



# Report

*on the results of the*  
**Zwack Unicum Plc.**  
*in the 2022–2023 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 2022–2023 business year.

The data have been audited.

## **1. Analysis of the Report**

Total gross sales of the Company in the 2022–23 business year were HUF 35 364 million – a year-on-year increase of 10.7% (HUF 3 415 million). Net sales (sales revenues excluding excise tax and public health product tax [NETA]) were HUF 21 215 million, a year-on-year increase of 15.8% (HUF 2 901 million). In this report on the 2022–23 business year the revenues derived from marketing expenditure reimbursement paid by brand owners are posted in the sales revenue in contrast to the earlier practice of posting them at the other operating income. The relevant data have been transferred also in the revenue figure of the previous business year.

Net domestic sales of products had a year-on-year increase of HUF 2 218 million (14.2%). Net sales of own-produced goods in the domestic market increased by HUF 1 392 million (12.1%) (HUF 12 937 million instead of HUF 11 545 million). Broken down, sales of premium products increased by 11%, while sales of quality products increased by 16%. Within the premium segment, sales of Kalumba increased nearly one and a half times, mainly due to the successful market launch of two new flavours (mango and blood orange). Füttyülös also performed well in this business year with its sales up 17%. In the quality segment Kalinka grew steeper than the average.

Net sales of traded products had a year-on-year increase of 20.5%. Broken down, the revenues of the Diageo portfolio were up 18.7%, and those of other traded products grew by 35.6%. In the latter category, wines and sparkling wines performed higher than the average.

## Data sheet heading (general)

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Company address:	1095 Bp. Soroksári út 26	Telefax	216-4981
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Period	2022-23. business year (01.04.2022-31.03.2023)	Investor Relations	Balázs Szűcs

As a consequence of the amendment of Hungarian tax regulations, which became operative on 1 July 2022, the excise tax of alcohol jumped by nearly 70% (HUF 5 658 per litre of pure alcohol (LPA) instead of HUF 3 334 per LPA), while the public health product tax (NETA) was abolished. Put together, those changes increased the Company's tax burden as related to alcohols on average by 6%. Our Company incorporated into its invoiced prices the increase in taxes and the rise in costs, which in turn was caused by the rise the prices of raw materials. As of 1 July 2022, the Company upped its prices on average by 7%. Owing to the continued rise of raw and packaging materials, and due to a marked increase in our costs of operation, the Company needed to further increase its prices as of 1 January 2023. That hike was an average of 5.6%. During the last quarter of the business year the volume of domestic sales fell by nearly 20%. Because our prices had gone up in the meantime, the net sales figure showed a smaller drop: nearly 8%. The decrease in sales was felt especially in off trade.

According to the April 2022–March 2023 market research data for the retail turnover, the Hungarian country-wide taxed spirits market declined by 3.6% in volume terms, while it grew by 7.9% in value terms. Over the same period, the Company's retail sales increased by 1.0% in volume and 6.7% in gross value.

Export sales of products in the business year were HUF 2 337 million, a year-on-year increase of 10.4% (HUF 221 million). Among our major export markets, strong growth was achieved in Slovakia (39%). Sales value to Italy grew by 12% but in terms of volume they levelled off. Duty free sales significantly outperformed the previous business year both in volume (27%) and sales revenue (52%). In the fourth quarter the sales revenue from exports decreased by 9.6%, which was mainly caused by poorer performance in Romania and Germany. As for Romania, despite the underperforming fourth quarter, the whole of the business year achieved an increase of 6% in sales revenue.

Revenue from services were HUF 1 085 million, a year-on-year increase of 74,2% (HUF 462 million). Within that revenues derived from marketing expenditure reimbursement paid by brand owners – which according to the current new accounting method is posted at the Sales revenue instead of the Other operating income – went up by HUF 392 million (62.9%).

Material-type expenses increased by HUF 1 950 million (29.7%) – higher than the 15.8% increase in net sales, resulting in a gross margin ratio of 4.3 percentage points lower than a year ago (59.9% instead of 64.2%). The increase in the per-unit material cost was due to a steady growth of raw material prices and a weakening of the forint.

