



**Quick Report**  
*on the results of the*  
**Zwack Unicum Plc.**  
*in the first half of the 2018–2019 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 2018–2019 business year.

The data have not been audited.

**1. Analysis of the Report about the First Half of the Business Year**

Total gross sales of the Company were HUF 12 145 million, a year-on-year increase of 14.3%. Net sales (sales revenues excluding excise tax and public health product tax) were HUF 7 348 million – a year-on-year increase of 13.7% (by HUF 886 million).

There was a considerable increase in the net domestic sales (HUF 846 million; 14.7%). The net sales of self-manufactured goods increased in the domestic market by HUF 757 million (17.1%; HUF 5 181 million instead of HUF 4 424). Broken down, the sales of premium products increased by 13.7 %. The sales of Unicum rose above the growth average. As for Unicum Riserva super premium bitters, its off-trade distribution also began at the beginning of the business year, so its sales figure has spectacularly grown, due to this pipeline filling. The Company introduced Kalumba spiced gin into the market in May, and that has also contributed to the increase of sales. The sales of self-manufactured quality products showed a year-on-year increase of 25.4%. As for the rate of growth, Kalinka was at the top of the list because its sales figure was down a year before, and the sales of St. Hubertus also increased by more than 10%.

The net sales revenue of traded products had a year-on-year increase of 6.7%. Broken down, the revenue of the Diageo portfolio went up by 7.3%, and the revenue of the other traded products grew by 5.7%.

The favourable sales figures were a consequence of the increase in the volume sold and a rise in sales prices.

Market research data for the April–August period in the off-trade indicate that the Hungarian market of spirits had a year-on-year increase in volume by 4.5% and a year-on-year increase in value by 8.2%. In terms of value, consumption rose in every segment: premium by 3.3%, quality by 12.8% and non-branded by 10%.

## Data sheet heading (general)

Company name :	Zwack Unicum Plc.	Telephone	456-5218
Company address:	1095 Bp. Soroksári út 26	Telefax	216-4981
Business branch	Food	E-mail	szucs@zwackunicum.hu
Period	2018-19. business year, 1. half year (01.04.2018-30.09.2018)	Investor Relations	Balázs Szűcs

Export earnings were HUF 765 million – a year-on-year increase of 5.6%. Unicum Riserva accounted for nearly a half of increase in earnings. Export of pálinkas increased over the average growth rate. The export revenue of Unicum rose by 2%.

The material cost of goods sold increased by HUF 312 million (11.7%). As that figure is lower than the growth of net sales, which was 13.7%, the gross margin ratio has a year-on-year increase of 0.7 percentage point (59.6% instead of 58.9%). A favourable change in the product mix is the main factor explaining that change (the sales of own-produced goods – which have higher margin- increased faster than that of traded products).

Employee benefit expense increased by HUF 89 million (6.6%). At the beginning of the business year the Company granted a wage and salary increase of 8%. The effects were dampened by the fact that the social contribution tax was reduced by 2.5 percentage points.

Depreciation charge went up by HUF 28 million (11.8%). That was the consequence of major technological projects of the previous year (see the Management Report of the fourth quarter of the 2017/18 business year).

The other operating expenses increased by HUF 194 million (13.5%). It was mainly due to the higher marketing expenses. The Füttyülős brand has been advertised by a new television commercial. The launch of Kalumba in the on-trade has been supported by tasting promotions and a commercial on television channels and on the Internet. The marketing costs of Unicum have also gone up.

The other operating income increased by HUF 42 million (15.2%). It can be explained by the fact that brand owners of traded products had increased their year-on-year marketing expenditure reimbursement.

The Company's profit after taxation is HUF 1 129 million – a year-on-year increase of 27.4% (earlier: HUF 886 million). In terms of the quarterly profit of the business year, this year promises to be unusual. The second and third quarters are going to be markedly profitable than it is usual, but the fourth quarter promises to be significant deficit-making due to the new taxation in public health product tax. As for the business year as a whole, the annual profit is expected to be higher than the planned target and be roughly identical with that of the previous business year.

Tangible assets expanded by HUF 273 million (9.6%) thanks to the above-mentioned technological projects of the previous year.

The components of the working capital (inventories, the accounts receivable and the accounts payable) changed in line with – or to a lesser degree than – the ups in the sales figures.

## 2. Business Environment of the Company

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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 performance. Domestic consumption of branded spirits has increased in Hungary in recent years and the tendency is expected to continue in the near future. See above (first chapter of this report for concrete market figures).

