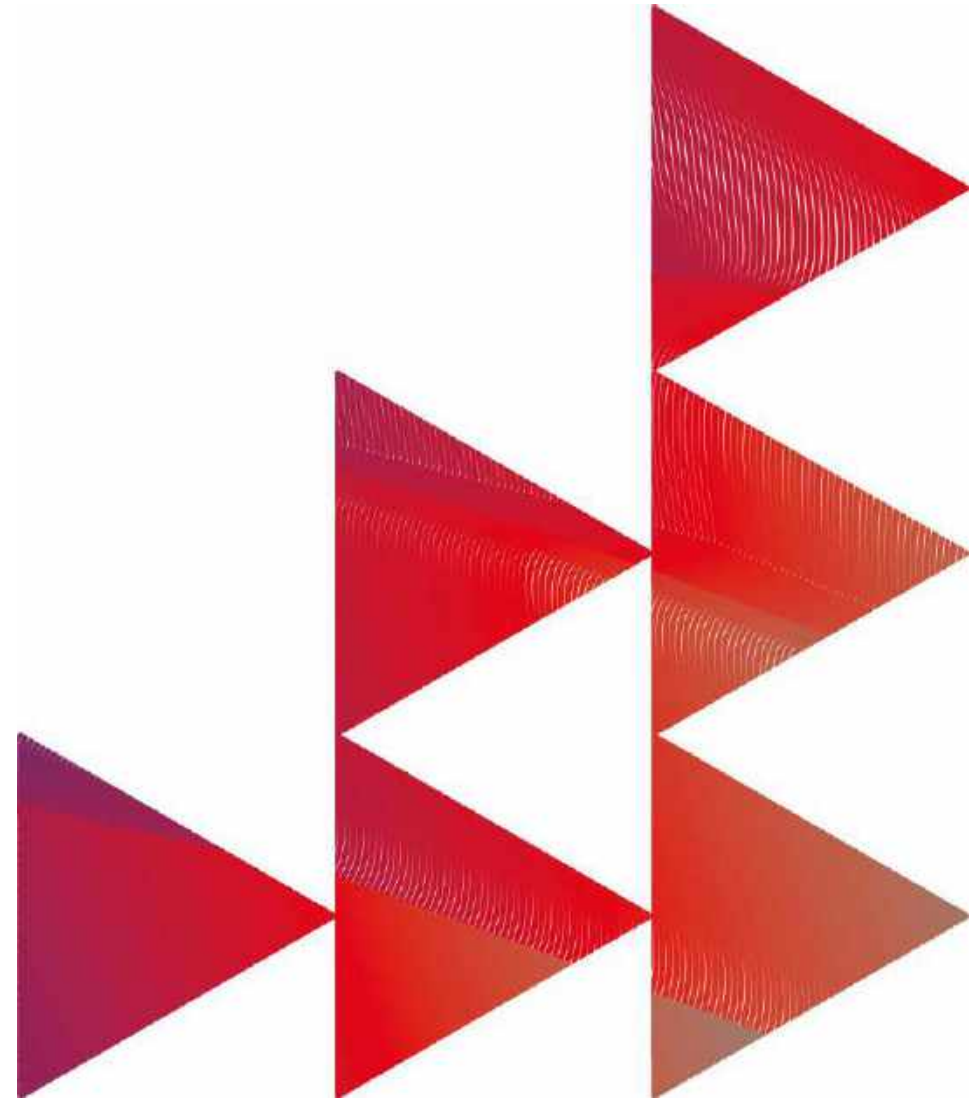


MOL GROUP

INVESTOR PRESENTATION

September 2022



MOL GROUP IN BRIEF

INTEGRATED CENTRAL EUROPEAN MID-CAP OIL & GAS COMPANY

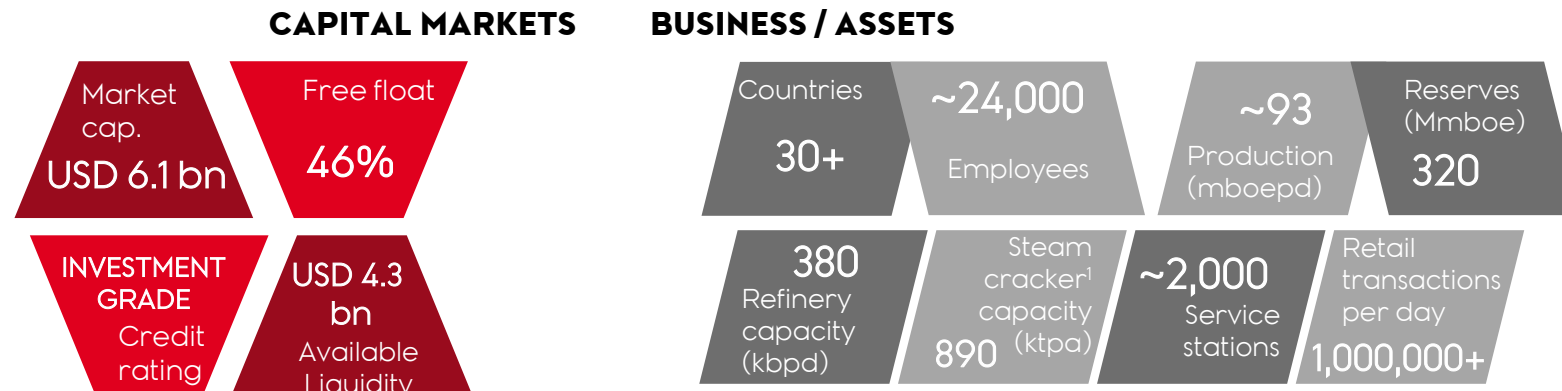
CORE ACTIVITIES



CLEAN CCS EBITDA BY SEGMENTS IN 2021 (USD MN)



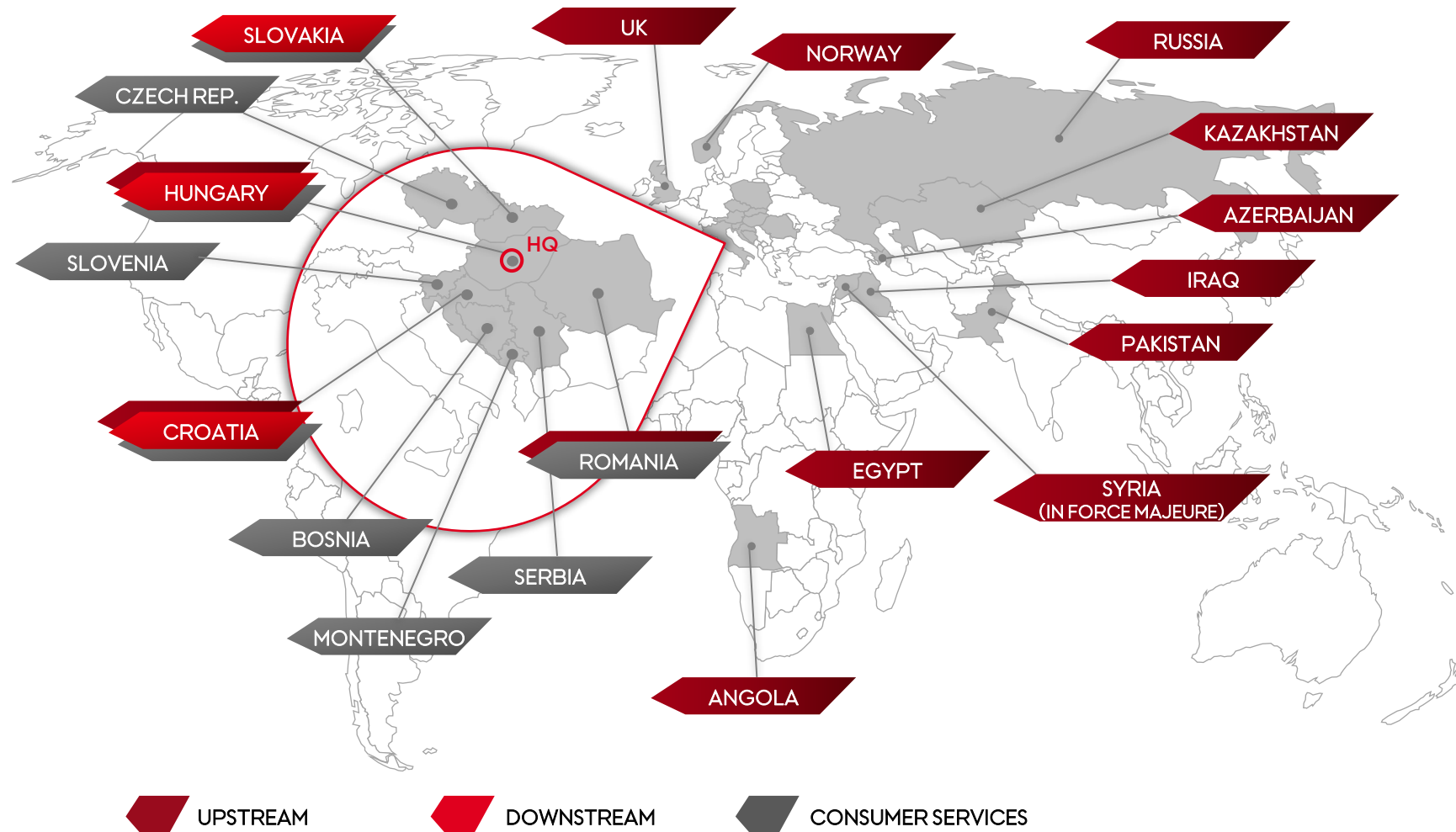
KEY FIGURES



(1) Ethylene

MOL GROUP GEOGRAPHY

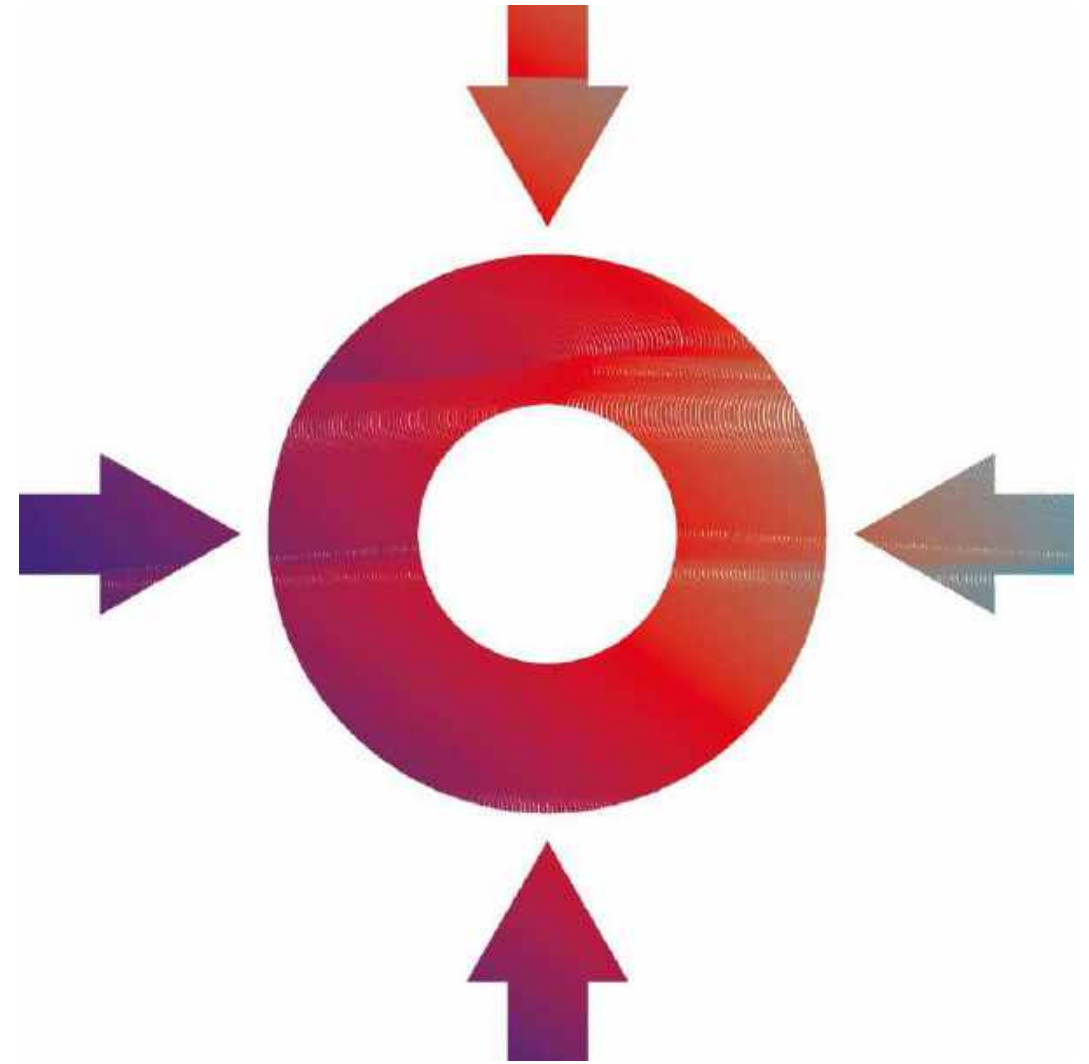
CEE-BASED INTEGRATED OPERATIONS AND INTERNATIONAL UPSTREAM



AGENDA

THE MOL GROUP EQUITY STORY	5
SUPPORTING SLIDES	
Q2 2022 RECAP <small>(LINK TO Q2 2022 RESULTS)</small>	
DOWNSTREAM	12
CONSUMER SERVICES	27
EXPLORATION AND PRODUCTION	41
WASTE MANAGEMENT	51
FINANCIALS, GOVERNANCE AND OTHERS	58

THE MOL GROUP EQUITY STORY

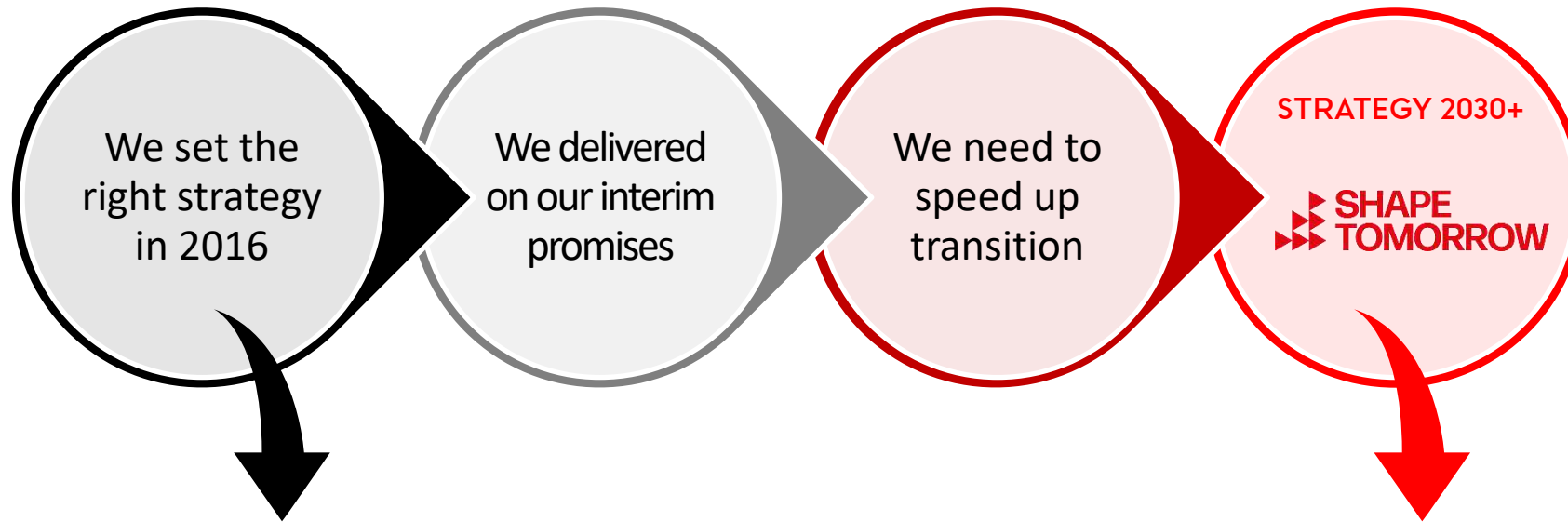


DELIVER TODAY, SHAPE TOMORROW

- ▶ **MOL 2030:** we delivered on our interim promises
- ▶ **MOL 2030+:** unchanged direction, accelerated transition, profitably towards net-zero
- ▶ **ESG:** climate/CO₂ in focus, but all stakeholders matter

- ▶ **Downstream:** increasing EBITDA to cover „fuel to chemicals” transformation
- ▶ **E&P:** net zero by 2030, outstanding profitability funding the transformation
- ▶ **Consumer Services:** further improving profitability, whilst becoming a digitally-driven consumer goods retailer and complex mobility service provider
- ▶ **Gas Midstream:** stable, non-cyclical cash flows
- ▶ **Financials:** fully funded transformation and base dividend even against a 60 USD/bbl oil price environment

MOL 2030+: UNCHANGED DIRECTION, ACCELERATED TRANSITION



KEY DIRECTIONS UNCHANGED...

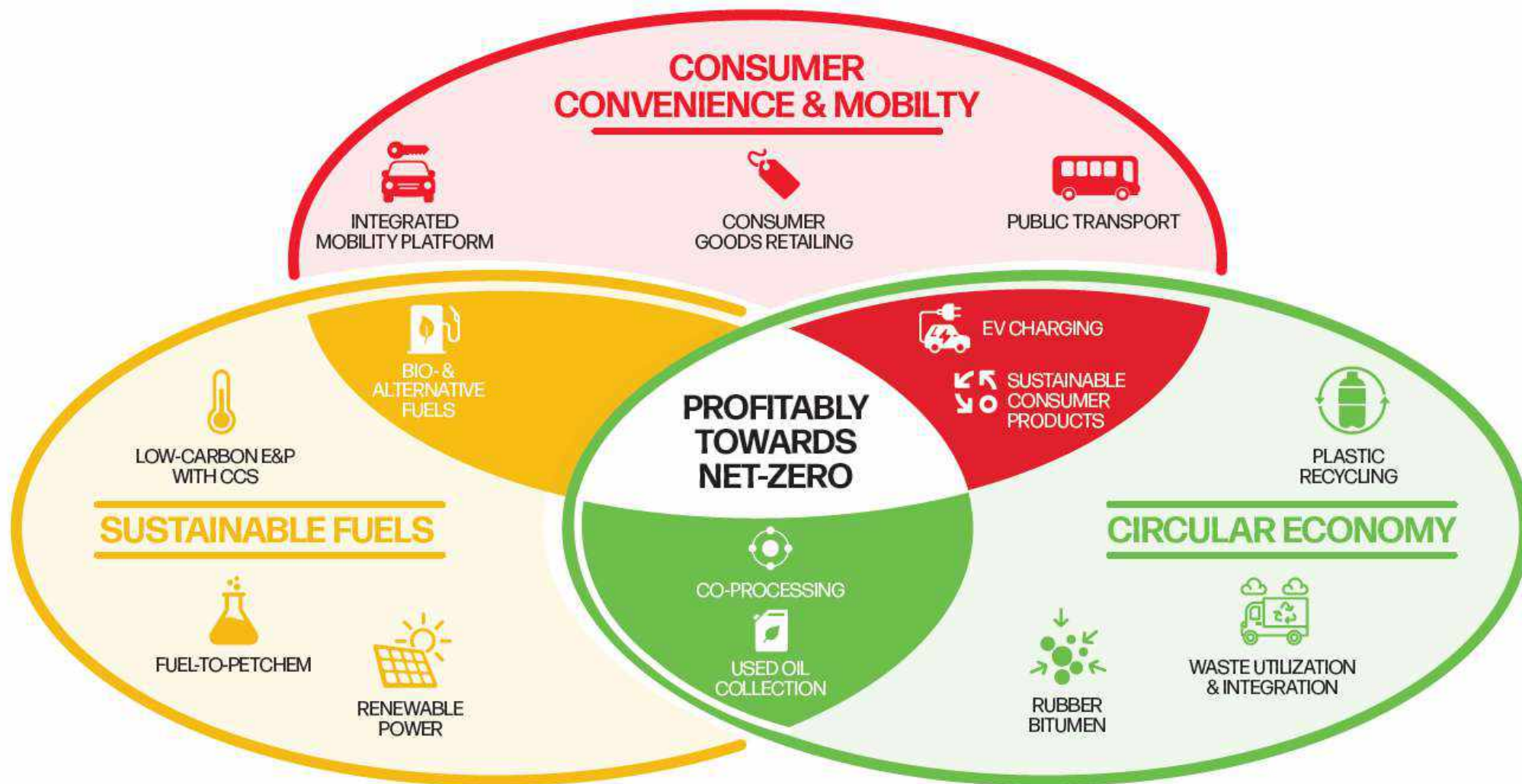
- ▶ Downstream transformation: Fuel-to-chemicals conversion to reduce motor fuel yields and output
- ▶ Consumer focus: to become a consumer goods retailer and mobility services provider

...WITH ADDITIONAL FOCUS ON

- ▶ Accelerating the transformation of the traditional oil & gas businesses
- ▶ New sustainability/CO2 reduction targets
- ▶ Investing in low-carbon, circular economy to become a key player in CEE

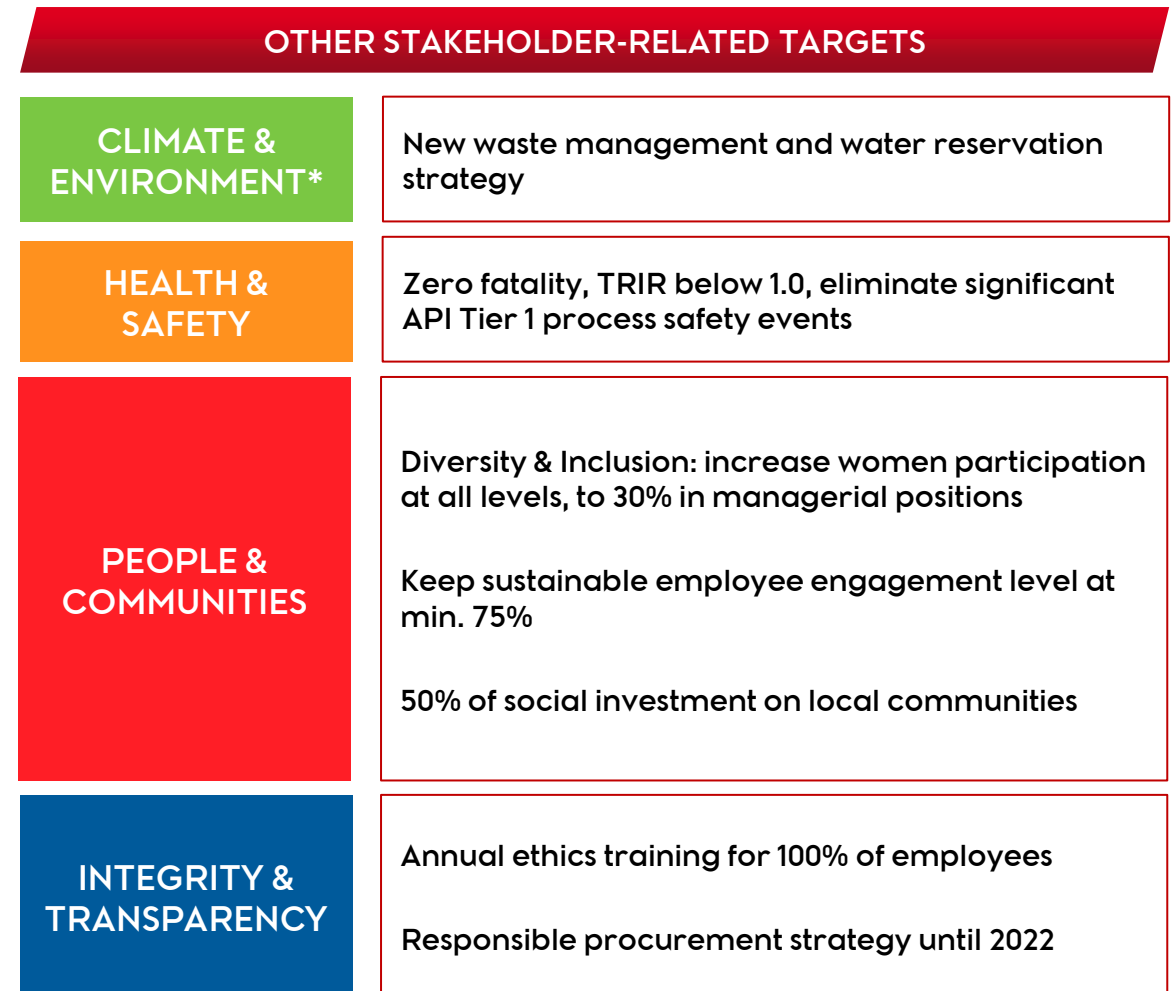
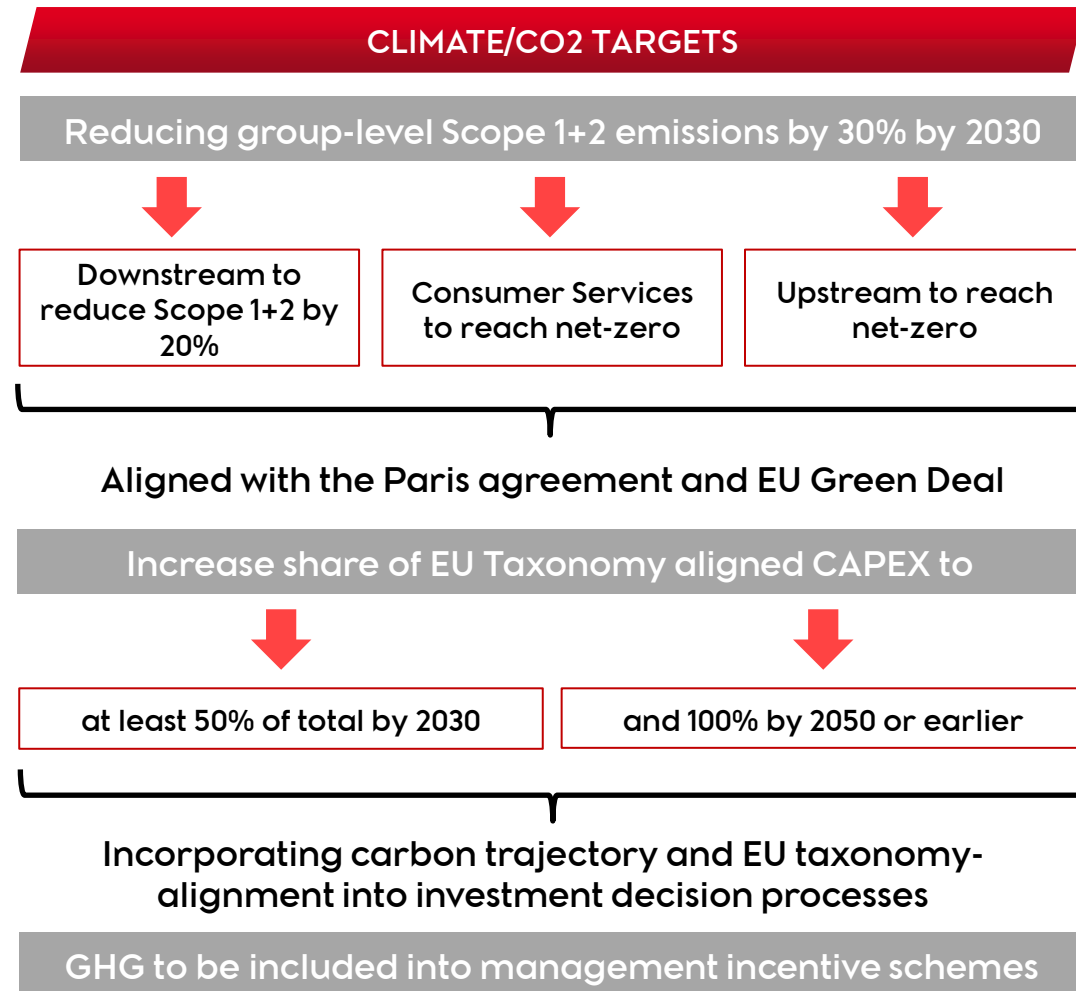
MOL 2030+: PROFITABLY TOWARDS NET-ZERO

