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### **Contents**

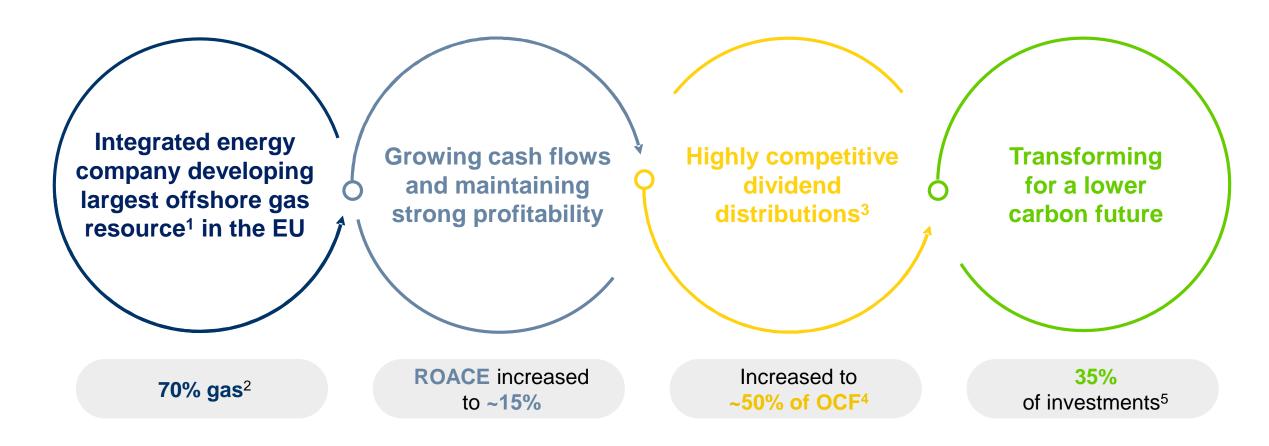
- 1 | Investment proposition
- 2 | Strategy 2030
- 3 | Q4/24 results
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All figures throughout this presentation refer to OMV Petrom Group (hereinafter also referred to as "the Group"), unless otherwise stated; figures are rounded, and they may not add up. The financials represent OMV Petrom Group's consolidated results prepared according to IFRS (Q4/24 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.



#### **OMV Petrom strong investment proposition**

### Sustainable growth in energy, value and dividends



<sup>&</sup>lt;sup>1</sup> in execution phase as of March 2025; <sup>2</sup> weight in total hydrocarbon production of OMV Petrom in 2030; <sup>3</sup> distributions include base and special dividends; <sup>4</sup> cumulated by 2030; <sup>5</sup> in low and zero carbon projects out of EUR 11 bn total investments

#### **Stronger commitment to shareholders**

### Highly competitive dividends



#### **Dividend Policy**

- Paying progressive base dividend, in line with financial performance and investment needs, considering the long-term financial health of the Company.
- Paying discretionary special dividends, potentially distributed in favorable market environment, provided that our investment plans are funded.



#### **Strong commitment by 2030**

**Base dividend** 

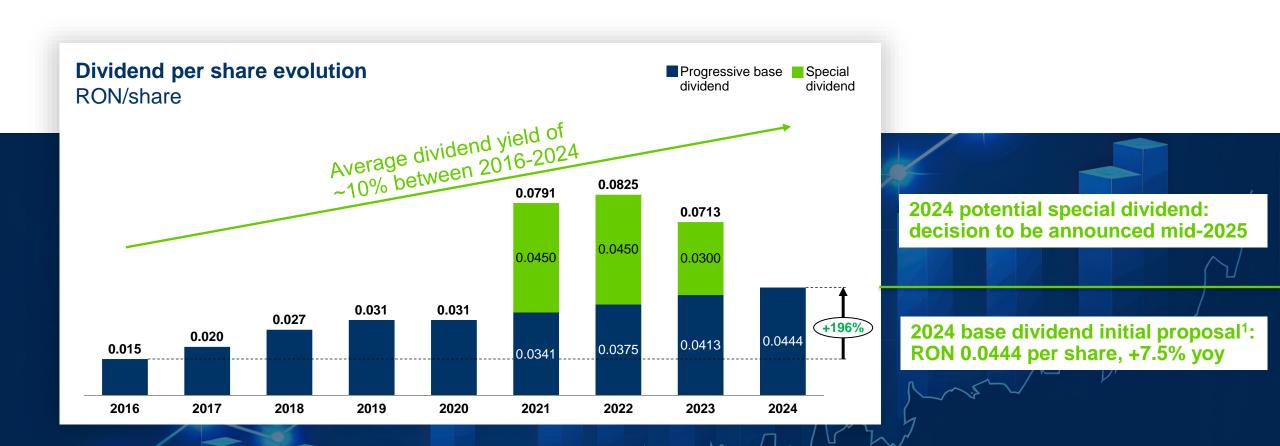
increase p.a.

Total dividends (base and special)

- 5-10%
- ~40-70% OCF¹ yearly range
- ~ **50%**OCF¹ average 2022-2030

<sup>1</sup> Base case price assumptions, Operating Cash Flow from reference financial year

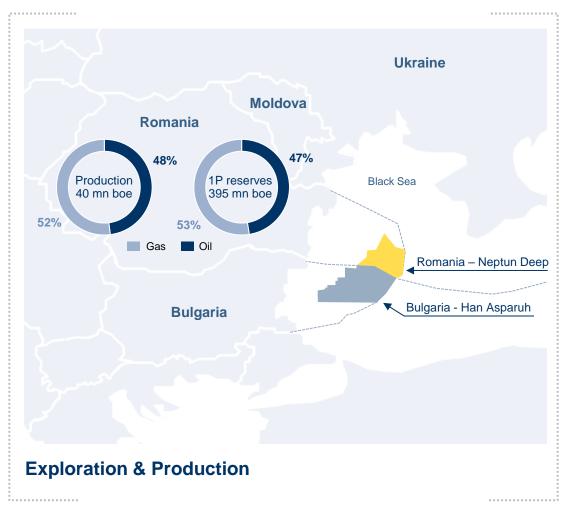
### 2024 – another year with a proposed progressive base dividend



<sup>1</sup> 2024 base dividend proposal subject to approval by the General Meeting of Shareholders

#### Our business model

### Largest integrated energy producer in South-Eastern Europe





• 5.8 mn t total refined product sales

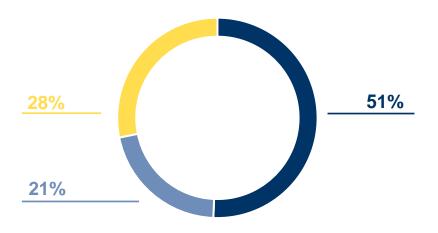
(thereof 3.2 mn t retail sales)

All data refers to 2024; Georgia exit decision announced in April 2024

#### Shareholder structure and capital market environment

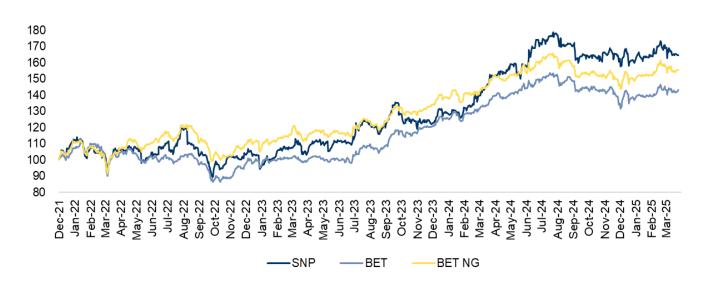
### In top 3 of BSE listed companies by market capitalization





