OMV Aktiengesellschaft

OMV Results January – December and Q4 2012

Gerhard Roiss,
Chairman of the Executive Board and CEO

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

Jaap Huijskes,
Executive Board member responsible for E&P

February 21, 2013

Move & More. OMV

OMV Aktiengesellschaft

2012 Full Year Result

Gerhard Roiss,
Chairman of the Executive Board and CEO

February 21, 2013

Move & More. OMV

Market environment 2012

Brent oil price
in USD/bbl

Oil price: Constant at **high** level

Production: **Recovery** in North Africa

Gas prices: Significant **spread** spot vs. long-term

Refining margins: Volatile with **high levels** in Q3

Delivering strong results in 2012

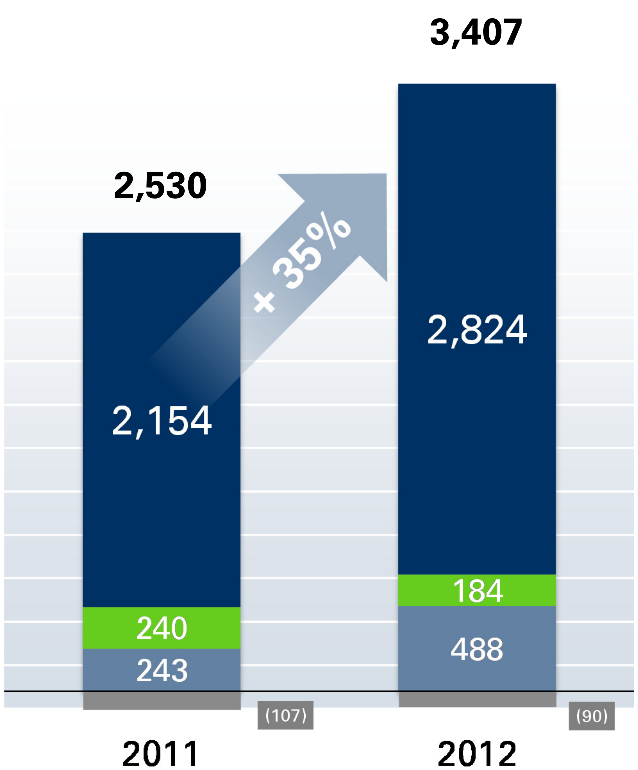
+35%	clean CCS EBIT to **EUR 3.4 bn**
+25%	sales [1] to EUR 42.6 bn
+100%	E&P project pipeline
4	major upstream transactions
Largest	gas discovery in OMV's history
860	MW gas-fired power capacity on stream
2	marketing country exits [2]

[1] excluding petroleum excise tax.

[2] signing of OMV Croatia sale in 01/2013.

Strong financial performance in 2012

Clean CCS EBIT [1],
in EUR mn



+31%

Exploration and Production

- Production increase to 303 kboe/d (2011: 288): Romania and Austria stable, Libya up

(23)%

Gas and Power

- Solid result despite negative EconGas contribution caused by oil-linked supply and unattractive LNG market

+101%

Refining and Marketing

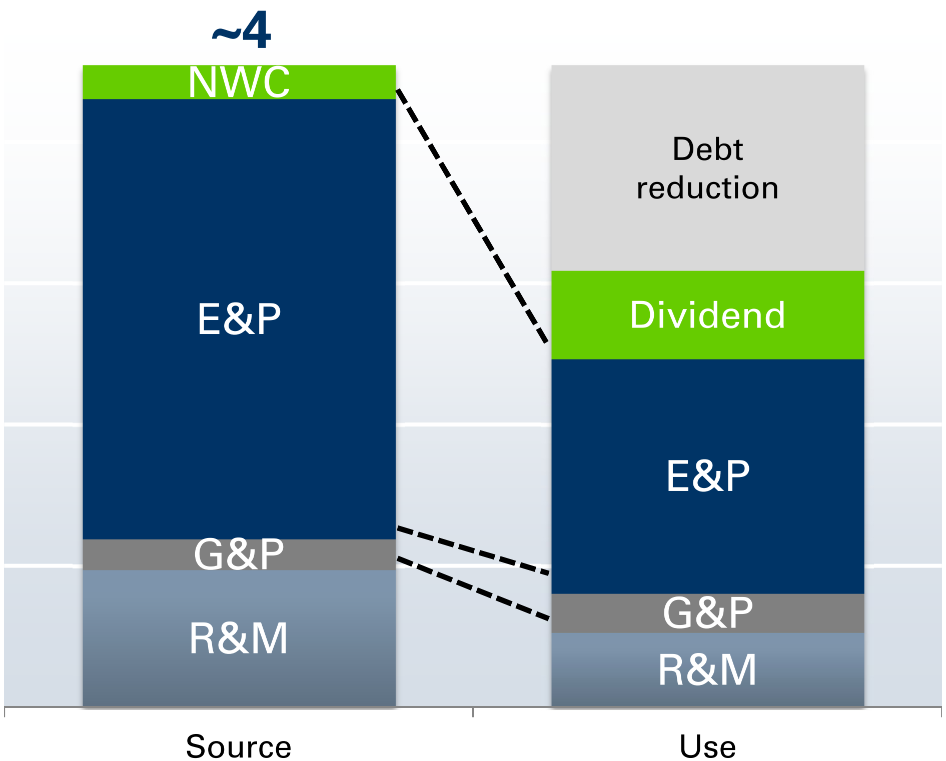
- OMV indicator refining margin USD 3.8/bbl (2011: 1.8) and strong Petrol Ofisi result

C&O and Consolidation

[1] As of March 2012, figures for 2011 were adjusted according to the change in accounting policy for post-employment benefits (IAS 19).

Solid financial basis for growth

2012, in EUR bn

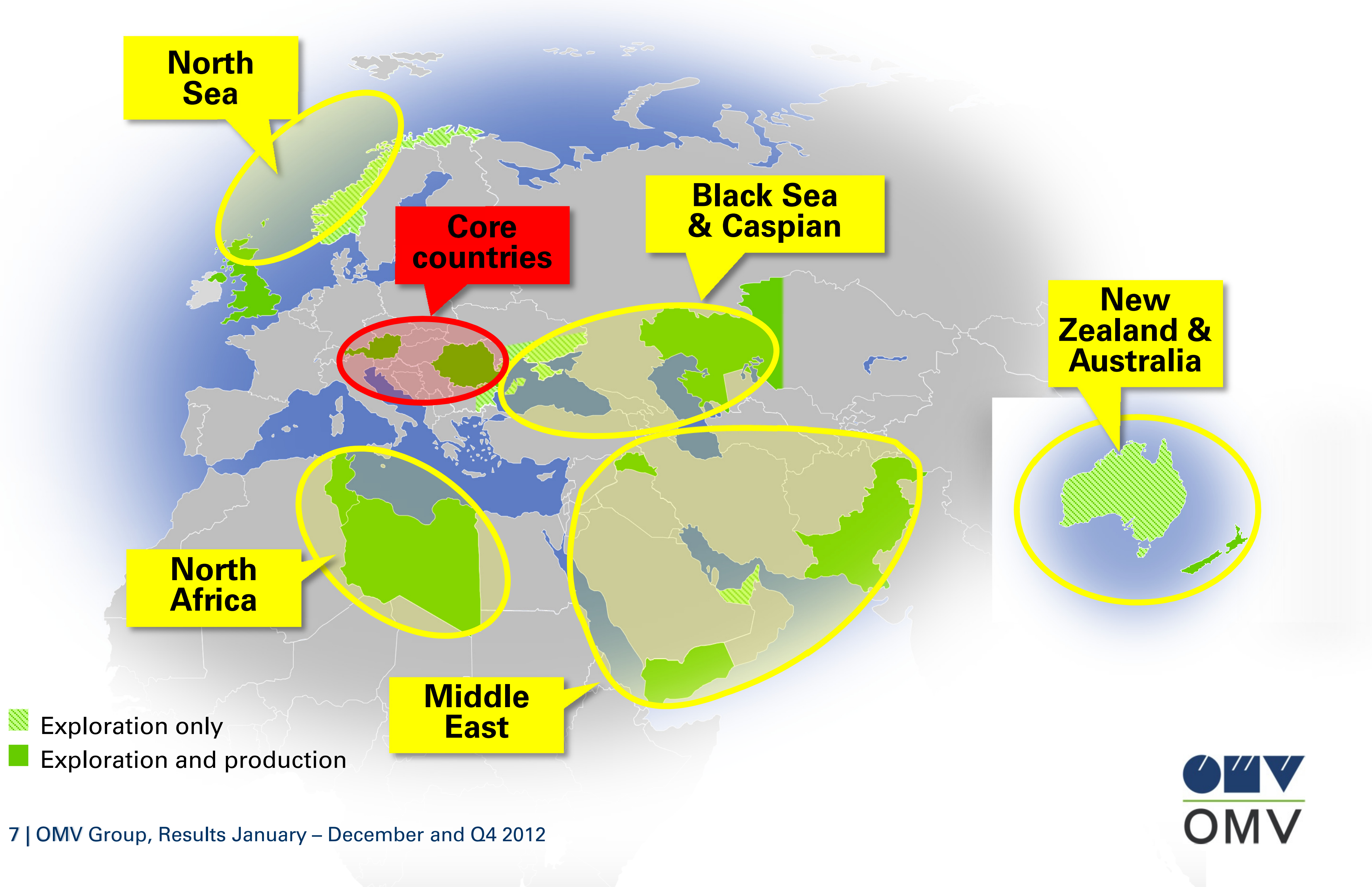


- Group CAPEX 2012: EUR **2.4 bn** thereof **66%** in E&P
- **EUR 690 mn** gross working capital reduction
- Gearing ratio down from 34% to **26%**

„Source E&P / G&P / R&M" = Source of funds, including divestments
„Use E&P / G&P / R&M" = Invest cash flow excluding divestments
„Debt reduction" = Financing cash flow and change of net cash of the period
NWC = Net Working Capital

