


ALTEO NYRT.

**INVESTOR PRESENTATION –  
ALTEO Group**

2024 Q3

(non-audited financial income)





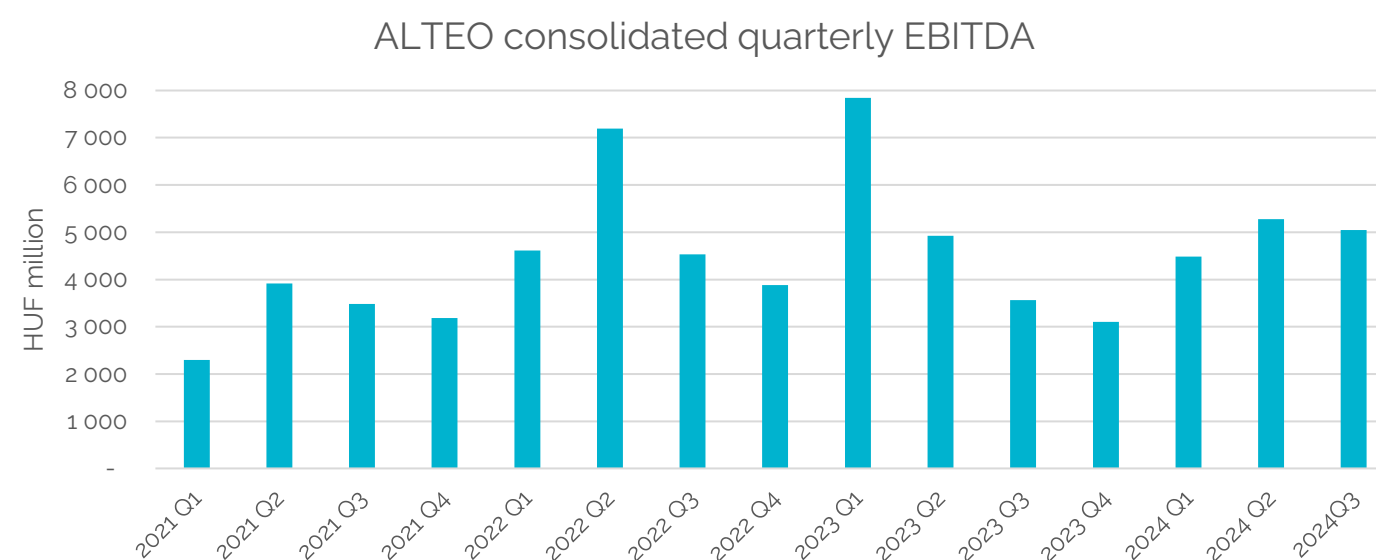
# 2024 Q3 NON-AUDITED FINANCIAL INCOME

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 2024 results, and have not been audited by an independent auditor. This presentation is for advance information purposes only.

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# KEY ECONOMIC EVENTS IN 2024

- In line with previous expectations, the energy market opportunities that started in 2022 and continued in 2023 were not sustained in the long term, and prices started to fall.
- Thanks to its structure, its strategy based on sustainability and renewable energy production, its diversified portfolio and its outstanding team of professionals, ALTEO was able to actively exploit arising opportunities. **ALTEO, taking into account its long-term strategy**, has seized the opportunities to stabilize its profitability at a higher level than before the energy price boom in 2022, despite the moderating energy market price environment. Accordingly, taking into account the energy prices in this period, ALTEO **achieved an outstanding result**, which is close to the result achieved in the 2023 comparative period.



- **CONSOLIDATED EBITDA WAS HUF 14.8 billion**, only 9% below the 2023 value realized in a significantly higher and more favorable energy market environment, due to, among other things, two consecutive quarters with EBITDA in excess of HUF 5 billion.
- **CONSOLIDATED NET PROFIT WAS HUF 8.6 BILLION**, down HUF 2.7 billion from the first nine months of 2023, mainly due to operating items.

- ALTEO intends to continue to exploit as many of the opportunities offered by the market as possible in the period ahead. ALTEO's management considers the results of the major segments and business lines to be successful, highlighting the growth of the waste management business.
- ALTEO continues the active **INVESTMENT ACTIVITY** announced in its strategy. In 2024, the investment projects started in 2023 will be delivered: the gas engine installation project in Sopron, the solar power plant in the Tereske region, a gas engine in Győr and a battery energy storage project have all been completed.
- One of the significant achievements in 2024 was that ALTEO has been awarded a HUF 9.4 billion in state grant for an energy storage development project of around HUF 28 billion in the RRF tender, which will be the largest greenfield investment in ALTEO's history.
- In addition to the above, ALTEO is continuously exploring energy and waste management investment opportunities in Hungary and the region, and continues to identify opportunities for strategic cooperation between MOL Nyrt. and ALTEO.

