## Further growing export sales at the Printing Company

ANY Security Printing Company PLC (BSE: ANY, hereinafter referred to as "ANY PLC" or the "Company") has released its 2017 January-September results (available on the websites www.bet.hu, www.kozzetetelek.hu and www.any.hu ).

## SUMMARY

- Net sales of ANY PLC in the first nine months of 2017 amounted to HUF 18.6 billion which is higher by HUF 0.1 billion (1\%) than in the first nine months of the previous year. Changes in case of strategic product segments were as follows: sales of security products, solutions were HUF 4.8 billion, which is HUF 0.2 billion higher than in the first nine months of 2016; sales of card production, personalisation were HUF 4.9 billion, which is HUF 0.3 billion higher than in the base period; whilst sales of segment of form production, personalisation, data processing were HUF 7.7 billion, which is HUF 0.3 billion lower than in the base period. Ratio of strategic products segments in total net sales was 94\% in January-September 2017.
- Export sales of the Company exceeded HUF 7.6 billion in the first nine months of 2017, which increased by HUF 1.0 billion (15\%) compared to the similar period of the last year, representing a $5 \%$ growth until 30 September 2017, which shows a $41 \%$ export sales ratio.
- Negative goodwill was accounted due to the purchase of ANY Ingatlanhasznosító Kft quota in 2016 therefore net profit increased by HUF 126 million one-off item in the first quarter of last year. The reason for one-off item that the purchase price of the Company's quota owning the real estates was lower than the market price of the related real estates at the date of property acquisition and therefore, one-off other revenue was accounted for in accordance with IFRS rules. Adjusted profit figures in the base period will be presented and used for further analysis.
- Consolidated EBITDA is HUF 2,218 million, an increase of HUF 61 million (3\%) compared to 2016 adjusted base period due to the sales increase of higher value added products.
- Consolidated operating income is HUF 1,424 million, which is HUF 5 million lower than the adjusted profit for the base period.
- Consolidated net income after interest income, taxation, non-controlling interest is HUF 852 million, which shows an increase of HUF 10 million (1\%) compared to the previous year's same period.
„Based on the forecasts Security Printing Company is going to achieve new record revenue. Net sales revenue will be expectedly higher than HUF 25 billion. Sales growth is firstly due amongst others to the dynamically increasing export sales, which will be over the $40 \%$ strategic target this year. Stable operation of the Printing Company can be assured by actively using the information innovations and by further continuing the research and development activity in document security products in order to keep its market advantage." - commented on the Company Report Gábor
Zsámboki, CEO of ANY Security Printing Company PLC.

The figures presented in the Company's first nine months of 2017 Interim Management Report are unaudited, consolidated ("group-level") data prepared according to International Financial Reporting Standards (IFRS).

ANY Security Printing Company PLC hereby declares that, in accordance with Decree No. 24/2008. (VIII.15.) PM of the Minister of Finance, the Company's January - September 2017 Interim Management Report gives a true and fair view of the Company's assets, liabilities, financial position, profit and loss, the company's position, as well as development and performance, describing the principal risks and uncertainty factors. The Company does not conceal any facts that are relevant to the evaluation of its financial-economic position.

## Gábor Zsámboki

Chief Executive Officer

Budapest, $20^{\text {th }}$ November, 2017

## Consolidated management report

on the results and prospects of Q1-Q3 2017, and on quantitative and qualitative indicators

## Consolidated net sales

The breakdown of net sales by segment is presented in the table below:

| Sales segments | 2016 Q1-Q3 <br> HUF millions <br> $(\mathbf{A})$ | 2017 Q1-Q3 <br> HUF millions <br> (B) | Change <br> $(\mathbf{B}-\mathbf{A )}$ | Change \% <br> $(\mathbf{B} / \mathbf{A}-1)$ |
| :--- | ---: | ---: | ---: | ---: |
| Security products and solutions | 4,613 | 4,820 | 207 | $4.49 \%$ |
| Card production and personalization | 4,656 | 4,941 | 285 | $6.12 \%$ |
| Form production and personalization, data <br> processing | 7,966 | 7,685 | $(281)$ | $-3.53 \%$ |
| Traditional printing products | 748 | 851 | 103 | $13.77 \%$ |
| Other | 466 | 280 | $\mathbf{( 1 8 6 )}$ | $-\mathbf{- 3 9 . 9 1 \%}$ |
| Total net sales | $\mathbf{1 8 , 4 4 9}$ | $\mathbf{1 8 , 5 7 7}$ | $\mathbf{1 2 8}$ | $\mathbf{0 . 6 9 \%}$ |

ANY PLC had consolidated net sales of HUF 18,577 million in Q1-Q3 2017, which is HUF 128 million (1\%) higher than the sales for the base period.

Sales of security products and solutions came to HUF 4,820 million in Q1-Q3 2017 which means an increase of HUF 207 million (4\%) compared to the base period. The reason for the change is the higher turnover of export security products and solutions and the increased volume of tax stamps.

The Company's revenues from card production and personalisation totalled HUF 4,941 million in the period of reference, a HUF 285 million increase compared to similar period of year 2016. Higher volume of document card sales is behind the change.

