

## **PERFORMANCE ANALYSES**

### **For the period January - June 2018**

According to the unaudited stand alone and consolidated Income statement for the period January - June 2018, Alkaloid AD Skopje achieved positive financial results.

#### **Accounting policies and evaluation methods**

There were no changes in the accounting policies and evaluation methods in the positions of the financial statements of Alkaloid AD Skopje in 2018.

#### **Total revenues**

The total stand alone revenues for January - June 2018 in the amount of 3.870.785 thousand denars have increased for 5%, compared to 2017. The largest portion of 94% in the total revenues belongs to the sales revenues, which compared to 2017 have increased for 4%.

The total consolidated revenues for January - June 2018 in the amount of 4.918.631 thousand denars have increased for 4%, compared to 2017. The largest portion of 97% in the total revenues belongs to the sales revenues, which compared to 2017 have increased for 5%.

#### **Total expenses**

The total stand alone expenses for January - June 2018 in the amount of 3.439.795 thousand denars have increased for 5% compared to 2017.

The total consolidated expenses for January - June 2018 in the amount of 4.490.430 thousand denars have increased for 5% compared to 2017.

#### **Dividend**

The dividends approved by shareholders on 2 April 2018 were Denar 386.465 thousands or gross 270 denars for one ordinary share. Net dividend for 2017 is 243 denars for one ordinary share.

#### **Investments**

The total investments in non-current assets in January - June 2018 are in the amount of 561.358 thousand denars.

#### **Borrowings**

The total consolidated borrowings as at 30.06.2018 are in the amount of 741.703 thousand denars.

#### **New employments**

There were 105 new employments for the period January - June 2018 in Alkaloid in Republic of Macedonia.

**Significant Income statement positions**

The achieved stand alone and consolidated results for the period January - June 2018, the proportions, dynamics and comparison with the previous year are as follows:

**Stand alone sales**

Market	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Domestic market	1.387.313	38	1.368.702	39	101
Foreign market	2.260.556	62	2.138.589	61	106
<b>Total:</b>	<b>3.647.869</b>	<b>100</b>	<b>3.507.291</b>	<b>100</b>	<b>104</b>

**Consolidated sales**

Market	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
<b>Macedonia</b>	<b>1.777.460</b>	<b>37</b>	<b>1.770.996</b>	<b>39</b>	<b>100</b>
Southeast Europe	1.662.595	35	1.462.374	32	114
Russia and CIS	269.025	6	305.395	7	88
Western Europe (EU and EFTA)	971.189	20	956.814	21	102
Other (USA, Turkey etc.)	107.471	2	58.430	1	184
<b>Total foreign market</b>	<b>3.010.280</b>	<b>63</b>	<b>2.783.013</b>	<b>61</b>	<b>108</b>
<b>Total:</b>	<b>4.787.740</b>	<b>100</b>	<b>4.554.009</b>	<b>100</b>	<b>105</b>

Out of the total consolidated sales, 63% were realized in the foreign market. The highest rise in export markets was seen in the following countries: Poland – 642%, Hungary- 505%, USA – 112%, Ukraine - 88%, Czech Republic – 48%, Serbia - 24%, Kosovo – 23%, Croatia – 4% etc.

Group of products	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Antibiotics	669.215	14	627.171	14	107
OTC products	995.178	21	957.894	21	104
Cardiovascular products	817.186	17	743.057	16	110
Neurological products	621.139	13	582.631	13	107
Other	453.115	9	447.078	10	101
<b>Total products - Alkaloid</b>	<b>3.555.834</b>	<b>74</b>	<b>3.357.831</b>	<b>74</b>	<b>106</b>
Commodities	431.091	9	433.509	10	99
Sevices and other revenue	26.564	1	39.754	-	67
<b>Total Pharmaceuticals</b>	<b>4.013.488</b>	<b>84</b>	<b>3.831.094</b>	<b>84</b>	<b>105</b>
<b>Total Chemistry</b>	<b>136.156</b>	<b>3</b>	<b>163.510</b>	<b>4</b>	<b>83</b>
<b>Total Cosmetics</b>	<b>466.865</b>	<b>10</b>	<b>435.630</b>	<b>10</b>	<b>107</b>
<b>Total Botanicals</b>	<b>171.231</b>	<b>4</b>	<b>123.775</b>	<b>3</b>	<b>138</b>
<b>Total:</b>	<b>4.787.740</b>	<b>100</b>	<b>4.554.009</b>	<b>100</b>	<b>105</b>

**Significant Income statement positions (continued)**
**Earning before interest, taxes, depreciation and amortization (EBITDA)**

	(In 000 MKD)				
	2018		2017		Ind
	Amount	% in Sales	Amount	% in Sales	18/17
Stand alone EBITDA	701.479	19	649.689	19	108
Consolidated EBITDA	710.686	15	668.995	15	106

**Net profit**

	(In 000 MKD)				
	2018		2017		Ind
	Amount	% in Sales	Amount	% in Sales	18/17
Stand alone Net profit	400.335	11	374.887	11	107
Consolidated Net profit	376.775	8	361.750	8	104

Stand alone Net profit for 2018 is 400.335 thousand denars, which compared to last year has increased for 7%.

Consolidated Net profit for 2018 is 376.775 thousand denars, which compared to last year has increased for 4%.