



Interim Management Report

on the results of the

Zwack Unicum Plc.

in the first three quarters of the 2019–2020 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 2019–2020 business year.

The data have not been audited.

1. Analysis of the Report

Total gross sales of the Company were HUF 22 558 million, a year-on-year decrease of 5.5%. Net sales (sales revenues excluding excise tax and public health product tax [NETA]) were HUF 11 861 million, a year-on-year decrease of 17.4% (by HUF 2.5 billion).

There was a considerable decrease in the net domestic sales (–HUF 2 576 million; –19.6%). The net sales of own produced goods decreased in the domestic market by HUF 2 372 million (by 22.9%) (HUF 8 005 million instead of HUF 10 377). Broken down, sales of premium products decreased by 21.9% and those of quality products by 25.7%.

The amendment of the Act on Public Health Product Tax (NETA), effective as of January 2019, was the cause of the considerable difference between the gross and net sales. In the wake of the amendment, each and every type of alcoholic drinks has been taxed (as from 2019, pálinkas and all bitter liqueurs also), and the tax categories were raised by 20%. The Company shifted the massive tax hike into its gross prices but – just as we had predicted – that has radically reduced the volume sold. As a consequence of those two contrasting processes, the gross domestic sales have slightly decreased. As proportionally the combined excise tax and Public Health Product Tax levied on the smaller volume was higher than a year before (+HUF 1 173 million; +12.3%), the net sales have considerably decreased.

The net sales revenue of traded products had a year-on-year decrease of 7.5%. Broken down, the revenue of the Diageo portfolio went up by 11.7%, while the revenue of the other traded products decreased by 51.8%. That the Zwack Unicum Plc. has not been the official distributor of the Moët-Hennessy products since 1 March 2019 explains the latter decrease. If we filter out that factor, the sales revenue of the other traded products increased by 3.8%.

Market research data for the April–December period in off-trade indicate that the Hungarian taxed spirits markets had a year-on-year increase in volume by 0.3% and in value by 10.9%.

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

Export earnings were HUF 1 317 million – a year-on-year increase of 6.4% (+HUF 79 million). The brunt of increase was derived from sales in the Company's two major export markets: Italy and Germany, however revenues from the duty-free sector have decreased (the NETA tax has also affected sales in Budapest's international airport).

The material-type expenses decreased by HUF 619 million (–12.1%). As that figure is lower than the decrease of net sales – the latter being –17.4% – the gross margin ratio has a year-on-year decrease of 2.3 percentage point (62.2% instead of 64.5%). An unfavourable shift in the product mix is the main factor behind that change (the sale of own-produced high-margin goods decreased faster than those of traded products).

Employee benefit expense decreased by HUF 26 million (1.1%). Bearing changes in the labour market in mind, at the beginning of the business year, the Company granted a wage and salary increase of between 5 and 10%, differentiating it for the various payment levels. In lower payment categories the hike was higher while in higher ones it was lower. That the employee benefit expense figure showed a year-on-year decrease despite the wage hikes was due to several factors: the social contribution tax was lowered as of July 2019; the year-on-year obligation to pay the bonus for long service and the retirement bonus decreased and, during the previous business year, several one-off expense items were posted.

The depreciation charge showed a year-on-year decrease of HUF 44 million (11.3%). It has been established practice for the Company to monitor the expected useful life of its most important assets in each business year. Acting in concert with our auditors, in this business year we reviewed a bigger than usual set of assets, and for some of them we defined a longer expected useful life than that indicated in our books before. That is the main cause of the decrease in the depreciation charge.

The other operating expenses decreased by HUF 252 million (8.2%). Broken down, reducing the marketing expenses by about 5–6% accounts for a little more than a HUF 100 million part of that sum. To be more specific: the year-on-year domestic marketing spending on own-produced brands was reduced. In the same period of the previous business year the Company paid HUF 69 million in corporate tax sponsorship (TAO) but in this business year no such expenditure has occurred. (Such expenditure is forecast for the fourth quarter but at a lower level than in the previous business year.) Other items where costs were cut included fees for consultants and lower transport expenditure, which was due to smaller volumes of goods to be sold.