The Company's revenues from form production, personalisation and data processing came to HUF 7,685 million in first nine months of 2017, HUF 281 million lower than the sales for the base period. Missing sales revenue from last year's referendum causes the decrease, which could be partly compensated by export sales increase.

Sales of traditional printing products amounted to HUF 851 million in the period of reference, which means a HUF 103 million increase compared to the previous year's similar period.

Other sales totalled HUF 280 million in Q1-Q3 2017, which is a decrease of HUF 186 million (40\%). This segment mainly comprises revenues from the sale of commercial materials and goods.

Export sales by segment

| Sales segments | 2016 Q1-Q3 <br> in HUF <br> millions <br> (A) | 2017 Q1-Q3 <br> in HUF <br> millions <br> (B) | Change <br> (B-A) | Change \% <br> (B/A-1) |
| :--- | ---: | ---: | ---: | ---: |
| Security products and solutions | 352 | 636 | 284 | $80.68 \%$ |
| Card production and personalization | 250 | 184 | $(66)$ | $-26.40 \%$ |
| Form production and personalization, data <br> processing | 5,622 | 6,552 | 930 | $16.54 \%$ |
| Traditional printing products | 7 | 15 | $\mathbf{8}$ | $\mathbf{8}$ |
| Other | 343 | 174 | $(169)$ | $-49.27 \%$ |
| Total export sales | $\mathbf{6 , 5 7 4}$ | $\mathbf{7 , 5 6 1}$ | $\mathbf{9 8 7}$ | $\mathbf{1 5 . 0 1 \%}$ |
| Export \% | $\mathbf{3 5 . 6 4 \%}$ | $\mathbf{4 0 . 7 0 \%}$ |  |  |

Export sales amounted to HUF 7,561 million as at September 30, 2017, which is a $15 \%$ increase compared to a year earlier, representing a $5 \%$ increase in the $41 \%$ export sales ratio.

Sales revenue of security products and solutions were HUF 636 million, which is HUF 284 million higher, than the same period of the last year. Increasing turnover of meal vouchers was the reason for that.
There was a significant growth (17\%) in the field of form production, personalisation and related logistics services, in the end of the period was HUF 6,552 million, increased by HUF 930 million compared to the base period.

## Income statement analysis

The table below presents the calculation of operating income according to the so-called "total cost accounting" method.

| Description | 2016 Q1-Q3 <br> in HUF <br> millions <br> (A) | 2016 Q1-Q3 <br> in HUF <br> millions <br> (adjusted) <br> (B) | 2017 Q1-Q3 <br> in HUF <br> millions <br> (C) | Change <br> (C-B) | Change \% <br> (C/B-1) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |
| Net sales | 18,450 | 18,450 | 18,577 | 127 | $0.69 \%$ |
|  |  |  |  |  |  |
| Capitalized value of assets produced | 318 | 318 | 493 | 175 | $55.03 \%$ |
| Material expenses | 12,014 | 12,014 | 12,367 | 353 | $2.94 \%$ |
| Personnel expenses | 4,180 | 4,180 | 4,243 | 63 | $1.51 \%$ |
| Depreciation | 728 | 728 | 794 | 66 | $9.07 \%$ |
| Other expenses/(revenues) | 291 | 417 | 242 | -175 | $-41.97 \%$ |
|  |  |  |  |  |  |
| Operating income | 1,555 | 1,429 | 1,424 | -5 | $-0.35 \%$ |
|  |  |  |  |  |  |
| Net profit | 968 | 842 | 852 | 10 | $1.19 \%$ |
|  |  |  |  |  |  |
| EBITDA | 2,283 | 2,157 | 2,218 | 61 | $2.83 \%$ |
| EBITDA margin (\%) | $12.37 \%$ | $11.69 \%$ | $11.94 \%$ |  |  |

*After the elimination of one-off other revenue was accounted for in accordance with IFRS rules because of the purchase of ANY Ingatlanhasznosító Kft.

Net sales totalled HUF 18,577 million in Q1-Q3 2017, which is HUF 127 (1\%) million increase compared to the figure for the same period of last year.

Operating income came to HUF 1,424 million, a decrease of HUF 5 million compared to the previous period.
Gross profit totalled HUF 5,784 million, which means a $31 \%$ gross margin. General (SG\&A) expenses amounted to HUF 4,128 million in Q1-Q3 2017, which equals $22 \%$ of net sales. Material expenses increased by HUF 353 million (3\%) in the current period.
The capitalized value of own performance line shows the capitalized value of assets produced and the change in inventories manufactured. These figures were driven mainly by the change in inventories in both periods presented; the most significant of these is the value of unfinished production connected with security and card products.
Personnel expenses totalled HUF 4,243 million, which is $2 \%$ higher than in the base period.
EBITDA amounted to HUF 2,218 million due to the change in operating income and depreciation, which represents an increase of HUF 61 million (3\%) compared to previous period's adjusted EBITDA. Therefore EBITDA margin is $12 \%$.

Net interest income amounted to -70 million HUF in Q1-Q3 2017. Net income - after financial operations, taxation and minority interest - came to HUF 852 million in Q1-Q3 2017, an increase of 1\% compared to the adjusted profit of the previous year's similar period.

## Balance sheet analysis

The Company had total assets of HUF 17,604 million on 30 September 2017, which increased by HUF 2,230 million compared to the previous year-end.

