OMV STRATEGY 2025

CAPITAL MARKETS DAY

London | March 13, 2018

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OMV Capital Markets Day

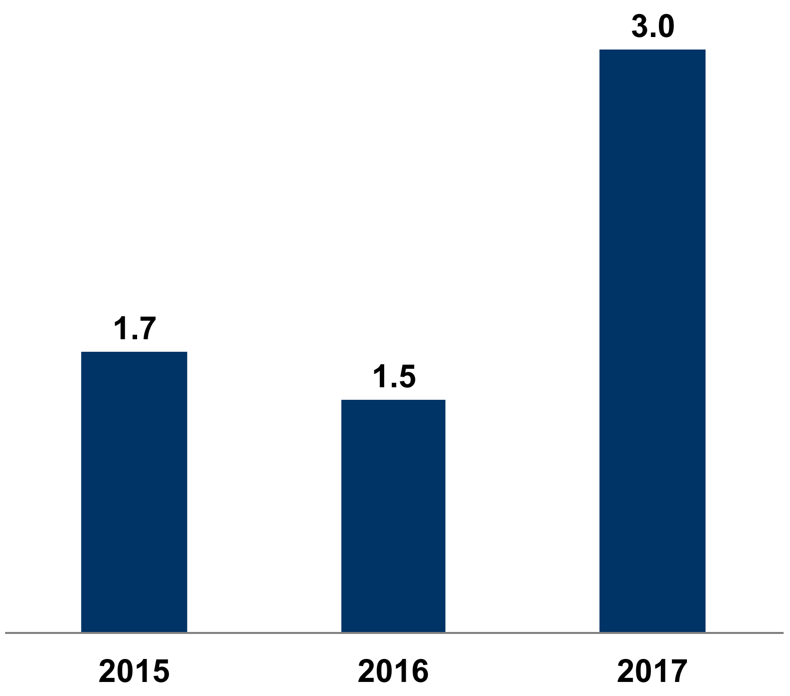
Rainer Seele
Chief Executive Officer
Chairman of the Executive Board

London – March 13, 2018

Created a more focused, higher performing OMV

- **Focused on cash and costs** – drastically reduced free cash flow break-even, outperformed cost reduction target
- Transformed **Upstream into a sustainable business** with >100% Reserve Replacement Rate
- **Restructured Downstream Gas** into a lean organization with improved profitability
- Further **strengthened competitiveness of Downstream Oil** as the Group cash engine

Clean CCS Operating Result
EUR bn



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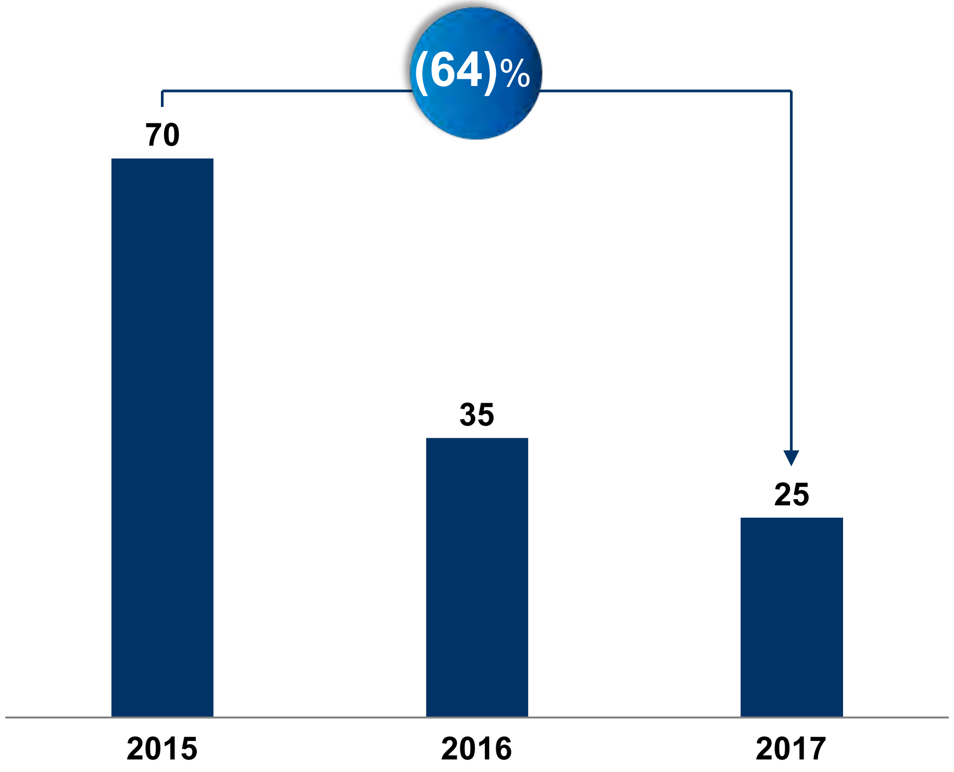
Improved profitability

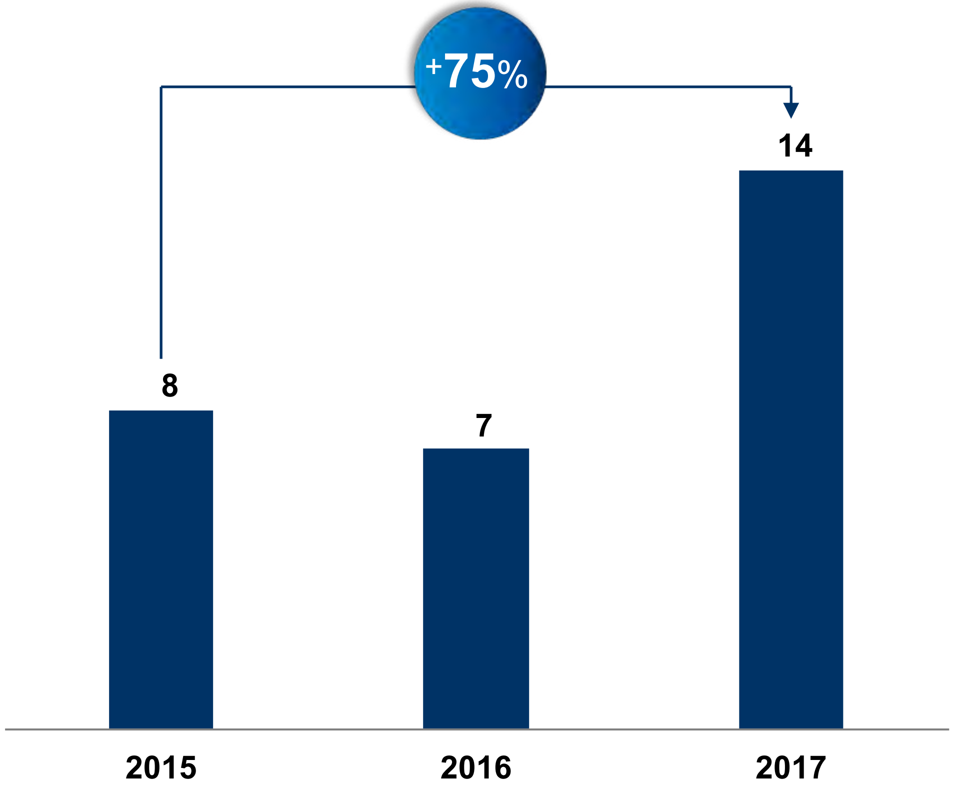
Oil price free cash flow break-even [1]

After dividends excluding acquisitions and disposals, USD/bbl



Clean CCS ROACE

%



[1] Calculation of the oil price free 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

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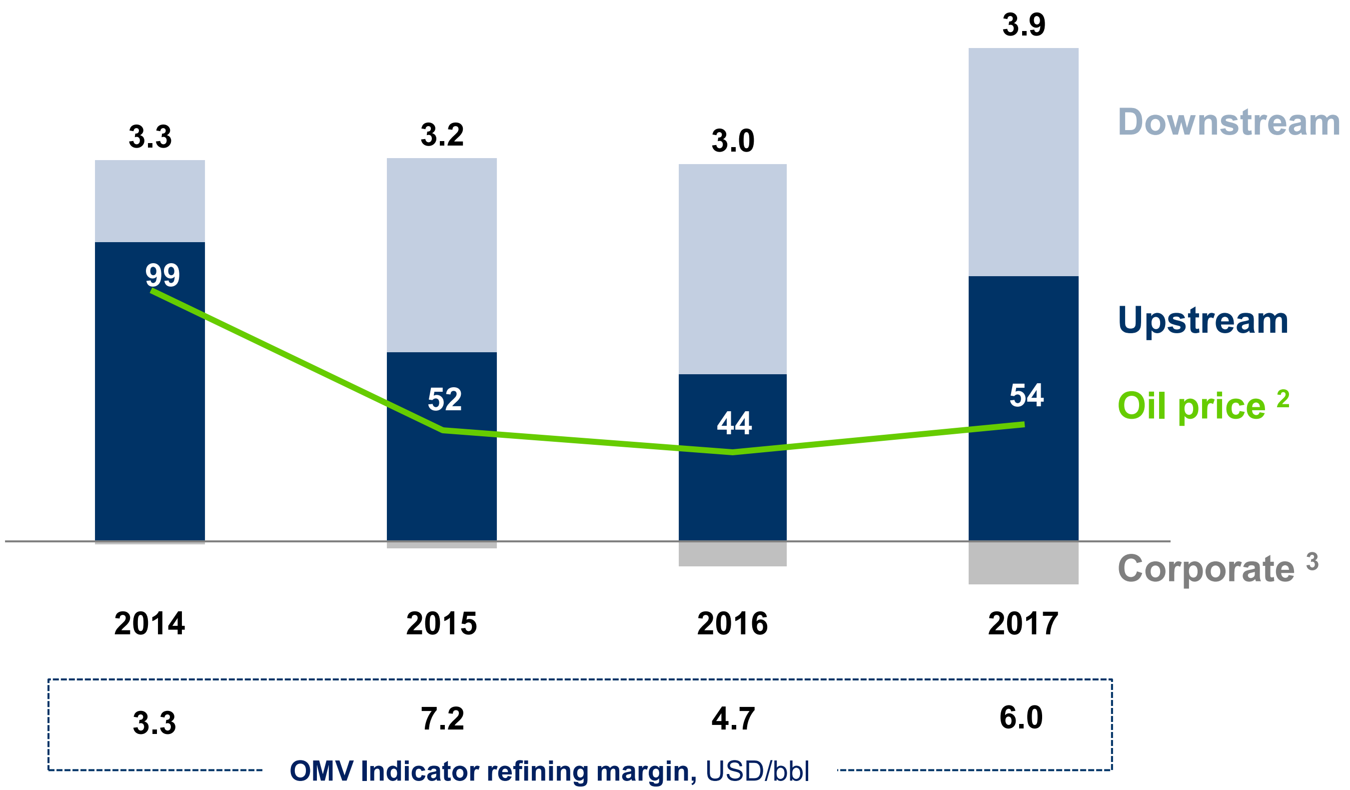
OMV's integrated and balanced portfolio pays off – strong cash flow and resilience

Cash generation and oil price development [1]
EUR bn

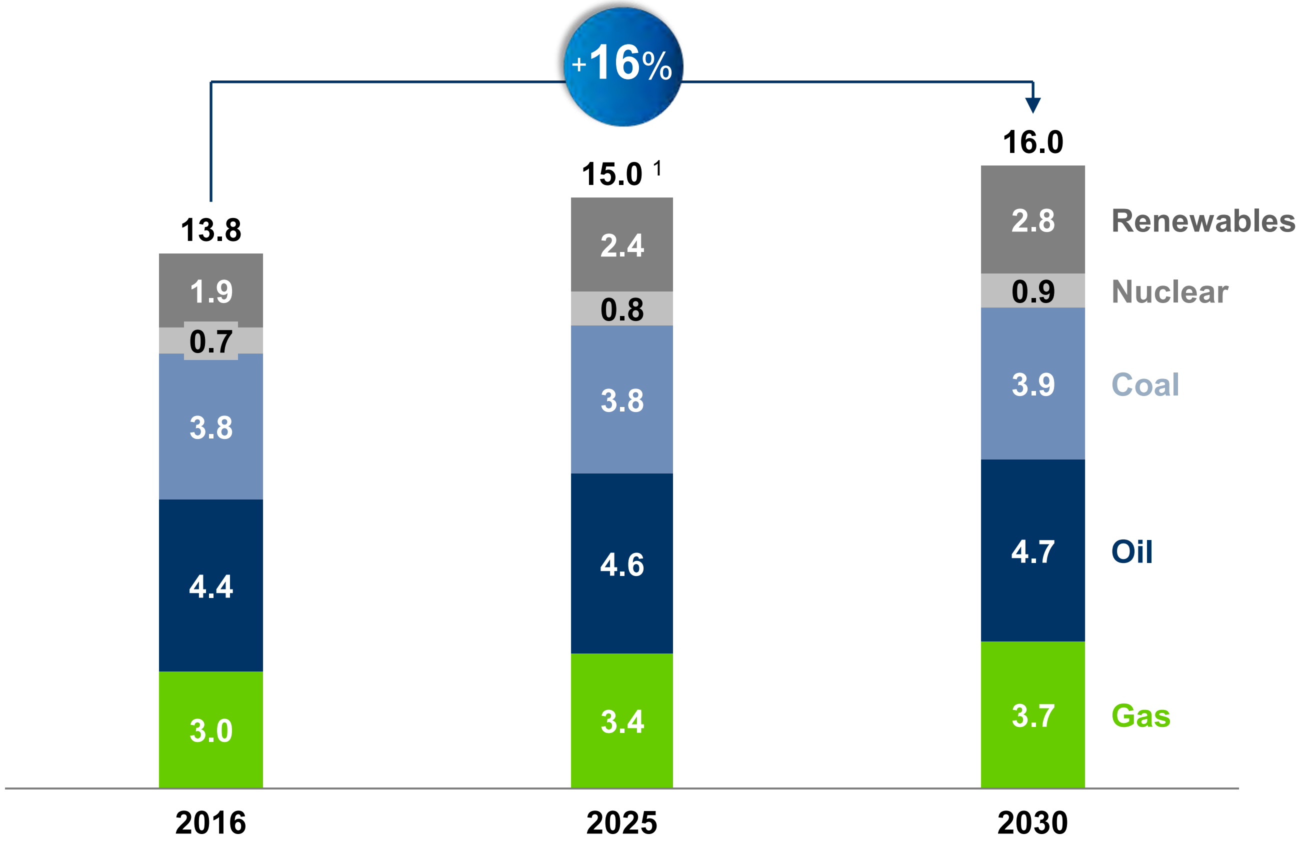


- Increased cash generation **despite sharp oil price decline** from USD ~100/bbl in 2014 to USD 54/bbl in 2017
- Reshaped and balanced portfolio of **Upstream and Downstream assets** provides **resilience** and ensures profitability
- Natural **hedge reduces risk exposure** for the business and its shareholders
- Significant organic cash generation for further growth

[1] Sources of funds: cash flow from operating activities excluding changes in net working capital
[2] in USD/bbl
[3] Corporate and Others

Global oil and gas demand continues to grow

Global primary energy demand
Bn toe

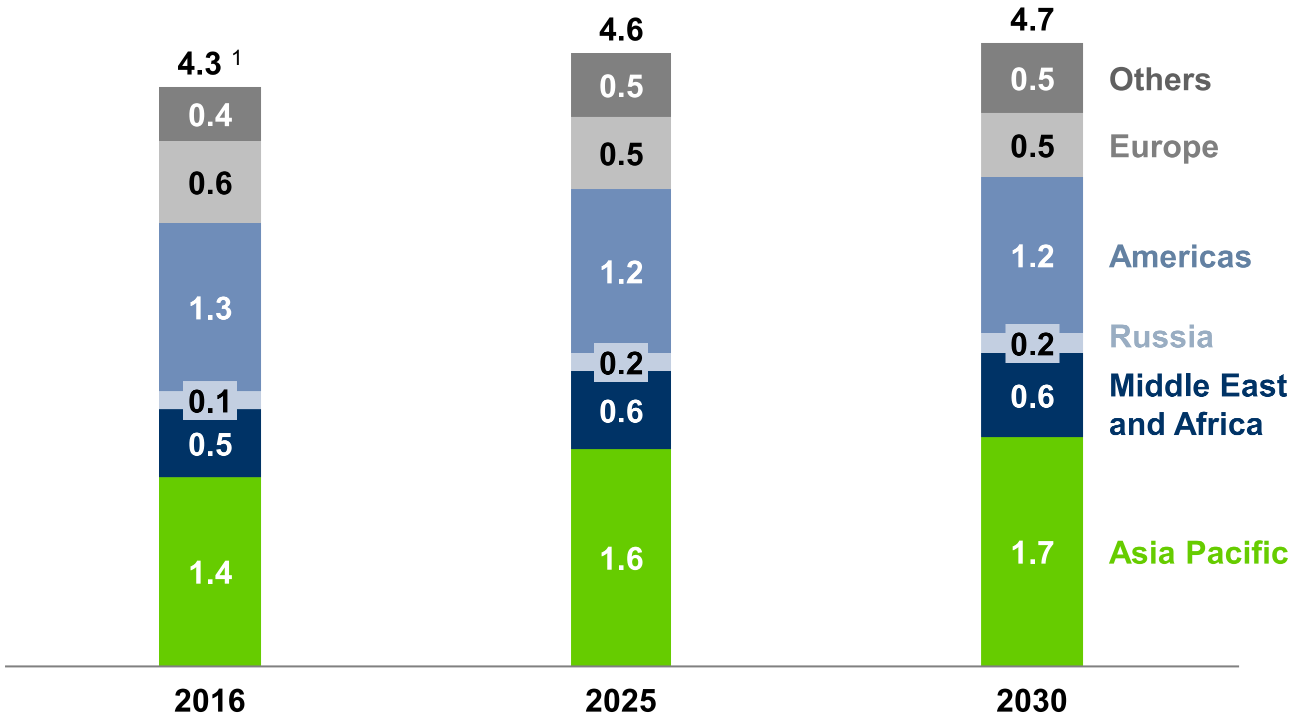


- **Global primary demand** expected to **increase by 16% by 2030**
- **Oil and gas demand** continues to increase and will account for more than **50% of global energy demand**

Source: IEA New Policies Scenario, World Energy Outlook 2017
[1] Rounded figure

Global oil demand growth will support new investments

Global oil demand
Bn tons



- Global **oil demand** will continue to **increase**
- **Asia Pacific, Middle East, Africa and Russia** demand to grow and account for >50% of the global consumption by 2030

Source: IEA New Policies Scenario 2017
[1] Rounded figure

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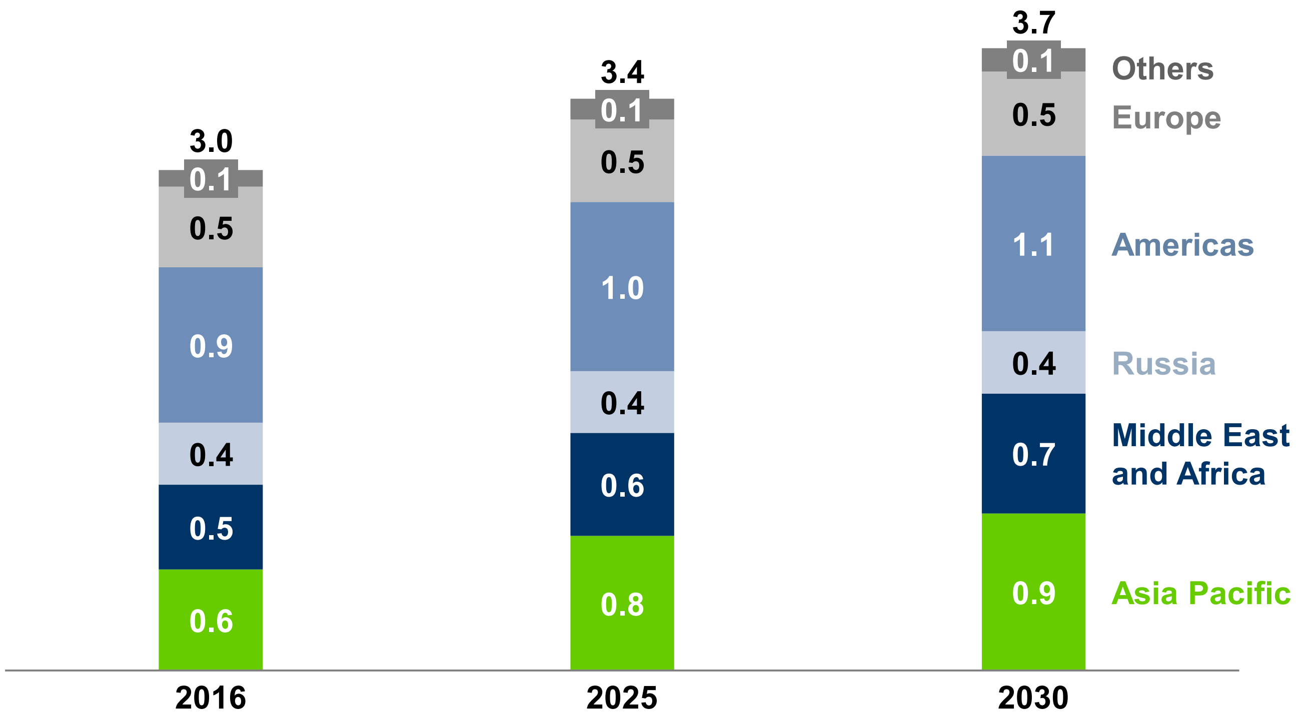
Global gas demand will increase by >20% until 2030