Expenditure on employee benefits increased by HUF 535 million (17%). At the beginning of the business year wages and salaries were raised on average by 10%. The Annual General Meeting of 29 June 2022 decided to pay HUF 1 500 in dividend per share instead of HUF 700 a year before. Under the IFRS, the dividend payable after liquidation preference shares and any change in related liabilities have to be posted as a personnel type of costs. Consequently, the higher dividend increased the employee benefit expenditure by HUF 68 million. In view of the

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drastic increase in energy prices, during the heating season from October to March, the Company provided its employees an allowance for overheads in the value of HUF 30 000 per month. In the third quarter, that employee benefit resulted in an additional cost increase of HUF 52 million. At the end of the business year the Management of the Company decided to reward the dedicated and successful work of the staff with a one-off bonus of HUF 180 000. That move upped the expenditure on employee benefits by a further HUF 52 million. Furthermore, increase in other personnel expenses (attendance of conferences, the cost of training courses), plus the taxes payable for them, increased the employee benefit expense by about 1.5%.

Depreciation increased by HUF 4 million (0.7%). Broken down, the immediate depreciation of pallets, whose price has been steadily rising, was by HUF 28 million higher. By contrast, the depreciation of property, plant and equipment decreased by HUF 24 million. The Company regularly revises the expected useful service life of the parts of its equipment deemed especially valuable. We have found that several pieces of production machinery have a longer expected useful service life than what our books showed.

Other operating expenses went up by HUF 247 million (5.6%). An increased turnover and rise in fuel prices resulted in a HUF 119 million increase in freight costs. In this business year an exchange loss of HUF 69 million was incurred due to the strong weakening of the forint till mid-October 2022 and its higher closing level at the end of the business year compared to the opening on 1 April 2022. Furthermore, warehouse costs went up by HUF 50 million as the inventories were expanded to make our operation more robust. As our Company received certain supplies from partners late, we were late in some of our supplies to some partners and therefore had to pay them late delivery penalty in the value of HUF 47 million. Other taxes (building tax, company car and vehicle tax and inspection fees) increased by HUF 22 million. There was a noteworthy year-on-year increase, totalling HUF 73 million, in maintenance costs, guarding property, fees paid to experts and fees paid to inspection and certification done by other than official personnel. The other costs of operation went up by HUF 10 million. However, our expenditure on promoting our brands decreased by 5.4% (HUF 143 million).

The other operating income increased by HUF 50 million (100%). During the business year the Company sold some of its motorcars and the related profit (+HUF 36 million) is posted in that line of the balance. Deferred income derived from assets that were obtained without payment increased the other income by HUF 21 million. However, compared to a foreign exchange gain of HUF 7 million in the same period last year, this year there has been a foreign exchange loss, which is detailed at Other operating expenses.

The operating profit or loss figure was HUF 3 868 million, which exceeded that a year before by HUF 215 million.

During the period under review the Company gained a net financial income of HUF 292 million, all of which was interest on our fixed deposits.

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Taxes levied on the Company's profits showed a year-on-year increase of HUF 150 million (+26.7%). Corporation tax was by HUF 126 million (+60.6%) higher. The local business tax and the innovation contribution went up by HUF 26 million (7.5%). The deferred tax expenditure showed a year-on-year decrease of HUF 2 million.

All in all, the Company's profit after taxation was HUF 3 448 million, which shows a year-on-year increase of HUF 248 million (7.8%). Although profits in the fourth quarter were lower than in the comparable period last year, the Company had a business year that outperformed even the previous, outstanding period. That was thanks to strong increase in profits during the first three quarters, which fell in the last quarter by 13%.

The stock of fixed assets increased by HUF 637 million (19.3%). The main items here are projects that have been realized in the production plant in Dunaharaszti: a geothermal power facility and the installation of solar panels.