ACCELERATED LOW-CARBON TRANSITION



ESG: CLIMATE/CO2 IN FOCUS, BUT ALL STAKEHOLDERS MATTER

BOTTOM LINE AND SUSTAINABILITY ARE NOT MUTUALLY EXCLUSIVE



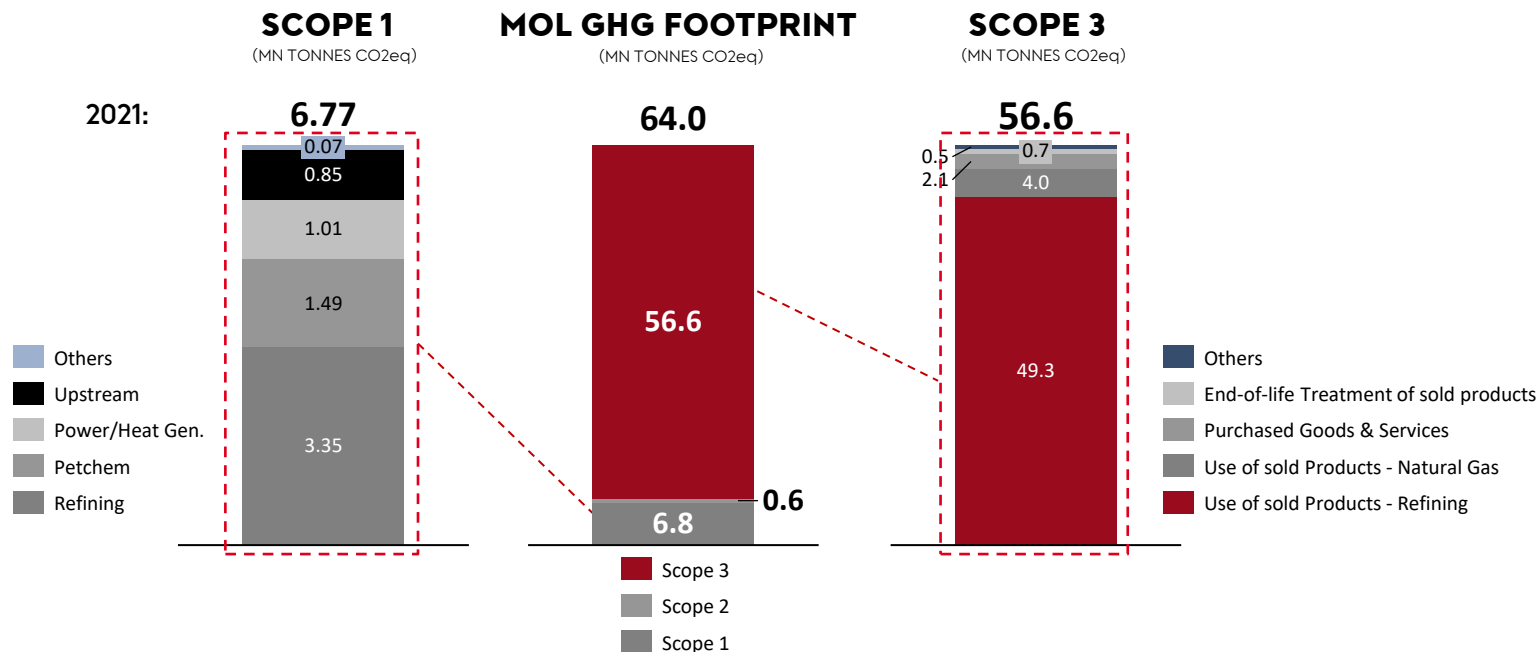
* In addition to the CO2 targets

GHG: DOWNSTREAM AND FUEL SALES BIGGEST CONTRIBUTORS

SCOPE 1+2 IS 11% OF MOL'S TOTAL GHG FOOTPRINT

TOTAL GHG EMISSIONS SCOPE 1, 2 AND 3

- ▶ Scope 3 accounts for 88% of MOL Group's total GHG emission footprint
- ▶ Downstream accounts for 87% of MOL's Scope 1 emissions, Upstream for 13%
- ▶ Around 89% of all MOL Group Scope 1 falls under ETS (99% of DS under ETS)
- ▶ Use of sold products (mainly diesel, gasoline) accounts for 94% of reported Scope 3



REPORTING AND DISCLOSURE

- ▶ Climate related disclosures produced in accordance with the core elements of the TCFD
- ▶ Full Scope 3 emissions breakdown of all 15 categories in Annual Report
- ▶ Calculation and reporting of GHG Emissions Scope 1, 2 and 3 consistent with the following standards:



ESG: SECTOR-LEADING RATINGS AND DISCLOSURE

TOP POSITIONS ACROSS LEADING ESG RESEARCH, RATING AND INDEX HOUSES

INDEXES AND RATINGS



2nd lowest risk
among 53 global
integrated
Oil & Gas peers



Climate Change:
Management



Water Security:
Management



ecovadis

Platinum Medal
(top 1%)

Sustainability Yearbook
Member 2022

S&P Global

S&P Global CSA ESG Score in 2021: 69 (of 100): Top 11%
in Oil & Gas Upstream & Integrated industry

DISCLOSURE

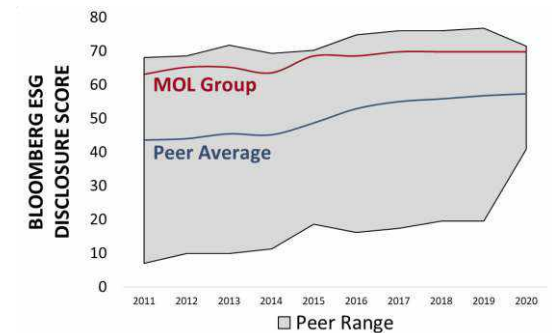
Leading ESG disclosure through Integrated Reporting
using both SASB and GRI for several years



Bloomberg ESG Scores

**Bloomberg ESG
Disclosure Score:
69.7 (of 100)**

Peer Average 57.3



DOWNSTREAM



INTEGRATED DOWNSTREAM MODEL IN CEE

DOWNSTREAM IN NUMBERS

11 COUNTRIES

PRODUCTION UNITS

5



SALES OF **17 mtpa**
REFINED PRODUCTS

AND **1.5 mtpa**
PETROCHEMICALS

EMPLOYEES

~9,300

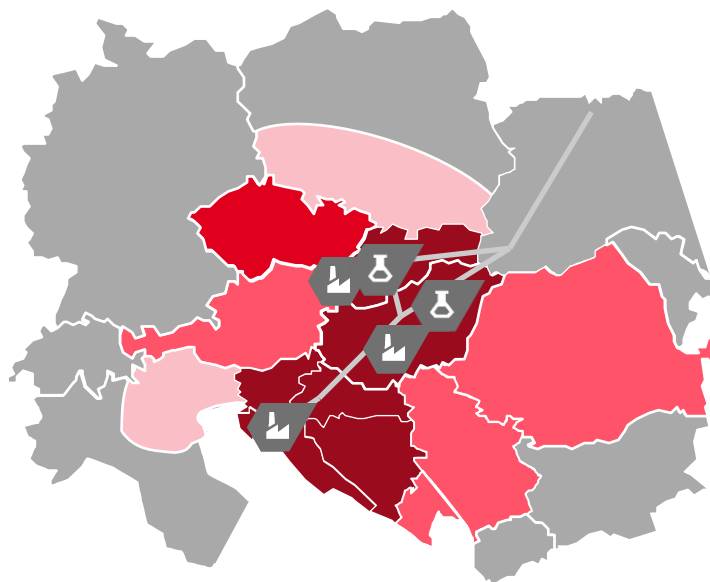
MARKET SHARE (%)¹

<10%

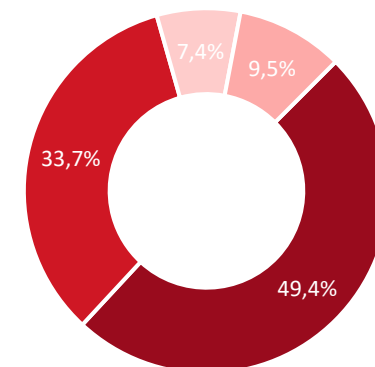
10-20%

20-40%

40+%

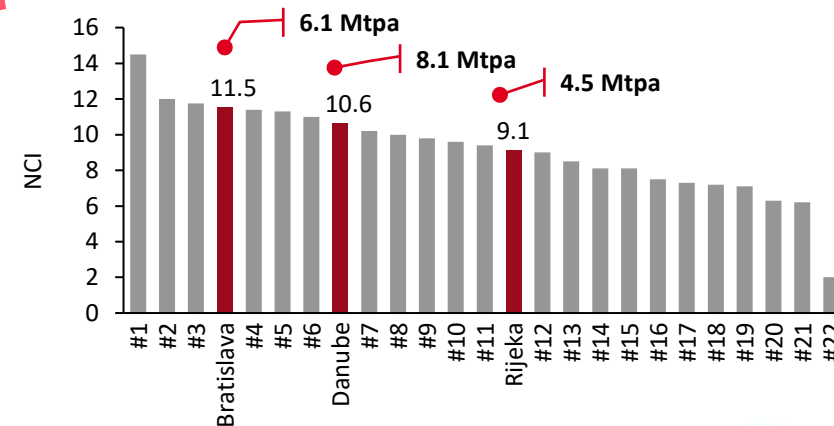


GROUP REFINERY YIELD 2021 (%)



■ Middle distillates ■ Light-products
■ Other products ■ Heavy-products

REFINERY NELSON COMPLEXITY OF PEERS²

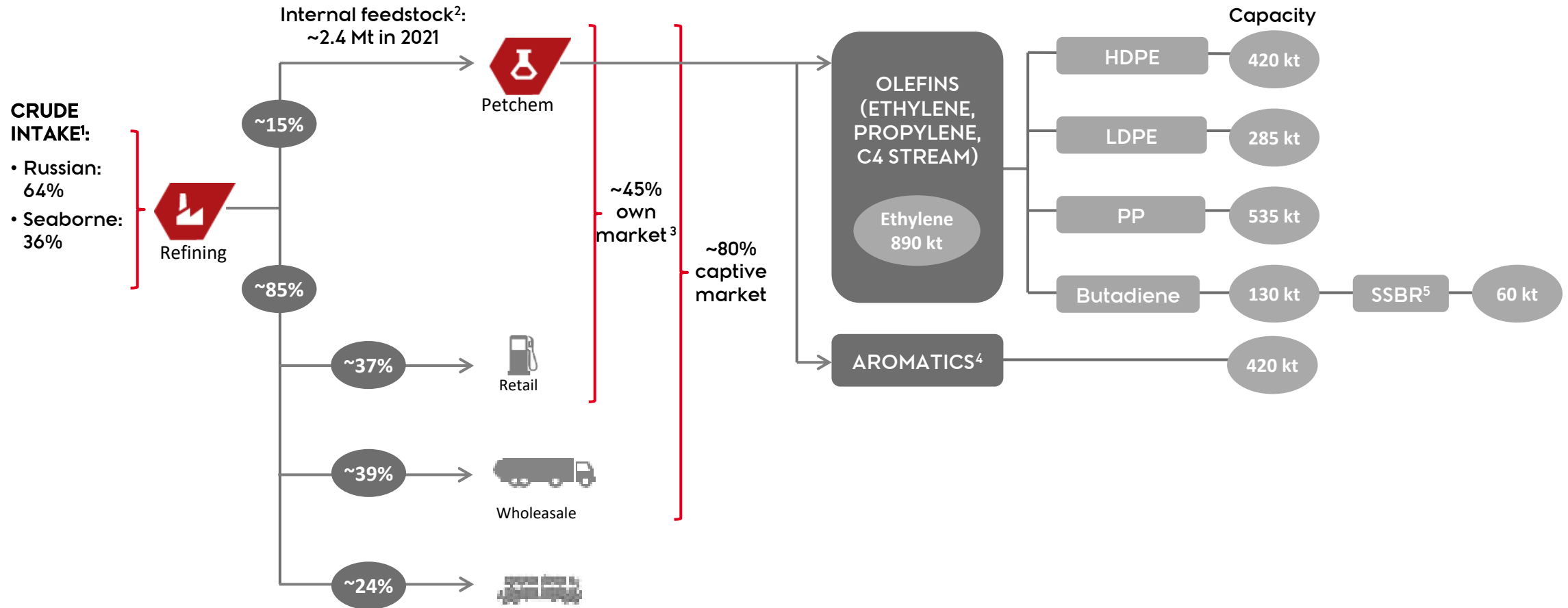


(1) Estimation for 2021 FY. Market share to be increased in 2022 as a result of buying 417 service stations in Poland, becoming 3rd player in the Polish retail fuel market.

(2) Peer group consists of OMV, PKN, Lotos, Neste, Tupras, Galp, Motor Oil, Hellenic Petroleum, NIS based on 2019 data.

DEEP DOWNSTREAM INTEGRATION

FUEL AND PETROCHEMICAL VALUE CHAIN



¹ Group level data

² Considering steam cracker feedstock (naphtha & LPG) from Danube & Bratislava refineries only

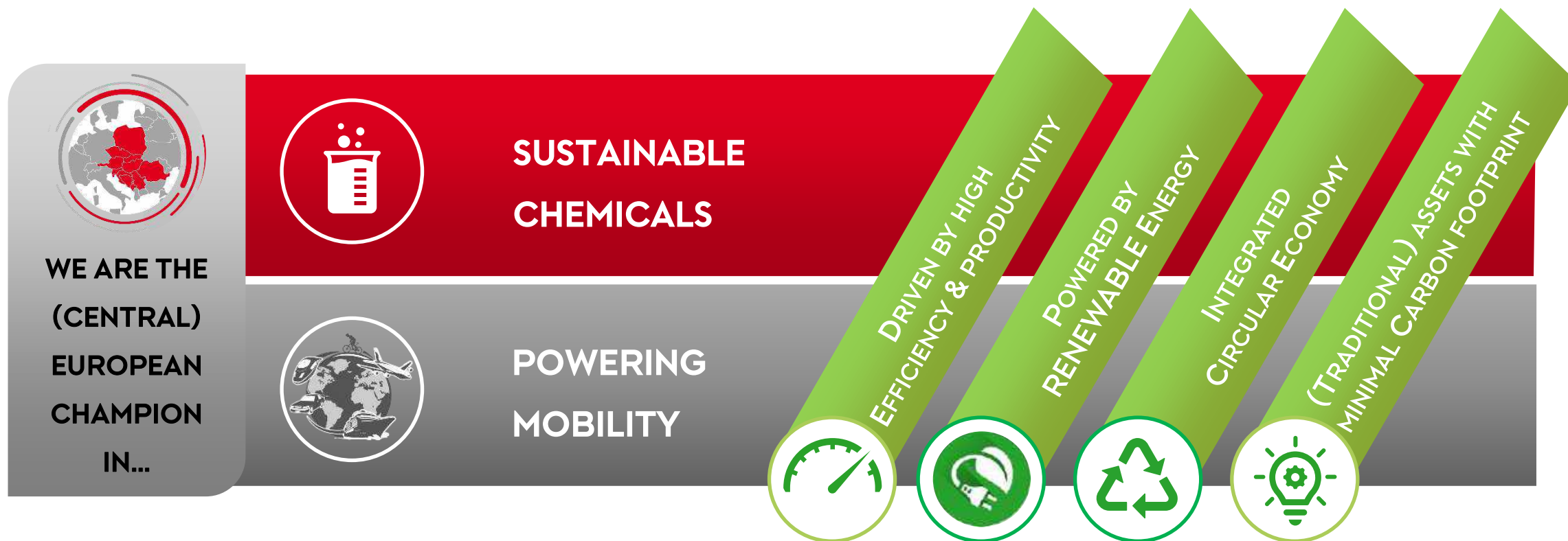
³ Own market is calculated as sales to own petchem and own retail over own production

⁴ Considering 2021 production

⁵ SSBR: 49% MOL stake

2050 VISION: HIGHLY EFFICIENT, SUSTAINABLE, CHEMICAL-FOCUSED

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



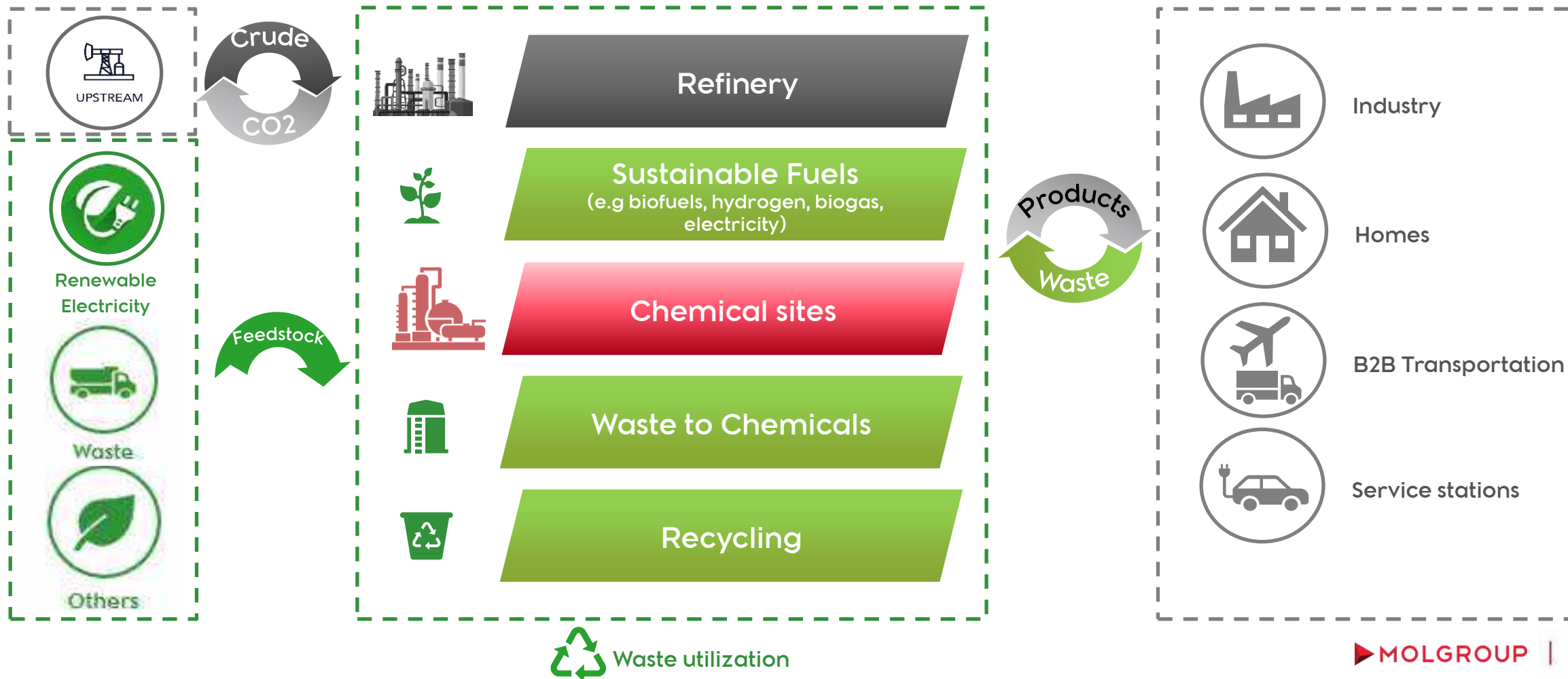
INTEGRATING CIRCULAR ECONOMY INTO OUR CORE BUSINESS

INTEGRATING BIO- AND WASTE-BASED STREAMS IN PRODUCTION AND SCALING UP RECYCLING

IN OUR FEEDSTOCK...

... IN OUR OPERATIONS ...

... IN OUR PRODUCT PORTFOLIO



2030 DIRECTIONS STILL VALID, SUSTAINABILITY AND SPEED IN FOCUS

KEY PILLARS OF THE 2030 STRATEGY REMAIN INTACT

EFFICIENCY & PROFITABILITY

2030 Target

USD **1.2+**bn
EBITDA by 2025 (mid-cycle conditions)

- ▶ Keep market share across the 2020s and harvest existing position
- ▶ Push for efficiency: to be among the most efficient refiners in Europe
- ▶ Release additional resources for transformation

FUEL TRANSFORMATION

close to 2
mtpa

- ▶ Key priority in our CAPEX spending
- ▶ Modular approach by 2030 for 1.8 mtpa fuel conversion
- ▶ Technological options were narrowed in 2021, site selection in 2022

VALUE CHAIN EXTENSION

Mainly
mid size

- ▶ Complete the Polyol project in 2022, deliver USD ~150 mn EBITDA/year
- ▶ Focus on small-to-mid-size projects (e.g. metathesis, maleic anhydride)
- ▶ Other large ticket investments are deprioritized for now

SUSTAINABILITY

-20%
Scope 1+2

- ▶ Introduce CCS at our sites and push for energy efficiency
- ▶ Scaling up our circular economy initiatives
- ▶ Integrating waste utilization into our value chain

BOOSTING EFFICIENCY TO BE AMONG THE BEST REFINERS IN EUROPE

FOSSIL FUELS WILL REMAIN PROFITABLE IN THE 2020S; MORE EFFICIENCY = ACCELERATED TRANSFORMATION

HARVEST MARKET

1st quartile in
NCM¹

- ▶ Fossil fuels to be dominant and profitable across the 2020s
- ▶ Defend market share and profitability on our core markets
- ▶ Maximize profitability of our refineries (e.g. Rijeka Refinery Upgrade project)

MINIMIZE ENERGY CONSUMPTION

2nd quartile in
EII²

- ▶ Significant improvement vs current situation
- ▶ Identified several small-to-mid-size projects (USD ~50 mn/year³)
- ▶ Support the reduction of CO2 emission and energy costs

UNLOCK EFFICIENCY

USD **150** mn
saving by 2025

- ▶ Additional resources to further accelerate transformation
- ▶ Special focus on PTE, Maintenance and Energy efficiency
- ▶ Enable and invest in cross-country, cross-site collaboration



¹ Net cash margin

² Energy Intensity Index according to Solomon study

³ Average CAPEX

CONTINUING RIJEKA REFINERY UPGRADE DURING PANDEMIC

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

STATUS

56%

Overall project progress

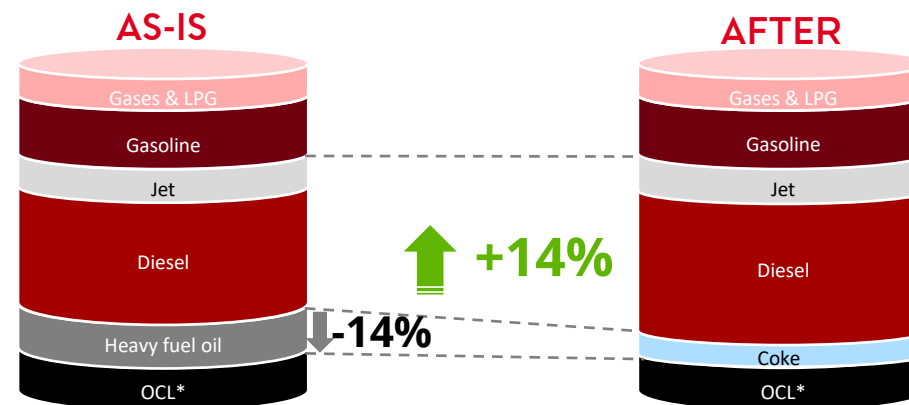
- ▶ Engineering and purchasing completed
- ▶ Focus on manufacturing, deliveries and construction activities
- ▶ Port and related logistics enabling sale of new product (petroleum coke)
- ▶ Electrical upgrade to high-voltage network
- ▶ Mechanical completion planned for H1 2024



IMPROVED REFINERY MARGIN

+14%

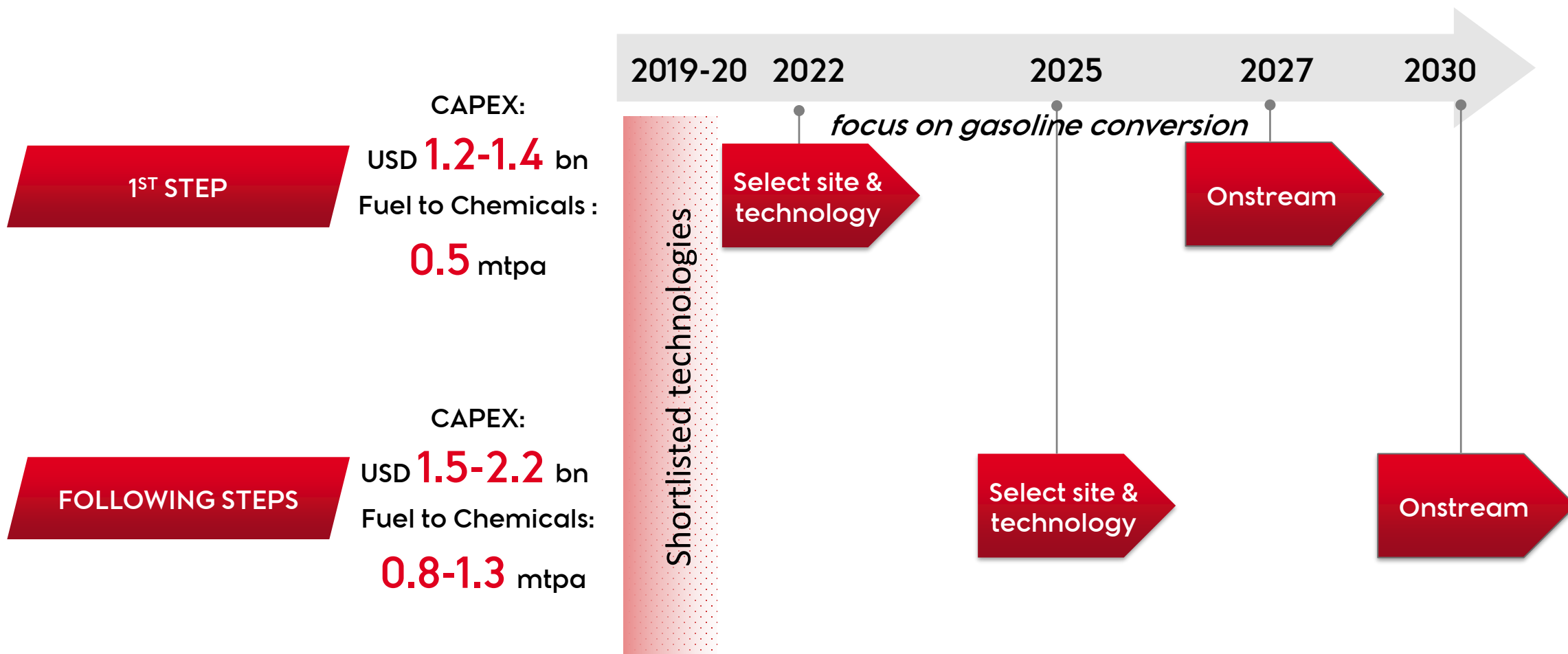
more valuable product portfolio



¹ Own consumption and loss

MULTIPLE -WAVES PLAN TO CONVERT 1.8 MPTA FUELS INTO CHEMICALS

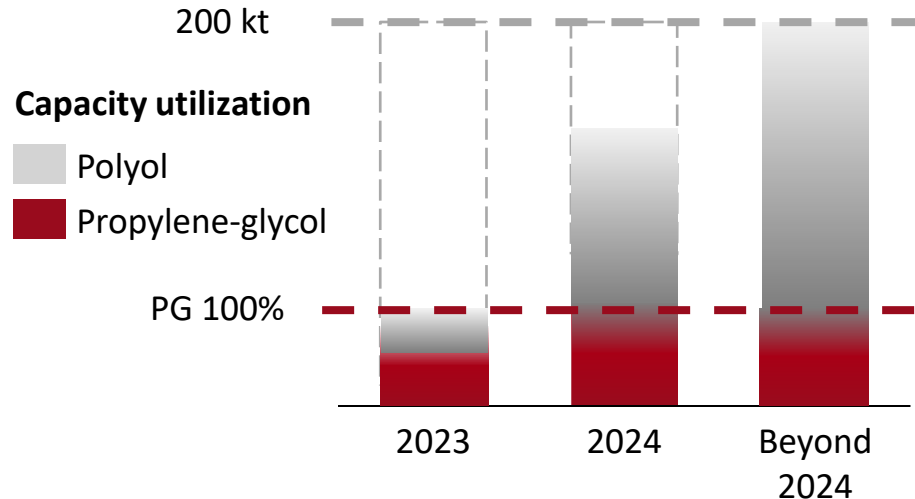
USING HIGHLY EFFICIENT TECHNOLOGIES AND TARGETING 2027 AND 2030 START-UPS



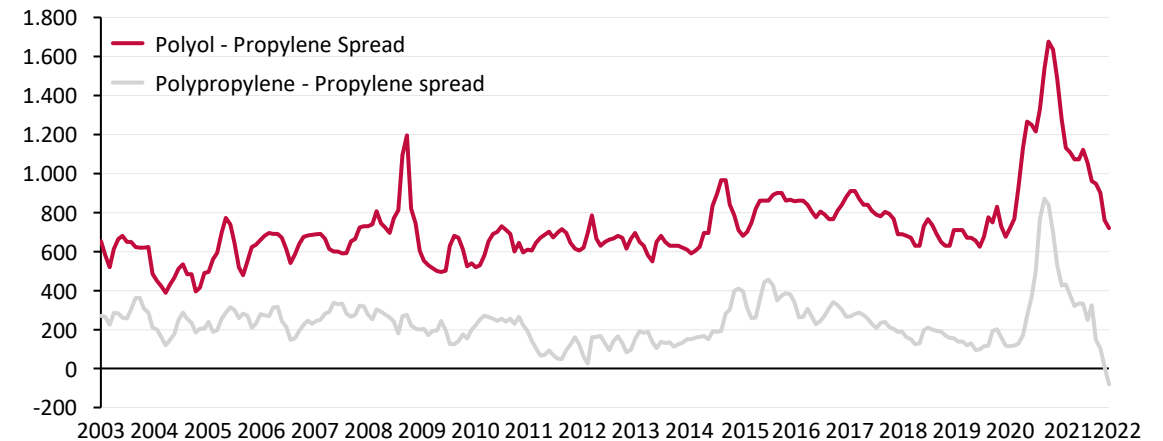
VALUE CHAIN EXTENSION IN CHEMICALS: POLYOL

