Q2 2023 Results Conference Call

Alfred Stern
Chairman of the
Executive Board and CEO

July 28, 2023

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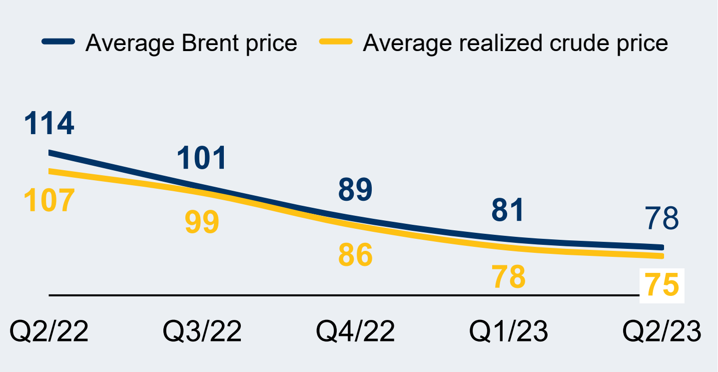
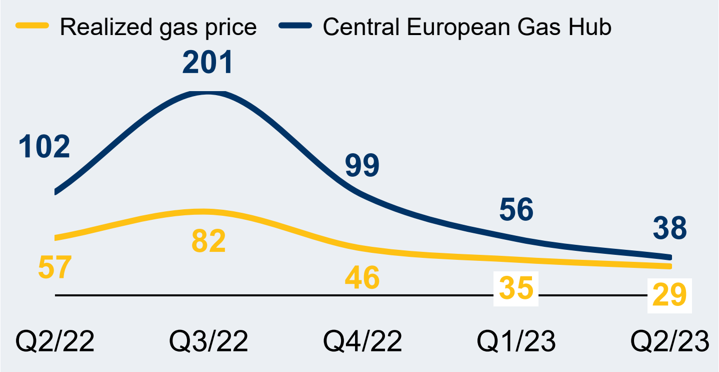
Macro environment

Declining oil and gas prices, normalizing refining margins and weak chemical market environment

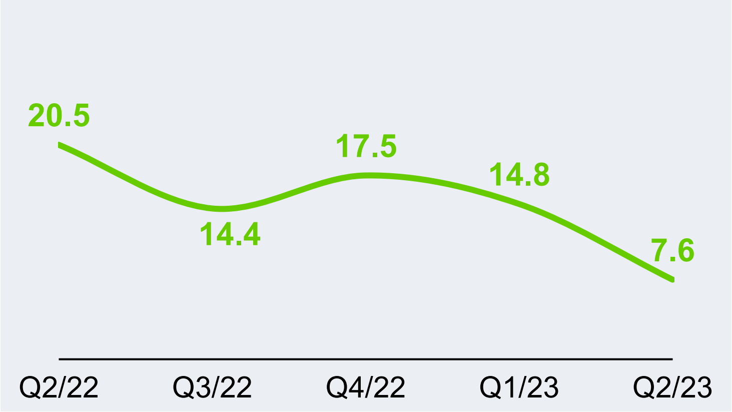
Oil prices
USD/bbl



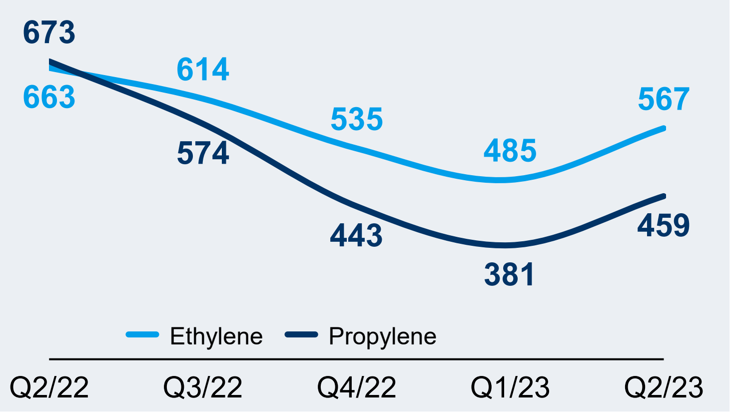
Gas prices
EUR/MWh



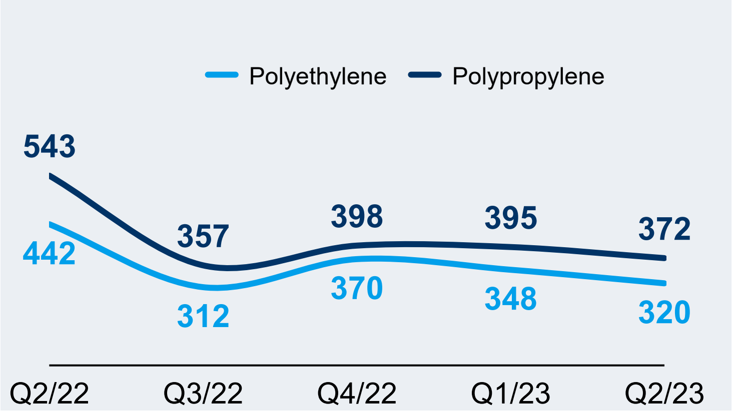
Refining indicator margin Europe
USD/bbl



Olefin indicator margins Europe
EUR/t



Polyolefin indicator margins Europe
EUR/t



Note: All figures are quarterly averages.

Key messages

FINANCIAL PERFORMANCE Q2/23

Clean CCS Operating Result of
EUR 1.18 bn
(60)% y-o-y

Cash flow from operating activities of
EUR 226 mn

Record dividends to OMV shareholders of EUR 1.65 bn paid

OPERATIONS Q2/23

Polyolefin sales incl. JVs
(7)% y-o-y

Total fuel sales and others
+5% y-o-y

Cracker utilization rate Europe
83%

Refinery utilization rate Europe
73%

Total hydrocarbon production
+2% y-o-y

DELIVERING THE STRATEGY

FID for Neptun Deep, Romania

Acquired a 6.5% stake in a **geothermal energy** technology (Eavor)

Signed an agreement to acquire Rialti S.p.A., one of **Europe's leading producer of mechanically recycled PP compounds**

Secured **additional gas transport capacity to Austria** until 2028 and agreed to purchase **1 mn t p.a. of LNG** starting 2026