The inventories grew by HUF 1 377 million (43.9%), whose main cause was an increase in the inventory of own-produced goods and their raw materials. The bulk of that increase can be ascribed to the drastic rise in the cost of raw materials and unpredictable jolts in supply chains. In view of those circumstances, the Company has been forced to stockpile more than usual raw materials to avoid temporary shortages in its finished products. At the same time, the stock value of purchased finished goods also increased, explained by the weakening of the exchange rate of the forint in addition to the increase in purchase prices.

Cash and cash equivalents decreased by HUF 1 646 million (32.4%) as a consequence of the increase in the value of our inventories and the projects to have a geothermal facility and solar panels in Dunaharaszti.

Apart from the changes described above, there were no other major changes in the balance sheet.

The Company spent HUF 1 212 million on fixed assets during the business year. Nearly half of that sum (HUF 593 million) was spent on the projects to install a geothermal facility and solar panels in Dunaharaszti. This investment will reduce the gas energy demand of the plant step by step nearly 90% by 1 600 Mwh. The rest of expenditure in that category covered the maintenance of the Company's fleet of vehicles, and to a lesser extent, the replacement of IT hardware, the purchase of extracting equipment, other production-related investment, and investment related to marketing.

## 2. Business Environment of the Company

Zwack Unicum Plc. is the biggest player in Hungary's spirits market. As the Hungarian domestic market accounts for nearly 90% of the Company's revenues from selling products, the domestic demand plays a definitive influence on the Company's results. The consumption of

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premium alcoholic drinks had grown in Hungary in the past few years, but that tendency drastically changed due to the pandemic in 2020. Recently after the short increasing period the high inflation, higher shelf prices due to rising cost of goods and rising tax levels has clearly slowed down the rising trend of consumption.

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

The Company's primary activity is producing and selling branded premium and quality alcoholic drinks. The principal aim of Zwack Unicum Plc. is to maintain its market leading role in spirits in Hungary. Furthermore, we aim to strengthen the export markets.

In Hungary the Company is the official distributor of several international brands like the Diageo portfolio. Thus, in addition to the self-manufactured premium brands of outstanding importance in the Hungarian market (Unicum, Füttyülős, Vilmos, St. Hubertus and Kalinka), Zwack Unicum Plc.'s portfolio is enriched by world brands such as Johnnie Walker, Baileys and Captain Morgan. 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. Regarding exports, we intend to increase their share in sales revenue of products from an actual 11% to 15% in the next three years. Our core export markets are Italy, Germany and Romania.

As from autumn 2019 the Company has been exclusively using green electricity. During the 2022–23 business year the Company completed heat pump and solar panel projects in Dunaharaszti. Recently we started to utilize of geothermic energy, and further steps are planned towards promoting the circular economy. Further environment protection projects are underway and being evaluated and planned (Kecskemét and Soroksári plant). To see our Sustainability Report, please visit our website.

[\(https://zwackunicum.hu/en/cegunk/fenntarthatosag-napjainkban/\)](https://zwackunicum.hu/en/cegunk/fenntarthatosag-napjainkban/)

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

#### **▪ Material Resources**

##### **• Production and Plant**

The Company has three production plants. Unicum production and part of early maturation are done in the Unicum plant in Soroksári út. The Dunaharaszti plant takes care of additional maturation and bottling of the Unicum liqueur, 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.

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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. As for planned capital expenditure in forthcoming years, energy-efficiency investments are prioritized.

### ▪ 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

Average statistical headcount of the Company in the business year was 258 (it was 254 during the last business year). Headcount increased in Production and Sales.

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 difficult part of the pandemic is behind us. However, due to the dynamic post-pandemic bounce-back of the economy, inflation has shot up both in Hungary and elsewhere. The factors that are strengthening this tendency include the weakness of the Hungarian domestic currency, the forint and further inflationary effects as a result of the war in the Ukraine and the sanctions against Russia. The sum total of those factors is due to have a strong impact on the purchase price of raw materials and, indirectly, the consumer prices of the products of our Company, furthermore, changes in the general purchasing power of the Hungarian households are to make the demand for spirits unpredictable in Hungary.