WITH AN EXPECTED USD ~150 MN MID-CYCLE EBITDA CONTRIBUTION

PRODUCTION RAMP-UP OF THE POLYOL COMPLEX



PROPYLENE VS. POLYOL SPREADS¹ (EUR/T)



- ▶ USD 1.3 bn investment for a 200 ktpa polyol complex in Tiszaújváros, Hungary
- ▶ Planned completion is H1 2023
- ▶ Progress: 97% overall project completion as of end of Q2 2022
- ▶ Mid-cycle EBITDA generation potential: USD ~150 MN

- ▶ Moving from commodity (polypropylene) to semi-commodity (polyol): a 400-500 EUR/t step-up in average margin capture
- ▶ CE producers enjoy 50+ EUR/t transportation cost advantage vs coastal NW-European producers
- ▶ ~250 kt CE consumption represent ~15% of total European demand
- ▶ No ongoing capacity addition project in Europe



¹ Monthly nominal quotations

GRADUAL POLYOL PRODUCTION RAMP-UP

TECHNICAL AND MARKET CONSTRAINTS DECELERATE

POLYOL

► Gradual polyol production ramp-up:

► 1) Technical constraint: Breeding period

► 2) Market constraint: Quality customization period

Automotive



Packing



Pillows



Furniture



PROPYLENE GLYCOL

► Continuous production ramp-up

Unsaturated polyester resins (UPRs)



Functional fluids (brake fluids, de-icing and antifreezes)



Personal care products, animal nutrition



POLYOL COMPLEX PRODUCTION RAMP-UP TIMELINE

MECHANICAL COMPLETION

TECHNICAL RAMP-UP (BREEDING) PERIOD

2023

2024

2025

PROPYLENE GLYCOL (AND PROPYLENE OXID) PRODUCTION AND SALES

POLYOL QUALITY CUSTOMIZATION PERIOD

POLYOL PRODUCTION CAPACITY MAXIMIZATION



BEYOND-POLYOL: SMALLER VALUE CHAIN EXTENSION PROJECTS BY 2030

CAPEX DISCIPLINE PROMPTED TO DEPRIORITIZE BIG TICKET DIVERSIFICATION INVESTMENTS FOR NOW

2030 Target

LARGE-SCALE
INVESTMENTS

Additional USD
~150 mn
EBITDA p.a.

- ▶ Polyol: 97% completion as of June 2021, start-up planned for H1 2023, gradual ramp-up
- ▶ Other large-scale diversification projects identified, but deprioritized for now



FOCUS ON SMALL-
TO-MID-SIZE

USD **300** mn
total CAPEX

- ▶ Only small-to-mid-size investments supporting either F2C¹ or sustainability as well
- ▶ Expanding into recycling and compounding
- ▶ Implement metathesis project by 2024
- ▶ Greenfield investment of MOL Petrochemicals will provide 100 kt of propylene for the polyol complex under construction in Tiszaújváros
- ▶ Investment size: USD ~200mn



¹F2C = fuel to chemical

REDUCING CO₂ FOOTPRINT BY 20% AND INTEGRATING WASTE

FROM ADVANCED BIOFUEL PRODUCTION THROUGH WASTE-TO-CHEMICALS INTEGRATION TO CARBON CAPTURE

2030 Target

MINIMIZE
FOOTPRINT

-20%

Scope 1+2
emissions¹

- ▶ Reducing CO₂ emissions, striving for net zero by 2050
- ▶ CCS¹ solutions will also contribute to the overall, up to 1.4 mtpa of CO₂ reduction target
- ▶ Energy Efficiency to contribute ~0.4 mtpa CO₂ reduction
- ▶ EU funding opportunities to be fully utilized

SCALE-UP CIRCULAR
ECONOMY

100+ kt

Renewable fuels

100+ kt

Polymer Recycling

- ▶ Renewable fuels production (in line with RED III)
- ▶ Green and blue hydrogen² production in line with Fit for 55 package
- ▶ Sustainable aviation fuels 2% replacement until 2025 and own production in 2030
- ▶ Waste-to-Chemicals integration and diverse presence in the field of polymer recycling



¹ Carbon Capture and Storage on current assets

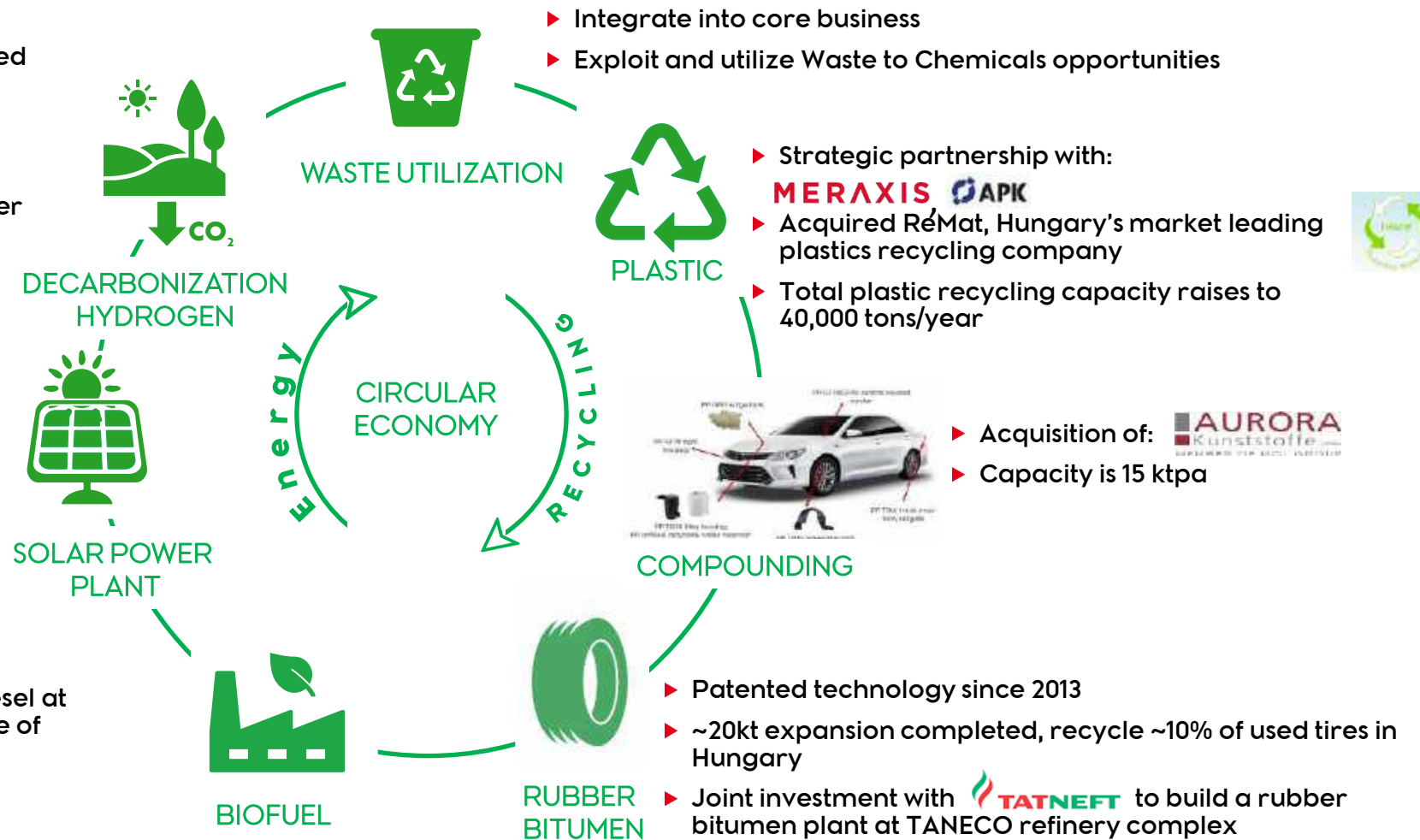
² It depends on the EU's legislative environment as well

MOL HAS TAKEN ITS FIRST STEPS TOWARDS A MORE SUSTAINABLE PRODUCT PORTFOLIO

- ▶ Exploit and utilize Carbon Capture Utilization/CCS: Front-end loading and project definition is expected to be finalized in Q1 2022
- ▶ MOL is building one of Europe's largest capacity green hydrogen production facility in the Danube Refinery in cooperation with the American Plug Power
- ▶ 10 MW electrolysis unit is able to produce about 1,600 tons of clean, carbon-neutral, green hydrogen annually, this way saving up to 25 kt of CO2 emission

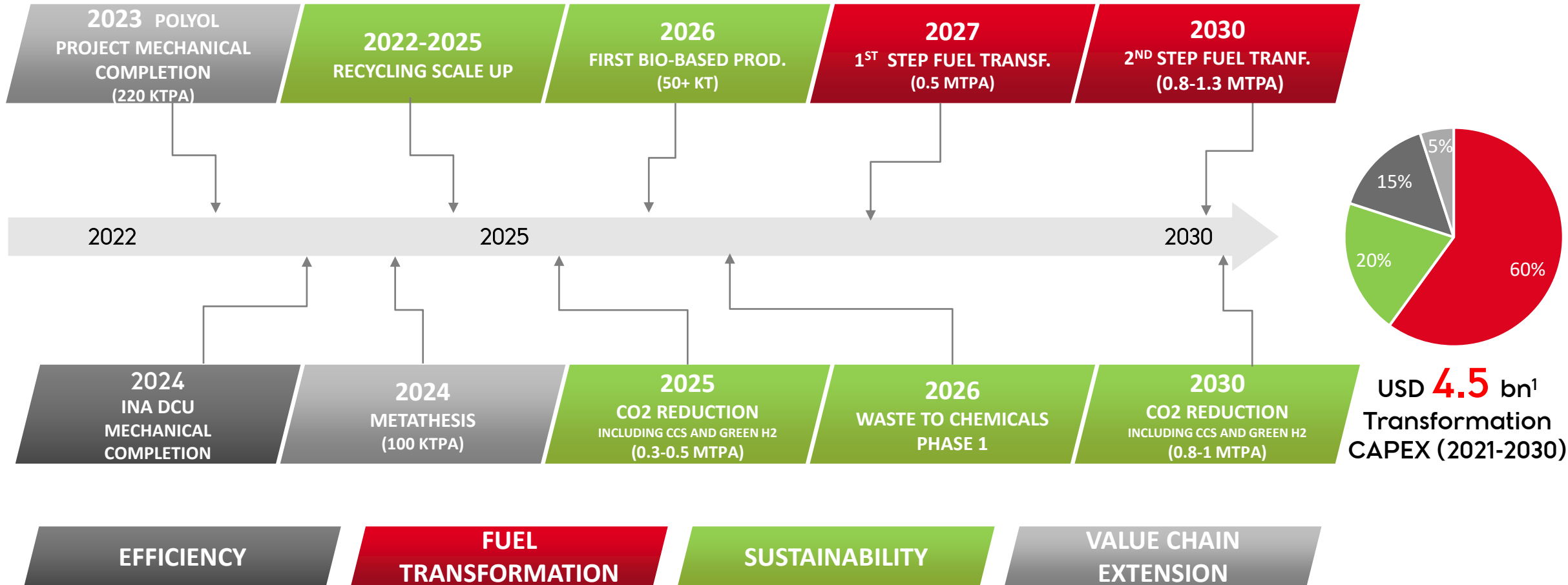
- ▶ Utilization of unused own industrial sites for solar power plant installation
- ▶ Currently ~30+ MW installed

- ▶ 2021: MOL began coprocessing renewable diesel at Danube Refinery, increasing renewable share of fuels with bio feedstock, and decreasing CO2 emission by 200 ktpa
- ▶ Examining Sisak project to produce biofuels



USD 4.5BN MODULAR TRANSFORMATION – INDICATIVE ROADMAP

RETAINING A LEADING POSITION AND GENERATE ATTRACTIVE RETURN IN THE 2020S WHILE TRANSFORMING



¹Excluding already in implementation phase Polyol and DCU projects; only MOL Group share

CONSUMER SERVICES



A LEADING REGIONAL NETWORK



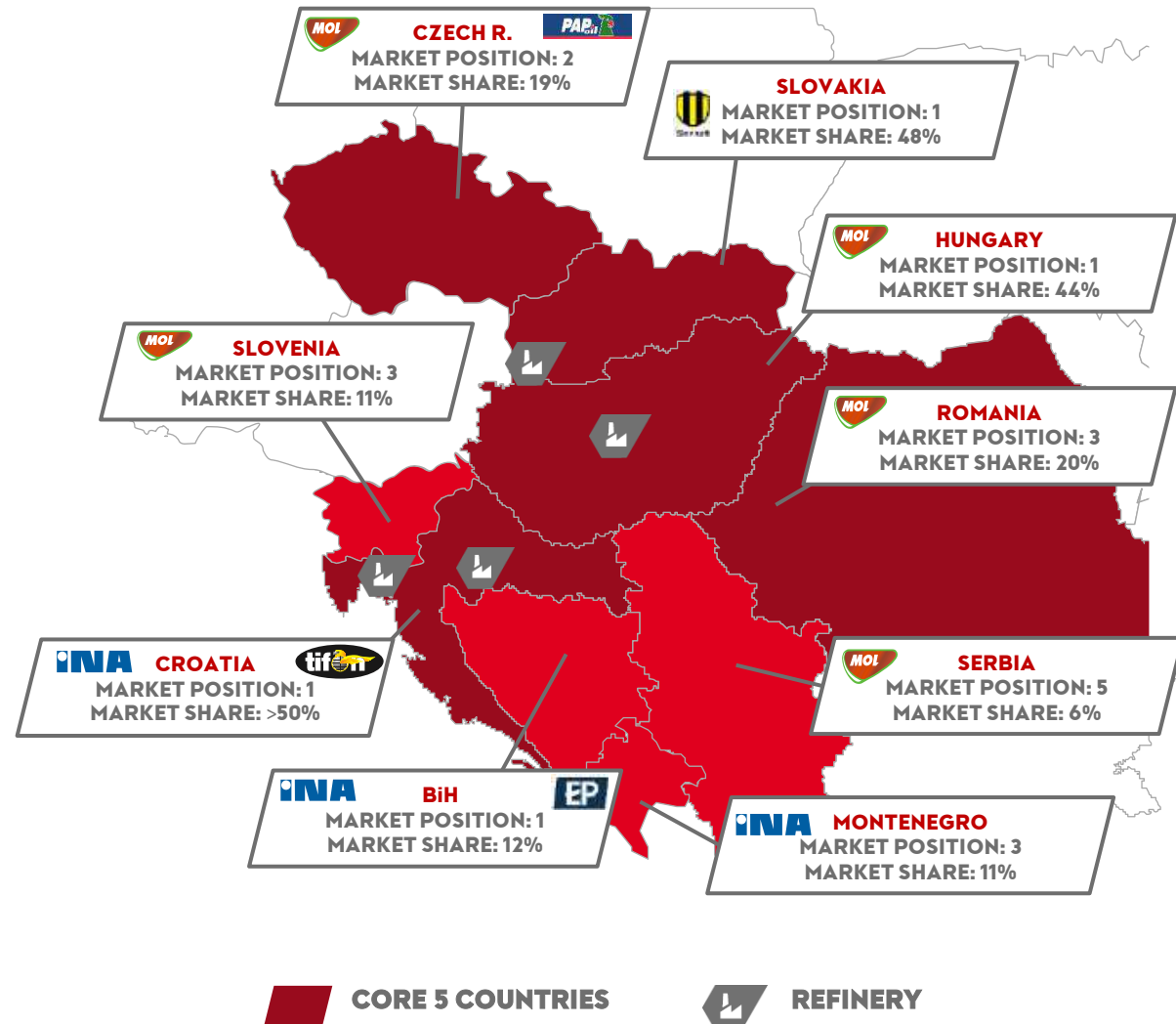
TOP 3
IN 90% OF THE NETWORK

9 COUNTRIES

6 WELL ESTABLISHED BRANDS

~2,000

MOSTLY COCO / COCA SERVICE STATIONS



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



Regional leader in fuel and convenience retailing

- ▶ Organic expansion of the network in existing and potential new markets in CEE
- ▶ Increase premium fuel penetration
- ▶ Expand alternative fuel portfolio
- ▶ Strengthen the food and convenience offerings by building on our FMCG capabilities



Continuous improvement of operational efficiency

- ▶ Strong standardization and digitalization of processes
- ▶ Optimization of OPEX, supply chain and stock management
- ▶ Data-driven operations and digital execution



Diversification of sales channels

- ▶ Customer activation via new digital loyalty rewards program
- ▶ Focus on exploiting synergies by bringing retail and mobility customers onto the same platform
- ▶ Establishing an e-commerce platform
- ▶ Roll-out of standalone Fresh Corner Café concept and become a multi-brand franchisor

CONTINUOUS INTEGRATION OF SUSTAINABILITY OBJECTIVES TO BECOME CARBON NEUTRAL BY 2030

CEE MARKET LEADER IN FUEL & CONVENIENCE RETAILING

1 **700** mn EBITDA

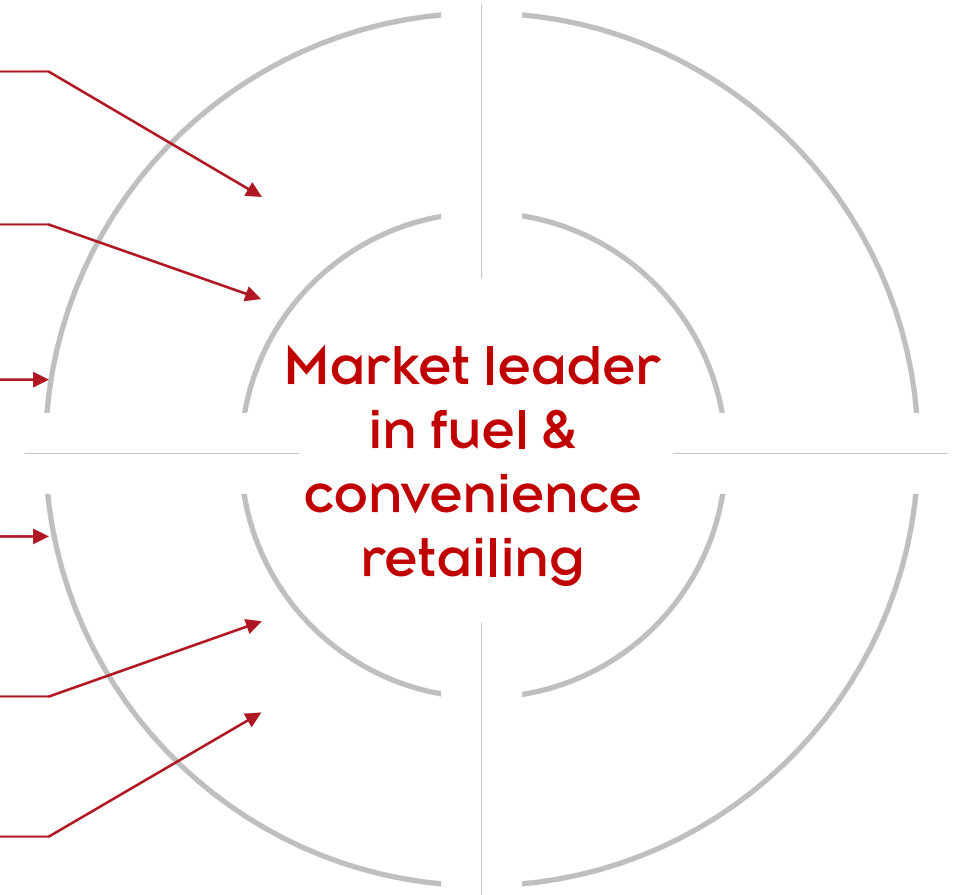
2 **85%** more FCF in 5 years

3 **60%** convenience sales increase

4 **30%** fuel volume increase

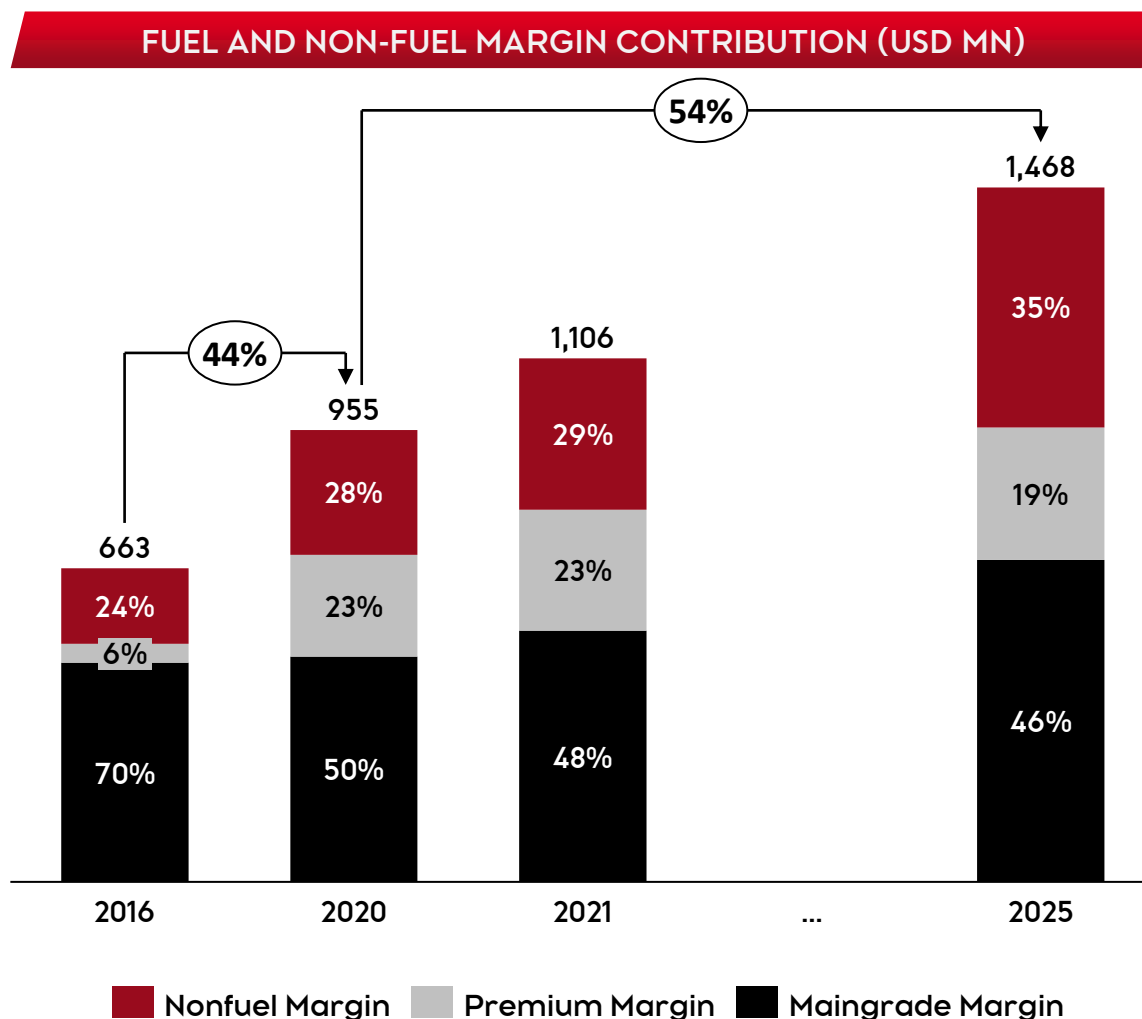
5 **0%** CO2 emission in operation

6 **50%** increase in active loyalty customers



CONSUMER SERVICES WILL REACH USD 700+ MN EBITDA BY 2025

TOTAL GROSS MARGIN TO GROW AGAIN BY AROUND 50% FROM A 2020 BASE



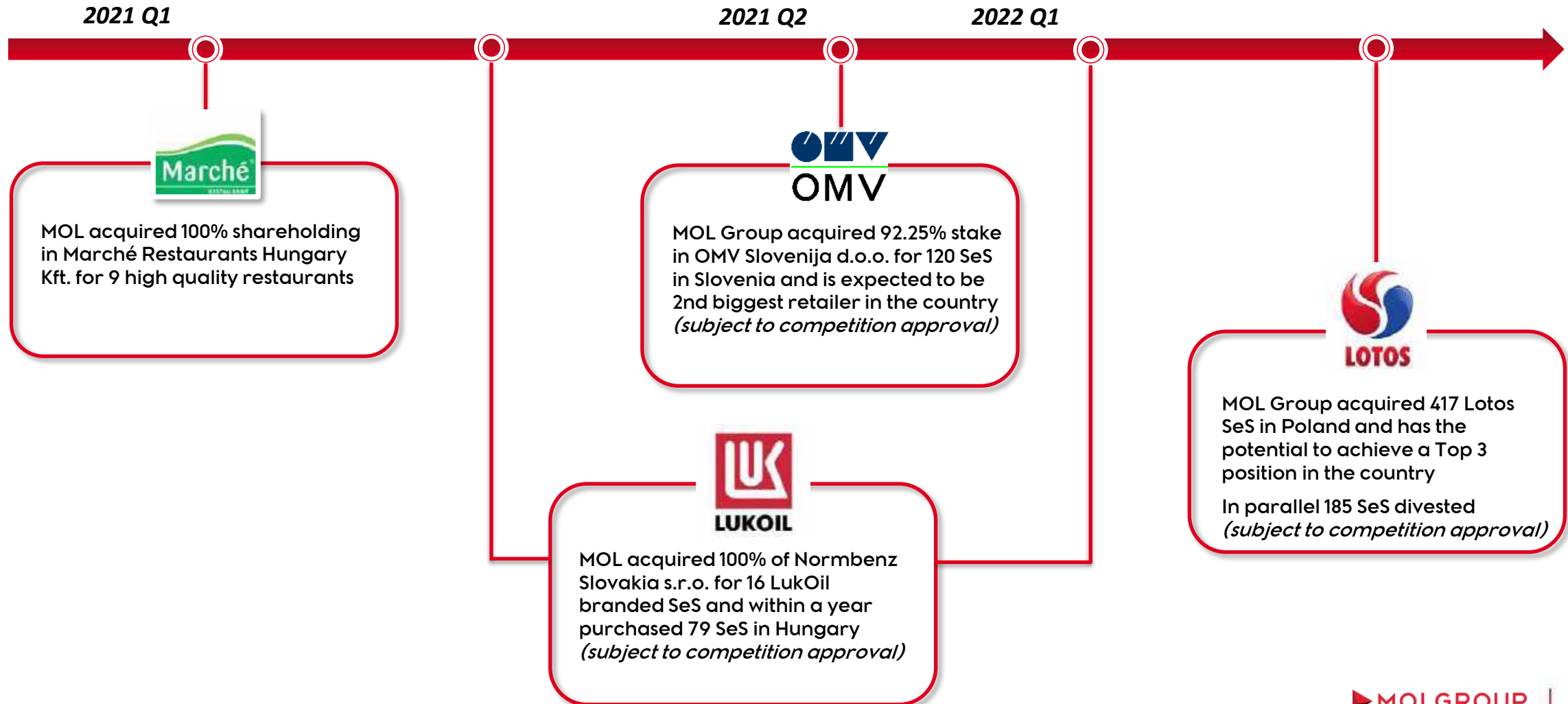
	2016	2020	2021	2025
EBITDA (USD)	307mn	508mn	605mn	~700+mn
CAPEX (USD)	220mn	130mn	153mn	~200+mn
SFCF (USD)	87mn	378mn	452mn	~500+mn
Point of Sales	1,967	1,942	1,946	~2,400
Change in Fuel Margin (2020 base)	-	-	14%	39%
Change in Non-fuel Margin (2020 base)	-	-	21%	92%
Nr of EV chargers	2	161	176	~500
Nr of active loyalty customers	2.4mn	3.0mn	3.0mn	~4.5mn

