# Annual Report

2012







# Stability and investment in the future

Our business strategy is built on the secure identification and renewal of everyday payment solutions. As we entered the stock market in 2005, we emphasised that the Company's strategy provides stable dividends and further growing potential.

The Company is renewed and paid dividends almost every year. After the economic recession, the possibilities of expansion decreased in every industry. We took care of maintaining our healthy operation. The result of our conservative monetary policy is that ANY became one of the stocks that pays the highest dividends. During the last three years we did not take higher risks, due to the instable economic environment, for an expansion that cannot be guaranteed. We did not wish to "infect" our healthy operation and endanger the cash producing capability and profitability. Instead, we have saved, and waited for the right timing in order to achieve stable growth on the market.

In 2013, we are providing full solutions for identification and payment requirements on paper, plastic, and mobile and, therefore, our clients can be anywhere: at their workplace, in a shopping centre, or at home with their families. Today, the technological advancement multiplies our business possibilities and we hope that the market will soon be ready for accepting more effective and comfortable services. This way our mobile and document security development activities will provide organic growth potential.

This year, we were obliged to change our company name due to a new rule of law. We would like all our clients to know: we still supply high-level, highly-secure and innovative products. Frankly: only the name has changed, as the services and commitment of ANY Security Printing Company's management and colleagues to you remain unchanged.

Sincerely yours,

Ar Ortos Atos

**Dr Ákos Erdős** Chairman of the Board of Directors ANY Security Printing Company PLC former State Printing Company

Net sales of HUF 16.8 billion -0.3 billion HUF, -2%	<ul> <li>7.5% staff cuts</li> <li>Portfolio revision sales from traditional printing products decreased by 11%, from production by 6.5%; sales from cards increased by 6%, security products by 1%</li> <li>export sales revenue: HUF 4.3 billion, export ratio: 26%</li> </ul>
Net profit of HUF 545 million –78 million HUF, –13%	<ul> <li>Additional charges of HUF 80 million due to the technological movement of Pásztó plant</li> <li>EBITDA of HUF 1453 million, 9% margin</li> <li>HUF 1.8 billion cash at the end of the year</li> </ul>
HUF 38 EPS + <b>6 HUF</b>	HUF 44 dividend per share

# Main prospects of 2013

as at 1 February 2013

<b>Short-term steps</b> in order to enhance efficiency	<ul> <li>HUF 150 million cost-cutting due to the removal of production activity of the Pásztó plant</li> <li>Continuation of portfolio revision, cost-effective economy</li> <li>Developments, investments into the base organic progress of current product range</li> </ul>
<b>Medium-term steps</b> in order to enhance efficiency	<ul> <li>Continuation of further mobile and document security development projects</li> <li>Enhancement of export net sales</li> </ul>
The new name is	I

# ANY Security Printing Company PLC

# Committed management

# TO ENSURE THE EFFECTIVE SOLUTIONS FOR OUR CLIENTS IN A LONG-TERM BASE

#### **Board of Directors of ANY Security Printing Company**

Dr. Ákos Erdős | chairman György Gyergyák | vice-chairman Tamás Doffek Péter Kadocsa Dr. György Karády Gábor Zsámboki

## **Supervisory Board of ANY Security Printing Company**

Dr. Tamás Sárközy | chairman Dr. Istvánné Gömöri | vice-chairman Ferenc Berkesi Dr. Imre Repa Dr. János Stumpf Dr. Erzsébet Novotny

#### Management

Gábor Zsámboki | chief executive officer László Balla | deputy chief executive officer Ferenc Berkesi | chief security officer Gábor Péter | chief information officer Dr. Lajos Székelyhídi | chief research and development officer Zoltán Tóth | chief technical and production officer

András Huszár | logistics director Kristóf Kalauz | plant director, Security Printing Product Centre Tamás Karakó | finance director Róbert Keczeli | international tender director Attila Kis-Fleischmann | marketing director Dr. Ádám Szobota | coordination and administration director János Veres | mobile development director



# Annual Report 2012 of ANY Group

Name of the Company	Equity	Share of ownership (%)	Voting right
ANY Security Printing Company PLC	HUF 1,449,876,000	-	-
Gyomai Kner Nyomda Zrt.	HUF 200,000,000	98.98%	98.98%
Specimen Zrt.	HUF 100,000,000	90.0%	90.0%
Techno-Progress Kft.	HUF 5,000,000	100.0%	100.0%
Tipo Direct SRL (*)	RON 476,200	50.0%	50.0%
Zipper Data SRL (*) (**)	RON 1,584,110	50.0%	50.0%
Direct Services OOD (*)	LEVA 570,000	50.0%	50.0%
Slovak Direct SRO	SKK 1,927,000	100.0%	100.0%
Tipo Direct SERV Moldova SRL (***)	MDL 30,308	50.0%	50.0%

(\*) Classified as subsidiary based on the cooperation agreement with the co-owner of the company effective from 1 January 2010 (\*\*) Zipper Data SRL is the member of consolidation circle since 1st February, 2011. The name of the company changed from GPV Mail Services SRL to Zipper Data SRL in October 2011.

(\*\*\*)100 per cent subsidiary of Tipo Direct SRL, it has been consolidated since 1st January, 2011

# MAIN FINANCIAL DATA AND INDICATORS (IFRS CONSOLIDATED)

Name	FY 2011 in HUF millions	FY 2012 in HUF millions
Financial situation		
Non-current assets	3,658	3,526
Total assets	9,338	9,495
Shareholder's equity	6,322	6,298
Main categories of results		
Net sales	17,122	16,781
EBITDA	1,539	1,453
Profit after tax	692	660
Main indicators		
Return on sales (ROS) %	3.6%	3.2%
Return on equity (ROE) %	9.9%	8.6%
Earning per share (EPS) HUF	43	38

# SALES OF PRODUCT GROUPS

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

Sales segments	FY 2011 in HUF millions	FY 2012 in HUF millions	Change in HUF millions	Change %
Security products and solutions	6,409	6,478	69	1.08%
Card production and personalization	3,837	4,067	230	5.99%
Form production and personalization, data processing	5,366	5,015	(351)	-6.54%
Traditional printing products	927	824	(103)	-11.11%
Other	583	397	(186)	-31.90%
Total net sales	17,122	16,781	(341)	-2.00%

ANY PLC had consolidated net sales of HUF 16,781 million in 2012, which is HUF 341 million lower than the sales for the base period.

Sales of **security products and solutions** came to HUF 6,478 million in 2012 which means an increase of HUF 69 million (1%). Sales of security products and solutions was determined by a fall of a significant export project that was fully compensated by increase of domestic sales.

The Company's revenues from **card production and personalisation** totalled HUF 4,067 million in the period of reference, a HUF 230 million (6%) increase compared to 2011. The growth of the segment was caused mainly by the higher turnover of card production and personalisation.

The Company's revenues from **form production**, **personalisation and data processing** came to HUF 5,015 million in 2012, a HUF 351 million (7%) lower than the sales for the base period. The change is mainly due to the fall of sales of domestic form production that was mainly caused by the missing revenue from printed forms for census printed as a single project.

Sales of **traditional printing products** amounted to HUF 824 million in 2012, which means a HUF 103 million (11%) decrease compared to the previous year's similar period.

**Other sales** totalled HUF 397 million in 2012, which is a decrease of HUF 186 million (32%). This segment mainly comprises revenues from the sale of commercial materials and goods.

# **EXPORT SALES BY SEGMENTS**

Export sales segments	FY 2011 in HUF millions	FY 2012 in HUF millions	Change in HUF millions	Change %
Security products and solutions	1,061	480	(581)	-54.76%
Card production and personalization	367	381	14	3.81%
Form production and personalization, data processing	2,918	3,102	184	6.31%
Traditional printing products	64	62	(2)	-3.13%
Other	322	273	(49)	-15.22%
Total export sales	4,732	4,298	(434)	<b>-9.17%</b>
Export %	28%	26%		

Export sales amounted to HUF 4,298 million in 2012, which is a 9% decrease compared to a year earlier, representing a 26% export sales ratio. Change in export is mainly due to decrease of turnover of security products and solutions because of the fall of a one-off project.

