

PERFORMANCE ANALYSES
For the period January - September 2013

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

The achieved stand alone and consolidated results for the period January - September 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	1.674.793	39	1.590.855	39	105
Foreign market	2.575.032	61	2.531.062	61	102
Total:	4.249.825	100	4.121.917	100	103

Consolidated sales

Market	(In 000 MKD)				
	2013		2012		Ind
	Sales	%	Sales	%	13/12
Domestic market	2.267.628	44	2.072.249	42	109
Foreign market	2.875.249	56	2.819.203	58	102
Total:	5.142.877	100	4.891.452	100	105

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	726.579	17	709.324	17	102
Consolidated EBITDA	755.256	15	756.212	15	100

Net Income

	(In 000 MKD)				
	2013		2012		Ind
	Amount	% in Sales	Amount	% in Sales	13/12
Stand alone Net Income	439.153	10	431.489	10	102
Consolidated Net Income	423.868	8	434.993	9	97

There were 65 new employments for the period January - September 2013 in Alkaloid in Republic of Macedonia.