



# OMV results

## January – June and Q2 2013

August 13, 2013

OMV Aktiengesellschaft

Moving more. Moving the future.   
**OMV**

# Strategic highlights and results

## January – June 2013

Gerhard Roiss, Chairman of the Executive Board and CEO



OMV Aktiengesellschaft

# Market environment 6m/13

## Brent oil price in USD/bbl



- Oil price:** Decreasing to average USD 108/bbl (6m/12:114)
- Operating environment:** Instability in Middle East and North Africa
- Gas prices:** Ongoing spread spot vs. long-term
- Refining margins:** Volatile at lower level

# Highlights in 6m/13

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**1.6** EUR bn free cash flow after dividends (6m/12: EUR 194 mn)

**~1** bn boe E&P project pipeline

**up to 6** bcm p.a. Neptun potential gas production,  
OMV Petrom share 50%

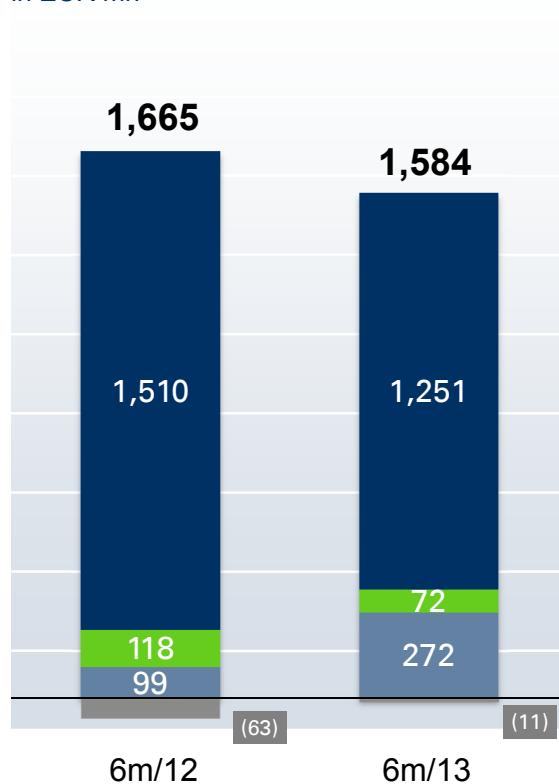
**6** new exploration licenses awarded in Norway

**870** MW new gas-fired power capacity on stream

# Financial performance in 6m/13

## Clean CCS EBIT

in EUR mn



■ Co&O and Consolidation

(17)%

### Exploration and Production

Production decrease to 299 kboe/d (6m/12: 302) and Brent price down to USD 107.5/bbl (6m/12: 113.6)

(39)%

### Gas and Power

EconGas significantly burdened by negative gas margins: persisting spread between oil-linked gas supply and hub-priced sales as well as a very competitive market environment

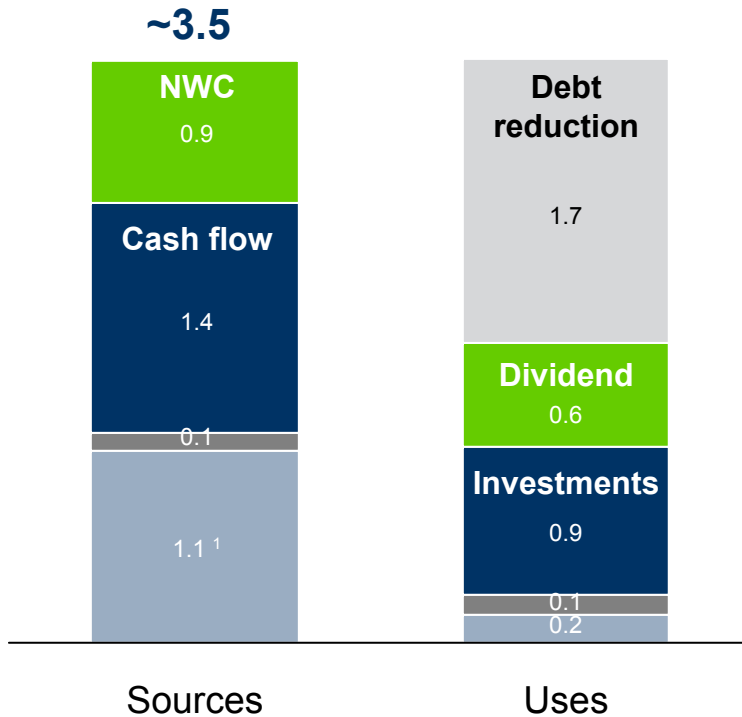
+174%

### Refining and Marketing

Refinery utilization at 91% (+8%) and strong performance of marketing business

# Solid financial basis for growth

6m/13, in EUR bn



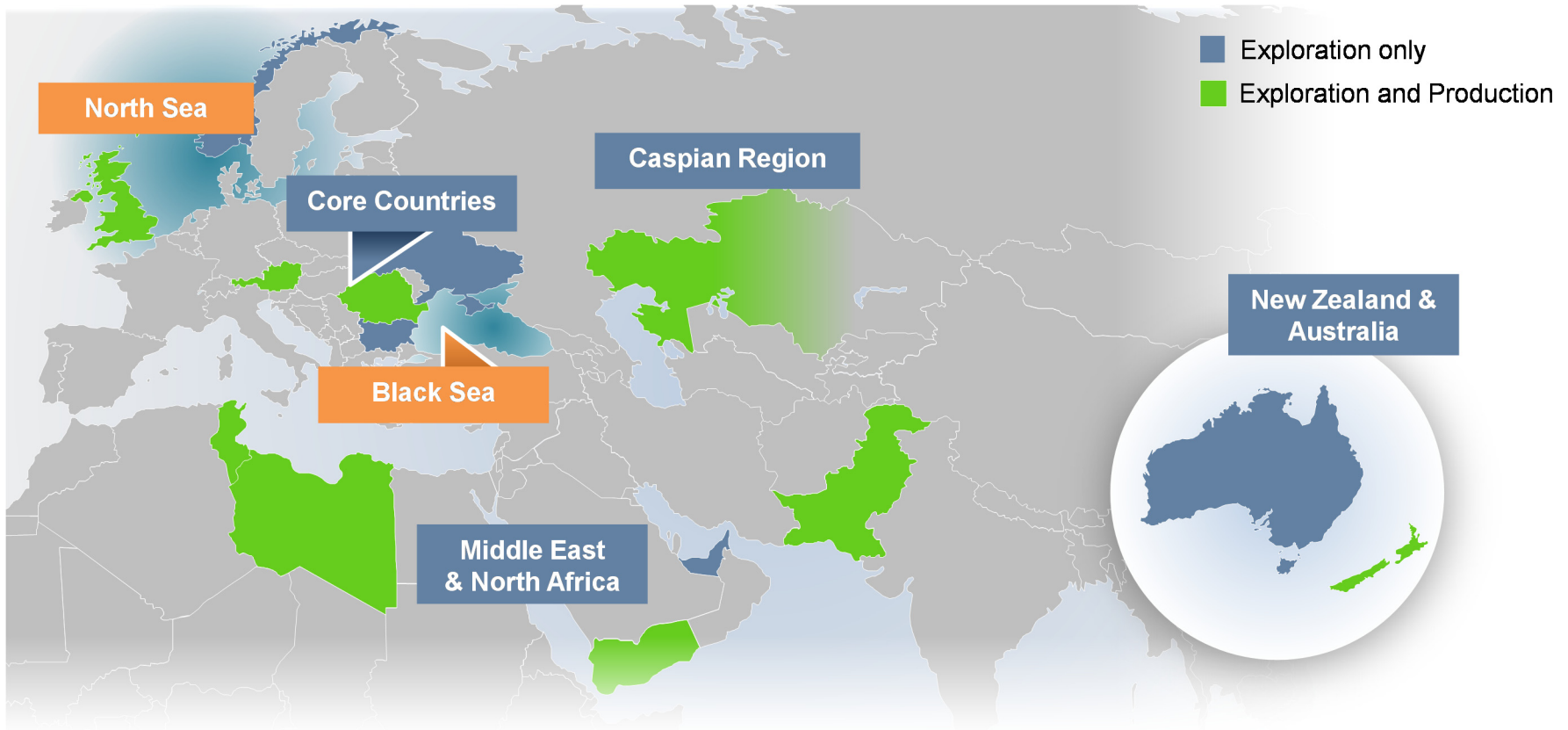
- ▶ Group CAPEX 6m/13: EUR **1.1 bn** thereof **75%** in E&P
- ▶ **EUR 0.9 mn** net working capital reduction
- ▶ Gearing ratio down from 26% (2012) to **15%** (June 2013)

■ E&P ■ G&P ■ R&M

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

<sup>1</sup> Including effects from sale of R&M’s Austrian stockholding business in Q1/13.

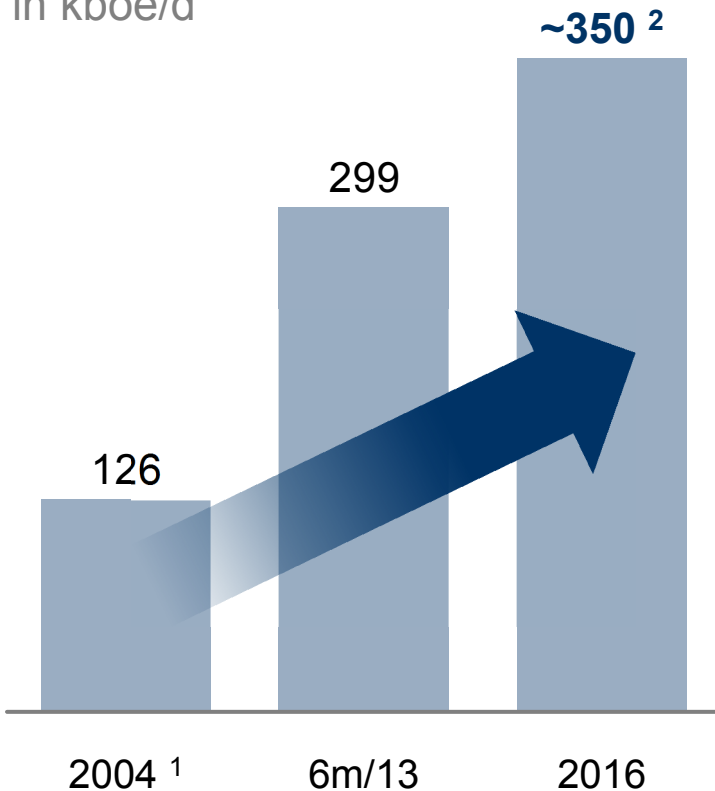
# Focus on upstream activities



# Grow Upstream to 350 kboe/d

## OMV Production

in kboe/d



<sup>1</sup> Before Petrom acquisition.

<sup>2</sup> Organic, excl. acquisitions.

