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OMV – The energy for a better life

Ready for a changing and volatile world

Safety first
- HSSE – Top priority
- Aim for ZERO harm – NO losses

Financial stability
- Integrated portfolio across the value chain
- Balanced regional footprint

Innovation & Technology
- Become a digital leader
- Provide solutions for future mobility
- Innovate towards circular economy

Carbon efficiency
- Targets to reduce carbon footprint
- Increase share of natural gas in portfolio
- Shift to petrochemicals

Employer of choice
- Attract top talents
- Promote diversity
One company – Two strong pillars

UPSTREAM

- Production 427 kboe/d
- Proven reserves 1.27 bn boe
- Three years RRR 160%
- Production costs USD 7.0/boe

Balanced core regions
- Central Eastern Europe
- Middle East and Africa
- North Sea
- Russia
- Asia-Pacific

Attractive project pipeline
- 500 kboe/d by 2019
- 600 kboe/d by 2025

Strategic partnerships

2018 data

DOWNSTREAM OIL

- 3 refineries with refining capacity of 17.8 mn t
- Petchem capacity 2.5 mn t
- ~2,000 filing stations in 10 countries
- 36% share in Borealis

Top European refiner
Well positioned for IMO 2020
Strong retail brands and high share of secure product outlets

DOWNSTREAM GAS

- Natural gas sales volumes 114 TWh

Integrated gas value chain from well to customer

36% share in Borealis
OMV’s value proposition – Well positioned for rewarding shareholders

Integrated and balanced
Integrated and balanced portfolio of Upstream and Downstream assets provide resilient cash generation

Upgraded portfolio
Portfolio restructured, costs down, earnings and cash generation up

Growth ahead
Focus on executing attractive project pipeline coming with growing cash flows

Progressive dividend policy
Increase the dividend every year or at least maintain it at the respective previous year’s level

ROACE
2018, Clean CCS figure

<table>
<thead>
<tr>
<th>Year</th>
<th>ROACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>8%</td>
</tr>
<tr>
<td>2018</td>
<td>13%</td>
</tr>
</tbody>
</table>

Organic FCF before dividends
2018, EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Organic FCF before dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>EUR bn</td>
</tr>
<tr>
<td>2018</td>
<td>EUR bn</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Organic FCF before dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>EUR bn</td>
</tr>
<tr>
<td>2018</td>
<td>EUR bn</td>
</tr>
</tbody>
</table>

Dividends
2018, EUR per share

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>EUR per share</td>
</tr>
<tr>
<td>2018</td>
<td>EUR per share</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividends</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>EUR per share</td>
</tr>
<tr>
<td>2018</td>
<td>EUR per share</td>
</tr>
</tbody>
</table>

1.75
1.00
A new level of sustainable cash generation and potential for increase above EUR 5 bn mid-term

Cash generation and oil price development ¹
Sources of funds, EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnaround</th>
<th>Growth</th>
<th>Mid-term</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>3.3</td>
<td>99</td>
<td>3.3</td>
</tr>
<tr>
<td>2015</td>
<td>3.2</td>
<td>52</td>
<td>3.2</td>
</tr>
<tr>
<td>2016</td>
<td>3.0</td>
<td>44</td>
<td>3.0</td>
</tr>
<tr>
<td>2017</td>
<td>3.9</td>
<td>54</td>
<td>3.9</td>
</tr>
<tr>
<td>2018</td>
<td>4.3</td>
<td>72</td>
<td>4.3</td>
</tr>
</tbody>
</table>

OMV Indicator refining margin, USD/bbl

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.3</td>
<td>7.2</td>
<td>4.7</td>
<td>6.0</td>
<td>5.2</td>
<td></td>
</tr>
</tbody>
</table>

¹ Sources of funds: cash flow from operating activities excluding changes in net working capital; ² in USD/bbl; ³ Corporate and Others
OMV Strategy 2025 – In a nutshell

Profitable growth

► Clean CCS Operating Result
  ► ≥ EUR 4 bn in 2020 and
  ► ≥ EUR 5 bn in 2025
► ROACE target ≥ 12% mid- and long-term
► Positive free cash flow after dividends
► Long term gearing ratio target of ≤ 30%
► Progressive dividend policy

Expand integrated portfolio

► Leverage on proven concept of integration
► Significantly internationalize Upstream and Downstream
► Build strong gas market presence in Europe

Operational excellence

► Extend record of operational excellence
► Cost discipline
Delivering on targets – Record clean CCS Operating Result in 2018

Clean CCS Operating Result
In EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Upstream</th>
<th>Downstream</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.7</td>
<td>0.1</td>
<td>1.5</td>
</tr>
<tr>
<td>2016</td>
<td>1.5</td>
<td>0.0</td>
<td>1.5</td>
</tr>
<tr>
<td>2017</td>
<td>1.2</td>
<td>1.8</td>
<td>1.8</td>
</tr>
<tr>
<td>2018</td>
<td>2.0</td>
<td>1.6</td>
<td>2.0</td>
</tr>
</tbody>
</table>

Clean CCS ROACE
In %

<table>
<thead>
<tr>
<th>Year</th>
<th>ROACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>8</td>
</tr>
<tr>
<td>2016</td>
<td>7</td>
</tr>
<tr>
<td>2017</td>
<td>14</td>
</tr>
<tr>
<td>2018</td>
<td>13</td>
</tr>
</tbody>
</table>

Target ≥ 12%
2018 – A year of strong strategy execution

- **Operational excellence**
  - Record production of 427 kboe/d (+23%) with cost of USD 7/boe (-20%)
  - World-class refinery utilization at 92% despite turnaround
  - Cost savings of > EUR 100 mn (vs. 2017)

- **Grew and strengthened portfolio**
  - Significantly internationalized Upstream and Downstream
    - Established integrated position in Abu Dhabi¹
    - Established Asia-Pacific as a new Upstream core region
  - Ongoing portfolio optimization

- **Increased profitability and returns**
  - Record Clean CCS Operating Result of EUR 3.6 bn
  - Dividend Per Share increased to EUR 1.75 (+17%) ²
  - Clean CCS ROACE of 13%

- **Cash flow**
  - Record operating cash flow of EUR 4.4 bn (+ EUR 1 bn)
  - Organic free cash flow before dividends of EUR 2.5 bn (+ EUR 0.6 bn)
  - Substantial free cash flow after dividends for the third consecutive year

- **Maintained strong balance sheet**
  - Strong investment grade rating (Moody’s A3 and Fitch A-)
  - EUR 4.0 bn cash position end of 2018
  - Gearing ratio of 13%

---

¹ Signed agreement for a 15% share in Downstream project in Abu Dhabi on Jan 27, 2019
² As proposed

Note. All comparisons in this slide are versus 2017
Active portfolio management towards higher returns

**Major divestments**
- Divested high cost and capex intensive **OMV UK**
- Sold minority stake in regulated **Gas Connect Austria**
- Decreased exposure to Turkey
- Streamlined portfolio and divested **non-core assets**

**Major acquisitions**
- Established **Russia as an Upstream core region**
- Established an **integrated value chain in Abu Dhabi**
- Developed **Asia-Pacific** into an Upstream core region
- Invested in **future mobility** and streamlined **gas sales business**

**Total disposals** \(^1\) since 2015 **EUR bn** \(\Sigma 3.1\)

**Total acquisitions** since 2015 **EUR bn** \(\Sigma 6.0\)

Thereof 2018: **EUR 1.6 bn**
Thereof 2019: **EUR 2.6 bn** \(^2\) (excluding Achimov)

\(^1\) Excluding proceeds from sale of securities
\(^2\) Indicative, based on purchase prices communicated
Stringent cost discipline

2015-2017: Cost efficiency program
EUR mn, compared to 2015 on a comparable basis

