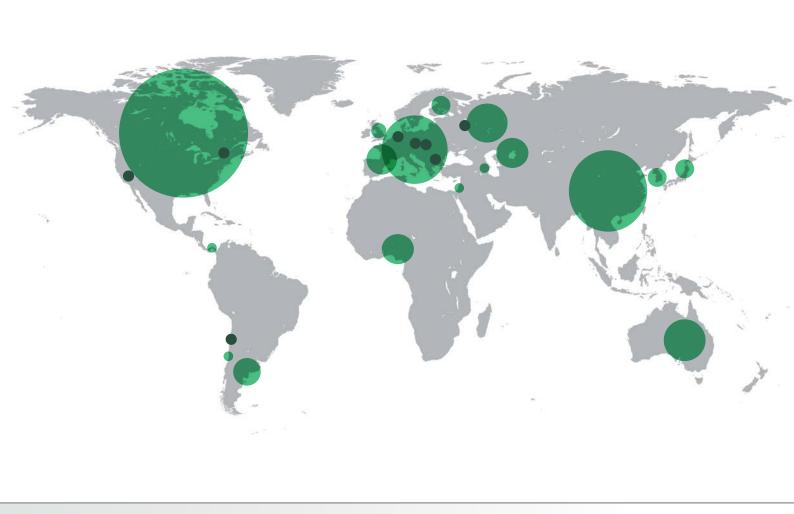
# R. JELÍNEK

# R. JELINEK GROUP SE





# ANNUAL REPORT 2018





#### **Subsidiary Companies**



#### **Export Markets**

	- 1	
Slovakia	a	
Netherla	ands	
Chile		
Bulgaria	3	
USA		
Russia		
Canada		

Czech Republic

Argentina	Hongkong
Australia	Chile
Austria	China
Azerbaijan	Israel
Belgium	Italy
Bulgaria	Japan
Canada	Kazakhstan
Denmark	Korean Republic
France	Latvia
Germany	Netherland
Great Britain	Nigeria
Hungary	Panama
	Poland

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- 3. R. JELINEK USA, LLC.
- 4. VINPROM TROYAN AD
- 5. RUDOLF JELÍNEK Slovakia, s.r.o.
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## Economic Results

- 1. Balance sheet as of 31. 12. 2018
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# Foreword of the Chairman of the Board of Directors



### Foreword of the Chairman of the Board of Directors

#### Dear Shareholders, Dear Business Partners,

On behalf of the Board of Directors of R. Jelinek Group SE, I would like to present the annual report for the past year.

Last year, the largest company in the Group, **RUDOLF JELÍNEK** a.s. Czech Republic, earned revenues in the amount of EUR 18.56 million, which is a year-on-year increase by 4,5 %. Mainly thanks to an excellent crop, high production, achieving planned sales and despite the further increase in personnel costs, year-on-year profit increased by 56 % and amounted to **EUR 1.145 thousand**.

We managed to complete large exchanges of land, further land purchases and we implemented the planned planting of three orchards exceeding 21 ha. Our subsidiary, RUDOLF JELÍNEK sady s.r.o., made profit after taxation of EUR 14 thousand, with revenues in the amount of EUR 333 thousand.

**BIOSADY s.r.o.**, the second 100% subsidiary – the owner and farmer of 81 ha of apricot orchards – reported income in the amount of EUR 85 thousand and made **profit after taxation of EUR 11 thousand**. Both subsidiaries have harvested a record amount of their own fruit – 840 t of plums and 65 t of apricots.

PROMPT servis s.r.o., a publisher of a regional weekly, made profit in the amount of EUR 9 thousand with revenues in the amount of EUR 218 thousand. Last year we, together with the second partner, sold a majority share to a strategic partner, leaving just 20 %.

As planned, RUDOLF JELÍNEK a.s. invested and paid for property repairs the total of EUR 3,188 thousand in the Czech Republic in 2018. Last year, we managed to co-finance activities related to the acquisition of agricultural machines and orchard maintenance thanks to subsidies.

The largest individual projects implemented last year included all year ongoing renovation and construction project of the Slivovitz Museum in Prague, another acquisition orchard mechanisation, increase in stainless steel fermenting capacity, mentioned planting and enlargement of the restaurant operation and construction of restroom facilities at the Ranch in Kostelany. We invested additional EUR 423 thousand in new estates for planting.

Last year, we introduced a single-variety Vizovická plum brandy, Čačanská rodná 2016, and golden Vizovická plum brandy 2016, made from Vizovice plums. We successfully sold the newly introduced Tasting Set of 24 Vizovická plum brandy miniatures, the Elderflower liqueur, and we presented a limited edition of the Czechoslovak plum brandy for the 100 Years anniversary of the Czech Republic. In the media, we succeeded in presenting the nephew of the company founder, André Lenard, and we continued investing significantly in online activities.

The total assets of the Company reached the value of EUR 28.6 million at the end of 2018, which is a year-on-year increase by 13 %. The registered capital of the Company did not change and it stays at the amount of EUR 8.66 million. The equity share is 54 % of the total balance sum and we **increased its value by 4.9** % **to EUR 15.32 million** last year.

In accordance with the approved dividend policy, the Board of Directors of the Company suggests that the General Meeting of the Company pays dividends. The aliquot part falling in favour of R. JELINEK Group SE should be approx. **EUR 292 thousand**.

With slightly lower year-on-year revenues exceeding EUR 837 thousand Milan METELKA a.s. generated four times higher profit in the amount of EUR 85 thousand. Very good economic results allow the payment of dividends and the aliquot part falling in favour of R. Jelinek Group SE should be approx. EUR 26,5 thousand.

**RUDOLF JELÍNEK Slovakia s.r.o.**, once again, beat the record in receipts with the amount of EUR 4.2 million and increase of 12 % and reported profit before taxation in the amount of EUR 164 thousand last year. The year-on-year decrease in profit caused a change in the largest supplier price list due to a change in the exchange rate of CZK/EUR.

