

MOCON, INC.
SUMMARY CONSOLIDATED FINANCIAL DATA
(in Thousands, Except Per Share Data)

INCOME STATEMENT DATA: (unaudited)

	<u>Quarters Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	2013	2012	2013	2012
Sales				
Products	\$ 13,400	\$ 11,589	\$ 40,088	\$ 32,517
Consulting services	<u>790</u>	<u>717</u>	<u>2,237</u>	<u>2,172</u>
Total sales	<u>14,190</u>	<u>12,306</u>	<u>42,325</u>	<u>34,689</u>
Cost of sales				
Products	5,657	5,120	17,275	14,509
Consulting services	<u>474</u>	<u>473</u>	<u>1,357</u>	<u>1,324</u>
Total cost of sales	<u>6,131</u>	<u>5,593</u>	<u>18,632</u>	<u>15,833</u>
Gross profit	8,059	6,713	23,693	18,856
Selling, general and administrative expenses	5,258	5,104	16,529	14,482
Research and development expenses	<u>886</u>	<u>844</u>	<u>3,084</u>	<u>2,610</u>
Operating income	1,915	765	4,080	1,764
Other income (expense), net	<u>(95)</u>	<u>(25)</u>	<u>(286)</u>	<u>117</u>
Income before income taxes	1,820	740	3,794	1,881
Income taxes	<u>461</u>	<u>247</u>	<u>767</u>	<u>709</u>
NET INCOME	<u>\$ 1,359</u>	<u>\$ 493</u>	<u>\$ 3,027</u>	<u>\$ 1,172</u>
Net income per common share:				
Basic	\$ 0.24	\$ 0.09	\$ 0.55	\$ 0.21
Diluted	\$ 0.24	\$ 0.09	\$ 0.53	\$ 0.21
Weighted average common shares outstanding:				
Basic	5,548	5,478	5,536	5,467
Diluted	5,685	5,683	5,674	5,695

BALANCE SHEET DATA: (unaudited)

	<u>September 30, 2013</u>	<u>December 31, 2012</u>
Assets:		
Cash and marketable securities	\$ 4,946	\$ 7,911
Accounts receivable, net	11,409	10,652
Inventories	7,002	6,345
Other current assets	<u>2,667</u>	<u>2,005</u>
Total current assets	26,024	26,913
Marketable securities, noncurrent	--	210
Property, plant and equipment, net	5,739	5,350
Investment in affiliated company	3,380	3,304
Goodwill, intangibles and other assets	<u>21,915</u>	<u>21,443</u>
Total assets	<u>\$ 57,058</u>	<u>\$ 57,220</u>
Liabilities and Stockholders' Equity:		
Revolving lines of credit	\$ 2,550	\$ 5,328
Notes payable, current	2,625	2,566
Other current liabilities	10,282	8,600
Total noncurrent liabilities	5,204	6,845
Stockholders' equity	<u>36,397</u>	<u>33,881</u>
Total liabilities and stockholders' equity	<u>\$ 57,058</u>	<u>\$ 57,220</u>