



## **Christina Verchere**

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The spoken word applies. Check against delivery.

## Christina Verchere – OMV Petrom – CEO

### Slide 1 – Intro

Good afternoon, ladies and gentlemen, and a warm welcome from my side. Thank you for joining our call. It is a real pleasure to present to you today OMV Petrom's performance for the third quarter of 2022.

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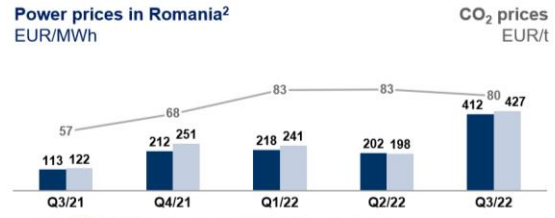
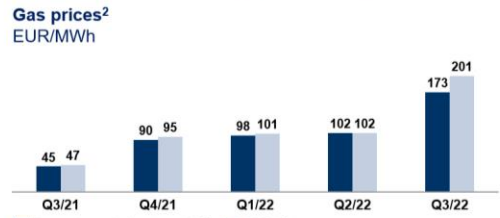
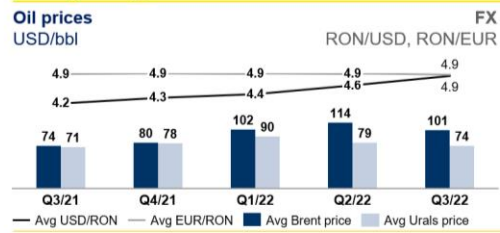
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**Slide 2 – Legal Disclaimer**

Please let me first draw your attention to our Legal Disclaimer, which you can read in detail on slide 2.

## Very high and volatile commodity prices



<sup>1</sup> Starting Q2/22, the indicator refining margin reflects the change in crude oil reference price from Urals to Brent. The values of the indicator refining margin for the previous periods were not restated.  
<sup>2</sup> Prices translated at NBR average RON/EUR rate; <sup>3</sup> Day-ahead price, un-weighted average computed based on daily trades published on BRM platform; <sup>4</sup> Day-ahead market Central European Gas Hub, un-weighted average

### Slide 3 – Very high and volatile commodity prices

Let's take a look at how commodity prices and main currencies evolved in the third quarter of 2022.

Brent prices averaged 101 dollars per barrel, 11 percent lower quarter-on-quarter. Since the end of June they decreased by 27 percent, from 120 dollars per barrel to 88 dollars per barrel, with increased volatility. On the demand side, COVID-related lockdowns in China, as well as concerns of a global economic downturn, continued to weigh on market sentiment. This was partly offset by large-scale switching from gas to oil used for power generation in the Middle East and in Europe, due to record natural gas and electricity prices. On the supply side, OPEC+ additions to the market continued to run lower than pledged, but Russian crude exports proved resilient, as crude oil flows continued to be rerouted from Europe to Asia. In addition, the US strategic reserve releases helped ease the market tightness. In a year-on-year comparison, the average Brent was up significantly, by 37 percent.

In the third quarter of 2022 and on a year-on-year basis, the RON depreciated versus the US dollar by 17 percent, but was stable against the Euro.

OMV Petrom indicator refining margin reached 17 dollars and 10 cents per barrel in the third quarter, almost 10 dollars higher year-on-year, as a result of the higher product spreads, mainly for diesel, jet and gasoline.

A combination of the sharp reduction in Russian exports to Europe, higher gas-fired power generation amid lower nuclear and hydro electricity output and strong storage injection, provided upward pressure on European gas hub prices.

At an average of 201 Euro per megawatt-hour, Central European Gas HUB (CEGH) price was double quarter-on-quarter and more than four times higher year-on-year. Towards the end of the quarter, the market saw some tightness ease, as it became increasingly evident that European storage mandates, ahead of the start of the heating season, would be met ahead of schedule.

Gas prices on the Romanian centralized markets also increased, with day-ahead prices almost 4 times higher year-on-year to an average of 173 Euro per megawatt-hour.

Base load electricity prices in Romania more than doubled quarter-on-quarter and more than tripled year-on-year to new record highs. Market

spark spreads were also high in the third quarter of 2022, as electricity price increases outpaced those in gas and CO<sub>2</sub> prices. The CO<sub>2</sub> price recorded its first quarter-on-quarter decrease since the second quarter of 2020. This was due to expectations that additional certificates will come to the market during the next two to three years, by front-loading auctions from 2027–2030.

