Financial results for 2Q2020

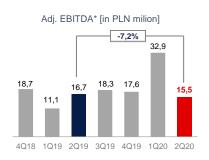


Our main businesses have been doing very well in recent months, while the area of bitumen products and oils has been experiencing difficulties in doing business related to the availability of the product in the case of bitumens and the still prevailing trade difficulties in Asia - in the case of oils. UNIMOT Energia i Gaz had to temporarily suspend the acquisition of new contracts, and our plans related to the development of the AVIA network were consciously halted. Currently, the situation in these areas is clearly improving - both the acquisition of contracts by UNIMOT Energia i Gaz and the acquisition of new AVIA stations have resumed.

Lower quarterly results yoy are mainly due to one-off events in the form of a write-down on a part of the loan to Green Electricity company, which was severely affected by the epidemic in the first half of the year, as well as the costs we incurred to purchase coronavirus tests for the Ministry of Health.

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





ADJUSTMENTS TO ACCOUNTING EBITDA IN Q2 2020:

- impact of the valuation of liquid fuel stocks: PLN -17 590 thousand
- The impact of the cost shifts in time related to the implementation of the National Index Target, the National Reduction Target and maintenance of mandatory stocks:

PLN +2 998 thousand

- The impact of the cost shifts in time in the LPG business:
 PLN +39 thousand
- Write-down on part of the value of Green Electricity's investment (loan to the company): PLN +3 400 thousand
- The impact of shifts in time of revenues from oil trade hedging transactions: PLN +430 thousand

	U	UNIMOT Group			2Q2020 - Main business segments				
[in PLN million]	2Q2019	2Q2020	change	DIESEL+BIO	LPG	Natural Gas	Electricity	Other	
Net revenues	1 007 878	981 581	-2.6%	821 002	60 579	12 135	34 734	55 526	
Operating profit	8 418	23 592	180.3%	34 791	1 599	-89	-3 465	605	
Operating profit	0.8%	2.4%	1.6 p.p.	4.2%	2.6%	n/a	n/a	1.1%	
EBITDA**	14 940	26 196	75,3%	34 818	1 911	121	973	672	
EBITDA margin**	1.5%	2.7%	1.2 p.p.	4.2%	3.1%	1.0%	2.8%	1.2%	
Adj. EBITDA*	16 679	15 474	-7,2%	20 196	1 950	-	-	1 102	
Adj. EBITDA margin*	1.7%	1.6%	-0.1 p.p.	2.4%	3.2%	-	-	2.0%	
Net profit	7 986	18 561	132,4%	33 673	1 670	-214	630	610	
Net profit margin	0.8%	1.9%	1.1 p.p.	4.1%	2.7%	n/a	1.8%	1.1%	

Other = other refined products (lubricants, bitumen products and crude oil)

	2018	2019	2Q20	Goals***
Financial liquidity ratio (current assets / short-term liabilities	1.33	1.45	1.28	min. 1.2
Interest Coverage Ratio (adj. EBITDA* / interest)	3.71	6.92	10.9	min. 3x
Bank Covenant (equity / balance sheet total)	32.0%	35.%	33.4%	min. 20%
ROCE (adj . EBITDA **/ fixed assets working capital)	14.4%	26.4%	33.4%	15.0%
Debt ratio (total liabilities / assets)	0.68	0.64	0.67	0.60

Share in capital of Unimot S.A.



- Unimot Express sp.z o.o.
- ■Zemadon Limited
- Zemad ■ Others

- * adjusted for an estimated diesel compulsory reserve valuation, justified movements and one off's
- ** Earnings Before Interest, Taxes, Depreciation and Amortization
- *** goal for 2023 included the Strategy for 2018-2023

