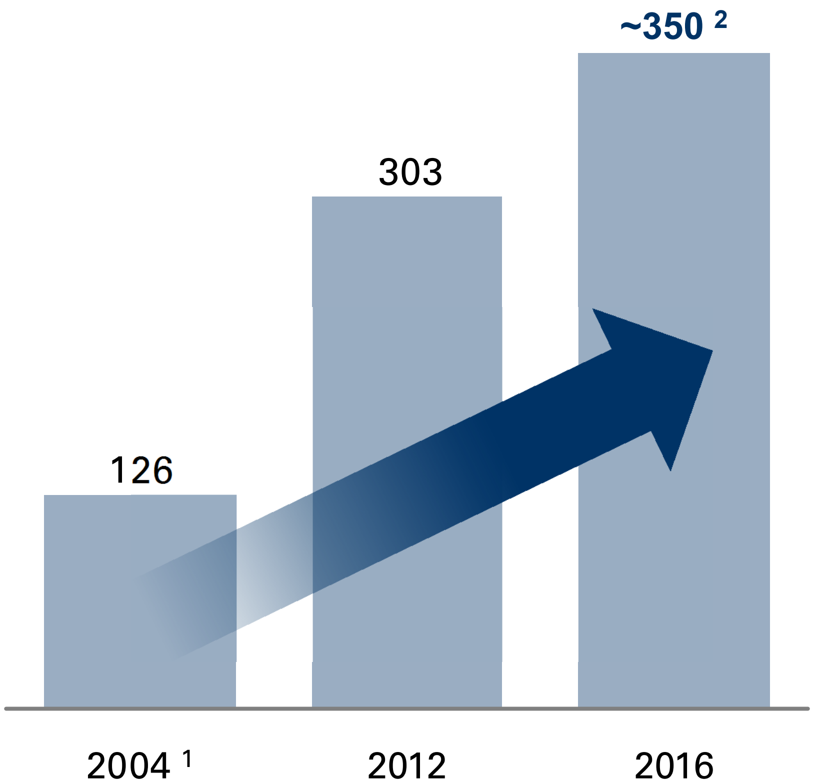
OMV

Focused upstream activities



Grow Upstream to 350 kboe/d

OMV production,
in kboe/d



- **~2/3** of CAPEX in E&P
- **Doubled** project pipeline within one year
- **Doubled** exploration and appraisal expenditures within three years
- **61%** exploration success rate

[1] Before Petrom acquisition.
[2] Organic, excl. acquisitions.

OMV Aktiengesellschaft

Results Q4/12

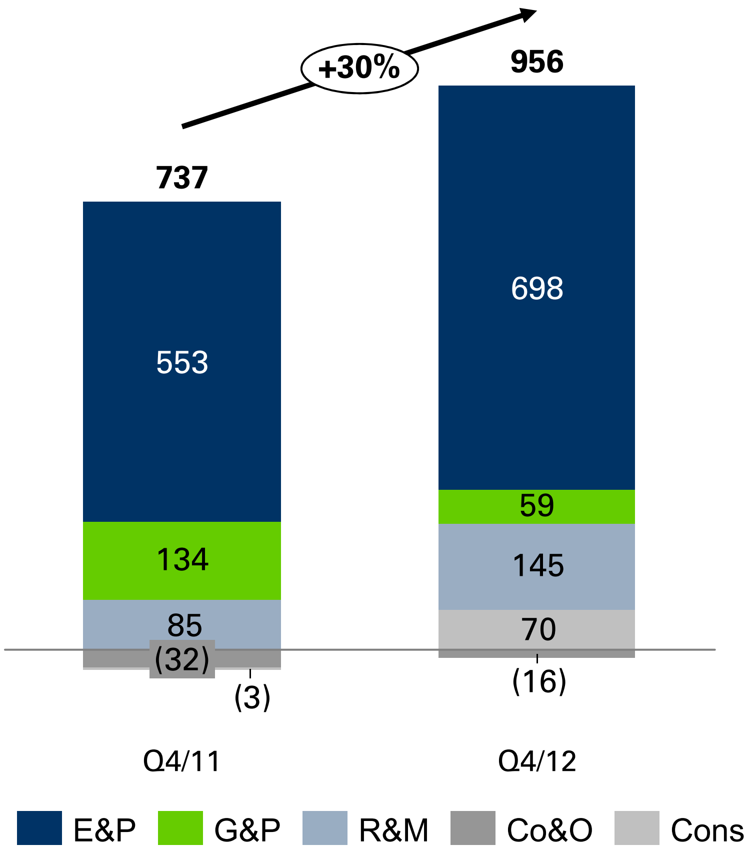
David C. Davies,
Deputy Chairman of the Executive Board and CFO

February 21, 2013

Move & More. OMV

Q4/12 Highlights

Clean CCS EBIT in EUR mn [1]

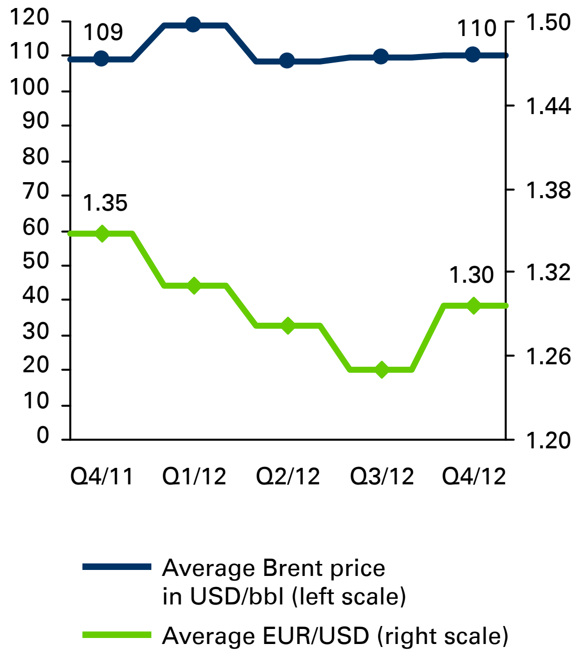


- Production at 301 kboe/d
- Higher exploration expenses
- Spread between long-term oil-linked gas supply and hub-priced sales
- USD 4% stronger vs. EUR
- Average Brent oil price at USD 110.08/bbl
- OMV indicator refining margin significantly higher vs. Q4/11
- Gearing ratio decreased to 26%
- Acquisitions Aasta Hansteen and Edvard Grieg in Norway closed
- Proposed dividend: EUR 1.20 per share [2]

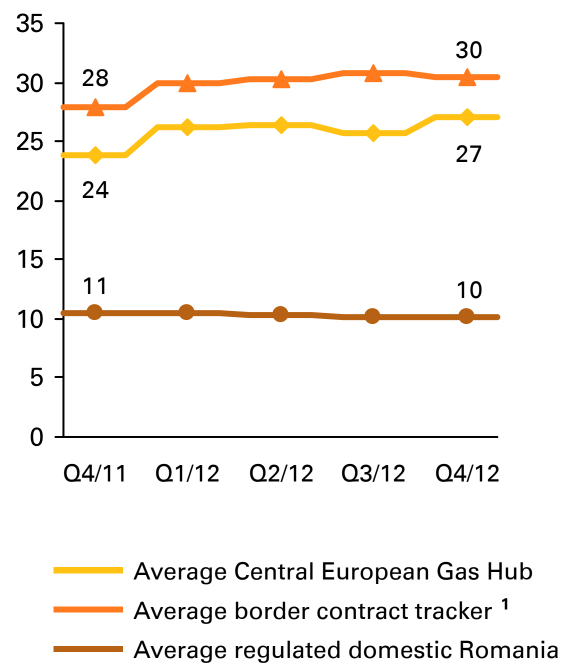
[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).
[2] As proposed by the Executive Board. Subject to approval by the Supervisory Board and the Annual General Meeting 2013.

Economic environment

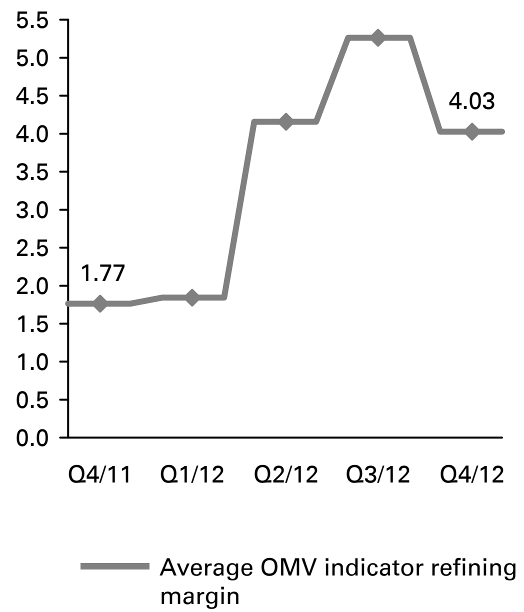
Oil price and EUR/USD



Gas prices in EUR/MWh



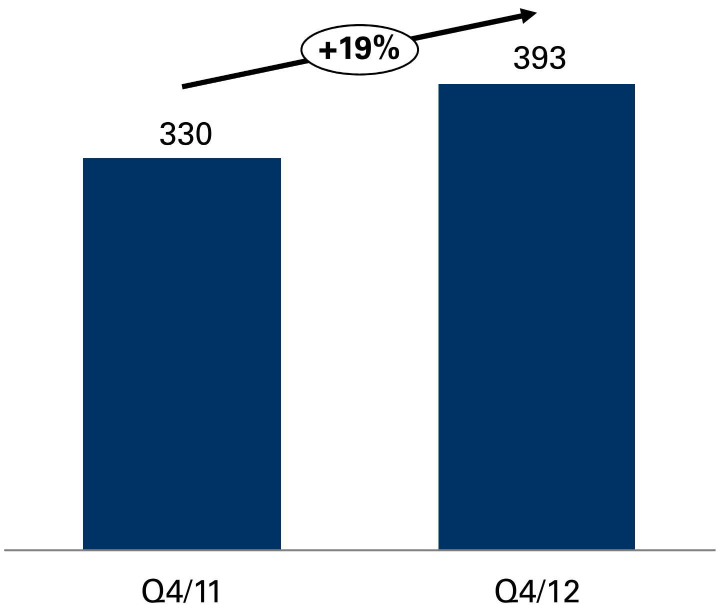
OMV indicator refining margin in USD/bbl



[1] IHS CERA's proxy for an oil-linked contract gas price in northwestern Europe.

