

OMV Petrom contribution to the Romanian economy

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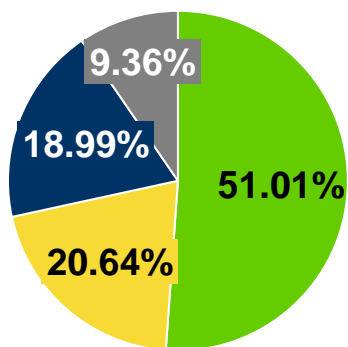
OMV Petrom

Largest group in Romania & South-eastern Europe



- ▶ Privatized in 2004 to OMV AG (Austrian integrated oil and gas company)
- ▶ OMV Petrom is an integrated oil & gas player with international presence (RO, MD, BG, SR, KZ)
- ▶ Market capitalization: EUR 5.9 bn, as of end of 2013
- ▶ Group turnover: EUR 5.5 bn (2013)
- ▶ Total Shareholders Return^{**}: 16% in 2013

Shareholder Structure



- **OMV***: Austria's largest listed industrial company and integrated international oil and gas company
- **Property Fund**: listed fund, ~90% of AUM invested in the energy sector, managed by Franklin Templeton
- **State holding**
- **Free float**

*Shareholder since Dec 2004; ** Dividend yield plus share price increase in gross values (2013 vs 2012)



Operationally integrated oil & gas player

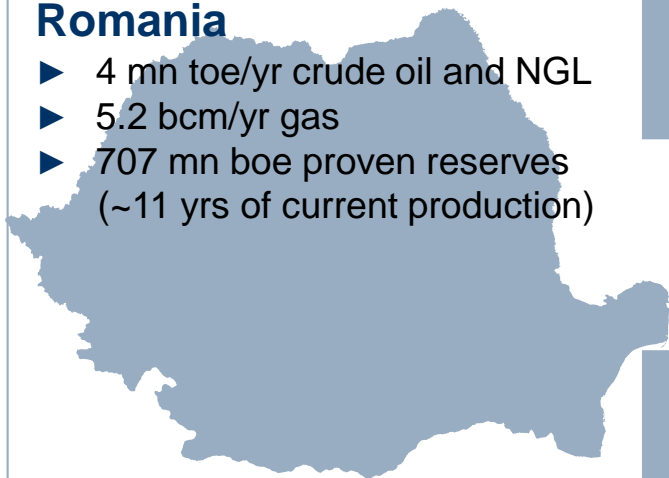
2013 FIGURES

Exploration and Production



Romania

- ▶ 4 mn toe/yr crude oil and NGL
- ▶ 5.2 bcm/yr gas
- ▶ 707 mn boe proven reserves (~11 yrs of current production)



Kazakhstan

- ▶ 0.4 mn toe/yr crude oil and NGL
- ▶ 0.1 bcm/yr gas
- ▶ 21 mn boe proven reserves

Oil: Supplies 100% of oil for Petrobrazi refinery

Gas: 100% gas sales to Romanian customers

Refining and Marketing



- ▶ Petrobrazi refinery (4.2 mn t/yr capacity)
- ▶ 3.6 mn t marketing sales
- ▶ 785 filling stations (Romania, Bulgaria, Serbia, Moldova)

Gas and Power



- ▶ Gas sales 4.9 bcm/yr (up to 40% of Romanian demand)
- ▶ Brazi gas-fired power plant (860 MW)
- ▶ Dorobantu wind park (45 MW)



Petrom has transformed from an inefficient state-owned company into a high-performing private company

	From...	To...	Impact
Corporate governance & Culture	<ul style="list-style-type: none"> ▶ 'State company mindset' ▶ Bureaucracy ▶ State interference in commercial decisions 	<ul style="list-style-type: none"> ▶ Professional organization ▶ Two-tier management system ▶ Blue chip on BSE Code¹ ▶ A strategy incorporating sustainability 	Transparency and performance mindset
Turnaround & Operational efficiency	<ul style="list-style-type: none"> ▶ Large non-core businesses ▶ Declining production and aging underinvested assets ▶ Lack of management systems 	<ul style="list-style-type: none"> ▶ Focus on oil & gas core ▶ Stable production at 171 kboed with lower costs (~USD 15 boe) ▶ Modern technology, facilities and management systems 	ROACE² 19%
HSSE³	<ul style="list-style-type: none"> ▶ Lack of monitoring systems ▶ Low safety awareness ▶ Limited HSSE trainings 	<ul style="list-style-type: none"> ▶ Security Management Plans ▶ > 1.5 day/employee HSSE trainings ▶ Safety Day 	LTIR⁴ 0.33