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## Stronger than expected GDP; overall lower demand

### Strong GDP growth

► GDP: Q2/22<sup>1</sup>: 5.3% yoy; H1/22<sup>1</sup>: 5.8%; 2022e<sup>2</sup>: +4.8% yoy; 2023e<sup>2</sup>: 3.4%

### Inflation on an upward trend

► CPI: September 22/September 21<sup>1</sup>: 15.9%; 2022e<sup>3</sup>: 13.9%; 2023e<sup>3</sup>: 7.5%

### Romania maintained at investment grade by major rating agencies<sup>4</sup>



Demand	Q1/22 yoy	Q2/22 yoy	Q3/22 yoy	9m/22 yoy
Fuels <sup>5</sup>	+7%	-2%	-3%	0%
Gas <sup>6</sup>	-11%	-18%	-17%	-14%
Power <sup>7</sup>	-4%	-6%	-8%	-6%

<sup>1</sup> Romanian National Institute of Statistics (seasonally adjusted); <sup>2</sup> IMF, Executive Board Concluding Statement of the 2022 Article IV Mission, September 2022; <sup>3</sup> National Bank of Romania; <sup>4</sup> Fitch, S&P (October 2022), Moody's (April 2022); <sup>5</sup> Fuels refer only to retail diesel and gasoline; OMV Petrom estimates; <sup>6</sup> According to company estimates; <sup>7</sup> According to preliminary data available from the grid operator

### Slide 4 – Stronger than expected GDP; overall lower demand

Moving to the macroeconomic environment, in the second quarter of 2022 Romanian GDP increased by 5.3 percent year-on-year, above expectations and also exceeding the European average of 4.2 percent. In September, the IMF estimated GDP growth for 2022 and 2023 of 4.8 and 3.4 percent year-on-year, respectively, versus the previous July estimates of 3.5 to 4.5 percent. In its statement, IMF refers to the strong rebound after the pandemic, noting also the new pressures and risks posed by the war in Ukraine and rising inflation.

The consumer price index in the month of September 2022 versus September 2021 was 15.9 percent, driven primarily by the energy prices and their impact on associated goods and services.

Looking at the energy sector in the third quarter of 2022, and in the context of these unprecedentedly high energy prices and inflation concerns, the demand for our products decreased in Romania.

Demand for retail fuels decreased by around 3 percent year-on-year, while the commercial market demand decreased by 7 percent year-on-year. Jet demand continued to recover, increasing by 31 percent year-on-year, from a low basis, due to continued strong recovery in flights.

Gas demand, as per internal estimates, decreased by 17 percent year-on-year, end-user consumption being significantly impacted by increasing prices.

Power demand was lower by 8 percent year-on-year, while domestic power production decreased by 4 percent year-on-year, Romania remaining a net importer of power in the third quarter of 2022. Power production from hydro had a significantly lower contribution to the generation mix, due to the dry weather over the period. This was partly compensated by an increase in gas to power and renewable power production.

## Regulatory and fiscal environment has deteriorated

### New regulations in 2022

#### Gas and power market:

- ▶ **GEO 119** amends GEO 27
- ▶ **Applicability:** most deadlines of GEO 27 extended to August 2023
- ▶ **Current status:** applied since September 1, now in Parliamentary approval process
- ▶ **Main provisions:**
  - ▶ maintained the cap for households at RON 150/MWh
  - ▶ reduced the cap for PETS<sup>1</sup> from RON 250/MWh to RON 150/MWh
  - ▶ gas to power transfer price capped at RON 100/MWh
  - ▶ windfall tax for electricity producers increased from 80% to 100%
  - ▶ 100% tax on profits above 2% margin for trading of gas & power
  - ▶ 100% tax on profits from power export

#### Fuels market:

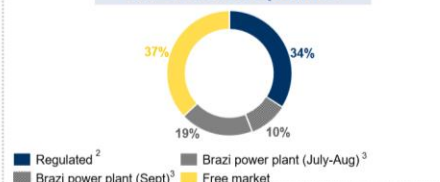
- ▶ **GEO 106:** voluntary pump discount of 50 ban/liter
- ▶ **Applicability:** Q3-Q4/22

<sup>1</sup> Heat producers for households; <sup>2</sup> includes sales quantities subject to GEO 27 and GEO 119 (households, heat producers for households, cost plus, trading, supplier of last resort); <sup>3</sup> Brazi power plant is subject to GEO 119 starting September 2022

### 9m/22 specific sector taxes

	9m/22 yoy	9m/22 bn RON
Total direct taxes, thereof	5.5 times	7.1
Royalties	3.2 times	1.7
Gas windfall tax	8.9 times	2.8
Power windfall tax	NEW	0.7

### Q3/22 Gas sales portfolio



### Slide 5 – Regulatory and fiscal environment has deteriorated

We mentioned in the previous quarters the temporary measures implemented by the Romanian Government to address the high gas and power prices, applicable starting April 2022.

