

**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:** 12.05.2026  
**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.:** J1994002790296  
**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 2026**

**Aquila Part Prod Com S.A.** (market symbol "AQ") informs investors about the publication of the interim financial report for the first quarter of 2026.

The report is available (including in editable format) starting today, **12.05.2026** 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 2026 are not audited.

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

**AQUILA, Q1 2026 results: 13% revenue growth in Q1 2026, supported by the strategy to strengthen market position**

## Press Release

Ploiesti, May, 12th, 2026: AQUILA (symbol AQ), leader in integrated distribution and logistics services for the fast-moving consumer goods (FMCG) market in Romania and the region, with over 30 years of experience in this industry, recorded revenues of RON 835 million in the first quarter of 2026, up 13% compared to the same period of the previous year. The four companies acquired over the last three years, Romtec-Europa SRL, Parmafood Group Distribution SRL, Parmafood Trading SRL, and KITAX Kft, contributed approximately 6% to total revenues.

### **Cătălin Vasile, CEO AQUILA:**

*“The first quarter results reflect AQUILA’s ability to deliver growth in a market environment characterized by cautious consumer spending, competitive pressure, and shifts in consumer purchasing behavior. In this context, we remained focused on strengthening our market position and increasing sales volumes through a commercial strategy adapted to the competitive landscape, which supported strong shelf visibility. We continue to expand our product portfolio and develop tailored solutions for each sales channel, leveraging the synergies among the Group companies and the advantages of our regional logistics infrastructure. We believe we are well positioned to capitalize on consolidation opportunities in a still fragmented distribution market and to generate sustainable long-term value for our shareholders.”*

The distribution segment continued to represent the Group’s main business driver, generating approximately 95% of total revenues and recording a 13% increase. This evolution was mainly supported by growth in the traditional retail channel (+31%) and HoReCa channel (+22%). Sales in the modern retail channel (large retail chains) decreased by 14%. At the same time, the company continued its cross-selling strategy and expanded the distribution of its own brands.

Revenues from the transport and logistics segments increased by 5%, supported by higher operational volumes and the expansion of logistics activities across multiple temperature categories, particularly in the frozen products segment. At the same time, revenues generated by the company’s own brands increased by 32%, reaching approximately RON 40 million.

Operating expenses before depreciation increased by RON 4 million, mainly driven by higher employee benefits expenses, which rose by RON 6 million. This evolution reflects an increase with approximately 250 employees compared to the same period of the previous year.

The EBITDA recoded by the company was RON 35 million. The gross margin from the sale of goods is 18%, with profitability mainly impacted by changes in the mix of distributed products and the expansion of the traditional retail portfolio with products requiring higher promotional budgets and generating lower margins, in a context of cautious consumer spending and increased competitive pressure in the market.

The company has started implementing measures to optimize its portfolio of lower-margin products, aimed at supporting the improvement of gross margin and EBITDA, as well as achieving the targets set out in the 2026 revenue and expenditure budget.

More details about AQUILA’s financial results for Q1 2026 are available **here**.

## About AQUILA

AQUILA is one of the largest players in the fast-moving consumer goods (FMCG) distribution sector from Romania and the region, operating an integrated business model that covers distribution, logistics, and transportation across multiple temperature categories, for both food and non-food products, as well as production activities.

With an expanded presence in Moldova and Hungary, the company provides efficient and customized solutions, helping partners optimize their supply chain. Through modern infrastructure and an extensive network across three countries, AQUILA ensures the availability of a wide range of products in over **78,000 points of sale**, including traditional stores, modern retail chains, and online platforms. AQUILA's portfolio of over **22,000 products** includes both own brands, such as **Gradena, LaMasă, and JetXpert**, as well as globally recognized brands like **Kinder, Lavazza, Whiskas, and Mutti**. Through the four recent acquisitions, the company has strengthened its position in the regional market, offering customers an extended selection of products, including consumer goods, car maintenance solutions, and health and safety equipment. AQUILA operates through four main distribution channels, with a strategic focus on developing the HoReCa segment by leveraging a complementary portfolio and synergies with acquired companies. The company also owns the largest and most efficient distribution fleet in the region, consisting of over 1,600 vehicles, including more than 300 trucks.

In 2025, AQUILA recorded record revenues of approximately RON 3.5 billion, up 18% compared to the previous year, supported by its growth strategy focused on strengthening the distribution segment, diversifying the portfolio, and developing own brands.

Founded in 1994 by entrepreneurs Alin Adrian Dociu and Constantin Cătălin Vasile, AQUILA was listed on the Bucharest Stock Exchange (BVB) in November 2021. The AQUILA Group includes six companies: AQUILA Part Prod Com SA (parent company) and its subsidiaries PRINTEX SA, Trigor AVD SRL (from the Republic of Moldova), Romtec Europa SRL, Parmafood Group Distribution SRL, Parmafood Trading SRL, and KITAX Kft from Hungary.

AQUILA's shares (AQ) are included in the Bucharest Stock Exchange reference index – BET and in the MSCI Frontier and MSCI Romania indices. Over the past two years, the share price increased by more than 20% per year, outperforming the market.

With over 3,600 employees, including 5% of international staff, AQUILA promotes an organizational culture based on diversity and inclusion. The company is committed to creating long-term value for investors, employees, and communities, integrating ESG principles into its business strategy. Through sustainable initiatives, transparency demonstrated by the highest VEKTOR by ARIR score of 10, and operational efficiency, AQUILA fosters an inclusive work environment and maintains a strong commitment to the communities in which it operates. For its ESG performance, the company was awarded the EcoVadis Silver Medal in 2025.

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