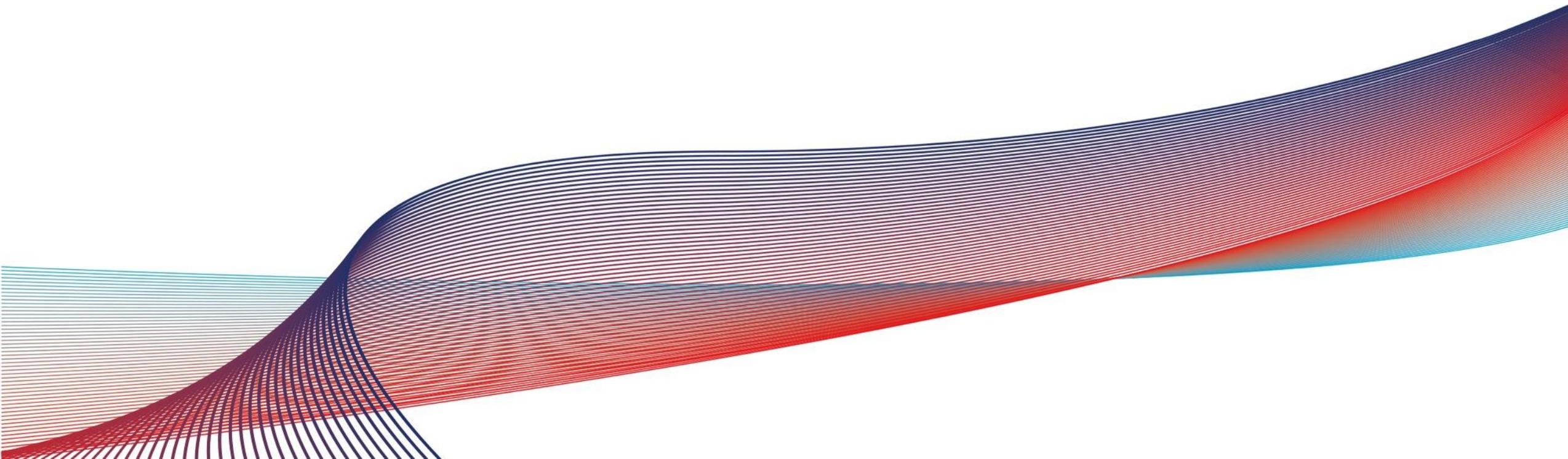


# MOL GROUP

# INVESTOR PRESENTATION

NOVEMBER 2024



# MOL GROUP IN BRIEF

INTEGRATED CENTRAL EUROPEAN MID-CAP OIL & GAS COMPANY

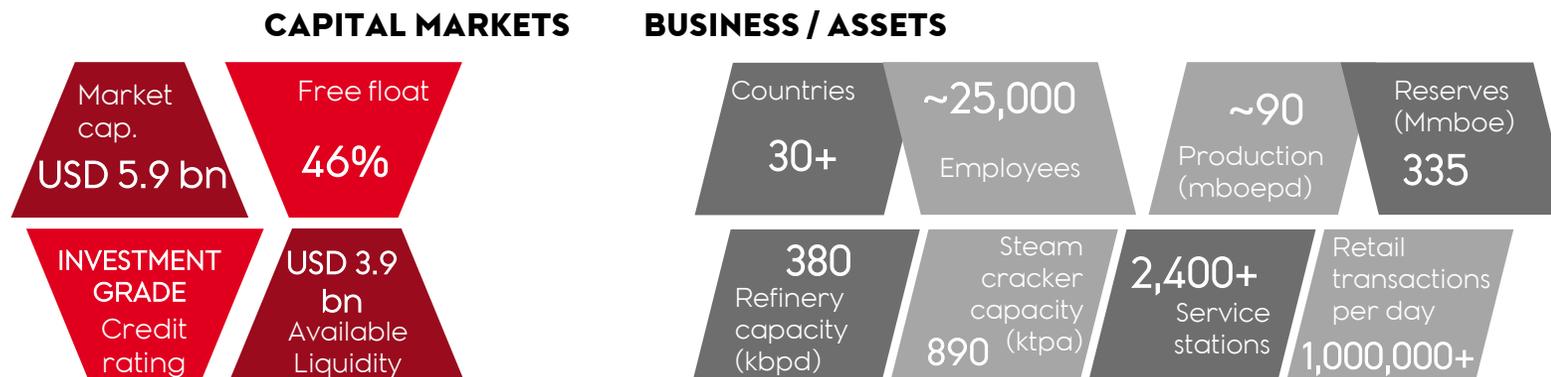
## CORE ACTIVITIES



## CLEAN CCS EBITDA BY SEGMENTS IN 2023 (USD MN)<sup>1</sup>

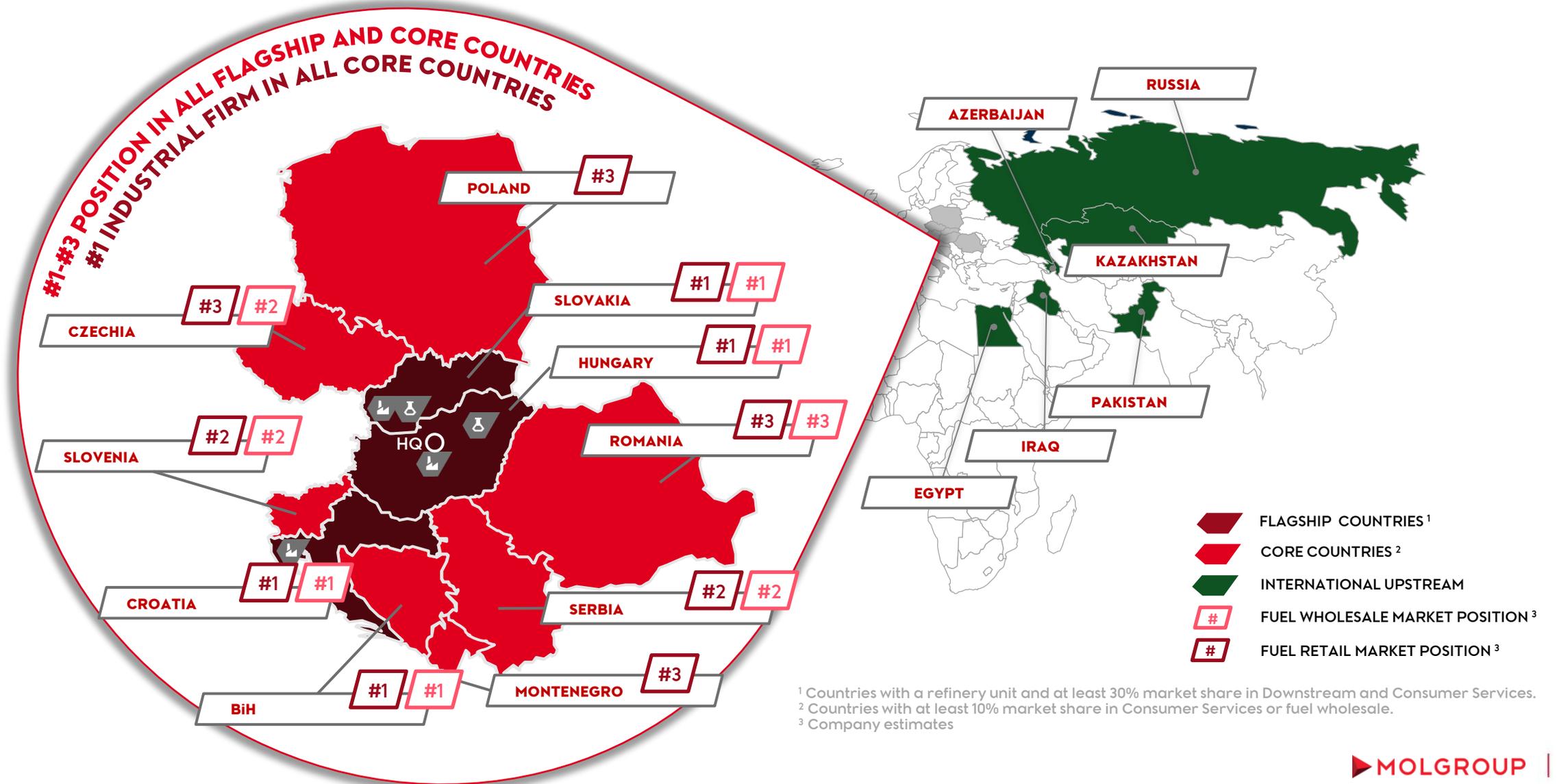


## KEY FIGURES



(1) "Corporate and other" segment and intersegment eliminations omitted.

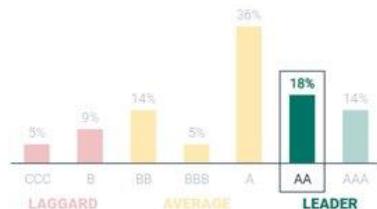
# MOL IS THE DOMINANT O&G PLAYER OF THE CEE REGION



# ESG: SECTOR-LEADING RATINGS AND DISCLOSURE

## TOP POSITIONS ACROSS LEADING ESG RATINGS

### INDEXES AND RATINGS



"AA" rating sixth year in a row, staying at the top ~20% among integrated O&G peers



Climate Change: Management



'B' rating in Climate Change for the 3<sup>rd</sup> year, above regional peers in several subtopics

Water Security: Awareness



Gold Medal (top 5%)

### DISCLOSURE

Leading ESG disclosure through Integrated Reporting using the following internationally recognised standards:



ESG Risk Rating: **28.9** Medium risk



ESG Risk Management: **70.7** Strong



Qualified to medium risk category in 2024 with management of ESG risks rated strong



# AGENDA

THE MOL GROUP EQUITY STORY	
GROUP STRATEGY AND SUSTAINABILITY	6
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WASTE MANAGEMENT	23
CONSUMER SERVICES	30
EXPLORATION AND PRODUCTION	40
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SUPPORTING SLIDES	55
Q3 2024 RECAP	66

# THE MOL GROUP EQUITY STORY

GROUP STRATEGY AND SUSTAINABILITY



# NAVIGATING THE COMPLEXITIES OF THE ENERGY TRANSITION

## CHALLENGES AND OPPORTUNITIES IN A SHIFTING LANDSCAPE



**Supply security**  
**Sustainability**  
**Affordability**

**Sustainability regulations:** ambitious goals, but high uncertainty regarding markets & technologies

**Geopolitical tensions:** need for supply diversification & improved European competitiveness

**Customer expectations:** predictable & affordable energy supply



The energy transition poses both challenges and opportunities, requiring a nuanced approach to balance sustainability, energy security, and economic competitiveness.

# TRANSITION PATH BASED ON RESILIENT MOL GROWTH MODEL

HIGH-GROWTH AND PROFITABLE CEE CORE OPERATIONS AND INTERNATIONAL E&P ENABLE SMOOTH DIVERSIFICATION AWAY FROM FOSSIL FUELS



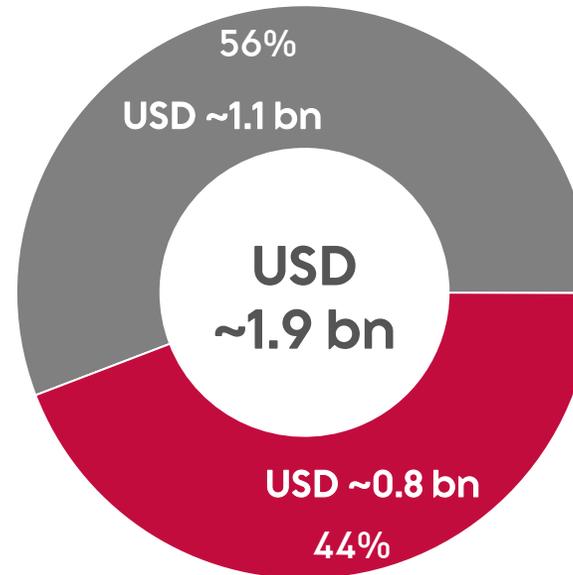
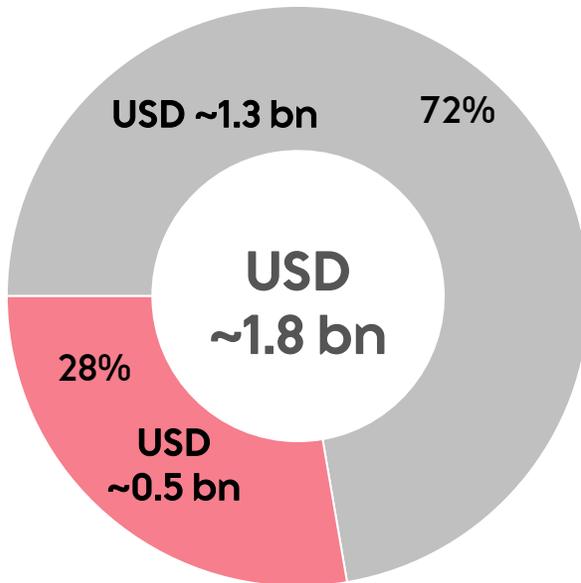
# HIGHER INVESTMENT TO SHAPE A SUSTAINABLE TOMORROW

LOW-CARBON CAPEX TO ACCELERATE AND MOVE BETWEEN 30-40% OF TOTAL CAPEX TO REALISE TRANSITION IN NEXT DECADES

2018-23 Organic CAPEX distribution  
(Since Shape Tomorrow Strategy)  
(yearly avg., real 2024)

2025-30 Organic CAPEX distribution  
(yearly avg., real 2024)

Sustain  
 Strategic



- ▶ 2025-2030 Organic CAPEX spend to increase by 5%+ on average in real terms to accelerate transition
- ▶ Keep sustain CAPEX low (close to previous year's average level) thanks to efficiency gains resulting from past and ongoing projects
- ▶ Increase share of transformational CAPEX with low-carbon share of total CAPEX targeted at 30-40%
- ▶ Investments continue to be deployed selectively depending on risk-return profile

Low-carbon

<10%

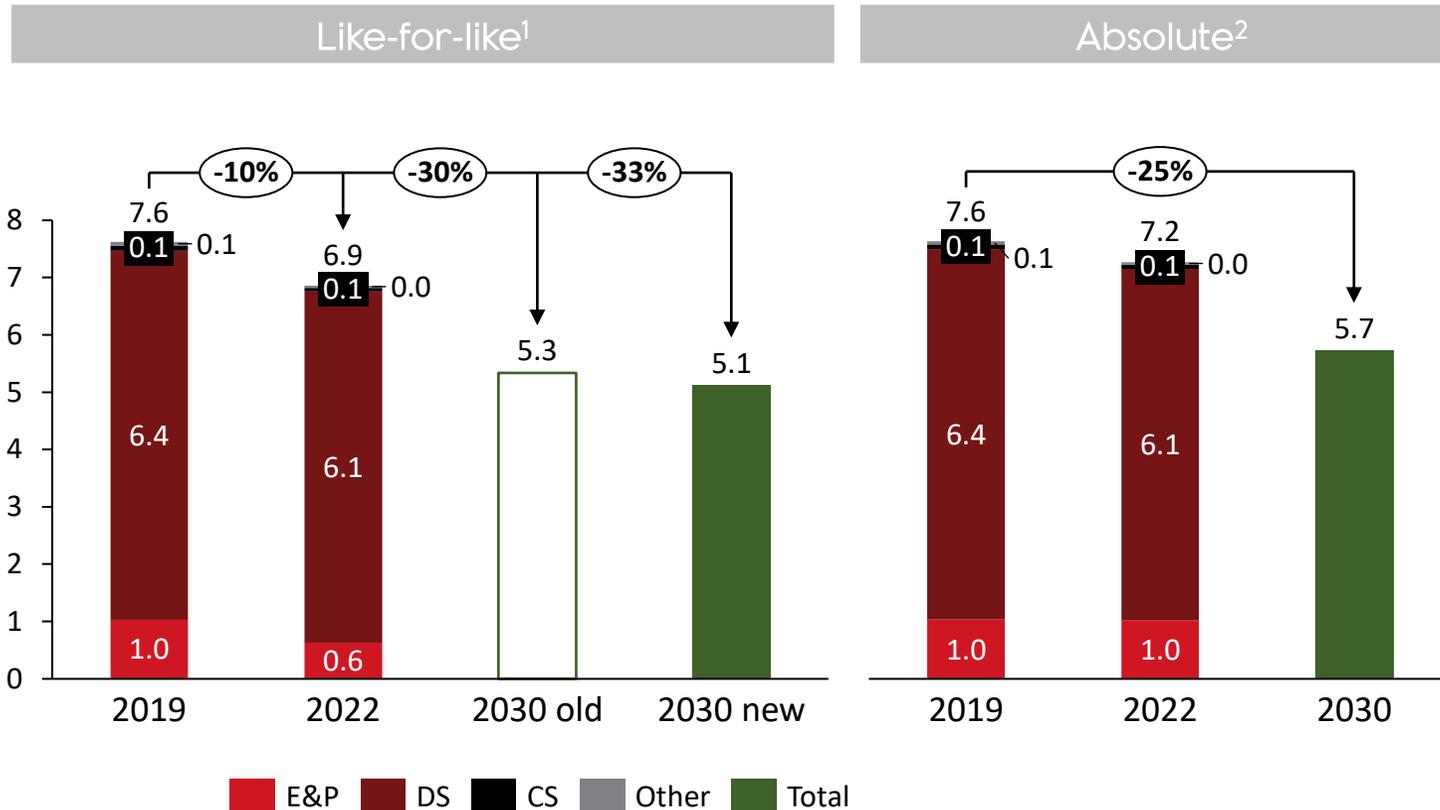
30-40%

# 2030 EMISSION REDUCTION TARGET RAISED

LIKE-FOR-LIKE SCOPE 1&2 GHG EMISSION REDUCTION EXPECTATION INCREASED TO 33% FROM PREVIOUS TARGET OF 30%; GHG EMISSION TO DECREASE BY 25% IN ABSOLUTE TERMS

## SCOPE 1&2 GHG EMISSION (Mt)

## REDUCTION AMBITION HIGHER



- ▶ MOL committed to achieve 2050 net climate neutrality
- ▶ Absolute GHG emission reduction<sup>2</sup> target for 2030 set at ca. 25% compared to 2019, equalling 33% on like-for like<sup>1</sup> terms, more ambitious than in 2021 strategy
- ▶ No segment-level targets set in order to allow capitalizing on integrated model and ensure flexibility
- ▶ Absolute Scope 3 emissions are expected to decrease by 5-10% by 2030 (from 2019)
- ▶ From 2024 onwards, GHG and TRIR KPIs are also introduced in managerial short-term incentives

**STRONGER SHORT-TERM COMMITMENT TO ACHIEVE CLIMATE GOALS**

<sup>1</sup> Like-for-like emissions only include GHG emissions of 2019 asset base.

<sup>2</sup> Absolute target-setting methodology in line with requirements set by EU Directive 2022/2464 (CSRD) on corporate sustainability reporting.

# MOL GROUP'S ESG TARGETS

## CLIMATE/GHG TARGETS

Reducing Group-level Scope 1+2 GHG emission by 25% by 2030  
(from 2019)

- ▶ Ambition to reach net carbon neutrality by 2050
- ▶ No segment-level targets set in order to allow capitalizing on integrated model and ensure flexibility
- ▶ Target is set in absolute terms to comply with EU reporting requirements

Share of low-carbon CAPEX between 30-40% for the period 2025-2030

- ▶ Carbon trajectory and EU taxonomy alignment are incorporated into investment decision processes
- ▶ MOL's low carbon definition covers every project which contributes to the Group's energy transition by lowering emissions (including energy efficiency, electrification) or stepping into new, low carbon businesses (renewable energy, circular economy).