At the end of August, the Government issued Emergency Ordinance 119, amending the previous Ordinance 27 and extending its applicability to August 2023.

The main provisions of Ordinance 119 refer to the reduction of gas cap prices for heat producers for households and the introduction of a capped transfer price for the gas used in the power plants. The windfall tax for electricity producers increased from 80 percent to 100 percent. A new tax on gas and power trading profits taxing all profits above 2 percent margin was introduced.

The Ordinance is in force starting from the 1<sup>st</sup> of September. In September, it was approved with some amendments by the Senate and is now with the Chamber of Deputies.

As a consequence of the newly introduced regulations, and also of the high commodity price environment, direct taxes paid in the first nine months increased 5.5 times year-on-year, to more than 7 billion RON.

As one of the main players on the gas and power markets, we will be revisiting our sales strategy going forward.

As mentioned, the gas volumes used in the Brazi power plant are also subject to capped prices starting September. Consequently, the portion of our gas portfolio subject to the new regulations increased to around 45 percent in the third quarter. And for the fourth quarter, the part of our portfolio represented by the free market is expected to shrink to less than 20 percent in total.

The new ordinance is also impacting our power sales portfolio, leading to an increase in the regulated volumes from less than 40 percent in the third quarter to almost 70 percent in the fourth quarter. The windfall tax for power production paid by OMV Petrom in the third quarter was around 600 million RON.

In addition, the Government prolonged the temporary measures for the fuels market, applicable voluntarily until end December 2022. We voluntarily comply with these measures and decreased the fuels prices at our filling stations starting July. The impact on our third quarter results was

53 million Euro, and the estimate for the fourth quarter is around 40 million Euro, driven by seasonally lower quantities.

We recognize the need for the government to support consumers in these very unusual times. However, the frequent interventions, particularly in the gas and power segments, bring volatility and instability for the market participants and increased risks of market disfunctions, including increased risk of security of supply. Price caps support demand, but are a disincentive for investments in energy efficiency projects and send distorted signals to the market. Therefore, interventions should be temporary in nature and taken only after robust impact assessment. In the medium term, free market principles are fundamental for investments.

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## Key messages Q3/22

Strong financial performance		
<b>Clean CCS Operating result</b> RON 4.2 bn  <b>+215%</b> yoy	<b>Operating Cash Flow</b> RON 3.2 bn  <b>+38%</b> yoy	<b>Clean CCS ROACE</b> 36.7%  <b>+27pp</b> yoy
Good operational performance		Strategic focus
<ul style="list-style-type: none"> <li>▶ Good contribution from drilling partly offset natural decline</li> <li>▶ Refinery utilization at 99%, above European average</li> <li>▶ Net electrical output +4% yoy, record high for a 3<sup>rd</sup> quarter</li> <li>▶ Benefitting from high integration and business optimisation</li> </ul>		<ul style="list-style-type: none"> <li>▶ Neptun Deep: Operator starting Aug 1; FID estimated mid-2023<sup>1</sup></li> <li>▶ Renewable power: partnership for first ~450 MW concluded</li> <li>▶ PV panels in 110 filling stations; targeting 150 by year-end</li> <li>▶ Aromatics: production capacity to increase by 50 kt/y by 2026</li> <li>▶ LNG: diversifying sources of supply, first cargo delivered</li> </ul>
<b>TRIR<sup>2</sup>: 0.48</b>		<b>HSSE</b>
<b>GHG intensity<sup>3</sup>: slightly decreased yoy</b>		

<sup>1</sup> Assuming key prerequisites in place; <sup>2</sup> Total Recordable Injury Rate, October 2021-September 2022; <sup>3</sup> Greenhouse gases intensity 9m/22

### Slide 6 – Key messages Q3/22

On slide 6, we present the key highlights for the quarter.

