



UNIMOT CAPITAL GROUP

**CONSOLIDATED  
STATEMENTS  
FOR Q1 2020**

19th May 2020

# UNIMOT Group

## Q1 2020

Total revenues

**PLN 195 m**

EBITDA

**PLN -9.9 m**

EBITDA adjusted

**PLN 32.9 m**

Total revenues [in PLN m]



EBITDA adjusted [in PLN m]



### SELECTED DATA AND FINANCIAL INDEXES

in PLN thousand	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
<b>Total revenues</b>	<b>1 195 381</b>	<b>868 653</b>
<b>Gross profit on sales</b>	<b>25 928</b>	<b>44 039</b>
Gross margin on sales	2,2%	5,1%
<b>Operating profit</b>	<b>(15 919)</b>	<b>18 422</b>
Operating profit margin	-	2,1%
<b>EBITDA <sup>2</sup></b>	<b>(9 861)</b>	<b>22 854</b>
EBITDA margin	-	2,6%
<b>EBITDA adjusted <sup>3</sup></b>	<b>32 861</b>	<b>11 084</b>
EBITDA margin adjusted	2,7%	1,3%
<b>Net profit</b>	<b>(10 616)</b>	<b>16 335</b>
Net margin	-	1,9%
<b>Net profit adjusted <sup>3</sup></b>	<b>32 106</b>	<b>4 565</b>
Net margin adjusted	2,7%	0,5%

1. Realised and unrealised exchange rate differences as well as assets and liabilities evaluation, including inventories, are recognised in the item.

2. Earnings Before Interest, Taxes, Depreciation and Amortization.

3. . Adjusted for the impact of liquid fuels inventories valuation (driven by a significant change of the spread between diesel spot and forwards quotations), movements over time of costs related to NIT fulfilment and maintaining compulsory reserves of fuels as well other one-time events.

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## 1. LETTER OF THE PRESIDENT OF THE MANAGEMENT BOARD



*Dear Sirs, Dear Shareholders,*

the year 2020 began very positively for us, thanks to which we can one more time present you remarkably good financial results. In Q1 2020 we achieved PLN 1 195.4 million of consolidated revenues (up by 37.6% yoy), and our consolidated adjusted EBITDA (cleaned for the estimated valuation of compulsory reserve, justified movements and one-time events) amounted to PLN 32.9 million (up by 196.5% yoy). This is 52.7% of the forecast for 2020 and constitutes a sort of a financial cushion for these uncertain for all of us times. At the same time this is the highest level of a quarterly consolidated adjusted EBITDA in our history.

The achieved results were primarily driven by effectively utilised market opportunities related to the continued demand for diesel oil and high land premiums. Additionally, similarly to other quarters we managed to win significantly more tenders for bio-fuels than we had assumed. Very good financial results were also supported by the segments of LPG, electricity and natural gas as well as gas companies.

Thanks to exceptionally good results we can also boast good levels of financial ratios at the end of Q1 2020. The current liquidity ratio amounted to 1.2, interest coverage ratio 9.4, and share of equity reached the level of 31.0%. Currently, ROCE is at the level of 34.1%, significantly higher than the assumed in the Strategy level of 15%.

Rapid falls in price of crude oil and diesel oil on the global markets had a very positive impact on our margins and operating results in the diesel segment. They also caused extremely high operating cash flows in the amount of PLN 146.5 million. These global, unprecedented market changes also impacted the book valuation of our compulsory reserves, which translated into negative book EBITDA. This is related to our hedging policy, which assumes full hedging against changes of exchange rates and market prices of diesel oil. Therefore, apart from maintaining the physical product we also hold futures contracts that hedge this product. Valuation of our reserve is a sum of the physical product valuation and valuation of hedging transactions (futures contracts). Thus, this valuation is influenced by the spread between the spot price (at which the company is obliged to value stock) and forward price (at which the company is obliged to value hedging instruments). Depending on the mutual relationship of the shapes of these prices' market curves – we will encounter a positive or negative impact, which you could observe in the past quarters. This time, following the rapid drop of diesel quotations – spot prices decreased much more than forward prices, which resulted in such a negative impact on our books in the amount of as much as PLN -42.2 million and consolidated EBITDA reaching the level of PLN -9.9 million. We would like to stress the fact that this impact is purely of book nature, non-cash and temporary. On the transaction maturity day the forwards and spot prices will be equal, and the total of compulsory reserve valuation and hedging transactions will be equal to zero.

Among the important events of the past quarter it is worth mentioning that Tradea joined the Nasdaq stock exchange as so-called Non-Clearing Member, that is a unit that participates in trade through a clearing institution. Thanks to this the company can trade electricity on the Scandinavian market – the trade commenced in May.

On 25th March of the present year the Management Board of UNIMOT S.A. recommended dividend payment from the profit for 2019 in the amount of PLN 16.1 million, that is PLN 1.97 per share. The Supervisory Board approved the request of the Management Board regarding this issue. The final decision regarding the dividend will be made at the Ordinary General Meeting, which has been planned for 3<sup>rd</sup> June 2020, but the Management Board – after the results of Q1 – upholds the recommended dividend level. For the first time the General Meeting of UNIMOT S.A. will be broadcast live. There will be a possibility of remote participation, including remote voting.

In Q1 2020 we continued the development of AVIA chain – both in Poland and Ukraine. At that time we launched one new station in Poland and four in Ukraine. Lower than assumed number of stations results primarily from suspending the active development of the chain in Poland following the pandemic of COVID-19. The pandemic also negatively impacted the sales at the stations – this could be observed since the second week of March, and particularly in April.

Restrictions related to the coronavirus SARS-CoV-2 also affect our other businesses, while the largest impact, apart from the petrol stations, was observed in the LPG segment and bitumen business. Nevertheless, the segment of diesel and BIO,

which constitutes the majority of our revenues and adjusted EBITDA is still doing well. Until the publication date of the present statements we had not observed a significant decrease in the demand for diesel oil or obstacles in executing contracts for bio-fuels.

In spite of all, the last period means to us a more prudent approach to business and cumulating cash. We also attach great importance to receivables. We implemented a savings plan, which will allow to reduce the costs by over PLN 3 million in the annual grasp. We keep next stages of so-called UNIMOT's Shield up our sleeve and if need be – we are ready to implement them.

Noticing a gradual easing of the restrictions both in Poland as well as other European countries, our outlook on the months to come is moderately calm. We remain cautious, but we have not ceased to utilise market opportunities. We are also slowly returning to the temporarily suspended projects. In the whole situation we attempt to spot chances for us, among others, in Poles' resignation from holiday plane journeys in favour of an intense travel around Poland by car.

Finally, I would like to thank all the employees and colleagues for the commitment in the past quarter. Not only the purely business one, but also in the scope of organising support that we were able to provide together with regard to the COVID-19 pandemic. We began with supporting the Polish Ministry of Health and destining over PLN 1.5 million for the purchase of quick test for the presence of coronavirus SARS-CoV-2. Other actions followed - we founded for the senior citizens from the district of Strzelce Opolskie and Zawadzkie Municipality 10 000 of reusable protective masks. Also, over 750 items of hand disinfectants were provided to various governmental institutions in the Opolskie Voivodeship. This support reached, among others, the branch of the National Health Fund in Opole and County Office in Strzelce Opolskie.

In accordance with our philosophy, in this difficult for all of us period we wanted not only to do our best to secure our business , but also help the others within our capabilities.

Yours faithfully

**Adam Sikorski**

**President of the Management Board of UNIMOT S.A.**

## 2. SELECTED FINANCIAL DATA



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### 2.1 UNIMOT CAPITAL GROUP

	in PLN thousand		in EUR thousand	
	31.03.2020	Comparable data*	31.03.2020	Comparable data*
I. Revenues on sales	1 195 381	868 653	271 906	202 116
II. Profit/loss on operating activity	(15 919)	18 422	(3 621)	4 286
III. Gross profit/(loss)	(12 805)	20 164	(2 913)	4 692
IV. Net profit/(loss) attributable to the owners of Parent Equity	(10 616)	16 222	(2 415)	3 774
V. Net profit/(loss)	(10 616)	16 335	(2 415)	3 801
VI. Net operating cash flows	146 515	38 820	33 327	9 033
VII. Net investment activity cash flows	(189)	100	(43)	23
VIII. Net financial activity cash flows	(3 922)	(3 125)	(892)	(727)
IX. Total net financial flows	130 492	32 971	29 682	7 672
X. Total assets	762 430	687 120	167 482	161 353
XI. Liabilities and provisions for liabilities	526 162	440 184	115 582	103 366
XII. Long-term liabilities	14 747	21 005	3 239	4 932
XIII. Short-term liabilities	511 415	419 179	112 342	98 433
XIV. Equity	236 268	246 936	51 901	57 987
XV. Share capital	8 198	8 198	1 801	1 925
XVI. Number of shares (in thousands of shares).	8 198	8 198	-	-
XVII. Profit/loss per one common share attributable to the owners of Parent Equity (in PLN/EUR)**	(1,29)	1,98	(0,29)	0,46
XVIII. Diluted profit/(loss) per one ordinary share attributable to the owners of Parent Equity (in PLN/EUR)**	(1,29)	1,98	(0,29)	0,46
XIX. Book value per one share (in PLN/EUR)***	28,82	30,12	6,33	7,07
XX. Diluted book value per one share (in PLN/EUR)***	28,82	30,12	6,33	7,07

\* Data for items concerning the statements on financial condition is presented as of 31st December 2019 and for the items concerning the statements on total profits and the statements on cash flows for the period from 1st January 2019 to 31st March 2019.

\*\* as of 31.03.2020 the number of shares used to calculate the profit per one ordinary share and the diluted profit per one ordinary share was 8 198 thousand of shares.

\*\* as of 31.03.2019 the number of shares used to calculate the profit per one ordinary share and the diluted profit per one ordinary share was 8 198 thousand of shares.

\*\*\* as of 31.03.2020 the number of shares used to calculate the book value and diluted book value per share was 8 198 thousand of shares.

\*\*\* as of 31.12.2019 the number of shares used to calculate the book value and diluted book value per share was 8 198 thousand of shares.

The selected financial data was converted into EUR as follows:

The items of assets and liabilities of the statements of financial position were converted into EUR according to the average exchange rate announced by the National Bank of Poland valid as of 31.03.2020 PLN/EUR 4.5523 and for the comparable data as of 31.12.2019 PLN/EUR 4.2585.

Particular items concerning the profit and loss balance and other total profits and cash flows have been calculated according to the exchange rate being an arithmetical average of average NBP exchange rates valid at the last calendar day of particular months, which amounted respectively PLN/EUR 4.3963 (3 months of 2020), PLN/EUR 4.2978 (3 months of 2019).

## 2.2 UNIMOT S.A.

	in PLN thousand		in EUR thousand	
	31.03.2020	Comparable data*	31.03.2020	Comparable data*
I. Revenues on sales	1 163 924	841 780	264 751	195 861
II. Profit/loss on operating activity	(13 823)	18 446	(3 144)	4 292
III. Gross profit/(loss)	(15 779)	16 875	(3 589)	3 926
IV. Net profit/(loss)	(13 024)	13 463	(2 963)	3 133
V. Net operating cash flows	124 548	32 223	28 330	7 497
VI. Net investment activity cash flows	1 547	60	352	14
VII. Net financial activity cash flows	(2 969)	(3 033)	(675)	(706)
VIII. Total net financial flows	111 214	26 426	25 297	6 149
IX. Total assets	719 544	640 479	158 062	150 400
X. Liabilities and provisions for liabilities	488 961	396 872	107 410	93 195
XI. Long-term liabilities	9 391	15 183	2 063	3 565
XII. Short-term liabilities	479 570	381 689	105 347	89 630
XIII. Equity	230 583	243 607	50 652	57 205
XIV. Share capital	8 198	8 198	1 801	1 925
XV. Number of shares (in thousands of shares).	8 198	8 198	-	-
XVI. Profit (loss) per one ordinary share (in PLN/EUR)	(1,59)	1,64	(0,36)	0,38
XVII. Diluted profit (loss) per one ordinary share (in PLN/EUR)**	(1,59)	1,64	(0,36)	0,38
XVIII. Book value per one share (in PLN/EUR)***	28,13	29,72	6,18	6,98
XIX. Diluted book value per one share (in PLN/EUR)***	28,13	29,72	6,18	6,98

\* Data for items concerning the statements on financial condition is presented as of 31st December 2019 and for the items concerning the statements on total profits and the statements on cash flows for the period from 1st January 2019 to 31st March 2019.

\*\* as of 31.03.2020 the number of shares used to calculate the profit per one ordinary share and the diluted profit per one ordinary share was 8 198 thousand of shares.

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\*\*\* as of 31.03.2020 the number of shares used to calculate the book value and diluted book value per share was 8 198 thousand of shares.

\*\*\* as of 31.12.2019 the number of shares used to calculate the book value and diluted book value per share was 8 198 thousand of shares

The selected financial data was converted into EUR as follows:

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Particular items concerning the profit and loss balance and other total profits and cash flows have been calculated according to the exchange rate being an arithmetical average of average NBP exchange rates valid at the last calendar day of particular months, which amounted respectively PLN/EUR 4.3963 (3 months of 2020), PLN/EUR 4.2978 (3 months of 2019).

### 3. COMMENTARY ON THE FINANCIAL RESULTS OF THE UNIMOT GROUP



### 3. COMMENTARY ON THE FINANCIAL RESULTS OF THE UNIMOT GROUP

#### 3.1 PRINCIPAL EVENTS IN Q1 2020 WITH A DESCRIPTION OF SIGNIFICANT ACHIEVEMENTS OR FAILURES OF THE CAPITAL GROUP

##### Building the AVIA stations chain – issuance goal

Following the public issuance of J series shares the Issuer obtained from investors the amount of PLN 96.6 million (net), of which PLN 23 million has been destined for building the chain of AVIA petrol stations based on *master franchising* contracts. The new distribution channel allows for reaching the new segment of fuel customers – retail customers.



As of the balance sheet date the AVIA chain included 51 stations, of which 1 was connected to the chain in 2020. Slower than previously dynamics of including new objects into the chain results primarily from the Group's concentration on stations of highest efficiency potential. The Group is conducting negotiations and talks in several other locations in the territory of Poland and upholds its plan to acquire 200 stations until the end of 2023.

##### Commencing the activity under the AVIA brand in Ukraine

In 2019 the Group also commenced developing the AVIA chain in the territory of Ukraine. Having signed franchise contracts, the process of first stations rebranding began. The Issuer is introducing the brand as franchise at petrol stations, however, for the time being it does not supply fuels to petrol stations in the territory of Ukraine. As of the day of present statements publication the AVIA chain in Ukraine includes in total 8 stations. The plan of AVIA chain development in Ukraine assumes 30 stations until the end of 2020.

##### Investment into blinkee.city

In June 2019 UNIMOT S.A. took over 20 % of shares in Green Electricity sp. z o.o. (in October UNIMOT S.A. purchased additional 5% of shares) operator of blinkee.city platform, which offers services of renting electric bicycles, motor scooters and scooters in Poland and Europe. The amount of the investment is max. PLN 10 million, which comprises the purchased shares and providing Green Electricity with additional financing according to the needs. the Company provides renting of electric scooters, electric bicycles, and motor scooters through the Internet platform blinkee.city in several dozens of cities in Poland and also in Spain, Croatia, Romania, Sweden, Malta, and Hungary. Within the confines of the agreed cooperation the companies are also planning to use the AVIA chain as a centre of electromobility servicing in smaller cities. Noticing the potential of the Polish and European market both companies are willing to continue the development of the sharing economy concept through expanding the fleet in the countries where they are already functioning and also through expansion to other cities and countries.



The surge of the coronavirus COVID-19 in the world and in Poland (which results from the geographical scope of operations of blinkee.city) undoubtedly had a negative impact in the Company's operations, which dropped significantly compared to the revenues achieved in 2019 (especially after the balance sheet date 31.03.2020).

Decisions and recommendations of the authorities in Poland and other European countries consist in applying a possibly large isolation of the society – therefore, limitations were introduced (apart from few exceptions) pertaining to the operations of shopping centres, shops, service businesses, cancelling all the mass events, cultural and sports events, professional work is rendered from home, or the obligation to wear face masks while travelling in the city.

All these factors resulted in an unprecedented drop in the number of people moving from one place to another, and what follows no rentals of scooters, motor scooters and electric bicycles offered by blinkee.city.

As of the preparation date of the present statements the first symptoms and decisions pertaining to reopening the economies in the European countries and Poland could be observed – therefore, the Company assumes the return to the situation prior the coronavirus pandemic within the nearest months.

However, Green Electricity submitted an application for granting financial support within the Financial Shield of the Polish

Development Fund in the part addressed at micro, small and medium-sized companies. The company meets the criteria to request the redemption of 75% of the received financial support amount.

#### Activity under the AVIA brand in China

The company UNIMOT Asia LLC conducts sales and distribution of automotive oils and lubricants under the AVIA brand in China and other countries of the Far East.

Following the pandemic of the coronavirus, the peak of which in China occurred in Q1 2020 and the introduced by the government restrictions in movements and contacts of people and also limitations regarding the exchange of goods inside the country as well as other countries, the sales of the company were very limited.

After the balance sheet date 31.03.2020 as of the preparation date of the present statements the situation on the Chinese market is returning to normal and business operations are being continued. In April, the Company sold 57 tonnes of AVIA oils (including 20 tonnes in China itself) – for comparison in the whole of 2019 Unimot conducted on the Chinese market the sales of slightly over 200 tonnes of AVIA oils.

#### Tradea a member of NASDAQ Commodities

The subsidiary TRADEA Sp. z o.o. has become a member of the Nasdaq stock exchange, which was one of its strategic goals. This will allow the company to trade electricity on the Scandinavian market, which is intended to be commenced in Q2 2020.

Nasdaq is a stock exchange with its main office in the United States and branches all over the world, which provides an opportunity to trade commodities, including electricity and natural gas, which is conducted under the brand of Nasdaq Commodities.



TRADEA has been accepted to Nasdaq Commodities as so-called Non-Clearing Member, that is a unit that participates in trading through a clearing institution, in case of the company Raiffeisen Bank in the Czech Republic. There are about 250 members of Nasdaq Commodities in Europe, coming from over 20 countries. They include producers, distributors, sellers, and large consumers of electricity, as well as banks, stock broking companies, funds, and financial institutions.

#### Concession updates

On 9th March 2020 Unimot S.A. obtained from the President of Energy Regulatory Office new concession decisions in the scope of trading fuels (including abroad), production, storage (including reloading) of liquid fuels. The rights of the Company to conduct the trade activity on the fuel market have been adjusted to the legal regulations and simultaneously the product range has been extended being adjusted to the developing trade requirements of the company.

The updated concessions entitle Unimot to trade liquid fuels in the territory of Poland with the use of, among others, fuel depots and petrol stations as well as foreign trade. Additionally, the Company can now conduct the trade of refinery intermediates and heavy heating oils in their full range, and within the storage concession the Company can render services of reloading and storing liquid fuels. The validity period of all the concessions has been sustained until the end of 2030.

Thanks to the updated concessions Unimot can expand its sales offer, increasing in this way its competitiveness level on the domestic and international fuel markets.

#### Security on the shares of subsidiaries

On 18th March 2020 the Issuer submitted a request for an entry into the Register of Pledges a registered pledge on the shares of subsidiaries (100% of shares in subsidiaries of Tradea Sp. z o.o., Unimot Energia i Gaz Sp. z o.o. and Unimot Paliwa Sp. z o.o.), so as to secure potential recourse claims of the majority shareholder Unimot Express Sp. z o.o. towards the Issuer.

