OMV Q2/19 Conference Call

Rainer Seele
Chairman of the
Executive Board and CEO

July 31, 2019

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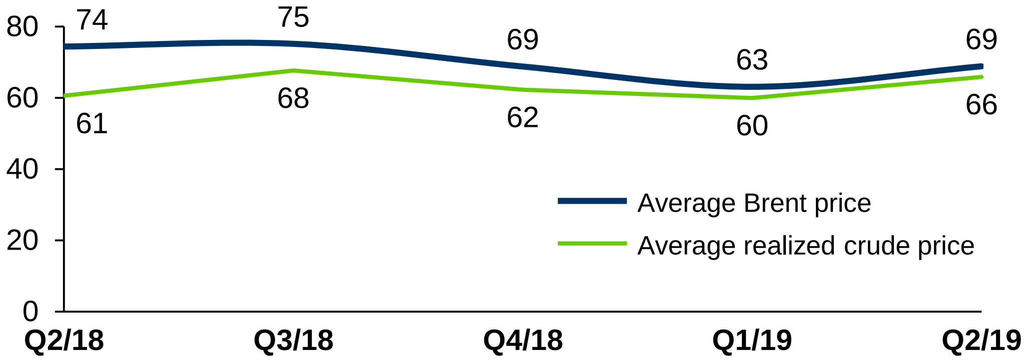
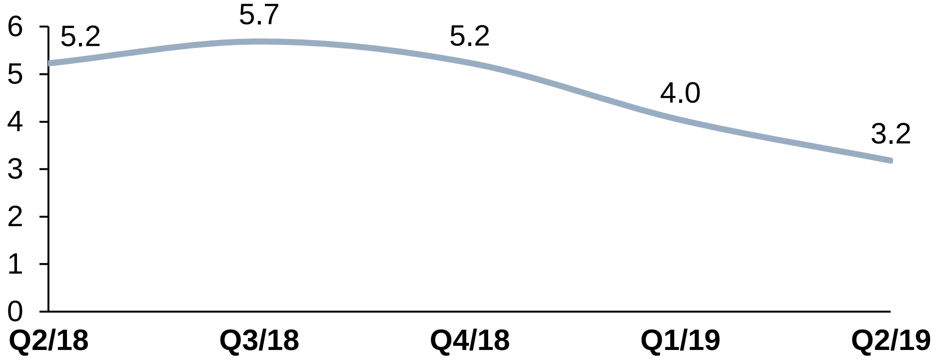
OMV

Macro environment – Improved oil prices and petrochemical margins offset by weak gas prices and refining margin

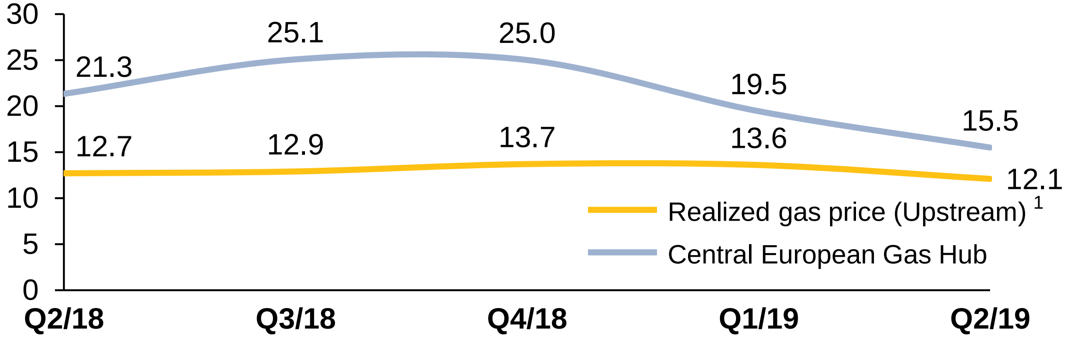
Oil prices
USD/bbl



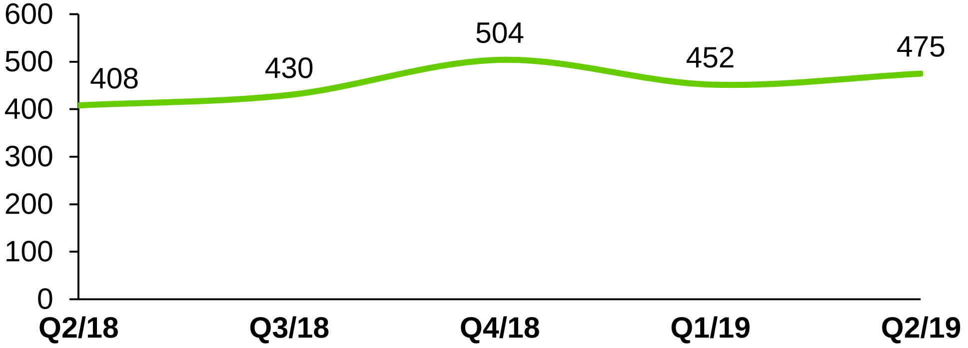
OMV indicator refining margin
USD/bbl



Gas prices
EUR/MWh



Ethylene/propylene net margin [2]
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

Key messages Q2 2019

FINANCIAL PERFORMANCE

Strong earnings of **> EUR 1 bn** (**+44% y-o-y**) in a challenging market environment

Sharp increase in clean CCS Net Income attributable to stockholders (**+88% y-o-y**)

