

# MOL Plc. 2000 THIRD QUARTER AND NINE MONTHS PRELIMINARY RESULTS

## POSITIVE IMPROVEMENTS IN NON REGULATED BUSINESSES OFFSET AS EXPECTED BY DETERIORATION IN REGULATED GAS BUSINESS

MOL Hungarian Oil and Gas plc. (MOLB.BU, MOLBq.L, MOL HB, MOL LI), today announced its 2000 first nine months and third quarter results. This report contains consolidated financial statements for the period ended 30 September 2000 for MOL Hungarian Oil and Gas Plc. as prepared by management in accordance with International Accounting Standards (IAS).

### Financial highlights

MOL Group financial Results (IAS)	Q3 1999		Q3 2000		00/99 ch. %		Q1-3 1999		Q1-3 2000		00/99 ch. %	
	HUF bn	USD m <sup>1</sup>	HUF bn	USD m <sup>1</sup>	HUF	USD	HUF bn	USD m <sup>1</sup>	HUF bn	USD m <sup>1</sup>	HUF	USD
Net sales revenues	174.7	723.7	249.8	865.6	43	20	487.4	2,079.4	722.9	2,625.9	48	26
EBITDA	39.9	165.3	11.8	40.9	(70)	(75)	98.2	418.9	88.6	321.8	(10)	(23)
<b>Operating profit/(loss)</b>	<b>27.7</b>	<b>114.7</b>	<b>(3.0)</b>	<b>(10.4)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>63.0</b>	<b>268.8</b>	<b>46.1</b>	<b>167.5</b>	<b>(27)</b>	<b>(38)</b>
Net financial expenses	3.9	16.2	12.2	42.3	213	161	15.9	67.8	25.0	90.8	57	34
<b>Net income before special items<sup>(2)</sup></b>	<b>23.2</b>	<b>96.1</b>	<b>(8.2)</b>	<b>(28.4)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>45.6</b>	<b>194.5</b>	<b>20.8</b>	<b>75.6</b>	<b>(54)</b>	<b>(61)</b>
Net income/(loss)	20.9	86.6	(12.2)	(42.3)	n.a.	n.a.	38.4	163.8	23.1	83.9	(40)	(49)
<b>Operating cashflow</b>	<b>13.6</b>	<b>56.3</b>	<b>(19.7)</b>	<b>(68.3)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>101.8</b>	<b>434.3</b>	<b>50.4</b>	<b>183.1</b>	<b>(50)</b>	<b>(58)</b>

<sup>(1)</sup> In converting HUF financial data into US Dollars, the following average NBH middle rates were used: for the third quarter of 1999: 241.4 HUF/USD, for the first nine months of 1999: 234.4 HUF/USD, for the third quarter of 2000: 288.6 HUF/USD, for the first nine months of 2000: 275.3 HUF/USD. <sup>(2)</sup> Net income before special items (net income adjusted for post-tax effect of special items): see detailed description in Appendix VI.

**MOL Group reported a loss of HUF 12.2 bn in the third quarter of 2000 caused by the severe but anticipated loss in the natural gas business as MOL highlighted in the H1 2000 results. The net overall performance was driven positively by the results achieved in the non-regulated businesses and a reduction in controllable costs.**

- **Net income before special items** declined by 54% to HUF 20.8 bn in Q1-3 2000 and third quarter of 2000 shows a HUF 8.2 bn loss. **Reported net income** was HUF 23.1 bn in the first nine months of 2000, benefiting from a HUF 2.9 bn profit effect on the disposal of our Tunisian project and a HUF 2.9 bn release of Yugoslavian provisions but reduced by HUF 3.6 bn due to the gas eruption at Pustaszőlös.
- **EBITDA** reached HUF 88.6 bn showing a 10% decline. EBITDA margin was 12% in Q1-3 2000. **The EBITDA margin of the non-regulated businesses reached an impressive 29%** in the first nine months of 2000. (24% in Q1-3 1999)
- **Operating cashflow** was HUF 50.4 bn, representing a decline of 50%, reflecting the negative impact of higher oil prices on working capital requirements – operating cash flow **before movements in working capital increased by 26%**.
- **Controllable costs** (operating expenses less depreciation, oil and gas purchases and taxes and fees), excluding costs relating to the resolution of Pustaszőlös gas eruption **declined by 26 m USD or 6% in Q1-3 2000** compared to Q1-3 1999.
- **Capital expenditures** and investments were HUF 70.6 bn **representing a 19% reduction** over Q1-3 1999. Net debt at period-end was HUF 215.8 bn, giving a net debt to net debt plus equity ratio of 36% at that date.
- **At HUF 62.0 bn Exploration and Production almost tripled its contribution to operating profit driven by a combination of high world market prices and cost reduction measures.**
- **Gas and Power** incurred an operating loss of HUF 80.9 bn in Q1-3 2000 in contrast to a HUF 11.9 bn profit in Q1-3 1999. In the third quarter, the loss of the G&P segment increased to HUF 43.3 bn.
- **Refining and Marketing contributed HUF 78.6 bn, a twofold increase, supported by the favourable international market environment, the refinery efficiency improvement programme as well as strong performance from retail shop sales, chemical and LPG products**

Mr György Mosonyi, Chief Executive Officer of MOL commented: "We continued our expansion in key areas;

- Regarding our Slovnaft partnership, relevant anti-monopoly offices approved the transaction. Having satisfied these two important preconditions we subscribed new shares and delegated 4 members to Slovnaft's Board in November. This was a crucial step in the implementation of the partnership, which will provide MOL with a 36.2% stake in Slovnaft. The closing of this transaction is expected in December this year.