# **FINANCIAL ANALYSIS**

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

Description	FY 2011 in HUF millions	FY 2012 in HUF millions	index %
Net sales	17,122	16,781	-1.99%
Capitalized value of assets produced	35	197	462.86%
Material expenses	11,758	11,290	-3.98%
Personnel expenses	3,691	3,917	6.12%
Depreciation	752	774	2.93%
Other expenses	169	315	186.39%
Operating income	787	682	-13.34%
Net income	623	545	-12.52%
EBITDA	1,539	1,453	-5.59%
EBITDA margin (%)	9%	9%	
Earnings per share – EPS (HUF per share)	43	38	-11.63%

# PROFITABILITY OF ANY GROUP IN THE YEARS 2011 AND 2012

Net sales totalled HUF 16,781 million in 2012, which is HUF 341 (2%) million decrease compared to the figure for the same period.



Operating income came to HUF 679 million, a decrease of HUF 108 million (14%) compared to the previous year. The Company's profitability was adversely affected by settlements of one-off costs of restructuration and rationalisation of Pásztó plant and the not realised foreign exchange loss connected to investment year end revaluation.

Gross profit totalled HUF 4,601 million, which means a 27% gross margin. General (SG&A) expenses amounted to HUF 3,604 million in 2012, which equals 21% of net sales. Material expenses decreased by HUF 468 million (4%) in the reference year. Changes were caused by lower sales volume of more material-intensive jobs and the effect of cost saving programme of the Company.

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 3,917 million, which means a 6% growth compared to the base period. The growth of pay raise is due to the obligatory loan compensation – ordained by the government – for employees earning lower salaries and the significant increase of minimal loans and the amount of expenditures in connection with restructuration and rationalisation of Pásztó plant.

EBITDA amounted to HUF 1,453 million due to the change in operating income and depreciation, which represents an increase of HUF 86 million (6%). Therefore, the EBITDA margin amounts to 9%.

Net interest income amounted to 40 million HUF in 2012. Net income – after financial operations, taxation and minority interest – came to HUF 545 million in 2012, a decline of 13% compared to the previous year.

# CHANGES IN EQUITY ITEMS

In HUF millions:	Share capital	Capital reserve	Retained earnings	Treasury shares	Total
January 1, 2012	1,450	251	4,723	(450)	5,974
Treasury share purchase	0	0	0	(4)	(4)
Dividend	0	0	(636)	0	(636)
Profit / (loss) for the year	0	0	545	0	545
December 31, 2012	1,450	251	4,632	-454	5,879

# FINANCIAL SITUATION OF ANY GROUP IN THE YEARS 2011 AND 2012

The Company had total assets of HUF 9,495 million on 31 December, 2012, which means an increase of HUF 157 million (2%) compared to the previous year-end.



Receivables amounted to HUF 2,431 million which represents a HUF 1,074 million (31%) decrease compared to the 2011 year-end figure. Cash and bank totalled HUF 1,798 million which represents a HUF 1410 million increase compared to the 2011 year-end figure due to the significant increase of cash-flows from operating activities.

Inventories totalled HUF 1,378 million, which is a HUF 42 million (3%) decrease compared to the 31 December 2011 figure. Other current assets and prepayments amounted to HUF 362 million, which is a HUF 5 million fall, compared to the prior year-end figure. The balance of property, plant and equipment at the end of December 2012 was HUF 3,089 million, a decrease of 4% compared to the end of 2011, due to an investment lower than the accounted depreciation.

Goodwill amounted to HUF 335 million that is the same amount as at the end of previous year.

Accounts payable totalled HUF 1,827 million, HUF 137 million (8%) lower compared to the end of December 2011. Other payables and accruals amounted to HUF 793 million, which increased by HUF 256 million (48%) compared to the end of 2011 due to the accrued personal expenditures and jointed tax payables owing in December but paid on 2nd January, 2013.

Short term loans amounted to HUF 29 million on 31 December 2012. The balance of long and short term part of lease liabilities at the end of the current period amounted to HUF 268 million, which is a HUF 209 million decrease compared to the end of previous year, due to paying off.



# MAIN INDICATORS OF ANY GROUP IN THE YEARS 2011 AND 2012

Lower profitability of ANY Security Printing Company Group in 2012 is mainly the result of one-off costs of restructuration and rationalisation of Pásztó plant. Return on equities amounted to 8.6% while return on sales was 3.2%. Earning per share decreased by HUF 5 to HUF 38 due to the lower net income.

The Board of Directors examined the operation of the Company's internal controls and concluded that it was effective. It did not find any event when there was a deviation from internal controls.



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Registered by the Capital Court of Registration Company Registration Number: 01-09-071057

#### Translation of the Hungarian original.

#### INDEPENDENT AUDITORS' REPORT

To the Shareholders ANY Biztonsági Nyomda Nyrt.

#### **Report on the Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of ANY Biztonsági Nyomda Nyrt. (the "Company") for the year 2012, which financial statements comprise the consolidated balance sheet as at December 31, 2012 - which shows total assets of 9,494,750 thHUF, - and the related consolidated statement of income and the statement of comprehensive income – which shows a profit for the year attributable to Shareholders of 544,504 thHUF -, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with the Hungarian National Standards on Auditing and effective Hungarian laws and other regulations pertaining to audit. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Member of Deloitte Touche Tohmatsu Limited

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#### Opinion

In our opinion, the financial statements give a true and fair view of the financial position of ANY Biztonsági Nyomda Nyrt. as at December 31, 2012, and its financial performance and its cash flows for the year then ended, in accordance with International Financial Reporting Standards as adopted by the European Union.

#### Other Reporting Obligation: Report on the Consolidated Business Report

We have examined the accompanying consolidated business report of ANY Biztonsági Nyomda Nyrt. for the year 2012.

Management is responsible for the preparation of this consolidated business report in accordance with the Hungarian Accounting Act.

Our responsibility is to assess whether the accounting information in the consolidated business report is consistent with that contained in the consolidated financial statements prepared for the same business year. Our work with respect to the consolidated business report was limited to assessing the consistence of the consolidated business report with the consolidated financial statements, and did not include a review of any information other than that drawn from the audited accounting records of the Company.

In our opinion, the consolidated business report of ANY Biztonsági Nyomda Nyrt. for the year 2012. corresponds to the figures included in the consolidated financial statements of ANY Biztonsági Nyomda Nyrt. for the year 2012.

Budapest, March 5, 2013

The original Hungarian version has been signed.

Tamás Horváth

Deloitte Auditing and Consulting Ltd. 1068 Budapest, Dózsa György út 84/C. Kornél Bodor registered statutory auditor

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# CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2012 AND DECEMBER 31, 2011

In HUF thousands:	Notes	December 31, 2012	December 31, 2011
Current assets			
Cash and bank	3	1,798,303	388,436
Accounts receivable	4	2,430,665	3,505,076
Inventory	5	1,377,807	1,419,333
Other current assets and prepayments (without current tax receivable)	6	263,376	245,661
Current tax receivable	6	98,588	121,310
Total current assets		5,968,739	5,679,816
Non-current assets			
Property, plant and equipment	7	3,088,528	3,212,895
Investments	8	-	-
Goodwill	9	335,009	335,009
Intangibles	10	79,596	97,465
Other assets		22,878	12,436
Total non-current assets		3,526,011	3,657,805
Total assets		9,494,750	9,337,621
Current liabilities	-		
Trade accounts payables	13	1,827,011	1,690,349
Short term part of lease liabilities	23	178,356	208,031
Other payables and accruals (without current tax payables)	11	568,414	340,672
Current tax payables	11	225,296	196,879
Short term debt	12	29,361	31,319
Total current liabilities		2,828,438	2,467,250
Long term liabilities			
Deferred tax liability	20	244,313	246,712
Long term part of lease liabilities	23	89,671	268,927
Long term debt	12	7,647	11,504
Other long term liabilities		26,222	21,667
Total long term liabilities		367,853	548,810
Shareholders' equity			
Share capital	14	1,449,876	1,449,876
Capital reserve	16	250,686	250,686
Retained earnings	16	4,632,313	4,723,979
Treasury shares	15	(453,565)	(449,667)
Non controlling interest	16	419,149	346,687
Total shareholders' equity		6,298,459	6,321,561
Total liabilities and shareholders' equity		9,494,750	9,337,621

