

Results January-September and Q3 2015

November 5, 2015



OMV Aktiengesellschaft



CEO update

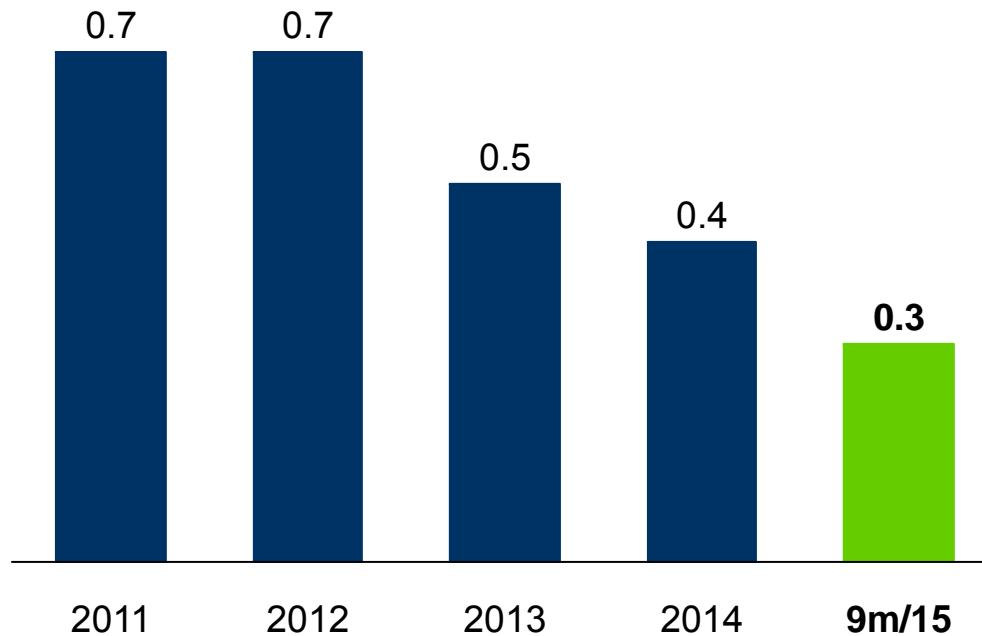
Rainer Seele,
Chairman of the Executive Board
and CEO

OMV Aktiengesellschaft

HSSE: Safety is our priority

Strong safety improvement record

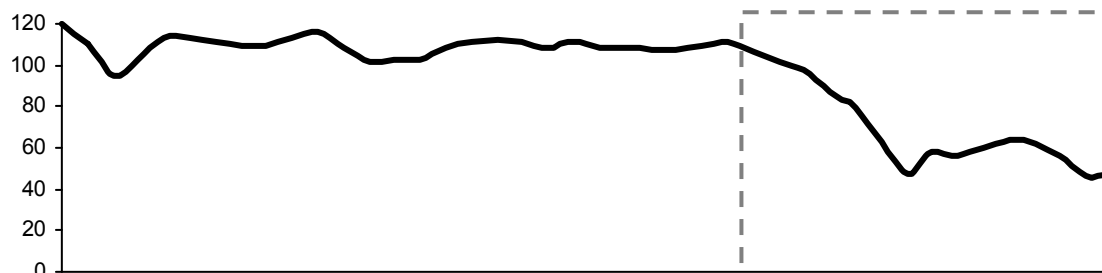
LTIR ¹ OMV Group



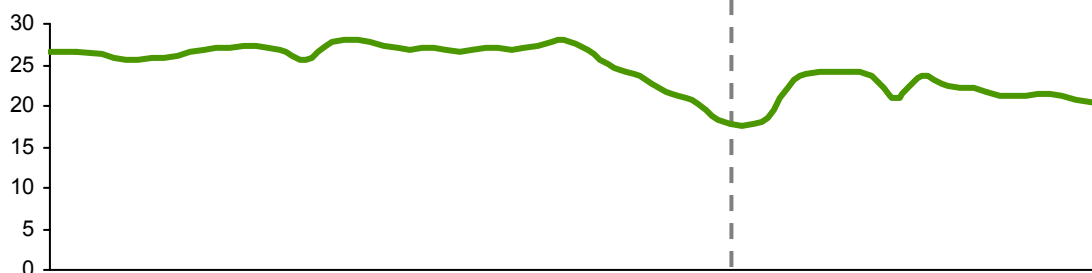
¹Lost-Time Injury Rate: Number of lost time injuries per 1 mn hours worked

Integrated business and diversified portfolio provide natural hedge in current environment

