

Operational Results - MACS1 Belgium , Dec 10 (Fiscal , EUR).

YTM 09		Budget YTM 10		Actual YTM 10		Dec 10 - Actual		Dec 10 - Budget		Dec 09 - Actual	
230		0		230		Working days	16	0		16	
1.108.000		0		1.108.000		Working hours	76.800	0		76.800	
1.532.628,13	100,00%	1.543.350,00	100,00%	1.685.890,88	100,00%	Sales	147.760,76	128.612,00	100,00%	134.327,97	100,01%
629.500,00	41,07%	630.000,00	40,82%	692.450,00	41,07%	Distribution	57.704,15	52.500,00	40,82%	52.458,36	39,06%
193.595,00	12,63%	195.000,00	12,63%	212.954,50	12,63%	Export	17.746,20	16.250,00	12,63%	16.132,91	12,01%
0,00	0,00%	0,00	0,00%	0,00	0,00%	Intra Company Sales	0,00	0,00	0,00%	0,00	0,00%
308.250,00	20,11%	310.000,00	20,09%	339.075,00	20,11%	Intra Company Production	27.165,55	25.833,00	20,09%	24.695,91	18,39%
0,00	0,00%	0,00	0,00%	0,00	0,00%	Industry	0,00	0,00	0,00%	0,00	0,00%
401.283,13	26,19%	408.350,00	26,46%	441.411,38	26,19%	Miscellaneous	45.144,86	34.029,00	26,46%	41.040,79	30,55%
-825.320,14	-53,85%	-843.577,00	-54,68%	-915.775,94	-54,32%	Variable Cost	-75.956,85	-70.298,00	-54,65%	-67.161,71	-49,99%
289.130,26	18,87%	297.096,00	19,26%	318.043,37	18,87%	Raw Material	25.990,87	24.758,00	19,24%	23.628,02	17,59%
41.304,32	2,69%	42.443,00	2,76%	45.434,76	2,69%	Packaging	3.712,97	3.537,00	2,75%	3.375,43	2,51%
330.434,55	21,56%	339.538,00	22,00%	363.478,01	21,56%	Commercial Goods	29.703,80	28.295,00	22,00%	27.003,35	20,10%
164.451,00	10,73%	164.500,00	10,66%	188.819,80	11,20%	Direct Labor	16.549,21	13.708,00	10,66%	13.154,91	9,79%
707.307,99		699.773,00		770.114,94		Brut Contribution	71.803,91	58.314,00		67.166,26	
46,15%		45,34%		45,68%		% Brut Contribution / Sales	48,59%	45,34%		50,00%	
-122.484,98	-8,01%	-122.800,00	-7,96%	-125.950,88	-7,48%	Fixed Operational Cost	-10.228,46	-10.236,00	-7,97%	-3.953,07	-2,94%
46.026,16	3,01%	46.250,00	3,00%	49.039,65	2,91%	Building	4.019,14	3.856,00	3,00%	3.774,15	2,81%
4.328,39	0,29%	4.400,00	0,28%	4.761,23	0,29%	Production	196,82	367,00	0,29%	178,92	0,13%
72.130,43	4,71%	72.150,00	4,68%	72.150,00	4,28%	Depreciation	6.012,50	6.013,00	4,68%	0,00	0,00%
584.823,01		576.973,00		644.164,06		Net Contribution	61.575,45	48.078,00		63.213,19	
38,16%		37,38%		38,21%		% Net Contribution / Sales	41,67%	37,38%		47,06%	
-430.412,33	-28,09%	-431.350,00	-27,96%	-473.453,58	-28,09%	Overhead kosten	-19.507,17	-35.951,00	-27,96%	-17.733,79	-13,21%
78.596,52	5,14%	78.950,00	5,12%	86.456,19	5,14%	Administration	6.849,30	6.583,00	5,12%	6.226,64	4,64%
13.015,40	0,84%	13.200,00	0,84%	14.316,94	0,84%	Commercial	453,36	1.101,00	0,84%	412,14	0,30%
276.183,57	18,02%	276.350,00	17,92%	303.801,93	18,02%	Salaries	10.802,10	23.028,00	17,92%	9.820,07	7,32%
31.446,59	2,06%	31.650,00	2,06%	34.591,24	2,06%	Indirect Personnel Charges	1.402,41	2.639,00	2,06%	1.274,94	0,95%
31.170,25	2,03%	31.200,00	2,02%	34.287,28	2,03%	Project Development	0,00	2.600,00	2,02%	0,00	0,00%
154.410,68	10,07%	145.623,00	9,44%	170.710,48	10,13%	Exploitation Result	42.068,28	12.127,00	9,43%	45.479,40	33,86%
45.337,45	2,98%	46.750,00	3,02%	54.769,01	3,27%	Financial/Miscellaneous Result	-1.803,45	3.896,00	3,02%	-1.738,63	-1,30%
-48.229,65	-3,13%	-48.250,00	-3,14%	-48.154,79	-2,84%	Financial Result	-4.202,15	-4.021,00	-3,14%	-3.919,26	-2,92%
93.567,10	6,11%	95.000,00	6,16%	102.923,80	6,11%	Miscellaneous Result	2.398,70	7.917,00	6,16%	2.180,63	1,62%
199.748,13	13,03%	192.373,00	12,46%	225.479,49	13,37%	RESULT(Before Tax)	40.264,83	16.023,00	12,46%	43.740,76	32,56%
507.559,86		507.400,00		544.635,45		Total Fixed Costs / Overhead / Financial Cost	31.539,08	42.291,00		23.425,49	
46,15%		45,34%		45,68%		% Brut Contribution / Sales	48,59%	45,34%		50,00%	
1.099.804,68		1.119.100,13		1.192.284,26		BREAK EVEN POINT MACS1_Belgium	64.908,58	93.275,25		46.850,99	
72.130,43	4,71%	72.150,00	4,68%	72.150,00	4,28%	Depreciation & Amortisation	6.012,50	6.013,00	4,68%	0,00	0,00%
271.878,56	17,74%	264.523,00	17,14%	297.629,49	17,65%	OPERATIONAL CASHFLOW	46.277,33	22.036,00	17,13%	43.740,76	32,56%