* Periods cover the years 2016-2020 and 2020-2025 respectively

**All targets based on organic portfolio and do not include recent M&A transaction.

SIGNIFICANT PROGRESS MADE IN NETWORK EXPANSION SINCE 2021

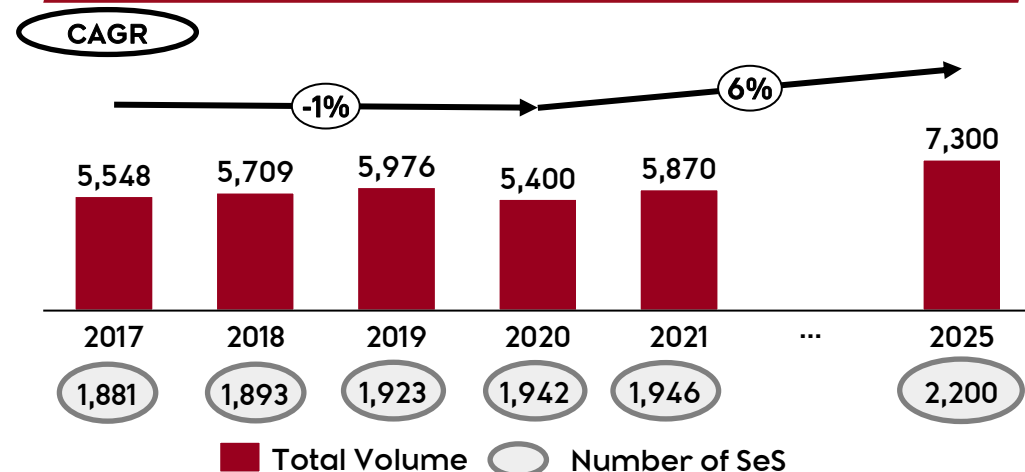
BY ACQUIRING 500+ STATIONS IN THE REGION



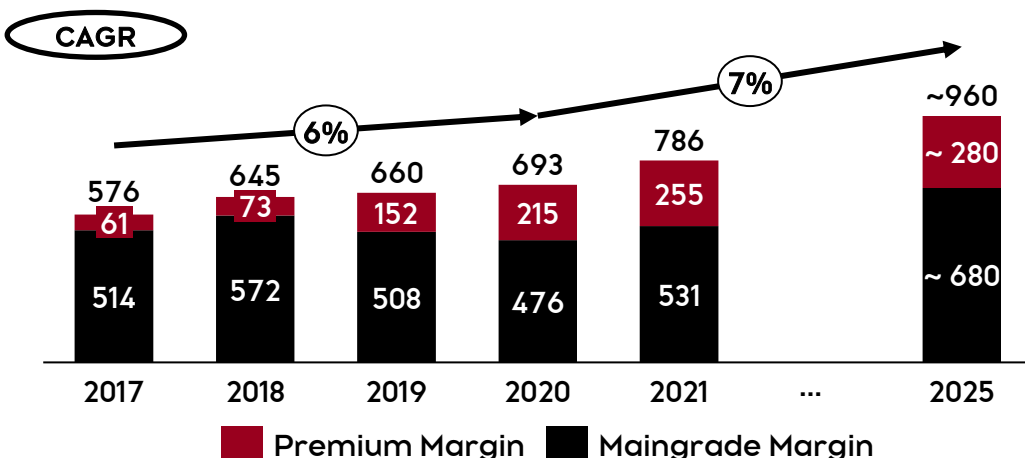
STRENGTHENING CEE LEADERSHIP IN FOSSIL FUEL RETAILING

THROUGH INCREASING MARKET SHARE AND UPGRADED PORTFOLIO

FUEL VOLUMES (BN LITERS)



FUEL MARGIN (USD MN)



STRENGTHENING LEADING POSITION IN CEE

- ▶ Strengthened regional market-leading position, increasing the market share by 1ppt annually
- ▶ Quality upgrade of main and premium grades and ensure the availability of the whole fuel portfolio in each country
- ▶ Expansion of service station network in existing and potential new markets in CEE (~2,400 by 2025)
- ▶ Strong marketing activities to boost premium penetration (volume) from 19% in 2020 to ~30% of the total by 2030
- ▶ Utilization of the strong B2B customer base to support future B2B2C integration

EXPANDING THE ALTERNATIVE FUEL PORTFOLIO

TO COMPENSATE THE SHRINKING OPPORTUNITIES IN FOSSIL FUELS BEYOND 2025

2016-2020 Foundations in EV- charging



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

2021-2025 Accelerating growth and pilots



- ▶ Build additional presence in the region to increase network density
- ▶ Improve services and business model and grow customer base
- ▶ Pilot projects in the field of hydrogen fuel-cell based transport

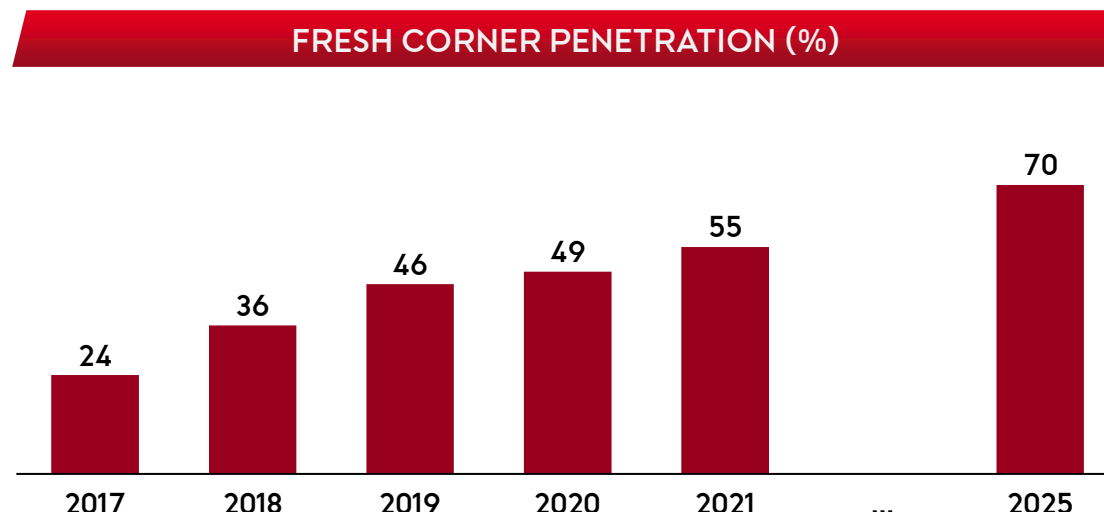
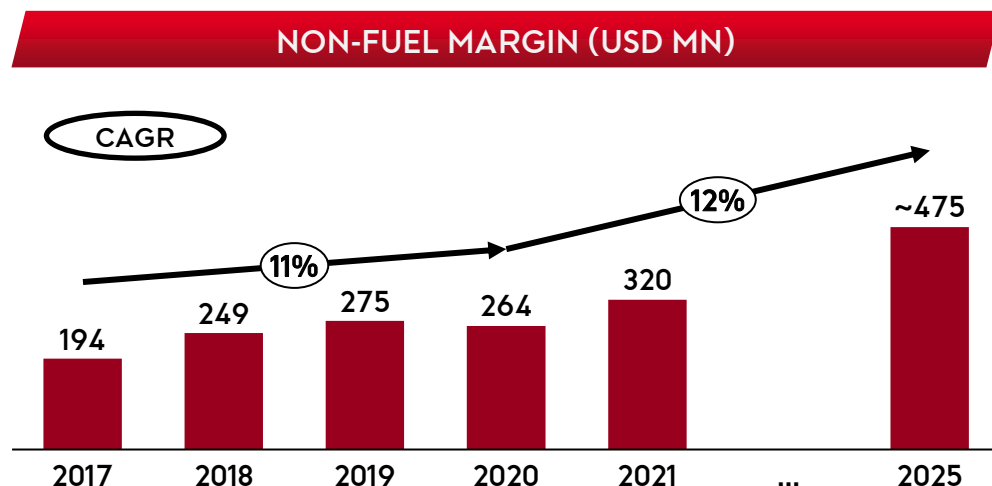
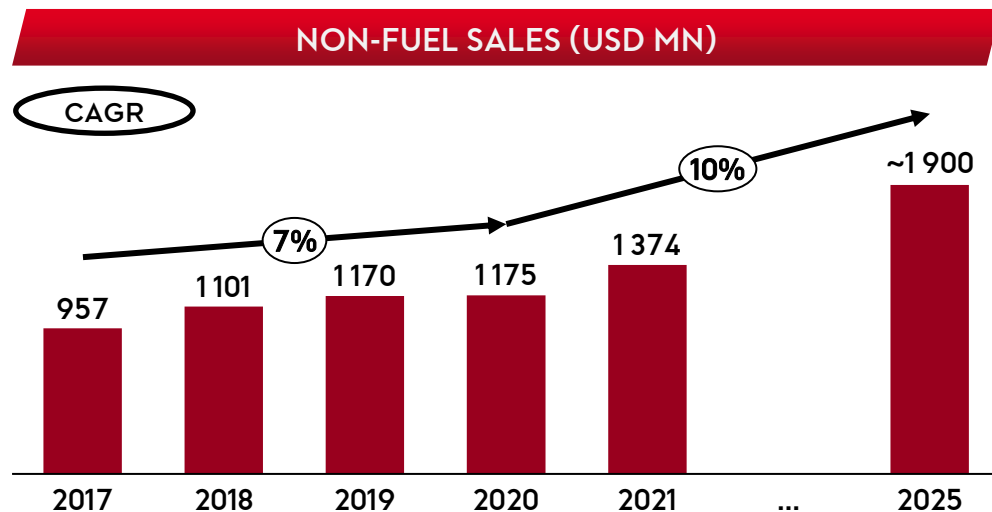
Beyond 2025 Step change



- ▶ Significant investments in EV-chargers and connected services to be the market leader
- ▶ Expected uptake in hydrogen fuel-cell vehicles, mainly in public transport and long-haul freight

FURTHER DEVELOPMENT IN FOOD AND CONVENIENCE OFFERINGS

BY BUILDING ON OUR OWN FMCG CAPABILITIES



- IMPROVING FMCG CAPABILITIES**
- ▶ Increase gross margin contribution of consumer goods to 35% and improve unit margin to reach 25% by 2025 driven by finalizing the Fresh Corner roll-out
 - ▶ Standardization of methods, processes and assets
 - ▶ Optimization of OPEX, supply chain and stock management
 - ▶ Strengthen and standardize the gastro and grocery portfolio
 - ▶ Expand the own branded product range with high unit margin expectation

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



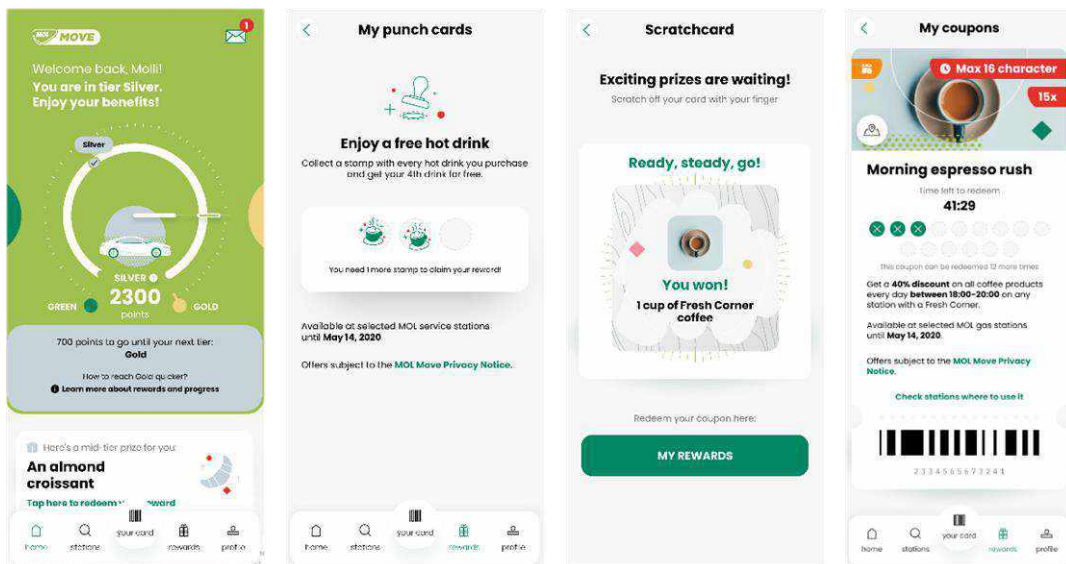
- ▶ Integrate retail and mobility to sell km instead of liters
- ▶ E-Commerce: new, convenient online sales channel & marketplace
- ▶ Roll-out of standalone Fresh Corner Café concept in a franchise model
- ▶ Become a multi-brand franchisor by entering different segments

SUCCESSFUL DEVELOPMENT AND LAUNCH OF MOL MOVE IN HUNGARY

OUR NEW DIGITAL LOYALTY REWARDS PROGRAMS DRIVE TRANSFORMATION FROM PHYSICAL LOYALTY CARDS TO MOBILE APPS

MOL MOVE

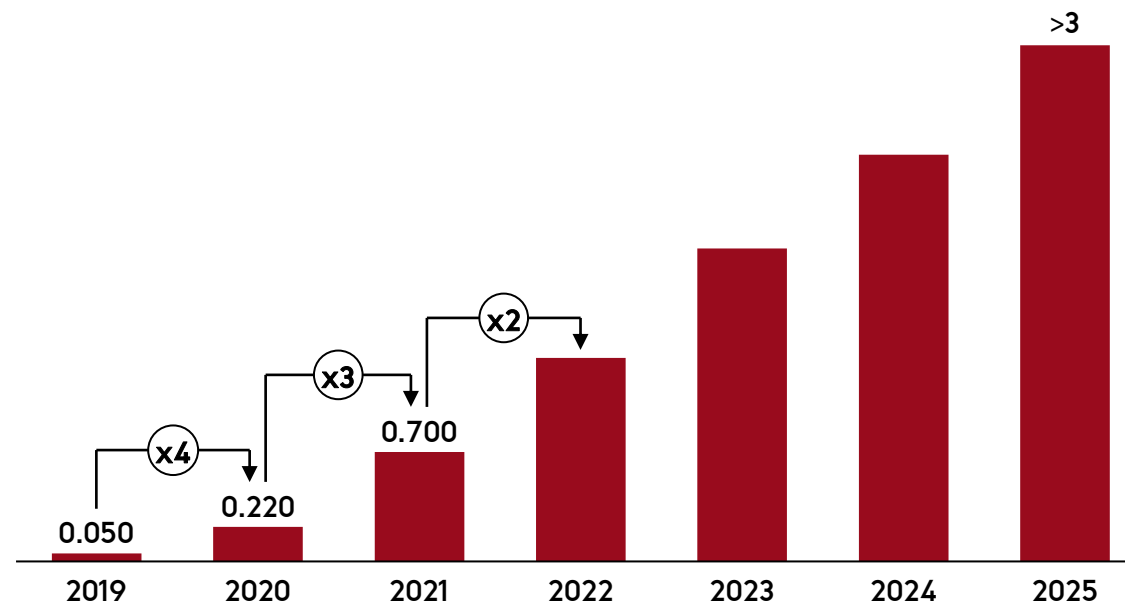
- Our new digital loyalty rewards program developed further during 2021 and launched in Hungary in January 2022 with its final brand: MOVE



- Following successful launch in Hungary (2022), we plan to launch in Croatia (2020), Slovenia (2021) further geographic expansion in the following years

MOBILE APP DOWNLOADS (MN, GROUP-LEVEL)

- Our mobile app downloads are on an exponential growth driven by the new digital loyalty rewards programs



- We observe high activity levels on mobile, mobile app customers spend min. 15% more at our service stations

MOBILITY SERVICES TO GROW FURTHER

AND EXPLOIT SYNERGIES THROUGH DIGITAL PLATFORMS

2016-2020

**Start and
capability
building**



- ▶ Capabilities built in B2C and B2B customer brands
- ▶ Focus on increasing synergies among mobility businesses:
 - ~610 mn already sold kilometres
 - ~5,000 fleet cars
 - ~100,000 car sharing users
 - ~370 buses for public transport
 - ~2,000 share bikes



2021-2025

**Synergies &
platform
building**



- ▶ Mobility as a Service:
Explore the opportunities and utilize the benefits of shared mobility
- ▶ Public transport:
Significant growth in local and regional public transport operation

**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



SUSTAINABILITY GOALS



Carbon neutrality by 2030: renewable energy to cover the consumption of the service station network, including the EV chargers



Carbon offsetting initiatives



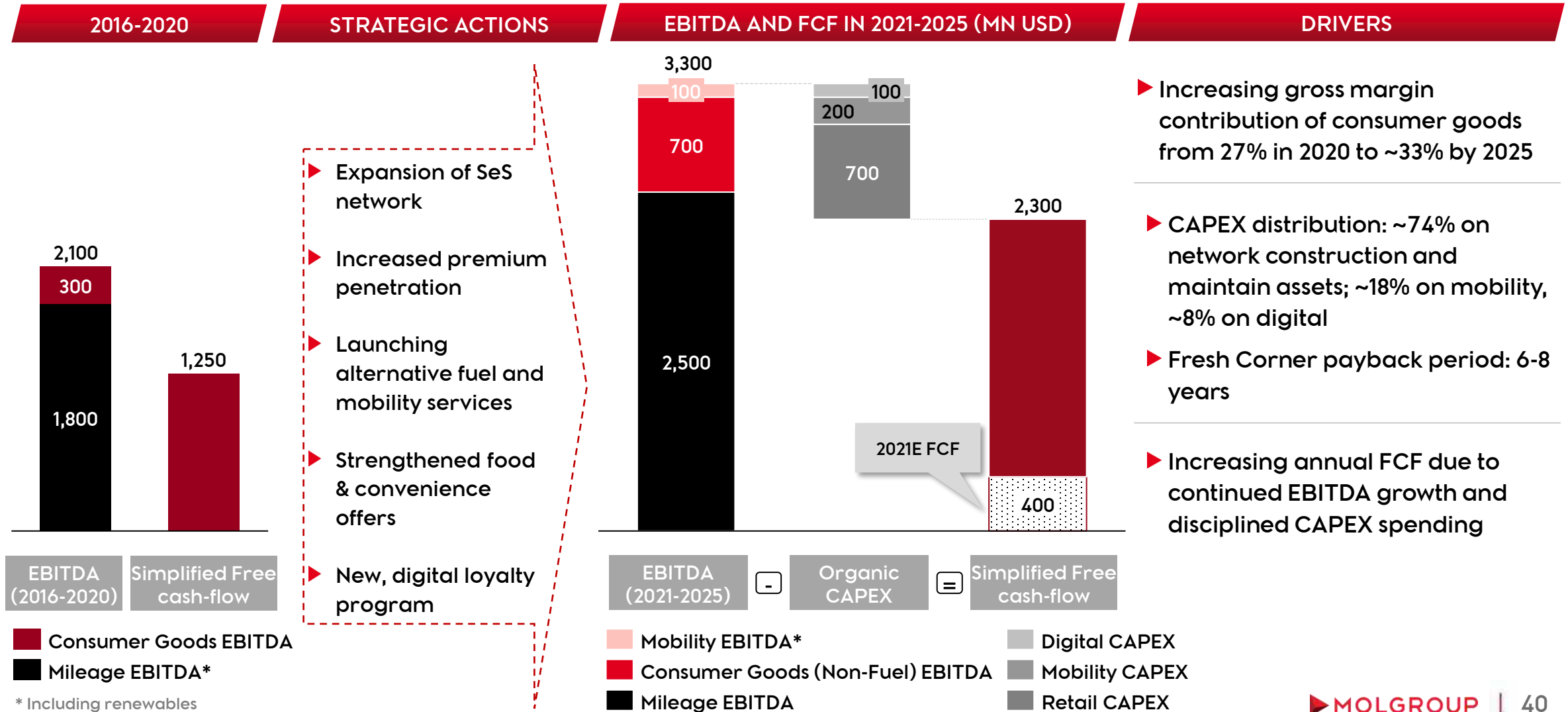
Conscious waste management



Extensive use of recyclable materials (e.g. coffee cups) at Service Stations

~USD 2.3BN SIMPLIFIED FCF IN 2021-25

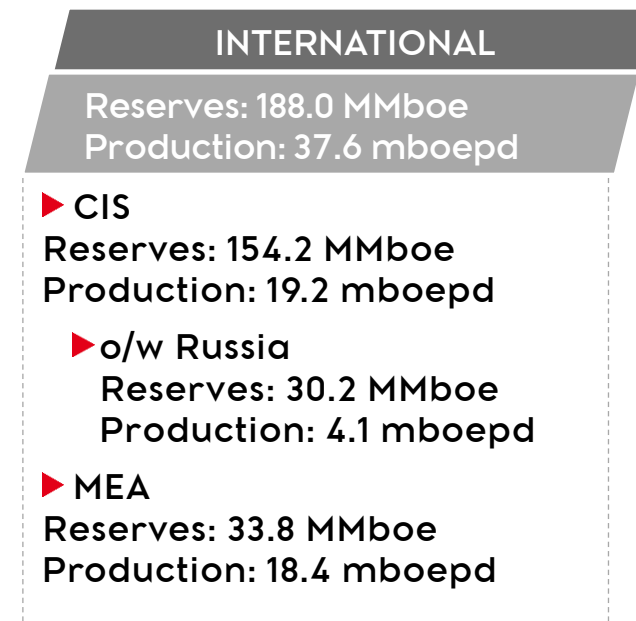
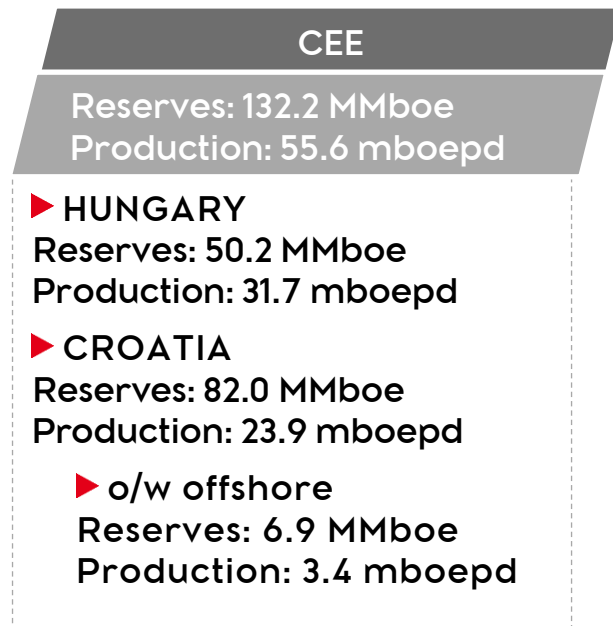
RIISING EBITDA TO YIELD HIGHER SIMPLIFIED FREE CASH FLOW IN 2021-2025



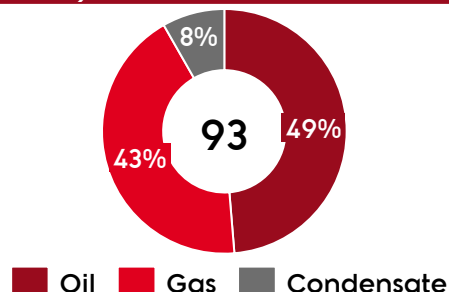
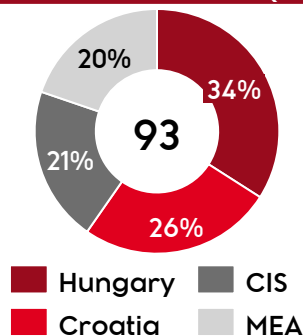
EXPLORATION AND PRODUCTION



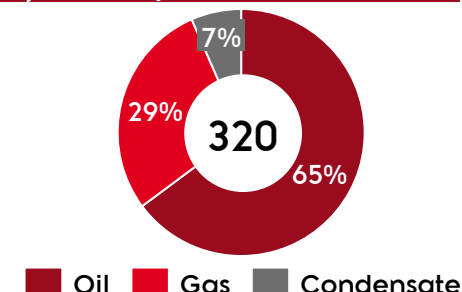
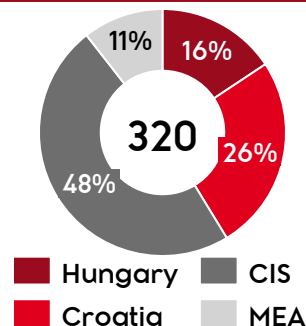
~320 MMBOE 2P RESERVES AND ~93 MBOEPD PRODUCTION



**PRODUCTION BY COUNTRIES AND PRODUCTS
(MBOEPD; H1 2022)**



**RESERVES BREAKDOWN BY COUNTRIES AND
PRODUCTS (MMBOE; YE 2021)**

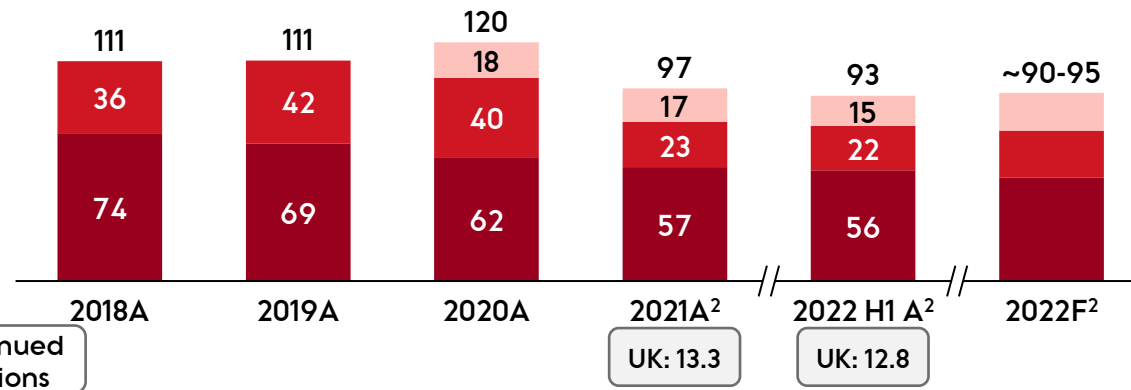


Notes: Group production figures include consolidated assets, JVs (Baitex in Russia, 4.1 mboepd) and associates (Pearl in the KRI, 5.3 mboepd). Production and reserves of discontinued operations (UK: 12.8 mboepd, 14.9 MMboe) are excluded from all figures above.

