



OMV Q4 and full-year 2017 conference call

February 21, 2018



Rainer Seele

Chairman of the Executive Board and CEO

The spoken word applies.

Disclaimer

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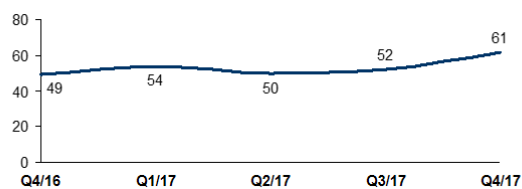
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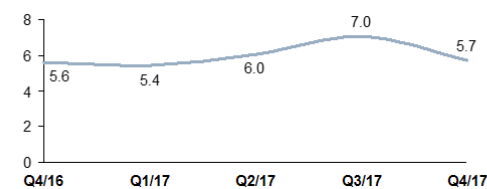


Macro environment – higher oil prices, lower refining margins

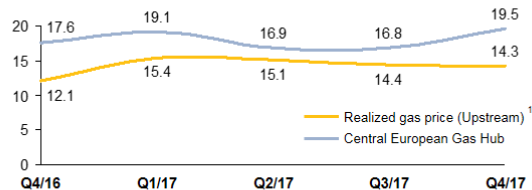
Oil price Brent
USD/bbl



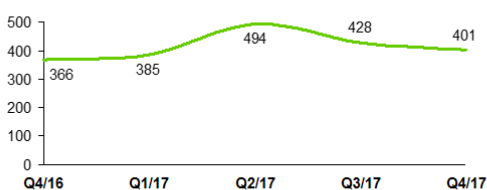
OMV indicator refining margin
USD/bbl



Gas prices
EUR/MWh



Ethylene/propylene net margin²
EUR/t



Note: All figures are quarterly averages ¹ Converted to MWh using a standardized calorific value across the portfolio
² Spread between market prices of ethylene/propylene and naphtha including standard processing consumption

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Rainer Seele

Ladies and gentlemen, good morning and thank you for joining us today. Looking back, 2017 has been an outstanding year for OMV. We were able to deliver a very strong operational performance throughout the year, and this is clearly reflected in our financial results. Let me start by reviewing the economic environment of the last quarter of 2017.

Slide 3: Macro environment – higher oil price, lower refining margins

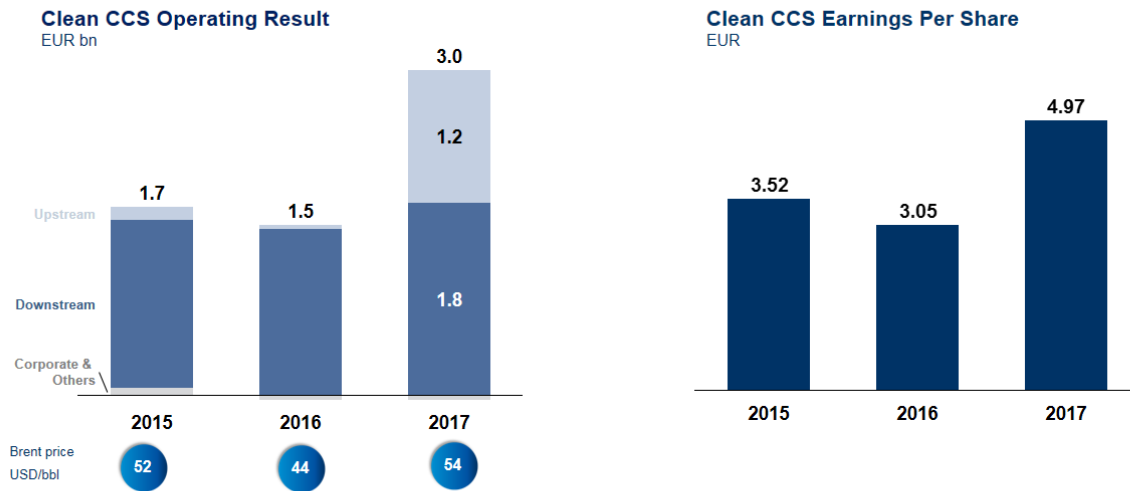
Crude prices rallied strongly in the fourth quarter of 2017, with Brent averaging 61 Dollars per barrel. This was 24 percent higher than the average during the same period in 2016. The oil price strengthened on the back of continued demand growth, strong OPEC compliance and several supply disruptions in Norway and UK. Geopolitical risks, particularly in Saudi Arabia, Iran and Libya also supported prices.

On average, gas prices were 16 percent above Q3 2017 and 11 percent above the same period last year, given the colder than average weather as well as several unplanned supply disruptions such as the Forties pipeline shutdown in the North Sea.

The refining indicator margin was down 19 percent compared to third quarter of 2017 reflecting the strong upwards momentum of the crude price. In the third quarter, margins were also supported by supply outages caused by Hurricane Harvey in the Gulf of Mexico. The most significant decline compared to the previous quarter was in gasoline due to a lower demand from North America and a weaker West African market. Heavy fuels also dropped from outstanding high crack-levels.

Margins for both ethylene and propylene fell versus the previous quarter. Higher prices could not compensate for the significant surge in feedstock costs driven by a recovery in oil prices. Butadiene margins declined as well. Prices remained stable compared to the third quarter of 2017, as a result of a rather balanced market in Europe.

Successful transformation – earnings doubled



Figures on this and the following slides may not add up due to rounding differences.

