## The Printing Company has grown dynamically

ANY Security Printing Company PLC (BSE: ANY, hereinafter referred to as "ANY PLC" or the "Company") has released its 2018 January-September results (available on the websites www.bet.hu, www.kozzetetelek.hu and www.any.hu ).

## SUMMARY

- Net sales of ANY PLC for 2018 in the first nine months to HUF 23.1 billion which is higher by HUF 4.5 billion (24\%) than in the previous year. Changes in case of strategic product segments were as follows: sales of security products, solutions were HUF 7.3 billion, which is HUF 2.5 billion higher than the figure in the basis period; sales of card production, personalisation were HUF 7.1 billion, which is HUF 2.2 billion higher than in the base period; whilst sales of segment of form production, personalisation, data processing were HUF 7.3 billion, which is HUF 0.4 billion lower than in the base period. Ratio of strategic products segments in total net sales was $94 \%$ in January-September 2018.
- Export sales amounted to HUF 8.0 million as at September 30, 2018, which is a $5 \%$ increase compared to a year earlier, representing a 6\% decrease in the 34\% export sales ratio.
- Consolidated EBITDA is HUF 2,390 million, an increase of HUF 172 million (8\%) compared to 2017 base period due to the sales increase of higher value added products.
- Consolidated operating income is HUF 1,546 million, which is HUF 122 million higher than the profit for the base period.
- Consolidated net income after interest income, taxation, non-controlling interest is HUF 956 million, which shows an increase of HUF 104 million (12\%) compared to the previous year's same period.
'For continuance of this year results beside research and development increasing the capacity is a decisive condition of growth. As a result of the real estate development started we can install more high capacity, automatized machines in the future. Thus the effective growth both in export and domestic markets can be ensured in the forthcoming years. Better conditions will decrease expenditures which will be hopefully reflected in the results as well.' - commented on the Company Report Gábor Zsámboki, CEO of ANY Security Printing Company PLC.

ANY Security Printing Company PLC hereby declares that the Consolidated Q1-Q3 Interim Management Report prepared on the basis of best knowledge, gives a true and fair view of the assets, liabilities, financial position, profits and losses of the Issuer as well as the companies involved in the consolidation, furthermore the consolidated Management Report gives a true and fair view of the development, performance and describing the main risks and uncertainty factors for the remaining three months of the financial year of the Issuer as well as the companies involved in the consolidation.

## Gábor Zsámboki

Chief Executive Officer

Budapest, $20^{\text {th }}$ November, 2018

## Consolidated management report

on the results and prospects of Q1-Q3 2018, and on quantitative and qualitative indicators

## Consolidated net sales

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

| Sales segments | 2017 Q1-Q3 <br> HUF millions <br> (A) | 2018 Q1-Q3 <br> HUF millions <br> (B) | Change <br> (B-A) | Change \% <br> (B/A-1) |
| :--- | ---: | ---: | ---: | ---: |
| Security products and solutions | 4,820 | 7,276 | 2,456 | $50.95 \%$ |
| Card production and personalization | 4,941 | 7,143 | 2,202 | $44.57 \%$ |
| Form production and personalization, data <br> processing | 7,685 | 7,261 | $(424)$ | $-5.52 \%$ |
| Traditional printing products | 851 | 1,052 | 201 | $23.62 \%$ |
| Other | 280 | 393 | 113 | $40.36 \%$ |
| Total net sales | $\mathbf{1 8 , 5 7 7}$ | $\mathbf{2 3 , 1 2 5}$ | $\mathbf{4 , 5 4 8}$ | $\mathbf{2 4 . 4 8 \%}$ |

ANY PLC had consolidated net sales of HUF 23,125 million in Q3 2018, which is HUF 4,548 million (24\%) higher than the sales for the base period.

Sales of security products and solutions came to HUF 7,276 million in Q3 2018 which means an increase of HUF 2,456 million (51\%) compared to the base period. The increase is due to the election ballots printed with security elements and to the higher volume of meal vouchers, other security documents and security document products.

The Company's revenues from card production and personalisation totalled HUF 7,143 million in the period of reference, a HUF 2,202 million increase compared to similar period of year 2017. Higher volume of domestic and international document card sales is behind the change.

