

Good morning, everyone.

Today, I'll provide an update on our financial performance for the third quarter. I'm pleased to report that our revenues increased by 8% year-over-year, driven primarily by strong sales growth in our core markets. Operating expenses were well-managed, resulting in a 5% reduction compared to the previous quarter. This cost efficiency contributed to a healthy increase in our operating margin, which now stands at 15%. Net profit rose by 12%, reflecting both our increased revenues and operational improvements. Our balance sheet remains solid, with a strong cash position and manageable debt levels.

Looking ahead, we anticipate continued growth as we capitalize on new market opportunities and maintain our focus on innovation and customer satisfaction.

Thank you for your attention, and I'm happy to address any questions.