Global gas demand
Bn toe

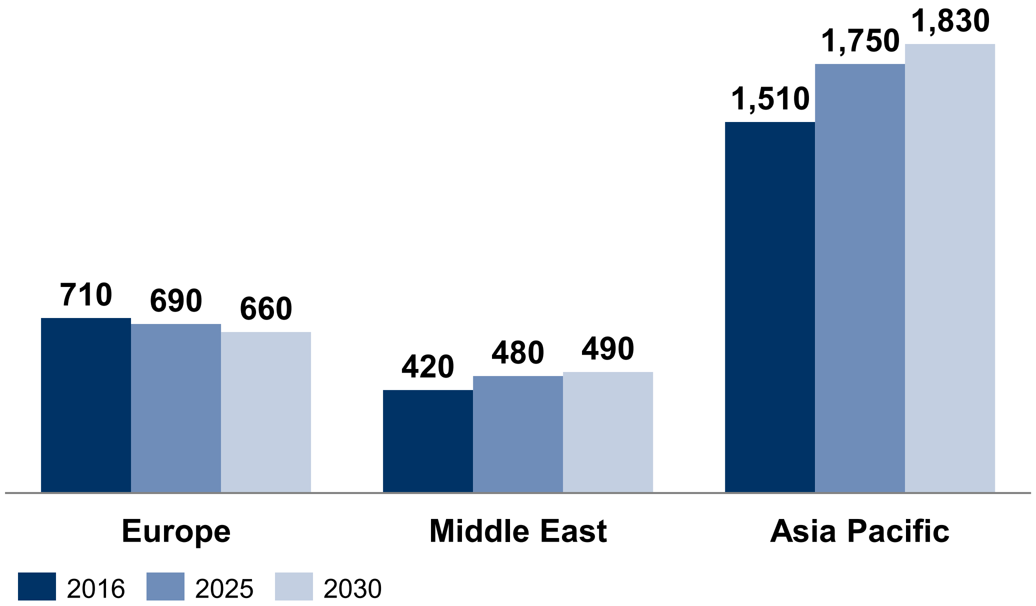


- **Asia Pacific, Middle East and Africa** drive the demand growth
- Existing and sanctioned **projects will not meet demand**

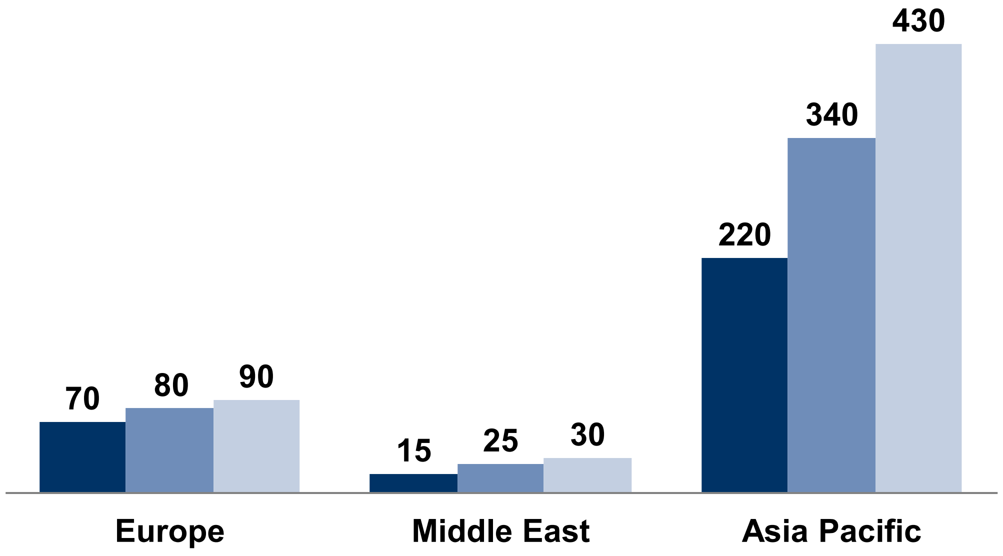
Source: IEA New Policies Scenario 2017

Asia Pacific – main driver for demand growth

Fuels demand
Mn tons



Petrochemical products demand
Mn tons



- **Global fuels demand** to increase by **9%** from 2016 to 2030 driven by Asia Pacific
- **Global petrochemical demand** expected to grow by **70%** from 2016 to 2030 in all regions

Source: JBC Energy, OMV analysis, rounded numbers

Market assumptions

	Medium term	Long term
Brent oil price USD/bbl	70	70 – 80
Central European Gas Hub price EUR/MWh	20	20 – 22
OMV indicator refining margin USD/bbl	5	≤ 5
FX EUR/USD rate	1.20	1.15 – 1.20

OMV

OMV 2025 – Higher performance and more value ahead

- Leverage on proven concept of **integration**
- Significantly **internationalize** Upstream and Downstream
- Build **strong gas market presence** in Europe
- Extend record of **operational excellence**

Drive operating result and cash generation

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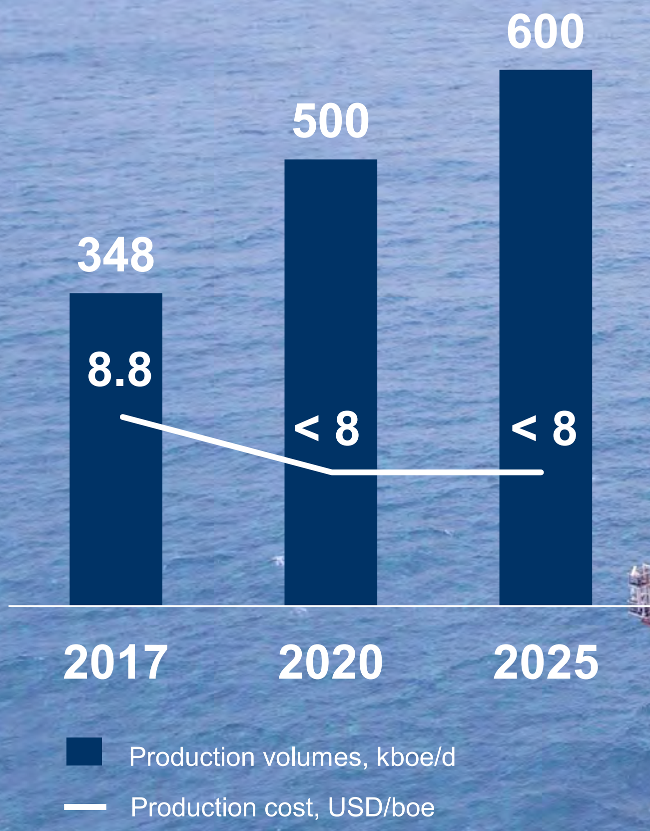
Higher-quality Upstream portfolio



Focused international player

>100% Reserve Replacement Rate [1]

4+1 core regions

[1] 3 years average

Downstream Oil – Further strengthen European position and grow internationally

1st quartile [1]

Fuels

Net cash margin

Total cash OPEX

Energy intensity index

Olefins

Total cash OPEX

Maintenance

Energy intensity index

- Shift to **higher value products**
- **Further increase captive sales** volumes
- **Export successful** European **business model internationally** towards growing markets
- **Increase petrochemical and refining capacity**

[1] Solomon benchmarking; for Schwechat and Burghausen refineries

Downstream Gas – Build strong market presence in Europe

>80%

gas to be imported by 2030

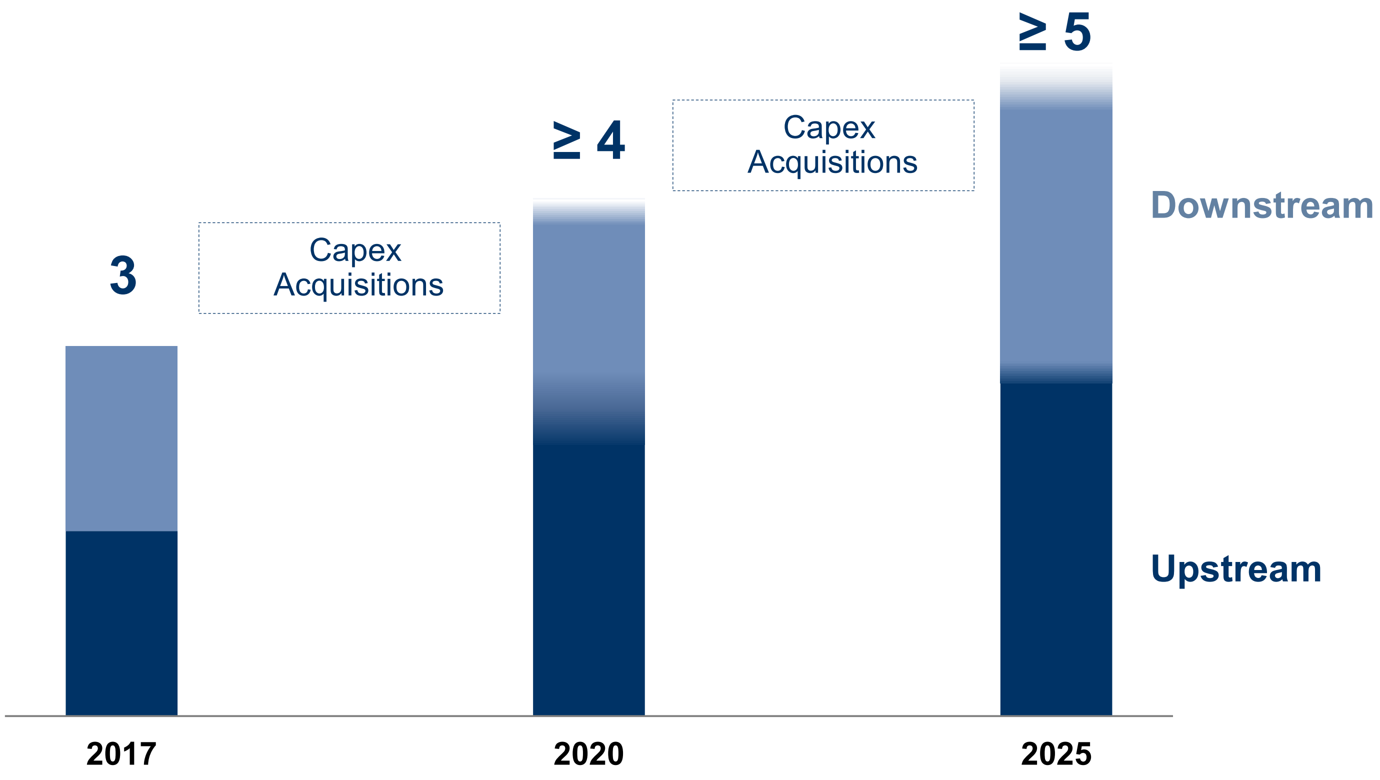
380 bcm imports required [1]

- Leading integrated supplier from North West to South East Europe
- Monetize increasing equity supply
- Double sales revenues and increase overall margins
- Leverage Nord Stream 2

[1] Imports required in the European Union

Continue to grow value

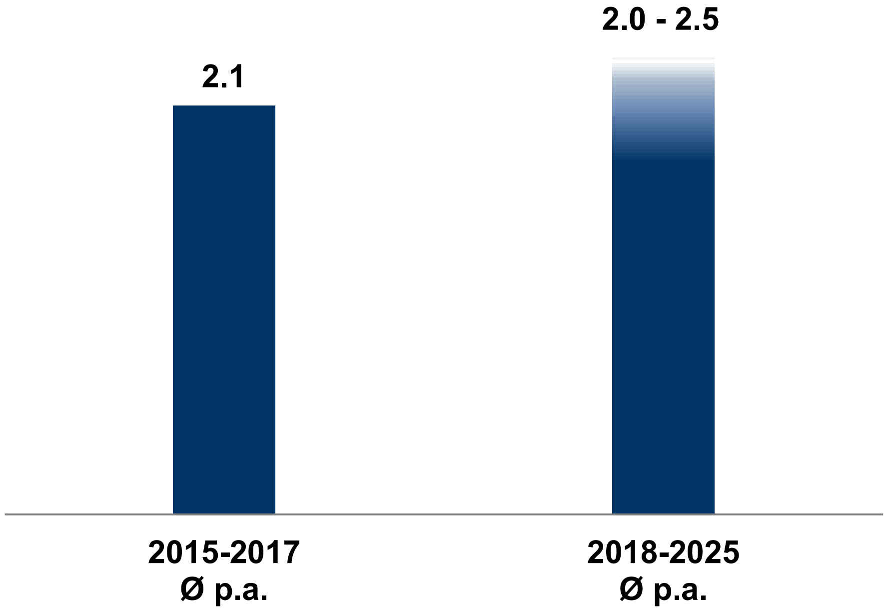
Clean CCS Operating Result
EUR bn



- **Positive free cash flow** after dividends
- Long term **gearing ratio** target of **≤ 30%**
- **Progressive dividend policy**

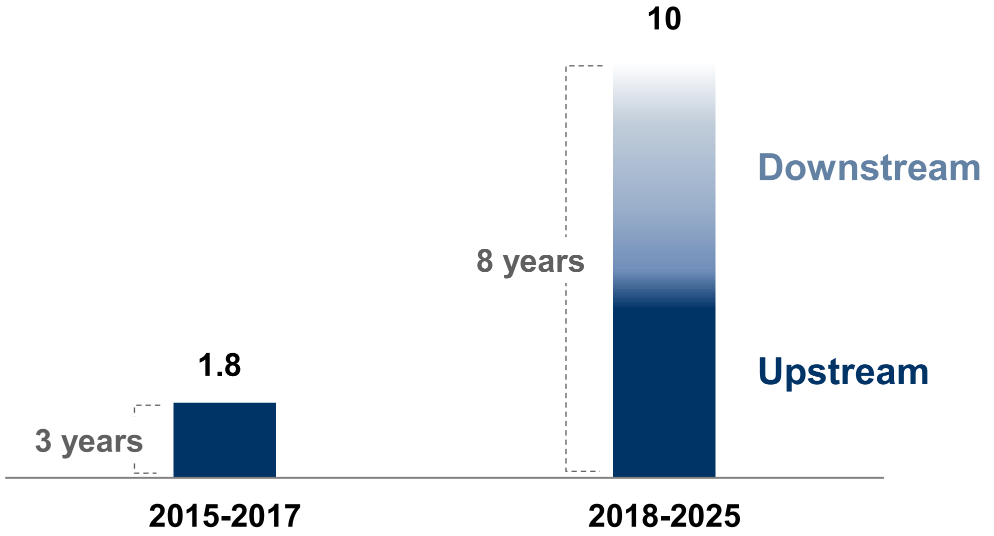
Focused investments

CAPEX
EUR bn



- Efficient capital allocation
- Strict cost management

Acquisitions
EUR bn



- Value adding acquisitions
- Keep optionality and flexibility
- Invest along the value chain

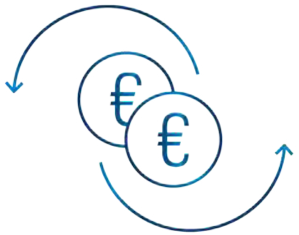
Capital allocation priorities

1 CAPEX

2 Acquisitions

3 Dividends

4 Debt reduction



ROACE TARGET

≥12%

Mid- and long- term

OMV's growth strategy will be implemented in a safe, responsible and carbon efficient manner

Safety first

Lost Time Injury Rate	Process safety events
(23)%	**(74)%**
2017 vs 2014	2017 vs 2014

ZERO Harm
NO Losses

Carbon efficiency

Carbon intensity
GHG emissions per unit

OMV Operations	External product sales [1]
(15)%	**stable**
2016 vs 2010	2016 vs 2010
(19)%	**(4)%**
2025 [2] vs 2010	2025 [2] vs 2010
Zero routine flaring	Focus on natural gas

Recognition

FTSE4Good

Member 2017/2018 STOXX ESG LEADERS INDICES

CDP DRIVING SUSTAINABLE ECONOMIES

MSCI 2017 Constituent MSCI ESG Leaders Indexes

Highest ranking for **ESG** performance from MSCI [3] for the last 5 years

[1] External sales volumes, excluding trading volumes. [2] Forecasted figures
[3] The inclusion of OMV as of October 13, 2017, in any MSCI index, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement or promotion of OMV by MSCI or any of its affiliates. the MSCI indexes are the exclusive property of MSCI. MSCI and the MSCI index names and logos are trademarks or service marks of MSCI or its affiliates.

