

## PERFORMANCE ANALYSIS for the January - June 2025 period

According to the unaudited stand-alone and consolidated Income Statement for the January - June 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 – June 2025 period in the amount of MKD 7,189,776 thousand have increased by 3%, 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 1%.

The total consolidated revenues for the January – June 2025 period in the amount of MKD 10,465,963 thousand have increased by 9%, compared to the revenues realized in the same period in 2024. The largest portion of 97% in the total revenues belongs to the sales revenues, which compared to 2024 have increased by 7%.

### Total expenses

The total stand-alone expenses for the January - June 2025 period in the amount of MKD 6,164,736 thousand have increased by 3% compared to the expenses realized in the same period in 2024.

The total consolidated expenses for the January - June 2025 period in the amount of MKD 9,494,769 thousand have increased by 9% 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-June 2025 period, with an average of MKD 28,140.53 - representing a 39% 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 30.06.2025, 6,270 individuals and companies held ALKALOID AD Skopje shares, while its market capitalization was MKD 39.7 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 the January – June 2025 period a total of MKD 615,184 thousand has been invested in fixed assets.

### Borrowings

The total consolidated borrowings as at 30.06.2025 are in the amount of MKD 3,013,326 thousand.

### Employees

In the January – June 2025 period, ALKALOID AD Skopje recruited 21 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 3,027 employees, of which 2,269 in the country and 758 in its subsidiaries and representative offices abroad.

### Significant Income statement positions

The achieved stand-alone and consolidated results for the January - June 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	1,877,325	28	1,810,643	27	104
Foreign market	4,876,698	72	4,898,972	73	100
<b>Total:</b>	<b>6,754,023</b>	<b>100</b>	<b>6,709,615</b>	<b>100</b>	<b>101</b>

#### Consolidated sales

Market	(In 000 MKD)				
	2025		2024		Ind
	Sales	%	Sales	%	25/24
<b>Domestic market</b>	<b>3,436,808</b>	<b>34</b>	<b>2,894,251</b>	<b>31</b>	<b>119</b>
Southeast Europe	2,793,487	28	2,571,443	27	109
Eastern Europe (CIS, UA, ...)	1,882,089	18	1,869,742	20	101
Western Europe (EU and EFTA)	1,932,784	19	2,075,685	22	93
Other	68,062	1	64,102	1	106
<b>Total foreign market</b>	<b>6,676,422</b>	<b>66</b>	<b>6,580,972</b>	<b>69</b>	<b>101</b>
<b>Total:</b>	<b>10,113,230</b>	<b>100</b>	<b>9,475,223</b>	<b>100</b>	<b>107</b>

**Significant Income statement positions (continued)**

The total consolidated sales revenues for the period January-June 2025 have increased by 7% compared to the same period last year. In 2024, ALKALOID achieved an impressive 15% growth, significantly exceeding initial projections and nearly doubling the planned growth for that year. This exceptional result set a high benchmark for 2025, where current growth is moderate but aligned with the projected dynamics. Compared to the planned sales for the first half of 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 34%. Compared to the same period last year, domestic sales have grown by 19%.

Foreign markets account for 66% of total consolidated sales. Sales in foreign markets for the first half of 2025 show a 1% increase compared to the previous year. The largest growth in export markets is recorded in South-East Europe (growth of 9%). In the upcoming period, we expect cumulative sales in foreign markets to exceed last year's figures.

Group of products	(In 000 MKD)				
	2025		2024		Ind
	Sales	%	Sales	%	25/24
Antibiotics	2,318,021	23	2,586,394	27	90
OTC products	1,609,371	16	1,708,247	18	94
Cardiovascular products	1,233,771	12	1,138,189	12	108
Neurological products	1,292,558	13	1,175,179	12	110
Other	1,122,947	11	765,282	8	147
<b>Total products - ALKALOID</b>	<b>7,576,668</b>	<b>75</b>	<b>7,373,291</b>	<b>78</b>	<b>103</b>
Commodities	1,629,230	16	1,137,096	12	143
Services and other revenue	45,504	0	65,727	1	69
<b>Total Pharmaceuticals</b>	<b>9,251,402</b>	<b>91</b>	<b>8,576,114</b>	<b>91</b>	<b>108</b>
<b>Total Chemistry</b>	<b>194,610</b>	<b>2</b>	<b>169,018</b>	<b>2</b>	<b>115</b>
<b>Total Cosmetics</b>	<b>565,230</b>	<b>6</b>	<b>607,093</b>	<b>6</b>	<b>93</b>
<b>Total Botanicals</b>	<b>101,988</b>	<b>1</b>	<b>122,998</b>	<b>1</b>	<b>83</b>
<b>Total:</b>	<b>10,113,230</b>	<b>100</b>	<b>9,475,223</b>	<b>100</b>	<b>107</b>

The decrease in sales of Antibiotics and OTC products is primarily due to the seasonality of colds and flu, which had a noticeable peak in the first half of last year, but did not recur this year. The decrease in the Cosmetics and Botanicals sales segment is mainly due to reduced and limited prices and margins across almost the entire portfolio in Macedonia and Montenegro.

**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	1,614,311	24	1,466,749	22	110
Consolidated EBITDA	1,699,524	17	1,559,989	16	109

**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	941,846	14	882,679	13	107
Consolidated Net profit	855,738	8	825,117	9	104

The achieved stand-alone net profit in 2025 amounts to MKD 941,846 thousand, a 7% increase compared to the previous year.

The achieved consolidated net profit in 2025 amounts to MKD 855,738 thousand, a 4% increase compared to the previous year.

**2025 Business Plan**

The 2025 Business Plan, adopted by the Management Board of ALKALOID AD Skopje at its December 27th, 2024 meeting, anticipates investment of around 8% of the consolidated revenue in tangible and intangible assets, growth in consolidated sales of 8% compared to sales in 2024, and growth in pre-tax consolidated profit of 7% compared to 2024.

The 2025 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 2025 may vary from those taken into account in the Business Plan and so may actual results.

**Expectations for the upcoming period**

It is highly likely that the trend of operating within challenging economic conditions, which has prevailed in recent years, will persist 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 2025. 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.