



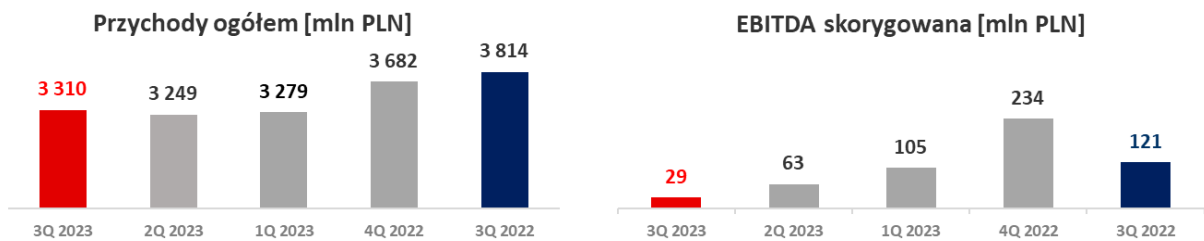
**Report of the Management Board on the
operations of the Unimot Group and Unimot S.A.**

for the period of III quarters of 2023



Total revenues
PLN 3,309.9 million
EBITDA
PLN 11.7 million
Adjusted EBITDA
PLN 29.2 million


The UNIMOT Group is a multi-energy capital group and a leader among independent importers of liquid and gaseous fuels in Poland. Since December 2016, the company has been a member of the AVIA International association, thanks to which it was the first to obtain the right to build and develop the AVIA petrol station chain in Poland and Ukraine. UNIMOT S.A. has over 30 years of experience in the fuel market, specialising in the wholesale of diesel fuel and the distribution of other liquid fuels, both domestically and internationally. In April 2023, the UNIMOT Group finalised the acquisition of the Lotos Terminale assets, including nine fuel terminals and two asphalt plants. The Group is also developing the photovoltaic segment, among others, under the AVIA Solar brand, and is investing in further RES sectors. The company is listed on the main floor of the Warsaw Stock Exchange.


SELECTED FINANCIAL DATA AND RATIOS^{1 2 3}

in PLN thousand	01.01.2023	01.07.2023	01.01.2022	01.07.2022	01.01.2021
	30.09.2023	30.09.2023	30.09.2022	30.09.2022	30.09.2021
Total revenues	9 838 267	3 309 923	9 703 412	3 814 446	5 353 200
Gross profit on sales	606 793	156 191	569 280	178 167	242 637
<i>Gross margin on sales</i>	6,2%	4,7%	5,9%	4,7%	4,5%
Operating profit	163 222	(9 646)	267 075	58 353	71 334
<i>Operating profit margin</i>	1,66%	-0,29%	2,8%	1,5%	1,3%
EBITDA	208 456	11 658	274 309	59 814	80 715
<i>EBITDA margin</i>	2,12%	0,35%	2,8%	1,6%	1,5%
Adjusted EBITDA	197 185	29 156	280 168	120 715	57 456
<i>Adjusted EBITDA margin</i>	2,0%	0,9%	2,9%	3,2%	1,1%
Net profit	93 161	(20 739)	200 806	41 066	50 813
<i>Net margin</i>	0,95%	-0,63%	2,1%	1,1%	0,9%
Adjusted net profit	81 890	(3 241)	206 665	101 967	-27 554
<i>Adjusted net margin</i>	0,83%	-0,10%	2,1%	2,7%	-0,5%

1 The item includes realised and unrealised exchange rate differences and the valuation of assets and liabilities, including inventories.

2 Earnings Before Interest, Taxes, Depreciation and Amortisation.

3 Adjusted for the impact of the valuation of the compulsory reserve of diesel (caused by a significant spread in the difference between spot diesel and futures quotes), time shifts of costs related to the implementation of the NIT and the maintenance of compulsory reserve of fuel and other non-recurring events.

Table of contents

1.	KEY EVENTS IN Q3 2023	10
1.1.	KEY EVENTS IN THE THIRD QUARTER OF 2023 INCLUDING A DESCRIPTION OF SIGNIFICANT ACHIEVEMENTS OR FAILURES OF THE GROUP	10
1.2.	AWARDS AND PRIZES IN 2023	12
2.	BASIC INFORMATION ABOUT THE UNIMOT GROUP	13
2.1.	COMPOSITION OF THE MANAGEMENT BOARD AND SUPERVISORY BOARD OF THE PARENT ENTITY	14
2.2.	COMPOSITION OF THE UNIMOT GROUP	14
2.3.	ORGANISATIONAL LINKS AND CAPITAL INVESTMENTS MADE	15
3.	GROUP'S STRATEGY AND DEVELOPMENT PLANS	16
3.1.	STATUS OF IMPLEMENTATION OF THE GROUP'S STRATEGY, INCLUDING FINANCIAL FORECASTS	16
3.2.	GROUP DEVELOPMENT DIRECTIONS	18
3.3.	SHAREHOLDING STRUCTURE OF THE ISSUER	21
3.4.	SUMMARY OF SHAREHOLDINGS IN THE ISSUER BY MANAGEMENT AND SUPERVISORY PERSONNEL	22
3.5.	DIVIDEND POLICY	23
3.6.	SHARES OF UNIMOT S.A. ON THE WARSAW STOCK EXCHANGE	23
4.	OPERATIONS OF THE UNIMOT CG IN THE THIRD QUARTER OF 2023 AND ITS ENVIRONMENT	25
4.1.	MAIN PRODUCTS, SOURCES OF SUPPLY AND MARKETS	25
4.2.	SEASONALITY OF OPERATIONS	26
4.3.	INFORMATION ON AGREEMENTS CONCLUDED THAT ARE SIGNIFICANT FOR THE OPERATIONS OF UNIMOT S.A. AND THE CAPITAL GROUP	26
4.4.	CHANGES TO THE FUNDAMENTAL PRINCIPLES OF MANAGEMENT OF THE ISSUER AND ITS GROUP	26
4.5.	LEGAL PROCEEDINGS	26
4.6.	GROUP EMPLOYMENT	26
5.	FACTORS AND EVENTS INFLUENCING THE GROUP'S PERFORMANCE	27
5.1.	MAIN FACTORS AND EVENTS DEFINING THE GROUP'S RESULTS IN THE THIRD QUARTER OF 2023 THAT MAY HAVE IMPACT ON THE GROUP'S ACTIVITIES IN THE NEXT YEARS	27
5.2.	DESCRIPTION OF FACTORS AND EVENTS, INCLUDING UNUSUAL ONES, HAVING A SIGNIFICANT IMPACT ON FINANCIAL RESULTS	38
5.2.1.	SITUATION IN THE EAST	38
6.	DESCRIPTION OF SIGNIFICANT RISKS AND THREATS	39
6.1.	RISKS IN THE UNIMOT GROUP'S OPERATIONS	39
6.2.	CHARACTERISTICS OF EXTERNAL AND INTERNAL FACTORS SIGNIFICANT FOR THE DEVELOPMENT OF UNIMOT S.A. AND THE CAPITAL GROUP	55
7.	FINANCIAL POSITION OF THE GROUP	57
7.1.	PRINCIPLES FOR THE PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS	57
7.2.	CONSOLIDATED STATEMENTS OF TOTAL REVENUES	57
7.3.	INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION	60
7.4.	RATIO AND COMPARATIVE ANALYSIS OF THE GROUP	62
7.5.	MANAGEMENT OF THE GROUP'S FINANCIAL RESOURCES	64
7.6.	LIABILITIES FROM LOANS AND LEASES AND OVERDRAFTS	64



7.7.	LOANS AND BORROWINGS GRANTED	67
7.8.	SURETIES AND GUARANTEES GRANTED	67
7.9.	CURRENT AND PROJECTED FINANCIAL POSITION OF THE UNIMOT CG	69
7.10.	TRANSACTIONS WITH RELATED PARTIES	69
7.11.	SIGNIFICANT OFF-BALANCE SHEET ITEMS	70
8.	FINANCIAL SITUATION OF THE ISSUER UNIMOT S.A.	70
8.1.	THE ISSUER'S BASIC PRODUCTS, GOODS AND SERVICES	70
8.2.	STANDALONE STATEMENTS OF FINANCIAL PERFORMANCE AND OTHER TOTAL REVENUES	71
8.3.	INTERIM STATEMENTS OF FINANCIAL POSITION	72
8.4.	RATIO ANALYSIS OF THE ISSUER	74
8.5.	BORROWINGS	76
8.6.	LOANS AND BORROWINGS GRANTED	78
8.7.	SURETIES AND GUARANTEES GRANTED	78
8.8.	SIGNIFICANT OFF-BALANCE SHEET ITEMS	80
9.	APPROVAL OF THE MANAGEMENT BOARD'S REPORT ON THE UNIMOT GROUP'S OPERATIONS	80



Letter of the President of the Management Board





Dear Sirs, Dear Shareholders,

On behalf of the UNIMOT Group, I am pleased to provide you with the consolidated financial statements for the third quarter of 2023, in which we present the financial and operational results achieved, as well as the key events of the period.

In the third quarter of 2023, the UNIMOT Group undertook intensive activities directed at effectively managing the challenges that arose during the period and making the most of market opportunities. All the actions taken were aimed at implementing the business strategy and strengthening the value and position of the UNIMOT Group.

An extraordinary phenomenon determining the Group's consolidated financial results was the situation on the local diesel oil market. From the second half of August 2023, prices of this product in Poland were significantly below quotations observed on world markets. This meant that diesel imports generated negative margins. In this situation, the Group limited diesel imports to the volumes necessary to meet its obligations under previously concluded contracts. Only in this way could the UNIMOT Group offset the negative effects prevailing on the diesel market. Despite the measures taken, it is estimated that there was a loss of benefit at the level of PLN 72.4 million, which would not have occurred if the market environment in the third quarter of 2023 had not differed significantly from the diesel trading conditions observed in previous periods.

The negative situation described above was to a large extent offset by the results achieved by the companies acquired in 2023 and by the other businesses developed within the UNIMOT Group.

In March of this year, Olavion sp. z o.o., which provides rail freight services, was incorporated into the Group. I observe with satisfaction the constant development of this entity within the UNIMOT Group. Recently, Olavion has been developing its rolling stock and replacing it with a more modern one. As a result, it is recording an increase in its market share in terms of freight work, which currently stands at 1.2%. Another entity acquired in July 2023 was P2T sp. z o.o. (now: Unimot Commodities sp. z o.o.), which is specifically dedicated to logistics and trading activities in the energy raw materials industry, including trading in energy raw materials (biomass and coal). To a significant extent, it contributed to the results of the "solid fuels" segment, developed within the UNIMOT Group.

7th October marked six months since the acquisition of the Lotos Terminale assets, already operating under the name Unimot Terminale. The Unimot Group has four companies acquired as part of this transaction, namely Unimot Terminale, Unimot Infrastruktura, Unimot Bitumen and RCEkoenergia. First and foremost, I would like to emphasise that the integration of assets went very smoothly, and this was the result of both our many months of preparation for this process and full cooperation on the part of the management and employees of the acquired companies, for which I would like to thank everyone involved immensely.

All the activities implemented in the acquired companies are carried out based on the principles that have guided us since the beginning of the Unimot Group's operations on the market. These are, first and foremost, a flexible response to current and identified future market challenges, dynamism in action and speed of decision-making, which allow us to take a step forward even in the face of a very demanding environment. It is very important for me personally that the companies are growing, also in terms of the number of employees - this shows that we are a reliable and stable employer, which is important above all from the point of view of the local communities of which we have become an important part. I hope that in future periods we will be able to successively boast of further progress in the development of the acquired companies, which are already an integral part of our group.

The contribution of the businesses acquired in 2023 to the UNIMOT Group's adjusted EBITDA in the third quarter of this year amounted to PLN 47.8 million and had a stabilising effect on the consolidated financial data. In addition, the LPG trading, natural gas and AVIA chain businesses had a positive impact on the financial results. Their combined adjusted EBITDA reached the level of PLN 17.6 million.

The UNIMOT Group achieved a consolidated adjusted EBITDA of PLN 29.2 million in the third quarter of 2023. In the reported period, the volume of diesel and biofuel sales exceeded 481.4 thousand m³, and LPG sales exceeded 80.1 thousand tonnes.

We continue to feel the consequences - in various areas of business and social life - of Russia's armed assault on the independent Ukraine. We know the needs of Ukraine and its people. We therefore support this country on a humanitarian level and on a commercial basis by supplying raw materials traded by the UNIMOT Group.

I would like to thank all our partners, investors, Supervisory Board members and employees for their contribution to building the UNIMOT Group.

With kind regards,

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

SELECTED CONSOLIDATED FINANCIAL DATA OF THE UNIMOT CAPITAL GROUP

<i>in PLN thousand</i>	in PLN thousand 30.09.2023	Comparative data*	in EUR thousand 30.09.2023	Comparative data*
I. Sales revenues	9 838 267	9 703 412	2 149 360	2 069 840
II. Profit/(loss) on operating activities	163 222	267 075	35 659	56 970
III. Gross profit/(loss)	121 956	250 928	26 644	53 525
IV. Net profit/(loss) attributable to owners of the Parent Entity	91 631	200 830	20 019	42 839
V. Net profit/(loss)	93 161	200 806	20 353	42 834
VI. Net cash flow from operating activities	5 041	181 525	1 101	38 721
VII. Net cash flow from investing activities	(187 975)	(22 311)	(41 067)	(4 759)
VIII. Net cash flow from financing activities	121 698	(25 341)	26 587	(5 405)
IX. Total net cash flow	(54 542)	133 397	(11 916)	28455
X. Total assets	2 729 671	1 665 277	588 850	355 077
XI. Liabilities and provisions for liabilities	2 045 432	961 483	441 244	205 011
XII. Long-term liabilities	572 388	96 614	123 477	20 600
XIII. Short-term liabilities	1 473 043	864 869	317 768	184 411
XIV. Equity	684 239	703 794	147 605	150 066
XV. Share capital	8 198	8 198	1 768	1 748
XVI. Number of shares (in thousands)	8 198	8 198	-	-
XVII. Profit/(loss) per ordinary share attributable to owners of the Parent Entity (in PLN/EUR)**.	11,18	24,50	2,44	5,23
XVIII. Diluted profit/(loss) per ordinary share attributable to owners of the Parent (in PLN/EUR)	11,18	24,50	2,44	5,23
XIX. Book value per share (in PLN/EUR)**.	83,46	85,85	18,01	18,31
XX. Diluted book value per share (in PLN/EUR)	83,46	85,85	18,01	18,31

***The comparative data for items relating to the statements of financial position is presented as at 31 December 2022, while that for items relating to the statements of total revenues and statements of cash flows is presented for the period from 1 January 2022 to 30 September 2022.*

*** as at 30.09.2023, the number of shares used in the calculation of profit per ordinary share and diluted profit per ordinary share was 8,198 thousand shares*

*** as at 30.09.2022, the number of shares used to calculate profit per ordinary share and diluted profit per ordinary share was 8,198 thousand.*

**** as at 30.09.2023, the number of shares used to calculate book value and diluted book value per share was 8,198 thousand.*

**** as at 31.12.2022, the number of shares used to calculate book value and diluted book value per share was 8,198 thousand*

The selected financial figures have been converted into euro as follows:

The asset and liability items of the statements of financial position were converted into euro at the average exchange rate announced by the National Bank of Poland applicable as at 30 September 2023: PLN/EUR 4.6356 and for comparative data as at 31.12.2022, PLN/EUR 4.6899.

Individual items relating to the statements of total revenues and the statements of cash flows were converted at an exchange rate representing the arithmetic mean of the average exchange rates of the National Bank of Poland (NBP) in force on the last calendar day of each month, which amounted to PLN/EUR 4.5773 (9 months 2023), PLN/EUR 4.6880 (9 months 2022), respectively.

SELECTED DATA FROM THE INTERIM CONDENSED STANDALONE FINANCIAL STATEMENTS

<i>in PLN thousand</i>	in PLN thousand		in EUR thousand	
	30.09.2023	Comparative data	30.09.2023	Comparative data
I. Sales revenue from continuing operations	691 928	930 249	151 165	198 432
I. Total sales revenues	691 928	930 249	151 165	1 272 054
II. Operating profit/(loss) from continuing operations	(819)	(41 948)	(179)	(8 948)
II. Total operating profit/(loss)	(819)	101 422	(179)	42 671
III. Gross profit/(loss) from continuing operations	(39 452)	(48 736)	(8 619)	(10 396)
III. Total gross profit/(loss)	(39 452)	89 689	(8 619)	40 686
IV. Net profit/(loss) from continuing operations	(21 354)	(42 047)	(4 665)	(8 969)
IV. Total net profit/(loss)	(21 354)	70 077	(4 665)	33 028
V. Net cash flow from operating activities	(3 230)	226 650	(706)	6 053
VI. Net cash flow from investing activities	(5 425)	(154 080)	(1 185)	(14 778)
VII. Net cash flow from financing activities	(27 536)	(13 605)	(6 016)	4 610
VIII. Total net cash flow	(34 645)	64 157	(7 569)	(7 056)
IX. Total assets	819 532	711 927	176 791	151 800
X. Liabilities and provisions for liabilities	520 194	279 006	112 217	59 491
XI. Long-term liabilities	134 630	86 769	29 043	18 501
XII. Short-term liabilities	385 564	192 237	83 175	40 990
XIII. Equity	299 338	432 921	64 574	92 309
XIV. Share capital	8 198	8 198	1 768	1 748
XV. Number of shares (in thousands)	8 198	8 198		
XVI. Profit/(loss) per ordinary share (PLN/EUR) from continuing operations	(2,60)	(5,13)	(0,57)	(1,09)
XVI. Total profit/(loss) per ordinary share (PLN/EUR)	(2,60)	8,55	(0,57)	2,91
XVII. Diluted profit/(loss) per ordinary share (PLN/EUR) from continuing operations	(2,60)	(5,13)	(0,57)	(1,09)
XVII. Total diluted profit/(loss) per ordinary share (PLN/EUR)	(2,60)	13,50	(0,57)	2,91
XVIII. Book value per share (in PLN/EUR)	36,51	52,81	7,88	11,26
XIX. Diluted book value per share (PLN/EUR)	36,51	52,81	7,88	11,26

***The comparative data for items relating to the statement of financial position is presented as at 31 December 2022, while that for items relating to the statements of total revenues and statements of cash flows is presented for the period from 1 January 2022 to 30 September 2022.*

*** as at 30.09.2023, the number of shares used in the calculation of profit per ordinary share and diluted profit per ordinary share was 8,198 thousand shares*

*** as at 30.09.2022, the number of shares used to calculate profit per ordinary share and diluted profit per ordinary share was 8,198 thousand.*

**** as at 30.09.2023, the number of shares used to calculate book value and diluted book value per share was 8,198 thousand.*

**** as at 31.12.2022, the number of shares used to calculate book value and diluted book value per share was 8,198 thousand*

The selected financial figures have been converted into euro as follows:

The asset and liability items of the statements of financial position were converted into euro at the average exchange rate announced by the National Bank of Poland applicable as at 30 September 2023: PLN/EUR 4.6356 and for comparative data as at 31.12.2022, PLN/EUR 4.6899.

Individual items relating to the statements of total revenues income and the statements of cash flows were converted at an exchange rate representing the arithmetic mean of the average exchange rates of the National Bank of Poland (NBP) in force on the last calendar day of each month, which amounted to PLN/EUR 4.5773 (9 months 2023), PLN/EUR 4.6880 (9 months 2022), respectively.



■ Commentary
on financial results
of the UNIMOT Group



1. KEY EVENTS IN Q3 2023

1.1. KEY EVENTS IN THE THIRD QUARTER OF 2023 INCLUDING A DESCRIPTION OF SIGNIFICANT ACHIEVEMENTS OR FAILURES OF THE GROUP

THREE QUARTERS 2023	
Acquisition of Olavion sp. z o.o.	On 9 January 2023, a preliminary conditional agreement for the acquisition of shares in Olavion sp. z o.o. was concluded. On 7 March 2023, the purchase of 90% of shares in Olavion was finalised
Acquisition of 100% of shares in Lotos Terminale S.A. (currently: UNIMOT Terminale Sp. z o.o.).	On 3 February 2023, UNIMOT Investments sp. z o.o. entered into a conditional promised purchase agreement with ORLEN S.A. for 100% of shares in Lotos Terminale S.A. (currently: UNIMOT Terminale Sp. z o.o.).
Contract for the purchase of rail tank cars	On 21 February 2023, the UNIMOT Group concluded a contract for the purchase of new rail tankers designed to carry petrol or diesel.
Conditional agreement for the purchase of shares in the energy raw materials industry	On 5 April 2023, UNIMOT concluded a preliminary conditional agreement of sale, by virtue of which it undertook to acquire from two individuals 80% of the shares in a company intended for logistics and trading activities in the energy raw materials industry. In turn, on 4 July, a promised agreement was concluded under which the Issuer acquired the shares referred to above.
Agreement for the transfer of 100% of shares in Lotos Terminale S.A. (currently: UNIMOT Terminale Sp. z o.o.).	On 7 April 2023, UNIMOT Investments entered into a definitive agreement with ORLEN S.A. for the transfer of 100% of the shares in Lotos Terminale S.A. (now: UNIMOT Terminale sp. z o.o.).
Agreement for the transfer of shares in Partners4Sky sp. z o.o.	On 28 April 2023, the Issuer entered into a share transfer agreement with Partners4Sky sp. z o.o., acquiring 75% of the shares in the company. The company operates in the aviation fuels business.
Annual General Meeting of UNIMOT S.A.	On 5 June 2023, the Ordinary General Meeting of UNIMOT S.A. approved, inter alia, the financial statements of the Unimot CG and Unimot S.A. and the payment of a dividend from the generated profit of 2022 in the amount of PLN 13.69 per share.
Contract for the purchase of railway engines	The Issuer's subsidiary Olavion sp. z o.o. entered into an agreement for the purchase of 4 railway engines and was granted an option to purchase 16 additional ones.
EVENTS AFTER THE REPORTING DATE	On 22 November 2023, the Issuer's Supervisory Board appointed the following persons to the Issuer's Management Board with effect from 1 January 2024, for a joint five-year term of office of the Management Board: <ul style="list-style-type: none"> - Aneta Szczesna-Kowalska to the position of Vice-President for HR, - Michal Hojowski to the position of Vice-President for Energy Transformation.

Acquisition of 100% of the shares in Lotos Terminale.

The acquisition of 100% of the shares in Lotos Terminale, finalised on 7 April, was the most important business event of 2023 and another step in the successive development and consolidation of Unimot Group as the largest independent operator in the fuel market in Poland.

Thanks to the transaction, the assets of the UNIMOT Group have expanded to include nine fuel terminals and two asphalt plants. Thus, the Group became the third player on the fuel storage market, with the status of an Independent Logistics Operator, i.e. an entity whose storage services may be used by other entities, as well as the second player on the bitumen sales market.

Preparation for the transaction required organisational changes within the Group, which is why the fuel, biofuel and LPG business was separated from Unimot S.A. in August 2022 and subsequently transferred in kind to Unimot Paliwa sp. z o.o.. Such an operation was necessary due to European Commission guidelines mandating that the business remain independent and accessible to other market participants.

In addition, the transaction was subject to a number of approvals, ranging from the aforementioned approval of the European Commission, through the approval of the OCCP, to the approvals of the relevant state and local government authorities.

Business operations in their new form have been implemented since 7 April 2023, when the acquired companies joined the Unimot Group, namely: Lotos Terminale S.A. (now operating as Unimot Terminale sp. z o.o.), Uni-Bitumen sp. z o.o. (now: Unimot Bitumen sp. z o.o.), RCEkoenergia sp. z o.o. and Lotos Infrastruktura S.A. (currently: Unimot Infrastruktura sp. z o.o.).

The transaction is regarded as a long-term investment, is being progressively developed and has a positive impact on revenue diversification.

The management assumes that the new business areas will fit in with future market trends especially in view of the ongoing energy transition.

As part of the acquisition of 100% of the shares in Lotos Terminale S.A. (now: UNIMOT Terminale Sp. z o.o.) the following events took place:

- On 3 February 2023, UNIMOT Investments sp. z o.o. entered into a conditional Promised Agreement with ORLEN S.A. for the acquisition of 100% of shares in Lotos Terminale S.A. (the "Promised Agreement", currently: UNIMOT Terminale Sp. z o.o.). The conclusion of the Promised Agreement took place in connection with the fulfilment of all agreed conditions of the preliminary agreement concluded on 12 January 2022, which enabled the conclusion of the Promised Agreement. Pursuant to the Final Agreement, the parties undertook to conclude the final agreement for the sale of 100% of shares in Lotos Terminale S.A. subject to the conditions set out in the Final Agreement, i.e. related to the non-exercise of the pre-emptive right by the authorised authorities.
- On 7 April 2023, UNIMOT Investments entered into a final agreement with ORLEN S.A. for the transfer by ORLEN of 100% of Lotos Terminale shares to UNIMOT Investments. Unimot Investments paid to ORLEN a part of the agreed sale price of Lotos Terminale shares and refinanced Lotos Terminale S.A.'s liability to the bank in the total amount of PLN 366.4 million. The remaining part of the sale price, including that resulting from the agreed earn-out mechanism, as well as the reimbursement of capital expenditure related to the implementation of the investment in the fuel terminal in Szczecin will take place at later dates agreed between the parties. The payment of the sale price was made from the own contribution made to Unimot Investments by UNIMOT S.A. in the amount of PLN 118.6 million and the use of part of the loan granted to Unimot Investments by a consortium of banks.
- As part of the acquisition of Lotos Terminale, the UNIMOT Group acquired the Independent Logistics Operator business, which includes nine fuel terminals with a total current capacity of 387,000 m³ and, upon completion of ongoing development work, storage capacity will increase to 410,000 m³. In addition, as part of the transaction, the Unimot CG acquired the 'bitumen' business, which includes asphalt plants with a sales department, as well as a ten-year contract for the supply of up to 500,000 tonnes per year of raw material for their production from Rafineria Gdańska. The acquired businesses could generate an additional c. PLN 70 - 100 million in EBITDA in the future.

The following events took place as part of the investment in logistics:

- On 9 January 2023, the Issuer entered into a preliminary conditional agreement to sell 100% of the shares in Olavion sp. z o.o. (the "Preliminary Agreement") from two individuals, including the majority shareholder (the "Seller") and seven executives (the "Executives"). On the basis of the Preliminary Agreement, the parties undertook to conclude the Promissory Agreements for the sale of a total of 100% of Olavion's shares (the first agreement with the Sellers - 90% of Olavion's shares, the remaining agreements with the Management Team - 10% of Olavion's shares). Conclusion of the Promised Agreements is subject to the fulfilment of conditions, including in particular: obtaining consent of the President of the Office of Competition and Consumer Protection, conclusion of a long-term transportation agreement between UNIMOT Paliwa sp. z o.o. and Olavion, as well as non-occurrence of negative events related to the encumbrance of the shares, as well as taking unfavourable actions resulting in changes in the economic and financial situation of Olavion during the period until the date of conclusion of the Promised Agreements. A deadline of 30 September 2023 was set for the fulfilment of the above conditions precedent. Additional conditions for the conclusion of the Promissory Agreements with the Management Team include the maintenance of the current composition of Olavion's Board of Directors and key management personnel and the preparation of Olavion's financial statements for 2023 and 2024. Accordingly, it was agreed that the deadline for the acquisition of 10% of the shares from the Management Team would be no later than 7 July 2025. In connection with the Promised Agreement on 7 March 2023, UNIMOT S.A. entered into an agreement to acquire 90% of the shares in Olavion from the Sellers. UNIMOT's total financial exposure to the acquired stake in Olavion including, inter alia, an adjustment for the estimated value of net debt and differences in working capital amounted to PLN 24.2 million.
- On 21 February 2023, the UNIMOT Group concluded another contract for the purchase of new rail tankers for the transportation of petrol or diesel fuel. In total, in previous contracts, the UNIMOT Group purchased rail tank cars with a total capacity of more than 18,000 m³. The rail tankers purchased will constitute a significant addition to the UNIMOT Group's logistics base and will primarily be used by the Group, as well as being made available to external entities as far

as possible. The development of the Group's own rail resources makes it possible to increase the efficiency of liquid fuel trading.

- On 13 September 2023, the Issuer's subsidiary Olavion sp. z o.o. concluded an agreement for the acquisition of railway engines. Under the agreement, Olavion will acquire 4 railway engines for a total maximum price of PLN 74 million. In addition, Olavion has been granted the option to purchase 16 additional railway engines. The Issuer Group can exercise the above option until the end of 2025 and is not obliged to purchase all the railway engines provided for in the purchase option pool. The decision to purchase additional railway engines will be made after considering the economic justification for their purchase. Assuming that the option to purchase all 16 railway engines is exercised, the total cash outlay could be up to PLN 304 million at prices prevailing in 2023. As a result of the agreement, Olavion will increase the number of electric railway engines, which will allow it to increase the scale of its operations and strengthen its market position. Securing the ability to purchase more railway engines will allow the Issuer Group to respond flexibly to changing market demand and the Issuer Group's supply capabilities.

In addition, the following events took place in addition to the value chain:

- On 5 April 2023, UNIMOT concluded a preliminary conditional sale agreement, under which it undertook to acquire 80% of shares in a company intended for logistics and trading activities in the energy raw materials industry from two individuals. The subject of the transaction was the acquisition of shares in P2T sp. z o.o., to which a separate part of the P2 Trading sp. z o.o. enterprise was contributed, and whose business is trading in energy raw materials, including biomass and coal, purchase of sea and land freight, as well as supervision of deliveries at sea and land border crossings. Following the fulfilment of all conditions precedent set out in the preliminary conditional sale agreement, the relevant promised agreement was signed on 4 July 2023.
- On 28 April 2023, the Issuer entered into an agreement for the transfer of shares in Partners4Sky sp. z o.o. (now: Unimot Aviation Sp. z o.o.), acquiring 75% of the shares in this company. The company currently sells fuel to companies and individuals with helicopters or small aircraft. It also cooperates with entities consuming aviation paraffin (JET A-1) in technological processes or offering servicing of aircraft engines.

1.2. AWARDS AND PRIZES IN 2023

 <p>Giełdowa Spółka Roku 2022</p>	<p>In March 2023, Unimot was recognised in the prestigious Stock Exchange Company of the Year ranking organised by Puls Biznesu. Unimot was ranked 3rd in the "Competence of the Management Board" category and among the top ten listed companies.</p>
 <p>UNIMOT Jesteśmy Spółką Giełdową 2022 wg rankingu Invest Cuffs</p>	<p>In April 2023, Unimot was awarded first place in the Expo Invest Cuffs competition in the 'Listed Company 2022' category. The awards were based on a vote by the investment community, which cast a total of 120,000 votes.</p>

XXV EDYCJA RANKINGU LISTA 500



36TH PLACE ON THE RZECZPOSPOLITA 500 LIST

In May 2023, the daily newspaper Rzeczpospolita announced the results of its annual ranking of the largest Polish companies - the List of 500. The UNIMOT Group was ranked 36th in this ranking, which means a 22-place rise over the year.

The 500 List is a compilation of the country's largest companies by sales revenue in 2022, prepared on the basis of surveys, financial statements, stock market reports and business intelligence resources. The revenues of the companies on this year's 500 List amount to almost PLN 2.4 trillion.

In May 2023, during the „Wall Street 27” conference in Karpacz, the UNIMOT Group was awarded the „Hero of the Capital Market” award in the „Stock Exchange Company” category for the best investor relations among companies outside WIG20 and mWIG40. Organised by the Association of Individual Investors, the plebiscite rewards companies, journalists, bloggers and analysts whose activities contribute to the development of the capital market. At the same time, it honours the UNIMOT Group's contribution to promoting the highest standards of communication and spreading knowledge among participants in the financial market, including, above all, individual investors.