The Company's revenues from form production, personalisation and data processing came to HUF 7,261 million in 2018, a HUF 424 million lower than the sales for the base period. The change derives from lower volume of printed domestic tax forms and from lower export sales.

Sales of traditional printing products amounted to HUF 1,052 million in the period of reference, which means a HUF 201 million increase compared to the previous year's similar period.

Other sales totalled HUF 393 million in Q3 2018, which is an increase of HUF 113 million. This segment mainly comprises revenues from the sale of commercial materials and goods.

Export sales by segment

| Sales segments | 2017 Q1-Q3 <br> in HUF <br> millions <br> (A) | 2018 Q1-Q3 <br> in HUF <br> millions <br> (B) | Change <br> (B-A) | Change \% <br> (B/A-1) |
| :--- | ---: | ---: | ---: | ---: |
| Security products and solutions | 636 | 831 | 195 | $30.66 \%$ |
| Card production and personalization | 184 | 638 | 454 | $246.74 \%$ |
| Form production and personalization, data <br> processing | 6,552 | 6,183 | $(369)$ | $-5.63 \%$ |
| Traditional printing products | 15 | 35 | 20 | $133.33 \%$ |
| Other | 174 | 265 | 91 | $52.30 \%$ |
| Total export sales | $\mathbf{7 , 5 6 1}$ | $\mathbf{7 , 9 5 2}$ | $\mathbf{3 9 1}$ | $\mathbf{5 . 1 7 \%}$ |
| Export \% | $\mathbf{4 0 . 7 0 \%}$ | $\mathbf{3 4 . 3 9 \%}$ |  |  |

Export sales amounted to HUF 7,952 million as at September 30, 2018, which is a 5 \% increase compared to a year earlier, representing a 6\% decrease in the 34\% export sales ratio.
Sales revenue of security products and solutions were HUF 831 million, which is HUF 195 million higher, than the same period of the last year. Increasing turnover of meal vouchers was the reason for that.

Export sales revenue of card production and personalization was HUF 638 million in Q3 2018, which was HUF 454 million higher compared to base period. Higher volume of document card sales was the reason for the change.

In the field of form production, personalisation and related logistics services export sales revenue was HUF 6,183 million at the end of the period, decreased by HUF 369 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 | 2017 Q1-Q3 <br> in HUF <br> millions <br> (A) | 2018 Q1-Q3 <br> in HUF <br> millions <br> (C) | Change <br> (C-B) | Change \% <br> (C/B-1) |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Net sales | 18,577 | 23,125 | 4,548 | $24.48 \%$ |
|  |  |  |  |  |
| Capitalized value of assets produced | 493 | 766 | 273 | $55.38 \%$ |
| Material expenses | 12,367 | 16,410 | 4,043 | $32.69 \%$ |
| Personnel expenses | 4,243 | 5,069 | 826 | $19.47 \%$ |
| Depreciation | 794 | 844 | 50 | $6.30 \%$ |
| Other expenses/(revenues) | 242 | 22 | $(220)$ | $-90.91 \%$ |
|  |  |  |  |  |
| Operating income | 1,424 | 1,546 | 122 | $8.57 \%$ |
|  |  |  |  | 104 |
| Net profit | 852 | 956 | $12.21 \%$ |  |
|  |  |  |  |  |
| EBITDA | 2,218 | 2,390 | 172 | $7.75 \%$ |
| EBITDA margin (\%) | $11,94 \%$ | $10,34 \%$ |  |  |

Net sales totalled HUF 23,125 million in Q1-Q3 2018, which is HUF 4,548 (24\%) million increase compared to the figure for the same period of last year.

Operating income came to HUF 1,546 million, an increase of HUF 122 million compared to the previous period.
Gross profit totalled HUF 6,098 million, which means a $26 \%$ gross margin. General (SG\&A) expenses amounted to HUF 4,529 million in Q3 2018, which equals $20 \%$ of net sales. Material expenses increased by HUF $16,410(33 \%)$ in the current period due to the higher turnover.
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 5,069 million, which is $19 \%$ higher than in the base period due to the overtime costs connected to higher turnover, increase in wages and salaries and to the achievement based costs.
EBITDA amounted to HUF 2,390 million due to the change in operating income and depreciation, which represents an increase of HUF 172 million (8\%) compared to previous period's EBITDA. Therefore EBITDA margin is $10 \%$.