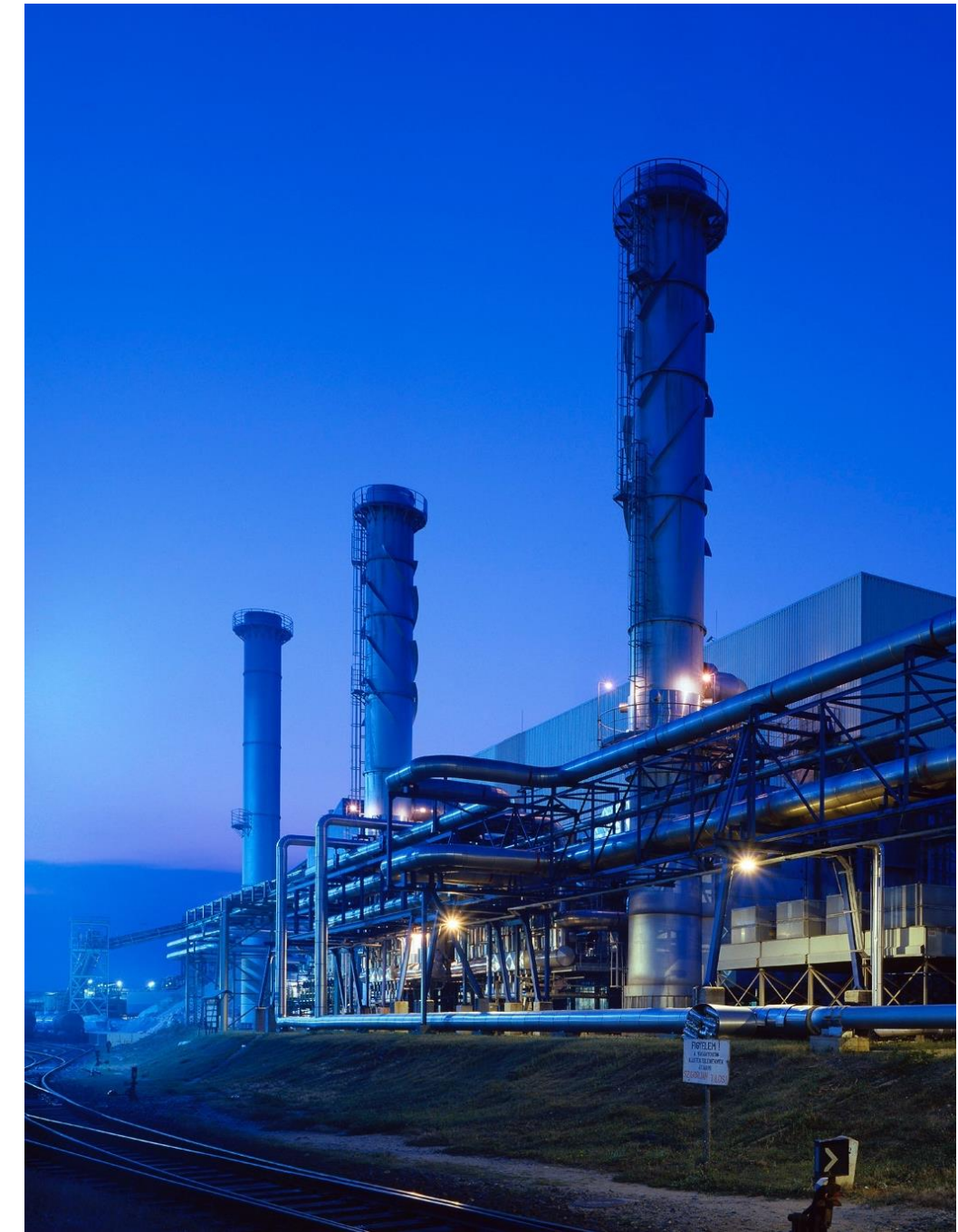
# KEY EVENTS IN 2024

- As of January 10, 2024, **LÁSZLÓ HEGEDŰS JOINED ALTEO'S MANAGEMENT AS DEPUTY CEO FOR STRATEGIC HR AND COMMUNICATIONS**. Mr. Hegedűs has more than 20 years of professional experience, including as HR Director at the Central European University and as International HR Manager at BlackRock's Service Centre.
- January 18, 2024 — FE-GROUP INVEST Zrt. has won a **HUF 300 MILLION GRANT** in the call for applications announced by the Energy Strategy Institute, which it will use to ensure technological support in the transitioning of waste from products subject to product charges collected in the deposit refund system - introduced from January 2024 - to the circular economy. This enables the ALTEO subsidiary to implement an investment project that will allow it to appropriately sort and treat more than 15 thousand tons of waste collected in the deposit refund system per year.
- On March 1, 2024, ALTEO Nyrt. - listed on the Prime Market of the Budapest Stock Exchange - was awarded the "Company with Long-term Share Price Increase" prize at the **BEST OF BSE 2023** awards ceremony.
- On 4/19/2024, the **GENERAL MEETING ADOPTED ALTEO'S 2023 ANNUAL REPORT AND INTEGRATED REPORT**.
- On April 19, 2024, the General Meeting adopted a decision on the payment of a **DIVIDEND OF HUF 4 BILLION GROSS** and an additional extraordinary dividend of HUF 4 billion gross (starting date of dividend payment: June 7, 2024; reporting date: May 31, 2024).
- On May 27, 2024, **ALTEO'S SUBSIDIARY AND MOL CONCLUDED A 10-YEAR LONG-TERM SERVICE CONTRACT** for the utilization of high inert natural gas. The service consists of the preparation for transport and the transport of the high inert natural gas extracted from the gas wells in Csombárd, as well as their unloading at the MOL site and delivery to the combustion equipment. ALTEO is implementing an investment of approximately HUF 820 million to fulfil the service.
- On May 28, 2024, Scope Ratings GmbH carried out the annual review of the credit rating of the bonds issued by ALTEO, as a result of which the rating remained unchanged, ALTEO as issuer and the bonds **REMAINED IN THE BBB- CATEGORY WITH A STABLE OUTLOOK**.



