OMV results for Q3/08 and 9m/08: Robust performance in volatile environment

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### Key themes in Q3/08

- Highly volatile oil price development, reaching USD 147/bbl in July and going down below USD 100/bbl in late September
- ► Clean EBIT at EUR 928 mn up 49% on Q3/07
  - ▶ Petrom clean EBIT contribution EUR 347 mn, up by 93%
- Clean net income after minorities at EUR 557 mn up 14%
  - Increase in effective tax rate to 30% reflecting first impact of Libyan contractual changes
- Gearing ratio at 26% remains below long-term target of 30%
- OMV obtained credit ratings from Moody's (A3) and Fitch (A-) with a stable outlook



### Solid results in Q3/08

Q2/08	Q3/08	Q3/07	∆ <b>Q3/07</b>	in EUR mn	9m/08	9m/07	△ 9m/07
951	723	619	17%	EBIT	2,469	1,693	46%
93	52	106	(51%)	Financial result	123	205	(40)%
(262)	(229)	(117)	95%	Taxes	(698)	(409)	71%
25%	30%	16%	83%	Effective tax rate	27%	22%	25%
782	546	608	(10%)	Net income (NIAT)	1,894	1,489	27%
(98)	(93)	(90)	3%	Minorities	(311)	(229)	36%
684	453	517	(12%)	NIAT after minorities	1,583	1,261	26%
2.29	1.52	1.73	(12%)	EPS after minorities (EUR)	5.30	4.22	25%
1,083	928	625	49%	Clean EBIT	2,803	1,689	66%
741	557	489	14%	Clean NIAT after minorities <sup>1</sup>	1,742	1,241	40%
2.48	1.86	1.64	14%	Clean EPS after minorities 1 (EUR)	5.83	4.16	40%

Figures in this and the following tables may not add up due to rounding differences.



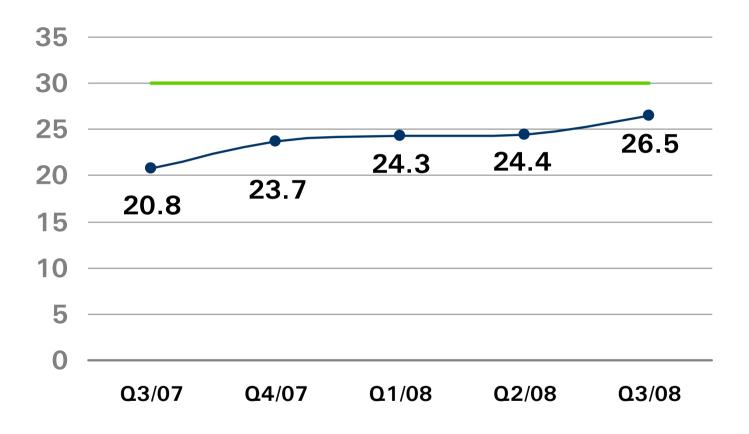
<sup>&</sup>lt;sup>1</sup> Figures exclude results from discontinued operations.

## Strong operating cash flow

Q2/08	Q3/08	Q3/07	△ 03/07	in EUR mn	9m/08	9m/07
782	546	608	(10)%	Net income	1,894	1,489
272	460	256	80%	Depreciation and amortisation	936	672
(148)	(129)	(162)	(20)%	Other	(278)	(206)
906	876	701	25%	Sources of funds	2,551	1,954
180	(75)	(259)	(71)%	Change in net working capital	148	(386)
1,085	801	443	81%	Cash flow from operating activities	2,699	1,569
(681)	(994)	(812)	22%	Cash flow used in investment activities	(2,252)	(2,789)
404	(193)	(369)	(48)%	Free cash flow	447	(1,221)
(143)	(193)	(387)	(50)%	Free cash flow after dividends	(100)	(1,706)