GHG emission reduction and TRIR targets are included in the short-term management incentive scheme from FY2024 onwards

## OTHER

### CLIMATE & ENVIRONMENT

Renewable electricity consumption up to 2,500 GWh per year by 2030

Scope 3 is expected to decrease by 5-10% (from 2019) by 2030, depending on fossil fuel demand

### HEALTH & SAFETY

Zero fatality

TRIR below 1.1 for core activities by 2030

Eliminate significant API Tier 1 process safety events by 2030

### PEOPLE & COMMUNITIES

Women in management: reach 30% target by 2030

Keep sustainable employee engagement level at min. 75%

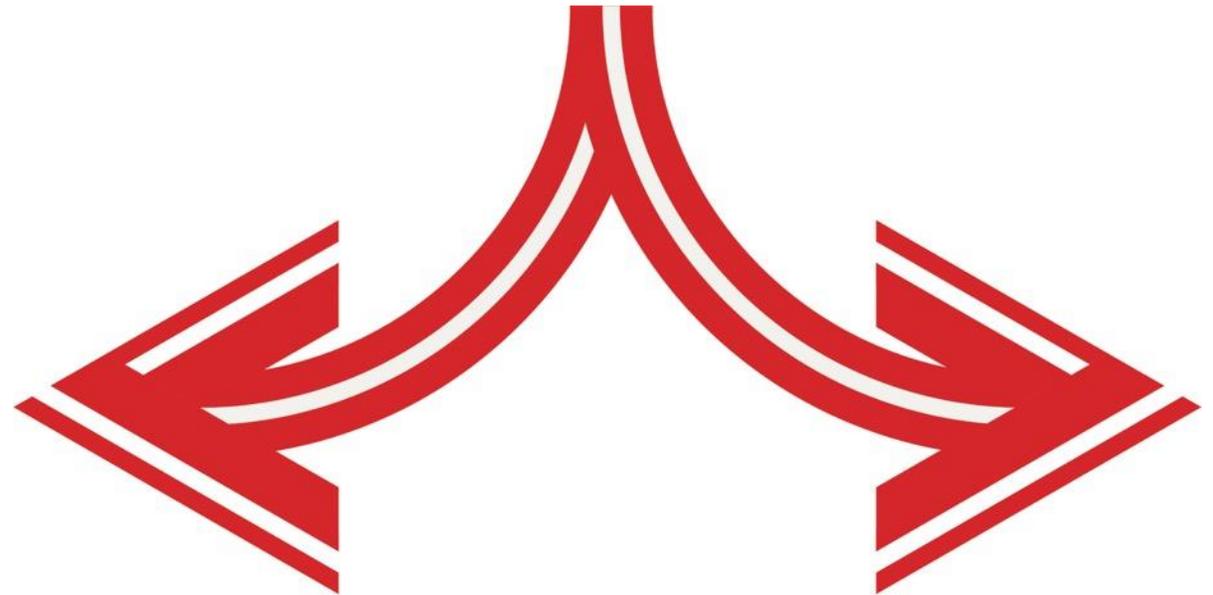
50% of social investment spent on local communities by 2030

### INTEGRITY & TRANSPARENCY

Annual ethics training for 100% of employees

Procurement: Reduce non-hydrocarbon GHG emission by 30% in inbound supply chain by 2030

THE MOL GROUP EQUITY STORY  
**DOWNSTREAM**



# 2050 VISION: HIGHLY EFFICIENT, SUSTAINABLE, CHEMICAL-FOCUSED

KEY DIRECTIONS ARE STILL VALID

WE HAVE A LONG-TERM VISION TO BECOME A SUSTAINABLE CHEMICALS COMPANY AND POWERING MOBILITY WITH AN AMBITION TO REDUCE CARBON FOOTPRINT AND STRIVING TO REACH NET ZERO EMISSION



# KEY PILLARS OF OUR STRATEGY UNTIL 2030

BALANCED FOCUS ON SUPPLY SECURITY AND DIVERSIFICATION FROM FOSSIL



- ▶ Keep up market share & profitability
- ▶ Scale up alternative fuels, ensure compliance
- ▶ Extend our captive markets via improved fuel card offerings



- ▶ Delivering Polyol, our flagship project
- ▶ Value chain extension with mid-scale investments
- ▶ Continue transformation towards circular chemicals



- ▶ Speed-up biogas and H2 value-chain development
- ▶ Expand recycling & compounding
- ▶ Drive GHG emission reduction on Group level
- ▶ Prioritize sustainability projects with favourable return profile

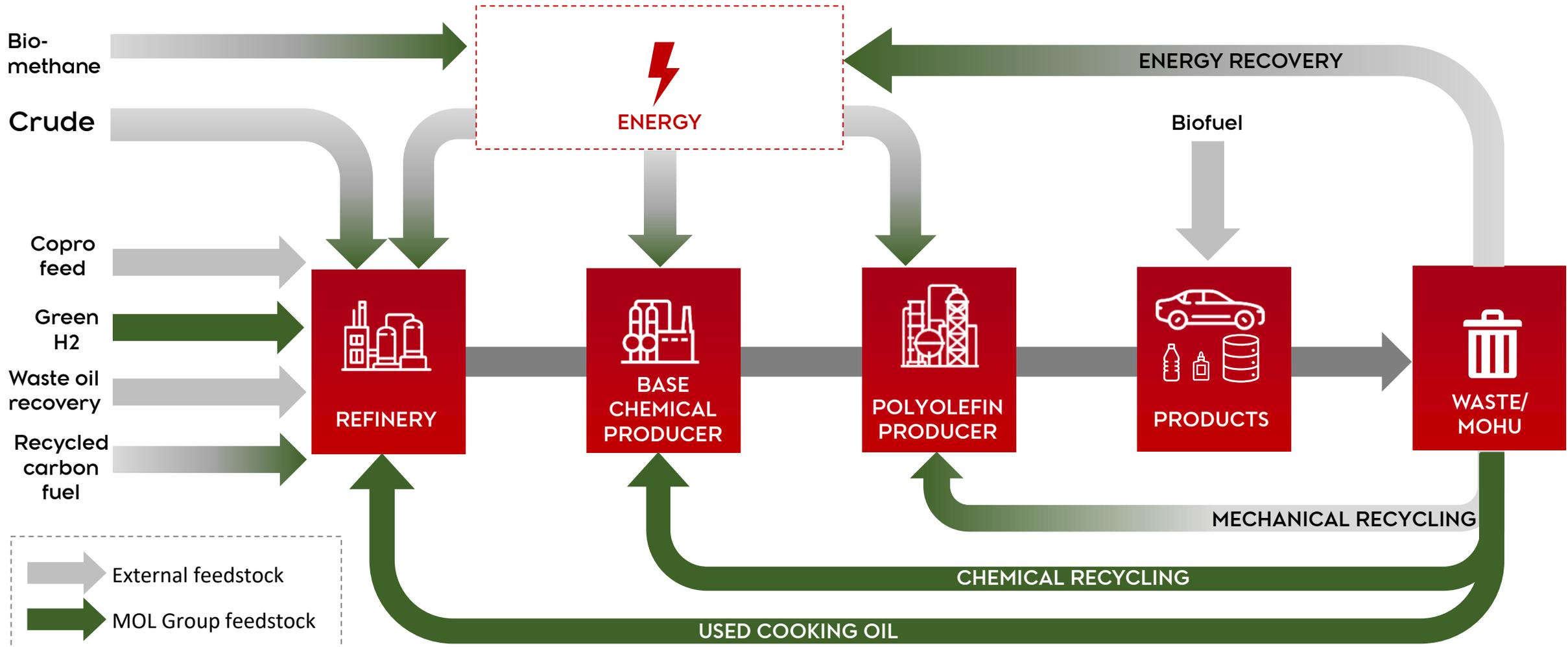
## PRODUCTION AND EFFICIENCY

- ▶ **Profitability:** keep EBITDA above USD 1.2 bn per annum in mid cycle macro with the efficient combination of supply security, chemical & sustainability related transformational investments, GHG emission decrease and further operational efficiency improvement initiatives
- ▶ **Efficient assets:** High asset efficiency to secure additional cash flow for strategic investments, delivering USD 150mn savings by 2025 via energy efficiency, maintenance, and logistics on track
  - ▶ Keep the 1st quartile position (top 25%) of the Duna Refinery and Slovnaft in Net Cash Margin within Europe
- ▶ **Sustainable assets:** Asset energy efficiency improvement and operate new development solutions to reduce GHG
  - ▶ Target 2nd quartile in Solomon Energy Intensity Index



# MAXIMISING SYNERGIES WITH WASTE MANAGEMENT

DOWNSTREAM INCREASINGLY RELIES ON CIRCULAR SOLUTIONS BUT MARKET-BASED SOLUTIONS STILL NEEDED



# CONTINUING RIJEKA REFINERY UPGRADE

## INSTALLATION OF A DELAYED COKER UNIT (DCU) ENABLING FULL CONVERSION AND UTILIZATION

STATUS

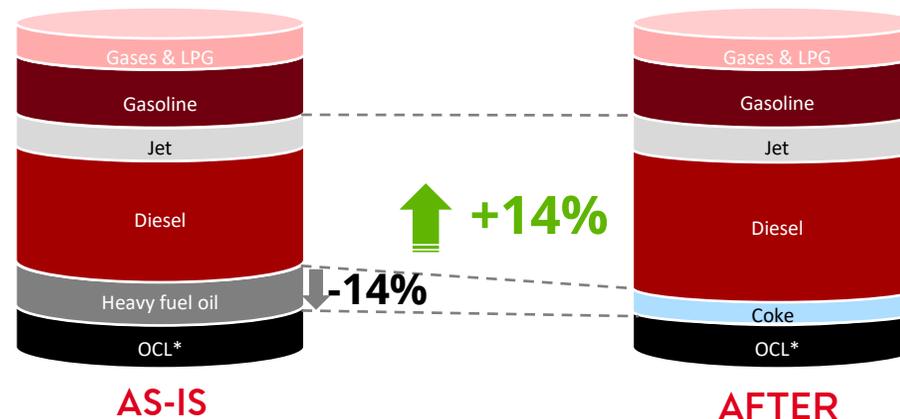
**84%**  
Overall project progress

- ▶ Rijeka Refinery Upgrade Project is the largest single investment project in INA's history
- ▶ Engineering and purchasing completed
- ▶ Port and related logistics enabling sale of new product (petroleum coke)
- ▶ Mechanical completion expected by Q4 2025



IMPROVED  
REFINERY MARGIN

**+ 14%**  
more valuable  
product portfolio



(1) Own consumption and loss



# THE POLYOL PROJECT REPRESENTS AN IMPORTANT MILESTONE FOR STEPPING FORWARD IN THE PROPYLENE VALUE CHAIN

LARGEST ORGANIC INVESTMENT IN MOL GROUP HISTORY

## POLYOL PROJECT RATIONALE AND TIMELINE

## FINANCIAL AND OPERATIONAL EFFECTS



**DRIVER**

- ▶ Moving from commodity (polypropylene) to semi commodity



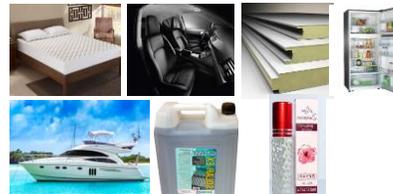
**TARGET VOLUME**

- ▶ 205 ktpa of polyol
- ▶ 60 ktpa propylene glycol (PG)



**TARGET SEGMENTS**

- ▶ Flexible and rigid foams
- ▶ Unsaturated polyester resin (UPR), functional fluids, personal care products



**GRADUAL RAMP UP**

- ▶ Technical constraint: Breeding period
- ▶ Market constraint: Quality customization period
- ▶ Timeline: 2024 - 2025



**CAPEX ESTIMATE**

~USD 1.5 Bn



**FTE NEED**

~200



**EBITDA POTENTIAL<sup>1</sup>**

~USD 150 mn p.a.



**MARGIN**

400-500 USD/t

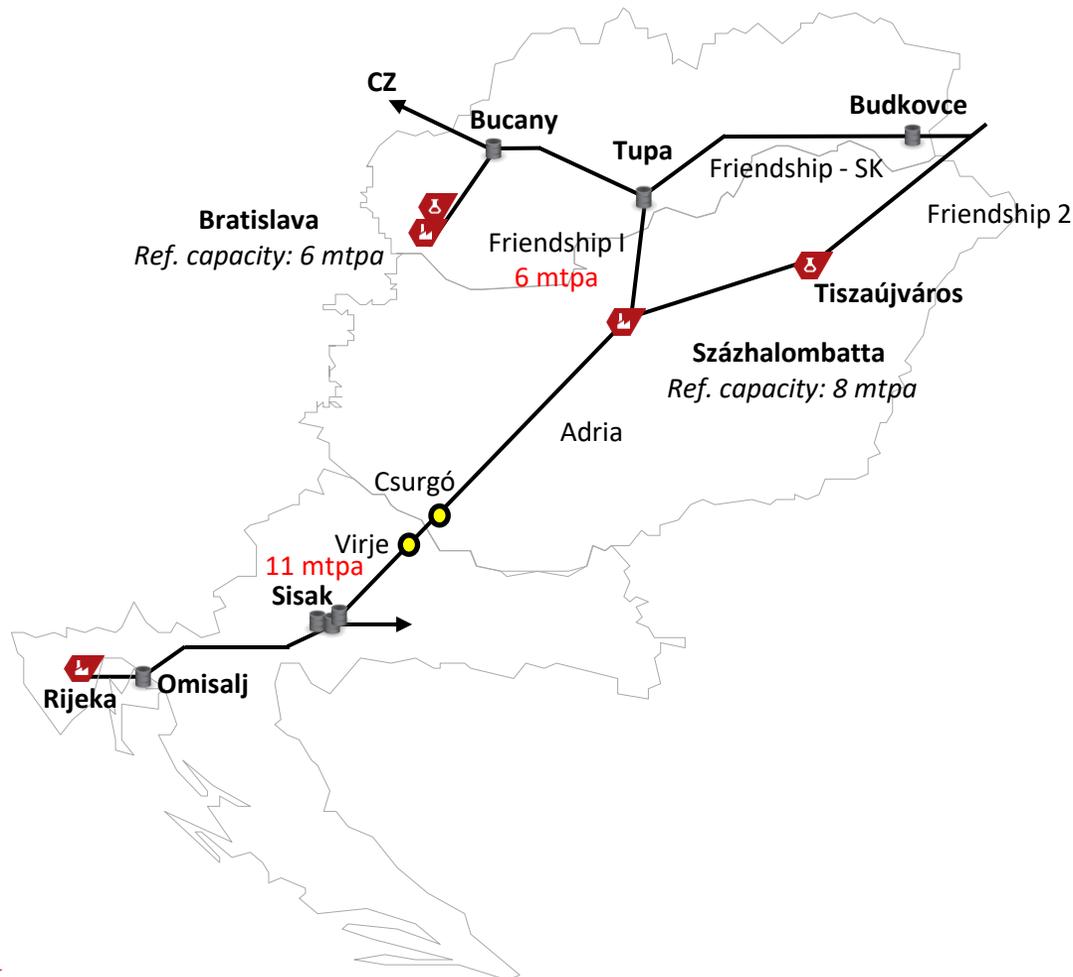
(1) Under mid-cycle assumptions



# ADRIA PIPELINE PROVIDES ALTERNATIVE CRUDE SUPPLY

AROUND USD 500MN INVESTMENT WOULD BE NEEDED FOR FULL DIVERSIFICATION

## ALTERNATIVE CRUDE SUPPLY ROUTE THROUGH THE ADRIA



## COMMENTS

- ▶ USD 170 mn spent on the development of the Danube Refinery already pre-war
- ▶ We have mapped what further investments are needed, and we are cautiously progressing with the transition of the refinery in Bratislava as well as in Százhalombatta
- ▶ Investments in the magnitude of USD 500 mn targeting crude blending, treatment and refinery debottlenecking would significantly increase MOL's ability to further diversify from Ural oil
- ▶ Should the crude flows via the Druzhba pipeline drop significantly, MOL can increase its utilization of the Adriatic pipeline and supply ca. 80% of its landlocked refineries' intake, although entailing higher technical risks and logistics costs



# CRUDE DIVERSITY PROJECTS TO INCREASE OUR FLEXIBILITY

CRUDE DIVERSIFICATION PROGRAM LAUNCHED TO EASE THE PRESSURE ON SUPPLY SECURITY CAUSED

## WHY?

- ▶ Supply security became extremely important in the region due to the Russian – Ukraine war
- ▶ MOL Group must comply with EU sanctions
- ▶ Ensure continuous security of product supply in the region, and manage risks

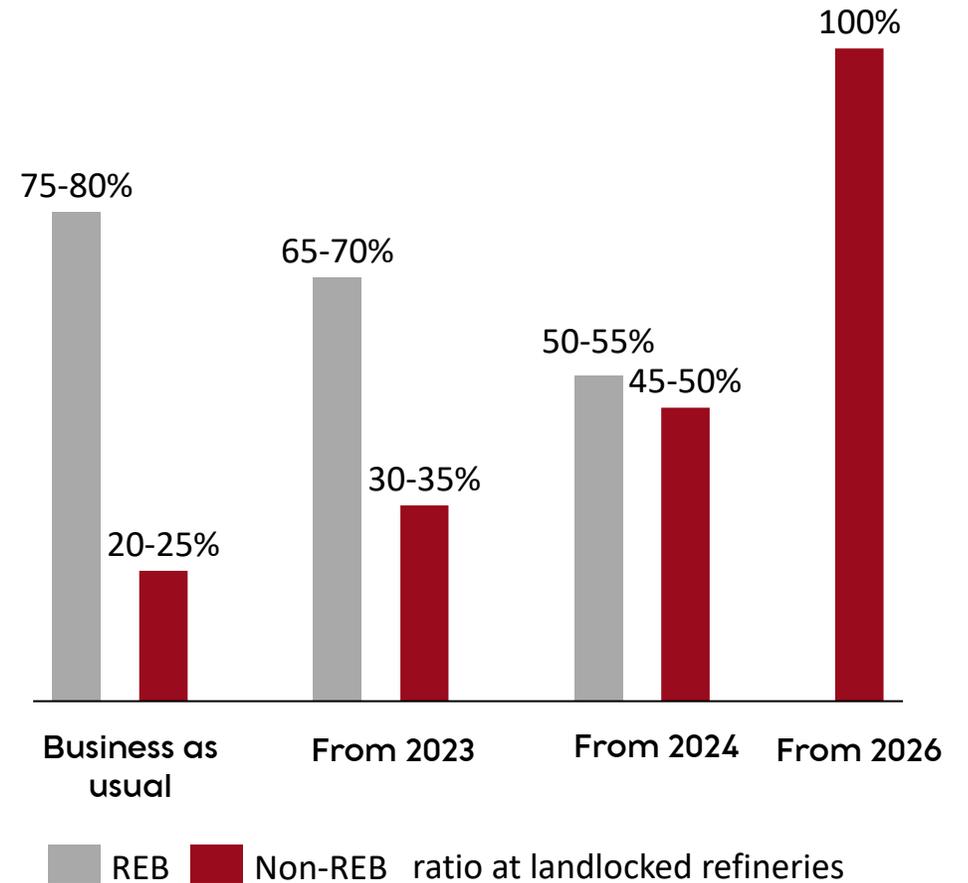
## WHAT?

- ▶ Diversify source of crude oil supply
- ▶ Valuating options to reduce or eliminate dependence on Russian crude imports
- ▶ Non-Russian crude processing ratios according to EU sanctions

## HOW?

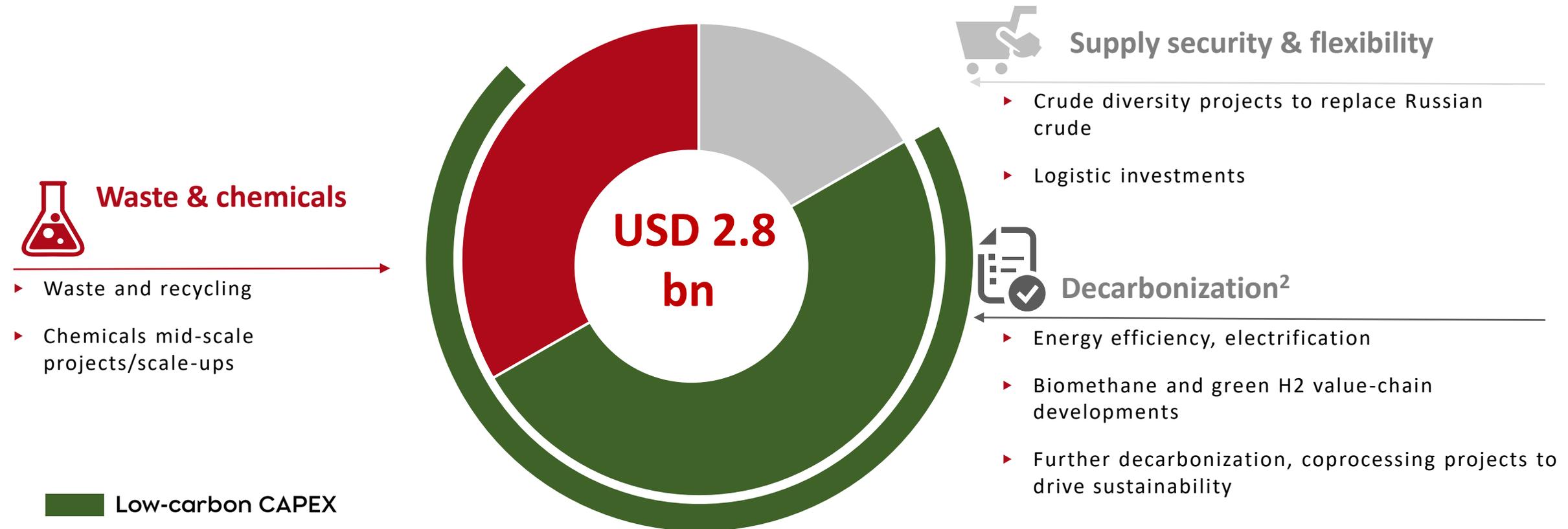
- ▶ Maintain current capacities, with wider crude selection
- ▶ Since 2022 MOL Group tested 10+ different crude types, SN processed close to 1 mn ton alternatives in 2023
- ▶ Staged execution
- ▶ Czech exemption prolonged until end of 2024

### DEVELOPING TECHNICAL CAPABILITIES TO INCREASE POTENTIAL NON-RUSSIAN CRUDE PROCESSING



# ORGANIC CAPEX ALLOCATION 2025-2030

TOTAL ORGANIC CAPEX OF USD 5.3 BN INCLUDING USD 2.5 BN (~ 400 MMUSD/Y) SUSTAIN & LTE<sup>1</sup> IN ADDITION TO STRATEGIC CAPEX OF USD 2.8 BN



**MAXIMISE PROFITABILITY WITH CAREFUL PROJECT SELECTION AND PRIORITIZATION**

(1) Lifetime extension

(2) Partnerships and subsidies can further increase the headroom for sustainability related investments



# SHARE OF RENEWABLES TO GROW IN MOL GROUP'S ELECTRICITY CONSUMPTION

A MIX OF OWN PRODUCTION AND MARKET-BASED SOLUTIONS NEEDED TO MAXIMIZE EBITDA POTENTIAL AND DEPLOY SYNERGIES WITH MOL GROUP'S OPERATION

## Electricity demand of decarbonization of Downstream



**Green H<sub>2</sub>**

- ▶ 10 MW electrolyser to come online in 2024 and to be supplied from renewables
- ▶ Green H<sub>2</sub> production to scale up significantly over strategic horizon



**De-carbonisation of DS**

- ▶ DS CO<sub>2</sub> roadmap / RES for Production & Electrification

- ▶ Current operation of 44 MW solar production is considered as the first step taken, scale-up of the portfolio is planned in synergy with current and future electricity consumers of MOL Group
- ▶ Renewable electricity to cover the consumption growth of green H<sub>2</sub> and decarbonisation needs
- ▶ Solar projects are expected to give the majority of the production however complementing renewable sources and storage solutions are considered as well

**By 2030  
MOL Group  
expected to  
consume  
up to ~2 500 GWh  
renewable  
electricity**



# MOL GROUP HAS MADE FIRST STEPS IN THE HYDROGEN DEVELOPMENT ROADMAP

MOL GROUP HYDROGEN PRODUCTION HAS A SIGNIFICANT POTENTIAL TO CONTRIBUTE TO DS CO2 TARGETS

2022

## ORGANIZATIONAL SETUP

- ▶ Dedicated H2 team and program management under the New and Sustainable Businesses



## FIRST PILOT PROJECT

- ▶ First 10 MW electrolyzer at the Danube Refinery started production in 2024 with 1,600 tpa production



