

**OMV**  
**Results Q2/09:**  
**Performance impacted by**  
**challenging environment**

Wolfgang Ruttenstorfer, CEO

August 5, 2009

# Strong balance sheet, but Q2/09 results reflect difficult environment

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- ▶ Challenging circumstances led to lower earnings, CAPEX reprioritised
  - ▶ Clean CCS EBIT down by 83% to EUR 151 mn vs. Q2/08
  - ▶ Clean CCS net income after minorities down 85% to EUR 94 mn
  - ▶ Cash flow from operations down 67% to EUR 356 mn
  - ▶ CAPEX of EUR 684 mn 11% below Q2/08
- ▶ Strong financial structure and conservative financial policy
  - ▶ Significant improvement of financial position due to MOL sale and bond issues
  - ▶ Net debt/equity at 28% (vs. 34% end of Q1/09)
  - ▶ Strong cash position and debt maturity profile
  - ▶ Key investment projects will be continued, though absolute CAPEX level will be reduced to ensure we live within our means

## Strategic achievements 6m/09

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- ▶ E&P: Field developments in New Zealand and Kazakhstan went on stream
- ▶ MOL: Sale of OMV's 21.2% stake in MOL to Surgutneftegas for EUR 1.4 bn
- ▶ Nabucco pipeline project: Intergovernmental agreement secured (signed on July 13) => harmonizes legal framework
- ▶ Acquisition of a 10% stake in Pearl, a company holding licenses in two gas fields in the Kurdistan Region of Iraq

# Petrom restructuring and integration developments

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## ▶ E&P:

- ▶ Start of production of Komsomolskoe oil field in Kazakhstan at the end of June
- ▶ Romanian production affected by lower demand

## ▶ R&M:

- ▶ Restructuring program at Petrom refineries currently under review
- ▶ Marketing network fully restructured

## ▶ G&P:

- ▶ Progress of power plant project Brazi at the site of the Petrobrazi refinery according to schedule; Production start expected for 2011

# Q2/09 Financials

David C. Davies, CFO

## Q2/09 impacted by challenging environment

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- ▶ Clean CCS EBIT down by 83% to EUR 151 mn vs. Q2/08
  - ▶ Average oil price Q2/09 with USD 59.13/bbl 51% below last year but above Q1/09 levels (USD 44.46/bbl)
  - ▶ Middle distillate spreads fell to the lowest level for many years due to low demand and high inventories in Europe
- ▶ Clean CCS NIAT after minorities of EUR 94 mn down by 85%
- ▶ Net special expenses of EUR 51 mn primarily related to E&P UK assets impairment
- ▶ Positive result from strategic E&P hedges for 2009 production was negated by unrealized time value losses of 2010 hedges
- ▶ Gearing ratio of 28%, below long-term target, following divestment of MOL shares

## Results for Q2/09

Q1/09	Q2/09	Q2/08	$\Delta$ Q2/08	in EUR mn	6m/09	6m/08	$\Delta$ 6m/08
266	237	951	(75)%	EBIT	503	1,746	(71)%
(88)	(7)	93	n.m.	Financial result	(96)	71	n.m.
(89)	(74)	(262)	(72)%	Taxes	(163)	(469)	(65)%
50%	32%	25%	28%	Effective tax rate	40%	26%	55%
89	156	782	(80)%	Net income (NIAT)	245	1,348	(82)%
(48)	(11)	(98)	(89)%	Minorities	(60)	(218)	(73)%
40	144	684	(79)%	NIAT after minorities	185	1,130	(84)%
0.14	0.48	2.29	(79)%	EPS after minorities (EUR)	0.62	3.78	(84)%
340	151	873	(83)%	Clean CCS EBIT	491	1,617	(70)%
126	94	614	(85)%	Clean CCS NIAT after minorities	220	1,033	(79)%
0.42	0.31	2.05	(85)%	Clean CCS EPS after minorities (EUR)	0.73	3.46	(79)%

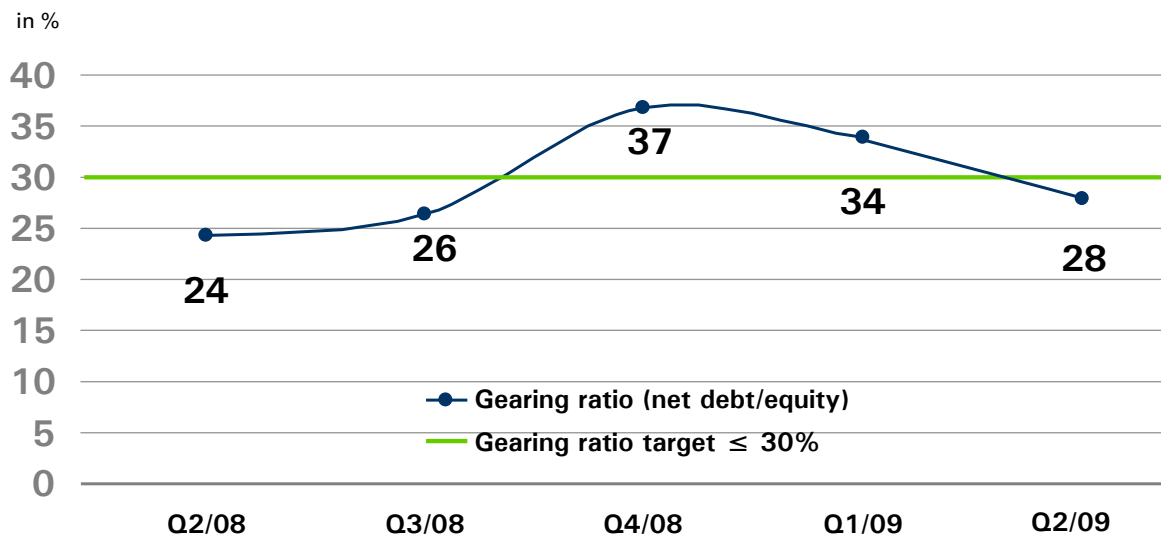
Figures in this and the following tables may not add up due to rounding differences.

# Cash flow

Q1/09	Q2/09	Q2/08	△ Q2/08	in EUR mn	6m/09	6m/08	△ 6m/08
89	156	782	(80)%	Net income	245	1,348	(82)%
276	323	272	19%	Depreciation and amortisation	599	476	26%
33	(61)	(148)	(59)%	Other	(28)	(149)	81%
398	417	906	(54)%	Sources of funds	816	1,675	(51)%
517	(61)	180	n.m.	Change in net working capital	456	223	104%
<b>915</b>	<b>356</b>	<b>1,085</b>	<b>(67)%</b>	<b>Cash flow from operating activities</b>	<b>1,271</b>	<b>1,898</b>	<b>(33)%</b>
(668)	577	(681)	n.m.	Cash flow used in investment activities	(91)	(1,258)	(93)%
<b>248</b>	<b>933</b>	<b>404</b>	<b>131%</b>	<b>Free cash flow</b>	<b>1,180</b>	<b>640</b>	<b>84%</b>
<b>234</b>	<b>610</b>	<b>(143)</b>	<b>n.m.</b>	<b>Free cash flow after dividends</b>	<b>845</b>	<b>93</b>	<b>n.m.</b>

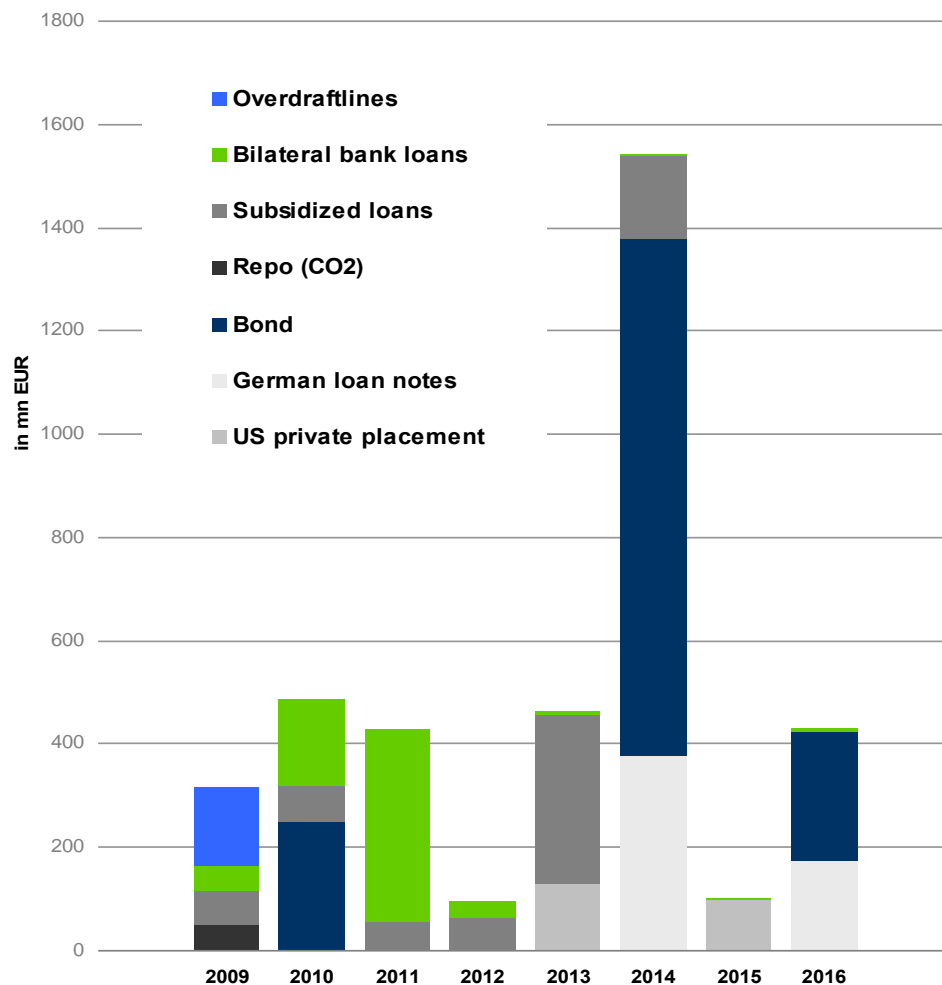


# Gearing ratio development



- ▶ Net debt decreased due to proceeds from sale of MOL shares
- ▶ Equity down by 2% on Q1/09, mainly reflecting dividend payment in Q2/09
- ▶ Maintaining a strong investment grade rating remains key priority

