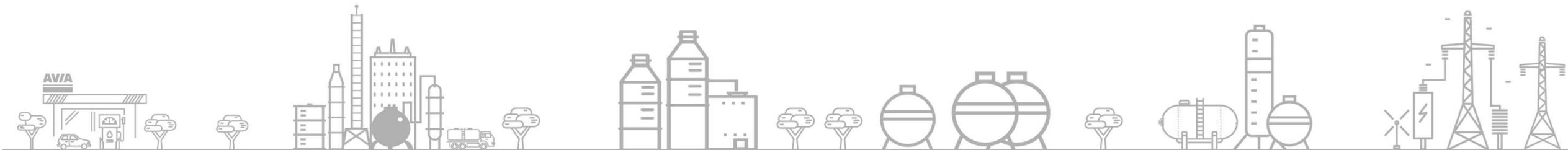




Consolidated financial results for 2Q2021

24th August 2021



AGENDA



1. Most important events

2. UNIMOT Group financial results
3. Financial results divided by segments
4. Outlook for future quarters
5. Appendix

Total revenues:
PLN 1 731m

Adjusted EBITDA*:
PLN 17.2m

EBITDA:
PLN 27.0m

Net profit:
PLN 16.8 m

Yet another solid quarter
in spite of the ongoing
Covid-19 pandemic

The second best quarter in our history in
terms of sales volumes in the main
segment (Diesel oil + BIO)

Appointment of the Supervisory Board for the second term

Decision taken by the General
Shareholders Meeting of UNIMOT
S.A. to pay the dividend of 50%
of the net profit

New benefit for the members of
UNIMOT Klub+ - reimbursement of
the costs of petrol bought on AVIA
stations (July 2021)



LIQUID FUELS



- + Favorable external environment
- + Development of petrol import in western Poland
- + Intensification of sales in north-western Poland

BIOFUELS



- High prices of raw materials restrictive trade

LPG GAS



- + Using purchases from the West (maritime and railway transport)
- Introduction of sanctions on Belarus at the end of the quarter

FUEL STATIONS



- + The first quarter with a positive result and significant increase of the retail market share
- + 6 new stations joined the network in Poland

ELESTRICITY



- + Accelerated profit achievement in the electricity & gas portfolio (sale of the portfolio)
- Difficult situation on the bulk market

PHOTOVOLTAICS



- + Production of photovoltaic panels started (July 2021)
- + Business orientation shifted to larger photovoltaic installations

NATURAL GAS



- Running business while the prices are growing on the market
- Low spread between summer-winter prices

LUBRICANTS, BITUMENS



- Increasing freight prices (transport of lubricants)
- Aggressive pricing policy from the main suppliers of bitumens

AGENDA



1. Most important events

2. UNIMOT Group financial results

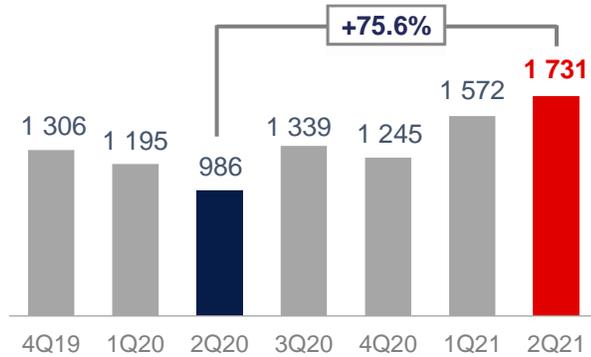
3. Financial results divided by segments

4. Outlook for future quarters

5. Appendix

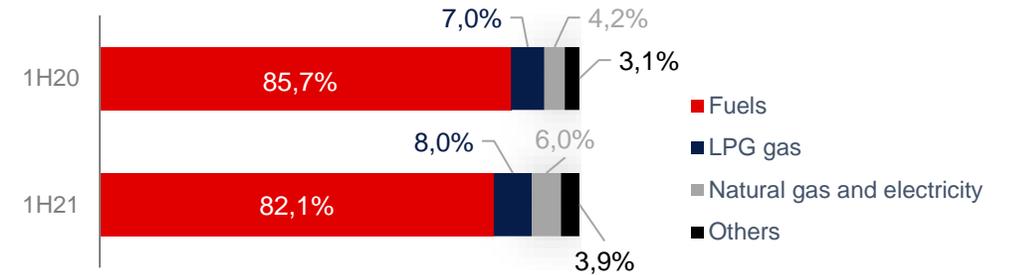
KEY FINANCIAL DATA

Total revenues [in PLN million]

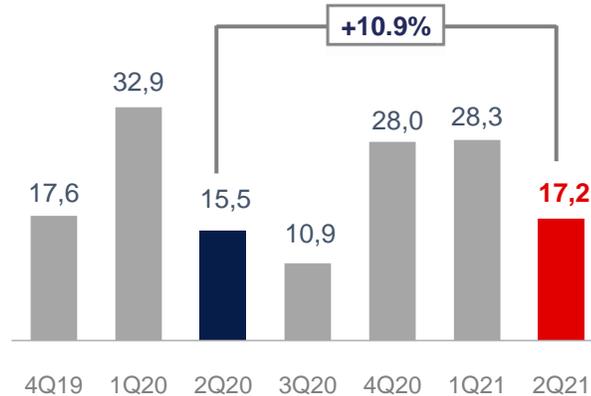


The highest quarterly revenues in UNIMOT Group's history (despite the challenging external environment in different businesses)

Revenues from external entities breakdown



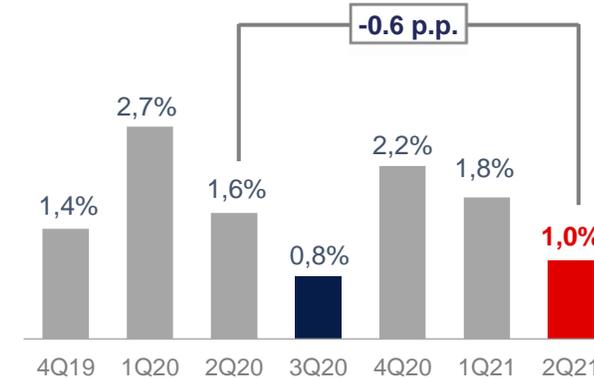
Adj. EBITDA* [in PLN million]



Impact of the adjustment of NRT costs in Q1 2021

[PLN million]	Published	As adjusted
1Q21	28,3	33,1 (+4,8)
2Q21	17,2	12,4 (-4,8)
1H21	45,5	45,5

Adj. EBITDA margin*



* adjusted with impact of the valuation of liquid and gas fuel stocks and stocks of other energy products, deferrals for costs and revenues associated with trade in liquid and gas fuels and other energy products as well as other one-off events



INCOME STATEMENT AND MARGINS

[in PLN million]	2Q20	2Q21	2Q21/2Q20	1H20	1H21	1H21/1H20
Net revenues	985 795	1 731 183	75.6%	2 186 313	3 303 507	51.1%
Gross profit on sales*	78 154	82 989	6.2%	109 219	173 723	59.1%
<i>Gross profit on sales margin*</i>	7.9%	4.8%	-3.1 p.p.	5.0%	5.3%	+0.3 p.p.
Operating profit	24 406	23 645	-3.1%	13 024	63 020	383.9%
<i>Operating profit</i>	2.5%	1.4%	-1.1 p.p.	0.6%	1.9%	+1.3 p.p.
EBITDA**	26 190	27 006	3.1%	16 329	69 590	326.2%
<i>EBITDA margin**</i>	2.7%	1.6%	-1.1 p.p.	nd.	2.1%	nd.
Adj. EBITDA**	15 474	17 165	10.9%	48 335	45 476	-5.9%
<i>Adj. EBITDA margin**</i>	1.6%	1.0%	-0.6 p.p.	2.2%	1.4%	-0.8% p.p.
Net profit	18 561	16 777	-9.6%	7 945	46 799	489.0%
<i>Net profit margin</i>	1.9%	1.0%	-0.9 p.p.	0.4%	1.4%	+1.1 p.p.

