ALTEO NYRT.

INVESTOR PRESENTATION – ALTEO Group

Q3 2023

(non-audited financial income)

Q3 2023 NON-AUDITED FINANCIAL INCOME

This information was not compiled on the basis of international accounting standard IAS 34 – Interim Financial Reporting; the information contained in them are non-audited in terms of 2023 results, and have not been audited by an independent auditor. This presentation is for advance information purposes only.

THE MOST IMPORTANT EVENTS AND RESULTS OF 2023

- **ALTEO achieved a remarkable result** in the first three quarters of 2023. The remarkable rise in profits confirms the success of the Company's strategy (presented at the end of 2019 and updated at the start of 2022) and its effective implementation, where environmental and social sustainability play a key role in addition to business considerations.
- The energy market in 2023 continued to be characterized by consolidating prices, which are still significantly above the levels seen before the price increase at the end of 2021. Possibly higher energy price stabilization have a positive impact on ALTEO's long-term strategy, highlighting that energy market opportunities starting in 2022 and continuing in 2023 are unlikely to persist in the long term. In the period ahead, ALTEO intends to continue to make use of a maximum of opportunities offered by the market, building on its corporate structure, its strategy based on sustainability and renewable energy production, with a diversified portfolio and an outstanding team of professionals. ALTEO's current profitability significantly exceeds the upper band of the median EBITDA range presented at the beginning of 2022.
- **CONSOLIDATED EBITDA REACHED HUF 16.3 BILLION,** which is comparable to the level of the same period last year, even though energy market opportunities have been gradually declining since 2022, a year that closed with exceptionally high profit. Taking into account that the special tax on capacity income – introduced retroactively in fall 2022 – had not yet affected the base period, this year's result can be considered exceptionally good, and is mainly explained by the performance of the energy retail trade, renewable production management and waste management segments.
- **CONSOLIDATED NET PROFIT WAS HUF 11.3 BILLION, SHOWING A 1% INCREASE** over the same period last year.
- ALTEO's management considers the ramp-up of the Renewable Production Management business, launched at the end of 2020, to be extremely successful. Currently, this business line is the clear market leader in the domestic market in terms of managed renewable power plant capacities, which capacity has now reached almost 1,700 MW.
- For the **WASTE MANAGEMENT** segment, which underwent significant growth after the acquisition of FE-GROUP INVEST Zrt. in 2022, the waste management concession launched on 7/1/2023, could represent significant opportunities, as the first quarter of operation seems to confirm.
- ALTEO continues to pursue the active **INVESTMENT ACTIVITY** highlighted in its strategy. On 5/25/2023, the transaction for 100% of the share capital of Energikum Zrt. and 33% of the issued capital of ECO-FIRST Kft. was concluded. Energikum Zrt. holds the business quota representing 99% of the issued capital of Energigas Kft., which is the owner of the biogas plant in Nagykőrös, while ECO-FIRST Kft. is engaged in waste trading.
  In addition to the above, ALTEO is continuously working on further developing its Virtual Power Plant, including the enhancement of IT capabilities, as well as the development of energy storage and other energy production capacities.

THE MOST IMPORTANT EVENTS AND RESULTS OF 2023

- On 3/13/2023, the joint **STATUTORY PUBLIC TAKEOVER BID PROCEDURE** by MOL RES Investments Zrt., Főnix Private Equity Fund and Riverland Private Equity Fund aimed at acquiring controlling interest was successfully concluded.
- Two members of ALTEO Group and K&H Bank concluded the first loan transaction of ALTEO Group that is fully compliant with the so-called Taxonomy Regulation, which entered into force in 2022. Under the agreement, **K&H PROVIDES A HUF 4 BILLION LOAN**, which transaction complies with the EU Taxonomy, the most stringent set of sustainability rules of the European Union.
- The electrical boiler in Sopron commenced operation. The consortium of ALTEO and the Alfréd Rényi Institute of Mathematics was granted funding for the development of the system in a call for tenders by the Hungarian National Research, Development and Innovation Office.
- On 3/16/2023, the HUF 6 billion **PARENT COMPANY LOAN** received from Wallis Asset Management Zrt. in December 2022 was repaid in full.
- On 4/2/2023, the new members of the Board of Directors and the Supervisory Board were elected at the Extraordinary General Meeting.
- On 4/21/2023, the General Meeting adopted ALTEO's 2022 annual report.
- On 4/28/2023, ALTEO's Board of Directors adopted a decision to introduce a new long-term share-based incentive for senior and middle managers as well as for key talents and specialists.
- On 5/17/2023, the Company announced that it signed a framework agreement with MOL Nyrt. to provide industrial and power plant rotary machine maintenance services for MOL and its domestic and foreign subsidiaries (in particular Slovnaft or INA). ALTEO is thus benefitting from the synergies emerging from the cooperation between the two companies.
- On 5/25/2023, the transaction for 100% of the share capital of Energikum Zrt. and 33% of the issued capital of ECO-FIRST Kft. was concluded.
- On 6/23/2023, SCOPE Ratings GmbH upgraded ALTEO as an issuer from "BB+" to "BBB-". The previous "BBB-" rating of ALTEO's bonds remained unchanged.
- On 6/29/2023, ALTEO Nyrt. subsidiary FE-GROUP INVEST Zrt. entered into a two-year contract (renewable for an additional two years) with MOHU MOL Hulladékgazdálkodási Zrt. for the collection, transport, storage and pre-treatment of waste.