# Overview debt structure and credit lines



As of June 30, 2009:

Debt EUR 4,105 mn

Cash EUR 1,388 mn

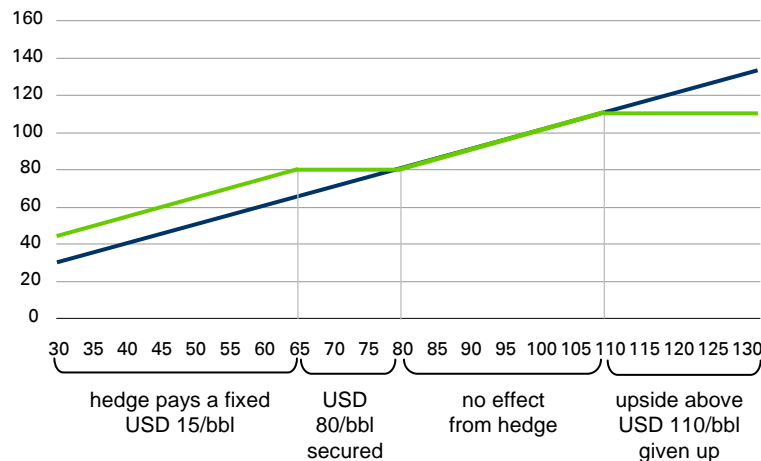
Net debt EUR 2,717 mn

- ▶ EUR 1,250 mn Eurobond (maturing 2014, 2016)
- ▶ Unused committed facilities of EUR 1,500 mn (maturing 2011) and EUR 850 mn (maturing 2012)
- ▶ Oil price and USD hedges in place to secure cash flow

# Hedging to secure cash flow in period of weaker operating conditions in 2009 and 2010

## Hedging 2009

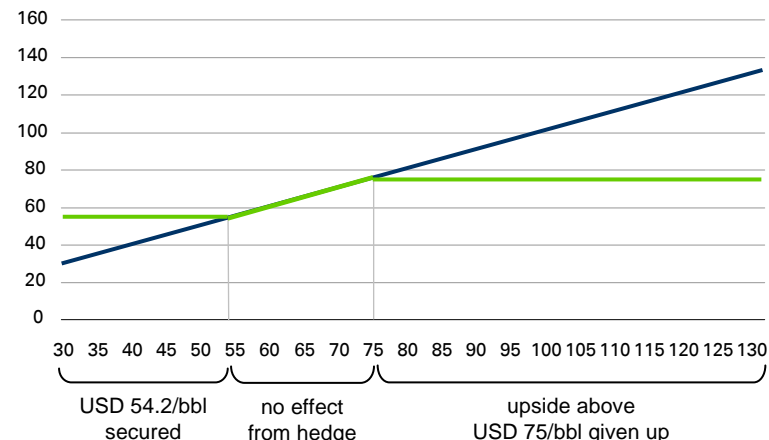
- Oil price hedging for 65,000 bbl/d hedged for 2009 with a zero cost structure



- USD hedging to secure cash flow and reduce impact of volatility from EUR/USD movements
  - For USD 1 bn the exposure to exchange rate movements is only within the range of EUR/USD 1.32 to 1.15
- Total positive P&L impact in Q2/09 from 2009 hedges was EUR 47 mn

## Hedging 2010

- Oil price hedging for 63,000 bbl/d hedged for 2010 with a zero cost structure



- Total negative unrealized time value loss of 2010 hedges in Q2/09 from was EUR 108 mn
- Gains and losses relating to the time value losses of these instruments will revert to zero at the end of 2010

