

PERFORMANCE ANALYSIS for the January - December 2025 period

According to the unaudited stand-alone and consolidated Income Statement for the January - December 2025 period, ALKALOID AD Skopje achieved positive financial results.

Accounting policies and evaluation methods

In 2025, changes were made to the accounting policies and valuation methods of the positions in the financial statements of ALKALOID AD Skopje in accordance with the Rulebook on Accounting Records, published in the Official Gazette of the RM No. 75/24 on April 3, 2024.

Total revenues

The total stand-alone revenues for the January – December 2025 period in the amount of MKD 14,715,339 thousand have increased by 5%, compared to the revenues realized in the same period in 2024. The largest portion of 94% in the total revenues belongs to the sales revenues, which compared to 2024 have increased by 3%.

The total consolidated revenues for the January – December 2025 period in the amount of MKD 21,741,466 thousand have increased by 11%, compared to the revenues realized in the same period in 2024. The largest portion of 96% in the total revenues belongs to the sales revenues, which compared to 2024 have increased by 10%.

Total expenses

The total stand-alone expenses for the January - December 2025 period in the amount of MKD 12,538,498 thousand have increased by 4% compared to the expenses realized in the same period in 2024.

The total consolidated expenses for the January - December 2025 period in the amount of MKD 19,652,833 thousand have increased by 12% compared to the expenses realized in the same period in 2024.

Shares

The shares of ALKALOID AD Skopje have been listed since 2002 and stand as one of the most traded and most liquid shares on the Macedonian Stock Exchange. The price of ALKALOID AD Skopje shares ranged from MKD 24,000.00 to MKD 31,099.00 in the January-December 2025 period, with an average of MKD 27,468.23 - representing a 22.76% increase compared to the same period in 2024. The share price movement followed the average annual growth trend, driven by the consistent and transparent reporting of the company's positive performance, favorable public opinion, confidence in our products and management, and the general trend in global and regional stock exchanges. On 31.12.2025, 6,464 individuals and companies held ALKALOID AD Skopje shares, while its market capitalization was MKD 35.8 billion.

On April 1st 2025, the Annual Shareholders' Assembly approved the calculation and payment of gross dividend for 2024 in the amount of MKD 901,752 thousand. In accordance with the dividend calendar as of May 2025 the company started paying dividend in the amount of MKD 630 gross i.e. MKD 567 net-dividend for one ordinary share. The dividend per share for 2024 is 16.67% higher than the dividend paid per share for 2023.

Capital expenditures

In accordance with its long-term development strategy, i.e. 20-year investment development plan, the company constructed a completely new manufacturing plant for semi-solid pharmaceutical forms, a new medicine packaging plant, a new warehouse for raw materials, and its most significant investment - a new solid forms' manufacturing plant (pharmaceutical preparations) during the past several years. Furthermore, to adequately increase the capacities of Pharmaceuticals Quality Control, in 2025 a new Microbiological Quality Control Laboratory was commissioned at Alkaloid AD Skopje with the capacity to perform approximately 20,000 various microbiological analyses annually and employs a team of 21 highly qualified professionals.

In the January – December 2025 period a total of MKD 1,112,882 thousand has been invested in fixed assets.

Borrowings

The total consolidated borrowings as at 31.12.2025 are in the amount of MKD 3,045,881 thousand.

Employees

In the January – December 2025 period, ALKALOID AD Skopje recruited 54 new employees in the R.N. Macedonia. In March 2025 the Management Board of ALKALOID AD Skopje decided to approve and pay holiday allowance to its employees in the amount of MKD 44,500 net. The ALKALOID Group has 3,018 employees, of which 2,234 in the country and 784 in its subsidiaries and representative offices abroad.

Responsibility towards the local community

As part of its continuous contribution to the community, ALKALOID AD Skopje, together with its capital-related companies located in the country, generated significant economic impact in 2025 through the regular payment of taxes and other public duties to the state in the amount of MKD 1,965,720 thousand, investments in its employees amounting to MKD 2,119,678 thousand, dividend payments in the amount of MKD 784,441 thousand, and support to the healthcare system, sports and cultural activities, and the wider community through donations, sponsorships, and scholarships in the amount of MKD 226,953 thousand. In addition, the company cooperated with more than 1,950 domestic suppliers, generating a total turnover of MKD 3,231,879 thousand. These indicators confirm the company's long-standing commitment to responsible operations, sustainable growth, and strong support for the domestic economy and the broader community.

