

## **PERFORMANCE ANALYSES**

### **For the period January - September 2019**

According to the unaudited stand alone and consolidated Income statement for the period January - September 2019, 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 2019.

#### **Total revenues**

The total stand alone revenues for January - September 2019 in the amount of 6.481.080 thousand denars have increased for 12%, compared to 2018. The largest portion of 97% in the total revenues belongs to the sales revenues, which compared to 2018 have increased for 14%.

The total consolidated revenues for January - September 2019 in the amount of 8.414.626 thousand denars have increased for 14%, compared to 2018. The largest portion of 98% in the total revenues belongs to the sales revenues, which compared to 2018 have increased for 15%.

#### **Total expenses**

The total stand alone expenses for January - September 2019 in the amount of 5.641.770 thousand denars have increased for 10% compared to 2018.

The total consolidated expenses for January - September 2019 in the amount of 7.565.856 thousand denars have increased for 12% compared to 2018.

#### **Dividend**

The dividends approved by shareholders on 8 April 2019 were Denar 458.033 thousands or gross 320 denars for one ordinary share. Net dividend for 2018 is 272 denars for one ordinary share.

#### **Investments**

The total investments in non-current assets in January - September 2019 are in the amount of 602.620 thousand denars.

#### **Borrowings**

The total consolidated borrowings as at 30.09.2019 are in the amount of 643.949 thousand denars.

#### **New employments**

There were 127 new employments for the period January - September 2019 in Alkaloid in Republic of North Macedonia.

**Significant Income statement positions**

The achieved stand alone and consolidated results for the period January - September 2019, the proportions, dynamics and comparison with the previous year are as follows:

**Stand alone sales**

Market	(In 000 MKD)				
	2019		2018		Ind
	Sales	%	Sales	%	19/18
Domestic market	2.067.009	33	2.068.558	37	100
Foreign market	4.238.468	67	3.449.180	63	123
<b>Total:</b>	<b>6.305.477</b>	<b>100</b>	<b>5.517.738</b>	<b>100</b>	<b>114</b>

**Consolidated sales**

Market	(In 000 MKD)				
	2019		2018		Ind
	Sales	%	Sales	%	19/18
<b>Domestic market</b>	<b>2.867.199</b>	<b>35</b>	<b>2.686.530</b>	<b>37</b>	<b>107</b>
Southeast Europe	2.705.441	33	2.478.146	34	109
Russia and CIS	739.606	9	425.052	6	174
Western Europe (EU and EFTA)	1.744.260	21	1.500.530	21	116
Other (USA, Turkey etc.)	209.587	3	126.593	2	166
<b>Total foreign market</b>	<b>5.398.894</b>	<b>65</b>	<b>4.530.321</b>	<b>63</b>	<b>119</b>
<b>Total:</b>	<b>8.266.093</b>	<b>100</b>	<b>7.216.851</b>	<b>100</b>	<b>115</b>

Out of the total consolidated sales, 65% were realized in the foreign market. The highest rise in export markets was seen in the following countries: Great Britain - 104%, Russia - 95%, USA - 69%, Germany - 51%, Ukraine - 32%, Romania - 24%, Kosovo - 16%, Bulgaria - 15%, Monte Negro - 10%, Serbia - 9%, Slovenia - 9%, Croatia - 7%, etc.

Group of products	(In 000 MKD)				
	2019		2018		Ind
	Sales	%	Sales	%	19/18
Antibiotics	1.213.770	15	1.000.881	14	121
OTC products	1.832.705	22	1.536.189	21	119
Cardiovascular products	1.278.094	15	1.221.998	17	105
Neurological products	1.100.020	13	941.425	13	117
Other	740.514	9	682.772	9	108
<b>Total products - Alkaloid</b>	<b>6.165.103</b>	<b>75</b>	<b>5.383.265</b>	<b>75</b>	<b>115</b>
Commodities	875.277	11	680.463	9	129
Sevices and other revenue	34.792	0	32.412	0	107
<b>Total Pharmaceuticals</b>	<b>7.075.172</b>	<b>86</b>	<b>6.096.140</b>	<b>84</b>	<b>116</b>
<b>Total Chemistry</b>	<b>206.045</b>	<b>2</b>	<b>188.301</b>	<b>3</b>	<b>109</b>
<b>Total Cosmetics</b>	<b>693.913</b>	<b>8</b>	<b>705.899</b>	<b>10</b>	<b>98</b>
<b>Total Botanicals</b>	<b>290.963</b>	<b>4</b>	<b>226.511</b>	<b>3</b>	<b>128</b>
<b>Total:</b>	<b>8.266.093</b>	<b>100</b>	<b>7.216.851</b>	<b>100</b>	<b>115</b>

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

	(In 000 MKD)				
	2019		2018		Ind
	Amount	% in Sales	Amount	% in Sales	19/18
Stand alone EBITDA	1.308.827	21	1.070.876	19	122
Consolidated EBITDA	1.337.474	16	1.094.887	15	122

**Net profit**

	(In 000 MKD)				
	2019		2018		Ind
	Amount	% in Sales	Amount	% in Sales	19/18
Stand alone Net profit	764.836	12	611.467	11	125
Consolidated Net profit	738.605	9	587.393	8	126

Stand alone Net profit for 2019 is 764.836 thousand denars, which compared to last year has increased for 25%.

Consolidated Net profit for 2019 is 738.605 thousand denars, which compared to last year has increased for 26%.