# KEY EVENTS IN 2024

- On June 24, 2024, the **GRANT CONTRACTS ANNOUNCED IN THE RRF TENDER WERE SIGNED**, and on October 17, 2024, **THE ENERGY STORAGE PROJECT - IMPLEMENTED UNDER THESE CONTRACTS - WITH AN INSTALLED CAPACITY OF ALMOST 70MW ENTERED THE IMPLEMENTATION PHASE**. Several ALTEO were awarded **GRANTS TOTALING HUF 9.4 BILLION** for a total **INVESTMENT OF NEARLY HUF 28 BILLION**. The investment projects are the largest greenfield projects in ALTEO's history. ALTEO has committed to operating the storage facilities involved in the grant for at least 10 years, for which the tender provides **FIXED REVENUE-BASED COMPENSATION BASED ON STORAGE FACILITY PERFORMANCE FOR 10 YEARS**. Under the tender, the operation of the storage facilities must commence by April 30, 2026 at the latest.
- On June 26, 2026, ALTEO continued its previous practice and - as an incentive to employee groups - after the expiry of the 2024 Remuneration Policy this year, adopted the 2026 ESOP General Remuneration Policy, which provides benefits to a wider range of employees if the remuneration targets are met, as well as the 2026 Senior Management Remuneration Policy, which is intended to provide incentives to the CEO and Deputy CEOs.
- On August 8, 2024, ALTEO's largest solar power plant, with a capacity of 20 MW, **STARTED OPERATIONAL PRODUCTION** in the Tereske region.
- September 26, 2024 — **ALTEO NYRT. HAS BEEN AWARDED SILVER RATING** in one of the world's most trusted sustainability schemes. EcoVadis is an independent assessment platform that evaluates the performance of companies and suppliers based on environmental, social and governance criteria. It currently assesses more than 130,000 companies in every country in the world. ALTEO's silver rating also means that it is rated as one of the top 15% of the companies assessed.
- October 4, 2024 — ALTEO's new 8MW/16MWh battery electricity storage facility in Győr has started operations, and will significantly contribute to the utilization of weather-dependent renewable energy sources.