At Group level, Clean CCS Operating Result of 4.2 billion RON was the highest quarterly result ever recorded, and more than tripled year-on-year, on good operational performance in an unprecedentedly favorable market context with high, but still volatile commodity prices.

Our operating cash flow increased by 38 percent year-on-year, to 3.2 billion RON, while Clean CCS ROACE reached 36.7 percentage points.

Our downstream divisions registered record high results. In Refining and Marketing this result was supported by excellent refinery utilization, as well as higher margins. In Gas and Power, we had excellent results from international gas transactions, in line with our strategic direction to develop operations in neighboring countries. Moreover, the result was also supported by volumes acquired at lower prices in previous periods and excellent power production.

We have further focused on delivering on our three strategic directions and preparing OMV Petrom for capturing the energy transition opportunities.

Regarding regional gas and our Neptun Deep strategic project, on the 1<sup>st</sup> of August, OMV Petrom became the operator of the Neptun Deep block. We have an international team in place. Assuming key prerequisites will be in place, including clarifications regarding the free market provisions in the Offshore Law, FID is expected in mid-2023.

In Gas and Power, we made good progress towards reaching our target of more than 1 GW installed photovoltaic capacity by 2030. This month we announced that we concluded a partnership with Complexul Energetic Oltenia. Together we aim to build four photovoltaic parks with a total installed capacity of around 450 MW expected from 2024. The total investments required for the development of the project amount to over 400 million euro, of which approximately 70 percent is to be financed through the EU Modernization Fund.

In Retail, at the end of September 2022, we had photovoltaic panels installed in 110 OMV and Petrom branded filling stations; we aim for 150 units by the year end, covering around 30 percent of our network in Romania. By installing the photovoltaic panels, our retail network is taking a step forward on the path to decarbonization. Our objective is that, by 2025, half of the entire network of OMV and Petrom stations in Romania are to be „solar” stations, with low energy consumption.

At the beginning of October, we announced the final investment decision for a 130 million Euro new aromatics unit at the Petrobrazil refinery. This will function at modern operating standards with low environmental impact and will double the production capacity of aromatic products, to around 100 thousand tons per year, starting in 2026.

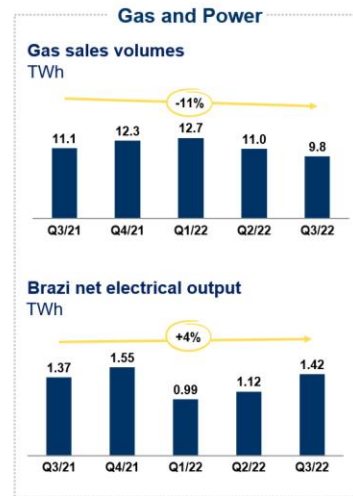
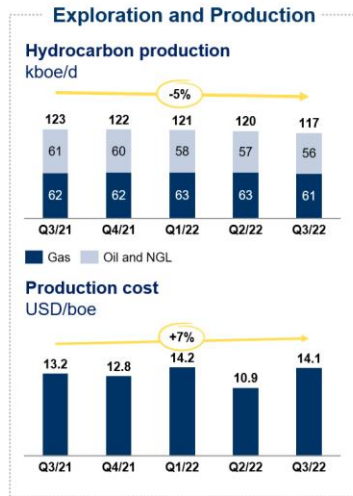
As announced in our previous conference call, we are looking to diversifying our supply sources and supply chains. We secured the first LNG cargo, equivalent to about 0.5 Terawatt-hour of natural gas which represents about 5 percent of the domestic consumption of natural gas estimated for October.

On HSSE, the Total Recordable Injury Rate for the 12-month rolling period October 2021 to September 2022 was 0.48.

The GHG intensity slightly decreased at Group level, with lower index levels in Exploration and Production and at the Brazil power plant, reflecting our ongoing initiatives to reduce carbon emissions.

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## Good operational performance in the context of lower market demand



## Slide 7 – Good operational performance in the context of lower market demand

On slide 7, I would like to present the operational performance and I will start with **Exploration and Production**.

Hydrocarbon production decreased by 4.6 percent due to the natural decline in the main fields in Romania and the divestment of the 40 marginal fields to Dacian Petroleum in the fourth quarter of 2021. Excluding portfolio optimization, production in Romania decreased by 3.8 percent supported by higher contribution from new wells.

