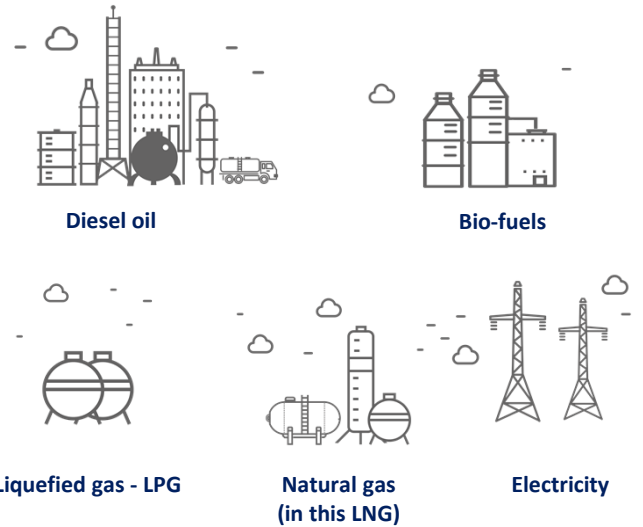




## THE UNIMOT GROUP conducts operations in the scope of trading:



## UNIMOT S.A. CAPITAL GROUP

30th September 2017

UNIMOT is a multi-utility capital group that offers its wholesale and retail customers liquid fuel products (Diesel oil, bio-fuels, LPG, LNG), natural gas and electricity. The Group includes seven companies that operate on the fuel and energy market.

The parent entity UNIMOT S.A., quoted on the main floor of the Warsaw Stock Exchange, specializes in the wholesale of liquid fuels, Diesel oil in particular.

The main goal of the remaining partnerships of the UNIMOT Capital group is developing activity in the natural gas and electricity sectors.

Presently UNIMOT S.A. is entering the market of retail fuel sales, creating a franchise network of fuel stations under the AVIA brand and developing a mobile application for drivers to compare and purchase fuels online called Tankuj24.

## Success factors:

### Leading independent fuel supplier:

- own price of Diesel - UNIMOT SPOT
- electronic orders of Diesel - HurtPaliwa24
- online fuel sales - Tankuj24
- franchise network of AVIA fuel stations
- Diesel oil availability - 13 fuel depots in Poland, 1 in Germany

### Electricity trade market development:

making use of subsidiaries synergy

### Natural gas trade development:

own LNG regasification stations and gas networks

## The Management Board



**ROBERT BRZOZOWSKI**  
President of the Board



**MARCIN ZAWISZA**  
Vice-President of the Board



**MICHAŁ PARKITNY**  
Member of the Board for financial affairs

## Regular dividends

# 30% of net profit

recommendation of the Board to pay dividend in accordance with the dividend policy assumptions

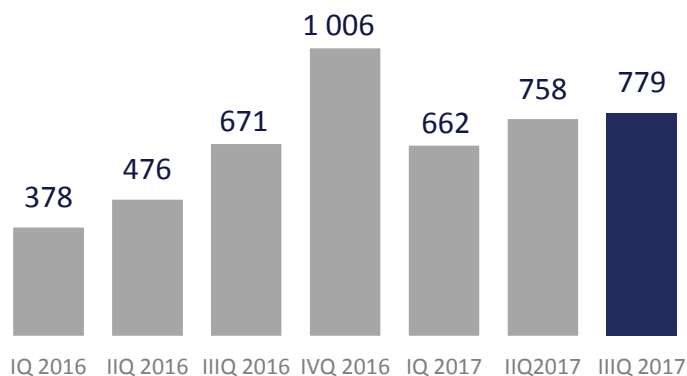
## Results achieved in 2016

revenues	EBIDTA	net profit
<b>PLN 2,5 billion</b>	<b>PLN 44,7 billion</b>	<b>PLN 30 billion</b>