### **3. Objectives and Strategy of the Company**

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

In Hungary the Company is the exclusive distributor of the products of Diageo Plc.; and in this business year distributor of Moët-Hennessy. Distribution contract with LVMH will be terminated by February 2019. Thus, in addition to the self-manufactured premium brands of outstanding importance in the Hungarian market (Unicum, Fürtülős, Vilmos, St. Hubertus) Zwack Unicum Plc.'s portfolio is enriched 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.

Product innovation and successful product launch are crucial means of keeping and strengthening the market leader position. The Company has the objective of deriving at least 12 % 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 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 Unicum 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 Company intends to maintain those three production plants in the long run. The output capacities of the plants concerned are appropriate for bulk production and bottling.

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.

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### • Financial Position

The Company's financial position is stable and it always fulfils its financial obligations on time.

Financial transactions were made by UniCredit, Erste and K&H Bank from among the largest commercial banks.

### ▪ Human Resources

The Company's headcount stands at 244 (at the end of the 2017–2018 business year it was 237 and in the corresponding period of the previous business year it was 238). The Company enlarged the blue collar staff.

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 seeks keeping the possible negative implications affecting Company finances at the minimum. In line with the accounting policy, the Company also applies derivative financial tools to counter certain financial risks. As an additional market risk we are going to monitor and evaluate the possible impact of BREXIT process.

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 2018 was HUF 16 million, and the Company also has fixed 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

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methods since this credit guarantee method is deemed to be effective enough to manage credit risks.

Company financial assets and fixed deposits are mostly in Hungarian forints. The credit risk is low since Zwack Unicum Plc. 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.

In July 2018 the Hungarian Parliament amended the public health product tax, with the amendment coming into effect as of 1 January 2019. From that date all kind of spirits will be taxed and the tax rate will be increased by 20%. The change is unlikely to exert a tangible effect on the results of this business year. However it is expected to have a major negative influence on the next business year. It is too early to estimate the magnitude of that effect as numerous other factors can also alter shelf prices (as for instance, the exchange rate of the forint and import duties) and the level of domestic consumption. An analysis on the expected consequences is to be drawn up in the third quarter of this business year.

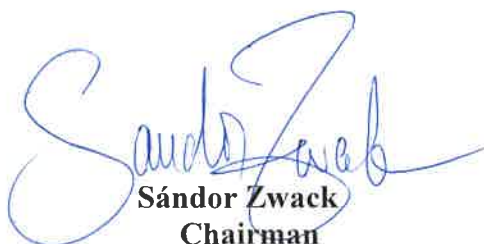
This Quick Report has been made according to the relevant accounting regulations and the financial statements made on the basis of our best knowledge. It gives a truthful and reliable account of the assets, liabilities, financial standing and profits of Zwack Unicum Plc. This business report gives a 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 2018–2019 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

6 November 2018

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

  
**Sándor Zwack**  
Chairman

  
**Frank Odzuck**  
Chief Executive Officer

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## Financial Statements

### PK3. Balance Sheet (according to IFRS)

data in HUF million

	30.09.2017	31.03.2018	30.09.2018	Change to 30.09.2017	%	Change to 31.03.2018	%
<b>ASSETS</b>							
<b>Non-current assets</b>							
Property, plant and equipment	2 834	3 205	3 107	273	9,6%	-98	-3,1%
Intangible assets	103	89	87	-16	-15,2%	-2	-2,2%
Returnable packaging materials	25	20	19	-6	-23,7%	-1	-5,0%
Investment in associate	16	16	16	0	1,8%	0	0,0%
Employee loans	22	14	18	-4	-18,4%	4	28,6%
Deferred tax asset	97	103	93	-4	-4,6%	-10	-9,7%
	<b>3 096</b>	<b>3 447</b>	<b>3 340</b>	<b>244</b>	<b>7,9%</b>	<b>-107</b>	<b>-3,1%</b>
<b>Current assets</b>							
Inventories	2 824	2 185	2 970	146	5,2%	785	35,9%
Trade and other receivables	3 019	2 275	3 278	259	8,6%	1 003	44,1%
Cash and cash equivalents	1 071	2 770	1 349	278	26,0%	-1 421	-51,3%
	<b>6 915</b>	<b>7 230</b>	<b>7 597</b>	<b>682</b>	<b>9,9%</b>	<b>367</b>	<b>5,1%</b>
<b>TOTAL ASSETS</b>	<b>10 011</b>	<b>10 677</b>	<b>10 937</b>	<b>926</b>	<b>9,2%</b>	<b>260</b>	<b>2,4%</b>
<b>Shareholders' equity</b>							
Share capital	2 000	2 000	2 000	0	0,0%	0	0,0%
Share premium	165	165	165	0	0,3%	0	0,0%
Retained earnings	3 345	4 662	3 691	346	10,4%	-971	-20,8%
	<b>5 509</b>	<b>6 827</b>	<b>5 856</b>	<b>347</b>	<b>6,3%</b>	<b>-971</b>	<b>-14,2%</b>
<b>Liabilities</b>							
<b>Non-current liabilities</b>							
Other financial liabilities	427	410	419	-8	-1,9%	9	2,2%
	<b>427</b>	<b>410</b>	<b>419</b>	<b>-8</b>	<b>-1,9%</b>	<b>9</b>	<b>2,2%</b>
<b>Current liabilities</b>							
Trade and other liabilities	3 990	3 384	4 611	621	15,6%	1 227	36,3%
Borrowings	18	0	0	-18	-100,0%	0	
Provisions for other liabilities and charges	66	56	51	-15	-23,1%	-5	-8,9%
	<b>4 075</b>	<b>3 440</b>	<b>4 662</b>	<b>587</b>	<b>14,4%</b>	<b>1 222</b>	<b>35,5%</b>
<b>Total liabilities</b>	<b>4 502</b>	<b>3 850</b>	<b>5 081</b>	<b>579</b>	<b>12,9%</b>	<b>1 231</b>	<b>32,0%</b>
<b>TOTAL EQUITY &amp; LIABIL.</b>	<b>10 011</b>	<b>10 677</b>	<b>10 937</b>	<b>926</b>	<b>9,2%</b>	<b>260</b>	<b>2,4%</b>