Results in Q4/12

Clean CCS net income attributable to stockholders in EUR mn [1]

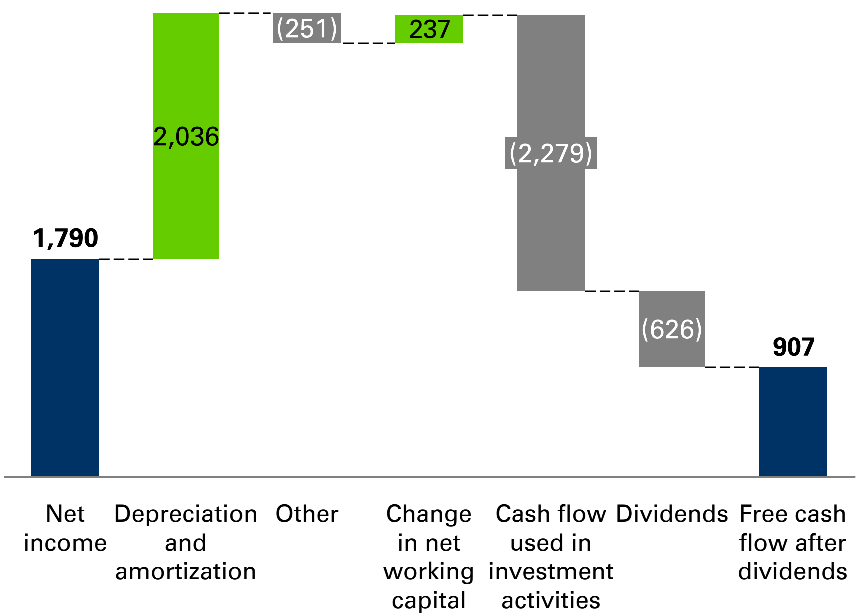


in EUR mn [1]	Q4/12	Q4/11	△
EBIT	**791**	**539**	**47%**
Financial result	(104)	(41)	152%
Taxes	(284)	(132)	115%
Effective tax rate	41%	27%	56%
Net income	403	365	10%
Minorities and hybrid capital owners	(86)	(154)	(44)%
Net income attributable to stockholders [2]	**317**	**211**	**50%**
EPS (in EUR)	0.97	0.65	50%
Clean EBIT	919	705	30%
Clean CCS EBIT	**956**	**737**	**30%**
Clean CCS net income attributable to stockholders [2]	**393**	**330**	**19%**
Clean CCS EPS (in EUR)	1.20	1.01	19%

Figures in this and the following tables may not add up due to rounding differences.
[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).
[2] After deducting net income attributable to hybrid capital owners and net income attributable to non-controlling interests.

Cash flow

2012
in EUR mn



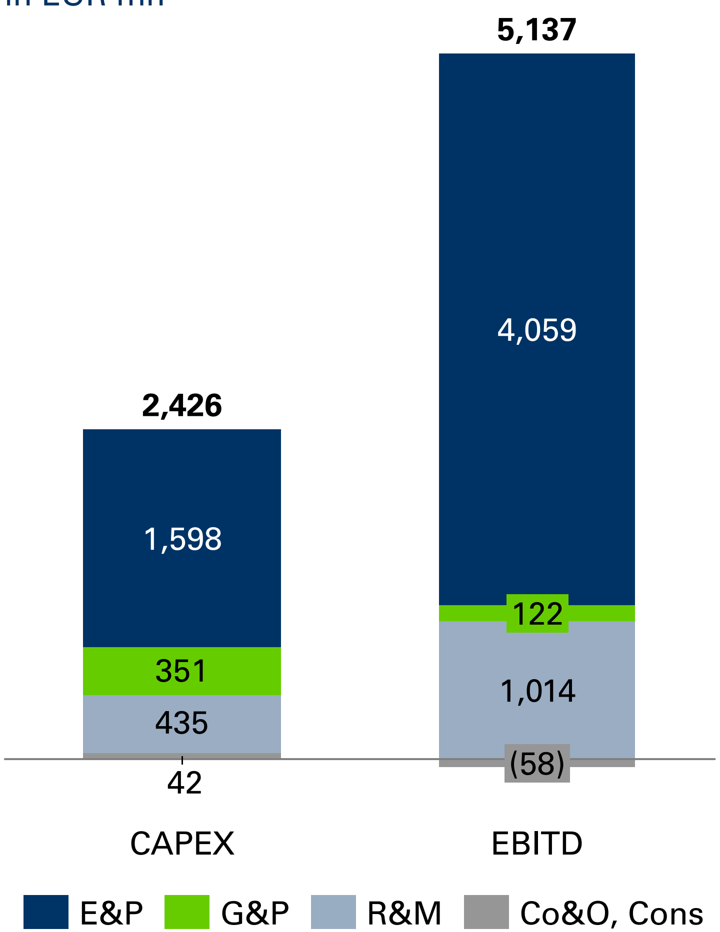
in EUR mn [1]	2012	2011	△
Net income	1,790	1,588	13%
Depreciation and amortization	2,036	1,626	25%
Other	(251)	(168)	49%
Sources of funds	3,576	3,046	17%
Change in net working capital	237	(532)	n.m.
Cash flow from operating activities	**3,813**	**2,514**	**52%**
Cash flow used in investment activities	(2,279)	(3,106)	(27)%
Free cash flow	**1,533**	**(592)**	**n.m.**
Free cash flow after dividends	**907**	**(1,034)**	**n.m.**

- Excellent operating result and reduced net working capital lead to strong cash generation

[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).

CAPEX and EBITD

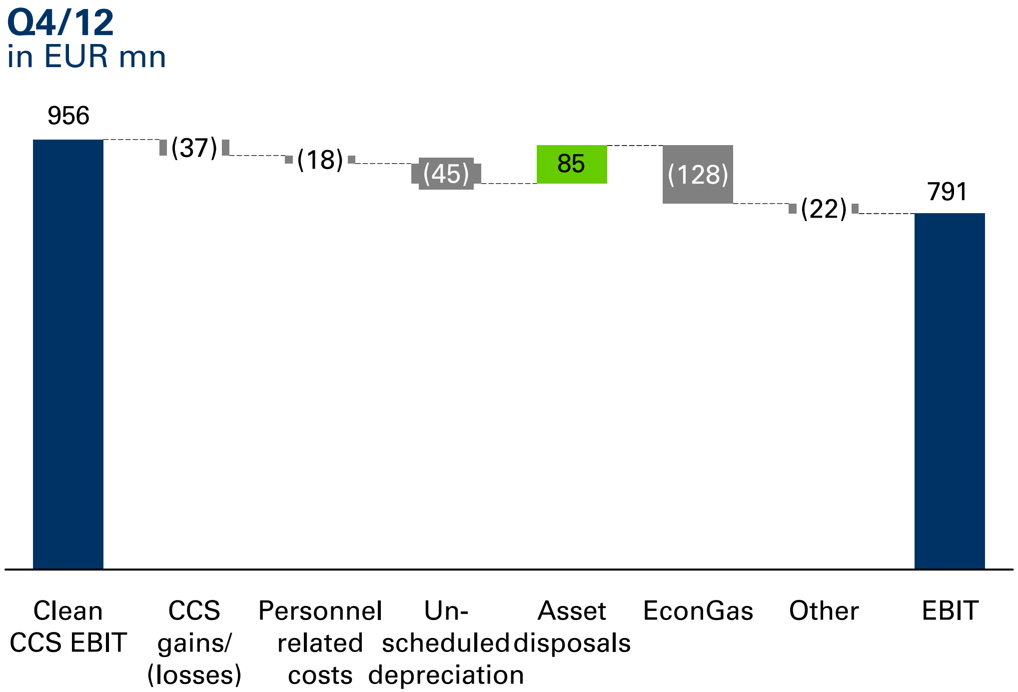
2012
in EUR mn



Key investments in 2012

- Petrom drilling and workovers
- Acquisitions of Aasta Hansteen and Edvard Grieg in Norway
- Schiehallion redevelopment in UK
- Power plants Brazi and Samsun
- Etzel (capitalized caverns lease fee)
- Petrobrazi modernization (tie-in completed; revamped crude unit in operation)

Special items and CCS effect



in EUR mn [1]	Q4/12	Q4/11
Clean CCS EBIT	**956**	**737**
CCS gains/(losses)	(37)	(32)
Clean EBIT	**919**	**705**
Personnel related costs	**(18)**	**(16)**
Unscheduled depreciation	**(45)**	**(31)**
Asset disposals	**85**	**(1)**
EconGas	**(128)**	**0**
Other	**(22)**	**(117)**
Total special items	**(128)**	**(166)**
EBIT	**791**	**539**

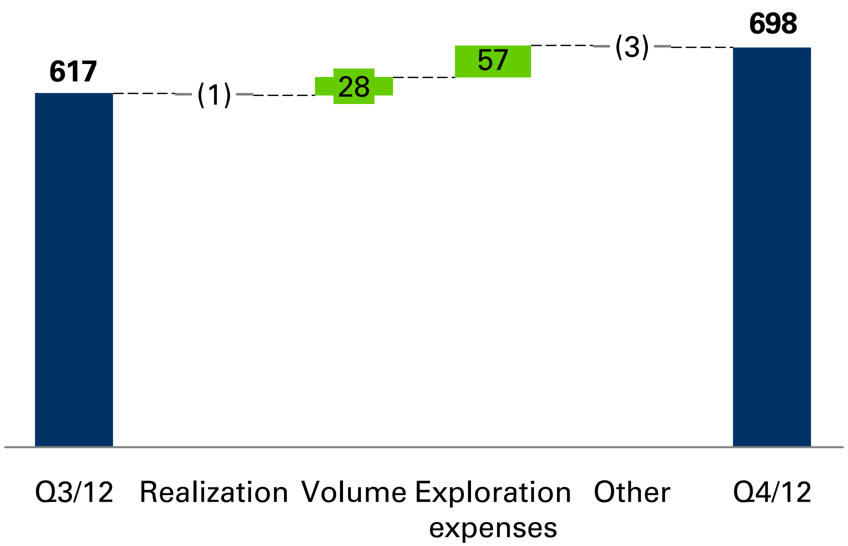
- Negative CCS effect in Q4/12 driven by weaker crude prices
- Special items in Q4/12 primarily due to provision for onerous contracts related to contracted long-term transport and LNG capacity bookings of EconGas
- Special charges (EUR (47) mn) following the tax review of the years 2009 and 2010 of Petrom S.A. were recorded in the financial result

[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).

