PERFORMANCE ANALYSIS
for the January - June 2026 period

In the period January – June 2026, ALKALOID AD Skopje achieved positive financial results, presented in the unaudited standalone and consolidated income statements.

Accounting policies and valuation methods

Starting from 2025, changes have been 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

Total standalone revenues achieved in the period January – June 2026 amount to 7,427,158 thousand denars and, compared to the same period in 2025, record an increase of 3%. In the structure of total revenues, the largest share (93%) is from revenues from sales of products and services, which, compared to 2025, increased by 2%.

Total consolidated revenues achieved in the period January – June 2026 amount to 10,831,557 thousand denars and, compared to the same period in 2025, record an increase of 3%. In the structure of total revenues, the largest share (95%) is from revenues from sales of products and services, which, compared to 2025, increased by 2%.

Total expenses

Total standalone expenses achieved in the period January – June 2026 amount to 6,271,208 thousand denars and, compared to the same period in 2025, record an increase of 2%.

Total consolidated expenses achieved in the period January – June 2026 amount to 9,814,429 thousand denars and, compared to the same period in 2025, record an increase of 3%.

Shares

The shares of ALKALOID AD Skopje have been listed on the Official Market of the Macedonian Stock Exchange since 2002 and are considered among the most traded and most liquid shares on the Exchange. The share price in the period January – June 2026 ranged from 24,010.00 to 27,300.00 denars, or an average of 25,101.49 denars per share. As of 30.06.2026, the shares of ALKALOID AD Skopje were owned by 6,591 shareholders, individuals and legal entities, and the market capitalization of the company amounted to 34.64 billion denars.

On 30 March 2026, at the Annual General Meeting of Shareholders, the calculation and payment of a gross dividend for 2025 in the amount of 1,030,574 thousand denars was approved. In accordance with the dividend calendar, as of May 2026 the company started paying dividend in the amount of 720 denars gross, i.e., 648 denars net per share. The dividend per share for 2025 is higher by 14.3% compared to the dividend per share paid for 2024.

Investments

Total investments in property, plant and equipment in the period January – June 2026 amount to 837,711 thousand denars, representing an increase of 69% compared to the same period of the previous year. Part of the total investments relate to investments realized through the related company ALKALOID ENERGETIKA DOOEL, aimed at the construction and development of photovoltaic capacities for electricity generation from renewable sources, which starts trial operation in July 2026.

Borrowings

Total consolidated borrowings as of 30.06.2026 amount to 3,690,261 thousand denars.

Employees

In the period January – June 2026, ALKALOID AD Skopje hired 43 new employees in the Republic of North Macedonia. The average net salary per employee in the company in June 2026 was 67,646 denars. By decision of the Management Board of ALKALOID AD Skopje, in 2026 a vacation allowance in the amount of 47,000 denars net was approved and paid to the company's employees. The ALKALOID Group employs 3,030 people, of which 2,221 are in the country and 809 are employed in the capital-related companies abroad.

Key income statement items

The achieved standalone and consolidated operating results for the period January – June 2026, as well as the structure, dynamics and comparisons with the previous year, are presented in the following tables:

Standalone sales

(In 000 denars)

Market	2026 Amount	2026 %	2025 Amount	2025 %	Index 26/25
Domestic market	1,912,570	28	1,877,325	28	102
Foreign markets	4,957,796	72	4,876,698	72	102
Total:	**6,870,366**	**100**	**6,754,023**	**100**	**102**

Consolidated sales

(In 000 denars)

Market	2026 Amount	2026 %	2025 Amount	2025 %	Index 26/25
Domestic market	**3,840,737**	**37**	**3,436,808**	**34**	**112**
Southeast Europe	2,957,757	29	2,793,487	28	106
Eastern Europe (CIS, UKR, ...)	1,822,206	18	1,882,089	19	97
Western Europe (EU and EFTA)	1,672,040	16	1,932,784	19	87
Other countries	44,364	0	68,062	1	65
Total foreign markets	**6,496,367**	**63**	**6,676,422**	**66**	**97**
Total:	**10,337,104**	**100**	**10,113,230**	**100**	**102**

Key income statement items (continued)

Total consolidated sales revenues in the period January–June 2026 recorded an increase of 2% compared to the same period of the previous year.

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 37%. Compared to the same period of the previous year, sales in the country recorded an increase of 12%.

Foreign markets account for 63% of total consolidated sales. The largest increase among export markets was recorded in sales in Southeast European countries (an increase of 6%).

