

**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**

<b>Date of the report:</b>	<b>29.02.2024</b>
<b>Name of the issuing company:</b>	<b>Aquila Part Prod Com S.A.</b>
<b>Headquarters:</b>	<b>Ploiești city, 105A Malu Rosu street, Prahova county, Romania</b>
<b>Telephone number:</b>	<b>0244.594.793</b>
<b>Sole identification code:</b>	<b>6484554</b>
<b>Trade registry reg. no.:</b>	<b>J29/2790/1994</b>
<b>Subscribed and paid capital:</b>	<b>180,000,360 lei</b>
<b>Total no. of shares:</b>	<b>1,200,002,400 shares</b>
<b>Market on which securities are traded:</b>	<b>Bucharest Stock Exchange, Premium Tier</b>

### **IMPORTANT EVENT: 2023 Preliminary financial report availability**

**Aquila Part Prod Com S.A.** (market symbol "**AQ**") informs investors about the publication of the preliminary financial report for 2023.

The report is available starting today, **29.02.2024** in printed format, at the company's registered office in Ploiesti, Malu Rosu street 105A, Prahova county, on the official website, [www.aquila.ro](http://www.aquila.ro), in the Reports and Presentations section, Annual Reports, Preliminary financial results 2023 and annexed to this report.

The preliminary financial results for 2023 (including in editable format) are available, within the company website, in the Investor Relations section - [Rapoarte Anuale — Aquila](#).

Please note that the preliminary financial statements for 2023 are not audited.

**Chief Executive Officer,**  
**Cătălin Vasile**

**AQUILA: The highest results since the establishment of the company, revenues of RON 2.5 billion, net profit of RON 97 million in 2023, an increase of 14%**

## Press release

*Ploiești, February 29th, 2024:* 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, with 30 years of experience in this industry, ends the year 2023 with increasing business and a net profit of RON 97 million, 14% above 2022, the highest since the company was founded. The results obtained came in the context of the company's revenue growth by 14%, up to RON 2.5 billion, mainly supported by the distribution segment, which represents about 94% of the company's total turnover. The preliminary financial results exceeded the budget announced for 2023.

### **Cătălin Vasile, CEO AQUILA:**

"In 2023, we continued the organic growth, and we took steps towards new acquisitions for business expansion. The focus on the distribution channels with higher growth rates, product portfolio diversification, and the development of own brands have contributed to record financial results in 2023. Regarding the M&A component, we completed the transaction with Romtec and advanced discussions for the acquisition of Parmafood companies, for which we received the shareholders' approval in February 2024. Operational excellence through efficiency, with digitalization and sustainability component, will continue to be a priority for AQUILA. Through the strategic approach adopted, we are moving towards doubling EBITDA by 2026, using the year 2021 as a benchmark."

In the revenue structure, in 2023, the distribution and logistics business segments recorded increases of 14% and 11%, respectively, while the transport business segment recorded a slight decline of 4%. Revenues related to own brands, Gradena, La Masă, and Yachtis, saw an advance of 31% in 2023, up to RON 88 million.

Trigor AVD, the company acquired in 2021, one of the leading players in the consumer goods distribution market in the Republic of Moldova, registered also increased revenues by 14%.

The gross margin remained constant, at approximately 21%. EBITDA recorded an increase of 5%, up to RON 155 million.

AQUILA has made investments of RON 46 million in 2023, for the purchase of transportation means and warehouse equipment and automation.

### **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, with own brands as Gradena: frozen vegetables and fruits; LaMasă: semi-cooked frozen meats; Yachtis: frozen fish and seafood products; and also 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.

The company obtained the maximum score, 10, in the VEKTOR evaluation carried out by the Romanian Investor Relations Association - ARIR, based on 10 criteria regarding corporate governance and communication with investors.

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