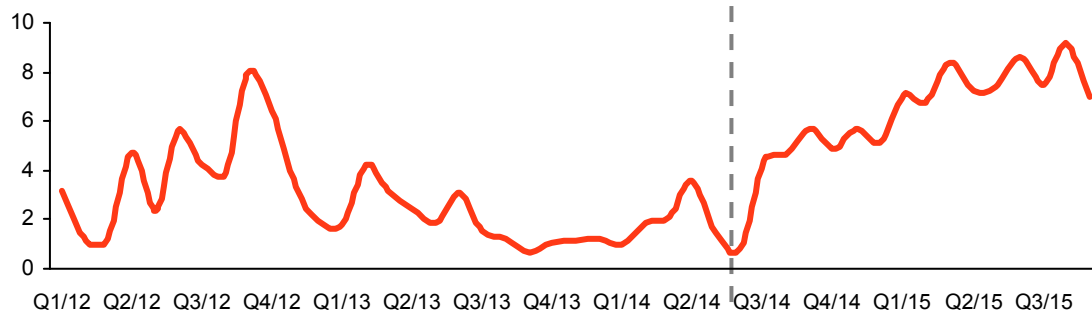
Oil price
Dated Brent,
USD/bbl



Gas price
CEGH,
EUR/MWh



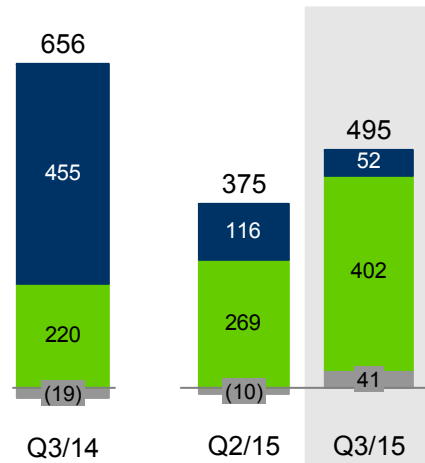
Refining margin
OMV indicator refining
margin,
USD/bbl



Note: All values are monthly averages.

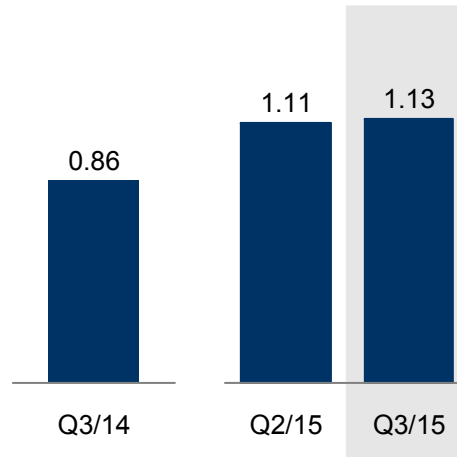
Financial performance

Clean CCS EBIT
in EUR mn

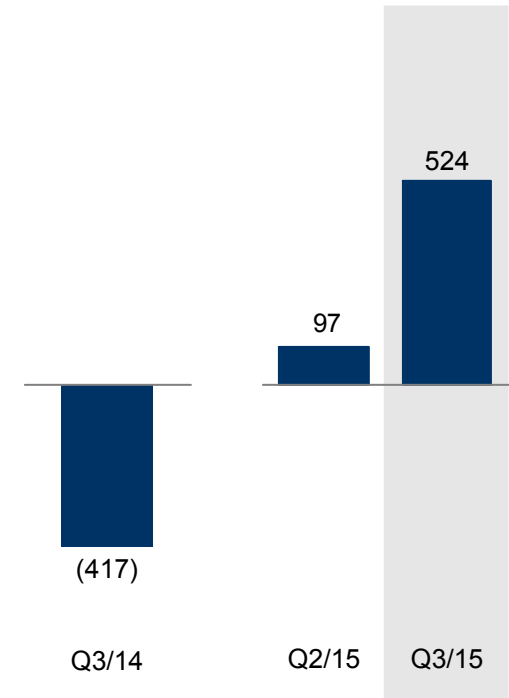


■ Upstream
 ■ Downstream
 ■ Corporate & Others, Consolidation

Clean CCS Earnings Per Share
in EUR



Free cash flow before dividends
in EUR mn



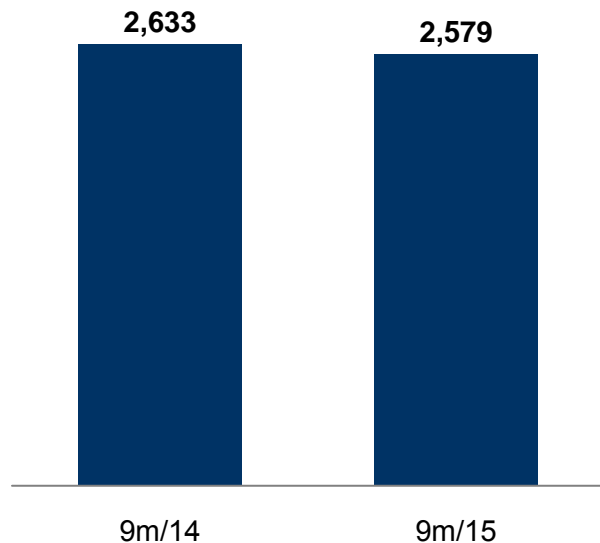
Brent price

	Q3/14	Q2/15	Q3/15
USD/bbl	102	62	50
EUR/bbl	77	56	45

Strong cash generation despite difficult oil price environment

Sources of funds ¹

in EUR mn



- ▶ Integrated business model
- ▶ Very strong cash generation in Downstream
- ▶ Resilience of Upstream cash flow
- ▶ Cost reduction measures

Brent price in USD/bbl

107

55

OMV indicator refining margin in USD/bbl

2.7

7.7

¹ Operating cash flow before working capital movements

Recent highlights



Long-term cooperation with Borealis strengthened

- ▶ Schwechat and Burghausen refinery each prolonged an offtake agreement for ethylene and propylene with Borealis until 2028
- ▶ Optimized contract structure ensures increasing utilization of refineries



Progress achieved regarding partnership with Gazprom

- ▶ Term sheet signed by OMV and Gazprom for OMV's participation in the project Achimov IV/V based on asset swaps
- ▶ Shareholder agreement for the Nord Stream 2 pipeline project signed