Important risk factor affecting our Company is the possible change of the regulatory environment that may have a negative effect on domestic consumption and consequent sales volume decrease.

Company activities are exposed to various financial risks: market risks, credit risks and liquidity risks. Seen the high volatility and uncertainty of the current financial market, the Company seeks keeping the possible negative implications affecting Company finances at the minimum.

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 relevant amounts of forex on its bank accounts. Occasionally the Company can enter into derivative transactions to reduce said risks. Having said that, if the exchange rate changes during the business year, that can have a

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major impact on the Company's comprehensive income and the Shareholders' equity. In spite of that the changes in exchange rate within the financial year could have significant implications on the statement of comprehensive income and on shareholders' equity.

The prices of raw materials and packaging materials have sharply risen due to post-pandemic supply-chain disruptions, an inflationary business environment, the crisis in the energy market, and the weakening of the domestic currency, the forint. Those factors are posing risks to the Company's market performance. By making raising our prices during the business year, we have managed to cushion the effects of those risks.

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 95% 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 fixed deposits are mostly in Hungarian forints. The counterparty risk is low since Zwack Unicum Plc. placed its funds with reliable financial institutions.

Liquidity management of the Company covers the necessary number of financial tools and also the necessary credit lines. The Management continuously monitors the necessary liquidity provisions based on the expected cash flow.

This 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 report gives a reliable picture also of Zwack Unicum Plc.'s situation, development and performance.

### **Additional information:**

- There was no change in the ownership structure of the Company.
- During the 2022–2023 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

26 May 2023

*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. Statement of financial position (according to IFRS)

data in HUF million

	31.03.2022	31.03.2023	Change to 31.03.2022	%
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	3 309	3 946	637	19.3%
Intangible assets	78	75	-3	-3.8%
Employee loans	1	1	0	0.0%
Deferred tax asset	103	99	-4	-3.9%
	<b>3 491</b>	<b>4 121</b>	<b>630</b>	<b>18.0%</b>
<b>Current assets</b>				
Inventories	3 140	4 517	1 377	43.9%
Trade and other receivables	3 382	3 362	-20	-0.6%
Cash and cash equivalents	5 079	3 433	-1 646	-32.4%
	<b>11 601</b>	<b>11 312</b>	<b>-289</b>	<b>-2.5%</b>
<b>TOTAL ASSETS</b>	<b>15 092</b>	<b>15 433</b>	<b>341</b>	<b>2.3%</b>
<b>Shareholders' equity</b>				
Share capital	2 000	2 000	0	0.0%
Share premium	165	165	0	0.0%
Retained earnings	6 647	7 095	448	6.7%
	<b>8 812</b>	<b>9 260</b>	<b>448</b>	<b>5.1%</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Other liabilities	652	680	28	4.3% *
	<b>652</b>	<b>680</b>	<b>28</b>	<b>4.3%</b>
<b>Current liabilities</b>				
Trade and other liabilities	5 628	5 480	-148	-2.6% *
Provisions	0	13	13	
	<b>5 628</b>	<b>5 493</b>	<b>-135</b>	<b>-2.4%</b>
<b>Total liabilities</b>	<b>6 280</b>	<b>6 173</b>	<b>-107</b>	<b>-1.7%</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>15 092</b>	<b>15 433</b>	<b>341</b>	<b>2.3%</b>

\*the base figure changed due to reclassification of deferred income from government grants  
 In prior period it was presented among current liabilities instead of non-current liabilities.