The Chile Company, R. JELINEK L.A. S.A. – made profit of EUR 103 thousand at revenues in the amount of EUR 2 million, which is a year-on-year decrease by 18 %. The Company invested EUR 688 thousand, with the largest individual investments including the construction of a company shop with a tasting bar and an excursion route for visitors, including dignified office space for the company's employees. It was inaugurated in February this year. Another important investment is the planting of another 10 ha of pear orchards, the re-purchase of plastic box-pallets for the purchase of fruit and the acquisition of another orchard technique. The great news is the third harvest from the newly established orchards in the amount of 209 t. It is more than double the crop yield in the previous season again. Unfortunately, the investments of ecological waste disposal and the planned orchard planting were not completed.



Our business in Bulgaria in 2018 also brought some positive results with regard to the achieved economic results, record purchase of fruit, and especially thanks to completed record-breaking investments in the amount of EUR 264 thousand. The new distillation column and 34 ha plum orchards are the result of long-term preparation and very important for the company.

With the year-on-year increase in revenues by 13 % to the value of EUR 3.36 million, VINPROM TROYAN A.D. made profit in the amount of EUR 168 thousand. The equity share is 52 % of the total balance sum and we increased its value by 7 % to EUR 2.04 million last year. In accordance with the approved dividend programme of the Company, this year's General Meeting approved the payment of dividends in the amount of EUR 15 thousand.

R. JELINEK USA, LLC based in California, started to be prepared as a standard distribution company by submitting appropriate license applications. The company with revenues of EUR 135 thousand generated a profit of EUR 9 thousand.

The parent company, **R. Jelinek Group SE** made **profit** in the amount of **EUR 270 thousand** before taxation in 2018, which is a year-on-year decrease by 26 %. The profit decrease by EUR 96 thousand is a result of lower dividends received and increase in the operating costs mainly to legal representation. The revenues from fees increased by 9,5 % to the value of **EUR 425 thousand**. The total revenues of the Company amount to record-breaking **EUR 678 thousand**, including the received dividends in the amount of EUR 205 thousand.

**The total assets of the Company** settled at the amount of EUR 23.77 million at the end of 2018 and the equity share reached 86 % of the total balance sum. Last year's largest financial operations concerned the payments of loans received from shareholders and co-finance investments in subsidiaries. The registered capital of the Company did not change and it stays at EUR 19.08 million. The equity is **EUR 20.329 million**.

With regard to financing, the Company does not have any bank loans and all its liabilities arising from regular business relations are within maturity, or there are liabilities exclusively to the deciding shareholders of the Company, which are continuously amortised.

The consolidated revenues of the Group without R. Jelinek Group SE almost reached the amount of EUR 28 million last year. The consolidated economic results of the individual companies sum up to profit in the amount of EUR 1,58 million.

In conclusion, I would like to thank, on behalf of the Board of Directors, to all the employees of the subsidiaries, the business partners and shareholders of the Company for their work, support and trust in the products and services provided by everyone in R. Jelinek Group SE in 2018.