* The item includes realised and unrealised exchange rates and assets and liabilities valuation, in this inventories

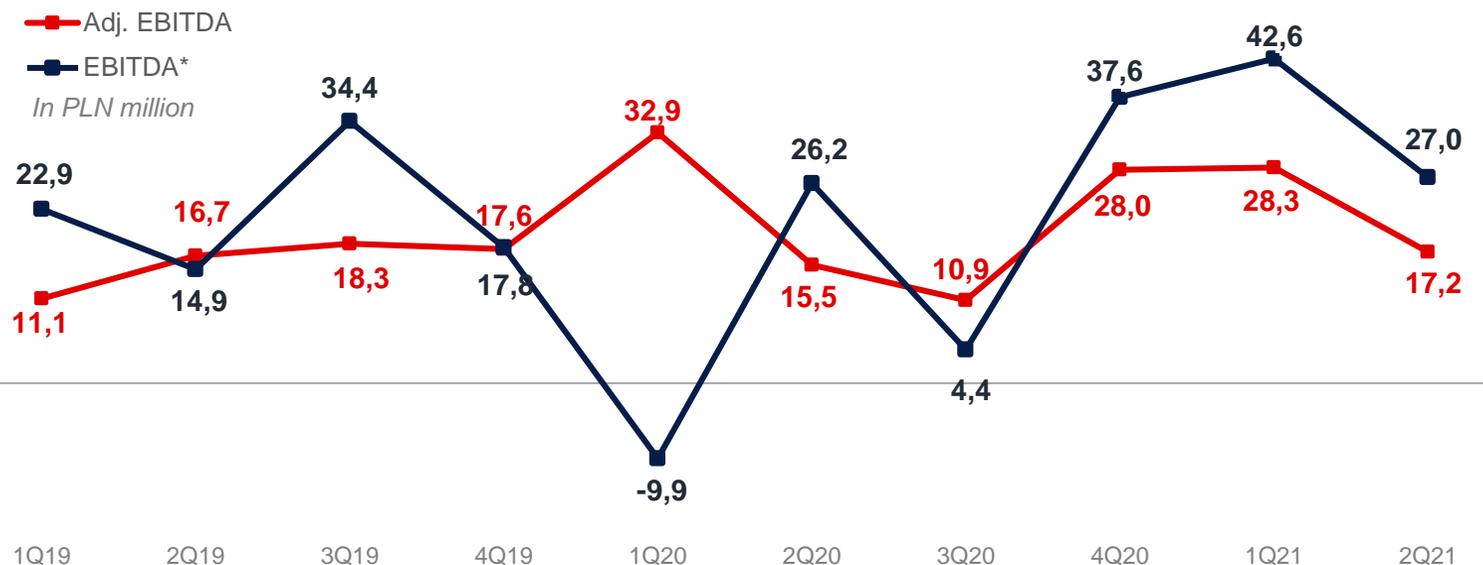
** Earnings Before Interest, Taxes, Depreciation and Amortization

*** adjusted with impact of the valuation of liquid and gas fuel stocks and stocks of other energy products, deferrals for costs and revenues associated with trade in liquid and gas fuels and other energy products as well as other one-off events

Change in historical data: The Company reclassified the valuation of financial derivatives from own sales costs to profits/losses on account of financial instruments associated with fuel trade and on account of electric energy trading activities from financial revenues



EBITDA VS. ADJUSTED EBITDA



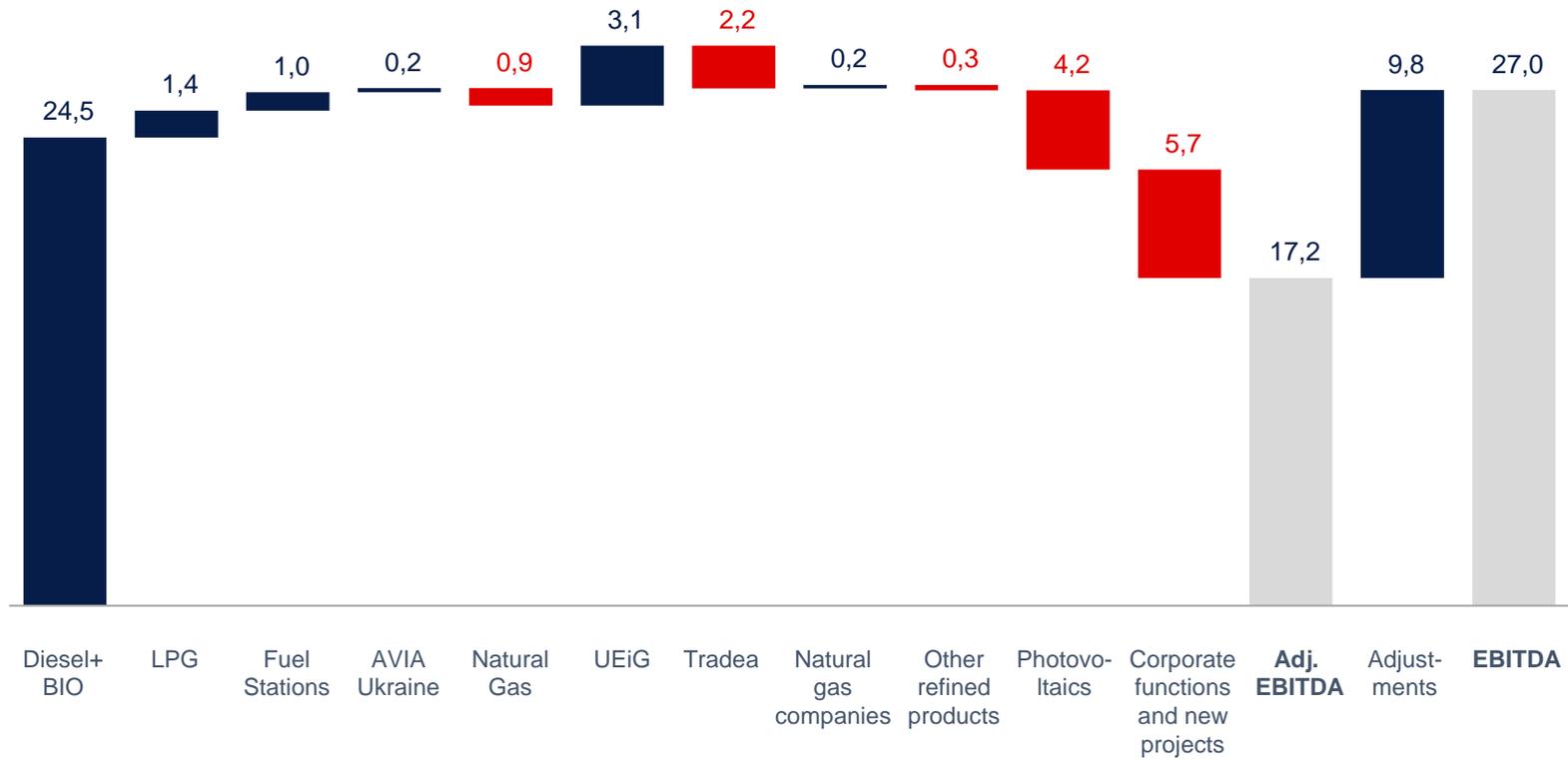
ADJUSTMENTS TO THE ACCOUNTING EBITDA IN Q2 2021:

- Impact of valuation of liquid fuel stocks:
- PLN 7,275 thousand
- impact of moving costs over time mainly as a result of fulfillment of the National Index Target, National Reduction Target and maintenance of compulsory reserves: - PLN 4,311 thousand
- impact of moving costs over time as a result of rental of a cavern for wholesale trade in natural gas:
+ PLN 1,290 thousand
- write-off for depreciation of the affiliated company - UNIMOT Ukraine: + PLN 454 thousand

[in PLN milion]	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
EBITDA*	22.9	14.9	34.4	17.8	-9.9	26.2	4.4	37.6	42.6	27.0
EBITDA adjusted with impact of the valuation of liquid and gas fuel stocks and stocks of other energy products. deferrals for costs and revenues associated with trade in liquid and gas fuels and other energy products as well as other one-off events	-11.8	+1.7	-16.0	-0.2	+42.7	-10.7	+6.4	-9.6	-14.3	-9.8
Adj. EBITDA	11.1	16.7	18.3	17.6	32.9	15.5	10.9	28.0	28.3	17.2