- In order to secure the future benefits of increased integration between refining and petrochemical businesses, we became the largest shareholder of TVK, the major Hungarian petrochemical producer

- As part of the restructuring of our portfolio, we successfully sold our Tunisian and Egyptian interests,

- We curtailed controllable costs by USD 26 m compared to Q1-3 1999 even though we incurred one-off transformation costs aimed at improving the efficiency of the company;

- We reduced headcount by 2,486 or 12% in the last twelve months.

- Whilst we were able to deliver strong results in our non-regulated businesses i.e. in E&P and Downstream segments, our main concern is still the regulated natural gas business. Based on current exchange rate, import price and sales volume assumptions, the gas segment will suffer a loss in excess of HUF 100 bn loss for the calendar year 2000 broadly in line with our previous indications. Average import prices reached 31 HUF/cm in Q1-3 2000 (by the end of the period it reached 37 HUF/cm), which is 12 HUF/cm above the regulated average wholesale price in the first nine months of 2000."

"We believe that the current natural gas price increase is a very important signal indicating that the Hungarian Government aims to change its previous views on this question but further steps are also needed. Nevertheless, even though the gas price issue remains to be fully resolved, MOL continues to show results in both its strategy and its performance in the non-regulated businesses." - concluded Mr Zsolt Hernádi, Chairman of the Board of Directors.



## Segment performance

With effect from 1 January, 2000 MOL reports separately the financial performance of its Exploration and Production and Gas and Power segments. To facilitate comparison, previous periods were restated accordingly. The Gas and Power segment encompasses storage, transmission and marketing of gas. Under Exploration and Production we report the contribution of crude oil, natural gas, condensates and LPG exploration and production activity. LPG marketing contribution is reported under Refining and Marketing.

Exploration & Production <i>Segment IAS results</i>	Q3 1999		Q3 2000		00/99 ch. %		Q1-3 1999		Q1-3 2000		00/99 ch. %	
	HUF bn	USD m	HUF bn	USD m	HUF	USD	HUF bn	USD m	HUF bn	USD m	HUF	USD
EBITDA	15.0	62.1	24.4	84.5	63	36	32.3	137.8	75.5	274.2	134	99
<b>Operating profit</b>	<b>11.4</b>	<b>47.2</b>	<b>19.6</b>	<b>67.9</b>	<b>72</b>	<b>44</b>	<b>21.7</b>	<b>92.6</b>	<b>62.0</b>	<b>225.2</b>	<b>186</b>	<b>143</b>
Capital expenditures	5.7	23.6	4.0	13.9	(30)	(41)	21.2	90.4	13.5	49.0	(36)	(46)

Operating profits for the Exploration and Production segment reflected higher profits on crude oil, condensate and LPG production due to higher prices as well as reduced operating and domestic exploration costs. Crude oil production was 0.8 Mt, showing a 8% decline. Natural gas production was 1.4% lower as low calorific value gas production was reduced. Transfers to other segments are valued at market prices, but in respect of transfers of natural gas, the transfer price is limited to the regulated wholesale selling price, adjusted to exclude storage, transport and inventory holding fees, where this is lower, as was the case in Q1-3 2000. Capital expenditures of domestic E&P were significantly reduced as part of our overall CAPEX reduction. The divestiture programme of our international exploration portfolio accelerated as we sold our Tunisian and Egyptian interests. The preparation of our Siberian reserve acquisition project is running as scheduled. In Q3 we sold our Tunisian exploration project to Athanor for USD 15.5 million. We also sold our Egyptian project during the period. We expect to be able to record the result of the latter sale in the fourth quarter.

Gas & Power <i>Segment IAS results</i>	Q3 1999		Q3 2000		00/99 ch. %		Q1-3 1999		Q1-3 2000		00/99 ch. %	
	HUF bn	USD m	HUF bn	USD m	HUF	USD	HUF bn	USD m	HUF bn	USD m	HUF	USD
EBITDA	(1.6)	(6.6)	(41.0)	(142.1)	n.a.	n.a.	17.0	72.5	(74.5)	(270.6)	n.a.	n.a.
<b>Operating profit/(loss)</b>	<b>(3.3)</b>	<b>(13.7)</b>	<b>(43.3)</b>	<b>(150.0)</b>	<b>n.a.</b>	<b>n.a.</b>	<b>11.9</b>	<b>50.8</b>	<b>(80.9)</b>	<b>(293.9)</b>	<b>n.a.</b>	<b>n.a.</b>
Capital expenditures	4.9	20.3	4.1	14.2	(16)	(30)	10.4	44.4	10.2	37.1	(2)	(16)

Natural gas sales volumes were up 1%, reflecting higher sales to gas distributors and industrial consumers while power sector sales declined. Import sources of 6.0 bcm secured 76% of sales (unchanged compared to Q1-3 1999). Sales from domestic production were broadly unchanged and stood at 1.9 bcm in Q1-3 2000. In Q1-3 2000, 1.9 bcm of natural gas was sold from storage out of which 1.6 bcm (84%) was imported previously at lower prices, reducing import cost by HUF 15.3 bn. The profitability of the natural gas business was adversely affected by the 109% increase in import prices including the appreciation of the US dollar against the Euro. The Q3 2000 operating loss of HUF 43.3 bn includes the HUF 13.9 bn cost of writing down gas inventories to their net realisable value as required by both the Hungarian accounting law and IAS, with the effect that the expected future loss on sale of gas taken into storage is recognised already when the gas is purchased. Gas transit revenues were HUF 3.4 bn showing a 35% growth and transit volumes went up to 1.0 bcm in Q1-3 2000 (from 0.7 bcm in Q1-3 1999). MOL was able to release HUF 2.9 bn of provisions on Yugoslavian transit receivables in Q1-3 2000, reflecting payments received in the period. The effect of our decision to cut back capex in this segment in response to reduced cash flows is becoming visible and will be more pronounced in the next quarter as various projects that were commenced previously come to an end.

