
MVM Group Strategy 2016-2020

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The new MVM vision

MVM's vision is to be a company that is **regionally competitive, future-** and **customer-oriented**, which provides **sustainable** and **secure** energy supply and energy services in a **responsible** manner, while pursuing continuous **innovation**

The new MVM vision

Regional

Significant and increasing position in the Hungarian energy market
Increased international presence

Competitive

Operational excellence and solid financial background
Motivated and highly qualified colleagues

Future-oriented

Proactive formation of the internal and external environment
Dynamic and market-oriented structure and corporate culture

Customer-oriented

Affordable energy
Flexible and customized service offerings

Innovative

Supporting and financing new initiatives
Developing new technologies and launching new business models

Responsible

Key focus on colleagues, partners and clients
Committed to the society

Sustainable

Environmentally friendly and low emission generation
Nuclear and renewable technologies

Secure

Securing continuous energy supply
Great attention to long term stability of energy supply in Hungary

New MVM strategy in brief

.....by defending our existing position

**Double MVM's
EBITDA by
2020**

....and by entering new growth areas

MVM's Strategy has six key components



The successful implementation of the strategy means growth and controlled net debt/EBITDA ratio at the same time

EBITDA

Net debt / EBITDA

Controllable Opex and Capex reduction

> 200 bn HUF

< 3

> 10%

Defend existing position

Expand in growth areas

Achieve operational excellence

Defend existing position



Expand in growth areas

Objective

- ➔ Preparation for low energy prices
- ➔ Keeping up with European peers

Partner in providing energy security

Defend existing position



Expand in growth areas

Objective

- ➔ Supporting the preparation of the Hungarian security of supply concept
- ➔ Active role in the implementation of the security of supply concept

Covering the value chain



Increase presence in renewable energy production

Defend existing position



Expand in growth areas

Objective

- ➔ Contribute to the fulfillment of Hungarian national renewables targets
- ➔ MVM to lead renewables ramp-up in Hungary

Innovate and provide energy related services



Expand in region

Defend existing position

6

Expand in region

1

Achieve operational excellence

2

Partner in providing energy security

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Innovate and provide energy related services

3

Covering the value chain

4

Increase presence in renewable energy production

Expand in growth areas

Objective



Increase the share of foreign revenues



Create an internationally relevant energy company