<table>
<thead>
<tr>
<th>Year</th>
<th>Target</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>100</td>
<td>200</td>
</tr>
<tr>
<td>2017</td>
<td>250</td>
<td>330</td>
</tr>
</tbody>
</table>

Production costs
2018, USD/boe

<table>
<thead>
<tr>
<th>Year</th>
<th>Target</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>13.2</td>
<td>7.0</td>
</tr>
</tbody>
</table>

Organic CAPEX
2018, EUR bn

<table>
<thead>
<tr>
<th>Year</th>
<th>Target</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2.7</td>
<td>1.9</td>
</tr>
</tbody>
</table>

E&A expenditure
2018, EUR mn

<table>
<thead>
<tr>
<th>Year</th>
<th>Target</th>
<th>Delivered</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>~600</td>
<td>~300</td>
</tr>
</tbody>
</table>

2018 efficiency program

>100 delivered by end of 2018
EUR mn, versus 2017 on a comparable basis
Clear commitment to digitalization – Initiatives across the entire group driving efficiency and growth

Selected digitalization infinitives

- Automated Gas Trading
- Hybrid Integration
- Data Mgmt. & Analytics Platform
- Digital Ways of Working
- Asset IT
- S/4 HANA
- Digital Oilfield
- Digital Rig of the Future
- Digital Turnaround
- Predictive Maintenance
- Integrated digital reservoir and surface models
- Real-time Digital Oilfield
- Digital Office of the Future
- Digital Ways of Working
- InfoSec 4.0

Complexity of implementation

- Low 0-1 years
- Medium 1-2 years
- High >2 years

Size of Investment (€)

- > 100 Mio
- > 15 Mio – 100 Mio
- > 5 Mio – 15 Mio
- > 1 Mio – 5 Mio
- < 1 Mio

Growth

Efficiency

Enabling

1 Upstream
2 Downstream
3 Corporate
4 Joint Upstream, Downstream & Corporate

12 Capital Market Story, February 2019
Upgraded and cost competitive portfolio

Production volume
Kboe/d

- Asia-Pacific
- MEA
- North Sea
- Russia
- CEE

+41%

2015: 303
2016: 311
2017: 348
2018: 427

Production cost
USD/bbl

(47)%

2015: 13.2
2016: 10.6
2017: 8.8
2018: 7.0

Capital Market Story, February 2019
Strategy execution in Upstream

- Developed Asia-Pacific into core region

- Expanded footprint in New Zealand by increasing stake in existing producing assets

- Partnered with Sapura’s upstream business in Malaysia – Platform for further regional growth, capitalizing on growing Asian markets and increasing LNG demand

- Entered into attractive fields in Abu Dhabi

- 20% stake in two producing oil fields Umm Lulu and SARB with reserves of 450 mn boe and long-term plateau

- 5% interest in the Ghasha concession comprising three major gas and condensate development projects as well as other offshore oil, gas and condensate fields
Strong project pipeline for further production growth

Production growth
Kboe/d

- Asta Hasteen
- Sarb and Umm Lulu
- Sapura Upstream

- Sarb and Umm Lulu
- Sapura Upstream
- Nawara

- Sapura Upstream
- Achimov 4A/5A
- Upside: Neptun

348

427

500

>500

~600

2017

2018

2019

2020

2025

1 El Sharara field in Libya expected to resume production as of March 2019. Assumed total contribution from Libya of 35 kboe/d until year-end, depending on the security situation.
**Downstream – Consistent strong cash generator**

### Clean CCS Operating Result

<table>
<thead>
<tr>
<th>Year</th>
<th>Fuels</th>
<th>Petrochemicals</th>
<th>Downstream Gas</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>0.9</td>
<td>0.6</td>
<td>0.6</td>
<td>1.5</td>
</tr>
<tr>
<td>2016</td>
<td>0.6</td>
<td>0.1</td>
<td>0.5</td>
<td>1.2</td>
</tr>
<tr>
<td>2017</td>
<td>0.8</td>
<td>0.6</td>
<td>0.2</td>
<td>1.6</td>
</tr>
<tr>
<td>2018</td>
<td>0.8</td>
<td>0.6</td>
<td>0.2</td>
<td>1.6</td>
</tr>
</tbody>
</table>

**Refining Margin, USD/bbl**

<table>
<thead>
<tr>
<th>Year</th>
<th>Fuels</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>7.2</td>
<td>7.2</td>
</tr>
<tr>
<td>2016</td>
<td>4.7</td>
<td>4.7</td>
</tr>
<tr>
<td>2017</td>
<td>6.0</td>
<td>6.0</td>
</tr>
<tr>
<td>2018</td>
<td>5.2</td>
<td>5.2</td>
</tr>
</tbody>
</table>

### Downstream Free Cash Flow

<table>
<thead>
<tr>
<th>Year</th>
<th>Fuels</th>
<th>Petrochemicals</th>
<th>Downstream Gas</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>0.8</td>
<td>0.1</td>
<td>0.1</td>
<td>0.8</td>
</tr>
<tr>
<td>2016</td>
<td>1.2</td>
<td>0.1</td>
<td>1.3</td>
<td>1.8</td>
</tr>
<tr>
<td>2017</td>
<td>1.1</td>
<td>0.1</td>
<td>0.6</td>
<td>1.7</td>
</tr>
<tr>
<td>2018</td>
<td>1.4</td>
<td>(0.2)</td>
<td>1.3</td>
<td>2.3</td>
</tr>
</tbody>
</table>

**Cash flow from disposals and for inorganic investments**

**Organic free cash flow**
Excellently positioned for IMO 2020 to capture upside

<table>
<thead>
<tr>
<th>No investment required</th>
<th>Positioned to capture significant upside</th>
</tr>
</thead>
<tbody>
<tr>
<td>No refinery turnaround in 2019 and 2020</td>
<td>Middle distillate yield 50%</td>
</tr>
<tr>
<td>Able to produce new grade of marine fuel</td>
<td>Heavy fuel oil yield 2%</td>
</tr>
<tr>
<td>oil</td>
<td></td>
</tr>
<tr>
<td>Balanced sour/sweet crude slate</td>
<td>Diesel crack spread +USD 10/t +USD 70 mn¹</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Advantaged Romanian and Austrian equity</td>
<td>HFO crack spread USD (10)/t USD (0.8) mn¹</td>
</tr>
<tr>
<td>crude</td>
<td></td>
</tr>
</tbody>
</table>

85% of produced crude is sweet ²

---

¹ Impact in Clean CCS Operating Result,
² < 0.5% sulfur content
## Upgrading European refining assets

### European market 2016 - 2025

- **Petrochemicals**
- **Fuels – Jet**
- **Fuels – Gasoline & Diesel**
- **Heavy Products**

### OMV European production volume 2025

<table>
<thead>
<tr>
<th>Change</th>
<th>2025 volumes</th>
</tr>
</thead>
<tbody>
<tr>
<td>+12%</td>
<td>2.8 mn t</td>
</tr>
<tr>
<td>+23%</td>
<td>1.9 mn t</td>
</tr>
<tr>
<td>(5)%</td>
<td>9.8 mn t</td>
</tr>
<tr>
<td>(51)%</td>
<td>0.9 mn t</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
OMV and ADNOC form a strategic downstream partnership – Decisive step to deliver OMV Strategy 2025

► OMV acquires a 15% interest in ADNOC Refining and in a to-be-established Trading Joint Venture (ADNOC 65%, ENI 20%)

► OMV becomes a strategic partner in the 4th largest refinery in the world, integrated into petrochemicals (total capacity: 922 kbbl/d)

► Trading Joint Venture follows same successfully integrated Downstream Oil business model as OMV in Europe – with access to attractive markets