BUSINESSES CONTRIBUTION TO ADJ. EBITDA

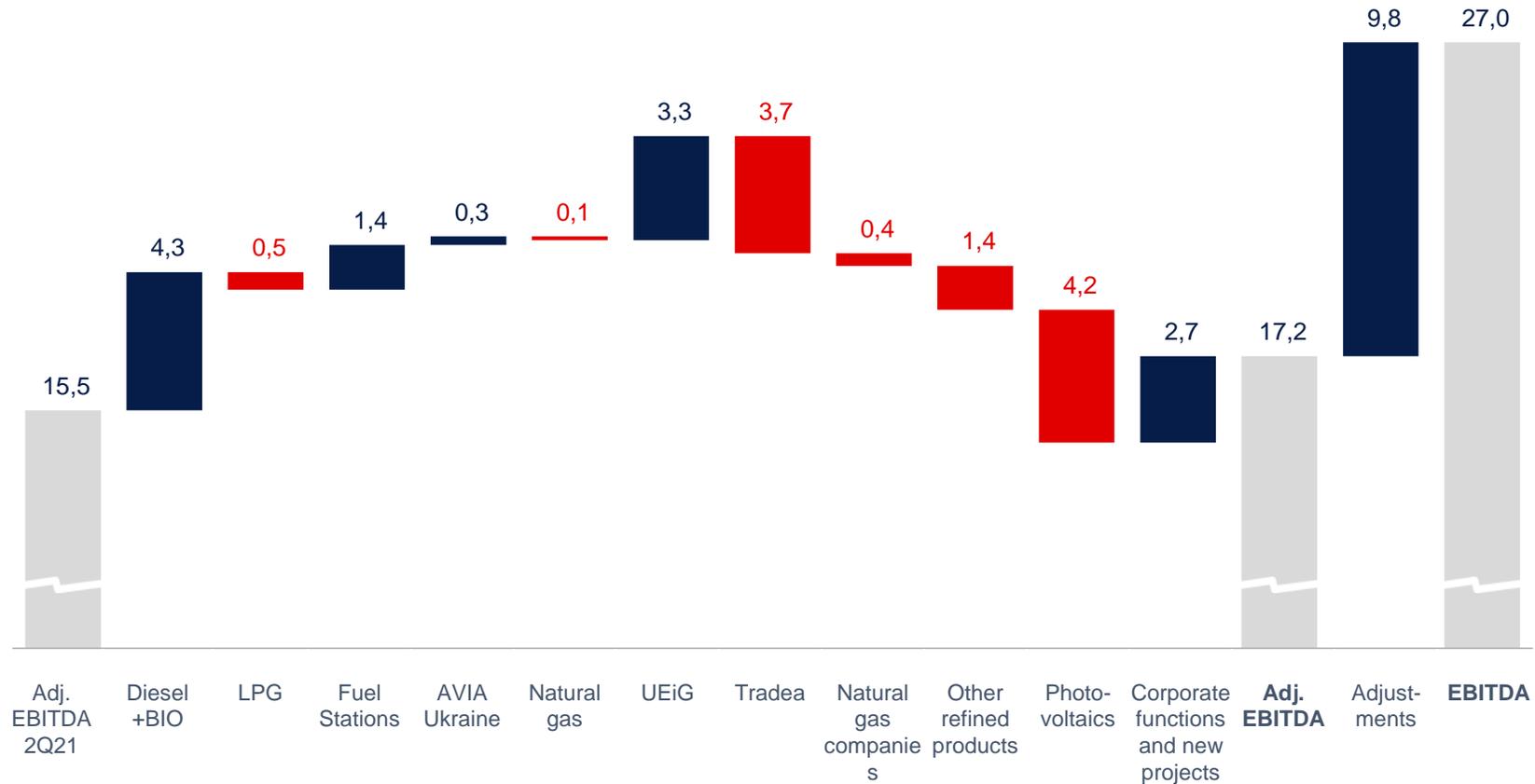
2Q21 [in PLN million]





MAIN REASONS FOR HIGHER CONSOLIDATED RESULTS YOY

2Q21 [in PLN million]



VERY GOOD MAIN FINANCIAL RATIOS

	2018	2019	2020	2Q21 LTM	CEL 2023
Financial liquidity ratio (current assets / short-term liabilities)	1.33	1.45	1.36	+ 1.26	min 1.2
Interest coverage ratio (adj. EBITDA / interest)	3.71	6.92	15.42	+ 14.31	min. 3x
Equity Ratio (equity / balance sheet total)	32.0%	35.9%	33.6%	+ 25.9%	min 20%
ROCE (adj. EBITDA / fixed assets – working capital)	14.4%	26.4%	31.9%	+ 26.8%	15.0%
Total net debt ratio (total liabilities - cash / assets)	60.2%	58.4%	51.7%	+ 61.0%	-

- The current liquidity ratio was at the level of 1.26, i.e. higher than the level assumed in the strategy
- Interest coverage ratio is very high, on the level of 14.31
- The equity ratio is at 25,9%
- ROCE (adjusted for the effects of valuations and write-downs) is at a very high level (28.8%) - clearly above the target we are aiming for 2023 (15%)
- The total net debt ratio is 61.0% - more than in pas periods

Credit lines as of 30.06.2021

Main banks	Total limit*	Covenants (depending on the bank)	Renewal
mBank, ING Bank Śląski, Bank Millennium, PKO BP, BOŚ	PLN 199.5 m PLN 62.0 m	Current liquidity ratio, net profit ratio, profit on sales ratio, EBITDA/interests, net debt ratio/EBITDA, equity to balance sheet total ratio	Main credit facilities are renewed every year. The other ones – for periods compliant with the investment schedule (natural gas infrastructure)

[PLN million]	30.06.2021
Debt in total	258.5
Limit for compulsory reserves funding	101.8
Used limit for compulsory reserves funding	93.4
Current liquidity ratio	1.3
Fast liquidity ratio	0.8
Cash liquidity ratio	0.1

We have sufficient credit limits and high liquidity levels. A part of our debt corresponds to a credit for compulsory reserves.

We are maintaining highest quality cooperation levels with the insurance companies: Atradius, Euler Hermes, KUKE, Coface and are provided brokerage support from Marsh Polska.

Margin of liabilities due to credits, loans and other debt instruments depends on variable interest rate it refers to. Interval analysis of margins:

- WIBOR 1M – margin in interval 0.9%-1.2%
- LIBOR 1M – margin in interval 1.35%-2.2%
- WIBOR 3M – margin in interval 1.4%
- EURIBOR 1M – margin in interval 1.3-1.35%

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MARKET ENVIRONMENT OF DIESEL OIL

Estimated land premium of biggest Polish diesel oil producers* [PLN/m3]



Increase of diesel consumption by 16% from 4.70m m³ in 2Q20 to **5.46m** m³ in 2Q21

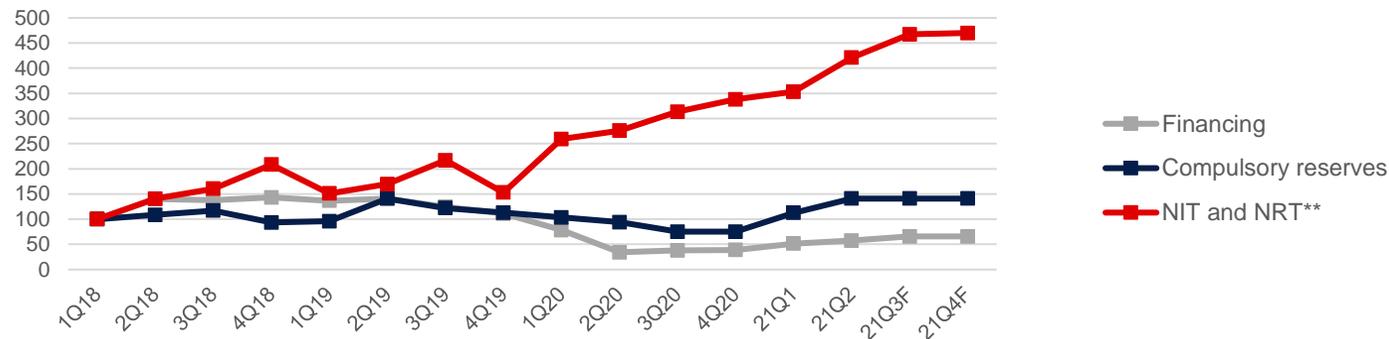
(source: POPIHN)



