

# ANY has closed a successful year

ANY Security Printing Company PLC (BSE: ANY, hereinafter referred to as "ANY PLC" or the "Company") has released its 2018 Q1-Q4 results (available on the websites <u>www.bet.hu</u>, <u>www.kozzetetelek.hu</u> and <u>www.any.hu</u>).

### SUMMARY

- Net sales of ANY PLC for 2018 amounted to HUF 30.5 billion which is higher by HUF 4.3 billion (17%) than in the previous year. Changes in case of strategic product segments were as follows: sales of security products, solutions were HUF 9.5 billion, which is HUF 3.0 billion higher than the figure in the basis period; sales of card production, personalisation were HUF 9.3 billion, which is HUF 1.6 billion higher than in the base period; whilst sales of segment of form production, personalisation, data processing were HUF 9.7 billion, which is HUF 0.6 billion lower than in the base period. Ratio of strategic products segments in total net sales was 93% in 2018.
- Export sales amounted to HUF 11.1 million as at December 31, 2018, which is same compared to a year earlier, representing 36% export sales ratio.
- Consolidated EBITDA is HUF 2,986 million, a decrease of HUF 82 million compared to 2017 base period.
- Consolidated operating income is HUF 1,853 million, which is HUF 145 million lower than the profit for the base period.
- Consolidated net income after interest income, taxation, non-controlling interest is HUF 1,140 million, which shows an increase of HUF 8 million (1%) compared to the previous year's same period.
- Net income of year 2018 was decreased by a HUF 70 million provision, which was accounted at the end of the year; without this one-off item net profit is HUF 1210 million, it would have increased by 7% compared to previous year.

"A successful year has been closed by ANY. Not only domestic but also export sales significantly contributed to its dynamic growth. Every third forint comes from foreign markets, where ratio of security products and document cards are gaining more and more importance. Personnel expenses grew by HUF 548 million in order to keep our highly educated employees. Net income of year 2018 was decreased by a provision, which was accounted at the end of the year; without this one-off item net profit would have been increased by 7% compared to previous year. The new production hall, which is being built and in which we will install new capacities, will significantly contribute to maintain this healthy growth in the future." – commented Gábor Zsámboki, CEO of ANY Security Printing Company PLC.



ANY Security Printing Company PLC hereby declares that the Consolidated Q1-Q4 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.

Gábor Zsámboki Chief Executive Officer

Budapest, 6<sup>th</sup> March, 2019



# **Consolidated management report**

on the results and prospects of Q1-Q4 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-Q4 HUF millions (A)	2018 Q1-Q4 HUF millions (B)	Change (B-A)	Change % (B/A-1)
Security products and solutions	6,500	9,475	2,975	45.77%
Card production and personalization	7,652	9,250	1,598	20.88%
Form production and personalization, data processing	10,253	9,663	(590)	-5.75%
Traditional printing products	1,288	1,496	208	16.15%
Other	488	643	155	31.76%
Total net sales	26,181	30,527	4,346	16.60%

ANY PLC had consolidated net sales of HUF 30,527 million in 2018, which is HUF 4,346 million (17%) higher than the sales for the base period.

Sales of **security products and solutions** came to HUF 9,475 million in 2018 which means an increase of HUF 2,975 million (46%) 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 9,250 million in the period of reference, a HUF 1,598 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 9,663 million in 2018, a HUF 590 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 1,496 million in the period of reference, which means a HUF 208 million increase compared to the previous year's similar period.



**Other sales** totalled HUF 643 million in 2018, which is an increase of HUF 155 million. This segment mainly comprises revenues from the sale of commercial materials and goods.

## Export sales by segment

Sales segments	2017 Q1-Q4 in HUF millions (A)	2018 Q1-Q4 in HUF millions (B)	Change (B-A)	Change % (B/A-1)
Security products and solutions	788	872	84	10.66%
Card production and personalization	1,202	1,316	114	9.48%
Form production and personalization, data processing	8,779	8,306	(473)	-5.39%
Traditional printing products	23	46	23	100.00%
Other	328	531	203	61.89%
Total export sales	11,120	11,071	(49)	-0.44%
Export %	42.47%	36.27%		

Export sales amounted to HUF 11,071 million as at December 31, 2018, which is same compared to a year earlier, representing 36% export sales ratio.

