

# Capital Market Story

September 2020



OMV Petrom S.A.



**OMV Petrom**  
The energy for a better life.

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All figures throughout this presentation refer to OMV Petrom Group (herein after also referred to as “the Group”), unless otherwise stated. The financials represent OMV Petrom Group’s consolidated results prepared according to IFRS (Q2/20 financials are unaudited). The financials are expressed in RON mn and rounded to closest integer value, so minor differences may result upon reconciliation.

Starting January 2017, OMV Petrom’s consolidated Income Statement has been restructured in line with industry best practice in order to better reflect the operations of the Group and enhance transparency for investors. For more information, please see OMV Petrom’s Investor News published on April 6, 2017, which can be found on the company’s website [www.omvpetrom.com](http://www.omvpetrom.com), section Investors › Investor News.



# Investment proposition



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# OMV Petrom's Investment Proposition

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**Integrated oil and gas company**

**High safety standards**

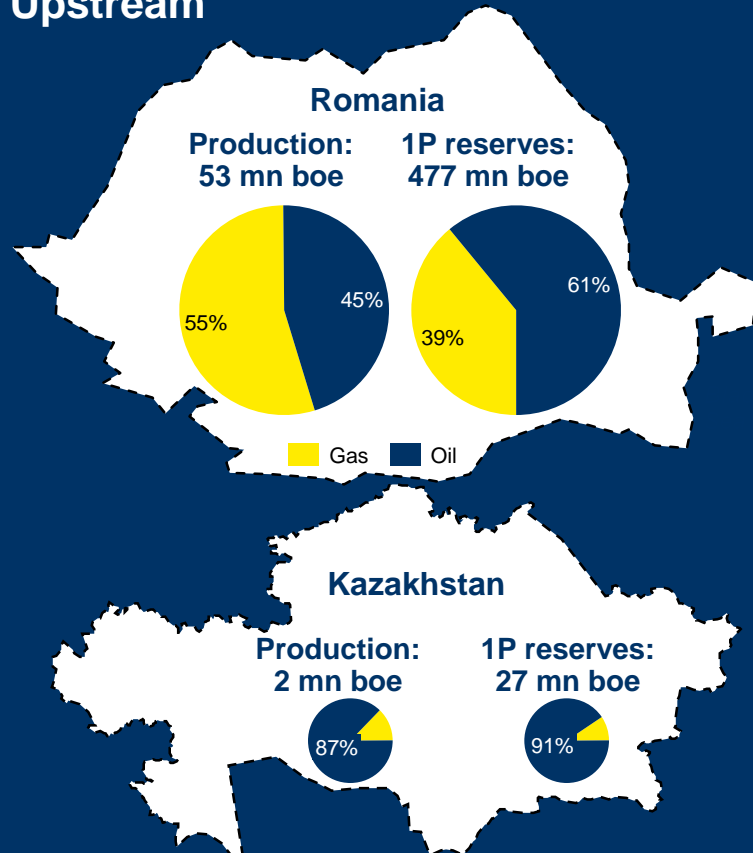
**Earnings resilience and  
capital stewardship**

**Cost efficiency and  
operational excellence**

**Strong cash conversion  
and attractive shareholder  
return**

# Operating in the integrated oil and gas sector

## Upstream



## Downstream

Petrobrazi refinery, 4.5 mn t/yr capacity

793 filling stations, operated via 2 brands: Petrom and OMV

5.5 mn t total refined product sales (thereof 2.8 mn t retail sales)

Brazi gas-fired power plant (capacity 860 MW)

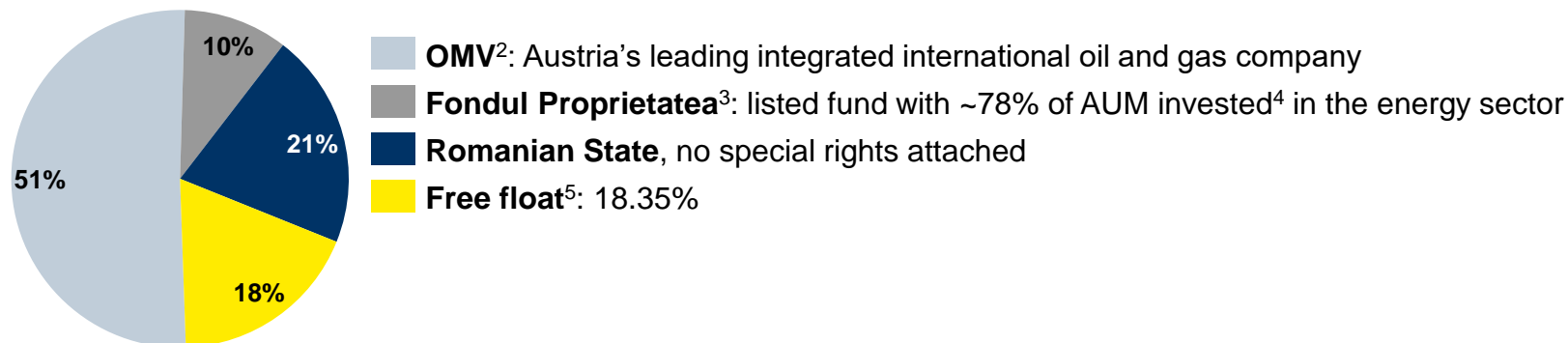
Gas sales 5.2 bcm (54.8 TWh)



All data refers to 2019

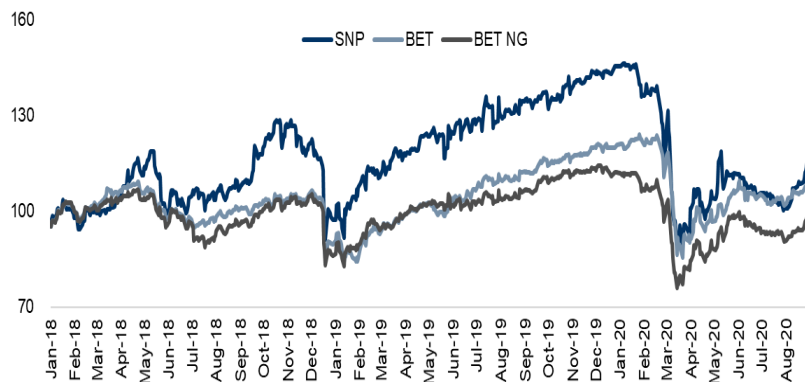
# Shareholder structure and capital market environment

## OMV Petrom S.A. shareholder structure<sup>1</sup> (%)



## Share price performance<sup>6</sup>

Index Jan 2018 = 100



## Share information

Bucharest Stock Exchange Symbol	SNP
Ordinary shares	56,644,108,335
London Stock Exchange Symbol	PETB (GDR)
GDRs <sup>7</sup> outstanding as at end-Aug 2020	181,611

<sup>1</sup> As of December 31, 2019; <sup>2</sup> Shareholder since December 2004; <sup>3</sup> Fondul Proprietatea holds 9.9985% of OMV Petrom shares; <sup>4</sup> As of end-July 2020; <sup>5</sup> Premium tier on the Bucharest Stock Exchange and main market on the London Stock Exchange; <sup>6</sup> Rebased quotations on the Bucharest Stock Exchange; <sup>7</sup> 1 GDR = 150 ordinary shares

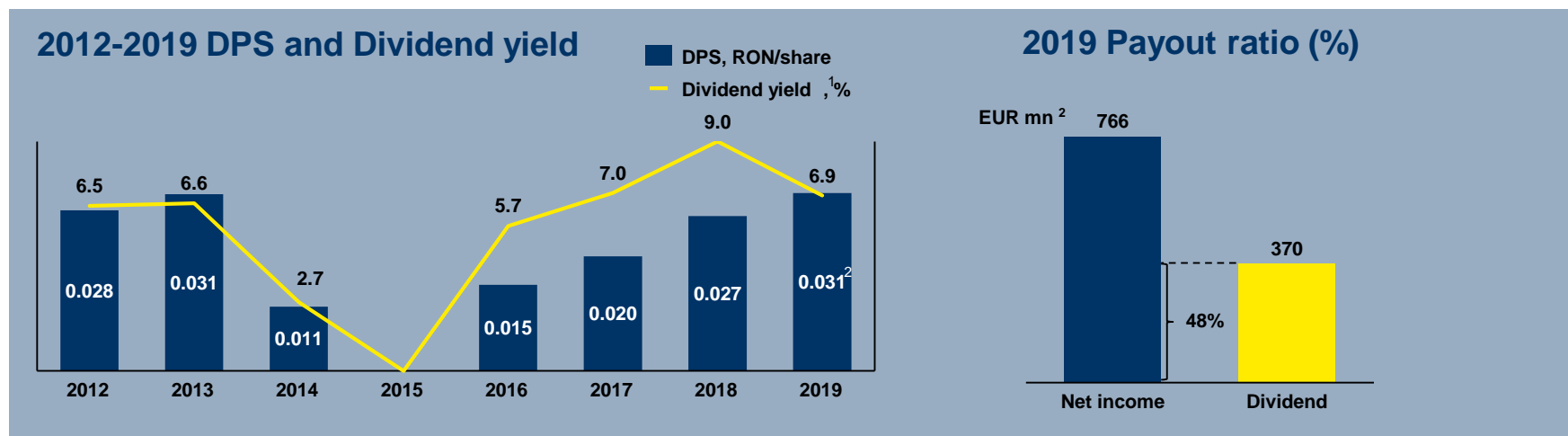


# Attractive shareholders' return

## Dividend Policy

OMV Petrom S.A. is committed to deliver a competitive shareholder return throughout the business cycle, including paying a progressive dividend. We aim to increase our dividend each year or at least maintain it at the previous year's level, in line with the financial performance and investment needs, considering the long term financial health of the Company.

**Total shareholder return<sup>1</sup> 2019: 59%**



<sup>1</sup> Calculated based on the closing share price as of the last trading day of the respective year; <sup>2</sup> Calculated at NBR average RON/EUR rate: 4.7453

# OMV Petrom – a sustainable choice for our stakeholders

## Sustainability strategy 2019-25

- 5 pillars: HSSE, Carbon Efficiency, Innovation, Employees, Business Principles and Social Responsibility



## Social

- Employees' health and safety remain top priority
- Support for ~350 communities; EUR 13.5 mn invested in 2019
- Gender diversity: 23% women at company level and 38 nationalities



## Climate change

- We are committed to contributing to Romania's transition to a low-carbon economy
- Gas resources from the Black Sea can be part of the solution
- 2019 GHG emissions lower yoy: -7% Scope 1; -44% Scope 2
- Investments of EUR 46 mn in energy efficiency improvement
- 27% reduction target for the carbon intensity of our operations by 2025 vs. 2010



## Governance

- Sustainability governance is an executive board (EB) level responsibility
- EB – a good mix of experience, expertise, qualification, diversity
- Remuneration<sup>1</sup>: fixed and performance-related assessed against financial and non-financial metrics (including share price, selected ESG<sup>2</sup>)



## Climate-related risk and opportunities

- TCFD<sup>3</sup> supporter
- We are analyzing the risks and opportunities that climate change poses to business and value chains, together with their financial impacts



## OMV Petrom: Attractive investment proposition

- Strong financial position
- Progressive dividend policy and attractive yield
- Sustainable choice

<sup>1</sup> Executive Board members and senior management; <sup>2</sup> ESG: Environmental (incl. emission reduction targets), Social and Governance-related criteria; <sup>3</sup> Task Force on Climate-related Financial Disclosures

# Sustainability Strategy 2025



## HSSE vision: “ZERO Harm – NO Losses”

- ▶ Zero work related fatalities
- ▶ Stabilize Lost-Time Injury Rate at below 0.3

## Carbon efficiency

- ▶ Reduce OMV Petrom’s carbon intensity of operations by 27%<sup>1</sup> until 2025 (vs. 2010)
- ▶ Phase out existing routine flaring and venting latest until 2030

## Employees

- ▶ Increase share of female employees at management level up to 30% by 2025
- ▶ Increase next generation of talents through Fresh Graduate

## Innovation

- ▶ Implement Advanced Recovery pilots in OMV Petrom Upstream
- ▶ Co-process biogenic materials in Petrobrazil refinery by 2025

## Business Principles and Social Responsibility

- ▶ Maintain social license to operate
- ▶ Assess Community Grievance Mechanism of all OMV Petrom Business Divisions against UN Effectiveness Criteria

<sup>1</sup> For details please refer to the OMV Petrom’s Sustainability Report

# Our HSSE vision: “ZERO Harm – NO Losses”

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- ▶ 2019 LTIR<sup>1</sup>: 0.31
- ▶ **Upstream:**
  - ▶ Assets Moesia, Petromar and Kazakhstan recorded ZERO LTI in 2019
  - ▶ Asset Moesia achieved 10 mn man-hours without LTI
- ▶ **Downstream Oil:**
  - ▶ 7 mn man-hours without LTI and the end of 2019
- ▶ **Downstream Gas:**
  - ▶ ZERO LTI in 2019
  - ▶ 2.5 mn man-hours without LTI

<sup>1</sup> Lost time injury rate (employees and contractors) for OMV Petrom Group



# Investing to reduce the environmental impact



- ▶ GHG<sup>1</sup> intensity: reduction by 22% in 2019 vs. 2010
- ▶ Freshwater Withdrawal Intensity: reduction by 36% in 2019 vs. 2012
- ▶ CDP Climate Change score<sup>2</sup>: A-

## ▶ Upstream:

- ▶ EUR 50 mn investment for a new energy efficient gas treatment process (low temperature separation) at Hurezani, Gorj county (the largest gas treatment facility in the country)



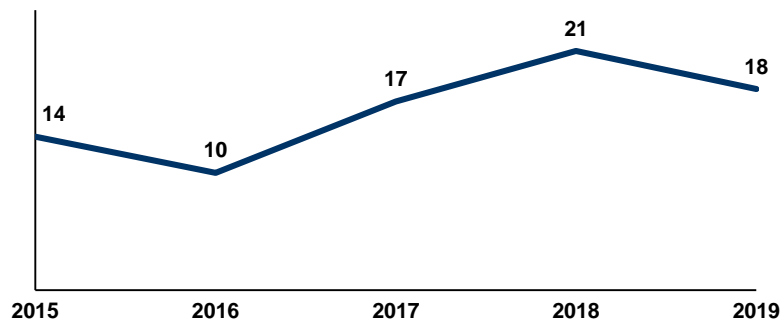
## ▶ Downstream Oil:

- ▶ EUR 46 mn investment for a closed blowdown system at Petrobrazi refinery to eliminate the emissions of volatile organic compounds from the Coker unit
- ▶ EUR 19 mn total investment for modernizing the fuel terminal in Arad by using the best available international technologies in the field

