

# Capital Market Story

November 2022



OMV Petrom S.A.



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*All figures throughout this presentation refer to OMV Petrom Group (hereinafter also referred to as “the Group”), unless otherwise stated; figures are rounded, and they may not add up. The financials represent OMV Petrom Group’s consolidated results prepared according to IFRS (Q3/22 financials are unaudited). The financials are expressed in RON mn and rounded to closest integer value, so minor differences may result upon reconciliation. In this presentation, Clean CCS EBIT refers to Clean CCS Operating Result.*

*Starting with January 1, 2022, OMV Petrom’s business segments were renamed as follows: Upstream to Exploration & Production; Downstream Oil to Refining & Marketing, Downstream Gas to Gas & Power.*



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Investment proposition

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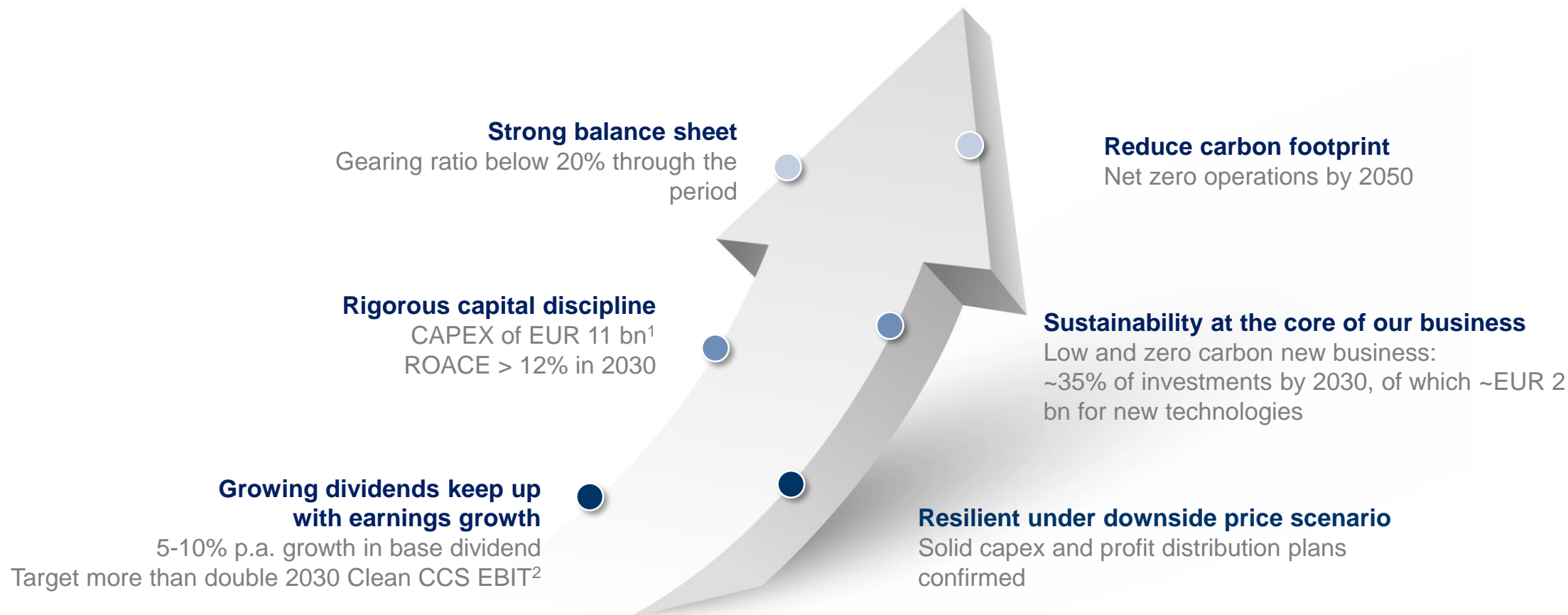


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# OMV Petrom investment proposition: growth, dividends and sustainability

## Strong value creation



<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

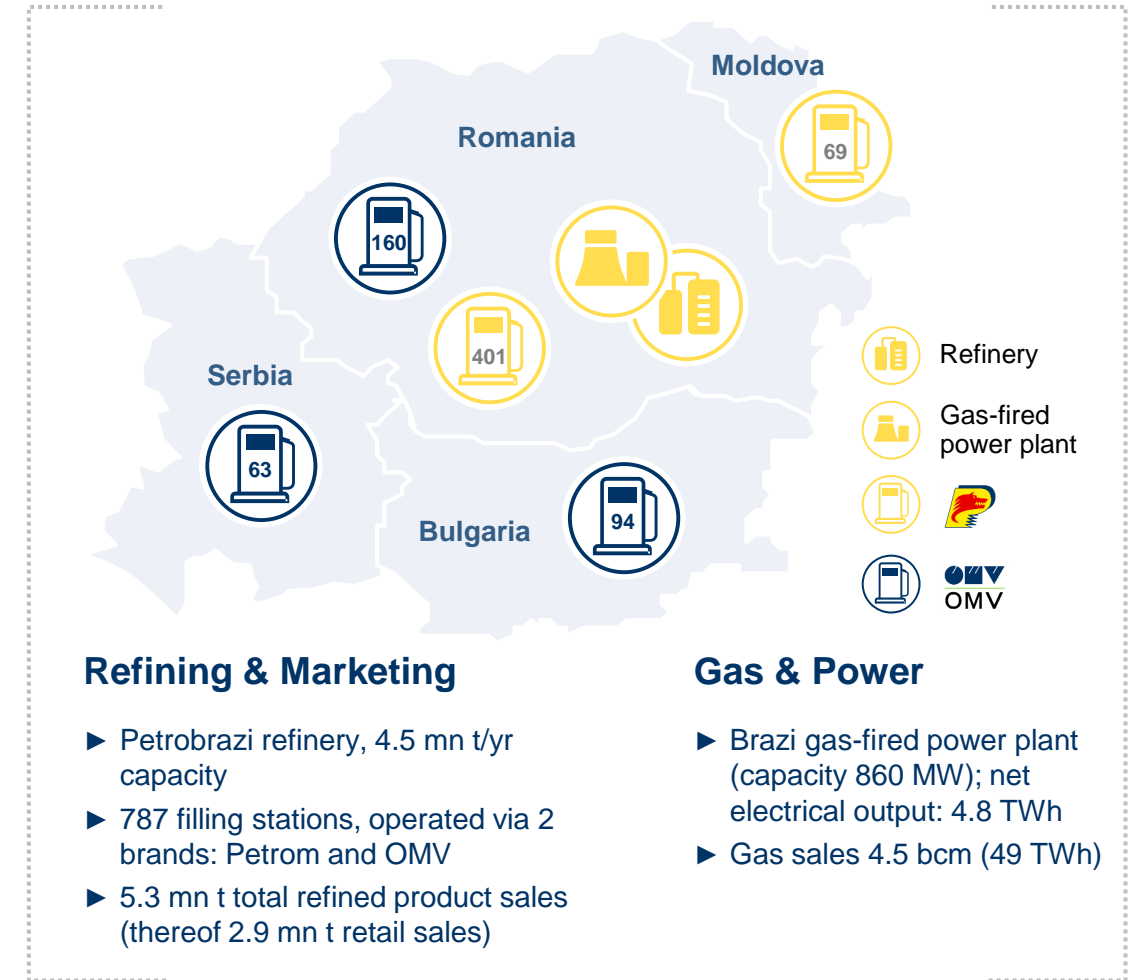




# Our business model



All data refers to 2021



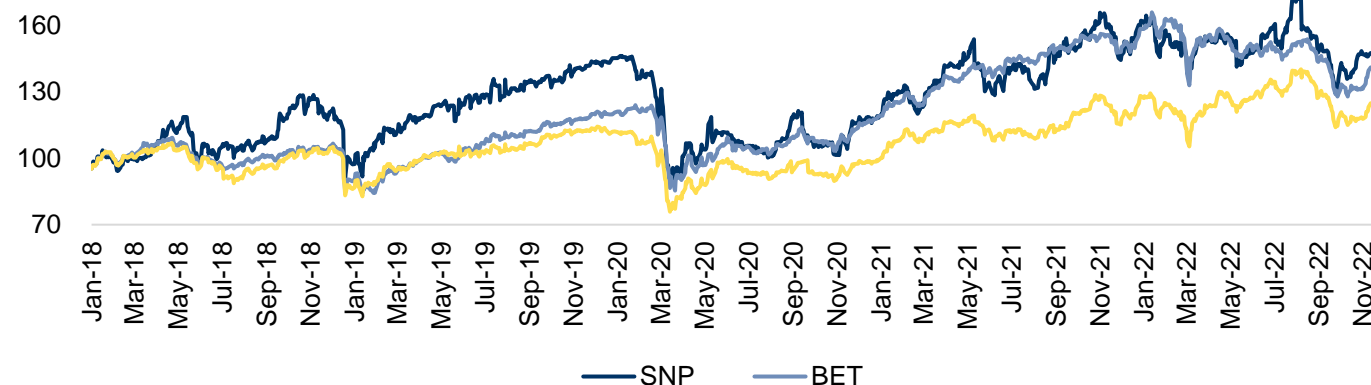
# Shareholder structure and capital market environment

## 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>:** 28.15%; including **Fondul Proprietatea** listed fund with 88.6% of AUM<sup>4</sup> invested in the energy sector

## Share price performance<sup>5</sup> Index Jan 2018 = 100




## Share information

Bucharest Stock Exchange Symbol	SNP
Ordinary shares	62,311,667,058
London Stock Exchange Symbol	PETB (GDR)
GDRs <sup>7</sup> outstanding as at 15 November 2022 <sup>6</sup>	127,544

<sup>1</sup> As of Nov 3, 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> As of end October 2022; <sup>5</sup> Rebased quotations on the Bucharest Stock Exchange; unadjusted; <sup>6</sup> 1 GDR = 150 ordinary shares





# Strategy 2030: Transforming for a lower carbon future

1 | **Strategy overview**

2 | Energy context

3 | Transition to low and zero carbon

4 | Grow regional gas

5 | Optimize traditional business

6 | Financial frame

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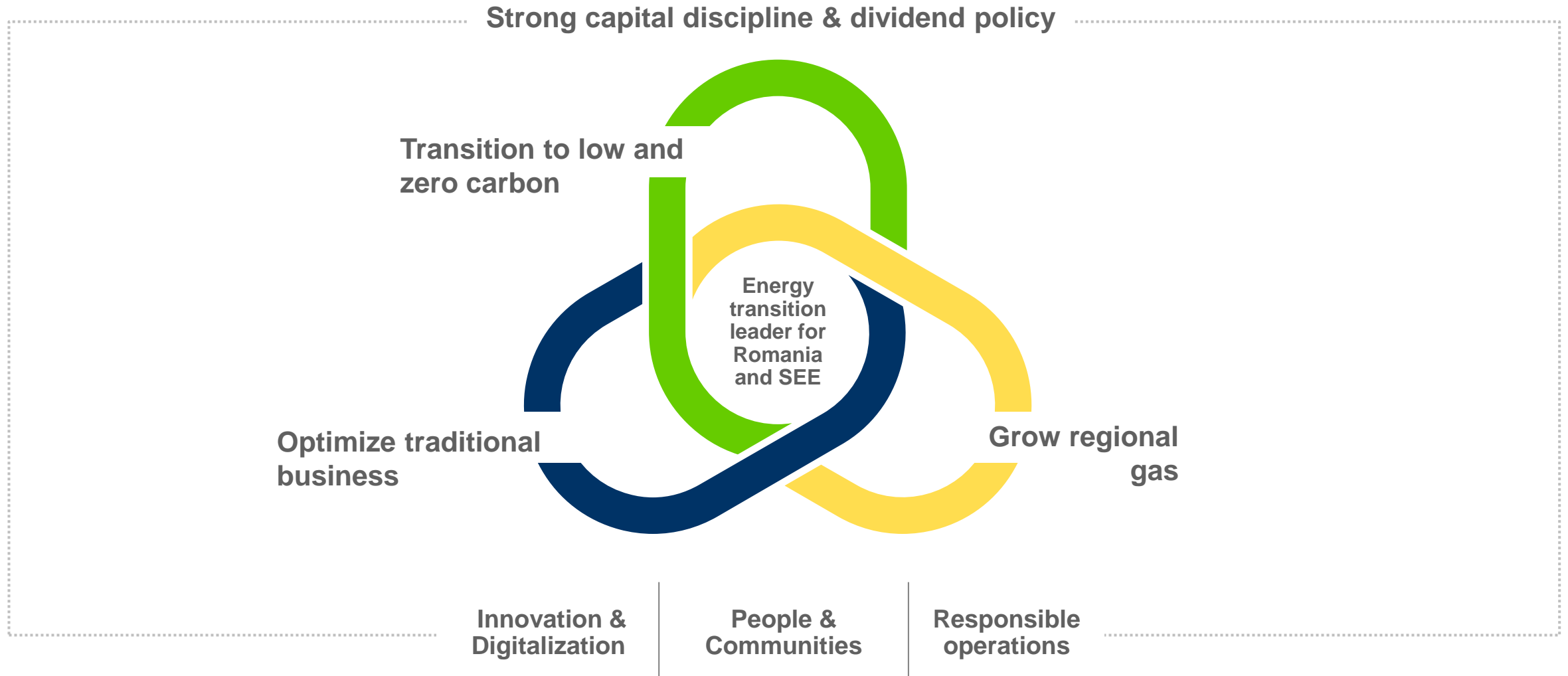
# OMV Petrom: transforming for a lower carbon future

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- ▶ **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%<sup>1</sup>**, 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

<sup>1</sup> Scope 1 and 2 emissions; reduction vs 2019

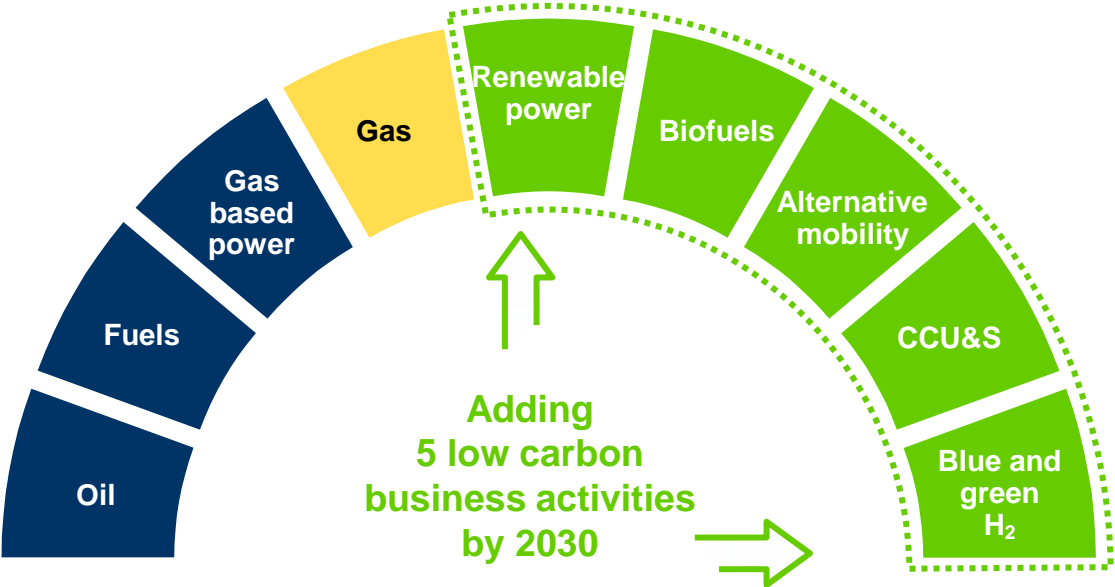
# OMV Petrom Strategy 2030: Transforming for a lower carbon future





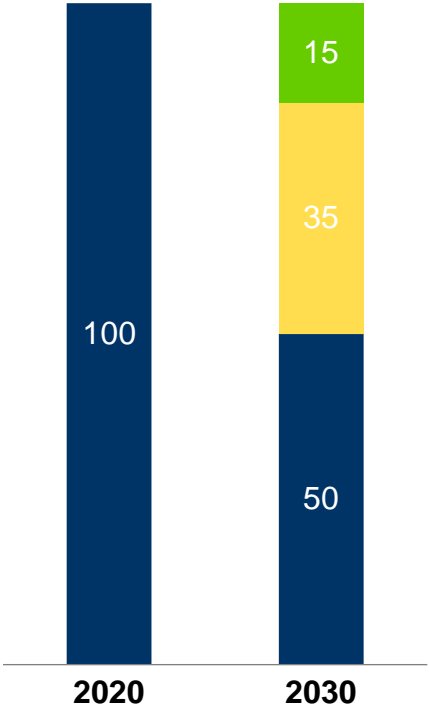
# OMV Petrom: Building a diversified, integrated energy transition business