OMV – Higher performance and more value ahead

Well positioned for profitable growth
Growth along the entire value chain

Drive strong cash flow generation
Solid basis for growth and dividends

Leverage on integrated portfolio
Natural hedge ensuring resilience

Deliver attractive shareholder returns
Progressive dividend policy

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Capital Markets Day

Johann Pleininger
Deputy Chairman
Upstream Executive Board Member

London, March 13, 2018

OMV Aktiengesellschaft

The energy for a better life. OMV

OMV Upstream in a nutshell 2017

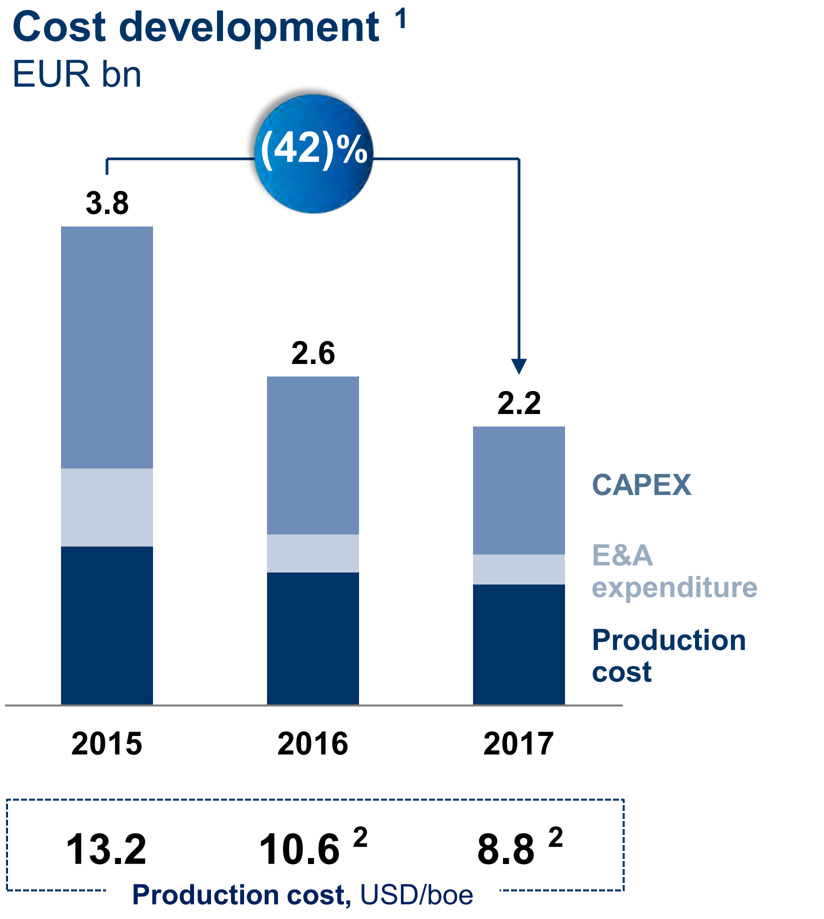
EUR 1.2 bn
Clean Operating Result

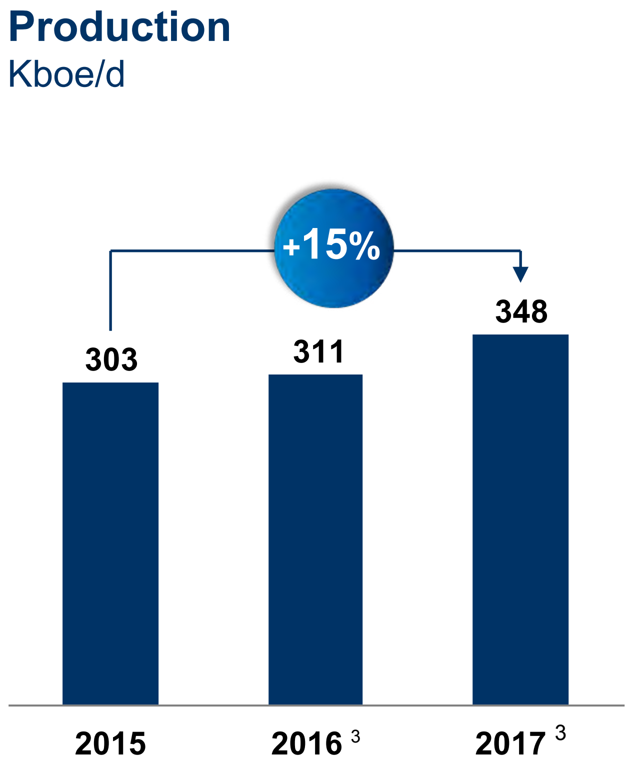
Focused international player

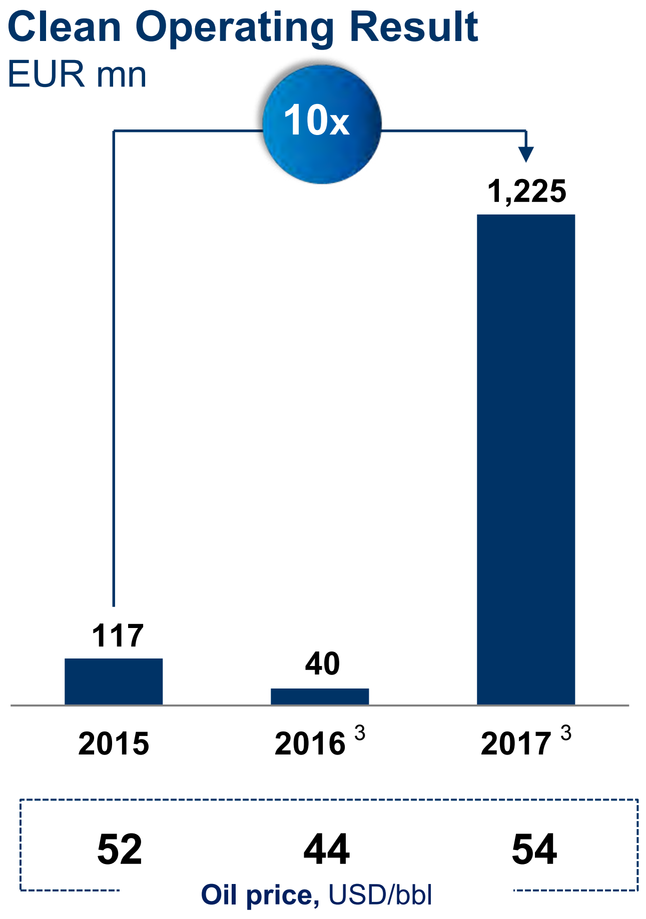
0.28	**1.15** bn boe	**348** kboe/d
Lost Time Injury Rate	1P reserves	Production
82%	**52:48**	USD **8.8** per boe
Production from EU/OECD countries	Oil:Gas Production split	Production cost

Drilling rig, Austria

We delivered on our promises: Lower cost, increased earnings



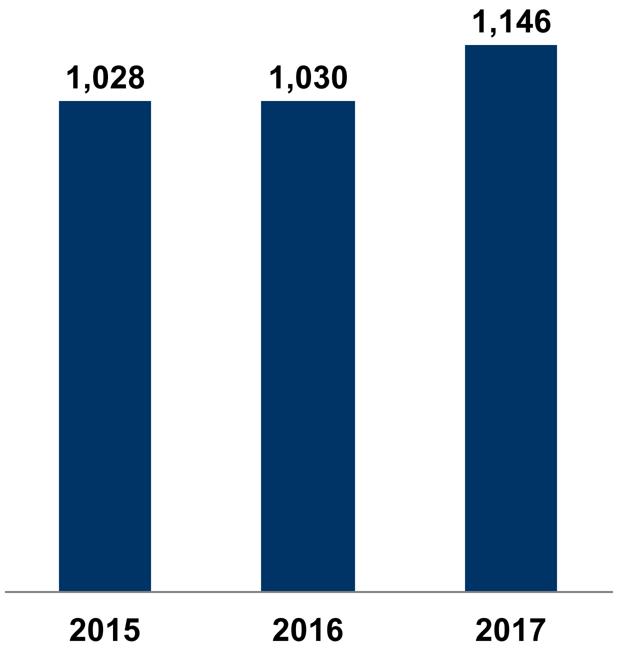




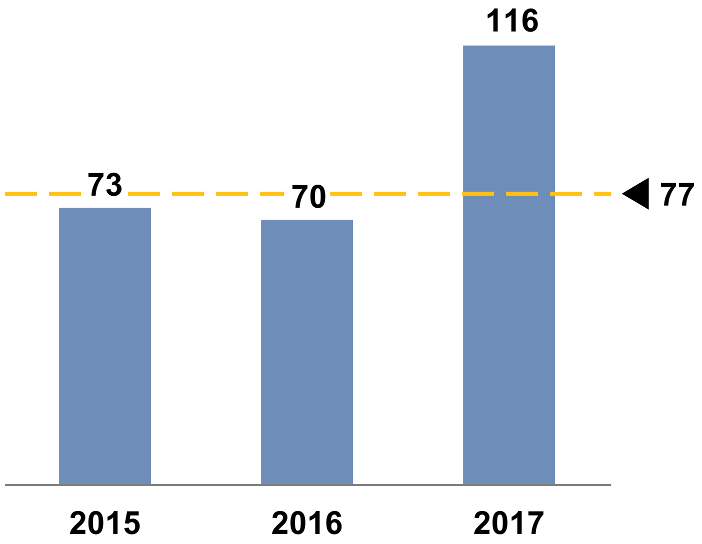
[1] Excluding acquisition cost and divestments proceeds
[2] 2016 and 2017 definition according to industry standard; 2017 including associates
[3] Including portfolio changes

We delivered on our promises: Strengthened reserve base

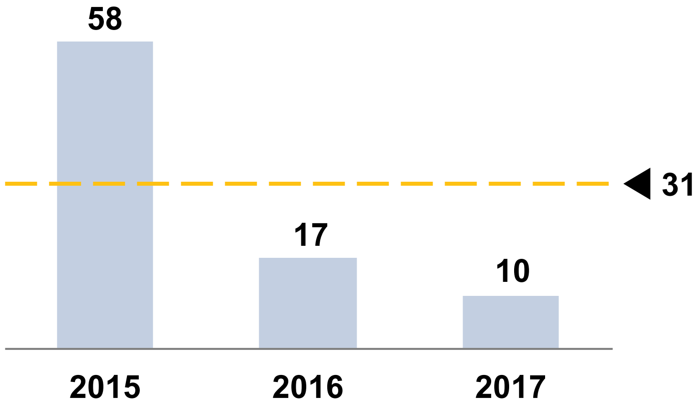
1P Reserves
Mn boe



Reserve Replacement Rate
3 years Ø RRR, %



1P Reserve Replacement Cost
1 year Ø, USD/boe



3 years peers' median 2016 [1]

[1] Source: IHS Markit (Anadarko, Apache, BP, ENI, Hess Corp, Lukoil, Murphy, Occidental, Repsol, Shell, Statoil, Total)

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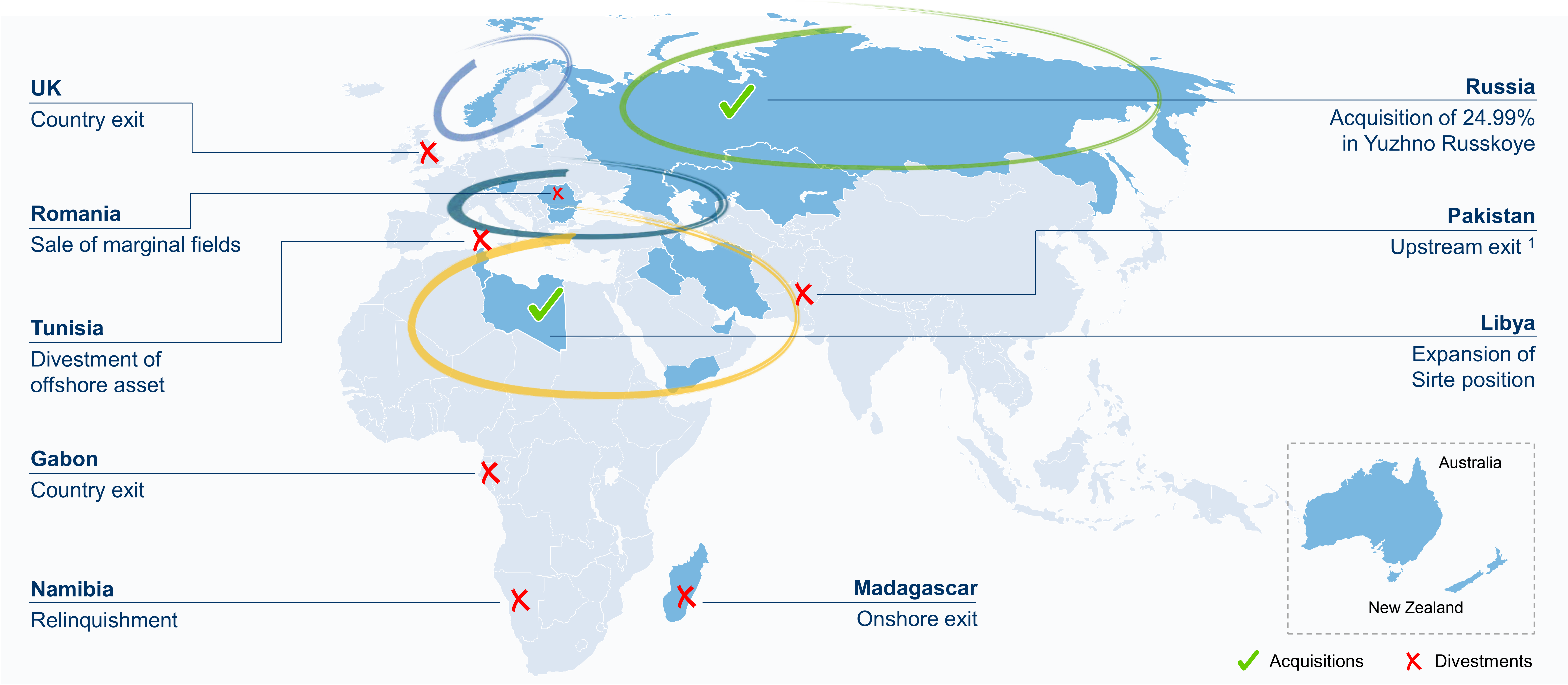
We delivered on our promises: Portfolio upgraded, new core region Russia established



[1] Sale agreement signed on February 28, 2018

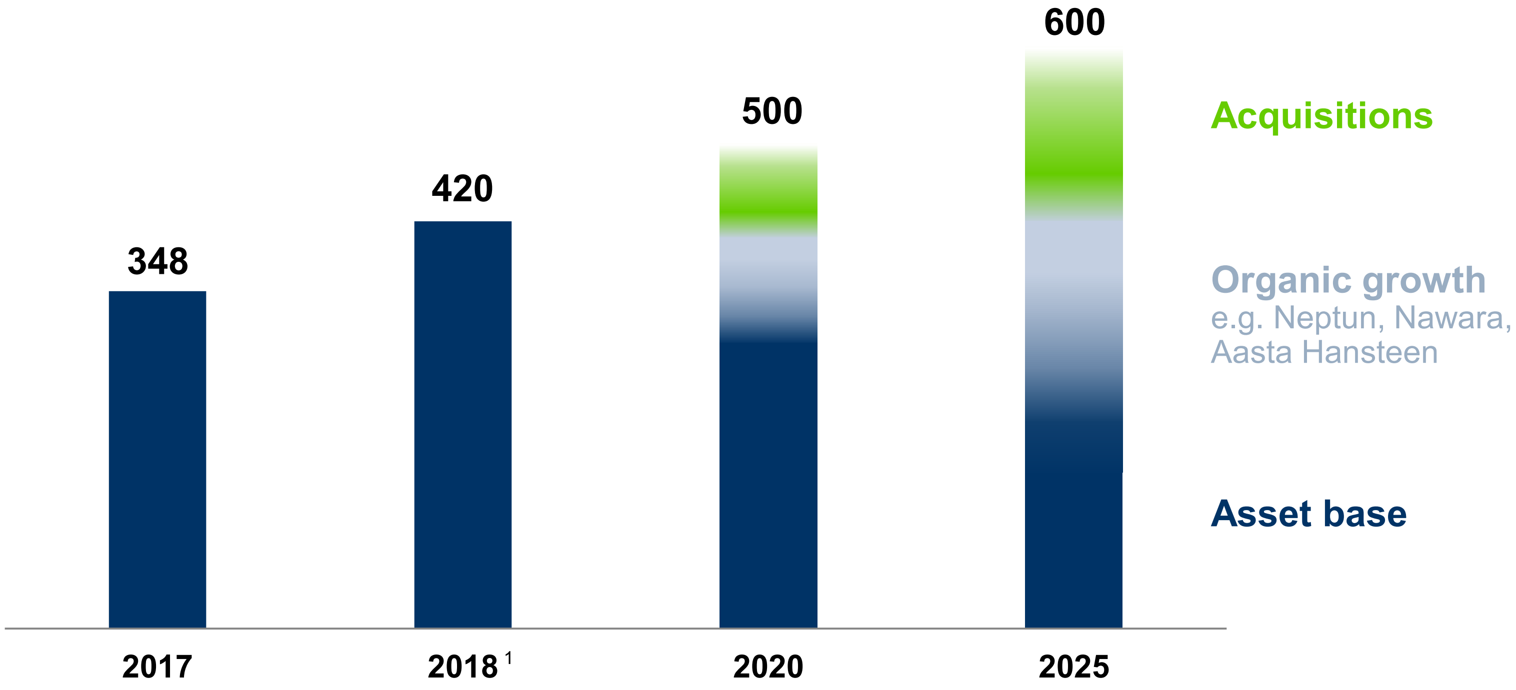
Upstream strategy 2025

- Renew and improve the quality of our asset base
- Double reserves
- Extend track record of operational excellence
- Increase cash generation

Higher-quality portfolio generating more cash

Drive production organically and via acquisitions

Production growth
Kboe/d

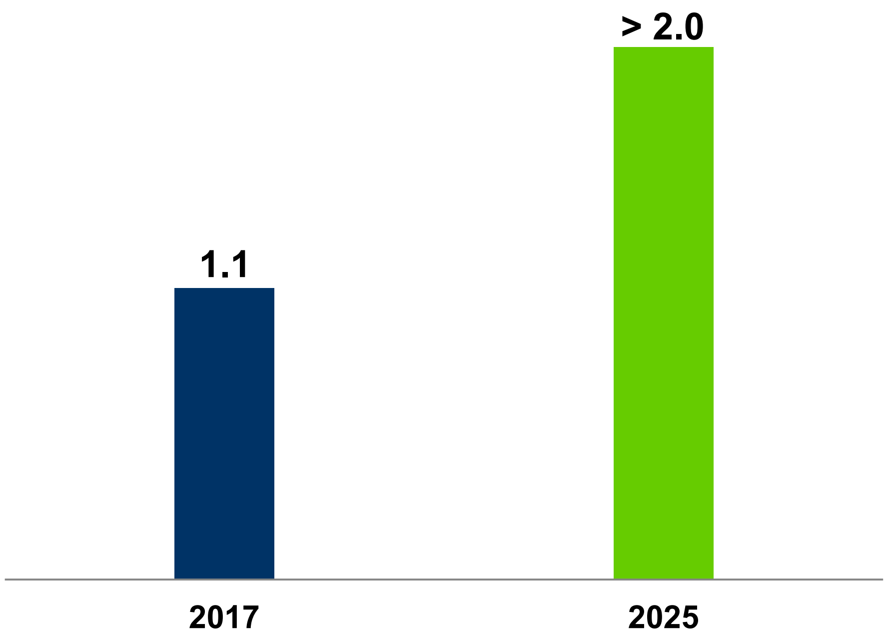


Production cost
both in 2020 and 2025
USD/boe
<8

[1] Excluding acquisitions and divestments

Ensure sustainable reserve replenishment

1P Reserve development
Bn boe



1P Reserves

2x

Reserve life
years

8-10

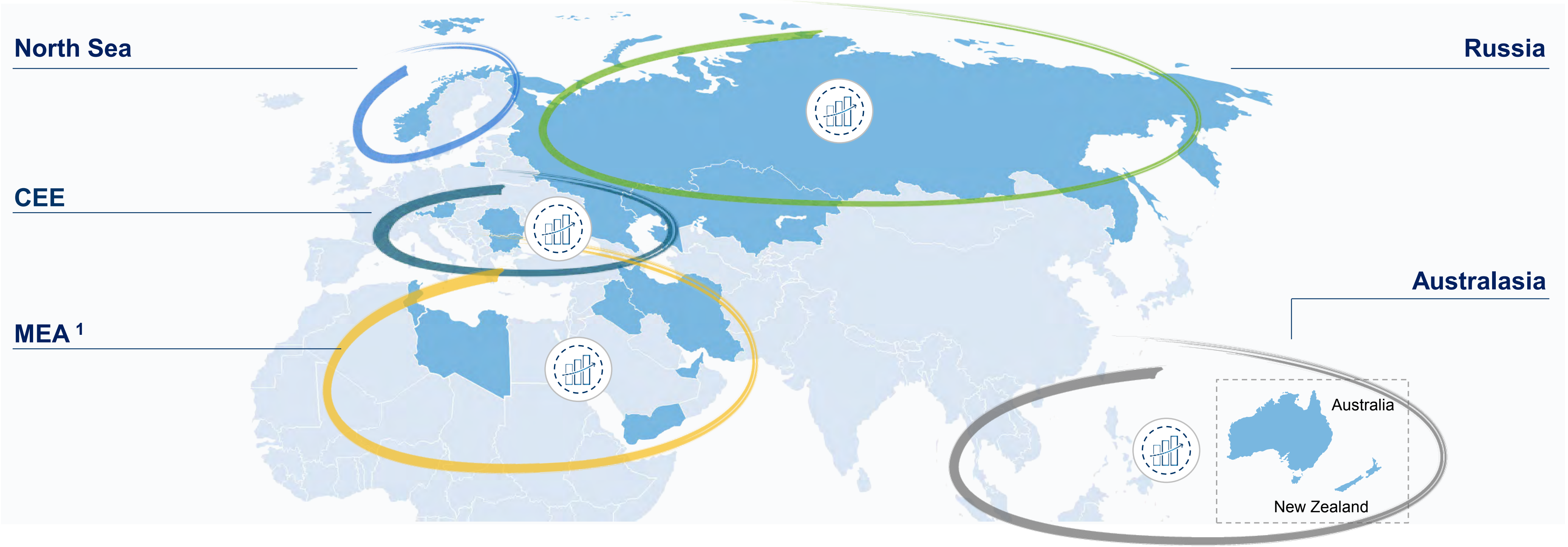
Reserve Replacement Rate
3 years Ø, %

>100

Gas share
%

>50

Increase international footprint: 4 + 1



OMV Upstream regions

Core region – CEE
Core region – North Sea
Core region – MEA
Core region – Russia
Development region – Australasia
Growth

Note: Madagascar not depicted in map
[1] Sale agreement for the divestment of OMV Pakistan signed on February 28, 2018

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Exploration: Faster and more disciplined approach