In September 2023, Unimot was honoured with the title of the 'Most Credible Company in the Polish Economy' in the Chemicals and Fuels category. In the fourth edition of the 'Most Credible in the Polish Economy' awards and distinctions, the ISBnews agency honoured companies and institutions that conduct their business in a transparent manner, are honest with counterparties and partners and adhere to the principles of corporate social responsibility.

2. BASIC INFORMATION ABOUT THE UNIMOT GROUP

The Unimot Group is an independent importer of liquid and gaseous fuels and offers the following products: diesel fuel (diesel), liquefied petroleum gas (LPG), natural gas (high-methane E, LNG, CNG), biofuels (Bio), electricity, motor oils, bitumen, coal and photovoltaic panels. As part of its activities, the Group is also involved in rail transport and freight forwarding services.

The UNIMOT Group is the third player in the fuel storage market, the second player in the bitumen sales market and has become an independent fuel logistics operator based on its own infrastructure. It currently owns 9 fuel terminals with a total current capacity of 387,000 m³ and is a producer of modified bitumen.

It is a member of the international association Avia International and has been developing a chain of petrol stations under the Avia brand since 2016. The Group's core business is the retail and wholesale of gaseous fuels, liquid fuels, petroleum products, electricity and the development and construction of a natural gas distribution network.

PARENT ENTITY'S DATA

UNIMOT Spółka Akcyjna ("UNIMOT", the "Company", the "Parent Entity") with its registered office in Zawadzkie, 2A Świerklańska Street, is the Parent Entity in the UNIMOT Capital Group (the "Capital Group", the "Group").

The company was entered on 29 March 2011 in the Register of Entrepreneurs of the District Court in Opole, 8th Commercial Division of the National Court Register, under KRS number: 0000382244.

The company has the identification number REGON: 160384226 and NIP: 7561967341.

The shares of UNIMOT S.A. have been listed on the Stock Exchange since 7 March 2017.

The Parent Entity's core business is the control and management of other companies or enterprises in the fuel and energy industry and related industries, strategic and organisational planning and decision-making processes, as well as the commercial activities of petrol stations under the AVIA brand and the marketing of natural gas.

2.1. COMPOSITION OF THE MANAGEMENT BOARD AND SUPERVISORY BOARD OF THE PARENT ENTITY

Composition of the Management Board:

- Adam Sikorski – President of the Management Board,
- Robert Brzozowski - Vice-President of the Management Board,
- Filip Kuropatwa - Vice-President of the Management Board.

There were no changes to the composition of the Management Board during the reporting period; however, on 22 November 2023, the Issuer's Supervisory Board appointed the following persons to the Issuer's Management Board with effect from 1 January 2024, for a joint five-year term of office on the Management Board:

- Aneta Szczesna-Kowalska to the position of Vice-President for HR,
- Michal Hojowski to the position of Vice-President for Energy Transformation.

Composition of the Supervisory Board:

- Andreas Golombek - Chairman of the Supervisory Board,
- Bogusław Satława – Vice-Chairman of the Supervisory Board,
- Piotr Cieślak - Member of the Supervisory Board,
- Isaac Querub - Member of the Supervisory Board,
- Piotr Prusakiewicz - Member of the Supervisory Board,
- Ryszard Budzik - Member of the Supervisory Board,
- Lidia Banach-Hoheker - Member of the Supervisory Board.

There were no changes in the composition of the Supervisory Board during the reporting period.

2.2. COMPOSITION OF THE UNIMOT GROUP

As at 30 September 2023, the UNIMOT Group consisted of the following directly and indirectly consolidated subsidiaries:

Name of unit	Headquarters	Scope of the unit's core business	Shareholdings and voting rights	Date of obtaining control
UNIMOT S.A.	Poland	Controlling and managing other companies in the fuel and energy industry and related industries, strategic and organizational planning and decision-making processes; Running the commercial activities of the petrol stations under the AVIA brand; Trading in natural gas	not applicable	Parent Entity
UNIMOT SYSTEM Sp. z o.o.	Poland	Sale and distribution of gaseous fuels through mains	100%	20.01.2014
BLUE LNG Sp. z o. o.	Poland	Sale and distribution of gaseous fuels through mains	100%	04.07.2014
UNIMOT PALIWA Sp. z o.o.	Poland	Wholesale of fuels and related products	100%	16.11.2015
UNIMOT ENERGIA I GAZ Sp. z o.o.	Poland	Trading in electricity and gaseous fuels	100%	30.12.2015
TRADEA Sp. z o.o.	Poland	Electricity trading	100%	23.05.2016
UNIMOT UKRAINE LLC	Ukraine	Distribution of liquid fuels	100%	19.04.2018
UNIMOT ASIA LLC	China	Distribution of petroleum products	100%	04.09.2018
UNIMOT ENERGY LLC	Ukraine	Electricity distribution	100%	02.04.2019

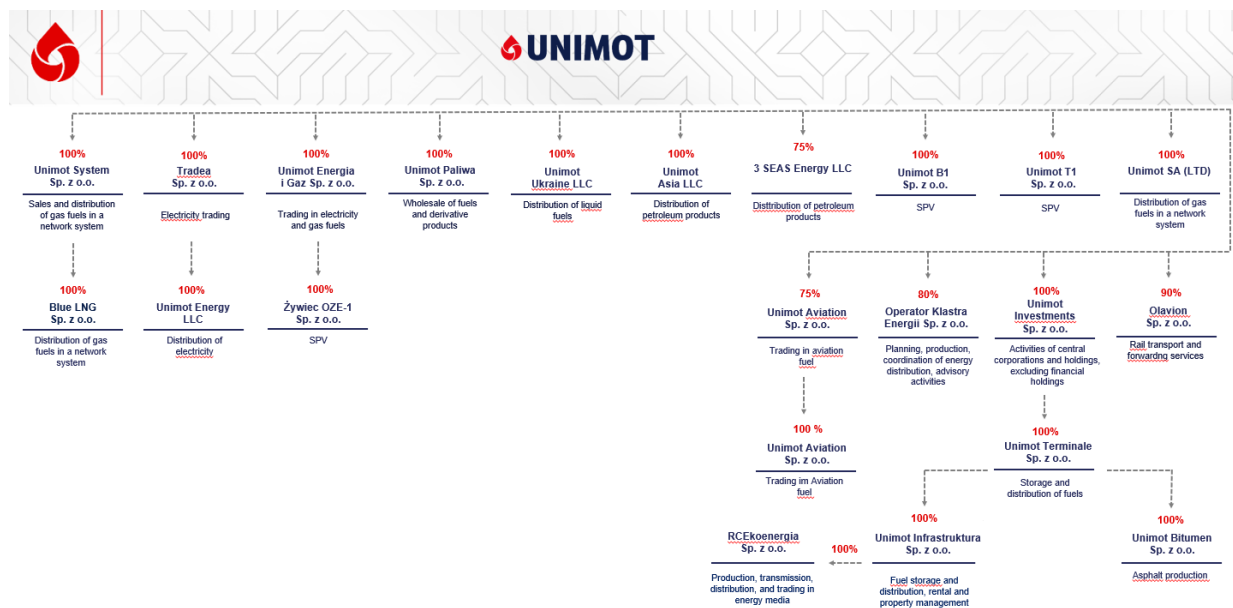
ENERGY CLAST OPERATOR Ltd.	Poland	Planning, generation and coordination of energy distribution, consulting, advisory activities	80%	15.02.2021
UNIMOT INVESTMENTS Sp. z o.o.	Poland	Activities of head offices and holding companies, excluding financial holdings	100%	20.10.2021
UNIMOT T1 Ltd.	Poland	Non-operating special purpose vehicle	100%	20.10.2021
UNIMOT B1 Sp. z o.o.	Poland	Non-operating special purpose vehicle	100%	20.10.2021
UNIMOT SA (Unimot LTD)	Switzerland	Distribution of liquid fuels	100%	17.05.2022
ŻYWIEC OZE-1 Sp. z o.o.	Poland	Electricity generation	100%	13.02.2023
Olavion Sp. z o.o.	Poland	Rail transport and forwarding services	90%	07.03.2023
UNIMOT TERMINALE Sp. z o.o.*	Poland	Storage and distribution of fuels	100%	07.04.2023
UNIMOT INFRASTRUKTURA Sp. z o.o.**	Poland	Fuel storage and distribution, rental and property management	100%	07.04.2023
UNIMOT BITUMEN Sp. z o.o.	Poland	Bitumen production	100%	07.04.2023
RCEKOENERGIA Sp. z o.o.	Poland	Generation, transmission, distribution and trading of energy utilities	100%	07.04.2023
UNIMOT AVIATION Sp. z o.o.***	Poland	Trading in aviation fuel	75%	28.04.2023
UNIMOT COMMODITIES Sp. z o.o.****	Poland	Logistics and trading activities in the energy raw materials industry (coal)	80%	04.07.2023
UNIMOT AVIATION SERVICES Sp. z o.o.	Poland	Support activities for air transport	75%	20.07.2023

* transformation from S.A. to Sp. z o.o. - registration in KRS 31.07.2023.

** transformation from S.A. to Sp. z o.o. - registration in KRS 01.08.2023.

*** change of the name of the company PARTNERS4SKY Sp. z o.o. to UNIMOT AVIATION Sp. z o.o. - KRS registration 24.07.2023.

**** change of the name of the company from P2T Sp. z o.o. to UNIMOT COMMODITIES Sp. z o.o. - registration in the KRS 31.08.2023.



2.3. ORGANISATIONAL LINKS AND CAPITAL INVESTMENTS MADE

The Issuer made no capital investments outside the Group during the reporting period.

Changes in the third quarter of 2023:

In the third quarter of 2023, the following changes occurred in the Unimot Group:

- On 4 July 2023, Unimot S.A. entered into a Promised Agreement to acquire 80% of the shares in a company called P2T sp. z o.o. (The name of the company was changed from P2T Sp. z o.o. to Unimot Commodities Sp. z o.o. - registration in the KRS 31.08.2023.

- On 20 July 2023, a subsidiary of Unimot S.A. - Unimot Aviation sp. z o.o. (former Partners4Sky sp. z o.o.) established Unimot Aviation Services sp. z o.o.
- On 31 July 2023, a subsidiary of Unimot S.A. - Unimot Terminale S.A. transformed from a joint stock company to a limited liability company.
- On 1 August 2023, a subsidiary of Unimot S.A. - Unimot Infrastruktura S.A. transformed from a joint-stock company to a limited liability company.

Mergers made in the third quarter of 2023:

No mergers of companies within the meaning of the Commercial Companies Code were completed in Q3 2023.

Divestments in the third quarter of 2023:

- As of 11 July, Unimot S.A. does not hold shares in 3 Seas Energy LLC.

Changes after the reporting date:

- On 2 November 2023, a subsidiary of Unimot S.A. - Unimot T1 Sp. z o.o. changed its name to Unimot Centrum Usług Wspólnych Sp. z o.o.

3. GROUP'S STRATEGY AND DEVELOPMENT PLANS

3.1. STATUS OF IMPLEMENTATION OF THE GROUP'S STRATEGY, INCLUDING FINANCIAL FORECASTS

In June 2018, the Company prepared and announced its Strategy 2018-2023. The Issuer sets out the main strategic objectives below, together with a commentary on their implementation.

➤ Achieving PLN 75 million of EBITDA in 2023.

The UNIMOT Group is pursuing EBITDA growth through a number of strategic initiatives, developing current operational activities as well as engaging in new businesses, including in particular logistics, fuel storage and bitumen production.

Part of the published Strategy were forecasts of consolidated adjusted EBITDA for the period 2018-2023. The company assumed the following levels: 2018 = PLN 12 million (book EBITDA), 2019 = PLN 34.0 million, 2020 = PLN 44.2 million, 2021 = PLN 54.3 million, 2022 = PLN 64.9 million, 2023 = PLN 74.8 million.

For 2018, the UNIMOT Group achieved a consolidated (book) EBITDA result of PLN 13.5 million, i.e. exceeding the forecast by 12.6%. In the course of 2019, the Company updated the forecast of consolidated adjusted EBITDA for 2019 several times, and the achieved result was at the level of PLN 63.7 million. The Company updated the forecast of consolidated adjusted EBITDA for 2020 twice. Initially, the forecast was raised to a level of PLN 62.3 million and then to PLN 80 million.

➤ Increase in business efficiency as measured by ROCE - calculated as: $EBITDA / (equity + long-term liabilities)$ - in 2023. ROCE = 15%

The UNIMOT Group is systematically improving the efficiency of all businesses with the ultimate goal, in line with the Strategy, of achieving a ROCE of 15%. To this end, a number of measures are being taken - both on the revenue and cost side. As at 30 September 2023, the ROCE ratio (adjusted EBITDA/ (equity + long-term liabilities) was 44.0% (LTM adjusted EBITDA// (equity + long-term liabilities) i.e. significantly higher than the target of 15% for 2023.

➤ Business diversification - generating in 2023 70% of EBITDA from intensively growing non-diesel business

The UNIMOT Group is developing and increasing the scale of all its businesses, including in businesses outside diesel and biofuels, which to date have been the Company's core business. It has implemented this through, among other things:

- Developing stations in the AVIA chain with the aim of focusing on more prestigious locations and building a new source of profit in the form of non-fuel products sold at AVIA stations.
- Expansion of offer in the area of petroleum products. From August 2019, the UNIMOT Group has started importing and selling asphalt products in Poland.
- Developing oil sales in China and Ukraine from 2019, assuming sales growth and entry into new markets in Europe and Asia for the next few years.

- Commencement of sales, installation and service of photovoltaic panels for business and residential customers under the AVIA Solar brand (from Q2 2020).
- Commissioning of a photovoltaic panel factory in the halls of PZL Sędziszów in July 2021.
- Purchase of 90% of shares in Olavion sp. z o.o. As part of its business activities, Olavion, under its licence, provides rail transport services in Poland, as well as freight forwarding services at home and abroad.
- Conclusion of Rail Tankers Purchase Agreements with a capacity of approximately 18,000 m³. The purchased Rail Tankers constitute a significant addition to the logistics base of the Issuer Group and will be primarily used by the Issuer Group and, as far as possible, will be made available to external entities. The development of the Issuer's own rail resources will allow the Issuer Group to make its operations more flexible and increase the efficiency of liquid fuel trading.
- Purchase of the assets of Lotos Terminale S.A. (now: UNIMOT Terminale sp. z o.o.) comprising the companies: UNIMOT Bitumen, RCEkoenergia and UNIMOT Infrastruktura. The assets include, among others, 9 fuel terminals with a total current capacity of 387,000 m³ in Czechowice-Dziedzice, Jasło, Piotrków Trybunalski, Poznań, Rypin, Bolesławiec, Szczecin, Gutkowo and Gdańsk. Upon completion of the development work, the storage capacity will increase to 410,000 m³. As a result of the Transaction, the Issuer's capital group has become the third player in the fuel storage market. The Bitumen business includes asphalt plants in Jasło and Czechowice-Dziedzice. The UNIMOT CG has become the second entity on the bitumen sales market.
- The conclusion by the Issuer of an agreement to acquire 80% of the shares in P2T sp. z o.o. intended for logistics and trading activities in the energy raw materials industry, including biomass and coal, purchase of sea and land freight, as well as supervision of deliveries at sea and land border crossings.

The market share in renewables is expected to add significant value to the Group in the future and further diversify the business.

➤ **Development of the AVIA chain in Poland**

One of the most important elements of the 2018-2023 Strategy is the dynamic development of the AVIA chain. The Issuer's assumption was to have 200 stations in the AVIA chain in 2023 in Poland, but due to unexpected market events, including the pandemic and the war in Ukraine, which significantly affected the dynamics of fuel market development, the real number of stations at the end of 2023 should be at least 140 stations. At the date of publication of the report, Unimot Group had 128 stations.

The Unimot Group is seeking to acquire as many stations as possible and, to this end, is increasing the attractiveness of the franchise offer by, among other things: introducing and developing a fleet card, increasing the flexibility of the terms and conditions of cooperation depending on the potential of the station, creating several flagship stations and expanding the offer with additional products and services.

➤ **Annual dividend payment**

In accordance with the dividend policy in force, in the event of achieving a net profit in a given financial year, the Management Board will recommend to the Company's General Meeting of Shareholders the payment of a dividend each year to represent a minimum of 30% of the consolidated net profit of the Group, with the proviso that the recommendation of the Management Board will depend each time on the operational and financial situation of the UNIMOT Group. The dividend for 2022 was paid in the amount of PLN 112,228 thousand on 16 June 2023.

3.2. GROUP DEVELOPMENT DIRECTIONS

Diesel



The Group anticipates further organic (natural) growth in wholesale diesel sales based on individual fuel depots, through the use of its own e-Procurement platform for wholesale customers, as well as its own team of sales department employees. Favourable factors include insufficient domestic diesel production relative to consumption; additional demand for fuels from the Ukrainian market; the so-called fuel package and transport package introduced in Poland limiting the grey market in fuel trading; the use of own stable sources of supply and commercial competence; as well as experience and ability to apply financial and hedging tools. Access to its own terminal infrastructure enabling it to increase its market share and expand its range of fuel services and products.

Development of the AVIA station chain in Poland



A total of 119 AVIA stations were in operation in Poland at the end of September 2023, including 77 franchised stations and 42 stations operated directly by the company (as at the date of these financial statements, the number of AVIA stations was 128, including 83 franchised stations and 45 owned stations). The Group is negotiating and discussing further locations in Poland and expects to have more than 140 stations by the end of 2023 (however, it may be challenging to reach, the previously agreed level of 150 stations by the end of this year). The Issuer estimates that the potential of the UNIMOT Group to develop the

AVIA station chain in Poland will allow it to open approximately 30 petrol stations per year.

LPG



Plans for the development of the LPG segment concern a further increase in wholesale sales (in Poland and abroad) and retail sales, including through the operation of independent petrol stations and the AVIA station chain, investments in tank installations for external customers.

Natural gas



The Group is developing the natural gas segment, the core of which is the multi-directional intensification of gas fuel sales. Following the sale of some assets in this business segment in 2019, the Group is focusing on the highest-margin businesses, including the sale and distribution of natural gas through Unimot System from its own distribution network. Wholesale trading is also being developed using leased natural gas storage space in caverns and natural gas transactions are being carried out on the Dutch TTF exchange. In addition, the Issuer will continue to work on opportunities to produce biomethane and feed it into the gas

distribution network owned by Unimot System.

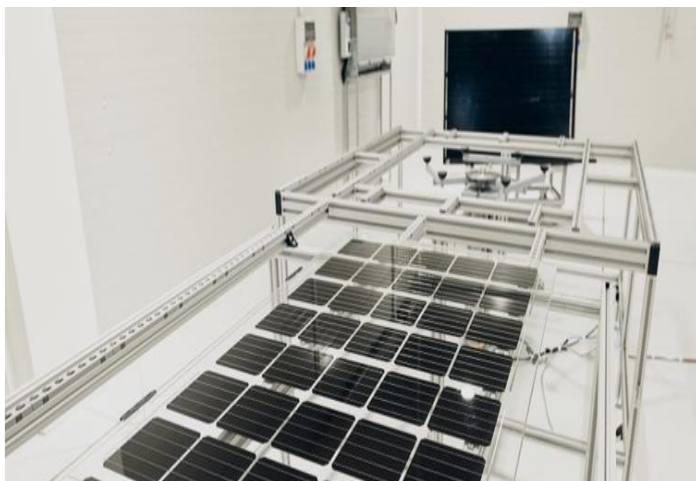
Biofuels - the Group expects to continue to sell biofuels and bio-oils, including using new sources of supply and markets.

Electricity



The CG will continue its wholesale electricity trading activities via exchange and brokerage platforms through the company Tradea. Further develop cooperation with producers producing electricity from renewable energy sources. The Group is also exploring the possibility of participating in electricity trading in neighbouring markets.

Photovoltaics



The UNIMOT Group has made dynamic changes to the operation of the photovoltaic segment. Retail sales to individual customers were withdrawn and the building of relationships in the field of industrial installations began. In addition, the production line of Polish photovoltaic panels launched by the Unimot Group in 2021 was expanded and its capacity tripled to 45 MW per year. The anticipated development of photovoltaics in Poland in the next few years should be supported by changes in the perception of a broadly understood ecology, but may also be forced by trends towards reducing the consumption of fossil fuels. The costs of energy prices, as well as distribution fees, are the driving force for

investments in the construction of RES industrial installations. The UNIMOT Group sees its opportunities in the further development of renewable energy sources, both in terms of the construction of PV installations for business customers and the construction of its own RES generation sources and is analysing market opportunities arising from the prospects of subsidies in this area. At the same time, a significant need for electricity storage and stabilisation/extension of the production profile from RES is noticeable.

The issuer and its related companies have identified the potential to exploit opportunities related to the development of distributed energy within energy cooperatives and energy clusters.

Solid fuels - in 2022, the UNIMOT Group identified business opportunities in hard coal trading. The analyses carried out have shown the Group's ability to source this raw material, as well as to locate it at home and abroad. In addition, revenue synergies can be expected from exploiting the potential of the UNIMOT Group's existing customers. In this regard, the first coal deliveries addressed to industrial plants, including the heating sector, were made at the beginning of 2023. The development of the Issuer Group's business in the trading of energy raw materials (biomass and coal) was strengthened by the acquisition on 4 July 2023 of P2T sp. z o.o. (now: Unimot Commodities sp. z o.o.), which additionally has experience in purchasing sea and land freight and supervising sea and land deliveries.

Asphalt products



per year. The segment's activities are closely linked to the development of road works.

In the field of asphalt products, the Group plans an intensive increase in volumes and their contribution to the Group's result throughout 2023, which is related to the acquisition on 7 April 2023 by UNIMOT Group of 100% of the shares in Lotos Terminale (now: Unimot Terminale sp. z o.o.), which includes the production and sale of asphalts. Along with the acquisition of Lotos Terminale, a ten-year contract was signed for the Orlen Group's supply of asphalt products and raw material for their production in quantities of up to 500,000 tonnes

Infrastructure and logistics



The Unimot Group has been operating as an independent logistics operator since April 2023 as a consequence of the acquisition of 100% of the assets of Lotos Terminale (now: UNIMOT Terminale). This business includes 9 fuel terminals with a total capacity of 387,000 m³ located in Czechowice-Dziedzice, Jasło, Poznań, Bolesławiec, Szczecin, Gutkowo, Rypin, Gdańsk and Piotrków Trybunalski, which also includes an LPG terminal. A number of modernisation tasks are under way to increase flexibility in the services provided and to introduce a new range of products, e.g. E10 petrol.



In terms of logistics activities, the UNIMOT Group will focus on maximising the use of wagons and railway engines. In the long term, the UNIMOT Group sees the need to purchase or lease modern rolling stock with high technical efficiency and operational capabilities.

Aviation fuels



In terms of aviation fuel sales, the UNIMOT GROUP plans to increase sales of JET A-1 fuel on the Polish market. Entering the fuel market in passenger transport and further developing General Aviation.

In addition, import of JET A-1 and SAF fuels to diversify suppliers and independence from domestic production. Management of storage facilities for JET A-1 fuels in Poland and abroad (Lithuania, Ukraine)

3.3. SHAREHOLDING STRUCTURE OF THE ISSUER

Shareholders holding, directly or indirectly through subsidiaries, at least 5% of the total number of votes at the Issuer's General Meeting as at the date of this interim report:

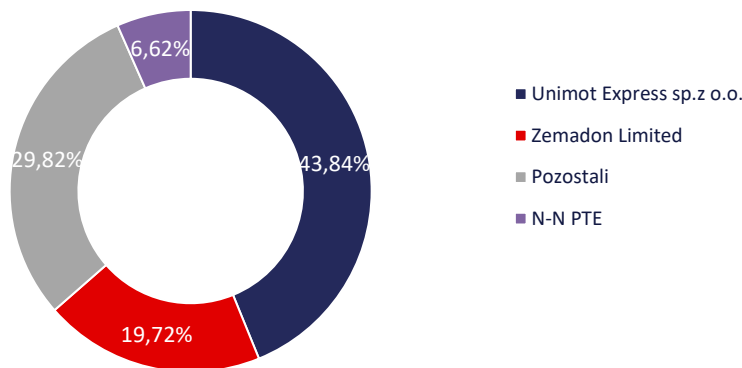
Shareholder	Number of shares	Share in capital	Number of votes	Share of votes%
Unimot Express sp. z o.o. ¹	3 593 625	43,84%	3 593 625	42,04%
Zemadon Limited ¹	1 616 661	19,72%	1 966 661	23,01%
Nationale-Nederlanden Powszechno Towarzystwo Emerytalne S.A. (portfolio) ²	542 400	6,62%	542 400	6,35%
<i>of which: Nationale-Nederlanden Otwarty Fundusz Emerytalny.</i>	428 719	5,23%	428 719	5,02%
Others	2 445 132	29,82%	2 445 132	28,60%
Total	8 197 818	100,00%	8 547 818	100,00%

¹ **Mr Adam Antoni Sikorski and his family are indirectly controlling the Issuer and Unimot Express sp. z o.o. and Zemadon Ltd. through the "Family First Foundation" and in connection with the agreement concluded on 5.12.2016 between spouses Adam Antoni Sikorski and Magdalena Sikorska as to joint policy towards Unimot Express sp. z o.o. and Unimot S.A.. A detailed description of the structure of entities exercising control over the Issuer is provided in the section below the Report.**

² *Nationale-Nederlanden Powszechno Towarzystwo Emerytalne S.A. through Nationale-Nederlanden Otwarty Fundusz Emerytalny indicated above and: Nationale-Nederlanden Dobrowolny Fundusz Emerytalny, Nationale-Nederlanden Dobrowolny Fundusz Emerytalny Nasze Jutro 2025, Nationale-Nederlanden Dobrowolny Fundusz Emerytalny Nasze Jutro 2030, Nationale-Nederlanden Dobrowolny Fundusz Emerytalny Nasze Jutro 2035, Nationale-Nederlanden Dobrowolny Fundusz Emerytalny Nasze Jutro 2040, Nationale-Nederlanden Voluntary Pension Fund Our Tomorrow 2045, Nationale-Nederlanden Voluntary Pension Fund Our Tomorrow 2050, Nationale-Nederlanden Voluntary Pension Fund Our Tomorrow 2055, Nationale-Nederlanden Voluntary Pension Fund Our Tomorrow 2060 and Nationale-Nederlanden Voluntary Pension Fund Our Tomorrow 2065.*

There were no changes in the ownership of significant shareholdings in UNIMOT in the period since the previous interim report.

Share in the capital of UNIMOT S.A.



3.4. SUMMARY OF SHAREHOLDINGS IN THE ISSUER BY MANAGEMENT AND SUPERVISORY PERSONNEL

A summary of the holdings of shares in the Issuer by the Issuer's management and supervisory personnel as at the date of the report and the change in holdings since the date of the previous interim report.

Shareholder	Number of shares	Share in capital	Number of votes	Share of votes	Changes in
Robert Brzozowski	159 632	1,95%	159 632	1,87%	56 803
Filip Kuropatwa	59 337	0,72%	59 337	0,69%	34 736
Isaac Querub	15 700	0,19%	15 700	0,18%	0

Mr Adam Antoni Sikorski - President of the Issuer's Management Board, indirectly holds 100% of the shares in Zemadon Ltd. in Cyprus through the "Family First Foundation" based in Vaduz, Liechtenstein, which he controls and whose beneficiaries are the family of Mr Adam Antoni Sikorski.

Zemadon Ltd. of Nicosia, Cyprus as at the date of publication of the interim report holds 19.72% in the Issuer's share capital and 23.01% in the votes at the Issuer's General Meeting. The shareholding has not changed since the date of the previous interim report.

Zemadon Ltd, based in Nicosia, Cyprus, is also a shareholder in Unimot Express sp. z o.o. (the Issuer's main shareholder), in which it holds 49.75% of the share capital and voting rights as at the date of publication of the interim report. The other shareholder of Unimot Express sp. z o.o. is Mr Adam Władysław Sikorski (nephew of Mr Adam Antoni Sikorski) holding a 49.75% interest and votes at the shareholders' meeting as at the date of publication of the interim report. The remaining minority interest, representing 0.5% of the share capital and votes at Unimot Express sp. z o.o. as at the date of publication of the interim report, is held by Ms Magdalena Sikorska, wife of Mr Adam Antoni Sikorski, President of the Management Board.

As at the date of publication of the interim report, **Unimot Express sp. z o.o.** holds 43.84% of the share capital and 42.04% of the votes at the General Meeting of Unimot S.A. The shareholding has not changed since the date of the previous interim report.

As of 05.12.2016, spouses Adam Antoni Sikorski and Magdalena Sikorska, due to a verbal agreement between them to pursue a common policy towards Unimot Express sp. z o.o. and Unimot S.A., indirectly through Unimot Express sp. z o.o. and Zemadon Ltd. controlled a total of 63.56% of the share capital and 65.05% of the votes at the General Meeting of Unimot S.A. An entity related to the Issuer by virtue of being jointly controlled by Unimot Express sp. z o.o. is Unimot-Truck sp. z o.o., seated in Warsaw, in which Unimot Express sp. z o.o. holds 52.02% of shares, and Ammerviel Ltd, seated in Nicosia, Cyprus, in which Unimot Express sp. z o.o. holds 100% of shares. Another company related to the Issuer is PZL Sędziszów S.A., based in Sędziszów Małopolski, in which Mr Adam Antoni Sikorski holds 48.78% and Unimot Express sp. z o.o. holds 48.78% of the share capital. An entity related to the Issuer, due to being under common control by Mr Adam Antoni Sikorski (indirectly through Zemadon Ltd.), is U.C. Energy Ltd. with its registered office in Cyprus. The shareholding of Mr Adam Sikorski has not changed since the date of the previous interim report.

Mr Robert Brzozowski – Vice-President of the Issuer's Management Board, as at the date of publication of the report, holds 159,632 Issuer's shares conferring the right to 159,63 votes at the General Meeting, whose share in the share capital amounts to 1.95%, and his share in the total number of votes at the General Meeting was 1.87%.

In the period since the previous interim report, Mr Robert Brzozowski acquired 56,803 shares in the Issuer entitling him to 56,803 votes at the General Meeting, whose share in the share capital amounts to 0.69, and whose share in the total number of votes at the General Meeting was 0.66%.

Mr Filip Kuropatwa – Vice-President of the Issuer's Management Board, as at the date of the report, holds 59 337 shares of the Issuer entitling him to 59 337 votes at the General Meeting, whose share in the share capital amounts to 0.72% and the share in the total number of votes at the General Meeting amounts to 0.69%.

In the period since the publication of the previous interim report, Mr Filip Kuropatwa acquired 34,736 shares in the Issuer entitling him to 34,736 votes at the General Meeting, whose share in the share capital is 0.42% and whose share in the total number of votes at the General Meeting was 0.41%.

Mr. Isaac Querub - Member of the Issuer's Supervisory Board, as at the date of this report, holds 15,700 shares in the Issuer entitling him to 15,700 votes at the General Meeting, whose share in the share capital amounts to 0.19% and whose share in the total number of votes at the General Meeting amounts to 0.18%.

Mr Isaac Querub's shareholding has not changed since the date of the previous interim report.

3.5. DIVIDEND POLICY

The Issuer's dividend policy is described in the Group Strategy in section 3.1 of this Management Board's Report.

3.6. SHARES OF UNIMOT S.A. ON THE WARSAW STOCK EXCHANGE

On the Warsaw Stock Exchange ("WSE"), the broad market index WIG lost 2.8% in Q3 2023. The large-cap indices WIG20 and WIG30 lost more, respectively: 7,03% i 6,38%. The WIG-construction gained the most: 11.61% and the WIG-Ukraine lost the most: 17.85%.

