Disclaimer

This presentation contains forward looking statements. Forward looking statements may be identified by the use of terms such as “outlook”, “believe”, “expect”, “anticipate”, “intend”, “plan”, “target”, “objective”, “estimate”, “goal”, “may”, “will” and similar terms, or by their context. These forward looking statements are based on beliefs, estimates and assumptions currently held by and information currently available to OMV. By their nature, forward looking statements are subject to risks and uncertainties, both known and unknown, because they relate to events and depend on circumstances that will or may occur in the future and are outside the control of OMV. Consequently, the actual results may differ materially from those expressed or implied by the forward looking statements. Therefore, recipients of this report are cautioned not to place undue reliance on these forward looking statements. Neither OMV nor any other person assumes responsibility for the accuracy and completeness of any of the forward looking statements contained in this presentation. OMV disclaims any obligation and does not intend to update these forward looking statements to reflect actual results, revised assumptions and expectations and future developments and events. This presentation does not contain any recommendation or invitation to buy or sell securities in OMV.
OMV – STRONG ASSET BASE

UPSTREAM

4+1 core and development regions
- CEE
- North Sea
- MEA
- Russia

DOWNSTREAM OIL

3 refineries in Austria, Germany, Romania
36% participation in Borealis
~2,000 filling stations in 10 countries

DOWNSTREAM GAS

Positioned at the center of Europe’s transmission network
Long-term reliable partnerships with Europe’s major suppliers

421 kboe/d Production, 9m/18
1.15 bn boe Reserves, 2017

17.8 mn t Total refining capacity
2.5 mn t Total petchem capacity

113 TWh Natural gas sales volume, 2017
31 TWh Gas storage capacity
OMV – Integrated oil & gas company, geographically focused

Clean CCS Operating Result
2017

~40% Upstream
~30% Fuels
~20% Petrochemicals
~10% Gas
EUR 3 bn

Group capital employed
based on 2017 capital employed plus Abu Dhabi and New Zealand acquisition

~70% Europe (Upstream and Downstream)
~20% MEA ¹ + Australasia
~10% Russia

¹ Middle East Africa

Capital Market Story, November 2018
Why invest in OMV

- Integrated and balanced portfolio of Upstream and Downstream ensures financial resilience
- Geographically focused and low-cost Upstream assets
- High quality assets and efficient operations in Downstream
- Strong organic free cash flow generation
- Well positioned for long-term growth in attractive regions through strong partnerships
- Progressive dividend policy: committed to delivering attractive shareholder returns
OMV’s integrated and balanced portfolio pays off – resilient cash generation

Cash generation and oil price development ¹
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Oil price ²</th>
<th>Upstream</th>
<th>Downstream</th>
<th>Corporate ³</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>3.3</td>
<td>99</td>
<td>52</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>3.2</td>
<td>52</td>
<td>52</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>3.0</td>
<td>44</td>
<td>52</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>3.9</td>
<td>54</td>
<td>54</td>
<td></td>
</tr>
</tbody>
</table>

OMV Indicator refining margin, USD/bbl

1 Sources of funds: cash flow from operating activities excluding changes in net working capital; ² in USD/bbl; ³ Corporate and Others
Upstream – High-quality portfolio

Focused portfolio

4+1 core and development regions

► CEE
► North Sea
► MEA
► Russia

Production

9m/18 split by region, kboe/d

Low production cost

USD/boe

<table>
<thead>
<tr>
<th>Region</th>
<th>Production</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Australia</td>
<td>421 kboe/d</td>
<td>10.6</td>
</tr>
<tr>
<td>MEA</td>
<td>9 m/18 kboe/d</td>
<td>8.8</td>
</tr>
<tr>
<td>CEE</td>
<td>7.3 m/18 kboe/d</td>
<td>7.3</td>
</tr>
<tr>
<td>Russia</td>
<td>421 kboe/d</td>
<td>10.6</td>
</tr>
</tbody>
</table>

2016 2017 9m/18
Downstream Oil – European champion

Top refiner

$1^{st}$ quartile European refiner ¹ and olefin producer ²

Secure sales outlets

~ 50% of refinery production sold through retail and petrochemical outlets

Strong retail brands

in core markets and in premium fuels

Integrated oil value chain

Excellent management of the integrated oil value chain

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
Downstream Gas – European integrated supplier

Integrated portfolio
Integrated along the value chain from well to customer

Strong European presence
From North West to South East Europe

Europe gas hub
Positioned at the center of Europe’s transmission network in Austria

Reliable partnerships
Long-term reliable partnerships with Europe’s major gas suppliers

\(^1\) OMV holds 51% stake in pipeline operator Gas Connect Austria
Stringent cost discipline

Cost savings program  
2015 normalized baseline, EUR mn

Target  
2016  100  Delivered  
2017  200  Delivered

Target  
2017  250  Delivered

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

CAPEX  
EUR bn

2015  2.8
2016  1.9
2017  1.7

(40)%
Improved profitability

Clean CCS Operating Result
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>1.7</td>
<td>1.5</td>
<td>3.0</td>
</tr>
</tbody>
</table>

Clean CCS ROACE
%

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>8</td>
<td>7</td>
<td>14</td>
</tr>
</tbody>
</table>
Substantially improved financial performance

Clean CCS net income attributable to stockholders
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>1.1</td>
<td>1.0</td>
<td>1.6</td>
</tr>
<tr>
<td>Oil price (USD/bbl)</td>
<td>52</td>
<td>44</td>
<td>54</td>
</tr>
</tbody>
</table>

Clean CCS EPS
2017, EUR
4.97
2015 EUR
3.52

OMV Indicator refining margin, USD/bbl

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>7.2</td>
<td>4.7</td>
<td>6.0</td>
<td></td>
</tr>
</tbody>
</table>
Strong organic free cash flow

Organic free cash flow after dividends in 2017
Excluding acquisitions and disposals, EUR bn

- Reshaped and balanced portfolio of Upstream and Downstream assets drive cash generation
- Strong organic free cash flow enables further growth and attractive shareholder returns
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
Higher-quality Upstream portfolio

Focused international player

- 100% Reserve Replacement Rate

4+1 core regions

Production volumes, kboe/d:
- 2017: 348
- 2020: 500
- 2025: 600

Production cost, USD/boe:
- 2017: <8
- 2020: <8
- 2025: <8

1 3 years average

Capital Market Story, November 2018
Downstream Oil – Further strengthen European position and grow internationally

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

1st quartile

Fuels
- Net cash margin
- Total cash OPEX
- Energy intensity index

Olefins
- Total cash OPEX
- Maintenance
- Energy intensity index
Downstream Gas – Build strong market presence in Europe

► 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

>80% gas to be imported by 2030

380 bcm imports required

1 Imports required in the European Union
Continue to grow value

Clean CCS Operating Result
EUR bn

- **Downstream**
  - Positive free cash flow after dividends
  - Long term **gearing ratio** target of \( \leq 30\% \)
  - Progressive dividend policy

- **Upstream**

<table>
<thead>
<tr>
<th>Year</th>
<th>Capex Acquisitions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3</td>
</tr>
<tr>
<td>2020</td>
<td>( \geq 4 )</td>
</tr>
<tr>
<td>2025</td>
<td>( \geq 5 )</td>
</tr>
</tbody>
</table>
Maintain resilience

Oil price free cash flow break-even

After dividends excluding acquisitions and disposals, USD/bbl

<table>
<thead>
<tr>
<th>Year</th>
<th>Break-even</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>70</td>
</tr>
<tr>
<td>2016</td>
<td>35</td>
</tr>
<tr>
<td>2017</td>
<td>25</td>
</tr>
<tr>
<td>2020</td>
<td>~25</td>
</tr>
</tbody>
</table>

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

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

19 | Capital Market Story, November 2018
Capital allocation priorities

1. CAPEX
2. Acquisitions
3. Dividends
4. Debt reduction

ROACE TARGET ≥12%
Mid- and long-term
Focused investments

- Efficient capital allocation
- Strict cost management

CAPEX
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR bn</th>
<th>2015-2017</th>
<th>2018-2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015-2017</td>
<td>2.1</td>
<td>0.0</td>
<td>2.0 - 2.5</td>
</tr>
<tr>
<td>2018-2025</td>
<td>0.0</td>
<td>2.5</td>
<td>0.0</td>
</tr>
</tbody>
</table>

Acquisitions
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>EUR bn</th>
<th>2015-2017</th>
<th>2018-2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015-2017</td>
<td>1.8</td>
<td>0.0</td>
<td>0.0</td>
</tr>
<tr>
<td>2018-2025</td>
<td>10.0</td>
<td>0.0</td>
<td>0.0</td>
</tr>
</tbody>
</table>