Strong quarterly cash flow from operating activities[1] of **> EUR 1 bn**

[1] excluding net working capital effects

STRONG OPERATIONS

Record quarterly production of **490 kboe/d**

Production cost at **USD 6.9/boe**

Refinery **utilization rate of 96%**

DELIVERING THE STRATEGY

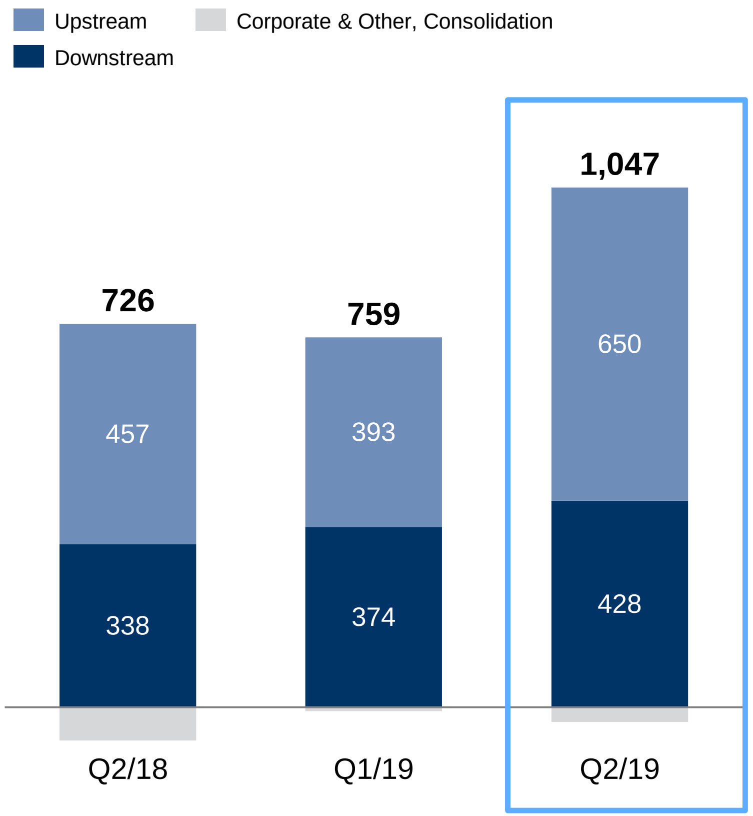
Agreed purchase price with Gazprom for 24.98% interest in the Achimov 4A/5A

Signed MoU with **Gazprom for LNG opportunities**

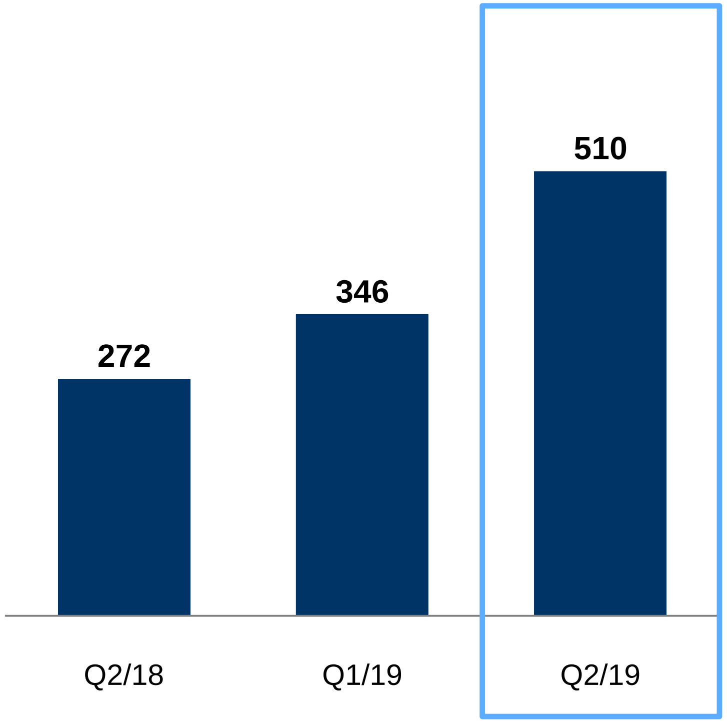
Signed MoU with Verbund to further intensify cooperation

Clean CCS Operating Result rose substantially, supported by higher realized oil prices and a strong operational performance