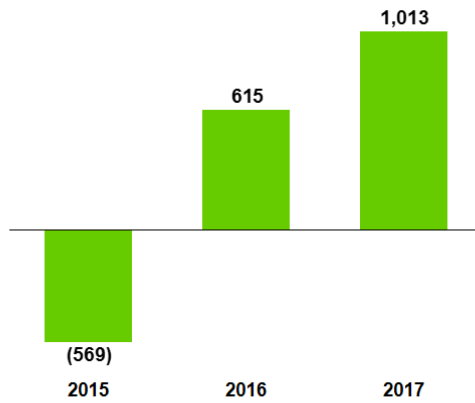
Slide 4: Successful transformation – earnings doubled

Let's talk about the financial highlights of 2017. It was a year of transformation and we have seen a strong delivery from both business segments. Clearly, I can say that we continued to execute our strategy successfully.

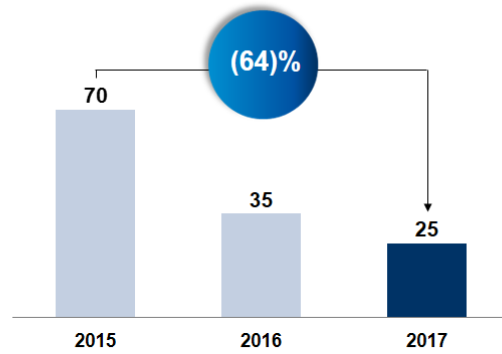
The strong operational performance is reflected in our full-year financials. OMV achieved its highest earnings in the last five years. The clean CCS operating result doubled versus 2016. And, all this was accomplished at an average Brent price of 54 Dollars per barrel. Compared to a similar market environment in 2015, the clean CCS operating result increased by 70 percent. Reflecting our strong operating result, clean CCS Earnings per Share rose to roughly 5 Euros per share.

Strong free cash flow after dividends; Further reduction of oil price break-even

Free cash flow after dividends
EUR mn



Brent oil price free cash flow ¹ break-even
OMV Group, USD/bbl



¹ Calculation of the oil price cash flow break-even is based on the free cash flow after dividends excl. „Proceeds from sale of non-current assets“, „Net impact from the sale of subsidiaries and businesses, net of cash disposed“, „Acquisitions of subsidiaries and businesses, net of cash acquired“ and adjustments such as inflows related to securities and loan repayments or outflows related to Nord Stream 2.



Slide 5: Strong free cash flow after dividends; further reduction in oil price break-even

Very impressive is the development of OMV's free cash flow. Since two years, we had a strong focus on cost and profitability. Together with our active portfolio management, we could substantially improve our cash flow. In 2017, we delivered a free cash flow after dividends of 1 billion Euro. Thus, 65% higher than 2016 and 1.6 billion Euros higher than 2015.

This illustrates the strong cash generating capability of our adjusted portfolio, with each business division pursuing a strategy of operational excellence and value generation.

As a consequence, we managed to further decrease our cash flow break-even oil price to 25 Dollars per barrel. In our benchmarking, this is the lowest among all our European peers.

Key messages



OPERATIONAL PERFORMANCE

Production step-up to 377 kboe/d in Q4

2017 free cash flow after dividends of EUR 1 bn



PORTFOLIO MANAGEMENT

Acquired ~25% in Yuzhno Russkoye gas field

Sold wind park in Romania

Acquired 40% stake in e-mobility provider (Smatrix)

Signed agreement with Ionity

Achieved RRR¹ of 116%



COST DISCIPLINE

Upstream production cost <USD 9/boe

Achieved in 2017 cost savings of EUR 330 mn



DIVIDEND

Dividend Per Share of EUR 1.50, record in OMV's history

¹ Three-year average Reserves Replacement Rate

Slide 6: Key messages

Before I explain the details of our business performance, let me briefly point out the highlights of the last quarter of 2017.

Our hydrocarbon production stepped up to 377 thousand barrels per day, which is the highest in OMV's history. The main highlight of the quarter was certainly the acquisition of a 25 percent stake in the Russian gas field Yuzhno Russkoye. The closing of this landmark transaction is a further important milestone in successfully pursuing our corporate strategy. Our stake in Yuzhno Russkoye adds 100 thousand barrels per day to OMV's production and additional recoverable reserves of 580 million barrels. Considering the important contribution to our production profile, Russia has become a new core region in our Upstream portfolio. In 2017, we achieved a one-year Reserves Replacement Rate of 191 percent, the best since 2007 and the second year in a row above 100 percent. The main contributors were the acquisition in Russia, drilling and development projects in Norway, better performance in Romania and the contribution from Pearl Petroleum. Our 3-year average Reserves Replacement Rate increased from 70 to 116 percent.

Following the strategic goal to focus on core activities, OMV Petrom finalized the sale of the Dorobantu wind park in Romania. We also made progress in expanding the alternative mobility offer to our customers. In December, we closed the acquisition of a 40 percent stake in Smatrics, Austria's leading e-mobility provider. In addition, we signed an agreement with Ionity, a joint venture of automotive companies aiming to build 400 high-power charging stations with various partners by 2020. OMV will be the location partner for Austria, the Czech Republic, Hungary and Slovenia.

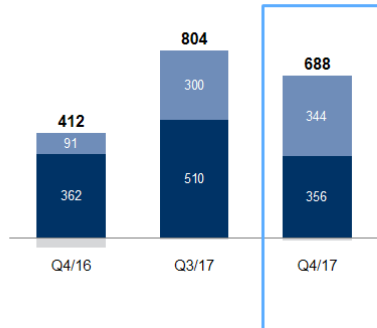
Strict cost management measures throughout the entire organization led to savings of 330 million Euros in 2017, 80 million Euros more than our target and 130 million Euros more than in 2016. Our production cost stayed below 9 Dollars per barrel. Thus, we further improved our competitiveness of the Upstream business.

Last, but not least, we will further increase our dividend, in line with our progressive dividend policy. We will propose a dividend per share of 1.50 Euros to the Annual General Meeting.