¹ Bucharest Stock Exchange Code of Governance in adherence to OECD standards ² ROACE as of 2013 ³ HSSE: Health, safety, security and environment

⁴ Lost time injury rate for 2013 compared with 1.11 in 2004



Pillar of stability and reliable partner for the Romanian economy

2013 FIGURES



Largest private employer

~20,000 direct employees and more than 50,000 indirect jobs



Main energy supplier

Accounts for ~40% of oil, gas and fuel supply, and up to 10% of power generation capacity in Romania



Largest investor in the energy sector

Over EUR 1 bn/year investments since privatization



Largest contributor to state budget

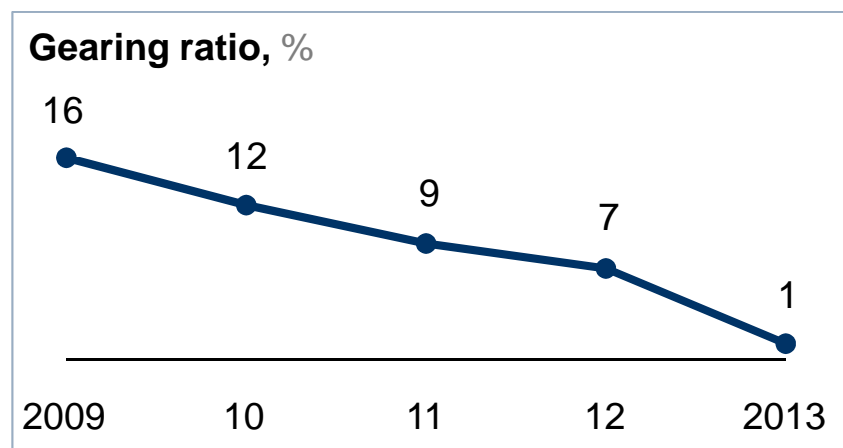
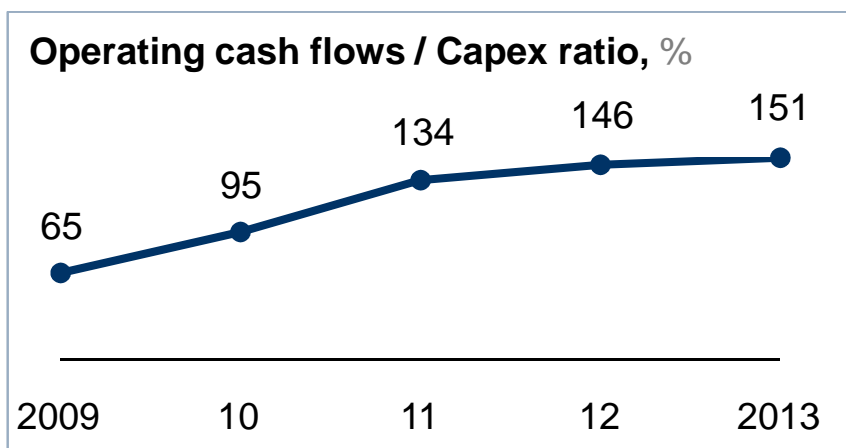
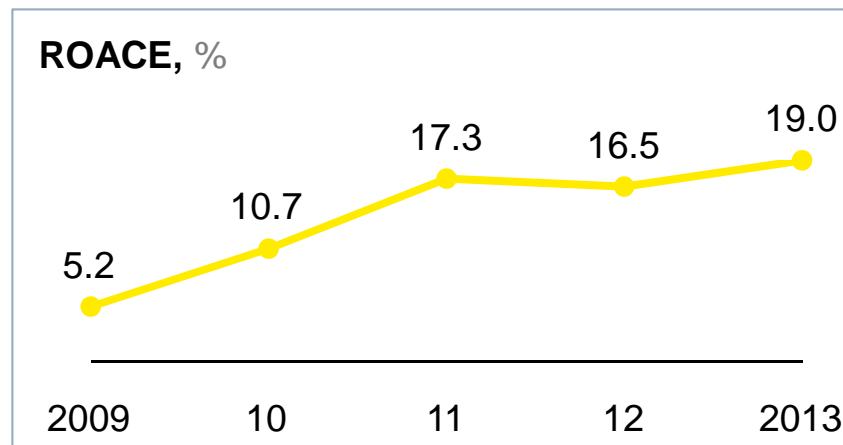
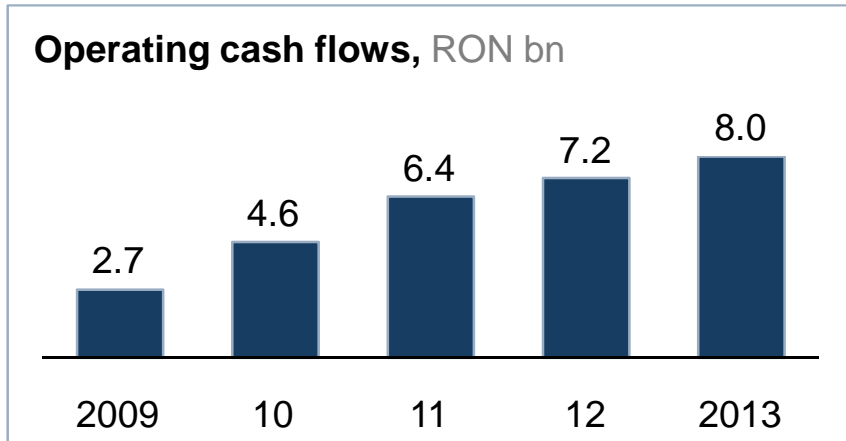
EUR ~2.3bn in 2013 (~11% share of non-consolidated budget)¹