Land premium needs to be perceived as a trend, not specific values

- It does not consider discounts applied by concerns (various levels depending on client and region)
- Basis for spot price: diesel blend (93% diesel and 7% bio-fuel), and real NIT fulfilment is a bit lower – analyses should also consider spread of diesel quotations and bio-fuel (FAME)

Change of UNIMOT costs (Q1 2018 = 100)



- Costs of NIT fulfilment depend on NIT levels and blending in given quarter and spread between prices of diesel and bio-diesel)
- Cost of compulsory reserve is „distributed” onto sold volumes
- Costs based on market forecasts

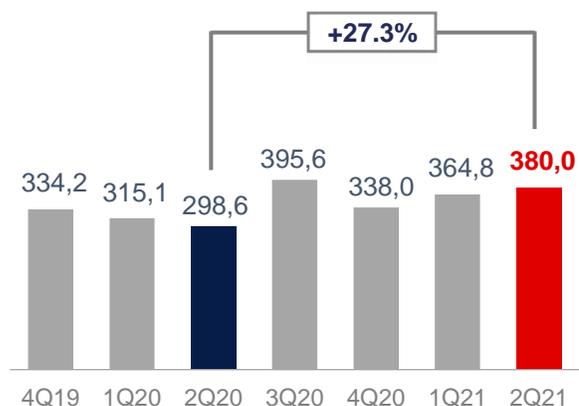
* Difference among diesel prices of biggest Polish producers (excluding discounts) and Platts ARA quotations (diesel prices in ARA ports); land premium ≠ UNIMOT's margin

** Costs of NRT (National Reduction Target) from 2020

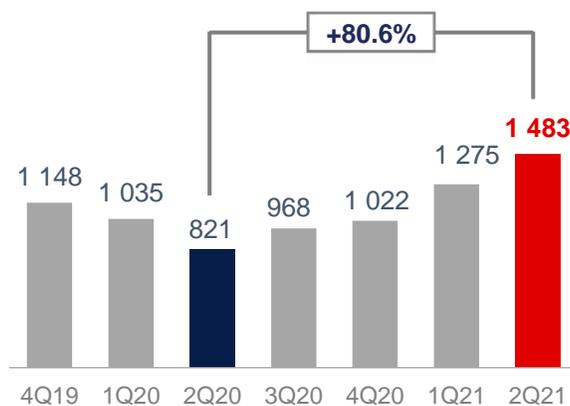


DIESEL AND BIO-FUELS SEGMENT

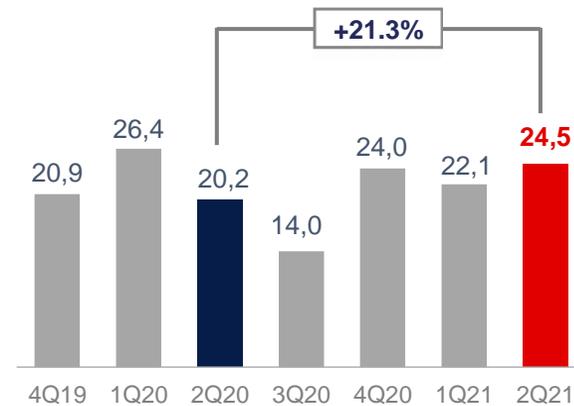
Sales volumes [thousand m3]



Total revenues [PLN million]



Adj. EBITDA* [PLN million]



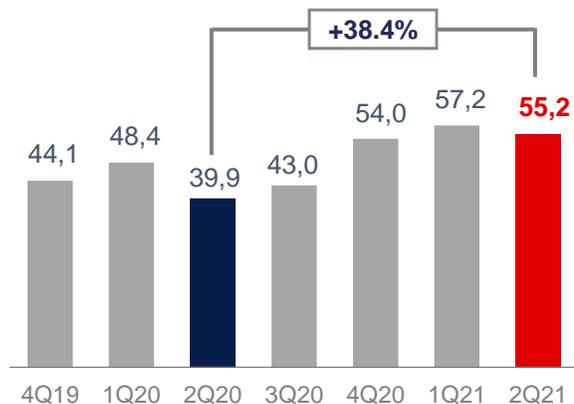
Impact of the adjustment of NRT costs in Q1 2021

[PLN million]	Published	As adjusted
1Q21	22.1	26.9
2Q21	24.5	19.7
1H21	46.6	46.6

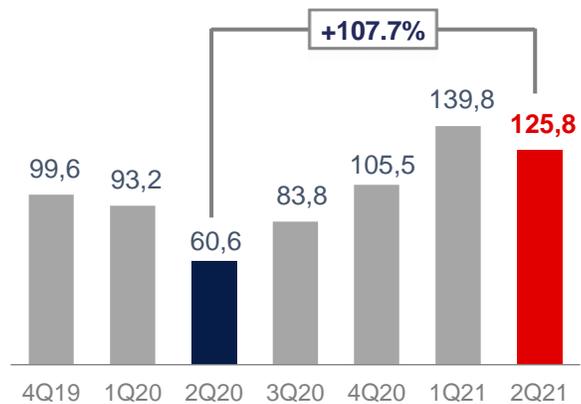
- Favorable external environment in diesel oil segment - high land premium levels and continuously high demand for diesel oil
- In Q2 2021 yoy volumes and diesel oil unit margins higher than assumed
- In Q2 2021 higher sales figures for petrols (development of import, high land premium) and intensification of sales in north-western Poland
- In Q2 2021 higher sales figures for fuels to AVIA retail network - increasing share of the network in wholesale trade
- In Q2 2021 significant increase in revenues as a result of higher volumes of diesel oil and petrol and higher prices of all products
- In Q2 2021 very strong yoy increase in the prices of products on the biofuels market (record-breaking prices)
- In Q2 2021 lower yoy sales of biofuels as a result of reduction of B100's export opportunities due to high prices of the raw material and limited sales of methyl esters
- In Q2 2021 adjustment of the National Reduction Target (NRT) for Q1 2021 as a result of amendment of the legislation different than the Group's conservative assumptions

* adjusted for the estimate of mandatory diesel oil stock, justified shifts and one-off events

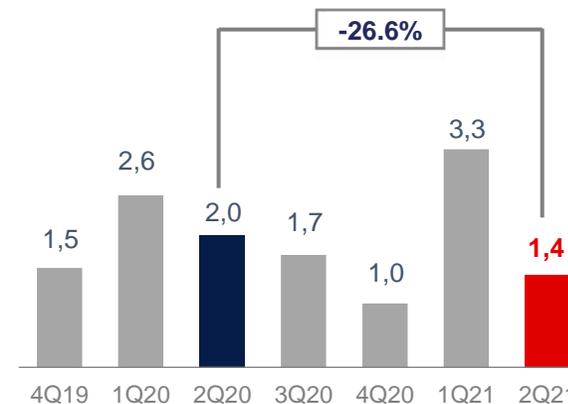
Sales volumes [thousand m3]



Total revenues [PLN million]



Adj. EBITDA* [PLN million]



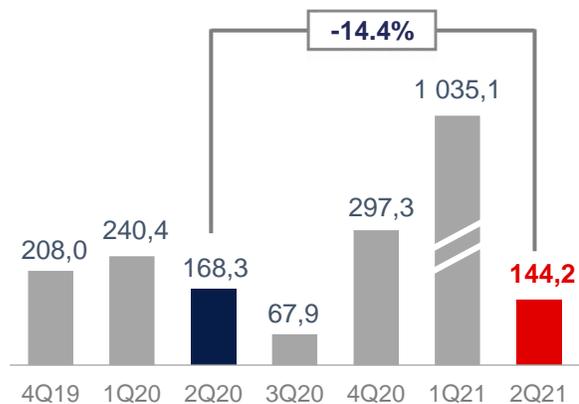
- In Q2 2021 yoy volumes higher than assumed as a result of intensified import and alternative recipients of supplies
- In Q2 2021 higher yoy revenues as a result of increase in volumes and significant increase of products prices
- In Q2 2021 lower yoy margins as a result of highly competitive market and increase in the wholesale trade's share in the sales structure
- In Q2 2021 impeded access to the product and logistic difficulties in the East

