

March 2018

INFORMATION ABOUT THE COMPANY

UNIMOT is a multienergy Capital Group that offers its wholsale and retail customers fuel products (Diesel, bio-fuels, LPG), gas (natural gas, LNG) and electricity. The Group includes seven companies operaiting in the fuel and energy market.

The Parent Entity UNIMOT S.A., listed on the main market of WSE, specializes in wholesale trade of liquid fuelsm Diesel oil in particular.

The main task of the remaining companies of the UNIMOT Capital Group is developing the activity in natural gas and electricity sectors.

Currently, UNIMOT S.A. is entering the market of retail fuel sales, creating a franchise network of fuel staitons under the AVIA brand and developing the mobile application Tankuj24 for online fuel purchases.

The Management Board



MACIEJ SZOZDA President of the Board



ROBERT BRZOZOWSKI Vice-President of the Board



MARCIN ZAWISZA Vice-President of the Board



MICHAŁ
PARKITNY
Member of the
Board

Regular dividends

30% of net profit

recommendations to pay dividend according to the dividend policy principles

Group's result for 2017

revenues

PLN 3 billion

EBIDTA

PLN 38 million

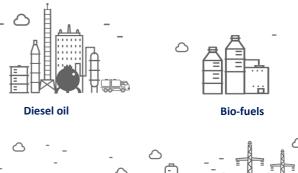
net profit

PLN 22 million





UNIMOT conducts operations in the scope of trading:





Liquefied gas



Natural gas (in this LNG)



Electricity

Success factors

Leading independent fuel provider

- own price UNIMOT SPOT
- electronic ordering system
- availability of Diesel oil in 14 fuel depots in Poland

Launching Tankuj24 application for online fuel purchases

Building a franchise network of fuel staitions under the AVIA brand

Developing electricity trade

The Capital Group

Q UNIMOT S.A

UNIMOT Energia i Gaz

wholesale and retail sales of natural gas, electricity and LPG gas

Tradea

electricity trading, wholesale and individual customers

🔾 Tankuj 24

mobile application dedicated to online fuel sales

O Blue Cold Sp z o.o.

production of liquefied natural gas (LNG) based on own methane liquefaction plant

UNIMOT System Sp z.o.o

construction and development of own natural gas distribution network in selected non-gasified areas

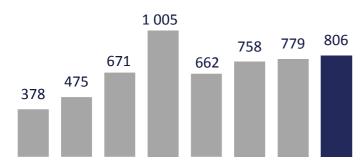
O Blue LNG Sp z.o.o

natural gas distribution from own LNG regasification stations

O Polskie Przedsiębiorstwo

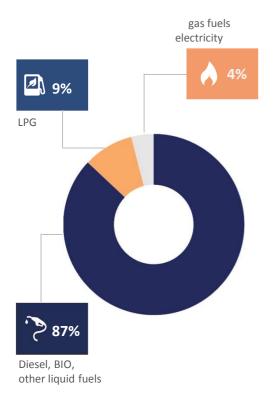
Gazownicze Sp z.o.o gasification project of selected areas, among others, based on installation of liquefied natural gas (LNG) regasification

Revenues on sales



1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17

Sales structure in 2017



Key elements of development strategy

Focus on the growth of liquid fuels sales

Developing the infrastructure and sales of gas fuels

Increasing the share in the electricity market

EBITDA



1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17

Profitability ratios

	2017	2016
ROE	11,1%	30,9%
ROA	3,6%	5,1%
GORSS PROFIT RATE	5,0%	4,9%
EBIT	1,1%	1,6%
EBITDA	1,3%	1,8%
GROSS PROFITABILITY	0,9%	1,5%
NET PROFITABILITY	0,7%	1,2%

Consolidated financial results for 2017 (PLN thousand)

	2017	2016
Revenues on sales	3 005 002	2 531 575
EBIT	33 507	40 946
EBITDA	38 380	44 661
Gross profit/loss	27 611	37 538
Net profit/loss	22 440	29 643
Long-term liabilities	23 218	37 275
Short-term liabilities	393 883	447 096
Total assets	618 520	580 291
Equity	201 419	95 920