- 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%

#### Share price performance<sup>4</sup> Index Dec 2021 = 100



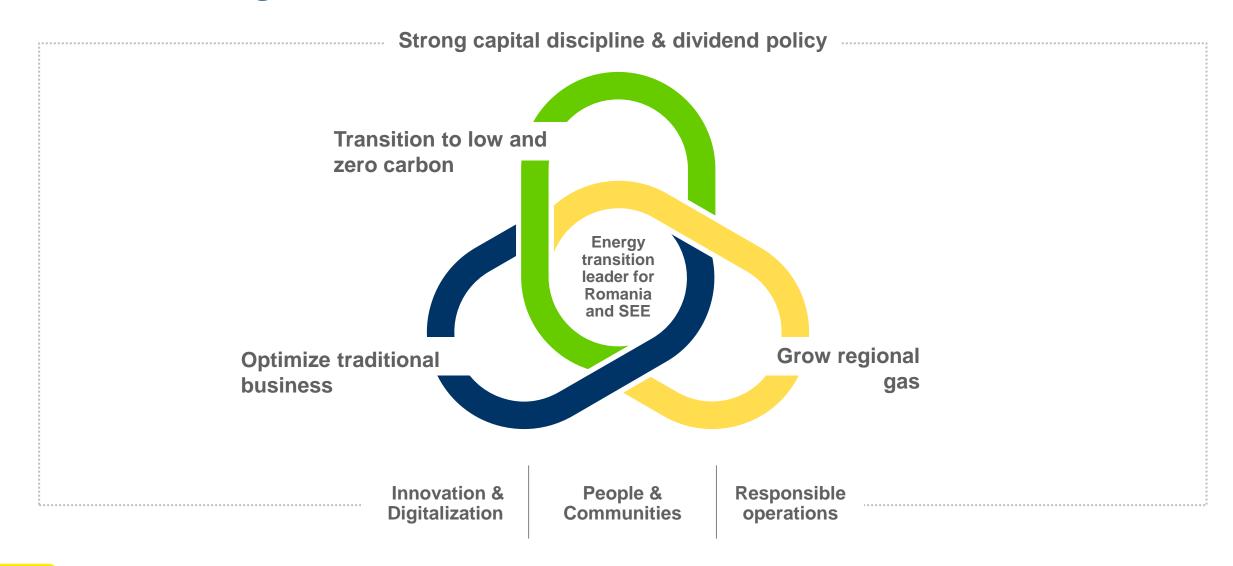
#### **Share information**

Symbol on the Bucharest Stock Exchange (BSE)	SNP
Ordinary shares	62,311,667,058

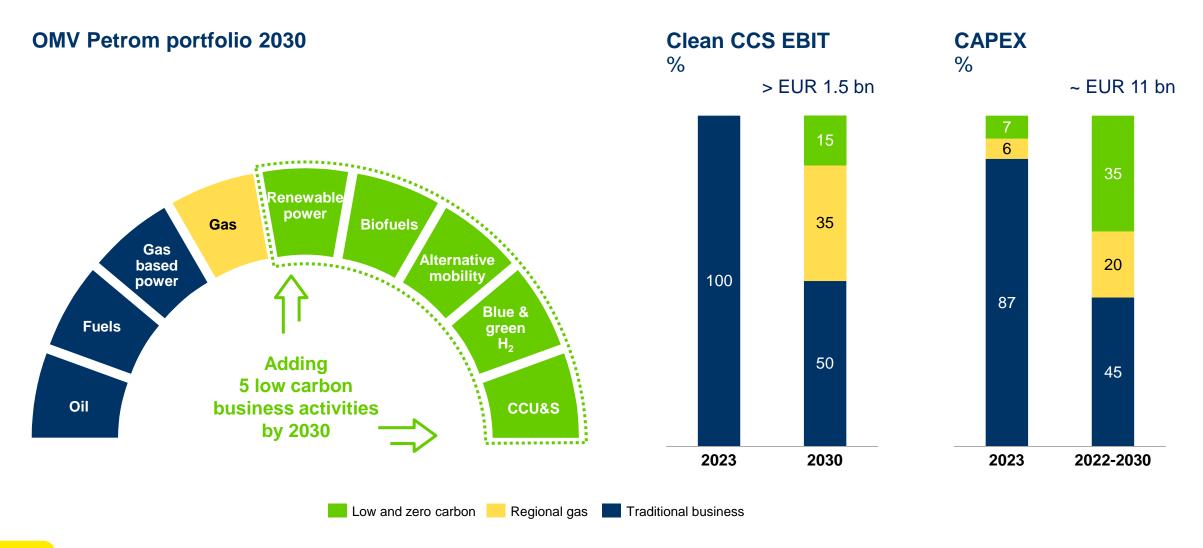
<sup>&</sup>lt;sup>1</sup> As of March 31, 2025; <sup>2</sup> Shareholder since December 2004; <sup>3</sup> Premium tier on the Bucharest Stock Exchange; <sup>4</sup> Rebased quotations on the Bucharest Stock Exchange; unadjusted



### Transforming for a lower carbon future



### Building a diversified, integrated energy transition business



#### **Digitalization and People**

### **Enabling our transformation**

#### **Digitalization with impact**

# Leveraging digitalization to accelerate transformation

- Excellence in business operationsvia simplification, standardization & automation
- Outstanding customer experience via mobile and self-service innovation
- Progress powered by data via Advanced Analytics & Al
- Safeguarding people, assets & environment via efficient processes & technologies

#### People make it happen



### **Delivering on our Strategy 2030**

Strategy 2030 proven resilient against backdrop of significantly volatile macro environment

Underway
with Neptun Deep
development –
onstream in 2027
with growth out to
2030+

Double digit returns on investments in low and zero carbon businesses with strong project pipeline Strong financial framework and peer leading dividends

Experienced management team with proven ability to deliver the strategic projects

#### **Strategy 2030 execution**

### Significant milestones achieved since 2021



- Near field discoveries
- Lowest yoy production decline in seven years in 2024
- Petrobrazi refinery:
   Turnaround, new aromatic complex on track, coke drums replacement
- Modernized FS network
   Fast payment system, digitalization
- MyAuchan full rollout
- Gas sales: strong local market share and expanded regional presence
- Brazi power plant: record high net electrical output



- Neptun Deep
  - OMV Petrom operator since 2022
  - FID¹ taken
  - >90% of budget awarded
  - Cost and schedule on track
  - Development drilling started in Q1/25
- Bulgaria exploration
  - OMV Petrom operator since 2023
  - Transferred a 50% interest to NewMed Energy in Q1/25



 Strong portfolio of renewable projects

Achieved a portfolio of 2.4 GW<sup>2</sup> wind and solar projects

- SAF/HVO FID taken; 250 kt
- Green hydrogen
   FID taken, EU financing approved for 55 MW
- E-mobility
  - Acquisition of Renovatio network
  - ~900 charging points installed³
  - EU financing approved



- Scope 1-2 emissions: -17%<sup>4</sup>
- Scope 1-3 emissions: -11%4

High dividend distributions supporting total shareholder return of ~30% per year on average in 2022- 2024

<sup>&</sup>lt;sup>1</sup> Final investment decision; <sup>2</sup> Including partnerships; <sup>3</sup> Including already operational Renovatio network; <sup>4</sup> vs 2019 (preliminary)

#### **Sustainability highlights**

### Continue to deliver on our sustainability targets



(28.9)

(24.4)

C+

Previous: A-

Previous: same

Previous: 68

(Previous: 58)

Constituent

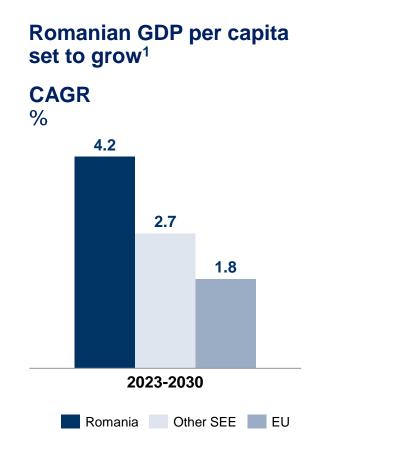
54/100

<sup>&</sup>lt;sup>1</sup> Group, 2024 vs. 2019; <sup>2</sup> According to Sustainalytics ratings as of end 2022, best score among BVB listed companies; <sup>3</sup> Based on latest available report (referring to 2023); <sup>4</sup> Based on OMV Group's response



#### **Energy context**

### Romania: the fastest growing economy in the EU



Demand <sup>2</sup> in Romania	2030 vs 2023	2040 vs 2030
Gasoline	+5%	-30%
Diesel	+5%	-30%
Jet	+25%	+5%
Gas	+25%	-30%
Power	+15%	+20%
thereof renewable <sup>3</sup>	+140%	+100%
thereof EV (TWh)	+14	+5
SAF (kt)	+405	+180
SAF (kt)	+405	7 +1

<sup>&</sup>lt;sup>1</sup> International Monetary Fund, World Economic Outlook Database, April 2024 and databank.worldbank.org May 2024; other SEE excludes Romania, but includes: Bulgaria, Serbia, Cyprus and Greece;

<sup>&</sup>lt;sup>2</sup> Internal estimates; <sup>3</sup> wind and solar production, assuming no export; <sup>4</sup>2023 demand ~0 TWh; <sup>5</sup> 2023 demand ~0 kt



#### **Decarbonization strategy**

### **Key directions**

**Decarbonize current operations** 

**Expand lower carbon gas business** 

Pursue new low and zero carbon business opportunities



#### **Decarbonization strategy**

### Leading the energy transition in Romania and SE Europe

#### We are enabling:

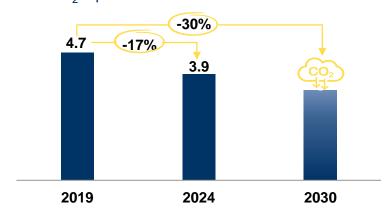
- Neptun Deep largest gas resource in the EU
- One of the largest new solar and wind power portfolios in Romania
- Largest investment in the decarbonization of Romanian transportation through biofuels production and largest electric charging network

while decarbonizing our current operations through modernization and optimization.

Our target: Net Zero operations in 2050

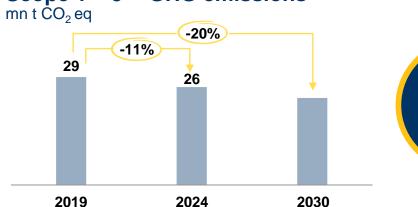
**CCS**: fundamental for decarbonizing the European economy

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





#### Scope 1 – 3<sup>1,2</sup> GHG emissions



<sup>2030</sup> Scope 1-3 Intensity -20%<sup>3</sup>

<sup>&</sup>lt;sup>1</sup> Calculations aligned with the latest Global Warming Potentials from IPCC's Sixth Assessment Report (AR6), including for base year 2019; <sup>2</sup> Target includes Category 11 for Scope 3 emissions: Use of sold products for energy supply; <sup>3</sup> Target refers to Carbon Intensity of Energy Supply for 2030 in gCO<sub>2</sub>eq/MJ

#### Increased and accelerated plans in renewable power

### Largest new solar and wind power portfolio in Romania

#### Key figures by 2030

- ~2.5 GW
   target capacity installed¹
   60% solar; 40% wind
  - ~4.7 TWh yearly electrical output<sup>2</sup>
  - ~EUR 3 bn full projects CAPEX
    ~EUR 1 bn
    OMV Petrom CAPEX³
  - ~35% of households demand<sup>4</sup>

#### We built a strong portfolio...

- Profitable mix between M&A and organic projects
- Valuable partners, complementing internal resources and capabilities
- Large scale projects located in high potential areas

#### ...with double digit IRRs:

- Project entry in early stages to optimize costs and grid access
- Asset rotation optionality
- Capitalize on low-cost financing opportunities
- Complementary power storage projects to ensure baseload power supply

# **Increased targets enabled by partnerships and CAPEX**

capacity (GW)<sup>1</sup>



#### Main projects

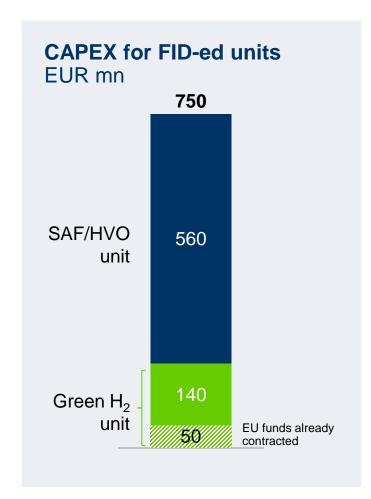
- CE Oltenia, 450 MW PV (50% interest)<sup>5</sup>
- Teleorman, 710 MW PV (100% interest)
- Renovatio, 950 MW wind, 180 MW PV (50% interest)<sup>6</sup>
- Isalnita, 89 MW PV (100% interest)

<sup>&</sup>lt;sup>1</sup> by 2030, including partnerships; previous target: >1 GW. The new capacity net to OMV Petrom ~1.3 GW; <sup>2</sup> including partnerships; net to OMV Petrom: ~2.4 TWh, by 2030; <sup>3</sup> OMV Petrom Capex before subsidies; <sup>4</sup> calculated based on the gross production, which includes partnerships; <sup>5</sup> Joint operation; <sup>6</sup> Joint venture

#### Decarbonizing customers' transportation: SAF/HVO

### Becoming the first major producer of renewable fuels in SE Europe

- > FID taken for: 250 kta SAF/HVO and ~8 kta green H<sub>2</sub>
- Increasing biofuels demand in our region; access to EU funds
  - >80% of feedstock secured for the first 8 years; of which ~50% waste-based
  - Green H<sub>2</sub> production to meet RFNBO¹ targets and secure input for SAF/HVO unit