* adjusted by one-offs: in 1Q20 and 2Q20

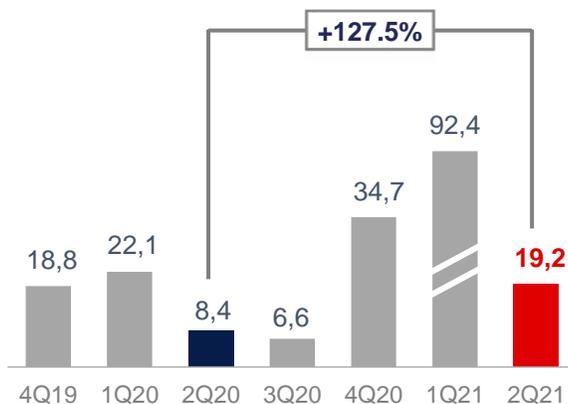


NATURAL GAS SEGMENT

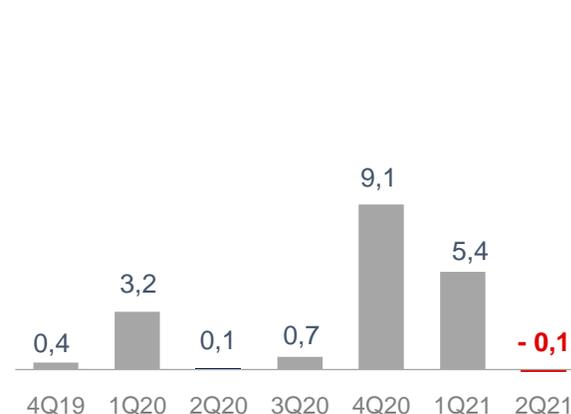
Sales volumes [GWh]



Total revenues* [PLN million]



Adj. EBITDA** [PLN million]



- The segment consists of the operations of gas companies (UNIMOT System and Blue LNG), sales of gas to end users by the UEiG and wholesale gas trade in UNIMOT S.A.
- In Q2 2021 lower yoy volumes as a result of reduction of operations on the wholesale market due to high prices of natural gas (UNIMOT S.A.) and lower demand among customers with different sources of energy supplies (natural gas companies)
- In Q2 2021 higher yoy revenues as a result of significant increase in the prices of natural gas
- In Q2 2021 lower yoy EBITDA as a result of lower sales volumes and payment of some costs associated with pumping to the cavern of the gas to be sold at the turn of the year
- In Q2 2021 lower profitability of the “cavern business” due to low summer-winter spreads

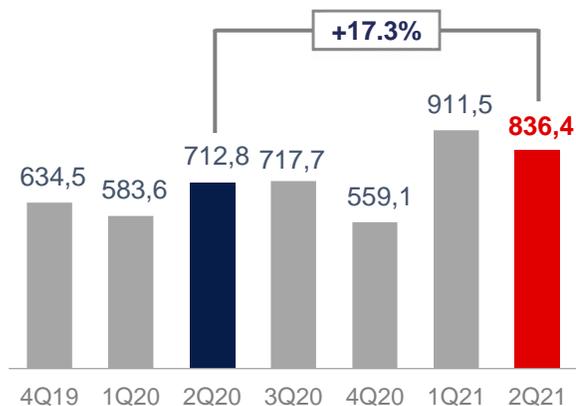
* revenues from external recipients

**adjusted in 3Q20 and 2Q21 - with shifts of cavern costs

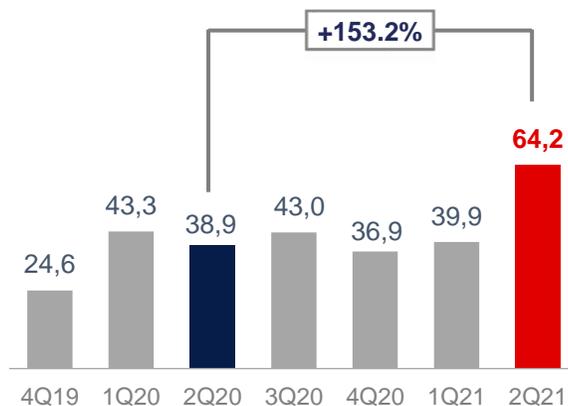


ELECTRICITY SEGMENT

Sales volumes [GWh]



Total revenues* [PLN million]



EBITDA [PLN million]



- In Q2 2021 higher revenues as a result of significantly higher prices of electricity and higher volumes
- In Q2 2021 much lower Tradea yoy margins as a result of a difficult situation on the market - decrease in liquidity related to plans to abolish the trade in bonds on the stock exchange
- In Q2 2021 positive impact on EBITDA in UNIMOT Energia i Gaz due to accelerated capitalization on the customers portfolio (sales of the portfolio)



SALES OF ELCTRICITY
GENERATING INSTALLATIONS

- In Q2 2021 negative result, first of all as a result of costs borne for development and investments in new channels, projects and products
- In Q2 2021 was posted the provision for possible inventory differences after transfer of photovoltaic panels stocks and occurred one-off posting of marketing costs borne in 2020 by UNIMOT Energia i Gaz for the total amount of PLN 1.3 million

RESULTS	Q2 21
Volumes* [KWp]	1229
Total revenues [in PLN MM]	4.2
EBITDA [in PLN MM]	-4.2

Focus on corporate clients and larger installations (support for Banking Retail System)

A new strategy assuming **improvement of segment effectiveness** is being developed



AVIA stations used as an additional sales channel

AVIA Solar showrooms

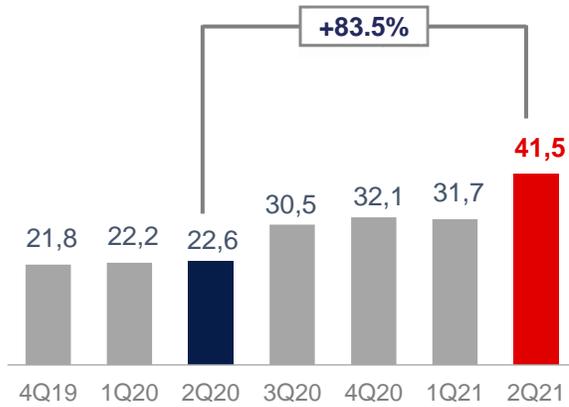


Development of photovoltaic farms for the purposes of both reselling them and owning powerhouses

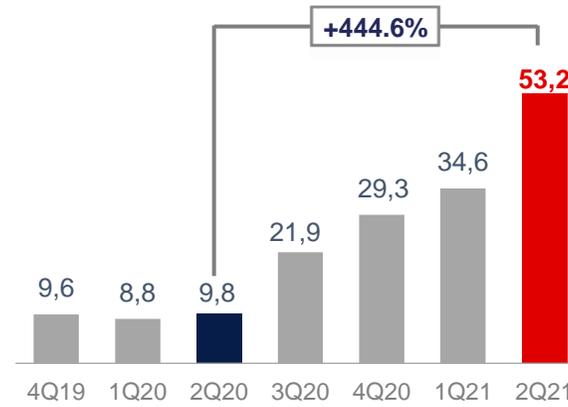
Production of photovoltaic panels in PZL Sędziszów factory

FUEL STATIONS SEGMENT

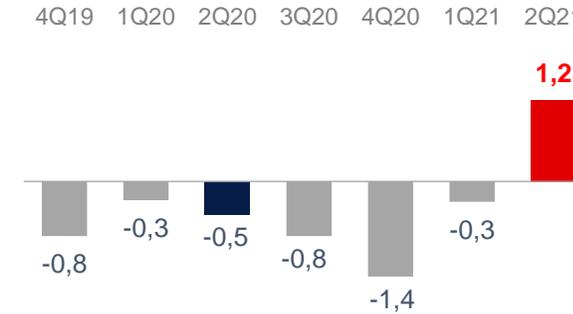
Sales volumes [million liters]