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

data in HUF million

	2017-2018.	2018-2019.	Variance	%
	I. half year	I. half year		
Gross Sales	10 625	12 145	1 520	14,3%
Excise Tax	3 532	4 013	481	13,6%
Public Health Product Tax (PHPT)	631	784	153	24,3%
<b>Sales net of taxes</b>	<b>6 462</b>	<b>7 348</b>	<b>886</b>	<b>13,7%</b>
Material cost of goods sold	2 658	2 970	312	11,7%
<b>Gross Margin</b>	<b>3 804</b>	<b>4 378</b>	<b>574</b>	<b>15,1%</b>
	58,9%	59,6%		0,7%
Employee benefits expense	1 332	1 421	89	6,6%
Depreciation and amortization	236	264	28	11,8%
Other operating expenses	1 435	1 629	194	13,5%
<b>Operating expenses</b>	<b>3 004</b>	<b>3 314</b>	<b>310</b>	<b>10,3%</b>
Other operating income	276	318	42	15,2%
<b>Profit from operations</b>	<b>1 076</b>	<b>1 382</b>	<b>306</b>	<b>28,4%</b>
Interest income	1	0	-1	-100,0%
Interest expense and other similar charges	0	0	0	-100,0%
<b>Net financial income/loss</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-100,0%</b>
<b>Profit before tax</b>	<b>1 077</b>	<b>1 382</b>	<b>305</b>	<b>28,4%</b>
Tax (corporate, deferred and local industrial)	191	253	62	32,7%
<b>Profit for the year</b>	<b>886</b>	<b>1 129</b>	<b>243</b>	<b>27,4%</b>

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## PK4/2. Profit and Loss (P/L) Statement, II. quarter (according to IFRS)

data in HUF million

	2017-2018.	2018-2019.	Variance	%
	II. quarter	II. quarter		
Gross Sales	5 352	6 169	817	15,3%
Excise Tax	1 800	2 048	248	13,8%
Public Health Product Tax (PHPT)	332	387	56	16,8%
<b>Sales net of taxes</b>	<b>3 221</b>	<b>3 734</b>	<b>513</b>	<b>15,9%</b>
Material cost of goods sold	1 374	1 504	130	9,5%
<b>Gross Margin</b>	<b>1 847</b>	<b>2 230</b>	<b>383</b>	<b>20,7%</b>
	57,4%	59,7%		2,4%
Employee benefits expense	619	700	81	13,0%
Depreciation and amortization	122	130	8	6,4%
Other operating expenses	768	808	40	5,2%
<b>Operating expenses</b>	<b>1 509</b>	<b>1 638</b>	<b>129</b>	<b>8,5%</b>
Other operating income	188	177	-11	-5,9%
<b>Profit from operations</b>	<b>526</b>	<b>769</b>	<b>243</b>	<b>46,2%</b>
Interest income	0	0	0	-100,0%
Interest expense and other similar charges	0	0	0	-100,0%
<b>Net financial income/loss</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-100,0%</b>
<b>Profit before tax</b>	<b>526</b>	<b>769</b>	<b>243</b>	<b>46,2%</b>
Tax (corporate, deferred and local industrial)	62	134	72	115,9%
<b>Profit for the year</b>	<b>464</b>	<b>635</b>	<b>171</b>	<b>36,8%</b>



