

## **PERFORMANCE ANALYSES**

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

According to the unaudited stand alone and consolidated Income statement for the period January - March 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 - March 2019 in the amount of 2.138.908 thousand denars have increased for 13%, compared to 2018. The largest portion of 98% in the total revenues belongs to the sales revenues, which compared to 2018 have increased for 14%.

The total consolidated revenues for January - March 2019 in the amount of 2.888.836 thousand denars have increased for 15%, 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 - March 2019 in the amount of 1.873.090 thousand denars have increased for 13% compared to 2018.

The total consolidated expenses for January - March 2019 in the amount of 2.561.643 thousand denars have increased for 14% 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 - March 2019 are in the amount of 193.866 thousand denars.

#### **Borrowings**

The total consolidated borrowings as at 31.03.2019 are in the amount of 584.103 thousand denars.

#### **New employments**

There were 55 new employments for the period January - March 2019 in Alkaloid in Republic of North Macedonia.

**Significant Income statement positions**

The achieved stand alone and consolidated results for the period January - March 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	675.898	32	692.183	38	98
Foreign market	1.425.175	68	1.153.447	62	124
<b>Total:</b>	<b>2.101.073</b>	<b>100</b>	<b>1.845.630</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>904.202</b>	<b>32</b>	<b>884.823</b>	<b>36</b>	<b>102</b>
Southeast Europe	886.090	31	833.560	34	106
Russia and CIS	297.175	10	187.364	8	159
Western Europe (EU and EFTA)	684.579	24	494.462	20	138
Other (USA, Turkey etc.)	61.430	2	57.793	2	106
<b>Total foreign market</b>	<b>1.929.274</b>	<b>68</b>	<b>1.573.179</b>	<b>64</b>	<b>123</b>
<b>Total:</b>	<b>2.833.476</b>	<b>100</b>	<b>2.458.002</b>	<b>100</b>	<b>115</b>

Out of the total consolidated sales, 68% were realized in the foreign market. The highest rise in export markets was seen in the following countries: Great Britain - 380%, Georgia - 105%, Poland - 72%, Hungary - 63%, Russia - 58%, Ukraine - 57%, Bulgaria - 49%, Germany - 42%, Armenia - 36%, Slovenia - 22%, Romania - 19%, USA - 14%, etc. The significant increase in export sales in the first quarter of 2019 is partially due to the mandatory serialization of products for the EU markets which started from 09.02.2019.

Group of products	(In 000 MKD)				
	2019		2018		Ind
	Sales	%	Sales	%	19/18
Antibiotics	547.818	19	419.731	17	131
OTC products	559.295	20	479.261	19	117
Cardiovascular products	476.740	17	398.862	16	120
Neurological products	372.645	13	321.993	13	116
Other	260.648	9	236.050	10	110
<b>Total products - Alkaloid</b>	<b>2.217.146</b>	<b>78</b>	<b>1.855.897</b>	<b>76</b>	<b>119</b>
Commodities	255.462	9	215.522	9	119
Services and other revenue	10.271	0	13.074	-	79
<b>Total Pharmaceuticals</b>	<b>2.482.879</b>	<b>88</b>	<b>2.084.493</b>	<b>85</b>	<b>119</b>
<b>Total Chemistry</b>	<b>67.814</b>	<b>2</b>	<b>68.723</b>	<b>3</b>	<b>99</b>
<b>Total Cosmetics</b>	<b>189.814</b>	<b>7</b>	<b>208.301</b>	<b>8</b>	<b>91</b>
<b>Total Botanicals</b>	<b>92.969</b>	<b>3</b>	<b>96.485</b>	<b>4</b>	<b>96</b>
<b>Total:</b>	<b>2.833.476</b>	<b>100</b>	<b>2.458.002</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	422.771	20	365.029	20	116
Consolidated EBITDA	490.981	17	414.008	17	119

**Net profit**

	(In 000 MKD)				
	2019		2018		Ind
	Amount	% in Sales	Amount	% in Sales	19/18
Stand alone Net profit	247.476	12	215.295	12	115
Consolidated Net profit	294.542	10	246.801	10	119

Stand alone Net profit for 2019 is 247.476 thousand denars, which compared to last year has increased for 15%.

Consolidated Net profit for 2019 is 294.542 thousand denars, which compared to last year has increased for 19%.