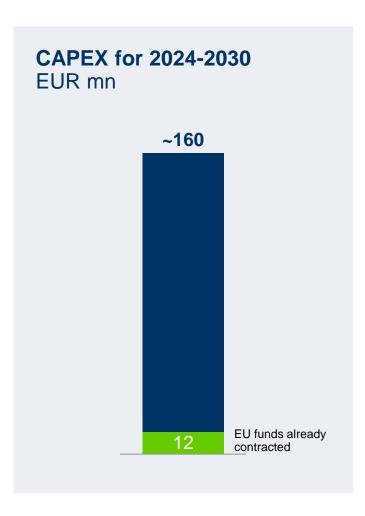


<sup>1</sup> RFNBO = Renewable Fuels from Non-Biological Origin; 2 Flexible unit with base case mix: 90kt SAF, 130kt HVO, 30kt bio-naphtha and bio-LPG; 3 Subject to equipment delivery time

#### **Decarbonizing customers' transportation: E-mobility**

### Consolidating our position as 1<sup>st</sup> choice mobility provider in Romania

- >5,000 CPs<sup>1</sup> Increased 2030 target
  - Capture early mover advantage and increasing demand
  - Continue to access
    EU funds
  - Significant integration potential of e-mobility with green energy production



#### Our increased target No. of CPs



# **Extending from partnerships to own investments:**

- Stepping out of the filling stations: expanding implementation "at destination", developing B2B business
- M&A: already acquired the largest network in Romania; pursuing further upside potential in the region

¹ charging points (public and private) in our operating region, including fast and ultra fast charging points, as well as wall boxes

#### New energy technologies

### Unique opportunities beyond renewable power, biofuels, e-mobility

#### CCS



#### Competitive advantages in CO<sub>2</sub> storage

- In-depth knowledge of geological structures
- Access to on- & offshore long-term storage potential
- Capabilities developed to position as early mover



#### **Fundamental prerequisites**

- supportive regulatory framework
- projects economics
- funding schemes
- market demand

#### Other high potential technologies



- Potential for strong demand for lower and zero-carbon H<sub>2</sub>
- Exploring integrated H<sub>2</sub> player position



- Natural complement to RES production
- Integration for enhanced value and consolidated market position



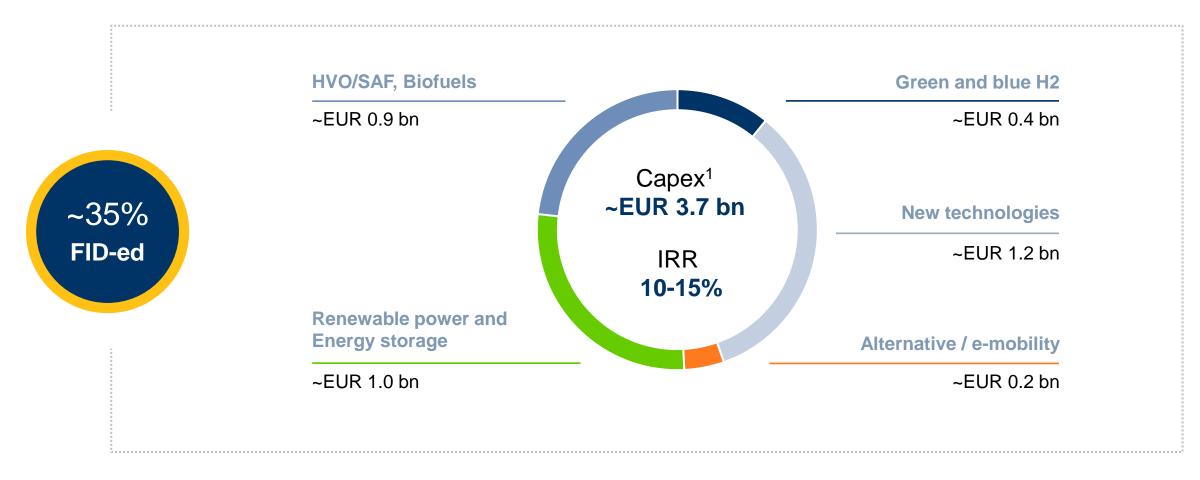
 Opportunity to enhance renewable products portfolio and cash generation, while leveraging E&P capabilities



 Investigating opportunities on the biogas value chain to support transition to low carbon

#### Increase our low and zero carbon businesses

### Investing to 2030 in projects with double-digit returns



<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



#### **Grow regional gas**

### Black Sea – a unique opportunity for OMV Petrom and the region



Black Sea – a stepping-stone to greater energy security in South-East Europe



OMV Petrom – Operator of two deep offshore neighboring blocks, leveraging strong experience

- Neptun Deep a transformational project in development phase, with robust economics and well on track to deliver growth
- Han Asparuh transferred a 50% interest to NewMed Energy in Q1/25



#### **Neptun Deep**

### A game-changer project – set for success

#### Strong team capabilities



- International team with extensive experience in delivering global deep water mega projects
- Extensive knowledge of Neptun
   Deep field 10+ years as non operator, ~3 years as operator
- OMV Petrom operator in the Black Sea for more than 40 years
- Leverage OMV Group's expertise in delivering major capital projects

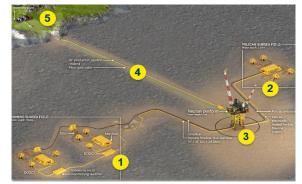
#### **Robust project fundamentals**



#### **Project view (100% interest)**

- OMV Petrom **50%**, **Operator**; Romgaz, 50%
- Estimated recoverable volumes:
   ~100 bcm or 700 mn boe
- Production start: 2027
- Production at plateau: ~140 kboe/d
- Development CAPEX: up to EUR 4 bn
- Production cost<sup>1</sup>: ~3 USD/boe
- IRR<sup>2</sup> LoF: >12%

#### Proven development concept



- Domino: to produce via two subsea drill centers with six wells
- Pelican: to produce via one subsea drill center with four wells
- Shallow water production platform
- Gas production pipeline
- Natural Gas Metering Station onshore (NGMS)

#### **Novel technology**



- Fully remotely operated production platform (unstaffed)
- Digital twins
- Purpose built, state of the art, dedicated operational multipurpose support vessel (OSV/MSV)

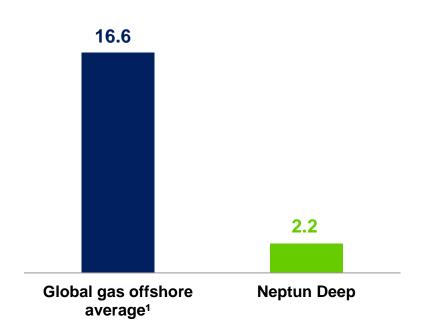
<sup>&</sup>lt;sup>1</sup> Average for the life of field, does not include royalties, supplemental taxes, depreciation; <sup>2</sup> OMV Petrom's perspective; life of field

#### **Neptun Deep**

### Very low carbon intensity operations by industry standards

#### **Direct GHG emissions**

per unit of hydrocarbon production kg CO<sub>2</sub> per boe





Neptun Deep will significantly contribute to our 30% reduction target of the **Scope 1-2** carbon intensity <sup>2</sup>



**Depletion Driven Concept** – The **natural pressure** from the reservoir is used to transport the gas to shore, eliminating the need for compression

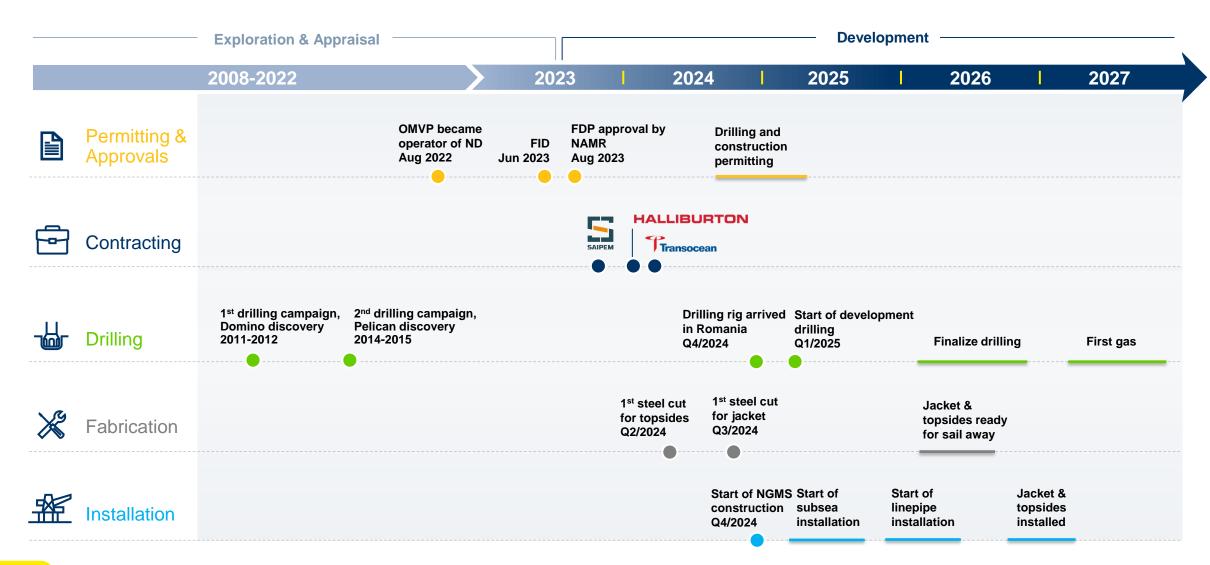


Pelican and Domino are Biogenic gas reservoirs (99.5% methane) with no contaminants, oil content or liquid hydrocarbons

<sup>&</sup>lt;sup>1</sup> IOGP Environmental performance indicators issued in October 2023 and reflecting IOGP Member Companies' performance; <sup>2</sup> by 2030 vs 2019

#### **Neptun Deep**

### On track to deliver first gas in 2027, on budget





#### **Operational excellence in traditional business**

### Integrated E&P assets: maximize value



IRR >12%

Production <5% decline / year<sup>2</sup>

# Value over volume and strict cost management:

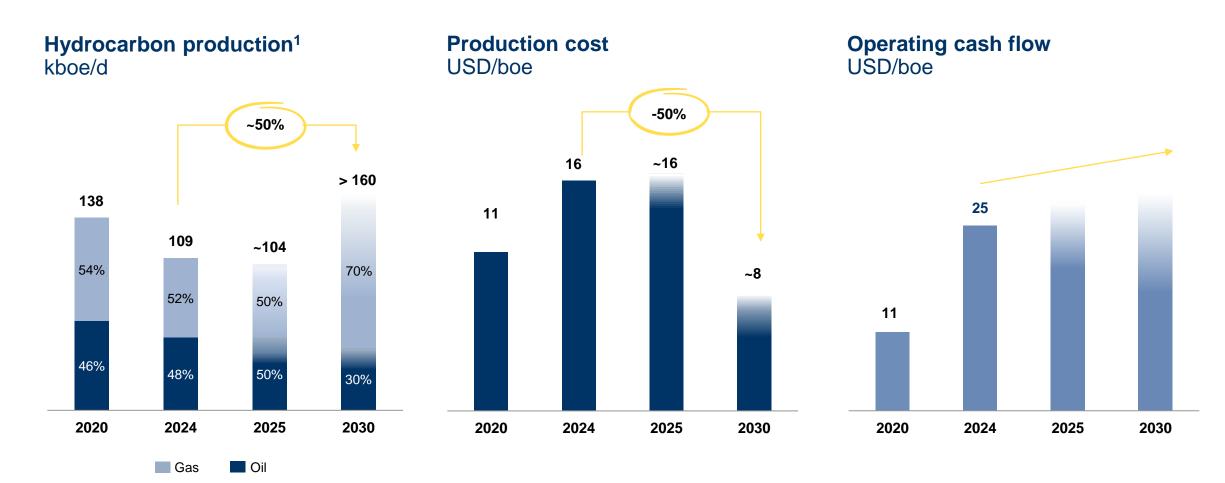
- Maximize economic recovery
- Focusing on near field opportunities
- Streamline footprint and reduce complexity
- Operating cash flow break-even for our oil and gas portfolio ~30 USD/boe in 2030<sup>3</sup>