Important steps taken towards Downstream Gas portfolio optimization

- ▶ Gas Connect Austria: Decision taken to sell up to 49% – transaction expected for 2016
- ▶ EconGas: Provisional agreement reached on full takeover – binding agreement expected by end of 2015

Framework for strategic review

-
- ▶ Improve cash flow & profitability
 - ▶ Continue integrated business model
 - ▶ Upstream growth will remain focus
-

Results Q3/15

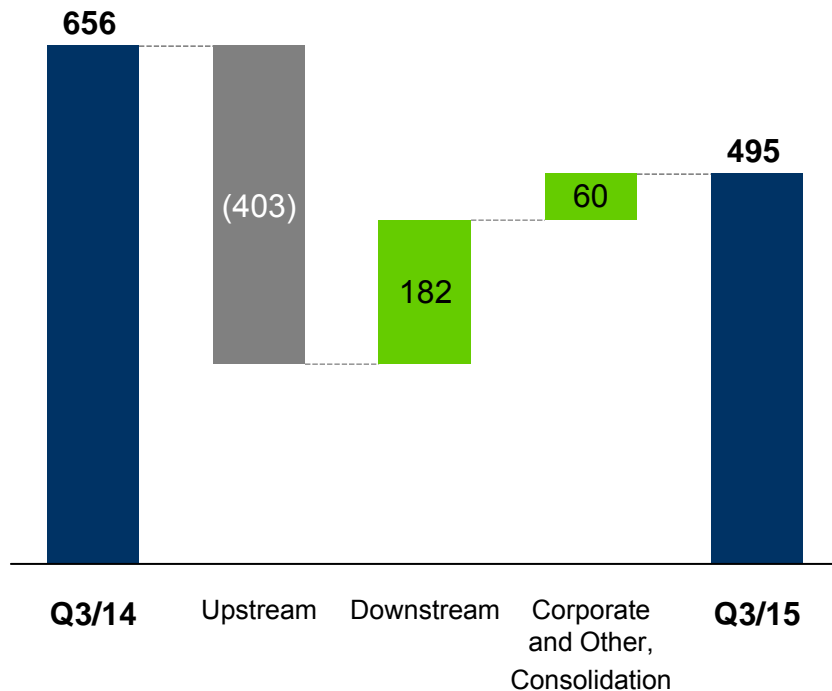
David C. Davies,
Deputy Chairman of the Executive Board
and CFO



OMV Aktiengesellschaft

Q3/15 Highlights

Clean CCS EBIT in EUR mn



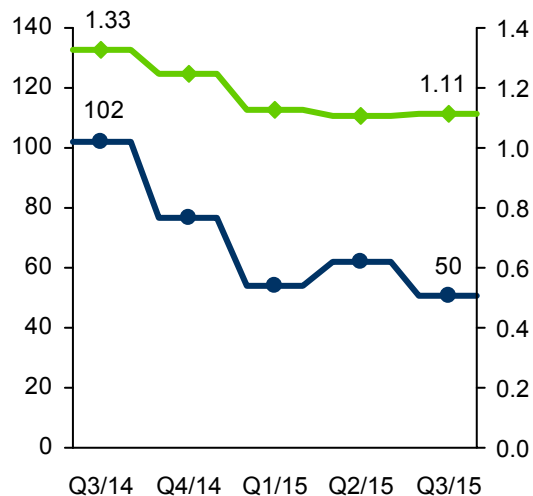
Q3/15 vs. Q3/14

- ▶ Average Brent price down by 50% to USD 50/bbl
- ▶ Production at 292 kboe/d, down by 6%
- ▶ Lower oil sales volumes in Upstream, mainly due to Libya
- ▶ Higher Downstream result due to strong refining performance
- ▶ Gearing ratio at 38%; down vs. Q2/15
- ▶ Impairments of EUR ~1 bn recorded

From January 1, 2015, a combined Business Segment Downstream was created, merging Gas and Power with Refining and Marketing. Additionally, the Business Segment Exploration and Production was renamed Upstream.

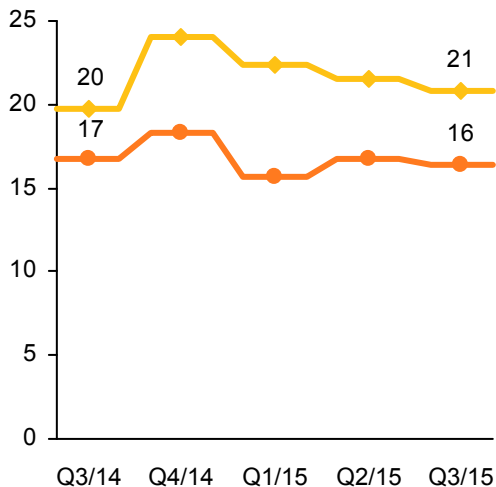
Economic environment

Oil price and EUR/USD



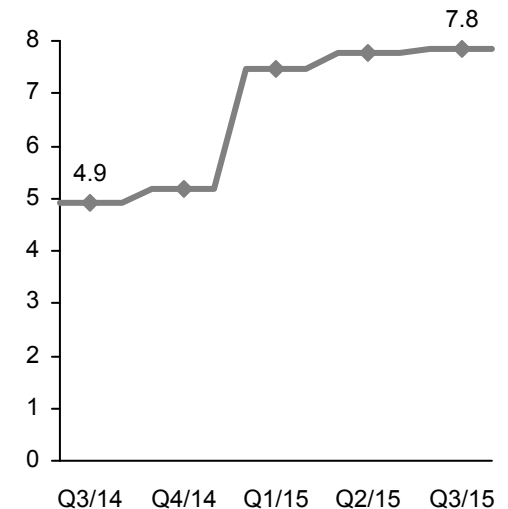
— Brent price in USD/bbl (left scale)
 — EUR/USD (right scale)