The other operating income increased by HUF 68 million (20.1%). That was mainly because brand owners of traded products had increased their year-on-year marketing expenditure reimbursement.

The profit from operation was HUF 2 391 million – a year-on-year decrease of 38.4%. The taxes levied on the operating income decreased by 20.9% (that is to say, by HUF 113 million). The income tax expense includes also the local business tax and the innovation contribution. It

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

was due to those factors that the tax only decreased by 20.9% while the profit before taxation decreased by 38.4%.

The Company's profit after taxation was HUF 1 964 million – a year-on-year decrease of 41.2% (previous: HUF 3 340 million).

The Company has had more time to analyse the effects of the amendment of the Public Health Product Tax (NETA). Overall, the changes in the market have been more or less as we predicted.

In the third quarter the Company's net sales had a year-on-year decrease of 23.1%; and the decrease is steeper than in the two previous quarters (15.1% and 9%, respectively). That is because in the previous business year the pre-emptive purchase that was prompted by the January 2019 hike in the NETA tax occurred in the third quarter. That record third-quarter sales figure of HUF 7 billion was higher than what this Company had ever earned up that date. It was by HUF 1 billion higher than our second-best quarter figure. The HUF 5.4 billion sales figure for the third quarter of the 2019–2020 business year is lower than the corresponding quarterly figure two years ago only by 5%.

In comparison with last business year's last quarter we expect increase in sales in the final quarter of the current business year. All in all, the Management still believes that it is possible to realize the 2019–2020 business plan targets (which foresee over 10% decrease in net sales; and profit after taxation at HUF 1.4 billion – which is by 46% lower than that in the previous business year).

The inventories increased by HUF 363 million (+19.4%). That was partly because we keep a higher than usual stock of products imported from the United Kingdom in view of the Brexit-related uncertainties. There has been increase in our portfolio in the ratio of products with a longer aging time (Unicum Riserva and Lánchíd) and of expensive luxury products (Zacapa, Ciroc and Tanqueray) – whose purchasing price is also high. The weakening of the Hungarian currency, the forint, has also contributed to the higher inventory levels. In the forthcoming period the Company intends to optimize its inventory level.

Trade and other receivables showed a year-on-year decrease of 23.5% (HUF 1.6 billion) because the turnover in December 2019 was by far lower than in December 2018. (December 2018 saw a considerable part of the pre-emptive purchase related to the change in the NETA tax.)

Trade and other liabilities went down by 15.5% (HUF 1.06 billion). That was because the lower sales volume incurred a lower excise-tax and VAT burden and the Company's liabilities towards its trading partners were also lower.

The Company's volume of liquid assets is lower than in the corresponding period of the previous business year by HUF 1 612 million (48%). That is because in the first three quarters of the business year the Company's profit showed a year-on-year decrease and the level of inventories showed a year-on-year increase.

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

2. Business Environment of the Company

The Zwack Unicum Plc. is the biggest player in Hungary's spirits market. As nearly 90% of its revenues are domestically generated, trends in domestic consumption are crucial for its wellbeing. Domestic consumption of branded spirits has increased in Hungary in recent years and the tendency is expected to continue in the near future. See the first chapter of this report for concrete market figures.

3. Objectives and Strategy of the Company

The Company's primary activity is producing and selling branded 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 brands like Diageo portfolio. Thus, in addition to the self-manufactured premium brands of outstanding importance in the Hungarian market (Unicum, Fűtűlős, Vilmos, St. Hubertus), 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.

From 1st of September the Company is using 100% green electricity. Other measurements are under evaluation.

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 liquor, and also the bottling of the majority of the other products produced by the Company. The fruit palinka distillery operates in Kecskemét, and this is where the small series products are bottled.

The Company intends to maintain those three production plants in the long run. The output capacities of the plants concerned are appropriate for bulk production and bottling.

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

At the plant in Dunaharaszti a major modernization project for bottling began in 2015. Machinery of two bottling lines is being replaced by new machine units. The project is expected to run until 2020, and in that period capital expenditures will exceed annual depreciation figures.