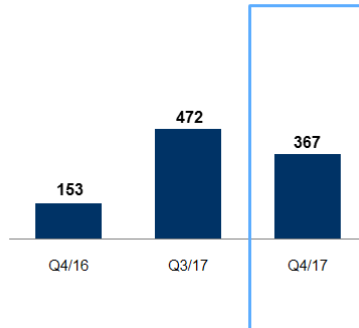
Solid Group clean CCS Operating Result

Clean CCS Operating Result
EUR mn

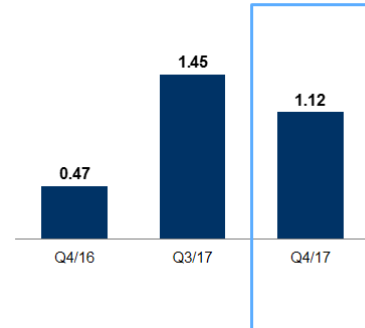
■ Upstream ■ Downstream ■ Corporate & Others



Clean CCS net income attributable to stockholders
EUR mn



Clean CCS Earnings Per Share
EUR



Slide 7: Solid Group clean CCS Operating Result

Let's now turn to our financial performance in the fourth quarter of 2017.

Our clean CCS Operating Result increased by 67 percent to 688 million Euros compared to the same quarter in the previous year, supported by a substantially higher Upstream result.

Clean CCS net income attributable to stockholders rose from 153 million Euros in the fourth quarter last year to 367 million Euros in the same quarter of 2017.

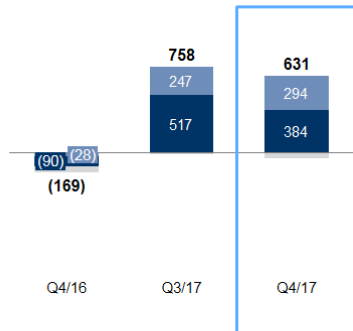
The clean tax rate amounted to 28 percent, 15 percentage points lower than in Q4 2016. The higher tax rate in the prior year quarter was mainly driven by the increase of the valuation allowance for deferred taxes of the Austrian tax group and additional tax expenses for the Turkish tax amnesty.

Clean CCS Earnings per Share more than doubled from 0.47 Euros in Q4 2016 to 1.12 Euros in the fourth quarter of 2017.

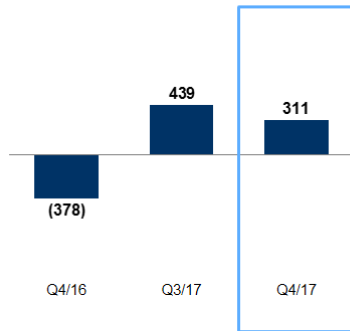
Significant increase in Group Operating Result

Operating Result EUR mn

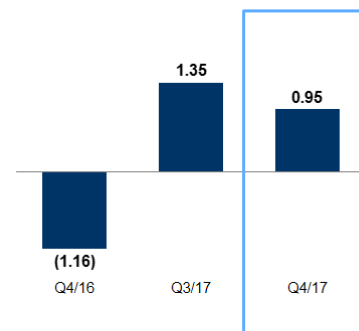
■ Upstream ■ Downstream ■ Corporate & Others



Net income attributable to stockholders EUR mn



Earnings Per Share EUR



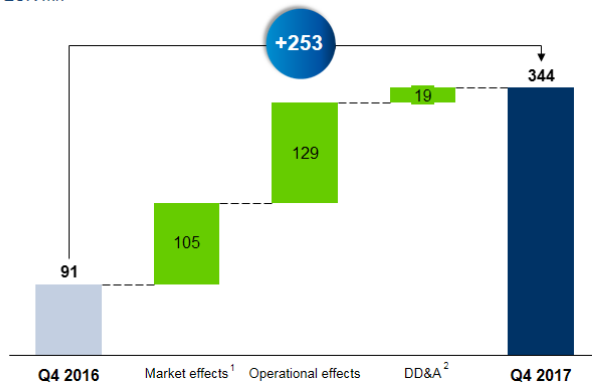
Slide 8: Significant increase in Group Operating Result

OMV's Group reported Operating Result in Q4 2017 came in at 631 million Euros, significantly above the previous year's quarter. Net special items were minus 115 million Euros, compared to minus 601 million Euros in the fourth quarter of 2016. The negative net special items recorded in Q4 2016 were mainly attributable to impairments due to the divestment of OMV Petrol Ofisi as well as to impairments of the Samsun power plant and the Etzel gas storage facility. The fourth quarter of 2017 was negatively impacted by unrealized hedging losses in Upstream and a provision booked for the Gate LNG obligation.

Reported net income attributable to stockholders increased from minus 378 million Euros in the fourth quarter of 2016 to plus 311 million Euros. Earnings Per Share rose accordingly from minus 1.16 Euros in Q4 2016 to plus 0.95 Euros in the fourth quarter of 2017.

Upstream: Favorable market environment and volume growth

Clean Operating Result EUR mn



Q4 2017 vs. Q4 2016

- ▶ Higher oil and gas prices, partially offset by weaker USD
 - ▶ Realized oil price increased by 23%
 - ▶ Realized gas price rose by 18%
 - ▶ Hedging result EUR (27) mn (EUR +5 mn)
- ▶ Strong production of 377 kboe/d (+63 kboe/d)
 - ▶ Russia (+36 kboe/d)
 - ▶ Libya (+29 kboe/d)
- ▶ Sales increased (+46 kboe/d) mainly due to acquisition of Yuzhno Russkoye and restart in Libya
- ▶ Higher exploration expenses mainly due to write-off of wells in Romania
- ▶ Production cost at USD 8.8/boe (-15%)
- ▶ Lower depreciation reflecting a decreased asset base and positive reserve revisions

¹ Market effects defined as oil and gas prices, foreign exchange impact, price effect on royalties and hedging, distribution costs in Russia

² Depreciation, Depletion and Amortization

Slide 9: Upstream: Favorable market environment and volume growth

Let me now come to the performance of our two business segments. In Upstream, the clean Operating Result substantially increased from 91 million Euros to 344 million Euros. This was primarily driven by a more favorable market environment as well as higher sales volumes in Libya.

