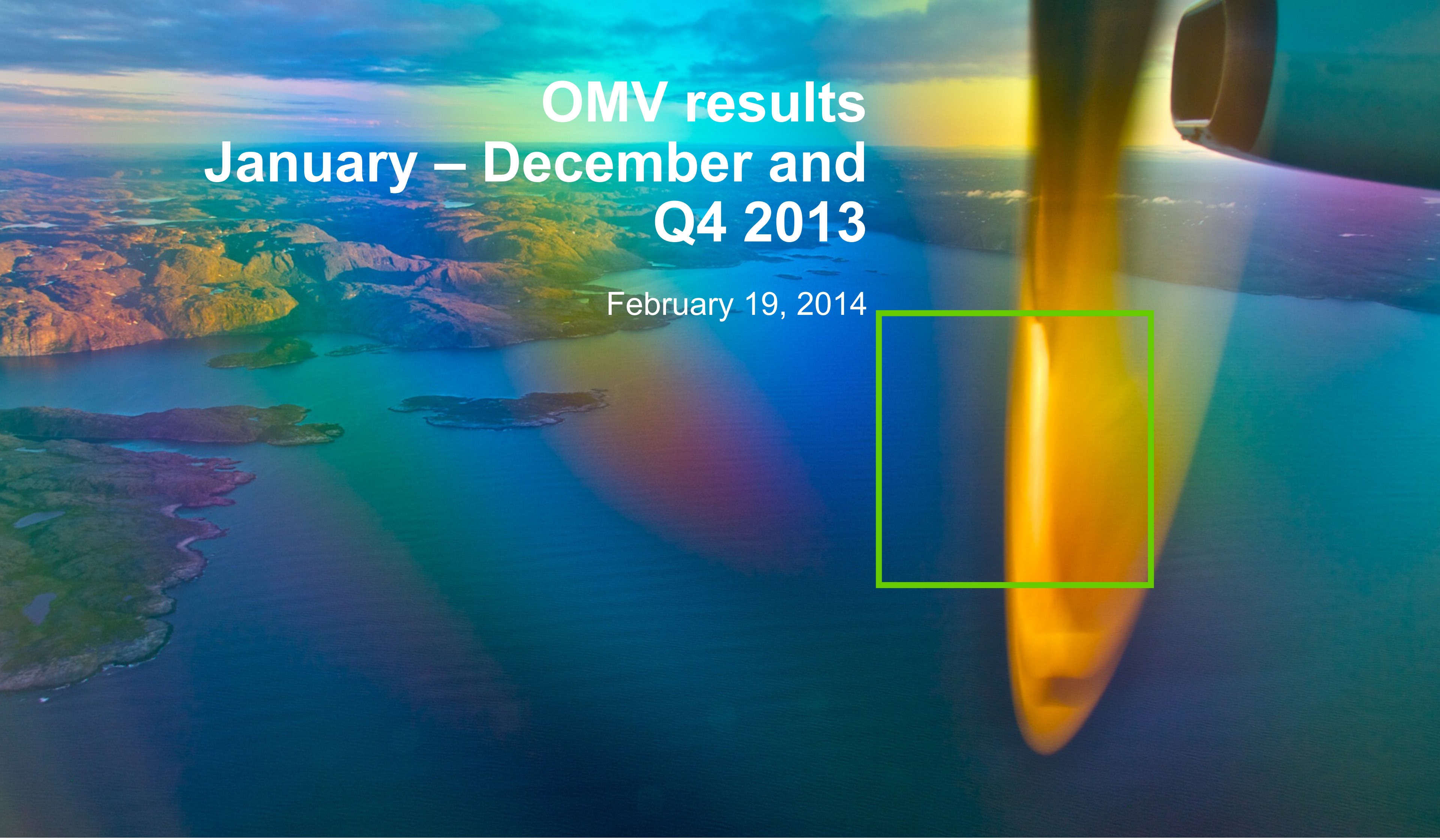
OMV results January – December and Q4 2013

February 19, 2014



OMV Aktiengesellschaft

Moving more. Moving the future. OMV

Strategic highlights and 2013 full year results

Gerhard Roiss,
Chairman of the Executive Board and CEO

OMV Aktiengesellschaft

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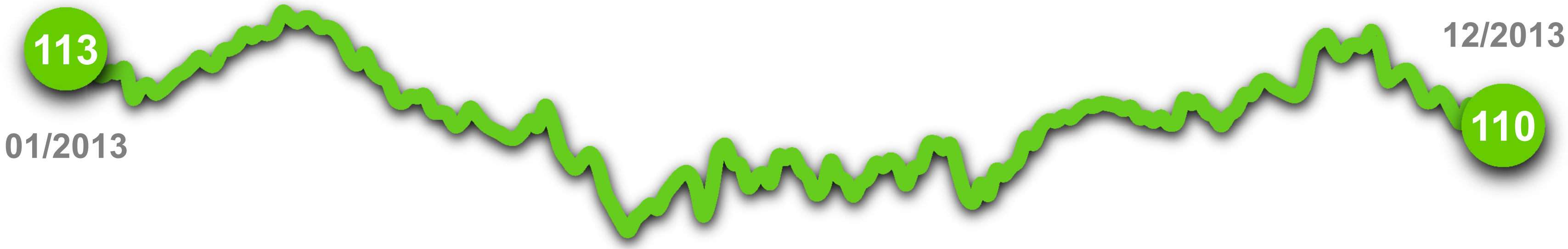
Market environment 2013

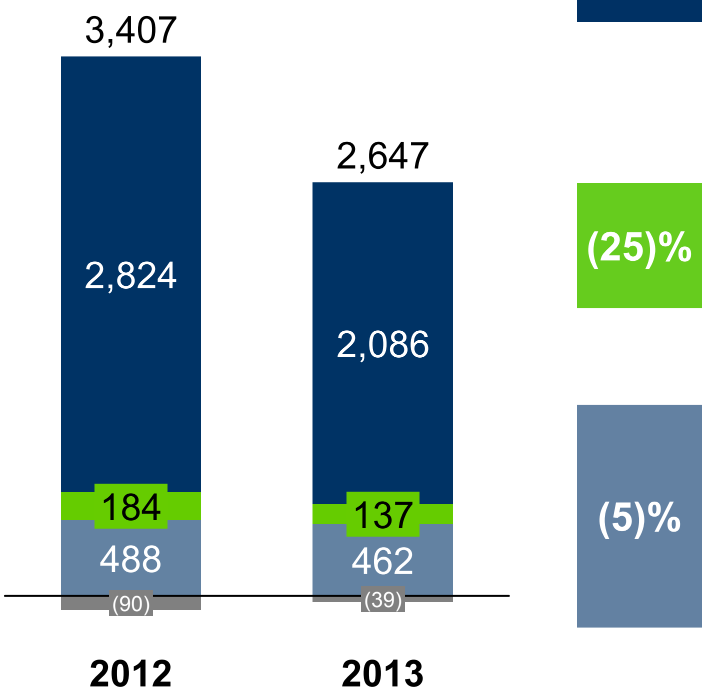
Brent oil price
in USD/bbl



Oil price:	**Decreasing** to avg. USD 109/bbl (2012: USD 112/bbl)
Operating environment:	**Instability** in Middle East and North Africa ongoing
Gas prices:	Further **decoupling from oil-indexation**
Refining margins:	**Over capacity** leads to **margin pressure**
Exchange rate:	Further **depreciation of the USD**

Financial performance in 2013

Clean CCS EBIT
in EUR mn



Exploration and Production

- Production decrease to 288 kboe/d (2012: 303) mainly due to political unrest (Libya) and stops/maintenance (UK, New Zealand)
- Brent price down to USD 109/bbl (2012: 112)
- First production from Gullfaks (Norway)

Gas and Power

- Difficult gas sales margin environment
- Positive contribution from supply renegotiation

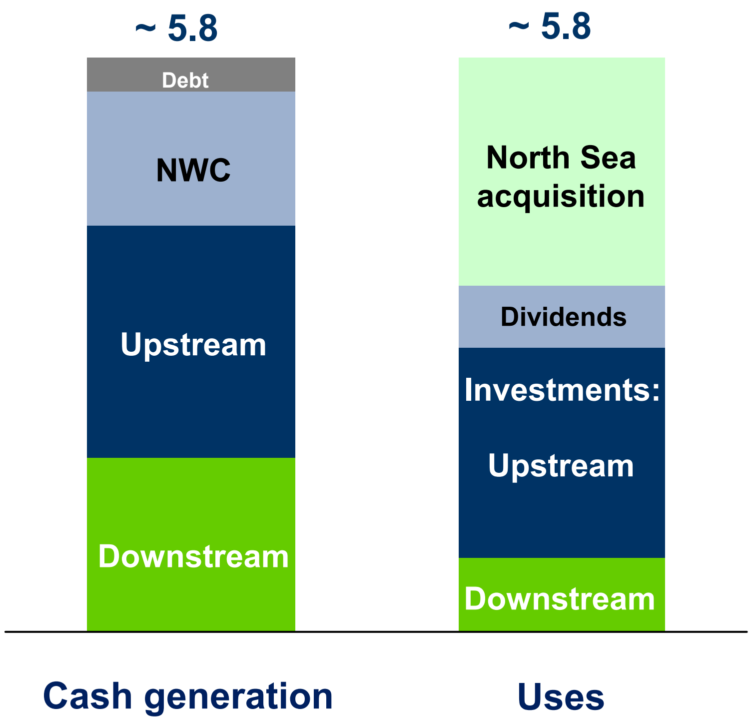
Refining and Marketing

- Significantly lower OMV indicator refining margin: USD 1.94/bbl (2012: USD 3.85/bbl)
- Higher refinery utilization at 92% (+4%-points)
- Petrochemicals EBIT +38% vs. 2012

C&O and Consolidation

2013 investments funded by strong cash generation

Cash generation and uses in 2013
in EUR bn

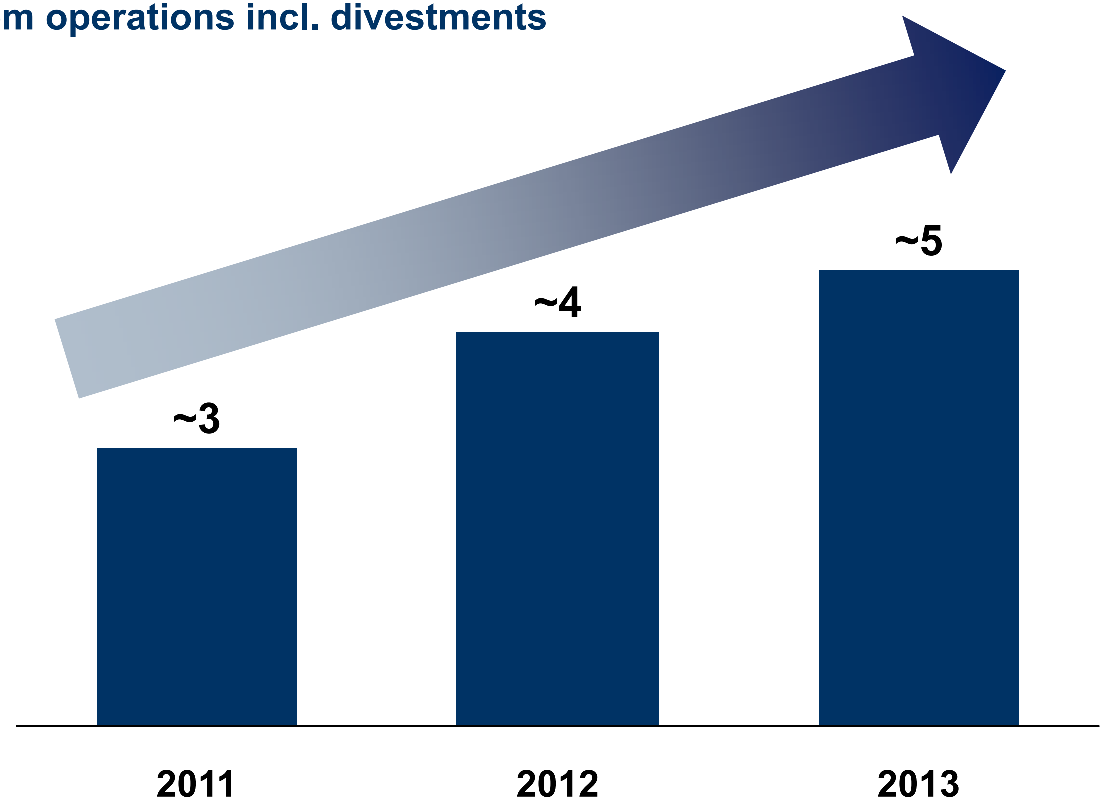


- **Highest cash generation** and **CAPEX** in OMV's history
- Group CAPEX 2013 (incl. acquisitions): **EUR 5.2 bn** of which 85% in E&P
- Gearing ratio up from 26% (2012) to **30%** (2013)

"Cash generation Upstream / Downstream" = Source of funds including divestments. | "Uses Upstream / Downstream " = Invest cash flow excluding divestments.
"Debt" = Financing cash flow and change of net cash for the period. | NWC = Change in Net Working Capital.

