



# **Report**

*on the results of the*  
**Zwack Unicum Plc.**  
*in the 2024/2025. 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 2024/2025. business year.

The data have been audited.

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

Total gross sales of the Company were HUF 38 788 million – a year-on-year increase of HUF 1 850 million (5.0%). The total gross sales include revenues from the deposit-refund system (DRS), which was introduced in Hungary on 1 January 2024. During the 2024–2025 business year they amounted to HUF 456 million. Net sales (that is, sales revenues minus excise tax and revenue from the DRS deposit fee) were HUF 24 057 million, a year-on-year increase of 6.9% (HUF 1 561 million).

The net domestic sales of products had a year-on-year increase of HUF 1 096 million (5.7%). Net sales of own-produced goods in the domestic market had a year-on-year increase of HUF 1 062 million (7.6%) (HUF 15 110 million instead of HUF 14 048 million). Broken down in more detail, sales of premium products increased by 10.4% while the sales of the quality products levelled off. Within the premium category, the sale of products belonging to the Unicum brand and to the Kalumba brand went up steeper than the average growth. The Unicum Orange Bitter, which is the most recent member of the Unicum family, was introduced during the third quarter of the business year but only in the on-trade channel. In addition, the Company debuted with Unicum Trezor XO, a limited edition, luxury category version of the Unicum herbal liqueur. Interest in that latter product was so intensive that it only took a few days to sell out the assigned stock for the entire year.

Net sales of traded products had a year-on-year increase of 0.7%. Broken down in more detail, the revenues of the Diageo portfolio increased by 1.9% while the revenues of the other traded

## Data sheet heading (general)

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Business branch	Food	E-mail	szucs@zwackunicum.hu
Period	2024/2025. business year (01.04.2024-31.03.2025)	Investor Relations	Balázs Szűcs

products decreased by 7.8%. In the latter category the revenues of wines and mineral water also decreased.

According to the April 2024–March 2025 market research data for the retail turnover, the Hungarian taxed spirits market decreased by 2.9% in volume and edged up by 1.4% in value. In the same period, our Company’s sales of spirits in the retail category had a year-on-year increase of 0.3% in volume and a year-on-year increase of 6.0% in gross value.

The half-a-year grace period of the deposit-return system (DRS), which was introduced in Hungary in January 2024, expired on the 30<sup>th</sup> of June. During the first quarter of the business year the Company managed to switch almost entirely to the production of the newly labelled products that carry the requisite “HUF 50” logo for returnable bottles. That is why the introduction of the DRS system had little influence on the size of the turnover during the business year.

Following a more or less stagnating first half of the business year, the Company finished the 2024 calendar year with a successful Christmas season. However, in the fourth quarter of the business year the sales took a sharp downward turn. In that period the volume of products sold inside Hungary decreased by over 17% and fell by nearly 14% in value. The decrease was felt more or less to the same degree in both the retail and wholesale channels. The decrease is due, in the first place, to the fact that in 2025 a considerable part of our Easter-season sales occurs in April – that is to say in the 2025–2026 business year – while in previous year they tended to occur in March. Furthermore, the country-wide slack in consumption in the January–March 2025 period – which was in part caused by a higher-than-expected inflation – had a tangible effect also on our Company’s sales figures. Effective as of 1 January 2025, the Company raised its prices on average by 4.7%. The move was followed by a hike of 4.1% in excise tax and increase in the prices of raw materials and other goods - due largely to the expected weakening of the local currency - the Company has to procure as well as higher costs of operation.

During the 2024–2025 business year the Company’s sales revenue in retail was roughly identical with that of the previous business year but sales in the wholesale channel decreased considerably. Taking a closer look at the retail sector: the discount channel continued growing. In fact, that was the only channel where the volume of products sold continued a slight growth during the fourth quarter.

Exports fetched HUF 2 530 million – a year-on-year increase of 15.2% (HUF 334 million). Based on the company strategy: to increase export’s share in total revenue, in this business year the Unicum brand is being supported with television campaigns in several important target markets. During the first quarter of the business year new, country-specific television commercials of the Unicum brand were broadcast in Romania and Slovakia and that was an important factor in raising sales there. In summer the Company organized an intensive advertising campaign of several weeks in Italy as encouraged by the success of similar campaigns in previous years. Our Company’s export sales have steadily increased. During the fourth quarter the export sales revenue went up by nearly 19%. The yearly sales figures considerably increased in the main export destinations: Italy, Germany, Romania and Slovakia.

