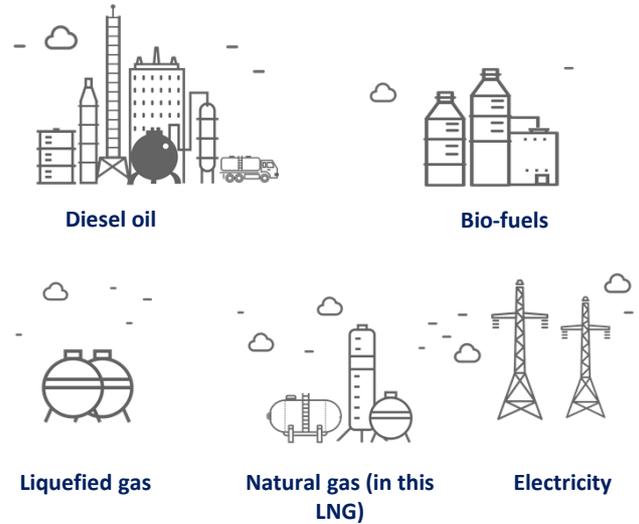




## UNIMOT conducts operations in the scope of trading:



## INFORMATION ABOUT THE COMPANY

March 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 and developing the mobile application Tankuj24 for online fuel purchases.

## Success factors

### Leading independent fuel provider

- own price UNIMOT SPOT
- electronic ordering system
- availability of Diesel oil in 14 fuel depots in Poland

### Launching Tankuj24 application for online fuel purchases

### Building a franchise network of fuel stations under the AVIA brand

### Developing electricity trade

## The Management Board



**MACIEJ SZOZDA**  
President of the Board

**ROBERT BRZOZOWSKI**  
Vice-President of the Board

**MARCIN ZAWISZA**  
Vice-President of the Board

**MICHAŁ PARKITNY**  
Member of the Board

## Regular dividends

# 30% of net profit

recommendations to pay dividend according to the dividend policy principles

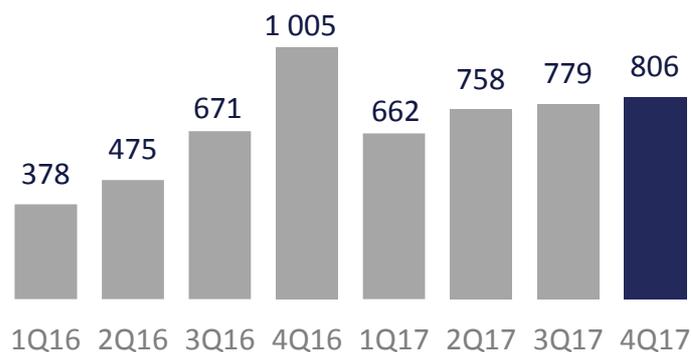
## Group's result for 2017

revenues	EBIDTA	net profit
<b>PLN 3 billion</b>	<b>PLN 38 million</b>	<b>PLN 22 million</b>

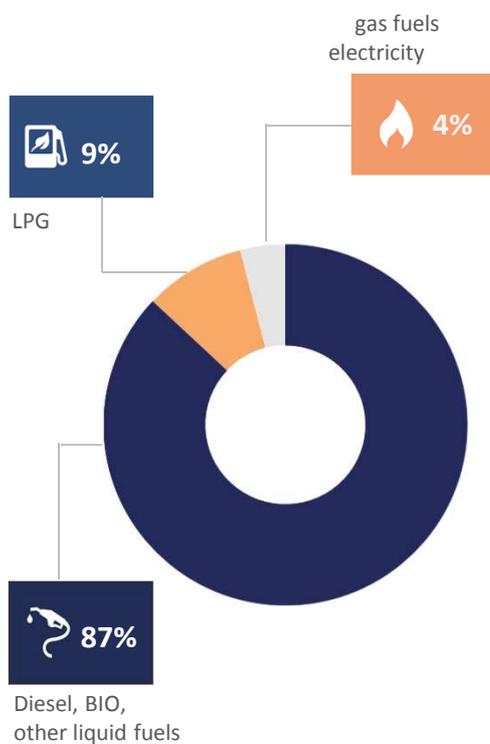
## The Capital Group



## Revenues on sales



## Sales structure in 2017



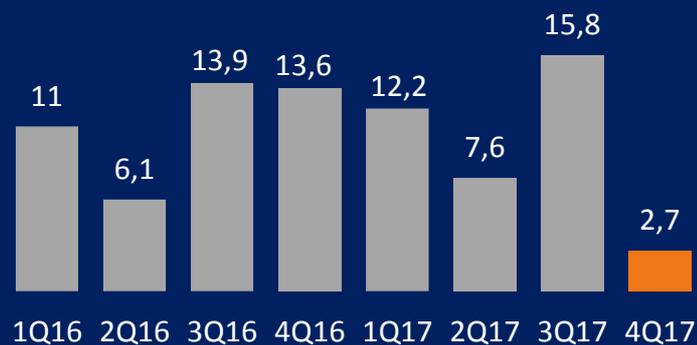
## Key elements of development strategy

Focus on the growth of liquid fuels sales

Developing the infrastructure and sales of gas fuels

Increasing the share in the electricity market

## EBITDA



## Profitability ratios

	2017	2016
ROE	11,1%	30,9%
ROA	3,6%	5,1%
GORSS PROFIT RATE	5,0%	4,9%
EBIT	1,1%	1,6%
EBITDA	1,3%	1,8%
GROSS PROFITABILITY	0,9%	1,5%
NET PROFITABILITY	0,7%	1,2%

## Consolidated financial results for 2017 (PLN thousand)

	2017	2016
Revenues on sales	3 005 002	2 531 575
EBIT	33 507	40 946
EBITDA	38 380	44 661
Gross profit/loss	27 611	37 538
Net profit/loss	22 440	29 643
Long-term liabilities	23 218	37 275
Short-term liabilities	393 883	447 096
Total assets	618 520	580 291
Equity	201 419	95 920