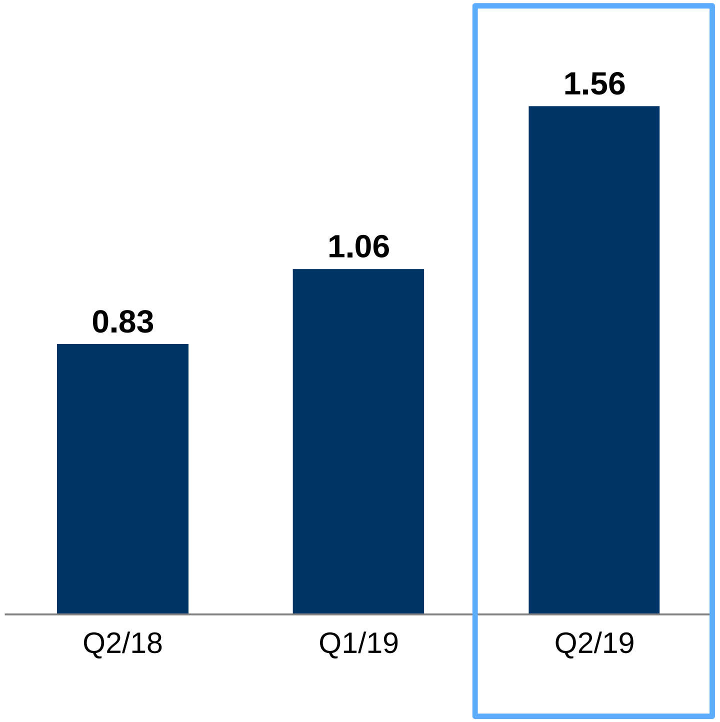
Clean CCS Operating Result
EUR mn



Clean CCS Net Income attributable to stockholders
EUR mn

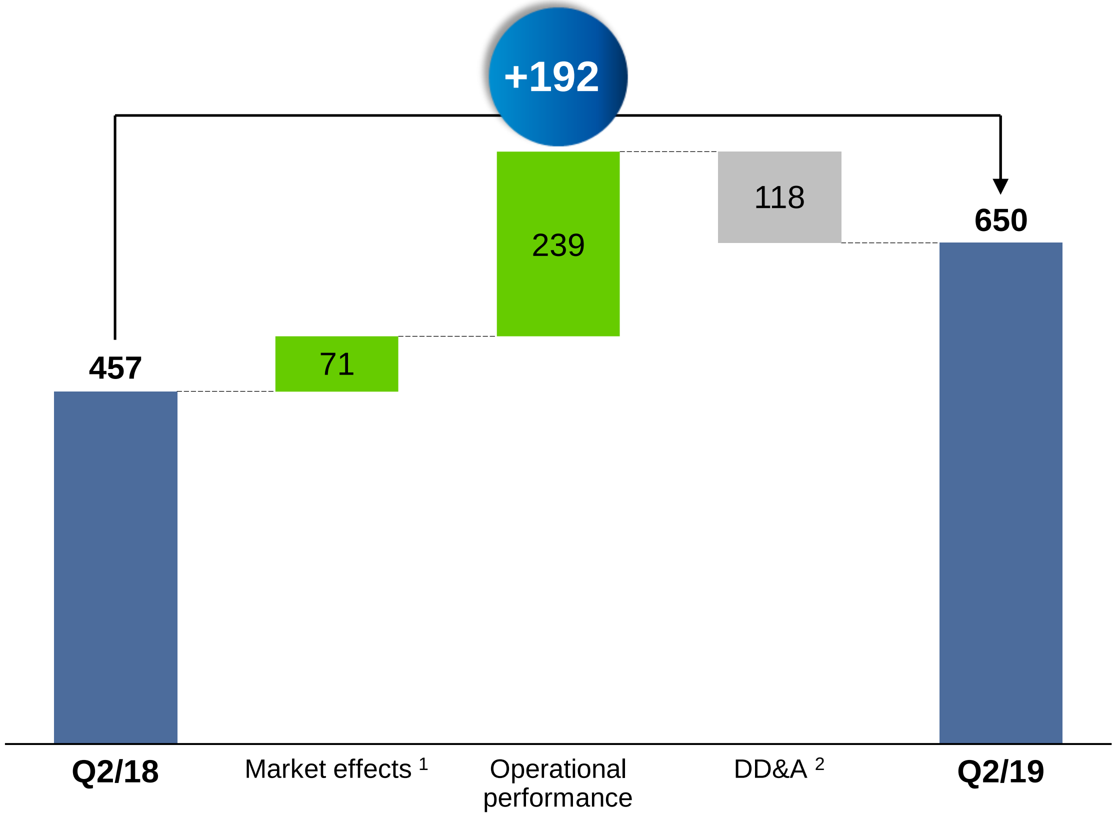


Clean CCS Earnings Per Share
EUR



Upstream – Higher sales volumes and realized oil prices, partially offset by weaker gas prices

Clean Operating Result
EUR mn



[1] Market effects defined as oil and gas prices, foreign exchange impact, price effect on royalties and hedging, selling and distribution costs in Russia
[2] Depreciation, Depletion and Amortization