- ▶ Production in core countries stabilized at 208 kboe/d

### Growth:

- ▶ >2/3 of Group CAPEX in E&P
- ▶ ~1 bn boe project pipeline; increased **exploration activities**
- ▶ **Black Sea:** 3D seismic Neptun completed
- ▶ **North Sea:** FID Aasta Hansteen, six new exploration licenses awarded



# Optimize Downstream



## R&M:

- ▶ Executed divestments:
  - ▶ Marketing businesses in **Bosnia-Herzegovina and Croatia**
  - ▶ **Lubricants business**
- ▶ **EUR 1.4 bn cash generation** in 6m/13
  - ▶ Strong operating cash flow
  - ▶ Several working capital reduction measures

## G&P:

- ▶ **Renegotiations** with Gazprom and Statoil **progressed**
- ▶ Start-up of **gas-fired power plant Samsun**

# Results Q2/13

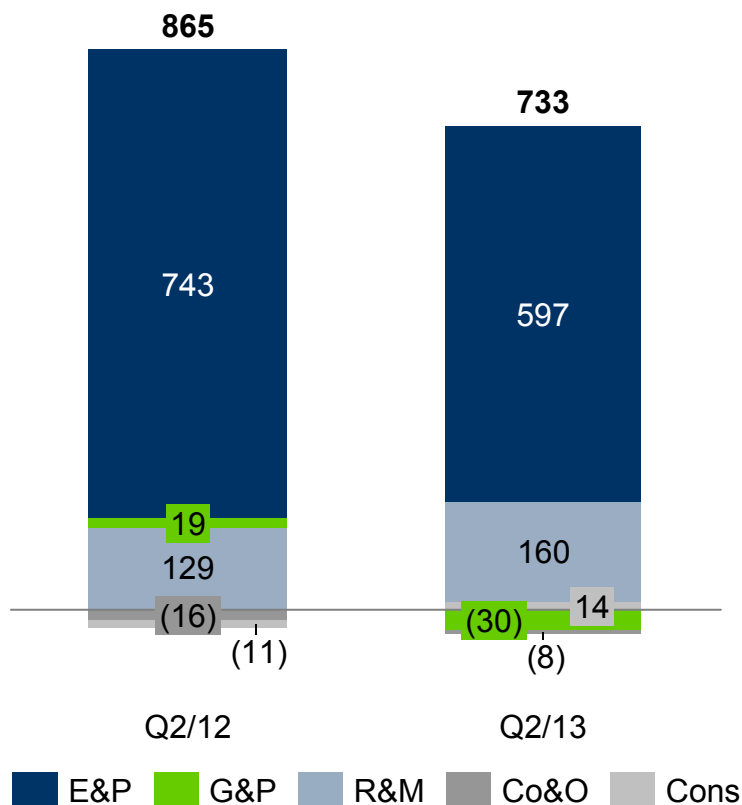
David C. Davies, Deputy Chairman of the  
Executive Board and CFO



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# Q2/13 Highlights

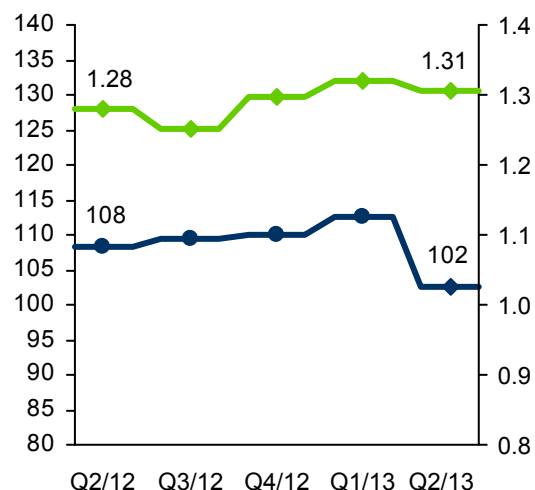
## Clean CCS EBIT in EUR mn



- ▶ Average Brent oil price at USD 102/bbl, down by 5%
- ▶ Production at 297 kboe/d
- ▶ Lower liftings mainly in Libya
- ▶ G&P burdened by negative EconGas performance
- ▶ Increased refining result at Petrom driven by higher volumes and lower costs
- ▶ Strong marketing results due to improved margins and lower costs
- ▶ Gearing ratio decreased to 15%

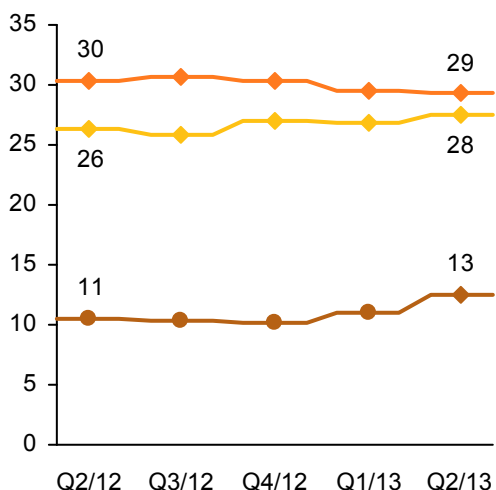
# Economic environment

## Oil price and EUR/USD



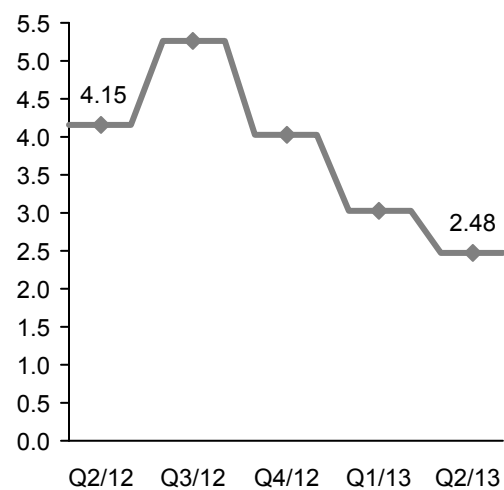
— Brent price in USD/bbl (left scale)  
 — EUR/USD (right scale)

## Gas prices in EUR/MWh



— Central European Gas Hub  
 — Border contract tracker<sup>1</sup>  
 — Regulated domestic industry Romania

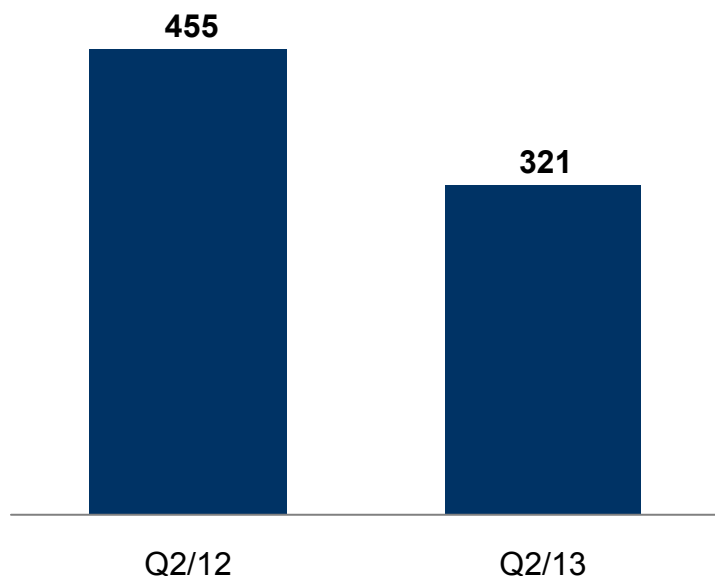
## OMV indicator refining margin in USD/bbl



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

# Results in Q2/13

## Clean CCS net income attributable to stockholders in EUR mn <sup>1</sup>



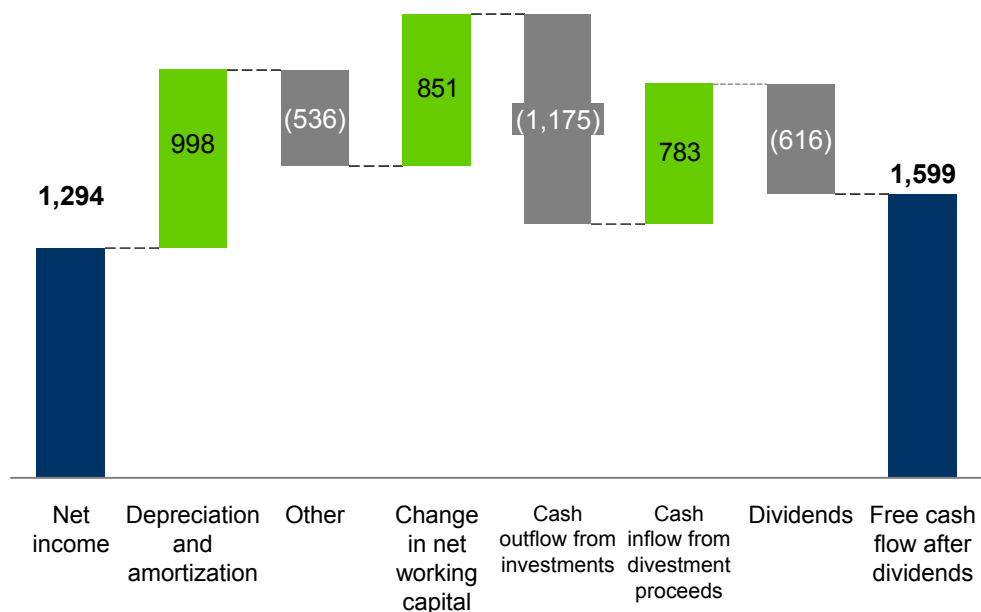
in EUR mn	Q2/13	Q2/12	Δ
<b>EBIT</b>	<b>667</b>	<b>621</b>	<b>7%</b>
Financial result	(109)	(26)	n.m.
Taxes	(216)	(236)	(9)%
Effective tax rate	39%	40%	(3)%
Net income	343	360	(5)%
Minorities and hybrid capital owners	(117)	(76)	54%
<b>Net income attributable to stockholders <sup>1</sup></b>	<b>226</b>	<b>283</b>	<b>(20)%</b>
EPS (in EUR)	0.69	0.87	(20)%
Clean EBIT	666	761	(12)%
<b>Clean CCS EBIT</b>	<b>733</b>	<b>865</b>	<b>(15)%</b>
<b>Clean CCS net income attributable to stockholders <sup>1</sup></b>	<b>321</b>	<b>455</b>	<b>(29)%</b>
Clean CCS EPS (in EUR)	0.99	1.39	(29)%

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

<sup>1</sup> After deducting net income attributable to hybrid capital owners and net income attributable to non-controlling interests.

# Cash flow

6m/13  
in EUR mn

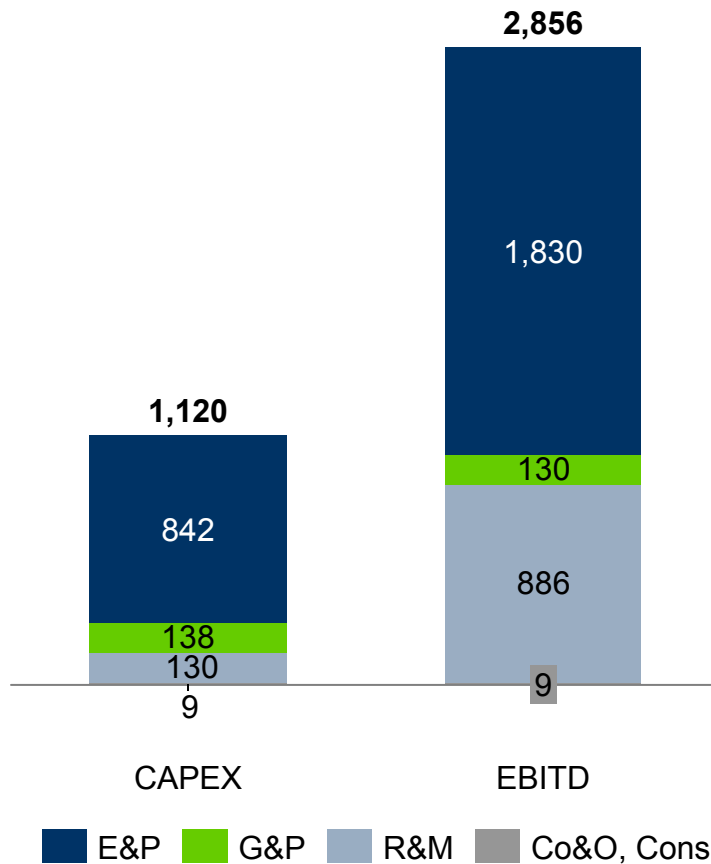


in EUR mn	6m/13	6m/12	△
Net income	1,294	986	31%
Depreciation and amortization	998	1,003	(0)%
Other	(536)	(324)	65%
Sources of funds	1,756	1,665	5%
Change in net working capital	851	130	n.m.
<b>Cash flow from operating activities</b>	<b>2,607</b>	<b>1,795</b>	<b>45%</b>
Cash flow used in investment activities	(392)	(987)	(60)%
<b>Free cash flow</b>	<b>2,216</b>	<b>808</b>	<b>174%</b>
<b>Free cash flow after dividends</b>	<b>1,599</b>	<b>194</b>	<b>n.m.</b>

- ▶ Excellent operating result, divestment proceeds and reduced net working capital lead to strong cash generation