OMV Petrom portfolio 2030

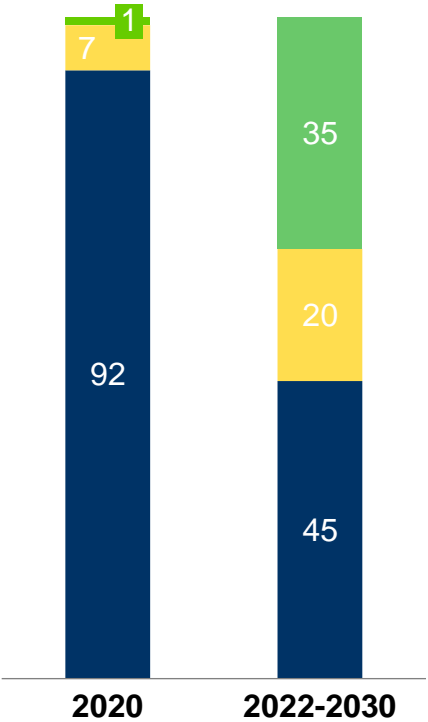



Low and zero carbon    Regional gas    Traditional business

Clean CCS EBIT %



CAPEX %





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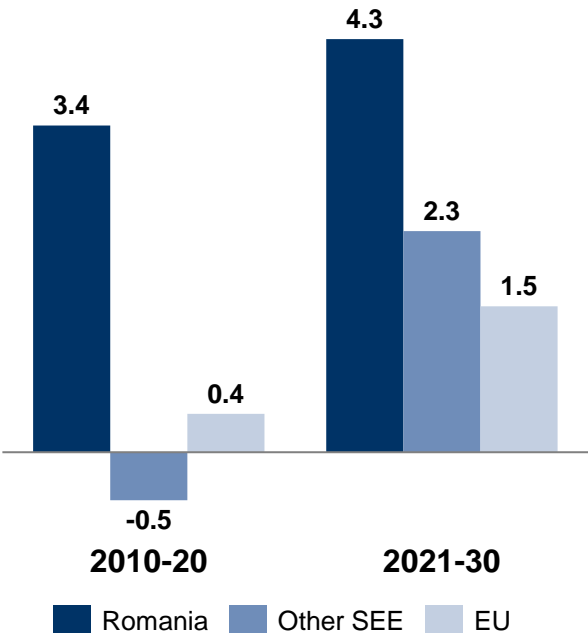
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# Romania is one of Europe's fastest growing economies, in a rapidly changing energy context

European energy environment is going through significant transformation



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

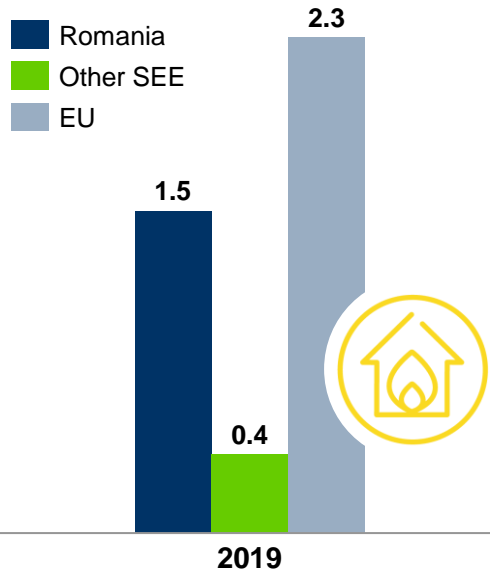


<sup>1</sup> Source: EU Fit for 55 program; Eurostat, the IMF and internal estimates; Other SEE excludes Romania but includes: Bulgaria, Serbia, Cyprus and Greece

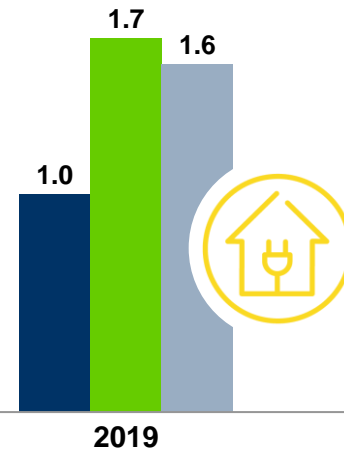


# Strong growth in energy demand in Romania to 2030

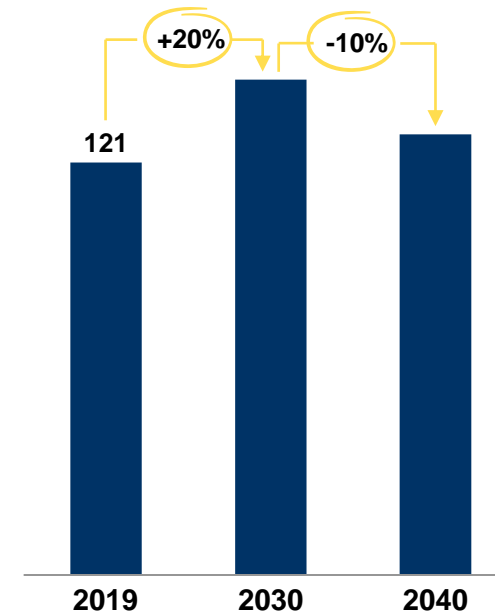
**Gas - household consumption<sup>1</sup>**  
MWh per capita



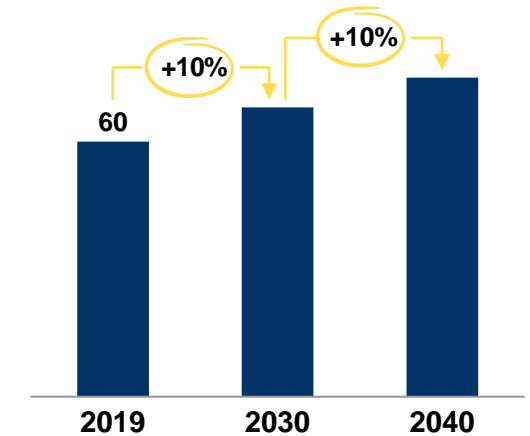
**Power - household consumption<sup>1</sup>**  
MWh per capita



**Gas demand Romania<sup>2</sup>**  
TWh

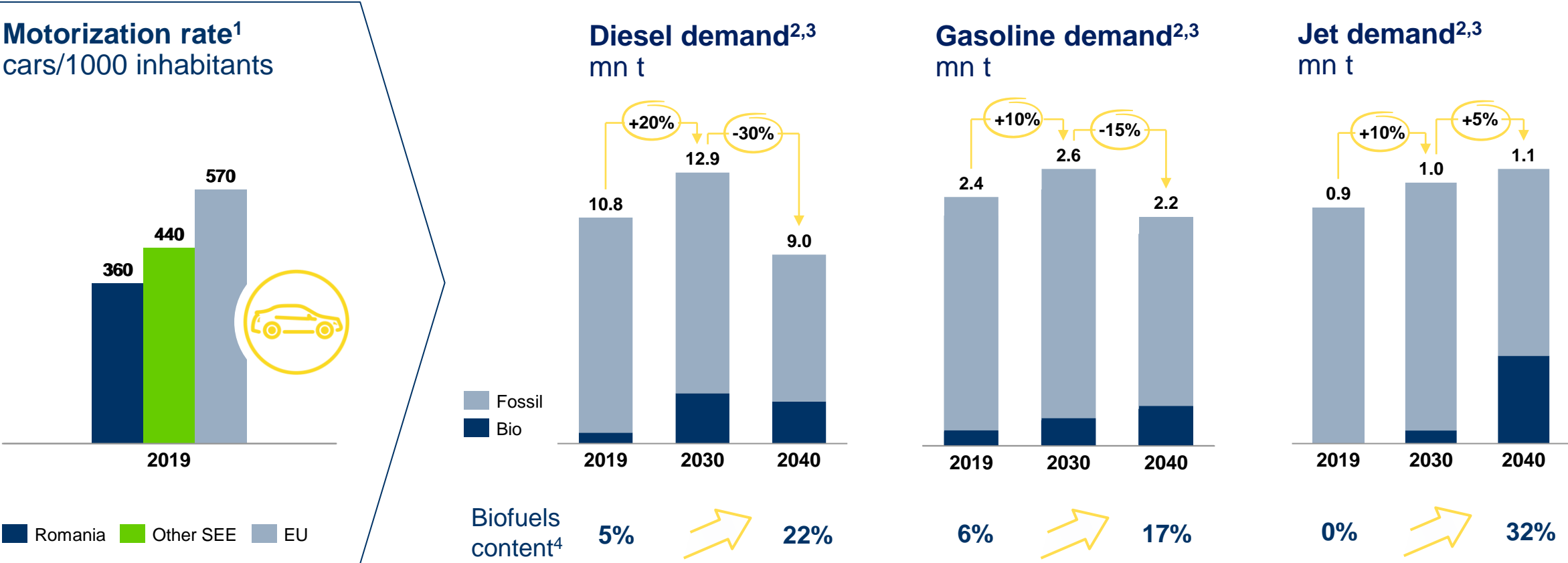


**Power demand Romania<sup>2</sup>**  
TWh




<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>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



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# Key directions to decarbonization

**Decarbonize current operations**

**Expand lower carbon gas business**

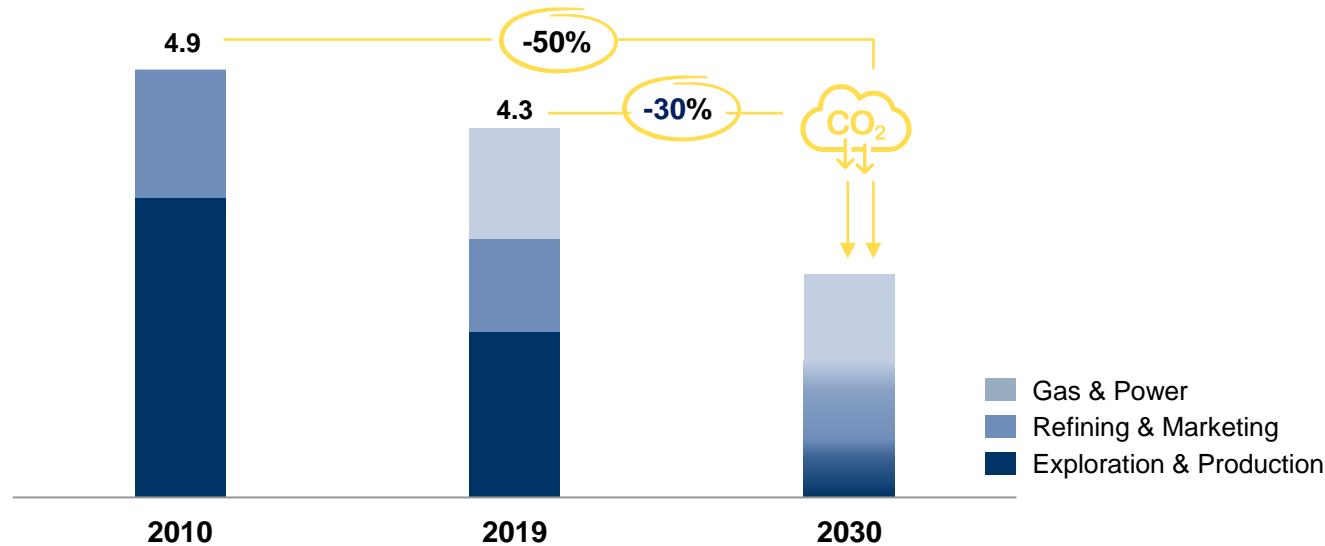
**Pursue new low and zero carbon business opportunities**





# Paving the way to Net Zero operations in 2050

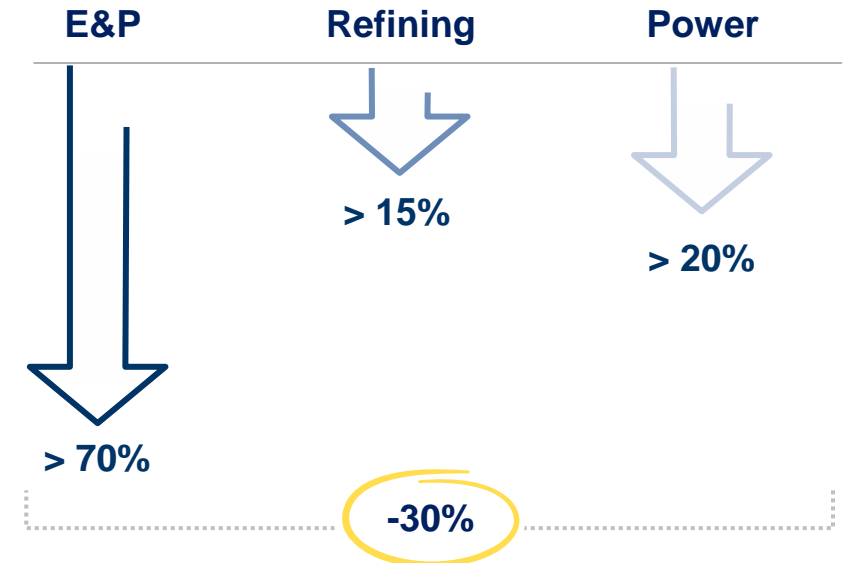
## Scope 1 – 2<sup>1</sup> emissions mn t CO<sub>2</sub> eq



## 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

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

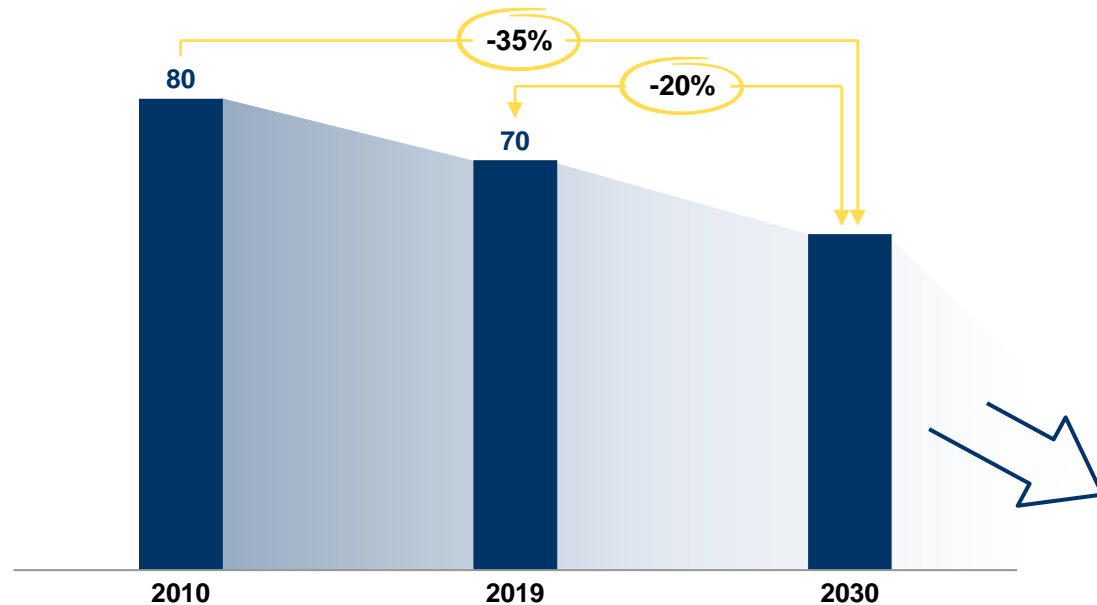


<sup>1</sup> Scope 1 = direct emissions from operations that are majority-owned or controlled by the organization; Scope 2 = indirect GHG emissions associated with the purchase of electricity, steam, heat etc.; <sup>2</sup> Vs. 2019



# 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 emissions<sup>1</sup>
- ▶ EU Taxonomy eligible CAPEX to reach 35%<sup>2</sup>
- ▶ 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 H<sub>2</sub>)
- ▶ Carbon offsetting measures
- ▶ Selective presence into the most profitable sales channels

<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	Opportunities	OMV Petrom target total capacity, including partnerships, GW
Photovoltaic	<ul style="list-style-type: none"><li>▶ Romania: the highest solar potential in the region</li><li>▶ &gt; 10% contribution to the 2030 total estimated solar capacities in Romania<sup>1</sup></li><li>▶ Build on our 10-year experience in the power market</li><li>▶ Opportunity to offer green electricity to our customers and long-term power purchase agreements (PPAs)</li><li>▶ Optimization of balancing services based on the integration with Brazi power plant</li></ul>	<p>0                      0.4                      &gt; 1</p> <p>2022                      2025                      2030</p>

<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 style="list-style-type: none"> <li>▶ Romania: unique combination of straw availability and cost</li> <li>▶ Upgrading agricultural residues with potential for carbon-negative ethanol when combined with CCS</li> <li>▶ Ethanol<sup>1</sup> expected to grow as a blend in gasoline, optional feed for SAF<sup>2</sup> and green petrochemicals</li> </ul>	<p>0 50 150</p> <p>2022 2023 2030</p>
Sustainable aviation fuel and renewable diesel: SAF/HVO <sup>1</sup>	<ul style="list-style-type: none"> <li>▶ Romania: strong agriculture sector and opportunity to upgrade agricultural products waste to high value SAF/HVO<sup>2</sup></li> <li>▶ Flexibility between SAF or HVO</li> <li>▶ Best option can be ensured based on aviation fuel/diesel market evolution</li> </ul>	<p>0 450</p> <p>2022 2030</p>