Tilburg, on 2 May 2019

Ing. Pavel Dvořáček, in his own hand Chairman of the Board of Directors





# Company Profile



Business Name: R. Jelinek Group SE

Registered Office: Tilburg, The Netherlands

Web pages: www.rjelinek.com

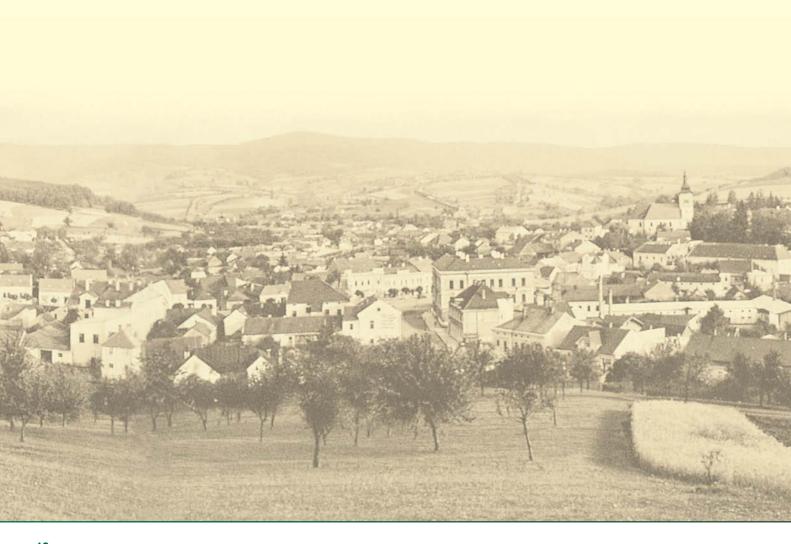
**Id. No.:** 54291593

**Legal form:** European Company

**Registered capital:** 19,079,655.12 EUR

The Company's Bodies: Board of Directors

Supervisory Board



# 2. Company Bodies

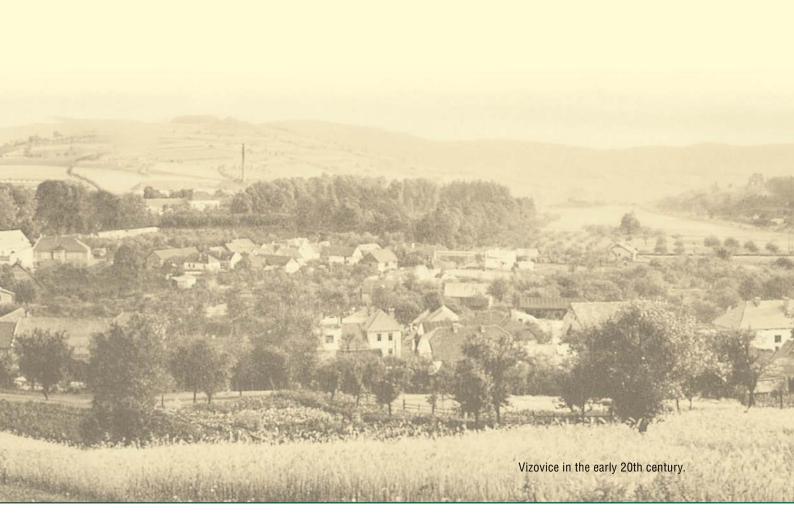


## Board of Directors

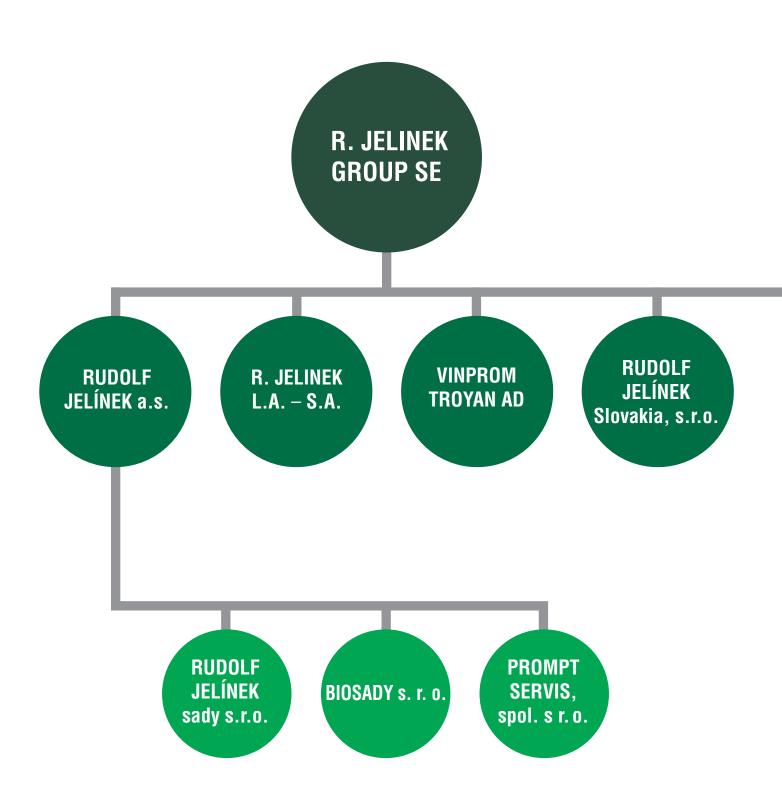
Chairman: Vice-Chairman: Member: Pavel Dvořáček Zdeněk Chromý Martin Déva

## Supervisory Board

Chairman: Member: Member: Miroslav Rychna Přemysl Kovář Leoš Kvapil



# 3. Organizational Structure







#### ECONOMIC RESULTS OF THE SUBSIDIARY COMPANIES 2018 (Thousands EUR)

Company	Share capital	Consolidated assets	Consolidated revenues	Consolidated profit/loss before taxes	Non-consolid. profit/loss before taxes
RUDOLF JELÍNEK a.s.	96,28 %	27 491	17 871	1 102	1 145
RJ sady s.r.o.	96,28 %	236	321	13	14
BIOSADY s.r.o.	96,28 %	212	82	11	11
PROMPT SERVIS, spol. s r.o.	19,26 %	13	42	2	9
R. JELINEK L.A. – S.A.	80,00 %	2 942	1 600	82	103
R. JELINEK USA, LLC.	100,00 %	66	135	9	9
VINPROM TROYAN AD	99,56 %	3975	3 345	167	168
RUDOLF JELÍNEK Slovakia, s.r.o.	100,00 %	2 855	4 204	164	164
Milan METELKA a.s.	34,09 %	162	285	29	85
SEMI Trade LLC	10,00 %	25	35	1	5
Total		37 977	27 920	1580	1713

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# Subsidiary Companies

- 1. RUDOLF JELÍNEK a.s.
- 2. R. JELINEK L.A. S.A.
- 3. R. JELINEK USA, LLC.
- 4. VINPROM TROYAN AD
- 5. RUDOLF JELÍNEK Slovakia, s.r.o.
- 6. Milan Metelka a.s.
- 7. SEMI Trade LLC



# |||

## 1. RUDOLF JELÍNEK a.s.

Registered office: Razov 472

763 12 Vizovice Czech Republic

**Legal form:** Joint-stock company

Web: www.rjelinek.cz

**Id. No.:** 499 71 361

Incorporation: 1894

**Registered capital:** 233,882,184 CZK

**RJG's share:** 96,28 %

Number of employees: 129

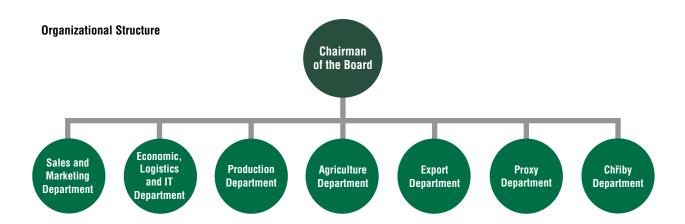
The Company's Bodies:

**Board of Directors** 

Chairman: Pavel Dvořáček
Vice Chairman: Zdeněk Chromý
Member: Markéta Matějčná

**Supervisory Board** 

Chairman: Miroslav Rychna Member: André Lenard Member: Petr Mareček



The **RUDOLF JELÍNEK** joint-stock company, which is the most important company within R. JELINEK GROUP's asset portfolio, is engaged in the production of alcoholic beverages, especially fruit distillates. The tradition of production of fruit distillates at Vizovice dates back to 1585. In 1882, Zikmund Jelínek first appeared in Vizovice in the position of director of a distillery and he rented the distillery from 1886 onward. The Company itself was established at the end of the nineteenth century, in 1894.

Slivovice (plum brandy), produced in several variants (white, golden, jubilee, kosher, etc.), is the Company's flagship product. Other products in the Company's portfolio include branded fruit distillates of the highest quality, such as pear, apricot, cherry and apple brandy.

The Company continues the tradition of exporting its products abroad, which Rudolf Jelínek commenced by exporting kosher distillates to markets in the United States as early as in 1934. Exports now account for 31 % of the Company's sales.







#### THE COMPANY'S PORTFOLIO

#### **Fruit Distillates**

**Slivovice** (plum brandy) is a typical Moravian plum distillate. Slivovice R. JELÍNEK is traditionally produced by using three-stage distillation of well-matured plums.

Other fruit distillates in the portfolio are pear, apricot, cherry and apple brandies.

#### **Premium Products**

#### **Kosher Distillates**

Kosher distillates are produced without the use of any raw materials, production equipment or procedures that contradict the rules of the Jewish religion. The production of kosher distillates takes place under the supervision of rabbis of the Orthodox Union of America. The kosher certificate awarded by the Orthodox Union of America certifies the utmost quality of the distillate.