Strong operational performance

Cash flow from operations incl. divestments
in EUR bn



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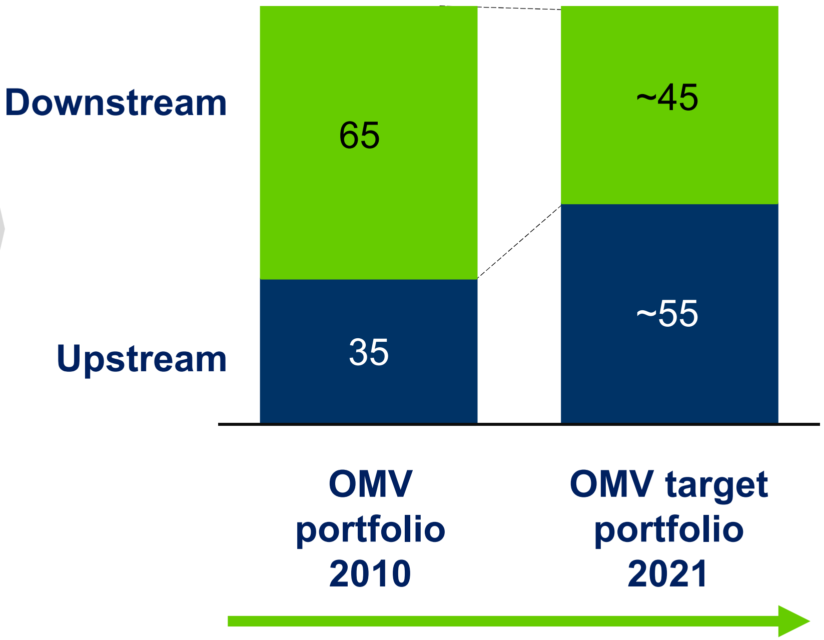
What we promised in 2011

Asset base
in %

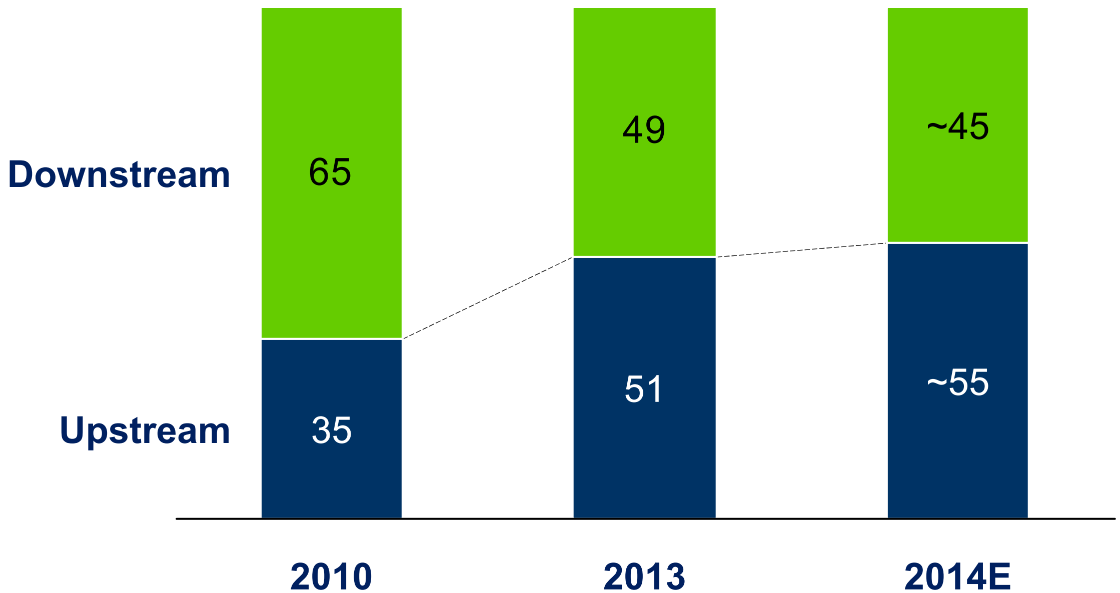
We aim to be a focused, integrated oil and gas company with improved overall profitability and strong growth in upstream



Increasing upstream asset base significantly by 2021

Transforming OMV:
We are delivering ahead of schedule

Portfolio shift to upstream
Asset base in %

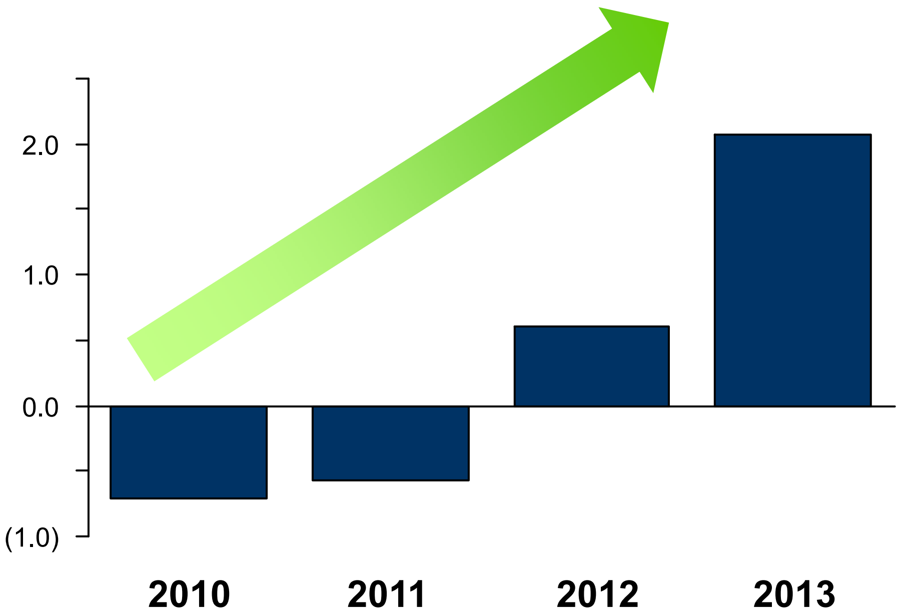


From low-return downstream (<5%) to high-return upstream business (>10%)

Downstream: Cash for upstream growth

Strong free cash flow from downstream [1]

in EUR bn

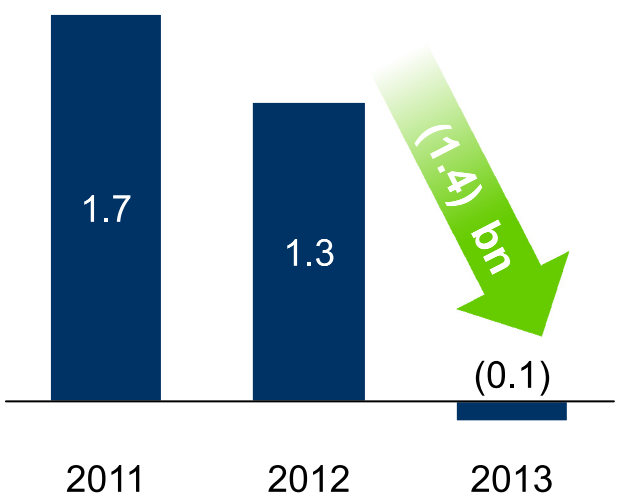


- Executed downstream **divestments**
- Significant **net working capital reduction**
- **Strong operational performance** in **oil downstream** (e.g. 92% refining utilization rate)

[1] R&M und G&P

Net working capital significantly reduced

Group net working capital
on balance sheet, in EUR bn

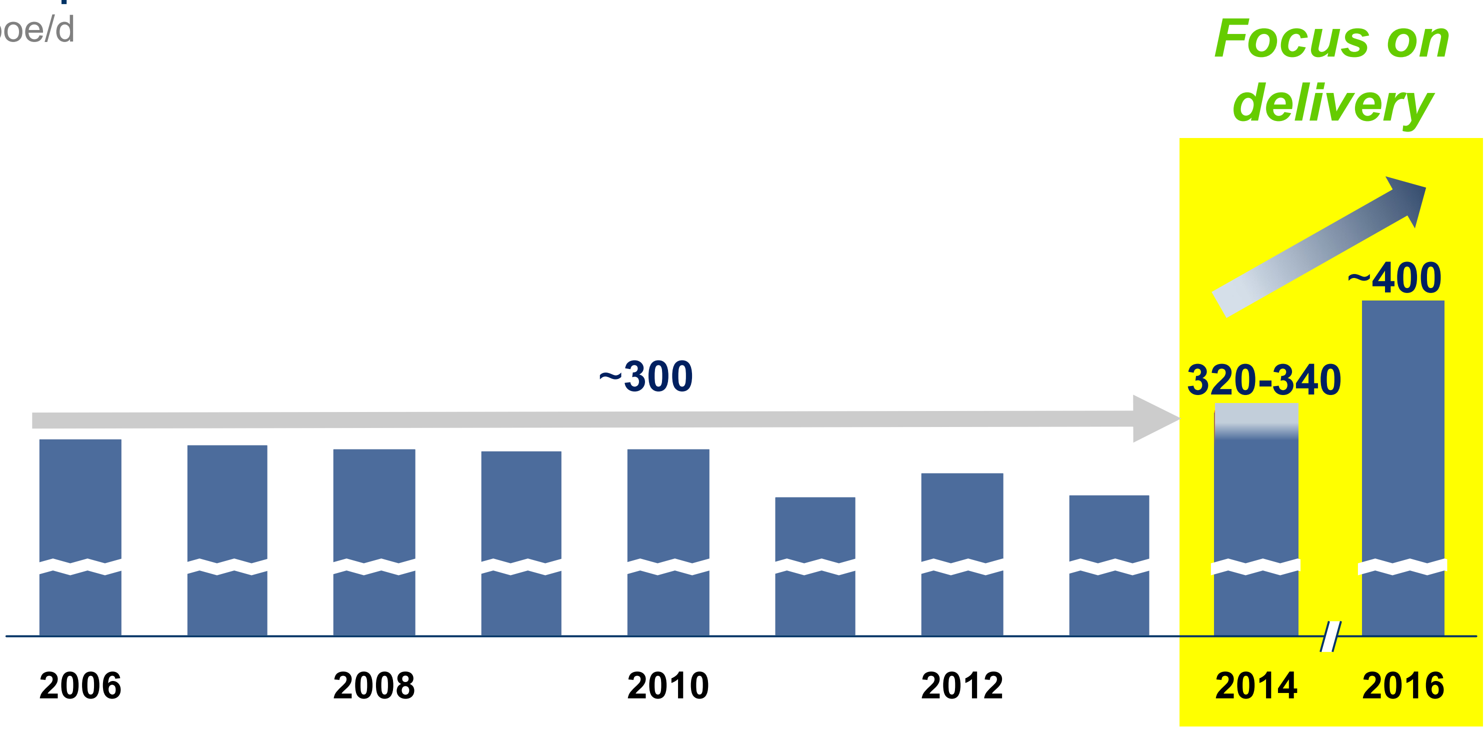


Net working capital reduction

- Improved inventory management
- Payment term management
- Supply chain financing
- Sale of Austrian national stockholding business