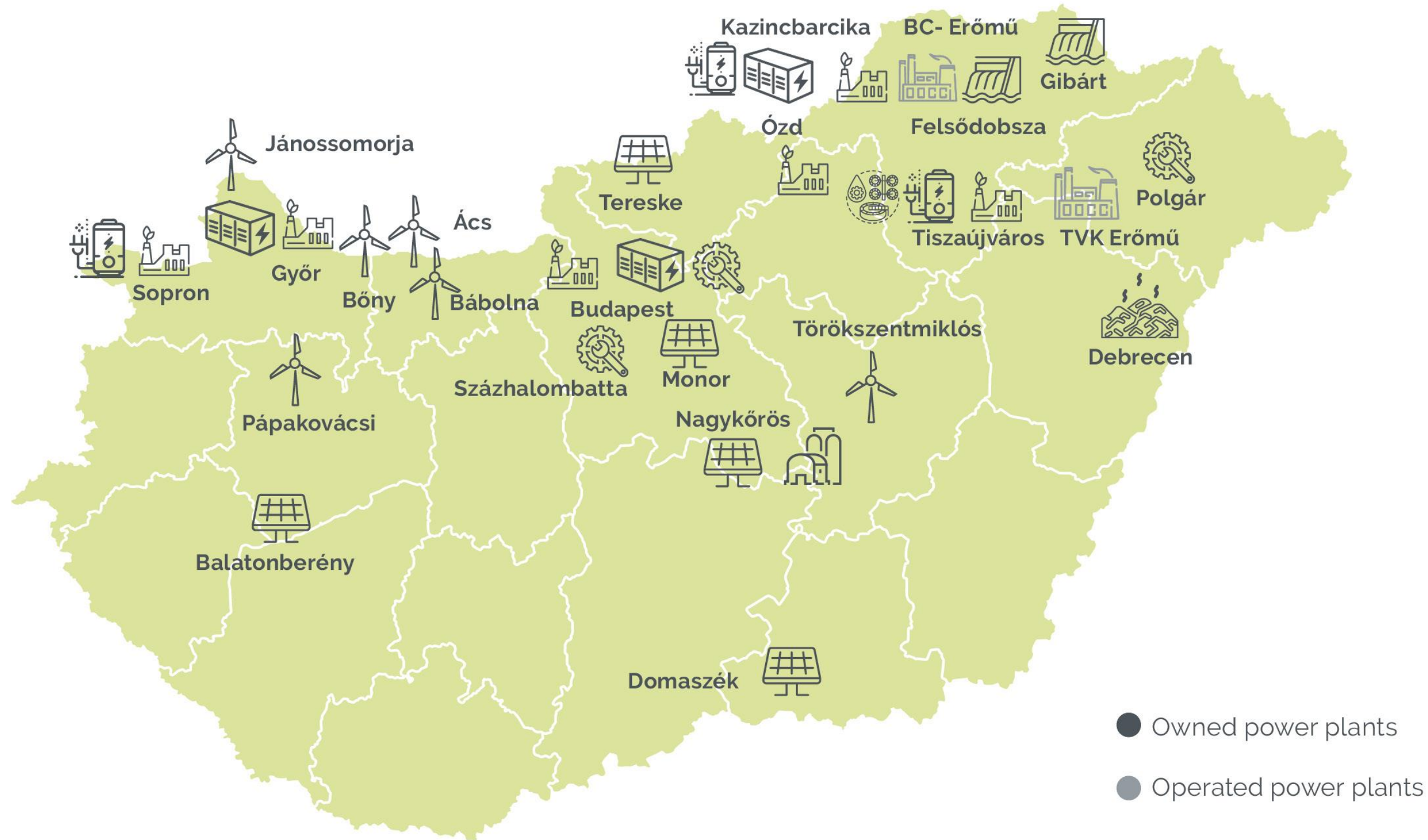


# KEY EVENTS IN 2024

- On October 18, 2024, **ALTEO SIGNED BUSINESS QUOTA PURCHASE CONTRACTS FOR THE ACQUISITION OF 100% OF THE BUSINESS QUOTAS IN MOV-R.** Upon full satisfaction of the closing conditions, which ALTEO expects to occur within 45 days of the execution of the above contracts, ALTEO becomes the holder of the business quotas. Mov-R currently operates 12 wind turbine towers with a total capacity of 24MW and with individual capacities of 2MW, in the settlements of Levél and Mosonszolnok. **WITH THE CLOSING OF THE TRANSACTION, ALTEO'S CAPACITY IN THE HUNGARIAN WIND TURBINE MARKET REACHES 71.5 MW**, bringing ALTEO's total renewables-based electricity generation capacity to over 110MW.
- On October 31, 2024, ALTEO exercised its call option to acquire the **24.9% STAKE OF THE BLUE PLANET FOUNDATION** in FE-GROUP Invest Zrt.



# ALTEO GROUP PORTFOLIO



# ALTEO GROUP PORTFOLIO



## RENEWABLE ENERGY PRODUCTION

ALTEO Group has significant competences, among others, in exploiting renewable energy sources.

### WIND TURBINES

- Ács – 2MW
- Bábolna – 15MW
- Bőny – 25MW
- Jánossomorja – 2MW
- Pápakovácsi – 2MW
- Törökszentmiklós – 1.5MW

### RENEWABLE GAS

- Debrecen – landfill gas – 1.1MW
- Nagykőrös – biogas – 2MW

### HYDROPOWER PLANTS

- Felsődobsza – 0.9MW
- Gibárt – 1MW

### SOLAR POWER PLANTS

- Domaszék – 2MW
- Monor – 4MW
- Balatonberény – 6.2MW
- Nagykőrös – 7MW
- Tereske – 20MW



## INDUSTRIAL AND COMMERCIAL SERVICES

ALTEO Group facilitates the efficient energy management of its consumers through the services provided to industrial facilities.

### BORSODCHEM

- BC Power Plant – operation – 47MW<sub>e</sub> / 296MW<sub>th</sub>
- BC Power – operation – 50MW<sub>e</sub> / 123MW<sub>th</sub>

### MOL Petrolkémia

- TVK Power Plant – operation – 36MW<sub>e</sub> / 297MW<sub>th</sub>
- Tisza-WTP – treated water service

### Heineken Soproni Sörgyár

- heat supply

### MAINTENANCE SITE

- Százhalombatta
- Polgár
- Füredi út



## GAS ENGINE AND HEATING POWER PLANTS, ENERGY STORAGE FACILITIES

ALTEO Group operates high-efficiency, combined heat and electricity (cogeneration) plants, and energy storage facilities.

### HEATING POWER PLANTS

- Ózd Power Plant – 4.9MW<sub>e</sub> / 4.9MW<sub>th</sub>
- Tiszaújváros Heating Power Plant – 9.4MW<sub>e</sub> / 45.8MW<sub>th</sub>
- Kazincbarcika Heating Power Plant – 9.3MW<sub>e</sub> / 54.3MW<sub>th</sub>
- Füredi út Gas Engine Block Power Plant – 18.6MW<sub>e</sub> / 16.5MW<sub>th</sub>
- Győr Power Plant – 18MW<sub>e</sub> / 24MW<sub>th</sub>
- Sopron Power Plant – 9.2MW<sub>e</sub> / 37.7MW<sub>th</sub>

### ELECTRICITY STORAGE FACILITIES

- Füredi út Storage Facility – 6MW<sub>e</sub>
- Kazincbarcika Storage Facility – 5MW<sub>e</sub>
- Győr Storage Facility – 8MW<sub>e</sub> – since 10/4/2024

### ELECTRICAL BOILERS

- Tiszaújváros Heating Power Plant – 6MW<sub>th</sub>
- Kazincbarcika Heating Power Plant – 6MW<sub>th</sub>
- Sopron Power Plant – 5.1MW<sub>th</sub>



# CONSOLIDATED STATEMENT OF PROFIT OR LOSS (IFRS)

Consolidated Statement of Profit or Loss				
	9/30/2024	9/30/2023	Change	Change
<i>data in HUF million</i>	non-audited	non-audited	HUF million compared to the previous year	% compared to the previous year **
<b>Sales revenues</b>	<b>74 787</b>	<b>76 850</b>	<b>(2 064)</b>	<b>(3%)</b>
Material expenses	(47 839)	(49 255)	1 417	3%
Personnel expenses	(7 615)	(5 763)	(1 852)	(32%)
Depreciation and amortization	(3 536)	(3 134)	(402)	(13%)
Other revenues, expenses, net	(5 073)	(5 975)	902	15%
Capitalized own production	551	471	80	17%
<b>Operating profit or loss</b>	<b>11 275</b>	<b>13 195</b>	<b>(1 920)</b>	<b>(15%)</b>
Net financial income	(373)	763	(1 136)	(149%)
<b>Profit or loss before taxes</b>	<b>10 902</b>	<b>13 959</b>	<b>(3 056)</b>	<b>(22%)</b>
Income tax expenses	(2 343)	(2 661)	319	12%
<b>Net profit or loss</b>	<b>8 560</b>	<b>11 297</b>	<b>(2 738)</b>	<b>(24%)</b>
<i>Of which the owners of the Parent Company are entitled to:</i>	<i>8 350</i>	<i>11 367</i>	<i>(3 017)</i>	<i>(27%)</i>
<i>Of which the minority interest is entitled to:</i>	<i>210</i>	<i>(69)</i>	<i>279</i>	<i>403%</i>
<b>Base EPS (HUF/share)</b>	<b>420,59</b>	<b>572,67</b>	<b>(152,08)</b>	<b>(27%)</b>
<b>Diluted EPS (HUF/share)</b>	<b>418,91</b>	<b>570,29</b>	<b>(151,38)</b>	<b>(27%)</b>
<b>EBITDA*</b>	<b>14 811</b>	<b>16 329</b>	<b>(1 518)</b>	<b>(9%)</b>