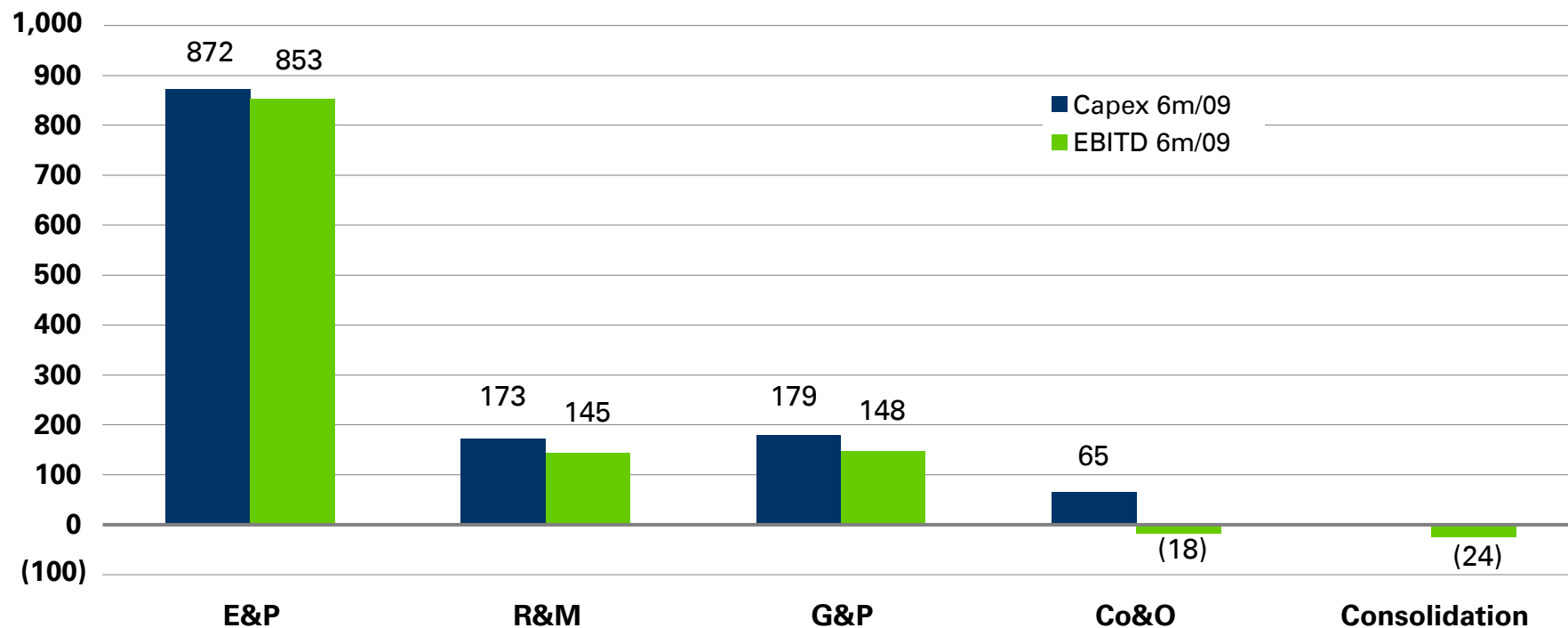
# EBITD and CAPEX

## CAPEX

6m/09: EUR 1,289 mn

## EBITD

6m/09: EUR 1,103 mn

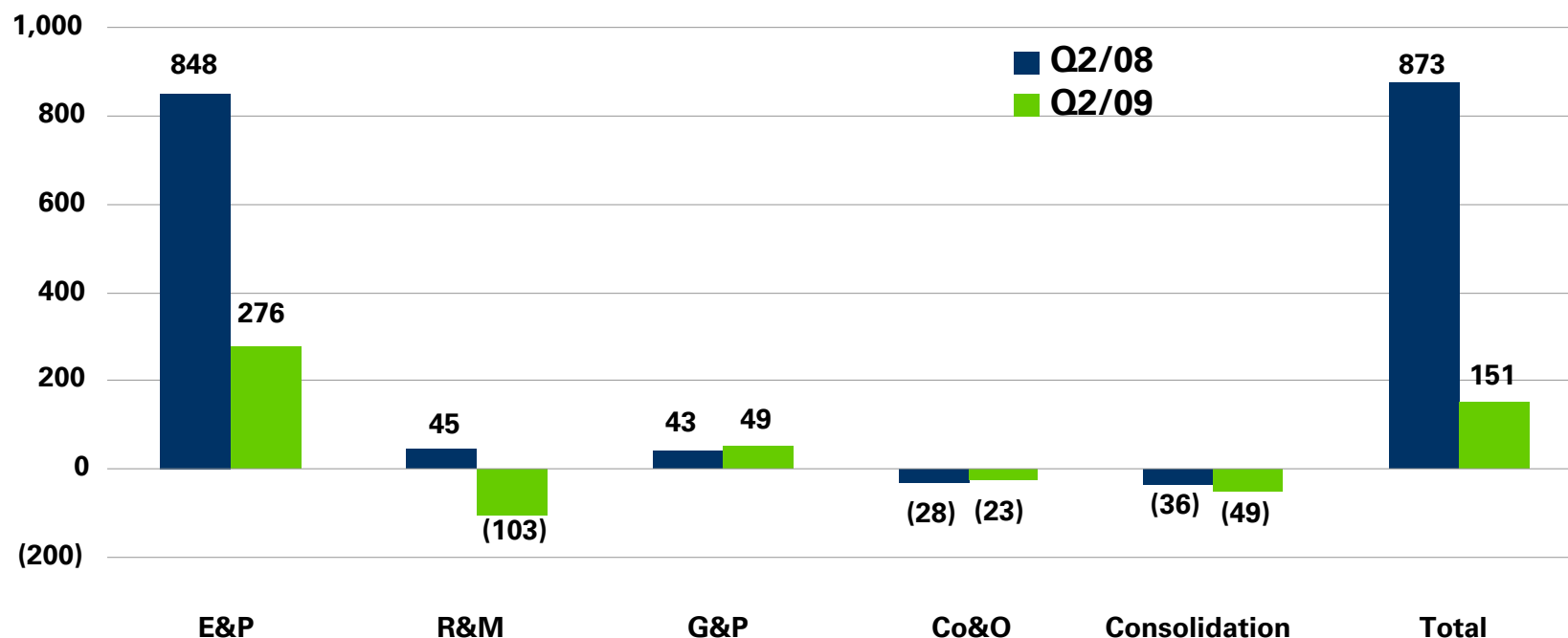


## Special items

Q1/09	Q2/09	Q2/08	in EUR mn	6m/09	6m/08
<b>266</b>	<b>237</b>	<b>951</b>	<b>Reported EBIT</b>	<b>503</b>	<b>1,746</b>
(1)	(2)	(13)	Personnel related costs	(2)	(13)
(1)	(29)	(10)	Unscheduled depreciation	(30)	(10)
11	1	16	Asset disposals	11	20
–	–	(124)	Provision for Petrom litigation	–	(124)
(1)	(21)	(2)	Other	(22)	(2)
<b>8</b>	<b>(51)</b>	<b>(132)</b>	<b>Total special items</b>	<b>(43)</b>	<b>(129)</b>
<b>258</b>	<b>288</b>	<b>1,083</b>	<b>Clean EBIT</b>	<b>546</b>	<b>1,875</b>
(82)	137	211	CCS gains/(losses)	55	258
<b>340</b>	<b>151</b>	<b>873</b>	<b>Clean CCS EBIT</b>	<b>491</b>	<b>1,617</b>

# Clean CCS EBIT Q2/09

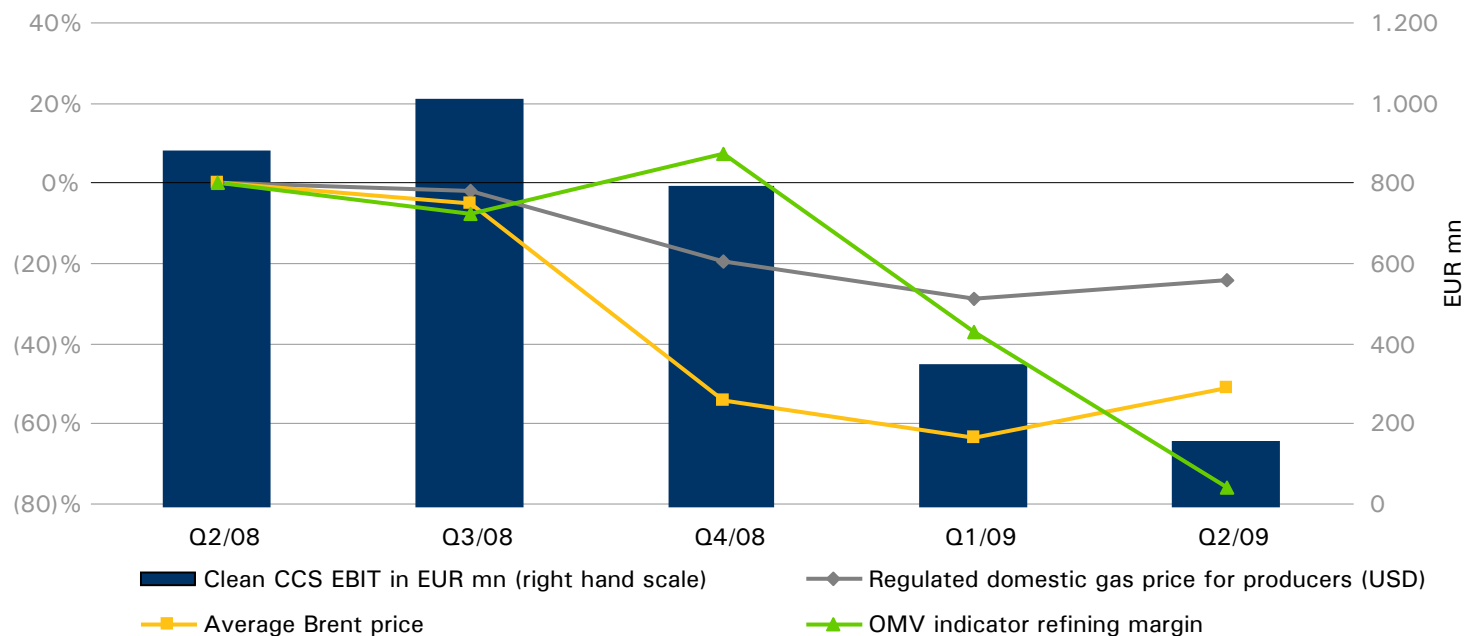
OMV Group clean CCS EBIT Q2/09: EUR 151 mn (Q2/08: EUR 873 mn)



thereof Petrom group Clean CCS EBIT:

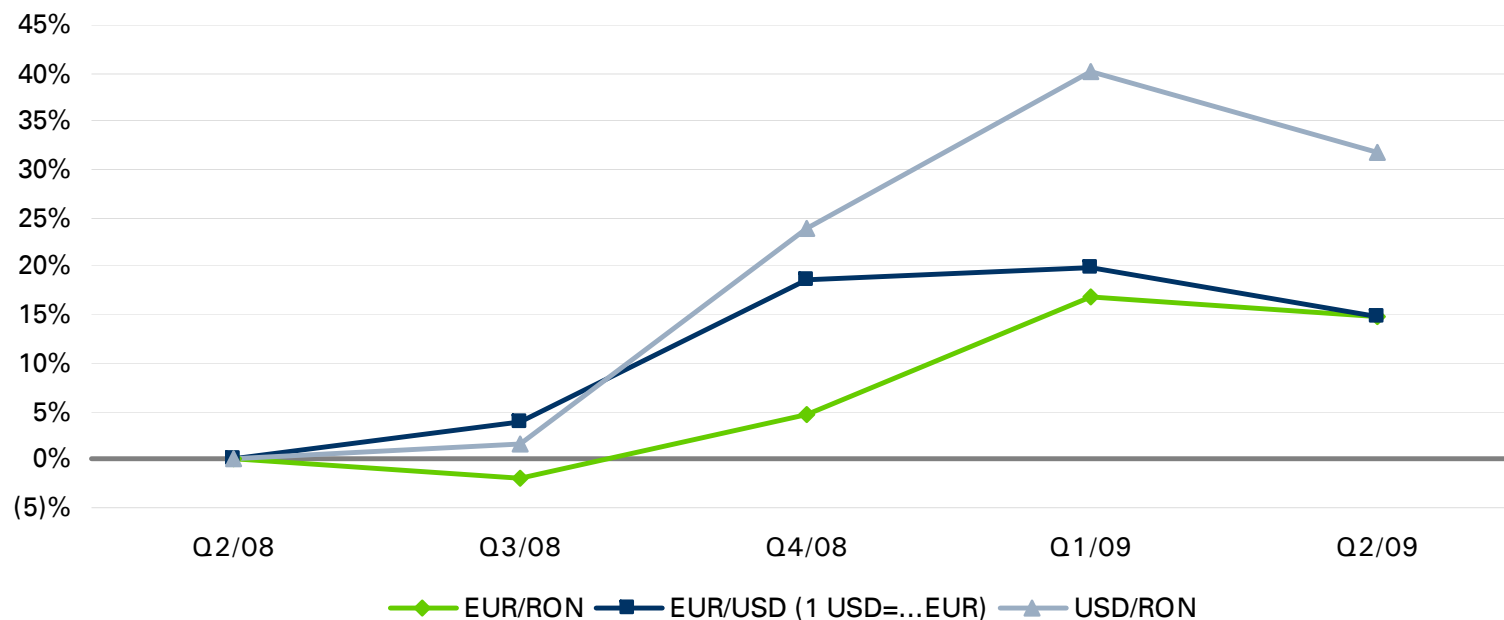
E&P		R&M		G&P		Co&O		Consolidation		Total	
Q2/08	Q2/09	Q2/08	Q2/09	Q2/08	Q2/09	Q2/08	Q2/09	Q2/08	Q2/09	Q2/08	Q2/09
365	113	(49)	(40)	3	0	(11)	(7)	(33)	(51)	275	16

# Economic environment



Q1/09	Q2/09	Q2/08	ΔQ2/08		6m/09	6m/08	Δ 6m/08
44.46	59.13	121.18	(51)%	Average Brent price in USD/bbl	51.68	109.05	(53)%
4.26	1.64	6.76	(76)%	OMV indicator refining margin in USD/bbl	2.97	5.53	(46)%
150.97	160.67	211.71	(24)%	Regulated domestic gas price for producers in USD/1,000 cbm in Romania	155.63	204.49	(24) %
340	151	873	(83)%	Clean CCS EBIT in EUR mn	491	1,617	(70) %