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME AS AT DECEMBER 31, 2012 AND DECEMBER 31, 2011

In HUF thousands:	Notes	FY 2012	FY 2011
Net sales	17	16,780,927	17,121,781
Cost of sales	19	(12,180,123)	(12,905,519)
Gross profit		4,600,804	4,216,262
Selling general and administration	19	(3,603,884)	(3,260,946)
Gain on sale of fixed assets		26,631	15,572
Foreign currency (loss) / gain		(63,027)	16,063
Other expense	18	(281,465)	(200,398)
Operating income		679,059	786,553
Interest income / (expense), net		40,187	(38,992)
Profit before tax and non-controlling interest		719,246	747,561
Deferred tax income / (expense)	20	2,399	(5,271)
Income tax expense	20	(64,319)	(50,566)
Profit after tax		657,326	691,724
Other comprehensive income for the year		2,491	_
Total comprehensive income for the year		659,817	691,724
Profit attributable to			
Owners of the Company		544,504	623,413
Non controlling interests		115,313	68,311
Earnings per share (EPS)			
Basic (HUF per share)	21	38	43
Fully diluted (HUF per share)	21	38	43

# CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY AS AT DECEMBER 31, 2012 AND DECEMBER 31, 2011

In HUF thousands:	lssued Capital	Capital Reserve	Retained Earnings	Treasury Shares	Non controlling Interest	Total
January 1, 2011	1,449,876	250,686	4,618,379	(449,667)	195,558	6,064,832
Dividend paid	-	-	(517,813)	-	-	(517,813)
Dividend paid to minority shareholders (after FY 2010 income)	-	-	_	-	(56,410)	(56,410)
Non-controlling interest from purchasing investment	-	-	-	-	139,228	139,228
Total comprehensive income attributable to non- controlling interests	-	-	-	-	68,311	68,311
Total comprehensive income attributable to owners of the Company	-	-	623,413	-	_	623,413
December 31, 2011	1,449,876	250,686	4,723,979	(449,667)	346,687	6,321,561
Dividend paid	-	-	(636,170)	-	-	(636,170)
Dividend paid to minority shareholders (after FY 2011 income)	-	-	-	-	(42,851)	(42,851)
Purchase of treasury share	-	-	-	(3,898)	-	(3,898)
Total comprehensive income attributable to non- controlling interests	-	-	-	-	115,313	115,313
Total comprehensive income attributable to owners of the Company	-	-	544,504	-	_	544,504
December 31, 2012	1,449,876	250,686	4,632,313	(453,565)	419,149	6,298,459

# CONSOLIDATED STATEMENT OF CASH-FLOW AS AT DECEMBER 31, 2012 AND DECEMBER 31, 2011

In HUF thousands:	Notes	FY 2012	FY 2011
Cash-flows from operating activities			
Profit before tax and non-controlling interest		719,246	747,561
of which foreign currency (loss) / gain		(63,027)	16,063
Depreciation cost of fixed assets	7	755,638	752,483
Amortization cost of intangibles	10	17,869	_
Foreign exchange differences on the line of the other comprehensive income		2,491	_
Changes in provisions		12,757	158
Gain on sale of property, plant and equipment		(26,631)	(15,572)
Non controlling interest changes		(42,851)	226,821
of which dividend paid to minority shareholders		(42,851)	(56,410)
Interest expense		17,002	63,271
Interest income		(57,189)	(24,279)
Operating cash-flow before working capital changes:		1,398,332	1,750,443
Changes in accounts receivable and other current assets	4;6	1,092,269	1,331,816
Changes in inventories	5	44,480	137,326
Changes in accounts payables and accruals	11;13	392,620	(644,272)
Cash provided by operations		2,927,701	2,575,313
Interest income		45,312	21,144
Interest expense		(16,802)	(70,242)
Taxes paid, net		(66,025)	(12,852)
Net cash provided by operating activities		2,890,186	2,513,363
Cash-flows from investing activities			
Purchase of property, plant and equipment		(654,564)	(1,012,350)
Proceeds on sale of property, plant and equipment		41,202	75,997
Development costs	10	-	(14,834)
Purchase of investments	8	-	(420,234)
Net cash-flow used in investing activities		(613,362)	(1,371,421)
Cash-flows from financing activities			
Changes in short term loans	12	(1,958)	(883,278)
Purchase of treasury shares	15	(3,898)	-
Changes in loans to employees		(10,442)	1,836
Changes in long term debt	12	(5,558)	22,969
Changes of capital lease obligations	23	(208,931)	260,252
Dividend paid		(636,170)	(517,813)
Net cash-flow used in financing activities		(866,957)	(1,116,034)
Changes in cash and cash equivalents		1,409,867	25,908
Cash and cash equivalents at beginning of period		388,436	362,528
Cash and cash equivalents at end of the period	3	1,798,303	388,436

# Supplementary Notes to the Consolidated Financial Statements Dec. 31, 2012

# **GENERAL**

ANY Security Printing Company Public Limited Company by Shares (ANY PLC or the Company) is a limited liability 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.

As of December 31, 2012 – based on the Company's share book – the following owners have more than 5% voting right or the following groups of investors own the Company:

Investor	Voting right (%)	Ownership (%)
Owners above 5% share		
EG Capital SA	22.20%	21.53%
AEGON KÖZÉP EURÓPAI RÉSZVÉNY BEFEKTETÉSI ALAP	8.20%	7.95%
Genesis Emerging Markets Opportunities Fund Limited	6.72%	6.52%
Owners below 5% share		
Domestic Institutional Investors	20.46%	19.84%
Foreign Institutional Investors	14.10%	13.67%
Domestic Individual Investors	11.11%	10.77%
Foreign Individual Investors	0.19%	0.20%
Management, employees	7.05%	6.84%
State investors	2.97%	2.88%
Treasury shares	0.00%	3.01%
Other	7.00%	6.79%

ANY PLC produces security products and solutions (tax stamps, stickers with security elements), plastic and paper cards (document cards, bank and telephone cards, as well as commercial cards), personalized business and administration forms, as well as conventional printing products. The consolidated subsidiaries of the Company at December 31, 2012 are as follows:

Subsidiary	Principal Activity	Country of Incorporation	Ownership at December 31, 2012	Ownership at December 31, 2011
Specimen Zrt.	Printing	Hungary	90.00%	90.00%
Gyomai Kner Nyomda Zrt.	Printing	Hungary	98.98%	98.98 %
Technoprogress Kft.	Sales	Hungary	100.0%	100.00%
TipoDirect SRL	Printing, Sales	Romania	50.00%	50.00%
TipoDirect SERV Moldova SRL (*)	Printing, Sales	Moldova	50.00%	50.00%
Zipper Data SRL (**)	Printing, Sales	Romania	50.00%	50.00%
Direct Services OOD	Printing, Sales	Bulgaria	50.00%	50.00%
Slovak Direct SRO	Sales	Slovakia	100.00%	100.00%

\* 100 per cent subsidiary of Tipo Direct SRL, it has been consolidated since 1st January, 2011

\*\* Zipper Data SRL has been consolidated since 1st February, 2011. The name of the company changed from GPV Mail Services SRL to Zipper Data SRL in October 2011.

The Company prepares consolidated financial statement for the whole group.

# SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of preparation**

The accounting records of the companies comprising the Group are compiled according to accounting principles generally accepted in Hungary ("HAS"). These supplementary consolidated financial statements have been compiled primarily for the requirements of relevant sections of Hungarian Act on Accounting to companies listed on the Stock Exchange, and therefore contain reclassifications and alterations in order to they comply with the International Financial Reporting Standards ("IFRS").

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (the "EU"). IFRS as adopted by the EU do not currently differ from IFRS as issued by the International Accounting Standards Board (IASB), except for portfolio hedge accounting under IAS 39 which has not been approved by the EU. The Company does not have any transactions which would qualify as a portfolio hedge.

The reporting currency of the Group is the Hungarian Forint ("HUF").

The consolidated financial statements have been prepared on the historical cost basis except for certain properties and financial instruments that are measured at revalued amounts or fair values, as explained in the accounting policies below. Historical cost is generally based on the fair value of the consideration given in exchange for assets. The principal accounting policies are set out below.

Financial Statements are prepared based on the assumption of going concern of the activity of the Group in the foreseeable future.

#### **Basis of consolidation**

The consolidated financial statements include the financial statements of ANY PLC and its significant subsidiaries after elimination of all material intercompany transactions and balances, including unrealized intercompany profits. Subsidiaries are those companies in which the Group, directly or indirectly, has an interest of more than one half of the voting rights or otherwise has power to exercise control over the operations.

On acquisition, the assets and liabilities of a subsidiary are measured in the consolidated statements at their fair values at the date of acquisition. The interest of minority shareholders is stated at the minority's proportion of the fair values of the assets and liabilities recognized. Goodwill arising on consolidation represents the excess of the cost of acquisition over the Group's interest in the fair value of the identifiable net assets of a subsidiary, associate or jointly controlled entity at the date of acquisition. Goodwill is included as intangible in the balance sheet, to which impairment loss is calculated, if necessary. For the purpose of impairment test, the value of goodwill is allocated to those Cash Generating Units (hereinafter: CGU) of the Group that probably will have positive effects from the synergies. Those CGU-s, to which goodwill is allocated are subject to goodwill impairment test annually or more often if circumstances indicate any loss in the value of the Unit. If the book value of the goodwill is higher than the fair value of the CGU, impairment loss is accounted on the goodwill. The impairment loss decreases mainly the value of the goodwill allocated on the CGU, then the remaining amount decreases the net book value of the CGU's other assets, in proportion of the book value of the assets. The impairment loss once accounted can not be reversed in the future. On disposal of a subsidiary, associate or jointly controlled entity, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

The results of subsidiaries acquired or disposed during the year are included in the consolidated income statement from the effective date of acquisition or up to the effective date of disposal, as appropriate.

The transactions between the associated enterprises, including unrealized gains and losses as well as realized intra-group gains, were eliminated during consolidation.

The equity and net income attributable to minority interests are shown as separate items in the consolidated financial statements.

#### **Cash and cash equivalents**

Cash and cash equivalents include cash at bank in hand, balances of bank accounts and short-term deposits with an original maturity of three months or less.

# Statement of cash-flows

For the cash-flow statement the Cash and cash equivalents include cash and the value of bank deposits, as well as other short term (a term of three months or less at the time of their purchase) liquid investments, which may be immediately exchanged for the amount indicated on them, and their conversion does not come with the risk of a change in their value. Statement of cash-flow is prepared based upon the indirect cash-flow method.

#### Inventory

Inventory is stated at the lower of cost or net realizable value after making loss-in-value for any obsolete or slow moving items. Cost is determined at standard cost adjusted to actual purchase price at period end. For purchased inventories cost comprises purchase price, possible additional customs, delivery costs, non-refundable taxes and any other costs related to acquiring the inventory. For finished goods and work in progress, cost comprises direct materials, direct labour and an appropriate allocation of manufacturing fixed and variable overheads.

#### Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation. Freehold land is not depreciated. Depreciation is provided using the straight-line method at rates calculated to write off the cost of the asset over its expected economic useful life. The rates used are as follows:

Buildings	2% to 3%
Leasehold improvements	6%
Machinery and equipment	14.5 to 33%

At each balance sheet date, the Group reviews the carrying amount of its tangible and intangible assets to determine whether there is any indication in accordance with internal or external information that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the amount of such an impairment loss (if any). If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. Impairment loss is recognized as an expense immediately.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of PPE is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

Assets held under finance leases are depreciated over their expected useful lives on the same basis as owned assets or, where shorter, the term of the relevant lease.

#### Intangible assets

Intangible assets with finite useful lives that are acquired separately are carried at cost less accumulated amortisation and accumulated impairment losses. Amortisation is recognised on a straight-line basis over their estimated useful lives. The estimated useful life and amortisation method are reviewed at the end of each reporting period, with the effect of any changes in estimate being accounted for on a prospective basis. Intangible assets with infinite useful lives that are acquired separately are carried at cost less accumulated impairment losses. Amortization is provided at rates between 16.7% and 33% per year.

An item of intangible asset is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of intangible asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

# **Financial instruments**

All financial assets are recognised and derecognised on trade date where the purchase or sale of a financial asset is under a contract whose terms require delivery of the financial asset within the timeframe established by the market concerned, and are initially measured at fair value, plus transaction costs, except for those financial assets classified as at fair value through profit or loss, which are initially measured at fair value.

Financial assets are classified into the following specified categories: financial assets 'at fair value through profit or loss' (FVTPL), 'held-to-maturity' investments, 'available-for-sale' (AFS) financial assets and 'loans and receivables'. The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

# Fair value of financial instruments

The fair values of financial instruments, consisting of cash, receivables, payables, and obligations under debt instruments, are approximated to their carrying values. The fair values of the Group's existing investments are not readily determinable as the underlying shares are not frequently traded in a well-established and organized market.

#### Impairment of financial assets

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at the end of each reporting period. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash-flows of the investment have been affected.

For listed and unlisted equity investments classified as AFS, a significant or prolonged decline in the fair value of the security below its cost is considered to be objective evidence of impairment.

For all other financial assets, including redeemable notes classified as AFS and finance lease receivables, objective evidence of impairment could include:

- significant financial difficulty of the issuer or counterparty; or
- default or delinquency in interest or principal payments; or

■ it becoming probable that the borrower will enter bankruptcy or financial re-organisation.

For certain categories of financial asset, such as trade receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 60 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

For financial assets carried at amortised cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash-flows, discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

When an AFS financial asset is considered to be impaired, cumulative gains or losses previously recognised in other comprehensive income are reclassified to profit or loss in the period.

With the exception of AFS equity instruments, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through profit or loss to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortised cost would have been had the impairment not been recognised.

In respect of AFS equity securities, impairment losses previously recognised in profit or loss are not reversed through profit or loss. Any increase in fair value subsequent to an impairment loss is recognised in other comprehensive income.

#### **Derecognition of financial assets**

The Group derecognises a financial asset only when the contractual rights to the cash-flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

#### Investments

Investments are carried at cost, less provision for any permanent diminution in value.

#### Taxation

The amount of company tax is based on the taxation obligation defined according to the law on corporate income tax and dividend taxes, which is modified by the deferred tax.

Deferred taxes are calculated using the balance sheet liability method. Deferred taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and liabilities are measured using the tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be realized or settled. The measurement of deferred tax liabilities and deferred tax assets reflects the tax consequences that would follow from the manner in which the Group expects, at the balance sheet date, to realize or settle the carrying amount of its assets and liabilities.

Deferred tax assets are recognized only if it is probable that sufficient taxable profits will be available against which the deferred tax assets can be utilized. At each balance sheet date, the Group re-assesses unrecognized deferred tax assets and the carrying amount of deferred tax assets. The Group recognizes a previously unrecognized deferred tax asset to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered. The Group conversely reduces the carrying amount of a deferred tax asset to the extent that it is no longer probable that sufficient taxable profit will be available to allow the benefit of part or that entire deferred tax asset to be utilized.

## **Treasury shares**

Shares repurchased are included in shareholders' equity. Premiums and discounts arising on sale of treasury shares, and differences on repurchase, are credited or debited to retained earnings.