Gas discovery in Austria

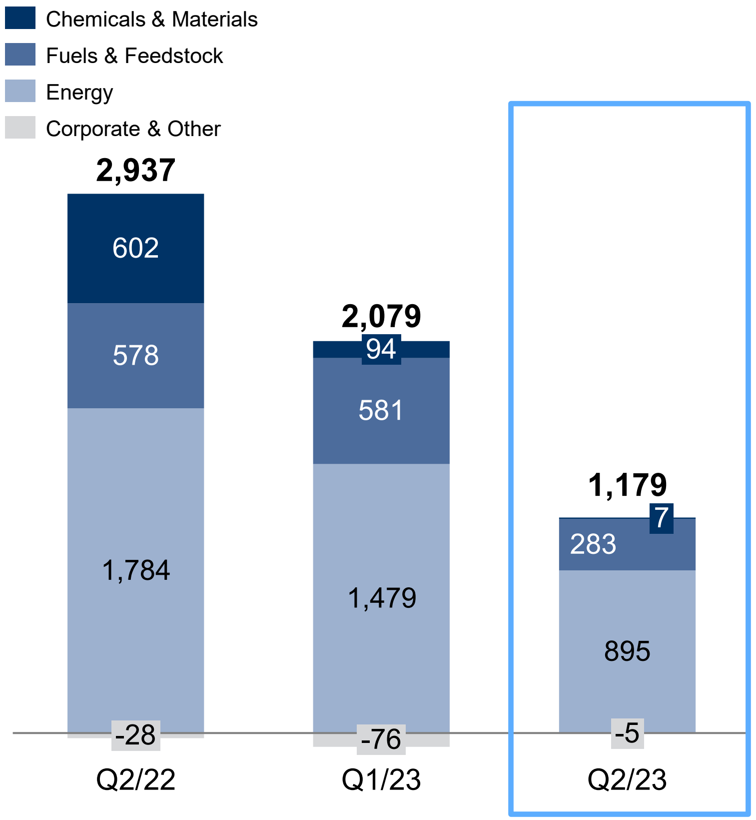
Closed **divestment of Slovenia** business and **the Nitro** business

Started **negotiations with ADNOC** on potential combination of Borealis and Borouge

