

PERFORMANCE ANALYSES

For the period January - December 2018

According to the unaudited stand alone and consolidated Income statement for the period January - December 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 - December 2018 in the amount of 7.885.888 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 8%.

The total consolidated revenues for January - December 2018 in the amount of 10.087.049 thousand denars have increased for 7%, compared to 2017. The largest portion of 97% in the total revenues belongs to the sales revenues, which compared to 2017 have increased for 8%.

Total expenses

The total stand alone expenses for January - December 2018 in the amount of 6.969.048 thousand denars have increased for 8% compared to 2017.

The total consolidated expenses for January - December 2018 in the amount of 9.118.283 thousand denars have increased for 7% 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 - December 2018 are in the amount of 1.081.737 thousand denars.

Borrowings

The total consolidated borrowings as at 31.12.2018 are in the amount of 588.202 thousand denars, a decrease of 10% compared to 31.12.2017.

New employments

There were 212 new employments for the period January - December 2018 in Alkaloid in Republic of North Macedonia.

Significant Income statement positions

The achieved stand alone and consolidated results for the period January - December 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	2.756.152	37	2.654.758	38	104
Foreign market	4.749.962	63	4.277.418	62	111
Total:	7.506.114	100	6.932.176	100	108

Consolidated sales

Market	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Domestic market	3.624.093	37	3.486.685	38	104
Southeast Europe	3.384.574	35	2.996.158	33	113
Russia and CIS	616.387	6	642.236	7	96
Western Europe (EU and EFTA)	2.015.106	21	1.847.184	20	109
Other (USA, Turkey etc.)	143.126	1	122.453	1	117
Total foreign market	6.159.193	63	5.608.031	62	110
Total:	9.783.286	100	9.094.716	100	108

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- 307%, Poland – 306%, Ukraine - 86%, Czech Republic – 62%, Georgia - 51%, USA – 22%, Serbia - 21%, Kosovo – 20%, Bulgaria - 10%, Romania - 5%, etc.

Group of products	(In 000 MKD)				
	2018		2017		Ind
	Sales	%	Sales	%	18/17
Antibiotics	1.411.236	14	1.240.897	14	114
OTC products	2.109.469	22	1.906.806	21	111
Cardiovascular products	1.609.540	17	1.484.970	16	108
Neurological products	1.294.730	13	1.197.654	13	108
Other	913.435	9	894.061	10	102
Total products - Alkaloid	7.338.410	75	6.724.388	74	109
Commodities	967.840	10	904.863	10	107
Sevices and other revenue	52.372	-	66.712	1	79
Total Pharmaceuticals	8.358.622	85	7.695.963	85	109
Total Chemistry	234.042	3	287.194	3	81
Total Cosmetics	898.878	9	841.275	9	107
Total Botanicals	291.744	3	270.284	3	108
Total:	9.783.286	100	9.094.716	100	108

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	1.478.890	20	1.305.755	19	113
Consolidated EBITDA	1.555.517	16	1.413.337	16	110

Net profit

	(In 000 MKD)				
	2018		2017		Ind
	Amount	% in Sales	Amount	% in Sales	18/17
Stand alone Net profit	848.199	11	765.955	11	111
Consolidated Net profit	862.411	9	809.277	9	107

Stand alone Net profit for 2018 is 848.199 thousand denars, which compared to last year has increased for 11%.

Consolidated Net profit for 2018 is 862.411 thousand denars, which compared to last year has increased for 7%.