Receivables amounted to HUF 4,329 million which represents a HUF 884 million (26\%) increase compared to the 2016 year-end figure due to longer payment terms. Cash and bank totalled HUF 736 million which represents a HUF 130 million decrease compared to the 2016 year-end balance.

Inventories totalled HUF 2,585 million, which is a HUF 442 million ( $21 \%$ ) increase compared to the 31 December 2016 figure mainly due to work-in-progress of security and card production.

Other current assets and prepayments amounted to HUF 1,979 million, which is a HUF 679 million increase, compared to the prior year-end figure, due to higher balances of advances paid for fixed assets purchases and to the customer orders delivered but not invoiced. The balance of property, plant and equipment at the end of September 2017 was HUF 7,456 million, an increase of HUF 227 compared to the end of 2016.

Goodwill amounted to HUF 336 million that is HUF 1 million higher compared to the end of previous year.
Accounts payable totalled HUF 2,370 million, HUF 97 million (4\%) lower compared to the end of December 2016.

Other payables and accruals amounted to HUF 2,205 million, which is an increase by HUF 546 million, due to mainly late creditor invoices mentioned previously.
Lease liabilities relating to the purchase of fixed assets has a balance of HUF 731 million, from which HUF 456 million is long-term part, HUF 275 million is short-term liability.
Long-term loan amounts HUF 1,680 million, from which HUF 1,482 million is long-term part, HUF 198 million is short-term liability relating to the purchase of the Company's quota owning the real estates.

The Company's operation is financed by short term loans which reached HUF 3,275 million on 30 September, 2017.

## Changes in equity

| HUF millions | Share <br> capital | Capital <br> reserve | Retained <br> earnings | Treasury <br> shares | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| January 1, 2017 | 1,450 | 251 | 5,004 | $(455)$ | 6,250 |
| Dividend |  |  | $(1,199)$ |  |  |
| Profit for the year | - | - | 852 | - | 852 |
| September 30, 2017 | $\mathbf{1 , 4 5 0}$ | $\mathbf{2 5 1}$ | $\mathbf{4 , 6 5 8}$ | $\mathbf{( 4 5 5 )}$ | $\mathbf{5 , 9 0 4}$ |

## Cash flow analysis

Net cash flow from operating activities amounted to HUF 283 million in Q1-Q3 2017. The HUF 1,354 million net income before taxation and non-controlling interest was increased by HUF 866 million worth of items with no actual cash flow, the most important being depreciation and amortization. The change in trade receivables, inventories and liabilities decreased net cash flow from operating activities by HUF 1,689 million. Interest and tax payments totalled HUF -248 million in the period.

Major part of the 1,014 million HUF negative cash flow is from investing activities mainly comprises the amounts spent on tangible asset purchases.

The cash flow from financing activities totalled HUF 601 million which was mainly affected by long-term loan contract relating to acquisition of real estate company, lease liability increase due to the technological improvement and short term overdraft loans.

As a result of the above, cash and cash equivalents decreased by HUF 130 million compared to same period in 2016, and totalled HUF 736 million on 30 September 2017.

## Business environment of the Company

ANY Security Printing Company PLC (formerly Állami Nyomda Nyrt. or State Printing House Plc) was established in 1851. It is the largest printing house in Hungary and one of the leading printing houses of the CEE region. ANY is a public limited company incorporated under the laws of the Republic of Hungary. The Company operated as a State enterprise until 1992 when it was transformed into a limited liability company (Rt.). The Company's registered office is located at Halom u.5, Budapest, District 10.
ANY PLC produces security products, plastic cards, personalized business and administration forms, as well as conventional printing products. Its international qualifications and certifications guarantee the highest level of security. The Group of ANY Security Printing consists of eight company. Apart from the domestic subsidiaries, there is a commercial office in Slovakia, and there are joint ventures in Bulgaria, Romania and Moldavia.

## Goals and strategy of the Company

The Company offers complex solutions of document security products, plastic cards, and high-volume printing and personalisation of administration forms. The Company is the largest document security producer and personalizer of Hungary, but it also produces Mastercard and VISA bankcards for domestic and foreign banks as well. Apart from the Hungarian parent company, the joint ventures in Romania and Bulgaria also print personalized business forms, invoices, statements for banks, insurance companies and public utilities.

The strategic goal of the Company is to offer products and solutions through its document security and mobile technology developments like electronic security documents or payment solutions in line with the international standards that can help the organic growth of the ANY Group in the future.

Main risks of the Company, changes and uncertainties connected to them

## Foreign currency risk

Among foreign currency transactions of the ANY Security Printing Company Plc. EURO based transactions are the most important ones. Foreign currency liabilities mainly occur from raw material purchases, which are hedged by the receivables form the export sales in foreign currency as a natural hedge. The balance of foreign currency receivables and liabilities are almost the same, therefore the foreign currency risk of the Company is not significant.

## Interest rate risk

Due to the debts in ANY PLC, potential interest rate changes would not influence significantly the amount of interests to be paid by the Company.

## Liquidity risk

Liquidity risk of the Company, due to the high balance of net working capital, is also low.