Excellent Barents Sea track record

Wisting drilling (Transocean Barents rig), Norway

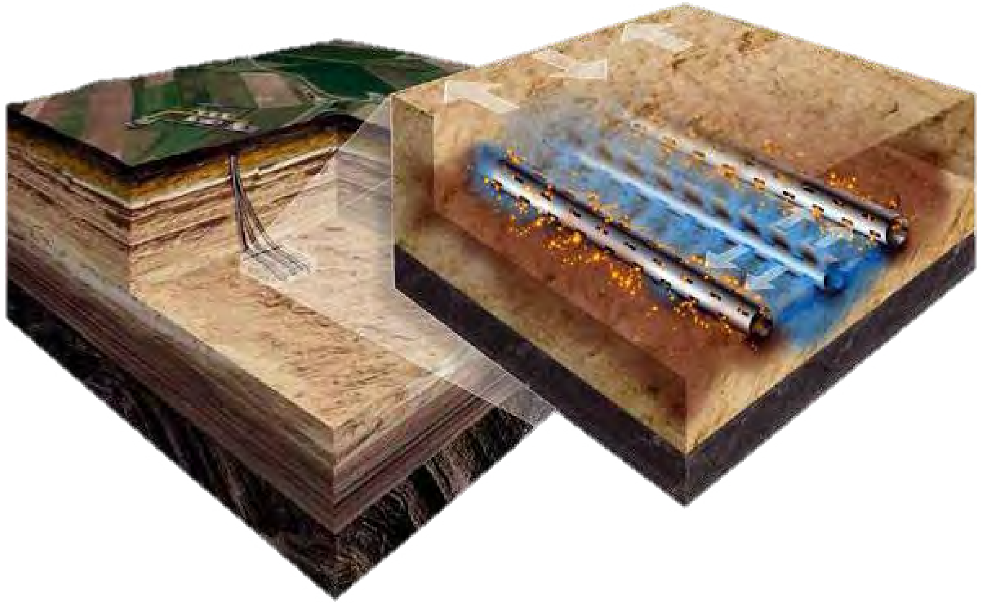
- 1st well as new play opener ✓
- Successful appraisal campaign ✓
- World-record drilling [2] ✓

- Increase size and quality of E&A portfolio
- Grow in OMV core and development regions
- Achieve faster monetization of discoveries
- Apply proven excellence in exploration
  - Play opening successes in Wisting, Neptun, Han Asparuh through application of OMV geological concepts - **all with first well**

E&A budget EUR mn p.a.[1]	Wells p.a.
300	15-20

[1] Subject to change based on overall growth
[2] Wisting Central II shallowest horizontal offshore well drilled from a floating drilling facility

Technology drives recovery and reduces downtime



Schematic picture of the polymer injection process

- **Highlights**
  - Mean-time-between-failure of producing wells of over 1,900 days (Austria)
  - Reduced number of well interventions per year from over 150,000 to below 6,000 (Romania [1])
  - Low cost drilling [2] and drilling world records
  - Over 80% automated wells (Austria)
- **Objectives**
  - Increase ultimate recovery rate by 10 percentage points in selected fields
  - Apply nanotechnology for corrosion and wear prevention
  - Make the most effective use of digital technologies

Austria as technology center for international roll-out

[1] From 2005 to 2017; OMV closed the acquisition of a 51% stake in Petrom in December 2004
[2] Top quartile cost per meter dry hole, Romania, Rushmore benchmark

Transform OMV Upstream into a top digital player

- **Project examples**
  - Drilling cockpit for real-time collaboration
  - Latest 3D visualization technology for geological interpretation
  - Machine learning and cloud solutions for seismic data processing
- **Future objectives**
  - Faster project evaluation for better decision making
  - Worldwide digital access to knowledge, tools, people
  - Accelerated innovation through idea crowdsourcing

DigitUP: Global Upstream digitalization program to improve competitive position

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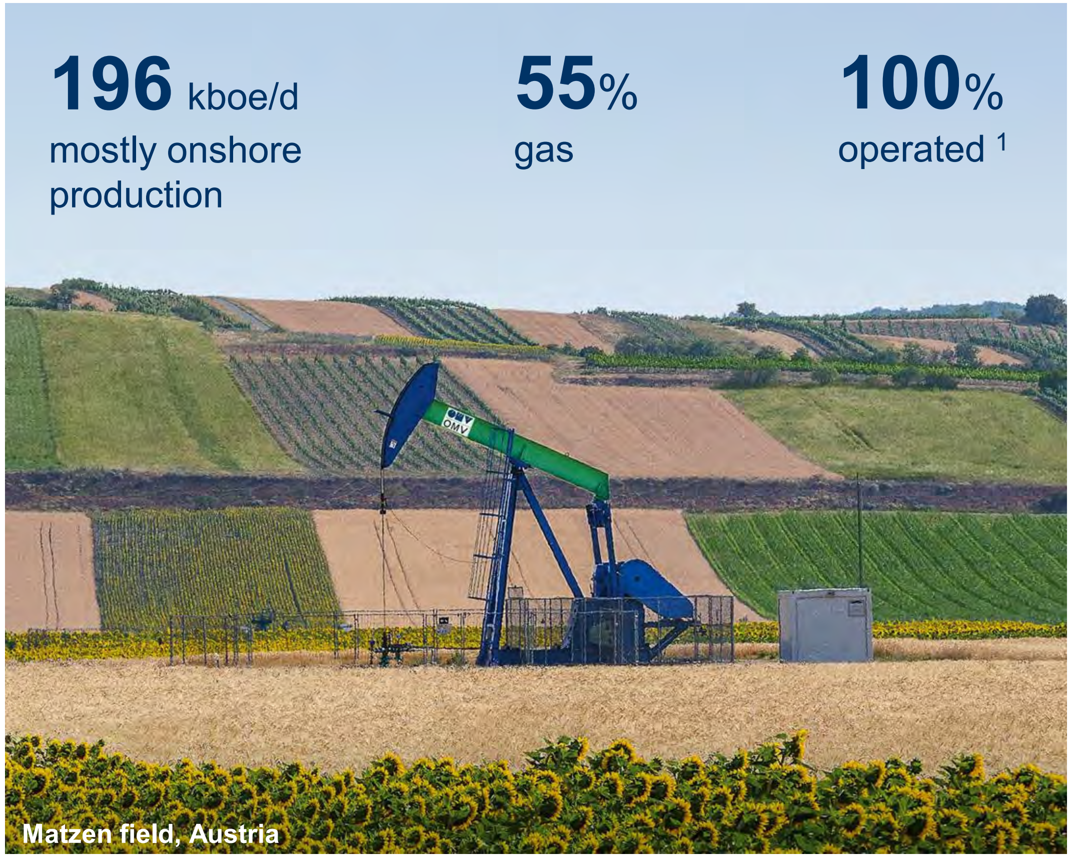
CEE: Sustain value generation in Romania and Austria, realize Black Sea potential



2017 figures

- **Maximize profitable recovery**
  - Infill drillings, workovers, selected field re-developments
  - Strict cost management (CAPEX, production cost)
  - Explore in Romania onshore, the Black Sea and Austria
- **Mature Neptun**
  - First gas in 2020+
  - Resources Domino-1 discovery of up to 250 mn boe [2]
- **Continue active portfolio management**
  - Pursue regional growth
  - Divest additional marginal fields in Romania

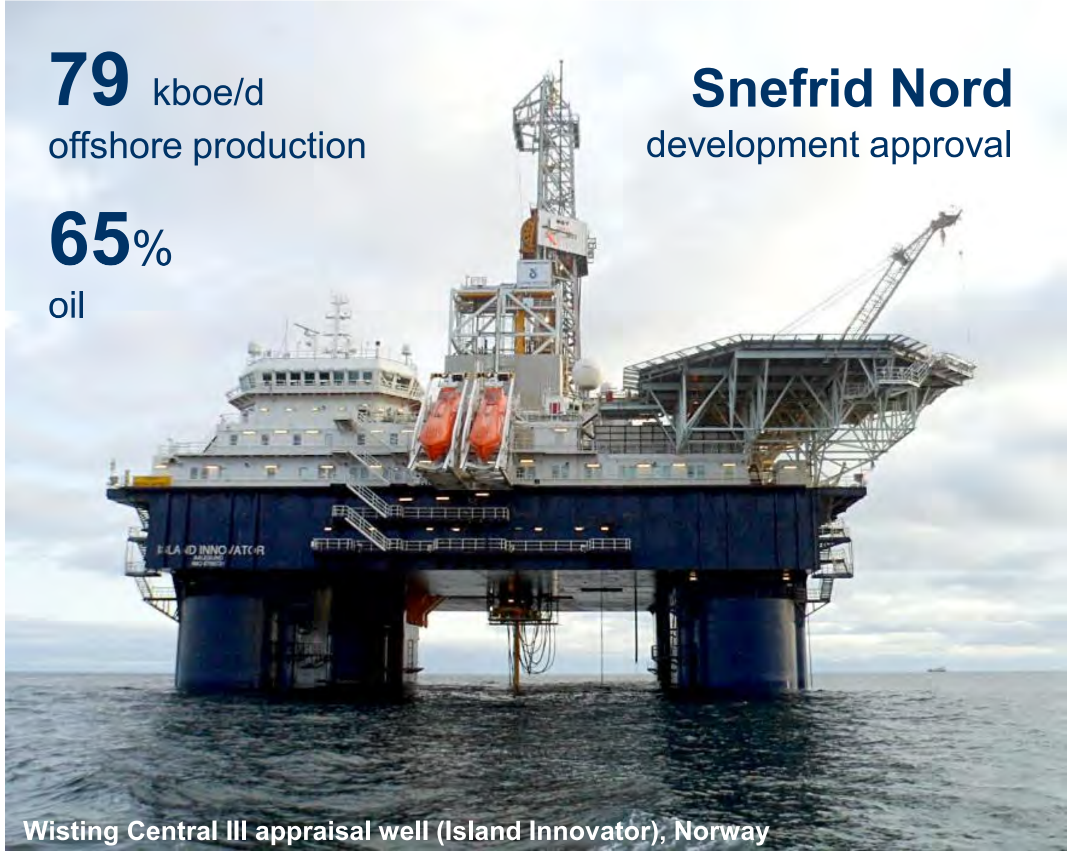
All figures net to OMV
[1] In % of production
[2] OMV Petrom initial estimate as communicated for the Domino-1 well in February 2012

Secure long-term sustainable contribution in North Sea

79 kboe/d
offshore production

65%
oil

Snefrid Nord
development approval



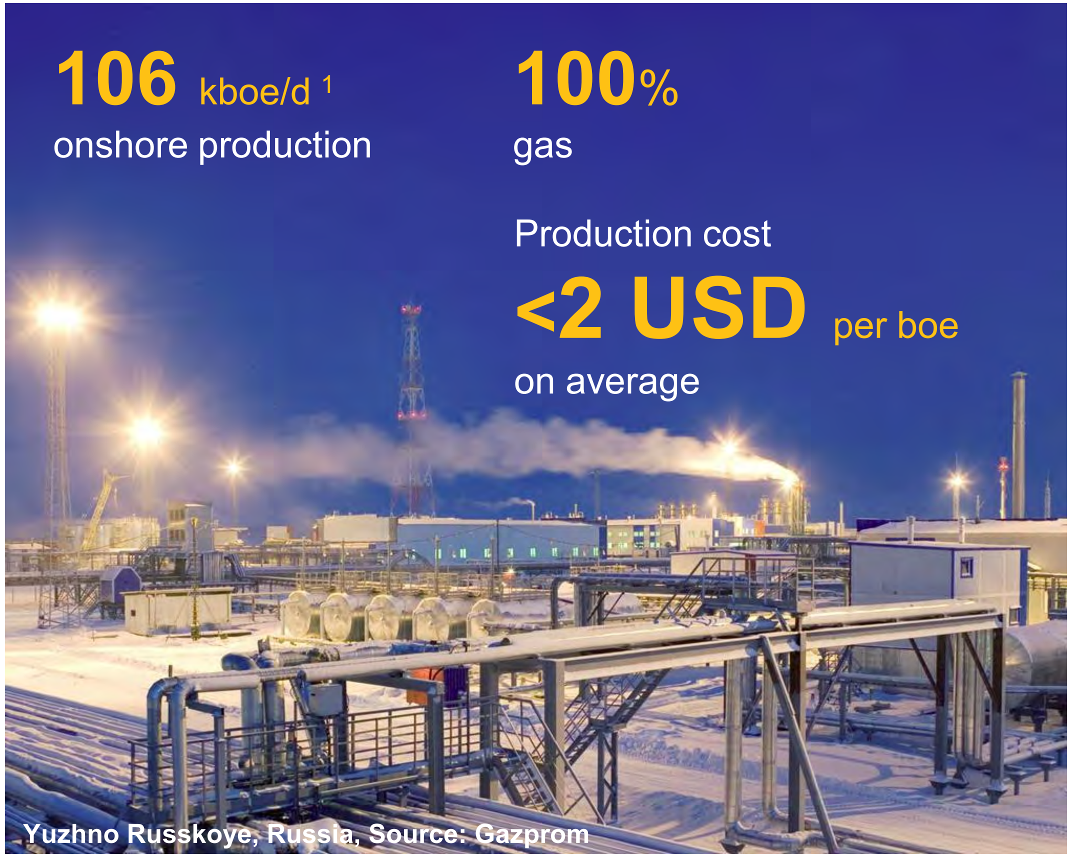
Wisting Central III appraisal well (Island Innovator), Norway

2017 figures

All figures net to OMV

- **Bring Aasta Hansteen on stream**
  - First gas in Q4 2018
  - Cumulative gas production of up to 43 mn boe
  - Peak production of 18 kboe/d
  - Snefrid Nord to be developed as a tie-back
- **Mature Wisting**
  - First oil in mid 2020s
  - Total recoverable oil resources of up to 130 mn bbl
  - Latest successful appraisal well in Q3 2017
- **Expand exploration portfolio**
  - 34 licenses, thereof 7 operated

Build upon huge potential of Russia

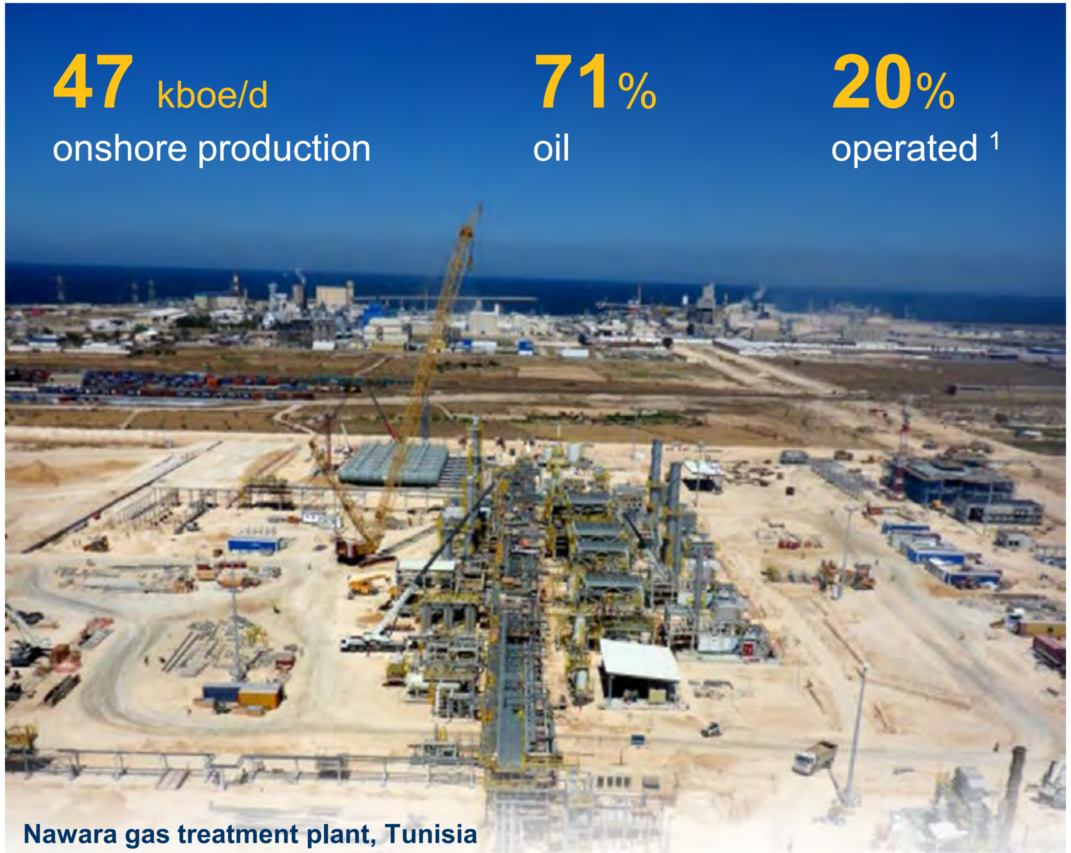


2017 figures

- **Realize organic growth potential**
  - 100 kboe/d from Yuzhno Russkoye over next years
  - Upside from Turonian reservoir layer
- **Continue growth path with Achimov IV/V**
  - Conclude asset swap with Gazprom by end 2018
  - First gas in 2020 [2]
  - Production of 80 kboe/d in 2025
- **>1 bn boe recoverable reserves**
  - Yuzhno Russkoye and Achimov to contribute to OMV's RRR in the long-run
- **Review further acquisition opportunities**

All figures net to OMV
[1] December 2017 production
[2] As per operator

Grow and access potential in Middle East & Africa



Nawara gas treatment plant, Tunisia

2017 figures

- **Secure stable contribution from Libya**
  - Maintain and grow production level
  - Assess Nafoora field expansion
  - Evaluate exploration potential
- **Deliver Nawara gas project in Tunisia**
  - First gas in 2019
  - Peak production of 10 kboe/d
- **Enhance value in Kurdistan Region of Iraq**
  - Further develop Khor Mor field and realize upside
- **Develop UAE position**
- **Pursue growth options in the region (e.g. Iran, Iraq)**

All figures net to OMV
[1] In % of production

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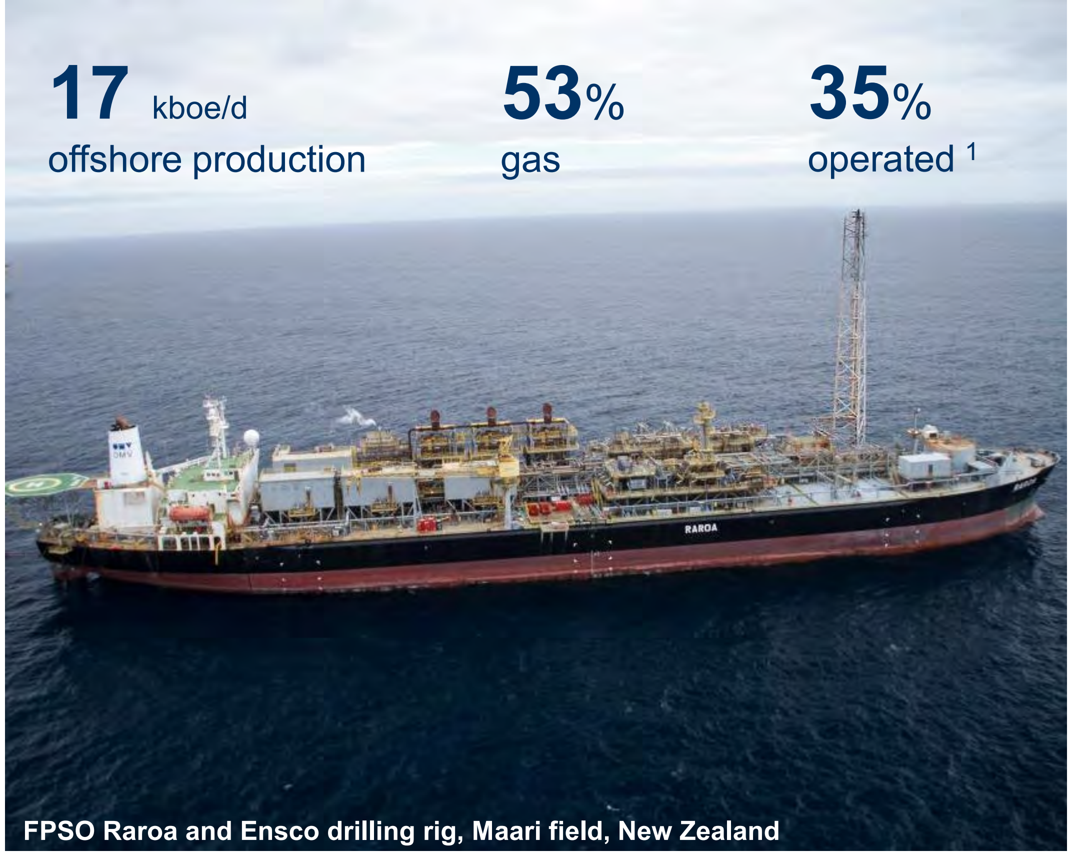
Expand footprint in Australasia



