



**Report**  
*on the results of the*  
**Zwack Unicum Plc.**  
*in the 2014–2015 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 2014–2015 business year.

The data are audited (either those prepared according to the IFRS standards or those according to the Hungarian accounting rules).

The Company gross revenues amounted to HUF 21,385 million, 8.2% higher than in the previous year. Net sales (sales revenues excluding excise and public health product tax) were HUF 12,795 million, 8.7% higher than the last year revenues (HUF +1,020 million).

Net domestic sales were up by HUF 862 million, that is 8.3%. (That is a year-on-year increase from HUF 10,420 million to HUF 11,283 million.)

Net domestic sales in the fourth quarter were below January to March 2014 figure by 18% (HUF 205 million). As predicted in our previous Interim Management Report, this considerable decrease occurred because the public health product tax (NETA) was levied on a wide range of spirits as of January 1<sup>st</sup> 2015. Therefore, a number of our trade partners purchased a stock for 3-5 months in December 2014 from these products. As a result, our sales dropped in the final quarter of this business year, and a spill-over effect is likely to be felt even in the first quarter of the next business year.

Within domestic sales the turnover of own-produced goods had a year-on-year increase of 8.6%. Domestic sales of premium products increased by 6.6%; the net sales of quality products increased by 21.5%. The sales of the non-branded portfolio decreased by HUF 138 million (-98.2%). The Company terminated producing non-branded products at the end of 2013 and discontinued its sale in June 2014.

The net earnings from traded products increased by 7.1%. Broken down, sales of the Diageo portfolio went up by 9.4% and those of other products traded increased by 2.6%.

The taxed spirits market has shrunk for five years altogether by 35%. The tendency turned around recently and in the last year there was a growth of volume of 3.7%.

Export revenues amounted to HUF 1,513 million, which is 11.6% higher than last year. (HUF +158 million). About 40% of the increase in export earnings was due to a one-off sales transaction for the PR of China. In addition, our exports increased by about 25% to Romania, North America and in the Duty Free category.

The material costs and material-type expenditures increased by 8.7%. As that equals the increase in net sales, the gross margin remained at the previous year's level (55.6%).

## Data sheet heading (general)

Company name : Zwack Unicum Nyrt.  
Company address: 1095 Bp. Soroksári út 26  
Business branch Food  
Period 2014-2015, business year  
(01.04.2014-31.03.2015)

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Investment liaison György Guttengéber

Employee benefits expense increased by HUF 212 million (8.8%). The Annual General Meeting of the Company that took place on 26 June, 2014, decided on the payment of a dividend of 2500 HUF per share (last year dividend was 775 HUF). Significant part of this dividend was founded by the cumulative retained earnings of the Company. According to IFRS, dividends paid after liquidation preference shares is a personnel type of cost, therefore the increase in the dividend increased the amount of personnel type of costs by HUF 60 million. Also in July the Company paid special bonuses to its personnel. Having obtained the unanimous support of the majority shareholders, the Management of the Company decided to reward the dedicated and successful work of the personnel by distributing bonuses to all employees. This resulted in an increase of HUF 70 million in the personnel type of costs. The remaining increase of 82 M HUFs was due to the 3% wage increase at the beginning of the year and the onetime costs related to the collective layoffs in Kecskemét.

The depreciation charge and the other operating expenses remained mostly the same as in the previous business year.

Other operating income increased by HUF 130 million (26.7%). Most of this increase is due to the higher cost reimbursements because the brand owners of the distributed products increased their marketing expenditures compared to the last year.

The net financial income decreased by HUF 101 million (-61.8%). Though on average the net funds of the Company showed a year-on-year increase of 10% in the first four months of the business year, the deposit interest rates were halved as a consequence of the decrease in the base interest rate. Payment of dividend in late July exceeded that of the previous year by HUF 3.5 billion so from then on the Company has had a considerably smaller disposable fund than a year before – and as a result, financial profits dropped.

Interest expenses disclosed are related to interest portions of finance lease related charges incurred throughout the year. Financial lease calculations are utilised as means to measure the value of bottle production equipment set up for Zwack by the glass factories. Interest expenses showed a year-on-year decrease of HUF 10 million.

The Company's profit after taxation according to the International Financial Reporting Standards (IFRS) stood at HUF 1,714 million, a year-on-year increase of 14.8% (previous: HUF 1,493 million).

Within current assets, stock value decreased by 392 M HUFs (20.6%) compared to the base. On the one hand, due to the purchases brought forward in December there is a lower stock of finished products and goods, and on the other hand, palinka stocks were reduced this business year, bringing it in line with the current demand.

