

PERFORMANCE ANALYSES
For the period January - September 2014

According to the unaudited stand alone and consolidated Income statement for the period January - September 2014, Alkaloid AD Skopje achieved positive financial results.

The achieved stand alone and consolidated results for the period January - September 2014, the proportions, dynamics and comparison with the previous year are as follows:

Stand alone sales

Market	(In 000 MKD)				
	2014		2013		Ind
	Sales	%	Sales	%	14/13
Domestic market	1.781.584	41	1.674.793	39	106
Foreign market	2.562.504	59	2.575.032	61	100
Total:	4.344.088	100	4.249.825	100	102

Consolidated sales

Market	(In 000 MKD)				
	2014		2013		Ind
	Sales	%	Sales	%	14/13
Domestic market	2.370.774	43	2.267.628	44	105
Foreign market	3.178.797	57	2.875.249	56	111
Total:	5.549.571	100	5.142.877	100	108

Earning before interest, taxes, depreciation and amortization (EBITDA)

	(In 000 MKD)				
	2014		2013		Ind
	Amount	% in Sales	Amount	% in Sales	14/13
Stand alone EBITDA	801.304	18	726.579	17	110
Consolidated EBITDA	832.659	15	755.256	15	110

Net Income

	(In 000 MKD)				
	2014		2013		Ind
	Amount	% in Sales	Amount	% in Sales	14/13
Stand alone Net Income	457.335	11	439.153	10	104
Consolidated Net Income	439.873	8	423.868	8	104

There were 54 new employments for the period January - September 2014 in Alkaloid in Republic of Macedonia.