

TTIP: “Romania’s Voice”

16 October, 2015



Agenda

OMV Petrom at a glance

Romanian industry in the European context

OMV Petrom partnerships



OMV Petrom at a glance

OMV Petrom is an operationally integrated oil & gas company

Upstream

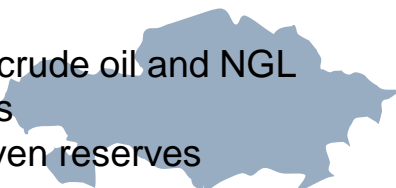
Romania

- ▶ 3.9 mn toe/yr crude oil and NGL
- ▶ 5.3 bcm/yr gas
- ▶ 671 mn boe proven reserves (~10 yrs of current production)



Kazakhstan

- ▶ 0.38 mn toe/yr crude oil and NGL
- ▶ 0.05 bcm/yr gas
- ▶ 19 mn boe proven reserves



Oil: Supplies 100% of oil for Petrobrazi

Gas: Supplies 100% of gas for Brazi

Downstream Oil



- ▶ Petrobrazi refinery (4.2 mn t/yr capacity¹)
- ▶ 3.4 mn t marketing sales
- ▶ 780 filling stations (Romania, Bulgaria, Serbia, Moldova)

Downstream Gas



- ▶ Gas sales 4.4 bcm/yr (up to ~40% of Romanian demand)
- ▶ Brazi gas-fired power plant (860 MW)
- ▶ Dorobantu wind park (45 MW)

¹After the finalization of the Petrobrazi refinery modernization, the opportunity was taken to demonstrate the maximum throughput based on a timeframe of the best 30 consecutive days. As a result, the annual refining capacity has been updated from 4.2 mn t to 4.5 mn t as of Q1/15;

OMV Petrom at a glance

OMV Petrom is the leading industrial company in Romania



One of the largest private employers

~17,000 direct employees and more than 50,000 indirect jobs



Main energy supplier

Accounts for ~40% of oil, gas and fuel supply, and can cover up to 10% of power generation in Romania



Largest investor

Over EUR 1bn CAPEX spent per year since privatization



Largest contributor to state budget

EUR ~2.5 bn in 2014²

¹ Source: internal data and analysis; ² Include: profit tax, royalties, employer social contributions, excises incl. custom duties, VAT, employee related taxes, other direct and indirect taxes, dividends paid to Romanian State



OMV Petrom at a glance

Strategy 2021: Sustainable performance for growth



We aim to remain the leading regional, **integrated oil and gas company** with **sustainable performance** to support potential upstream growth in the neighboring Black Sea region



