SHAPE TOMORROW STRATEGY REVIEW

CAPITAL MARKET UPDATE

March 2024





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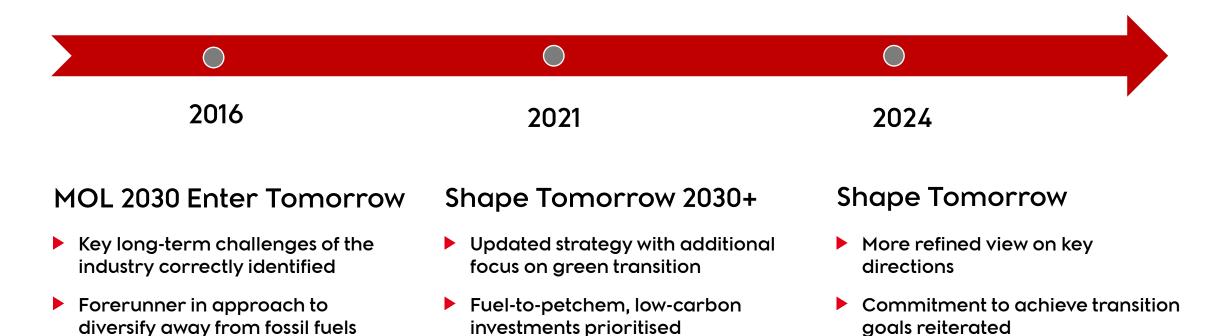
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MOL 2030+: TRANSFORMATION TO SHAPE TOMORROW

KEY DIRECTIONS UNCHANGED WITH REFINED TRANSITION PATH



Sustainability targets introduced



Increased focus on sustainability

Addressing energy supply security

and circular economy

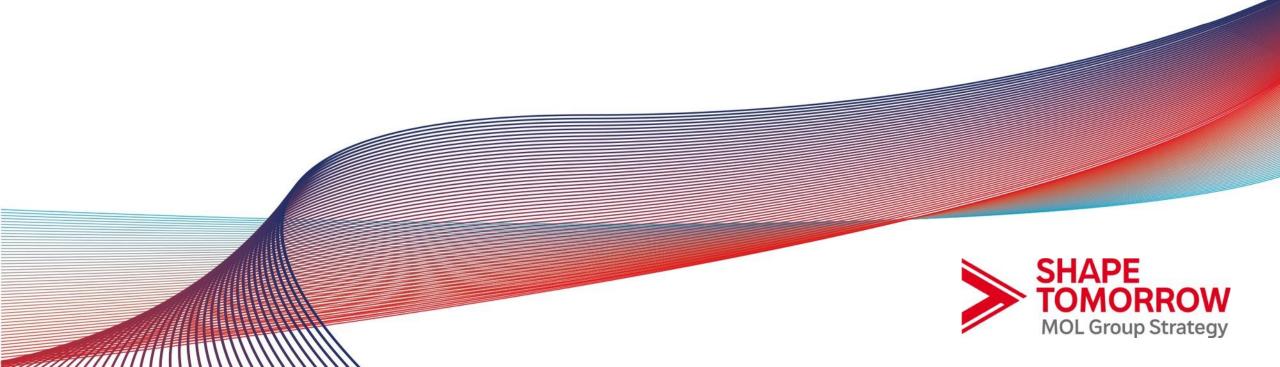
concerns

ON PATH TO DELIVER OUR TARGETS

	INTERIM TARGETS		STATUS		
E&P	SIMPLIFIED FREE CASH FLOW: AT LEAST USD 1.8 BN IN 2021-2025	$) \! \! \! \! \! \! \! \! \! \! \! \! \! \! \! \! \! \! \!$	USD 3.7 BN SFCF DELIVERED IN 2021-2023*		
	MANAGE DECLINE IN CEE		CEE YOY BASELINE DECLINE KEPT AT 1% P.A. IN 2021-2023		
	OPPORTUNISTIC AND ACTIVE MANAGEMENT OF INT'L PORTFOLIO		HIGHGRADING THE INTERNATIONAL PORTFOLIO WITH SALE OF UK AND ANGOLAN ASSETS		
DOWNSTREAM	LEADING POSITION IN TRADITIONAL DS; USD 1.2BN EBITDA IN 2025	\rightarrow	USD 1.7 MN AVG. EBITDA IN 2021-2023; MARKET POSITION RETAINED ACROSS ALL WHOLESALE MARKETS, EXTENDED IN SLO & POL		
	EFFICIENCY IMPROVEMENT		USD 150 MN EFFICIENCY IMPROVEMENT IDENTIFIED, EXECUTION UNDERWAY	\rangle	
	FUEL-TO-PETCHEM TRANSFORMATION	$\rangle\langle$	KEY INVESTMENTS ON TRACK: MPC POLYOL (200+ KTPA), MPC METATHESIS (100 KTPA PROPYLENE). SLOVNAFT PP3 UNIT (+33 KTPA PROPYLENE), DR MSA AIMING TO DOUBLE CURRENT CAPACITY		
CONSUMER SERVICES	EBITDA 2025: USD 700MN+		2025 TARGET PRACTICALLY MET, USD 695MN EBITDA ACHIEVED IN 2023 INCREASED EBITDA TARGET DEFINED FOR 2030: USD 1,000MN	\rangle	
	STRENGTHENING CEE LEADERSHIP IN FUEL RETAILING		NETWORK SIZE INCREASED TO 2,431 BY 2023YE SUPPORTED BY ACQUISITIONS IN POLAND AND SLOVENIA	\rangle	
	RISING NON-FUEL CONTRIBUTION	\rightarrow	34% SHARE IN 2023 (OF TOTAL MARGIN), UP FROM 24% IN 2016		
WASTE MANAGEMENT	INTEGRATING WASTE	\rightarrow	MOL WON WASTE MANAGEMENT CONCESSION FOR HUNGARY AND STARTED THE OPERATION IN JULY 2023		
SUSTAINABILITY	GROUP SCOPE 1 AND 2 GHG TO DECREASE BY 30% BY 2030	$\bigg] \bigg\rangle \bigg\langle$	10% SCOPE 1 AND 2 LIKE-FOR-LIKE GHG REDUCTION ACHIEVED UNTIL 2022 COMPARED TO 2019	\rangle	
	TAXONOMY-ALIGNED CAPEX TO REACH 50% OF TOTAL BY 2030	$\bigg] \bigg\rangle \bigg\langle$	4.8% ACHIEVED IN 2022; 50% GOAL FOR 2030 DOUBTFUL IN LIGHT OF MORE STRINGENT CRITERIA FOR TAXONOMY ALIGNED INVESTMENTS	\rangle	



