for the first planned acquisition, recently announced.”

In the revenue structure, during the first 9 months of the year, the distribution and logistics segments recorded growth of 15% and 12%, respectively, compared to the same period in 2022. Revenues from the transport segment decreased by 5%. The increase in the revenues in the distribution segment is attributed to organic development, supported by growth of 27% in the traditional channel, 16% in the petrol stations channel, and 15% in the HoReCa channel.

Sales of own brands, which include 86 items from the Gradena, La Masă, and Yachtis brands, exceeded RON 64 million. Recently, the company launched an integrated promotion campaign for its own brand of frozen vegetables and fruits - Gradena, which recorded a sales increase of over 58% in the first 9 months of 2023 compared to the same period last year.



The gross margin increased by approximately RON 40 million, advancing by 13 percentage points, and remained steady at around 21%. EBITDA reached RON 116 million, showing a growth of 5%.

You can find the full report with financial results for the first 9 months [here](#).

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 Cocolino; 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 RON 367 million, 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.

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