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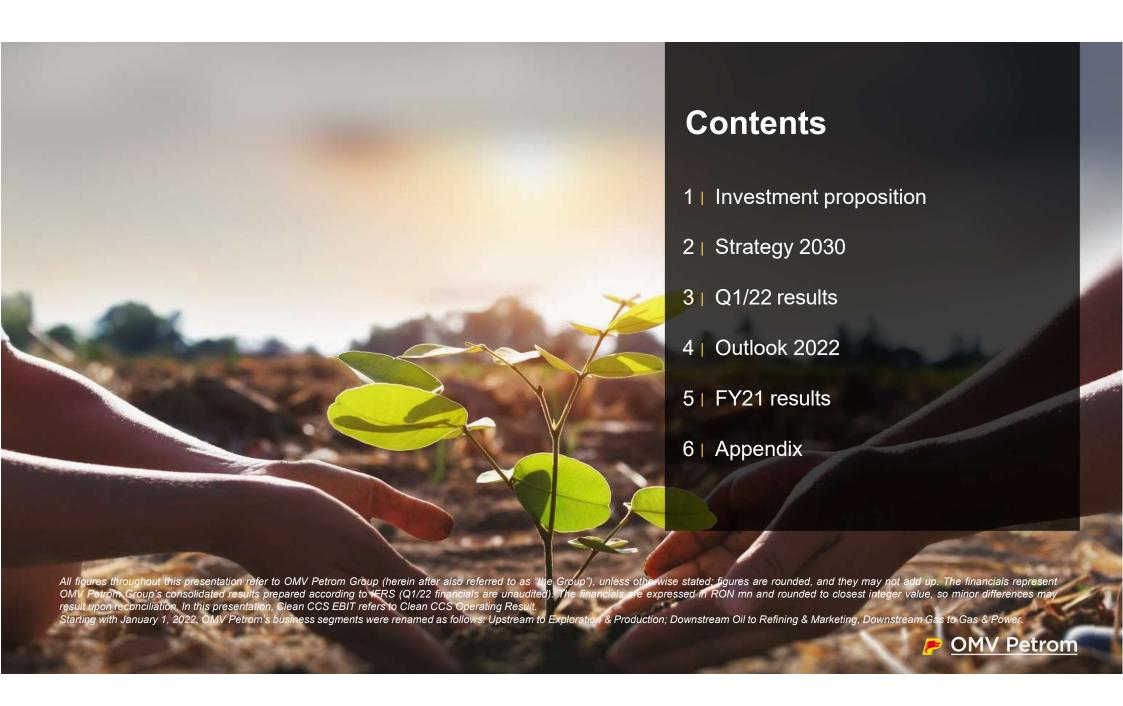
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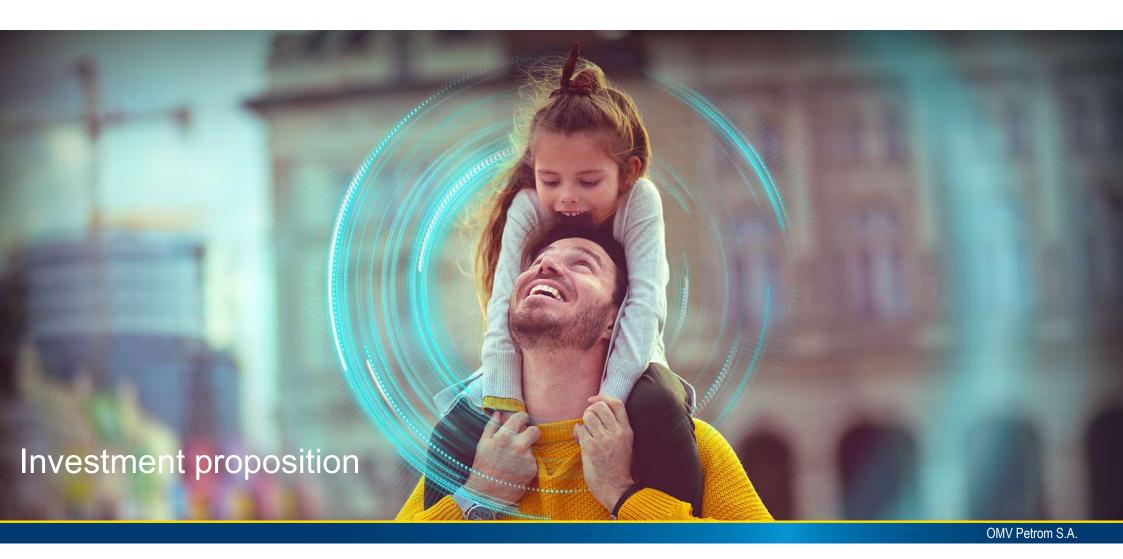
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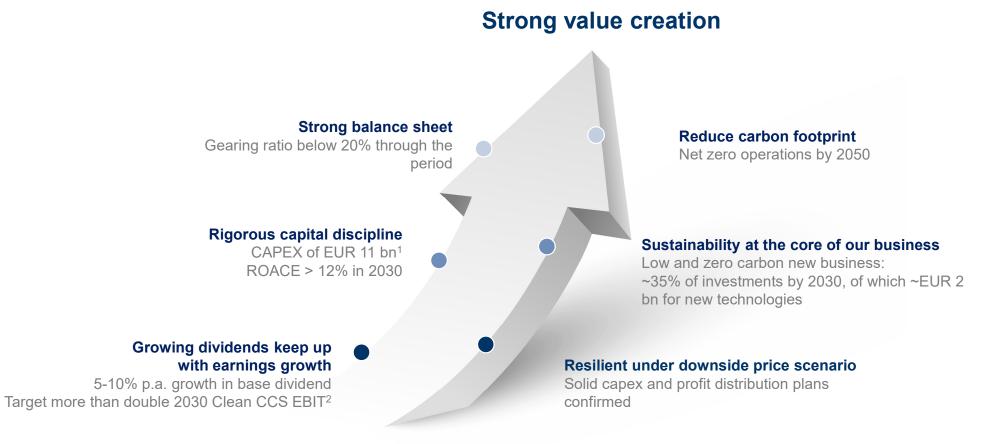








# OMV Petrom investment proposition: growth, dividends and sustainability



<sup>&</sup>lt;sup>1</sup> Cumulated over 2022-2030 period; <sup>2</sup> Vs. 2020; base case price assumptions (2022 – 2030): Brent oil 65-70 USD/bbl and refining margin: 5-6 USD/bbl.



# Committed to highly competitive dividend distribution over the strategic cycle





#### **Special dividends**

In favorable market environment, at management discretion, provided that our CAPEX plans are funded.

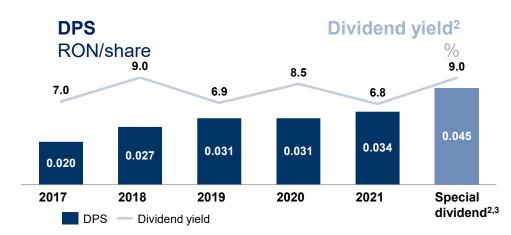
€

# Dividends % of operating cash flow<sup>1</sup>





Committed to deliver a competitive shareholder return throughout the business cycle, including paying a **progressive dividend**, in line with financial performance and investment needs, considering the long-term financial health of the Company.



<sup>&</sup>lt;sup>1</sup> Base case price assumptions (2022-2030): Brent oil: 65-70 USD/bbl and refining margin: 5-6 USD/bbl; weight calculated as total dividends per cumulative operating cash flows for 2022-2030;



<sup>&</sup>lt;sup>2</sup> Calculated based on the closing share price as of the last trading day of the respective year; <sup>3</sup> Subject to GMS approval on 26 July

## **Our business model**





All data refers to 2021

# Shareholder structure and capital market environment

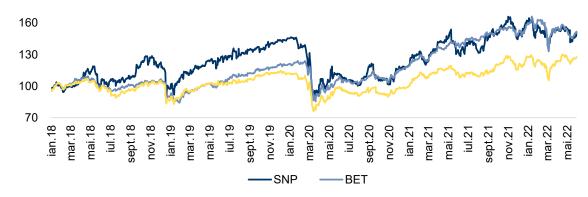
# OMV Petrom S.A. shareholder structure<sup>1</sup> %



- **OMV**<sup>2</sup>: Austria's leading integrated international oil and gas company
- Romanian State, no special rights attached
- Others<sup>3</sup>: 28.35%; including Fondul Proprietatea<sup>4</sup> listed fund with ~84% of AUM invested<sup>5</sup> in the energy sector

### 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-May 2022	116,794

<sup>&</sup>lt;sup>1</sup> As of May 13, 2022; <sup>2</sup> Shareholder since December 2004; <sup>3</sup> Premium tier on the Bucharest Stock Exchange and main market on the London Stock Exchange; <sup>4</sup> After the ABB from January 17, 2022, Fondul Proprietatea holds 2.981% of OMV Petrom shares; <sup>5</sup> As of end April 2022; <sup>6</sup> Rebased quotations on the Bucharest Stock Exchange; <sup>7</sup> 1 GDR = 150 ordinary shares