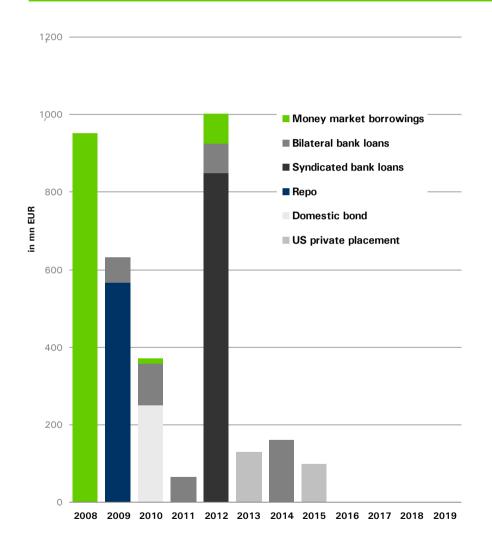
### Gearing ratio remains below long-term target



- Gearing ratio (debt/equity)
- Gearing ratio target ≤ 30%



#### Overview debt structure and credit lines



As of September 30, 2008:

Debt	EUR	3,540	mn
Cash	EUR	696	mn
Net debt	EUR	2,844	mn

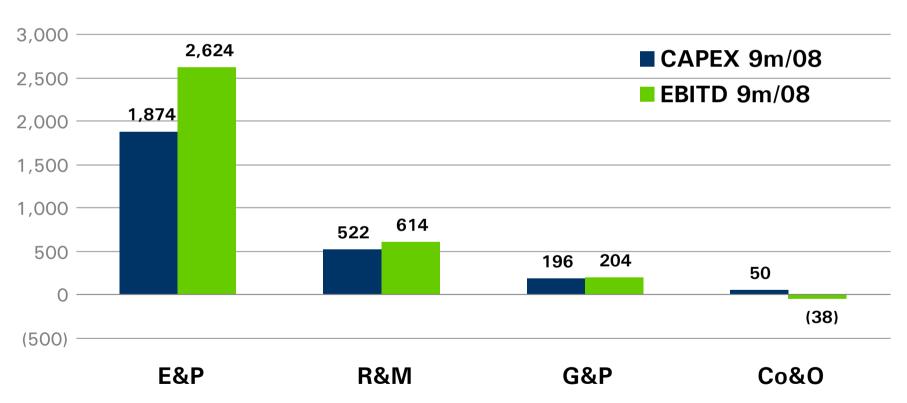
- Unused committed facilities of EUR 1,500 mn (maturing 2011)
- Petrom 3-year-multi-currency revolving credit facility of EUR 375 mn (signed on October 15, 2008)
- Oil price and USD hedges in place to secure cash flow at adequate levels in 2009



### EBITD exceeds CAPEX by 29% in 9m/08

CAPEX EBITD

9m/08: EUR 2,641 mn 9m/08: EUR 3,405 mn





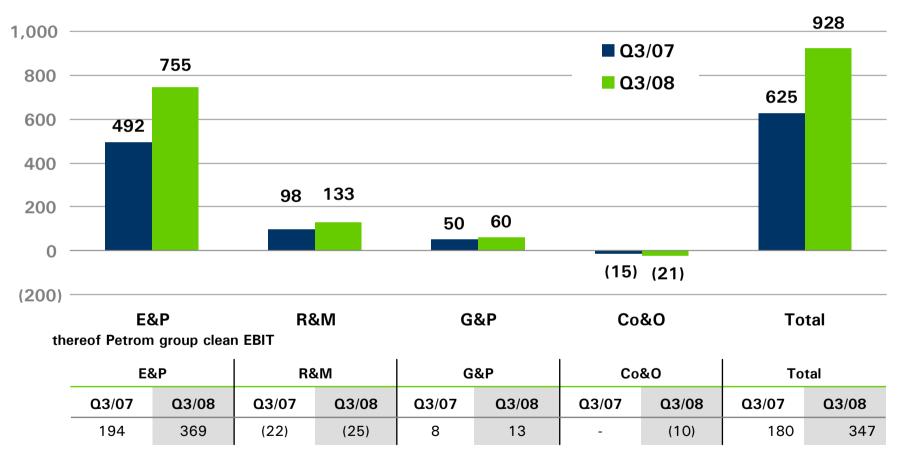
# **Special items**

Q2/08	Q3/08	Q3/07	in EUR mn	9m/08	9m/07
951	723	619	Reported EBIT	2,469	1,693
(13)	(44)	(14)	Personnel restructuring costs	(57)	(21)
(10)	(168)	(27)	Unscheduled depreciation	(178)	(21)
16	8	3	Asset disposals	28	22
(126)	(1)	31	Other	(128)	24
(132)	(206)	(6)	Total special items	(334)	4
1,083	928	625	Clean EBIT	2,803	1,689