# CAPEX and EBITD

6m/13  
in EUR mn

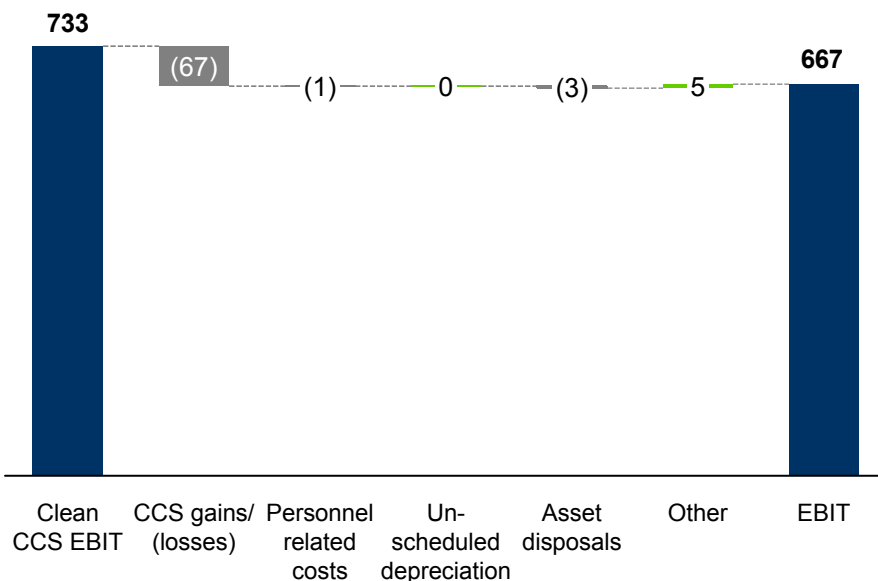


## Key investments in Q2/13

- ▶ Petrom drilling, workovers and redevelopments
- ▶ Field developments in Norway (Aasta Hansteen and Edvard Grieg)
- ▶ Schiehallion redevelopment in UK
  
- ▶ EBITD contains EUR 440 mn one-time result impact from completed sale of R&M's Austrian stockholding business in Q1/13

# Special items and CCS effect

**Q2/13**  
in EUR mn



in EUR mn	Q2/13	Q2/12
<b>Clean CCS EBIT</b>	<b>733</b>	<b>865</b>
CCS gains/(losses)	(67)	(104)
<b>Clean EBIT</b>	<b>666</b>	<b>761</b>
Personnel related costs	(1)	(23)
Unscheduled depreciation	0	(101)
Asset disposals	(3)	(0)
Other	5	(15)
<b>Total special items</b>	<b>1</b>	<b>(139)</b>
<b>EBIT</b>	<b>667</b>	<b>621</b>
Special item financial result:		
Write-off Nabucco assets	(55)	0

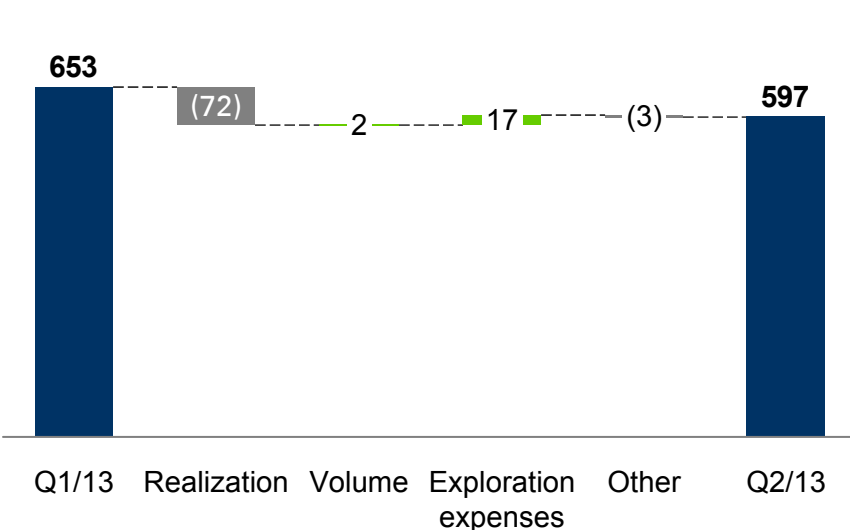
- ▶ Negative CCS effect in Q2/13 due to the decrease of crude prices
- ▶ No significant net special charges were recorded in the operational result
- ▶ Nabucco West project assets write-off: EUR 55 mn net special charges in financial result



# Exploration and Production Clean EBIT

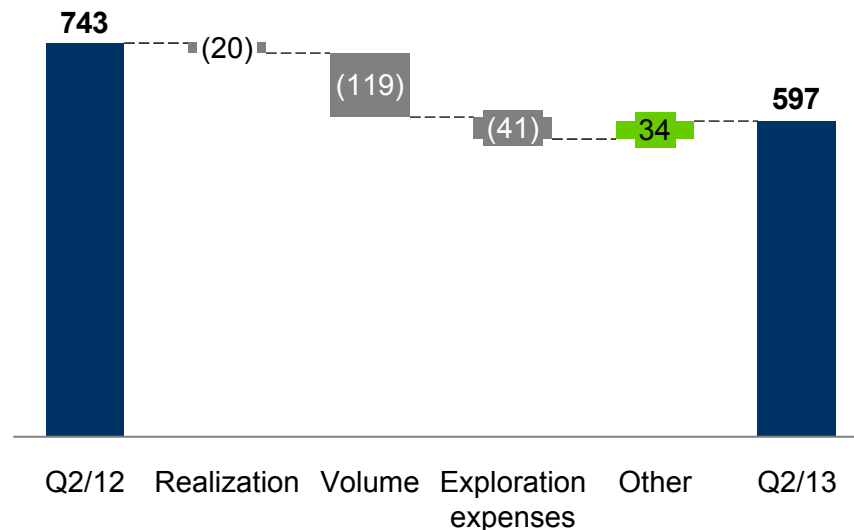
in EUR mn

Q2/13 vs. Q1/13



- ▶ Lower oil price
- ▶ Higher sales volumes in Tunisia, Austria partly offset by lower sales volumes in Kazakhstan, Libya and New Zealand
- ▶ Lower exploration expenses, mainly in Norway and Romania

Q2/13 vs. Q2/12

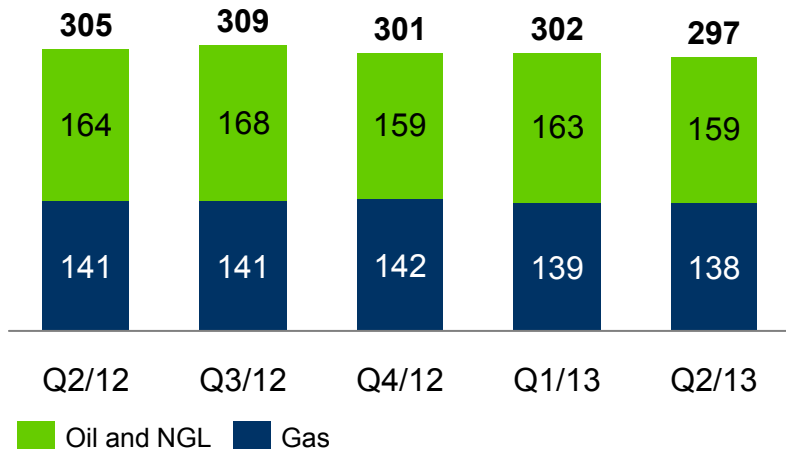


- ▶ Lower oil price and weaker USD vs. EUR, partly offset by no hedging and higher gas price
- ▶ Lower sales volumes in Libya, UK, New Zealand and Kazakhstan
- ▶ Higher exploration expenses in Tunisia, UK and Norway

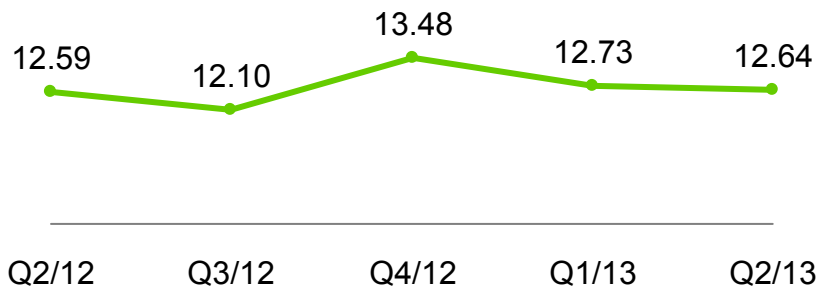
# Exploration and Production

## Key Performance Indicators

### Hydrocarbon production (1,000 boe/d)



### OPEX in USD/boe



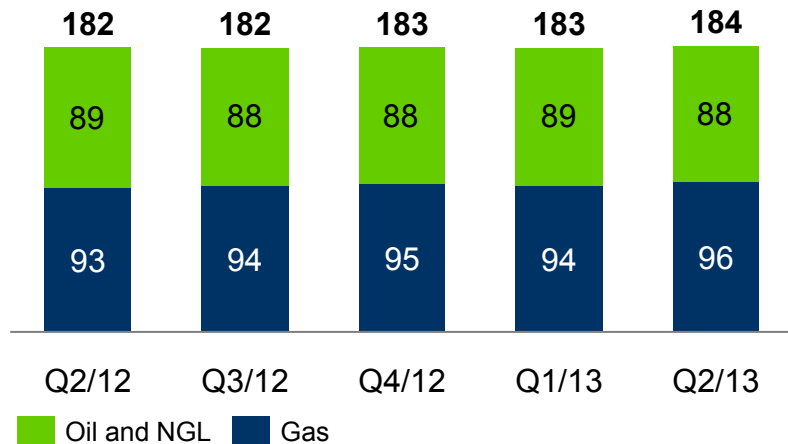
### Q2/13 vs. Q1/13

- ▶ Production down by 2%
  - ▶ Technical issues in Austria and Kazakhstan
  - ▶ Security problems and strikes in Libya
- ▶ Higher production in Romania and New Zealand
- ▶ Slightly lower production costs driven by Petrom

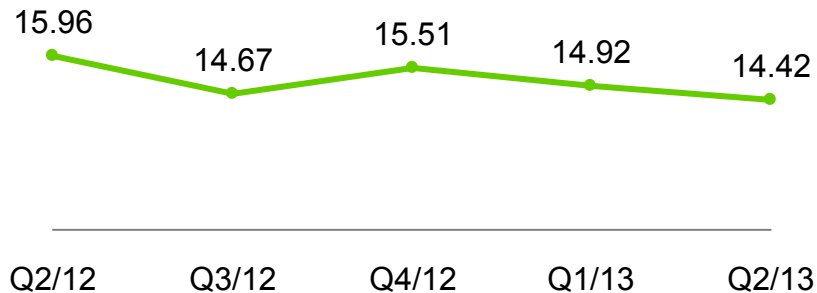
# Exploration and Production

## Petrom group

### Hydrocarbon production (1,000 boe/d)



### OPEX in USD/boe



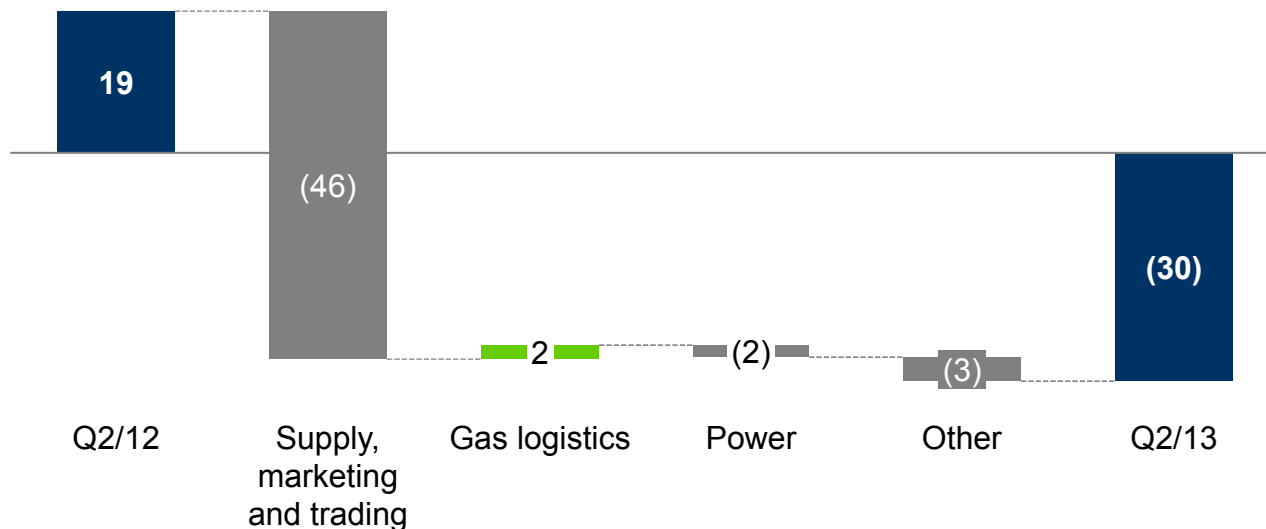
### Q2/13 vs. Q1/13

- ▶ Clean EBIT of EUR 297 mn down by 8%, mainly due to
  - ▶ lower oil price and oil sales
  - ▶ partly offset by lower exploration expenses and higher gas price
- ▶ Romanian production up by 2%; from 170.6 to 173.2 kboe/d
- ▶ Production costs decreased by 3% due to
  - ▶ increased production
  - ▶ stronger USD vs. RON FX rate