2023-25

## LIGHTHOUSE PROJECTS

- ▶ Further lighthouse projects in green H2 production/logistics, 10 MW in Rijeka (CR) contracted in April 2024 with completion expected in 2026
- ▶ First HRS in the retail network in core countries (CR, HU, SK) *to gain experience, develop competence*



## PARTNERSHIPS

- ▶ Establish partnerships with technological suppliers, mobility companies and professional associations



2026-30

## WHOLE RENEWABLE H2 VALUE CHAIN

- ▶ MOL Group will establish its presence in the whole renewable hydrogen value chain: *from RE generation and storage, via green H2 production and distribution till the serving H2 mobility demands*



## INDUSTRIAL SCALE-UP

- ▶ Scale up of green H2 production in the second half of this decade, to reach EU compliance and serve increasing mobility needs



CONTRIBUTE SIGNIFICANTLY TO THE STRATEGIC CO2 REDUCTION TARGET BY 2030  
ASSURE PRESENCE IN THE EMERGING CEE HYDROGEN ECOSYSTEM

THE MOL GROUP EQUITY STORY  
**WASTE MANAGEMENT**

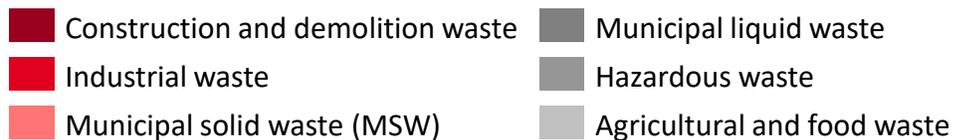
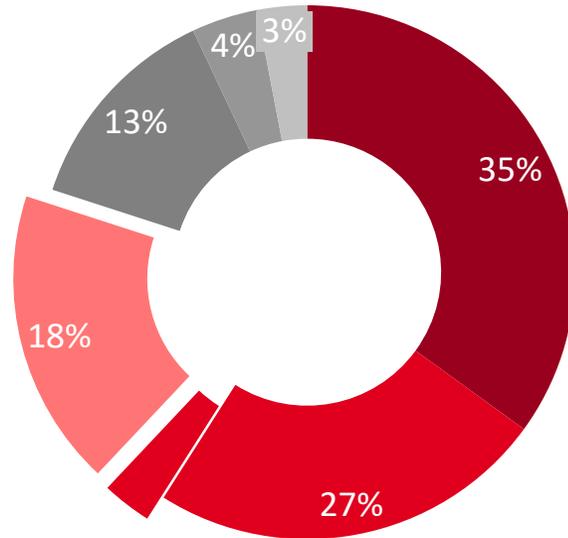


# THE CONCESSION TO COVER ~5 MN TONNES OF WASTE AND THE WHOLE TERRITORY OF HUNGARY

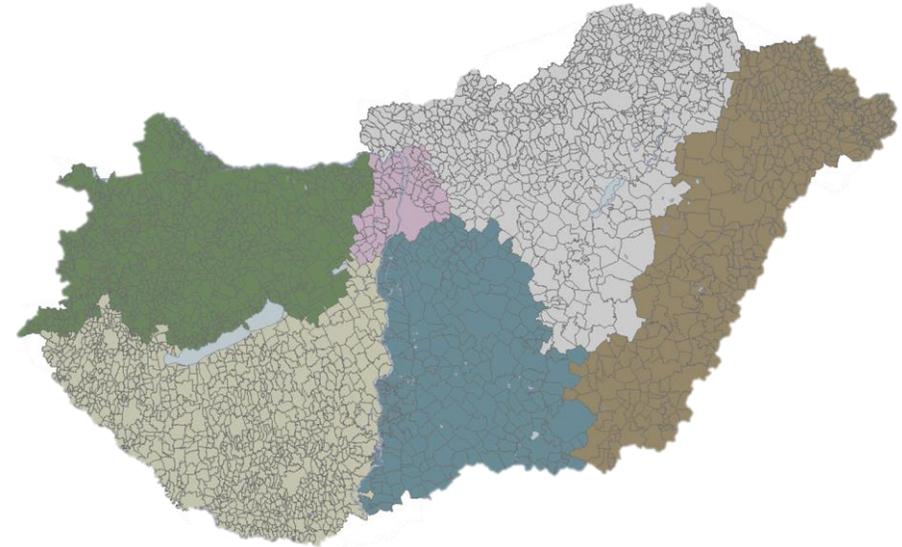
## COMPOSITION OF WASTE BY SOURCE

Total waste:  
**20 mn tons**

**MOL'S SCOPE :**  
**4.7 mn tons**  
(mainly  
municipal solid  
waste)



## OPERATION WITH REDUCED NUMBER OF REGIONS

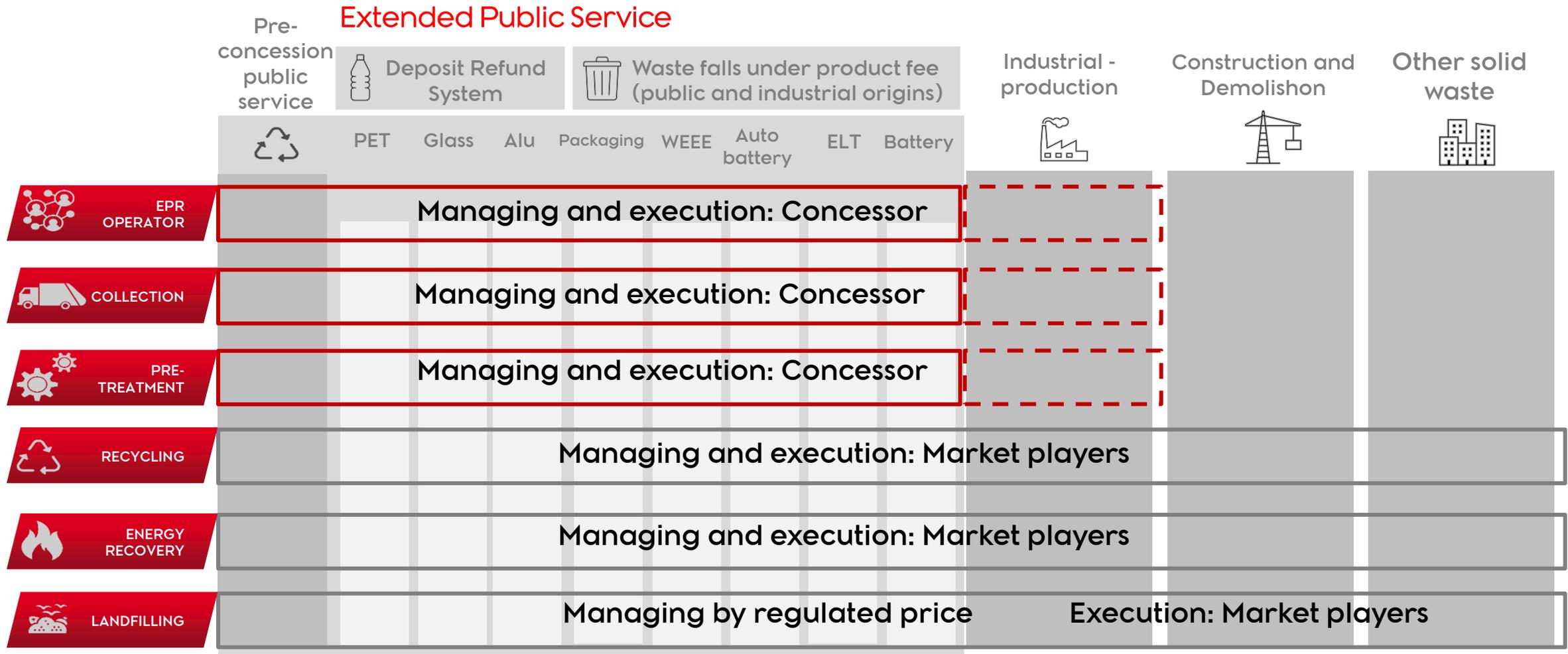


- ▶ From 26 service providers operating independently MOHU decreased to 6 regions for more efficient operation
- ▶ Starting utilization of synergies on country level as a result of optimization



# INTEGRATED WASTE MANAGEMENT CONCESSION

EXTENDED SERVICE SCOPE WITH MANAGING ROLE IN THE WHOLE VALUE CHAIN

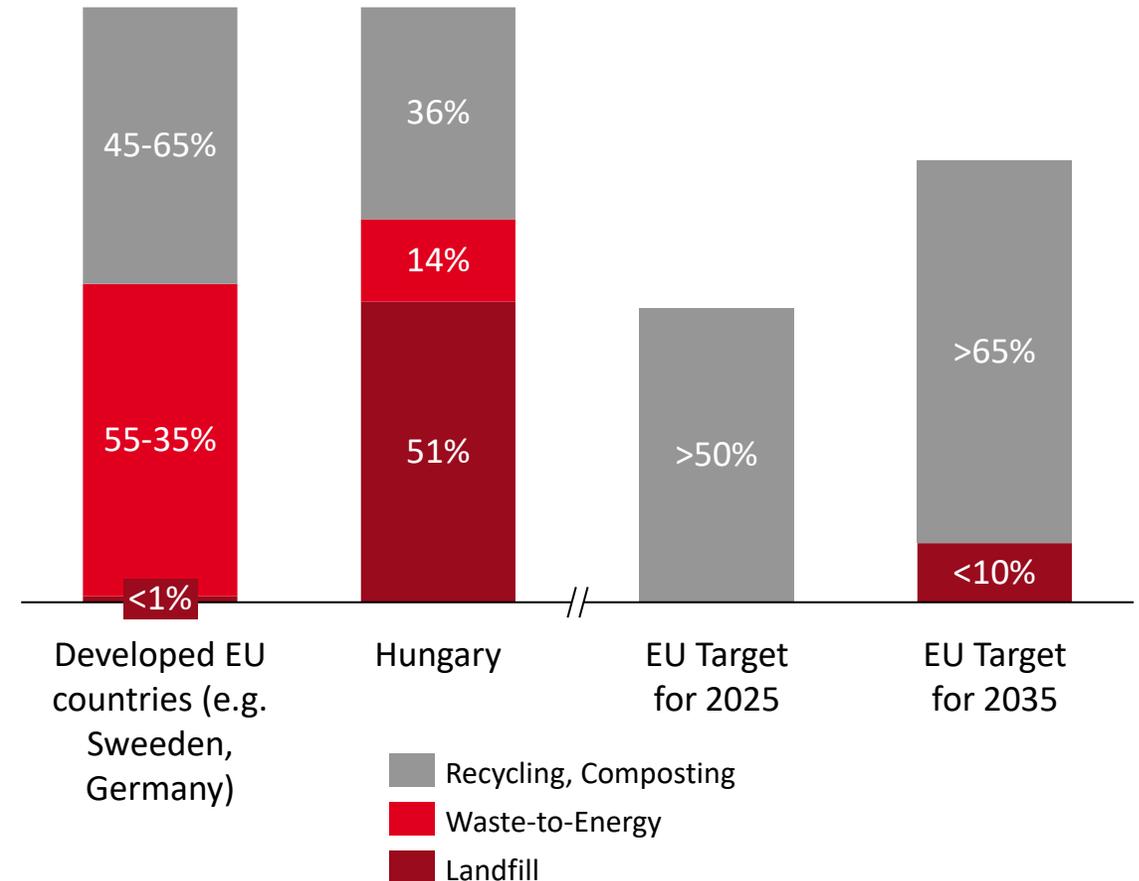


# EFFICIENCY GAINS AND MINIMIZING LANDFILL PROVIDE SIGNIFICANT IMPROVEMENT POTENTIAL

## CONCESSION TO IMPROVE EFFICIENCY

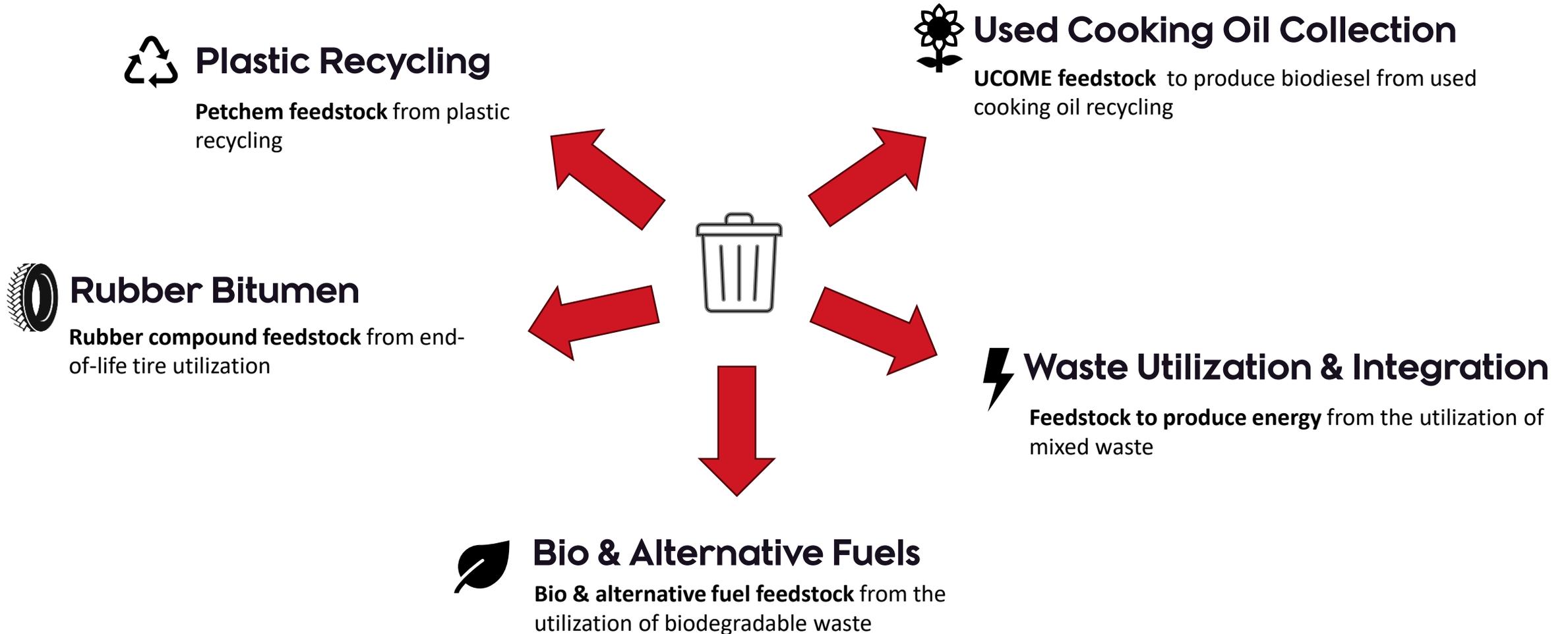
- ▶ Making waste collection and transportation tasks more efficient
- ▶ Optimizing the utilization of tasks of national waste treatment
- ▶ Introduction of the extended producer responsibility system
- ▶ Introduction of the deposit refund system
- ▶ Development of new separate collection of household waste streams
- ▶ Creation of new waste-to-energy plant of at least 100 kt capacity
- ▶ Implementation of investments in a minimum amount of USD ~0.5bn by 2033
- ▶ Creating a waste tracking IT system
- ▶ Promoting the improvement of consumer attitude and the increase of their participation
- ▶ Organizing waste recycling

## MUNICIPAL WASTE HANDLING IN THE EU



# UP TO 1.5 MN TONS OF FEEDSTOCK FOR ENERGY INDUSTRY BY 2030

WASTE MANAGEMENT TO BECOME AN ENABLER OF FUTURE GROWTH



# MAIN SUCCESS AND DEVELOPMENT AREAS OF WASTE MANAGEMENT

## FOCUSING ON THE START OF THE CONCESSION AND THE MILESTONES AHEAD

### SETUP SUCCESSFUL

### CHALLENGES AHEAD

#### CONCESSION

- ▶ The transition to the new system was successfully completed, and it is operating as intended
- ▶ The collection and treatment of waste is stable and continuous

#### REGULATORY ENVIRONMENT

- ▶ All relevant legislative acts and methodology were published
- ▶ The brand-new price regulation has been completed and EPR fees were announced

#### OPERATION

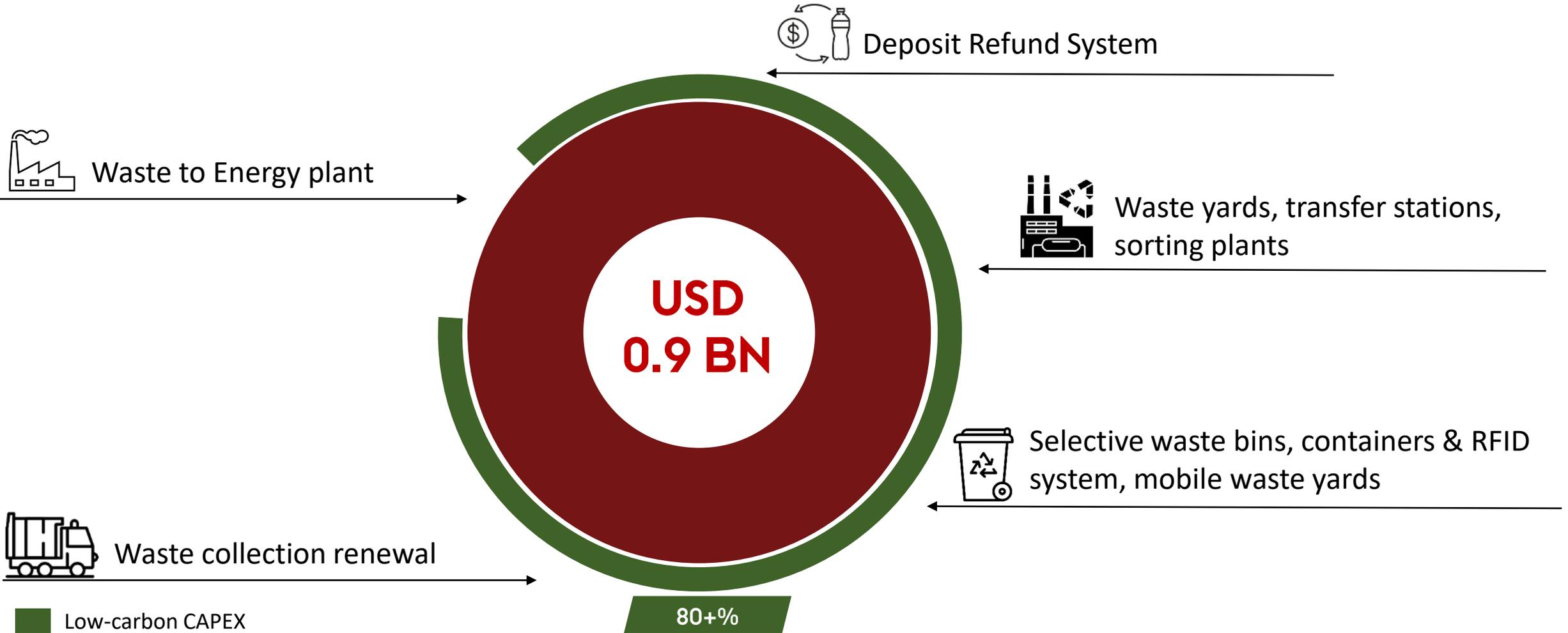
- ▶ Seamless transition for the end-customers
- ▶ Deposit Refund System was launched on 1 January 2024 with ramp-up ongoing successfully

- ▶ Stabilizing supply chain operation
- ▶ Starting to implement efficiency and cost reduction programs
- ▶ Increasing the yield of recovered material
- ▶ Implementing Deposit Refund System
- ▶ Ensuring smooth public invoicing
- ▶ Building brand awareness