KEY MESSAGES



NAVIGATING THE COMPLEXITIES OF THE ENERGY TRANSITION

CHALLENGES AND OPPORTUNITIES IN A SHIFTING LANDSCAPE



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.



ANSWERS TO SHORT AND LONG-TERM CHALLENGES OF THE INDUSTRY

KEY FOCUS AREAS OF 2021 STRATEGY REMAIN, EXTRA EMPHASIS ON SUPPLY SECURITY AND GREEN TRANSFORMATION

INVEST INTO TRANSFORMATION

MAINTAINING SECURITY OF SUPPLY



Petchem

Focus of further development shifted from large-scale projects to medium size investments until 2030



Sustainable DS activities

Emphasis on sought-after ,green' alternatives with **biogas**, **hydrogen and recycling** opportunities



Renewable energy generation

Increased focus due to strengthened decarbonisation goals and compliance requirements



Waste management

Providing additional raw materials to the economy while achieving EU-level regulatory requirements



E&P

Maintain a healthy, diversified portfolio with low breakeven & superb cash generation capability while leveraging subsurface expertise in geothermal, lithium & CCS



Fuels

Focus on building up further logistic capabilities for **crude diversification** and to **exploit fuel market potential**



Retail

Keep both the fuel and the non-fuel **business on the growth path** leveraging on the combination of strong credentials and stable market outlook

