



UNIMOT Group: business and development directions

9 June 2021





POLAND – STRATEGIC LOCATION IN THE HEART OF EUROPE

16 N° of cities exceeding 200 thous. inhabitants



2nd Lowest median age in CEE (39.6)



Polish Zloty (PLN)
1 EUR ~ 4.5 PLN
1 USD ~ 3.8 PLN
1 GBP ~ 5.1 PLN

Currency



GDP per capita (PPP) **35,165 USD**



Export **199.3 billion USD**



Population **38,5m (6th in EU)**



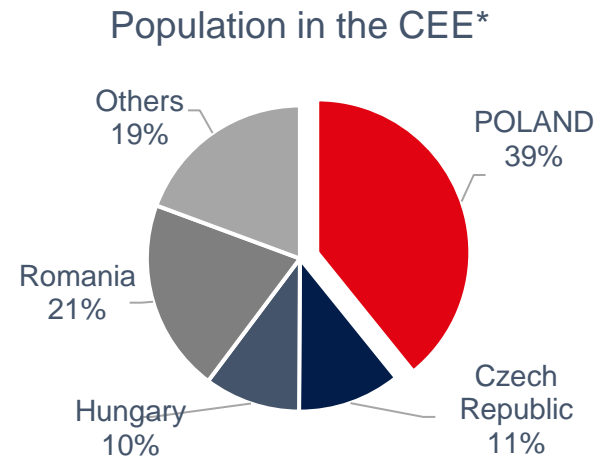
Area **312,700 sq km (6th in EU)**



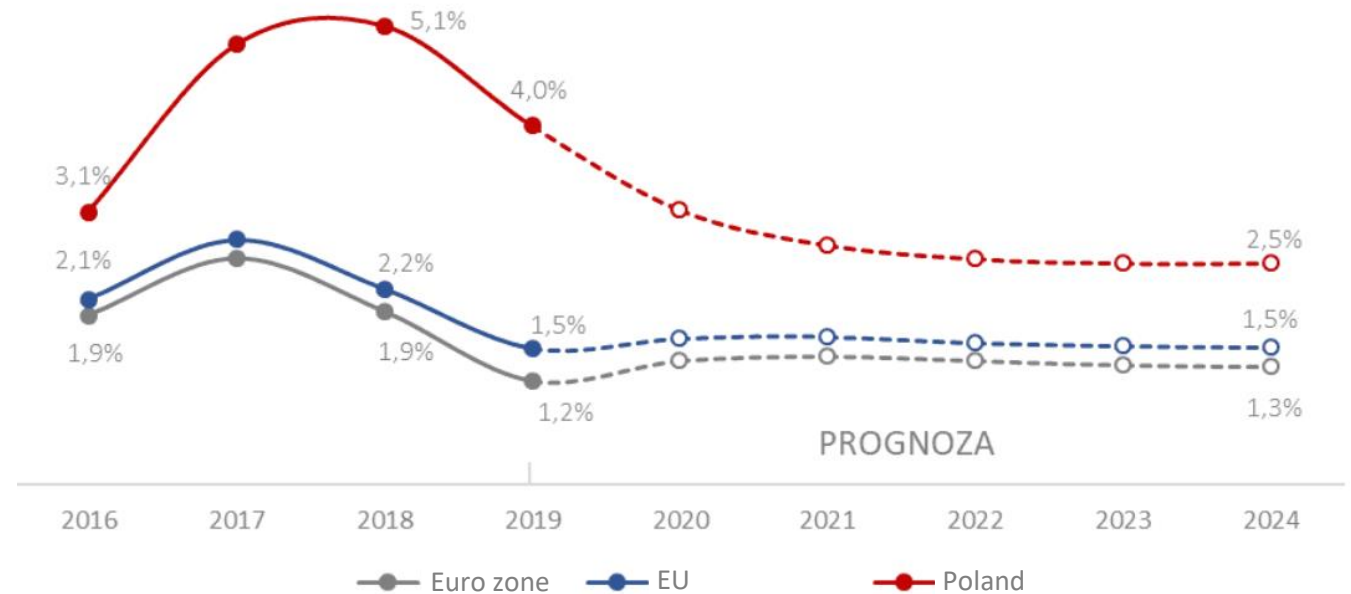


POLISH ECONOMY IS STILL DEVELOPING FASTER THAN EU

The largest EU country in the CEE region



Percentage change in the Polish GDP in comparison with the Euro Zone and EU member states in the years 2016-2024



Poland is the 3rd major exporter to Germany

*Source: MoED

** source: International Monetary Fund



60% OF CARS IMPORTED INTO POLAND COME FROM GERMANY


850 thousand used cars are imported to Poland every year.