Significant events between 30 September 2017 and the publication of the interim management report

There was not any significant event in ANY Group after balance sheet date.

| Name of company: | ANY Security Printing <br> Company PLC. | Phone: | $+36(1) 431-1228$ |
| :--- | :--- | :--- | ---: |
| Address of <br> company: | Budapest, Halom u. 5. H-1102 | Facsimile: | $+36(1) 431-1230$ |
| Sector of activity: | Other not specified printing | E-mail address: | karako@any.hu |
| Period: | 1 January 2017 - <br> 30 September 2017 | Investor relations contact <br> person: | Tamás Karakó <br> Chief Financial Officer |

## Forms related to financial statements

PK1. General information on financial data

|  | Yes |  | No |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Audited |  |  | X |  |  |  |  |
| Consolidated | X |  |  |  |  |  |  |
| Accounting standards |  | Hungarian |  | IFRS | X | Other |  |
| Other: $\ldots \ldots \ldots \ldots \ldots . . . . . . . . . . . . . . . . ~$ |  |  |  |  |  |  |  |

PK2. Companies involved in consolidation

| Name of the Company | Equity | Share of ownership | Voting right * | Classification ** |
| :---: | :---: | :---: | :---: | :---: |
| Gyomai Kner Nyomda Zrt. | HUF 200,000,000 | 99.48\% | 99.48\% | L |
| Specimen Zrt. ${ }^{1}$ | HUF 100,000,000 | 100.00\% | 100.00\% | L |
| ANYpay Fizetési Megoldások Zrt. ${ }^{2}$ | HUF 50,000,000 | 100.00\% | 100.00\% | L |
| Techno-progress Kft. | HUF 5,000,000 | 100.00\% | 100.00\% | L |
| ANY Ingatlanhasznosító Kft ${ }^{3}$ | HUF 3,000,000 | 100.00\% | 100.00\% | L |
| Zipper Services SRL ${ }^{4,6}$ | RON 2,060,310 | 50.00\% | 50.00\% | L"** |
| Tipo Direct Serv SRL ${ }^{5}$ | 30.308 MDL | 50.00\% | 50.00\% | L |
| Direct Services OOD | BGN 570,000 | 50.00\% | 50.00\% | L*** |
| Slovak Direct SRO | SKK 1,927,000 | 100.00\% | 100.00\% | L |

* Voting rights that entitle the holder to participate in decision making at the general meeting of the company included in consolidation.
${ }^{* *}$ Fully controlled subsidiaries (L); Joint ventures (K); Associated undertakings (T)
*** Classification as subsidiary is the result of the co-operational agreement signed by the co-owner of the Company
${ }^{1}$ Specimen Zrt. has been $100 \%$ owned subsidiary of ANY Security Printing Company Plc. since 1st June 2013
${ }^{2} 100$ per cent subsidiary of Specimen Zrt, it has been consolidated since 21th November, 2013
${ }^{3}$ ANY Ingatlanhasznosító Kft has been $100 \%$ owned subsidiary of ANY Security Printing Company Plc. since 3rd
March 2016
${ }^{4}$ The name of the company changed from Tipo Direct SRL to Zipper Services SRL in 17th June, 2014
${ }^{5} 100$ per cent subsidiary of Zipper Services SRL, it has been consolidated since 1st January, 2011
${ }^{6}$ Romanian Zipper Data S.R.L. was merged into also Romanian Zipper Services S.R.L. on $31{ }^{\text {st }}$ December 2016.

PK3. Statement of Financial Position
IFRS Consolidated statement of financial position (unaudited)

| in HUF thousands: | 31 December 2016 <br> (A) | 30 September 2017 <br> (B) | Change (B-A) | Change \% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |
| Cash and cash equivalents | 865,496 | 735,813 | $(129,683)$ | -15.0\% |
| Accounts receivable | 3,445,270 | 4,329,218 | 883,948 | 25.7\% |
| Inventory | 2,143,714 | 2,585,420 | 441,706 | 20.6\% |
| Other current assets and prepayments | 1,299,307 | 1,978,781 | 679,474 | 52.3\% |
| Short term investments | 0 | 135,608 | 135,608 | - |
| Total current assets | 7,753,787 | 9,764,840 | 2,011,053 | 25.9\% |
|  |  |  |  |  |
| Non-current assets |  |  |  |  |
| Property, plant and equipment | 7,229,706 | 7,456,340 | 226,634 | 3.1\% |
| Goodwill | 335,009 | 335,857 | 848 | 0.3\% |
| Intangibles | 50,066 | 39,543 | $(10,523)$ | -21.0\% |
| Other assets | 5,014 | 7,093 | 2,079 | 41.5\% |
| Total non-current assets | 7,619,795 | 7,838,833 | 219,038 | 2.9\% |
|  |  |  |  |  |
| Total assets | 15,373,582 | 17,603,673 | 2,230,091 | 14.5\% |
|  |  |  |  |  |
| Current liabilities |  |  |  |  |
| Trade accounts payable | 2,467,331 | 2,370,319 | $(97,012)$ | -3.9\% |
| Other payables and accruals | 1,658,953 | 2,204,697 | 545,744 | 32.9\% |
| Short term part of lease liabilities | 264,267 | 274,926 | 10,659 | 4.0\% |
| Short term debt | 1,035,947 | 3,275,453 | 2,239,506 | 216.2\% |
| Total current liabilities | 5,426,498 | 8,125,395 | 2,698,897 | 49.7\% |
|  |  |  |  |  |
| Long term liabilities |  |  |  |  |
| Deferred tax liability | 302,121 | 302,121 | - | 0.0\% |
| Long term part of lease liabilities | 515,231 | 456,130 | $(59,101)$ | -11.5\% |
| Long term debt | 1,632,839 | 1,498,220 | $(134,619)$ | -8.2\% |
| Other long term liabilities | 122,448 | 3,222 | $(119,226)$ | -97.4\% |
| Total long term liabilities | 2,572,639 | 2,259,693 | $(312,946)$ | -12.2\% |
|  |  |  |  |  |
| Shareholders' equity |  |  |  |  |
| Share capital | 1,449,876 | 1,449,876 | - | 0.0\% |
| Capital reserve | 250,686 | 250,686 | - | 0.0\% |
| Retained earnings | 5,004,574 | 4,658,226 | $(346,348)$ | -6.9\% |
| Treasury shares at cost | $(455,048)$ | $(455,048)$ |  | 0.0\% |
| Non-controlling interest | 1,124,357 | 1,314,845 | 190,488 | 16.9\% |
| Total shareholders' equity | 7,374,445 | 7,218,585 | $(155,860)$ | -2.1\% |
|  |  |  |  |  |
| Total liabilities and shareholders' equity | 15,373,582 | 17,603,673 | 2,230,091 | 14.5\% |