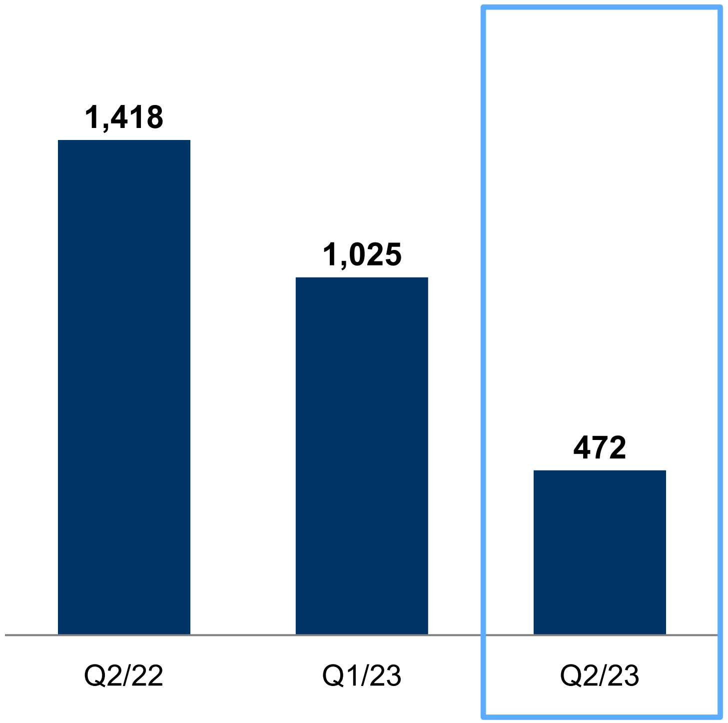
Clean CCS Earnings

Performance impacted by declining commodity prices and higher tax rate

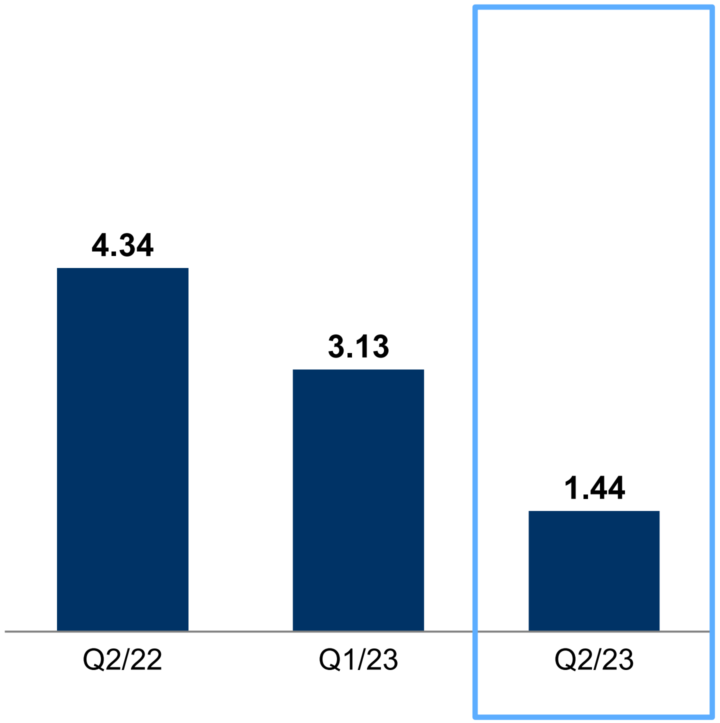
Clean CCS Operating Result
EUR mn



Clean CCS net income attributable to stockholders
EUR mn



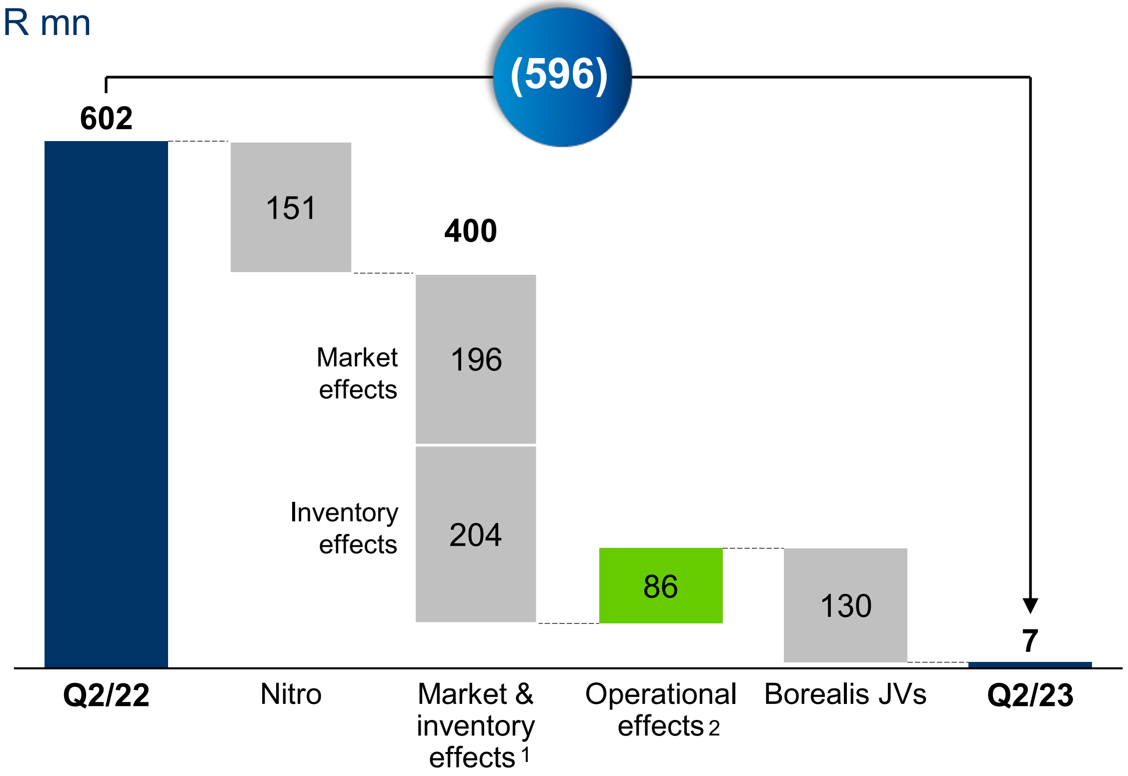
Clean CCS Earnings Per Share
EUR



Note: As of January 1, 2023, Gas & Power Eastern Europe is included in the Energy business segment. Results for previous periods are depicted on a comparable basis.

Significant negative inventory effects, lower sales volumes and margins, and materially lower contributions from Nitro and JVs

Clean Operating Result
EUR mn



[1] Based on externally published sensitivities for OMV base chemicals and Borealis excl. JVs; includes inventory effects of Borealis excl. JVs and excl. Nitro; not adjusted to account for effect of intercompany profit elimination

[2] Includes the contribution from OMV base chemicals, Borealis excl. JVs, the effect of intercompany profit elimination, and other effects

Nitro: lower margins and negative inventory effects

Olefins & Polyolefins Europe

- Market environment and inventory effects
  - Lower ethylene and propylene indicator margins (-14%, -32%)
  - Significantly lower PE and PP indicator margins (-28%, -32%)
  - Lower inventory valuation effects of EUR 204 mn
- Operational effects
  - Base chemicals: higher cracker utilization rate (83% vs. 56%) due to turnaround of Stenungsund cracker in Q2/22
  - Polyolefins: decreased sales volumes and lower margins
    - Specialty business continued to perform strong: margins were stable, but sales volumes declined

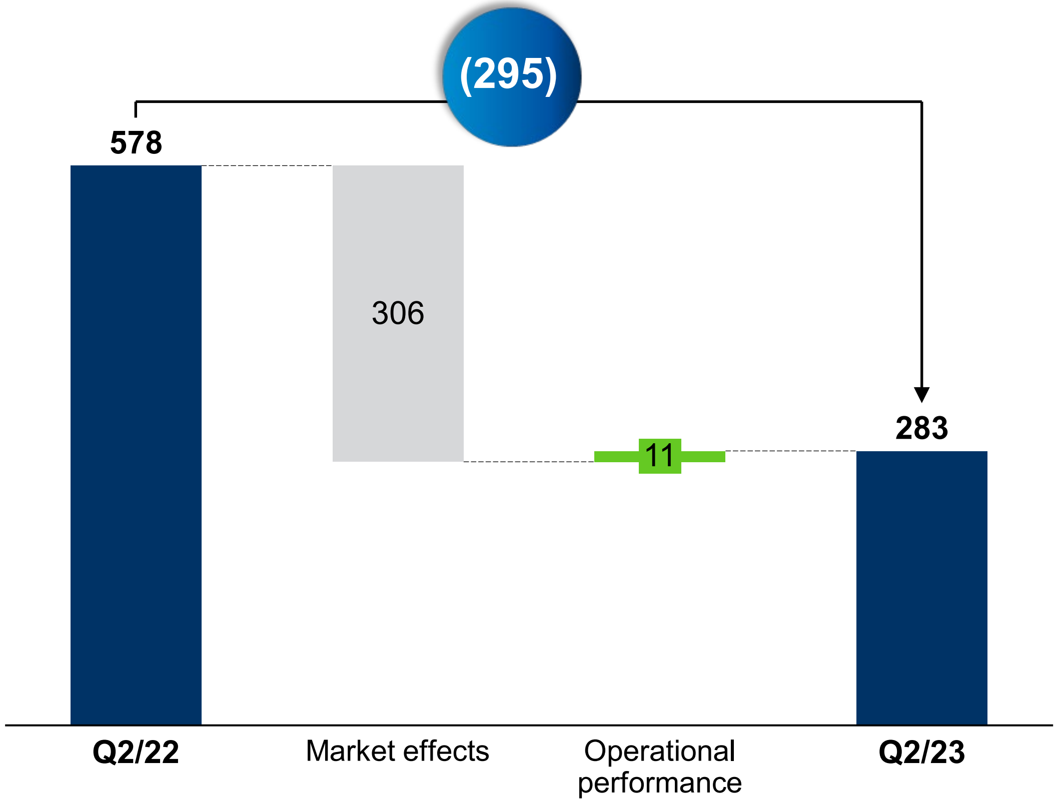
Borealis JVs

- Borouge: weaker market environment and lower OMV participation share
- Baystar: weak market environment and low utilization rate of the cracker, result burdened by depreciation costs and interest expenses

Fuels & Feedstock

Significantly lower refining margins and planned Petrobrazi turnaround, partially offset by higher sales volumes and margins