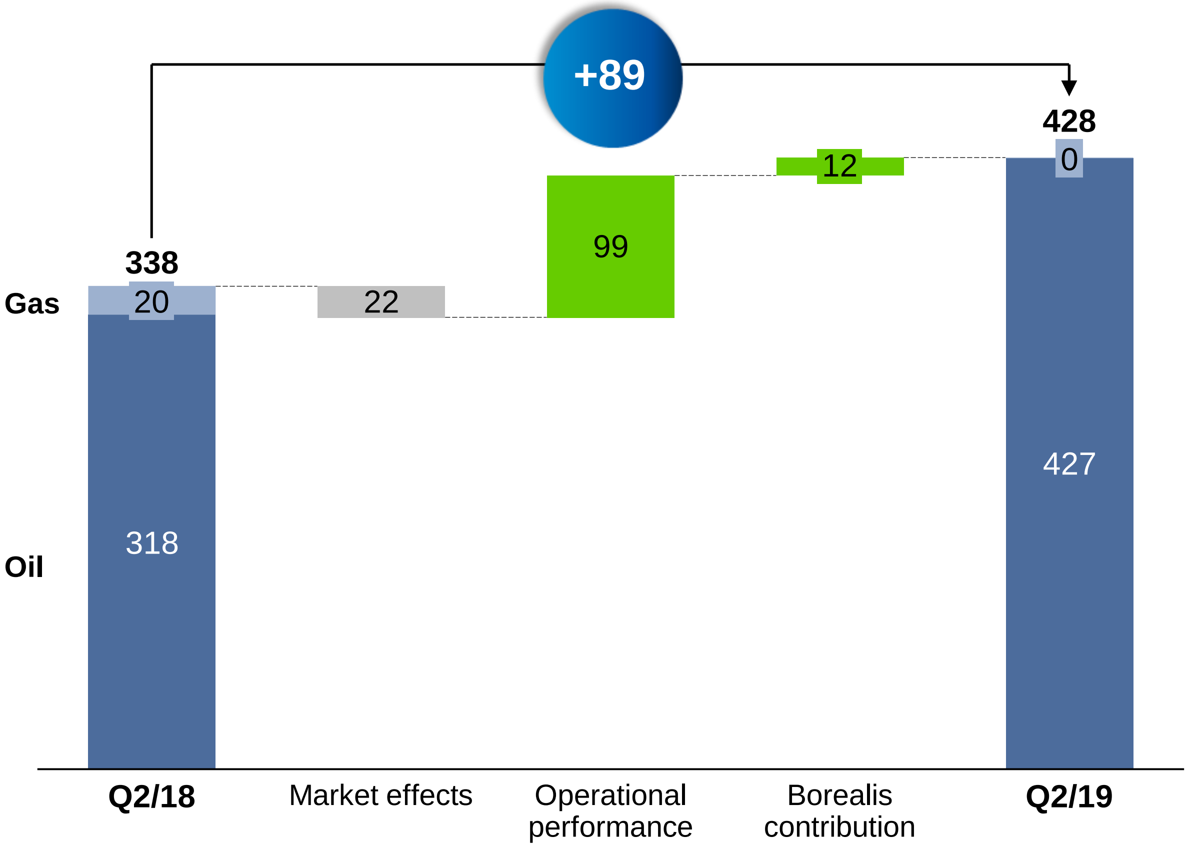
Q2/19 vs. Q2/18

- Realized oil price increased by 9%
- Realized gas price decreased by 5%
- Positive FX impact due to stronger EUR/USD
- Production of 490 kboe/d (up by +70 kboe/d):
  - New Zealand (+30 kboe/d) due to Shell's assets acquisition
  - UAE (+22 kboe/d) following Umm Lulu/Sarb acquisition
  - Malaysia (+15 kboe/d) following SapuraOMV acquisition
  - Norway (+12 kboe/d) mainly due to Aasta Hansteen
  - Libya (+7 kboe/d)
  - Romania (-8 kboe/d) due natural decline and divestment of marginal fields
  - Pakistan (-7 kboe/d) following divestment
- 8 mn boe in sales volumes due to higher production and additional liftings in Libya and Yemen
- Production costs reduced to USD 6.9/boe (-9%)
- Higher depreciation mainly due to acquisitions

Downstream – Solid operational performance and improved earnings, despite lower refining margin and gas negative effects

Clean CCS Operating Result

EUR mn



[1] Market effects defined as refining indicator margin and petrochemical margins

Q2/19 vs. Q2/18

Oil

- Weaker market environment
  - Refining indicator margin at USD 3.2/bbl (-39%)
  - Higher ethylene/propylene net margins (+16%)
- Strong operational performance
  - Refineries utilization rate at 96% vs. 77% in Q2/18
  - Higher total refined product sales
  - Positive effect from the Druzhba pipeline issue and a refinery outage in southern Germany
  - Better retail business due to good fuel margins, higher sales and higher NOB contribution
- Higher contribution from Borealis mainly following a positive impact from the settlement of tax cases in Finland

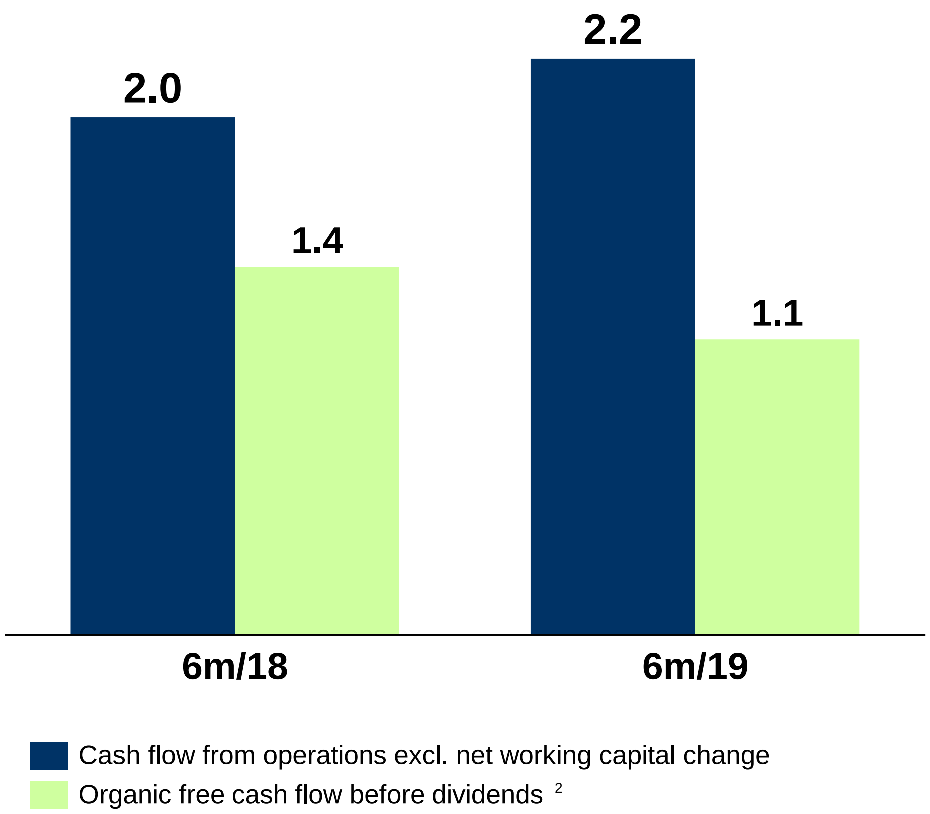
Gas

- Negative storage effects; to be reversed upon withdrawals in the next winter season
- Higher logistics earnings

Increase of cash flow from operating activities excluding net working capital effects to EUR 2.2 bn in H1 2019