PK4. Statement of comprehensive income
IFRS Consolidated statement of comprehensive income (unaudited)

| in HUF thousands: | $2016 \text { Q1-Q3 }$ <br> (A) | $2017 \text { Q1-Q3 }$ <br> (B) | Change (B-A) | Change \% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 18,449,814 | 18,576,710 | 126,896 | 0.7\% |
| Cost of sales | $(12,422,022)$ | $(12,792,947)$ | $(370,925)$ | 3.0\% |
| Gross profit | 6,027,792 | 5,783,763 | $(244,029)$ | -4.0\% |
| Selling general and administration | $(4,181,482)$ | $(4,128,013)$ | 53,469 | -1.3\% |
| Gain on sale of fixed assets | 2,752 | 5,146 | 2,394 | 87.0\% |
| Foreign currency gains / (losses) | 10,475 | 3,454 | $(7,021)$ | -67.0\% |
| Other expense | $(304,121)$ | $(239,934)$ | 64,187 | -21.1\% |
| from which: IFRS effect of negative goodwill* | 126,104 | - | $(126,104)$ | -100.0\% |
| Operating income | 1,555,416 | 1,424,416 | $(131,000)$ | -8.4\% |
| Interest income / (expenditures), net | $(65,342)$ | $(70,325)$ | $(4,983)$ | 7.6\% |
| Income before tax and non-controlling interest | 1,490,074 | 1,354,091 | $(135,983)$ | -9.1\% |
| Income tax expense | $(247,946)$ | $(190,173)$ | 57,773 | -23.3\% |
| Profit after tax | 1,242,128 | 1,163,918 | $(78,210)$ | -6.3\% |
| Other comprehensive income | - | - | - | - |
| Total other comprehensive income | 1,242,128 | 1,163,918 | $(78,210)$ | -6.3\% |
| Profit attributable to |  |  |  |  |
| Shareholders of the company | 968,482 | 852,274 | $(116,208)$ | -12.0\% |
| Non-controlling interest | 273,646 | 311,644 | 37,998 | 13.9\% |

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## PK5. Statement of cash-flow

IFRS Consolidated statement of cash-flow (unaudited)