- Value adding acquisitions
- Keep optionality and flexibility
- Invest along the value chain
M&A criteria – focus on cash and value

Strategic criteria

- **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

Financial criteria

- **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

ROACE ≥12%
## Strong track record in portfolio management

<table>
<thead>
<tr>
<th>Month</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 2017</td>
<td>Disposed CAPEX intensive Upstream UK business</td>
</tr>
<tr>
<td>June 2017</td>
<td>Divested OMV Petrol Ofisi</td>
</tr>
<tr>
<td>Nov 2017</td>
<td>Acquired share in Yuzhno Russkoye</td>
</tr>
<tr>
<td>March 2018</td>
<td>Expanded footprint in New Zealand</td>
</tr>
<tr>
<td>June 2018</td>
<td>OMV awarded 20% share in two oil fields in Abu Dhabi</td>
</tr>
<tr>
<td>Oct 2018</td>
<td>Signed divestment of stake in North Sea infrastructure</td>
</tr>
<tr>
<td>Nov 2018</td>
<td>Signed the divestment of selected Upstream fields in Tunisia for USD 65 mn</td>
</tr>
</tbody>
</table>

### 2018

<table>
<thead>
<tr>
<th>Month</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 2017</td>
<td>Divested OMV Petrol Ofisi</td>
</tr>
<tr>
<td>June 2017</td>
<td>OMV awarded 20% share in two oil fields in Abu Dhabi</td>
</tr>
<tr>
<td>July 2017</td>
<td>Signed divestment of stake in North Sea infrastructure</td>
</tr>
<tr>
<td>Oct 2018</td>
<td>Closed divestment of Samsun power plant in Turkey</td>
</tr>
</tbody>
</table>

Selected M&A projects:
- Investments
- Divestments

---

1. Polarled gas pipeline and the Nyhamna gas processing plant
2. The “Basic Sale Agreement” replaces the “Basic Agreement” concluded between OMV and Gazprom on December 14, 2016
OMV acquires 50% of Malaysian Sapura Upstream

► Sapura Upstream: Major independent Malaysian oil and gas company, part of the Sapura Energy Group
► Purchase price of USD 540 mn
  ► Additional contingency payment of up to USD 85 mn
► Sapura Upstream total debt position of USD 350 mn (100%), at closing
► Total cumulative production estimated at around 260 mn boe $^1$ (100%)
► OMV establishes Australasia as new core region
► Closing expected in Q1 2019

$^1$ Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements
## Strategic rationale

| Access to a growing market | ► Gas demand expected to increase by 50% in Asia Pacific until 2030  
|                           | ► OMV capitalizes on the increase of LNG demand and growing Asian markets  
<table>
<thead>
<tr>
<th></th>
<th>► Australasia becomes a new core region</th>
</tr>
</thead>
</table>
| Adding 260 mn $^1$ boe cumulative production | ► Immediately increases OMV’s reserve and resources base  
<table>
<thead>
<tr>
<th></th>
<th>► Upside potential from exploration blocks</th>
</tr>
</thead>
</table>
| Significant near-term increase in production | ► Plateau production of ~60 kboe/d (100%) expected by 2023  
<table>
<thead>
<tr>
<th></th>
<th>► Total CAPEX $^1$ of EUR 0.5 bn in the first 5 years (100%)</th>
</tr>
</thead>
</table>
| Free cash flow accretive  | ► Transaction expected to be free cash flow positive in 2020  
|                           | ► Production cost in line with OMV’s target |

$^1$ Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements
Acquisition in New Zealand

- Acquisition of Shell's Upstream business in New Zealand:
  - Increased stake in **Pohokura** by 48% and in **Maui** by 83.75%
    (31 kboe/d in Jan-Feb 2018)
  - 60.98% interest in the Great South Basin exploration block
- OMV intends to assume operatorship in both joint ventures
- Purchase price USD 578 mn
- Effective date January 1, 2018
- Closing expected by end of December 2018

Adding up to 100 mn boe of recoverable resources

Immediate production contribution at closing

Strong free cash flows

Major step towards building a new core region

---

1 Subject to conditions, including New Zealand Commerce Act and Overseas Investment approvals

FPSO Raroa and Ensco drilling rig, Maari field, New Zealand
Acquisition of a 20% stake in two offshore fields in Abu Dhabi from ADNOC

► OMV signed a concession agreement for the acquisition of a 20% stake in two offshore oil fields from ADNOC:
  ► Satah Al Razboot (SARB) including the satellite fields Bin Nasher and Al Bateel
  ► Umm Lulu

► Commencement of concession on March 9, 2018
► Concession valid until March 8, 2058
► Participation fee of USD 1.5 bn
## Abu Dhabi – high-quality assets with substantial cash generation

| Adding 450 mn bbl to OMV’s reserve base | Substantially strengthening OMV’s reserves base  
<table>
<thead>
<tr>
<th></th>
<th>Upside potential from satellite fields</th>
</tr>
</thead>
</table>
| 43 kbb/d long-term plateau production (net to OMV) | Production started in Q3 with initial capacity of 10 kbb/d  
|                                          | Expected to increase to 25.8 kbb/d by the end of 2018  
|                                          | Plateau production of 43 kbb/d to be reached by 2023 |
| Substantial free cash flow | Long-term stable and substantial free cash flow  
|                                          | Annual CAPEX of ~USD 150 mn in the first 5 years |
| Strengthening partnerships | Strengthening strategic partnership with ADNOC  
|                                          | Build material position in one of the world’s richest region in hydrocarbons |
Balanced und upgraded portfolio in Upstream, expected exit rate of 500 kboe/d already this year

- **500 kboe/d exit rate expected** by the end of 2018 driven by both organic projects and acquisitions
- OMV’s increased footprint comes with a well-balanced portfolio in the core regions
- Focus on fast ramping up projects with low production costs
- Strengthening OMV’s value proposition in terms of cash generation, cost structure and financial resilience

1 Indicative illustration pending on closing the New Zealand acquisition
### Attractive shareholder return

**Annualized Total shareholder return**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>Last three years</th>
<th>Last five years</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OMV</strong></td>
<td>61%</td>
<td>39%</td>
<td>18%</td>
</tr>
<tr>
<td><strong>Peers</strong>¹</td>
<td>20%</td>
<td>27%</td>
<td>13%</td>
</tr>
<tr>
<td><strong>ATX</strong>²</td>
<td>34%</td>
<td>19%</td>
<td>10%</td>
</tr>
<tr>
<td><strong>FTSEUR1ST 300 OIL &amp; GAS</strong>²</td>
<td>6%</td>
<td>10%</td>
<td>6%</td>
</tr>
<tr>
<td><strong>FTSE EUROTOP 100</strong>²</td>
<td>9%</td>
<td>6%</td>
<td>9%</td>
</tr>
</tbody>
</table>

¹ BP, ENI, Galp, Lundin Petroleum, MOL, Neste Oil, PKN Orlen, Repsol, Shell, Statoil (now Equinor), Total, Tupras
² Source: NASDAQ
Progressive dividend policy

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

- Competitive shareholder returns
- Positive free cash flow after dividends
- Gearing ratio ≤30%
- ROACE ≥12%
- Growing Clean CCS net income attributable to stockholders
- Strong investment grade credit rating
Upstream
Upstream – at a Glance

2017 position
- 348 kboe/d production (9m/18: 421 kboe/d) with an oil and gas split of 52:48
- Production cost at USD 8.8/boe (9m/18: USD 7.3/boe)
- 1P Reserves of 1,146 mn boe
- Reserve Replacement Rate of 116% on a 3 years average

Competitive advantages
- Focused portfolio with 4+1 regions
- Well positioned in attractive regions
- Low production cost
- Strong partnerships with major players in hydrocarbon-rich regions

1 Divested in June 2018
2 Pending on closing of 50% acquisition in Sapura Upstream
Growing production, lowering cost

**Production**
Kboe/d

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>9m/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEE</td>
<td>303</td>
<td>311</td>
<td>348</td>
<td>421</td>
</tr>
<tr>
<td>Russia</td>
<td>211</td>
<td>202</td>
<td>196</td>
<td>187</td>
</tr>
<tr>
<td>North Sea</td>
<td>17</td>
<td>47</td>
<td>79</td>
<td>73</td>
</tr>
<tr>
<td>MEA</td>
<td>48</td>
<td>71</td>
<td>9</td>
<td>98</td>
</tr>
<tr>
<td>Australasia</td>
<td>13</td>
<td>13</td>
<td>50</td>
<td>13</td>
</tr>
<tr>
<td>Russia</td>
<td>48</td>
<td>71</td>
<td>9</td>
<td>98</td>
</tr>
<tr>
<td>North Sea</td>
<td>17</td>
<td>47</td>
<td>79</td>
<td>73</td>
</tr>
<tr>
<td>MEA</td>
<td>48</td>
<td>71</td>
<td>9</td>
<td>98</td>
</tr>
<tr>
<td>Australasia</td>
<td>13</td>
<td>13</td>
<td>50</td>
<td>13</td>
</tr>
</tbody>
</table>