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## PK5. Cash-flow Statement (according to IFRS)

data in HUF million

	2017-2018. I. half year	2018-2019. I. half year	Variance	%
<b>Profit before tax</b>	<b>1 077</b>	<b>1 382</b>	<b>305</b>	<b>28,3%</b>
Net financial income	0	0	0	
Depreciation and amortization	236	264	28	11,9%
(Gain)/loss on disposal of fixed assets	1	(23)	-24	-2400,0%
Increase\decrease) in trade creditors and other liabilities	1 245	1 319	74	5,9%
(Increase)\decrease in inventories	(968)	(782)	186	-19,2%
(Increase)\decrease in trade and other receivables	(635)	(819)	-184	29,0%
(Gain)/loss on unrealized foreign exchange rate difference	(11)	0	11	-100,0%
Other changes	(28)	(6)	22	-78,6%
<b>Cash generated from operations</b>	<b>917</b>	<b>1 335</b>	<b>418</b>	<b>45,6%</b>
Interest paid	0	0	0	
Corporate income tax paid	(361)	(432)	-71	30,1%
<b>Cash flow from operating activities</b>	<b>556</b>	<b>903</b>	<b>347</b>	<b>62,4%</b>
Capital expenditures	(236)	(280)	-44	18,6%
Sales \ (purchase) of investments	0	0	0	
Dividends received	0	0	0	
Interest received	1	1	0	
Proceeds from sale of fixed assets	12	55	43	358,3%
Proceeds from other financial assets	0	0	0	
<b>Cash flow from investing activities</b>	<b>(223)</b>	<b>(224)</b>	<b>-1</b>	<b>0,4%</b>
Dividends paid	(2 100)	(2 100)	0	
<b>Cash flow from financing activities</b>	<b>(2 100)</b>	<b>(2 100)</b>	<b>0</b>	
<b>Change in cash and cash equivalents</b>	<b>(1 767)</b>	<b>(1 421)</b>	<b>346</b>	<b>-19,6%</b>
Cash and cash equivalents, beginning of the period	2 809	2 770	-39	-1,4%
Exchange gains/(losses) on cash and cash equivalents	11	0	-11	
<b>Cash and cash equivalents, end of the period</b>	<b>1 053</b>	<b>1 349</b>	<b>296</b>	<b>28,1%</b>
Consists of:				
Overdraft	(18)	0	18	
Cash in banks and on hand	1 071	1 349	278	26,0%
			0	
<b>Balance end of the period</b>	<b>1 053</b>	<b>1 349</b>	<b>296</b>	<b>28,2%</b>

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

data in HUF million

	Share Capital	Share premium	Retained Earnings	Total
<b>Balance at 1 April 2017</b>	<b>2 000</b>	<b>165</b>	<b>4 558</b>	<b>6 723</b>
Dividend related to financial year 2016/2017			(2 100)	(2 100)
Profit for I. half year			886	886
<b>Balance at 30 September 2017</b>	<b>2 000</b>	<b>165</b>	<b>3 344</b>	<b>5 509</b>
<b>Balance at 1 April 2018</b>	<b>2 000</b>	<b>165</b>	<b>4 662</b>	<b>6 827</b>
Dividend related to financial year 2017/2018			(2 100)	(2 100)
Profit for I. half year			1 129	1 129
<b>Balance at 30 September 2018</b>	<b>2 000</b>	<b>165</b>	<b>3 691</b>	<b>5 856</b>

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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.

<b>Traded products</b>	<b>2017-2018.</b>	<b>2018-2019.</b>	<b>Variance</b>	<b>%</b>
	<b>I. half year</b>	<b>I. half year</b>		
Gross Sales	2 072	2 167	95	4,6%
Excise Tax	500	505	5	1,0%
Public Health Product Tax (PHPT)	258	260	2	0,8%
<b>Sales net of taxes</b>	<b>1 314</b>	<b>1 402</b>	<b>88</b>	<b>6,7%</b>
<b>Profit from operations</b>	<b>89</b>	<b>89</b>	<b>0</b>	<b>0,0%</b>

<b>Own produced</b>	<b>2017-2018.</b>	<b>2018-2019.</b>	<b>Variance</b>	<b>%</b>
	<b>I. half year</b>	<b>I. half year</b>		
Gross Sales	8 553	9 978	1 425	16,7%
Excise Tax	3 032	3 508	476	15,7%
Public Health Product Tax (PHPT)	373	524	151	40,5%
<b>Sales net of taxes</b>	<b>5 148</b>	<b>5 946</b>	<b>798</b>	<b>15,5%</b>
<b>Profit from operations</b>	<b>987</b>	<b>1 293</b>	<b>306</b>	<b>31,0%</b>

