

INFORMATION ABOUT UNIMOT

May 2018

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 operaitng 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.

Management Board





MACIEJ SZOZDA President ROBERT BRZOZOWSKI Vice President MARCIN ZAWISZA Vice President

Regular dividends

min. **30%** net profit

recommendations to pay dividend according to the dividend policy principles

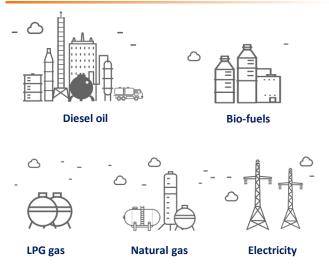
Investor relations

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UNIMOT conducts operations in the scope of trading:



Success factors:

Strong position in the market – the biggest independent Polish fuel importer Leading business on growing markets Independence leading to efficiency and flexibility Development towards further diversification Experienced Board and the best experts Leader in implementation friendly and cuttingedge technology

Capital Group

UNIMOT S.A.

Unimot Energia i Gaz Sp. z o.o. wholesale and retail sales of natural gas

Tradea Sp. z o.o. electricity trading, wholesale and individual customers

Tankuj24 Sp. z o.o. mobile application dedicated to online fuel sales

Blue Cold Sp. z o.o. production of liquefied natural gas (LNG)

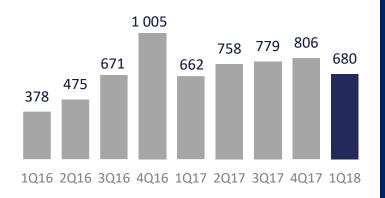
Unimot System Sp. z o.o. construction and development of own natural gas distribution network in selected non-gasified areas

Blue LNG Sp. z o.o. natural gas distribution

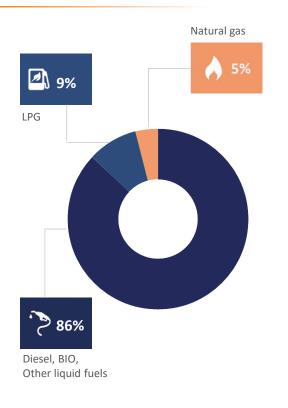
PPG Warszawa Sp. z o.o. natural gasregasification



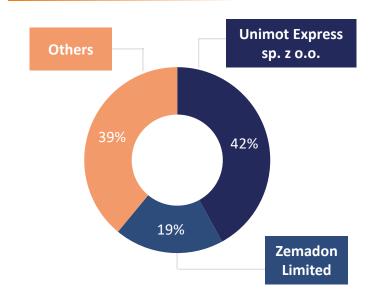
Revenues on sales



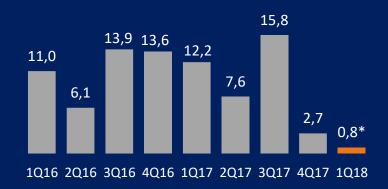
Sales breakdown



Shareholder structure



EBITDA



* Adjusted EBITDA (by lower compulsory reserve valuation of diesel oil) = PLN 8,4 million

Consolidated financial results for Q1 2018 (in thousand PLN)

	Q1 2018	Q1 2017
Revenues on sales	679 878	661 680
EBIT	-599	11 100
EBITDA	776	12 200
Gross profit/loss	20 226	34 326
Net profit/loss	-1 966	7 936
Long-term liabilities	30 412	23 218
Short-term liabilities	391 481	393 883
Total assets	537 767	618 520
Equity	199 453	201 419

Profitability ratios

	1Q2018	1Q2017
ROE	-1,0%	4,0%
ROA	-0,3%	1,4%
GORSS PROFIT RATE	3,0%	5,2%
EBIT	-0,1%	1,7%
EBITDA	0,1%	1,8%
GROSS PROFITABILITY	-0,4%	1,5%
NET PROFITABILITY	-0,3%	1,2%