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The Company's main export product, the Unicum product line accounted for the growth in the export sales revenue.

Revenues from services were HUF 1 335 million – a year-on-year increase of 10.9% (HUF 131 million). The earnings derived from marketing expenditure reimbursement paid by brand owners also went up. The Company had a revenue of HUF 23 million when it sold a certain amount of energy that was officially attested in a so-called “white certificate” as energy savings, which the Company obtained thanks to its geothermal-solar power facility at Dunaharaszti.

Material-type expenses decreased by HUF 144 million (1.6%) while the net sales went up by 6.9%. The gross margin ratio was by 3.2 percentage points higher than a year before (63.4% instead of 60.2%). Decrease in the per unit price of materials was due to decrease in the prices of certain raw materials purchased and a favourable change in the product mix (the ratio of own-produced high-margin products went up).

The employee benefit expense rose by HUF 716 million (17.3%). At the beginning of the business year the Company gave an across-the-board pay hike averaging 12%. The Annual General Meeting of June 26, 2024 decided to pay a dividend of HUF 1 400 per share. 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 cost. Consequently, the dividend paid to shareholders, which was lower than in the previous business year, decreased the employee benefit expenditure by HUF 11 million and the change in related liabilities reduced the employee benefit expenditure by HUF 39 million. The employment of several directors of the Company will come to an end during the first half of 2025. The Company has set aside HUF 241 million in the employee benefit expense category as accruals to cover the salaries of those persons during their period of notice. Furthermore, the Management of the Company made the following decision: in recognition of the arduous and fruitful work of the factory workers during the final weeks of the calendar year, they received a bonus of HUF 100 000 each. That move increased the employee benefit expenditure by HUF 13 million. The Company had an additional employee benefit expenditure of HUF 17 million (to cover, for instance, various corporate events and team-building courses that were organized by the Company and the contributions payable for these).

Overall, depreciation increased by HUF 6 million (1.0%). As compared to the corresponding period of the previous business year, the depreciation figure of manufacturing tools increased.

The other operating expenses had a year-on-year increase of HUF 843 million (15.6%). That was mainly due to increase in marketing expenditure (which amounted to HUF 474 million). The Company increased expenditure especially on festivals and other events to promote the image of traded products, and in export markets on promoting the Unicum brand in television advertisements. The production of an image commercial was arranged to promote Unicum Orange Bitter, which is being introduced into retail networks also in Hungary as from April 2025. The Company's expenses showed a year-on-year increase of a total of HUF 124 million due to the service fee and admission fee the Company had to pay when joining the extended

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producer responsibility (EPR) system – introduced in July 2023 – and the fees paid when joining the deposit-refund system (DRS), introduced in January 2024. Furthermore, there was an overall year-on-year increase of HUF 182 million in expenditure in the following areas: transport charge (HUF 51 million), costs of maintenance (HUF 37 million), fees paid to experts (HUF 46 million), fees paid for labour recruitment services (HUF 19 million), property surveillance (HUF 16 million) and bank charges (HUF 13 million). In other operating expenses not mentioned above (especially costs of operation, IT services, sewerage charges, real-estate tax, licence and royalty fees, innovation contribution, administrative services and fees paid to the authorities) there was a total increase of HUF 63 million.

The other operating income decreased by HUF 23 million (22.8%). Unlike during the previous business year, the Company had interest-rate gain in the total value of HUF 35 million. By contrast, income from the sale of packaging materials went down by HUF 20 million because fewer unused pallets were sold. Furthermore, the profit from the sale of used motorcars showed a marked year-on-year decrease.

The profit from operations stood at HUF 3 583 million – higher than that a year before by HUF 117 million (3.4%).

During the period under review the Company gained a net financial income of HUF 178 million – the exact amount of interest income derived from the Company's fixed deposits in banks.

Total taxes levied on profits grew by HUF 42 million. The corporation tax the Company had to pay was by HUF 7 million (2.4%) higher. The local business tax and the innovation contribution went up by HUF 42 million (9.9%) however the deferred tax expenditure showed a year-on-year decrease of HUF 7 million.

The Company's profit after taxation was HUF 2 989 million, which is higher than that a year before by HUF 83 million (2.9%). Following a somewhat unimpressive first half of the business year, the Company completed the calendar year 2024 with a Christmas season that was markedly better than expected. Consequently, the profit after taxation of the third quarter showed a year-on-year increase of nearly 17%. By contrast, as predicted, the Company's profit after taxation in the fourth quarter of the business year showed a significant year-on-year decrease (55%). Looking at the whole of the business year, the profit after taxation was slightly higher than a year before.