Refining and Marketing <i>Segment IAS results</i>	Q3 1999		Q3 2000		00/99 ch. %		Q1-3 1999		Q1-3 2000		00/99 ch. %	
	HUF bn	USD m	HUF bn	USD m	HUF	USD	HUF bn	USD m	HUF bn	USD m	HUF	USD
EBITDA	29.6	122.6	36.8	127.5	24	4	54.2	231.2	96.6	350.9	78	52
<b>Operating profit</b>	<b>24.1</b>	<b>99.8</b>	<b>30.6</b>	<b>106.0</b>	<b>27</b>	<b>6</b>	<b>38.5</b>	<b>164.2</b>	<b>78.6</b>	<b>285.5</b>	<b>104</b>	<b>74</b>
Capital expenditures	31.3	129.7	28.2	97.7	(10)	(25)	51.6	220.1	45.8	166.4	(11)	(24)

Profitability improvement was achieved due to strong refining efficiency gain in Q1-3 2000, improvements in the product slate and higher LPG sales and chemical feedstock sales profitability, as well as retail shop improvements. However, MOL did not realise the benefits of the peaks of international quoted fuel prices, mainly in the second and third quarters, since we took into account the limitations of overall domestic purchasing power. We sold 5.8 Mt of oil products in the first nine months out of which domestic sales were 4.2 Mt and exports reached 1.6 Mt. We kept our leading market positions due to successful sales efforts despite the fact that the domestic motor fuel market decreased by an estimated 2% (within this, overall demand for gasoline fell by 7.3% while demand for diesel increased by 2.2%). MOL average domestic motor fuel sales were broadly unchanged as a combined result of the fall in motor gasoline sales (down by 4%) and an increase in diesel sales (up by 3%). Average wholesale market share was 85% against 78% in Q1-3 1999. In the retail market we slightly increased our market share as our diesel sales went up by nearly 5%. Although our retail gasoline sales declined by 6% we managed to keep our market position as the overall domestic demand for gasoline also reduced. MOL's retail market share was 41% for motor gasoline and 48% for gas and heating oils in the first nine months of 2000 (based on data from MÁSZ). We grew our non-fuel sales and cost rationalisation also improved retail profitability. Retail non-fuel gross margin showed a pleasing 38% growth over Q1-3 1999. Fuel Card sales went up by 13% over end of September 1999, representing 27% of total retail volume sales. By the end of September 2000, MOL had 449 filling stations. As a combined effect of green-field investments and closure of low performing sites we ended the period with 389 filling stations were located in Hungary and 60 in the region. Capital expenditures went down by 11% driven by the reduction in retail investments as results of a refocused domestic and regional filling station development programme.



## Financial overview

In presenting its full year 1999 financial statements MOL made certain changes to its accounting policies, the effect of which were, in accordance with IAS, applied retrospectively. These are more fully explained in the footnote of Appendix I.

### *Overview of the environment*

Average Brent dated crude oil price was 28.1 USD/bbl in Q1-3 2000, up 76.7% compared to an average price of 15.9 USD/bbl in Q1-3 1999. In the first nine months average Med quoted price of Ural Blend (dominating MOL's crude oil purchases) was 26.2 USD/bbl, growing by 74% compared to Q1-3 1999 (15.1 USD/bbl). At the same time average CIF Med gasoline (grade 95) prices increased by 80% compared to the first nine months of 1999, gasoil prices were up 88%, naphtha and high sulphur fuel oil prices increased by 73% and 68%, respectively. The USD appreciated by an average of 17.4% against the Hungarian Forint (from HUF 234.4 in Q1-3 1999 to HUF 275.3 in Q1-3 2000). The USD/HUF exchange rate from the year-end 1999 until 30 September increased by 18.7%, 2000 (from HUF 252.5 to HUF 299.7).

### *Operations*

In the first nine months of 2000, Group net sales revenues were HUF 722.9 bn, an increase of 48% over Q1-3 1999. Sales to customers outside Hungary reached HUF 156.9 bn, up by 65%, and represented almost 22% of total sales (Q1-3 1999 – 20%). The value of raw materials and consumables used increased by 73%. Within this, raw material costs increased by 90%, principally due to the increase in crude oil prices, while the cost of goods purchased for resale, the major part of which relates to imported natural gas, increased by 82%, reflecting increased purchase prices. The value of material-type services and the cost of subcontractors fell by 22% as a direct result of cost saving initiatives and were 33% lower in Q3 than in the same period in the prior year. Q3 personnel expenses include redundancy costs for which provision had not previously been made totalling HUF 1.5 bn. Excluding these costs, personnel expenses were unchanged in Forint terms reflecting our headcount reduction measures. Depreciation was 21% higher than in 1999 due to capital expenditures resulting in a higher tangible asset base. Other operating expenses includes costs of HUF 3.6 bn arising from the gas blow-out at Pusztaszőlös, of which HUF 3.2 bn relates to the write off of the gas known to have escaped up to 31 October 2000 and HUF 0.4 bn to rectification costs incurred in the period. The total cost to MOL of the blow-out (before taking into account possible insurance proceeds) is expected to be in the region of HUF 5 bn. Excluding the effect of the blow-out other operating expenses rose by only 2% (in Q3 went down by 5%).

