

**OMV Aktiengesellschaft**

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**OMV on the move in 2002.**  
OMV Group in figures

**OMV**  
**Move & More. OMV**

## Contents and Guiding principles.

Introduction of the Chairman of the Executive Board	01
Structure of the OMV Group	02
The OMV Group and its objectives	03
OMV's stock exchange and privatization history	04
Key figures for OMV shares	05
Key figures of the Group	06
Consolidated cash flows and capital expenditure by segments	08
Key figures by segments	09
Market indicators	10
Exploration and Production (E & P)	11
Refining and Marketing including petrochemicals (R & M)	15
Gas	19
Chemicals	21
Supervisory and Executive Boards	23
Abbreviations and definitions	24
Stockholders' information	25

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### OMV Guiding principles.

- At the core of our identity, we are an Austrian oil and gas group with integrated companies in plastics and chemicals.
- We operate worldwide and focus our activities on strengthening our position in the European market.
- We work with energy to improve people's mobility and quality of life.
- We measure the quality of our performance by our success in business and for our shareholders.
- We are guided in our work by responsibility for people, the environment, and technical progress.
- We are open to innovation and persistent in seeking and seizing opportunities.
- We strive to be, as a whole, a company of competent, reliable and efficient people.
- With these principles to guide us, we are setting out an ideal against which we can measure ourselves, and against which we as a company would like to be measured.

## Stockholders' information.

Financial calendar	Dates <sup>1</sup>
Full year result 2002	March 11, 2003
Record date <sup>2</sup>	May 14, 2003
Results January–March 2003	May 15, 2003
Annual General Meeting <sup>3</sup>	May 20, 2003
Dividend ex date	May 26, 2003
Dividend payment date	May 27, 2003
Results January–June 2003	August 19, 2003
Results January–September 2003	November 12, 2003
Full year result 2003	March 2004

<sup>1</sup> The dates shown above are provisional and subject to final confirmation.

<sup>2</sup> In order to be entitled to participate in and vote at the Annual General Meeting.

<sup>3</sup> Annual General Meeting: 9.30 am, AUSTRIA CENTER VIENNA, Bruno-Kreisky-Platz 1, A 1220 Vienna

### Open for more information:

**OMV TICKER** is a mailing service for stockholders and everybody who is interested in OMV Group. This service provides financial and company information free of charge and directly from the management, e. g. quarterly reports of financial results, current events, etc. either by e-mail or by mail.

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## Introduction of the Chairman.

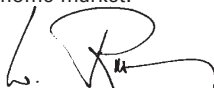
### Dear Stockholders,

Oil industry earnings are directly correlated to key factors such as crude prices, the dollar exchange rate and refining margins. In 2002 a negative trend in some of these indicators had resulted in a marked deterioration in results. A weaker US dollar and the worst refining margins in over a decade combined to create testing market conditions for the entire oil industry, and made sharp declines in profits inevitable. Even so we posted solid earnings before interest and tax (EBIT) of EUR 495 mn in 2002. However, a combination of relatively poor trading conditions and stronger investment for growth meant that our ROACE target was not met.

Our aim is to grow the business while emphasizing on earnings stability. To achieve that in the face of a volatile business environment, stiffening competition and changing structures in Europe, OMV must become a market-leading Central and Eastern European oil and gas group with international E & P activities.

There are three elements for turning our vision into reality:

- A clear growth strategy in relation to our business, products, markets and competitive position, which is aiming at long-term earnings. We plan to double our market position by 2008 by pursuing an integration strategy based on balanced growth aimed at safeguarding profits.
- A business and organizational structure that allows for the greatest exploitation of opportunities available to an integrated oil and gas group by ensuring optimum resource allocation whilst giving operational units a maximum of independence.
- A business culture that accepts social and environmental responsibility, and inculcates an understanding among our employees that OMV's new core markets must become a true home market.



Wolfgang Ruttenstorfer



## OMV's stock exchange and privatization history.

**1987:** After the government's decision to privatize the public sector, the initial public offering takes place in December 1987. The Österreichische Industrieholding AG (ÖIAG) sells 15% of OMV's capital stock (ATS 2 bn split into 2 mn shares with a face value of ATS 1,000) at a price of ATS 4,400. This reduces ÖIAG's stake in OMV to 85%. OMV shares start trading in Vienna on December 3 and close at ATS 4,455. On December 9 the shares are traded in Frankfurt and Munich for the first time.