	2024	2030
<b>Workovers</b> p.a.	511	>400 (unchanged)
New wells p.a.	39	<b>~50</b> (prev. >60)
Facilities and wells modernized and automated	88%	>95% (unchanged)
E&P methane intensity	0.32%	<b>&lt;0.2%</b> (unchanged)

<sup>&</sup>lt;sup>1</sup> 2024-2030, average, excluding Neptun Deep; <sup>2</sup> 2024-2030 average annual decline in traditional hydrocarbon production, before divestments and excluding Neptun Deep volumes;

<sup>&</sup>lt;sup>3</sup> Considering traditional oil and gas production, excluding Neptun Deep volumes

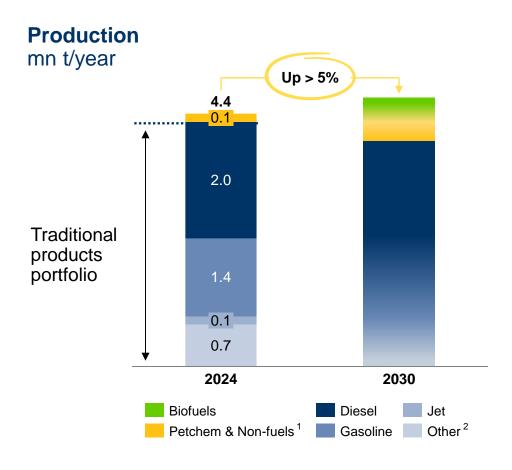
### Transforming while delivering strong cash flows



<sup>&</sup>lt;sup>1</sup> Before potential divestments estimated at 10-15 kboe/d by 2030

#### **Petrobrazi refinery**

### High performing refinery with above average utilization



	2024	2030 (targets unchanged)
Refinery utilization <sup>3</sup>	97%	>95%4
Expand aromatics kt/year	_	<b>+50</b> 2025
Bottom of the barrel upgrade <sup>5</sup> kt/year	_	~200

<sup>&</sup>lt;sup>1</sup> Including aromatics; <sup>2</sup> Comprises other products such as: hydrotreated gasoline, heavy gasoline fraction, etc.; <sup>3</sup> Refers to crude distillation unit; <sup>4</sup> Average for 2024-2030, excluding years with planned turnaround (i.e. 2027); <sup>5</sup> Additional non-fuel products, like bitumen, carbon black or calcined coke

#### **Our Retail proposition**

### Dual brand strategy to further drive value increase

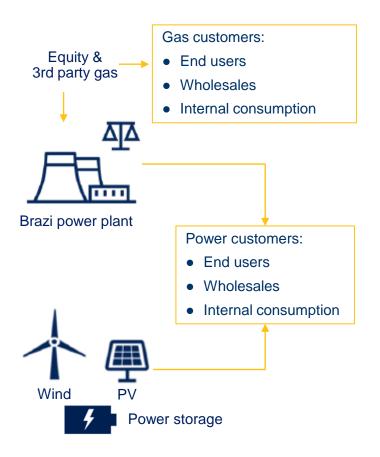
	2024	<b>2030</b> (targets unchanged)
Profitability per filling station <sup>1,3</sup>	+26%	+20%
Non-fuel business margin <sup>1</sup>	+72%	+100%
Throughput	+21%	+20%
per filling station <sup>2</sup>	5.9 mn l	~ 6 mn l
Number of filling stations	778	~800



<sup>&</sup>lt;sup>1</sup> vs 2020, data refer to OMV Petrom operating region which includes Romania, Bulgaria, Moldova and Serbia; <sup>2</sup> vs 2020, in Romania; <sup>3</sup> Excluding EV contribution

#### Redesigned gas and power business capturing market trends

### Leading integrated gas and power supplier



# Maximize returns from integrated optimization of our gas and power portfolios

- Strong supply portfolio with the ramp-up from Neptun Deep gas volumes
- Profitability driven by optimization of asset portfolio and multiple sales channels

## Strong market positioning also on neighbouring markets

- Market access and trading already existing in the region
- B2B sales portfolio to be further developed

	2024	2030
<b>Total gas sales</b> TWh	43	> <b>60</b> (prev. 70)
Net electrical output <sup>1</sup> TWh/year	4.9	<b>~6</b> (new)
Green power sales % in total	-	<b>~30</b> (prev. >20)

<sup>&</sup>lt;sup>1</sup> Brazi power plant and renewable power assets' output, average for 2024-2030, net to OMV Petrom, including share in partnerships



### **Market context**

# Resilient financial frame despite market upheaval since 2021

Base case prices announced in June 2024	<b>2025 – 2030</b> <sup>1</sup>
Brent oil USD/bbl	~80 7
Indicator refining margin USD/bbl	8 – 10
Gas hub price EUR/MWh	25 – 30
Power price EUR/MWh	90 - 120
CO <sub>2</sub> EUR/tCO <sub>2</sub>	70 – 140



<sup>&</sup>lt;sup>1</sup> Trends compared to Strategy 2030 assumptions announced in December 2021

### **Financial frame**

# Profitable investments drive strong financial performance

# Rigorous capital discipline

- CAPEX¹ of ~EUR 11 bn
- CAPEX¹ of ~EUR 3.7 bn for low & zero carbon business
- Internal Rates of Return
   ≥ 10%

# Strong financial performance

- 2030 Clean CCS EBIT of >EUR 1.5 bn
- ROACE ~15% by 2030 (previously >12%)

### **Financial Frame**

# Attractive returns to shareholders

- **5%-10% p.a.** dividend growth
- 40% 70% of OCF yearly allocated to dividends (NEW)
- Gearing ratio<sup>2</sup> < 20%

<sup>&</sup>lt;sup>1</sup> CAPEX cumulated for 2022-2030; <sup>2</sup> Single year rate

# Company's transformation supports higher shareholder returns

# Organic CAPEX

- Further invest in the profitable traditional business
- Transformation for sustainable growth and lower carbon future
- Double digit returns to enable profitable growth

# Progressive base dividends

- Committed to a competitive shareholder return by paying a progressive base dividend
- 5% 10% yoy increase of base dividend throughout strategic cycle

# Inorganic CAPEX

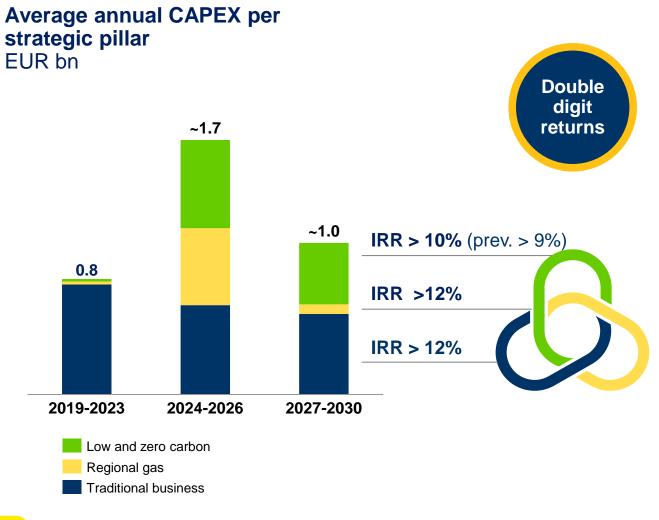
- Selective M&A transactions to help accelerate energy transition
- Largely allocated to transformational projects in the low and zero carbon businesses

# Special dividends

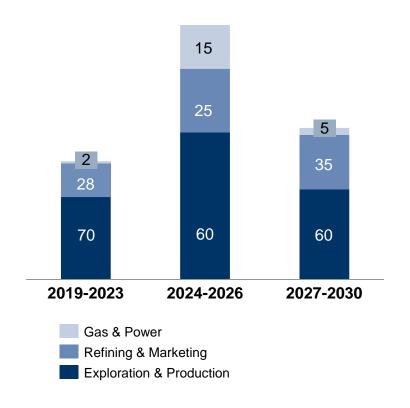
- Special dividends potentially distributed in favorable market environment
- Together with base dividend, total dividend will account for ~50% of OCF on average by 2030 (previously ~40%)

### **Financial Frame**

# Rigorous capital discipline underpins strategy



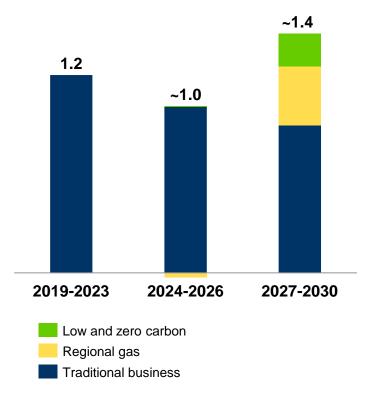
# Average annual CAPEX per business segment %



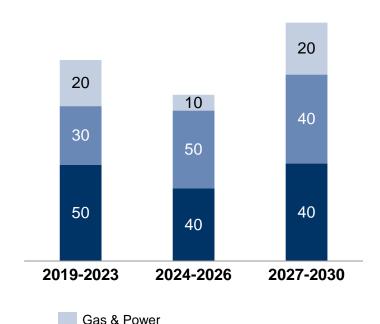
### **Financial Frame**

# Delivering strong financial performance across the business





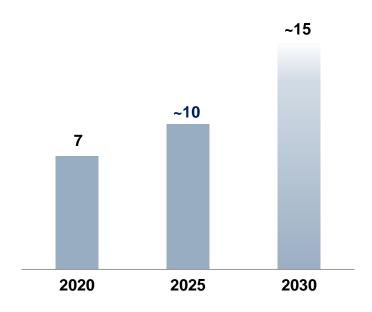
Clean CCS EBIT per business segment<sup>1</sup> %



