



Quick Report

on the results of the

Zwack Unicum Plc.

in the first half of the 2017–2018 business year

The Board of Directors of the Zwack Unicum Plc. has approved the Management's report about the results of the Company in the first half of the 2017–2018 business year.

In compliance with the accounting rules currently in force, as from 1 April 2017, the Company prepares its reports only in accordance with the IFRS standards.

The data are not audited.

1. Half year report analysis

Total gross sales of the Company amounted to HUF 10 625 million, a year-on-year decrease of 3.6%. Net sales (sales revenues excluding excise tax and public health product tax) were HUF 6 462 million – a year-on-year increase of 0.2% (HUF 10 million).

There was no tangible year-on-year change in the net domestic sales (HUF -7 million; -0.1%). The net sales of own-produced goods decreased in the domestic market by HUF 200 million (4.3%) (that is, it reached HUF 4 424 million instead of HUF 4 624 million). Broken down however, the sales of premium products rose by 8.6%. We are pleased to report that the sales of each of our major brands (Unicum, Fűtyűlős and Vilmos) grew. Unicum Riserva super premium liqueur, which was introduced in the on-trade channel at the beginning of the year, had a good start in the market: it contributed to the growth of 8.6% with one percentage point. The sales of own-produced quality products showed a year-on-year decrease of nearly 30%. That was a consequence of a spike in the sale of the Kalinka vodka at the end of 2016 – which we indicated in our earlier reports. By contrast, the sale of St. Hubertus increased by 16%. The net sales revenue of traded products had a year-on-year increase of 17.2%. Broken down, the revenue of the Diageo portfolio went up by 22.7%, whereas the revenue of the other traded products grew by 7.6%. The sales figure was favourable largely because this year a considerable part of the revenue of the Easter season was generated in April while in 2016 it occurred in March.

Market research for April–July indicate that the Hungarian market of spirits increased by 4.2% in volume. Increase was similar in the premium and the non-branded segments (5.8% and 6%, respectively) while consumption of the quality products slightly decreased (-0.6%).

Data sheet heading (general)

Company name : Zwack Unicum Nyrt.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2017-18. business year, 1. half
year (01.04.2017-30.09.2017)

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Investor Relations Balázs Szűcs

Export earnings were HUF 724 million – a year-on-year increase of 2.4%. The export revenue of Unicum grew by 7.6% but the export of pálinkas decreased significantly, chiefly those supplied to Germany. Among the key export destinations, sales in Germany levelled off (because increase in the sales of Unicum compensated for decrease in the sales of pálinkas), the export revenue in Italy and in the Duty Free segment slightly increased (by 3% and 1%, respectively), while the revenue from exports to Romania grew dynamically (by 13%).

The material cost of goods sold increased by HUF 19 million (0.7%), which was slightly above the 0.2% increase in net sales. As a consequence, the gross margin ratio of sales decreased by 0.2 percentage points (it was 58.9% instead of 59.1%). Changes in the composition of products traded were the main cause of that development: the proportion of traded products with a lower gross margin ratio increased while that of the own-produced goods somewhat decreased.

Employee benefit expense increased by HUF 76 million (6.1%). The bulk of the increase (HUF 72 million) was accounted for by a bonus paid to our employees equalling two weeks' pay. It was approved by the Board of Directors in appreciation of the employees' part in the Company's achievements in the previous business year. Furthermore, at the start of the current business year the Company granted an across-the-board average pay hike of 6.2%. The pay hike was differentiated according to income bands (ranging between 4 and 9%); and it was higher in the lower income bands and lower in the higher ones. By contrast, the employee benefit expense considerably decreased because the social contribution tax was reduced by 5 percentage points.

The other operating expenses rose by HUF 90 million (6.7%), which was mainly due to increase in marketing expenses. Higher marketing spending was connected to the Company's own-produced premium products (Unicum, Unicum Riserva and Fűtyűlős).

The other operating income decreased by HUF 70 million (20.3%). Of that decrease HUF 61 million were related to the fact that marketing budgets of traded products went down. In the first half of the previous business year the Company posted exchange rate gain of HUF 9 million (which explains the rest of the change), whereas in the current business year the Company posted exchange rate loss of HUF 7 million (which appears in the line "Other operating expenses").

