



Interim Management Report

*on the results of the
Zwack Unicum Plc.*

in the first three quarters of 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 first three quarters of the 2022–2023 business year.

The data have not been audited.

1. Analysis of the Report

Total gross sales of the Company in the first three quarters of the 2022–23 business year were HUF 29 889 million – a year-on-year increase of 13.2% (HUF 3 495 million). Net sales (sales revenues excluding excise tax and public health product tax [NETA]) were HUF 17 445 million, a year-on-year increase of 17.8% (HUF 2 631 million).

Net domestic sales were higher than in the first three quarters of the previous business year by HUF 2 367 million (18%). Net sales of own-produced goods in the domestic market increased by HUF 1 486 million (15.1%) (HUF 11 322 million instead of HUF 9 836 million). Broken down, sales of premium products increased by 14.2%, while sales of quality products increased by 18.1%. 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 is also performing well in this business year with sales up 27%. In the quality segment Kalinka grew steeper than the average market development.

Net sales of traded products had a year-on-year increase of 26.5%. Broken down, the Diageo portfolio was up 24.8%, and other traded products grew by 41.6%. In the latter category, in addition to mineral water, wines and sparkling wines also performed strongly.

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 5 658.4 per litre of pure

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	2022-23. business year, I-III. quarters (01.04.2022-31.12.2022)	Investor Relations	Balázs Szűcs

alcohol (LPA) instead of HUF 3 333.85 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%. Coupled with steadily increasing costs of raw materials and packaging materials, the Company's overall costs of goods rose to such a degree that – without counteracting – would have endangered the Company's expected profits. To avoid that the Company decided to bring about an unbudgeted mid-year increase of its prices by 7% on average in its entire portfolio with immediate effect. The price increases announced in June generated early purchases at the end of the first quarter, particularly by wholesalers, which had a negative impact on second quarter sales. However, overall volumes were already down, despite the fact that some partners had built up extra stock at the end of the year at the lower purchase prices of 2022 in view of the predicted January 2023 price increase.

According to the April–December market research data for the retail, the Hungarian country-wide taxed spirits market declined by 3.1% in volume terms, while it grew by 8.1% in value terms. Over the same period, the Company's retail sales increased by 6.7% in volume and 11.9% in gross value.

Export sales in the first three quarters of the business year were HUF 1 914 million, a year-on-year increase of 16% (HUF 264 million). Among our major export markets, strong growth was achieved in Italy (+14%), Romania (+21%) and Slovakia (+53%). In addition, travel retail (duty free) sales also significantly outperformed the same period of the previous business year, increasing by 63%. Third quarter sales grew by 7.6%, driven by price increases and the weakening of the forint. In the third quarter, among our major export markets, Romania and Slovakia posted outstanding sales growth.

Material-type expenses increased by HUF 1 719 million (31.5%) – higher than the 17.8% increase in net sales, resulting in a gross margin ratio of 4.3 percentage points lower than a year ago (58.8% instead of 63.1%). The increase in the per-unit material cost was due to a steady growth of raw material prices and a weakening of the forint.

Employee benefits expense increased by HUF 371 million (15.8%). At the beginning of the current business year, the Company granted an average pay increase of 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 has to be posted as a personnel type of cost. Consequently, the higher dividend increased the employee benefit expenditure by HUF 46 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 2.25%. Furthermore, in view of the drastic increase in energy prices, the Company is providing its employees an allowance for overheads of HUF 30 000 per month during the heating season from October to March in this business year. In the third quarter, that employee benefit resulted in an additional cost increase of HUF 26 million.

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Depreciation increased by HUF 54 million (12.9%). Broken down, depreciation of property, plant and equipment increased by HUF 25 million (6.4%), while the immediate depreciation of pallets, which are becoming more expensive, was HUF 29 million higher.

Other operating expenses went up by HUF 386 million (12.7%). An increased turnover and rise in fuel prices resulted in a HUF 107 million increase in freight costs. In the first three quarters of the current business year, a HUF 106 million exchange loss was incurred due to the continuously weakening forint. Furthermore, warehouse costs went up by HUF 44 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 43 million. Other taxes (building tax, company vehicle tax and inspection fees) increased by HUF 20 million. There was a noteworthy year-on-year increase, totalling HUF 47 million, in maintenance costs, guarding property, insurance premiums and fees paid to experts. The prices of other services went up by HUF 19 million. Our expenditure on promoting our brands was roughly the same as in the corresponding previous period.