Refining & Marketing

**Exploration & Production** 

Clean CCS ROACE %



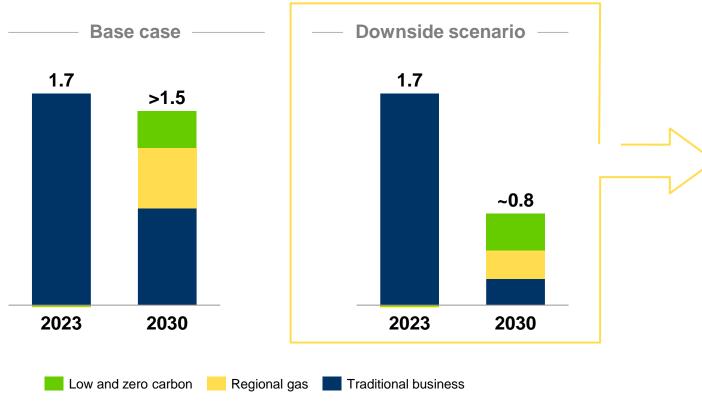
<sup>&</sup>lt;sup>1</sup> Adjusted for solidarity contribution recorded in 2023

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

# Still strong financial position

### Clean CCS EBIT

EUR bn



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

- Commitment to pay progressive base dividends maintained
- CAPEX plans largely unchanged by 2030
- Gearing ratio below 20% throughout the period

<sup>&</sup>lt;sup>1</sup> Downside-price assumptions (2024-2030): Brent oil: ~40-60 USD/bbl, gas hub prices: 17-20 EUR/MWh and refining margin: 6-7 USD/bbl

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# 2024: Outstanding year for strategy execution

### **Neptun Deep**



- >90% of budget awarded
- Progressing as planned: topsides and jacket fabrication; NGMS¹ works
- Drilling rig arrived in the Black Sea
- Started gas marketing activities

### Renewable power



- >2.4 GW project portfolio capacity achieved<sup>2</sup>
- Closed M&A transactions with Renovatio (~1.2 GW, mostly wind) and Jantzen (710 MW, PV)
- FID and EPCC<sup>3</sup> contracting for Isalnita own project (89 MW, PV)
- Progress in partnership with CE Oltenia<sup>4</sup>

### **Biofuels & E-mobility**



- FID taken for SAF/HVO plant, incl 2 green H<sub>2</sub> electrolyzers
- Closed transaction with Respira Verde
- RAM<sup>5</sup> acquisition closed to become the largest e-mobility player in Romania; 900 charging points installed at end-2024

### **Attractive dividends**



- Yield<sup>6</sup> of total dividend paid in 2024 of 12.4%
- Base DPS proposal<sup>7</sup>: RON 0.0444/share
- Potential special DPS: around mid-year, EB will decide if a special DPS is to be proposed

**HSSE** 

TRIR8: 0.42

**GHG intensity**<sup>9</sup>: -13%

<sup>1</sup>Natural gas measuring station; <sup>2</sup>Including partnerships; <sup>3</sup>Engineering, Procurement, Construction & Commissioning; <sup>4</sup>OMV Petrom interest: 50%; <sup>5</sup>Renovatio Asset Management; <sup>6</sup>Using the share price on December 30, 2023; <sup>7</sup>Executive Board's proposal subject to approvals of the Annual General Meeting of Shareholders; <sup>8</sup>Total Recordable Injury Rate, 2024; <sup>9</sup>Greenhouse gases intensity Scope 1-2 2024 vs. 2019

# Resilient performance supported by our integrated business

Clean CCS Op. result

RON 1 bn -57% yoy

Operating Cash Flow

RON 0.5 bn -76% yoy

Clean CCS ROACE

15.4% -11 pp yoy

### Q4/24 highlights

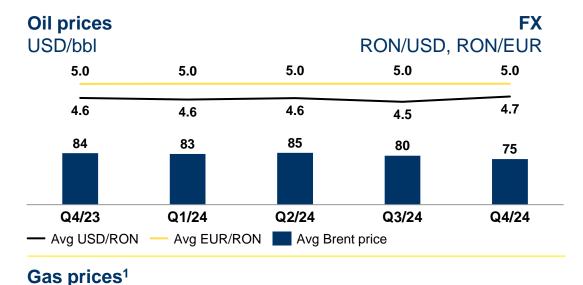
- Good financial performance in the context of weaker commodity prices and margins
- Above expectations hydrocarbon production
- High availability of the downstream assets
- Strong cost discipline

### Strategic focus continued

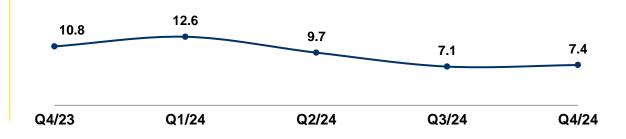
- Neptun Deep:
  - ✓ Drilling rig arrived in Constanta, Romania
  - ✓ Construction of Neptun platform continued
- Partnered with NewMed Energy for the exploration of Han Asparuh block in Bulgaria
- Expanded natural gas supply activities in Bulgaria
- Closed M&A transactions for renewable power and Respira Verde
- Awarded the EPCC contract for Işalniţa own PV project

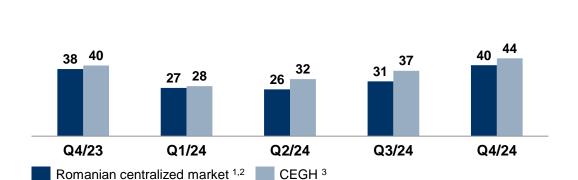
### **Commodity prices**

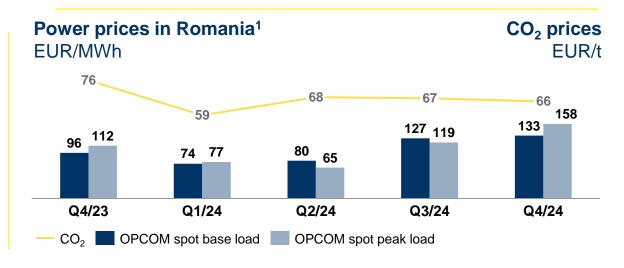
### Volatile market environment











<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, un-weighted average

**EUR/MWh** 

### Romanian environment

# Increasing demand for our products

**GDP** Growth expected 2.1% 2023<sup>1</sup>

0.9%

2.5%

Q4/24<sup>1</sup>

2024<sup>1</sup>

2025e<sup>2</sup>

Inflation (CPI)

5.1%

5.0%

3.8%

On a downward trend

Dec 24/Dec 23

Feb 25/Feb 24<sup>3</sup>

2025e3

Romania at investment grade by major rating agencies, however with recent negative outlook revisions<sup>4</sup>

Demand	Q4/24 yoy	2024 yoy	2024 vs 2019
Fuels <sup>5</sup>	+2%	+4%	+17%
Gas <sup>6</sup>	+8%	+4%	-12%
Power <sup>7</sup>	+4%	+2%	-10%



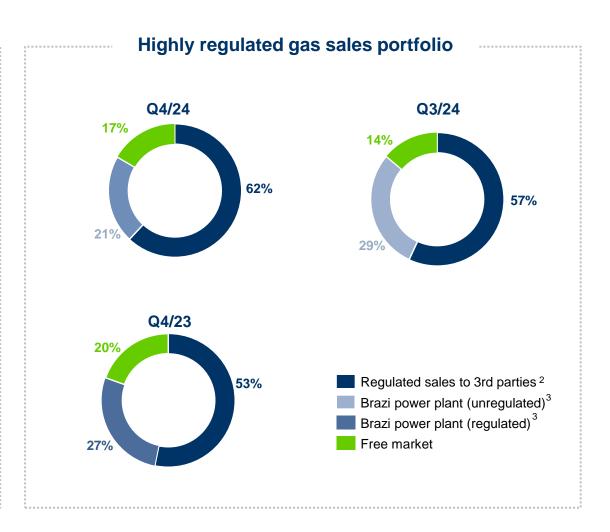
<sup>1</sup> Romanian National Institute of Statistics (seasonally adjusted, March 2025 report); 2 European Commission (November 2024); 3 National Bank of Romania (March 2025 report); 4 S&P (January 2025), Moody's (October 2024), Fitch (December 2024); <sup>5</sup> Fuels refer only to retail diesel and gasoline; OMV Petrom estimates; <sup>6</sup> According to company estimates; <sup>7</sup> As per Transelectrica data, gross figures computed based on real time published system data

### Romanian regulatory framework

# Fiscal burden increasing

#### **Regulations applicable in 2024-2025**

- Construction tax: introduced starting 2025 at 1% of the value of constructions; clarifications are expected with regards to application details
- Oil & gas 0.5% revenues tax: scope extended starting 2025 to companies providing services for the oil and gas industry
- Gas & power sector remains highly regulated:
  - GEO 32/2024 applicability extended via GEO 6/2025 until end Q1/26 for gas and until end Q2/25 for electricity
  - Main changes in GEO 6 compared to GEO 32
    - contribution to ETF¹ decreased from 100% to 80%
    - CO<sub>2</sub> costs again deductible for ETF contribution calculation
    - trading profit margin increased from 10% to 20%



<sup>&</sup>lt;sup>1</sup> Energy Transition Fund; <sup>2</sup> Includes sales quantities subject to GEO 27/2022 and GEO 119/2022 (households, heat producers for households, cost plus, trading, supplier of last resort); <sup>3</sup> Brazi power plant was subject to GEO 119/2022 between September 2022 and March 2024

### **Divisional performance**

### E&P

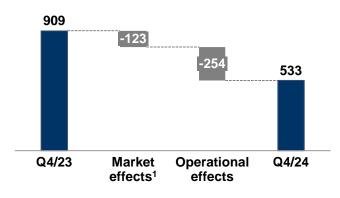
#### Main drivers for Q4/24 results

- Realized crude price -11%
- ★) Hydrocarbon sales -4%
  - Higher E&P gas taxation
- Higher realized gas price
  - Lower production costs

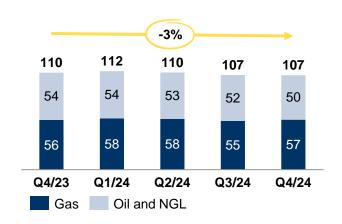
#### Outlook 2025

- Brent oil price: USD ~75/bbl (2024: 81/bbl)
- **Production**<sup>2</sup>: ~104 kboe/d (2024: 109 kboe/d)
- Production cost: USD ~16/bbl (2024: USD 16.3/bbl)
- CAPEX: RON ~5.8 bn (2024: RON 4.5 bn)

# **Clean Operational Result**RON mn

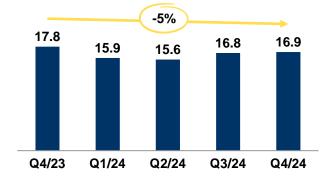


# **Hydrocarbon production** kboe/d



# Production cost

USD/boe



<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> Considering no divestments