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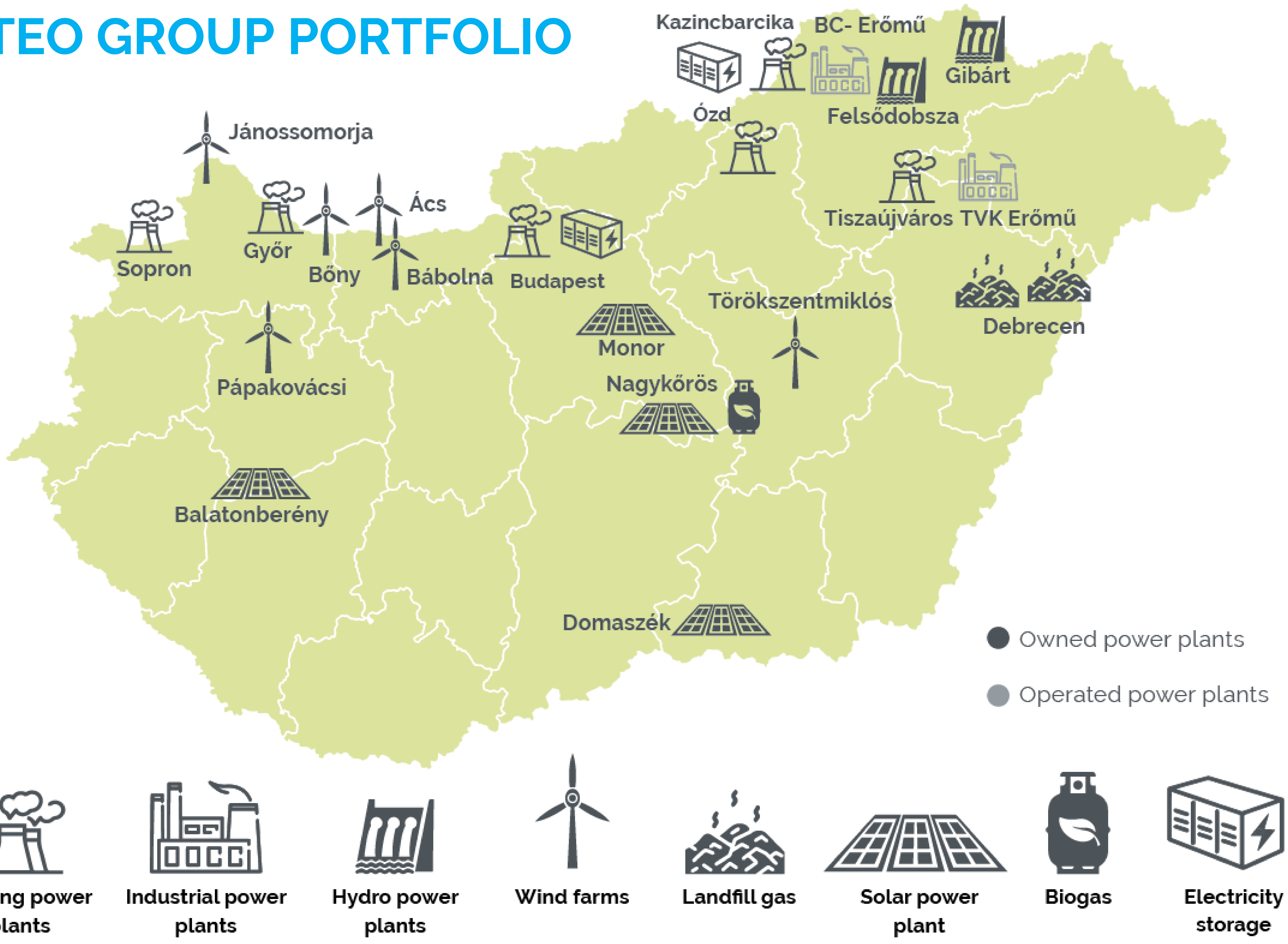
THE MOST IMPORTANT EVENTS AND RESULTS OF 2023