Organic cash flow 6m/19

EUR bn



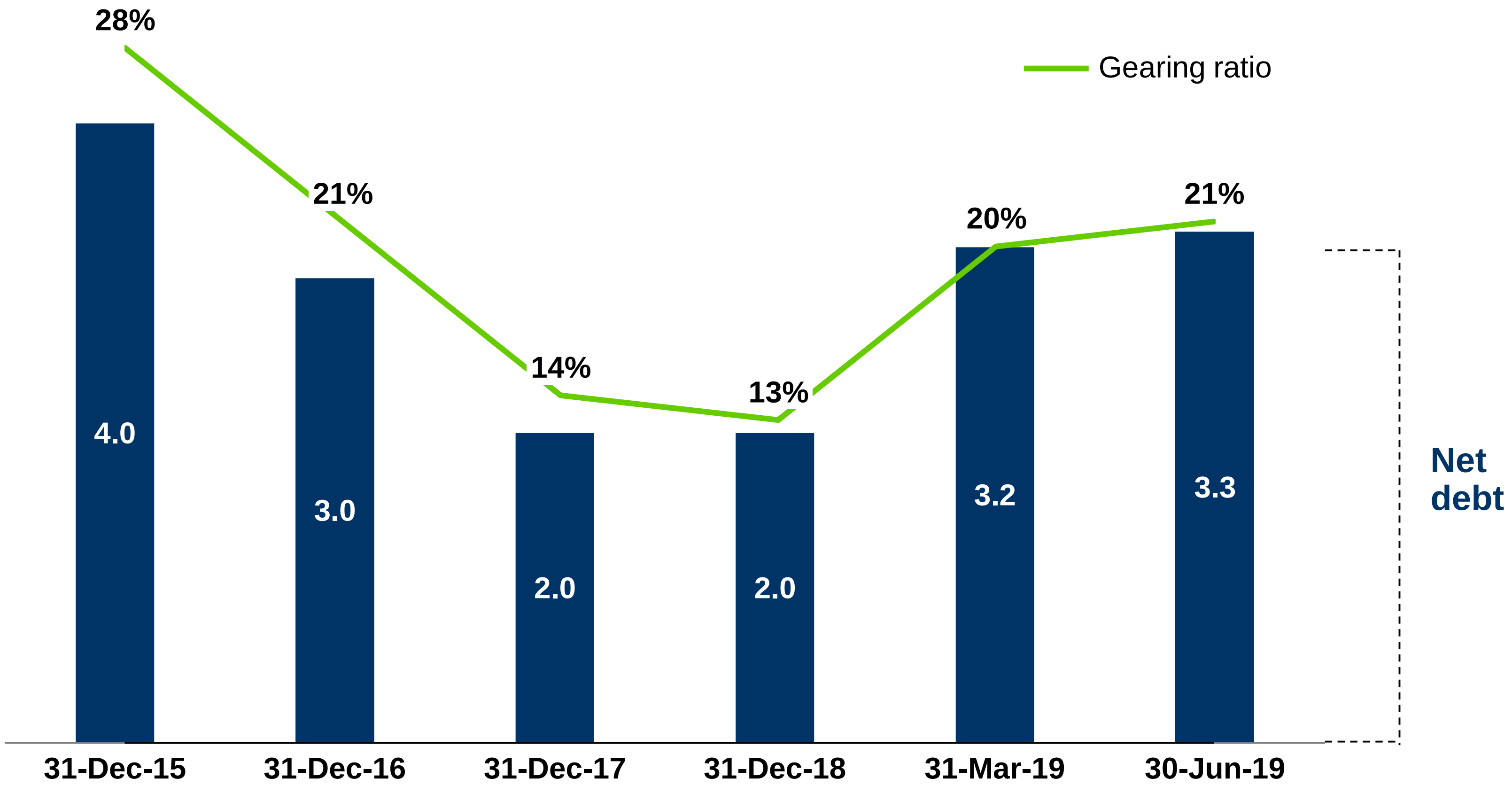
Cash flows 6m/19 vs 6m/18

- Increase in cash flow from operating activities excl. net working capital effects of EUR 228 mn
- EUR (536) mn net working capital effects vs 6m/18
- Almost flat organic cash flow from investing activities [1] at EUR (855) mn (6m/18: EUR (883) mn)
- Lower organic free cash flow before dividends due to substantial negative net working capital effects
- Payment of dividends of EUR 772 mn (6m/18: EUR 693 mn), thereof:
  - OMV stockholders: EUR 572 mn (6m/18: EUR 490 mn)
  - OMV Petrom minorities: EUR 154 mn (6m/18: EUR 117 mn)
  - Gas Connect Austria minority: EUR 29 mn (6m/18: EUR 39 mn)
  - Hybrid owners: EUR 14 mn (6m/18: EUR 45 mn)
- Inorganic cash flow from investing activities of EUR (551) mn

[1] Organic cash flow from investing activities is Cash flow from investing activities excluding divestments and material inorganic cash flow components (e.g. acquisitions)
[2] Organic free cash flow before dividends is Cash flow from operating activities less Organic cash flow from investing activities.

Healthy balance sheet and strong cash position

Net debt and gearing ratio
EUR bn



Cash position
EUR bn [1]

3.7

Undrawn revolving credit facilities
EUR bn [1]

3.1

[1] As of June 30, 2019

Updated outlook 2019

	2018	Outlook 2019
Brent oil price (USD/bbl)	71	65
NCG gas price (EUR/MWh)	23	<23
Total hydrocarbon production (kboe/d)	427	< 500[1] (previously 500)
OMV indicator refining margin (USD/bbl)	5.2	<5.0
Ethylene/propylene net margin (EUR/t)	448	448 (previously <448)
Utilization rate refineries (%)	92	>92
Organic CAPEX (EUR bn)	1.9	2.3
E&A expenditures (EUR mn)	300	350

