

# Results for Q3/07

Record net income with  
growth in all businesses

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# Key themes in Q3/07

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- ▶ **Clean EBIT at EUR 625 mn, up 15% on Q3/06**
  - ▶ Strong earnings growth across all businesses
  - ▶ Petrom contributed EUR 180 mn, a similar level to Q3/06
- ▶ **Record clean quarterly net income after minorities at EUR 489 mn, up 22%, record EPS of EUR 1.73**
  - ▶ Strong at-equity income from Borealis and Petrol Ofisi
  - ▶ Effective tax rate of 16%
- ▶ **Significant events**
  - ▶ OMV published a declaration of intent to combine OMV and MOL: OMV would be prepared to pay HUF 32,000 per MOL share after the removal of certain crucial impediments
  - ▶ Incorporation of shares of AMI Agrolinz Melamine into Borealis
  - ▶ New exploration licenses in New Zealand and Australia; successful oil production testing offshore UK; exploration successes in Romania

# Solid financial performance in Q3/07

Q2/07	Q3/07	Q3/06	$\Delta$ Q3/06	in EUR mn	9m/07	9m/06	$\Delta$ 9m/06
562	619	505	23%	<b>EBIT</b>	1,693	1,667	2%
66	106	39	172%	Financial result	205	46	346%
(147)	(117)	(119)	(2)%	Taxes	(409)	(398)	3%
23%	16%	22%	(27)%	Effective tax rate	22%	23%	(4)%
–	–	8	n.a.	Discontinued operations	–	22	n.a.
481	608	433	40%	Net income (NIAT)	1,489	1,337	11%
(70)	(90)	(64)	41%	Minorities	(229)	(249)	(8)%
411	517	369	40%	<b>NIAT after minorities</b>	1,261	1,088	16%
1.38	1.73	1.24	40%	<b>EPS (EUR)</b>	4.22	3.65	16%
584	625	542	15%	Clean EBIT	1,689	1,696	0%
435	489	401	22%	Clean NIAT after minorities <sup>1</sup>	1,241	1,111	12%
1.46	1.64	1.35	22%	Clean EPS <sup>1</sup> (EUR)	4.16	3.72	12%