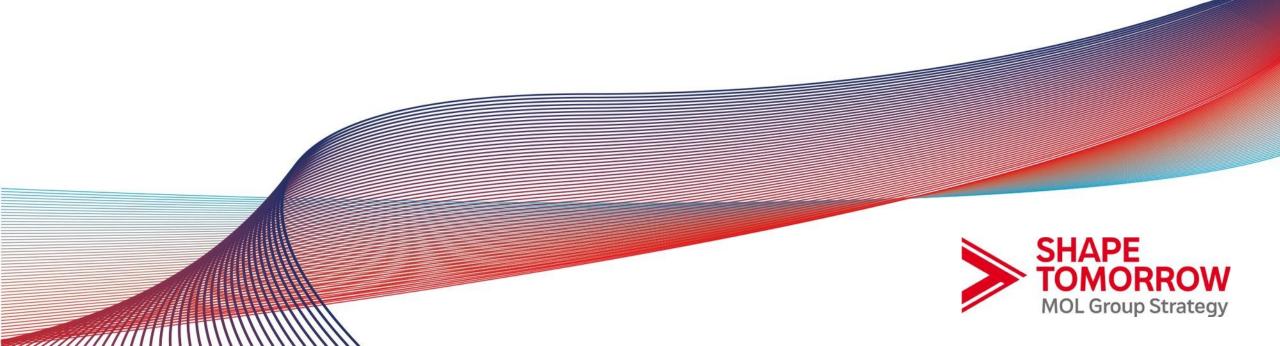


Mobility

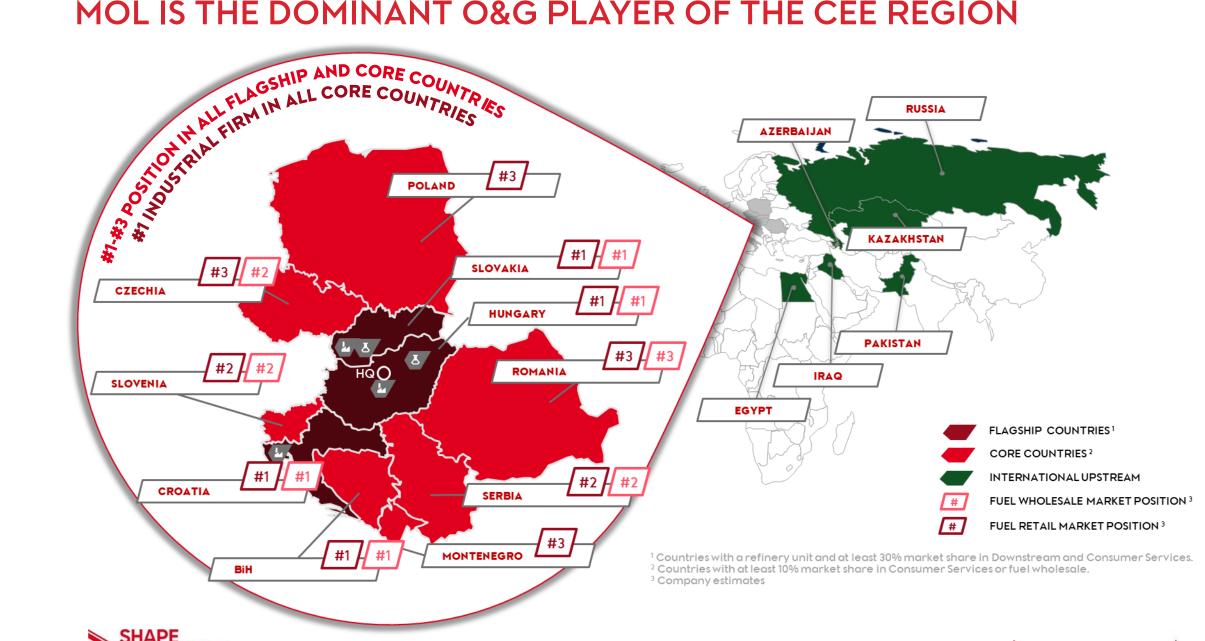
Delayed ramp-up of alternative fuel in the CEE **shift the full** scale-up of EV-charging segment



MOL GROUP'S TRANSFORMATION IS UNDERPINNED BY HEALTHY FUNDAMENTALS



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



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



UPSTREAM CEE

Partly satisfies the HC need for Downstream and/or generates stable cash flow for the Group



REFINING AND MARKETING

Significant value added with highly efficient units securing the fuel supply of CEE



CONSUMER SERVICES

Mobility provider with 2,400 service stations across CEE to capture the consumer end of the O&G value chain



GAS MIDSTREAM

Regulated business (asset base and return) generating cash for highreturn investments in other segments



LOW CARBON CIRCULAR

Already started low-carbon circular projects to enter into waste management, biogas production, green hydrogen, solar and other means of energy production. Continued expansion brings efficiency, self-reliance, and compliance with EU sustainability-related regulations



DIGITISED RETAILER

Expansion in alternative fuel, car-sharing, non-fuel and highly digitised services allow for tackling transition



PETROCHEMICALS

Skewing downstream production towards petrochemicals also serves as a diversification from fossil fuels



OPERATIONAL

MODEL SECURES

TRANSITION WITH

GROWTH AND

RESILIENCE



CORE /

INTERNATIONAL UPSTREAM

Continued presence in Int'I upstream projects to generate cash and provide hedge for the other segments of the Group

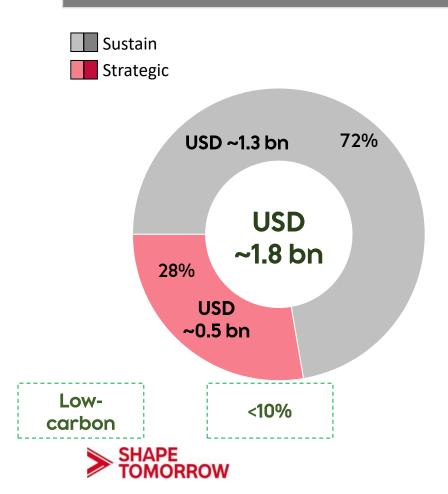


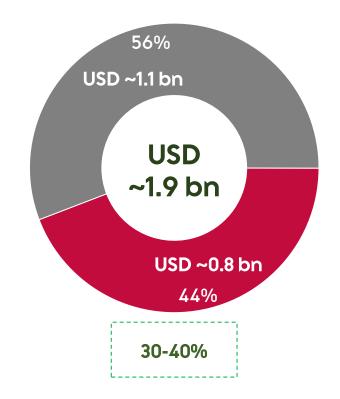
HIGHER INVESTMENT TO SHAPE A SUSTAINABLE TOMORROW

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)