¹ Equivalent share of state budget income in 2013e (non consolidated); Include: profit tax, royalties, employer social contributions, excises incl. custom duties, VAT, employee related taxes, other direct and indirect taxes, dividends paid to state



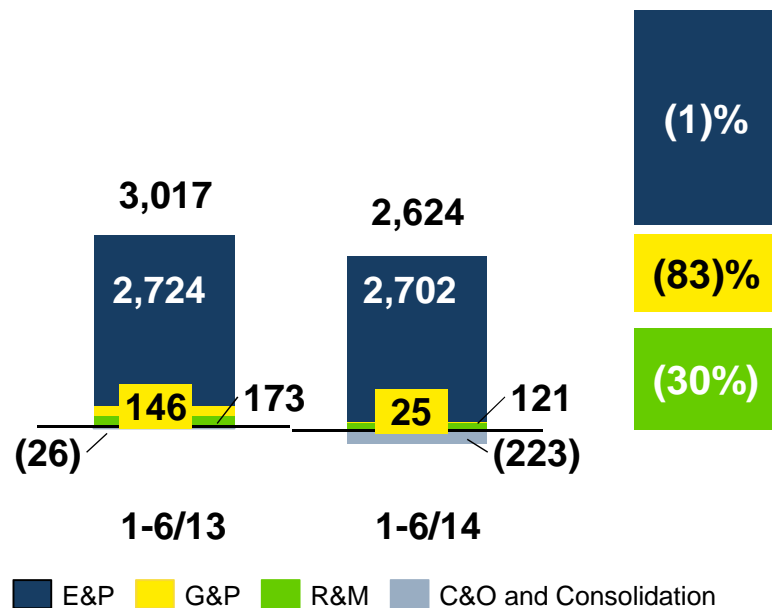
Evolution of financial indicators

Solid financial basis for growth and sustainable performance



Financial performance

Clean CCS EBIT 1/6/13 vs. 1-6/14 in RON mn



Exploration & Production

- ▶ Stable hydrocarbon production in Romania
- ▶ Increased production costs in Romania mainly triggered by new construction tax