Sales of security products and solutions were HUF 872 million, which is HUF 84 million higher, than the same period of the last year. Increasing turnover of meal vouchers was the reason for that.

Export sales of card production and personalization was HUF 1,316 million in 2018, which was HUF 114 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 was HUF 8,306 million at the end of the period, decreased by HUF 473 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-Q4 in HUF millions (A)	2018 Q1-Q4 in HUF millions (C)	Change (C-B)	Change % (C/B-1)
				(
Net sales	26,181	30,527	4,346	16.60%
Capitalized value of assets produced	104	615	511	491.35%
Material expenses	17,270	21,590	4,320	25.01%
Personnel expenses	5,957	6,505	548	9.20%
Depreciation	1,070	1,133	63	5.89%
Other expenses/(revenues)	(10)	61	71	-710.00%
Operating income	1,998	1,853	(145)	-7.26%
Net profit	1,132	1,140	8	0.71%
EBITDA	3,068	2,986	(82)	-2.67%
EBITDA margin (%)	11.72%	9.78%		

Net sales totalled HUF 30,527 million in 2018, which is HUF 4,346 (17%) million increase compared to the figure for the same period of last year.

Operating income came to HUF 1,853 million, a decrease of HUF 145 million compared to the previous period.

Gross profit totalled HUF 8,039 million, which means a 26% gross margin. General (SG&A) expenses amounted to HUF 6,125 million in 2018, which equals 20% of net sales. Material expenses increased by HUF 21,590 (25%) 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 6,505 million, which is 9% higher than in the base period due to the overtime costs connected to higher turnover, increase in wages and salaries and to the performance based costs.

Other expenses increased because of provision which were settled at year end.

EBITDA amounted to HUF 2,986 million due to the change in operating income and depreciation, which represents a decrease of HUF 82 million compared to previous period's EBITDA. Therefore EBITDA margin is 10%.



Net interest income amounted to -101 million HUF in 2018. Net income – after financial operations, taxation and minority interest – came to HUF 1,140 million in 2018, an increase of 1% compared to the profit of the previous year's similar period.

### **Balance sheet analysis**

The Company had total assets of HUF 19,304 million on 31 December 2018, which increased by HUF 1,632 million compared to the previous year-end.

Receivables amounted to HUF 4,737 million which represents a HUF 78 million increase compared to the 2017 year-end figure due to the higher turnover.

Cash and bank totalled HUF 1,020 million which represents a HUF 154 million increase compared to the 2017 year-end balance.

Inventories totalled HUF 3,519 million, which is a HUF 715 million (26%) increase compared to the 31 December 2017 figure mainly due to work-in-progress production.

Other current assets and prepayments amounted to HUF 1,013 million, which is decreased by HUF 382 million because of the lower tax receivables, advance payments and the prepayments.

The balance of property, plant and equipment at the end of December 2018 was HUF 8,550 million, an increase of HUF 978 million compared to the end of 2017 mainly due to the investment in the new factory building.

Goodwill amounted to HUF 336 million which is the same as last year's balance.

Accounts payable totalled HUF 3,372 million, HUF 713 million (27%) higher compared to the end of December 2017, due to the higher turnover.

Other payables and accruals amounted to HUF 1,337 million, which is decreased by HUF 748 million because of the lower advance payment from debtors and bonus, creditor accruals. Provisions were raised due to estimated contribution and tax liabilities.

Lease liabilities relating to the purchase of fixed assets has a balance of HUF 867 million, from which HUF 482 million is long-term part, HUF 385 million is short-term liability.

Long-term loan amounts HUF 1,432 million, from which HUF 1,235 million is long-term part, HUF 197 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 4,887 million on 31 December, 2018.



# **Changes in equity**

In HUF thousands:	Issued Capital	Capital Reserve	Retained Earnings	Treasury Shares	Other comprehensive income	Non- controlling 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 non- controlling 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	-	-	(1,168,593)	-	-	-	(1,168,593)
Profit after tax attributable to owners of the Company	-	-	1,139,695	-	-	-	1,139,695
Other comprehensive income attributable to owners of the Company	-	-	-	-	71,492	-	71,492
Change in share to non- controlling interests	-	-	-	-	-	(115,044)	(115,044)
December 31, 2018	1,449,876	250,686	4,875,431	(455,048)	(30,631)	1,051,916	7,142,230

## **Cash flow analysis**

Net cash flow from operating activities amounted to HUF 2,259 million in 2018. The HUF 1,752 million net income before taxation and non-controlling interest was increased by HUF 1,148 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 204 million. Interest and tax payments totalled HUF -437 million in the period.