The balance of financial income and financial expense decreased by HUF 5 million (92.5%). In the current business year the company omitted free financial assets.

The Company's profit before taxation has thus decreased by HUF 249 million (18.8%) (HUF 1 077 million instead of HUF 1 326 million). The sale of Kalinka vodka considerably decreased but the Company has managed to compensate for that by realizing an increase in the sales of products belonging to other brands. Consequently, gross margin levelled off

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(-HUF 8 million; -0.2%). The operating costs went up by HUF 165 million (5.8%), and the increase can be divided into two parts. Two-thirds of the increase was due to one-off expenditures (e.g.: a bonus equalling two weeks' pay), and the effects of one third (such as the across-the-board pay hike for employees and the increase in marketing costs) can be felt throughout the business year.

The Company's calculated tax (corporate tax, local business tax and deferred tax) decreased by HUF 128 million (40.1%), chiefly due to the lowering of the rate of corporate tax and, to a lower extent, due to a lower profit before taxation.

The Company's profit after taxation was HUF 886 million – a year-on-year decrease of 12% (previous: HUF 1 007 million) but it is substantially higher than the plan target.

In the balance sheet the deferred tax liability is lower than in the previous business year by HUF 148 million, which is the consequence of the lowering of the corporate tax rate.

The value of the inventories showed a year-on-year increase of HUF 334 million (13.4%). That considerable increase was due to multiple causes. First, increase in the turnover of premium products always pushes up the value of inventories. Second, in forthcoming months we intend to sell a larger quantity of value-added products during the Christmas season. Because of an acute shortage of labour, our Company's staff (and contracted partners) packed those products earlier than in previous years.

Trade and other receivables went up by HUF 297 million (10.9%). Nearly a half of the increase occurred due to the increase in the volume of accounts receivable because the proportion of prompt payment went down. Tax prepayment had a year-on-year increase of about HUF 100 million, and advance payments made towards fixed assets grew by HUF 60 million.

Cash and cash equivalents had a year-on-year decrease (-HUF 595 million; -35.7%), which was due to increase in the volume accounts receivable and that of inventories.

During the first half of the business year the Zwack Unicum Plc. spent HUF 236 million on fixed assets, and those expenditures were of a supplemental type.

2. Business Environment of the Company

The Zwack Unicum Plc. is the biggest player in Hungary's spirits market. As nearly 90% of its revenues are domestically generated, trends in domestic consumption are crucial for its wellbeing. Domestic consumption of branded spirits has increased in Hungary in recent years and the tendency is expected to continue in the near future. See the first chapter of this report for concrete market figures.

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Business branch	Food	E-mail	szucs@zwackunicum.hu
Period	2017-18. business year, 1. half year (01.04.2017-30.09.2017)	Investor Relations	Balázs Szűcs

3. Objectives and Strategy of the Company

The Company's primary activity is producing and selling alcoholic drinks. The principal aim of Zwack Unicum Plc. is to maintain its market leading role in Hungary's market of spirits and further strengthen its dominant presence in the premium and quality products segments.

In Hungary the Company is the exclusive distributor of the products of Diageo Plc.; Moët-Hennessy and others. Thus, in addition to the self manufactured premium brands of determining importance in the Hungarian market (Unicum, Füttyülős, Vilmos, St. Hubertus) Zwack Unicum Plc.'s portfolio is coloured by world brands such as Johnnie Walker, Baileys, Captain Morgan and Hennessy cognac and Moët&Chandon champagne.

With such a portfolio our Company offers an impressively rich assortment of branded products for consumers.

The product development and the successful product launch are the most important means to keep and strengthen the market leader position. The Company has the objective of deriving at least 10 % of its gross sales from exports and has the ambition to increase it.

4. Main Resources and Risks of the Company's Activities

▪ Material Resources

• Production and Plant

The Company has three production plants. Unicum bulk production and early aging are done in the Unicum plant in Soroksári út. The Dunaharaszti plant takes care of additional aging and bottling of the liquor, and also the bottling of the majority of the other products produced by the Company. The fruit palinka distillery operates in Kecskemét, and this is where the small series products are bottled.

