

## Income Statement

In 000 MKD

|     | Position                                                                               | Previous Period | Curent Period  | Indexes                     |
|-----|----------------------------------------------------------------------------------------|-----------------|----------------|-----------------------------|
|     |                                                                                        | Year to date    | Year to date   | curent year / previous year |
| 1   | Sales revenues                                                                         | 34.358.857      | 28.135.563     | 82                          |
| 1a  | Revenues from domestic market                                                          | 23.083.562      | 20.237.918     | 88                          |
| 1b  | Revenues from foreign markets                                                          | 11.275.296      | 7.897.644      | 70                          |
| 2   | Cost of goods sold                                                                     | 33.721.989      | 27.339.902     | 81                          |
| 3   | <b>Gross Profit</b>                                                                    | <b>636.868</b>  | <b>795.661</b> | <b>125</b>                  |
| 4   | Administrative Costs                                                                   | 167.270         | 173.323        | 104                         |
| 5   | Sales and Marketing Cost                                                               | 495.928         | 365.167        | 74                          |
| 6   | Provisions                                                                             | 0               | 0              | 0                           |
| 7   | Other operating revenues                                                               | 176.383         | 175.470        | 99                          |
| 8   | Impairment and Other operating Costs                                                   | 0               | -1.628         | 0                           |
| 9   | <b>Operating profit</b>                                                                | <b>150.053</b>  | <b>434.268</b> | <b>289</b>                  |
| 10  | Total Financial Revenue                                                                | 27.624          | 66.729         | 242                         |
| 10a | Financial revenues from investment, loans granted and interest and exchange rate gains | 27.624          | 66.729         | 242                         |
| 10b | Other Financial Revenue                                                                | 0               | 0              | 0                           |
| 10c | Income From Associated Companies                                                       | 0               | 0              | 0                           |
| 11  | Total Financial Expenses                                                               | 26.464          | 11.227         | 42                          |
| 11a | Financial expenses from interests and exchange rate losses                             | 26.464          | 11.227         | 42                          |
| 11b | Other financial expenses                                                               | 0               | 0              | 0                           |
| 11c | Losses from Associates                                                                 | 0               | 0              | 0                           |
| 12  | <b>Profit from ordinary activities</b>                                                 | <b>151.212</b>  | <b>489.770</b> | <b>324</b>                  |
| 13  | Net Profit from Discontinued activities                                                | 0               | 0              | 0                           |
| 14  | <b>Profit from ordinary activities before taxation</b>                                 | <b>151.212</b>  | <b>489.770</b> | <b>324</b>                  |
| 15  | Corporate tax                                                                          | -20.414         | -42.553        | 0                           |
| 16  | <b>Net profit</b>                                                                      | <b>130.798</b>  | <b>447.218</b> | <b>342</b>                  |
| 17  | Net profit minority shareholders                                                       | 0               | 0              | 0                           |
| 18  | <b>Net profit Majority shareholders</b>                                                | <b>130.798</b>  | <b>447.218</b> | <b>342</b>                  |
| 19  | Total other comprehensive income                                                       | 4.637           | 4.885          | 105                         |
| 20  | <b>TOTAL COMPREHENSIVE INCOME</b>                                                      | <b>135.435</b>  | <b>452.103</b> | <b>334</b>                  |

### Analysis of the operating profit by nature of costs

|   | Position                                                      | Previous Period | Curent Period | Indexes                     |
|---|---------------------------------------------------------------|-----------------|---------------|-----------------------------|
|   |                                                               | Year to date    | Year to date  | curent year / previous year |
| 1 | Sales revenues                                                | 34.358.857      | 28.135.563    | 82                          |
| 2 | Other operating revenues                                      | 176.383         | 178.567       | 101                         |
| 3 | Changes in inventories of finished goods and work in progress | 0               | 0             | 0                           |
| 4 | Cost of trading goods sold                                    | 33.721.989      | 27.339.902    | 81                          |
| 5 | Cost of consumed materials and other supplies                 | 35.184          | 35.957        | 102                         |
| 6 | Cost of materials, spare parts and other inventory sold       | 0               | 0             | 0                           |
| 7 | Services                                                      | 71.781          | 60.076        | 84                          |

|    | Position                                | Previous Period | Curent Period  | Indexes                           |
|----|-----------------------------------------|-----------------|----------------|-----------------------------------|
|    |                                         | Year to date    | Year to date   | curent year /<br>previous<br>year |
| 8  | Other Expenditures                      | 102.018         | 109.394        | 107                               |
| 9  | Service costs                           | 264.064         | 252.712        | 96                                |
| 10 | Amortization And Depreciation           | 190.151         | 80.352         | 42                                |
| 11 | Impairment losses of Non-current assets | 0               | 0              | 0                                 |
| 12 | Impairment losses of current assets     | 0               | 0              | 0                                 |
| 13 | Provisions                              | 0               | 0              | 0                                 |
| 14 | Other operating expenses                | 0               | 1.469          | 0                                 |
| 15 | <b>Operating profit</b>                 | <b>150.053</b>  | <b>434.268</b> | <b>289</b>                        |