#### Non-traditional Distillates

Really unique products in the area of distillate production can be found among the products of RUDOLF JELÍNEK – 14 kinds of special distillates (Višňovice – Sour Cherry brandy, Černý rybíz – Black Currant brandy, Ostružinovice – Blackberry brandy, Oskerušovice – Chequers brandy, Kdoulovice – Quince brandy, Jahodovice – Strawberry brandy, Borůvkovice – Bilberry brandy, Malinovice – Raspberry brandy, Červený jeřáb – Rowanberry brandy, Pivní pálenka – Beer brandy, Jadernička – Apple brandy, Trnkovice – Sloe brandy, Mirabelkovice – Yellow Plum brandy). These non-traditional distillates are produced by using the state-of-the-art Holstein distillery unit, which is able to preserve the typical smell and taste of fruits.

#### Vizovická slivovice

The vintage series of the slivovice brandy is produced from plums grown in the Company's own orchards in Vizovice. It is made in limited series, the first vintage of which was introduced in 2008.

#### **Distribution Brands**

The Company has also been the exclusive distributor of METELKA liqueurs. Since 2012 the Company has been distributing the Austrian brand STROH with three different variants of rum. Since 2013, it has been distributing other brands, BRANCA covering Fernet Branca, Brancamenta and Caffé Borghetti and HEAVEN HILLS with five different variants of Kentucky Bourbon Whiskey. For the Czech market, we agreed on cooperation with brands Saint James and Label 5 and commenced their distribution.



#### FRUITS AND ORCHARDS

RUDOLF JELÍNEK a.s. is one of the biggest buyer of fruit, especially plums for the production of plum brandy. The Company's efforts to continue the tradition and history of orchard farming led to the foundation of the Company's own plum orchards in Vizovice. The company also owns 84 ha of Plum, 15 ha of Cherry and 81 ha of Apricot orchards in Moravia.





#### **CULTURAL EVENTS**

The premises of RUDOLF JELÍNEK are suitable for social events due to their size and advantageous location near road infrastructure. The area for 20.000 visitors is used mainly for cultural events during the summer season. The unique environment of the Walachian countryside and the inimitable atmosphere of the original distillery intensify the experience and, among other things, enable the visitors to explore the Company's history, traditions and products. The best-known traditional events held on the premises of the factory are indisputably the Masters of Rock festival, Vizovice Jelínek's Degustation and the Vizovické Trnkobraní (Vizovice Plum Harvest festival).

#### **Recreational Resorts**

RUDOLF JELÍNEK a.s. owns and manages two recreational resorts in the midst of the forests of the Chřiby highlands in the Zlín region: Lesní penzion Bunč – www.bunc.cz Ranč Kostelany – www.kostelany.cz

#### **DISTILLERY LAND**

The excursion and visitors' centre called Distillery Land enables visitors to penetrate the secrets of the production of traditional plum brandy. It offers a visit to the Holstein distillery, distillery museum, homogenization facility, the area for maturation of whisky and golden plum brandy, and the bottling plant. Tasting of products and the possibility of shopping in the company store are a matter of course. Rooms in Distillery Land can be rented for company events, parties, exhibitions, presentations, etc.

In 2013, the company opened a new company store in Brno including a tasting bar where you can taste products before purchasing. The shop is also designed for organizing smaller company and social events.

In 2017, the company has succeeded in completing the extensive reconstruction of the space above the Vizovice company store and building an exclusive environment for cultural, social or private events to improve Distillery Land's offer and capabilities.







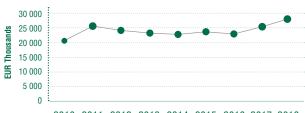


#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

Economic results of RUDOLF JELÍNEK a.s. (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	20 986	25 331	24 651	23 418	23 164	24 315	22 899	25 195	28 553
Total Revenues	14 646	15 703	12 662	15 557	16 815	17 393	16 237	17 759	18 562
Profit/loss (before tax)	1 070	875	-753	481	554	987	1 082	732	1 145
Excise Taxes Paid	9 178	10 401	10 906	10 671	14 294	14 708	15 117	18 059	13 476

NOTE 1: The exchange rate on December 31 2018 was 25,725 CZK/EUR

#### Total Assets 2010 - 2018



2010 2011 2012 2013 2014 2015 2016 2017 2018

#### Total Revenues 2010 – 2018

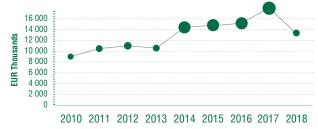


2010 2011 2012 2013 2014 2015 2016 2017 2018

#### Profit before Tax 2010 – 2018



#### Excise Taxes Paid 2010 – 2018



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Registered office: Camino a Nueva Aldea Km 8

Quillón, 8th region

Chile

Legal form: Joint-stock company

Web: www.rjelinek.cl

ld. No.: 76.006.183-2

**Incorporation:** 2007

Registered capital: 1,124,454,100 CLP

RJG's share: 80 %

**Number of employees:** 15

The Company's Bodies

**Board of Directors** 

Pavel Dvořáček Chairman: Member and CEO: Martin Déva

R. JELINEK L.A. - S.A. specialises in purchasing fruit and the subsequent production of fruit distillates and sales thereof in large-volume packages (mainly Williams pear brandy, plum brandy and grape brandy), whereas 100 % of the production is destined for the European Union market. The main export markets are Germany, Italy and the Czech Republic.

Chile, together with Argentina and the Republic of South Africa, is among the biggest producers of pears outside Europe. The pears harvested in Chile are high-quality, with a high sugar content, and are ideal for the production of pear distillate.

R. JELINEK L.A. - S.A. has registered capital of EUR 1.572.086 divided into 1.565 shares with a nominal value of EUR 1.000 each.

R. JELINEK L.A. - S.A. imports and distributes selected bottled alcoholic beverages of R. JELINEK GROUP SE to the retail chains JUMBO and Tottus in Chile, especially fruit distillates, vodka, whisky and absinthe.