**Production cost**
USD/boe

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>9m/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEE</td>
<td>13.2</td>
<td>10.6</td>
<td>8.8</td>
<td>7.3</td>
</tr>
</tbody>
</table>

1 OMV aligned the production cost definition with its industry peers; since Q1/17, administrative expenses and selling and distribution costs are excluded; for comparison only, 2016 figures presented in the table were re-calculated.
Increased earnings

Clean Operating Result
EUR mn

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR mn</td>
<td>117</td>
<td>40</td>
<td>1,225</td>
</tr>
</tbody>
</table>

Oil price, USD/bbl

<table>
<thead>
<tr>
<th></th>
<th>9m/17</th>
<th>9m/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD/bbl</td>
<td>880</td>
<td>1,449</td>
</tr>
</tbody>
</table>

+65%

52

72
Strengthened reserve base

1P Reserves
Mn boe

Reserve Replacement Rate
3 years Ø RRR, %

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

<table>
<thead>
<tr>
<th>Year</th>
<th>North Sea</th>
<th>MEA</th>
<th>Russia</th>
<th>CEE</th>
<th>MEA peers' median 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1,028</td>
<td>15</td>
<td>186</td>
<td>641</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>1,030</td>
<td>110</td>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>1,146</td>
<td>194</td>
<td></td>
<td></td>
<td>77</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>North Sea</th>
<th>MEA</th>
<th>Russia</th>
<th>CEE</th>
<th>MEA peers' median 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>73</td>
<td></td>
<td>70</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>70</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>116</td>
<td></td>
<td></td>
<td></td>
<td>77</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>North Sea</th>
<th>MEA</th>
<th>Russia</th>
<th>CEE</th>
<th>MEA peers' median 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>58</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>17</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td>31</td>
</tr>
</tbody>
</table>

1 Source: IHS Markit (Anadarko, Apache, BP, ENI, Equinor, Hess Corp, Lukoil, Murphy, Occidental, Repsol, Shell, Total)
Copyright ©2018, IHS Markit. All rights reserved and all intellectual property rights are retained by IHS Markit. Any unauthorized use, disclosure, reproduction or dissemination, in full or in part, in any media or by any means, without the prior written permission of IHS Markit Ltd. or any of its affiliates (“IHS Markit”) is strictly prohibited.
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

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018¹</th>
<th>2020</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisitions</td>
<td>348</td>
<td>&gt;420</td>
<td>500</td>
<td>600</td>
</tr>
<tr>
<td>Organic growth</td>
<td>500</td>
<td>500</td>
<td>&gt;420</td>
<td>500</td>
</tr>
</tbody>
</table>

¹ Excluding acquisitions and divestments

Asset base

Production cost
both in 2020 and 2025
USD/boe

<8
Ensure sustainable reserve replenishment

1P Reserve development
Bn boe

<table>
<thead>
<tr>
<th>Year</th>
<th>1P Reserve development</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1.1</td>
</tr>
<tr>
<td>2025</td>
<td>&gt;2.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Metric</th>
<th>Description</th>
<th>Target</th>
</tr>
</thead>
<tbody>
<tr>
<td>1P Reserves</td>
<td>2x</td>
<td></td>
</tr>
<tr>
<td>Reserve Replacement Rate</td>
<td>&gt;100</td>
<td></td>
</tr>
<tr>
<td>Reserve life years</td>
<td>8-10</td>
<td></td>
</tr>
<tr>
<td>Gas share</td>
<td>&gt;50</td>
<td></td>
</tr>
</tbody>
</table>

Capital Market Story, November 2018
Exploration: Faster and more disciplined approach

Excellent Barents Sea track record

- Active in Austria, Romania deep onshore, Black Sea, Norway and New Zealand
- Increase size and quality of E&A portfolio
- 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
  - Success in Norwegian Hades and Iris exploration well with discovery of gas and condensate in April 2018

1st well as new play opener ✔ Successful appraisal campaign ✔ World-record drilling ² ✔

E&A budget

<table>
<thead>
<tr>
<th>EUR mn p.a.¹</th>
<th>Wells p.a.</th>
</tr>
</thead>
<tbody>
<tr>
<td>300</td>
<td>15-20</td>
</tr>
</tbody>
</table>

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

Wisting drilling (Transocean Barents rig), Norway

Capital Market Story, November 2018
Technology drives recovery and reduces downtime

- **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

\(^1\) 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

- **MoU with Schlumberger to evaluate collaboration models for digital solutions**

**DigitUP**: Global Upstream digitalization program to improve competitive position
Focus on 4+1 regions

OMV Upstream regions

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

North Sea
CEE
MEA
Russia
Australasia
CEE – Sustain value generation in Romania and Austria, realize Black Sea potential

Strategic direction

- **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

- **Continue active portfolio management**
  - Pursue regional growth
  - Divest additional marginal fields in Romania

---

All figures net to OMV

1. OMV Petrom initial estimate as communicated for the Domino-1 well in February 2012
Extensive engineering activities – Neptun Deep, Black Sea, Romania

Neptun Deep – Project Phase: Engineering (pre-FID)

- **Licensees:** ExxonMobil (Operator, 50%), OMV Petrom (50%)
- **Domino-1 discovery in 2012** (first offshore deep water exploration well)
- Preliminary estimate recoverable resources: 0.75-1.5 tcf (21-42 bcm; 125-250 mn boe), net to OMV Petrom

- **Joint Venture Expenditures to date (Exploration & Appraisal) over USD 1.5 bn**

- Second exploration drilling campaign successfully finalized in January 2016
  - Drilled 7 wells into different structures in the Neptun Block
  - Successful well test of Domino structure

- **Engineering activities** ongoing for a combined Domino & Pelican South Development concept

- **Potential key contributor to OMV RRR target**

---

1 OMV Petrom initial estimation, as communicated in February 2012.
2 Gross value
3 If commercially viable
Russia – Build upon huge potential

Strategic direction

- **Realize organic growth potential**
  - 100 kboe/d from Yuzhno Russkoye over next years
  - Upside from Turonian reservoir layer

- **Continue growth path with Achimov 4A/5A**
  - Signing of the final transaction documents expected in beginning 2019
  - First gas in 2020 \(^1\)
  - 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

\(^1\) As per operator
Russia – Yuzhno Russkoye and Achimov 4A/5A provide OMV with stable and sustainable production

- Stable production flow for a very long period of time
- Production of ~150 kboe/d will be reached by 2025
- Achimov 4A/5A and Yuzhno Russkoye add more than 1 bn boe to OMV’s reserves
- Cash inflow from Yuzhno Russkoye (dividends of approx. USD 200 mn p.a. mid-term) will be used to fund the capital needs of Achimov 4A/5A

1 OMV’s indicative view on production profiles. OMV closed the acquisition of a 24.99% share in Yuzhno Russkoye gas field. OMV and Gazprom signed a “Basic Sale Agreement” regarding the potential acquisition of a 24.98% interest in Achimov 4A and 5A phase development by OMV on October 3, 2018.
“Basic Sale Agreement” signed on October 3, 2018

- OMV to receive a 24.98% stake in Achimov 4A/5A blocks in the Urengoy gas and condensate field for a purchase price to be negotiated in good faith
- The “Basic Sale Agreement” replaces the “Basic Agreement” concluded between OMV and Gazprom on December 14, 2016 which provided for a potential asset swap
- Leverage on already built infrastructure and pipeline system of Achimov 1 and 2
- **Pricing structure:** ~70% gas - partly sold at Russian domestic prices; remainder sold at European netback prices by the joint venture. ~30% condensate with better margins than gas
- Signing of the final transaction documents expected in beginning 2019
North Sea – Secure long-term sustainable contribution

Strategic direction

- **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 leading to discoveries**
  - 39 licenses, thereof 8 operated
  - Hades and Iris discoveries in the Norwegian Sea (20-115 mn recoverable boe respectively 20-130 mn recoverable boe) in April 2018