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## PK4. Statement of comprehensive income (according to IFRS)

data in HUF million

	2021-2022.	2022-2023.	Variance	%
	I-IV. quarters	I-IV. quarters		
Gross Sales	31 949	35 364	3 415	10.7% *
Excise Tax	8 464	12 517	4 053	47.9%
Public Health Product Tax (PHPT)	5 171	1 632	-3 539	-68.4%
<b>Sales net of taxes</b>	<b>18 314</b>	<b>21 215</b>	<b>2 901</b>	<b>15.8% *</b>
Material-type expenses	6 561	8 511	1 950	29.7%
<b>Gross Margin</b>	<b>11 753</b>	<b>12 704</b>	<b>951</b>	<b>8.1% *</b>
	64,2%	59,9%		-4.3% *
Employee benefits expense	3 150	3 685	535	17.0%
Depreciation and amortization	596	600	4	0.7%
Other operating expenses	4 404	4 651	247	5.6%
<b>Operating expenses</b>	<b>8 150</b>	<b>8 936</b>	<b>786</b>	<b>9.6%</b>
Other operating income	50	100	50	100.0% *
<b>Profit from operations</b>	<b>3 653</b>	<b>3 868</b>	<b>215</b>	<b>5.9%</b>
Financial income	125	293	168	134.4%
Financial expenses	16	1	-15	-93.8%
<b>Net financial income/loss</b>	<b>109</b>	<b>292</b>	<b>183</b>	<b>167.9%</b>
<b>Profit before tax</b>	<b>3 762</b>	<b>4 160</b>	<b>398</b>	<b>10.6%</b>
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	562	712	150	26.7%
<b>Profit for the year</b>	<b>3 200</b>	<b>3 448</b>	<b>248</b>	<b>7.8%</b>

\*the base figure changed due to reclassification of marketing expenditure reimbursement

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## PK4/2. Statement of comprehensive income, IV. quarter (according to IFRS)

data in HUF million

	2021-2022.	2022-2023.	Variance	%
	IV. quarter	IV. quarter		
Gross Sales	5 038	4 813	-225	-4.5% *
Excise Tax	1 273	1 705	432	33.9%
Public Health Product Tax (PHPT)	782	0	-782	-100.0%
<b>Sales net of taxes</b>	<b>2 983</b>	<b>3 108</b>	<b>125</b>	<b>4.2% *</b>
Material-type expenses	1 098	1 329	231	21.0%
<b>Gross Margin</b>	<b>1 885</b>	<b>1 779</b>	<b>-106</b>	<b>-5.6% *</b>
	63,2%	57,2%		-6.0% *
Employee benefits expense	802	966	164	20.4%
Depreciation and amortization	176	126	-50	-28.4%
Other operating expenses	1 362	1 223	-139	-10.2%
<b>Operating expenses</b>	<b>2 340</b>	<b>2 315</b>	<b>-25</b>	<b>-1.1%</b>
Other operating income	-24	23	47	-195.8% *
<b>Profit from operations</b>	<b>-479</b>	<b>-513</b>	<b>-34</b>	<b>7.1%</b>
Financial income	52	119	67	128.8%
Financial expenses	2	1	-1	-50.0%
<b>Net financial income/loss</b>	<b>50</b>	<b>118</b>	<b>68</b>	<b>136.0%</b>
<b>Profit before tax</b>	<b>-429</b>	<b>-395</b>	<b>34</b>	<b>-7.9%</b>
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	-86	-6	80	-93.0%
<b>Profit for the quarter</b>	<b>-343</b>	<b>-389</b>	<b>-46</b>	<b>13.4%</b>

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## PK5. Cash flow statement (according to IFRS)