#### **Revenue recognition**

Revenue is recognized at the time goods are dispatched and services rendered by the Group, as this is the point at which the significant risks and rewards of ownership of the goods and services are transferred to the customer.

Revenue is measured at the fair value of the consideration received or receivable. Revenue is reduced for estimated customer returns, rebates and other similar allowances.

# **Dividend and interest revenue**

Dividend revenue from investments is recognised when the shareholder's right to receive payment has been established (provided that it is probable that the economic benefits will flow to the Group and the amount of revenue can be measured reliably). (Dividend realized within the Group will be eliminated during consolidation.)

Interest revenue is recognised when it is probable that the economic benefits will flow to the Group and the amount of revenue can be measured reliably. Interest revenue is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

#### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee.

#### The Group as lessee

Assets held under finance leases are initially recognised as assets of the Group (with similar rights and liabilities as the assets owned by the Group) at their fair value at the inception of the lease, and they are amortised during their economic useful life. The present value of the minimum lease payment is lower than their fair value they are recognized at that.

The principal is accounted as decrease of liability from the lease contract, while interest is accounted as an expense, so that the lease liability decreases at a constant rate during the term of the lease contract.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term. In case when operative lease contract is cancelled before the contractual term is over, all the amounts paid to the lessor as a charge for cancelling the contract are recognised as an expense in the relevant period.

# Provisions

The Group is involved in a low number of ongoing legal disputes. Based upon historical experience and expert reports, the Group assesses the developments in these cases, and the likelihood and the amount of potential financial losses which are appropriately provided for.

#### Contingent liabilities acquired in a business combination

Contingent liabilities acquired in a business combination are initially measured at fair value at the acquisition date. At the end of subsequent reporting periods, such contingent liabilities are measured at the higher of the amount that would be recognised in accordance with IAS 37 *Provisions, Contingent Liabilities and Contingent Assets* and the amount initially recognised less cumulative amortisation recognised in accordance with IAS 18 *Revenue*.

#### **Government grants**

The Group applies for government grants in order to purchase assets or to finance R+D activities. In both cases government grants are accounted and accrued as other revenue, then accrued revenue is reversed in proportion of the accounted depreciation of the asset purchased or of the R+D capitalised.

# **Earnings per share**

Basic earnings per share data is calculated based on the weighted average number of shares outstanding during the period excluding treasury held by the Company and employee shares. Fully diluted earnings per share is calculated based on the weighted average number

of shares outstanding as calculated for basic earnings per share and as adjusted for giving effect to the assumed issuance of all potentially dilutive securities. Net income is adjusted in the fully diluted earnings per share calculation for any income or expense associated with the potentially dilutive securities.

#### **Foreign currencies**

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency (foreign currencies) are recorded at the rates of exchange prevailing at the dates of the transactions. At each balance sheet date, monetary items denominated in foreign currencies are retranslated at the rates prevailing at the balance sheet date. Exchange differences are recognised in profit or loss in the period in which they arise.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Group's foreign operations are expressed in Currency Units using exchange rates prevailing at the balance sheet date. Income and expense items are translated at the average exchange rates for the period. From the foreign subsidiaries of the Group TipoDirect S.R.L. and Zipper Data S.R.L. keep their books in Romanian Lei, Tipo Direct SERV S.R.L. in Moldavian Lei, Direct Services O.O.D. in Bulgarian Leva, while Slovak Direct S.R.O. keeps its books in EURO. The balances of foreign currency assets and liabilities of the foreign subsidiaries of the Group are retranslated at the relevant MNB (National Bank of Hungary) foreign exchange rate in the consolidated financial statements.

# The effect of adopting new and revised International Financial Reporting Standards effective from 1 January 2012

The following amendments to the existing standards issued by the International Accounting Standards Board and adopted by the EU are effective for the current period:

■ IFRS 7 (Amendment) "Financial Instruments: Disclosures" – Transfers of Financial Assets, adopted by the EU on 22 November 2011 (effective for annual periods beginning on or after 1 July 2011).

The adoption of the above presented Amendments and new Standards and Interpretations had no significant impact on the financial statements.

#### Amendments to IFRSs effective on or after 1 January 2013, not yet adopted

At the balance sheet date of these financial statements, the following Standards and Interpretations were issued but not yet effective:

■ IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2015),

■ IFRS 10 "Consolidated Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IFRS 11 "Joint Arrangements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IFRS 12 "Disclosures of Interests in Other Entities", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IFRS 13 "Fair Value Measurement", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),

IAS 27 (revised in 2011) "Separate Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IAS 28 (revised in 2011) "Investments in Associates and Joint Ventures", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IFRS 1 (Amendment) "First-time Adoption of IFRS" – Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters, adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),

■ IFRS 7 (Amendment) "Financial Instruments: Disclosures" – Offsetting Financial Assets and Financial Liabilities, adopted by the EU on 13 December 2012 (effective for annual periods beginning on or after 1 January 2013),

■ IAS 12 (Amendment) "Income Taxes" – Deferred Tax: Recovery of Underlying Assets, adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013),

■ IAS 19 (Amendment) "Employee Benefits" – Improvements to the Accounting for Postemployment Benefits, adopted by the EU on 5 June 2012 (effective for annual periods beginning on or after 1 January 2013),

■ IAS 32 (Amendment) "Financial instruments: presentation" – Offsetting Financial Assets and Financial Liabilities, adopted by the EU on 13 December 2012 (effective for annual periods beginning on or after 1 January 2014),

■ IFRIC 20 "Stripping Costs in the Production Phase of a Surface Mine", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2013).

The adoption of the above presented Amendments and new Standards and Interpretations would have no significant impact on the financial statements.

# Critical accounting judgements and estimates by applying the accounting policy

The process of preparing financial statements in accordance with International Financial Reporting Standards requires the use of estimates and assumptions regarding the carrying amounts of assets and liabilities presented in the consolidated financial statements and the Notes.

# Critical assumptions by applying the accounting policy

The Management of the Group had certain assumptions when applying the accounting policy, that can influence the carrying amounts of assets and liabilities presented in the consolidated financial statements (apart from the impact of the estimates, presented at the next point). These assumptions are presented in details in the Notes, but the most important ones are the following:

■ The temporary differences calculated with deferred tax liabilities will reverse in the foreseeable future, and the corporate tax rate will remain 19%, which is effective from 1st January 2010.

The outcome of certain contingent liabilities.

# Uncertainties in the estimates

The process of preparing consolidated financial statements in accordance with International Financial Reporting Standards requires the use of estimates and assumptions regarding the carrying amounts of assets and liabilities presented in the consolidated financial statements and the Notes. These estimates are based on the best knowledge of the Management, in spite of this actual results may differ from estimated amounts. These estimates are presented in details in the Notes, but the most important ones are the following:

- Determining the fair value of Financial Instruments
- Determining the economic useful life of fixed assets
- Calculating the impairment loss on fixed assets and goodwill
- Calculating provisions

# CASH AND CASH EQUIVALENTS

In HUF thousands:	December 31, 2012	December 31, 2011
Cash and cash equivalents	1,798,303	388,436
Total cash and cash equivalents netted by bank overdrafts	1,798,303	388,436

Group Companies has no overdraft at the end of the current year.

# ACCOUNTS RECEIVABLES

In HUF thousands:	December 31, 2012	December 31, 2011
Trade receivables	2,505,900	3,570,856
Allowance for doubtful debts	(75,235)	(65,780)
Total:	2,430,665	3,505,076

The carrying value of trade receivables approximates fair value. Balance of trade debtors is HUF 2,431 million, which is HUF 1,074 million (31%) lower than at the end of 2011. The main reason for the change is the decreased balance of trade receivables to the most important client of the Company. The Company holds no receivables pledged.