<b>Total</b>	<b>2017-2018.</b>	<b>2018-2019.</b>	<b>Variance</b>	<b>%</b>
	<b>I. half year</b>	<b>I. half year</b>		
Gross Sales	10 625	12 145	1 520	14,3%
Excise Tax	3 532	4 013	481	13,6%
Public Health Product Tax (PHPT)	631	784	153	24,2%
<b>Sales net of taxes</b>	<b>6 462</b>	<b>7 348</b>	<b>886</b>	<b>13,7%</b>
<b>Profit from operations</b>	<b>1 076</b>	<b>1 382</b>	<b>306</b>	<b>28,4%</b>

## Data sheet heading (general)

Company name : Zwack Unicum Plc.  
Company address: 1095 Bp. Soroksári út 26  
Business branch Food  
Period 2018-19. business year, 1. half year  
(01.04.2018-30.09.2018)

Telephone 456-5218  
Telefax 216-4981  
E-mail szucs@zwackunicum.hu  
Investor Relations Balázs Szűcs

## 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 <sup>1</sup>	Class <sup>2</sup>
Non existent				

### PK7. Off Balance Sheet significant items <sup>1</sup>

Name	Value (HUF)
Non existent	

## Data sheet heading (general)

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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	% <sup>2</sup>	% <sup>3</sup>	pieces	% <sup>2</sup>	% <sup>3</sup>	pieces
Domestic institutional/company	2.15%	2.19%	43 800	2.35%	2.39%	47 876
Foreign institutional/company	78.09%	79.45%	1 589 037	75.93%	77.25%	1 545 077
Domestic private individual	12.02%	12.23%	244 604	13.13%	13.36%	267 242
Foreign private individual	5.99%	6.09%	121 840	6.79%	6.91%	138 249
Employees, top managers	0.03%	0.04%	719	0.08%	0.09%	1 556
<b>T O T A L</b>	<b>98.28%</b>	<b>100.00%</b>	<b>2 000 000</b>	<b>98.28%</b>	<b>100.00%</b>	<b>2 000 000</b>
<b>Redeemable liquidation preference shares</b>						
	% <sup>2</sup>	% <sup>3</sup>	pieces	% <sup>2</sup>	% <sup>3</sup>	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
<b>T O T A L</b>	<b>1.72%</b>	<b>0.00%</b>	<b>35 000</b>	<b>1.72%</b>	<b>0.00%</b>	<b>35 000</b>
<b>ALTOGETHER</b>						
	% <sup>2</sup>	% <sup>3</sup>	pieces	% <sup>2</sup>	% <sup>3</sup>	pieces
Domestic institutional/company	2.15%	2.19%	43 800	2.35%	2.39%	47 876
Foreign institutional/company	78.09%	79.45%	1 589 037	75.93%	77.25%	1 545 077
Domestic private individual	12.02%	12.23%	244 604	13.13%	13.36%	267 242
Foreign private individual	5.99%	6.09%	121 840	6.79%	6.91%	138 249
Employees, top managers	1.75%	0.04%	35 719	1.80%	0.09%	36 556
<b>T O T A L</b>	<b>100.00%</b>	<b>100.00%</b>	<b>2 035 000</b>	<b>100.00%</b>	<b>100.00%</b>	<b>2 035 000</b>

<sup>2</sup> Shareholder's share

<sup>3</sup> 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		

## Data sheet heading (general)

Company name : Zwack Unicum Plc.  
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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 <sup>1</sup>	Activity <sup>2</sup>	No of shares	Share (%) <sup>3</sup>	Voting right (%) <sup>3,4</sup>	Notes <sup>5</sup>
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

<sup>1</sup> Domestic (B), Foreign (K)

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

<sup>3</sup> To be rounded to two decimals

<sup>4</sup> Voting right assuring participation in decision making at the Issuer's General Meeting

<sup>5</sup> 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	238	237	244

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

Type	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	Pavel Reyes Lyubushkin		01.08.2018	31.07.2022	-	-
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	31.07.2022	-	-
IT	Szokolczai Nándor		01.08.2018	31.07.2022	-	-
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		200	-
SP	Dr.Segesváry Gábor	Human Resources Director	01.12.1999	31.07.2018	-	-
SP	Virágh Orsolya	Human Resources Director	01.08.2018		-	-
SP	Seprős László	Production and Technical Director	01.04.2009		-	-

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