Financial results for 3Q2023



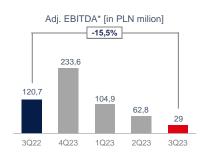
An extraordinary circumstance determining the Group's financial performance in Q3 was the situation on the local diesel market. From the second half of August, prices of this product in Poland were significantly below quotations observed on world markets. Diesel oil imports therefore generated negative margins and, in this situation, the Group limited imports of this fuel to the volumes necessary to meet its obligations under previously concluded contracts. This market situation resulted in a loss of benefits amounting to PLN 72.4 million.

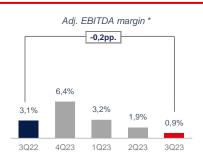
The negative situation described above was to a large extent offset by the results generated by the companies acquired in 2023: Olavion sp. z o.o. (rail freight services); P2T sp. z o.o. (currently: Unimot Commodities sp. z o.o. - logistics and trading activities in the energy raw materials industry, including: biomass and coal; Lotos Terminals Group companies (currently: Unimot Terminale, Unimot Infrastruktura, Unimot Bitumen and RCEkoenergia).

The contribution of the businesses acquired in 2023 to the UNIMOT Group's adjusted EBITDA in the third quarter of this year amounted to PLN 47.8 million and had a stabilising effect on the consolidated financial figures. In addition, the LPG trading, natural gas and AVIA chain businesses had a positive impact on the financial results. Their total adjusted EBITDA amounted to PLN 17.6 million.

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







	UNIMOT Group			3Q2022 - Main business segments								
[in PLN million]	3Q2023	3Q2022	Change	DIESEL + BIO	LPG	Natural Gas	Electri- city	Photovo Itaics	Petrol stations	Bitumen	Logistics	Solid Fuel
Net revenues	3 309 923	3 814 446	-13.2%	2 124 646	250 840	33 518	121 440	2 224	176 647	507 765	57 392	42 001
Operating profit	-9 646	58 353	-	-65 666	10 576	-2 458	210	-3 143	-2 186	57 046	-10 508	8 869
Operating profit	-0.3%	1.5%	-1.8 pp.	-3.1%	4.2%	-7.3%	0.2%	-141.3%	-1.2%	11.2%	-18.3%	21.1%
EBITDA**	11 658	59 814	-80.5%	-62 933	11 714	-2 120	243	-2 988	1 056	59 341	26	8 911
EBITDA margin**	0.4%	1.6%	-1.2 pp.	-3.0%	4.7%	-6.3%	0.2%	-134.3%	0.6%	11.7%	0.0%	21.2%
Adj. EBITDA*	29 156	120 715	-75.8%	-31 968	-	4 180	-	-	1 732	35 898	3 026	-
Adj. EBITDA margin*	0.9%	3.2%	-2.3 pp.	-1.5%	-	12.5%	-	-	1.0%	7.1%	5.3%	-
Net profit	-20 739	41 066	-	-56 051	8 536	-2 898	-51	-2 544	-326	46 591	-8 718	7 148
Net profit margin	-0.6%	1.1%	-1.7 pp.	-2.6%	3.4%	-8.6%	0.0%	-114.4%	-0.2%	9.2%	-15.2%	17.0%

	3Q2023	3Q2022	Goal***
Financial liquidity ratio (current assets / short-term liabilities	1.3	1.4	min 1.2
Interest Coverage Ratio (adj. EBITDA* / interest)	8.6	18.7	min. 3x
Equity Ratio (equity / balance sheet total)	25.0%	31.3%	min 20%
ROCE (adj . EBITDA **/ fixed assets working capital)	44.6%	61.3%	15.0%
Total net debt ratio (total liabilities - cash / assets)	58.5%	55.6%	-

Share in capital of Unimot S.A. as at the report publication date



- N-N PTF
- 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