17 kboe/d
offshore production

53%
gas

35%
operated [1]

FPSO Raroa and Ensco drilling rig, Maari field, New Zealand

2017 figures

- **Realize upside of current position in New Zealand**
  - Strong and stable cash generator
  - Highly profitable production
- **Exploit promising exploration potential**
- **Develop Australasia into a core region**
  - Evaluate further opportunities in the wider area

All figures net to OMV
[1] In % of production

OMV

Upstream strategy 2025 – Key takeaways

Renew and improve the quality of our asset base

Double reserves

Extend track record of operational excellence

Increase cash generation

Capital Markets Day

Manfred Leitner
Downstream Executive Board Member

London, March 13, 2018

OMV Aktiengesellschaft

The energy for a better life. OMV

OMV Downstream in a nutshell – 2017

Focus on Europe

0.4
Lost Time Injury Rate

17.8 mn t
Refining capacity

2.5 mn t
Petrochemical capacity

2,039
Retail sites

36%
Share in Borealis

11 bcm
Gas sales

Downstream Company of the Year [1]

Schwechat refinery, Austria

[1] Awarded by Petroleum Economist in 2017

We delivered on our promises

2016 commitments

CASH GENERATION IN DOWNSTREAM OIL

RESTRUCTURING IN DOWNSTREAM GAS

DOWNSTREAM OIL

- ✓ Improved operational excellence
- ✓ Maintained strict capital and cost discipline
- ✓ Divested Turkish oil business (OMV Petrol Ofisi)
- ✓ Acquired Austrian discount retail network

DOWNSTREAM GAS

- ✓ Created lean basis for European gas sales business
- ✓ Divested wind power business in Romania
- ✓ Reduced exposure in regulated infrastructure
- ✓ Signed financing agreements for Nord Stream 2

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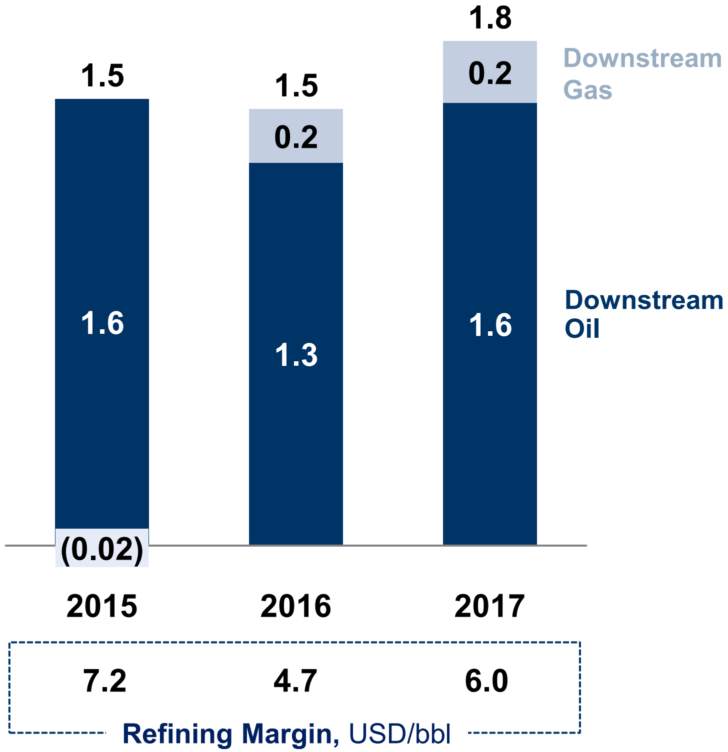
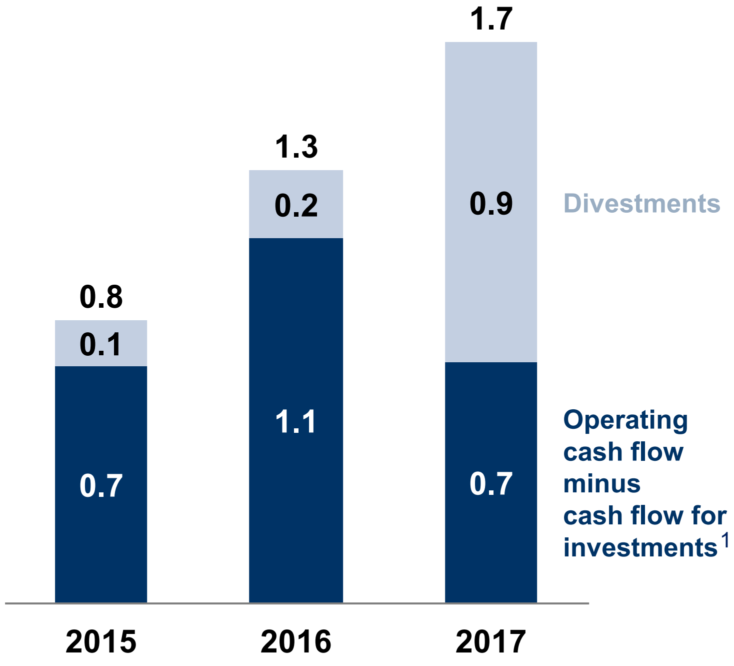
Strong contributor to OMV Group financials

Improvement in operations
Clean CCS Operating Result, EUR bn

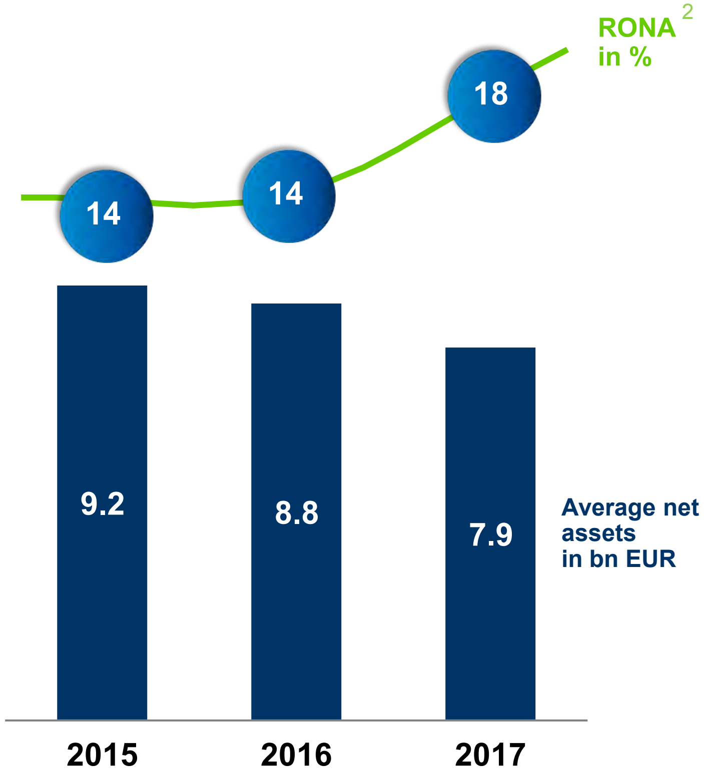


Strong cash flow generator
Free cash flow, EUR bn



[1] Including 324 mn EUR cash flow for investments in Nord Stream 2 in 2017

Attractive returns



[2] Return On Net Assets = NOPAT divided by average net assets, expressed as a percentage

OMV

Key success factors for OMV Downstream

DOWNSTREAM OIL

- **#1st quartile** European refiner [1] and olefin producer [2]
- High share of **secure product outlets**
- Strong **retail brands** in core markets and premium fuels
- Excellent management of **integrated oil value chain**

DOWNSTREAM GAS

- **Integrated gas value chain** from well to customer
- Long-term **reliable partnerships** with Europe's major gas suppliers
- Positioned at the **center of Europe's transmission network** [3] in Baumgarten (Austria)

[1] According to Solomon benchmark. Fuel Net Cash Margin, Cash Opex, Maintenance, Energy intensity
[2] According to Solomon benchmark. Olefins Cash Opex, Maintenance, Energy intensity

[3] OMV holds 51% stake in pipeline operator Gas Connect Austria

Downstream strategy 2025

Europe

- **Downstream Oil:** Further strengthen competitive position
- **Downstream Gas:** Become the leading integrated supplier with a strong market presence from North West to South East Europe

International

- Export successful European refining and petrochemical business model to international growth markets
- Increase petrochemical and refining capacity

OMV

Europe – further grow competitive position

Cash generator

- Operational excellence
- Shift to higher value products
- Further increase captive sales channels
- Double gas sales volumes
- Stringent cost management

OMV

OMV will upgrade its European refining assets to market changes

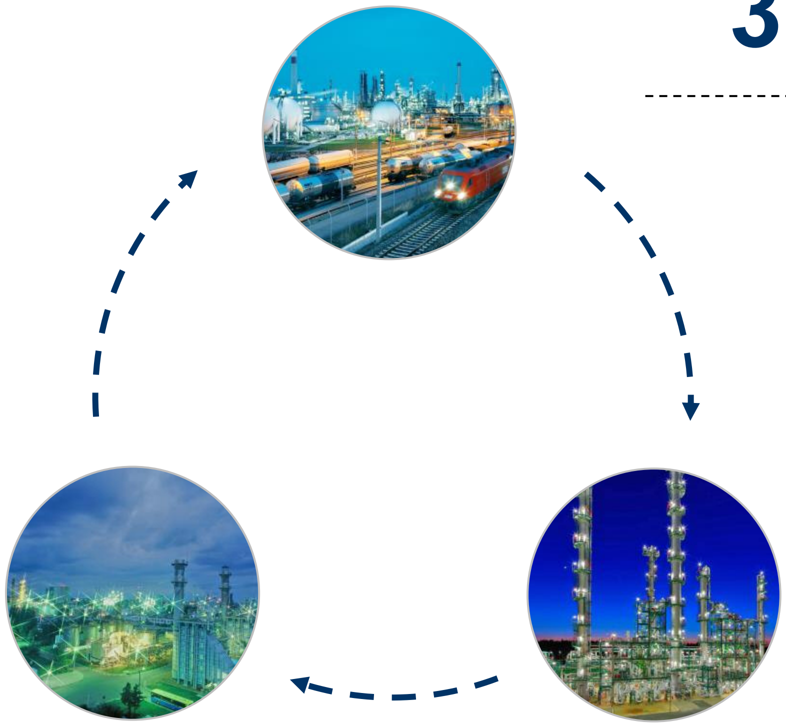
	European market 2016 - 2025	OMV European production volume 2025: Change	OMV European production volume 2025: 2025 volumes
Petrochemicals	↗	+12% ↗	2.8 mn t
Fuels – Jet	↗	+23% ↗	1.9 mn t
Fuels – Gasoline & Diesel	↘	(5)% ↘	9.8 mn t
Heavy Products	↓	(51)% ↓	0.9 mn t

- **Up to EUR ~ 1 bn** planned investments for upgrades in 2018 - 2025
- Increase production of **petrochemicals**
- Maximize **jet fuel production** and leverage the direct pipeline connection to Vienna and Munich airports
- Become **heavy fuel oil free** in Western refineries
- Upgrade to higher value products in **Petrobrazi refinery**
- **Stable total refining** capacity of 17.8 mn t

OMV

Continuous efforts on operational excellence

SCHWECHAT



PETROBRAZI

BURGHAUSEN

3 refining sites = 1 integrated refinery concept

- Optimize asset utilization through **intermediate product exchanges**
- Increase the **share of higher value products** with minimum investments
- Identify and **maximize high margin feedstock**
- **EUR ~ 50 mn benefits yearly**

OMV Retail – strong brands driving value growth

OMV

- 65% of network
- Premium fuels; share in sales **doubled since 2012**
- **Leading shop and gastronomy concept** in CEE
- **Non-oil business is one third contributor** to retail margin

Petrom

- 25% of network
- Most trusted retail brand in Romania
- Pilot cooperation with **hypermarket Auchan**

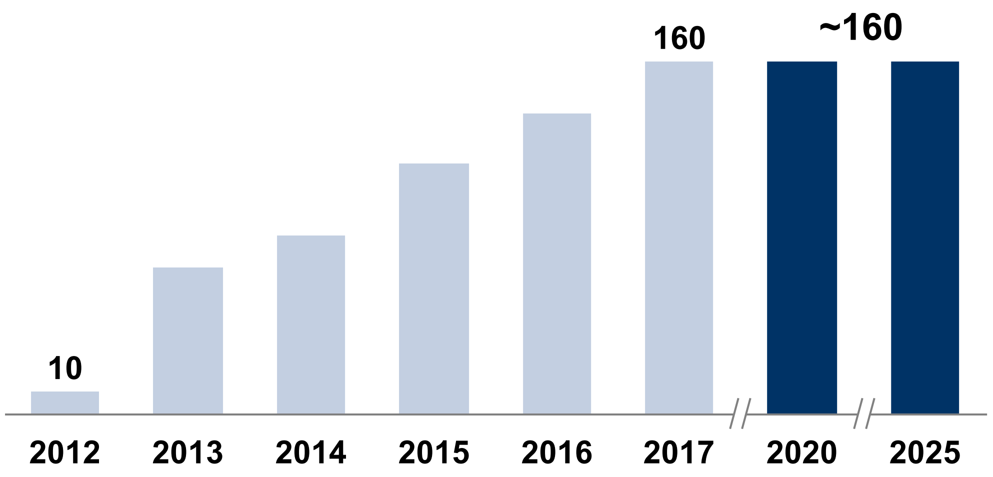
Avanti and Diskont

- 10% of network
- Perceived as most competitive in pricing

OMV

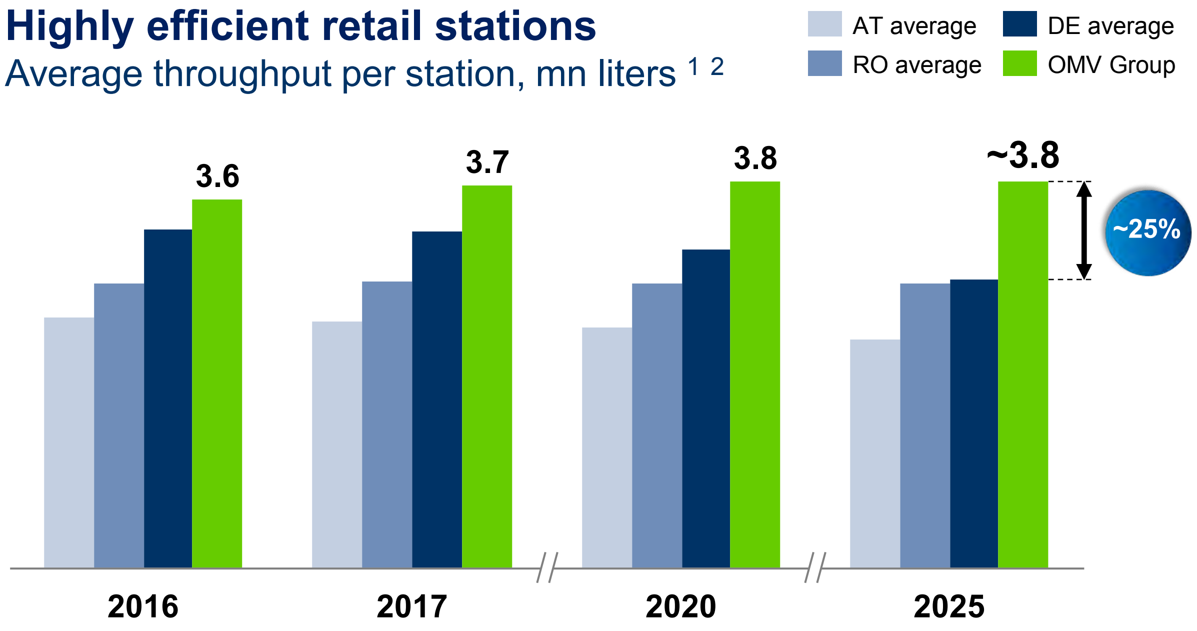
Retail ambitions for the future

Profitability turnaround in last 6 years
Operating Result per filling station, EUR 1,000 [1]



- Maintain **retail profitability** in a declining market
- **Grow non-oil business** as key differentiator to attract customers
- Further optimize **cost efficiencies**

Highly efficient retail stations
Average throughput per station, mn liters [1] [2]



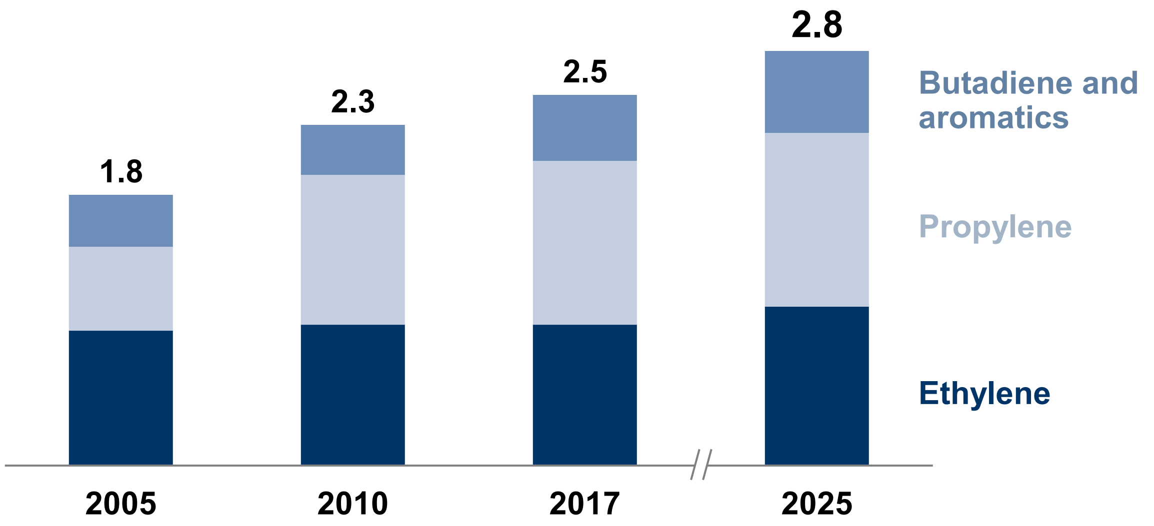
- **Increase sales volumes**
  - Average throughput per station **above country market averages**
  - Increase market share in Austria and expand to South German, Hungarian and Slovenian **discount retail market**

[1] Excluding OMV Petrol Ofisi

[2] Country averages. Source: Wood Mackenzie

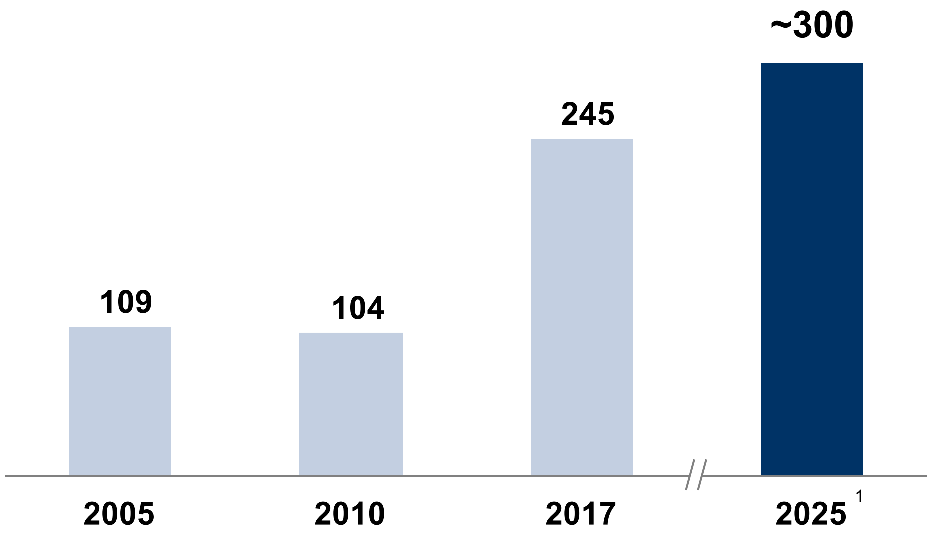
Strong petrochemicals position in Europe and potential for future growth

Production capacity
Mn t p.a.



