

PERFORMANCE ANALYSES
For the period January - December 2013

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

The achieved stand alone and consolidated results for the period January - December 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	2.259.247	40	2.194.108	39	103
Foreign market	3.444.944	60	3.457.969	61	100
Total:	5.704.191	100	5.652.077	100	101

Consolidated sales

Market	(In 000 MKD)				
	2013		2012		Ind
	Sales	%	Sales	%	13/12
Domestic market	3.122.867	44	2.877.739	42	109
Foreign market	3.974.732	56	3.910.894	58	102
Total:	7.097.599	100	6.788.633	100	105

Earnings before income taxes, depreciation and amortization (EBITDA)

	(In 000 MKD)				
	2013		2012		Ind
	Amount	% in Sales	Amount	% in Sales	13/12
Stand alone EBITDA	1.003.669	18	984.911	17	102
Consolidated EBITDA	1.057.795	15	1.023.992	15	103

Net Income

	(In 000 MKD)				
	2013		2012		Ind
	Amount	% in Sales	Amount	% in Sales	13/12
Stand alone Net Income	619.833	11	607.653	11	102
Consolidated Net Income	600.426	8	583.730	9	103

There were 73 new employments for the period January - December 2013 in Alkaloid in Republic of Macedonia.