Gas & Power

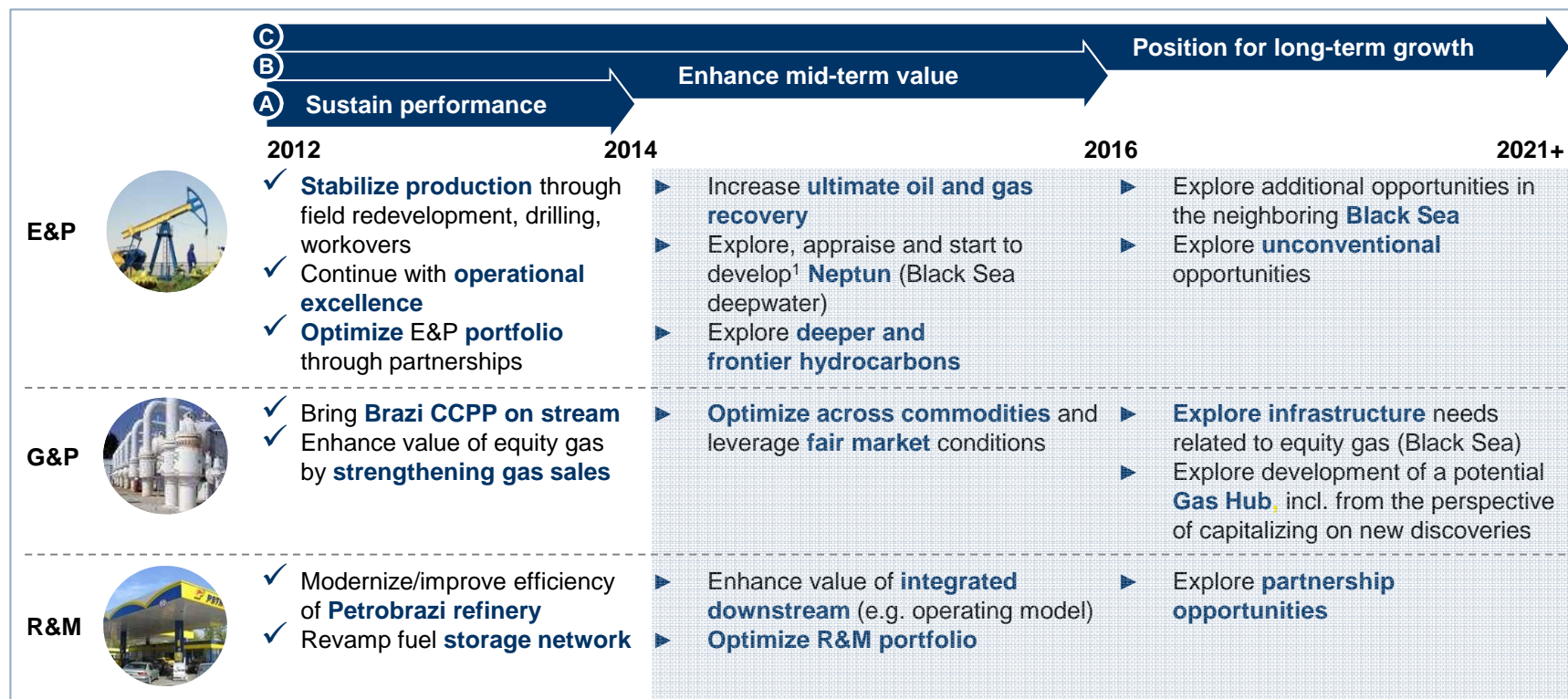
- ▶ Weaker gas and power demand
- ▶ Depressed electricity prices

Refining & Marketing

- ▶ Affected by the one month planned refinery shutdown
- ▶ Lower marketing sales (higher excise & increased competition)



We aim to remain the leading regional, integrated oil and gas company with sustainable performance to support potential upstream growth in the neighboring Black Sea region



