

# Motor Oil Group – Στρατηγική 2030 & Ανάπτυξη Εναλλακτικών Καυσίμων



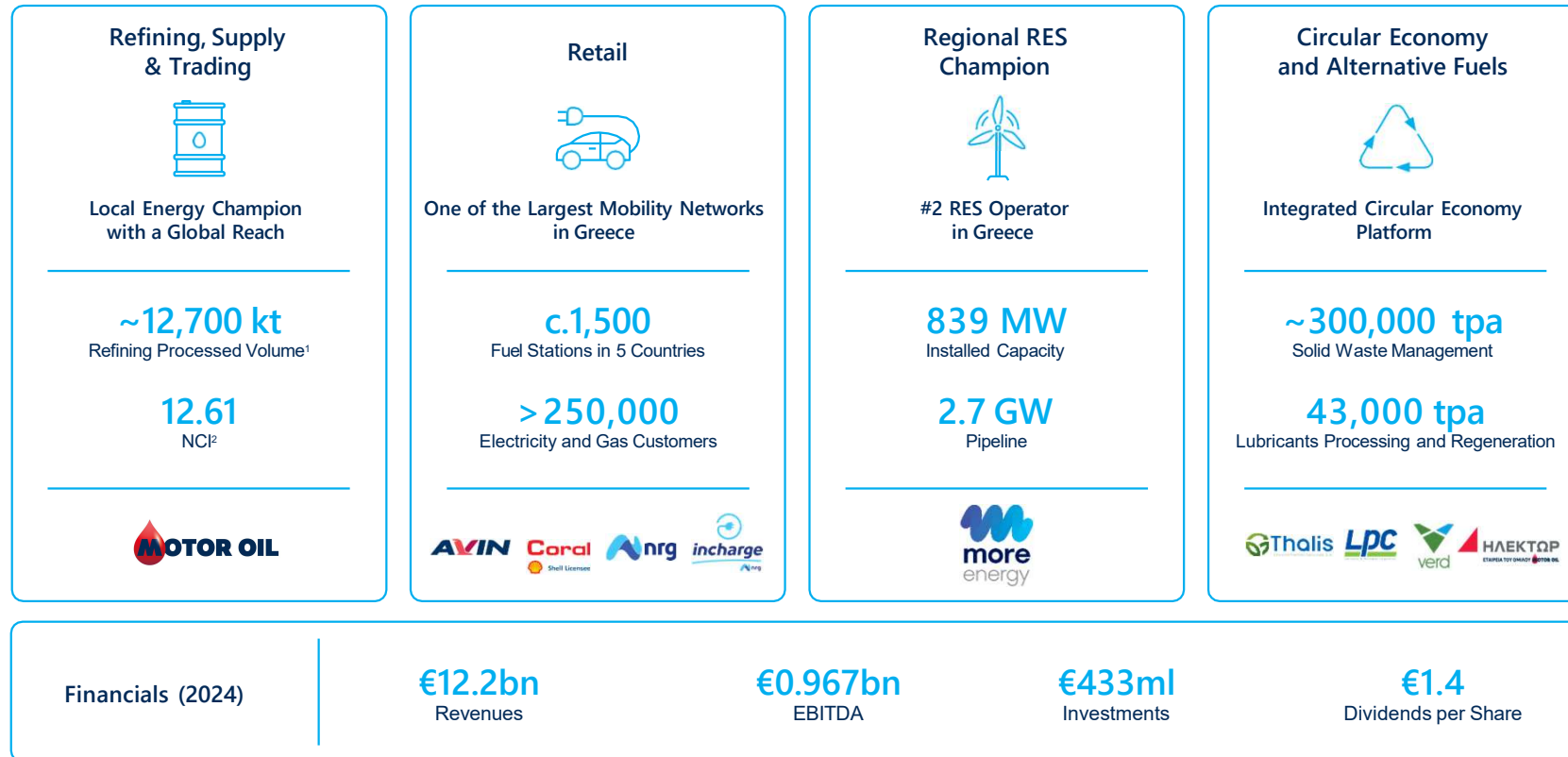
Γεώργιος Μητκίδης, Head of Alternative and Renewable Fuels, Δ/νση Στρατηγικής

[www.moh.gr](http://www.moh.gr) | 16<sup>th</sup> May, 2025



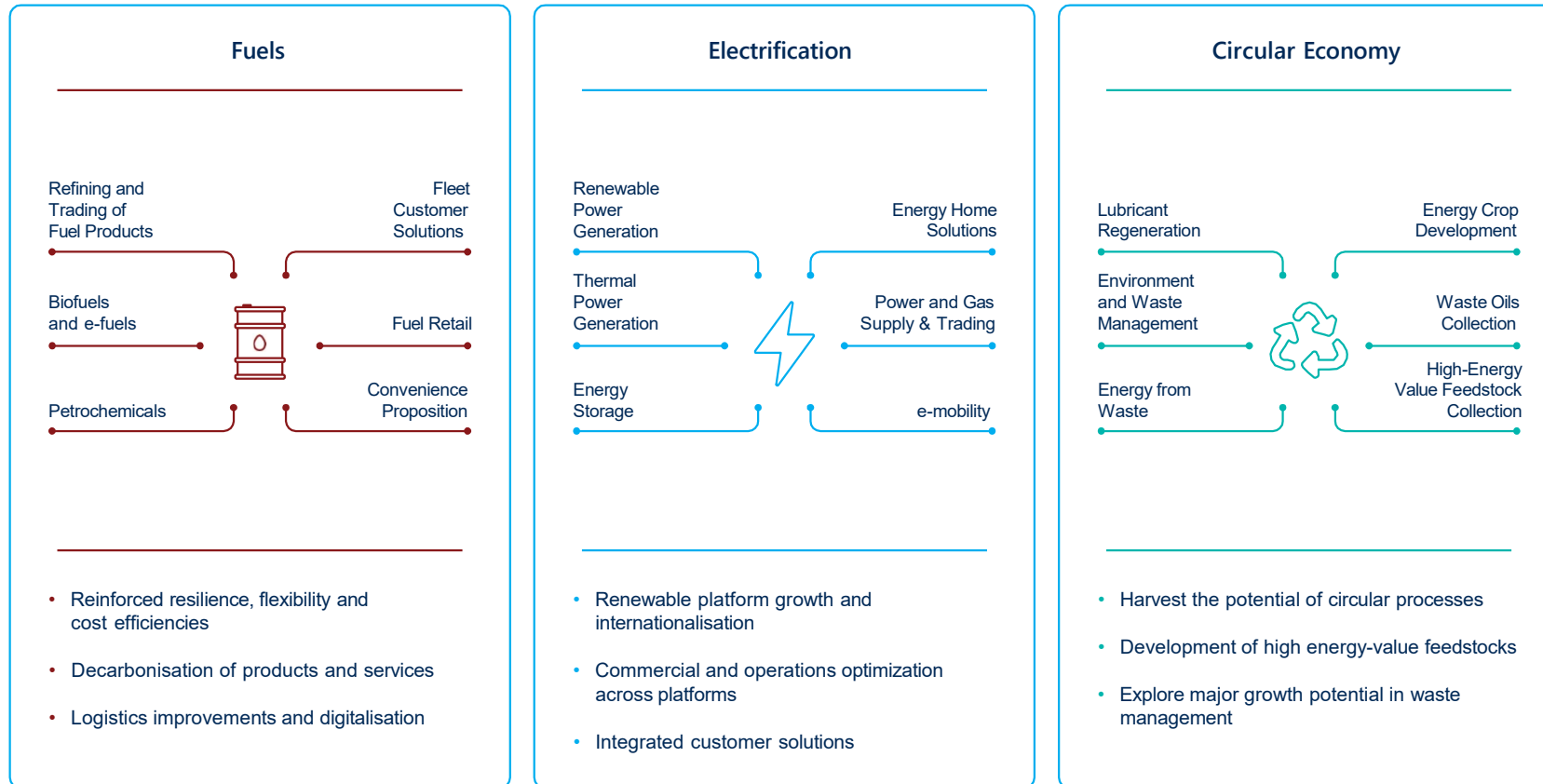
# Motor Oil Group at a Glance

## A Diversified Multi-Energy Group



Notes: 1.2023. 2. The Nelson Complexity Index (NCI) is a measure of the sophistication of an oil refinery.