Net interest income amounted to -72 million HUF in Q3 2018. Net income - after financial operations, taxation and minority interest - came to HUF 956 million in Q3 2018, an increase of 12\% compared to the profit of the previous year's similar period.

Balance sheet analysis

The Company had total assets of HUF 18,384 million on 30 September 2018, which increased by HUF 711 million compared to the previous year-end.

Receivables amounted to HUF 4,247 million which represents a HUF 411 million decrease compared to the 2017 year-end figure due to the higher turnover. Cash and bank totalled HUF 924 million which represents a HUF 57 million increase compared to the 2017 year-end balance.
Inventories totalled HUF 3,509 million, which is a HUF 705 million (25\%) increase compared to the 31 December 2017 figure mainly due to work-in-progress production.

Other current assets and prepayments amounted to HUF 1,648 million, which is a HUF 252 million increase.
The balance of property, plant and equipment at the end of September 2018 was HUF 7,687 million, an increase of HUF 116 million compared to the end of 2017.
Goodwill amounted to HUF 336 million which is the same as last year's balance.
Accounts payable totalled HUF 3,499 million, HUF 840 million (32\%) higher compared to the end of December 2017.
Other payables and accruals amounted to HUF 2,226 million, which is an increase of HUF 141 million. Lease liabilities relating to the purchase of fixed assets has a balance of HUF 724 million, from which HUF 358 million is long-term part, HUF 365 million is short-term liability.
Long-term loan amounts HUF 1,482 million, from which HUF 1,284 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 3,316 million on 30 September, 2018.

## Changes in equity

| In HUF thousands: | Issued Capital | Capital Reserve | Retained Earnings | Treasury Shares | Other comprehensive income | Noncontrolling Interest | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| January 1, 2017 | 1,449,876 | 250,686 | 5,014,957 | $(455,048)$ | $(10,383)$ | 1,124,357 | 7,374,445 |
| Dividend paid | - | - | $(1,242,751)$ | - | - | - | (1,242,751) |
| Profit after tax attributable to owners of the Company | - | - | 1,132,123 | - | - | - | 1,132,123 |
| Other comprehensive income attributable to owners of the Company | - | - | - | - | $(91,740)$ | - | $(91,740)$ |
| Change in share to noncontrolling interests | - | - | - | - | - | 42,602 | 42,602 |
| December 31, 2017 | 1,449,876 | 250,686 | 4,904,329 | $(455,048)$ | $(102,123)$ | 1,166,959 | 7,214,680 |
| Dividend paid | - | - | $(1,127,411)$ | - | - | - | $(1,127,411)$ |
| Profit after tax attributable to owners of the Company | - | - | 956,408 | - | - | - | 956,408 |
| Other comprehensive income attributable to owners of the Company | - | - | - | - | 77,141 | - | 77,141 |
| Change in share to noncontrolling interests | - | - | - | - | - | $(148,064)$ | $(148,064)$ |
| June 30, 2018 | 1,449,876 | 250,686 | 4,733,326 | $(455,048)$ | $(24,982)$ | 1,018,895 | 6,972,753 |

## Cash flow analysis

Net cash flow from operating activities amounted to HUF 2,159 million in Q3 2018. The HUF 1,474 million net income before taxation and non-controlling interest was increased by HUF 819 million worth of items with no actual cash flow, the most important being depreciation and amortization. The change in trade receivables, inventories and liabilities increased net cash flow from operating activities by HUF 301 million. Interest and tax payments totalled HUF -436 million in the period.

Major part of the -681 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 -1,904 million which was mainly affected by short term loan decrease and increase of lease liabilities connected to fixed asset investments. As a result of the above, cash and cash equivalents increased by HUF 57 million compared to same period in 2017, and totalled HUF 924 million on 30 September 2018.

## 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 Security Printing Company Group consists of ten companies. There are 3 sites in Hungary, 2 in Romania and one each in Slovakia and Moldova. This group of companies is a security and business form producing company with one of the highest revenue. The Company's shares have been listed on the Budapest Stock Exchange in the premium category since 2005. Its financial situation is characterised by stable and efficient operation.