Clean CCS Operating Result
EUR mn



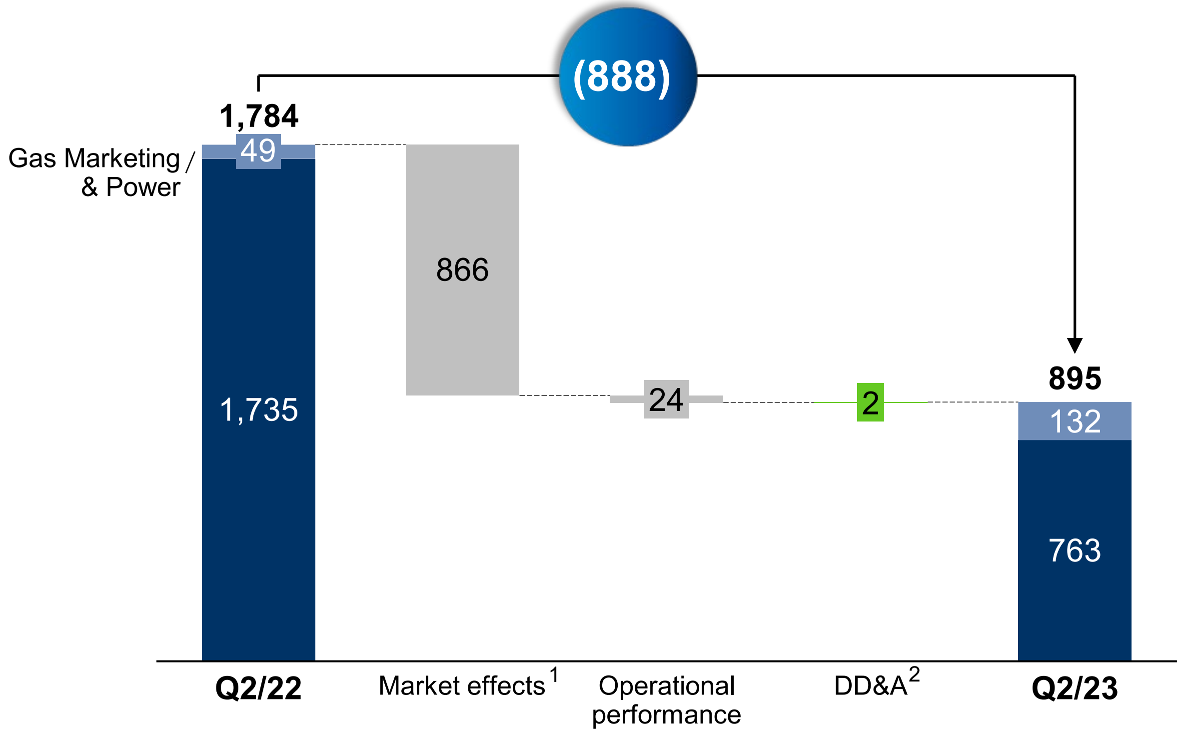
- Significantly lower refining indicator margin Europe (USD 7.6/bbl vs. 20.5/bbl)
- Operational performance
  - Higher refinery utilization rate Europe (73% vs. 58%), despite the Petrobrazi turnaround, as Q2/22 was impacted by the Schwechat turnaround and incident
  - Higher retail contribution due to higher fuel unit margins and non-fuel business contribution, partially offset by missing contribution from Germany
  - Improved commercial performance due to higher margins and sales volumes, as a result of a stronger demand and upswing in aviation sector
  - Slightly lower ADNOC Refining and Trading contribution as a result of lower refining margins, partially offset by a partial reduction of a decommissioning provision

Note: As of January 1, 2023, Gas & Power Eastern Europe is included in the Energy business segment. Results for previous periods are depicted on a comparable basis.

Lower oil and gas prices, partially offset by stronger Gas Marketing & Power result

Clean Operating Result

EUR mn



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

[2] Depreciation, Depletion, and Amortization, including write-ups

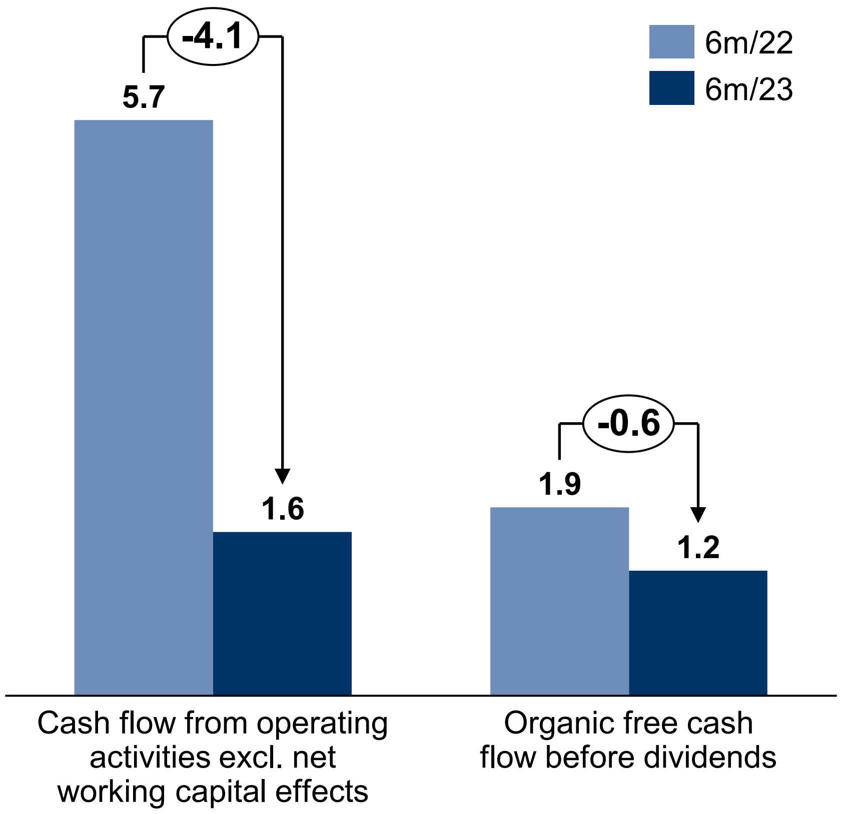
Note: As of January 1, 2023, Gas & Power Eastern Europe is included in the Energy business segment. Results for previous periods are depicted on a comparable basis.

- Market environment
  - Average realized crude oil price decreased by -30%
  - Average realized natural gas price declined by -50%
  - Negative FX impact due to stronger USD/EUR
- Production of 353 kboe/d (+8 kboe/d)
  - New Zealand (+14 kboe/d), due to comissioning of new wells
  - Libya (+12 kboe/d), due to force majeure in Q2/22
  - Romania (-6 kboe/d), due to natural decline and maintenance
  - Norway (-11 kboe/d), due to natural decline and maintenance
- Sales volumes increased by 9 kboe/d in line with production
- Production cost increased to USD 9.9/boe (+20%), mainly due to global cost pressure and a positive one-off effect related to a tax audit in Romania in Q2/22
- Gas West: significantly higher contribution, mainly driven by no trading losses due to volatility of Russian supply and LNG contribution included in the results
- Gas East: lower performance, in the context of significantly lower market prices and extended regulatory and fiscal interventions