| in HUF thousands: | $2016 \text { Q1-Q3 }$ <br> (A) | $2017 \text { Q1-Q3 }$ <br> (B) | Change <br> (B-A) | Change\% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net income before taxation and non-controlling interest | 1,490,075 | 1,354,091 | $(135,984)$ | -9.1\% |
| IFRS effect of negative goodwill* | $(126,104)$ | - | 126,104 | -100.0\% |
| Depreciation and amortisation | 705,085 | 783,036 | 77,951 | 11.1\% |
| Amortisation of development costs | 22,529 | 10,523 | $(12,006)$ | -53.3\% |
| Changes in provisions | 111,360 | 120,280 | 8,920 | 8.0\% |
| Gain on sale of tangible assets | $(2,752)$ | - | 2,752 | -100.0\% |
| Non-controlling interest changes | $(131,832)$ | $(118,003)$ | 13,829 | -10.5\% |
| Interest expense | 82,045 | 75,665 | $(6,380)$ | -7.8\% |
| Interest income | $(16,703)$ | $(5,340)$ | 11,363 | -68.0\% |
| Operating profit before working capital changes: | 2,133,703 | 2,220,252 | 86,549 | 4.1\% |
| Changes in accounts receivable and other current assets | $(947,139)$ | $(1,581,000)$ | $(633,861)$ | 66.9\% |
| Changes in inventories | $(156,557)$ | $(558,571)$ | $(402,014)$ | 256.8\% |
| Changes in accounts payables and accruals | $(135,795)$ | 450,698 | 586,493 | -431.9\% |
| Cash provided by operations | 894,212 | 531,379 | $(362,833)$ | -40.6\% |
| Interest received / (paid), net | $(67,959)$ | $(62,450)$ | 5,509 | -8.1\% |
| Taxes paid, net | $(298,587)$ | $(185,847)$ | 112,740 | -37.8\% |
| Net cash provided by operating activities | 527,666 | 283,082 | $(244,584)$ | -46.4\% |
| Cash flows from investing activities |  |  |  |  |
| Purchase of property, plant and equipment | $(3,513,301)$ | $(1,009,673)$ | 2,503,628 | -71.3\% |
| Proceeds on disposal of sale property, plant and equipment | 80,561 | - | $(80,561)$ | -100.0\% |
| Increase of investments | 0 | $(4,000)$ | $(4,000)$ |  |
| Net cash flow used in investing activities | $(3,432,740)$ | $(1,013,673)$ | 2,419,067 | -70.5\% |
| Cash flows from financing activities |  |  |  |  |
| Increase in short term loans | 2,116,023 | 2,239,506 | 123,483 | 5.8\% |
| Increase in loans to employees | $(1,211)$ | $(2,079)$ | (868) | 71.7\% |
| Increase / (decrease) in long term loans | 1,657,216 | $(253,845)$ | $(1,911,061)$ | -115.3\% |
| Changes in capital lease obligations | $(110,023)$ | $(48,442)$ | 61,581 | -56.0\% |
| Decrease / (increase) of fixed rate securities | - | $(135,608)$ | $(135,608)$ |  |
| Dividend paid | $(961,652)$ | (1,198,624 | $(236,972)$ | 24.6\% |
| Net cash flow used in financing activities | 2,700,353 | 600,908 | $(2,099,445)$ | -77.7\% |
|  |  |  |  |  |
| Increase in cash and cash equivalents | $(204,721)$ | $(129,683)$ | 75,038 | -36.7\% |
| Cash and cash equivalents at beginning of period | 814,876 | 865,496 | 50,620 | 6.2\% |
| Cash and cash equivalents at end of the period | 610,155 | 735,813 | 125,658 | 20.6\% |

[^1]
## PK6. Significant items outside the balance sheet ${ }^{1}$

| Description | Value (THUF) |
| :--- | ---: |
| Pjódrska Islands | 290,821 |
| Bevándorlási és Állampolgársági hivatal | 190,800 |
| Raiffeisen Corporate Lízing Zrt. | 141,457 |
| Nemzeti Választási Iroda | 42,378 |
| Máv-Start Zrt. | 3,970 |
| Magyar Posta Zrt. | $\mathbf{2 , 0 7 0}$ |
| Total: | $\mathbf{6 7 1 , 4 9 7}$ |

Real estates of ANY Ingatlanhasznosító Kft. secured by mortgage in favour of Unicredit Bank Zrt. in the value of EUR 6,5 million, relating to this loan ANY Biztonsági Nyomda Nyrt. provided a guarantee to the Unicredit Bank Zrt. Furthermore ANY Biztonsági Nyomda Nyrt. provided a guarantee to the Unicredit Bank Zrt. in the value of EUR 2,5 million in connection with the credit line agreement for the treasury transaction of ANY Ingatlanhasznosító Kft.
${ }^{1}$ Financial obligations that are deemed significant for financial evaluation, but are not shown on the balance sheet (e.g. payment guarantees, third party guarantees, liabilities related to charges/mortgages, etc.)

Forms related to the ownership structure and shareholders
RS1. Structure, stake of ownership and degree of the voting rate

| Denomination of shareholders | Total equity ${ }^{1}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | At the beginning of the current year (1 January) |  |  | At the end of the period ( 30 September) |  |  |
|  | \% ${ }^{2}$ | $\%^{3}$ | No. of shares | \% ${ }^{2}$ | $\%^{3}$ | No. of shares |
| Foreign institutions | 38.18\% | 39.37\% | 5,647,830 | 38.67\% | 39.88\% | 5,721,157 |
| Domestic institutions | 33.31\% | 34.35\% | 4,928,090 | 32.99\% | 34.02\% | 4,880,894 |
| Domestic private individuals | 21.69\% | 22.37\% | 3,209,254 | 21.64\% | 22.32\% | 3,201,528 |
| Foreign private individuals | 0.31\% | 0.32\% | 45,520 | 0.35\% | 0.36\% | 51,837 |
| Employees, managing officials | 3.07\% | 3.17\% | 454,794 | 2.94\% | 3.03\% | 435,294 |
| Treasury stock | 3.03\% | 0.00\% | 448,842 | 3.03\% | 0.00\% | 448,842 |
| Shareholder as part of the state budget ${ }^{4}$ | 0.00\% | 0.00\% | 0 | 0.00\% | 0.00\% | 0 |
| Other ${ }^{5,6}$ | 0.41\% | 0.42\% | 60,320 | 0.37\% | 0.38\% | 55,098 |
| TOTAL: | 100.00\% | 100.00\% | 14,794,650 | 100.00\% | 100.00\% | 14,794,650 |

${ }^{1}$ If the listed series equals the total equity and this fact is indicated, these fields do not have to be completed. If there are several series listed on the Budapest Stock Exchange, please specify the ownership structure in respect of each series.
${ }^{2}$ Stake
${ }^{3}$ Voting rights that entitle the holder to participate in decision making at the general meeting of the issuer.
${ }^{4}$ E.g. ÁPV Rt., social security funds, municipalities, wholly state-owned companies, etc.
${ }^{5}$ E.g. EBRD, EIB, etc.
${ }^{6}$ Together with non identifiable shareholders