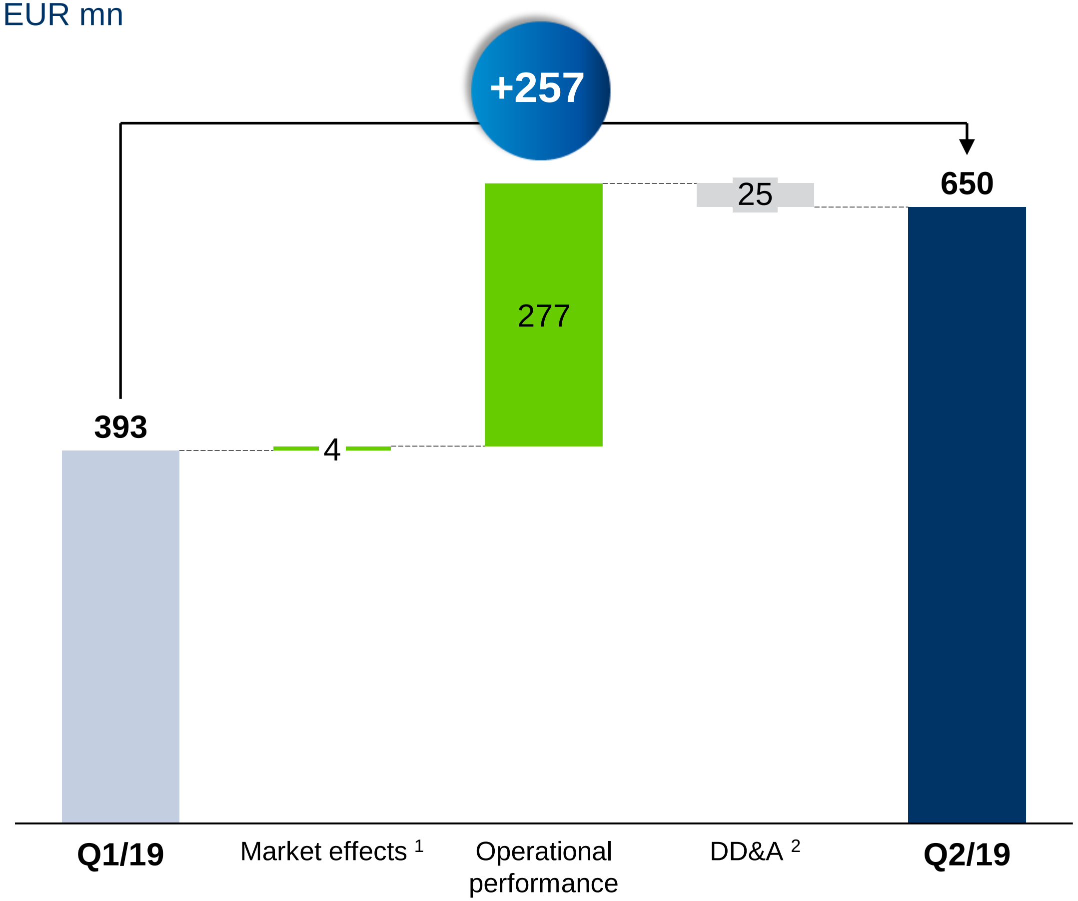
[1] Assumed average contribution from Libya of above 35 kboe/d from Jul-Dec 2019

BACKUP

Upstream – Higher sales volumes mainly due to additional liftings in Libya

Clean Operating Result

EUR mn



Q2/19 vs. Q1/19

- Realized oil price increased by 10%
- Realized gas price decreased by 11%
- Production of 490 kboe/d (+15 kboe/d)
  - Libya (+20 kboe/d)
  - Malaysia (+8 kboe/d)
  - New Zealand (+4 kboe/d)
  - Russia (-10 kboe/d)
  - Romania (-4 kboe/d)
  - Norway (-3 kboe/d)
- 6 mn boe in sales volumes due to higher liftings in Libya and New Zealand
- Production costs almost flat at USD 6.9/boe (+2%)
- Higher depreciation mainly following higher production in Libya as well as SapuraOMV acquisition

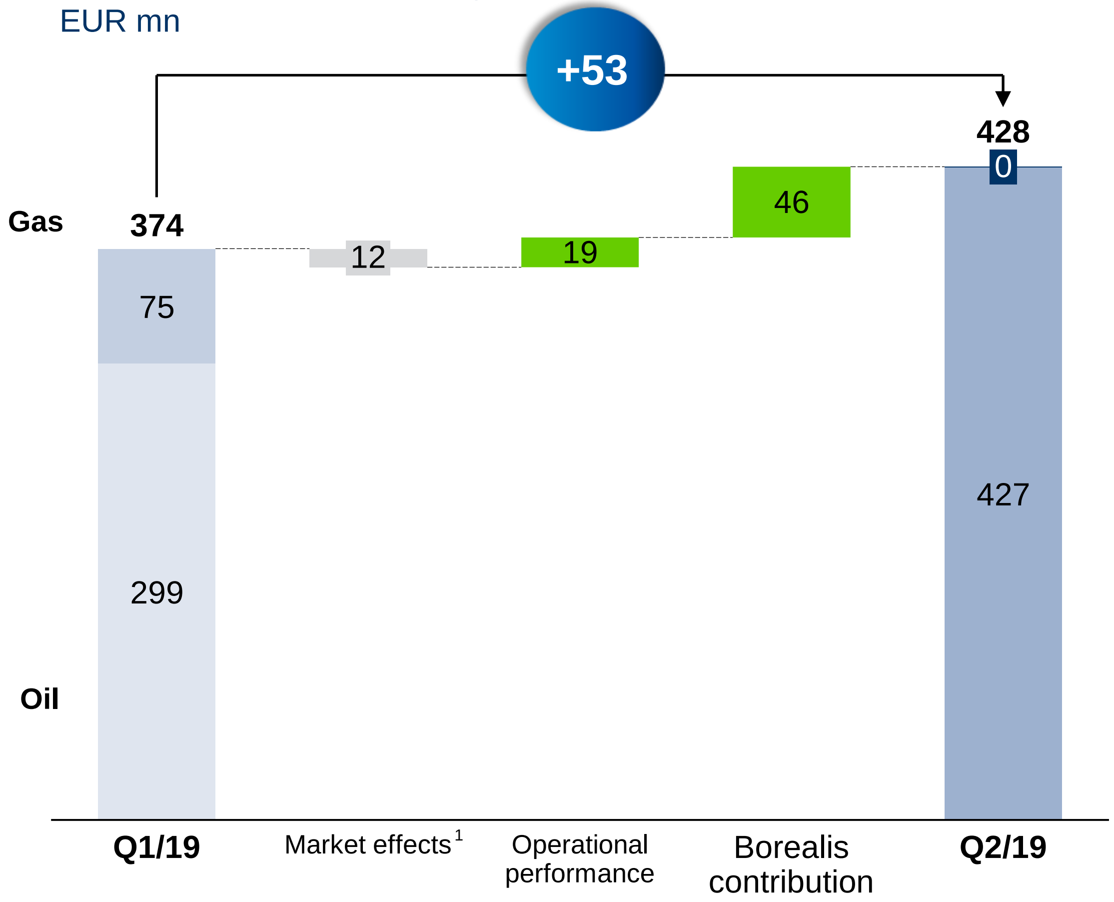
[1] Market effects defined as oil and gas prices, foreign exchange impact, price effect on royalties and hedging, selling and distribution costs in Russia