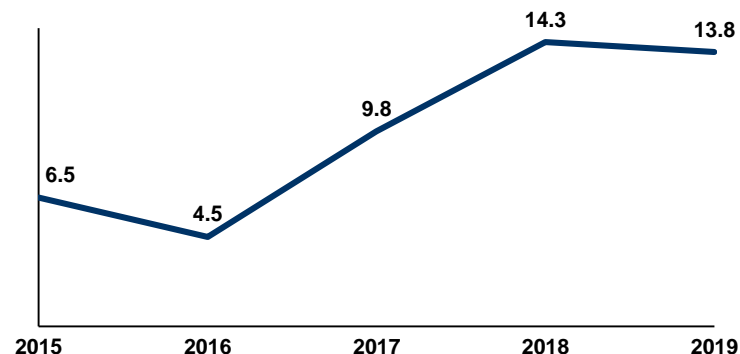
<sup>1</sup> Greenhouse gases; for details please refer to the OMV Petrom's Sustainability Report; <sup>2</sup> received in 2019, based on the response of OMV Group – 2018 data

# Turning efficiency savings into cash flow

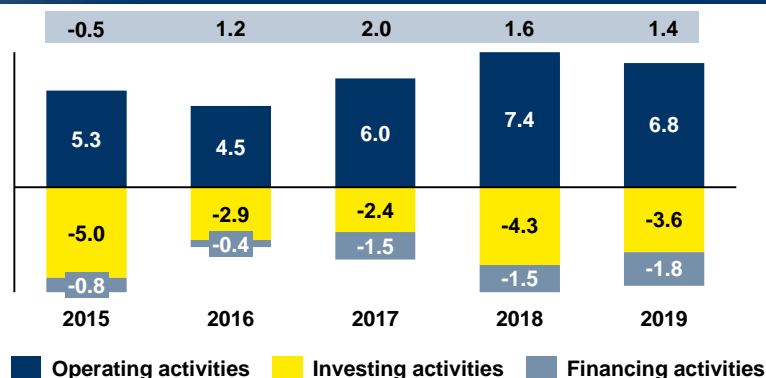
Clean CCS Operating Result margin<sup>1</sup> (%)



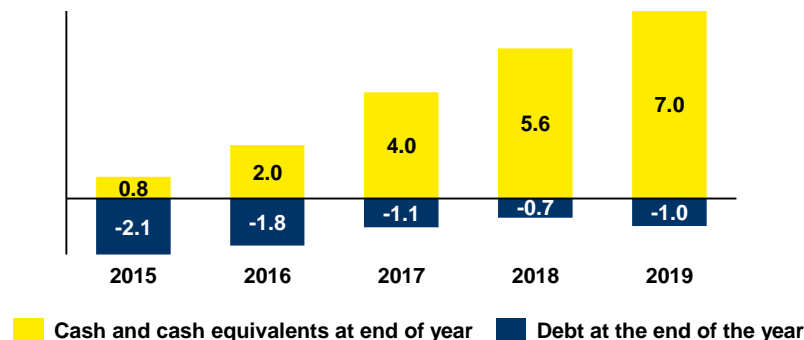
Clean CCS ROACE (%)



Cash flow (RON bn)



Net cash and Debt (RON bn)

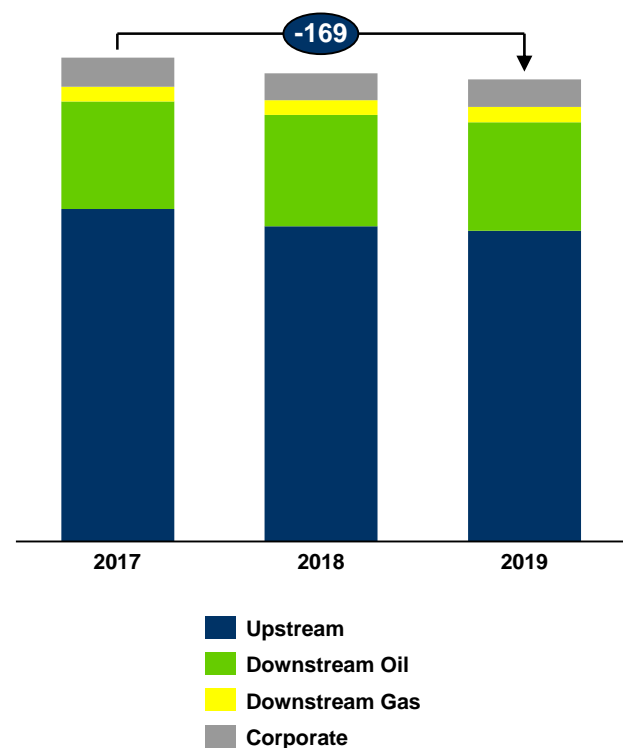


<sup>1</sup> Clean CCS Operating Result / Sales; Sales were restated to reflect the new Income Statement structure

# Cost efficiency and operational excellence

## Total operating cost<sup>1</sup>

(RON mn)



<sup>1</sup> On comparable basis with 2017

## Key drivers 2019 vs. 2017

- ▶ **Upstream:** efficiency programs implemented led to cost base reduction by -7%
- ▶ **Corporate Costs:** -6%
- ▶ **Headcount:** further downsized -10%

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Strategy 2021+



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# OMV Petrom's strategic directions

Enhancing competitiveness	Developing growth options	Regional expansion
<ul style="list-style-type: none"><li>▶ Highest integration value</li><li>▶ Operational excellence</li><li>▶ Improved recovery</li><li>▶ Streamlined producing portfolio</li><li>▶ Dual brand strategy in retail</li></ul>	<ul style="list-style-type: none"><li>▶ Sustainability of the reserves base</li><li>▶ Exploration portfolio</li><li>▶ Enhanced offer and customer experience</li><li>▶ Petrochemicals and technological opportunities</li></ul>	<ul style="list-style-type: none"><li>▶ Selective investments in Upstream</li><li>▶ Regional gas player</li></ul>

## Strategic enablers

People &  
Organizational Culture



Technology &  
Innovation

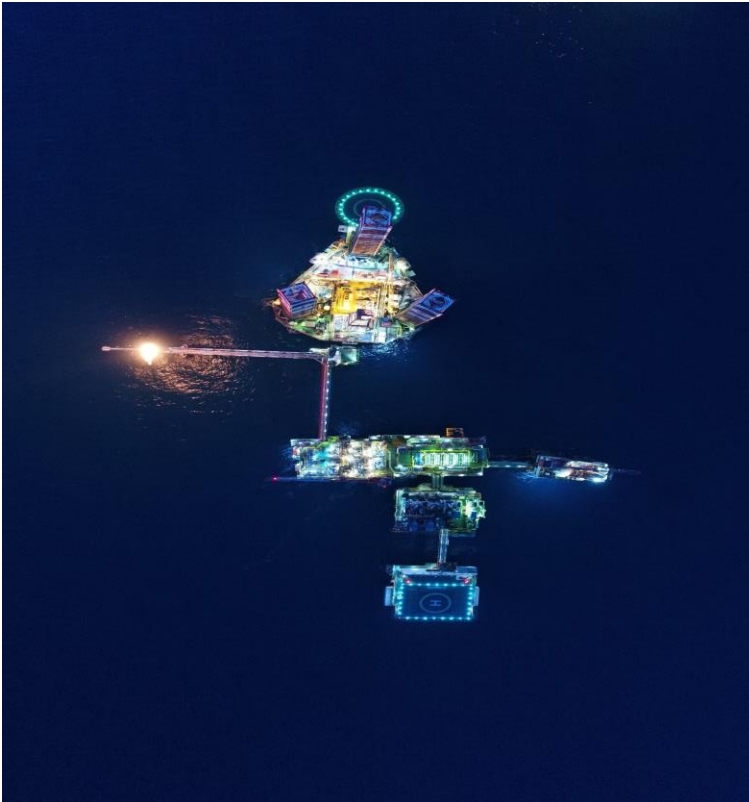


Sustainability



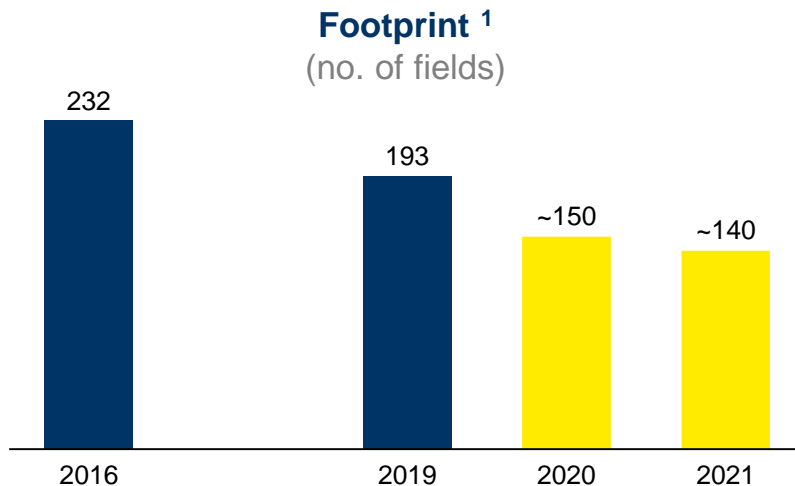
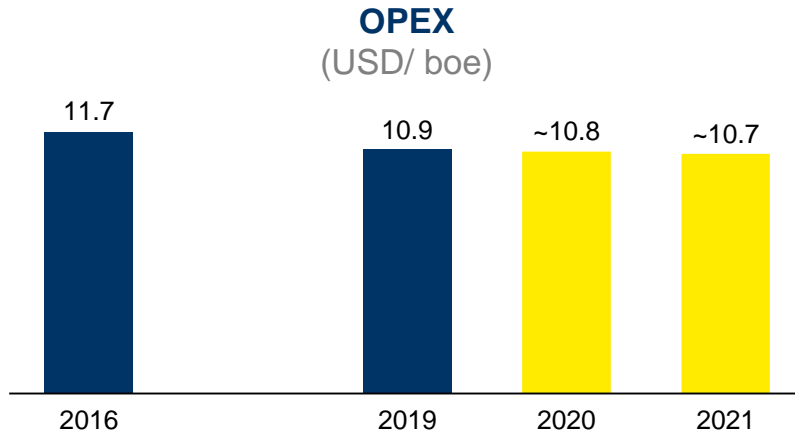
**Commitment to deliver attractive shareholder return**

# Upstream: Strategic achievements 2017 - 2019



- ▶ **11 USD/boe** stabilized production cost despite production decline
- ▶ **Neptun Deep** concept selected and project maturation towards Final Investment Decision
- ▶ **28 marginal fields divested, additional 40 are being transferred**
- ▶ **Simplified footprint**, 7 producing assets
- ▶ **70%** automated wells and modernized/ automated facilities
- ▶ **>50 mn boe** class 4 and 5 deep onshore gas and oil resources added through exploration ready for appraisal/ testing
- ▶ Contract signed to enter offshore **Bulgaria**

# Upstream: focus on the most profitable barrels

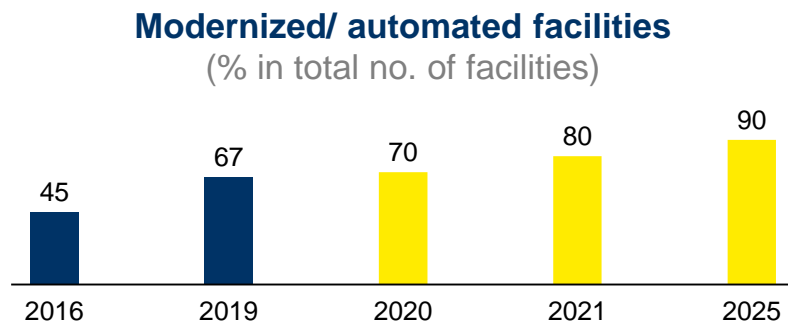
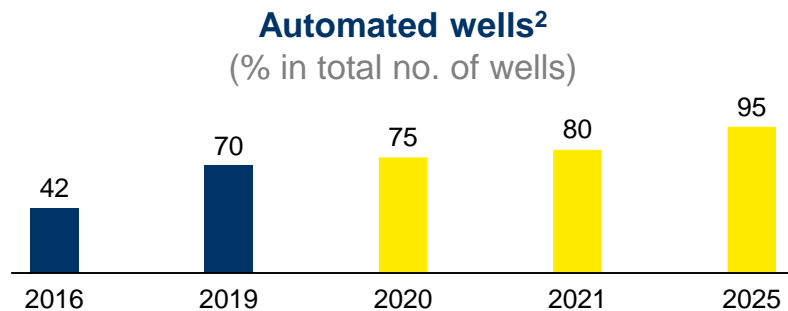
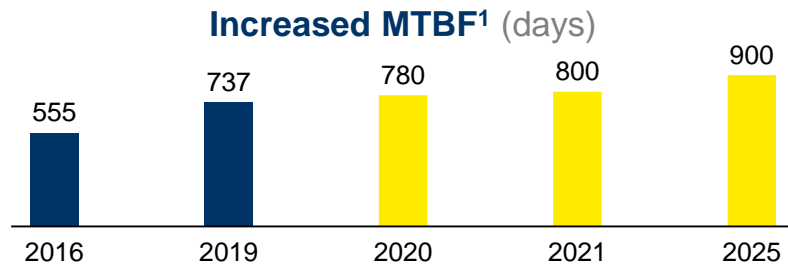


- ▶ Maintain strict cost and capital discipline and rigorous project reviews
- ▶ Drill around 100 new wells & sidetracks per year
- ▶ Maintain high workover activity to manage production decline
- ▶ Apply innovative IOR/ EOR<sup>2</sup> techniques to maximize recovery (e.g. polymer injection)
- ▶ Simplify footprint and reduce complexity
- ▶ Target underexplored Near Field Opportunities in the proximity of existing infrastructure

<sup>1</sup> Romania only; <sup>2</sup> IOR – Improved Oil Recovery; EOR – Enhanced Oil Recovery



# Upstream: continued operational excellence



- ▶ Increase MTBF<sup>1</sup> by focusing on root cause analysis and identification of new technologies
- ▶ Increase degree of automation and digitalization
- ▶ Modernize and simplify facilities
- ▶ Reach 95% automated wells and 90% modernized/ automated facilities

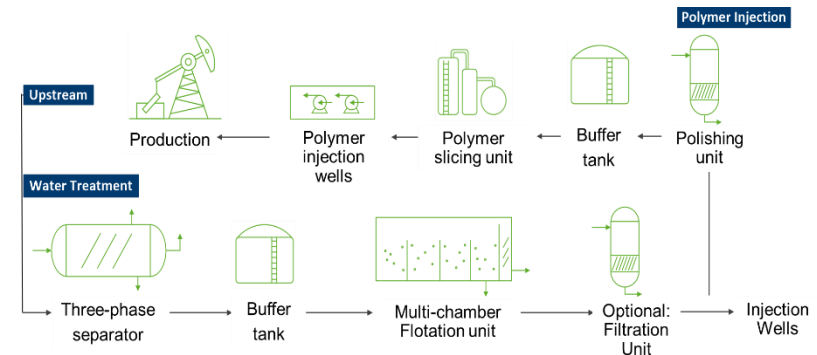
<sup>1</sup> Mean time between failures; <sup>2</sup> Oil and gas producing wells