<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



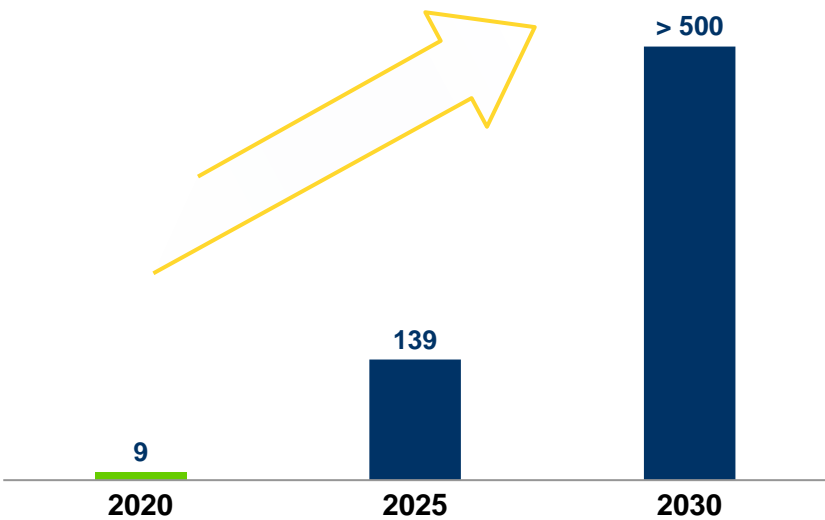
Active contribution to the development of H<sub>2</sub> mobility - solution to decarbonize heavy duty transport

## 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 CO<sub>2</sub> storage potential to be evaluated
- ▶ OMV Petrom holds in-depth knowledge of geological structures
- ▶ Potential partnering with hard-to-abate industries
- ▶ Evaluate CO<sub>2</sub> capture and storage demonstration project
- ▶ Test CO<sub>2</sub> capture and utilization technology in Petrobrazi refinery



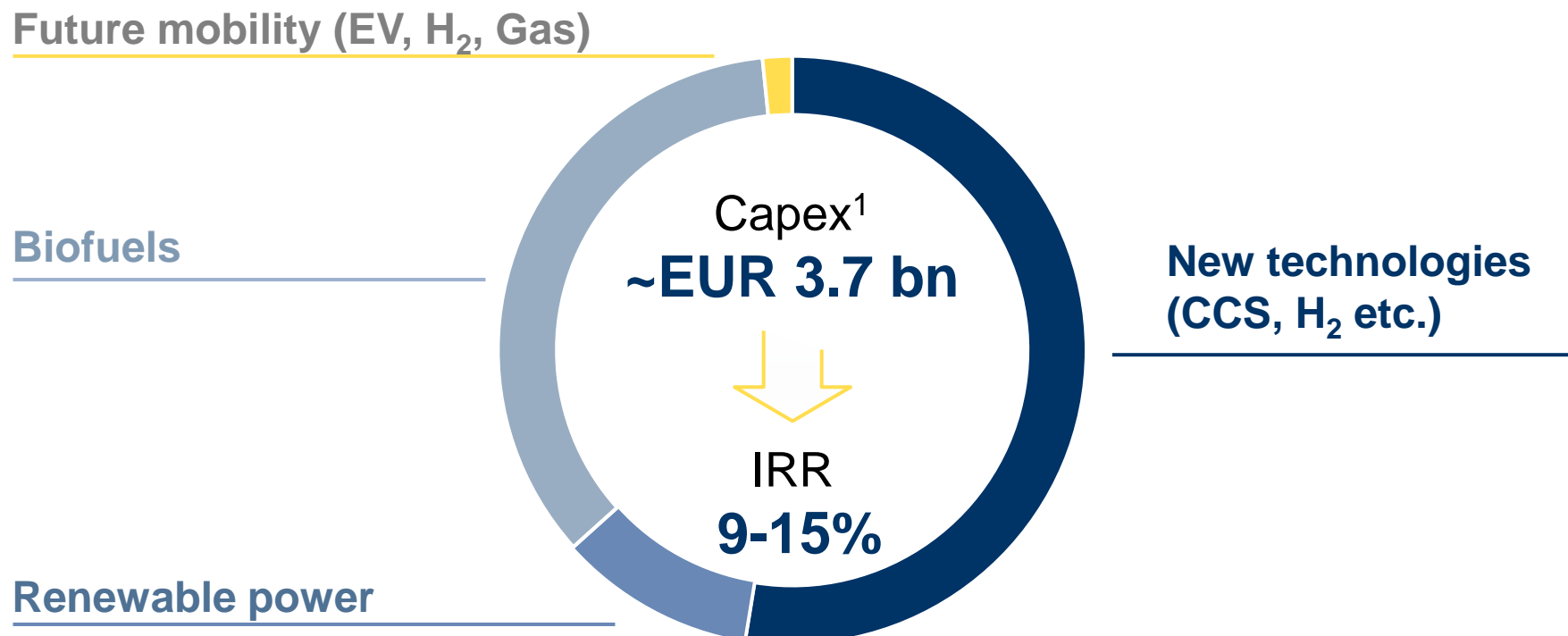
- ▶ Romania: gas production and renewable energy availability - opportunity for blue and green H<sub>2</sub> production
- ▶ OMV Petrom to become an integrated H<sub>2</sub> player, long term
- ▶ H<sub>2</sub> to decarbonize own operations, other industries, used as feedstock and fuel in mobility
- ▶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



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# Neptun Deep: a strategic gas project for OMV Petrom



## OMV Petrom's perspective<sup>1</sup>

FID <sup>2</sup> mid-year	2023	Estimated recoverable resources bcm	~50
First Gas <sup>2</sup>	2027		Net to OMV Petrom
Production at plateau kboe/d	~70	Development CAPEX EUR bn	< 2
	Net to OMV Petrom		Net to OMV Petrom
▶ Operator <sup>1</sup> : OMV Petrom		▶ Block area: ~7,500 sq-km	
▶ JV ownership <sup>1</sup> : 50% OMV Petrom, 50% Romgaz		▶ Development area water depth: 100 – 1,000 m	

<sup>1</sup> Following completion of the ExxonMobil / Romgaz transaction on August 1, 2022; <sup>2</sup> Assuming all key prerequisites are in place; Offshore Law published in May 2022, pending clarifications



# 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 km<sup>2</sup> 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 acquisition on hold

**Explore other opportunities**





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# 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

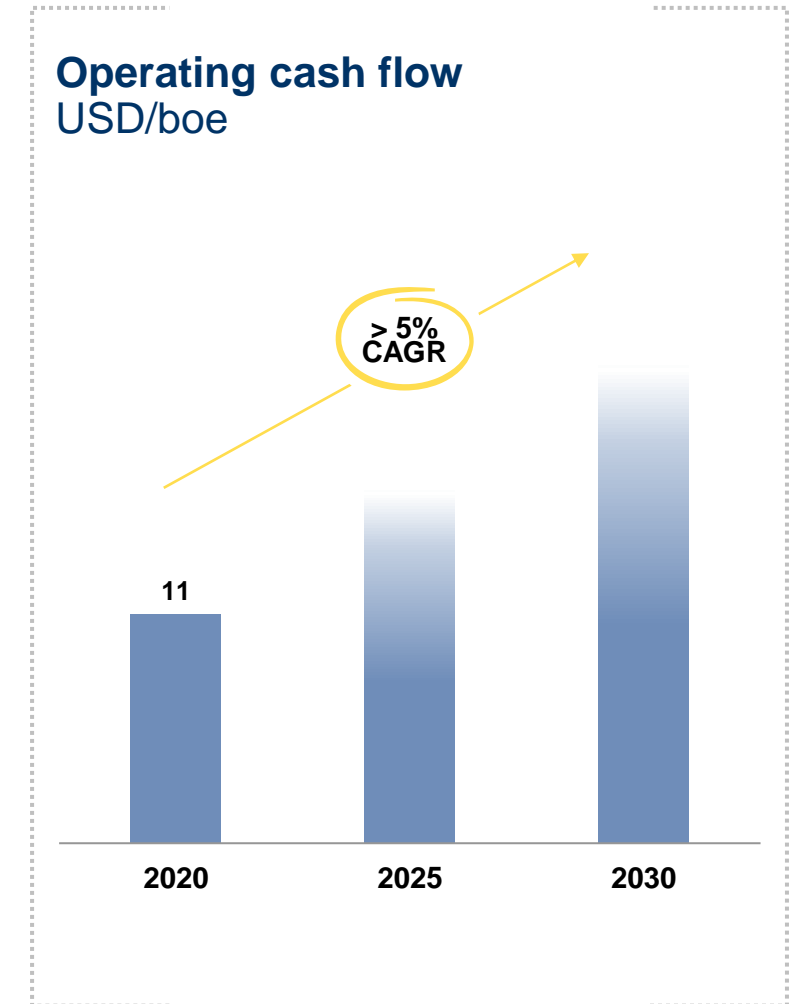
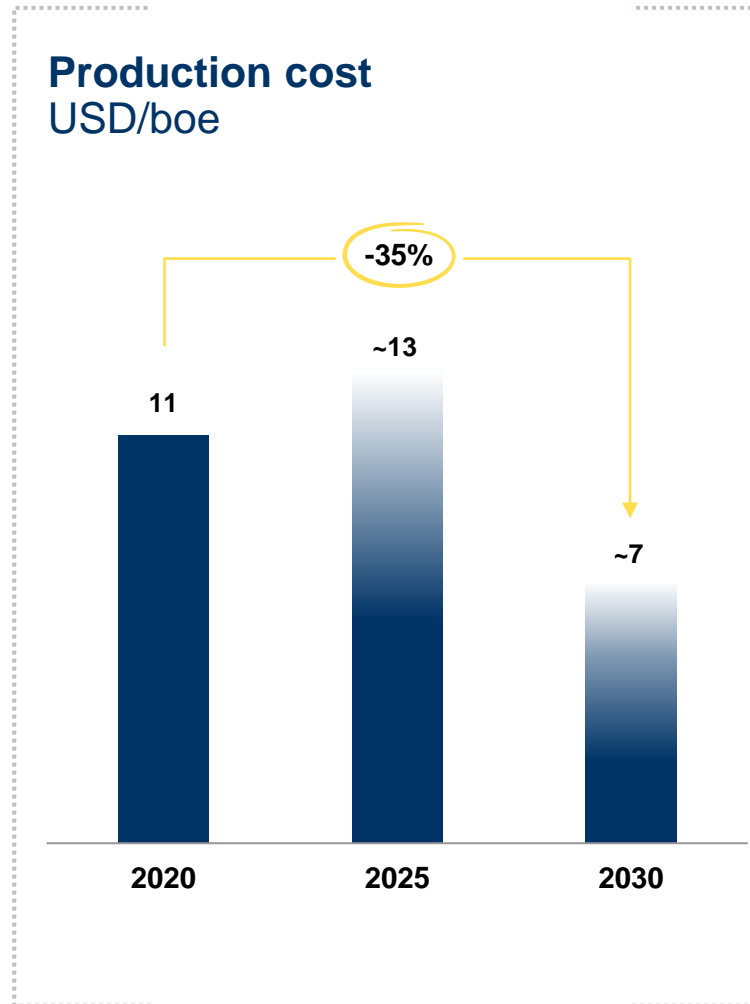
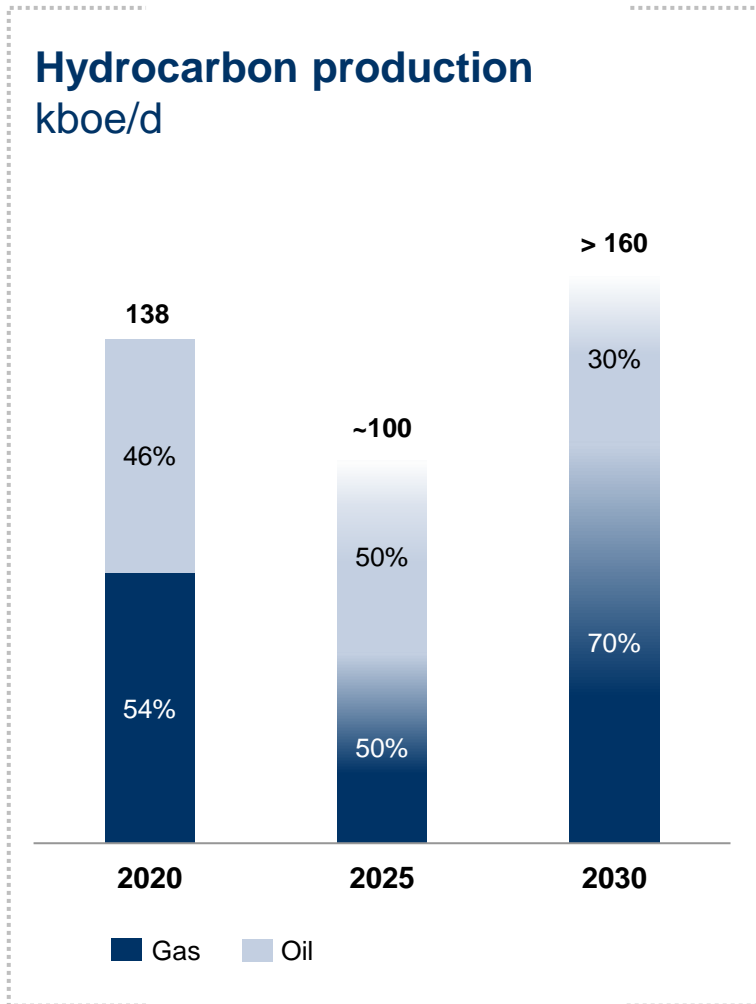
- ▶ Portfolio optimization
- ▶ Disciplined approach on capex allocation
- ▶ ~95% of our oil fields to remain operating cash flow positive at USD 30/bbl by 2030

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





# Transforming while delivering strong cash flows





# Petrobrazili to capture demand growth



**Refinery  
utilization<sup>1</sup>**  
%

**> 95**

Annual average 2022-2030

**Expand aromatics**  
kt/year

**+50**

2026

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

**-50%**

2030 vs 2020

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

**~200**

2030

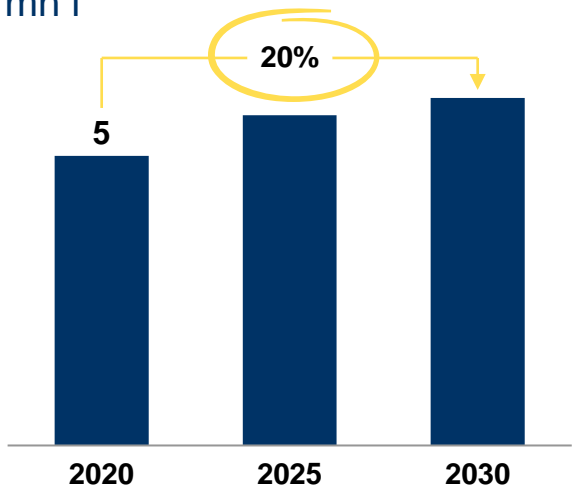
<sup>1</sup> Refers to crude distillation unit; <sup>2</sup> Fuel oil yield decreases from 6% in 2020; <sup>3</sup> Additional non-fuel products, like bitumen, carbon black or calcined coke



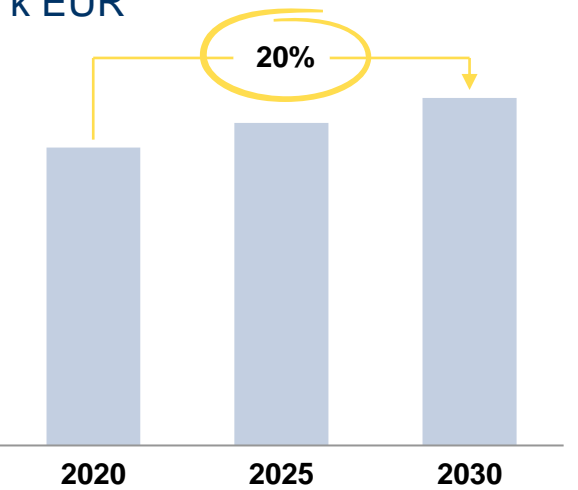
# Dual brand strategy to drive new value



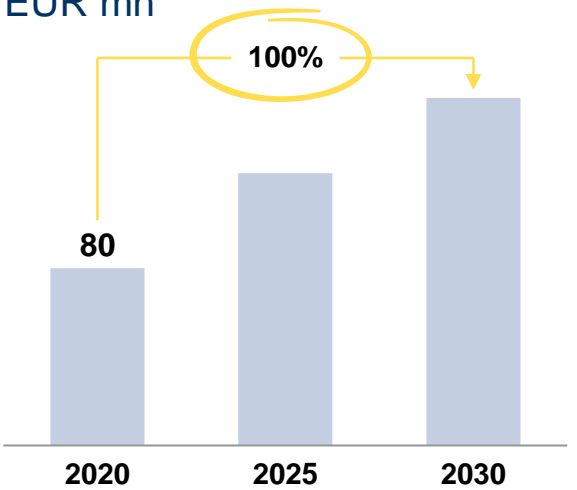
Throughput per filling station<sup>1</sup>  
mn l