Other operating income increased by HUF 148 million (25.0%). Revenues from marketing expenditure reimbursement from brand owners increased by HUF 145 million. In the first three quarters of this business year the Company sold some of its motorcars and the related profit is posted in that line of the balance. However, compared to a foreign exchange gain of HUF 35 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 4 381 million, which exceeded that a year before by HUF 249 million.

During the period under review the Company gained a net financial income of HUF 174 million, all of which was interest on our fixed deposits.

Taxes levied on the Company's profits showed a year-on-year increase of HUF 70 million. Corporation tax was by HUF 38 million higher. The balance of the two sums is accounted for by increase in both the local business tax payable on the gross margin and the innovation contribution.

All in all, the Company's profit after taxation was HUF 3 837 million, which shows a year-on-year increase of HUF 294 million (8.3%). Although profits in the third quarter were lower than in the comparable period last year, the predicted drastic fall in consumption did not occur. Consequently, the Company's third quarter profits were significantly higher than estimated. The Company continues to forecast a significant fall in consumption in the final quarter of the business year but expects to achieve roughly similar profits as in last business year thanks to a strong third quarter.

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The stock of fixed assets increased by HUF 485 million (15%). The main items here are projects in the making: a geothermal power facility and the installation of solar collectors at our plant in Dunaharaszti.

Inventories went up by HUF 1 520 million (67.9%), which is mainly due to increase in the stock of self-manufactured products 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.

Trade and other receivables increased by HUF 2 555 million (52.6%). In addition to increased sales, that increase is predominantly due to the fact that one of our largest partners switched to a 30-day payment schedule (previously paid within two days) as per contract, so that partner's purchases in December 2022 dramatically increased the value of the receivables.

Trade and other payables increased by HUF 881 million (11.7%) compared to the same period last year. That is explained by the Company's more intensive purchase of raw materials and finished products owing to circumstances described above.

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

Zwack Unicum Plc. spent HUF 896 million on fixed assets during the first three quarters of the business year. Half of that amount (HUF 448 million) was spent on the ongoing construction project of the geothermal probe and the solar panel project 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 the sum was spent on the maintenance of the motorcar fleet, an extracting equipment unit, and other production-related and marketing promotion projects.

2. Business Environment of the Company

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. The consumption of 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.

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3. Objectives and Strategy of the Company

The Company's primary activity is producing and selling branded premium and quality alcoholic drinks. In Hungary the principal aim of Zwack Unicum Plc. is to maintain its market leading role in spirits. 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, Fűtűlős, 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. The Company has the objective of deriving at least 12 % of its gross sales from exports and has the ambition to increase it. Our core export markets are Italy, Germany and Romania.

As from autumn 2019 the Company has been exclusively using green electricity. In the current business year, utilization of geothermic energy will begin in our plant at Dunaharaszti, and we will take further steps towards moving to circular economy. Further environment protection projects are underway and being evaluated (Kecskemét and Soroksári plant). To see our Sustainability Report, please visit our website. (<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.

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.

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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

Average statistical headcount of the Company in the first three quarters of the business year was 259 (252 in the same period last 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 additional to the impacts of these factors on the general purchasing power of domestic households.

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 major impact on the Company's comprehensive income and the Shareholders' equity. Therefore, the changes in exchange rate within the financial year have no significant implications on the statement of comprehensive income, nor on shareholders' equity.

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In the present, post-pandemic period there have been uncertainties in the supply chains. Inflation is considerable; there has been an energy crisis, and the forint has been weakening. As a consequence, the prices of raw materials and packaging materials have been increasing – and that is posing market risks for the Company. It is those risks that the Company sought to reduce when it decided to go ahead with an unprecedented, mid-year increase in the prices of its products.

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.

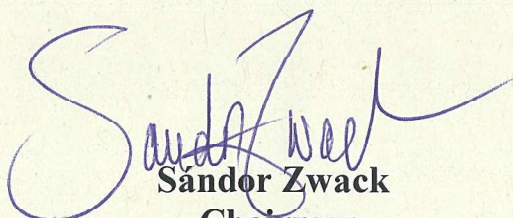
This report has been made according to the relevant accounting regulations and the financial statements made on the basis of our best knowledge. It gives a truthful and reliable account of the assets, liabilities, financial standing and profits of Zwack Unicum Plc. This report gives a reliable picture 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 first three quarters of 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.