- On 7/3/2023, the result of ALTEO's ESG certification review was published, and the company received an even more favorable ESG rating than the risk level of last year. In the course of the year, the Company had developed and set up its own green financing framework, with Deloitte Zrt. providing the second party opinion.
- On 7/6/2023, ALTEO's Board of Directors approved the plans for the construction of Edelyn Solar, which will double the company's own solar power plant portfolio from its current nominal capacity of approximately 20 MW to 40 MW.

Events after the closing of the statement of financial position

- As of 10/2/2023, Magdolna Tokai joined ALTEO's management as Deputy CEO for Corporate Support. Ms Tokai will be responsible for the establishment and operation of two new corporate units: the project portfolio management area, which will primarily support resource planning and allocation at ALTEO level, and the BoD cabinet, which will coordinate the work of decision-making bodies, and will also include the areas of IT, purchasing, legal and office management.

ALTEO GROUP PORTFOLIO



ALTEO GROUP PORTFOLIO

RENEWABLE ENERGY PRODUCTION	INDUSTRIAL AND COMMERCIAL SERVICES	GAS ENGINE AND HEATING POWER PLANTS, ENERGY STORAGE FACILITIES
ALTEO Group has significant competences, among others, in exploiting renewable energy sources.	**ALTEO Group facilitates the efficient energy management of its consumers through the services provided to industrial facilities.**	**ALTEO Group operates high-efficiency, combined heat and electricity (cogeneration) plants and energy storage facilities.**
WIND FARMS – Ács – Bábolna – Bőny – Jánossomorja – Pápakovácsi – Törökszentmiklós **RENEWABLE GAS** – Debrecen – landfill gas – Nagykőrös – biogas **HYDROPOWER PLANTS** – Felsődobsza – Gibárt **SOLAR POWER PLANTS** – Domaszék – Monor – Balatonberény – Nagykőrös	**BORSODCHEM** – BC Power Plant – operation – BC Power – operation **MOL Petrolkémia** – TVK Power Plant – operation – Tisza-WTP – treated water service **Heineken Soproni Sörgyár** – heat supply	**HEATING POWER PLANTS** – Ózd Power Plant – Tiszaújváros Heating Power Plant – Kazincbarcika Heating Power Plant – Füredi út Gas-Engine Block Power Plant – Győr Power Plant – Sopron Power Plant **ELECTRICITY STORAGE FACILITIES** – Füredi út Storage Facility – Kazincbarcika Storage Facility

CONSOLIDATED STATEMENT OF PROFIT OR LOSS (IFRS)

Consolidated Statement of Profit or Loss				
data in million HUF	9/30/2023 non-audited	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenues	**76 850**	**62 744**	**14 106**	***22%***
Material expenses	(49 255)	(39 682)	(9 573)	*24%*
Personnel expenses	(5 763)	(4 156)	(1 607)	*39%*
Depreciation and amortization	(3 134)	(2 737)	(397)	*14%*
Other revenues, expenses, net	(5 975)	(2 813)	(3 161)	*112%*
Capitalized own production	471	244	228	*(94%)*
Operating Profit or Loss	**13 195**	**13 599**	**(404)**	***(3%)***
Net financial profit	763	(242)	1 006	*(415%)*
Profit or loss before taxes	**13 959**	**13 357**	**602**	***5%***
Income tax expenditure	(2 661)	(2 147)	(515)	*24%*
Net profit or loss	**11 297**	**11 210**	**87**	***1%***
Of which the owners of the Parent Company are entitled to:	*11 367*	*11 205*	*162*	*1%*
Of which the minority interest is entitled to:	*(69)*	6	(75)	*(1 335%)*
Base EPS (HUF/share)	**572,67**	**568,24**	**4,43**	*1%*
Diluted EPS (HUF/share)	**570,29**	**568,05**	**2,23**	***0%***
EBITDA*	**16 329**	**16 337**	**(7)**	***(0%)***

