

Description/partial transcript of the meeting held on 21 April 2023 following the publication of the UNIMOT Group's financial results for 2022.



Skonsolidowane wyniki finansowe Grupy UNIMOT za 2022 rok

Consolidated Financial Results of the UNIMOT Group for 2022

21 kwietnia 2023 r. / 21 April 2023



Representatives of UNIMOT:

- Filip Kuropatwa, Vice-president of the Management Board for Financial Affairs
- Robert Brzozowski, Vice-president of the Management Board for Commercial Affairs
- Mirosław Szczygielski, Director of Investor Relations

PODSTAWOWE DANE FINANSOWE I OPERACYJNE ZA 2022 KEY FINANCIAL AND OPERATIONAL DATA FOR 2022

 Przychody ze sprzedaży <i>Revenues on sales</i> 13 369 mln zł	 EBITDA skorygowana** <i>Adjusted EBITDA**</i> 514 mln zł	 EBITDA* 502 mln zł	 Zysk netto <i>Net profit</i> 374 mln zł
 Wolumen sprzedaży ON&BIO <i>Diesel&BIO sales volume</i> 1 784 tys./thous. m³	 Wolumen sprzedaży gazu LPG <i>LPG sales volume</i> 257 tys./thous. Mg	 Wolumen sprzedaży gazu ziemnego <i>Natural gas sales volume</i> 1 066 GWh	 Wolumen sprzedaży energii elektrycznej <i>Electricity sales volume</i> 2 546 GWh




 Liczba stacji AVIA
Number of AVIA stations
106


 Wolumen sprzedaży paliw na stacjach własnych
Sales volume at own stations
75 464 m³

- + Rekordowe wyniki finansowe uzyskane dzięki efektywnemu wykorzystaniu sytuacji rynkowych
High record financial results generated due to effective use of market situations
- + Dywersyfikacja dostaw paliw płynnych
Diversification of liquid fuel supplies
- Duża niepewność na rynkach globalnych
High uncertainty on global markets

* EBITDA zmiennym kosztem wyprodukowanych produktów, nie uwzględniając kosztów amortyzacji i kosztów finansowania. ** EBITDA skorygowana. EBITDA (D). EBITDA skorygowana w odniesieniu do kosztów paliw (głównie gaz ziemny, ropa naftowa i produkty energetyczne), kosztów operacyjnych w odniesieniu do kosztów sprzedaży i kosztów ogólnych (głównie koszt sprzedaży i koszt ogólny).

* EBITDA. Earnings before Interest, Taxes, Depreciation and Amortization. ** Adjusted EBITDA. EBITDA (D). EBITDA adjusted for the impact of revenues of liquid and gaseous fuels, revenues and other energy products, free profits of costs and revenues related to liquid and gaseous fuels, trade costs of energy products, as well as other non-accounting events.

Filip Kuropatwa

It is my pleasure to host this presentation for you. We will summarise the results for 2022. We are very pleased and pleased to report that this is a record year in the history of the UNIMOT Group. The increase in sales revenues was due to an increase in volumes in the market, but also an increase in prices, which we always emphasise in our case. The record-breaking adjusted EBITDA of PLN 514 million, and the accounting EBITDA of PLN 502 million, are very pleasing to us, given the turbulent year, which I will discuss further. Net profit of PLN 374 million. We saw an increase in sales volumes in diesel and biofuels, but also in LPG. We were active on the natural gas and electricity trading market. We are developing the AVIA chain - we ended the year with 106 stations in Poland and with sales approaching 80,000 m³ per year.

INWESTYCJE GRUPY UNIMOT
INVESTMENTS OF UNIMOT GROUP

- 1** **Nabycie spółki Lotos Terminale**
Acquisition of Lotos Terminale
- 2** **Nabycie 90 proc. spółki Olavion**
Acquisition of 90 percent of Olavion
- 3** **Nabycie cystern kolejowych o łącznej pojemności ponad 18 tys. m³**
Acquisition of fuel railcars with a total capacity of over 18,000 cubic metres

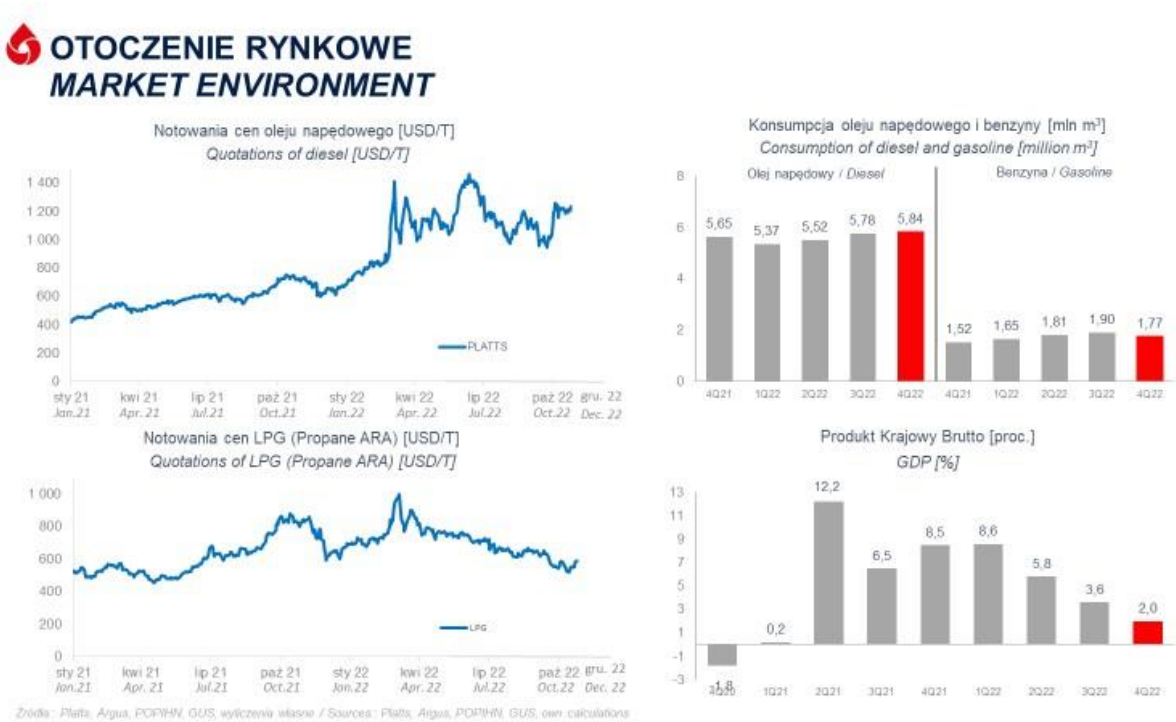
#1
Wzmocnienie potencjału Grupy UNIMOT do dalszego rozwoju i ekspansji na rynku surowców energetycznych
Strengthening the potential of UNIMOT Group for further development and expansion on the energy resources market

