## CompanyAlkaloid AD SkopjeReporting period01.01-30.09.2012Consolidated reportyes

Company's ID

4053575

## Income statement

|    | Position  | Previous Period |           | Curent       | Indexes   |                                      |  |  |  |  |
|----|---|-----------------|-----------|--------------|-----------|--------------------------------------|--|--|--|--|
|    |   | Year to date    | Quarter   | Year to date | Quarter   | curent<br>year /<br>previous<br>year | curent<br>quarter /<br>previous<br>quarter |  |  |  |
| 1  | Sales revenues                                  | 4.946.256       | 1.718.207 | 4.891.452    | 1.600.857 | 99                                   | 93   |  |  |  |
| 1a | Revenues from domestic market                   | 2.037.230       | 704.730   | 2.072.249    | 693.544   | 102                                  | 98   |  |  |  |
| 1b | Revenues from foreign markets                   | 2.909.026       | 1.013.477 | 2.819.203    | 907.313   | 97                                   | 90   |  |  |  |
| 2  | Cost of goods sold                              | 2.506.076       | 908.167   | 2.518.449    | 846.981   | 100                                  | 93   |  |  |  |
| 3  | Gross profit                                    | 2.440.180       | 810.040   | 2.373.003    | 753.876   | 97                                   | 93   |  |  |  |
| 4  | Other operating revenues                        | 199.450         | 63.170    | 235.440      | 106.503   | 118                                  | 169  |  |  |  |
| 5  | Other operating expenses                        | 2.128.596       | 710.738   | 2.104.493    | 695.243   | 99                                   | 98   |  |  |  |
| 6  | Operating profit                                | 511.034         | 162.472   | 503.950      | 165.136   | 99                                   | 102  |  |  |  |
| 7  | Financial revenues                              | 225             | 0         | 8.147        | 4.073     | 3.621                                | 0  |  |  |  |
| 8  | Financial expenses                              | 39.026          | 14.445    | 40.141       | 16.131    | 103                                  | 112  |  |  |  |
| 9  | Profit from ordinary activities before taxation | 472.233         | 148.027   | 471.956      | 153.078   | 100                                  | 103  |  |  |  |
| 10 | Corporate tax                                   | 34.385          | 9.297     | 36.938       | 9.228     | 107                                  | 99   |  |  |  |
| 11 | Net profit                                      | 437.848         | 138.730   | 435.018      | 143.850   | 99                                   | 104  |  |  |  |
| 12 | Net profit minority shareholders                | 28              | 0         | 25           | 0         | 89                                   | 0  |  |  |  |
| 13 | Net profit for the accounting period            | 437.820         | 138.730   | 434.993      | 143.850   | 99                                   | 104  |  |  |  |

| Analysis of the operating profit by nature of costs |  |                 |           |               |           |                                      |  |  |  |  |
|---|--|-----------------|-----------|---------------|-----------|--------------------------------------|--|--|--|--|
|   |  | Previous Period |           | Curent Period |           | Indexes                              |  |  |  |  |
|   | Position   | Year to date    | Quarter   | Year to date  | Quarter   | curent<br>year /<br>previous<br>year | curent<br>quarter /<br>previous<br>quarter |  |  |  |
| 1   | Sales revenues   | 4.946.256       | 1.718.207 | 4.891.452     | 1.600.857 | 99                                   | 93   |  |  |  |
| 2   | Other operating revenues   | 199.450         | 63.170    | 235.440       | 106.503   | 118                                  | 169  |  |  |  |
| 3   | Purchase value of sold gods and services                         | -662.490        | -240.341  | -687.224      | -234.493  | 104                                  | 98   |  |  |  |
| 4   | Changes in inventories of finished goods and work in<br>progress | -8.753          | -41.540   | -7.271        | -62.230   | 83                                   | 150  |  |  |  |
| 5   | Cost of materials and services                                   | -1.286.974      | -416.392  | -1.269.002    | -369.088  | 99                                   | 89   |  |  |  |
| 6   | Depreciation and amortisation                                    | -228.375        | -78.793   | -252.262      | -81.223   | 110                                  | 103  |  |  |  |
| 7   | Labour costs   | -904.682        | -269.699  | -956.527      | -304.342  | 106                                  | 113  |  |  |  |
| 8   | Provision for impaired trade receivables                         | -8.303          | -1.742    | -33.619       | -11.805   | 405                                  | 678  |  |  |  |
| 9   | Other costs and services   | -1.232.403      | -422.919  | -1.142.815    | -359.089  | 93                                   | 85   |  |  |  |
| 10  | Other operating expenses   | -302.692        | -147.479  | -274.222      | -119.954  | 91                                   | 81   |  |  |  |
| 11  | Operating profit   | 511.034         | 162.472   | 503.950       | 165.136   | 99                                   | 102  |  |  |  |

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