## Goals and strategy of the Company

ANY Security Printing Company's strategy is focused on secure person and product identification and payment-related products. The Company's activities are characterised by references such as the production of Hungarian electronic ID documents and the personalisation of biometric passports. As a result of our export activities, our products are well known in more than 50 countries. Its development is supported by its R\&D activities and innovative in the Central and Eastern European and international markets.

## 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

The Group manages liquidity risk by maintaining adequate reserves, banking facilities and reserve borrowing facilities, by continuously monitoring forecasts and actual cash-flows and by matching the maturity profiles of financial assets and liabilities.
Liquidity risk of the Group, due to the high balance of net working capital, is low.

## Credit risk

Credit risk refers to the risk that counterparty will default on its contractual obligations resulting financial loss to the Group. The Group has adopted a policy of only dealing with creditworthy counterparties, and obtaining sufficient collateral, where appropriate, as a means of mitigating the risk of financial loss from defaults. Trade receivables consist of a large number of costumers, spread across diverse industries and geographical areas. Ongoing credit evaluation is performed on the financial condition of accounts receivable.

Significant events between 30 September 2018 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 2018 - <br> 30 September 2018 | 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 2017
${ }^{4}$ 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 2017 <br> (A) | 30 September 2018 <br> (B) | Change (B-A) | Change \% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Current assets |  |  |  |  |
| Cash and cash equivalents | 866,748 | 923,749 | 57,001 | 6.6\% |
| Accounts receivable | 4,658,577 | 4,247,317 | $(411,260)$ | -8.8\% |
| Inventory | 2,803,643 | 3,508,919 | 705,276 | 25.2\% |
| Other current assets and prepayments | 1,395,262 | 1,647,695 | 252,433 | 18.1\% |
| Total current assets | 9,724,230 | 10,327,680 | 603,450 | 6.2\% |
|  |  |  |  |  |
| Non-current assets |  |  |  |  |
| Property, plant and equipment | 7,571,426 | 7,687,290 | 115,864 | 1.5\% |
| Goodwill | 335,857 | 335,857 |  | 0.0\% |
| Intangibles | 36,578 | 27,680 | $(8,898)$ | -24.3\% |
| Other assets | 4,762 | 5,643 | 881 | 18.5\% |
| Total non-current assets | 7,948,623 | 8,056,470 | 107,847 | 1,4\% |
|  |  |  |  |  |
| Total assets | 17,672,853 | 18,384,150 | 711,297 | 4,0\% |
|  |  |  |  |  |
| Current liabilities |  |  |  |  |
| Trade accounts payable | 2,658,748 | 3,498,777 | 840,029 | 31.6\% |
| Other payables and accruals | 2,085,226 | 2,226,323 | 141,097 | 6.8\% |
| Short term part of lease liabilities | 323,518 | 365,482 | 41,964 | 13.0\% |
| Short term debt | 3,159,950 | 3,316,338 | 156,388 | 4.9\% |
| Total current liabilities | 8,227,442 | 9,406,920 | 1,179,478 | 14.3\% |
|  |  |  |  |  |
| Long term liabilities |  |  |  |  |
| Deferred tax liability | 314,531 | 314,531 | - | 0.0\% |
| Long term part of lease liabilities | 376,385 | 358,340 | $(18,045)$ | -4.8\% |
| Long term debt | 1,445,016 | 1,305,493 | $(139,523)$ | -9.7\% |
| Derivative financial liabilities | 87,214 | 10,073 | $(77,141)$ | -88,5\% |
| Other long term liabilities | 7,585 | 16,040 | 8,455 | 111,5\% |
| Total long term liabilities | 2,230,731 | 2,004,477 | $(226,254)$ | -10,1\% |
|  |  |  |  |  |
| Shareholders' equity |  |  |  |  |
| Share capital | 1,449,876 | 1,449,876 |  | 0.0\% |
| Capital reserve | 250,686 | 250,686 | - | 0.0\% |
| Retained earnings | 4,904,329 | 4,733,326 | $(171,003)$ | -3.5\% |
| Treasury shares at cost | $(455,048)$ | $(455,048)$ | - | 0.0\% |
| Other comprehensive income | $(102,122)$ | $(24,982)$ | 77,140 | -75.5\% |
| Non-controlling interest | 1,166,959 | 1,018,895 | $(148,064)$ | -12.7\% |
| Total shareholders' equity | 7,214,680 | 6,972,753 | $(241,927)$ | -3.4\% |
|  |  |  |  |  |
| Total liabilities and shareholders' equity | 17,672,853 | 18,384,150 | 711,297 | 4,0\% |