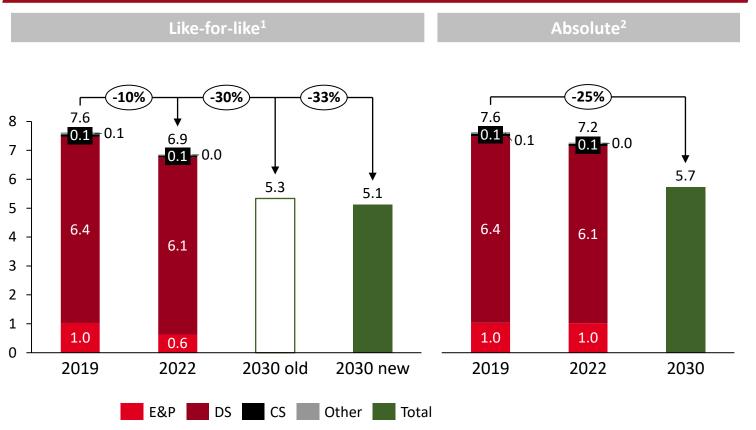


- 2025-2030 Organic CAPEX spend to increase by 5%+ on average in real terms to accelerate transition
- Keep sustain CAPEX low (close to previous year's average level) thanks to efficiency gains resulting from past and ongoing projects
- Increase share of transformational CAPEX with low-carbon share of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

2030 EMISSION REDUCTION TARGET RAISED

LIKE-FOR-LIKE SCOPE 1&2 GHG EMISSION REDUCTION EXPECTATION INCREASED TO 30-35% 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 reduction² target for 2030 set at ca. 25% compared to 2019, equalling 33% on like-for like¹ 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

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



¹ Like-for-like emissions only include GHG emissions of 2019 asset base.

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 energy consumption to reach 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

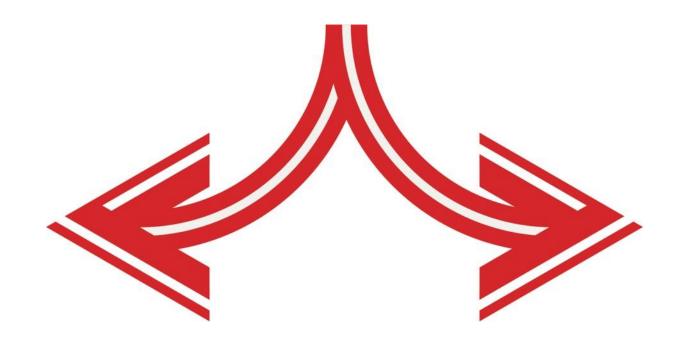
INTEGRITY & TRANSPARENCY

Annual ethics training for 100% of employees

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



DONWSTREAM

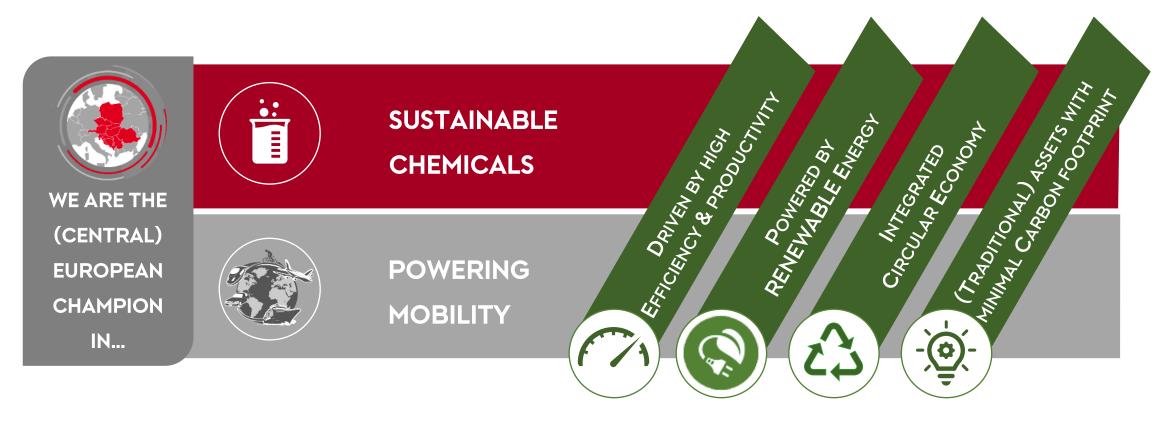




2050 VISION: HIGHLY EFFICIENT, SUSTAINABLE, CHEMICAL-FOCUSED

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
- Ensure supply security & harvest eastern market potential
- Scale up alternative fuels, ensure compliance
- Extend our captive markets via improved fuel card offerings



- Delivering Polyol, our flagship project
- Value chain extension with midscale 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