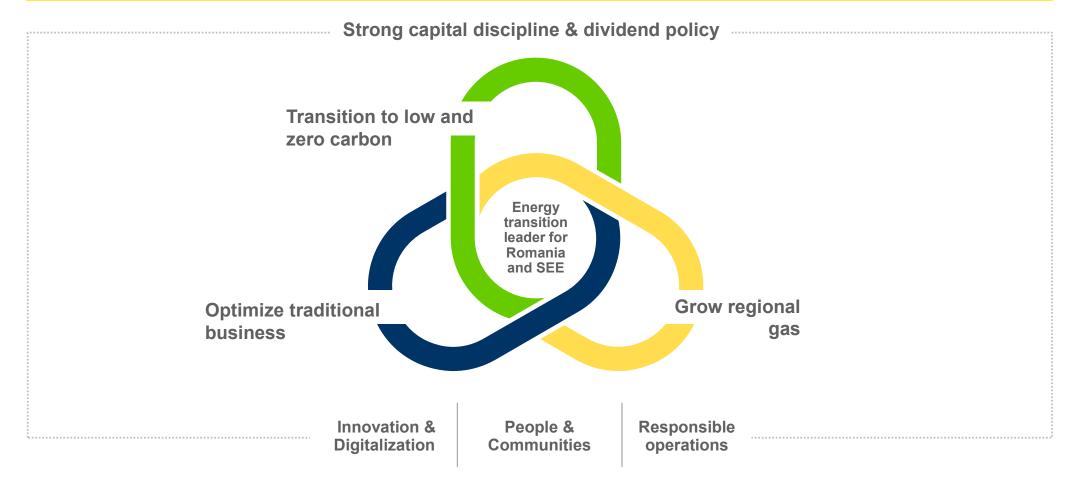
# OMV Petrom: transforming for a lower carbon future

- ▶ We will lead the energy transition in South-East Europe, capitalizing on emerging market opportunities
- ▶ Romania is among the fastest growing economies in Europe, driving increasing energy demand
- ▶ OMV Petrom is well placed to meet this demand with lower carbon Black Sea gas and significant investment in renewable power, biofuels, alternative mobility and new technologies
- ► We are committed to achieve **Net Zero operations by 2050**
- ▶ By 2030 we will reduce the carbon emissions of our operations by ~30%¹, gas will make up 70% of our hydrocarbon production and ~35% of our capex will shift to low and zero carbon business
- Combined with a disciplined approach to capital allocation, we will generate significant free cash flow with strong growth in profits – supporting our investments across the business and delivering strong returns for shareholders through the decade
- ▶ We maintain a relentless focus on our stakeholders: employees, communities, customers and shareholders



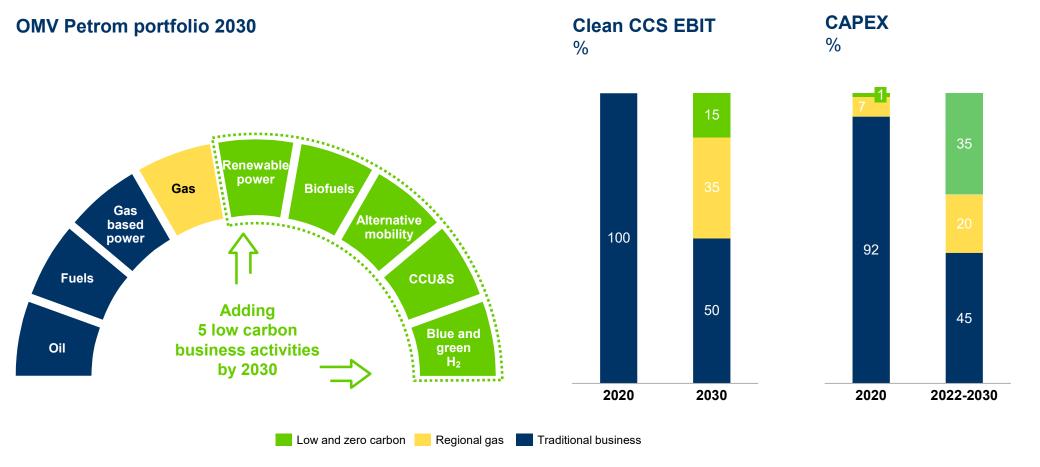


# **OMV Petrom Strategy 2030: Transforming for a lower carbon future**





# **OMV** Petrom: Building a diversified, integrated energy transition business







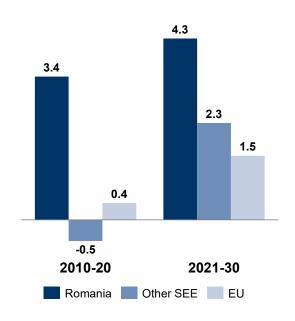


# Romania is one of Europe's fastest growing economies, in a rapidly changing energy context

**European energy environment is going through significant transformation** 



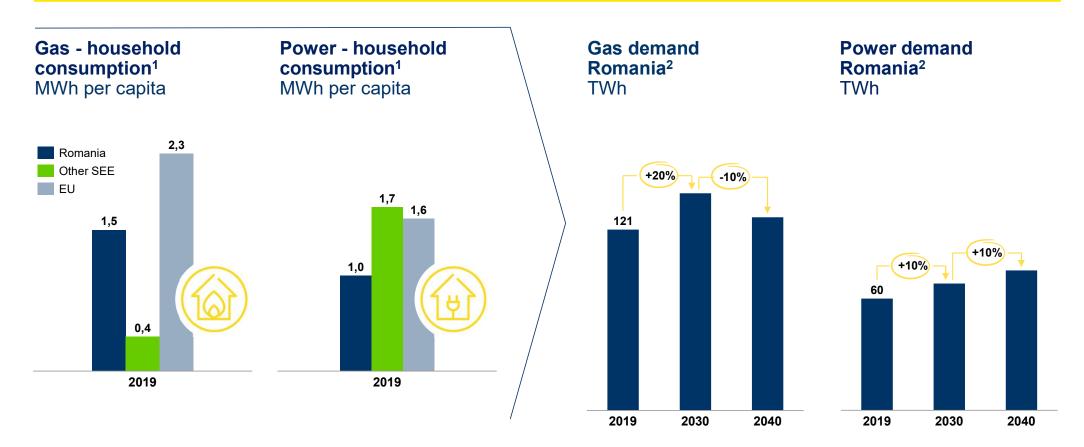
Romanian GDP per capita set to grow<sup>1</sup> CAGR, %



<sup>&</sup>lt;sup>1</sup> Source: EU Fit for 55 program; Eurostat, the IMF and internal estimates; Other SEE excludes Romania but includes: Bulgaria, Serbia, Cyprus and Greece



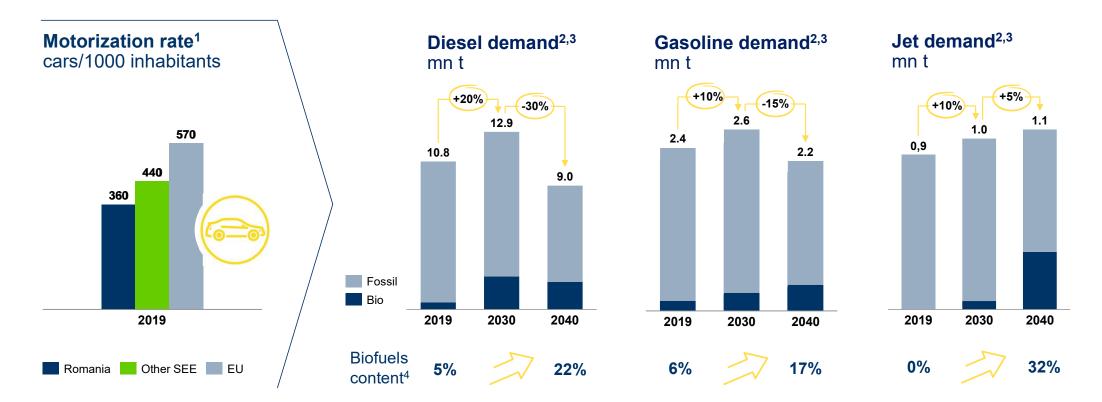
## Strong growth in energy demand in Romania to 2030



<sup>&</sup>lt;sup>1</sup> Other SEE excludes Romania but includes: Bulgaria, Serbia, Cyprus and Greece; Source: Eurostat; <sup>2</sup> 2019 gas and power demand statistics based on ANRE/Transelectrica official data; gas and power estimates based on internal data and forecasts

