



## UNIMOT conducts operations in the scope of trading:



Diesel oil



Bio-fuels



LPG gas



Natural gas



Electricity



Bitumens and lubricants

## INFORMATION ABOUT UNIMOT

November 2019

UNIMOT is a multienergy Capital Group that offers its wholesale and retail customers fuel products (Diesel, bio-fuels, LPG), gas (natural gas, LNG), electricity and bitumens. The Group includes seven companies operating in the fuel and energy market.

The Parent Entity UNIMOT S.A., listed on the main market of WSE, specializes in wholesale trade of liquid fuels Diesel oil in particular.

The main task of the remaining companies of the UNIMOT Capital Group is developing the activity in natural gas and electricity sectors.

Currently, UNIMOT S.A. is entering the market of retail fuel sales, creating a franchise network of fuel stations under the AVIA brand.

## Success factors

Strong position in the market – the biggest independent Polish fuel importer

Leading business on growing markets

Independence leading to efficiency and flexibility

Development towards further diversification

Experienced Board and the best experts

## Management Board



**ADAM SIKORSKI**  
President

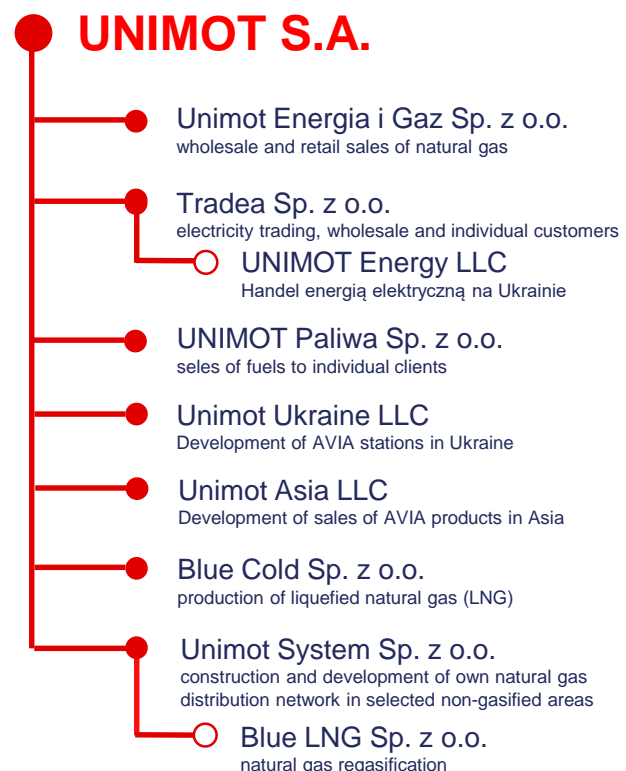


**ROBERT BRZOZOWSKI**  
Vice President



**MAREK MOROZ**  
Vice President

## Grupa kapitałowa



## Dividend policy

**min. 30% net profit**

In case of positive net profit - recommendations to pay dividend according to the dividend policy principles

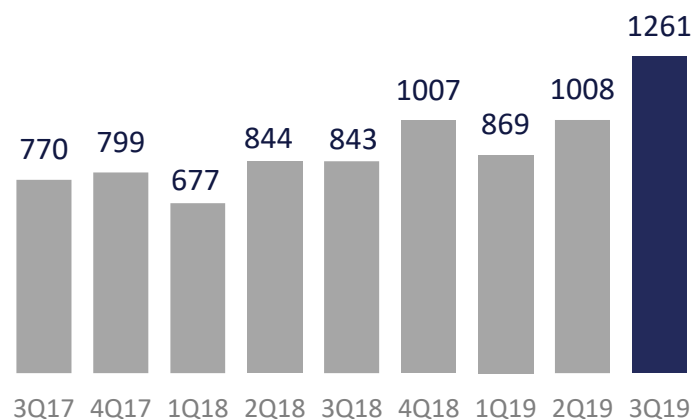
## Investor Relations

[gielada@unimot.pl](mailto:gielada@unimot.pl)