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

<sup>1</sup> Figures exclude results from discontinued operations

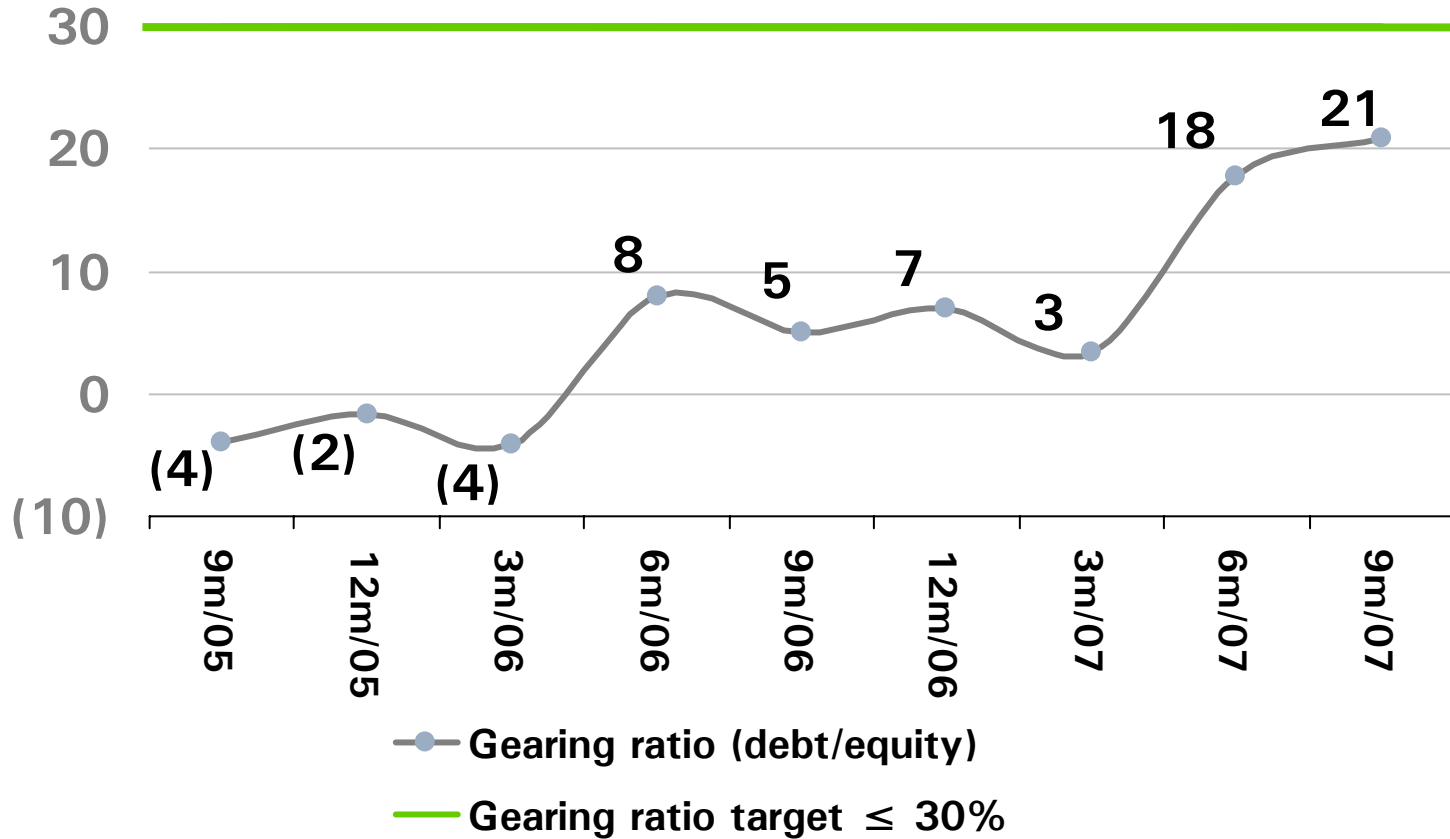


# Cash flow statement

Q2/07	Q3/07	Q3/06	Δ Q3/06	in EUR mn	9m/07	9m/06
481	608	433	40%	Net income	1,489	1,337
210	256	196	30%	Depreciation	672	581
(65)	(162)	(10)	n.m.	Other	(206)	(174)
626	701	619	13%	Sources of funds	1,954	1,744
(171)	(259)	43	n.m.	Change in net working capital	(386)	(12)
<b>455</b>	<b>443</b>	<b>662</b>	<b>(33)%</b>	<b>Cash flow from operating activities</b>	<b>1,569</b>	<b>1,732</b>
(1,533)	(812)	(271)	200%	Cash flow used in investment activities	(2,789)	(1,785)
<b>(1,077)</b>	<b>(369)</b>	<b>391</b>	n.m.	<b>Free cash flow</b>	<b>(1,221)</b>	<b>(53)</b>
<b>(1,539)</b>	<b>(387)</b>	<b>289</b>	n.m.	<b>Free cash flow after dividends</b>	<b>(1,706)</b>	<b>(430)</b>

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# Gearing ratio below long term target despite investments