[2] Depreciation, Depletion and Amortization

Downstream – Significantly higher Downstream Oil results partially offset by seasonally weaker Downstream Gas

Clean CCS Operating Result

EUR mn



[1] Market effects defined as refining indicator margin and petrochemical margins

Q2/19 vs. Q1/19

Oil

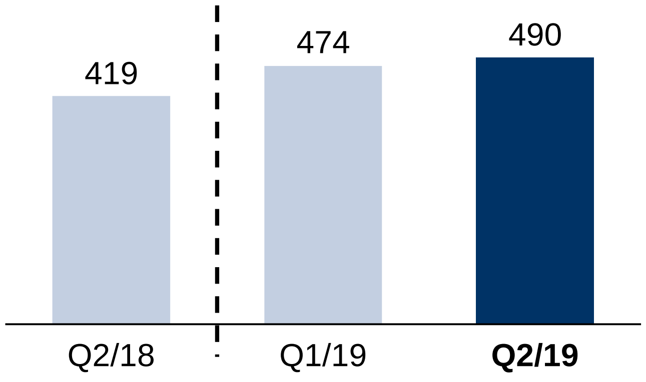
- Weaker market environment
  - Lower refining margin (-21%)
  - Slightly higher ethylene/propylene net margins (+5%)
- Strong operational performance
  - High utilization rate (96%)
  - Higher total refined product sales
  - Positive effect from the Druzhba pipeline issue and a refinery outage in southern Germany
  - Strong seasonal effect in Retail with higher volumes, margins and NOB contribution
- Higher Borealis contribution as Borouge returned from maintenance and a positive impact from the settlement of tax cases in Finland

Gas

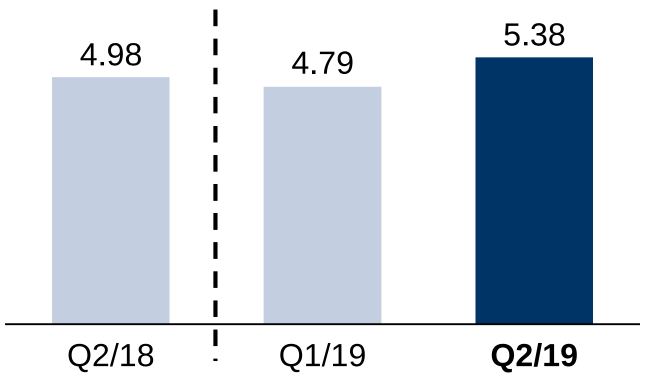
- Negative inventory effects; to be reversed upon withdrawals of storage volumes in the next winter season
- Significantly lower output in Petrobrazi