data in HUF million

	2021-2022. I-IV. quarters	2022-2023. I-IV. quarters	Variance	%
<b>Profit before tax</b>	<b>3 762</b>	<b>4 160</b>	<b>398</b>	<b>10.6%</b>
Net financial income	(109)	(292)	-183	167.9%
Depreciation and amortization	596	600	4	0.7%
(Gain)/loss on disposal of fixed assets	(27)	(73)	-46	170.4%
Increase\decrease in trade creditors and other liabilities	1 489	(124)	-1 613	-108.3%
(Increase)\decrease in inventories	(340)	(1 377)	-1 037	305.0%
(Increase)\decrease in trade and other receivables	(1 002)	(17)	985	-98.3%
(Gain)/loss on unrealized foreign exchange rate difference	13	(1)	-14	-107.7%
Increase\decrease in other liabilities (provision/dividend)	(10)	13	23	-230.0%
<b>Cash generated from operations</b>	<b>4 372</b>	<b>2 889</b>	<b>-1 483</b>	<b>-33.9%</b>
Interest paid	(16)	(1)	15	-93.8%
Income tax paid	(312)	(680)	-368	117.9%
<b>Cash flow from operating activities</b>	<b>4 044</b>	<b>2 208</b>	<b>-1 836</b>	<b>-45.4%</b>
Purchases of property, plant and equipment	(445)	(1 212)	-767	172.4%
Purchases of intangible assets	(28)	(26)		
Sales \ (purchase) of investments	0	0	0	
Dividends received	0	0	0	
Interest received	74	298	224	302.7%
Proceeds from sale of property, plant and equipment	62	119	57	91.9%
Payment received from the sale of investment in associate	61	0	-61	-100.0%
<b>Cash flow used in investing activities</b>	<b>(276)</b>	<b>(821)</b>	<b>-545</b>	<b>197.5%</b>
Dividends paid	(1 400)	(3 000)	-1 600	114.3%
Loan acquired	1 500	0	-1 500	-100.0%
Payment of loans	(2 750)	0	2 750	-100.0%
Payment of lease liabilities	(29)	(14)	15	-51.7%
<b>Cash flow used in financing activities</b>	<b>(2 679)</b>	<b>(3 014)</b>	<b>-335</b>	<b>12.5%</b>
<b>Change in cash and cash equivalents</b>	<b>1 089</b>	<b>(1 627)</b>	<b>-2 716</b>	<b>-249.4%</b>
Cash and cash equivalents, beginning of the period	3 989	5 079	1 090	27.3%
Exchange gains/(losses) on cash and cash equivalents	1	(19)	-20	-2000.0%
<b>Cash and cash equivalents, end of the period</b>	<b>5 079</b>	<b>3 433</b>	<b>-1 646</b>	<b>-32.4%</b>

## Data sheet heading (general)

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Investor Relations Balázs Szűcs

## 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 2021</b>	<b>2 000</b>	<b>165</b>	<b>4 847</b>	<b>7 012</b>
Profit for the year	-	-	3 200	<b>3 200</b>
Other comprehensive income	-	-	-	<b>0</b>
<b>Total comprehensive income for the year</b>	<b>0</b>	<b>0</b>	<b>3 200</b>	<b>3 200</b>
Dividend related to financial year 2020/2021	-	-	(1 400)	<b>(1 400)</b>
<b>Transactions with owners in their capacity as owners</b>	<b>0</b>	<b>0</b>	<b>(1 400)</b>	<b>(1 400)</b>
<b>Balance at 31 March 2022</b>	<b>2 000</b>	<b>165</b>	<b>6 647</b>	<b>8 812</b>
<b>Balance at 1 April 2022</b>	<b>2 000</b>	<b>165</b>	<b>6 647</b>	<b>8 812</b>
Profit for the year	-	-	3 448	<b>3 448</b>
Other comprehensive income	-	-	-	<b>0</b>
<b>Total comprehensive income for the year</b>	<b>0</b>	<b>0</b>	<b>3 448</b>	<b>3 448</b>
Dividend related to financial year 2021/2022	-	-	(3 000)	<b>(3 000)</b>
<b>Transactions with owners in their capacity as owners</b>	<b>0</b>	<b>0</b>	<b>(3 000)</b>	<b>(3 000)</b>
<b>Balance at 31 March 2023</b>	<b>2 000</b>	<b>165</b>	<b>7 095</b>	<b>9 260</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>2021-2022.</b>	<b>2022-2023.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	6 020	7 047	1 027	17.1%
Excise Tax	1 205	1 972	767	63.7%
Public Health Product Tax (PHPT)	785	219	-566	-72.1%
<b>Sales net of taxes</b>	<b>4 030</b>	<b>4 856</b>	<b>826</b>	<b>20.5%</b>
<b>Profit from operations</b>	<b>478</b>	<b>388</b>	<b>-90</b>	<b>-18.8%</b>