# Exchange rate development

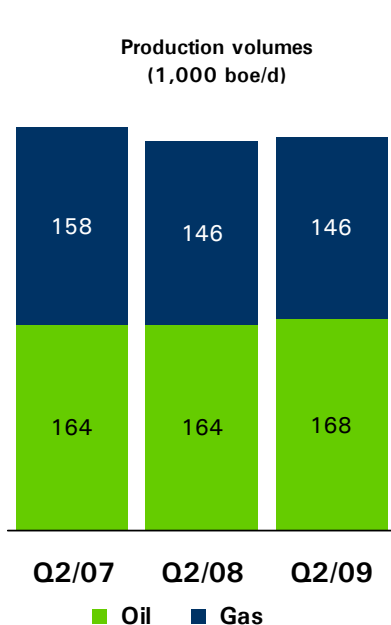


	Q2/09	Q2/08	ΔQ2/08
Average EUR-USD FX-rate	1.362	1.562	(13)%
Average EUR-RON FX-rate	4.196	3.652	15%
Average USD-RON FX-rate	3.081	2.338	32%



## Group E&P: Maari added significant volumes in Q2/09

- ▶ EBIT reflects low oil price level compared to Q2/08; the stronger USD (vs. Q2/08) had a positive effect on OPEX in USD/boe
- ▶ Production volumes up 1%: Increased volumes in New Zealand (for the first time Maari added significant volumes in Q2), Austria and Yemen were partly counterbalanced by lower volumes in Romania and Libya (OPEC quota reduction)
- ▶ Positive result from strategic E&P hedges for parts of 2009 production was more than offset by negative unrealized time value losses of 2010 hedging instruments, affecting realized crude prices



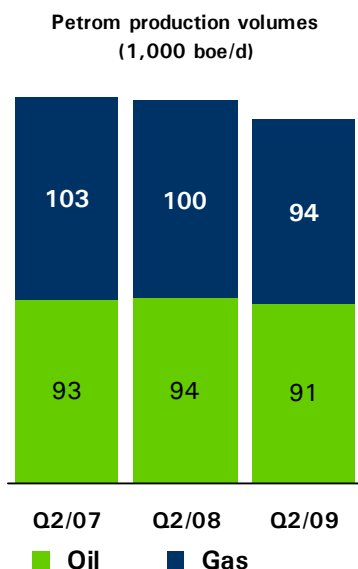
	Q1/09	Q2/09	Q2/08		6m/09	6m/08
227	249	788	EBIT in EUR mn <sup>1</sup>	476	1,519	
227	276	848	Clean EBIT in EUR mn <sup>1</sup>	503	1,579	
308	315	310	Total hydrocarbon production in 1,000 boe/d	311	316	
44.46	59.13	121.18	Average Brent price in USD/bbl	51.68	109.05	
45.88	48.78	111.62	Average realized crude price in USD/bbl	47.54	100.78	
51	52	82	Exploration expenditures in EUR mn	103	140	
11.82	11.62	14.68	OPEX in USD/boe	11.72	14.08	

<sup>1</sup> Excluding intersegmental profit elimination;  
for reasons of comparability 2008 numbers are adjusted accordingly



# Petrom E&P: Lower volumes in Romania, mainly due to low gas demand

- ▶ Romanian gas volumes below Q2/08 due to decreased demand from industry as a result of the economic downturn
- ▶ Average realized crude price was burdened by negative unrealized time value losses of 2010 hedging
- ▶ OPEX in USD/boe decreased due to weaker RON and also benefited from an optimized cost base



	Q1/09	Q2/09	Q2/08		6m/09	6m/08
101	113	300	EBIT in EUR mn <sup>1</sup>	214	630	
101	113	365	Clean EBIT in EUR mn <sup>1</sup>	214	696	
192	185	194	Total hydrocarbon production in 1,000 boe/d	188	196	
43.73	58.36	117.24	Average Urals price in USD/bbl	50.99	105.22	
46.45	48.51	104.84	Average realized crude price in USD/bbl	47.45	94.87	
150.97	160.67	211.71	Regulated domestic gas price for producers in USD/1,000 cbm	155.63	204.49	
14.71	14.49	18.99	OPEX in USD/boe	14.60	18.13	

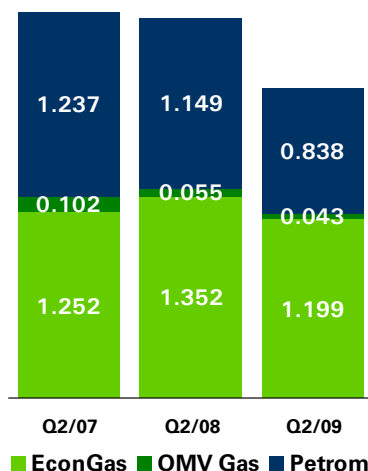
<sup>1</sup> Excluding intersegmental profit elimination;  
for reasons of comparability 2008 numbers are adjusted accordingly



# Group G&P: Strong contribution from transportation business

- ▶ Gas sales volumes were below Q2/08 due to the economic downturn and milder weather, mitigated by the internationalization strategy of EconGas
- ▶ Storage business showed expected seasonal decline, however volumes above Q2/08 due to higher available capacities
- ▶ Transportation volumes up due to additional capacity sales on the WAG pipeline and the start-up of a new compressor station on the TAG pipeline

Gas sales volumes in bcm

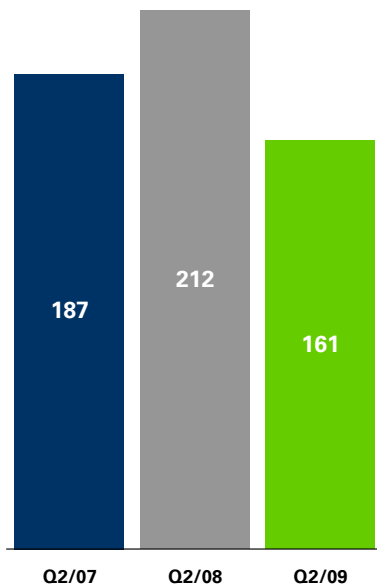


	Q1/09	Q2/09	Q2/08		6m/09	6m/08
85	47	27	EBIT in EUR mn	132	115	
86	49	43	Clean EBIT in EUR mn	135	131	
4.52	2.08	2.56	Combined gas sales volumes in bcm	6.60	6.63	
849.5	841.6	799.0	Average storage capacity sold in 1,000 cbm/h	845.6	791.8	
17.38	18.75	16.37	Total gas transportation sold in bcm	36.12	32.65	

# Petrom G&P: Romanian gas demand burdened by economic downturn

- ▶ The depressed market in Romania led to a 27% fall in Petrom's sales volumes compared to Q2/08
- ▶ Petrom benefited from a lower import rate
- ▶ Result of Petrom's fertilizer plant Doljchim was affected by low demand

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



Q1/09	Q2/09	Q2/08		6m/09	6m/08
23	(1)	(13)	EBIT in EUR mn	22	3
24	0	3	Clean EBIT in EUR mn	24	19
1.40	0.84	1.15	Gas sales volumes in bcm	2.24	2.65

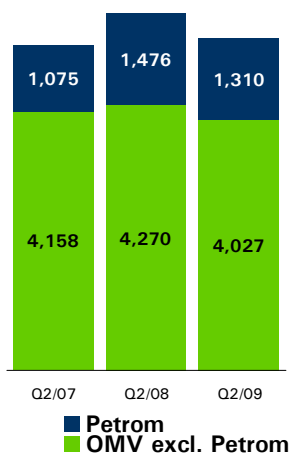
# Refining and Marketing

Gerhard Roiss  
Deputy CEO, responsible for R&M

# Group R&M: Weak middle distillate spreads heavily burden refining margin; positive CCS effect

- ▶ OMV indicator refining margin is heavily burdened by weak middle distillate spreads (Jun 08/09: 260 ↘ 55 USD/to) due to weak demand and high stock levels in Europe
- ▶ Increasing crude prices resulted in positive CCS effects of EUR 137 mn in refining in Q2/09 (Q2/08: EUR 211 mn)
- ▶ Market share gain kept retail volumes stable, however overall marketing volumes declined affected by the weak economic environment
- ▶ Cost initiatives to manage economic downturn on track

Refining sales volumes  
in 1,000 t



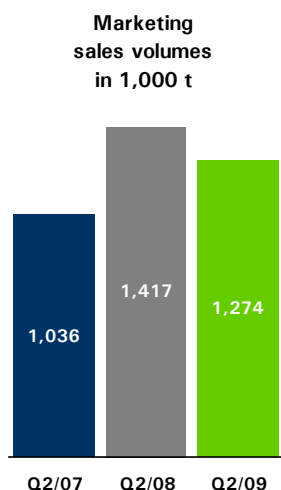
	Q1/09	Q2/09	Q2/08		6m/09	6m/08
	(51)	12	200	EBIT in EUR mn	(39)	243
	(1)	14	1	thereof petrochemicals west <sup>1</sup>	13	6
	(82)	137	211	CCS effects	55	258
	22	(103)	45	Clean CCS EBIT in EUR mn	(81)	39
	73	(63)	94	thereof R&M west	10	135
	(51)	(40)	(49)	thereof R&M east (Petrom)	(91)	(96)
	4.26	1.64	6.76	OMV indicator margin in USD/bbl	2.97	5.53
	81	83	84	Utilization rate refineries in %	82	85
	5.28	5.34	5.75	Refining sales volume in mn t	10.62	11.11
	4.14	4.38	4.74	Marketing sales volumes in mn t	8.52	8.94
	2,477	2,483	2,527	Marketing retail stations	2,483	2,527