Shares of UNIMOT S.A. are listed on the parallel market of the WSE, in the continuous trading system. They are included in the indices: WIG, WIG-PALIWA, sWIG80, sWIG80TR, WIG-Poland, InvestorMS, CEEplus. In Q3 2023, UNIMOT S.A.'s share price fell by 0.58% behaving better than the SWIG80 index, which lost 4.73%, and the WIG-fuels, which lost 0.94%. In terms of trading value in Q3 2023, Unimot was ranked 67th out of 415 companies listed on the WSE (it was ranked 75th in H1). The minimum price during the period was PLN 88.20 and the maximum price was PLN 105.80. The value of trading amounted to PLN 55.80 million and the average volume per session was 8 794 shares. Capitalisation of UNIMOT S.A. at the end of the period: PLN 839.46 million.

Statistical data and stock market indicators:

	Q3 2023	Q3 2022
Rate of return	-0,58%	3,76%
P/P ratio	2,5	2,3
P/E ratio	1,19	0,88
Dividend rate	13,4%	-
Value of turnover (million PLN)	55,80	58,17
Average volume per session (units)	8 794	14 382
Share of turnover	0,09%	0,09%
Capitalisation (million PLN)	839,46	429,57
Book value	705,58	486,10

data source: WSE, bankier.pl

Recent recommendations:

Prepared by analysts at Dom Maklerski Banku Ochrony Środowiska S.A. on behalf of the WSE as part of the Stock Exchange Analytical Support Programme 3.0.

Date of issue	Entity	Fundamental recommendation	Relative recommendation	Valuation over a 12-month horizon	Price on the day of issue
23-10-2023	DM BOŚ S.A.	Hold	Neutral	PLN 105.00	PLN 100.00
09-06-2023	DM BOŚ S.A.	Buy	Outweigh	PLN 116.30	PLN 109.00
10-05-2023	DM BOŚ S.A.	Hold	Neutral	PLN 130.00	PLN 118.60
14-03-2023	DM BOŚ S.A.	Buy	Outweigh	PLN 130.00	PLN 105.60
04-12-2022	DM BOŚ S.A.	Buy	Outweigh	PLN 115.00	PLN 93.00
20-11-2022	DM BOŚ S.A.	Buy	Outweigh	115.00 00zł	PLN 87.60

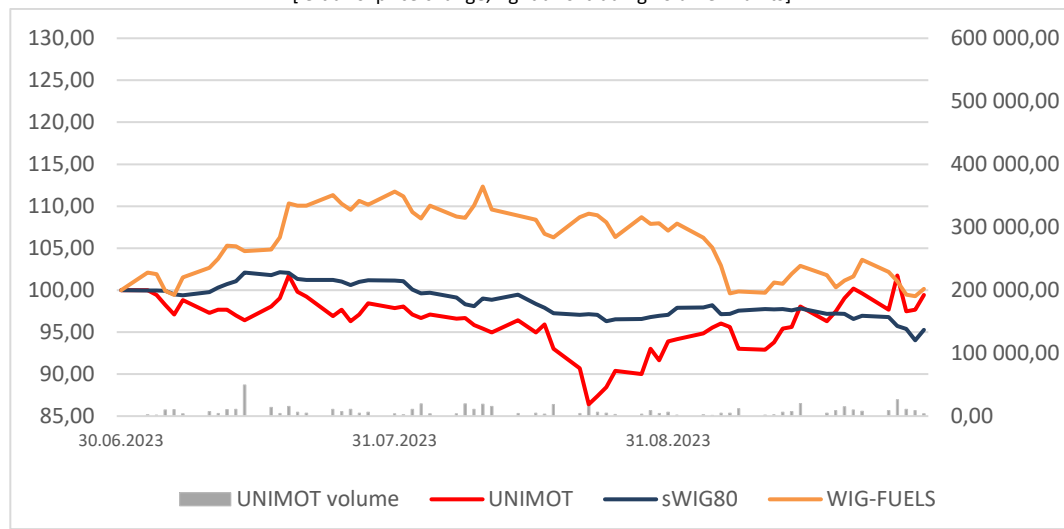
27-10-2022	DM BOŚ S.A.	Buy	Outweigh	PLN 95.00	PLN 70.20
16-08-2022	DM BOŚ S.A.	Buy	Outweigh	PLN 87.00	PLN 64.50

Other recommendations

Date of issue	Entity	Recommendation	Target price
23-05-2023	DM Trigon S.A.	Buy	PLN 137.50
14-03-2023	BM Bank Pekao S.A.	Buy	PLN 137.61
14-12-2022	DM Trigon S.A.	Buy	PLN 111.20

UNIMOT share price compared to sWIG80 and WIG-Fuels indices

[left axis: price change, right axis: trading volume in units].



data source: stockwatch.pl

*differences between the quoted values and those published on some websites may be influenced by the dividend paid being taken into account.

Main activities carried out by UNIMOT S.A. in the field of investor relations:

- **Performance conferences** - online meetings of the Management Board with representatives of financial institutions (analysts, fund managers) following the publication of interim reports and at other times as required.
- **Investor chats** - online meetings between the Management Board and individual investors held quarterly after the publication of interim reports. Prior to the chats there is a performance presentation by a member of the Management Board. Reports of the chats are posted on the Company's website: <https://www.unimot.pl/relacje-inwestorskie/materialy-informacyjne/relacje-z-czatow/>
- **Online conferences, presentations and commentaries** - when important events occur in the company or in the market environment, online conferences are held with the President of the Management Board and possibly members of the Management Board, or presentations are prepared. These materials are available on the Company's website: <https://www.unimot.pl/relacje-inwestorskie/>.
- **WallStreet Conference** - Participation of Company representatives in the annual largest meeting of individual investors in Poland at the WallStreet Conference organised by the Association of Individual Investors: <https://www.wallstreet.org.pl/>
- **Investor relations tab on the company's website** - the company informs on the website, among other things, about the most important events and new recommendations. The tab is also regularly supplemented with new content and information materials (video, audio, presentations, one-pagers). The website operates in Polish and English: <https://www.unimot.pl/relacje-inwestorskie/>.
- **Twitter communication** - the company actively communicates through the social medium Twitter by providing key information and responding to questions as they arise; the company's Twitter account is followed by more than 1 480 people.

- **IR notifications** - investors can benefit from receiving the following by e-mail: notifications about important company events that have taken place and a set of result materials. Consent to receive e-mails can be submitted via the website under investor relations at <https://www.unimot.pl/relacje-inwestorskie/powiadomienia-inwestorskie/>.

- **UNIMOT Club+**

A loyalty programme for UNIMOT S.A. shareholders called UNIMOT Club+ was launched in 2021. The aim of the Club is to build a long-term relationship with shareholders and to recognise loyal investors who hold UNIMOT shares for a long time. UNIMOT Club+ is also part of building a stable and conscious shareholding. Any shareholder holding at least 100 shares for a minimum of 6 months can become its member. Club members receive access to a wide range of benefits depending on their membership level. Among the benefits are: a one-off refund of the cost of refuelling at AVIA petrol stations, discounts on home LPG installation, participation in online meetings with the President, discounts on subscriptions to partner stock exchange media (StockWatch.pl, Investors Zone, e-Kiosk - access to the largest number of press titles), discounts on conferences and training courses or insurance cover. A Club Member can also benefit from a reduced or waived membership fee to the Association of Individual Investors, depending on the Club membership level. In addition, Members can attend the WallStreet Conference on preferential terms.

All shareholders can join the Club regardless of which financial institution they have their shares deposited with.

An online platform has been made available for Club members, where benefits can be activated after logging in: <https://www.unimotklubplus.pl/>.

The main partner of UNIMOT Club+ is the Association of Individual Investors.

The Company's Investor Relations activities are appreciated by participants in the capital markets. The Company has been repeatedly nominated for capital market-related competitions and has won distinctions: Hero of the Capital Market; Golden Issuer Website, Stock Exchange Company of the Year, Invest Cuffs.

4. OPERATIONS OF THE UNIMOT CG IN THE THIRD QUARTER OF 2023 AND ITS ENVIRONMENT

4.1. MAIN PRODUCTS, SOURCES OF SUPPLY AND MARKETS

In the first three quarters of 2023, sales were mainly to domestic customers and accounted for 76% of total sales and were up by 0.9 p.p. against the corresponding period of 2022. Sales to the Ukrainian market accounted for 8% of total sales and were down by 2.7 p.p. against sales in the corresponding period of 2022. Sales to Switzerland, the Czech Republic and Cyprus increased, and new markets related to the fuel and LPG segment emerged, i.e. ZAE, Sweden, Romania, Denmark, Latvia.

<i>in PLN thousand</i>	01.01.2023 30.09.2023	01.01.2022 30.09.2022	01.01.2021 30.09.2021	Share % 2023	Share % 2022	Changes % 2023/2022
Poland	7 552 128	7 329 983	4 639 714	76,4%	75,5%	3%
Ukraine	819 855	1 062 666	14 310	8,3%	10,9%	-23%
Switzerland	386 004	239 619	3 916	3,9%	2,5%	61%
Czech Republic	372 141	152 225	257 865	3,8%	1,6%	144%
Belgium	185 443	265 358	8 405	1,9%	2,7%	-30%
Cyprus	162 233	70 623	12	1,6%	0,7%	130%
Netherlands	79 849	223 102	248 086	0,8%	2,3%	-64%
United Arab Emirates	59 455	-	-	0,6%	0,0%	0%
Bulgaria	48 363	29 403	46 665	0,5%	0,3%	64%
Estonia	41 114	107 674	-	0,4%	1,1%	-62%
Slovakia	38 838	62 399	10 617	0,4%	0,6%	-38%
Lithuania	38 023	0	4 743	0,4%	0,0%	0%
Germany	30 226	38 324	50 004	0,3%	0,4%	-21%
Romania	23 831	196	-	0,2%	0,0%	12059%
Sweden	16 519	0	-	0,2%	0,0%	0%
Denmark	14985	0	-	0,2%	0,0%	0%
Latvia	11 265	170	-	0,1%	0,0%	6527%
Turkey	2137	704	-	0,0%	0,0%	204%
Kazakhstan	1 570	261	-	0,0%	0,0%	502%
Hungary	1 207	12 748	49 575	0,0%	0,1%	-91%
China	693	120	4 108	0,0%	0,0%	478%

Taiwan	684	385	317	0,0%	0,0%	78%
United Kingdom	569	99 725	31 928	0,0%	1,0%	-99%
Luxembourg	467	-	-	0,0%	0,0%	-
Austria	231	10 186	14 476	0,0%	0,1%	-98%
Moldova	61	-	-	0,0%	0,0%	0%
France	58	-	-	0,0%	0,0%	0%
Ireland	18	-	-	0,0%	0,0%	0%
Georgia	-	151	-	0,0%	0,0%	-100%
Serbia	-	3 823	-	0,0%	0,0%	-100%
TOTAL	9 887 966	9 709 845	5 384 741	100,0%	100%	2%

In the period from 1 January to 30 September 2023, at least three suppliers exceeded 10% of the value of deliveries. These entities are not related to the UNIMOT CG. In the 9 months of 2023 and 9 months of 2022, none of the Group's customers exceeded 10% of revenue.

4.2. SEASONALITY OF OPERATIONS

The Group's operations are subject to seasonality.

During the course of the year, there is regular and moderate volatility in volumes and the associated change in revenue from product sales due to seasonal fluctuations in demand, particularly in the segments:

- sales of natural gas, solid fuels and electricity due to significantly higher demand for this product range during the heating season, i.e. Q1 and Q4,
- bitumen sales - due to the peak road construction and repair season falling in the third and fourth quarters.
- Fuel/Biofuel/LPG sales - increased demand for fuels in Q3 and Q4.

There is no significant seasonality or cyclicity in the Unimot CG's other segments.

4.3. INFORMATION ON AGREEMENTS CONCLUDED THAT ARE SIGNIFICANT FOR THE OPERATIONS OF UNIMOT S.A. AND THE CAPITAL GROUP

No such agreements are in place.

4.4. CHANGES TO THE FUNDAMENTAL PRINCIPLES OF MANAGEMENT OF THE ISSUER AND ITS GROUP

The basic principles of management of the Company and its Group did not change significantly during the period under review.

4.5. LEGAL PROCEEDINGS

Neither the Issuer nor any of its subsidiaries is a party to any proceedings pending before a court, an authority competent to conduct arbitration proceedings or a public administration authority concerning liabilities or receivables that could materially affect the financial results.

4.6. GROUP EMPLOYMENT

SPECIFICATION	30.09.2023			31.12.2022		
	WOMEN	MEN	TOTAL	WOMEN	MEN	TOTAL
Structure of employment in the CG by type of contract	241	565	806	113	115	228
Fixed-term employment contract	68	105	173	46	21	67
Employment contract of indefinite duration	173	460	633	67	94	161
Structure of employment in the CG by nature of contract	241	565	806	113	115	228
full-time	233	553	786	107	110	217
part-time	8	12	20	6	5	11
Employment structure in the CG by age	241	565	806	113	115	228
Up to 30 years	33	40	73	17	13	30
31 to 50 years	162	332	494	81	76	157
Over 50 years	46	193	239	15	26	41

The Unimot Group has a Recruitment Policy that sets out the standards and principles according to which the recruitment process is conducted.

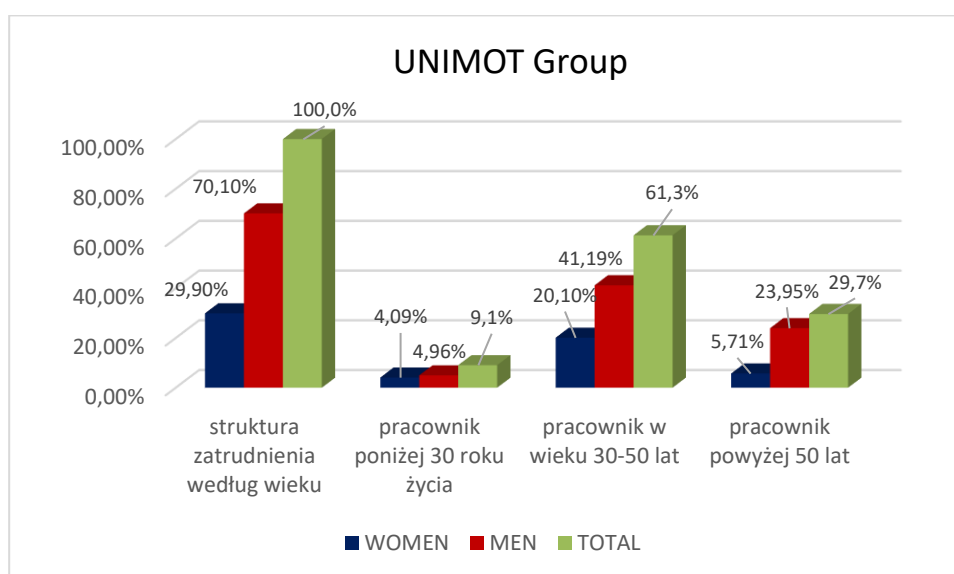
The presentation of job vacancies is transparent and accessible - job advertisements are published on the website and on online portals.

Candidates for a job are selected on the basis of objective criteria such as education, work experience, general and specific competences, knowledge of foreign languages. Candidate selection decisions are not made on a one-person basis, which significantly enhances objectivity in recruitment.

Criteria relating to age, race, colour, gender, ethnic and national origin, sexual orientation and health status do not apply in the selection of employees. These rules also apply to termination of employment, conditions of employment, promotion and access to training to improve professional skills.

As at 30 September 2023, the Group's staff level was 806 employees, compared with 775 at 30 June 2023, an increase of 4% in the third quarter.

The increase in the staff level in Q3 2023 was influenced by, among other things, the addition of Unimot Commodities sp. z o.o., which became part of the Unimot Group in July 2023, with a headcount of 22 employees.



The female employment rate stood at 29%, the same level as at the end of the second quarter.

The number of female employees at 30 September 2023 compared to the end of 2022 has increased by a factor of two, while the number of male employees has increased by nearly five times.

The vast majority of employees - 78% - have permanent contracts.

As at the end of September 2023, 98% of staff are employed full-time.

Among employed workers at the end of the third quarter of 2023 as at the end of 2022, the largest group was made up of workers in the 31-50 age bracket (61%), followed by workers in the 50+ age bracket (30%) and in third place by workers in the under-30 age bracket (9%).

Women in the 31-50 age bracket accounted for 67% of the total female workforce.

Men in the 31-50 age bracket accounted for almost 58% of the total male workforce, with 34% made up of men over 50.

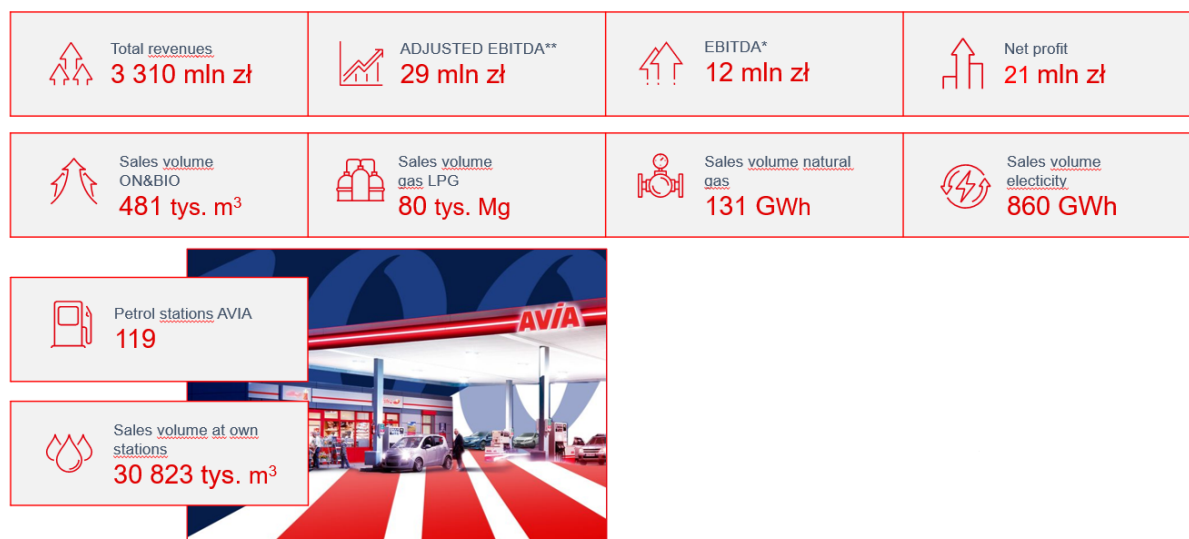
5. FACTORS AND EVENTS INFLUENCING THE GROUP'S PERFORMANCE

5.1. MAIN FACTORS AND EVENTS DEFINING THE GROUP'S RESULTS IN THE THIRD QUARTER OF 2023 THAT MAY HAVE IMPACT ON THE GROUP'S ACTIVITIES IN THE NEXT YEARS

The UNIMOT Group is a multi-energy group and a leader among independent importers of liquid and gaseous fuels in Poland. UNIMOT has over 30 years of experience in the fuel market, specialising in the wholesale of diesel fuel and the distribution of other liquid fuels, both domestically and internationally. In April 2023, the UNIMOT Group finalised the acquisition of the Lotos Terminale assets, including nine fuel terminals and two asphalt plants. UNIMOT thus acts as an Independent Logistics Operator,

being the third player in the fuel storage market, and is also second in the bitumen production market in Poland. The Group is also developing the photovoltaic segment, e.g. under the AVIA Solar brand, and is investing in further RES sectors.

IIIQ OF 2023 BASIC FINANCIAL AND OPERATING DATA



* EBITDA: earnings before interest, taxes, depreciation and amortisation; ** Adjusted EBITDA, EBITDA (S): EBITDA adjusted for the impact of the valuation of inventories of liquid and gaseous fuels and other energy products, timing shifts in costs and revenues related to the trading of liquid and gaseous fuels and other energy products and other non-recurring events

Capital Group's Data

From 1 January 2023 to the date of publication of this financial report, significant changes have occurred in the Issuer Group, i.e.:

the acquisition by the Issuer Group took place: on 7 March 2023, 90% of the shares in Olavion sp. z o.o. (acquisition of the remaining 10% of shares will take place no later than 7 July 2025), on 28 April 2023, 75% of the shares in Partners4sky sp. z o.o. (now: Unimot Aviation sp. z o.o.) and on 4 July 2023, 80% of the shares in P2T sp. z o.o. (now: Unimot Commodities sp. z o.o.);

On 7 April 2023, the acquisition of 100% of the shares in Lotos Terminale S.A. was completed. (now: Unimot Terminale sp. z o.o.), which holds directly or indirectly 100% of the shares in the companies: Lotos Infrastruktura S.A. (currently: Unimot Infrastruktura sp. z o.o.), UniBitumen sp. z o.o. (now: Unimot Bitumen sp. z o.o.) and RCEkoenergia sp. z o.o.

As a result of the transactions, the above-mentioned companies became part of the UNIMOT Group and their financial and operating results are presented in the following business segments:

Infrastructure and Logistics segment, i.e. activities mainly related to rail transport, freight forwarding services and fuel storage. This segment presents the activities of the companies: Olavion sp. z o.o. and Lotos Terminale S.A. (currently: Unimot Terminale sp. z o.o.), which holds directly or indirectly 100% of shares in the companies: Lotos Infrastruktura S.A. (currently: Unimot Infrastruktura sp. z o.o.) and RCEkoenergia sp. z o.o.;

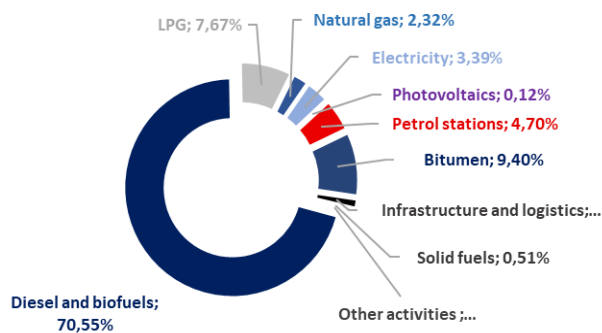
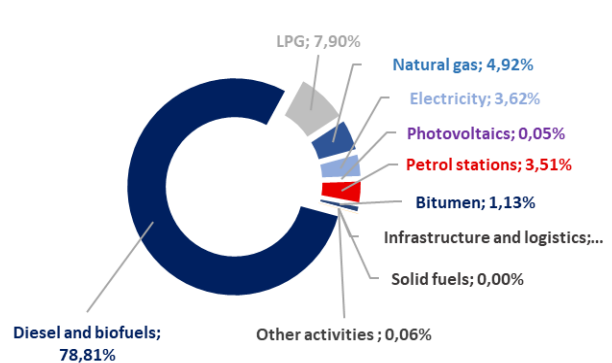
Bitumen segment, i.e. activities related to the production and trade in asphalt products. This segment presents Unimot S.A.'s existing bitumen trading activities and presents the activities of Unimot Bitumen sp. z o.o.;

Diesel and biofuels trading segment - the operations of Unimot Aviation sp. z o.o. were included in this segment;

Solid fuels segment, i.e. trading in energy raw materials (biomass and coal), purchase of sea and land freight, as well as supervision of deliveries at sea and land border crossings. This segment presents the existing activities carried out by UNIMOT S.A. in the field of energy raw materials, as well as those of P2T sp. z o.o. (currently: Unimot Commodities sp. z o.o.).

Consolidated sales revenue and its structure by product group:

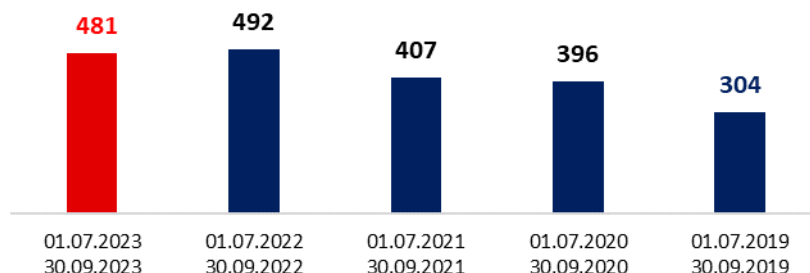
<i>in PLN thousand</i>	01.01.2023 30.09.2023	Structure %	01.07.2023 30.09.2023	01.01.2022 30.09.2022	Structure %	01.07.2022 30.09.2022	01-01-2023 30-06-2023
Diesel and biofuels	6 940 662	70,55%	2 124 646	7 644 516	78,81%	3 035 308	4 816 016
LPG	755 024	7,67%	250 840	765 897	7,90%	304 529	504 183
Natural gas	227 822	2,32%	33 518	477 505	4,92%	128 122	194 304
Electricity	333 265	3,39%	121 440	351 612	3,62%	174 844	211 825
Photovoltaics	11 938	0,12%	2 224	4 882	0,05%	1 152	9 714
Petrol stations	462 826	4,70%	176 647	340 918	3,51%	116 663	286 179
Bitumen	924 707	9,40%	507 765	109 445	1,13%	50 607	416 942
Infrastructure and logistics	128 832	1,31%	57 392	0	0,00%	0	71 440
Solid fuels	50 205	0,51%	42 001	0	0,00%	0	8 204
Other activities	2 986	0,03%	-6 548	5 416	0,06%	0	9 536
Total	9 838 267	100%	3 309 924	9 700 191	100%	3 811 225	6 528 344

3Q2023

3Q2022

Consolidated volumes by product group:

<i>in m3/T/GWh/KWp/Mg</i>	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022
Diesel and biofuels [m3]	1 497 344	481 407	1 347 280	491 913
LPG [T].	226 506	80 111	185 795	68 170
Natural gas [GWh]	517 246	131	886	153
Electricity [GWh]	3 274	859 863	1 939	623
Photovoltaics [KWp].	2 710	1 354	2 680	1 776
Petrol stations [000 m3].	218	83 015	170	61
Bitumen [Mg]	310 019	188 093	39 171	17 339
Solid fuels [Mg]	54 429	46 542	-	-
Infrastructure m3	1 452 931	740 900	-	-
Logistics [million ntkm]	441	197	-	-
Other activities [Mg]	345	70	241	-

SEGMENT OF DIESEL AND BIOFUELS TRADING

ON + BIOPALIWA



*Dane w tys. m³

In the third quarter of 2023, the UNIMOT Group sold more than 481,000 m³ of diesel and biofuels, down 2% year-on-year. Revenues from this segment accounted for 64% of total operating revenues. The EBITDA generated in the third quarter of 2023 in the liquid fuels trading segment was negative and amounted to PLN (62.9) million, and the adjusted EBITDA amounted to PLN (32) million. The difference between EBITDA and adjusted EBITDA is due to time shifts of logistics costs in the execution of the NIT.

DIESEL AND BIOFUELS

<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [m ³]	481 407	491 913	407 146	395 576	304 144	-2%
Sales revenue	2 124 646	3 035 308	1 659 311	967 983	1 093 502	-30%
EBITDA	(62 933)	51 434	13 149	8 086	34 394	-
EBITDA - adjusted	(31 968)	115 849	13 880	13 980	18 933	-
Net profit/(loss) for the period	(56 051)	55 784	10 778	11 966	31 870	-

The adjusted results achieved in the third quarter of 2023 in the diesel and biofuels segment were mainly influenced by the following factors:

- From the second half of August 2023, domestic diesel quotations began to reach levels that did not reflect, i.e. significantly below, global quotations for this product. This resulted in a reduction in the activity of trading imported diesel and offering it on the domestic market. Consequently, in Q3 2023, the Issuer Group focused, in particular, on the export of fuels to Ukraine; the fulfilment of obligations for the supply of diesel oil, which were - in the earlier period - incurred by the Issuer Group towards domestic counterparties and the supply - in accordance with contracts - of diesel oil to the AVIA station chain. As a consequence of the above situation, the Unimot Group lost benefits of approx. PLN 72.4 million, which would not have occurred if the market environment in Q3 2023 had not differed so significantly from the diesel oil trading conditions observed in previous periods;
- The increased logistics capacity achieved by the Group thanks to the purchase of rail tankers and the acquisition of the rail transport company Olavion (belonging to the Issuer Group), which further optimised costs in this area;
- The adaptation of supply chains to operate under the embargo on fuel imports from Russia and Belarus, including the rental of a fuel transshipment terminal in the Danish Straits and the import of diesel from the United States, among others, increased the flexibility of UNIMOT Group's operations.

The following factors may mainly affect the results of future periods:

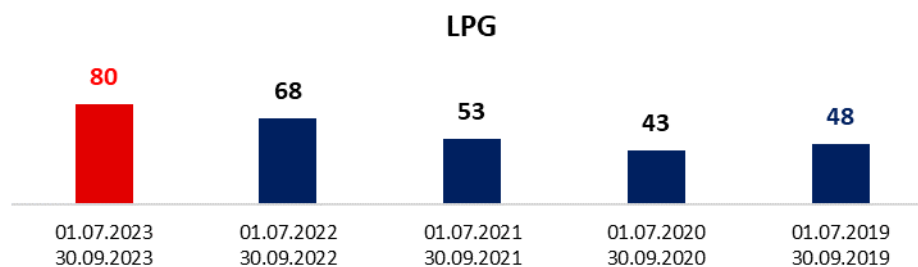
- The amount of the land premium (the difference between the price on the local market and the price in the ports for diesel - the assortment dominating the Group's sales structure. The amount of the land premium determines the area of the realisable trading margin less the costs of logistics (transport costs, handling costs, quality testing), the costs

of renting fuel depot capacity, the costs of insuring receivables (in connection with the trading security policy adopted by the Group), as well as the costs of fulfilling NIT obligations.

At the beginning of Q4 2023, the land premium recorded low levels (but with a tendency to quickly return to previous levels), which should translate into increased efficiency of diesel imports.

- Restriction of the obligation to maintain compulsory reserve of liquid fuels by the UNIMOT Group in the period from 1 July 2022 to 30 June 2024, related to the reorganisation of the UNIMOT Group carried out in 2022, the aim of which was to prepare for the role of an independent logistics operator, which it became after the acquisition of the company Lotos Terminale (now: Unimot Terminale). As part of the reorganisation process, UNIMOT S.A. transferred an organised part of the enterprise to UNIMOT Paliwa sp. o.o. (100% controlled by UNIMOT S.A.). The organised part of the enterprise comprised organisationally, financially and functionally separated activities related to fuel trading, production of liquid fuels (in the scope of LPG) within the scope of the held OPZ and WPC concessions, excluding activities related to fuel trading within the framework of the developed chain of AVIA petrol stations and the segment related to natural gas trading. Unimot Paliwa sp. z o.o. commenced operations within the same scope and under the same conditions as Unimot S.A.;
- Dynamics and direction of changes in diesel prices - high dynamics of price increases have a negative impact, while high dynamics of price decreases have a positive impact;
- Futures market structure (contango/backwardation);
- Market and competitive situation - distortions in competition due to, for example, the exploitation of market position and the commencement of operations of new international concerns on the Polish market, including in connection with the implementation of the European Commission's remedies concerning the terms and conditions of the merger between Orlen S.A. and Grupa Lotos S.A. Increased competition in the market may affect the pricing of products offered by the Issuer Group;
- The amount and cost of working capital required to finance the turnover carried out, which depends on the level of fuel prices in the markets;

LPG



*Dane w tys. T

In the third quarter of 2023, the UNIMOT Group sold 80.1 thousand tonnes of LPG, by 18% more than in Q3 2022. Revenues amounted to PLN 250.8 million (down 18% year-on-year). EBITDA and adjusted EBITDA generated amounted to PLN 11.7 million, and profit reached the level of PLN 8.5 million.

