



# AQUILA

Focus on Excellence



**Budget 2023**

**AQUILA PART PROD COM (BVB: AQ)**

## CONȚINUT

<b>INFORMAȚII EMITENT</b> .....	2
INFORMAȚII DESPRE ACEST RAPORT.....	2
Buget Consolidat si Individual pentru exercitiul financiar 2023 .....	3

# INFORMAȚII EMITENT

## INFORMAȚII DESPRE ACEST RAPORT

Tipul raportului	Buget 2023
Pentru exercițiul financiar	01.01.2023 – 31.12.2023
Data publicării	28.03.2023

## INFORMAȚII EMITENT

Nume	AQUILA Part Prod Com S.A.
Cod fiscal	6484554
Număr înregistrare Registrul Comerțului	J29/2790/1994
Sediul social	Strada Malu Roșu, nr. 105A, Ploiești, Prahova, România

## INFORMAȚII DESPRE INSTRUMENTELE FINANCIARE

Capital subscris și vărsat	180.000.360 lei
Piața pe care se tranzacționează valorile mobiliare	Bursa de Valori București, Segmentul Principal, Categoria Premium
Număr acțiuni	1.200.002.400
Simbol	AQ

## DETALII CONTACT PENTRU INVESTITORI

Telefon/Mobil	+40 723 331 943
E-mail	investors.relations@aquila.ro
Website	www.aquila.ro

## Buget Consolidat si Individual pentru exercitiul financiar 2023

### Aquila: P&L Consolidated Budget (IFRS)

(RON)	FY 2023	FY 2022	Y/Y
<b>Net turnover o/w</b>	<b>2,437,896,729</b>	<b>2,210,325,473</b>	<b>10%</b>
<b>Distribution</b>	<b>2,269,017,701</b>	<b>2,059,666,658</b>	<b>10%</b>
<i>% of Net turnover</i>	93.07%	93.18%	
Logistics	85,397,746	78,868,663	8%
Transport	81,458,706	68,252,073	19%
Other (Investment property revenues)	2,022,577	3,538,080	-43%
Other income	1,704,404	8,334,406	-80%
<b>Cost of goods sold</b>	<b>(1,791,872,288)</b>	<b>(1,623,973,263)</b>	<b>10%</b>
<b>Gross profit</b>	<b>477,145,413</b>	<b>435,693,395</b>	<b>10%</b>
<i>Gross profit margin</i>	21.03%	21.15%	
Cost of fuel and transportation services	(90,834,424)	(76,972,277)	18%
<i>% of Net turnover</i>	3.73%	3.48%	
Salaries and other employee benefits	(261,293,555)	(225,237,381)	16%
<i>% of Net turnover</i>	11.82%	10.19%	
Repairs, maintenance and materials cost	(22,695,255)	(24,060,430)	-6%
<i>% of Net turnover</i>	1.03%	1.09%	
Depreciation and amortisation	(47,220,558)	(50,098,657)	-6%
Impairment (loss)/gain on receivables	0	(19,782,564)	-1
Other operating expenses	(128,405,331)	(101,705,650)	26%
<i>% of Net turnover</i>	5.81%	4.60%	
<b>EBITDA</b>	<b>144,500,280</b>	<b>146,928,314</b>	<b>-2%</b>
<b>Clean EBITDA</b>	<b>144,500,280</b>	<b>166,710,878</b>	<b>-13%</b>
<i>Clean EBITDA margin</i>	-6.54%	-7.54%	
<b>EBIT</b>	<b>97,279,722</b>	<b>96,829,657</b>	<b>0%</b>
Finance income	11,982,265	7,570,113	58%
Finance costs	(17,496,001)	(3,836,199)	356%
Other gains and losses			
<b>Net financial result</b>	<b>(5,513,736)</b>	<b>3,733,914</b>	<b>-248%</b>
<b>EBT</b>	<b>91,765,987</b>	<b>100,563,571</b>	<b>-9%</b>
Income tax expense	(14,269,376)	(15,331,547)	-7%
<b>Profit for the year o/w</b>	<b>77,496,611</b>	<b>85,232,024</b>	<b>-9%</b>