# IOR/ EOR<sup>1</sup> (Polymer) projects in OMV Petrom

## Polymer Flooding

- ▶ After primary and secondary recovery, typically a large amount of oil still remains in the reservoir providing a significant potential for EOR methods
- ▶ Polymer flooding is applied to enhance the amount of oil that can be extracted from the reservoir and targets to increase the total recovery by up to 15% of the original oil in place

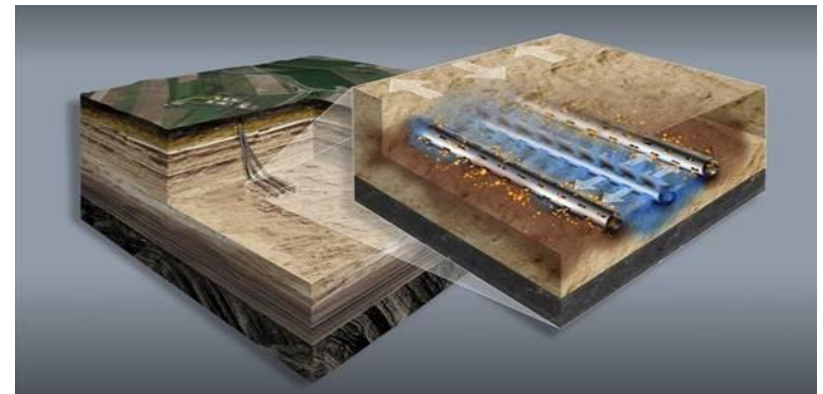
## Surface Concept



## IOR/ EOR<sup>1</sup> Polymer Projects & Status

- ▶ Independenta Phase I - polymer injection ongoing
- ▶ Vata Polymer Pilot - engineering ongoing
- ▶ Preajba, Cartojani, Otesti, Slatioarele, Moreni Pilot Projects - develop phase
- ▶ Independenta & Vata Roll Out Projects - develop phase

## Polymer Injection Scheme



<sup>1</sup> IOR – Improved Oil Recovery; EOR – Enhanced Oil Recovery

# Upstream: Expand in Black Sea region capitalizing on existing skills and know-how



## Romania – Neptun Deep

- ▶ OMV Petrom (50%), ExxonMobil (50%, Operator)
- ▶ Domino-1 discovery in 2012 (first offshore deep water exploration well)
- ▶ Resources Domino-1 discovery of 250-500 mn boe<sup>1</sup>
- ▶ JV Expenditures to date (Exploration & Appraisal) over USD 1.5 bn<sup>2</sup>
- ▶ Two seismic acquisition campaigns: 2009; 2012 – 2013
- ▶ Second exploration drilling campaign successfully finalized in January 2016
  - ▶ Drilled 7 wells
  - ▶ Successful well test of Domino structure
- ▶ Matured through concept selection phase

## Bulgaria – Han Asparuh

- ▶ Acquisition of OMV Offshore Bulgaria GmbH, offering access to the Han Asparuh deep offshore exploration license, from OMV E&P completed
- ▶ OMV Petrom (42.86%), Total (57.14% Operator)
- ▶ First exploration well, Polshkov-1, drilled in 2016, followed by Rubin-1 in 2017, and Melnik-1 in 2018
- ▶ Geological and geophysical studies to be performed to identify additional exploration drilling targets
- ▶ Supports OMV Petrom's regional expansion strategy

## Georgia – Block II

- ▶ Winning bidder of the international tender held for Offshore Block II
- ▶ Exploration block with total area of 5,282 square km, located on the shelf and within the economic zone of the Georgian offshore Black Sea
- ▶ Negotiations with the Georgian Government to sign the Production Sharing Contract estimated to be finalized by end-2020
- ▶ Exploration activities to start after awarding

<sup>1</sup> 100 %, initial estimate as communicated for the Domino-1 well in February 2012; <sup>2</sup> Gross Value

# Downstream Oil: Strategic achievements 2017-2019

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- ▶ 4-5 year refinery turnaround cycle
- ▶ <8% Fuel & Loss in 2019
- ▶ 97% refinery utilization rate in 2019
- ▶ Polyfuel plant
- ▶ Coker unit closed blowdown system



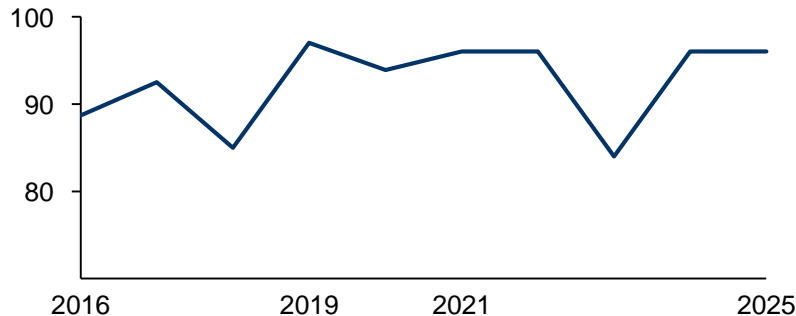
- ▶ Fully modernized fuel storage network
- ▶ MyAuchan, first convenience store in a filling station in Romania
- ▶ >5 mn l throughput/ filling station in Romania
- ▶ >25% growth of non-fuel sales (vs. 2016)



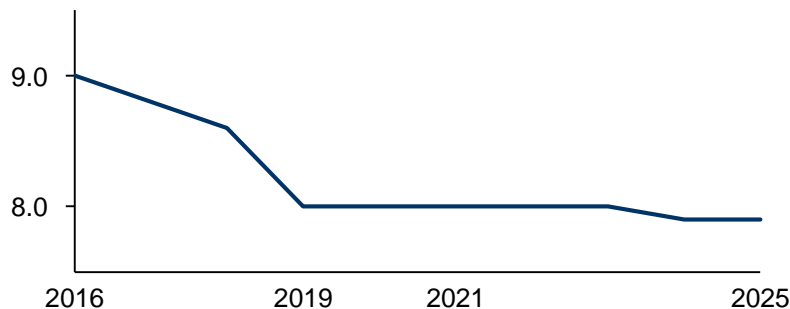


# Downstream Oil: high level of performance in Petrobrasi refinery

Utilization rate (%)



Fuel and Loss (%)



- ▶ Improve refinery operations to international benchmarks
- ▶ Maintain cost discipline
- ▶ 4-5 year turnaround cycle, limiting disruption of production and achieving cost savings
- ▶ Implement digital technologies in refinery to automate processes for maintenance and operations
- ▶ Started supplying 0.5% Sulphur marine fuel oil in December 2019; only provider in the region, supporting emissions reduction

# Downstream Oil: high-value products and technological opportunities in refining



Polyfuel project	Coker Unit	High-value products
<ul style="list-style-type: none"><li>▶ Increase output of high-demand and high-value products by reconversion of liquefied petroleum gas (LPG) and low-grade light gasoline</li><li>▶ Total investment ~EUR 65 mn</li><li>▶ A unique, environmentally-friendly technology</li></ul>	<ul style="list-style-type: none"><li>▶ Total investment of ~EUR 46 mn</li><li>▶ A closed blowdown system ensuring complete elimination of volatile organic compounds emissions, thus supporting the reduction of the environmental impact</li></ul>	<ul style="list-style-type: none"><li>▶ Evaluate petrochemicals opportunities</li><li>▶ Sustainable use of hydrocarbons to decrease carbon footprint</li><li>▶ Opportunity to increase profitability (i.e. bio-oil co-processing ensuring independency on restricted supply)</li></ul>

# Downstream Oil: enhance offer and customer experience in retail

Secure strong position on the retail market by clearly differentiating our two brands



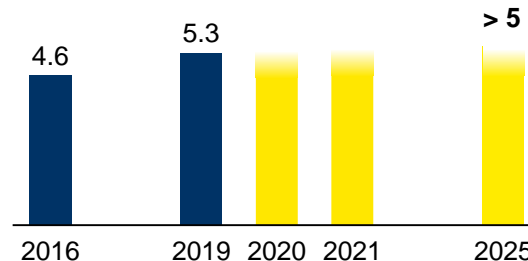
**Best value for money**

## Together for Romania!

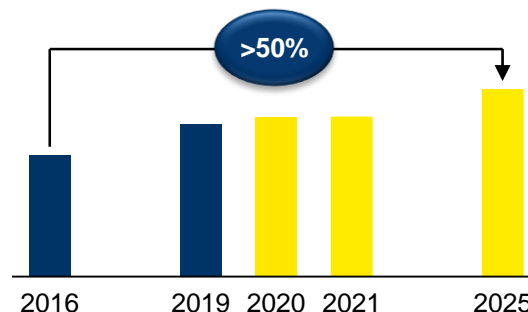
- ▶ Undisputed leader in fuel retail in Romania
- ▶ Strategic partnerships and programs increasing customer loyalty:
  - ▶ Auchan: encouraging pilot results; MoU signed to extend partnership
  - ▶ Subway: 11 locations running
- ▶ Refreshed design and dedicated communication and activations to attract younger families



**Increase throughput per filling station in Romania (mn l)**



**Non-oil Business sales**



**Top quality leader**

## Energy for a better life

- ▶ OMV MaxxMotion Performance Fuels:
  - ▶ Recognized by customers as the top quality fuels in Romania
  - ▶ “Prolonged life of the engine” via unique cleaning molecules
- ▶ VIVA concept as differentiator through constant innovation and best customer experience
- ▶ “Close 2 you” – high quality products and efficient solutions focused on customer needs



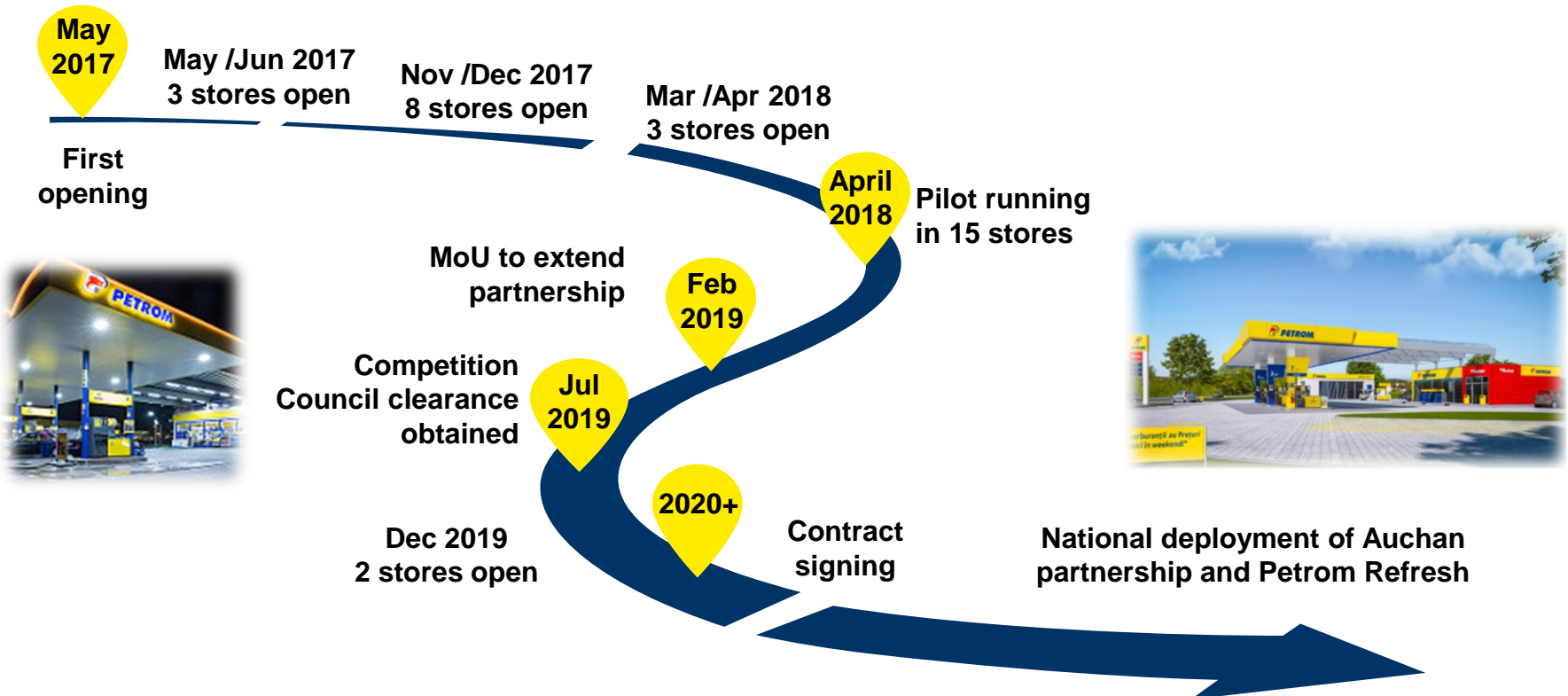
# MyAuchan in Petrom – first convenience store in a filling station in Romania

Enhance customer experience

Save time through convenient  
(24/7) **one-stop destination**

Fair, accessible pricing  
at every customer point

Refreshed, welcoming  
on-site look & feel



# IMO 2020: OMV Petrom ready to capture market opportunities from new regulations (1/2)



## Refinery well positioned for new regulations

- ▶ **Advantaged by crude oil slate....:**
  - Over 80% of crude oil input with <0.5% sulfur content
- ▶ **... and refining yield:**
  - Over 70% white products<sup>1</sup>
  - Around 40% diesel
  - No High Sulfur Fuel Oil production

## New Marine Fuel Oil (MFO) product with 0.5% Sulfur

- ▶ **MFO 0.5% produced in Petrobraz** following minor investment completed on time and budget
- ▶ **Ready to offer the new product in Constanta port**, tapping into new business in the Black Sea
- ▶ **Expected shortage of Marine Fuel Oil (MFO) 0.5%** in the first years starting 2020

## Financial impact

- ▶ Sensitivities of impact in refining margin:
  - + 10 USD/t in Diesel crack spread → approx. USD +16 mn
  - - 10 USD/t in LSFO<sup>2</sup> crack spread → approx. USD (1) mn
- ▶ OMV Petrom to capture full market benefit in 2020-2024