The pledge was entered with relation to mortgages established on immovable property of Unimot Express Sp. z o.o. as a security for one of the credit limit granted to the Issuer and Tradea sp. z o.o. by one of the banks. Recourse claims can arise in case Unimot Express Sp. z o.o. satisfies the bank's claims regarding the abovementioned credit. The value of the credit limit amounts to PLN 59 million, and the maximum value of the security on the shares of subsidiaries amounts in total to over PLN 51 million.

### Eagle (Orzeł) by Wprost

UNIMOT S.A. has received a prestigious award of „Orzeł” (Eagle) by the weekly Wprost in the Business Leader category among the companies with a seat in the Opolskie Voivodeship.



ORŁY” (EAGLES) by WPROST is an award for companies, local governments and prominent persons, whose contribution into the development of economy, region and country is outstanding. These organisations and persons care for Poland on a daily basis not only through great achievements and deeds, but also seemingly trivial decisions and actions, which in everyday struggle create the silhouette of contemporary Poland.

### ISBnews award

In the second edition of the awards and distinctions gala „The Most Reliable in the Polish Economy” the ISBnews agency honoured companies and institutions that conduct their operations transparently, honestly towards contractors and partners and in compliance with the principles of corporate social responsibility.

During this gala UNIMOT S.A. received an award in the category „The Most Reliable in the Fuel and Chemical Sector” for exceeding financial forecasts and building the value for the shareholders.



### SuperBrands Title

Active in over 80 countries organisation Superbrands Ltd. for the second time already chose the best brands on the Polish market. As an outcome of voting by the members of Konfederacja Lewiatan that includes experts of the most influential business organisation in Poland, Unimot was selected among the strongest business brands on the Polish market and was awarded a title of Business Superbrands 2020.



### 3.2 PRESENTATION OF BASIC ECONOMIC AND FINANCIAL SIZES OF THE CAPITAL GROUP

#### Condensed consolidated statements on financial condition

<i>in PLN thousand</i>	31.03.2020	31.03.2019
<b>Fixed assets</b>	<b>129 218</b>	<b>79 706</b>
<b>Current assets</b>	<b>633 212</b>	<b>569 154</b>
Inventory	121 490	206 187
Trade and other receivables	245 602	279 060
Financial resources and their equivalents	182 632	54 342
Other current assets	83 488	29 565
<b>TOTAL ASSETS</b>	<b>762 430</b>	<b>648 860</b>

<i>in PLN thousand</i>	31.03.2020	31.03.2019
<b>Equity</b>	<b>236 268</b>	<b>209 580</b>
<b>Liabilities</b>	<b>526 162</b>	<b>439 280</b>
Long-term liabilities	14 747	35 030
Short-term liabilities	511 415	404 250
<b>TOTAL LIABILITIES</b>	<b>762 430</b>	<b>648 860</b>

Working capital (inventories + receivables + cash resources – trade liabilities) is stable. The high level of cash resources at the end of Q1 2020 results from:

- Growth of cash resources driven by a remarkably high business result in Q1 2020,
- Collection of receivables from the period of higher prices of the product, since the half of March receivables appeared that were based on lower prices (a significant drop of diesel oil prices),
- Low stocks at the end of Q1 2020 (the period prior the ship delivery of product and purchases at lower prices),
- Exchange of a small part of compulsory reserve into ticket agreements.

Inventory level considers operating inventories level and value of the level due to compulsory reserve in the amount of PLN 74.6 million as of 31<sup>st</sup> March 2020 against PLN 118.8 million as of 31<sup>st</sup> March 2019.

Short-term liabilities include working capital facilities for working capital financing and the credit for financing the compulsory reserve in the amount of PLN 93.0 million as of 31<sup>st</sup> March 2020 against PLN 91.2 million as of 31<sup>st</sup> March 2019.

#### Condensed consolidated statements on total revenues

<i>in PLN thousand</i>	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
Revenues on sales	1 176 895	875 309
Profits (losses) on financial instruments hedging sales	18 486	(6 656)
Cost of sold goods, products, and materials	(1 169 453)	(824 614)
<b>Gross profit on sales</b>	<b>25 928</b>	<b>44 039</b>
Other operating revenues	786	2 487
Sales costs	(37 633)	(23 448)
Overheads	(4 957)	(4 916)
Other net profits/losses	107	347
Other operating costs	(150)	(87)
<b>Profit on operating activity</b>	<b>(15 919)</b>	<b>18 422</b>
Financial revenues	5 432	3 606
Financial costs	(2 318)	(1 864)
<b>Net financial costs</b>	<b>3 114</b>	<b>1 742</b>
<b>Profit/(loss) before taxation</b>	<b>(12 805)</b>	<b>20 164</b>
Income tax	2 189	(3 829)
<b>Net profit/(loss) for the accounting period</b>	<b>(10 616)</b>	<b>16 335</b>

In Q1 2020 the Group achieved a growth of revenues on sales against Q1 2019 at the level of 37.6%. In this period the

Group recorded the net result at the level of PLN -10.6 million against net profit of PLN 16.3 million in Q1 2019. Such a level of book results is primarily driven by the impact of liquid fuels inventories valuation and movements of costs over time related to NIT achievement and maintaining compulsory reserves of fuels. The total impact of these factors on the book result amounted to: PLN -42 161 thousand. The details have been presented in item 3.4 of the present statements.

#### Cost by type structure

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Amortisation	(1 518)	(940)
Electricity and materials consumption	(610)	(657)
Foreign services	(32 934)	(20 758)
Taxes and charges	(398)	(265)
Remunerations	(9 191)	(3 117)
Social security and other benefits	(654)	(651)
Other cost by type	(1 980)	(1 374)
<b>TOTAL COST BY TYPE</b>	<b>(47 285)</b>	<b>(27 762)</b>

In Q1 2020 a majority of costs by type remains at the level similar to Q1 2019. A higher value of foreign services results from a larger scale of Group's operating activity. The higher level of remuneration costs includes bonuses for the results in 2019 paid to the members of the Issuer's Management Board (a detailed description of the remuneration scheme for the Issuer's Management Board Members was presented in the Consolidated Annual Statements for 2019) – also reserves created in 2019 for this purpose were released, so these costs do not influence the results of Q1 2020.

#### Results

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
EBIT *	(15 919)	18 422
EBITDA **	(9 861)	22 854
GROSS RESULT	(12 805)	20 164
NET RESULT	(10 616)	16 335

\* EBIT ratio --> defined as *Earnings Before Interest and Taxes*

\*\*EBITDA ratio --> defined as *Earnings Before Interest, Taxes, Depreciation and Amortization*

In Q1 2020 the Group recorded the EBIT result in the amount of PLN -15.9 million against the result of PLN 18.4 million in Q1 2019.

In the scope of EBITDA result in Q1 2020 the Group recorded the result of PLN -9.9 million against PLN 22.9 million in Q1 2019.

Such a level of the results is primarily driven by the impact of liquid fuels inventories valuation and movements of costs over time related to NIT achievements and maintaining the compulsory reserve of fuels. The total impact of these factors on the book results amounted to: PLN -42 161 thousand. The details have been presented in item 3.4 of the present statements.

#### Results adjusted

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
EBITDA Adjusted	32 861	11 084
NET RESULT adjusted	32 106	4 565

Results in Q1 2020 have been adjusted for the following factors:

- Impact of liquid fuels inventories valuation and movements of costs over time related to NIT fulfilment and maintaining compulsory reserve: PLN -42 161 thousand,
- Write-off on a part of investment value (loan to Green Electricity): PLN -600 thousand,
- Other events: PLN +39 thousand.

The abovementioned events of the cumulative negative influence on the book results in Q1 2020 in the amount of PLN -42 722 thousand have been described in detail in item 3.4 of the present statements.

Data regarding the value of adjusted EBITDA in particular periods has been presented on page 1 of the present statements in the chart „Adjusted EBITDA”.

### 3.3 THE INDEX AND COMPARATIVE ANALYSIS OF THE CAPITAL GROUP

The presented below indicator evaluation of the Group was conducted on the basis of the consolidated financial statements for Q1 2020 and the reference period.

#### Financial liquidity

The following ratios were used to assess the financial liquidity:

- **Current ratio - a ratio of current assets to short-term liabilities.** The ratio determining the ability of the Group to repay its current short-term liabilities in the medium term, this is after the realisation of owned stock, short-term financial assets, collection of short-term receivables and use of cash.
- **Quick ratio - a ratio of current assets net of stock to short-term liabilities.** The ratio determining the ability of the Group to repay its current short-term liabilities within a short time, this is after the realisation of short-term financial assets, collection of short-term receivables and use of cash on bank accounts.
- **Cash ratio - a ratio of cash balance to short-term liabilities.** The ratio determining the ability of the Group to immediately repay its current short-term liabilities within a short time, this is only after the realisation of owned cash on bank accounts.

FINANCIAL LIQUIDITY RATIOS	31.03.2020	31.03.2019
Current liquidity ratio	1,2	1,4
Quick liquidity ratio	1,0	0,9
Cash liquidity ratio	0,4	0,1

Liquidity ratio achieved at the end of Q1 2020 remains at safe levels. The possessed experience in the scope of receivables hedging, systematic policy of controlling trade credits and long-term cooperation with financial institutions allow to maintain liquidity ratios at proper levels.

#### Profitability

Profitability analysis is based on a group of ratios allowing to assess the effectiveness of the sales activities of the Group and the impact of individual groups of costs on its financial result:

- **Rate of return on sales** - return on sales sets the efficiency of carried out sales activities, that is, it allows you to specify the part of profit remaining in the company to cover the costs of its operation – after taking into account the direct costs of sale. Similarly, this ratio allows you to determine the effect of Group's direct sale costs on its result.
- **Gross profitability** - determines the performance of activities carried out by the Group, that is, in general allows the assessment part of the income remaining in the Group to cover tax, after taking into account the costs of financial activities and abnormal events. Similarly, this ratio, interpreted in conjunction with the above ratios of profitability, allows the assessment part of the result that is built not by operating activities, but results from the financial activities or impact of the events of extraordinary nature.
- **Net profitability** - determines the revenue percentage of the Group representing its net result, that is after the costs of its activities have been covered: sales, operating, financial and after taxes have been paid.
- **ROE - Return on equity:** a ratio of net profit to average state of equity during a financial year. The ratio allows the investors to assess the performance of utilisation of capital entrusted to the Group. It means the percentage share of funds earned by the Group (net result) that can be paid in the form of a dividend, to the capital brought by investors plus part of cash earned by the Group in previous years (equity).
- **ROA - Return on assets:** a ratio of net profit to average state of assets during a financial year. The ratio allows the investors to assess the performance of utilisation of all assets owned by the Group.

PROFITABILITY RATIO	Q1 2020	Q1 2019
ROE	-4,5%	7,8%
ROA	-1,4%	2,5%
PROFIT RATE ON SALES	2,2%	5,1%

GROSS PROFITABILITY	-1,1%	2,3%
NET PROFITABILITY	-0,9%	1,9%

The drop of profitability ratios at all the analysed levels has been driven by a drop of the achieved result against the corresponding period of the past year. The lower book results in Q1 2019 resulted from the factors that have been presented in detail in item 3.4 of the present statements.

PROFITABILITY RATIOS - adjusted	Q1 2020	Q1 2019
PROFIT RATE ON SALES adjusted	2.7%	1.3%
NET PROFITABILITY adjusted	2,7%	0,5%

The results in Q1 2020 have been adjusted for the impact of liquid fuels inventories valuation and movements of costs over time related to NIT fulfilment and maintaining compulsory reserves of fuels, a write-off on a part of investment (loan to Green Electricity) and other adjustments.

The above-mentioned events of the cumulative positive impact on the book results in Q1 2020 in the amount of PLN -42 722 thousand have been described in detail in item 3.4 of the present statements.

### Efficiency of action

The following ratios were used to assess the efficiency of action:

- **Average collection period (days):** a ratio of trade receivables at the end of a financial year to revenue from net sales x 360. The ratio determines the average period in days which is followed by collection of receivables from invoices issued by the Group. In general, you should strive to minimise this ratio.
- **Creditor (days):** a ratio of short-term receivables against suppliers at the end of a financial year to revenue from net sales x 360 days. The ratio determines the average period in days which is followed by repayment of Group's liabilities. In general, you should strive to maximise this ratio.
- **Inventory turnover (days):** a ratio of average state of inventory at the end of a financial year to revenue from net sales x 360. The ratio determines the average period in days during which the Group holds the stock before sale thereof. Considering the performance, you should strive to minimise this ratio.

OPERATION EFFICIENCY RATIOS	Q1 2020	Q1 2019
Rotation of trade receivables (days)	18	29
Rotation of trade liabilities (days)	17	19
Inventory rotation (days)	9	21
Inventories rotation (days) adjusted for compulsory reserve	4	9

Rotation ratios show similar settlement periods as in the corresponding period of the previous year.

The inventory rotation ratio decreased from 21 days at the end of Q1 2019 to 9 days at the end of Q1 2020, in this due to compulsory reserve. The inventory rotation ratio adjusted for the value of the compulsory reserve decreased from 9 days at the end of Q1 2019 to just 4 days at the end of Q1 2020, which means a very fast rotation of inventories (mainly diesel).

Cash conversion cycle = a cycle from cash to cash

Cash to Cash = inventory cycle + receivable cycle – liability cycle

Cash to Cash = 9 days + 18 days – 17 days = 10 days

Adjusted for the value of compulsory reserve cash conversion cycle amounts:

Cash to Cash = 4 days + 18 days – 17 days = 5 days

The cash to cash cycle decreased from 31 to 10, i.e. by 21 days compared to the corresponding period of the past year.

### Debt assessment

The assessment of the degree of debt of the Group was made based on the following ratios:

- **Asset coverage ratio:** a ratio of the sum of equity value to the sum of total assets. The ratio determines the degree of coverage of the assets of the Group by its owned equities.
- **Debt ratio:** a ratio of total liabilities amount to value of assets in total. The ratio specifies to what extent the Group's

assets were financed with debt.

DEBT RATIO	31.03.2020	31.03.2019
Total debt ratio	69,0%	67,7%
Equity/assets ratio	31,0%	32,3%
Equity to fixed assets ratio	182,8%	262,9%
Total debt ratio adjusted for credit for compulsory reserve	64,7%	62,4%

Debt ratios at the end of Q1 2020 remain at the level similar to the end of Q1 2019, which means that significant sources of external financing of the activity conducted by the Group have not changed.

**A positive evaluation of the above-mentioned ratios constitutes a basis for a positive evaluation of Group's capability to fulfil contracted liabilities and proves lack of threats in this scope.**

### 3.4 PRINCIPAL FACTORS AND EVENTS AFFECTING THE GROUP'S RESULTS IN Q1 2020 THAT MAY AFFECT GROUP'S OPERATIONS IN THE SUBSEQUENT QUARTERS

#### LIQUID FUELS TRADE SEGMENT

##### Diesel and Bio-fuels

In Q1 2020 the Group continued sales of diesel, petrol and bio-fuels taking advantage of the favourable market environment.

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [m3]	315 143	220 184	43,1%
Total revenues	1 035 140	754 006	37,3%
EBITDA	(15 795)	19 148	-
EBITDA Adjusted	26 366	7 378	257,4%
Profit/(loss) for the period	(17 403)	17 279	-
Profit/(loss) for the adjusted period	24 758	5 509	349,4%

In Q1 2020 the Group sold over 315 th. m3 of liquid fuels and bio-fuels, which was up by 43.1% against the corresponding period of the past year. The consequence of the growth of volumes is the recorded growth of revenues to PLN 1 035.14 million (up by 37.3% yoy).

The results in Q1 2020 have been adjusted for the impact of liquid fuels inventories valuation and movements of costs over time related to NIT fulfilment and maintaining compulsory reserves of fuels. The total impact of the adjustments for the segment's result amounted to: PLN -42 161 thousand.

The decisive factor about such a high level of adjustments in Q1 2020 was the valuation of the compulsory reserve of fuels – this is a typically book event, non-cash and shall not be treated as an element of business efficiency.

The negative valuation of the compulsory reserve results exclusively from a large spread between spot prices (valuation of the physical product) and forwards (valuation of instruments hedging this product) of diesel oil on the last day of Q1 2020 and does not mean a real loss of value of the Group's inventories. The change of the diesel oil valuation based on the spot price is of a global nature and results from an unprecedented drop in prices of this product in March the present year. On the transaction maturity day the forwards and spot prices will be equal, and the impact of the valuation will be neutral.

The achieved EBITDA in Q1 2020 amounted to PLN -16.0 million and adjusted EBITDA PLN 26.4 million (up by 257.4% yoy). The net profit for Q1 2020 amounted to PLN -17.4 million and the adjusted net profit PLN 24.8 million (up by 349.4% yoy).

#### The results in Q1 2020 in this segment were driven primarily by the following factors:

- **Higher yoy sales volumes of diesel and petrol**
- **Higher levels of trade margins on diesel yoy** - higher levels of margins were driven primarily by more favourable market situation (including problems of one of the competitors, which was effectively used by the Group) and high land premium,
- **Higher yoy sales volumes of bio-fuels** – once again the Group managed to win more tenders than it had been assumed. This occurred as a result of effective business activities and market changes (a decreased number of bio-fuels customers on the market in connection with cessation of activities by one of the competitors),
- **Lower yoy prices of diesel oil** – lower prices of diesel oil decreased the business capital intensity and decreased the cost of import as well as maintaining the compulsory reserve,
- **Diesel compulsory reserve valuation and justified movements** - prices of diesel stored by Unimot for compulsory reserve are hedged by the Group through futures transactions, therefore, they are not affected by a nominal change in the level of fuel prices. However, the valuation is affected by the spread between the spot price (according to which the Group is obliged to value stock levels) and the and forwards price (according to which the Group is obliged to value hedging financial transactions). On the day of transaction maturity the spot and forwards prices and the impact of valuations will be neutral.

In connection with the abovementioned level of compulsory reserve and the market situation – the book result

achieved by the Group consider the impact of reserve valuation following the change in the difference between the spot and future price.

In the future, on the assumption that the compulsory reserve is physically maintained, one should expect further burdens to the book result for this reason (in the long term the moment the hedging futures are mature, the differences in reserve and futures valuation will be offset).

**The results of future periods will primarily be affected by the following factors:**

- **Land premium level** (difference between the price on the local market and price in the ports where fuel is supplied to the country) for diesel – the dominant assortment in the Group’s sales structure. The level of land premium determines the area of possible to achieve trade margin net of logistics costs (transport costs, costs of transshipment services, quality examination), costs of renting the capacity of fuel bases, costs of securing receivables (following the trade security policy adopted by the Group), and also costs of NIT obligation fulfilment.
- **Dynamics and direction of diesel prices changes** – high dynamics of growth has a negative impact, high dynamics of drops - a positive impact.
- **Market structure** (contango/backwardation).
- **Volume of working capital** indispensable to finance achieved turnovers, which depends on the level of fuel prices on the markets and prolonging possessed working capital facilities.
- **Demand and supply situation in Europe, especially in Poland**, especially in the context of the restrictions introduced following the pandemic of coronavirus COVID-19.

## LPG

In Q1 2020 the Group continued LPG trading, primarily focusing on wholesale.