All figures net to OMV

1 Status as of October 2018

50 Capital Market Story, November 2018
Platform successfully anchored – Aasta Hansteen, Norwegian Sea, Norway

Aasta Hansteen field – Project Phase: Execution

- **Licensees:** Equinor (Operator, 51%), Wintershall (24%), OMV (15%), ConocoPhillips (10%)
- **Cumulative production of dry gas (from three discoveries)**: ~43 mn boe
- **Production start:** expected in Q4 2018
- **Peak production**: ~18 kboe/d
- Deep water development with first floating Spar platform in Norway and the largest in the world
- **Status:** Commissioning activities under finalization and preparations for hand-over
- Snefrid Nord to be developed as a tie-back to Aasta Hansteen
- Signed divestment of OMV’s stake of in the Polarled pipeline and the Nyhamna gas plant

1 All figures net to OMV unless otherwise stated.
2 160,000 barrels condensate storage capacity.
OMV’s oil discovery – Wisting, Barents Sea, Norway

Wisting, Norway – Project Phase: Appraisal

- **Licensees:** OMV (Operator, 25%), Petoro, Idemitsu (each 20%) and Equinor (35%)

- Estimated 50-130 mn bbl (net to OMV) total recoverable oil resources within PL 537; location: approx. 300 km off the north coast of Norway

- **Final investment decision (FID):** 2020/2021

- **Production start:** mid 2020s
Middle East and Africa – Grow and access potential in Middle East & Africa

**Strategic direction**

- Secure stable contribution 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

**Current developments/highlights**

- **UAE**: Umm Lulu and SARB offshore fields started production with an initial capacity of 10 kbbl/d net to OMV in Q3/18
- **Pakistan**: divestment of Upstream business closed in June 2018

All figures net to OMV  
1 KRI – Kurdistan Region of Iraq  
2 Divested in June 2018

53 | Capital Market Story, November 2018
Abu Dhabi – High-quality assets with substantial cash generation

OMV was awarded a 20% stake in two ADNOC offshore oil fields:

- **Satah Al Razboot (SARB)** including the satellite fields Bin Nasher and Al Bateel
- **Umm Lulu**

Commencement of concession on March 9, 2018

- Concession valid until March 8, 2058
- Participation fee of USD 1.5 bn
  - Long-term stable and substantial free cash flow
- Annual CAPEX of ~USD 150 mn in the first 5 years

- Adding 450 mn bbl to OMV’s reserve base
- Production started with an initial capacity of 10 kbbl/d \(^1\) in Q3, expected to increase to 25.8 kbbl/d \(^1\) by the end of 2018
- Long-term plateau production of 43 kbbl/d \(^1\) to be reached by 2023

\(^1\) All figures net to OMV
OMV’s growth project in Tunisia – Nawara

Nawara field – Project Phase: Execution
- **Licensees:** OMV (Operator, 50%), ETAP (50%)
- **Cumulative production**¹: 40-50 mn boe of gas
- **Production start:** expected in 2019
- **Peak production**¹: ~10 kboe/d
- **Short description:** development of Nawara onshore gas concession to provide for commercial gas sales of 2.4 mn Sm3/d. In addition, condensate (6.5 mn bbl) and LPG (8.5 mn bbl extracted at the GTP) will be produced and sold.
- **Status:** Project progress (~96% complete): impacted by social and political unrest in Tataouine; working on solutions to minimize impact on delivery of first gas
  - Gas Treatment Plant: 98%
  - Central Processing Facility: 92%
  - Pipeline: 98%

¹ All figures net to OMV
Project progress status as of March 31, 2018
Australasia – Developing a new core region

Strategic direction

► Develop Sapura Upstream as platform for further regional growth
► Realize upside of current position in New Zealand
  ► Strong and stable cash generator
  ► Highly profitable production
► Exploit promising exploration potential

Current developments/highlights

► Asia Pacific: Expansion
  ► Acquired 50% interest in Sapura Upstream, an independent Malaysian oil and gas company
  ► Closing expected in Q1 2019
► Acquisition of Shell’s Upstream business in New Zealand
  ► Main interest in producing fields: Pohokura (48%) and Maui (83.75%)
  ► Exploration and development projects: Great South basin exploration block (82.93% total OMV share)
  ► Closing expected in the end of December 2018
OMV acquires 50% of Sapura Upstream

- Sapura Upstream: Major independent Malaysian oil and gas company
- Total cumulative production estimated at around 260 mn boe^(1) (100%)
- Production and development assets are located in shallow waters, offshore Malaysia
- High-upside potential from the operated gas development projects in Sarawak basin: SK408 and SK310-B14
- Significant remaining exploration growth potential
- Acquisition expected to close in Q1 2019

---

^(1) Entitlement production, gross figure representing 100% of Sapura Upstream which OMV intends to fully consolidated in its statements
Near-term production growth and low CAPEX

Sapura Upstream production ¹
Kboe/d

- Near-term production growth
- Plateau production of ~60 kboe/d ¹, ² (100%)
- Production split: ~90% gas and ~10% oil
- Majority of gas is transported to Bintulu LNG complex, operated by Petronas; LNG exported to Asian markets
- Oil production quality similar to Tapis, sold at Brent price plus premium
- Total CAPEX ² required for the first 5 years: EUR ~0.5 bn (100%)

¹ Entitlement production; ² Gross figure representing 100% of Sapura Upstream, which OMV intends to fully consolidated in its statements
# Summary of Sapura Upstream Assets

## Producing assets

<table>
<thead>
<tr>
<th>Malay Basin, Block</th>
<th>Type primary</th>
<th>Production start year</th>
<th>Working interest %</th>
<th>Partner</th>
<th>Operated</th>
</tr>
</thead>
<tbody>
<tr>
<td>PM318</td>
<td>Oil</td>
<td>2008</td>
<td>50</td>
<td>PETRONAS Carigali</td>
<td>by Petronas</td>
</tr>
<tr>
<td>PM323</td>
<td>Oil</td>
<td>2008</td>
<td>60</td>
<td>PETRONAS Carigali</td>
<td>by Sapura</td>
</tr>
<tr>
<td>PM329</td>
<td>Oil</td>
<td>2011</td>
<td>70</td>
<td>PETRONAS Carigali</td>
<td>by Sapura</td>
</tr>
<tr>
<td>AAKBNLP</td>
<td>Oil</td>
<td>2004</td>
<td>50</td>
<td>PETRONAS Carigali</td>
<td>by Petronas</td>
</tr>
<tr>
<td>SK310-B15</td>
<td>Gas</td>
<td>2018</td>
<td>30</td>
<td>Petronas, Mitsubishi</td>
<td>by Sapura</td>
</tr>
</tbody>
</table>

## Development assets

<table>
<thead>
<tr>
<th>Sarawak Basin, Block</th>
<th>Type primary</th>
<th>Production start year</th>
<th>Working interest %</th>
<th>Partner</th>
<th>Operated</th>
</tr>
</thead>
<tbody>
<tr>
<td>SK408</td>
<td>Gas</td>
<td>2020 Phase I; 2023 Phase II</td>
<td>40</td>
<td>PETRONAS, Shell</td>
<td>by Sapura and Shell</td>
</tr>
<tr>
<td>SK310-B14</td>
<td>Gas</td>
<td>-</td>
<td>30</td>
<td>Petronas, Mitsubishi</td>
<td>by Sapura</td>
</tr>
</tbody>
</table>

## Exploration assets:

New Zealand Taranaki Basin, Mexico Sureste basin (Block 30)

---

1 Exploration Blocks SB332 and SB331 are not part of this transaction
Increased footprint in New Zealand

- Increased stake in Pohokura by 48% and in Maui by 83.75% (31 kboe/d in Jan-Feb 2018)
- 60.98% interest in the Great South Basin exploration block
- OMV intends to assume operatorship in both joint ventures
- Purchase price USD 578 mn
- Effective date January 1, 2018
- Closing expected in the end of December 2018

Subject to conditions, including New Zealand Commerce Act and Overseas Investment approvals

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

1 Subject to conditions, including New Zealand Commerce Act and Overseas Investment approvals
Upstream pipeline

- New ventures
  - MEA
  - Australasia

- Exploration
  - Austria
  - Romania deep onshore
  - Black Sea
  - Norway
  - New Zealand

- Appraisal
  - Neptun Deep (Romania, Black Sea)
  - Wisting (Norway)
  - Hades and Iris (Norway)

- Development & Execution
  - Aasta Hansteen (Norway)
  - Nawara (Tunisia)
  - Umm Lulu/SARB (United Arab Emirates) ¹
  - Achimov 4A/5A (Russia) ²

¹ Early production
² Basic Sale Agreement signed on October 3, 2018
## Major projects