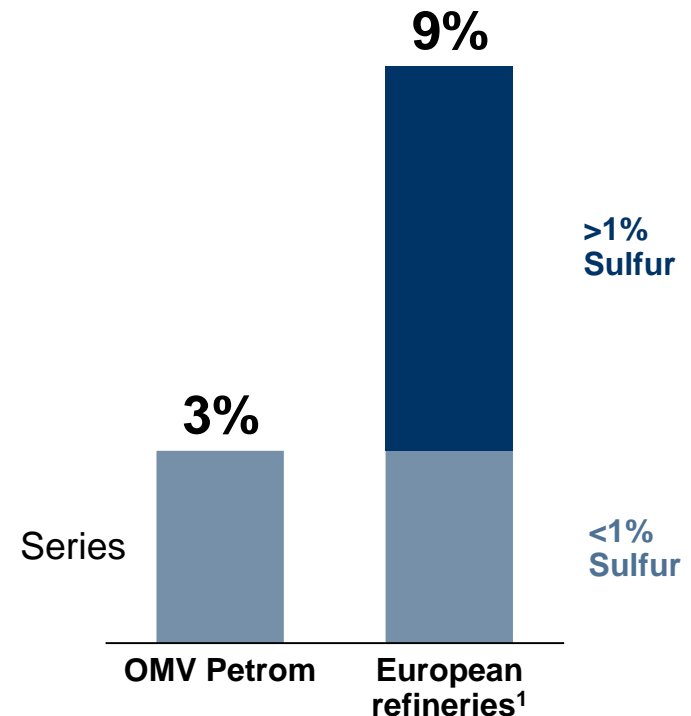
<sup>1</sup> White products include LPG, Gasoline, Diesel, Jet fuel; <sup>2</sup> Low Sulfur Fuel Oil

# IMO 2020: OMV Petrom ready to capture market opportunities from new regulations (2/2)

## IMO global sulfur regulations

- ▶ Global sulfur limit for ships: from 4.5% in 2005, to 3.5% in 2012 and 0.5% in 2020
- ▶ Ship owners have the following options:
  1. Continue to use Heavy Fuel Oil (install scrubbers)
  2. Switch to new grade of Marine Fuel Oil (0.5% sulfur)
  3. Switch to marine gasoil
  4. Switch to LNG

## Heavy Fuel Oil Yield (%)



<sup>1</sup> Source: Wood Mackenzie 2018 report- 84 European refineries



# Downstream Gas: Strategic achievements 2017 - 2019

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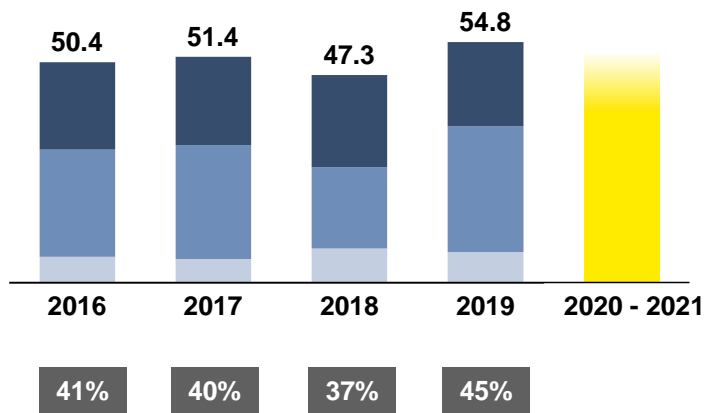
- ▶ Strengthened **leading** position on the Romanian gas market
- ▶ **51 TWh** avg. yearly gas sales
- ▶ Diversified **sourcing** to extend **supply portfolio**
- ▶ **3.2 TWh** Brazi power plant avg. yearly net electrical output
- ▶ Gas and power operations successfully **integrated**
- ▶ **Regional operations** in neighbouring countries
- ▶ **Digitalization** program started

# Downstream Gas: consolidate position on the Romanian gas market

Diversify gas sales channels

Enhanced Origination and Portfolio management

## Gas sales (TWh)



## % in Romanian consumption

■ End customers ■ Wholesalers\* ■ Brazi power plant

\*including regulated sales in 2019

- ▶ Sustainably preserve leading gas market position
- ▶ Maintain end-user portfolio while supplying all other sales channels
- ▶ Be the supplier of choice for the large industrial gas consumers
- ▶ Develop origination to diversify supply portfolio
- ▶ Capture highest integrated gas and power value
- ▶ Maximize availability of Brazi power plant
- ▶ Enhance offer and customer experience
- ▶ Improve agility, automate processes; be a digital pioneer in customer experience

# Downstream Gas: Value added through international expansion



- ▶ Enrich sale and supply portfolios to mitigate volume and Romanian market concentration risks
- ▶ Expand operations in the neighbouring countries (subject to framework and interconnectors development)
- ▶ Grow regionally with Neptun volumes monetization

# Success built on three core strategic enablers

## People & Organizational Culture

- ▶ Supporting Business Growth
- ▶ Leadership Development
- ▶ Employer Attractiveness
- ▶ Simplification & Digitalization
- ▶ Performance Management
- ▶ Diversity

## Technology & Innovation

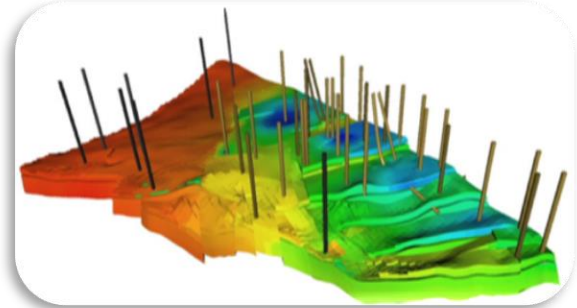
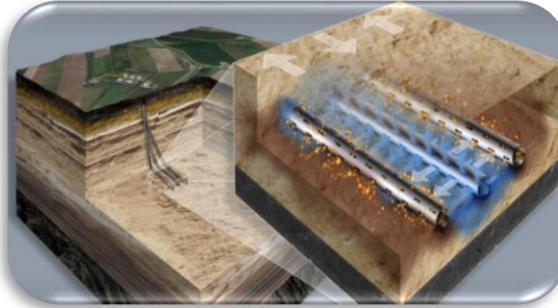
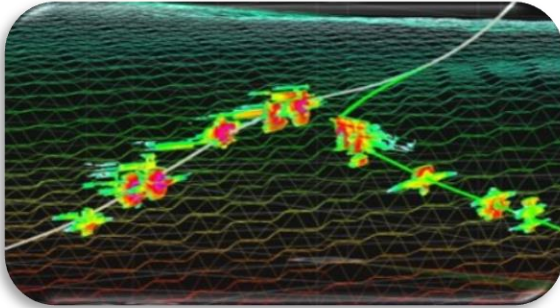
- ▶ Digital Journey: Upstream DigitUp; Downstream DigitalMotion; Corporate programs
- ▶ Digital Democracy: Tools & skills for the people; Leadership development
- ▶ Open Innovation: Big partnerships; Start-ups; Technology scouting & deployment
- ▶ Culture & New ways of working: Agile; Design thinking; Rapid prototyping; Hackathons

## Sustainability

- ▶ Safety: ZERO Harm - NO losses; Keep leading position in Process Safety
- ▶ Climate change: Reducing GHG intensity by 27%<sup>1</sup> until 2025 vs. 2010; No new projects with routine flaring and venting; Improvement of energy efficiency
- ▶ Social responsibility: Maintain social license to operate

<sup>1</sup> For details please refer to the OMV Petrom's Sustainability Report

# Upstream: Technology and Innovation for a sustainable future



- ▶ Digital Oil Field - well automation and online condition monitoring
- ▶ Standardized Narrow Band-Internet of Things (NB-IoT) - connectivity for the wells located in isolated areas and solution for cyber security
- ▶ Production automated forecasting - improved process and data availability
- ▶ Dashboard and Advanced Analytics via iPMS<sup>1</sup> - visualization and analytic solutions

- ▶ SAP Mobile Solution & Integrated well planning - automated coordination and management of operational, workover and drilling processes
- ▶ Smart Automated Reservoir Analysis - automated process to identify new opportunities
- ▶ First multilateral multistage stimulated offshore well drilled and put in production in 2018
- ▶ IOR/EOR<sup>2</sup> technologies and Grafysorber Nanotechnology Pilot – maximized recovery
- ▶ Upstream Automation Laboratory: proper environment for testing equipment/solutions



<sup>1</sup> integrated Production Management System; <sup>2</sup> Improved/Enhanced Oil Recovery



# Downstream: Automation and digitalization



## Refinery

### Digital Solutions in Refinery

- ▶ Electronic coordination and management of the maintenance and operations
- ▶ Refinery Dashboard - Data gathering and processing for monitoring and prediction
- ▶ Virtual Operator Training - Desktop-based 2D & 3D simulators
- ▶ eTop Turnaround Digital Board
- ▶ Terminal Automation System



### Digital Solutions in Retail

- ▶ Fast lane - payment at the pump for fuel (outdoor payment terminal)
- ▶ Electronic labels to improve filling stations (FS) operations and price accuracy
- ▶ Data analytics and Power BI reporting to enable business decisions
- ▶ Video analytics - harness retail assets to alert on HSSE events and improve FS operations through live information analysis
- ▶ Smart Apps, automated self-service interface for customers and partners

## Retail



# Q2/20 and 6m/20 results review

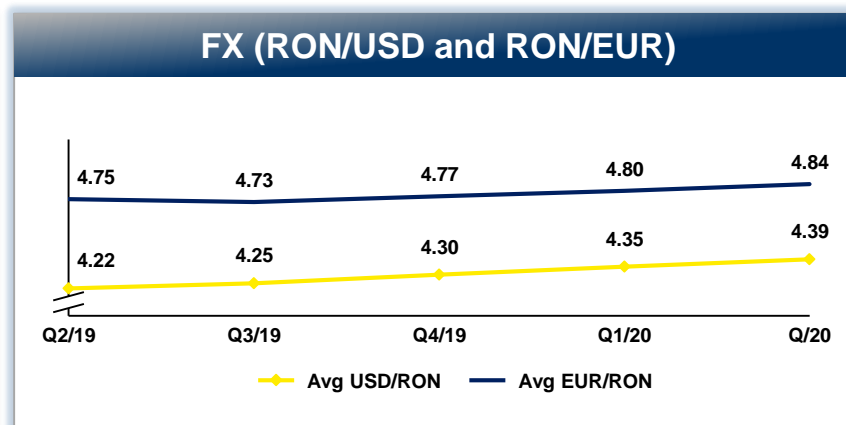
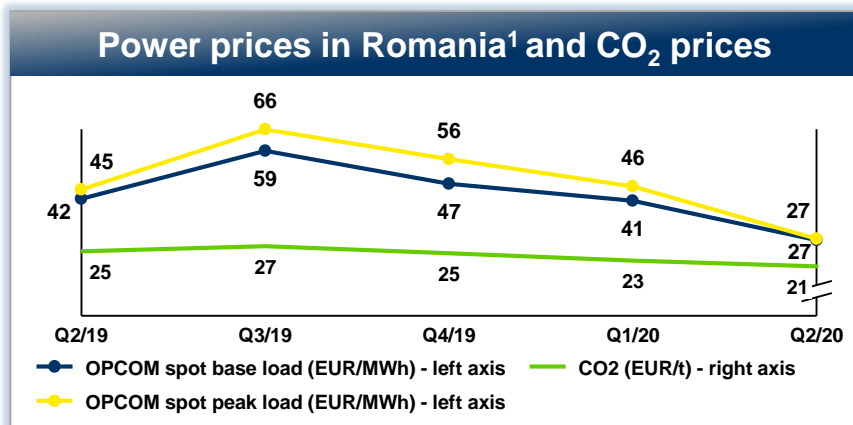
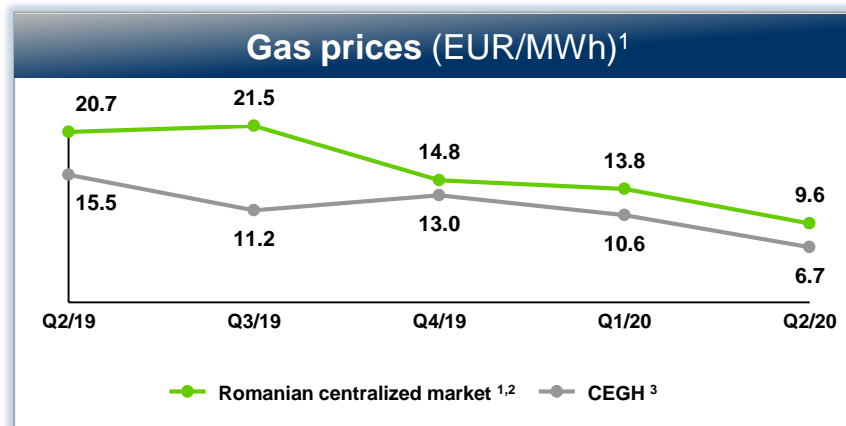
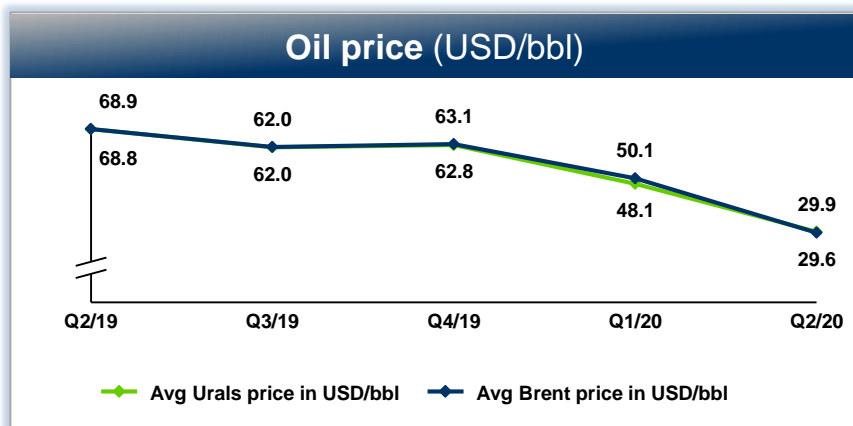


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# Economic environment



<sup>1</sup> Prices translated at NBR average RON/EUR rate; <sup>2</sup> Day-ahead price, average computed based on daily trades published on BRM platform; <sup>3</sup> Day-ahead market Central European Gas Hub

# Romanian environment

## Fiscal and regulatory framework

### Authorities' reaction to COVID:

- ▶ Emergency state mid-March to mid-May; followed by alert state
- ▶ Health and social, fiscal and monetary measures
- ▶ National Investment and Economic Relaunch Plan

### Recent regulatory changes

- ▶ New gas release program
- ▶ Removal of centralized market obligation
- ▶ Windfall tax for gas suppliers to households and thermal energy producers
- ▶ Regulated power allocation