Consolidated Comprehensive Statement of Profit or Loss

Net profit or loss	**11 297**	**11 210**	**87**	***1%***
Other comprehensive income (after taxes on profits)	**(2 176)**	**7 333**	**(9 509)**	***(130%)***
Comprehensive income	**9 121**	**18 543**	**(9 422)**	***(51%)***
Of which the owners of the Parent Company are entitled to:	9 190	18 538	(9 347)	*(50%)*
Of which the minority interest is entitled to:	(69)	6	(75)	*(108%)*

With a sales revenue increase of HUF 14,106 million, EBITDA is equal to that of the preceding year.

Most important changes in operating profit and loss items:

- **REVENUE:** The substantial increase was primarily the result of the electricity and district heating prices fixed in an increased energy market price environment. In addition, FE-GROUP INVEST Zrt. is consolidated from October 2022. Revenue was also affected by the decrease in sales revenue due to the structure of the retail segment.
- **MATERIAL EXPENSES:** Increased energy prices also have an impact here, but at the same time, gas costs related to the Heat and Electricity Generation segment increased in line with sales revenues, although partially offset by the impact of lower Retail Energy Trade expenditures.
- **DEPRECIATION**: The level of depreciation is the same as in the comparative period.
  On 6/30/2023, one of the gas engines owned by ALTEO was significantly damaged; the damage is still being assessed and, in accordance with the principle of prudence, full impairment has been recognized. The malfunction is not expected to result in a significant loss of profit.
- **OTHER REVENUES, EXPENDITURES:** Other expenditures increased substantially due to the increase in the world market price of CO_2 quotas and the liability arising from the introduction of the Energy Efficiency Obligation Scheme (EEOS) to be recognized in the Retail segment.
  This is also where the extra profit tax is recognized, as well as the expenditures of the RPM business and the difference between the market price and subsidized price granted for renewables produced in the METÁR system.

**In the opinion of the Company, the profit category that can most reliably be used to measure the profitability of the Group is EBITDA (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments - have been removed). Therefore, impairment and local business taxes and innovation contributions – if any – have been removed from the Other Revenues and Other expenses lines that are used to provide a more detailed elaboration of the EBITDA in the above table.*

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- **FINANCIAL INCOME:** During the relevant period, ALTEO was not adversely affected by the significant changes in the interest rate environment compared to the base period, thanks to earlier fixing of interest rates for the majority of long-term liabilities. Costs were further mitigated by eliminated interest from liabilities repaid in the intervening period. At the same time, the interest revenue realized on available outstanding cash balances was significantly higher than in the previous period, exceeding the interest cost on loan-type funds.
- **INCOME TAXES:** In line with significantly higher profits, income taxes (corporate tax, business tax and innovation contribution, income tax on energy suppliers) also increased.
- **NET PROFIT** increased by **HUF 87 million** (1%) compared to the base period.
- **OTHER COMPREHENSIVE INCOME:** ALTEO enters into hedging transactions in order to secure the purchase price of raw materials and, thereby, the profit content on heat and electricity sold at fixed prices, and to fix the interest rates on loans. Other comprehensive income includes the result of changes in the fair value of transactions – as financial instruments – that hedge the price of gas used to produce electricity at the time of setting the official heat prices and/or sold at fixed forward prices, the EUR/HUF exchange rate and interest rate changes, until the real transaction is closed. The values shown on this line are not indicative of future trends in profit or loss.

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CONSOLIDATED STATEMENT OF FINANCIAL POSITION (IFRS)

Assets and receivables *data in HUF million*

	9/30/2023 non-audited	12/31/2022 audited	Change HUF million over previous year	Change % over previous year
Non-current assets	**39 966**	**34 941**	**5 025**	**14%**
Current assets	**45 104**	**65 079**	**(19 975)**	**(31%)**
of which effect of Other comprehensive income	*1 178*	*2 598*	*(1 420)*	*(55%)*
of which cash and cash equivalents	*25 824*	*16 465*	*9 359*	*57%*
of which Inventories	*1 039*	*1 779*	*(740)*	*(42%)*
of which Trade receivables and accruals	*10 739*	*31 384*	*(20 645)*	*(66%)*
of which Other current assets	*6 324*	*12 853*	*(6 529)*	*(51%)*
TOTAL ASSETS	**85 070**	**100 020**	**(14 950)**	**(15%)**