Market effects contributed 105 million Euros. Higher realized oil and gas prices were partially offset by a weaker US Dollar. OMV's realized oil price rose by 23 percent and the OMV realized gas price in Euro per megawatt-hour increased by 18 percent. In Q4 2017, we recorded a hedging result of minus 27 million Euros compared to minus 33 million Euros in the fourth quarter of 2016.

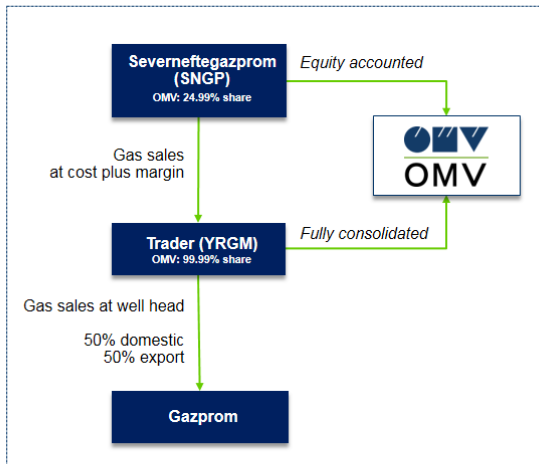
We continued to improve our operations, resulting in an increased earnings contribution of 129 million Euros compared to the same quarter last year. Hydrocarbon production went up by 63 thousand barrels per day, reaching 377 thousand barrels per day. Libyan production increased to 32 thousand barrels per day and Russia contributed for the first time 36 thousand barrels per day. As we closed the transaction on November 30, 2017, only one month of Yuzhno Russkoye was included in our production figures. Accounted for the full year, Yuzhno Russkoye adds 100 thousand barrels per day to our production.

Hydrocarbon sales volumes amounted to 33 million barrels, 15 percent higher than in the fourth quarter of 2016. This was mainly attributable to the new contribution from Russian gas sales in December and liftings from Libya.

The Clean Operating Result was negatively impacted by higher exploration expenses primarily due to write-offs of exploration wells in Romania in the amount of around 50 million Euros. Overall, costs were lower.

Depreciation went down by 19 million Euros, reflecting a decreased asset base and positive reserves revisions in the fourth quarter of 2017.

Yuzhno Russkoye (Russia) in OMV's portfolio



- ▶ Economic effective date of the transaction: January 1, 2017
 - ▶ OMV entitled to receive 2017 dividends
 - ▶ SNGP and Trader are reflected in OMV's financial and operational statements starting November 30, 2017
 - ▶ The two entities contributed EUR 16 mn to OMV's consolidated net income 2017 (2017 full year impact would have been EUR 122 mn)
- ▶ **SNGP (OMV: 24.99% share)**
 - ▶ Equity accounted
 - ▶ 24.99% share of the SNGP net income is included in OMV's Operating Result
 - ▶ Production cost and quantities volumes included in OMV's operational KPIs
 - ▶ Annual dividends included in OMV's operating Cash Flow
- ▶ **Trader (OMV: 99.99% share)**
 - ▶ Fully consolidated
 - ▶ Cash flow fully consolidated into OMV's Cash Flow
 - ▶ Realized gas sales price is included in OMV's average realized gas price

Slide 10: Yuzhno Russkoye (Russia) in OMV's portfolio

As Q4 is the first quarter to include Yuzhno Russkoye, let me briefly give you some more details about the organizational structure and the financial impact of our stake in Yuzhno Russkoye.

OMV holds 24.99 percent in the operating company, Severneftegazprom, or in short SNGP. Other shareholders are Gazprom and Wintershall. In addition, OMV holds 99.99 percent in the Trader.

Our equity production from SNGP is entirely sold to the Trader at a cost-plus margin. The Trader sells the gas to Gazprom, under a take-or-pay agreement. 50 percent of the volumes are indexed to the Russian domestic netback price and 50 percent are based on the German netback import price.

SNGP is at-equity accounted. This means OMV's share in SNGP's net income is shown in OMV's operating result. The Trader is fully consolidated into OMV's financials.

Upon closing of the transaction on November 30, 2017, the two entities SNGP and the Trader have been reflected in OMV's financial and operational statements. The two entities contributed 16 million Euros to OMV's consolidated net income in 2017.

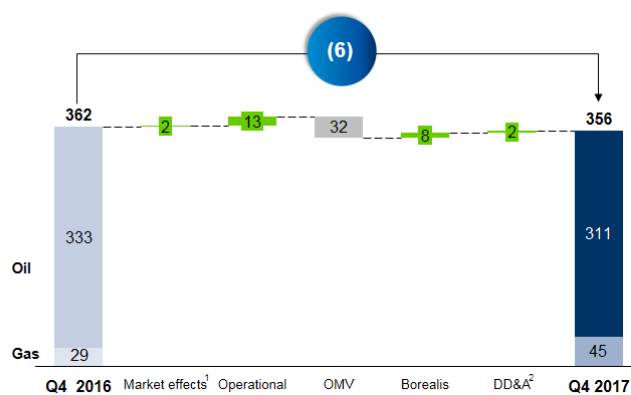
As the transaction was retroactively effective as of January 1st, 2017 OMV is entitled to the 2017 dividends. The dividends from the operating company were already paid and the dividends from the Trader will be transferred in 2018. In total, for the fiscal year 2017 we expect dividend payments for Yuzhno Russkoye of 160 million Dollars.

