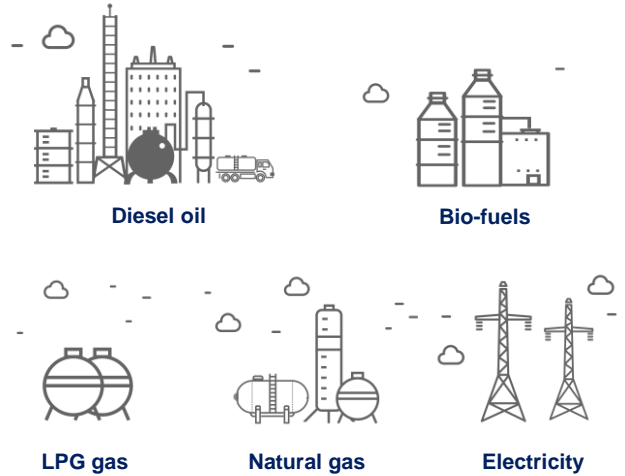




## UNIMOT conducts operations in the scope of trading:



## INFORMATION ABOUT UNIMOT

March 2019

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

## Dividend policy

**min. 30% net profit**

recommendations to pay dividend according to the dividend policy principles

## Investor Relations

[gielada@unimot.pl](mailto:gielada@unimot.pl)

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

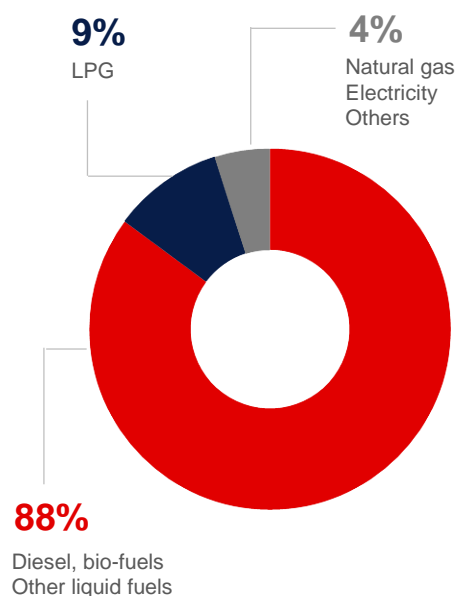


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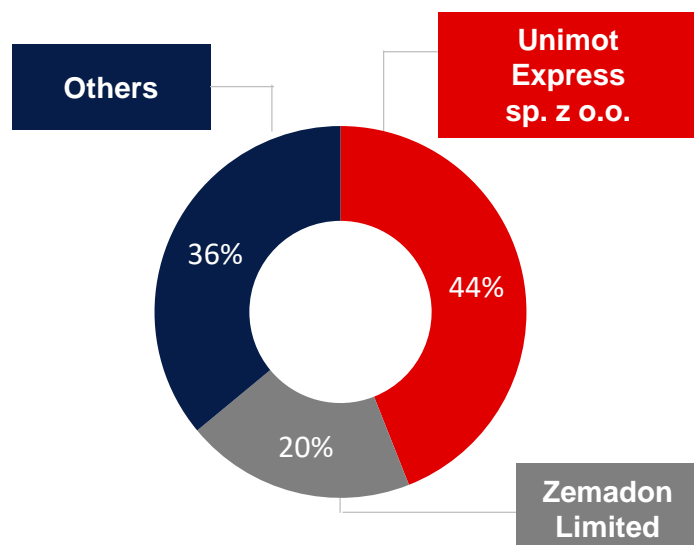
## Revenues on sales [PLN million]



## Sales breakdown in 2018



## Shareholders structure



## Adjusted EBITDA [PLN million]



\* Not adjusted

## Consolidated financial results

[PLN million]

	2018	2017**
Revenues on sales	3 370 994	3 009 249
EBIT	727	29 896
EBITDA	13 517	34 769
Gross profit/loss	121 899	145 404
Net profit/loss	(3 140)	19 515
Long-term liabilities	13 679	25 306
Short-term liabilities	396 361	382 893
Total assets	603 285	618 520
Equity	193 245	210 321

## Profitability ratios

	2018	2017
ROE	-1.6%	9.3%
ROA	-0.5%	3.2%
GROSS PROFIT RATE	3.6%	4.8%
GROSS PROFITABILITY	0.0%	0.8%
NET PROFITABILITY	-0.1%	0.6%