Gas prices in EUR/MWh



— Realized gas price (Upstream) ¹
 — Central European Gas Hub

OMV indicator refining margin in USD/bbl



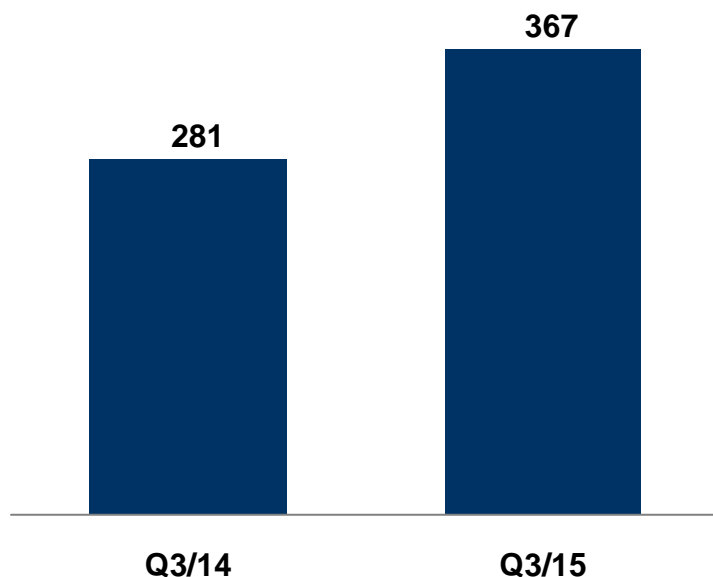
— OMV indicator refining margin

¹ Converted to MWh using a standardized calorific value across the portfolio
 Note: All figures are quarterly averages.

Results in Q3/15

Clean CCS net income attributable to stockholders ¹

in EUR mn



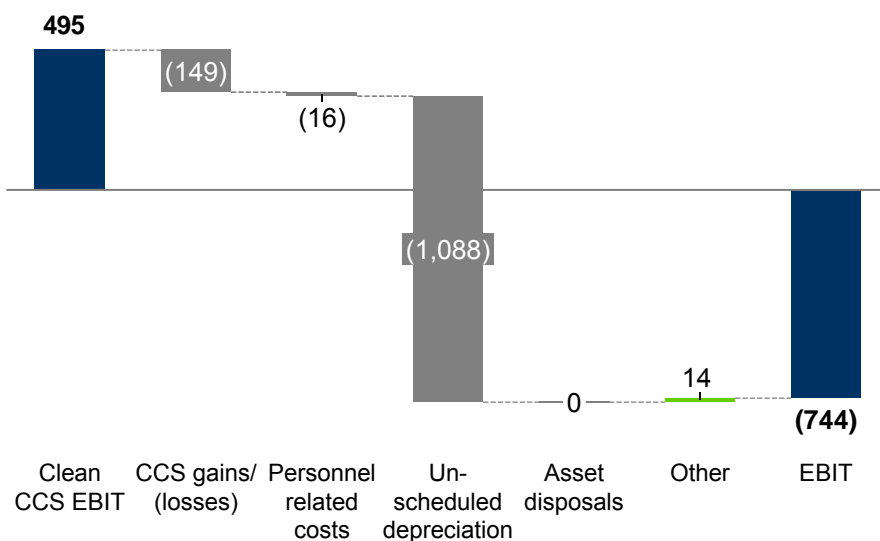
in EUR mn	Q3/15	Q3/14	Δ
EBIT	(744)	570	n.m.
Financial result	9	(31)	n.m.
Profit from ordinary activities	(735)	539	n.m.
Taxes	259	(195)	n.m.
Effective tax rate	35%	36%	(3)%
Net income	(477)	344	n.m.
Minorities and hybrid capital owners	5	(112)	n.m.
Net income attributable to stockholders ¹	(472)	232	n.m.
EPS (in EUR)	(1.45)	0.71	n.m.
Clean EBIT	345	593	(42)%
Clean CCS EBIT	495	656	(25)%
Clean CCS net income attributable to stockholders ¹	367	281	31%
Clean CCS EPS (in EUR)	1.13	0.86	31%

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

¹ After deducting net income attributable to hybrid capital owners and net income attributable to non-controlling interests