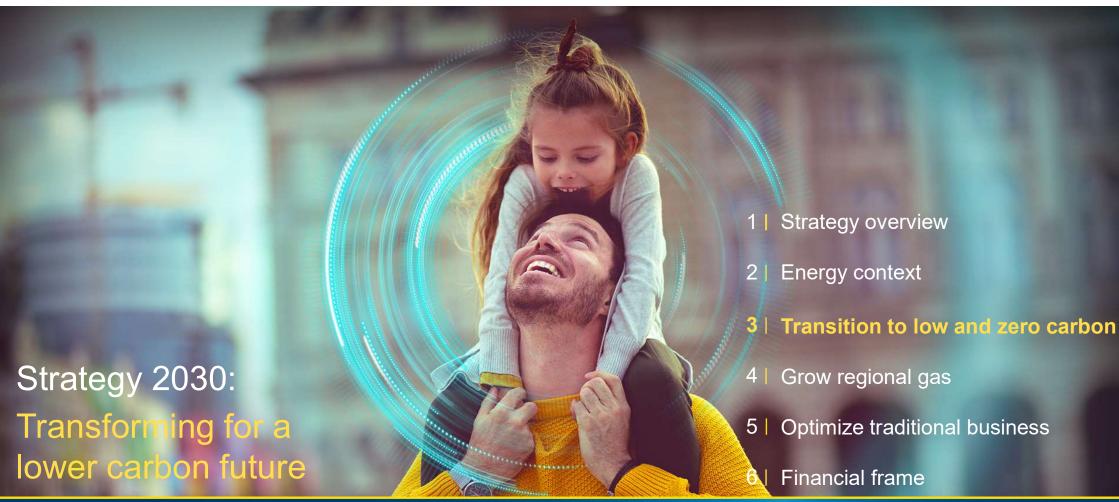


# Economic growth and rising living standards drive fuel consumption growth to 2030



<sup>&</sup>lt;sup>1</sup> Source: Motorization rate: ACEA – European Automobile Manufacturers Association; Other SEE excludes Romania but includes: Bulgaria, Serbia, Cyprus and Greece; <sup>2</sup> Energy demand: OMV Petrom internal data and forecasts; Data refer to OMV Petrom operating region which includes Romania, Bulgaria, Moldova and Serbia; <sup>3</sup> Scaling of the bar charts is not equal; <sup>4</sup> Internal estimates









## **Key directions to decarbonization**

**Decarbonize current operations** 

**Expand lower carbon gas business** 

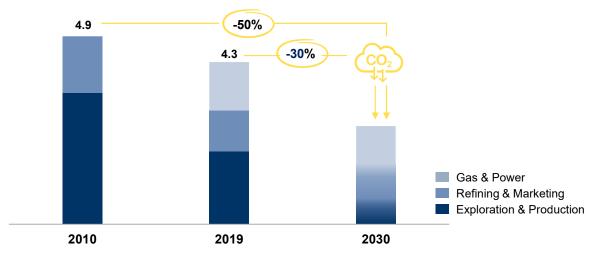
Pursue new low and zero carbon business opportunities



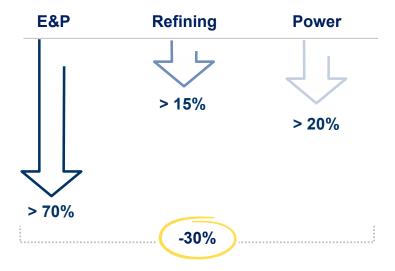


## Paving the way to Net Zero operations in 2050

Scope 1 –  $2^1$  emissions mn t  $CO_2$  eq



Scope 1 – 2 carbon intensity<sup>2</sup> reduction %



#### Actions aimed at reducing Scope 1 & 2 by 2030

- Achieve less than 0.2% methane intensity
- ▶ Detect and **reduce fugitive emissions** in E&P and R&M
- Phase out existing and no new projects with routine flaring and venting
- ► Portfolio optimization in E&P
- Produce electricity from associated gases or thermal energy and generate renewable power for own consumption

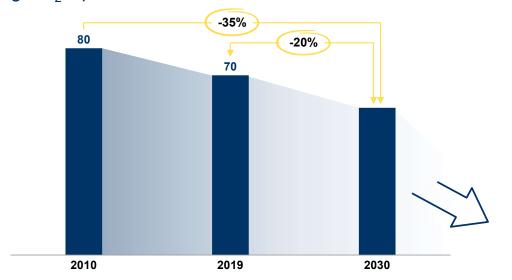
<sup>&</sup>lt;sup>1</sup> Scope 1 = direct emissions from operations that are majority-owned or controlled by the organization; Scope 2 = indirect GHG emissions associated with the purchase of electricity, steam, heat etc.: <sup>2</sup> Vs. 2019



# 0

## Carbon intensity of energy supply to drop ~20% by 2030

**Scope 1 – 3** Net carbon intensity of energy supply g CO<sub>2</sub> eq/MJ



- ➤ ~ 20% reduction in Scope 1-3 carbon emissions¹
- ► EU Taxonomy eligible CAPEX to reach 35%²
- ► Lower and zero carbon energy for customers, to account for ~60% in total products sold in 2030

#### Focused actions to decrease emissions

- ▶ Increased equity gas sales, the cleanest fossil fuel
- ► New technologies (mainly CCU&S and H₂)

- **▶** Carbon offsetting measures
- ► Selective presence into the most profitable sales channels

<sup>&</sup>lt;sup>1</sup> 2030 vs 2019; Carbon intensity of energy supply = Total emissions (all Scope 1 + all Scope 2 + all Scope 3 for energy products only) / Energy Supply; <sup>2</sup> By 2030



# Well positioned to capture Romania's solar potential and develop a renewable power portfolio



# Renewable power

#### **Photovoltaic**

### **Opportunities**

#### Romania: the highest solar potential in the region

- ➤ > 10% contribution to the 2030 total estimated solar capacities in Romania¹
- ▶ Build on our 10-year experience in the power market
- Opportunity to offer green electricity to our customers and long-term power purchase agreements (PPAs)
- Optimization of balancing services based on the integration with Brazi power plant

# **OMV Petrom target total capacity, including partnerships, GW**



<sup>&</sup>lt;sup>1</sup> 7.4 GW estimated total solar capacities in 2030 in Romania by the European Commission, Policy scenario for delivering the European Green Deal, MIX scenario (MIX scenario - relies on both carbon price signal extension to road transport and buildings and intensification of energy and transport policies)



# Biofuels to exceed 15% in our total fuel production in 2030



Biofuel	Opportunities	OMV Petrom target capacity, kt/year		
Advanced ethanol: Cellulosic ethanol from straws	<ul> <li>Romania: unique combination of straw availability and cost</li> <li>Upgrading agricultural residues with potential for carbonnegative ethanol when combined with CCS</li> </ul>	0	50	150
	Ethanol <sup>1</sup> expected to grow as a blend in gasoline, optional feed for SAF <sup>2</sup> and green petrochemicals	2022	2023	2030
Sustainable aviation fuel and renewable diesel: SAF/HVO <sup>1</sup>	<ul> <li>Romania: strong agriculture sector and opportunity to upgrade agricultural products waste to high value SAF/HVO²</li> <li>Flexibility between SAF or HVO</li> <li>Best option can be ensured based on aviation fuel/diesel market evolution</li> </ul>	2022		<b>450</b> 2030

<sup>&</sup>lt;sup>1</sup> The only uncapped biofuel; <sup>2</sup> SAF/HVO: sustainable aviation fuel (bio jet) and hydrotreated vegetable oil



## Future mobility: capturing new energy mix opportunities

#### **Electro Mobility**

Grow e-mobility offer and become the preferred partner for electric fleets

### H<sub>2</sub> mobility



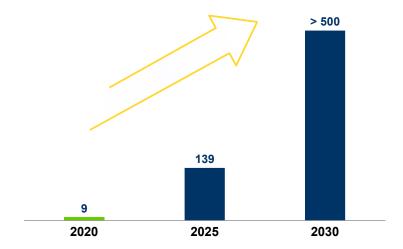
Active contribution to the development of H2 mobility - solution to decarbonize heavy duty transport

#### **Gas Mobility**



Position for regional LNG mobility leadership and value driven CNG investments. Leverage on our proven concept of integration to generate growth in gas mobility

### Charging points with alternative fuels





## Unique opportunities in new energy technologies



- ▶ Romania: significant on- & offshore long-term CO₂ storage potential to be evaluated
- OMV Petrom holds in-depth knowledge of geological structures
- ▶ Potential partnering with hard-to-abate industries
- ► Evaluate CO₂ capture and storage demonstration project
- Test CO<sub>2</sub> capture and utilization technology in Petrobrazi refinery



- Romania: gas production and renewable energy availability opportunity for blue and green H<sub>2</sub> production
- ▶ OMV Petrom to become an integrated H₂ player, long term
- ► H<sub>2</sub> to decarbonize own operations, other industries, used as feedstock and fuel in mobility
- Invest in green and blue H<sub>2</sub> production technologies
- Test new technologies, such as methane pyrolysis

### **OMV Petrom targets – CCS and H<sub>2</sub>**

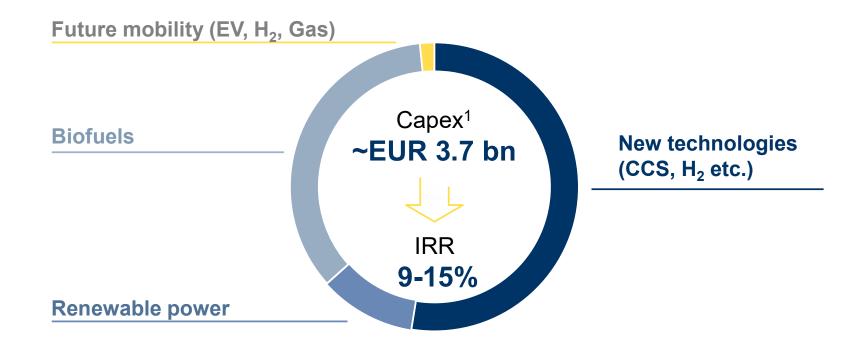
2022-2025: Technical feasibility, commercial evaluation, and assessment of partnerships opportunities

Development and implementation



### Investing in low and zero carbon businesses generating attractive return





<sup>&</sup>lt;sup>1</sup> Projects selection and prioritization will be based on risk and return assessments, including regulatory developments, that might end up in different allocation between technologies, within the ~EUR 3.7 bn capex plan