## Consolidated Comprehensive Statement of Profit or Loss

<b>Net profit or loss</b>	<b>8 560</b>	<b>11 297</b>	<b>(2 738)</b>	<b>(24%)</b>
Other comprehensive income	<b>1 938</b>	<b>(2 176)</b>	<b>4 114</b>	<b>189%</b>
Other comprehensive income (after income tax)				
<b>Comprehensive income</b>	<b>10 498</b>	<b>9 121</b>	<b>1 377</b>	<b>15%</b>
<i>Of which the owners of the Parent Company are entitled to:</i>	<i>10 288</i>	<i>9 190</i>	<i>1 097</i>	<i>12%</i>
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EBITDA was down by HUF 1,518 million year-on-year, with sales revenue dropping by HUF 2,064 million.

### Most important changes in operating profit and loss items:

- **SALES REVENUE:** The decrease is mainly due to the significantly lower energy market price environment in the Heat and Electricity Production segment. The decline was somewhat offset by higher revenues in the Retail segment due to a larger electricity portfolio and higher wind turbine revenues due to exceptionally windy weather in Q1.
- **MATERIAL EXPENSES:** Falling energy market prices are also making their impact felt here, in parallel with sales revenue. Expenses were boosted by the significant portfolio expansion in the retail segment in proportion to revenue.
- **PERSONNEL EXPENSES:** Growth is mainly driven by the increase in headcount needed for growth, the labor market situation and long-term incentive programs, especially their share-price linked payouts.
- **DEPRECIATION:** Depreciation exceeds the 2023 level, in line with the larger asset portfolio.
- **OTHER REVENUES, EXPENSES:** The increase in other income was due to the improvement in the scheduling accuracy of Renewable Production Management and the lower scheduling surcharge on account of the introduction of the balancing price cap by MAVIR in December, moderated by a higher level of take-or-pay penalties at the consolidated level.

\*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.

# CONSOLIDATED STATEMENT OF PROFIT OR LOSS (IFRS)

Consolidated Statement of Profit or Loss				
	9/30/2024	9/30/2023	Change HUF million compared to the previous year	Change % compared to the previous year **
<i>data in HUF million</i>	non-audited	non-audited		
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<b>Consolidated Comprehensive Statement of Profit or Loss</b>				
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- **FINANCIAL INCOME:** A lower interest rate environment compared to last year resulted in lower interest income, offset in part by higher profit on foreign exchange differences and lower interest paid.
- **INCOME TAXES:** Lower profit before taxes compared to last year is responsible for the drop in income taxes.
- **NET PROFIT** dropped by 24% compared to the base period, as a result of the above operational impacts.
- **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.

*\*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.*

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION (IFRS)

Assets and receivables	data in HUF million			
	9/30/2024 non-audited	12/31/2023 audited	Change HUF million compared to the previous year	Change % compared to the previous year
<b>Non-current assets</b>	<b>49 655</b>	<b>43 573</b>	<b>6 082</b>	<b>14%</b>
<b>Current assets</b>	<b>37 101</b>	<b>48 405</b>	<b>(11 304)</b>	<b>(23%)</b>
of which effect of Other comprehensive income	421	877	(456)	(52%)
of which cash and cash equivalents	13 131	24 345	(11 214)	(46%)
of which Inventories	1 299	990	309	31%
of which Trade receivables and accruals	13 810	15 560	(1 749)	(11%)
of which Other current assets	8 440	6 633	1 806	27%
<b>TOTAL ASSETS</b>	<b>86 755</b>	<b>91 978</b>	<b>(5 222)</b>	<b>(6%)</b>

Equity and liabilities	data in HUF million			
	9/30/2024 non-audited	12/31/2023 audited	Change HUF million compared to the previous year	Change % compared to the previous year
<b>Equity</b>	<b>36 583</b>	<b>33 854</b>	<b>2 729</b>	<b>8%</b>
of which effect of Other comprehensive income	(451)	(2 389)	1 938	81%
<b>Long-term liabilities</b>	<b>28 060</b>	<b>28 653</b>	<b>(593)</b>	<b>(2%)</b>
of which effect of Other comprehensive income	871	-	871	0%
of which credit, loans, bonds, leasing	23 768	24 398	(630)	(3%)
of which Other long-term liability	3 421	4 255	(834)	(20%)
<b>Short-term liabilities</b>	<b>22 112</b>	<b>29 470</b>	<b>(7 358)</b>	<b>(25%)</b>
of which effect of Other comprehensive income	-	3 266	(3 266)	(100%)
of which credit, loans, bonds, leasing	1 904	2 234	(331)	(15%)
of which Trade payables and accruals	13 272	16 101	(2 829)	(18%)
of which Other short-term liability	6 936	7 869	(933)	(12%)
<b>TOTAL EQUITY and LIABILITIES</b>	<b>86 755</b>	<b>91 978</b>	<b>(5 222)</b>	<b>(6%)</b>