### Development & Execution

<table>
<thead>
<tr>
<th>Project</th>
<th>Country</th>
<th>Type primary</th>
<th>Production start year</th>
<th>Cumulative production ¹ mn boe</th>
<th>Peak production kboe/d</th>
<th>Working interest %</th>
<th>Operated</th>
<th>FID year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aasta Hansteen</td>
<td>Norway</td>
<td>Gas</td>
<td>2018</td>
<td>~43</td>
<td>~18</td>
<td>15.0</td>
<td>no</td>
<td>2012</td>
</tr>
<tr>
<td>Nawara</td>
<td>Oman</td>
<td>Gas</td>
<td>2019</td>
<td>40-50</td>
<td>~10</td>
<td>50.0</td>
<td>by OMV</td>
<td>2014</td>
</tr>
<tr>
<td>Achimov 4A/5A ²</td>
<td>Russia</td>
<td>Gas and condensate</td>
<td>2020</td>
<td>560</td>
<td>&gt;80</td>
<td>24.98</td>
<td>no</td>
<td>2016</td>
</tr>
<tr>
<td>Umm Lulu/SARB</td>
<td>UAE</td>
<td>Oil</td>
<td>2018</td>
<td>450</td>
<td>~43</td>
<td>20.0</td>
<td>no</td>
<td>2013 ³</td>
</tr>
</tbody>
</table>

### Appraisal

<table>
<thead>
<tr>
<th>Project</th>
<th>Country</th>
<th>Type primary</th>
<th>Production start year</th>
<th>Cumulative production ¹ mn boe</th>
<th>Working interest %</th>
<th>Operated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neptun Deep</td>
<td>Romania</td>
<td>Gas</td>
<td>post 2020</td>
<td>125-250 ⁴</td>
<td>50.0 ⁵</td>
<td>no</td>
</tr>
<tr>
<td>Wisting</td>
<td>Norway</td>
<td>Oil</td>
<td>post 2020</td>
<td>up to 130</td>
<td>25.0</td>
<td>by OMV</td>
</tr>
<tr>
<td>Hades/Iris</td>
<td>Norway</td>
<td>Gas and condensate</td>
<td>N/A</td>
<td>up to ~75</td>
<td>30.0</td>
<td>by OMV</td>
</tr>
</tbody>
</table>

¹ Expected cumulated field life production ² "Basic Sale Agreement“ signed on October 3, 2018 ³ FID on Umm Lulu /SARB EPC took place in 2013, prior to OMV involvement in the concession (effective March 2018). ⁴ As communicated for the Domino-1 well in February 2012 ⁵ Via OMV Petrom

All figures net to OMV

62 | Capital Market Story, November 2018
Strategic partnerships enable access to competitive upstream positions

**Long-term cooperation along the entire integrated value chain**
- Decade-long cooperation in the Downstream Gas business
- Access to competitive upstream assets
- MoU on Strategic Cooperation in the natural gas sector

**Strengthen relationship in combination with newly acquired upstream position**
- Technical Evaluation Agreement for North West Offshore Abu Dhabi
- MoU for Downstream cooperation
- 20% stake in the attractive offshore fields Umm Lulu and SARB

**Intensifying partnership with the National Oil Corporation of Libya**
- Excellent OMV position in Libya (“NOC partner of choice”) with continuous engagement since 1975
- Expansion in the Sirte Basin
Downstream
Downstream Oil in a nutshell

2017 position

- 17.8 mn t (325 kboe/d) annual refining capacity in Austria, Germany and Romania
- 2.5 mn t petrochemical production capacity
- 36% share in Borealis - leading polyolefin producer globally
- ~2,000 retail sites in 10 countries

Competitive advantages

- #1st quartile European refiner ¹ and olefin producer ²
- High share of secure product outlets
- Best in class refinery utilization rate (>90%)
- Strong retail brands in core markets and premium fuels
- Excellent management of integrated oil value chain

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
Downstream Oil Value Chain

2017 figures

Crude supply

Equity crude production 4.3 mn t

Crude from third parties 11.7 mn t

Refinery production

Purchase of semi-finished products 1.5 mn t

Crude oil refining 16.0 mn t

(90% utilization rate of 17.8 mt refining capacity)

Purchase of finished products 4.0 mn t

Product supply and logistics

Storage

Rail/truck/ship

Petrochemical/commercial/retail sales

Retail 6.2 mn t

Business-to-business 9.5 mn t

Aviation 1.9 mn t

Petrochemicals 2.2 mn t

OMV Petrol Ofisi 3 4.0 mn t

Captive market 4

Customer allocation in %

47%

53%

Wholesale

1 Internal consumption to be deducted.
2 Volume includes blending components and excludes purchase of products for OMV Petrol Ofisi

3 OMV Petrol Ofisi divested in June 2017

4 Retail and petrochemical sales
Downstream Gas in a nutshell

2017 position
- 113 TWh natural gas sales, out of which ~70% equity supplied
- 51% share in Gas Connect Austria, the Austrian pipeline operator
- 31 TWh gas storage capacities in Austria and Germany
- 1 LNG terminal in Rotterdam
- 1 Gas-fired power plant in Romania
- Divestment of Samsun power plant in Turkey closed on September 6, 2018

Competitive advantages
- Integrated gas value chain from well to customer
- Positioned at the center of Europe’s transmission network in Baumgarten (Austria)
- Long-term reliable partnerships with Europe’s major gas suppliers
**Downstream Gas Value Chain**

2017 figures

- **Gas supply**
  - Equity production in Romania: 49 TWh
  - Equity production in Norway: 19 TWh
  - Equity production in Austria: 9 TWh
  - Purchase from Russia: 72 TWh
  - Purchase from Norway: 8 TWh

- **Gas logistics**
  - Gas supply portfolio: 157 TWh
  - Gas pipeline transportation (Gas Connect Austria): 1,499 TWh
  - Gas storage volume sold: 16 TWh

- **Gas marketing sales**
  - Gas sales to third parties: 113 TWh
  - Sales in Europe\(^1\): 57 TWh
  - Sales in Romania: 45 TWh
  - Sales in Turkey: 11 TWh

\(^1\) Excluding Romania

Gas marketing sales

Sales in Europe

Sales in Romania

Sales in Turkey

Internal consumption and balancing

Gas sales to third parties: 113 TWh

Sales in Europe: 57 TWh

Sales in Romania: 45 TWh

Sales in Turkey: 11 TWh

\(^1\) Excluding Romania
Best in class refinery utilization rate and stable sales

**Refined product sales (mn t)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>30.0</td>
<td>30.7</td>
<td>23.8</td>
</tr>
</tbody>
</table>

*OMV Petrol Ofisi divested in June 2017*

**Retail sales (mn t)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>10.3</td>
<td>10.4</td>
<td>8.1</td>
</tr>
</tbody>
</table>

*OMV Petrol Ofisi divested in June 2017*

**Refinery utilization rate (%)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>93</td>
<td>89</td>
<td>90</td>
</tr>
</tbody>
</table>

**Natural gas sales (TWh)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>110</td>
<td>109</td>
<td>113</td>
</tr>
</tbody>
</table>

OMV Petrol Ofisi divested in June 2017.
**Strong contributor to OMV Group financials**

**Improvement in operations**
Clean CCS Operating Result, EUR bn

- **Fuels**
  - 2015: 0.9
  - 2016: 0.7
  - 2017: 0.9
  - **Total**: 2.5

- **Petrochemicals**
  - 2015: 0.6
  - 2016: 0.6
  - 2017: 0.6
  - **Total**: 1.8

- **Gas**
  - 2015: 0.2
  - 2016: 0.2
  - 2017: 0.2
  - **Total**: 0.6

- **Total**: 4.9

**Operating cash flow minus cash flow for investments**

- **2015**: 0.7
- **2016**: 1.1
- **2017**: 0.7

**Operating cash flow, EUR bn**

- **2015**: 0.8
- **2016**: 0.2
- **2017**: 0.9

**Attractive returns**

**Clean CCS RONA in %**

- **2016**: 14%
- **2017**: 14%

**Average net assets in bn EUR**

- **2015**: 9.2
- **2016**: 8.8
- **2017**: 7.9

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

2 Clean CCS Return On Net Assets = Clean CCS NOPAT divided by average net assets, expressed as a percentage
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
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 will upgrade its European refining assets to market changes

<table>
<thead>
<tr>
<th></th>
<th>European market 2016 - 2025</th>
<th>OMV European production volume 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Change 2025 volumes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>+12% 2.8 mn t</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td></td>
<td>+23% 1.9 mn t</td>
</tr>
<tr>
<td>Fuels – Jet</td>
<td></td>
<td>(5)% 9.8 mn t</td>
</tr>
<tr>
<td>Fuels – Gasoline &amp; Diesel</td>
<td></td>
<td>(51)% 0.9 mn t</td>
</tr>
<tr>
<td>Heavy Products</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- 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
Continuous efforts on operational excellence

