

No. 2071/18.11.2024

To:

The Financial Supervisory Authority

The Bucharest Stock Exchange

CURRENT REPORT

Prepared in accordance with Law no. 24/2017 on issuers of financial instruments and market operations and Financial Supervisory Authority Regulation no. 5/2018 on issuers of financial instruments and market operations.

Date of the report: 18 Noiembrie 2024

Issuer Name: SIPEX COMPANY S.A.

Headquarters: Ariceștii Rahtivani, DN 72, KM 8, Prahova county

Phone number/ fax: (+40) 244.434.039 / 0244.434.038

Trade Register number: J29/1802/2007

LEI code: 787200HYX0GJQ2PE7065

Unique registration code at the Trade Registry Office: 9813422

Subscribed and paidshare capital: 39.989.348,10 lei

The Market on which the issued securities are traded: BVB, MTS, AeRO Premium, symbol: SPX.

Important events to report: Availability of the Financial Results for Q3 2024

SIPEX COMPANY S.A. informs the shareholders and the market about the availability of the Financial Results for Q3 2024

The report is available starting from 18.11.2024:

- In written form on paper - at the registered office of the company in Ariceștii Rahtivani, DN 72, KM8, Crângul lui Bot Industrial Park, Prahova county;

- In electronic format – on the www.sipex.ro website, in the “Investor Information” section, and on the www.bvb.ro website, under the symbol SPX.

The financial statements as of 30.09.2024 are not audited.

SIPEX, one of the largest distributors of construction and finishes materials from Romania, listed on the Bucharest Stock Exchange, on the AeRO market (symbol [SPX](#)), with 27-year presence in this segment, announces the financial results recorded in the first 9 months of the current year. The company recorded a turnover of over RON 252 million, a 7% increase compared to the same period in 2023, mainly supported by a 17% increase in sales in the B2B channel. The operational profit recorded by the company in the first 9 months rose by 20%.

Irinel Gheorghe, CEO SIPEX:

“The year 2024 brought a series of challenges and the results obtained in the first 9 months confirm that the adopted strategy paid off. We have further strengthened our market position by focusing on the B2B distribution channel. Operationally, we have adapted, and the actions undertaken have led to efficiencies reflected in the increase of the turnover and of the operational profit. In the third quarter, we made a new step in our growth strategy through the partnership with Menlo Electric, which opened the way for us into the renewable energy market. Thus, we provide a full package of solutions for photovoltaic projects in Romania, supporting the transition to sustainable energy.”

The growth of SIPEX's business is supported by careful inventory management, accurate sales forecasting, and diligent management of expenses and credit limits granted to partners. All three distribution channels experienced positive sales developments. In the revenue structure, sales recorded in the B2B channel increased by 16.58%, those in the retail channel by 1.50%, and those through store and online by 22.60%.

The company's net profit in the first 9 months of 2024 was RON 1.44 million, a decrease of 52% compared to the similar period in 2023, primarily due to the new minimum turnover tax, amounting to RON 2.56 million.

SIPEX - partnerships and products

SIPEX has a clear strategy for organic growth and development through the expansion of its range of complementary products and the ongoing adaptation of its portfolio to market opportunities.

Over the past two years, SIPEX has expanded its product range by partnering with Policolor-Orgachim, the leader in paint and lacquer technology in Southeast Europe, and TeraPlast, the largest polymer processor in Central and Eastern Europe, for the distribution of a complete underfloor heating system tailored to current consumer needs, developed under the NeoTer brand. The partnership established in September 2024 with Menlo Electric supports all those who wish to transition to sustainable energy, including through the 'Casa Verde 2024' program. SIPEX will distribute, together with Menlo

Electric, one of the largest suppliers of photovoltaic solutions in Europe, comprehensive solutions for solar energy production through all sales channels – traditional retail, B2B, and online.

SIPEX is exploring new opportunities for business development and sustainable growth, aiming to achieve a turnover of EUR 100 million by the end of 2026.

CEO

Constantin Irinel Gheorghe

Contact person

Irinel Constantin Gheorghe

Tel: 0722 398 858

E-mail: investitori@sipex.ro