

PERFORMANCE ANALYSES

For the period January - September 2018

According to the unaudited stand alone and consolidated Income statement for the period January - September 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 - September 2018 in the amount of 5.791.022 thousand denars have increased for 8%, compared to 2017. The largest portion of 95% in the total revenues belongs to the sales revenues, which compared to 2017 have increased for 7%.

The total consolidated revenues for January - September 2018 in the amount of 7.398.630 thousand denars have increased for 8%, compared to 2017. The largest portion of 98% in the total revenues belongs to the sales revenues, which compared to 2017 have increased for 9%.

Total expenses

The total stand alone expenses for January - September 2018 in the amount of 5.134.228 thousand denars have increased for 8% compared to 2017.

The total consolidated expenses for January - September 2018 in the amount of 6.736.007 thousand denars have increased for 8% 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 - September 2018 are in the amount of 873.482 thousand denars.

Borrowings

The total consolidated borrowings as at 30.09.2018 are in the amount of 646.451 thousand denars.

New employments

There were 144 new employments for the period January - September 2018 in Alkaloid in Republic of Macedonia.

Significant Income statement positions

The achieved stand alone and consolidated results for the period January - September 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	2.068.558	37	1.985.444	39	104
Foreign market	3.449.180	63	3.157.767	61	109
Total:	5.517.738	100	5.143.211	100	107

Consolidated sales

Market	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Macedonia	2.686.530	37	2.585.504	39	104
Southeast Europe	2.478.146	34	2.154.926	32	115
Russia and CIS	425.052	6	435.953	7	97
Western Europe (EU and EFTA)	1.500.530	21	1.391.799	21	108
Other (USA, Turkey etc.)	126.593	2	78.459	1	161
Total foreign market	4.530.321	63	4.061.137	61	112
Total:	7.216.851	100	6.646.641	100	109

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: Hungary- 330%, Poland – 247%, Czech Republic – 149%, Ukraine - 120%, USA – 86%, Georgia - 27%, Serbia - 25%, Romania - 22%, Kosovo – 23%, etc.

Group of products	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Antibiotics	1.000.881	14	894.267	13	112
OTC products	1.536.189	21	1.414.937	21	109
Cardiovascular products	1.221.998	17	1.102.312	17	111
Neurological products	941.425	13	866.999	13	109
Other	682.772	9	611.118	9	112
Total products - Alkaloid	5.383.265	75	4.889.633	74	110
Commodities	680.463	9	642.967	10	106
Sevices and other revenue	32.412	0	53.927	-	60
Total Pharmaceuticals	6.096.140	84	5.586.527	84	109
Total Chemistry	188.301	3	225.432	3	84
Total Cosmetics	705.899	10	660.140	10	107
Total Botanicals	226.511	3	174.542	3	130
Total:	7.216.851	100	6.646.641	100	109

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	1.070.876	19	978.095	19	109
Consolidated EBITDA	1.094.887	15	1.018.511	15	107

Net profit

	(In 000 MKD)				
	2018		2017		Ind
	Amount	% in Sales	Amount	% in Sales	18/17
Stand alone Net profit	611.467	11	565.186	11	108
Consolidated Net profit	587.393	8	553.940	8	106

Stand alone Net profit for 2018 is 611.467 thousand denars, which compared to last year has increased for 8%.

Consolidated Net profit for 2018 is 587.393 thousand denars, which compared to last year has increased for 6%.