Major part of the -2,195 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 89 million which was mainly affected by long term loan decrease and increase of short-term loan and lease liabilities connected to fixed asset investments and the paid dividend.

As a result of the above, cash and cash equivalents increased by HUF 154 million compared to same period in 2017, and totalled HUF 1,020 million on 31 December 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 Group EURO based transactions are the most important ones. Foreign currency liabilities mainly occur from raw material purchases, which are hedged by the receivables from the export sales in foreign currency as a natural hedge. Due to the balance of foreign currency receivables and liabilities the foreign currency risk of the Group is moderate.

#### 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 31 December 2018 and the publication of the interim management report

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



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Address of 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 – 31 December 2018	Investor relations contact person:	Tamás Karakó Chief Financial Officer

# Forms related to financial statements

### PK1. General information on financial data

	Yes		No				
Audited			Х				
Consolidated	Х						
Accounting standards		Hungarian		IFRS	Х	Other	
Other:							

## 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. <sup>1</sup>	HUF 100,000,000	100.00%	100.00%	L
ANYpay Fizetési Megoldások Zrt. <sup>2</sup>	HUF 50,000,000	100.00%	100.00%	L
Techno-progress Kft.	HUF 5,000,000	100.00%	100.00%	L
ANY Ingatlanhasznosító Kft <sup>3</sup>	HUF 3,000,000	100.00%	100.00%	L
Zipper Services SRL <sup>4,6</sup>	RON 2,060,310	50.00%	50.00%	L***
Tipo Direct Serv SRL <sup>5</sup>	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

<sup>1</sup> Specimen Zrt. has been 100% owned subsidiary of ANY Security Printing Company Plc. since 1st June 2013

<sup>2</sup> 100 per cent subsidiary of Specimen Zrt, it has been consolidated since 21th November, 2013

<sup>3</sup> ANY Ingatlanhasznosító Kft has been 100% owned subsidiary of ANY Security Printing Company Plc. since 3rd March 2017

<sup>4</sup> The name of the company changed from Tipo Direct SRL to Zipper Services SRL in 17th June, 2014

<sup>5</sup> 100 per cent subsidiary of Zipper Services SRL, it has been consolidated since 1st January, 2011

<sup>6</sup> Romanian Zipper Data S.R.L. was merged into also Romanian Zipper Services S.R.L. on 31 <sup>st</sup> December 2016.



# PK3. Statement of Financial Position

IFRS Consolidated statement of financial position (unaudited)

in HUF thousands:	31 December 2017	31 December 2018	Change	Change %
	(A)	(B)	(B-A)	(B/A-1)
Current assets				
Cash and cash equivalents	866,748	1,020,318	153,570	17.7%
Accounts receivable	4,658,577	4,736,873	78,296	1.7%
Inventory	2,803,643	3,518,687	715,044	25.5%
Other current assets and prepayments	1,395,262	1,013,038	(382,224)	-27.4%
Total current assets	9,724,230	10,288,916	564,686	5.8%
Non-current assets				
Property, plant and equipment	7,571,426	8,549,889	978,463	12.9%
Goodwill	335,857	335,857	-	0.0%
Intangibles	36,578	125,260	88,682	242.4%
Other assets	4,762	4,528	(234)	-4.9%
Total non-current assets	7,948,623	9,015,534	1,066,911	13.4%
Total assets	17,672,853	19,304,450	1,631,597	9.2%
Current liabilities				
Trade accounts payable	2,658,748	3,371,756	713,008	26.89
Other payables and accruals	2,085,226	1,336,808	(748,418)	-35.99
Provision	-	78,300	78,300	
Short term part of lease liabilities	323,518	385,607	62,089	19.2%
Short term debt	3,159,950	4,887,493	1,727,543	54.79
Total current liabilities	8,227,442	10,059,964	1,832,522	22.39
Long term liabilities				
Deferred tax liability	314,531	327,824	13,293	4.29
Long term part of lease liabilities	376,385	481,700	105,315	28.09
Long term debt	1,445,016	1,253,267	(191,749)	-13.39
Derivative financial liabilities	87,214	38,133	(49,081)	-56%
Other long term liabilities	7,585	1,332	(6,253)	-82.49
Total long term liabilities	2,230,731	2,102,256	(128,475)	-5.89
Shareholders' equity				
Share capital	1,449,876	1,449,876	-	0.09
Capital reserve	250,686	250,686	-	0.0%
Retained earnings	4,904,329	4,875,431	(28,898)	-0.6%
Treasury shares at cost	(455,048)	(455,048)	0	0.0%
Other comprehensive income	(102,122)	(30,631)	71,491	-70.09
Non-controlling interest	1,166,959	1,051,916	(115,043)	-11.9%
Total shareholders' equity	7,214,680	7,142,230	(72,450)	-1.0%
Fotal liabilities and shareholders' equity	17,672,853	19,304,450	1,631,597	9.2%