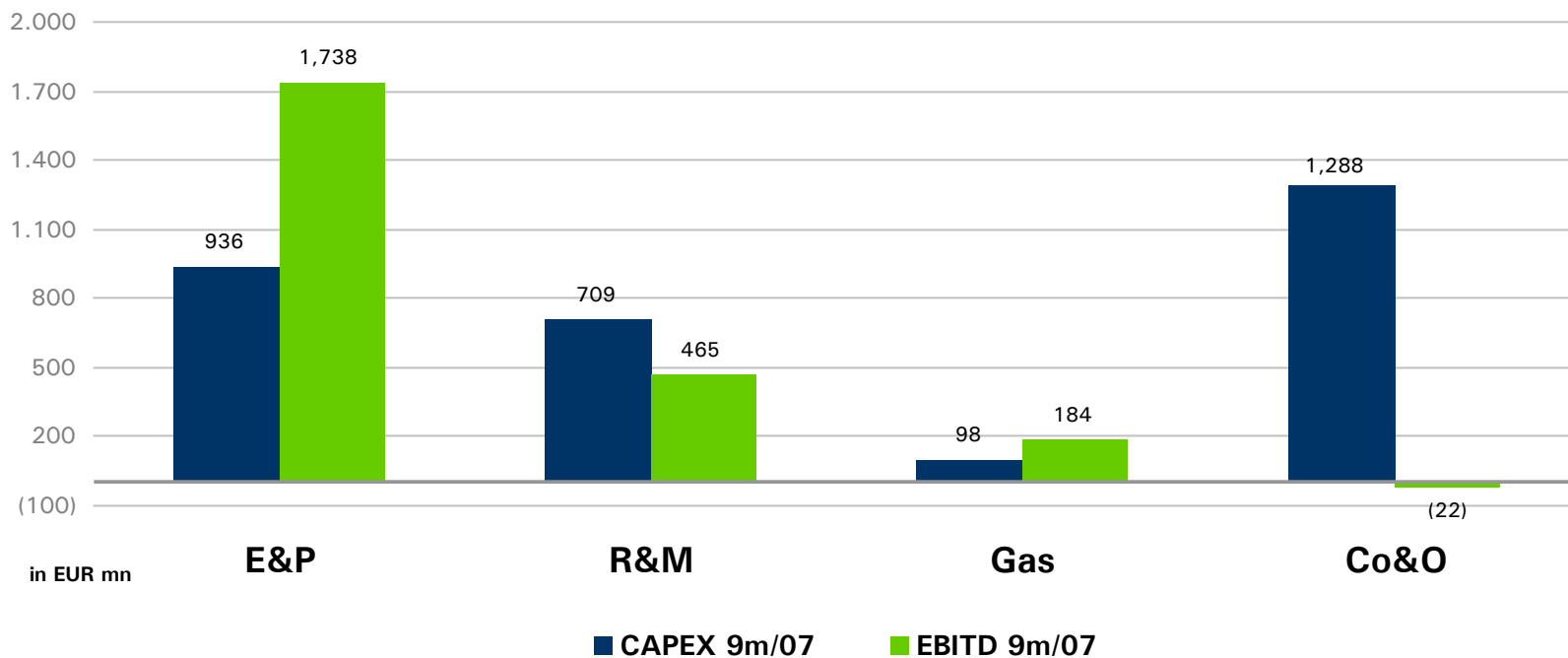
# CAPEX and EBITD

## CAPEX

9m/07: EUR 3,031 mn

## EBITD

9m/07: EUR 2,364 mn



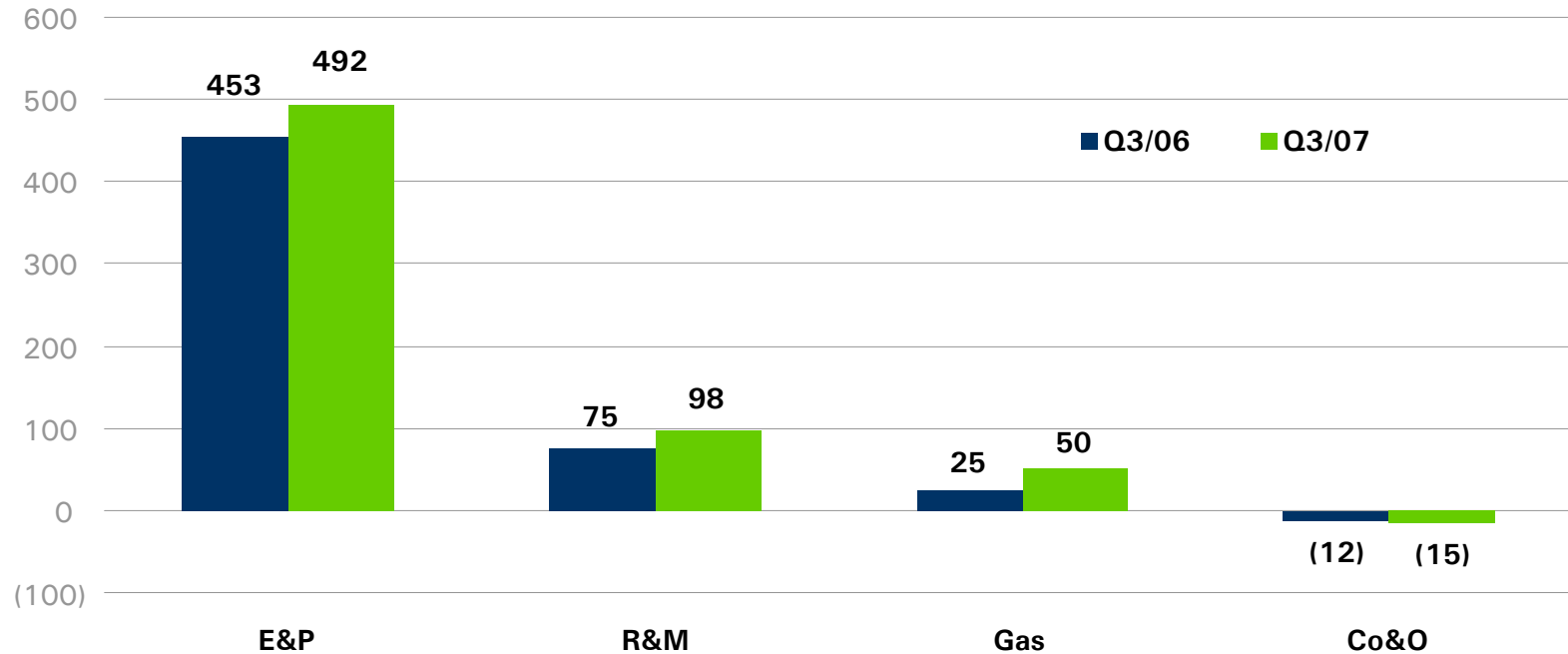
# Special items

Q2/07	Q3/07	Q3/06	in EUR mn	9m/07	9m/06
562	619	505	<b>Reported EBIT</b>	1,693	1,667
7	14	10	Personnel restructuring costs	21	14
7	27	25	Unscheduled depreciation	21	57
–	(3)	–	Asset disposals	(22)	(60)
7	(31)	3	Other	(24)	17
22	6	37	<b>Total special items</b>	(4)	29
584	625	542	<b>Clean EBIT</b>	1,689	1,696

- ▶ Sale of Borealis' Norwegian activities recognized as special income in the financial result

# Clean EBIT Q3/07: Strong earnings growth across all business segments

OMV Group clean EBIT Q3/07: EUR 625 mn (Q3/06: EUR 542 mn)