► Estimated purchase price of ~USD 2.5 bn based on estimated 2018 year-end net debt; final value dependent on net debt at closing and working capital adjustments
  
  ▶ Enterprise value of ~USD 2.9 bn \(^1\) for 15%

► Closing of the transaction is expected in Q3 2019

► Transaction will be financed from cash and through long-term senior bonds; the share will be consolidated at-equity

\(^1\) subject to customary closing adjustments
Benefitting from an integrated position in Abu Dhabi

OMV's integrated value chain in Abu Dhabi enhances profitability, increases optionality and reduces volatility

**Upstream**
- Sarb and Umm Lulu
- Ghasha
- Delivering high quality oil production growth
- Maximizing value from substantial gas and condensate resources

**Refining & Trading**
- ADNOC Refining
- Trading JV
- Operating the fourth largest refinery in the world
- Increase in OMV refining and petchem capacity by 40% and 10%
- Managing an integrated margin via Trading JV

**Petrochemicals / Polymers**
- Borouge
- 14.4% of OMV’s share
- Operating the largest polyolefin site in the world
- Providing innovative, value creating plastics solutions

1 Entity to be established
2 OMV owns a 36% stake in Borouls, which in turn owns 40% in Borouge
Europe needs more natural gas

**OMV Strategy 2025**

- Increase sales volumes to >20 bcm by 2025
- Reach 10% market share in Germany
- Increase equity gas volumes
- Leverage **Nord Stream 2** to support Baumgarten hub
- Secure utilization of LNG terminal in Rotterdam

**EU-28 gas supply and demand**

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2030</th>
</tr>
</thead>
<tbody>
<tr>
<td>EU-28 production</td>
<td>~130</td>
<td>~85</td>
</tr>
<tr>
<td>Imports</td>
<td>~330</td>
<td>~375</td>
</tr>
</tbody>
</table>

Source: IEA 2017, OMV analysis
Getting ready for a sustainable economy

2025 targets

- Reduce carbon intensity of operations by 19%
- Reduce carbon intensity of OMV’s product portfolio by 4%

2030 targets

- Zero routine flaring or venting of associated gas by 2030

EUR 500 mn for innovative energy solutions by 2025

15 Sustainability targets

Future mobility

Alternative feedstocks & circular economy
ReOil® – Transformation of plastic waste into crude oil

Conversion of used plastics (PE, PP, PS) into synthetic crude oil, further processed in Schwechat refinery

Pilot plant commissioned in Q3 2018
800 t p.a. capacity

Process is patented internationally (e.g. Europe, USA, Russia, China)

Design of a demonstration and commercial plant with a capacity of ~200,000 t/a

100 kg plastics ➡ 100 liters of crude
Focus on disciplined organic investments

Organic CAPEX
EUR bn

- Increase in 2019 organic Capex guidance reflects a strong pipeline of profitable growth projects.
- The guided level of EUR 2.0 to 2.5 bn per year until 2025 sufficient to maintain our new portfolio and finance our growth projects.
Healthy balance sheet with substantial gearing headroom

Net debt and gearing ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>Net debt (EUR bn)</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>
<tr>
<td>2018</td>
<td>2.0</td>
<td>13%</td>
</tr>
</tbody>
</table>

Gearing ratio target ≤30%

Cash position

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash position (EUR bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4.0</td>
</tr>
</tbody>
</table>

Undrawn revolving credit facilities

<table>
<thead>
<tr>
<th>Year</th>
<th>Undrawn revolving credit facilities (EUR bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.5</td>
</tr>
</tbody>
</table>

As of end of 2018
Funding the announced acquisitions while delivering on progressive dividend policy

Sources and uses of cash (indicative figures)
3 years cumulative, EUR bn

- **Acquisitions** of stakes in ADNOC Refining and Sapura Upstream in **2019**
- **Financial headroom** for funding progressive growth in dividends plus the Achimov deal
- **No further substantial acquisition** in the pipeline in the short and mid term
- Envisaged growth in operating cash flow (mid-term ≥ EUR 5 bn) provides further upside

<table>
<thead>
<tr>
<th>Sources</th>
<th>Uses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gearing headroom up to 30%</td>
<td>Available for progressive dividend growth and inorganic investments</td>
</tr>
<tr>
<td>3 x Sources of funds 2018</td>
<td>~3</td>
</tr>
<tr>
<td>~12.5</td>
<td>~2.6</td>
</tr>
<tr>
<td></td>
<td>3× Dividends 2018</td>
</tr>
<tr>
<td></td>
<td>~2.4</td>
</tr>
<tr>
<td></td>
<td>Inorganic investments committed</td>
</tr>
<tr>
<td></td>
<td>~2.6</td>
</tr>
<tr>
<td></td>
<td>Organic CAPEX 2019/20/21</td>
</tr>
<tr>
<td></td>
<td>~7.3</td>
</tr>
</tbody>
</table>

Sources and Uses of cash (indicative figures)
## Shift in capital allocation priorities

<table>
<thead>
<tr>
<th>Previous priorities</th>
<th>New priorities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Organic Capex</td>
<td>Organic Capex</td>
</tr>
<tr>
<td>Acquisitions</td>
<td>Dividends</td>
</tr>
<tr>
<td>Dividends</td>
<td>Debt reduction</td>
</tr>
<tr>
<td>Debt reduction</td>
<td>Acquisitions</td>
</tr>
</tbody>
</table>

**ROACE TARGET**

\[ \geq 12\% \]

Mid- and long-term
Delivering on our progressive dividend policy – Record dividends in 2018

Dividend per share
EUR

- Record dividend of EUR 1.75 per share for 2018 proposed (+17% vs. 2017)
- 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

![Graph showing dividend growth and yield]

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per Share (EUR)</th>
<th>CAGR +21%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.00</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>1.20</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>1.50</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>1.75</td>
<td></td>
</tr>
</tbody>
</table>

Dividend yield:
- 2015: 3.8%
- 2016: 3.6%
- 2017: 2.8%
- 2018: 4.6%
2018 position
- 427 kboe/d production with an oil and gas split of 43:57
- Production cost at USD 7.0/boe
- 1P Reserves of 1,270 mn boe
- Reserve Replacement Rate of 160% on a 3 years average

Competitive advantages
- Focused portfolio with 5 core regions
- Attractive project pipeline shifting production to at least 500 kboe/d by 2020 and 600 kboe/d by 2025
- Well positioned in attractive regions with strong partnerships with major players
- Low production cost
Transformed Exploration strategy: ~60% success rate in 2018

- Active in Austria, Romania deep onshore, Black Sea, Norway and New Zealand
- Increase size and quality of E&A portfolio
- 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
- Aim to achieve faster monetization of discoveries

---

**2018 biggest success**

Iris and Hades discovery in Norway up to ~75 mn boe

1 Net to OMV

---

**E&A budget**

<table>
<thead>
<tr>
<th>EUR mn, 2019</th>
<th>Wells p.a.</th>
</tr>
</thead>
<tbody>
<tr>
<td>350</td>
<td>15-20</td>
</tr>
</tbody>
</table>
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

---

Austria as technology center for international roll-out
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**
Upstream strategy 2025

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

- Production volume of ~500 kboe/d in 2020 and ~600 kboe/d in 2025
- Production cost below USD 8/boe
- 3 years RRR of >100%

Higher-quality portfolio generating more cash
Strengthened reserve base

**1P Reserves**
Mn boe

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia-Pacific</td>
<td>1,030</td>
<td>1,146</td>
<td>1,270</td>
</tr>
<tr>
<td>MEA</td>
<td>266</td>
<td></td>
<td></td>
</tr>
<tr>
<td>North Sea</td>
<td>120</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Russia</td>
<td>232</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CEE</td>
<td>602</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Reserve Replacement Rate**
3 years Ø RRR, %