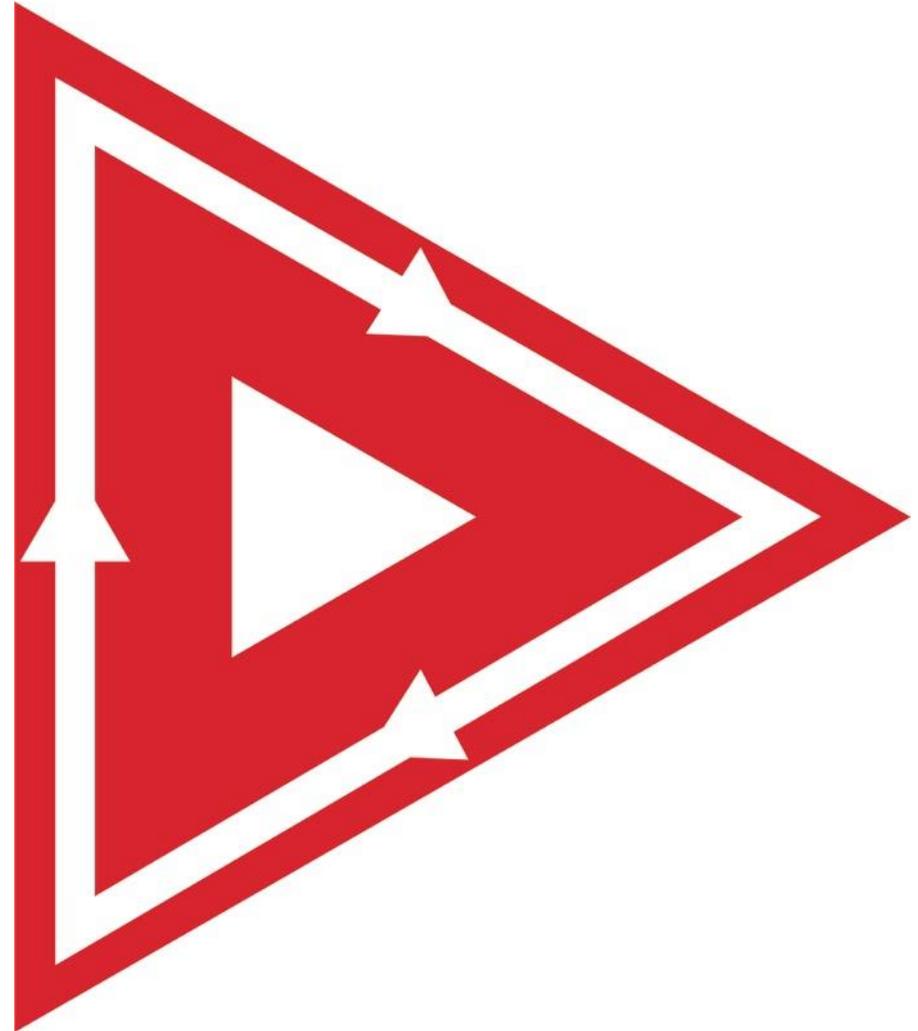


# MAIN DEVELOPMENT PROJECTS OF WASTE MANAGEMENT

ORGANIC INVESTMENTS BETWEEN 2025-2030



THE MOL GROUP EQUITY STORY  
**CONSUMER SERVICES**



# A LEADING REGIONAL NETWORK

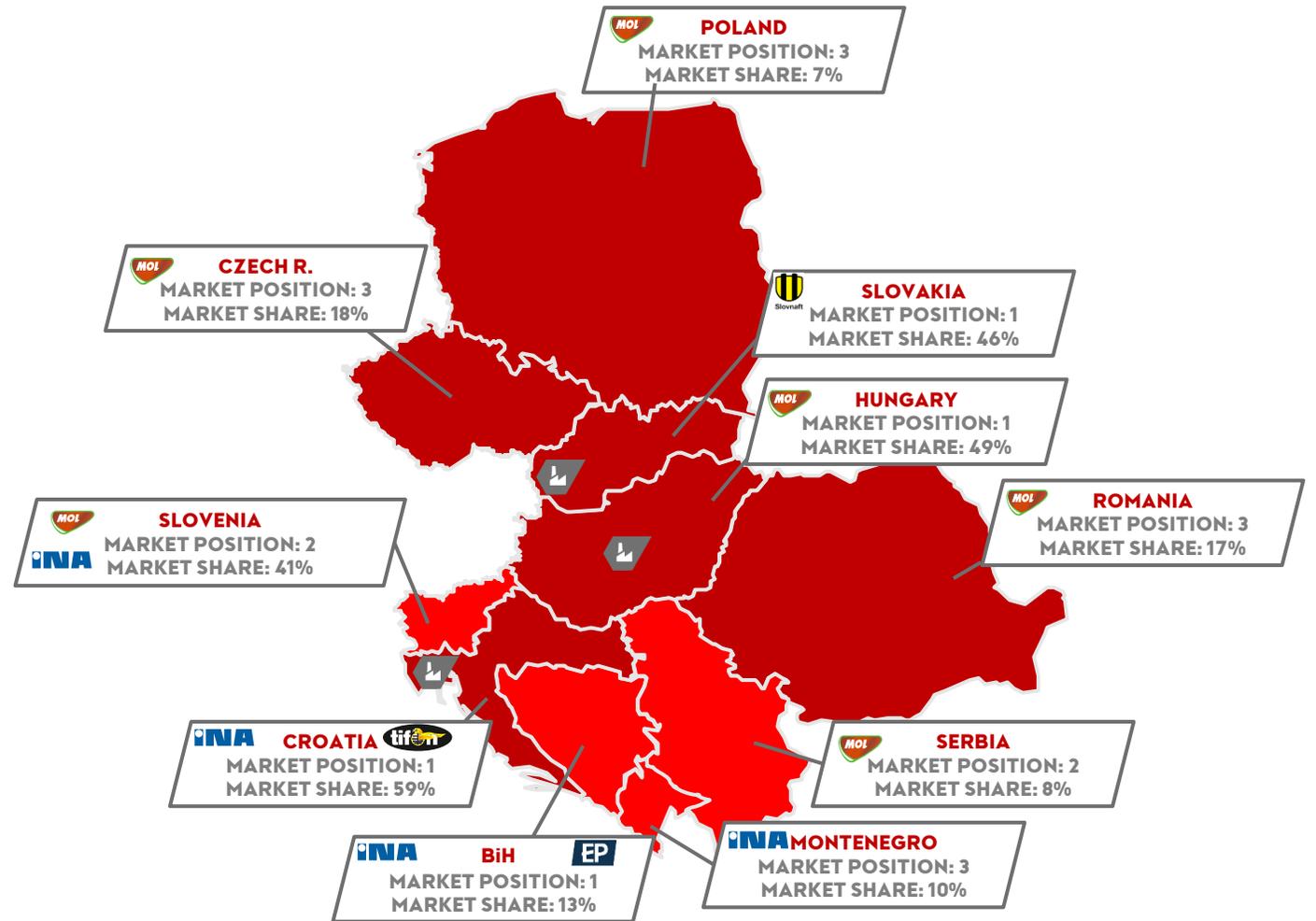


**TOP 3**  
IN 100 % OF THE NETWORK

**10** COUNTRIES

**6** WELL ESTABLISHED BRANDS

**2,400+** MOSTLY COCO / COCA  
SERVICE STATIONS\*



CORE 6 COUNTRIES REFINERY

\*2023 YE data, including DODO and DOFO stations

Source of the market share data is local, internal estimation  
For Slovenia, MOL SLO and MOL&INA sold volume is taken into consideration compared to Statistical Office data

# BECOME A DIGITALLY-DRIVEN CONSUMER GOODS RETAILER AND INTEGRATED, COMPLEX MOBILITY SERVICE PROVIDER BY 2030



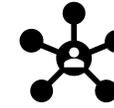
## Regional leader in fuel and convenience retailing

- ▶ Expansion and optimization of the network in existing and entry into potential new markets in CEE
- ▶ Increase premium fuel penetration and maintain market share as appropriate for each market.
- ▶ Serve the emerging alternative fuel demand
- ▶ Broaden and strengthen the gastro and convenience offerings by building on our FMCG capabilities and differentiating offer



## Continuous improvement of operational efficiency

- ▶ Strong standardization and digitalization of processes backed up by operational discipline
- ▶ Optimization of OPEX, supply chain and stock management
- ▶ Data-driven daily sales management and digitally enhanced operation execution



## Diversification of sales channels

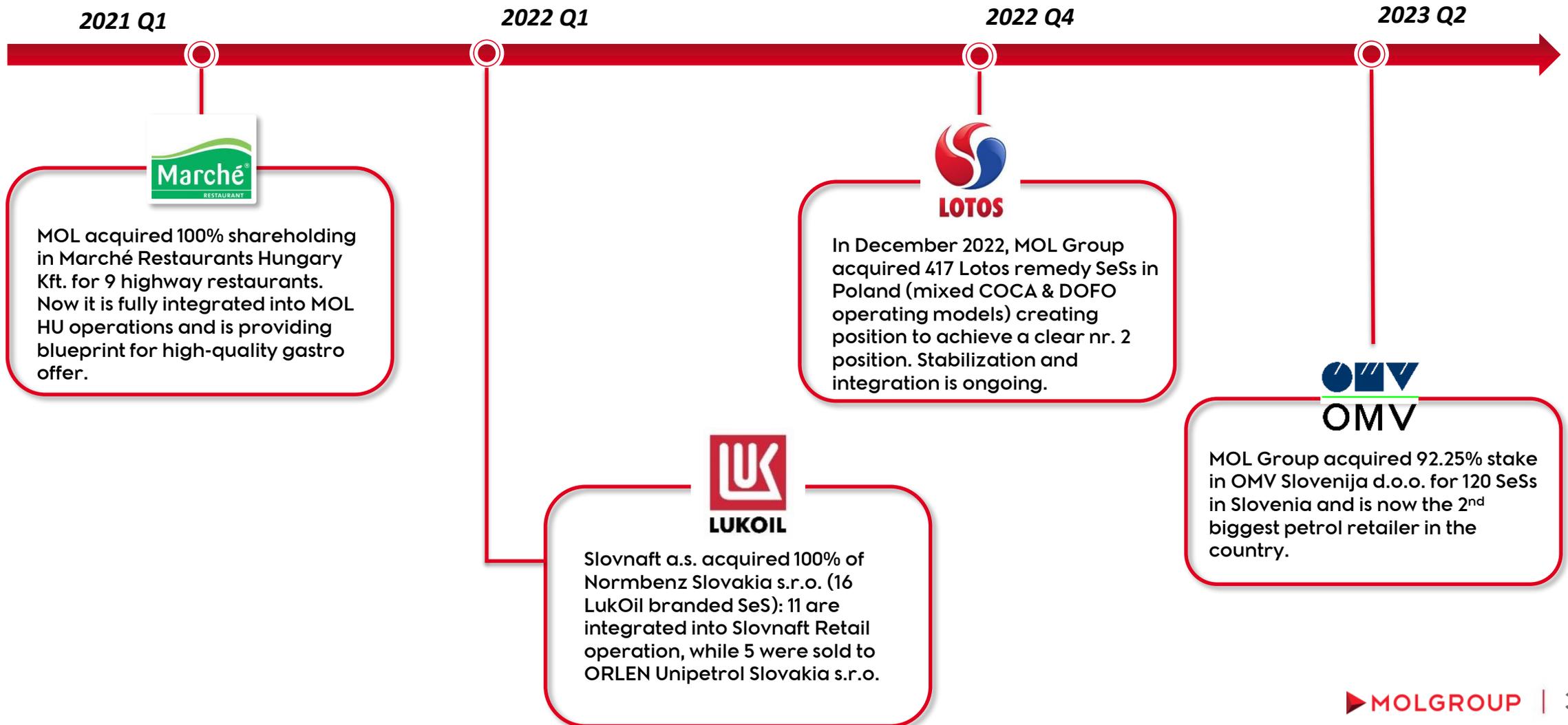
- ▶ Customer activation and retention via new digital loyalty rewards program
- ▶ Focus on exploiting synergies by bringing retail and mobility customers onto the same platform
- ▶ Leverage the scale of our digital loyalty platform to build a digital ecosystem
- ▶ Roll-out of standalone Fresh Corner Café concept and develop a franchise concept for market expansion

CONTINUOUS INTEGRATION OF SUSTAINABILITY OBJECTIVES



# SIGNIFICANT PROGRESS MADE IN NETWORK EXPANSION SINCE 2021

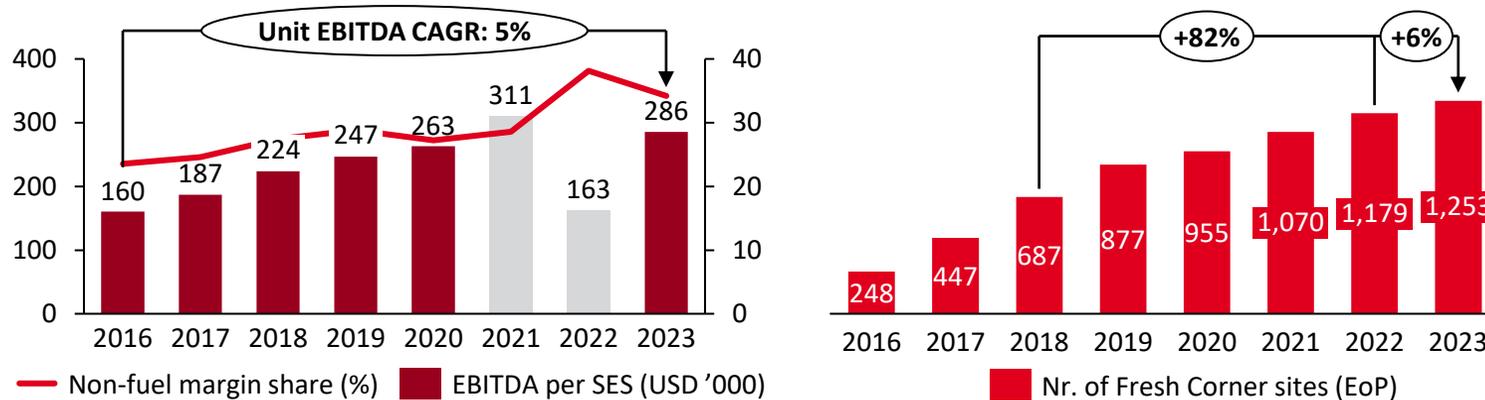
## ACQUIRING 500+ STATIONS IN THE REGION



# GASTRO & SHOP TO DRIVE GROWTH IN TRADITIONAL RETAIL

EXCELLENT TRACK RECORD IN DRIVING NON-FUEL SALES SET TO CONTINUE BASED ON DIGITAL AND BUSINESS MODEL TRANSFORMATION

## UNIT EBITDA, NON-FUEL MARGIN SHARE<sup>1</sup> AND NETWORK DEVELOPMENT, 2016-2023

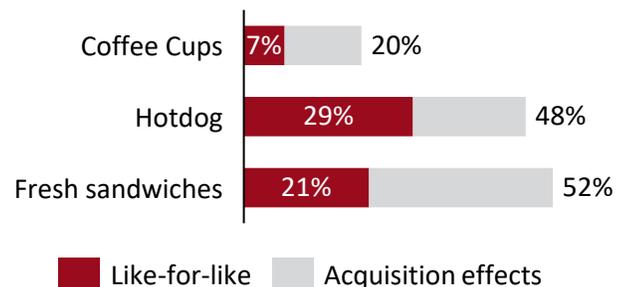


## COMMENTS

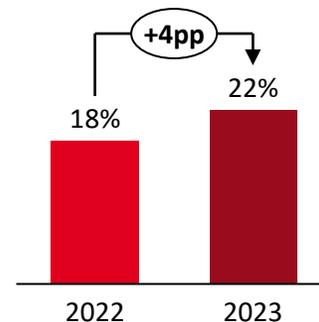
- ▶ First phase of digitalisation has been paying off with unit margins on an uptrend
- ▶ Non-fuel sales has been trending upwards thanks to a strong offer lineup and digital discount and loyalty schemes
- ▶ App-based loyalty system "MOL Move" gaining popularity with increasing penetration among transactions
- ▶ Positive network effects likely to support the trend with the ongoing integration of Polish and Slovenian acquisitions into the Fresh Corner and Gastro concept

## 2023 TRENDS CONFIRM STRATEGIC DIRECTIONS

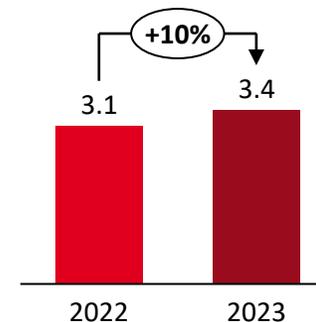
### GROWTH IN NR. OF PRODUCTS SOLD, 2023 V 2022 (%)



### LOYALTY PENETRATION<sup>2</sup> (%)



### ACTIVE LOYALTY CUST.<sup>3</sup> (MN)



(1) 2021-2022 EBITDA / SES and non-fuel margin share figures distorted by COVID and price cap effects  
 (2) Share of loyalty transactions within the total transactions over the selected period  
 (3) At least 1 transaction on a registered loyalty ID within the given period, without acquisition effects

# CEE MARKET LEADER IN FUEL & CONVENIENCE RETAILING

EBITDA OF USD 1,000 MN TO BE DELIVERED BY 2030

	2025 original goals	2025 revised goals	2030 goals
<b>mn EBITDA</b>	USD ~700	USD ~730	USD 1,000
<b>mn FCF IN 5 YEARS</b>	USD~1,800	USD~2,000	USD~2,900
<b>CONVENIENCE SALES INCREASE</b>	63%	92%	183%
<b>FUEL VOLUME INCREASE</b>	42%	40%	43%
<b>INCREASE IN ACTIVE LOYALTY CUSTOMERS</b>	50%	50%	100%



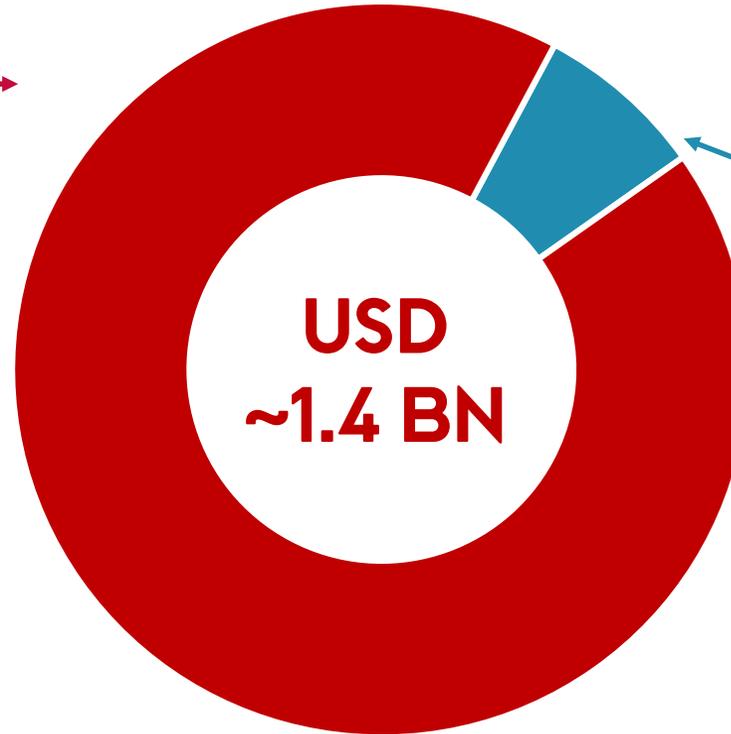
All % increase data are vs 2021A  
Convenience sales category covers Gastro, Grocery and Forecourt non-fuel categories

# ORGANIC CAPEX ALLOCATION 2025-2030



## RETAIL

- ▶ Develop network further to keep and improve competitive position
- ▶ Integrate SeSs acquired in 2022-2023
- ▶ Continue rollout of Fresh Corner concept
- ▶ Further innovate with industry leading digital solutions
- ▶ Further standardize systems, operation processes



## ALTERNATIVE FUEL & MOBILITY

- ▶ Expansion in EV-chargers, fleet and car-sharing services in line with market growth

**CONTINUE PROFITABLE TRANSFORMATION TO BECOME A DIGITALLY DRIVEN CONSUMER RETAILER AND INTEGRATED MOBILITY PROVIDER**

# DIVERSIFICATION OF SALES CHANNELS

## THROUGH DIGITAL TRANSFORMATION AND FRANCHISE OPERATION

### 2016-2020

#### Digital and data-driven operation



- ▶ Supporting traditional loyalty programs with data analytics, improved campaign management and new digital channels (e.g. MOL Go app)
- ▶ Establishment of a new digital loyalty rewards program (already introduced in Croatia, Slovenia and Hungary)
- ▶ Strengthening digital execution with online, gamified learning and sales manager tool to boost sales

### 2021-2025

#### Synergies & platform building



- ▶ Start personalizing retail customers' journeys through the new Digital Loyalty program
- ▶ Focus on exploiting additional MOL Group synergies (e.g.: retail network and customers)
- ▶ New digital payment solutions to improve on-site customer experience

### Beyond 2025

#### Step change



- ▶ Integrate retail and mobility to sell km instead of liters
- ▶ E-Commerce: new, convenient online sales channel & marketplace
- ▶ Roll-out of standalone Fresh Corner Café concept in a franchise model
- ▶ Become a multi-brand franchisor by entering different segments



# SERVING THE EMERGING ALTERNATIVE FUEL NEED

TO COMPENSATE SHRINKING OPPORTUNITIES IN FOSSIL FUELS BEYOND 2030



**2017-2024**

**Foundations  
in EV-  
charging**



- ▶ Capability and knowledge building in the e-mobility sector
- ▶ Above 200 EV-chargers were installed in the region
- ▶ MOL Plugee brand and application were introduced for seamless customer experience



**2025-2030**

**Tailored growth  
and service  
developments**



- ▶ Improve services and business model, offer additional value-adding services
- ▶ Further grow customer base
- ▶ Reach new market and customer segments, test new concepts

**Beyond  
2030**

**Step  
change**



- ▶ Significant investments in EV-chargers and connected services
- ▶ Pilot projects in advanced technologies (e.g: improved charger station layouts, hydrogen fuel-cell based transport)
- ▶ Expected uptake in hydrogen fuel-cell vehicles, mainly in public transport and long-haul freight



# MOBILITY SERVICES TO GROW FURTHER

## AND EXPLOIT SYNERGIES THROUGH DIGITAL PLATFORMS

2017-2022

Start and capability building



- ▶ Capabilities built in B2C and B2B customer brands
- ▶ Focus on increasing synergies among mobility businesses:

600 mn+ already sold kilometers

~6.000 fleet cars

~100.000 car sharing users

~2500+ shared bikes



2023-2025

Synergies & platform building



- ▶ Building synergies between existing mobility capabilities and introducing new services
- ▶ Lay the foundation of a digital ecosystem in which MOL Group's mobility services and additional solutions are interconnected