<sup>1</sup> Schwechat and Burghausen



# Petrom R&M: Positive marketing contribution, Refining investment under review

- ▶ Refining margin burdened by a sharp decline in middle distillate spreads; lower cost for own crude consumption could partly compensate
- ▶ Increasing crude prices led to positive CCS effect of EUR 56 mn in Q2/09
- ▶ Improved cost position due to restructuring efforts
- ▶ Positive Marketing as a result of successful restructuring
- ▶ Market share gains led to higher retail sales volumes and margins in a generally weak environment



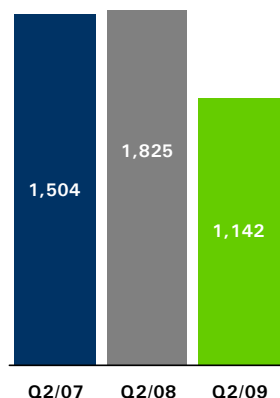
	Q1/09	Q2/09	Q2/08		6m/09	6m/08
(66)	(4)	(8)	EBIT in EUR mn	(70)	(30)	
(17)	56	86	CCS effects	39	107	
(51)	(40)	(49)	Clean CCS EBIT in EUR mn	(91)	(96)	
2.65	0.14	1.12	OMV refining margin east in USD/bbl	1.42	0.90	
67	67	76	Utilization rate refineries in %	67	75	
1.43	1.31	1.48	Refining sales volumes in mn t	2.74	2.73	
1.35	1.27	1.42	Marketing sales volumes in mn t	2.63	2.62	
822	829	808	Marketing retail stations	829	808	

# Borealis:

## Positive Q2/09 in a still difficult environment

- ▶ Continued focus on cost competitiveness and cash preservation delivers net profit improvement
- ▶ Borouge, Borealis JV with ADNOC, again showed strong contribution to results
- ▶ Middle East expansion successfully continued by building the world's largest olefin conversion unit and ethylene cracker (1.4 mn t to come on stream in 2010; Capacity: 0.6 ↗ 2.0 mn t)
- ▶ Global capacity expected (up to 24 mn t by 2010/11)

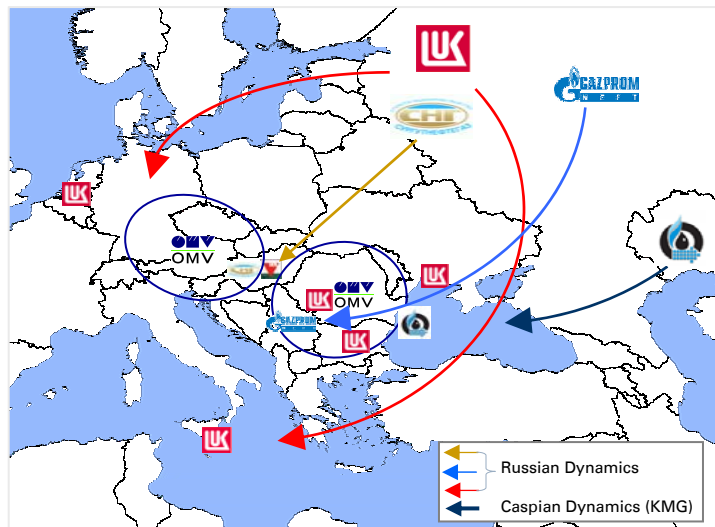
Borealis sales revenues in  
EUR mn



Q1/09	Q2/09	Q2/08		6m/09	6m/08
1,025	1,142	1,825	Sales revenue in EUR mn	2,167	3,521
(72)	27	52	EBIT in EUR mn	(45)	189
(56)	35	71	Net profit after tax in EUR mn	(21)	201
(22)	13	26	Contribution to OMV in EUR mn	(9)	75
43%	46%	41%	Gearing ratio in %	46%	41%



# OMV further strengthens 20% market share position in a changing environment



CEE13 market, 2008	Retail sites	Refining capacity (mn t)
OMV <sup>1</sup>	2,528	25.8
Shell <sup>2</sup>	1,682	1.4
Lukoil <sup>3</sup>	1,270	10.8
MOL <sup>4</sup>	1,076	16.8
INA	485	6.7
PKN	334	5.5
KazMunaiGas/Rompetrol	325	5.5

<sup>1</sup> excl. Petrol Ofisi

<sup>2</sup> Source: OMV estimate

<sup>3</sup> incl. 434 Petrol Bulgaria FS

<sup>4</sup> excl. INA; incl. IES

## OMV's position

- ▶ Efficient western refineries with a completed investment program
- ▶ World scale petrochemical operation and integration with Borealis
- ▶ 20% market share in CEE (Central Eastern Europe)
- ▶ Strong retail brand and high quality non-oil business (VIVA)
- ▶ 42% stake in the leading Turkish retailer Petrol Ofisi

# Crisis enforces decline in oil product consumption: (CEE -2%<sup>1</sup>), OMV sales development remains clearly above market

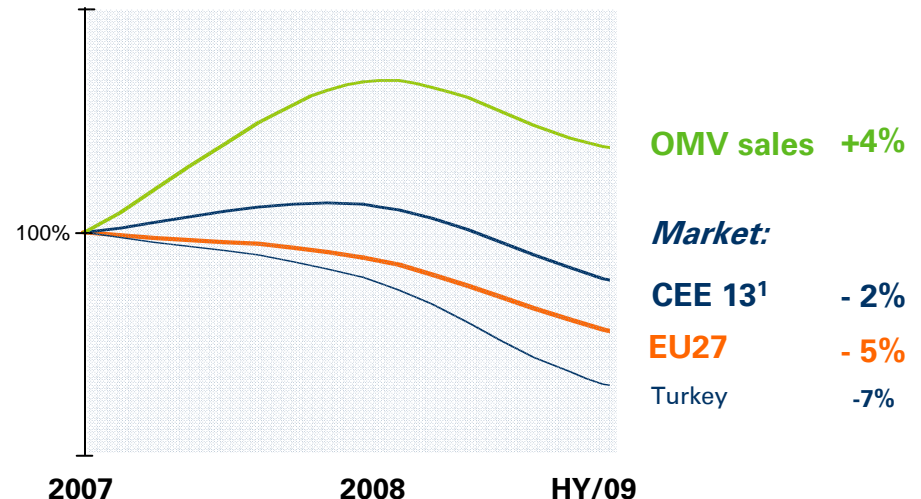
## Economic crisis

- ▶ GDP: First annual contraction since World War II (EU27: -4%)
- ▶ 2009 World oil demand: declined to 2005 level (85,4 ↘ 83,5 mnbbbl/d)
- ▶ EU27 (07/09HY): fossil product demand declines by -5%, CEE shows more moderate decline (-2%)
- ▶ OMV sales development above market + 4% (07/09HY)

## Outlook

- ▶ EU27: further demand decline expected, mainly driven by mature markets (France: -8%, Italy: -9%)
- ▶ Recovery of emerging markets expected (CEE)
- ▶ Turkey expected to rebound with growth rates of 3 % p.a.

## Fossil Product Demand/OMV sales (2007/09HY)

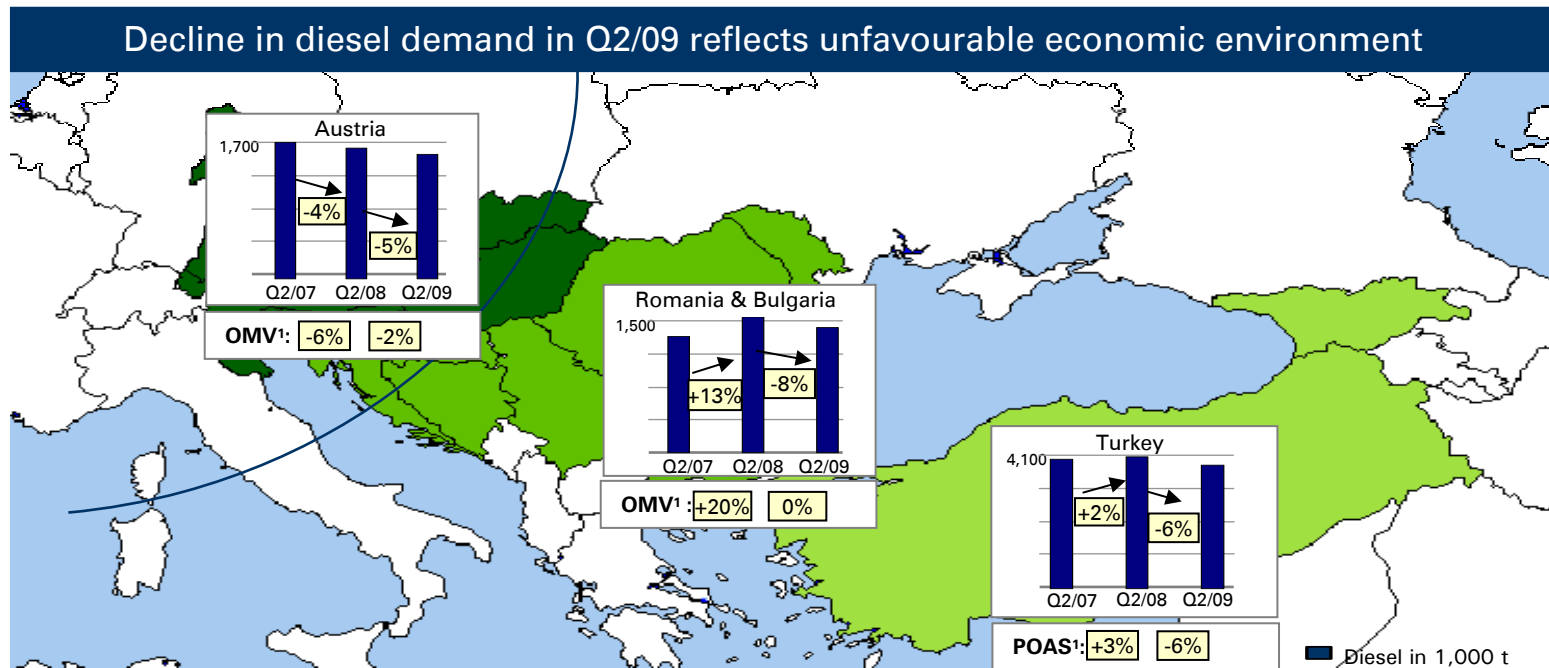


Source: JBC, CERA, OMV

<sup>1</sup> CEE (Central Eastern Europe), OMV Market: South Germany, Austria, North Italy, Slovakia, Czech Rep., Hungary, Romania, Bulgaria, Serbia, Moldova, Slovenia, Croatia, Bosnia