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Russia</td>
<td>70</td>
<td></td>
<td></td>
</tr>
<tr>
<td>North Sea</td>
<td>116</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MEA</td>
<td>160</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CEE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asia-Pacific</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Project pipeline enables growth

Production growth
Kboe/d

<table>
<thead>
<tr>
<th>Year</th>
<th>Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>348</td>
</tr>
<tr>
<td>2018</td>
<td>427</td>
</tr>
<tr>
<td>2019</td>
<td>~500</td>
</tr>
<tr>
<td>2020</td>
<td>&gt;500</td>
</tr>
<tr>
<td>2025</td>
<td>600</td>
</tr>
</tbody>
</table>

Production cost both in 2020 and 2025 USD/boe <8
Focus shifts to strategy execution – Project pipeline

New ventures
- Abu Dhabi
- Asia-Pacific

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

Appraisal
- Neptun Deep (Romania, Black Sea)
- Wisting (Norway)
- Hades and Iris (Norway)
- Ghasha (Abu Dhabi)
- SK310-B14 (Malaysia)

Development & Execution
- Nawara (Tunisia)
- Umm Lulu/SARB (Abu Dhabi) ¹
- Achimov 4A/5A (Russia) ²
- SK408 (Malaysia)

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>Cum. production</th>
<th>Peak production kboe/d</th>
<th>Working interest %</th>
<th>Operated</th>
<th>FID year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nawara</td>
<td>Tunisia</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</td>
<td>Russia</td>
<td>Gas and condensate</td>
<td>2020</td>
<td>560</td>
<td>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>
<tr>
<td>SK408</td>
<td>Malaysia</td>
<td>Gas</td>
<td>Phase I: 2020; Phase II: 2023</td>
<td>N/A</td>
<td>N/A</td>
<td>40.0</td>
<td>by SapuraOMV/Shell</td>
<td>2018 4</td>
</tr>
</tbody>
</table>

### Appraisal

<table>
<thead>
<tr>
<th>Project</th>
<th>Country</th>
<th>Type primary</th>
<th>Production start year</th>
<th>Cum. production</th>
<th>Working interest %</th>
<th>Operated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Neptun Deep</td>
<td>Romania</td>
<td>Gas</td>
<td>N/A</td>
<td>125-250 5</td>
<td>50.0 6</td>
<td>no</td>
</tr>
<tr>
<td>Wisting</td>
<td>Norway</td>
<td>Oil</td>
<td>Mid 2020s</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>
<tr>
<td>Ghasha</td>
<td>UAE</td>
<td>Gas and condensate</td>
<td>Mid 2020s</td>
<td>N/A 7</td>
<td>5.0</td>
<td>no</td>
</tr>
<tr>
<td>SK310-B14</td>
<td>Malaysia</td>
<td>Gas</td>
<td>N/A</td>
<td>N/A</td>
<td>30.0</td>
<td>by SapuraOMV</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 FID for Phase 1 (Gorek, Larak and Bakong fields) 5 As communicated for the Domino-1 well in February 2012  6 Via OMV Petrom  7 Appraisal still ongoing

All figures net to OMV

---

870x16 to 925x59
35x82 to 933x239
34x264 to 933x409
59x31 | 44x463
42x29
45x51
49x74
354x74
359x74
363x74
386x74
391x74
483x74
519x74
549x74
567x74
46x388
157x388
222x375
365x388
522x391
495x375
508x375
404x375
434x387
541x387
598x387
643x387
46x357
157x357
222x357
397x357
248x336
271x336
397x336
248x336
2020
505x336
607x336
24.98
818x336
2016
46x315
157x315
222x315
397x315
2018
505x315
607x315
20.0
818x315
2018
46x288
157x288
223x288
346x288
346x281
505x288
607x288
20.0
818x288
2018
46x218
157x218
222x216
338x216
404x216
437x216
466x221
495x204
524x221
46x186
157x187
222x187
405x187
481x187
499x187
503x187
524x189
46x165
157x165
222x165
373x165
373x165
483x165
503x165
708x165
25.0
792x165
46x143
157x144
222x144
405x144
503x144
714x144
30.0
819x144
46x100
83x100
157x101
222x101
405x101
510x101
708x101
30.0
757x101
446x250
Apps appraisal
Focus on 5 core regions

- North Sea
- Central Eastern Europe (CEE)
- Middle East and Africa (MEA)
- Russia
- Asia-Pacific

OMV Upstream regions
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
  - 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

Presence in CEE

Production split 2018

Kboe/d

26
37
186
153

Romania

Austria

Kazakhstan

Exploration and production

Exploration and appraisal

Main producing assets

Main exploration and development projects

Exploration and production

Exploration and appraisal

Main producing assets

Main exploration and development projects

CEE | Russia | North Sea | Middle East and Africa | Asia-Pacific

40 | Capital Market Story, February 2019
Growth project in Romania – Neptun Deep, Black Sea

- **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
  - **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
  - Deeper layers potential being assessed

- **Continue growth path with Achimov 4A/5A**
  - First gas in 2020 \(^1\)
  - Plateau production of 80 kboe/d in 2025
  - ~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
  - Closing of the transaction expected in summer 2019

- **>1 bn boe recoverable reserves**
  - Yuzhno Russkoye and Achimov to contribute to OMV’s RRR in the long run

- **Review further acquisition opportunities**

---

**Presence in Russia**

**Production 2018 Kboe/d**

- 100

**Exploration and production**

- **Main producing assets**

- **Main exploration and development projects**

---

All figures net to OMV

\(^1\) As per operator

---

42 | Capital Market Story, February 2019
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.
North Sea region – Secure long-term sustainable contribution

Strategic direction

- **Aasta Hansteen on stream**
  - First gas December 16, 2018
  - Cumulative gas production of up to 43 mn boe
  - Peak production of ~20 kboe/d

- **Mature Wisting – OMV’s oil discovery**
  - Latest successful appraisal well in Q3 2017
  - Operated by OMV (25% stake)
  - FID in 2020/21
  - First oil in mid 2020s
  - Total recoverable oil resources of 440 mn bbl gross

- **Expand exploration portfolio leading to discoveries**
  - 43 licenses, thereof 8 operated
  - 11 additional licenses awarded on January 15, 2019 (APA 2018), thereof 6 operated
  - Hades and Iris discoveries in the Norwegian Sea (20-115 mn recoverable boe respectively 20-130 mn recoverable boe) in April 2018

---

Presence in North Sea

- **Production 2018 Kboe/d**
  - **75**

- **Aasta Hansteen**
  - Non-operator, 15%, gas

- **Wisting**
  - (non-operator, 24%, oil/gas)

- **Gulffaks**
  - (non-operator, 19%, oil/gas)

- **Edvard Grieg**
  - (non-operator, 20%, oil)

- **Gudrun**
  - (non-operator, 24%, oil/gas)

- **Norway**

---

All figures net to OMV unless otherwise stated.