Cash Flow

Organic free cash flow before dividends at EUR 1.2 bn for H1/23

Cash flow 6m/23 vs. 6m/22
EUR bn

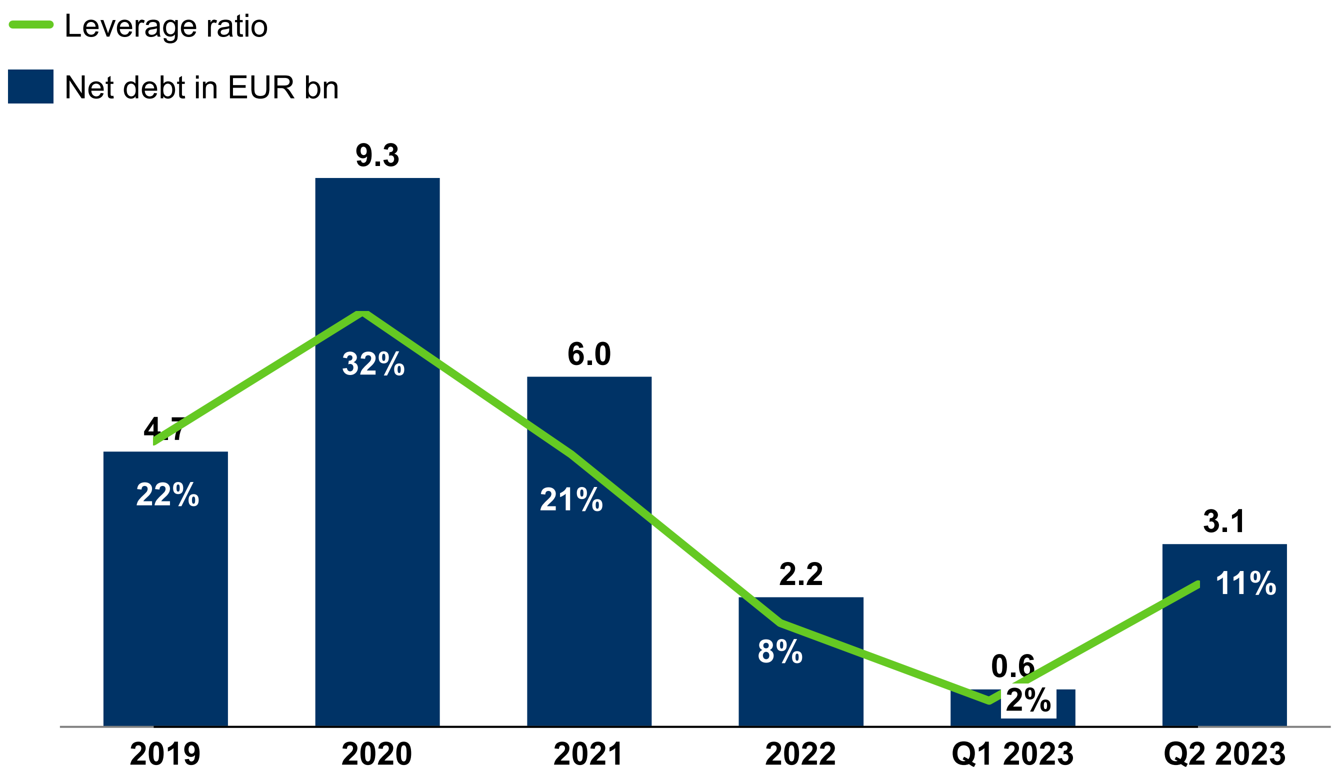


- Decrease of ~**EUR 4.1 bn** in cash flow from operating activities excluding net working capital effects vs. H1/22
- Net working capital effects of EUR 1.3 bn (6m/22: EUR -2.6 bn)
- **Cash flow from operating activities of EUR 2.9 bn** (6m/22: EUR 3.1 bn)
- Organic cash flow from investing activities[1] of EUR -1.7 bn (6m/22: EUR -1.3 bn)
- **Organic free cash flow before dividends[2] of EUR 1.2 bn** (6m/22: EUR 1.9 bn)
- Dividends of EUR 1.9 bn paid in H1/23
  - OMV stockholders: EUR 1,652 mn (6m/22: EUR 752 mn)
  - OMV Petrom minorities: EUR 227 mn (6m/22: EUR 187 mn)
  - Borealis minority: EUR 0 (6m/22: EUR 175 mn)
  - Hybrid owners: EUR 14 mn (6m/22: EUR 14 mn)
- **Organic free cash flow after dividends of EUR -0.6 bn** (6m/22: EUR 0.7 bn)
- **Inorganic cash flow from investing activities of EUR -0.1 bn**

[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 organic cash flow from operating activities minus organic cash flow from investing activities.

Strong balance sheet

Leverage ratio at 11% and EUR 6.5 bn cash at the end of June



End of June 2023
OMV cash position[1]

EUR 6.5 bn

End of June 2023
OMV undrawn committed credit facilities

EUR 5.2 bn

[1] includes cash from assets held for sale

Note: Leverage ratio is defined as net debt including leases to capital employed.

Updated outlook 2023

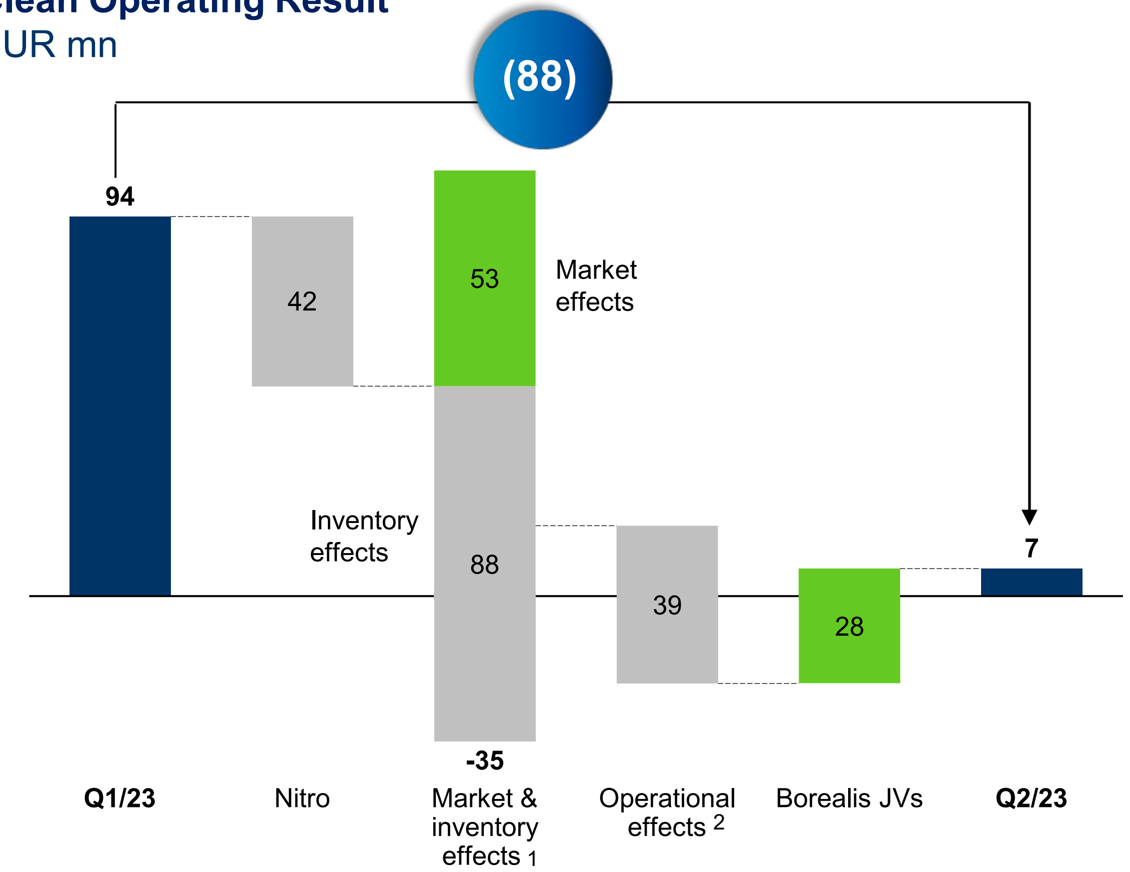
	2022	H1 2023	2023
Brent oil price (USD/bbl)	101	80	**75-80** (previously >80)
Average realized gas price (EUR/MWh)	54	32	**~30** (previously ~35)
Europe ethylene indicator margin (EUR/t)	560	524	~530
Europe propylene indicator margin (EUR/t)	534	419	**~400** (previously ~480)
Europe polyethylene indicator margin (EUR/t)[1]	390	334	**~300** (previously ~350)
Europe polypropylene indicator margin (EUR/t)[2]	486	383	**~350** (previously ~400)
Borealis polyolefin sales volumes excluding JVs (mn t)	3.53	1.79	~3.8
Utilization rate steam crackers Europe (%)	74	87	**~85** (previously ~90)
OMV refining indicator margin Europe (USD/bbl)	14.7	11.3	**8-10** (previously 10–15)
Utilization rate European refineries (%)	73	83	**~90** (previously ~95)
Total hydrocarbon production (kboe/d)	392	365	~360
Organic CAPEX (EUR bn)	3.7	1.8	~3.8