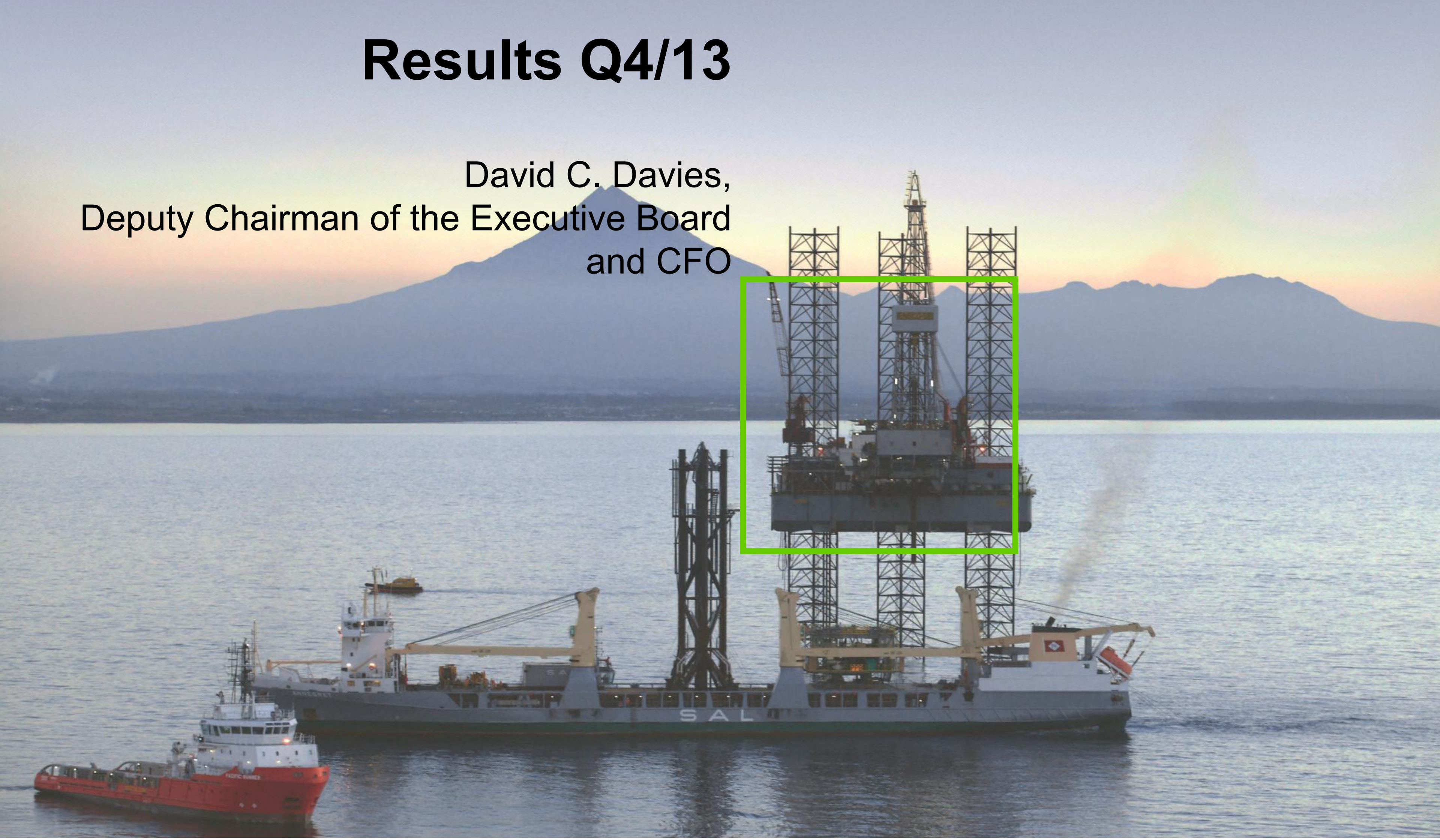
Achieving upstream growth

OMV production
kboe/d



Results Q4/13

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



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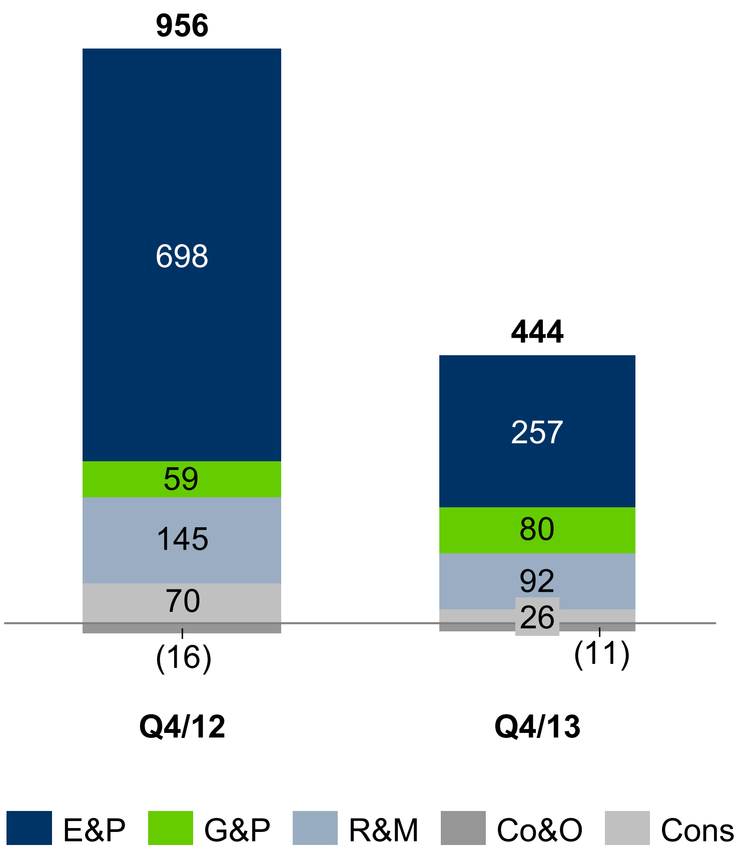
Q4/13 Highlights

Clean CCS EBIT in EUR mn

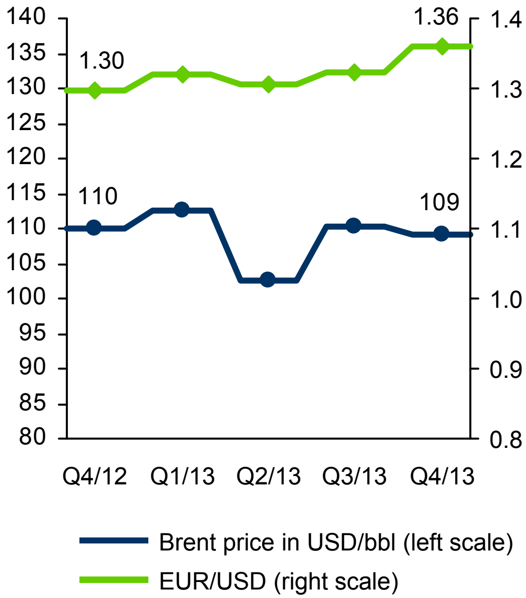


- Production at 277 kboe/d, down by 8%; E&P sales volumes down by 14%
- Average Brent price at USD 109/bbl; EUR/USD at 1.36
- Higher exploration expenses
- G&P supported by renegotiated Statoil contract and interim agreement with Gazprom
- OMV indicator refining margin at USD 1.16/bbl, down by 71%
- Asset acquisition from Statoil closed; gearing ratio at 30%
- Proposed dividend increase to EUR 1.25 [1] per share

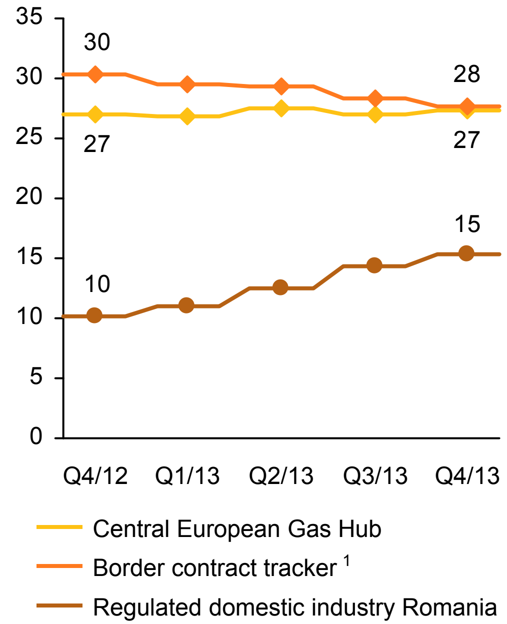
[1] As proposed by the Executive Board. Subject to approval by the Supervisory Board and the Annual General Meeting 2014

Economic environment

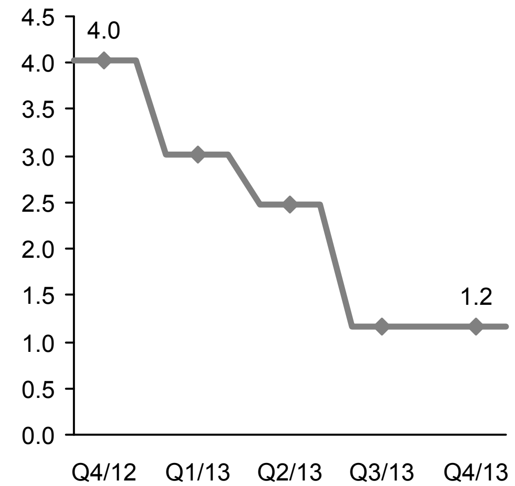
Oil price and EUR/USD



Gas prices in EUR/MWh



OMV indicator refining margin in USD/bbl



[1] IHS CERA's proxy for a mainly oil-linked contract gas price in northwestern Europe.
Note: All figures are quarterly averages.

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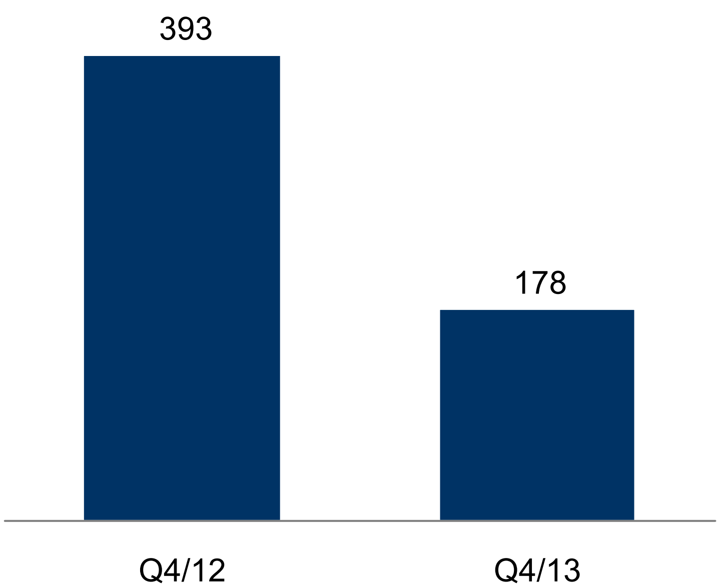
Results in Q4/13

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



in EUR mn	Q4/13	Q4/12	△
EBIT	**213**	**791**	**(73)%**
Financial result	(194)	(104)	86%
Profit from ordinary activities	**19**	**687**	**(97)%**
Taxes	41	(284)	n.m.
Effective tax rate	(218)%	41%	n.m.
Net income	59	403	(85)%
Minorities and hybrid capital owners	(137)	(86)	59%
Net income attributable to stockholders [1]	**(78)**	**317**	**n.m.**
EPS (in EUR)	(0.24)	0.97	n.m.
Clean EBIT	401	919	(56)%
Clean CCS EBIT	**444**	**956**	**(54)%**
Clean CCS net income attributable to stockholders [1]	**178**	**393**	**(55)%**
Clean CCS EPS (in EUR)	0.55	1.20	(55)%

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.