1 Status as of December 31, 2018

Capital Market Story, February 2019
Grow and access potential in Middle East and Africa

Strategic direction
- Further ramp up Umm Lulu and SARB and develop Ghasha concession in Abu Dhabi
- Secure stable contribution from Libya
- Deliver Nawara gas project in Tunisia
- Enhance value in Kurdistan Region of Iraq
- Pursue growth options in the region

Current highlights
- Abu Dhabi: 5% interest in the Ghasha concession awarded in December 2018
- Tunisia: Divestment of parts of the Upstream business closed in December 2018
Abu Dhabi – High-quality assets with substantial cash generation

Umm Lulu and SARB
- 20% interest awarded in April 2018; concession valid until March, 2058 (ADNOC: 60%, CEPSA: 20%)
- Annual CAPEX of ~USD 150 mn in first 5 years
- Production started in Q3/2018 and reached ~25 kbbl/d by the end of 2018; long-term plateau production of 43 kbbl/d to be reached by 2023
- Cumulative production: approx. 450 mn bbls oil
- Long-term stable and substantial free cash flow

Ghasha concession
- 5% interest in the Ghasha concession awarded in December 2018 (ADNOC: 60%, ENI: 25%, Wintershall: 10%)
- Comprises three major (sour) gas and condensate greenfield development projects: Hail, Ghasha and Dalma, as well as other offshore fields
- 40-years concession agreement starting from November 2018
- FID for first fields planned for 2019; start of production around mid 2020s
- Plateau production to reach over 1.5 bn cubic feet per day (40 mn bcm/d) and 120 kboe/d of oil and high value condensate (gross values)

1 Net to OMV

CEE | Russia | North Sea | Middle East and Africa | Asia-Pacific
Growth project in Tunisia – Nawara

**Nawara field** – Project Phase: Execution

- **Licensees:** OMV (Operator, 50%), ETAP (50%)
- **Cumulative production:** 40-50 mn boe of gas
- **Production start:** expected towards end of 2019
- **Peak production:** ~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 (~97% 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: 93%
  - Pipeline: 99%

All figures net to OMV
Project progress status as of December 2018
Developed Asia-Pacific into core region

Current developments/highlights

- **Partnered with Sapura’s Upstream business in Malaysia**
  - Acquired 50% interest in Sapura’s Upstream business, an independent Malaysian oil and gas company
  - Closed on February 1, 2019
  - SapuraOMV to be fully consolidated in OMV’s financial statements

- **Increasing stake in producing fields in New Zealand**
  - Increase interest in producing fields: Pohokura (48%) and Maui (90%)
  - Exploration and development projects: Great South basin exploration block (82.93% total OMV share)
  - Closed on December 28, 2018

Strategic direction

- Leverage SapuraOMV’s growth prospects, capitalizing on growing Asian markets and increasing LNG demand
- Realize upside of current position in New Zealand
- Exploit promising exploration potential
Increased footprint in New Zealand

- Acquisition of Shell’s Upstream business in New Zealand
  - Purchase price USD 578 mn
  - Effective date January 1, 2018
  - Closed on December 28, 2018
- Increased stake in Pohokura by 48% and in Maui by 90% \(^1\)
- 60.98% interest in the Great South Basin exploration block
- OMV assumed operatorship in all three joint ventures

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

\(^1\) 83.75% share from Shell, 6.25% share from Todd Energy

FPSO Raroa and Ensco drilling rig, Maari field, New Zealand
OMV acquired 50% of Sapura’s Upstream business

► **Major independent Malaysian oil and gas company**
  - Total cumulative production estimated at around 260 mn boe \(^1\) (100%)
  - Current production at ~10 kboe/d
  - Production and development assets are located in shallow waters, offshore Malaysia

► **Strong growth prospects** from the operated gas development projects in Sarawak basin: SK408 and SK310-B14
  - 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 market

\(^1\) Entitlement production, gross figure representing 100% of Sapura Upstream which OMV intends to fully consolidated in its statements

\(^2\) Exploration Blocks SB332 and SB331 are not part of this transaction
Downstream Oil in a nutshell

2018 position

- **17.8 mn t** (370 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

2018 figures

**Crude supply**
- Equity crude production: 4.1 mn t
- Crude from third parties: 12.2 mn t

**Refinery production**
- Purchase of semi-finished products: 1.3 mn t
- Crude oil refining: 16.3 mn t
  (92% utilization rate of 17.8 mt refining capacity)

**Product supply and logistics**
- Purchase of finished products: 3.9 mn t
- Storage
- Rail/truck/ship

**Petrochemical/ commercial/ retail sales**
- Retail: 6.3 mn t
- Business-to-business: 9.6 mn t
- Aviation: 1.9 mn t
- Petrochemicals: 2.4 mn t

- Captive market: 43%
- Wholesale: 57%

---

1 Internal consumption to be deducted.
2 Volume includes blending components
3 Retail and petrochemical sales
**Downstream Gas in a nutshell**

**2018 position**
- **114 TWh** natural gas sales, thereof ~60% equity supplied
- **51% share in Gas Connect Austria**, the Austrian pipeline operator
- **30 TWh gas storage** capacities in Austria and Germany
- Stake in LNG terminal in Rotterdam
- 1 Gas-fired power plant in Romania

**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
Gas supply

- Equity production in Romania: 45 TWh
- Equity production in Norway: 18 TWh
- Equity production in Austria: 8 TWh
- Purchase from Russia: 70 TWh
- Purchase from Norway: 8 TWh

Gas logistics

- Gas supply portfolio: 148 TWh
- Gas pipeline transportation (Gas Connect Austria): 1,410 TWh
- Gas storage volume sold: 13 TWh

Gas marketing sales

- Gas sales to third parties: 114 TWh
- Sales in Europe: 66 TWh
- Sales in Romania: 39 TWh
- Sales in Turkey: 9 TWh

Internal consumption and balancing

1 Excluding Romania
Best in class refinery utilization rate and stable sales sales

Refined product sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Mn t</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
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<tbody>
<tr>
<td></td>
<td></td>
<td>20.1</td>
<td>19.8</td>
<td>20.3</td>
</tr>
</tbody>
</table>

Retail sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Mn t</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>6.0</td>
<td>6.2</td>
<td>6.3</td>
</tr>
</tbody>
</table>

Refinery utilization rate

<table>
<thead>
<tr>
<th>Year</th>
<th>%</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>89</td>
<td>90</td>
<td>92</td>
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Natural gas sales

<table>
<thead>
<tr>
<th>Year</th>
<th>TWh</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>109</td>
<td>113</td>
<td>114</td>
</tr>
</tbody>
</table>

OMV Petrol Ofisi divested in June 2017

Capital Market Story, February 2019
OMV's refining sites are operated as one integrated refinery

- 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

![Diagram showing OMV's refining sites and product pipeline](image-url)

- 3 refining sites = 1 integrated refinery concept
- Burghausen: 3.8 mn t/a
- Schwechat: 9.6 mn t/a
- Petrobraz: 4.5 mn t/a
- Munich
- Trieste
- Vienna
- Bucharest
- Constanta
- Exports: via TAL (Trieste-Adria-Linie)

OMV refineries
Petrochemical production
Heavy fuel oil
Coker capacity
Crude pipeline
Product pipeline
Continuous cost and performance programs lead to a top position in European refining benchmarking

Top HSB Solomon Associates LLC ranking for Schwechat and Burghausen\(^1\) and upside for Petrobrazi

<table>
<thead>
<tr>
<th>Fuels</th>
<th>Net Cash Margin</th>
<th>Schwechat, in USD/bbl</th>
<th>1st quartile</th>
<th>2nd quartile</th>
<th>3rd quartile</th>
<th>4th quartile</th>
</tr>
</thead>
<tbody>
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<td>1st quartile</td>
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<td>4th quartile</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Petrochemicals</th>
<th>Net Cash Margin</th>
<th>Schwechat, in USD/t HVC</th>
<th>1st quartile</th>
<th>2nd quartile</th>
<th>3rd quartile</th>
<th>4th quartile</th>
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<tbody>
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<td>2011 2013 2015 2017</td>
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</table>

<table>
<thead>
<tr>
<th>Net Cash Margin</th>
<th>Burghausen, in USD/bbl</th>
<th>1st quartile</th>
<th>2nd quartile</th>
<th>3rd quartile</th>
<th>4th quartile</th>
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<th>Net Cash Margin</th>
<th>Burghausen, in USD/t HVC</th>
<th>1st quartile</th>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Cash Margin</th>
<th>Petrobrazi, in USD/bbl</th>
<th>1st quartile</th>
<th>2nd quartile</th>
<th>3rd quartile</th>
<th>4th quartile</th>
</tr>
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<tr>
<td></td>
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<td>4th quartile</td>
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</tbody>
</table>