**1989:** In September ÖIAG sells another 10% of OMV shares in a secondary offering at a price of ATS 8,240 per share. Together with a further sale of shares to institutional investors ÖIAG's stake is reduced to some 72%.

**1991:** The face value of 5% of the stock is reduced to ATS 100 in order to facilitate the introduction to the Austrian Futures and Options Exchange in April. In June OMV's capital stock is increased by ATS 400 mn to a total capital stock of ATS 2.4 bn. ÖIAG exercises its rights issue and continues to own 72%. On December 9,

the OMV share is the first Austrian share to be traded on firm quotation on SEAQ International in London.

**1994:** In May, IPIC (International Petroleum Investment Company) buys 13% of OMV from ÖIAG so that ÖIAG's stake is down at 59%. In June OMV has a capital increase to ATS 2.7 bn. IPIC exercises its rights issue as well as those of ÖIAG and increases its OMV stake to 19.6%, whereas ÖIAG's stake declines to 52.4%. A Level 1 ADR program is established in the US. At September's AGM, OMV agrees on a face value of ATS 100 for all shares. Until year end, ÖIAG sells a further 2.5% and reduces its OMV stake to 49.9%. For the first time, OMV is majority owned by private stockholders.

**1996:** In May ÖIAG sells another 4.023 mn shares at a price of ATS 1,055 thus decreasing its stake to 35%.

**1999:** The Company's share capital is converted to EUR 196.29 mn and all ordinary shares will be no par value shares (27 mn shares).

## Key figures for OMV shares.

Key stock data	2002	2001	2000	1999	1998
Number of shares in mn as of December 31 <sup>1</sup>	<b>26.870</b>	26.904	26.930	27.000	27.000
Price-earnings (P/E) <sup>2</sup>	<b>8</b>	7	7	13	13
Price-cash flow (P/CF) <sup>2</sup>	<b>4.3</b>	3.2	3.6	7.7	4.8

### in EUR

High	<b>110.87</b>	122.65	99.40	98.00	141.57
Low	<b>82.20</b>	78.00	74.10	72.75	70.49
Year end share price	<b>93.58</b>	94.12	82.50	96.50	80.30
Dividend per share	<b>3.50</b> <sup>3</sup>	4.30	4.30	2.40	2.25
Payout ratio in %	<b>29</b>	30	36	33	36
Earnings per share	<b>11.85</b>	14.09	11.95	7.19	6.27
Equity per share	<b>88.75</b>	82.66	72.21	62.65	56.49
Cash flow <sup>4</sup> per share	<b>21.60</b>	29.21	22.65	12.53	16.84
Earnings per share US GAAP <sup>5</sup>	<b>11.21</b>	13.94	13.31	7.20	1.86
ÖVFA <sup>6</sup> Earnings per share	<b>12.24</b>	15.94	16.73	7.19	7.02
ÖVFA Cash earnings per share	<b>22.90</b>	26.55	20.20	15.14	15.99
ÖVFA Equity per share	<b>81.11</b>	73.28	61.98	55.10	48.76
Year end market capitalization in EUR bn	<b>2.53</b>	2.54	2.23	2.61	2.17

<sup>1</sup> 27,000,000 no par value shares less own shares

<sup>2</sup> based on year end price

<sup>3</sup> Proposal to the Annual General Meeting 2002; 2001 and 2000 dividends included a bonus dividend of EUR 1.30 per share

<sup>4</sup> from operating activities

<sup>5</sup> US Generally Accepted Accounting Principles

<sup>6</sup> Austrian Association of Financial Analysis and Asset Management

## Key figures of the Group.

in %	2002	2001	2000	1999	1998
Return on average capital employed (ROACE)	11	14	12	9	9
Return on fixed assets (ROfA)	16	20	16	10	9
Return on equity (ROE)	14	18	18	12	11
Equity ratio	39	39	34	33	32
Gearing ratio	20	17	28	35	17

### in EUR mn as of December 31

NOPAT (Net operating profit after tax)	345	410	354	232	192
Capital employed	3,319	3,045	2,937	2,784	2,308