# Gas and Power Clean EBIT

in EUR mn

Q2/13 vs. Q2/12

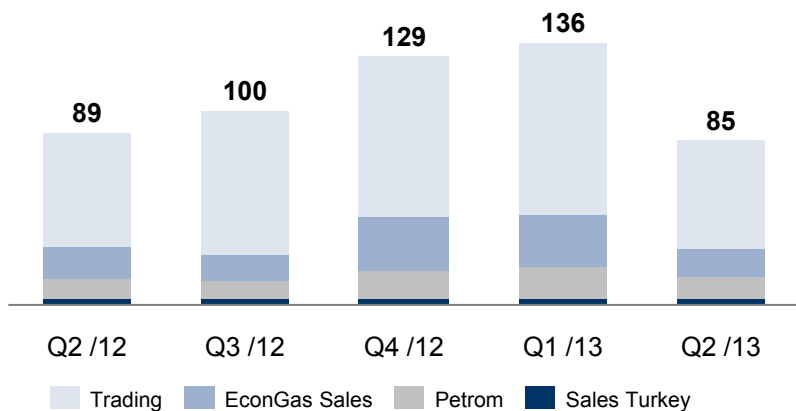


- ▶ Supply, marketing and trading: Negative EconGas performance and decrease of gas sales volume
- ▶ Gas logistics improved due to better cost position
- ▶ Power: Weak performance of Brazi mainly due to the planned one-month shutdown and low electricity prices

# Gas and Power

## Key Performance Indicators

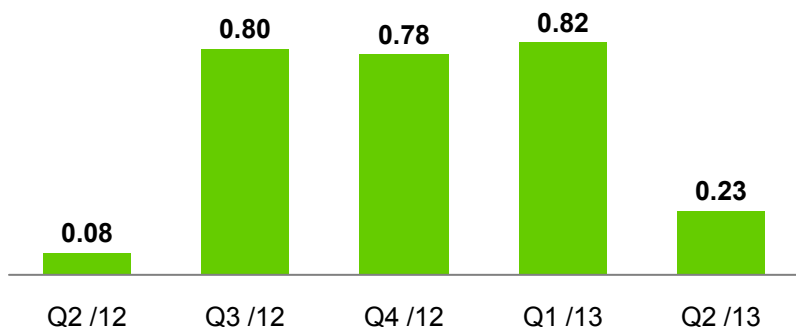
### Gas sales volumes in TWh



### Q2/13 vs. Q2/12

- ▶ Total gas sales volumes down by 5% driven by EconGas
- ▶ Petrom sales volumes increased by 3%
- ▶ Renegotiations with Gazprom and Statoil progressed
- ▶ Installation of gas treatment plant at power plant Brazi

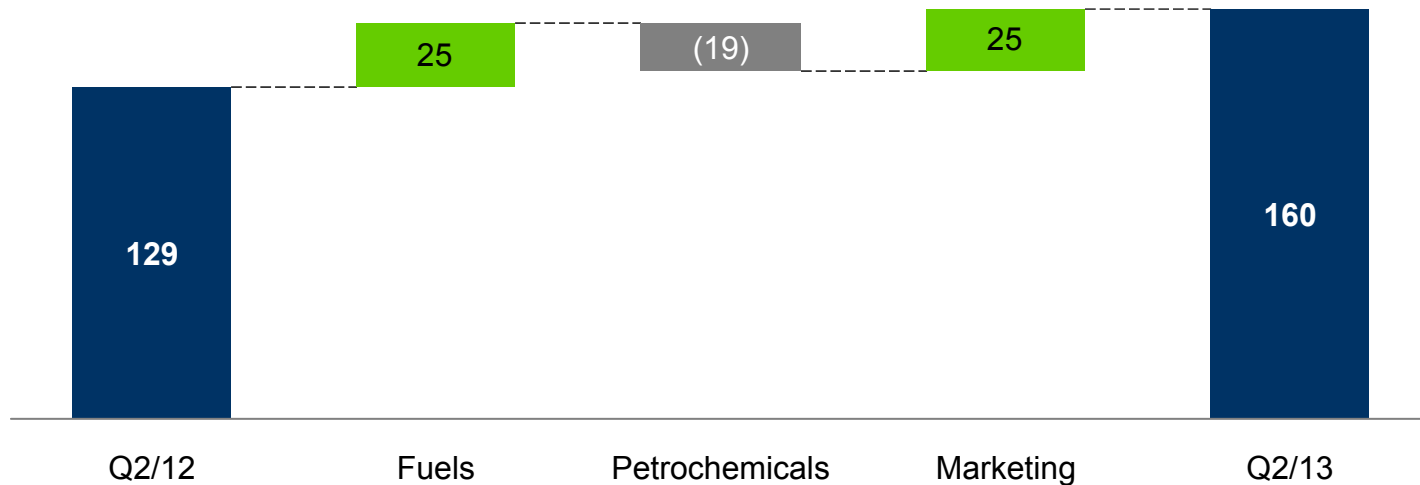
### Net electrical output in TWh



# Refining and Marketing Clean CCS EBIT

in EUR mn

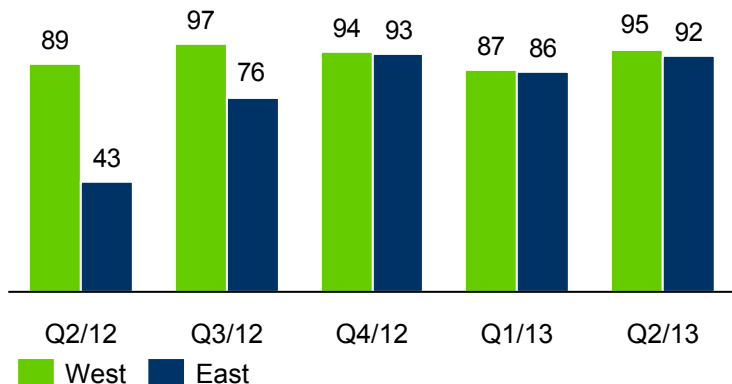
Q2/13 vs. Q2/12



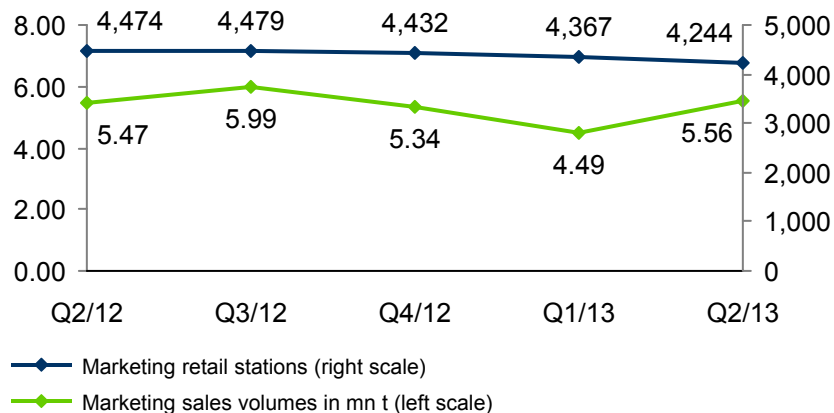
- ▶ Improved result in Petrom refining due to six-week shutdown in Q2/12 and lower costs
- ▶ Lower petrochemicals margins
- ▶ Improved marketing result due to better retail margins and lower costs

# Refining and Marketing Key Performance Indicators

## Refining utilization rate in %



## Marketing

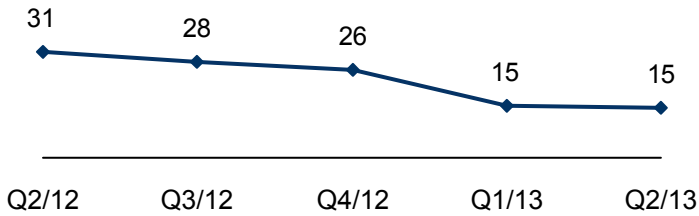


## Q2/13 vs. Q2/12

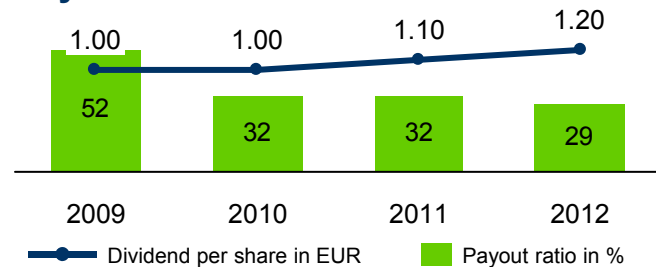
- ▶ Refining utilization at 94%, up by 18%
- ▶ Marketing sales volumes increased
- ▶ Marketing business in Croatia and Bosnia-Herzegovina divested
- ▶ Lubricants business divested
- ▶ Borealis result lower due to subdued market conditions for European polyolefins business

# Key financial indicators

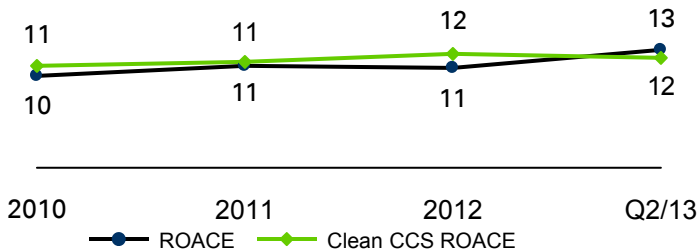
## Gearing ratio in %



## Payout ratio and DPS



## ROACE and Clean CCS ROACE in %



## Key financial principles

- ▶ Long-term gearing ratio target of  $\leq 30\%$
- ▶ 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



# Outlook 2013

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## Market environment

- ▶ Brent price: Above USD 100/bbl on average
- ▶ Gas market: More determined by hub prices
- ▶ Romania: Gas price liberalization in implementation
- ▶ Refining margins: Lower levels than in 2012

## Business outlook

- ▶ CAPEX: Around EUR 2.8 bn before acquisitions; ~70% in E&P
- ▶ Further deliver “energize OMV” program
- ▶ Production broadly similar to 2012
- ▶ Four high impact exploration wells planned in H2/13
- ▶ Focus on finalizing the gas supply contracts renegotiations
- ▶ Progress the Petrobrazi refinery modernization
- ▶ Continue the R&M divestment program