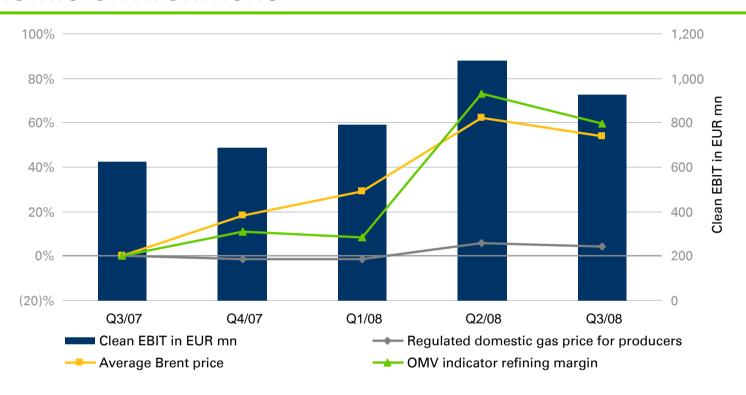
### Clean EBIT Q3/08

#### OMV Group clean EBIT Q3/08: EUR 928 mn (Q3/07: EUR 625 mn)





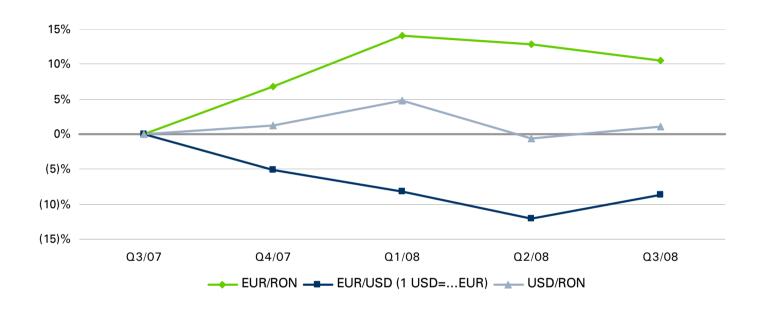
### **Economic environment**



Q2/08	Q3/08	Q3/07	△03/07		9m/08	9m/07
121.18	115.09	74.75	54%	Average Brent price in USD/bbl	111.11	67.22
6.76	6.24	3.91	60%	OMV indicator refining margin in USD/bbl	5.77	5.41
				Regulated domestic gas price for		
211.71	207.88	199.78	4%	producers in USD/1,000 cbm in Romania	205.64	179.59
1,083	928	625	49%	Clean EBIT in EUR mn	2,803	1,689



## **Exchange rate development**



	Q3/08	Q3/07	Δ
Average EUR/USD FX-rate	1.504	1.374	9%
Average EUR/RON FX-rate	3.576	3.236	11%
Average USD/RON FX-rate	2.378	2.353	1%



### Group E&P: Results driven by favorable price environment

- High oil prices led to strong results, although the weaker USD was a burden
- Production volumes almost at Q3/07 level, increased volumes in Austria,
   Kazakhstan, Yemen and Tunisia compensated for lower volumes in Romania
- Negative FX effects and cost inflation weighed on OPEX in USD/boe
- Intensified exploration activity in Romania, Libya, Tunisia and Egypt

Production volumes (1,000 boe/d)				
145	153	150		
165	164	166		
Q3/06	Q3/07	Q3/08		

Q2/08	Q3/08	Q3/07		9m/08	9m/07
752	752	508	EBIT in EUR mn	2,183	1,371
812	755	492	Clean EBIT in EUR mn	2,246	1,330
310	316	317	Total hydrocarbon production in 1,000 boe/d	316	320
121.18	115.09	74.75	Average Brent price in USD/bbl	111.11	67.22
111.62	107.42	68.04	Average realized crude price in USD/bbl	102.99	60.84
82	133	83	Exploration expenditures in EUR mn	273	174
14.68	15.66	13.51	OPEX in USD/boe	14.61	12.84