• Financial Position

The Company's financial position is stable and it always fulfils its financial obligations on time. Financial transactions were made by UniCredit, Erste and K&H Bank from among the largest commercial banks.

▪ Human Resources

The Company's headcount stands at 238 (at the end of the 2018–2019 business year it was 237 and in the corresponding period of the previous business year it was 233).

In the Hungarian spirits market the Zwack Unicum Plc. has the biggest human resources for sales and marketing. Indeed, the related competitive edge in distribution and innovation are among the Company's most important strengths.

▪ Risk factors

The most important risk factor affecting our Company is the change of the regulatory environment that may have a negative effect on domestic consumption and caused by this also on the sales volume.

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. In line with the accounting policy, the Company also applies derivative financial tools to counter certain financial risks.

Regarding its market risks, to reduce the foreign exchange risks arising from the export and import activities and from the Euro deposits, the Finance Department monitors, in line with the hedging policy, the foreign exchange liabilities, and keeps the necessary amount of forex on its bank accounts. Furthermore, the Company completes derivative transactions to reduce the same risks. Therefore the changes in exchange rate within the financial year have no significant implications on the statement of comprehensive income, nor on shareholders' equity.

The Company is not exposed to significant commodity market and other price risks either, nor to interest risks because the Company also has fixed interest assets whose book value is, by the order of magnitude, the same as their market value; the Company has no interest-bearing loans either.

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

The Company has no significant credit risks, nor related to accounts receivables, due to the diversity of its customers. Also a significant portion of the accounts receivable is insured by financial institution up to 90% of single liabilities. The Company applies no other credit rating 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 (consisting of the undrawn credit line and the financial assets) based on the expected cash flow.

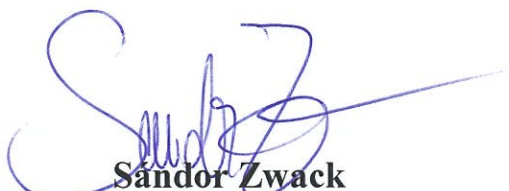
This Interim Management Report has been made according to the relevant accounting regulations and the financial statements made on the basis of our best knowledge. It gives a truthful and reliable account of the assets, liabilities, financial standing and profits of Zwack Unicum Plc. This business report gives a reliable picture also of the Zwack Unicum Plc.'s situation, development and performance.

Additional information:

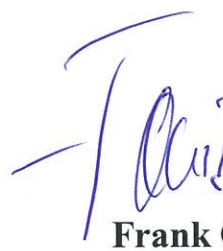
- There was no change in the ownership structure of the Company.
- During the I-III. quarters of the 2019–2020 business year there was no change in the organization of the Company.
- The Company does not possess shares of its own, just as before.

3 February 2020

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



Sandor Zwack
Chairman



Frank Odzuck
Chief Executive Officer

Data sheet heading (general)

Company name : Zwack Unicum Plc.
 Company address: 1095 Bp. Soroksári út 26
 Business branch Food
 Period 2019-20. business year, I-III. quarters
 (01.04.2019-31.12.2019)

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

Financial Statements

PK3. Statement of financial position (according to IFRS)