# PK4. Statement of comprehensive income

IFRS Consolidated statement of comprehensive income (unaudited)

in HUF thousands:	2017 Q1-Q4	2018 Q1-Q4	Change	Change %
	(A)	(B)	(B-A)	(B/A-1)
Net sales	26,180,920	30,527,082	4,346,162	16.6%
Cost of sales	(18,187,629)	(22,488,366)	(4,300,737)	23.6%
Cost of sales	(10,107,029)	(22,400,300)	(4,300,737)	23.0%
Gross profit	7,993,291	8,038,716	45,425	0.6%
Selling general and administration	(6,005,532)	(6,125,007)	(119,475)	2.0%
Gain on sale of fixed assets	7,286	5,092	(2,194)	-30.1%
Foreign currency gains / (losses)	(8,850)	59,714	68,564	-774.7%
Other expense	11,415	(125,798)	(137,213)	-1202.0%
Operating income	1,997,610	1,852,717	(144,893)	-7.3%
Interest income / (expenditures), net	(93,485)	(100,552)	(7,067)	7.6%
Income before tax and non-controlling interest	1,904,125	1,752,165	(151,960)	-8.0%
Deferred tax expense	(7,912)	(9,319)	(1,407)	17.8%
Income tax expense	(352,179)	(352,246)	(67)	0.0%
Profit after tax	1,544,034	1,390,600	(153,434)	-9.9%
Other comprehensive income	(97,700)	95,444	193,144	-197.7%
Total other comprehensive income	1,446,334	1,486,044	39,710	2.7%
Profit attributable to				
Shareholders of the company	1,132,123	1,139,695	7,572	0.7%
Non-controlling interest	411,911	250,905	(161,006)	-39.1%
Other comprehensive income attributable to				
Shareholders of the Company	-91,740	71,492	163,232	-177.9%
Non-controlling interests	(5,960)	23,952	29,912	-501.9%



# PK5. Statement of cash-flow

IFRS Consolidated statement of cash-flow (unaudited)

	2017 Q4	2018 Q4	Change	Change%
in HUF thousands:	(A)	(B)	(B-A)	(B/A-1)
Cash flows from operating activities				
Net income before taxation and non-controlling interest	1,904,125	1,752,165	(151,960)	-8.0%
Depreciation and amortisation	1,056,255	1,121,166	64,911	6.1%
Amortisation of development costs	13,488	11,864	(1,624)	-12.0%
Changes in provisions	(5,988)	99,417	105,405	-1760.3%
Gain on sale of tangible assets	33,152	(180,342)	(213,494)	-644.0%
Interest expense	(7,286)	(5,092)	2,194	-30.1%
Interest income	102,296	103,018	722	0.7%
	(8,811)	(2,466)	6,345	-72.0%
Operating profit before working capital changes:	3,087,231	2,899,730	(187,501)	<b>-6.</b> 1%
Changes in accounts receivable and other current assets	(1,360,119)	291,101	1,651,220	-121.4%
Changes in inventories	(700,758)	(537,202)	163,556	-23.3%
Changes in accounts payables and accruals	619,653	42,312	(577,341)	-93.2%
Cash provided by operations	1,646,007	2,695,941	1,049,934	63.8%
Interest received / (paid), net	(85,610)	(96,433)	(10,823)	12.6%
Taxes paid, net	(303,483)	(340,456)	(36,973)	12.2%
Net cash provided by operating activities	1,256,914	2,259,052	1,002,138	79.7%
Cash flows from investing activities				
Purchase of property, plant and equipment	(1,425,518)	(2,200,179)	(774,661)	54.3%
Proceeds on sale of property, plant and equipment	34,829	5,092	(29,737)	-85.4%
Development costs	(4,000)	0	4,000	-100.0%
Increase / (decrease) in loans to employees	252	234	(18)	-7.1%
Net cash flow used in investing activities	(1,394,437)	(2,194,853)	(800,416)	57.4%
Cash flows from financing activities				
Change in non-controlling interest	(360,196)	(389,900)	(29,704)	-8.2%
Increase / (decrease) in short term loans	2,124,003	1,727,543	(396,460)	-18.7%
Increase / (decrease) in long term loans	(302,686)	(247,083)	55,603	-18.4%
Decrease / (increase) of fixed rate securities	(79,595)	167,404	246,999	-310.3%
Dividend paid	(1,242,751)	(1,168,593)	74,158	-6.0%
Net cash flow used in financing activities	138,775	89,371	(49,404)	-35.6%
Increase in cash and cash equivalents	1,252	153,570	152,318	12166.0%
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	866,748	1,020,318	153,570	17.7%