- 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

3 refining sites → 1 integrated refinery concept

SCHWECHAT
PETROBRAZI
BURGHAUSEN
Favorable yield structure

OMV 3 refineries – integrated refinery yield %

- 12% Petrochemicals
- 17% Gasoline
- 50% Middle distillates
- 7% Other black products
- 2% Heavy Fuel Oil
- 3% Others
- 9% Internal consumption

Heavy Fuel Oil Yield (%)
OMV vs European refineries

OMV

- 2%

European refineries

- 9%

<1% Sulfur

>1% Sulfur

1 Source: Woodmac, 84 European refineries
2 Calcined coke, Green coke, Fuel coke, Gasoil 3, Calziner heating oil, Heating oil light, Light/Heavy cycle oil, Bitumen, Starfalt
IMO 2020 - OMV well positioned to capture the benefits of marine fuel market changes with no further investments

- **Low heavy fuel oil yield**
  - 2% heavy fuel oil yield
  - High share of middle distillates (50% yield)
  - Ability to upgrade “bottom of the barrel” into lighter products; second highest ratio of coking to CDU capacity in Europe (13%)

- **Advantaged equity crude & site flexibility**
  - In 2020 OMV will decrease significantly the HFO production and start the new grade of Marine Fuel Oil (0.5%)
  - Able to produce cost-effective new grade, by blending the sweet components of the Romanian and Austrian equity crudes
  - Full crude flexibility across crude portfolio; no need for higher volume of sweet crudes
  - No additional investments required

- **Financial impact**
  - Capturing full market benefit in 2020 (no refinery turnaround)
  - Increased sweet/sour crude differentials
    - No major impact in Downstream
    - Upside in Upstream (85% sweet crude\(^1\))
  - + 10 USD/t in Diesel crack spread → approx. USD +70 mn \(^2\)
  - - 10 USD/t in HFO crack spread → approx. USD (0.8) mn \(^2\)

\(^1\) < 0.5% sulfur content
\(^2\) Impact in Clean CCS Operating Result
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
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.

<table>
<thead>
<tr>
<th>Year</th>
<th>Borouge II</th>
<th>Borouge III</th>
<th>Borealis contribution to OMV’s Clean CCS Operating Result in EUR mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>3.5</td>
<td>0.3</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>4.4</td>
<td>0.8</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>5.6</td>
<td>1.8</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>5.6</td>
<td>1.8</td>
<td>399</td>
</tr>
</tbody>
</table>

**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

- **Equity crude oil processed** (% of refining capacity)
  - Peers: 9%
  - OMV 2017: 25%
  - OMV 2025: 21%

- **Petrochemical sales volume** (% of refining capacity)
  - Peers: 7%
  - OMV 2017: 12%
  - OMV 2025: 15%

- **Retail sales volume** (% of refining capacity)
  - Peers: 25%
  - OMV 2017: 35%
  - OMV 2025: 40%

- **Captive sales outlets** (%)
  - Peers: 32%
  - OMV 2017: 47%
  - OMV 2025: 55%

OMV – top refinery utilization in Europe

≥ 90%

OMV in 2017 excluding OMV Petrol Ofisi
Europe needs more natural gas

EU-28 gas supply and demand
Billion cubic meter (bcm)

- Increasing European import 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
Nord Stream 2: Improvement of energy security in Europe

Nord Stream 2 pipeline project
- Natural gas pipeline from Russia to Europe across the Baltic Sea
- 55 bcm per year capacity
- Development started in 2018 and is planned to finish by 2019
- Total project costs of EUR 9.5 bn
- Pipeline built by Nord Stream 2 AG, 100% owned by Gazprom
- In May 2017 Engie, OMV, Shell, Uniper and Wintershall signed financing agreements with Nord Stream 2 AG to provide long-term financing for up to 50% of the total cost of the project.

OMV agreement
- OMV agreed to provide long term financing for up to 10% (EUR 950 mn) of the total cost of the project; financed so far approx. EUR 531 mn
- Financing of 70% of project costs aimed to be raised from the capital market by Nord Stream 2 AG
OMV – innovation for future markets

<table>
<thead>
<tr>
<th>Alternative energies</th>
<th>Mobility</th>
<th>Gas</th>
<th>Recycling</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Electric</strong></td>
<td><strong>Hydrogen</strong></td>
<td><strong>Gas</strong></td>
<td><strong>Plastics to Oil</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Assets</th>
<th>Ambition</th>
<th>25</th>
<th>10</th>
<th>56</th>
<th>800 t p.a.</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV charging stations in OMV stations</td>
<td>Scaling</td>
<td>Hydrogen stations</td>
<td>Frequency</td>
<td>CNG stations</td>
<td>1 Pilot plant in Austria</td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
<td>Profitability</td>
<td></td>
<td></td>
</tr>
<tr>
<td>56</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>800 t p.a.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Scaling</td>
</tr>
</tbody>
</table>
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
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**

Mn t p.a.

<table>
<thead>
<tr>
<th>Year</th>
<th>Announced</th>
<th>Gap</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>4,950</td>
<td>200</td>
<td>5,400</td>
</tr>
</tbody>
</table>

\[ \sim 25 \times \text{Schwechat refinery} \]

- **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

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

**Petrochemicals capacity vs. demand**

Mn t p.a.

<table>
<thead>
<tr>
<th>Year</th>
<th>Announced</th>
<th>Gap</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>580</td>
<td>145</td>
<td>880</td>
</tr>
</tbody>
</table>

\[ \sim 35 \times \text{Borouge polymer capacity} \]

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

<table>
<thead>
<tr>
<th></th>
<th>Europe</th>
<th>Russia</th>
<th>Middle East</th>
<th>Asia</th>
<th>Africa</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refinery utilization rate 1 2017 - 2030</td>
<td>84%</td>
<td>85%</td>
<td>73%</td>
<td>82%</td>
<td>82%</td>
</tr>
<tr>
<td></td>
<td>2017</td>
<td>2017</td>
<td>2017</td>
<td>2017</td>
<td>2017</td>
</tr>
<tr>
<td></td>
<td>73%</td>
<td>88%</td>
<td>82%</td>
<td>85%</td>
<td>61%</td>
</tr>
<tr>
<td></td>
<td>2030</td>
<td>2030</td>
<td>2030</td>
<td>2030</td>
<td>2030</td>
</tr>
<tr>
<td>Standard refining margin 2017, USD/bbl</td>
<td>4.9</td>
<td>&gt;5.3 2</td>
<td>6.6</td>
<td>n.a.</td>
<td></td>
</tr>
</tbody>
</table>

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

Source: JBC Energy and OMV analysis

Capital Market Story, November 2018
Financials
Financial steering framework

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

Shareholder return and strong rating

Value + Cash
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**

- **2018 - 2020**
- **≥100 EUR mn**

1 Based on Operating Cost versus 2017 baseline according to OMV definition on a comparable basis
Funding the growth – mid term perspective

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

- **3x 2017 Operating cash flow**
- **Gearing headroom**
- **Disposals and cost optimizations**
- **Cash contribution from M&A 2018 - 2020**

### Uses of cash
2018 - 2020, EUR bn

- **>14**
- **>8**
- **~6**

**CAPEX**

**Allocation optionality**
- M&A and resulting CAPEX
- Dividends
- Deleveraging

---

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

Capital Market Story, November 2018
Development of economic environment

**Oil prices**  
USD/bbl

- Q3/17: 52
- Q4/17: 61
- Q1/18: 67
- Q2/18: 74
- Q3/18: 75

- Q3/17: 47
- Q4/17: 56
- Q1/18: 58
- Q2/18: 61
- Q3/18: 68

- Average Brent price
- Average realized crude price

**Gas prices**  
EUR/MWh

- Q3/17: 14.4
- Q4/17: 14.5
- Q1/18: 12.9
- Q2/18: 12.7
- Q3/18: 12.9

- Q3/17: 16.8
- Q4/17: 19.5
- Q1/18: 20.5
- Q2/18: 21.3
- Q3/18: 25.1

- Realized gas price (Upstream) 
- Central European Gas Hub

**OMV indicator refining margin**  
USD/bbl

- Q3/17: 7.0
- Q4/17: 5.7
- Q1/18: 4.8
- Q2/18: 5.2
- Q3/18: 5.7

**Ethylene/propylene net margin**  
EUR/t

- Q3/17: 428
- Q4/17: 401
- Q1/18: 447
- Q2/18: 408
- Q3/18: 430

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
# Financial performance overview