58% of which come from Germany.



GERMANY

490 thousand
cars annually



POLAND



A RELIABLE, INDEPENDENT TRADE GROUP WITH A LONG HISTORY

Over

200

employees

about

1 million m³

liters of fuel sold annually

almost

5 billion PLN

in annual revenue*

almost

30 years

of business history

A national capital group - not belonging to any fuel corporation



Presence in sWI80





LONG-TERM EXPERIENCE IN THE FUEL AND ENERGY SECTOR





SUPPORT BY OWNERS AND INVOLVEMENT OF FUNDS



Adam Sikorski

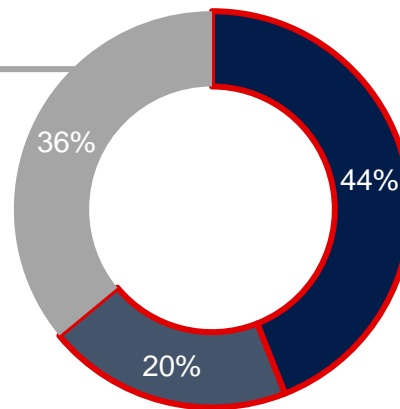
Co-founder of the company and owner of Unimot Express and Zemadon Limited (together with the Sikorski family)

President of the Management Board of UNIMOT S.A.

Unimot S.A. shareholder structure

Including:*

- NN OFE
- Quercus TFI
- Norges Bank
- Millenium TFI
- TFI BGŻ BNP Paribas
- Other members of the Management Board of UNIMOT S.A.



- Unimot Express sp.z o.o.
- Zemadon Limited
- Other



A TEAM OF THE BEST SPECIALISTS IN THE INDUSTRY

Board of Directors



Adam Sikorski
President
of the Management Board

Many years of international
experience in the area of
oil & gas



Robert Brzozowski
Vice-President of the
Management Board for Trade

International trading and
managerial experience



Filip Kuropatwa
Vice-President of the
Management Board for Finance

Experienced expert
in dealership and financial
operations



Mikołaj Wierzbicki
Vice-President of the
Management Board for Strategy
and Development

Many years of experience
in management of capital
groups

**A team with long-term
experience and
extensive knowledge in
their respective areas**

Among over 200 employees
and co-workers of the Group, the
Management Board relies both on
persons who **have grown together
with UNIMOT**, and those gaining
experience in large corporations.



PROFESSIONAL, INDEPENDENT SUPERVISORY BOARD

Independent members



Andreas Golombek
Chairman of the SB

Expert in the area of chemical, petrochemical, refinery and energy industry



Lidia Banah-Hoheker
Member of the SB

Specialist in finances, member of management boards of companies



Piotr Prusakiewicz
Member of the SB

Specialist with extensive experience in the fuel sector



Piotr Cieślak
Member of the SB

Specialist in the area of stock exchange analytics, macroeconomics and company valuation



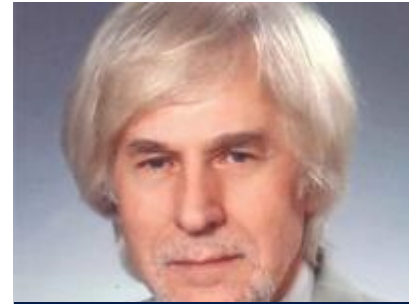
Bogusław Satława
Member of the SB

Specialist in the automotive, fuel and management sector



Isaac Querub
Member of the SB

Expert in the area of natural gas, metals, minerals and mining



Prof. Ryszard Budzik
Member of the SB

Specialist in organization and management, licensed property valuer

Managing Director of the Polish Association of Private Investors



Stowarzyszenie Inwestorów Indywidualnych

In all areas of its operations, the Group follows the principles of professionalism and business integrity, while ensuring the quality and safety of products it trades in. It also cultivates its relationships with clients, suppliers, employees, the local community and investors, basing them on mutual trust and respect.