# Route to 2030: Supplying the World with Fuels, Electricity and Recycled Resources



# We Have Made Significant Progress on our Energy Transition Plan...



Building Low-Carbon Projects to Enhance Resilience and Sustainability at the Refinery

**160,000 tpa**

new propylene splitter unit under construction

**+67 MW**

dependable efficient generation capacity to reinforce resilience, under construction

**30 MW**

electrolyser under construction  
Expansion to **50 MW** under consideration

**3**

major investment programs under review (advanced biofuels, e-fuels, CCS)

Established Leading Positions Across the Electrification Value Chain

**#2**

RES operator in Greece<sup>1</sup>

RES installed capacity

**279 MW** (2021) → **839 MW** (1H 2024)

**+877 MW**

Komotini CCGT commissioning started: the most efficient gas-fired facility in Greece

e-mobility leadership

**145 EVC<sup>2</sup>** (2021) → **~1,550 EVC<sup>2</sup>** (1H 2024)

Integrated and Diversified Circular Economy Business

**One of the largest**

circular economy platforms in Greece

**~300,000 tpa**

solid waste management

**> 15,000,000 m<sup>3</sup>/year**

municipal wastewater treatment

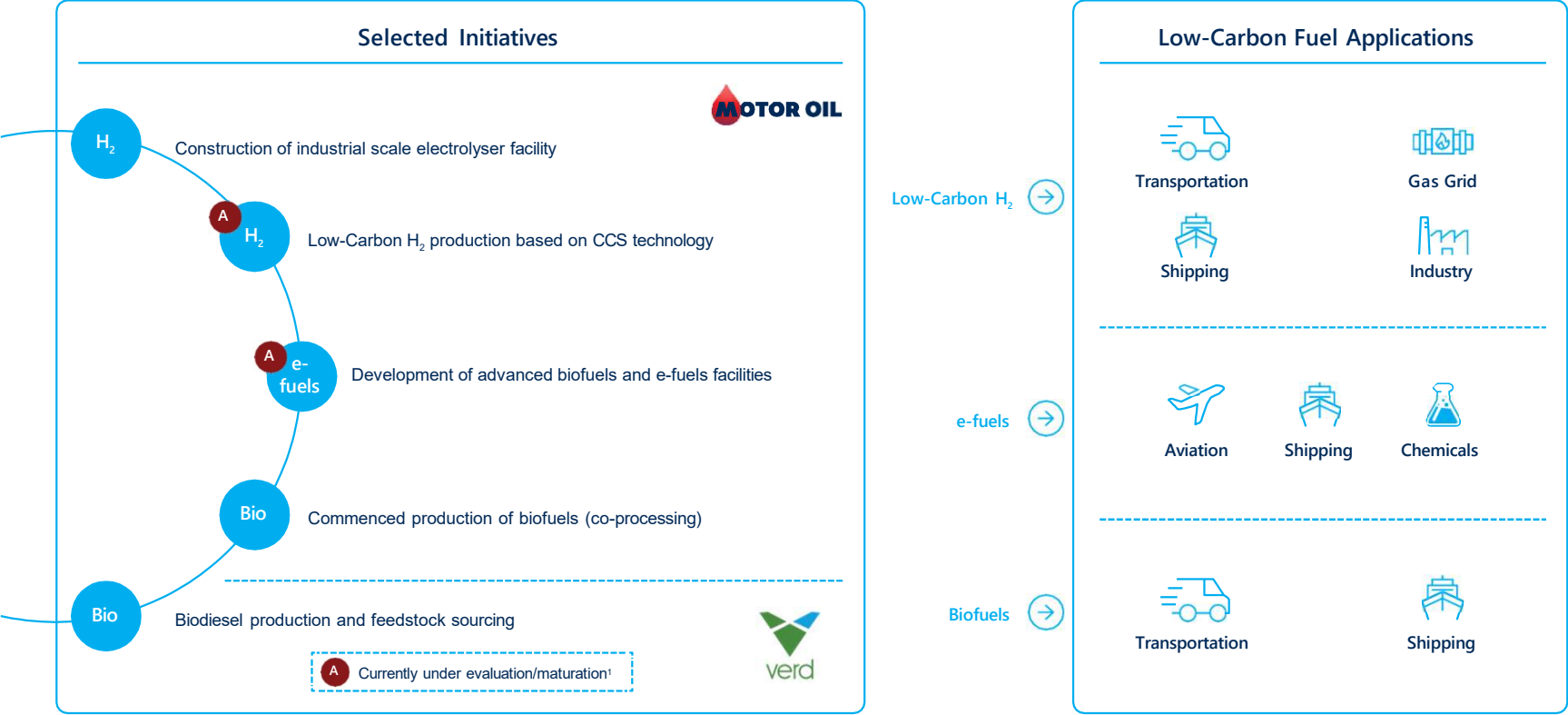
**> 25,000 tpa**

UCO collection and biofuel production

Notes: 1.Refers to total wind and solar installed capacity. 2. Electric vehicle charging point.



# Developing the First Low-Carbon Energy Hub in Southeastern Europe



Notes: 1. Includes Project IRIS, part of MOH's Blue Med program. Project IRIS has been awarded an €127mn grant from EU's large scale innovation fund.



# Pathway to Reduce GHG Emissions



## Decarbonisation of our Activities



- Secured €127mn grants for implementation of CCS on SMR unit (Project IRIS)
- Low-carbon H<sub>2</sub> to reduce Refinery GHG emissions further
- Reduced emissions from power unit efficiencies and recycled H<sub>2</sub>
- Ongoing energy conservation initiatives
- 10 MW PVs installed on refinery alongside 6 MW storage. 24 MWh storage system

## Decarbonisation of our Products



- ~60 ktpa of low-carbon H<sub>2</sub> to be produced by 2029
- ~25 ktpa of e-methanol to be produced by 2029
- ~200 ktpa biodiesel production capacity from co-processing biogenic feedstock
- 250+ ktpa advanced biofuel production program under assessment

## CO<sub>2</sub> Emissions Reduction Based on Visible Projects

~500,000 tpa<sup>1</sup>

Scope 1 & 2  
Emissions Reduction

~800,000 tpa

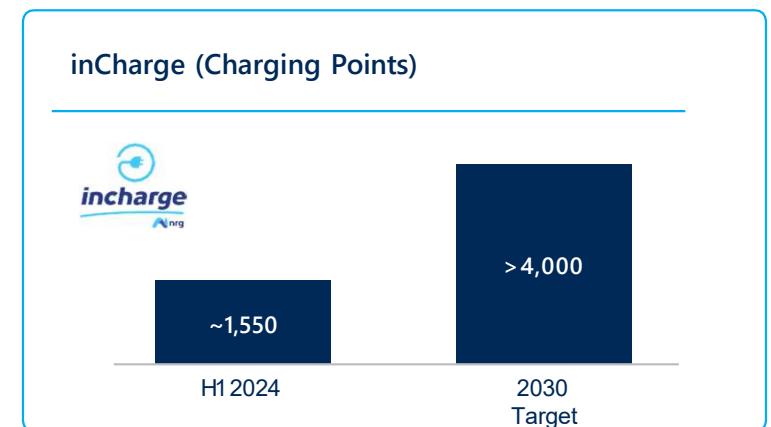
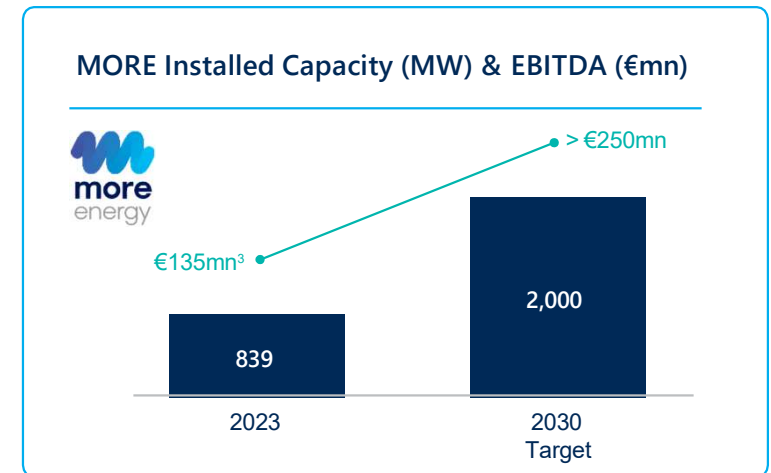
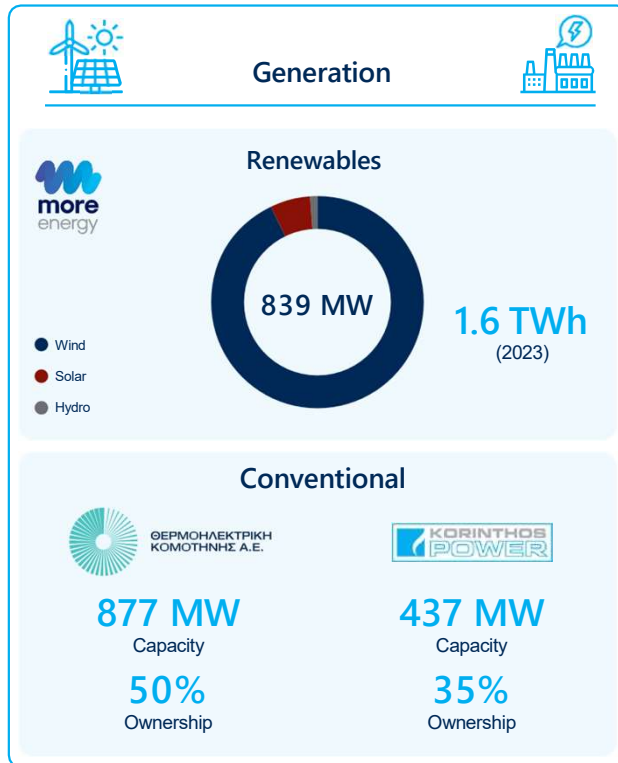
Scope 3  
Emissions Reduction



Under the umbrella of the Blue Med program. Currently under evaluation/ maturation.