Profitability per filling station<sup>2</sup>  
k EUR



Non-fuel business margin<sup>2</sup>  
EUR mn



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



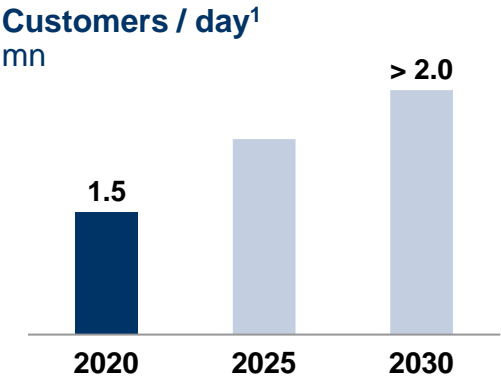


# Mobility services of the future



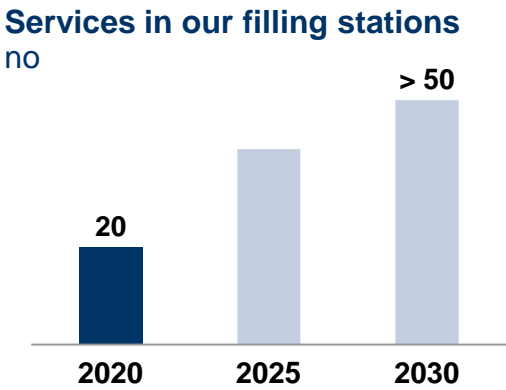
## #The future is diverse

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



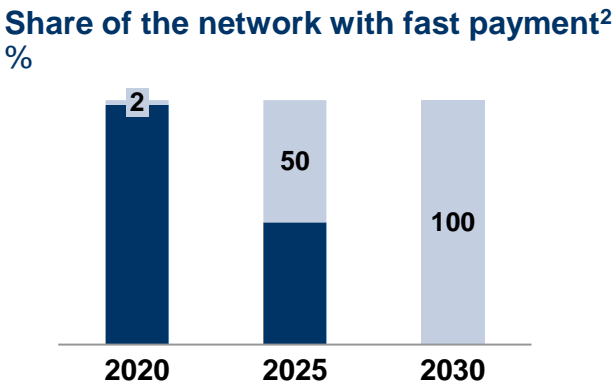
## #Mobility and service hub

**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>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

**70**

2030

**Customers**  
increase

**20x**

2030 vs 2020

**Net electrical output**  
TWh/year


**> 3.5**

Average 2022-2030

**Green power sales volume**  
% in total

**> 20%**

2030



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# Our strategy is enabled by a resilient financial frame

## Rigorous capital discipline

- ▶ CAPEX<sup>1</sup> 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

## Attractive returns to shareholders

- ▶ 5%-10% p.a. dividend growth
- ▶ Dividends<sup>1</sup> ~40% Operating Cash Flow
- ▶ Gearing ratio<sup>3</sup> < 20%

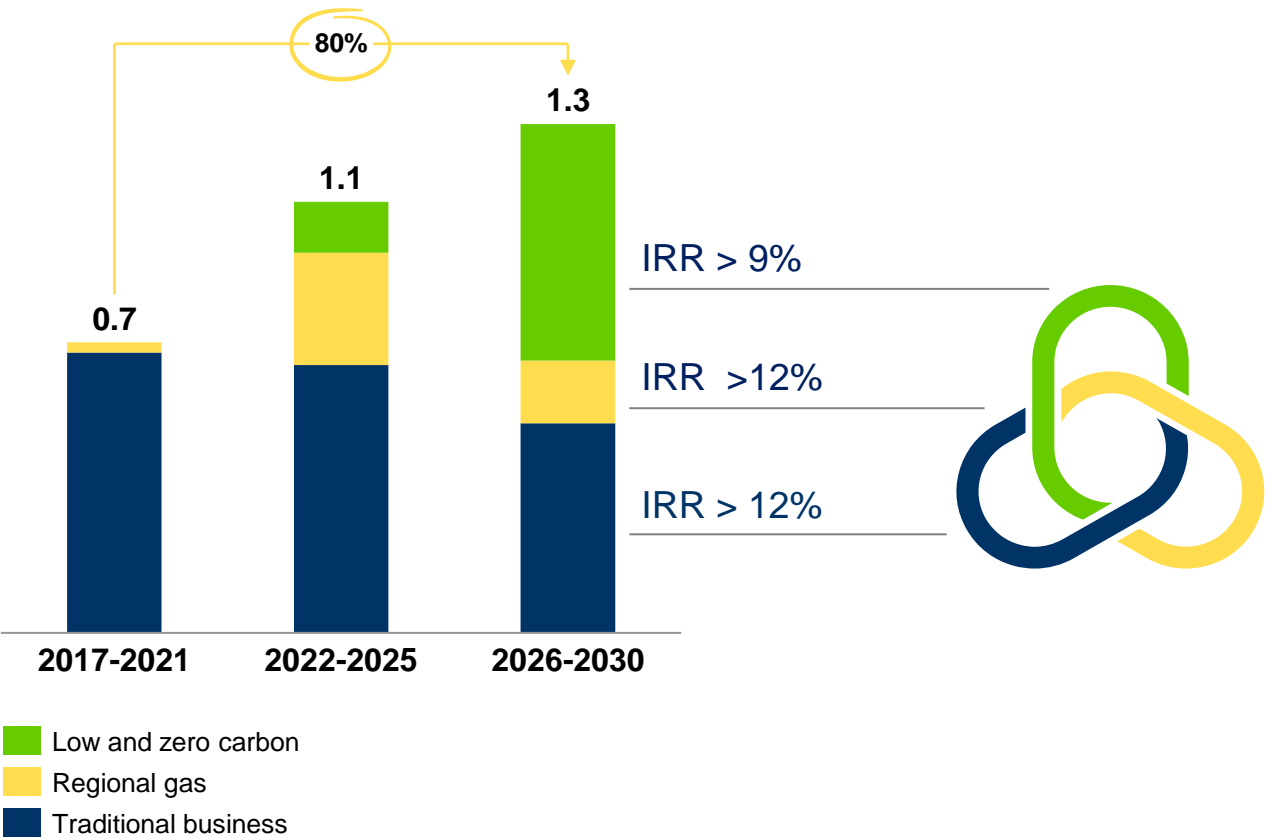
## Financial Frame

<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

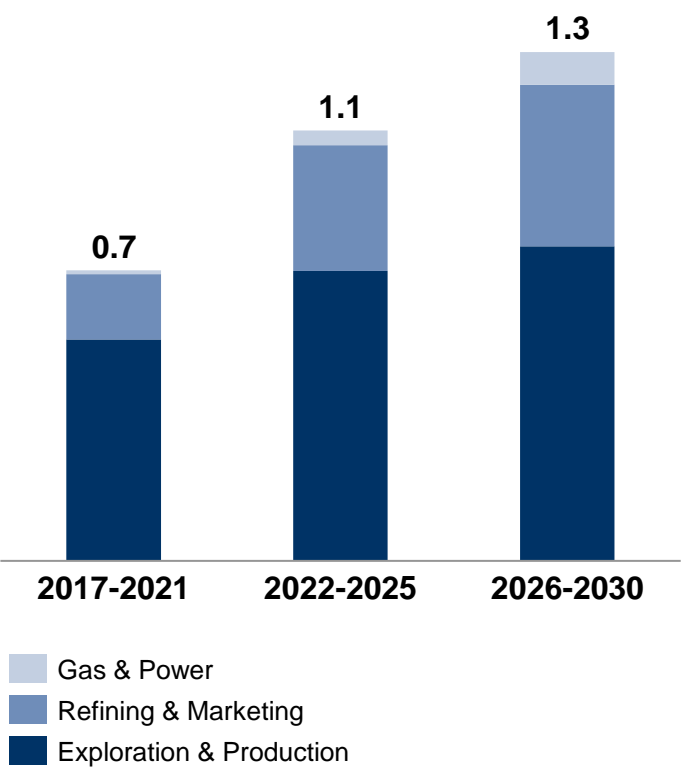


# Rigorous capital discipline underpins strategic directions

Average annual CAPEX per strategic pillar  
EUR bn



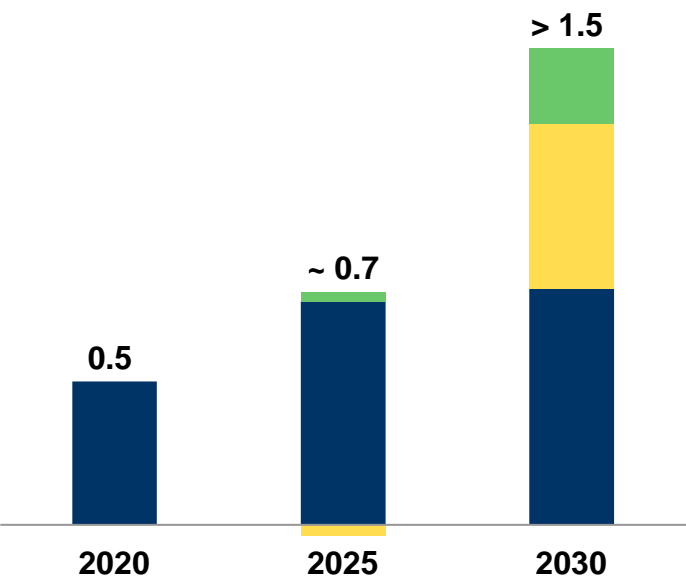
CAPEX breakdown per business segment  
EUR bn





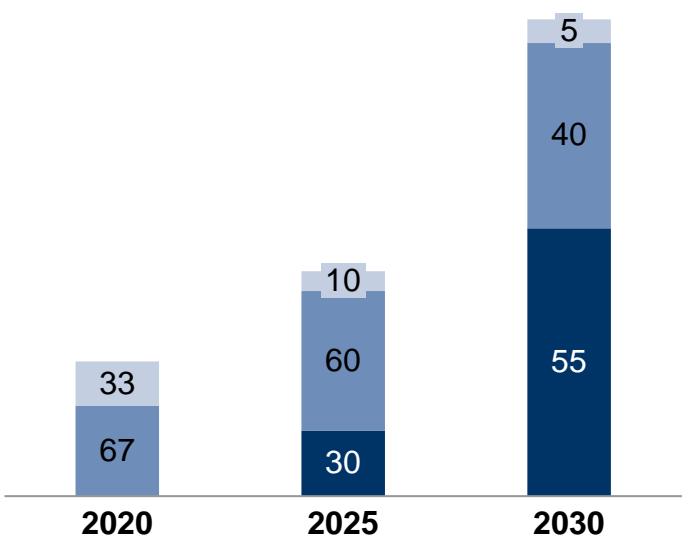
# Strong financial performance across the entire business

Clean CCS EBIT  
per strategic pillar<sup>1</sup>  
EUR bn



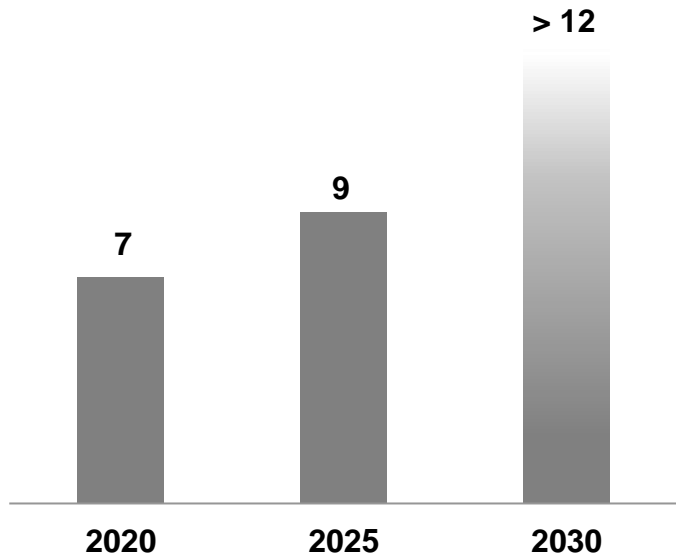
Low and zero carbon  
Regional gas  
Traditional business

Clean CCS EBIT  
per business segment<sup>1</sup>  
%



Gas & Power  
Refining & Marketing  
Exploration & Production

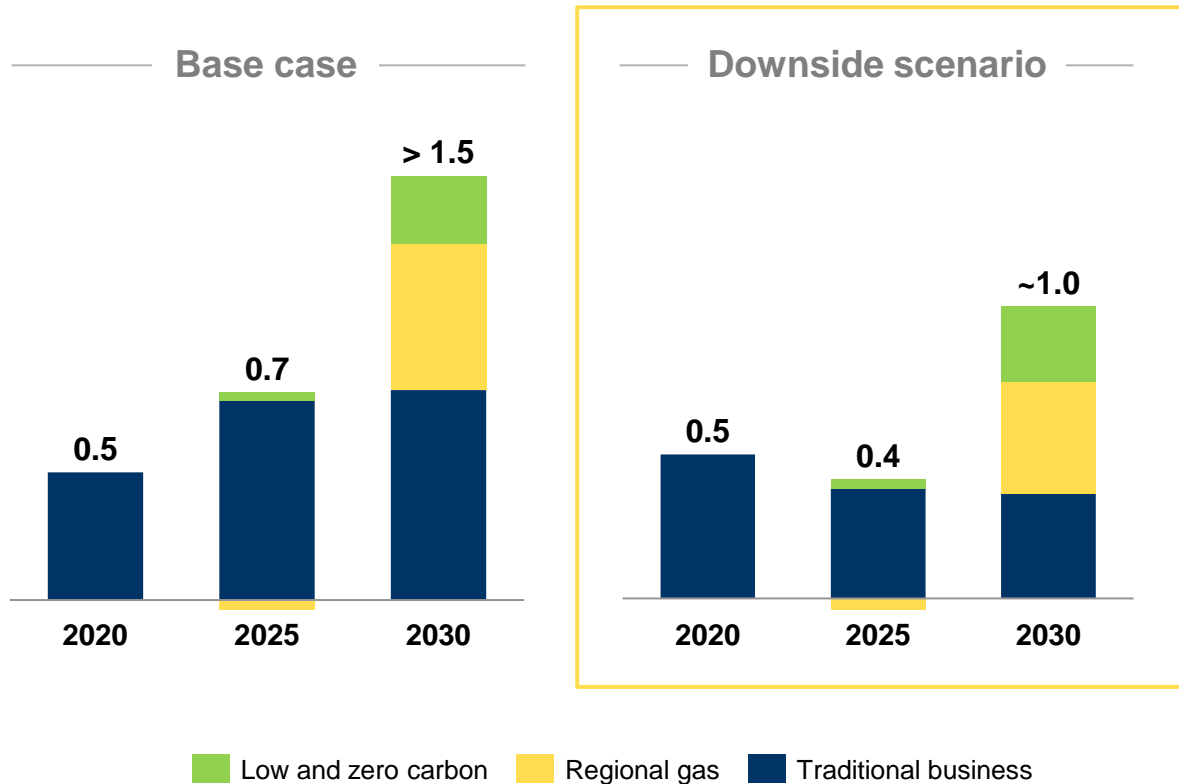
Clean CCS ROACE  
%



<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>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

---



<sup>1</sup> A special dividend of RON 0.045/share was paid starting Sept 2, 2022

# Sensitivities and price assumptions

2022 sensitivities		EBIT impact	Price assumptions <sup>2</sup>		2022 - 2030
Brent oil price	USD +1/bbl	~EUR +15 mn	Brent oil USD/bbl		65 - 70
Equity gas price in a free market scenario	EUR +1/MWh	~EUR +10 <sup>1</sup> mn	Indicator refining margin USD/bbl		5 - 6
OMV Petrom indicator refining margin	USD +1/bbl	~EUR +30 mn	CO <sub>2</sub> EUR/tCO <sub>2</sub>		55 - 100
Exchange rates EUR/USD	USD appreciation by 5 USD cents	~EUR +75 mn	Electricity price EUR/MWh		70 - 90

<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; <sup>2</sup> Base case



# Continued focus on sustainability



Sustainability Report 2021  
launched in June

**22.4** Medium risk  
**A-<sup>1</sup>**  
**C+**  
**57/100** Silver Medal



## ESG ratings

### GHG intensity index



**~10% lower**

2021 vs. 2019

H1/22: downward trend  
continued

### Energy efficiency projects



**EUR 36 mn**

Invested in 2021

G2P 1.75 MW  
installed

### Planting for Romania



**~EUR 1.5 mn**

Invested in 2021

Continue the largest privately  
funded forestation campaign

### Social involvement



**EUR 11 mn**

Invested in 2021

~double vs. 2020  
Support for ~350 communities

### Diversity



**31%**

Women in management 2021

Ahead of  
target for 2025

### Remuneration report



**2021**

Published for the 1<sup>st</sup> time

EB remuneration linked to  
sustainability targets

<sup>1</sup> Based on OMV Group's response



Q3/22 results

OMV Petrom S.A.