# Neptun Deep: a strategic gas project for OMV Petrom



	OWV Petror	n's perspective <sup>1</sup>
FID <sup>2</sup> end-year	2023	recoverable resources
irst Gas <sup>2</sup>	2027	Net to OMV Petrom
Production at plateau kboe/d	~70	Development < 2 CAPEX EUR bn
	Net to OMV Petrom	Net to OMV Petrom

- Operator¹: OMV Petrom ► I
- ► JV ownership¹: 50% OMV Petrom, 50% Romgaz
- ► Block area: ~7,500 sq-km
- Development area water depth:

100 – 1,000 m



# **Build additional opportunities in the Black Sea**





New offshore exploration wells

2-4

By 2030

**Exploration expenditures** EUR mn

~30

Annual average 2022-2030

#### **Bulgaria – Han Asparuh**

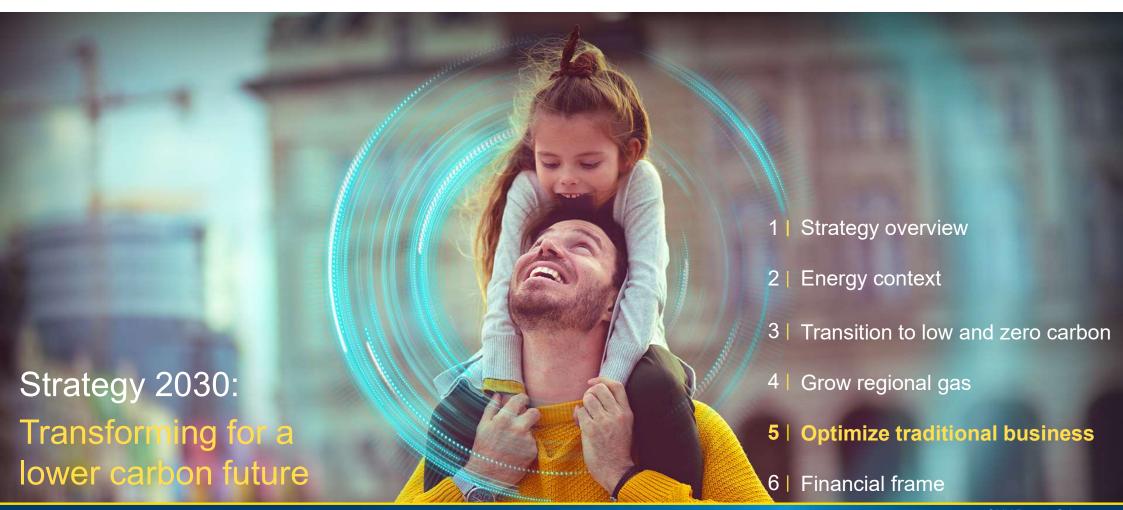
- ► OMV Petrom (42.9%), TotalEnergies (57.1% Operator)
- ► Status: 5,000 km² 3D seismic data processing
- ▶ 1 well expected in 2023; 2-3 follow up options

#### Georgia - Block II

- ► OMV Petrom (100%)
- Government signed in March 2021
- Status: 3D seismic campaign envisaged in 2022

#### **Explore other opportunities**







# Maximize potential of current E&P assets



#### Value over volume

- ► Maximize economic recovery:
  - > 400 workovers p.a.
  - > 60 wells to be drilled p.a.
- Advanced technologies to enhance recovery rates by 5-10%<sup>1</sup>
- ▶ 3% decline rate per year, by 2025, excluding divestment<sup>2</sup>

### **Strict cost management**

- ► Enhance competitiveness through cost optimization
- Streamline footprint and reduce complexity
- Modernize and automate > 95% of facilities and wells<sup>3</sup>

### Focus on most profitable barrels

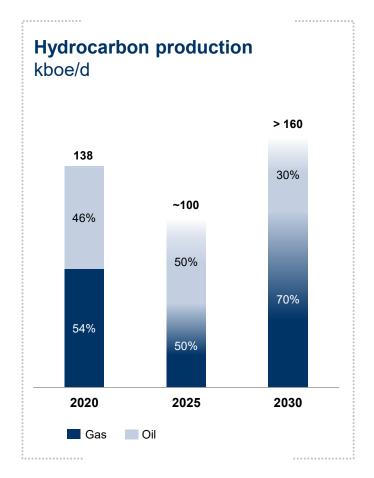
- Portfolio optimization
- Disciplined approach on capex allocation
- ➤ ~95% of our oil fields to remain operating cash flow positive at USD 30/bbl by 2030

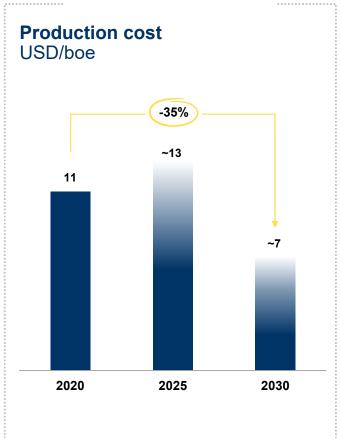


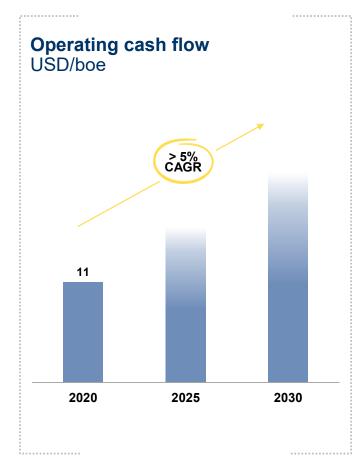
<sup>&</sup>lt;sup>1</sup> By 2030, for selected fields; <sup>2</sup> On a compounded rate; <sup>3</sup> By 2030

# 6

# Transforming while delivering strong cash flows









# Petrobrazi to capture demand growth





Refinery utilization<sup>1</sup>

%

**Expand aromatics** kt/year

Black liquid products yield<sup>2</sup>

Bottom of the barrel upgrade<sup>3</sup> kt/year

> 95

Annual average 2022-2030

+50

2026

-50%

2030 vs 2020

~200

2030

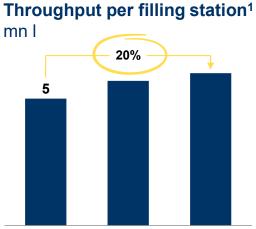


<sup>&</sup>lt;sup>1</sup> Refers to crude distillation unit; <sup>2</sup> Fuel oil yield decreases from 6% in 2020; <sup>3</sup> Additional non-fuel products, like bitumen, carbon black or calcined coke

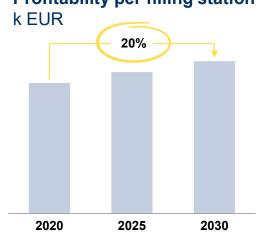
# 6

# **Dual brand strategy to drive new value**





2025







2030

2020

<sup>&</sup>lt;sup>1</sup> In Romania; <sup>2</sup> Data refer to OMV Petrom operating region which includes Romania, Bulgaria, Moldova and Serbia

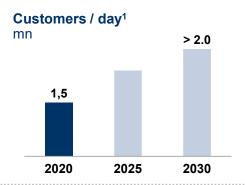
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# **Mobility services of the future**



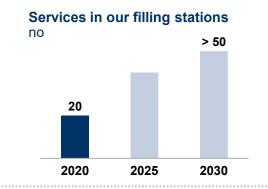
#### **#The future is diverse**

Customer access – is a competitive advantage which will allow us to make a difference by meeting our diverse clients' needs while decarbonising mobility



#### #Mobility and service hub

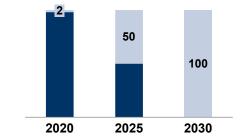
Service stations – enable our network to increase receptiveness to customers as part of a greater ecosystem, minding environmental footprint



#### **#Digitally enabled smart mobility**

One single digital gate to our brand – focus on customers, by offering timely and tailor-made future experiences

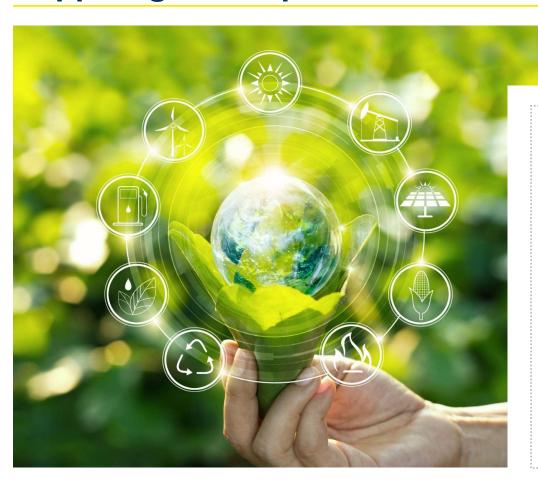






<sup>&</sup>lt;sup>1</sup> Total number of customers in Romania, Bulgaria, Moldova and Serbia; <sup>2</sup> Online Payment Terminal

# Support gas and power customers in their energy transition



**Total gas sales** TWh

**Customers** increase

**Net electrical output** TWh/year

Green power sales volume % in total

70

2030

20x

2030 vs 2020

> 3.5

Average 2022-2030

> 20%

2030







### Our strategy is enabled by a resilient financial frame

# Rigorous capital discipline

- ► CAPEX¹ of ~EUR 11 bn
- ~35% CAPEX for low & zero carbon business
- Strong Internal Rates of Return

