

Agroserv Mariuta posts sales of 89.2 million lei in 2024

Bucharest, March 21, 2025 – Agroserv Mariuta (BVB: MILK), a Romanian agricultural company and owner of the Lăptăria cu Caimac brand, posts sales of 89.2 million lei in 2024, a 12% increase compared to 2023. The company closed 2024 with an operating profit of 360 thousand lei and a net loss of 3.6 million lei.

“After a first half of 2024 that started promising for Romanian agriculture, signaling a recovery after a difficult year, unfavorable weather conditions during the summer led to results well below the expectations of farmers in the south of the country. This resulted in significant losses in corn production and a decrease in yield per hectare for the wheat crop, impacting Agroserv Mariuta's revenue and operating result for 2024. Despite the disappointing performance of the crop segment, the factory's operations, the company's main business line, generated a 20% increase in sales compared to 2023 and 8% above the budgeted level. This positive trend reflects both the potential of the Lăptăria cu Caimac brand and consumer appreciation for our products. For 2025, we expect the processing factory to drive continued growth in sales volumes through product portfolio expansion and customer base diversification. We remain committed to our integrated business model, ensuring that we provide consumers with healthy, fresh, and high-quality dairy products tailored to their diverse needs,” stated Cornel Dănilă, CEO of Lăptăria cu Caimac.

In 2024, net revenues from dairy product sales amounted to 65.8 million lei, representing the largest contribution to the company's turnover. Last year, the company processed over 9.7 million liters of milk at the factory, an 18% increase compared to 2023. The most significant growth within the Lăptăria cu Caimac product categories was in sales volumes of yogurts and yogurt-based drinks (acidophilic), which rose by 29%, and cheeses, which increased by 72%, along with a value increase across all categories.

Agroserv Mariuta's livestock farming revenues reached 16.8 million lei in 2024, mainly driven by raw milk sales of 11.2 million lei, followed by animal sales of approximately 4.9 million lei. In 2024, total milk production was approximately 14.6 million liters, similar to the 2023 level. The average daily milk production in 2024 was nearly 40 tons per day, showing a slight increase compared to the previous year. The factory used 67% of the farm's milk production, an upward trend compared to the previous year.

Revenues from vegetal activity amounted to 6.6 million lei in 2024, following the cultivation of approximately 2,500 hectares. By the end of 2024, the company recorded a production of 25.6 thousand tons, of which silage corn accounted for 54.7% (a type of silage made only from green mass, without grains – an emergency solution in response to the drought), lucerne – 15.4%, rye – 13.7%, wheat – 11.6%, and rapeseed – 4.6%. Due to the drought in the company's cultivated area, the entire corn crop, covering approximately 900 hectares, was 100% destroyed (the silage did not meet the necessary nutritional values for feed, and the corn grains were not harvested at all).

For 2025, Agroserv Mariuta targets net sales of 103.7 million lei, a 16% increase compared to the 2024 result, a gross margin of 26 million lei, and a net profit of 2.5 million lei.

Agroserv Mariuta shares are listed on the AeRO market of the Bucharest Stock Exchange as of May 21, 2021, and are traded under the MILK symbol.

About Agroserv Mariuța

Agroserv Mariuța is a company listed on the AeRO market of the Bucharest Stock Exchange (MILK symbol), which carries out a mixed agricultural activity of crop farming combined with livestock farming. Starting with 2018, the company has a new business line, namely the processing of cow's milk, respectively obtaining dairy products - whole milk packaged in glass, matured cheeses, acidophilic products. With a desire to expand the family business and identify a market need to find quality dairy products, safe, nutritious, and without additives on the store shelves, the company launched the brand "Lăptăria cu Caimac". For more than seven years, Lăptăria cu Caimac has been delivering natural milk on the market, without unnecessary additives and powdered milk, and with special care to process milk. These unique products challenge the industry and increase quality standards. Also, Agroserv Mariuța is among the very few companies in Romania with 100% traceability for the raw material, up to the level of treatment of the plants that make up the food.