■ Oil ■ Gas

# Petrom E&P: Lower gas volumes partly compensated by increased oil production

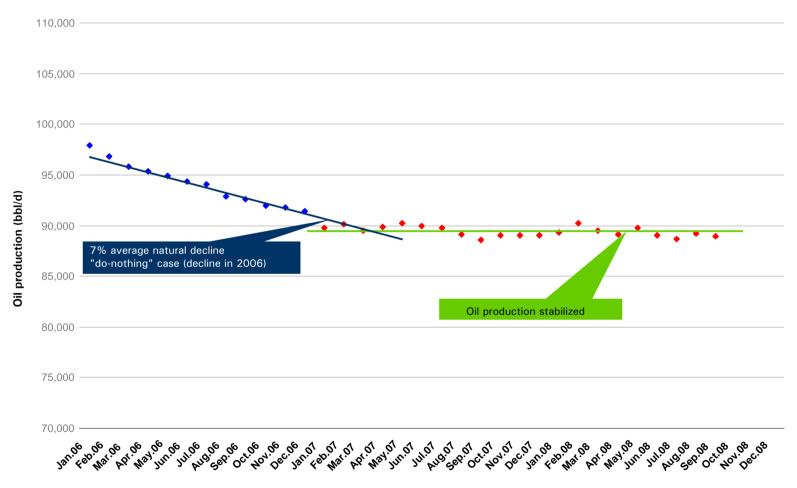
- Positive impact on realizations from lower Urals discount
- ▶ 2% increased oil production, gas volumes 4% below Q3/07 due to high pressure in Transgaz system in Romania and lower off take by fertilizer industry
- OPEX increased due to increased personnel costs

Petrom production volumes (1,000 boe/d)				
100	102	98		
97	93	94		
Q3/06	Q3/07	Q3/08		

Q2/08	Q3/08	Q3/07		9m/08	9m/07
266	368	232	EBIT in EUR mn	923	621
332	369	194	Clean EBIT in EUR mn	989	565
194	193	195	Total hydrocarbon production in 1,000 boe/d	195	198
117.24	113.55	72.22	Average Urals price in USD/bbl	108.07	63.96
104.84	103.41	64.05	Average realized crude price in USD/bbl	97.71	57.43
211.71	207.88	199.78	Regulated domestic gas price for producers in USD/1,000 cbm	205.64	179.59
18.99	19.42	17.57	OPEX in USD/boe	18.56	16.58

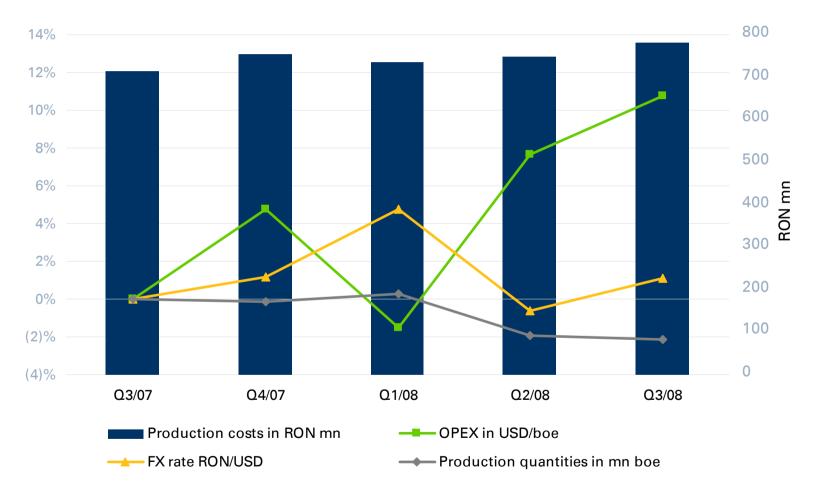


## Stabilized oil production continues





## RON/USD impact on production cost in Romania

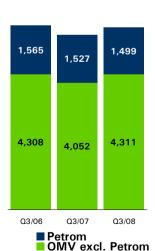




# Group R&M: Stronger margins more than offset inventory losses in refining

- Significant inventory losses due to declining crude prices
- High cost of own energy consumption due to high absolute level of crude price
- OMV indicator margin west strongly supported by high middle distillate spreads
- Significantly stronger petrochemicals business west due to higher volumes and recovered margins vs. Q3/07
- Marketing result benefited from higher sales volumes at Petrom and the strong heating oil business compared to Q3/07