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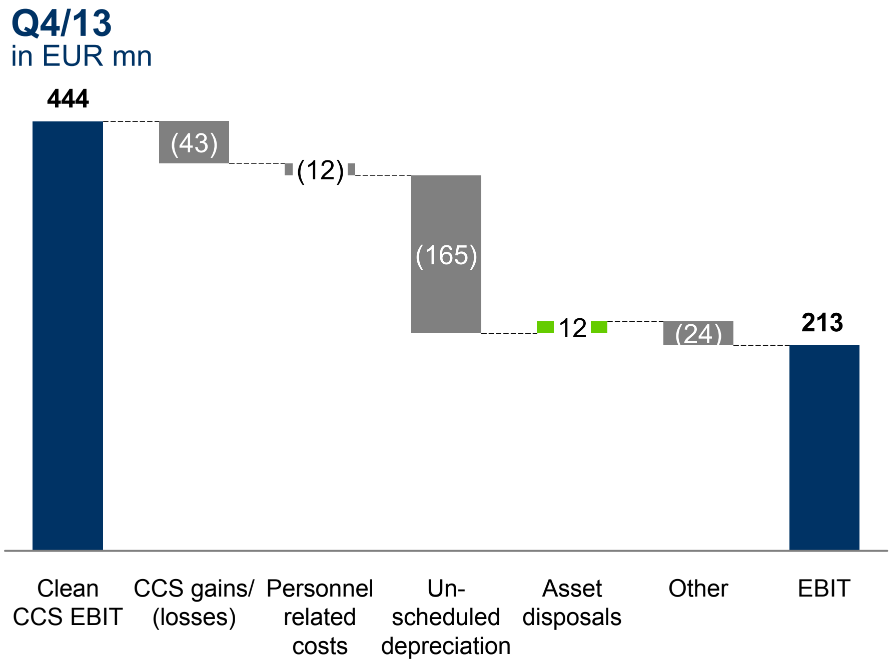
Special items and CCS effect

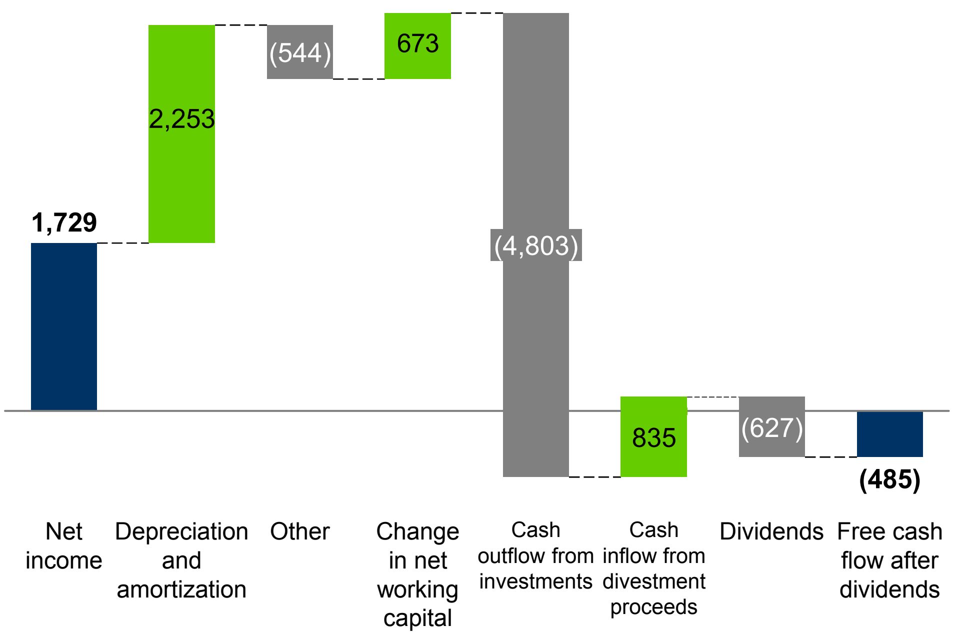


in EUR mn	Q4/13	Q4/12
Clean CCS EBIT	**444**	**956**
CCS gains/(losses)	(43)	(37)
Clean EBIT	**401**	**919**
Personnel related costs	(12)	(18)
Unscheduled depreciation	(165)	(45)
Asset disposals	12	85
Other	(24)	(150)
Total special items	**(188)**	**(128)**
EBIT	**213**	**791**
Special items financial result	(117)	(47)

- Negative CCS effect in Q4/13 due to the decrease in crude oil prices
- Special items in Q4/13 primarily due to the impairment of the Etzel gas storage in Germany
- Special charges of EUR (117) mn in the financial result relate to the write-down of financial assets being disposed as part of the ongoing divestment program

Cash flow

2013
in EUR mn



in EUR mn	2013	2012	△
Net income	1,729	1,790	(3)%
Depreciation and amortization	2,253	2,036	11%
Other	(544)	(251)	117%
Sources of funds	3,437	3,576	(4)%
Change in net working capital	673	237	184%
Cash flow from operating activities	**4,110**	**3,813**	**8%**
Cash flow used in investment activities	(3,968)	(2,279)	74%
Free cash flow	**142**	**1,533**	**(91)%**
Free cash flow after dividends	**(485)**	**907**	**n.m.**

- Strong operating result, divestment proceeds and reduced net working capital lead to strong cash generation
- Positive free cash flow before dividend despite acquisitions

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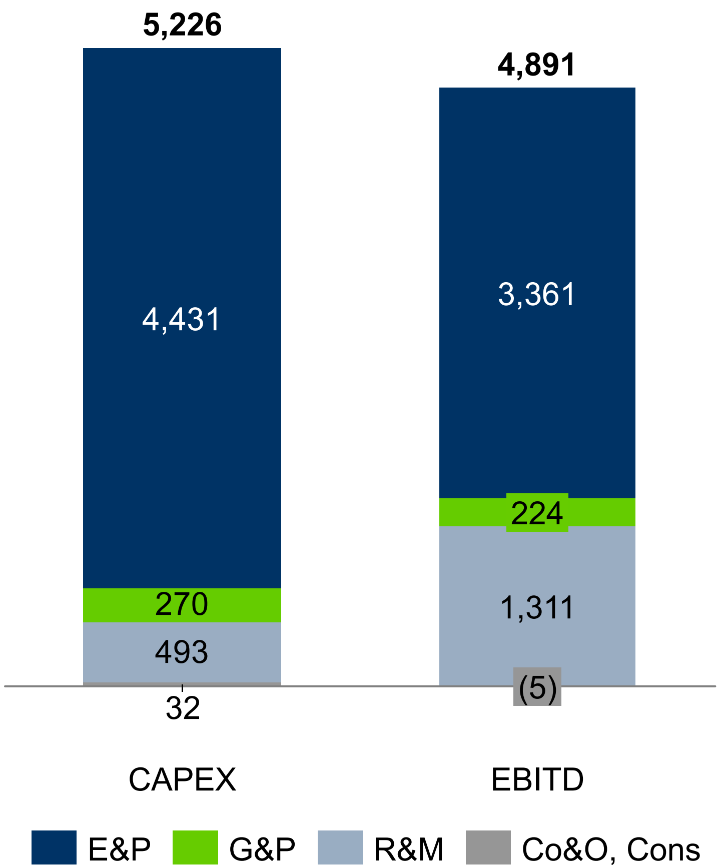
CAPEX and EBITD

2013
in EUR mn



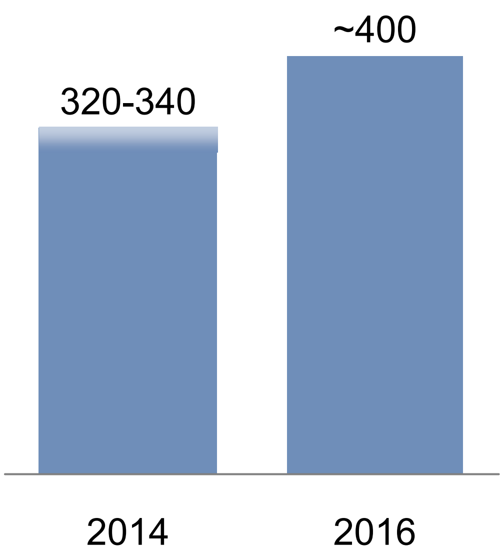
Key investments in Q4/13

- Asset acquisition from Statoil (UK and Norway)
- Petrom drilling, workovers and redevelopment projects
- Field developments in Norway (Edvard Grieg and Aasta Hansteen)
- Schiehallion redevelopment project (UK)

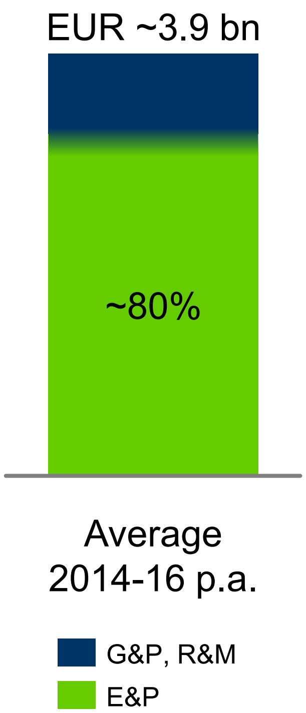
- EBITD contains EUR 440 mn one-time result impact from completed sale of R&M's Austrian stockholding business in Q1/13

Mid-term guidance

Production
kboe/d



Group CAPEX



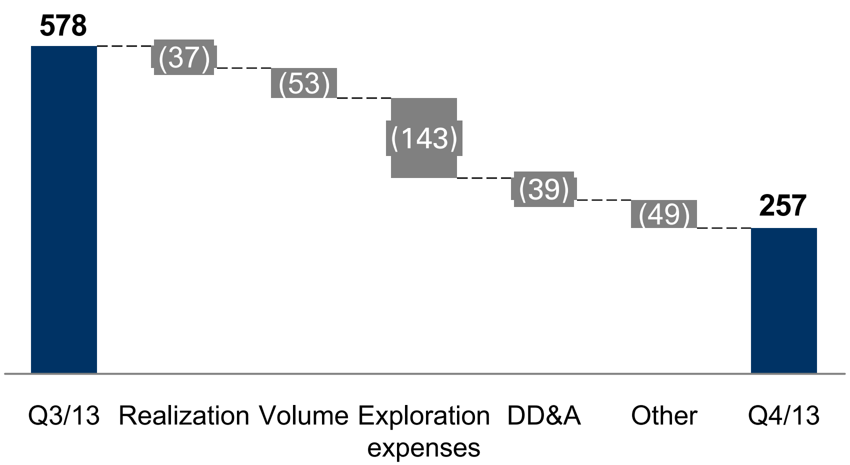
- Group operating cash flow and planned divestments expected to fund both the investment program as well as dividends
- Dividend to increase in line with net income attributable to stockholders (payout ratio 30%)
- Mid-term ROACE adversely affected by capital consumed in project developments
- Gearing ratio ≤30%
- Group tax rate ~40%