LPG

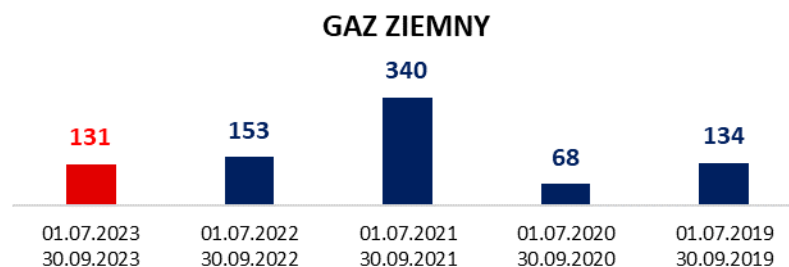
<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [T]	80 111	68 170	52 590	42 987	47 826	18%
Sales revenue	250 840	304 529	168 351	83 709	88 618	-18%
EBITDA	11 714	16 059	7 595	1 706	2 524	-27%
Net profit/(loss) for the period	8 536	16 337	7 387	1 496	2 386	-48%

The results achieved in Q3 2023 in the LPG segment were mainly influenced by the following factors:

- The UNIMOT Group recorded an increased demand for LPG from the Ukrainian economy, which was largely met using, among other things, the fuel depots belonging to the UNIMOT Group since 7 April this year. In terms of LPG exports to Ukraine, the UNIMOT Group ranked 1st in July 2023;
- At the end of August and in September 2023, there were outages at some refineries, which resulted in reduced supply and consequently the possibility of achieving additional margins. Thanks to contracts concluded in 2022 with Western European partners for LPG supply for 2023 and the acquisition of additional suppliers from the region, the UNIMOT Group was able to flexibly and quickly meet the resulting deficit in the LPG market;
- The LPG segment, taking advantage, among other things, of its cooperation with Olavion, the company belonging to the UNIMOT Group, has optimised its rail transport costs, which has further increased the efficiency of the segment's operations.

In future periods, the Group's LPG business may be most affected by the demand and supply situation in the market related to the ongoing war in Ukraine and possible further sanctions imposed on Russia and Belarus.

TRADING IN GASEOUS FUELS



*Dane w GWh

In the natural gas segment in the third quarter of 2023, the UNIMOT Group sold 131 GWh of natural gas. Sales revenue of this segment amounted to PLN 33.5 million. EBITDA reached the level of PLN (2.1) million, adjusted EBITDA reached PLN 4.2 million and was more than twice as high as in the previous year.

NATURAL GAS

<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [GWh]	131	153	340	68	134	-14%
Sales revenue	33 518	128 122	90 522	6 551	10 763	-74%
EBITDA	(2 120)	4 864	(936)	309	(1 041)	-
Adjusted EBITDA	4 180	1 351	(257)	675	(1 186)	209%
Profit/(loss) for the period	(2 898)	4 536	(830)	(1 067)	(1 668)	-

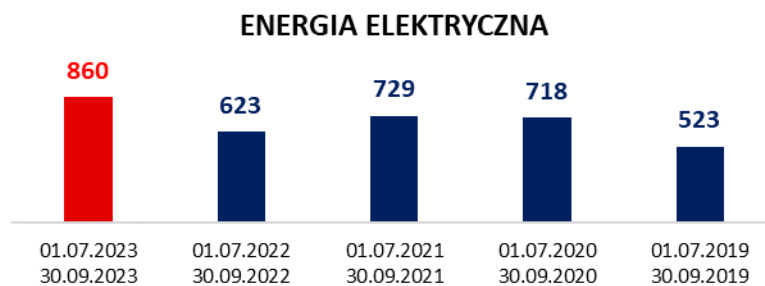
The results achieved in the third quarter of 2023 in the natural gas segment were mainly influenced by the following factors:

- Natural gas consumption by the industrial sector remains at a relatively low level compared to previous years, which has an impact on wholesale market pricing on the European mainland;
- Natural gas storage in Europe reached record fill levels of up to 98% in the third quarter of 2023;
- Due to significant volatility caused largely by the threat of LNG export restrictions by the Australian upstream sector, natural gas prices on European exchanges fluctuated between EUR 56/MWh and EUR 41/MWh, reaching EUR 43/MWh at the end of September;
- At the end of the second quarter of this year, a tariff was approved for the gas storage facility in Sanok allowing the use of this storage facility from July, which translated into increased activity in the third quarter in this segment;
- Decision of the President of the ERO of 30 December 2022 approving a new tariff for Unimot System customers, introducing new rates for gas fuel and distribution. Gas fuel rates increased by 130% (from 27.59 gr/kWh to 63.4 gr/kWh), while distribution rates increased on average by 14% (from 6.07 gr/kWh to 6.92 gr/kWh). The new rates took effect from 14 January 2023 (under the current law, prices for gas fuel rates and distribution rates are frozen);

- Decision of the President of the ERO of 23 March 2023 to change (reduce) the gas fuel rates by 27% (from 63.4 gr/kWh to 46.39 gr/kWh) for Unimot System customers. The new rates took effect from 5 April 2023 (under the current law, prices for gas fuel rates and distribution rates are frozen);
- Decision of the President of the ERO of 4 January 2023 approving a new tariff for Blue LNG customers, introducing new rates for gas fuel and distribution. Gas fuel rates increased by 169% (from 27.6 gr/kWh to 74.3 gr/kWh), while distribution rates increased on average by 90% (from 7.74 gr/kWh to 14.72 gr/kWh). The new rates took effect from 18 January 2023 (under the current law, prices for gas fuel rates and distribution rates are frozen);
- The entry into force of the Act of 15 December 2022 on the special protection of certain consumers of gaseous fuels in 2023 in connection with the gas market situation. In accordance with the principle provided for in Article 3(1) of the aforementioned Act, the price for eligible (sensitive) entities has been set at PLN 200.17 (net), treating it as a maximum. The above Act makes it necessary for companies to apply for compensation for the difference in rates between the tariff rate and the amount the companies are obliged to apply under the Act. The Act in question also froze distribution rates, at the 2022 level. For this reason, compensation is provided for in the Act, representing the difference between the rate from the new tariff introduced in 2023 and the rate applied last year. The provisions of the Act are valid until 31 December 2023.

The results of future periods will mainly be affected by market prices for natural gas, the levels of new tariffs at UNIMOT System and Blue LNG, as well as changes in the volumes of natural gas sold and distributed.

ELECTRICITY



*Dane w GWh

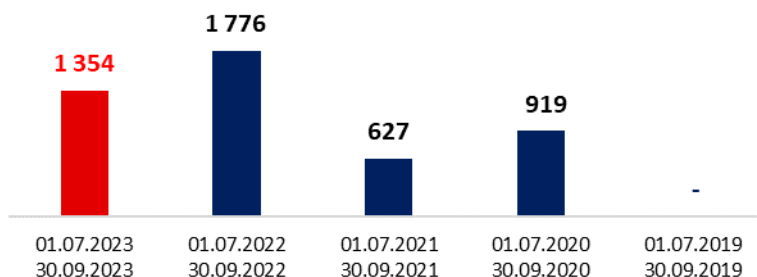
In the electricity segment, sales volumes in the third quarter of 2023 reached 860 GWh, 38% more than in the corresponding period of the previous year. Sales revenue for this segment amounted to PLN 121.4 million. EBITDA and adjusted EBITDA recorded year-on-year declines to PLN 0.24 million.

ELECTRICITY

<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [GWh]	860	623	729	718	523	38%
Sales revenue	121 440	174 844	56 071	32 400	50 841	-31%
EBITDA	243 243	4 782	(2 825)	(1 521)	1 841	-95%
Adjusted EBITDA	243	4 782	(2 825)	(1 521)	1 841	-95%
Profit/(loss) for the period	(51)	5 580	(3 745)	(1 032)	1 754	-

The results achieved in Q3 2023 in the electricity segment were mainly influenced by the following factors:

- Taking advantage of price volatility in the Forward electricity market which allowed additional profit to be generated;
- Increased activity in the day-ahead market and IntraDay which translated into higher returns from these segments;
- Favourable revaluation of the profile of PV contracts entered into at a fixed price for 2023;
- Increase in volumes and margins of contracts with renewable energy generators concluded for 2023.

PHOTOVOLTAICS / RENEWABLE ENERGY SOURCES
FOTOWOLTAIKA / OZE


*Dane w kWp

In the Photovoltaics/Renewable Energy Sources segment, sales revenue in Q3 2023 reached PLN 2.2 million against PLN 1.2 million a year earlier. The segment generated a loss of PLN (3) million in EBITDA and adjusted EBITDA and PLN (2.5) million in net income.

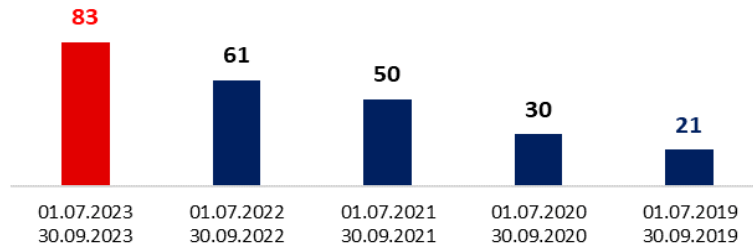
PHOTOVOLTAICS / RENEWABLE ENERGY SOURCES

<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [kWp]	1 354	1 776	627	919	-	-24%
Sales revenue	2 224	1 152	4 672	1 202	-	93%
EBITDA	(2 988)	(389)	(799)	(573)	--	668%
Adjusted EBITDA	(2 988)	(389)	(799)	(573)	--	668%
Profit/(loss) for the period	(2 544)	(1 644)	(871)	(642)	-	55%

The results achieved in Q3 2023 in the photovoltaics segment were mainly influenced by the following factors:

- Fixed costs to maintain a design and implementation team working on large-scale projects for clients and in-house projects;
- Impairment write-down on inventories of (-) PLN 4 000 thousand;
- Revenue realisation from large-scale projects;
- The development of the component trading business and the investments made in this area in the construction of logistics facilities.

In line with the adopted strategy, the team operating in the photovoltaic segment within Unimot Energia i Gaz is engaged in the implementation of projects above 50 kWp, the development of own projects and activities aimed at building long-term value for the UNIMOT Group. As at the date of publication of the report, the Company's portfolio included contracts for large-scale projects (above 50 kWp) at the level of 4.3 MWp. At the same time, the Group is actively looking for new customers interested in industrial installations by expanding its product portfolio to include energy storage, and has also started trading in components, positive results from which are expected in 2023/24. Significant price volatility in the electricity market has resulted in increased interest in photovoltaic and energy storage solutions among business customers, resulting in an increase in the portfolio of active projects and the number of bids submitted. At the same time, the Group is taking steps to expand its offerings and participate in photovoltaic projects as a component supplier, as well as measures to bring about the construction of sources at further Group sites.

PETROL STATIONS
STACJE PALIW


*Dane w tys. m³

Segment revenues include revenues from fuel sales at the Issuer's own stations and those achieved from franchisees of AVIA stations. EBITDA additionally includes a fixed fee for each litre of fuel sold at franchised stations (transferred from the Diesel and BIO segment - wholesale fuel sales). Thanks to the development of the chain, the Group has recorded successive increases in fuel sales at the stations and in the third quarter of 2023, recorded good results in terms of volume sold. The AVIA chain stations operating within the Group sold 83,000 m³ of fuel in the period, an increase of 36% year-on-year. Revenues in this segment increased by 51% y/y. The difference in EBITDA and adjusted EBITDA in the third quarter of 2023 is due to the adjustment of depreciation and amortisation costs for investments in franchised stations included in operating costs on the books.

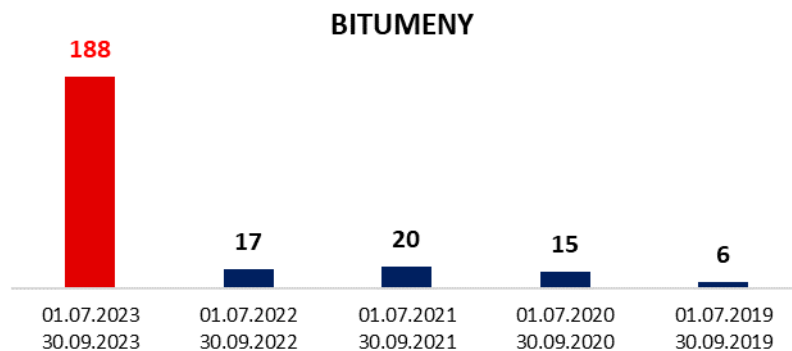
PETROL STATIONS

<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [thousand m ³]	83	61	50	30	21	36%
Sales revenue	176 647	116 663	68 763	21 931	8 855	51%
EBITDA	1 056	759	1 413	(829)	(140)	39%
Adjusted EBITDA	1 732	759	1 413	(829)	(140)	128%
Profit/(loss) for the period	(326)	(2 150)	292	(1 190)	(311)	-85%

The results achieved in the third quarter of 2023 in the petrol station segment were mainly influenced by the following factors:

- Operating through 119 AVIA petrol stations, including 77 franchised and 42 owned stations (as at the date of this report, the number of AVIA stations was 128, including 83 franchised and 45 owned stations);
- Increased fuel sales volumes at AVIA petrol stations by 36% y-o-y despite the temporary shutdown of four franchised stations due to ongoing changes in ownership;
- Launch of a further 6 SPAR Express stores at AVIA stations (the concept is currently available to customers at over 40 outlets). Implementation of the first SPAR super market format at the AVIA station in Wysogotowo near Poznań. The Unimot Group regularly records sales growth of over 20% at stations with SPAR shops;
- There is strong pressure on margins related to holiday promotions in the Polish market;
- Fuel sales linked to the AVIA Card fleet card for business customers reach almost 2 million litres per month and are experiencing dynamic growth.

Bitumen



*Dane w tys. Mg

The segment includes the production and sale of asphalt products. The segment presents Unimot S.A.'s existing bitumen trading activities and, from 7 April 2023, the activities of Unimot Bitumen sp. z o.o. are presented.

In Q3 2023, the segment sold 188.1 thousand tonnes of products. Revenues amounted to PLN 507.8 million. In the reported period, the segment generated a profit of PLN 46.6 million, while adjusted EBITDA was PLN 35.9 million. The difference in EBITDA and adjusted EBITDA was due to an adjustment in the classification of hedging instrument valuations.

BITUMEN						
<i>in PLN thousand</i>	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.07.2021 30.09.2021	01.07.2020 30.09.2020	01.07.2019 30.09.2019	3kw.23/ 3kw.22
Sales volume [Mg]	188 093	17 339	19 602	15 082	5703	985%
Total revenue	507 765	50 607	33 185	223 465	8 938	903%
EBITDA	59 341	719	(862)	366	168	8153%
Adjusted EBITDA	35 898	-	(862)	366	168	-
Net profit/(loss) for the period	46 591	432	(910)	377	168	10685%

The results achieved in Q3 2023 in the Bitumen segment were mainly influenced by the following factors:

- Incorporation of Unimot Bitumen sp. z o.o. into the structures of the Issuer Group from 7 April 2023 (acquired as part of the acquisition of 100% of shares in Lotos Terminale S.A. - currently UNIMOT Terminale sp. z o.o.), whose financial results are presented in the Bitumen segment. With the aforementioned acquisition, a ten-year contract for the Orlen Group's supply of asphalt products and raw material for their production in the amount of up to 500,000 tonnes per year began to be implemented.
- Further development of the segment's trading competence (which also includes imports) and to strengthen the Issuer Group's position as a reliable and stable bitumen supplier on the European market;
- Achieving additional sales through the intensification of the fixed-price offer, as well as winning new contracts that will have an impact on future financial performance;
- Efficient use of the asphalt plants in Jaslo and Czechowice-Dziedzice in terms of production and product availability.

The Bitumen segment's future results will be impacted by the achievement of further synergies of the Unimot Bitumen sp. z o.o. business within the Issuer Group.

Infrastructure and logistics

In the third quarter of 2023, the Infrastructure and Logistics segment included the financial and operating results generated since March 2023 by Olavion sp. z o.o., and since April 2023, the activities of UNIMOT Terminale sp. z o.o. are also presented (previous company name: Lotos Terminale S.A.) together with its subsidiaries UNIMOT Infrastruktura Sp. z o.o. (formerly: Lotos Infrastruktura S.A.) and RCEkoenergia sp. z o.o.

INFRASTRUCTURE AND LOGISTICS

<i>in PLN thousand</i>	01.01.2023	01.04.2023	01.07.2023	01.01.2023
	31.03.2023	30.06.2023	30.09.2023	30.09.2023
Transport work [million nkm]*	59	186	196	441
Transshipment/release volume at terminals [m] ³	0	712 031	740 900	1 452 931
Total revenue	7 135	64 305	57 392	128 832
EBITDA	2 487	8 292	26	10 805
Adjusted EBITDA	2 487	8 292	3 026	13 805
Net profit/(loss) for the period	1 665	(621)	(8 718)	(7 674)

*[million ntkm]- million net tonne kilometres

UNIMOT Terminals, together with UNIMOT Infrastruktura have a storage capacity of 387,000 m³ and a reloading potential of 6 million m³ of fuels per year, is the third player in the Polish liquid fuel storage and distribution market in terms of scale of operations, with a market share of several percent. Fuel terminals are located in: Czechowice-Dziedzice, Jasło, Poznań, Bolesławiec, Szczecin, Gutkowo, Rypin, Gdańsk and Piotrków Trybunalski, which also includes an LPG terminal. UNIMOT Terminals, acting as an independent logistics operator, provides services on the basis of long-term contracts in the field of storage, transshipment, blending with biocomponents and refining of fuels for the largest fuel companies operating on the Polish market. Another important service is the storage of compulsory reserves of liquid fuels.

Olavion sp. z o.o. provides rail freight transport services and domestic and transit organisation services - mainly on electric traction, together with last mile services. The structure is dominated by carriage in wagons provided by the principals. The entity provides services both for the UNIMOT Group and for external entities. At the end of September 2023, the company had 18 railway engines and 89 employees, including 57 drivers. After September 2023, it held an approx. 1.2% market share in terms of freight work and an approx. 0.6% share by weight of goods transported in Poland.

RCEkoenergia sp. z o.o. is a company operating in the licensed area: it generates, transmits and supplies heat, generates, distributes and trades electricity and distributes gaseous fuels. In addition, the company provides industrial and municipal wastewater collection and treatment services, distributes industrial, deep-water and drinking water, produces and distributes softened water and industrial gases. RCEkoenergia generates heat with 2 OR32 coal-fired boilers with a limited output capacity of 14.8 MWt and a backpressure turbine with an installed capacity of 0.74 MW. In addition, it has its own PV installations with a capacity of 0.3 MW.

The results achieved in Q3 2023 in the Infrastructure and Logistics segment were mainly influenced by the following factors:

- Replacement of rolling stock with more modern rolling stock, unfavourable market situation for imports of liquid fuels and associated lower demand for freight transport;
- With regard to fuel storage activities, the main factor influencing the achieved financial results was the increase in fuel releases at terminals related to the market situation occurring in the period (September 2023 saw the highest level of releases since the integration of fuel storage assets into the structure of the Issuer Group). With regard to compulsory reserve, their maximum level was reached at the end of June and was maintained at that level throughout Q3 2023.

The following factors will mainly affect the results of future periods:

- If the trend of declining freight levels continues, which is, among other things, a consequence of the unfavourable situation on the liquid fuel import market, it is possible that performance will deteriorate in subsequent periods;
- High costs of access to rail infrastructure and electricity costs;
- Competitors' determination to win new haulage contracts, limiting the ability to compensate for increases in operating costs;
- Execution of fuel storage contracts containing the so-called "take or pay" clause (i.e. "take or pay" consisting in the contractor having the choice of one of two possible courses of action. He can either take the fuel in the agreed volume or pay UNIMOT Group for the readiness to release it). It is estimated that the recovery of revenues from transshipment services will take place in Q4 2023;
- Given the timing of compulsory reserves by obligated entities, revenues are expected to increase in 2024.

Solid fuels

The Solid Fuels segment presents the activities carried out by UNIMOT S.A. in the field of energy raw materials, as well as, from July 2023, P2T sp. z o.o. (currently: Unimot Commodities sp. z o.o.).

SOLID FUELS				
<i>in PLN thousand</i>	01.01.2023	01.04.2023	01.07.2023	01.01.2023
	31.03.2023	30.06.2023	30.09.2023	30.09.2023
Sales volume [Mg]	4970	2 917	46 542	54 429
Sales revenue	5442	2 762	42 001	50 205
EBITDA	499	96	8 911	9 506
Adjusted EBITDA	499	96	8 911	9 506
Profit/(loss) for the period	371	49	6 728	7 148

The results achieved in the third quarter of 2023 in the solid fuels segment were mainly influenced by the following factors:

- Seizing market opportunities in solid fuel trading that may not be achievable in future periods;
- Successful acquisition of customers using solid fuels in their operations.

The following factors will mainly affect the results of future periods:

- Acquisition on 4 July 2023 of 80% of shares in P2T sp. z o.o. (now: Unimot Commodities sp. z o.o.) intended for logistics and trading activities in the energy commodities industry, including the trading of energy commodities (biomass and coal), the purchase of sea and land freight, and the supervision of deliveries at sea and land border crossings;
- Weather conditions to occur in Q4 2023;
- Anticipated unit margin erosion due to oversupply of energy slacks in the market;
- Increasing coal stocks resulting from limited take-up and an exceptionally mild and warm autumn.

5.2. DESCRIPTION OF FACTORS AND EVENTS, INCLUDING UNUSUAL ONES, HAVING A SIGNIFICANT IMPACT ON FINANCIAL RESULTS

5.2.1. SITUATION IN THE EAST

On 24 February 2022, the armed aggression of the Russian Federation against Ukraine began, which, in the Issuer's view, continues to have a strong impact on the global economic and social situation previously weakened by the effects of the covid-19 pandemic. The conflict in Ukraine affects, among other things, the rate of economic growth, interest rates, exchange rates and inflation, energy commodity prices, or fuel consumption levels.

The consequences of the outbreak of war include interrupted or disrupted supply chains, restrictions on trade related to, inter alia, the introduction of successive sanctions packages imposed on Russia and an increase in geopolitical risk in the CEE region. The conflict in Ukraine has a direct or indirect impact on the conduct of business by companies in Poland and thus also affects the operations of the Unimot Group through, inter alia, changes in supply conditions and directions, prices and availability of raw materials. The intensity of the impact on the Group's operations and financial results, will largely depend on the further course of the war and the imposition of further sanctions on Russia and Belarus.

The Unimot Group continuously monitors the political and economic steps taken by the government administration, as well as the international community, and analyses their impact on its business. The Group is prepared for various scenarios in the fuel market and adapts to all national and international sanctions.

With regard to diesel, the Unimot Group has taken decisive steps to become independent of purchasing this fuel from the East. Currently, the Group uses a number of fuel suppliers, the vast majority of which come from abroad. In addition, as of 15 April 2022, the Unimot CG has a leased deep-water fuel terminal Gulfhavn (Denmark) with a total capacity of 127,000 m³, which allows for the offloading of diesel from the largest tankers arriving from directions other than Russia and the onward transportation of fuel to Poland and other ports in the Baltic Sea. The terminal's transshipment capacity makes it possible to fully meet Poland's diesel import needs (not only the volumes currently handled by Unimot) and creates additional trading opportunities. The Unimot Group became involved in meeting the fuel needs of the Ukrainian economy and population immediately after the outbreak of the war and has been continuously supplying diesel oil to the territory of Ukraine.

In terms of LPG supply sources, the Unimot Group has worked intensively to switch its LPG purchasing logistics from the east to the west. LPG is imported from Sweden, the UK, the Netherlands and Norway, among others. The change in the direction of

imports entails the need to organise new transport solutions. Given the infrastructural and logistical constraints, the Unimot CG identifies challenges in storing gas from new suppliers.

The Unimot CG trades, sells and distributes natural gas using its own infrastructure (gas network, LNG regasification stations), external infrastructure, on the Polish Power Exchange and with foreign suppliers. The terms of supply, due to the high diversification of sources in the Unimot CG, did not change and were still based on concluded long-term contracts and market offers. The general international situation significantly affected fuel prices on global markets. However, a stabilisation of natural gas prices is currently observed, which allows the adopted strategies and assumptions to be implemented in an uninterrupted manner. Lower stock market prices translate into lower capital intensity of the business which has a positive impact on the CG's exposure management.

Before the outbreak of war on Ukrainian territory, the Unimot Group was developing a chain of AVIA petrol stations, which included 14 outlets. The armed conflict had a direct impact on their operation. It was the reason for the temporary exclusion of some stations from customer service and fuel sales. The stations faced interruptions in the supply of fuel and electricity, as well as needing repairs after the hostilities. At the end of September 2023, 14 AVIA petrol stations were operational in Ukraine.

6. DESCRIPTION OF SIGNIFICANT RISKS AND THREATS

6.1. RISKS IN THE UNIMOT GROUP'S OPERATIONS

Risk management in the UNIMOT Group is carried out at the operational level within the Group's various business segments by the managers/supervisors and by the boards of directors of the subsidiaries, and at the strategic level of the Group, by the Management Board. The policy adopted is to manage continuous risks "at source" through the substantive units. This allows significant business risks to be managed efficiently and optimally from the Group's point of view. In turn, risk monitoring is carried out through regular operational meetings where the most significant risks for the Group are discussed. The potential impact of these risks on the Group's operations is determined and the necessary mitigating actions are identified. Assessment of the adequacy and effectiveness of the solutions adopted is carried out by the Internal Auditor. Comprehensive supervision of the management of the identified risk categories is exercised by the Supervisory Board.

During the reporting period, risks in the following most significant risk categories were identified and managed in the Group:

- Risks associated with the loss of human health and life (risks of this nature are unacceptable in the Group and are managed and mitigated as a priority within the individual risk groups).
- Operational risks that may affect the Group's business continuity.
- Strategic and investment risks.
- Legal and regulatory risks.
- Financial risks.
- Environmental risks.
- Social risks.
- Corporate governance risks.

An extraordinary factor that affects the Group's operations in the area of the various risk categories listed above is the ongoing war in Ukraine. Management continuously monitors the changing market conditions related to the implementation of the existing sanctions imposed on Russia and Belarus, as well as the draft and new sanctions regulations and their implementation. It also assesses their impact on the Group's operations on an ongoing basis, particularly in the area of its ability to secure and secure sources of supply and transport (i.e. supply chain assurance). The impact of the armed conflict in Ukraine on the Group's operations is further described in section 5.2.1 of this report.

The risk factors and threats described in the table below are the most significant for the reporting period presented, which does not mean that other factors affecting the Group's business are not identified. Additional risk factors which are not known or which are not currently considered material may also have a negative impact on the Group's operations, results and financial position in the future.

Below is a table listing the most significant risks identified in the Group, together with a description, risk response and assessment of the level of these risks in terms of their possible impact on the Issuer and the Group. The risk factors presented and the assessment of the level of materiality also take into account the new subsidiaries acquired in Q1 2023 and their activities.

The issuer assesses risks, categorising them as low, medium, high or critical.

RISK	DESCRIPTION	RISK RESPONSE	LEVEL OF RISK
OPERATIONAL RISKS			
RISK OF PRICE VOLATILITY IN TRADING ACTIVITIES	<p>The volatility of the prices of commodities that are the subject of the UNIMOT Group's commercial activities, including: liquid fuels, solid fuels, gaseous fuels, bitumen and electricity, is influenced by the macroeconomic situation, which has a bearing on demand and supply. Decisions taken at national, EU and global level are an important element influencing the behaviour of the prices of these commodities.</p> <p>In addition, the ongoing armed conflict in Ukraine and the related economic sanctions imposed on Russia and Belarus affect, among other things, the supply of fuel and the costs associated with changing commodity suppliers and the direction of supply. Changing commodity prices on global markets, affect the margins achievable on the Polish market. Consequently, their turnover may generate a loss or excess profit. In addition, the development of fuel prices may also affect the increase in costs from storage and maintenance of compulsory reserve.</p>	<ul style="list-style-type: none"> making an on-going analysis of the market and prices of fuels and CO₂ allowances to respond to changes accordingly; the use of hedging transactions to hedge purchases and sales, using futures contracts; in the electricity segment, simultaneous monitoring of deposit hedging on the Energy Commodity Exchange and with the Transmission Network Operator; in the case of fast-moving goods, transferring price formulas to the customer and setting buying and selling prices in the shortest possible time interval; in electricity trading - using index-linked price formulae, particularly to the short-term market (Day-Ahead and/or Intraday type), while at the same time limiting the margins of these products. 	HIGH
RISK OF AN INCREASE IN OPERATING COSTS (INFLATION RISK)	<p>Fluctuations in the prices of raw materials and energy carriers caused by the conflict in Ukraine, increases in the prices of materials and services, including transport and warehousing services, as well as higher wage pressures and increases in employment costs may adversely affect the Group's results.</p> <p>The volatility of fuel prices can also have an impact on the development of the cost of asphalt production, as well as the final margin on the sale of bitumen products.</p>	<ul style="list-style-type: none"> pursuing a sustainable cost policy; performing ongoing market analysis and budgeting, taking into account forecasts of macroeconomic developments; shaping product prices in line with the market situation and increases in operating costs; the use of provisions in contracts that allow for rate adjustments in the event of macroeconomic changes. 	HIGH
RISK OF DISRUPTION OR INTERRUPTION OF THE SUPPLY CHAIN	<p>The ongoing armed conflict in Ukraine and the resulting economic sanctions imposed on Russia and Belarus have made it necessary to organise the supply of liquid gaseous and solid fuels from non-sanctioned directions. The geopolitical situation described above also affects supply chain disruptions in the transport and logistics area.</p> <p>The incurrence of higher transport and fuel handling costs, as well as additional expenditures on own means of transport, are factors that also influence the Group's pricing policy. Disruptions in the entire supply chain can reduce volumes, disrupt asphalt production, CHP plant operations or increase the cost of obtaining goods and delivering them to customers, with a consequent reduction in the Group's financial performance and the threat of monetary sanctions, due to the failure to fulfil ordered deliveries.</p>	<ul style="list-style-type: none"> diversification of the Group's sources of supply for liquid and gaseous fuels (in the case of liquid fuels: Saudi Arabia, India, USA, in the case of gaseous fuels: from Polish and Western European suppliers); diversifying the Group's sources of revenue, taking into account renewable energy sources as well as new planned investments in the area of logistics centres and bitumen, in order to reduce the share of diesel and gas in revenue; organising the sales and purchasing process in line with the market situation, while applying the required internal procedures for document verification; 	AVERAGE

		<ul style="list-style-type: none"> • purchase of additional fuel tankers to strengthen the logistics base; • investment in the purchase of shares in Olavion sp. z o.o., in order to make the Group partially independent of external rail transport companies and to reduce the associated costs building strong and lasting relationships with new and existing suppliers, in order to enable the purchase of fuels in larger volumes in the future and to become partially independent of wagon leasers; • the acquisition of terminals as part of the acquisition of assets from Lotos Terminale S.A., which will affect the Group's partial independence from external terminals and depots and reduce related costs; • the conclusion of a lease agreement for a transshipment terminal in Denmark Gulfhavn, enabling the delivery of goods from western directions; • maintaining stocks of solid fuel and raw materials for production; • diversifying the sources of solid fuel supply by concluding a permanent cooperation agreement with a major supplier of such fuel; ultimately, converting coal-fired boilers to gas-fired ones. 	
<p>RISK OF DEPENDENCE ON TERMINALS, BASES AND COUNTERPARTIES</p>	<p>Despite the acquisition of new logistics and warehousing assets, the UNIMOT Group continues to use external terminals and transshipment bases, the selection of which is determined by location, including the optimisation of transport costs to the recipients of its goods. Termination or non-renewal of cooperation agreements with these operators, could affect the reduction of sales volumes and increase of transport costs. Also, the newly acquired companies are bound by contracts that may result in the dependence of their operations on their sources of supply or their main counterparties who are recipients of services, which may result in a temporary reduction or suspension of their operations in the event of a lack of supply of raw material or a reduction in revenue in the event of the termination of cooperation or a reduction in the receipt of services or products supplied. As a consequence, dependence on these counterparties may impair the financial performance of the UNIMOT Group.</p>	<ul style="list-style-type: none"> • taking steps to diversify bases and terminals; • acquisition of own bases and terminals as part of the Lotos Terminale S.A. share deal; • maintaining a secure inventory of products needed for production; • the possibility of securing supplies from external sources in connection with the diversification of the UNIMOT Group's activities; • contractual security for the delivery and acceptance of services or products under concluded contracts; • the use of safeguard clauses in contracts with product customers in the event of supply chain disruption; 	<p>HIGH</p>
<p>RISK OF FAILURE OR DESTRUCTION OF SIGNIFICANT GROUP ASSETS</p>	<p>Activities related to the storage, handling and transport of liquid and gaseous fuels are associated with the risk of failure of the equipment and infrastructure used for this purpose, i.e. gas bottling plants, stations, pipelines, storage facilities, as</p>	<ul style="list-style-type: none"> • implementation and strict adherence to procedures related to working with flammable substances; • the development of documents identifying the hazard and 	<p>AVERAGE</p>