- **INVESTMENTS, CAPITAL EXPENDITURES** During the period, a solar power plant with an installed capacity of 20MW was commissioned in the Tereske area, and other capacity expansion and efficiency-increasing projects with significant investment needs are also underway.
- **CURRENT ASSETS** Available liquid assets have been significantly reduced due to the dividend payment in June 2024 and increased capital expenditures. The growth in other current assets is due to an increase in CO<sub>2</sub> and EEOS stocks, as well as advances paid for investments, and deposits. The decrease in the portfolio of trade payables and accruals is mainly due to falling energy market prices and seasonality. The portfolio of trade receivables did not decrease to the same extent, as the portfolio expansion in the Retail segment and the difference in the monthly revenue structure of the Heat and Electricity Production and Management segment compensated for it. The decrease in other short-term liabilities can be traced back to the lower income tax payable primarily as a result of the settlement of the tax liability arising from the year-end release of the previous development reserve.
- In addition to loan repayments set out in contracts, the portfolio of **LONG-TERM LIABILITIES, SHORT-TERM LOANS** decreased with the prepayment of the HUF 0.4 billion loan from FE-GROUP INVEST Zrt., and increased by the leasing value of newly leased office space.

# HEAT AND ELECTRICITY PRODUCTION AND MANAGEMENT

Heat and electricity production and management				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>44 404</b>	<b>60 391</b>	<b>(15 987)</b>	<b>(26%)</b>
Capitalized own production	206	268	(62)	(23%)
Material expenses	(27 262)	(40 409)	13 147	(33%)
Personnel expenses	(1 660)	(1 254)	(406)	32%
Other revenues and Other expenses	(4 414)	(6 262)	1 848	(30%)
<b>EBITDA*</b>	<b>11 275</b>	<b>12 735</b>	<b>(1 460)</b>	<b>(11%)</b>
Allocated administrative expenses	(842)	(648)	(195)	30%
<b>EBITDA II*</b>	<b>10 432</b>	<b>12 087</b>	<b>(1 655)</b>	<b>(14%)</b>

\*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).

- Following the high electricity prices in 2023, a significant drop can be observed in 2024. The change in energy prices had a negative impact on prices in the market for ancillary services in H1, which negatively impacted the segment's EBITDA. In Q3, the outstanding regulatory market price environment significantly mitigated the decline in profits seen in H1. In the balancing energy market, MAVIR introduced a dynamic activation price limit in December 2023, which had a positive impact on the balancing surcharge of the Renewable Production Management sub-segment.
- The segment's **SALES REVENUE** decreased by 26% (HUF 16 billion) compared to the outstanding 2023 period, which followed the changes in world market prices and as a result adapted to the dynamics of the market environment.
- The 33% (HUF 13.1 billion) change in **MATERIAL EXPENSES** was mainly due to decreasing energy prices, in line with the decline in Sales Revenue.
- The decline in **OTHER EXPENSES** was due to a reduction in penalties related to gas contracts, a different capacity tax due to the sales mix, as well as the improvement in the scheduling accuracy of Renewable Production Management and a more favorable surcharge rate.
- As a result of these factors, **EBITDA II DROPPED BY HUF 1.655 BILLION (-14%)**.

# RENEWABLES-BASED ENERGY PRODUCTION

Renewables-based energy production				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>5 029</b>	<b>3 857</b>	<b>1 172</b>	<b>30%</b>
Capitalized own production	0	-	0	n.a.
Material expenses	(1 441)	(1 233)	(208)	17%
Personnel expenses	(354)	(249)	(105)	42%
Other revenues and Other expenses	25	(15)	40	(267%)
<b>EBITDA*</b>	<b>3 259</b>	<b>2 360</b>	<b>899</b>	<b>38%</b>
Allocated administrative expenses	(243)	(186)	(57)	30%
<b>EBITDA II*</b>	<b>3 016</b>	<b>2 173</b>	<b>843</b>	<b>39%</b>

*\*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 INCREASED BY HUF 843 MILLION (39%)**, of which the **increase in sales revenue was HUF 1,172 million**.
- The rise in revenues is the combined result of several factors. The main difference is that as of June 2023, Energigas Kft. was included in ALTEO's scope of consolidation, therefore no sales revenue or expenses are recognized for Energigas Kft. in the segment for M1-M5 of 2023. The higher level of sales revenue was helped by the unusually rainy and windy weather in H1. The 20MW capacity solar power plant of EDELYN SOLAR Kft., acquired last July, started production in August 2024. The capacity of ALTEO's power plant portfolio utilizing renewable sources of energy thus now exceeds 90 MW. The level of sales revenue realized this year by the solar power plants included in the KÁT balancing group was boosted by the inflation-tracking increase in KÁT prices.
- In addition to inflationary effects, the increase in **MATERIAL AND PERSONNEL EXPENSES** is mainly due to the significant operating and raw material costs of the biogas plant in Nagykőrös, compared to the existing renewable power plants in the portfolio.

# ENERGY SERVICES

Energy services				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>3 603</b>	<b>3 342</b>	<b>260</b>	<b>8%</b>
Capitalized own production	331	203	128	63%
Material expenses	(1 406)	(1 379)	(27)	2%
Personnel expenses	(2 114)	(1 491)	(623)	42%
Other revenues and Other expenses	(10)	94	(104)	(110%)
<b>EBITDA*</b>	<b>404</b>	<b>770</b>	<b>(366)</b>	<b>(48%)</b>
Allocated administrative expenses	(957)	(759)	(198)	26%
<b>EBITDA II*</b>	<b>(553)</b>	<b>11</b>	<b>(564)</b>	<b>(5 202%)</b>

*\*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 Energy Services segment realized EBITDA I of HUF 404 million.