Exploration and Production
Clean EBIT

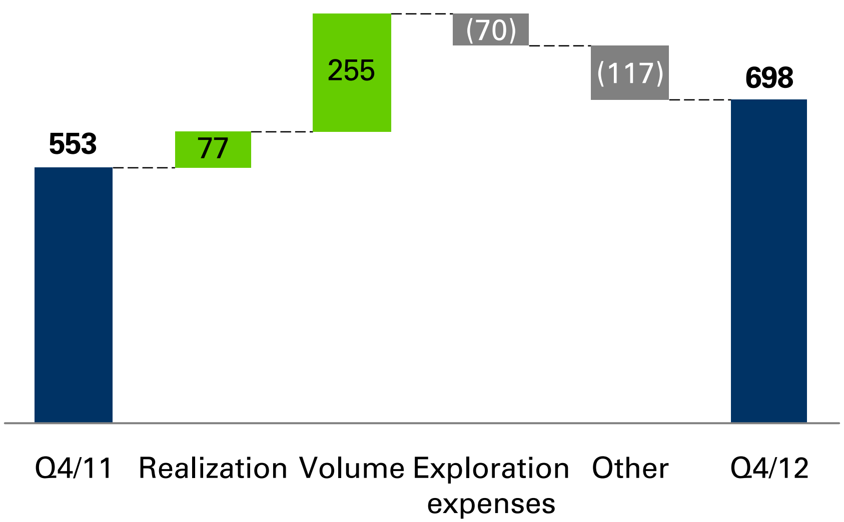
in EUR mn

Q4/12 vs. Q3/12



- Higher volumes in Tunisia (lifting schedules) and Yemen (first lifting in 2012)
- Exploration expenses below high level in Q3/12

Q4/12 vs. Q4/11[1]



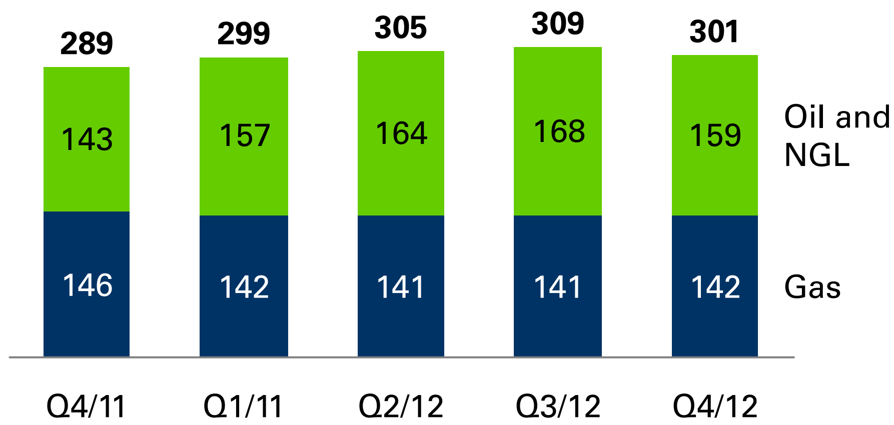
- Positive FX and oil price environment
- Higher sales due to Libyan volumes
- Higher exploration expenses
- Higher depreciation, and charges from provisions in Romania

[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).

Note: Realization includes price, FX and hedge changes.

Exploration and Production Key Performance Indicators

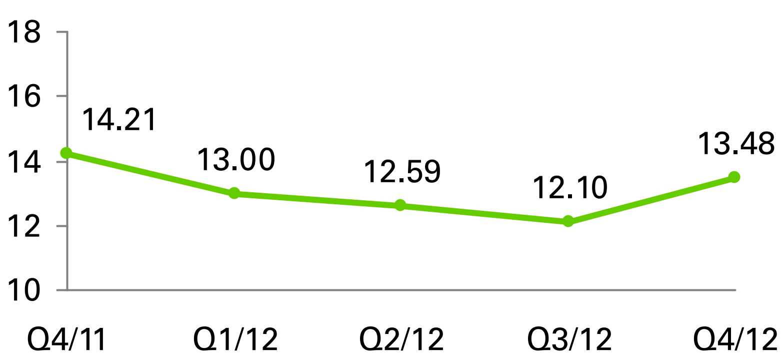
Hydrocarbon production (1,000 boe/d)



Q4/12 vs. Q3/12

- Production down by 3%
  - Workovers and planned maintenance in New Zealand
  - Peaceful protests in Libya
  - Sabotaged export pipeline in Yemen

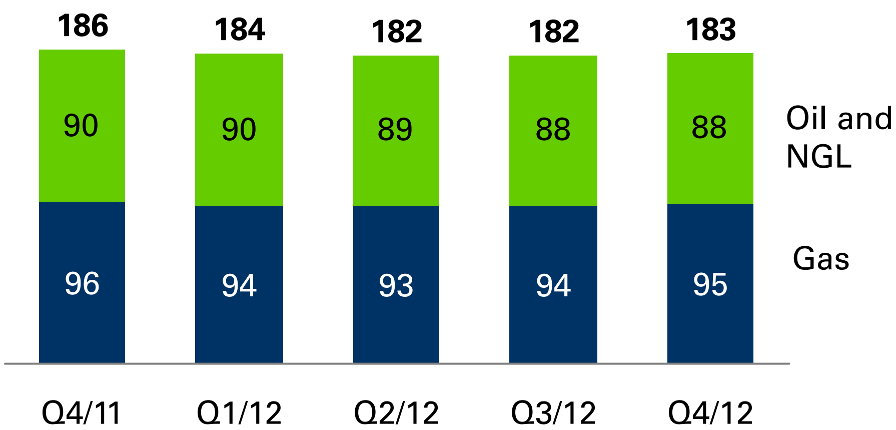
OPEX in USD/boe



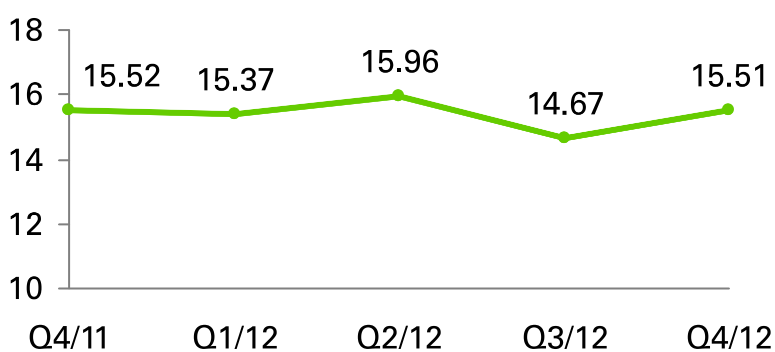
- Higher production costs mainly due to
  - negative FX effects,
  - lower production volumes and
  - higher service and material costs

Exploration and Production
Petrom group

Hydrocarbon production (1,000 boe/d)



OPEX in USD/boe



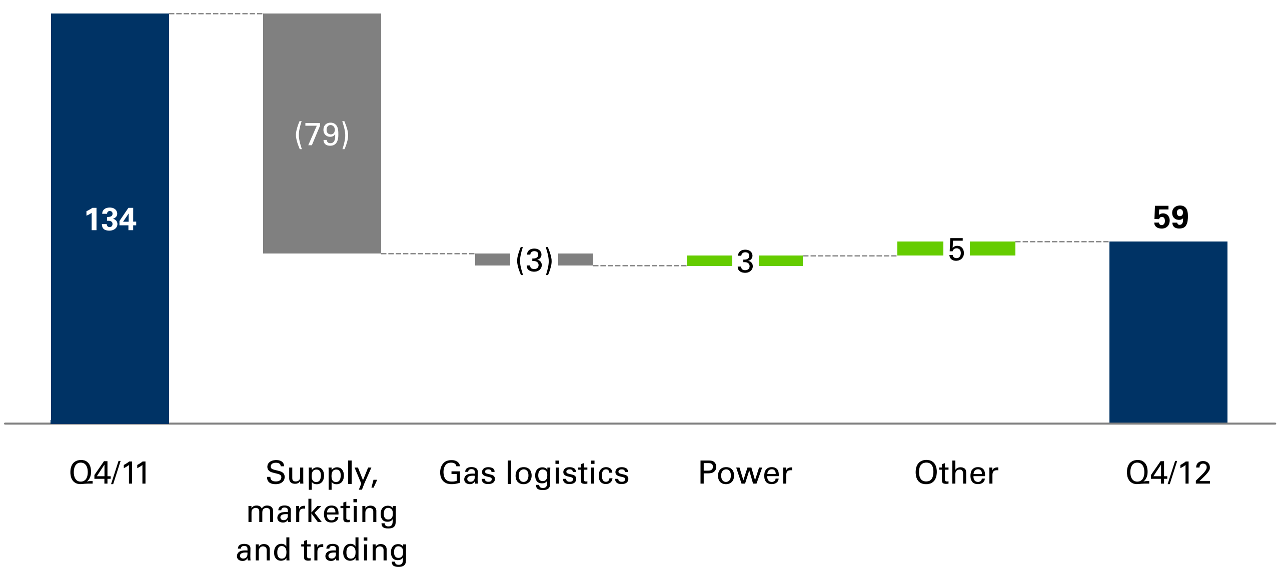
Q4/12 vs. Q3/12

- Clean EBIT of EUR 294 mn down by 5%, mainly due to
  - higher exploration costs (3D seismic Neptun) and
  - weaker USD vs. EUR
- Production increase due to
  - achievements with new gas wells in Romania (Totea) and
  - completion of ESP campaign in Kazakhstan
- Production costs increased due to
  - higher material costs in Romania,
  - weaker USD vs. RON and
  - more well interventions in Kazakhstan

Gas and Power
Clean EBIT

in EUR mn

Q4/12 vs. Q4/11 [1]

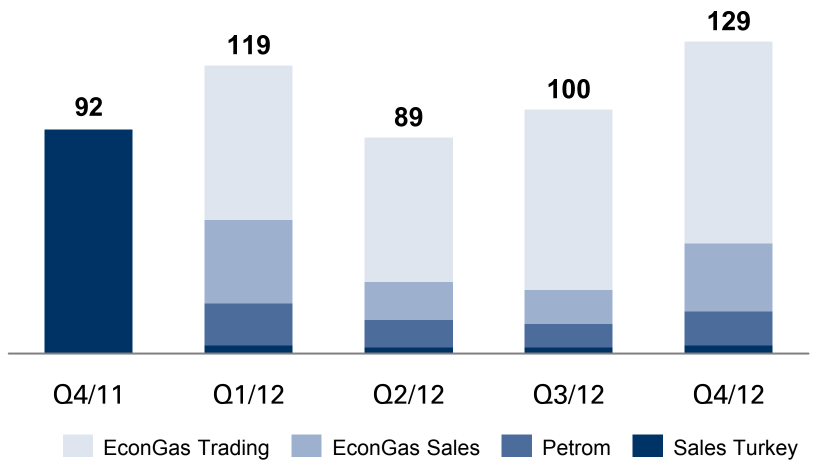


- SMT: Negative EconGas contribution; Q4/11 reflected price revision
- Gas logistics impacted by start-up costs of the gas storage Etzel
- Power affected by repair works performed by the Romanian grid operator

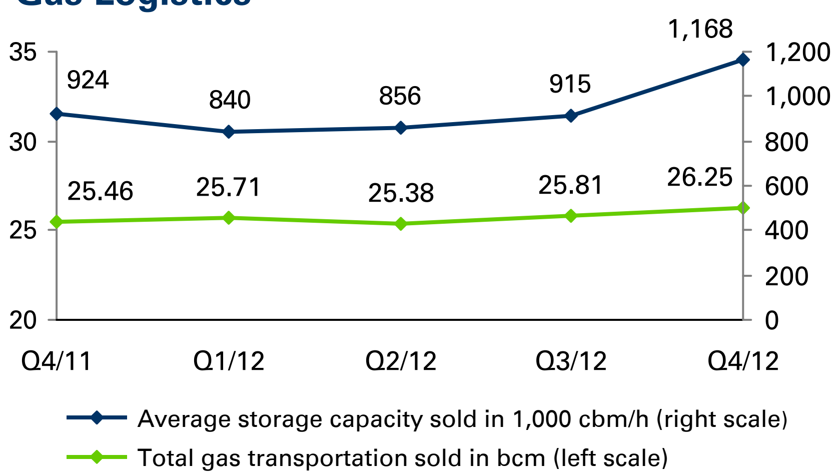
[1] As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS19 revised).