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [T]	48 387	36 501	32,6%
Total revenues	93 181	71 819	29,7%
EBITDA	2 648	2 307	14,8%
Profit/(loss) for the period	2 525	2 124	18,9%

Since the beginning of 2020 we could observe a favourable market situation, which was effectively utilised by the Group. In the second half of March 2020 the market environment changed diametrically. Following the pandemic of the coronavirus COVID-19 the demand for autogas, the main product sold by the Group in this segment, dropped significantly.

Despite this situation, in the whole of Q1 2020 the Group achieved higher by 32.6% volumes, which amounted 48.4 thousand of tonnes. This also translated into significantly higher revenues: PLN 93.2 million (up by 29.7% yoy).

The achieved in Q1 2020 EBITDA amounted to PLN 2.65 (up by 14.8% yoy). The profit for Q1 2020 amounted to PLN 2.53 million (up by 18.9% yoy).

**The results in Q1 2020 in this segment were primarily driven by the following factors:**

- **utilising alternative gas supply sources to own depot** – in Q1 2020 similarly to the Group utilised not only rail but also road transport, which ensured which ensured better predictability and more favourable margins in the situation of price changes.
- **utilisation of hired trains** - to transport LPG the UNIMOT Group utilises primarily services of external entities. In 2019 it additionally decided to hire a train, which increased flexibility and speed of reaction as well as a possibility of using new market opportunities. It also allowed for further development of International sales.

In the future periods the greatest impact on the Group’s operations in the LPG area will constitute the supply situation on the market connected with the planned limitation of product supplies to Poland by the major supplier and development of the situation related to the pandemic of coronavirus COVID-19.

## GASEOUS FUELS

The Group conducts activity in the scope of trading, sales, and distribution of natural gas with the use of inhouse

infrastructure (gas network, LNG regassification stations), foreign infrastructure, Polish Power Exchange and abroad.

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [GWh]	240,4	85,3	181,8%
Total revenues	22 066	11 147	98,0%
EBITDA	3 192	706	352,1%
Profit/(loss) for the period	2 669	342	680,3%

In the natural gas segment Q1 2020 was a record one with regard to volumes. The Group sold 240.4 GWh of natural gas, that is by 181.8% more than last year. A growth was recorded by the companies that conduct sales with the use of inhouse infrastructure (thanks to new contracts with previous industrial customers), as well as Unimot Energia i Gaz (following the development of sales also to larger than previously enterprises). However, the decisive influence on such a growth in the Group belonged to the development of wholesale in Unimot S.A.

Revenues from external customers of this segment amounted to PLN 22.1 million (up by 98.0% yoy), EBITDA reached the level of PLN 3.19 million (up by 352% yoy), and the net profit PLN 2.67 million (up by 680% yoy).

**Such positive results in Q1 2020 in this segment were primarily driven by the following factors:**

- Higher yoy volumes of wholesale,
- Higher yoy sales and distribution tariffs in UNIMOT System and its subsidiary Blue LNG,
- Higher yoy sales volumes in UNIMOT System following new, additional contracts with previous industrial customers,
- Higher yoy sales volumes in UEiG following the extension of the customer portfolio with new customers.

As of the preparation date of the present statements the pandemic of coronavirus COVID-19 did not negatively influence the operations of natural gas companies.

The results of the future periods will be influenced primarily by market prices of natural gas, level of new tariffs in UNIMOT System and Blue LNG, acquisition of new customers as well as development of wholesale.

## ELECTRICITY

The Group continues the development of electricity sales project as an element of implementing its strategy of creating a multi-energy sales offer. This segment comprises wholesale electricity trading through exchange and brokerage platforms of Tradea Sp. z o.o. and sales of electricity by Unimot Energia i Gaz Sp. z o.o. to final customers with the use of foreign infrastructure.

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [GWh]	583,6	431,7	35,2%
Total revenues	27 041	24 003	12,7%
EBITDA	2 888	2 506	15,2%
Profit/(loss) for the period	2 826	2 488	13,6%

The segment recorded a growth of sales volumes from 431.7 GWh in Q1 2019 to 583.6 GWh in Q1 2020 (up by 35.2% yoy). The growth was recorded both in the area of electricity wholesale through exchange and brokerage platforms in Tradea Sp. z o.o. as well as sales of electricity by Unimot Energia i Gaz Sp. z o.o. to final customers.

According to the valid since 2018 IFRS 15 revenues on the trading activity of Tradea Sp. z o.o. are included directly into the financial revenues/costs (this refers to the amount of PLN 109.8 million of revenues in Q1 2020 and PLN 88.7 million of revenues in Q1 2019) and therefore the level of revenues in the statements is not proportional to the level of presented volumes.

The segment recorded an improvement of the result from PLN 2.49 million in Q1 2019 to PLN 2.83 million in Q1 2020 (up by 13.6% yoy) and EBITDA from PLN 2.51 million in Q1 2019 to PLN 2.89 million in Q1 2020 (up by 15.2% yoy).

The companies Tradea Sp. z o.o. and Unimot Energia i Gaz Sp. z o.o. achieved results accordant with the budget for 2020.

Future revenues from contracts signed with customers by Unimot Energia i Gaz Sp. z o.o. as of 31<sup>st</sup> March

2020 are as follows:

<i>in PLN thousand</i>	<b>01.04.2020 - 31.12.2023</b>
Future revenues in the period of 01.04.2020 - 31.12.2023	140 892
Gross profit on sales	23 124
Cost of contract acquisition	(8 708)
<b>Profit on sales</b>	<b>14 414</b>

#### Events after the balance sheet date

The surge of the coronavirus COVID-19 in Poland affected the operations of Unimot Energia i Gaz Sp. z o.o. Due to the fact that the signed contracts for electricity supply pertain to future periods as of the preparation date of the present statements the development of the coronavirus pandemic had not influenced neither the level of revenues nor the presented financial results. The restrictions related to the pandemic, among others, restrictions (apart from few exceptions) pertaining to the operations of shopping centres, shops, service businesses, restaurants, hotels, and guest houses may result in serious consequences for companies and enterprises that lost the majority of their revenues.

Expecting problems for a number of companies from the SME sector (main group of the Company's customers) and also due to lack of credible forecasts as to the end of the pandemic, on 01.04.2020 the Company ceased to sign new contracts for the supplies of electricity and gas.

As of the preparation date of the present statements first symptoms and decisions pertaining to reopening the economy in Poland can be observed – therefore, the Company assumes that the situation will return to the state prior to the coronavirus pandemic within the nearest months. Should this scenario come true, the Company will return to an active acquisition of new contracts.

#### AVIA Solar

At the same time the Company undertook actions aimed at commencing the offer of sales, assembly and servicing PV panels for the business segment and individual customers under the AVIA Solar brand. Commencing the activity in this scope accompanied by an intense marketing action and image campaign is planned for Q2 2020. As of the preparation date of the present statements first contracts for sales and assembly of PV installations had been already signed.



#### OTHER ACTIVITY

##### PETROL STATIONS

The segment's revenues include the revenues on fuel sales at the Issuer's own stations and investment charges, fixed and other charges received from franchised AVIA station. EBITDA includes additionally a fixed charge for each sold litre of fuel at franchise stations (moved from the segment Diesel and bio-fuels – wholesale of fuel).

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [M litres]	22,2	14,5	52,7%
Total revenues	8 781	7 206	21,9%
EBITDA	(277)	(209)	-
Profit/(loss) for the period	(505)	(284)	-

In Q1 2020 all the AVIA stations (in Poland and Ukraine) sold 22.2 million litres of fuels, which constitutes a growth by 52.7% against the previous year. The growth of volume was primarily driven by the greater number of stations in the AVIA chain. A negative impact on the achieved volumes had restrictions introduced following the pandemic of coronavirus COVID-19, which could be observed since the second week of March 2020, both in the drop of sales of fuels as well as non-fuel products.

The revenues in this segment grew by 21.9% yoy in Q1 2020 and amounted to PLN 8.8 million. EBITDA reached the level of PLN -0.3 million and the net profit PLN -0.5 million.

### OTHER PETROLEUM PRODUCTS

The segment comprises sales of bitumen products as well as engine oils and lubricants under the AVIA brand.

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>	<b>change %</b>
Sales volume [T]	5 755	-	-
Total revenues	7 987	308	2493,2%
EBITDA	(508)	(25)	-
Profit/(loss) for the period	(515)	(35)	-

Both, the businesses of bitumen products and oils appeared in the UNIMOT Group in H2 2019.

The segment of bitumen products is characterised by seasonability – the season begins at the end of the 1<sup>st</sup> quarter of the year. This year it was delayed due to the pandemic of coronavirus COVID-19, as a result the sales in this quarter were significantly lower than the assumptions.

Engine oils were also affected by the coronavirus pandemic – as a result at the beginning of Q1 2020 the sales to China were hindered, then totally blocked (in China the peak of the pandemic occurred a few months earlier than in Europe). In Q1 2020 the Group conducted sales of oils to Ukraine.

Altogether, in the whole of Q1 2020 almost 5.8 thousand tonnes of products were sold within this segment. The revenues in Q1 2020 amounted to PLN 8.0 million, result for the period PLN -515 thousand and EBITDA PLN -508 thousand.

### 3.5 DESCRIPTION OF FACTORS AND EVENTS, INCLUDING UNUSUAL ONES, SUBSTANTIALLY INFLUENCING THE CONDENSED FINANCIAL STATEMENTS

The most important factors that influence the financial results in the Group's operating segments (diesel, bio-fuels, LPG, natural gas, electricity, petrol stations and other petroleum products) have been presented in item 3.4 of the present statements.

Additionally, the factor that influences the financial results is independent maintenance of compulsory reserve of fuels:

- In accordance with the Law on Obligatory Stocks (the Law of 16 February 2007 on stocks of petroleum, petroleum products and natural gas and the principles of proceedings in the situations of state's fuel security threat and disturbances on oil market, i.e. (Journal of Laws. 2014 pos. 1695, with future amendments) the Company is obliged to maintain compulsory reserves of fuels.

The company fulfils this obligation primarily in the form of physical maintenance of fuel reserves (a small part is fulfilled in the form of charges (tickets) for external companies – fulfilling this obligation on behalf of the Issuer).

After the balance sheet date the Company signed an annex to the credit agreement, which enables purchases of diesel oil stored for an independent creation of compulsory reserve, prolonging its validity period until 31st May 2021. In Q1 2020 the Company signed annexes to agreements with fuel depots operators, which enable the Issuer to use storage space for independent creation of diesel oil compulsory reserve for the period until 31<sup>st</sup> December 2020. Additionally, the Company signed an agreement with another fuel depot operator to use storage space for independent creation of diesel oil compulsory reserve for an indefinite period of time.

Concluding the aforementioned agreements and independent maintenance of compulsory reserve combined with concluding transactions hedging diesel market price, significantly decrease the cost of maintaining compulsory reserves, compared to charges (tickets) for external companies.

### 3.6 DESCRIPTION OF BASIC THREATS AND RISK CONNECTED WITH THE REMAINING MONTHS OF THE FINANCIAL YEAR

In the Group's opinion, one of the most important factors that may affect the Group's operations in the future is the availability of working capital necessary to finance a further increase in turnover, as well as to finance the purchase of mandatory reserves in subsequent periods. The amount of working capital necessary to finance depends on the level of fuel prices in the markets (especially diesel prices). It will also be important to extend working capital loans and to allocate cash resources in the amount enabling repayment of loans from related entities, or in an optimal scenario to extend the repayment deadline for these loans.

#### Other factors significant for the development of the Capital Group:

- **Interest rate level** - the Group uses external sources of financing (mainly credits and loans in PLN, and also USD and EUR) the cost of which depends on the level of interest rates. In recent years there has been a significant decline in market interest rates which had a positive impact on debt servicing costs. The negative impact of the coronavirus pandemic on the economy (especially after the balance sheet date 31.03.2020) resulted in a decrease of interest rates to the level below 1 %, which influences the drop of interest costs. In the perspective until the end of 2020 the Group foresees these levels will be maintained.
- **Exchange rate level** – the Group sells on the domestic market and exports, while purchases of fuels are mostly carried out on foreign markets and settled in foreign currencies. The main currencies used for export transactions are EUR and USD. In case of an acquisition the settlement currencies are USD, EUR, and PLN. The effect of the exchange rates on the Group's activity is neutralised by the used hedging instruments.
- **Costs of renting tanks at fuel depots** – in several previous years they were at a stable level, the Group does not also foresee significant changes of these costs in the future. However, further growth of fuel sales volumes will result in a growth of total costs. Rates of taxes and charges and other administrative regulations related to the fuel market – their increase may limit the demand on the side of customers and therefore influence the growth of competition and decrease of Group's revenues or margins.
- **Level of raw material prices** – the business model of the Group mainly relies on the purchase of liquid and gaseous fuels abroad or in Poland, its distribution and subsequent sale. The lack of price stability of liquid and gaseous fuels in Poland and abroad has a significant impact on the margins achieved and consequently on the results obtained by the Group. Additionally, a sharp increase in prices of energy carriers may lead to decrease in consumption, which may translate into deterioration of the financial standing of the Group.
- **Land premium level** (difference between local market price and the price in the port fuel is delivered to the country) – the dominant assortment in the Group's sales structure. In practice, the amount of land premium results from the level of trade margin achieved by domestic petrochemical concerns in the segment of production and trade. The amount of land premium determines the area of possible to achieve by the Issuer trade margin net of logistics costs (costs of transport, transshipment, quality control), costs of fuel bases capacity hiring, receivables insurance costs (following the adopted by the Group trade security policy) and also cost of fulfilling the NIT obligation.
- **The grey market in fuel trading** - unfair practices of some entities concern the sale of fuels without paying due fees and taxes and in violation of applicable regulations and laws. This results in decrease in competitiveness and reduction in demand for products offered by the Issuer and its subsidiaries, which may adversely affect the financial results achieved. The Group, having many years of experience on the market, is aware of all kinds of restrictions and risks associated with the grey market. The Group takes into account the possible impact of additional costs related to concession fees or hedge of the risk of solidary VAT in the business and the financial forecasts. Transport package adopted in 2017 imposing the obligation of digital registration of transported goods, including liquid fuels, which enables to register and monitor them by means of satellite systems together with fuel package adopted in 2016, significantly limited the grey market in fuel trade, in the opinion of the Group. In the perspective until the end of 2020 the Group assumes that the present situation will remain the same.
- **Costs of achieving National Indicative Target** - The Group's business is affected by the necessity to achieve a minimum annual share of biocomponents and other renewable fuels in the total volume of liquid fuels and liquid biofuels sold or disposed of, or used in any other form for own use, in accordance with the coefficients – the National Indicative Target and the National Reductive Coefficient. Revision of the legislation of 22 July 2016, introduced an obligation to realise the National Indicative Target to at least 50% (calculated according to the calorific value) using the biocomponents contained in liquid fuels to the act on Biocomponents and Liquid Biofuels. This causes the need for use of logistics or

storage infrastructure in order to carry out the required blending (physical composition of fuels with biocomponents). The required under the new law activities are performed as services by operators of fuel depots utilised by the Issuer. The costs of NIT achievement that comprise the level of the National Indicative Target, the level of the National Reductive Coefficient, costs of fuel blending, have an impact on the achieved trade margin, which directly influences the Group's results.

- **Plans of purchasing the shares of Grupa LOTOS S.A. by PKN ORLEN S.A.** – on 26th August 2019, an agreement was signed between PKN ORLEN S.A. and the State Treasury and LOTOS S.A. Group regarding conducting the transaction of acquiring the shares of LOTOS S.A. Group by PKN ORLEN S.A. from the State Treasury. The agreement confirms the new framework structure specified in the letter of intent concluded on 27th February 2018 and indicates the further direction of the consolidation venture aimed at purchasing the majority block of shares by PKN ORLEN S.A. in Grupa Lotos S.A.. Both entities realise their margins in the production as well as wholesale and retail sale. It is difficult to foresee the policy of the merged entity with relations to margins in particular segments. The merger requires a consent of the OCCP, which may impose additional conditions to be met. As of the date of the present statements preparation PKN ORLEN continues the talks with the European Commission regarding taking over the LOTOS Group. The European Commission having issued in March the present year the Statement of Objection and submitting by PKN ORLEN S.A. a proposal of countermeasures conducted so called market test among the interested entities. According to the press information PKN ORLEN is awaiting the final decision of the European Commission until the end of June.

### 3.7 LEVEL OF GROUP'S STRATEGY IMPLEMENTATION AND REFERENCE TO FINANCIAL RESULTS FORECASTS

In June 2018, the UNIMOT Group prepared and announced the Strategy for the years 2018-2023. Below, the Issuer presents major strategic goals together with a comment on their implementation:

- **Achieving PLN 75 million EBITDA in 2023**

The UNIMOT Groups strives for annual growth of EBITDA by adopting a series of strategic initiatives, developing the diesel business as well as LPG, natural gas, and electricity, and for several months also bitumen products. Ultimately, the EBITDA result will be also largely contributed by the systematically expanded chain of AVIA petrol stations.

An element of the published strategy constituted the forecasts of the consolidated adjusted EBITDA for the years 2018-2023. The Company assumed the following levels: 2018 = PLN 12 million (book EBITDA), 2019 = PLN 34.0 million, 2020 = PLN 44.2 million, 2021 = PLN 54.3 million, 2022 = PLN 64.9 million, 2023 = PLN 74.8 million.

For the year 2018 the UNIMOT Group achieved the consolidated EBITDA result (book one) in the amount of PLN 13.5 million, i.e. exceeding the forecast value of PLN 12 million by 12.6%.

During 2019 the Company several times updated the forecast of the consolidated adjusted EBITDA for 2019. On 5th August 2019 (CR 21/2019) to the level of PLN 46.2 million, on 14th November 2019 to the level of PLN 57.6 million (CR 30/2019) and on 11<sup>th</sup> December 2019 (CR 32/2019) to the level of PLN 61.4 million. The achieved result reached the level of PLN 63.7 million, which means that the last forecast was exceeded by 3.7%.

On 11<sup>th</sup> December 2019, the Company informed in the current report NO 32/2019 about the update to the forecast of consolidated adjusted EBITDA for 2020 to the level of PLN 62.3 million. Simultaneously, it informed about changes to its previous information policy in the scope of publishing financial forecasts for the years to come. The Management Board of the Company decided to cancel the forecast of the consolidated adjusted EBITDA for the subsequent years (2021-2023) and publish it each time at the end of the preceding year.

The decision of the Management Board was related to external factors, independent of the Company, primarily significant market changes that occurred since the Strategy had been adopted (problems of one of the competitors) and which may (according to the announcements will) occur in the future (among others, a fusion of the two main fuel concerns). The aforementioned circumstances are highly likely to have an impact on the forecasts for the future years and assessing this impact as of the present statements publication date was impossible.