Going forward, we expect dividends to increase compared to 2017.

Downstream: Earnings almost at previous year's level despite the divestment of OMV Petrol Ofisi

Clean CCS Operating Result

EUR mn



Q4 2017 vs. Q4 2016

Oil

- ▶ Similar refining margin (+2%) and slightly higher ethylene/propylene net margin (+9%)
- ▶ High refinery utilization rate (92%)
- ▶ Retail sales³ and margins slightly increased
- ▶ Lower commercial sales³ and margins
- ▶ Missing earnings from OMV Petrol Ofisi divested in June 2017
- ▶ Higher Borealis contribution due to higher contribution from Borouge and lower fixed costs

Gas

- ▶ Increased sales volumes mainly in Germany, Austria and Turkey
- ▶ Significantly improved power business due to higher output and improved spark spreads in Romania
- ▶ Lower Gas Connect Austria result by EUR 9 mn
- ▶ Negative impact of mark-to-market valuation effects in Q4 2016

¹ Market effects defined as refining indicator margin, petrochemical margins and spark spreads ² Depreciation, Depletion and Amortization ³ excluding OMV Petrol Ofisi

Slide 11: Downstream: Earnings almost at previous year's level despite the divestment of OMV Petrol Ofisi

The Downstream business continued to be a key contributor to OMV Group earnings and cash flow. With 356 million Euros, the Clean CCS Operating Result of Downstream was almost at the level of the previous year's quarter. A higher result from Downstream Gas partially compensated for the missing earnings contribution from OMV Petrol Ofisi.

The clean CCS Operating Result of Downstream Oil declined from 333 million Euros in Q4 2016 to 311 million Euros. Increased retail earnings and lower fixed costs partially compensated for the missing contribution of OMV Petrol Ofisi, which was 32 million Euros in Q4 2016.

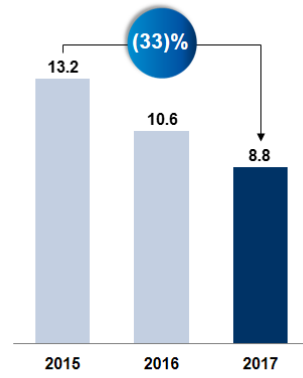
OMV's indicator refining margin was almost flat at 5.7 Dollars per barrel. The refinery utilization rate was 92 percent, slightly lower than in Q4 2016, when we built inventory to prepare for the Schwechat refinery turnaround. Excluding OMV Petrol Ofisi, retail volumes and margins grew slightly, whereas commercial sales volumes and margins came down compared to the fourth quarter of 2016.

The contribution from petrochemicals decreased from 53 million Euros to 37 million Euros in Q4 2017. Despite a slight increase in petrochemicals margins, the drop in earnings was caused by an unplanned shutdown of the Schwechat steam cracker. Borealis contributed 94 million Euros, which was 8 million Euros higher than in the same quarter in 2016, due to higher results of Borouge and lower fixed costs.

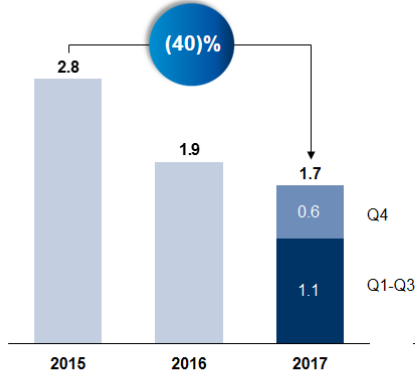
In Downstream Gas, the Clean CCS Operating Result increased from 29 million to 45 million Euros. The previous year's quarter was impacted by mark-to-market valuation effects. The contribution of Gas Connect Austria decreased by 9 million to 21 million Euros, mainly because of the change in regulated tariffs at the beginning of 2017. Natural gas sales volumes rose slightly to 31 terawatt hours due to increased sales in Germany, Austria and Turkey. The power business recorded higher electrical output and improved spark spreads in Romania.

Continued strict cost discipline

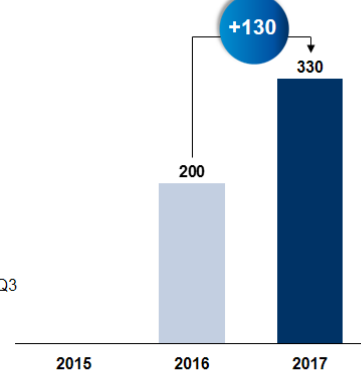
Upstream production cost ¹
USD/boe



CAPEX ²
EUR bn



Cost-savings program ³
EUR mn



¹ Starting with 2016, administrative expenses and selling and distribution costs excluded

² CAPEX including capitalized Exploration and Appraisal expenditures and excluding Yuzhno Russkoye acquisition

³ On comparable basis with 2015



Slide 12: Continued strict cost discipline

The good performance of our business segments was also a result of our ongoing strict cost discipline.