<b>Own produced products</b>	<b>2021-2022.</b>	<b>2022-2023.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	25 306	27 232	1 926	7.6%
Excise Tax	7 259	10 545	3 286	45.3%
Public Health Product Tax (PHPT)	4 386	1 413	-2 973	-67.8%
<b>Sales net of taxes</b>	<b>13 661</b>	<b>15 274</b>	<b>1 613</b>	<b>11.8%</b>
<b>Profit from operations</b>	<b>3 175</b>	<b>3 480</b>	<b>305</b>	<b>9.6%</b>

<b>Total</b>	<b>2021-2022.</b>	<b>2022-2023.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	31 326	34 279	2 953	9.4%
Excise Tax	8 464	12 517	4 053	47.9%
Public Health Product Tax (PHPT)	5 171	1 632	-3 539	-68.4%
<b>Sales net of taxes</b>	<b>17 691</b>	<b>20 130</b>	<b>2 439</b>	<b>13.8%</b>
<b>Profit from operations</b>	<b>3 653</b>	<b>3 868</b>	<b>215</b>	<b>5.9%</b>

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## Data Sheets related to the Financial Statements

### PK1. General information on financial data

	Yes	No		
Audited	<input checked="" type="checkbox"/>	<input type="checkbox"/>		
Consolidated	<input type="checkbox"/>	<input checked="" type="checkbox"/>		
Accounting principles	Hungarian <input type="checkbox"/>	IFRS <input checked="" type="checkbox"/>	Other <input type="checkbox"/>	

### 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	1.17%	1.19%	23 805	1.14%	1.15%	23 102
Foreign institutional/company	75.75%	77.07%	1 541 437	75.77%	77.10%	1 541 966
Domestic private individual	14.96%	15.22%	304 412	14.83%	15.09%	301 797
Foreign private individual	6.33%	6.44%	128 830	6.48%	6.59%	131 814
Employees, top managers	0.07%	0.08%	1 516	0.06%	0.07%	1 321
<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	1.17%	1.19%	23 805	1.14%	1.15%	23 102
Foreign institutional/company	75.75%	77.07%	1 541 437	75.77%	77.10%	1 541 966
Domestic private individual	14.96%	15.22%	304 412	14.83%	15.09%	301 797
Foreign private individual	6.33%	6.44%	128 830	6.48%	6.59%	131 814
Employees, top managers	1.79%	0.08%	36 516	1.78%	0.07%	36 321
<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	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 <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	247	247	247

### 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	31.07.2023	-	-
FB	Thomas Mempel		30.06.2021	31.07.2024	-	-
FB	Dr. András Szecskay		30.09.1992	31.07.2023	651	-
FB	Dr. István Salgó		29.06.2006	31.07.2023	-	-
FB	Nándor Szakolczai		27.06.2020	31.07.2023		
FB	Dr. György Geiszt		25.06.2020	31.07.2023		
IT	Sándor Zwack	Chairperson	26.06.2008	31.07.2023	-	-
IT	Wolfgang Spiller		28.06.2012	31.07.2023	-	-
IT	Isabella Veronika Zwack		26.06.2008	31.07.2023	-	-
IT	Frank Odzuck		22.04.2004	31.07.2023	-	16 000
IT	Tibor András Dörnyei		24.04.2002	31.07.2023	-	10 500
IT	Bozidar Bozic		27.06.2020	31.07.2023		
IT	Zoltán Hangodi		29.06.2022	31.07.2025		
SP	Frank Odzuck	General Manager	01.11.2003		-	16 000
SP	Tibor András Dörnyei	Financial Director	01.03.2001		-	10 500
SP	Csaba Belovai	Commercial Director	26.01.2004		-	8 500
SP	Dávid Gábor Kovács	Marketing Director	19.09.2022		-	-
SP	Orsolya Virágh	Human Resources Director	01.08.2018		-	-
SP	László Seprős	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)