#2
Dywersyfikacja źródeł przychodów
Diversification of revenue sources

#3
Dodatkowa wartość dodana dla akcjonariuszy
Additional added value for shareholders

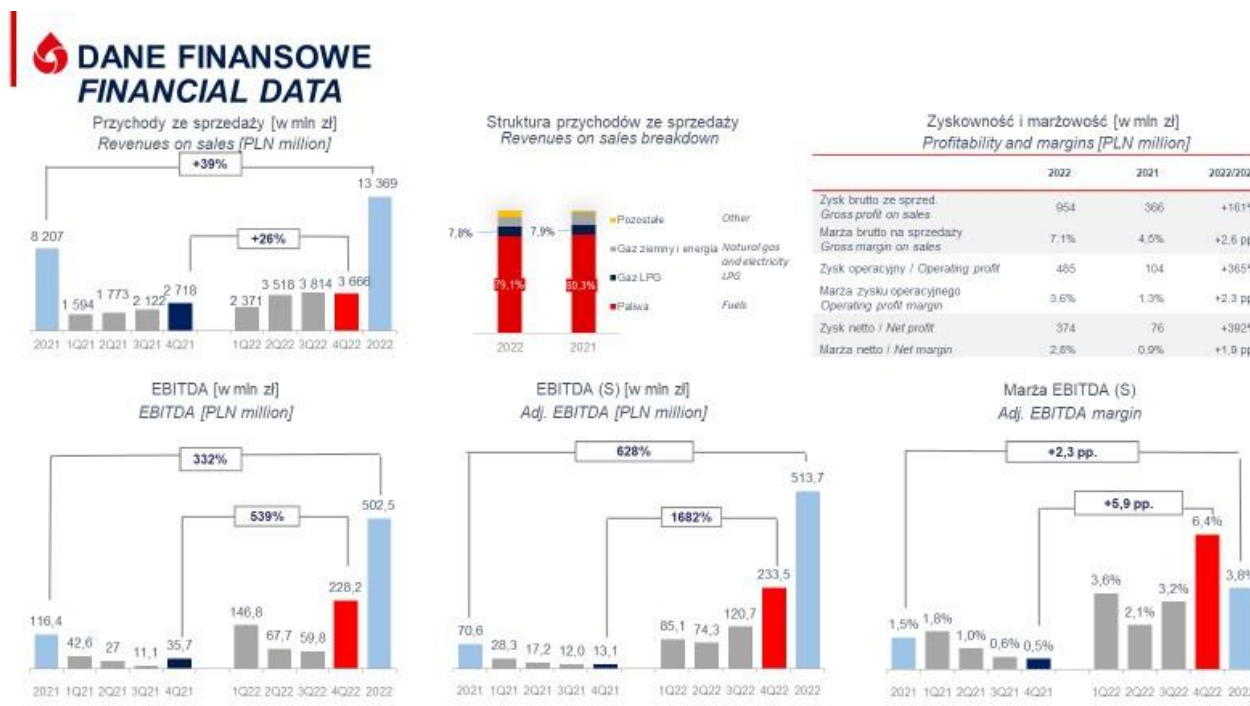
Filip Kuropatwa

The slide shows three important events that were taking place throughout 2022 but were finalised in 2023. They changed our business and the image of the Company. The first transaction, the most important one, which we started working on back in 2021, was the acquisition of Lotos Terminale, which is nine fuel terminals and a bitumen business. This acquisition consumed our organisational capacity and it also, I am probably getting ahead of the questions, affected costs. We brought the project to a conclusion and in April we already took control of the company and Lotos Terminale is already in our Group. The second important event was the acquisition of 90% of the shares in Olavion, in fact it is to some extent a 100% acquisition, only 10% will be acquired deferred. With this transaction we will extend the value chain. The year 2022 showed clearly that logistics is a key element in this business. We have worked with Olavion for years and have always known that it is truly the most efficient company providing freight services to us on the railways. Therefore, we were keen to seize the opportunity. The third event improving our logistics and consolidating our position in this market was the acquisition of rail tankers. We decided to do this due to the fact that this rolling stock was in short supply. This was a consequence of the supply of goods from Poland to Ukraine, a decrease in the rotation on the railways due to greater transport throughout the country. To some extent, the acquisition of rolling stock enabled us to generate a result last year. The year 2022 was characterised by high unit margins, but also by logistical shortages. That is, whoever had this logistics was able to realise higher volumes.



Filip Kuropatwa

The year 2022 was marked by the war in Ukraine and sanctions, high market volatility that was quoted in the market. We started the year with a fairly stable market. Of course, it was already rising, driven by the post-pandemic demand. But the war in Ukraine brought this volatility to higher levels, as can be seen in the charts of diesel prices or LPG prices. At one point we almost doubled prices year-on-year when it came to fuels. The same thing happened on LPG. These markets have stabilised to some extent and we are seeing a downward trend. Fuel consumption in the domestic market in 2022 was very good. I will emphasise all the time that diesel consumption is highly correlated with GDP. The economy was on an upward trajectory in 2022, this was also reflected in consumption.