[1] HD BM FD EU Domestic EOM (ICIS low) – Ethylene CP WE (ICIS)
[2] PP Homo FD EU Domestic EOM (ICIS low) – Propylene CP WE (ICIS)

APPENDIX

Significant negative inventory effects and lower sales and margins in standard products

Clean Operating Result
EUR mn



[1] Based on externally published sensitivities for OMV base chemicals and Borealis excl. JVs; includes inventory effects of Borealis excl. JVs and excl. Nitro; not adjusted to account for effect of intercompany profit elimination

[2] Includes the contribution from OMV base chemicals, Borealis excl. JVs, the effect of intercompany profit elimination, and other effects

Nitro: Lower result driven by lower margin, partially compensated by less negative inventory effects

Olefins and polyolefins in Europe

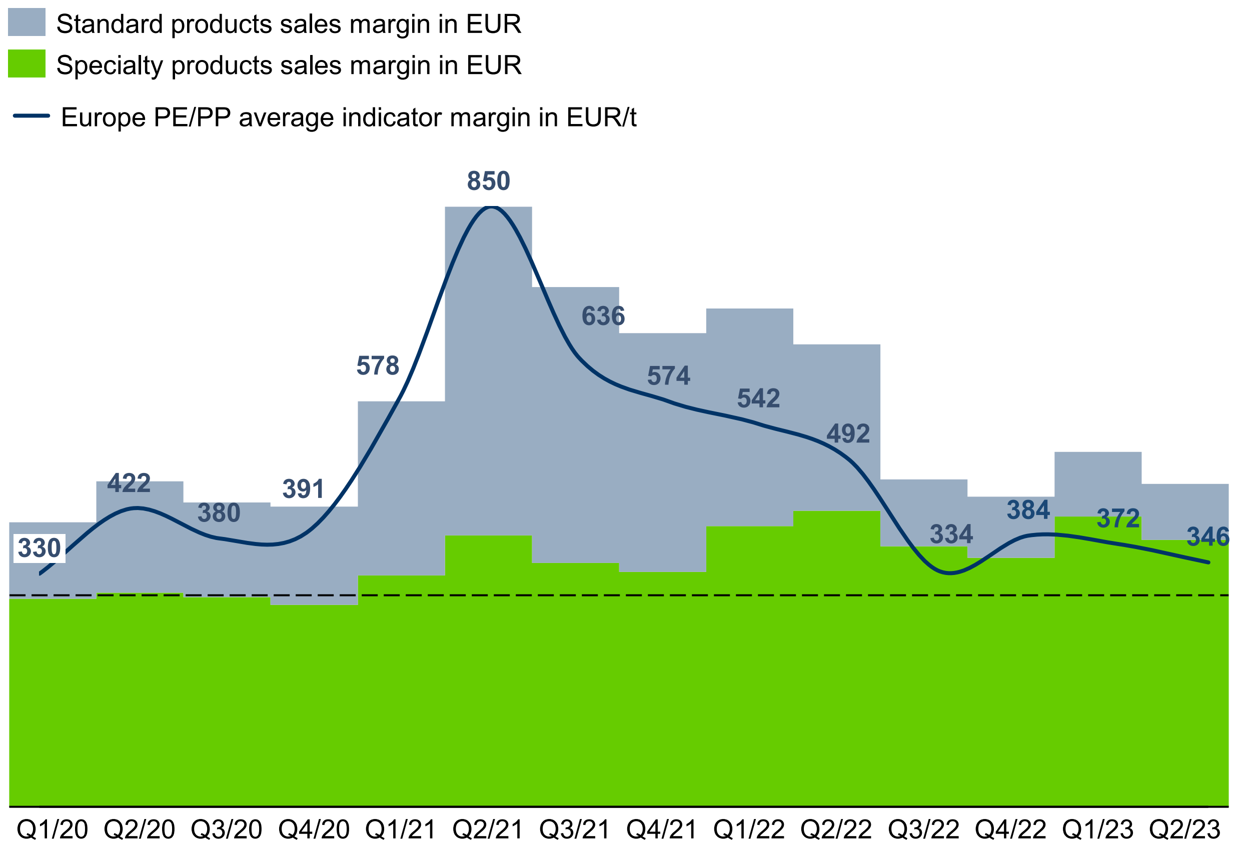
- Market environment and inventory effects
  - Higher ethylene and propylene indicator margins (+17%, +20%)
  - Lower PE and PP indicator margins (-8%, -6%)
  - Lower inventory effects by EUR 88 mn
- Operational effects
  - Lower cracker utilization rate (83% vs. 92%) due to turnaround in Schwechat
  - Polyolefins: lower sales volumes and margins for standard; for specialty products – lower sales volumes and almost flat margins

