



PRESS RELEASE

14th November, 2017

Financial results for 3rd Quarter 2017

Stable profitability performance backed by strong domestic market sales and increasing market share

3Q 2017	3Q 2016	% difference	(In million MKD)	9M 2017	9M 2016	% difference
5,956	5,449	9%	Sales revenue	16,674	13,523	23%
341	333	2%	Gross Margin	824	986	-16%
220	209	5%	Operating costs	672	639	5%
242	206	17%	Adjusted EBITDA*	413	455	-9%
119	123	-3%	Profit before tax	155	302	-49%

OKTA achieved high profitability in the third quarter of 2017, backed by the continued strong sales volume on the domestic market, yielding the increased market share, coupled with ongoing structural optimizations. Furthermore, by successfully overcoming, on several occasions, some extreme situations related to the bad weather conditions and border blockage, faced during the first months of 2017, OKTA remains the main guarantor of fuel supply in the country.

Hence, Adjusted EBITDA, being the key indicator of the operational profitability of the company, amounts to 242 million MKD for 3Q 2017, compared to 206 million MKD for 3Q 2016. Furthermore, on a Year to Date level, Adjusted EBITDA stands at 413 million MKD, being at lower levels than the same period last year due to the profit from extraordinary sales to State Reserves in 9M 2016, which boosted Adjusted EBITDA to 455 million MKD. On the other hand, excluding this one off effect of the sales to State Reserves, the 9M 2016 Adjusted EBITDA would have lower than 9M 2017. Sales revenue continues to outperform, reaching 16,674 million MKD, compared to 13,523 million MKD in the same period last year. Profit before tax was adversely affected by 22 million MKD for the nine months of 2017, due to the falling international fuel prices and the accompanying negative inventory impact, while in 2016 this effect was positive in amount of 78 million MKD as a result of the rising trend of oil prices.

Generating these strong operating results, the Company managed to maintain its strong financial position, covering both its planned capital expenditure and working capital needs. Moreover, OKTA finalized its distribution of dividend for a second consecutive year in its history in September 2017.

During the last quarter, OKTA remained devoted to the welfare of the citizens and improvement of their everyday life. Thus, the company donated computers and air-conditioners to the general hospital in Gostivar thereby assisting the enhancement of the conditions for patients and staff. By granting 10 scholarships for postgraduate studies to students at UKIM, OKTA expects to build up personnel who will be the driving force for the development of the country. OKTA's employees once more demonstrated their humanity by taking part in the World Hunger Day, through collective, voluntary withdrawal from their own meal and organization of traditional blood donation activity.



The Company remains devoted to the fair and transparent collaboration with all its partners, suppliers and customers, in order to ensure regular and uninterrupted supply with the highest quality of fuels in the local and neighboring markets, while it continues to grow and to contribute to the society.

For further information

Aleksandar Kapetanovski, OKTA relation with investors, AKapetanovski@helpe.gr

Marija Stavreva, Communications & CSR, M.T.Stavreva@helpe.gr