Filip Kuropatwa

The increase in revenue was due to two factors - price increases and product volumes sold. In terms of revenue structure, there were no major changes in 2022. There will be changes in 2023, when the revenue structure and EBITDA will start to be affected by the acquired Lotos Terminale assets and other businesses we have acquired. Diversification will then increase.

EBITDA VS. EBITDA SKORYGOWANA EBITDA VS. ADJUSTED EBITDA



Bez istotnej różnicy pomiędzy EBITDA i EBITDA Skorygowana

No significant difference between EBITDA and Adjusted EBITDA

8

Filip Kuropatwa

Adjusted EBITDA versus booked EBITDA - we did not record significant differences in the levels of these indicators. Towards the end of the year they started to converge. Due to the Group's reorganisation, we ended the year with a fairly low level of compulsory reserve, so the impact on EBITDA is lower.

GŁÓWNE PRZYCZYNY WZROSTU WYNIKÓW SKONSOLIDOWANYCH R/R PRIMARY REASONS FOR HIGHER CONSOLIDATED RESULTS Y/Y

2022 [w mln zł / in PLN million]



EBITDA skorygowana w 2022: Adj. EBITDA in 2022: 513,7 mln zł	
ON+Bio / Diesel+Bio	436,0
Gaz LPG / LPG	69,2
Stacje Paliw / Petrol stations	4,0
Gaz Ziarny / Natural gas	28,3
UEiG / UEiG	2,2
Tradea / Tradea	45,6
Spółki Gazowe / Natural gas companies	1,3
Produkty Ropopochodne / Petroleum products	1,9
Fotowoltaika / Photovoltaics	1,4
Centrum korp. i nowe projekty / Corporate centre and new projects	-76,2

Podjęcie zarządcze / Managerial approach

9

Filip Kuropatwa

There are four main segments that are dependent on market volatility, namely diesel and BIO, LPG, natural gas and electricity. The increase in costs in the corporate centre is related to the Lotos Terminale acquisition project, to the bonus system, which is EBITDA-based at UNIMOT, and also to humanitarian aid - we have been helping Ukraine all year on quite a large scale.

ZADŁUŻENIE I FINANSOWANIE DEBT AND FINANCING

Linie kredytowe na 31.12.2022 / Credit lines as at 31.12.2022

Główne banki Major banks	Łączny limit kredytowy* Total credit limit**	Główne kowenanty (zależne od banku) Major covenants (bank-dependent)	Odnowienie Renewal
mBank, ING Bank Śląski, Bank Millennium, PKO BP, BOŚ	258,5 mln PLN** 35,0 mln USD	Wskaźnik płynności bieżącej, wskaźnik zysku netto, wskaźnik zysku ze sprzedaży, EBITDA/odsetki, wskaźnik kapitałów własnych do sumy bilansowej. Current liquidity ratio, net profit ratio, profit on sales ratio, EBITDA/interests, net debt ratio/EBITDA, equity to balance sheet total ratio	Główne linie kredytowe odnawiane corocznie. Pozostałe na okres zgodny z harmonogramem inwestycji (infrastruktura gazu ziemnego). Main credit facilities are renewed every year. The other ones – for periods compliant with the investment schedule (natural gas infrastructure)

[mln zł] 31.12.2022			
Bankowe zadłużenie ogółem*** Bank debt in total***	209,2	Dostateczne limity kredytowe i wysoką płynność Sufficient credit limits and high liquidity	Marża od zobowiązań z tytułu kredytów, pożyczek oraz innych instrumentów dłużnych zależy od zmiennej stopy procentowej, do której się odnosi. Analiza przedziałowa marży UNIMOT S.A.
Wskaźnik płynności bieżącej Current liquidity ratio	1,6	Utrzymujemy najwyższy jakościowo poziom współpracy z ubezpieczycielami: Atradius, Euler Hermes, KUKE, Coface , przy wsparciu brokerskim ze strony Marsh Polska	Margin of liabilities due to credits, loans and other debt instruments depends on variable interest rate it refers to. Interval analysis of UNIMOT S.A. margin:
Wskaźnik płynności szybkiej Quick liquidity ratio	1,3	<i>We maintain top quality level of cooperation with the insurers: Atradius, Euler Hermes, KUKE, Coface, with the brokerage support from Marsh Polska</i>	<ul style="list-style-type: none"> • WIBOR 1M – marża na poziomie / margin at the level of 1,0 -1,4 p.p. • LIBOR / SOFR 1M – marża w przedziale / margin in the interval of 1,35 -1,8 p.p. • WIBOR 3M – marża na poziomie / margin at the level 1,4 p.p. • EURIBOR 1M – marża w przedziale / margin in the interval of 1,3-1,5 p.p.
Wskaźnik płynności gotówkowej Cash liquidity ratio	0,4		

Powyższa informacja nie uwzględnia finansowania związanego z transakcją nabycia aktywów Lotos Terminale S.A. przez Unimot Investments Sp. z o.o.

The above information does not include financing related to the acquisition of Lotos Terminale S.A. assets by Unimot Investments Sp. z o.o.

* z uwzględnieniem linii trade finance finansujących wybrane kontrakty zakupowe. ** w tym BOŚ faktoring 50,0 mln zł. *** w tym BOŚ faktoring 42,5 mln zł

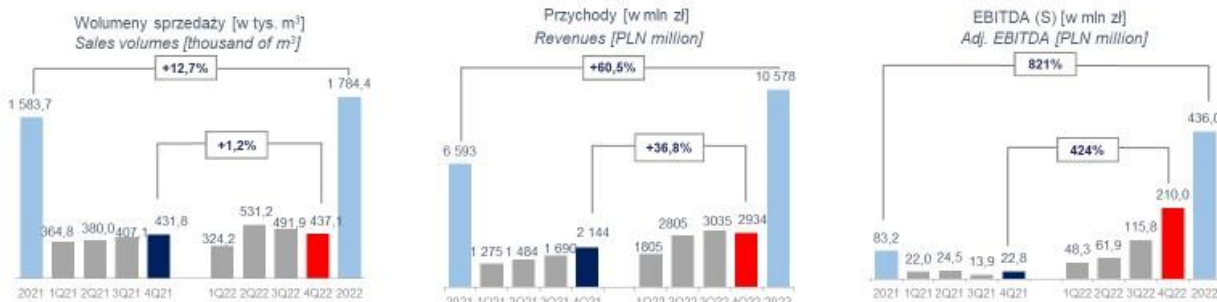
* including trade finance lines financing selected purchase contracts** including BOŚ factoring PLN 50.0 million *** including BOŚ factoring PLN 42.5 million

11

Filip Kuropatwa

With regard to debt and financing levels, no major changes can be seen at the end of 2022. But from the beginning of 2023, we have started discussions with the financial sector regarding an increase in financing possibilities. This is related to the future compulsory reserve and trade financing, as it will require more working capital. Therefore, the picture will change in the first half of 2023.