Support for local communities as well as young talents,

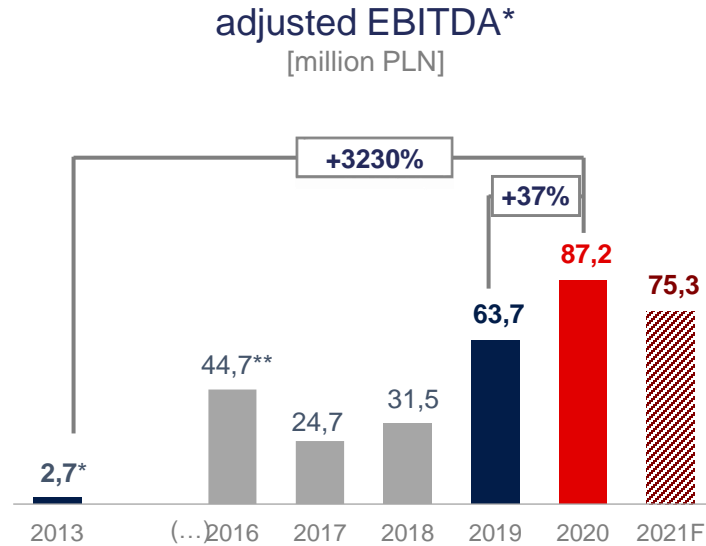
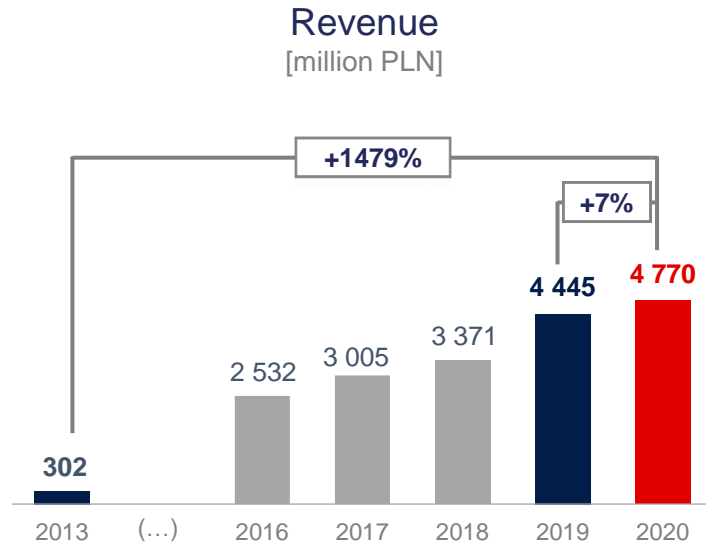
among others:

- education of remarkable young Poles on the best universities in the US and Europe - cooperation with the IVY Poland Fund
- cooperation with Częstochowa University of Technology
- support for Zawadzkie commune
- **Help in the fight against COVID-19 pandemic**





INCREASE IN THE SCALE OF OPERATIONS OVER THE YEARS



Target EBITDA
adjusted for
2023 = 75 million PLN
(Strategy for the years 2018-
2023)

**Met several years before
the scheduled time**
(in spite of COVID-19
pandemic)

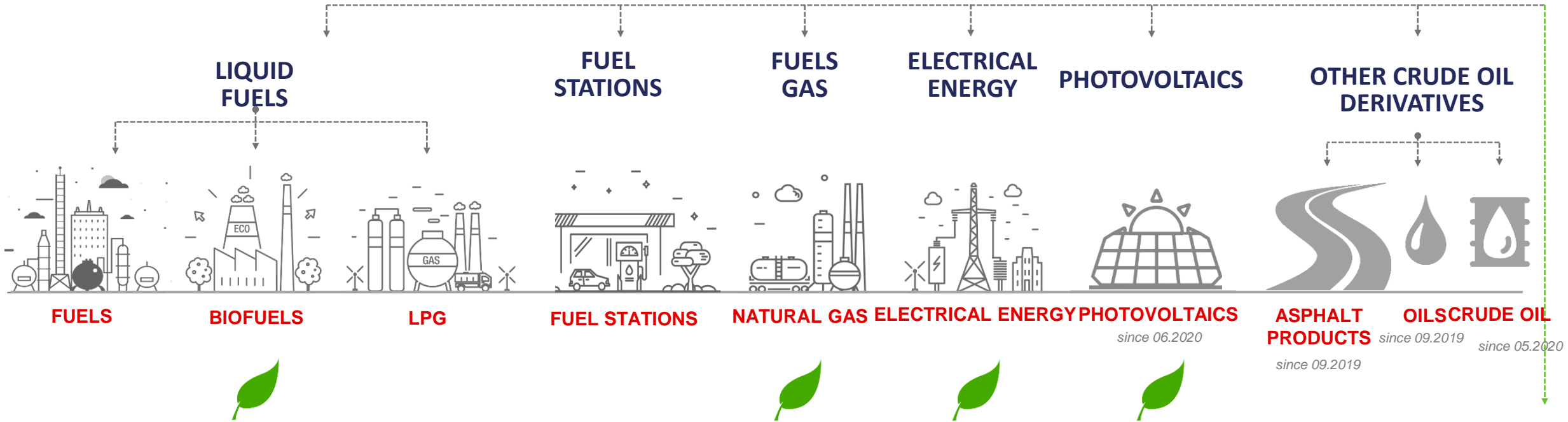


* Adjusted for the estimate of the mandatory stock, justified shifts and one-time events.