# PK6. Significant items outside the balance sheet <sup>1</sup>

Description	Value (THUF)
Nemzeti Választási Iroda	268,279
Bevándorlási és Állampolgársági hivatal	190,800
Raiffeisen Corporate Lízing Zrt.	189,567
Magyar Posta Zrt.	4,260
Agencija Za Komercijalnu Djelatnost prizvoédno	3,222
Zeleznicá spolocnost Slovensko	1,933
Nemzeti Egészségbiztosítási Alapkezelő	1,300
Total	659,360

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 3,0 million in connection with the credit line agreement for the treasury transactions of ANY Ingatlanhasznosító Kft.

<sup>1</sup> 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

	Total equity <sup>1</sup>						
Denomination of shareholders	At the beg	jinning of the cui (1 January)	rrent year	At the end of the period (31 December)			
	% <sup>2</sup>	% <sup>3</sup>	No. of shares	% <sup>2</sup>	% <sup>3</sup>	No. of shares	
Foreign institutions	38.70%	39.91%	5,726,039	32.69%	33.72%	4,836,879	
Domestic institutions	32.65%	33.67%	4,830,523	34.29%	35.36%	5,072,790	
Domestic private individuals	21.98%	22.67%	3,252,351	25.34%	26.14%	3,749,466	
Foreign private individuals	0.34%	0.35%	49,893	0.39%	0.40%	57,858	
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 <sup>4</sup>	0.00%	0.00%	0	0.00%	0.00%	0	
Other <sup>5,6</sup>	0.36%	0.37%	52,859	1.39%	1.40%	198,348	
TOTAL:	100.00%	100.00%	14,794,650	100.00%	100.00%	14,794,650	

<sup>1</sup> 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.

<sup>2</sup> Stake

<sup>3</sup> Voting rights that entitle the holder to participate in decision making at the general meeting of the issuer.

<sup>4</sup> E.g. ÁPV Rt., social security funds, municipalities, wholly state-owned companies, etc.

<sup>5</sup> E.g. EBRD, EIB, etc.

<sup>6</sup> Together with non identifiable shareholders

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

	December 31, 2017	March 31, 2018	June 30, 2018	September 30, 2018	December 31, 2018
At corporate level	448,842	448,842	448,842	448,842	448,842
Subsidiaries <sup>1</sup>	-	-	-	-	-
Total	448,842	448,842	448,842	448,842	448,842

<sup>1</sup> 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 <sup>1</sup>	Activity <sup>2</sup>	Quantity (pcs)	Share (%) <sup>3</sup>	Voting rate (%) <sup>3,4</sup>	Note <sup>5</sup>
EG Capital LLC <sup>6</sup>	К	т	1,718,623	11.62%	11.98%	
Aegon Alfa Származtatott Alap	В	I	1,065,722	7.20%	7.43%	Financial investor
Digital Forest LLC <sup>7</sup>	К	Т	1,000,001	6.76%	6.97%	

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

<sup>2</sup> Custodian (L), Public sector (Á), International development institute (F), Institution (I), Company (T) Private individual (M), Employee, senior officer (D)

<sup>3</sup> Figures should be rounded off to two places of decimals.