SEGMENT ON+**BIO** DIESEL+**BIO** SEGMENT



4 kwartał 2022 r. / 4Q 2022

- Sytuacja rynkowa ► duża niepewność związana z zaplanowanym na 5 lutego 2023 r. wprowadzeniem embarga na produkty ropopochodne i powrotem VAT na paliwa w Polsce od 1 stycznia 2023 r. spowodowały wzrost popytu oraz marży
Market situation ► high uncertainty related to the embargo on petroleum products scheduled for 5 February 2023 and the return of VAT on fuel in Poland from 1 January 2023 resulted in an increase in demand and margins
- Logistyka ► utrzymujące się problemy z dostępnością mocy przewozowych wywołały dodatkowy wzrost marży
Logistics ► persistent problems with availability of transport capacity have resulted in additional margin increase
- Sprzedaż ► wysoka sprzedaż paliw wspomagana eksportem do Ukrainy, który w ostatnim kwartale 2022 r. wyraźnie wyhamował
Sale ► high fuel sales supported by exports to Ukraine, which slowed down noticeably in the last quarter of 2022

13

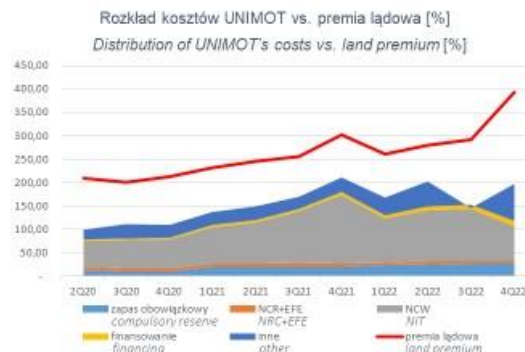
Filip Kuropatwa

Fuel segment, broadly defined, i.e. diesel and biofuels. The 2022 started on a fairly stable level, with low margins. Then the outbreak of war in Ukraine caused a gigantic increase in demand for fuels related to the panic effect on the market, which increased margins. Then, the Polish market started to export fuels to Ukraine. The Ukrainian market, in a short period of time, switched to fuel supply from Poland, Romania, Hungary and Slovakia. Poland and Romania play the largest role. UNIMOT was able to react quickly and set up a team to handle exports to Ukraine. This also required changes in logistics. Here, I would like to emphasise that our advantage is effective trading, a good position in the ports, effective logistics. Logistics has been significantly strengthened with the acquisition of Olavion and tankers. We are now able to react quickly to market needs and switch product purchasing and sales directions. We ended 2022 with high margins. This was due to the turmoil surrounding VAT and the behaviour of the major players regarding the stabilisation of this market. The very high margins recorded in December and November contributed to the record EBITDA achieved in this segment. As for the biofuels business, in terms of volumes it was similar to previous periods, but due to logistical shortages, especially rail wagon shortages, unit margins increased significantly. Our biofuels team was able, with good access to logistics, to take advantage of this market opportunity. We ended the year in the entire diesel and biofuels segment with a record result of PLN 436 million.

PREMIA ŁĄDOWA I ZMIANA KOSZTÓW UNIMOT LAND PREMIUM AND CHANGE OF UNIMOT'S COSTS



- Baza do ceny spot ON blend (93% diesel i 7% biopaliwo)
Base to spot price of diesel blend (93% diesel and 7% bio-fuel)
- Nie uwzględnia opustów stosowanych przez koncerny (różne poziomy w zależności od klienta oraz regionu)
Does not take into account discounts applied by corporations (different levels depending on the customer and the region)



- Łączne kwartalne koszty 2Q20=100; premia łądowa vs. cena diesla bez biopaliw
Total quarterly costs Q3 2020=100; land premium vs. Diesel price excluding bio-fuels
- Koszty wykonania NCW są zależne od poziomów NCW i blendingu w danym kwartale oraz od spreadu pomiędzy ceną ON a biopaliwem
The costs of bio obligation depend on the levels of bio obligation and blending in a given quarter and the spread between the diesel price and bio-fuel
- Koszty zapasu obowiązkowego są „rozkładane” na sprzedawane wolumeny
Cost of compulsory reserve are „spread” over the volumes sold

Filip Kuropatwa

In the case of the land premium, we started 2022 quite calm and stable. Then there were problems with fuel shortages in the market. The land premium in the chart shows quotes excluding Russian product, although there was no embargo. In 2022, some terminals were no longer accepting Russian product, some companies were not trading Russian product either, UNIMOT was trading in the mix all the time. We have a supply of product from the western side and from the northern side. We ended 2022 with a record land premium related to the VAT increase on fuel. On the cost front, costs are increasing and the land premium is increasing at the same time. The increase in costs was mainly related to terminal services, storage, transport. Financing costs were also rising. These cost increases were offset by the land premium and de facto passed on to the consumers themselves.