** Until 2016 – accounting EBITDA.



GROWING DIVERSIFICATION IN THE DIRECTION OF GREEN ENERGY



since 06.2020

since 09.2019

since 05.2020

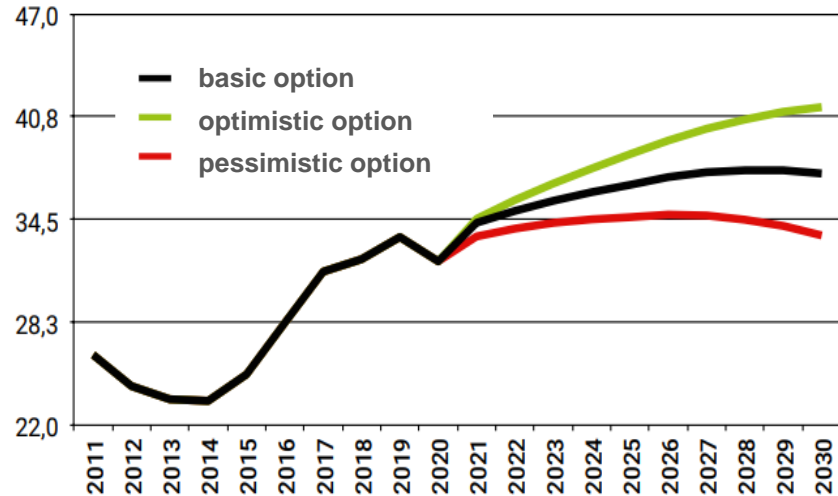
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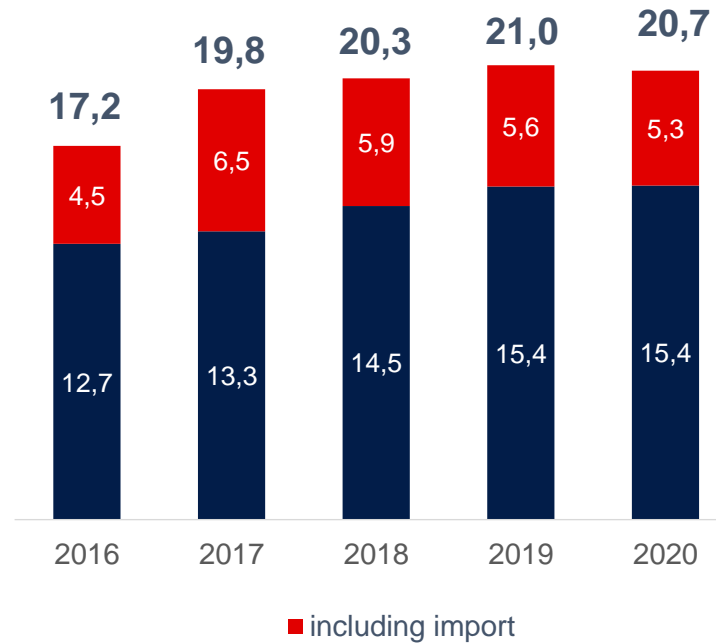


A GROWING LIQUID FUEL MARKET WITH A POSITIVE PERSPECTIVE FOR THE FUTURE

Scenarios of liquid fuel demand in Poland*
[in million m³]



Diesel fuel consumption in Poland*
[in million m³]



Share of electric and hybrid cars of plug-in** type in the total vehicle registrations in 2020

Country	Share
Norway	74.8%
Island	44.6%
Sweden	32.1%
Netherlands	24.7%
Finland	17.7%
Denmark	16.4%
Switzerland	14.3%
Germany	13.5%
Portugal	13.5%
Luxembourg	11.4%
Europe	11.4%
France	11.3%
United Kingdom	10.9%
China	6.3%
Italy	4.3%
USA	2.1%
Poland	1.9%
Australia	0.5%
Russia	0.0%

Share of UNIMOT in the imports of Diesel fuel to Poland in 2020***:

15.3%

* source: POPIHN

** source: IAA Mobility report, PZPM

*** Own estimates based on market data from POPIHN



LEADING LIQUID FUEL WHOLESALER IN POLAND

A broad distribution network in Poland



Fuels offered by UNIMOT



Fuels sold under the brand:



Fuels from UNIMOT “supplement” the offer of state fuel corporations in the portfolio of recipients for whom independence of supplies is important

A diversified recipient base - 10 largest recipients provide for only about 20% of revenue

Clients - over 1000 active clients:

- transport and construction companies
- fuel wholesalers
- fuel stations
- agriculture

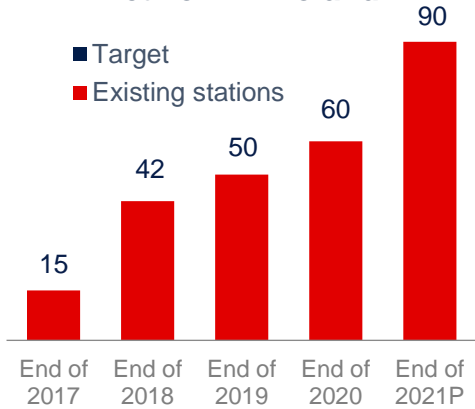
Developed, efficient logistics and well-established relationships with recipients

AVIA STATIONS NETWORK



Over 3150 fuel stations in 14 countries in Europe. Founded in 1927 in Switzerland.

The number of stations in the AVIA network in Poland



TARGET: 200 stations



The number of stations in the AVIA network in Europe





SALES OF
INSTALLATIONS FOR
ENERGY PRODUCTION

Clients:

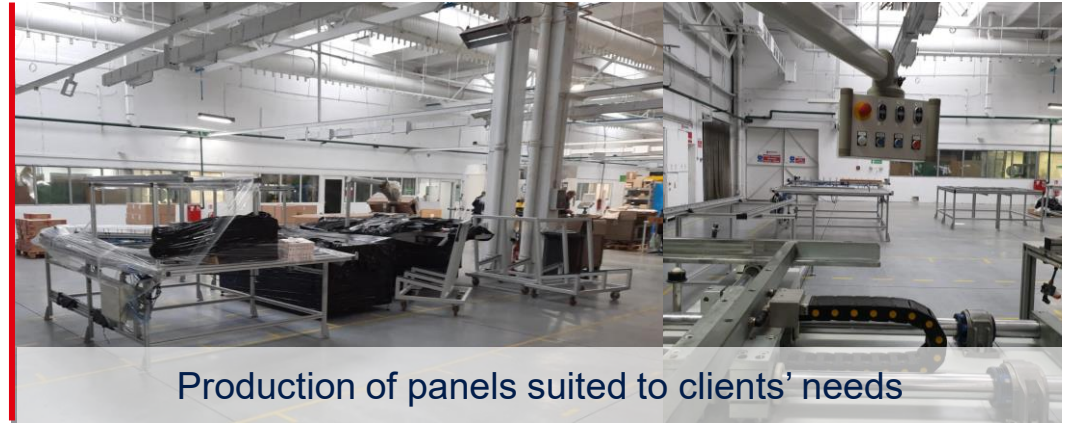
1. Individuals
2. Companies

FOCUS ON B2B

Use of AVIA stations as an additional sales channel



2. Production of photovoltaic panels



Production of panels suited to clients' needs

3. Development of photovoltaic farms



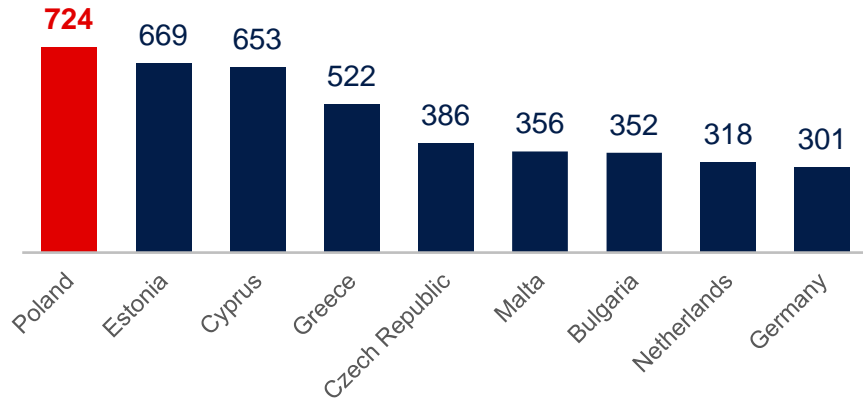
Projects with the total power of over 100 MW in the pipeline



