

PERFORMANCE ANALYSES
For the period January - December 2012

According to the unaudited stand alone and consolidated Income statement for the period January - December 2012, Alkaloid AD Skopje achieved positive financial results.

The achieved stand alone and consolidated results for the period January - December 2012, the proportions, dynamics and comparison with the previous year are as follows:

Stand alone sales

Market	(In 000 MKD)				
	2012		2011		Ind
	Sales	%	Sales	%	12/11
Domestic market	2.194.108	39	2.136.659	38	103
Foreign market	3.457.969	61	3.433.912	62	101
Total:	5.652.077	100	5.570.571	100	101

Consolidated sales

Market	(In 000 MKD)				
	2012		2011		Ind
	Sales	%	Sales	%	12/11
Domestic market	2.877.739	42	2.793.477	41	103
Foreign market	3.910.894	58	3.944.591	59	99
Total:	6.788.633	100	6.738.068	100	101

Earning before income taxes, depreciation and amortization (EBITDA)

	(In 000 MKD)				
	2012		2011		Ind
	Amount	% in Sales	Amount	% in Sales	12/11
Stand alone EBITDA	984.911	17	955.976	17	103
Consolidated EBITDA	1.023.992	15	1.028.096	15	100

Net Income

	(In 000 MKD)				
	2012		2011		Ind
	Amount	% in Sales	Amount	% in Sales	12/11
Stand alone Net Income	607.653	11	605.550	11	100
Consolidated Net Income	583.730	9	616.253	9	95

There were 79 new employments for the period January - December 2012 in Alkaloid in Republic of Macedonia.