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That our cash in banks and on hand decreased by HUF 2,765 million due to the – above-mentioned – payment of dividend.

The drop in the profit reserves is the result of the higher dividend payment than the profit last year.

The Provisions for other liabilities and charges increased by HUF 50 million to cover the run out costs of remaining stock of products that the Company has stopped producing because they are not competitive in the new price environment.

During the business year the Zwack Unicum Plc. spent HUF 374 million on fixed assets, and the investments were of a supplementary character and complied with the plan. The Company made a HUF 35 million capital investment into building a warehouse suitable to store marketing materials in the Dunaharaszti factory in an area unused due to terminating the production of non-branded products. That investment project has reduced the Company's annual expenditure on storage by HUF 20 million.

The Company has 218 employees (at the end of the 2013/2014 business year it had 234) Collective redundancy measures affecting 13 persons at the Kecskemét division was the main cause of the decrease.

This Report for the business year has been made according to the relevant accounting regulations and the financial statements made on the basis of our best knowledge, and they are in accordance with both the Hungarian and the international standards. 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 about the Company's situation, development and performance and it includes the major risks and factors of uncertainties. To make this report comparable with earlier ones, it carries figures in compliance with the International Financial Reporting Standards.

### Additional information:

- There was no change in the ownership structure of the Company.
- During the 2014–2015 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

21 May 2015

*On behalf of the Board of Directors of  
Zwack Unicum Részvénytársaság*

  
Sándor Zwack  
Chairman

  
Frank Odzuck  
Chief Executive Officer

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## Financial Statements

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

data in HUF million

|  | 31.03.2014    | 31.03.2015   | Change        | %             |
|--|---------------|--------------|---------------|---------------|
| <b>ASSETS</b>                                |               |              |               |               |
| <b>Non-current assets</b>                    |               |              |               |               |
| Property, plant and equipment                | 2 951         | 2 731        | -220          | -7,4%         |
| Intangible assets                            | 78            | 84           | 6             | 7,7%          |
| Returnable packaging materials               | 33            | 22           | -11           | -33,7%        |
| Investments in associates                    | 65            | 50           | -15           | -23,1%        |
| Available-for-sale financial assets          | 2             | 0            | -2            | -100,0%       |
| Employee loans                               | 29            | 26           | -3            | -11,2%        |
| Deferred tax asset                           | 145           | 177          | 32            | 21,9%         |
|  | <b>3 303</b>  | <b>3 090</b> | <b>-213</b>   | <b>-6,4%</b>  |
| <b>Current assets</b>                        |               |              |               |               |
| Inventories                                  | 1 901         | 1 509        | -392          | -20,6%        |
| Trade and other receivables                  | 1 937         | 1 836        | -101          | -5,2%         |
| Cash and cash equivalents                    | 6 007         | 3 242        | -2 765        | -46,0%        |
|  | <b>9 845</b>  | <b>6 587</b> | <b>-3 258</b> | <b>-33,1%</b> |
| <b>TOTAL ASSETS</b>                          | <b>13 148</b> | <b>9 677</b> | <b>-3 471</b> | <b>-26,4%</b> |
| <b>Shareholders' equity</b>                  |               |              |               |               |
| Share capital                                | 2 000         | 2 000        | 0             | 0,0%          |
| Share premium                                | 165           | 165          | 0             | 0,0%          |
| Retained earnings                            | 8 037         | 4 751        | -3 286        | -40,9%        |
|  | <b>10 202</b> | <b>6 916</b> | <b>-3 286</b> | <b>-32,2%</b> |
| <b>Liabilities</b>                           |               |              |               |               |
| <b>Non-current liabilities</b>               |               |              |               |               |
| Other financial liabilities                  | 365           | 383          | 18            | 4,9%          |
|  | <b>365</b>    | <b>383</b>   | <b>18</b>     | <b>4,9%</b>   |
| <b>Current liabilities</b>                   |               |              |               |               |
| Trade and other liabilities                  | 2 563         | 2 310        | -253          | -9,9%         |
| Provisions for other liabilities and charges | 18            | 68           | 49            | 268,0%        |
|  | <b>2 581</b>  | <b>2 378</b> | <b>-203</b>   | <b>-7,9%</b>  |
| <b>Total liabilities</b>                     | <b>2 946</b>  | <b>2 761</b> | <b>-185</b>   | <b>-6,3%</b>  |
| <b>TOTAL EQUITY &amp; LIABILITIES</b>        | <b>13 148</b> | <b>9 677</b> | <b>-3 471</b> | <b>-26,4%</b> |