## Macroeconomic environment

### GDP growth:

- ▶ Q1/20<sup>1</sup>: + 2.7% yoy
- ▶ 2020e<sup>2</sup>: - 6% yoy

### CPI annual inflation:

- ▶ Jun 20/Jun 19<sup>1</sup>: 2.6%;
- ▶ 2020e<sup>2</sup>: 2.5%

### Demand:

	6m/20 yoy	Q2/20 yoy
Fuels <sup>3</sup>	-10%	-23%
Gas <sup>4</sup>	+1%	+11%
Power <sup>5</sup>	-7%	-11%

<sup>1</sup> Romanian National Institute of Statistics; <sup>2</sup> EC, Summer 2020 Economic Forecast, 7 July 2020; <sup>3</sup> Fuels refer only to retail diesel and gasoline; OMV Petrom estimates based on Romanian Petroleum Association data; <sup>4</sup> According to company estimates; <sup>5</sup> According to preliminary data available from the grid operator



# Key messages Q2/20

## Financial performance



### Clean CCS Operating result

RON 0.3 bn



### Operating Cash Flow

RON 1.2 bn



### Clean CCS ROACE

10.3%

## Operational highlights



**Managed crisis with no business interruptions and net working capital at optimal levels**

#### Upstream:

- ▶ Strong hydrocarbon production performance; OPEX/boe dropped by 11% yoy

#### Downstream Oil:

- ▶ Refining utilization above regional peers, strong performance on all sales channels

#### Downstream Gas:

- ▶ Excellent power performance; gas sales account for ~60% of total Romanian demand

## Strategic highlights



- ▶ Successful bidder for **offshore license in Black Sea, Georgia**

- ▶ **Negotiations** with Auchan are ongoing

- ▶ Neptun Deep: **no progress on offshore law**

## HSSE

**LTIR<sup>1</sup> Jul 19 – Jun 20: 0.19; strongest performance since 2017**

<sup>1</sup> Lost time injury rate (employees and contractors) for OMV Petrom Group



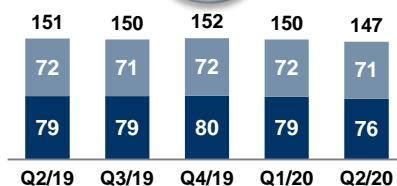
# Operational KPIs

## Upstream

### Hydrocarbon production

(kboe/d)

-3%



Oil and NGL Gas

### OPEX

(USD/boe)

-11%

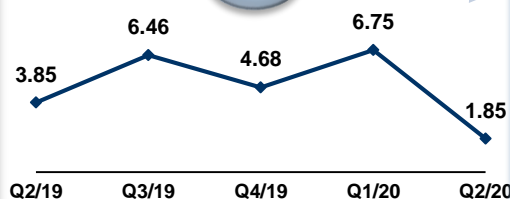


## Downstream Oil

### OMV Petrom Indicator refining margin

(USD/bbl)

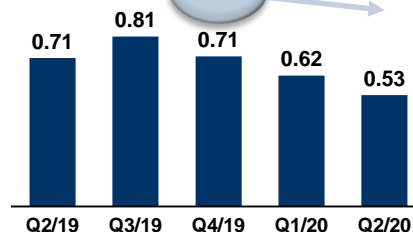
-52%



### Retail sales volumes

(mn t)

-25%

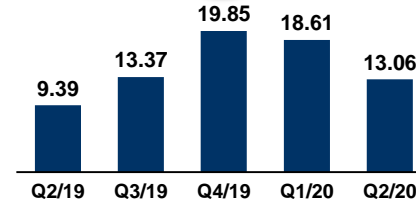


## Downstream Gas

### Gas sales volumes

(TWh)

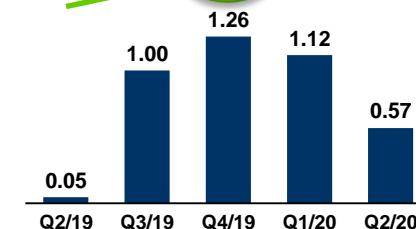
+39%



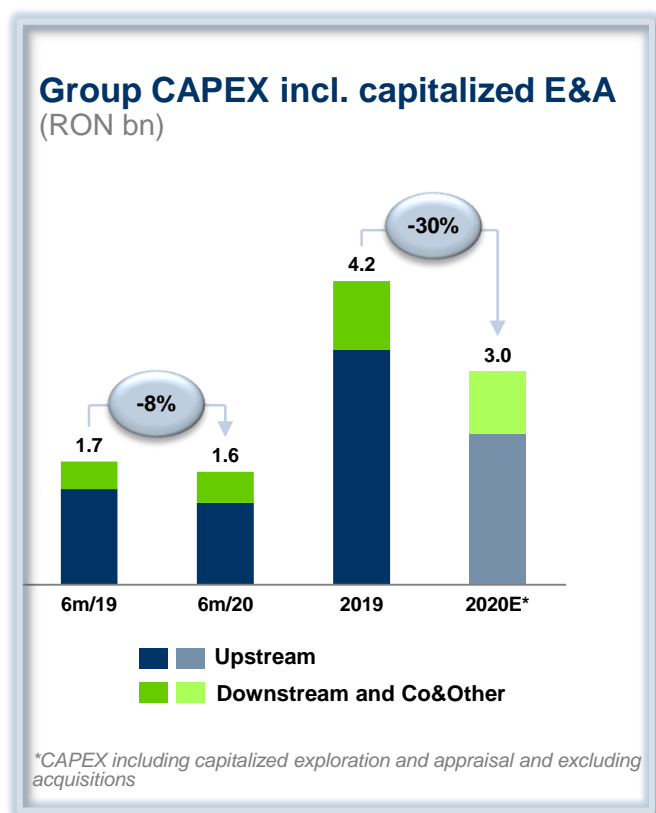
### Net electrical output

(TWh)

n.m.



# CAPEX and E&A



## CAPEX incl. capitalized E&A

- ▶ **6m/20 at RON 1.6 bn:**
  - ▶ 28 new wells and sidetracks
  - ▶ ~430 workovers
  - ▶ Securing long-term logistic access to Petrobrazi refinery
  - ▶ Bio-compliance blending project
- ▶ **2020E at RON ~3.0 bn:**
  - ▶ Wells and sidetracks: ~60
  - ▶ Workovers (constant level yoy)
  - ▶ Compliance and environmental projects

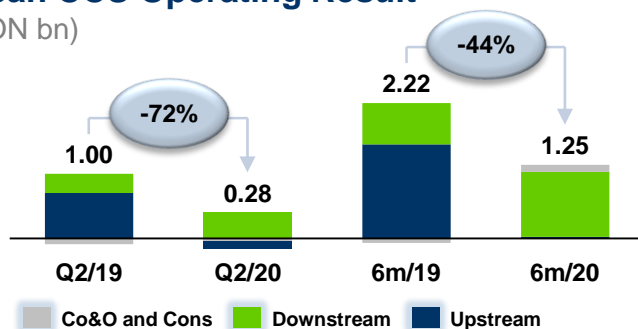
## E&A

- ▶ **6m/20 at RON 0.09 bn:**
  - ▶ 3D seismic acquisition in Urziceni East block started in Q4/19 and finalized in Q1/20; data interpretation ongoing
  - ▶ 1 well in testing phase
- ▶ **2020E at RON ~0.2 bn:**
  - ▶ 1 well planned to be tested by year-end
  - ▶ 2 wells and seismic operations postponed

# Income Statement highlights

## Clean CCS Operating Result

(RON bn)

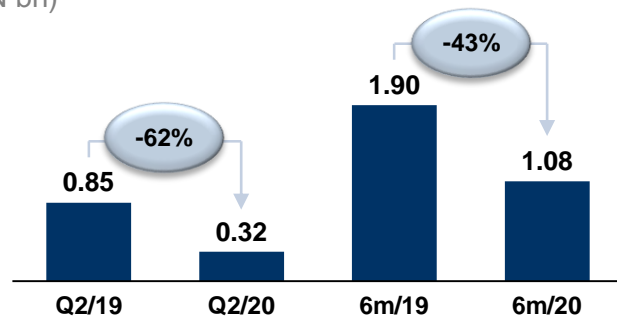


### ► Q2/20 Clean CCS Operating Result reflects:

- Lower oil and gas prices
- Weak refining margin
- Decreased fuel sales volumes
- Higher contribution from power

## Clean CCS Net Income<sup>1</sup>

(RON bn)



### ► Q2/20 Clean CCS Net Income reflects:

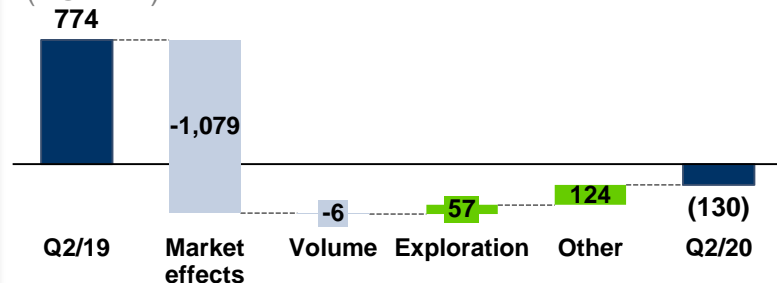
- Unfavourable market environment
- Lower effective tax rate due to fiscal credit from social sponsorships
- Financial Result in Q2/20: recognition of interest income from arbitration proceedings

<sup>1</sup> Attributable to stockholders of the parent

# Clean CCS Operating Result

## Upstream

(RON mn)



▶ Lower oil and gas prices



▶ Favourable FX

▶ Lower exploration expenses

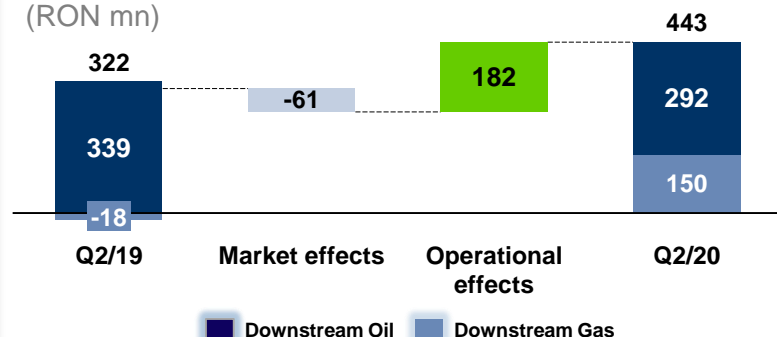
▶ Lower production cost

▶ NRV reversal

▶ Lower depreciation

## Downstream

(RON mn)



▶ Gas sales volumes: +39%

▶ Improved power performance built on forward contracts

▶ Hedge deals and strict cost management



▶ Lower refining margin

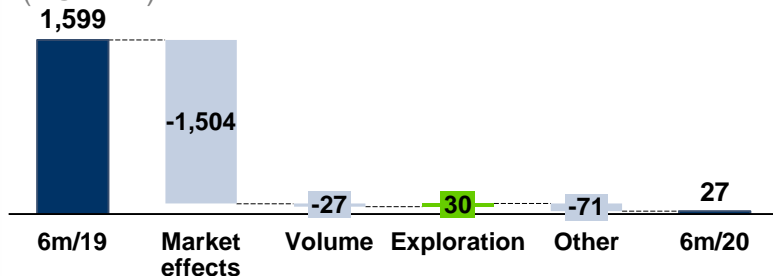
▶ Refined products sales -17%

▶ Lower gas prices and power spark spreads

# Clean CCS Operating Result

## Upstream

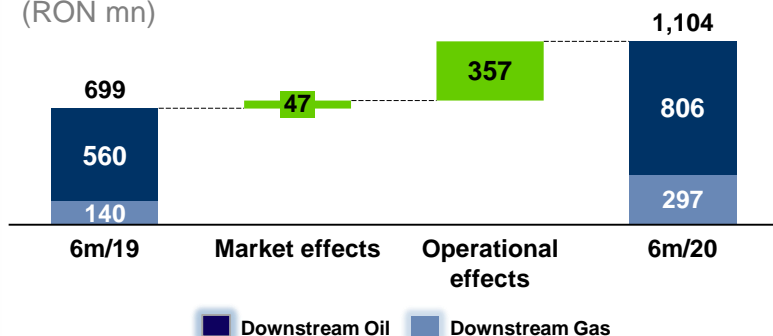
(RON mn)



- ▶ Lower oil and gas prices
- ▶ One-off positive effect in Q1/19
- ▶ Favourable FX
- ▶ Lower exploration expenses

## Downstream

(RON mn)



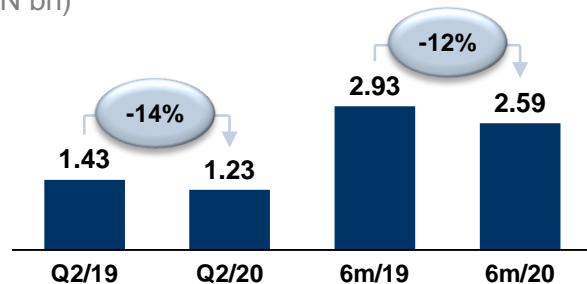
- ▶ Higher refining margin
- ▶ Gas sales volumes: +46%
- ▶ Improved power performance built on forward contracts
- ▶ Refined products sales -9%
- ▶ Lower gas prices



# Cash Flow highlights

## Cash Flow from Operating Activities

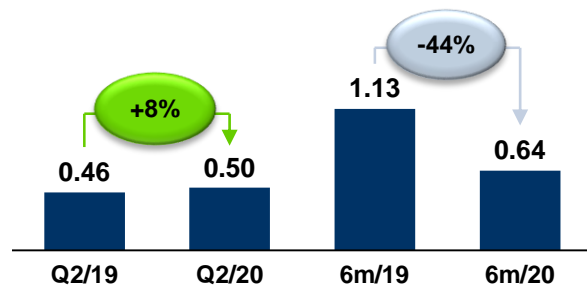
(RON bn)



- Q2/20 CFO: lower decrease than Operating Result due to improved net working capital

## Free Cash Flow <sup>1</sup>

(RON bn)



- Q2/20 CFO<sup>2</sup>: -14% yoy
- Q2/20 CFI<sup>3</sup>: -24% yoy

<sup>1</sup> Before dividends; <sup>2</sup> Cash Flow from Operating Activities; <sup>3</sup> Cash flow from investing activities

Swift reaction to  
market environment



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# OMV Petrom's response to COVID-19 and the new market environment

## Ability to cope with challenges

- ▶ Proven track record in managing economic crises
- ▶ Integrated business model supports financial results
- ▶ Resilience in highly volatile market, underpinned by business optimization and strict cost discipline
- ▶ Dividend for financial year 2019 paid in June, +15% yoy