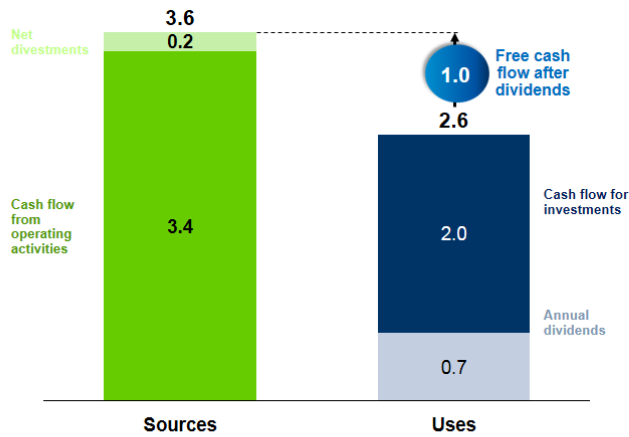
At 8.8 Dollars per barrel in the fourth quarter of 2017, production cost declined 15 percent compared to the fourth quarter of 2016, due to higher production coupled with the successful implementation of our cost reduction program. The full impact of Yuzhno Russkoye, which has very low production cost, is not reflected in our 2017 figures, as we closed the transaction just before year-end.

In the fourth quarter of 2017, the capital expenditures excluding Yuzhno Russkoye acquisition amounted to 548 million Euros, thereof 352 million Euros in Upstream and 186 million Euros in Downstream. For the full year, we recorded total capital expenditures excluding Yuzhno Russkoye acquisition of 1.7 billion Euros, 1.1 billion Euros less than in 2015.

With cost savings of 330 million Euros, we substantially overachieved our target of 250 million Euros in 2017 vs 2015. A significant part came from savings in procurement and efficiency improvements in our operations. This target overachievement was a result of the strict cost discipline of our employees throughout the entire organization.

Free cash flow after dividends of EUR 1 bn

Sources and uses ¹ of cash in 2017
EUR bn



- ▶ Strong cash flow from operating activities of EUR 3.4 bn (Q4/17: EUR 742 mn)
- ▶ Cash outflow for investments ² of EUR 2.0 bn, including payments to Nord Stream 2 (Q4/17: EUR 579 mn)
- ▶ Proceeds from divestments of EUR 1.8 bn (Q4/17: EUR 36 mn)
- ▶ Cash outflow for acquisitions of EUR 1.6 bn, related to Yuzhno Russkoye (Q4/17: EUR 1.6 bn)
- ▶ Payment of OMV's annual dividend of EUR 1.20/share
- ▶ Free cash flow after dividends of EUR 1 bn (Q4/17: EUR -1.5 bn)

¹ Sources and uses excluding financing activities

² Intangible assets and property, plant and equipment and Investments, loans and other financial assets

Slide 13: Free cash flow after dividends of 1 billion Euros

Let's now come to cash flow.

In the fourth quarter of 2017, cash flow from operating activities amounted to 742 million Euros. Cash flow for investments showed an outflow of 579 million Euros for the same quarter. This includes another drawdown under the financing agreement for the Nord Stream 2 pipeline project in the amount of approximately 45 million Euros. In the same period, we also accounted a cash outflow for acquisitions of 1.6 billion Euros following the closing of the Yuzhno Russkoye transaction.

Looking at the full year 2017, OMV generated an operating cash flow of 3.4 billion Euros, an increase of 20 percent compared to 2016.

As a result of our portfolio changes, we recorded net divestments of 185 million Euros. The cash inflow from divestments amounted to 1.8 billion Euros, with approximately 90 percent of the amount from the two major portfolio changes: the sale of OMV Upstream in the UK and the sale of OMV Petrol Ofisi in Turkey. For the full year 2017, the cash outflow for acquisitions amounted to 1.6 billion Euros.

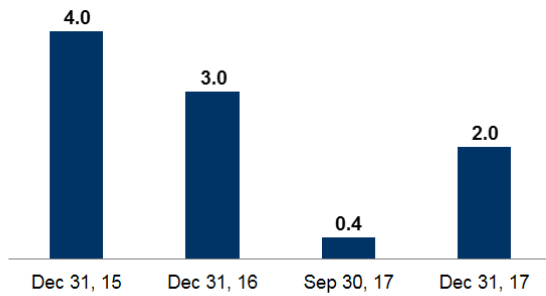
Cash flow for investments amounted to 2 billion Euros and included financing the Nord Stream 2 project of 324 million Euros.

In 2017, we also paid total dividends of 668 million Euros.

This means, ladies and gentlemen, that in 2017 we generated a free cash flow after dividends of 1 billion Euros, 65 percent more than 2016.

Significant deleveraging and strong cash position

Net Debt development EUR bn



Strong liquidity position

- ▶ Net debt increase to EUR 2 bn
- ▶ EUR 1 bn Eurobond issued
- ▶ Strong cash position of EUR 4 bn
- ▶ Committed revolving credit facilities of EUR 3.5 bn (undrawn)
- ▶ Long-term gearing ratio target $\leq 30\%$

Gearing ratio

28%

21%

3%

14%

Slide 14: Significant deleveraging and strong cash position

As of year-end 2017, OMV's net debt increased from end of September, 2017 by 1.6 billion to 2 billion Euros due to the acquisition of Yuzhno Russkoye. Despite the acquisition, we were able to reduce net debt by 1 billion Euros compared to the end of 2016.

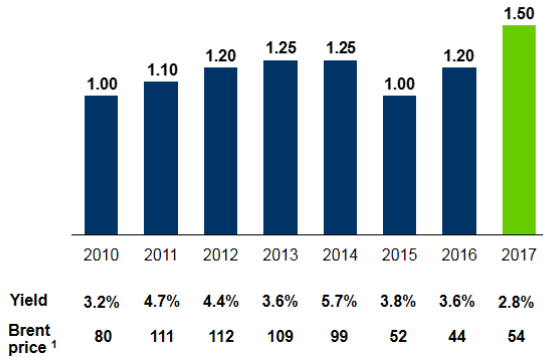
Cash and cash equivalents decreased from 4.6 in Q3 2017 to 4 billion Euros. OMV's balance sheet remained very healthy and shows strong liquidity. In order to take advantage of attractive financing conditions and ensure financial flexibility, in December 2017 OMV issued a 1 billion Euro international bond with a coupon of 1 percent maturing in 2026.

