

KEY FINANCIAL INDICATORS

In 000 MKD	Amount 2022	Amount 2021	Index 22/21
Total revenues	15,349,814	13,196,695	116
Sales	14,289,051	12,794,180	112
Gross profit	6,453,574	5,765,075	112
Earnings before financial cost, taxes and depreciation (EBITDA)	2,537,702	2,302,590	110
Earnings before financial cost, taxes and depreciation (EBITDA margin) (in %)	17.8%	18.0%	99
Operating profit	1,669,966	1,479,152	113
Profit before income tax	1,643,767	1,459,924	113
Net profit	1,463,421	1,304,960	112
Total assets	17,589,256	15,878,621	111
Capital	12,507,915	11,662,585	107
Net cash flow	-209,155	161,547	-
Additions to non-current assets	1,474,213	1,186,125	124
Number of employees	2,617	2,528	104
Sales per employee	5,460	5,061	108
Current ratio	1.87	2.12	88
Long term debt	4.7%	5.8%	81
ROE – return on equity	12.11	11.56	105
EPS – earnings per share (in denars)	1,041.2	928.5	112
Total number of shares	1,431,353	1,431,353	100
1 EUR/1 MKD (average)	61.6219	61.6275	100

SELECTED FINANCIAL INDICATORS

	Amount 2022	Amount 2021	(In 000 EUR) Index 22/21
Total revenues	249,097	214,136	116
Sales	231,883	207,605	112
EBITDA	41,182	37,363	110
EBIT – earnings before interest and taxes	27,100	24,001	113
Net profit	23,748	21,175	112
EPS – earnings per share	16.90	15.07	112