Beyond 2025

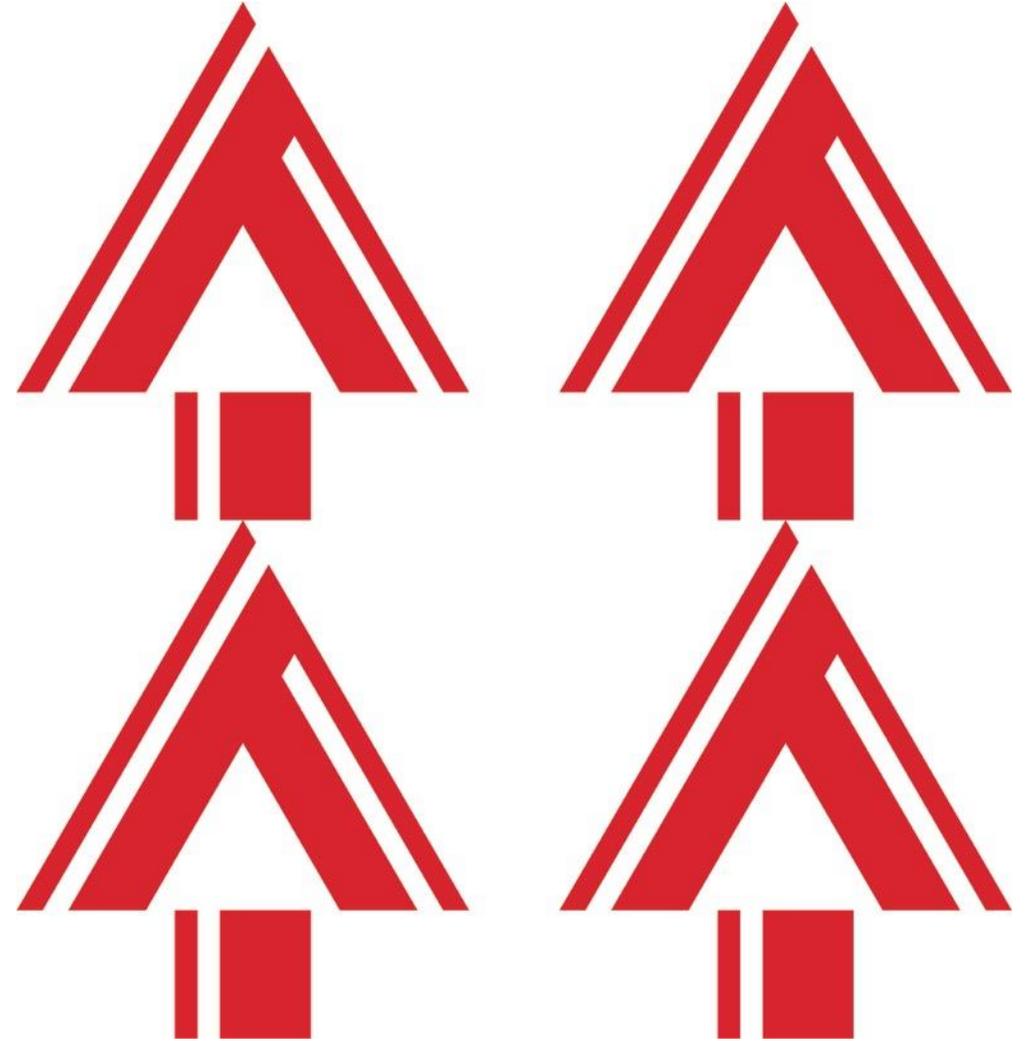
Step change



- ▶ Offering seamless, digitally integrated platform-based solutions for multimodal transportation
- ▶ Active tracking of potential businesses related to autonomous vehicles and transportation methods



THE MOL GROUP EQUITY STORY  
**EXPLORATION AND PRODUCTION**



# 335 MMBOE 2P RESERVES AND ~92 MBOEPD PRODUCTION IN Q3 2024

**CEE**

Reserves: 131 MMboe  
Production: 58.0 mboepd

- ▶ **HUNGARY**  
Reserves: 56.5 MMboe  
Production: 37.0 mboepd
- ▶ **CROATIA**  
Reserves: 74.4 MMboe  
Production: 21.0 mboepd
- ▶ **o/w offshore**  
Reserves: 6.7 MMboe  
Production: 2.7 mboepd

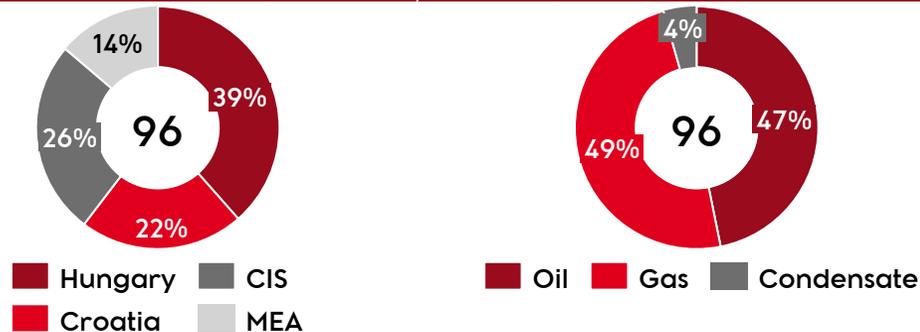


**INTERNATIONAL**

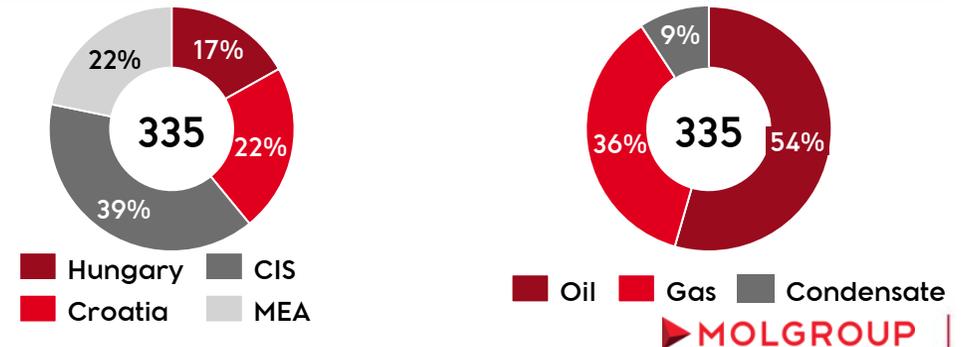
Reserves: 204.2 MMboe  
Production: 38.1 mboepd

- ▶ **CIS**  
Reserves: 131.2 MMboe  
Production: 17.5 mboepd
- ▶ **MEA**  
Reserves: 73.0 MMboe  
Production: 17.4 mboepd

**PRODUCTION BY COUNTRIES AND PRODUCTS (MBOEPD; Q3 2024)**



**RESERVES BREAKDOWN BY COUNTRIES AND PRODUCTS (MMBOE; YE 2023)**



Notes: Group production figures include consolidated assets, JVs and associates.

# THREE KEY PILLARS OF REVISED 2030 STRATEGY

1



## CEE OPTIMIZATION & SYNERGIES

- ▶ **E&P to support energy supply security in the CEE region by optimization and smartly using synergies:**
  - Enhance the cross-border cooperation between MOL and INA
  - Optimizing Infrastructure
  - Energy efficiency improvement
  - Wells and operation cost optimization

2



## INTERNATIONAL

- ▶ **E&P to strengthen its international portfolio:**
  - Sustain & develop our international portfolio
  - Establish strategic partnerships
  - Provide the optimal resource and production level & offset production decline
  - Utilize specific internal capabilities (mature field management, production optimization, cost efficient onshore drilling)

3



## LOW CARBON

- ▶ **E&P to contribute to MOL Group decarbonization strategy:**
  - **Geothermal:** utilizing E&P competence
  - **Lithium:** launched pilot project in Hungary, looking for further targets
  - Complying with methane EU regulation and **Carbon Capture and Storage (CCS)**



# COMPETITIVE OPERATION, DIVERSE PORTFOLIO & LAUNCHING OF LOW CARBON

## GUIDANCE FOR 2025-2030

**≥ 90 MBOEPD**

Production guidance

**USD~6-8/BOE**

Unit direct production cost

**USD 2bn**

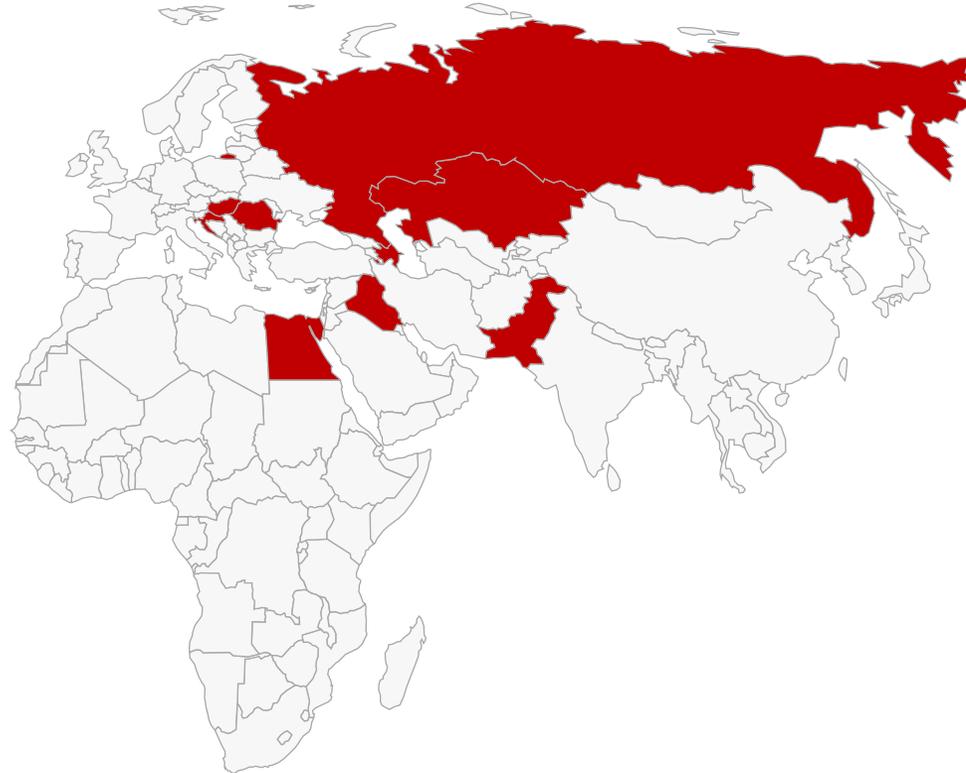
Organic CAPEX<sup>1,2</sup>

**≥ 20 USD/BOE**

Unit Simplified Free Cash Flow<sup>1,2</sup>

**Low Carbon**

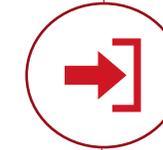
Launching new projects



## E&P 2030 PILLARS



**CEE Optimization & Synergies**



**International**



**Low Carbon**



(1) Excluding equity consolidated assets

(2) Excluding inorganic investments necessary for maintaining 90 MBOEPD production level

# LOW CARBON FOCUS AREAS

## GEOHERMAL

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- ▶ Material electricity generation
- ▶ Production to support MOL facilities directly or contribute to Upstream's hedge function indirectly
- ▶ Production expected to start ~2029

## METHANE REGULATION

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- ▶ Zero routine flaring
- ▶ Deployment of monitoring and detection systems
- ▶ CAPEX effects mainly 2024-2025

## LITHIUM

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- ▶ Lithium extraction pilot project to be launched in 2024 in Pusztaföldvár
- ▶ Examination of novel Direct Lithium Extraction technologies
- ▶ Expected production launch date 2028

## CARBON CAPTURE & STORAGE

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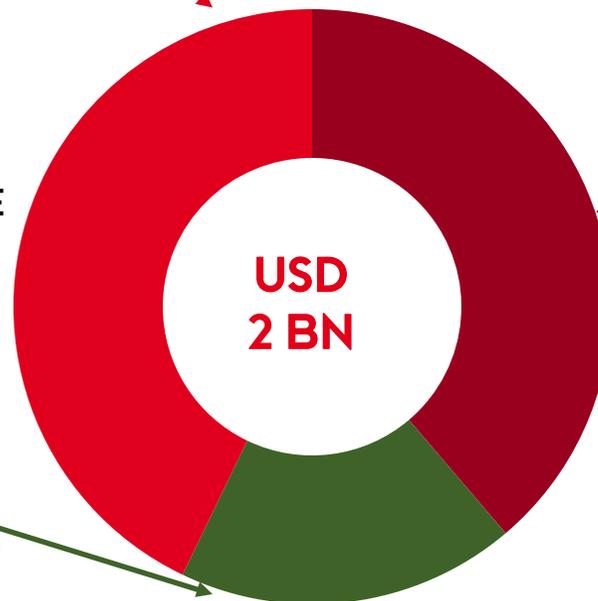
- ▶ Feasibility studies for several locations across Hungary and Croatia ongoing
- ▶ Discussions with potential partners in CO2 injections underway



# E&P CAPEX<sup>1</sup> ALLOCATION FOR 2025-2030

## CEE OPTIMIZATION & SYNERGIES

- ▶ Maximize the value in operating mature fields
- ▶ Focus on Production Optimization and Enhanced Oil/Gas Recovery programs
- ▶ Cost efficiency and realize synergies in CEE



## INTERNATIONAL

- ▶ Maximize the value of existing fields with stable profitability and production as long as economically rationale

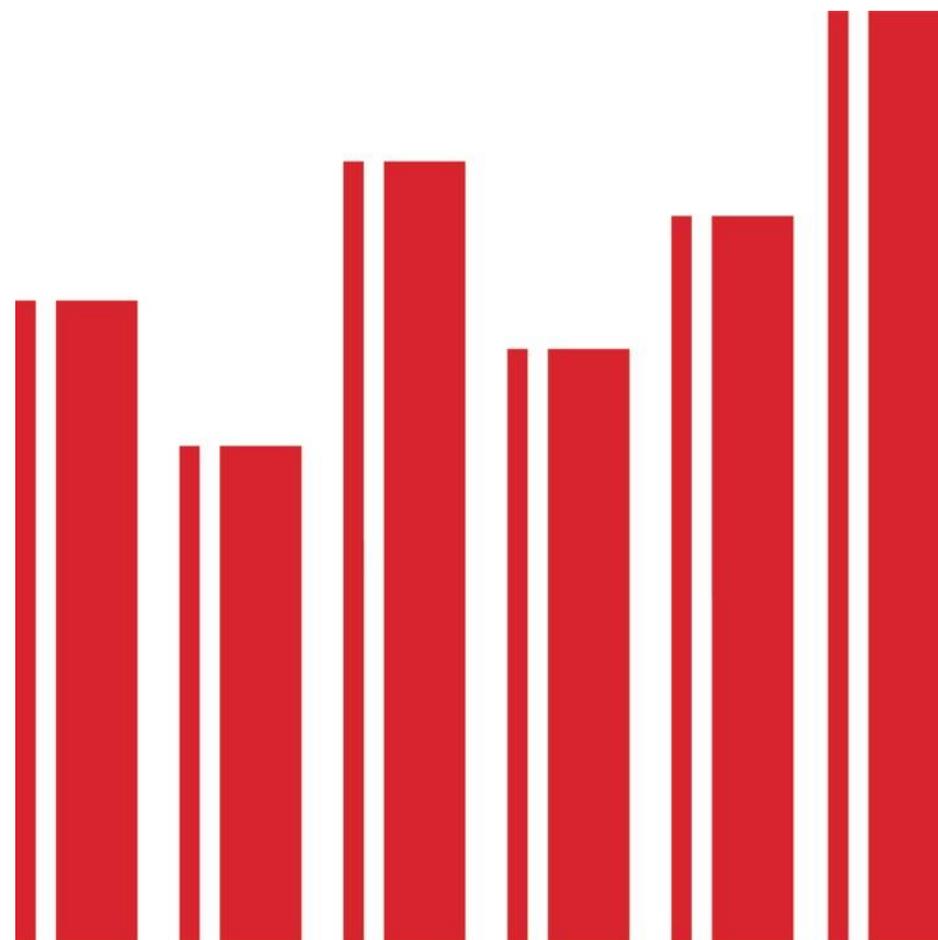
## LOW CARBON

- ▶ Contribute to MOL Group decarbonization strategy
- ▶ Create partnerships/JVs to de-risk execution

## PORTFOLIO DIVERSIFICATION AND HIGHGRADING

 (1) Excluding equity consolidated assets

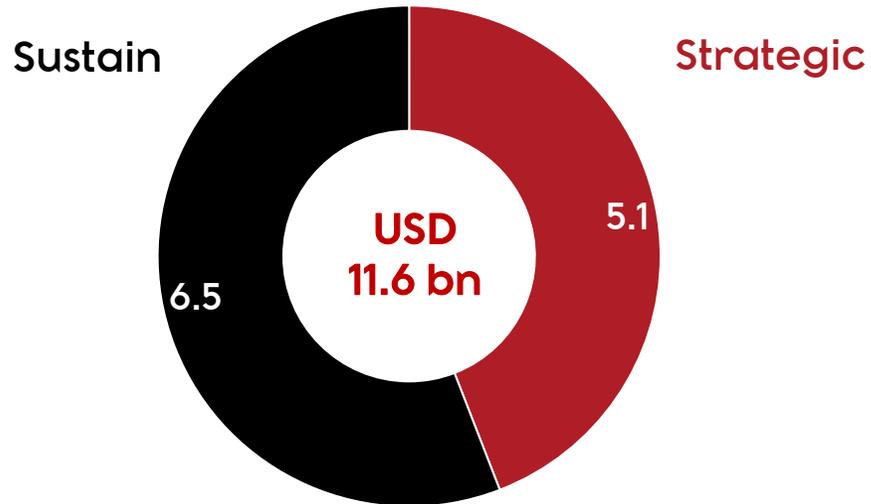
# FINANCIALS



# TOTAL ORGANIC CAPEX TO RISE TO USD ~12 BN IN 2025-2030

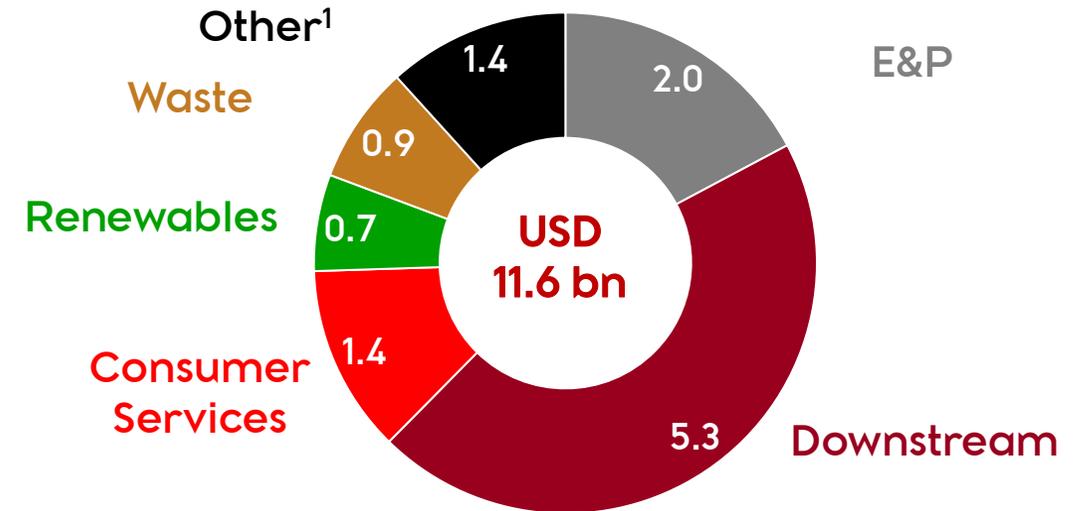
HIGH SHARE OF STRATEGIC INVESTMENTS WITHIN THE TOTAL BUDGET

ORGANIC CAPEX (2025-30)



- ▶ Sustain CAPEX roughly in line with 2018-2023 period as the effect of a growing asset base is offset by better sustain efficiency
- ▶ Strategic investments include supply security, petchemisation and low carbon initiatives facilitating MOL's green transition

ORGANIC CAPEX DISTRIBUTION (2025-30)



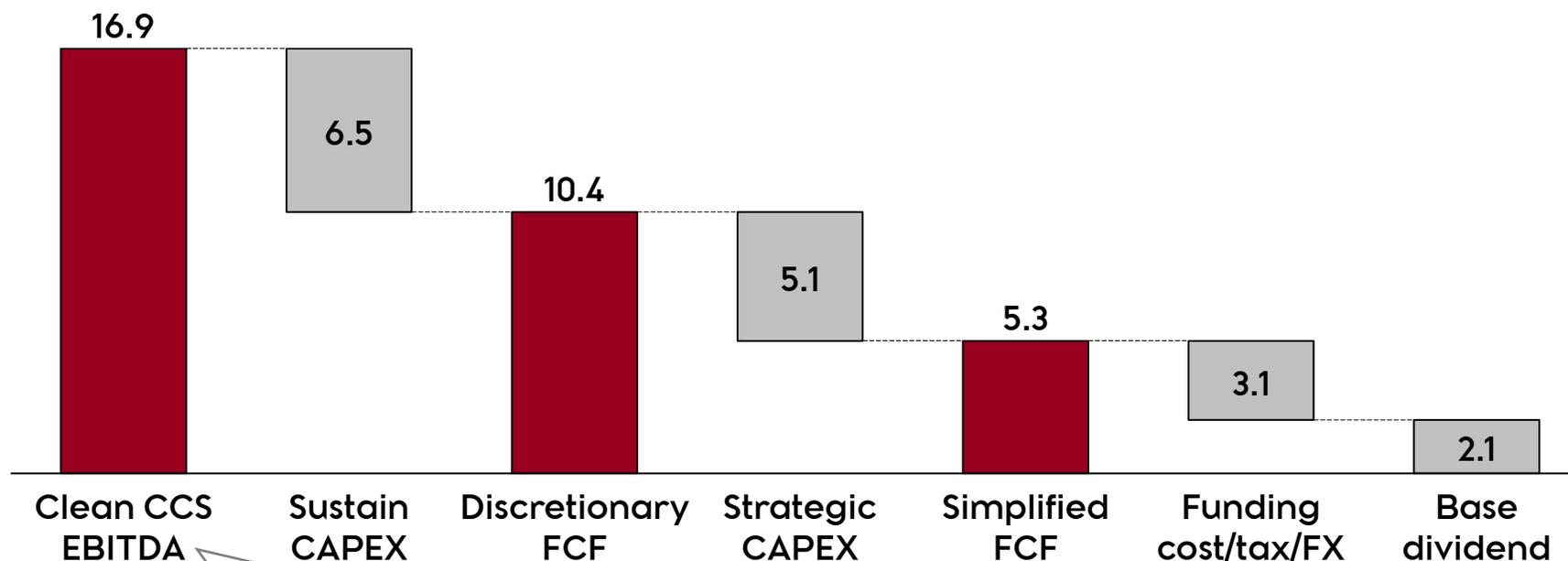
- ▶ Annual distribution of this CAPEX pool may fluctuate along with project timelines, approvals
- ▶ Additional CAPEX pool may be available to fund the low-carbon transition and/or M&A if 1) excess cash is generated due to a stronger-than-assumed macro environment and 2) financially attractive projects reach FID phase

(1) Other includes Midstream, Oil Field Services and Management & Services

# FULLY FUNDED TRANSFORMATION AND BASE DIVIDENDS IN 2025-30

EVEN AT CONSERVATIVE MACRO ASSUMPTIONS

## FINANCIAL FRAMEWORK ASSUMING CASH FLOW BREAKEVEN (2025-30, USD BN)<sup>1,2</sup>



Assumptions for breakeven:  
 40 USD/bbl Brent  
 15 EUR/MWh TTF  
 3 USD/bbl refinery margin  
 300 EUR/t integrated petchem margin