Notes: 1.Represents ~25% of current Scope 1 & 2 emissions of the refinery.

# Well-Positioned Across the Electrification Value Chain

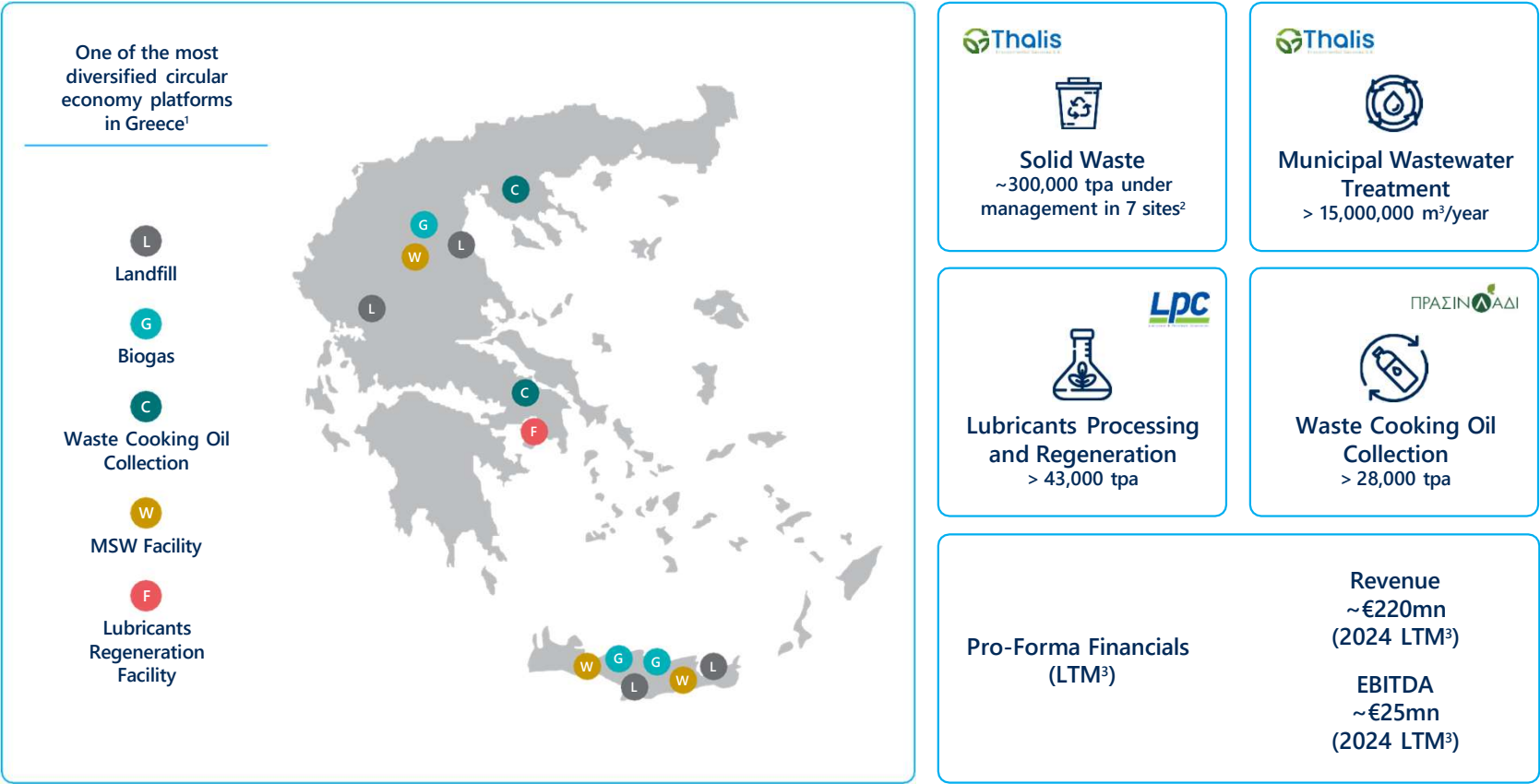


### Energy Management

- Strong synergies between renewables platform and electricity supply & trading arm
- Capability to offer full suite of products backed by renewable, conventional and storage assets

Notes: 1. Electricity customers. 2. MORE & nrg EBITDA has been adjusted for one-off items. 3. Illustrative EBITDA levels adjusted by MOH's ownership stake (35% Korinthos Power, 50% Komotini). 4. 1H 2024. 5. Pro-forma.

# Circular Economy: An Emerging Strategic Pillar



Notes: 1.Map includes selected assets of Thalis. 2. Includes waste treatment units, sanitary landfills. 3. Includes Thalis, LPC, Prasino Ladi.



# The Addition of Helector Brings Significant Operational Benefits



HELECTOR MEMBER OF ELLAKTOR GROUP	
EPC Contractor	✓
Technology Provider	✓
Operator	✓
Operations	
Recycling	✓
Treatment (solid waste)	✓
Waste-to-Energy	✓
Financials	
Revenue (LTM <sup>4</sup> )	EBITDA (LTM <sup>4</sup> )
~€100mn	~€19mn

Helector is an EfW<sup>5</sup> Leader in the Region

EfW	> 32 MW <sup>3</sup> Biogas prospects
	The acquisition of Helector has been completed in Q1-2025

Backlog <sup>1</sup>	Market Opportunities <sup>2</sup>
~€110mn	~€5bn

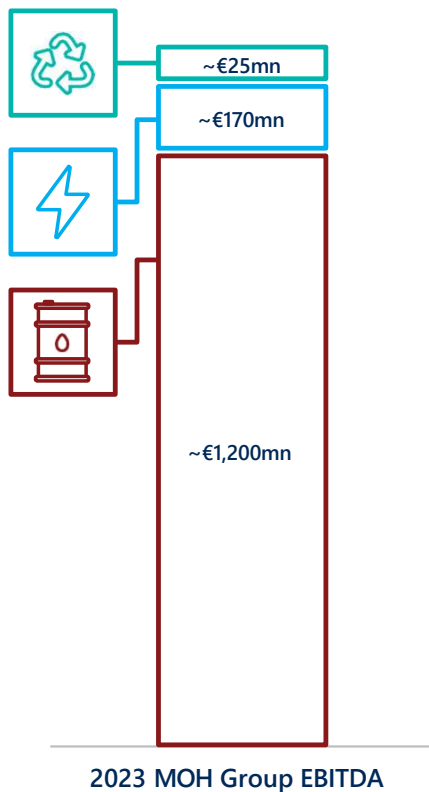
Solid Waste

Existing Market Leader with Unparalleled Knowhow

Designed & delivered the largest MBT <sup>6</sup> plant in Europe (Sofia, Bulgaria)	Operating one of the largest landfill gas energy utilisation units in Europe (Athens, Greece)
Designed, delivered & operating the 1 <sup>st</sup> integrated MSW <sup>7</sup> facility in Greece (Western Macedonia, Greece)	Designed, delivered & operating the 1 <sup>st</sup> MSW facility in Cyprus

Notes: 1. Helector construction and O&M backlog as reported in Ellaktor's 1H2024 update. 2. Gross construction and operation value of selected market opportunities. 3. Gross installed capacity, as reported by Ellaktor. 4. LTM as of 1H2024. 5. Energy from waste. 6. Mechanical Biological Treatment 7. Municipal Solid Waste

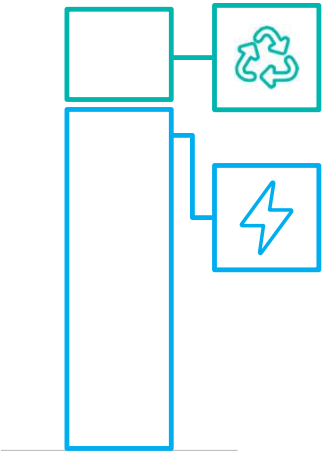
# An Evolving Financial Profile: Higher Resilience and Attractive Growth



## Evolution of Financial Profile

- ➔ Diversified operations across new growth markets
- ➔ Reduced exposure to regulatory headwinds and positioned to capture profitable transition opportunities
- ➔ Enhanced sustainability of financial outlook and dividend distribution capacity
- ➔ Reduced uncertainty due to commodity cycles
- ➔ Improved visibility supported by contracted cash flows