Gas and Power
Key Performance Indicators

Gas sales volumes in TWh



Gas Logistics



Q4/12 vs. Q4/11

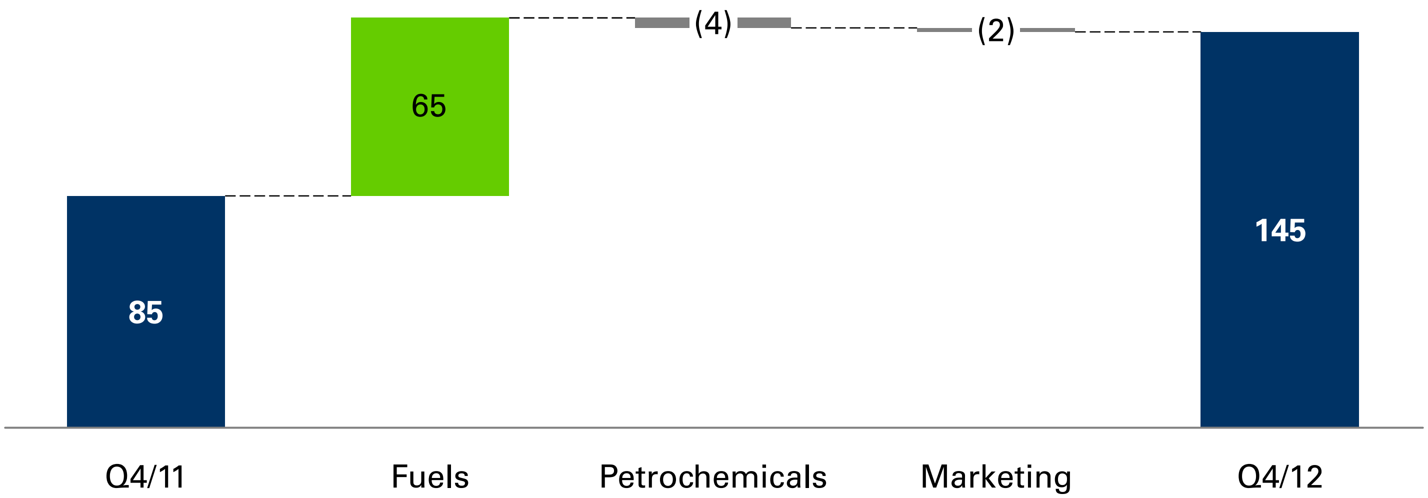
- Gas sales volumes up by 40% due to trading
- High spread between contracted oil-linked gas prices and spot prices
- Petrom sales volumes decreased by 11%

- Start-up of gas storage Etzel in Germany
- Total net electrical output: 0.78TWh
- WAG gas pipeline expansion finalized
- Construction of power plant Samsun (Turkey) completed

Refining and Marketing
Clean CCS EBIT

in EUR mn

Q4/12 vs. Q4/11 [1]

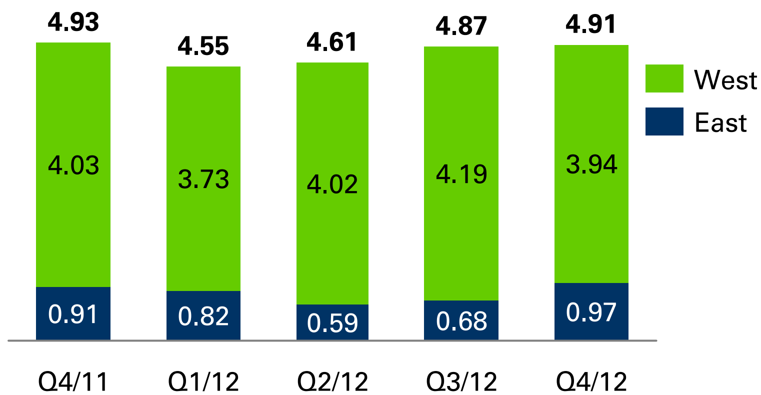


- Fuels result was favored by higher refining margins
- Petrochemicals impacted by lower realized margins
- Good contribution from Petrol Ofisi offset by volume pressure in other markets

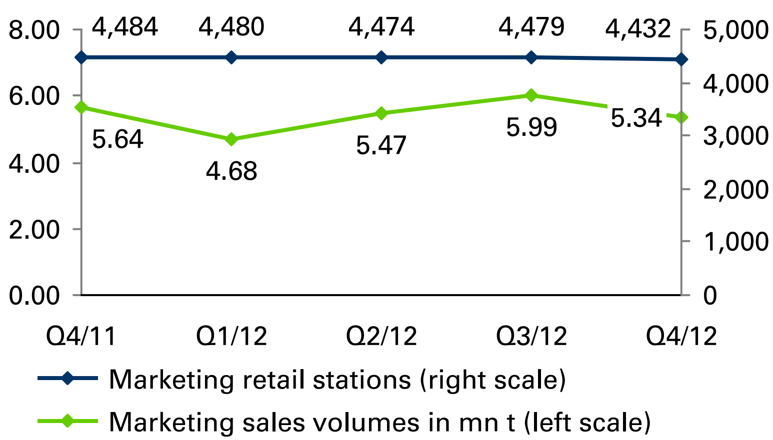
[1] As of December 31, 2011, figures for Q4/11 were adjusted following the final purchase price allocation for OMV Petrol Ofisi A.S.; As of March 31, 2012, figures for 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).

Refining and Marketing
Key Performance Indicators

Refining output in mn t



Marketing



Q4/12 vs. Q4/11

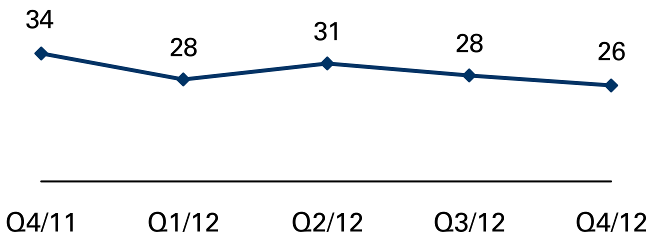
- Slight decrease of refinery output
- Utilization increased to 94%
- Marketing sales volumes declined
- Borealis recorded a better performance than in Q4/11
- Petrol Ofisi increased its contribution vs. Q4/11

- FY 2012: 10% higher refinery utilization vs. peers [1]
- Marketing business in Bosnia-Herzegovina (Q4/12) and Croatia (Q1/13) divested
- Q1/13: Sale of major part of Austrian compulsory stock;
  EBIT impact EUR +440 mn [2]

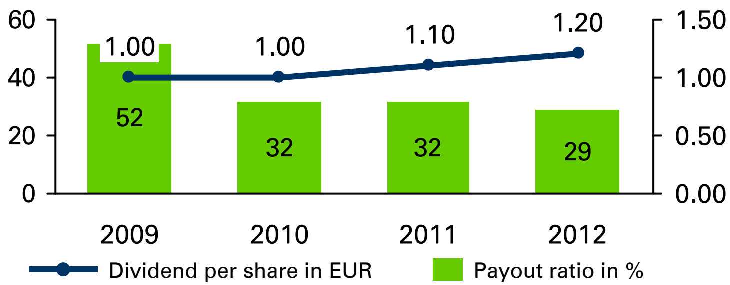
[1] Peers (ENI, PKN Orlen, MOL, Rompetrol, Lotos): 80%; OMV: 88%.
[2] Upon closing.

Key financing indicators

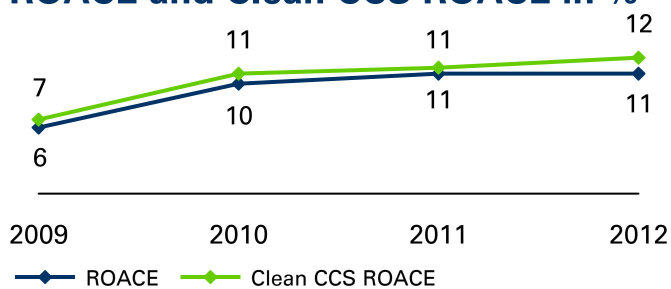
Gearing ratio in % [1]



Payout ratio and DPS [1, 2]



ROACE and Clean CCS ROACE in % [1]



Key financial principles

- Long-term gearing ratio target of ≤30%
- Maintain a strong investment grade rating
- Sustainable dividend policy: Long-term payout ratio target of 30% of net income
- Achieve a ROACE of 13% under average market conditions

[1] As of December 31, 2011, figures for Q4/10 to Q3/11 were adjusted following the final purchase price allocation for OMV Petrol Ofisi A.S.; As of March 31, 2012, figures for 2010 and 2011 were adjusted according to the revised accounting rules for post-employment benefits (IAS 19 revised).
[2] 2012: As proposed by the Executive Board. Subject to approval by the Supervisory Board and the Annual General Meeting 2013.