Movement of the allowance in doubtful debts is broken down below:

In HUF thousands:	December 31, 2012	December 31, 2011	
Balance at the beginning of the year	65,780	44,259	
Impairment losses recognised on receivables	20,930	50,920	
Impairment losses reversed	(11,475)	(29,399)	
Balance at the end of the year	75,235	65,780	

# **INVENTORIES**

In HUF thousands:	December 31, 2012	December 31, 2011
Raw materials	830,378	1,061,058
Goods	68,552	26,979
Work in progress	253,027	173,557
Finished goods	292,616	227,459
Cumulated loss in value for inventories	(66,766)	(69,720)
Total:	1,377,807	1,419,333

Inventories totalled HUF 1,378 million, which is by HUF 41 million (3%) lower compared to the 31 December 2011 figure. Restructuring within inventories (shrinking of raw materials and rising of finished and semi-finished stocks) was mainly caused by the modification in the production process in case of some products, and so the structure of inventories also changed.

# **OTHER CURRENT ASSETS AND PREPAYMENTS**

In HUF thousands:	December 31, 2012	December 31, 2011
VAT receivable	47,765	77,378
Corporate income tax receivable	37,816	36,110
Other taxes receivable	13,007	7,822
Total current tax receivables	98,588	121,310
Prepayments	72,875	87,005
Employee loans	15,372	5,344
Advances paid	12,037	24,602
Other receivables	163,092	128,710
Total:	263,376	245,661

# **PROPERTY, PLANT AND EQUIPMENT (PP&E)**

In HUF thousands:	Land and buildings	Machinery and equipment	Property rights	Vehicles and other equipments	Capital projects	Total
Cost:						
January 1, 2011	510,353	8,361,464	10,767	1,289,426	13,490	10,185,500
Capitalization	20,851	783,639	-	78,921	(883,411)	-
Additions	-	-	-	-	880,730	880,730
Additions from purchase of interests	50,625	293,183	-	10,917	-	354,725
Disposals and transfers	(3,771)	(101,737)	-	(183,397)	-	(288,905)
December 31, 2011	578,058	9,336,549	10,767	1,195,867	10,809	11,132,050
January 1, 2012	578,058	9,336,549	10,767	1,195,867	10,809	11,132,050
Capitalization	38,824	465,553	-	159,196	(663,573)	-
Additions	-	-	-	-	654,564	654,564
Disposals and transfers	(17,117)	(234,958)	-	(12,185)	-	(264,260)
December 31, 2012	599,765	9,567,144	10,767	1,342,878	1,800	11,522,354
Accumulated depreciation	:					
January 1, 2011	95,592	6,095,038	10,767	970,651	-	7,172,048
Charge for year	39,760	623,750	-	88,973	-	752,483
Change from purchase of interests	29,627	137,923	-	2,672	-	170,222
Disposals	(886)	(65,268)	-	(109,444)	-	(175,598)
December 31, 2011	164,093	6,791,443	10,767	952,852	-	7,919,155
January 1, 2012	164,093	6,791,443	10,767	952,852	-	7,919,155
Charge for year	26,965	637,682	-	90,991	-	755,638
Disposals	(10,337)	(221,048)	-	(9,582)	-	(240,967)
December 31, 2012	180,721	7,208,077	10,767	1,034,261	-	8,433,826
Net book value:						
January 1, 2011	414,761	2,266,426	-	318,775	13,490	3,013,452
December 31, 2011	413,965	2,545,106	-	243,015	10,809	3,212,895
December 31, 2012	419,044	2,359,067	-	308,617	1,800	3,088,528

Fair value of the PP&E exceeds book value, therefore no impairment loss was calculated. The Company holds no PP&E pledged.

# **INVESTMENTS**

No transaction was accounted in FY 2012 related to Investments apart from the not realised foreign exchange loss connected to foreign currency investments year end revaluation in the ANY Group. Not realised foreign exchange loss is posted on the Foreign currency gain / (loss) line of the Comprehensive Profit and Loss Statement.

# GOODWILL

In HUF thousands:	December 31, 2012	December 31, 2011
Cost	335,009	335,009
Goodwill	335,009	335,009

# COST

In HUF thousands:	December 31, 2012	December 31, 2011
Balance at beginning of year	335,009	58,778
Additional amount recognised from business combinations occurring during the year	-	276,231
Balance at end of year	335,009	335,009

# **ACCUMULATED IMPAIRMENT LOSSES**

At the end of the year the Group examined goodwill's remunerative value and recognized that there was no need to account impairment losses on the goodwill.

# **INTANGIBLE ASSETS**

In HUF thousands:	Capitalised research and development costs	Total		
Cost:				
January 1, 2011	195,010	195,010		
Additions	14,834	14,834		
Disposals and transfers	-	-		
December 31, 2011	209,844	209,844		
January 1, 2012	209,844	209,844		
Additions	-	-		
Disposals and transfers	-	-		
December 31, 2012	209,844	209,844		
Accumulated depreciation:				
January 1, 2011	112,379	112,379		
Charge for year	-	-		
Disposals	-	-		
December 31, 2011	112,379	112,379		
January 1, 2012	112,379	112,379		
Charge for year	17,869	17,869		
Disposals	-	-		
December 31, 2012	130,248	130,248		
Net book value:				
January 1, 2011	82,631	82,631		
December 31, 2011	97,465	97,465		
December 31, 2012	79,596	79,596		

## **OTHER PAYABLES AND ACCRUALS**

In HUF thousands:	December 31, 2012	December 31, 2011
VAT	128,126	131,248
Personal income tax	73,444	61,037
Other taxes	23,726	4,594
Total current tax liabilities	225,296	196,879
Wages	201,332	93,209
Social security	154,356	109,711
Other short term liabilities	36,646	24,973
Advance payments from customers	35,562	31,611
Accruals of research and development subsidy	9,310	11,794
Accrued management bonuses	5,320	-
Other accruals	125,888	69,374
Other payables and accruals	568,414	340,672
Total current tax liabilities, other payables and accruals	793,710	537,551

Total current tax liabilities, other payables and accruals amounts to HUF 794 million, which is increased by HUF 256 million (48%) compared to December 31, 2011, because management bonuses were not accrued at the end of FY 2011, mainly due to an increase in liabilities from personal type expenditures and connected taxes and contributions for December 2012 paid on 2nd January 2013.

# LOANS AND BORROWINGS

In HUF thousands:	December 31, 2012	December 31, 2011
Other short term loans of subsidiaries	29,361	31,319
Total short term loans	29,361	31,319
Long term loan of subsidiary	7,647	11,504
Total investment loans and borrowings	7,647	11,504
Total loans and borrowings:	37,008	42,823

The carrying value of loans approximates fair value. Group Companies has no overdraft at the end of the current year.

# **TRADE ACCOUNTS PAYABLES**

In HUF thousands:	December 31, 2012	December 31, 2011
Trade payables	1,827,011	1,690,349
Total trade accounts payables	1,827,011	1,690,349

#### ISSUED SHARE CAPITAL

Share capital (at par value, in HUF thousands) authorized, issued and outstanding at yearend:

In HUF thousands:	December 31, 2012		December 31, 2011	
	Issued	Treasury	Issued	Treasury
Registered shares	1,449,876	43,683	1,449,876	42,988
	1,449,876	43,683	1,449,876	42,988

The number of shares issued by the Company is 14,794,650 of which par value is HUF 98 per share.

# TREASURY SHARES

Number of treasury shares held by the Company on 31st December 2012 is 445,742 which were purchased at an average price of HUF 1,018 per share. In 2009, in 2010, in 2011 and in 2012 the Company calculated impairment on treasury shares in the statutory financial statement of the parent company prepared according to the Hungarian Accounting Law due to the long term significant share price decrease on the Budapest Stock Exchange in value of HUF 56,002 thousands in 2009, HUF 62,483 thousands in 2010, HUF 69,746 thousands in 2011 and HUF 68,762 thousands in 2012 therefore the accumulated impairment value is HUF 256,993 thousands. Book value of the treasury shares in the financial statement of the parent company is HUF 441 per share, which was the current share price of the Stock Exchange at the date of preparing the statement of financial position. Impairment of treasury shares did not influence the consolidated profit of the Group according to the International Financial Reporting Standards, as the impairment with all of its tax effect was eliminated during consolidation.