- **Increased business efficiency measured by the ROCE index (calculated as EBITDA / assets net of short-term liabilities) – in 2023 ROCE = 15%**

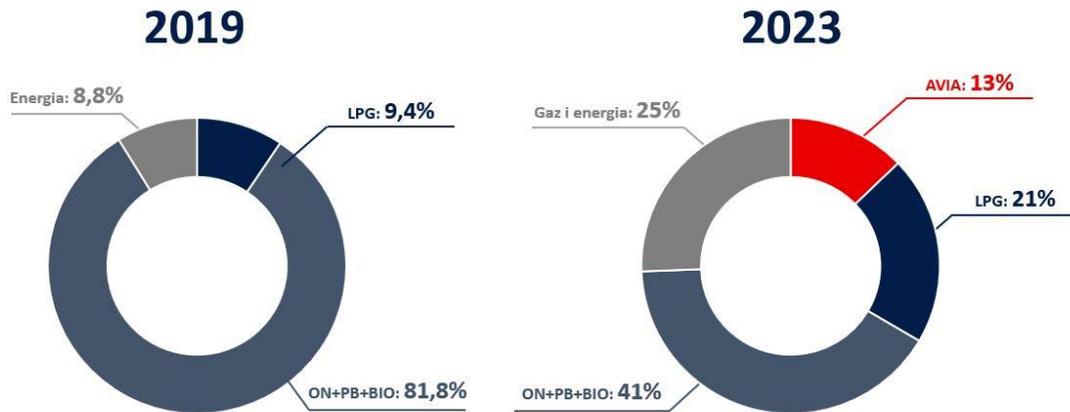
The UNIMOT Group is going to systematically improve efficiency of all businesses ultimately reaching the ROCE index at the level of 15%. To do so, it undertakes a number of actions – both on the revenue as well as cost side. At the end of 2019, the ROCE index (calculated as EBITDA / fixed assets net of working capital) amounted to 28.3%, that is more than the assumed level 15% for the year 2023.

- **Activity diversification – generating in 2023 70% of EBITDA from intensively developing businesses beyond diesel**

The UNIMOT Group is developing and enlarging the scale of all conducted businesses. However, the fastest changes are assumed in the areas beyond diesel, which previously constituted the basis of the Issuer's activity. This is carried out primarily through:

- growth of the number of stations in the AVIA chain to 200 in 2023 at an assumption to concentrate on most prestigious locations,
- creation of a new source of profits in the form of non-fuel products sold at AVIA stations,
- developing the sales of LPG, mainly through further development of wholesale and intensification of sales in the scope of autogas,
- development of attractive business areas in the scope of electricity and natural gas in response to future market trends (e.g. LNG stations),
- optimisation of assets in the natural gas business.

In addition, in August 2019 the UNIMOT Group decided to enter into a new segment of operation and commence import and sales of bitumen products in Poland – this supplemented the Group's offer in the area of petroleum products. Bitumen products are sold on the Polish market under the AVIA Bitumen brand. Since 2019 the UNIMOT Group has been also developing the sales of oils in China and Ukraine, assuming increased sales and entering new markets in the subsequent years.



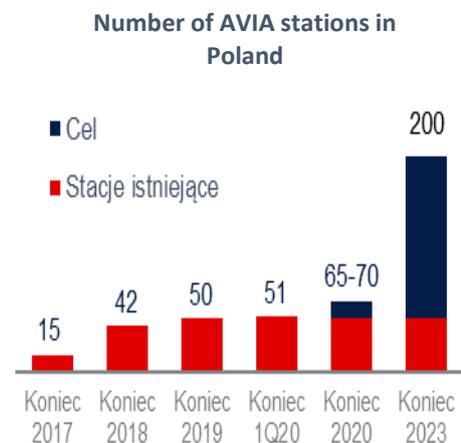
▪ **Development of AVIA chain in Poland – 200 petrol stations until the end of 2023**

One of the most important elements of the strategy for the years 2018-2023 is a dynamic development of the AVIA chain. The Issuer's goal is to own 200 of AVIA petrol stations in 2023. To achieve this assumption the Company wants, among others, to increase the attractiveness of franchise offer through: introduction and development of a fleet card, increased elasticity of cooperation terms depending on the station's potential, creating several flagship stations, and expanding the offer with new products and services. In 2019 the Company focused on the changes in the team in charge of the chain's development and streamlining the shop concept following the current trend of moving the weight from the fuels themselves to non-fuel products and services.

At the end of 2019, the AVIA chain included 50 stations, where 12 of them were connected to the chain in 2019 (four were excluded due to chain optimisation process). In Q1 2020 another station was incorporated into the chain and as of 31.03.2020 the AVIA chain in Poland included 51 stations.

The lower dynamics of connecting new facilities to the chain than before results mainly from the Group's concentration on stations with the highest efficiency potential.

Simultaneously, the UNIMOT Group has been developing the AVIA chain in Ukraine. At the end of Q1 2020 there were 8 stations under the AVIA brand in this country. Their number is expected to reach 30 until the end of 2020.



▪ **Annual dividend payment in the amount of min. 30% of net profit of UNIMOT S.A.**

According to the dividend policy in force, in case net profit is achieved in the given fiscal year, the Management Board will recommend to the General Meeting of the Company to pay an annual dividend in the amount of min. 30% of the standalone net profit achieved in the given financial year.

Dividend for the year 2017 was paid on 19th June 2018. The Ordinary General Meeting of the Company decided to pay PLN 13.9 million of dividend (PLN 1.70 per share), which constituted 55.1% of standalone net profit.

In 2018 the standalone net result of UNIMOT S.A. was negative.

On 25th March 2020, the Management Board of UNIMOT S.A. recommended dividend payment from the profit for 2019 in the amount of PLN 16.1 million, that is PLN 1.97 per share. The Supervisory Board approved the request of the Management Board regarding this issue. The final decision regarding the dividend will be made at the Ordinary General Meeting, which will take place on 3<sup>rd</sup> June 2020.

▪ **Asset optimisation**

**Disinvestment in the natural gas area**

On 31st December Unimot S.A. concluded an agreement regarding a partial disinvestment in the natural gas area, which covers a venture carried out jointly with Blue Line Engineering S.A. under the investment agreement of 12 February 2014 (Current Report NO 6/2014) as amended.

Under the signed agreement Blue Line Engineering S.A. and Unimot S.A. transferred the ownership of shares in the companies:

- Blue Line Engineering S.A. transferred to Unimot S.A. owned shares in Unimot System Sp. z o.o., which also includes the company Blue LNG Sp. z o.o.,
- Unimot S.A. transferred to Blue Line Engineering S.A. shares owned in Blue Cold Sp. z o.o.

The parties also settled mutual receivables and liabilities related to previous financing of the operations of the aforementioned subsidiaries. The total amount of the transaction is PLN 12.64 million. Following the settlement of the transaction Unimot S.A. will pay Blue Line Engineering S.A. the amount of PLN 4.0 million.

The decision was made in relation to the adopted Capital Group's Strategy for the years 2018-2023, in which the Issuer assumes, among others, gas assets optimisation and concentration on most margin-efficient businesses.

The Issuer's Capital Group will continue the development of natural gas sales and distribution by UNIMOT System Sp. z o.o., whose operating and financial standing has been gradually improving since mid-2018..

The Company assumes that the optimisation of gas assets will enable the gas segment to generate positive EBITDA in the years to come, which will positively contribute to the EBITDA of the whole Group. In 2019 EBITDA of Unimot System amounted to PLN 1.2 million and Blue LNG PLN 0.9 million.

### Sale of LPG cylinders business

In June 2019, the process of selling the business of LPG cylinders by Unimot S.A. to Gaspol S.A. was completed. It was conducted through a transfer for payment of the rights and obligations arising from the contracts concluded with customers of LPG in cylinders along with a part of assets related to this business in the locations conducting sales of cylinders: Zawadzkie, Częstochowa, Świdnica, Niwnica and Jordanów. The decision to sell this segment resulted from the implementation of the Issuer's strategy that assumes focusing only on the most margin-effective businesses of high growth potential. In the LNG segment the Issuer intends to focus on other more promising areas, primarily wholesale of LPG. The premises of the gas bottling plant in Zawadzkie remained the property of Unimot S.A.

### 3.8 SHARES OF UNIMOT S.A. ON WSE

The year 2020 did not begin positively for financial markets – primarily due to a dynamic spread of the pandemic of coronavirus COVID-19. Following the uncertainty and fears of the markets at the end of February one could observe a slump on the stock exchanges in the whole world – the last week of February was the last since the infamous financial crisis of 2008.

Next record drops occurred on 9th March 2020 when the panic related to the coronavirus COVID-19 was intensified by the price war between crude oil producers. On this day, the price of crude oil dropped by almost 30%. The S&P 500 index was down by 7.6%, Dow Jones Industrial at the end of the quotations was 7.8% below the line, and Nasdaq 7.3%. The British FTSE 100 lost 7.69%, the French CAC 40 was down by 8.39% and the Italian FTSE MIB – as much as by 11.17%. WIG was by 7.28% in the red, WIG20 recorded a loss of 7.87%, and mWIG40 dropped by 6.22%.

A few days later, 12.03.2020, deeper drops were observed at the Stock Exchange – WIG20 recorded the worst session in its history. In the period from 20th February to 20th March this year WIG lost 28.99%, and WIG20 29.63. In the whole of Q1 2020 WIG was down by 28.8%, and WIG20 by 29.7%.

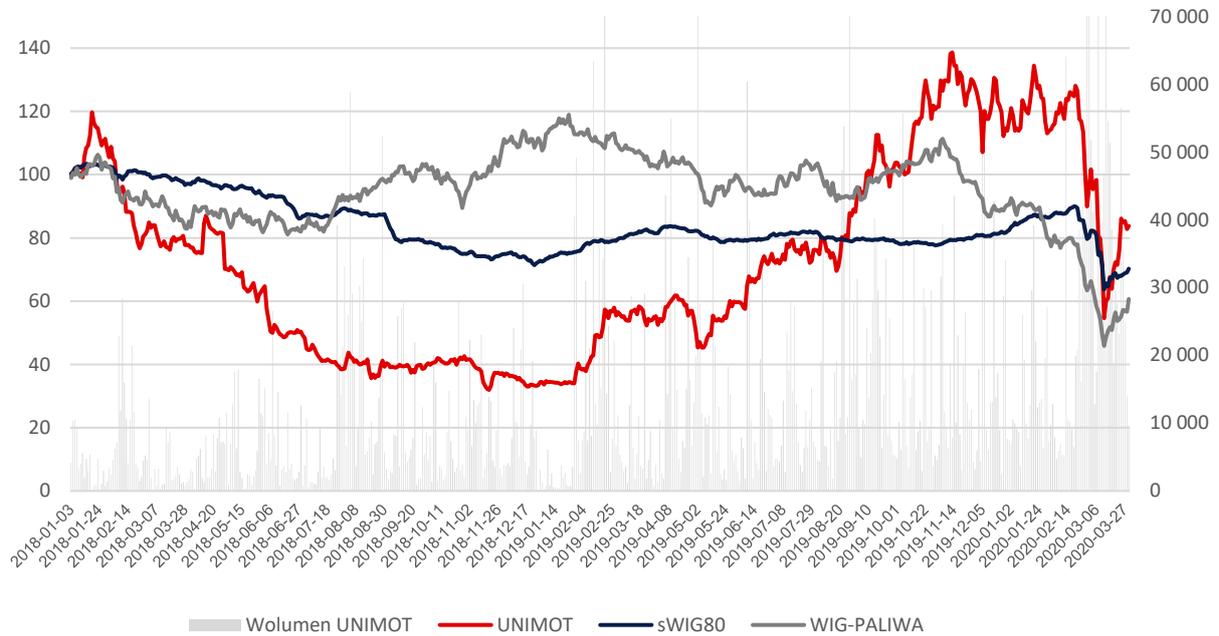
At the end of Q1 2020 there were 399 domestic companies quoted on the Main Market of the Warsaw Stock Exchange of total capitalisation PLN 404.2 billion and 48 foreign companies of the total value of PLN 377.8 billion. The value of stock trading within the order book in Q1 2020 amounted to PLN 61.1 billion.

The price of the shares of UNIMOT S.A. followed the market trends, but despite the positive information regarding financial results for 2019 and sales results for the first months of 2020 – drops were even deeper. In the last week of February it dropped by 29.84%, on 9th March this year it decreased by 17.9%, and on 12th March this year by 23.5%. Since the half of March the price of UNIMOT's shares was again in the growing trend. Altogether, within Q1 2020 the price dropped by 26.28% and as of 31.03.2020 amounted to PLN 19.95. At that time it oscillated in the range from PLN 12.9 (on 16th March) to PLN 32.9 (on 21st January). At the end of Q1 2020 the market value of UNIMOT S.A. reached the level of PLN 163.5

million, while the book value amounted to PLN 230.6 million.

At the end of Q1 2020 the company was also included into the following indexes: sWIG80, sWIG80TR WIG-Poland, InvestorMS, WIG-PALIWA, WIG.

**Price of UNIMOT shares compared to the indexes sWIG80 and WIG-Paliwa**  
 [left axis: change of price in % (28.12.2018 = 100%), right axis: trade volume in items]



## 4. BASIC INFORMATION ON THE UNIMOT CAPITAL GROUP



#### 4. BASIC INFORMATION ON THE UNIMOT CAPITAL GROUP

##### 4.1 PARENT ENTITY'S DATA

Unimot Spółka Akcyjna ("Unimot S.A.", "Company", "Parent equity") with its registered office in Zawadzkie, at 2A Świerklańska, is a Parent equity in the Unimot Capital Group ("Capital Group", "Group"). The Company was entered on 29th March 2011 into the Business Register of the District Court in Opole VIII Commercial Division of the National Court Register, as KRS number: 0000382244.

Unimot S.A.'s shares from 7 March 2017 have been listed on the regulated market of the Warsaw Stock Exchange.

The primary activity of the Group is retail and wholesale of gas, liquid fuels, petroleum products, electricity and development and construction of natural gas distribution network.

As of the date of this interim condensed consolidated statements the composition of the management and supervisory bodies of the Parent Equity was as follows:

##### Composition of the Management Board:

- Adam Sikorski - President of the Management Board
- Robert Brzozowski - Vice-President of the Management Board
- Marek Moroz - Vice-President of the Management Board

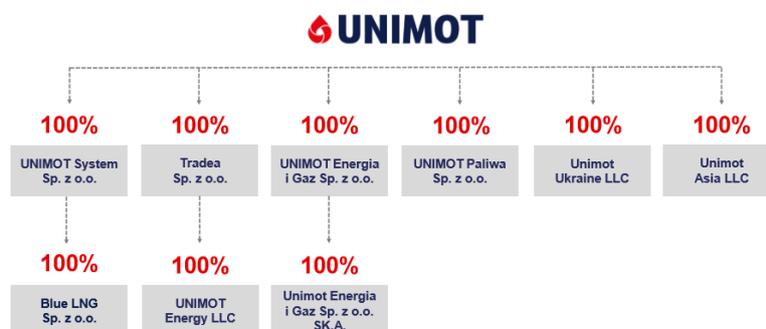
##### Composition of the Supervisory Board:

- Andreas Golombek – President of the Supervisory Board
- Bogusław Satława - Vice-President of the Supervisory Board
- Piotr Cieślak - Member of the Board
- Isaac Querub - Member of the Board
- Piotr Prusakiewicz - Member of the Board
- Ryszard Budzik - Member of the Board
- Dariusz Formela - Member of the Board

##### 4.2 COMPOSITION OF THE UNIMOT CAPITAL GROUP

As of 31st December 2020 Unimot S.A. owned directly and indirectly the shares of the following subsidiaries:

Name of subsidiary	The Seat	Scope of unit's basic operations	Owned shares and voting rights	Date of obtaining control
Unimot System Sp. z o.o.	Poland	distribution of gas fuels through mains	100,00%	20.01.2014
Blue LNG Sp. z o.o.	Poland	distribution of gas fuels through mains	100,00%	04.07.2014
Unimot Paliwa Sp. z o.o.	Poland	liquid fuels distribution	100,00%	16.11.2015
Unimot Energia i Gaz Sp. z o.o.	Poland	electricity and liquid fuels distribution	100,00%	30.12.2015
Unimot Energia i Gaz Sp. z o.o. SK.A.	Poland	liquid fuels distribution	100,00%	30.12.2015
Tradea Sp. z o.o.	Poland	electricity distribution	100,00%	23.05.2016
Unimot Ukraine LLC	Ukraine	liquid fuels distribution	100,00%	19.04.2018
Unimot Asia LLC	China	liquid fuels distribution	100,00%	04.09.2018
Unimot Energy LLC	Ukraine	electricity distribution	100,00%	02.04.2019



Neither the Issuer nor the Capital Group hold foreign or domestic capital deposits into securities, intangible and legal assets, and property.

#### 4.3 ISSUER SHAREHOLDER'S STRUCTURE

Shareholders holding directly or indirectly through subsidiaries at least 5% of the total votes at the General Meeting of the Issuer as of the publication date of the present consolidated financial statements:

Shareholder	Number of shares	Share in capital %	Number 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%
Others	2 987 532	36,44%	2 987 532	34,95%
<b>Total</b>	<b>8 197 818</b>	<b>100,00%</b>	<b>8 547 818</b>	<b>100,00%</b>



Shareholder's structure in %

#### 4.4 SUMMARY OF ISSUER'S SHARES HELD BY MANAGING AND SUPERVISING PERSONS

**Mr Robert Brzozowski** – the Vice-President of the Management Board of the Issuer holds 32 030 of the Issuer's shares, whose share in the share capital on the balance sheet date 31.03.2020 amounted to 0.39%, and the share of the total number of votes at a General Meeting represented 0.37%.

**Mr Marek Moroz** the Vice-President of the Management Board of the Issuer as of 31.03.2020 held 4 750 of the Issuer's shares, whose share in the share capital amounted to 0.06%, and the share of the total number of votes at a General Meeting represented 0.06%.

**Mr Adam Antoni Sikorski** – the President of the Management Board of the Issuer, owns indirectly 100% of shares of Zemadon Ltd. in Cyprus through "Family First Foundation" seated in Vaduz in Liechtenstein which he controls and of which the beneficiary is the family of Mr Adam Antoni Sikorski.

**Zemadon Ltd.** with its registered office in Nicosia, Cyprus is a major shareholder of the Issuer, which as of 31.03.2020 owns 19.72% in the Issuer's share capital and 23.01% in votes at the Issuer's General Meeting.

Zemadon Ltd., with its registered office in Nicosia, Cyprus is also a shareholder in Unimot Express Sp. z o.o. (the main shareholder of the Issuer) which has 49.75% of share in the share capital and votes. The second partner of Unimot Express Sp. z o.o. is Mr. Adam Władysław Sikorski (nephew of Mr. Adam Antoni Sikorski) with 49.75% share and votes at a meeting of shareholders. The remaining minority share which is 0.5% in the share capital and votes in Unimot Express Sp. z o.o. is owned by Mrs Magdalena Sikorska, wife of Adam Antoni Sikorski – the President of the Management Board.

As of 31.03.2020 Unimot Express Sp. z o.o. owned 43.84% in the share capital and 42.04% in votes at the General Meeting of Unimot S.A.

Since 5th December 2016 spouses Adam Antoni Sikorski and Magdalena Sikorska, due to their oral agreement on conducting common policy towards Unimot Express Sp. z o.o. and Unimot S.A., indirectly through Unimot Express Sp. z o.o. and Zemadon Ltd. they controlled a total of 63.56% of the share capital and 65.05% of votes in the General Meeting of Unimot S.A.

The entity related with the Issuer, due to being subject to joint control by Unimot Express Sp. z o.o. is Unimot-Truck sp. z o.o. seated in Warsaw, where Unimot Express Sp. z o.o. has 52.02% of share in the share capital and Ammerviel Ltd.,

seated in Nicosia, Cyprus, in which Unimot Express Sp. z o. o. has 100% of shares.

The company related with the Issuer is also PZL Sędziszów S.A. with its registered office in Sędziszów Małopolski, in which Mr. Adam Antoni Sikorski owns 48.78% and Unimot Express SP. z o.o. owns 48.78% of share in the share capital.

The unit related with the Issuer, due to be being subject to common control by Mr. Adam Antoni Sikorski (indirectly by Zemadon Ltd.) is U.C. Energy Ltd. seated in Cyprus.