\(^1\) Worldwide Fuels Refinery Performance Analysis (Fuels Study) quartile position considered within Western Europe peers for Schwechat and Burghausen and Central South Europe Peers for Petrobrazi

\(^2\) Turnaround in Schwechat petrochemicals

\(^3\) Turnaround in Petrobrazi
Flexible crude intake in OMV refineries

Sources of processed crude oil 2018

- Libya: 27%
- Kazakhstan: 21%
- Austria: 21%
- Romania: 21%
- Azerbaijan: 6%
- Russia: 4%
- Iraq: 4%
- Iran: 6%
- Others: 7%

Processed crude oil quality 2018

- Light
- Medium
- Heavy

According to US SEC

2 Heavy crude API < 24; Light crude API > 34

According to US SEC
Favorable yield structure

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
- <1% Sulfur: 2%
- >1% Sulfur: 2%

European refineries
- <1% Sulfur: 9%
- >1% Sulfur: 9%

Source: Woodmac. 84 European refineries.
1 Calcined coke, Green coke, Fuel coke, Gasoil 3, Calziner heating oil, Heating oil light, Light/Heavy cycle oil, Bitumen, Starfalt.
The share in Borealis is a core asset in OMV Downstream and a basis for further growth

Polyolefin production capacity
Mn t p.a.

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
Downstream strategy 2025

Europe

► **Downstream Oil:** Further strengthen competitive position
  ▶ Operational excellence
  ▶ Shift to higher value products
  ▶ Further increase captive sales channels

► **Downstream Gas:** Strong market presence from North West to South East Europe
  ▶ Double sales volumes
  ▶ Reach 10% market share in Germany

International

► Export successful European refining and petrochemical business model to international growth markets
► Nearly double refining capacity
► Strengthen petrochemical position
► Focus on Middle East and Asia
Strong petrochemicals position in Europe and potential for future growth

**Production capacity**
Mn t p.a.

- 2005: 1.8
- 2010: 2.3
- 2017: 2.5
- 2025: 2.8

- Butadiene and aromatics
- Propylene
- Ethylene

**Clean CCS Operating Result petrochemicals**
EUR mn

- 2005: 109
- 2010: 104
- 2017: 245
- 2025: ~300

- Petrochemical projects under evaluation
  - Evaluate expansion in **Schwechat** together with Borealis
  - Evaluate potential for **Petrobrazi** refinery
  - Screen market for petrochemical opportunities

- 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

**Notes:**
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

- 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

- 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
OMV will further improve its best in class captive sales volume

Refineries

- Equity crude oil processed:
  - OMV 2017: 25%
  - OMV 2025: 35%
  - Peers: 9%

- Petrochemical sales volume:
  - OMV 2017: 12%
  - OMV 2025: 15%
  - Peers: 7%

Sales

- Retail sales volume:
  - OMV 2017: 25%
  - OMV 2025: 40%
  - Peers: 7%

- Captive sales outlets:
  - OMV 2017: 32%
  - OMV 2025: 47%
  - Peers: 32%

OMV – top refinery utilization in Europe

≥ 90%

OMV in 2017 excluding OMV Petrol Ofisi
OMV and ADNOC form a strategic downstream partnership – Decisive step to deliver OMV Strategy 2025

OMV – European Champion

- **Operations Excellence**
  1st quartile European Refiner
  1st quartile Process Safety

- **Project Management Excellence**
  Voted one of two top companies globally

- **Profitable commercial integration**
  Top in managing integrated oil value chain from barrel of crude to end customer

- **Petrochemicals Integration**
  1st quartile olefins producer
  Close integration with Borealis at two sites

---

ADNOC Refining – Middle East Champion

- **Top performing ADNOC Refining team**

- **Start up of key assets provides room to maximize value of asset**

- **Value accretive growth projects** in pipeline

- **Potential to maximize integrated margin**
  from feedstock supply to product sales with expansion of crude slate and Trading JV

- **Integration opportunities**: Ruwais integrated platform with a similar set up as OMV sites

- **Attractive platform for potential chemical park**

---

1 According to Solomon benchmark
2 According to Process Safety Event Rate (PSER), European Refineries
3 Industry Consortium Benchmark (IBC) based on Independent Project Analysis (IPA Global), 750 projects, 74 companies
OMV acquires a 15% interest in ADNOC Refining and in a to-be-established Trading Joint Venture

► Refining capacity of 922 kbbl/d:
  ► Ruwais Refinery East: 420 kbbl/d
  ► Ruwais Refinery West: 417 kbbl/d
  ► Abu Dhabi Refinery: 85 kbbl/d
  ► Petrochemical production: 1.7 mn t p.a.

► Associated infrastructure:
  ► Advanced logistics networks, utility assets and waste handling facilities
  ► Act as enablers of the Ruwais mega-site and provide predictable income
  ► Step change in 2019 after restart of Residue Fluid Catalytic Cracking Unit
  ► 95% white products, near zero heavy fuel oil, excellently positioned for IMO 2020

1 with the Carbon Black and Delayed Coker and the Residue Fluid Catalytic Cracking Unit online
Trading Joint Venture instrumental to optimize margins along the value chain

- Refinery has an excellent location to supply growth markets
- Trading JV to start operations as early as 2020
- OMV to own a 15% stake in the Trading JV
- Trading majority of export volumes of ADNOC Refining products as well as supply of non-Abu Dhabi feedstock
- Export volumes equivalent to ~70% of production (~32 mn t) in 2019
- Optimize margins along the value chain
- Major step to participate in attractive global markets (e.g. Asia-Pacific)
Fantastic platform for further profitable growth

**SELF-FUNDED GROWTH**

- **Operational excellence**
  - Maximize throughput and optimize existing operations
  - Further increase profitability by utilizing waste heat energy

- **Increase feedstock flexibility**
  - Significantly expand crude slate, allowing for processing of heavier, more sour crude
  - Capture value differentials

- **Integrate in petchem value chain**
  - Upgrade naphtha streams:
    - Paraxylene (1.5 mn t p.a.)
    - Benzene (0.2 mn t p.a.)
    - Gasoline (4 mn t p.a.)

- **Front End Engineering Design Phase**

---

- **Profitable long-term growth pipeline**
  - Detailed feasibility studies for future projects ongoing (eg. new refinery)
  - Focus on profitable downstream growth and integration
  - Potential further integration into chemicals

---

**ADNOC Refining gross CAPEX** ¹ planned: USD ~1.9 bn p.a. in current 5 year business plan

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¹ OMV to consolidate ADNOC Refining at-equity, ADNOC Refining CAPEX will not be reported in OMV’s CAPEX

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70 | Capital Market Story, February 2019
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 600 mn
- Financing of 70% of project costs aimed to be raised from the capital market by Nord Stream 2 AG
Financials
Financial steering framework

Shareholder return and strong rating

Value + Cash

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

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Focus ▶ Strength of balance sheet and steady value enhancement
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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
Development of economic environment

**Oil prices**
USD/bbl

- Average Brent price
- Average realized crude price

**Gas prices**
EUR/MWh

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

**OMV indicator refining margin**
USD/bbl

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

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>2018</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Clean CCS Operating Result before depreciation ¹, ²</td>
<td>5,304</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>3,646</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>1,594</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>4.88</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>2,014</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>13</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>4,396</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>1,043</td>
<td>1,681</td>
<td>1,081</td>
<td>(39)</td>
<td>272</td>
<td>142</td>
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<tr>
<td>Free cash flow after dividends</td>
<td>263</td>
<td>1,013</td>
<td>615</td>
<td>(569)</td>
<td>(377)</td>
<td>(485)</td>
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<td>CAPEX</td>
<td>3,676</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>20,231</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.
## Segments results