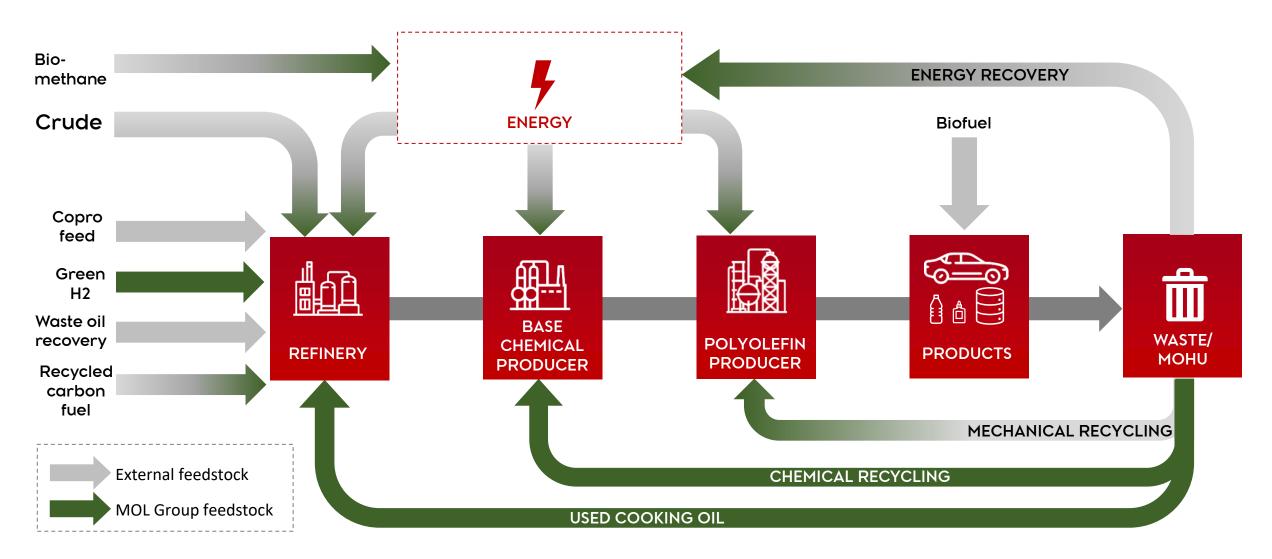
PRODUCTION AND EFFICIENCY

- 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

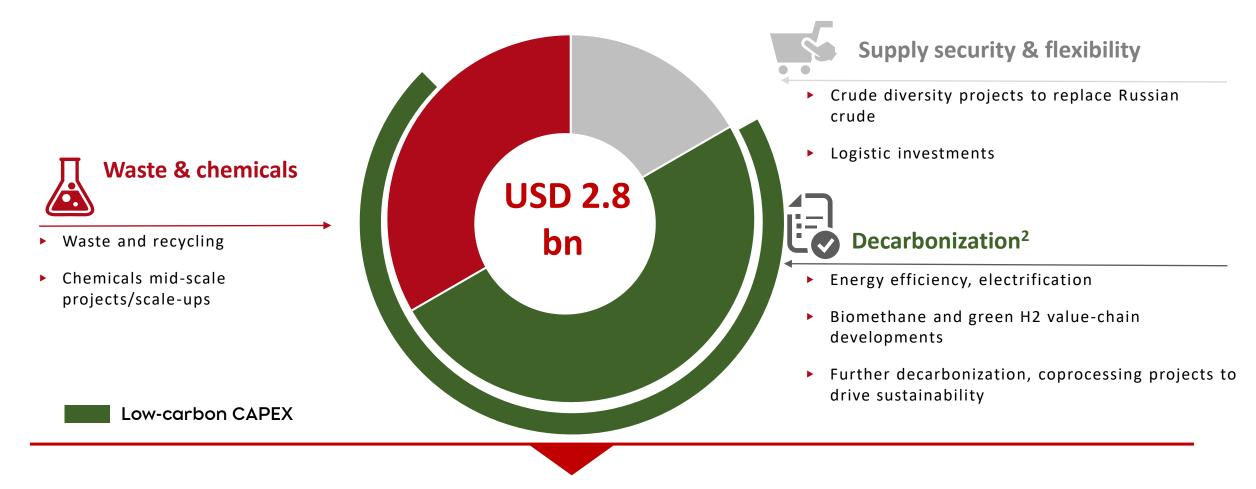
DOWNSTREAM INCREASINGLY RELIES ON CIRCULAR SOLUTIONS BUT MARKET-BASED SOLUTIONS STILL NEEDED





ORGANIC CAPEX ALLOCATION 2025-2030

TOTAL ORGANIC CAPEX OF USD 5.3 BN INCLUDING USD 2.5 BN (~ 400 MMUSD/Y) SUSTAIN & LTE1 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



RENEWABLES





SHARE OF RENEWABLES TO GROW IN MOL GROUP'S ELECTRICITY CONSUMPTIONS

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



- 10 MW electrolyser to come online in 2024 and to be supplied from renewables
- Green H2 production to scale up significantly over strategic horizon



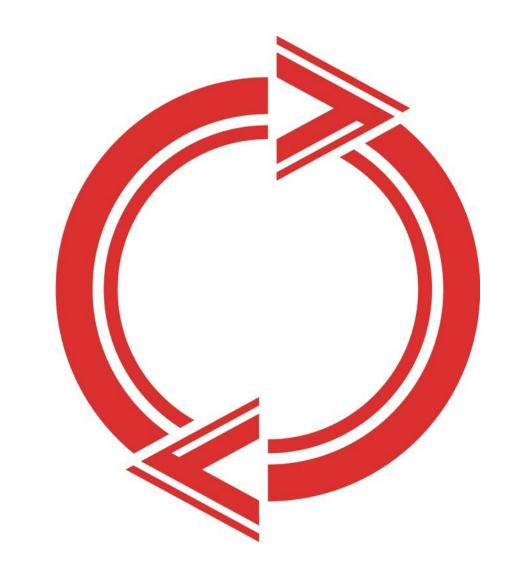
DS CO2 roadmap / RES for Production & Electrification