#### **4.5 COURT PROCEEDINGS**

Neither the Issuer nor any of its subsidiaries are a party to the proceedings before a Court, a competent authority for the arbitral proceedings or a public authority concerning the liabilities or claims, which would significantly have an effect on the financial results.

Neither the Issuer nor any of its subsidiaries are a party to two or more proceedings before a Court, a competent authority for the arbitral proceedings or a public authority concerning the liabilities or claims, which would significantly have an effect on the financial results.

#### **4.6 SEASONABILITY OF OPERATIONS**

The Group's operations are subject to seasonability. With respect to diesel fuel (the dominant product in the Group's sales), seasonality is manifested by higher demand in the summer and lower in the winter.

#### **4.7 CORPORATE SOCIAL RESPONSIBILITY**

In all the areas of its operation the Group complies with the principles of professionalism and business honesty – simultaneously taking care of the quality and safety of products that it trades. We also scrupulously respect the relationships with customers, suppliers, employees, local community, and investors, resting them on respect and mutual trust.

The UNIMOT Group also endeavours to respect the natural environment and the surrounding in which it operates. As a fuel company it strives to minimise the negative impact on the natural environment, among others, through a diligent implementation of the National Indicative target and development of alternative means of transport powered with electricity. In June, the present year UNIMOT S.A. made an investment into the Internet platform blinkee.city, therefore entering a new area of operations - electromobility. The investment also involves promotion of the idea of sharing vehicles.

The Group, being simultaneously also an electricity seller strives to ensure that it comes to the largest extent from renewable energy sources. It can be already stated that the majority of electricity sold by the company UNIMOT Energia i Gaz is "green" energy, which comes primarily from wind and photovoltaic farms.

The UNIMOT Group also undertakes a series of actions that are aimed to develop positive and responsible relationships with the social groups that surround us.

For several years we have been supporting education of outstanding, young Poles at best American and European universities (such as: Harvard, Stanford, Yale, Oxford, or Cambridge) cooperating with the IVY Poland Foundation, which promotes education and conducts a programme of tailored educational advisory. It selects candidates and the UNIMOT Group provides them with interest-free loans to cover the cost of tuition. In total the Group has granted loans for over 10 participants in the amount of over PLN 200 thousand.

UNIMOT is also involved in the local community through promotion of sports activities and education. Within the undertaken actions it, among others, supports the cycling race President of Częstochowa Cup, development of sports interests of young persons through sponsoring the cycling club Kolarz-Jura Częstochowa, and it also cooperates with the Czestochowa University of Technology.

At the end of 2019, the UNIMOT Group started the cooperation with the Zawadzkie Municipality, one of the poorest municipalities in Poland, where the registered office of UNIMOT S.A. is located. Within the cooperation UNIMOT provided for the municipality the amount of PLN 100 thousand, which will be used to build a modern and safe playground for children in the centre of Zawadzkie and will support two local clubs that develop sports passions among the youths: the Karate Club NIDAN and Autonomous Section of Handball.

The UNIMOT group is very socially involved at the time of COVID-19 pandemic. At the very beginning of the pandemic it

supported the Polish Ministry of Health and destined over PLN 1.5 million for the purchase of quick test for the presence of coronavirus SARS-CoV-2, which were supplied to the Central Base of Sanitary and Epidemiological Reserves in Poręby near Zduńska Wola. Other actions followed and UNIMOT founded for the senior citizens from the district of Strzelce Opolskie and Zawadzkie Municipality 10 000 of reusable protective masks. Also, over 750 items of hand disinfectants were provided to various governmental institutions in the Opolskie Voivodeship. This support reached, among others, the branch of the National Health Fund in Opole and County Office in Strzelce Opolskie.

#### **4.8 TRANSACTIONS WITH RELATED ENTITIES**

Transactions concluded by the Issuer and its subsidiaries with the related entities were conducted on market terms.

# 5. INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS



## 5. INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### Condensed consolidated statements on financial situation

<i>in PLN thousand</i>	<i>Note</i>	<b>31.03.2020 (unexamined)</b>	<b>31.12.2019</b>	<b>31.03.2019 (unexamined)</b>
<b>Fixed assets</b>				
TANGIBLE FIXED ASSETS	7.8	40 327	39 343	45 310
Right to use assets	7.9	6 998	6 153	4 392
INTANGIBLE ASSETS		18 605	18 578	18 589
Other financial assets		2 916	2 916	391
Other long-term liabilities		18 407	2 224	3 771
Derivative financial instruments	7.11	24 814	-	-
Client contracts assets		9 504	9 184	5 346
Deferred income tax assets		7 647	1 995	1 907
<b>Total fixed assets</b>		<b>129 218</b>	<b>80 393</b>	<b>79 706</b>
<b>Current assets</b>				
Inventory		121 490	239 258	206 187
Client contracts assets		1 232	1 162	3 333
Trade and other receivables		245 602	306 314	279 060
Other financial assets		3 425	3 537	114
Derivative financial instruments	7.11	71 703	12 123	19 606
Income tax receivables		1 505	-	-
Financial resources and their equivalents		182 632	38 836	54 342
Other current assets		5 623	5 497	6 512
<b>Total current assets</b>		<b>633 212</b>	<b>606 727</b>	<b>569 154</b>
<b>TOTAL ASSETS</b>		<b>762 430</b>	<b>687 120</b>	<b>648 860</b>

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*Person preparing the report*

*Małgorzata Walnik*

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### Condensed consolidated statements on financial situation (continued)

<i>in PLN thousand</i>	<i>Note</i>	<b>31.03.2020 (unexamined)</b>	<b>31.12.2019</b>	<b>31.03.2019 (unexamined)</b>
<b>Equity</b>				
Share capital		8 198	8 198	8 198
Other capitals		181 140	181 140	174 437
Exchange rate differences from foreign units conversion		(179)	(127)	-
Previous years' results and current year result		47 109	57 725	21 063
<b>Equity of Parent Entity's owners</b>		<b>236 268</b>	<b>246 936</b>	<b>203 698</b>
Non-controlling interests		-	-	5 882
<b>Equity in total</b>		<b>236 268</b>	<b>246 936</b>	<b>209 580</b>
<b>Long-term liabilities</b>				
Liabilities due to credits, loans and other debt instruments	7.10	14 404	13 094	12 619
Employee benefits liabilities		185	185	167
Derivative financial instruments	7.11	158	5 648	20 566
Deferred income tax reserve		-	2 078	1 678
<b>Total long-term liabilities</b>		<b>14 747</b>	<b>21 005</b>	<b>35 030</b>
<b>Short-term liabilities</b>				
Overdrafts	7.10	218 654	205 350	189 588
Liabilities due to credits, loans and other debt instruments	7.10	5 110	4 867	4 408
Derivative financial instruments	7.11	56 626	2 421	2 804
Employee benefits liabilities		435	435	485
Income tax liabilities		-	1 500	550
Provisions		-	-	830
Client contracts liabilities		7 260	3 070	25 923
Trade and other liabilities		223 330	201 536	179 662
<b>Total short-term liabilities</b>		<b>511 415</b>	<b>419 179</b>	<b>404 250</b>
<b>Total liabilities</b>		<b>526 162</b>	<b>440 184</b>	<b>439 280</b>
<b>TOTAL LIABILITIES</b>		<b>762 430</b>	<b>687 120</b>	<b>648 860</b>

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**Condensed consolidated statements on total revenues**

<i>in PLN thousand</i>	<i>Note</i>	<b>01.01.2020 - 31.03.2020 (unexamined)</b>	<b>01.01.2019 - 31.03.2019 (unexamined)</b>
Revenues on sales		1 176 895	875 309
Profits (losses) on financial instruments hedging sales		18 486	(6 656)
Cost of sold goods, products, and materials	7.2	(1 169 453)	(824 614)
<b>Gross profit/(loss) on sales</b>		<b>25 928</b>	<b>44 039</b>
Other operating revenues	7.3	786	2 487
Sales costs	7.1	(37 633)	(23 448)
Overheads	7.1	(4 957)	(4 916)
Other net profits/losses	7.4	107	347
Other operating costs	7.5	(150)	(87)
<b>Profit/loss on operating activity</b>		<b>(15 919)</b>	<b>18 422</b>
Financial revenues	7.6	5 432	3 606
Financial costs	7.6	(2 318)	(1 864)
<b>Net financial revenues/(costs)</b>	7.6	<b>3 114</b>	<b>1 742</b>
Share of related entities in net result		-	-
<b>Profit/(loss) before taxation</b>		<b>(12 805)</b>	<b>20 164</b>
Income tax	7.7	2 189	(3 829)
<b>Net profit/(loss) for the financial year</b>		<b>(10 616)</b>	<b>16 335</b>
<b>in this attributable to</b>			
Parent Entity's owners		(10 616)	16 222
Non-controlling interests		-	113
<b>Net profit/(loss) for the financial year</b>		<b>(10 616)</b>	<b>16 335</b>
<b>Other total revenues that will be reclassified as profits or losses after complying with defined conditions</b>			
Hedging instruments valuation after tax effect consideration		-	-
<b>Other total net profits for the financial year, after taxation</b>		-	-
<b>Total profits for the financial year</b>		<b>(10 616)</b>	<b>16 335</b>
<b>in this attributable to</b>			
Parent Entity's owners		(10 616)	16 222
Non-controlling interests		-	113
<b>Total profits for the financial year</b>		<b>(10 616)</b>	<b>16 335</b>
Profit/loss per one share attributable to owners of Parent Entity (in PLN)		(1,29)	1,98
Diluted profit (loss) per one share attributable to Parent Entity's owners (in PLN)		(1,29)	1,98

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**Condensed consolidated statements on cash flows**

<i>in PLN thousand</i>	<i>Note</i>	<b>01.01.2020 - 31.03.2020 (unexamined)</b>	<b>01.01.2019 - 31.03.2019 (unexamined)</b>
<b>Operating cash flows</b>			
<b>Profit/(loss) before taxation</b>		<b>(12 805)</b>	<b>20 164</b>
<b>Adjustments</b>			
Tangible fixed asset amortisation		1 453	884
Intangible assets impairment		65	56
Loss (profit) due to exchange rate differences		11 878	2 824
(Profit)/loss on sales of tangible fixed assets	7.4	(107)	(347)
Net interests, transactional costs (concerning credits and loans) and dividends		1 450	1 710
Receivables status change		37 113	(32 847)
Inventory status change		117 768	(15 687)
Client contracts assets status change		(390)	(482)
Client contracts liabilities status change		4 190	12 533
Trade and other short-term liabilities status change		20 868	26 095
Status change of assets/(liabilities) due to hedging instruments		(35 679)	26 119
Provisions status change		(2 078)	1 627
Creating/reversing impairment loss		600	-
Income tax (paid)/returned	7.7	2 189	(3 829)
<b>Operating cash flows</b>		<b>146 515</b>	<b>38 820</b>
<b>Investment activity cash flows</b>			
Revenues on tangible fixed assets sale		386	435
Received interests		367	103
Revenues on loans		8 577	27
Tangible fixed assets purchase		(361)	(455)
Intangible assets purchase		(93)	(10)
Loans granted		(9 065)	-
<b>Net investment activity cash flows</b>		<b>(189)</b>	<b>100</b>
<b>Net financial activity cash flows</b>			
Contracting credits, loans, and other debt instruments		45	-
Repayment of credits, loans, and other debt instruments		(733)	(324)
Payment of liabilities due to financial lease contracts		(570)	(619)
Payment of liabilities due to lease (other lease and rent contracts unrecognised before)		(350)	(369)
Paid interests and transactional costs (concerning credits and loans)		(2 314)	(1 813)
<b>Net financial activity cash flows</b>		<b>(3 922)</b>	<b>(3 125)</b>
<b>Financial resources and their equivalents status change</b>		<b>142 404</b>	<b>35 795</b>
Influence of exchange rate changes concerning financial resources and their equivalents		(11 912)	(2 824)
<b>Financial resources and their equivalents status change</b>		<b>130 492</b>	<b>32 971</b>
<b>Financial resources and their equivalents net of overdrafts as of 1st January</b>		<b>(166 514)</b>	<b>(168 217)</b>
<b>Financial resources and their equivalents net of overdrafts as of 31st March</b>		<b>(36 022)</b>	<b>(135 246)</b>

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### **Condensed consolidated statements on changes in equity**

Equity of Parent Entity's owners

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Exchange rate differences from foreign units conversion	Previous years' results	Current year result	Total	Non-controlling interests	Total equity
<b>Equity as of 1st January 2019</b>	8 198	-	174 437	-	9 299	(4 458)	<b>187 476</b>	5 769	<b>193 245</b>
Application effect of IFRS 16	-	-	-	-	-	-	-	-	-
<b>Data adjusted for the influence of IFRS 16 as of 1st January 2019</b>	8 198	-	174 437	-	9 299	(4 458)	<b>187 476</b>	5 769	<b>193 245</b>
<b>Total profits for the financial year</b>	-	-	-	-	-	16 222	<b>16 222</b>	113	<b>16 335</b>
- Net profit/(loss) for the period	-	-	-	-	-	16 222	<b>16 222</b>	113	<b>16 335</b>
<b>Equity as of 31st March 2019</b>	<b>8 198</b>	-	<b>174 437</b>	-	<b>9 299</b>	<b>11 764</b>	<b>203 698</b>	<b>5 882</b>	<b>209 580</b>

Equity of Parent Entity's owners

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Exchange rate differences from foreign units conversion	Previous years' results	Current year result	Total	Non-controlling interests	Total equity
<b>Equity as of 1st January 2019</b>	8 198	-	174 437	-	9 299	(4 458)	<b>187 476</b>	5 769	<b>193 245</b>
Application effect of IFRS 16	-	-	-	-	-	-	-	-	-
<b>Data adjusted for the influence of IFRS 16 as of 1st January 2019</b>	8 198	-	174 437	-	9 299	(4 458)	<b>187 476</b>	5 769	<b>193 245</b>
<b>Total profits for the financial year</b>	-	-	-	-	-	60 407	<b>60 407</b>	(484)	<b>59 923</b>
- Net profit/(loss) for the period	-	-	-	-	-	60 407	<b>60 407</b>	(484)	<b>59 923</b>
<b>Transactions with Parent Entity's owners recognised directly in equity</b>									
Changes in ownership structure of subordinated entities	-	-	-	-	(820)	-	<b>(820)</b>	(5 285)	<b>(6 105)</b>
Components of other total revenues	-	-	-	(127)	-	-	<b>(127)</b>	-	<b>(127)</b>
Profit/(loss) transfer	-	-	6 703	-	(6 593)	(110)	-	-	-
<b>Equity as of 31st December 2019</b>	<b>8 198</b>	-	<b>181 140</b>	<b>(127)</b>	<b>1 886</b>	<b>55 839</b>	<b>246 936</b>	-	<b>246 936</b>

Equity of Parent Entity's owners

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Exchange rate differences from foreign units conversion	Previous years' results	Current year result	Total	Non-controlling interests	Total equity
<b>Equity as of 1st January 2020</b>	8 198	-	181 140	(127)	1 886	55 839	<b>246 936</b>	-	<b>246 936</b>
<b>Total profits for the financial year</b>	-	-	-	-	-	(10 616)	<b>(10 616)</b>	-	<b>(10 616)</b>
- Net profit/(loss) for the period	-	-	-	-	-	(10 616)	<b>(10 616)</b>	-	<b>(10 616)</b>
<b>Transactions with Parent Entity's owners recognized directly in equity</b>									
Components of other total revenues	-	-	-	(52)	-	-	<b>(52)</b>	-	<b>(52)</b>
<b>Equity as of 31st March 2020</b>	<b>8 198</b>	-	<b>181 140</b>	<b>(179)</b>	<b>1 886</b>	<b>45 223</b>	<b>236 268</b>	-	<b>236 268</b>

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## 6. EXPLANATORY INFORMATION TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 6.1 INFORMATION ON PRINCIPLES ADOPTED WHILE PREPARING THE INTERIM CONDENSED CONSOLIDATED FINANCIAL

## STATEMENTS

### a) Statement of conformity

The present interim condensed consolidated financial statements ("consolidated financial statements") has been prepared in accordance with the International Accounting Standard 34 "Interim financial reporting" and pursuant to the Regulation of the Minister of Finance of 19 February 2009 on current and periodic information provided by issuers of securities and conditions for recognition as equivalent of information whose disclosure is required under the laws of a non-member state (consolidated text: Journal of Laws of 2014 pos.133, as amended Journal of laws of 2016 pos. 860) („Regulation”) and presents financial situation of the Unimot Capital Group ("Group", "Unimot Group") as of 31<sup>st</sup> March 2020 and 31<sup>st</sup> December 2019, the results of its operation and cash flows for the period of 3 months ended on 31<sup>st</sup> March 2020 and 31<sup>st</sup> March 2019.

### b) Principle of operation continuity

Interim condensed consolidated financial statements as of the day and period ended on 31<sup>st</sup> March 2020 has been prepared assuming that the Unimot Group will continue its economic activity in the foreseeable future. As of the day of preparing the present condensed interim consolidated financial statements the circumstances that may indicate threats to continue the operations by the Unimot Group have not been observed.

Time of operation of the Parent Equity and the remaining entities included in the Unimot Group is indefinite.

The present interim condensed consolidated financial statements, except for the consolidated statements of cash flows, has been prepared in accordance with the accrual principle.

### c) Significant accounting principles

The present interim consolidated financial statements were drawn up according to the accounting principles in the scope unchanged with relation to the principles that were applied while preparing the consolidated financial statements for 2019.

### d) Significant estimates and judgements

Preparation of the financial statements in conformity with International Financial Reporting Standards requires the Management Board of the Company to make judgments, estimates and assumptions that affect the accepted accounting principles and the reported amounts of assets, liabilities, income, and expenses. The estimates and underlying assumptions are based on historical experience and other factors that are considered reasonable under given circumstances, and their results provide the basis for professional judgment as to the book value of assets and liabilities not derived directly from other sources. The actual value may differ from the estimated value.

Significant estimates and accounting principles as well as estimated uncertainties applied by the Management Board of the Parent Entity while drawing up the present interim condensed consolidated financial statements are identical as the ones applied while drawing up the annual financial statements for 2019.



## 6.2 REPORTING SEGMENTS

Operating segments identification has not changed and is compliant with the principles described in the consolidated financial statements as of and the financial year ending on 31<sup>st</sup> December 2019.