7 February 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

	31.12.2021	31.03.2022	31.12.2022	Change to 31.12.2021	%	Change to 31.03.2022	%
ASSETS							
Non-current assets							
Property, plant and equipment	3 230	3 309	3 715	485	15,0%	406	12,3%
Intangible assets	82	78	69	-13	-15,9%	-9	-11,5%
Employee loans	2	1	1	-1	-50,0%	0	0,0%
Deferred tax asset	105	103	99	-6	-5,7%	-4	-3,9%
	3 419	3 491	3 884	465	13,6%	393	11,3%
Current assets							
Inventories	2 240	3 140	3 760	1 520	67,9%	620	19,7%
Trade and other receivables	4 861	3 382	7 416	2 555	52,6%	4 034	119,3%
Cash and cash equivalents	6 724	5 079	3 544	-3 180	-47,3%	-1 535	-30,2%
	13 825	11 601	14 720	895	6,5%	3 119	26,9%
TOTAL ASSETS	17 244	15 092	18 604	1 360	7,9%	3 512	23,3%
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	0,0%
Retained earnings	6 990	6 647	7 484	494	7,1%	837	12,6%
	9 155	8 812	9 649	494	5,4%	837	9,5%
Liabilities							
Non-current liabilities							
Other liabilities	576	558	571	-5	-0,9%	13	2,3%
	576	558	571	-5	-0,9%	13	2,3%
Current liabilities							
Trade and other liabilities	7 503	5 722	8 384	881	11,7%	2 662	46,5%
Provisions	10	0	0	-10	-100,0%	0	
	7 513	5 722	8 384	871	11,6%	2 662	46,5%
Total liabilities	8 089	6 280	8 955	866	10,7%	2 675	42,6%
TOTAL EQUITY & LIABILITIES	17 244	15 092	18 604	1 360	7,9%	3 512	23,3%

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PK4. Statement of comprehensive income (according to IFRS)

data in HUF million

	2021-2022.	2022-2023.	Variance	%
	I-III. quarters	I-III. quarters		
Gross Sales	26 394	29 889	3 495	13,2%
Excise Tax	7 191	10 812	3 621	50,4%
Public Health Product Tax (PHPT)	4 389	1 632	-2 757	-62,8%
Sales net of taxes	14 814	17 445	2 631	17,8%
Material-type expenses	5 463	7 182	1 719	31,5%
Gross Margin	9 351	10 263	912	9,8%
	63,1%	58,8%		-4,3%
Employee benefits expense	2 348	2 719	371	15,8%
Depreciation and amortization	420	474	54	12,9%
Other operating expenses	3 042	3 428	386	12,7%
Operating expenses	5 810	6 621	811	14,0%
Other operating income	591	739	148	25,0%
Profit from operations	4 132	4 381	249	6,0%
Financial income	73	174	101	138,4%
Financial expenses	14	0	-14	-100,0%
Net financial income/loss	59	174	115	194,9%
Profit before tax	4 191	4 555	364	8,7%
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	648	718	70	10,8%
Profit for the year	3 543	3 837	294	8,3%

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

data in HUF million

	2021-2022.	2022-2023.	Variance	%
	III. quarter	III. quarter		
Gross Sales	12 242	12 995	7 747	63,3%
Excise Tax	3 347	5 357	2 010	60,1%
Public Health Product Tax (PHPT)	2 046	1	-2 045	-100,0%
Sales net of taxes	6 849	7 637	788	11,5%
Material-type expenses	2 681	3 534	853	31,8%
Gross Margin	4 168	4 103	-65	-1,6%
	60,9%	53,7%		-7,1%
Employee benefits expense	855	949	94	11,0%
Depreciation and amortization	145	180	35	24,1%
Other operating expenses	1 072	1 200	128	11,9%
Operating expenses	2 072	2 329	257	12,4%
Other operating income	297	349	52	17,5%
Profit from operations	2 393	2 123	-270	-11,3%
Financial income	18	53	35	194,4%
Financial expenses	4	0	-4	-100,0%
Net financial income/loss	14	53	39	278,6%
Profit before tax	2 407	2 176	-231	-9,6%
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	347	338	-9	-2,6%
Profit for the quarter	2 060	1 838	-222	-10,8%

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 Investor Relations : Balázs Szűcs