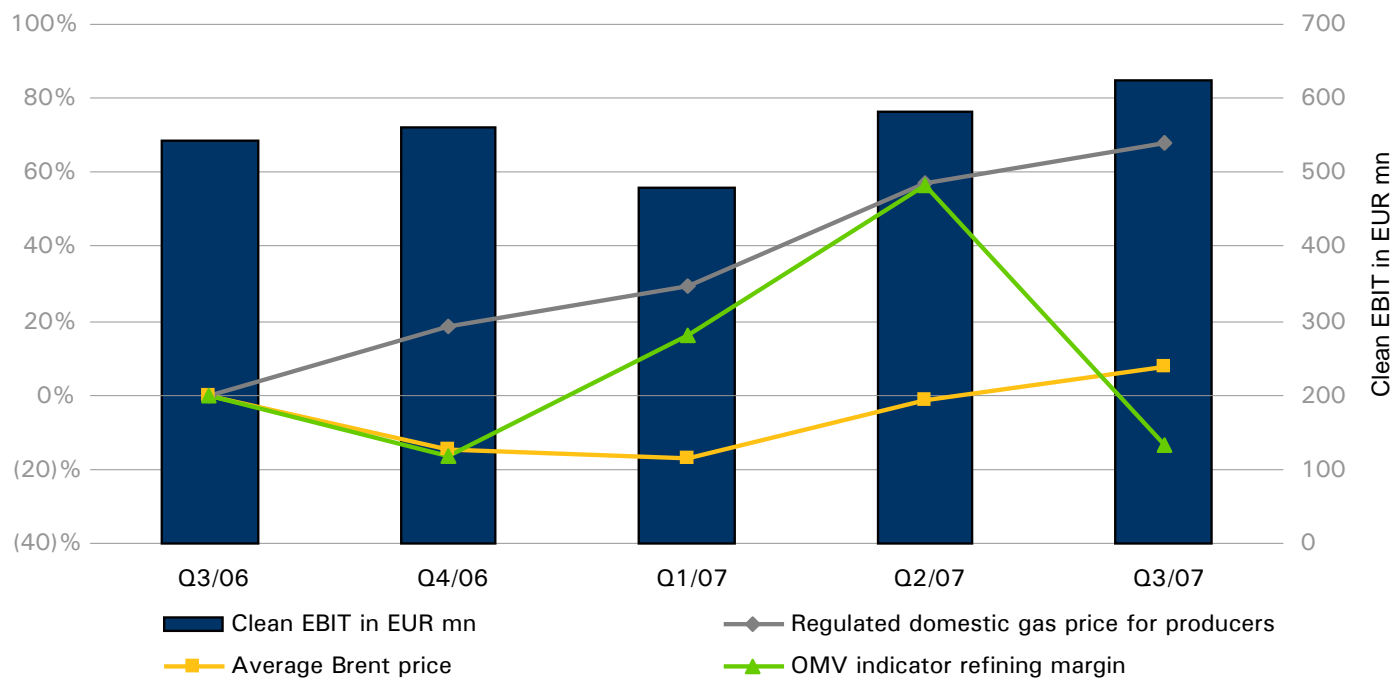
thereof Petrom clean EBIT

E&P		R&M		Gas	
Q3/06	Q3/07	Q3/06	Q3/07	Q3/06	Q3/07
226	194	(45)	(22)	7	8



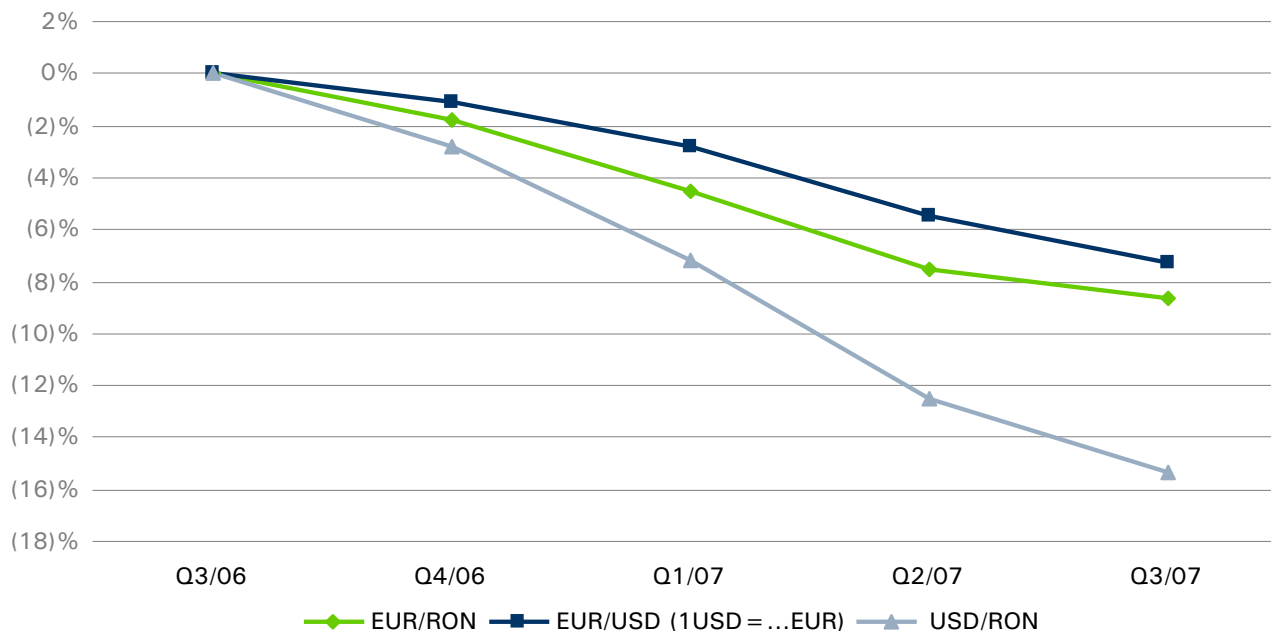


# Economic environment



Q2/07	Q3/07	Q3/06	ΔQ3/06		9m/07	9m/06
68.75	74.75	69.60	7%	Average Brent price in USD/bbl	67.22	66.96
7.06	3.91	4.52	(13)%	OMV indicator refining margin in USD/bbl	5.41	4.72
187.07	199.78	118.99	68%	Regulated domestic gas price for producers in USD/1,000 cbm in Romania	179.59	115.51
584	625	542	15%	Clean EBIT in EUR mn	1,689	1,696

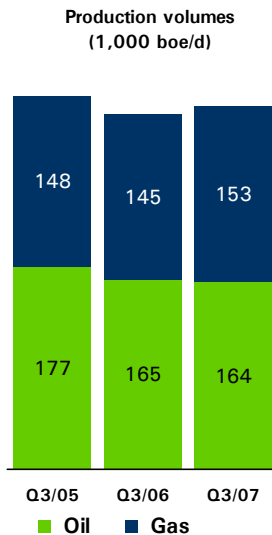
# Foreign exchange rates remain a challenge



	Q3/07	Q3/06	△