data in HUF million

	31.12.2018	31.03.2019	31.12.2019	Change to 31.12.2018	%	Change to 31.03.2019	%
ASSETS							
Non-current assets							
Property, plant and equipment	3 039	3 330	3 249	210	6,9%	-81	-2,4%
Intangible assets	89	84	89	0	0,0%	5	6,0%
Returnable packaging materials	19	18	21	2	10,5%	3	16,7%
Investment in associate	16	16	16	0	0,0%	0	0,0%
Employee loans	16	10	5	-11	-68,8%	-5	-50,0%
Deferred tax asset	123	124	113	-10	-8,1%	-11	-8,9%
	3 302	3 582	3 493	191	5,8%	-89	-2,5%
Current assets							
Inventories	1 875	2 386	2 238	363	19,4%	-148	-6,2%
Trade and other receivables	6 824	2 115	5 217	-1 607	-23,5%	3 102	146,7%
Cash and cash equivalents	3 361	3 064	1 749	-1 612	-48,0%	-1 315	-42,9%
	12 060	7 565	9 204	-2 856	-23,7%	1 639	21,7%
TOTAL ASSETS	15 362	11 147	12 697	-2 665	-17,3%	1 550	13,9%
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	5 632	4 915	4 279	-1 353	-24,0%	-636	-12,9%
	7 797	7 080	6 444	-1 353	-17,4%	-636	-9,0%
Liabilities							
Non-current liabilities							
Other liabilities	688	472	472	-216	-31,4%	0	0,0%
	688	472	472	-216	-31,4%	0	0,0%
Current liabilities							
Trade and other liabilities	6 836	3 567	5 775	-1 061	-15,5%	2 208	61,9%
Provisions	41	28	6	-35	-85,4%	-22	-78,6%
	6 877	3 595	5 781	-1 096	-15,9%	2 186	60,8%
Total liabilities	7 565	4 067	6 253	-1 312	-17,3%	2 186	53,7%
TOTAL EQUITY & LIABILITIES	15 362	11 147	12 697	-2 665	-17,3%	1 550	13,9%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2019-20. business year, I-III. quarters
(01.04.2019-31.12.2019)

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

PK4. Statement of comprehensive income (according to IFRS)

data in HUF million

	2018-2019.	2019-2020.	Variance	%
	I-III. quarters	I-III. quarters		
Gross Sales	23 882	22 558	-1 324	-5,5%
Excise Tax	8 018	6 584	-1 434	-17,9%
Public Health Product Tax (PHPT)	1 506	4 113	2 607	173,1%
Sales net of taxes	14 358	11 861	-2 497	-17,4%
Material-type expenses	5 104	4 485	-619	-12,1%
Gross Margin	9 254	7 376	-1 878	-20,3%
	64,5%	62,2%		-2,3%
Employee benefits expense	2 265	2 239	-26	-1,1%
Depreciation and amortization	391	347	-44	-11,3%
Other operating expenses	3 058	2 806	-252	-8,2%
Operating expenses	5 714	5 392	-322	-5,6%
Other operating income	339	407	68	20,1%
Profit from operations	3 879	2 391	-1 488	-38,4%
Interest income	1	1	0	0,0%
Interest expense and other similar charges	0	1	1	
Net financial income/loss	1	0	-1	-100,0%
Profit before tax	3 880	2 391	-1 489	-38,4%
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	540	427	-113	-20,9%
Profit for the year	3 340	1 964	-1 376	-41,2%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2019-20. business year, I-III. quarters
(01.04.2019-31.12.2019)

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

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

data in HUF million

	2018-2019.	2019-2020.	Variance	%
	III. quarter	III. quarter		
Gross Sales	11 737	10 335	-1 402	-11,9%
Excise Tax	4 005	3 046	-959	-23,9%
Public Health Product Tax (PHPT)	722	1 895	1 173	162,5%
Sales net of taxes	7 010	5 394	-1 616	-23,1%
Material-type expenses	2 567	2 191	-376	-14,6%
Gross Margin	4 443	3 203	-1 240	-27,9%
	63,4%	59,4%		-4,0%
Employee benefits expense	844	810	-34	-4,0%
Depreciation and amortization	127	92	-35	-27,6%
Other operating expenses	1 131	921	-210	-18,6%
Operating expenses	2 102	1 823	-279	-13,3%
Other operating income	156	162	6	3,8%
Profit from operations	2 497	1 542	-955	-38,2%
Interest income	1	0	-1	-100,0%
Interest expense and other similar charges	0	1	1	
Net financial income/loss	1	-1	-2	-200,0%
Profit before tax	2 498	1 541	-957	-38,3%
Income tax expense (corporate income, deferred, local business tax and innovation contribution)	287	237	-50	-17,4%
Profit for the quarter	2 211	1 304	-907	-41,0%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
 Company address: 1095 Bp. Soroksári út 26
 Business branch Food
 Period 2019-20. business year, I-III. quarters
 (01.04.2019-31.12.2019)

