

## 1. Consolidated income statement

| <i>(EUR millions, except for earnings per share)</i>       | <b>2023</b>   | <b>2022</b>   | <b>2021</b>   |
|--|---------------|---------------|---------------|
| <b>Revenue</b>   | <b>86,153</b> | <b>79,184</b> | <b>64,215</b> |
| Cost of sales  | (26,876)      | (24,988)      | (20,355)      |
| <b>Gross margin</b>  | <b>59,277</b> | <b>54,196</b> | <b>43,860</b> |
| Marketing and selling expenses                             | (30,767)      | (28,150)      | (22,306)      |
| General and administrative expenses                        | (5,721)       | (5,033)       | (4,427)       |
| Income/(loss) from joint ventures and associates           | 7             | 37            | 13            |
| <b>Profit from recurring operations</b>                    | <b>22,796</b> | <b>21,050</b> | <b>17,139</b> |
| Other operating income and expenses                        | (242)         | (54)          | 4             |
| <b>Operating profit</b>                                    | <b>22,554</b> | <b>20,996</b> | <b>17,143</b> |
| Cost of net financial debt                                 | (363)         | (15)          | 40            |
| Interest on lease liabilities                              | (393)         | (254)         | (242)         |
| Other financial income and expenses                        | (170)         | (632)         | 254           |
| <b>Net financial income/(expense)</b>                      | <b>(926)</b>  | <b>(901)</b>  | <b>52</b>     |
| Income taxes   | (5,707)       | (5,393)       | (4,531)       |
| <b>Net profit before minority interests</b>                | <b>15,921</b> | <b>14,702</b> | <b>12,664</b> |
| Minority interests   | 9,617         | 8,905         | 7,718         |
| <b>Net profit, Group share</b>                             | <b>6,304</b>  | <b>5,797</b>  | <b>4,946</b>  |
| <b>Basic Group share of net earnings per share (EUR)</b>   | <b>34.94</b>  | <b>32.13</b>  | <b>27.41</b>  |
| Number of shares on which the calculation is based         | 180,410,580   | 180,410,580   | 180,410,580   |
| <b>Diluted Group share of net earnings per share (EUR)</b> | <b>34.93</b>  | <b>32.11</b>  | <b>27.40</b>  |
| Number of shares on which the calculation is based         | 180,410,580   | 180,410,580   | 180,410,580   |