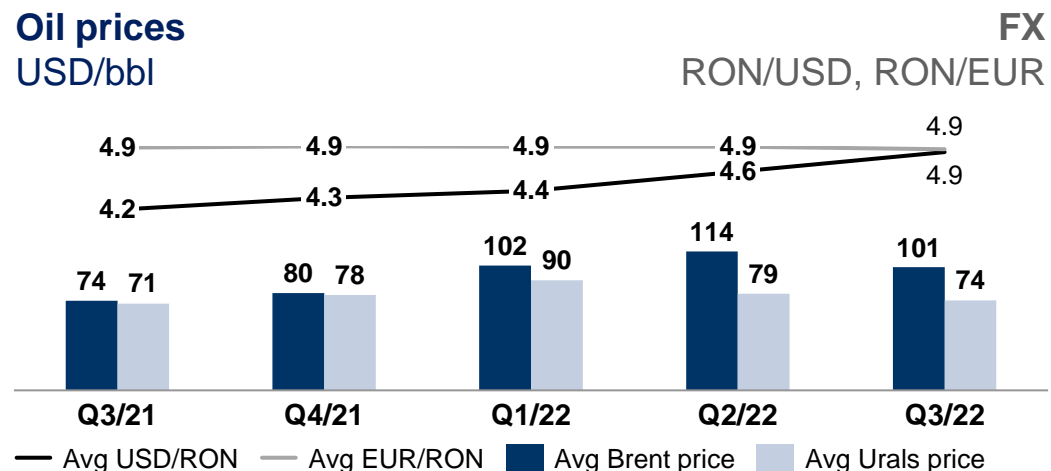


**OMV Petrom**

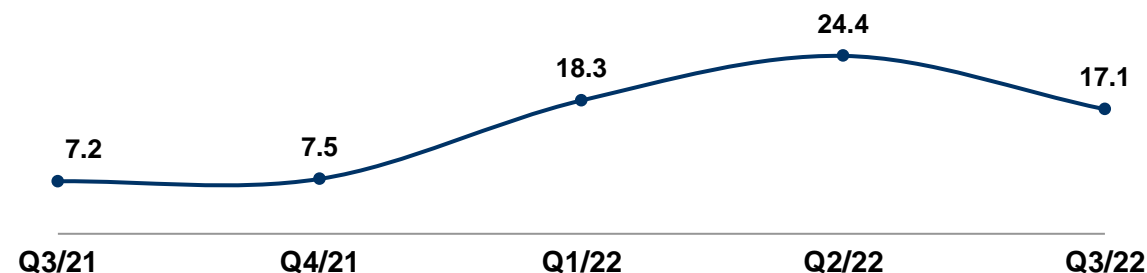
The energy for a better life.

# Very high and volatile commodity prices

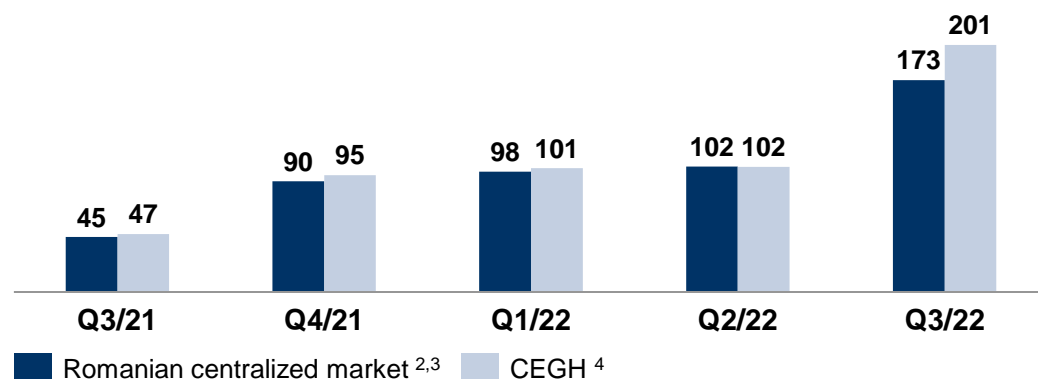
## Oil prices USD/bbl



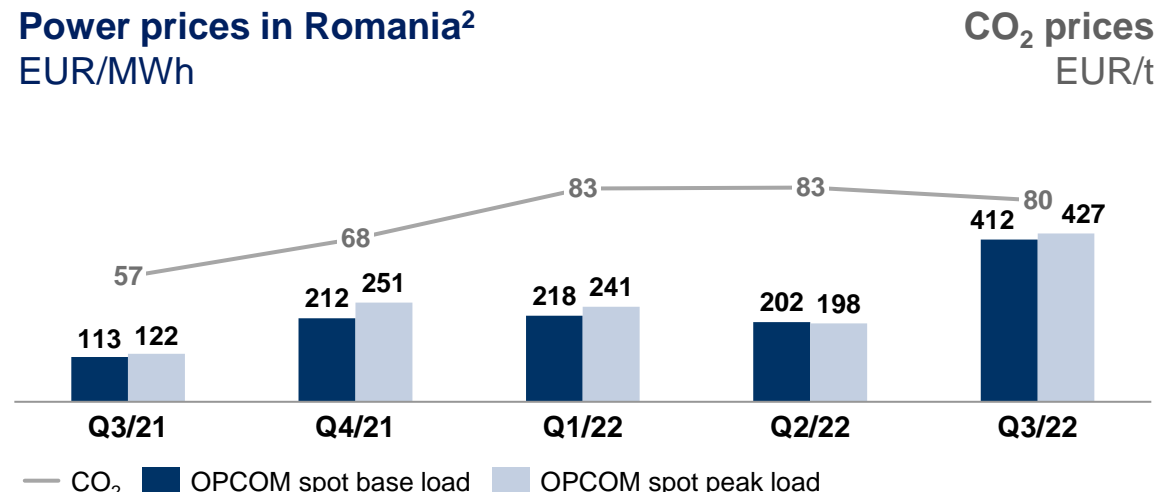
## OMV Petrom indicator refining margin<sup>1</sup> USD/bbl



## Gas prices<sup>2</sup> EUR/MWh



## Power prices in Romania<sup>2</sup> EUR/MWh



<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

# Stronger than expected GDP; overall lower demand

## Strong GDP growth

► **GDP:** Q3/22<sup>1</sup>: 4.7% yoy; 9m/22<sup>1</sup>: 4.3%; 2022e<sup>2</sup>: +4.8% yoy; 2023e<sup>2</sup>: 3.4%

## Inflation on an upward trend

► **CPI:** October 22/October 21<sup>1</sup>: 15.3%; 2022e<sup>3</sup>: 16.3%; 2023e<sup>3</sup>: 11.2%

## 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 (November 2022 report); <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



# Volatile regulatory and fiscal environment

## 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

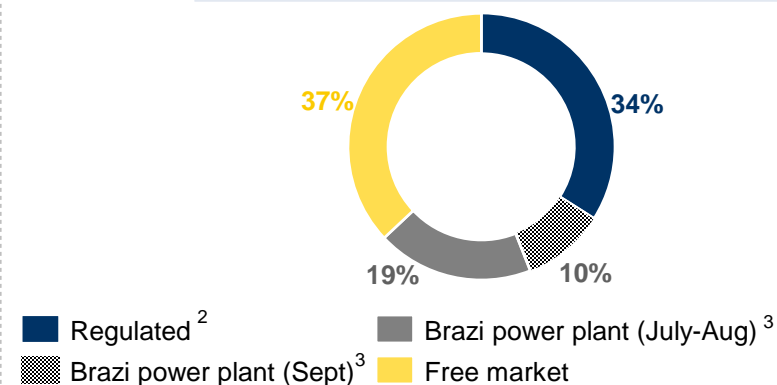
### Fuels market:

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

## 9m/22 specific sector taxes

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

## Q3/22 Gas sales portfolio



<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

# Key messages Q3/22

## Strong financial performance

### Clean CCS Operating result

RON 4.2 bn

**+215%** yoy

### Operating Cash Flow

RON 3.2 bn

**+38%** yoy

### Clean CCS ROACE

36.7%

**+27pp** yoy

## Good operational performance

- ▶ Good contribution from drilling partly offset natural decline
- ▶ Refinery utilization at 99%, above European average
- ▶ Net electrical output +4% yoy, record high for a 3<sup>rd</sup> quarter
- ▶ Benefitting from high integration and business optimisation

## Strategic focus

- ▶ Neptun Deep: Operator starting Aug 1; FID estimated mid-2023<sup>1</sup>
- ▶ Renewable power: partnership for first ~450 MW concluded
- ▶ PV panels in 110 filling stations; targeting 150 by year-end
- ▶ Aromatics: production capacity to increase by 50 kt/y by 2026
- ▶ LNG: diversifying sources of supply, first cargo delivered

## HSSE

**TRIR<sup>2</sup>:** 0.48

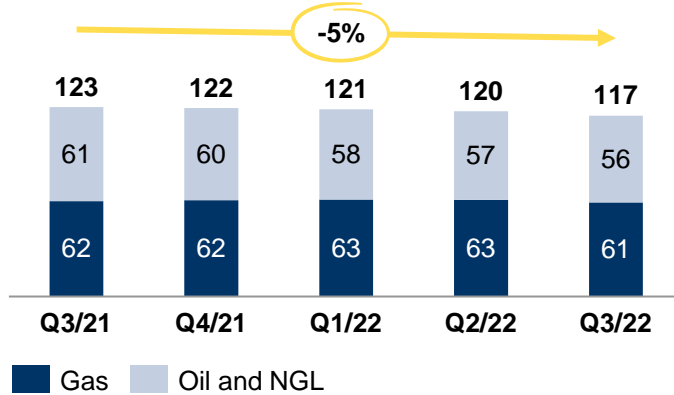
**GHG intensity<sup>3</sup>:** slightly decreased yoy

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

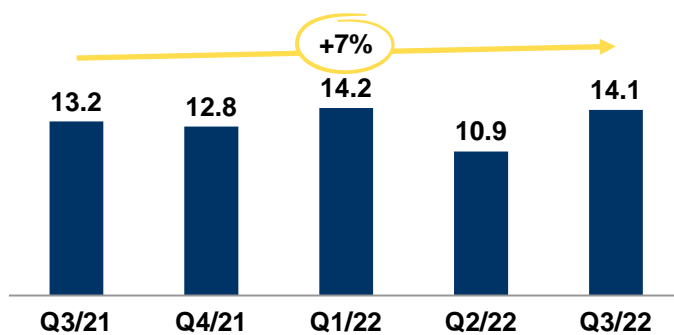
# Good operational performance in the context of lower market demand

## Exploration and Production

### Hydrocarbon production kboe/d

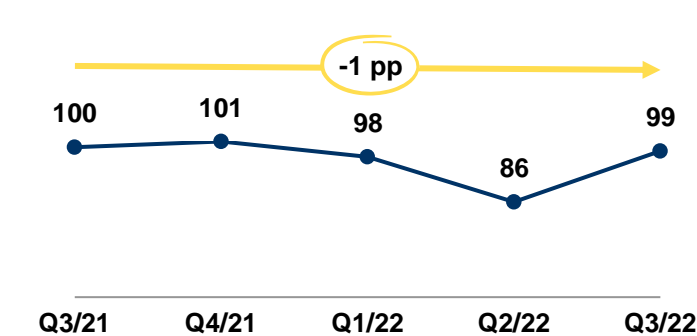


### Production cost USD/boe

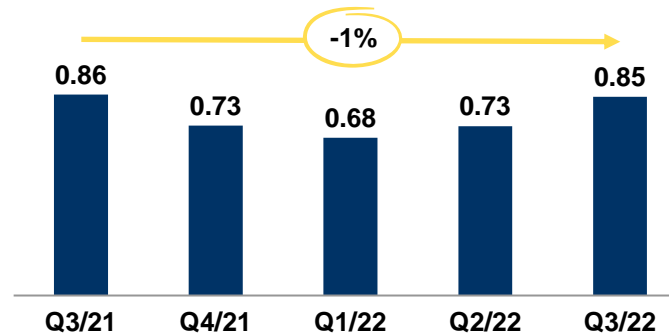


## Refining and Marketing

### Refinery utilization rate %

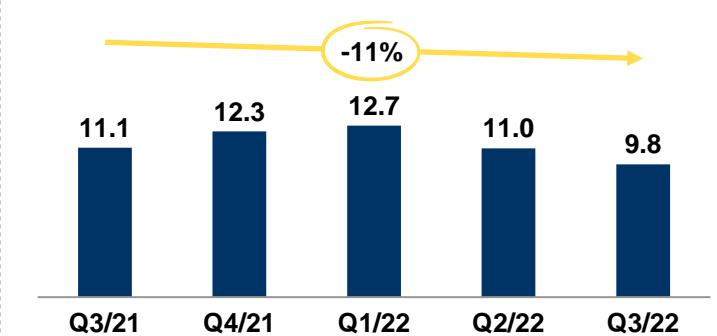


### Retail sales volumes mn t

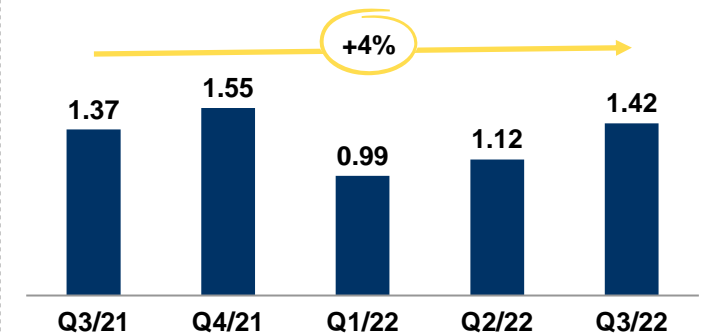


## Gas and Power

### Gas sales volumes TWh



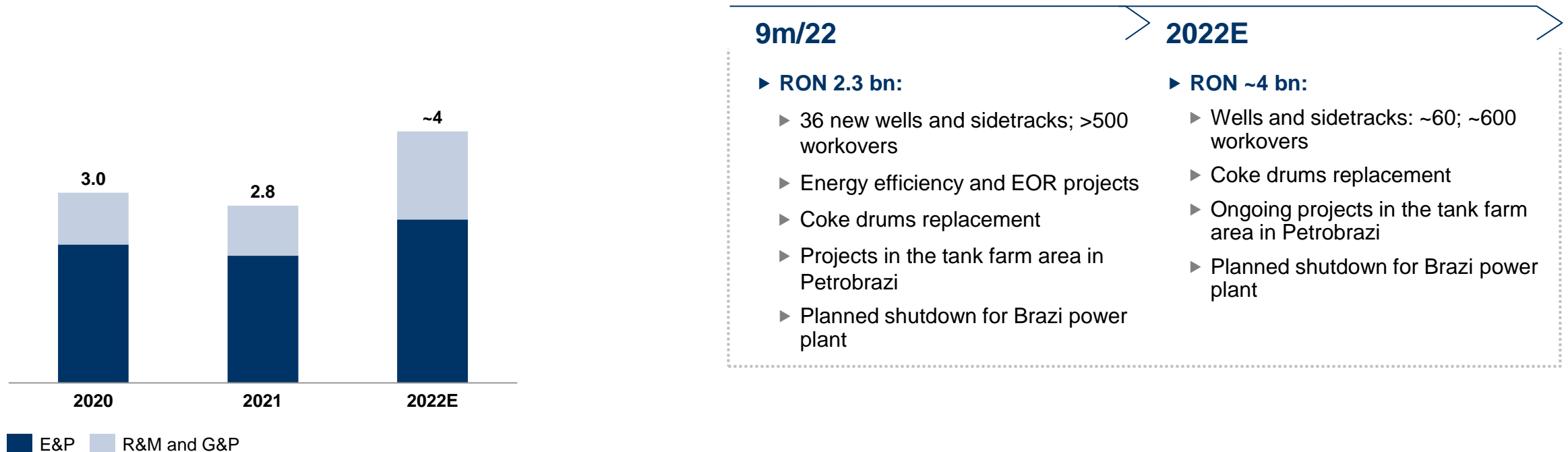
### Brazi net electrical output TWh





# Increasing CAPEX

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

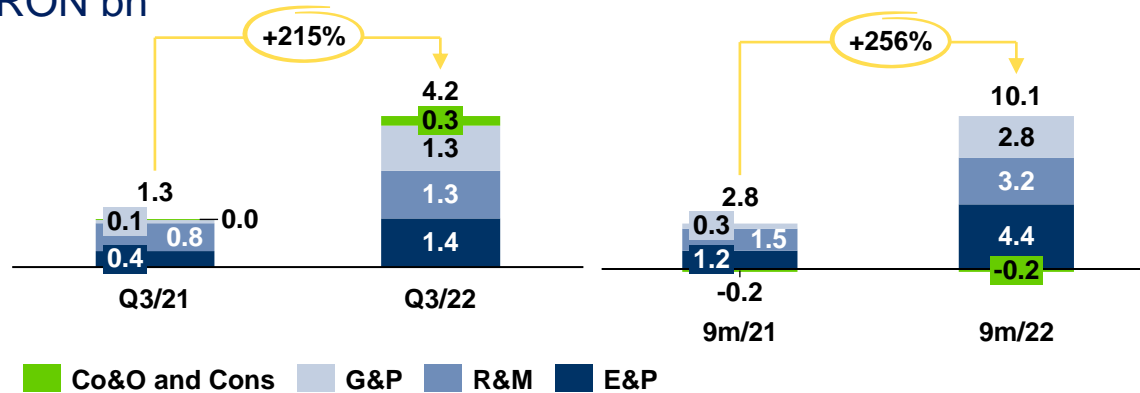


<sup>1</sup> CAPEX including E&A

# Income Statement: strong results

## Clean CCS Operating Result

RON bn

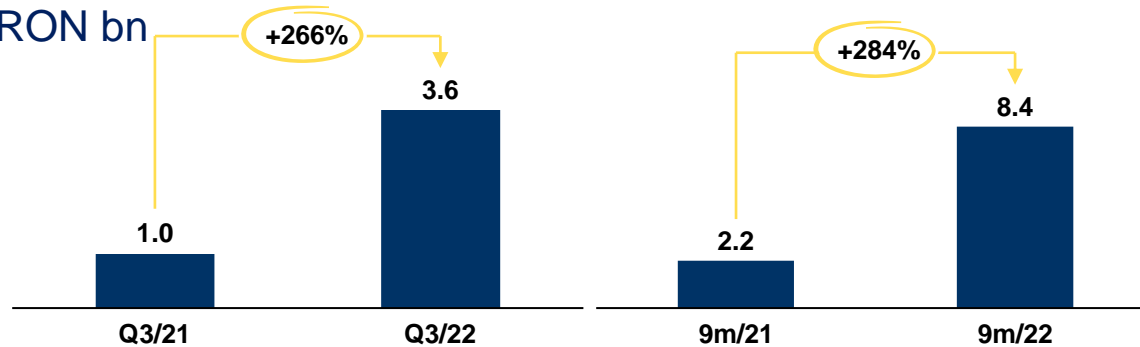


### ► Q3/22 Clean CCS Operating Result reflects:

- 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:

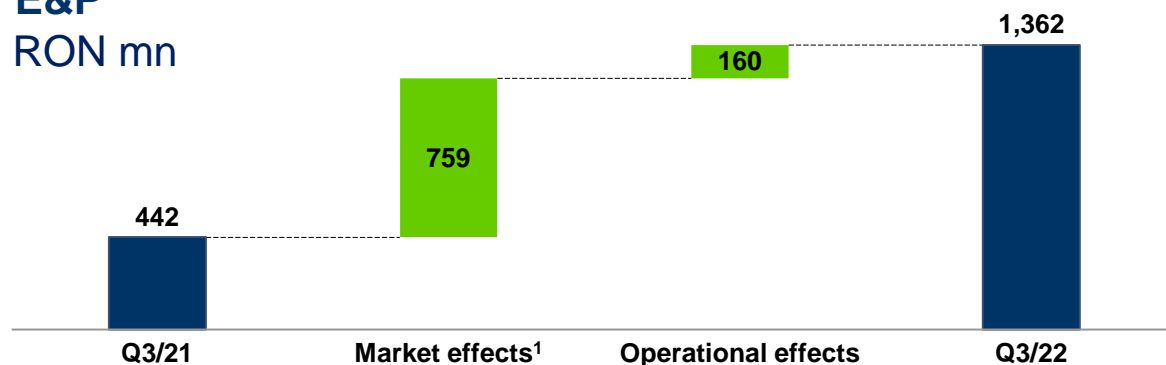
- Development of operating result
- Higher taxes on income
- Higher interest on bank deposits

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

# Clean CCS Operating Results improved throughout all business segments

## E&P

RON mn



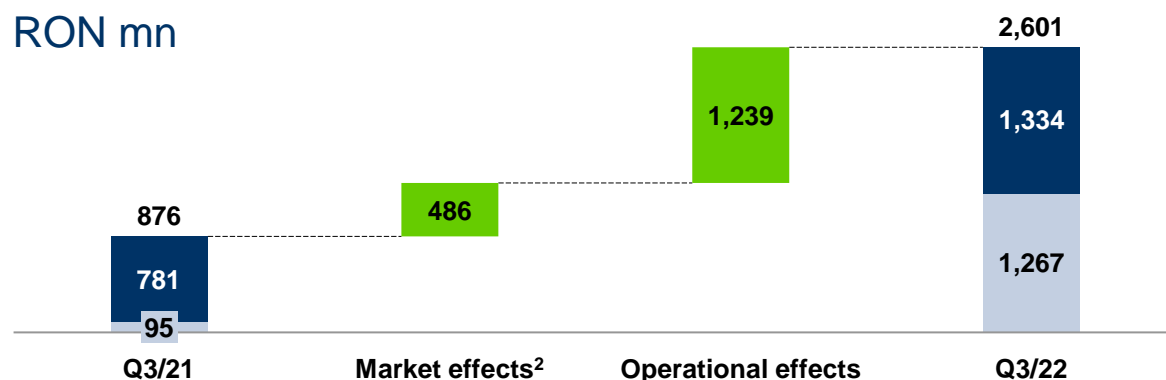
- ▶ Realized crude price +42%
- ▶ Higher gas price, partially offset by royalties and gas overtaxation
- ▶ Positive FX effect on revenues



- ▶ Hydrocarbon sales -4%
- ▶ Higher production costs

## R&M and G&P

RON mn



- ▶ Refining margin +138%; higher retail and commercial margins
- ▶ Excellent margin on 3<sup>rd</sup> party gas; higher power production



- ▶ Refined products sales -2%; voluntary discount on pump prices
- ▶ Negative contribution of power forward contracts; power overtaxation (RON ~600 mn)

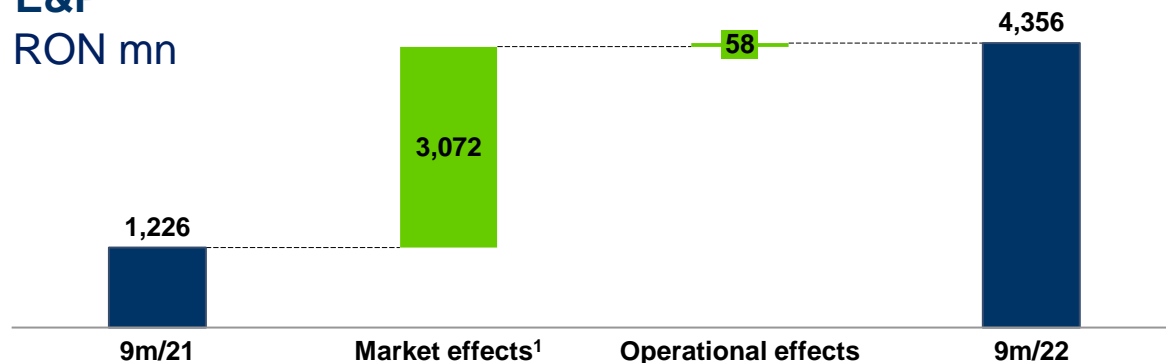
■ R&M ■ G&P

<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

# Clean CCS Operating Results improved throughout all business segments

## E&P

RON mn



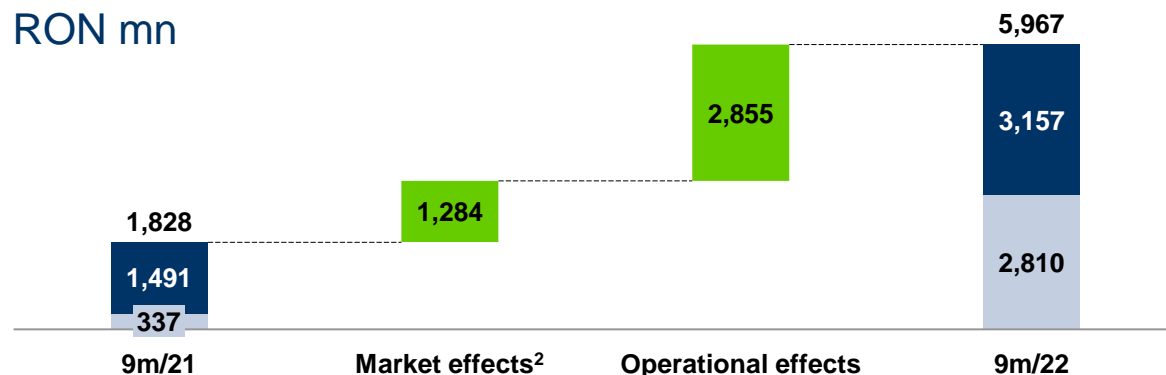
- ▶ Realized crude price +58%
- ▶ Higher gas price, partially offset by royalties and gas overtaxation
- ▶ Positive FX effect on revenues
- ▶ Lower depreciation



- ▶ Hydrocarbon sales -8%
- ▶ Higher production costs

## R&M and G&P

RON mn



- ▶ Refining margins +231%; higher refined products sales +3%
- ▶ Excellent margin on gas from storage and 3<sup>rd</sup> party gas; higher power production



- ▶ Weaker retail margins; voluntary discount on pump prices
- ▶ Negative contribution of power forward contracts; new power overtaxation starting Q2/22, increased in Q3/22

■ R&M ■ G&P

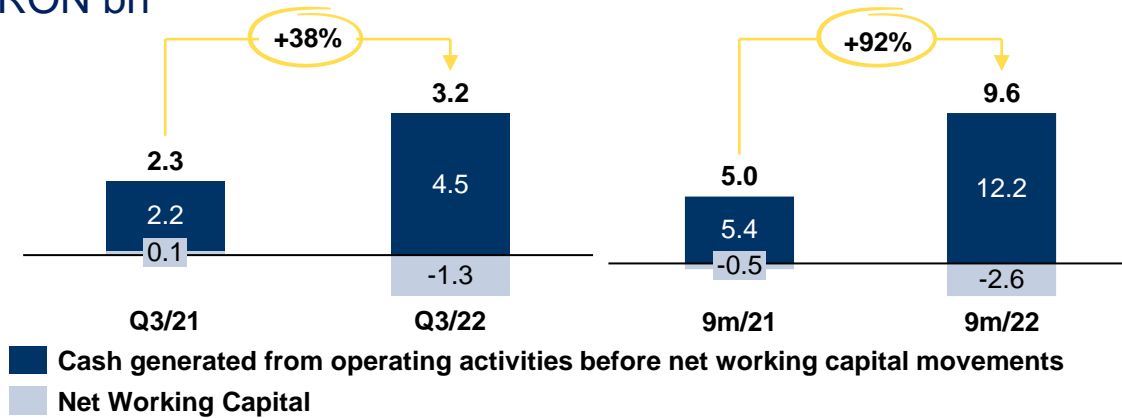
<sup>1</sup> Market effects defined as oil and gas prices, foreign exchange impact on revenues, price effect on royalties (including gas over-taxation); <sup>2</sup> Market effects based on refining indicator margin; starting Q2/22, the indicator refining margin reflects the change in crude oil reference price from Urals to Brent; the values of the indicator refining margin for the previous periods were not restated



# Strong cash flow generation

## Cash Flow from Operating Activities

RON bn

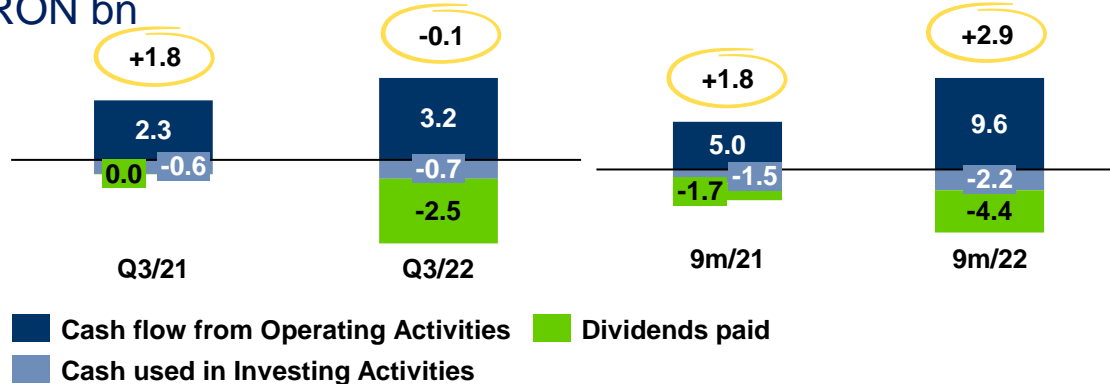


### ► Q3/22 Cash Flow from Operating Activities:

- Increase driven by Operating Result
- Negative NWC

## Free Cash Flow after dividends

RON bn



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

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



Outlook 2022

OMV Petrom S.A.



**OMV Petrom**

The energy for a better life.

# Outlook

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





FY21 results

OMV Petrom S.A.



**OMV Petrom**

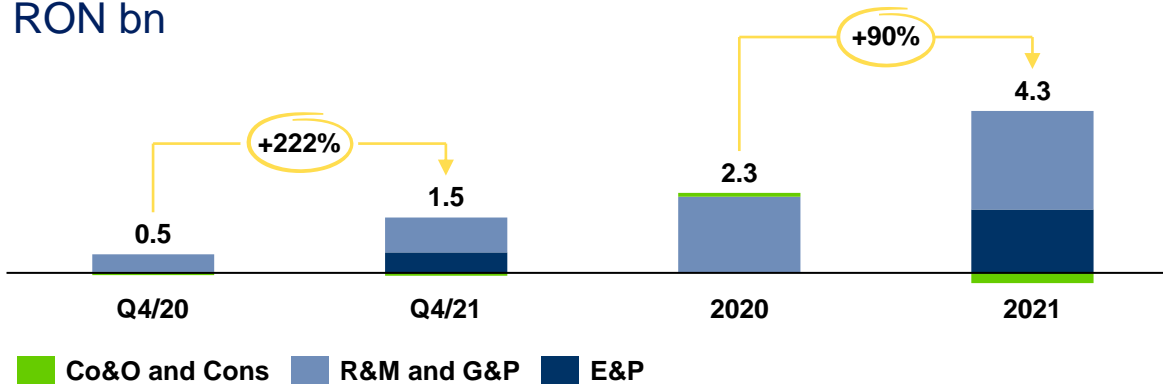
The energy for a better life.



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

## Clean CCS Operating Result

RON bn

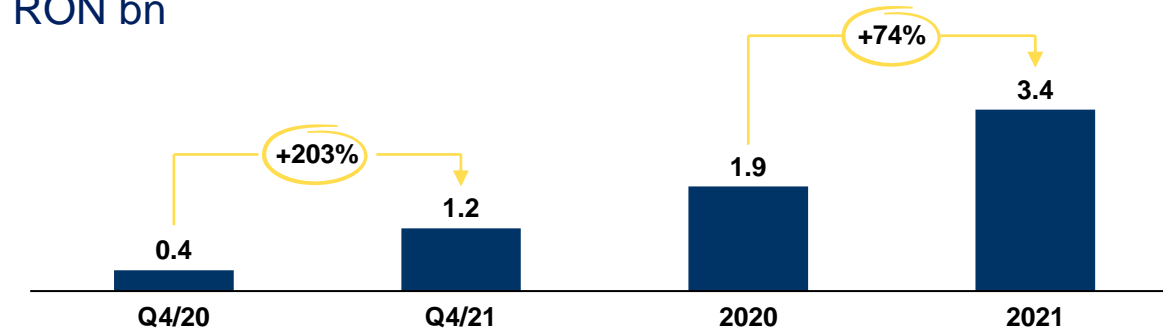


### ► Q4/21 Clean CCS Operating Result reflects:

- Higher oil prices and refining margins
- Excellent power performance

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

RON bn



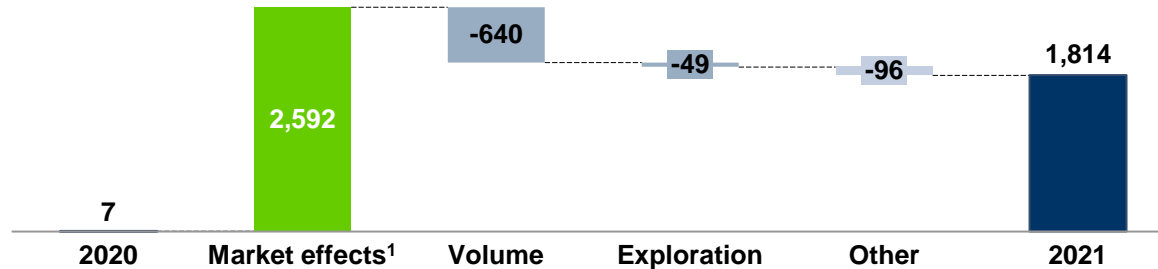
### ► Q4/21 Clean CCS Net Income evolution reflects:

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

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

# Clean CCS Operating Results: improved oil price

## E&P RON mn



▶ Realized crude price +75%



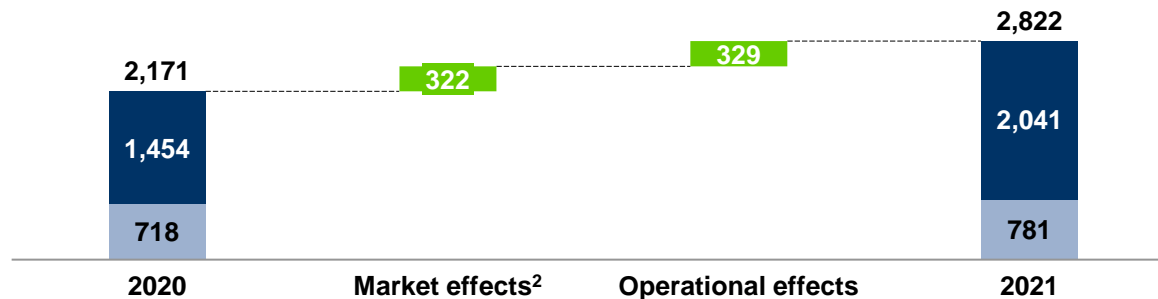
▶ Hydrocarbon sales -11%

▶ 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)