~93 MBOEPD DELIVERED IN LINE WITH UPDATED GUIDANCE FOR 2022

ACG E&P International excl. ACG CEE

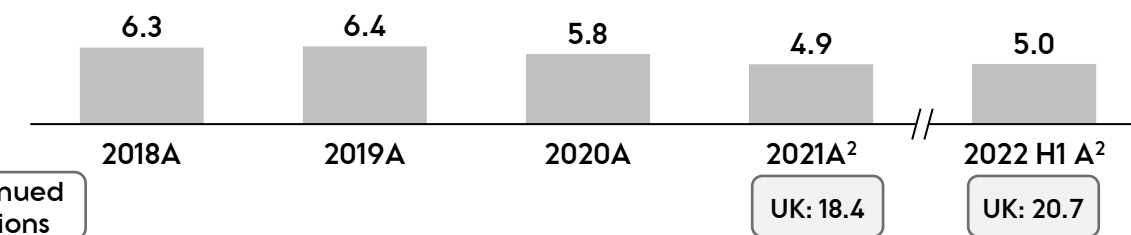
PRODUCTION¹ (MBOEPD)



COMMENT

- ▶ Production in line with guidance of above 90 mboepd for 2022
- ▶ 2022 H1: Natural decline in CEE is partially offset by the strong performance of Kurdistan assets
- ▶ Less production from ACG since a favourable oil price scenario in 2022 H1 led to a lower entitlement share as per the PSA regime, together with base decline

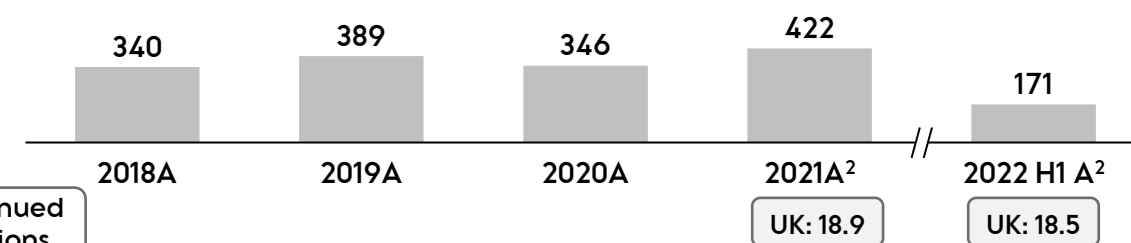
UNIT DIRECT PRODUCTION COST¹ (USD/BOE)



COMMENT

- ▶ 2022 H1: UDPC remains in a very competitive range due to cost effective operations and alleviation of inflation's effect through a strengthening US Dollar
- ▶ Realized UDPC is fully in line with our strategic target of maintaining costs between ~5-7 USD/boe

CAPEX¹ (USD MN)



COMMENT

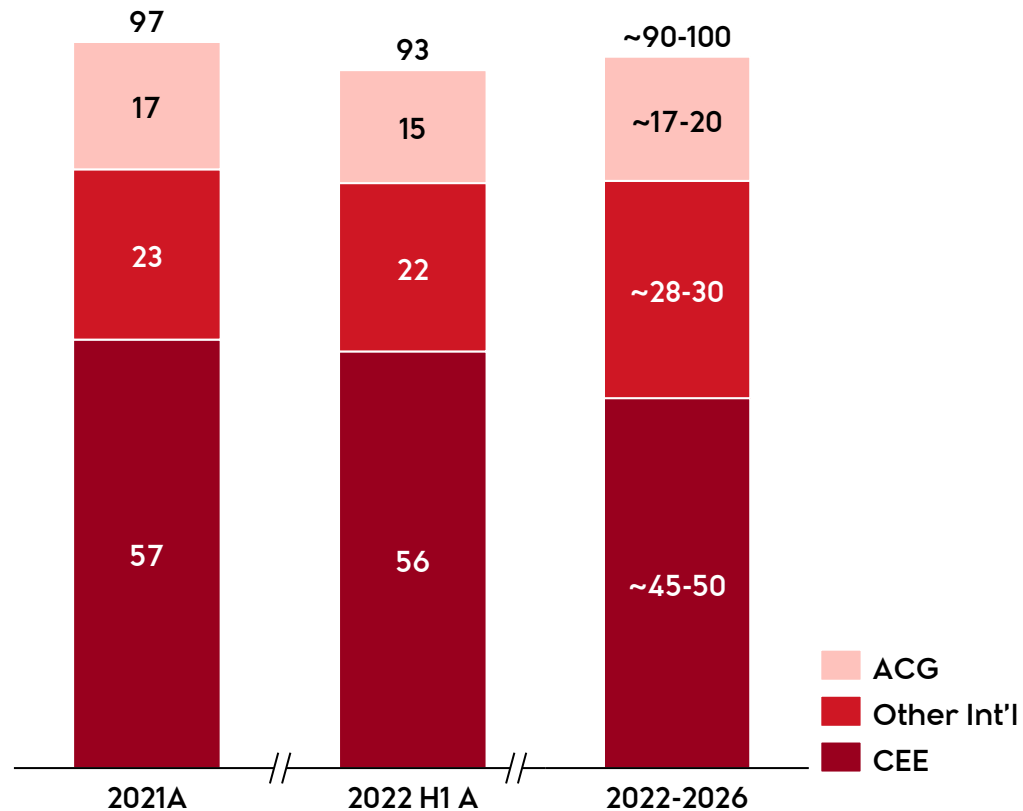
- ▶ Capital spending in alignment with portfolio plans for the year
- ▶ Strong cost scrutiny maintained

¹ Figures include consolidated assets, JVs (Baitex) and associates (Pearl, BTC)

² Discontinued operations excluded from all figures as of 01.01.2021.

PRODUCTION GUIDANCE IS ~90-100 MBOEPD FOR 2022-2026

2022-2026 PRODUCTION GUIDANCE¹ (MBOEPD)



CEE – WE HAVE TO RUN FAST TO STAND STILL

- ▶ Production Optimization and efficiency measures to mitigate baseline decline
- ▶ Surface facility simplification and cross-border projects
- ▶ Offshore development program in Croatia

INTERNATIONAL E&P – IMPROVE QUALITY AND CASH GENERATION

- ▶ Opportunistic portfolio management
- ▶ Additional volumes to be realized from development programs in Kurdistan and Kazakhstan

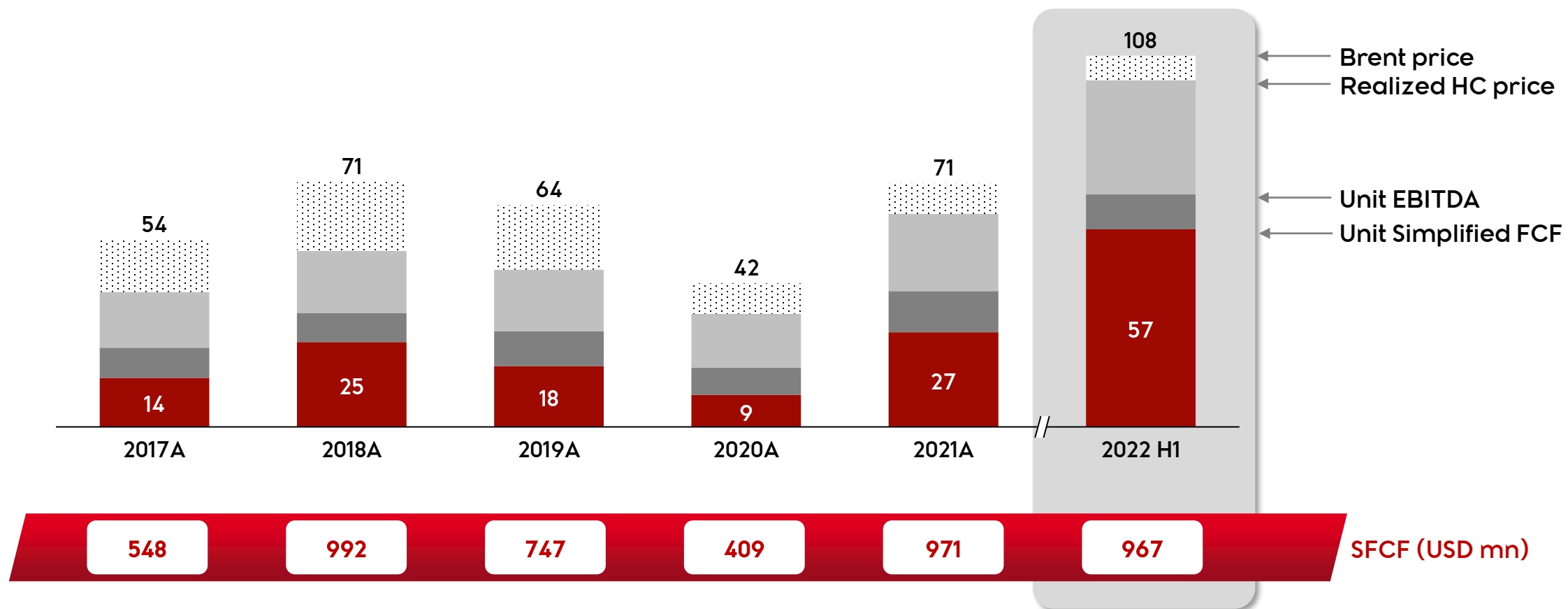
ACG

- ▶ Deliver ACE project on time and within budget
- ▶ Strong and stable contribution beyond 2026 at very low unit cost

¹ Discontinued operations excluded from all figures.

USD ~1.0 BN FCF GENERATED IN H1 2022 ON THE BACK OF FAVORABLE PRICE ENVIRONMENT

PRICE REALIZATION, EBITDA, SIMPLIFIED FCF^{1,2} (USD/BOE)



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 16th April 2020

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

ACG CONTRIBUTION IN 2021 EXCEEDING EXPECTATIONS

2021 PERFORMANCE

458 mboepd

2021 production (gross) effected mainly by:

- ▶ COVID pandemic
- ▶ Asset turnarounds

Strong cash generation preserved and COVID pandemic related operational situation handled well:

- ▶ Coordinated response of the operator to ensure safe operations during COVID
- ▶ ACE project (7th production platform) progressing with first oil target date still 2023

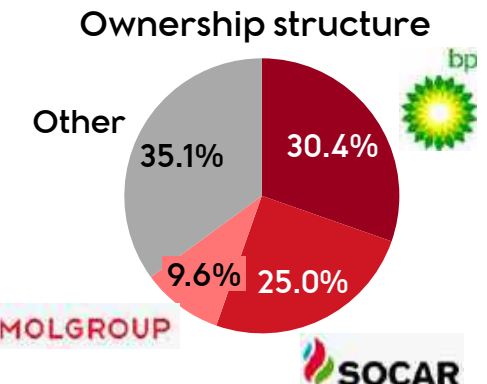
ACG continues to deliver and is a world class asset with high margin and low cost



ACG platform

ASSET SUMMARY

- ▶ Deal closure: April 2020
- ▶ PSA contract expiry: 2049
- ▶ MOL net ent. production: ~15-20 mboepd (2021-2025)



E&P VISION: NET ZERO BY 2030, OPPORTUNISTIC APPROACH IN INTERNATIONAL E&P AND MANAGED DECLINE IN CEE

CLIMATE STRATEGY



- ▶ Net-zero until 2030 (Scope 1 and Scope 2)
- ▶ EOR opportunities and CCUS pilot project

CEE



- ▶ Transform the largest Pannonian oil and gas producer into the largest Pannonian player in CO₂ storage
- ▶ Operate CEE in the most efficient and productive way possible

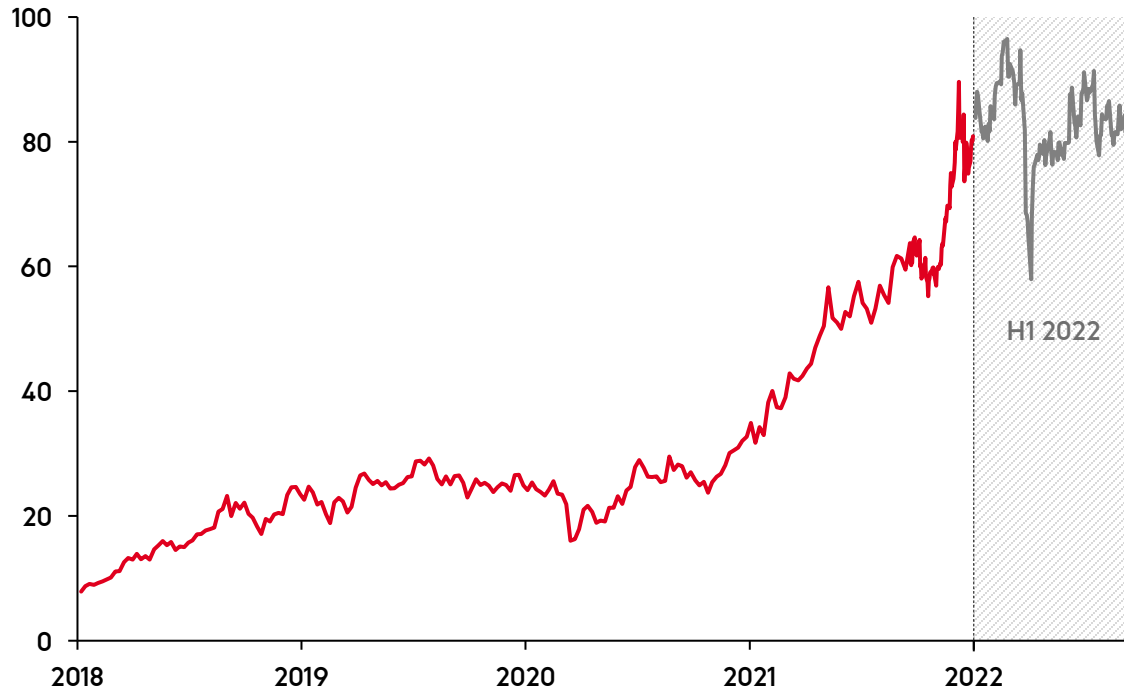
INTERNATIONAL (INCLUDING ACG)



- ▶ Further improve quality and cash-delivery of international E&P
- ▶ Limited inorganic M&A
- ▶ Selective approach to organic exploration & growth opportunities

CCUS PROJECTS SUPPORTING OUR NET ZERO ASPIRATION

CO₂ PRICE (EUR/T)



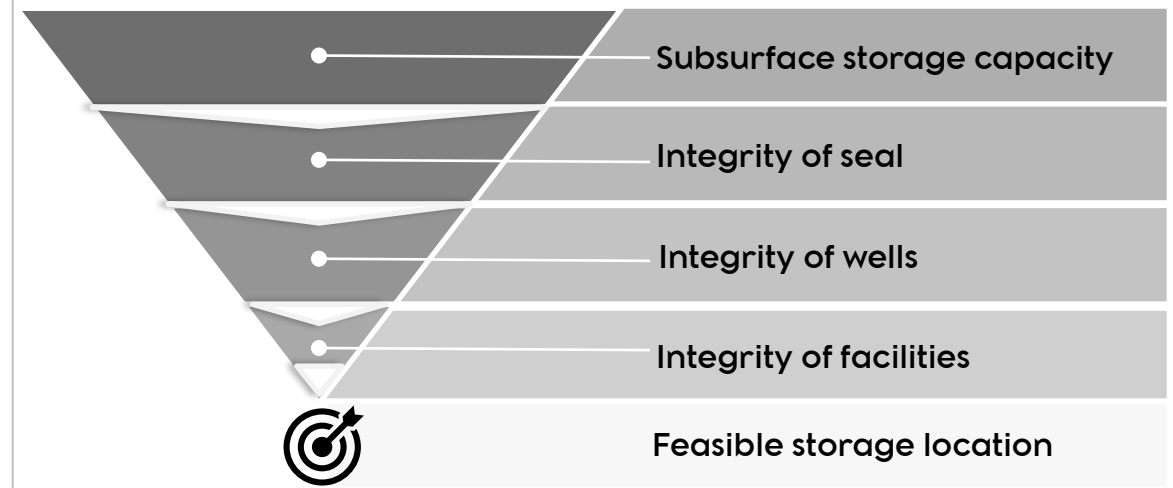
- ▶ Accelerated energy transition ambition of EU (Fit for 55)
- ▶ EU CO₂ price increased rapidly in the last 12 months
- ▶ Permanent CO₂ storage capacity becoming an asset

Due to favorable changes in external pricing environment, business case for CC(U)S becomes stronger

WHERE ARE WE?

We have technically screened different storage locations in Hungary and Croatia for permanent CO₂ storage

FEASIBILITY CRITERIA ASSESSMENT STEPS



- ▶ Assessment of different options ongoing:
 1. Own (MOL Group) CO₂
 2. 3rd party CO₂¹
- ▶ First commercial project targeted by 2026

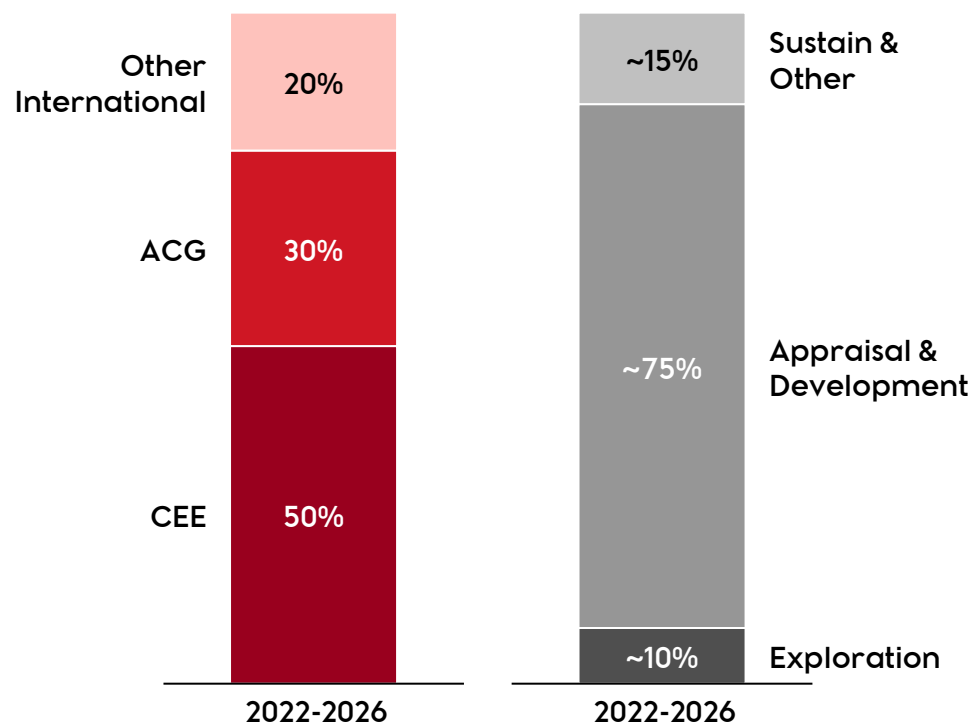
Leverage decades of expertise in injecting CO₂, and create value through permanently storing CO₂

¹ Biorefineries, fertilizer plants, cement factories.

USD ~2.0BN CAPEX TO BE SPENT IN 2022-2026

2022-2026 CAPEX SPENDING*

USD ~2.0bn



CEE

- ▶ Ramp-up of Croatian offshore campaign
- ▶ Shallow gas exploration in Hungary
- ▶ Cross-border projects and Production Optimization

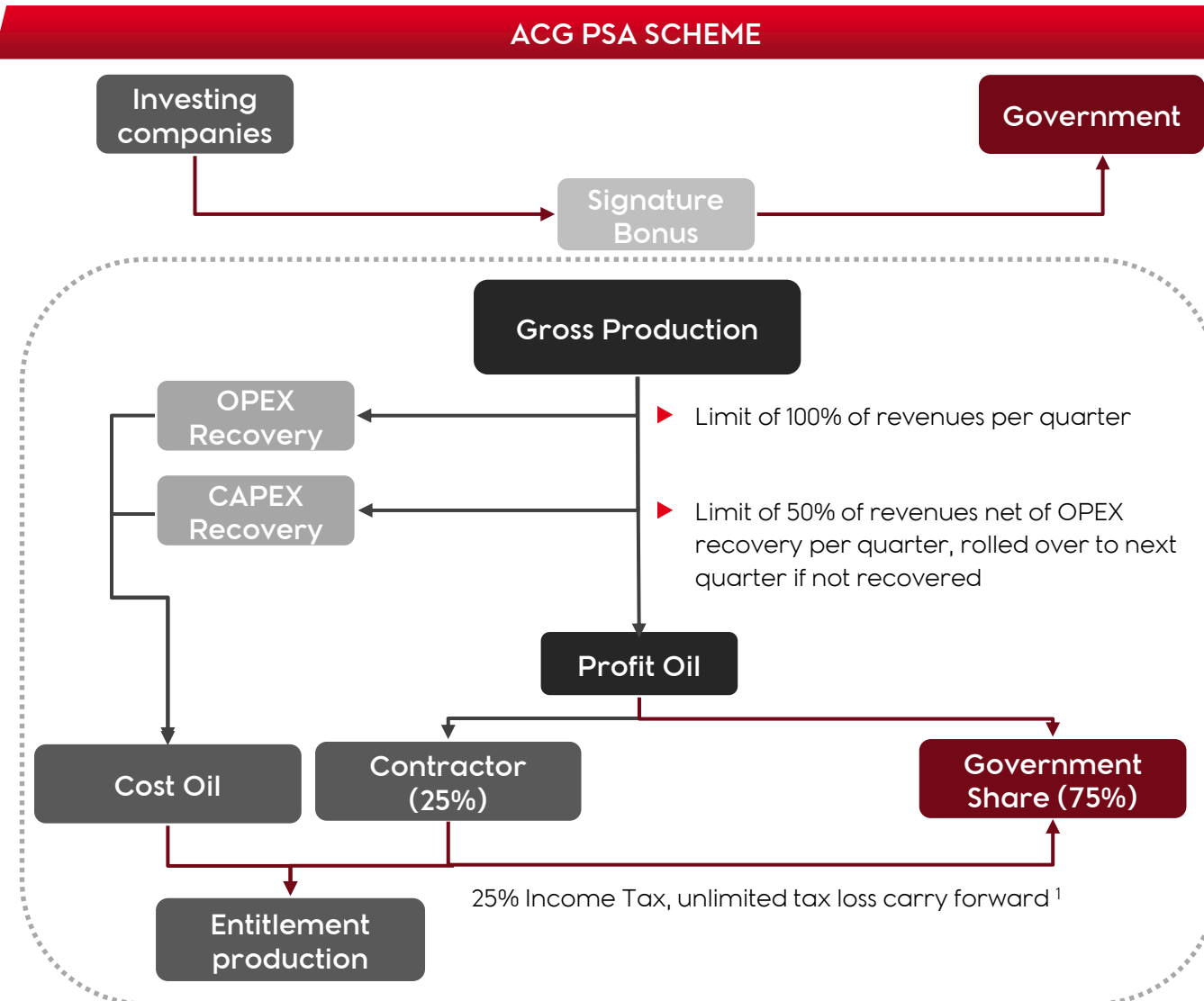
ACG

- ▶ ACE is the largest project within the portfolio
- ▶ Development project of 7th production platform

OTHER INTERNATIONAL

- ▶ Development programs of our existing assets in Kurdistan Region of Iraq

PSA REGIME/PROFILE

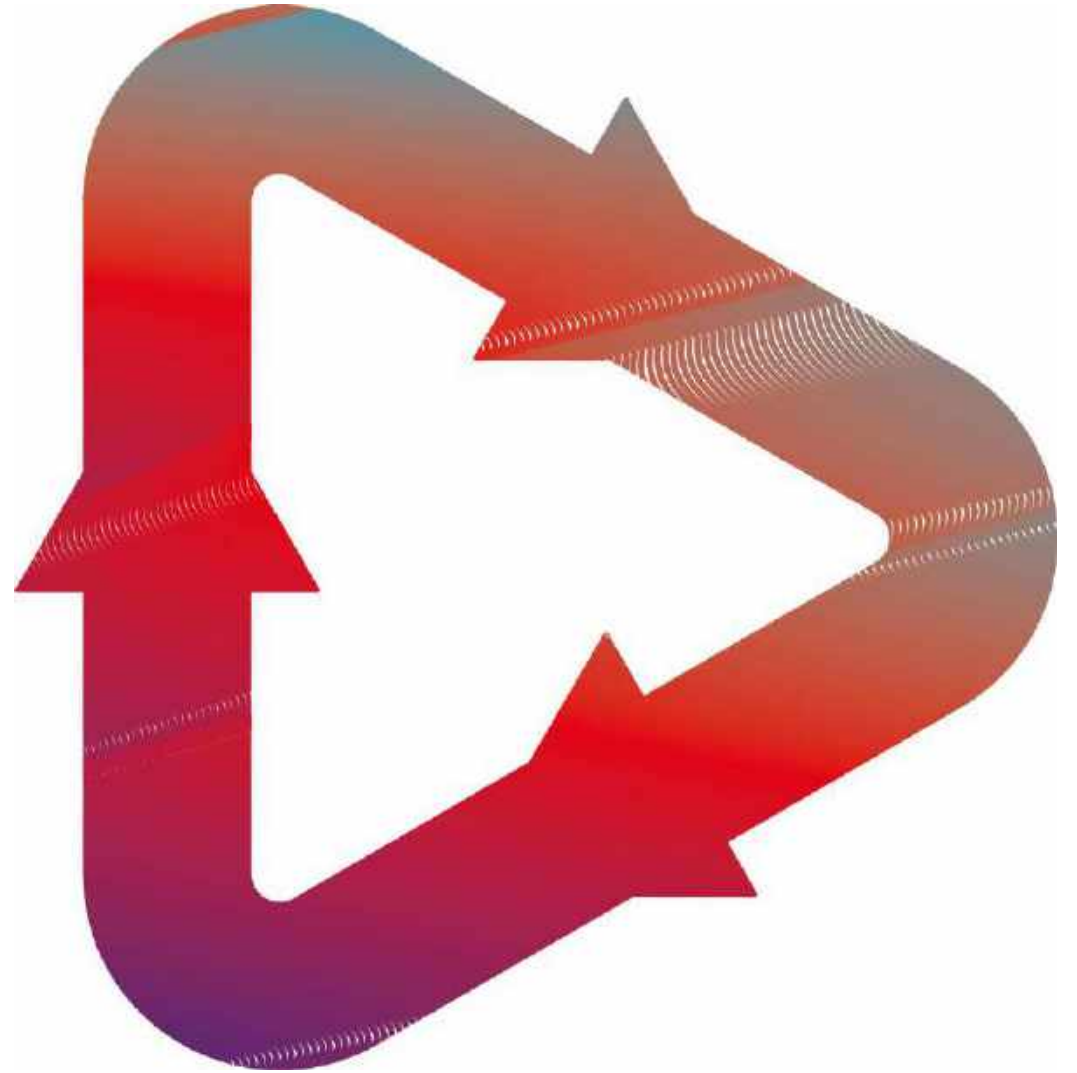


HIGHLIGHTS

- ▶ Original PSA signed in 1994
- ▶ Latest amendment in 2017 with the expiry date of 2049
- ▶ ACG shareholders have access to own entitlement production

Notes: (1) Income tax is charged on P&L-based pre-tax profit
Based on public sources (website of the project operator)

WASTE MANAGEMENT



MOL TAKES SIGNIFICANT STEP TOWARDS EXPANDING IN CIRCULAR ECONOMY

HIGHLIGHTS OF THE RECENTLY AWARDED WASTE MANAGEMENT CONCESSION



CONCESSION FRAMEWORK

- ▶ MOL will be responsible as a single licensor for the collection of close to 5 mn tonnes of municipal solid waste and will also ensure waste pre-treatment
- ▶ Concession covers a period of 35 years in Hungary as of July 2023



VALUE CREATION POTENTIAL

- ▶ Fragmented operations in ring-fenced regions provide efficiency improvement potential of the existing system
- ▶ Minimising landfill waste whilst increasing recycling and waste-to-energy