## COMMENTS

Viable path towards full execution of organic investment plan on strategic horizon

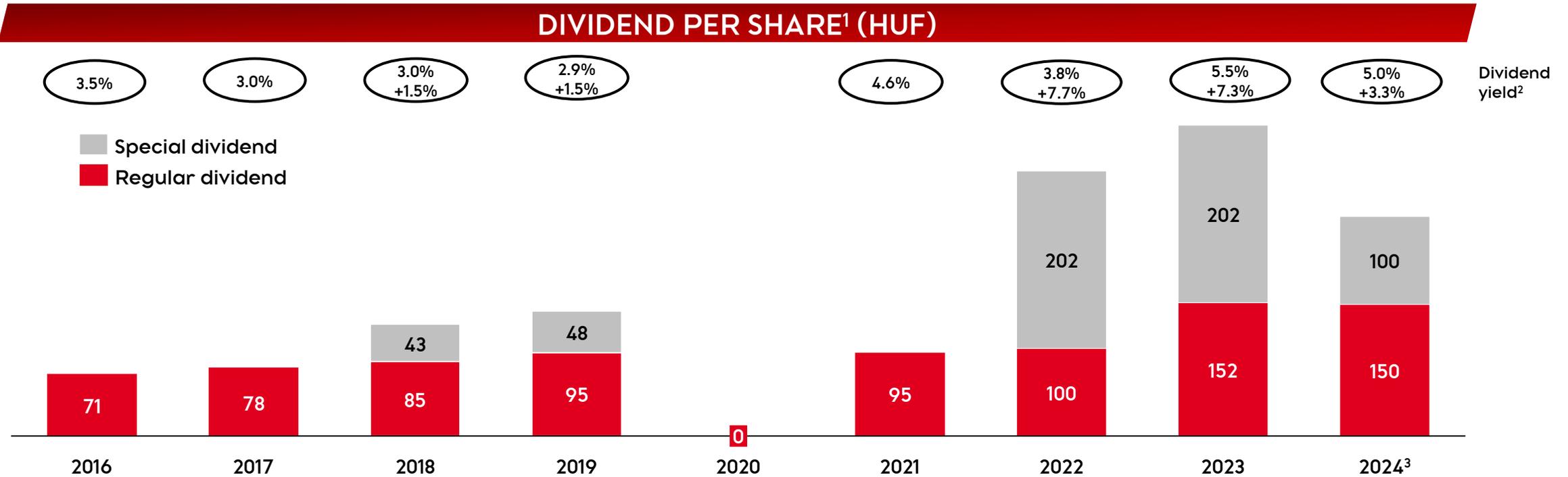
- ▶ EBITDA to cover must-pay capex, tax, and interest
- ▶ Full strategic CAPEX to be met from discretionary FCF without an increase in leverage
- ▶ 2023 Base DPS of HUF 152 comfortably met until 2030
- ▶ More favourable macro conditions would leave financial headroom for special dividends and acquisitions

(1) Excluding M&A, changes in working capital

(2) Excluding the impact of price caps and changes in the windfall taxation and regulatory environment

# DIVIDEND REFLECTING OPERATIONAL PERFORMANCE

BASE DIVIDEND MAINTAINED AT AROUND HUF 150 IN 2024



- ▶ Cash dividend remains the primary distribution channel
- ▶ Base dividend is expected to grow gradually
- ▶ Special dividend payments may continue if excess cash is generated, and transition-related capex need is covered
- ▶ Dividend proposal continues to be determined at the discretion of the Board

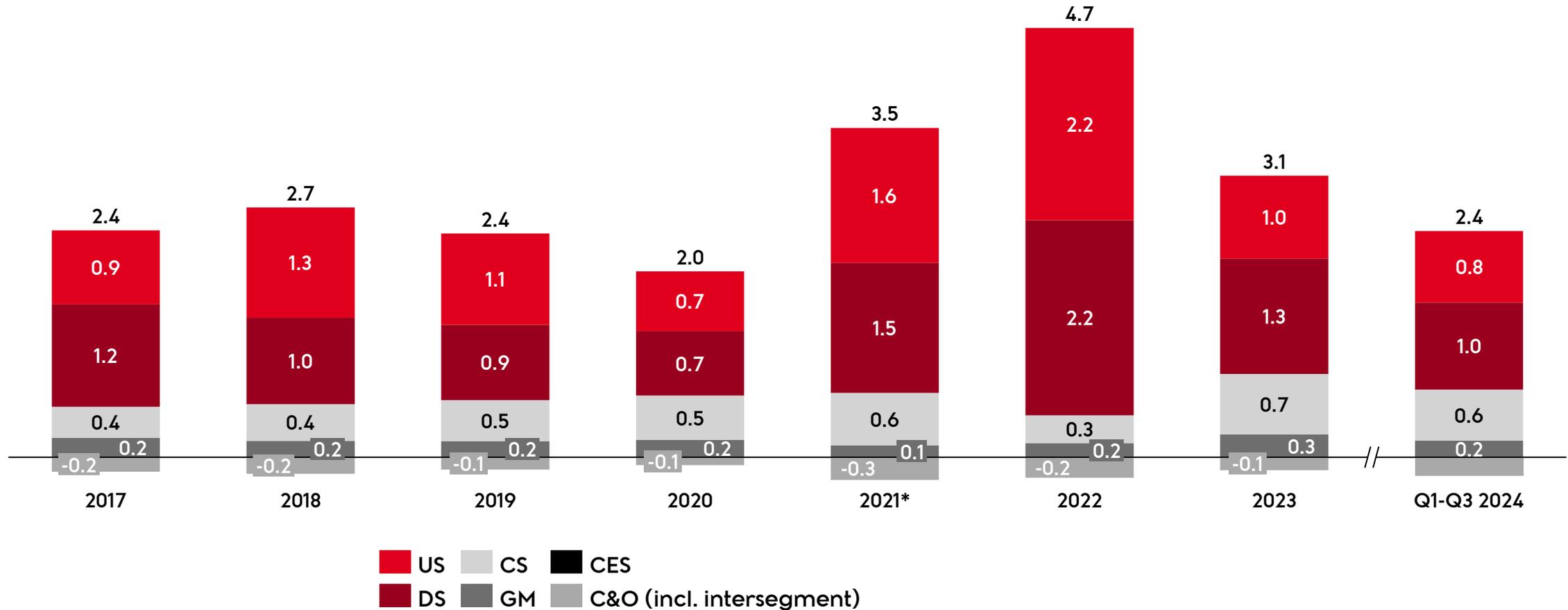
(1) Restated to reflect post share split values

(2) Calculated with publication date (AGM) share prices

# STRONG PERFORMANCE DESPITE REGULATORY HEADWINDS

UPSTREAM, DOWNSTREAM, AND CONSUMER SERVICES ALL CONTRIBUTE SIGNIFICANTLY

CLEAN CCS EBITDA (USD BN)

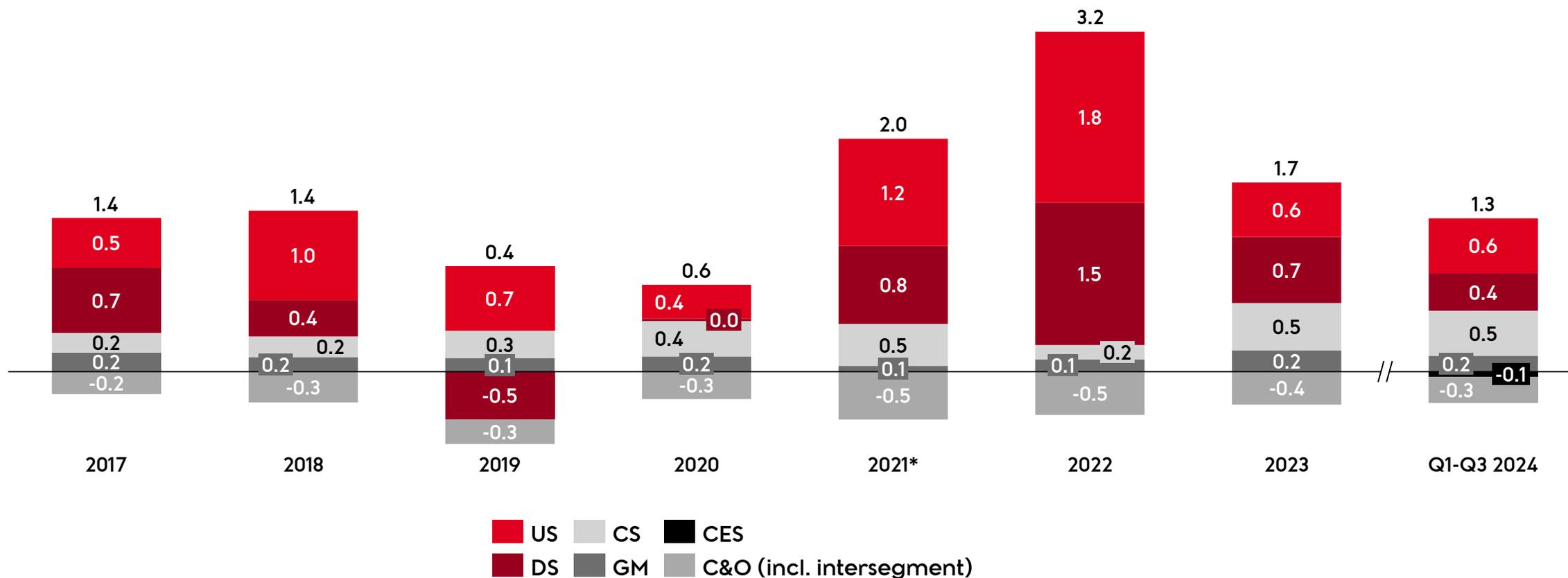


\*2021 results include discontinued operation

# CONSISTENT SIMPLIFIED FCF GENERATION

FUNDING SUSTAIN AND TRANSFORMATIONAL PROJECTS

SIMPLIFIED FCF (USD BN)<sup>1</sup>



(1) Simplified Free Cash Flow = Clean CCS EBITDA – Organic CAPEX  
 \*2021 results include discontinued operation

# EBITDA SENSITIVITIES VS 10 YEAR MACRO HISTORY

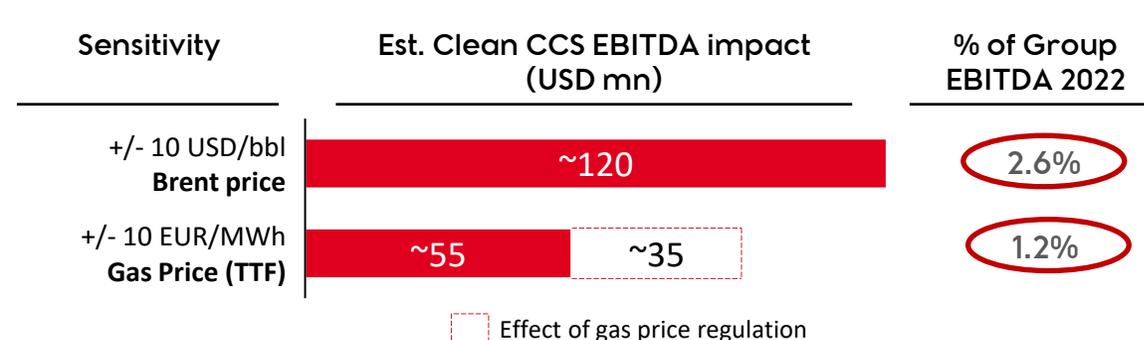
## MACRO CONDITIONS

	2021	2022	2023	10Y AVG
Brent crude (USD/bbl)	71	101	83	68
Natgas price (TTF 1M, EUR/MWh)	46	131	41	34
MOL Group refinery margin (Brent based, USD/bbl)	4.1	8.4	9.0	5.6
MOL Group petchem margin (EUR/t)	720	481	286	475
ETS carbon price (EUR/t)	53	81	90	31

Notes:

- Sensitivity calculation; ceteris paribus for current assets assuming full re-pricing of the portfolio; all other premises and volumes remain unchanged
- E&P: gas price sensitivity refers to directly spot gas linked portfolio
- DS : Refinery margin refers to original methodology, CO2 sensitivity assumes unchanged ETS quota allocation

## CCS EBITDA SENSITIVITY TO KEY EXTERNAL DRIVERS – E&P



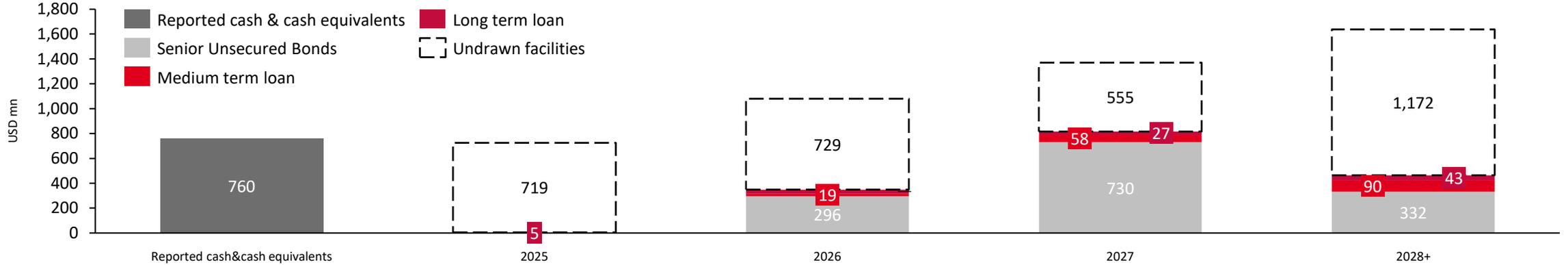
## CCS EBITDA SENSITIVITY TO KEY EXTERNAL DRIVERS – DS



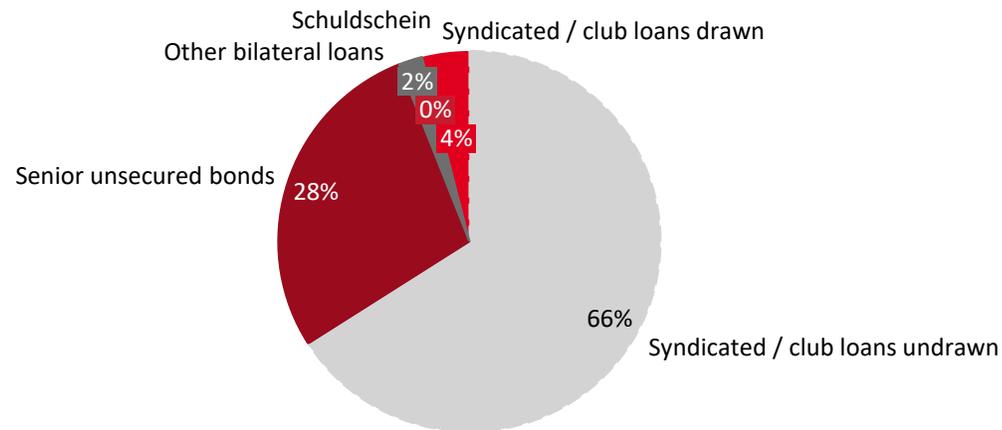
# AMPLE FINANCIAL HEADROOM

## FROM DIVERSIFIED FUNDING SOURCES

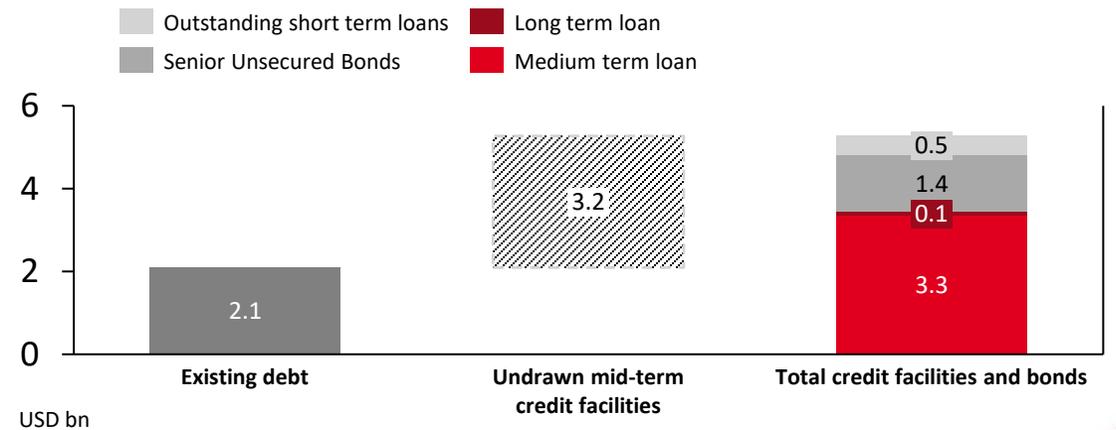
AVERAGE MATURITY OF 2.8 YEARS



### MID- AND LONG-TERM COMMITTED FUNDING PORTFOLIO



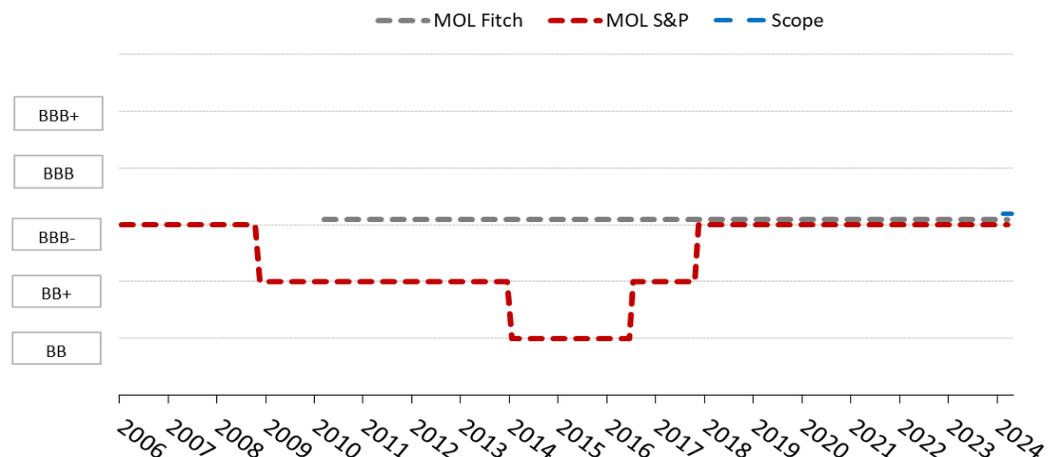
### DRAWN VERSUS UNDRAWN FACILITIES (28 JUNE 2024)



# FULL INVESTMENT GRADE RATING MAINTAINED

## ROBUST BALANCE SHEET WITH AMPLE FINANCIAL HEADROOM

### HISTORICAL FOREIGN LONG TERM RATINGS

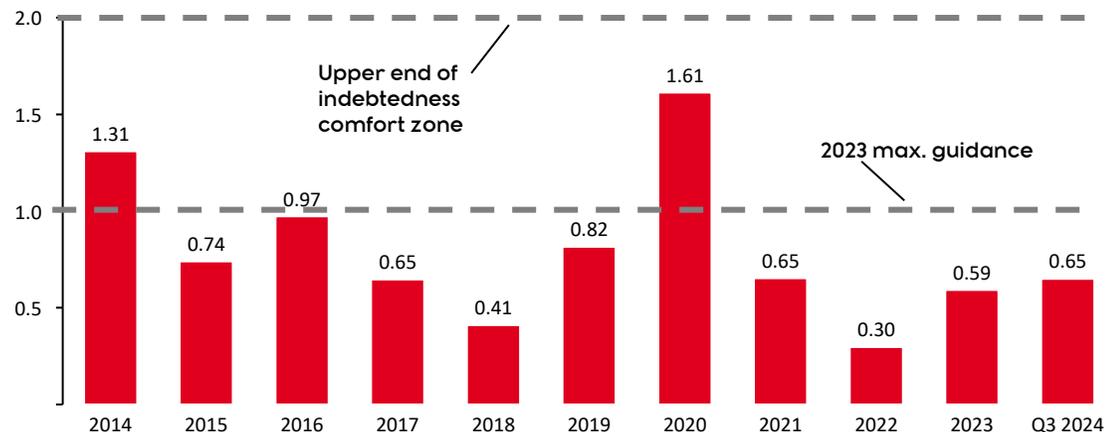


Note: S&P has been rating MOL since 2005, Fitch since 2010

### COMMENTS

- ▶ In May 2024 Fitch affirmed MOL's 'BBB-' long-term investment grade credit rating and kept the 'stable' outlook unchanged
- ▶ In November 2023 Standard & Poor's performed annual review and made no changes to MOL's investment grade rating of BBB- with stable outlook
- ▶ Scope Ratings started to publish MOL's BBB- investment grade credit rating with positive outlook in March 2024