Equity and liabilities *data in HUF million*

	9/30/2023 non-audited	12/31/2022 audited	Change HUF million over previous year	Change % over previous year
Equity	**34 675**	**26 688**	**7 987**	**30%**
of which effect of Other comprehensive income	*(107)*	**2 069**	*(2 176)*	*(105%)*
Long-term liabilities	**31 671**	**26 717**	**4 955**	**19%**
of which effect of Other comprehensive income	*55*	*205*	*(150)*	*(73%)*
of which credit, loans, bonds, leasing	*25 757*	*21 177*	*4 580*	*22%*
of which Other long-term liability	*5 859*	*5 335*	*524*	*10%*
Short-term liabilities	**18 724**	**46 616**	**(27 892)**	**(60%)**
of which effect of Other comprehensive income	*1 231*	*324*	*906*	*280%*
of which credit, loans, bonds, leasing	*2 152*	*7 577*	*(5 425)*	*(72%)*
of which Trade payables and accruals	*8 976*	*27 271*	*(18 294)*	*(67%)*
of which Other short-term liability	*6 365*	*11 444*	*(5 079)*	*(44%)*
TOTAL EQUITY and LIABILITIES	**85 070**	**100 020**	**(14 950)**	**(15%)**

- **INVESTMENTS, CAPITAL EXPENDITURES** Several capacity expansion and efficiency improvement projects are underway during the period and are expected to be delivered in 2023. Investments related to the projects (together with the Energigas acquisition) are recognized among Non-current assets, at a rate exceeding depreciation.
- The change in **CURRENT ASSETS** was primarily the result of the decrease in energy prices and the impact of energy market seasonality on trade receivables and trade payables. Falling energy prices have also reduced the level of deposits, security deposits and advance payments required. The significant increase in cash and cash equivalents is mainly due to the positive change in the generated profit and net working capital. By tying up its available cash and cash equivalents, ALTEO earns significant interest income in the short term in the rising interest rate environment.
- In addition to general loan repayments, the portfolio of **LONG-TERM LIABILITIES, SHORT-TERM LOANS** decreased with the repayment of the HUF 6 billion short-term loan disbursed by Wallis Asset Management Zrt. and the prepayment of the HUF 0.6 billion loan from FE-GROUP INVEST Zrt. The HUF 4 billion loan concluded with K&H in the preceding year was drawn down, and land rentals qualifying as leases under IFRS were recorded.

HEAT AND ELECTRICITY PRODUCTION AND MANAGEMENT

Heat and electricity production and management				
data in HUF million	9/30/2023 non-audited	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**60 391**	**46 449**	**13 942**	**30%**
Material expenses	(40 409)	(29 828)	(10 581)	35%
Personnel expenses	(1 254)	(1 050)	(204)	19%
Other revenues and Other expenses	(6 262)	(2 535)	(3 727)	147%
Capitalized own production	268	94	175	187%
EBITDA*	**12 735**	**13 130**	**(395)**	**(3%)**
Allocated administrative expenses	(648)	(551)	(97)	18%
EBITDA II*	**12 087**	**12 579**	**(492)**	**(4%)**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- The segment's sales revenue rose by 30% (HUF 13.9 billion).
- Revenue from both electricity and heat energy sales increased significantly compared to the comparative period. In H1 2023, spark spreads exceeded those in H1 2022, but by Q3 2023 they were significantly lower than the Q3 2022 peak. The revenue generated by the **RENEWABLE PRODUCTION MANAGEMENT** subsegment, launched at the end of 2020, also saw a significant increase, driven by the price environment and significant market expansion.
- The increase in **MATERIAL EXPENSES** was primarily due to higher gas and purchased electricity costs. This is complemented by an increase in the expenditures of Renewable Production Management, which although significant, do not exceed sales revenue.
- Higher **OTHER EXPENSES** are due to increased CO_2 quota expenses, the HUF 956 million recognized as extra profit tax (retroactively recognized in November 2022), and Renewable Production Management's scheduling surcharge for power plants producing close to 1,700 MW in the scheduled KÁT system.
- As a result of these factors, **EBITDA II dropped by HUF 492 million (-4%).**

