Financial results for 2024

Our actions in 2024 fully confirm the resilience of our business model and the soundness of our chosen strategy. Operating in a demanding and dynamically changing market, we not only maintained operational stability, but also consistently expanded our scale of operations and created value for our stakeholders.

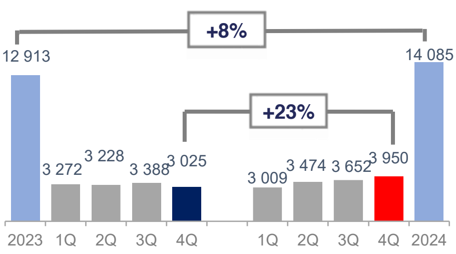
In 2024, we implemented the UNIMOT Strategy for 2024–2028 for the first time. We consistently focused on pillars such as business diversification, logistics development, low-emission transition and operational efficiency. Evidence of our success is revenue of PLN 14,085 million and adjusted EBITDA of PLN 370 million.

The culmination of initiatives launched in 2023 was the full integration within the Group of the acquired companies – Olavion, Unimot Terminale, Unimot Infrastruktura, Unimot Bitumen and RCEkoenergia. Their operations significantly increased our resilience to seasonality and raised our operational scale, while enabling the implementation of optimisation processes with a lasting cost impact.

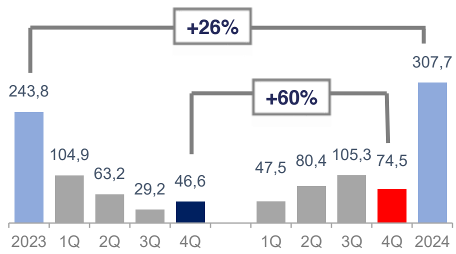
We invest in logistics, technology, low-emission solutions and human capital, building lasting value for the Group and reinforcing UNIMOT's position as an independent leader in the fuel and energy sector in Central and Eastern Europe.

Adam Sikorski, Chairman of the Management Board of UNIMOT S.A.

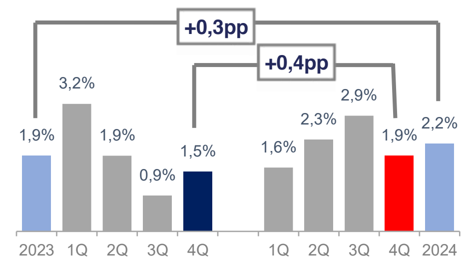
Sales revenue [PLN million]



Adjusted EBITDA* [PLN million]

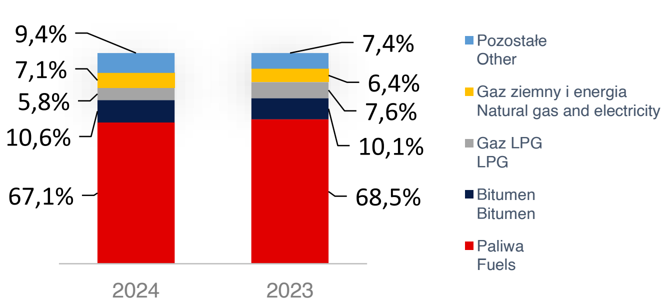


EBITDA Margin (S)*



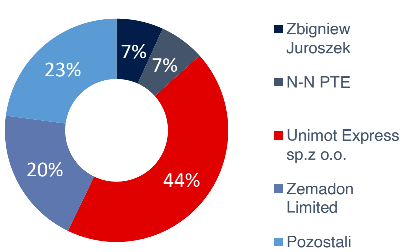
	UNIMOT Group			2024 – main business segments								
[PLN thousand]	2024	2023	change	Liquid fuels	LPG	Natural gas	Electricity	PV/RES	Petrol stations	Bitumen	Infra-structure	Solid fuels
Total revenue	**14 096 814**	**12 886 989**	**9,4%**	**10 104 269**	**814 037**	**636 481**	**385 841**	**31 440**	**810 608**	**1 497 436**	**384 483**	**181 959**
Operating profit/(loss)	**233 503**	**574 893**	**-59,4%**	**72 763**	**7 327**	**36 283**	**19 119**	**- 1 845**	**- 4 537**	**110 043**	**45 578**	**- 9 086**
Operating profit margin	*1,7%*	*4,5%*	*-2,8 pp.*	*0,7%*	*0,9%*	*5,7%*	*5,0%*	*n/a*	*n/a*	*7,3%*	*11,9%*	*n/a*
EBITDA**	**370 053**	**668 965**	**-44,7%**	**17 281**	**14 000**	**37 627**	**19 268**	**- 1 076**	**13 563**	**152 473**	**95 453**	**- 8 647**
*EBITDA margin***	*2,6%*	*5,2%*	*-2,6 pp.*	*0,2%*	*1,7%*	*5,9%*	*5,0%*	*n/a*	*1,7%*	*10,2%*	*24,8%*	*n/a*
Adjusted EBITDA*	**307 693**	**243 771**	**26,2%**	**80 424**	**12 193**	**39 194**	**19 268**	**- 1 076**	**17 395**	**105 307**	**19 892**	**768**
*Adjusted EBITDA margin**	*2,2%*	*1,9%*	*0,3 pp.*	*0,8%*	***1,5%***	*6,2%*	*5,0%*	*n/a*	*2,1%*	*7,0%*	*5,2%*	*0,4%*
Net profit/(loss)	**139 341**	**488 512**	**-71,5%**	**25 903**	**5 816**	**21 638**	**14 060**	**- 1 442**	**- 9 961**	**110 449**	**13 557**	**- 6 668**
Net profit margin	*1,0%*	*3,8%*	*-2,8 pp.*	*0,3%*	*0,7%*	*3,4%*	*3,6%*	*n/a*	*n/a.*	*7,4%*	*3,5%*	*n/a*

Sales revenue structure



Share in capital of UNIMOT S.A.

as at the date of publication of the report



** adjusted for the estimated measurement of mandatory stocks of diesel fuel, reasonable deferrals of costs and revenues and one-off events; ** Earnings Before Interest, Taxes, Depreciation and Amortization) (EBITDA); *** target for 2023 from the 2018–2023 Strategy*

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