## Rapid response to COVID-19

- ▶ Health and safety – our first priority
- ▶ Managed the crisis with no business interruptions and keeping net working capital at optimal levels
- ▶ Critical facilities run in partial/full isolation mode
- ▶ Implemented work from home and flexible time, process digitalization in place to a large extent, qualified digital signature implemented

## Adjustment to oil price and demand drop

- ▶ Intensified CAPEX prioritization and cost reduction
- ▶ Refinery utilization rate adjusted downwards to slightly above 80% in April
- ▶ Postponed key assets shutdowns

## Going forward

- ▶ No compromise on health and safety
- ▶ Ensure security of supply: oil products, gas, power
- ▶ Critical facilities: measures put in place for ensuring business continuity
- ▶ Extend work from home and flexible time, accelerating digitalization
- ▶ Implement CAPEX prioritization, cost reductions and portfolio optimization
- ▶ Committed to our progressive dividend policy

# Strong response to adjust to the weak market environment

**Reductions of  
~RON 1.8 bn**  
(2020 vs. 2019)

**Realized reductions  
of ~RON 0.6 bn<sup>3</sup>**  
(6m/20 vs. 6m/19)

## Reduced CAPEX

- Rephased and **optimized** long-term delivery **projects**
- Cut of non-committed CAPEX
- Focus on projects in development, decrease by >30% of number of wells to be drilled

RON 1.2 bn<sup>1</sup>  
(30%)<sup>2</sup>

RON 0.1 bn

## Reduced operating costs and E&A

- Postpone exploration activities (seismic acquisitions and exploration wells drilling)
- Reduction of consulting, advertising, electricity costs
- Hiring freeze, reduce overtime, training & travel

RON 0.3 bn<sup>1</sup>

RON 0.2 bn

## Other measures

- Contract re-negotiations
- Selling CO2 certificates
- Refining margin hedge

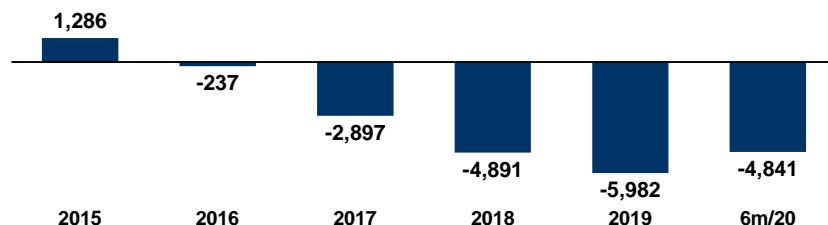
RON 0.3 bn<sup>1</sup>

RON 0.2 bn

<sup>1</sup> 2020 revised guidance vs. 2019 absolute amount; <sup>2</sup> Vs. 2019 and initial plan for 2020; <sup>3</sup> Total differs due to rounding

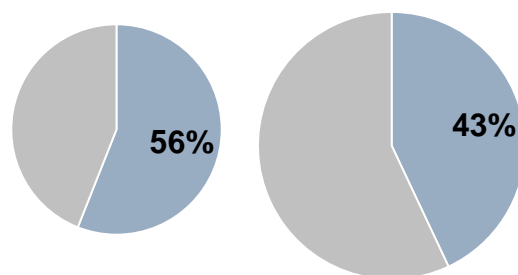
# Prepared to cope with challenges

**Net Debt/(Cash)**  
(RON mn)



- Strong balance sheet
- No gearing

**Group's Clean CCS Operating Result breakdown**  
(%)



- Integrated business model supports financial results

Average 2015-16 p.a.      Average 2017-19 p.a.

Urals price, USD/bbl

47

63

Refining margin, USD/bbl

7.8

6.2

■ Downstream    ■ Upstream & Other



# Outlook 2020



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# Sensitivities in 2020

OMV Petrom Group main sensitivities		Operating Result impact
Brent oil price	USD +1/bbl	~EUR +20 mn
Equity gas price	EUR +1/MWh	~EUR +20 mn
OMV Petrom indicator refining margin	USD +1/bbl	~EUR +25 mn
Exchange rates (EUR/USD)	USD appreciation by 5 USD cents	~EUR +30 mn

# Outlook 2020

Indicators	Actual 2019	Actual 6m/20	Assumptions/Targets 2020
Brent oil price	USD 64.21/bbl	USD 40.07/bbl	USD 40/bbl
Production	152 kboe/d	149 kboe/d	decline below 5% yoy <sup>1</sup>
Refining margin	USD 4.67/bbl	USD 4.36/bbl	USD <4/bbl (previously: USD >5/bbl)
CAPEX <sup>2</sup>	RON 4.2 bn	RON 1.6 bn	RON ~3.0 bn
FCF after dividends <sup>3</sup>	RON 1.7 bn	RON (1.2) bn	Negative

<sup>1</sup> Not including portfolio optimization; <sup>2</sup> CAPEX including capitalized exploration and appraisal and excluding acquisitions; <sup>3</sup> FCF before dividends is expected to be positive; as we kept unchanged the dividend proposal, FCF after dividends is expected to turn negative

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# FY19 results review



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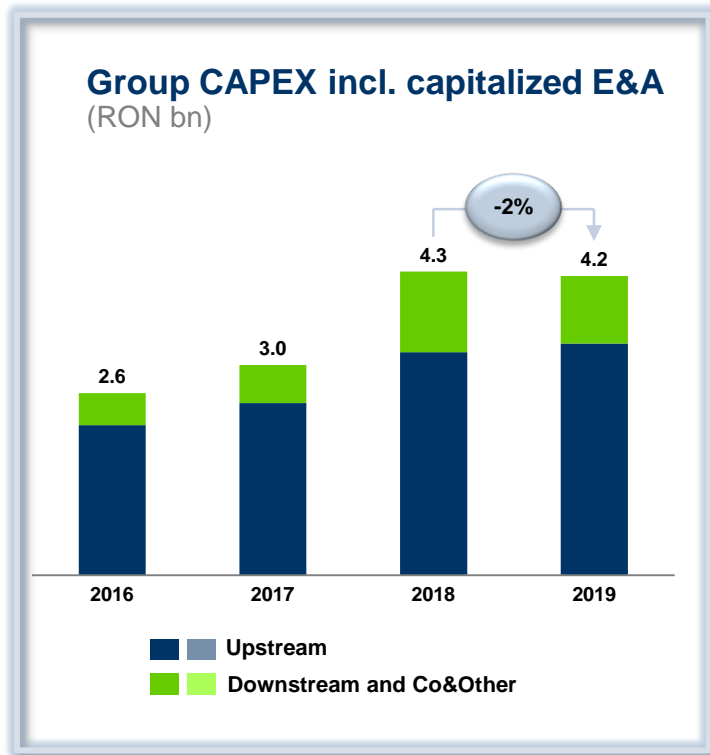


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# CAPEX and E&A



## CAPEX incl. capitalized E&A

- ▶ **2019 at RON 4.2 bn:**
  - ▶ 100 new wells and sidetracks
  - ▶ ~900 workovers
  - ▶ Shallow offshore drilling campaign
  - ▶ Coker Closed Blowdown system
  - ▶ CCPP Brazi planned shut down
  - ▶ Recognition of assets under IFRS 16 Leases

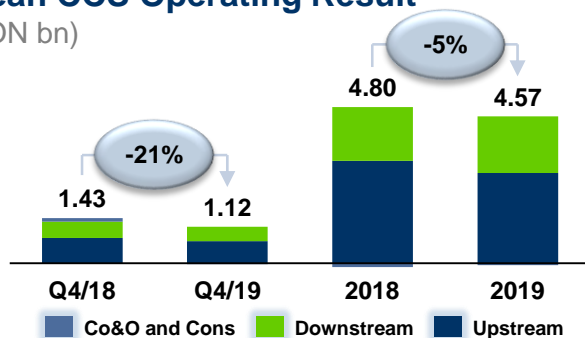
## E&A

- ▶ **2019 at RON 0.4 bn:**
  - ▶ 2 wells drilled in 2019
  - ▶ 4461 Totea South well production started in October

# Income Statement highlights

## Clean CCS Operating Result

(RON bn)

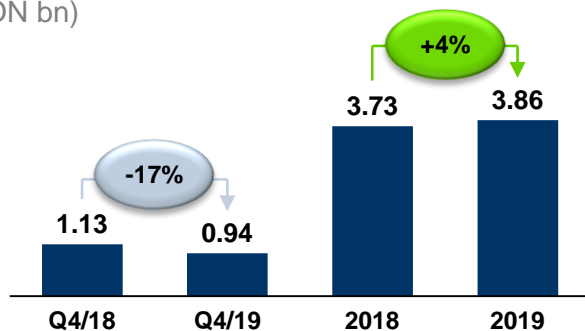


► Q4/19 Clean CCS Operating Result reflects:

- Lower oil prices
- Higher sales volumes of fuels and gas
- Favorable FX development and prices for natural gas

## Clean CCS Net Income<sup>1</sup>

(RON bn)



► Q4/19 Clean CCS Net Income reflects:

- Lower Clean CCS Operating Result
- Higher Financial Result

<sup>1</sup> Attributable to stockholders of the parent

# Special items and CCS effect

RON mn	Q4/19	Q4/18	2019	2018
<b>Clean CCS Operating Result</b>	<b>1,120</b>	<b>1,426</b>	<b>4,573</b>	<b>4,804</b>
CCS effects: Inventory holding gains / (losses)	17	(81)	42	186
Special items	(89)	406	(370)	223
Thereof Upstream	(204)	340	(255)	306
Downstream Oil	(6)	13	(204)	9
Downstream Gas	129	60	156	(73)
<b>Operating Result</b>	<b>1,049</b>	<b>1,751</b>	<b>4,245</b>	<b>5,213</b>

## Q4/19



- ▶ Gain from forward contracts in Downstream Gas



- ▶ Impairment of assets held for sale in Upstream

## 2019



- ▶ Gain from forward contracts in Downstream Gas

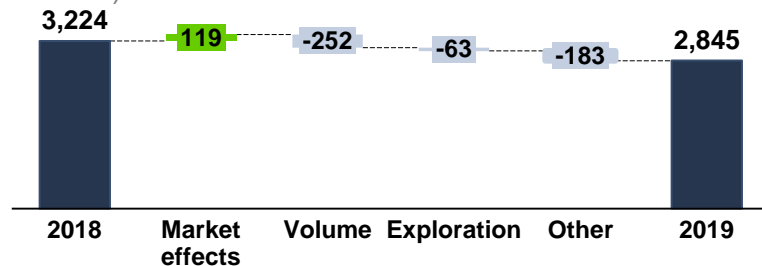


- ▶ Impairment of assets held for sale in Upstream
- ▶ Estimated soil remediation costs in relation to Arpechim refinery

# Clean CCS Operating Result

## Upstream

(RON mn)



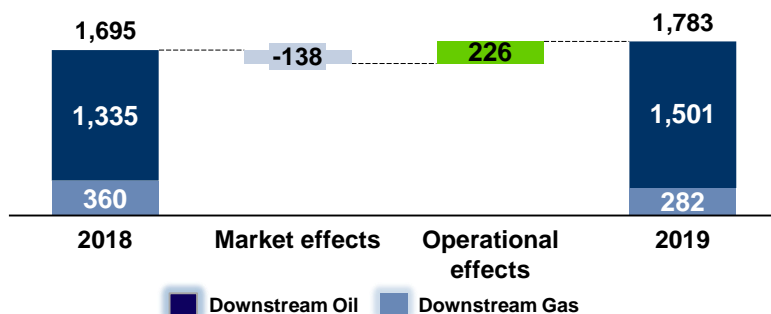
- ▶ Favourable FX
- ▶ Higher realized gas prices
- ▶ Clarification of a tax topic



- ▶ Lower crude prices
- ▶ Sales volumes -4%

## Downstream

(RON mn)



- ▶ 97% refining utilization rate
- ▶ 2018 refinery turnaround low base
- ▶ Refined products sales +10%
- ▶ Higher gas sales volumes

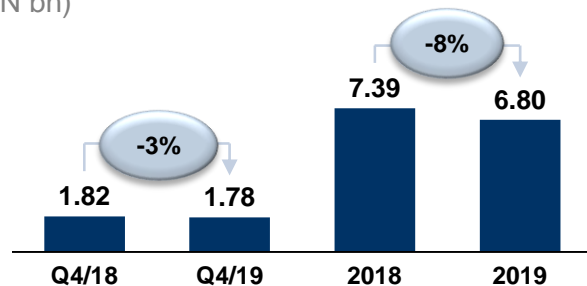


- ▶ Lower refining margins

# Cash Flow highlights

## Cash Flow from Operating Activities

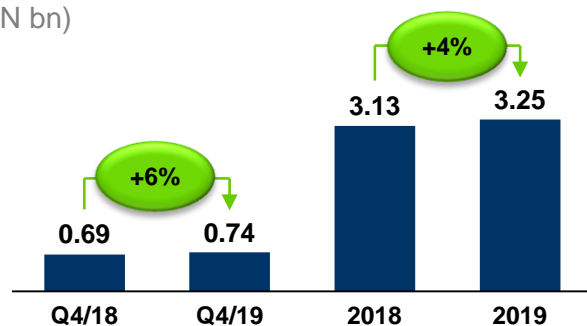
(RON bn)



- Q4/19 CFO: lower decrease than Operating Result due to higher depreciation and impairments

## Free Cash Flow

(RON bn)

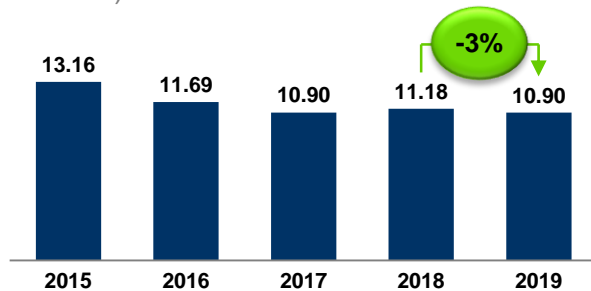


- Q4/19 CFO<sup>1</sup> -3% yoy
- Q4/19 CFI<sup>2</sup> -8% yoy

<sup>1</sup> Cash Flow from Operating Activities; <sup>2</sup> Cash flow from investing activities

# Upstream KPIs

## OPEX<sup>1</sup> (USD/boe)

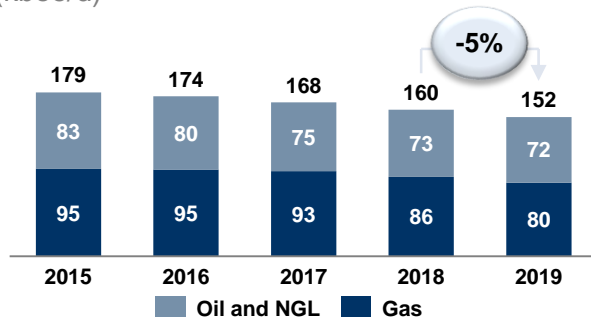


## Key drivers 2019 vs. 2018

Lower OPEX, in USD/boe terms, -3%:

- ▶ Favourable FX
- ▶ Lower production available for sale

## Hydrocarbon production (kboe/d)



Total Upstream production -5%, due to:

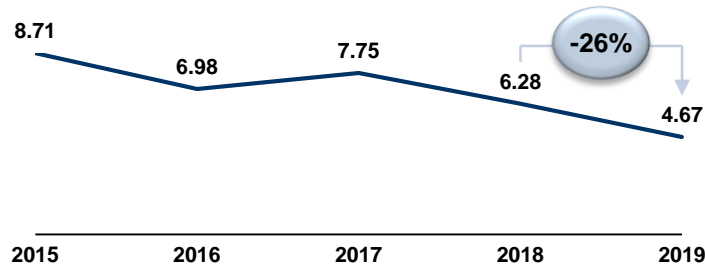
- ▶ Natural decline
- ▶ Surface works
- ▶ Marginal fields divestments
- ▶ Contribution from new wells

<sup>1</sup> OMV Petrom aligned the production cost definition with its industry peers. Administrative expenses and selling and distribution costs are excluded from 2017 onwards. 2016 OPEX figures were re-calculated accordingly. Previous years' figures were not recalculated.