There were no noteworthy changes in the lines of the balance sheet.

The Zwack Unicum Plc. spent HUF 747 million on fixed assets during the business year. The Company has embarked on retrofitting a bottling facility of a production line in our plant in Kecskemét. HUF 123 million was spent on that project. Other items in this category included maintaining the Company's fleet of motorcars, strengthening market promotion and retrofitting the Heritage Visitors' Centre. The rest was spent mostly on investing in IT equipment and fire prevention projects.

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## 2. Business Environment of the Company

Zwack Unicum Plc. is the biggest player in Hungary's spirit market. As the Hungarian domestic market accounts for nearly 90% of the Company's revenues from selling products, the domestic demand plays a decisive influence on the Company's results. In the pre-pandemic period, the consumption of premium alcoholic drinks increased in Hungary but in 2020 it sharply fell amid the pandemic conditions. Following the post-pandemic bounce-back, consumption considerably decreased, which in turn was caused by a steep inflation and a related drop in real wages. As in Hungary inflation has recently subsided spectacularly, the dwindling of consumption slowed down.

## 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, Fűtölös, Vilmos, St. Hubertus, Kalumba and Kalinka), Zwack Unicum Plc.'s portfolio is enriched by world brands such as Johnnie Walker, Baileys, Captain Morgan and Tanqueray. 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. The Company's principal export markets are Italy, Germany, Romania and Slovakia.

As from autumn 2019 the Company has been exclusively using green electricity. Having completed a project to have a heat pump and solar panels installed in our plant at Dunaharaszti, the Company is planning further steps to introduce into its operation components of the circular economy. Assessment and design of further investments in green projects are underway (affecting our plants each in Kecskemét and Soroksári plant in Budapest). To see our Sustainability Report 2023/24, please visit our website.

(<https://zwackunicum.hu/en/fenntarthatosag/>)

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### 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, Budapest. The Dunaharaszti plant takes care of additional maturation and bottling of Unicum, and also the bottling of the majority of the other products produced by the Company. The fruit palinka and gin 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.

The Company has begun modernizing bottling in its plant in Kecskemét, which means that outdated machinery is being replaced by new units on a bottling machine line. As a first step, a new labelling machine has been installed.

The Company continues being committed to the cause of environmental protection and will realize energy-efficiency projects with unabated enthusiasm.

#### ▪ 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

During the business year the Company's average statistical headcount was 255 (it stood at 255 a year before).

At the end of a very successful period of more than twenty years, the Company's Chief Executive Officer, Frank Odzuck, is to go into retirement in summer 2025. The Board of Directors, which is in charge of the strategic direction of the Company, was working with the involvement of Mr Odzuck on taking the measures related to his succession. The process of selecting his successor had been completed by December. As of July 1, 2025, the new CEO of the Company will be Csaba Belovai, who is currently the Company's Commercial and Export Director. The members of the Board of Directors have consensus on that the Company's uninterrupted successful operation can be assured under Mr. Belovai's general management.

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Other planned changes in the top management of the Company:

Sándor Kocsi is to replace László Seprős in the position of Director of Production and Technology as of April 1, 2025.

As of July 1, 2025, György Guttenger is to replace Tibor Dörnyei in the position of Deputy Chief Executive Officer, and Amanda Farkas is to take up the current post of Csaba Belovai as Commercial and Export Director.

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

In Hungary, as well as in the rest of the world, the post-pandemic economic rebound has created an environment of high inflation. Other negative factors include a weak local currency, the war in Ukraine, and sanctions against Russia. Geopolitical tensions did not subside during the year and the world economic environment is fraught with new challenges. The protracted war between Russia and Ukraine and the raising of import tariffs by the United States have created fresh uncertainties in markets. Those factors may influence the purchase prices of raw materials and, indirectly, the prices of our products. The purchasing power of households in Hungary have been weakened by unrelenting inflationary tendencies, which make the domestic demand for spirits uncertain.

Important risk factor affecting our Company are the possible changes of the regulatory environment that may have a negative effect on 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.

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.