Special items and CCS effect

Q3/15
in EUR mn

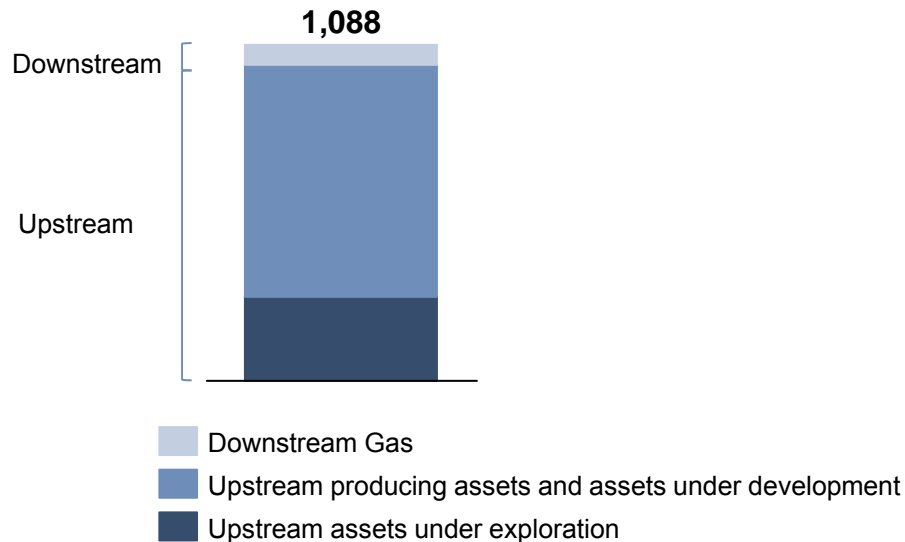


in EUR mn	Q3/15	Q3/14
Clean CCS EBIT	495	656
CCS gains/(losses)	(149)	(62)
Clean EBIT	345	593
Personnel related costs	(16)	(22)
Unscheduled depreciation	(1,088)	(1)
Asset disposals	0	(4)
Other	14	4
Total special items	(1,090)	(23)
EBIT	(744)	570

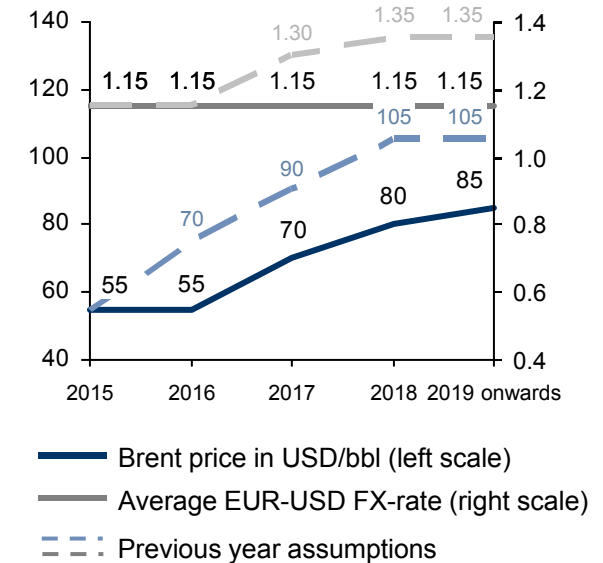
- ▶ Mostly impairments of Upstream assets due to revised short and longer term oil price assumptions
- ▶ Negative CCS effect in Q3/15 due to the decrease in oil prices

Impairments recorded in Q3/15

Unscheduled depreciation in Q3/15 in EUR mn



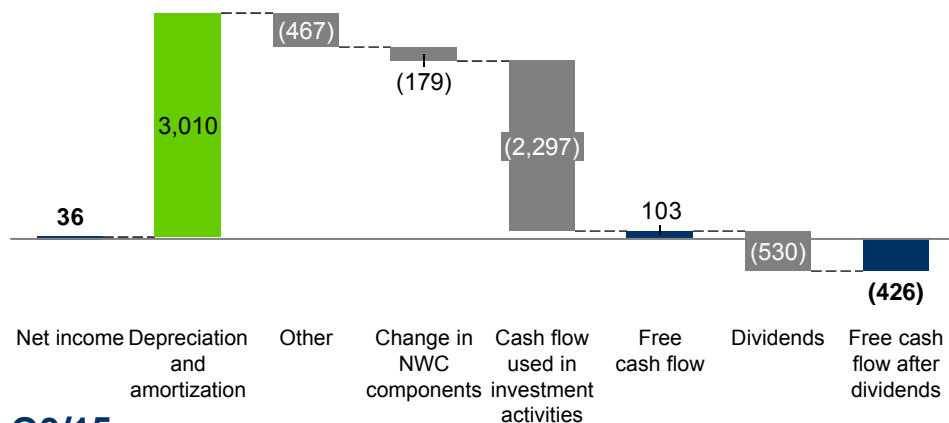
Oil price and EUR-USD FX-rate assumptions



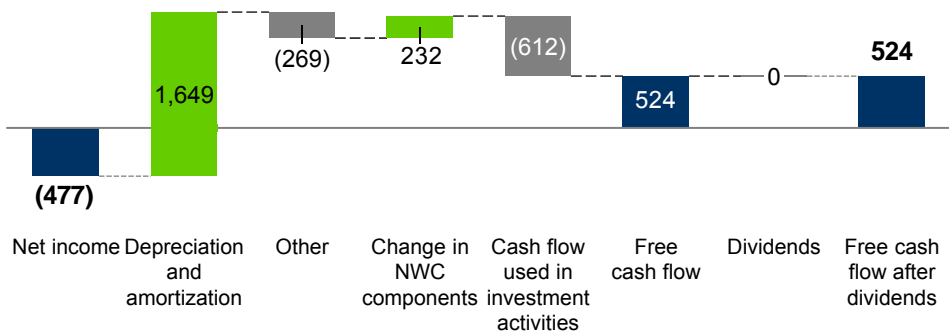
- ▶ Impairments of Upstream assets spread across the portfolio
- ▶ Lowered long-term summer/winter spreads assumptions led to an impairment of the German gas storage Etzel

