



UNIMOT conducts operations in the scope of trading:



Diesel oil



Bio-fuels



LPG gas



Natural gas



Electricity

INFORMATION ABOUT UNIMOT

November 2018

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

● Tankuj24 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

Regular dividends

min. 30% net profit

recommendations to pay dividend according to the dividend policy principles

Investor Relations

gielada@unimot.pl

JOANNA SIEDLACZEK, Investor Relations Director, +48 517 169 792
PAWEŁ JAMSKI, Specialist in Financial Markets, +48 500 122 220

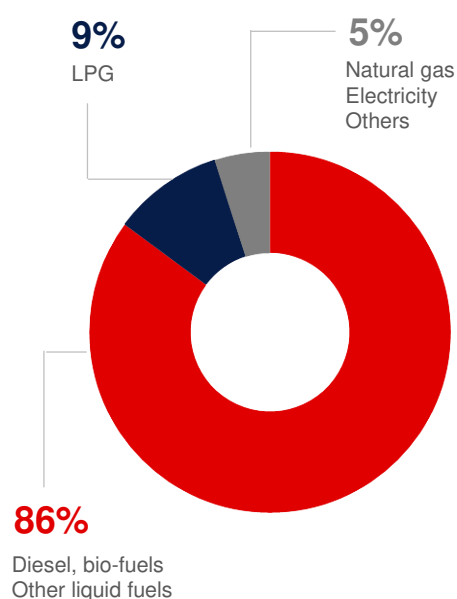


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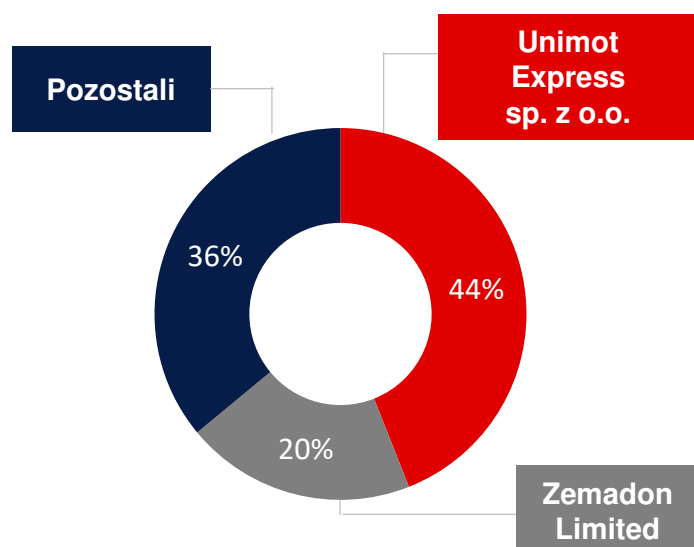
Revenues on sales [PLN million]



Sales breakdown in Q3 2018



Struktura akcjonariatu



Adjusted EBITDA [PLN million]



* Not adjusted

Consolidated financial results for Q1 2018 [PLN million]

	Q3 2018	Q3 2017
Revenues on sales	842 660	779 371
EBIT	10 912	14 569
EBITDA	14 483	15 894
Gross profit/loss	41 064	44 194
Net profit/loss	9 475	10 644
Long-term liabilities	31 754	14 966
Short-term liabilities	429 490	300 519
Total assets	643 773	517 220
Equity	182 529	201 735

Profitability ratios

	Q3 2018	Q3 2017
ROE	5,2%	5,3%
ROA	1,5%	2,1%
GROSS PROFIT RATE	4,9%	5,7%
GROSS PROFITABILITY	1,3%	1,7%
NET PROFITABILITY	1,1%	1,4%