The cash will be used according to our strategic capital allocation priorities: capital expenditures, strategic acquisitions, dividend payments and reduction of debt.

The gearing ratio increased to 14 percent compared to the end of Q3 2017, comfortably below our long-term gearing ratio target of maximum 30 percent.

Record dividend proposed

Dividend per share EUR



- ▶ **Record dividend of EUR 1.50** per share for 2017 proposed to Annual General Meeting
- ▶ We are committed to delivering an **attractive and predictable shareholder return** through the business cycle
- ▶ **Progressive dividend policy:** OMV intends to grow the cash dividend

¹ Brent in USD/bbl

Slide 15: Record dividend proposed

Ladies and gentlemen, OMV is committed to delivering an attractive and predictable shareholder return throughout the business cycle.

According to our progressive dividend policy that we announced last year, we intend to grow the cash dividend going forward.

As already mentioned, for the fiscal year 2017, we propose a dividend of 1.50 Euros per share to the Annual General meeting. This is an increase of 25 percent compared to the previous year and marks a new record in OMV's history.

Outlook 2018

	2017	Outlook 2018
Brent oil price (USD/bbl)	54	60
CEGH gas price (EUR/MWh)	18	18
Total hydrocarbon production (kboe/d)	348	420
OMV indicator refining margin (USD/bbl)	6	<6
Ethylene/propylene net margin (EUR/t)	427	425
Utilization rate refineries (%)	90	>90
CAPEX (EUR bn) ¹	1.7	1.9
E&A expenditures (EUR mn)	230	300

¹ Including capitalized Exploration and Appraisal expenditures and excluding acquisitions (2017 figure excludes Yuzhno Russkoye acquisition).

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Slide 16: Outlook 2018

Let me conclude with the outlook for 2018.

At the beginning of this year, we saw an oil price reaching the 70 US Dollar per barrel mark for the first time in more than two years. For the full year 2018 we are forecasting an average oil price of 60 Dollars per barrel. Average European gas spot prices are anticipated to be on a similar level compared to 2017.


- Capex is projected to come in at around 1.9 billion Euros, with Upstream Capex at around 1.3 billion Euros. These figures exclude acquisitions.
- OMV expects a total production of 420 thousand barrels per day. Production from Russia is planned to contribute around 100 thousand barrels per day and Libya is anticipated to be at 25 thousand barrels per day, similar level to 2017.
- Exploration and appraisal expenditures are expected to be 300 million Euros.
- Refining margins are projected lower than in 2017.
- Petrochemical margins are forecasted to be at a similar level compared to 2017.
- In OMV's markets, retail and commercial margins are forecasted to be on a similar level as in 2017.
- The utilization rate of the refineries is expected to be above 90% in 2018. This includes the planned full-site turnaround at the Petrobrazil refinery scheduled for approximately six weeks in the second quarter of this year.
- Natural gas sales volumes are projected to be higher in 2018 compared to 2017.
- We expect that the clean tax rate for the year 2018 will be in the high twenties excluding impacts from M&A projects.
- OMV will continue to finance the Nord Stream 2 pipeline subject to the progress of the project financing from the capital markets.

One of the milestones in 2018 is the closing of the asset swap with Gazprom, which is expected to take place by end of the year.

Thank you for your attention. Now my colleagues and I would be happy to take your questions.




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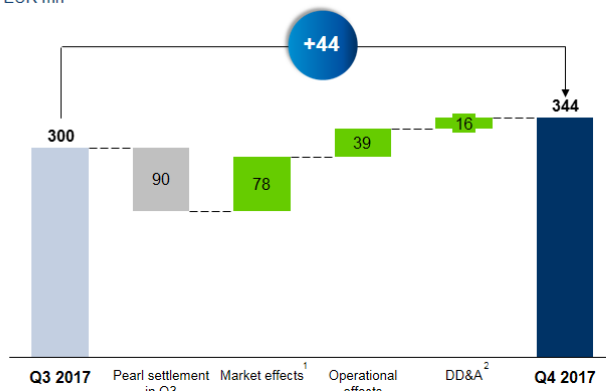
BACKUP

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Upstream: More favorable market environment and increased volumes

Clean Operating Result EUR mn



Q4 2017 vs. Q3 2017

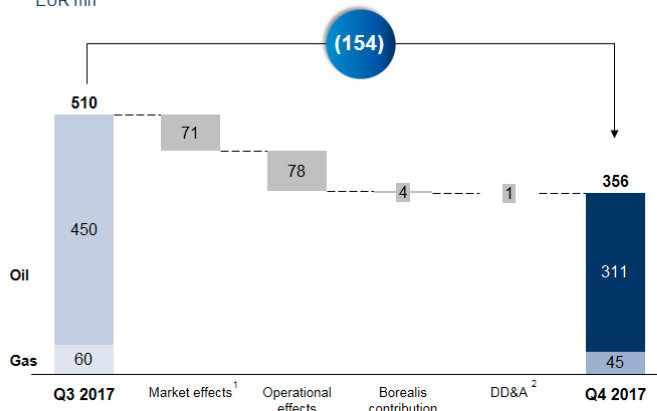
- ▶ Higher oil price offset by weaker USD
 - ▶ Realized oil price increased by 18%
 - ▶ Realized gas price declined by 1%
 - ▶ Lower hedging result by EUR 37 mn
- ▶ Increased production of 377 kboe/d (+36 kboe/d)
- ▶ Higher sales volumes due to Russia, Libya and Norway (+50 kboe/d)
- ▶ Exploration expenses higher due to write offs mainly in Romania
- ▶ Higher costs due to one-time effect (labour agreement) in Romania
- ▶ Lower depreciation due to reserves revisions at year-end
- ▶ Absence of non-recurring effect of EUR 90 mn occurred in Q3 (Pearl settlement with Kurdistan Regional Government of Iraq)

