

**Operational Results - MACS1\_Belgium , Dec 09 (Fiscal , EUR).**

YTM 08		Budget YTM 09		Actual YTM 09				Dec 09 - Actual		Dec 09 - Budget		Dec 08 - Actual	
230		230		230		Working days	16	16	16			16	
1.075.200		1.099.200		1.108.000		Working hours	76.800	76.800	76.800			64.000	
1.436.339,00	100,00%	1.533.095,00	100,00%	1.532.628,13	100,00%	Verkopen	134.327,97	100,01%	127.758,00	100,00%		46.392,88	100,00%
565.264,01	39,35%	629.500,00	41,06%	629.500,00	41,07%	Distributie	52.458,36	39,06%	52.459,00	41,06%		-53.052,84	-114,35%
82.827,68	5,77%	193.595,00	12,63%	193.595,00	12,63%	Export	16.132,91	12,01%	16.133,00	12,63%		15.367,89	33,12%
46.887,50	3,26%	0,00	0,00%	0,00	0,00%	IC Verkopen	0,00	0,00%	0,00	0,00%		3.907,29	8,42%
290.630,95	20,23%	325.000,00	21,20%	308.250,00	20,11%	IC Productie	24.695,91	18,39%	27.083,00	21,20%		-24,00	-0,05%
42.305,00	2,95%	0,00	0,00%	0,00	0,00%	Industrie	0,00	0,00%	0,00	0,00%		38.345,00	82,66%
408.423,86	28,44%	385.000,00	25,11%	401.283,13	26,19%	Diversen	41.040,79	30,55%	32.083,00	25,11%		41.849,55	90,20%
-789.986,49	-55,01%	-843.201,00	-54,99%	-825.320,14	-53,85%	Variabele Kosten	-67.161,71	-49,99%	-70.265,00	-55,01%		-25.516,05	-55,01%
276.495,24	19,25%	295.121,00	19,24%	289.130,26	18,87%	Grondstoffen	23.628,02	17,59%	24.593,00	19,26%		8.930,61	19,25%
39.499,33	2,76%	42.160,00	2,75%	41.304,32	2,69%	Verpakking	3.375,43	2,51%	3.513,00	2,75%		1.275,82	2,76%
315.994,62	22,00%	337.280,00	22,00%	330.434,55	21,56%	Commerciële goederen	27.003,35	20,10%	28.106,00	22,00%		10.206,41	22,00%
157.997,30	11,00%	168.640,00	11,00%	164.451,00	10,73%	Loonkosten	13.154,91	9,79%	14.053,00	11,00%		5.103,20	11,00%
646.352,51		689.894,00		707.307,99		Brut Contribution	67.166,26		57.493,00			20.876,84	
45,00%		45,00%		46,15%		% Brut Contribution / Sales	50,00%		45,00%			45,00%	
-127.042,82	-8,85%	-129.625,00	-8,46%	-122.484,98	-8,01%	Vaste Operationele Kosten	-3.953,07	-2,94%	-10.802,00	-8,46%		-11.991,90	-25,84%
117.899,28	8,22%	121.000,00	7,90%	116.160,09	7,59%	Gebouwen	3.774,15	2,81%	10.084,00	7,90%		22.736,70	49,00%
6.965,54	0,48%	6.125,00	0,40%	4.328,39	0,29%	Operationeel	178,92	0,13%	510,00	0,40%		827,20	1,78%
2.178,00	0,15%	2.500,00	0,16%	1.996,50	0,13%	Afschrijvingen	0,00	0,00%	208,00	0,16%		-11.572,00	-24,94%
519.309,69		560.269,00		584.823,01		Net Contribution	63.213,19		46.691,00			8.884,93	
36,16%		36,54%		38,16%		% Net Contribution / Sales	47,06%		36,55%			19,15%	
-427.012,07	-29,75%	-474.038,00	-30,96%	-430.412,33	-28,09%	Overhead kosten	-17.733,79	-13,21%	-39.505,00	-30,94%		-39.778,08	-85,74%
84.927,82	5,91%	75.000,00	4,91%	78.596,52	5,14%	Administratie	6.226,64	4,64%	6.250,00	4,90%		-762,24	-1,65%
19.556,01	1,37%	20.000,00	1,31%	13.015,40	0,84%	Commercieel	412,14	0,30%	1.666,00	1,30%		8.125,36	17,51%
258.903,25	18,02%	313.218,00	20,43%	276.183,57	18,02%	Bedienden	9.820,07	7,32%	26.102,00	20,43%		21.389,89	46,10%
30.412,28	2,14%	30.820,00	2,03%	31.446,59	2,06%	Indirecte Personeelskosten	1.274,94	0,95%	2.570,00	2,03%		3.178,36	6,87%
33.212,71	2,31%	35.000,00	2,28%	31.170,25	2,03%	Project Ontwikkeling	0,00	0,00%	2.917,00	2,28%		7.846,71	16,91%
92.297,61	6,43%	86.231,00	5,62%	154.410,68	10,07%	Exploitation Result	45.479,40	33,86%	7.186,00	5,62%		-30.893,15	-66,59%
17.487,82	1,23%	55.500,00	3,63%	45.337,45	2,98%	Financieel Resultaat / Subsidies	-1.738,63	-1,30%	4.625,00	3,63%		57.612,88	124,19%
-40.976,71	-2,84%	-44.500,00	-2,89%	-48.229,65	-3,13%	Financieel Resultaat	-3.919,26	-2,92%	-3.708,00	-2,89%		189,98	0,41%
58.464,53	4,07%	100.000,00	6,52%	93.567,10	6,11%	Subsidies	2.180,63	1,62%	8.333,00	6,52%		57.422,90	123,78%
109.785,44	7,64%	141.731,00	9,24%	199.748,13	13,03%	RESULT(Before Tax)	43.740,76	32,56%	11.811,00	9,24%		26.719,73	57,59%
536.567,07		548.163,00		507.559,86		Total Fixed Costs / Overhead / Financial Cost	23.425,49		45.682,00			-5.842,89	
45,00%		45,00%		46,15%		% Brut Contribution / Sales	50,00%		45,00%			45,00%	
1.192.371,27		1.218.140,00		1.099.804,68		BREAK EVEN POINT MACS1_Belgium	46.850,99		101.515,56			-12.984,21	
70.411,45	4,90%	71.000,00	4,63%	72.130,43	4,71%	Depreciation & Amortisation	0,00	0,00%	5.916,00	4,63%		5.328,13	11,49%
180.196,89	12,55%	212.731,00	13,88%	271.878,56	17,74%	OPERATIONAL CASHFLOW	43.740,76	32,56%	17.727,00	13,88%		32.047,85	69,08%