- 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 H2 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 ~2 500 GWh renewable electricity



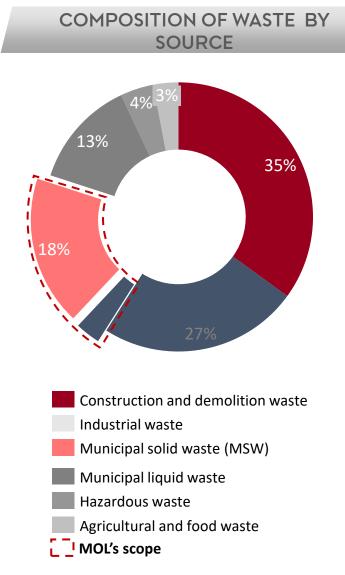
WASTE MANAGEMENT

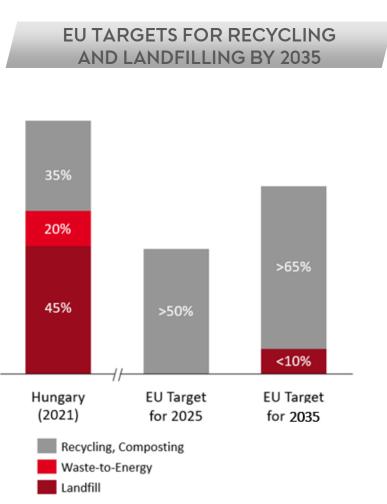




THE CONCESSION COVERS ~4.5 M TONS OF WASTE

MAINLY MUNICIPAL SOLID WASTE





TASKS OF THE 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



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

- 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



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

WASTE MANAGEMENT TO BECOME AN ENABLER OF FUTURE GROWTH



Petchem feedstock from plastic recycling

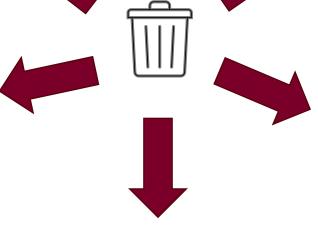


Used Cooking Oil Collection

UCOME feedstock to produce biodiesel from used cooking oil recycling



Rubber compound feedstock from endof-life tire utilization



Waste Utilization & Integration

Feedstock to produce energy from the utilization of mixed waste



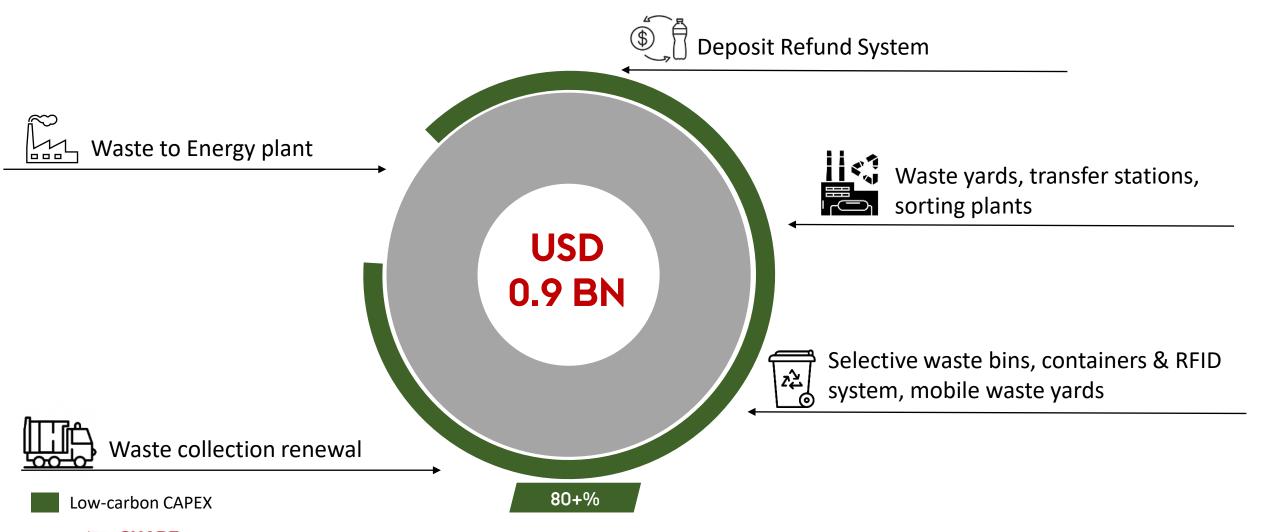
Bio & Alternative Fuels

Bio & alternative fuel feedstock from the utilization of biodegradable waste



MAIN DEVELOPMENT PROJECTS OF WASTE MANAGEMENT

ORGANIC INVESTMENTS BETWEEN 2025-2030





CONSUMER SERVICES





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

DIRECTIONS SET IN 2021 STRATEGY STILL VALID



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

- 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



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
mn EBITDA	USD ~700	USD ~730	USD 1,000
mn FCF IN 5 YEARS	USD~1,800	USD~2,000	USD~2,900
CONVENIENCE SALES INCREASE	63%	92%	183%
FUEL VOLUME INCREASE	42%	40%	43%
INCREASE IN ACTIVE LOYALTY CUSTOMERS	50%	50%	100%