**Aquila: P&L Individual Budget (IFRS)**

<b>(RON)</b>	<b>FY 2023</b>	<b>FY 2022</b>	<b>Y/Y</b>
<b>Net turnover o/w</b>	<b>2,306,444,989</b>	<b>2,111,797,827</b>	<b>9%</b>
<b>Distribution</b>	<b>2,137,565,961</b>	<b>1,960,946,481</b>	<b>9%</b>
<i>% of Net turnover</i>	<i>92.68%</i>	<i>92.86%</i>	
Logistics	85,397,746	78,868,663	8%
Transport	81,458,706	68,252,073	19%
Other (Investment property revenues)	2,022,577	3,730,610	-46%
Other income	1,429,004	7,366,889	-81%
<b>Cost of goods sold</b>	<b>(1,708,620,418)</b>	<b>(1,561,314,618)</b>	<b>9%</b>
<b>Gross profit</b>	<b>428,945,542</b>	<b>399,631,863</b>	<b>7%</b>
<i>Gross profit margin</i>	<i>20.07%</i>	<i>20.38%</i>	
Cost of fuel and transportation services	(88,355,824)	(76,530,176)	15%
<i>% of Net turnover</i>	<i>3.83%</i>	<i>3.62%</i>	
Salaries and other employee benefits	(243,257,915)	(208,946,623)	16%
<i>% of Net turnover</i>	<i>11.52%</i>	<i>9.89%</i>	
Repairs, maintenance and materials cost	(21,899,655)	(22,017,777)	-1%
<i>% of Net turnover</i>	<i>1.04%</i>	<i>1.04%</i>	
Depreciation and amortisation	(44,753,984)	(47,431,084)	-6%
Impairment (loss)/gain on receivables	0	(19,807,565)	-1
Other operating expenses	(112,356,030)	(94,999,571)	18%
<i>% of Net turnover</i>	<i>5.32%</i>	<i>4.50%</i>	
<b>EBITDA</b>	<b>133,384,150</b>	<b>135,548,386</b>	<b>-2%</b>
<b>Clean EBITDA</b>	<b>133,384,150</b>	<b>155,355,951</b>	<b>-14%</b>
<i>Clean EBITDA margin</i>	<i>-6.32%</i>	<i>-7.36%</i>	
<b>EBIT</b>	<b>88,630,166</b>	<b>88,117,302</b>	<b>1%</b>
Finance income	11,064,265	7,344,680	51%
Finance costs	(16,186,388)	(3,195,167)	407%
Other gains and losses			
<b>Net financial result</b>	<b>(5,122,122)</b>	<b>4,149,513</b>	<b>-223%</b>
<b>EBT</b>	<b>83,508,044</b>	<b>92,266,815</b>	<b>-9%</b>
Income tax expense	(13,361,287)	(14,263,449)	-6%
<b>Profit for the year o/w</b>	<b>70,146,757</b>	<b>78,003,366</b>	<b>-10%</b>

\*M&A Activity not included

For FY 2023, the Group planned CAPEX of EUR 12.7 m as follows:

- Fleet CAPEX: EUR 7.5m
- Automation & Equipment CAPEX: EUR 3.5m
- IT & Communication CAPEX (Licences, Soft, Equipment): EUR 0.6m
- Other CAPEX: EUR 1.1m

#### Audit expenses

The contractual costs for audit services with the financial auditor for the financial year ended December 31, 2022 are in the amount of EUR 133,000.

All fees paid refer to the audit services on the separate and consolidated financial statements prepared in accordance with the International Financial Reporting Standards adopted by the European Union.

The estimated audit fees for the audit services for the financial year 2023 are EUR 145,000.



[www.aquila.ro](http://www.aquila.ro)



[Investor.relations@aquila.ro](mailto:Investor.relations@aquila.ro)



0244595034



Malu Roșu 105A, Ploiești

**AQUILA Part Prod Com S.A.**

**Nr. Reg. Com. J29/2790/1994, C.U.I. RO 6484554**

**Capital Social 180.000.360 lei**