The output capacities of the plants concerned are appropriate for bulk production and bottling as well. At the plant in Dunaharaszti a major modernization project for bottling began in 2015. Machinery of two bottling lines is being replaced by new machine units. The project is expected to run until 2020, and in that period capital expenditures will exceed annual depreciation figures.

• Financial Position

The Company's financial position is stable, always fulfills its financial obligations on time. Financial transactions were made by Unicredit, Erste and K&H Bank from among the largest commercial banks.

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▪ Human Resources

The Company has 238 employees (at the end of the 2016/2017 business year it had 227; and in the corresponding period of the previous business year it had 234.) The increase is mainly due to the change between the headcount of temporary and payroll workers.

In the Hungarian spirits market the Zwack Unicum Plc. has the biggest human resources for sales and marketing. Indeed, the related competitive edge in distribution and innovation are among the Company's most important strengths.

▪ Risk factors

The most important risk factor affecting our Company is the change of the regulatory environment that may have a negative effect on domestic consumption or on the sales volume.

Company activities are exposed to various financial risks: market risks, credit risks, and liquidity risks. Keeping in mind the unpredictability of the financial market, the Company tries to keep the possible negative implications affecting Company finances at the minimum. In line with the accounting policy, the Company applies derivative financial tools to counter certain financial risks.

Regarding its market risks, to reduce the foreign exchange risks arising from the export and import activities and from the Euro deposits, the Finance Department monitors, in line with the hedging policy, the foreign exchange liabilities, and keeps the necessary amount of forex on its bank accounts. Furthermore, the Company completes derivative transactions to reduce the same risks. Therefore the changes in exchange rate within the financial year have no significant implications on the profit and loss statement, nor on shareholders' equity.

The Company is not exposed to significant commodity market and other price risks either, not to interest risks because the amount of liquid investments on 30 September 2017 was 16 M HUFs, and the Company also has fix interest assets whose book value is, by the order of magnitude, the same as their market value; the Company has no interest bearing loans either.

The Company has no significant credit risks, nor related to accounts receivables, due to the diversity of its customers. Also a significant portion of the accounts receivable is insured by financial institution up to 90% of single liabilities. The Company applies no other credit rating methods since this credit guarantee method is deemed to be effective enough to manage credit risks.

Company financial assets and fix deposits are mostly in HUF. The credit risk is low since Zwack Unicum Nyrt. placed its funds with reliable financial institutions.

Liquidity management of the Company covers the necessary amount of financial tools and also the necessary credit lines. The Management continuously monitors the necessary liquidity provisions (consisting of the undrawn credit line and the financial assets) based on the expected cash flow.

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This Quick Report has been made according to the relevant accounting regulations and the financial statements made on the basis of our best knowledge. It gives a truthful and reliable account of the assets, liabilities, financial standing and profits of Zwack Unicum Plc. This business report gives a reliable picture also of the Zwack Unicum Plc.'s situation, development and performance.

Additional information:

- There was no change in the ownership structure of the Company.
- During the first half of the 2017–2018 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

18 December 2017

*On behalf of the Board of Directors of the
Zwack Unicum Plc.,*


Sándor Zwack
Chairman


Frank Odzuck
Chief Executive Officer

Data sheet heading (general)

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Financial Statements

PK3. Balance Sheet (according to IFRS)