<table>
<thead>
<tr>
<th>in EUR mn (unless otherwise stated)</th>
<th>9m/18</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clean CCS Operating Result before depreciation ¹, ²</td>
<td>3,652</td>
<td>4,909</td>
<td>3,693</td>
<td>4,117</td>
<td>4,749</td>
<td>4,639</td>
</tr>
<tr>
<td>Clean CCS Operating Result ²</td>
<td>2,593</td>
<td>2,958</td>
<td>1,535</td>
<td>1,737</td>
<td>2,418</td>
<td>2,815</td>
</tr>
<tr>
<td>Clean CCS net income attributable to stockholders ², ³</td>
<td>1,103</td>
<td>1,624</td>
<td>995</td>
<td>1,148</td>
<td>1,132</td>
<td>1,112</td>
</tr>
<tr>
<td>Clean CCS EPS (in EUR) ²</td>
<td>3.38</td>
<td>4.97</td>
<td>3.05</td>
<td>3.52</td>
<td>3.47</td>
<td>3.41</td>
</tr>
<tr>
<td>Net debt</td>
<td>2,306</td>
<td>2,005</td>
<td>2,969</td>
<td>4,038</td>
<td>4,902</td>
<td>4,371</td>
</tr>
<tr>
<td>Gearing ratio (in %)</td>
<td>16</td>
<td>14</td>
<td>21</td>
<td>28</td>
<td>34</td>
<td>30</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>3,279</td>
<td>3,448</td>
<td>2,878</td>
<td>2,834</td>
<td>3,666</td>
<td>4,124</td>
</tr>
<tr>
<td>Free cash flow before dividends</td>
<td>675</td>
<td>1,681</td>
<td>1,081</td>
<td>(39)</td>
<td>272</td>
<td>142</td>
</tr>
<tr>
<td>Free cash flow after dividends</td>
<td>(18)</td>
<td>1,013</td>
<td>615</td>
<td>(569)</td>
<td>(377)</td>
<td>(485)</td>
</tr>
<tr>
<td>CAPEX</td>
<td>2,556</td>
<td>3,376</td>
<td>1,878</td>
<td>2,769</td>
<td>3,832</td>
<td>5,239</td>
</tr>
<tr>
<td>Number of employees</td>
<td>19,978</td>
<td>20,721</td>
<td>22,544</td>
<td>24,124</td>
<td>25,501</td>
<td>26,863</td>
</tr>
</tbody>
</table>

¹ Depreciation of at-equity result is included;
² Adjusted for special items; clean CCS figures exclude fuels’ inventory holding gains/losses (CCS effects) resulting from the refineries and OMV Petrol Ofisi.
³ After deducting net income attributable to hybrid capital owners and net income attributable to non-controlling interests.
## Income statement summary

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>9m/18</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Result</td>
<td>2,265</td>
<td>1,732</td>
<td>(32)</td>
<td>(1,661)</td>
<td>1,149</td>
<td>2,772</td>
</tr>
<tr>
<td><strong>thereof</strong> Borealis</td>
<td>293</td>
<td>394</td>
<td>399</td>
<td>356</td>
<td>205</td>
<td>152</td>
</tr>
<tr>
<td>Net Financial Result</td>
<td>(176)</td>
<td>(246)</td>
<td>(198)</td>
<td>(248)</td>
<td>(357)</td>
<td>(481)</td>
</tr>
<tr>
<td>Taxes on income</td>
<td>(889)</td>
<td>(634)</td>
<td>47</td>
<td>654</td>
<td>(265)</td>
<td>(562)</td>
</tr>
<tr>
<td>Net income</td>
<td>1,200</td>
<td>853</td>
<td>(183)</td>
<td>(1,255)</td>
<td>527</td>
<td>1,729</td>
</tr>
<tr>
<td><strong>thereof</strong> attributable to non-controlling interests</td>
<td>311</td>
<td>315</td>
<td>118</td>
<td>(197)</td>
<td>211</td>
<td>528</td>
</tr>
<tr>
<td><strong>attributable to hybrid capital owners</strong></td>
<td>59</td>
<td>103</td>
<td>103</td>
<td>42</td>
<td>38</td>
<td>38</td>
</tr>
<tr>
<td><strong>attributable to stockholders</strong></td>
<td>830</td>
<td>435</td>
<td>(403)</td>
<td>(1,100)</td>
<td>278</td>
<td>1,162</td>
</tr>
<tr>
<td><strong>Clean CCS net income attributable to stockholders</strong></td>
<td>1,103</td>
<td>1,624</td>
<td>995</td>
<td>1,148</td>
<td>1,132</td>
<td>1,112</td>
</tr>
</tbody>
</table>

1 Adjusted for special items; clean CCS figures exclude fuels’ inventory holding gains/losses (CCS effects) resulting from the refineries and OMV Petrol Ofisi.

2 After deducting net income attributable to hybrid capital owners and net income attributable to non-controlling interests.
## Segments results

<table>
<thead>
<tr>
<th>Clean CCS Operating Result</th>
<th>9m/18</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,593</td>
<td>2,958</td>
<td>1,535</td>
<td>1,737</td>
<td>2,418</td>
<td>2,815</td>
</tr>
<tr>
<td><strong>Upstream</strong></td>
<td>1,449</td>
<td>1,225</td>
<td>40</td>
<td>117</td>
<td>1,641</td>
<td>2,098</td>
</tr>
<tr>
<td><strong>Downstream</strong></td>
<td>1,198</td>
<td>1,770</td>
<td>1,533</td>
<td>1,546</td>
<td>812</td>
<td>755</td>
</tr>
<tr>
<td><strong>Corporate and Other</strong></td>
<td>(14)</td>
<td>(16)</td>
<td>(50)</td>
<td>(43)</td>
<td>(48)</td>
<td>(46)</td>
</tr>
<tr>
<td><strong>Consolidation</strong></td>
<td>(40)</td>
<td>(21)</td>
<td>12</td>
<td>116</td>
<td>13</td>
<td>7</td>
</tr>
</tbody>
</table>

1 Adjusted for special items; clean CCS figures exclude fuels' inventory holding gains/losses (CCS effects) resulting from the fuels refineries and OMV Petrol Ofisi
## Cash flow

<table>
<thead>
<tr>
<th>in EUR mn</th>
<th>9m/18</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>1,200</td>
<td>853</td>
<td>(183)</td>
<td>(1,255)</td>
<td>527</td>
<td>1,729</td>
</tr>
<tr>
<td>Depreciation, amortization and impairments incl. write-ups</td>
<td>1,388</td>
<td>1,941</td>
<td>3,784</td>
<td>5,153</td>
<td>3,165</td>
<td>2,289</td>
</tr>
<tr>
<td>Change in net working capital components</td>
<td>8</td>
<td>(424)</td>
<td>(148)</td>
<td>(400)</td>
<td>405</td>
<td>647</td>
</tr>
<tr>
<td>Other</td>
<td>684</td>
<td>1,078</td>
<td>(575)</td>
<td>(664)</td>
<td>(431)</td>
<td>(541)</td>
</tr>
<tr>
<td><strong>Cash flow from operating activities</strong></td>
<td><strong>3,279</strong></td>
<td><strong>3,448</strong></td>
<td><strong>2,878</strong></td>
<td><strong>2,834</strong></td>
<td><strong>3,666</strong></td>
<td><strong>4,124</strong></td>
</tr>
<tr>
<td>Cash flow used for investments</td>
<td>(2,908)</td>
<td>(3,596)</td>
<td>(2,141)</td>
<td>(3,066)</td>
<td>(3,910)</td>
<td>(4,816)</td>
</tr>
<tr>
<td>Cash flow from disposals</td>
<td>304</td>
<td>1,830</td>
<td>344</td>
<td>193</td>
<td>516</td>
<td>835</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td><strong>675</strong></td>
<td><strong>1,681</strong></td>
<td><strong>1,081</strong></td>
<td><strong>(39)</strong></td>
<td><strong>272</strong></td>
<td><strong>142</strong></td>
</tr>
<tr>
<td>Dividends paid</td>
<td>(693)</td>
<td>(668)</td>
<td>(466)</td>
<td>(530)</td>
<td>(650)</td>
<td>(627)</td>
</tr>
<tr>
<td><strong>Free cash flow after dividends including non-controlling interest changes</strong></td>
<td><strong>(18)</strong></td>
<td><strong>1,013</strong></td>
<td><strong>1,105</strong></td>
<td><strong>(581)</strong></td>
<td><strong>(401)</strong></td>
<td><strong>(619)</strong></td>
</tr>
</tbody>
</table>
Strong financial footing