- Strong partnerships with long-term customers
- Projects under preparation
  - Increase production of higher value butene (high purity iso-butene) by 2020
  - **Steam cracker expansion** in Burghausen by 2021

Clean CCS Operating Result petrochemicals
EUR mn

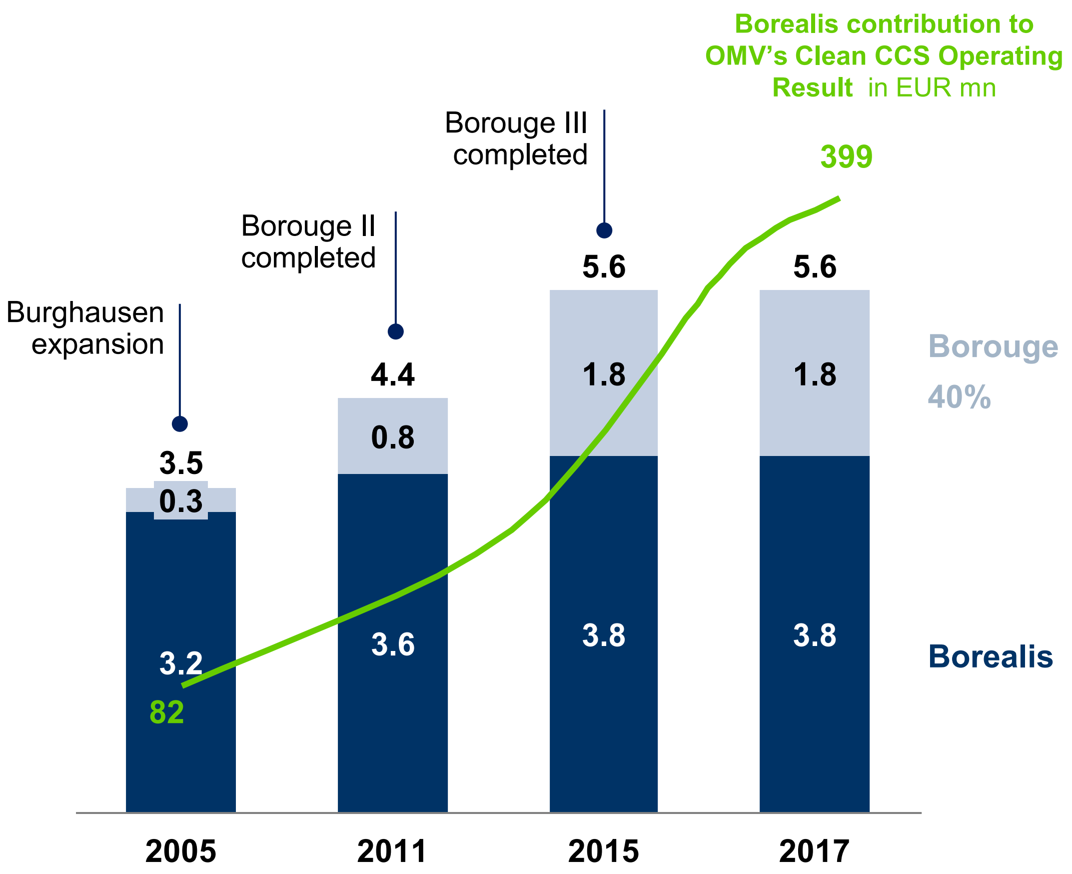


- Petrochemical projects under evaluation
  - Evaluate expansion in **Schwechat** together with Borealis
  - Evaluate potential for **Petrobrazi** refinery
  - Screen market for petrochemical opportunities

[1] Ethylene/propylene net margin at the level of actual 2017. Butadiene margin 2017 normalized.

The share in Borealis is a core asset in OMV Downstream and a basis for further growth

Polyolefin production capacity
Mn t p.a.



Borealis

- **#6** in polyolefins **globally** (incl. 100% of Borouge)
- **#2** in polyolefins in **Europe**
- **JV with ADNOC** in Borouge, Abu Dhabi – largest polyolefin site in the world
- Growth projects in USA and UAE
- **Strong contributor** to OMV's profitability (36% share in Borealis)

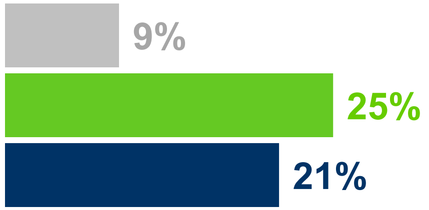
Borealis – OMV cooperation

- Site integration **„across the fence"** in Schwechat and Burghausen
- Operational synergies

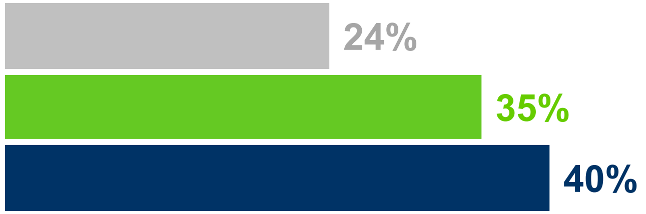
OMV will further improve its best in class captive sales volume

Refineries | **Sales**

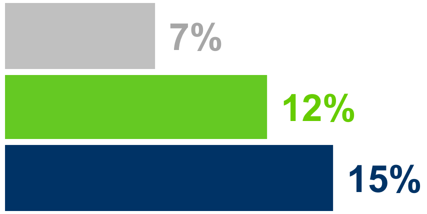
Equity crude oil processed
% of refining capacity



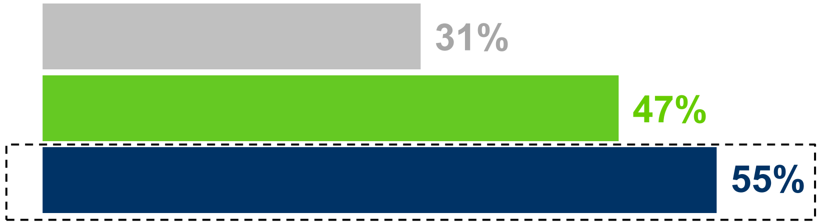
Retail sales volume
% of refining capacity



Petrochemical sales volume
% of refining capacity



Captive sales outlets
%



Peers | OMV 2017 | OMV 2025

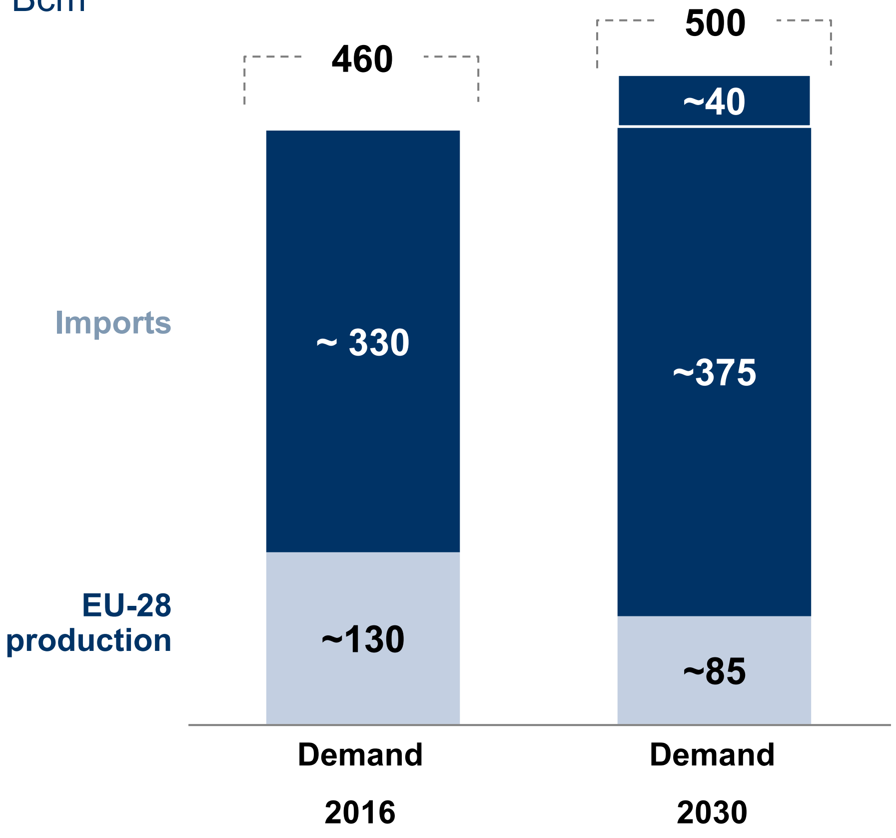
OMV – top refinery utilization in Europe

≥ 90%

OMV in 2017 excluding OMV Petrol Ofisi
Peers: BP Europe, ENI Europe, Exxon Europe, Lotos, MOL, NIS, Phillips 66 Europe, PKN Orlen, Repsol Europe, Rompetrol, Shell Europe, Total Europe. Values as of 2016.

Europe needs more natural gas

EU-28 gas supply and demand
Bcm



- Increasing European gas demand supported by the switch from coal to gas
- **Declining European indigenous production** requires further **gas import volumes**

Source: IEA 2017, OMV analysis

OMV aims to double the natural gas sales and build a strong market presence in Europe

- **Increase equity gas volumes** in Norway, Romania and Russia
- Leverage **Nord Stream 2** to support Baumgarten hub
- **Secure utilization** of LNG terminal in Rotterdam
- Increase sales volumes to **>20 bcm by 2025**
- Reach **10%** market share in **Germany**
- Evaluate **inorganic growth options** in commercially attractive business segments

Develop international Downstream Oil position

Export successful European model to growing markets

- Establish 1-2 core regions outside Europe; MoU with ADNOC
- Expand petrochemical position
- Grow refining capacity

Long term

Nearly double refining capacity

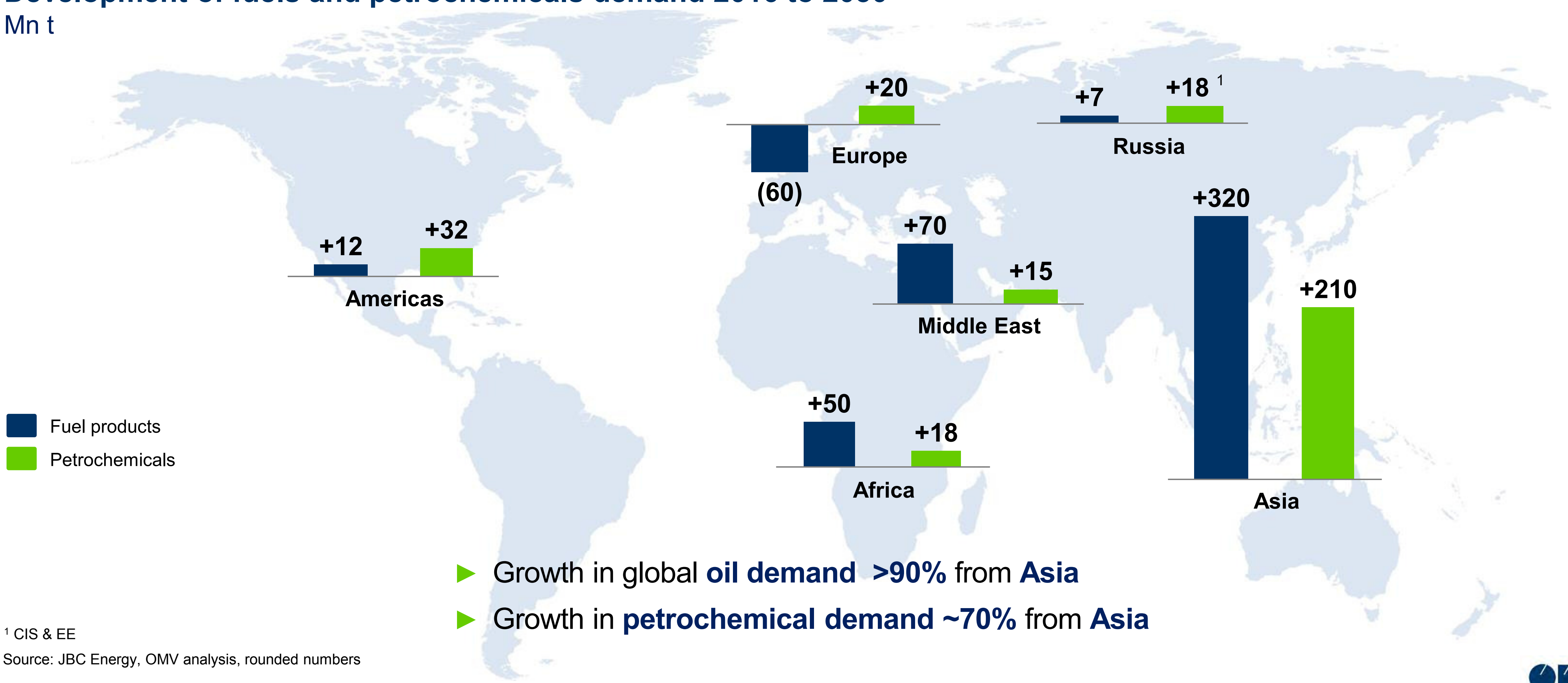
Acquisition budget
until 2025, EUR bn

~5

OMV

The majority of demand growth driven by Asia

Development of fuels and petrochemicals demand 2016 to 2030
Mn t



- Growth in global **oil demand >90%** from **Asia**
- Growth in **petrochemical demand ~70%** from **Asia**

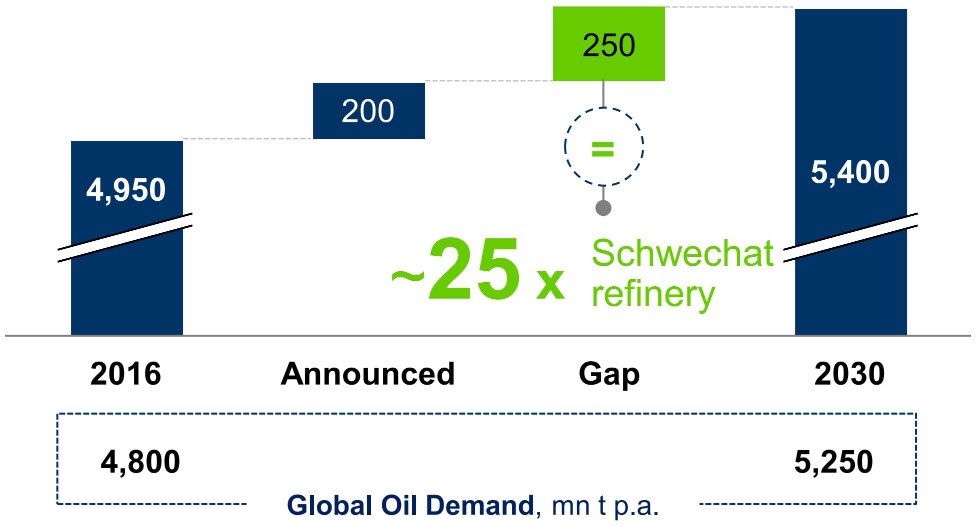
[1] CIS & EE

Source: JBC Energy, OMV analysis, rounded numbers

Increase in demand triggers substantial capacity additions

Global refinery capacity vs. demand [1]

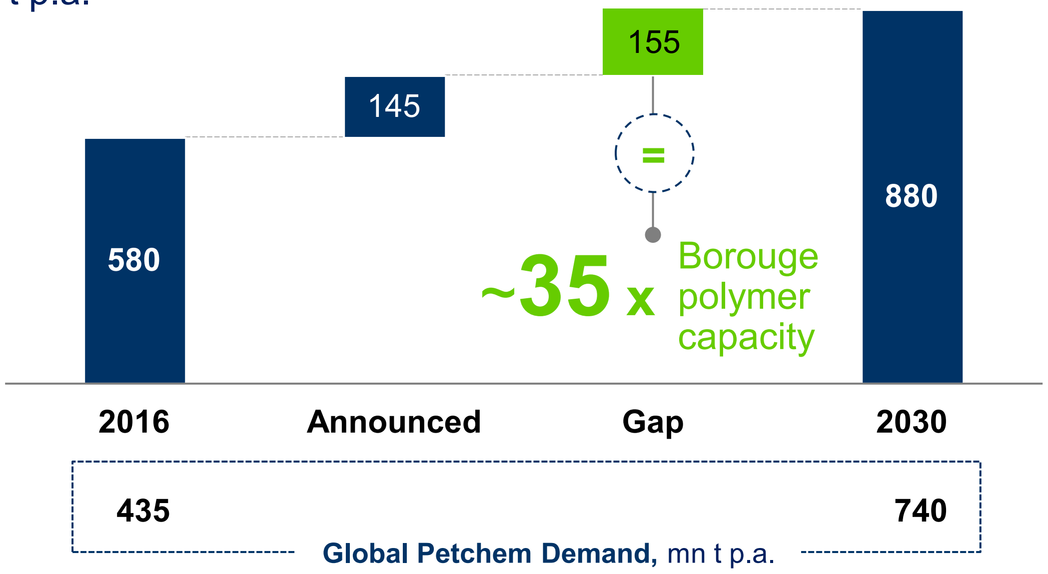
Mn t p.a.



- **450 mn t p.a.** growth required to close the supply gap
- Main capacity additions will be located in the **Middle East and Asia**
- In Europe and Americas only minor new builds

Petrochemicals capacity vs. demand

Mn t p.a.



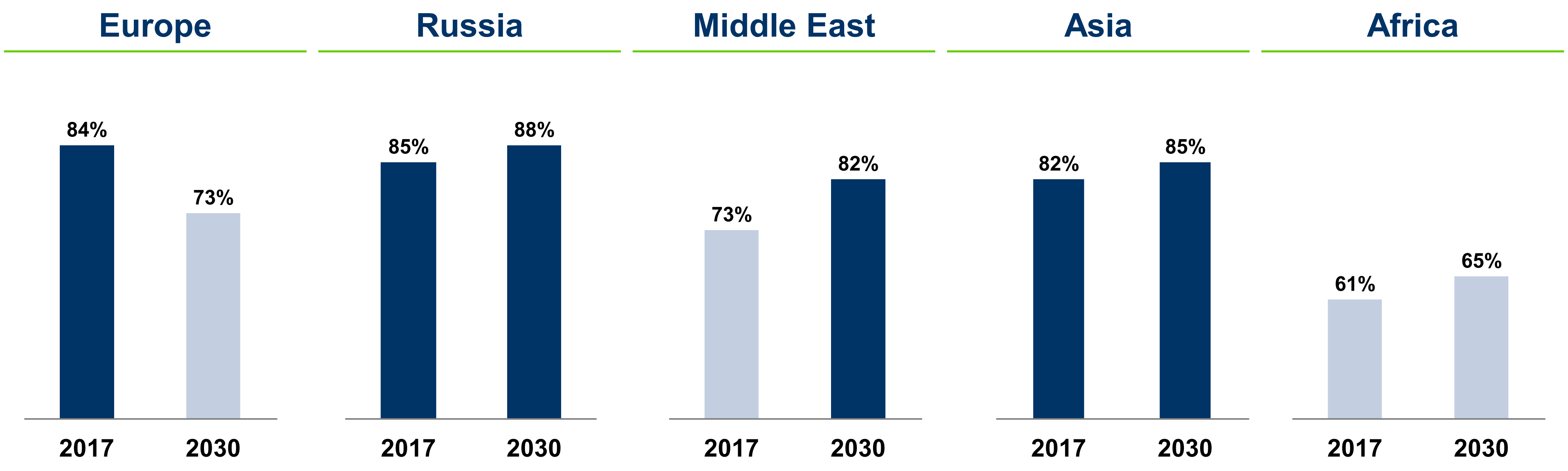
- **300 mn t p.a.** growth required to close the supply gap
- Growth in Middle East is driven by **further downstream integration**
- Further **petrochemical plants** will be located in Asia

[1] Including products from use of natural gas liquids and biofuels supply

Source: JBC Energy, IEA, OMV analysis, rounded numbers, conversion factor mn bbl/d to mn t p.a. is 50

Strong oil demand required utilization rates above 80% in Asia, Middle East and Russia

Refinery utilization rate [1]
2017 - 2030



	Europe	Russia	Middle East	Asia	Africa
Standard refining margin 2017, USD/bbl	4.9	>5.3 [2]	6.6		n.a.