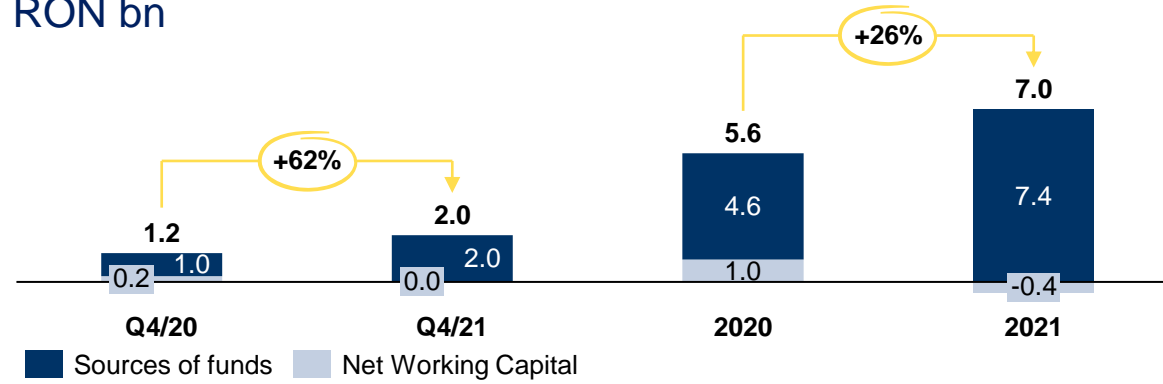
■ R&M ■ G&P

<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

RON bn

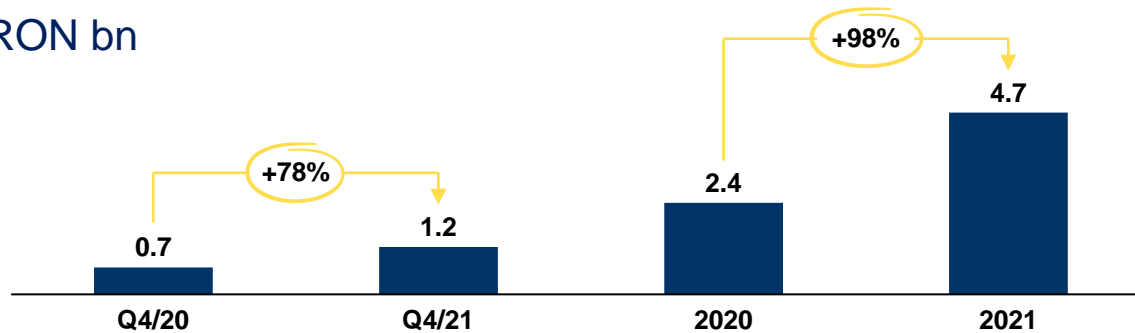


### ► Q4/21 Cash Flow from Operating Activities:

- Increase driven by Operating Result
- Positive NWC, lower yoy

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

RON bn



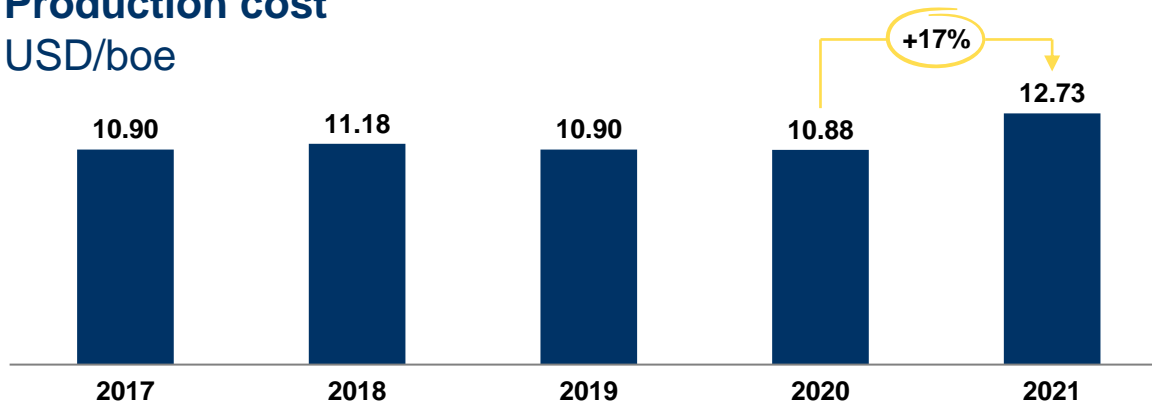
### ► Q4/21 Free Cash Flow:

- Increase driven by Operating Cash Flow
- Cash outflow from Investing activities +41% yoy

<sup>1</sup> Before dividends

# Exploration & Production KPIs

## Production cost USD/boe

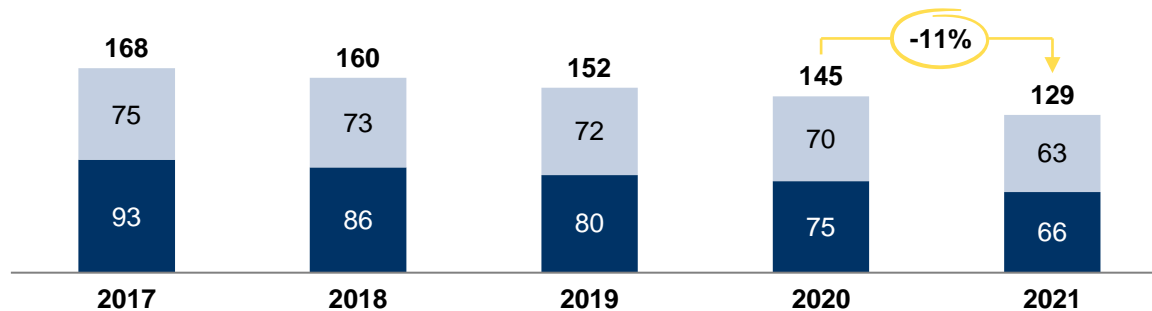


## Key drivers 2021 vs. 2020



- ▶ Lower production available for sale
- ▶ Increased expenses
- ▶ Unfavorable FX
- ▶ Divestment of 40 marginal oil and gas fields in Romania

## Hydrocarbon production kboe/d



Oil and NGL Gas



- ▶ Divestment of Kazakhstan assets
- ▶ Natural decline
- ▶ Maintenance activities



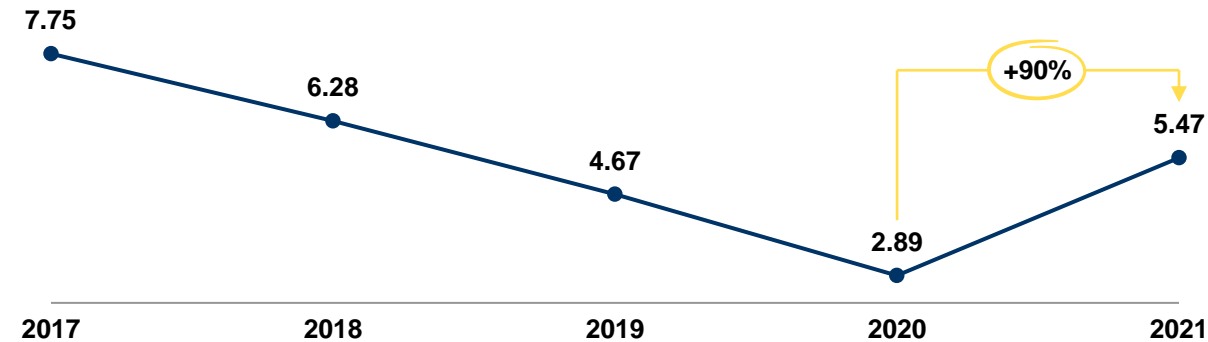
- ▶ Contribution from new wells and workovers



# Refining & Marketing KPIs

## OMV Petrom Indicator refining margin

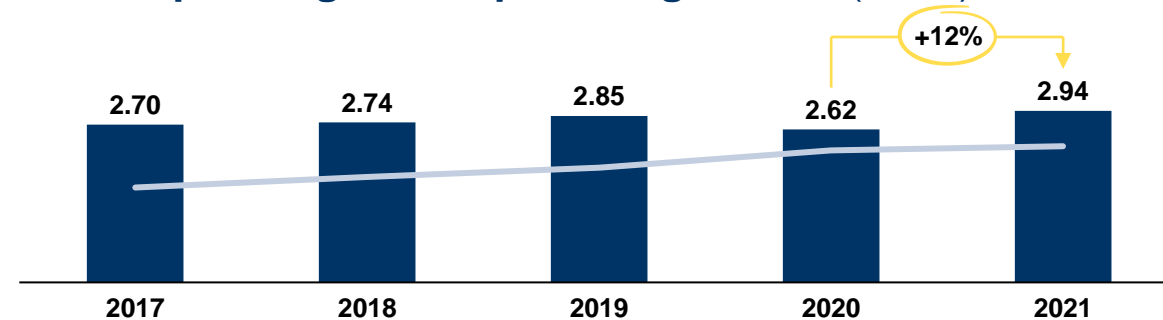
USD/bbl



### Key drivers 2021 vs. 2020

- ▶ Refining margin +90% due to better products spreads, mainly for gasoline

## Retail sales volumes (mn t) and Retail Operating Result per filling station (trend)



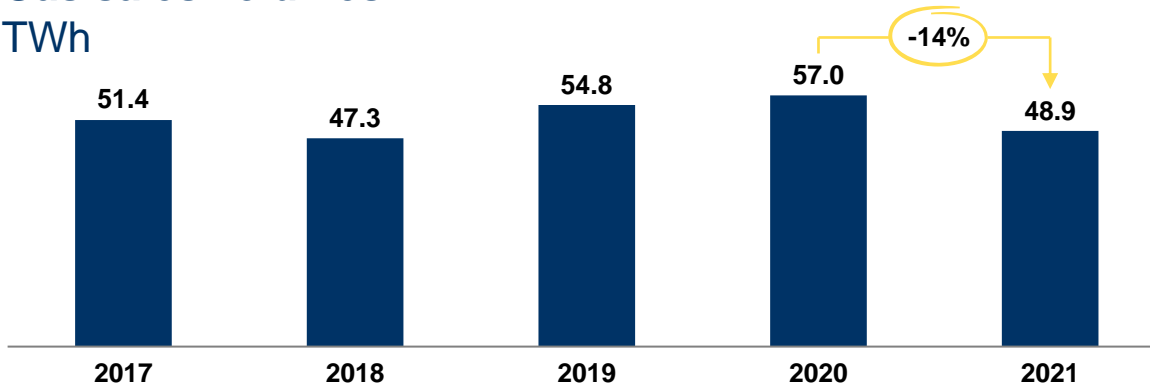
- ▶ Refined product sales +7% due to improved demand
- ▶ Retail sales +12% driven by robust fuels demand
- ▶ Retail operating result per filling station<sup>1</sup> +9% CAGR 2017-2021

■ Retail sales volumes — Retail Operating Result per filling station

<sup>1</sup> Retail including Cards business

# Gas & Power KPIs

## Gas sales volumes TWh

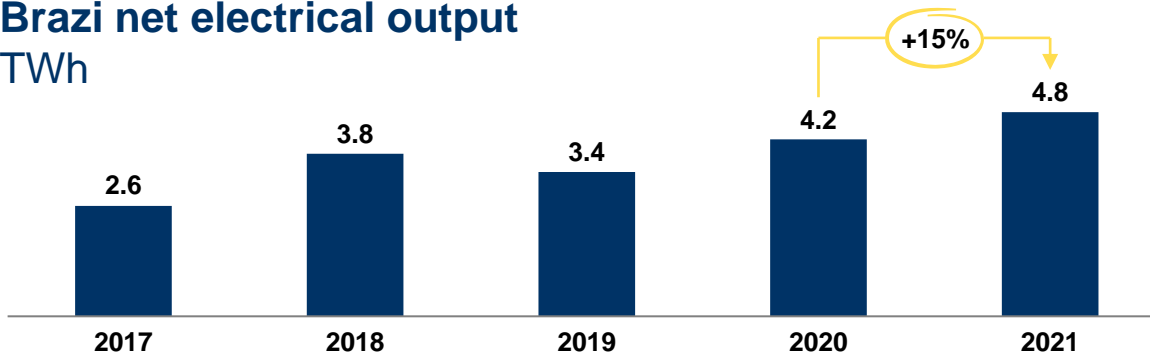


## Key drivers 2021 vs. 2020



- ▶ Decrease from record high gas sales volumes in 2020
- ▶ Lower equity gas quantities available

## Brazi net electrical output TWh



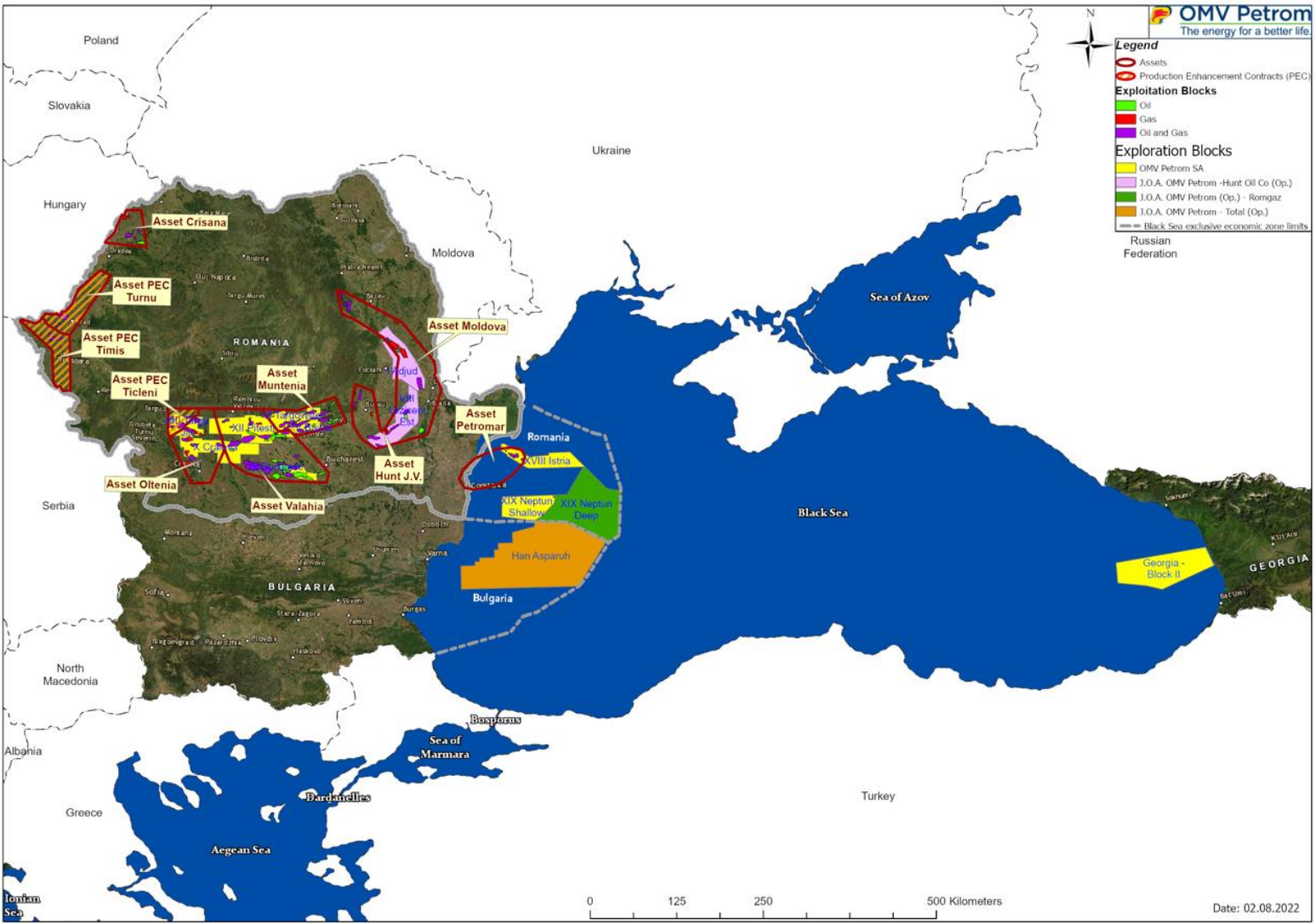
- ▶ Record high net electrical output
- ▶ 8% share in Romania's generation mix
- ▶ Good spark spreads

