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PRESS RELEASE

In the first year as a listed company on the AeRO market, MAM Bricolaj boosts customer base by 20% and opens a new store in Bucharest

MAM Bricolaj (MAM), a Romanian company in the DIY industry, celebrates today, January 21st, its first year since the listing on Bucharest Stock Exchange (BVB) AeRO market. MAM listing opened the 2021 listing season, and meanwhile the company has reached a capitalization of RON 47mn (EUR 9.4mn). In the first year as a listed company, MAM Bricolaj has accelerated strategic development projects, namely expanded the network and increased the number of customers. MAM Bricolaj completed the investment in a new store in Bucharest and won a new customer for every five already existing ones, respectively a 20% increase in the number of customers. The number of transactions increased by 22%, and the value of purchases and services requested related to an average voucher per transaction was 12% higher than before the listing.

‘Every anniversary on the Bucharest Stock Exchange is a reason for joy, especially when we talk about recently listed companies, as this fact points the fact that Romanian entrepreneurs are increasingly choosing the capital market to finance themselves and investors in turn have a growing palette for investment and portfolio diversification. We hope to have as many new anniversaries as possible, and not just this year, but starting this year. I am happy for MAM Bricolaj and for their success in attracting funding through the local capital market. I am sure that the status of listed company has brought them only benefits and I invite all listed companies to use with confidence the financing mechanisms available on the Bucharest Stock Exchange’, said Radu Hanga, Bucharest Stock Exchange President.

‘Listing on the capital market was a very good decision, because it brought us much more visibility and, in addition to the investors who came with us, we gained a lot of customers and suppliers, who understood the quality our business and the company's capabilities. The most important thing when you are listed on the stock exchange is that, as an audited company, everything is transparent and visible, and investors are looking for transparency and seriousness to come to you and give you their money for investment and development. In sum, after a year of presence on BVB's AeRO market, we can say that we have entered another league of economic actors, and



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the listing has helped MAM Bricolaj to grow extremely fast in a not so favorable economic context. The stock market is the best solution for companies that plan to expand quickly, because it comes bundled with an infusion of financial resources, resulting from the confidence of investors in your plans, in your company. The listing bundle includes visibility and help from long-term investors. I recommend to all entrepreneurs who want a strong company to list their businesses on the stock exchange, because this forces you to be better, more efficient, more competitive in the market and, consequently, makes you more profitable and broadens your horizons', said Cristian Gavan, MAM Bricolaj Founder and CEO.

In the first year after the listing, the investors traded almost 1.3 mn MAM shares. The total value of trades carried out during this period with MAM shares was RON 30.1mn. The company's shares are included in the BET AeRO index with a weight of 2.6%.

MAM shares started trading on January 21, 2021, after a private placement carried out by [TradeVille](#), through which the company attracted from investors almost RON 8.5mn, capital needed for opening new stores in Bucharest and other cities in the country.

'At the anniversary hour we want to wish MAM Bricolaj a long and healthy life as a company listed on BVB and we want to see them on the Main Market as soon as possible. It is a great joy for us, TradeVille team, to see an entrepreneurial company listed by us beginning to gather anniversaries. We hope that this example will inspire both entrepreneurs and investors to come to the stock market to support Romania's economic growth more and more', said Ovidiu-George Dumitrescu, CFA, TradeVille Deputy General Manager.

MAM Bricolaj was founded in 2011 by Cristian Gavan, having as main business directions the sale of furniture materials and accessories and related products, DIY furniture, and the provision of furniture design services. Currently, the company operates three stores in Bucharest (Morarilor, Luica, Prelungirea Ghencea) and one online store.

MAM Bricolaj ended the first half of last year with a net turnover of almost RON 25 mn, up 48% compared to the first half of 2020, and with a net profit of RON 0.5mn. At the end of 2021 H1, the company had 134 employees, almost double compared to the same period of 2020. The company is considering for the next five years the development of the store network up to a number of 12 stores nationwide, in Brasov, Timisoara, Cluj-Napoca, Iasi, Constanta, including the opening of the fourth store in Bucharest.

The founder of MAM Bricolaj, Cristian Gavan, holds 67.34% of the company's shares, and the rest of the shares are owned by individuals and legal entities, according to [the latest available data](#).

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