- The **Business and Project Development division** provided **project management services** to external partners with near-similar margins year-on-year, but at higher cost level. In H1 of this year, ALTEO focused on the expansion of its own production capacity which, after implementation, will be reflected in the Renewables-Based Energy Production and Heat and Electricity Production and Management segments.
- The profit realized by the segment from **operation and maintenance services for third parties (MOL, Borsodchem, Budapest Power Plant, Főtáv, Siemens, Uniper)** was lower than in the comparative period, in part due to the 2023 reversal of an impairment on a successful agreement, and in part the rise in headcount required to increase the volume of maintenance and engineering services provided to third parties.
- The **strategic cooperation with MOL, which started last year** continues in 2024, exploring opportunities for cooperation in implementation, maintenance and operation. In the interest of successful cooperation, ALTEO's specialist staff workforce was upgraded, which resulted in a higher cost level for the segment compared to the previous year.
- The E-MOBILITY business, as expected, has no significant profit-generation capacity at present.

# WASTE MANAGEMENT

Waste management				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>3 563</b>	<b>3 103</b>	<b>460</b>	<b>15%</b>
Capitalized own production	-	-	-	n.a.
Material expenses	(1 519)	(2 241)	723	(32%)
Personnel expenses	(764)	(634)	(131)	21%
Other revenues and Other expenses	32	85	(52)	(62%)
<b>EBITDA*</b>	<b>1 312</b>	<b>313</b>	<b>999</b>	<b>320%</b>
Allocated administrative expenses	(281)	(219)	(62)	29%
<b>EBITDA II*</b>	<b>1 031</b>	<b>94</b>	<b>937</b>	<b>995%</b>

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- **MOHU MOL Hulladékgazdálkodási Zrt.** has won the waste management concession tender announced by the Hungarian State, meaning that after 07/01/2023, as Concession Company, it will collect and handle municipal solid waste in Hungarian settlements for 35 years. FE-GROUP INVEST Zrt. participates in the process as a subcontractor of MOHU, with a two-year contract (with an option to extend for two additional years) signed on 06/29/2023.
- The introduction of the concession also defined the activities of market operators in 2023 H1, characterized on the one hand by preparations for radically changing concession operations, and on the other hand, by a low-key operation due to the uncertainty surrounding the establishment of the concession regulatory environment, which also impacted the Company's results. The concession scheme, which started in 2023 Q3, was slow to take off in the first months.
- The changing market environment transformed the Company's activities. As of 2023 H2, the Company has been actively involved in the collection and processing of waste under the concession, and has introduced various technical developments and economization measures to increase efficiency.
- As a result of the above, **sales revenue increased by HUF 460 million (15%)** compared to the base period. The **HUF 723 million (32%) decrease in material expenses** was also caused by the transformation triggered by the concession. Within the framework of the concession, MOHU remains the owner of the waste, FE-GROUP INVEST Zrt. only provides services as a subcontractor, thus the purchase value of the goods sold in connection with the sale of waste has dropped.
- Overall, the segment's **EBITDA I was + HUF 999 million** compared to the base period.



# RETAIL ENERGY TRADE

Retail energy trade				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>26 520</b>	<b>13 191</b>	<b>13 329</b>	<b>101%</b>
Capitalized own production	-	-	-	n.a.
Material expenses	(23 142)	(10 018)	(13 124)	131%
Personnel expenses	(134)	(158)	24	(15%)
Other revenues and Other expenses	(289)	168	(457)	(273%)
<b>EBITDA*</b>	<b>2 955</b>	<b>3 183</b>	<b>(227)</b>	<b>(7%)</b>
Allocated administrative expenses	(138)	(102)	(36)	36%
<b>EBITDA II*</b>	<b>2 817</b>	<b>3 081</b>	<b>(264)</b>	<b>(9%)</b>

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- The segment's higher **SALES REVENUE AND MATERIAL EXPENSES** compared to the same period of last year were driven by a strong increase in the electricity portfolio (+226 GWh, +154%), driven by the business line's outstanding sales activity. Compared to the first three quarters of 2023, risks and uncertainty have been reduced, which has also generated a reduction in the available specific margins.
- The difference in Other revenues and Other expenses is due to a one-off effect in 2023, arising from EEOS (Energy Efficiency Obligation Scheme) quotas acquired at prices lower than end-of-2022 expectations, and the take-or-pay penalties of lower-than-planned gas consumption.
- The segment's EBITDA decline is due to lower margins in the face of lower energy prices and increased competition, but 2024 is still characterized by a significant **PORTFOLIO INCREASE**.
- **THE COVERAGE OF ELECTRICITY TRADE SHOWS A HUF 232 MILLION INCREASE** year-on-year. The positive effect is a consequence of the outstanding portfolio growth achieved in a declining price environment and against increasing competition.
- The **GAS TRADE BUSINESS** realized HUF 403 million less margin compared to M1-M9 of the previous year, despite 15% higher volumes, mainly due to under-consumption penalties paid as a result of milder than expected weather and the pricing out of reduced risks and uncertainties.