	<p>well as means of transport and tank cars. This risk also relates to newly acquired assets in the form of terminals, depots and accompanying infrastructure, as well as industrial accidents associated with uncontrolled and unplanned release of substances accompanying production processes, and disruptions in the functioning of IT systems used to control production. Breakdowns or destruction of industrial plants or storage infrastructure can occur due to wear and tear of infrastructure, operational errors, vandalism, adverse weather conditions, natural disasters, terrorist attacks and other force majeure events. With regard to means of transport, the risk of failure of railway engines should also be taken into account. Failure of these equipment and infrastructure carries a high risk of explosion and ignition, which poses a threat to human health and life, as well as destruction or damage to property. Failure or destruction of the Group's own and external infrastructure could also disrupt the Group's continuity of production, service provision, delivery and fuel sales until the infrastructure is removed or restored. Such a situation would affect the need to stop providing services or temporarily reduce the volumes of fuel or bitumen sold. The effect of a breakdown or destruction of property would also expose the Group to liability for personal injury or property damage.</p>	<p>determining the risk of explosion, as well as appropriate safety instructions;</p> <ul style="list-style-type: none"> • appropriate location of the bottling plant in an open area; • maintaining equipment and technical infrastructure in good technical condition; • carrying out regular inspections of the infrastructure; • monitoring and a system of sensors to minimise the risk of explosion; • implementing appropriate staff training programmes and emergency response instructions; • employing experienced and properly trained staff (including drivers); • using the services and external infrastructure of reputable entities with the relevant permits, licences and market experience, applying security standards; • for transport additionally: basing transport on own modern transport fleet which meets the highest safety standards; • for gas networks in addition: selection of suitable materials and execution of works in accordance with the requirements of the regulatory authorities, use of safety installations; • for newly acquired assets in addition: use of fixed fire-fighting installations, regular maintenance and technical diagnostics, use of vision systems, internal communications, rapid notification, strict control of the technological and logistical process; use of specific procedures and emergency plans; • have adequate property and liability insurance. 	
<p>RISK OF PLACING ON THE MARKET PRODUCTS OR FUEL OF INADEQUATE QUALITY</p>	<p>The activities related to the manufacture of asphalt products, the storage of fuel, as well as its transport and sale, require control of their origin, quality and characteristics at the various stages of the supply chain, including, in particular, when they are placed on the market. Some of the products or products also require their proper labelling within the framework of the legislation in force. Within the UNIMOT Group, including the newly acquired companies, procedures and quality standards are applied to meet the requirements of the law, as well as the quality conditions agreed with customers for the products sold. However, a situation cannot be ruled out where, due to human error or a disruption in the supply chain, a product</p>	<ul style="list-style-type: none"> • quality control of receipt, storage and distribution of fuels; • operation of plant and equipment in accordance with OMM and applicable regulations; • participation in training courses, conferences for staff responsible for production or infrastructure; • in asphalt production: the application of product quality testing systems and procedures related to ensuring that the labels of marketed products comply with current legislation; the design of new technologies and upgraded products; the application of complaint procedures and commercial terms governing the risk of 	<p>AVERAGE</p>

	<p>or product would be delivered that does not comply with standards or customer expectations, which may expose the Group to financial losses resulting from contractual penalties or administrative fines or the resignation of cooperation by counterparties.</p>	<p>liability for the final quality of the delivered product.</p>	
<p>RISK OF AN ECONOMIC DOWNTURN (EVEN RECESSION)</p>	<p>A further increase in inflation and the possibility of a deepening macroeconomic crisis may lead to an economic slowdown and even recession on global markets, which will have a direct impact on the deterioration of the economic situation in Poland and Europe. The economic slowdown may lead to a decrease in demand for goods, including fuels.</p> <p>A reduction in demand for goods, could lead to a significant reduction in the Group's turnover volume, as well as its revenue. If this risk materialises, the Group's financial performance would be adversely affected.</p>	<ul style="list-style-type: none"> diversification of revenue sources, including fuel storage and handling on the basis of assets acquired in connection with the sale of Lotos Terminale S.A. shares; conducting sales on the domestic market through its own chain of AVIA stations; competing in the market not only with regard to price, but also by offering attractive terms of cooperation to customers, including by granting trade credits to trusted and regular customers; the development of fuel markets abroad; strengthening trading activities abroad. 	<p>HIGH</p>
<p>RISK OF DELAYS IN THE LOGISTICS PROCESS</p>	<p>Within the UNIMOT Group there are entities using external and internal logistics operators, as well as an entity providing rail transport services. In both its commercial and transport activities, the Group is obliged to deliver on time the delivery or service provided. Due to malfunctions or accidents in the logistics process, delivery may be delayed or, in the worst case, not performed, which may result in the Group being obliged to pay contractual penalties to its contracting parties and, in the event that ordered components are not received on time, in the need to stop or limit production.</p>	<ul style="list-style-type: none"> monitoring the progress of delivery; application of established procedures for the supply and distribution of products; the use of reliable carriers, if subcontractors are used, and their diversification contractual security of liability for delays, whether with external carriers or with those using the transport service; training of their own fleet employees and drivers, as well as dispatchers, for breakdowns, accidents and downtime; use of emergency plans, responding to the consequences of accidents or incidents; creating higher stocks of raw material for production; working with a logistics operator on the possibility of acquiring new tankers (replacing the fleet with newer ones); lease/purchase of own rail tankers in order not to be dependent on the availability of tankers provided by a logistics operator. 	<p>AVERAGE</p>
<p>RISK OF A GREY AREA</p>	<p>The existence of a grey market in the fuel segment reduces competitiveness in the market and reduces demand for the Group's products. The appearance of dishonest counterparties in the supply chain raises risks for the Group's operations also in the legal area, exposing the Group to liability in terms of VAT refunds and charges related to the participation in the chain of dishonest suppliers involved in the practice of defrauding this tax. Following the ban on the supply of certain products of Russian</p>	<ul style="list-style-type: none"> the application of appropriate procedures and the verification of the Group's counterparties, in terms of the origin of the goods, as well as the risks associated with the involvement of the Issuer or Group entities in unfair market practices related to, inter alia, VAT fraud or violations of the applicable embargo; taking into account the possible impact of additional costs related to concession fees or hedging the 	<p>AVERAGE</p>

	and Belarusian origin, the grey market also concerns the non-compliant marketing of prohibited products. Despite the application of strict verification procedures, the risk of purchasing goods from dishonest suppliers, including those breaking VAT regulations or the embargo, cannot be ruled out.	risk of joint and several VAT in business operations and financial projections.	
RISK OF INCREASED COMPETITION	The emergence of new multinationals on the Polish market or changes in the behaviour of entities operating in Poland in the goods trading business may result in a decrease in the efficiency of their imports. Increased competition in the market may affect the pricing of products offered by the Group. Entities operating on the same market as the Group also seek new sources of supply and use the same infrastructure related to the supply of goods - high demand for goods and the use of common warehouse and logistics infrastructure, with a decrease in their availability, may reduce the Group's turnover. Nevertheless, when assessing this risk, it should be borne in mind that, due to the acquisition of new assets in H1 2023, the UNIMOT Group's competitive position has increased significantly.	<ul style="list-style-type: none"> • applying a policy of competing not only on price, but on the ability to ensure timely and continuous supply; • building direct and lasting relationships with individual and wholesale customers; • pursuing a secure but attractive policy of granting trade credit to customers; • building its own AVIA chain and developing the brand and brand in Poland, including with partners in Poland and abroad; • Building competitive advantage through the acquisition of Lotos Terminals; applying established commercial and customer communication policies in the acquired businesses. 	AVERAGE
STRATEGIC AND INVESTMENT RISKS			
RISKS ASSOCIATED WITH THE LOTOS TERMINALE S.A. ASSET ACQUISITION TRANSACTION	<p>The finalisation of the acquisition of 100% of the shares in Lotos Terminale S.A. resulted in a leap in the Group's growth, both in the business and financial areas, but also in terms of staff and personnel.</p> <p>Despite management and organisational measures being taken to enable effective management of new assets, human resources and finances in the initial phase, there is a risk of reduced business efficiency and agility, which may affect the underperformance of financial results.</p> <p>The consummation of the transaction resulted in the entry into force of loan agreements and collateral, which have the effect of increasing the Group's liabilities and reducing free working capital, including for new investments.</p>	<ul style="list-style-type: none"> • Enforcing that the seller properly prepares the assets for acquisition in terms of: IT resources, personnel and TSA/SLAs; • involvement of experienced management and specialists in asset integration and process optimisation; • a proactive approach to customers and business areas - enabling a rapid response to change; • preparation of incentive, cross-selling and up-selling programmes that can increase business efficiency and profitability • management of covenants and liquidity ratios at Issuer and Group level to ensure that ratios are at appropriate levels before further significant Group commitments are made. 	AVERAGE
RISK OF INVESTMENT (ACQUISITION) FAILURE	As part of the implementation of the Group's strategy, investments are made in acquisitions of shares of entities operating in the same markets or in complementary markets. The Group is taking steps to achieve the anticipated financial and economic effects, including in connection with the acquisition of the assets of Lotos Terminale S.A. and Olavion sp. z o.o.. The Group may also invest in projects with risks due to their early stage of development. Failure of the	<ul style="list-style-type: none"> • conducting due diligence on the assets or projects being acquired; • security of contracts concluded with partners in order to reduce the risk of financial failure of investments in the form of contractual penalties, the right to withdraw from concluded contracts or the option to exit under certain conditions; 	AVERAGE

	investment may result in lower than expected returns or necessitate write-downs of loans or acquired shares, which may have a direct impact on the Issuer's result.	<ul style="list-style-type: none"> • support from experienced external advisors and experts; • Diversification of projects from the Group's various activities, including the distribution of funds from the pool earmarked for investment among the various projects. 	
LEGAL AND REGULATORY RISKS			
RISK OF INSTABILITY OF THE LEGAL AND TAX SYSTEM	The Polish legal and tax system is characterised by high volatility of regulations, including in the area of the fuel and railway market, as well as changes in tax law affecting the Group's operations (VAT, excise tax, fuel surcharge, tributes and taxes of a solidarity nature). Changes in legislation may impede the Group's business by requiring it to incur additional costs to adapt its operations to the changes or to incur higher tax burdens or to meet new legal requirements. The impact of new legislation coming into force may affect the Group's financial results and even change its dividend policy.	<ul style="list-style-type: none"> • advice from experienced tax firms and legal advisers in the areas most important to the Group's business; • monitoring changes in legislation relevant to the Group's business and taking steps in advance to adapt the Group's operations to these changes; • participation in industry organisations involved in consultations on draft fuel market regulations; • staff participation in training courses and webinars covering tax legislation. 	HIGH
RISK OF REVOCATION, EXPIRY OR BREACH OF THE LICENCE OR REVOCATION OR SUSPENSION OF THE LICENCE	Group companies operate on the basis of concessions granted by the President of the Energy Regulatory Office and are therefore at risk of having their fuel trading or fuel storage concessions revoked, terminated or breached, or of a financial penalty being imposed for breach of the Energy Law. This risk may arise in particular in cases of breaches of security or fair-trading rules or other conditions of the licences issued. The newly acquired companies also operate on the basis of a railway operator's licence and a single safety certificate, the suspension or loss of which would significantly limit or ultimately prevent them from operating on the railway market.	<ul style="list-style-type: none"> • selection of managers and advisors with experience in the activities covered by the concessions held by the Group companies; • monitoring the validity of customers' concessions on the ERO website; • monitoring the Group companies' compliance with the terms and conditions of the concessions granted; • staff participation in training courses and webinars covering concession regulations; • a dedicated internal procedure in place to regulate the defined responsibilities of employees in terms of taking care to maintain the necessary collateral established for the concessions granted by the ERO; • implementation of and compliance with the provisions set out in the procedures and instructions of Olavion's Safety Management System and rail traffic regulations. 	HIGH
THE RISK OF LEGAL REGULATION OF ELECTRICITY AND NATURAL GAS PRICES	In the Group's electricity and natural gas sales business, the Group identifies risks arising from the introduction of legislation by the legislator limiting electricity and natural gas prices. In terms of electricity, the Law of 27.10.2022 on emergency measures to limit the level of electricity prices and support for certain consumers in 2023 applies in 2023. And in the field of natural gas, the law of 15.12.2022 on special protection of certain consumers of gaseous fuels in 2023 in connection with the gas market situation applies. There are also	<ul style="list-style-type: none"> • assessing the impact of introduced legislation on the Group - working with experienced law firms and advisors specialising in energy law; • monitoring possible amendments and taking measures that can minimise the negative impact of regulations on the Group's operations. 	AVERAGE

	proposed legal solutions related to the imposition of additional burdens on energy companies in the form of a solidarity contribution. The introduced restrictions or additional burdens may have an impact on lower margins of energy sold and the Group's lower financial results in this segment.		
RISKS ASSOCIATED WITH THE OBLIGATION TO PROVIDE NIT AND NRT	The Group, while trading in liquid fuels and biofuels, is obliged to ensure a minimum share of biocomponents and other renewable fuels in the total volume of liquid fuels and liquid biofuels sold, disposed of or otherwise consumed for its own use in a given year, in accordance with a specified NIT (National Indicative Target) factor. The Group is also obliged to ensure an appropriate level of NRT (National Reduction Target) relating to the reduction of lifecycle greenhouse gas emissions of fuels per unit of energy. There is a hypothetical risk of failing to meet the legally required biofuel levels, which could result in the Group being fined.	<ul style="list-style-type: none"> • pursuing an appropriate fuel purchasing policy, taking into account the emission performance and biocomponent content of the products purchased; • ongoing monitoring of the implementation of the NIT and NRT and of the legislation determining the manner and amount of the coefficients set; • joint settlement with other NRT entities; • monitoring and expanding the product range of biocomponents; • used for the implementation of NIT and NRT; • establishing cooperation with new suppliers of biocomponents. 	LOW
TRANSFER PRICING RISK	In the course of the Group's activities, transactions are carried out that allow the Group to conduct its business in an efficient manner, using the competences and assets belonging to the individual Group companies. With regard to the performance of transactions with related parties, specific tax regulations apply, which regulate the necessary terms and conditions of related-party transactions, including the prices used in these transactions (the "transfer prices") and other relevant conditions, i.e. documentation requirements. Due to the ambiguity of the regulations, as well as the increase in transactions performed within the Group, there is a risk that the adopted transfer pricing documentation may be challenged by the tax authorities or the tax inspection authorities, which may impose higher than expected tax liabilities on Group companies.	<ul style="list-style-type: none"> • cooperation with experienced law firms and advisors in the creation of transfer pricing documentation; • organising the Group's activities in an efficient and optimal way from the point of view of the need for transactions between related parties; • the application of arm's length conditions in transactions with related parties and the proper documentation of these transactions. 	HIGH
FINANCIAL RISKS			
INTEREST RATE RISK	As a result of the Group's use of third-party sources, including bank loans and leases, to finance its operations based on floating interest rates, the Group is exposed to the risk of changes in interest rates, resulting in a possible increase in debt servicing costs and a deterioration in the financial efficiency of projects, as well as a reduction in the availability of third-party financing for day-to-day operations, investments and hedging transactions.	<ul style="list-style-type: none"> • controlling interest rate risk through a system of limits relating to the maximum potential loss from changes in interest rates, in effect translating the risk into the final price of the products; • use of IRS hedging transactions. 	AVERAGE
LIQUIDITY RISK	Due to the use of external bank financing and the involvement of significant working capital in the trade of liquid and	<ul style="list-style-type: none"> • ongoing monitoring of debt ratios and bank covenants; 	AVERAGE

	<p>gaseous fuels, the Group is exposed to the risk of disruption or loss of financial liquidity. This risk also arises from the commitment of free funds to the Group's investment activities and the acquisition of 100% of shares in Lotos Terminale S.A.</p>	<ul style="list-style-type: none"> • adjusting the volume of investments and dividend payments in line with the needs for access to working capital; • increasing the scale of operations through the acquisition of significant new assets as part of the acquisition of shares in Lotos Terminale S.A., the use of which will make it possible to generate financial resources adequate to the credit burden; • taking action to optimise costs; • efficient management of working capital, restrictive policy of granting buyer limits, inter alia through the use of short payment terms; • optimisation of goods procurement, rapid turnover of product inventories. 	
CURRENCY RISK	<p>By making purchases (fuel imports) and sales (fuel exports) in different currencies (euro, US dollar), the Group is exposed to currency risk. The volatility of the exchange rates of these currencies, occurring with intensification, due to the global political and economic situation, may translate negatively into the margins achieved and therefore the Group's financial results.</p>	<ul style="list-style-type: none"> • the application of a currency risk hedging procedure to minimise the risk of fluctuations in exchange rates from the point of purchase of commercial goods to the point of sale in cases where purchases and sales are made in different currencies; • risk hedging through natural balancing of currency positions, i.e. pursuing a closed currency position against a single currency, implying a state of equilibrium between the volume of all inflows and outflows; • the use of currency risk hedging instruments (mainly forwards and currency swaps), which are reflected in actual transactions and provide a hedge of the rates for calculating trading margins. 	AVERAGE
TRADE CREDIT RISK	<p>The Group's trading activities offer some of its counterparties the possibility of using trade credit, in accordance with the established procedure for granting such limits. In view of the above, it cannot be ruled out that there may be cases where the time for repayment of receivables is extended or that bad debts from counterparties may have to be written off, which would affect the Group's financial results.</p>	<ul style="list-style-type: none"> • assessing and monitoring the financial health of counterparties; • the application of a system for the granting of trade limits in accordance with the established procedure involving verification of the creditworthiness of counterparties prior to the start of commercial cooperation; • the use of prepayment for new counterparties and those not meeting the conditions for the granting of a buyer's limit; • continuous monitoring of receivables by a dedicated team operating within the Group's structures; • the use of transaction collateral and working with insurers to insure receivables; • use of business intelligence services and law firms specialising in debt recovery. 	AVERAGE
VALUATION RISK ON COMPULSORY RESERVE	<p>The Group and its subsidiary, Unimot Paliwa, are or will be obliged, in connection with their operations, to maintain compulsory reserve of liquid</p>	<ul style="list-style-type: none"> • hedging fuel purchases with appropriate hedging transactions, using futures contracts; 	AVERAGE

	<p>and gaseous fuels. Inventory valuation is affected by the difference between the commodity price - spot at which the Group can sell the commodity (i.e. the price at which the inventory is valued) and the futures price - forward (i.e. the price at which financial transactions hedging the commodity price are valued). The spot and forward prices can differ significantly distorting the valuation performed during the life of these transactions.</p> <p>Differences in inventory valuation resulting from the above mechanism for determining the price of stored fuel and the price in the futures contract may periodically affect the development of its accounting results and thus misjudge the efficiency of the Group's operations.</p>	<ul style="list-style-type: none"> the use of adjusted EBITD to enable proper assessment of the Group's activities, including by investors and financial institutions. 	
<p>RISK OF CO2 EMISSIONS ALLOWANCE PRICE CHANGES</p>	<p>From the date of acquisition of the LOTOS Group companies in H1 2023, by law the obligation to redeem CO2 emission allowances also falls on the Group company, which, in connection with its operations, is obliged to purchase the missing CO2 emission allowances. Fluctuations in the prices of these allowances observed in recent years, may increase this cost in relation to the adopted forecasts and affect the estimated financial result of this company.</p>	<ul style="list-style-type: none"> managing the purchase of CO2 allowances during periods of falling prices; the use of hedging transactions in relation to these rights. 	<p>LOW</p>
<p>ENVIRONMENTAL RISKS</p>			
<p>RISK OF NON-ADAPTATION OF ACTIVITIES TO EU CLIMATE POLICY</p>	<p>EU climate policy, followed by national economic policy, is geared towards the goal of reducing the carbon footprint of transport. This can be done by replacing conventional propulsion with internal combustion engines, alternative units powered by hydrogen, electricity, liquefied natural gas (LNG) and compressed natural gas (CNG). Consequently, in view of the long-term decline in demand for the products that dominate the UNIMOT Group's revenues today, this risk could potentially have the effect of reducing diesel sales levels, as well as increasing competition in the market and reducing margins. The reduction of diesel engines in transport will also entail the need for the Group to adapt in the long term to new market conditions, including the preparation of petrol stations for the sale of new types of fuel (e.g. electric vehicle charging stations, hydrogen refuelling capabilities, etc.). With regard to newly acquired entities, the above risk may manifest itself in the obligation to reduce the share of exhaust emissions by the owned rolling stock or by the introduction of regulations from 2025 requiring the reduction of emission standards by the operating CHP plant. The Group's compliance with the applicable regulations will require incremental additional capital expenditure over a shorter or longer time horizon. The</p>	<ul style="list-style-type: none"> conducting market analysis and monitoring legislative developments; basing revenues from fuel sales on a flexible business model; continuing the UNIMOT Group's strategy of diversifying into renewable energy sources, including the development of the AVIA Solar brand; investing in biogas, LNG, CNG production technology; the gradual replacement of the Olavion rolling stock with more modern and electrically powered rolling stock; the planned modernisation of the RCEkoenergia CHP plant, aiming to meet legal requirements in 2025; ultimately working on an investment project to replace coal-fired boilers with gas-fired boilers (in the longer term). 	<p>HIGH</p>

	<p>Group's exposure to this risk is lower for service companies than for manufacturing companies, due to the absence of the need to incur the highly capital-intensive expenditures required to replace these assets.</p>		
<p>RISK OF REDUCED FUNDING FOR FOSSIL FUEL ACTIVITIES</p>	<p>The introduction of solutions provided for by the EU systematics (so-called taxonomy) will translate into difficulties in financing activities that do not qualify as sustainable in the sense of the systematics. In particular, it may mean difficulties in obtaining financing for activities for entities operating in areas related to fossil fuels, including hard coal, or reduced availability of financing from some financial institutions. At the same time, the consequence of the entry into force of these solutions will be the possibility of obtaining favourable financing conditions for investments in low-carbon areas of activity in which the UNIMOT Group is already present (e.g. photovoltaics) or those towards which it will move by modernising the managed fuel distribution and sales network towards low-carbon transport.</p>	<ul style="list-style-type: none"> • monitoring legislative developments and market practice; • transparent ESG information policy and reporting; • gradual diversification of UNIMOT Group's activities, including towards RES (opportunity to obtain favourable financing conditions); • conducting coal trading activities in a way that does not affect the assessment of the Group's ability to obtain bank financing; • Constant contact with financial institutions regarding risks associated with potential funding reductions and taking corrective action. 	<p>HIGH</p>
<p>RISK OF ENVIRONMENTAL POLLUTION IN THE EVENT OF INCIDENTS OR ACCIDENTS</p>	<p>The Group's activities in the area of storage, handling and transport of liquid and gaseous fuels involve the risk of leakage, emission, explosion or ignition. This may materialise as a result of fortuitous events such as an accident at a gas bottling plant, which is a high-explosion risk facility entered in the relevant governor's register, or as a result of a leak in a pipeline or gas installation. The risk of a leak, spill or explosion also applies to the newly acquired terminal and storage assets. There is also a risk of leakage of petroleum substances during transport - both by road and by rail. In connection with the acquisition of asphalt plants and combined heat and power plants, the Group also identifies the risk of unplanned and uncontrolled release of substances (also non-toxic and non-flammable) accompanying bitumen production processes or heat and steam production. Such events - if they occur - can lead to local environmental contamination and damage to biodiversity that is difficult to repair.</p>	<ul style="list-style-type: none"> • implementation and strict adherence to procedures related to working with flammable substances; • the development of documents identifying the hazard and determining the risk of explosion, as well as appropriate safety instructions; • appropriate location of the bottling plant in an open area; • maintaining equipment and technical infrastructure in good technical condition; • carrying out regular inspections of the infrastructure; • monitoring and a system of sensors to minimise the risk of explosion; • implementing appropriate staff training programmes and emergency response instructions; • employing experienced and properly trained staff (including drivers); • for transport additionally: basing transport on our own modern transport fleet which meets the highest safety standards; • for rail transport, in addition: liaising with the dangerous goods advisor, implementing and adhering to specific SMS safety procedures in emergency situations, as well as procedures related to dealing with accidents, analysing potentially dangerous situations and rail traffic safety, maintaining rolling stock in accordance with established cycles and checking the general 	<p>AVERAGE</p>

		<p>technical condition of wagons before each start-up;</p> <ul style="list-style-type: none"> • for gas networks in addition: selection of suitable materials and execution of works in accordance with the requirements of the regulatory authorities, use of safety installations; • working with specialist environmental and health consultancies to manage these risks; • having adequate liability and property insurance, transferring part of the risk to insurers. 	
<p>RISKS ASSOCIATED WITH THE OBLIGATION TO REMEDIATE HISTORICALLY CONTAMINATED LAND AND THE UNDERESTIMATION OF RESERVES FOR THIS PURPOSE</p>	<p>The plants of some of the newly acquired companies operate on properties on which oil processing activities have been carried out since the 1920s. Due to the technology used at the time, some of the properties on which operations are currently carried out are classified as historically contaminated land, subject to legal regulations regarding the obligation to remediate them. Updating of the remediation obligation in cases specified in the legislation will result in the need to incur the costs of this remediation, for which financial provisions are created. The value of these provisions may not be sufficient to cover these costs and their amount may adversely affect the financial result of the UNIMOT Group.</p>	<ul style="list-style-type: none"> • physical monitoring of sites at risk of remediation; • monitoring of environmental legislation; • obtaining external information on the plant's impact on its surroundings; • annual reviews and verification of the value of the costs of potential land remediation; • consultation with environmental consultants; • consultation with the Management Board and relevant organisational units; • update of risk characteristics and valuation in the financial statements. 	AVERAGE
<p>RISKS ASSOCIATED WITH NON-COMPLIANCE OR VIOLATION OF IMPOSED STANDARDS OR CONDITIONS FOR THE USE OF THE ENVIRONMENT AS SET OUT IN DECISIONS OR PERMITS</p>	<p>Some of the newly acquired companies are engaged in activities that may or may have a significant impact on the environment, which involves the obligation to hold the relevant environmental permits, e.g. with regard to air emissions or the protection of water and soil. Despite the safety procedures in place, as well as technological safeguards, periodic exceedance of emission standards or contamination of water and soil may occur in connection with the operations of these plants. Such situations may occur in connection with an accident, leakage or explosion and may result in the revocation of granted permits, suspension of operations and the obligation to pay administrative financial penalties. On the other hand, in connection with its transport activities, the Group is obliged to comply with emission standards in connection with the use of rolling stock, subject to the obligation to take non-compliant assets out of service.</p>	<ul style="list-style-type: none"> • maintaining the technological regime and safety procedures; • - controls on emissions of gases and particulates into the atmosphere; • keeping a register of potential emergency incidents; • Olavion's exclusive use of authorised railway vehicles; • aiming to replace rolling stock with more modern rolling stock, particularly in the area of emissions standards. 	AVERAGE
SOCIAL RISKS			
<p>RISK OF LOSING KEY MANAGEMENT PERSONNEL</p>	<p>The Group's market success depends to a large extent on the competence and experience of those in managerial roles. Qualified personnel are particularly important in the fuel industry, where experience and established business</p>	<ul style="list-style-type: none"> • building and maintaining long-term good relationships with key managers and employees; • analysing the market for employment and offering attractive terms of employment; 	AVERAGE

	<p>relationships allow the business to operate efficiently and effectively. The loss of key management personnel and the difficulty of replacing them quickly can reduce the efficiency of the business.</p>	<ul style="list-style-type: none"> • running a bonus scheme for board members; • team building and focus on substitutability within the team; • building a consistent and positive corporate image. 	
<p>THE RISK OF NOT BEING ABLE TO ATTRACT QUALIFIED STAFF</p>	<p>The situation on the labour market, associated with unemployment being low for several years and the persistence of the so-called 'employee market', influences a higher demand for qualified employees than supply, also in the industry in which the Group operates. Such a state of affairs may result in difficulty in recruiting qualified people, particularly in technical trades related to the maintenance of warehouse infrastructure, terminals, maintenance, bitumen production, machinists or dispatchers, and consequently hinder the Group's growth. It may also be necessary to train and retrain employees, entailing higher employment costs and a greater risk of operational errors until the required qualifications are achieved.</p>	<ul style="list-style-type: none"> • offering competitive working conditions and remuneration; • nurturing good relations with employees; • developing an organisational culture focused on feedback and employee engagement; • providing staff development for ongoing projects; • providing specialised training for employees (retraining); • diversification of subcontractors in key aspects of the companies' operations to ensure business continuity; • cooperation with trade unions or employee representatives; • offering opportunities for growth and new ventures as part of organisational change; • team building and focus on substitutability within the team; • building a consistent and positive corporate image through personal visits and meetings with new crews and integration with key members of the UNIMOT Group teams. 	<p>AVERAGE</p>
<p>RISK OF OCCUPATIONAL ACCIDENTS (OSH)</p>	<p>Employees of the Group and those working for companies cooperating with the Group, performing work related to: storage, handling and transportation of liquid and gaseous fuels, performing installation of photovoltaic (PV) panels, including employees of newly acquired companies, are at risk of occupational accidents, including those of a collective, serious or fatal nature. This risk may be increased by routine and by ignoring internal and external regulations and laws. Technical aspects can also have an impact on the occurrence of such an accident, as well as risks related to explosion, ignition, substance release or oil spills. Moderate and severe occupational accidents resulting in loss of health or human life are an unacceptable risk in the UNIMOT Group - they may have negative consequences for the Group in the area of criminal and indemnity liability, which is why the Group attaches the highest importance to maintaining occupational safety.</p>	<ul style="list-style-type: none"> • ensuring safe working conditions, in particular by providing individual and collective protective equipment for employees, controlling the working environment, training employees in the area of health and safety, carrying out training instructions, before allowing employees to work on a specific position; • building risk awareness, including by providing information on the occupational risk factors associated with specific jobs; • building the right habits among employees; • ongoing monitoring and implementation of legal changes and so-called good health and safety practices in the industry; • the application in newly acquired workplaces of internal procedures and instructions related to: health and safety monitoring, emergency preparedness and response, hazard identification and risk assessment, and the reporting and management of accidents and occupational diseases; • technical safeguards in place (process and technical safety); 	<p>AVERAGE</p>