Average refinery utilization >80%
Average refinery utilization <80%

Source: JBC Energy and OMV analysis
[1] Utilization calculated as crude throughput divided by refinery capacity
[2] Premium to the refining margin as a result of the Russian export duty system

OMV

Downstream strategy 2025 – Key takeaways

EUROPE

Stay Downstream Oil champion

Become the leading integrated supplier of natural gas

INTERNATIONAL

Export our know-how to international growth markets

Capital Markets Day

Reinhard Florey
Chief Financial Officer

London, March 13, 2018

OMV Aktiengesellschaft

The energy for a better life.

We deliver on our financial targets …

2016 commitments

CASH

COSTS

- Reduced annual **CAPEX** [1] by 40% to EUR 1.7 bn since 2015
- **Saved EUR 330 mn** [2] and substantially exceeded **cost reduction targets**
- Brought **free cash flow break-even** [3] down to USD 25/bbl, one of the lowest in the sector
- Generated **free cash flow after dividends** [4] of EUR 1 bn in 2017
- **Deleveraged** OMV to net debt of **EUR 2 bn** [5] and built up a **strong cash position**

[1] Capex including capitalized Exploration and Appraisal expenditures and excluding Yuzhno Russkoye acquisition
[2] Based on Operating Cost versus 2015 baseline according to OMV definition on a comparable basis
[3] Calculation of the oil price free 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.
[4] Including acquisitions and disposals and changes in non-controlling interests
[5] As of end 2017

OMV

… and create shareholder value

Annualized Total shareholder return

	2017	Last three years	Last five years
OMV	**61%**	**39%**	**18%**
Peers [1]	20%	27%	13%
ATX [2]	34%	19%	10%
FTSEUR1ST 300 OIL & GAS [2]	6%	10%	6%
FTSE EUROTOP 100 [2]	9%	6%	9%

[1] BP, ENI, Galp, Lundin Petroleum, MOL, Neste Oil, PKN Orlen, Repsol, Shell, Statoil, Total, Tupras
[2] Source: NASDAQ

OMV

Active portfolio management

We successfully transformed our portfolio and disposed non-core assets …

OMV UK

Smaller non-core assets

Minority in Gas Connect Austria [1]

Petrol Ofisi

Disposals [2]
EUR bn

2.7

Cash impact last three years

… at the same time we built the foundation for profitable growth

Libya

Yuzhno Russkoye

Unmanned filling stations

Smatrics

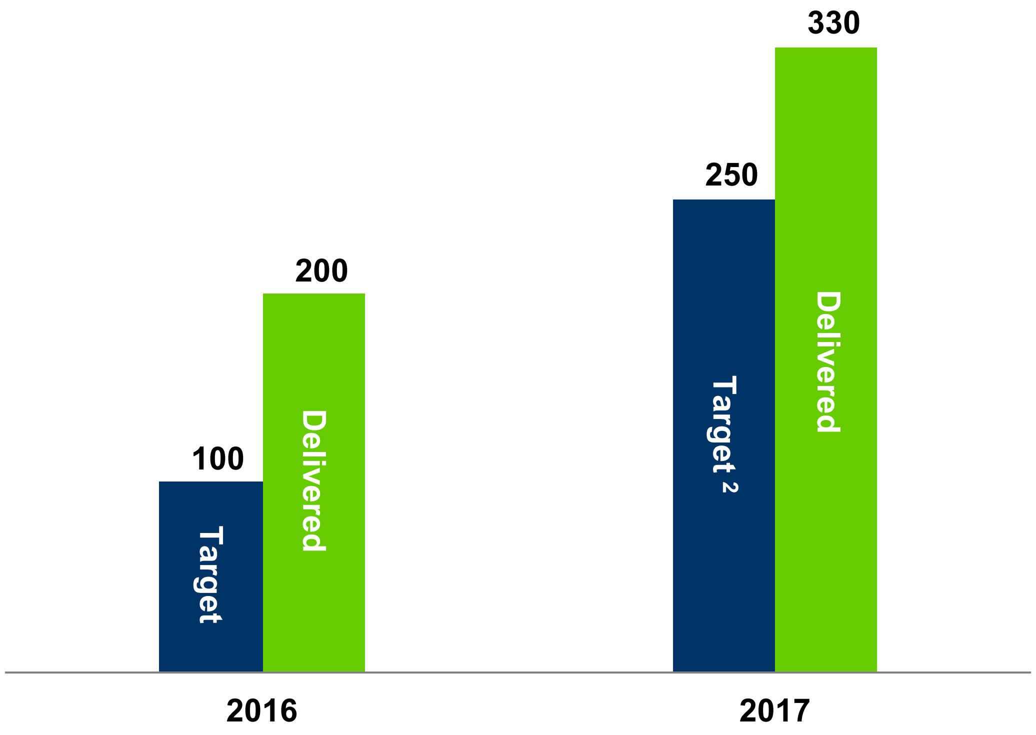
Acquisitions
EUR bn

1.7

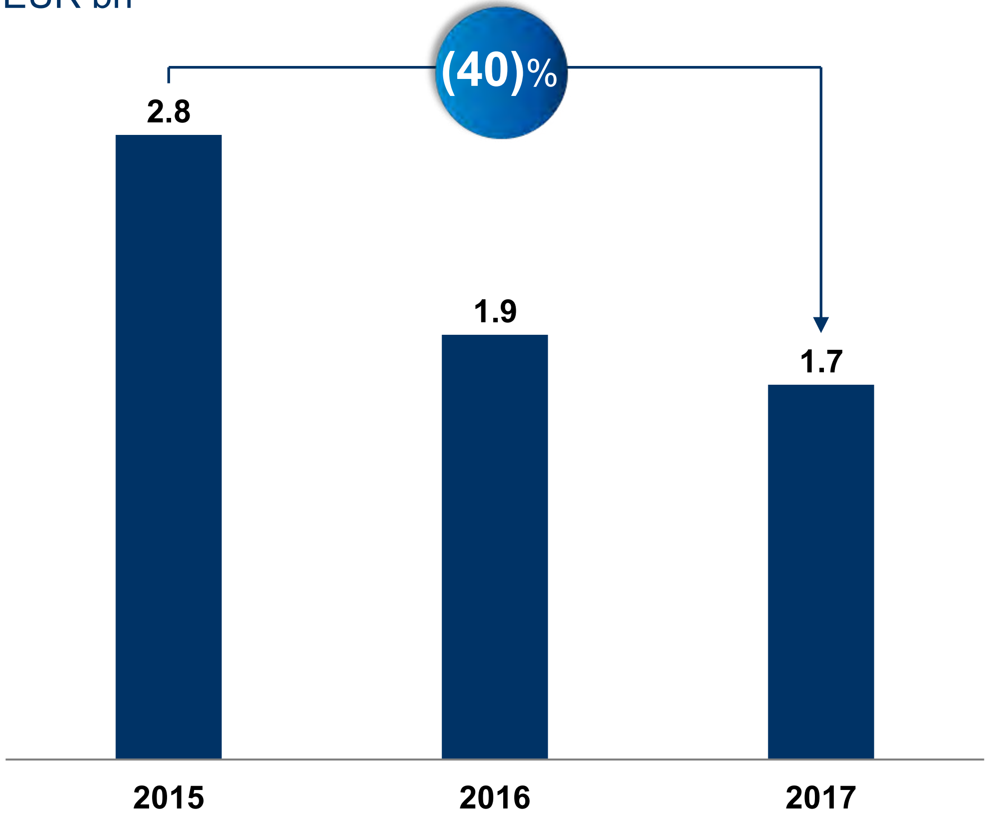
[1] Sale of a 49% minority share
[2] Excluding proceeds from sale of securities

Stringent cost discipline

Cost savings program [1]
2015 normalized baseline, EUR mn



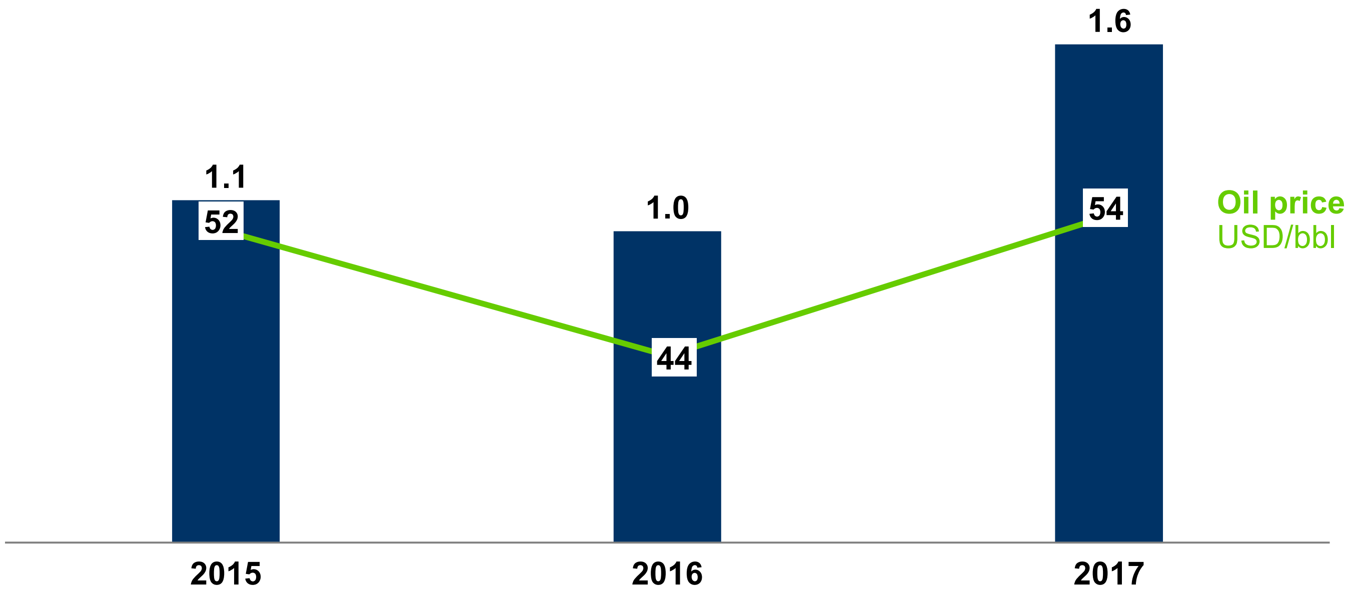
CAPEX [3]
EUR bn



[1] Based on Operating Cost versus 2015 baseline according to OMV definition on a comparable basis
[2] The 2017 target has been increased following the over-achievement in 2016 from EUR 150 mn to EUR 250 mn
[3] CAPEX including capitalized Exploration and Appraisal expenditures and excluding Yuzhno Russkoye acquisition

Substantially improved financial performance

Clean CCS net income attributable to stockholders
EUR bn



2015	2016	2017
7.2	4.7	6.0

OMV Indicator refining margin, USD/bbl

Clean CCS EPS
2017, EUR
4.97

2015
EUR
3.52

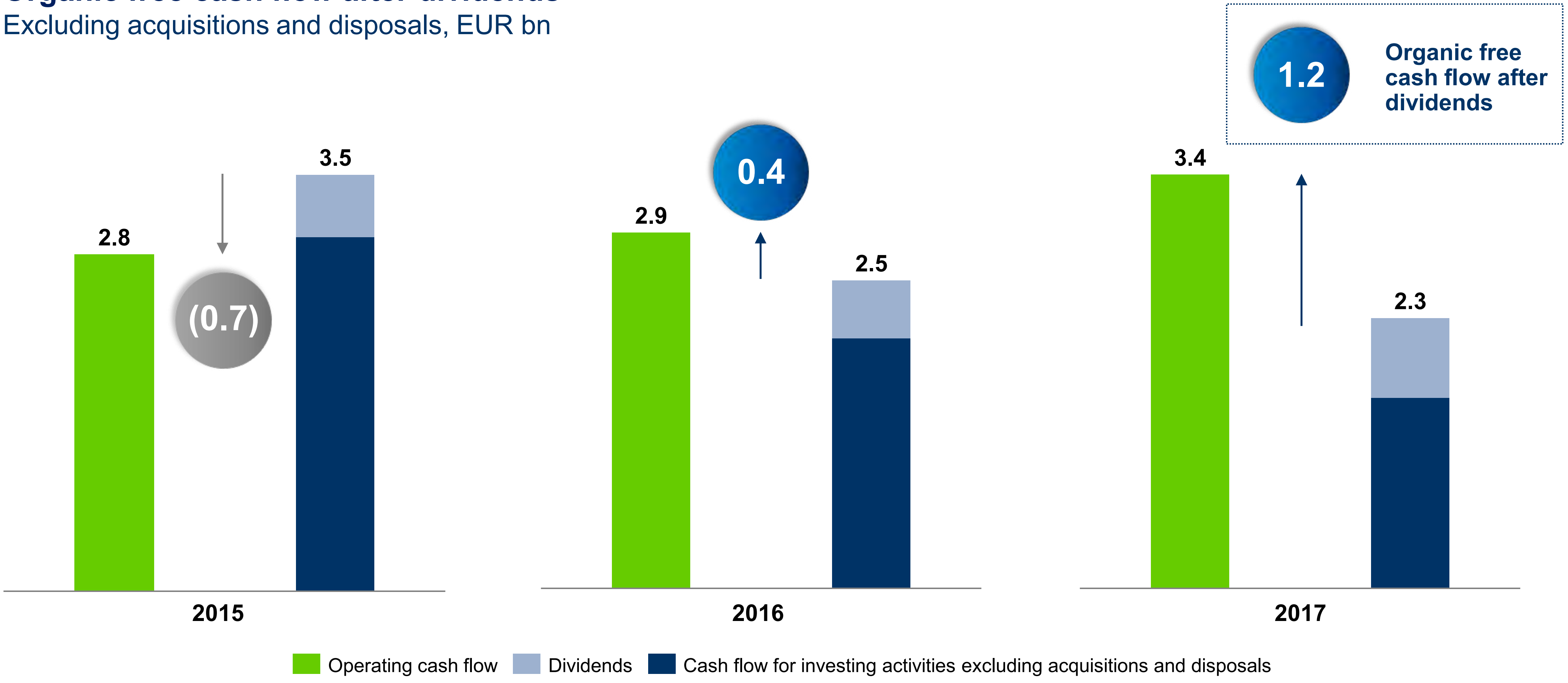
Clean CCS Economic Value Added
2017, EUR bn
1.1

2015
EUR bn
0.1

OMV

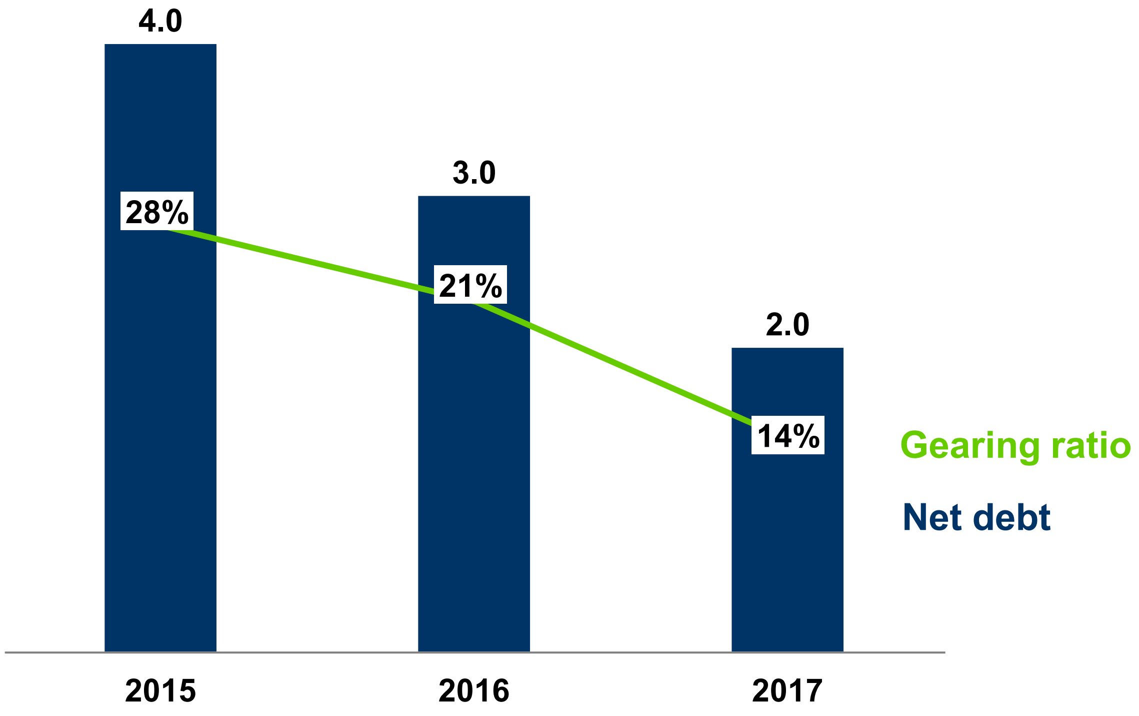
Strong organic cash generation provides optionality

Organic free cash flow after dividends
Excluding acquisitions and disposals, EUR bn



Strengthened balance sheet

Net debt and gearing ratio
EUR bn



Cash position
EUR bn [1]

4.0

Target long-term gearing ratio

≤30%

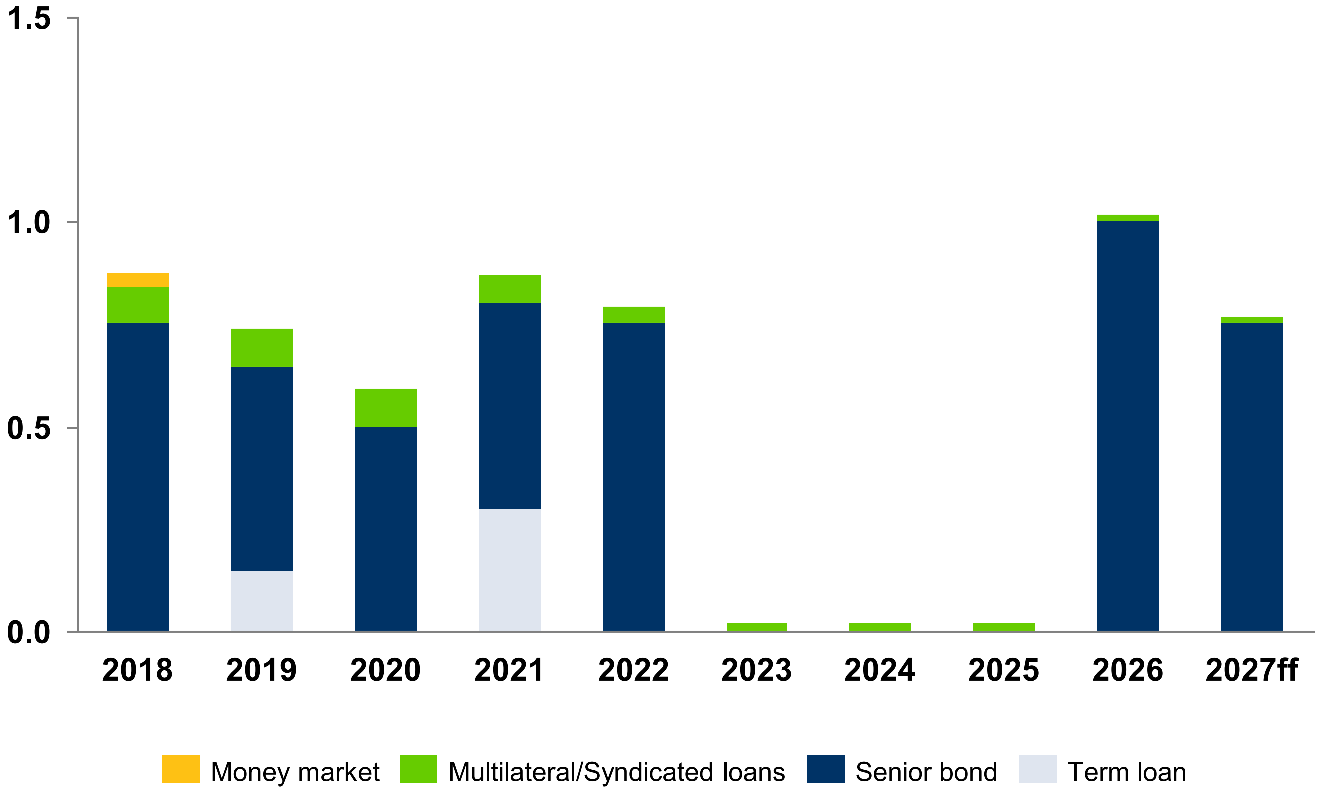
Undrawn revolving credit facilities
EUR bn [1]