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

PK5. Cash flow statement (according to IFRS)

	data in HUF million			
	2018-2019. I-III. quarters	2019-2020. I-III. quarters	Variance	%
Profit before tax	3 880	2 391	-1 489	-38,4%
Net financial income	(1)	0	1	-100,0%
Depreciation and amortization	391	347	-44	-11,3%
(Gain)/loss on disposal of fixed assets	(17)	(6)	11	-64,7%
Increase\decrease) in trade creditors and other liabilities	3 541	2 276	-1 265	-35,7%
(Increase)\decrease in inventories	311	144	-167	-53,7%
(Increase)\decrease in trade and other receivables	(4 249)	(2 754)	1 495	-35,2%
(Gain)/loss on unrealized foreign exchange rate difference	1	(1)	-2	
Increase\decrease) in other liabilities	(16)	(21)	-5	31,3%
Cash generated from operations	3 841	2 376	-1 465	-38,1%
Interest paid	0	(1)	-1	
Income tax paid	(864)	(760)	104	-30,2%
Cash flow from operating activities	2 977	1 615	-1 362	-45,8%
Capital expenditures	(344)	(355)	-11	3,2%
Sales \ (purchase) of investments	0	0	0	
Dividends received	0	0	0	
Interest received	1	1	0	
Proceeds from sale of property, plant and equipment	58	23	-35	-60,3%
Proceeds from other financial assets	0	0	0	
Cash flow used in investing activities	(285)	(331)	-46	16,1%
Dividends paid	(2 100)	(2 600)	-500	23,8%
Payment of finance lease liabilities	0	0	0	
Cash flow used in financing activities	(2 100)	(2 600)	-500	23,8%
Change in cash and cash equivalents	592	(1 316)	-1 908	-322,3%
Cash and cash equivalents, beginning of the period	2 770	3 064	294	10,6%
Exchange gains/(losses) on cash and cash equivalents	(1)	1	2	-200,0%
Cash and cash equivalents, end of the period	3 361	1 749	-1 612	-48,0%
Consists of:				
Overdraft	0	0	0	
Cash in banks and on hand	3 361	1 749	-1 612	-48,0%
			0	
Balance end of the period	3 361	1 749	-1 612	-48,0%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2019-20. business year, I-III. quarters
(01.04.2019-31.12.2019)

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

PK6. Statement of changes in equity (according to IFRS)

data in HUF million

	Share Capital	Share premium	Retained Earnings	Total
Balance at 1 April 2018	2 000	165	4 392	6 557
Profit for I-III. quarters	-	-	3 340	3 340
Other comprehensive income	-	-	-	0
Total comprehensive income for I-III. quarters	0	0	3 340	3 340
Dividend related to financial year 2017/2018	-	-	(2 100)	(2 100)
Transactions with owners in their capacity as owners	0	0	(2 100)	(2 100)
Balance at 31 December 2018	2 000	165	5 632	7 797
Balance at 1 April 2019	2 000	165	4 915	7 080
Profit for I-III. quarters	-	-	1 964	1 964
Other comprehensive income	-	-	-	0
Total comprehensive income for I-III. quarters	0	0	1 964	1 964
Dividend related to financial year 2018/2019	-	-	(2 600)	(2 600)
Transactions with owners in their capacity as owners	0	0	(2 600)	(2 600)
Balance at 31 December 2019	2 000	165	4 279	6 444

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	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

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	2018-2019. I-III. quarters	2019-2020. I-III. quarters	Variance	%
Gross Sales	4 199	4 060	-139	-3,3%
Excise Tax	961	922	-39	-4,1%
Public Health Product Tax (PHPT)	495	600	105	21,2%
Sales net of taxes	2 743	2 538	-205	-7,5%
Profit from operations	195	208	13	6,7%

Own produced	2018-2019. I-III. quarters	2019-2020. I-III. quarters	Variance	%
Gross Sales	19 683	18 498	-1 185	-6,0%
Excise Tax	7 057	5 662	-1 395	-19,8%
Public Health Product Tax (PHPT)	1 011	3 513	2 502	247,5%
Sales net of taxes	11 615	9 323	-2 292	-19,7%
Profit from operations	3 684	2 183	-1 501	-40,7%