# Downstream Oil KPIs

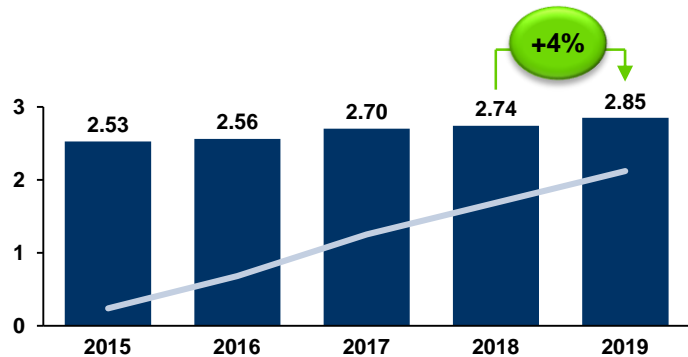
## OMV Petrom Indicator refining margin (USD/bbl)



## Key drivers 2019 vs. 2018

- ▶ Refining margin -26% due to lower products spreads

## Retail sales volumes (left, mn t) and Operating Result per filling station (right)



- ▶ Refined product sales +10% following 2018 refinery turnaround
- ▶ Retail sales +4% driven by higher demand
- ▶ Operating result per filling station +12%

# Downstream Gas KPIs

## Gas sales volumes

(TWh)

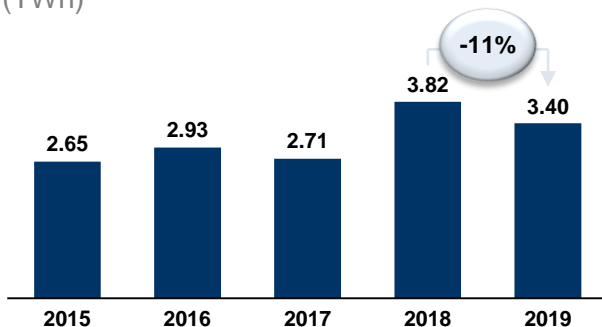


## Key drivers 2019 vs. 2018

- ▶ Higher gas sales volumes, built on third party acquisitions
- ▶ Gas sales to regulated market: 12.51 TWh

## Net electrical output

(TWh)



- ▶ Lower net electrical output
- ▶ Power sales to regulated market: 1.14 TWh
- ▶ Still positive spark spreads, although lower yoy

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# Appendix



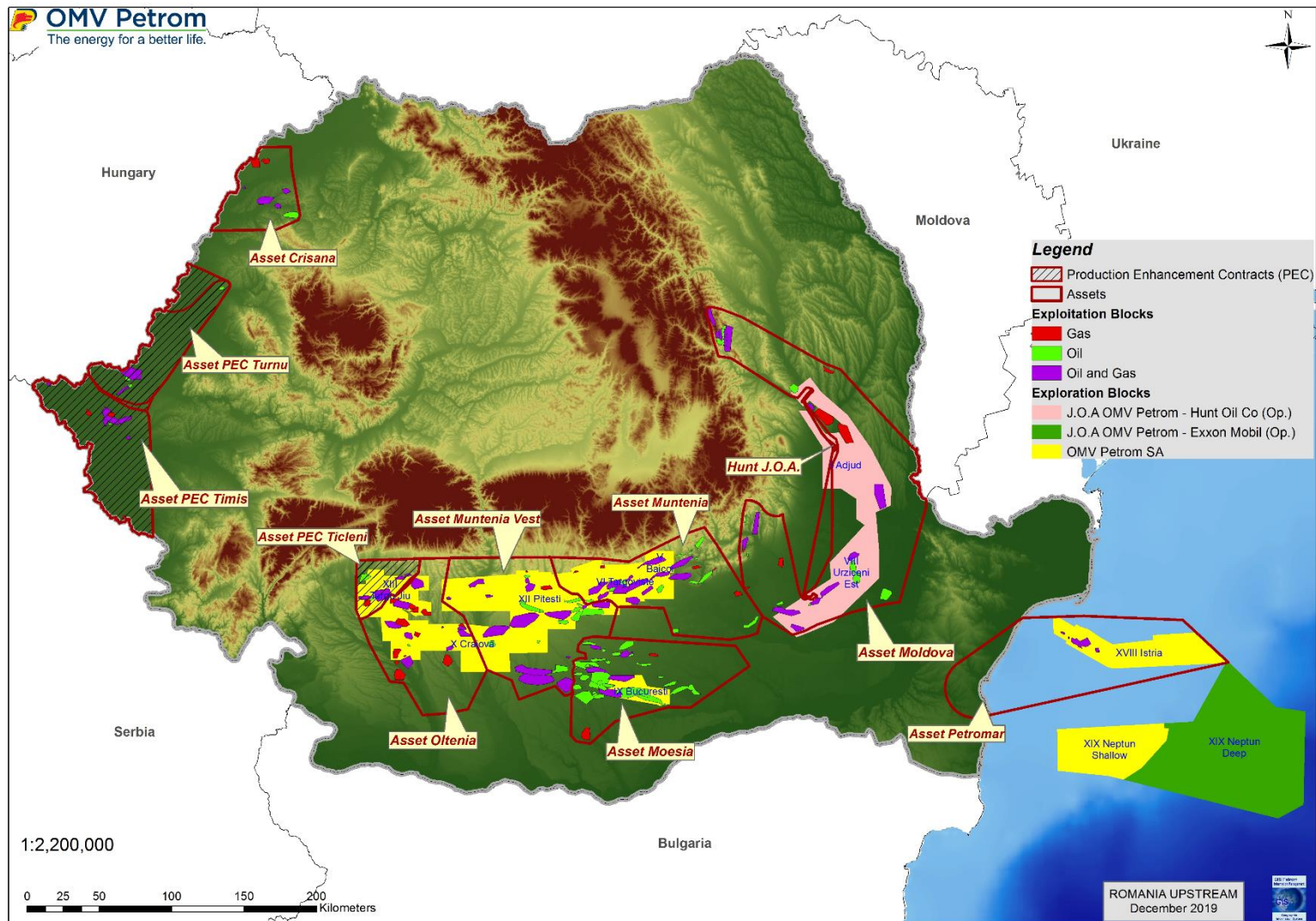
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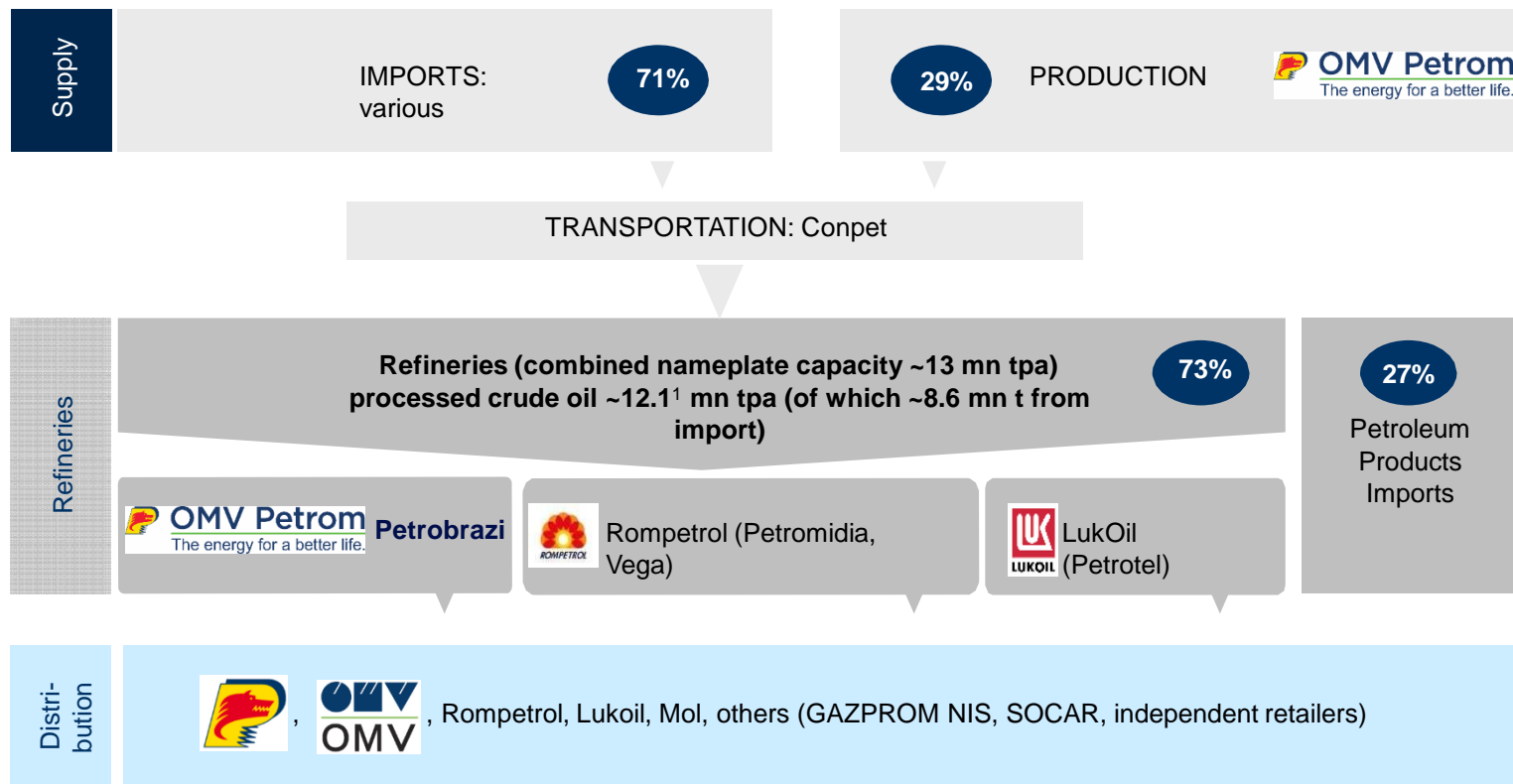
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# Upstream Romania map