La Destilería





#### FRUITS AND ORCHARDS

The company planted 5 ha of Pear orchard around the grounds of distillery in 2012. Trees comprise 90 % of the sort Summer William's and 10 % of the sort Packham's Triumph as a pollinator. The part of the orchard is "boutique orchard" presenting different variants of the sort William's. The orchard is equipped with an automatic irrigation system. In 2012/2013 was launched a pilot phase (15 ha) of the orchard on company's land (total area of 137 ha). The company planted 8 ha in 2014 (Summer William's 70 %, Red William's 20 % and 10 % of Packham's Triumph as a pollinator) and 10 ha in 2018. The orchard is equipped with an automatic irrigation system, including a water accumulation lake. Company bought 3.000 modern plastic box-pallets for pear and prepares other investments in fruit growing. The company planted 1 ha of Mirabelle (Yelow Plum).

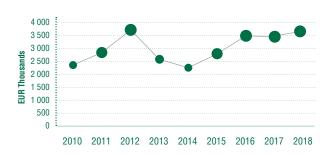


#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

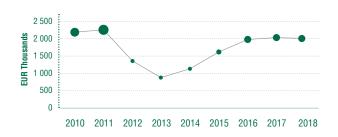
Economic results of R.JELINEK L.A. – S.A. (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	2 403	2 894	3 674	2 582	2 280	2 848	3 496	3 455	3667
Total Revenues	2 200	2 232	1 370	915	1 073	1 609	1 980	2 021	2000
Profit/loss (before tax)	219	235	-305	-26	70	164	285	127	103
Excise Taxes Paid	2	4	4	3	4	5	5	8	17

NOTE 1: The exchange rate on December 31 2018 was 795,89 CLP/EUR.

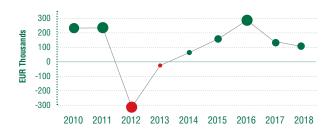
#### Total Assets 2010 - 2018



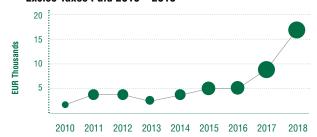
#### Total Revenues 2010 - 2018



#### Profit/Loss before Tax 2010 - 2018



#### Excise Taxes Paid 2010 - 2018





Registered office: 5000 Birch Street

**NEWPORT BEACH** 

CA 92 660

USA

Original Czech Distilleries

R. JELÍNEK

Legal form: Limited Liability Company (LLC.)

Web: www.rjelinek.us

ld. No.: 201507210150

**Incorporation:** 2015

Registered capital: 100 USD

RJG's share: 100 %

Number of employees: 3

The Company's Bodies:

Pavel Dvořáček **Directors:** 

Zdeněk Chromý

R. JELINEK USA, LLC. has been established to continue in developing the sales, distribution and marketing of the R. JELINEK brand in the USA.

The brand, launched at the US market by Mr. Rudolf Jelinek in 1934, is currently distributed in more than 30 U.S. Federal member states from East to West Coast, including the major markets of New York, Los Angeles, Chicago. Nowdays, R. JELINEK is available in over 5.000 liquor stores and restaurants throughout the United States.

The range of products consists of the Premium Kosher Fruit Distillates, such as Silver and Gold Slivovitz, Pear Williams or Bohemia Honey, very popular mainly at the East Coast. On the other hand, the West Coast favours our liqueurs preferably JELINEK Fernet and Amaro.

In 2016, R. JELINEK USA promoted the R.JELINEK brand in many ways, from supporting the cultural events, such as CZECH THAT FILM festival to communication via social media (FACEBOOK page R. JELINEK USA).









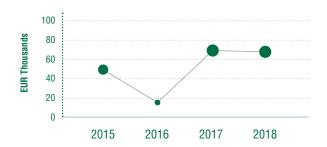


#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

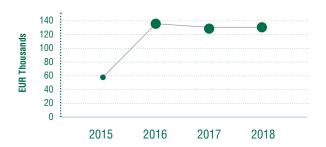
Economic results of R.JELINEK USA, LLC. (Thousands EUR)	2015	2016	2017	2018
Total Assets	50	18	70	66
Total Revenues	58	134	128	135
Profit/loss (before tax)	3	-5,6	7	9

NOTE 1: The exchange rate on December 31 2018 was 1,145 USD/EUR

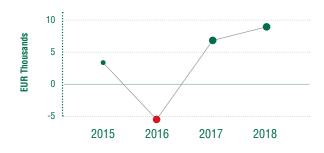
#### Total Assets 2015 – 2018



#### Total Revenues 2015 - 2018



#### Profit/Loss before Tax 2015 - 2018







# . 4. VINPROM – TROYAN AD

Registered office: Akad. A. Balevski St., no. 16

Troyan

Republic of Bulgaria

Legal form: Joint-stock company

Web: www.vinprom-troyan.bg

BG110030644 Tax Reg. No.:

**Entry into the Company:** 2007

Registered capital: 1,491,478 BGN

RJG's share: 99,56 %

Number of employees: 29

The Company's Bodies:

**Board of Directors** 

Pavel Dvořáček Chairman: Member: Jaroslav Burkart Member: Stanislav Petkov Spasov Member: Vladislav Katrenčík









# Annual Board of Directors Director Financial Department Production and Technical Department Commercial Department

VINPROM TROYAN is the biggest and best-known Bulgarian producer of fruit distillates, especially plum rakia. The company is based in the city of Troyan situated 160 km east of Sofia, below the mountains of Stara planina, and has very favourable climatic conditions for growing plums. Production of plum rakia began here in the mid-19th century. Troyan plum rakia is produced exclusively from plums harvested in the Troyan area, which is confirmed by its registration in the European register of Geographic Origin Protection of products.

The basis of the product portfolio is plum rakia, which is delivered to the market as either "ordinary" or as vintage, multi-year plum brandy aged in oak barrels. The oldest Troyan plum brandy on the market is called "Reserva", with a maturation period of at least 25 years. The Company also offers other fruit distillates such as pear, apricot, cherry and apple brandy.

The main customers are partner wholesale stores which cover the entire territory of Bulgaria and possess a distribution network for retailers and restaurants. The products are also stocked in most retail chains.

VINPROM TROYAN is also the exclusive distributor of VINPROM TETEVEN distillates and STROH products, selected products R. JELÍNEK and METELKA liqueurs on the Bulgarian market.

The company planted 32 ha of plum orchards in 2018 and owns 34 ha of plum orchards in total now.