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

data in HUF million

|  | 2013-2014.<br>I-IV.<br>quarters | 2014-2015.<br>I-IV.<br>quarters | Variance     | %             |
|--|---------------------------------|---------------------------------|--------------|---------------|
| Gross Sales                                    | 19 767                          | 21 385                          | 1 618        | 8,2%          |
| Excise Tax                                     | 7 992                           | 8 461                           | 469          | 5,9%          |
| Public Health Product Tax (PHPT)               | 0                               | 129                             | 129          |               |
| <b>Sales net of taxes</b>                      | <b>11 775</b>                   | <b>12 795</b>                   | <b>1 020</b> | <b>8,7%</b>   |
| Material cost of goods sold                    | 5 225                           | 5 678                           | 453          | 8,7%          |
| <b>Gross Margin</b>                            | <b>6 550</b>                    | <b>7 117</b>                    | <b>567</b>   | <b>8,7%</b>   |
|  | 55,6%                           | 55,6%                           |              | 0,0%          |
| Employee benefits expense                      | 2 399                           | 2 611                           | 212          | 8,8%          |
| Depreciation and amortization                  | 505                             | 533                             | 27           | 5,4%          |
| Other operating expenses                       | 2 398                           | 2 354                           | -43          | -1,8%         |
| <b>Operating expenses</b>                      | <b>5 302</b>                    | <b>5 498</b>                    | <b>197</b>   | <b>3,7%</b>   |
| Other operating income                         | 487                             | 617                             | 130          | 26,6%         |
| <b>Profit from operations</b>                  | <b>1 735</b>                    | <b>2 236</b>                    | <b>501</b>   | <b>28,9%</b>  |
| Interest income                                | 163                             | 62                              | -101         | -61,8%        |
| Interest expense and other similar charges     | 48                              | 38                              | -10          | -21,0%        |
| <b>Net financial income</b>                    | <b>115</b>                      | <b>24</b>                       | <b>-91</b>   | <b>-78,8%</b> |
| Share of profit of associates                  | 2                               | -12                             | -13          | -800,3%       |
| <b>Profit before tax</b>                       | <b>1 852</b>                    | <b>2 248</b>                    | <b>397</b>   | <b>21,4%</b>  |
| Tax (corporate, deferred and local industrial) | 359                             | 534                             | 175          | 48,6%         |
| <b>Profit after tax</b>                        | <b>1 493</b>                    | <b>1 714</b>                    | <b>221</b>   | <b>14,8%</b>  |

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

data in HUF million

| Cash-Flow  | 2014-2015. I-IV. quarters |
|--|---------------------------|
| <b>Profit before tax</b>   | <b>2 248</b>              |
| Net financial income   | (24)                      |
| Share of profit of associates                                      | 12                        |
| Depreciation and amortization                                      | 533                       |
| (Gain)/loss on disposal of fixed assets                            | (29)                      |
| (Gain)/loss on unrealized foreign exchange rate difference         | (1)                       |
| Increase\decrease) in trade creditors                              | (214)                     |
| (Increase)\decrease in inventories                                 | 403                       |
| (Increase)\decrease in trade and other receivables                 | 121                       |
| Impairment of investments in associates                            | 3                         |
| Other changes  | 50                        |
| <b>Cash generated from operations</b>                              | <b>3 102</b>              |
| Interest paid  | (38)                      |
| Tax paid   | (596)                     |
| <b>Cash flow from operating activities</b>                         | <b>2 468</b>              |
| Capital expenditures   | (374)                     |
| Sales \ (purchase) of investments                                  | 2                         |
| Interest received  | 71                        |
| Proceeds from sale of fixed assets                                 | 69                        |
| Proceeds from other financial assets                               | 0                         |
| <b>Cash flow from investing activities</b>                         | <b>(232)</b>              |
| Dividends paid   | (5 000)                   |
| <b>Cash flow from financing activities</b>                         | <b>(5 000)</b>            |
| <b>Change in cash and cash equivalents</b>                         | <b>(2 764)</b>            |
| Cash and cash equivalents, beginning of the period<br>(01.04.2014) | 6 007                     |
| Exchange gains/(losses) on cash and bank                           | (1)                       |
| <b>Cash and cash equivalents, end of the period</b>                | <b>3 242</b>              |
| Consists of:   |                           |
| Overdraft  | 0                         |
| Cash in banks and on hand  | 3 242                     |
| <b>Balance end of the period</b>                                   | <b>3 242</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>2013-2014.</b> | <b>2014-2015.</b> | <b>Variance</b> | <b>%</b>      |
|----------------------------------|-------------------|-------------------|-----------------|---------------|
|                                  | <b>I-IV.</b>      | <b>I-IV.</b>      |                 |               |
|                                  | <b>quarters</b>   | <b>quarters</b>   |                 |               |
| Gross Sales                      | 2 979             | 3 275             | 296             | 9,9%          |
| Excise Tax                       | 827               | 942               | 115             | 13,9%         |
| Public Health Product Tax (PHPT) | 0                 | 29                | 29              |               |
| <b>Sales net of taxes</b>        | <b>2 152</b>      | <b>2 304</b>      | <b>152</b>      | <b>7,1%</b>   |
| <b>Profit from operations</b>    | <b>142</b>        | <b>81</b>         | <b>(61)</b>     | <b>-42,8%</b> |