Refining	sales	volumes
in	1,000	O t



Q2/08	Q3/08	Q3/07		9m/08	9m/07
200	(63)	81	EBIT in EUR mn	180	203
1	40	16	thereof petrochemicals west <sup>1</sup>	46	80
256	133	98	Clean EBIT in EUR mn	430	234
219	158	120	thereof R&M west	444	367
37	(25)	(22)	thereof R&M east (Petrom)	(14)	(133)
6.76	6.24	3.91	OMV indicator margin in USD/bbl	5.77	5.41
84	86	90	Utilization rate refineries in %	86	86
5.75	5.81	5.58	Refining sales volume in mn t	16.92	16.03
4.74	4.84	4.80	Marketing sales volumes in mn t	13.78	12.78
2,527	2,524	2,518	Marketing retail stations	2,524	2,518

<sup>&</sup>lt;sup>1</sup> Schwechat and Burghausen



# Petrom R&M: Strong marketing contribution almost compensated negative impact of low refining margins

- Significantly weaker refining margin due to high cost of own energy consumption, low gasoline spreads and a lower Brent/Urals differential
- Reported EBIT reflects EUR 157 mn impairment of the Arpechim fuels refinery
- Strong contribution from marketing based on higher volumes and stronger margins particularly in the commercial business

Marketing sales volumes in 1,000 t					
1,464	1,246	1,476			
Q3/06	Q3/07	Q3/08			

	Q2/08	Q3/08	Q3/07		9m/08	9m/07
	(8)	(185)	(36)	EBIT in EUR mn	(215)	(149)
_	37	(25)	(22)	Clean EBIT in EUR mn	(14)	(133)
	1.12	0.01	2.00	OMV refining margin east in USD/bbl	0.59	4.26
	76	80	80	Utilization rate refineries in %	76	75
_	1.48	1.50	1.53	Refining sales volumes in mn t	4.23	3.92
	1.42	1.48	1.25	Marketing sales volumes in mn t	4.10	3.38
	808	809	780	Marketing retail stations	809	780



# Group G&P: Strong contribution from transportation business

- Strong results in the marketing and trading business, lower sales volumes compensated by higher margins at Petrom
- Strong contribution from the transportation business; consolidation of operating company of WAG
- Storage business profited from solid demand

### Gas sales volumes in bcm

	0.94	1.08	1.05
	0.37	0.08	0.06
	1.04	1.08	1.10
_ EconG		<b>Ω3/07</b> 1V Gas ■	

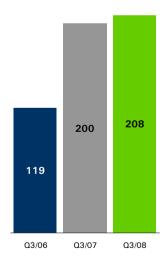
Q2/08	Q3/08	Q3/07		9m/08	9m/07
27	60	45	EBIT in EUR mn	175	166
43	60	50	Clean EBIT in EUR mn	191	171
2.56	2.21	2.24	Combined gas sales volumes in bcm Average storage capacity sold	8.84	8.79
799.0	734.9	709.2	in 1,000 cbm/h	772.8	751.9
16.37	16.41	16.33	Total gas transportation sold in bcm	49.06	48.00



### Petrom G&P: Fertilizer plant Doljchim resumed production

- Strong contribution from the marketing business supported from higher margins
- Doljchim fertilizer plant resumed production after its maintenance shutdown in Ω2/08
- Lower demand from gas-fired power plants

Regulated domestic gas price for producers in USD/1,000 cbm



Q2/08	Q3/08	Q3/07		9m/08	9m/07
(13)	14	4	EBIT in EUR mn	17	35
3	13	8	Clean EBIT in EUR mn	32	39
1.15	1.05	1.08	Gas sales volumes in bcm	3.70	3.84



#### Outlook

- OMV is well positioned to cope with any challenges and opportunities in the weakening and volatile market environment
- No significant impact on oil and gas demand in CEE seen to date; expected cyclical downturn in petrochemicals is becoming evident
- The Group's planned capital investments are being screened and prioritized to ensure existing undrawn facilities are used as little as possible during the current climate
- ► Field developments in New Zealand and Kazakhstan will only start producing end 2008/early 2009; 2008 daily average production slightly lower than 2007



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