data in HUF million

	30.09.2016	31.03.2017	30.09.2017	Change to 2016.09.30	%	Change to 2017.03.31	%
ASSETS							
Non-current assets							
Property, plant and equipment	2 764	2 891	2 834	70	2,5%	-57	-2,0%
Intangible assets	111	106	103	-8	-7,6%	-3	-3,2%
Returnable packaging materials	21	20	25	4	21,0%	5	24,4%
Investment in associate	16	16	16	0	0,0%	0	-1,8%
Employee loans	24	15	22	-2	-9,3%	7	47,1%
Deferred tax asset	246	109	97	-148	-60,3%	-12	-10,6%
	3 181	3 157	3 096	-85	-2,7%	-61	-1,9%
Current assets							
Inventories	2 491	1 862	2 824	334	13,4%	962	51,7%
Trade and other receivables	2 722	2 208	3 019	297	10,9%	811	36,8%
Cash and cash equivalents	1 666	2 809	1 071	-595	-35,7%	-1 738	-61,9%
	6 879	6 879	6 915	36	0,5%	36	0,5%
TOTAL ASSETS	10 060	10 036	10 011	-49	-0,5%	-25	-0,2%
Shareholders' equity							
Share capital	2 000	2 000	2 000	0	0,0%	0	0,0%
Share premium	165	165	165	0	0,0%	0	-0,3%
Retained earnings	3 324	4 558	3 345	21	0,6%	-1 213	-26,6%
	5 488	6 723	5 509	21	0,4%	-1 214	-18,1%
Liabilities							
Non-current liabilities							
Other financial liabilities	382	427	427	46	11,9%	0	0,0%
	382	427	427	46	11,9%	0	0,0%
Current liabilities							
Trade and other liabilities	4 099	2 792	3 990	-109	-2,7%	1 198	42,9%
Borrowings	0	0	18	18		18	
Provisions for other liabilities and charges	91	94	66	-25	-27,1%	-28	-29,4%
	4 190	2 886	4 075	-115	-2,7%	1 189	41,2%
Total liabilities	4 571	3 313	4 502	-70	-1,5%	1 189	35,9%
TOTAL EQUITY & LIABIL.	10 060	10 036	10 011	-49	-0,5%	-25	-0,2%

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PK4. Profit and Loss (P/L) Statement (according to IFRS)

data in HUF million

	2016-2017.	2017-2018.	Variance	%
	I. half year	I. half year		
Gross Sales	11 021	10 625	-396	-3,6%
Excise Tax	4 087	3 532	-555	-13,6%
Public Health Product Tax (PHPT)	482	631	149	30,9%
Sales net of taxes	6 452	6 462	10	0,2%
Material cost of goods sold	2 639	2 658	19	0,7%
Gross Margin	3 813	3 804	-8	-0,2%
	59,1%	58,9%		-0,2%
Employee benefits expense	1 256	1 332	76	6,1%
Depreciation and amortization	237	236	0	-0,2%
Other operating expenses	1 346	1 435	90	6,7%
Operating expenses	2 839	3 004	165	5,8%
Other operating income	346	276	-70	-20,3%
Profit from operations	1 320	1 076	-244	-18,5%
Interest income	5	1	-5	-90,6%
Interest expense and other similar charges	0	0	0	
Net financial income/loss	5	0	-5	-92,5%
Share of profit of associates	0	0	0	
Profit before tax	1 326	1 077	-249	-18,8%
Tax (corporate, deferred and local industrial)	319	191	-128	-40,1%
Profit after tax	1 007	886	-121	-12,0%

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PK5. Cash-flow Statement (according to IFRS)

data in HUF million

	2016-2017. I. half year	2017-2018. I. half year	Variance	%
Profit before tax	1 326	1 077	-249	-18,8%
Net financial income	(5)	0	5	-100,0%
Share of profit of associates	0	0	0	
Depreciation and amortization	237	236	-1	-0,4%
(Gain)/loss on disposal of fixed assets	0	1	1	
Increase\decrease) in trade creditors and other liabilities	1 265	1 245	-20	-1,6%
(Increase)\decrease in inventories	(619)	(968)	-349	56,4%
(Increase)\decrease in trade and other receivables	(249)	(635)	-386	155,0%
(Gain)/loss on unrealized foreign exchange rate difference	1	(11)	-12	-1200,0%
Impairment of investments in associates	0	0	0	
Other changes	(28)	(28)	0	
Cash generated from operations	1 928	917	-1 011	-52,4%
Interest paid	0	0	0	
Corporate income tax paid	(645)	(361)	284	-131,5%
Cash flow from operating activities	1 283	556	-727	-56,7%
Capital expenditures	(216)	(236)	-20	9,3%
Sales \ (purchase) of investments	0	0	0	
Dividends received	0	0	0	
Interest received	7	1	-6	-85,7%
Proceeds from sale of fixed assets	36	12	-24	-66,7%
Proceeds from other financial assets	0	0	0	
Cash flow from investing activities	(173)	(223)	-50	28,9%
Dividends paid	(1 700)	(2 100)	-400	23,5%
Cash flow from financing activities	(1 700)	(2 100)	-400	23,5%
Change in cash and cash equivalents	(590)	(1 767)	-1 177	199,5%
Cash and cash equivalents, beginning of the period	2 257	2 809	552	24,5%
Exchange gains/(losses) on cash and cash equivalents	(1)	11	12	-1200,0%
Cash and cash equivalents, end of the period	1 666	1 053	-613	-36,8%
Consists of:				
Overdraft	0	(18)	-18	
Cash in banks and on hand	1 666	1 071	-595	-35,7%
			0	
Balance end of the period	1 666	1 053	-613	-36,8%