Cash flow

9m/15
in EUR mn



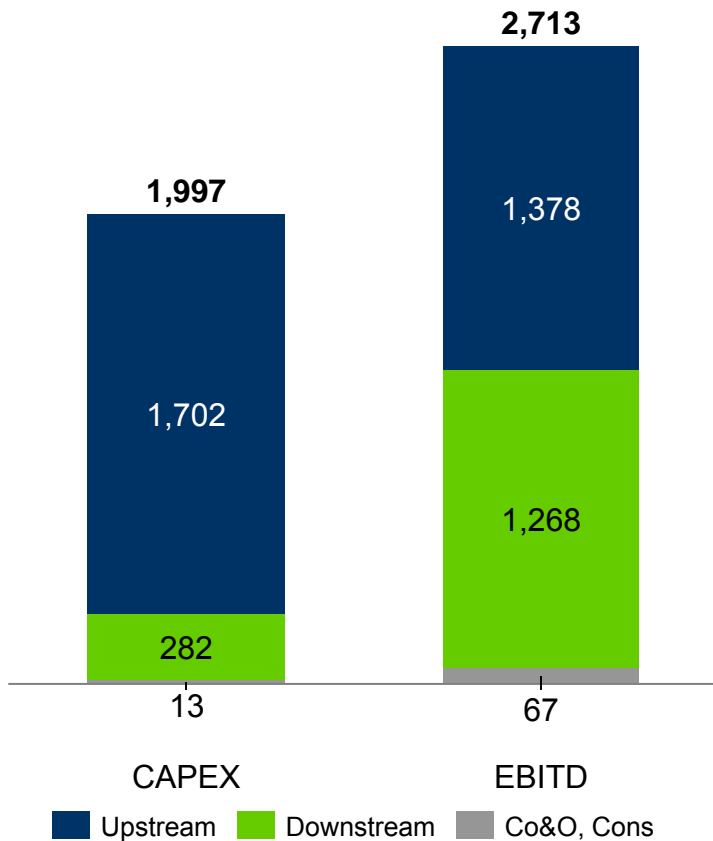
Q3/15
in EUR mn



in EUR mn	9m/15	9m/14	△
Net income	36	957	(96)%
Depreciation and amortization	3,010	1,888	59%
Other	(467)	(212)	120%
Sources of funds	2,579	2,633	(2)%
Change in net working capital components	(179)	(412)	(57)%
Cash flow from operating activities	2,400	2,221	8%
Cash flow from investments	(2,438)	(2,911)	(16)%
Cash flow from divestment proceeds	142	465	(70)%
Free cash flow	103	(225)	n.m.
Free cash flow after dividends	(426)	(871)	(51)%

CAPEX and EBITD

9m/15
in EUR mn



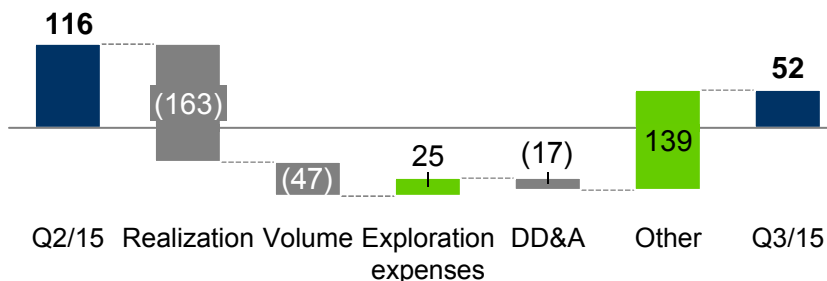
Key investments in Q3/15

- ▶ Field developments and redevelopments in Norway: Aasta Hansteen, Gullfaks and Edvard Grieg
- ▶ Romania: drilling, workovers and field redevelopments
- ▶ Exploration activities
- ▶ Schiehallion field redevelopment in the UK

Upstream Clean EBIT

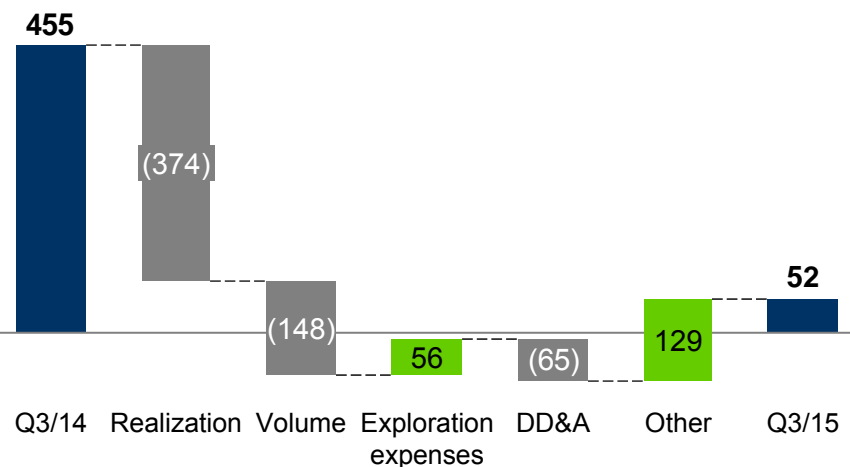
in EUR mn

Q3/15 vs. Q2/15



- ▶ Lower oil price by 18%
- ▶ Lower sales volumes mainly in Norway and Romania
- ▶ Lower exploration expenses
- ▶ Other: positive contribution from oil price hedges and lower production costs