### OMV personnel data as of December 31

Employees	5,828	5,659	5,757	5,953	6,360
thereof: Non-salaried staff	[2,253]	[2,292]	[2,398]	[2,507]	[2,721]
Salaried staff	[3,405]	[3,197]	[3,216]	[3,294]	[3,487]
Executive Board and senior executives	[47]	[56]	[57]	[56]	[56]
Apprentices	[123]	[114]	[86]	[96]	[96]
Female staff in %	17	16	17	17	18
Staff abroad in %	25	25	23	22	22

Statement of income in EUR mn	2002	2001	2000	1999	1998
Sales (excluding petroleum excise tax)	7,079	7,736	7,455	5,179	4,720
Earnings before interest and tax (EBIT)	495	610	491	285	220
Financial items	(21)	(40)	(38)	(6)	2
Income from ordinary activities	474	570	453	278	223
Extraordinary income (loss)	—	—	—	—	(6)
Taxes on income	(152)	(188)	(130)	(84)	(48)
Net income	322	382	323	194	169

### Balance sheet in EUR mn

Fixed assets	4,254	3,983	3,929	3,624	3,240
Current assets	1,722	1,635	1,705	1,495	1,371
Stockholders' equity	2,411	2,248	1,968	1,715	1,549
Provisions <sup>1</sup>	1,118	1,052	1,120	1,070	1,117
Liabilities <sup>1</sup>	1,906	1,810	2,412	2,183	1,827
Balance sheet total	6,149	5,772	5,834	5,278	4,814

### US GAAP in EUR mn

Net income	301	389	359	194	50
Stockholders' equity	2,455	2,345	2,117	1,854	1,701

<sup>1</sup> amended comparative figures 1998 to 1999

### Consolidated cash flows and capital expenditure by segments.

Cash flows in EUR mn	2002	2001	2000	1999	1998
Net cash provided by operating activities	581	786	611	338	455
Investments	(671)	(482)	(654)	(639)	(734)
Disposals	49	62	85	53	172
Net cash used in investing activities	(622)	(419)	(569)	(586)	(562)
Net cash provided by (used in) financing activities	58	(302)	(76)	141	52
Cash and cash equivalents at end of year	196	189	122	152	248

#### Capital expenditure by segments in EUR mn

Exploration and Production	227	132	86	172	105
Refining and Marketing incl. petrochemicals	282	191	277	358	218
Gas	104	69	91	58	60
Chemicals	49	38	36	58	340
Corporate and Other	13	22	180	10	9
<b>Group</b>	<b>674</b> <sup>1</sup>	<b>452</b>	<b>669</b>	<b>656</b>	<b>732</b>

<sup>1</sup> rounded figures

### Key figures by segments.

Group sales in EUR mn	2002	2001	2000	1999	1998
Exploration and Production	202	289	255	155	118
Refining and Marketing incl. petrochemicals	4,920	5,578	5,574	3,808	3,313
Gas	1,474	1,421	1,192	837	868
Chemicals	468	439	425	366	408
Corporate and Other	14	9	8	13	13
<b>Group</b>	<b>7,079</b> <sup>1</sup>	<b>7,736</b>	<b>7,455</b> <sup>1</sup>	<b>5,179</b>	<b>4,720</b>

#### EBIT in EUR mn

Exploration and Production	256	273	320	105	(20)
Refining and Marketing incl. petrochemicals	125	223	79	84	132
Gas	115	111	105	106	81
Chemicals	43	49	36	24	57
Corporate and Other	(44)	(46)	(49)	(34)	(29)
<b>Group</b>	<b>495</b>	<b>610</b>	<b>491</b>	<b>285</b>	<b>220</b> <sup>1</sup>

<sup>1</sup> rounded figures

# 2002

## Market indicators.

	2002	2001	2000	1999	1998
Crude price for Brent in USD/bbl	<b>24.98</b>	24.46	28.44	17.93	12.76
Exchange rate EUR/USD	<b>0.95</b>	0.90	1.09	0.94	0.90
Naphtha spot price in EUR/t	<b>235</b>	248	261	172	136
WECP <sup>1</sup> ethylene in EUR/t	<b>517</b>	617	664	426	422
WECP propylene in EUR/t	<b>441</b>	461	548	303	290
World crude demand in mn bbl/d <sup>2</sup>	<b>76.9</b>	76.5	75.4	75.2	73.7
World crude output in mn bbl/d <sup>2</sup>	<b>76.6</b>	76.8	76.7	74.0	75.5
Natural gas market in Austria in bcm <sup>2</sup>	<b>7.6</b>	7.8	7.3	7.7	7.6
CEE petroleum product consumption in mn t <sup>3</sup>	<b>82</b>	64	64	66	52
[thereof in Austria in mn t] <sup>2</sup>	<b>[11.2]</b>	[10.8]	[10.2]	[10.6]	[10.9]