Average EUR/USD FX rate	1.374	1.274	8%
Average EUR/RON FX rate	3.236	3.542	(9)%
Average USD/RON FX rate	2.353	2.779	(15)%

# Group E&P: UK operational issues largely offset by new field developments

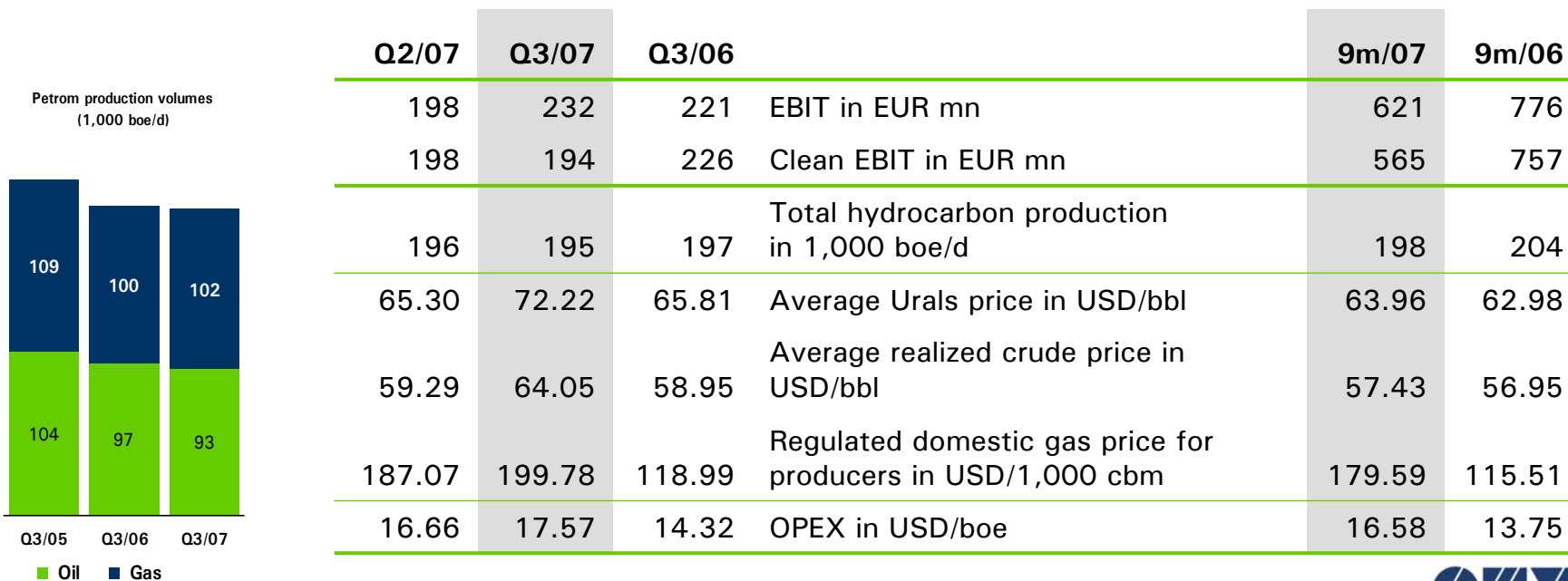
- ▶ Higher production volumes from Libya and fields which recently came on stream (New Zealand and Yemen) compensated for shortfalls in the UK
- ▶ Weaker USD impacted oil revenues and stronger RON led to a further increase in OPEX in USD/boe terms
- ▶ Exploration portfolio expanded in Australia and New Zealand; exploration successes in Romania
- ▶ Successful appraisal testing in the UK (Rosebank)