Total revenues* [PLN million]



EBITDA [PLN million]



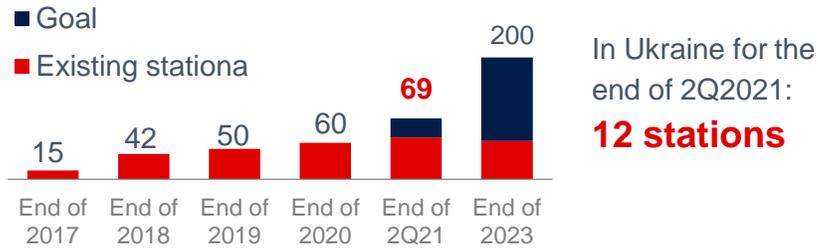
- In Q2 2021 yoy volumes increased due to bigger number of stations and organic growth
- In Q2 2021 revenues increased, mostly due to a bigger number of stations and higher prices of fuels
- Q2 2021 is the first positive EBITDA quarter as a result of a bigger number of stations and increased efficiency in the existing ones

* From 1Q2021 the Group modified settlement between own stations and wholesale

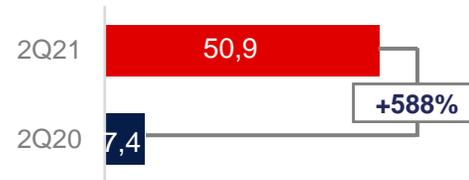


FUEL STATIONS SEGMENT – ADDITIONAL INFORMATION

Number of stations in AVIA chain in Poland



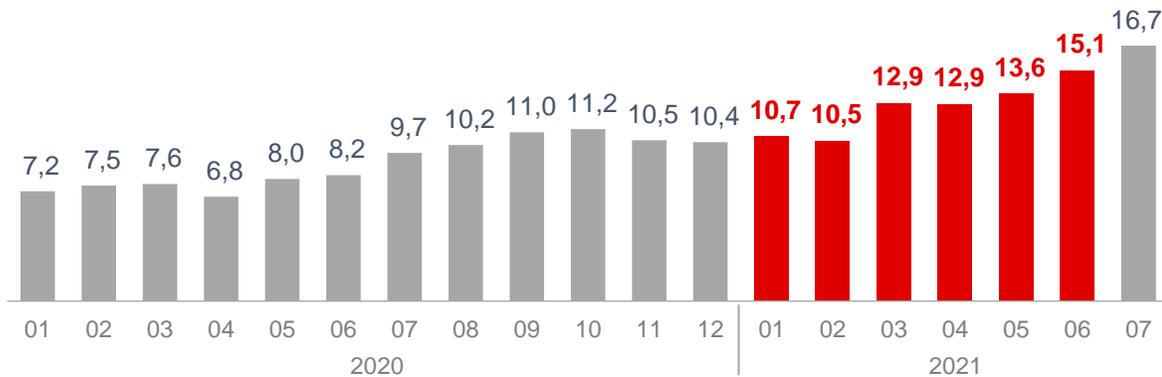
Revenues – own stations* [PLN million]



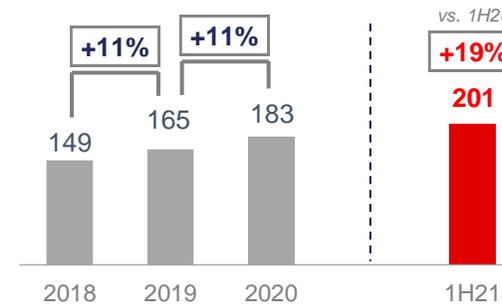
Revenues – franchise** [PLN million]



Sales volumes on AVIA stations (Group's ones) [million liters]



Average volumes per station [thousands liters in months]



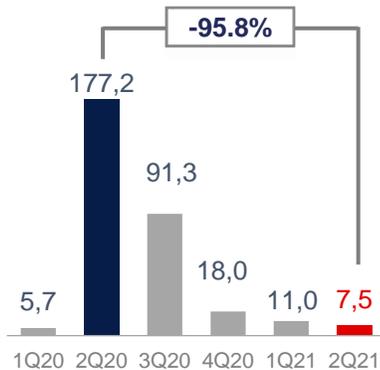
Expenditures on AVIA stations (2017-2Q21): **PLN 10.8m**

* Including revenues from sales of fuels

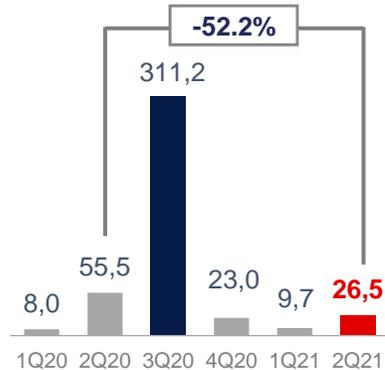
** Excluding sales of fuels (booked in diesel+ BIO segment)

OTHER REFINED PRODUCTS SEGMENT

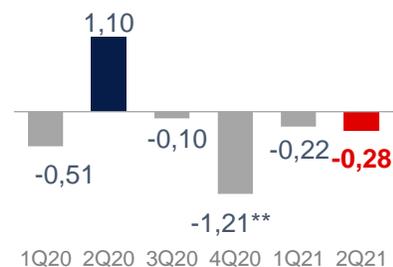
Volumes [in thousand tonnes]



Revenues [in PLN million]



EBITDA [in PLN million]



- The segment's results are composed of the trade of lubricants, sales of bitumen products and trade in crude oil in Q2 2020 and Q3 2020
- Significantly lower yoy volumes due to discontinuance of trade in crude oil which occurred in Q2 2020
- Bituminous products - volumes increased and yoy unit margins decreased as a result of aggressive pricing policy of the main suppliers
- Trade in oils - the volumes more than doubled yoy; unit margins were lower than expected due to increasing freight prices
- After the presidential election in Belarus crude oil was not delivered from USA due to a difficult political situation



* Revenues from external entities
 ** in Q2 2020 adjusted by influence of movements of revenues from crude oil hedging (PLN +430 thousand)

AGENDA



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PROSPECTS FOR THE NEXT QUARTERS

LIQUID FUELS AND BIOFUELS



- + High demand is expected to persist in the holiday season when consumption in such sectors as agriculture, construction and transport is the highest
- + Trade in next generation biocomponents is planned to be started
- Further challenges expected with respect to the supply of biofuels

LPG GAS



- + Challenges related to logistics and commodity availability - need to develop alternative sources of the raw material due to product deficits
- Active search for new supply sources in the West due to a difficult import situation in the East

FUEL STATIONS



- + Intensive development of the network in Poland - focusing on the most efficient stations; opening new locations
- + Launch of the fleet card and continuation of the implementation of Eat&Go concept in stations
- Challenges brought by strong increase in the prices of construction materials

ELECTRICITY



- + Preparations for commencement of trade on CO2 market
- + Sales of a part of the portfolio of our customers - electricity and natural gas (UEiG)
- + Development of a common green energy sales model for Tradea and UEiG

PHOTOVOLTAICS



- + Improvement of the segment's efficiency, modification of the strategy and focus on corporate customers
- + Development of photovoltaic farms for sales and for own purposes
- + Commencement of selling of our own panels

NATURAL GAS



- + Extension of the distribution grid in the area under concession
- + Analysis of possibilities to enter the biomethane area

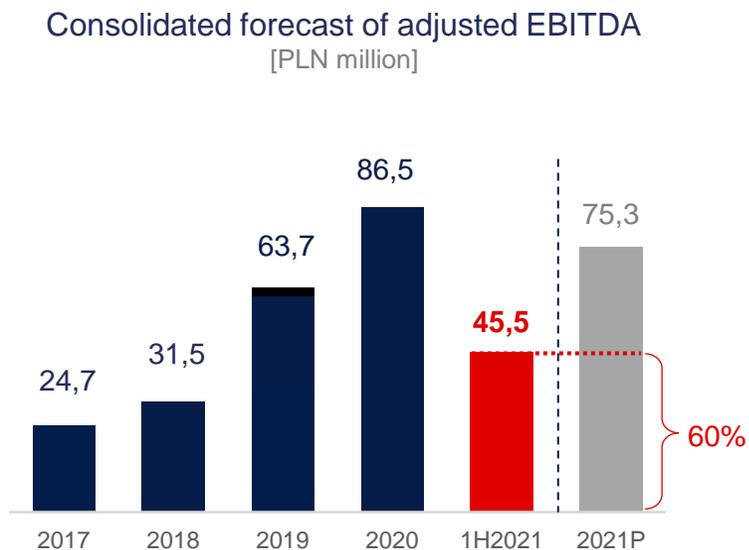
LUBRICANTS, BITUMENS



- + We can see stabilization of the market of roads' renovation and building in Poland after the COVID-19 pandemic (demand stimulation on bitumens)
- Challenges for lubricants brought by increasing prices of the products and services in China as well as freights