# Appendix



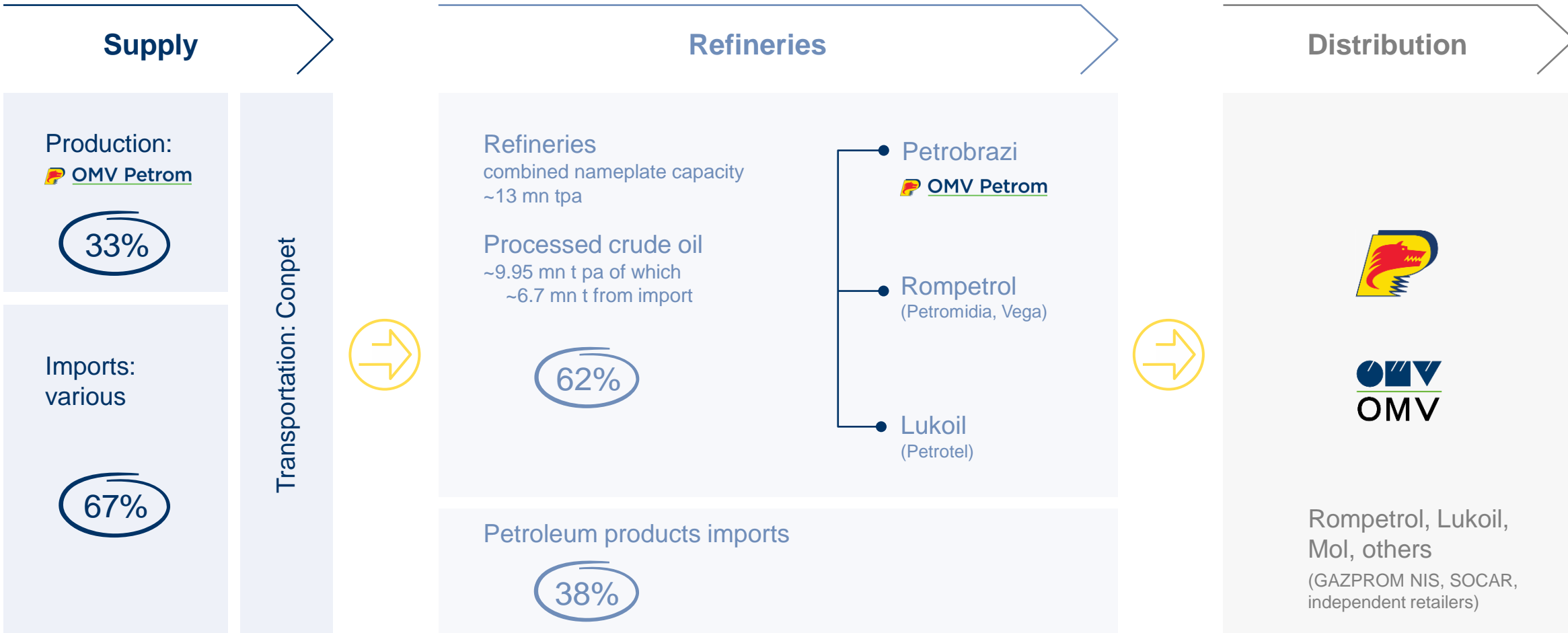


# Exploration and Production map





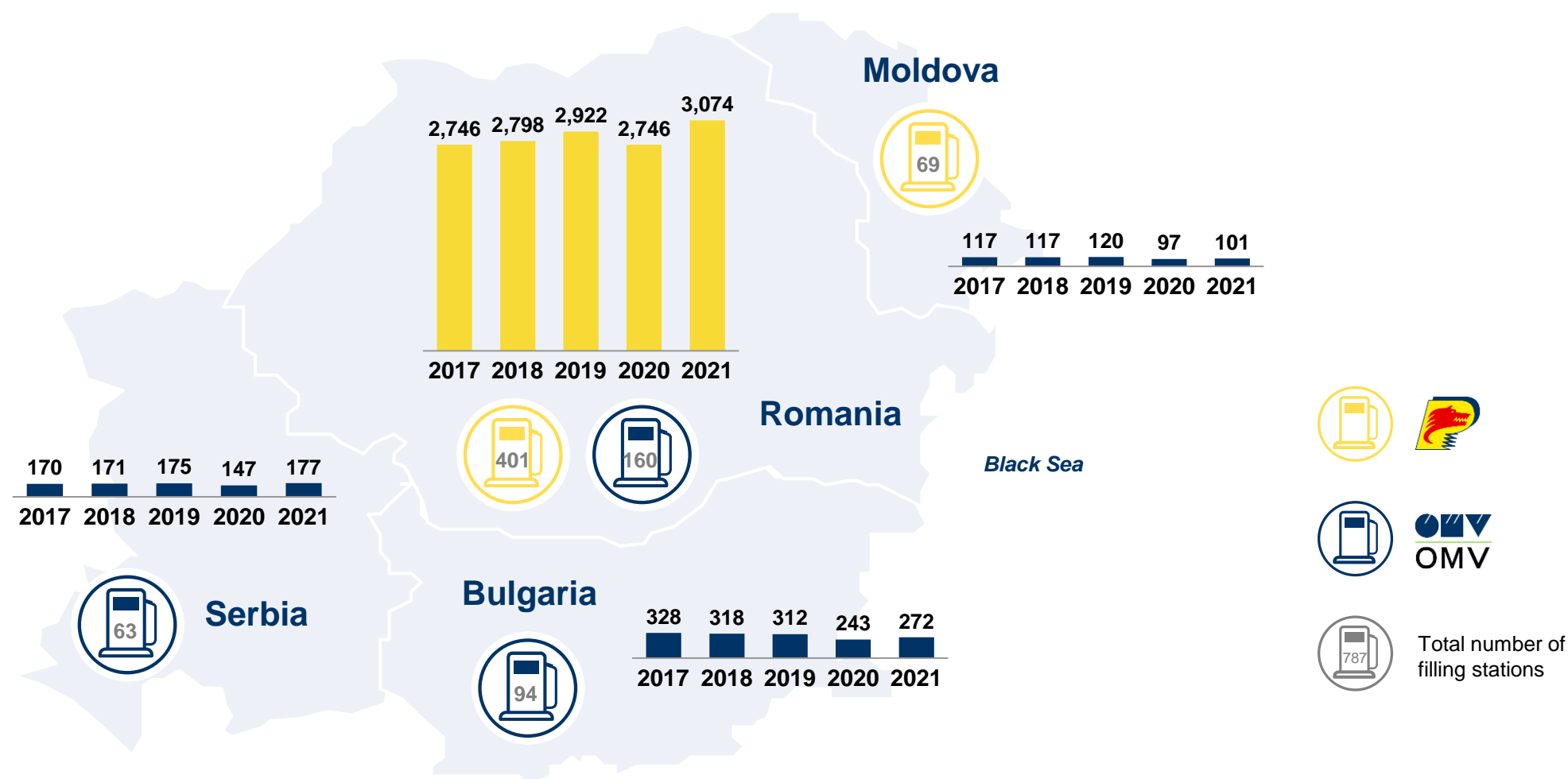
# Romanian oil market overview in 2021



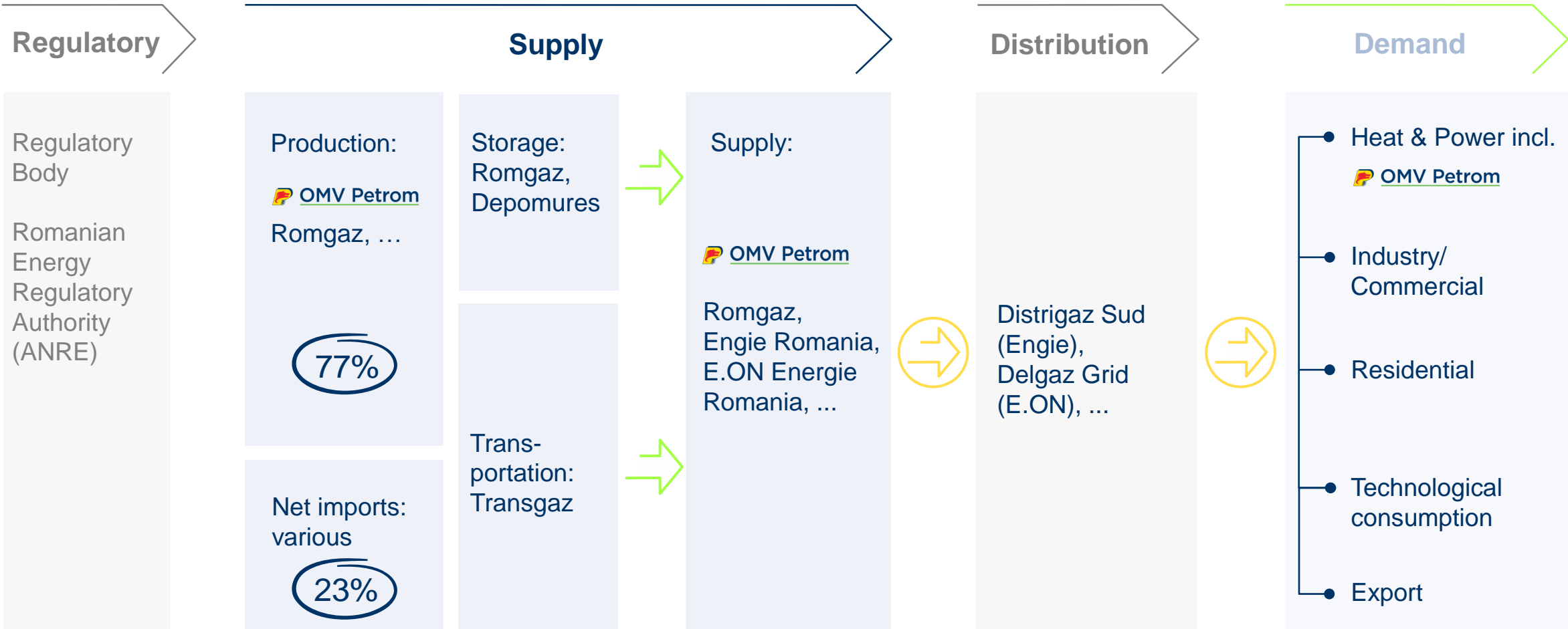
<sup>1</sup> Only crude oil processed (other feedstock not included). Data source: National Institute of Statistics (INS) and OMV Petrom calculations

# OMV Petrom Group

Retail fuel sales  
mn l

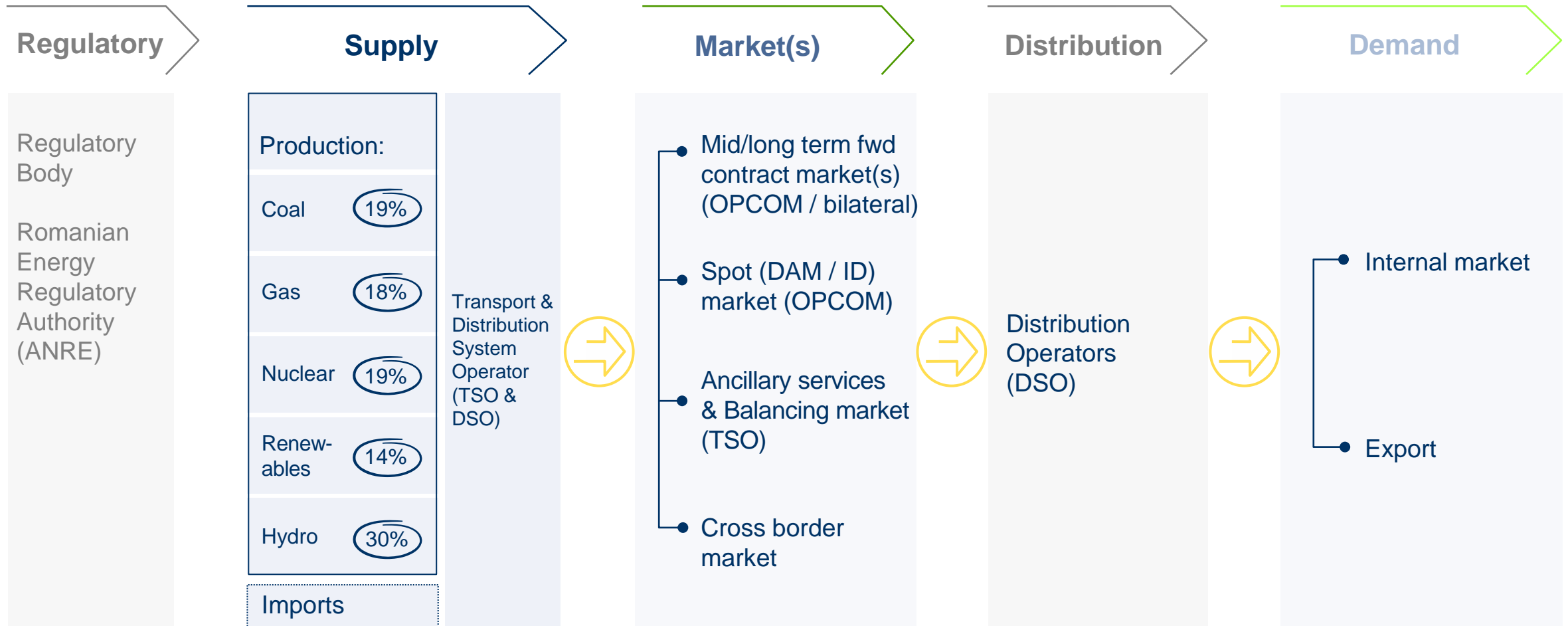


# Romanian gas market overview in 2021



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

# Income Statement

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

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

# Operating Result

RON mn		2017	2018	2019	2020	2021
<b>Clean CCS Operating Result</b>		<b>3,273</b>	<b>4,804</b>	<b>4,573</b>	<b>2,287</b>	4,346
<b>Thereof</b>	<b>Exploration &amp; Production</b>	1,674	3,224	2,845	7	1,814
	<b>Refining &amp; Marketing</b>	1,533	1,335	1,501	1,454	2,041
	<b>Gas &amp; Power</b>	220	360	282	718	781
	<b>Corporate and Other</b>	-74	-87	-89	-84	-87
	<b>Consolidation</b>	-80	-28	34	193	-203
<b>Operating Result</b>		<b>3,270</b>	<b>5,213</b>	<b>4,245</b>	<b>1,467</b>	<b>3,709</b>
<b>Thereof</b>	<b>Exploration &amp; Production</b>	1,661	3,531	2,589	-985	1,660
	<b>Refining &amp; Marketing</b>	1,681	1,385	1,475	1,060	2,663
	<b>Gas &amp; Power</b>	86	286	438	1,257	-253
	<b>Corporate and Other</b>	-76	-106	-156	-105	-99
	<b>Consolidation</b>	-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	Q2/22	Q3/22
Sales	19,435	22,523	25,485	19,717	26,011	4,861	5,264	6,920	8,965	11,898	13,683	18,667
Clean CCS Operating Result	3,273	4,804	4,573	2,287	4,346	653	851	1,341	1,500	2,241	3,660	4,230
Operating Result <sup>1</sup>	3,270	5,213	4,245	1,467	3,709	707	531	978	1,493	2,185	3,532	5,203
Operating result before depreciation	6,854	8,085	7,879	5,145	7,209	1,530	1,393	1,902	2,384	2,934	4,397	5,997
Clean CCS net income attributable to stockholders	2,488	3,728	3,863	1,931	3,353	520	675	998	1,160	1,788	2,980	3,649
Net income attributable to stockholders	2,491	4,078	3,635	1,291	2,864	573	406	696	1,188	1,748	2,898	4,510
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	3,746	3,189
Free cash flow after dividends	2,666	2,002	1,730	652	3,003	424	-423	1,764	1,239	1,911	1,111	-73
Non-current assets	33,727	33,549	34,933	34,505	32,655	33,990	33,852	33,350	32,655	32,077	31,856	31,971
Total equity	28,421	31,368	33,501	33,071	34,214	33,627	32,352	33,030	34,214	35,995	36,908	38,986
Net debt / (cash)	-2,897	-4,891	-5,982	-6,486	-9,391	-6,881	-6,474	-8,173	-9,391	-11,257	-12,337	-12,261
CAPEX	2,969	4,289	4,225	3,206	2,821	571	637	620	994	629	760	901
Gearing ratio	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Clean CCS EPS (RON)	0.0439	0.0658	0.0682	0.0341	0.0592	0.0092	0.0119	0.0176	0.0205	0.0316	0.0526	0.0644
EPS (RON)	0.0440	0.0720	0.0642	0.0228	0.0506	0.0101	0.0072	0.0123	0.0210	0.0309	0.0512	0.0796
Clean CCS ROACE	10%	14%	14%	6%	13%	6%	7%	10%	13%	18%	27%	37%
Payout ratio	45%	38%	48%	136%	67%							
Dividend per share (gross, RON)	0.0200	0.0270	0.0310	0.0310	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	7,839	7,768
<b>NBR rates</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>Q1/21</b>	<b>Q2/21</b>	<b>Q3/21</b>	<b>Q4/21</b>	<b>Q1/22</b>	<b>Q2/22</b>	<b>Q3/22</b>
EUR/RON average	4.57	4.65	4.75	4.84	4.92	4.88	4.92	4.93	4.95	4.95	4.95	4.91
USD/RON average	4.05	3.94	4.24	4.24	4.16	4.05	4.09	4.18	4.33	4.41	4.64	4.88

<sup>1</sup> Specific E&P taxes in Romania for **2019** amounted to RON 1,227 mn, representing 13.5% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~23% of E&P 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 E&P taxes in Romania for **2020** amounted to RON 860 mn, representing 14.8% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~23% of E&P offshore gas revenues), and include royalties (RON 530 mn) and supplementary oil and gas taxation (RON 330 mn).

Specific E&P taxes in Romania for **2021** amounted to RON 1,986 mn, representing 21.9% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~51% of E&P offshore gas revenues), and include royalties (RON 902 mn) and supplementary oil and gas taxation (RON 1,084 mn).

Specific E&P taxes in Romania for **9m/22** amounted to RON 4,496 mn, representing 35.5% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~57% of E&P offshore gas revenues), and include royalties (RON 1,690 mn) and supplementary oil and gas taxation (RON 2,806 mn). G&P supplementary power taxation amounted to RON 738 mn



# Contact Investor Relations

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### Financial calendar 2023

**February 2:** Q4 2022 results

**April 26:** Annual General Meeting of Shareholders

**April 28:** Q1 2023 results

**July 28:** Q2 2023 results

**October 31:** Q3 2023 results