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Most of the Company's cash and cash equivalents and fixed deposits are denominated in 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 2024/2025 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

22 May 2025

*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

	Change to			
	31.03.2024	31.03.2025	31.03.2024	%
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	3 755	3 861	106	2.8%
Intangible assets	77	80	3	3.9%
Employee loans	0	4	4	
Deferred tax asset	88	84	-4	-4.5%
	<b>3 920</b>	<b>4 029</b>	<b>109</b>	<b>2.8%</b>
<b>Current assets</b>				
Inventories	3 686	3 750	64	1.7%
Trade and other receivables	3 735	3 652	-83	-2.2%
Cash and cash equivalents	3 622	3 636	14	0.4%
	<b>11 043</b>	<b>11 038</b>	<b>-5</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>14 963</b>	<b>15 067</b>	<b>104</b>	<b>0.7%</b>
<b>Shareholders' equity</b>				
Share capital	2 000	2 000	0	0.0%
Share premium	165	165	0	0.0%
Retained earnings	6 601	6 790	189	2.9%
	<b>8 766</b>	<b>8 955</b>	<b>189</b>	<b>2.2%</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Other liabilities	683	678	-5	-0.7%
	<b>683</b>	<b>678</b>	<b>-5</b>	<b>-0.7%</b>
<b>Current liabilities</b>				
Trade and other liabilities	5 507	5 434	-73	-1.3%
Provisions	7	0	-7	-100.0%
	<b>5 514</b>	<b>5 434</b>	<b>-80</b>	<b>-1.5%</b>
<b>Total liabilities</b>	<b>6 197</b>	<b>6 112</b>	<b>-85</b>	<b>-1.4%</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>14 963</b>	<b>15 067</b>	<b>104</b>	<b>0.7%</b>

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

data in HUF million

	2023-2024. I-IV. quarters	2024-2025. I-IV. quarters	Variance	%
Gross Sales	36 938	38 788	1 850	5.0%
Excise Tax	14 442	14 275	-167	-1.2%
DRS deposit fee	0	456	456	
<b>Sales net of excise tax and DRS deposit fee</b>	<b>22 496</b>	<b>24 057</b>	<b>1 561</b>	<b>6.9%</b>
Material-type expenses	8 949	8 805	-144	-1.6%
<b>Gross Margin</b>	<b>13 547</b> 60.2%	<b>15 252</b> 63.4%	<b>1 705</b>	<b>12.6%</b> 3.2%
Employee benefits expense	4 146	4 862	716	17.3%
Depreciation and amortization	629	635	6	1.0%
Other operating expenses	5 407	6 250	843	15.6%
<b>Operating expenses</b>	<b>10 182</b>	<b>11 747</b>	<b>1 565</b>	<b>15.4%</b>
Other operating income	101	78	-23	-22.8%
<b>Profit from operations</b>	<b>3 466</b>	<b>3 583</b>	<b>117</b>	<b>3.4%</b>
Financial income	213	180	-33	-15.5%
Financial expenses	43	2	-41	-95.3%
<b>Net financial income/loss</b>	<b>170</b>	<b>178</b>	<b>8</b>	<b>4.7%</b>
<b>Profit before tax</b>	<b>3 636</b>	<b>3 761</b>	<b>125</b>	<b>3.4%</b>
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	730	772	42	5.8%
<b>Profit for the year</b>	<b>2 906</b>	<b>2 989</b>	<b>83</b>	<b>2.9%</b>

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

data in HUF million

	2023-2024. IV. quarter	2024-2025. IV. quarter	Variance	%
Gross Sales	5 349	4 669	-680	-12.7%
Excise Tax	1 944	1 584	-360	-18.5%
DRS deposit fee	0	66	66	
<b>Sales net of excise tax and DRS deposit fee</b>	<b>3 405</b>	<b>3 019</b>	<b>-386</b>	<b>-11.3%</b>
Material-type expenses	1 287	1 131	-156	-12.1%
<b>Gross Margin</b>	<b>2 118</b>	<b>1 888</b>	<b>-230</b>	<b>-10.9%</b>
	62.2%	62.5%		0.3%
Employee benefits expense	1 066	1 204	138	12.9%
Depreciation and amortization	148	160	12	8.1%
Other operating expenses	1 265	1 078	-187	-14.8%
<b>Operating expenses</b>	<b>2 479</b>	<b>2 442</b>	<b>-37</b>	<b>-1.5%</b>
Other operating income	32	23	-9	-28.1%
<b>Profit from operations</b>	<b>-329</b>	<b>-531</b>	<b>-202</b>	<b>61.4%</b>
Financial income	63	67	4	6.3%
Financial expenses	1	2	1	100.0%
<b>Net financial income/loss</b>	<b>62</b>	<b>65</b>	<b>3</b>	<b>4.8%</b>
<b>Profit before tax</b>	<b>-267</b>	<b>-466</b>	<b>-199</b>	<b>74.5%</b>
Income tax expense (corporate income, deferred. local business tax and innovation contribution)	34	1	-33	-97.1%
<b>Profit for the quarter</b>	<b>-301</b>	<b>-467</b>	<b>-166</b>	<b>55.1%</b>