Total	2018-2019. I-III. quarters	2019-2020. I-III. quarters	Variance	%
Gross Sales	23 882	22 558	-1 324	-5,5%
Excise Tax	8 018	6 584	-1 434	-17,9%
Public Health Product Tax (PHPT)	1 506	4 113	2 607	173,1%
Sales net of taxes	14 358	11 861	-2 497	-17,4%
Profit from operations	3 879	2 391	-1 488	-38,4%

Data sheet heading (general)

Company name : Zwack Unicum Plc.
Company address: 1095 Bp. Soroksári út 26
Business branch Food
Period 2019-20. business year, I-III. quarters
(01.04.2019-31.12.2019)

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

	Yes	No		
Audited	<input type="checkbox"/>	<input checked="" 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 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.
 Company address: 1095 Bp. Soroksári út 26
 Business branch Food
 Period 2019-20. business year, I-III. quarters
 (01.04.2019-31.12.2019)

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

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	2.35%	2.39%	47 876	1.33%	1.35%	27 117
Foreign institutional/company	75.93%	77.25%	1 545 077	75.75%	77.08%	1 541 531
Domestic private individual	13.13%	13.36%	267 242	14.44%	14.70%	293 938
Foreign private individual	6.79%	6.91%	138 249	6.67%	6.78%	135 661
Employees, top managers	0.08%	0.09%	1 556	0.09%	0.09%	1 753
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	pieces	% ²	% ³	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
T O T A L	1.72%	0.00%	35 000	1.72%	0.00%	35 000
ALTOGETHER						
	% ²	% ³	pieces	% ²	% ³	pieces
Domestic institutional/company	2.35%	2.39%	47 876	1.33%	1.35%	27 117
Foreign institutional/company	75.93%	77.25%	1 545 077	75.75%	77.08%	1 541 531
Domestic private individual	13.13%	13.36%	267 242	14.44%	14.70%	293 938
Foreign private individual	6.79%	6.91%	138 249	6.67%	6.78%	135 661
Employees, top managers	1.80%	0.09%	36 556	1.81%	0.09%	36 753
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.	Telephone	456-5218
Company address:	1095 Bp. Soroksári út 26	Telefax	216-4981
Business branch	Food	E-mail	szucs@zwackunicum.hu
Period	2019-20. business year, I-III. quarters (01.04.2019-31.12.2019)	Investor Relations	Balázs Szűcs

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), Nemetközi 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	233	237	238

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

Type	Name	Position	Beginning of appointment	End of appointment	Own ordinary shares (no.)	Own redeemable liquidation preference shares (no.)
FB	Dr. Hubertine Underberg-Ruder	Chairperson	29.06.2006	31.07.2021	-	-
FB	Mag. Karin Trimmel		28.06.2016	28.06.2020	-	-
FB	Zeisler Gábor		28.06.2016	28.06.2020	-	-
FB	Kalina Plamenova Tsanova		26.06.2019	26.06.2023	-	-
FB	Dr. Szecskay András		30.09.1992	31.07.2021	651	-
FB	Dr. Salgó István		29.06.2006	31.07.2021	-	-
IT	Zwack Sándor	Chairperson	26.06.2008	31.07.2021	-	-
IT	Wolfgang Spiller		28.06.2012	31.07.2021	-	-
IT	Zwack Isabella Veronika		26.06.2008	31.07.2021	-	-
IT	Szakolczai Nándor		01.08.2018	31.07.2022	-	-
IT	Kresimir Crnjevic		26.06.2019	26.06.2023	-	-
IT	Frank Odzuck		22.04.2004	31.07.2021	-	16 000
IT	Dörnyei Tibor András		24.04.2002	31.07.2021	-	10 500
SP	Frank Odzuck	General Manager	01.11.2003		-	16 000
SP	Dörnyei Tibor András	Financial Director	01.03.2001		-	10 500
SP	Belovai Csaba	Commercial Director	26.01.2004		-	8 500
SP	Palcsó Sára	Marketing Director	01.04.2016		200	-
SP	Virágh Orsolya	Human Resources Director	01.08.2018		-	-
SP	Seprős László	Production and Technical Director	01.04.2009		-	-

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

