

PERFORMANCE ANALYSES
For the period January - June 2013

According to the unaudited stand alone and consolidated Income statement for the period January - June 2013, Alkaloid AD Skopje achieved positive financial results.

The achieved stand alone and consolidated results for the period January - June 2013, the proportions, dynamics and comparison with the previous year are as follows:

Stand alone sales

Market	(In 000 MKD)				
	2013		2012		Ind
	Sales	%	Sales	%	13/12
Domestic market	1.112.750	38	1.051.128	38	106
Foreign market	1.804.340	62	1.723.989	62	105
Total:	2.917.090	100	2.775.117	100	105

Consolidated sales

Market	(In 000 MKD)				
	2013		2012		Ind
	Sales	%	Sales	%	13/12
Domestic market	1.529.999	45	1.378.705	42	111
Foreign market	1.889.097	55	1.911.890	58	99
Total:	3.419.096	100	3.290.595	100	104

Earning before income taxes, depreciation and amortization (EBITDA)

	(In 000 MKD)				
	2013		2012		Ind
	Amount	% in Sales	Amount	% in Sales	13/12
Stand alone EBITDA	484.527	17	476.985	17	102
Consolidated EBITDA	496.569	15	509.853	15	97

Net Income

	(In 000 MKD)				
	2013		2012		Ind
	Amount	% in Sales	Amount	% in Sales	13/12
Stand alone Net Income	293.355	10	290.952	10	101
Consolidated Net Income	275.606	8	291.143	9	95

There were 44 new employments for the period January - June 2013 in Alkaloid in Republic of Macedonia.