# Strong financial performance

- We target more than double clean CCS EBIT by 2030<sup>2</sup>
- ► ROACE > 12% by 2030

### **Financial Frame**

## Attractive returns to shareholders

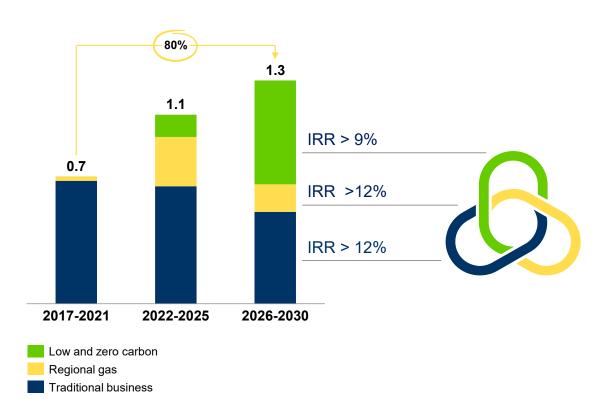
- ► 5%-10% p.a. dividend growth
- ▶ Dividends¹ ~40% Operating Cash Flow
- ► Gearing ratio<sup>3</sup> < 20%

<sup>&</sup>lt;sup>1</sup> CAPEX and dividends are for 2022-2030 cumulated; <sup>2</sup> Vs 2020. Base case price assumptions (2022 – 2030): Brent oil 65-70 USD/bbl and refining margin: 5-6 USD/bbl; <sup>3</sup> Single year rate

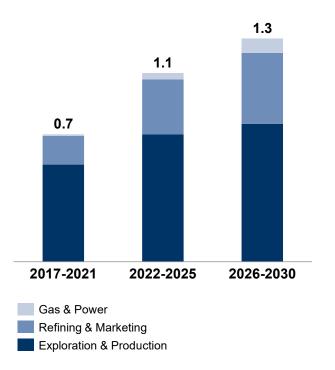


## Rigorous capital discipline underpins strategic directions

### Average annual CAPEX per strategic pillar EUR bn

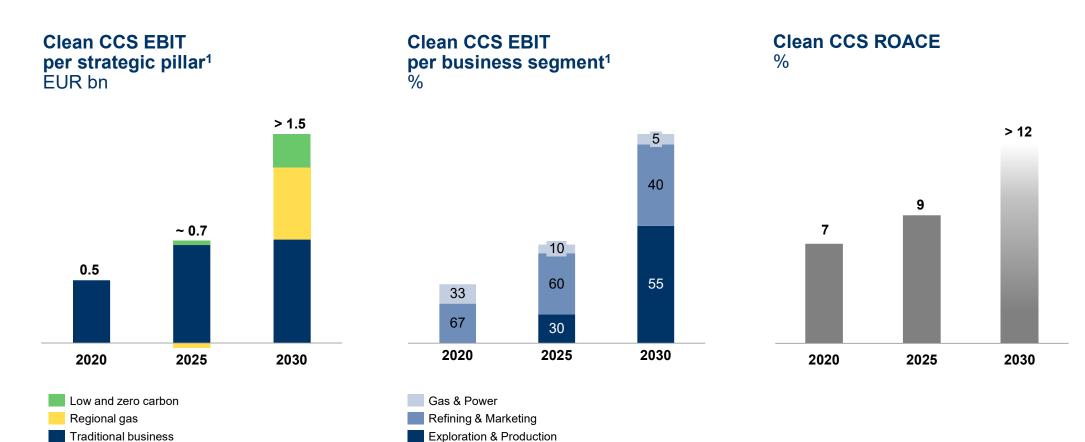


### **CAPEX** breakdown per business segment EUR bn





## Strong financial performance across the entire business

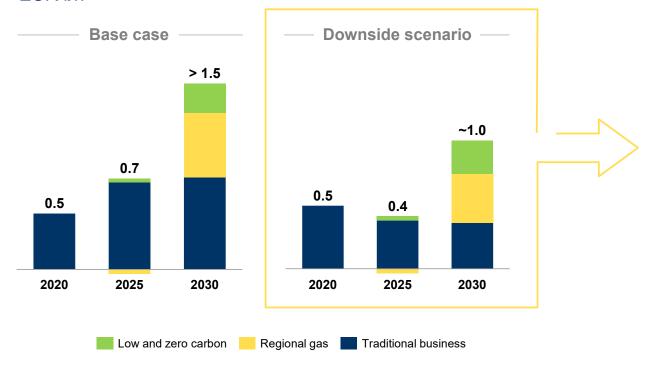


<sup>&</sup>lt;sup>1</sup> Base case price assumptions (2022 – 2030): Brent oil: 65-70 USD/bbl and refining margin: 5-6 USD/bbl.



## Resilience under downside-price scenario<sup>1</sup>

### Clean CCS EBIT EUR bn



### **Under downside price scenario:**

- ▶ 2030 Clean CCS EBIT to double versus 2020
- Commitment to pay progressive dividends maintained
- ► CAPEX plans largely unchanged by 2030
- Gearing ratio below 20% throughout the period



<sup>&</sup>lt;sup>1</sup> Downside-price assumptions (2022-2030): Brent oil: ~50 USD/bbl and refining margin: 3-4 USD/bbl

## We deliver sustainable long-term value for our shareholders

### Sustainable long-term value

- ➤ ~35% CAPEX for low & zero carbon
- Clean CCS EBIT more than double by 2030

### **Delivering** sustainable shareholder value

### **Attractive shareholders returns**

- ▶ 5% 10% p.a. growth in base dividend
- Potential special dividends



## Sensitivities and price assumptions

2022 sensitivities		EBIT impact
Brent oil price	USD +1/bbl	~EUR +15 mn
Equity gas price	EUR +1/MWh	~EUR +10 <sup>1</sup> mn
OMV Petrom indicator refining margin	USD +1/bbl	~EUR +25 mn
Exchange rates EUR/USD	USD appreciation by 5 USD cents	~EUR +50 mn

Price assumptions <sup>2</sup>	2022 - 2030			
<b>Brent oil</b> USD/bbl	65 - 70			
Indicator refining margin USD/bbl	5 - 6			
CO <sub>2</sub> EUR/tCO <sub>2</sub>	55 - 100			
Electricity price EUR/MWh	70 - 90			

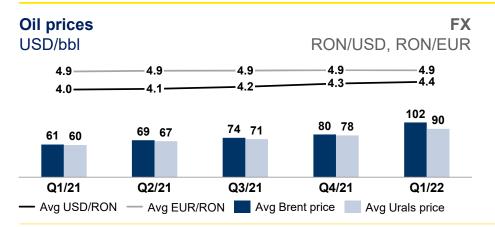
<sup>&</sup>lt;sup>1</sup> This sensitivity is valid for gas prices in RO of >85 RON/MWh and a realized price broadly in line with CEGH. For significant deviations between the realized price and CEGH, the sensitivity may become significantly lower; <sup>2</sup> Base case

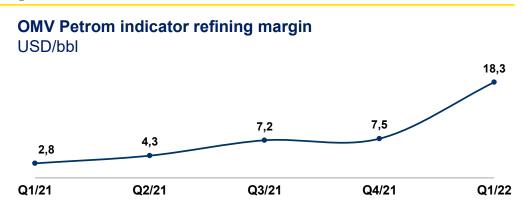


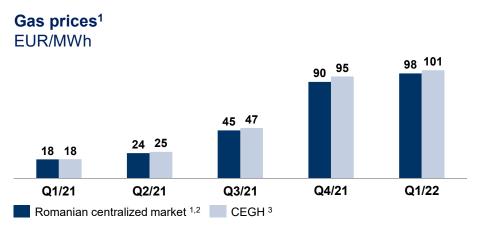


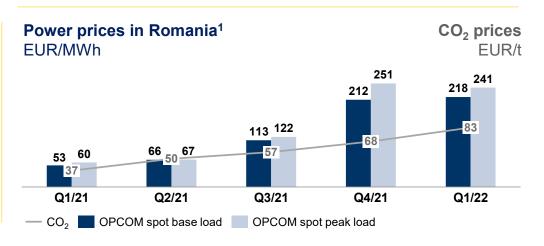


## Very high and volatile commodity prices









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



## **Challenging Romanian environment**

### Geopolitical and regulatory context

#### **▶** War in Ukraine

- ► Romania's security of supply: relatively low dependency on energy imports
- ▶ OMV Petrom: supporting humanitarian effort through NGOs; no business disruptions
- ➤ Ordinance 27/2022: temporary measures to address high energy prices (April 2022 March 2023)
  - ▶ Price caps for gas and power
  - ▶ Regulated prices for producers: for HH¹ and heat producers for HH
  - ▶ Regulated supply component for gas and power
  - ▶ Gas storage obligation
  - ▶ Windfall tax for power producers
- ▶ Offshore Law amendment: under public consultation 9

GDP growth decelerating		► <b>GDP:</b> 2021 <sup>2</sup> : 5.6% yoy; Q1/22 <sup>2</sup> : 6.5% yoy 2022e <sup>3</sup> : +2.2% yoy						
CPI on an upward	d trend PCPI: Apr 2	22/Apr 21 <sup>2</sup> : 13.8%; 20	22e <sup>4</sup> : 12.5%					
Rating agencies <sup>5</sup>	reconfirmed investme	ent grade (Apr 2022)						
Demand	04/02	2021						
Demand	Q1/22	2021						
Demand	yoy	yoy						
Demand Fuels <sup>6</sup>								
	yoy	yoy						