OMV

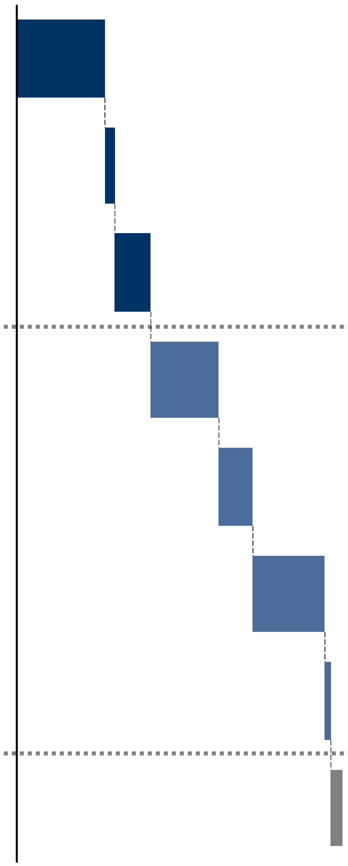
Performance Program "energize OMV" update

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

February 21, 2013

energize OMV – 2% points ROACE increase in 2014 confirmed and major initiatives on track

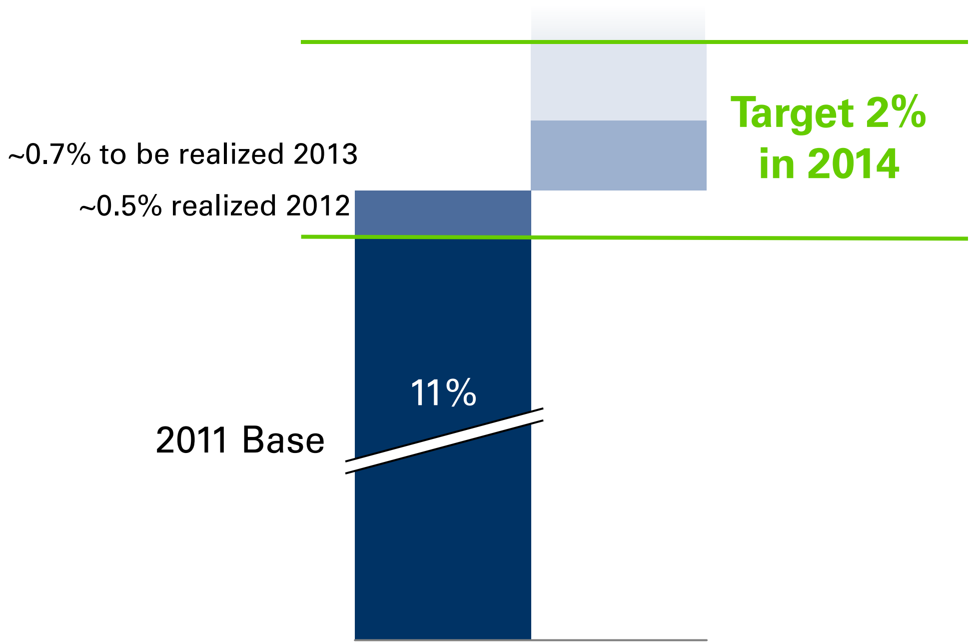
energize OMV



	Initiative	ROACE impact percentage points	Date of finalization	Status end 2012
Up-stream	Stabilize production in Austria and Romania		2014	↗
	Accelerate production growth in Tunisia and Pakistan		2014	↘
	Ongoing development and operational excellence in rest of world		2014	→
Down-stream	Reduce working capital		2012-2013	↗
	Optimize Marketing		2012-2014	→
	Improve Refining		2012-2014	→
	Reduce G&P costs		2013-2014	→
Group-wide initiatives	Optimize organization, improve IT services, reduce procurement spend		2013-2014	→

Expected ROACE impact in 2014

Impact of energize OMV on ROACE in 2014 (in % points)



Already achieved in 2012:

- First commingling successes (additional ~600 boe/d achieved in 2012)
- Reduce working capital (EUR 690 mn working capital reduction implemented)
- Improve Refining (margin and cost position by EUR 25 mn improved)
- Optimize Marketing (55 stations established for Avanti unmanned)
- Reduce G&P cost (progress of the closure process at Doljchim improved cost position by EUR 3 mn)

Upstream – Key Initiatives 2012

Stabilize production in Romania and Austria

- **Facilities debottlenecked**
  ~900 boe/d freed up by mixing two different oil types in Austria
- **First wells produced commingled**
  additional ~600 boe/d achieved in 2012
- **Water injection increased**
  ~8% increase of injected water in Romania in 2012
- **Reserves matured faster**
  2 projects passed FID [1] and ~10 FRDs [2] progressed in 2012; 5 FIDs on track for 2013
- **Several new initiatives identified to stabilize production**

Accelerate production growth in Tunisia and Pakistan

- **Accelerate South Tunisia oil development**
  Drilling campaign accelerated – 6 wells drilled in 2012 with mixed results
- **Mehar (Pakistan)**
  Construction activities on track to come on stream in 2013
- **Latif (Pakistan)**
  Pipeline construction on track to deliver first gas in 2013

Ongoing development and operational excellence in rest of world

- **Cost optimization started**
  Opex savings achieved in Kazakhstan in 2012 (EUR 7 mn)
- **Ensure delivery of ongoing developments**
  Maari (New Zealand) growth projects progressed with plan for an extensive drilling campaign starting in 2013

[1] Final Investment Decision.
[2] Field redevelopment.

Downstream – Key Initiatives 2012

Reduce working capital

- **Implementation of factoring** contributed with EUR ~190 mn
- **Operational working capital measures** First implemented initiatives (e.g. optimizing payment terms and managing crude cargoes) contributed with EUR ~500 mn

Optimize marketing

- **Sale of plots and low performing stations**
- **Further rollout of filling station layout** „Avanti unmanned“ in Austria (55 stations)

Improve refining

- **Integration and Flexibility measures** EUR ~11 mn (e.g. optimization crude distillation Schwechat, increased sales of high yield products)
- **Petrobrazi**: Modernization benefits EUR ~13 mn (e.g. reduced own consumption, improved product yield)

Reduce G&P costs

- **Cost reduction in G&P**
  - Precise initiatives to optimize G&P cost positions defined
  - Streamlined organization defined, implementation ongoing
  - Cost savings related to progress of the closure process at Doljchim achieved in 2012 (EUR 3 mn)

OMV Aktiengesellschaft

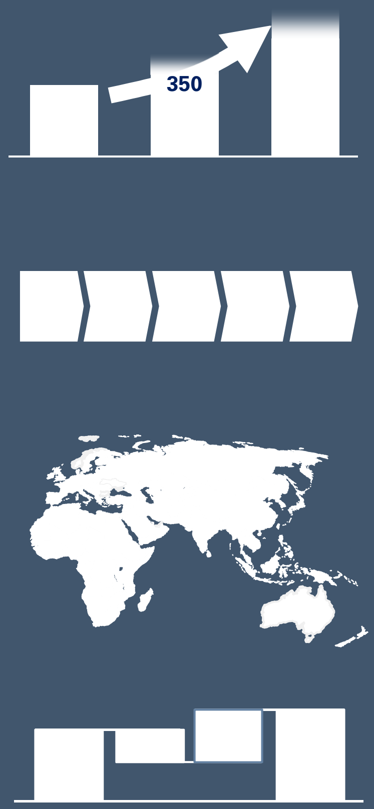
Exploration and Production

Jaap Huijskes,
Executive Board member responsible for E&P

February 21, 2013

Move & More. OMV

350 kboe/d and more

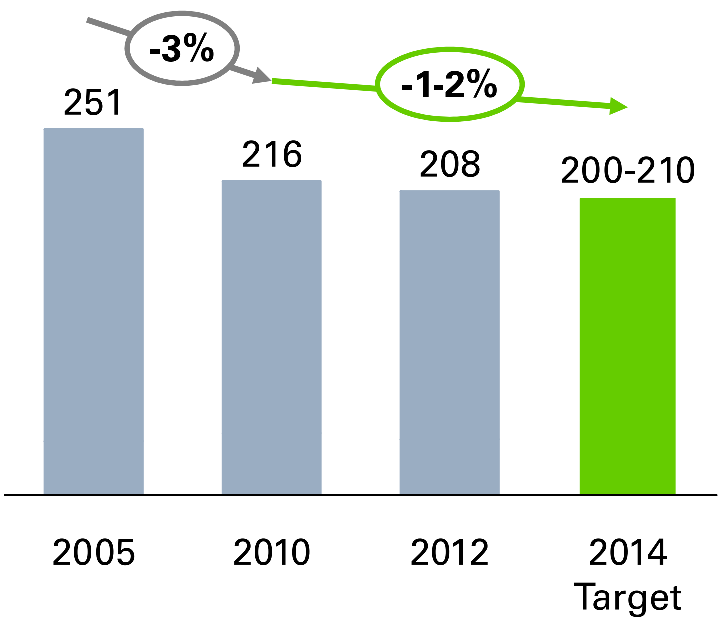


- Stabilized production in mature core
- 350 kboe/d in 2016
- Exploration delivers
- Securing a sustainable resource base
- Strong financial performance

Stabilize production in mature core

Reduced rate of decline

Production in Romania and Austria, kboe/d
CAGR, percent per year



Highest ultimate oil recovery rates (>60%)

State-of-the-art oil recovery technologies

- Production share IOR/EOR [3] (15% RO, 60% AT)
- Horizontal alternating steam drive (Suplac)
- Polymer injection pilot Austria

Field Redevelopments, work over and drilling

- Increased water injection activities
- >140 new wells p.a. to be drilled [1]

Performance program / optimization, e.g.,

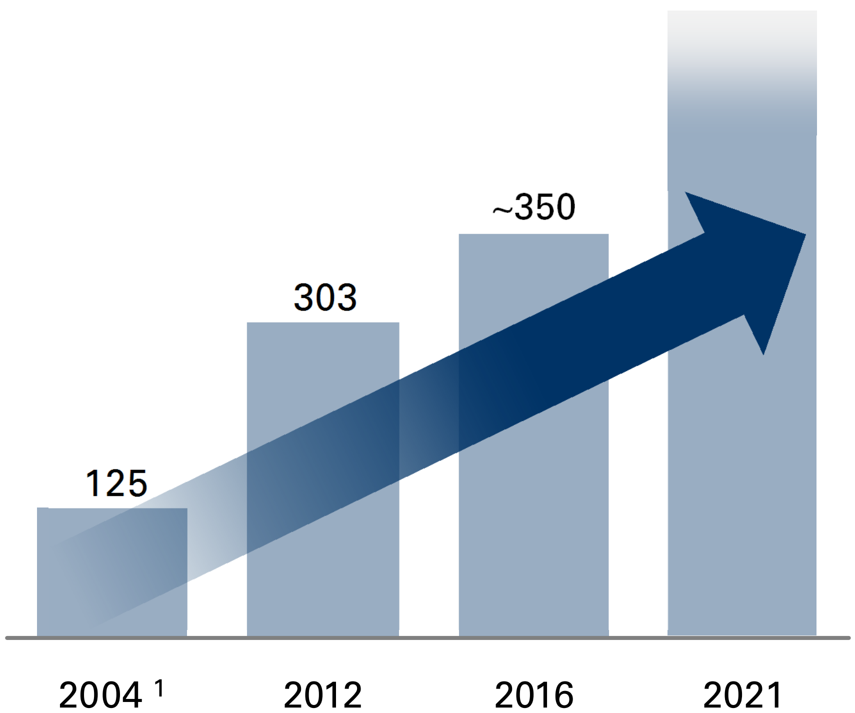
- Commingled production [2]
- De-bottlenecking of facilities

[1] Austria and Romania.
[2] Commingled production: produce multiple layers at the same time.
[3] Improved Oil Recovery / Enhanced Oil Recovery.