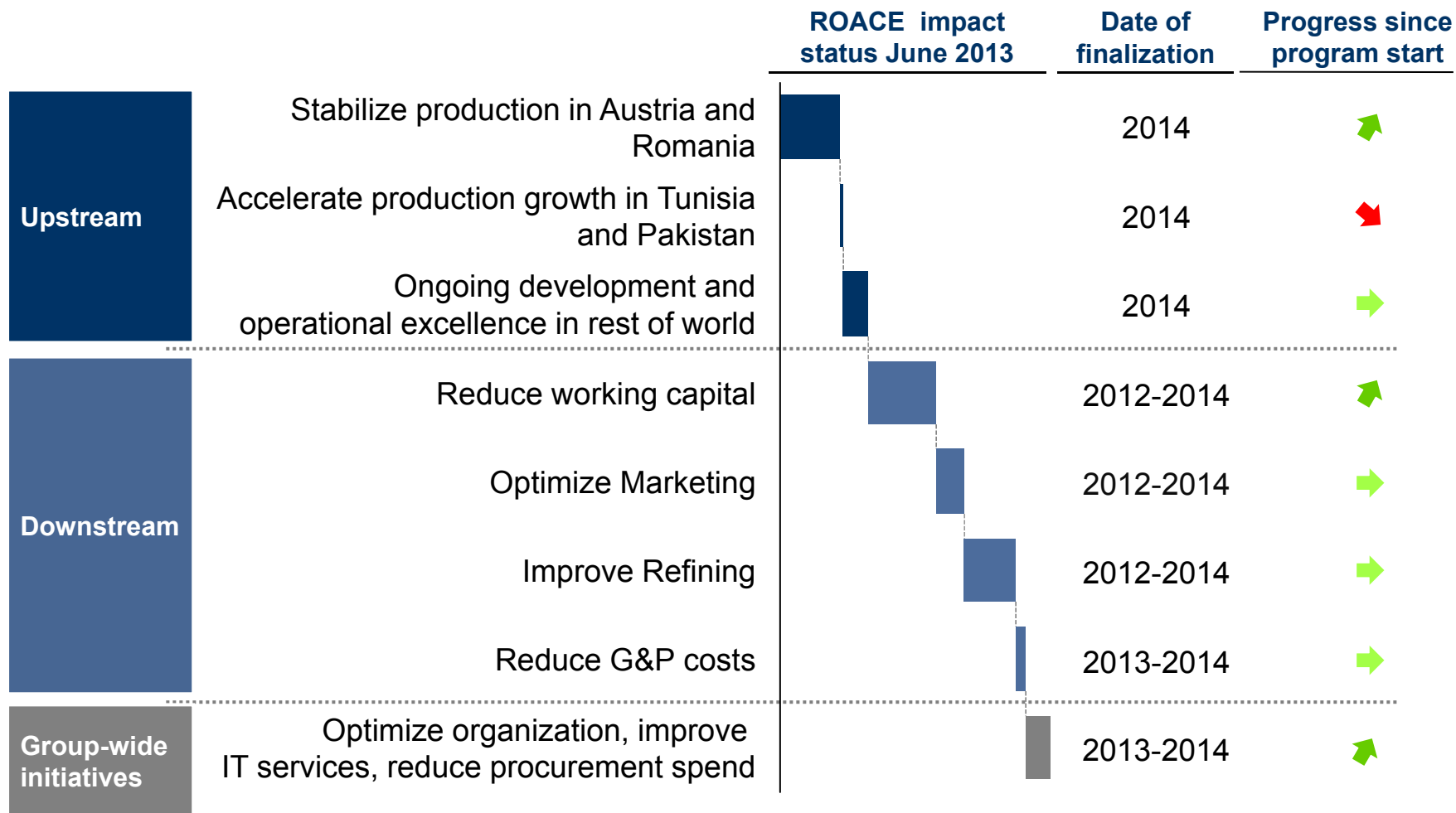
# energize OMV update

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



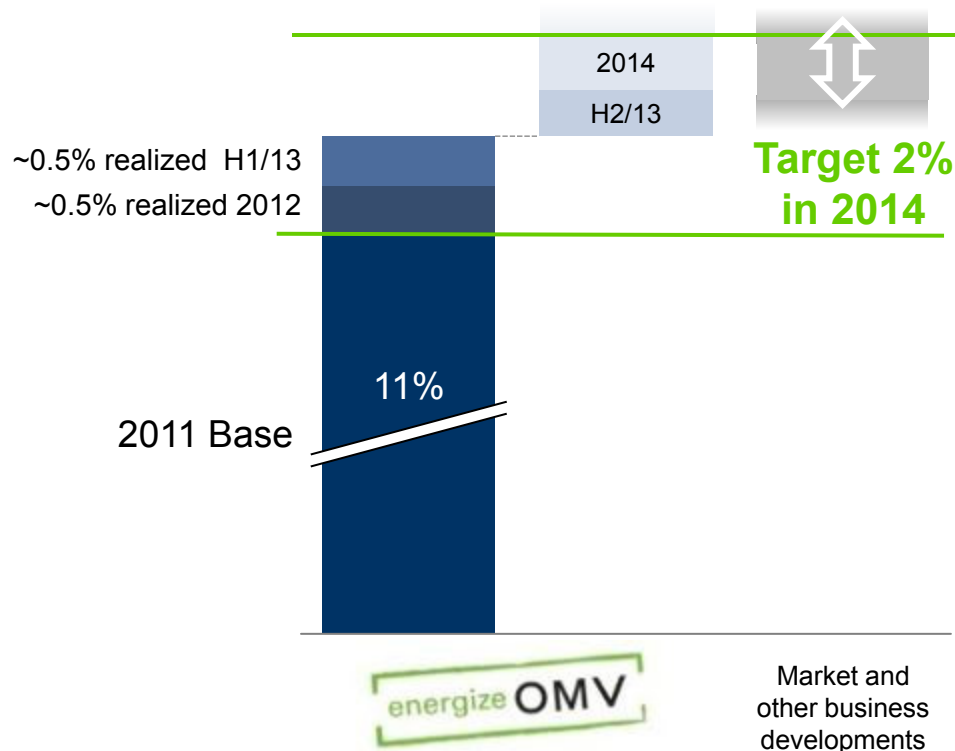
OMV Aktiengesellschaft

# energize OMV – 2% points ROACE increase in 2014 on track



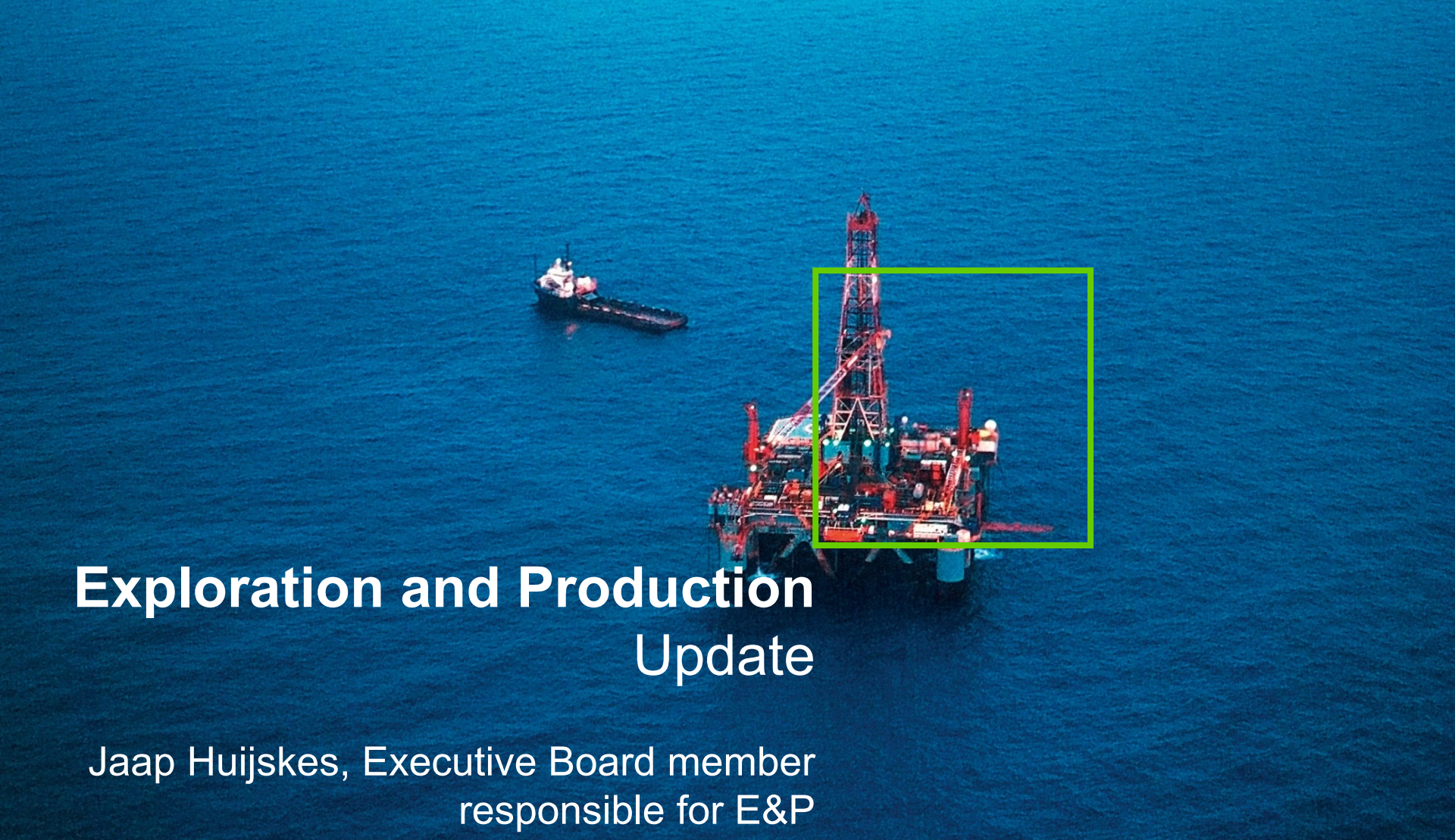
# Expected ROACE impact in 2014

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



## Achievements:

- ▶ Commingling successes growing: ~1,500 boe/d achieved by 6m/13 (~600 boe/d in 2012)
- ▶ Debottlenecking initiatives in E&P finalized (~2,000 boe/d freed up)
- ▶ Implemented working capital reduction EUR ~1,400 mn (EUR 690 mn in 2012)
- ▶ Refining yield and cost performance improved (EUR +55mn)
- ▶ Optimized Marketing through organization, operational improvements and pricing excellence (EUR +25 mn)
- ▶ G&P cost reduction (leaner centralized organization implemented)

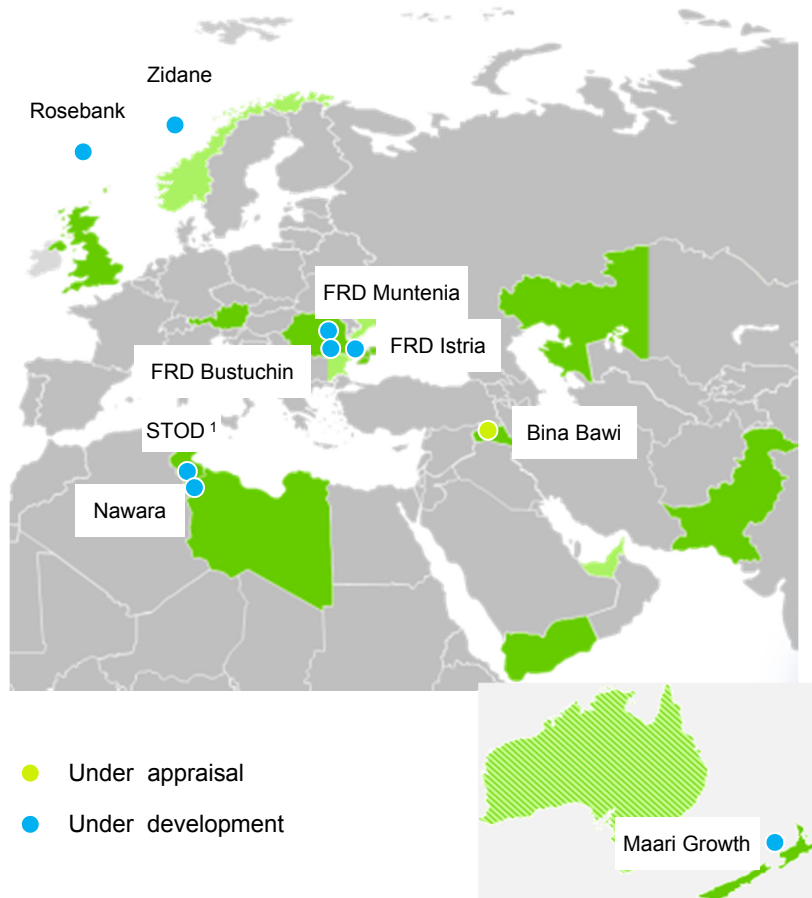


# Exploration and Production Update

Jaap Huijskes, Executive Board member  
responsible for E&P

OMV Aktiengesellschaft

# E&P project summary Q2/13



<sup>1</sup> South Tunisian Oil Development.