(In 000 denars)

	2026		2025		Index
Product groups	**Amount**	**%**	**Amount**	**%**	**26/25**
Antibiotics	1,919,738	19	2,318,021	23	83
OTC products	1,918,729	19	1,609,371	16	119
Cardiovascular products	1,266,471	12	1,233,771	12	103
Neurological products	1,410,959	14	1,292,558	13	109
Other product lines	960,320	9	1,122,947	11	86
Total products - Alkaloid	**7,476,217**	**72**	**7,576,668**	**75**	**99**
Commodities	1,988,822	19	1,629,230	16	122
Services and other revenues	53,535	1	45,504	0	118
Total Pharmaceuticals	**9,518,574**	**92**	**9,251,402**	**91**	**103**
Total Chemistry	**176,677**	**2**	**194,610**	**2**	**91**
Total Cosmetics	**541,519**	**5**	**565,230**	**6**	**96**
Total Botanicals	**100,334**	**1**	**101,988**	**1**	**98**
Total:	**10,337,104**	**100**	**10,113,230**	**100**	**102**

By product groups, the largest share in the structure of total consolidated sales is held by products from the pharmaceuticals segment, with 92%. Compared to last year, sales in this segment increased by 3%. The highest growth was recorded in OTC products (up by 19%), followed by neurological products (up by 9%) and cardiovascular products (up by 3%), while antibiotics decreased compared to the first half of the previous year, which is due to the reduced incidence of bacterial infections.

Key income statement items (continued)

The Chemistry, Cosmetics and Botanicals segment accounts for 8% of total consolidated sales, specifically: Chemistry 2%, Cosmetics 5%, and Botanicals 1%. This segment recorded lower sales in the first half of the year compared to the same period last year. In the Chemistry segment, due to significant oscillations in silver prices, some orders from our customers were postponed. However, in recent months there has been increased order activity, and we expect order volumes to stabilize during the second half of the year. In the Cosmetics and Botanicals segments, the lower sales are largely due to regulated and limited prices and margins on almost the entire portfolio in Serbia and Montenegro during the first half of the year. Given that these measures have since been lifted, we expect sales growth in these segments during the second half of the year.

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

(In 000 denars)

	2026		2025		Index
	Amount	% of Sales	Amount	% of Sales	26/25
Standalone EBITDA	1,786,231	26	1,614,311	24	111
Consolidated EBITDA	1,830,326	18	1,699,524	17	108

Net profit

(In 000 denars)

	2026		2025		Index
	Amount	% of Sales	Amount	% of Sales	26/25
Standalone net profit	1,060,421	15	941,846	14	113
Consolidated net profit	890,512	9	855,738	8	104

Standalone net profit achieved in 2026 amounts to 1,060,421 thousand denars and, compared to 2025, records an increase of 13%.

Consolidated net profit achieved in 2026 amounts to 890,512 thousand denars and, compared to 2025, records an increase of 4%. The slower growth of consolidated profit is mainly due to the structure of sales realized in the first half of the year and increased costs related to the formation and strengthening of sales teams in some export markets, whereby we expect these investments to contribute to better sales results and higher profitability in the coming period.

Business plan for 2026

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 results achieved in the first half of 2026 are in line with the planned dynamics of the Business Plan implementation. In the coming period, cumulative placements on the domestic and foreign markets are expected to exceed last year's achievements.

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 were present in recent years, continues in 2026 as well. Dominant challenges were inflation and the increase in interest rates, as well as pressure on consumer purchasing power, affecting consumption and demand dynamics in certain markets, thus uncertainty remains pronounced. The company is exposed to interest rate risk mainly on the basis of short-term and long-term loans, whereby this is continuously monitored and managed through direct negotiations with banks, without significant oscillations in interest rates.

At the same time, global security crises, including the escalation of the conflict related to Iran, further complicate the economic environment and predictability. These developments have a significant impact on global energy markets, causing increases and heightened volatility in energy prices, which creates additional inflationary pressures and difficulties in supply chains, as well as risks related to the availability of certain raw materials and other materials. In addition, the potential risk of an escalation of global trade tensions may trigger further increases in raw material prices and lead to higher operating costs. We carefully monitor developments and take appropriate measures to mitigate these potential effects.

We expect in 2026 to continue along the path of continuous growth based on the opportunities from our current investments in new manufacturing capacities and equipment, and from investments in research and development projects, thus creating a competitive portfolio and opportunities for market expansion. To achieve these goals, we will continue with new employments in the country as well as in foreign markets, while continuously investing in raising and improving the level of knowledge and skills of our employees and in building talents.