Note: Assuming market conditions similar to those currently prevailing

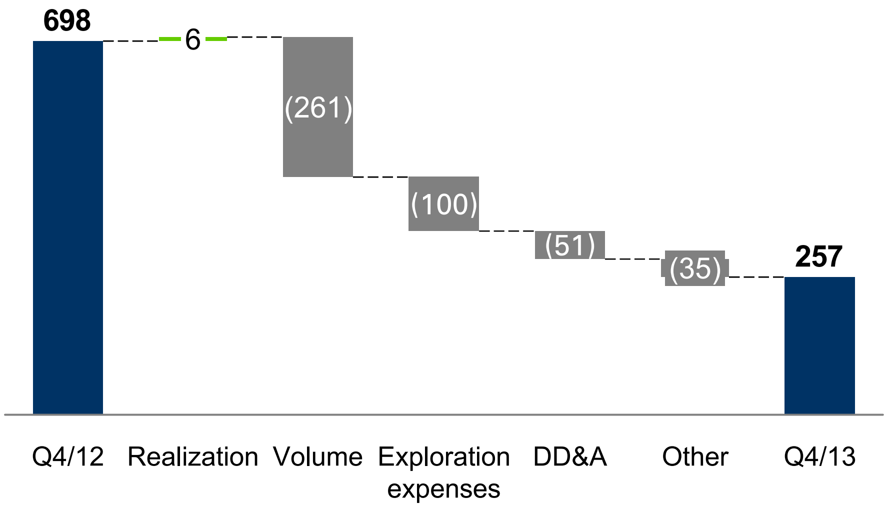
Exploration and Production Clean EBIT

in EUR mn

Q4/13 vs. Q3/13



Q4/13 vs. Q4/12



- Lower sales volumes mainly in Libya and New Zealand
- Higher exploration expenses due to seismic acquisition in Norway as well as higher write-offs mainly in the Kurdistan Region of Iraq and Norway
- Higher depreciation and production costs mainly in Norway and Romania

- Lower sales volumes mainly in Libya, New Zealand, Yemen and the UK
- Higher exploration expenses in Norway and the Kurdistan Region of Iraq
- Higher depreciation and production costs mainly in Norway and Romania

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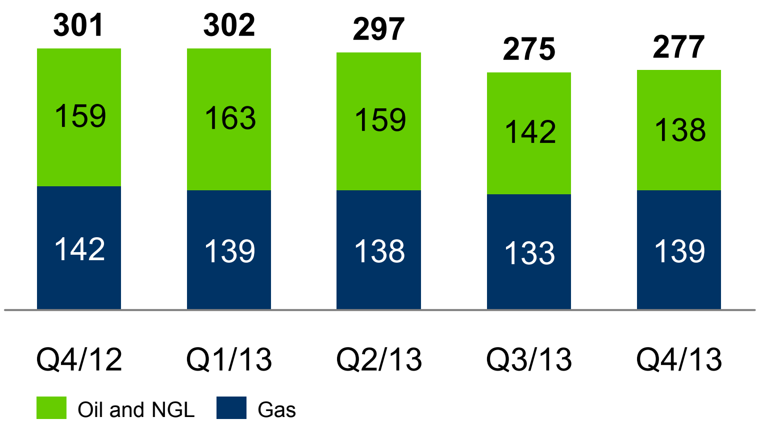
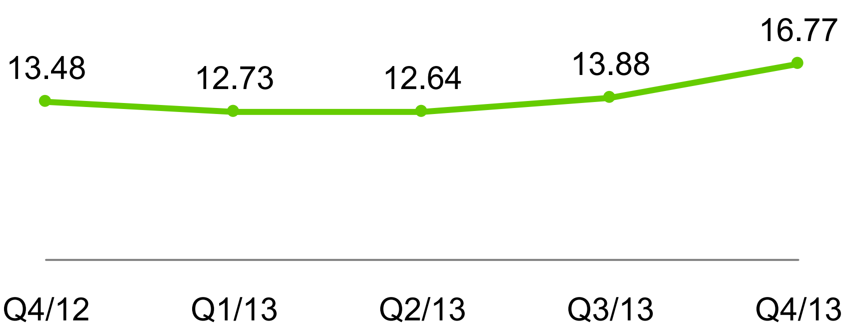
Exploration and Production
Key Performance Indicators

Hydrocarbon production (in kboe/d)



OPEX in USD/boe

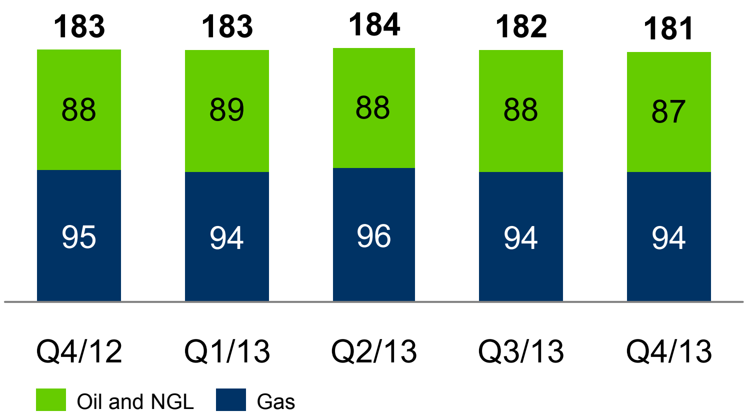


Q4/13 vs. Q3/13

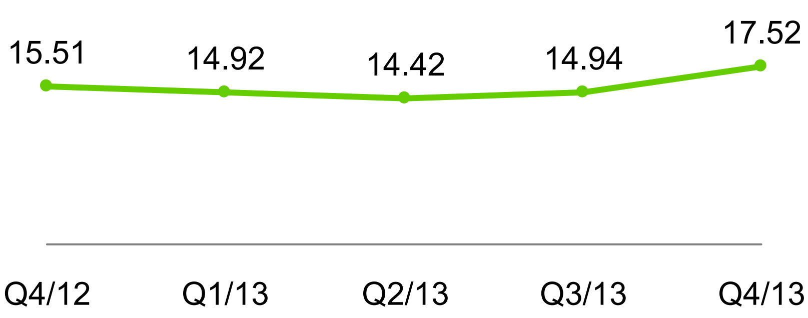
- Production increased by 1%
  - First production in Norway (Gullfaks)
  - Security issues in Libya
- OPEX in 2013 at USD 13.96/boe (2012: USD 12.79/boe)
- Increase of production costs vs. Q3/13 mainly due to
  - Higher OPEX in Petrom
  - Change in country mix (Norway/Libya)

Exploration and Production Petrom group

Hydrocarbon production (in kboe/d)



OPEX in USD/boe



Q4/13 vs. Q3/13

- Clean EBIT at EUR 286 mn down by 18%, mainly due to
  - Higher production costs and royalties
  - Lower oil sales
- Romanian production slightly down vs. Q3/13; 2013 full year production in Romania up by 1 kboe/d vs. 2012

- OPEX in 2013 at USD 15.45/boe (2012: USD 15.37/boe)
- Production costs up by 17% vs. Q3/13 due to FX effects, higher personnel costs and lower production

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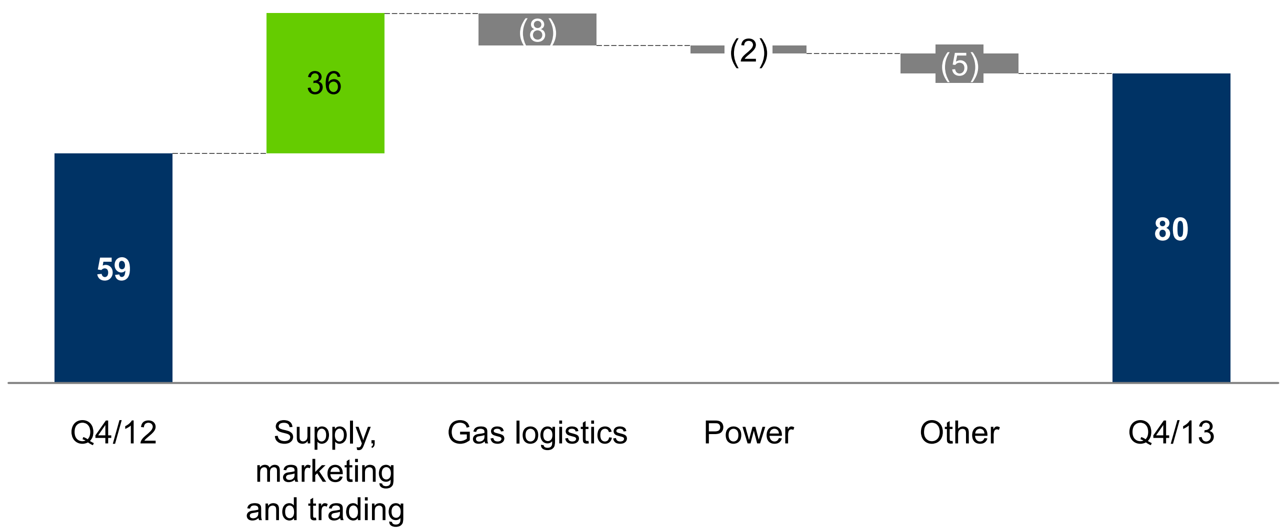
Gas and Power Clean EBIT

in EUR mn

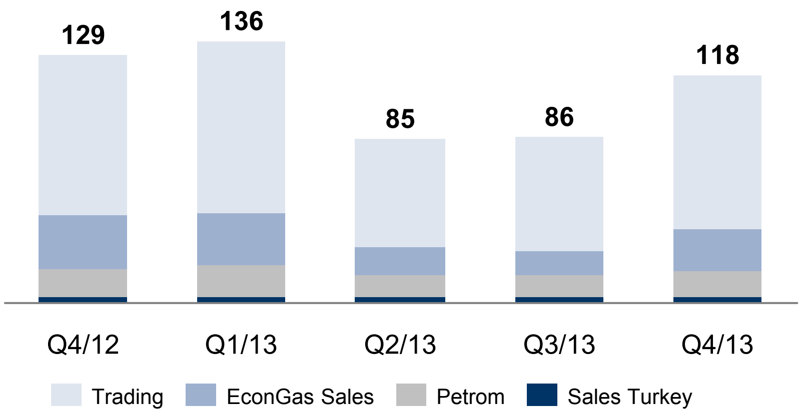
Q4/13 vs. Q4/12



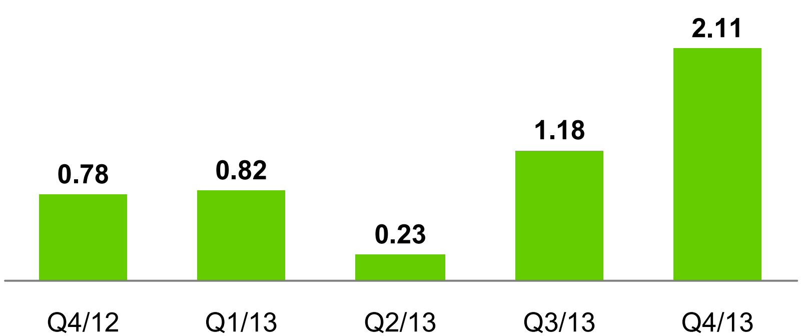
- Better EconGas result mainly due to improved gas supply
- Continuing challenges in the gas storage market and higher costs in the gas transportation business
- Operation of gas-fired power plant Samsun but difficult power markets (Romania and Turkey) situation