### **Divisional performance**

### R&M

#### Main drivers for Q4/24 results



- Refined products sales -5%
- Refining margin -32%; lower retail and commercial margins
- Additional tax on revenues



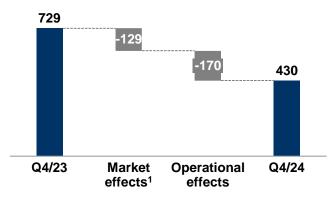
- Higher utilization rate
- Improved non-fuel business margin

#### Outlook 2025

- Refining margin: USD 7-8/bbl (2024: USD 9/bbl)
- Refinery utilization: 90-95% (2024: 97%)
- Retail fuels demand in Romania: slightly higher yoy
- Total refined product sales: stable yoy
- Retail fuel sales: slightly higher yoy

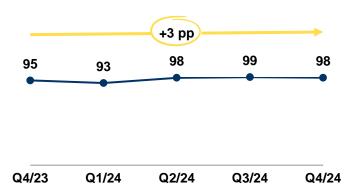
### **Clean Operational Result**

RON mn



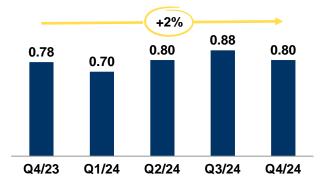
### Refinery utilization rate

%



### Retail sales volumes

mn t



<sup>&</sup>lt;sup>1</sup> Market effects based on refining indicator margin

### **Divisional performance**

### G&P

#### Main drivers for Q4/24 results



- Lower gas and power margins
- Lower power production and sales



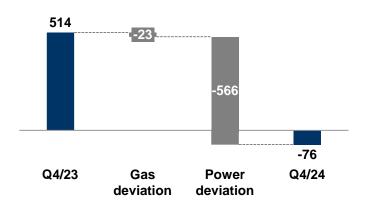
- Higher gas volumes
- Good results of power balancing and ancillary services

#### Outlook 2025

- Demand for gas in Romania: stable yoy
- Demand for power in Romania: stable yoy
- Total gas sales volumes: lower yoy
- Net electrical output: stable yoy

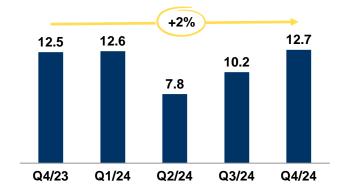
### **Clean Operational Result**

RON mn



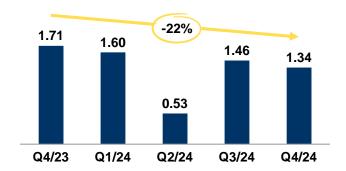
### Gas sales volumes

TWh



### **Brazi net electrical output**

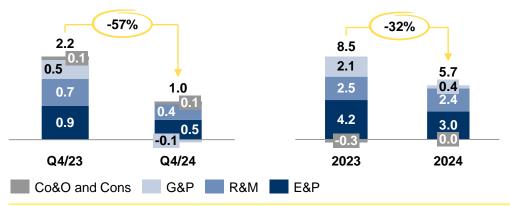
TWh



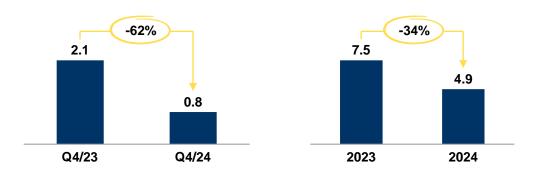
### **Financials**

# Robust results; strong cash generation

# Clean CCS Operating Result RON bn

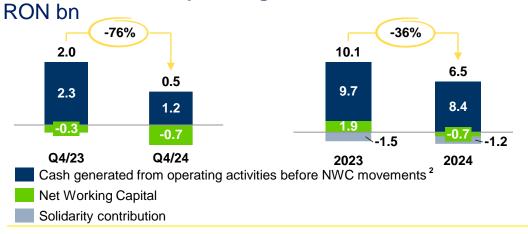


# Clean CCS Net Income<sup>1</sup> RON bn

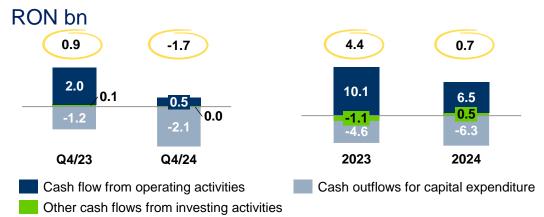


<sup>&</sup>lt;sup>1</sup> Attributable to stockholders of the parent; <sup>2</sup> before solidarity contribution; <sup>3</sup> before dividends

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



### Free Cash Flow<sup>3</sup>

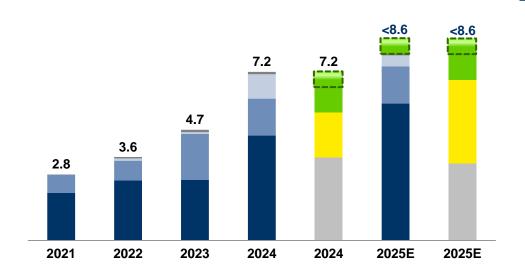


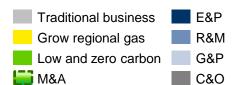
### **CAPEX**

# Progressing in the most investment intensive period in our history

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

# per business segment





#### 2024

#### • RON 7.2 bn:

- Neptun Deep project in execution phase
- 39 new wells and sidetracks;
   >500 workovers
- New aromatic unit
- SAF/HVO<sup>2</sup> unit in Petrobrazi
- Acquisition of Renovatio EV network
- M&A: closing of renewable power transactions; closing of transaction with Respira verde

#### 2025E

#### • RON up to 8.6 bn:

- Neptun Deep project
- Wells and sidetracks:
   ~40; up to 500 workovers
- SAF/HVO<sup>2</sup> unit in Petrobrazi
- Renewable power projects
- Potential inorganic CAPEX: RON 0.6 bn

<sup>&</sup>lt;sup>1</sup> CAPEX including E&A; <sup>2</sup> SAF/HVO: sustainable aviation fuel (bio jet) and hydrotreated vegetable oil

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### **Outlook**

# **Guidance for 2025-2027**

Indicators	Actual 2024	Assumptions / Targets 2025	Assumptions / Targets 2026-2027 averages
Brent oil price	USD 81/bbl	USD 75/bbl	USD ~75/bbl
Production <sup>1</sup>	109 kboe/d	~104 kboe/d	<130 kboe/d
Refining margin	USD 9/bbl	USD 7-8/bbl	USD ~8/bbl
CAPEX	RON 7.2 bn	RON <8.6 bn	RON ~8 bn
FCF before dividends	RON 0.7 bn	Negative	Marginally positive

<sup>&</sup>lt;sup>1</sup> Excluding divestments

### **Sensitivities**

# **EBIT** impact in 2025

Change	EBIT impact
USD +1/bbl	~EUR +15 mn
USD +1/bbl	~EUR +30 mn
USD appreciation by 10 USD cents	~EUR +90 mn
	USD +1/bbl USD +1/bbl

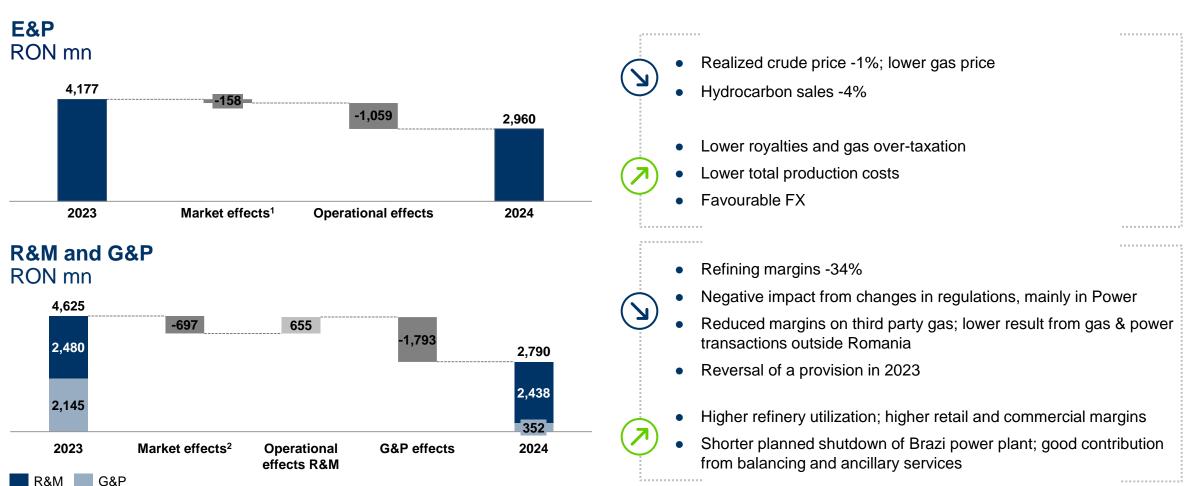
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### **Clean CCS Operating Results**

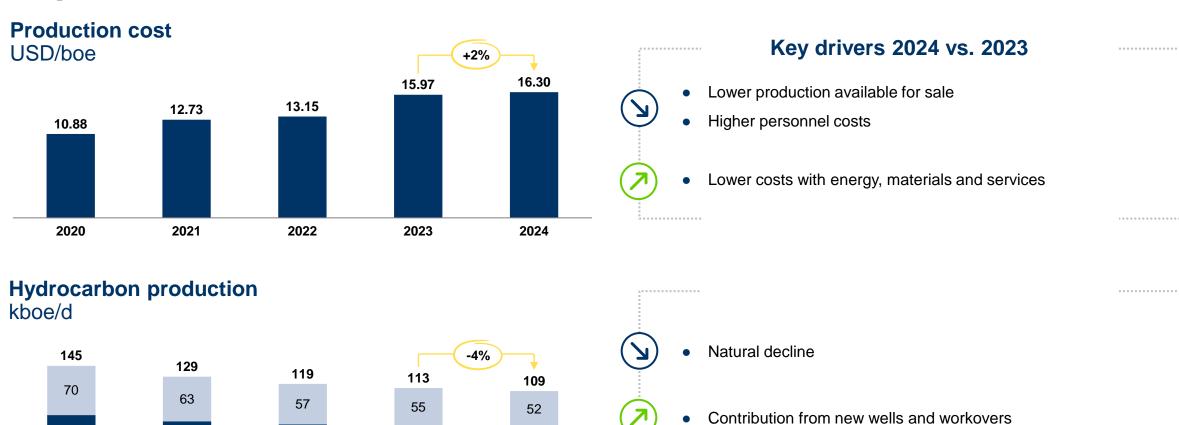
# Resilient results in all business segments, yet lower yoy