# Strong integrated market coverage and retail presence help secure high refining utilization

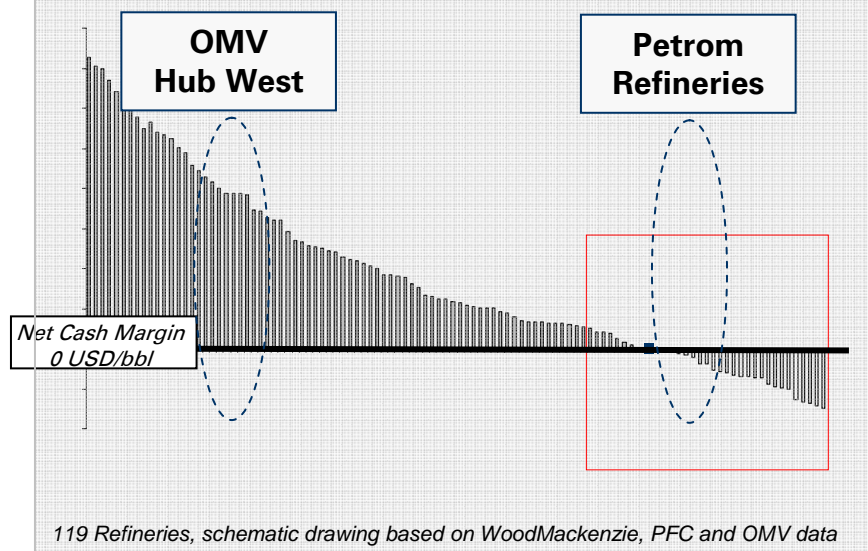
- ▶ Refining utilization at high level: 91% (Hub West, Q2/09 vs. Europe: 79%)
- ▶ OMV maintained retail sales volume in a declining market environment
  - ▶ CEE13-wide premium retail network secures customer loyalty



<sup>1</sup> Retail & Commercial sales volumes

# OMV's western refineries: Completed upgrades secure improved performance in depressed margin environment

## Current European Refining Margin environment



## OMV Hub West performance

**Total investment 2005-2009: ~ EUR 1.1 bn** leads to yield advantage of +2 USD/bbl<sup>2</sup> in western refineries

	before	after
Refining capacity	18.4 mn t	17.8 mn t
Diesel output (+22%) <sup>3</sup>	4.6 mn t	5.6 mn t
HFO output (-39%)	690 kt	420 kt
Petrochemicals (+33%)	700 kt (C2)	930 kt (C2)

- ▶ Less complex and inefficient refiners are most exposed in a depressed margin environment
- ▶ 20% of European refineries with negative margins<sup>1</sup>; run cuts or shut downs become realistic scenarios

- ▶ Recent investments in Schwechat (Austria), Burghausen and Bayernoil (Germany) strengthen OMV Hub West position within the European top performers

<sup>1</sup> Net cash margin

<sup>2</sup> Assumptions: recovered margin environment, Crude price: 60-90 USD/bbl

<sup>3</sup> additional 3 mn t 10 ppm heating oil (corresponds to Diesel quality)

## Petrochemicals West withstands current crisis with high utilization rate, while fixed costs at suspended Arpechim cracker burden result

### ▶ Petrochemicals West:

- ▶ Cracker expansion in Burghausen and Schwechat completed in 2007
- ▶ World scale operation and integration with Borealis
- ▶ Utilization Q2/09: 90%, clearly above Western European average (79%)

### ▶ Petrochemicals cracker utilization

	NWE Cracker	OMV West
Dec/08	60%	84%
Q1/09	75%	91%
Q2/09	79%	90%

### ▶ Petrochemicals Arpechim:

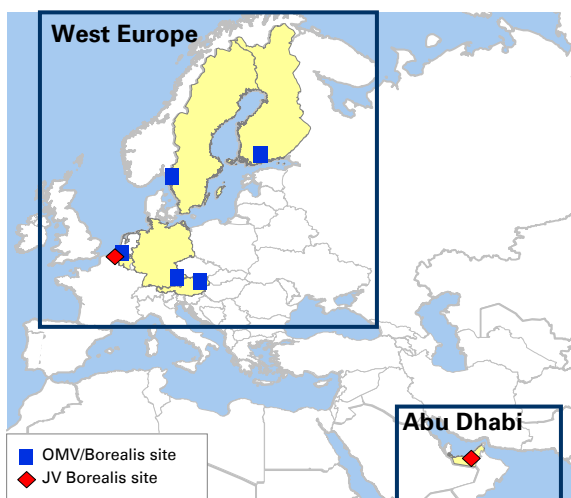
- ▶ Indefinite suspension of operations of cracker; divestment process ongoing
- ▶ Fixed costs (~ EUR 15 mn; 6m/09) still burden result

# Petrochemicals and Borealis: Strengthen European leadership and expand into Asian growth markets

**Divestment of assets in Portugal & Norway completed in 2007 to be prepared for down cycle**

**Strengthen European leadership:** Realize scale effects from recent investment (cost position), grow innovation and research, finalize pipeline investment (Ethylene Pipeline south)

**Borouge:** Grow capacity to capitalize on ethane-based feed advantage and growing demand in China



OMV/Borealis in mnt	2009		2015	
	Olefin	Polyolefin	Olefin	Polyolefin
W-Europe	3,8	3,8	3,8	3,8
ME- Abu Dhabi	0,6	0,6	4,3	4,5
<b>Total</b>	<b>4,4</b>	<b>4,4</b>	<b>8,1</b>	<b>8,3</b>

## Market dynamics

### Western Europe: Results under pressure

- ▶ 18% of total feed used for "energy/loss"
- ▶ Stagnating Olefin demand in EU
- ▶ Margin down cycle in 2009 expected to continue

### Abu Dhabi: Utilize feed advantage

- ▶ Ethane feed based crackers less affected by high crude/naphtha price
- ▶ Asia: main demand growth Region
  - ▶ China, Middle East: PE/PP<sup>1</sup> + 6% p.a.
- ▶ Margin down cycle in 2009 expected to continue

<sup>1</sup> PE/PP: Polyethylen/Polypropylen

## Strategic direction 2015

### Integration – cost efficiency

- ▶ Consolidate recent investment
- ▶ Further optimize integration
  - ▶ Refinery: shift gasoline to Petrochemicals
  - ▶ Centralize organization/costs
- ▶ Grow innovation/research

### Expansion

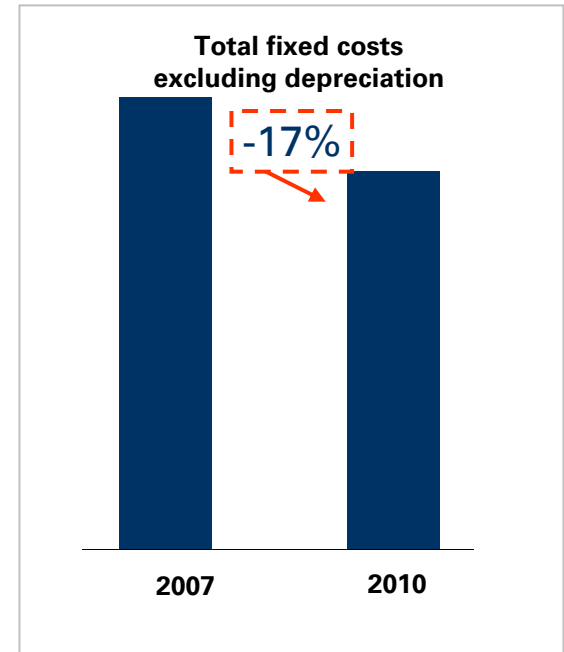
- ▶ Borouge Capacity:
  - ▶ 2010: 0.6 ↗ 2.0 mn t
  - ▶ Further increase to 4.5 mn t by 2015
- ▶ Manage growth/investment

# Managing economic crisis to be prepared for future growth

- ▶ Strict management of credit risk exposure - no major losses of receivables so far
- ▶ Adapting cost structure to manage turnaround and improve cost position

Structural fixed cost cutting by ~17% by 2010<sup>1</sup>

- ▶ Restructuring of marketing organisation and leveraging cross- country synergies
- ▶ Retail: divestment on non-core assets
- ▶ Refining: improved operational excellence (1st/2nd quartile Solomon performance)



