OMV Group Presentation
July 2018
Agenda

1. OMV at a glance
2. OMV Strategy 2025
3. Backup
OMV is producing and marketing oil & gas, innovative energy and high-end petrochemical solutions – in a responsible way.
Who is OMV

**UPSTREAM**

*Upstream* involves exploring and producing oil and gas

**DOWNSTREAM OIL**

*Downstream Oil* includes the refining of crude oil, the distribution of our wide range of products including petrochemicals to commercial customers, as well as the filling station business

**DOWNSTREAM GAS**

*Downstream Gas* covers the transportation, storage and distribution of gas

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*EUR 1,225 mn* Clean CCS Operating Result

*EUR 1,554 mn* Clean CCS Operating Result

*EUR 217 mn* Clean CCS Operating Result

* 2017 figures
Our value chain

Upstream
- Onshore and offshore exploration and production

Downstream
  Oil
  - Supply
  - Refining
  - Storage
  - Transportation and distribution
  - Petrochemicals
  - Industry
  - Domestic
  - Filling stations and services
  - Industry

Gas
  - Pipeline
  - Storage
  - Pipeline
  - Domestic
  - Gas-fired power plants
  - Industry
The World of OMV

OMV.com
Key figures for the year 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Unit</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>EUR mn</td>
<td>20,222</td>
</tr>
<tr>
<td>Clean CCS Operating Result</td>
<td>EUR mn</td>
<td>2,958</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>EUR mn</td>
<td>3,448</td>
</tr>
<tr>
<td>Market capitalization(^1)</td>
<td>EUR bn</td>
<td>17.29</td>
</tr>
<tr>
<td>Employees</td>
<td></td>
<td>20,721</td>
</tr>
</tbody>
</table>

\(^1\) Reference date: December 31\(^{st}\), 2017
Integration ensures profitability

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Clean CCS Operating Result

2017

- **~40%** Upstream
- **~30%** Fuels
- **~20%** Petrochemicals
- **~10%** Gas

2,958 mn EUR

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Group Capital Employed¹

- **~70%** Europe
  - Upstream + Downstream
- **~20%** Middle East + Australasia
- **~10%** Russia

19.0 bn EUR

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¹ based on 2017 Capital Employed plus financial assets
Abu Dhabi + New Zealand acquisition

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What makes OMV distinctive?

- **Balanced upstream and downstream portfolio** ensures financial resilience
- **Geographically focused and low-cost Upstream assets**
- **Well positioned for long-term growth** in cost-effective and hydrocarbon-rich areas thanks to strong partnerships
- **Strong cash flow generation** opens up attractive investment opportunities along the entire value chain
- Continuously striving for **efficient and slim structures**
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Rising global oil and gas demand

- **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**

**Global primary energy demand**

<table>
<thead>
<tr>
<th>Year</th>
<th>Renewables</th>
<th>Nuclear</th>
<th>Coal</th>
<th>Oil</th>
<th>Gas</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>1.9</td>
<td>0.7</td>
<td>3.8</td>
<td>4.4</td>
<td>3.0</td>
</tr>
<tr>
<td>2025</td>
<td>2.4</td>
<td>0.8</td>
<td>3.8</td>
<td>4.6</td>
<td>3.4</td>
</tr>
<tr>
<td>2030</td>
<td>2.8</td>
<td>0.9</td>
<td>3.9</td>
<td>4.7</td>
<td>3.7</td>
</tr>
</tbody>
</table>

Source: IEA New Policies Scenario, World Energy Outlook 2017
Upstream at a glance

Focus on 4+1 core regions

North Sea

CEE - Central and Eastern Europe

MEA - Middle East and Africa

Russia

Australasia
The new quality in Upstream

- Production cost, USD/boEv
- Production volumes, kboe/d

2017 2020 2025

348 500 600

8.8 < 8 < 8

>100% Reserve Replacement Rate

>2.0 Mrd 1P Reserves

1 3 years average

OMV Group, July 2018
Digitalization strengthens competitiveness of OMV Upstream

- **Project examples**
  - Drilling cockpit for real-time collaboration
  - Latest 3D visualization technology for analysis and interpretation of geological data
  - Use of artificial intelligence and cloud solutions to process seismic data

