

**TO: BUCHAREST STOCK EXCHANGE (BSE)**  
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**FINANCIAL SUPERVISORY AUTHORITY**  
**Financial Investments and Instruments Sector**  
**Issuers, Transactions Monitoring and Market Abuse Department**  
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*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:** 09.05.2024  
**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: Availability of the Preliminary financial report for the first quarter of 2024

**Aquila Part Prod Com S.A.** (market symbol "AQ") informs investors about the publication of the interim financial report for the first quarter of 2024.

The report is available (including in editable format) starting today, **09.05.2024** at the company's registered office in Ploiesti, 105A Malu Rosu street, Prahova county, on the official website, in the Investor Relations section, Reports and Presentations, Quarterly Reports - <https://www.aquila.ro/rapoarte-trimestriale> as well as attached to this report.

Please note that the interim financial situations related to the first quarter of 2024 are not audited.

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



Press release

### AQUILA: Revenues of RON 624 million in the first quarter of 2024, an increase of 11%

Ploiești, May 9<sup>th</sup>, 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, ended the first quarter of 2024 with an 11% increase in the revenues compared to the same period last year, reaching RON 624 million. The results were supported by the distribution segment following the focus on the channels with the highest growth potential and on expanding the portfolio of products sold through each sales channel. The net profit recorded by the company in the first quarter of 2024 is RON 19.6 million.

### **Cătălin Vasile, CEO AQUILA:**

"The beginning of this year was marked by significant events regarding the growth strategy through new acquisitions targeted since the listing at BVB in 2021. In February 2024, we completed the acquisition of Romtec-Europa SRL, and, in April, we finalized the acquisition of Parmafood Group Distribution SRL and Parmafood Trading SRL. We are confident in the opportunities created for the benefit of all stakeholders. We focus on expanding the product portfolio for all companies in the group, so that we develop specific solutions for each sales channel. We also continued the organic growth and development of our own brands. The results recorded in the first quarter were supported by increases of over 25% in the HoReCa and gas station distribution channels. We bring value through a wide range of quality products, from over 200 producers present in the AQUILA portfolio, through the logistics and digital solutions offered, and a performance-based vision."

In the revenue structure, in the first quarter of 2024 revenues from the distribution segment grew by 11%, those from the logistics segment by 2%, while revenues from the transport segment were at the same level as those achieved in the first quarter of 2023. Revenues related to the own brands, Gradena, La Masă, and Yachtis, registered an advance of 11% in the first quarter of the year compared to the same period in 2023.

EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) remained at the same level as last year, at RON 40 million.

The full report with AQUILA's financial results for Q1 2024 is available here <https://www.aquila.ro/rapoarte-trimestriale>

### **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. Through the acquisition of Romtec, the company has added to its portfolio over 20 brands of car maintenance products, developed in Romania, including Jet Xpert, Clima Xpert, and Brake Xpert, and owns a production facility in Iași.

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.

The company obtained the maximum score, 10, in the VEKTOR evaluation carried out by the Romanian Investor Relations Association - ARIR.

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