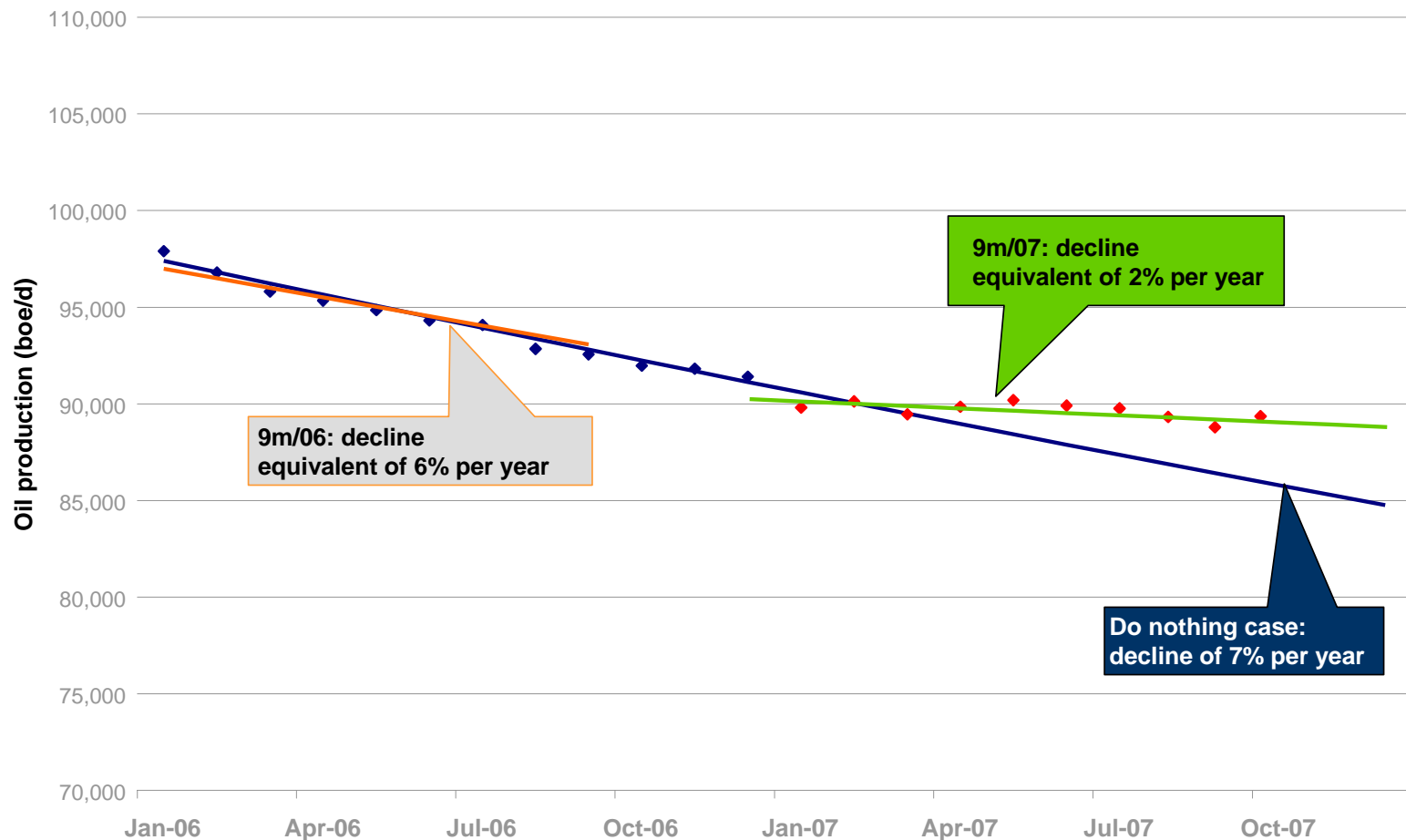
Q2/07	Q3/07	Q3/06		9m/07	9m/06
442	508	421	EBIT in EUR mn	1,371	1,484
448	492	453	Clean EBIT in EUR mn	1,330	1,490
322	317	310	Total hydrocarbon production in 1,000 boe/d	320	323
68.75	74.75	69.60	Average Brent price in USD/bbl	67.22	66.96
62.20	68.04	61.84	Average realized crude price in USD/bbl	60.84	59.38
52	83	48	Exploration expenditures in EUR mn	174	123
12.82	13.51	11.71	OPEX in USD/boe	12.84	11.09