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

| in HUF thousands: | $2017 \text { Q1-Q3 }$ <br> (A) | $2018 \text { Q1-Q3 }$ <br> (B) | Change $(B-A)$ | Change \% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 18,576,710 | 23,125,469 | 4,548,759 | 24.5\% |
| Cost of sales | (12,792,947) | $(17,027,769)$ | $(4,234,822)$ | 33.1\% |
| Gross profit | 5,783,763 | 6,097,700 | 313,937 | 5.4\% |
| Selling general and administration | $(4,128,013)$ | $(4,528,728)$ | $(400,715)$ | 9.7\% |
| Gain on sale of fixed assets | 5,146 | 1,609 | $(3,537)$ | -68.7\% |
| Foreign currency gains / (losses) | 3,454 | 115,583 | 112,129 | 3246.4 \% |
| Other expense | $(239,934)$ | $(139,907)$ | 100,027 | -41.7\% |
| Operating income | 1,424,416 | 1,546,257 | 121,841 | 8.6\% |
| Interest income / (expenditures), net | $(70,325)$ | $(71,890)$ | $(1,565)$ | 2.2\% |
| Income before tax and non-controlling interest | 1,354,091 | 1,474,367 | 120,276 | 8.9\% |
| Income tax expense | $(190,173)$ | $(324,283)$ | $(134,110)$ | 70.5\% |
| Profit after tax | 1,163,918 | 1,150,084 | $(13,834)$ | -1.2\% |
| Other comprehensive income | - | $(10,073)$ | $(10,073)$ | - |
| Total other comprehensive income | 1,163,918 | 1,140,011 | $(23,907)$ | -2.1\% |
| Profit attributable to |  |  |  |  |
| Shareholders of the company | 852,274 | 956,408 | 104,134 | 12.2\% |
| Non-controlling interest | 311,644 | 193,676 | $(117,968)$ | -37.9\% |
| Other comprehensive income attributable to |  |  |  |  |
| Shareholders of the Company | 0 | $(10,073)$ | $(10,073)$ | - |
| Non-controlling interests | 0 | 0 | 0 | - |

## PK5. Statement of cash-flow

IFRS Consolidated statement of cash-flow (unaudited)