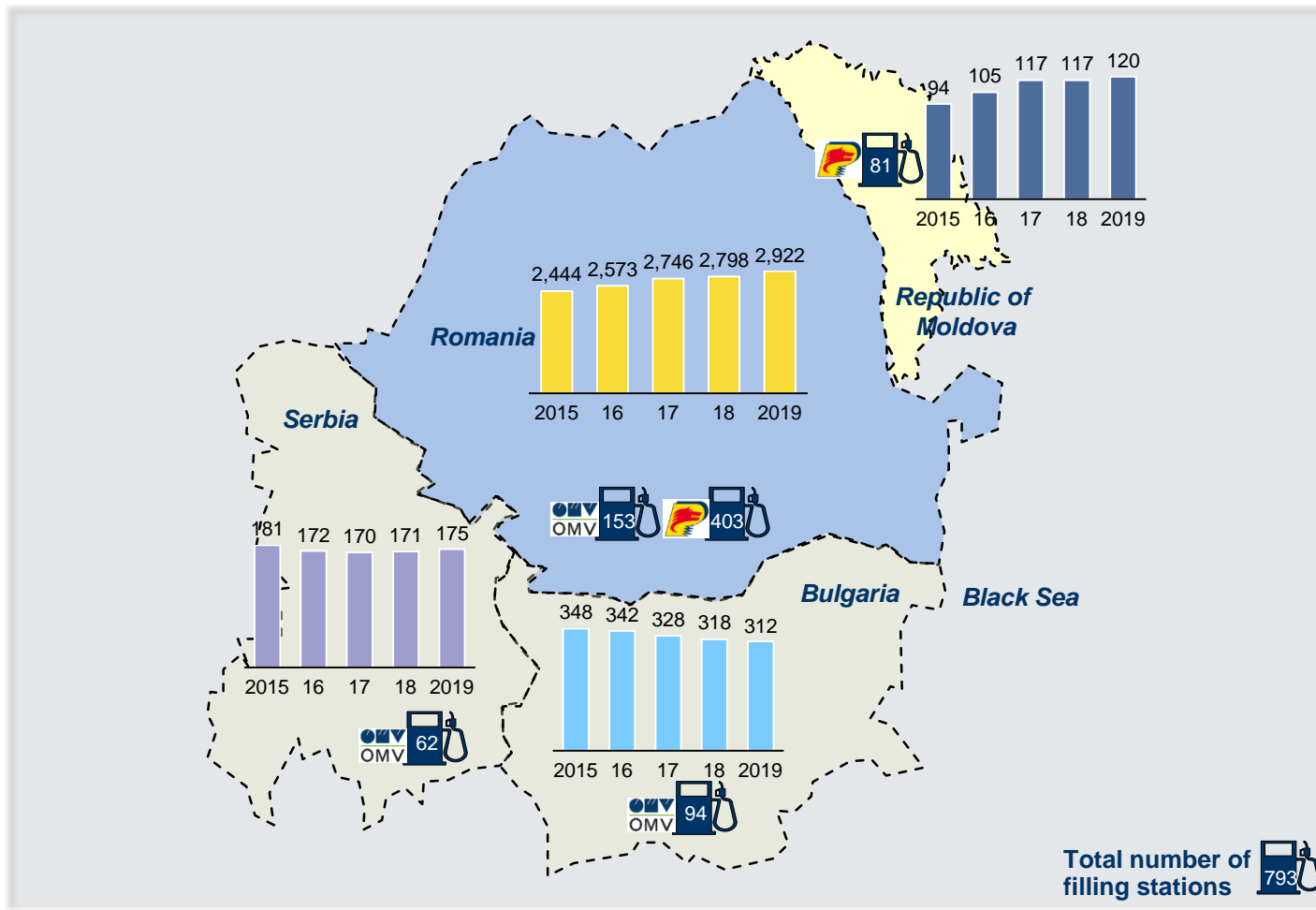
# Romanian oil market overview in 2019



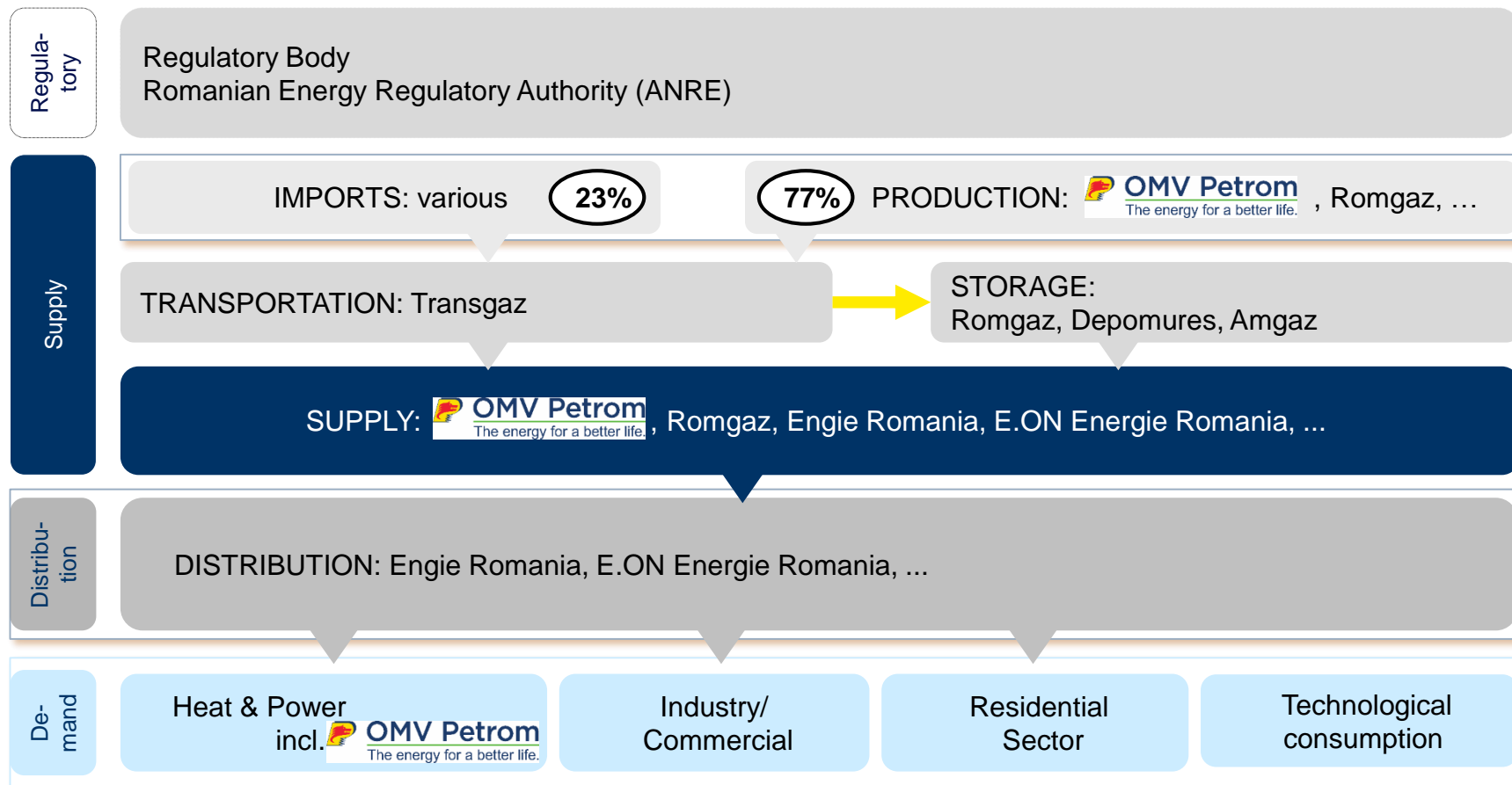
<sup>1</sup> Only crude oil processed (other feedstock not included). Data source: National Institute of Statistics (INS) and OMV Petrom calculations



# OMV Petrom Group fuel retail sales (mn l)

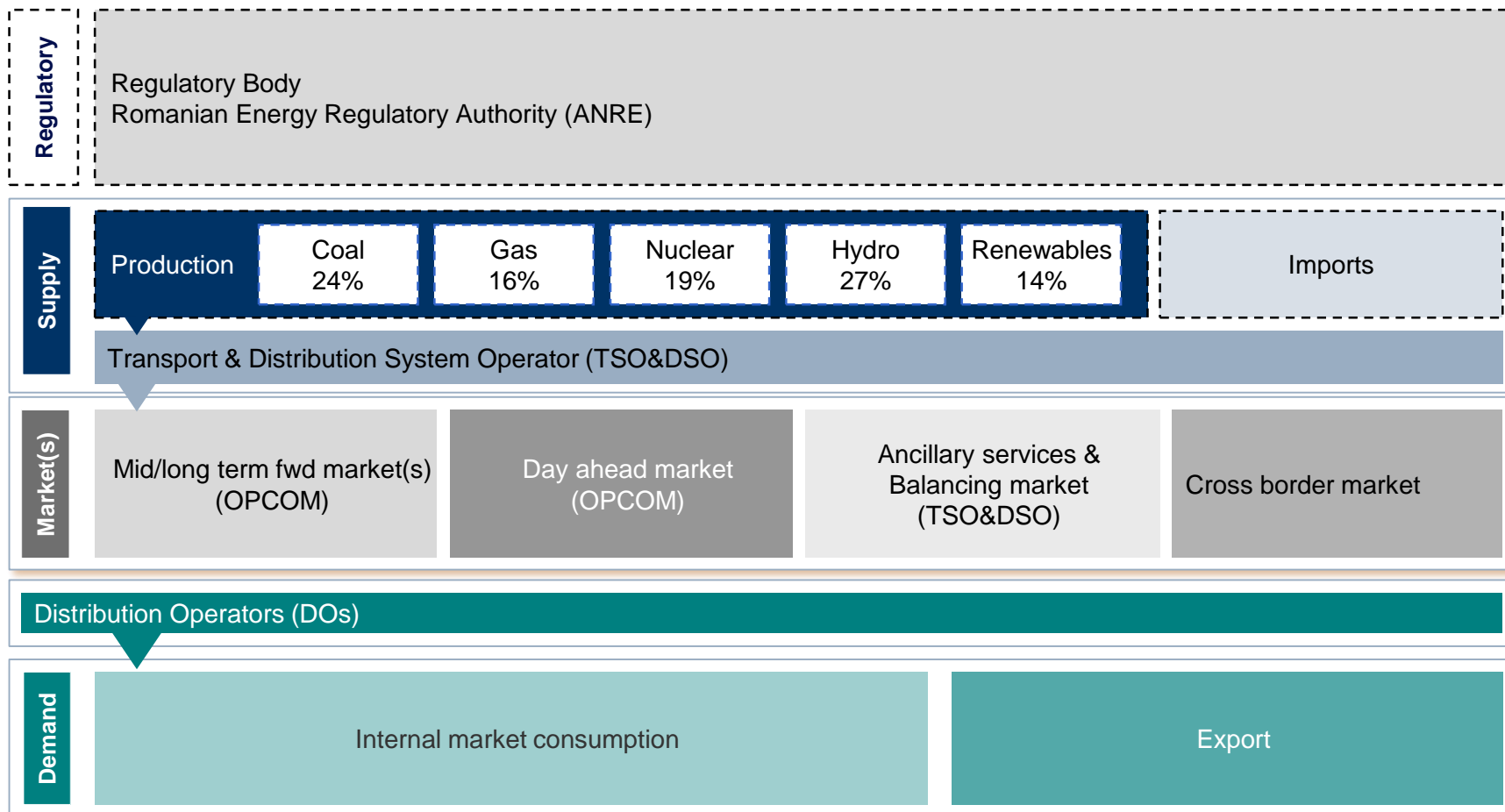


# Romanian gas market overview in 2019



Data source: ANRE monthly monitoring reports 2019

# Romanian power market overview in 2019



Data source: Transelectrica real-time system data, may be subject to change

# Cash flow Statement

RON mn	2015	2016	2017	2018	2019
Cash flow from operating activities (CFO)	5,283	4,454	5,954	7,385	6,803
Thereof, Change in net working capital (NWC)	146	-27	-199	32	-256
Cash flow from investing activities (CFI)	-4,953	-2,896	-2,446	-4,261	-3,556
Cash flow from financing activities (CFF), of which	-794	-376	-1,524	-1,495	-1,844
Dividends paid	-631	-1	-842	-1,123	-1,516
Cash and equivalents at end of period	813	1,996	3,979	5,609	7,014
Free cash flow (FCF)	329	1,559	3,508	3,125	3,246
Free cash flow after dividends	-301	1,558	2,666	2,002	1,730

# Income Statement

RON mn		2015	2016	2017	2018	2019
Sales <sup>1</sup>		18,493	16,647	19,435	22,523	25,485
Clean CCS Operating Result		2,529	1,700	3,273	4,804	4,573
Thereof	Upstream	919	575	1,674	3,224	2,845
	Downstream Oil	1,315	1,112	1,533	1,335	1,501
	Downstream Gas	-145	11	220	360	282
	Corporate and Other	-68	-62	-74	-87	-89
	Consolidation	509	65	-80	-28	34
Operating Result		-522	1,476	3,270	5,213	4,245
Financial result <sup>1</sup>		-204	-211	-366	-299	32
Taxes		36	-227	-415	-836	-642
Net income <sup>2</sup>		-676	1,043	2,491	4,078	3,635
Clean CCS net income <sup>2</sup>		1,801	1,162	2,488	3,728	3,863

<sup>1</sup> Restated to reflect the new Income Statement structure; <sup>2</sup> Attributable to stockholders of the parent



# Operating Result

RON mn		2015	2016	2017	2018	2019
<b>Clean CCS Operating Result</b>		<b>2,529</b>	<b>1,700</b>	<b>3,273</b>	<b>4,804</b>	<b>4,573</b>
Thereof	Upstream	919	575	1,674	3,224	2,845
	Downstream Oil	1,315	1,112	1,533	1,335	1,501
	Downstream Gas	-145	11	220	360	282
	Corporate and Other	-68	-62	-74	-87	-89
	Consolidation	509	65	-80	-28	34
<b>Operating Result</b>		<b>-522</b>	<b>1,476</b>	<b>3,270</b>	<b>5,213</b>	<b>4,245</b>
Thereof	Upstream	-1,815	401	1,661	3,531	2,589
	Downstream Oil	1,230	1,289	1,681	1,385	1,475
	Downstream Gas	-216	3	86	286	438
	Corporate and Other	-68	-65	-76	-106	-156
	Consolidation	346	-153	-82	116	-102

# Key financial indicators (consolidated) – restated<sup>1</sup>

in RON mn	2016	2017	2018	2019	Q1/19	Q2/19	Q3/19	Q4/19	Q1/20	Q2/20
Sales	16,647	19,435	22,523	25,485	5,420	5,900	6,869	7,296	6,086	3,984
Clean CCS Operating Result	1,700	3,273	4,804	4,573	1,227	998	1,228	1,120	975	276
Operating Result <sup>2</sup>	1,476	3,270	5,213	4,245	1,288	969	939	1,049	830	143
Operating result before depreciation	4,940	6,854	8,085	7,879	2,043	1,868	1,859	2,109	1,696	955
Clean CCS net income attributable to stockholders	1,162	2,488	3,728	3,863	1,056	845	1,024	938	760	317
Net income attributable to stockholders	1,043	2,491	4,078	3,635	1,151	823	785	875	653	214
Cash flow from operating activities	4,454	5,954	7,385	6,803	1,505	1,429	2,094	1,775	1,358	1,230
Free cash flow after dividends	1,558	2,666	2,002	1,730	666	-1,053	1,383	734	136	-1,239
Non-current assets	35,129	33,727	33,549	34,933	34,036	34,231	35,163	34,933	34,728	35,068
Total equity	26,706	28,421	31,368	33,501	32,538	31,823	32,619	33,501	34,408	32,804
Net debt / (cash)	-237	-2,897	-4,891	-5,982	-5,237	-4,160	-5,394	-5,982	-6,095	-4,841
CAPEX	2,575	2,969	4,289	4,225	826	887	1,079	1,432	958	611
Gearing ratio	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Clean CCS EPS (RON)	0.0205	0.0439	0.0658	0.0682	0.0186	0.0149	0.0181	0.0166	0.0134	0.0056
EPS (RON)	0.0184	0.0440	0.0720	0.0642	0.0203	0.0145	0.0139	0.0154	0.0115	0.0038
Clean CCS ROACE	5%	10%	14%	14%	15%	16%	15%	14%	13%	10%
Payout ratio	81%	45%	38%	48%						
Dividend per share (gross, RON)	0.0150	0.0200	0.0270	0.031						
Employees at the end of the period	14,769	13,790	13,201	12,347	12,853	12,767	12,611	12,347	12,135	11,938
<b>NBR rates</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>Q1/19</b>	<b>Q2/19</b>	<b>Q3/19</b>	<b>Q4/19</b>	<b>Q1/20</b>	<b>Q2/20</b>
EUR/RON average	4.49	4.57	4.65	4.75	4.74	4.75	4.73	4.77	4.80	4.84
USD/RON average	4.06	4.05	3.94	4.24	4.17	4.22	4.26	4.31	4.35	4.39

<sup>1</sup> Restated to reflect the new Income Statement structure; <sup>2</sup> Specific Upstream taxes in Romania for 2018 amounted to RON 1,206 mn, representing 13.1% of total Upstream hydrocarbon revenues, and include royalties (RON 831 mn) and supplementary oil and gas taxation (RON 375 mn). Specific Upstream taxes in Romania for 2019 amounted to RON 1,227 mn, representing 13.5% of total Upstream hydrocarbon revenues, and include royalties (RON 707 mn), supplementary oil and gas taxation (RON 473 mn) and 2% ANRE contribution for gas production activities (RON 47 mn). For 2019, the 2% ANRE contribution for gas supply and electricity production and supply activities was in amount of RON 45 mn; Specific Upstream taxes in Romania for 6m/20 amounted to RON 524 mn, representing 16.9% of total Upstream hydrocarbon revenues, and include royalties (RON 297 mn) and supplementary oil and gas taxation (RON 227 mn).

# Contact Investor Relations

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**2020 Financial Calendar:**

**October 29:** Q3 2020 results