



Summary of reports for the three months and nine months ending September 30, 2021 and September 30, 2020 (in thousands of NIS):

	For three months ending on		Change in %	For nine months ending on		Change in %
	30.09.21	30.09.20		30.09.21	30.09.20	
<b>Turnover</b>	1,026,799	<b>975,580</b>	<b>+5.3%</b>	3,200,292	<b>2,806,134</b>	<b>+14%</b>
<b>Cost of sales and services</b>	880,106	834,123		2,743,034	2,405,301	
<b>Gross profit</b>	<b>146,693</b>	<b>141,457</b>	<b>+3.7%</b>	<b>457,258</b>	<b>400,833</b>	<b>+14.1%</b>
<b>%</b>	<b>14.3%</b>	<b>14.5%</b>		<b>14.3%</b>	<b>14.3%</b>	
<b>Sales and marketing expenses</b>	33,475	30,859		106,880	85,812	
<b>Management and general expenses</b>	38,188	37,594		111,111	107,864	
<b>Operating profit</b>	<b>75,030</b>	<b>73,004</b>	<b>+2.8%</b>	<b>239,267</b>	<b>207,157</b>	<b>+15.5%</b>
<b>% of sales</b>	<b>7.3%</b>	<b>7.5%</b>		<b>7.5%</b>	<b>7.4%</b>	
<b>Financing costs</b>	12,135	12,701		33,336	34,935	
<b>Profit before taxes</b>	62,895	60,303		205,931	172,222	
<b>Taxes on income</b>	14,980	15,079		48,241	42,364	
<b>Net profit</b>	<b>47,915</b>	<b>45,224</b>	<b>+6%</b>	<b>157,690</b>	<b>129,858</b>	<b>+21.4%</b>
<b>% of sales</b>	<b>4.7%</b>	<b>4.6%</b>		<b>4.9%</b>	<b>4.6%</b>	
<b>Net profit of:</b>						
<b>Owners of capital rights in the company</b>	43,293	41,213	<b>+5%</b>	141,258	119,727	<b>+18%</b>
<b>Minority rights</b>	4,622	4,011		16,432	10,131	
<b>Net profit</b>	<b>47,915</b>	<b>45,224</b>	<b>+6%</b>	<b>157,690</b>	<b>129,858</b>	<b>+21.4%</b>
<b>% of sales</b>	<b>4.7%</b>	<b>4.6%</b>				
<b>EBITDA</b>	<b>103,920</b>	<b>104,846</b>		<b>327,615</b>	<b>297,813</b>	
<b>% of sales</b>	<b>10.1%</b>	<b>10.7%</b>		<b>10.2%</b>	<b>10.6%</b>	