POTENTIAL FOR FURTHER VALUE GROWTH



- Increase of forecasted adjusted EBITDA for 2019 four times during the year
- Increase of forecasted adjusted EBITDA for 2020 in June from PLN 62.3m

Latest recommendations for UNIMOT S.A. issued by BOS BH

	V 2020	VII 2020	X 2020	I 2021	IV 2021
Rekomendation	Buy	Hold	Hold	Buy	Hold
Target Price	PLN 40.0	PLN 45.0	PLN 32.0	PLN 49.0	PLN 65.0



	1M	3M	6M	1Y	5Y
Rate of return*	+14%	-8%	+28%	+16%	0%

	2016	2017	2018	2019	2020	1H21
Average daily volume (thousand shares)*	0.2	5.5	7.9	14.5	28.7	16.2

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BALANCE SHEET

[PLN thousand]	31.12.2020	30.06.2021
Fixed assets, including:		
Tangible assets	35 834	42 895
Intangible assets	21 714	21 559
Fixed assets in total	148 732	156 458
Current assets, including:		
Inventories	166 695	358 107
Trade and other receivables	332 671	456 301
Financial derivative instruments	14 885	7 353
Cash and cash equivalents	116 063	104 065
Total current assets	641 603	987 762
Total assets	790 335	1 144 220

[PLN thousand]	31.12.2020	30.06.2021
Equity, including:		
Share capital	8 198	8 198
Other capitals	218 816	234 946
Total equity	265 881	296 632
Long-term liabilities, including:		
loans and other debt instruments	48 996	57 557
Total long-term liabilities	52 690	65 774
Short-term liabilities, including:		
overdrafts	172 440	260 708
Total short-term liabilities	471 764	781 814
LT and ST Liabilities	524 454	847 588
TOTAL LIABILITIES	790 335	1 144 220

- Increase in fixed assets provoked mostly by the adaptation of leased stations to AVIA's standards
- The stocks increase results from an increase of the value and quantity of mandatory diesel stocks and diesel, biofuels and LPG operating stocks At the same time, gas stocks decreased as a result of sale of the operating stock in Q1 2021
- Accounts receivable increased due to higher prices of fuels, seasonal turnover increase and new sales contracts under which recipients benefit from credit limits
- Increase in credit facilities due to seasonality
- Accounts payable increased as a result of intensification of commercial activities as well as increase in VAT payables (higher revenues)



[PLN thousand]	1H20	1H21
Operating activity cash flows		
Profit before taxation	10 280	60 156
Adjustments by items, in this:		
Amortisation	3 513	6 664
Net interests, transactional costs (concerning credits and loans) and dividends	2 566	3 026
Receivables change	(16 859)	(131 996)
Inventories change	39 064	(191 412)
Trade payables change	76 858	194 673
Net operating activity cash flows	104 891	(65 150)
Net investment activity cash flows	(699)	(7 954)
Net financial activity cash flows	(23 044)	(25 244)
Financial resources and their equivalents net of overdrafts as of 30th June	(90 448)	(145 070)

- Negative cash flows for operating activities result first and foremost from an increase in prices of diesel oil, LPG and petrols and other crude oil derivatives, less strict Covid-19 restrictions worldwide and intensified operating activities, mainly in the segment of corporate customers benefitting from credit limits
- Significant depreciation increase results from a dynamic development of CODO stations in AVIA network and observance of IFRS 16 (long-term lease is recorded as a fixed asset and settled via depreciation)
- Accounts receivable increased mainly as a result of increase in fuel prices and higher trade in liquid fuels (delivered mainly to customers benefitting from credit limits)
- The stocks increased mostly as a result of significant increases in fuel prices and temporary increases in operating LPG and BIO stocks
- Trade receivables increased as a result of increased commercial activities, increasing fuel prices and higher VAT payables
- Negative cash flows for investment activities result first and foremost from posting long-term lease as a financial lease according to IFRS 16 and from investments in AVIA stations

Primary goal:

Building the Group's value for the shareholders through increase of business efficiency and long-term diversification of activity. Financial security of our business activity as one of the most important values.

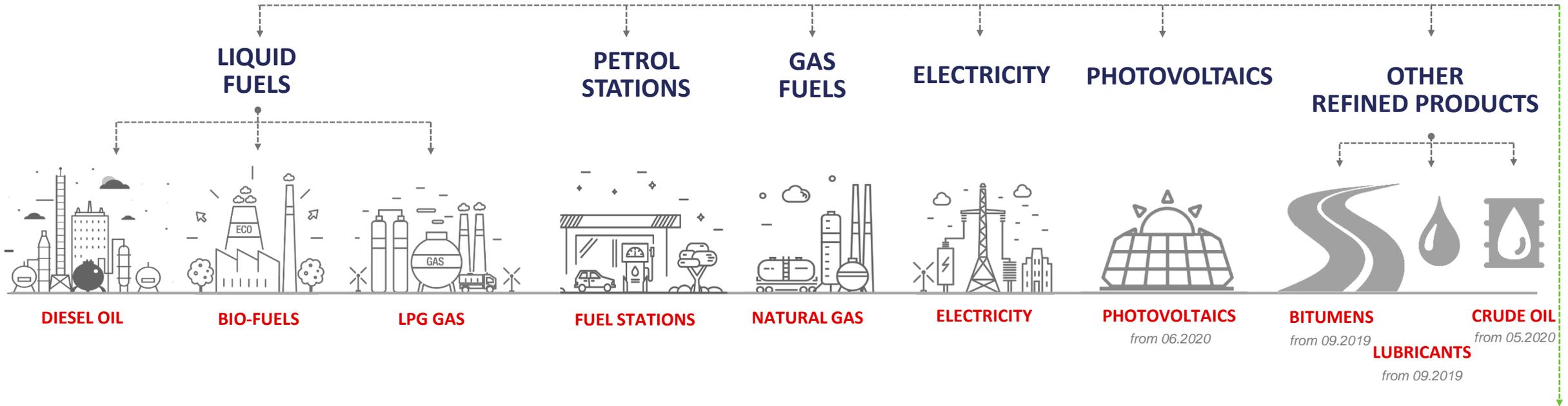
Strategic goals

1	Adj. EBITDA growth	⇒⇒	<i>in 2023 r.</i> Assumption from strategy: PLN 75m in 2023; called off according to expected changes on the market; current forecast for 2021: PLN 75.3m
2	Efficiency growth	⇒⇒	ROCE*: 15%
3	Business diversification	⇒⇒	70% EBITDA EBITDA generated beyond the diesel unit
4	Development of AVIA in Poland	⇒⇒	200 of fuel stations
5	Annual dividend payment	⇒⇒	min. 30% of UNIMOT S.A. net profit

* Adj. EBITDA / (equity in total + total long-term liabilities)