RENEWABLES-BASED ENERGY PRODUCTION

Renewables-based energy production				
data in HUF million	9/30/2023 non-audited	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**3 857**	**4 275**	**(418)**	**(10%)**
Material expenses	(1 233)	(652)	(581)	89%
Personnel expenses	(249)	(158)	(90)	57%
Other revenues and Other expenses	(15)	(181)	166	(92%)
Capitalized own production	-	-	-	n.a.
EBITDA*	**2 360**	**3 283**	**(923)**	**(28%)**
Allocated administrative expenses	(186)	(142)	(44)	31%
EBITDA II*	**2 173**	**3 141**	**(967)**	**(31%)**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- The segment's **EBITDA II DECREASED BY HUF 967 MILLION (31%)**, accompanied by HUF 418 million lower sales revenue. The 10% drop in sales revenue is explained by lower electricity prices, a decrease in production mainly due to weather conditions and the expiry of some of the subsidy periods. The increase in material expenses is due to higher material and raw material costs, insurance premiums and, in the case of wind farms, an increase in the risk reduction content of operator contracts.
- On 6/30/2023, the production opportunities within the subsidized system (KÁT) expired for several of the power plants in ALTEO's renewable portfolio. ALTEO's Virtual Power Plant and its experts completed the transition without any interruption, and power plant production continues to contribute to the segment's profits in a balanced and predictable fashion.
- The capacity of ALTEO's portfolio of power plants utilizing renewable sources of energy now exceeds 70 MW – and further expansion is underway – with the additional 20 MW solar power plant of EDELYN SOLAR Kft. acquired last July.
- The biogas power plant acquired by ALTEO – in the Energigas Kft. acquisition concluded on 5/25/2023 – is consolidated in the renewable segment from 6/1/2023.
- Variations in the segment's result from one year to another may be driven by changes in market prices, as well as differences arising from the nature of the producers.

ENERGY SERVICES

Energy services					
data in HUF million	9/30/2023 non-audited	9/30/2022 comparison	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**3 342**	**2 805**	**3 098**	**537**	**19%**
Material expenses	(1 379)	(1 172)	(1 413)	(208)	18%
Personnel expenses	(1 491)	(1 313)	(1 375)	(178)	14%
Other revenues and Other expenses	94	0	0	94	29 751%
Capitalized own production	203	150	150	53	36%
EBITDA*	**770**	**471**	**460**	**299**	**64%**
Allocated administrative expenses	(759)	(568)	(604)	(191)	34%
EBITDA II*	**11**	**(97)**	**(144)**	**108**	**(111%)**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- As of 1/1/2023, the waste management business, previously presented under Energy Services, is presented as a separate segment.
- The Energy Services segment realized EBITDA I of HUF 770 million. In addition to higher inflation, the increase is partly driven by the higher margin activity of the Business and Project Development division for external partners and partly by the reversal of a previously recognized customer impairment. While business development resource was allocated to this segment in the comparative period, it is shown as allocated administrative costs in 2023, allocated to the appropriate segments.
- The profit realized by the segment from **operation and maintenance services for third parties (MOL, Borsodchem, Budapest Power Plant, Főtáv, Siemens, Uniper)** was higher than in the comparative period. The trade receivables accumulated by one of ALTEO's external O&M partners have been settled thanks to a successful agreement, thus the reversal of the previously recognized impairment loss on trade receivables has increased the profit.
- **The E-MOBILITY** business is in a ramp-up phase, as expected, and has no significant profit-generation capacity for the time being.
- The moderate EBITDA II value (after allocated administrative costs) is the result of, on the one hand, the higher allocated administrative costs related to the ramp-up of the E-mobility business relative to its profit generating capacity and, on the other, a shift of focus of project development activity to internal projects that do not generate immediate results at a consolidated level.