Financial income in the first nine months of 2000 (mainly interest income) was HUF 6.4 bn. Total financial expenses for the same period amounted to HUF 31.4 bn of which interest payable was HUF 10.0 bn and exchange losses on foreign currency loans were HUF 16.6 bn compared with HUF 7.1 bn in Q1-3 1999. This is principally due to the significant weakening of the Euro against the US dollar in the period. The policy of the company is to raise long term debt in US dollar as its non-regulated revenues are dollar linked. The foreign exchange loss is partially compensated by an increase in the Forint value of certain assets, but in accordance with IAS this increase is not recorded in the financial statements. Profit before tax was HUF 22.5 bn. After adjusting for tax (HUF 1.3 bn) reflecting a 70% tax holiday for the parent company and the share of minority interests from group profits, net income attributable to shareholders was HUF 23.1 bn. Minority interests showed a positive impact of HUF 1.9 bn, reflecting that the negative results of the subsidiaries were allocated to minority owners (primarily in Kőolajtároló Rt.).

### *Balance sheet*

Total assets amounted to HUF 827.4 bn at the end of September 2000, growing by 20% on end-September 1999. Property, plant and equipment increased by 12%. Long-term financial investments increased by 10% reflecting the additional stake acquired in TVK Rt. Inventories were 35% higher than at 30 September 1999, driven by a 55% and 24% increase in the value of raw materials and goods for resale, respectively. Trade receivables increased by 51%, slower than the growth in Forint terms of the price of key oil products. Other current assets increased by 30%. Accounts payable grew by 82%, again reflecting the increase in crude oil prices, while other short-term liabilities were 24% higher. Short-term debt (including long term debt repayable within one year) was HUF 33.2 bn, HUF 6.9 bn higher than at 30 September 1999. Long term liabilities grew by 32% compared to 30 September 1999. Long term debt, which is the largest part of this account, went up by HUF 50.2 bn to HUF 205.7 bn. The increased borrowings were chiefly necessitated by the losses in the regulated gas business. 62% of the long term debt bore floating interest rates. Foreign currency (dominantly US dollar) debt accounted for 86% of total long term debt at 30 September 2000.

### *Cash flow*

Operating cashflow was HUF 50.4 bn, representing a decline of 50%, reflecting the negative impact of higher oil prices on working capital requirements – operating cash flow before movements in working capital increased by 26%. The increase in working capital arises from increases in inventories and other current assets of HUF 80.9 bn and HUF 14.9 bn decrease in other payables, offset only partially by a HUF 31.1 bn increase in trade payables and a HUF 1.5 bn decrease in trade receivables. Corporate tax paid (HUF 5.1 bn) decreased funds in Q1-3 2000. Net cash used in investing activities reached HUF 64.7 bn. Net financing cash inflows amounted to HUF 9.4 bn.



## APPENDIX I.

**CONSOLIDATED IAS STATEMENT OF OPERATIONS FOR THE MOL GROUP**  
**FOR THE PERIOD ENDED 30 SEPTEMBER 2000**  
 Unaudited quarterly figures (in HUF millions)

1999 FY		Q3 1999 restated <sup>1</sup>	Q3 2000	00/99 Q3 ch %	Q1-3 1999 restated <sup>1</sup>	Q1-3 2000	00/99 Q1-3 ch %
742,648	Net sales	174,694	249,791	43	487,440	722,864	48
6,752	Other operating income	1,284	(115)	n.a.	5,326	9,987	88
<b>749,400</b>	<b>Total operating revenues</b>	<b>175,978</b>	<b>249,676</b>	<b>42</b>	<b>492,766</b>	<b>732,851</b>	<b>49</b>
233,685	Raw material costs	67,904	120,561	78	146,807	279,039	90
53,041	Value of material-type services used	14,513	9,794	(33)	37,999	29,580	(22)
219,234	Cost of goods purchased for resale	31,217	78,276	151	136,524	248,335	82
505,960	<i>Raw material and consumables used</i>	<i>113,634</i>	<i>208,631</i>	<i>84</i>	<i>321,330</i>	<i>556,954</i>	<i>73</i>
63,618	Personnel expenses	12,156	13,758	13	42,150	46,288	10
61,233	Depreciation, depletion, amortisation and impairment	12,153	14,794	22	35,169	42,522	21
85,815	Other operating expenses	16,657	19,427	17	47,415	52,012	10
(23,140)	Work performed by the enterprise and capitalised	(6,348)	(3,952)	(38)	(16,342)	(10,999)	(33)
<b>693,486</b>	<b>Total operating expenses</b>	<b>148,252</b>	<b>252,658</b>	<b>70</b>	<b>429,722</b>	<b>686,777</b>	<b>60</b>
<b>55,914</b>	<b>Operating profit</b>	<b>27,726</b>	<b>(2,982)</b>	<b>n.a.</b>	<b>63,044</b>	<b>46,074</b>	<b>(27)</b>
7,172	Interest received	1,277	1,187	(7)	4,629	4,256	(8)
1,776	Dividends received	504	(2)	n.a.	725	932	29
1,297	Exchange gains and other financial income	320	142	(56)	1,541	1,213	(21)
10,245	<i>Total financial income</i>	<i>2,101</i>	<i>1,327</i>	<i>(37)</i>	<i>6,895</i>	<i>6,401</i>	<i>(7)</i>
14,043	Interest on borrowings	3,489	2,662	(24)	10,309	9,997	(3)
5,188	Interest on provisions	1,297	1,480	14	3,891	4,441	14
2,411	Write-off of financial investments	244	1	n.a.	1,032	5	n.a.
10,880	Exchange losses and other financial expenses	1,017	9,394	n.a.	7,525	16,948	125
32,522	<i>Total financial expense</i>	<i>6,047</i>	<i>13,537</i>	<i>124</i>	<i>22,757</i>	<i>31,391</i>	<i>38</i>
22,277	Financial expense, net	3,946	12,210	209	15,862	24,990	58
(850)	(Income) /loss from associates	1,467	(1,068)	n.a.	4,434	(1,388)	n.a.
<b>34,487</b>	<b>Profit before tax</b>	<b>22,313</b>	<b>(14,124)</b>	<b>n.a.</b>	<b>42,748</b>	<b>22,472</b>	<b>(47)</b>
(426)	Income tax expense/(benefit)	1,367	(650)	n.a.	4,698	1,311	(72)
<b>34,913</b>	<b>Profit after tax</b>	<b>20,946</b>	<b>(13,474)</b>	<b>n.a.</b>	<b>38,050</b>	<b>21,161</b>	<b>(44)</b>
504	Minority interests	(9)	1,238	n.a.	386	1,896	n.a.
35,417	Net income	20,937	(12,236)	n.a.	38,436	23,057	(40)
<b>65,289</b>	<b>Net income before special items</b>	<b>23,156</b>	<b>(8,150)</b>	<b>n.a.</b>	<b>45,613</b>	<b>20,783</b>	<b>(54)</b>
<b>362</b>	<b>Basic and diluted earnings per share (HUF)</b>	<b>214</b>	<b>(125)</b>	<b>n.a.</b>	<b>393</b>	<b>235</b>	<b>(40)</b>