| <b>Own produced</b>              | <b>2013-2014.</b> | <b>2014-2015.</b> | <b>Variance</b> | <b>%</b>     |
|----------------------------------|-------------------|-------------------|-----------------|--------------|
|                                  | <b>I-IV.</b>      | <b>I-IV.</b>      |                 |              |
|                                  | <b>quarters</b>   | <b>quarters</b>   |                 |              |
| Gross Sales                      | 16 788            | 18 110            | 1 322           | 7,9%         |
| Excise Tax                       | 7 164             | 7 519             | 354             | 4,9%         |
| Public Health Product Tax (PHPT) | 0                 | 100               | 100             |              |
| <b>Sales net of taxes</b>        | <b>9 624</b>      | <b>10 491</b>     | <b>868</b>      | <b>9,0%</b>  |
| <b>Profit from operations</b>    | <b>1 593</b>      | <b>2 155</b>      | <b>561</b>      | <b>35,2%</b> |

| <b>Total</b>                     | <b>2013-2014.</b> | <b>2014-2015.</b> | <b>Variance</b> | <b>%</b>     |
|----------------------------------|-------------------|-------------------|-----------------|--------------|
|                                  | <b>I-IV.</b>      | <b>I-IV.</b>      |                 |              |
|                                  | <b>quarters</b>   | <b>quarters</b>   |                 |              |
| Gross Sales                      | 19 767            | 21 385            | 1 618           | 8,2%         |
| Excise Tax                       | 7 992             | 8 461             | 469             | 5,9%         |
| Public Health Product Tax (PHPT) | 0                 | 129               | 129             |              |
| <b>Sales net of taxes</b>        | <b>11 775</b>     | <b>12 795</b>     | <b>1 020</b>    | <b>8,7%</b>  |
| <b>Profit from operations</b>    | <b>1 735</b>      | <b>2 236</b>      | <b>501</b>      | <b>28,9%</b> |

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## PK3. Balance Sheet (according to the Hungarian accounting principles)

data in HUF million

|   | 31.03.2014    | 31.03.2015    | Change        | %             |
|---|---------------|---------------|---------------|---------------|
| <b>Non-current assets</b>                           | <b>3 602</b>  | <b>3 473</b>  | <b>-128</b>   | <b>-3,6%</b>  |
| Intangible assets                                   | 71            | 80            | 9             | 13,1%         |
| Tangible assets                                     | 3 473         | 3 343         | -130          | -3,7%         |
| Financial investment                                | 57            | 50            | -8            | -13,3%        |
| <b>Current assets</b>                               | <b>10 000</b> | <b>6 640</b>  | <b>-3 359</b> | <b>-33,6%</b> |
| Inventories   | 2 182         | 1 743         | -440          | -20,1%        |
| Receivables   | 1 811         | 1 656         | -155          | -8,5%         |
| Securities  | 0             | 0             | 0             |               |
| Liquid assets                                       | 6 007         | 3 242         | -2 765        | -46,0%        |
| <b>Prepaid expenses and accrued income</b>          | <b>142</b>    | <b>144</b>    | <b>2</b>      | <b>1,6%</b>   |
| <b>TOTAL ASSETS</b>                                 | <b>13 743</b> | <b>10 258</b> | <b>-3 485</b> | <b>-25,4%</b> |
| <b>Shareholders' equity</b>                         | <b>5 966</b>  | <b>7 733</b>  | <b>1 768</b>  | <b>29,6%</b>  |
| Share capital                                       | 2 035         | 2 035         | 0             | 0,0%          |
| Capital reserve                                     | 264           | 264           | 0             |               |
| Retained earnings                                   | 3 667         | 3 667         | 0             | 0,0%          |
| Profit per balance sheet                            | 0             | 1 768         | 1 768         |               |
| <b>Provisions</b>                                   | <b>199</b>    | <b>257</b>    | <b>59</b>     | <b>29,5%</b>  |
| <b>Liabilities</b>                                  | <b>6 864</b>  | <b>1 387</b>  | <b>-5 477</b> | <b>-79,8%</b> |
| Subordinated liabilities                            | 0             | 0             | 0             |               |
| Long term liabilities                               | 0             | 0             | 0             |               |
| Short term liabilities                              | 6 864         | 1 387         | -5 477        | -79,8%        |
| <b>Accrued expenses and prepaid income</b>          | <b>715</b>    | <b>881</b>    | <b>166</b>    | <b>23,2%</b>  |
| <b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b> | <b>13 743</b> | <b>10 258</b> | <b>-3 485</b> | <b>-25,4%</b> |



