



## UNIMOT conducts operations in the scope of trading



Diesel oil



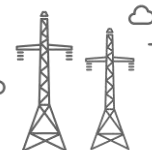
Bio-fuels



LPG gas



Natural gas



Electricity

## INFORMATION ABOUT UNIMOT

August 2018

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

Leader in implementation friendly and cutting-edge technology

## Management Board



**ADAM SIKORSKI**  
President



**ROBERT BRZOZOWSKI**  
Vice President



**MAREK MOROZ**  
Vice President

## Regular dividends

**min. 30% net profit**

recommendations to pay dividend according to the dividend policy principles

## Grupa kapitałowa

### UNIMOT S.A.

Unimot Energia i Gaz Sp. z o.o.  
wholesale and retail sales of natural gas

Tradea Sp. z o.o.  
electricity trading, wholesale and individual customers

Tankuj24 Sp. z o.o.  
mobile application dedicated to online fuel sales

Unimot Ukraine LLC  
Development of AVIA stations in Ukraine

Blue Cold Sp. z o.o.  
production of liquefied natural gas (LNG)

Unimot System Sp. z o.o.  
construction and development of own natural gas distribution network in selected non-gasified areas

Blue LNG Sp. z o.o.  
natural gas distribution

PPG Warszawa Sp. z o.o.  
natural gasregasification

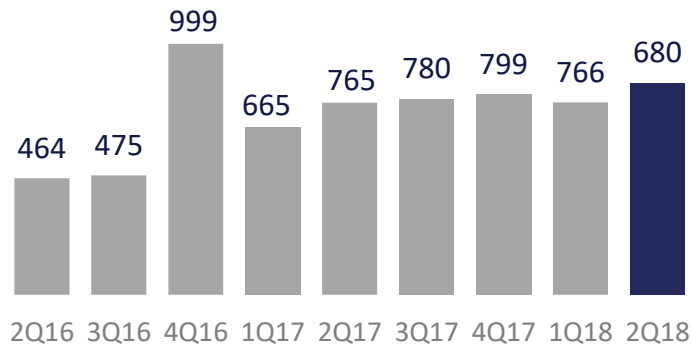
## Investor Relations

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

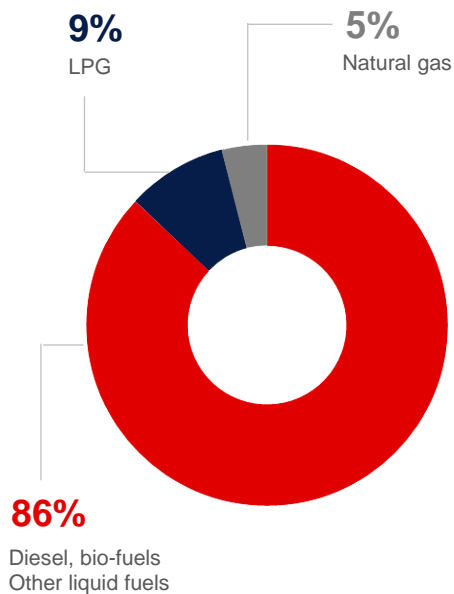
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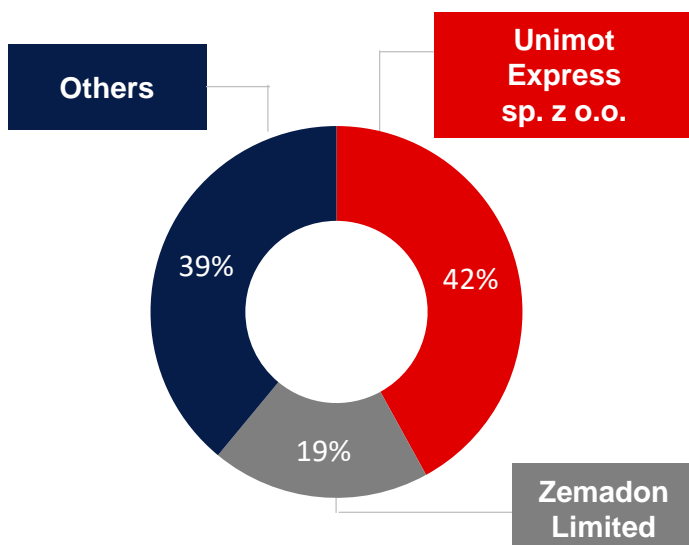
## Revenues on sales



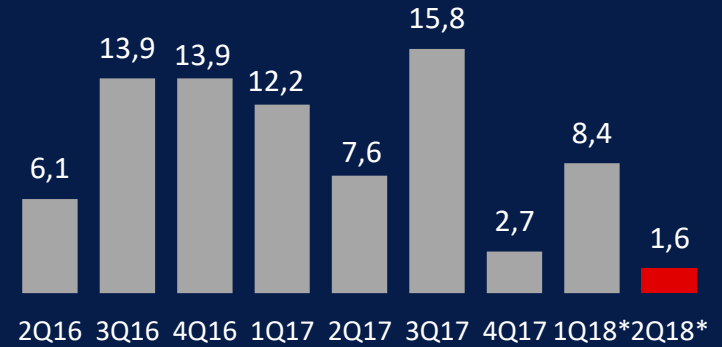
## Sales brakedown



## Shareholder structure



## EBITDA



\* Adjusted EBITDA (by lower compulsory reserve valuation of diesel oil)  
= PLN 8,4 million

## Consolidated financial results for Q1 2018 (in thousand PLN)

	H1 2018	H1 2017
Revenues on sales	1 523 699	1 419 922
EBIT	- 14 682	17 559
EBITDA	- 7 498	19 859
Gross profit/loss	40 964	65 005
Net profit/loss	- 14 429	12 100
Long-term liabilities	28 354	21 471
Short-term liabilities	489 110	321 099
Total assets	690 518	533 661
Equity	173 054	191 091

## Wskaźniki rentowności

	1H2018	1H2017
ROE	-8,3%	6,3%
ROA	-2,1%	2,3%
GROSS PROFIT RATE	2,7%	4,5%
GROSS PROFITABILITY	-0,9%	1,0%
NET PROFITABILITY	-0,9	0,8%