<sup>&</sup>lt;sup>1</sup> Households; <sup>2</sup> Romanian National Institute of Statistics (seasonally adjusted); <sup>3</sup> IMF, World Economic Outlook, April 2022; <sup>4</sup> National Bank of Romania May 2022 report; <sup>5</sup> Fitch, Moody's, S&P; <sup>6</sup> Fuels refer only to retail diesel and gasoline; OMV Petrom estimates; <sup>7</sup> According to company estimates; <sup>8</sup> According to preliminary data available from the grid operator; <sup>9</sup> Update as of June 2022: Offshore Law approved and published in the Official Gazette on May 25



## **Key messages Q1/22**

### Strong financial performance

**Clean CCS Operating result** 

RON 2.2 bn

+243% yoy

**Operating Cash Flow** 

RON 2.6 bn

+129% yoy

Clean CCS ROACE

17.8%

vs. **5.7**% in Q1/21

### Prepared to cope with challenges

- ▶ Integrated business model expected to support financial results
- ▶ Relatively low exposure to Russia
- ▶ Resilience in highly volatile market, supported by business optimization and strict cost discipline

### **Strategic focus**

- ▶ Neptun Deep: draft Offshore Law published³
- ▶ First PV park to supply green energy for Petrom's own operations
- ▶ MyAuchan: roll-out accelerated, targeting 270 by year-end
- ▶ Digitalization: ~60 FS with fast payment terminals, targeting 100

**HSSE** 

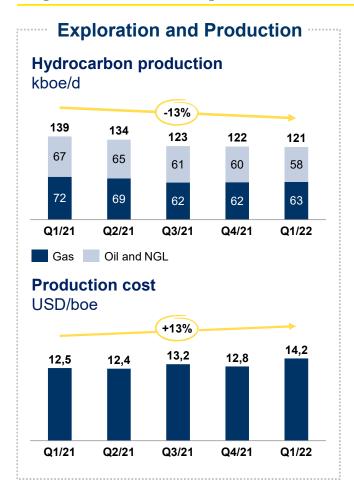
**TRIR**<sup>1</sup>: 0.50

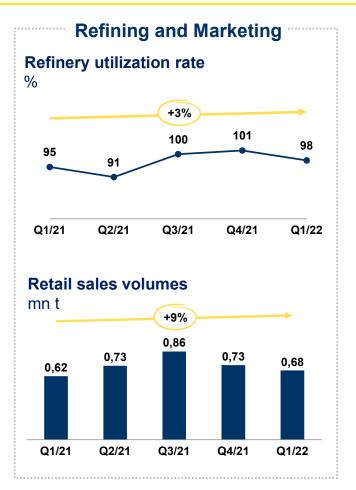
GHG<sup>2</sup> intensity: broadly flat yoy

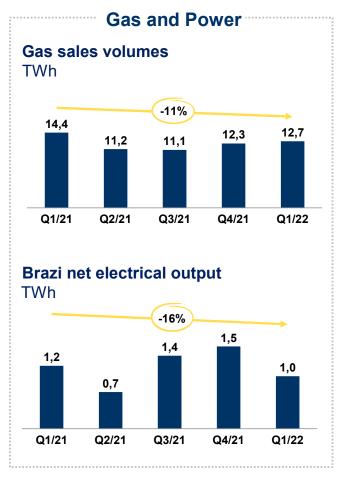
<sup>&</sup>lt;sup>1</sup> Total Recordable Injury Rate, April 2021-March 2022; <sup>2</sup> Greenhouse gases; <sup>3</sup> Update as of June 2022: Offshore Law approved and published in the Official Gazette on May 25



## Operational performance reflects mixed market demand



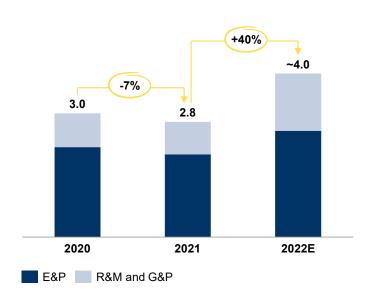






## **CAPEX** ramping up

## **Group organic CAPEX**<sup>1</sup> RON bn



## Organic CAPEX

## Q1/22

### ► RON 0.6 bn:

- ▶ 10 new wells and sidetracks; 150 workovers
- ► Preliminary works for coke drums replacement in Petrobrazi
- ► Projects in the tank farm area in Petrobrazi
- Securing railway access to Cluj storage
- ► Planned shutdown for Brazi power plant

### 2022E

#### ▶ RON ~4.0 bn:

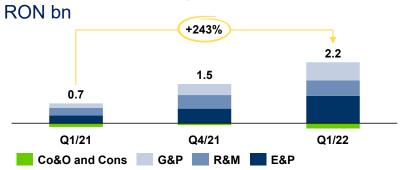
- ▶ Wells and sidetracks: ~60; ~600 workovers
- ► Coke drums replacement
- Ongoing projects in the tank farm area in Petrobrazi
- ▶ Planned shutdown for Brazi power plant
- ► Start of photovoltaic projects



<sup>&</sup>lt;sup>1</sup> CAPEX including E&A and excluding acquisitions

# Income Statement: strong results reflect unprecedentedly high commodity prices and good operational performance

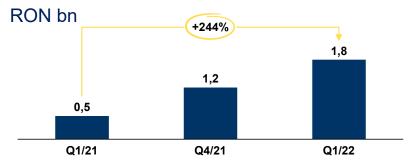
### **Clean CCS Operating Result**



#### ▶ Q1/22 Clean CCS Operating Result reflects:

- ▶ Significantly higher commodity prices and refining margins
- ▶ Higher sales volumes for fuels and power
- ▶ Higher taxes

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



<sup>&</sup>lt;sup>1</sup> Attributable to stockholders of the parent

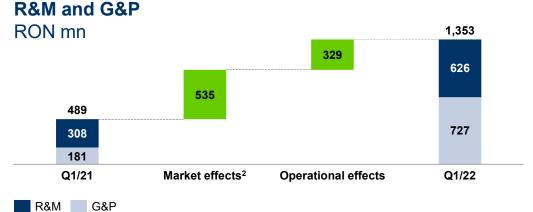
- Development of operating result
- ► Higher interest expenses in relation to the discounting of receivables



Q1/22 Clean CCS Net Income evolution reflects:

# Clean CCS Operating Results improved throughout all business segments





▶ Record high refining margins

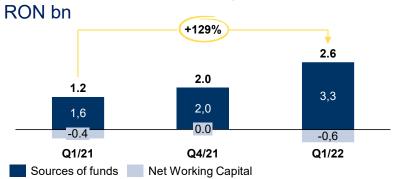
- ▶ Higher refined products sales +5%
- ▶ Excellent margin on gas from storage and 3<sup>rd</sup> party gas
- ▶ Weaker retail and commercial margins
- ➤ Gas sales volumes: -11%
  - ▶ Negative contribution of power forward contracts

<sup>&</sup>lt;sup>1</sup> Market effects defined as oil and gas prices, foreign exchange impact on revenues, price effect on royalties (including gas over-taxation); <sup>2</sup> Market effects based on refining indicator margin



## **Strong cash flow generation**

### **Cash Flow from Operating Activities**



### ▶ Q1/22 Cash Flow from Operating Activities:

- ► Increase driven by Operating Result
- ► Negative NWC, higher yoy



- ► Increase driven by Operating Cash Flow
- ► Cash outflow from Investing activities flat yoy



<sup>►</sup> Q1/22 Free Cash Flow:

<sup>&</sup>lt;sup>1</sup> Before dividends







## **Outlook**

Indicators	Actual 2021	Assumptions/ Targets 2022
Brent oil price	USD 70.9/bbl	USD 95/bbl (prev. USD 75/bbl)
Production in Romania	127 kboe/d <sup>1</sup>	Decline ~7% yoy¹
Refining margin	USD 5.5/bbl	Significantly higher yoy (prev. USD ~6/bbl)
CAPEX	RON 2.8 bn	RON ~4.0 bn <sup>2</sup>
FCF before dividends	RON 4.7 bn	Positive

<sup>&</sup>lt;sup>1</sup> Excluding portfolio optimization; <sup>2</sup> Depending on investment climate





OMV Petrom S.A.