Gas and Power
Key Performance Indicators

Gas sales and trading volumes in TWh



Net electrical output in TWh



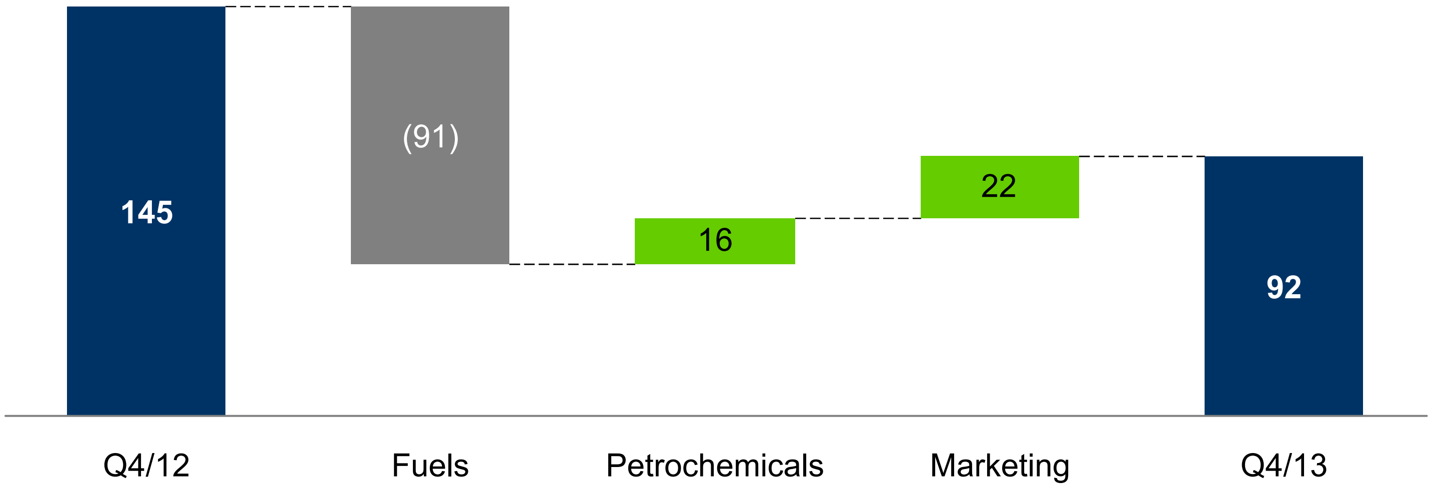
Q4/13 vs. Q4/12

- Gas sales volumes down by 17% mainly due to
  - weak industry demand
  - low power plant demand
- Gas trading volumes down by 3%
- Full quarter contribution of gas-fired power plant Samsun
- Etzel gas storage in Germany impaired
- G&P market environment is expected to remain highly challenging

Refining and Marketing
Clean CCS EBIT

in EUR mn

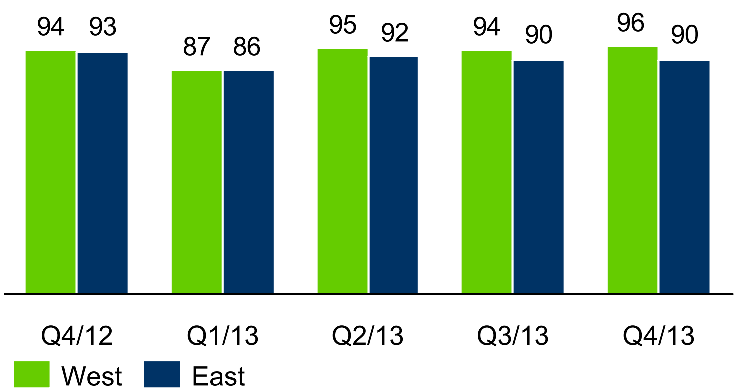
Q4/13 vs. Q4/12



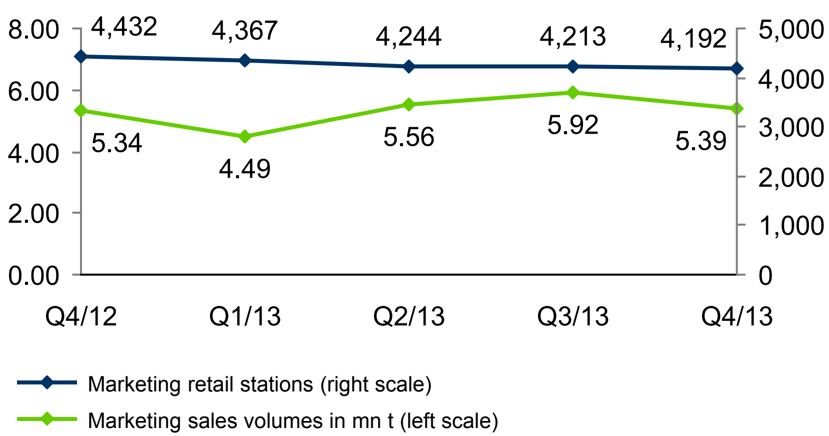
- Considerably lower OMV indicator refining margin
- Better petrochemicals margins
- Improved marketing result due to cost savings

Refining and Marketing
Key Performance Indicators

Refining utilization rate in %



Marketing

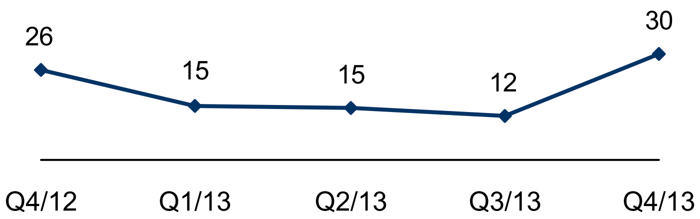


Q4/13 vs. Q4/12

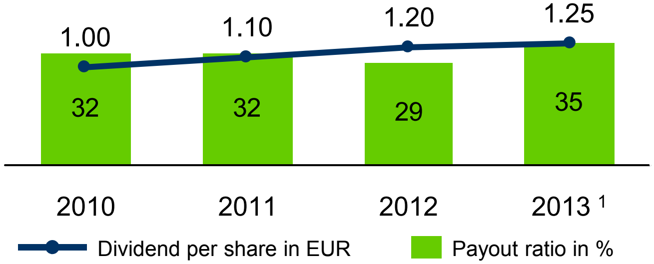
- Overall refining utilization rate remained high
- Marketing sales volumes increased slightly
- Further filling station network optimization
- Strong contribution from Borealis including Borouge

Key financial indicators

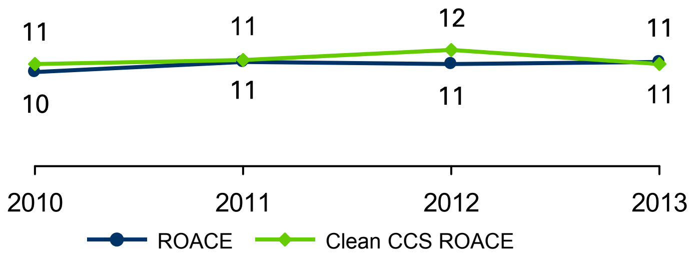
Gearing ratio in %



Payout ratio and DPS



ROACE and clean CCS ROACE in %



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 proposed by the Executive Board. Subject to approval by the Supervisory Board and the Annual General Meeting 2014

energize OMV update

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

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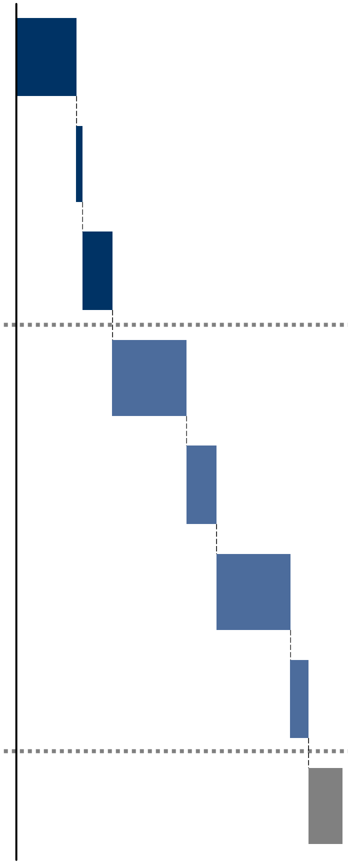
energize OMV: +2% points ROACE increase in 2014 on track

energize OMV

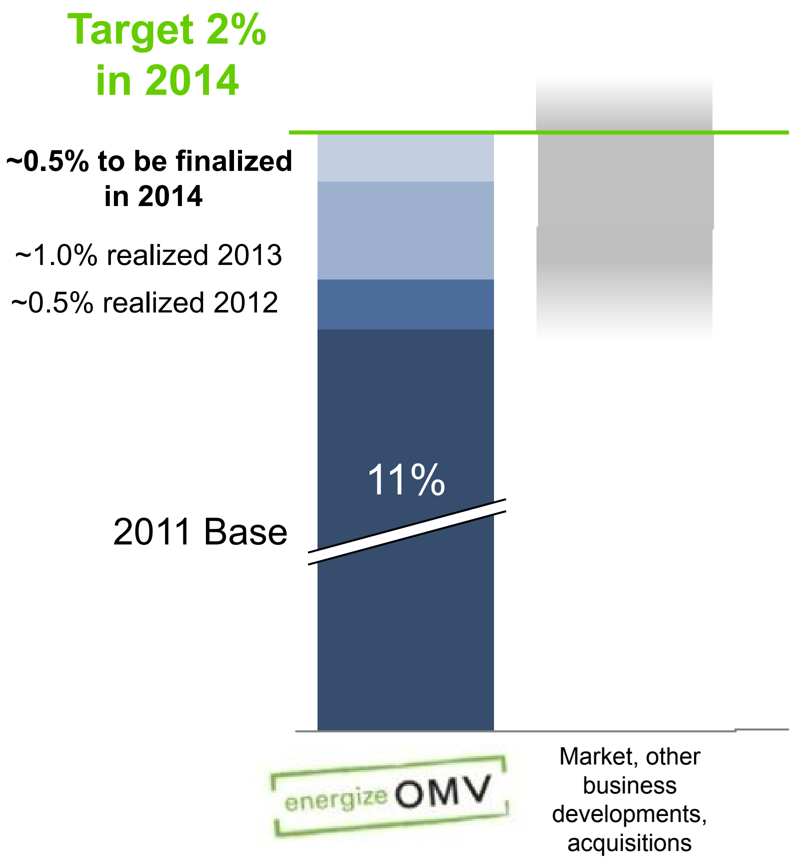
		Date of finalization	Progress since program start
Upstream	Stabilize production in Austria and Romania	2014	↗
	Accelerate production growth in Tunisia and Pakistan	2014	↘
	Ongoing development and operational excellence in rest of world	2014	→
Downstream	Reduce working capital	2012-2014	↗
	Optimize Marketing	2012-2014	→
	Improve Refining	2012-2014	→
	Optimize G&P portfolio	2013-2014	→
Group-wide initiatives	Optimize organization, improve IT services, reduce procurement spend	2013-2014	↗

ROACE impact status end of 2013



Expected ROACE impact in 2014

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



Major achievements 2013:

- Successful field redevelopment projects in Pakistan (Mehar and Latif) brought around ~4,000 boe/d by end of 2013
- Cost efficiency program successfully closed in Petrom E&P with achieved savings of EUR 40 mn
- Implemented working capital reduction of EUR ~1,400 mn (EUR 690 mn in 2012)
- Refining yield and cost performance improved by EUR 93 mn
- Optimized marketing through organization, operational improvements and pricing excellence EUR 55 mn
- Significant G&P cost reduction and structural changes (EUR 40 mn)

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Upstream – Key achievements 2013

Stabilize production in Romania and Austria

- **Facilities debottlenecked**
  ~2,000 boe/d freed up by installing one additional separator in Austria
- **Successful commingling production**
  Additional ~1,550 boe/d achieved by 2013 in Austria and Romania
- **Energize Domestic Assets**
  Additional ~1,400 boe/d achieved in 2013 by implementing production enhancement technologies in Romania