Grow Upstream to 350 kboe/d and more

Project pipeline doubled
mn boe

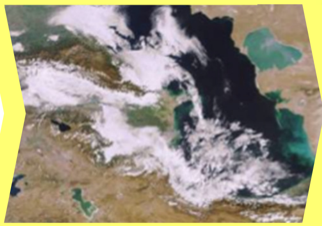
OMV production
kboe/d



[1] Before Petrom acquisition.

Project pipeline doubled: ~0.9 billion boe

New ventures



Caspian
Middle East
Africa

Exploration

KRI [1]
Black Sea
Norway
New Zealand

Appraisal

Domino (Black Sea)
FRDs (AT+ RO)
STOD [2] (Tunisia)
Bina Bawi (KRI)
WoS [3] (UK)
Zola (Australia)
Shuwaihat (UAE)
Zidane (Norway)

Development

FRDs (Romania)
FRDs (Austria)
Rosebank (UK)
Nawara (Tunisia)

Execution

FRDs (Romania)
Mehar (Pakistan)
Latif (Pakistan)
Habban (Yemen)
Schiehallion (UK)
Edvard Grieg (NOR)
Aasta Hansteen (NOR)

	Appraisal	Development / Execution
Total volumes	**~450 mn boe**	**~450 mn boe**
Production contribution	**2016: 70-80 kboe/d**	**2021: 150-200 kboe/d**

4 to12 years leadtime → **Production**

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[1] Kurdistan Region of Iraq [2] South Tunisian Oil Development [3] West of Shetland

Major projects under development

New ventures | Exploration | Appraisal | **Development** | **Execution**

Project	Country	Type	Production start	2P reserves	Peak production	Project investments	Working interest	Operated
		primary	year	mn boe	kboe/d	EUR mn	%	
FRD Romania		Oil/Gas	2013-2015	~70	~16	400	100.0 [2]	OP
Mehar		Gas/NGL	2013	~25	~11	150	59.2	OP
Latif		Gas	2013	~9	~6	35	~33.3	OP
FRD Austria		Oil/Gas	2013-2014	~11-14	~7	230	100.0	OP
Habban		Oil	2014	~20	~7	820	44.0	OP
Schiehallion		Oil	2016	~21	~6	370	~5.9	NO
Edvard Grieg		Oil	2016	~38	<19	600	20.0	NO
Nawara		Gas	2016 [1]	40-50 [1]	~10 [1]	n/a [1]	50.0	OP
Aasta Hansteen		Gas	2017	~43	~18	760	15.0	NO
Rosebank		Oil	t.b.d.	t.b.d.	~20	1,500	20.0	NO

Peak production not adding up in the same year!

All figures net to OMV.
[1] Under revision – concept update pending. [2] Via Petrom.

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Major projects under appraisal

New ventures | Exploration | **Appraisal** | Development | Execution

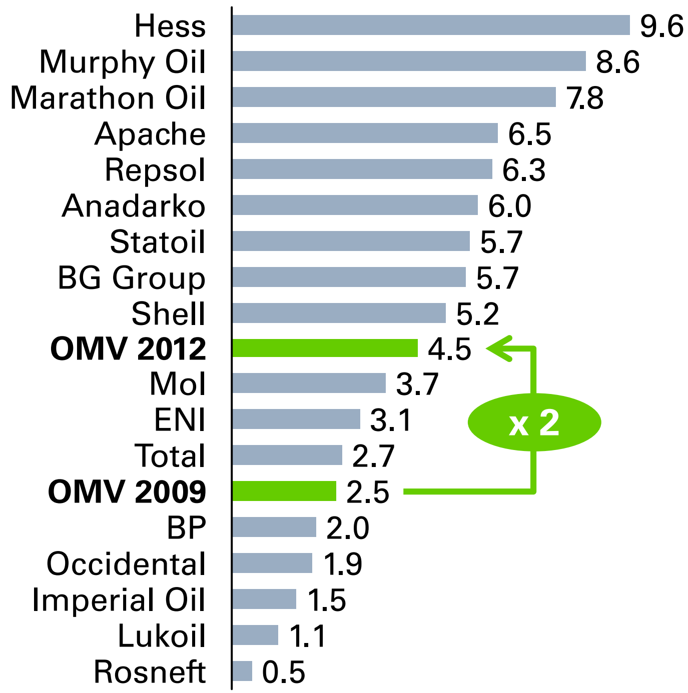
Project	Country	Type primary	Production start year	Cumulative production mn boe	Working interest %	Operated
STOD [1]	Tunisia	Oil	2012 [2]	n/a	50.0	OP
Bina Bawi	Kurdistan	Oil	2013 [2]	13-20	36.0	OP
FRD Austria	Austria	Oil/Gas	2015	5-9	100.0	OP
FRD Romania	Romania	Oil/Gas	2014-2016	90-110	100.0 [4]	OP
Zidane	Norway	Gas	2018	~20	20.0	NO
CNS/WoS [3]	UK	Oil/Gas	2018-2020	40-60	10.0-35.0	OP NO
Shuwaihat [6]	UAE	Gas/NGL	end of decade	t.b.d.	50.0 [5]	NO
Domino	Romania	Gas	end of decade	0.75-1.5 tcf	50.0 [4]	NO
Zola	Australia	Gas	end of decade	t.b.d.	20.0	NO

All figures net to OMV.

[1] South Tunisian Oil development [2] Early production facilities [3] Cambo, Tornado, Jackdaw [4] Petrom share
[5] Expected gross volume in appraisal phase [6] E&A contract in place

Exploration 2012

Exploration Costs / Production
2011, USD/boe



- **Doubled** exploration expenditures
- **Domino discovery** in Black Sea; nearby acreage secured
- **17,200 km² 3D seismic** acquired
- **17 licenses / 48,000 km²** added
- **Accelerated returns** through faster production [1]: 7.5 kboe/d

[1] Production via early production facilities (EPF).
Source: Herold Financial Database, Company data

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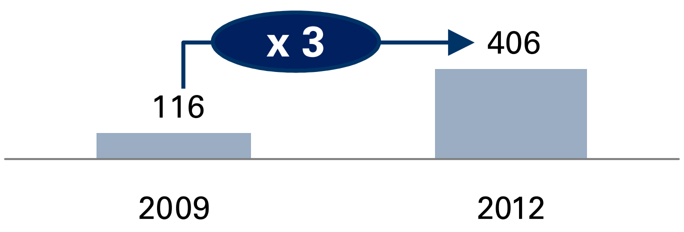
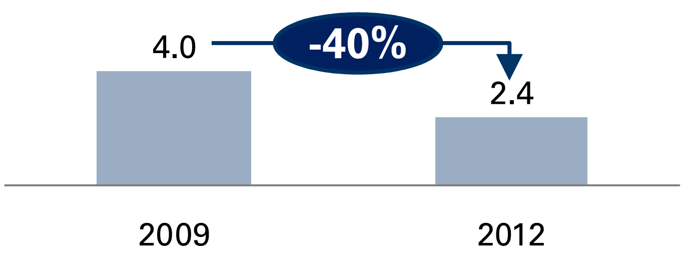
Exploration strategy delivering

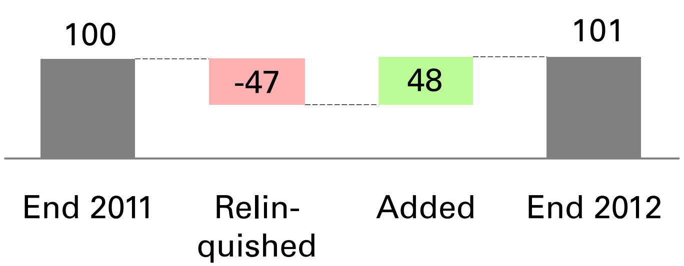
Discovered technical resources, mn boe



Unit finding costs [1], USD/boe



Acreage position, 1,000 km²



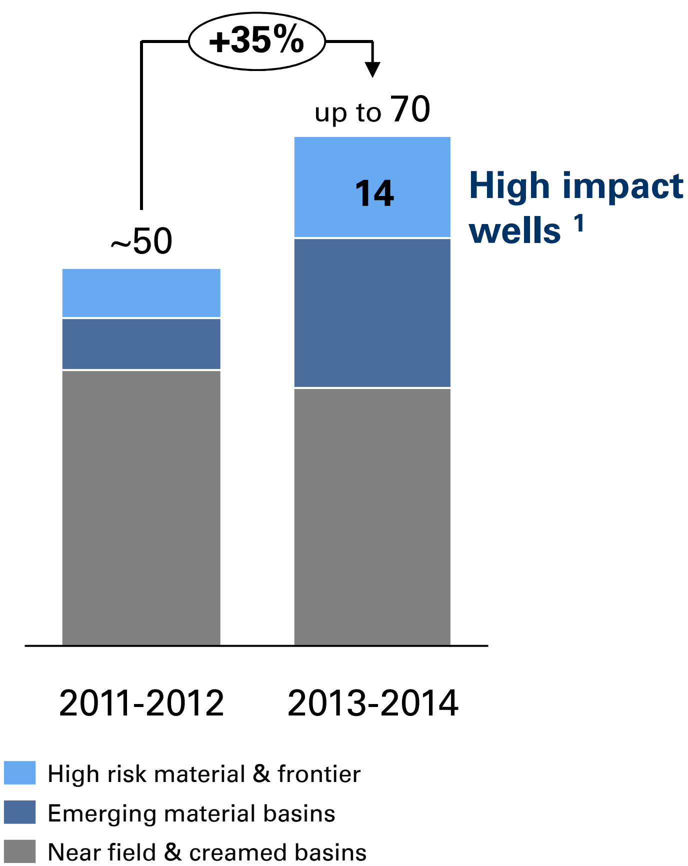
- **61%** success rate [2]
- More **high impact** exploration (higher risk, higher reward)
- **Higher equity share** in projects, e.g., 50% in Domino (Black Sea)
- **Portfolio renewal and growth:** 50% of acreage renewed in 2012

[1] E&A expenditures / discovered technical resources.
[2] Commercial success.