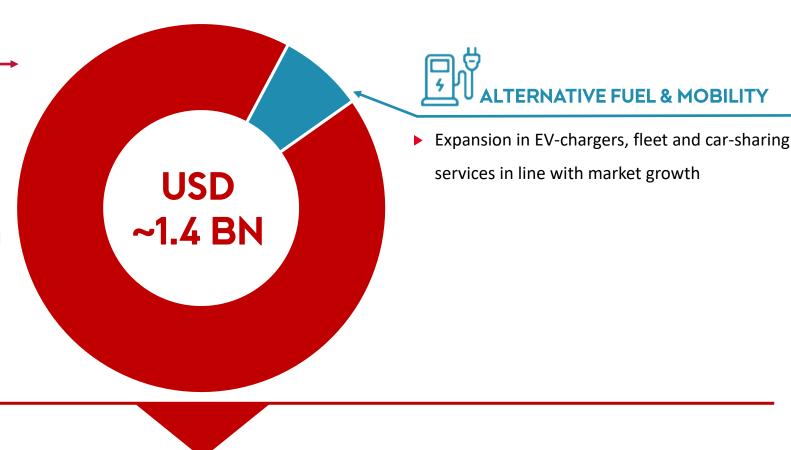
All % increase data are vs 2021A Convenience sales category covers Gastro, Grocery and Forecourt non-fuel categories



ORGANIC CAPEX ALLOCATION 2025-2030

RETAIL

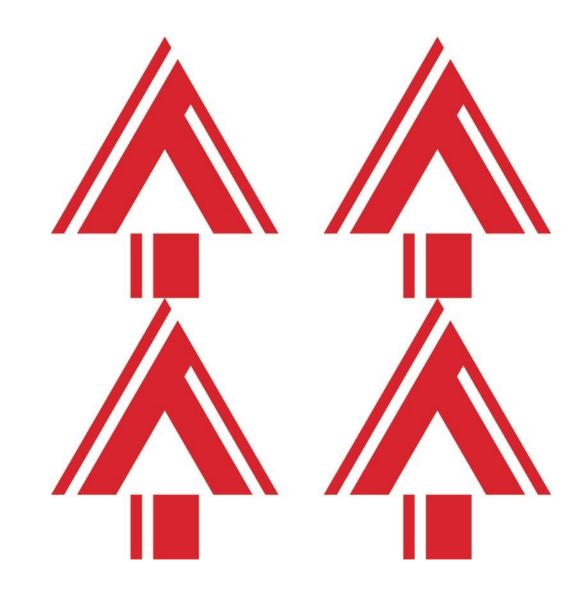
- Develop network further to keep and improve competitive position
- ▶ Integrate SeSs acquired in 2022-2023
- Continue rollout of Fresh Corner concept
- Further innovate with industry leading digital solutions
- Further standardize systems, operation processes



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



EXPLORATION & PRODUCTION





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^{1,2}

≥ 20 USD/BOE

Unit Simplified Free Cash Flow^{1,2}

Low Carbon

Launching new projects

- (1) Excluding equity consolidated assets
- (2) Excluding inorganic investments necessary for maintaining 90 MBOEPD production level







CEE Optimization & Synergies



International



Low Carbon



THREE KEY PILLARS OF REVISED 2030 STRATEGY



CEE OPTIMIZATION & SYNERGIES



INTERNATIONAL



LOW CARBON

- 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

- 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)

- 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)



E&P CAPEX¹ 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



Contribute to MOL Group decarbonization strategy

Create partnerships/JVs to de-risk execution



USD

2 BN

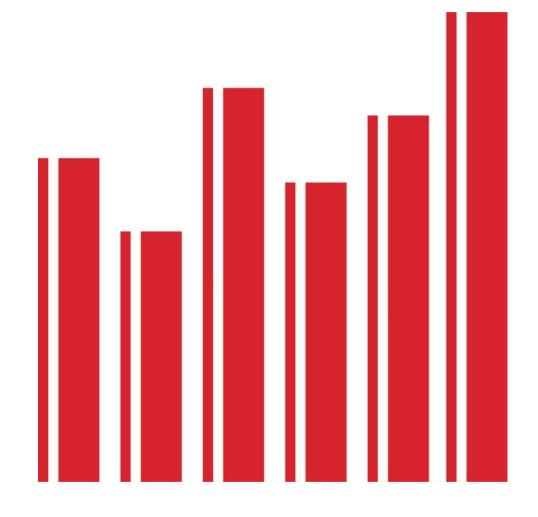
LOW CARBON FOCUS AREAS **GEOTHERMAL LITHIUM** Material electricity generation Lithium extraction pilot Production to support MOL project to be launched in facilities directly or 2024 in Pusztaföldvár contribute to Upstream's Examination of novel hedge function indirectly **Direct Lithium Extraction** Production expected technologies to start ~2029 Expected production launch date 2028 **METHANE CARBON CAPTURE & STORAGE REGULATION** Feasibility studies for several locations Zero routine flaring across Hungary and Croatia ongoing Deployment of monitoring Discussions with potential partners in and detection systems