<sup>1</sup> In presenting its full year 1999 financial statements MOL made certain changes to its accounting policies, the effect of which were, in accordance with IAS, applied retrospectively. The most significant changes were the adoption of the successful efforts method of exploration accounting, the extension of the definition of capitalisable borrowing costs to include exchange losses regarded as an adjustment to interest costs and the adoption of new IAS 37 (Provisions, Contingent Liabilities and Contingent Assets) which changed the basis of accounting for environmental and field operation suspension liabilities. The statement of operations and balance sheet for the first nine months of 1999 have been restated to show the effect of these changes. Apart from these changes in accounting policy, no adjustments have been made to the Q1-3 1999 figures for the effect of the restructuring charges arising from changes in strategic direction included in the full year 1999 financial statements, as the related board decisions were not taken until October 1999. The results of MOL's foreign exploration subsidiaries, which were consolidated for the first time in 1999 have been included in the restated Q1-3 1999 figures using the equity method, as full retrospective consolidation was not practicable, giving rise to a negative change in the loss from associates of HUF 5 bn. These companies are fully consolidated in Q1-3 2000 giving a net effect on profit after tax of HUF 3.8 bn chiefly as a result of the Tunisian transaction explained in Segment performance – E&P on page 2. No adjustment has been made to the 1999 figures to include the results or assets and liabilities of the other subsidiaries consolidated for the first time in 1999, as the effect would not be material.



## APPENDIX II.

**CONSOLIDATED IAS BALANCE SHEETS FOR THE MOL GROUP  
AS AT 30 SEPTEMBER 2000**

Unaudited quarterly figures (in HUF millions)

31 Dec 1999		30 Sept 1999 restated	30 Sept 2000	Change %
	<b>Assets</b>			
	<b>Non-current assets</b>			
8,416	Intangible assets	8,853	7,400	(16)
426,021	Property, plant and equipment	393,280	440,326	12
35,130	Investments	48,430	53,049	10
12,936	Deferred tax asset	9,579	14,735	54
2,935	Other non-current assets	4,348	2,885	(34)
<b>485,438</b>	<b>Total non-current assets</b>	<b>464,490</b>	<b>518,395</b>	<b>12</b>
	<b>Current assets</b>			
98,605	Inventories	112,891	152,077	35
100,011	Trade receivables, net	65,038	98,483	51
6,696	Marketable securities	6,932	8,457	22
32,566	Other current assets	27,119	35,307	30
19,567	Cash and cash equivalents	13,116	14,689	12
<b>257,445</b>	<b>Total current assets</b>	<b>225,096</b>	<b>309,013</b>	<b>37</b>
<b>742,883</b>	<b>Total assets</b>	<b>689,586</b>	<b>827,408</b>	<b>20</b>
	<b>Liabilities and shareholders' equity</b>			
	<b>Shareholders' equity</b>			
97,911	Share capital	97,890	98,094	0
230,388	Reserves	230,655	261,334	13
35,417	Net income for the period	38,436	23,057	(40)
<b>363,716</b>	<b>Total shareholders' equity</b>	<b>366,981</b>	<b>382,485</b>	<b>4</b>
<b>6,262</b>	<b>Minority interest</b>	<b>6,561</b>	<b>4,779</b>	<b>(27)</b>
	<b>Non-current liabilities</b>			
174,877	Long-term debt, net of current portion	155,560	205,748	32
39,608	Provisions for liabilities and charges	32,159	42,906	33
2,378	Other non-current liabilities	1,826	917	(50)
<b>216,863</b>	<b>Total non-current liabilities</b>	<b>189,545</b>	<b>249,571</b>	<b>32</b>
	<b>Current liabilities</b>			
133,215	Trade and other payables	98,104	150,770	54
10,970	Provisions for liabilities and charges	2,088	6,633	218
1,745	Short-term debt	20,080	11,226	(44)
10,112	Current portion of long-term debt	6,227	21,944	252
<b>156,042</b>	<b>Total current liabilities</b>	<b>126,499</b>	<b>190,573</b>	<b>51</b>
<b>742,883</b>	<b>Total liabilities and shareholders' equity</b>	<b>689,586</b>	<b>827,408</b>	<b>20</b>



