## Financial results for 1Q2021



Very good financial results in Q1 2021 were primarily driven by favourable external environment in the diesel oil business. Higher volumes were achieved in the LPG and natural gas area, generated on wholesale. Unfortunately, Q1 2021 was another difficult period for the business of bio-fuels and bitumen products. Following the ongoing restrictions, due to the pandemic, also the area of photovoltaic panels sale faced serious challenges.

The AVIA chain was joined by 3 next stations in Poland and 4 in Ukraine. In the RES area we have become engaged in the cluster Żywiec Energy of the Future (Żywiecka Energia Przyszłości) through an investment into the company OKE. We have also taken over a portfolio of projects of photovoltaic farms. We commenced the import of petrol and sales of oils in Romania.

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





## ADJUSTMENTS TO ACCOUNTING EBITDA IN Q1 2021:

- impact of the valuation of liquid fuel stocks: PLN + 4 116thousand
- 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 - 10 157 thousand

	UNIMOT Group			1Q2021 - Main business segments							
[in PLN million]	1Q2020	1Q2021	Change	DIESEL+ BIO	LPG	Natural Gas	Electri- city	PV	Petrol stations	Other	
Net revenues	1 200 518	1 572 324	31.0%	1 275 111	139 744	96 494	39 867	3 244	34 553	9 697	
Operating profit	-11 382	39 375	n/a	35 373	3 158	5 013	1760	-2 036	-1 074	-431	
Operating profit	n/a	2.5%	n/a	2.8%	2.3%	5.2%	4.4%	-	-	-	
EBITDA**	- 9 861	42 584	n/a	36 335	3 347	5 385	1 406	-1 756	-276	-220	
EBITDA margin**	n/a	2.7%	n/a	2.8%							
Adj. EBITDA*	32 861	28 311	-13.8%	22 061	-	-	-	-	-	-	
Adj. EBITDA margin*	2.7%	1.8%	-0.9 p.p.	1.7%	-	-	-	-	-	-	
Net profit	-10 616	30 022	n/a	34 056	3 136	4 941	1 979	-1 980	-1 076	-440	
Net profit margin	n/a	1.9%	n/a	2.7%	2.2%	5.1%	5.0%	-	-	-	

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

	2019	2020	1Q20	Goals***
Financial liquidity ratio (current assets / short-term liabilities	1.45	1.36	1.31	min. 1.2
Interest Coverage Ratio (adj. EBITDA* / interest)	6.92	15.42	14.81	min. 3x
Equity Ratio (equity / balance sheet total)	35.9%	33.6%	27.7%	min. 20%
ROCE (adj . EBITDA **/ fixed assets working capital)	26.4%	31.9%	28.2%	15.0%
Total net debt ratio (total liabilities - cash / assets)	58.4%	51.7%	61.9%	-

## Share in capital of Unimot S.A.



Unimot Express sp.z o.o.
Zemadon Limited
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



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