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OMV Upstream in a nutshell 2017

- Lost Time Injury Rate: 82%
- Production from EU/OECD countries: 1.15 bn boe
- 1P reserves: USD 8.8 per boe
- Production cost: 348 kboe/d
- Oil:Gas Production split: 52:48
- Production: 52:48
- EUR 1.2 bn Clean Operating Result

Focused international player
We delivered on our promises: Lower cost, increased earnings

Cost development
EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Production cost</th>
<th>CAPEX</th>
<th>E&amp;A expenditure</th>
<th>CAPEX</th>
<th>Production cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3.8</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>2.6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>2.2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Production
Kboe/d

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>303</td>
<td>311</td>
<td>348</td>
</tr>
</tbody>
</table>

Clean Operating Result
EUR mn

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

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

Production cost, USD/boe

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>13.2</td>
<td>10.6</td>
<td>8.8</td>
</tr>
</tbody>
</table>

Oil price, USD/bbl

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>52</td>
<td>44</td>
<td>54</td>
</tr>
</tbody>
</table>
We delivered on our promises: Strengthened reserve base

1P Reserves
Mn boe

<table>
<thead>
<tr>
<th>Year</th>
<th>1P Reserves</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1,028</td>
</tr>
<tr>
<td>2016</td>
<td>1,030</td>
</tr>
<tr>
<td>2017</td>
<td>1,146</td>
</tr>
</tbody>
</table>

Reserve Replacement Rate
3 years Ø RRR, %

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>1P Reserves</td>
<td>73</td>
<td>70</td>
<td>77</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>58</td>
<td>17</td>
<td>10</td>
<td></td>
</tr>
</tbody>
</table>

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

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

- **UK**
  - Country exit

- **Romania**
  - Sale of marginal fields

- **Tunisia**
  - Divestment of offshore asset

- **Gabon**
  - Country exit

- **Namibia**
  - Relinquishment

- **Madagascar**
  - Onshore exit

- **Russia**
  - Acquisition of 24.99% in Yuzhno Russkoye

- **Pakistan**
  - Upstream exit ¹

- **Libya**
  - Expansion of Sirte position

- **Australia**
  - New Zealand

¹ Sale agreement signed on February 28, 2018
Upstream strategy 2025

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

Higher-quality portfolio generating more cash
Drive production organically and via acquisitions

Production growth
Kboe/d

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2020</th>
<th>2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisitions</td>
<td>348</td>
<td>420</td>
<td>500</td>
<td>600</td>
</tr>
<tr>
<td>Organic growth</td>
<td></td>
<td></td>
<td>e.g. Neptun, Nawara, Aasta Hansteen</td>
<td></td>
</tr>
<tr>
<td>Asset base</td>
<td>500</td>
<td>600</td>
<td>500</td>
<td>500</td>
</tr>
</tbody>
</table>

1 Excluding acquisitions and divestments

Production cost
both in 2020 and 2025
USD/boe

<8
Ensure sustainable reserve replenishment

1P Reserve development
Bn boe

2017
1.1

2025
> 2.0

1P Reserves

>100

Reserve life years

8-10

Reserve Replacement Rate
3 years Ø, %

2x

Gas share %

>50
Increase international footprint: 4 + 1

Note: Madagascar not depicted in map

1 Sale agreement for the divestment of OMV Pakistan signed on February 28, 2018
Exploration: Faster and more disciplined approach

Excellent Barents Sea track record

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

<table>
<thead>
<tr>
<th>E&amp;A budget</th>
<th>Wells</th>
</tr>
</thead>
<tbody>
<tr>
<td>300</td>
<td>15-20</td>
</tr>
</tbody>
</table>

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

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

Capital Markets Day, March 13, 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)
  - Low cost drilling 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

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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

OMV
Capital Markets Day, March 13, 2018
Transform OMV Upstream into a top digital player

- **Project examples**
  - Drilling cockpit for real-time collaboration
  - Latest 3D visualization technology for geological interpretation
  - Machine learning and cloud solutions for seismic data processing

- **Future objectives**
  - Faster project evaluation for better decision making
  - Worldwide digital access to knowledge, tools, people
  - Accelerated innovation through idea crowdsourcing

DigitUP: Global Upstream digitalization program to improve competitive position
CEE: Sustain value generation in Romania and Austria, realize Black Sea potential

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

196 kboe/d
mostly onshore production

55% gas
100% operated

196 kboe/d mostly onshore production

55% gas
100% operated

2017 figures

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

Matzen field, Austria
Secure long-term sustainable contribution in North Sea

- **Snefrid Nord**
  - Development approval
  - Offshore production: 79 kboe/d
  - Oil: 65%

- **Bring Aasta Hansteen on stream**
  - First gas in Q4 2018
  - Cumulative gas production of up to 43 mn boe
  - Peak production of 18 kboe/d
  - Snefrid Nord to be developed as a tie-back

- **Mature Wisting**
  - First oil in mid 2020s
  - Total recoverable oil resources of up to 130 mn bbl
  - Latest successful appraisal well in Q3 2017

- **Expand exploration portfolio**
  - 34 licenses, thereof 7 operated

All figures net to OMV

[2017 figures]

Wisting Central III appraisal well (Island Innovator), Norway
Build upon huge potential of Russia

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

- **Continue growth path with Achimov IV/V**
  - Conclude asset swap with Gazprom by end 2018
  - First gas in 2020
  - 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**

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106 kboe/d 1 onshore production
100% gas
Production cost <2 USD per boe on average

Yuzhno Russkoye, Russia, Source: Gazprom

2017 figures

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All figures net to OMV
1 December 2017 production
2 As per operator
Grow and access potential in Middle East & Africa

- Secure stable contribution from Libya
  - Maintain and grow production level
  - Assess Nafoora field expansion
  - Evaluate exploration potential

- Deliver Nawara gas project in Tunisia
  - First gas in 2019
  - Peak production of 10 kboe/d

- Enhance value in Kurdistan Region of Iraq
  - Further develop Khor Mor field and realize upside

- Develop UAE position

- Pursue growth options in the region (e.g. Iran, Iraq)

47 kboe/d onshore production
71% oil
20% operated

Nawara gas treatment plant, Tunisia

2017 figures

All figures net to OMV
1 In % of production
Expand footprint in Australasia

Realize upside of current position in New Zealand
- Strong and stable cash generator
- Highly profitable production

Exploit promising exploration potential

Develop Australasia into a core region
- Evaluate further opportunities in the wider area

All figures net to OMV

1 In % of production

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

17 kboe/d offshore production 53% gas 35% operated

2017 figures
Upstream strategy 2025 – Key takeaways

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