# Petrom E&P: Adverse impact of stronger RON

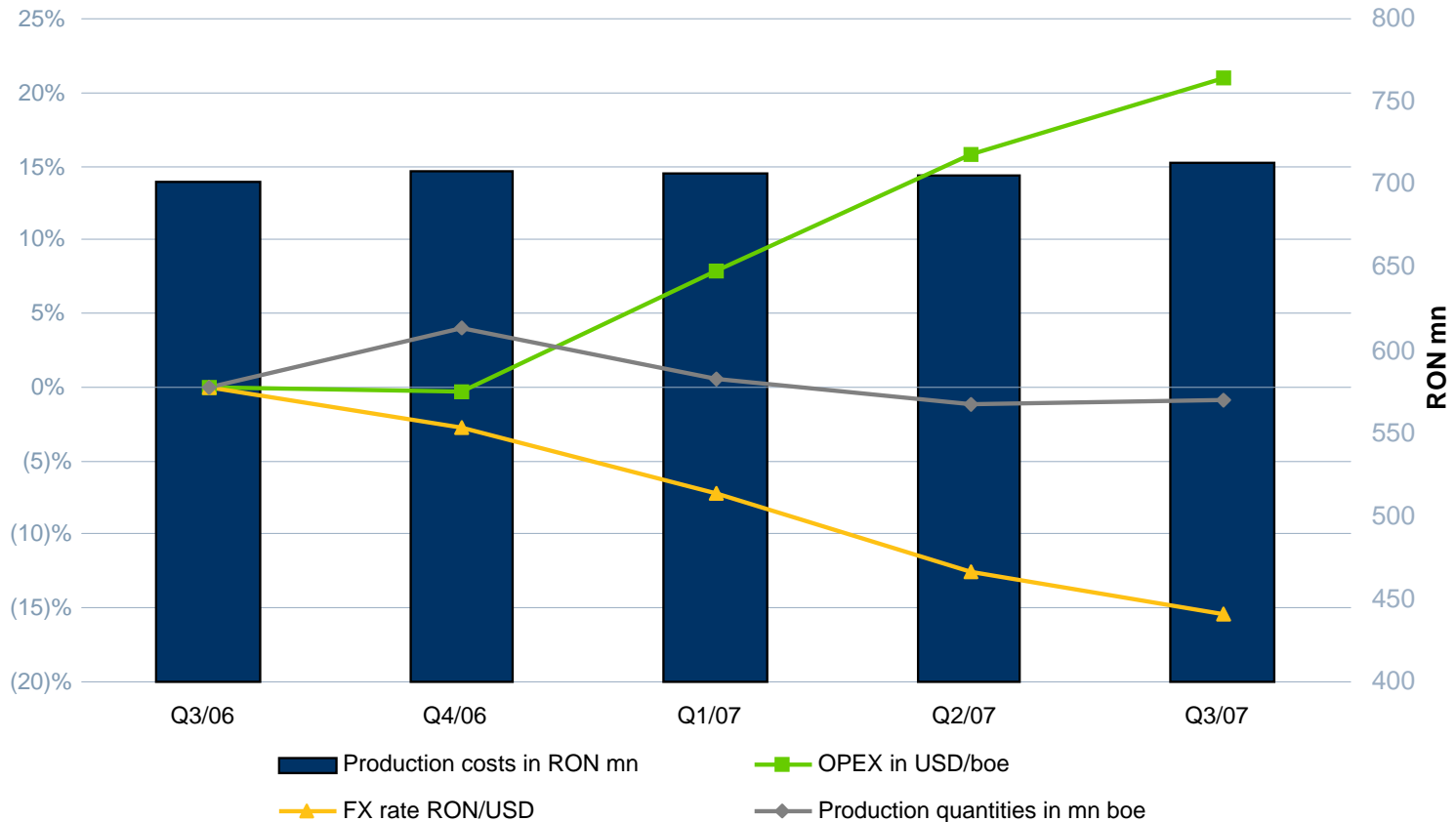
- ▶ Compared to Q3/06 slightly lower oil and gas production in Romania due to natural decline and acceleration of modernization program
- ▶ Stable oil production compared to Q2/07
- ▶ Further increase of Romanian gas price for producers: + 68% in USD and + 42% in RON compared to Q3/06
- ▶ OPEX adversely affected by FX effects, lower production and bonus payments



# Progress in arresting decline of Romanian oil production



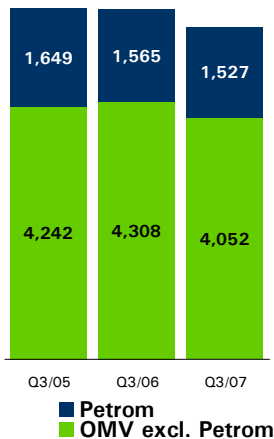
# RON/USD impact on production cost in Romania



# Group R&M: Low refining margins at Petrom, strong overall Marketing performance

- ▶ OMV refining margin west stable, Petrom refining margins strongly impacted by weak gasoline cracks
- ▶ Rising product prices let to positive inventory gains
- ▶ Solid petrochemicals margins, however, result affected by higher costs in connection with shutdowns
- ▶ Strong Marketing result due to overall good retail margins and restructuring success at Petrom