RS2. Changes of treasury shares (in pcs) in the current period

|  | September 30, <br> $\mathbf{2 0 1 6}$ | December 31, <br> 2016 | March 31, 2017 | June 30, 2017 | September 30, <br> 2017 |
| :--- | :---: | ---: | ---: | ---: | ---: |
| At corporate level | 448,842 | 448,842 | 448,842 | 448,842 | 448,842 |
| Subsidiaries ${ }^{1}$ | - | - | - | - | - |
| Total | 448,842 | 448,842 | 448,842 | $\mathbf{4 4 8 , 8 4 2}$ | $\mathbf{4 4 8 , 8 4 2}$ |

${ }^{1}$ Companies that are consolidated and considered to be subsidiaries according to the Capital Market Act.

RS3/1. List of shareholders holding over $5 \%$ of shares and their introduction (at the end of the period) as per their share in proportion to the registered capital

| Name | Nationality ${ }^{1}$ | Activity ${ }^{2}$ | Quantity (pcs) | Share (\%) ${ }^{3}$ | Voting rate $(\%)^{3,4}$ | Note ${ }^{5}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EG Capital LLC ${ }^{6}$ | K | T | 1,718,623 | 11.62\% | 11.98\% |  |
| Aegon Alfa Származtatott Alap | B | 1 | 1,065,722 | 7.20\% | 7.43\% | Financial investor |
| Digital Forest LLC ${ }^{7}$ | K | T | 1,000,001 | 6.76\% | 6.97\% |  |

${ }^{1}$ Domestic (B), Foreign (K)
${ }^{2}$ Custodian (L), Public sector (Á), International development institute (F), Institution (I), Company (T) Private individual (M), Employee, senior officer (D)
${ }^{3}$ Figures should be rounded off to two places of decimals.
${ }^{4}$ Voting rights that entitle the holder to participate in decision making at the general meeting of the issuer.
${ }^{5}$ E.g.: strategic investor, financial investor, etc.
${ }^{6}$ The Chairman of the Board of Directors of ANY Security Printing Company PLC as owner of EG Capital LLC has a further indirect ownership of $3.22 \%$ through Fortunarum Kft .
${ }^{7}$ Indirect ownership of Tamás Erdős, member of the Board of Directors of ANY Security Printing Company PLC based on the AGM of March 31, 2014

Companies and their voting rights of the AEGON Group:

| NAME OF THE COMPANY: | NO. OF SHARES | VOTING RIGHT |
| :--- | ---: | ---: |
| AEGON ALFA ABSZOLÚT HOZAMÚ BEFEKTETÉSI ALAP | $1,065,722$ | $7.43 \%$ |
| AEGON MONEYMAXX EXPRESSZ ABSZOLÚT HOZAMÚ BEFEKTETÉ SI ALAP | 380,107 | $2.65 \%$ |
| AEGON MO. ÖPT AEGON VK KIEGYENSÚLYOZOTT PF. (B) | 377,667 | $2.63 \%$ |
| AEGON MARATON AKTÍV VEGYES BEFEKTETÉSI ALAP | 135,000 | $0,94 \%$ |
| AEGON KÖZÉP-EURÓPAI RÉSZVÉNY BEFEKTETÉSI ALAP | 116,893 | $0,82 \%$ |
| AEGON MO. ÖPT AEGON VK NÖVEKEDÉSI PF. (D) | 100,278 | $0.70 \%$ |
| AEGON MO. ÖPT AEGON VK SZAKÉ.ABSZ.HOZ.PF. (E) | 34,712 | $0,24 \%$ |
| AEGON PANORÁMA SZÁRMAZTATOTT BEFEKTETÉSI ALAP | $\mathbf{1 4 , 0 0 0}$ | $\mathbf{0 , 1 0 \%}$ |
| ÖSSZESEN: | $\mathbf{2 , 2 2 4 , 3 7 9}$ | $\mathbf{1 5 , 5 1 \%}$ |

${ }^{7}$ AEGON Magyarország Befektetési Alapkezelő Zrt., as portfolio manager authorized with voting right has control all over the ordinary shares of ANY Plc. owned in the AEGON Group. Therefore AEGON Magyarország Befektetési Alapkezelő Zrt. has cumulated voting right of $15.51 \%$.

Forms related to the organization and operation of the Issuer
TSZ1. Number of employees in full time (person)

|  | End of prior period | Beginning of current <br> period | End of current <br> period |
| :--- | :---: | :---: | :---: |
| At corporal level | 517 | 517 | 520 |
| At group level | 842 | 842 | 870 |