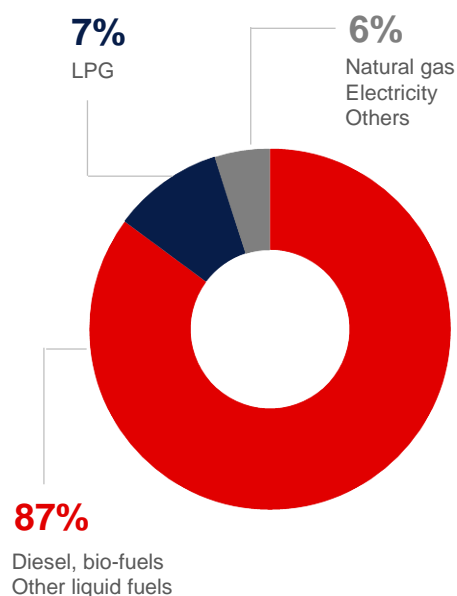
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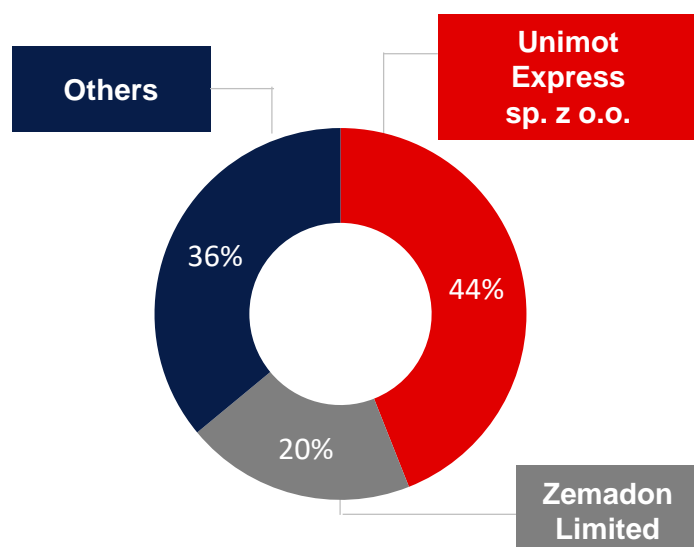
## Revenues on sales [PLN million]



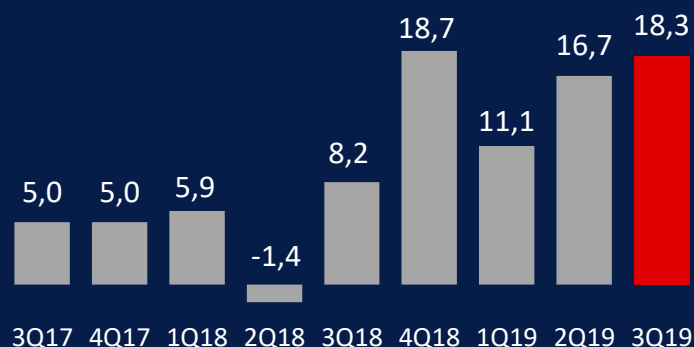
## Sales breakdown in Q3 2019



## Shareholders structure



## Adjusted EBITDA [PLN million]



## Consolidated financial results

[PLN million]

	3Q19	3Q18
Revenues on sales	1 261 429	842 660
EBIT	29 456	12 862
EBITDA	34 359	16 337
Gross profit/loss	70 098	43 014
Net profit/loss	23 816	11 386
Long-term liabilities	15 046	33 185
Short-term liabilities	547 162	412 885
Total assets	803 713	643 773
Equity	241 505	197 703

## Profitability ratios

	3Q19	3Q18
ROE	9,9%	5,8%
ROA	3,0%	1,8%
GORSS MARGIN ON SALES	5,6%	5,1%
EBITDA MARGIN	2,7%	1,9%
NET MARGIN	1,9%	1,4%