### NET DEBT TO EBITDA (X)



### COMMENTS

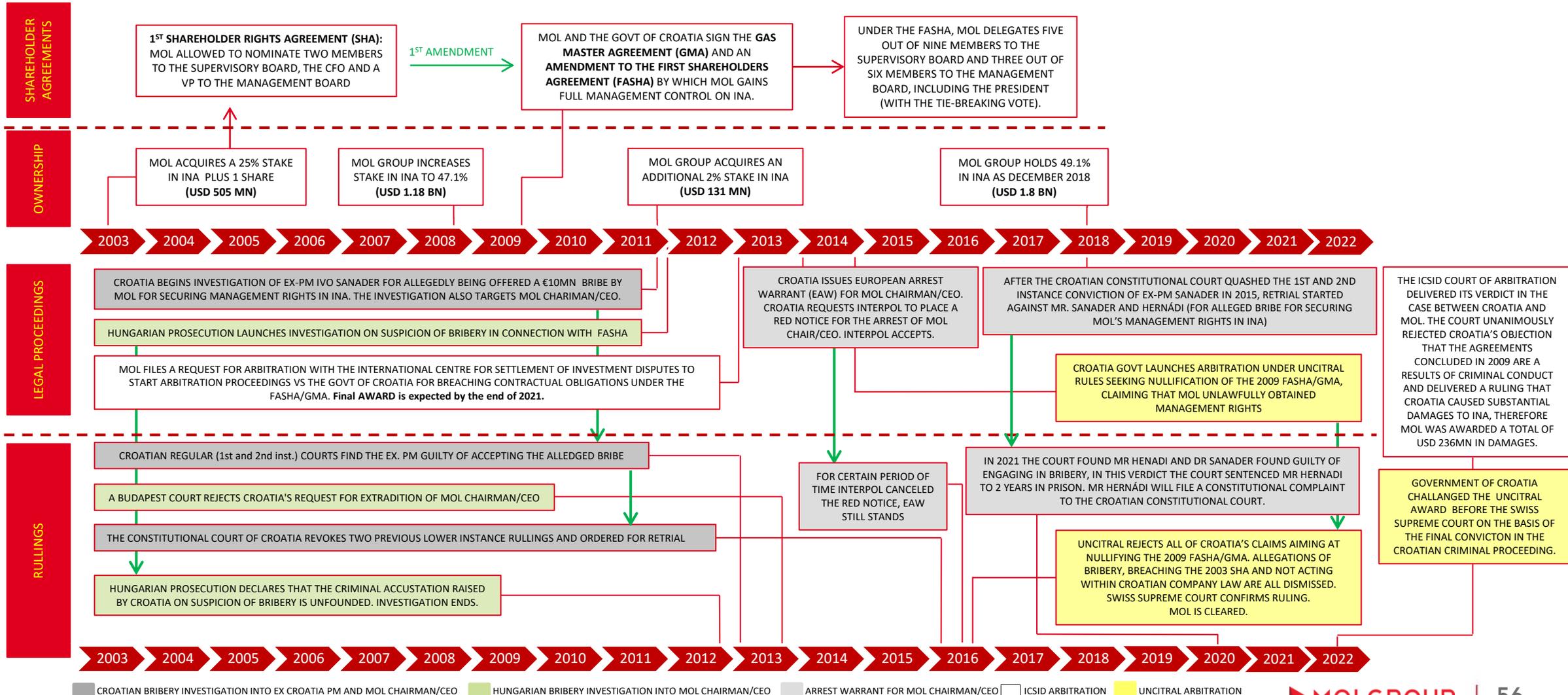
- ▶ Credit metrics shall remain commensurate with investment grade credit rating
- ▶ Following a temporary jump in 2020 leverage fell below pre-ACG acquisition levels on the back of strong CF generation
- ▶ Balance sheet flexibility may in the future again be used to grab new business opportunities (including funding M&A in all businesses)

## SUPPORTING SLIDES



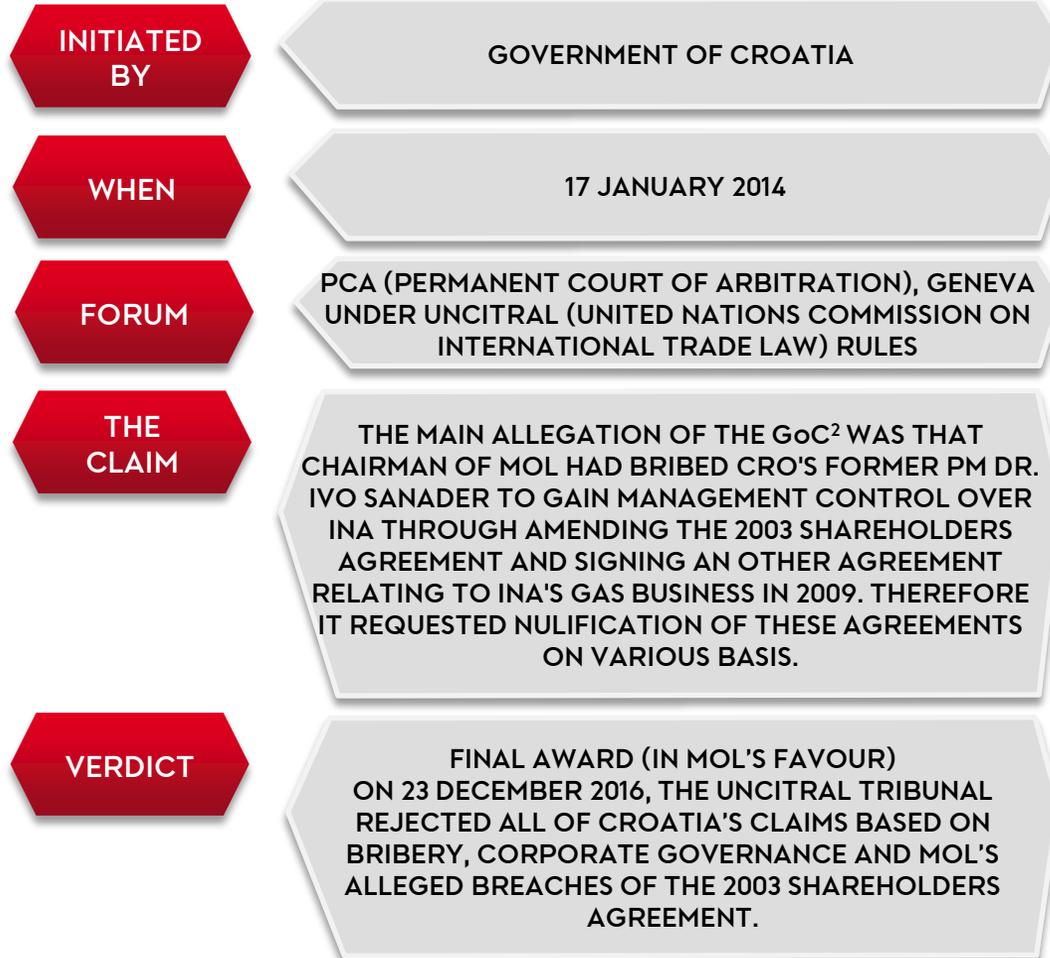
# THE HISTORY OF INA & MOL, 2003-

## STORYLINE



# MOL-CROATIA ARBITRATIONS

## UNCITRAL ARBITRATION (CROATIA VS. MOL)



## ICSID ARBITRATION (MOL VS. CROATIA)



(1) 2009 Agreements refers to FASHA (First Amendment to the Shareholders Agreement), GMA (Gas Master Agreement) and FAGMA (First Amendment to the Gas Master Agreement)

(2) The Government of Croatia

# TOP MANAGEMENT INCENTIVE SCHEMES

FOR EXECUTIVE MEMBERS, AROUND 2/3 OF TOTAL REMUNERATION IS VARIABLE AND PERFORMANCE DRIVEN, WITH NON-FINANCIAL KPIS INCLUDING GHG GOAL ALSO INCLUDED

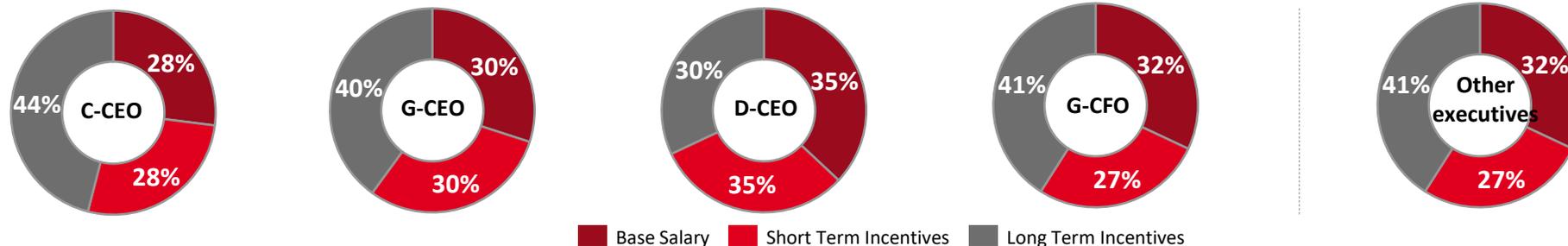
## SHORT-TERM INCENTIVES

- ▶ Bonus opportunity between 0.70x and 1x of annual base salary, depending on the job level (Hay grades)
- ▶ Payout linked to yearly performance based on financial, operational and individual measures:
  - ▶ **Financial measures:** MOL Group level EBITDA and other relevant financial indicators such as efficiency, investment and cost-related indicators to achieve the 2030 strategic targets of MOL Group for Chief Executives' Committee members, on operative and financial measures reflecting annual priorities and the strategic direction of each business division within the framework of the Group's long-term strategy
  - ▶ **Non-financial measures:** Safety included as a number one Group priority (TRIR), GHG emission target is included as of 2024
- ▶ In MOL Hungary, managers can enter a voluntary short-term share ownership program instead of the regular performance management system (bonus scheme) to further strengthen the alignment between the interest of our shareholders

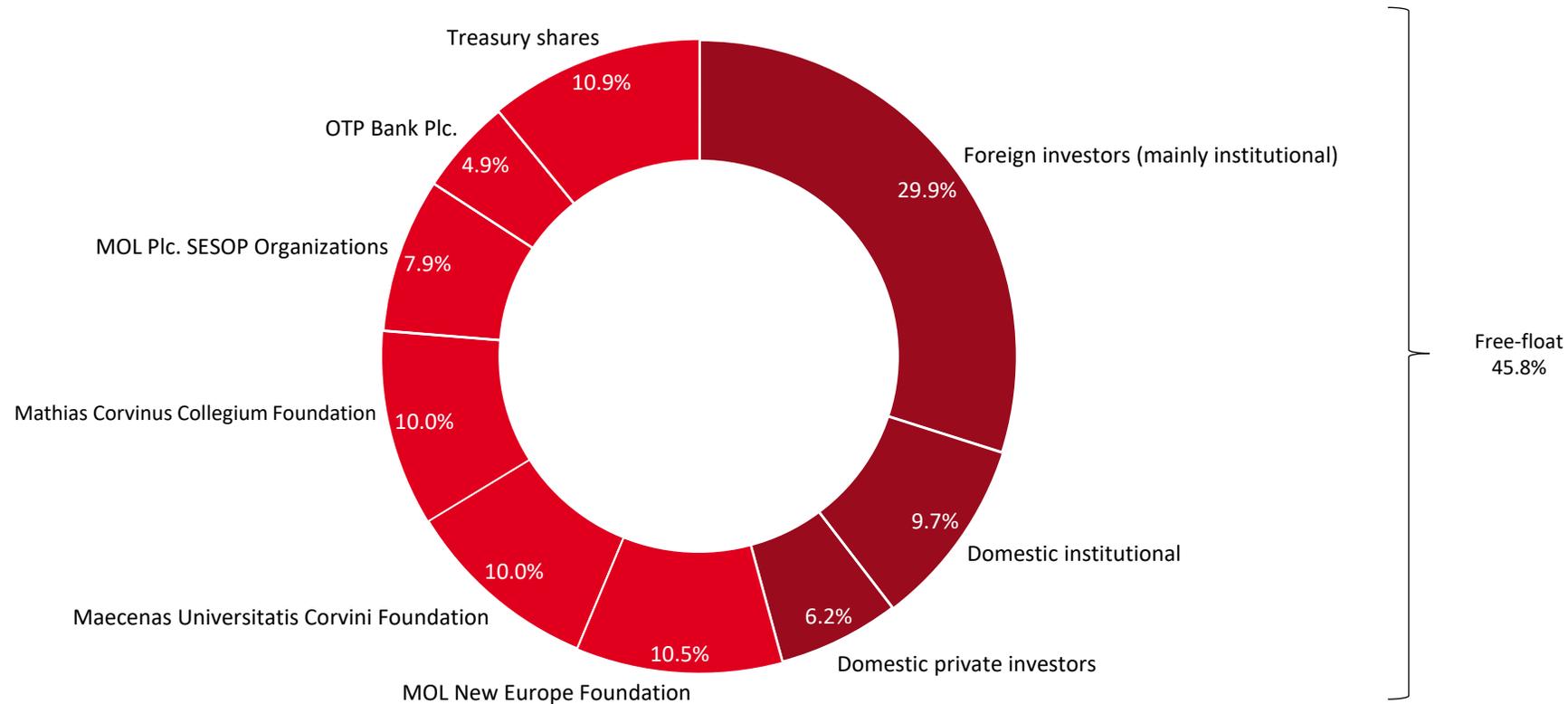
## LONG-TERM INCENTIVE

- ▶ As of 1 January, 2021 a new, simple long-term incentive program, the Restricted Share Plan was launched replacing the former Absolute Share Value Based and Relative Market Index Based Plans
- ▶ It's a 3-year long plan, payment is in the 4th year, starts each year
- ▶ Base entitlement is defined MOL shares in line with management level
- ▶ The program is performance driven: base entitlement is multiplied by company performance (MOL Clean CCS EBITDA without threshold) and individual performance up to 150%) of the 1st year of the program
- ▶ Dividend equivalent is also incorporated into the final remuneration taking closer the executives to the shareholders interests
- ▶ Generally, in MOL Hungary, payout of the incentive is due in MOL shares in order to further strengthen the alignment between the interest of our shareholders and MOL management.

## REMUNERATION MIX



# SHAREHOLDER STRUCTURE<sup>1</sup>

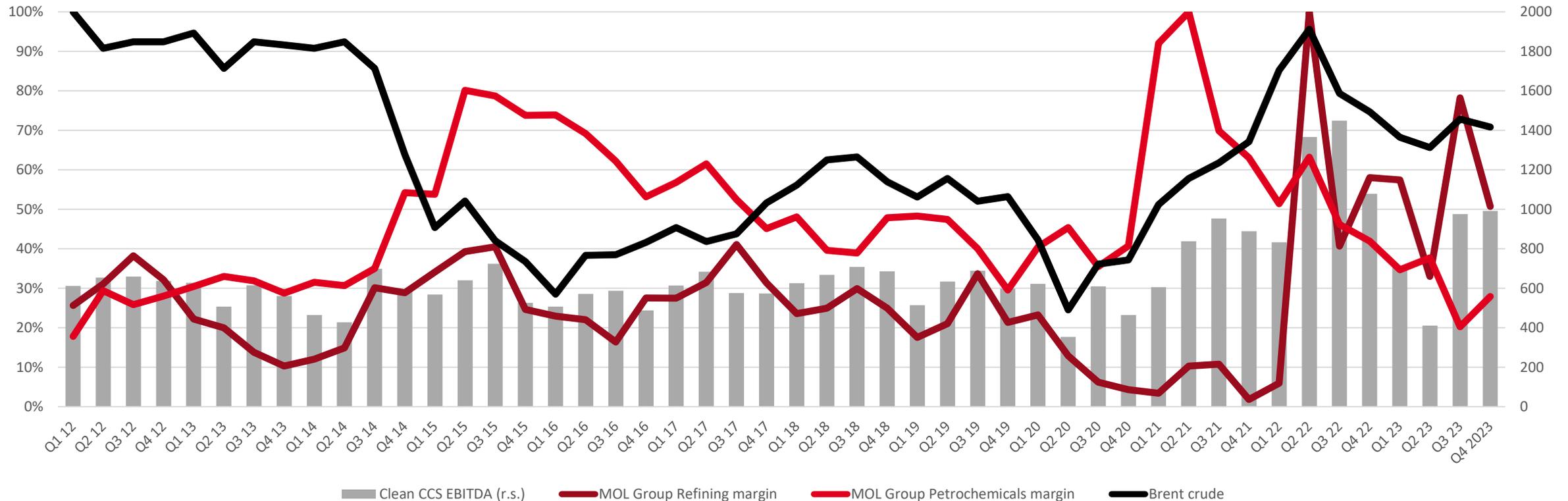


(1) Shareholder structure based on the share register as of 30 June 2024, and the shareholders notifications about changes in voting rights

# 2023 STILL FAVOURABLE BUT NORMALIZATION STARTED

ADVERSE REGULATORY IMPACTS ARE NOT CAPTURED BY THE MACRO DRIVERS

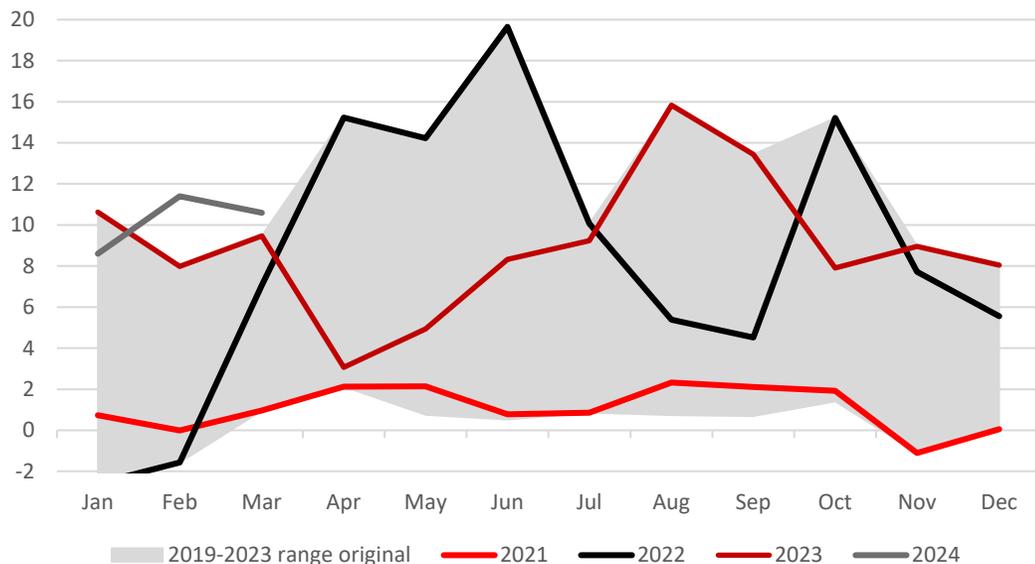
EXTERNAL ENVIRONMENT\* VS MOL CLEAN CCS EBITDA (USD MN)



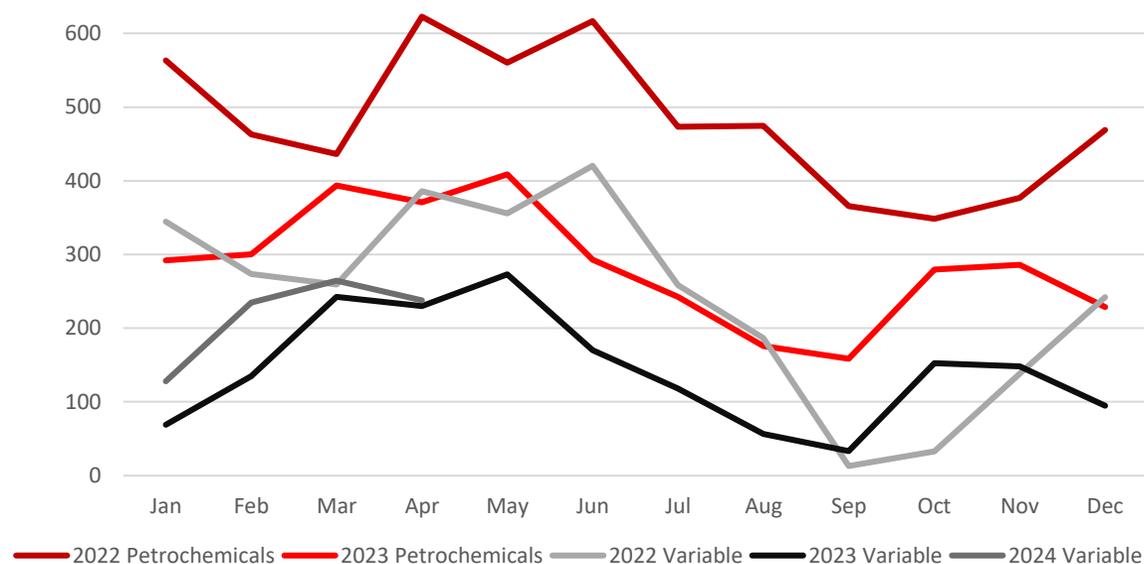
\* The quarterly % values of the Refinery Margin, Petchem Margin and Brent price are measured against their respective maximum values (100%) in the period of Q1 2012 – Q4 2023  
 100% equals to the following values:  
 Brent-based Refining Margin: 16.4 USD/bbl; MOL Group Petrochemicals margin: 949.1 EUR/t; Brent crude: 119 USD/bbl  
 Represented for continuing operations, i.e. excluding UK

# MOL GROUP REFINERY AND PETCHEM MARGINS

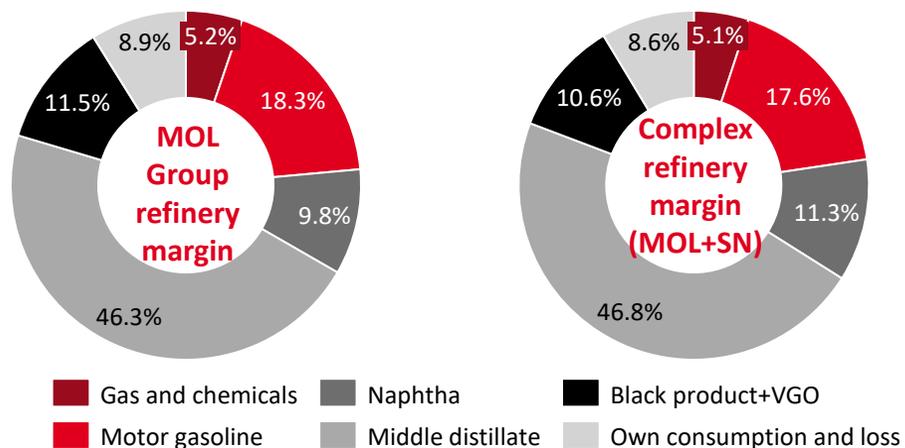
BRENT-BASED MOL GROUP REFINERY MARGIN<sup>1</sup> (USD/bbl)



