

PERFORMANCE ANALYSES
For the period January - June 2017

According to the unaudited stand alone and consolidated Income statement for the period January - June 2017, 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 2017.

Total revenues

The total stand alone revenues for January - June 2017 in the amount of 3.678.891 thousand denars have increased for 9%, compared to 2016. The largest portion of 95% in the total revenues belongs to the sales revenues, which compared to 2016 have increased for 8%.

The total consolidated revenues for January - June 2017 in the amount of 4.711.160 thousand denars have increased for 9%, compared to 2016. The largest portion of 97% in the total revenues belongs to the sales revenues, which compared to 2016 have increased for 9%.

Total expenses

The total stand alone expenses for January - June 2017 in the amount of 3.267.523 thousand denars have increased for 9% compared to 2016.

The total consolidated expenses for January - June 2017 in the amount of 4.291.302 thousand denars have increased for 9% compared to 2016.

Dividend

The dividends approved by shareholders on 3 April 2017 were Denar 357.838 thousands or gross 250 denars for one ordinary share. Net dividend for 2016 is 225 denars for one ordinary share.

Investments

The total investments in non-current assets in January - June 2017 are in the amount of 323.470 thousand denars.

Borrowings

The total consolidated borrowings as at 30.06.2017 are in the amount of 765.680 thousand denars.

New employments

There were 54 new employments for the period January - June 2017 in Alkaloid in Republic of Macedonia.

Significant Income statement positions

The achieved stand alone and consolidated results for the period January - June 2017, the proportions, dynamics and comparison with the previous year are as follows:

Stand alone sales

Market	(In 000 MKD)				
	2017		2016		Ind
	Sales	%	Sales	%	17/16
Domestic market	1.368.702	39	1.270.160	39	108
Foreign market	2.138.589	61	1.974.065	61	108
Total:	3.507.291	100	3.244.225	100	108

Consolidated sales

Market	(In 000 MKD)				
	2017		2016		Ind
	Sales	%	Sales	%	17/16
Macedonia	1.770.996	39	1.662.544	40	107
Southeast Europe	1.462.374	32	1.443.038	34	101
Russia and CIS	305.395	7	243.876	6	125
Western Europe (EU and EFTA)	956.814	21	760.878	18	126
Other (USA, Turkey etc.)	58.430	1	86.360	2	68
Total foreign market	2.783.013	61	2.534.152	60	110
Total:	4.554.009	100	4.196.696	100	109

Out of the total consolidated sales, 61% were realized in the foreign market. The highest rise in export markets was seen in the following countries: Great Britain – 1.702%, Russia – 24%, Romania – 52%, Slovenia - 24%, Hungary- 1.795%, Ukraine - 33%, Montenegro – 17% etc.

Group of products	(In 000 MKD)				
	2017		2016		Ind
	Sales	%	Sales	%	17/16
Antibiotics	627.171	14	568.459	14	110
OTC products	957.894	21	741.308	18	129
Cardiovascular products	743.057	16	755.236	18	98
Neurological products	582.631	13	519.025	12	112
Other	447.078	10	431.505	10	104
Total products - Alkaloid	3.357.831	74	3.015.533	72	111
Commodities	433.509	10	425.985	10	102
Sevices and other revenue	39.754	1	27.641	-	144
Total Pharmaceuticals	3.831.094	84	3.469.159	83	110
Total Chemistry	163.510	4	138.750	3	118
Total Cosmetics	435.630	10	438.161	10	99
Total Botanicals	123.775	3	150.626	4	82
Total:	4.554.009	100	4.196.696	100	109

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

	(In 000 MKD)				
	2017		2016		Ind
	Amount	% in Sales	Amount	% in Sales	17/16
Stand alone EBITDA	649.689	19	583.499	18	111
Consolidated EBITDA	668.995	15	597.826	14	112

Net profit

	(In 000 MKD)				
	2017		2016		Ind
	Amount	% in Sales	Amount	% in Sales	17/16
Stand alone Net profit	374.887	11	343.101	11	109
Consolidated Net profit	361.750	8	326.436	8	111

Stand alone Net profit for 2017 is 374.887 thousand denars, which compared to last year has increased for 9%.

Consolidated Net profit for 2017 is 361.750 thousand denars, which compared to last year has increased for 11%.