People Develop a performance-based organizational culture and skill pool to achieve business growth and operational excellence

Resourcefulness Develop a sustainability culture for efficient use of natural resources, high safety and environmental standards and share value with stakeholders for common long-term growth

¹ Development subject to confirmation of commercial viability

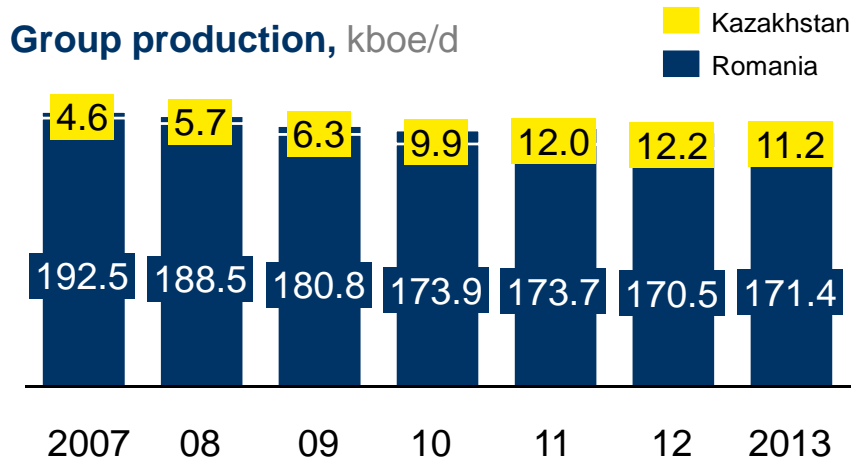


Exploration & Production

First year of increased production in Romania, while containing production costs

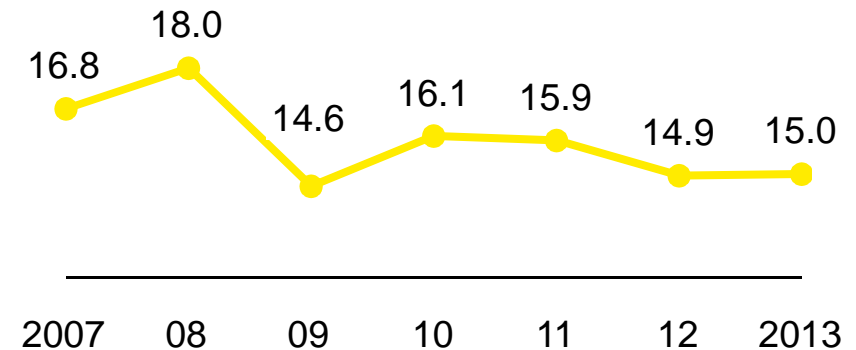
- ▶ Production was stabilized by accelerating workovers and drilling, deploying state-of-the-art technologies and partnerships
- ▶ Production enhancement contracts (PEC) for small fields with partners

Group production, kboe/d



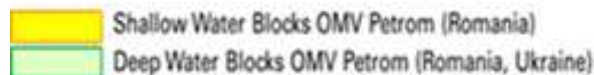
- ▶ Operational excellence for mature field operations being deployed throughout assets to contain production costs
- ▶ Examples:
 - ▶ Modernization of facilities and equipment
 - ▶ Reduced mean time between well interventions
 - ▶ Automation of metering points skids, parks, wells and data acquisition

Romania production costs, USD/boe



Black Sea exploration and production

Strong position in Black Sea for future growth



Romania

Neptun Deep

- ▶ OMV Petrom (50%, ExxonMobil (Operator 50%))
- ▶ Domino discovery in 2012
- ▶ 3D seismic completed (~6,000 km²); processing seismic

Neptun Shallow (100% operatorship)

- ▶ 3D seismic completed; processing 3D seismic data

XV Midia Block

- ▶ OMV Petrom (42.5%), ExxonMobil (Operator 42.5%)
- ▶ Transfer of the 85% participation to ExxonMobil and OMV Petrom approved by Government

Ukraine

Skifska

- ▶ OMV Petrom part of a consortium led by ExxonMobil
- ▶ PSA negotiations on hold





OMV Petrom