MARKET TRENDS SUPPORT OUR BUSINESS

Poland, Estonia, Cyprus, Greece, Czech Republic, Malta, Bulgaria, Netherlands, Germany

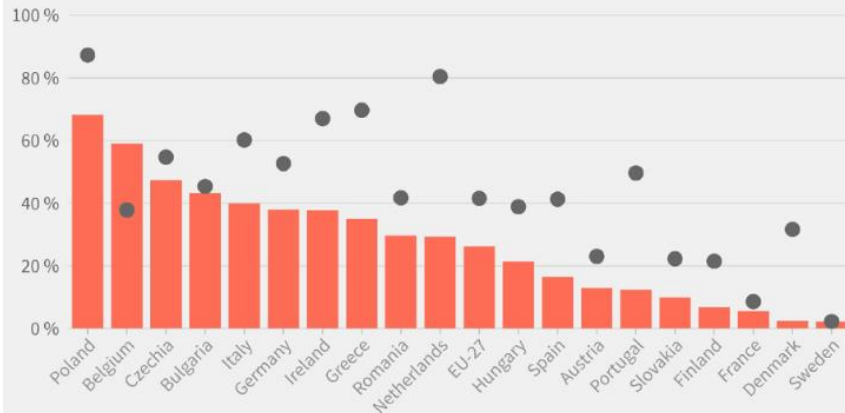
EU countries with most intense CO2 emissions in the energy sector, in g/KW



In 2030, many EU countries still have a high share of fossil fuels in electricity production.

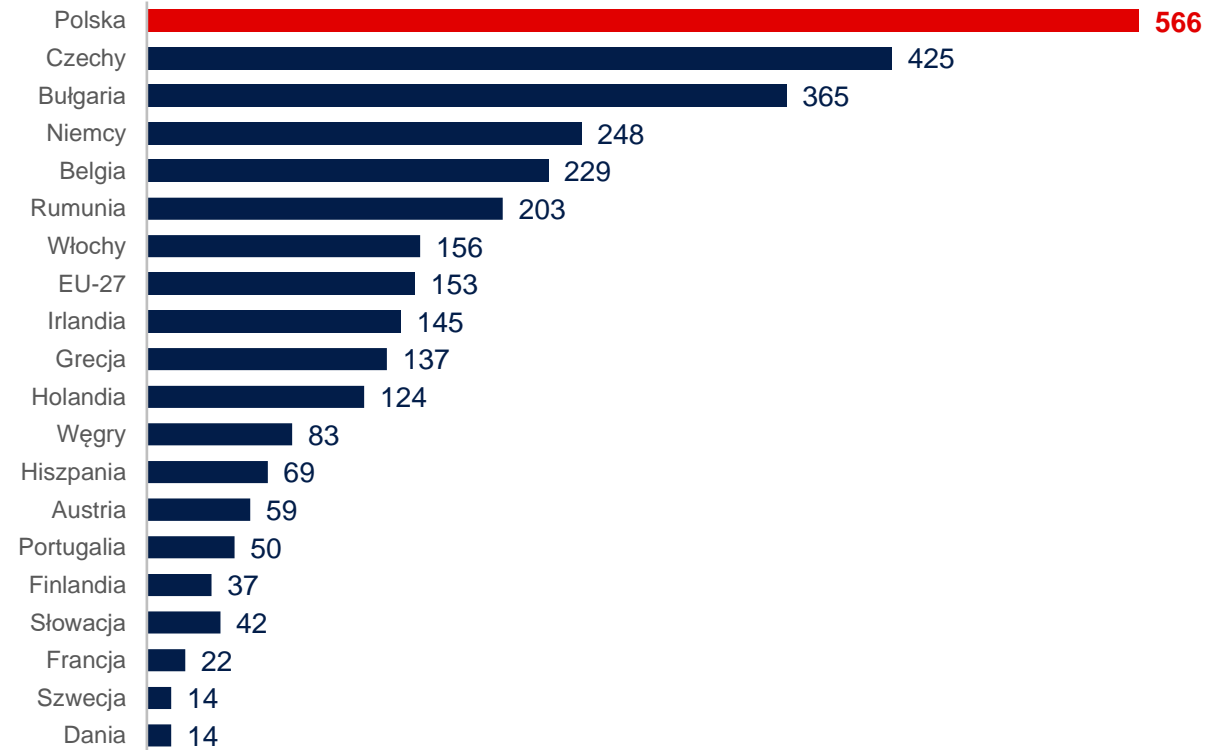
Share of electricity production from fossil fuels [%]