<sup>4</sup> Voting rights that entitle the holder to participate in decision making at the general meeting of the issuer.

<sup>5</sup> E.g.: strategic investor, financial investor, etc.

<sup>6</sup> 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.

<sup>7</sup> 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:	2,223,479	15.50%

<sup>7</sup> 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%.



# 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 period	End of current period
At corporal level	523	523	553
At group level	888	888	933

#### TSZ2. Managing officials and employees in strategic position

Type <sup>1</sup>	Name	Position	Assignment started	Assignment ends	ANY shares owned (no. of shares)
BD	Dr. Ákos Erdős <sup>2</sup>	Chairman of Board of Directors	1993*	April 30, 2023	2,195,253
BD	Gábor Zsámboki	Deputy chairman of Board of Directors***	August 11, 2005*	April 30, 2023	143,923
BD	György Gyergyák	Member of Board of Directors	1994*	April 30, 2023	200,000
BD	Gábor Kepecs	Member of Board of Directors	May 1, 2018	April 30, 2023	-
BD	Tamás Erdős <sup>3</sup>	Member of Board of Directors	May 31, 2014*	April 30, 2023	1,000,001
BD	Erwin Fidelis Reisch	Member of Board of Directors	May 31, 2014*	April 30, 2023	-
SB	Dr. Tamás Sárközy	Chairman of Supervisory Board	March 30, 2007**	May 31, 2019	-
SB	Dr. Istvánné Gömöri <sup>4</sup>	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, 2018	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 ANY shares hold, TOTAL:					4,134,484

#### Number of ANY shares hold, TOTAL:

<sup>1</sup> 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.

<sup>3</sup> Tamás Erdős controls ANY shares indirectly through Digital Forest LLC.

<sup>4</sup> 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 31 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
March 01 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
March 05 2018	ANY website, BSE's website	A new record year driven by foreign sales at the Printing Company
March 05 2018	ANY website, BSE's website	Invitation to the Annual General Meeting
March 09 2018	ANY website, BSE's website	Annual General Meeting Proposals of ANY PLC for 2018 AGM
March 09 2018	ANY website, BSE's website	Statement on remuneration
March 29 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
April 05 2018	ANY website, BSE's website	Resolutions of the AGM of ANY PLC. held on 5 April, 2018
April 06 2018	ANY website, BSE's website	Change in the senior officers
April 27 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
April 27 2018	ANY website, BSE's website	Report on Corporate Governance
April 27 2018	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 03 2018	ANY website, BSE's website	Annual Report for FY 2017 of ANY Security Printing Company PLC. with corrected statement of responsibility
May 11 2018	ANY website, BSE's website	Outstanding first quarter at the Printing Company
May 15 2018	ANY website, BSE's website	Minutes of the Annual General Meeting held on 5th April, 2018
May 18 2018	ANY website, BSE's website	Information on the order of payment of dividend for the year 2017
May 31 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
June 22 2018	ANY website, BSE's website	Announcement of ANY Security Printing Company Plc on the final amount of dividend for the FY 2017
July 02 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
July 31 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
Sept 03 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
Sept 04 2018	ANY website, BSE's website	Real estate investment for export growth
Sept 25 2018	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 28 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
Oct 31 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
Nov 09 2018	ANY website, BSE's website	Adjusted Corporate Action Timetable for FY2018 of ANY Security Printing Company Plc.
Nov 20 2018	ANY website, BSE's website	The Printing Company has grown dynamically
Nov 22 2018	ANY website, BSE's website	Printing Company delivers election ballots for next year elections



Nov 30 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
Dec 06 2018	ANY website, BSE's website	Printing Company produces tax stamps henceforward
Dec 28 2018	ANY website, BSE's website	Corporate Action Timetable for FY 2019 of ANY Security Printing Company PLC
Dec 28 2018	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
January 03 2019	ANY website, BSE's website	Dr. István Ignácz is the new Chief Security Officer of the Printing Company
January 31 2019	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC
February 28 2019	ANY website, BSE's website	Number of voting rights, share capital at ANY Security Printing Company PLC

Announcements are published on the website of the Company, the BSE and the Hungarian Financial Authority (MNB) (<u>www.any.hu</u>, <u>www.bet.hu</u>, <u>www.kozzetetelek.hu</u>).