



UNIMOT conducts operations in the scope of trading:



Diesel oil



Bio-fuels



LPG gas



Natural gas



Electricity

INFORMATION ABOUT UNIMOT

August 2019

UNIMOT is a multienergy Capital Group that offers its wholesale and retail customers fuel products (Diesel, bio-fuels, LPG), gas (natural gas, LNG) and electricity. 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

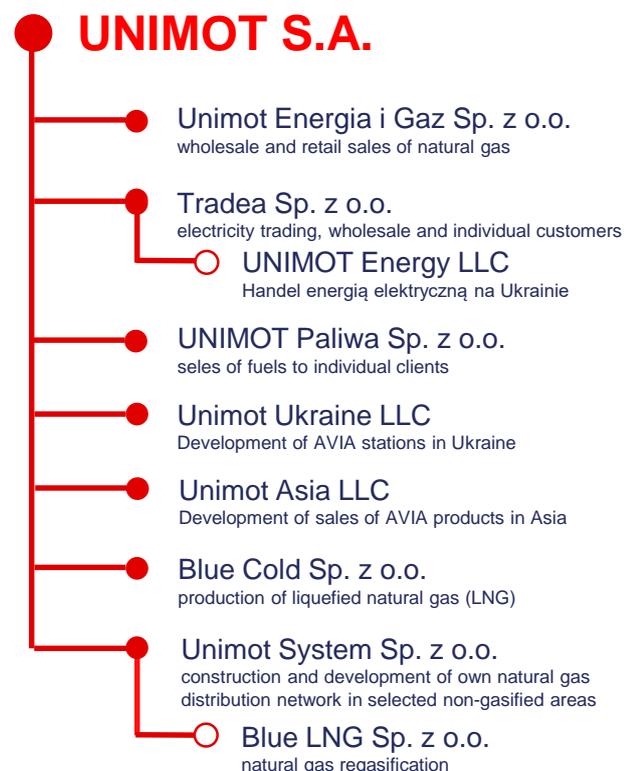


ROBERT BRZOZOWSKI
Vice President



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

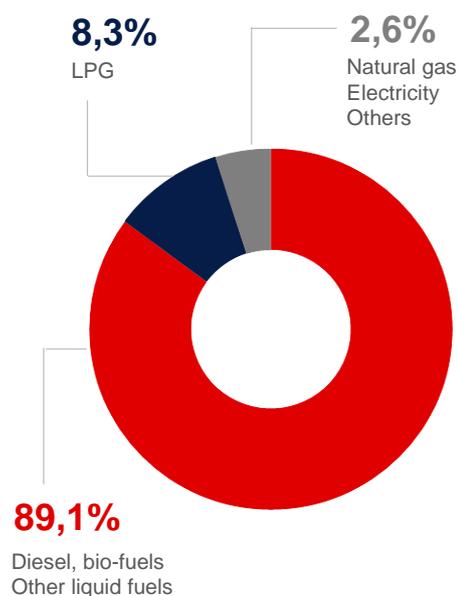
JOANNA SIEDLACZEK, Investor Relations Director, +48 517 169 792
PAWEŁ JAMSKI, Specialist in Financial Markets, +48 500 122 220



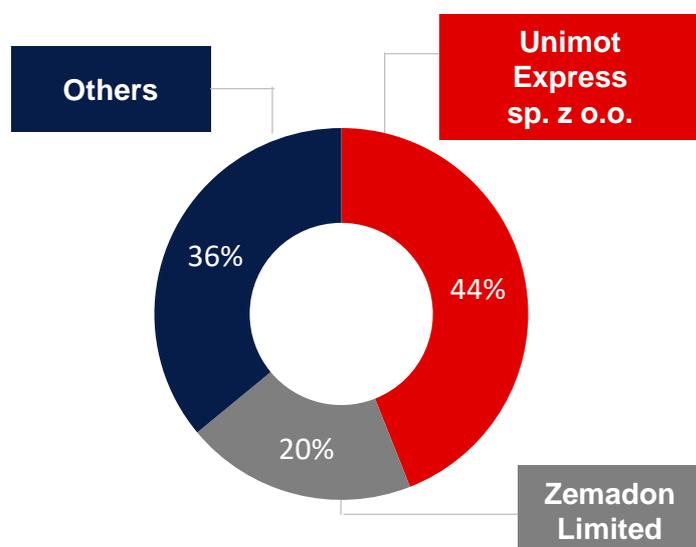
Revenues on sales [PLN million]



Sales breakdown in 2018



Shareholders structure



Adjusted EBITDA [PLN million]



Consolidated financial results

[PLN million]

	2Q19	2Q18
Revenues on sales	1 001 917	843 821
EBIT	8 417	-5 531
EBITDA	14 940	-4 609
Gross profit/loss	44 807	24 403
Net profit/loss	7 986	-8 102
Long-term liabilities	14 261	29 746
Short-term liabilities	445 184	474 455
Total assets	677 019	690 518
Equity	217 574	186 317

Profitability ratios

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