## 40% Sustainable Non-Fuel EBITDA by 2030



# BLUE MED PROGRAM OVERVIEW

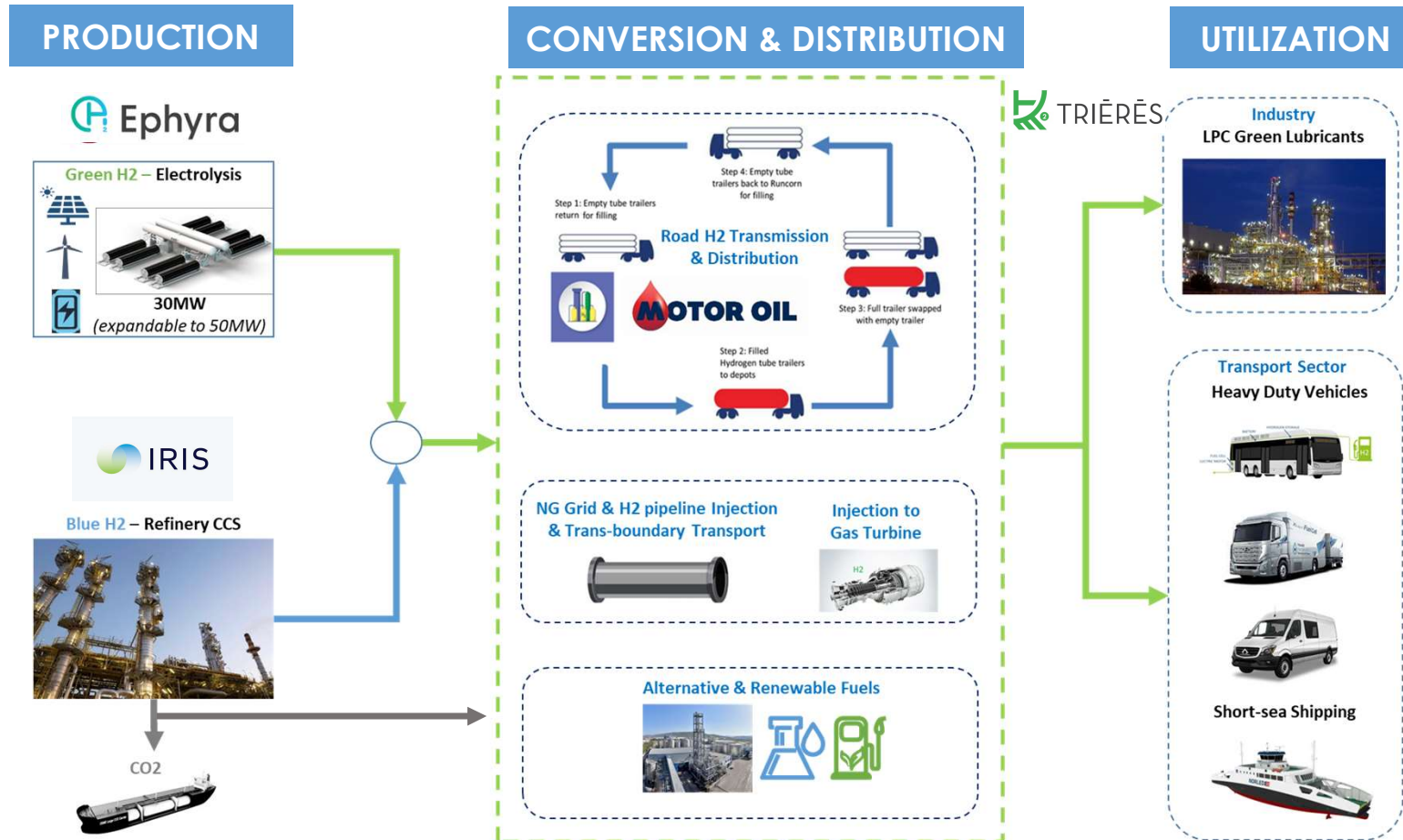
**H<sub>2</sub>**  
HYDROGEN

THE PATH TO  
**0 ZERO**  
emissions

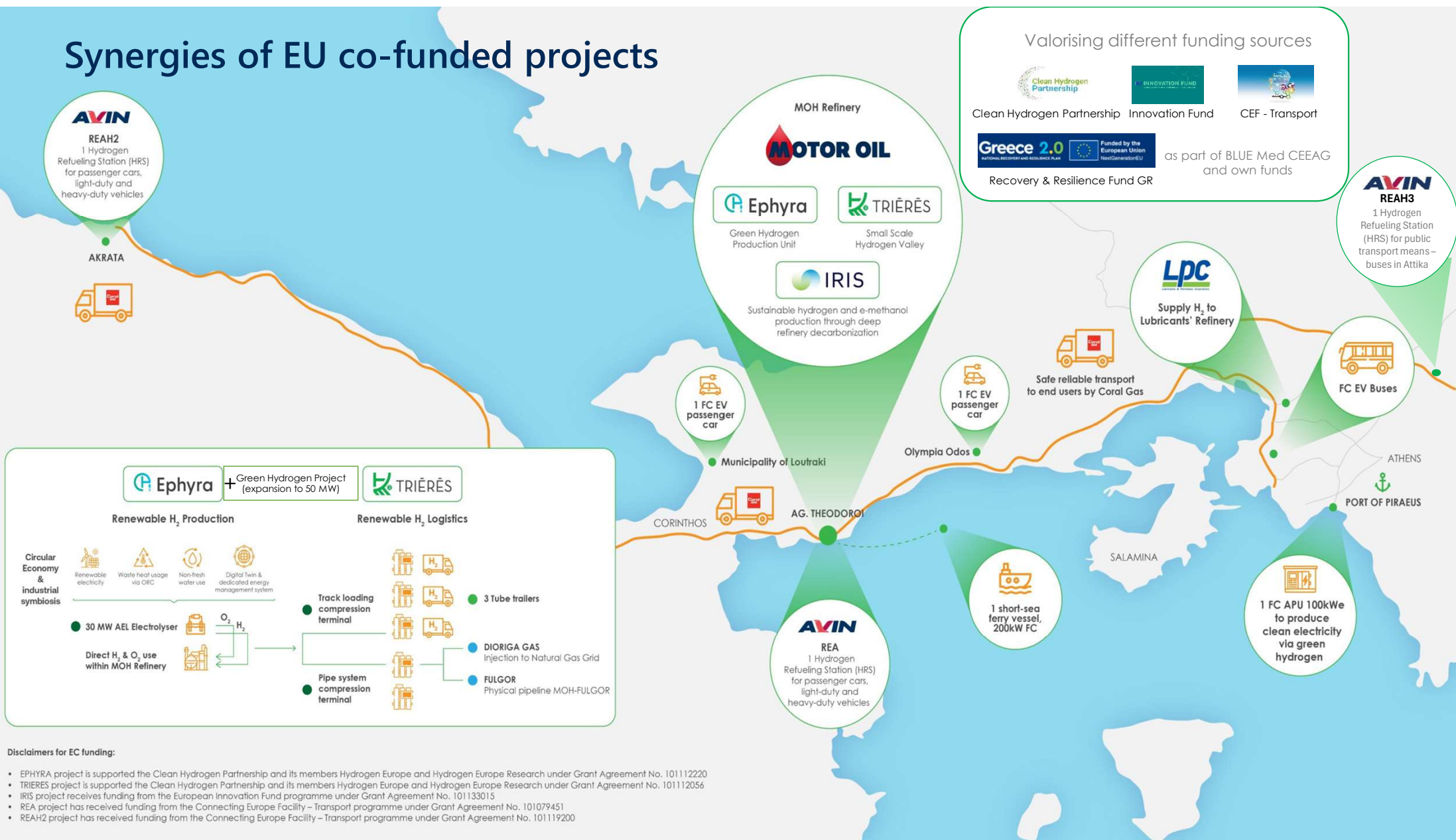


# BLUE MED: The Path Towards a Low Carbon Energy Hub in East Med

Phased development of flexible, scalable and cost advantaged infrastructure for the production and distribution of Renewable & Ultra-low Carbon Hydrogen for use in industry and transport



# Synergies of EU co-funded projects



# Establishing European Production of Hydrogen from RenewAble energy and integration into an industrial environment - EPHYRA



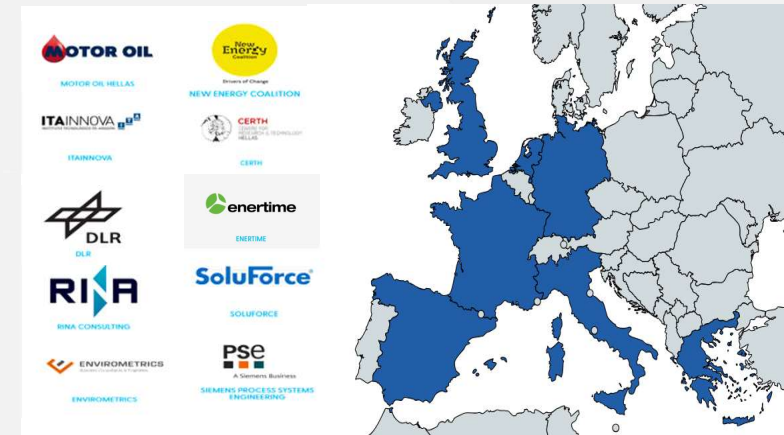
The project is supported by the Clean Hydrogen Partnership and its members Hydrogen Europe and Hydrogen Europe Research under Grant Agreement No. 101112220