Operational KPIs

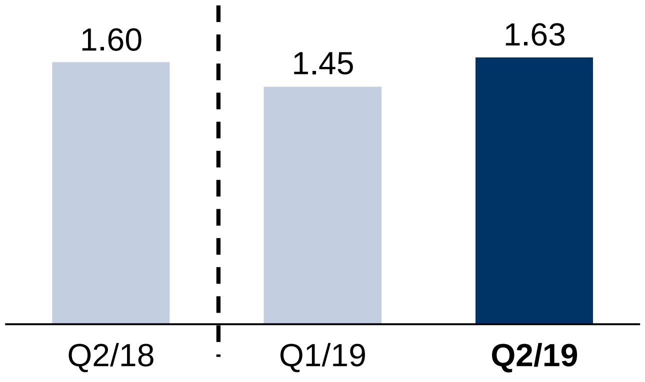
Hydrocarbon production
kboe/d



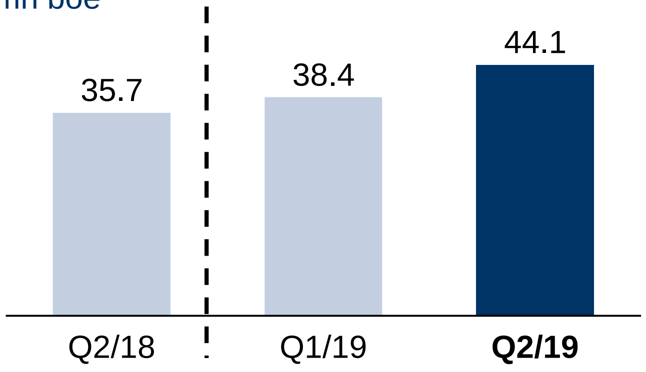
Refined product sales
mn t



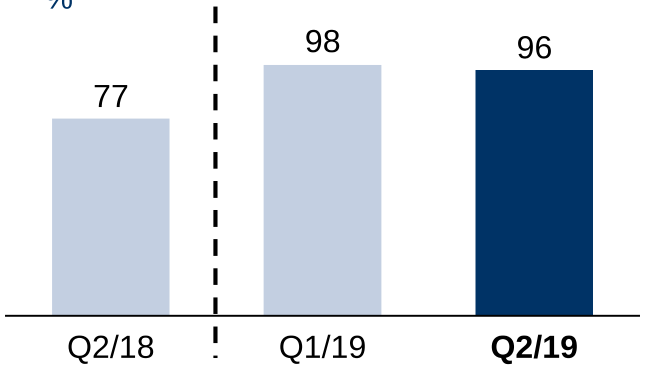
Retail sales
mn t



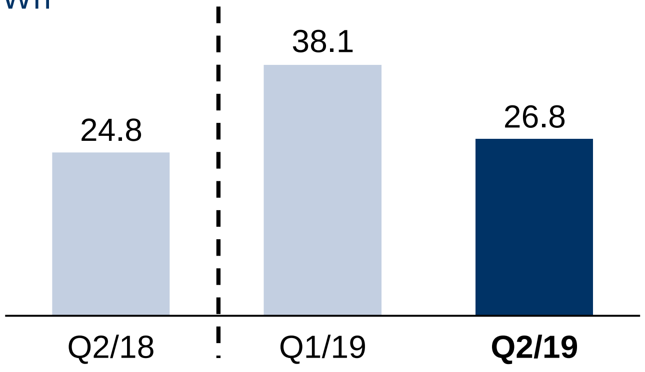
Hydrocarbon sales
mn boe



Refinery utilization rate
%



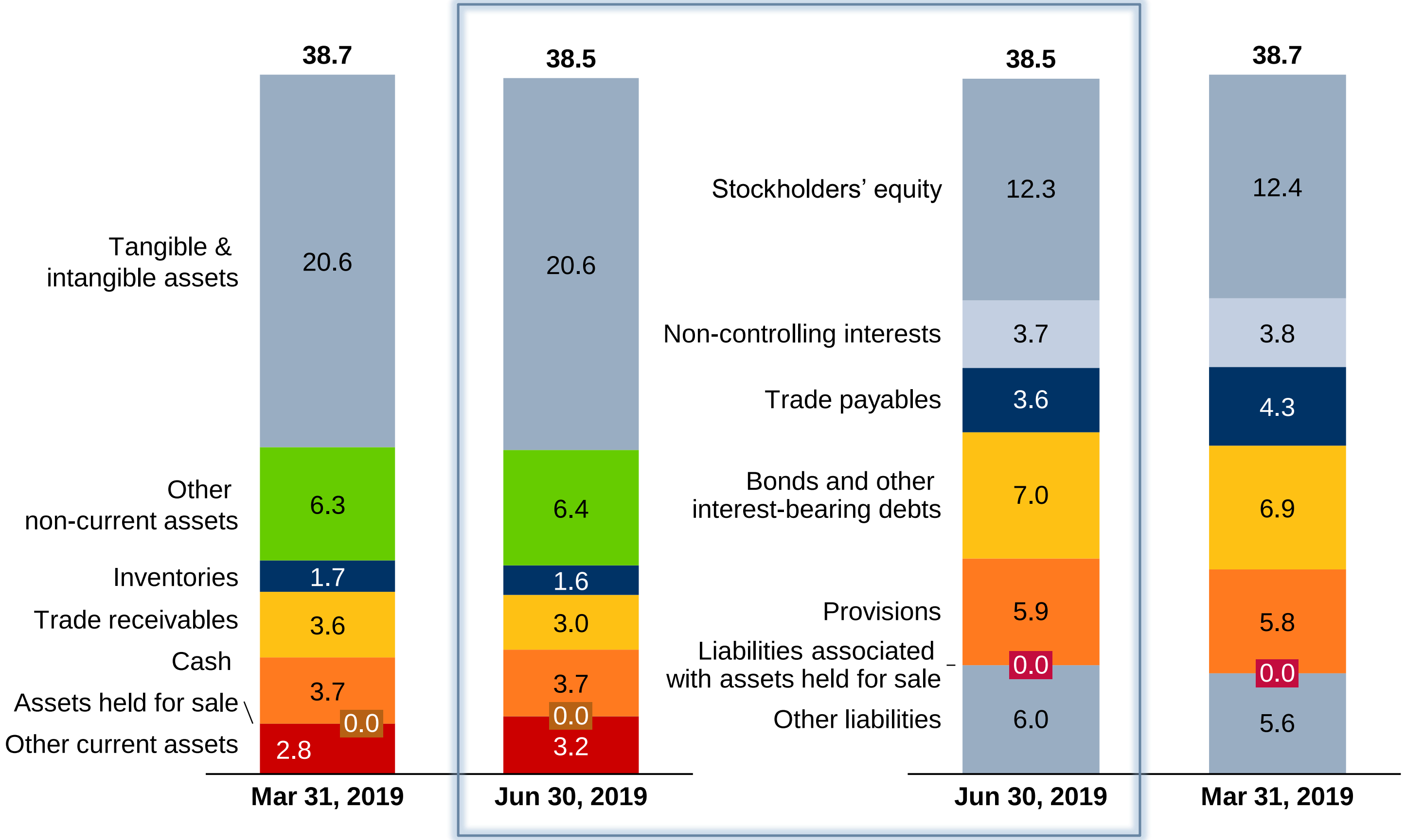
Natural gas sales
TWh



Strong balance sheet

Balance sheet Jun 30, 2019 vs. Mar 31, 2019

EUR bn



Sensitivities of OMV Group in 2019

Annual impact [1] in EUR mn	**Clean CCS Operating Result**	**Operating cash flow**
Brent oil price (USD +1/bbl)	+60	+30
OMV invoiced gas price (EUR +1/MWh)	+150	+105
CEGH/NCG gas price [3] (EUR +1/MWh)	+50	+25
OMV indicator refining margin (USD +1/bbl) [2]	+105	+80
Ethylene/propylene net margin (EUR +10/t)	+20	+15
EUR-USD (USD changes by USD 0.01)	+30	+15

[1] Excluding hedging

[2] Excluding at-equity accounted investments; does not include inventory impact

[3] 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.

OMV