Refining sales volumes  
in 1,000 t



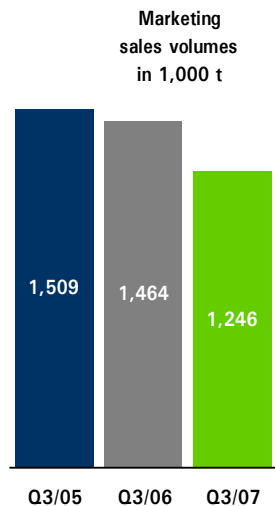
	Q2/07	Q3/07	Q3/06		9m/07	9m/06
	94	81	72	EBIT in EUR mn	203	165
	25	16	36	thereof petrochemicals west <sup>1</sup>	80	66
	107	98	75	Clean EBIT in EUR mn	234	179
	144	120	120	thereof R&M west	367	354
	(37)	(22)	(45)	thereof R&M east (Petrom)	(133)	(174)
	7.06	3.91	4.52	OMV indicator margin in USD/bbl	5.41	4.72
	76	90	90	Utilization rate refineries in %	86	90
	5.23	5.58	5.87	Refining sales volume in mn t	16.03	17.06
	4.10	4.80	4.96	Marketing sales volumes in mn t	12.78	13.76
	2,528	2,518	2,509	Marketing retail stations	2,518	2,509

<sup>1</sup> Schwechat and Burghausen



# Petrom R&M: Weak gasoline spreads; positive contribution from Marketing business

- ▶ Lower gasoline spreads and lower Brent/Ural spread burdened the refining result
- ▶ Minor improvement in energy consumption offset by higher crude costs
- ▶ Marketing business improved due to increased domestic sales, mainly as a result of improved retail station management (full agency), and significantly reduced exports



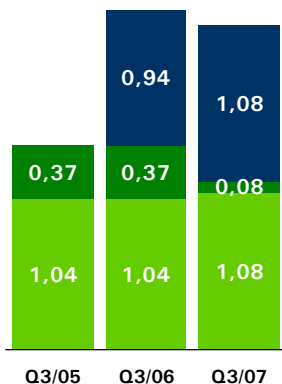
Q2/07	Q3/07	Q3/06		9m/07	9m/06
(40)	(36)	(45)	EBIT in EUR mn	(149)	(182)
(37)	(22)	(45)	Clean EBIT in EUR mn	(133)	(174)
6.52	2.00	4.19	OMV refining margin east in USD/bbl	4.26	4.54
60	80	86	Utilization rate refineries in %	75	86
1.08	1.53	1.57	Refining sales volumes in mn t	3.92	4.59
1.04	1.25	1.46	Marketing sales volumes in mn t	3.38	4.23
791	780	677	Marketing retail stations	780	677



# Gas: Storage business rising further

- ▶ Lower overall sales volumes due to the reorganization of Russian supply contracts in Q4/06
- ▶ EconGas and Petrom benefited from higher volumes compared to Q3/06
- ▶ Seasonal development leads to lower results in the marketing and trading business compared to Q2/07
- ▶ Higher volumes in storage and transportation support results

Gas sales volumes  
in bcm



■ EconGas ■ OMV Gas ■ Petrom

	Q2/07	Q3/07	Q3/06		9m/07	9m/06
	42	45	25 <sup>1</sup>	EBIT in EUR mn	166	86
	42	50	25 <sup>1</sup>	Clean EBIT in EUR mn	171	86
	2.59	2.24	2.35	Combined gas sales volumes in bcm	8.79	10.05
	742.3	709.2	622.8	Average storage capacity sold in 1,000 cm/h	751.9	626.1
	13.11	13.19	11.78	Total gas transportation capacity sold in bcm	38.45	34.99

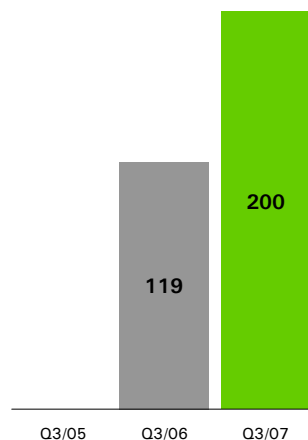
<sup>1</sup> EconGas not fully consolidated



# Petrom Gas: Enhanced marketing activities

- ▶ Higher sales volumes compared to Q3/06
- ▶ Due to the drought in Romania in Q3/07 hydropower plants could not operate at full capacity which led to increased demand by gas-fired power plants
- ▶ The 68% increase in gas prices for producers in USD compared to Q3/06 was partly driven by lower import prices as well as by the strengthening of the RON compared to the USD

Regulated domestic gas price for producers in USD/tcm



Q2/07	Q3/07	Q3/06		9m/07	9m/06
12	4	7	EBIT in EUR mn	35	34
12	8	7	Clean EBIT in EUR mn	39	34
1.24	1.08	0.94	Gas sales volumes in bcm	3.84	3.41

# Outlook for 2007

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**We expect the macro environment to remain volatile for the remainder of the year with crude prices staying high and the USD weak.**

- ▶ **E&P:** Negative influence from FX (EUR, RON vs. USD); crude prices expected to be higher than in 2006; full year contribution of Pohokura (NZL) and increasing production in Yemen expected to compensate for lower production in Romania
- ▶ **R&M:** Two further planned shutdowns in Q4/07 (Burghausen and Petrobrazil); refining margins expected to stay at a similar level compared to Q3/07
- ▶ **Gas:** Positive impact from EconGas being fully consolidated for entire year; additional pipeline capacities (TAG, WAG); strong storage business, as capacity fully sold



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