		<ul style="list-style-type: none"> inspections and periodic security assessments and analyses. 	
RISK OF OCCUPATIONAL DISEASES	<p>Workers in the newly acquired plants are exposed to harmful factors in the working environment due to working with petroleum substances, as well as due to the shift work, twelve-hour work and night work systems used. As a result of these factors, workers in the new workplaces are exposed to a higher degree of occupational diseases than other workers. So far, no cases of such diseases have been reported, but the long-term effects of performing such work cannot be ruled out.</p>	<ul style="list-style-type: none"> analysis of historical data and risk management based on this data; carrying out tests on harmful factors in the working environment and analysing these factors on an ongoing basis; assessing the ongoing effectiveness of measures to control the occurrence of risks; implementation of procedures related to the identification and assessment of occupational risks, as well as monitoring and occupational health safety. 	AVERAGE
RISK OF PERSONAL DATA LEAKAGE	<p>As a result of unintentional or deliberate actions by employees or third parties, unauthorised disclosure or access to personal data processed by the Group could potentially occur. As part of the operational processes, standardised procedures have been implemented within the Group to manage the risks associated with the potential occurrence of data processing breaches, including data leakage.</p>	<ul style="list-style-type: none"> implementation of standardised procedures related to personal data processing processes, including procedures defining the handling of a personal data breach; implementation of technical solutions guaranteeing, among other things, the integrity and traceability of all data processing; improving staff knowledge through regular training; periodic audits of the technical and organisational solutions used. 	LOW
RISK OF CYBER ATTACK	<p>Cyber risk is no longer just a technological problem, the digitisation of more and more business processes, including the spread of remote forms of contact, with the simultaneous rise of threats from criminal groups and the use of attacks on IT systems by entities hostile to Poland in order to destabilise the socio-economic system, make companies exposed to an increasing risk of data destruction and theft or other similar threats related to the disruption of their business-critical security or control systems.</p>	<ul style="list-style-type: none"> providing optimal hardware solutions from a security point of view; building user (employee) awareness, raising awareness of danger symptoms, developing good user habits; UNIMOT Group's compliance with the requirements of the General Data Protection Regulation (GDPR); systematic evaluation of the assessment of the risk of loss of confidentiality, integrity or availability of information assets; strict adherence to and application of the rules arising from, inter alia: Security Policy, Backup Policy; adaptation to the requirements of, among others, the National Cyber Security System Act; preparing for the implementation of ISO 27001; monitoring legislative developments; established acceptance path and internal regulations for the access granting process; training on regulations to prevent money laundering and terrorist financing; entering into a contract for the provision of cyber security services within the meaning of LNCS with an external provider of 	HIGH

		a comprehensive range of SOC services.	
REPUTATIONAL RISK	If the risks described in this report materialise, the image of the Group and the Board Members may be damaged. Damage to the reputation of Board Members or key managers may translate into a loss of confidence in the Group, including from the local community, which may express opposition to the Group's activities in areas with environmental risks, among others. The loss of reputation may also affect the Group's perception on the capital market and thus the share price. In particular, the following factors may affect the Group's image: infrastructure failure and environmental pollution, work accident, disclosure of company secrets imposition of a fine by a regulatory authority, transmission of an unethical marketing message.	<ul style="list-style-type: none"> managing in a continuous process the risks described in this report; Adoption of a "Media Contact Policy" in the form of a resolution of the Management Board setting out the rules for external communication; employing an experienced PR Manager to manage the external communications area; use of professional media monitoring tools to keep all publications and messages about the Group under review; building good relations with the media and the local community and investors; rapid analysis of the situation and reaction and response to articles; training of new employees in communication principles, including communication on social media. 	AVERAGE
RISK OF LOSS OF PUBLIC ACCEPTANCE OF THE ACTION BY THE LOCAL COMMUNITY	The operation of storage and handling of flammable hydrocarbons, including gaseous fuel, could raise certain concerns among local community residents. Failure to address these concerns, arising from unfamiliarity with the operation of the plant, could lead to protests, reports of irregularities in the operation to the authorities, resulting in inspections and, in an extreme situation, to a lack of consent for the operation to continue.	<p>With regard to gas bottling plants:</p> <ul style="list-style-type: none"> a long-standing policy of openness to dialogue with representatives of local communities, the plant's long history of operation, in which not a single industrial accident has occurred and no significant complaints from local residents have been recorded; <p>With regard to warehouses:</p> <ul style="list-style-type: none"> identification of places and processes that could potentially give rise to complaints from residents, monitoring complaints and responding to reported nuisances. 	AVERAGE
CORPORATE GOVERNANCE RISKS			
RISK OF INADEQUATE ORGANISATIONAL STRUCTURE	The company operates as part of the Group, conducting business in various business segments. In connection with the acquisition of the assets of Lotos Terminale S.A. the Group has started to operate in new business areas, which requires reorganisation and consolidation of existing and new activities. The adoption of an inappropriate organisational structure within the Group may result in delays in the implementation of business processes, limitations in internal and external communication, duplication of tasks performed or their implementation in isolation from business processes. An inappropriate organisation of the Group	<ul style="list-style-type: none"> involvement of experienced management and specialists in asset integration and process optimisation; implementing internal regulations and procedures that allow the Group to operate efficiently and effectively as an organisation; process improvement and optimisation aimed at achieving cost synergies and building a business-efficient organisation; analysing market trends with a view to applying the solutions most appropriate to the Group's level of development; 	AVERAGE

	<p>may also reduce the efficiency of operations or lengthen decision-making processes, which may hinder the Group's growth.</p>	<ul style="list-style-type: none"> • adapting the structure to current requirements and market practices in the financial, operational and legal/regulatory areas. 	
<p>RISK OF INCONSISTENCY OR NON-COMPLIANCE WITH LEGISLATION</p>	<p>As a result of the Group's growth and the numerous regulatory requirements associated with the Group's activities in the fuel and capital markets, as well as in the new markets in which the newly acquired entities operate, it is necessary to implement and apply numerous internal procedures and regulations in line with the applicable legislation. This is necessary from the point of view of ensuring the legal security of the business and business efficiency. Due to the dynamic development of the Group and the changing regulatory and legal environment, there is a risk of inconsistency of regulations with applicable laws, with other internal regulations and procedures, as well as inadequacy of regulations in relation to market practices. In the worst-case scenario, this may result in the Group companies failing to comply with legal requirements and obligations. The above situations may reduce the efficiency of the Group's operations and increase the legal risk of its business and, in situations where non-compliance with certain obligations is threatened by a monetary sanction, may result in a financial loss.</p>	<ul style="list-style-type: none"> • implementing internal regulations and procedures that allow the Group to operate efficiently and effectively as an organisation; • ongoing monitoring of the legislation applicable to Group companies and adaptation of regulations and procedures to new legislation; • analysing market trends with a view to applying the solutions most appropriate to the Group's level of development; • the operation of Internal Audit in the Group, whose function is to detect and assess potential risks that may arise within the Group's operations and to examine and evaluate the adequacy, effectiveness and efficiency of the management control systems; • examination by the Internal Auditor of the compliance and effectiveness of the Group's processes with internal regulations; • training to raise staff awareness of key responsibilities set out in internal regulations. 	<p>AVERAGE</p>
<p>RISK OF SIGNIFICANT FRAUD, INCLUDING THE RISK OF CORRUPTION AND BRIBERY</p>	<p>The risk of material malpractice understood as a culpable act or omission to act that constitutes a breach of the law or a breach of the UNIMOT Group's rules, which may result in unjustified financial losses or may lead to unauthorised benefits for third parties or employees. The risk of corruption and bribery should also be classified as a risk of material fraud.</p>	<ul style="list-style-type: none"> • the implementation and application of the Anti-Fraud Policy, which provides the basis for establishing and supporting preventive and educational solutions to counter abusive behaviour; • the supervision by the Company's Management Board of the implementation of the Anti-Fraud Policy. 	<p>AVERAGE</p>
<p>RISK OF DISCRIMINATION AND HUMAN RIGHTS VIOLATIONS</p>	<p>Discrimination against anyone (employees, customers, etc.) on the basis of gender, age, origin, religion or belief is not only ethically unacceptable, it is also a violation of the rights enshrined in the Universal Declaration of Human Rights. From a corporate point of view, it can also lead to suboptimal choices that are dictated by factors other than merit. In turn, sub-optimal decisions, if only in terms of staffing, can reflect on business performance. Such effects are associated with both traditional discrimination and so-called reversed discrimination.</p>	<ul style="list-style-type: none"> • the implementation of procedures and long-standing business practice concerning employees, including their recruitment, which make decisions independent of criteria such as gender, age, origin, religion, belief or sexual orientation or on the basis of any intrinsic characteristic not relevant to the job; • Code of Ethics prohibiting any behaviour or attitude that expresses discrimination in the workplace; • adoption of a whistleblowing procedure (also anonymous). 	<p>LOW</p>

6.2. CHARACTERISTICS OF EXTERNAL AND INTERNAL FACTORS SIGNIFICANT FOR THE DEVELOPMENT OF UNIMOT S.A. AND THE CAPITAL GROUP

In addition to the risk factors described in section 6.1 within the Group's ongoing operations during the reporting period under review, the Group identifies future material risks that may affect the Group's long-term financial performance in the following key areas of the Company's and Group's operations:

GEOPOLITICS - risks arising from changing geopolitical factors and phenomena (e.g. European Union climate policy, divergence of interests, armed conflict in Ukraine, escalation of the Gaza conflict), resulting in limited access to and supply of raw materials and price volatility in the fuel and electricity markets, as well as supply chain disruptions.

MACROECONOMY - risk resulting from changes in the economic situation, causing fluctuations in macroeconomic indicators and prices of raw materials and fuels, affecting the Group's operations, including changes in exchange rates, interest rates. Changes may also lead to an economic slowdown or even recession in global markets and thus in the domestic market (economic changes that may affect the deterioration of financial indicators of Group companies).

LEGAL AND REGULATORY - Risks related to changes in the legal system and uncertainties in the regulatory environment, including in relation to unexpected changes, inter alia, in tax burdens, the imposition of additional financial and non-financial obligations on fuel and energy market operators, and regulatory changes arising from environmental requirements affecting the Group.

STRATEGY - risks related to the impact and need for the Group to adapt to operating in new business areas.

COMPETITION - the risk of distortions in competition due to, for example, exploitation of market position or the existence of a grey market (non-compliance by dishonest counterparties with concession, VAT or embargo regulations), as well as the risk of effects of increased competition on the market due to the implementation of the European Commission's remedies implemented in connection with the merger of PKN Orlen S.A. and Grupa Lotos S.A., including the entry into the Polish market of new players, i.e. Saudi Aramco and MOL, who will pursue their business strategies that may affect the local fuel business.

SOCIAL PREFERENCES - risks arising from the expected further evolution of social preferences towards caring for the environment, running a sustainable business and social responsibility in terms of mass customer expectations, employer attractiveness ratings and public opinion, which may affect the Group.

SECURITY - the risk arising from the negative impact of, inter alia, the geopolitical situation on both the physical security and cyber security of the Group's operations.

Within the above main categories of risks that may affect the Issuer and its Group in the near term, the following factors in particular should be borne in mind:

- **Level of interest rates** - the Group uses external sources of financing (mainly loans and borrowings in Polish zloty and also in US dollars and euros), the cost of which depends on the level of interest rates. After several years of relatively low interest rates, in the second half of 2021 these rates started to rise steadily, which negatively affects the cost of debt servicing. From September 2023, interest rates in Poland began to fall and, as at the date of this report, the reference rate was 5.75%.
- **Exchange rate levels** - The Group sells to domestic and foreign markets, while fuel purchases are mostly made abroad and settled in foreign currencies. The main currencies for export transactions are EUR and USD. For acquisitions, the payment currencies are: USD, EUR and PLN. The impact of exchange rates on the Group's operations is offset by the hedging instruments used.
- **Raw material price levels** - the Group's business model is predominantly based on the purchase of liquid and gaseous fuels abroad or in Poland, their distribution and subsequent sale. The lack of price stability of liquid and gaseous fuels at home and abroad has a significant impact on the margins achieved and, consequently, on the Group's results. In addition, a sharp increase in the prices of energy carriers may result in a decrease in consumption, which may translate into a worsening of the Group's financial situation. Changes in energy commodity prices are dictated by several key factors. The first category of factors includes the interrelationship of raw materials with each other, as, for example, changes in natural gas prices are highly dependent on crude oil prices. Then there is the impact of the value of the exchange rates in which these raw materials are denominated in the markets. The exchange rate determines the level of the cost of purchasing

imported raw materials and, consequently, their price on the domestic market. The last group includes a number of geopolitical factors such as armed and political conflicts or economic crises in commodity-rich regions¹.

- **The amount of the land premium** (the difference between the price on the local market and the price at the ports of delivery of fuel to the country) for diesel - the dominant product in the Group's sales structure. In practice, the level of the land premium is determined by the level of margins realised by domestic petrochemical companies in the production and trading segments. The amount of the onshore premium determines the area of the trade margin realisable by UNIMOT less the costs of logistics (transport costs, handling costs, quality testing), costs of leasing fuel depot capacity, costs of receivables insurance (in connection with the trade security policy adopted by the Group), as well as costs of fulfilling the NIT obligation.
- **Grey market in fuel trading** - unfair practices of some entities relate to the sale of fuels without paying due fees and taxes and in violation of applicable regulations and laws. This results in a decrease in competitiveness and a reduction in demand for products offered by UNIMOT and its subsidiaries, which may adversely affect the financial results achieved. The Group, with its many years of experience in the market, is aware of all the constraints and risks associated with the grey market. The Group takes into account the possible impact of additional costs related to concession fees or hedging the risk of joint and several VAT in its business operations and financial forecasts. The transport package enacted in 2017, making it compulsory to digitally record the carriage of goods, including liquid fuels, enabling them to be recorded and monitored using satellite systems, together with the fuel package enacted in 2016, in the Group's view, have significantly reduced the grey market in fuel trading. Looking ahead to 2023, the Group assumes that the current situation will continue.
- **Logistics** - meeting the needs of customers depends to a large extent on: the logistical capacity of the supply of fuels by sea, their distribution by rail and road, and the storage infrastructure for petroleum products. It should be assumed that the exclusion of fuel supplies from Russia will be permanent and therefore special attention should be paid to the appropriate development of infrastructure.
- **Market competition** - the change in market and competitive conditions associated with the implementation of the European Commission's remedies implemented in connection with the merger of PKN Orlen S.A. and Grupa Lotos S.A. has resulted in the emergence of new players on the Polish market, i.e. Saudi Aramco and MOL, who will pursue their business strategies that may affect the local fuel business. Changing market conditions may also occur as a result of the exploitation of market position.
- **Costs of implementing the National Indicative Target, the National Reduction Target and the EE that fuel producers and importers are obliged to bear, affecting the Issuer Group's operations:**
 - NIT (National Indicative Target) - the need to achieve, in a given year, a minimum share of bio-components and other renewable fuels in the total volume of liquid fuels and liquid biofuels sold, disposed of or otherwise consumed for own use. This results in the need to use logistics and storage infrastructure to carry out the required blending (physical blending of fuel with bio-components). These activities are performed as a service by fuel depot operators used by the Issuer. The costs of performing NIT and the costs of fuel blending services, affect the achieved sales margin, which has a direct impact on the Group's results.
 - NCR (National Reduction Target) - the need to fulfil the obligation to reduce the average CO₂ emissions of transport fuels introduced into the national market. In practice, this means the advisability of using lower-emission bio-components, concluding contracts with importers of lower-emission fuels (CNG, LNG and LPG) and purchasing so-called UER, i.e. allowances resulting from emission reductions in the extraction of energy resources, which also has an impact on the prices of fuels offered and the margin realised on them.
 - EE (energy efficiency) - the need to meet a final energy saving target. Obligated entities include companies selling electricity, district heat and gaseous fuels to end users. From mid-2021, fuel entities marketing liquid fuels have this obligation. The obligation can be fulfilled by: completing an energy efficiency improvement project at the end user, completing a programme of non-refundable subsidies to co-finance energy efficiency improvement projects or

¹ Cire.pl - Geopolitical and macroeconomic determinants of fuel price increases

obtaining/purchasing white certificates, which they will present to the President of the Energy Regulatory Office for redemption.

7. FINANCIAL POSITION OF THE GROUP

7.1. PRINCIPLES FOR THE PREPARATION OF CONSOLIDATED FINANCIAL STATEMENTS

The interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard 34 "Interim Financial Reporting" as endorsed by the European Union ("IAS 34").

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's consolidated financial statements for the year ended 31 December 2022, which were published on 20 April 2023.

The interim consolidated financial statements are presented in Polish zloty ("PLN") and all values, unless otherwise indicated, are given in thousands of PLN.

The interim condensed consolidated financial statements of the Group present the financial position of the UNIMOT Group (the "Group", the "UNIMOT Group", the "CG") as at 30 September 2023 and 31 December 2022, the results of its operations and its cash flows for the 9 and 3 months ended 30 September 2023 and 30 September 2022.

The interim condensed consolidated financial statements were reviewed by the auditor.

The interim condensed consolidated financial statements of the UNIMOT Group have been prepared on the assumption that the Parent Entity and UNIMOT Group companies will continue as a going concern in the foreseeable future. As at the date of preparation of the interim condensed consolidated financial statements, no circumstances indicating a threat to the going concern were identified.

7.2. CONSOLIDATED STATEMENTS OF TOTAL REVENUES

Condensed consolidated statements of total revenues

<i>in PLN thousand</i>	01.01.2023	01.01.2022	Change %	01.07.2023	01.07.2022	Change %
	30.09.2023	30.09.2022	2023/2022	30.09.2023	30.09.2022	Q2023/Q2022
Sales revenue	9 887 966	9 709 845	2%	3 387 643	3 797 526	-11%
Profits/(losses) on financial instruments relating to fuel trading	(49 699)	(6 433)	673%	(77 720)	16 920	-559%
Cost of services, goods and materials sold	(9 231 473)	(9 134 132)	1%	(3 153 731)	(3 636 279)	-13%
Gross profit on sales	606 793	569 280	7%	156 191	178 167	-12%
Other operating income	7 117	13 212	-46%	2 561	1 956	31%
Selling costs	(323 987)	(241 019)	34%	(108 704)	(102 025)	7%
Overheads	(113 609)	(62 564)	82%	(50 206)	(16 480)	205%
Other net profits/(losses)	1 649	(2 888)	-157%			193%
Other operating costs	(14 741)	(8 946)	65%	(9 664)	(3 325)	191%
Operating profit/(loss)	163 222	267 075	-39%	(9 646)	58 353	-117%
Financial income	5 560	153	3534%	2 140	-286	-848%
Financial costs	(46 826)	(16 300)	187%	(18 238)	(6 742)	171%
Net financial income/(costs)	(41 266)	(16 147)	156%	(16 098)	(7 028)	129%
Profit/(loss) before tax	121 956	250 928	-51%	(25 744)	51 325	-150%
Income tax	(28 795)	(50 122)	-43%	5 005	10 259)	-149%
Net profit/(loss) for the reporting period	93 161	200 806	-54%	(20 739)	41 066	-151%

In the third quarter of 2023, the Unimot Group generated sales revenue of PLN 3,387,643 thousand which was down by PLN 409,883 thousand or 11% against those achieved in the corresponding period of 2022.

The drop in revenue in the third quarter is primarily related to the diesel and biofuels segment, where volumes and thus revenue fell sharply. Revenues from bitumen sales, petrol stations and infrastructure and logistics increased.

The loss of PLN 77,720 thousand on financial instruments relating to fuel trading achieved in the third quarter of 2023 was a consequence, in particular, of the high volatility of the quotations of the products traded by the UNIMOT Group.

It is also partly due to the effect of rollover of hedging transactions (instances where the maturity of hedging transactions has expired before the sale of the hedged commodity). Profits/losses on financial instruments relate to commodities measured at

fair value, and the impact of the balance sheet valuation of inventories at fair value on the gross result on operating sales achieved in Q3 2023 and amounts to PLN 81 708 thousand.

The item profits/losses on financial instruments relating to fuel trading should be analysed over a longer time horizon and in conjunction with the effects of balance sheet valuations of inventories to fair value and valuations of open hedging derivative positions to fair value (futures contracts). Both profits/losses on financial instruments and the effects of balance sheet valuations of inventories and derivatives are recognised in the gross result on sales.

The Unimot Group's results in Q3 2023 were mainly influenced by the situation on the domestic fuel market, particularly diesel. From the second half of August, domestic diesel quotations began to reach levels that did not reflect global quotations for this product, being well below the level of these quotations. This resulted in a reduction in the activity of trading imported diesel and offering it on the domestic market. Consequently, in Q3 2023, the Unimot Group focused, in particular, on meeting fuel demand on the Ukrainian market, fulfilling the Group's diesel supply commitments already made to domestic counterparties and supplying - in accordance with contracts - diesel to the AVIA station chain.

The impact of the negative market conditions referred to above on the Group's results takes into account, inter alia, the impact of the performance of the Unimot Group's contractual obligations, which, due to limited supply, could not be performed based on the product purchased in Poland and had to be performed from imported diesel. As a consequence of the above situation, the Group lost benefits at the level of PLN 72.4 million, which would not have occurred if the market environment in Q3 2023 had not differed significantly from the diesel oil trading conditions observed in previous periods.

Sales revenue achieved in the third quarter of 2023 relative to the corresponding period of 2022 in this period was influenced by the following segments:

- lower by PLN 910,662 thousand, i.e. 30%, revenues from liquid fuels trading;
- PLN 53 689 000 or 18% lower revenues from LPG trading;
- lower revenue from natural gas trading by PLN 94 604 000, i.e. 74%;
- PLN 53 404 000 or 31% lower revenues from energy trading.
- higher revenues from photovoltaic trading by PLN 1,072 thousand, i.e. 93%.
- higher by PLN 59 984 000, i.e. 51%, revenue from fuel sales at AVIA petrol stations.
- higher revenues from bitumen trading by PLN 457,158 thousand or 903%.
- new segments, i.e. Infrastructure and Logistics and Solid Fuels, which increased revenues by PLN 99,393 thousand.

The cost of goods and materials sold in the third quarter of 2023 decreased by PLN 482,548 thousand, or 13%, against the same period in 2022.

In the third quarter of 2023, the Group generated a gross loss of (-) PLN 25,744 thousand, a result that was (-) PLN 77,069 thousand lower than that generated in the corresponding period of 2023. The consolidated gross result for the nine months of operations is a revenues of PLN 121,956 thousand, which is by 51% lower than that generated in the corresponding period of 2022.

The Group's results were affected by negative market conditions, taking into account, inter alia, the impact of the fulfilment of the Unimot Group's contractual obligations, which, due to limited supply, could not be fulfilled based on the product purchased in Poland and had to be fulfilled from imported diesel oil. As a consequence of the above situation, the Group lost benefits at the level of PLN 72.4 million, which would not have occurred if the market environment in Q3 2023 had not differed significantly from the diesel oil trading conditions observed in previous periods.

Costs by type

<i>in PLN thousand</i>	01.01.2023 30.09.2023	01.01.2022 30.09.2022	Change % 2023/2022	01.07.2023 30.09.2023	01.07.2022 30.09.2022	Change % Q2023 /Q2022	01.01.2021 30.09.2021
Depreciation of tangible fixed assets and intangible assets	(30 498)	(5 730)	432%	(14 618)	(2 006)	629%	(4 684)
Amortisation of right-of-use asset	(14 735)	(4 639)	218%	(6 685)	(1 663)	302%	(4 955)
Consumption of materials and	(310 809)	(7 327)	4142%	(161 831)	(3 998)	3947%	(8 495)
Third-party services	(384 864)	(217 410)	77%	(144 598)	(85 148)	70%	(130 378)
Taxes and charges	(12 887)	(7 134)	81%	(3 876)	(3 383)	15%	(1 558)
Salaries	(100 687)	(47 847)	110%	(43 817)	(14 317)	206%	(20 800)

Social security and other benefits	(14 083)	(3 802)	270%	(5 762)	(1 301)	343%	(2 506)
Other costs by type	(21 645)	(15 342)	41%	(8 848)	(4 367)	103%	(12 958)
Total costs by type	(890 208)	(309 231)	188%	(390 035)	(116 183)	236%	(186 334)
Cost of services, goods and materials sold	(8 774 764)	(9 129 589)	-4%	(2 915 600)	(3 634 937)	-20%	(5 130 818)
Change in inventories and prepaid costs	(4 440)	2 370		(7 465)	(550)	1257%	(620)
Other	343	(1 265)		459	(3 114)		3 827
Cost of services, goods and materials sold, selling, overheads	(9 669 070)	(9 437 715)	2%	(3 312 642)	(3 754 784)	-12%	(5 313 945)

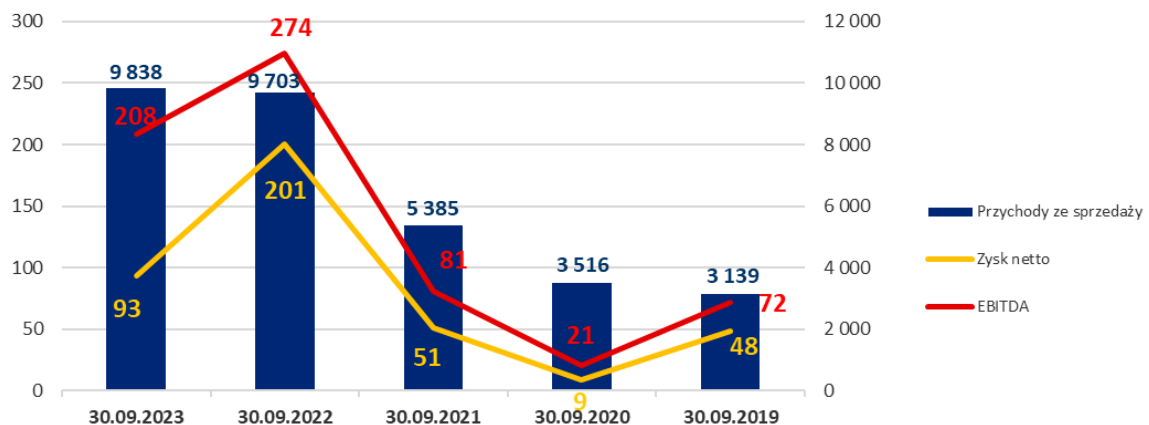
In the third quarter of 2023, costs by type increased by 236%, i.e. by an amount of PLN 273,852 thousand, against the third quarter of 2022, mainly as a result of the inclusion in the consolidation of costs of new businesses from the LOTOS Group.

Costs by type for the first three quarters of 2023 increased by 188% against the same period of 2022, amounting to PLN 580,977 thousand. There was an increase in all cost items, with the largest increase in materials and energy consumption, which is related to the acquisition of the bitumen production business and the business of providing storage capacity and handling at fuel terminals. The increase was 4 142%, representing an amount of PLN 303 482 thousand. Costs are at levels that represent the scale of the business and are reflected in sales revenue.

The costs of third-party services for the three quarters of 2023 increased by 77% and were up by PLN 167 454 thousand against the same period of the previous year. This item mainly includes the costs of services related to transport, warehousing, logistics services, legal services, representative and consultancy contracts. The recorded increase in this item is assessed as stable and inextricably linked to the increase in sales revenue.

Remunerations in the Unimot Group increased by 110% compared to the first three quarters of 2022 and were higher by PLN 52 839 thousand. The reason for the increase in remuneration costs is the increase in employment related to the acquisition of shares in new companies.

KEY FINANCIAL AND ECONOMIC FIGURES OF THE CG FOR THE THIRD QUARTER OF 2023



* Dane w mln zł

RESULTS

in PLN thousand	01.01.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.01.2021 30.09.2021	01.07.2021 30.09.2021
EBIT *	80 690	263 940	(41 842)	56 145	71 334	8 314
EBITDA **	208 456	274 309	11 658	59 814	80 715	11 121
GROSS RESULT	121 956	250 928	(25 744)	51 325	66 213	6 057
NET RESULT	93 161	200 806	(20 739)	41 066	50 813	4 014

* EBIT --> defined as Earnings Before Interest and Taxes.

** EBITDA --> defined as Earnings Before Interest, Taxes, Depreciation and Amortisation.

The Group's EBITDA for the three quarters of 2023 amounted to PLN 208 456 thousand and was down by PLN 65 853 thousand against that generated in the corresponding period of 2022. By contrast, EBITDA for the third quarter of 2023 amounted to PLN 11,658 thousand.

The gross result in the third quarter of 2023 amounted to PLN (-)25,744 thousand and was down by PLN (-) 77,069 thousand against that generated in the third quarter of 2022.

The net result in the third quarter of 2023 amounted to (-) PLN 20,739 thousand and was down by (-) PLN 61,805 thousand against the result generated in the third quarter of 2022.

RESULTS - adjusted

<i>in PLN thousand</i>	01.01.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2023 30.09.2023	01.07.2022 30.09.2022	01.01.2021 30.09.2021	01.07.2021 30.09.2021
Adjusted EBITDA	197 185	280 168	29 156	120 715	57 456	12 004
Adjusted Net Result	81 890	206 665	(3 241)	101 967	27 554	4 897

The adjusted net result in the third quarter of 2023 was adjusted by an amount of: **PLN 17,498 thousand** as a result:

-adjustments of the impact of accounting valuations and cost time shifts related to diesel and biofuel trading: PLN 30,965 thousand,

-trading of gaseous fuels : adjustment of write-down of shares in Unimot System: PLN 6,300 thousand,

- petrol stations: deferred investment costs at DOFO stations - reclassification to depreciation: PLN 676 thousand,

-logistics and infrastructure: adjustment to the book write-down of the value of raw material inventories for production at RCEkoenergia: PLN 3,000 thousand,

-Bitumen : adjustment to the book valuation of sales hedging instruments (-) PLN 23,433 thousand,

7.3. INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

<i>in PLN thousand</i>	30.09.2023	31.12.2022	31.12.2021	Percentage share in total assets
Fixed assets				
Tangible fixed assets	428 907	101 838	45 965	16%
Right to use assets	208 216	105 230	69 856	8%
Intangible assets	7 018	1 427	21 233	0%
Goodwill	52 920	17 904	17 904	2%
Other financial assets	285	260	260	0%
Long-term receivables	9 239	6675	30500	0%
Derivative financial instruments	2 578	7835	-	0%
Assets from contracts with customers	9 491	8 586	7 739	0%
Deferred tax assets	39 334	19 319	12 163	1%
Total fixed assets	757 988	269 074	187 716	28%
Current assets				
Inventories	541 002	257 175	325 215	20%
Assets from contracts with customers	2 767	3 094	2 128	0%
Trade and other receivables	896 333	728 757	513 303	33%
Other financial assets	30 126	72 315	68 076	1%
Derivative financial instruments	31 105	7 820	27 517	1%
Income tax receivables	6 690	5 951	11 573	0%
Cash and cash equivalents	451 545	312 463	79 092	17%
Other current assets	12 115	8 628	16 668	0%
Total current assets	1 971 683	1 396 203	1 043 572	72%
TOTAL ASSETS	2 729 671	1 665 277	1 231 288	100%

As at 30 September 2023, the balance sheet figures increased compared with those shown at the end of 2022. Total assets increased by 64% against the figures at the end of 2022, representing PLN 1 064 394 thousand. Fixed assets accounted for 28% of the balance sheet total and current assets for 72%.

The largest increase in fixed assets was in the item tangible fixed assets, which increased by (321%), amounting to PLN 327,069 thousand relative to the end of 2022. An increase of 98% can be seen in the item right to use assets, while goodwill increased by 196%. Intangible assets as at 30.09.2023 increased by 392% against 31.12.2022.

The increase in fixed assets is related to the diversification of the UNIMOT Group's activities with the function of Independent Logistic Operator (the 'ILO') of fuels based on its own infrastructure (the 'ILO' business), companies: Lotos Terminale S.A., Lotos Infrastruktura S.A., RCE Ekoenergia Sp. z o.o.) and the production of modified bitumen.

In addition, the value of the fixed assets was influenced by the development of the rolling stock, i.e. the purchase of wagons and rail tankers and the acquisition of the fixed assets of Olavion, which consisted, among other things, of railway engines. The value of current assets at the end of the third quarter of 2023 increased by PLN 575 480 thousand or 41% against the end of 2022. The biggest changes occurred on the sides of inventories, derivative financial instruments and cash.