# Ephyra The project in a nutshell

## SCOPE

- To establish the 1<sup>st</sup> of its kind **renewable** hydrogen production facility at industrial scale in South-eastern Europe – **30 MW Electrolysis plant** within MOH's Corinth refinery. The EZ will enter a **commercial operation** for at least 2 years to supply H2 to **refinery's processes** and **external end-users**

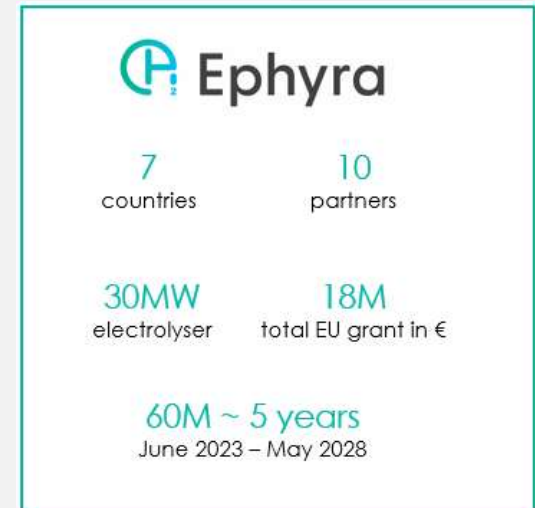


## High-level objectives

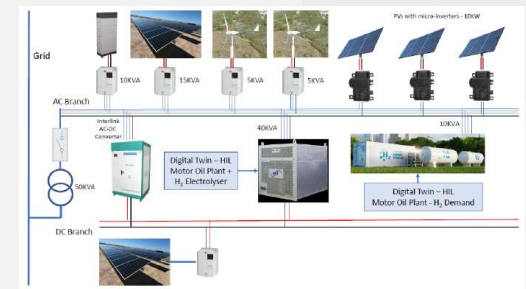
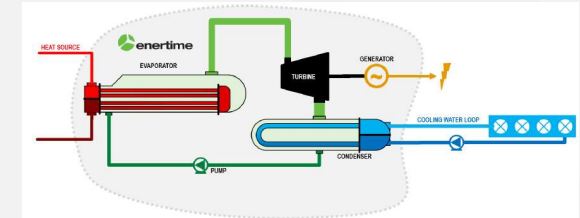
- ✓ Develop a **detailed technology** and **integration concept** for an innovative **AEL electrolyser**
- ✓ Optimize the **synergies** among: H2 production - use - complementary supply & valorisation streams
- ✓ Develop a **digital twin**, controls and automation of the **H2 plant and its (symbiotic) environment**

## Duration

June 2023 – May 2028 (**5 Years**)



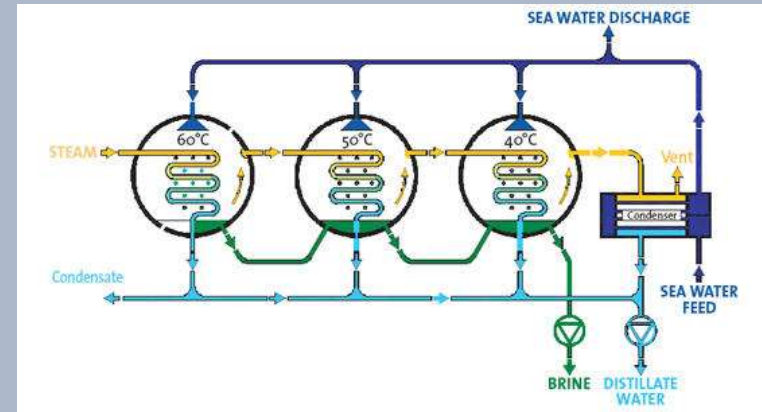
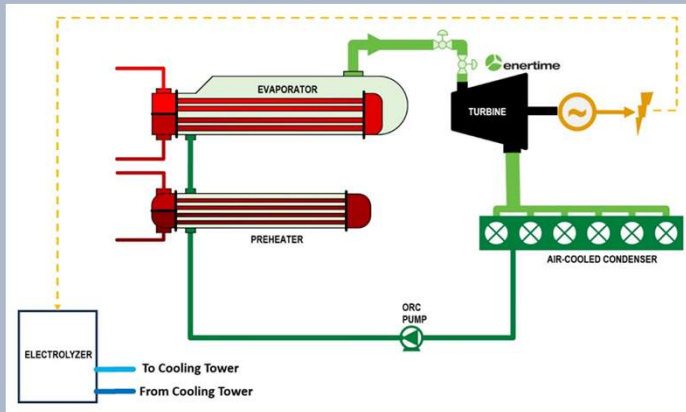
1. **Large-scale** (5-10 MW stacks), **pressurized** (20 barg) **systems with next generation electrode technology** to optimize performance, cost, footprint and dynamic response
2. **Usage of Co-product Oxygen** at the refinery (e.g. Claus units)
3. **Usage of waste heat** for energy generation **via an Organic Rankine Cycle** machine
4. **Usage of non-fresh Water** (desalination) and assessment of a novel method of reject water re-use via lab-scale plasma wastewater treatment
5. Optimal design of **large-scale industrial electrical grids & energy management** concept
6. **Digital** process **twin** development
7. **Transport piping** concept via use of Reinforced Thermoplastic Pipes (RTP)







# Ephyra Industrial Symbiosis – Waste heat utilization



## Zero-carbon power generation (ORC)

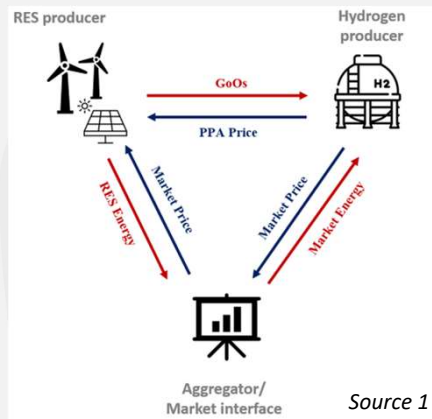
- Valorization of Electrolyser's waste heat and other units within the Refinery to produce zero-carbon energy via an ORC system.
  - **12.7 MW waste heat for 30 MW AEL and 21.2 MW for 50 MW AEL (EOL)**
  - **Up to 5 MW from other units at the Refinery**
- Power the Electrolyser and/or auxiliary equipment with the zero-carbon energy generated by the ORC
  - **Contribute to the decarbonization of entire H2 value chain**

## Demin water production to supply the Electrolyser (Thermo-desalination)

- Use electrolyser's waste heat to produce clean water via distillation process to feed the electrolyser
- Clean water with purity < 4µS/cm
- Production capacity to meet the electrolyser demands and potentially other units
- Use seawater for cooling the electrolyser
  - **savings in water cooling costs**

# Ephyra Energy Management System

## Green Energy provision to Electrolyser



A. As-produced green PPA with MORE (213 MW solar)

B. Behind-the-meter Renewables & ORC

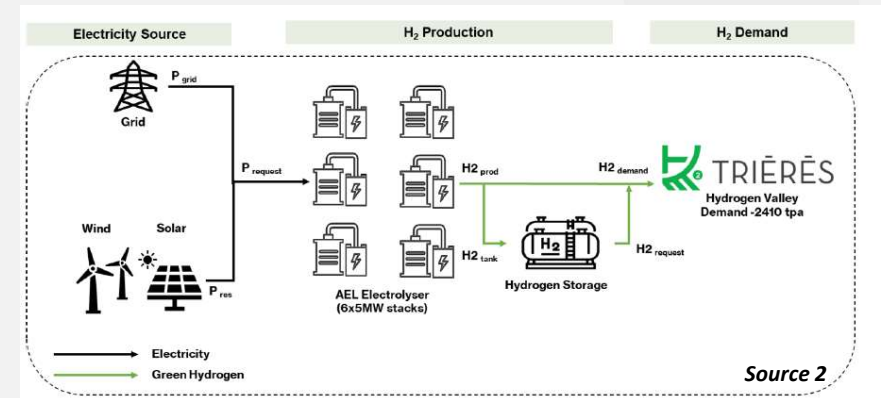
Energy Management System

### For RFNBO certification

- Monthly settlement for GOs based on the PV PPA.
- Certification of renewable hydrogen based on Delegated Act 2023/1184