PK5. Cash flow statement (according to IFRS)

data in HUF million

	2021-2022. I-III. quarters	2022-2023. I-III. quarters	Variance	%
Profit before tax	4 191	4 555	364	8,7%
Net financial income	(59)	(175)	-116	196,6%
Depreciation and amortization	420	474	54	12,9%
(Gain)/loss on disposal of fixed assets	(42)	(77)	-35	83,3%
Increase\decrease) in trade creditors and other liabilities	3 320	2 674	-646	-19,5%
(Increase)\decrease in inventories	562	(619)	-1 181	-210,1%
(Increase)\decrease in trade and other receivables	(1 921)	(3 422)	-1 501	78,1%
(Gain)/loss on unrealized foreign exchange rate difference	(35)	12	47	-134,3%
Increase\decrease) in other liabilities (dividend)	(1)	0	1	-100,0%
Cash generated from operations	6 435	3 422	-3 013	-46,8%
Interest paid	(14)	0	14	-100,0%
Income tax paid	(968)	(1 333)	-365	37,7%
Cash flow from operating activities	5 453	2 089	-3 364	-61,7%
Purchases of property, plant and equipment	(221)	(896)	-675	305,4%
Purchases of intangible assets	(22)	(14)		
Dividends received	0	0	0	
Interest received	28	181	153	546,4%
Proceeds from sale of property, plant and equipment	51	117	66	129,4%
Payment received from the sale of investment in associate	61	0	-61	-100,0%
Cash flow used in investing activities	(103)	(612)	-509	494,2%
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	0	0	0	
Cash flow used in financing activities	(2 650)	(3 000)	-350	13,2%
Change in cash and cash equivalents	2 700	(1 523)	-4 223	-156,4%
Cash and cash equivalents, beginning of the period	3 989	5 079	1 090	27,3%
Exchange gains/(losses) on cash and cash equivalents	35	(12)	-47	-134,3%
Cash and cash equivalents, end of the period	6 724	3 544	-3 180	-47,3%

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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 2021	2 000	165	4 847	7 012
Profit for I-III. quarters	-	-	3 543	3 543
Other comprehensive income	-	-	-	0
Total comprehensive income for I-III. quarters	0	0	3 543	3 543
Dividend related to financial year 2020/2021	-	-	(1 400)	(1 400)
Transactions with owners in their capacity as owners	0	0	(1 400)	(1 400)
Balance at 31 December 2021	2 000	165	6 990	9 155
Balance at 1 April 2022	2 000	165	6 647	8 812
Profit for I-III. quarters	-	-	3 837	3 837
Other comprehensive income	-	-	-	0
Total comprehensive income for I-III. quarters	0	0	3 837	3 837
Dividend related to financial year 2021/2022	-	-	(3 000)	(3 000)
Transactions with owners in their capacity as owners	0	0	(3 000)	(3 000)
Balance at 31 December 2022	2 000	165	7 484	9 649

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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	2021-2022.	2022-2023.	Variance	%
	I-III. quarters	I-III. quarters		
Gross Sales	4 997	6 118	1 121	22,4%
Excise Tax	1 011	1 690	679	67,2%
Public Health Product Tax (PHPT)	658	218	-440	-66,9%
Sales net of taxes	3 328	4 210	882	26,5%
Profit from operations	468	434	-34	-7,3%

Own produced	2021-2022.	2022-2023.	Variance	%
	I-III. quarters	I-III. quarters		
Gross Sales	21 397	23 771	2 374	11,1%
Excise Tax	6 180	9 122	2 942	47,6%
Public Health Product Tax (PHPT)	3 731	1 414	-2 317	-62,1%
Sales net of taxes	11 486	13 235	1 749	15,2%
Profit from operations	3 664	3 947	283	7,7%

Total	2021-2022.	2022-2023.	Variance	%
	I-III. quarters	I-III. quarters		
Gross Sales	26 394	29 889	3 495	13,2%
Excise Tax	7 191	10 812	3 621	50,4%
Public Health Product Tax (PHPT)	4 389	1 632	-2 757	-62,8%
Sales net of taxes	14 814	17 445	2 631	17,8%
Profit from operations	4 132	4 381	249	6,0%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2022-23. business year, I-III. quarters
(01.04.2022-31.12.2022)

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
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	

Data sheet heading (general)

Company name : Zwack Unicum Plc.
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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	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
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	Db	% ²	% ³	Db
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	Db	% ²	% ³	Db
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
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	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 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), Nemzetközi 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	248	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 Szokolczai		27.06.2020	31.07.2023		
FB	Dr. György Geiszl		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		-	-

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