

## Income Statement

In EUR

|     | Position   | Previous Period  | Curent Period     | Indexes                     |
|-----|--|------------------|-------------------|-----------------------------|
|     |  | 01/01-30/06/23   | 01/01-30/06/24    | curent year / previous year |
| 1   | Sales revenues   | 13.105.445       | 15.095.471        | 115,18                      |
| 1a  | Revenues from domestic market  | 76.604           | 99.394            | 129,75                      |
| 1b  | Revenues from foreign markets  | 13.028.841       | 14.996.077        | 115,10                      |
| 2   | Cost of goods sold   | 4.862.486        | 4.576.373         | 94,12                       |
| 3   | <b>Gross Profit</b>  | <b>8.242.959</b> | <b>10.519.098</b> | <b>127,61</b>               |
| 4   | Administrative Costs   | 724.040          | 586.346           | 80,98                       |
| 5   | Sales and Marketing Cost   | 930.752          | 1.188.361         | 127,68                      |
| 6   | Provisions   | 0                | 0                 | 0,00                        |
| 7   | Other operating revenues   | 5.871            | 19.706            | 335,65                      |
| 8   | Impairment and Other operating Costs   | 11.851           | 15.328            | 129,34                      |
| 9   | <b>Operating profit</b>  | <b>6.582.187</b> | <b>8.748.769</b>  | <b>132,92</b>               |
| 10  | Total Financial Revenue  | 172.631          | 82.325            | 47,69                       |
| 10a | Financial revenues from investment, loans granted and interest and exchange rate gains | 172.620          | 82.288            | 47,67                       |
| 10b | Other Financial Revenue  | 11               | 37                | 336,36                      |
| 10c | Income From Associated Companies   | 0                | 0                 | 0,00                        |
| 11  | Total Financial Expenses   | 136.463          | 94.016            | 68,89                       |
| 11a | Financial expenses from interests and exchange rate losses                             | 136.463          | 93.840            | 68,77                       |
| 11b | Other financial expenses   | 0                | 176               | 0,00                        |
| 11c | Losses from Associates   | 0                | 0                 | 0,00                        |
| 12  | <b>Profit from ordinary activities</b>   | <b>6.618.355</b> | <b>8.737.078</b>  | <b>132,01</b>               |
| 13  | Net Profit from Discontinued activities  | 0                | 0                 | 0,00                        |
| 14  | <b>Profit from ordinary activities before taxation</b>                                 | <b>6.618.355</b> | <b>8.737.078</b>  | <b>132,01</b>               |
| 15  | Corporate tax  | -428.066         | -899.722          | 0,00                        |
| 16  | <b>Net profit</b>  | <b>6.190.289</b> | <b>7.837.356</b>  | <b>126,61</b>               |
| 17  | Net profit minority shareholders   | 0                | 0                 | 0,00                        |
| 18  | <b>Net profit Majority shareholders</b>  | <b>6.190.289</b> | <b>7.837.356</b>  | <b>126,61</b>               |
| 19  | Total other comprehensive income   | 0                | 0                 | 0,00                        |
| 20  | <b>TOTAL COMPREHENSIVE INCOME</b>  | <b>6.190.289</b> | <b>7.837.356</b>  | <b>126,61</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  | 13.105.445       | 15.095.471       | 115                         |
| 1a | Revenues from rents and consumables                           | 0                | 0                | 0                           |
| 2  | Other operating revenues                                      | 5.871            | 19.706           | 336                         |
| 3  | Changes in inventories of finished goods and work in progress | 316.168          | 696.033          | 220                         |
| 4  | Cost of trading goods sold                                    | 0                | 0                | 0                           |
| 5  | Cost of consumed materials and other supplies                 | 2.238.296        | 2.060.472        | 92                          |
| 6  | Cost of materials, spare parts and other inventory sold       | 0                | 0                | 0                           |
| 7  | Services  | 1.000.036        | 1.230.858        | 123                         |
| 8  | Other Expenditures  | 494.528          | 454.551          | 92                          |
| 9  | Expenses for employees  | 2.001.557        | 2.130.168        | 106                         |
| 10 | Amortization And Depreciation                                 | 1.098.928        | 1.170.645        | 107                         |
| 11 | Impairment losses of Non-current assets                       | 0                | 0                | 0                           |
| 12 | Impairment losses of current assets                           | 7                | 7                | 100                         |
| 13 | Provisions  | 0                | 0                | 0                           |
| 14 | Other operating expenses                                      | 11.945           | 15.740           | 132                         |
| 15 | <b>Operating profit</b>                                       | <b>6.582.187</b> | <b>8.748.769</b> | <b>133</b>                  |