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<td>1,535</td>
<td>1,737</td>
<td>2,418</td>
<td>2,815</td>
</tr>
<tr>
<td>Upstream</td>
<td>2,027</td>
<td>1,225</td>
<td>40</td>
<td>117</td>
<td>1,641</td>
<td>2,098</td>
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<tr>
<td>Downstream</td>
<td>1,643</td>
<td>1,770</td>
<td>1,533</td>
<td>1,546</td>
<td>812</td>
<td>755</td>
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<tr>
<td>Corporate and Other</td>
<td>(21)</td>
<td>(16)</td>
<td>(50)</td>
<td>(43)</td>
<td>(48)</td>
<td>(46)</td>
</tr>
<tr>
<td>Consolidation</td>
<td>(3)</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>
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</thead>
<tbody>
<tr>
<td><strong>Net income</strong></td>
<td>1,993</td>
<td>853</td>
<td>(183)</td>
<td>(1,255)</td>
<td>527</td>
<td>1,729</td>
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<tr>
<td><strong>Depreciation, amortization and impairments incl. write-ups</strong></td>
<td>1,780</td>
<td>1,941</td>
<td>3,784</td>
<td>5,153</td>
<td>3,165</td>
<td>2,289</td>
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<tr>
<td><strong>Change in net working capital components</strong></td>
<td>103</td>
<td>(424)</td>
<td>(148)</td>
<td>(400)</td>
<td>405</td>
<td>647</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>520</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>4,396</td>
<td>3,448</td>
<td>2,878</td>
<td>2,834</td>
<td>3,666</td>
<td>4,124</td>
</tr>
<tr>
<td><strong>Cash flow used for investments</strong></td>
<td>(3,855)</td>
<td>(3,596)</td>
<td>(2,141)</td>
<td>(3,066)</td>
<td>(3,910)</td>
<td>(4,816)</td>
</tr>
<tr>
<td><strong>Cash flow from disposals</strong></td>
<td>502</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>1,043</td>
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<td>1,081</td>
<td>(39)</td>
<td>272</td>
<td>142</td>
</tr>
<tr>
<td><strong>Dividends paid</strong></td>
<td>(779)</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>263</td>
<td>1,013</td>
<td>1,105</td>
<td>(581)</td>
<td>(401)</td>
<td>(619)</td>
</tr>
</tbody>
</table>
Operational KPIs

Hydrocarbon production

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>377</td>
<td>406</td>
<td>447</td>
</tr>
</tbody>
</table>

Hydrocarbon sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>33.0</td>
<td>35.2</td>
<td>39.4</td>
</tr>
</tbody>
</table>

Refined product sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>4.95</td>
<td>5.50</td>
<td>5.25</td>
</tr>
<tr>
<td>Value</td>
<td>1.55</td>
<td>1.74</td>
<td>1.58</td>
</tr>
</tbody>
</table>

Refinery utilization rate

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>92</td>
<td>98</td>
<td>98</td>
</tr>
</tbody>
</table>

Natural gas sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>31.1</td>
<td>23.3</td>
<td>32.7</td>
</tr>
</tbody>
</table>

Retail sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>1.55</td>
<td>1.74</td>
<td>1.58</td>
</tr>
</tbody>
</table>

Natural gas sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q4/17</th>
<th>Q3/18</th>
<th>Q4/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>31.1</td>
<td>23.3</td>
<td>32.7</td>
</tr>
</tbody>
</table>
Full-year 2018 Clean CCS Results

### Clean CCS Operating Result
EUR mn

<table>
<thead>
<tr>
<th>Year</th>
<th>Upstream</th>
<th>Corporate &amp; Others, Consolidation</th>
<th>Downstream</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1,737</td>
<td>1,546</td>
<td>1,535</td>
</tr>
<tr>
<td>2016</td>
<td>1,535</td>
<td>1,533</td>
<td>1,517</td>
</tr>
<tr>
<td>2017</td>
<td>2,958</td>
<td>1,225</td>
<td>1,770</td>
</tr>
<tr>
<td>2018</td>
<td>3,646</td>
<td>2,027</td>
<td>1,643</td>
</tr>
</tbody>
</table>

### Clean CCS net income attributable to stockholders
EUR mn

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,148</td>
<td>995</td>
<td>1,624</td>
<td>1,594</td>
</tr>
</tbody>
</table>

### Clean CCS Earnings Per Share
EUR

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.52</td>
<td>3.05</td>
<td>4.97</td>
<td>4.88</td>
</tr>
</tbody>
</table>
Free cash flow of EUR 0.3 bn after record dividends and major acquisitions

Sources and uses ¹ in 2018
EUR bn

<table>
<thead>
<tr>
<th>Sources</th>
<th>Uses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>4.4</td>
</tr>
<tr>
<td>Free cash flow after dividends</td>
<td>4.6</td>
</tr>
<tr>
<td>Dividends</td>
<td>0.8</td>
</tr>
<tr>
<td>Organic investments</td>
<td>1.9</td>
</tr>
<tr>
<td>Inorganic investments</td>
<td>1.9</td>
</tr>
<tr>
<td>Disposals</td>
<td>0.5</td>
</tr>
</tbody>
</table>

- Cash flow from operating activities increased to EUR 4.4 bn (FY/17: EUR 3.4 bn)
- Cash inflow from disposals of EUR 502 mn mainly due to sale of the Upstream business in Pakistan, part of the Upstream business in Tunisia, Polarled/Nyhamna in Norway as well as the sale of OMV Samsun (FY/17: EUR 1.8 bn)
- Organic investments of EUR 1.9 bn (FY/17: EUR 1.6 bn)
- Inorganic investments of EUR 1.9 bn mainly related to the Abu Dhabi acquisition in April (FY/17: EUR 2.0 bn)
- Organic free cash flow of EUR 2.5 bn ² (FY/17: EUR 1.9 bn)
- Free cash flow after dividends of EUR 0.3 bn (FY/17: EUR 1.0 bn)

¹ Excluding financing activities

² Organic free cash flow is Cash flow from operating activities less Organic cash flow from investing activities. Organic cash flow from investing activities is Cash flow from investing activities excluding disposals and material inorganic cash flow components (e.g. acquisitions)
Balanced maturity profile

Maturity profile ¹
EUR bn

- Money market
- Multilateral/Syndicated loans
- Senior bond
- Term loan

¹ As of end of 2018

Moody's Investors Service
A3
Outlook stable
May 21, 2018

Fitch Ratings
A-
Outlook stable
June 7, 2018

Both Moody's and Fitch Ratings reconfirmed rating on January 29, 2019 following the ADNOC Refining transaction
## Funding activities of the last years

<table>
<thead>
<tr>
<th>Date of issue</th>
<th>Bond</th>
<th>Amount in EUR mn</th>
<th>Coupon</th>
<th>Maturity</th>
</tr>
</thead>
<tbody>
<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 2018</td>
<td>Eurobond (XS1917590876)</td>
<td>500</td>
<td>0.75 fix</td>
<td>04/12/2023</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 2018</td>
<td>Eurobond (XS1917590959)</td>
<td>500</td>
<td>1.875 fix</td>
<td>04/12/2028</td>
</tr>
<tr>
<td>December 2015</td>
<td>Hybrid bond (XS1294342792)</td>
<td>750</td>
<td>5.25 fix</td>
<td>Perp-NC6</td>
</tr>
<tr>
<td>June 2018</td>
<td>Hybrid bond (XS1713462403)</td>
<td>500</td>
<td>2.875 fix</td>
<td>Perp-NC6</td>
</tr>
<tr>
<td>December 2015</td>
<td>Hybrid bond (XS1294343337)</td>
<td>750</td>
<td>6.25 fix</td>
<td>Perp-NC10</td>
</tr>
</tbody>
</table>
Diversified international shareholder base