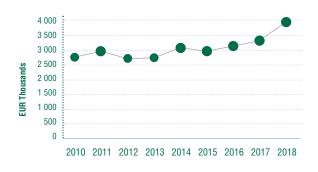


#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

Economic results of VINPROM TROYAN AD (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	2 793	2 964	2 709	2 717	3 035	2 933	3 160	3 344	3993
Total Revenues	1 649	1 681	1 838	2 264	2 113	2 426	2 786	2 964	3360
Profit/loss (before tax)	140	97	-254	153	38	-342	172	154	168
Excise Taxes Paid	723	747	799	840	865	948	942	980	918

NOTE 1: The exchange rate on December 31 2018 was 1,9558 BGN/EUR

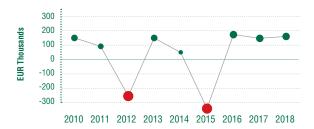
#### Total Assets 2010 - 2018



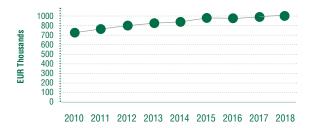
#### Total Revenues 2010 - 2018



#### Profit before Tax 2010 – 2018



#### Excise Taxes Paid 2010 - 2018







New distillation column, 2018.

# 5. RUDOLF JELÍNEK Slovakia, s.r.o.

Registered office: Kráľovská 1

909 01 Skalica

Slovak Republic

Legal form: Limited liability company

Web: www.rjelinek.sk

SK2020110136 Tax Reg. No.:

Incorporation: 1999

Registered capital: 200,000 EUR

RJG's share: 100 %

**Number of employees:** 10

The Company's Bodies

**Executive Managers:** Pavel Dvořáček

František VIček









Based at Skalica, RUDOLF JELÍNEK Slovakia, s.r.o. was founded in 1999 as the exclusive importer of RUDOLF JELÍNEK products to the Slovak Republic. As the biggest Slovak importer, it holds a very good position in the sale of fruit distillates. It has a growing market share in on-trade and off-trade.

The Company's portfolio now consists of many kinds of fruit distillates in all price categories, delivered in the most varied types of packaging. In addition to fruit distillates, the producer's offer includes R. JELÍNEK Vodka, Slovácká borovička and Praděd herbal distillates, fruit liqueur and other spirits.

The Company's portfolio comprises approximately 90 items of the R. JELÍNEK brand.

The Company is a distributor of the French brand **MONIN**. A wide range of products for bartenders, for preparing mixed drinks and coffees, is offered under this brand. The Company's range of products includes more than 90 kinds of bar syrups.

The Company has also been the exclusive distributor of **METELKA** liqueurs since 2009.

Since 2012 the Austrian brand STROH is distributed with three different variants of rum.

Since 2013, the other brands are distributed, **BRANCA** covering Fernet Branca, Brancamenta and Caffé Borghetti and **HEAVEN HILLS** with five different variants of Kentucky Bourbon Whiskey.

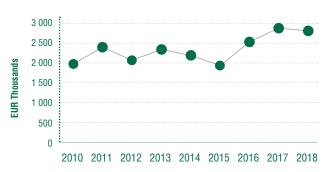
For the Slovak market, we agreed on cooperation with the Saint James brand and commenced its distribution.

In 2017, in cooperation with the Tatry Mountain Resort we opened a specialized shop and a tasting bar R. JELÍNEK in the middle of the High Tatras, in Starý Smokovec.

#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

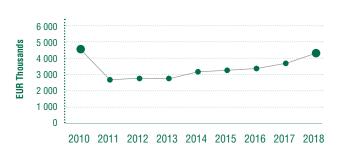
Economic results of RUDOLF JELÍNEK Slovakia, s.r.o. (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	1 983	2 427	2 080	2 363	2 186	1 991	2 516	2 924	2855
Total Revenues	4 425	2 791	2 872	2 871	3 084	3 113	3 286	3 745	4204
Profit/loss (before tax)	22	23	-186	12	135	-10	122	240	164
Excise Taxes Paid	2 772	2 669	2 795	3 052	2 831	2 654	2 704	2 875	3128

#### Total Assets 2010 - 2018

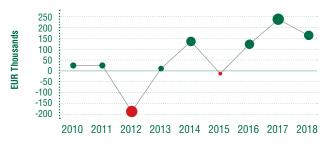


#### **Total Revenues 2010 - 2018**

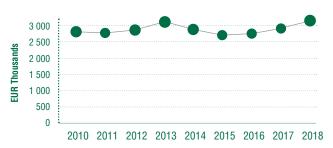
(2009 - 2010: with excise tax)



#### Profit before Tax 2010 - 2018



#### Excise Taxes Paid 2010 - 2018



**Registered office:** Drnovice 723

683 04 Drnovice Czech Republic

**Legal form:** Joint-stock company

Web: www.metelka.cz

ld. No.: 29182867

Entry into the Company: 2009

**Registered capital:** 5,500,000 CZK

**RJG's share:** 34,09 %

Number of employees: 10

The Company's Bodies

**Board of Directors** 

Chairman: Milan Metelka
Member: Pavel Dvořáček
Member: Jan Metelka
Member: Vladislav Katrenčík









Production of liqueurs and spirits in Antonín Metelka's family began in Vyškov, South Moravia, in 1934. The principal products were Režná (rye spirit), Rum, Griotka (cherry brandy), Praděd herbal liqueur, Wolga fine bitter liqueur, Rosbašský liqueur, Liqueur de Chartreuse, Hubertus special herbal liqueur for hunters and other spirits and liqueurs popular at that time. Their growing influence on the market was dampened by the beginning of World War II and the introduction of spirit rationing for domestic producers of alcoholic beverages. The owner's son, Bohumil Metelka, finished his studies at a distillery school in 1946-47 and continued with his father's business. However, the Company's golden era ended involuntarily in 1948, when the Communist Party used political power, bringing private enterprise in Czechoslovakia to an end. After the fall of the Communist regime in 1989, Bohumil Metelka passed his experience in the field down to his son Milan, who began building a family liqueur factory at Moravské Prusy at the end of 1991, thus continuing with tradition of the alcoholic-beverage production, which continues today.