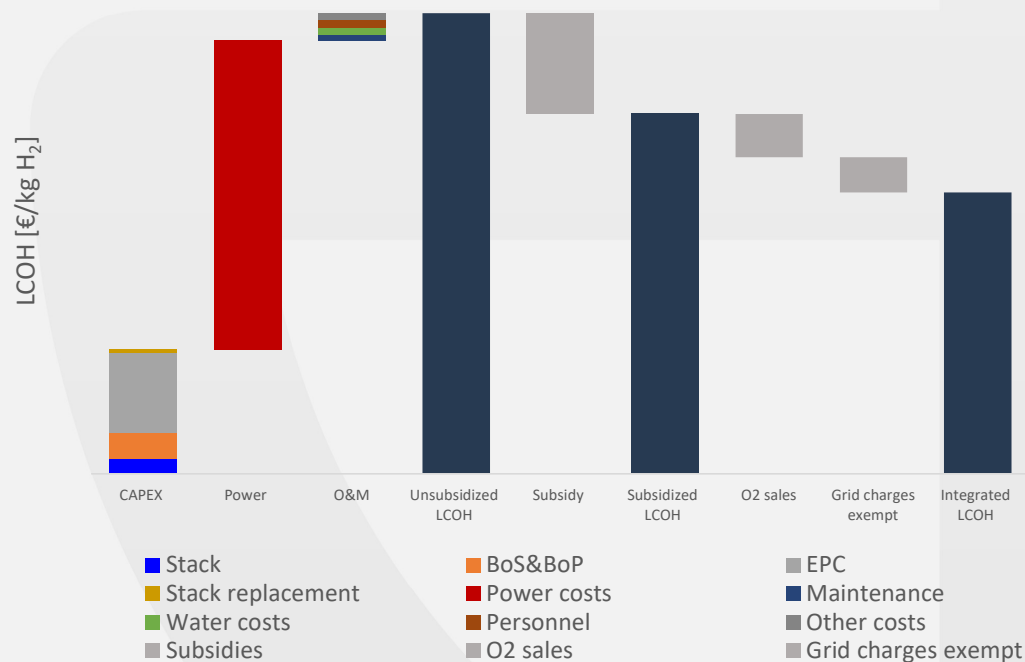
### For power pricing and cost optimization

- Power supply scheme when PPA does not produce
- Exposure to grid with market transactions for energy balancing.
- Price balancing with grid prices. Excess energy sold in capture price and energy supplied from grid purchased in baseload price.





Levelized Cost of Hydrogen (LCOH): A key performance indicator that entails both technical and financial data



$$LCOH = \frac{I_o + \sum_{t=0}^n \frac{M_t - D_t \cdot Tax\ rate}{(1+r)^t}}{\sum_{t=0}^n \frac{H_t}{(1+r)^t}}$$

## LCOH assumptions

- 20 years project lifetime
- Refurbishment costs included
- 100% capacity factor (max. H2 production)

## LCOH at project level

- CAPEX (estimate) with O2 recovery & purification system and auxiliary BoP systems by EPC (N2, chiller etc.)
- Energy price based on PPA + grid charges
- Subsidy (based on EPHYRA & RRF grants)
- O2 sales
- Behind the meter energy supply and grid discount or exemptions for Electrolysers

*Disclaimer: This is an estimate for the LCOH achieved within EPHYRA project and is subject to changes of the actual project costs (e.g. construction costs, energy costs, etc.) as it progresses*

# Green Hydrogen Project – Expanding EPHYRA Project

## Project Key Features

### Green Hydrogen Production – 50 MW Electrolyzer

- Unit construction to be completed in 2026
- **>5000** tons per annum Green Hydrogen Production
- Electrolyzer to be supplied by a 212 MW green industrial PPA
- Among largest electrolyzers currently operating in Europe
- Largest under construction in Balkans
- Supplying Industry – Hydrogen Refueling Stations – Green Fuels & ability to supply the National Natural Gas Network





## MOH's CCUS project

SMR Unit

Capture Point

CO<sub>2</sub> Compression & Liquefaction Unit

CO<sub>2</sub> Capture Unit

Captured CO<sub>2</sub>

Compressed CO<sub>2</sub>

Methanol Synthesis

Green Hydrogen

Liquefied CO<sub>2</sub>

Methanol

Cryogen Storage

Tank Truck Loading

CO<sub>2</sub> Carrier

To Geological Storage

Motor Oil (Hellas) has been operating its Corinth refinery for over 50 years, undergoing extensive transformations to ensure compliance with regulations and maintain market adaptability in Southeastern Europe.

As part of its strategy to achieve a 30% reduction in Scope 1 and 2 emissions by 2030, the company launched Project IRIS in 2020.

This initiative has evolved to incorporate regulatory changes and align with complementary efforts. In 2023, the project secured €127 million in funding from the EU Innovation Fund's 3rd round.

Currently in the design phase, Project IRIS aims to capture approximately 500,000 tons of CO<sub>2</sub> annually - equivalent to 25% of the refinery's current emissions - using post-combustion amine-based solvent technology to treat flue gases from the steam methane reformer (SMR). The captured CO<sub>2</sub> is conditioned to meet stringent specifications, liquefied, and stored in cryogenic tanks under medium pressure for shipment. A portion of this CO<sub>2</sub> will be directed to a 10,000 ton-per-year e-methanol production unit.

This unit will combine CO<sub>2</sub> with renewable hydrogen produced by a 50 MW electrolyzer, currently under construction at the Corinth refinery. This integration highlights Motor Oil's leadership in utilizing CO<sub>2</sub> as a feedstock for sustainable fuel production.

Project IRIS is both ambitious and complex, bringing together multiple stakeholders across the CO<sub>2</sub> value chain and encompassing a multidisciplinary scope.



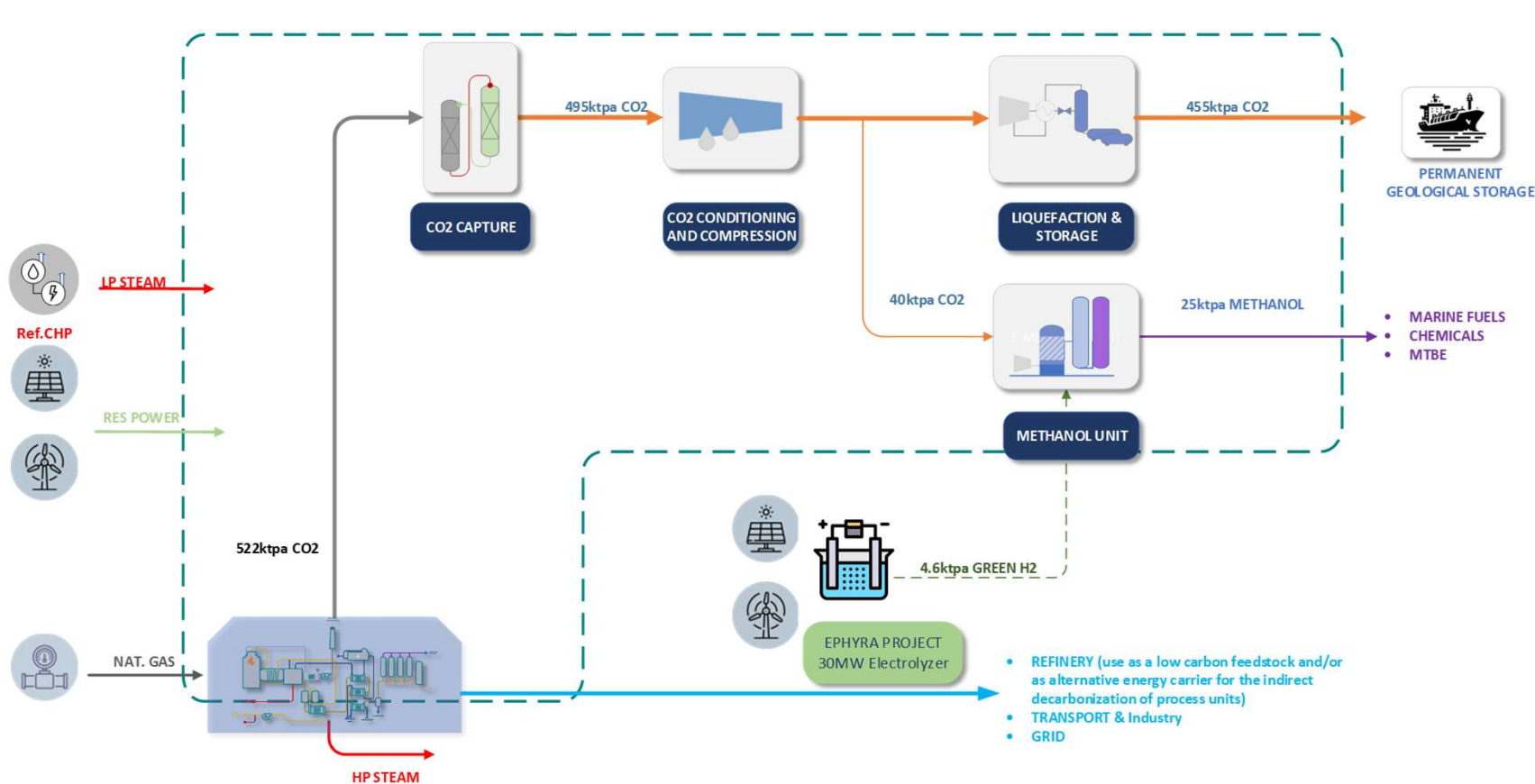
"Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union. Neither the European Union nor the granting authority can be held responsible for them."



# Project configuration & performance



IRIS project: 455kt p.a. CO<sub>2</sub> removal & 25kt\* p.a. e-methanol production



\* Following the signing of Grant Agreement MOH decided to increase the capacity of MEOH unit from 10kt to 25kt p.a..