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PK6. Statement of Changes in Equity (according to IFRS)

data in HUF million

	Share Capital	Share premium	Retained Earnings	Total
Balance at 1 April 2016	2 000	165	4 017	6 182
Dividend related to financial year 2015/2016			(1 700)	(1 700)
Profit for the first half year			1 007	1 007
Balance at 30 September 2016	2 000	165	3 324	5 489
Balance at 1 April 2017	2 000	165	4 558	6 723
Dividend related to financial year 2016/2017			(2 100)	(2 100)
Profit for the first half year			886	886
Balance at 30 September 2017	2 000	165	3 344	5 509

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Data FYI – Group of Products Report

data in HUF million

According to IFRS 8 all activities of the Zwack Unicum Plc. belong to the same segment. To make comparison easier with previous reports and to retain additional data, the Company publishes former product range information in the following reports too.

Traded products	2016-2017.	2017-2018.	Variance	%
	I. half year	I. half year		
Gross Sales	1 764	2 072	308	17,4%
Excise Tax	431	500	69	15,9%
Public Health Product Tax (PHPT)	212	258	46	21,7%
Sales net of taxes	1 120	1 313	193	17,2%
Profit from operations	79	89	10	12,3%

Own produced	2016-2017.	2017-2018.	Variance	%
	I. half year	I. half year		
Gross Sales	9 257	8 554	-704	-7,6%
Excise Tax	3 656	3 032	-624	-17,1%
Public Health Product Tax (PHPT)	270	373	103	38,1%
Sales net of taxes	5 332	5 149	-183	-3,4%
Profit from operations	1 241	988	-254	-20,4%

Total	2016-2017.	2017-2018.	Variance	%
	I. half year	I. half year		
Gross Sales	11 021	10 625	-396	-3,6%
Excise Tax	4 087	3 532	-555	-13,6%
Public Health Product Tax (PHPT)	482	631	149	30,9%
Sales net of taxes	6 452	6 462	10	0,2%
Profit from operations	1 320	1 076	-244	-18,5%

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Data Sheets related to the Financial Statements

PK1. General information on financial data

Audited Yes No
Consolidated Yes No
Accounting principles Hungarian IFRS Other

PK2. Companies included in consolidation

Name	Registered capital/Equity	Share in ownership (%)	Voting right ¹	Class ²
Non existent				

PK7. Off Balance Sheet significant items ¹

Name	Value (HUF)
Non existent	

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Data sheets related to shares structure and shareholders

RS1. Ownership structure and shareholders' shares

Name of shareholders	Total registered capital					
	Beginning of business year (on 1 April)			End of period		
Ordinary shares	% ²	% ³	pieces	% ²	% ³	pieces
Domestic institutional/company	0.81%	0.82%	16 412	2.15%	2.19%	43 805
Foreign institutional/company	81.99%	83.42%	1 668 478	78.09%	79.45%	1 589 037
Domestic private individual	9.48%	9.64%	192 873	12.02%	12.23%	244 599
Foreign private individual	5.97%	6.08%	121 518	5.99%	6.09%	121 840
Employees, top managers	0.03%	0.04%	719	0.03%	0.04%	719
T O T A L	98.28%	100.00%	2 000 000	98.28%	100.00%	2 000 000
Redeemable liquidation preference shares						
	% ²	% ³	pieces	% ²	% ³	pieces
Domestic institutional/company						
Foreign institutional/company						
Domestic private individual						
Foreign private individual						
Employees, top managers	1.72%	0.00%	35 000	1.72%	0.00%	35 000
T O T A L	1.72%	0.00%	35 000	1.72%	0.00%	35 000
ALTOGETHER						
	% ²	% ³	pieces	% ²	% ³	pieces
Domestic institutional/company	0.81%	0.82%	16 412	2.15%	2.19%	43 805
Foreign institutional/company	81.99%	83.42%	1 668 478	78.09%	79.45%	1 589 037
Domestic private individual	9.48%	9.64%	192 873	12.02%	12.23%	244 599
Foreign private individual	5.97%	6.08%	121 518	5.99%	6.09%	121 840
Employees, top managers	1.75%	0.04%	35 719	1.75%	0.04%	35 719
T O T A L	100.00%	100.00%	2 035 000	100.00%	100.00%	2 035 000