Up to 14 high impact wells in 2013/14

New ventures | **Exploration** | Appraisal | Development | Execution

2-year drilling program
wells

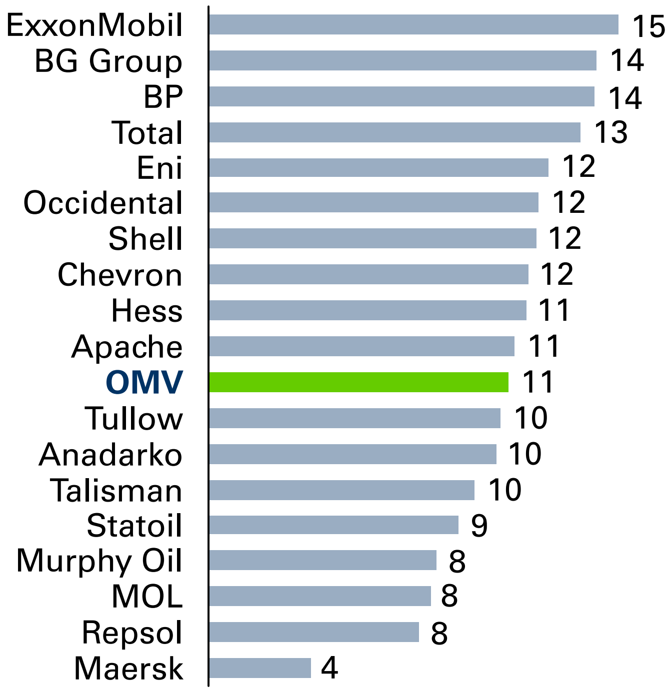


Well	Country	Basin/Block	Type [2]	Spud date	Working interest	Operated
Bønna		Barents Sea	E	Q2/13	20%	NO
Wisting Central		Barents Sea	E	Q2/13	25%	OP
Wisting Main		Barents Sea	E	Q2/13	25%	OP
Apollo		Barents Sea	E	Q4/13	20%	NO
Bina Bawi-4		Zagros Fold Belt	A	drilling	36%	OP
Bina Bawi-5		Zagros Fold Belt	A	drilling	36%	OP
Domino-2		Black Sea	A	t.b.d.	50% [3]	NO
Neptun Deep		Neptun Deep	E	t.b.d.	50% [3]	NO
Bianchi-1		Carnarvon Basin	A	Q1/13	20%	NO
Palmerston-1		Carnarvon Basin	E	Q1/14	~33%	NO
Matuku-1		Taranaki Basin	E	mid 2013	65%	OP
Cambo-5		West of Shetland	A	Q2/14	15%	NO

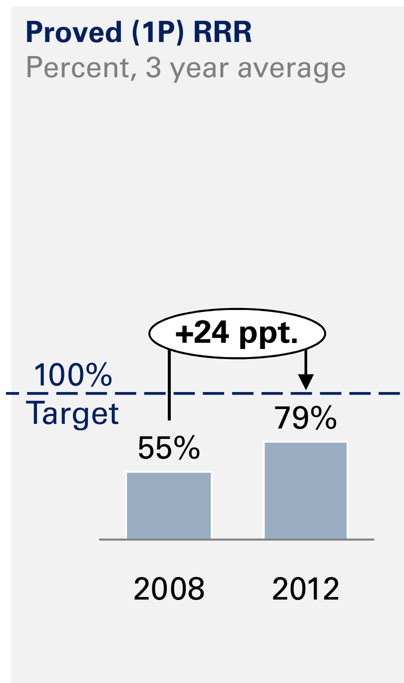
[1] > 25 mn boe net to OMV. [2] Exploration/Appraisal. [3] Via Petrom.

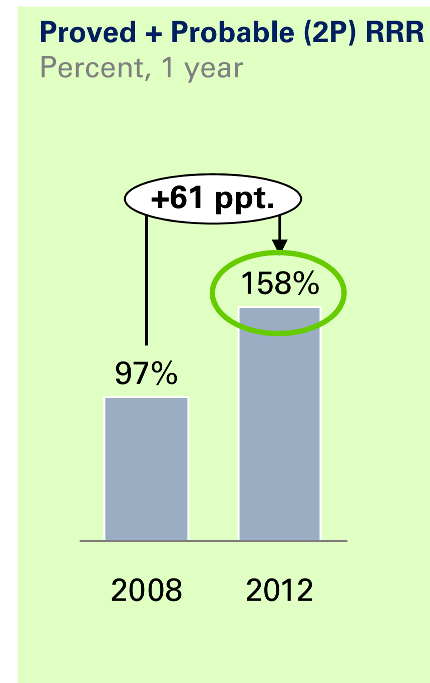
2012: 2P RRR at 158%

Proved Reserves/Production 2011, years



Reserves Replacement Ratio improving





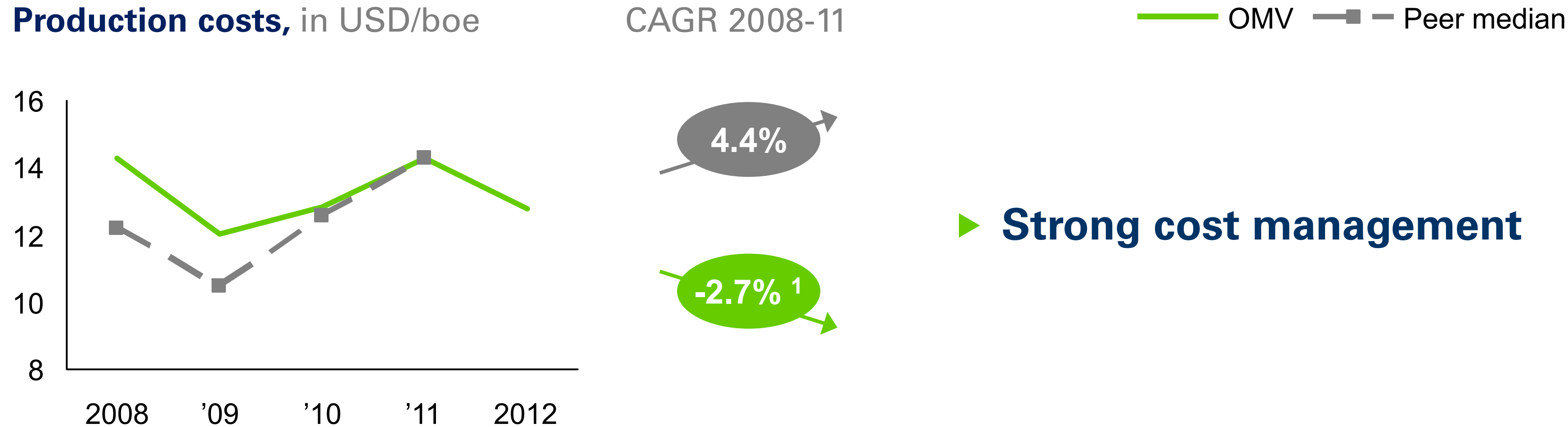
10-11 years reserve life over last 8 years

>100% 2P RRR in 2012

Source: Herold financial database

Strong financial performance

Production costs, in USD/boe   CAGR 2008-11



- **Strong cost management**

NOPAT [2] per barrel, in USD/boe   CAGR 2005-11

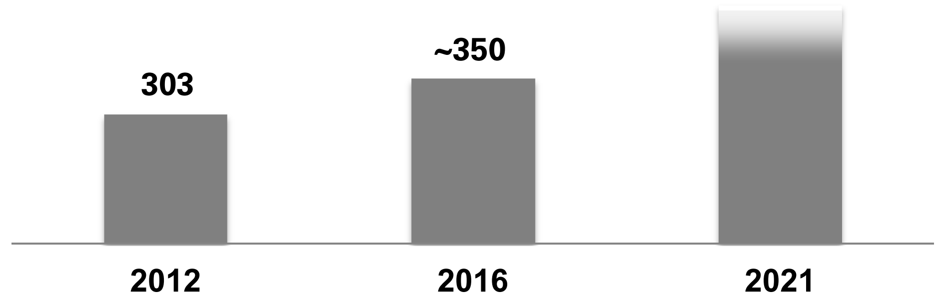
- **OMV more profitable than peers**

[1] 2008-2012, OMV CAGR 2008-2011: ~0,0%. [2] Based on ASC 932.

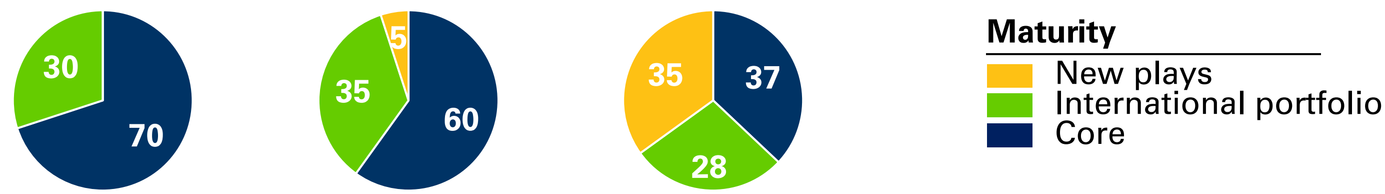
Peers include among others: BG Group, BP, Shell, Repsol, Statoil, Total, Anadarko, Apache, Hess   Source: Herold Financial Database

Renewing the production portfolio

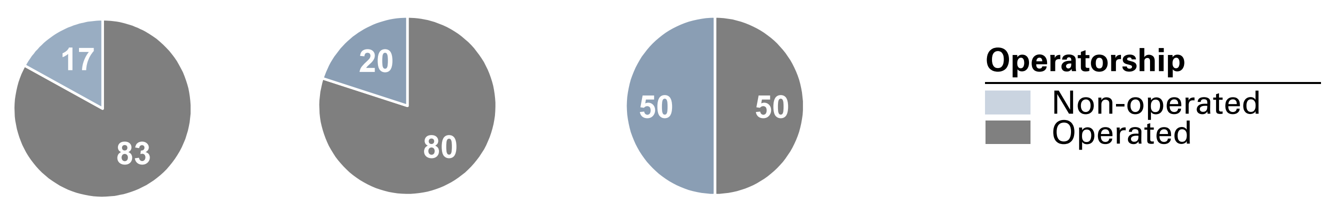
Production
kboe/d



Maturity,
Percent of production



Operatorship,
Percent of production



Higher share of gas, production from regions of greater stability

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Outlook

Gerhard Roiss,
Chairman of the Executive Board and CEO

February 21, 2013

Outlook 2013

Market environment

- Brent price: Above USD 100/bbl
- Gas market: More influenced by hub prices
- Romania: Gas price liberalization in implementation
- Refining margins: More modest levels than in 2012

Business outlook

- CAPEX: Around EUR 2.8 bn before acquisitions; ~70% in E&P
- Further deliver "energize OMV" program
- Production broadly similar to 2012
- Gas supply contracts renegotiations
- Samsun power plant ready for start-up in H1/13; final court rulings pending
- Progress the Petrobrazi refinery modernization
- Continue the R&M divestment program

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