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

data in HUF million

	2023-2024. I-IV. quarters	2024-2025. I-IV. quarters	Variance	%
<b>Profit before tax</b>	<b>3 636</b>	<b>3 761</b>	<b>125</b>	<b>3.4%</b>
Net financial income	(170)	(178)	-8	4.7%
Depreciation and amortization	629	635	6	1.0%
(Gain)/loss on disposal of fixed assets	(76)	(22)	54	-71.1%
Increase/(decrease) in trade creditors and other liabilities	51	(96)	-147	-288.2%
(Increase)/decrease in inventories	831	(64)	-895	-107.7%
(Increase)/decrease in trade and other receivables	(223)	117	340	-152.5%
(Gain)/loss on unrealized foreign exchange rate difference	9	(1)	-10	-111.1%
Increase/(decrease) in other liabilities (provision/dividend)	(6)	(7)	-1	16.7%
<b>Cash generated from operations</b>	<b>4 681</b>	<b>4 145</b>	<b>-536</b>	<b>-11.5%</b>
Interest paid	(43)	(2)	41	-95.3%
Income tax paid	(857)	(807)	50	-5.8%
<b>Cash flow from operating activities</b>	<b>3 781</b>	<b>3 336</b>	<b>-445</b>	<b>-11.8%</b>
Purchases of property. plant and equipment	(503)	(747)	-244	48.5%
Purchases of intangible assets	(29)	(28)	1	-3.4%
Interest received	205	181	-24	-11.7%
Proceeds from sale of property. plant and equipment	137	80	-57	-41.6%
<b>Cash flow used in investing activities</b>	<b>(190)</b>	<b>(514)</b>	<b>-324</b>	<b>170.5%</b>
Dividends paid	(3 400)	(2 800)	600	-17.6%
Payment of lease liabilities	(2)	(8)	-6	300.0%
<b>Cash flow used in financing activities</b>	<b>(3 402)</b>	<b>(2 808)</b>	<b>594</b>	<b>-17.5%</b>
<b>Change in cash and cash equivalents</b>	<b>189</b>	<b>14</b>	<b>-175</b>	<b>-92.6%</b>
Cash and cash equivalents. beginning of the period	3 433	3 622	189	5.5%
Exchange gains/(losses) on cash and cash equivalents	0	0	0	
<b>Cash and cash equivalents. end of the period</b>	<b>3 622</b>	<b>3 636</b>	<b>14</b>	<b>0.4%</b>

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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 2023</b>	<b>2 000</b>	<b>165</b>	<b>7 095</b>	<b>9 260</b>
Profit for the year	-	-	2 906	<b>2 906</b>
Other comprehensive income	-	-	-	<b>0</b>
<b>Total comprehensive income for the year</b>	<b>0</b>	<b>0</b>	<b>2 906</b>	<b>2 906</b>
Dividend related to financial year 2022/2023	-	-	(3 400)	<b>(3 400)</b>
<b>Transactions with owners in their capacity as owners</b>	<b>0</b>	<b>0</b>	<b>(3 400)</b>	<b>(3 400)</b>
<b>Balance at 31 March 2024</b>	<b>2 000</b>	<b>165</b>	<b>6 601</b>	<b>8 766</b>
<b>Balance at 1 April 2024</b>	<b>2 000</b>	<b>165</b>	<b>6 601</b>	<b>8 766</b>
Profit for the year	-	-	2 989	<b>2 989</b>
Other comprehensive income	-	-	-	<b>0</b>
<b>Total comprehensive income for the year</b>	<b>0</b>	<b>0</b>	<b>2 989</b>	<b>2 989</b>
Dividend related to financial year 2023/2024	-	-	(2 800)	<b>(2 800)</b>
<b>Transactions with owners in their capacity as owners</b>	<b>0</b>	<b>0</b>	<b>(2 800)</b>	<b>(2 800)</b>
<b>Balance at 31 March 2025</b>	<b>2 000</b>	<b>165</b>	<b>6 790</b>	<b>8 955</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>2023-2024.</b>	<b>2024-2025.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	7 213	7 204	-9	-0.1%
Excise Tax	2 165	2 048	-117	-5.4%
DRS deposit fee	0	74	74	0.0%
<b>Sales net of excise tax and DRS deposit fee</b>	<b>5 048</b>	<b>5 082</b>	<b>34</b>	<b>0.7%</b>
<b>Profit from operations</b>	<b>432</b>	<b>307</b>	<b>-125</b>	<b>-28.9%</b>