Production cost per barrel of oil equivalent increased by 7 percent year-on-year, to a level of 14 dollars and 6 cents. This was mainly due to higher costs related to energy, personnel, services and also due to lower production available for sale. Personnel costs increased due to one-off payments. These were partly offset by the favorable FX evolution. We continue to focus on containing costs and counteracting the pressure coming from suppliers by intensifying our procurement activities.

In **Refining and Marketing**, the refinery utilization rate was 99 percent, well above the European average.

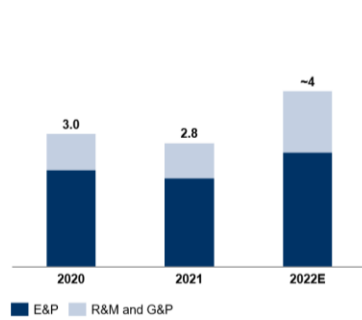
Total refined product sales volumes recorded a 2 percent year-on-year decrease, mainly as a result of weaker non-retail sales performance. The Group retail sales volumes slightly decreased by 1 percent, reflecting a decline in fuels demand, mainly in July and August, despite the voluntary discounts at pump level implemented throughout the quarter. Non-retail sales decreased by 3 percent year-on-year, mainly reflecting lower exports, offsetting improved commercial volumes and recovery of the aviation business, yet still below pre-pandemic levels.

In **Gas and Power**, total gas volumes were 11 percent down year-on-year. Broadly stable equity gas production was complemented with slightly higher third party acquisitions in the context of continuing tight gas supply. During this quarter, we continued to deliver to the regulated market (households, as well as heat producers for households consumption) the gas quantities as per received allocation.

The Brazi power plant, which celebrated in August ten years of commercial operations, had a record high production for a third quarter. The 1.42 terawatt-hour produced in this quarter covered 11 percent of Romania's generation mix.

## Increasing CAPEX

Group CAPEX<sup>1</sup>  
RON bn



<sup>1</sup> CAPEX including E&A

### 9m/22

#### ▶ RON 2.3 bn:

- ▶ 36 new wells and sidetracks; >500 workovers
- ▶ Energy efficiency and EOR projects
- ▶ Coke drums replacement
- ▶ Projects in the tank farm area in Petrobrazi
- ▶ Planned shutdown for Brazi power plant

### 2022E

#### ▶ RON ~4 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

### Slide 8 – Increasing CAPEX

Moving now to slide 8, total organic CAPEX amounted to 2.3 billion RON in the first nine months of 2022, 25 percent higher year-on-year.

The majority, 1.7 billion RON, was directed to Exploration and Production, where we finalized the drilling of 36 new wells and sidetracks and performed over 500 workover jobs. Drilling is ramping up, with 7 rigs operational at the end of the quarter, up from 4 in the first quarter of this year.

In Refining and Marketing, most of the 0.5 billion RON investments were dedicated to the ongoing major projects at the Petrobrazi refinery.

In Gas and Power, the majority of investments were directed to the Brazi power plant planned maintenance shutdown.

For 2022, we maintain our estimated CAPEX of around 4 billion RON. Regarding our E&A activities, in offshore Bulgaria we plan to spud one exploration well in 2023 and continue prospectivity and evaluation. In Georgia Block II, the seismic acquisition is on hold.

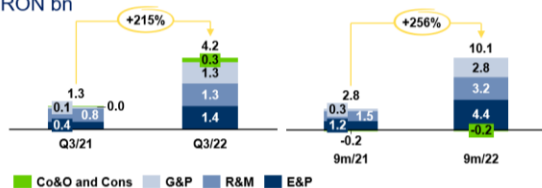
Please let me now hand over to Alina, who will go into the financials and the outlook in detail.



## Income Statement: strong results

### Clean CCS Operating Result

RON bn

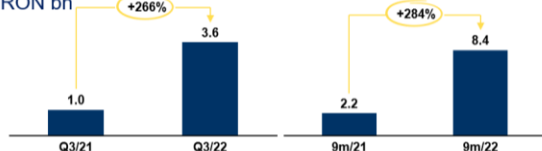


#### ► Q3/22 Clean CCS Operating Result reflects:

- Significantly higher commodity prices and refining margin
- Higher power sales volumes
- Higher gas, power and fuel taxes

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

RON bn



#### ► Q3/22 Clean CCS Net Income evolution reflects:

- Development of operating result
- Higher taxes on income
- Higher interest on bank deposits

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



**Slide 10 – Income Statement: strong results**

Thank you, Christina, and good afternoon also from my side.