Net debt and gearing ratio
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Net debt</th>
<th>Gearing ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>4.0</td>
<td>28%</td>
</tr>
<tr>
<td>2016</td>
<td>3.0</td>
<td>21%</td>
</tr>
<tr>
<td>2017</td>
<td>2.0</td>
<td>14%</td>
</tr>
</tbody>
</table>

Cash position
EUR bn
4.0

Target long-term gearing ratio
≤30%

Undrawn revolving credit facilities
EUR bn
3.5

1 As of end 2017
Balanced maturity profile

Maturity profile¹

<table>
<thead>
<tr>
<th>Year</th>
<th>Money market</th>
<th>Multilateral/Syndicated loans</th>
<th>Senior bond</th>
<th>Term loan</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2019</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2020</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2021</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2022</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2023</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2024</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2025</td>
<td>0.56</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2026</td>
<td>1.40</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
<tr>
<td>2027</td>
<td>1.40</td>
<td>0.15</td>
<td>0.30</td>
<td>0.09</td>
</tr>
</tbody>
</table>

¹ As of end of 2017

Strong investment grade rating

- **Moody's Investors Service**: A3, Outlook stable, May 21, 2018
- **Fitch Ratings**: A-, Outlook stable, June 7, 2018

Financing costs²

<table>
<thead>
<tr>
<th>Year</th>
<th>Financing Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2.76%</td>
</tr>
<tr>
<td>2017</td>
<td>2.45%</td>
</tr>
</tbody>
</table>

² Weighted average interest rate of OMV Group’s long-term interest-bearing debt at year-end
## Funding activities of the last years

<table>
<thead>
<tr>
<th>Date of issue</th>
<th>Bond ¹</th>
<th>Amount in EUR mn</th>
<th>Coupon in %</th>
<th>Maturity</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 2014</td>
<td>Eurobond (XS1138423774)</td>
<td>750</td>
<td>0.60 fix</td>
<td>11/19/2018</td>
</tr>
<tr>
<td>November 2013</td>
<td>Eurobond (XS0996734868)</td>
<td>500</td>
<td>1.75 fix</td>
<td>11/25/2019</td>
</tr>
<tr>
<td>February 2010</td>
<td>Eurobond (XS0485316102)</td>
<td>500</td>
<td>4.375 fix</td>
<td>02/10/2020</td>
</tr>
<tr>
<td>October 2011</td>
<td>Eurobond (XS0690406243)</td>
<td>500</td>
<td>4.25 fix</td>
<td>10/12/2021</td>
</tr>
<tr>
<td>September 2012</td>
<td>Eurobond (XS0834367863)</td>
<td>750</td>
<td>2.625 fix</td>
<td>09/27/2022</td>
</tr>
<tr>
<td>December 2017</td>
<td>Eurobond (XS1734689620)</td>
<td>1,000</td>
<td>1.00 fix</td>
<td>12/14/2026</td>
</tr>
<tr>
<td>September 2012</td>
<td>Eurobond (XS0834371469)</td>
<td>750</td>
<td>3.50 fix</td>
<td>09/27/2027</td>
</tr>
<tr>
<td>December 2015</td>
<td>Hybrid bond (XS1294342792)</td>
<td>750</td>
<td>5.25 fix until first call date</td>
<td>Perp-NC6</td>
</tr>
<tr>
<td>June 2018</td>
<td>Hybrid bond (XS1713462403)</td>
<td>500</td>
<td>2.875 fix until first call date</td>
<td>Perp-NC6</td>
</tr>
<tr>
<td>December 2015</td>
<td>Hybrid bond (XS1294343337)</td>
<td>750</td>
<td>6.25 fix until first call date</td>
<td>Perp-NC10</td>
</tr>
</tbody>
</table>

¹ As of end of June, 2018
Diversified international shareholder base

As of end of September 2018

Shareholder structure

327.3 mn shares

- Institutional investors: 27.3%
- IPIC/Abu Dhabi: 8.5%
- Unidentified free float: 7.2%
- Treasury shares: 3.4%
- Employee share programs: 0.3%
- ÖBIB: 0.2%
- Retail Ownership / Brokerage and Trading Accounts: 24.9%

Geographical distribution of institutional investors

- United States: 32%
- United Kingdom: 22%
- France: 11%
- Germany: 6%
- Austria: 4%
- Rest of Europe: 11%
- Rest of World: 18%

1 As of end of September 2018

103 | Capital Market Story, November 2018
## Sensitivities of OMV Group in 2018

<table>
<thead>
<tr>
<th>Annual impact</th>
<th>Clean CCS Operating Result</th>
<th>Operating cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brent oil price (USD +1/bbl)</td>
<td>+45</td>
<td>+30</td>
</tr>
<tr>
<td>OMV realized gas price (EUR +1/MWh)</td>
<td>+125</td>
<td>+95</td>
</tr>
<tr>
<td>CEGH/NCG gas price (EUR +1/MWh)</td>
<td>+40</td>
<td>+35</td>
</tr>
<tr>
<td>OMV indicator refining margin (USD +1/bbl)</td>
<td>+105</td>
<td>+80</td>
</tr>
<tr>
<td>Ethylene/propylene net margin (EUR +10/t)</td>
<td>+15</td>
<td>+10</td>
</tr>
<tr>
<td>EUR-USD (USD appreciates by USD 0.01)</td>
<td>+20</td>
<td>+15</td>
</tr>
</tbody>
</table>

1. Excluding hedging
2. Excluding at-equity accounted investments
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.
Growth strategy is implemented in a safe, responsible and carbon efficient manner

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

**Carbon efficiency**
- Carbon intensity: OMV Operations (15)% 2016 vs 2010
- External product sales: stable 2016 vs 2010
- GHG emissions per unit: External sales ¹

**Recognition**
- MSCI Sustainability Indices
- Dow Jones Sustainability Indices
- CDP Prime: rated by ISS-oekom

---

1. External sales volumes, excluding trading volumes. 2. Forecasted figures
3. The inclusion of OMV as of July 2018, 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.
What Sustainability means for us

Sustainability for OMV means creating long-term value for our customers and shareholders by being innovative and an employer of choice.

We conduct our business in a responsible way, respecting the environment and adding value to the societies in which we operate.
# OMV’s Sustainability Focus Areas

<table>
<thead>
<tr>
<th>Focus Areas</th>
<th>Commitments</th>
</tr>
</thead>
</table>
| Health, Safety, Security and Environment | ▶ Health, safety, security and environmental protection have **top priority** in all activities  
▶ HSSE vision of “ZERO harm - NO losses”                                        |
| Carbon Efficiency                   | ▶ Commitment to **climate change mitigation** and responsible resource management  
▶ Measures to improve carbon efficiency of **operations and product portfolio**        |
| Innovation                          | ▶ Focus on optimizing production, exploring high-end petrochemical solutions, developing innovative energy and embracing digital technologies  
▶ **Investment and partnerships** in innovation, research and development             |
| Employees                           | ▶ Building and retaining a talented and competent **team**  
▶ Group **diversity strategy** with focus on gender and internationality                |
| Business Principles and Social Responsibility | ▶ **High ethical standards** at all locations  
▶ Commitment to the **UN Global Compact**, the **UN Guiding Principles on Business and Human Rights** and the **UN’s 2030 Agenda for Sustainable Development** |
ESG performance

- OMV joined the Dow Jones Sustainability Index, being the only Austrian company included.
- OMV received the highest “AAA” score from MSCI Global Sustainability Index for the sixth year in a row. OMV was reconfirmed as a constituent of two MSCI indexes: ACWI ESG Leaders Index and ACWI SRI Index.
- OMV has in 2017 again achieved a score A- (leadership) for both CDP’s Climate Change and Water. This result places OMV among the top 13 companies in the global energy sector in CDP Climate Change.
- OMV reached Prime Status after receiving B- score by oekom based on the 2018 analysis, positioning the company among 5% of the best ESG (Environment, Social and Governance) performing Oil & Gas companies.
- OMV was reconfirmed as a member of the FTSE4Good Index Series, which are used by a wide variety of market participants to create and assess responsible investment funds.
- OMV maintained its inclusion in the STOXX® Global ESG Leaders.
- OMV remains a constituent of the Euronext Vigeo - Eurozone 120 index, being among 120 companies that are most advanced in sustainability.
- OMV has been listed in the "United Nations Global Compact 100" since 2013.
- OMV is a constituent of ECPI index and scored EE-, stating as showing “a clear long-term strategic attitude, sound operational management practices and positive actions to tackle social and environmental needs".