## **Income Statement**

In 000 MKD

|     | Position   | Previous Period | Curent Period | Indexes                           |
|-----|--|-----------------|---------------|-----------------------------------|
|     |  | Year to date    | Year to date  | curent year<br>/ previous<br>year |
| 1   | Sales revenues   | 8.266.093       | 8.929.100     | 108                               |
| 1a  | Revenues from domestic market  | 2.867.199       | 3.139.042     | 109                               |
| 1b  | Revenues from foreign markets  | 5.398.894       | 5.790.058     | 107                               |
| 2   | Cost of goods sold   | 4.528.369       | 4.880.147     | 108                               |
| 3   | Gross Profit   | 3.737.724       | 4.048.953     | 108                               |
| 4   | Administrative Costs   | 292.238         | 322.495       | 110                               |
| 5   | Sales and Marketing Cost   | 2.394.443       | 2.519.572     | 105                               |
| 6   | Provisions   | 0               | 0             | 0                                 |
| 7   | Other operating revenues   | 147.812         | 296.936       | 201                               |
| 8   | Impairement and Other operating Costs  | 341.545         | 500.450       | 147                               |
| 9   | Operating profit   | 857.310         | 1.003.372     | 117                               |
| 10  | Total Financial Revenue  | 721             | 0             | 0                                 |
| 10a | Financial revenues from investment, loans granted and interest and exchange rate gains | 721             | 0             | 0                                 |
| 10b | Other Financial Revenue  | 0               | 0             | 0                                 |
| 10c | Income From Associated Companies   | 0               | 0             | 0                                 |
| 11  | Total Financial Expenses   | 9.207           | 13.185        | 143                               |
|     | Financial expenses from interests and exchange rate losses                             | 9.207           | 13.185        | 143                               |
|     | Other financial expenses   | 0               | 0             | 0                                 |
| 11c | Losses from Associates   | 0               | 0             | 0                                 |
| 12  | Profit from ordinary activities  | 848.824         | 990.187       | 117                               |
| 13  | Net Profit from Discountinued activities   | 0               | 0             | 0                                 |
| 14  | Profit from ordinary activities before taxation  | 848.824         | 990.187       | 117                               |
| 15  | Corporate tax  | 110.165         | 142.671       | 130                               |
| 16  | Net profit   | 738.659         | 847.516       | 115                               |
| 17  | Net profit minority shareholders   | 54              | 33            | 61                                |
| 18  | Net profit Majority shareholders   | 738.605         | 847.483       | 115                               |
| 19  | Total other comprehensive income   | 0               | 0             | 0                                 |
| 20  | TOTAL COMPREHENSIVE INCOME   | 738.605         | 847.483       | 115                               |

## Analysis of the operating profit by nature of costs

|    | Position  | Previous Period | Curent Period | Indexes                           |
|----|---|-----------------|---------------|-----------------------------------|
|    |   | Year to date    | Year to date  | curent year<br>/ previous<br>vear |
| 1  | Sales revenues  | 8.266.093       | 8.929.100     | 108                               |
| 2  | Other operating revenues                                      | 147.812         | 296.936       | 201                               |
| 3  | Changes in inventories of finished goods and work in progress | 29.302          | 128.058       | 437                               |
|    | Cost of trading goods sold                                    | 1.367.111       | 1.555.100     | 114                               |
|    | Cost of consumed materials and other supplies                 | 2.172.096       | 2.304.339     | 106                               |
| 6  | Cost of materials, spare parts and other inventory sold       | 65.894          | 44.690        | 68                                |
| 7  | Services  | 688.890         | 712.828       | 103                               |
| 8  | Other Expenditures  | 802.491         | 849.360       | 106                               |
| 9  | Service costs   | 1.739.162       | 1.930.367     | 111                               |
| 10 | Amortization And Depreciation                                 | 480.164         | 544.618       | 113                               |
| 11 | Impairment losses of Non-current assets                       | 383             | 0             | 0                                 |
| 12 | Impairment losses of current assets                           | 5.363           | 561           | 10                                |
| 13 | Provisions  | 0               | 0             | 0                                 |
| 14 | Other operating expenses                                      | 264.343         | 408.859       | 155                               |
| 15 | Operating profit  | 857.310         | 1.003.372     | 117                               |