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## PK4. Profit and Loss (P/L) Statement (according to the Hungarian accounting principles)

|  | data in HUF million             |                                 |            |               |
|--|---------------------------------|---------------------------------|------------|---------------|
|  | 2013-2014.<br>I-IV.<br>quarters | 2014-2015.<br>I-IV.<br>quarters | Variance   | %             |
| Net sales revenues                               | 22 148                          | 24 062                          | 1 914      | 8,6%          |
| Capitalised value of own performance             | -130                            | -189                            | -59        | 45,0%         |
| Other income                                     | 156                             | 194                             | 39         | 24,8%         |
| Material type expenditures                       | 8 786                           | 8 985                           | 199        | 2,3%          |
| Payments to personnel                            | 2 509                           | 2 659                           | 150        | 6,0%          |
| Depreciation charge                              | 433                             | 441                             | 9          | 2,0%          |
| Other expenditures                               | 8 796                           | 9 888                           | 1 092      | 12,4%         |
| <b>TRADING PROFIT</b>                            | <b>1 649</b>                    | <b>2 093</b>                    | <b>443</b> | <b>26,9%</b>  |
| Revenues from financial transactions             | 236                             | 130                             | -106       | -44,8%        |
| Expenditures of financial transactions           | 66                              | 46                              | -20        | -30,5%        |
| <b>FINANCIAL PROFIT</b>                          | <b>169</b>                      | <b>84</b>                       | <b>-85</b> | <b>-50,4%</b> |
| <b>PROFIT ON ORDINARY BUSINESS</b>               | <b>1 819</b>                    | <b>2 177</b>                    | <b>358</b> | <b>19,7%</b>  |
| <b>PROFIT / (LOSS) ON EXTRAORDINARY ITEMS</b>    | <b>-129</b>                     | <b>-81</b>                      | <b>47</b>  | <b>-36,8%</b> |
| <b>PROFIT BEFORE TAXATION</b>                    | <b>1 690</b>                    | <b>2 095</b>                    | <b>405</b> | <b>24,0%</b>  |
| Tax liability                                    | 175                             | 327                             | 152        | 86,9%         |
| <b>PROFIT AFTER TAX</b>                          | <b>1 515</b>                    | <b>1 768</b>                    | <b>253</b> | <b>16,7%</b>  |
| Dividends paid out of accumulated profit reserve | 3 573                           |                                 |            |               |
| Dividends paid                                   | 5 088                           |                                 |            |               |
| <b>NET PROFIT PER BALANCE SHEET</b>              | <b>0</b>                        | <b>1 768</b>                    |            |               |

## Data sheet heading (general)

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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 checked="" 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 |                           |                        |                           |                    |

### PK6. Off Balance Sheet significant items <sup>1</sup>

| Name         | Value (HUF) |
|--------------|-------------|
| Non existent |             |

## Data sheet heading (general)

Company name : Zwack Unicum Nyrt.  
 Company address: 1095 Bp. Soroksári út 26  
 Business branch Food  
 Period 2014-2015, business year  
 (01.04.2014-31.03.2015)

Telephone 476-2315  
 Telefax 455-7845  
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 Investment liaison György Guttengéber