<sup>1</sup> Basis: 2007

# Petrom Marketing restructuring completed: Strong contribution from Petrom Marketing

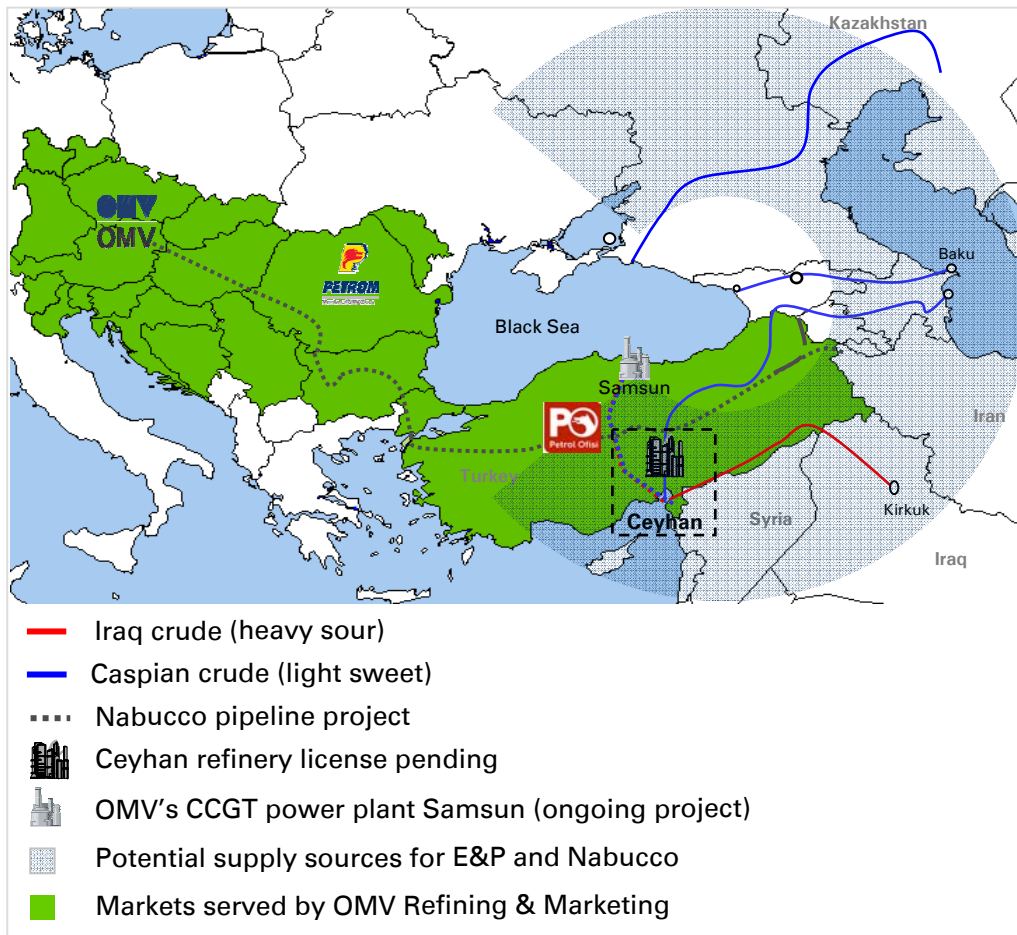
	2004	Targets (2010)	Realized 6m/09
Marketing organization	<ul style="list-style-type: none"> <li>▶ 42 autonomous regional units</li> </ul>	<ul style="list-style-type: none"> <li>▶ Centralized organization with common standards</li> </ul>	<ul style="list-style-type: none"> <li>▶ Centralized organization established</li> </ul>
Retail network	<ul style="list-style-type: none"> <li>▶ Petrom group: 682 sites</li> <li>▶ 612 Petrom branded sites in Romania</li> <li>▶ Average throughput                             <ul style="list-style-type: none"> <li>▶ Petrom group: 2.0 mn l/site</li> <li>▶ Petrom Romania: 2.0 mn l/site</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Petrom group: 850 sites</li> <li>▶ 470 Petrom branded sites in Romania</li> <li>▶ Average throughput                             <ul style="list-style-type: none"> <li>▶ Petrom group: 3.9 mn l/site</li> <li>▶ Petrom Romania: 3.8 mn l/site</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Retail sales volumes in Romania + 13% vs PY despite crisis</li> <li>▶ Petrom group: 829 sites</li> <li>▶ 482 Petrom branded sites in Romania</li> <li>▶ Average throughput                             <ul style="list-style-type: none"> <li>▶ Petrom group: &gt; 4 mn l/site</li> <li>▶ Petrom Romania: &gt; 4 mn l/site</li> </ul> </li> </ul>
Logistics	<ul style="list-style-type: none"> <li>▶ Secondary logistics in-house (overstaffed and inefficient)</li> </ul>	<ul style="list-style-type: none"> <li>▶ Outsource secondary logistics</li> </ul>	<ul style="list-style-type: none"> <li>▶ Outsourcing secondary logistics completed</li> </ul>
Storage	<ul style="list-style-type: none"> <li>▶ 146 storage facilities</li> </ul>	<ul style="list-style-type: none"> <li>▶ 2013: Close 146 old storages and build 9 modern terminals</li> </ul>	<ul style="list-style-type: none"> <li>▶ 118 old facilities closed</li> <li>▶ 2 new storages under construction</li> <li>▶ Reduction to targeted 9 storages mid term delayed due to financial crisis</li> </ul>



# Petrom Refining: First restructuring achievements, investment plan under review

	2004	Targets (2012)	Realized 6m/09
Turnaround	<ul style="list-style-type: none"> <li>▶ Turnaround interval 1-2 years</li> </ul>	<ul style="list-style-type: none"> <li>▶ Turnaround interval increased to 5 years</li> </ul>	<ul style="list-style-type: none"> <li>▶ Turnaround interval 4 years</li> </ul>
Energy, loss	<ul style="list-style-type: none"> <li>▶ Own crude oil consumption 14%</li> </ul>	<ul style="list-style-type: none"> <li>▶ Own crude oil consumption 9%</li> </ul>	<ul style="list-style-type: none"> <li>▶ Own crude oil consumption 11.5%</li> </ul>
Product yield compliance	<ul style="list-style-type: none"> <li>▶ Refining yield and quality do not match market</li> <li>▶ Products with high sulfur content                             <ul style="list-style-type: none"> <li>▶ ~ 30% middle distillate yield</li> <li>▶ ~ 15% heavy fuel oil yield</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Refinery yield and quality meet future market demand</li> <li>▶ Products meet EU specs                             <ul style="list-style-type: none"> <li>▶ ~ 45% middle distillates</li> <li>▶ ~ 5% heavy fuel oil of total yield</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▶ Investments in quality upgrades mainly (~ EUR 400 mn) completed</li> <li>▶ Thereof: Installation of new FCC gasoline post-treater in 02/09 (Invest: EUR 90 mn)</li> <li>▶ Euro IV specs achieved ahead of deadline</li> <li>▶ 37% middle distillate yield</li> <li>▶ 12% heavy fuel oil yield</li> </ul>
Maintenance	<ul style="list-style-type: none"> <li>▶ Rafiserv: No efficient refinery interface; owned by trade unions</li> </ul>	<ul style="list-style-type: none"> <li>▶ Rafiserv: Insource, restructure and outsource again</li> </ul>	<ul style="list-style-type: none"> <li>▶ Rafiserv outsourcing completed</li> </ul>
Clean Up			<ul style="list-style-type: none"> <li>▶ Petrom site clean up on track - 140 hectares already cleaned (40% of total surface)</li> </ul>

# Petrol Ofisi strengthens Turkey as OMV's 3rd Regional Hub



## Backward integrated downstream position

- ▶ Turkey: 3<sup>rd</sup> Regional Hub
  - ▶ Turkey links the supply regions of the Caspian and Middle Eastern regions with the existing downstream markets in Central and South East Europe
- ▶ Petrol Ofisi: Clear Market Leader in Turkey
  - ▶ 27% Market share (Retail/Commercial)<sup>1</sup>
  - ▶ Filling stations: 3190 (HY 2009)
  - ▶ 12 strategic storage/depots (25% of Turkey's storage capacity)
- ▶ Refinery Project in Ceyhan
  - ▶ Refinery license pending

<sup>1</sup> Source: Petrol Ofisi, OMV internal analysis

# The leading R&M company in Danube/Black Sea Region

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## Strategic thrust

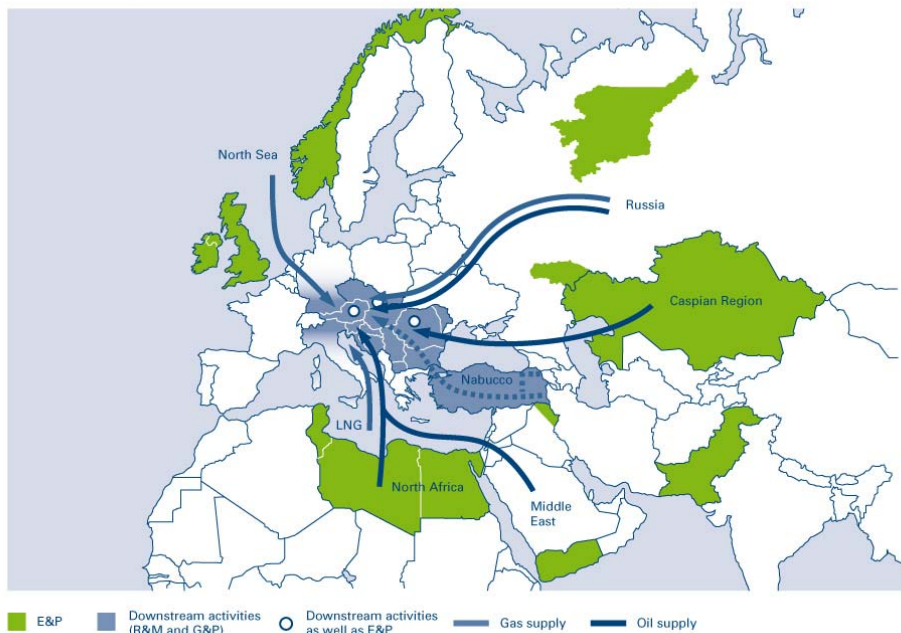
- ▶ Improve cost position, simplify business to manage economic crisis
- ▶ Evaluate Petrom refining investment under challenging environment
- ▶ Develop refineries into energy/conversion hubs
- ▶ Explore backward integrated downstream position in Med/Black Sea region