SEGMENT LPG
LPG SEGMENT



4 kwartał 2022 r. / 4Q 2022

- Logistyka ► przestawianie logistyki zakupowej z kierunku wschodniego na zachodni (potencjalne kierunki: Szwecja, Wielka Brytania, Holandia, Norwegia). Podpisanie na 2023 r. z zachodnimi dostawcami kontrakty na wolumeny ponad dwukrotnie większe niż w 2022 r. i możliwość dalszego zwiększania tych wolumenów
Logistics ► shifting purchasing logistics from east to west (potential destinations: Sweden, UK, Netherlands, Norway). Signing contracts for 2023 with western suppliers for volumes more than double those of 2022 and the possibility to further increase these volumes
- Popyt ► duże zapotrzebowanie ze strony klientów ukraińskich
Demand ► strong demand from Ukrainian customers

15

Filip Kuropatwa

Challenges in the LPG segment were similar to those in the liquid fuels market, i.e. problems with logistics and product availability and uncertainty over sanctions policy. Discussions on sanctions are still ongoing. The Polish market is 70% dependent on imports. There is not much logistical capacity to switch exclusively to Western supply. Hence, the uncertainty of supply and additional demand from Ukrainian customers resulted in higher unit margins and volumes.

SEGMENT GAZ ZIEMNY NATURAL GAS SEGMENT



4 kwartał 2022 r. / 4Q 2022

- Sytuacja rynkowa ► utrzymujący się brak przewidywalności dostępności gazu ziemnego
Market situation ► the persistent lack of predictability in the availability of natural gas
- Sprzedaż ► prowadzenie działalności tradingowej na holenderskim rynku TTF (giełda ICE) charakteryzującej się odpowiednim poziomem płynności umożliwiającą osiągnięcie dodatkowych korzyści finansowych
Sales ► conducting trading activity on the Dutch TTF market (ICE exchange) characterised by an adequate level of liquidity enabling achievement of additional financial benefits

* ten segment składa się przede wszystkim z działalności spółek gazowych (UNIMOT System i Blue LNG) oraz hurtowni, handel gazem w UNIMOT S.A.
* The segment comprises primarily the activity of gas companies (UNIMOT System and Blue LNG) and wholesale gas trading at UNIMOT S.A.

16

Filip Kuropatwa

When discussing the natural gas business, I will recall that it was under pressure at the end of 2021 from massive price increases, which cost us the majority of our EBITDA result. Consequently, we operated on lower trading volumes in 2022 than in 2021. However, the high volatility in the market meant that even with smaller denominations, these results could be achieved very well, so that the whole of 2022 ended with a record result. In addition, our trading department started operations in a new market. We launched a portfolio on the Dutch TTF market.

SEGMENT ENERGIA ELEKTRYCZNA ELECTRICITY SEGMENT



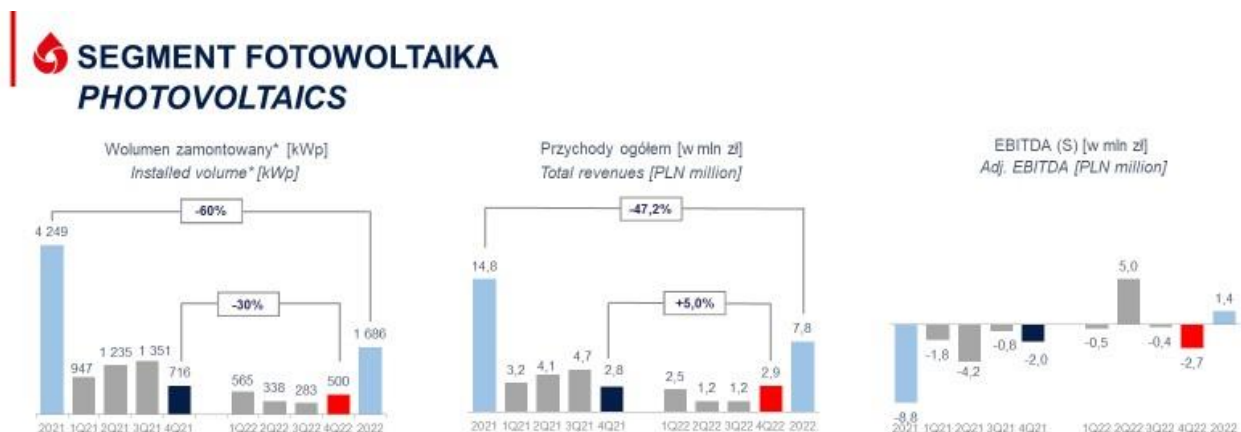
- Sytuacja rynkowa ► skuteczna realizacja strategii handlowej w zakresie obrotu energia elektryczną
Market situation ► Effective implementation of the trade strategy pertaining to electricity trading
- Marża ► Wzrost marży na optymalizacji kontraktów Forward/SPOT
Margin ► Margin increase on optimisation of Forward/SPOT contracts
- PV ► negatywna zmiana w wycenie kontraktów PV związana ze stale rosnącą liczbą instalacji PV na rynku
PV ► negative change in pricing of PV contracts driven by constantly growing number of PV installations on the market

* na segment składa się sprzedaż energii elektrycznej do klienta końcowego (UNIMOT Energia i Gaz) oraz hurtowy handel energią elektryczną (Tradea)
* The segment comprises electricity sales to final customers (UNIMOT Energia i Gaz) and wholesale electricity trading (Tradea)

17

Filip Kuropatwa

In the case of the electricity segment, as in the natural gas market, we recorded high volatility. The results of Q1 2022 were influenced by the trading transactions carried out at the turn of 2021-2022. The whole of 2022 ended with a record result. What characterised the segment in 2022 was that it operated with an effective strategy. It is worth noting that in trading, high volatility does not always necessarily result in better performance. It all depends on the trading strategy adopted.