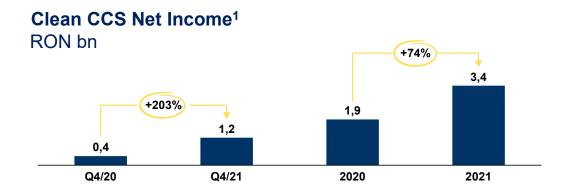


# Income Statement: results mainly supported by strong asset utilization and demand recovery





- ► Higher oil prices and refining margins
- ► Excellent power performance



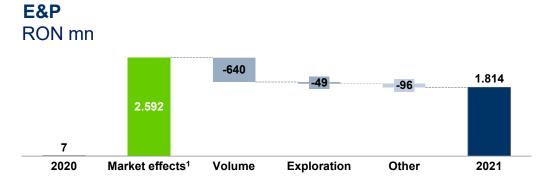
- ▶ Development of operating result
- ► Higher interest expenses in relation to the discounting of receivables



Q4/21 Clean CCS Net Income evolution reflects:

<sup>&</sup>lt;sup>1</sup> Attributable to stockholders of the parent

### Clean CCS Operating Results: improved oil price

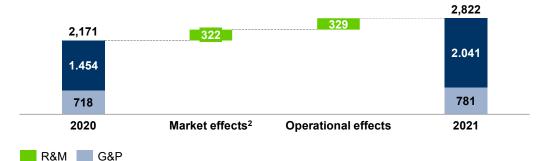




- ► Realized crude price +75%
- ► Hydrocarbon sales -11%
- ▶ Higher production costs
  - ► Higher exploration expenses
  - ▶ Negative FX effect

### R&M and G&P

**RON** mn





- ▶ Significantly higher refining margin; refined products sales +7%
- ▶ Improved margins on gas extracted from storage
- ► Higher power contribution from balancing market and ancillary services



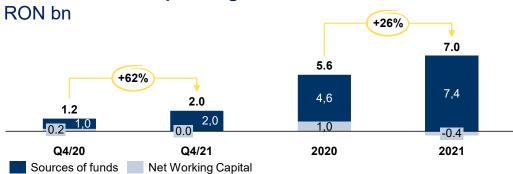
- ► Gas sales volumes: -14%
- ▶ One-offs in 2020 (in relation to CO2 certificates and power income)

<sup>&</sup>lt;sup>1</sup> Market effects defined as oil and gas prices, foreign exchange impact on revenues, price effect on royalties (including gas over-taxation); <sup>2</sup> Market effects based on refining indicator margin

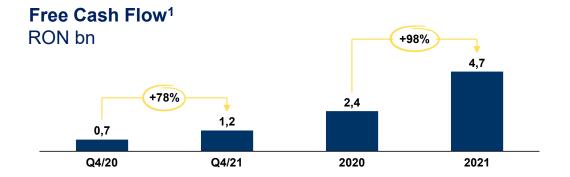


### Strong cash flow generation

**Cash Flow from Operating Activities** 



- ▶ Q4/21 Cash Flow from Operating Activities:
  - ► Increase driven by Operating Result
  - ► Positive NWC, lower yoy

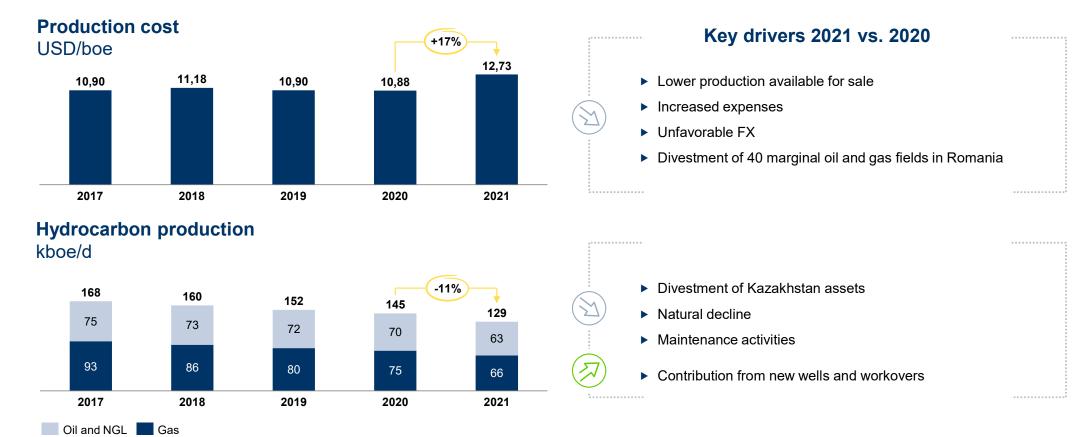


- ► Q4/21 Free Cash Flow:
  - ▶ Increase driven by Operating Cash Flow
  - ► Cash outflow from Investing activities +41% yoy



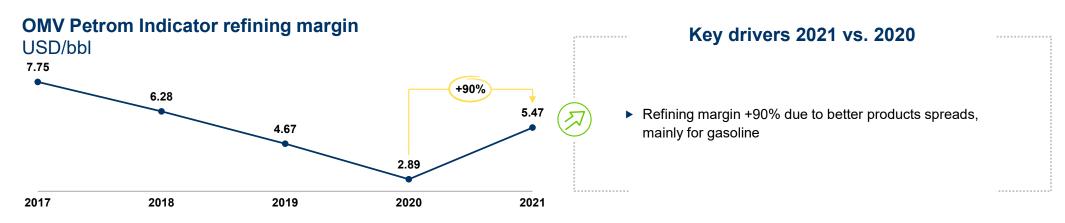
<sup>&</sup>lt;sup>1</sup> Before dividends

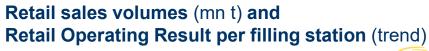
### **Exploration & Production KPIs**





### **Refining & Marketing KPIs**







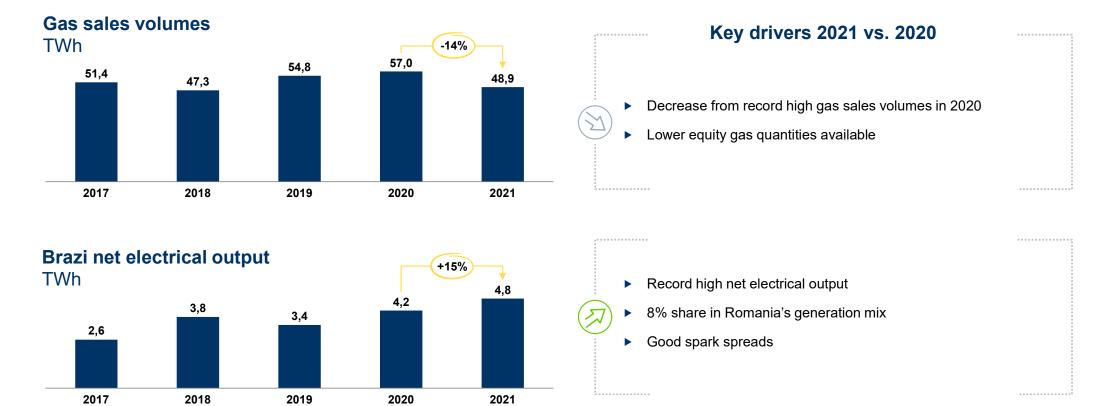
- ▶ Retail sales +12% driven by robust fuels demand
- ▶ Retail operating result per filling station¹ +9% CAGR 2017-2021



<sup>▶</sup> Refined product sales +7% due to improved demand

<sup>&</sup>lt;sup>1</sup> Retail including Cards business

### **Gas & Power KPIs**

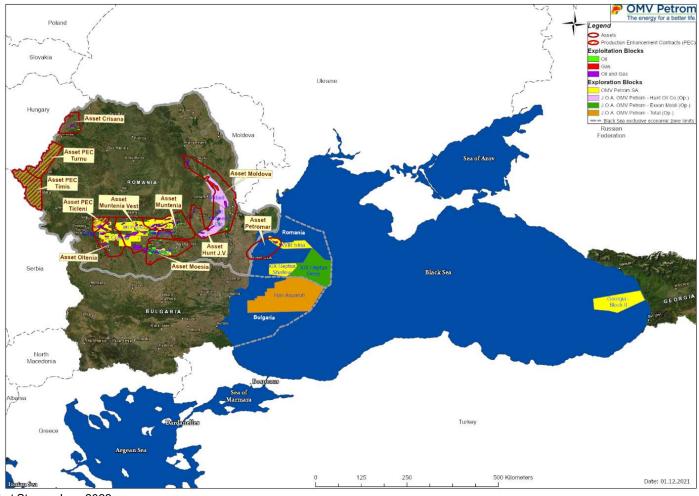






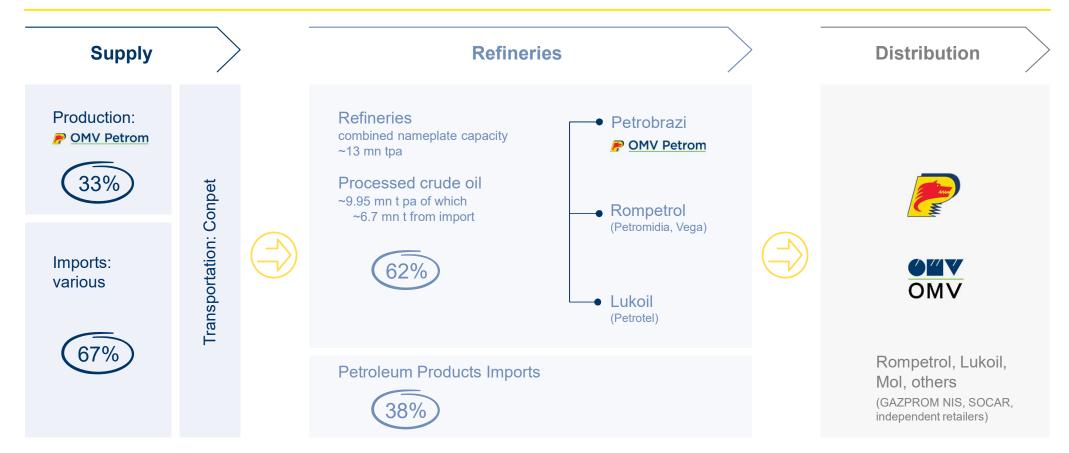


## **Exploration and Production map**





### Romanian oil market overview in 2021

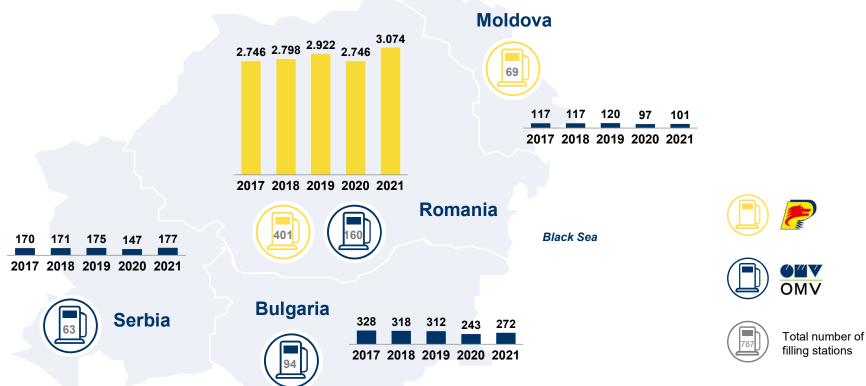


<sup>&</sup>lt;sup>1</sup> Only crude oil processed (other feedstock not included). Data source: National Institute of Statistics (INS) and OMV Petrom calculations