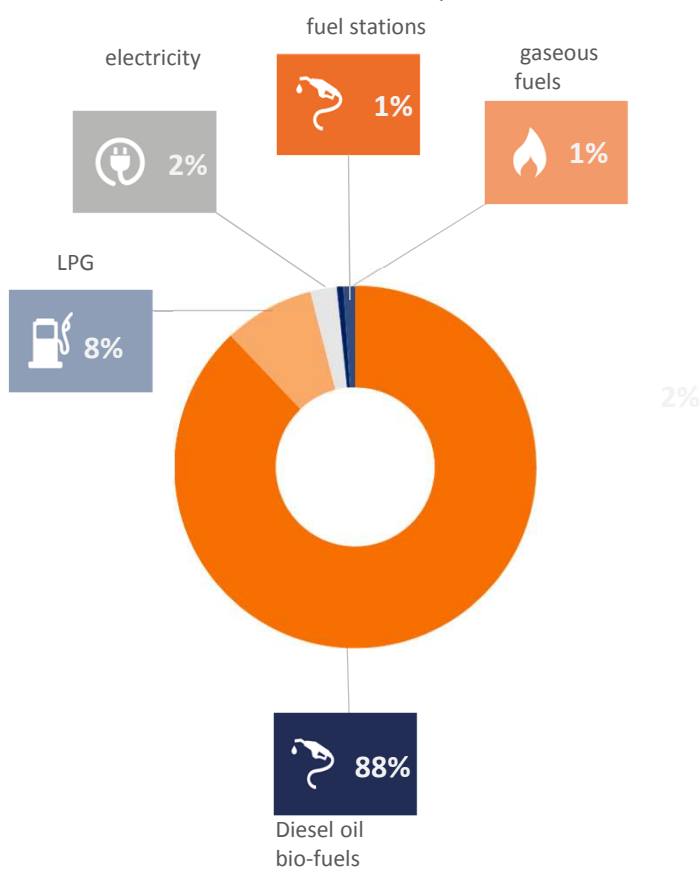
## UNIMOT S.A.

- **Energogas**  
wholesale and retail sales of natural gas, electricity and LPG gas
- **Tradea**  
electricity trading, wholesale customers
- **Tankuj 24**  
mobile application dedicated to online fuel sales
- **Blue Cold Sp z o.o.**  
production of liquefied natural gas (LNG) based on own methane liquefaction plant
- **UNIMOT System Sp z o.o.**  
construction and development of own natural gas distribution network in selected nongasified areas
- **Blue LNG Sp z o.o.**  
natural gas distribution from own LNG regasification stations
- **Polskie Przedsiębiorstwo Gazownicze Sp z o.o.**  
gasification project of selected areas, among others, based on installation of liquefied natural gas (LNG) regasification

## Revenues from sales (PLN million)



## Sales structure in III Q 2017



## Events of III Q 2017:

- growth of sales in the segment of fuels, LPG, natural gas and electricity
- opening 4 new AVIA stations
- increase in the number of fuel stations participating in the Tankuj24 programme to 88 stations
- development of own natural gas distribution network, connecting new customers.

## Net profit (PLN million)



## Profitability ratios

	III Q 2017	III Q 2016
ROE	5,3%	12,4%
ROA	2,1%	2,4%
GROSS PROFIT RATE ON SALES	5,7%	5,2%
EBIT	1,9%	1,9%
EBITDA	2,0%	2,1%
GROSS PROFITABILITY	1,7%	1,8%
NET PROFITABILITY	1,4%	1,5%

## Financial data (PLN thousand)

	9 M 2017	9 M 2016
Revenues from sales	2 199 293	1 526 13
EBIT	32 128	28 486
EBITDA	35 684	31 064
Gross profit/loss	82 419	86 211
Net profit/loss	22 744	20 344
Long-term liabilities	12 409	37 275
Short-term liabilities	298 266	447 3713
Total assets	512 410	580 566
Equity	201 735	95 920