► CAPEX effects mainly 2024-2025

CO2 injections underway

FINANCIALS

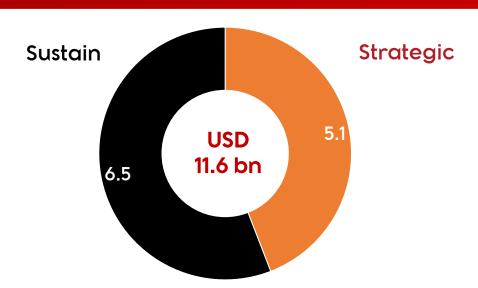


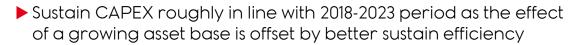


TOTAL ORGANIC CAPEX TO RISE TO USD ~12 BN IN 2025-2030

HIGH SHARE OF STRATEGIC INVESTMENTS WITHIN THE TOTAL BUDGET

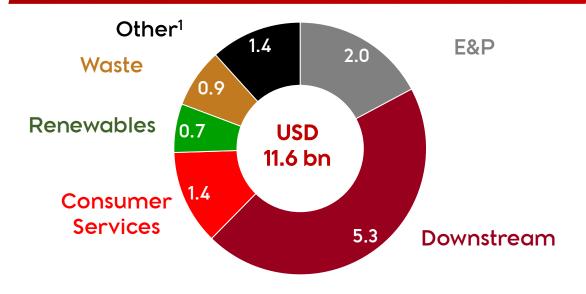
ORGANIC CAPEX (2025-30)





▶ 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



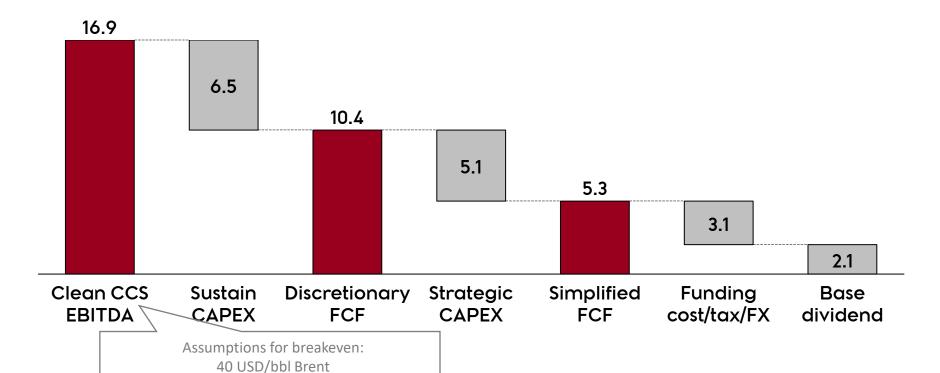
FULLY FUNDED TRANSFORMATION AND BASE DIVIDENDS IN 2025-30

EVEN AT CONSERVATIVE MACRO ASSUMPTIONS

15 EUR/MWh TTF 3 USD/bbl refinery margin

300 EUR/t integrated petchem margin





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

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

COMMENTS

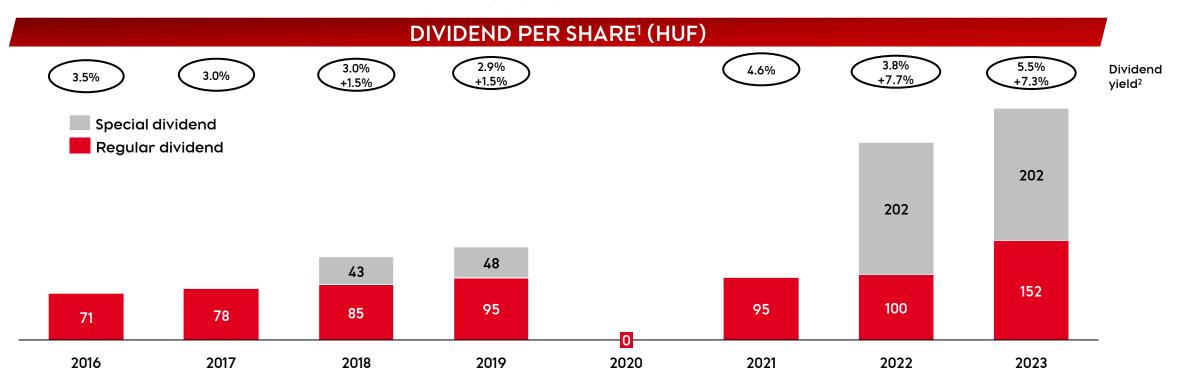
Viable path towards full execution of organic investment plan on strategic horizon

- ▶ 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



BASE DIVIDEND INCREASED BY 50% IN ONE STEP IN 2023

FOLLOWING SIZEABLE SPECIAL PAYOUTS IN 2018, 19, 22, 23



- 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