- ▶ Further strengthened project pipeline to ~1bn boe
- ▶ ~500 mn boe under appraisal
  - ▶ **New FRD projects established in Romania:** FRD Bustuchin, FRD Muntenia, FRD Istria
  - ▶ **Bina Bawi** (Kurdistan Region of Iraq) field development plan progressing, testing finished: limited oil volumes but significant gas potential, albeit sour gas
- ▶ ~470 mn boe under development
  - ▶ Projects **moved into development phase:** Zidane (Norway), STOD <sup>1</sup> (Tunisia), FRDs Romania and Austria
  - ▶ **Additional projects** established: Maari Growth (New Zealand)
  - ▶ **Updated FID's schedule:**
    - ▶ Nawara (Tunisia): Q4/13
    - ▶ Rosebank (UK): Q1/14

# 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
STOD <sup>1</sup>		Oil	2012	~4	~2	t.b.d.	50.0	OP
FRD Romania		Oil/Gas	2013-2015	~75	~17	~450	100.0 <sup>2</sup>	OP
Mehar		Gas/NGL	2013	~15	~5	~100	59.2	OP
Latif		Gas	2013	~9	~6	~35	~33.3	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 <sup>3</sup>	~10	~820 <sup>3</sup>	44.0	OP
Schiehallion		Oil	2016	~21	~6	~370	~5.9	NO
Edvard Grieg		Oil	2016	~38	~19	~640	20.0	NO
Nawara		Gas	2016 <sup>4</sup>	40-50	~10 <sup>4</sup>	n/a <sup>4</sup>	50.0	OP
Aasta Hansteen		Gas	2017	~43	~18	~760	15.0	NO
Zidane		Gas	2018	~20	~7	t.b.d.	20.0	NO
Rosebank		Oil	2018	50-60	~20	~1,500	20.0	NO

All figures net to OMV.

<sup>1</sup> South Tunisian Oil Development. <sup>2</sup> Via Petrom. <sup>3</sup> Including Phase 1 and 2 of the project. <sup>4</sup> Under revision until FID.

Peak production not adding up in the same year!

# Major projects under appraisal



Project	Country	Type primary	Production start year	Cumulative production mn boe	Working interest %	Operated
Bina Bawi		Oil/Gas	2013 <sup>1</sup>	t.b.d.	36.0	<b>OP</b>
FRD Romania		Oil/Gas	2014-2017	150-200	100.0 <sup>2</sup>	<b>OP</b>
FRD Austria		Oil/Gas	2015	~5	100.0	<b>OP</b>
WoS <sup>3</sup> / CNS <sup>4</sup>		Oil/Gas	2018-2020	~40-60	9.7-35.0	<b>OP</b> <b>NO</b>
Shuwaihat <sup>5</sup>		Gas/NGL	end of decade	t.b.d.	50.0 <sup>6</sup>	<b>NO</b>
Domino		Gas	end of decade	0.75-1.5 tcf	50.0 <sup>2</sup>	<b>NO</b>
Zola		Gas	end of decade	t.b.d.	20.0	<b>NO</b>

All figures net to OMV .

<sup>1</sup> Early production facilities.

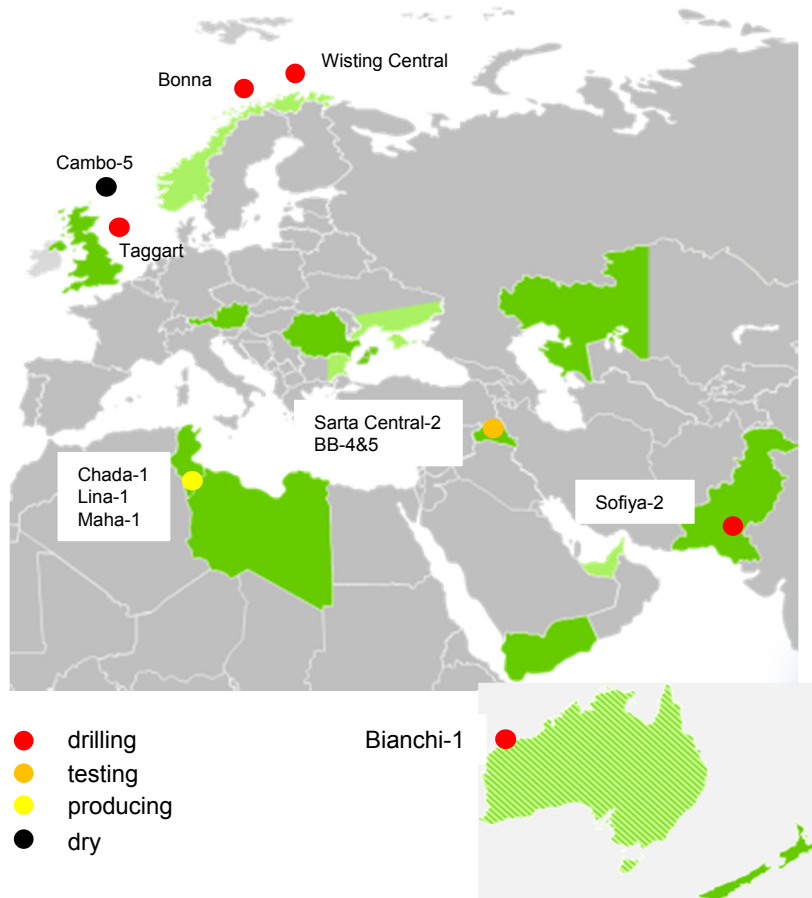
<sup>5</sup> Technical Evaluation Agreement.

<sup>2</sup> Via Petrom. <sup>3</sup> West of Shetland (Cambo, Tornado). <sup>6</sup> 50% of expected gross volumes in appraisal phase to OMV.

<sup>4</sup> Central North Sea (Jackdaw).



# Exploration summary Q2/13



## High impact drilling:

- ▶ **Norway:** Bonna-1 spud (July); Wisting (operated) spud (Aug.)
- ▶ **Australia:** Bianchi-1 appraisal well successful – discovered 112 m net gas pay
- ▶ **UK:** Cambo 5 – dry

## Further drilling:

- ▶ **Pakistan:** Sofiya-2 drilling
- ▶ **Tunisia (STOD <sup>1</sup>):** Chada-1 (drilled in Q1/13) on oil production; Lina-1 gas and condensate discovery; Maha-1 testing;
- ▶ **UK (CNS <sup>2</sup>):** Taggart exploration well, drilling
- ▶ **Kurdistan Region of Iraq:** Sartar Central-2 drilling; Appraisal wells Bina Bawi 4 and 5 testing finalized

## Seismic:

- ▶ **Neptun Deep (Romania):** ~6,000 km<sup>2</sup> 3D – completed
- ▶ **Han Asparuh block (Bulgaria):** ~7,700 km<sup>2</sup> 3D started

## Newly secured acreage:

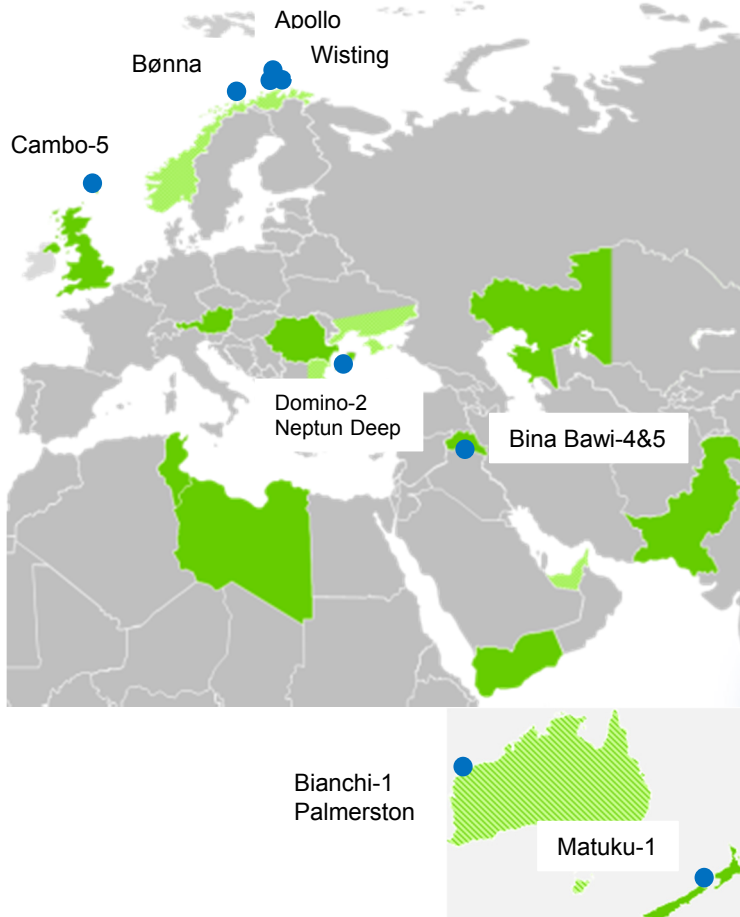
- ▶ Abu Dhabi upstream exploration agreement signed in June
- ▶ Six exploration licenses awarded in 22<sup>nd</sup> licensing round (Norway)

<sup>1</sup> South Tunisian Oil Development.

<sup>2</sup> Central North Sea.

# High impact wells <sup>1</sup> in 2013/14

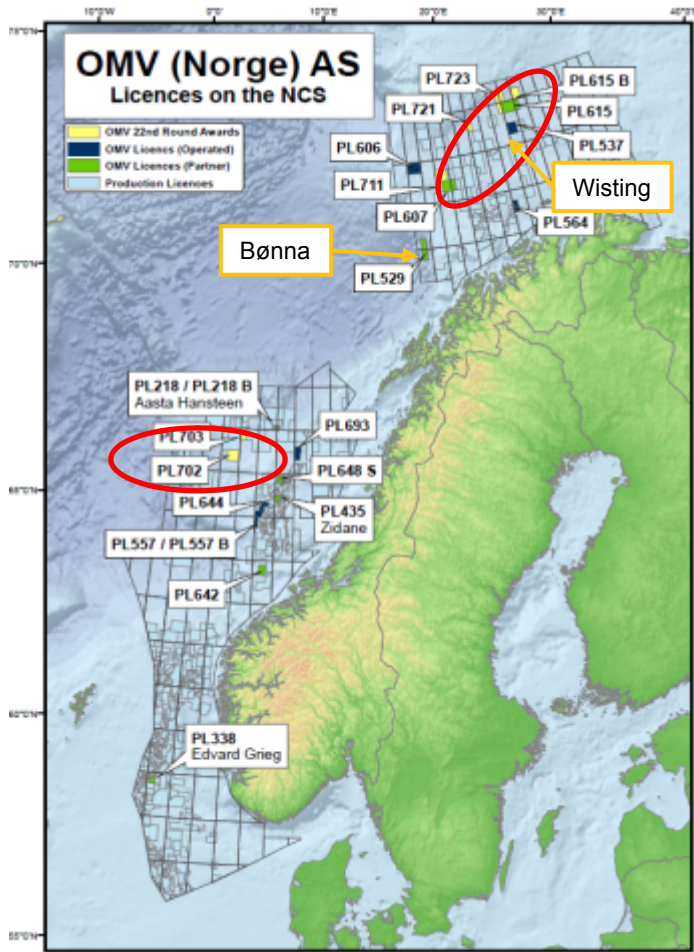
- Exploration and Production
- ▨ Exploration