Borealis JVs

- Borouge: better performance driven by higher sales volumes after Borouge 2 turnaround in Q1/23, partially offset by lower market environment
- Baystar: better performance driven by higher cracker utilization rate and more favorable market environment

Specialty polyolefin margins and volumes in Europe have proven very resilient

Polyolefin clean sales margin of Borealis excluding JVs



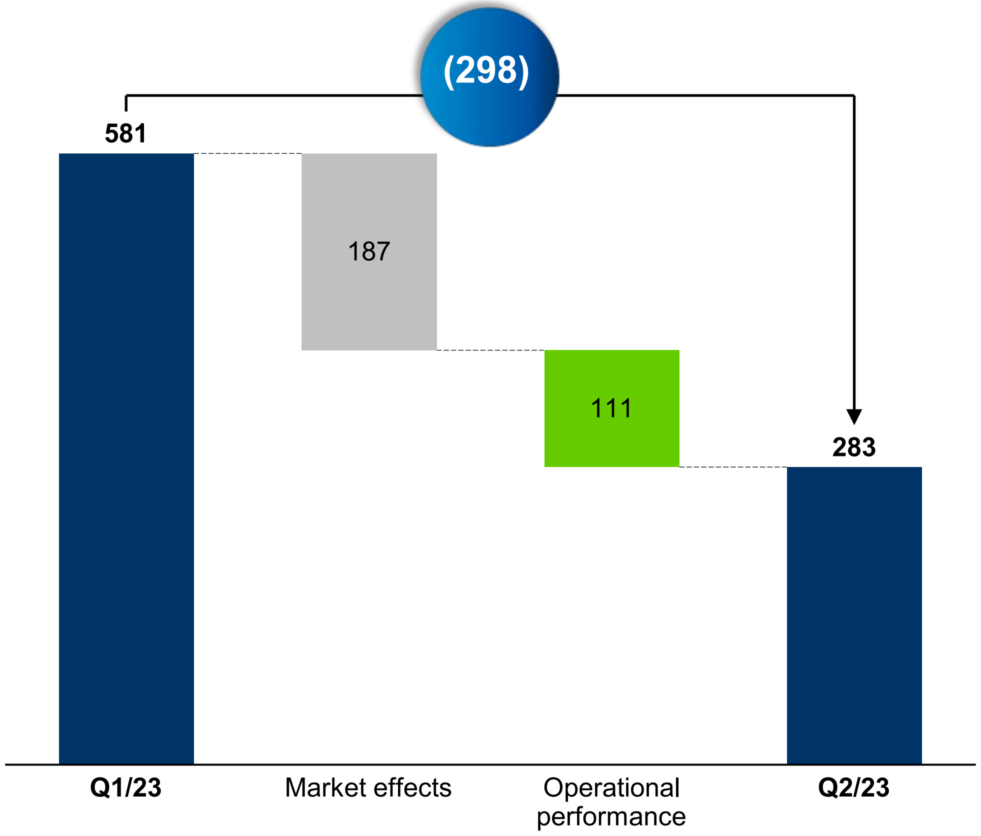
- Specialty products are supplied to various industries such as Energy, Automotive, Health Care, Consumer Products
  - Global leading supplier for high-voltage cables
  - One of leading suppliers to global Automotive OEMs
  - Leader in polyolefins with recycled content

- Specialty business provides stable margins
- Pricing of specialty products is based on performance, driven by innovation and technology

- Over the cycle
  - Specialty product unit margins are more than double vs standard product unit margins
  - Specialty products account for 40% of the total volume and represent about 60% of the total margin

Lower refining margins, partially compensated for by higher utilization rate and retail contribution

Clean CCS Operating Result
EUR mn



- Lower refining indicator margin Europe (USD 7.6 vs 14.8/bbl)
- Operational performance
  - Lower refinery utilization rate (73% vs. 93%) due to the Petrobrazi turnaround
  - Stronger retail contribution, driven by higher sales volumes following the seasonal pattern, and higher non-fuel business contribution
  - Stable commercial performance
  - Slightly lower ADNOC Refining & Trading JV due to declining refining margin partially offset by a reduction of decommissioning provision

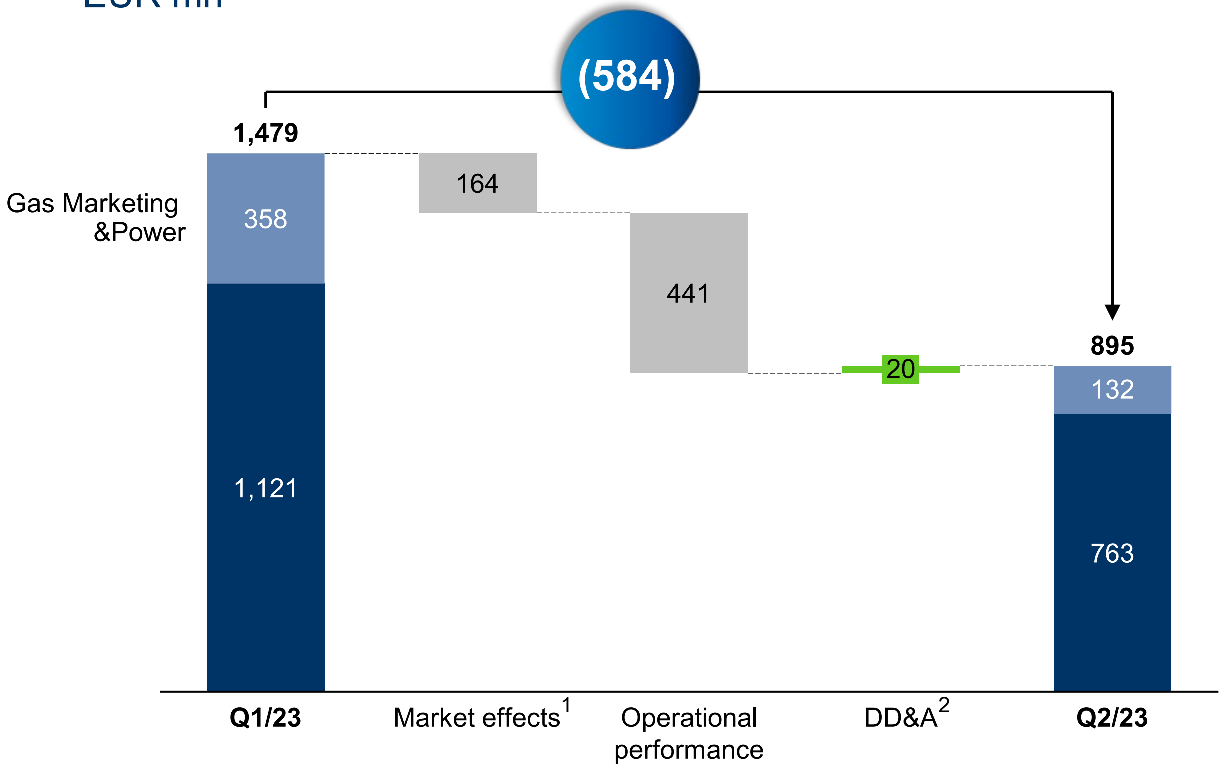
Note: As of January 1, 2023, Gas & Power Eastern Europe is included in the Energy business segment. Results for previous periods are depicted on a comparable basis.