<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

### **Operational KPIs**

# **Exploration & Production**



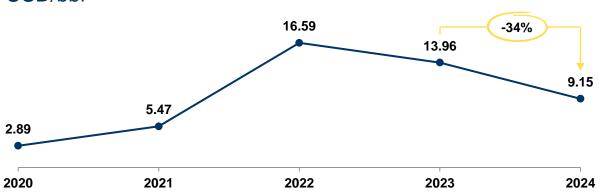
2020 2021

Oil and NGL Gas

### **Operational KPIs**

# Refining & Marketing





### Key drivers 2024 vs. 2023

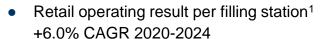
Weaker spreads for middle distillates and gasoline

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

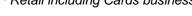


<sup>&</sup>lt;sup>1</sup> Retail including Cards business

Retail sales +4% due to improved demand



Refined product sales +6% (2023 affected by refinery turnaround)

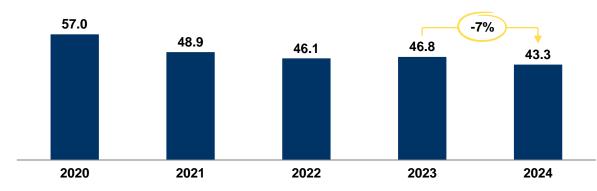


### **Operational KPIs**

### **Gas & Power**

### Gas sales volumes

**TWh** 



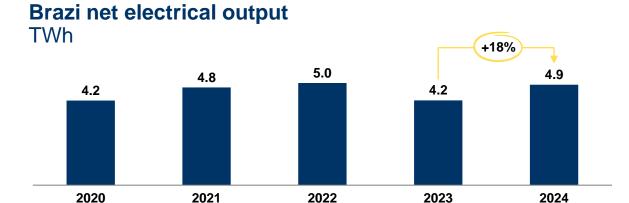
### Key drivers 2024 vs. 2023



- Lower sales to regulated customers
- Higher Brazi power plant offtake



- Lower equity gas quantities available
- Lower sales to wholesales and end users





Shorter planned outage of Brazi vs. 2023



- Capped gas cost for Brazi power plant between Sep 1, 2022 and Mar 31, 2024
- MACEE<sup>1</sup> in place between Jan 1, 2023 and Dec 31, 2024

<sup>&</sup>lt;sup>1</sup> Centralised Electricity Purchasing Mechanism

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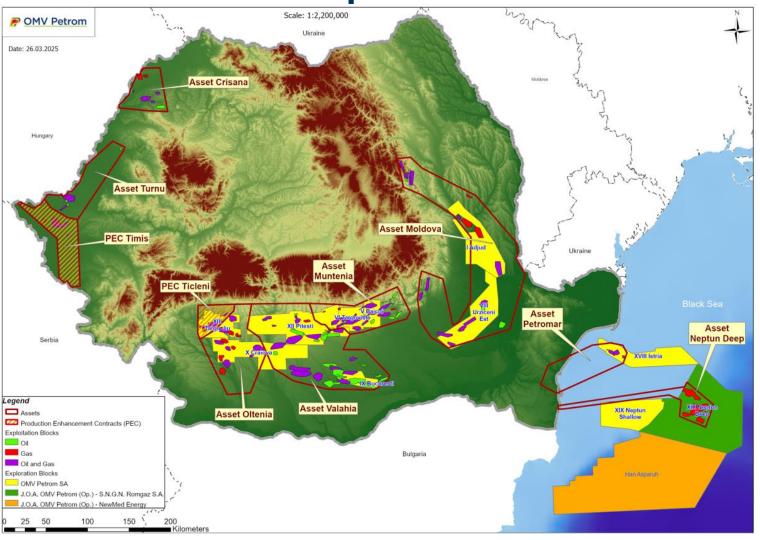
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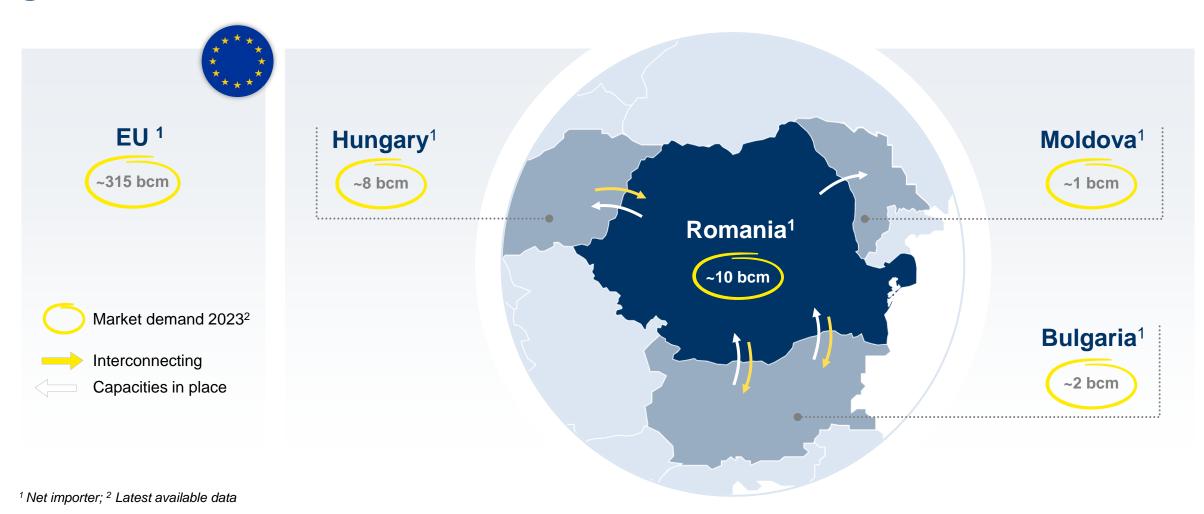
### **Regional footprint**

**Exploration and Production map** 



### **Accessibility and optionality**

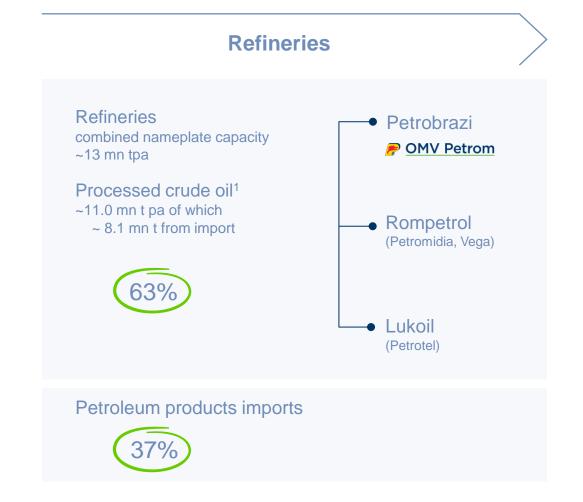
# Neptun Deep gas to have access to Romania and other potential gas markets

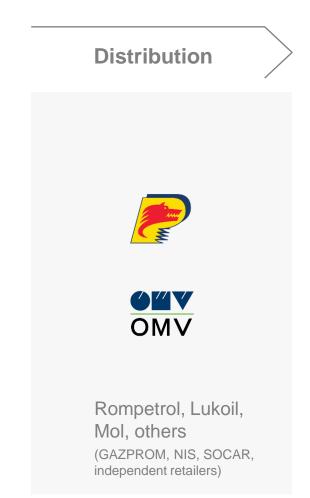


### Romanian oil market

### 2024 overview

# **Crude Supply** Production: OMV Petrom Transportation: Conpet Imports: various



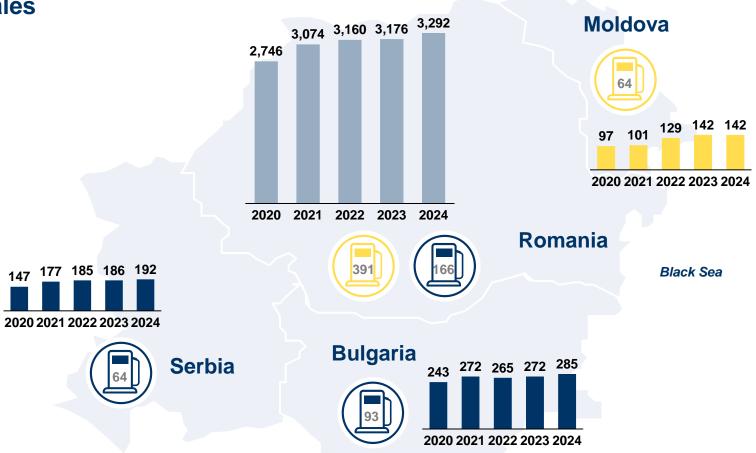


<sup>&</sup>lt;sup>1</sup> Only crude oil processed (other feedstock not included). Data source: National Institute of Statistics (INS) and OMV Petrom calculations