Significant Income statement positions

The achieved stand-alone and consolidated results for the January - December 2025 period, the proportions, dynamics and comparison with the previous year are as follows:

Stand-alone sales

Market	(In 000 MKD)				
	2025		2024		Ind
	Sales	%	Sales	%	25/24
Domestic market	3,858,675	28	3,618,713	27	107
Foreign market	9,979,301	72	9,814,586	73	102
Total:	13,837,976	100	13,433,299	100	103

Significant Income statement positions (continued)
Consolidated sales

Market	(In 000 MKD)				
	2025		2024		Ind
	Sales	%	Sales	%	25/24
Domestic market	7,249,593	35	6,050,916	32	120
Southeast Europe	5,565,590	27	5,162,464	27	108
Eastern Europe (CIS, UA, ...)	4,036,473	19	3,489,992	18	116
Western Europe (EU and EFTA)	3,854,559	18	4,153,580	22	93
Other	192,901	1	148,744	1	130
Total foreign market	13,649,523	65	12,954,780	68	105
Total:	20,899,116	100	19,005,696	100	110

The total consolidated sales revenues for the period January-December 2025 have increased by 10% compared to the same period last year. Compared to the planned sales for the 2025, actual sales are 2% higher.

As a proven partner in public healthcare, the company actively participates in providing the latest rare and specialized treatments by representing renowned global pharmaceutical manufacturers, thereby significantly bolstering the national healthcare system. Despite the limited profitability of these programs, they have considerably increased the domestic market share in total consolidated sales, reaching 35%. Compared to the same period last year, domestic sales have grown by 20%.

Foreign markets account for 65% of total consolidated sales. Sales in foreign markets for 2025 show a 5% increase compared to the previous year. The largest growth in export markets is recorded in Eastern Europe (growth of 16%).

Group of products	(In 000 MKD)				
	2025		2024		Ind
	Sales	%	Sales	%	25/24
Antibiotics	4,906,584	23	4,903,163	26	100
OTC products	3,795,432	18	3,535,124	19	107
Cardiovascular products	2,401,739	11	2,165,777	11	111
Neurological products	2,588,962	12	2,336,030	12	111
Other	1,787,782	9	1,600,543	8	112
Total products - ALKALOID	15,480,499	74	14,540,637	77	106
Commodities	3,552,681	17	2,561,334	13	139
Services and other revenue	83,545	0	115,851	1	72
Total Pharmaceuticals	19,116,725	91	17,217,822	91	111
Total Chemistry	372,222	2	335,526	2	111
Total Cosmetics	1,145,597	5	1,182,750	6	97
Total Botanicals	264,572	1	269,598	1	98
Total:	20,899,116	100	19,005,696	100	110

Broken down by product group, the highest share of the total consolidated sales belongs to the Pharmaceuticals segment with 91%. Compared to the previous year, sales in this segment increased by 11%. The highest growth was recorded in cardiovascular and neurological products, which increased by 11%, followed by OTC products with a 7% increase, while antibiotics remained at the same level as last year. In the Cosmetics and Herbal segments, the decline is attributable to reduced and limited prices and margins across nearly the entire portfolio in North Macedonia, Serbia, and Montenegro, which were in effect during a certain period of the year.

Earning before interest, taxes, depreciation and amortization (EBITDA)

	(In 000 MKD)				
	2025		2024		Ind
	Amount	% in Sales	Amount	% in Sales	25/24
Stand-alone EBITDA	3,393,013	25	2,886,531	21	118
Consolidated EBITDA	3,594,356	17	3,000,938	16	120

Significant Income statement positions (continued)
Net profit

	(In 000 MKD)				
	2025		2024		Ind
	Amount	% in Sales	Amount	% in Sales	25/24
Stand-alone Net profit	1,984,231	14	1,702,570	13	117
Consolidated Net profit	1,795,766	9	1,684,020	9	107

The achieved stand-alone net profit in 2025 amounts to MKD 1,984,231 thousand, a 17% increase compared to the previous year.

The achieved consolidated net profit in 2025 amounts to MKD 1,795,766 thousand, a 7% increase compared to the previous year.

2026 Business Plan

The 2026 Business Plan, adopted by the Management Board of ALKALOID AD Skopje at its December 29th, 2025 meeting, anticipates investment of around 8% of the consolidated revenue in tangible and intangible assets, growth in consolidated sales of 7% compared to sales in 2025, and growth in consolidated profit of 7% compared to 2025.

The 2026 Business Plan is based on the expectations, forecasts and opportunities on the existing and new markets and products available to the Company at the time of drafting the plan. Circumstances and events in 2026 may vary from those taken into account in the Business Plan and so may actual results.

Expectations for the upcoming period

The trend of operating within challenging economic conditions, which has prevailed in recent years, continued into 2025. Key challenges such as inflation and increasing interest rates are anticipated to maintain their current levels or even experience slight declines. Additionally, global security crises further complicate the economic landscape, introducing uncertainties that may impact energy prices, disrupt supply chains, and affect the availability of certain materials. The potential risk of a global trade war could trigger further increases in raw material prices and increased operating costs. We are closely monitoring these occurrences and are taking measures to mitigate potential effects.

We expect to sustain our growth trajectory in 2026. Building upon our ongoing investments in new manufacturing facilities, equipment, and research and development endeavors, we aim to fortify our competitive portfolio and capitalize on market expansion opportunities. In pursuit of these objectives, we will continue to recruit talent domestically and internationally, while steadfastly investing in enhancing the knowledge and skills of our workforce and in building talents.