<sup>1</sup> West European Contract Prices

<sup>2</sup> estimated

<sup>3</sup> Central and Eastern European markets include Austria, Bavaria, Croatia, Czech Republic, Hungary, Italy, Slovakia, Slovenia; additions in 1999: Bulgaria and Romania; additions in 2002: Bosnia-Herzegovina and Serbia-Montenegro

## Exploration and Production.

### Business activities:

46% of our total production comes from Austria, and 54% is coming from our activities in Australia, Libya, New Zealand, Pakistan and the UK. We are involved as either an operator or partner in exploration and development projects in our core areas Australia, Austria, Libya, New Zealand, Pakistan and the UK, but we also pursue projects in other countries. We currently have proved reserves amounting to 343 mm boe.

### Competitive advantages:

We clearly focus our activities in core areas where we are capable of reaching critical mass. We have 72% of our production in politically and financially stable countries. The acquisition

of Preussag's international assets strengthens our position in our core regions. We possess a very high quality portfolio in the mid-size field range, as well as shares in several giant-size fields.

### Objectives:

We will continue to be a niche player with a global portfolio. We will aim to increase our production of crude oil, NGL and natural gas to 160,000 boe/d until 2008 by further developing our existing fields and by acquiring selective, proven acreage in our existing core areas as well as investigating projects, e.g. in the Middle East and Russia.

# 2002



### OMV projects 2002

Block	Field name	Country	Type	interest in %
Vienna Basin	four projects	Austria	oil, gas, oil/gas	100.0
30/2c	Jade	UK	condensate/gas	5.6
9/13a	Beryl	UK	oil	5.0
9/19	Skene	UK	condensate/oil/gas	3.5
204/20	Schiehallion	UK	oil	5.9
PEL2/94	Dooish	Ireland	oil	10.0
NC 190	NC 190	Libya	oil	9.6
Sawan D&P Lease	Sawan	Pakistan	gas	19.7
VIC/RL5	Patricia Baleen	Australia	gas	40.0
VIC/RL3	Sole	Australia	gas	35.0
PML381012	Maui	New Zealand	condensate/oil/gas	10.0
PEP38413	Maari	New Zealand	oil	69.0

Number of completed wells	2002	2001	2000	1999	1998
Exploration and appraisal wells	44	52	24	17	12
Development and production wells	66	55	65	25	19
<b>Total</b>	<b>110</b> <sup>1</sup>	<b>107</b>	<b>89</b>	<b>42</b>	<b>31</b>

<sup>1</sup> thereof 13 exploration and appraisal wells and 35 development and production wells in Cooper basin, Australia (OMV's interest: 2.1%)

Crude oil and NGL production in mn bbl	2002	2001	2000	1999	1998
Austria	6.8	7.0	7.0	7.0	6.9
Australia/New Zealand	0.9	0.7	0.8	0.3	—
Libya	7.4	8.0	7.8	7.5	5.8
UK	4.4	4.1	4.4	4.4	3.1
<b>Total</b>	<b>19.5</b>	<b>19.8</b>	<b>20.0</b>	<b>19.2</b>	<b>15.8</b>

Natural gas production in bcf	2002	2001	2000	1999	1998
Austria	43.7	43.5	42.3	41.0	38.0
Australia/New Zealand	7.2	3.9	4.0	1.0	—
Pakistan	6.1	0.0	—	—	—
UK	8.6	4.9	5.2	5.9	5.7
<b>Total</b>	<b>65.6</b>	<b>52.3</b>	<b>51.5</b>	<b>47.9</b>	<b>43.7</b>

Total production in mn boe	2002	2001	2000	1999	1998
Austria	14.1	14.2	14.0	13.9	13.2
Australia/New Zealand	2.1	1.3	1.5	0.5	—
Libya	7.5	8.0	7.8	7.5	5.8
Pakistan	1.0	0.0	—	—	—
UK	5.8	5.0	5.3	5.3	4.1
<b>Total</b>	<b>30.4</b> <sup>1</sup>	<b>28.5</b>	<b>28.5</b>	<b>27.2</b>	<b>23.1</b>