#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

Economic results of Milan METELKA a. s. (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	1 361	718	619	612	512	613	607	434	475
Total Revenues	817	988	937	580	688	698	708	902	837
Profit/loss (before tax)	-55	-595	35	-23	20	6	48	20	85
Excise Taxes Paid	580	624	494	123	6	0	0	0	0

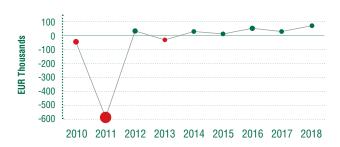
NOTE 1: The exchange rate on December 31 2017 was 25,725 CZK/EUR

NOTE 2: Excise tax is paid through RUDOLF JELÍNEK a.s.

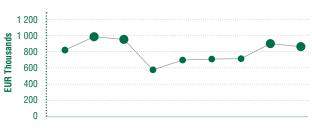
#### Total Assets 2010 - 2018



#### Profit/Loss before Tax 2010 - 2018



#### Total Revenues 2010 - 2018



 $2010 \ \ 2011 \ \ 2012 \ \ 2013 \ \ 2014 \ \ 2015 \ \ 2016 \ \ 2017 \ \ 2018$ 







SEMI Trade LLC was established in January 2003 and is based in the city of Moscow. Its main business is the importation and distribution of traditional Czech alcoholic beverages.

Almost every country in the world has its own alcoholic beverages, which are its national pride. The production of such beverages requires knowledge, experience and hard work of generations.

Our company cooperates with leading Czech producers of alcoholic beverages, which are famous all over the world for the quality of their products and respect for their traditions, ensuring the continuity of generations.

An important challenge to our company is to acquaint Russians with the culture of consumption of these beverages. For example, plum brandy with a dried plum and pear brandy with a slice of juicy pear. To answer this challenge, we are actively cooperating with restaurants and stores, wholesalers' sales representatives, tasting drinks, participate in exhibitions and regularly publish articles in different publications. We see the growing popularity of Czech drinks and we are open to mutually beneficial cooperation. We invite you to Wonderland Czech alcohol.







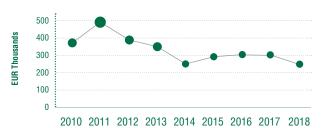


#### **ECONOMIC INDICATORS OF THE COMPANY'S ACTIVITIES**

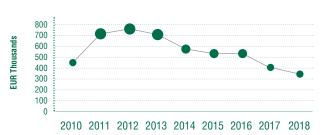
Economic results of SEMI Trade LLC (Thousands EUR)	2010	2011	2012	2013	2014	2015	2016	2017	2018
Total Assets	373	493	392	351	261	297	309	305	253
Total Revenues	452	714	767	705	586	535	532	405	346
Profit/loss (before tax)	8	17	32	41	29	27	7	5	5
Excise Taxes Paid	94	149	129	164	151	94	92	75	63

NOTE 1: The exchange rate on December 31 2018 was 79,9 RUB/EUR

#### Total Assets 2010 - 2018



#### Total Revenues 2010 – 2018



#### Profit/loss (before tax) 2010 - 2018



#### Excise Taxes Paid 2010 - 2018



# . 8. R. JELINEK DISTILLERIES Inc.

Registered office: 1920-2020 Robert Bourassa

Montreal QC H3A 2A5

Canada

Legal form: Corporation (Inc.)

Id. No.: 72 17 03 726

Incorporation: 2017

Registered capital: 100 CAD

RJG's share: 90 %

Number of employees: 0

The Company's Bodies:

Pavel Dvořáček **Directors:** 

Hynek Žíkovský





# Montrealský věstník

Září/September 2017

5080 Glencairn Ave, Montreal, H3W 2B4

AUD 3 U LUI/

Ročník 54

Číslo 1

Montrealský věstník (i starší čísla) můžete číst na webové stránce www.montrealvestnik.com

Chcete-li dostávat Montrealský věstník po emailu ve formátu pdf, napište na montrealvestnik@gmail.com

Firma Tries Distribution Inc. dojednala s SAQ dovoz menšího balení slivovice a likérů od R. Jelinek, Vizovice. Tímto způsobem si můžete objednat balení po 2 ks s dodávkou do nejbližšího SAQ, kde si ji převezmete a zaplatíte. K dispozici je 10-tiletá slivovice (50%) blond  $-2 \times 57 = 114$ \$ 5-tiletá slivovice (50%) bezbarvá  $-2 \times 59 = 118$ \$

Honey (35%) blond  $-2 \times 50.75 = 101.50$ \$

Pear Williams (42%) bezbarvá – 2 x 55 = 110 \$

Amaro (30%) s citronem  $-2 \times 45.25 = 90.50$  \$

Pošlete email s objednávkou na sales@tries.com nebo zavolejte na 450-890-6101 (Pavel). Uveďte vaši adresu, případně email, telefonní číslo a nejbližší obchod SAQ (po celém Quebeku). Číslo objednávky obdržíte emailem nebo po telefonu. Zatím je vše na skladě u SAQ a průběžně budeme doobjednávat.

Bianche Haviovou (514-631-6772). Máte-li doma knihy, které byste nám chtěli darovat, zavolejte předem Aleně Martinů (514-484-6177). Nevozte je na bazar přímo, knihy musíme předem roztřídit a srovnat na stoly. Děkujeme.

Akce Českého a slovenského sdružení a Sokola

Mikulášskou zábavu chystáme na 11. listopadu 2017, a bude se tentokrát konat v Chopin Hall v Lachine. Seniorský oběd plánujeme na sobotu 2. prosince. Mikulášská nadílka pro děti se bude konat jako v minulých letech v hale kostela Westmount Park United v sobotu 9. prosince ve 3 hodiny odpoledne.





Innovation, Sciences et Développement économique Canada Office de la propriété Intellectuelle du Canada

Innovation, Science and **Economic Development Canada** Canadian Intellectual Property Office

## Marques de commerce

Certificat d'enregistrement

La présente atteste que la marque de commerce identifiée dans l'extrait ci-joint, tiré du registre des marques de commerce, a été enregistrée et que ledit extrait est une copie conforme de l'inscription de son enregistrement.

Conformément aux dispositions de la Loi sur les marques de commerce, cette marque de commerce est renouvelable tous les quinze ans à compter de la date d'enregistrement. Trade-marks

Certificate of Registration

This is to certify that the trade-mark, identified in the attached extract

> from the register of trade-marks, has been registered and that the said extract is a true copy of the record of its registration.