¹ Market effects defined as oil and gas prices, foreign exchange impact, price effect on royalties and hedging, distribution costs in Russia

² Depreciation, Depletion and Amortization

Downstream: Lower refining margin environment and seasonality effect

Clean CCS Operating Result EUR mn



Q4 2017 vs. Q3 2017

Oil

- ▶ Lower refining margins (-19%) and ethylene/propylene margins (-6%)
- ▶ Lower retail and commercial volumes due to seasonality; margins slightly declined
- ▶ Impact of unplanned shutdown at the Schwechat steam cracker in the amount of approx. EUR 20 mn
- ▶ Borealis performance slightly impacted by lower polyolefins and olefins margins

Gas

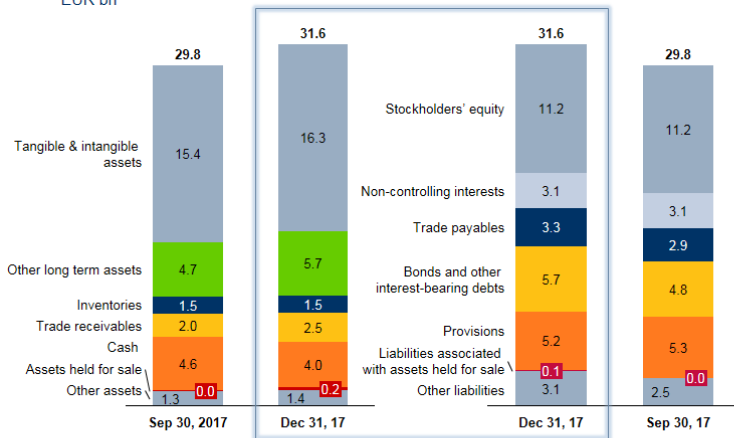
- ▶ Seasonally slightly higher gas volumes
- ▶ Brazi power plant fully back on stream in Q4 2017
- ▶ Lower spark spreads
- ▶ Absence of EUR 17 mn insurance revenue for Brazi power plant outage recorded in Q3 2017

¹ Market effects defined as refining indicator margin, petrochemical margins and spark spreads

² Depreciation, Depletion and Amortization

Strong balance sheet

Balance Sheet Q4 2017 vs Q3 2017
EUR bn



Highlights Q4 2017

Assets

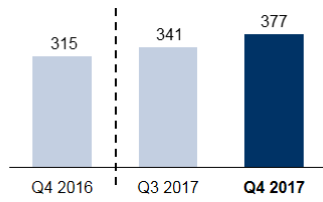
- ▶ Tangible and intangible assets increased by EUR 0.9 bn mainly due to the acquisition of Yuzhno Russkoye
- ▶ Other long term assets increased by EUR 1 bn , thereof EUR 0.6 bn related to the contractual position towards Gazprom with regard to Yuzhno Russkoye reserves redetermination by 2023
- ▶ Cash position decreased by EUR 0.7 bn due to the acquisition of Yuzhno Russkoye

Equity and liabilities

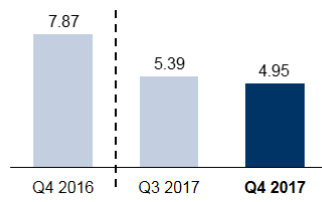
- ▶ Bonds increased due to issuance of a EUR 1 bn Eurobond
- ▶ Equity ratio stayed high at 45%

Operational KPIs

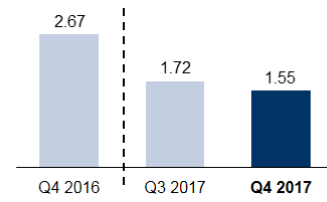
Hydrocarbon production
kboe/d



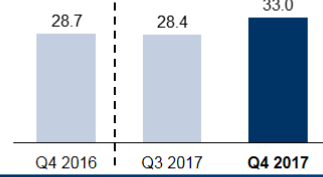
Refined product sales¹
mn t



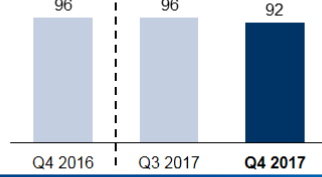
Retail sales¹
mn t



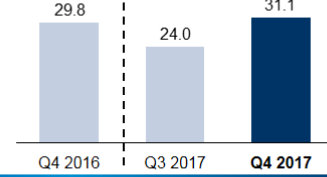
Hydrocarbon sales
mn boe



Refinery utilization rate
%



Natural gas sales
TWh



¹ As of Q3 2017, sales figures exclude OMV Petrol Ofisi, which was divested on June 13, 2017



Sensitivities of OMV Group in 2018

Annual impact in EUR mn	Clean CCS Operating Result ¹	Operating cash flow
Brent oil price (USD +1/bbl)	+45	+30
Gas price ² (EUR +1/MWh)	+40	+35
OMV indicator refining margin (USD +1/bbl)	+105	+80
Ethylene/propylene net margin (EUR +10/t)	+15	+10
EUR-USD (USD appreciates by USD 0.01)	+20	+15

¹ Excluding at-equity accounted investments

² CEGH/NCG sensitivity derived from sales in Austria, Norway and Russia (to the extent that sales prices are not linked to domestic Russian gas price)

Materially different Brent and FX levels (vs. current levels) would lead to different sensitivity results.