<b>Own produced products</b>	<b>2023-2024.</b>	<b>2024-2025.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	28 521	30 249	1 728	6.1%
Excise Tax	12 277	12 227	-50	-0.4%
DRS deposit fee	0	382	382	0.0%
<b>Sales net of excise tax and DRS deposit fee</b>	<b>16 244</b>	<b>17 640</b>	<b>1 396</b>	<b>8.6%</b>
<b>Profit from operations</b>	<b>2 938</b>	<b>3 157</b>	<b>219</b>	<b>7.5%</b>

<b>Services</b>	<b>2023-2024.</b>	<b>2024-2025.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Sales from services	1 204	1 335	131	10.9%
<b>Profit from operations (from services)</b>	<b>96</b>	<b>119</b>	<b>23</b>	<b>24.0%</b>

<b>Total</b>	<b>2023-2024.</b>	<b>2024-2025.</b>	<b>Variance</b>	<b>%</b>
	<b>I-IV. quarters</b>	<b>I-IV. quarters</b>		
Gross Sales	36 938	38 788	1 850	5.0%
Excise Tax	14 442	14 275	-167	-1.2%
DRS deposit fee	0	456	456	
<b>Sales net of excise tax and DRS deposit fee</b>	<b>22 496</b>	<b>24 057</b>	<b>1 561</b>	<b>6.9%</b>
<b>Profit from operations</b>	<b>3 466</b>	<b>3 583</b>	<b>117</b>	<b>3.4%</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	

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## Data sheets related to shares structure and shareholders

### RS1. Ownership structure and shareholders' shares

Name of shareholders	Total registered capital					
Ordinary shares	Beginning of business year (on 1 April)			End of period		
	% <sup>2</sup>	% <sup>3</sup>	pieces	% <sup>2</sup>	% <sup>3</sup>	pieces
Domestic institutional/company	1.16%	1.18%	23 613	0.57%	0.58%	11 517
Foreign institutional/company	80.90%	82.32%	1 646 341	75.92%	77.25%	1 544 944
Domestic private individual	14.63%	14.88%	297 624	15.22%	15.49%	309 769
Foreign private individual	1.51%	1.54%	30 781	6.50%	6.61%	132 312
Employees. top managers	0.08%	0.08%	1 641	0.07%	0.07%	1 458
<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>
Redeemable liquidation preference shares						
	% <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	1.16%	1.18%	23 613	0.57%	0.58%	11 517
Foreign institutional/company	80.90%	82.32%	1 646 341	75.92%	77.25%	1 544 944
Domestic private individual	14.63%	14.88%	297 624	15.22%	15.49%	309 769
Foreign private individual	1.51%	1.54%	30 781	6.50%	6.61%	132 312
Employees. top managers	1.80%	0.08%	36 641	1.79%	0.07%	36 458
<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	248	248	257

### 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	31.07.2026	-	-
FB	Thomas Mempel		30.06.2021	31.07.2027	-	-
FB	Dr. András Szecskay		30.09.1992	31.07.2026	651	-
FB	Dr. István Salgó		29.06.2006	31.07.2026	-	-
FB	Nándor Szakolczai		27.06.2020	31.07.2026		
FB	Dr. György Geiszl		25.06.2020	31.07.2026		
IT	Sándor Zwack	Chairperson	26.06.2008	31.07.2026	-	-
IT	Wolfgang Spiller		28.06.2012	31.07.2026	-	-
IT	Isabella Veronika Zwack		26.06.2008	31.07.2026	-	-
IT	Frank Odzuck		22.04.2004	31.07.2026	-	16 000
IT	Tibor András Dörnyei		24.04.2002	31.07.2026	-	10 500
IT	Zoltán Hangodi		29.06.2022	31.07.2025	-	-
IT	Gabriella Harkai-Józsa		28.06.2023	31.07.2026	-	-
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	31.03.2025	-	-

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