Shareholder structure

- Institutional investors: 27.3% (327.3 mn shares)
- Unidentified free float: 8.5%
- IPIC/Abu Dhabi: 7.2%
- Treasury shares: 0.3%
- Employee share programs: 0.2%
- ÖBIB: 31.5%
- Retail Ownership / Brokerage and Trading Accounts: 24.9%

Geographical distribution of institutional investors

- United States: 18%
- United Kingdom: 4%
- France: 6%
- Germany: 11%
- Austria: 22%
- Rest of Europe: 32%
- Rest of World: 8.5%

1 As of end of September 2018
2 Austrian State holding company ÖBIB is the holding company of the Republic of Austria and represents the ownership interests of the federal government in strategically important shareholdings.
OMV has a two-tier Board structure

- Two boards with distinctive roles:
  - Executive Board (EB\(^1\)) responsible for managing the company and representing it vis à vis third parties
  - Supervisory Board responsible for monitoring and guiding the EB\(^1\)

- Supervisory Board elected by the General Assembly, EB\(^1\) appointed by the Supervisory Board

- 15 Supervisory Board members, thereof 10 shareholder and 5 employee representatives

- 28 Board and Committee meetings in 2016
  - Thereof 9 Supervisory Board meetings with an average attendance of 90%

\(^{1}\) EB = Executive Board
## Sensitivities of OMV Group in 2019

<table>
<thead>
<tr>
<th>Annual impact ¹ in EUR mn</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>+60</td>
<td>+30</td>
</tr>
<tr>
<td>OMV invoiced gas price (EUR +1/MWh)</td>
<td>+150</td>
<td>+105</td>
</tr>
<tr>
<td>CEGH/NCG gas price ³ (EUR +1/MWh)</td>
<td>+50</td>
<td>+25</td>
</tr>
<tr>
<td>OMV indicator refining margin (USD +1/bbl) ²</td>
<td>+105</td>
<td>+80</td>
</tr>
<tr>
<td>Ethylene/propylene net margin (EUR +10/t)</td>
<td>+20</td>
<td>+15</td>
</tr>
<tr>
<td>EUR-USD (USD changes by USD 0.01)</td>
<td>+30</td>
<td>+15</td>
</tr>
</tbody>
</table>

¹ Excluding hedging
² Excluding at-equity accounted investments; does not include inventory impact
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.
## Outlook 2019

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>Outlook 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brent oil price (USD/bbl)</td>
<td>71</td>
<td>65</td>
</tr>
<tr>
<td>NCG gas price (EUR/MWh)</td>
<td>23</td>
<td>&lt;23</td>
</tr>
<tr>
<td>Total hydrocarbon production (kboe/d)</td>
<td>427</td>
<td>500&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td>OMV indicator refining margin (USD/bbl)</td>
<td>5.2</td>
<td>~5.0</td>
</tr>
<tr>
<td>Ethylene/propylene net margin (EUR/t)</td>
<td>448</td>
<td>&lt;448</td>
</tr>
<tr>
<td>Utilization rate refineries (%)</td>
<td>92</td>
<td>&gt;92</td>
</tr>
<tr>
<td>Organic Capex (EUR bn)</td>
<td>1.9</td>
<td>2.3</td>
</tr>
<tr>
<td>E&amp;A expenditures (EUR mn)</td>
<td>300</td>
<td>350</td>
</tr>
</tbody>
</table>

<sup>1</sup> El Sharara field in Libya expected to resume production as of March 2019. Assumed total contribution from Libya of 35 kboe/d until year-end, depending on the security situation.
What sustainability means for us

At OMV, sustainability 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.
Responsible and sensible use of oil and gas

Oil is a valuable resource

- **Oil as an energy source:** when renewable energies are not available or affordable, or when a guarantee is needed that supplies are available in sufficient quantity (e.g. jet fuels)

- **Oil as a raw material:** premium materials and components for important products used in everyday life (petrochemicals)

- **Oil as a product produced synthetically:** as part of sustainable circular economy (plastics recycling)
Gas is an enabler for the energy transition to a lower-carbon energy system

- **Electricity production:** By switching from coal to gas immediate CO$_2$ savings of 50%.

- **Transport sector:** Gas produces **20–95% less CO$_2$ emissions** and almost **no particulate matter emissions**. The technology and infrastructure are available.

- **Heating and cooling:** Gas is a clean and affordable low-carbon solution.

- **Storage system and pipeline infrastructure:** Connection to the power infrastructure via **Power2Gas**

- **Climate-neutral gas:** Hydrogen, pyrolysis and technologies for carbon capture and usage

- Natural gas
- CNG
- LNG
- Synthetic gas
- Biogas
- Hydrogen
Growth strategy is implemented in a safe, responsible and carbon efficient manner

**Safety first**

- **Lost Time Injury Rate**
  - 2017 vs 2014: (23)%

- **Process safety events**
  - 2017 vs 2014: (74)%

  
  
  **ZERO Harm NO Losses**

**Carbon efficiency**

- **Carbon intensity**
  - GHG emissions per unit
  - **OMV Operations**
    - 2016 vs 2010: (15)%
    - 2016 vs 2010: stable

- **External product sales**
  - 2016 vs 2010: (4)%

  
  
  **(19)%**

  
  
  **Zero routine flaring**

- **Focus on natural gas**
  - 2025 vs 2010: (4)%
  - 2025 vs 2010: stable

**Recognition**

- **MSCI**
  - MSCI Sustainability Indices
  - In Collaboration with RobecoSAM

- **Corporate Responsibility Prime**

---

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.
OMV’s Sustainability Focus Areas

<table>
<thead>
<tr>
<th>Focus Areas</th>
<th>Commitments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health, Safety, Security and Environment</td>
<td>▶ Zero work related fatalities&lt;br▶ Stabilize Lost-Time Injury Rate at below 0.30 (per 1 million working hours)&lt;br▶ Keep leading position for Process Safety Event Rate</td>
</tr>
<tr>
<td>Carbon Efficiency</td>
<td>▶ Lower OMV’s carbon intensity of operations by 19% by 2025 (vs. 2010)&lt;br▶ Reduce carbon intensity of OMV’s product portfolio by 4% by 2025 (vs. 2010)&lt;br▶ Zero routine flaring and venting of associated gas by 2030</td>
</tr>
<tr>
<td>Innovation</td>
<td>▶ OMV aims to develop ReOil® into an industrial scale process (unit size of ~200,000 t per year)&lt;br▶ OMV aims to raise the share of sustainable feedstock co-processed in the refineries to ~200,000 t per year&lt;br▶ Increase the recovery factor in the CEE region in selected fields by 5-15 percentage points until 2025 through innovative Enhanced Oil Recovery methods</td>
</tr>
<tr>
<td>Employees</td>
<td>▶ Increase share of women at management level to 25% by 2025&lt;br▶ Keep high share of executives with international experience at 75%</td>
</tr>
<tr>
<td>Business Principles and Social Responsibility</td>
<td>▶ Promote awareness of ethical values and principles: conduct in-person or online business ethics training courses for all employees&lt;br▶ Assess Community Grievance Mechanism of all sites against UN Effectiveness Criteria by 2025&lt;br▶ Conduct human rights training courses for all employees exposed to human rights risks by 2025&lt;br▶ Increase the number of supplier audits covering sustainability elements to &gt; 20 per year by 2025</td>
</tr>
</tbody>
</table>
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**.

- CDP ranks OMV as "Leadership A" in the climate change category. This makes OMV one of the top eleven companies in the global oil and gas sector. In Austria OMV is one of the four highest ranked companies regardless of sector.

- 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 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”.

95 | Capital Market Story, February 2019