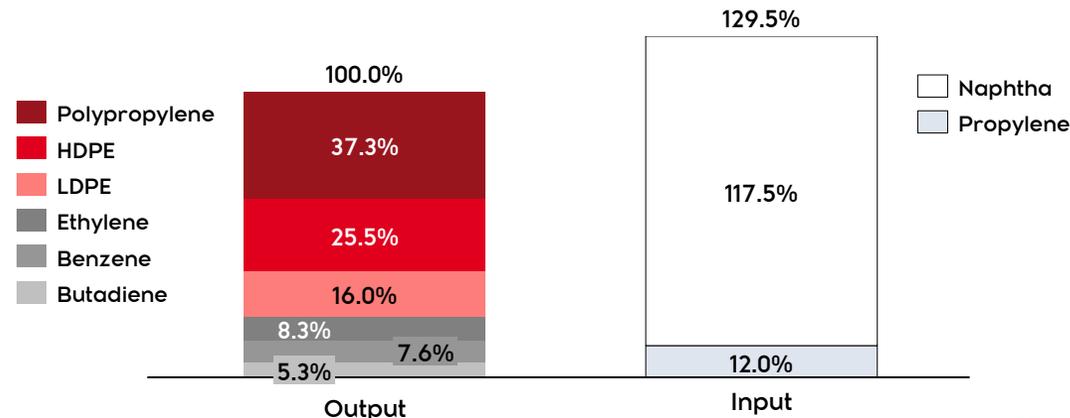
PETROCHEMICALS MARGIN (EUR/t)<sup>2,3</sup>



IMPLIED YIELDS



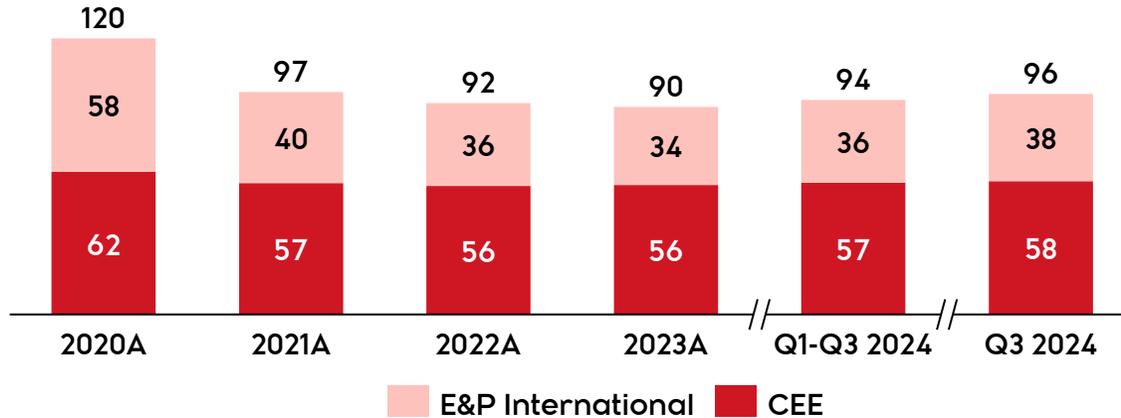
IMPLIED YIELDS AND FEEDSTOCK



(1) Based on weighted Solomon refinery yields, contains cost of purchased energy  
 (2) MOL Group Petrochemicals Margin is not reported since January 2024  
 (3) Variable MOL Group Petrochemical Margin which incorporates energy costs and CO2 quotas with higher weights

# 92.3 MBOEPD DELIVERED IN LINE WITH GUIDANCE FOR 2024

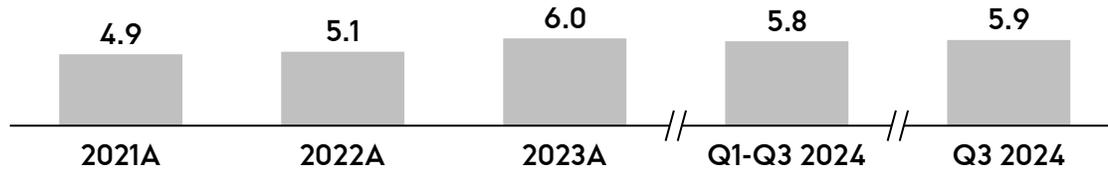
## PRODUCTION<sup>1</sup> (MBOEPD)



## COMMENT

- ▶ Production is ~93 mboepd, guidance raised for 2024 to 92-94 mboepd
- ▶ Production increased in Hungary due to successful effort to counter natural decline and additional production of Vecsés and OGDC joint venture, however in Croatia baseline decline in onshore assets results in lower production
- ▶ Contribution from Kazakhstan is adding +2.5 mbopd in Q3, despite flooding emergency in April. Shaikan production is higher due to strong domestic demand, while in Pakistan and Pearl production was curtailed due to pipeline operator system constrains and security issues

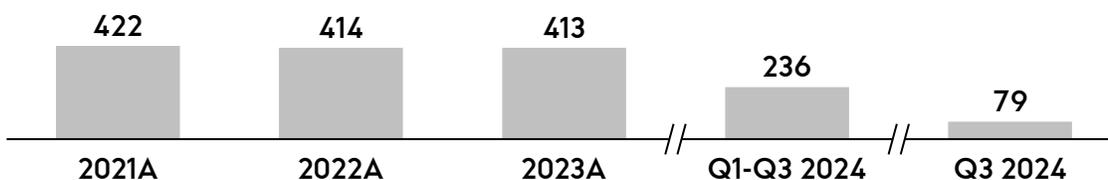
## UNIT DIRECT PRODUCTION COST<sup>1</sup> (USD/BOE)



## COMMENT

- ▶ Q2 group unit OPEX stayed flat QoQ at 5.8 USD/boe due to strict cost control and favourable evolution of energy prices

## CAPEX<sup>1</sup> (USD MN)



## COMMENT

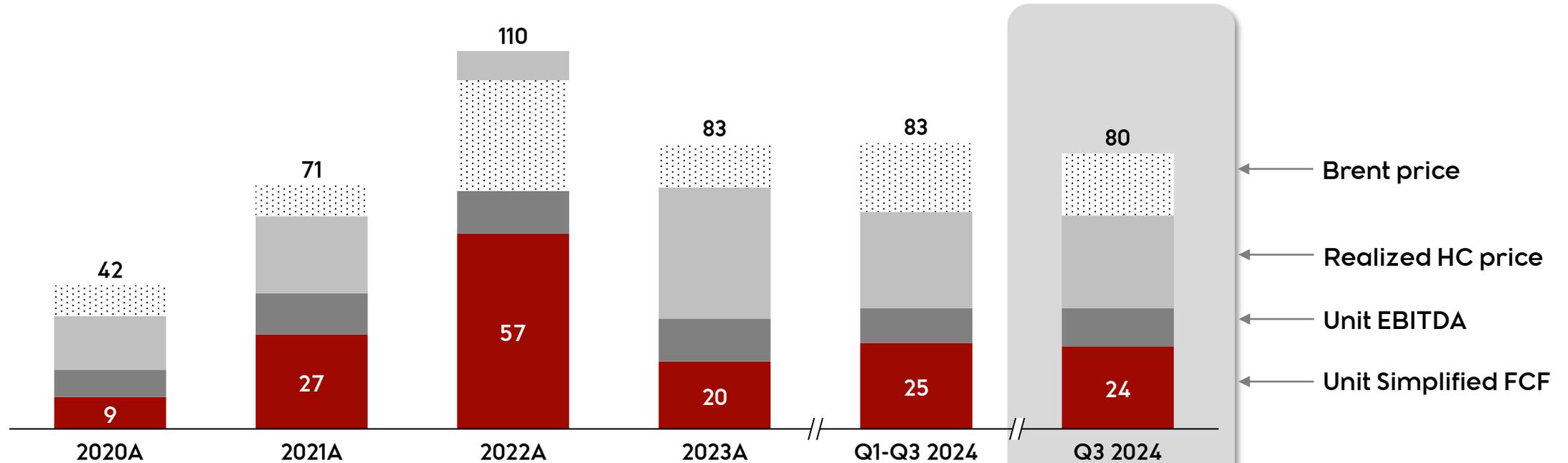
- ▶ Organic CAPEX showed decrease compared to same quarter of 2023, reflecting on schedule optimization in CEE and ACG, together with the suspension of development projects in Kurdistan after export pipeline shutdown



(1) Figures include consolidated assets, JVs (Baitex) and associates (Pearl, BTC, UOG), 2019 and 2020 figures are including UK production

# UNIT FREE CASH FLOW AT 27 USD/BBL IN Q2 2024

PRICE REALIZATION, EBITDA, SIMPLIFIED FCF<sup>1,2</sup> (USD/BOE)



409

971

1,905

645

515

228

SFCF (USD mn)



1 Simplified free cash flow = EBITDA less Organic CAPEX; Norway tax refund effect excluded; Entitlement production basis; figures include equity assets and ACG/BTC contribution from 16<sup>th</sup> April 2020

2 Breakdown of price realization and SFCF figures exclude results of discontinued operations, as of 01.01.2021.

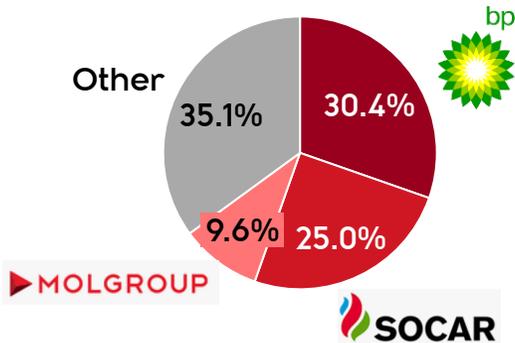
# ACG: STRONG CONTRIBUTION CONTINUES IN 2023

## 2023 PERFORMANCE AND ASSET SUMMARY

**367 mboepd** (gross)

- ▶ Very strong cash generation on the back of high oil prices
- ▶ ACE project (7th production platform) achieved First Oil in April 2024 and started production
- ▶ Non-associated gas agreement signed in Sept 2024 to access ~4,000 bcf gas resource

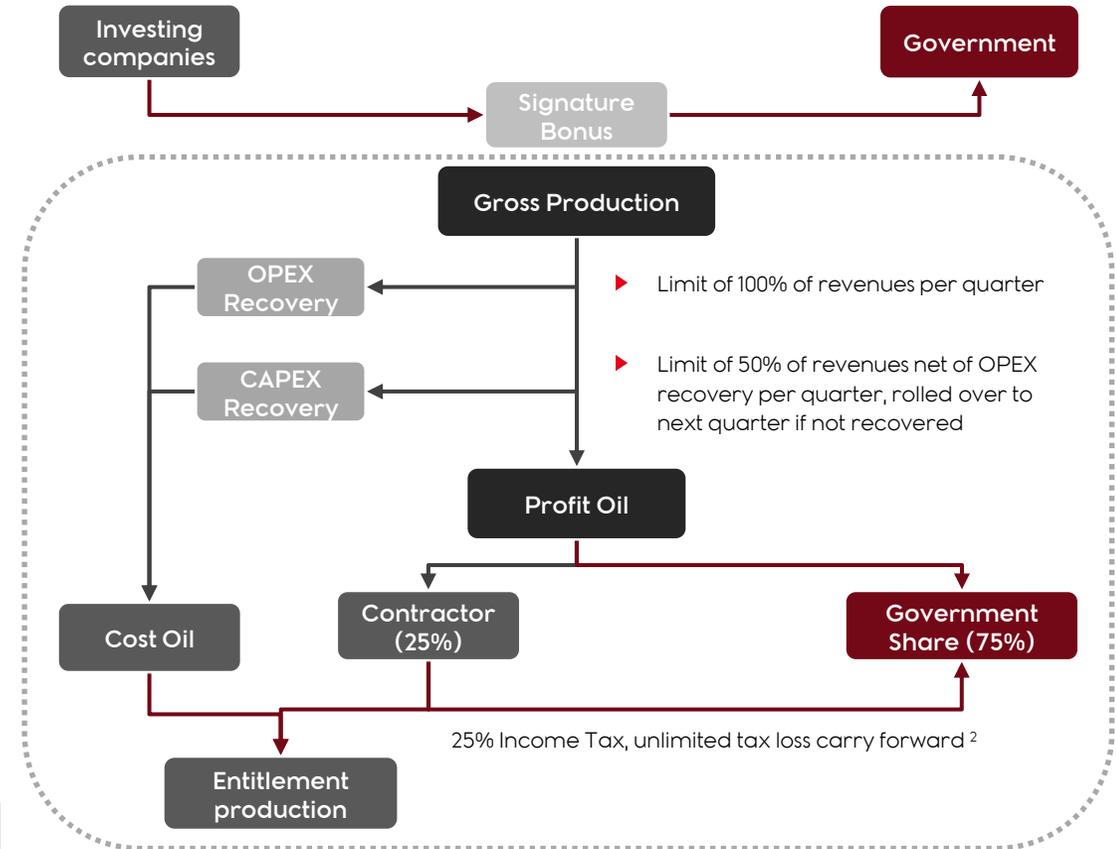
### Ownership structure



▶ MOL net ent. production: ~12-15 mboepd (2023-2027)

ACG continues to deliver, and is a world class asset with high margin and low cost

## OVERVIEW OF PSA REGIME<sup>1</sup>

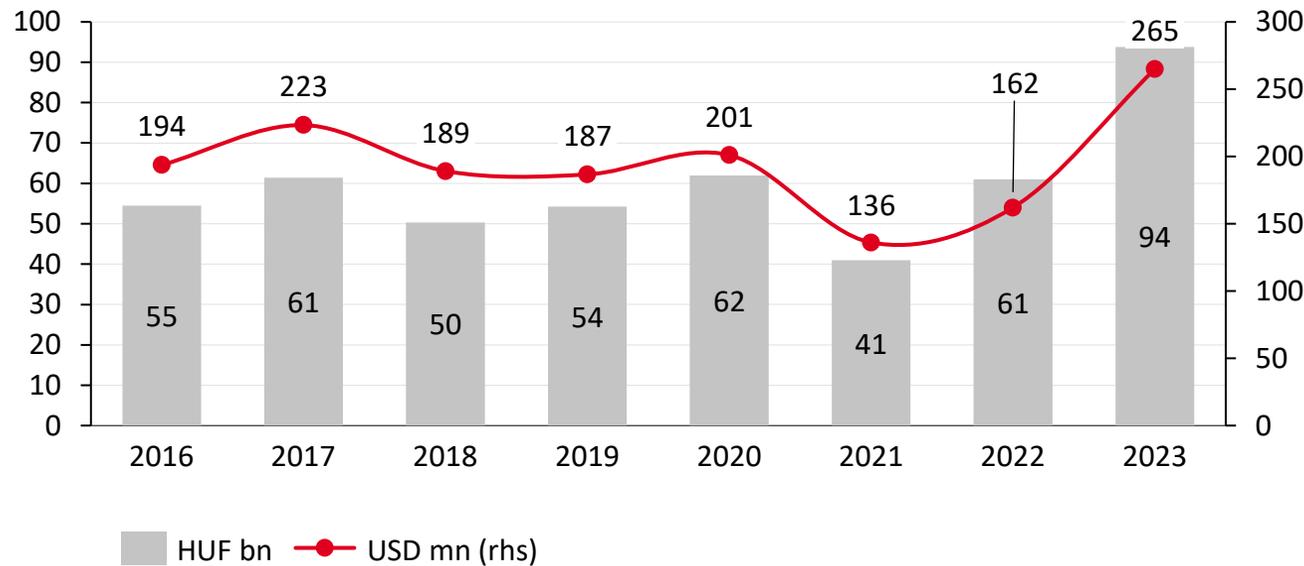


▶ PSA contract expiry: 2049

Notes: (1) Based on public sources (website of the project operator)  
 (2) Income tax is charged on cash- and PSA-based pre-tax profit

# GAS MIDSTREAM: STABLE CASH FLOW

## GAS MIDSTREAM EBITDA (HUF BN, USD MN)



## FACTS & FIGURES

- ▶ Domestic natural gas transmission system operator in Hungary
- ▶ Regulated business (asset base and return) with continuous regulatory scrutiny
- ▶ Nearly 6,000km pipeline system
- ▶ Interconnectors to Croatia, Romania, Slovakia, Ukraine, Serbia and Austria

# Q3 2024 RECAP



# 2024 FINANCIAL GUIDANCE REITERATED

E&P PRODUCTION GUIDANCE RAISED, CRUDE PROCESSING GUIDANCE LOWERED

	Q1-Q3 2023 RESULTS		Q1-Q3 2024 RESULTS		2024 GUIDANCE
GROUP PROFIT BEFORE TAX <sup>1</sup>	USD 1,470 MN	▶	USD 1,419 MN	▶	~USD 1.6 BN
GROUP CLEAN CCS EBITDA	USD 2,101 MN	▶	USD 2,391 MN	▶	~USD 3.0 BN
OIL & GAS PRODUCTION <sup>1</sup>	90.0 MBOEPD	▶	93.5 MBOEPD	▶	~92-94 MBOEPD <b>MODIFIED</b>
CRUDE PROCESSING <sup>2</sup>	9.09 MT	▶	8.25 MT	▶	~11.5 MT <b>MODIFIED</b>
GROUP CAPEX (ORGANIC)	USD 810 MN	▶	USD 1,086 MN	▶	~1.7 BN
NET DEBT/EBITDA	0.59X	▶	0.65X	▶	<1.0X
HSE – TRIR <sup>3</sup>	1.33	▶	1.28	▶	~1.3

(1) Continuing operations. i.e. excluding UK  
 (2) MOL Danube Refinery + Slovnaft refinery  
 (3) Total Recordable Injury Rate

# Q3 2024 CLEAN CCS EBITDA AT USD 847 MN

## RESILIENT RESULTS DELIVERY AMIDST MACRO-LED DOWNSTREAM UNDERPERFORMANCE

### FINANCIALS

- ▶ MOL Group profit before tax down by 24% year-on-year at USD 503 mn in Q3 but on track to meet annual guidance with USD 1,419 mn YTD
- ▶ Clean CCS EBITDA retreated by 13% YoY to USD 847 mn, with YTD operating CF after WC of USD 1,452 mn
- ▶ Upstream EBITDA flat QoQ as lower HC prices were offset by 4% higher production
- ▶ With significant turnarounds and Brent-based refining margins averaging below 4 USD/bbl, Downstream Clean CCS EBITDA came in at USD 300 mn
- ▶ Consumer Services EBITDA came in flat YoY at USD 249 mn, with healthy underlying performance
- ▶ Circular Economy Services EBITDA amounted to USD 16 mn and continues to show fluctuation

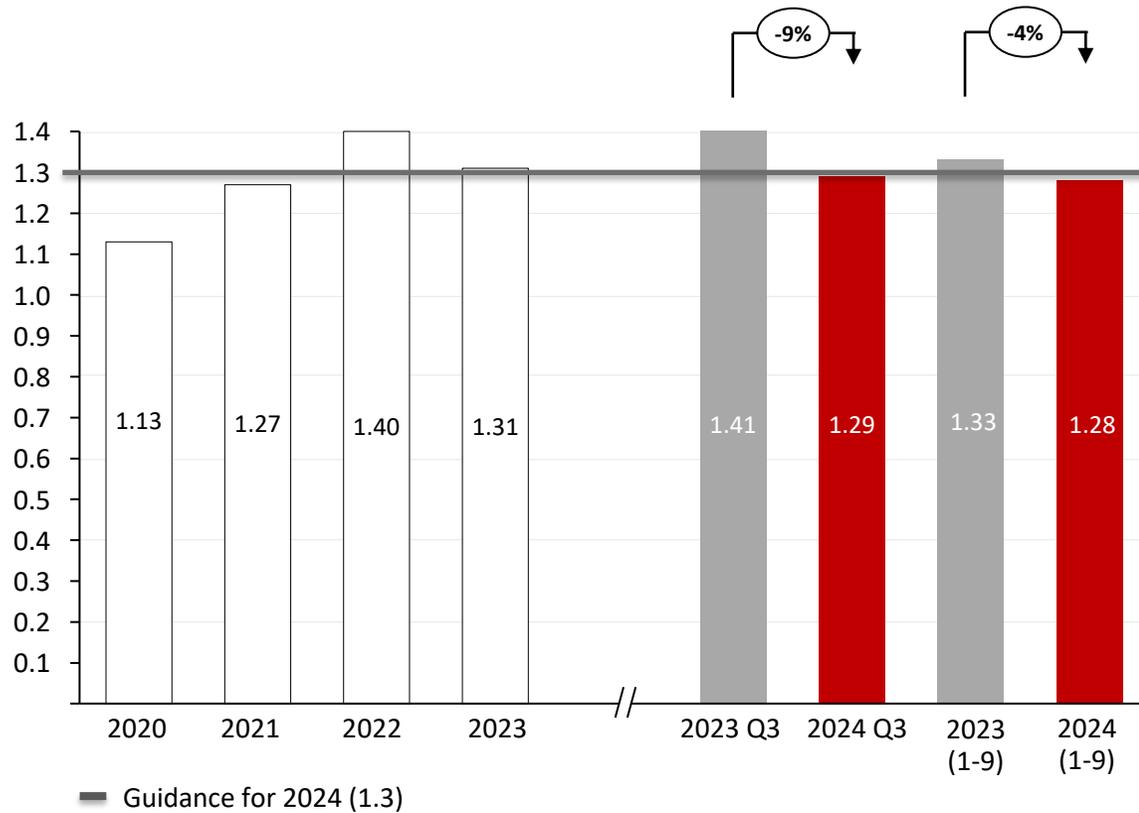
### OPERATIONAL AND OTHER DEVELOPMENTS

- ▶ Solution to Ukraine crude oil transit introduced in September provide appropriate long-term framework
- ▶ E&P: ACG non-associated gas agreement signed; partnerships strengthened with MoUs signed with national oil companies in Azerbaijan and Turkey
- ▶ Production in 10 MW electrolyser unit started in September with 1,600 tpa green hydrogen expected to be used in Danube Refinery

# TRIR MEETS GUIDANCE

## WITH IMPROVEMENT ON YOY RESULTS

### TOTAL RECORDABLE INJURY RATE (TRIR)



### TRIR RESULTS

- ▶ TRIR slightly below the tolerable limit of 1.3 set for 2024
- ▶ Improvement achieved compared to 2023 both in Q3 (-9%) and Q1-Q3 (-4%)

### ESG KPI-LINKED CREDIT FACILITY

- ▶ MOL Group has signed its first ESG KPI-linked Revolving Credit Facility through a club deal with 13 banking groups, marking a significant milestone in sustainable financing
- ▶ The facility aligns with MOL Group's Shape Tomorrow Strategy, reinforcing the Group's commitment to sustainability and long-term strategic goals

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