Well	Country	Basin/Block	Type <sup>2</sup>	Spud date	Working interest	Operated
Bønna		Barents Sea	E	Drilling	20%	NO
Wisting Central		Barents Sea	E	Q3/13	25%	OP
Wisting Main		Barents Sea	E	Q3/13	25%	OP
Apollo		Barents Sea	E	2014	20%	NO
Bina Bawi-4		Zagros Fold Belt	A	Tested; under evaluation	36%	OP
Bina Bawi-5		Zagros Fold Belt	A	Tested; under evaluation	36%	OP
Domino-2		Black Sea	A	Late 2013 / early 2014	50% <sup>3</sup>	NO
Neptun Deep		Black Sea	E	Late 2013 / early 2014	50% <sup>3</sup>	NO
Bianchi-1		Carnarvon Basin	A	Q2/13 gas discovery	20%	NO
Palmerston-1		Carnarvon Basin	E	Q1/14	~33%	NO
Matuku-1		Taranaki Basin	E	Q3/13	65%	OP
Cambo-5		West of Shetland	A	Q2/13 dry	15%	NO


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

# OMV commitment to Norway growth rewarded with successful license award



- ▶ Norway is currently a **global exploration hot spot** <sup>2</sup>
- ▶ **6 new exploration licenses** in 22<sup>nd</sup> licensing round
  - ▶ 4 non-operated in the Barents Sea
  - ▶ 2 operated in the Norwegian Sea (Aasta Hansteen area)
  - ▶ Drill or drop options
- ▶ **+40%** <sup>1</sup> - total now **23 offshore licenses**
- ▶ **First place** for non-Norwegian companies; overall 2<sup>nd</sup> behind Statoil in 22<sup>nd</sup> licensing round
- ▶ Important driver for **future organic growth**

<sup>1</sup> In terms of no. licenses. <sup>2</sup> Norwegian Continental Shelf, Barents Sea.

 Area of new licenses

# Upstream – Key energize OMV achievements

## Stabilize production in Romania and Austria



- ▶ **Facilities debottlenecked**  
~1,100 boe/d freed up by installing one additional separator in Austria
- ▶ **First wells produced commingled**  
additional ~1,500 boe/d achieved by 6m/13 in Austria and Romania
- ▶ **Water injection increased**  
~17% increase of injected water in Romania by 6m/13
- ▶ **Reserves matured faster**  
5 projects passed FID in 6m/13;  
8 FRDs progressed;  
2 FRDs accelerated

## Accelerate production growth in Tunisia and Pakistan



- ▶ **Accelerate South Tunisia Oil Development**
  - ▶ Drilling campaign accelerated – 14 wells drilled to date
  - ▶ Results below expectations due to poor reservoir performance
- ▶ **Mehar (Pakistan)**  
Construction activities on track to come on stream in Q4/13
- ▶ **Latif (Pakistan)**  
Pipeline construction on track to deliver first gas in Q3/13

## Ongoing development and operational excellence in rest of world



- ▶ **Growing contribution of cost optimization**  
e.g. OPEX savings achieved in Kazakhstan in 6m/13 (EUR 6 mn)
- ▶ **Ensure delivery of ongoing developments**  
Maari (New Zealand) growth projects passed FID with plan for accelerated drilling campaign (2 drilling units) starting end 2013

FID: Final Investment Decision.  
FRD: Field redevelopment.

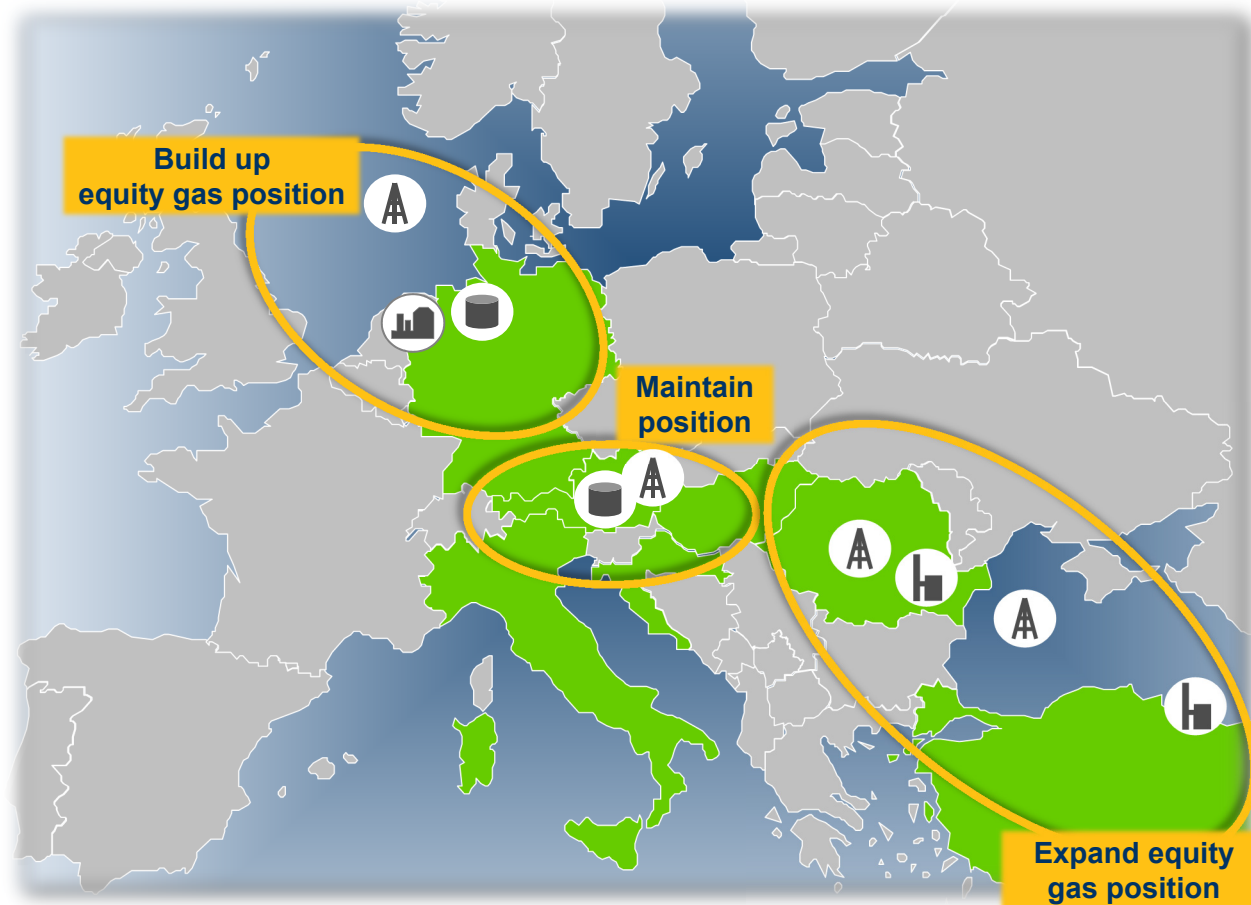
# Gas and Power update

Hans-Peter Floren, Executive Board  
member responsible for G&P



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# Integrated gas: Optimizing OMV's equity gas positions



- ▶ Short-term focus on **improving competitiveness**
- ▶ Build on **strong gas logistics and sales positions**
- ▶ Mid- and long-term focus on new **equity gas supply**

- Equity gas
- Storage
- Gas-fired power plant
- Gate LNG terminal

# 1.7 GW gas-fired power plants on stream



## Brazi CCPP (Romania)

- ▶ **860 MW** net capacity
- ▶ **Equity gas-fired**
- ▶ Investment:  
**EUR ~530 mn**

## Status

- ▶ Commercial operations since August 2012
- ▶ ~9% market share at full capacity
- ▶ Most modern and flexible power plant in Romania
- ▶ Two times higher efficiency than the sector average in Romania
- ▶ Flexibility: Fast start up and high ramp rate (20 MW/min for each GT)



## Samsun CCPP (Turkey)

- ▶ **870 MW** net capacity
- ▶ Equity gas  
**integration targeted**
- ▶ Investment:  
**EUR ~600 mn**

## Status

- ▶ Start of operations by end of June, 2013
- ▶ Net efficiency >58% → 17%-points higher than average Turkish thermal generation

# Refining and Marketing update

Manfred Leitner, Executive Board member  
responsible for R&M



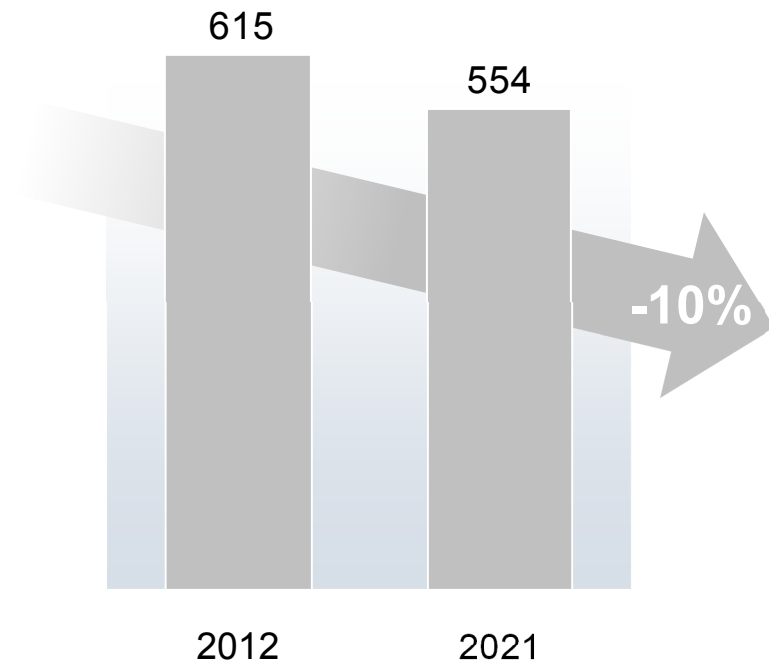
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# OMV downstream market grows despite European trend

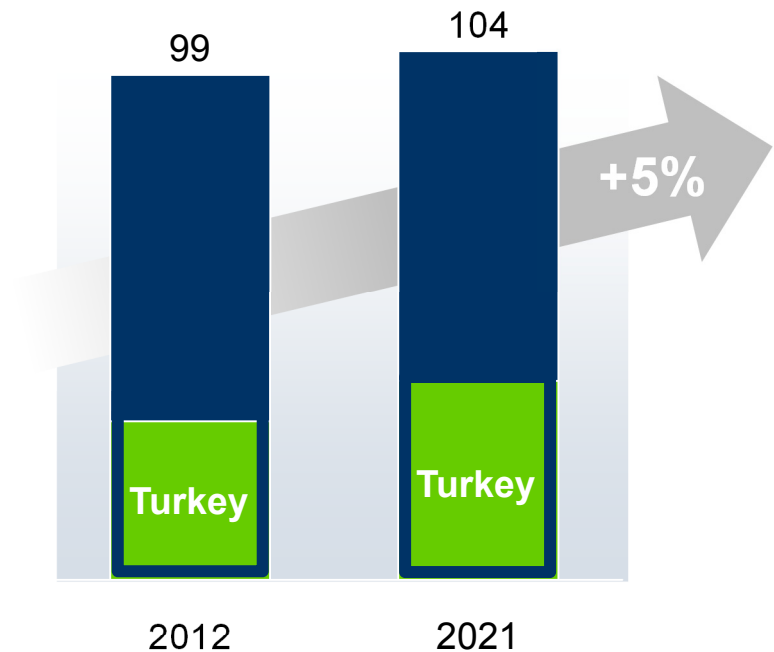
## EU-28 market <sup>1</sup>

In mn t



## OMV market <sup>1, 2</sup>

2012-21, mn t



<sup>1</sup> Oil market products: LPG, naphtha, gasoline, jet/kero, gasoil, fuel oil, other products.