In accordance with the provisions of the Trade-marks Act, this trade-mark is subject to renewal every 15 years from the registration date.

R. JELÍNEK

straire des marques de commerce

Numéro d'enregistrement Registration Number

TMA1,004,439

Numéro de dossier File Number

1826973

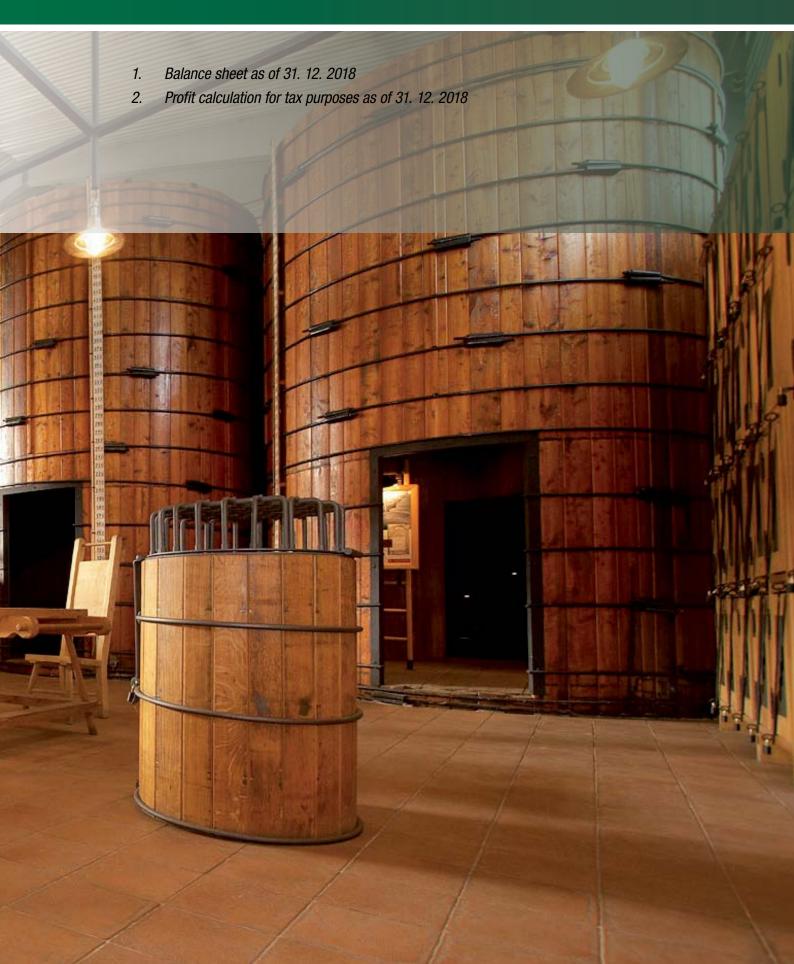
Date d'enregistrement 10 sept/Sep 2018





## Economic Results





## **Balance sheet**

31.12.2018

Assets for tax purposes

(In EUR)

Name: R. JELINEK GROUP SE

Tax registration number: 851244956

ntangible fixed assets			
	Acquisition costs	End of year	Beginning of yea
Other intangible fixed assets	0	1.823.238	2.051.17
Fotal intangible fixed assets		1.823.238	2.051.17

Financial fixed assets							
	Nominal value	End of year	Beginning of year				
Participations		19.615.933	19.618.494				
Long-term receivables from group companies	1.497.580	1.497.580	912.061				
Long-term receivables from participating interests							
and parties participating in the company	313.981	313.981	283.182				
Total financial fixed assets	••••••••••••	21.427.494	20.813.737				

Receivables and accrued income			
	Nominal values	End of year	Beginning of year
Trade debtors receivables	172.591	172.591	207.860
VAT receivables		608	771
Other receivables		100.534	80.150
Total receivables and accrued income		273.733	288.781

Cash and cash equivalents		
	End of year	Beginning of year
Cash and cash equivalents	245.813	194.861
Total cash and cash equivalents	245.813	194.861

Total assets	23.770.278	23.348.557



#### Equity and liabilities for tax purposes

Fiscal equity		
	End of year	Beginning of year
Paid-up and called-up share capital	19.079.655	19.079.655
Share premium	62.352	62.352
Retained earnings	1.187.308	932.831
Total fiscal equity	20.329.315	20.074.834

Provisions		
	End of year	Beginning of year
Other provisions	19.001	9.896
Total provisions	19.001	9.896

Long-term liabilities		
	End of year	Beginning of year
Long-term amounts owed to participating interests and parties participating in the company	2.820.527	2.752.410
Total long-term liabilities	2.820.527	2.752.410

	End of year	Beginning of year
Suppliers and trade creditors	6.644	3.542
Wage taxes	351	351
Current liabilities to group companies	1.883	1.865
Current liabilities to participating interests and parties participating in the company	552.049	469.046
Other current liabilities	26.654	24.281
Tax payable	13.854	12.328
Total current liabilities	601.435	511.413
Total equity and liabilities	23.770.278	23.348.557



## **Profit calculation for tax purposes**

**31. 12. 2018** (In EUR)

Name: R. JELINEK GROUP SE

Tax registration number: 851244956

Drofit	and and	ation for	tax purposes
FIUIL	Laibui	alivii ivi	rax nainnaea

Income		
	Current year	Previous year
Net turnover	425.309	387.854
Total income	425.309	387.854

Personnel expenses		
	Current year	Previous year
Salaries and wages	9.720	9.720
Social security	0	3.304
Total personnel expenses	9.720	13.024

Depreciation		
	Current year	Previous year
Other intangible fixed assets	227.940	227.940
Total depreciation	227.940	227.940

Other operating expenses		
	Current year	Previous year
Accommodation expenses	4.193	0
Selling expenses	10.008	16.545
Other expenses	75.430	29.397
Total other operating expenses	89.631	45.942



	Current year	Previous year
	Guirent year	FIEVIOUS year
Results on receivables from group companies	46.134	33.095
Change in valuation of receivables	1.309	7.447
Less: amounts owed to participating interests and parties participating in the company	80.690	84.350
Total financial income and expenses	-33.247	-43.808
Results from participations	Current year	Previous vea
	Current year	Previous year
Results from participations	205.086	308.574
	•	•