I will continue the presentation with slide 10, starting with some highlights of the Income Statement, with focus on the developments of the third quarter of 2022 versus the similar period of 2021.

Sales increased by 170 percent year-on-year, reflecting higher commodity prices and higher sales volumes of electricity, partly compensated by lower gas sales volumes.

Exploration and Production Clean Operating Result increased to 1.4 billion RON, from 0.4 billion RON in the third quarter of last year. The higher prices and the favorable exchange rate effect were partly offset by increased taxation, lower volumes, as well as higher production costs.

Refining and Marketing Clean CCS Operating Result increased by 71 percent year-on-year, reaching 1.3 billion RON, mainly due to the favorable evolution of the refining margin, but also higher retail and commercial margins.

Gas and Power Clean Operating Result increased to 1.3 billion RON, from 95 million RON in the third quarter last year, reflecting stronger contributions from both gas and power business lines.

The clean consolidation line of 294 million RON in the third quarter of 2022 reflects mainly the positive impact of lower quotations, as well as the effect of lower stocks of crude oil and petroleum products.

Consequently, the Group Clean CCS Operating Result increased 3 times year-on-year to 4.2 billion RON.

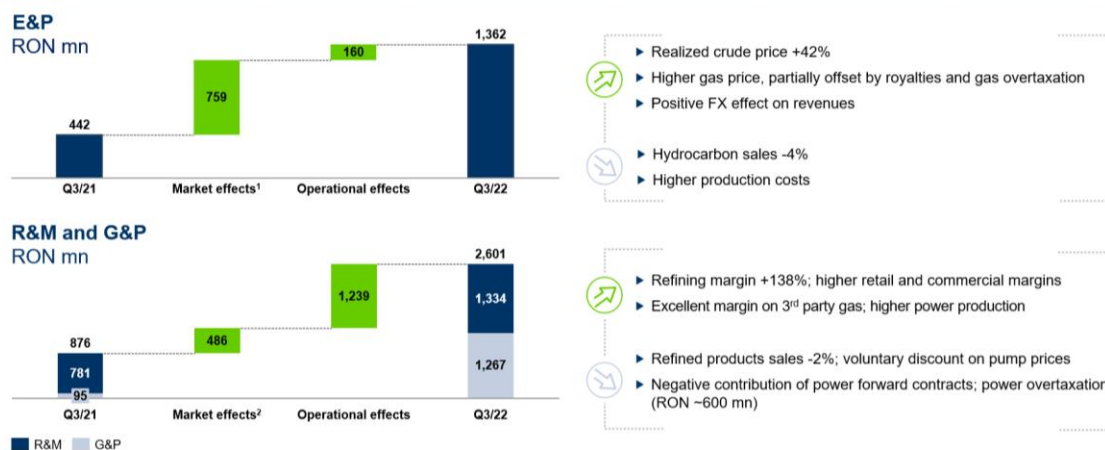
For the third quarter of 2022, we recorded inventory holding losses of (143) million RON, mainly reflecting the decrease of crude prices over the quarter. For comparison, in the third quarter of last year we recorded inventory holding gains of 102 million RON.

Net special income of 1.1 billion RON was recorded in the third quarter of 2022, mainly referring to net temporary gains from power forward contracts, compared to net special charges of (465) million RON in the third quarter of last year.

The Clean CCS net income attributable to stockholders more than tripled year-on-year to 3.6 billion RON.

The reported Net income attributable to stockholders was 4.5 billion RON, from 696 million RON in the third quarter of 2021.

## Clean CCS Operating Results improved throughout all business segments



<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; starting Q2/22, the indicator refining margin reflects the change in crude oil reference price from Urals to Brent; the values of the indicator refining margin for the previous periods were not restated

### **Slide 11 – Clean CCS Operating Results improved throughout all business segments**

Let me go on to slide 11, which shows the major building blocks for the development of the Clean CCS Operating Result.

I will start with Exploration and Production, where Clean Operating Result significantly improved to 1.4 billion RON. The positive market effect deviation of 759 million RON was triggered by the steep increase in oil and gas prices and favorable evolution of the USD versus RON. Nevertheless, the positive effect from the higher gas market prices was significantly offset by the steep increase in royalties and supplemental taxes paid, taxes being largely referenced to CEGH price, on a sharp upward trend on a year-on-year basis, instead of realized gas price. As just mentioned by Christina, the E&P realized gas prices in the third quarter reflected the increasing sales volumes at regulated prices.