The value of inventories increased by 110%, representing PLN 283,828 thousand. This increase is related to the need to maintain compulsory and operational reserves.

Trade receivables increased by 23% relative to year-end 2022, representing a value of PLN 167,576 thousand.

Other financial assets fell by 58% against the corresponding period of 2022, amounting to (-) PLN 42,189 thousand.

Derivative financial instruments increased by 298% against the corresponding period in 2022, amounting to PLN 23,285 thousand.

<i>in PLN thousand</i>	30.09.2023	31.12.2022	31.12.2021	Percentage share in total assets
LIABILITIES				
Equity				
Share capital	8 198	8 198	8 198	0%
Other capital	312 027	306 922	234 946	11%
Foreign exchange differences on conversion of foreign operations	(158)	(56)	82	0%
Retained earnings and current year result	363 285	388 940	82 923	13%
Equity of shareholders of the Parent Entity	683 352	704 074	326 149	25%
Non-controlling interests	887	(280)	(274)	0%
Total equity	684 239	703 794	325 875	25%
Long-term liabilities				
Liabilities from loans, borrowings, leases and other debt instruments	514 390	96 332	65 078	19%
Employee benefit obligations	19 049	282	219	1%
Other liabilities	12 780	-	24 944	0%
Derivative financial instruments	8 097	-	2 056	0%
Reserves	17 961	-	-	1%
Deferred tax liability	111	-	-	0%
Total long-term liabilities	572 388	96 614	92 297	21%
Short-term liabilities				
Overdraft facilities	400 378	206 754	336 563	15%
Liabilities from loans, borrowings, leases and other debt instruments	86 696	11 300	8 829	3%
Employee benefit obligations	4 356	1 290	58 685	0%
Derivative financial instruments	51 308	16 356	753	2%
Reserves	17 692	-	-	1%
Income tax liabilities	5 507	23 144	-	0%
Liabilities from contracts with customers	121 110	73 429	9 492	4%
Trade and other liabilities	785 996	532 596	398 794	29%
Total short-term liabilities	1 473 043	864 869	813 116	54%
Total liabilities	2 045 432	961 483	905 413	75%
TOTAL LIABILITIES	2 729 671	1 665 277	1 231 288	100%

Shareholders' equity at 30 September 2023 represented 25% of total assets and was down by 3% against published on 31 December 2022, a difference of (-) PLN 19,555 thousand.

Long-term liabilities increased by 492% in the third quarter of 2023, amounting to PLN 475 774 thousand. The highest increase in this section was recorded in the items of liabilities from loans, borrowings, leases and debt instruments, which increased by 434% against liabilities as at 31 December 2022. The items of loans, borrowings and leases payable are presented in detail in section 7.6 of this Management Board's Report. Long-term liabilities accounted for 21% of the balance sheet total. The employee benefit liabilities shown at the end of the third quarter of 2023 represent provisions set up for management and employee bonuses.

Short-term liabilities increased in the third quarter of 2023 by 70% against the liabilities presented at the end of 2022, amounting to PLN 608 174 thousand. The largest changes in this section were recorded in the item liabilities from loans and borrowings, which increased by PLN 75 396 thousand.

In the third quarter of 2023, there was a 65% increase in liabilities from contracts with customers, amounting to PLN 47,681 thousand. These include prepaid remuneration received for services not yet performed by the Group, e.g. prepaid subscription and commercial fees for energy distribution, services performed through the use of prepaid gas meters, contracts related to the purchase of liquid and gaseous fuels.

Trade and other liabilities in the third quarter of 2023 increased by 48% against the same period in 2022, an increase of PLN 253 400 thousand.

The increase in liabilities is mainly related to the settlement of the Lotos Terminals transaction.

7.4. RATIO AND COMPARATIVE ANALYSIS OF THE GROUP

The Group's ratio assessment presented below is based on the consolidated financial statements for the first half of 2023 and the comparative period.

Liquidity

The following indicators were used to assess liquidity:

- **Current ratio - the ratio of current assets to current liabilities.** A ratio indicating the Group's ability to repay its current short-term liabilities in the medium term, i.e. after liquidating its inventory holdings, short-term financial assets, collecting short-term receivables and use of cash.
- **Quick ratio - the ratio of current assets less inventories to current liabilities.** A ratio indicating the Group's ability to repay its current short-term liabilities in the short term, i.e. after liquidating short-term financial assets, collecting short-term receivables and using cash in bank accounts.
- **Cash liquidity ratio - the ratio of cash to short-term liabilities.** A ratio indicating the Group's ability to immediately repay its current short-term liabilities in the short term, i.e. using only cash held in bank accounts.

LIQUIDITY RATIOS	30.09.2023	31.12.2022	31.12.2021	Change % 2023/2022
Current ratio	1,3	1,6	1,3	-16%
Quick liquidity ratio	1,0	1,3	0,9	-25%
Cash liquidity ratio	0,3	0,4	0,1	-23%

In the third quarter of 2023, liquidity ratios oscillated lower than those presented at the end of 2022, but all ratios are within the recommended norms.

Profitability

The analysis of profitability is presented on the basis of a group of indicators allowing the Group to assess the effectiveness of its sales activities and the impact of individual cost groups on its financial result:

- **Profit rate on sales** - profitability on sales determines the effectiveness of the sales activities carried out, i.e. it allows us to determine the proportion of revenue remaining in the company to cover its operating costs - after taking into account the direct costs of sales. Similarly, this indicator allows us to determine the impact on the Group's result of the direct costs of sales made by it.
- **Gross profitability** - determines the efficiency of the Group's operations, i.e. it allows us to assess the portion of revenues remaining in the Group to cover tax, after taking into account the costs of financial activities and extraordinary events. Similarly, when interpreted in conjunction with the above profitability ratios, this indicator makes it possible to assess what proportion of the result is built up not by operating activities but by its financial activities or the impact of extraordinary events.
- **Net profitability** - determines the percentage of the Group's revenue that represents its net result, i.e. after covering all the costs of its operations: sales, operating, financial and payment of taxes.
- **ROE** - return on equity: the ratio of net profit to shareholders' equity during the financial year. The indicator allows investors to assess the effectiveness of the use of capital entrusted to the Group. It represents the percentage share of funds

generated by the Group (net profit) that can be paid out in the form of dividends, to the capital contributed by investors plus the portion of funds generated by the Group in previous years (equity).

- **ROA** - return on total assets: the ratio of net profit to assets during the financial year. The ratio allows investors to assess the efficiency of the Group's use of all its assets.

PROFITABILITY INDICATORS	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022	01.01.2021 30.09.2021	01.07.2021 30.09.2021	Change p.p. 2023/2022
ROA	3,4%	-0,8%	11,9%	2,4%	3,9%	0,3%	-8,5
ROE	13,6%	-3,0%	38,1%	7,8%	16,9%	1,3%	-24,5
RATE OF PROFIT ON SALES	6,2%	4,7%	5,9%	4,7%	4,5%	3,3%	0,3
EBIT PROFITABILITY	0,8%	-1,3%	2,8%	1,5%	1,3%	0,4%	-2,0
EBITDA PROFITABILITY	2,1%	0,4%	2,9%	1,6%	1,5%	0,5%	-0,8
NET PROFITABILITY	0,9%	-0,6%	2,1%	1,1%	0,9%	0,2%	-1,2

The return on equity ratio for the three quarters of 2023 was 13.6%, down by 24.5 p.p. against the corresponding period of the previous year. The return on assets ratio was 3.4% (down by 8.5 p.p. against the same period of the previous year).

Among the profitability indicators presented, only the profit on sales rate recorded a slight increase of 0.3 p.p. against the same period of the previous year. The other profitability indicators fell: EBIT profitability by 2.0 p.p. EBITDA profitability by 0.8 p.p. and net profitability by 1.2 p.p..

Performance

The following indicators were used to assess performance:

- **Receivables turnover (in days):** ratio of trade receivables at the end of the financial year to net sales revenue x 270 days. The ratio represents the average period, defined in days, after which receivables from invoices issued by the Group are collected. In the general case, the aim should be to minimise this ratio.
- **Short-term liabilities turnover (in days): Ratio** of current liabilities to suppliers at the end of the financial year to net sales revenue x 270 days. The ratio represents the average period, defined in days, after which the Group's liabilities are repaid. Efforts should be made to maximise this ratio.
- **Inventory turnover (in days): Ratio** of inventories at the end of the financial year to net sales revenue x 270 days. The ratio represents the average period, defined in days, over which the Group holds inventories before selling them. For reasons of efficiency, efforts should be made to minimise this ratio.

PERFORMANCE INDICATORS	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022	01.01.2021 30.09.2021	01.07.2021 30.09.2021	Change 2023/2022 (days)
Turnover of trade receivables (in days)	25	24	28	24	31	27	-3
Turnover of trade liabilities (in days)	22	21	14	17	26	22	8
Inventory turnover (in days)	15	15	5	4	18	16	10
Inventory turnover (in days) adjusted by compulsory reserve	9	9	5	4	6	6	4

Examining the three quarters of 2023, the turnover rate of trade receivables was 25 days, three days lower against the same period of the previous year.

The turnover rate of trade liabilities was 22 days, 8 days higher against the three quarters of 2022.

The inventory turnover rate in days was 15 days, up 10 days against the same period in 2022.

The inventory turnover ratio adjusted for compulsory reserve in days was 9 days, up by 4 days against the same period in 2022.

CASH TO CASH	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022	01.01.2021 30.09.2021	01.07.2021 30.09.2021	Change for half-year 2023/2022 (days)
Inventory cycle + receivables cycle - liabilities cycle	18	18	19	11	23	20	-1
Cash cycle adjusted for the value of compulsory reserve	12	12	19	11	11	10	-7

The cash-to-cash ratio for the nine months of 2023 was 18 days, and compared to the same period in 2022, the cycle was 1 day shorter.

The adjusted cash to cash ratio in 2023 was 12 days, down by seven days against the same period in 2022.

Debt assessment

The Group's degree of indebtedness was assessed based on the following ratios:

- **Asset coverage ratio:** the ratio of total equity to total assets. The ratio indicates the extent to which the Group's assets are covered by the equity it holds.
- **Overall debt ratio:** the ratio of total liabilities to total assets. The ratio indicates to what extent the Group's assets have been financed by its debt.

DEBT RATIOS	30.09.2023	31.12.2022	31.12.2021	Change p.p. 2023/2022
Total debt ratio	75%	58%	74%	17
Asset coverage ratio	25%	42%	27%	-17
Equity to fixed assets ratio	90%	262%	174%	-172

At the end of the third quarter of 2023, the total debt ratio was 75%, an increase of 17 p.p. against the end of 2022.

The asset coverage ratio was 25%, a decrease of 17 p.p. against the end of 2022.

The equity to fixed assets ratio calculated as at 30 September 2023 was 90%, down by 172 p.p. against the end of 2022, due to the worse financial results achieved in 2023.

7.5. MANAGEMENT OF THE GROUP'S FINANCIAL RESOURCES

The Group manages financial resources both at the individual company level and at the consolidated level.

The management process is directed towards taking measures to ensure stable and efficient financing of operations.

The Group is guided in its liquidity management by the following principles:

- ensuring stable and diversified funding from external institutions,
- drawing up plans for the funding requirements for investment tasks,
- allocating financial surpluses to the repayment of interest-bearing debt or effectively investing them in safe instruments,
- trade limits for business partners,
- the collection of receivables in accordance with their due dates, possibly issuing interest notes,
- effective management of other elements of working capital.

7.6. LIABILITIES FROM LOANS AND LEASES AND OVERDRAFTS

Specification	30.09.2023	31.12.2022	31.12.2021
<i>in PLN thousand</i>			
Credits and loans	254 742	348	3 617
Lease liabilities	346 344	107 284	70 290
Overdraft facilities	400 378	206 754	336 563
Total Liabilities from loans, borrowings, leases and overdrafts	1 001 465	314 386	410 470

As at 30 September 2023, the Group reported liabilities on account of loans, borrowings and leases of PLN 1,001,465 thousand, these liabilities increased by 319% relative to 31.12.2022. Lease liabilities increased by 323% against the end of 2022. This was due to a change in the structure of the Unimot Group and the commencement of operations in the rail transport sector, which resulted in a significant increase in rolling stock in the freight section.

In the third quarter of 2023, there was no breach of loan terms and conditions.

in PLN thousand	Lease payments	Interest	Capital	Lease payments	Interest	Capital
	30.09.2023			31.12.2022		
up to one year	62 509	19 867	42 642	16 515	5 563	10 952
1 to 5 years	189 206	56 019	133 187	50 794	16 255	34 539
Over 5 years	322 507	151 992	170 515	78 312	16 519	61 793
Total	574 222	227 878	346 344	145 621	38 337	107 284

Capital lease commitments with a term of up to one year represent 13% of the value of these commitments.

Capital lease commitments with terms of between 1- and 5-years account for 38% of the value of these commitments.

Capital lease commitments with maturities of more than 5 years account for 49% of the value of these commitments.

Analysis of credit and loan agreements as at 30.09.2023

in PLN thousand								
Name of financing company	Long-term part	Short-term part	Carrying amount	Rate %	Currency of the loan	Type of commitment	Date of award	Date of contract termination
BOŚ Bank S.A.	-	99 995	99 995	WIBOR3M + margin	PLN	Revolving credit/overdraft facility	20.06.2023	19.06.2025
Bank Millennium S.A.	-	32 166	32 166	WIBOR1M/ EURIBOR/ SOFR+ margin	PLN/ USD/ EUR	Umbrella loan / overdraft facility	20.09.2012	19.02.2024
mBank S.A.	-	5 500	5 500	WIBOR1M+ margin	PLN	Overdraft facility	29.12.2021	13.02.2024
mBank S.A.	-	218 485	218 485	SOFR ON+ margin	USD	Revolving credit/overdraft facility	07.07.2015	13.02.2024
BOŚ Factoring - Reverse	-	44 233	44 233	WIBOR1M/ EURIBOR/ LIBOR+ margin	PLN/ USD/ EUR	Reverse factoring line agreement	20.06.2023	19.06.2025
PKO Factoring S.A.	-	-	-	WIBOR1M/ EURIBOR+ margin	PLN/ EUR	Factoring limit with and without recourse	22.06.2020	for an indefinite period
PKO Factoring S.A.	-	6 423	6 423	WIBOR1M/ EURIBOR/ SOFR + margin	PLN/ EUR/USD	Receivable factoring line agreement.	19.06.2023	for an indefinite period
PKO Factoring S.A. - reverse	-	-	-	WIBOR1M/ EURIBOR/ SOFR + margin	PLN/ EUR/USD	Factoring limit	19.09.2023	18.09.2024
ING Bank N.V. Amsterdam/Geneva	-	-	-	margin	USD	Commodity Trade Finance	18.08.2023	indefinitely
mBank S.A. /PKO BP S.A./ Pekao S.A./ Haitong Bank S.A.	208 939	15 005	223 944	WIBOR3M + margin	PLN	Syndicated loan	12.01.2022	31.12.2028
Unimot Express Sp. z o.o.	-	30 798	30 798	WIBOR3M/ SOFR3M/ EURIBOR + margin	PLN/USD/EUR	Credit line	29.06.2023	indefinitely
Total	210 868	450 675	661 543					

* Receivable factoring liabilities (PKO Factoring- PLN 6,423 thousand) are not included in loans, borrowings and leases in table 7.6.

Security for the loans and advances listed in the table

Umbrella loan agreement at Bank Millennium:

- declaration of submission to enforcement - all beneficiaries of the limit,
- joint mortgage of up to PLN 3.4 million on real estate owned by Unimot Express sp.z.o.o., together with assignment of rights under an insurance policy,
- joint mortgage of up to PLN 8.5 million on real estate owned by Unimot Express sp.z.o.o, together with assignment of rights under an insurance policy,
- declaration of Unimot Express sp.z.o.o. on submission to enforcement against property (real estate) up to PLN 8.5 million, PLN 16 million and PLN 3.45 million,
- joint and several mortgages of up to PLN 16 million on real estate belonging to: Unimot S.A., located in Zawadzkie, Unimot Express sp. z o.o., located in Częstochowa, 3B Torowa Street,
- mutual guarantees from Unimot S.A.; Unimot Paliwa sp. z o.o.; Tradea sp. z o.o. and UEIG sp. z o.o.
- Registered and financial pledge on PLN, EUR, USD accounts - Unimot Paliwa,
- Registered and financial pledge on PLN, EUR, USD accounts - Unimot SA,
- Transfer of security.

Revolving credit/overdraft agreement with mBank:

- Surety by Unimot SA under the statement until 21.02.2027 USD 75 million,
- Registered pledge on inventories - diesel (agreement no. 23/002/15 dated 07.07.2015),
- Assignment of receivables from debtors pursuant to agreement no. 23/007/15 dated 07.07.2015,
- Assignment of claims under diesel insurance contract,
- Assignment of rights to future indemnities under a credit insurance contract with Atradius Credit Insurance,
- Assignment of rights to future indemnities under a receivables insurance contract with TU Euler Hermes SA,
- Assignment of rights to future indemnities under a receivables insurance contract with KUKA SA,
- Declaration of submission to enforcement of Unimot SA and Unimot Paliwa up to USD 75 million,

Overdraft agreement with mBank:

- Cash deposit of PLN 1.1 million - ZAB/123/00052/2022 until 28.02.2023,
- Declaration of submission to enforcement up to PLN 8.25 million - borrower,
- Declaration of submission to enforcement up to PLN 8.25 million - Unimot SA,
- Surety of Unimot SA on the basis of the statement until 21.02.2025

Revolving credit/overdraft agreement with BOŚ Bank S.A. covering two Group companies:

- power of attorney to dispose of accounts, with the exception of the account opened by the Bank to handle VAT under the split payment mechanism,
- a financial pledge with an offsetting clause on the rights to funds deposited on the BOŚ S.A. client's accounts, with the exception of the account opened by the Bank to handle VAT under the split payment mechanism,
- blank promissory note with declaration,
- PLG FGP BGK guarantee, up to PLN 88 million,
- declaration of submission to enforcement,

Factoring limit agreement with recourse and non-recourse concluded with PKO Factoring S.A.:

- tripartite agreement to the Receivables Insurance Policy concluded by the Client, Factor and Compagnie Francaise D'Assurance Pour Le Commerce Extérieur S.A. Branch in Poland.

Reverse factoring facility agreement with BOŚ Factoring

- promissory note with declaration,
- power of attorney for funds,
- financial pledge of cash,
- LGF FGP BGK guarantee of up to PLN 29.5 million,
- accession to the debt of Unimot S.A. by Unimot Paliwa sp. z o.o. ,

- declaration of submission to enforcement.

Reverse factoring at PKO Factoring:

- power of attorney over bank account,
- blank bill of exchange and declaration,
- a declaration of submission to enforcement.

Receivables factoring at PKO Factoring:

- power of attorney over bank account,
- blank bill of exchange and declaration,
- Transfer of rights to indemnity under the Insurance Agreement, made on the basis of the Tripartite Agreement concluded by UNIMOT S.A. as the Insurer, UNIMOT Paliwa SP. z o.o. as the Insured, the Factor and Atradius Crédito y Caución S.A.de Seguros y Reaseguros Spółka Akcyjna Oddział w Polsce as the Insurer.

Commodity Trade Finance Line of Credit ING Bank N.V. Amsterdam/Geneva

- Unimot SA guarantee,
- Pledge on the right to goods.

The significant change in liabilities form loans, borrowings and leases is due to:

- the disbursed syndicated loan financing the Lotos Terminals acquisition transaction (financing banks: mBank S.A., Powszechna Kasa Oszczędności Bank Polski S.A., Bank Polska Kasa Opieki S.A. and Haitong Bank, S.A. Spółka Akcyjna Oddział w Polsce under the Loan Agreement dated 12 January 2022 and Annexes dated: 30 September 2022 and 21 December 2022) in the total amount of PLN 242,771 thousand; during the year there was a total repayment of the revolving credit facility of PLN 8,000 thousand, repayment of the principal instalment of loan C in the amount of PLN 2,595 thousand and interest and commissions in the amount of PLN 14,192 thousand. The balance of the loan as at 30 September 2023 amounts to PLN 223,944 thousand, of which PLN 13,075 thousand is presented in the short-term part and PLN 210,868 thousand in the long-term part. Loan C is repayable quarterly and partly in a balloon instalment in 2028, loan D will be repayable quarterly from 09.2024 and partly in a balloon instalment in 2028, loan B is payable in a balloon instalment in 2028. Interest rate: WIBOR 3m + margin. The margin is variable and depends on the EBITDA/net debt ratio of the Unimot Investments Group (Unimot Investments, Lotos Terminale S.A., Lotos Infrastruktura S.A., RCEkoenergia Sp. z o.o., Unimot Bitumen Sp. z o.o.). The margin will be verified and revised on a quarterly basis - based on data in terms of EBITDA generated over the last 12 months and the level of Net Debt at the end of the quarter. The first quarterly margin revision will take place at the end of June 2024.
- loan received from a non-consolidated related party (parent entity Unimot Express) in the amount of PLN 30,000 thousand, accrued interest: PLN 798 thousand; loan presented in the short-term part.

7.7. LOANS AND BORROWINGS GRANTED

Group loans granted in 2023:

The Unimot Group has not granted any new loans in 2023.

As at 30.09.2023, the item Loans granted includes:

- the balance of educational loans for people in higher education as part of cooperation with the IVY Poland Foundation - an amount of PLN 9 thousand.

7.8. SURETIES AND GUARANTEES GRANTED

in PLN/EUR/USD thousand	As at 30.09.2023			As at 31.12.2022		
	PLN	EUR	USD	PLN	EUR	USD
Parent Entity's own contingent liabilities	0	0	0	356	3 500	-
insurance guarantees provided as security for excise duty	-	-	-	-	-	-
performance bonds and trade limits	-	-	-	356	3 500	-

Contingent liabilities relating to associated undertakings	535 643	24 067	2 000	79 126	25 000	3 600
insurance guarantees provided as security for excise duty	205 000	-		27 100	-	-
Sureties issued for insurance guarantees. lodged as concession bonds	27 000	-		27 000	-	-
performance bonds and trade limits	26 161	12 067		18 943	14 000	-
performance bonds and trade limits	277 482	12 000	2 000	6 083	11 000	3 600
Summary	535 643	24 067	2 000	79 482	28 500	3 600

Companies in the Unimot Group have provided insurance guarantees as security for public-law liabilities, performance bonds and guarantees for performance bonds and trade limits, and sureties for performance bonds and trade limits as at 30 June 2023, for a total of PLN 535.6 million, EUR 24.0 million and USD 2.0 million (compared to 31.12.2022: PLN 79.5 million, EUR 28.5 million and USD 3.6 million).

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 10 March 2023 with Sopockie Towarzystwo Ubezpieczeń ERGO Hestia S.A. to secure payment of excise tax and fuel charges by Unimot Paliwa Sp. z o.o.. The amount of the guarantee is PLN 30 million and its validity period is from 11.04.2023 to 10.04.2024. The beneficiary of the guarantee is the Head of the Tax Office in Pruszków.

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 24 March 2023 with UNIQA Towarzystwo Ubezpieczeń S.A. to secure the payment of excise tax and fuel charges by Unimot Paliwa Sp. z o.o.. The amount of the guarantee is PLN 25 million and its validity period is from 11.04.2023 to 10.04.2024. The beneficiary of the guarantee is the Head of the Tax Office in Pruszków.

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 14 March 2023 with Sopockie Towarzystwo Ubezpieczeń ERGO Hestia S.A. to secure the payment of excise tax and fuel charges by Unimot Terminale S.A. (Formerly Lotos Terminale SA effective upon the acquisition by Unimot Investments sp. z o.o. of 100 per cent of Lotos Terminale shares). The amount of the guarantee is PLN 150 million and its expiry date is until 31.03.2024. The beneficiary of the guarantee is the Head of the 2nd Tax Office in Bielsko-Biała.

Unimot S.A. has guaranteed the payment by Unimot Investments Sp. z o.o. to Orlen S.A. (PKN Orlen S.A.) of such amounts as may arise under the agreement for the acquisition of shares in Lotos Terminale S.A. (SPA) dated 12.01.2022 and the agreement concerning the lease and settlement of investment expenditures in Szczecin (Szczecin Agreement) dated 12.01.2022. The maximum amount of the surety is PLN 6 million and the maximum term of the surety is 31 December 2032.

On 1 December 2022, an agreement was concluded for the provision of real estate and settlement of capital expenditures related to the implementation of the investment in the fuel terminal in Szczecin. The agreement was concluded between PKN Orlen and Lotos Terminale with Unimot S.A. and Unimot Investments Sp. z o.o. as guarantors. Under the agreement, Unimot S.A. and Unimot Investments provided joint and several surety for the payment by Lotos Terminale to Orlen S.A. (PKN Orlen S.A.) the amount of the settlement of expenditures and incidental receivables agreed in the agreement up to a maximum amount of PLN 78 million. The surety came into effect on the date of execution of the transaction of acquisition by the UNIMOT Group of 100% of shares in Lotos Terminale and the maximum term of the surety is until 31 December 2032.

On 30 June 2023, a Surety Agreement was entered into between Unimot Paliwa Sp. z o.o. and ORLEN S.A. securing ORLEN S.A.'s receivables from Unimot Investments Sp. z o.o. under the Conditional Master Sale Agreement dated 12 January 2022 ("Secured Agreement"). The maximum value of the security is PLN 180 million and the maximum term of the security expires on 31 December 2024.

On 19 July 2023, a bank guarantee in the amount of PLN 2.4 million was issued, with Unimot S.A. as guarantor, as security for proper performance of the agreement for the creation and maintenance of inventories of diesel, unleaded petrol and light fuel oil concluded between Unimot Paliwa Sp. z o.o. and PERN S.A. The guarantee is valid until 30 June 2024.

On 18 August 2023, Unimot S.A. issued a guarantee/surety (First Demand Guarantee), the beneficiary of which is ING Bank N.V. Amsterdam, Lancy Geneva branch. The guarantee secures the obligations of Unimot Paliwa Sp. z o.o. that may arise in connection with the Trade & Commodity Finance (TCF) Facility granted to the company. The maximum value of the security is USD 100 million. The security is valid for the entire duration of the bank financing, granted for an indefinite period. As at 30.09.2023, the utilisation balance of the secured facility is USD 0.

On 23 August 2023, Unimot S.A. issued a surety, the beneficiary of which is A/S Global Risk Management Ltd. The surety secures the obligations of Unimot Bitumen Sp. z o.o. that may arise in connection with the agreement (Master Agreement) signed with the beneficiary on 22 May 2023. The maximum amount of the surety is USD 2 million.

On 20 September 2023, Unimot S.A. signed an agreement with SBK Polska Sp. z o.o. under which it issued a surety for the liabilities under the commercial agreement between SBK Polska Sp. z o.o. and Unimot Commodities Sp. z o.o. The maximum amount of the security is PLN 6 million and the validity of the surety ends on 30.11.2023.

In addition, after the balance sheet date:

On 17 October 2023, Unimot S.A. issued a guarantee in favour of KUKE S.A., securing the liabilities of Unimot Paliwa Sp. z o.o. that may arise in connection with the General Agreement for the provision of State Treasury guaranteed payment insurance guarantees No. IN/GP/78/2023 signed between KUKE S.A. and Unimot Paliwa Sp. z o.o. General Agreement on granting payment insurance guarantees guaranteed by the State Treasury No. IN/GP/78/2023. The maximum value of the liability is PLN 288 million, the guarantee is valid until 31.12.2027. As at the date of publication of the report, no insurance guarantees have been issued under the General Agreement.

On 20 October 2023, an insurance guarantee was issued as security for receivables related to the performance of the business of trading liquid fuels with foreign countries by Unimot Energia i Gaz Sp. z o.o. The beneficiary of the guarantee is the Head of the Second Mazovian Tax Office in Warsaw. The maximum amount of the security is PLN 10 million, the validity period of the guarantee expires on 19.10.2025. The guarantee was granted under the signed with Allianz Trade / TU Euler Hermes S.A. Agreement for the provision of insurance guarantees under revolving limit no. 1546.

On 27 October 2023, an insurance performance bond (valid from 01.11.2023) was issued for the agreement between Unimot Energia i Gaz Sp. z o.o. and Polska Spółka Gazownictwa Sp. z o.o. (beneficiary of the guarantee). The maximum amount of the security is PLN 6.2 million, the validity period of the guarantee expires on 31.10.2024. The guarantee was granted under the signed with Allianz Trade / TU Euler Hermes S.A. Agreement for the provision of insurance guarantees within revolving limit No. 1546.

On 7 November 2023, Unimot S.A. issued a surety/guarantee (Parent Entity Guarantee) for the obligations of Unimot Paliwa Sp. z o.o. to Preem AB that may arise within the framework of commercial cooperation. The maximum amount of the security is USD 4 million, and the validity of the surety ends on 31.01.2027.

7.9. CURRENT AND PROJECTED FINANCIAL POSITION OF THE UNIMOT CG

The Unimot Group does not publish financial forecasts for future years, in addition, the Issuer's Management Board decided not to publish a forecast of consolidated adjusted EBITDA for 2023, taking into account external market factors beyond the Company's control, related to the high volatility and uncertainty of the fuel market situation caused by the ongoing armed conflict in Ukraine and the economic effects of sanctions on Russia and Belarus imposed in connection with this event.

7.10. TRANSACTIONS WITH RELATED PARTIES

In the current reporting period, transactions concluded in the Unimot Group with related companies concerned typical commercial transactions and business operations, carried out on an arm's-length basis.

No individual transactions between the Group and related parties were identified that were significant due to their unusual scope and value, with the exception of the one described below. These transactions mainly related to the purchase of materials and services for day-to-day operations: trading in liquid and gaseous fuels, trading in electricity, rental services.

In the third quarter of 2023, the UNIMOT Group carried out transactions with related parties:

- Unimot Express sp. z o.o. (parent entity),
- Zemadon Limited (a related entity of Unimot Express sp. z o.o.),
- Ammerviel Limited (a related entity of Unimot Express sp. z o.o.),
- Unimot Truck sp. z o.o. (a related entity of Unimot Express sp. z o.o.),
- GO & BIOGAS sp. z o.o. (a personally related entity of Unimot S.A.),
- U.C. Energy Ltd. (a personally related entity of Unimot S.A.).

Supplementary information on related party transactions is disclosed in note 2.16 of the Unimot Group's interim condensed financial statements for the third quarter of 2023.

7.11. SIGNIFICANT OFF-BALANCE SHEET ITEMS

There are no significant off-balance sheet items on Unimot Group's books, except for the contingent liabilities disclosed in the report.

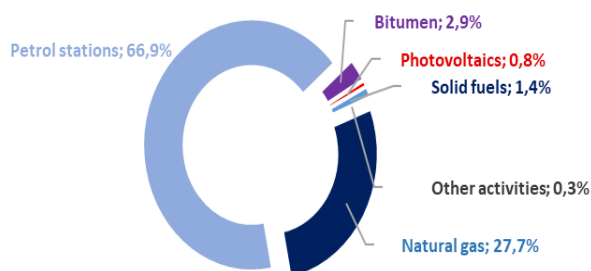
8. FINANCIAL SITUATION OF THE ISSUER UNIMOT S.A.

