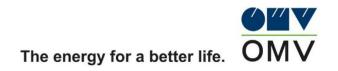
# OMV Conference Call

Rainer Seele Chairman of the Executive Board and CEO

November 9, 2018



OMV Aktiengesellschaft



#### **Disclaimer**

This report contains forward-looking statements. Forward-looking statements may be identified by the use of terms such as "outlook," "expect," "anticipate," "target," "estimate," "goal," "plan," "intend," "may," "objective," "will" and similar terms or by their context. These forward-looking statements are based on beliefs and assumptions currently held by and information currently available to OMV. By their nature, forward-looking statements are subject to risks and uncertainties, both known and unknown, because they relate to events and depend on circumstances that will or may occur in the future and are outside the control of OMV. Consequently, the actual results may differ materially from those expressed or implied by the forward-looking statements. Therefore, recipients of this report are cautioned not to place undue reliance on these forward-looking statements.

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#### **OMV expands its Australasia footprint**

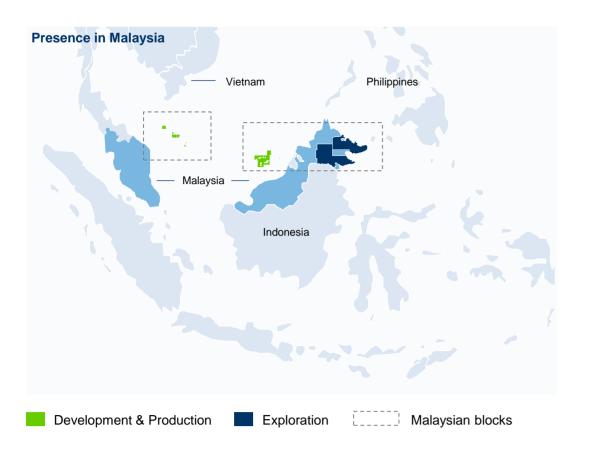


- OMV acquires 50% of Sapura Upstream
- Major independent Malaysian oil and gas company, part of the Sapura Energy Group
- Purchase price of USD 540 mn
  - Additional contingency payment of up to USD 85 mn
- Sapura Upstream total debt position of USD 350 mn (100%), at closing
- Total cumulative production estimated at around 260 mn boe<sup>1</sup> (100%)
- OMV establishes Australasia as new core region
- Closing expected in Q1 2019

<sup>1</sup> Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements



# **Sapura Upstream overview**



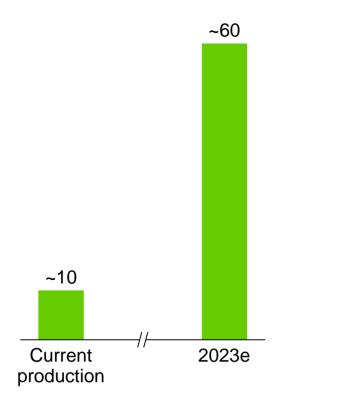
- Production and development assets are located in shallow waters, offshore Malaysia
- Five oil fields and one gas field producing
- Current production at ~10 kboe/d<sup>1</sup>, mostly liquids
- High-upside potential from the operated gas development projects in Sarawak basin: SK408 and SK310-B14
- Significant remaining exploration growth potential

<sup>1</sup> Entitlement production, gross figure representing 100% of Sapura Upstream which OMV intends to fully consolidated in its statements



# **Near-term production growth and low CAPEX**

Sapura Upstream production <sup>1</sup> Kboe/d



- Near-term production growth
- Plateau production of ~60 kboe/d<sup>1,2</sup> (100%)
- Production split: ~90% gas and ~10% oil
- Majority of gas is transported to Bintulu LNG complex, operated by Petronas; LNG exported to Asian markets
- Oil production quality similar to Tapis, sold at Brent price plus premium
- Total CAPEX <sup>2</sup> required for the first 5 years: EUR ~0.5 bn (100%)

<sup>1</sup> Entitlement production; <sup>2</sup> Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements



# **Strategic rationale**

| Access to a growing market                                 | <ul> <li>Gas demand expected to increase by 50% in Asia Pacific until 2030</li> <li>OMV capitalizes on the increase of LNG demand and growing Asian markets</li> <li>Australasia becomes a new core region</li> </ul> |
|--|---|
| Adding 260 mn <sup>1</sup><br>boe cumulative<br>production | <ul> <li>Immediately increases OMV's reserve and resources base</li> <li>Upside potential from exploration blocks</li> </ul>  |
| Significant near-<br>term increase in<br>production        | <ul> <li>Plateau production of ~60 kboe/d (100%) expected by 2023</li> <li>Total CAPEX <sup>1</sup> of EUR 0.5 bn in the first 5 years (100%)</li> </ul>  |
| Free cash flow<br>accretive                                | <ul> <li>Transaction expected to be free cash flow positive in 2020</li> <li>Production cost in line with OMV's target</li> </ul>   |

<sup>1</sup> Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements



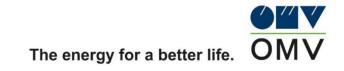
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# BACKUP

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# **Sapura Upstream: blocks overview**



<sup>1</sup> Exploration Blocks SB332 and SB331 are not part of this transaction



# **Summary of Sapura Upstream Assets**

| Producing<br>assets | Malay Basin, Block   | Туре    | Production<br>start | Working<br>interest | Partner                 | Operated      |  |
|---------------------|----------------------|---------|---------------------|---------------------|-------------------------|---------------|--|
|                     |                      | primary | year                | %                   |                         |               |  |
|                     | PM318                | Oil     | 2008                | 50                  | PETRONAS<br>Carigali    | by Petronas   |  |
|                     | PM323                | Oil     | 2008                | 60                  | PETRONAS<br>Carigali    | by Sapura     |  |
|                     | РМ329                | Oil     | 2011                | 70                  | PETRONAS<br>Carigali    | by Sapura     |  |
|                     | AAKBNLP              | Oil     | 2004                | 50                  | PETRONAS<br>Carigali    | by Petronas   |  |
|                     | SK310-B15            | Gas     | 2018                | 30                  | Petronas,<br>Mitsubishi | by Sapura     |  |
|                     |                      |         |                     |                     |                         |               |  |
| Development         |                      |         |                     |                     |                         |               |  |
| assets              |                      | _       | Production          | Working             |                         |               |  |
| d55615              | Sarawak Basin, Block | Туре    | start               | interest            | Partner                 | Operated      |  |
|                     |                      | primary | year                | %                   |                         |               |  |
|                     |                      | -       | 2020 Phase I;       | 10                  | PETRONAS,               | by Sapura and |  |
|                     | SK408                | Gas     | 2023 Phase II       | 40                  | Shell                   | Shell         |  |
|                     | SK310-B14            | Gas     |                     | 30                  | Petronas,               |               |  |

Exploration assets: New Zealand Taranaki Basin, Mexico Sureste basin (Block 30)<sup>1</sup>

<sup>1</sup> Exploration Blocks SB332 and SB331 are not part of this transaction