## APPENDIX III.

**MOVEMENT IN SHAREHOLDERS' EQUITY FOR THE MOL GROUP**  
**FOR THE PERIOD ENDED 30 SEPTEMBER 2000**  
 Unaudited quarterly figures (in HUF millions)

	Share capital	Reserves	Retained profit for the period
<b>Opening balance 1 January 2000</b>	<b>97,911</b>	<b>230,388</b>	<b>35,417</b>
Transfer to reserves of retained profit for the previous year	-	35,417	(35,417)
Retained profit for the period	-	-	23,057
Net change in balance of treasury shares held	183	1,117	-
Gains on treasury share transactions	-	(202)	-
Dividend for the year 1999	-	(5,386)	-
<b>Closing balance 30 September 2000</b>	<b>98,094</b>	<b>261,334</b>	<b>23,057</b>

## APPENDIX IV.

**CONSOLIDATED IAS STATEMENTS OF CASH FLOWS FOR THE MOL GROUP**  
**FOR THE PERIOD ENDED 30 SEPTEMBER 2000**  
 Unaudited quarterly figures (in HUF millions)

1999 FY		Q3 1999	Q3 2000	ch %	Q1-3 1999	Q1-3 2000	ch %
<b>142,912</b>	<b>Net cash provided by operating activities</b>	<b>13,565</b>	<b>(19,697)</b>	<b>n.a.</b>	<b>101,828</b>	<b>50,428</b>	<b>(50)</b>
4,547	Of which changes in working capital	(18,520)	(59,827)	223	11,754	(63,158)	n.a.
(110,325)	Capital expenditures and exploration costs	(18,197)	(23,881)	31	(61,090)	(54,725)	(10)
2,847	Proceeds from the disposal of fixed assets	589	1,942	230	881	2,052	133
(1,605)	Net cash inflow/(outflow) on purchase of subsidiary undertaking	-	-	n.a.	-	-	n.a.
4,296	Net cash inflow on newly consolidated subsidiaries	-	-	n.a.	8	-	n.a.
(22,103)	Acquisition of other investments	(13,941)	(18,204)	31	(28,790)	(17,136)	(40)
1,660	Proceeds from the disposal of investments	(1)	433	n.a.	1,349	886	(34)
58	Changes in loans and long-term bank deposits	852	15	(98)	(572)	(182)	(68)
125	Changes in short term investments	1,171	5,336	n.a.	(440)	(1,761)	300
7,986	Interest received and other financial income	1,698	1,689	(1)	6,543	4,466	(32)
1,069	Dividend received	725	1,040	43	725	1,722	138
<b>(115,992)</b>	<b>Net cash used in investing activities</b>	<b>(27,104)</b>	<b>(31,630)</b>	<b>17</b>	<b>(81,386)</b>	<b>(64,678)</b>	<b>(21)</b>
50,101	Issuance of long-term debt	23,799	41,306	74	31,829	54,628	72
(38,686)	Repayments of long term debt	(1,106)	(7,124)	n.a.	(34,832)	(35,762)	3
(8,680)	Changes in short-term debt	184	16,441	n.a.	4,653	9,481	104
(13,816)	Interest paid and other financial costs	(1,871)	(2,346)	25	(11,252)	(14,603)	30
(7,554)	Dividends paid to shareholders	(3,765)	(55)	(99)	(8,784)	(4,677)	(47)
(32)	Dividends paid to minority interest	(33)	(64)	94	(33)	(793)	n.a.
504	Net sale/(repurchase) of treasury shares	90	3	(97)	283	1,098	288
<b>(18,163)</b>	<b>Net cash provided/(used) in financing activities</b>	<b>17,298</b>	<b>48,161</b>	<b>178</b>	<b>(18,136)</b>	<b>9,372</b>	<b>n.a.</b>
<b>8,757</b>	<b>Net increase/(decrease) in cash</b>	<b>3,759</b>	<b>(3,166)</b>	<b>n.a.</b>	<b>2,306</b>	<b>(4,878)</b>	<b>n.a.</b>
10,810	Cash at the beginning of the period	9,357	17,855	91	10,810	19,567	81
19,567	Cash at the end of the period	<b>13,116</b>	<b>14,689</b>	<b>12</b>	<b>13,116</b>	<b>14,689</b>	<b>12</b>



## APPENDIX V.

## KEY IAS FINANCIAL DATA BY BUSINESS SEGMENT (in HUF millions)

1999 FY	NET EXTERNAL SALES REVENUES	Q3 1999	Q3 2000	Q1-3 1999	Q1-3 2000
6,121	Exploration and Production	2,263	1,090	4,890	3,164
225,669	Gas and Power	28,695	33,511	149,829	152,030
486,928	Refining and Marketing	138,272	209,521	314,632	545,561
23,930	Corporate and other	5,464	5,669	18,089	22,109
<b>742,648</b>	<b>TOTAL</b>	<b>174,694</b>	<b>249,791</b>	<b>487,440</b>	<b>722,864</b>

1999 FY	OPERATING PROFIT	Q3 1999	Q3 2000	Q1-3 1999	Q1-3 2000
22,861	Exploration and Production	11,413	19,619	21,660	61,982
12,135	Gas and Power	(3,341)	(43,318)	11,888	(80,886)
37,855	Refining and Marketing	24,074	30,624	38,496	78,585
(16,937)	Corporate and other	(4,420)	(9,907)	(9,000)	(13,607)
<b>55,914</b>	<b>TOTAL</b>	<b>27,726</b>	<b>(2,982)</b>	<b>63,044</b>	<b>46,074</b>