<i>in PLN thousand</i>							<i>in this:</i>				<i>Consolidated total</i>
<b>for the period 01.01.2020 - 31.03.2020</b>	<b>Liquid fuels trade</b>	<b>in this:</b>		<b>Gaseous fuels trade</b>	<b>Electricity</b>	<b>Other activity</b>	<b>Petrol stations</b>	<b>Other petroleum products</b>	<b>Corporate functions</b>	<b>Reductions of settlements in the Group</b>	
		<b>Diesel and Bio-fuels</b>	<b>LPG</b>								
Revenues from external customers	1 109 835	1 016 654	93 181	22 066	27 041	16 768	8 781	7 987	1 185	-	<b>1 176 895</b>
Profits (losses) on financial instruments hedging sales	18 486	18 486	-	-	-	-	-	-	-	-	<b>18 486</b>
Revenues from customers from the Group	40	40		2 519	11 105	1	-	1	-	(13 665)	-
<b>Total revenues</b>	<b>1 128 361</b>	<b>1 035 180</b>	<b>93 181</b>	<b>24 585</b>	<b>38 146</b>	<b>16 769</b>	<b>8 781</b>	<b>7 988</b>	<b>1 185</b>	<b>(13 665)</b>	<b>1 195 381</b>
Cost of goods, products, and materials, sold to external customers	(1 112 666)	(1 025 153)	(87 513)	(17 025)	(25 670)	(14 091)	(7 232)	(6 859)	-	-	<b>(1 169 453)</b>
Cost of goods, products, and materials, sold to customers from the Group	(40)	(40)	-	(2 485)	(10 020)	-	-	-	-	12 545	-
<b>Cost of goods, products, and materials, in total</b>	<b>(1 112 706)</b>	<b>(1 025 193)</b>	<b>(87 513)</b>	<b>(19 510)</b>	<b>(35 690)</b>	<b>(14 091)</b>	<b>(7 232)</b>	<b>(6 859)</b>	<b>-</b>	<b>12 545</b>	<b>(1 169 453)</b>
<b>Segment results</b>	<b>15 655</b>	<b>9 987</b>	<b>5 668</b>	<b>5 075</b>	<b>2 456</b>	<b>2 678</b>	<b>1 549</b>	<b>1 129</b>	<b>1 185</b>	<b>(1 120)</b>	<b>25 928</b>
Other operating revenues	760	634	126	5	21	-	-	-	-	-	<b>786</b>
Sale and overheads costs	(29 931)	(26 517)	(3 414)	(2 258)	(4 803)	(3 700)	(2 045)	(1 655)	(3 036)	1 138	<b>(42 590)</b>
Other net profits/losses	107	-	107	-	-	-	-	-	-	-	<b>107</b>
Other operating costs	(81)	(76)	(5)	(12)	(2)	(8)	(6)	(2)	(38)	(9)	<b>(150)</b>
<b>Operating activity result</b>	<b>(13 490)</b>	<b>(15 972)</b>	<b>2 482</b>	<b>2 810</b>	<b>(2 328)</b>	<b>(1 030)</b>	<b>(502)</b>	<b>(528)</b>	<b>(1 889)</b>	<b>9</b>	<b>(15 919)</b>
Financial revenues	228	156	72	2	5 166	15	-	15	21		<b>5 432</b>
Financial costs	(1 616)	(1 587)	(29)	(143)	(12)	(5)	(3)	(2)	(3)	(539)	<b>(2 318)</b>
Income tax	-	-	-	-	-	-	-	-	-	(94)	<b>2 189</b>
<b>Profit/(loss) for the period</b>	<b>(14 878)</b>	<b>(17 403)</b>	<b>2 525</b>	<b>2 669</b>	<b>2 826</b>	<b>(1 020)</b>	<b>(505)</b>	<b>(515)</b>	<b>(1 871)</b>	<b>(624)</b>	<b>(10 616)</b>
<b>Amortisation</b>	<b>(343)</b>	<b>(177)</b>	<b>(166)</b>	<b>(382)</b>	<b>(79)</b>	<b>(245)</b>	<b>(225)</b>	<b>(20)</b>	<b>(445)</b>	<b>(24)</b>	<b>(1 518)</b>
<b>EBITDA*</b>	<b>(13 147)</b>	<b>(15 795)</b>	<b>2 648</b>	<b>3 192</b>	<b>2 888</b>	<b>(785)</b>	<b>(277)</b>	<b>(508)</b>	<b>(1 444)</b>	<b>(565)</b>	<b>(9 861)</b>

\* EBITDA ratio --> defined as Earnings Before Interest, Taxes, Depreciation and Amortization



<i>in PLN thousand</i>							<i>in this:</i>		<i>Reductions of settlements in the Group</i>		
<b>for the period 01.01.2019 - 31.03.2019</b>	<b>Liquid fuels trade</b>	<b>Diesel and Bio-fuels</b>	<b>LPG</b>	<b>Gaseous fuels trade</b>	<b>Electricity</b>	<b>Other activity</b>	<b>Petrol stations</b>	<b>Other petroleum products</b>	<b>Corporate functions</b>	<b>Consolidated total</b>	
Revenues from external customers	832 481	760 662	71 819	11 147	24 003	7 514	7 206	308	164	-	<b>875 309</b>
Profits (losses) on financial instruments hedging sales	(6 656)	(6 656)	-	-	-	-	-	-	-	-	<b>(6 656)</b>
Revenues from customers from the Group	164	56	108	3 185	6 297	38	38	-	35	(9 719)	-
<b>Total revenues</b>	<b>825 989</b>	<b>754 062</b>	<b>71 927</b>	<b>14 332</b>	<b>30 300</b>	<b>7 552</b>	<b>7 244</b>	<b>308</b>	<b>199</b>	<b>(9 719)</b>	<b>868 653</b>
Cost of goods, products, and materials, sold to external customers	(786 453)	(719 831)	(66 622)	(9 603)	(22 618)	(5 940)	(5 940)	-	-	-	<b>(824 614)</b>
Cost of goods, products, and materials, sold to customers from the Group	(108)	-	(108)	(3 236)	(6 271)	-	-	-	-	9 615	-
<b>Cost of goods, products, and materials, in total</b>	<b>(786 561)</b>	<b>(719 831)</b>	<b>(66 730)</b>	<b>(12 839)</b>	<b>(28 889)</b>	<b>(5 940)</b>	<b>(5 940)</b>	<b>-</b>	<b>-</b>	<b>9 615</b>	<b>(824 614)</b>
<b>Segment results</b>	<b>39 428</b>	<b>34 231</b>	<b>5 197</b>	<b>1 493</b>	<b>1 411</b>	<b>1 612</b>	<b>1 304</b>	<b>308</b>	<b>199</b>	<b>(104)</b>	<b>44 039</b>
Other operating revenues	1 697	1 674	23	246	534	10	1	9	-	-	<b>2 487</b>
Sale and overheads costs	(20 390)	(16 971)	(3 419)	(1 227)	(2 974)	(1 877)	(1 535)	(342)	(1 994)	98	<b>(28 364)</b>
Other net profits/losses	347	-	347	-	-	-	-	-	-	-	<b>347</b>
Other operating costs	(49)	(3)	(46)	(16)	(9)	(5)	(5)	-	(8)	-	<b>(87)</b>
<b>Operating activity result</b>	<b>21 033</b>	<b>18 931</b>	<b>2 102</b>	<b>496</b>	<b>(1 038)</b>	<b>(260)</b>	<b>(235)</b>	<b>(25)</b>	<b>(1 803)</b>	<b>(6)</b>	<b>18 422</b>
Financial revenues	84	17	67	97	3 562	1	1	-	62	(200)	<b>3 606</b>
Financial costs	(1 714)	(1 669)	(45)	(251)	(36)	(60)	(50)	(10)	(3)	200	<b>(1 864)</b>
Income tax	-	-	-	-	-	-	-	-	-	1	<b>(3 829)</b>
<b>Profit/(loss) for the period</b>	<b>19 403</b>	<b>17 279</b>	<b>2 124</b>	<b>342</b>	<b>2 488</b>	<b>(319)</b>	<b>(284)</b>	<b>(35)</b>	<b>(1 744)</b>	<b>(5)</b>	<b>16 335</b>
<b>Amortisation</b>	<b>(422)</b>	<b>(217)</b>	<b>(205)</b>	<b>(210)</b>	<b>(52)</b>	<b>(26)</b>	<b>(26)</b>	<b>-</b>	<b>(230)</b>	<b>-</b>	<b>(940)</b>
<b>EBITDA*</b>	<b>21 455</b>	<b>19 148</b>	<b>2 307</b>	<b>706</b>	<b>2 506</b>	<b>(234)</b>	<b>(209)</b>	<b>(25)</b>	<b>(1 573)</b>	<b>(6)</b>	<b>22 854</b>

\* EBITDA ratio --> defined as Earnings Before Interest, Taxes, Depreciation and Amortization



<i>in PLN thousand</i>		in this:					in this:			
31.03.2020	Liquid fuels trade	Diesel and Bio-fuels	LPG	Gaseous fuels trade	Electricity	Other activity	PETROL STATIONS	Other petroleum products	Corporate functions	Consolidated Total
<b>Segment assets</b>	<b>458 419</b>	<b>431 778</b>	<b>26 641</b>	<b>47 220</b>	<b>57 903</b>	<b>26 150</b>	<b>17 368</b>	<b>8 782</b>	<b>172 738</b>	<b>762 430</b>
<b>Segment liabilities</b>	<b>437 277</b>	<b>423 099</b>	<b>14 178</b>	<b>10 366</b>	<b>30 787</b>	<b>12 771</b>	<b>7 774</b>	<b>4 997</b>	<b>34 961</b>	<b>526 162</b>
<b>Main non-cash items</b>										
Amortisation	(343)	(177)	(166)	(382)	(79)	(245)	(225)	(20)	(469)	(1 518)
Inventories valuation to fair value	(73 699)	(73 699)	-	-	-	-	-	-	-	(73 699)
Balance sheet valuation of derivatives to fair value	35 678	35 678	-	-	-	-	-	-	-	35 678
Balance sheet valuation of currency settlements	(10 396)	(10 396)	-	-	-	-	-	-	-	(10 396)
<b>Main non-cash items in total</b>	<b>(48 760)</b>	<b>(48 594)</b>	<b>(166)</b>	<b>(382)</b>	<b>(79)</b>	<b>(245)</b>	<b>(225)</b>	<b>(20)</b>	<b>(469)</b>	<b>(49 935)</b>

<i>in PLN thousand</i>		in this:					in this:			
31.03.2019	Liquid fuels trade	Diesel and Bio-fuels	LPG	Gaseous fuels trade	Electricity	Other activity	PETROL STATIONS	Other petroleum products	Corporate functions	Consolidated Total
<b>Segment assets</b>	<b>508 109</b>	<b>472 980</b>	<b>35 129</b>	<b>41 113</b>	<b>40 260</b>	<b>10 531</b>	<b>10 211</b>	<b>320</b>	<b>48 847</b>	<b>648 860</b>
<b>Segment liabilities</b>	<b>348 903</b>	<b>311 424</b>	<b>37 479</b>	<b>13 449</b>	<b>24 296</b>	<b>1 197</b>	<b>1 824</b>	<b>(627)</b>	<b>51 436</b>	<b>439 280</b>
<b>Main non-cash items</b>										
Amortisation	(422)	(217)	(205)	(210)	(52)	(26)	(26)	-	(230)	(940)
Inventories valuation to fair value	37 835	37 835	-	-	-	-	-	-	-	37 835
Balance sheet valuation of derivatives to fair value	(26 119)	(26 119)	-	-	-	-	-	-	-	(26 119)
Balance sheet valuation of currency settlements	(2 649)	(2 649)	-	-	-	-	-	-	-	(2 649)
<b>Main non-cash items in total</b>	<b>8 645</b>	<b>8 850</b>	<b>(205)</b>	<b>(210)</b>	<b>(52)</b>	<b>(26)</b>	<b>(26)</b>	<b>-</b>	<b>(230)</b>	<b>8 127</b>

**Revenues on sales - assortment breakdown**

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
DIESEL AND BIO-FUELS	1 035 140	754 006
LPG	93 181	71 819
Gaseous fuels	22 066	11 147
Electricity	27 041	24 003
Other	17 953	7 678
<b>Total</b>	<b>1 195 381</b>	<b>868 653</b>

**Revenues on sales - geographical breakdown according to location of final customers**

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Poland	958 093	724 297
Czech Republic	129 276	52 535
Slovakia	1 103	1 154
Ukraine	362	11 663
Hungary	7 426	1 640
France	-	6 450
Great Britain	-	178
Austria	9 802	-
Germany	49 501	3 107
Taiwan	406	-
The Netherlands	-	41 456
Estonia	13 600	2 173
Cyprus	29	5 765
Bulgaria	25 242	18 235
Lithuania	541	-
<b>Total</b>	<b>1 195 381</b>	<b>868 653</b>

**Main customers**

In the period of 3 months of 2020 and 3 months of 2019 none of the Group's customers did not exceed 10% of consolidated revenues.

## 7. ADDITIONAL EXPLANATORY NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 7.1 COST BY TYPE

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Amortisation of tangible fixed assets and intangible assets	(1 155)	(940)
Asset amortisation due to the right to use assets	(363)	-
Electricity and materials consumption	(610)	(657)
Foreign services	(32 934)	(20 758)
Taxes and charges	(398)	(265)
Remunerations	(9 191)	(3 117)
Social security and other benefits	(654)	(651)
Other cost by type	(1 980)	(1 374)
<b>Costs by type in total</b>	<b>(47 285)</b>	<b>(27 762)</b>
Cost of sold goods, products, and materials	(1 169 453)	(824 614)
Change in inventories and accruals	267	348
Other	4 428	(950)
<b>Cost of sold goods, products and materials and overheads</b>	<b>(1 212 043)</b>	<b>(852 978)</b>

### 7.2 COST OF SOLD GOODS, PRODUCTS AND MATERIALS

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Cost of sold goods, products, and materials	(1 115 341)	(832 424)
Inventories valuation to fair value	(73 699)	37 835
Balance sheet valuation of settlements	25 282	(28 768)
Exchange rate differences achieved	(5 695)	(1 257)
<b>Total</b>	<b>(1 169 453)</b>	<b>(824 614)</b>

### 7.3 OTHER OPERATING REVENUES

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Received damages and penalties	80	763
Costs of court proceedings subject to return	12	29
Interest revenues concerning trade receivables	546	1 675
Other	148	20
<b>Total</b>	<b>786</b>	<b>2 487</b>

### 7.4 OTHER NET PROFITS/(LOSSES)

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Net profit on sale of intangible assets	107	347
<b>Total</b>	<b>107</b>	<b>347</b>

## 7.5 OTHER OPERATING COSTS

<i>in PLN thousand</i>	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
Interest costs from non-financial liabilities	(25)	(21)
Costs of court proceedings	(63)	(49)
Donations	(10)	(8)
Damages	(14)	(9)
Other	(38)	-
<b>Total</b>	<b>(150)</b>	<b>(87)</b>

## 7.6 NET FINANCIAL REVENUES/COSTS

<i>in PLN thousand</i>	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
<b>Financial revenues</b>		
Profit on trading activity (electricity)	5 137	3 492
Interest on financial assets and financial commissions	292	114
Other	3	-
<b>Total financial revenues</b>	<b>5 432</b>	<b>3 606</b>
<b>Financial costs</b>		
Bank charges and transaction costs on credits and loans	(1 718)	(1 814)
Write-off revaluating investments value	(600)	-
Other	-	(50)
<b>Total financial costs</b>	<b>(2 318)</b>	<b>(1 864)</b>
<b>Net financial costs</b>	<b>3 114</b>	<b>1 742</b>

## 7.7 INCOME TAX

<i>in PLN thousand</i>	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
<b>Current income tax</b>		
Income tax for the current year	(5 579)	(2 196)
<b>Deferred tax</b>		
Arising/reversing temporary differences	7 768	(1 633)
<b>Income tax recognised in the statements of total revenues</b>	<b>2 189</b>	<b>(3 829)</b>

## 7.8 TANGIBLE FIXED ASSETS

<i>in PLN thousand</i>	31.03.2020	31.12.2019
Land	1 333	1 333
Buildings and structures	25 051	25 271
Machinery and equipment	4 241	4 119
Means of transport	7 821	6 565
- Other tangible fixed assets	559	704
Fixed assets under construction	1 322	1 351
<b>Total</b>	<b>40 327</b>	<b>39 343</b>

The Group realised net profit on sales of tangible fixed assets in the amount of PLN 107 thousand (for 3 months of 2020) and net profit in the amount of PLN 347 thousand (for 3 months of 2019).

In the period of 3 months of 2020 and 3 months of 2019 the Group was mainly developing the distribution network of natural gas, investments in foreign fixed assets, purchases of means of transport, gas tanks, computer network, equipment and incurred capital expenditures into the modernisation and adjustment to the AVIA brand leased and own petrol stations.

In the current accounting period the Group's entities did not conclude significant transactions of tangible fixed assets purchase or sale.

In the current accounting period Group's entities did not hold significant liabilities due to tangible fixed assets purchase.

## 7.9 RIGHT TO USE ASSETS

The Group has analysed all the contracts that could be of a lease nature and implemented IFRS 16 with an application of a simplified approach. As a result of the analysis the contracts that include lease have been distinguished. These include office space rental contracts and petrol stations lease.

<i>in PLN thousand</i>	<b>31.03.2020</b>
<b>Tangible fixed assets as of 01.01.2020</b>	6 375
Acquisition in the accounting period	1 175
Value of recognised in the accounting period amortisation write-offs on the assets due to the right to use	(363)
<b>Value of asset due to the right to use as of 31.03.2020, where</b>	<b>7 187</b>
Value of asset due to the right to use as of 31.03.2020	6 998
Value of asset due to sub-rent as of 31.03.2020	189

Due to sub-rent a part of office spaces, a part of the right to use assets has been presented in the item other receivables.

<i>in PLN thousand</i>	<b>31.03.2020</b>
Other short-term receivables	189
<b>Total</b>	<b>189</b>

Revenues from sub-rental of asset components under lease contract in the accounting period amounted to PLN 29 thousand.

Therefore, a lease liability has been recognised in the values presented below in a breakdown into long-term and short-term lease liabilities:

<i>in PLN thousand</i>	<b>31.03.2020</b>
<b>Long-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 01.01.2020</b>	<b>5 118</b>
<b>Short-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 01.01.2020</b>	<b>1 364</b>
Value of recognised in the accounting period increases due to long-term lease liabilities	1 120
Value of recognised in the accounting period increases due to short-term lease liabilities	55
Value of recognised in the accounting period payments due to long-term lease liabilities	(388)
Value of recognised in the accounting period payments due to short-term lease liabilities	38
<b>Long-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 31.03.2020</b>	<b>5 850</b>
<b>Short-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 31.03.2020</b>	<b>1 457</b>

Costs of interests due to lease liabilities in the accounting period amounted to PLN 67 thousand.

## 7.10 LIABILITIES DUE TO CREDITS, LOANS AND OTHER DEBT INSTRUMENTS AND CREDITS OVERDRAFTS

<i>in PLN thousand</i>	<b>31.03.2020</b>	<b>31.12.2019</b>
<b>Long-term liabilities</b>		
Credits and loans secured on the assets of the Group	5 191	5 580
Financial lease liabilities	3 363	2 396
Liabilities due to lease (other lease and rent contracts unrecognised before)	5 850	5 118
	<b>14 404</b>	<b>13 094</b>
<b>Short-term liabilities</b>		
Short-term part of credits and loans secured on the assets of the Group	1 193	1 193
Other loans	-	322
Short-term part of financial lease liabilities	2 460	1 988
Liabilities due to lease (other lease and rent contracts unrecognised before)	1 457	1 364
	<b>5 110</b>	<b>4 867</b>
<b>Overdrafts</b>	<b>218 654</b>	<b>205 350</b>
<b>Total</b>	<b>238 168</b>	<b>223 311</b>

In the period covered by the present interim condensed consolidated statements or after the balance sheet date there were no events of failure to repay the principal or interests.

As of 31st March 2020 the following infringements to covenants in the credit contracts signed by the Parent Entity occurred, recognised in short-term liabilities:

1. BNP Paribas Bank Polska S.A. (formerly Raiffeisen Bank Polska S.A.) covenants verified in quarterly period based on standalone data of Unimot S.A.:

- Profit on sales (adjusted for the result on the transactions hedging product prices and the result on the exchange rate differences) / net revenue on sales > 1 % – value of the ratio: (-1.2%),
- Interest Coverage Ratio (EBIT + amortisation) / interests > 3 – value of the ratio: (-5.76).

The consequence of infringement to covenants is a possibility to decrease the amount of available limits by the bank, as well as the right for a request to provide an additional collateral or increase the bank's margin.