## Data sheets related to shares structure and shareholders

### RS1. Ownership structure and shareholders' shares

| Name of shareholders                            | Total registered capital                   |                |                  |                |                |                  |
|---|--|----------------|------------------|----------------|----------------|------------------|
|   | Beginning of business year<br>(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                  | 0,65%                                      | 0,66%          | 13 160           | 10,62%         | 10,81%         | 216 100          |
| Foreign institutional/company                   | 84,15%                                     | 85,62%         | 1 712 460        | 80,09%         | 81,49%         | 1 629 850        |
| Domestic private individual                     | 7,61%                                      | 7,75%          | 154 898          | 7,37%          | 7,50%          | 149 957          |
| Foreign private individual                      | 5,84%                                      | 5,94%          | 118 831          | 0,17%          | 0,17%          | 3 442            |
| Employees, top managers                         | 0,03%                                      | 0,03%          | 651              | 0,03%          | 0,03%          | 651              |
| <b>TOTAL</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>TOTAL</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                  | 0,65%                                      | 0,66%          | 13 160           | 10,62%         | 10,81%         | 216 100          |
| Foreign institutional/company                   | 84,15%                                     | 85,62%         | 1 712 460        | 80,09%         | 81,49%         | 1 629 850        |
| Domestic private individual                     | 7,61%                                      | 7,75%          | 154 898          | 7,37%          | 7,50%          | 149 957          |
| Foreign private individual                      | 5,84%                                      | 5,94%          | 118 831          | 0,17%          | 0,17%          | 3 442            |
| Employees, top managers                         | 1,75%                                      | 0,03%          | 35 651           | 1,75%          | 0,03%          | 35 651           |
| <b>TOTAL</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        |

## Data sheet heading (general)

Company name : Zwack Unicum Nyrt.  
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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       |
| Intrinsic Value Investors (IVI) LLP | Foreign                  | Financial Company     | 120 549      | 5,92                   | 6,03                            | Financial          |

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

<sup>2</sup> Custodian (L), Central Budget (Á), Nemetközi 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 | 234                | 234                        | 218                    |

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

| Jelleg | Name                          | Position                          | Beginning of appointment | End of appointment | Own ordinary shares (no.) | Own redeemable liquidation preference shares (no.) |
|--------|-------------------------------|-----------------------------------|--------------------------|--------------------|---------------------------|--|
| FB     | Dr. Hubertine Underberg-Ruder | Chairperson                       | 2006.06.29               | 2017. 07. 31.      | -                         | -  |
| FB     | Dr. Rudolf Kobatsch           |                                   | 2012.06.28               | 2017. 07. 31.      | -                         | -  |
| FB     | Stephen Charles Morley        |                                   | 2012.06.28               | 2017. 07. 31.      | -                         | -  |
| FB     | Dr. Geiszl György             |                                   | 2007.06.30               | 2017. 07. 31.      | -                         | -  |
| FB     | Dr. Szecskay András           |                                   | 1992.09.30               | 2017. 07. 31.      | 651                       | -  |
| FB     | Dr. Salgó István              |                                   | 2006.06.29               | 2017. 07. 31.      | -                         | -  |
| IT     | Zwack Sándor                  | Chairperson                       | 2008.06.26               | 2017. 07. 31.      | -                         | -  |
| IT     | Wolfgang Spiller              |                                   | 2012.06.28               | 2017. 07. 31.      | -                         | -  |
| IT     | Zwack Isabella Veronika       |                                   | 2008.06.26               | 2017. 07. 31.      | -                         | -  |
| IT     | Ulrica Fearn                  |                                   | 2011.06.29               | 2016. 07. 31.      | -                         | -  |
| IT     | Jörgen Andersson              |                                   | 2010.06.29               | 2017. 07. 31.      | -                         | -  |
| IT     | Frank Odzuck                  |                                   | 2004.04.22               | 2017. 07. 31.      | -                         | 16 000   |
| IT     | Dörnyei Tibor András          |                                   | 2002.04.24               | 2017. 07. 31.      | -                         | 10 500   |
| SP     | Frank Odzuck                  | General Manager                   | 2003. 11. 01             |                    | -                         | 16 000   |
| SP     | Dörnyei Tibor András          | Financial Director                | 2001. 03. 01             |                    | -                         | 10 500   |
| SP     | Belovai Csaba                 | Commercial Director               | 2004. 01. 26             |                    | -                         | 8 500  |
| SP     | Márfi Márta                   | Marketing Director                | 2004. 09. 01             |                    | -                         | -  |
| SP     | Dr.Segesváry Gábor            | Human Resources Director          | 1999. 12. 01             |                    | -                         | -  |
| SP     | Seprős László                 | Production and Technical Director | 2009. 04. 01             |                    | -                         | -  |

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