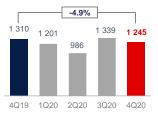


The year 2020 has been the best one in our history. The high financial results in 2020 were primarily driven by favourable external environment in the diesel business lasting for most of the year (allowing to reach historically the highest sales volume), and also sales of significant volumes of natural gas at very satisfactory margins. Also, in 2020 a drop in the demand for B100 fuel was felt, which has been observed for several of quarters. The same was true for bitumen products, which resulted from the suspension of road construction projects by local governments. Due to the ongoing pandemic of COVID-19 Unimot Energia i Gaz temporarily limited its sales activity.

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

## Total revenues [in PLN million]



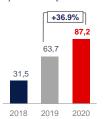




## Adj. EBITDA\* [in PLN million]



## Adj. EBITDA\* [in PLN million]



ADJUSTMENTS
4Q2020:
PLN -9.6 million

ADJUSTMENTS 2020:

■ PLN 28.9 million

		UNIMOT Group			Main business segments			
[in PLN million]	2019	2020	zmiana	DIESEL+BIO	LPG	NG	Electricity	
Net revenues	4 460 183	4 769 994	6.9%	3 845 935	342 960	71 777	120 127	
Operating profit	83 507	49 255	- 41.0%	58 418	6 314	10 151	4 452	
Operating profit	1.9%	1.0%	-0.9 p.p.	1.5%	1.8%	14.1%	3.7%	
EBITDA**	89 949	58 293	-35.2%	63 757	7 265	11 986	5 236	
EBITDA margin**	2.0%	1.2%	-0.8 p.p.	1.7%	2.1%	16.7%	4.4%	
Adj. EBITDA*	63 712	87 195	36.9%	84 643	7 265	11 986	5 235	
Adj. EBITDA margin*	1.4%	1.8%	0.4 p.p.	2.2%	2.1%	16.7%	4.4%	
Net profit	59 923	34 735	- 42.0%	53 230	6 454	9 637	4 587	
Net profit margin	1.3%	0.7%	0.6 p.p.	1.4%	1.9%	13.4%	3.8%	

	2019	2020	Goals***
Financial liquidity ratio (current assets / short-term liabilities	1.45	1.36	min 1.2
Interest Coverage Ratio (adj. EBITDA* / interest)	6.92	15.42	min. 3x
Equity Ratio (equity / balance sheet total)	35.9%	33.6%	min 20%
ROCE (adj . EBITDA **/ fixed assets working capital)	26.4%	31.9%	15.0%
Total net debt ratio (total liabilities - cash / assets)	58.4%	51.7%	

## Share in capital of Unimot S.A.



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

- \* adjusted for the impact of liquid and gaseous fuels inventories valuation as well as other energy products, movements of costs and revenues related to liquid and gaseous fuels trade as well as other energy products and other one-time events
- \*\* Earnings Before Interest, Taxes, Depreciation and Amortization
- \*\*\* goal for 2023 included the Strategy for 2018-2023















