

Agroland MEGA store network reaches 28 units nationwide after a 900,000 lei investment

Timisoara, March 6, 2025 – Agroland Business System (BVB: AG), the Romanian entrepreneurial retail, agriculture, and food group that owns the largest network of agricultural stores in Romania, announces the expansion of the Agroland MEGA network to 28 units nationwide with the opening of a new store in Arad.

"The Agroland store network remains a central pillar of our growth strategy, serving as the channel through which we provide customers with access to a diverse range of products, including some produced within our group. The retail segment, represented by both traditional and MEGA stores, recorded an increase in net sales, customer numbers, and average bill value in 2024. This growth confirms the effectiveness of our network optimization strategy, maintaining high-performing stores while opening new units in high-potential areas. However, retail is a sector sensitive to external factors, and any changes in the production chain can impact shelf prices. That is why developing an integrated business model has been a priority for us, allowing greater cost control to consistently meet customer expectations," stated Horia Cardos, founder and CEO of Agroland Business System.

The new Agroland store in Arad is the first MEGA unit opened in Arad County, bringing the total number of Agroland stores in the county to four. MEGA Arad involved an investment of 870,000 lei, excluding inventory costs. The store covers an area of 375 sqm and offers a selection of over 3,500 products. For this year, the company's management estimates sales of 4 million lei and an average daily traffic of approximately 170 people.

Agroland's own stores, including both traditional and MEGA locations, generated net sales of 112.8 million lei in 2024, marking a 21% increase compared to 2023. This positive trend was driven by a 17% rise in the number of customers, reaching 1.4 million, and a 3% increase in the average bill value, which reached 79 lei.

"To ensure our competitiveness and long-term stability, we have intensified investments in our own production and in the management of the necessary resources, securing a significant share of our supply internally. As a result, the agribusiness division supplies an increasing proportion of grains to the factories in Caransebes and Isalnita, where we produce part of the feed sold in Agroland stores, as well as the feed used at the poultry platform in Mihailesti. With the growth of our own production, the Agroland store network plays a key role in distributing and marketing these products directly to our customers, contributing to improved profit margins," added Horia Cardos.

In 2024, Agroland Business System posted preliminary consolidated operating revenues of 315.7 million lei, a 7% increase compared to the previous year, and an operating profit of 17 million lei, marking a 53% growth compared to 2023.

Agroland Group currently operates 235 stores, 28 of which are MEGA stores. Agroland Business System is listed on the AeRO market of the Bucharest Stock Exchange as of March 1, 2021, and trades under the symbol AG.

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About Agroland Business System

Agroland Business System (BVB: AG) is a Romanian entrepreneurial company owning Romania's largest network of agricultural stores. The company was founded in 2009 in Timisoara by entrepreneur Horia Cardos and today operates a network of approximately 240 specialized stores selling products for the garden, farm, and pets. Also, the company owns the Mihailesti Avicola platform, which produces consumer eggs and day-old chicks. This platform comprises six farms spread over 30 hectares in Giurgiu County. The shares of Agroland Business System have been listed on the AeRO market of the Bucharest Stock Exchange since March 1, 2021, under the symbol AG.