1999 FY	CAPITAL EXPENDITURES	Q3 1999	Q3 2000	Q1-3 1999	Q1-3 2000
30,983	Exploration and Production	5,738	3,977	21,165	13,536
22,137	Gas and Power	4,895	4,074	10,372	10,164
54,620	Refining and Marketing	31,281	28,187	51,629	45,761
7,756	Corporate and other	2,454	403	3,950	1,149
<b>115,496</b>	<b>TOTAL</b>	<b>44,368</b>	<b>36,641</b>	<b>87,116</b>	<b>70,610</b>

1999 FY	DEPRECIATION	Q3 1999	Q3 2000	Q1-3 1999	Q1-3 2000
20,230	Exploration and Production	3,623	4,760	10,602	13,530
9,062	Gas and Power	1,703	2,334	5,131	6,432
25,706	Refining and Marketing	5,559	6,147	15,730	18,021
6,235	Corporate and other	1,268	1,553	3,706	4,539
<b>61,233</b>	<b>TOTAL</b>	<b>12,153</b>	<b>14,794</b>	<b>35,169</b>	<b>42,522</b>

1999 FY	TANGIBLE ASSETS	30 Sept 1999	30 Sept 2000
87,301	Exploration and Production	87,824	93,457
102,914	Gas and Power	82,599	101,786
206,424	Refining and Marketing	192,859	217,933
29,382	Corporate and other	29,998	27,150
<b>426,021</b>	<b>TOTAL</b>	<b>393,280</b>	<b>440,326</b>

MOL's natural gas storage, transportation and trading activities, formerly part of the Exploration and Production Business Segment, are included with effect from 1 January 2000 in a new business segment, Gas and Power. Net external sales revenues include only sales to third parties outside the MOL Group; operating profit includes the profit arising both from sales to third parties and transfers to the other business segments. Exploration and Production transfers domestically produced crude oil, condensates and LPG to Refining and Marketing and natural gas to Gas and Power. The internal transfer prices used are based on prevailing market prices. However, in respect of transfers of natural gas, the transfer price is limited to the regulated wholesale selling price, adjusted to exclude storage, transport and inventory holding fees, where this is below the prevailing market price as this was the case in Q1-3 2000. Divisional figures contain the results of the fully consolidated subsidiaries engaged in the respective divisions. The Nitrogénművek Rt. fertiliser manufacturing business is included under Corporate and other.

## APPENDIX VI.

## RESTRUCTURING CHARGES AND OTHER SPECIAL ITEMS (in HUF millions)

1999 FY	Impact of special items	Q3 1999	Q3 2000	Q1-3 1999	Q1-3 2000
	<b>Adoption of Successful Efforts method of exploration accounting</b>				
(3,280)	Effect on operating profit	901	-	1,053	-
-	Effect on income from associates	(1,658)	-	(4,974)	-
<b>(23,594)</b>	<b>Restructuring items affecting operating profit</b>	-	-	-	-
	<b>Other special items affecting operating profit</b>				
-	Disposal of Tunisian exploration project	-	(2,010)	-	2,863
(3,349)	Provision for Yugoslavian receivables	(1,206)	1,365	(2,423)	2,937
	Gas eruption at Pusztaszőlös	-	(3,559)	-	(3,559)
	<b>Other special items affecting financial results</b>				
(2,412)	Writedowns on investments	(244)	-	(1,032)	-
<b>(32,635)</b>	<b>TOTAL IMPACT BEFORE TAXATION</b>	<b>(2,207)</b>	<b>(4,204)</b>	<b>(7,376)</b>	<b>2,241</b>
1,785	Tax effect associated with restructuring and other special items	(12)	118	199	33
<b>(30,850)</b>	<b>TOTAL IMPACT AFTER TAXATION</b>	<b>(2,219)</b>	<b>(4,086)</b>	<b>(7,177)</b>	<b>2,274</b>
978	Minority interest	-	-	-	-
<b>(29,872)</b>	<b>TOTAL IMPACT ON NET INCOME</b>	<b>(2,219)</b>	<b>(4,086)</b>	<b>(7,177)</b>	<b>2,274</b>



## APPENDIX VII.

## KEY OPERATING DATA (Group figures)

1999 FY	HYDROCARBON PRODUCTION (kt) (gross figures, before royalty)	1999 Q3	2000 Q3	1999 Q1-3	2000 Q1-3	00/99 Change %
1,243	Crude oil production	329.4	276.7	924.1	849.7	(8.1)
3,396	Natural gas production (net dry)	643.4	662.6	2315.1	2282.8	(1.4)
282	Condensates production	75.1	53.0	209.4	203.6	(2.8)
192	LPG production (w/o refining production)	42.8	50.6	143.3	143.2	0.0
39	Other gas products	4.9	10.4	25.5	30.7	20.4

  

1999 FY	NATURAL GAS BALANCE million m <sup>3</sup>	1999 Q3	2000 Q3	1999 Q1-3	2000 Q1-3	00/99 Change %
3,217	Sales from production	316	381	1925	1949	1.2
8,816	Sales from import	1229	1147	5981	6039	1.0
<b>12,033</b>	<b>TOTAL SOURCES</b>	<b>1545</b>	<b>1528</b>	<b>7906</b>	<b>7988</b>	<b>1.0</b>
9,112	Sales to Gas Distribution Companies (GDCs)	722	791	5703	5911	3.6
1,972	Sales to power sector	640	499	1542	1241	(19.5)
949	Sales to industrial and other consumers	183	238	661	836	26.5
<b>12,033</b>	<b>TOTAL THIRD PARTY SALES</b>	<b>1545</b>	<b>1528</b>	<b>7906</b>	<b>7988</b>	<b>1.0</b>
333	Loss and own consumption	94	181	241	362	50.2
<b>12,366</b>	<b>TOTAL SALES AND LOSSES</b>	<b>1639</b>	<b>1709</b>	<b>8147</b>	<b>8350</b>	<b>2.5</b>
<b>1,093</b>	<b>NATURAL GAS TRANSIT</b>	<b>4.8</b>	<b>46.5</b>	<b>657.2</b>	<b>985.5</b>	<b>50.0</b>