H2 carbon footprint
1.89tCO <sub>2</sub> /tH <sub>2</sub>
Taxonomy Threshold
3.0tCO <sub>2</sub> /tH <sub>2</sub> (-37.0%)
ETS Threshold
6.84tCO <sub>2</sub> /tH <sub>2</sub> (-72.0%)

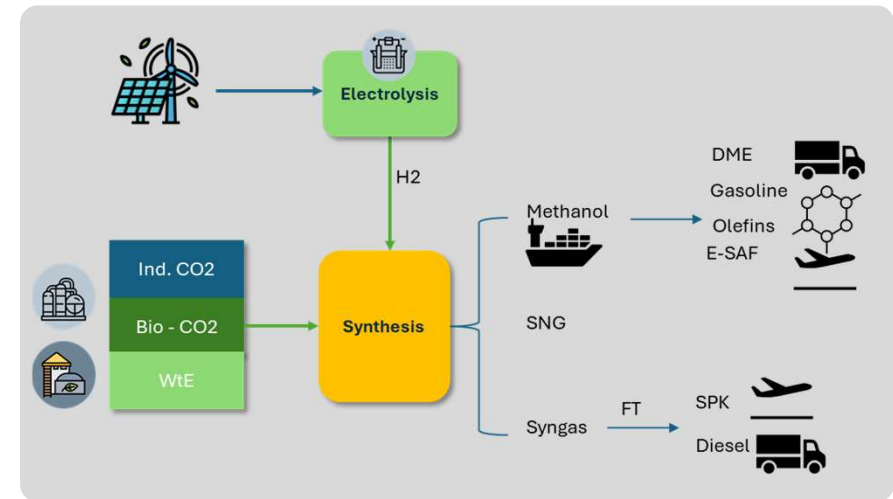
- Post Combustion Amine Capture
- CO<sub>2</sub> as refrigerant
- MP temporary storage
- 12-16 km<sup>3</sup> storage
- AA Grade Methanol
- Timely operation of storage facility
- Fair & transparent access and pricing procedures
- Intermittency
- QA/ Custom Custody systems
- Development of Maritime & bio-CH<sub>4</sub> Markets





# Carbon Utilization in IRIS: Methanol production

- ✓ E-fuels: an option for the hard to abate sectors
- ✓ Methanol is the precursor of high value chemicals and fuels
- ✓ Current regulatory framework provides for the use of captured fossil CO<sub>2</sub> till 2041
- ✓ On-site availability of green H<sub>2</sub> is a major contributing factor; Investigating the use of Blue H<sub>2</sub> for specific uses
- ✓ Catalytic hydrogenation of CO<sub>2</sub> is gaining momentum with new plants coming online



## The methanol unit contributes to the opening of CO<sub>2</sub> market

- ✓ Operating in a demanding industrial complex in tandem with the capture unit
- ✓ Allows for the testing of different business models, including sourcing of CO<sub>2</sub> from 3rd parties
- ✓ Circularity is served

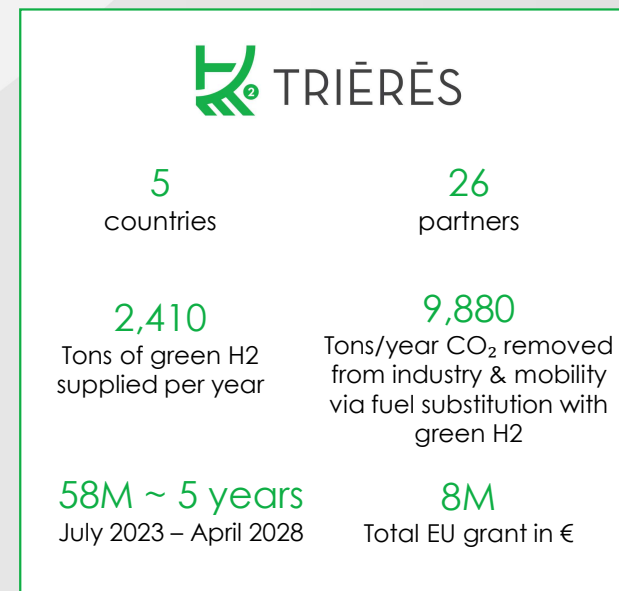
Towards the development of a  
hydRogen valley demonstrating  
applications in an intEgRated  
EcoSystem in Greece - TRIERES



TRIÈRÈS

The project is supported by the Clean Hydrogen Partnership  
and its members Hydrogen Europe and Hydrogen Europe Research  
under Grant Agreement No. 101112056