<sup>1</sup> rounded figures

<b>Proved <sup>1</sup> oil and NGL reserves in mn bbl</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
Austria	62.3	64.6	65.6	62.0	60.8
Australia/New Zealand	4.1	2.5	2.7	4.4	—
Libya	80.0	77.5	77.8	81.0	88.1
UK	26.9	28.4	32.0	37.0	38.9
<b>Total</b>	<b>173.3</b>	<b>173.0</b>	<b>178.1</b>	<b>184.4</b>	<b>187.8</b>

<b>Proved <sup>1</sup> natural gas reserves in bcf</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
Austria	561.2	585.0	609.4	648.0	639.4
Australia/New Zealand	95.8	78.4	52.3	54.8	—
Pakistan	301.9	269.5	226.3	226.3	56.6
UK	60.3	71.9	71.1	74.5	51.2
<b>Total</b>	<b>1,119.2</b>	<b>1,004.8</b>	<b>959.1</b>	<b>1,003.6</b>	<b>747.2</b>

<b>Total proved <sup>1</sup> reserves in mn boe</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
Austria	155.9	162.1	167.2	170.0	167.4
Australia/New Zealand	20.0	15.5	11.5	13.5	—
Libya	79.9	77.5	77.8	81.0	88.1
Pakistan	50.3	44.9	37.7	37.7	9.4
UK	37.0	40.4	43.8	49.4	47.5
<b>Total</b>	<b>343.1</b>	<b>340.5</b>	<b>338.0</b>	<b>351.6</b>	<b>312.4</b>

<sup>1</sup> developed and undeveloped reserves as of December 31

## Refining and Marketing including petrochemicals.

### Business activities:

We operate two refineries in Schwechat and Burghausen, giving us a combined capacity of 270,000 bbl/d. Furthermore we have a 45% stake in the BAYERNOIL refining network as well as a 25.1% stake in Rompetrol in Romania. In 2002, we expanded our market leadership in Central and Eastern European with the acquisition of retail networks in Bavaria, the Czech Republic, Hungary, Saxony and Slovakia in 2002.

### Competitive advantages:

We have refineries that are recognized for outstanding product quality and environmental standards, along with a high degree of integration and the close proximity to their markets. We are able to transport at low cost from Schwechat and Constanta via the river Danube to south-eastern Europe.

We have an extensive retail network and efficient commercial distribution systems that give us a highly visible brand image throughout the markets and an extensive platform for continued organic growth.

### Objectives:

Through our program of rigorous cost and supply chain management we increase the profitability and optimize the output of our refineries.

We focus on premium quality products, as demanded by the market, to increase margins, along with continuing to develop the fast growing area of non-oil consumer products, such as shops, car washes and catering outlets at filling stations throughout our network. We will steadily continue to further grow our presence within our new markets.

<b>Crude oil imports in 1,000 t</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
Algeria	312	520	776	772	1,043
Azerbaijan	222	150	0	0	0
Cameroon	0	0	0	80	15
Czech Republic	86	62	31	34	44
Iraq	971	656	1,142	1,382	1,531
Iran	0	0	0	55	0
Libya	3,357	4,036	3,219	3,750	3,918
Kazakhstan	984	450	984	645	850
Nigeria	1,079	839	423	476	341
Russia	1,058	1,204	1,084	991	1,221
Saudi Arabia	677	575	406	318	573
Syria	889	845	119	0	10
Tunisia	8	0	20	488	324
Others	48	134	148	195	0
<b>Total</b>	<b>9,689</b>	<b>9,470</b>	<b>8,432</b>	<b>9,187</b>	<b>9,869</b>

#### Crude oil processing in 1,000 t

Crude oil	10,472	10,430	9,403	10,109	10,777
Third-party processing (in Schwechat only)	1,938	1,829	1,976	1,929	1,927
Semi-finished products and others	718	556	512	526	431
<b>Total</b>	<b>13,128</b>	<b>12,815</b>	<b>11,891</b>	<b>12,564</b>	<b>13,135</b>
<b>Utilization rate in %</b>	<b>95</b>	<b>94</b>	<b>88</b>	<b>90</b>	<b>95</b>