2. mBank S.A. covenants verified in quarterly period based on standalone data of Unimot S.A.:

- Net profitability ratio = net profit / total revenues > 0.2 % – value of the ratio: (-1.1%),
- EBIT ratio [net profit + interests + income tax] + amortisation) / interests > 3 – value of the ratio: (-5.65).

The consequence of infringement to covenants is a possibility to increase the bank's margin for the credit by 0.325 % per year.

As of the publication date of the present statements banks had not implemented towards the Issuer or its subsidiaries procedures related to the infringement of covenants.

There were no infringements to other terms stipulated in the credit agreements.

## 7.11 DERIVATIVE FINANCIAL INSTRUMENTS

### Derivative financial instruments - financial assets

<i>in PLN thousand</i>	31.03.2020	31.12.2019
<b>Long-term financial assets</b>		
Futures contracts	24 814	-
<b>Total</b>	<b>24 814</b>	<b>-</b>
<b>Short-term financial assets</b>		
Futures contracts	71 703	12 123
<b>Total</b>	<b>71 703</b>	<b>12 123</b>

### Derivative financial instruments - financial liabilities

<i>in PLN thousand</i>	31.03.2020	31.12.2019
<b>Long-term financial liabilities</b>		
Futures contracts	158	5 648
<b>Total</b>	<b>158</b>	<b>5 648</b>
<b>Short-term financial liabilities</b>		
Futures contracts	56 626	2 421
<b>Total</b>	<b>56 626</b>	<b>2 421</b>

## 7.12 VALUATION AT FAIR VALUE METHODS (FAIR VALUE HIERARCHY)

With regard to the previous accounting periods the Group has not changed the method of financial instruments valuation.

Fair value of financial assets and liabilities quoted on active markets is established on the basis of market quotations (so called Level 1). In other cases, fair value is established on the basis of other possible to observe directly or indirectly data (so called Level 2) or non-observable data (so called Level 3).

In the accounting period and reference period in the Group there were no movements between levels 1 and 2 of fair value hierarchy.

## 7.13 TRANSACTIONS AND SETTLEMENTS OF GROUP'S COMPANIES WITH RELATED ENTITIES

<i>in PLN thousand</i>	Sale		Purchase	
	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
Non-consolidated affiliated entities	76	79	147	147
Affiliated entities	-	-	6	-
<b>Total</b>	<b>76</b>	<b>79</b>	<b>153</b>	<b>147</b>

<i>in PLN thousand</i>	Trade receivables due to loans and other receivables		Trade and other liabilities , loan liabilities and other liabilities	
	31.03.2020	31.12.2019	31.03.2020	31.12.2019
Non-consolidated affiliated entities	59	45	25	605
Affiliated entities	648	403	-	-
<b>Total</b>	<b>707</b>	<b>448</b>	<b>25</b>	<b>605</b>

#### 7.14 CONTINGENT LIABILITIES

The Group possessed the following contingent liabilities as of 31st March 2020 and 31st December 2019:

The number of guarantees of the Parent Entity [Unimot S.A.](#) towards third parties, issued in the course of current activity as of 31<sup>st</sup> March 2020 and as of 31<sup>st</sup> December 2019 amounted respectively PLN 26.2 million and EUR 4 million and PLN 30.52 million and EUR 1.7 million. These concerned mainly: civil and law guarantees connected with securing proper execution of contracts, and public and law guarantees resulting from the valid law regulations securing the correctness of conducting licensed activities in the liquid fuels sector and resulting from this activity receivables of tax, customs nature, etc.

The value of standby letters of credit issued on request of the Parent Entity Unimot S.A. as of 31<sup>st</sup> March 2020 and as of 31<sup>st</sup> December 2019 amounted respectively USD 0 million and USD 19.4 million.

The Parent Entity granted a civil surety for the liabilities of a related nonconsolidated entity in the amounts as of 31<sup>st</sup> March 2020 and as of 31<sup>st</sup> December 2019 respectively PLN 2.5 million and PLN 2.5 million.

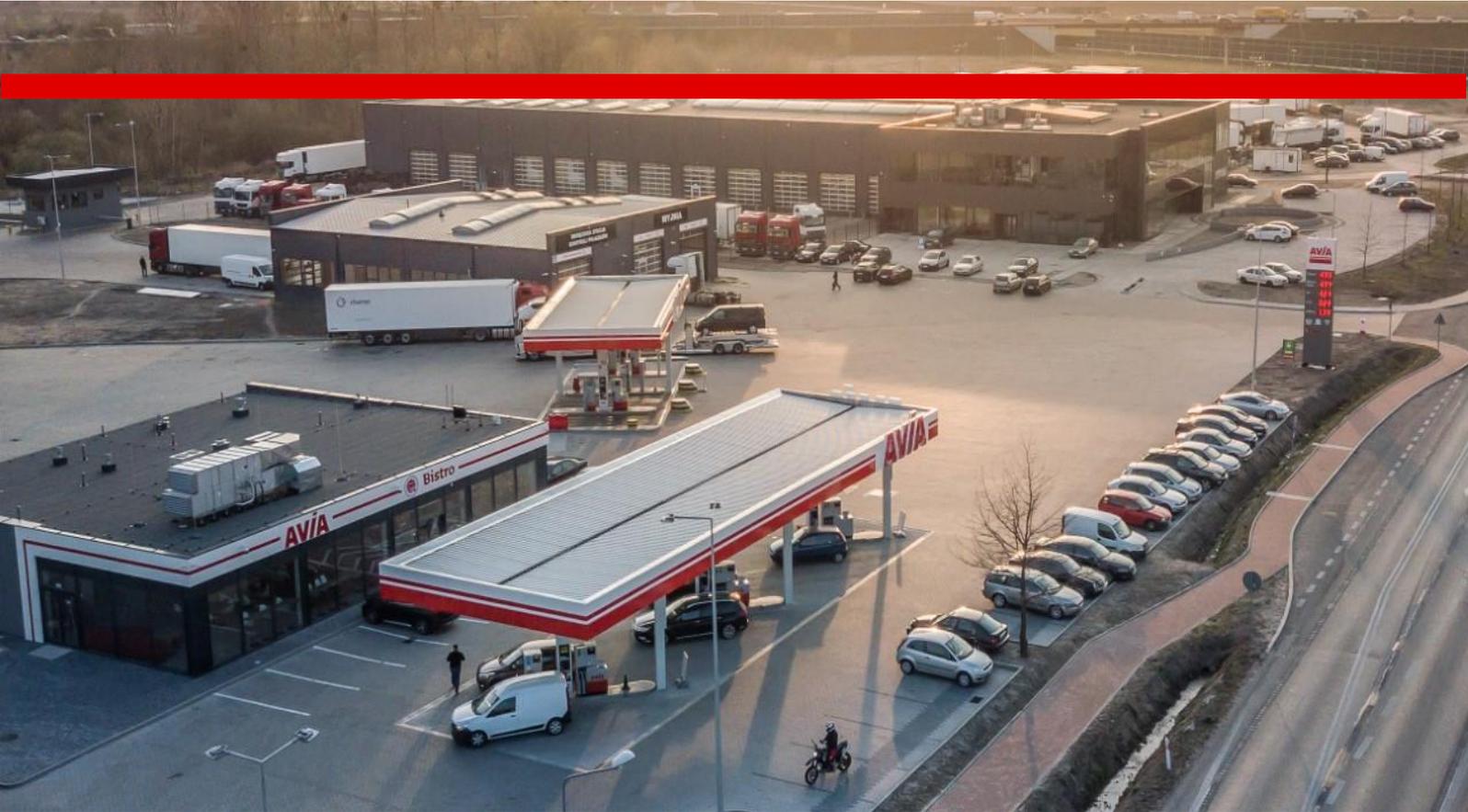
The number of guarantees concerning liabilities of subsidiaries towards third parties issued in the course of the current activity as of 31<sup>st</sup> March 2020 and as of 31<sup>st</sup> December 2019 amounted respectively PLN 21.74 million and PLN 21.74 million.

Related entities possessed sureties towards third parties as of 31<sup>st</sup> March 2020 and as of 31<sup>st</sup> December 2019 amounting respectively to PLN 13.10 million and PLN 13.10 million.

#### 7.15 EVENTS AFTER THE ACCOUNTING PERIOD

No events that require disclosure.

# 8. INTERIM CONDENSED STANDALONE FINANCIAL STATEMENTS



## 8. INTERIM CONDENSED STANDALONE FINANCIAL STATEMENTS

### Condensed standalone statements on financial condition

<i>in PLN thousand</i>	<i>Note</i>	<b>31.03.2020 (unexamined)</b>	<b>31.12.2019</b>	<b>31.03.2019 (unexamined)</b>
<b>Fixed assets</b>				
TANGIBLE FIXED ASSETS	10.8	14 750	13 344	14 981
Right to use assets	10.9	6 900	6 029	4 392
INTANGIBLE ASSETS		14 412	14 382	14 393
Investments into subsidiaries		43 481	43 481	25 867
Other financial assets		2 916	2 916	391
Derivative financial instruments		24 814	-	-
Other long-term liabilities		18 407	2 224	3 771
Client contracts assets		4 368	4 317	4 108
Deferred income tax assets		5 628	-	-
<b>Total fixed assets</b>		<b>135 676</b>	<b>86 693</b>	<b>67 903</b>
<b>Current assets</b>				
Inventory		120 873	238 701	205 986
Client contracts assets		1 232	1 162	893
Trade and other receivables		226 704	263 470	261 900
Other financial assets		3 965	5 758	5 335
Derivative financial instruments		71 703	12 123	19 463
Income tax receivables		1 505	621	-
Financial resources and their equivalents		152 970	26 776	39 648
Other current assets	10.10	4 916	5 175	5 498
<b>Total current assets</b>		<b>583 868</b>	<b>553 786</b>	<b>538 723</b>
<b>TOTAL ASSETS</b>		<b>719 544</b>	<b>640 479</b>	<b>606 626</b>

*President of the Management Board*

*Adam Sikorski*

*Person preparing the report*

*Małgorzata Walnik*

*Vice-President of the  
Management Board*

*Robert Brzozowski*

*Vice-President of the  
Management Board*

*Marek Moroz*

*Condensed standalone statements on the financial situation should be analysed jointly with explanatory information,  
which constitutes an integral part of the condensed standalone financial statements.*

### Condensed standalone statements on financial situation (continued)

<i>in PLN thousand</i>	<i>Note</i>	<b>31.03.2020 (unexamined)</b>	<b>31.12.2019</b>	<b>31.03.2019 (unexamined)</b>
<b>Equity</b>				
Share capital		8 198	8 198	8 198
Other capitals		181 140	181 140	174 437
Previous years' results and current year result		41 245	54 269	20 610
<b>Total equity</b>		<b>230 583</b>	<b>243 607</b>	<b>203 245</b>
<b>Long-term liabilities</b>				
Liabilities due to loans and other debt instruments	10.11	9 048	7 272	5 460
Employee benefits liabilities		185	185	167
Derivative financial instruments		158	5 648	20 566
Deferred income tax reserve		-	2 078	1 670
<b>Total long-term liabilities</b>		<b>9 391</b>	<b>15 183</b>	<b>27 863</b>
<b>Short-term liabilities</b>				
Overdrafts	10.11	218 484	203 504	188 608
Liabilities due to loans and other debt instruments	10.11	3 500	2 866	2 723
Derivative financial instruments		56 626	2 421	2 804
Employee benefits liabilities		435	435	485
Income tax liabilities		-	-	454
Client contracts liabilities		7 138	2 613	25 487
Trade and other liabilities		193 387	169 850	154 957
<b>Total short-term liabilities</b>		<b>479 570</b>	<b>381 689</b>	<b>375 518</b>
<b>Total liabilities</b>		<b>488 961</b>	<b>396 872</b>	<b>403 381</b>
<b>TOTAL LIABILITIES</b>		<b>719 544</b>	<b>640 479</b>	<b>606 626</b>

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**Condensed standalone statements on total revenues**

<i>in PLN thousand</i>	<i>Note</i>	<b>01.01.2020 - 31.03.2020 (unexamined)</b>	<b>01.01.2019 - 31.03.2019 (unexamined)</b>
Revenues on sales		1 145 438	848 436
Profits (losses) on financial instruments hedging sales		18 486	(6 656)
Cost of sold goods and materials	10.2	(1 141 108)	(801 141)
<b>Gross profit/(loss) on sales</b>		<b>22 816</b>	<b>40 639</b>
Other operating revenues	10.3	760	1 698
Sales costs	10.1	(33 947)	(20 759)
Overheads	10.1	(3 423)	(3 417)
Other net profits/losses	10.4	107	347
Other operating costs	10.5	(136)	(62)
<b>Profit/loss on operating activity</b>		<b>(13 823)</b>	<b>18 446</b>
Financial revenues	10.6	264	147
Financial costs	10.6	(2 220)	(1 718)
<b>Net financial costs</b>	10.6	<b>(1 956)</b>	<b>(1 571)</b>
<b>Profit/(loss) before taxation</b>		<b>(15 779)</b>	<b>16 875</b>
Income tax	10.7	2 755	(3 412)
<b>Net profit/(loss) for the financial year</b>		<b>(13 024)</b>	<b>13 463</b>
<b>Profit/loss per one share in PLN</b>			
Basic		(1,59)	1,64
Diluted		(1,59)	1,64
<b>Statements on total revenues</b>			
<b>Net profit/(loss) for the financial year</b>		<b>(13 024)</b>	<b>13 463</b>
<b>Other total revenues that will be reclassified as profits or losses after complying with defined conditions</b>			
Hedging instruments valuation after tax effect consideration		-	-
<b>Other total revenues</b>		-	-
<b>Total profits for the financial year</b>		<b>(13 024)</b>	<b>13 463</b>

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*Condensed standalone statements on total revenues should be analysed jointly with explanatory information, which constitutes an integral part of the condensed standalone financial statements.*

**Condensed standalone statements on cash flows**

<i>in PLN thousand</i>	<i>Note</i>	<b>01.01.2020 - 31.03.2020 (unexamined)</b>	<b>01.01.2019 - 31.03.2019 (unexamined)</b>
<b>Operating cash flows</b>			
<b>Profit/(loss) before taxation</b>		<b>(15 779)</b>	<b>16 875</b>
<b>Adjustments with items:</b>			
Tangible fixed asset amortisation		964	622
Intangible assets impairment		63	56
Loss (profit) due to exchange rate differences		11 913	2 824
(Profit)/loss on sales of tangible fixed assets	10.4	(107)	(347)
Net interests, transactional costs (concerning credits and loans) and dividends		1 356	1 571
Receivables status change		14 197	(57 158)
Inventory status change		117 828	(15 706)
Client contracts assets status change		(121)	(95)
Client contracts liabilities status change		4 525	12 167
Trade and other short-term liabilities status change		24 111	47 082
Status change of assets/(liabilities) due to hedging instruments		(35 679)	26 119
Provisions status change		(2 078)	1 625
Creating/reversing impairment loss		600	-
Income tax (paid)/returned	10.7	2 755	(3 412)
<b>Net operating cash flows</b>		<b>124 548</b>	<b>32 223</b>
<b>Investment activity cash flows</b>			
Revenues on tangible fixed assets sale		386	435
Received interests		346	95
Revenues on loans		10 276	27
Tangible fixed assets purchase		(303)	(487)
Intangible assets purchase		(93)	(10)
Loans granted		(9 065)	-
<b>Net investment activity cash flows</b>		<b>1 547</b>	<b>60</b>
<b>Net financial activity cash flows</b>			
Contracting credits, loans, and other debt instruments		-	4 500
Acquisition of shares in owned subsidiaries		-	(430)
Repayment of credits, loans, and other debt instruments		-	(4 500)
Payment of liabilities due to financial lease contracts		(452)	(516)
Payment of liabilities due to lease (other lease and rent contracts unrecognised before)		(323)	(369)
Paid interests and transactional costs (concerning credits and loans)		(2 194)	(1 718)
<b>Net financial activity cash flows</b>		<b>(2 969)</b>	<b>(3 033)</b>
<b>Financial resources and their equivalents status change</b>			
Influence of exchange rate changes concerning financial resources and their equivalents		(11 912)	(2 824)
<b>Financial resources and their equivalents status change</b>		<b>111 214</b>	<b>26 426</b>
<b>Financial resources and their equivalents net of overdrafts as of 1st January</b>		<b>(176 728)</b>	<b>(175 386)</b>
<b>Financial resources and their equivalents net of overdrafts as of 31st March</b>		<b>(65 514)</b>	<b>(148 960)</b>

*President of the Management Board*

*Adam Sikorski*

*Person preparing the report*

*Małgorzata Walnik*

*Vice-President of the Management Board*

*Robert Brzozowski*

*Vice-President of the Management Board*

*Marek Moroz*

*Condensed standalone statements on cash flows should be analysed jointly with explanatory information, which constitutes an integral part of the condensed standalone financial statements.*

#### **Condensed standalone statements on changes in equity**

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Previous years' results	Current year result	Total equity
<b>Equity as of 1st January 2019</b>	<b>8 198</b>	-	<b>174 437</b>	<b>9 346</b>	<b>(2 199)</b>	<b>189 782</b>
Application effect of IFRS 16	-	-	-	-	-	-
<b>Data adjusted for the influence of IFRS 16 as of 1st January 2019</b>	<b>8 198</b>	-	<b>174 437</b>	<b>9 346</b>	<b>(2 199)</b>	<b>189 782</b>
<b>Total profits for the financial year</b>	-	-	-	-	<b>13 463</b>	<b>13 463</b>
- Net profit/(loss) for the period	-	-	-	-	13 463	13 463
<b>Equity as of 31st March 2019</b>	<b>8 198</b>	-	<b>174 437</b>	<b>9 346</b>	<b>11 264</b>	<b>203 245</b>

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Previous years' results	Current year result	Total equity
<b>Equity as of 1st January 2019</b>	<b>8 198</b>	-	<b>174 437</b>	<b>9 346</b>	<b>(2 199)</b>	<b>189 782</b>
Application effect of IFRS 16	-	-	-	-	-	-
<b>Data adjusted for the influence of IFRS 16 as of 1st January 2019</b>	<b>8 198</b>	-	<b>174 437</b>	<b>9 346</b>	<b>(2 199)</b>	<b>189 782</b>
<b>Total profits for the financial year</b>	-	-	-	-	<b>53 825</b>	<b>53 825</b>
- Net profit/(loss) for the period	-	-	-	-	53 825	53 825
<b>Transactions with owners recognised directly in equity</b>						
Profit/(loss) transfer	-	-	6 703	(8 902)	2 199	-
<b>Equity as of 31st December 2019</b>	<b>8 198</b>	-	<b>181 140</b>	<b>444</b>	<b>53 825</b>	<b>243 607</b>

<i>in PLN thousand</i>	Share capital	Hedge accounting capital	Other capitals (including own shares)	Previous years' results	Current year result	Total equity
<b>Equity as of 1st January 2020</b>	<b>8 198</b>	-	<b>181 140</b>	<b>444</b>	<b>53 825</b>	<b>243 607</b>
<b>Total profits for the financial year</b>	-	-	-	-	<b>(13 024)</b>	<b>(13 024)</b>
- Net profit/(loss) for the period	-	-	-	-	(13 024)	(13 024)
<b>Equity as of 31st March 2020</b>	<b>8 198</b>	-	<b>181 140</b>	<b>444</b>	<b>40 801</b>	<b>230 583</b>

*President of the Management Board*

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*Condensed standalone statements on changes in equity should be analysed jointly with explanatory information, which constitutes an integral part of the condensed standalone financial statements.*

## 9. CONDENSED SUPPLEMENTARY INFORMATION TO THE INTERIM CONDENSED STANDALONE FINANCIAL STATEMENTS

In the condensed additional information to the interim condensed standalone financial statements Unimot S.A. has only presented the notes that include consolidated data. Other notes based exclusively on Parent Entity's data (NO 7.11), have been presented in supplementary information to the interim condensed consolidated financial statements.