4 kwartał 2022 r. / 4Q 2022

- Oferta ► zwiększenie mocy produkcyjnych własnych paneli PV do 45 MW rocznie oraz rozpoczęcie współpracy z amerykańskim producentem paneli firmą First Solar
Offer ► increasing the production capacity of own PV panels to 45 MW per year and starting cooperation with the American panel manufacturer First Solar
- Otoczenie rynkowe ► wzrost zainteresowania w związku z wysokimi cenami energii elektrycznej
Market environment ► growing interest driven by high electricity prices
- Realizacja projektów ► umowy na realizację wielkoskalowych projektów (powyżej 50 kWp) na poziomie 4,2 MWp
Carrying out project ► contracts for large-scale projects (over 50 kWp) at the level of 4.2 MWp

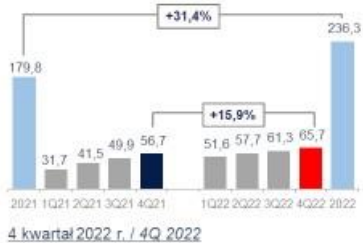
* na segment składają się montaż paneli fotowoltaicznych, produkcja paneli oraz deweloperstwo farm fotowoltaicznych (w wynikach obecnie głównie montaż paneli)
* The segment comprises assembly of photovoltaic panels, production of panels and development of photovoltaic farms (currently primarily panel assembly in the results)

Filip Kuropatwa

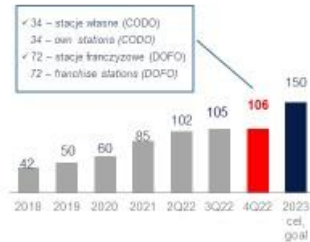
In the PV segment, the full-year result was positive, thanks to the one-off realised in Q2 2022 involving the sale of a PV farm project. The PV segment is being restructured, we are focusing on a different group of customers. We have moved out of handling project implementation in the retail market. Now we only serve business customers and here we see more added value. The remodelling of this segment has resulted in a decrease in installed volumes.

SEGMENT STACJE PALIW PETROL STATIONS SEGMENT

Sprzedaż na stacjach AVIA [w mln litrów]
Sales at AVIA stations [million litres]



Liczba stacji AVIA (stacje własne i franczyza)
Number of AVIA stations (own and franchise)



EBITDA (S) [w mln zł]
Adj. EBITDA [PLN million]



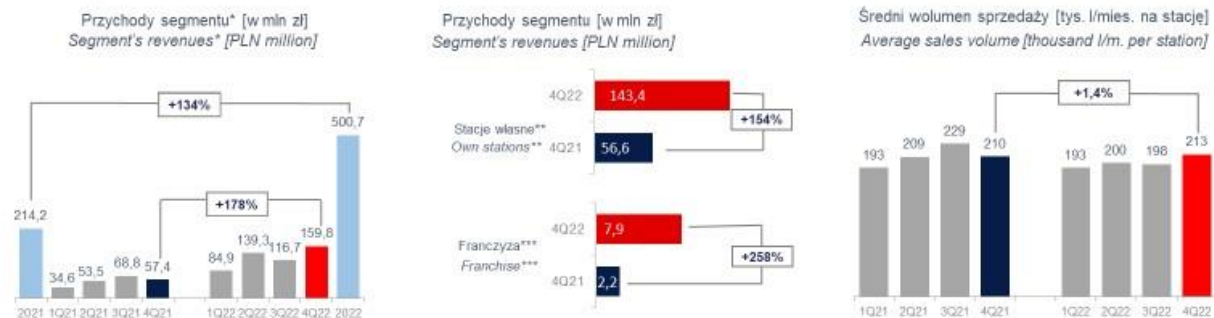
- Rozwój sieci ► otwarcie 21 stacji w 2022
Chain development ► opening 21 new stations in 2022
- Sprzedaż ► ponad 65 mln litrów w samym 4Q22
Sales ► over 65 million litres in Q4 2022 alone
- Koszty ► wyższe ze względu na koszty energii elektrycznej i uruchamiania nowych obiektów
Costs ► higher due to costs of electricity and launch of new facilities
- Stacje franczyzowe w Ukrainie ► częściowe wstrzymanie działalności, zawieszenie pobierania opłat franczyzowych, wstrzymanie odbiorów olejów silnikowych
Franchise stations in Ukraine ► partial discontinuation of activity, suspension of franchise fees, suspension of engine oil collections

19

Filip Kuropatwa

Discussing the petrol station segment, I would like to emphasise that we maintain our forecast of having 150 stations in 2023, we had 106 at the end of 2022. We have seen quite big changes in the market. MOL has entered this market. We are seeing movement in franchised fuel stations, hence our optimism. It will be a good environment for the station chain to grow quite aggressively all the time. The impact of the AVIA chain on the overall fuel position at UNIMOT is positive. The volume that the AVIA station chain handles allows logistics costs to be reduced. Contracting between the liquid fuels segment and the petrol station segment is based on market prices. In this segment, the challenge is the business conducted in Ukraine, i.e. AVIA stations in Ukraine. We have waived franchise fees and are trying to help our Ukrainian colleagues. Our observations show that Ukrainians are trying to operate in this difficult environment. This is an opportunity for us to be present in the area. Before the outbreak of war, fuel imports from the western side to Ukraine were very limited. In an era of inflation, there are higher costs for servicing and running stations, rebranding, which increase opex, but the retail margins at the stations cover these costs for the moment and allow the chain to grow. The impact of the petrol stations on the Group's performance has been positive.