<b>Sales volume in 1,000 t</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>	<b>1999</b>	<b>1998</b>
Petrochemicals	1,551	1,516	1,325	1,485	1,494
Gasoline	1,928	1,943	1,802	2,149	2,180
Jet fuel	925	973	894	920	921
Diesel fuel	3,460	3,105	3,012	2,895	2,825
Extra light heating oil	1,856	2,185	1,825	1,963	2,166
Fuel oil	942	1,069	1,148	1,127	1,425
Bitumen	415	400	341	330	291
Coke	205	191	167	211	207
Others	384	438	329	360	426
<b>Total</b>	<b>11,667<sup>1</sup></b>	<b>11,820</b>	<b>10,843</b>	<b>11,440</b>	<b>11,935</b>

#### Retail market shares in %

Austria	21	20	20	20	20
International	13	12	11	11	10
<b>Total</b>	<b>16</b>	<b>15</b>	<b>14</b>	<b>14</b>	<b>13</b>

<sup>1</sup> rounded figures

<b>Retail network</b> as of December 31	<b>2002</b>	2001	2000	1999	1998
Austria	517	534	548	558	566
Bosnia-Herzegovina	7	—	—	—	—
Bulgaria	64	51	36	8	—
Croatia	30	25	22	21	15
Czech Republic	127	110	109	103	99
Germany	78	79	81	79	92
Hungary	113	114	116	113	82
Italy	70	66	55	38	32
Romania	50	34	17	8	—
Serbia-Montenegro	5	—	—	—	—
Slovakia	70	51	61	61	54
Slovenia	101	96	91	91	93
<b>Total</b>	<b>1,232</b>	1,160	1,136	1,080	1,033
<b>[thereof with VIVA market]</b>	<b>[491]</b>	[397]	[337]	[278]	[198]
<b>[thereof with Vienna Café]</b>	<b>[100]</b>	[34]	[11]	[1]	[—]

## Gas.

### Business activities:

We supply up to 90% of the natural gas needs of the Austrian market by drawing on supplies from Germany, Norway, Russia and on our own domestic reserves. We also play a key role in the European gas transmission market, with over one third of all Russian gas exports to Western Europe passing through our Baumgarten facility. Our pipeline network is some 2,000 km in length. With our gas storage facilities we markedly support the supply security within and outside Austria.

### Competitive advantages:

We are positioned at the center of the European natural gas flows, in-between the largest gas exporter Russia and the continually growing markets of Western, Southern and Central Europe. We maintain a competitive advantage

through our existing infrastructure and long-term gas contracts, and our Baumgarten gas hub, pipeline network and storage facilities will continue to be profitable assets in the liberalizing gas markets. By establishing a joint venture with several local gas distributors, EconGas GmbH, we are well positioned in the industrial customer market segment.

### Objectives:

We intend to expand our market share within the Austrian market and abroad with our 50% stake in EconGas GmbH, being Austria's largest direct gas distributor. We will continue to expand our transmission business through organic growth. Furthermore we want to seize new chances arising from the liberalization of the Austrian gas market

	2002	2001	2000	1999	1998
<b>Gas sales in Austria</b> in mn cbm	<b>7,032</b>	6,622	6,567	6,540	6,564

**Imports** in mn cbm

Russia	5,091	4,829	5,001	5,240	5,468
Norway	883	844	715	521	427
Germany	226	217	193	181	155
<b>Total</b>	<b>6,200</b>	5,890	5,909	5,942	6,050

**Total transmission volume sold** in mn cbm

East-West system (HAG, WAG, PENTA West)	9,855	9,810	9,409	9,292	9,191
North-South system (TAG, SOL)	29,566	27,891	27,240	27,240	24,626
<b>Total</b>	<b>39,421</b>	37,701	36,649	36,532	33,817

## Chemicals.

**Business activities:**

We are market leaders in plant nutrients in Austria and many of the neighboring countries, as well as being the world's second largest producer of melamine, a synthetic resin used to make laminated flooring, furniture and boards.

We are also one of the world's top producers of geotextiles, which are non-woven fabrics used in the construction business for separation, filtering, drainage, protection and insulation.

**Competitive advantages:**

We have created an excellent position in the global melamine and geotextile markets through our state-of-the-art proprietary technology. We also have a leadership position in the Central and Eastern European plant nutrient market.

**Objectives:**

We will aim to strengthen our excellent market positions and to improve overall profitability. In the melamine business in particular, we plan to double our worldwide sales volume by the year 2008.