FINANCIALS IMPLICATIONS

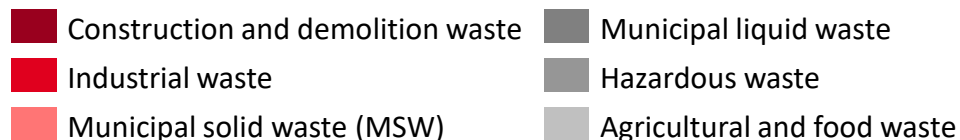
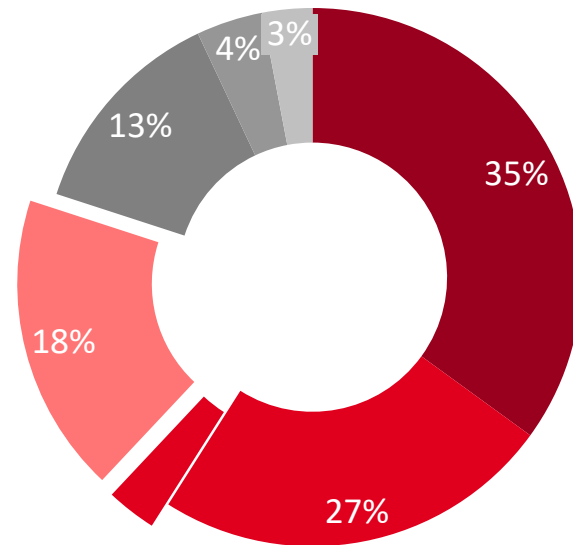
- ▶ Commitment to invest and develop the existing system and establish waste-to-energy generation capacities
- ▶ Scalable investment opportunity with the potential to contribute towards achieving USD 1bn CAPEX ambition into circular economy in the 2022-26 period in line MOL 2030+ strategy
- ▶ Cost based compensation to cover main expenses, sales from recyclable materials provides upside

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

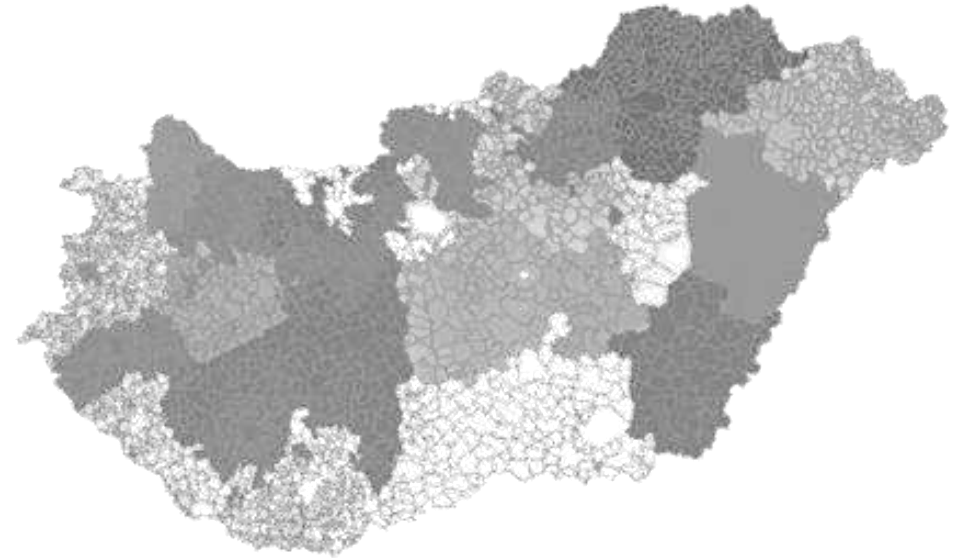
COMPOSITION OF WASTE BY SOURCE (HUNGARY, 2019)

Total waste:
20 mn tons

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



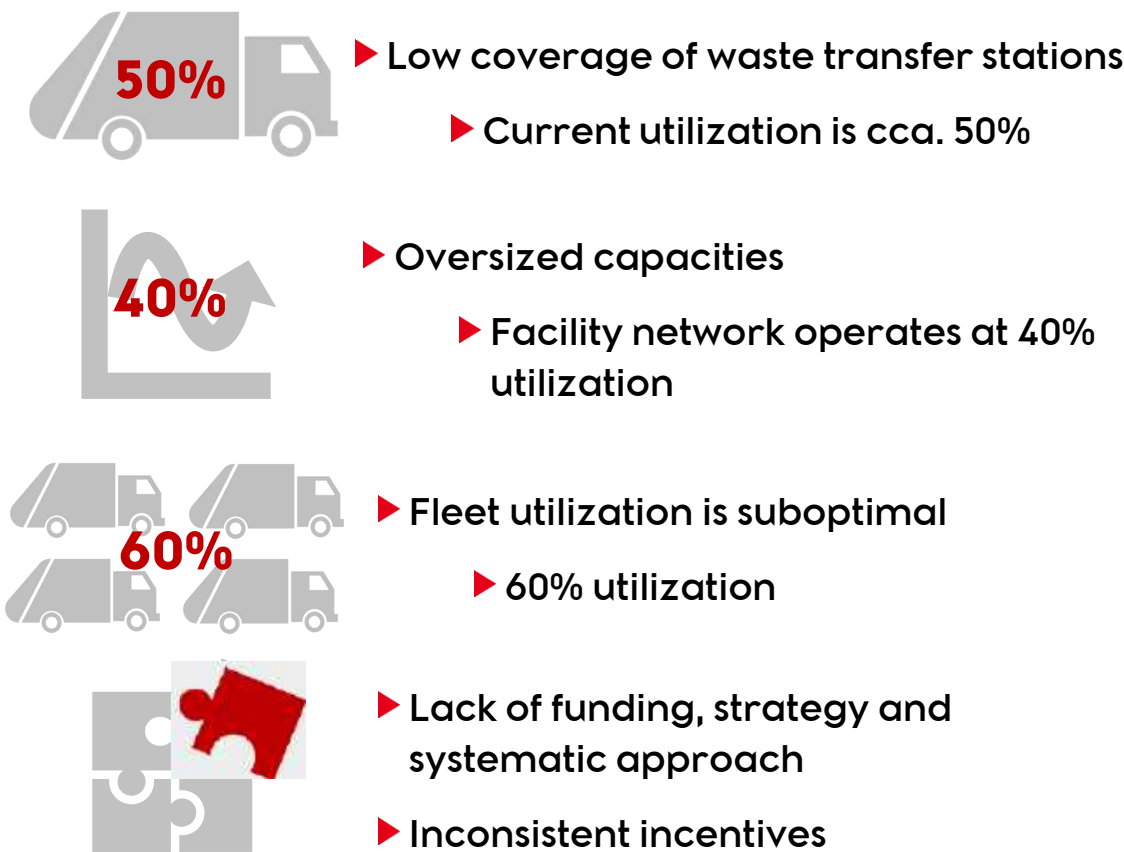
FRAGMENTED OPERATION IN RING-FENCED REGIONS



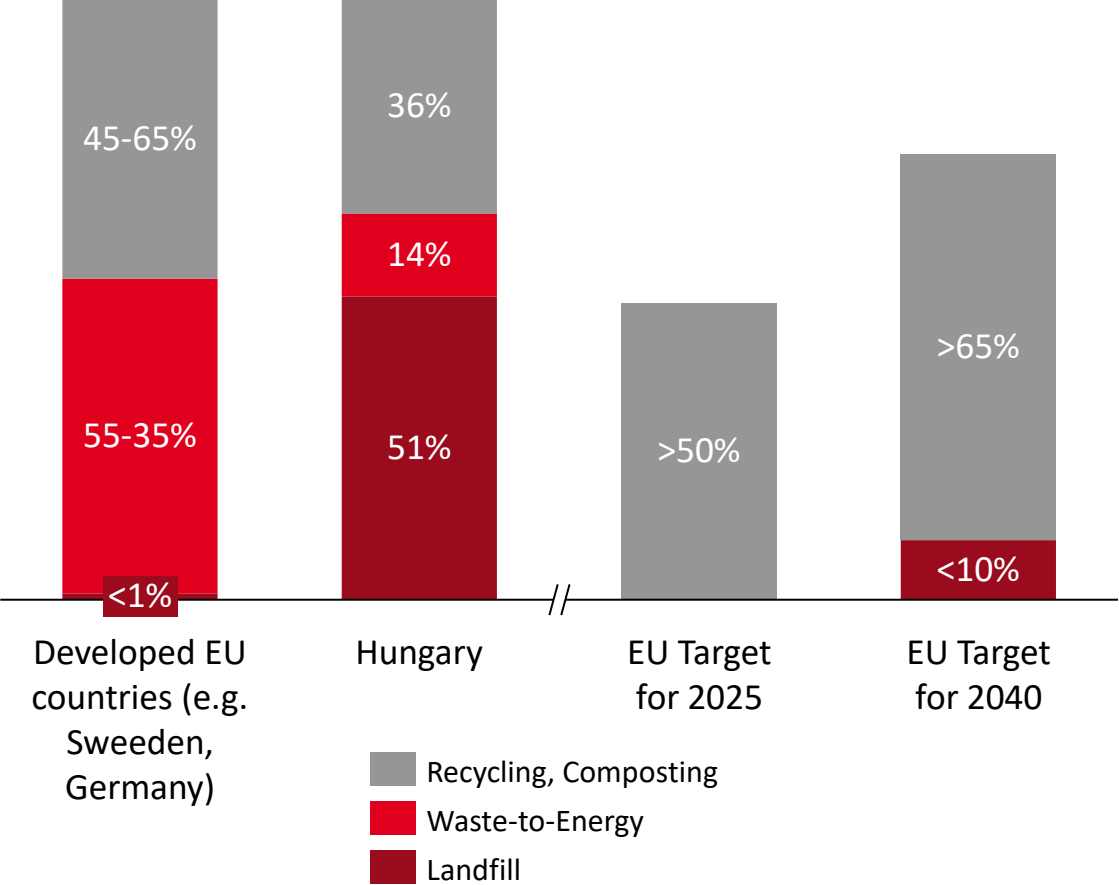
- ▶ 26 services providers operating independently
- ▶ Lack of synergies as a result of fragmented municipal waste management operations

EFFICIENCY GAINS AND MINIMIZING LANDFILL PROVIDE SIGNIFICANT IMPROVEMENT POTENTIAL

CURRENT WASTE MANAGEMENT SYSTEM



MUNICIPAL WASTE HANDLING IN THE EU

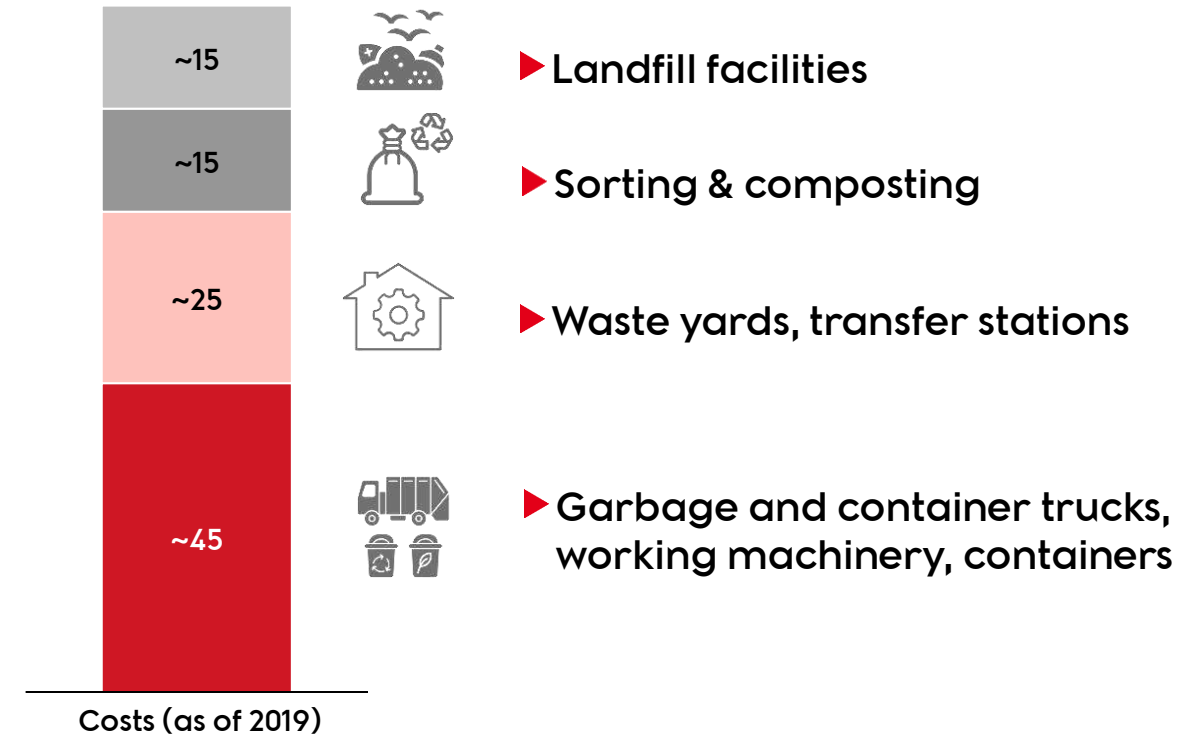


COST BASED COMPENSATION TO COVER EXPENSES, SALES FROM RECYCLABLE MATERIALS PROVIDES UPSIDE

MAIN REVENUE STREAMS

- ▶ Public services: regulated revenue stream for household services
- ▶ Extended producer responsibility (EPR): producers cover part of waste costs
- ▶ Deposit fees, regulated return on capital, etc.
- ▶ Sales of recyclable materials within MOL Group or to external customers

MAIN COST STREAMS (%)



■ Collection and treatment
■ Facilities
■ Pretreatment
■ Disposal / land-fill

UNIQUE CAPABILITIES TO SUPPORT SUCCESSFUL IMPLEMENTATION

WASTE MANAGEMENT EXPERIENCE

- ▶ Waste handling of 100-120th tonnes p.a. within current operations
- ▶ Recycled material utilization and recycling technology development

INTEGRATED VALUE CHAIN MANAGEMENT

- ▶ Value chain management and operational experience within the CEE (and beyond)

COMPLEX BUSINESS OPERATIONS

- ▶ Integrated oil and gas company in transition

INTERNAL CAPABILITIES

- ▶ Management experience: team composition strikes the right balance between experience in waste management and relevant in-house track record

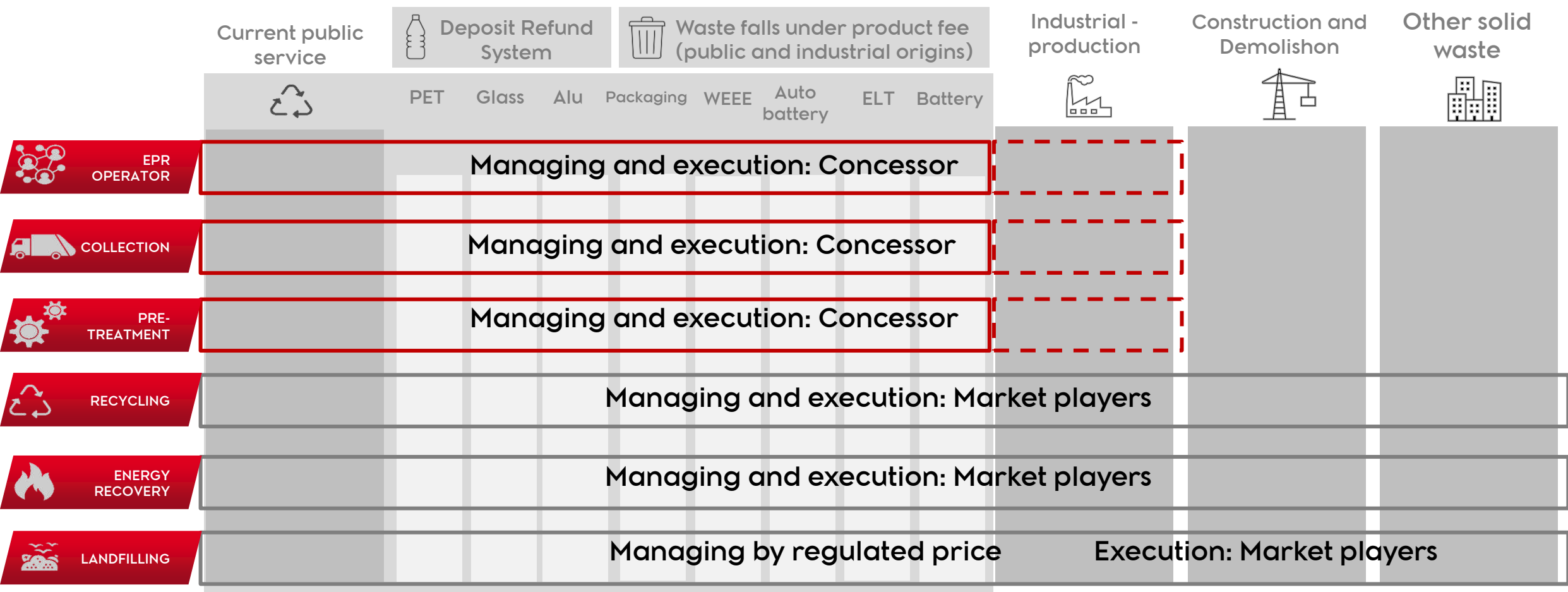
FINANCIAL CAPABILITIES

- ▶ In line with the 2030+ strategy, MOL is committed to invest into circular economy infrastructure development with up to USD 1bn earmarked for new businesses in the 2022-26 period

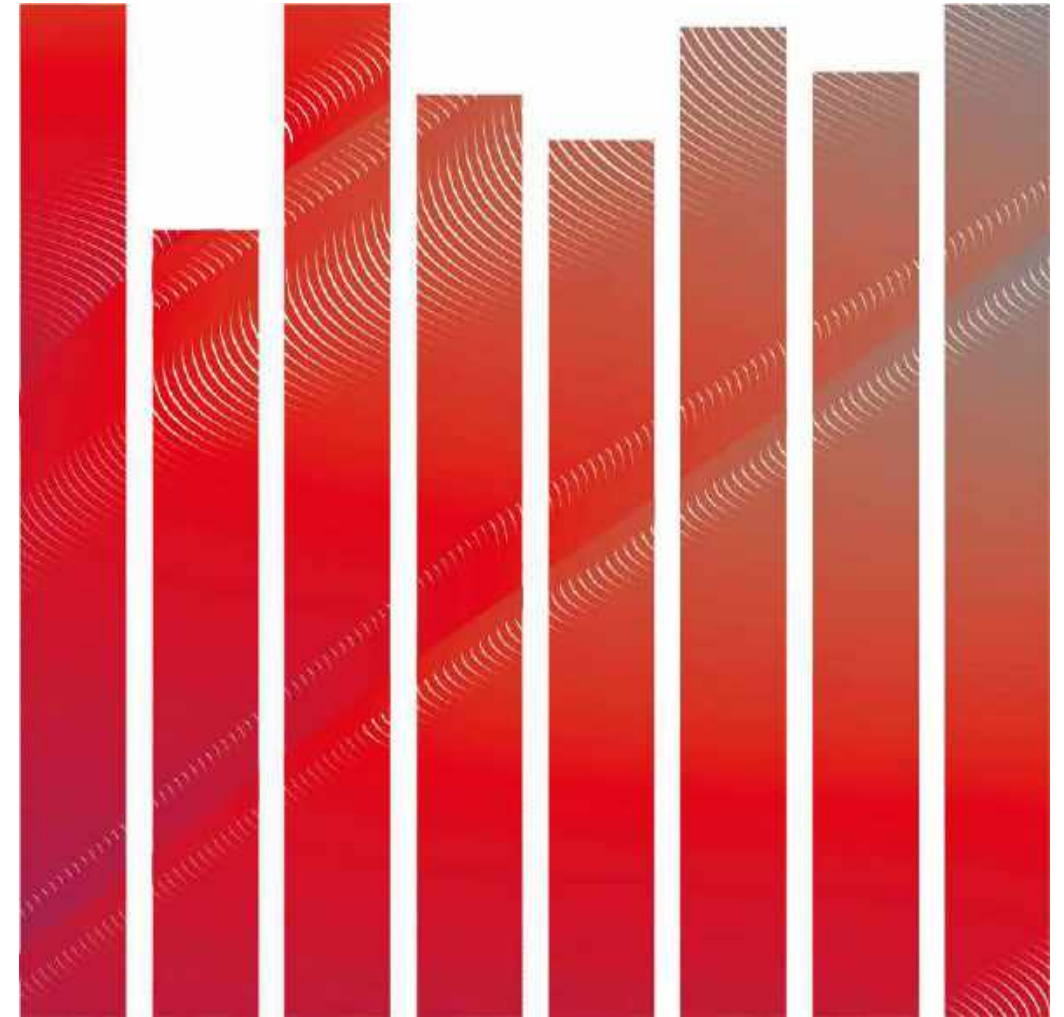
INTEGRATED WASTE MANAGEMENT CONCESSION

EXTENDED SERVICE SCOPE WITH MANAGING ROLE IN THE WHOLE VALUE CHAIN

Extended Public Service



FINANCIALS, GOVERNANCE AND OTHERS



H1 2022: FINANCIAL PERFORMANCE AFFECTED BY FUEL PRICE REGULATION AND WINDFALL TAXES

	2021 RESULTS ⁵		H1 2022 RESULTS ⁴		2022 GUIDANCE
GROUP CLEAN CCS EBITDA	USD 3.53 BN	▶	USD 2.18 BN	▶	AROUND 3.3BN
GROUP CAPEX (ORGANIC)	USD 1.54 BN	▶	USD 628 MN	▶	USD 1.7 – 1.8 BN
SIMPLIFIED FCF ¹	USD 1.98 BN	▶	USD 1.55 BN	▶	AROUND USD 1.5-1.6BN
OIL & GAS PRODUCTION ²	110 MBOEPD	▶	93 MBOEPD	▶	Above 90 MBOEPD
NET DEBT/EBITDA ⁴	0.6X	▶	0.5X	▶	<2.0X
HSE – TRIR ³	1.3	▶	1.3	▶	<1.2

¹ Clean CCS EBITDA less Organic capex

² Including JVs and associates

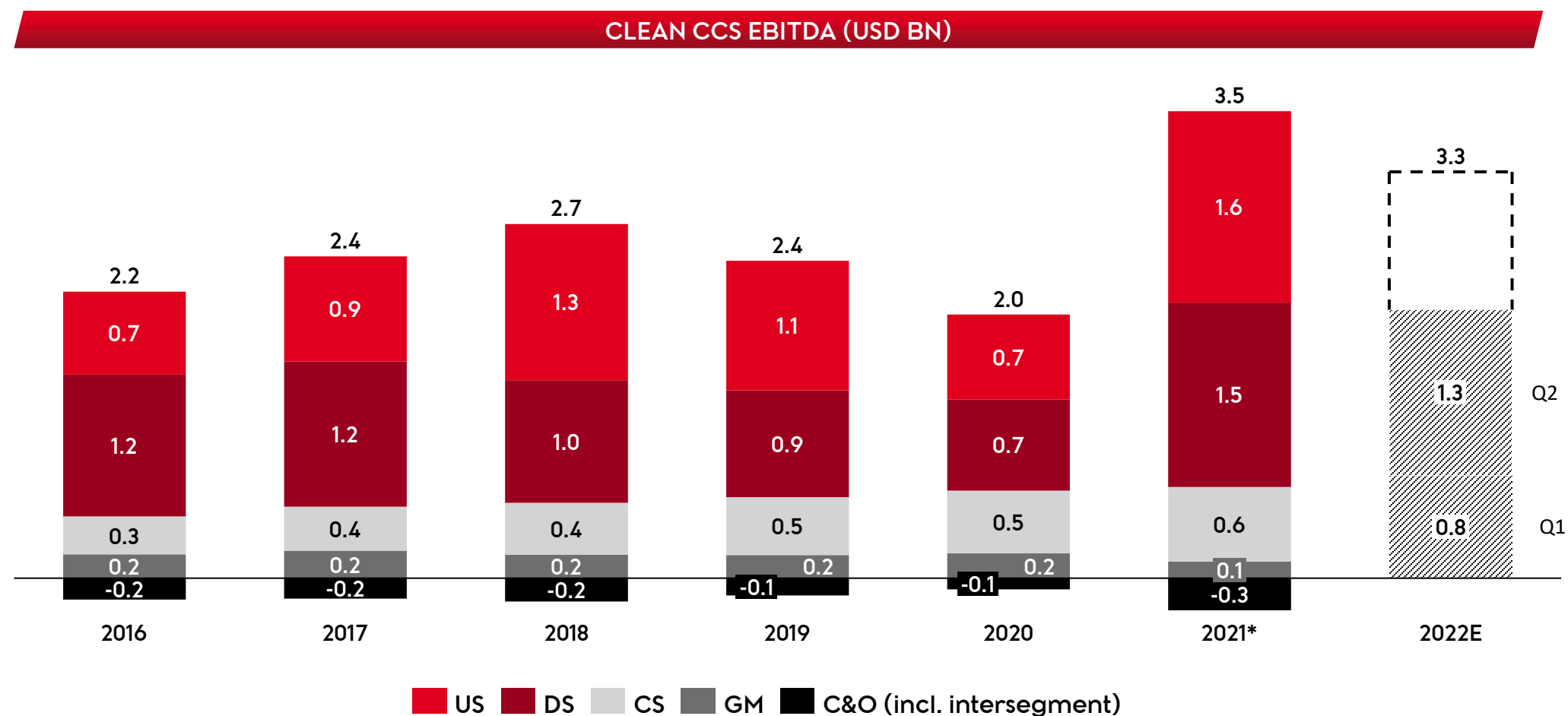
³ Total Recordable Injury Rate

⁴ Represented for continuing operations, i.e. excluding UK

⁵ Including discontinued operations, i.e. UK

STRONG PERFORMANCE DESPITE REGULATORY HEADWINDS IN 2022

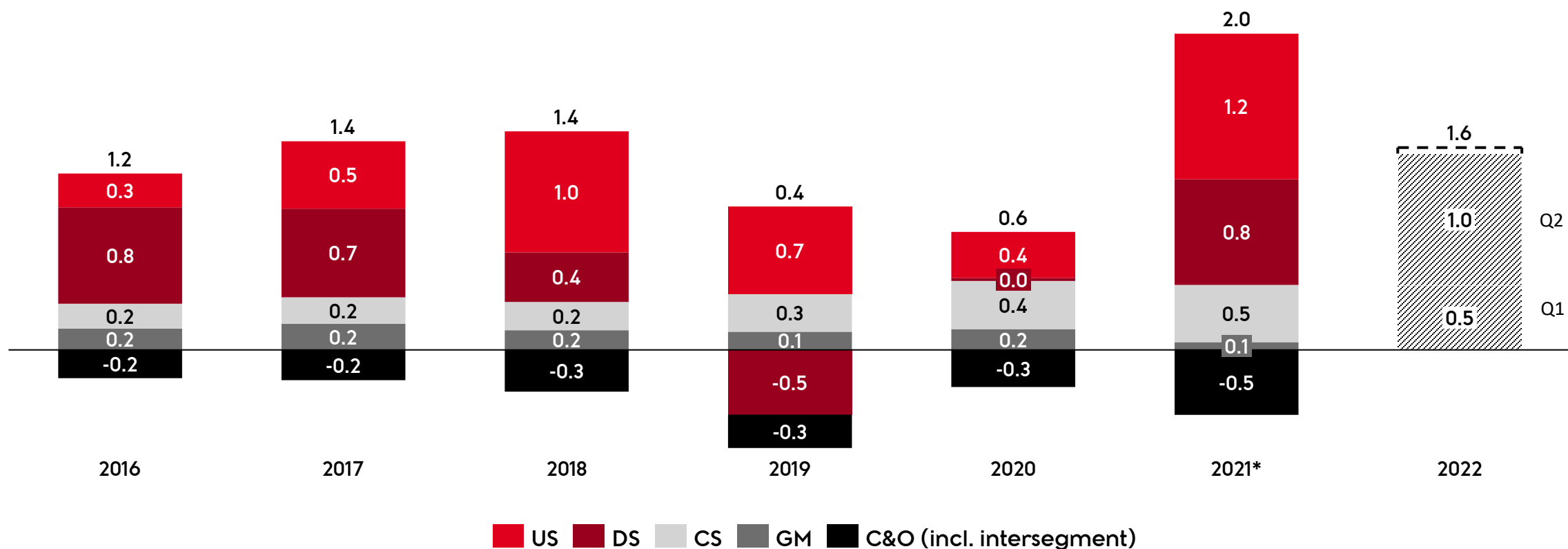
MAINLY SUPPORTED BY UPSTREAM AND DOWNSTREAM CONTRIBUTION



CONSISTENT SIMPLIFIED FCF GENERATION

FUNDING SUSTAIN AND TRANSFORMATIONAL PROJECTS

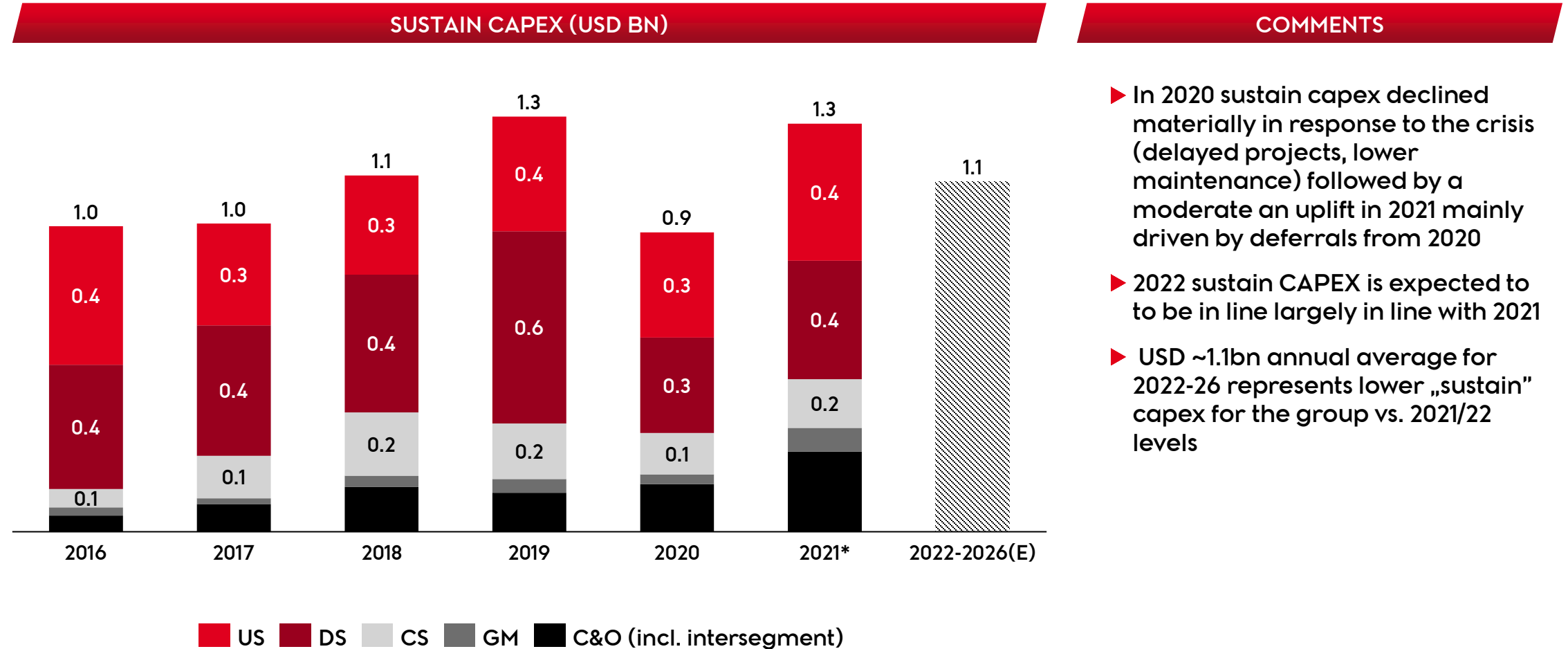
SIMPLIFIED FCF (USD BN)