WASTE MANAGEMENT

Waste management					
data in HUF million	9/30/2023 non-audited	9/30/2022 comparison	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**3 103**	**293**	**-**	**2 810**	**960%**
Material expenses	(2 241)	(241)	-	(2 000)	830%
Personnel expenses	(634)	(62)	-	(571)	920%
Other revenues and Other expenditures	85	-	-	85	n.a.
Capitalized own production	-	-	-	-	n.a.
EBITDA*	**313**	**(11)**	**-**	**323**	**(3 077%)**
Allocated administrative expenses	(219)	(36)	-	(182)	501%
EBITDA II*	**94**	**(47)**	**-**	**141**	**(301%)**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- The Waste Management segment significantly increased in size with the 2022 acquisition of FE-Group INVEST Zrt. Accordingly, the waste management business, previously presented under Energy Services, is presented as a separate segment as of 1/1/2023.
- As a result of the acquisition, by 2023 **sales revenue had increased more then 10-fold by HUF 2.8 billion**.
- The typical behavior in the industry in H1 2023 was to prepare for the concession launched on July 1. The concession was won by MOL Nyrt. for 35 years, under which MOL manages the collection and treatment of municipal solid waste. FE-GROUP INVEST Zrt. is an important player in the industry as a direct subcontractor of MOL in this activity. On 6/29/2023, FE-GROUP INVEST Zrt. signed a two-year contract (with a two-year extension option) with the concession holder, MOHU Zrt.
- The results for the first three months of the concession scheme are in line with expectations, with the segment achieving EBITDA II of HUF 133 million in Q3. Processed material flows are growing steadily, and management expects the Q4 results to be even better.
- The increase in size and complexity has also led to a significant increase in the administrative costs allocated to the segment.

RETAIL ENERGY TRADE

Retail energy trade				
data in HUF million	9/30/2023 non-audited	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**13 191**	**18 971**	**(5 780)**	**(30%)**
Material expenses	(10 018)	(17 153)	7 135	(42%)
Personnel expenses	(158)	(127)	(31)	24%
Other revenues and Other expenses	168	(73)	240	(330%)
Capitalized own production	-	-	-	n.a.
EBITDA*	**3 183**	**1 618**	**1 565**	**97%**
Allocated administrative expenses	(102)	(98)	(4)	4%
EBITDA II*	**3 081**	**1 520**	**1 561**	**103%**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- The segment's lower **SALES REVENUE AND MATERIAL EXPENSES** compared to the first half of last year are due to the indexed pricing of contracts within the portfolio. Following last year's price boom, global electricity prices fell significantly in H1 2023.
- The segment's **DYNAMIC EBITDA GROWTH** was driven by fixed-price contracts with high coverage. This is also noteworthy as the segment has cleared up its portfolio (for risk management reasons) and did not extend contracts with low-margin, riskier customers.
- The significant increase in Other Revenues and Other Expenses is due to the one-off effect of the better-than-expected price of purchased EEOS (Energy Efficiency Obligation Scheme) quotas and the Government compensation received for the EUR 200 price cap on fixed contracts introduced from July 1. Fixed contracts are not a significant part of the portfolio and have no impact on the segment's results, with the Government compensating the loss of revenue in full.
- The **COVERAGE OF ELECTRICITY TRADE SHOWS A HUF 1,243 MILLION INCREASE** compared to H1 of the preceding year. This positive trend is primarily a consequence of the higher price and margin levels from increased electricity prices last year, and the fact that ALTEO has been faster to react to extreme volatility than its major competitors, due to its dynamic and flexible operating methods.
- The **GAS TRADE BUSINESS LINE** realized a **SURPLUS MARGIN OF HUF 281 MILLION** year-on-year, mainly due to the higher specific margin. Mild weather and mandatory savings have led to a significant drop in consumption.

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OTHER ACTIVITIES NOT ASSIGNED TO SEGMENTS

Other segments

data in HUF million	9/30/2023 non-audited	9/30/2022 non-audited	Change HUF million over previous year	Change % over previous year
Sales revenue	**5**	**0**	**5**	**2 730%**
Material expenses	(354)	(213)	(141)	66%
Personnel expenses	(735)	(522)	(213)	41%
Other revenues and Other expenses	(33)	(25)	(8)	34%
Capitalized own production	-	-	-	n.a.
EBITDA*	**(1 117)**	**(759)**	**(358)**	**47%**

**EBITDA: In the opinion of the Company's management, this is the profit category that can most reliably be used to measure the profitability of the Group (a profit category from which financial items, taxes, depreciation, and non-systematic reductions – typically impairments – have been removed).*

- The segment shows costs primarily related to strategic growth and stock exchange presence that are not linked to specific segments, but rather the Group as a whole, and as such are not part of distributed administrative expenses.
- Compared to the comparative period, the increase in costs is mainly driven by the costs of the long-term management incentive scheme and the exceptionally high inflation rate, as well as an increase in consultancy fees mainly related to active investment activities and cost increases corresponding to the Group's growth.

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THANK YOU FOR YOUR ATTENTION

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