Accelerate production growth in Tunisia and Pakistan

- **Accelerate South Tunisia Oil Development**
  - Cherouq gas valorization: 1st gas into system end of Q1/14
  - Results below expectation due to poor reservoir performance
- **Mehar (Pakistan)**
  Came on stream in Q4/13 with additional production of ~2,200 boe/d
- **Latif (Pakistan)**
  Field redevelopment accelerated and delivered first gas in Q3/13, producing ~1,900 boe/d

Ongoing development and operational excellence in rest of world

- **Growing contribution of cost optimization**
  - Petrom cost efficiency program closed with achieved savings of (EUR 40mn)
  - OPEX savings achieved in Kazakhstan in 2013 (EUR 15 mn)
- **Maari growth project (New Zealand)**
  - Maari recovery factor increased from 10% to 17%
  - Start of drilling campaign by end of Q1/14

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Downstream – Key achievements 2013

energize OMV

Reduce working capital

- **National stockholding business in Austria**: EUR ~190 mn sustainably reduced
- **Factoring**: Stabilizing portfolio at higher level of EUR ~240 mn
- **Securitization**: Financing increased to EUR ~310 mn
- **Operational working capital measures** continued (e.g. deferred payment terms, optimizing crude cargoes) EUR ~500 mn

Optimize marketing

Benefits of EUR 55 mn

- **Turnaround sites**: 100% of measures for 2013 implemented
- **Pricing retail**: Rollout finished in all scope countries
- **Energy costs**: LED rollout finished in all scope countries
- **Commercial**: Margin management improved by EUR ~7 mn

Improve refining

Benefits of EUR 93 mn

- **Petrobrazi** yield improvements, increased cost and energy efficiency of EUR 16 mn
- **Integration and flexibility** as well as **cost efficiency** measures contribute EUR 72 mn
- **High return CAPEX projects in refining** contributing EUR 5 mn

Optimize G&P portfolio

- **Cost reduction** for 2013: EUR 40 mn
- Implementation of a **new organizational structure** finalized
- Concrete measures for **restructuring of the G&P portfolio** were undertaken

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Exploration and Production

Jaap Huijskes,
Executive Board member responsible for E&P

OMV Aktiengesellschaft

Moving more. Moving the future. OMV

We deliver

- Strong project pipeline
- World class exploration
- Clear growth path to 2016 and beyond
- Creating a sustainable business

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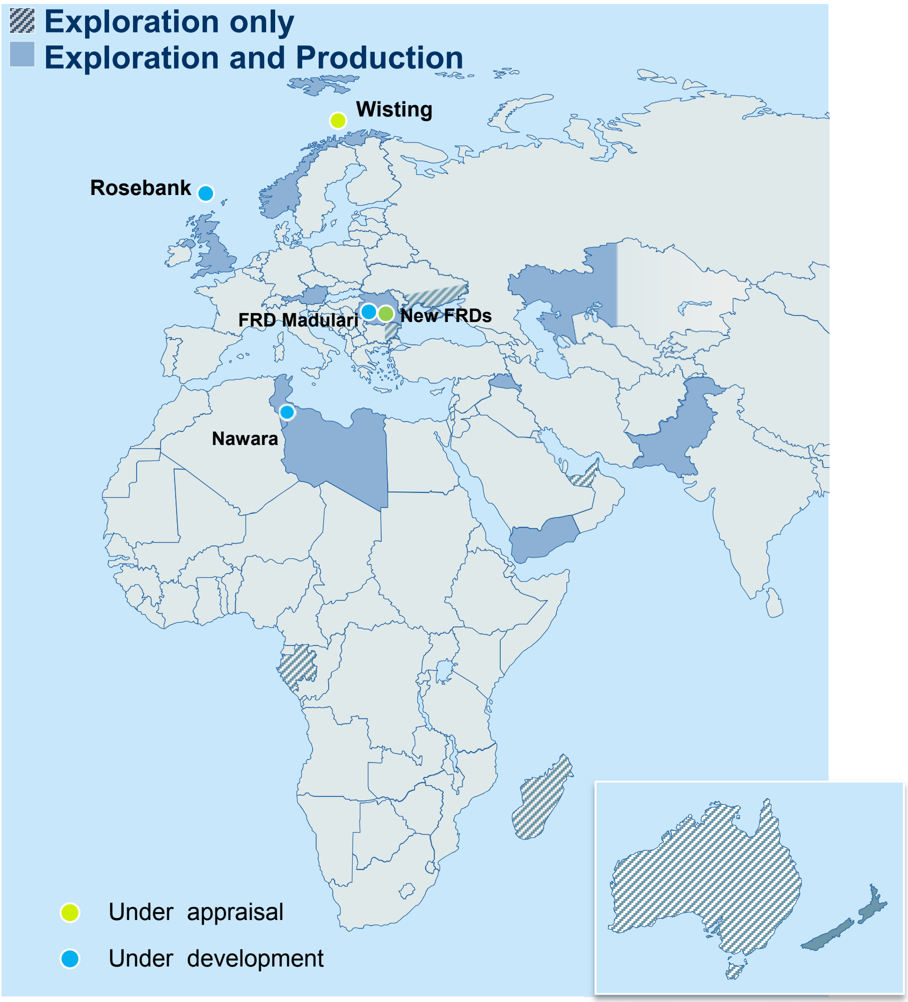
E&P project update Q4/13



- **Continuous strong project pipeline (>1bn boe)**
- **~550 mn boe under appraisal**
  - Wisting oil discovery
  - FRDs Romania (Bacea, Barbuncesti, Calinesti, Preajba-Cartojani)
- **~550 mn boe under development**
  - New FRD Romania: Madulari
  - Mehar, Latif started to produce
  - South Tunisian Oil Development not further pursued, currently producing from one field only
- **Updated FID's schedule:**
  - Rosebank 2015 [1]
  - Nawara H1/14

[1] OMV view only

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Major projects under development

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

Project	Country	Type primary	Production start year	2P reserves mn boe	Peak production kboe/d	Project investments EUR mn	Working interest %	Operated
FRD Romania		Oil/Gas	2013-2015	~100	~17	~500-550	100.0 [1]	OP
FRD Austria		Oil/Gas	2013-2015	~15	~9	~260	100.0	OP
Maari Growth		Oil	2014	~10	~7	~150	69.0	OP
Habban		Oil	2014	~28 [3]	~10	~820 [2]	44.0	OP
Gudrun		Oil	2014	-	~15	n/a	24.0	NO
Nawara		Gas	2016	40-50	~10	~ 500	50.0	OP
Schiehallion		Oil	2016	~42	~12	~740	~11.8	NO
Edvard Grieg		Oil	2016	~38	~19	~640	20.0	NO
Aasta Hansteen [3]		Gas	2017	~43	~18	~810	15.0	NO
Zidane		Gas	2018	~20	~7	t.b.d.	20.0	NO
Rosebank [4]		Oil	end of decade	~125-150	~50	under review	50.0	NO

All figures net to OMV [1] Via Petrom. [2] Including Phase 1 and 2 of the project.
[3] incl. Polarled [4] Divestment of ~10-20% stake planned.

Major projects under appraisal

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

Project	Country	Type primary	Production start year	Cumulative production mn boe	Working interest %	Operated
FRD Romania		Oil/Gas	2014-2017	200-250	100.0 [1]	OP
FRD Austria		Oil/Gas	2015	~5	100.0	OP
WoS [2] / CNS [3]		Oil/Gas	end of decade	~40-60	9.7-35.0	OP
Shuwaihat [4]		Gas/NGL	end of decade	t.b.d.	50.0 [5]	OP / NO
Domino		Gas	end of decade	0.75-1.5 tcf	50.0 [1]	NO
Zola		Gas	end of decade	t.b.d.	20.0	NO
Wisting		Oil	end of decade	t.b.d.	25.0	OP
Bina Bawi		Gas	t.b.d.	t.b.d.	36.0	OP

All figures net to OMV.

[1] Via Petrom. [2] West of Shetland (Cambo, Tornado). [3] Central North Sea (Jackdaw). [4] Technical Evaluation Agreement. [5] 50% of expected gross volumes in appraisal phase to OMV.

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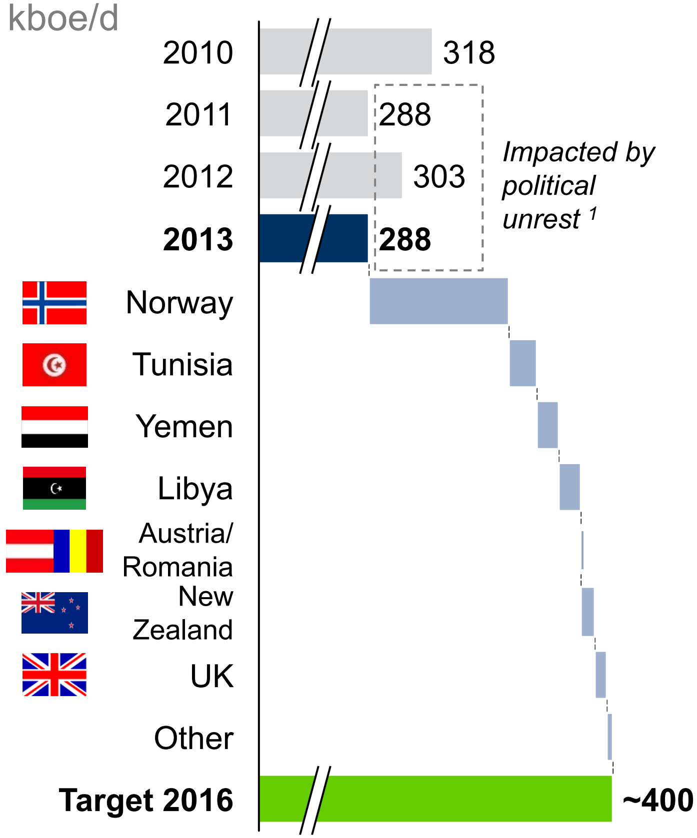
Our path to 400 kboe/d

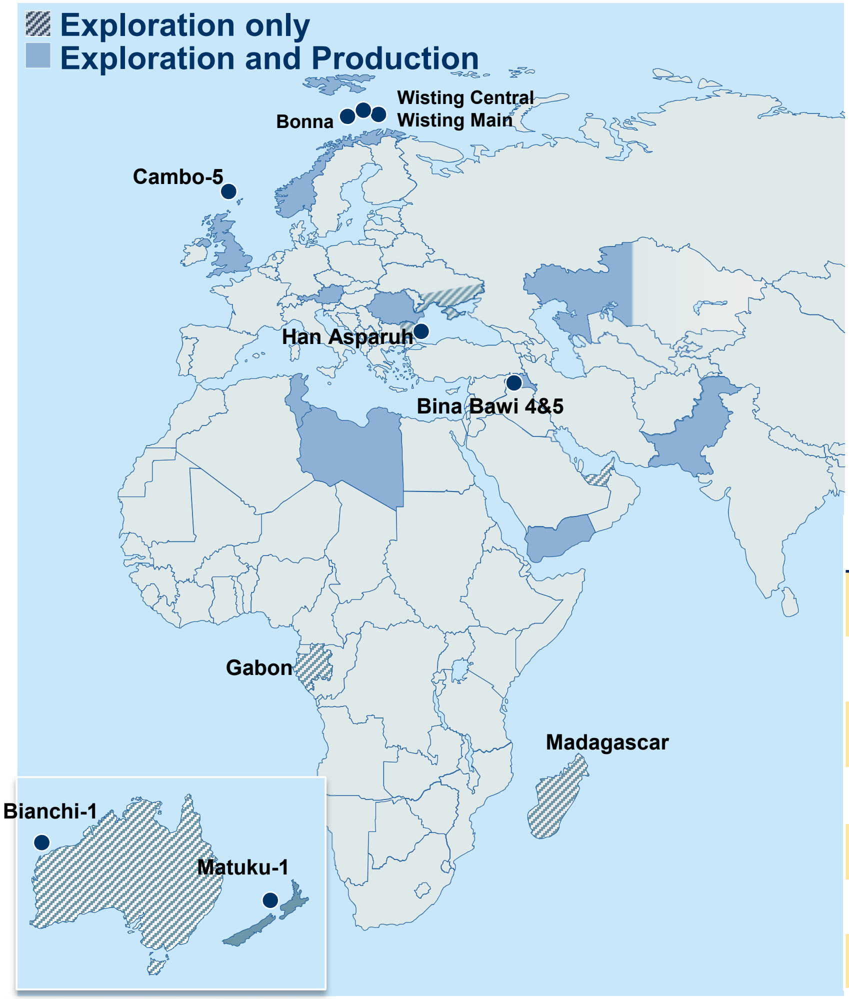
Production
kboe/d



Project	Country	Type [2]	FID	Production start
FRDs Romania	Romania	Oil/Gas	✓	2013-2015
FRDs Austria	Austria	Oil/Gas	✓	2013-2015
Gudrun	Norway	Oil	✓	2014
Maari Growth	New Zealand	Oil	✓	2014
Habban	Yemen	Oil	✓	2014
Edvard Grieg	Norway	Oil	✓	2016
Schiehallion	UK	Oil	✓	2016
Nawara	Tunisia	Gas	2014	2016