SEGMENT STACJE PALIW – DODATKOWE INFORMACJE PETROL STATIONS SEGMENT – ADDITIONAL INFORMATION



4 kwartał 2022 r. / 4Q 2022

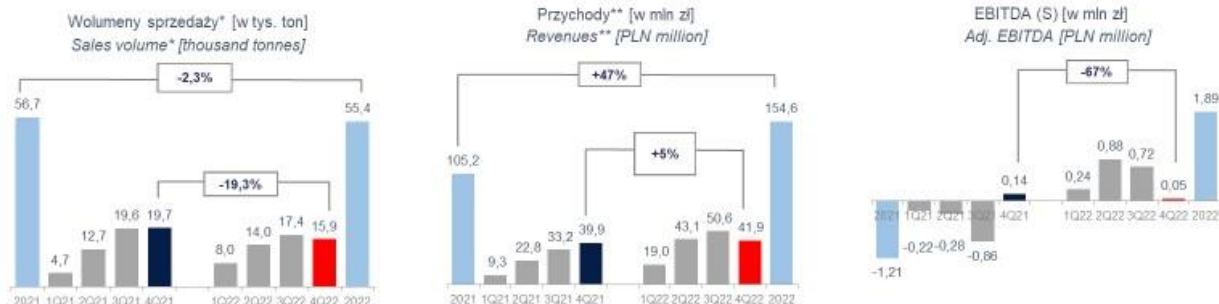
- Dodatkowe przychody ► uruchamianie marketów SPAR Express na stacjach AVIA (30 sklepów na koniec 2022)
Additional revenues ► launch of SPAR Express shops at AVIA stations (30 shops at the end of 2022)
- Program oszczędnościowy ► instalacje fotowoltaiczne przy stacjach paliw AVIA zarządzanych przez Grupę UNIMOT (obecnie 5)
Economical scheme ► photovoltaic installations at AVIA petrol stations managed by the UNIMOT Group (currently 5)

* od 1Q2021 Grupa zmodyfikowała strukturę przychodów stacji paliw, uwzględniając w tym przychody z tytułu sprzedaży paliw (w tym z tytułu sprzedaży paliw) w segmentach B i C. ** łącznie z przychodami z tytułu sprzedaży paliw. *** bez przychodów z tytułu sprzedaży paliw (w tym z tytułu sprzedaży paliw) w segmentach B i C.

Filip Kuropatwa

We have strengthened our cooperation with the SPAR Express chain of stores and we are very pleased with the cooperation. This format is working well, hence 30 shops were operating at AVIA stations at the end of 2022. We are aware that the non-fuel part is important in the overall business, so this development pleases us. We are also introducing a savings programme at our petrol stations. With regard to electricity, it is natural that AVIA Solar is installing panels at AVIA stations. Among other things, the stations are working to reduce costs in this way.

SEGMENT POZOSTAŁE PRODUKTY ROPOPOCHODNE OTHER PETROLEUM PRODUCTS SEGMENT



4 kwartał 2022 r. / 4Q 2022

- Bitumeny ► wzmożone zapotrzebowanie na produkty bitumiczne będące efektem działań po pandemii
Bitumen ► increased demand for bitumen products as a result of post-pandemic activities
- Oleje ► sprzedaż produktów olejowych była ograniczona przez lockdowny w Chinach, rozpoczęcie współpracy z europejskimi kontrahentami
Engine oils ► sales of oil products were restricted by lockdowns in China, commencing cooperation with European counterparts

* Bez wolumenów ropy naftowej; ** Przychody od odbiorców zewnętrznych
* Excluding petroleum volumes; ** Revenues from external customers

21

Filip Kuropatwa

Bitumen plays a major role in the petroleum products segment. In 2022, the market started to recover and unit margins also started to return to normal. There are no increases on volumes, but unit margins have started to grow, so that EBITDA is very good.

OUTLOOK NA KOLEJNE KWARTAŁY OUTLOOK FOR FUTURE QUARTERS

+ Nabyte aktywa Lotos Terminale / Acquired assets of Lotos Terminale			
PALIWA PLYNNE I BIOPALIWA LIQUID FUELS AND BIO-FUELS	GAZ LPG LPG	STACJE AVIA AVIA STATIONS	
<ul style="list-style-type: none"> + Wykorzystanie potencjału wynajętego terminala Gulhavn w Danii po wejściu w życie embarga na Oii <i>Using the potential of the leased Gulhavn terminal in Denmark after the diesel embargo came into force.</i> + Zwiększenie możliwości logistycznych przez zakup system kolejowych i spółki Olavion <i>Improved logistics capacity by purchase of rail tankers and Olavion company</i> - Potencjalne ryzyko związane z ograniczeniem popytu na paliwa wynikające z ewentualnego spowolnienia gospodarczego <i>Potential risks associated with reduced demand for fuels driven by a possible economic slowdown</i> 	<ul style="list-style-type: none"> + Skuteczne zastępowanie LPG pochodzącego ze źródeł wschodnich produktem dostarczanym przez zachodnich partnerów <i>Effective replacement of LPG from Eastern sources with a product supplied by Western partners</i> - Wyzwania związane z logistyką oraz dostępnością towaru <i>Challenges related to logistics and availability of product</i> 	<ul style="list-style-type: none"> + Dołączenie kolejnych stacji paliw do sieci AVIA <i>Connecting more petrol stations to the AVIA chain</i> + Rozwój współpracy z siecią SPAR <i>Development of cooperation with the SPAR network</i> - Wyzwanie związane z dalszym silnym wzrostem cen materiałów budowlanych, mediów i kosztów pracy <i>Challenge of continued strong price increases in building materials, utilities and labour costs</i> 	
ENERGIA ELECTRICITY	FOTOWOLTAIKA PHOTOVOLTAICS	GAZ ZIEMNY NATURAL GAS	OLEJE, ASFALTY OILS, BITUMEN
<ul style="list-style-type: none"> + Realizacja skutecznej strategii handlowej w zakresie obrotu energią elektryczną <i>Implementation of effective trading strategy in the field of electricity trading</i> - Ograniczenie wyników finansowych w związku z regulacjami prawnymi <i>Limitation of financial results in connection with regulations</i> 	<ul style="list-style-type: none"> + Powiększenie portfela projektów do realizacji w segmencie instalacji pow. 50kWp <i>Increasing the portfolio of projects to be implemented in the installation segment over 50kWp</i> + Poszerzenie oferty produktowej o PV produkcyjną amerykańską i zwiększenie mocy produkcyjnych w zakładzie w Sedziszowie <i>Expanding the product offer with PVs produced in the USA and increasing production capacity at the plant in Sedziszów</i> 	<ul style="list-style-type: none"> + Obrót z wykorzystaniem pojemności magazynowych oraz działalność na rynkach zagranicznych <i>Trading using storage capacity and operating on foreign markets</i> + Wejście w obszar biometanu <i>Entering the area of biomethane</i> 	<ul style="list-style-type: none"> + Spodziewany solidny popyt na asfalty <i>Expected solid demand for bitumen</i> - Negatywne perspektywy dla biznesu olejów silnikowych w Chinach – duża konkurencja, wysokie koszty frachtów, rosnące koszty dystrybucji <i>Negative outlook for engine oils business in China - high competition, high freight costs, rising distribution costs</i>