# Outlook and strategic targets

Wolfgang Ruttenstorfer, CEO

# OMV has positioned itself as an integrated market leader in Central and Southeastern Europe

## OMV's central strategic positioning



- ▶ **E&P: Solid player in second tier**
  - ▶ Production of 315,000 boe/d
  - ▶ P1 reserves of 1.2 bn boe
  - ▶ P2 reserves of 826 mn boe
- ▶ **R&M: Clear market leader in Central & Southeastern Europe**
  - ▶ 5 refineries with 25.8 mn t capacity
  - ▶ 20% market share in 13 CEE markets
  - ▶ 42% stake in Turkish Petrol Ofisi
  - ▶ Integrated petrochemical business and 36% stake in Borealis
- ▶ **G&P: Turntable in supply and logistics**
  - ▶ Long-term Russian and Norwegian supply contracts
  - ▶ Access to equity gas
  - ▶ Transit and storage infrastructure
  - ▶ First power plant projects in Romania and Turkey

Figures refer to 2008, except for E&P production figures (Q2/09)

# OMV's continued market penetration aims at including Turkey as a third market

## OMV's strategy is based on three major pillars

### Regional focus on three hubs

Expand downstream in our growth markets – Central Europe, Southeastern Europe and Turkey

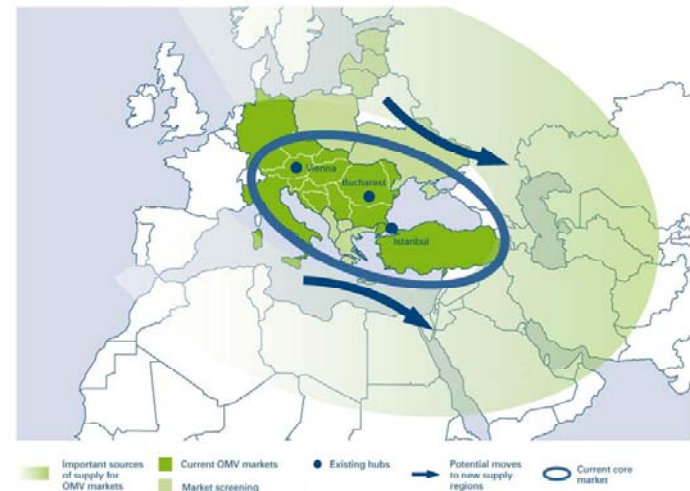
### Portfolio adaptation

Strengthen E&P in existing core regions and G&P via supply projects and power investments to enhance gas value; R&M to concentrate on Turkey position / Petrom refining investment is under review

### Cost and capital discipline

Realize cost and revenue synergies through integrated position

## Focus: Turkey as bridge to supply regions and planned third hub



- ▶ Petrol Ofisi as leading marketing player
- ▶ Samsun CCGT power plant and gas supply contract
- ▶ Key country for Nabucco
- ▶ Pearl investment to get access to equity gas

## Outlook 2009: Managing in a tough environment

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- ▶ Significantly weakened refining margins and depressed markets
- ▶ In E&P, full year production similar to last year; average production in second half to exceed H2/08 levels, supported by new fields in New Zealand, Kazakhstan and Romania
- ▶ Efficiency and cost control program to reduce OPEX and overhead cost ongoing (target EUR 300 mn by 2010)
- ▶ CAPEX program has been screened, prioritized and reduced to approx. EUR 2 bn (excluding acquisitions)
- ▶ Petrom modernization remains key strategic focus
- ▶ Establishing Turkey as a third hub becomes a strategic priority

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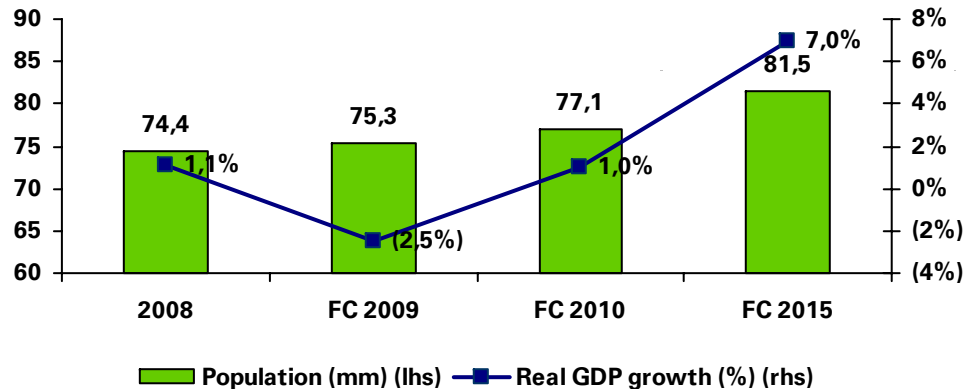
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# Appendix

# Petrol Ofisi will grant OMV superior access to the strategic and fast growing Turkish market

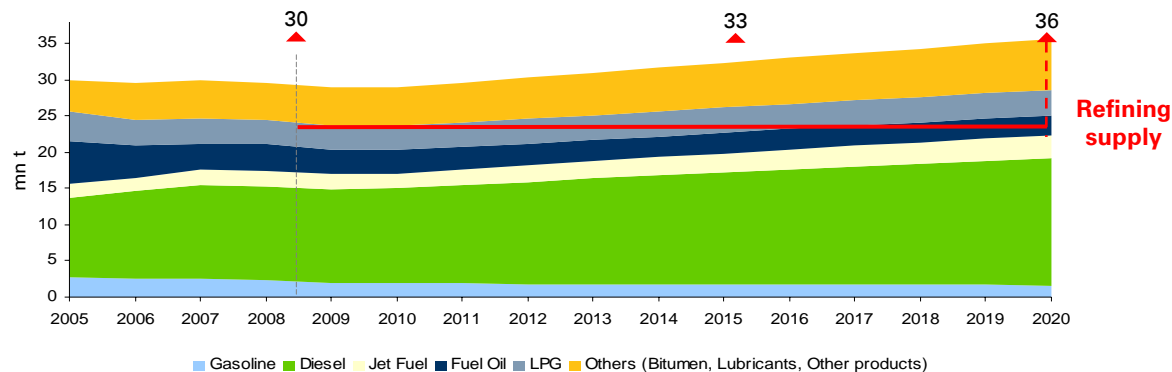
## Macroeconomic Overview & Key Market Statistics



Source: WIIW 02/2009; Statistical Office - Online Data; Car density ACEA 2009 (Data 2007)

- ▶ Young and fast growing population of 74 mn
- ▶ Approx. 30% of population under the age of 15
- ▶ Strong expected GDP growth after downturn 2009
- ▶ BB- rated
- ▶ Inflation under control
- ▶ Car density: 92 cars/1000 inhabitants (Germany: 501)

## Market Volume Growth <sup>1)</sup> and Refining Capacity



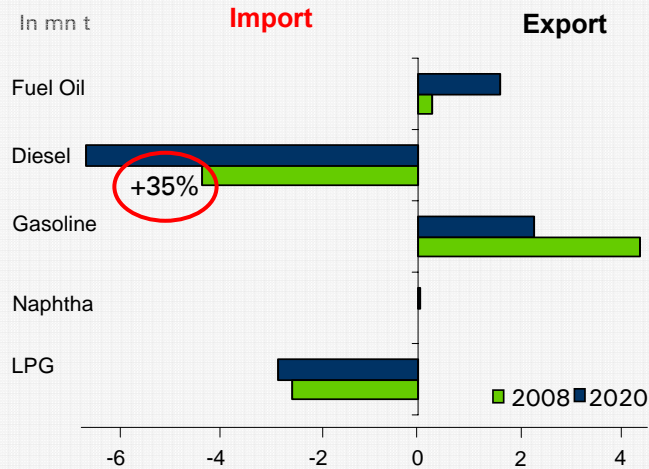
1) Market and Refining supply w/o Naphta, no additional Refining Capacity added 2008 onwards

Source: JBC Energy, OMV estimates

- ▶ Current Crisis: 2009 demand (30 mnt) decreases by 1,5 mnt, (2020: 35 mnt)
- ▶ Refining supply 2008: 25 mnt (w/o Naphta)
- ▶ Turkey is short refining capacity, deficit 2020: 15 mnt
- ▶ Diesel deficit could grow up to 6,4 mnt in 2020

# Petrol Ofisi well positioned for Imports in a short market

## Import/ Export balance<sup>1</sup> 2008 - 2020



- ▶ Market growth 2008/20: 30 ↗ ~ 35 mn t (+17%)
- ▶ Turkey refineries insufficient to match demand
  - ▶ Supply Gap Diesel 2020: ~ 6,4 mn t

1) Tüpras refinery output calculated vs. Turkey market

## Petrol Ofisi: strongest logistic network in Turkey



- ▶ 12 strategic well positioned terminals/depots
  - ▶ 25% of Turkey's storage capacity
- ▶ POAS benefits from external supply opportunities
  - ▶ Balancing OMV's refining production sold to competitors
  - ▶ Supply from Black Sea and Mediterranean (23 mn product long)
  - ▶ Additional Export volumes from Middle East/India

## Contact Investor Relations

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