



UNIMOT conducts operations in the scope of trading:



Diesel oil



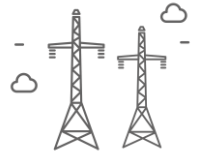
Bio-fuels



LPG gas



Natural gas



Electricity

INFORMATION ABOUT UNIMOT

March 2019

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

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

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

Currently, UNIMOT S.A. is entering the market of retail fuel sales, creating a franchise network of fuel stations under the AVIA brand

Success factors

Strong position in the market – the biggest independent Polish fuel importer

Leading business on growing markets

Independence leading to efficiency and flexibility

Development towards further diversification

Experienced Board and the best experts

Management Board



ADAM SIKORSKI
President



ROBERT BRZOZOWSKI
Vice President



MAREK MOROZ
Vice President

Grupa kapitałowa

UNIMOT S.A.

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

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

UNIMOT Energy LLC
Handel energią elektryczną na Ukrainie

UNIMOT Paliwa Sp. z o.o.
sales of fuels to individual clients

Unimot Ukraine LLC
Development of AVIA stations in Ukraine

Unimot Asia LLC
Development of sales of AVIA products in Asia

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

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

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

PPG Warszawa Sp. z o.o.
natural gas regasification

Dividend policy

min. 30% net profit

In case of positive net profit - recommendations to pay dividend according to the dividend policy principles

Investor Relations

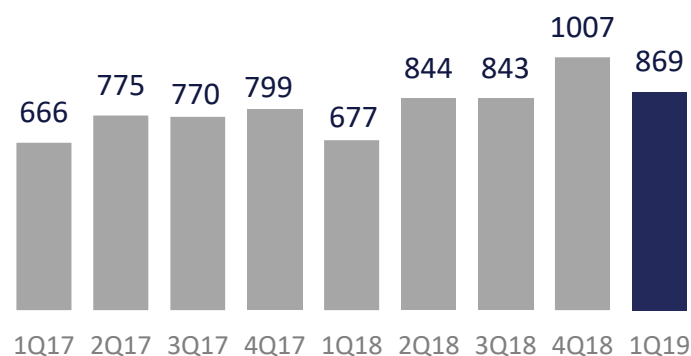
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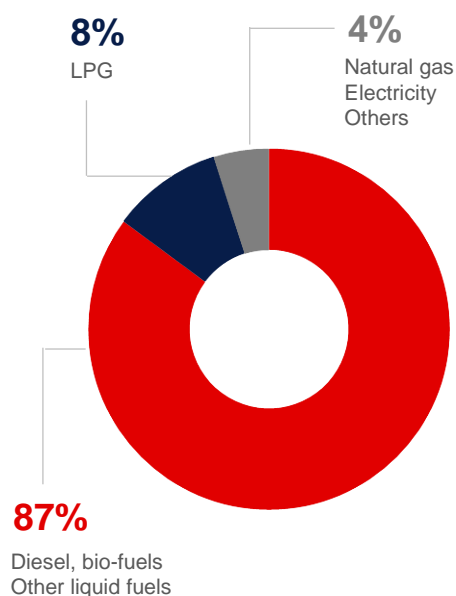


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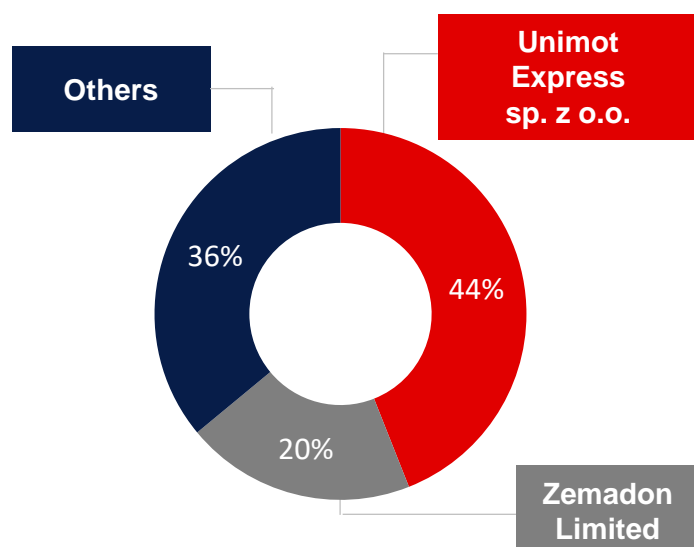
Revenues on sales [PLN million]



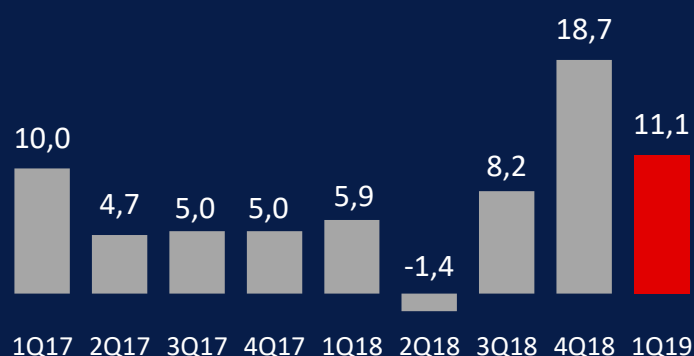
Sales breakdown in 2018



Shareholders structure



Adjusted EBITDA [PLN million]



Consolidated financial results

[PLN million]

	1Q19	1Q18
Revenues on sales	677 437	868 653
EBIT	-5 486	18 422
EBITDA	776	22 854
Gross profit/loss	44 039	20 226
Net profit/loss	-1 966	16 335
Long-term liabilities	35 030	13 679
Short-term liabilities	404 250	396 361
Total assets	648 860	603 285
Equity	209 580	193 245

Profitability ratios

	1Q19	1Q18
ROE	7,8%	-0,9%
ROA	2,5%	-0,3%
GROSS PROFIT RATE	5,1%	3,0%
GROSS PROFITABILITY	2,3%	-0,4%
NET PROFITABILITY	1,9%	-0,3%