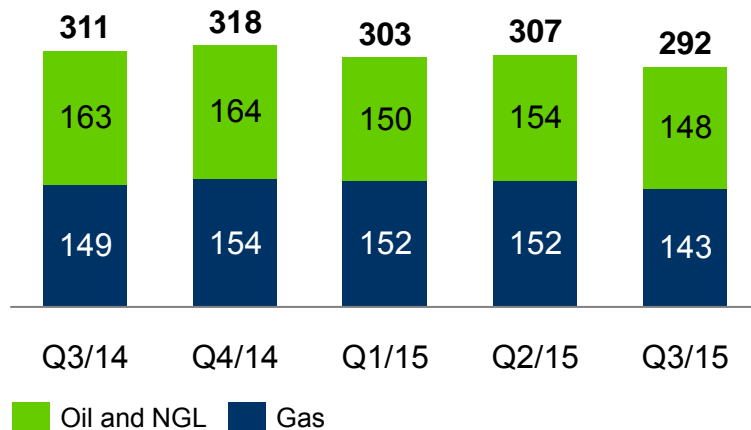
Q3/15 vs. Q3/14



- ▶ Lower oil price by 50%
- ▶ Lower sales volumes mainly in Libya and Yemen partly offset by Norway
- ▶ Lower exploration expenses
- ▶ Higher depreciation driven by Norway and New Zealand
- ▶ Other: positive contribution from oil price hedges and lower production costs

Upstream Key Performance Indicators

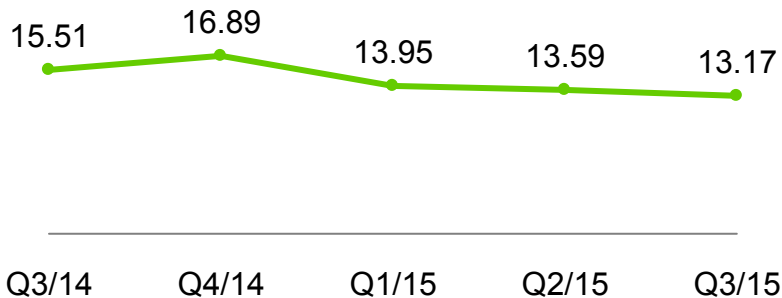
Hydrocarbon production in kboe/d



Q3/15 vs. Q2/15

- ▶ Production decreased by 5%
 - ▶ Romania: planned workovers at key wells
 - ▶ Norway: planned turnaround at the Gullfaks field

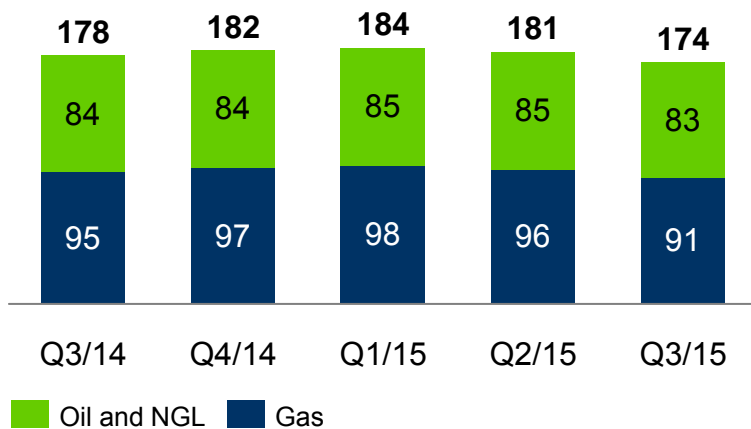
OPEX in USD/boe



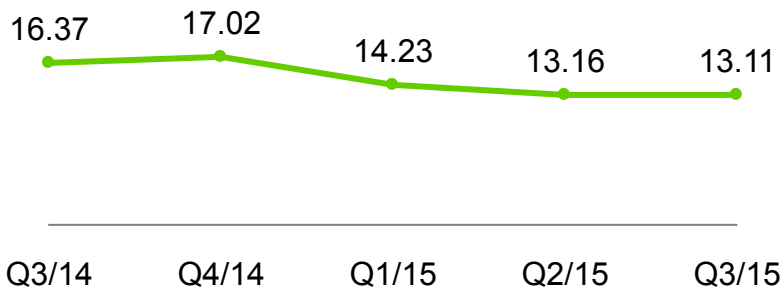
- ▶ OPEX/boe decreased by 3% mainly due to
 - ▶ Lower personnel and service costs
 - ▶ Partly offset by lower volumes