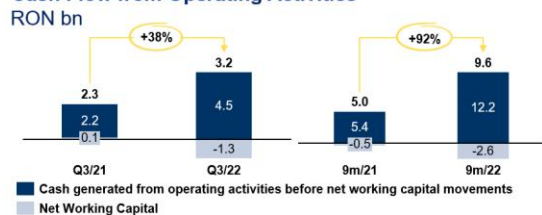
The operational effects include a negative volume deviation, due to the 4 percent lower hydrocarbon sales, higher clean exploration expenses and higher production costs, driven by cost inflation. These are more than compensated by lower depreciation and portfolio effects on taxation.

Looking at the lower chart, Refining and Marketing Clean CCS Operating Result increased by 71 percent compared to the third quarter of 2021. The positive market effect reflects the higher refining margin as a result of higher product spreads. Operational effects in Refining and Marketing were overall positive and mainly reflect improved retail and commercial margins, partly counterbalanced by the fuel price discount applied during the quarter.

In Gas and Power, the Clean Operating Result significantly increased year-on-year. The strong result of gas business was driven by the positive effect of increasing prices on gas transactions outside Romania, with volumes sourced in the previous periods at lower prices. The power business also had a good contribution to the third quarter of 2022 results, built on an environment with increasing prices and highest power production for a third quarter. These positive effects were only partly offset by the negative impact from the power forward sale contracts concluded in previous periods and the increased power over-taxation. As a result of Ordinance 119, the Gas and Power result in the third quarter is not likely to be repeated, considering the expected increase in taxation and the increasing weight of regulated sales volumes in our gas and power portfolios.

## Strong cash flow generation

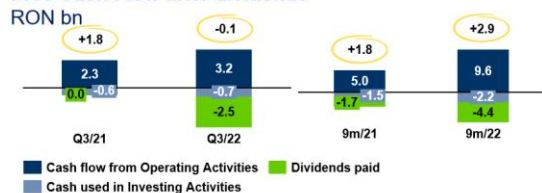
### Cash Flow from Operating Activities



► **Q3/22 Cash Flow from Operating Activities:**

- Increase driven by Operating Result
- Negative NWC

### Free Cash Flow after dividends



► **Q3/22 Free Cash Flow after dividends:**

- Operating Cash Flow covers special dividends and investments
- Cash outflow from investing activities 33% higher yoy

### Slide 12 – Strong cash flow generation

On slide 12, I would like to continue with the highlights of our cash flow statement.

In the third quarter of 2022, we achieved an operating cash flow of 3.2 billion RON, 38 percent higher year-on-year, reflecting the positive trend of the Operating Result and the negative net working capital changes.

Regarding the evolution of the net working capital, in the third quarter of 2022 we recorded a cash outflow of 1.3 billion RON, compared to a cash inflow of 136 million RON in the third quarter of 2021. The outflow in the third quarter of 2022 was mainly due to increase in cash guarantees for transactions with energy products as well as the increase in receivables, driven by higher commodity prices. This was partly counterbalanced by the decrease in inventories driven by lower unit costs following the decrease in quotations, as well as by lower quantities of crude oil and petroleum products in stock, partly offset by higher volumes of gas in storage. The increase in liabilities was mainly due to higher supplemental taxes, as well as higher royalties, driven by CEGH prices, partly offset by lower acquisitions.

Our net payments for investments amounted to 0.74 billion RON in the third quarter of 2022, 33 percent higher year-on-year.

The special dividends approved by the General Meeting of Shareholders on the 26<sup>th</sup> of July, in total amount of 2.5 billion RON, started to be paid in September.

The net cash position including leases increased to 12.3 billion RON at the end of the third quarter of 2022 versus 8.2 billion RON at the end of the third quarter of 2021.

## Outlook

Indicators	Actual 2021	Actual 9m/22	Assumptions/ Targets 2022
<b>Brent oil price</b>	USD 70.9/bbl	USD 105.5/bbl	USD >100/bbl
<b>Production in Romania</b>	127 kboe/d	120 kboe/d	Decline <6% yoy <sup>1</sup> (prev. <7% yoy)
<b>Refining margin<sup>2</sup></b>	USD 5.5/bbl	USD 15.8/bbl	USD >15/bbl
<b>CAPEX</b>	RON 2.8 bn	RON 2.3 bn	RON ~4 bn <sup>3</sup>
<b>FCF after dividends</b>	RON 3.0 bn	RON 2.9 bn	Positive

<sup>1</sup> Excluding portfolio optimization; <sup>2</sup> Starting Q2/22, the indicator refining margin reflects the change in crude oil reference price from Urals to Brent. The values of the indicator refining margin for the previous periods were not restated. <sup>3</sup> Depending on investment climate

### Slide 13 – Outlook

Let me conclude our presentation with the Outlook, on slide 13.