Upstream

Maximize portfolio value and position for growth



Downstream Gas

Enhance value of equity gas

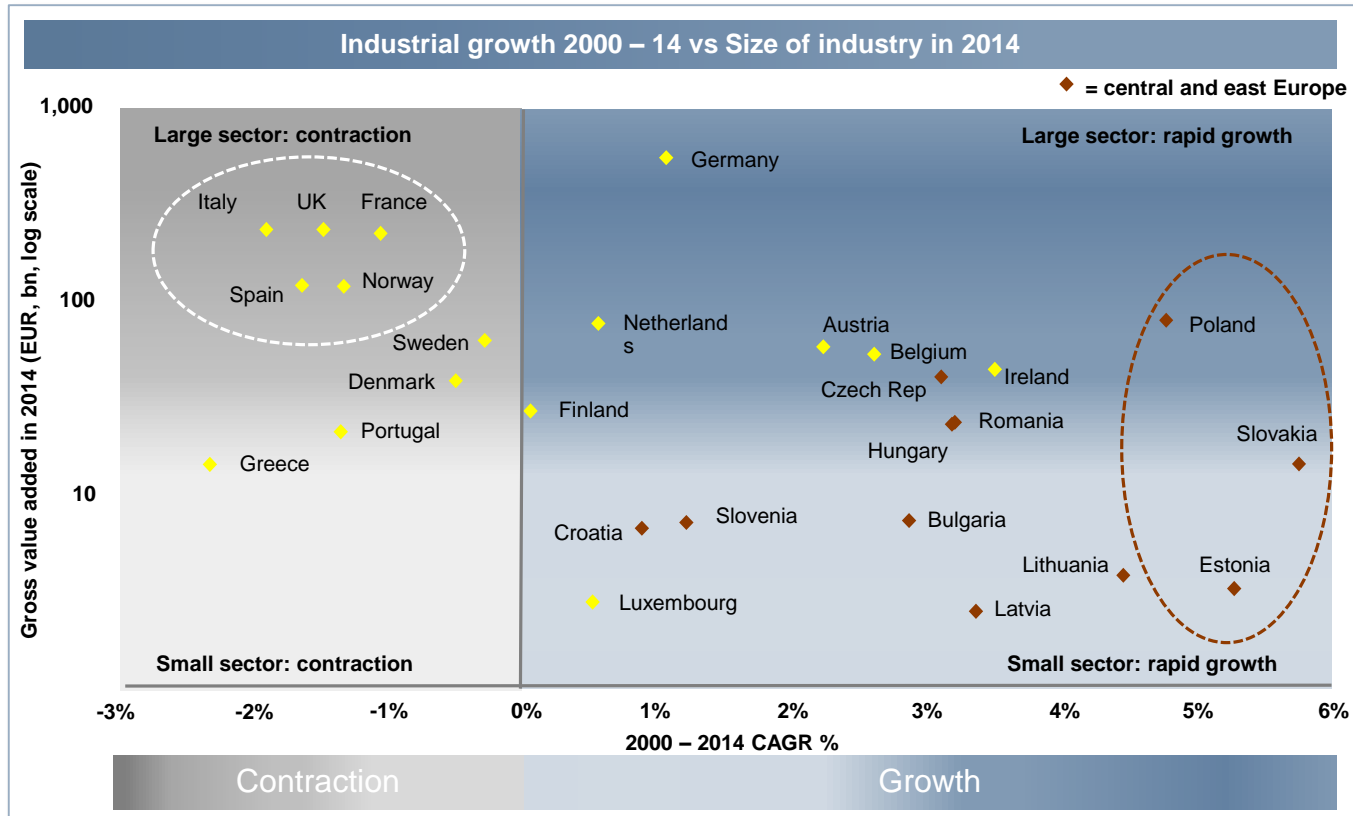


Downstream Oil

Optimize integrated equity oil

Romanian industry in the European context

European industry is migrating East



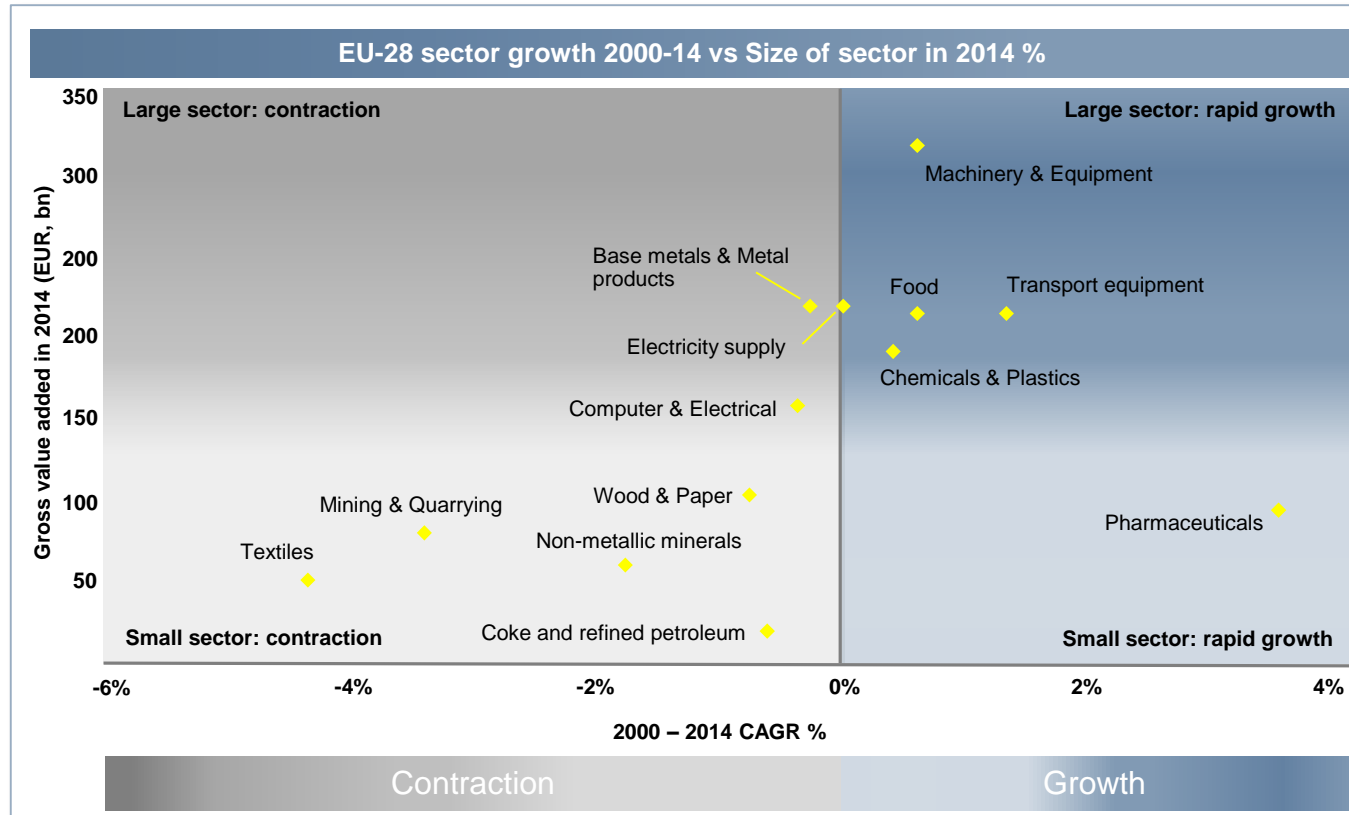
- ▶ On a Gross Value Added (GVA) basis, **Europe's industrial production is currently unchanged from its 2000 level.**
- ▶ Germany is the only large scale industry base to have grown since 2000
- ▶ **Central and Eastern Europe** continue to enjoy **strong growth** but from a **low base**

Source: WoodMackenzie, September 2015



Romanian industry in the European context

Industry in the EU has become more concentrated in high value added sectors



- ▶ **Cost of regulatory compliance is eroding industrial competitiveness**
- ▶ **Between 2008 – 2013, industry spent a total of EUR 33 bn on equipment and plant for pollution control purposes**
- ▶ **High value added and low energy intensive sectors are at an advantage**

Source: WoodMackenzie, September 2015



OMV Petrom partnerships

OMV Petrom is growing through partnerships



Neptun Deep – deep offshore

The partnership between ExxonMobil and Petrom in the Neptun project is built upon ExxonMobil's experience as a leader in deepwater exploration and Petrom's technical and regional expertise (OMV Petrom - 50%, ExxonMobil - Operator 50%)



Brazi gas fired power plant 860 MW

A consortium made out of General Electric (USA) and Metka (Greece) built and delivered turn key the power plant in 2011. (financing for the project – c. Eur 500 mn)



Partnership for onshore exploration

Partnership for onshore exploration in Romania. The partnership facilitates joint exploration of the onshore blocks Adjud and Urziceni Est (Eastern Romania)



Production enhancement contract

17-year production enhancement contract for nine onshore fields in the Arad area.