Upstream OMV Petrom group

Hydrocarbon production in kboe/d



OPEX in USD/boe

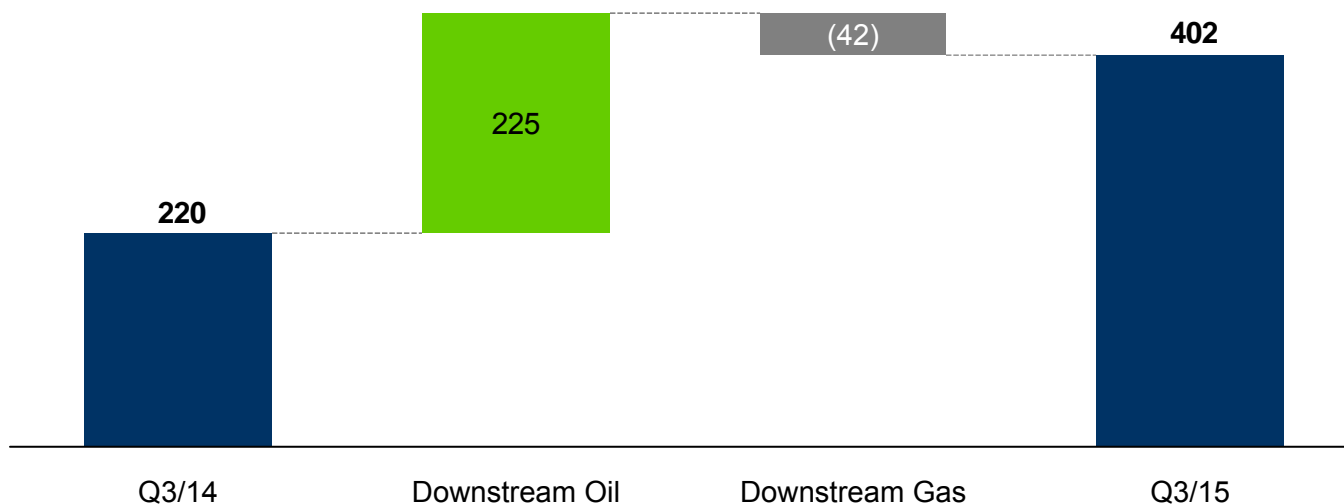


Q3/15 vs. Q2/15

- ▶ Clean EBIT at EUR 94 mn (down from EUR 124 mn)
 - ▶ Lower oil price and lower sales volumes
 - ▶ Positive impact from oil price hedges and lower exploration expenses as well as production costs
- ▶ Production decreased by 4% due to planned workovers at key wells in Romania
- ▶ OPEX/boe in line with last quarter

Downstream Clean CCS EBIT

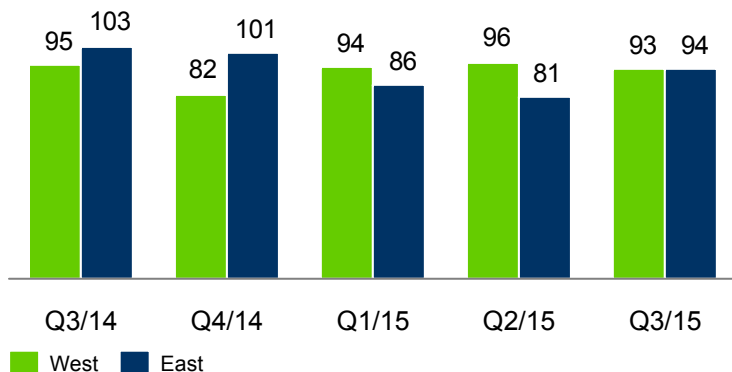
Q3/15 vs. Q3/14
in EUR mn



- ▶ Significantly higher OMV indicator refining margin
- ▶ Strong petrochemicals business driven by increased margins
- ▶ Weaker gas market environment

Downstream Key Performance Indicators

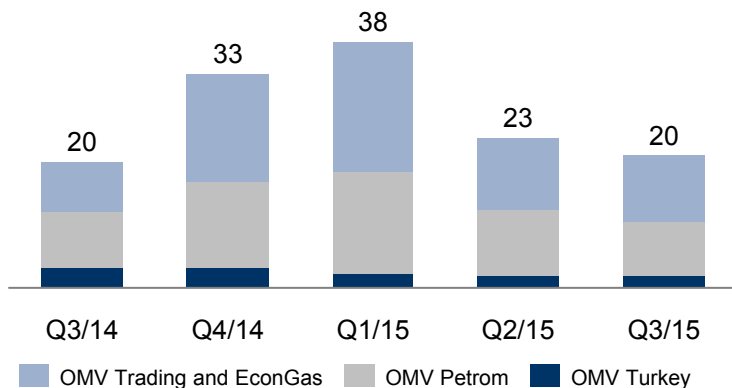
Refining utilization rate in % ¹



Q3/15 vs. Q3/14

- ▶ Overall refining utilization rate at 93%
- ▶ Total refined product sales increased slightly
- ▶ Retail sales volumes up by 7%
- ▶ Borealis contribution remains strong
- ▶ Natural gas sales volumes increased by 4%

Natural gas sales volumes in TWh ²



¹ After the finalization of the Petrobrazi refinery modernization, the opportunity was taken to demonstrate the maximum throughput of the refineries based on a timeframe of the best 30 consecutive days. As a result, OMV's total annual refining capacity has been updated from 17.4 mn t to 17.8 mn t as of Q1/15. Previously reported figures were not adjusted accordingly

² As of Q1/15, this KPI reflects only third-party volumes and excludes trading volumes. Historical figures were adjusted accordingly

Outlook 2015



Oil price	Annual average between USD 50 and 60/bbl expected
Refining margins	Expected to decline from 9m/15 level
Retail volumes	Lower product prices expected to support demand
Gas markets	Remain challenging
Production	~300 ¹ kboe/d
CAPEX	EUR ~2.7 bn (~80% Upstream)
E&A ² expenditure	EUR ~0.6 bn

¹ without production from Libya and Yemen

² Exploration and Appraisal

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