8.1. THE ISSUER'S BASIC PRODUCTS, GOODS AND SERVICES

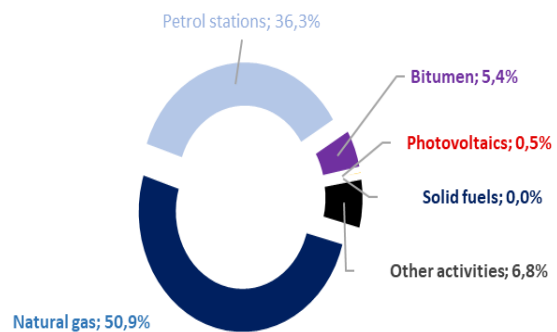
Standalone sales revenues and their structure by product group:

<i>in PLN thousand</i>	01.01.2023 30.09.2023	<i>Structure %</i>	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022
Natural gas	191 930	27,7%	29 845	477 505	128 122
Petrol stations	462 826	66,9%	174 147	340 918	116 663
Bitumen	20 223	2,9%	0	50 607	50 607
Photovoltaics	5 400	0,8%	1 190	4 882	1 152
Solid fuels	9 546	1,4%	1 342	0	0
Other activities	2 003	0,3%	338	64 255	0
Total	691 928	100,0%	206 862	938 167	296 544

Revenue structure for 3 quarters of 2023



Revenue structure for 3 quarters of 2022



8.2. STANDALONE STATEMENTS OF FINANCIAL PERFORMANCE AND OTHER TOTAL REVENUES

<i>in PLN thousand</i>	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022	Change % 2023/2022
Continuing operations					
Sales revenue	690 683	206 862	930 249	298 903	-31%
Profits/(losses) on financial instruments relating to fuel trading	1 245	2 407			
Cost of goods and materials sold	(643 950)	(192 485)	(881 245)	(280 693)	-31%
Gross profit/(loss) on sales	47 978	16 784	49 004	18 210	-8%
Other operating revenues	60 102	519	11 215	(591)	-188%
Selling costs	(51 818)	(20 612)	(66 169)	(26 979)	-24%
Overheads	(51 639)	(27 277)	(19 793)	(8 388)	225%
Other net profits / (losses)	337	151	(0)	(0)	
Other operating costs	(5 779)	(4 737)	(16 205)	(2 949)	61%
Operating profit/(loss)	(819)	(35 172)	(41 948)	(20 697)	70%
Financial income	1 838	(11 974)	247	182	
Financial costs	(40 471)	(29 525)	(7 035)	(1 057)	
Net financial revenues / (costs)	(38 633)	(41 499)	(6 788)	(875)	4643%
Profit/(loss) before tax	(39 452)	(76 671)	(48 736)	(21 572)	255%
Income tax	18 098	15 912	6 689	1 193	1234%
Net profit/(loss) for the reporting period from continuing operations	(21 354)	(60 759)	(42 047)	(20 379)	198%
Discontinued operations					
Net profit/(loss) for the reporting period from discontinued operations	-	-	112 124	(62 881)	-100%
Net profit/(loss) for the reporting period	(21 354)	(60 759)	70 077	(83 260)	-27%

In the third quarter of 2023, the Issuer generated sales revenues of PLN 209 269 thousand, which were by 31% down, i.e. (-) PLN 89 634 thousand, against the revenues generated in the corresponding period of 2022.

Costs of goods and materials sold in the third quarter of 2023 were down by 31%, i.e. PLN (-) 88,208 thousand, against the costs incurred in the same period of 2022.

The decrease in revenue and cost of goods sold in Q3 2023 was driven by changes in raw material prices and lower margins on goods. The increase in indirect costs, i.e. overheads and selling costs, was influenced by inflation, increased demand for services in support functions resulting from the increase in the scale of operations, acquisition costs (Unimot Commodities).

STRUCTURE OF COSTS BY TYPE

<i>in PLN thousand</i>	01.01.2023 30.09.2023	01.01.2022 30.09.2022	Change % 2023/2022	01.07.2023 30.09.2023	01.07.2022 30.09.2022	Change % 2023/2022
Depreciation of tangible fixed assets and intangible assets	(3 853)	(3 549)	9%	(1 759)	(1 619)	9%
Amortisation of right-of-use asset	(7 339)	(4 639)	58%	(2 247)	(2 264)	-1%
Consumption of materials and energy	(3 679)	(4 712)	-22%	(1 568)	(1 920)	-18%
Third-party services	(50 957)	(32 820)	55%	(18 919)	(14 445)	31%
Taxes and charges	(1 814)	(603)	201%	(655)	(141)	365%
Remunerations	(23 491)	(26 679)	-12%	(18 422)	(8 893)	107%

Social security and other benefits	(2 319)	(2 767)	-16%	(565)	(922)	-39%
Other costs by type	(10 025)	(11 764)	-15%	(3 754)	(3 921)	-4%
TOTAL COSTS BY TYPE	(103 477)	(87 533)	18%	(47 889)	(34 125)	40%
Cost of services, goods and materials sold	(643 950)	(881 245)	-27%	(192 485)	(280 693)	-31%
Change in inventories and prepaid costs	82	2051	-96%	703	(1 122)	-163%
Other	(62)	(480)	-87%	(703)	(120)	486%
Cost of services, goods and materials sold, selling costs and overheads	(747 407)	(967 207)	-23%	(240 374)	(316 060)	-24%

As at 30 September 2023, costs by type increased by 18% against the costs incurred in the same period of the previous year, amounting to PLN 15 944 thousand. The largest valuable changes occurred in the item of third-party services, which increased by more than 55%, amounting to PLN 18 137 thousand.

The increase in third-party service costs is mainly related to the increase in the number of Avia stations and their maintenance costs, as well as the costs of legal and advisory services related to the finalisation of the acquisition of additional assets relating to Lotos Terminals, and storage and freight costs related to the transport of bitumen and coal.

Salaries at Unimot S.A. at the end of the third quarter of 2023 were down by 12% against those reported in the corresponding period of 2022, which amounts to PLN 3 188 thousand. The decrease in remuneration is related to organisational changes that took place on 1 August 2022, when the organised part of Unimot S.A. was transferred to Unimot Paliwa sp. z o.o.

Employee benefits decreased by PLN 448 000 and were down by 16% against the first quarter of the previous year. These costs consist mainly of social security, as well as costs related to health care and employee training.

Taxes and fees increased by 201%, amounting to PLN 1,211 thousand, this item mainly comprises accrued property tax, tax on civil law transactions, paid concessions and fees for perpetual usufruct of land.

Depreciation and amortisation increased by 67%, amounting to PLN 3,004 thousand against the corresponding period of 2022. The increase in depreciation and amortisation is due to an increase in newly concluded contracts for the purchase or right of use of fixed assets.

In the third quarter of 2023, the cost of materials and energy consumption was down by 22% against the corresponding period of the previous year.

8.3. INTERIM STATEMENTS OF FINANCIAL POSITION

<i>in PLN thousand</i>	30.09.2023	31.12.2022	Percentage share in total assets
Fixed assets			
Tangible fixed assets	46 550	41 716	6%
Right to use assets	123 190	91 274	15%
Intangible assets	1 735	1 266	0%
Investments in subsidiaries	388 408	210 145	47%
Other financial assets	285	260	0%
Derivative financial instruments	0	7 835	0%
Long-term receivables	1 992	1 026	0%
Assets from contracts with customers	9 399	8 562	1%
Deferred tax assets	29 192	11 504	4%
Total fixed assets	600 751	373 588	73%
Current assets			
Inventories	89 917	20 742	11%
Assets from contracts with customers	2 767	3 094	0%
Trade and other receivables	61 502	112 018	8%
Other financial assets	15 809	126 109	2%
Derivative financial instruments	14 743	794	2%
Income tax receivables	0	5 872	0%
Cash and cash equivalents	32 703	67 348	4%
Other current assets	1 340	2 363	0%
Total current assets	218 781	338 339	27%
TOTAL ASSETS	819 532	711 927	100%

A vertical analysis of the balance sheet provides information about the structure. The vertical analysis of the balance sheet involves examining the relationships "vertically", i.e. separately within assets and liabilities. This examines the proportions of individual assets and sources of financing in total assets or total liabilities respectively. At the end of the third quarter of 2023, fixed assets accounted for 73% of the balance sheet total, while current assets accounted for 27% of the balance sheet total. These proportions have changed significantly compared to the figures as at 31 December 2022. (At the end of the third quarter of 2022, fixed assets accounted for 52% of the balance sheet total and current assets for 48%).

In the third quarter of 2023, the most significant changes occurred in the item investments in subsidiaries, which increased by 30%, amounting to PLN 178 263 thousand. These investments included shares in newly established companies, i.e. Unimot Investments, Unimot T1, Unimot B1 and Olavion.

Significant increases occurred in fixed assets in the item related to the right to use assets, due to the signing of new lease contracts. Trade receivables and cash and cash equivalents also increased. In terms of value, significant changes occurred in the items: other financial assets and short-term derivative financial instruments. The increase in this item was mainly due to the balance sheet valuation of derivatives. Other financial assets consist of restricted cash hedging future hedging transactions and restricted cash hedging natural gas trading transactions.

<i>in PLN thousand</i>	30.09.2023	31.12.2022	Percentage share in total assets
Equity			
Share capital	8 198	8 198	1%
Other capital	312 050	306 991	38%
Retained earnings and current year result	-20 491	117 732	-2%
Total equity	299 757	432 921	37%
Long-term liabilities			
Liabilities form loans, leases and other debt instruments	117 667	86 677	14%
Employee benefit obligations	92	92	0%
Derivative financial instruments	10 475	-	1%
Other liabilities	6 396	-	
Total long-term liabilities	134 630	86 769	16%
Short-term liabilities			
Overdraft facilities	64 097	52 695	8%
Liabilities from loans, borrowings, leases and other debt instruments	115 871	8 869	14%
Derivative financial instruments	14 471	13 268	2%
Employee benefit obligations	746	746	0%
Liabilities from contracts with customers	88	342	0%
Trade and other liabilities	190 291	116 317	23%
Total short-term liabilities	385 564	192 237	47%
Total liabilities	520 194	279 006	63%
TOTAL LIABILITIES	819 951	711 927	100%

Equity at the end of the third quarter of 2023 accounted for 37% of the balance sheet total and was down by 31% against the end of 2022, amounting to PLN (-) 133 583 thousand. The difference was mainly due to the previous year result and the current year, which amounted to PLN (-) 20,910 thousand at the end of September 2023 and PLN 117,732 thousand at the end of 2022. Long-term liabilities at the end of the first quarter represented 16% of the balance sheet total, while short-term liabilities represented 47% of the balance sheet total.

The increase in long-term liabilities from loans and other debt instruments was driven by an increase in liabilities from leases and loan agreements.

Short-term trade liabilities at the end of the third quarter of 2023 represented 47% of the balance sheet total and increased by 64%, relative to the end of 2022, amounting to PLN 73,974 thousand.

8.4. RATIO ANALYSIS OF THE ISSUER

The Group's ratio assessment presented below is based on the 2022 consolidated financial statements and the comparative period.

Liquidity

The following indicators were used to assess liquidity:

- **Current ratio - the ratio of current assets to current liabilities.** A ratio indicating the Group's ability to repay its current short-term liabilities in the medium term, i.e. after liquidating its inventory holdings, short-term financial assets, collecting short-term receivables and using cash.
- **Quick ratio - the ratio of current assets less inventories to current liabilities.** A ratio indicating the Group's ability to repay its current short-term liabilities in the short term, i.e. after liquidation of short-term financial assets, collection of short-term receivables and use of cash in bank accounts.
- **Cash flow ratio - the ratio of cash to short-term liabilities.** A ratio indicating the Group's ability to immediately repay its current short-term liabilities in the short term, i.e. using only the cash held in its bank accounts.

LIQUIDITY RATIOS	30.09.2023	31.12.2022	Change % 2023/2022
Current ratio	0,6	1,8	-68%
Quick liquidity ratio	0,3	1,7	-80%
Cash flow ratio	0,1	0,4	-79%

The current ratio at the end of September 2023 was 0.6 and is down by 68% against that calculated at the end of 2022. The quick ratio also fell by 80%, reaching 0.3 at the end of the third quarter of 2023. The cash ratio fell by 79% and was 0.1 at 30.09.2023. The levels of the ratios are strongly influenced by the change in the company's core business to holding activities and the ongoing reorganisation within the Group. This situation is of a temporary nature.

Profitability

The analysis of profitability is presented on the basis of a group of indicators allowing the Group to assess the effectiveness of its sales activities and the impact of individual cost groups on its financial result:

- **Profit rate on sales** - profitability on sales determines the effectiveness of the sales activities carried out, i.e. it allows us to determine the proportion of revenue remaining in the company to cover its operating costs - after taking into account the direct costs of sales. Similarly, this indicator allows us to determine the impact on the Group's result of the direct costs of sales made by it.
- **Gross profitability** - determines the efficiency of the Group's operations, i.e. it allows us to assess the portion of income remaining in the Group to cover tax, after taking into account the costs of financial activities and extraordinary events. Similarly, when interpreted in conjunction with the above profitability ratios, this indicator makes it possible to assess what proportion of the result is built up not by operating activities but by its financial activities or the impact of extraordinary events.
- **Net profitability** - determines the percentage of the Group's revenue that represents its net result, i.e. after covering all the costs of its operations: sales, operating, financial and payment of taxes.
- **ROE** - return on equity: the ratio of net profit to average equity during the financial year. The indicator allows investors to assess the effectiveness of the use of capital entrusted to the Group. It represents the percentage of funds generated by the Group (net profit) that can be paid out in the form of dividends to the capital contributed by investors plus the portion of funds generated by the Group in previous years (equity).
- **ROA** - return on total assets: the ratio of net profit to average assets during the financial year. The ratio allows investors to assess the efficiency of the Group's use of all its assets.

PROFITABILITY INDICATORS	01.01.2023 30.09.2023	01.01.2022 30.09.2022	Change p.p. 2023/2022
ROA	-2,6%	-4,7%	2,1
ROE	-7,1%	-10,9%	3,8

RATE OF PROFIT ON SALES	6,9%	5,3%	1,7
EBIT PROFITABILITY	-11,3%	-6%	-5,3
EBITDA PROFITABILITY	-1,9%	-4%	1,7
NET PROFITABILITY	-3,1%	-4,52%	1,4

In the third quarter of 2023, the Issuer recorded decreases in profitability ratios: ROA reached -2.6% and was up by 2.1 p.p. against the ratio achieved in the corresponding period of 2022), while ROE reached -7.1%, up by 3.8 p.p. against 2022. The profit on sales rate for the nine months of 2023 was 6.9%, up by 1.7 p.p. against the result achieved in the corresponding period of 2022. EBIT profitability was -11.3%, down by 5.3 p.p. against the corresponding period. The EBITDA and net profitability ratios in 2023 were -1.9% and -3.1%, respectively, slightly higher than the ratios presented in the corresponding period of 2022.

Performance

The following indicators were used to assess performance:

- **Receivables turnover (in days):** ratio of trade receivables at the end of the financial year to net sales revenue x 270 days. The ratio determines the average period, defined in days, after which receivables from invoices issued by the Group are collected. In the general case, the aim should be to minimise this ratio.
- **Short-term liabilities turnover (in days):** Ratio of current liabilities to suppliers at the end of the financial year to net sales revenue x 270 days. The ratio represents the average period, defined in days, after which the Group's liabilities are repaid. Efforts should be made to maximise this ratio.
- **Inventory turnover (in days):** Ratio of average inventory at the end of the financial year to net sales revenue x 270 days. The ratio represents the average period, defined in days, over which the Group holds inventories before selling them. For reasons of efficiency, efforts should be made to minimise this ratio.

PERFORMANCE RATIOS	01.01.2023 30.09.2023	01.07.2023 30.09.2023	01.01.2022 30.09.2022	01.07.2022 30.09.2022	Change 2023/2022 (days)
Turnover of trade receivables (in days)	24	26	76	79	-52
Turnover of trade liabilities (in days)	74	82	69	72	5
Inventory turnover (in days)	35	39	10	10	25
Inventory turnover (in days) adjusted by compulsory reserve	34	38	8	9	25

The receivables turnover ratio calculated in days was 24 days at the end of the third quarter of 2023 (at the end of 2022 -76 days), a reduction of 52 days. The liabilities turnover ratio at the end of the third quarter was 74 days, which means that liabilities were paid 5 days longer than in the same period of 2022. The inventory turnover period was prolonged by 25 days.

30.09.2023

Cash to Cash = inventory cycle + receivables cycle - liabilities cycle.

Cash to Cash = 35 days + 24 days - 74 days = -15 days.

Adjusted for the value of the compulsory reserve, the cash cycle is:

Cash to Cash = 34 days + 24 days - 74 days = -16 days.

30.09.2022

Cash to Cash = inventory cycle + receivables cycle - liabilities cycle.

Cash to Cash = 10 days + 76 days - 69 days = 17 days.

Adjusted for the value of the compulsory reserve, the cash cycle is:

Cash to Cash = 8 days + 76 days - 69 days = 15 days.

The cash-to-cash ratio was -15 days in the third quarter of 2023 (-16 days adjusted for compulsory reserve), while at the end of 2022 it was 17 days (15 days adjusted).

Debt assessment

The Group's indebtedness was assessed based on the following indicators:

- **Asset coverage ratio:** the ratio of total equity to total assets. The ratio indicates the extent to which the Group's assets are covered by the equity it holds.
- **Overall debt ratio:** the ratio of total liabilities to total assets. The ratio indicates to what extent the Group's assets have been financed by its debt.

DEBT RATIOS	30.09.2023	31.12.2022	Change p.p. 2023/2022
Total debt ratio	63%	40%	23
Asset coverage ratio	37%	61%	-24
Equity to fixed assets ratio	50%	116%	-66
Total debt ratio adjusted for the loan for compulsory reserve	63%	40%	23

The total debt ratio was 63% compared to 38% as at 31.12.2022. The equity to fixed assets ratio reached 50% and was down by 66 p.p. against that published at the end of 2022. The asset coverage ratio reached 37% and was down by 24 p.p. against that reported at the end of 2022.

8.5. BORROWINGS

Analysis of credit and loan agreements as at 30.09.2023 in PLN thousand

Name of financing company	Long-term part	Short-term part	Carrying amount	Currency of the loan/ Loans and interest index	Type of commitment	Date of award	Duration of contract
Bank Ochrony Środowiska S.A.	-	35 509	35 509	PLN WIBOR3M	Revolving credit/overdraft facility	29.06.2021	19.06.2025
Bank Millennium S.A.	-	28 588	28 588	PLN WIBOR1M	Umbrella overdraft facility	25.11.2019	19.02.2024
PKO Faktoring S.A.	-	-	-	PLN/EUR VIBOR1M/EURIBOR1M	Factoring limit	22.06.2020	for an indefinite period
Unimot Paliwa sp. z o.o.	-	106 472	106 472	PLN/EUR/USD/ VIBOR3M/EURIBOR3M/ SOFR3M	Loan agreement within the limit	24.05.2022	for an indefinite period
Total	-	170 569	170 569				

On 20.06.2023, Annex No. 3 to the Renewable Loan Agreement concluded with Bank Ochrony Środowiska S.A. was signed, the repayment date was set at 19.06.2025.

As at 30.06.2023, the Umbrella Loan Agreement with Bank Millennium S.A. remained active, with a repayment date set for 19.02.2024.

On 20 June 2023, the Reverse Factoring Line Agreement with Bank Ochrony Środowiska S.A. was transferred to Unimot Paliwa sp. z o.o..

Unimot S.A. will make use of a limit in a loan line with a limit of PLN 300,000 thousand in Unimot Paliwa. The value of the liability including interest to Unimot Paliwa as at 30.09.2023 amounts to PLN 106,472 thousand .

Safeguards:

Revolving credit/overdraft agreement with BOŚ Bank S.A.:

- power of attorney to dispose of accounts, with the exception of the account opened by the Bank to handle VAT under the split payment mechanism,

- a financial pledge with an offsetting clause on the rights to funds deposited on the BOŚ S.A. client's accounts, with the exception of the account opened by the Bank to handle VAT under the split payment mechanism,
- blank promissory note with declaration,
- PLG FGP BGK guarantee of up to 80% of the loan amount, i.e. PLN 35.2 million,
- a declaration of submission to enforcement,
- accession to the debt of Unimot S.A. by Unimot Paliwa sp. z o.o.

Umbrella overdraft agreement with Bank Millennium:

- declaration of submission to enforcement,
- pledge of cash,
- Joint mortgage up to PLN 3,450,000 on real estate owned by Unimot Express sp. z o. o. Częstochowa, ul. Dębowa 30/32 KW nr CZ1C/00098173/8, Częstochowa, ul. Ześląnców Sybiru 2/4 KW nr CZ1C/00097619/0 together with assignment of rights from the insurance agreement,
- joint mortgage up to PLN 8,500,000 on real estate owned by Unimot Express sp. z o. o. Siewierz KW nr CZ1Z/00049073/9, Siewierz ul. Warszawska 89 KW nr CZ1Z/00049074/6, Siewierz KW nr CZ1Z/00045613/9 together with assignment of rights from the insurance contract,
- declaration of Unimot Express sp. z o. o. on submission to enforcement against property (real estate) up to the amounts of PLN 8,500,000 and PLN 3,450,000,
- registered and financial pledge on PLN, EUR, USD accounts,
- registered pledge on account receivables,
- joint mortgage up to the amount of PLN 16,000,000 on real estate belonging to: Unimot S.A., located in Zawadzkie KW no. OP1S/00055303/2, Unimot Express sp. z o. o., located in Częstochowa, ul. Torowa 3B KW no. CZ1C/00098541/9 together with assignment of rights from the insurance agreement,
- security transfer;
- cross-guarantees of the entities benefiting from the limit.

Factoring limit agreement with recourse and non-recourse concluded with PKO Factoring S.A.:

- tripartite agreement to the Receivables Insurance Policy concluded by the Customer, the Factor and Compagnie Francaise D'Assurance Pour Le Commerce Exterieur S.A. Branch in Poland.

Analysis of leases as at 30.09.2023:

Contract type	Long-term part	Short-term part	Carrying amount at 30.09.2023	Currency	Type of commitment	Date of award	Duration of contract:
Lease contracts for means of transport	1 710	1 362	3 072	PLN	leasing	31.07.2020	31.12.2025
Lease contracts relating to leases	115 635	7 989	123 624	PLN	leasing	24.11.2014	31.01.2042
Leasing contracts for photovoltaic equipment	322	48	370	PLN	leasing	19.10.2022	25.10.2029
Total	117 667	9 399	127 066				

*Data in PLN thousand

On 30 September 2023, THE Parent Entity had financial liabilities under concluded lease contracts in the amount of PLN 127,066 thousand. The subject of the lease contracts were mainly agreements concerning the lease of office properties and petrol stations, as well as lease contracts concerning means of transport. The value of lease liabilities relating to photovoltaic installations amounted to PLN 370 thousand.

Schedule of repayment of lease obligations:

<i>in PLN thousand</i>	Lease payments	Interest	Capital	Lease payments	Interest	Capital
	30.09.2023			31.12.2022		
up to one year	17 550	7 841	9 399	12 219	4 624	7 595
1 to 5 years	59 428	25 707	33 721	39 846	14 962	24 884
Over 5 years	109 462	25 826	83 946	78 312	16 519	61 793
Total	186 440	59 374	127 066	130 377	36 105	94 272

8.6. LOANS AND BORROWINGS GRANTED
Loans granted by Unimot S.A. in the third quarter of 2023:

- Unimot S.A. granted a loan to P2T sp. z o.o. in the amount of PLN 1,503 thousand. The interest rate is WIBOR 3M + margin.
- In the first half of the year, Unimot S.A. granted a loan to Partner4Sky sp. z o.o. in the amount of PLN 1,000 thousand. The interest rate is WIBOR 3M + margin. The loan is still active.

Loans granted before 31 December 2022 but still active:

- Unimot S.A. granted loans to Unimot Paliwa sp. z o.o. in the total amount of PLN 264,400 thousand, USD 40,000 thousand and EUR 13,750 thousand under a loan facility. The interest rate is WIBOR 3M / EURIBOR 3M / SOFR 3M + margin. As at the balance sheet date, the balance is equal to 0.
 - Unimot S.A. granted a loan to Operator Klastra Energii sp. z o.o. in the total amount of PLN 360 thousand. The borrower is obliged to repay the loan within one year of receipt, i.e. the amount of PLN 180 thousand by 04.07.2022 and the amount of PLN 180 thousand by 10.11.2023. As at the balance sheet date, PLN 360 thousand remained to be repaid. The margin indicated in the agreement is fixed.
 - Unimot S.A. granted loans to Blue LNG sp. z o.o. for a total of PLN 2 106 thousand. As at the balance sheet date, a total of PLN 104 thousand remains to be repaid. The lender is obliged to repay the debt by 31.12.2023.
 - Unimot S.A. granted a loan to Unimot Ukraina sp. z o.o. in the amount of EUR 150 thousand. As at the balance sheet date, EUR 100 thousand remains to be repaid. The borrower is obliged to repay the loan in full by 10.08.2024.
- In calculating the margins used in the loan agreements, particular consideration was given to the fact that the loans were granted without material collateral, without preparatory or other fees and commissions. Lenders in the unsecured lending market take into account the fact that there is no hard collateral by requiring a higher interest rate, which reflects the higher degree of risk incurred.

8.7. SURETIES AND GUARANTEES GRANTED

<i>in PLN/EUR/USD thousand</i>	As at 30.09.2023			As at 31.12.2022		
	PLN	EUR	USD	PLN	EUR	USD
Parent Entity's own contingent liabilities	0	0	0	356	3 500	-
insurance guarantees provided as security for excise duty	-	-	-	-	-	-
performance bonds and trade limits	-	-	-	356	3 500	-
Contingent liabilities relating to related parties issued by the Parent Entity	353 359	24 000	2 000	65 127	25 000	3 600
sureties issued in respect of insurance guarantees given as security for excise duties	205 000	-	-	13 100	-	-
sureties issued for insurance guarantees lodged as concession security	27 000	-	-	27 000	-	-
surety for performance bonds and trade limits	121 359	24 000	2 000	25 027	25 000	3 600
loan guarantees	-	-	-	-	-	-
Summary	353 359	24 000	2 000	65 483	28 500	3 600

The amount of guarantees relating to Unimot S.A.'s liabilities issued in the course of ongoing operations as at 30 September 2023 was PLN 0 and as at 31 December 2022 was, respectively: PLN 0.4 million and EUR 3.5 million

The Parent Entity provided sureties for insurance guarantees as collateral for public-law liabilities, performance bonds and guarantees for performance bonds and trade limits, and sureties for performance bonds and trade limits for a total of PLN 353.4 million, EUR 24.0 million and USD 2.0 million as at 30 September 2023 (compared with PLN 353.4 million, EUR 24.0 million and USD 2.0 million as at 31 December 2022: PLN 65.5 million PLN 25.0 million EUR and USD 3.6 million).

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 10 March 2023 with Sopockie Towarzystwo Ubezpieczeń ERGO Hestia S.A. to secure payment of excise tax and fuel charges by Unimot Paliwa Sp. z o.o. The amount of the guarantee is PLN 30 million and its validity period is from 11.04.2023 to 10.04.2024. The beneficiary of the guarantee is the Head of the Tax Office in Pruszków.

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 24 March 2023 with UNIQA Towarzystwo Ubezpieczeń S.A. to secure the payment of excise tax and fuel charges by Unimot Paliwa Sp. z o.o. The amount of the guarantee is PLN 25 million and its validity period is from 11.04.2023 to 10.04.2024. The beneficiary of the guarantee is the Head of the Tax Office in Pruszków.

Unimot S.A. is the guarantor of obligations under the Insurance Guarantee Agreement concluded on 14 March 2023 with Sopockie Towarzystwo Ubezpieczeń ERGO Hestia S.A. to secure the payment of excise tax and fuel charges by Unimot Terminale S.A. (Formerly Lotos Terminale SA effective upon the acquisition by Unimot Investments sp. z o.o. of 100 per cent of Lotos Terminale shares). The amount of the guarantee is PLN 150 million and its validity period is from 01.04.2023 to 31.03.2024. The beneficiary of the guarantee is the Head of the 2nd Tax Office in Bielsko-Biała.

Unimot S.A. has guaranteed the payment by Unimot Investments Sp. z o.o. to Orlen S.A. (PKN Orlen S.A.) of such amounts as may arise under the agreement for the acquisition of shares in Lotos Terminale S.A. (SPA) dated 12 January 2022 and the agreement concerning the lease and settlement of investment expenditures in Szczecin dated 12 January 2022. The maximum amount of the surety is PLN 6 million and the maximum term of the surety is 31 December 2032.

On 1 December 2022, an agreement was concluded for the provision of real estate and settlement of capital expenditures related to the implementation of the investment in the fuel terminal in Szczecin. The agreement was concluded between PKN Orlen and Lotos Terminale with Unimot S.A. and Unimot Investments Sp. z o.o. as guarantors. Under the agreement, Unimot S.A. and Unimot Investments provided joint and several surety for the payment by Lotos Terminale to Orlen S.A. (PKN Orlen S.A.) the amount of the settlement of expenditures and incidental receivables agreed in the agreement up to a maximum amount of PLN 78 million. The surety came into effect on the date of completion of the transaction of acquisition by UNIMOT Group of 100% of shares in Lotos Terminale and the maximum term of the surety is 31 December 2032.

On 19 July 2023, a bank guarantee in the amount of PLN 2.4 million was issued, with Unimot S.A. as guarantor, as security for proper performance of the agreement for the creation and maintenance of reserves of diesel, unleaded petrol and light fuel oil concluded between Unimot Paliwa Sp. z o.o. and PERN S.A. The guarantee is valid until 30 June 2024.

On 18 August 2023, Unimot S.A. issued a guarantee/surety (First Demand Guarantee), the beneficiary of which is ING Bank N.V. Amsterdam, Lancy Geneva branch. The guarantee secures the obligations of Unimot Paliwa Sp. z o.o. that may arise in connection with the Trade & Commodity Finance (TCF) Facility granted to the company. The maximum value of the security is USD 100 million. The security is valid for the entire duration of the bank financing, granted for an indefinite period. As at 30.09.2023, the utilisation balance of the secured facility is USD 0

On 23 August 2023, Unimot S.A. issued a surety, the beneficiary of which is A/S Global Risk Management Ltd. The surety secures the obligations of Unimot Bitumen Sp. z o.o. that may arise in connection with the agreement (Master Agreement) signed with the beneficiary on 22 May 2023. The maximum amount of the surety is USD 2 million.

On 20 September 2023, Unimot S.A. signed an agreement with SBK Polska Sp. z o.o. under which it issued a surety for the liabilities under the commercial agreement between SBK Polska Sp. z o.o. and Unimot Commodities Sp. z o.o. The maximum amount of the security is PLN 6 million and the validity of the surety ends on 30.11.2023.

In addition, after the balance sheet date:

On 17 October 2023, Unimot S.A. issued a guarantee in favour of KUKA S.A., securing the liabilities of Unimot Paliwa Sp. z o.o. that may arise in connection with the General Agreement for the provision of State Treasury guaranteed payment insurance guarantees No. IN/GP/78/2023 signed between KUKA S.A. and Unimot Paliwa Sp. z o.o. General Agreement on granting payment insurance guarantees guaranteed by the State Treasury No. IN/GP/78/2023. The maximum value of the liability is PLN 288 million, the guarantee is valid until 31.12.2027. Until the date of publication of the interim report, no insurance guarantees have been issued under the General Agreement.



8.8. SIGNIFICANT OFF-BALANCE SHEET ITEMS

There are no significant off-balance sheet items on Unimot S.A.'s books, with the exception of the contingent liabilities disclosed in the report.

9. APPROVAL OF THE MANAGEMENT BOARD'S REPORT ON THE UNIMOT GROUP'S OPERATIONS

The Management Board of Unimot S.A. declares that this report entitled Report on the operations of the Unimot Group and Unimot S.A. for the three quarters of 2023 ended 30 September 2023 provides a true picture of the development, achievements and situation of the Unimot Group and Unimot S.A., including a description of the main threats and risks, and was approved for publication and signed by the Management Board of Unimot S.A. on 22 November 2023.

.....

Adam Sikorski

President of the Management Board

.....

Filip Kuropatwa

Vice-President of the Management Board

.....

Robert Brzozowski

Vice-President of the Management Board