- **Future ambitions**
  - Quicker project evaluation to make better decisions
  - Digital access to knowledge, tools and experts worldwide
  - Quicker development of innovation through brainstorming through knowledge networks
Downstream Oil at a glance

**Refining**
- Three refineries in Austria, Germany, Romania
- Refining capacity: 17.8 mn t/p.a.
- 90% utilization rate

**Petrochemicals**
- 2.5 mn t production capacity
- 36% share in Borealis, a leading provider of innovative solutions in the fields of polyolefins, base chemicals and fertilizers

**Marketing**
- Over 2,000 filling stations in 10 countries
- Over 1.3 mn customers at filling stations per day

Our filling station portfolio
Premium
Discount
Our growth in Downstream Oil

Leading refiner and petrochemical producer

► Shift to higher value products
  ► Further increase captive sales volumes

► Export successful European business model internationally towards growing markets
  ► Increase petrochemical and refining capacity
Downstream Gas at a glance

Where does the gas come from?
TWh

- 8 Purchases from Norway
- 9 Austria
- 19 Norway (157 TWh)
- 49 Romania

Where do we sell the gas 1?
TWh

- 11 Turkey
- 57 Europe 2
- 113 Romania (45 TWh internal use)
- 72 Purchases from Russia

1 44 TWh internal use
2 Excluding Romania
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
- High strategic importance of Nord Stream 2 pipeline for Europe’s security of gas supply

>80% gas to be imported by 2030
380 bcm imports required
OMV – innovation for future markets

<table>
<thead>
<tr>
<th>Alternative energies</th>
<th>Electric</th>
<th>Mobility</th>
<th>Gas</th>
<th>Recycling</th>
<th>Plastics to Oil</th>
</tr>
</thead>
<tbody>
<tr>
<td>EV charging stations in OMV stations</td>
<td>25</td>
<td>Scaling</td>
<td>Frequency</td>
<td>Profitability</td>
<td>800 t p.a.</td>
</tr>
<tr>
<td>Hydrogen stations</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td>1 Pilot plant in Austria</td>
</tr>
<tr>
<td>CNG stations</td>
<td>55</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

OMV Group, July 2018
Our Performance 2025

**Higher-quality Upstream portfolio**
- 600 kboe/d by 2025
- 4+1 core regions

**Internationalization of refinery business and expansion of petrochemical activities**
- Nearly double refining capacity
- Strengthen petrochemical position

**Strong gas market presence from North West to South East Europe**
- Double sales volumes
- Increase market share in Germany to 10% by 2025

**Balanced, integrated portfolio**

**Positive free cash flow after dividends**
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Members of the Executive Board (from left to right):

- **Rainer Seele**
  Chairman of the Executive Board and Chief Executive Officer
  Initial appointment: July 2015; End of current period: June 2020

- **Reinhard Florey**
  Chief Financial Officer
  Initial appointment: July 2016; End of current period: June 2021

- **Johann Pleininger**
  Deputy Chairman of the Executive Board
  Executive Board Member Upstream
  Initial appointment: September 2015; End of current period: August 2020

- **Manfred Leitner**
  Executive Board Member Downstream
  Initial appointment: April 2011; End of current period: December 2019
Over 60 years of tradition and innovation

1956
Foundation of ÖMV

1960
Opening of the Schwechat Refinery

1985
Start to internationalize Upstream business

1986
Completion of the first gas supply contracts with Gazprom

1987
Start privatization

1988
Completion of the first gas supply contracts with Gazprom

1994
IPIC acquires stake in ÖMV

1995
ÖMV becomes OMV

2004
Purchase of 51% stake in Petrom

2017
Acquisition of 24.99% stake in Yuzhno Russkoye
Institutional investors hold 26.7% of OMV shares.

Accounting for 33%, investors from the United States make up the largest regional group of institutional investors, followed by Great Britain (22%), France (7%) and Austria (6%).
The impressive share price performance

OMV share price performance
2013 – 2017

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>1.25</td>
</tr>
<tr>
<td>2014</td>
<td>1.25</td>
</tr>
<tr>
<td>2015</td>
<td>1.00</td>
</tr>
<tr>
<td>2016</td>
<td>1.20</td>
</tr>
<tr>
<td>2017</td>
<td>1.50</td>
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2017.12.29
EUR 52.83
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The energy for a better life.