(1) Simplified Free Cash Flow = Clean CCS EBITDA – Organic CAPEX

*2021 results include discontinued operation

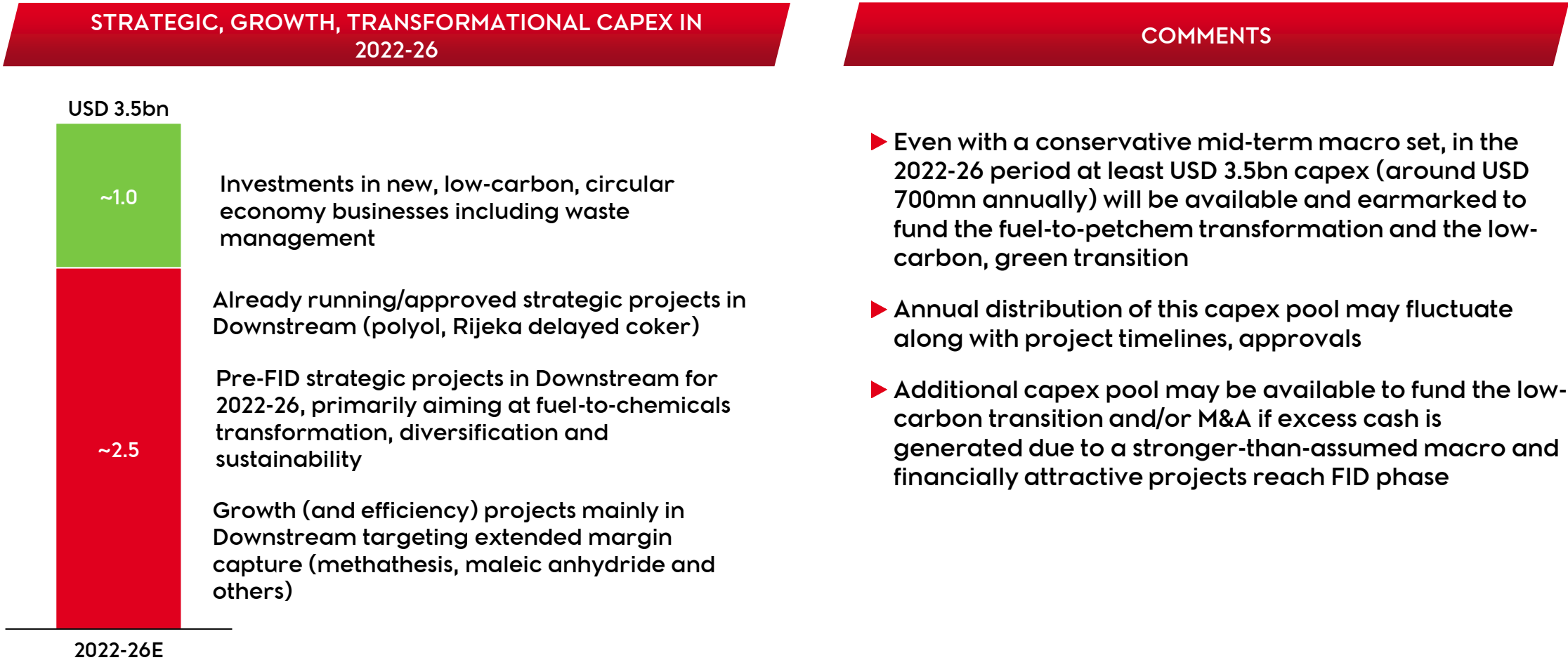
„SUSTAIN” CAPEX TO BE KEPT AROUND USD 1.1BN IN 2022-26



*2021 results include discontinued operation

USD 3.5BN STRATEGIC CAPEX BUDGETED FOR THE 2022-26 PERIOD

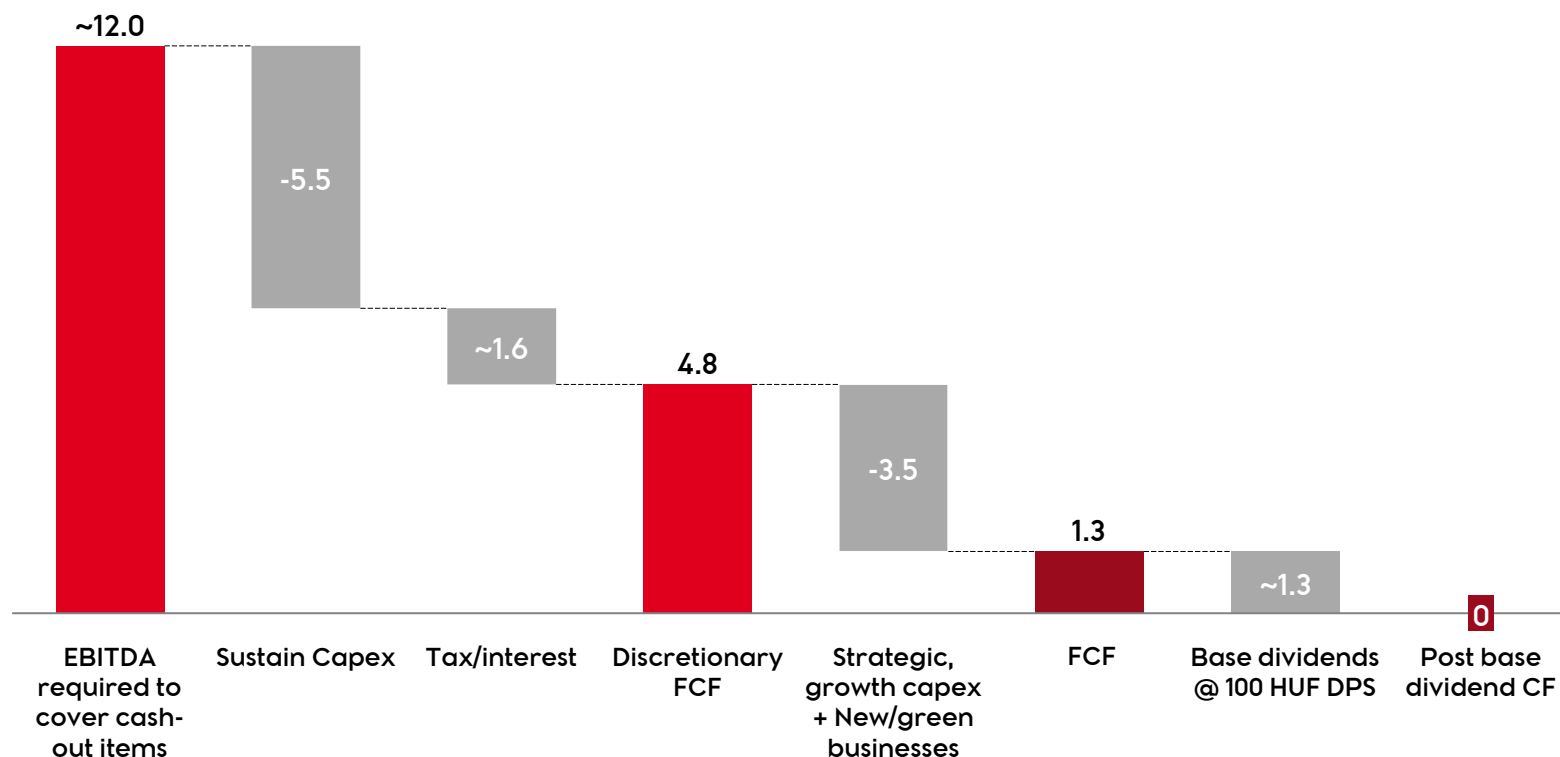
TO FUND TRANSFORMATION AND NEW, LOW-CARBON BUSINESSES



FULLY FUNDED TRANSFORMATION AND BASE DIVIDENDS IN 2022-26

EVEN IN A MID-CYCLE MACRO ENVIRONMENT

FINANCIAL FRAMEWORK PROJECTIONS FOR 2022-26 (USD BN)^{1,2}



COMMENTS

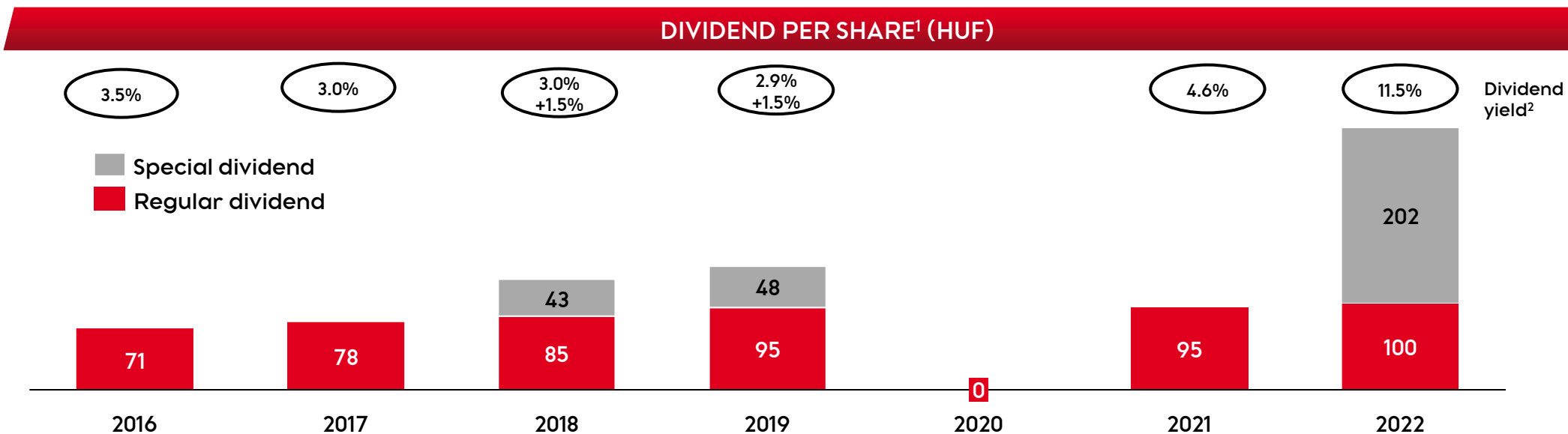
Sufficient CF generated even in a 60 USD/bbl oil price environment and below mid-cycle DS conditions (3.5 USD/bbl Group refinery margin, 350 EUR/t IM) capable of funding:

- ▶ „sustain” capex of USD 5.5bn
- ▶ cash outflows on taxes, interest
- ▶ around USD 3.5bn strategic capex, including new, low-carbon businesses
- ▶ fully funded base dividend with growing distribution in line with previous years’ track record

(1) Excluding ongoing M&A, changes in working capital
 (2) Excluding the impact of price caps and windfall taxation

BASE DIVIDEND INCREASED BY MORE THAN 40% SINCE 2016

COMPLEMENTED BY SIZEABLE SPECIAL PAYOUTS IN 2018, 19, 22

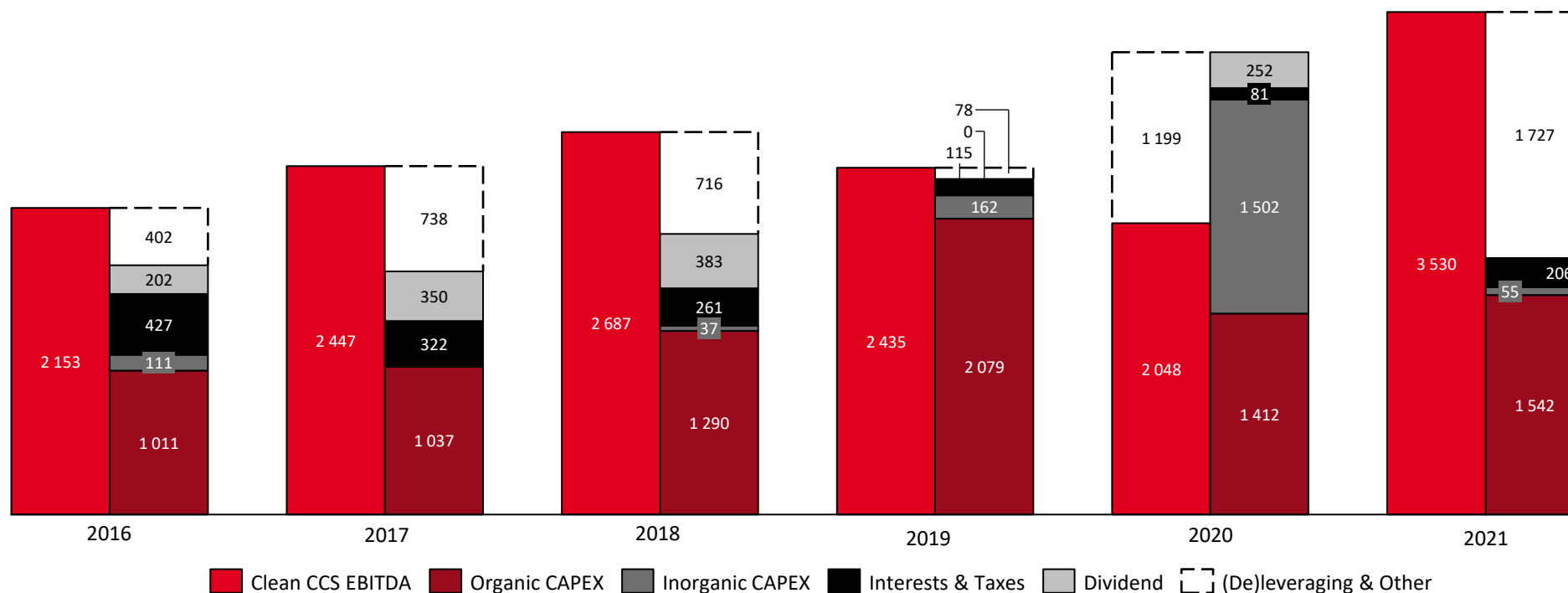


- ▶ Cash dividend remains the primary distribution channel
- ▶ Base dividend is expected to grow gradually over the 2022-26 period
- ▶ Special dividend payments may continue if excess cash is generated and all low-carbon transition-related capex need is covered
- ▶ Rising base dividend in 2022: MOL raised the base dividend to HUF 100 per share from last year's HUF 95 per share, thus continuing the previous trend of gradually increasing base dividend
- ▶ Special dividend in 2022: MOL generated record high EBITDA and free cash flow in 2021 supported by very strong macro conditions, therefore the BoD proposed an additional special dividend amounting to HUF 202 per share

(1) Restated to reflect post share split values
 (2) Calculated with publication date (AGM) share prices

SOURCES AND APPLICATIONS OF CASH

SOURCES AND APPLICATIONS OF CASH, 2016-2021 (USD MN)^{1,2}



- ▶ EBITDA/CAPEX gap should cover taxes, cost of funding, dividends and small-size M&A...
- ▶ ...and would also contribute to funding the upcoming transformational projects

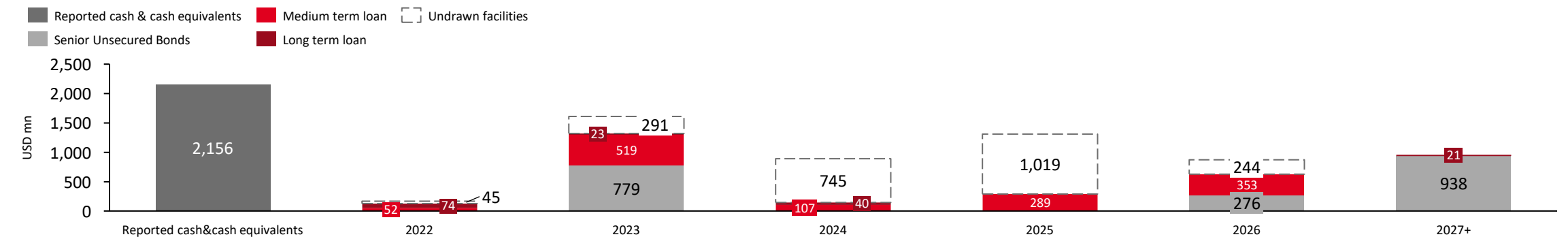
(1) Dividends refer to the year when they were earned, rather than when they were paid out

(2) Dividend payment for the year 2021 is yet to be declared.

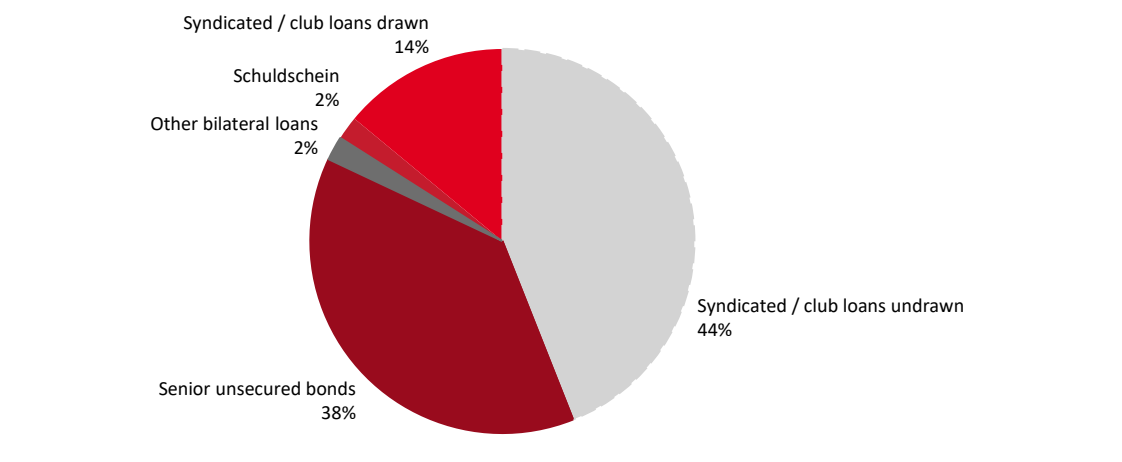
AMPLE FINANCIAL HEADROOM

FROM DIVERSIFIED FUNDING SOURCES

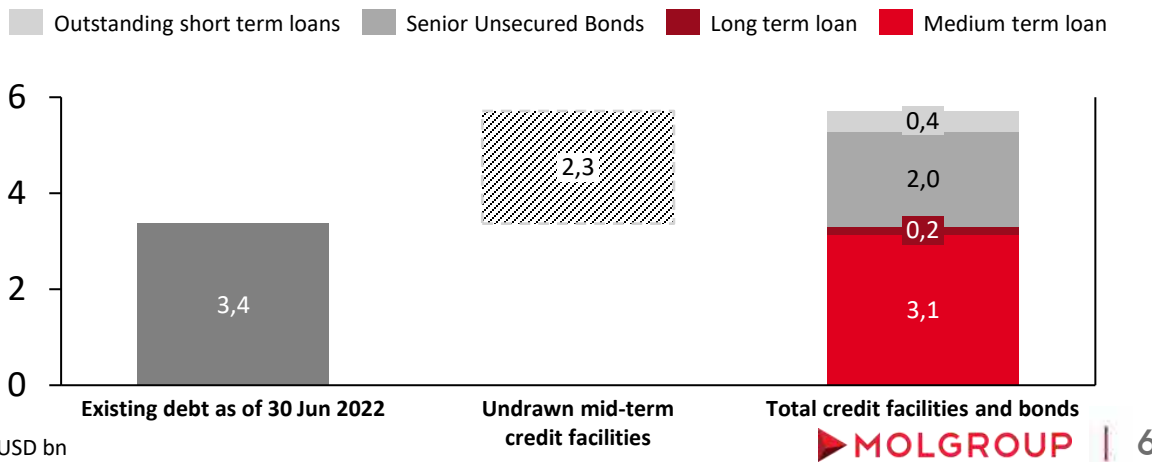
AVERAGE MATURITY OF 3.2 YEARS



MID- AND LONG-TERM COMMITTED FUNDING PORTFOLIO



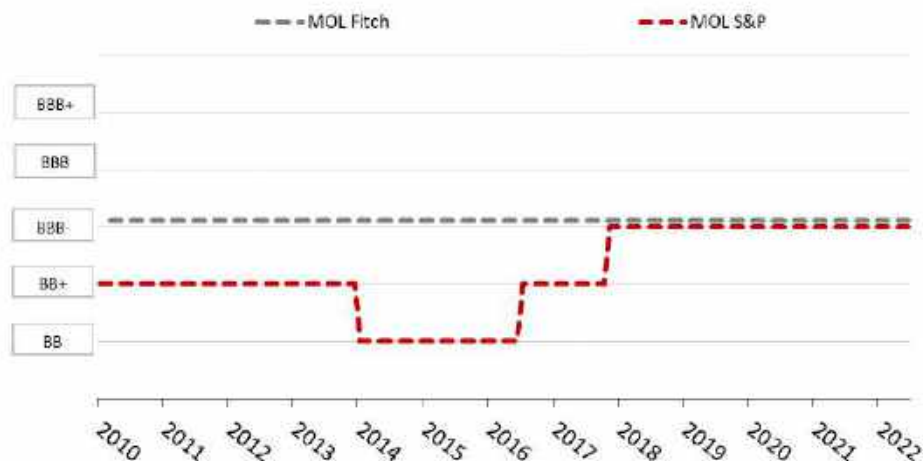
DRAWN VERSUS UNDRAWN FACILITIES (30 JUNE 2022)



FULL INVESTMENT GRADE RATING PRESERVED

ROBUST BALANCE SHEET WITH AMPLE FINANCIAL HEADROOM

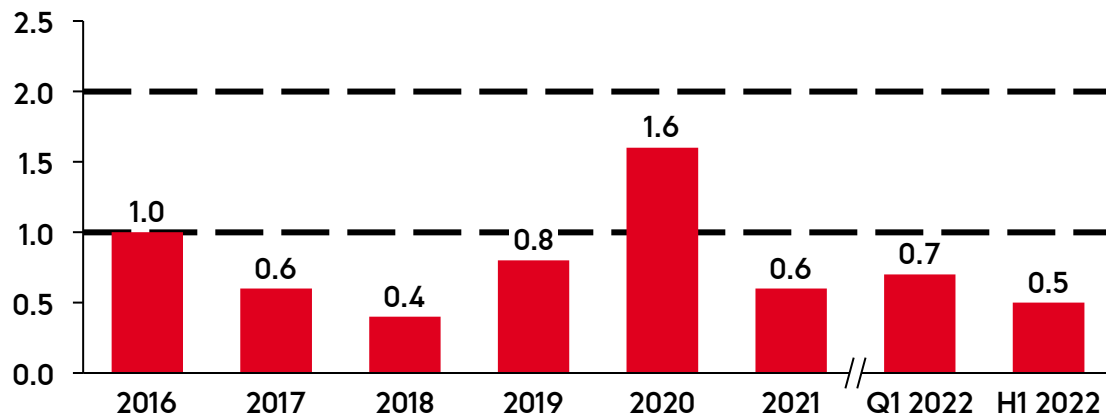
HISTORICAL FOREIGN LONG TERM RATINGS



COMMENTS

- ▶ In June 2022 Fitch revised outlook to negative from stable while reaffirming investment grade rating of BBB-
- ▶ In June 2022 Standard & Poor's reaffirmed investment grade rating of BBB- with stable outlook
- ▶ Strong financials in line with favorable macro environment

NET DEBT TO EBITDA (X)



COMMENTS

- ▶ Credit metrics shall remain commensurate with investment grade credit rating
- ▶ Following a temporary jump in 2021 leverage fell below pre-ACG acquisition levels on the back of strong 2021 CF generation
- ▶ Balance sheet flexibility may in the future again be used to grab new business opportunities (including funding M&A in all businesses)

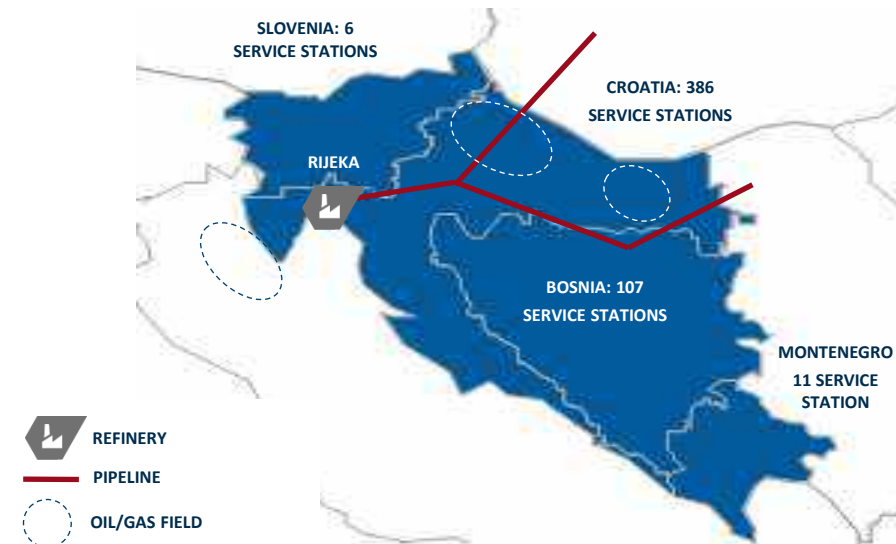
INA: FOCUS ON SECURING RETURN ON OUR INVESTMENT