# 2002

Sales by business unit	2002	2001
Plant nutrients	42%	44%
Melamine, urea	37%	34%
Services	11%	11%
Resins, glues, bulk	6%	7%
Animal feed supplements	4%	4%
<b>Total</b>	<b>100%</b>	<b>100%</b>

Sales by region	2002	2001
Austria	34%	42%
Rest of		
European Union	42%	41%
Rest of Europe	14%	12%
Rest of the world	10%	5%
<b>Total</b>	<b>100%</b>	<b>100%</b>

#### Consumption of plant nutrients

in 1,000 t nitrogen <sup>1</sup>	2002/01 <sup>2</sup>	2001/00	2000/99	1999/98	1998/97
European Union	9.224	9.084	10.010	9.885	9.811
[thereof in Austria]	[128]	[117]	[122]	[128]	[128]

#### Capacities of plant nutrients

in 1,000 t nitrogen <sup>1</sup>	2002	2001	2000	1999	1998
Europäische Union	10.754	10.921	11.635	11.890	11.813
[thereof in Austria]	[407]	[407]	[407]	[398]	[394]

<sup>1</sup> preliminary estimates    <sup>2</sup> fertilizer season: July 1 until June 30

#### Sales volume in mn t

	2002	2001	2000	1999	1998
Plant nutrients	1.11	0.97	1.10	1.10	0.94
Melamine and urea	0.28	0.24	0.31	0.35	0.30

## Supervisory and Executive Board.

### Supervisory Board:

**Rainer Wieltsch** <sup>1 2 3</sup>  
Chairman (from May 24)  
**Mohamed Nasser Al Khaily** <sup>1 2 3</sup>  
Deputy Chairman  
**Peter Michaelis** <sup>1 2 3</sup>  
Chairman (until May 24)  
Deputy Chairman (from May 24)

**Helmut Draxler**  
**René Alfons Haiden**  
**Murtadha Mohammed Al Hashemi** <sup>3</sup>  
**Richard Leutner** (until May 24)  
**Wolfram Littich** <sup>2 3</sup>  
**Gerhard Mayr** (from May 24)  
**Herbert Werner**  
**Norbert Zimmermann** <sup>3</sup>

Delegated by the Central Works Council as per section 110 para. 1 Labor Relations Act:

**Leopold Abraham** <sup>1 2 3</sup>  
**Hugo Jandl** <sup>1 2 3</sup> from September 17  
**Franz Kaba** <sup>1 2 3</sup> from September 17  
**Franz Kiegler** <sup>3</sup>  
**Herbert Nedbal** (until April 12)  
**Wolfgang Weigert** (from April 12)

### Executive Board:

**Wolfgang Ruttenstorfer**  
Chairman and Chief Executive Officer  
Gas and Chemicals

**Gerhard Roiss**  
Deputy Chairman  
Refining and Marketing including petrochemicals

**David C. Davies** (from April 1)  
Finance

**Helmut Langanger**  
Exploration and Production

<sup>1</sup> Personnel and Presidential Committee

<sup>2</sup> Accounts Committee

<sup>3</sup> Strategy and Projects Committee

### Abbreviations and definitions.

**bbbl, bbl/d**  
barrel (1 barrel equals  
approximately 159 liters),  
barrel per day

**bn**  
billion

**boe, boe/d**  
barrel of oil equivalent,  
boe per day

**cbm, cf**  
standard cubic meter,  
standard cubic feet

**E & P**  
Exploration and Production

**mn**  
million

**NGL**  
Natural Gas Liquids;

natural gas which is extracted  
in liquid form during the  
production of hydrocarbons

**R & M**  
Refining and Marketing  
including petrochemicals

**t, toe**  
metric ton, ton of oil  
equivalent

	Conversion factor		
	1 t	1,000 liter	1 bbl
1 t	1.000	1.168	7.345
1,000 liter	0.856	1.000	6.290
1 bbl	0.136	0.159	1.000

	1 bn cbm	1 bn cf	1 mn toe	1 mn boe
1 bn cbm	1.000	37.326	0.847	6.221
1 bn cf	0.027	1.000	0.023	0.167
1 mn toe	1.181	44.068	1.000	7.345
1 mn boe	0.161	6.000	0.136	1.000

The conversion factors are averages and can vary due to field specifications.