| in HUF thousands: | $2017 \text { Q3 }$ <br> (A) | $2018 \text { Q3 }$ <br> (B) | Change (B-A) | Change\% <br> (B/A-1) |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities |  |  |  |  |
| Net income before taxation and non-controlling interest | 1,354,091 | 1,474,368 | 120,277 | 8.9\% |
| Depreciation and amortisation | 783,036 | 834,684 | 51,648 | 6.6\% |
| Amortisation of development costs | 10,523 | 8,898 | $(1,625)$ | -15.4\% |
| Changes in provisions | 120,280 | $(94,491)$ | $(214,771)$ | -178.6\% |
| Gain on sale of tangible assets | - | $(1,609)$ | $(1,609)$ | - |
| Interest expense | 75,665 | 73,695 | $(1,970)$ | -2.6\% |
| Interest income | $(5,340)$ | $(1,805)$ | 3,535 | -66.2\% |
| Operating profit before working capital changes: | 2,338,255 | 2,293,740 | $(44,515)$ | -1.9\% |
| Changes in accounts receivable and other current assets | $(1,581,000)$ | 202,436 | 1,788,743 | -112.8\% |
| Changes in inventories | $(558,571)$ | $(613,699)$ | $(55,128)$ | 9.9\% |
| Changes in accounts payables and accruals | 450,698 | 712,510 | 261,812 | 58.1\% |
| Cash provided by operations | 649,382 | 2,594,987 | 1,945,605 | 299.6\% |
| Interest received / (paid), net | $(62,450)$ | $(67,757)$ | $(5,307)$ | 8.5\% |
| Taxes paid, net | $(185,847)$ | $(368,694)$ | $(182,847)$ | 98.4\% |
| Net cash provided by operating activities | 401,085 | 2,158,536 | 1,757,451 | 438.2\% |
| Cash flows from investing activities |  |  |  |  |
| Purchase of property, plant and equipment | (1,009,673) | $(682,348)$ | 327,325 | -32.4\% |
| Proceeds on sale of property, plant and equipment | - | 1,607 | 1,607 | - |
| Development costs | $(4,000)$ | - | 4,000 | -100.0\% |
| Net cash flow used in investing activities | $(1,013,673)$ | $(680,741)$ | 332,932 | -32.8\% |
| Cash flows from financing activities |  |  |  |  |
| Change in non-controlling interest | $(118,003)$ | $(341,740)$ | $(223,737)$ | 189.6\% |
| Increase / (decrease) in short term loans | 2,239,506 | 156,388 | $(2,083,118)$ | -93.0\% |
| Increase / (decrease) in loans to employees | $(2,079)$ | (881) | 1,198 | -57.6\% |
| Increase / (decrease) in long term loans | $(253,845)$ | $(131,069)$ | 122,776 | -48.4\% |
| Changes in capital lease obligations | $(48,442)$ | 23,919 | 72,361 | -149.4\% |
| Decrease / (increase) of fixed rate securities | $(135608)$ | - | 135608 | -100,0\% |
| Dividend paid | $(1,198,624)$ | (1,127,411) | 71,213 | -5.9\% |
| Net cash flow used in financing activities | 482,905 | (1,420,794) | $(1,903,699)$ | -394.2\% |
| Increase in cash and cash equivalents | $(129,683)$ | 57,001 | 186,684 | -144.0\% |
| Cash and cash equivalents at beginning of period | 865,496 | 866,748 | 1,252 | 0.1\% |
| Cash and cash equivalents at end of the period | 735,813 | 923,749 | 187,936 | 25.5\% |

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

| Description | Value (THUF) |
| :--- | ---: |
| Bevándorlási és Állampolgársági hivatal | 190,800 |
| Raiffeisen Corporate Lízing Zrt. | 180,815 |
| Magyar Posta Zrt. | 3,180 |
| Zeleznicá spolocnost Slovensko | 1,943 |
| Nemzeti Egészségbiztosítási Alapkezelő | $\mathbf{1 , 3 0 0}$ |
| Total | $\mathbf{3 7 8 , 0 3 8}$ |

Real estates of ANY Ingatlanhasznosító Kft. secured by mortgage in favour of Unicredit Bank Zrt. in value of EUR 6,5 million, relating to this ANY Biztonsági Nyomda Nyrt. provided a guarantee to the Unicredit Bank Zrt in value of HUF 1550 million. Furthermore ANY Biztonsági Nyomda Nyrt. provided a guarantee to the Unicredit Bank Zrt. in value of EUR 2,5 million in connection with the credit line agreement for the treasury transactions 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 | 38.70\% | 39.91\% | 5,726,039 | 36.29\% | 37.42\% | 5,368,513 |
| Domestic institutions | 32.65\% | 33.67\% | 4,830,523 | 32.52\% | 33.54\% | 4,811,781 |
| Domestic private individuals | 21.98\% | 22.67\% | 3,252,351 | 23.53\% | 24.27\% | 3,481,445 |
| Foreign private individuals | 0.34\% | 0.35\% | 49,893 | 0.39\% | 0.40\% | 57,914 |
| Employees, managing officials | 2.93\% | 3.03\% | 434,143 | 2.91\% | 3.00\% | 430,467 |
| 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 ${ }^{5,6}$ | 0.36\% | 0.37\% | 52,859 | 1.32\% | 1.36\% | 195,688 |
| 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> $\mathbf{2 0 1 7}$ | December 31, <br> $\mathbf{2 0 1 7}$ | March 31, 2018 | June 30, 2018 | September 30, <br> 2018 |
| :--- | :---: | ---: | ---: | ---: | ---: |
| 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 $^{\mathbf{1}}$ | Activity $^{\mathbf{2}}$ | Quantity (pcs) | Share (\%) $^{\mathbf{3}}$ | Voting rate $_{(\%)^{3,4}}$ | Note $^{\mathbf{5}}$ |
| :--- | :---: | :---: | ---: | ---: | :---: | :---: |
| EG Capital LLC $^{6}$ | K | T | $1,718,623$ | $11.62 \%$ | $11.98 \%$ |  |
| Aegon Alfa <br> Származtatott Alap | B | I | $1,065,722$ | $7.20 \%$ | $7.43 \%$ | Financial <br> 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) | 376,956 | $2.63 \%$ |
| AEGON MARATON AKTÍV VEGYES BEFEKTETÉSI ALAP | 135,000 | $0.94 \%$ |
| AEGON KÖZÉP-EURÓPAI RÉSZVÉNY BEFEKTETÉSI ALAP | 116,893 | $0.81 \%$ |
| AEGON MO. ÖPT AEGON VK NÖVEKEDÉSI PF. (D) | 100,089 | $0.70 \%$ |
| AEGON MO. ÖPT AEGON VK SZAKÉ.ABSZ.HOZ.PF. (E) | 34,712 | $0.24 \%$ |
| AEGON PANORÁMA SZÁRMAZTATOTT BEFEKTETÉSI ALAP | 14,000 | $0.10 \%$ |
| Total: | $\mathbf{2 , 2 2 3 , 4 7 9}$ | $\mathbf{1 5 . 5 0 \%}$ |

