

## Income Statement

*In 000 MKD*

	Position	Previous Period	Curent Period	Indexes
		Year to date	Year to date	curent year / previous year
1	Sales revenues	4.249.825	4.344.088	102
1a	Revenues from domestic market	1.674.793	1.781.584	106
1b	Revenues from foreign markets	2.575.032	2.562.504	100
2	Cost of goods sold	2.186.231	2.318.660	106
3	<b>Gross Profit</b>	<b>2.063.594</b>	<b>2.025.428</b>	<b>98</b>
4	Administrative Costs	204.394	200.539	98
5	Sales and Marketing Cost	1.377.705	1.284.125	93
6	Provisions	0	0	0
7	Other operating revenues	100.074	110.079	110
8	Impairment and Other operating Costs	95.005	103.719	109
9	<b>Operating profit</b>	<b>486.564</b>	<b>547.124</b>	<b>112</b>
10	Total Financial Revenue	254	152	60
10a	Financial revenues from investment, loans granted and interest and exchange rate gains	254	152	60
10b	Other Financial Revenue	0	0	0
10c	Income From Associated Companies	0	0	0
11	Total Financial Expenses	23.418	17.385	74
11a	Financial expenses from interests and exchange rate losses	23.418	17.385	74
11b	Other financial expenses	0	0	0
11c	Losses from Associates	0	0	0
12	<b>Profit from ordinary activities</b>	<b>463.400</b>	<b>529.891</b>	<b>114</b>
13	Net Profit from Discounted activities	0	0	0
14	<b>Profit from ordinary activities before taxation</b>	<b>463.400</b>	<b>529.891</b>	<b>114</b>
15	Corporate tax	24.247	72.556	299
16	<b>Net profit</b>	<b>439.153</b>	<b>457.335</b>	<b>104</b>
17	Net profit minority shareholders	0	0	0
18	<b>Net profit Majority shareholders</b>	<b>439.153</b>	<b>457.335</b>	<b>104</b>
19	Total other comprehensive income	0	0	0
20	<b>TOTAL COMPREHENSIVE INCOME</b>	<b>439.153</b>	<b>457.335</b>	<b>104</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	4.249.825	4.344.088	102
2	Other operating revenues	100.074	110.079	110
3	Changes in inventories of finished goods and work in progress	89.091	14.207	16
4	Cost of trading goods sold	325.207	426.593	131
5	Cost of consumed materials and other supplies	1.192.080	1.145.916	96
6	Cost of materials, spare parts and other inventory sold	48.570	33.497	69
7	Services	359.828	347.238	97
8	Other Expenditures	890.656	824.368	93
9	Service costs	806.848	819.414	102
10	Amortization And Depreciation	240.014	254.180	106
11	Impairment losses of Non-current assets	7.655	12.711	166
12	Impairment losses of current assets	30.158	401	1
13	Provisions	0	0	0
14	Other operating expenses	51.410	56.932	111
15	<b>Operating profit</b>	<b>486.564</b>	<b>547.124</b>	<b>112</b>