3.5

[1] As of end 2017

Balanced maturity profile

Maturity profile
EUR bn



Strong investment grade rating

Moody's Investors Service

Baa1
Outlook stable
June 12, 2017

FitchRatings KNOW YOUR RISK

A-
Outlook stable
Feb 12, 2018

Financing costs [1]

2015	2017
2.76%	2.45%

[1] Weighted average interest rate of OMV Group's long-term interest-bearing debt at year-end

OMV

Financial steering framework

Shareholder return and strong rating

Value + **Cash**

	Value	Cash
Focus ▶	Strength of balance sheet and steady value enhancement	Growth in profitability and adequate liquidity
KPIs ▶	ROACE/EVA Gearing	Free cash flow after dividends Clean CCS net income/NOPAT

Principles ▶

- Operational efficiency
- Capital efficiency
- Financing / cash efficiency
- Future oriented accretive portfolio management
- Comprehensive financial risk and compliance management

OMV

Cost discipline remains an imperative

OMV's cost discipline culture

- **Operational efficiency** in both Upstream and Downstream
- Capture **economies of scale** and strict management of **overhead costs**
- **Process optimization** and **harmonization**
- **Procurement** savings and contractor renegotiations
- Leverage **digitalization** and **optimize IT processes**

New efficiency target [1]

2018 - 2020

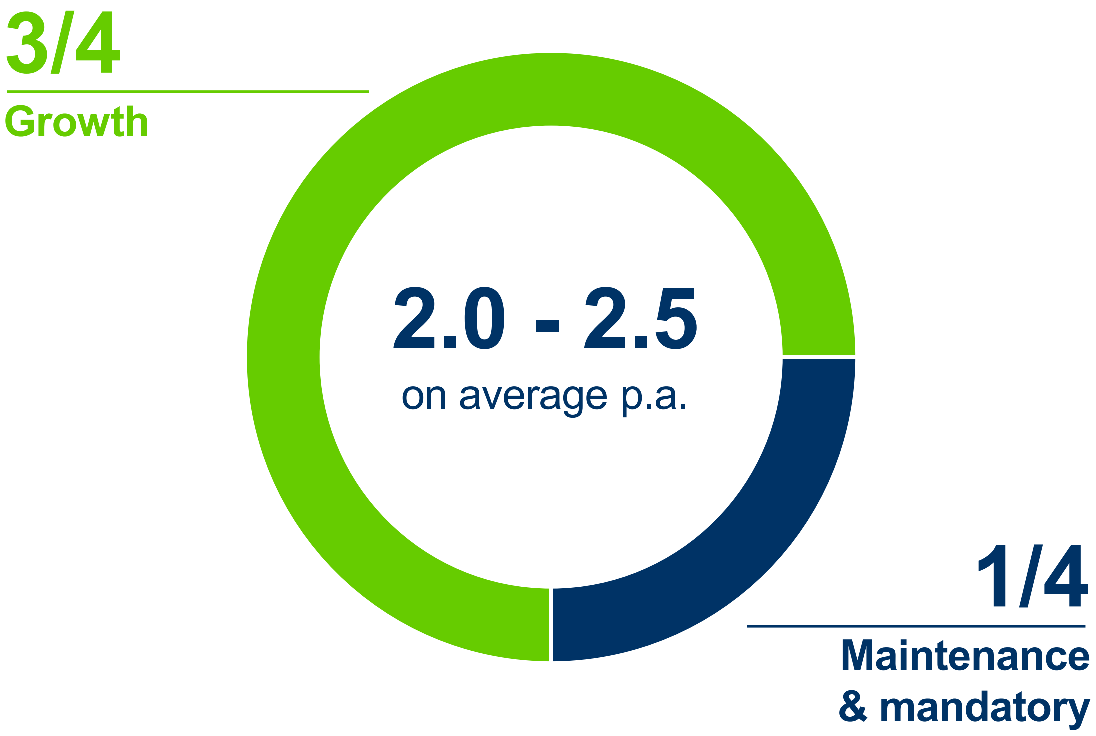
EUR mn

≥100

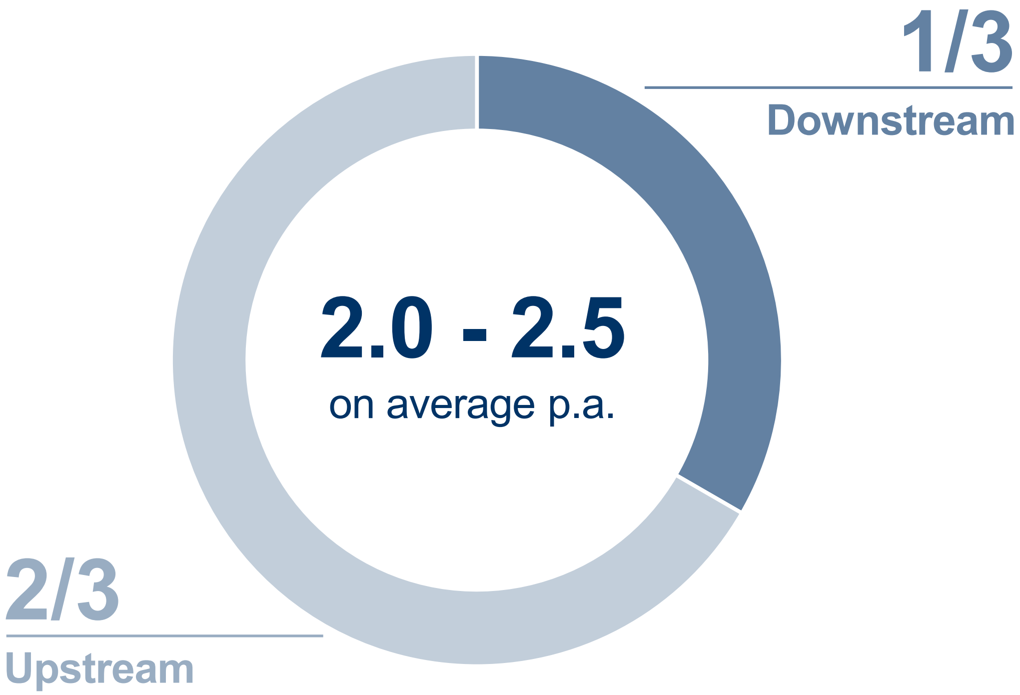
[1] Based on Operating Cost versus 2017 baseline according to OMV definition on a comparable basis

CAPEX – disciplined investing while growing

CAPEX [1] 2018 - 2025
EUR bn



CAPEX [1] 2018 - 2025
EUR bn



[1] CAPEX excluding purchase price acquisition CAPEX and contingent considerations

M&A criteria – focus on cash and value

Strategic criteria | **Financial criteria** | **ROACE ≥12%**

Strategic fit

- Balanced Upstream and Downstream portfolio
- Focus on low-cost and hydrocarbon-rich countries in defined Upstream core regions
- Proximity to growing markets in Downstream
- Balanced risk profile in terms of geography and applied technology

Cash profile

- Free cash flow positive mid-term
- Timely cash generation with a focus on
  - producing and
  - fast ramping-up assets
- Resilient cash flow generation

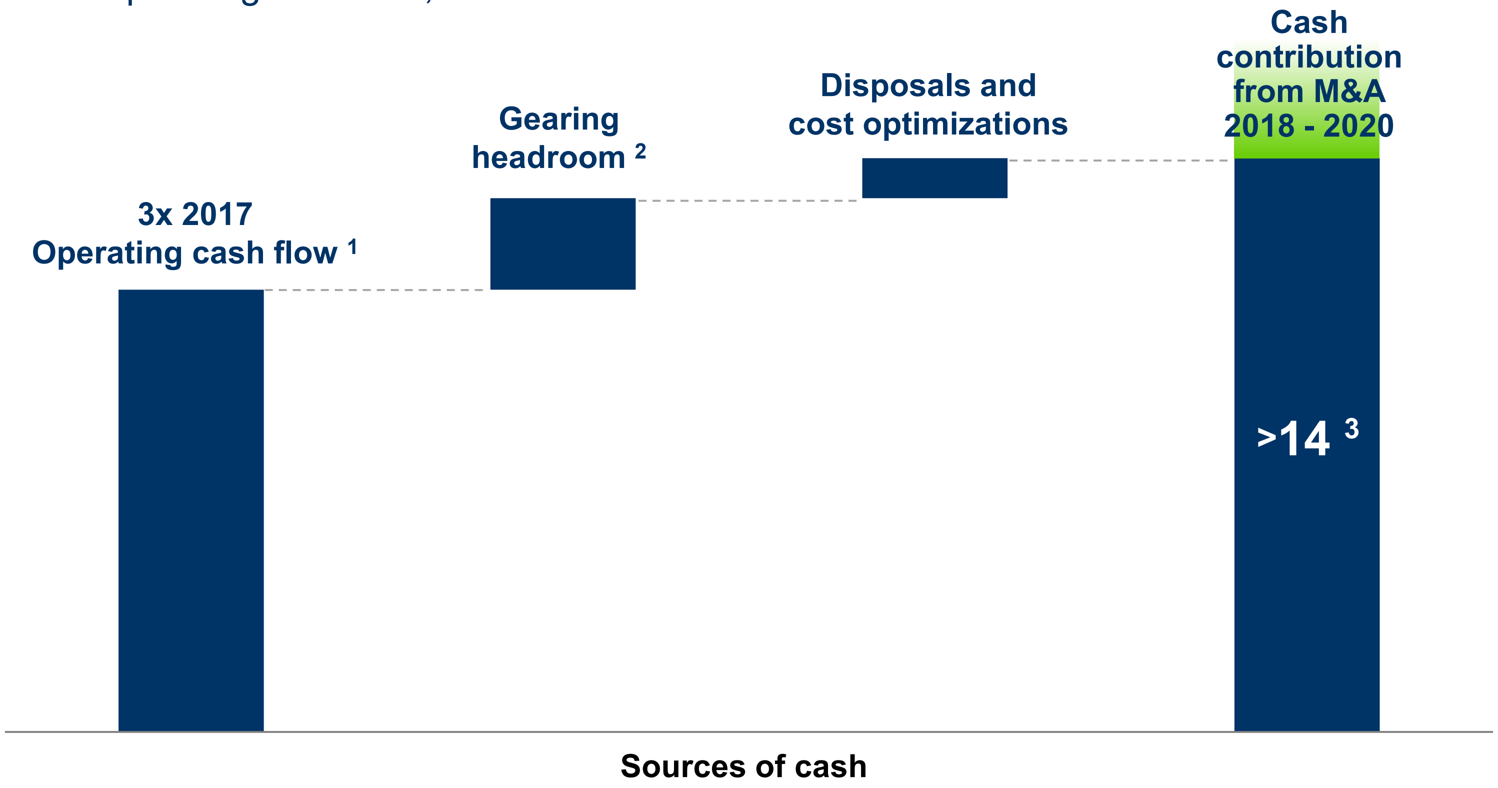
Return profile

- Defined investment hurdles considering
  - business risks
  - country risks
  - technology risks
- Value accretive

Funding the growth – mid term perspective

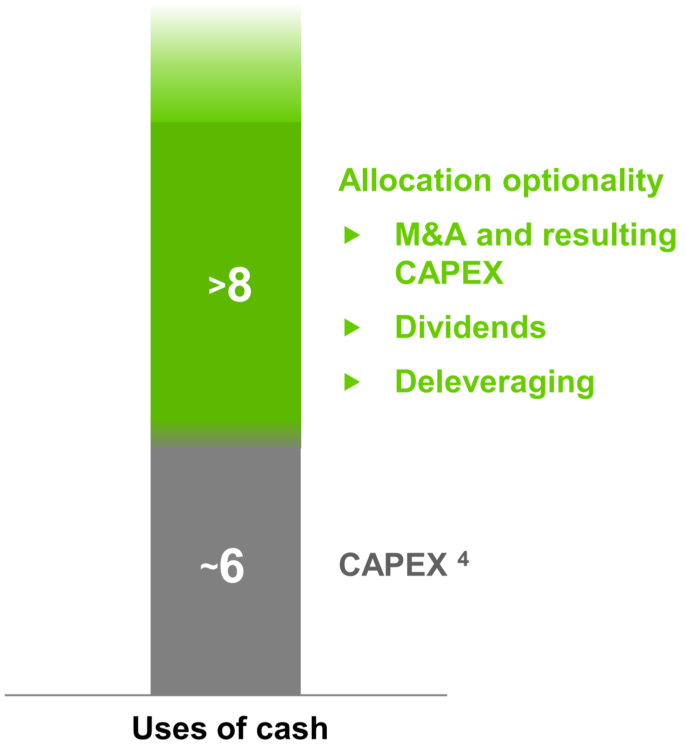
Sources of cash

3 years cumulative, indicative based on 2017 Operating cash flow, EUR bn



Uses of cash

2018 - 2020, EUR bn

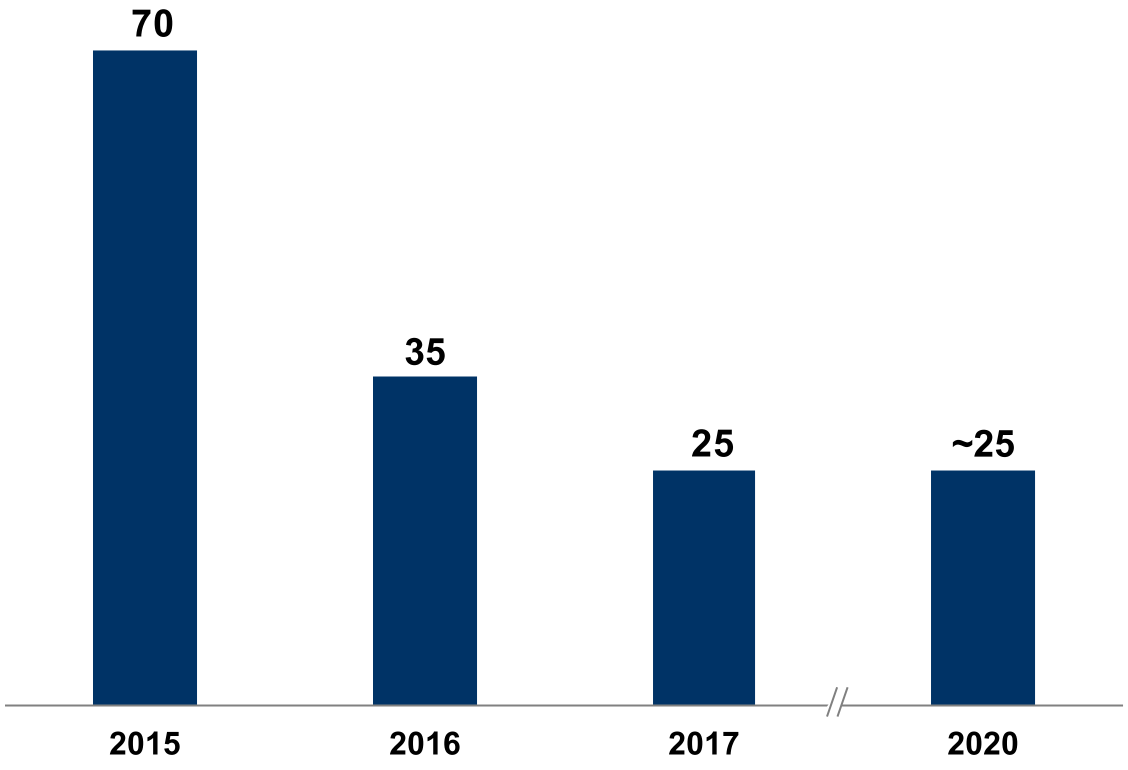


[1] 2017 cash flow from operating activities adjusted for contribution from Yuzhno Russkoye
[2] Based on net debt and assuming a gearing ratio of 30% at the end of 2017
[3] Three years sources based on 2017
[4] CAPEX excluding purchase price acquisition CAPEX and contingent considerations

Maintain resilience

Oil price free cash flow break-even [1]

After dividends excluding acquisitions and disposals, USD/bbl



Generating cash, delivering value

Efficient **CAPEX** spending

Capturing value-accretive **growth opportunities**

Sustainable generation of organic **free cash flow**

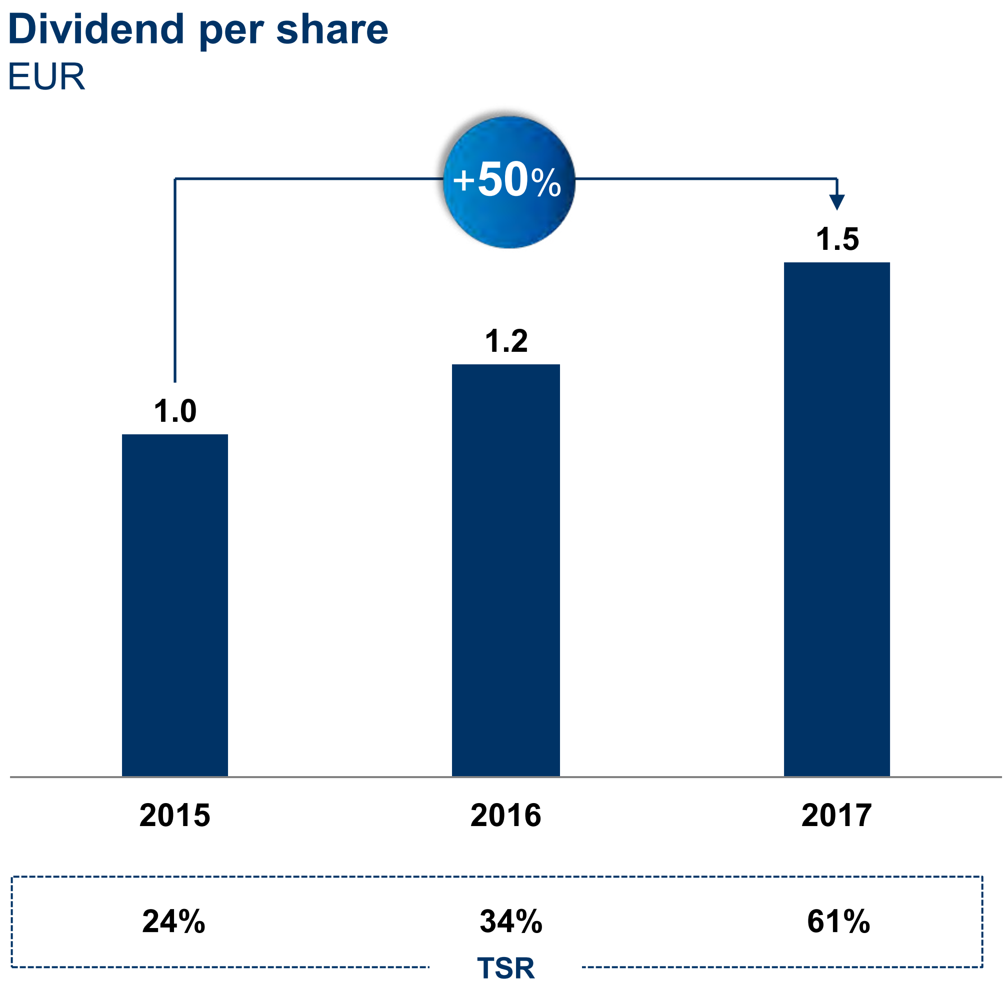
Integrated business model and **balanced portfolio**

Further **streamlining** of **portfolio**

Leveraging **digitalization** and maintaining **cost efficiency**

[1] Calculation of the oil price free 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

Attractive shareholder returns



- **Record dividend of EUR 1.50** per share for 2017 proposed
- We are committed to delivering an **attractive and predictable shareholder return** through the business cycle
- **Progressive dividend policy:** OMV aims to increase the dividend or at least maintain it at the previous year's level in line with the Group's financial performance

Financial priorities and long-term targets in a nutshell

Positive free cash flow after dividends

Growing Clean CCS net income attributable to stockholders

Competitive shareholder returns

Strong investment grade credit rating

Gearing ratio ≤30%

ROACE ≥12%

Finance strategy 2025 – Key takeaways

Enable growth

Drive performance

Reward shareholders

OMV 2025 – Higher performance and more value ahead

Higher-quality Upstream portfolio

- 600 kboe/d by 2025
- 4+1 core regions

International Downstream Oil

- Nearly double refining capacity
- Strengthen petrochemical position

Strong gas market presence from North Western to South Eastern Europe

- Double sales volumes
- Increase market share in Germany

Balanced integrated portfolio

Positive free cash flow after dividends