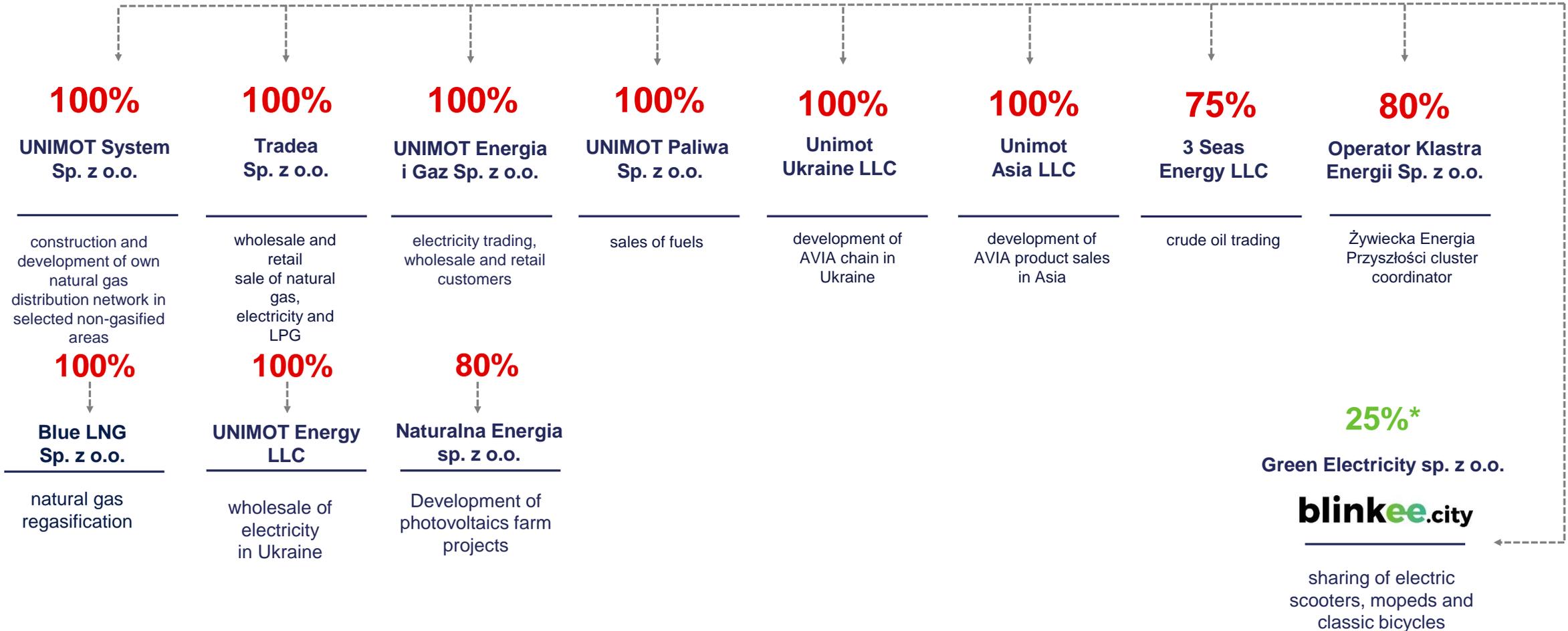
UNIMOT



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STRUCTURE OF THE CAPITAL GROUP



* non-consolidated



SELECTED OPERATIONAL AND FINANCIAL DATA FOR 2Q2021 – MAIN SUBSIDIARIES

[PLN thousand]	Tradea	UEiG	UNIMOT System
Volumes [MWh]	836 213	19 115 Gas 32 488 Electricity	5 509
Revenues	49 828	21 608	1 063
EBITDA	-2 287	-152	154
Operational profit	-2 323	-342	-101
Net profit	-2 696	-171	-130
Current assets	55 466	17 538	1 222
Equity	16 805	12 010	19 459
Total liabilities	56 387	38 569	23 962

In all the areas of its operations the Group complies with the principles of professionalism and business integrity, simultaneously ensuring the quality and safety of traded products. It also diligently promotes good relations with customers, suppliers, employees, local community and investors, based on respect and mutual trust.

Minimising the negative impact on the natural environment:

- diligent execution of the National Indicative Target and National Reduction Target
- development of renewable sources of energy
- entire electricity sold by UEiG is „green” electricity, which comes primarily from photovoltaic farms

Supporting local communities and young, talented persons, among others:

- Financial support for prominent, young Poles at best American and European universities (such as: Harvard, Stanford, Yale, Oxford or Cambridge) – cooperation with the IVY Poland foundation
- developing sports interests of young persons through sponsoring the cycling club Kolejorz-Jura, Lwy AVIA Częstochowa (speedrower)
- cooperation with Czestochowa University of Technology
- support for Zawadzkie Commune – PLN 200 thousand for a modern and safe playground for children in the center of Zawadzkie and for two local clubs which promote interest in sports among young people
- **help in fighting the COVID-19 epidemic: purchase of quick coronavirus tests for PLN 1.5 million for Poles, purchase of 10 thousand of protective face masks for elderly people from Strzelce Opolskie district and Zawadzkie municipality, 750 items of disinfection liquids for state institutions in the Opolskie province**



The performance obligation for NIT in 2021 (share of biofuels): **8,7%***

*It is possible to decrease to the level of **7.13%** (annual settlement) using the reduction ratio (0.82)*

NATIONAL INDICATIVE TARGET PERFORMANCE in 2021

1. Differently than in the previous years - no quarterly obligation and blending settlement.
Annual obligation: 4,95%
2. An optional substitute fee (paid in return for decreasing the scope of NIT performance obligation to 5.71%, i.e. by max. 20% of the entire required NIT; does not discharge from the obligatory blending and does not narrow its scope)

The performance obligation for NRT in 2021 (average carbon footprint): **6,0%**

NATIONAL REDUCTION TARGET PERFORMANCE in 2021 – no information when

1. The necessity to develop a mix of the products sold (coming from import or manufacture) ensuring that the obligation is fulfilled in the perspective of one year
2. If the threshold is exceeded - a fine is charged



SHAREHOLDERS OF UNIMOT S.A.

Shareholder	No. of shares	Share in capital	No. of votes	Share in votes
Unimot Express Sp. z o.o.	3 593 625	43,84%	3 593 625	42,04%
Zemadon Limited	1 616 661	19,72%	1 966 661	23,01%
Robert Brzozowski – Wiceprezes Zarządu	71 760	0,88%	71 760	0,84%
Filip Kuropatwa – Wiceprezes Zarządu	770	0,01%	770	0,01%
Pozostali	2 915 002	35,55%	2 915 002	34,10%
Razem	8 197 818	100%	8 547 818	100%

Udział w kapitale UNIMOT S.A.



Bio-fuels blending – physical blending of fossil fuels with biocomponents that come from processing biomass. Since 2017 bio-blending has been an obligatory element to partially fulfil the National Indicative Target.

EBITDA – Earnings Before Interest, Taxes, Depreciation and Amortization.

Adj. EBITDA – EBITDA value adjusted by single events and items of non-monetary nature (in case of UNIMOT this is e.g. valuation of reserves, relocation of costs, provisions)

Hedging – a strategy of securing against excessive fluctuations in prices of commodities, currencies or securities. UNIMOT uses hedging to secure against alterations of prices of diesel oil, natural gas, electricity and currencies (mainly USD).

Retail margin – the difference between the wholesale and retail price. As UNIMOT is developing the chain of franchise petrol stations, the retail margin is only obtained at Company's own stations

Wholesale margin – the difference between the disposal price and the price at which a product has been acquired for sale. The wholesale margin is a value that UNIMOT generates on sales of fuels net of costs related to availability of a product for sale (among others, cost of the product itself, its transport, NIT fulfilment, storage costs).

National Indicative Target (NIT) – an obligation to introduce into the market transport fuels from renewable sources (biocomponents/bio-fuels).

Emission fee – a fee in the amount of PLN 8 grosz per each litre of petrol and diesel oil imposed on entities that sell fuels in the territory of Poland. The fee is in force since 2019 and the collected resources will be destined for the newly-created Low-Emission Transport Fund.

B100 Fuel – methyl ester applied as autonomous fuel for compression ignition engines.

Platts ARA – reference prices for fuels in spot transactions collected and published daily by Platt Agency. ARA concerns places of product delivery/supply – in this case ports of Amsterdam, Rotterdam, Antwerp.

Polish Power Exchange (PPE) – a licenced entity that manages the regulated market. The subject of trading at the PPE are, among others, natural gas and electricity, which are traded by the UNIMOT Group.

Mandatory reserve – reserve of fuel maintained by entities that produce and import into the territory of Poland particular liquid fuels. These entities are obliged to maintain determined reserves of fuels that they trade so as to ensure the energy security of the country.



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INVESTOR RELATIONS UNIMOT S.A.

e-mail: gielda@unimot.pl