■ 2018 ■ 2030



Source: National Energy & Climate Plans (NECPs), Ember calculations. The 19 countries displayed account for > 97% of EU-27 electricity consumption

Expected emission intensity of electricity Production in 2030 [gCO2/KWh] **



Poland has the largest fleet of trucks and buses in the EU, but there are still many old vehicles driven throughout the country.***

* Source: Ember

**National Energy & Climate Plans (NECPs)

*** source: Vehicles in use – Europe 2019



TURNOVER AND SALES OF NATURAL GAS - THE WHOLE CHAIN

- Imports
- Wholesale trade
- Distribution
- Sales
- Regasification of LNG

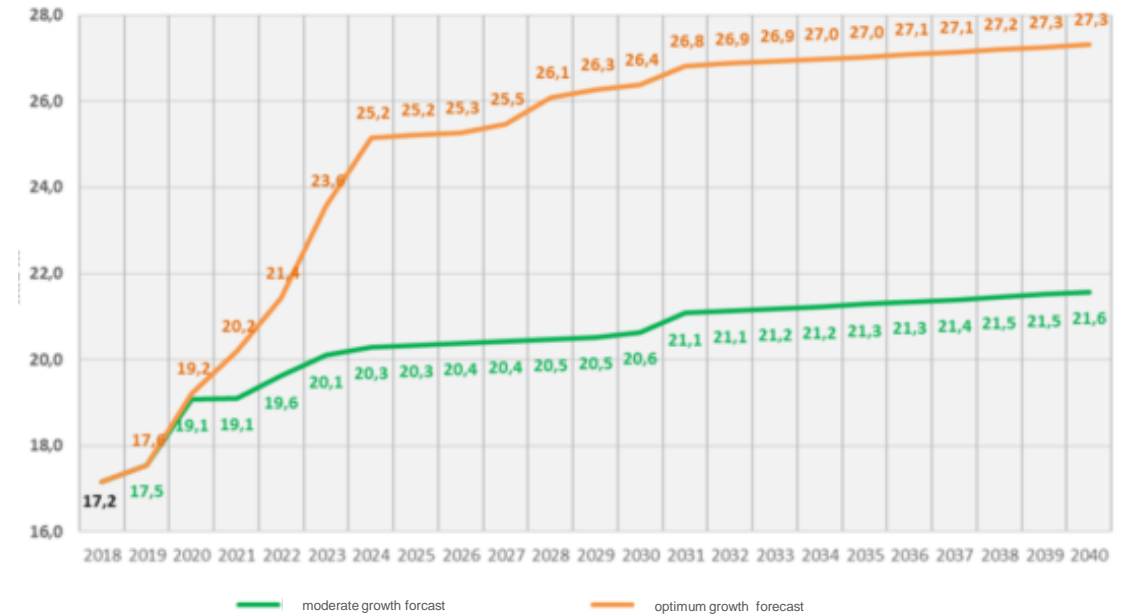
Own infrastructure –

- over 100 km of pipelines
- 3 regasification stations



Further market liberalization and the projected increase in gas demand

Projected demand for transmission services by 2040*
[mld m³]



UNIMOT GROUP – INTERNATIONAL OPERATIONS





AN AMBITIOUS BUT FEASIBLE DEVELOPMENT STRATEGY (2018-2023)

Being flexible about our operations, we focus on the most attractive business in the fuel and energy sector.

1

Increase in adjusted EBITDA



in 2023:

Strategy assumption: **75 million PLN** in 2023; result in 2020: **80.7 million PLN**

2

Increase in efficiency



ROCE*: **15%**; result in 2020: 31.9%

3

Development of the AVIA network in Poland



200 fuel stations

4

Annual dividend payment



at least 30% net profit of UNIMOT S.A.

MAIN INVESTMENT DIRECTIONS



AVIA STATIONS

Investments in the expansion of the fuel station network under the AVIA brand (including acquisition of stations) in Poland



PHOTOVOLTAICS

Implementation of projects on the RSE power market, including photovoltaic farms (development)