Energy

Strong contribution from Gas Marketing & Power almost offset by weaker market environment

Clean Operating Result

EUR mn



- Weaker market environment
  - Realized oil price decreased by -4%
  - Realized gas price decreased by -19%
  - Negative FX impact due to stronger USD/EUR
- Production of 353 kboe/d (-23 kboe/d)
  - Norway (-12 kboe/d)
  - Malaysia (- 4 kboe/d)
  - UAE, Romania (-3 kboe/d each)
- Lower sales volumes (-36 kboe/d) following production and lower liftings in Libya and UAE
- Production cost increased to USD 9.9/boe (+7%)
- Gas West: lower contribution, mainly driven by seasonality in the storage business
- Gas East: lower contribution due to seasonality, partially counterbalanced by reversal of a tax provision in Romania

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

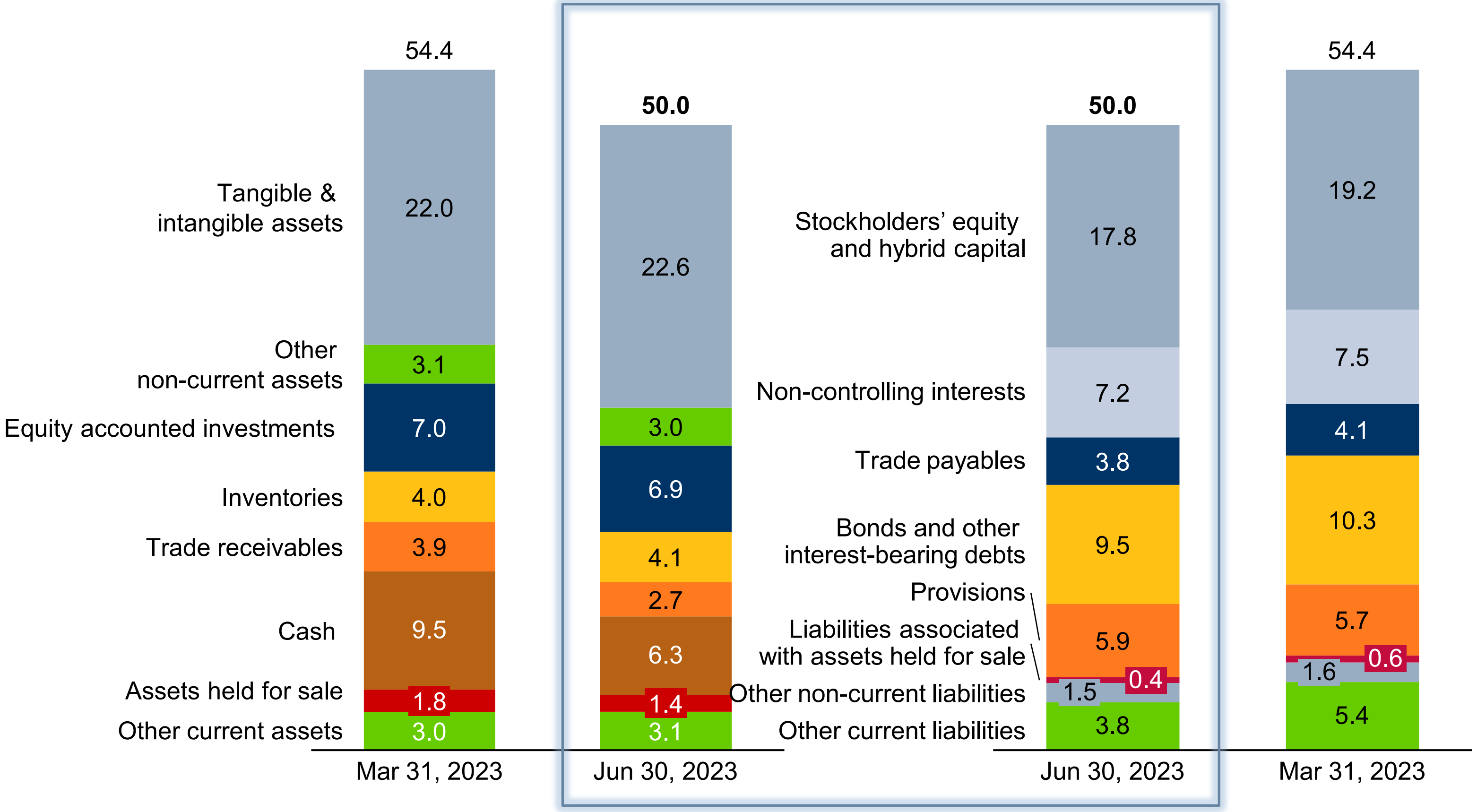
[2] Depreciation, Depletion, and Amortization, including write-ups

Note: As of January 1, 2023, Gas & Power Eastern Europe is included in the Energy division. Results for previous periods are depicted on a comparable basis.

Balance sheet

Strong balance sheet

Balance sheet June 30, 2023 vs. March 31, 2023
EUR bn



- Tangible & intangible assets: impacted by increased decommissioning costs due to updated parameters (mainly in RO)
- Trade receivables: decrease mainly related to lower price environment and seasonal volume effects in gas business
- Equity & non-controlling interests contained dividend distributions to OMV stockholders, hybrid bondholders and minority stakeholders in Petrom SA
- EUR 750 mn bond was repaid in Q2/23
- Other current liabilities decreased mostly due to payments of 2022 tax liabilities in Norway

2023 Sensitivities

Sensitivities of the OMV Group results in 2023

Annual impact excl. hedging in EUR mn	**Clean CCS Operating Result**	**Operating cash flow**
Brent oil price (USD +1/bbl)	+55	+25
Realized gas price (EUR +1/MWh)	+75	+40
OMV indicator refining margin Europe (USD +1/bbl)	+110	+85
Ethylene indicator margin Europe (EUR +10/t)	+20	+15
Propylene indicator margin Europe (EUR +10/t)	+20	+15
Polyethylene indicator margin Europe (EUR +10/t)	+10	+10
Polypropylene indicator margin Europe (EUR +10/t)	+10	+10
EUR/USD (USD changes by USD +0.01)	+45	+30

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