## 9.1 REPORTING SEGMENTS

Operating segments identification has not changed and is compliant with the principles described in the standalone financial statements as of and the financial year ending on 31<sup>st</sup> December 2019.

<i>in PLN thousand</i>	in this:					in this:		Corporate functions	Total
for the period 01.01.2020 - 31.03.2020	Liquid fuels trade	Diesel and Bio-fuels	LPG	Gaseous fuels trade	Other activity	Petrol stations	Other petroleum products		
Revenues from external customers	1 109 835	1 016 654	93 181	17 791	16 627	8 781	7 846	1 185	1 145 438
Profits (losses) on financial instruments hedging sales	18 486	18 486	-	-	-	-	-	-	18 486
<b>Total revenues</b>	<b>1 128 321</b>	<b>1 035 140</b>	<b>93 181</b>	<b>17 791</b>	<b>16 627</b>	<b>8 781</b>	<b>7 846</b>	<b>1 185</b>	<b>1 163 924</b>
Cost of goods, products, and materials, sold to external customers	(1 112 667)	(1 025 154)	(87 513)	(14 341)	(14 100)	(7 232)	(6 868)	-	(1 141 108)
<b>Cost of goods, products, and materials, in total</b>	<b>(1 112 667)</b>	<b>(1 025 154)</b>	<b>(87 513)</b>	<b>(14 341)</b>	<b>(14 100)</b>	<b>(7 232)</b>	<b>(6 868)</b>	<b>-</b>	<b>(1 141 108)</b>
<b>Segment results</b>	<b>15 654</b>	<b>9 986</b>	<b>5 668</b>	<b>3 450</b>	<b>2 527</b>	<b>1 549</b>	<b>978</b>	<b>1 185</b>	<b>22 816</b>
Other operating revenues	760	634	126	-	-	-	-	-	760
Sale and overheads costs	(29 887)	(26 473)	(3 414)	(1 007)	(3 440)	(1 972)	(1 468)	(3 036)	(37 370)
Other net profits/losses	107	-	107	-	-	-	-	-	107
Other operating costs	(81)	(76)	(5)	(9)	(8)	(6)	(2)	(38)	(136)
<b>Operating activity result</b>	<b>(13 447)</b>	<b>(15 929)</b>	<b>2 482</b>	<b>2 434</b>	<b>(921)</b>	<b>(429)</b>	<b>(492)</b>	<b>(1 889)</b>	<b>(13 823)</b>
Financial revenues	228	156	72	-	15	-	15	21	264
Financial costs	(1 616)	(1 587)	(29)	-	(1)	(1)	-	(603)	(2 220)
Income tax	-	-	-	-	-	-	-	-	2 755
<b>Profit/(loss) for the period</b>	<b>(14 835)</b>	<b>(17 360)</b>	<b>2 525</b>	<b>2 434</b>	<b>(907)</b>	<b>(430)</b>	<b>(477)</b>	<b>(2 471)</b>	<b>(13 024)</b>
<b>Amortisation</b>	<b>(344)</b>	<b>(177)</b>	<b>(166)</b>	<b>-</b>	<b>(237)</b>	<b>(218)</b>	<b>(20)</b>	<b>(445)</b>	<b>(1 027)</b>
<b>EBITDA*</b>	<b>(13 103)</b>	<b>(15 752)</b>	<b>2 648</b>	<b>2 434</b>	<b>(684)</b>	<b>(211)</b>	<b>(472)</b>	<b>(2 041)</b>	<b>(13 393)</b>

\* EBITDA ratio --> defined as Earnings Before Interest, Taxes, Depreciation and Amortization

<i>in PLN thousand</i>	in this:					in this:		Corporate functions	Total
for the period 01.01.2019 - 31.03.2019	Liquid fuels trade	Diesel and Bio-fuels	LPG	Gaseous fuels trade	Other activity	Petrol stations	Other petroleum products		
Revenues from external customers	832 537	760 718	71 819	8 516	7 183	7 183	-	200	848 436
Profits (losses) on financial instruments hedging sales	(6 656)	(6 656)	-	-	-	-	-	-	(6 656)
<b>Total revenues</b>	<b>825 881</b>	<b>754 062</b>	<b>71 819</b>	<b>8 516</b>	<b>7 183</b>	<b>7 183</b>	<b>-</b>	<b>200</b>	<b>841 780</b>
Cost of goods, products, and materials, sold to external customers	(786 457)	(719 831)	(66 626)	(8 744)	(5 940)	(5 940)	-	-	(801 141)
<b>Cost of goods, products, and materials, in total</b>	<b>(786 457)</b>	<b>(719 831)</b>	<b>(66 626)</b>	<b>(8 744)</b>	<b>(5 940)</b>	<b>(5 940)</b>	<b>-</b>	<b>-</b>	<b>(801 141)</b>
<b>Segment results</b>	<b>39 424</b>	<b>34 231</b>	<b>5 193</b>	<b>(228)</b>	<b>1 243</b>	<b>1 243</b>	<b>-</b>	<b>200</b>	<b>40 639</b>
Other operating revenues	1 697	1 674	23	-	1	1	-	-	1 698
Sale and overheads costs	(20 343)	(16 971)	(3 372)	(189)	(1 650)	(1 517)	(133)	(1 994)	(24 176)
Other net profits/losses	347	-	347	-	-	-	-	-	347
Other operating costs	(49)	(3)	(46)	-	(5)	(5)	-	(8)	(62)
<b>Operating activity result</b>	<b>21 076</b>	<b>18 931</b>	<b>2 145</b>	<b>(417)</b>	<b>(411)</b>	<b>(278)</b>	<b>(133)</b>	<b>(1 802)</b>	<b>18 446</b>
Financial revenues	84	17	67	-	1	1	-	62	147
Financial costs	(1 714)	(1 669)	(45)	-	(1)	(1)	-	(3)	(1 718)
Income tax	-	-	-	-	-	-	-	-	(3 412)
<b>Profit/(loss) for the period</b>	<b>19 446</b>	<b>17 279</b>	<b>2 167</b>	<b>(417)</b>	<b>(411)</b>	<b>(278)</b>	<b>(133)</b>	<b>(1 743)</b>	<b>13 463</b>
<b>Amortisation</b>	<b>(422)</b>	<b>(217)</b>	<b>(205)</b>	<b>-</b>	<b>(26)</b>	<b>(26)</b>	<b>-</b>	<b>(230)</b>	<b>(678)</b>
<b>EBITDA*</b>	<b>21 498</b>	<b>19 148</b>	<b>2 350</b>	<b>(417)</b>	<b>(385)</b>	<b>(252)</b>	<b>(133)</b>	<b>(1 572)</b>	<b>19 124</b>

\* EBITDA ratio --> defined as Earnings Before Interest, Taxes, Depreciation and Amortization

<i>in PLN thousand</i>	Liquid fuels	in this:	Gaseous	Other	in this:	Corporate	Total
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31.03.2020	trade	Diesel and Bio-fuels	LPG	fuels trade	activity	Petrol stations	Other petroleum products	functions	
Segment assets	458 987	432 346	26 641	17 452	24 270	16 568	7 702	218 835	719 544
Segment liabilities	437 762	423 584	14 178	4 126	12 113	7 753	4 360	34 960	488 961

<i>in PLN thousand</i>	Liquid fuels trade	in this: Diesel and Bio-fuels	LPG	Gaseous fuels trade	Other activity	in this: Petrol stations	Other petroleum products	Corporate functions	Total
31.03.2019									
Segment assets	507 938	473 304	34 634	14 290	9 723	9 697	26	74 675	606 626
Segment liabilities	348 965	311 804	37 161	1 174	1 807	1 770	37	51 435	403 381

#### Revenues on sales - assortment breakdown

<i>in PLN thousand</i>	01.01.2020-31.03.2020	01.01.2019-31.03.2019
DIESEL AND BIO-FUELS	1 035 140	754 062
LPG	93 181	71 819
Gaseous fuels	17 791	8 516
Other	17 812	7 383
<b>Total</b>	<b>1 163 924</b>	<b>841 780</b>

#### Revenues on sales - geographical breakdown according to location of final customers

<i>in PLN thousand</i>	01.01.2020-31.03.2020	01.01.2019-31.03.2019
Poland	926 636	697 424
Czech Republic	129 276	52 535
Slovakia	1 103	1 154
Ukraine	362	11 663
Hungary	7 426	1 640
France	-	6 450
Great Britain	-	178
Austria	9 802	-
Germany	49 501	3 107
Taiwan	406	-
The Netherlands	-	41 456
Estonia	13 600	2 173
Cyprus	29	5 765
Bulgaria	25 242	18 235
Lithuania	541	-
<b>Total</b>	<b>1 163 924</b>	<b>841 780</b>

#### 10. ADDITIONAL EXPLANATORY NOTES TO THE INTERIM CONDENSED STANDALONE FINANCIAL STATEMENTS

### 10.1 COST BY TYPE

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Amortisation of tangible fixed assets and intangible assets	(690)	(678)
Asset amortisation due to the right to use assets	(337)	-
Electricity and materials consumption	(554)	(577)
Foreign services	(30 494)	(17 829)
Taxes and charges	(157)	(165)
Remunerations	(8 292)	(2 499)
Social security and other benefits	(503)	(513)
Other cost by type	(1 914)	(1 320)
<b>Costs by type in total</b>	<b>(42 941)</b>	<b>(23 581)</b>
Cost of sold goods, products, and materials	(1 141 108)	(801 141)
Change in inventories and accruals	279	360
Other	5 292	(955)
<b>Cost of sold goods, products and materials and overheads</b>	<b>(1 178 478)</b>	<b>(825 317)</b>

### 10.2 COST OF SOLD GOODS, PRODUCTS AND MATERIALS

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Cost of sold goods and materials	(1 086 996)	(808 951)
Inventories valuation to fair value	(73 699)	37 835
Balance sheet valuation of settlements	25 282	(28 768)
Exchange rate differences achieved	(5 695)	(1 257)
<b>Total</b>	<b>(1 141 108)</b>	<b>(801 141)</b>

### 10.3 OTHER OPERATING REVENUES

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Received damages and penalties	78	1
Costs of court proceedings subject to return	12	29
Interest revenues concerning trade receivables	527	1 657
Other	143	11
<b>Total</b>	<b>760</b>	<b>1 698</b>

### 10.4 OTHER NET PROFITS/(LOSSES)

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Net profit on sale of intangible assets	107	347
<b>Total</b>	<b>107</b>	<b>347</b>

### 10.5 OTHER OPERATING COSTS

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
Interest costs from non-financial liabilities	(21)	(5)
Costs of court proceedings	(63)	(49)
Donations	(10)	(8)
Other	(42)	-
<b>Total</b>	<b>(136)</b>	<b>(62)</b>

#### 10.6 NET FINANCIAL REVENUES/COSTS

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
<b>Financial revenues</b>		
Interest on financial assets and financial commissions	264	147
<b>Total financial revenues</b>	<b>264</b>	<b>147</b>
<b>Financial costs</b>		
Bank charges and transaction costs on credits and loans	(1 620)	(1 718)
Write-off revaluating investments value	(600)	-
<b>Total financial costs</b>	<b>(2 220)</b>	<b>(1 718)</b>
<b>Net financial costs</b>	<b>(1 956)</b>	<b>(1 571)</b>

#### 10.7 INCOME TAX

##### Income tax recognised in the interim condensed consolidated statements on total revenues

<i>in PLN thousand</i>	<b>01.01.2020- 31.03.2020</b>	<b>01.01.2019- 31.03.2019</b>
<b>Current income tax</b>		
Income tax for the current year	(4 951)	(1 786)
<b>Deferred tax</b>		
Arising/reversing temporary differences	7 706	(1 626)
<b>Income tax recognised in the statements of total revenues</b>	<b>2 755</b>	<b>(3 412)</b>

#### 10.8 TANGIBLE FIXED ASSETS

<i>in PLN thousand</i>	<b>31.03.2020</b>	<b>31.12.2019</b>
Land	1 239	1 239
Buildings and structures	3 078	3 024
Machinery and equipment	2 529	2 333
Means of transport	6 733	5 405
- Other tangible fixed assets	438	444
Fixed assets under construction	733	899
<b>Total</b>	<b>14 750</b>	<b>13 344</b>

The Group realised net profit on sales of tangible fixed assets in the amount of PLN 107 thousand (for 3 months of 2020)

and net profit in the amount of PLN 347 thousand (for 3 months of 2019).

In the period of 3 months of 2020 the Company incurred capital expenditures in the amount of PLN 2 497 thousand, primarily for modernising and adjusting to AVIA brand the leased and own petrol stations, purchases of computer hardware and equipment.

In the period of 3 months of 2019 the Company incurred capital expenditures in the amount of PLN 497 thousand. These considered primarily purchases of means of transport, computer hardware, equipment as well as modernising and adjusting to AVIA brand the leased and own petrol stations.

In the current accounting period the Company did not conclude significant transactions of tangible fixed assets purchase or sale. In the current accounting period the Company did not hold significant liabilities due to tangible fixed assets purchase.

#### 10.9 RIGHT TO USE ASSETS

The Group has analysed all the contracts that could be of a lease nature and implemented IFRS 16 with an application of a simplified approach. As a result of the analysis the contracts that include lease have been distinguished. These include office space rental contracts and petrol stations lease.

<i>in PLN thousand</i>	<b>31.03.2020</b>
<b>Tangible fixed assets as of 01.01.2020</b>	6 251
Acquisition in the accounting period	1 175
Value of recognised in the accounting period amortisation write-offs on the assets due to the right to use	(337)
<b>Value of asset due to the right to use as of 31.03.2020, where</b>	<b>7 089</b>
Value of asset due to the right to use as of 31.03.2020	6 900
Value of asset due to sub-rent as of 31.03.2020	189

Due to sub-rent a part of office spaces, a part of the right to use assets has been presented in the item other receivables.

<i>in PLN thousand</i>	<b>31.03.2020</b>
Other short-term receivables	189
<b>Total</b>	<b>189</b>

Revenues from sub-rental of asset components under lease contract in the accounting period amounted to PLN 29 thousand.

Therefore, a lease liability has been recognised in the values presented below in a breakdown into long-term and short-term lease liabilities:

<i>in PLN thousand</i>	<b>31.03.2020</b>
<b>Long-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 01.01.2020</b>	5 094
<b>Short-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 01.01.2020</b>	1 262
Value of recognised in the accounting period increases due to long-term lease liabilities	1 120
Value of recognised in the accounting period increases due to short-term lease liabilities	55
Value of recognised in the accounting period payments due to long-term lease liabilities	(364)
Value of recognised in the accounting period payments due to short-term lease liabilities	41
<b>Long-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 31.03.2020</b>	<b>5 850</b>
<b>Short-term liabilities due to lease (other lease and rent contracts unrecognised before) as of 31.03.2020</b>	<b>1 358</b>

Costs of interests due to lease liabilities in the accounting period amounted to PLN 65 thousand.

### 10.10 OTHER CURRENT ASSETS

<i>in PLN thousand</i>	31.03.2020	31.12.2019
Active accruals	4 916	5 175
<b>Total</b>	<b>4 916</b>	<b>5 175</b>

As of 31.03.2020 active accruals comprise, among others, costs incurred due to NIT fulfilment not related to sales of goods, insurance costs, subscriptions settled over time.

As of 31.12.2019 active accruals comprise, among others, insurance costs, costs of subscriptions settled over time and costs incurred due to NIT fulfilment not related to sales of goods.

### 10.11 LIABILITIES DUE TO CREDITS, LOANS AND OTHER DEBT INSTRUMENTS AND OVERDRAFTS

<i>in PLN thousand</i>	31.03.2020	31.12.2019
<b>Long-term liabilities</b>		
Financial lease liabilities	3 198	2 178
Liabilities due to lease (other lease and rent contracts unrecognised before)	5 850	5 094
	<b>9 048</b>	<b>7 272</b>
<b>Short-term liabilities</b>		
Short-term part of financial lease liabilities	2 142	1 604
Liabilities due to lease (other lease and rent contracts unrecognised before)	1 358	1 262
	<b>3 500</b>	<b>2 866</b>
<b>Overdrafts</b>	<b>218 484</b>	<b>203 504</b>
<b>Total</b>	<b>231 032</b>	<b>213 642</b>

In the period covered by the present interim condensed consolidated statements or after the balance sheet date there were no events of failure to repay the principal or interests.

As of 31st March 2020 the following infringements to covenants in the credit contracts signed by the Parent Entity occurred, recognised in short-term liabilities:

3. BNP Paribas Bank Polska S.A. (formerly Raiffeisen Bank Polska S.A.) covenants verified in quarterly period based on standalone data of Unimot S.A.:

- Profit on sales (adjusted for the result on the transactions hedging product prices and the result on the exchange rate differences) / net revenue on sales > 1 % – value of the ration: (-1.2%),
- Interest Coverage Ratio (EBIT + amortisation) / interests > 3 – value of the ratio: (-5.76).

The consequence of infringement to covenants is a possibility to decrease the amount of available limits by the bank, as well as the right for a request to provide an additional collateral or increase the bank's margin.

4. mBank S.A. covenants verified in quarterly period based on standalone data of Unimot S.A.:

- Net profitability ratio = net profit / total revenues > 0.2 % – value of the ratio: (-1.1%),
- EBIT ratio [net profit + interests + income tax] + amortisation) / interests > 3 – value of the ratio: (-5.65).

The consequence of infringement to covenants is a possibility to increase the bank's margin for the credit by 0.325 % per year.

As of the publication date of the present statements banks had not implemented towards the Issuer or its subsidiaries procedures related to the infringement of covenants.

There were no infringements to other terms stipulated in the credit agreements.

#### 10.12 TRANSACTIONS AND SETTLEMENTS OF GROUP'S COMPANIES WITH RELATED ENTITIES

<i>in PLN thousand</i>	Sale		Purchase	
	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019	01.01.2020- 31.03.2020	01.01.2019- 31.03.2019
Related entities	3 720	3 124	366	505
Affiliated entities	-	-	6	-
<b>Total</b>	<b>3 720</b>	<b>3 124</b>	<b>372</b>	<b>505</b>

<i>in PLN thousand</i>	Trade receivables due to loans and other receivables		Trade and other liabilities , loan liabilities and other liabilities	
	31.03.2020	31.12.2019	31.03.2020	31.12.2019
Related entities	8 912	8 480	934	4 122
Affiliated entities	33	33	-	-
<b>Total</b>	<b>8 945</b>	<b>8 513</b>	<b>934</b>	<b>4 122</b>

In the period of 3 months ended on 31<sup>st</sup> March 2020 and 31<sup>st</sup> March 2019 transactions concluded with related entities at conditions different than market ones did not occur in the Company. These transactions concerned primarily purchases of goods and services for the needs of current operating activity.

Zawadzkie, 19th March 2020

.....  
**Adam Sikorski**

President of the Management Board

.....  
**Robert Brzozowski**

Vice-President of the Management Board

.....  
**Małgorzata Walnik**

Person preparing the statements

.....  
**Marek Moroz**

Vice-President of the Management Board