  

1999 FY	REFINERY THROUGHPUT Thousand tons	1999 Q3	2000 Q3	1999 Q1-3	2000 Q1-3	00/99 Change %
1,200	Processing of domestic crude oils	148.1	107.5	728.1	656.5	(9.8)
5,774	Processing of imported crude oils	1516.1	1632.6	4181.1	4227.6	1.1
287	Processing of condensates	60.2	43.6	194.2	197.6	1.8
761	Other processing	95.1	52.1	368.1	454.1	23.4
8,022	<b>TOTAL REFINERY THROUGHPUT</b>	<b>1819.5</b>	<b>1835.8</b>	<b>5471.5</b>	<b>5535.8</b>	<b>1.2</b>

  

1999 FY	REFINED PRODUCT SALES Thousand tons	1999 Q3	2000 Q3	1999 Q1-3	2000 Q1-3	00/99 Change %
5,708	<b>TOTAL DOMESTIC SALES</b>	<b>1499.8</b>	<b>1541.8</b>	<b>4043.8</b>	<b>4208.8</b>	<b>4.1</b>
1,984	<b>TOTAL EXPORT SALES</b>	<b>578.4</b>	<b>583.7</b>	<b>1507.5</b>	<b>1566.2</b>	<b>3.9</b>
7,692	<b>TOTAL CRUDE OIL PRODUCT SALES</b>	<b>2078.2</b>	<b>2125.5</b>	<b>5551.3</b>	<b>5775.0</b>	<b>4.0</b>

  

1999 FY	HEADCOUNT (full-time MOL Group employees)	1999 Q3	2000 Q3	1999 Q1-3	2000 Q1-3	00/99 Change %
<b>18,921</b>	<b>TOTAL CLOSING HEADCOUNT</b>			<b>20189</b>	<b>17703</b>	<b>(12.3)</b>



## APPENDIX VIII.

## EXTRAORDINARY ANNOUNCEMENTS IN Q3 2000

Announcement date	
7 July 2000	The Board of Directors of MOL Hungarian Oil and Gas Plc has elected Mr Zsolt Hernádi (40) as its new chairman. The Board has authorised Management to evaluate strategic financial alternatives for the gas business.
14 August	2000 first half results, announcement.
23, 25, 29 September	A member of the Supervisory Board and a member of the Board of Directors purchased MOL shares and a member of the Supervisory Board sold MOL shares on the Budapest Stock Exchange
29 August	MOL has acquired representation on the governing bodies in TVK.
4 September	The Hungarian Anti-Monopoly Office approved the MOL-Slovnaft partnership.
6 September	MOL has signed a long-term contract with Interfruct Kft. to supply food, chemical and other goods to the shops of MOL retail stations in Hungary.
7 September	MOL has entered into an agreement to sell its 20% interest in Egyptian North offshore Idku Block to RWE-DEA.
8 September	MOL took further decisions on natural gas unbundling.
11 September	MOL provided a cost estimation for the eruption at the natural gas storage facility, Pusztaszőlős.
14 September	MOL announced agenda of EGM
19 September	MOL asked the Budapest Stock Exchange to suspend its shares from trading
22 September	MOL became the largest shareholder in TVK with a shareholding of approximately 30% following a purchase of a 7.0% stake in TVK from BorsodChem.
22 September	The Slovakian Anti-Monopoly Office also approved the MOL-Slovnaft partnership.
22 September	MOL signed an USD 350 m multi-currency revolving facility agreement.
26 September	MOL has agreed to sell its 50% interest in the Kebili Exploration Block and its 45% interest held in the Sabria Production Area.
28 September	Announcement of the new agenda item of EGM.

## APPENDIX IX.

## SHAREHOLDER STRUCTURE AND TREASURY SHARES

Shareholder groups	30 Sept 1999	31 Dec 1999	30 Sept 2000
Foreign institutional investors	55.3	50.7	52.1
Foreign private investors	0.0	0.0	0.0
ÁPV Rt. (Hungarian State Privatisation and Holding Co.)	25.0	25.0	25.0
Hungarian institutional investors	2.1	2.2	3.5
Hungarian private investors	0.8	0.8	0.9
Depositories*	13.4	18.5	18.0
MOL Rt. (treasury shares)	0.5	0.4	0.3
Unregistered shares	2.9	2.4	0.2

\* The share register is run by a service provider, KELER Rt. as of August 1999, thus the previous breakdown of the categories cannot be disclosed except the month when dividend is paid, as it was the case in June, 2000.

According to the Share Register, beside ÁPV Rt. only one shareholder owned more than 5% of the ordinary share capital of MOL Rt. at 30 September 2000: the depositary bank for MOL's GDR programme, the Bank of New York, which had 24.6% of the shares registered under its name. The number of treasury shares held by MOL Rt. decreased by 923 from 298,828 to 297,905. Please note that in Hungary, the Share Register does not fully reflect the ownership structure as registration is not mandatory.

**Relevant changes in the governing bodies of MOL Rt. during the period:**

MOL's Board of Directors elected Mr. Zsolt Hernádi as chairman of the company.