NATURAL GAS

Increase of the business consisting in trade in natural gas using caverns



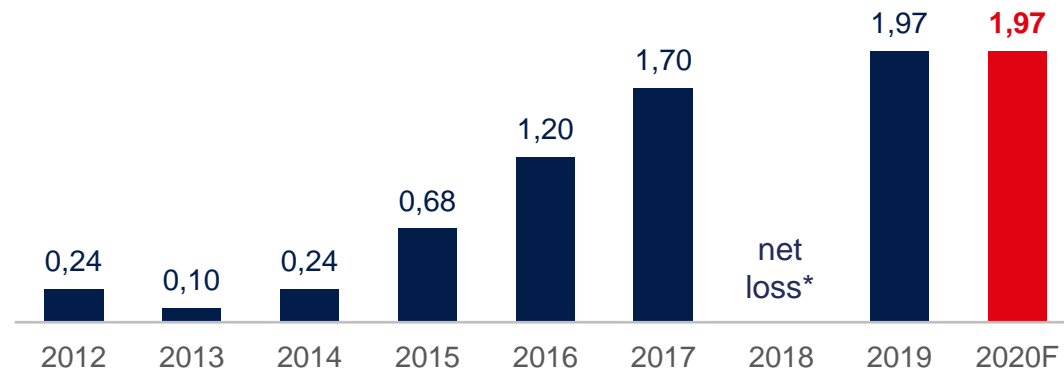
SYSTEMATIC PAYMENT OF DIVIDENDS

Dividend policy of UNIMOT S.A.

If net profit is achieved in the given financial year, the Management Board recommends to the General Meeting of the Company the annual payment of dividend in the amount of **at least 30%** from the unit net profit achieved in the given financial year.

The recommendation of the Management Board depends each time, among others, on the current and expected operating and financial situation of the Company.

Historically paid dividend per share from profits for the indicated year
[PLN/share]

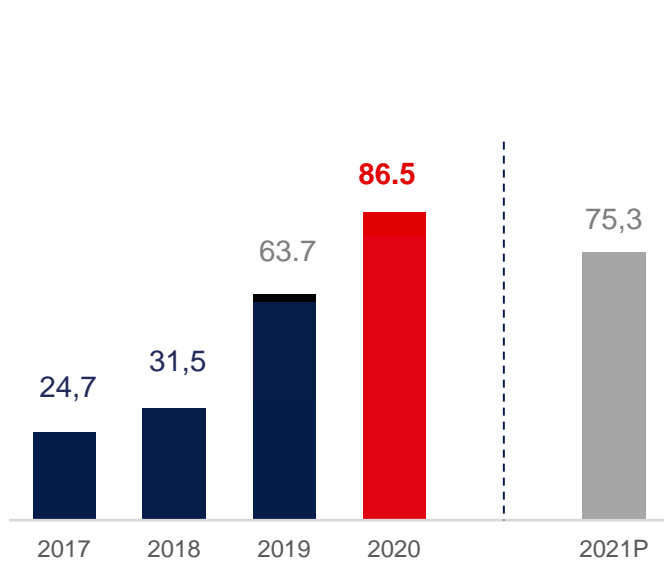


* Because of the valuation of the diesel oil compulsory reserves



THE PRICE OF UNIMOT SHARES IS INCREASING

Projected consolidated adjusted EBITDA
[million PLN]



Recent recommendations for UNIMOT S.A. issued by BOŚ Brokerage

	V 2020	VII 2020	X 2020	I 2021	IV 2021
Recommendation	Buy	Keep	Keep	Buy	Buy
Target price	40.0 PLN	45.0 PLN	32.0 PLN	49.0 PLN	65.0 PLN

	1M	3M	6M	1Y	5Y
Return rate*	+12%	+35%	+65%	+75%	+181%

	2016	2017	2018	2019	2020	1Q21
Average daily volume (thousand pcs.)*	0.2	5.5	7.9	14.5	28.7	18.9

*source: Bankier.pl
Data as of 13 May 2021



PROACTIVE, OPEN AND RECOGNIZED COMMUNICATION WITH INVESTORS



- conferences
- online conferences
- investor chats
- presentations
- spreadsheets
- one-pagers
- Factsheets
- Newsletter
- Twitter

Loyalty program for shareholders
UNIMOT Klub+

Best online communication

Best investor relations**

Adam Sikorski
President of the year 2020***



IR Team: gielda@unimot.pl



* Contest organized by polish Association of Listed Companies

** Polish business daily „Puls Biznesu” award

*** Polish business daily „Parkiet” award

WHAT DISTINGUISHES UNIMOT?

- ✓ **Experienced team** of experts
- ✓ **Strong position** on the market – the largest independent fuel importer in Poland
- ✓ Operating on **growing markets**
- ✓ **Independence** ensuring efficient and flexible operations
- ✓ **Own network of** fuel stations, part of the pan-European AVIA network
- ✓ **Dividend-paying company**
- ✓ Company **audited** by Deloitte





Thank you for your attention!

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UNIMOT S.A.**

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