We expect Brent oil price in 2022 to be above 100 dollars per barrel, significantly above the range of 65-70 dollars per barrel assumed in our Strategy 2030.

Regarding production, in 2022 we aim to contain the year-on-year hydrocarbon production decline, excluding portfolio optimization, at below 6 percent, and we expect a lower decline for gas than for oil.

We expect inflationary pressure on our costs to persist throughout the year. However, being supported by stronger USD, we see the production cost at around 13 dollars per barrel of oil equivalent for the year 2022.

In Refining and Marketing, we currently estimate the full year 2022 average refining margin higher than 15 dollars per barrel, mainly reflecting the exceptionally high margins in the first half of the year. The refinery utilization rate is estimated to be above 95 percent in 2022.

As Christina mentioned earlier, CAPEX is expected to be around 4 billion RON in 2022, of which 2.6 billion RON in Exploration and Production.

In 2022, we expect a positive free cash flow, even after the payment of both base and special dividends.

We envisage retail demand to be broadly flat year-on-year, while demand for both gas and power to be lower than in 2021.

We expect total refined product sales to be slightly higher than in 2021. However, we estimate total gas sales volumes to be lower, while net electrical output to be higher year-on-year.

We currently do not expect new full lockdowns, but, if this is the case, we have a good track record in managing our operations. The outlook figures are also based on the assumptions of no significant supply disruptions.

With this, I close our presentation and thank you for your attention.

We are now available for your questions.



## Sensitivities in 2022

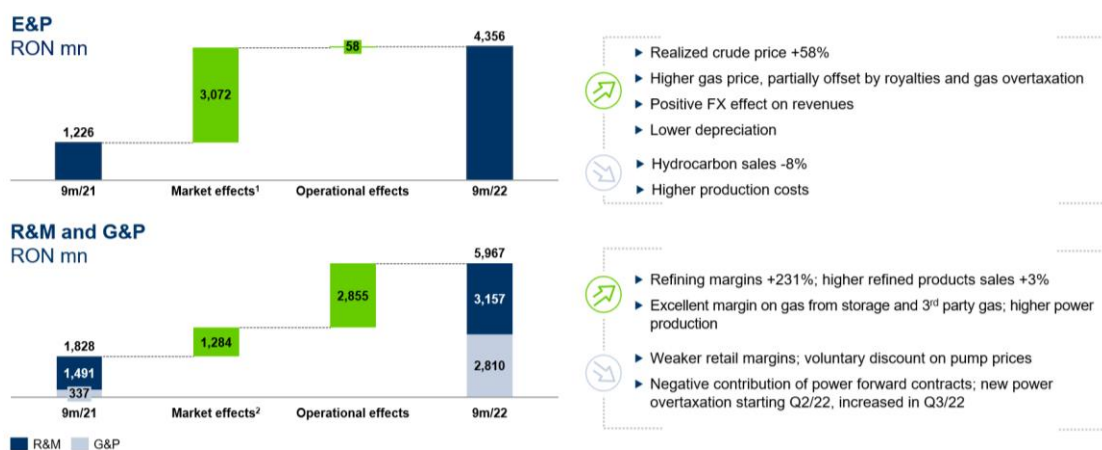
2022 sensitivities		EBIT impact
<b>Brent oil price</b>	USD +1/bbl	~EUR +15 mn
<b>Equity gas price <sup>1</sup></b> in a free market scenario	EUR +1/MWh	~EUR +10 mn
<b>OMV Petrom indicator refining margin</b>	USD +1/bbl	~EUR +30 mn
<b>Exchange rates</b> EUR/USD	USD appreciation by 5 USD cents	~EUR +75 mn

<sup>1</sup> This sensitivity is valid in a free market scenario and 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.

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## Clean CCS Operating Results improved throughout all business segments



<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; starting Q2/22, the indicator refining margin reflects the change in crude oil reference price from Urals to Brent; the values of the indicator refining margin for the previous periods were not restated

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