Pursuant to Article 40 paragraph (4) of the Listing Rules, MERMEREN Kombinat AD Prilep ("the Company"), along with the unaudited and unconsolidated financial statements for the period 01.01. until 30.06.2024, also publishes

### Explanation

to the results for the period from January 1 to June 30, 2024

- a) Changes in the accounting policies and methods of valuation of the items in the financial statements compared to the last annual audited financial statements have not occurred.
- b) For the period from January 1 to June 30, 2024, the Company achieved sales revenues in the amount of €15,095,471, which represents an increase of 15.1% compared to the same period last year.

| <b>Sales revenues</b> | <b>2024</b>       |                | <b>2023</b>       |                | <b>change</b> |
|-----------------------|-------------------|----------------|-------------------|----------------|---------------|
| - foreign markets     | 14.996.077        | 99,34%         | 13.028.841        | 99,42%         | 15,10%        |
| - domestic market     | 99.394            | 0,66%          | 76.604            | 0,58%          | 29,75%        |
|                       | <b>15.095.471</b> | <b>100,00%</b> | <b>13.105.445</b> | <b>100,00%</b> | <b>15,18%</b> |

  

| <b>Sales revenues</b> | <b>2024</b>       |                | <b>2023</b>       |                | <b>change</b> |
|-----------------------|-------------------|----------------|-------------------|----------------|---------------|
| - quarry              | 14.660.603        | 97,12%         | 12.695.231        | 96,87%         | 15,48%        |
| - factory             | 434.868           | 2,88%          | 410.214           | 3,13%          | 6,01%         |
|                       | <b>15.095.471</b> | <b>100,00%</b> | <b>13.105.445</b> | <b>100,00%</b> | <b>15,18%</b> |

The realized operating profit for the period is in the amount of €8,748,769, which compared to the realized operating profit for the same period in 2023 in the amount of €6,582,187, represents an increase of 33%.

EBITDA for the period from January 1 to June 30, 2024 is €9,919,415, and compared to the realized amount of €7,681,115 in the same period of last year, it shows an increase of 29,1%.

The final result after taxation is positive and amounts to €7,837,356 and represents an increase of 26.6% compared to the realized profit for the same period of last year (June 30, 2023: €6,190,289).

- c) Operating expenses for the period amount to €7,063,929 and are higher by 3% compared to those incurred in the same period last year.

From the operating expenses, the largest part belongs to the expenses for employees, which in the period show an increase of 6.4% compared to the same period last year. An increase in the costs for external services by 23% was also recorded. Depreciation costs amount to €1.170.645 and they are higher by 6.5% compared to the same period last year.

A decrease of 8.0% was recorded in the costs of energy and consumed materials and other supplies, which are the second largest expense for the Company.

- d) In accordance with the Decision of the Meeting of Shareholders number 02-2250/5 of May 30, 2024, part of the profit from the year 2023 in the amount of €13,123,202 is distributed for the payment of dividends.

In the period ending June 30, 2024, the Company paid dividends to its minority shareholders in a total net amount of €1,267,757 and €140,741 in tax on dividends paid.

- e) There are no significant investments or sales of tangible assets (real estate, plants and equipment) or significant write-offs (greater than 30% of the value of the assets compared to the last annual audited financial statements). Real estate and equipment recorded a decrease of 5.2% compared to the last annual audited financial statements, which in net amount is mostly due to their monthly depreciation.
- f) The total debts of the Company as of June 30, 2024 amount to €48,522 and in the period from January to June 2024 they show a decrease of 13.4% compared to the last annual audited financial statements, as a result of regular repayment of financial leasing obligations.
- g) The plan and expectations for the upcoming period are that the Company will remain focused on stable and profitable operations, with a focus on satisfying the specific needs of customers and an effort to maintain the dynamics of revenue growth compared to last year, as well as continuous control and optimization of costs, and at the same time regular and timely fulfillment of all legal obligations.

Prilep, 31.07.2024