# The H2 valley operations - From innovative ecosystems to a viable market

## Industry



## Road mobility



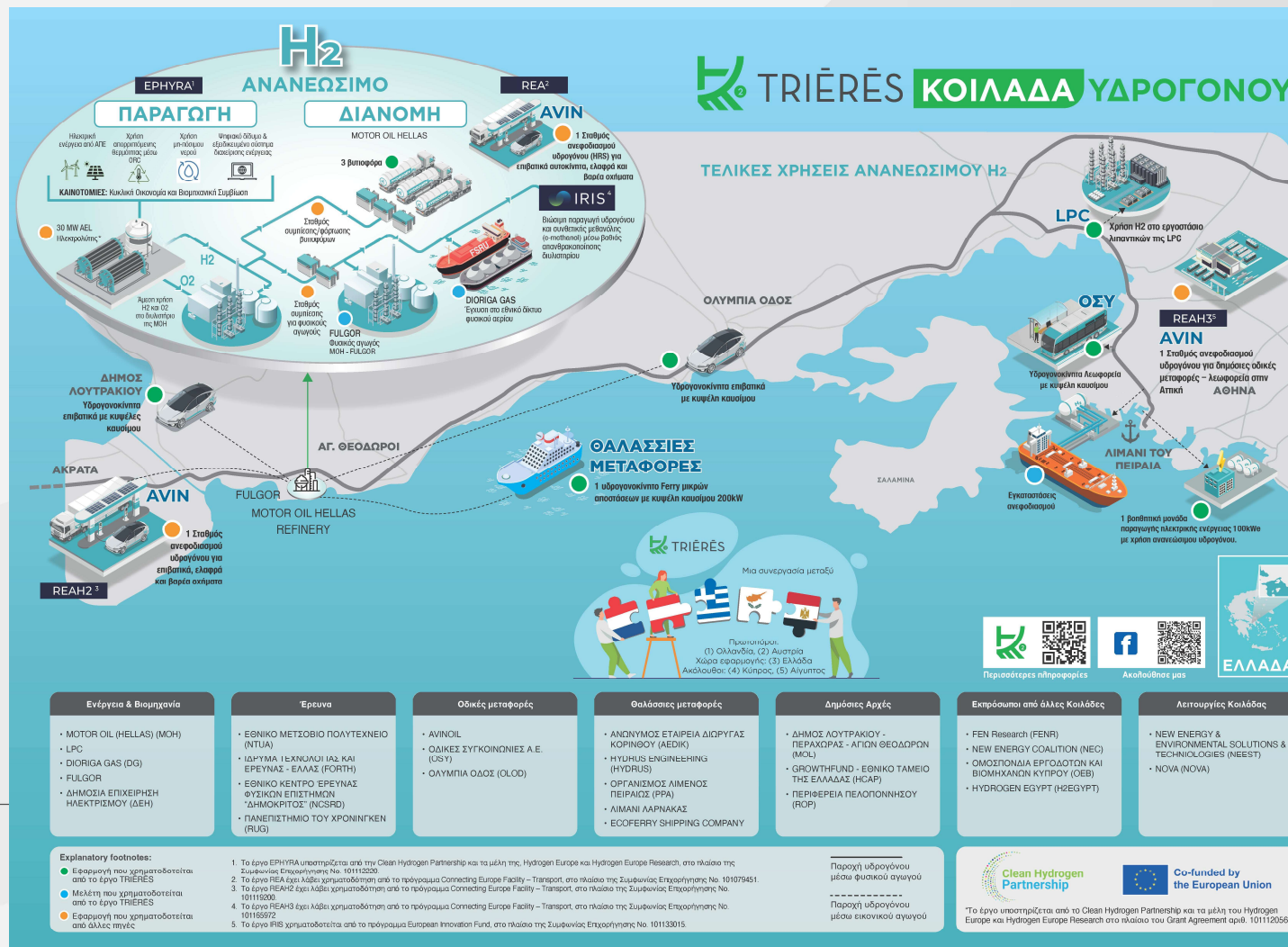
## Energy



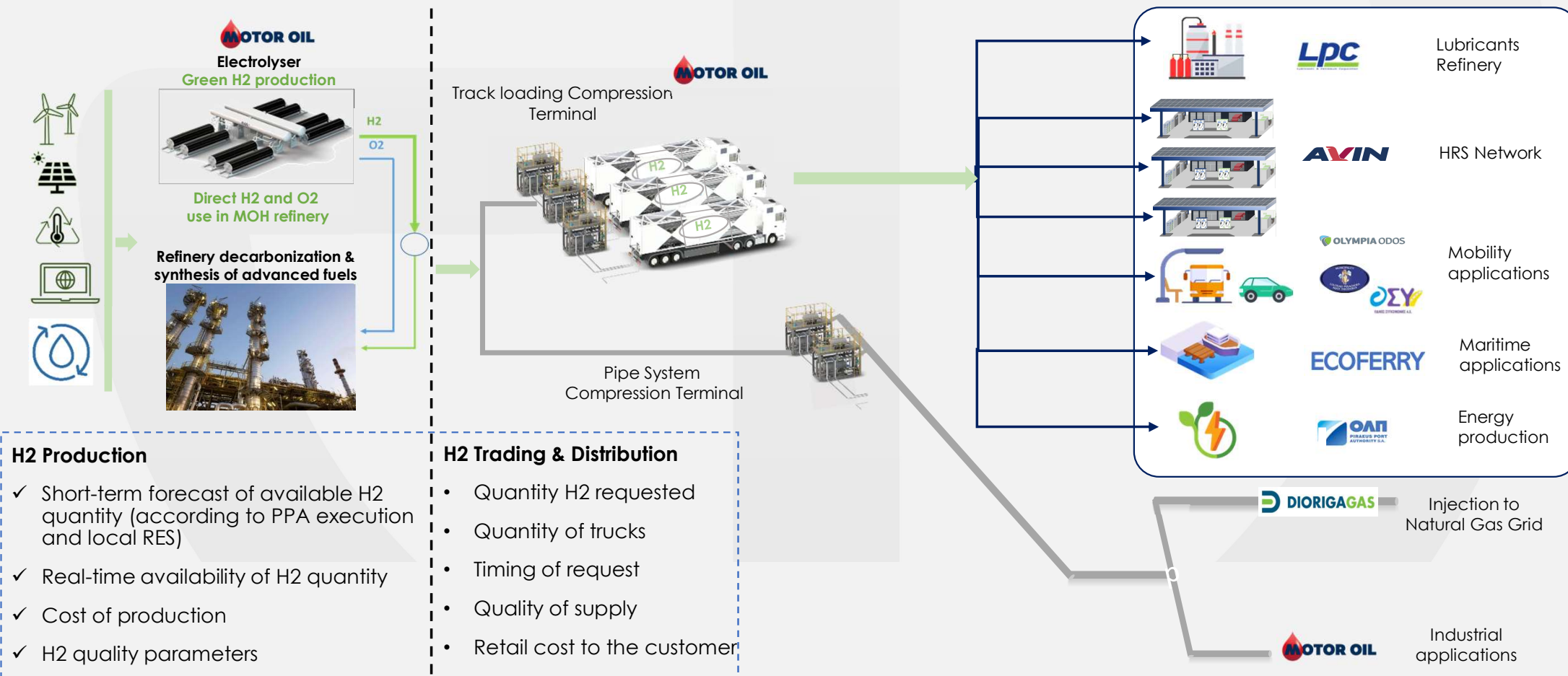
## Maritime mobility



The project is supported by the Clean Hydrogen Partnership and its members Hydrogen Europe and Hydrogen Europe Research under Grant Agreement No. 101112056



# Value chain - from enhanced renewable H2 production to a small-scale valley operations



\* The Greek Hydrogen Valley is developed in the framework of the EU project TRIÈRES co-funded by the Clean Hydrogen Partnership and its members Hydrogen Europe and Hydrogen Europe Research under Grant Agreement No. 101112056.

## 4 Greek Cities - Raising Awareness events

General public, Schools, Academia, Industry, Automotive, National to Local Authorities

### Join the H<sub>2</sub> Ride



A **Hydrogen-Powered** Bus driving towards sustainability

-  **Thessaloniki**  
17-21 May
-  **Kozani**  
22-27 May
-  **Athens**  
28 May-2 June
-  **Patras**  
3-6 June

#### Partners



One (1) Multiple element hydrogen gas container (tube trailer) for transport and storage

## TRAINING on technical & safety aspects:

- Drivers/technicians of Local Operators
- Industry companies – MOH & Coral Gas (H<sub>2</sub> production & Supply)



Refueling of H<sub>2</sub> bus and training sessions





# Hydrogen Refueling Stations

# Hydrogen Refueling Stations – REA / REAH2 / REAH3

REA – The 1st HRS to be commissioned in Greece & 1st AFIF HRS in Europe



## REA 1<sup>st</sup> HRS in Ag. Theodoroi - Operational by Q2 2025

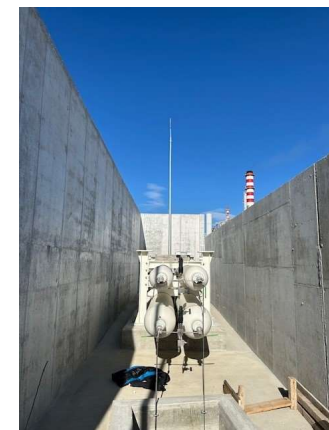
- The **1<sup>st</sup> Hydrogen Refueling Station (HRS) – REA** will be installed inside a new service station of AVIN OIL (AVIN) located near the central TEN-T road network in the area of Ag. Theodoroi, Corinth, Greece
- It serves as a **gateway and local hub** to the south part of **Orient/East Med corridor**
- Supply-chain by compressed Hydrogen loading terminal to be operational in 2026 and transport by **4 tube trailers** readily available with ability to reach up to 500km



**AVIN**



**AVIN**  
**Hydrogen**



**Source:** EPHYRA Electrolyzer by Refinery

**Mass flow (compressor):** 65 kg/hour minimum

**Service Capacity:** Trucks, Buses, Cars

**Pressure Levels:** 350 bar and 700 bar

[www.moh.gr](http://www.moh.gr)

\* REA project is funded from the Connecting Europe Facility programme under Grant Agreement No. 101079451.  
\* REAH2 project is funded from the Connecting Europe Facility programme under Grant Agreement No. 101119200.  
\* REAH3 project is funded from the Connecting Europe Facility programme under Grant Agreement No. 101165972.





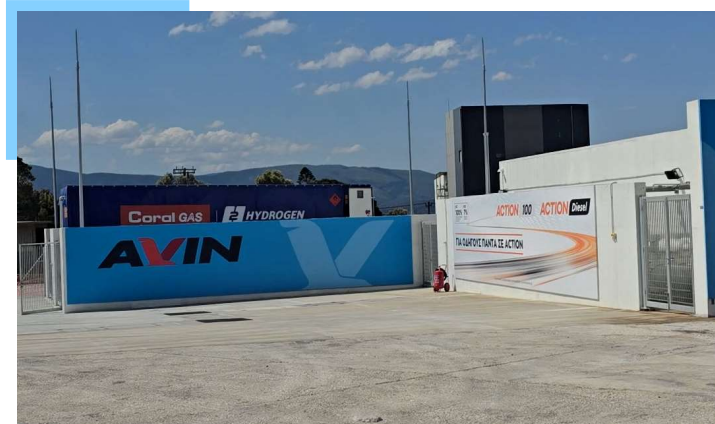
# AVIN Hydrogen Refueling Station Agioi Theodoroi



Dispenser



Compressor Area



Storage Area



# H2 Greek Value Chain Development

From enhanced renewable H2 production to innovative energy pilots, applications and operations, valorising different funding sources...



Clean Hydrogen Partnership

- **EPHYRA:** renewable H2 production
- **TRIERES:** small-scale H2 valley



Innovation Fund

- **IRIS:** carbon capture storage and use via e-methanol production unit



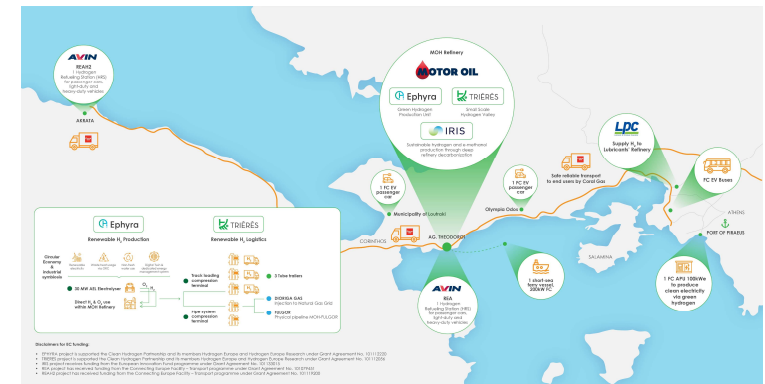
CEF - Transport

- **REA:** 1<sup>st</sup> commercial HRS for light and heavy-duty vehicles in Agioi Theodoroi
- **REAH2:** 2<sup>nd</sup> commercial HRS for light and heavy-duty vehicles in Akrata
- **REAH3:** HRS for public transport buses in OSY depot in Thrasio, Attika



State Aid - RRF

- **GREEN HYDROGEN:** 111.7 M € grant primarily supporting infrastructure development and their respective construction works, while also adding a 20MW electrolysis unit to the existing 30MW system at the Agioi Theodoroi Refinery, increasing the production of green hydrogen to a maximum of 7,500 tpa





# Thank you!

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<https://ephyraproject.eu/>  
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