## **OMV Petrom Group**

## Retail fuel sales mn |





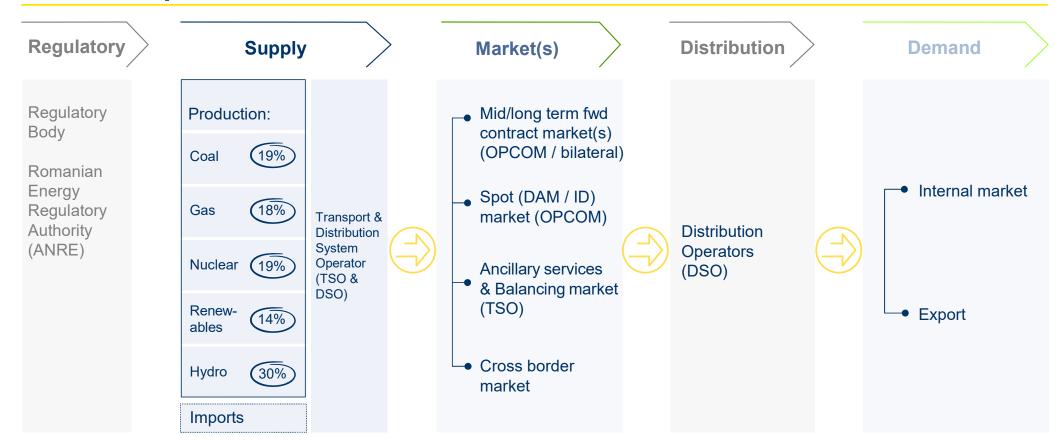
### Romanian gas market overview in 2021



Data source: Internal estimations for FY 2021, ANRE monthly monitoring reports available until Oct 2021



### Romanian power market overview in 2021



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



## **Cash flow Statement**

RON mn	2017	2018	2019	2020	2021
Cash flow from operating activities (CFO)	5,954	7,385	6,803	5,556	6,997
Thereof, Change in net working capital (NWC)	-199	32	-256	964	-433
Cash flow from investing activities (CFI)	-2,446	-4,261	-3,556	-3,163	-2,253
Cash flow from financing activities (CFF), of which	-1,524	-1,495	-1,844	-1,921	-1,914
Dividends paid	-842	-1,123	-1,516	-1,740	-1,741
Cash and equivalents at end of period	3,979	5,609	7,014	7,451	10,323
Free cash flow (FCF)	3,508	3,125	3,246	2,393	4,744
Free cash flow after dividends	2,666	2,002	1,730	652	3,003



## **Income Statement**

RON mn	2017	2018	2019	2020	2021
Sales	19,435	22,523	25,485	19,717	26,011
Clean CCS Operating Result	3,273	4,804	4,573	2,287	4,346
Thereof Exploration & Production	1,674	3,224	2,845	7	1,814
Refining & Marketing	1,533	1,335	1,501	1,454	2,041
Gas & Power	220	360	282	718	781
Corporate and Other	-74	-87	-89	-84	-87
Consolidation	-80	-28	34	193	-203
Operating Result	3,270	5,213	4,245	1,467	3,709
Financial result	-366	-299	32	12	-311
Taxes	-415	-836	-642	-188	-534
Net income <sup>1</sup>	2,491	4,078	3,635	1,291	2,864
Clean CCS net income <sup>1</sup>	2,488	3,728	3,863	1,931	3,353

<sup>&</sup>lt;sup>1</sup> Attributable to stockholders of the parent



## **Operating Result**

RON mn		2017	2018	2019	2020	2021
Clean CCS	S Operating Result	3,273	4,804	4,573	2,287	4,346
Thereof	of Exploration & Production	1,674	3,224	2,845	7	1,814
	Refining & Marketing	1,533	1,335	1,501	1,454	2,041
	Gas & Power	220	360	282	718	781
	Corporate and Other	-74	-87	-89	-84	-87
	Consolidation	-80	-28	34	193	-203
Operating	Result	3,270	5,213	4,245	1,467	3,709
Thereof	<b>Exploration &amp; Production</b>	1,661	3,531	2,589	-985	1,660
	Refining & Marketing	1,681	1,385	1,475	1,060	2,663
	Gas & Power	86	286	438	1,257	-253
	Corporate and Other	-76	-106	-156	-105	-99
	Consolidation	-82	116	-102	240	-263



### **Key financial indicators (consolidated)**

in RON mn	2017	2018	2019	2020	2021	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22
Sales	19,435	22,523	25,485	19,717	26,011	4,861	5,264	6,920	8,965	11,898
Clean CCS Operating Result	3,273	4,804	4,573	2,287	4,346	653	851	1,341	1,500	2,241
Operating Result <sup>1</sup>	3,270	5,213	4,245	1,467	3,709	707	531	978	1,493	2,185
Operating result before depreciation	6,854	8,085	7,879	5,145	7,209	1,530	1,393	1,902	2,384	2,934
Clean CCS net income attributable to stockholders	2,488	3,728	3,863	1,931	3,353	520	675	998	1,160	1,788
Net income attributable to stockholders	2,491	4,078	3,635	1,291	2,864	573	406	696	1,188	1,748
Cash flow from operating activities	5,954	7,385	6,803	5,556	6,997	1,152	1,510	2,317	2,018	2,640
Free cash flow after dividends	2,666	2,002	1,730	652	3,003	424	-423	1,764	1,239	1,911
Non-current assets	33,727	33,549	34,933	34,505	32,655	33,990	33,852	33,350	32,655	32,077
Total equity	28,421	31,368	33,501	33,071	34,214	33,627	32,352	33,030	34,214	35,99
Net debt / (cash)	-2,897	-4,891	-5,982	-6,486	-9,391	-6,881	-6,474	-8,173	-9,391	-11,257
CAPEX	2,969	4,289	4,225	3,206	2,821	571	637	620	994	629
Gearing ratio	n.m.	n.m								
Clean CCS EPS (RON)	0.0439	0.0658	0.0682	0.0341	0.0592	0.0092	0.0119	0.0176	0.0205	0.0316
EPS (RON)	0.0440	0.0720	0.0642	0.0228	0.0506	0.0101	0.0072	0.0123	0.0210	0.0309
Clean CCS ROACE	10%	14%	14%	6%	13%	6%	7%	10%	13%	18%
Payout ratio	45%	38%	48%	136%	67%					
Dividend per share (gross, RON)	0.0200	0.0270	0.031	0.031	0.0341					
Employees at the end of the period	13,790	13,201	12,347	10,761	7,973	9,224	8,747	8,205	7,973	7,907
NBR rates	2017	2018	2019	2020	2021	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22
EUR/RON average	4.57	4.65	4.75	4.84	4.92	4.88	4.92	4.93	4.95	4.95
USD/RON average	4.05	3.94	4.24	4.24	4.16	4.05	4.09	4.18	4.33	4.41

<sup>1</sup> Specific Upstream taxes in Romania for 2019 amounted to RON 1,227 mn, representing 13.5% of total Upstream hydrocarbon revenues (offshore gas specific taxes account for ~23% of upstream offshore gas 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 2020 amounted to RON 860 mn, representing 14.8% of total Upstream hydrocarbon revenues (offshore gas specific taxes account for ~23% of upstream offshore gas revenues), and include royalties (RON 530 mn) and supplementary oil and gas taxation (RON 330 mn). Specific Upstream taxes in Romania for 2021 amounted to RON 1,986 mn, representing 21.9% of total upstream hydrocarbon revenues (offshore gas specific taxes account for ~51% of upstream offshore gas revenues), and include royalties (RON 902 mn) and supplementary oil and gas taxation (RON 1,084 mn). Specific Upstream taxes in Romania for Q1/22 amounted to RON 1,789 mn, representing 43.2% of total Upstream hydrocarbon revenues (offshore gas specific taxes account for ~69% of upstream offshore gas revenues), and include royalties (RON 432 mn) and supplementary oil and gas taxation (RON 1.357 mn).



### **Contact Investor Relations**

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Financial calendar 2022

**July 28:** Q2 2022 results

October 28: Q3 2022 results