# OTHER ACTIVITIES NOT ASSIGNED TO SEGMENTS

Other segments				
	9/30/2024	9/30/2023	Change HUF million	Change %
<i>data in HUF million</i>	non-audited	non-audited	compared to the previous year	compared to the previous year
<b>Sales revenue</b>	<b>0</b>	<b>5</b>	<b>(5)</b>	<b>(96%)</b>
Capitalized own production	-	-	-	n.a.
Material expenses	(611)	(354)	(257)	73%
Personnel expenses	(912)	(735)	(177)	24%
Other revenues and Other expenses	(410)	(33)	(377)	1 140%
<b>EBITDA*</b>	<b>(1 933)</b>	<b>(1 117)</b>	<b>(815)</b>	<b>73%</b>

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- The segment shows costs primarily related to strategic growth and stock exchange presence that are not linked to specific segments, but rather the future growth of the Group as a whole, and as such are not part of distributed administrative expenses.
- Relative to the comparative period, the increase in costs is mainly due to a significant rise in advisory fees related to active investment activities, an increase in the general cost level due to inflation, long-term employee incentive schemes and an increase in other costs in line with the growth of the Company.

# ESG data



Amount of waste sent for direct recovery and pre-treatment (tons)		
2023 Q3	2024 Q3	change
19,141	26,486	+38.37 %

Electricity	Installed capacity (MW) as at 9/30/2024	Electricity produced (MWh)		
		2023 Q3	2024 Q3	change
Non-renewable	65.84	114,520	116,549	+1.77%
Renewable	91.64	109,211	128,108	+17.30%

Heat energy	Installed capacity (MW) as at 9/30/2024	Heat energy produced (GJ)		
		2023 Q3	2024 Q3	Change
Non-renewable	188.37	871,142	784,022	-10.00%

Type of accident	Energy production		change	Waste management		change
	Until 2023 Q3	Until 2024 Q3		Until 2023 Q3	Until 2024 Q3	
work accidents resulting in no working days lost	2	3	50%	9	7	-22%
work accidents resulting in working days lost* (exceeding 3 days)	1	0	-100%	9	6	-33%
grave, fatal work accident	0	0	-	0	0	-



number of volunteer working hours (hours)		
Until 2023 Q3	Until 2024 Q3	change
256	320	+25%

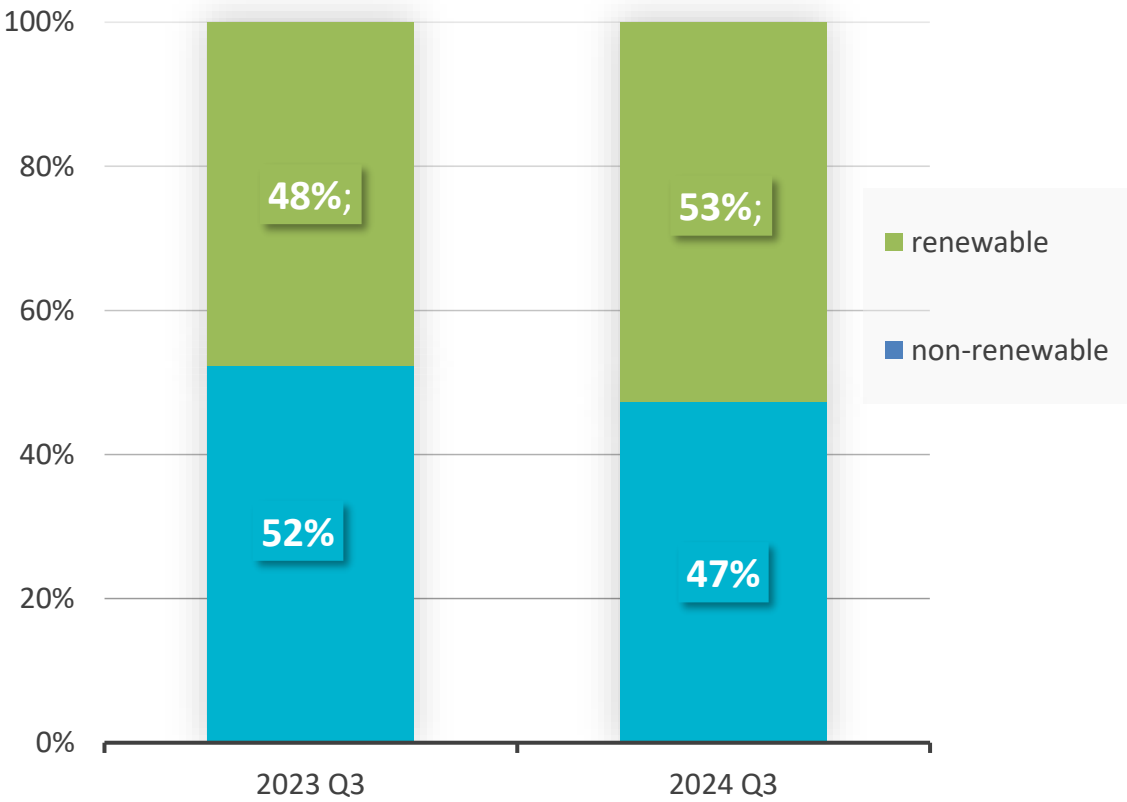


number of internal audits		
Until 2023 Q3	Until 2024 Q3	change
24	31	+29%

On September 26, we reached the one-year accident-free milestone.

In August, we were awarded a silver rating by the EcoVadis independent certification scheme

Distribution of electricity generated by ALTEO-owned power plants



- We launched the ALTEO Ethical Company Award
- The Nomination Committee was set up and we issued a directive for transactions with Related Parties
- CAPEX expenditure



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