



## Q4/16 Trading Update Key Performance Indicators

This trading update provides basic provisional information on the economic environment as well as OMV's key performance indicators for the quarter ended December 31, 2016. The OMV Group Q4/16 results will be published on February 16, 2017. The information contained in this trading update may be subject to change and may differ from the final numbers of the quarterly report.

**OMV is reconfirming its outlook guidance for Q4/16 published in the Q3/16 report: "OMV expects Q4/16 clean CCS EBIT to be below the strong level in Q3/16".**

### Economic environment

	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16
Average Brent price in USD/bbl	43.76	33.94	45.59	45.86	49.33
Average Urals price in USD/bbl	42.26	32.29	43.91	44.10	47.89
Average EUR-USD FX-rate	1.095	1.102	1.129	1.117	1.079
Average CEGH gas price in EUR/MWh	18.00	13.63	13.96	14.06	17.62

Source: Reuters/Platts, Central European Gas Hub (CEGH)

### Upstream

	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16
Total hydrocarbon production in kboe/d	309	312	316	301	315
Thereof Oil and NGL production in kboe/d	154	161	161	152	158
Thereof natural gas production in kboe/d	155	151	155	148	156
Thereof OMV Petrom group production in kboe/d	176	175	177	174	170
Total hydrocarbon sales volumes in mn boe	27.8	26.3	26.4	27.4	28.7
Average realized crude price in USD/bbl	40.6	30.9	38.7	43.3	45.4
Average realized gas price in EUR/MWh <sup>1</sup>	15.9	14.2	13.3	13.1	12.1

<sup>1</sup> The average realized gas price is converted to MWh using a standardized calorific value across the portfolio

### Downstream

	Q4/15	Q1/16	Q2/16	Q3/16	Q4/16
OMV indicator refining margin in USD/bbl <sup>1</sup>	5.90	5.08	4.67	3.69	5.59
OMV Petrom indicator refining margin in USD/bbl <sup>1</sup>	7.75	8.06	6.82	5.96	7.14
Utilization rate refineries in %	94	90	72	97	96
OMV Petrom utilization rate in %	92	94	68	97	96
Ethylene/Propylene net margin in EUR/t <sup>2</sup>	357	374	357	405	366
Total refined product sales in mn t	7.64	6.82	7.65	8.40	7.92
Natural gas sales volumes in TWh	28.7	32.5	24.4	22.2	29.8
Net electrical output in TWh	1.92	0.78	0.72	1.91	1.78

<sup>1</sup> Actual refining margins realized by OMV may vary from the OMV indicator refining margin as well as from the market margins due to factors including a different crude slate, product yield and operating conditions

<sup>2</sup> Calculated based on West European Contract Prices (WECP)

OMV retail margins decreased in Q4/16 compared to Q3/16. OMV commercial margins were flat in Q4/16 compared to Q3/16.

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