#### RETAINED EARNINGS, CAPITAL RESERVE, NON-CONTROLLING INTEREST

Retained earnings available for distribution are based on the unconsolidated financial statements of the Company prepared in accordance with Hungarian accounting law as opposed to these accounts prepared under IFRS. On December 31st 2012 the financial statements of ANY PLC not consolidated, prepared in accordance with Hungarian accounting standards indicated total retained earnings of HUF 2,688,421 thousands.

Restricted reserve is not available for distribution based on the Hungarian Accounting Standards. In 2012 the Company transferred HUF 956,140 thousands to restricted reserve representing the value of reorganization, research and development, an amount representing development reserve (refer to Note 16) and the amount used for repurchasing treasury shares, in line with Hungarian Accounting Standards.

Capital reserve is created by the accumulated capital surplus of the Company.

Non-controlling interest is a part of the Shareholders' equity, which belongs to the owners of the subsidiaries other than the parent Company in the proportion of their ownership.

Sales segments (in HUF millions)	2012	2011
Security products and solutions	6,478	6,409
Card production and personalization	4,067	3,837
Form production and personalization. data processing	5,015	5,366
Traditional printing products	824	927
Other	397	583
Total net sales	16,781	17,122

# **OTHER INCOMES AND EXPENDITURES**

Other incomes and expenditures (in HUF thousands)	2012	2011
Reversed loss in value for trade receivables	11,476	29,399
Reversed loss in value for inventories	4,929	26,917
Allowances received	4,217	4,116
EU subsidy dissolved	2,484	22,021
Research and development subsidy dissolved	-	2,486
Other	12,887	32,048
Total other incomes	35,993	116,987
Local operational tax	144,936	151,636
Loss in value for inventories	34,217	16,447
Environmental fee	23,391	-
Loss in value for trade receivables	20,362	50,920
Allowances given	-	9,500
Other	94,552	88,882
Total other expenditures	317,458	317,385
Total	(281,465)	(200,398)
## DIRECT AND INDIRECT COST OF SALES

Breakdown of cost of sales and selling general and administration cost is the following:

In HUF thousands:		December 31, 2012	December 31, 2011	
Material type expenditures		11,290,084	11,758,074	
Personal type expenditures		3,916,925	3,690,967	
Depreciation and amortization		773,507	752,483	
Changes in inventory and own performance		(196,509)	(35,059)	
Total cost and expenditures		15,784,007	16,166,465	
Cost of sales		12,180,123	12,905,519	
Selling general and administration		3,603,884	3,260,946	
Total direct and indirect cost of sales		15,784,007	16,166,465	

The average number of employees of the Group during 2012 was 799 (2011: 857).

## TAXATION

In HUF thousands:	December 31, 2012	December 31, 2011
Current year corporate income tax	64,319	50,566
Deferred tax expense	(2,399)	5,271
Total tax expense	61,920	55,837

Based on the decision of the Hungarian Parliament, dual corporate tax rate has to be applied for the companies from the calendar year of 2011. 10% corporate tax rate has to be applied below HUF 500 million tax base and 19% tax rate over it. As the adjusted profit before tax will expectedly be not higher than HUF 500 million at the domestic entities, we applied the new 10% corporate tax rate when calculating deferred tax. The tax liability of the foreign companies of the Group is taken into consideration with the effective tax legislation of their country of incorporation.

Under the tax legislation the Company is allowed to establish a tax-deductible development reserve. Assets acquired using this reserve then does not qualify for tax depreciation up to the value of the reserve. Therefore this is effectively a form of accelerated depreciation. Development reserves have been established based on the Company's current year and previous years pre tax profit and a deferred tax liability has been recognized on the valuation difference for treasury shares based on the Hungarian Accounting Standards, as well as for the residual value of financial lease assets. The Company decreased its deferred tax liabilities by the deferred tax effect of the unused development reserve and by the deferred tax effect of the accounting and tax depreciation difference of assets not connected to development reserve.

Tax losses can be carried forward up to five years to offset future taxable profits. Deferred tax assets relating to tax losses are netted off against deferred tax liabilities. The company raised deferred tax asset on write-off for bad debts in 2012.

ANY PLC and its subsidiaries are subject to periodic audits by the Hungarian Tax Authority (NAV). Since the application of tax laws and regulations may be susceptible to varying interpretations, amounts reported in the financial statements could be changed at a later date upon final determination by the tax authorities. The Parent Company was not audited by the Tax Authority in 2012.

In HUF thousands:	December 31, 2012	December 31, 2011
Opening deferred tax liability	253,290	246,251
Deferred tax liability due to development reserve	(5,806)	16,068
Deferred tax on accounting and tax depreciation difference of assets not connected to development reserve	(4,031)	(14,092)
Deferred tax arising from treasury shares valuation	6,876	6,975
Deferred tax on residual value of financial lease assets	1,451	(1,912)
Closing deferred tax liablility	251,780	253,290

	December 31, 2012	December 31, 2011
Opening deferred tax assets	6,578	4,810
Deferred tax asset on write-off for bad debts	889	2,152
Deferred tax asset on provisions	-	(384)
Closing deferred tax assets	7,467	6,578

	December 31, 2012	December 31, 2011
Opening deferred tax liability net	246,712	241,441
Closing deferred tax liability net	244,313	246,712

The effective income tax rate defers from the statutory income tax rate due to the following items:

In HUF thousands:	December 31, 2012	December 31, 2011	
Profit before tax and non-controlling interest	719,246	747,561	
Tax base increasing items			
Depreciation and amortization based on accounting law	622,509	633,041	
Other tax base increasing items	36,249	94,247	
Total tax base increasing items	658,758	727,288	
Tax base decreasing items <sup>1</sup>			
Depreciation and amortization based on tax law	408,222	321,590	
Creation of development reserve	175,000	400,000	
Dividend received	141,884 56,746	410,843	
Other tax base decreasing items		56,746 115	115,920
Total tax base decreasing items	781,852	1,248,353	
Adjusted profit before tax (tax base)	596,152	226,496	
Tax at statutory rate of 10% <sup>2</sup>	59,615	22,650	
Deferred tax	(2,399)	5,271	
Other permanent differences (net)	7,103	22,645	
Corporate income tax expense	64,319	50,566	

<sup>1</sup> Tax base increasing and decreasing items contain only items of the Parent Company.

<sup>2</sup> Foreign tax regulations were not taken into consideration during calculation. Differences due to this were recognized for Other permanent differences.

## EARNINGS PER SHARE

Weighted average shares outstanding, net income used in the calculation of earnings per share and calculated earning per share details are set out below: (number of weighted average shares and net income is the same both at 'Basic' and 'Fully diluted' EPS calculation)

	December 31, 2012	December 31, 2011
Weighted average shares outstanding for:	14,350,249	14,355,999
Net income used in the calculation	544,504	623,413
Basic and diluted earnings per share:		
Basic (HUF per share)	38	43
Fully diluted (HUF per share)	38	43

# CONTINGENT LIABILITIES

The Company has arranged bank guarantees. The guarantees largely relate to commitments under Government and corporate tenders. Guarantees are provided up to a maximum limit of HUF 750 million.

The Company reclassified HUF 680 million to the restricted reserves in 2009, in 2010, in 2011 and in 2012 to finance future capital expenditures, which has not been utilised yet. Corporate tax base was decreased by this amount in line with the relevant Hungarian regulations under the condition, that this amount will be spent for capital expenditures in the following six years, otherwise the deducted corporate tax has to be repaid to the Hungarian Tax Authority grossed up with its fines and interests.

