Financial results for 3Q2022



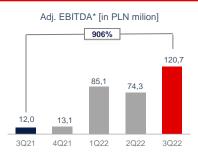
The results achieved proved that the business and organisational solutions implemented after the outbreak of war kept the Group on a growth trajectory and ensured achievement of record financial results. The Group operated flexibly in an environment of unprecedented changes in fuel prices, increased demand, growing logistical problems and sanctions imposed on Russia and Belarus.

We continued our efforts to acquire the Lotos Terminals assets. After their acquisition, we will own nine fuel terminals and asphalt plants in Jasło and Czechowice-Dziedzice. As part of these activities, we transferred the organised part of UNIMOT's business activities covering fuel trading, excluding fuel trading within the AVIA fuel station chain and natural gas, to UNIMOT Paliwa. In response to the logistical challenges that arose following the outbreak of war in Ukraine, we acquired new rail tankers with a total capacity of over 8,000 m3. At the beginning of October, we introduced US First Solar photovoltaic panels with unique thin-film technology providing some of the best performance on the market.

We remain prepared to execute various business scenarios depending on how the situation develops in the fuel market. We continuously analyse developments in Ukraine and take action by adapting our activities to market opportunities, while fully respecting sanctions imposed at national and international level.

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







	UN	IMOT Group		2Q2022 - Main business segments						
[in PLN million]	3Q2022	3Q2021	Change	DIESEL+ BIO	LPG	Natural Gas	Electri- city	Photovo Itaics	Petrol stations	Other
Net revenues	3 814 446	2 081 234	83.3%	3 035 308	304 529	128 122	174 844	1 152	116 663	50 607
Operating profit	58 353	8 314	601.9%	57 456	16 371	4 663	5515	-1 507	-1 147	430
Operating profit	1.5%	0.4%	1.1 p.p.	1.9%	5.4%	3.6%	n.d.	n.d.	n.d.	0.8%
EBITDA**	59 814	11 121	437.8%	51 434	16 059	4 864	4 782	759	759	719
EBITDA margin**	1.6%	0.5%	1.1 p.p.	1.7%	5.3%	3.8%	2.7%	65.9%	0.7%	1.4%
Adj. EBITDA*	120 715	12 004	905.6%	115 849	-	1 351	-	-	-	-
Adj. EBITDA margin*	0.3%	0.6%	- 0.3 p.p.	3.8%	-	1.1%	-	-	-	-
Net profit	41 066	4 014	923.1%	55 784	16 337	4 536	5 580	-2 150	-2 150	432.00
Net profit margin	1.1%	0.2%	0.9 p.p.	1.8%	5.4%	3.5%	3.2%	n.d.	n.d.	0,9%

Other = other refined products (lubricants, bitumen products and crude oil)

	3Q2022	2Q2021	Goal***
Financial liquidity ratio (current assets / short-term liabilities	1,40	1,21	min 1.2
Interest Coverage Ratio (adj. EBITDA* / interest)	18,73	11,72	min. 3x
Equity Ratio (equity / balance sheet total)	31,3%	23,0%	min 20%
ROCE (adj . EBITDA **/ fixed assets working capital)	58,0%	25.3%	15.0%
Total net debt ratio (total liabilities - cash / assets)	55,6%	72.1%	-

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



- ■N-N PTE
- ■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