<sup>2</sup> Austria, Germany, Czech Republic, Slovakia, Hungary, Romania, Slovenia, Moldova, Bulgaria, Serbia, Turkey.

Source: JBC Energy (April 2013), OMV analysis.

# Strong business integration and further increased asset utilization

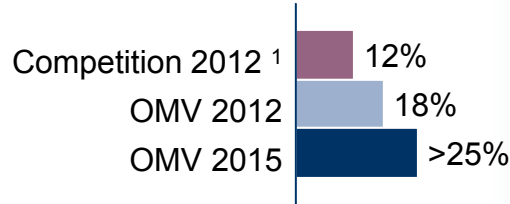


**E&P**



**Refining**

**Own crude oil % of refining capacity**

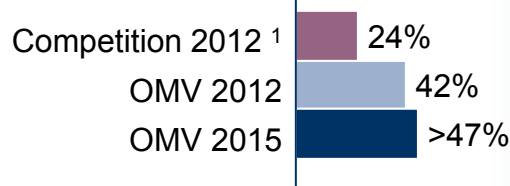


**Refining**

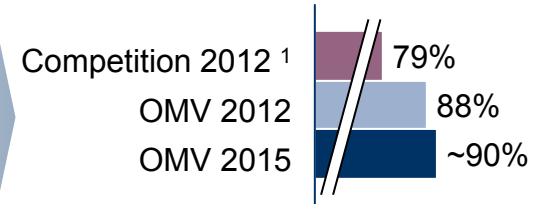


**Retail**

**Retail sales vol. % of refining capacity**



**Refinery utilization rate**

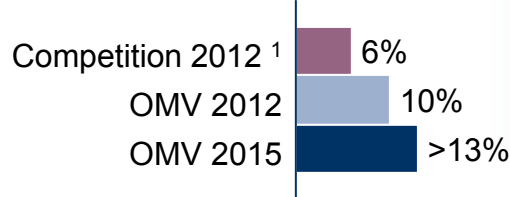


**Refining**



**Petrochemical**

**Petrochemicals sales vol. % of refining capacity**



<sup>1</sup> OMV's European competitors: BP Europe, ENI Europe, Exxon Europe, Lotos, MOL, Neste, NIS, Phillips 66 Europe, PKN, Orlen, Repsol Europe, Rompetrol, Shell Europe, Total Europe, Tupras.

Source: Annual reports, OMV analysis.

# Divestments of up to EUR 1 bn on track



Note: Monthly indication represents signing date.

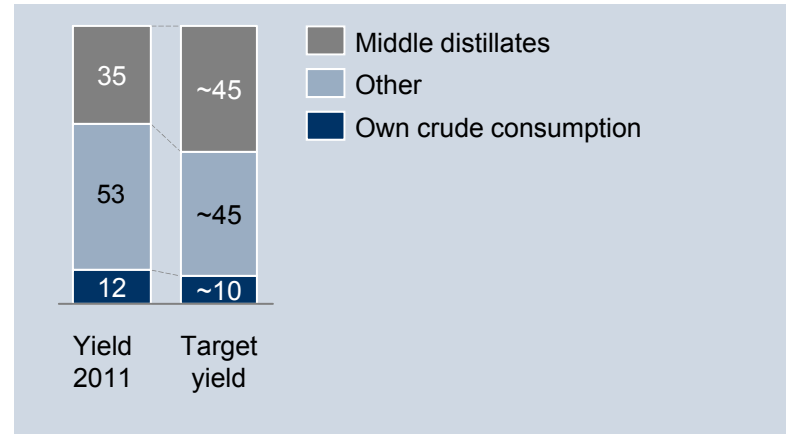
# Modernization of upstream integrated refinery Petrobrazili leads to significant yield improvements



Picture: Sleeper road inside refinery before/after removal of unused pipes and renewal



Picture: 52 inch transfer line change from 2x 24 inch; prior to CDU revamp



**Petrobrazili margin increase of ~5 USD/bbl<sup>1</sup> as of 2015 expected as a result of EUR ~600 mn CAPEX investment**

<sup>1</sup> Price set at 6m/11, OMV analysis.

# Strong contribution to energize OMV – R&M achievements

## Reduce working capital



- ▶ Sale of Austrian national stock holding business  
EUR ~190 mn
- ▶ Securitization EUR ~290 mn,  
Factoring EUR ~220 mn,  
Supplier Financing  
EUR ~175 mn
- ▶ Operational measures  
EUR ~280 mn

## Optimize marketing



- ▶ Operational excellence filling stations EUR ~5 mn
- ▶ Pricing excellence  
EUR ~15 mn
- ▶ Restructured organization  
EUR ~5 mn

## Improve refining

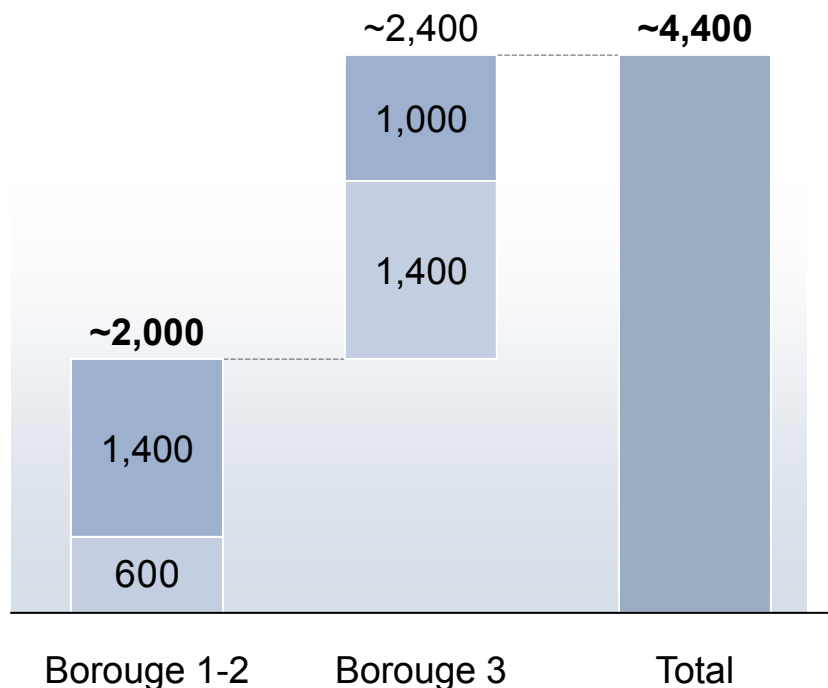


- ▶ Yield improvement  
EUR ~45 mn
- ▶ Better cost performance  
EUR ~10 mn

# Borealis contributes strongly to R&M results

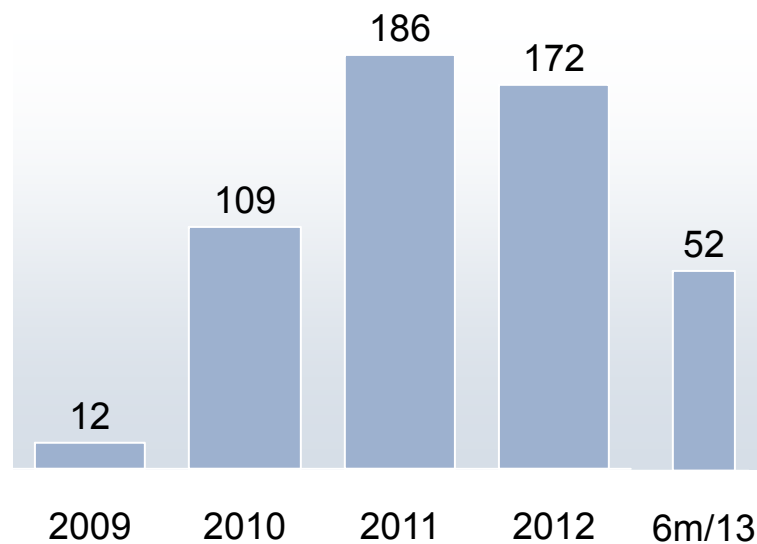
**Borouge <sup>1</sup> as capacity driver of Borealis, adding ~4.4 mn t per year until 2014**

kt p.a.      ■ Polypropylene   ■ Polyethylene



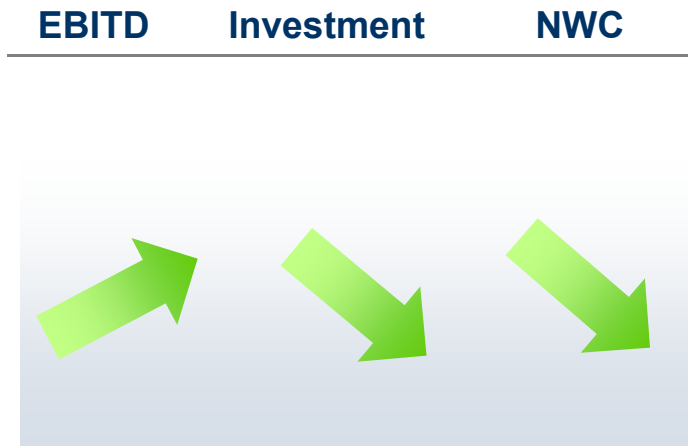
**Solid contribution to OMV's bottom line from Borealis (OMV share 36%)**

EUR mn



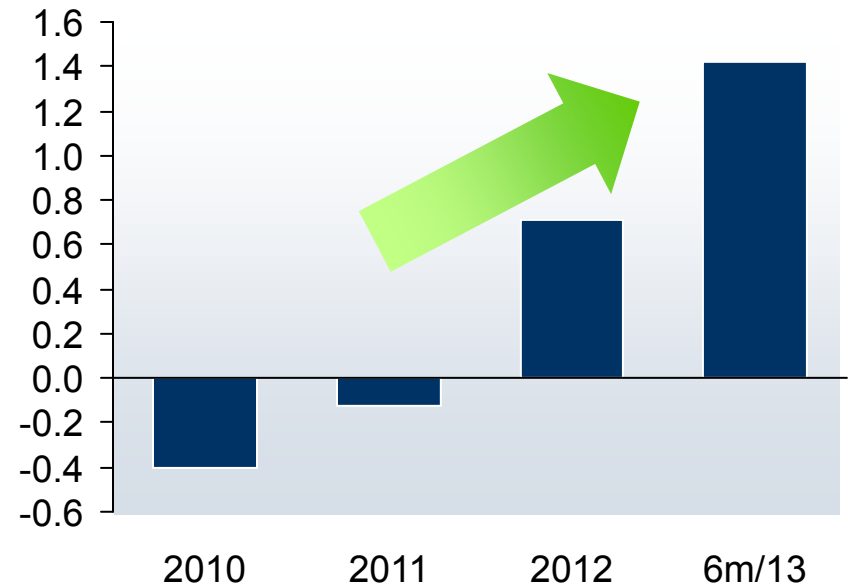
<sup>1</sup> Borouge, a joint venture between Abu Dhabi National Oil Company (ADNOC, 60%) and Borealis (40%), is a leading provider of chemicals and innovative plastics solutions for the infrastructure, automotive and advanced packaging markets.

# R&M's cash generation improved significantly and supports OMV's integrated business model



## Cash generation

bn EUR



# Conclusions

Gerhard Roiss, Chairman of the  
Executive Board and CEO



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# Strategy “Profitable Growth”: H2/13 steps



## E&P

- ▶ Deliver **key growth projects**; ~70% of CAPEX in E&P
  - ▶ Recommence drilling in the Black Sea
  - ▶ FID Nawara (Tunisia)
  - ▶ Production start Mehar and Latif (Pakistan)
  - ▶ 4 high impact exploration wells
- ▶ Continued **emphasis on exploration**



## G&P

- ▶ **Improve competitiveness**, e.g. by aiming to finalizing gas supply renegotiations



## R&M

- ▶ Progress **Petrobrazil modernization**
- ▶ Continue **R&M divestment program**

- ▶ **E&P pipeline growth** to deliver 350 kboe/d by 2016
- ▶ **Downstream optimization** on track
- ▶ **Excellent cash flow** secures financing of **E&P growth**

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