[1] Mainly in Tunisia, Libya, Yemen [2] Primary hydrocarbons

Exploration update Q4/13



Around the world:

Seismic:

- **Bulgaria:** ~7,700 km² 3D seismic (finished in January 2014)

Newly secured acreage:

- Gabon country entry (OMV share 10-30%)
  - Mbeli – 10% – 1 well, 3D seismic
  - Ntsina – 10% – 1 high impact well, 3D seismic
  - Gnondo – 30% – 1 high impact well, 3D seismic
  - Manga – 30 % – 3D seismic

High impact drilling results 2013

Well	Country	Basin/Block	Type [1]	Spud date	Results	WI
Cambo-5		West of Shetland	A	Q2/13	dry	15%
Bianchi-1		Carnarvon Basin	A	Q2/13	gas	20%
Bina Bawi 4&5		Zagros Field Belt	A	Q2/13	sour gas	36%
Bønna		Barents Sea	E	Q3/13	dry	20%
Wisting Central		Barents Sea	E	Q3/13	oil	25%
Wisting Main		Barents Sea	E	Q3/13	dry	25%
Matuku-1		Taranaki Basin	E	Q4/13	dry	65%

[1] Exploration/Appraisal

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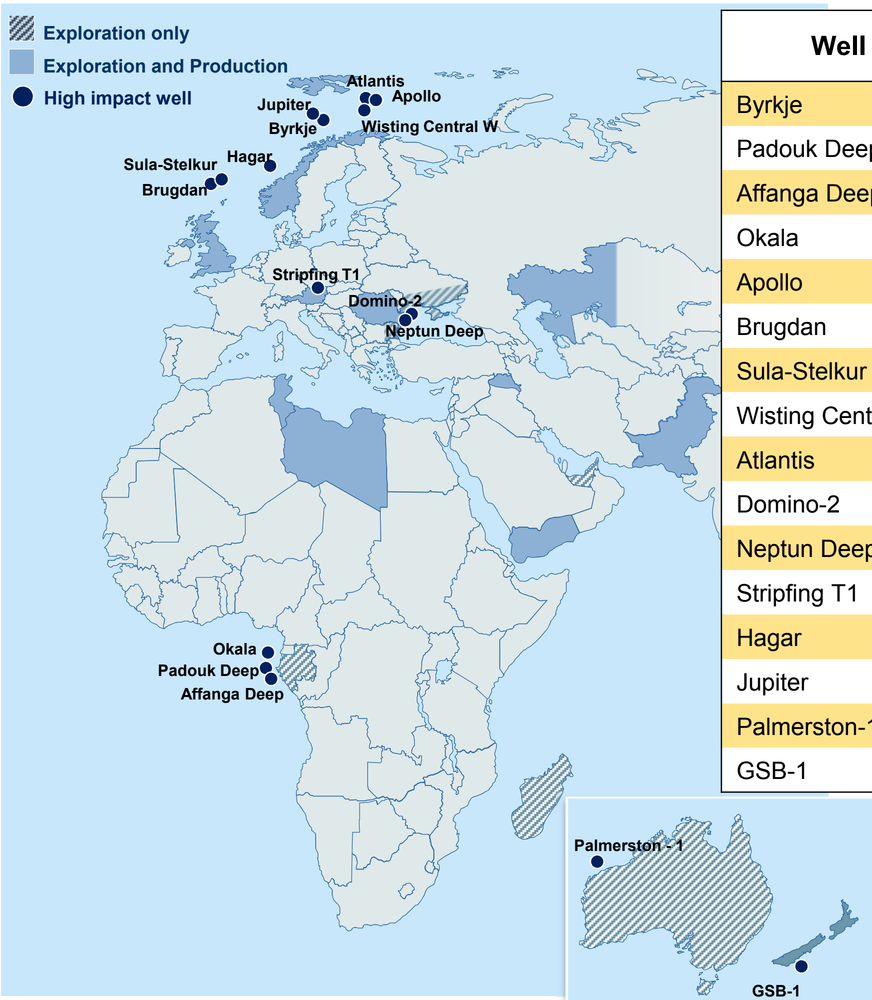
Drilling up to 17 high impact wells [1] (2014/15)



Well	Country	Basin/Block	Type [2]	Spud date [3]	Working interest	Operated
Byrkje		Barents Sea	E	H1/14	20%	NO
Padouk Deep		Gabon offshore	E	H1/14	10%	NO
Affanga Deep		Gabon offshore	E	H1/14	30%	NO
Okala		Gabon offshore	E	H1/14	10%	NO
Apollo		Barents Sea	E	H2/14	20%	NO
Brugdan		West of Shetland	E	H1/14	15%	NO
Sula-Stelkur		West of Shetland	E	H2/14	30%	NO
Wisting Central W		Barents Sea	A	H1/14	25%	OP
Atlantis		Barents Sea	E	H2/14	20%	NO
Domino-2		Black Sea	E	mid-2014	50% [4]	NO
Neptun Deep		Black Sea	E	2014-2015	50% [4]	NO
Stripfing T1		Vienna Basin	E	2014-2015	100%	OP
Hagar		Norwegian Sea	E	2015	20%	NO
Jupiter		Barents Sea	E	2015	60%	OP
Palmerston-1		Carnarvon Basin	E	2015	~33%	NO
GSB-1		Great South Basin	E	2015	18%	NO

[1] > 25 mn boe net to OMV [2] Exploration/Appraisal [3] Subject to updates based on operational requirements [4] Via Petrom

2014 production guidance confirmed

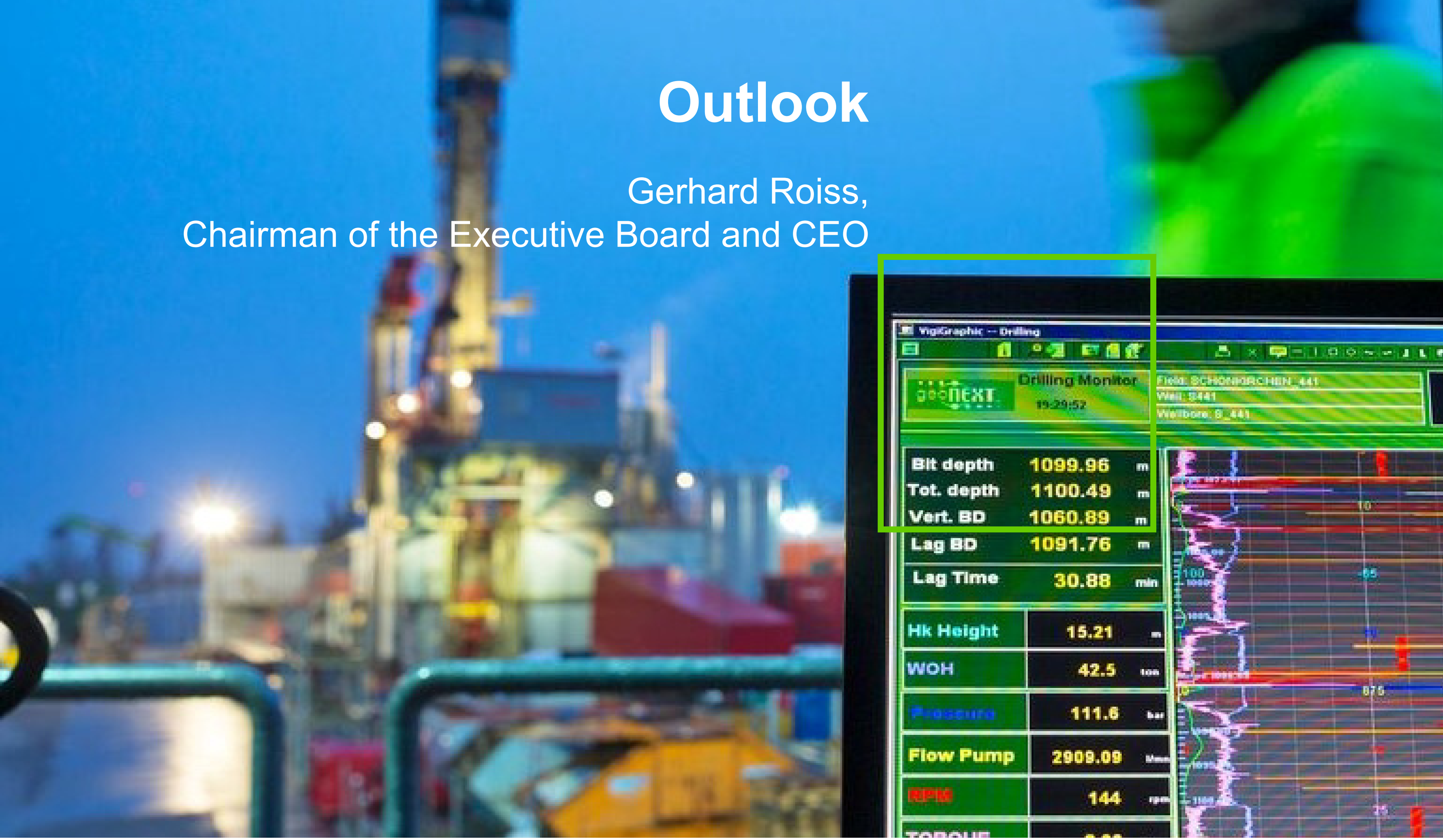
- **2014 production guidance 320-340 kboe/d**

- **Pakistan:** Additional production from Mehar and Latif
- **New Zealand**: Resumed production following the successful repair of Raroa
- **Norway**: Gullfaks production as per plan; Gudrun to start production in Q1/14 [1]
- **Libya** back on stream with 70-80% of production
- **Yemen** producing at normal levels as in 2013
- **Romania** production affected by weather conditions, but recovered

[1] Statoil official date

Outlook

Gerhard Roiss,
Chairman of the Executive Board and CEO



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Moving more. Moving the future. OMV

Outlook 2014

Oil price	above **USD 100/bbl**
G&P markets	remain **highly challenging**
Refining margins	remain **under pressure**
Marketing volumes	remain **under pressure**
Production	in the range of **320-340 kboe/d**
CAPEX	**EUR ~3.9 bn (~80% E&P)**
E&A [1] expenditure	up to EUR **~700 mn p.a.**

[1] Exploration and Appraisal

Transforming OMV: Profitable growth

Value generation – ROACE target

1st wave	2nd wave
Portfolio shift from down to upstream	Execute projects and increase value of up- and downstream portfolio

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