

**Operational Results - MACS3 US , Dec 10 (Calender , USD).**

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	
604.960		0		604.960		Working hours	24.320	0		24.320	
3.933.660,20	100,00%	4.143.092,00	100,00%	4.474.677,33	100,00%	Sales	365.676,43	345.258,00	100,00%	321.465,32	100,00%
2.015.123,00	51,23%	2.122.398,00	51,23%	2.287.164,00	51,11%	Distribution	186.909,00	176.867,00	51,23%	164.679,00	51,23%
1.612.098,00	40,98%	1.697.919,00	40,98%	1.829.731,00	40,89%	Export	149.527,00	141.493,00	40,98%	131.742,00	40,98%
305.321,59	7,76%	321.575,00	7,76%	356.513,84	7,97%	Intra Company Sales	29.134,72	26.798,00	7,76%	24.951,19	7,76%
1.117,61	0,03%	1.200,00	0,03%	1.268,49	0,03%	Miscellaneous	105,71	100,00	0,03%	93,13	0,03%
-2.640.535,14	-67,14%	-2.838.344,00	-68,51%	-2.923.306,04	-65,33%	Variable Cost	-107.526,89	-236.529,00	-68,51%	-100.240,31	-31,16%
1.051.089,85	26,72%	1.132.592,00	27,34%	1.149.845,04	25,70%	Raw Material	77.206,63	94.383,00	27,34%	71.047,05	22,10%
102.246,10	2,60%	110.174,00	2,66%	112.729,91	2,52%	Packaging	7.569,28	9.181,00	2,66%	6.911,20	2,15%
1.394.636,73	35,46%	1.502.778,00	36,27%	1.555.672,70	34,76%	Commercial Goods	104.456,03	125.232,00	36,27%	94.268,90	29,31%
92.562,46	2,36%	92.800,00	2,24%	105.058,39	2,35%	Direct Labor	-81.705,05	7.733,00	2,24%	-71.986,83	-22,40%
1.293.125,06		1.304.748,00		1.551.371,29		Brut Contribution	258.149,54	108.729,00		221.225,00	
32,87%		31,49%		34,67%		% Brut Contribution / Sales	70,60%	31,49%		68,82%	
-91.263,91	-2,34%	-90.484,00	-2,18%	-124.328,38	-2,79%	Fixed Operational Cost	-9.994,73	-7.540,00	-2,18%	-7.063,28	-2,21%
82.915,05	2,12%	81.884,00	1,98%	94.108,59	2,11%	Building	7.748,76	6.823,00	1,98%	6.827,10	2,13%
5.713,48	0,15%	5.900,00	0,13%	6.484,79	0,15%	Production	268,05	492,00	0,13%	236,18	0,08%
2.635,38	0,07%	2.700,00	0,07%	23.735,00	0,53%	Depreciation	1.977,92	225,00	0,07%	0,00	0,00%
1.201.861,15		1.214.264,00		1.427.042,92		Net Contribution	248.154,81	101.189,00		214.161,72	
30,55%		29,31%		31,89%		% Net Contribution / Sales	67,86%	29,31%		66,62%	
-265.869,66	-6,77%	-266.700,00	-6,43%	-301.762,06	-6,75%	Overhead kosten	-21.900,23	-22.224,00	-6,43%	-19.295,36	-6,00%
65.532,89	1,67%	65.900,00	1,59%	74.379,83	1,66%	Administration	5.356,60	5.491,00	1,59%	4.719,48	1,47%
8.171,03	0,21%	8.300,00	0,20%	9.274,12	0,21%	Commercial	265,94	691,00	0,20%	234,30	0,07%
33.765,74	0,86%	34.100,00	0,82%	38.324,11	0,86%	Indirect Personnel Charges	1.295,69	2.842,00	0,82%	1.141,58	0,35%
158.400,00	4,03%	158.400,00	3,82%	179.784,00	4,02%	Management	14.982,00	13.200,00	3,82%	13.200,00	4,11%
935.991,49	23,79%	947.564,00	22,87%	1.125.280,86	25,15%	Exploitation Result	226.254,58	78.965,00	22,87%	194.866,36	60,62%
43,26	0,00%	300,00	0,00%	49,10	0,00%	Financial/Miscellaneous Result	-110,75	25,00	0,00%	-97,58	-0,03%
43,26	0,00%	300,00	0,00%	49,10	0,00%	Financial Result	-110,75	25,00	0,00%	-97,58	-0,03%
936.034,75	23,80%	947.864,00	22,88%	1.125.329,96	25,15%	RESULT(Before Tax)	226.143,83	78.990,00	22,88%	194.768,78	60,59%
357.090,31		356.884,00		426.041,34		Total Fixed Costs / Overhead / Financial Cost	32.005,71	29.739,00		26.456,22	
32,87%		31,49%		34,67%		% Brut Contribution / Sales	70,60%	31,49%		68,82%	
1.086.371,49		1.133.324,87		1.228.847,24		BREAK EVEN POINT MACS3_US	45.333,86	94.439,50		38.442,63	
2.635,38	0,07%	2.700,00	0,07%	23.735,00	0,53%	Depreciation & Amortisation	1.977,92	225,00	0,07%	0,00	0,00%
938.670,13	23,86%	950.564,00	22,94%	1.149.064,96	25,68%	OPERATIONAL CASHFLOW	228.121,75	79.215,00	22,94%	194.768,78	60,59%