TSZ2. Managing officials and employees in strategic position

| Type ${ }^{1}$ | Name | Position | Assignment started | Assignment ends | ANY shares owned (no. of shares) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BD | Dr. Ákos Erdős ${ }^{2}$ | Chairman of Board of Directors | 1993* | May 31, 2019 | 2,195,253 |
| BD | Gábor Zsámboki | Deputy chairman of Board of Directors** | August 11, 2005* | May 31, 2019 | 143,923 |
| BD | György Gyergyák | Member of Board of Directors | 1994* | May 31, 2019 | 200,000 |
| BD | Péter Kadocsa | Member of Board of Directors | April 30, 2010* | May 31, 2019 | - |
| BD | Tamás Erdős ${ }^{3}$ | Member of Board of Directors | May 31, 2014 | May 31, 2019 | 1,000,001 |
| BD | Erwin Fidelis Reisch | Member of Board of Directors | May 31, 2014 | May 31, 2019 |  |
| SB | Dr. Tamás Sárközy | Chairman of Supervisory Board | March 30, 2007* | May 31, 2019 |  |
| SB | Dr. Istvánné Gömöri4 ${ }^{4}$ | Deputy chairman of Supervisory Board | August 11, 2005* | May 31, 2019 | 536,703 |
| SB | Ferenc Berkesi | Member of Supervisory Board | August 11, 2005* | May 31, 2019 | - |
| SB | Dr. Erzsébet Novotny | Member of Supervisory Board | April 30, 2010* | May 31, 2019 | 5,320 |
| SB | Dr. Imre Repa | Member of Supervisory Board | March 30, 2007* | May 31, 2019 |  |
| SB | Dr. János Stumpf | Member of Supervisory Board | April 19, 2011* | May 31, 2019 |  |
| SP | Gábor Zsámboki | Chief Executive Officer | May 1, 2008 | indefinite | *** |
| SP | László Balla | Deputy Chief Executive Officer | May 1, 2008 | indefinite | 30,190 |
| SP | Ferenc Berkesi | Chief Security Officer | 2001 | indefinite | ** |
| SP | Tamás Karakó | Chief Financial Officer | Jan 2, 2017 | indefinite | - |
| SP | Gábor Péter | Chief Information Officer | Dec 1, 2009 | indefinite | 16,194 |
| SP | Dr. Lajos Székelyhídi | Chief Research and Development Officer | 1999 | indefinite | 6,900 |
| SP | Zoltán Tóth | Chief Technical and Production Officer | July 1, 2008 | indefinite | - |
| Number of shares hold, TOTAL: |  |  |  |  | 4,134,484 |

${ }^{1}$ Employee in a strategic position (SP), Board of Directors member (BD), Supervisory Board member (SB)
${ }^{2}$ Dr. Ákos Erdős controls ANY shares indirectly through EG Capital LLC and Fortunarum Kft.
${ }^{3}$ Tamás Erdős controls ANY shares indirectly through Digital Forest LLC.
${ }^{4}$ Dr. Istvanné Gömöri controls ANY shares indirectly through BELU S.A.R.L.

* Re-elected by the Annual General Meeting held on 31st March, 2014
** Gábor Zsámboki has been the deputy chairman of the Board of Directors since 11th August, 2014.
*** Number of shares shown above


## ST1. Announcements disclosed in the year

| Date | Place of publishing | Subject, short summary |
| :---: | :---: | :---: |
| January 22017 | ANY website, BSE's website | Tamás Karakó has become Chief Financial Officer |
| January 312017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| February 282017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| March 62017 | ANY website, BSE's website | Record breaking export sales, outstanding profit |
| March 62017 | ANY website, BSE's website | Invitation to the Annual General Meeting |
| March 92017 | ANY website, BSE's website | Annual General Meeting Proposals of ANY PLC for 2017 AGM (revised) |
| March 92017 | ANY website, BSE's website | Statement on remuneration |
| April 52017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| April 62017 | ANY website, BSE's website | Resolutions of the AGM of ANY PLC. held on 4 April, 2017 |
| April 72017 | ANY website, BSE's website | ANY Security Printing Company Plc. elected new registered Auditor |
| April 282017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| April 282017 | ANY website, BSE's website | Report on Corporate Governance |
| April 282017 | ANY website, BSE's website | Annual Report for FY 2016 of ANY Security Printing Company PLC. |
| May 82017 | ANY website, BSE's website | Minutes of the AGM |
| May 92017 | ANY website, BSE's website | Information on the order of payment of dividend for the year 2016 |
| May 102017 | ANY website, BSE's website | Information on the order of payment of dividend for the year 2016 (revised) |
| May 152017 | ANY website, BSE's website | Increasing export ratio in the first quarter |
| May 312017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| June 232017 | ANY website, BSE's website | Announcement of ANY Security Printing Company Plc on the final amount of dividend for the FY 2016 |
| June 302017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| July 312017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| August 072017 | ANY website, BSE's website | Adjusted Corporate Action Timetable for FY 2017 of ANY Security Printing Company PLC |
| August 172017 | ANY website, BSE's website | Dynamic export growth in parallel with stable operation |
| August 312017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| September 292017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| October 312017 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| November 102017 | ANY website, BSE's website | Adjusted Corporate Action Timetable for FY 2017 of ANY Security Printing Company PLC |

Announcements are published on the website of the Company, the BSE and the Hungarian Financial Authority (PSZÁF) (www.any.hu, www.bet.hu, www.kozzetetelek.hu).


[^0]:    *Due to the acquisition of ANY Ingatlanhasznosító Kft., negative goodwill accounted as other revenue in accordance with IFRS

[^1]:    *Due to the acquisition of ANY Ingatlanhasznosító Kft., negative goodwill accounted as other revenue in accordance with IFRS