23

Filip Kuropatwa

Outlook for Q1 and all of 2023. From 5 February 2023, sanctions within the European Union on diesel imported from Russia came into force and this is the biggest event of the period. The UNIMOT Group was prepared for this and we tested oil imports from western directions in 2022. Since the outbreak of the war, we have been supplying Ukraine with non-Russian product. We use the terminal in Gulfhavn, Denmark, in such a way that large vessels arrive there and we reload them onto smaller vessels going to Poland. Diesel is available on world markets. Logistics will play a big role in the next periods, which will be reflected in prices and the land premium in Poland. In the UNIMOT Group, in 2023 we will already have the full range of logistics resources that we have acquired, i.e. rail wagons for transporting liquid fuels, and there is also the Olavion company in our Group. What are we afraid of in 2023? The same as everyone else in the market, which is the condition of the economy. We all expect a slowdown, it is quite obvious that there will be one, the question is how deep and how it will translate into the amount of fuel consumption. Of course, fuel consumption will not react by leaps and bounds. It will follow GDP, so these changes will be of the order of a few per cent. Another issue may be the Ukrainian market, with what demand it will enter the season.

As far as biofuels are concerned, this market is under a lot of pressure. The activity of our trading team is largely based on the trading of B100 product. Currently, the market situation is such that there has been a narrowing of biofuel and fuel prices, which makes the desire for B100 to realise NIT less as blending is profitable. Therefore, there is pressure on this area of our business. We are also facing changes in legislation when it comes to biofuels - the introduction of the RED2 directive in Poland, which provides some opportunities for the area. Our team is already working on bio-components, i.e. second-generation biofuels.

In the case of LPG, there is a Western and a Russian product available on the market. UNIMOT is prepared and has diversified sources of suppliers. The LPG market is under pressure from the Russian product, which has affected margins. We see that post-covid demand is being built in this market.

We are continuously developing the AVIA station chain, also we will develop the cooperation with the SPAR chain. The challenges in this market are the same as they were in 2022, i.e. rising costs and the demand side and pressure on the retail margin.

In the electricity market, in our case, trading will play a significant role. The risks are the regulations, above all those that regulate prices for consumers. It will always be a major risk for us that at some point the law will be changed and, as a consequence, this could affect revenue generation or increase costs. In the photovoltaic segment, we are expanding our portfolio. High electricity prices have pushed the market towards PV installations, which is creating demand. Our response is to expand our product range, e.g. US panels, but we have also increased the production capacity of our own panels in Sędziszów.

For natural gas, it's back to the cavern business. Slowly this market is starting to stabilise, spot prices have fallen, the classic pattern of quotations between summer and winter is noticeable. Geopolitics will influence this market quite strongly. From a perspective, we know that the 2022/23 season went smoothly. The weather helped. Inventory levels in Europe or Poland before the winter of 2023/24 remain an open question. In natural gas, as we reported, we are entering the area of biomethane and biogas production. This is a natural step that is linked to the changes that await us in the coming years in terms of RES in transport.

As for oils, asphalt and bitumen, we are entering this segment more broadly with the acquisition of the Lotos assets on 7 April. After the transaction, we will serve more than 40 per cent of the market. The bitumen market will weigh more in the UNIMOT Group's results, which we are happy about, because this market really looks positive and optimistic. We assume that there should be no shortage of funds for investments or road repairs. The government and local government units that deal with investments confirm that 2022, 2023, 2024 should really look good for this business. As for the motor oil business, it is often under pressure. The Chinese market has been very volatile in recent years. The team is looking for other markets and trying to be active.

Question and answer session

Question

What is the outlook for fuel margins?

Answer

In answering this question, it is important to remember that there has been an embargo on Russian product since 5 February. Due to the high uncertainty of what will happen after the embargo comes into force, we have been stockpiling diesel. Margins in Q1 were good and this was due to concerns about the availability of this product. In Q2 we have a gentle decline, due to too much accumulated product and a delayed spring. The land premium calculated to non-Russian product has been quite stable since the beginning of the year with a slight downward trend. But as far as the future is concerned, we know that there is an overhaul shutdown at the refinery that will affect the market. Demand from Ukraine is starting to pick up after the low season. In terms of diesel consumption, we have indications that this consumption is slightly declining. This is natural if we look at the level of consumption versus the level of GDP.

Question

Is it really the case that you now want to increase your market share, even at the expense of the unit margin?

Answer

We were more aggressive in Q1 because we took advantage of the market situation. We want to increase our market share. We have taken advantage of the remedies introduced in connection with the merger of Orlen and Lotos, e.g. we are increasing our activity in Dębogórze. In preparation for the diesel embargo, we rented bases in Gulfhavn, Denmark. We bought rail tankers to transport liquid fuels, a company called Olavion to transport goods. All this in order to capture a larger share of the import market.

Question

What is the total capex for the purchase of tankers? How much was in 2022 and how much is planned for 2023?

Answer

For the wagons in 2022, capex amounted to PLN 37 million out of a total expenditure of PLN 160 million. We have financing prepared for this.

Question

What will the dividend be in 2023?

Answer

We want to allocate 30 per cent of our consolidated profit to dividends.

Question

How much UNIMOT paid for the acquired Lotos Terminale assets?

Answer

Taking into account two aspects: the payment of the sale price and the repayment of the loan that Lotos Terminals had, the total amount of these two aspects was PLN 366 million. Of this PLN 366 million - PLN 118 million was our own contribution. While the rest was financed from the syndicated loan. We do not yet know the total amount of the payment precisely. The earn-outs remain.

Question

Are you interested in buying a Moya stations?

Answer

We are observing. There are a lot of interesting processes in the market, ongoing discussions and we are observing each of them.