The Company leases and rents various facilities and properties under non-cancellable arrangements expiring in 2025. These contracts contain indexation clauses based on a percentage of inflation in Hungary. Future lease and rental payments under these non-cancellable operating agreements as of December 31. 2012 are as follows:

Periods	Amounts in EUR
2013	802,604
2014	818,656
2015	835,030
2016	851,730
2017	868,765
Later years	7,605,713
Total minimum payments	11,782,498

# FINANCIAL LEASE

The Group purchased more machines connected to card production and printing that are partly leased from BAWAG Leasing Zrt. The capitalized value of the machineries was HUF 1,319,744 thousands, while net book value at December 31. 2012 was HUF 700,081 thousands. Short term and long term financial lease principal liabilities are as follows:

Financial lease liabilities (in HUF thousands)	December 31, 2012	December 31, 2011
Short term part	178,356	208,031
Long term part	89,671	268,927
Total	268,027	476,958

The fair value of the leased assets approximates book value.

# **RELATED PARTY TRANSACTIONS**

Related party transactions (in HUF thousands)		FY 2012	FY 2011
	Balance of intercompany receivables eliminated	506,173	356,727
	Balance of intercompany liabilities eliminated	506,032	359,365
	Balance of intercompany revenues eliminated	934,400	545,149
	Balance of intercompany expenditures eliminated	934,261	543,433

Related party transactions were made on terms equivalent to those that prevail in arm's length transactions. Through related party transactions mainly ANY Security Printing Company PLC (the Company) sells finished goods to the other members of the Group, who resell them to third party companies. Related party transactions also consist of short term intercompany loans and rental fee for machineries.

# REMUNERATION OF THE MEMBERS OF THE SUPERVISORY BOARD AND THE BOARD OF DIRECTORS

HUF 9,912 thousands remuneration was paid to the Supervisory Board, while HUF 8,160 thousands to the Board of Directors in 2012.

## 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. The balance of foreign currency receivables and liabilities are almost the same within the Group, therefore the foreign currency risk of the Group is not significant.

ANY Group	Currency	December 31, 2012	December 31, 2011
	EUR	1,298,247	1,766,483
	USD	480	474
	GBP	216	216
Foreign currency assets	BGN	2,354,136	1,409,436
Foreign currency assets	RON	8,676,414	6,317,409
	MDL	873,830	619,982
	SEK	7,649	-
	DKK	27,496	11,408
Total (in HUF thousands)		1,316,310	1,241,786
	EUR	1,701,119	1,460,692
	USD	4,062	7,950
	CHF	2,067	23,741
Foreign currency liabilities	BGN	77,046	100,574
	RON	4,374,292	4,454,353
	MDL	177,674	170,841
	DKK	-	7,705
Total (in HUF thousands)		799,056	803,088
Impact of a possible 10% foreign exchange rate decrea foreign currency (in HUF thousands)	se in each	December 31, 2012	December 31, 2011
Impact on foreign currency assets		131,631	124,179
Impact on foreign currency liabilities		(79,906)	(80,309)
Total impact of possible foreign exchange rate change		51,725	43,870

The fair value of the financial instruments approximates the book value.

The balances of foreign currency assets and liabilities of the subsidiaries of the Group are not significant. From the foreign subsidiaries and joint ventures of the Group TipoDirect S.R.L. and Zipper Data S.R.L. keep their books in Romanian Lei, TipoDirect SERV S.R.L. in Moldavian Lei, Direct Services O.O.D. in Bulgarian Leva, while Slovak Direct S.R.O. keeps its books in EURO. The balances of foreign currency assets and liabilities of the foreign subsidiaries of the Group are retranslated at the relevant national bank foreign exchange rates in the consolidated financial statements.

## Interest rate risk

Due to the low balance of debts in the Group, potential interest rate changes would not influence significantly the amount of interests to be paid by the Group. Based on the balance of Credits of the Group. a potential interest rate increase of 100 basis points relevant to our credits would increase our interest expenses by approximately HUF 370 thousands in the year 2012. (This was HUF 428 thousands in the year 2011.)

## 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. The maturity of trade payables, lease liabilities and credits is shown in the next table:

ANY Group FY 2012	In 1 month	1–3 months	3 months – 1 year	1–5 years	Over 5 years	Total:
Trade payables	1,582,368	239,235	5,349	59	-	1,827,011
Lease liabilities	15,553	30,704	132,099	89,671	-	268,027
Credits	-	-	29,361	7,647	-	37,008
Other liabilities and accruals (without taxes)	554,022	14,311	81	-	-	568,414
Current tax liabilities	225,296	-	-	-	-	225,296
Total	2,377,239	284,250	166,890	97,377	-	2,925,756

ANY Group FY 2011	In 1 month	1–3 months	3 months – 1 year	1–5 years	Over 5 years	Total:
Trade payables	1,347,694	313,894	23,009	5,705	47	1,690,349
Lease liabilities	17,647	50,698	139,686	268,927	-	476,958
Credits	-	-	31,319	11,504	-	42,823
Other liabilities and accruals (without taxes)	290,399	33,680	16,593	-	_	340,672
Current tax liabilities	196,879	-	-	-	-	196,879
Total	1,852,619	398,272	210,607	286,136	47	2,747,681

# **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. The financial discipline of the debtors of the Group is really good, which is also represented by the low portion of cumulated provision on trade receivables compared to the gross amount of trade receivables: 3%. (This was 1.84% in 2011.)

## SIGNIFICANT EVENTS AFTER THE REPORTING PERIOD

According to the decision of the Board of Directors of State Printing Company, Registry Court changed the name of State Printing Company PLC to ANY Security Printing Company PLC with effect from 1st of February, 2013.

State Printing Company was founded in 1851 in Timisoara. After the Company's privatisation 20 years ago, it started to develop dynamically and now it is a leading security printing company of Hungary and the region. The company name has become inseparable from security, quality and innovation not only in the domestic, but also in the international market. Relying upon international security qualifications, our colleagues' proficiency and references the company stands fast not only in the domestic market, but in the competition for orders from foreign governments as well. There has always been state ownership to a lesser or a greater degree among owners of the company, but it has stayed permanently under 5% for the last 20 years. Therefore according to the relating legal provisions, the Board of Directors decided to change the company's name.

The 162-year-old company – maintaining its activity – operates as ANY Security Printing Company PLC from 1st of February, 2013. The company's short name is ANY PLC; the ticker symbol does not change. The company's address and headquarter are also unchanged, its presence on the Internet is the same as its colleagues' e-mail identifier, any.hu.



Indicators (% or HUF thousands)		2012	2011	Change	Change %		
А	Current assets	5,968,739	5,679,816	288,923	5.09%		
В	Inventories	1,377,807	1,419,333	(41,526)	-2.93%		
С	Owners' equity	6,298,459	6,321,561	-23,102	-0.37%		
D	Short term debts	2,828,438	2,467,250	361,188	14.64%		
Е	Total Assets / Liabilities	9,494,750	9,337,621	157,129	1.68%		
F	Sales revenues	16,780,927	17,121,781	(340,854)	-1.99%		
G	Interest expense	17,002	63,271	(46,269)	-73.13%		
Н	Operating Income	679,059	786,553	(107,494)	-13.67%		
I	Profit attributable to owners of the Company	544,504	623,413	(78,909)	-12.66%		
Liquidity ratios:							
Liqu	Liquidity ratio: ( A / D )		2.30	-0.19			
Quick ratio: ( (A – B) / D )		1.62	1.73	-0.11			
Gearing ratios:							
Dek	Debts over Equity ratio ( (E – C) / E )		32.30%	1.36%			
Interest cover ( H / G )		39.94	12.43	27.51			
Profitability ratios:							
Return on Sales: ROS ( I / F )		3.24%	3.64%	-0.40%			
Return on Equity: ROE ( I / C )		8.65%	9.86%	-1.21%			
Return on Assets: ROA (I/E)		5.73%	6.68%	-0.95%			

South fly

Gábor Zsámboki Chief Executive Officer



# Statement of Responsibility

The 2012 Annual Report of ANY Security Printing Company PLC contains true data and statements and does not conceal any fact that might have significance for the evaluation of the Company's position.

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Gábor Zsámboki Chief Executive Officer

# ANY Security Printing Company Group

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