

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

**INCOME STATEMENT DATA:** (unaudited)

	Quarter Ended December 31,		Year Ended December 31,	
	<u>2004</u>	<u>2003</u>	<u>2004</u>	<u>2003</u>
<b>Sales</b>				
Products	\$ 6,319	\$ 4,203	\$ 23,168	\$ 17,751
Consulting Services	<u>502</u>	<u>490</u>	<u>1,940</u>	<u>1,881</u>
<b>Total Sales</b>	<b>6,821</b>	<b>4,693</b>	<b>25,108</b>	<b>19,632</b>
<b>Cost of Sales</b>				
Products	3,056	1,943	10,870	7,959
Consulting Services	<u>275</u>	<u>251</u>	<u>999</u>	<u>917</u>
<b>Total Cost of Sales</b>	<b><u>3,331</u></b>	<b><u>2,194</u></b>	<b><u>11,869</u></b>	<b><u>8,876</u></b>
<b>Gross Profit</b>	<b><u>3,490</u></b>	<b><u>2,499</u></b>	<b><u>13,239</u></b>	<b><u>10,756</u></b>
<b>Research and Development Expense</b>	371	307	1,376	1,313
<b>Selling and Administrative Expense</b>	<u>2,088</u>	<u>1,619</u>	<u>8,385</u>	<u>6,270</u>
<b>Operating Income</b>	<b>1,031</b>	<b>573</b>	<b>3,478</b>	<b>3,173</b>
<b>Other Income</b>	<u>13</u>	<u>35</u>	<u>124</u>	<u>127</u>
<b>Income Before Income Taxes</b>	<b>1,044</b>	<b>608</b>	<b>3,602</b>	<b>3,300</b>
<b>Income Taxes</b>	<u>309</u>	<u>147</u>	<u>1,173</u>	<u>1,089</u>
<b>Net Income</b>	<b>\$ <u>735</u></b>	<b>\$ <u>461</u></b>	<b>\$ <u>2,429</u></b>	<b>\$ <u>2,211</u></b>
<b>Net Income Per Common Share:</b>				
Basic	\$ 0.14	\$ 0.09	\$ 0.45	\$ 0.41
Diluted	\$ 0.13	\$ 0.08	\$ 0.44	\$ 0.40
<b>Weighted Average Shares:</b>				
Basic	5,318	5,397	5,351	5,410
Diluted	5,466	5,520	5,471	5,504

**BALANCE SHEET DATA:** (unaudited)

	December 31, 2004	December 31, 2003
<b>Assets:</b>		
Cash and Marketable Securities	\$ 7,458	\$ 5,942
Accounts Receivable, Net	4,343	3,594
Inventories	3,838	3,762
Other Current Assets	<u>798</u>	<u>669</u>
<b>Total Current Assets</b>	<b>16,437</b>	<b>13,967</b>
Marketable Securities, Noncurrent	231	850
Fixed Assets, Net	2,117	2,099
Other Assets, Net	<u>3,553</u>	<u>3,062</u>
<b>Total Assets</b>	<b>\$ <u>22,338</u></b>	<b>\$ <u>19,978</u></b>
<b>Liabilities and Stockholders' Equity:</b>		
Total Current Liabilities	\$ 4,594	\$ 3,065
Total Long-Term Liabilities	543	198
Stockholders' Equity	<u>17,201</u>	<u>16,715</u>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ <u>22,338</u></b>	<b>\$ <u>19,978</u></b>