### **OMV Petrom Group**

# 778 filling stations at end 2024

# Retail fuel sales mn |





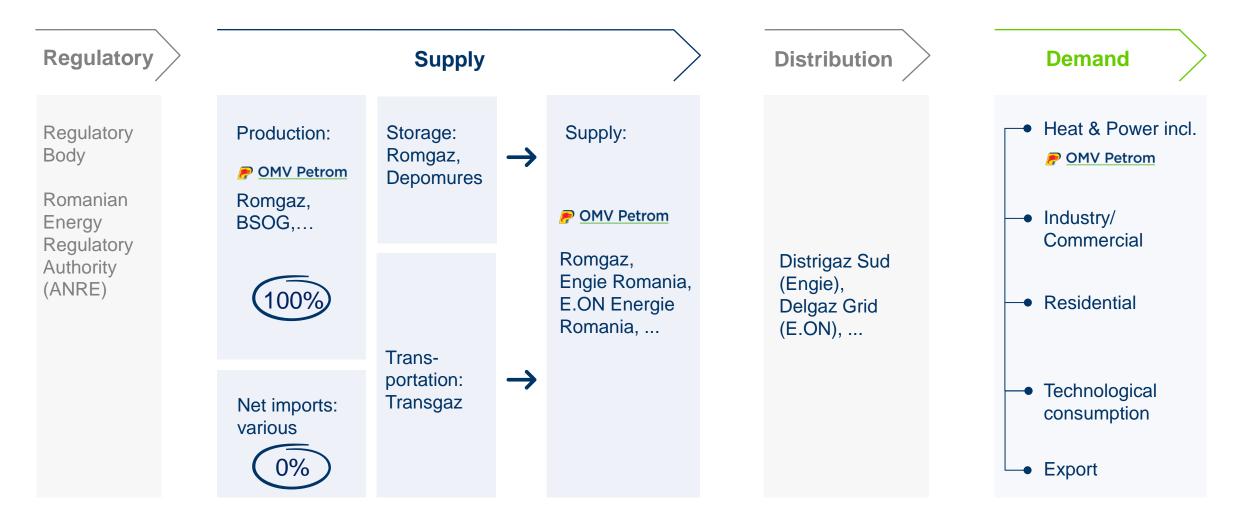






### Romanian gas market

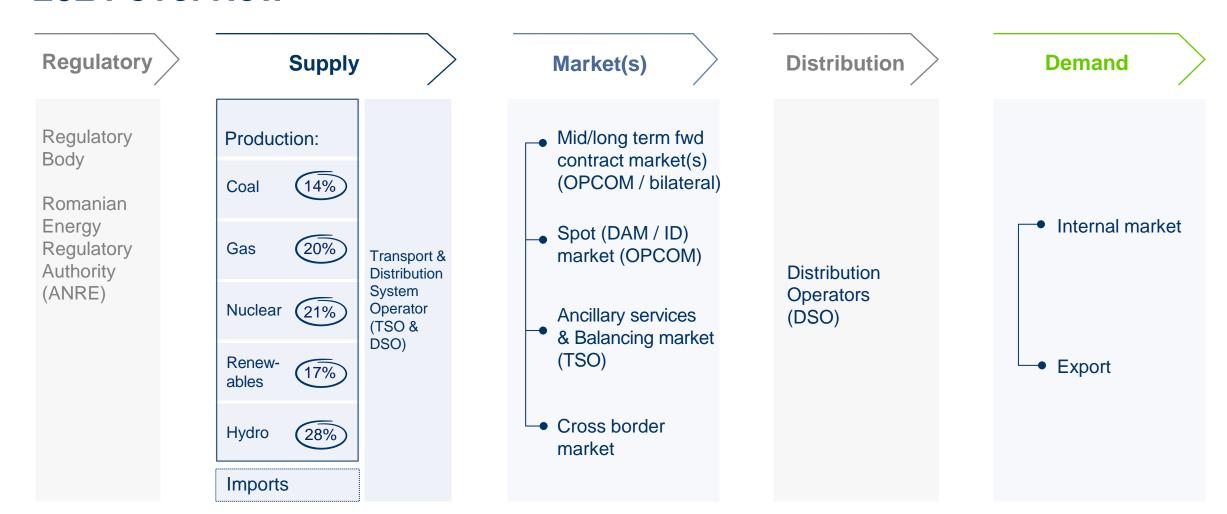
### 2024 overview



Data source: ANRE monthly monitoring reports for January – November 2024, internal estimations for December 2024

### Romanian power market

### 2024 overview



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

# **Cash flow Statement**

RON mn	2020	2021	2022	2023	2024
Cash flow from operating activities (CFO)	5,556	6,997	11,337	10,114	6,465
Thereof, Change in net working capital (NWC)	964	-433	-3,544	1,915	-680
Cash flow from investing activities (CFI)	-3,163	-2,253	-3,104	-5,730	-5,771
Cash flow from financing activities (CFF), of which	-1,921	-1,914	-4,300	-5,300	-4,818
Dividends paid	-1,740	-1,741	-4,438	-5,102	-4,410
Cash and equivalents at end of period	7,451	10,323	14,256	13,339	9,219
Free cash flow (FCF)	2,393	4,744	8,232	4,384	694
Free cash flow after dividends	652	3,003	3,794	-717	-3,717

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# **Income Statement**

RON mn	2020	2021	2022	2023	2024
Sales	19,717	26,011	61,344	38,808	35,765
Clean CCS Operating Result	2,287	4,346	12,198	8,482	5,729
Thereof Exploration & Production	7	1,814	5,433	4,177	2,960
Refining & Marketing	1,454	2,041	4,019	2,480	2,438
Gas & Power	718	781	2,942	2,145	352
Corporate and Other	-84	-87	-96	-93	-96
Consolidation	193	-203	-99	-227	75
Operating Result	1,467	3,709	12,039	7,554	4,855
Financial result	12	-311	17	263	113
Solidarity contribution on refined crude oil				-2,729	
Taxes on income	-188	-534	-1,756	-1,058	-778
Net income <sup>1</sup>	1,291	2,864	10,301	4,030	4,190
Clean CCS net income <sup>1</sup>	1,931	3,353	10,273	7,464	4,900

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

# **Operating Result**

2020	2021	2022	2023	2024
2,287	4,346	12,198	8,482	5,729
7	1,814	5,433	4,177	2,960
1,454	2,041	4,019	2,480	2,438
718	781	2,942	2,145	352
-84	-87	-96	-93	-96
193	-203	-99	-227	75
1,467	3,709	12,039	7,554	4,85
-985	1,660	3,612	4,170	2,323
1,060	2,663	4,076	2,318	2,238
1,257	-253	4,662	1,474	364
-105	-99	-250	-161	-127
240	-263	-61	-248	57
	2,287 7 1,454 718 -84 193 1,467 -985 1,060 1,257 -105	2,287       4,346         7       1,814         1,454       2,041         718       781         -84       -87         193       -203         1,467       3,709         -985       1,660         1,060       2,663         1,257       -253         -105       -99	2,287       4,346       12,198         7       1,814       5,433         1,454       2,041       4,019         718       781       2,942         -84       -87       -96         193       -203       -99         1,467       3,709       12,039         -985       1,660       3,612         1,060       2,663       4,076         1,257       -253       4,662         -105       -99       -250	2,287       4,346       12,198       8,482         7       1,814       5,433       4,177         1,454       2,041       4,019       2,480         718       781       2,942       2,145         -84       -87       -96       -93         193       -203       -99       -227         1,467       3,709       12,039       7,554         -985       1,660       3,612       4,170         1,060       2,663       4,076       2,318         1,257       -253       4,662       1,474         -105       -99       -250       -161

# **Key indicators**

n RON mn	2020	2021	2022	2023	2024	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24
Sales	19,717	26,011	61,344	38,808	35,765	9,473	8,391	10,662	10,282	8,544	8,704	9,437	9,080
Clean CCS Operating Result	2,287	4,346	12,198	8,482	5,729	2,095	1,614	2,530	2,243	1,769	1,379	1,626	955
Operating Result <sup>1</sup>	1,467	3,709	12,039	7,554	4,855	1,617	1,559	2,417	1,961	1,599	1,420	1,517	319
Operating result before depreciation	5,145	7,209	17,159	10,812	9,026	2,349	2,308	3,283	2,872	2,492	2,288	2,354	1,892
Clean CCS net income attributable to stockholders	1,931	3,353	10,273	7,464	4,900	1,881	1,471	2,057	2,055	1,540	1,190	1,381	788
Net income attributable to stockholders	1,291	2,864	10,301	4,030	4,190	1,481	-537	1,604	1,482	1,399	1,229	1,298	263
Cash flow from operating activities	5,556	6,997	11,337	10,114	6,465	4,660	412	3,011	2,031	2,988	1,055	1,933	488
Free cash flow after dividends	652	3,003	3,794	-717	-3,717	3,290	-3,476	1,352	-1,883	1,894	-2,182	-1,748	-1,680
Non-current assets	34,505	32,655	32,218	35,373	38,756	33,096	35,020	34,144	35,373	35,344	36,122	38,160	38,756
Total equity	33,071	34,214	40,508	39,379	39,118	41,998	39,114	37,895	39,379	40,761	39,426	38,865	39,118
Net debt / (cash)	-6,486	-9,391	-13,463	-12,551	-8,076	-16,727	-13,231	-14,525	-12,551	-14,385	-12,088	-10,193	-8,076
CAPEX	3,206	2,821	3,551	4,704	7,171	959	1,434	988	1,323	972	1,444	2,364	2,392
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.	n.m.
Clean CCS EPS (RON) <sup>2</sup>	0.0341	0.0550	0.1679	0.1198	0.0786	0.0302	0.0236	0.0330	0.0330	0.0247	0.0191	0.0222	0.0127
EPS (RON) <sup>2</sup>	0.0228	0.0470	0.1684	0.0647	0.0672	0.0238	- 0.0086	0.0257	0.0238	0.0225	0.0197	0.0208	0.0042
Clean CCS ROACE (%)	6%	13%	38%	27%	15%	37%	31%	25%	27%	25%	24%	21%	15%
Payout ratio	136%	156% <sup>3</sup>	50%	<sup>5</sup> 110% <sup>7</sup>	66% <sup>9</sup>								
Dividend per share (gross, RON)	0.0310	0.0791 4	0.0825	0.0713 8	0.0444 9								
Employees at the end of the period	10,761	7,973	7,742	7,714	10,545	7,735	7,700	7,703	7,714	8,157	8,098	8,159	10,545
NBR rates	2020	2021	2022	2023	2024	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24
EUR/RON average	4.84	4.92	4.93	4.95	4.98	4.92	4.95	4.95	4.97	4.97	4.98	4.98	4.98
USD/RON average	4.24	4.16	4.69	4.58	4.60	4.59	4.55	4.55	4.63	4.58	4.62	4.53	4.66

<sup>&</sup>lt;sup>1</sup>Specific E&P taxes in Romania for **2023** amounted to RON 2,533 mn, representing 21% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~18% of E&P offshore gas revenues), and include royalties (RON 881 mn) and supplementary oil and gas taxation (RON 1,652 mn). G&P supplementary gas and power taxation amounted to RON 680 mn.

Specific E&P taxes in Romania for **2024** amounted to RON 1,394 mn, representing ~14% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~12% of E&P offshore gas

Specific E&P taxes in Romania for **2024** amounted to RON 1,394 mn, representing ~14% of total E&P hydrocarbon revenues (offshore gas specific taxes account for ~12% of E&P offshore gas revenues), and include royalties (RON 773 mn) and supplementary oil and gas taxation (RON 621 mn). G&P supplementary gas and power taxation amounted to RON 203 mn. New tax on revenues introduced in 2024 amounted to ~RON 216 mn.

<sup>&</sup>lt;sup>2</sup> Figures from previous periods have been adjusted retrospectively as per IFRS requirements following the share capital increase finalized in 2022; <sup>3</sup> Includes special dividend of RON 0.0450/share declared and paid in 2022; <sup>4</sup> Includes RON 0.0341/share base dividend for 2021 and RON 0.0450/share special dividend declared and paid in 2022; <sup>5</sup> Includes RON 0.0375/share base dividend for 2022 and RON 0.0450/share special dividend declared and paid in 2023; <sup>7</sup> Includes RON 0.0300/share special dividend declared in 2024; <sup>8</sup> Includes RON 0.0413/share base dividend for 2023 and RON 0.0300/share special dividend declared in 2024 and paid in 2024; <sup>9</sup> Executive Board's proposal subject to approvals of the General Meeting of Shareholders

# **Contact**

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Financial calendar 2025

**April 24:** Annual General Meeting of Shareholders

**April 30:** Q1 2025 results

**July 31:** Q2 2025 results

October 29: Q3 2025 results