² Shareholder's share

³ Voting right assuring participation in decision making at the Issuer's General Meeting

The 2 000 000 ordinary shares are listed on the Budapest Stock Exchange (BÉT), and the 35 000 redeemable liquidation preference shares are not listed on BÉT.

RS2. Number of own shares in the business year

	1 April	30 June	30 September	31 December	31 March
At Company level	0	0	0		

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RS3/2. List of shareholders with more than 5% share, their standing (at the end of the period) in relation to the total registered capital

Name	Nationality ¹	Activity ²	No of shares	Share (%) ³	Voting right (%) ^{3,4}	Notes ⁵
Peter Zwack & Consorten H.AG.	Foreign	Financial Company	1 000 001	49,14	50,00	Professional
Diageo Holdings Netherlands B.V.	Foreign	Financial Company	520 000	25,55	26,00	Professional

¹ Domestic (B), Foreign (K)

² Custodian (L), Central Budget (Á), Nemetközi Fejlesztési Intézet (National Development Institution - F), Institutional (I), Financial Company (T) Private (M), Employee, top manager (D)

³ To be rounded to two decimals

⁴ Voting right assuring participation in decision making at the Issuer's General Meeting

⁵ E.g.: professional investor, financial investor, etc.

TSZ2/1. Number of full time employees

	End of base period	Beginning of business year	End of reported period
At Company level	234	227	238

TSZ3. (Strategic) top managers and employees affecting the operations of the Issuer

Jelleg	Name	Position	Beginning of appointment	End of appointment	Own ordinary shares (no.)	Own redeemable liquidation preference shares (no.)
FB	Dr. Hubertine Underberg-Ruder	Chairperson	29.06.2006	31.07.2021	-	-
FB	Mag. Karin Trimmel		28.06.2016	28.06.2020	-	-
FB	Renato Juric		25.06.2015	31.07.2018	-	-
FB	Zeisler Gábor		28.06.2016	28.06.2020	-	-
FB	Dr. Szecskay András		30.09.1992	31.07.2021	651	-
FB	Dr. Salgó István		29.06.2006	31.07.2021	-	-
IT	Zwack Sándor	Chairperson	26.06.2008	31.07.2021	-	-
IT	Wolfgang Spiller		28.06.2012	31.07.2021	-	-
IT	Zwack Isabella Veronika		26.06.2008	31.07.2021	-	-
IT	Pavel Reyes Lyubushkin		25.06.2015	31.07.2018	-	-
IT	Kalina Plamenova Tsanova		25.06.2015	31.07.2018	-	-
IT	Frank Odzuck		22.04.2004	31.07.2021	-	16 000
IT	Dörnyei Tibor András		24.04.2002	31.07.2021	-	10 500
SP	Frank Odzuck	General Manager	01.11.2003		-	16 000
SP	Dörnyei Tibor András	Financial Director	01.03.2001		-	10 500
SP	Belovai Csaba	Commercial Director	26.01.2004		-	8 500
SP	Palcsó Sára	Marketing Director	01.04.2016		-	-
SP	Dr.Segesváry Gábor	Human Resources Director	01.12.1999		-	-
SP	Seprős László	Production and Technical Director	01.04.2009		-	-

¹ Employee in strategic position (SP), Member of the Board of Directors (IT), Member of the Supervisory Board (FB)