REALITIES AND PRIORITIES

- ▶ MOL 2030 strategy can be and will be executed with or without INA
- ▶ Good geographical fit and untapped efficiency upside in downstream
 - ▶ Construction of Rijeka Refinery upgrade
 - ▶ Conversion of Sisak site to various industrial activities
- ▶ Yet, the relative importance of INA has declined within MOL Group
- ▶ Priority: to maximise the value of MOL's investment in INA:
 - ▶ Keeping/operating INA on market-based terms and with a MOL-controlling position or
 - ▶ Selling/monetizing the investment
- ▶ Legal proceedings continue; first arbitration in favour of MOL (all Croatian claims rejected)

STRONG REGIONAL ASSET BASE

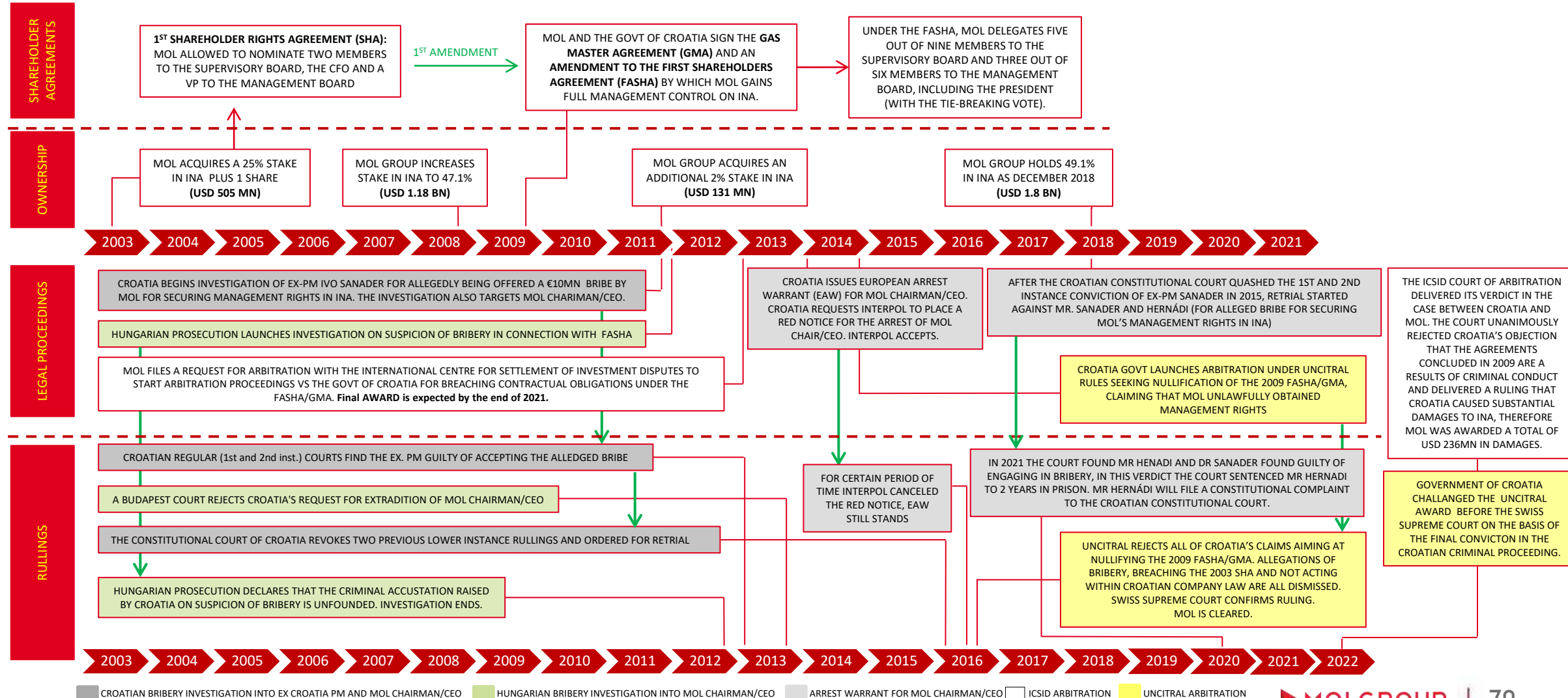
- ▶ Low-cost E&P in Croatia* (both onshore and off-shore)
- ▶ Coastal refinery (Rijeka)
- ▶ Extensive retail network



More information on the history of MOL & INA

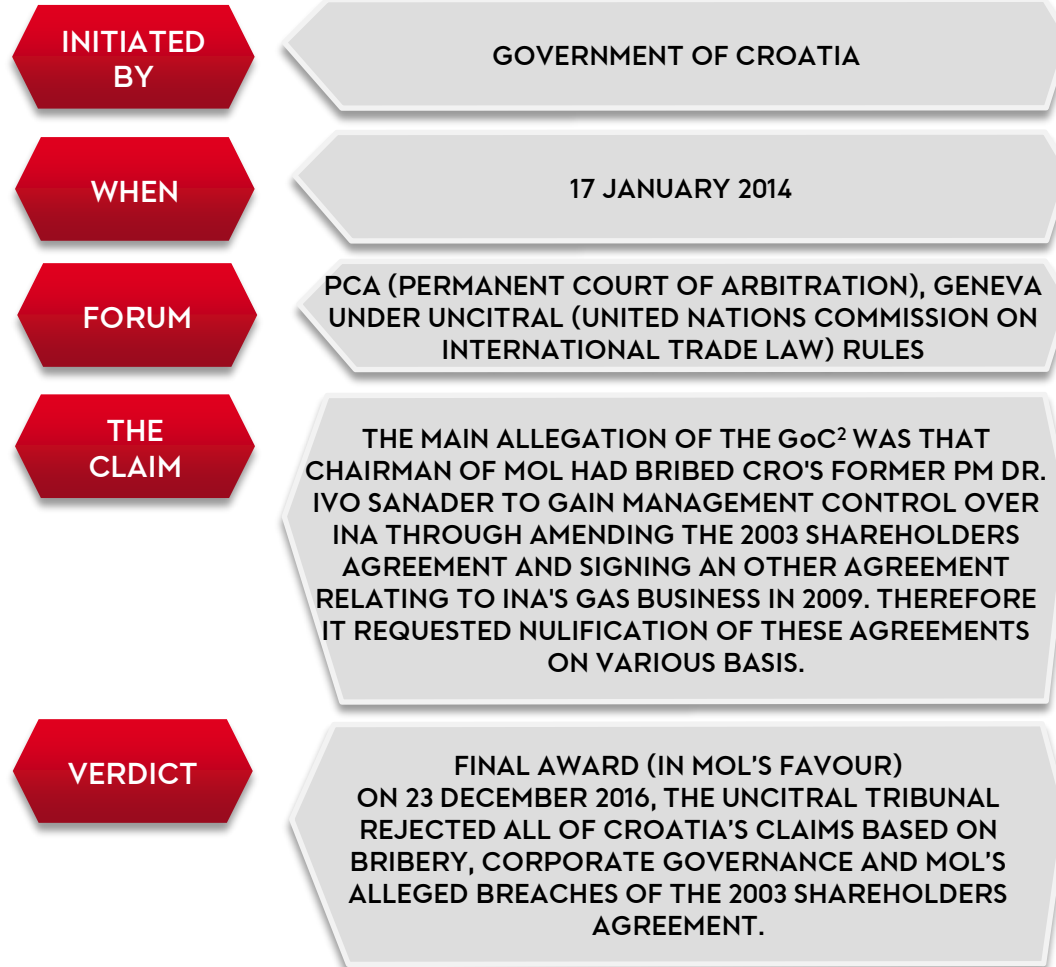
THE HISTORY OF INA & MOL, 2003-2022

STORYLINE



MOL-CROATIA ARBITRATIONS

UNCITRAL ARBITRATION (CROATIA VS. MOL)



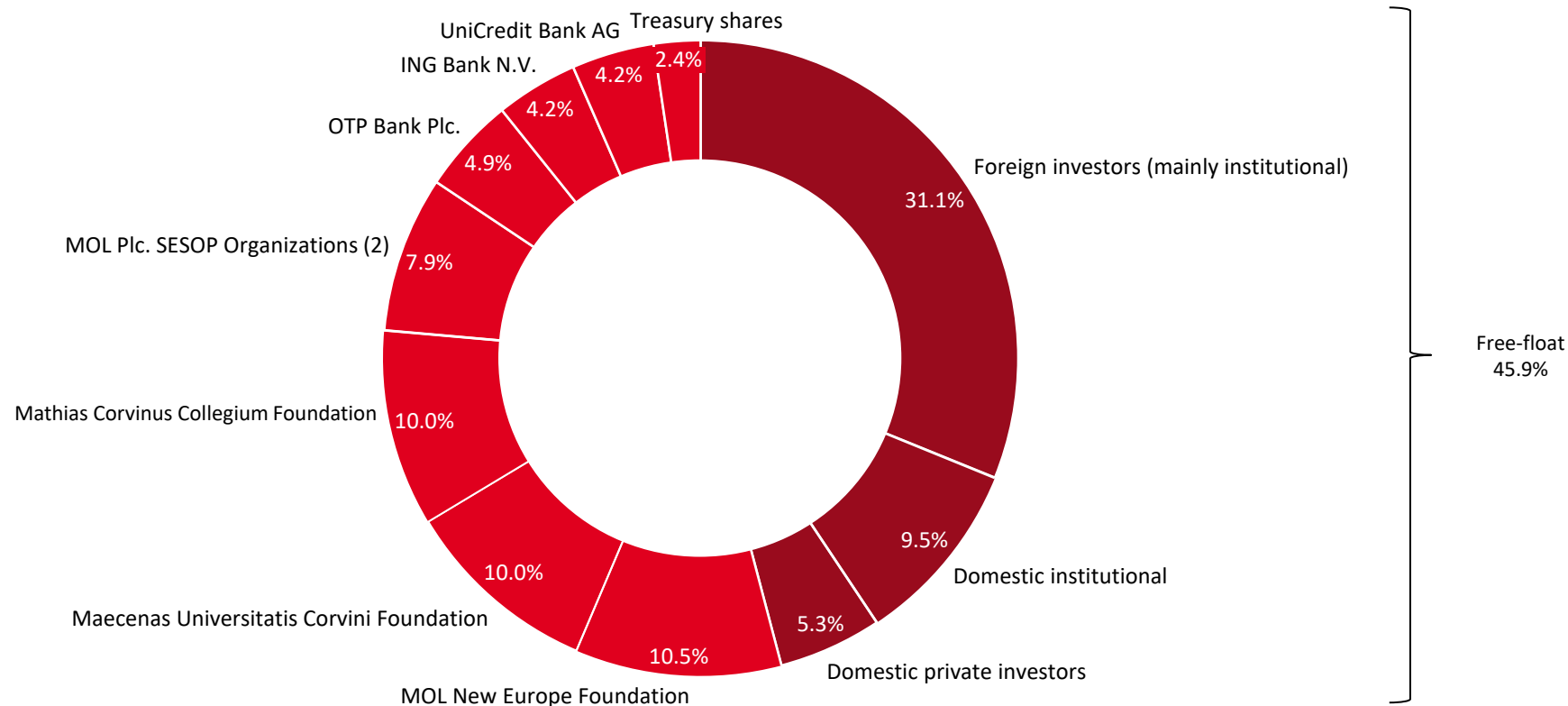
ICSID ARBITRATION (MOL VS. CROATIA)



(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

SHAREHOLDER STRUCTURE¹



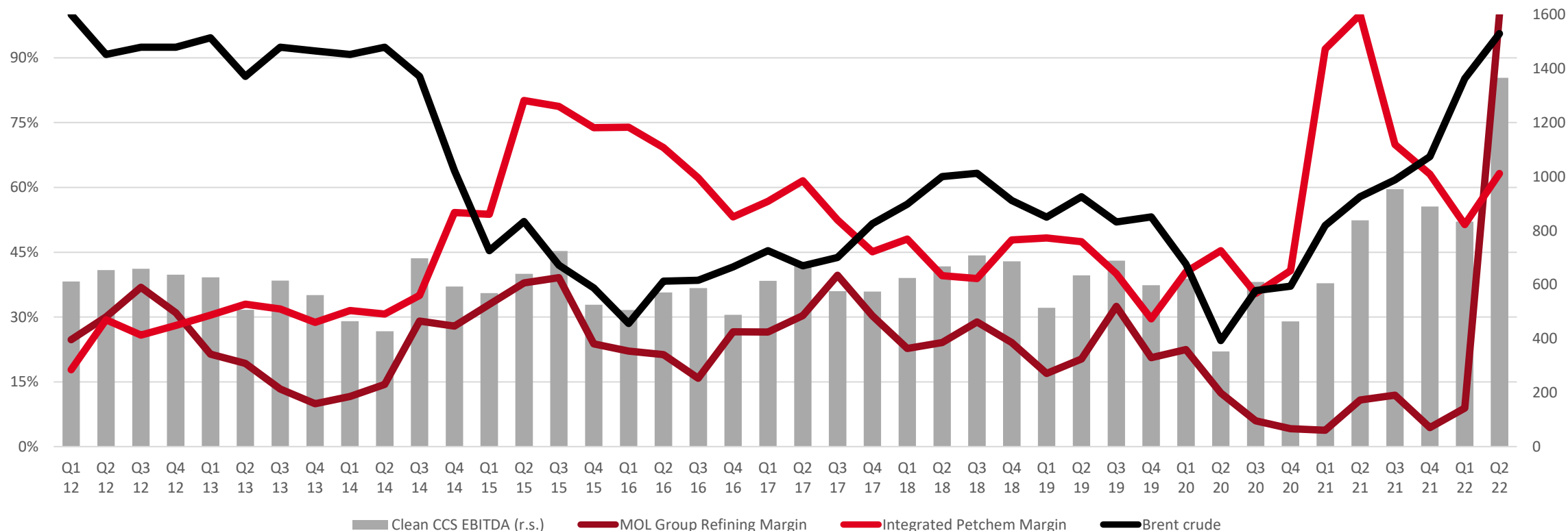
(1) Shareholder structure, based on the share register as of 30 June 2022, and the shareholders notifications about changes in voting rights

(2) MOL Plc. SESOP Organization and 2021-1 MOL Plc. SESOP Organization 2021-2 purchased a total of 7.9% MOL shares (7.1% from Oman Oil (Budapest) and 0.8% from MOL Plc)

FAVOURABLE MACRO CONDITIONS IN PLACE IN Q1 2022

YET ADVERSE DS PRICE REGULATION IS NOT CAPTURED BY THE HEADLINE MARGIN

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 – Q2 2022

100% equals to the following values:

Brent-based Refining Margin: 17.0 USD/bbl; MOL Group Petrochemicals margin: 949.1 EUR/t; Brent crude: 119 USD/bbl

Represented for continuing operations, i.e. excluding UK

KEY ITEMS OF TAXATION

CORPORATE INCOME TAX (CIT) RATES IN CORE OPERATING COUNTRIES

HUNGARY

- ▶ Statutory CIT rate is 9%
- ▶ Profit based 'Robin Hood' with an effective-tax rate of 18%
 - ▶ Only energy related part of the profit affected statutory tax rate is 31%
 - ▶ Only the Hungarian operation of certain companies are affected (i.e: MOL Plc., while gas transmission (FGSZ) or petrochemicals (MOL Petrochemicals) are not subject to the tax)
- ▶ Gross margin - based Local Trade Tax (statutory tax rate: 2%) and Innovation Fee (0.3%)

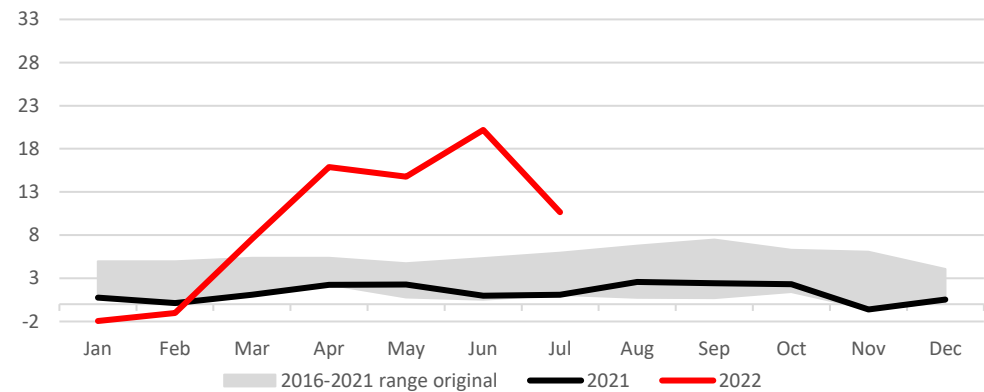
CROATIA & SLOVAKIA

- ▶ General statutory CIT rate is 18% in Croatia and 21% in Slovakia

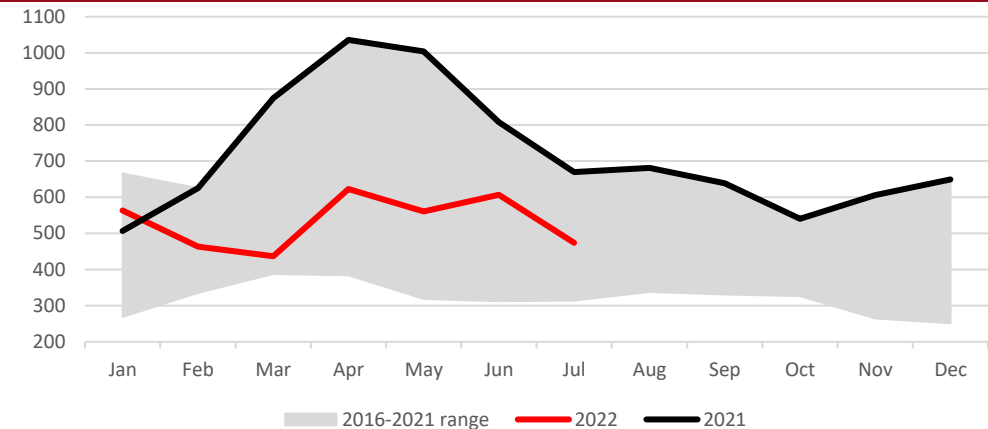
HUF bn	2015	2016	2017	2018	2019	2020	2021
Local Trade Tax and Innovation Fee	15	14	15	16	16	15	21
Corporate Income Tax	23	37	29	24	17	20	55
Total cash taxes	38	51	44	40	33	35	76

MOL GROUP REFINERY AND PETCHEM MARGINS

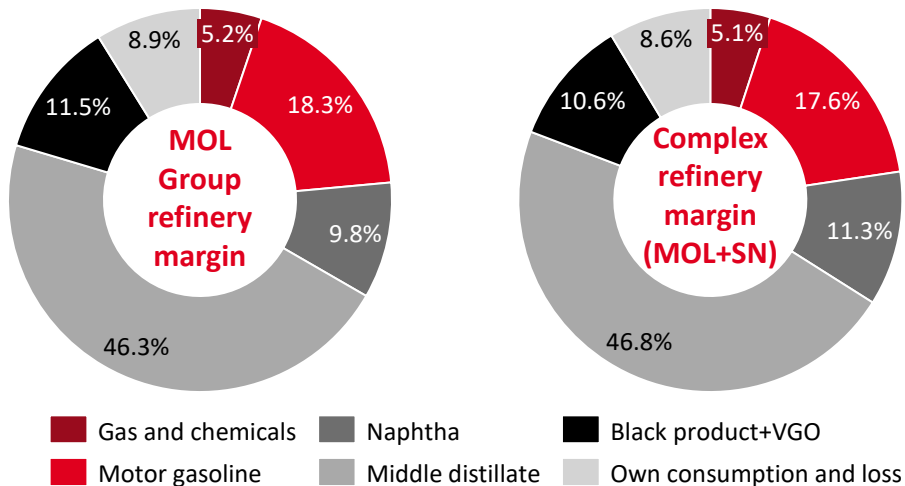
BRENT-BASED MOL GROUP REFINERY MARGIN¹
(USD/bbl)



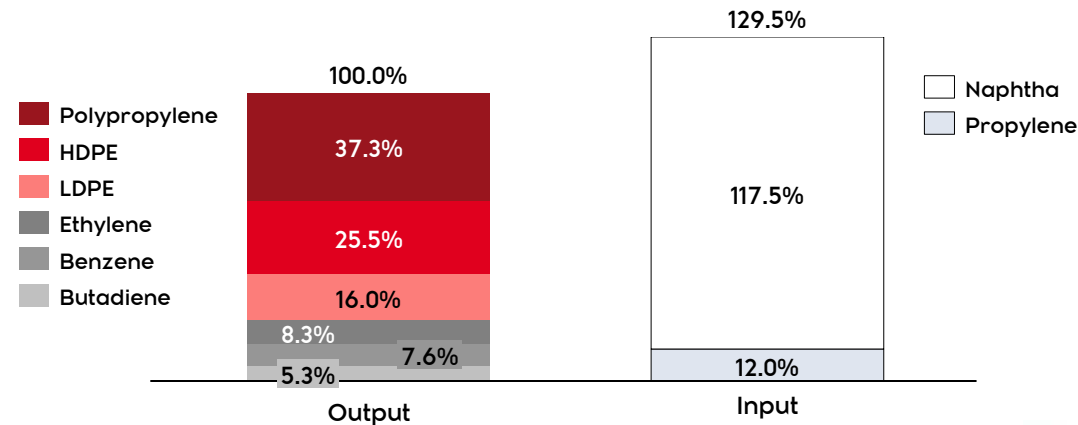
PETROCHEMICALS MARGIN (EUR/t)²



IMPLIED YIELDS



IMPLIED YIELDS AND FEEDSTOCK



(1) Based on weighted Solomon refinery yields, contains cost of purchased energy
(2) From January 2016 we use MOL Group Petrochemical Margin figures instead of Integrated Petrochemical Margin

A CONSERVATIVE MID-TERM MACRO FRAMEWORK

KEY MACRO ASSUMPTIONS

	2019	2020	2021	10Y AVG
Brent crude (USD/bbl)	64	42	71	72
Natgas price (TTF 1M, EUR/MWh)	15	10	47	22
MOL Group refinery margin (orig., USD/bbl)	4.2	2.8	4.1	4.6
MOL Group petchem margin (EUR/t)	372	384	720	448
ETS carbon price (EUR/t)	25	25	53	15.6

CCS EBITDA SENSITIVITY TO KEY EXTERNAL DRIVERS – E&P

Sensitivity	Est. Clean CCS EBITDA impact (USD mn)	% of Group EBITDA 2021
+/- 10 USD/bbl Brent price*	~135	4.9%
+/- 10 EUR/MWh Gas Price (TTF)	~120	3.4%

CCS EBITDA SENSITIVITY TO KEY EXTERNAL DRIVERS – DS

+/- 1 USD/bbl MOL Group refinery margin	~110	3.1%
+/- EUR 100/t MOL Group petchem margin	~140	4.0%
+/- 10 EUR/MWh Gas price (TTF)	~110	3.1%
+/- EUR 10/t ETS CO2 price	~25	0.7%

Notes:

- Sensitivity calculated for 2022; 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

-*Ex-UK portfolio

TOP MANAGEMENT INCENTIVE SCHEMES

FOR EXECUTIVE MEMBERS, AROUND 2/3 OF TOTAL REMUNERATION IS VARIABLE AND PERFORMANCE DRIVEN

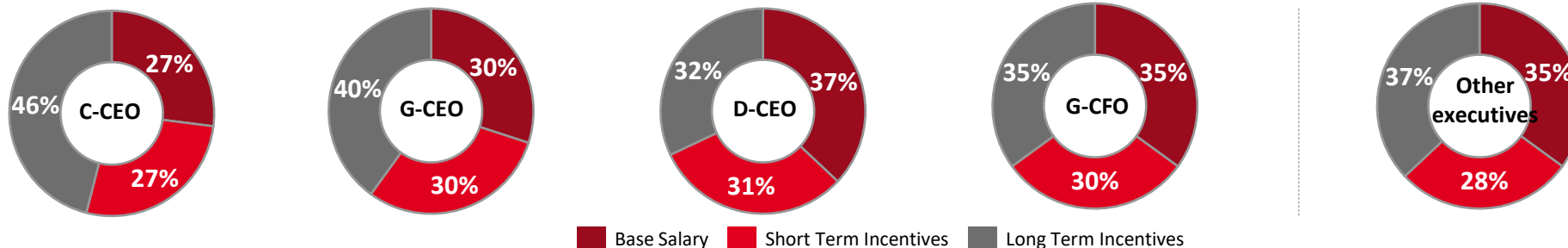
SHORT-TERM INCENTIVES

- ▶ Bonus opportunity between 0.70x and 1x of annual base salary, depending on the level
- ▶ 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 as a number one Group priority, TRIR, other MOL Group 2030 strategy and people related targets
- ▶ 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

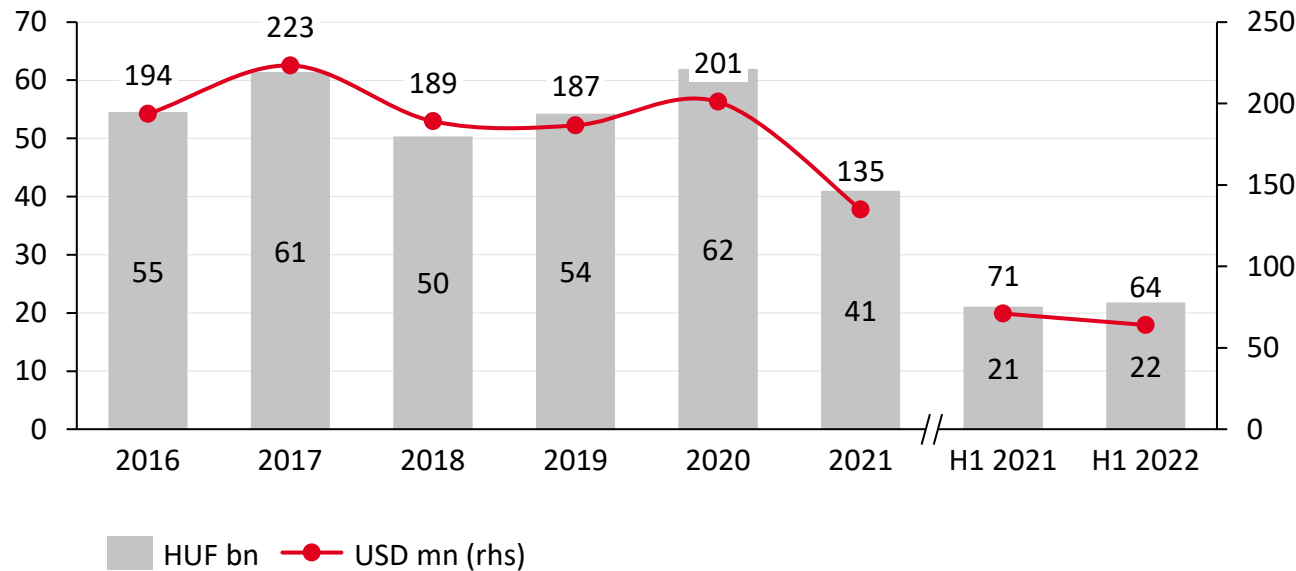
- ▶ As of 1 January, 2021 a new, simple long-term incentive program, the Restricted Share Plan was launched replacing the former Absolute share value based and Relative market index-based plans
- ▶ It's a 3-year long plan, payment is in the 4th year, starts each year
- ▶ Base entitlement is defined MOL 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 MOL shares in order to further strengthen the alignment between the interest of our shareholders and MOL management.

REMUNERATION MIX



GAS MIDSTREAM: STABLE CASH FLOW

GAS MIDSTREAM EBITDA (HUF BN, USD MN)



FACTS & FIGURES

- ▶ Domestic natural gas transmission system operator
- ▶ Regulated business (asset base and return) with continuous regulatory scrutiny
- ▶ Nearly 6,000km pipeline system in Hungary
- ▶ Transit to Bosnia-Herzegovina
- ▶ Interconnectors to Croatia, Romania, Slovakia, Ukraine and unidirectional inlet point from Austria and exit point to Serbia
- ▶ Both transit revenues and regulated income fell as a result of materially decreased cross-border capacity and transmission demand
- ▶ Non-regulated transit revenues fell by almost 80% in Q1 2021, as transmission towards Serbia has stopped from January 2021

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