[^0]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 | 523 | 523 | 549 |
| At group level | 888 | 888 | 920 |

TSZ2. Managing officials and employees in strategic position

| Type ${ }^{\mathbf{1}}$ | Name | Position | Assignment <br> started | Assignment <br> ends | ANY shares <br> owned (no. of <br> shares) |
| :---: | :---: | :---: | :---: | :---: | ---: |
| BD | Dr. Ákos Erdős ${ }^{2}$ | Chairman of Board of <br> Directors | $1^{1993^{*}}$ | April 30, 2023 | $2,195,253$ |
| BD | Gábor Zsámboki | Deputy Chairman of <br> Board of Directors*** <br> Member of Board of <br> Directors | August 11, 2005* | April 30, 2023 | 143,923 |
| BD | György Gyergyák | Gábor Kepecs | Member of Board of <br> Directors | May 1, 2018 | April 30, 2023 |

${ }^{1}$ 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 5th April, 2018
** 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 312018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| March 012018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| March 052018 | ANY website, BSE's website | A new record year driven by foreign sales at the Printing Company |
| March 052018 | ANY website, BSE's website | Invitation to the Annual General Meeting |
| March 092018 | ANY website, BSE's website | Annual General Meeting Proposals of ANY PLC for 2018 AGM |
| March 092018 | ANY website, BSE's website | Statement on remuneration |
| March 292018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| April 052018 | ANY website, BSE's website | Resolutions of the AGM of ANY PLC. held on 5 April, 2018 |
| April 062018 | ANY website, BSE's website | Change in the senior officers |
| April 272018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| April 272018 | ANY website, BSE's website | Report on Corporate Governance |
| April 272018 | ANY website, BSE's website | Consolidated Annual Report for FY 2017 of ANY Security Printing Company PLC. and Annual Report of the Parent Company |
| May 032018 | ANY website, BSE's website | Annual Report for FY 2017 of ANY Security Printing Company PLC. with corrected statement of responsibility |
| May 112018 | ANY website, BSE's website | Outstanding first quarter at the Printing Company |
| May 152018 | ANY website, BSE's website | Minutes of the Annual General Meeting held on 5th April, 2018 |
| May 182018 | ANY website, BSE's website | Information on the order of payment of dividend for the year 2017 |
| May 312018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| June 222018 | ANY website, BSE's website | Announcement of ANY Security Printing Company Plc on the final amount of dividend for the FY 2017 |
| July 022018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| July 312018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| Sept 032018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| Sept 042018 | ANY website, BSE's website | Real estate investment for export growth |
| Sept 252018 | ANY website, BSE's website | Supplement to the half-yearly report - Consolidated changes in Equity with base period figures, Statement on responsibility based on 24/2008 Regulation of the Hungarian Ministry of Finance |
| Sept 282018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| Oct 312018 | ANY website, BSE's website | Number of voting rights, share capital at ANY Security Printing Company PLC |
| Nov 092018 | ANY website, BSE's website | Adjusted Corporate Action Timetable for FY2018 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]:    ${ }^{7}$ 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 $15.50 \%$.

