

Changing energy landscape

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Bucharest, 30 September 2014



Agenda

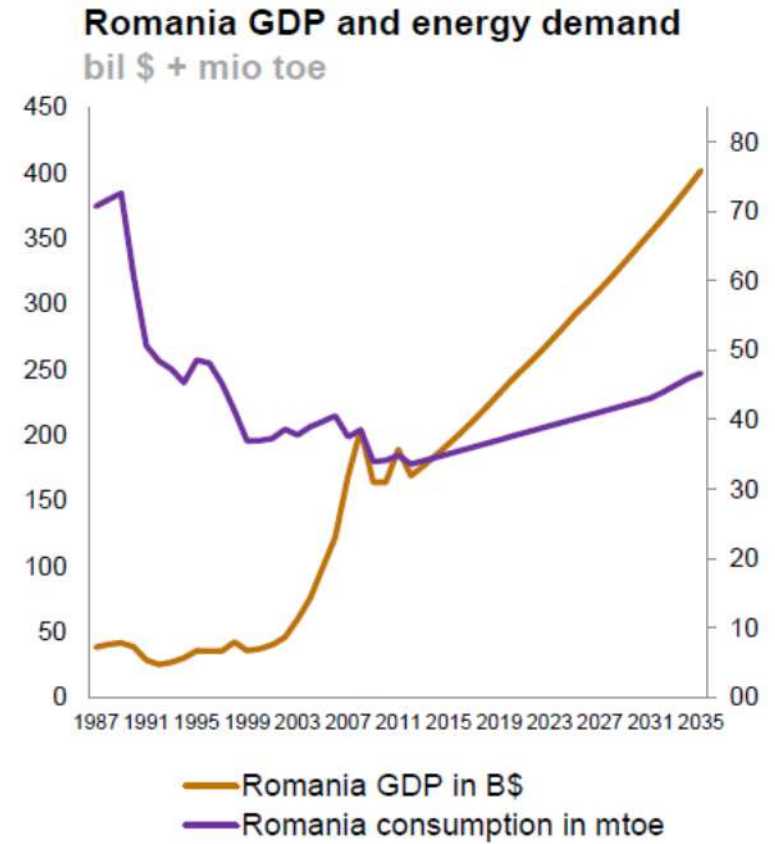
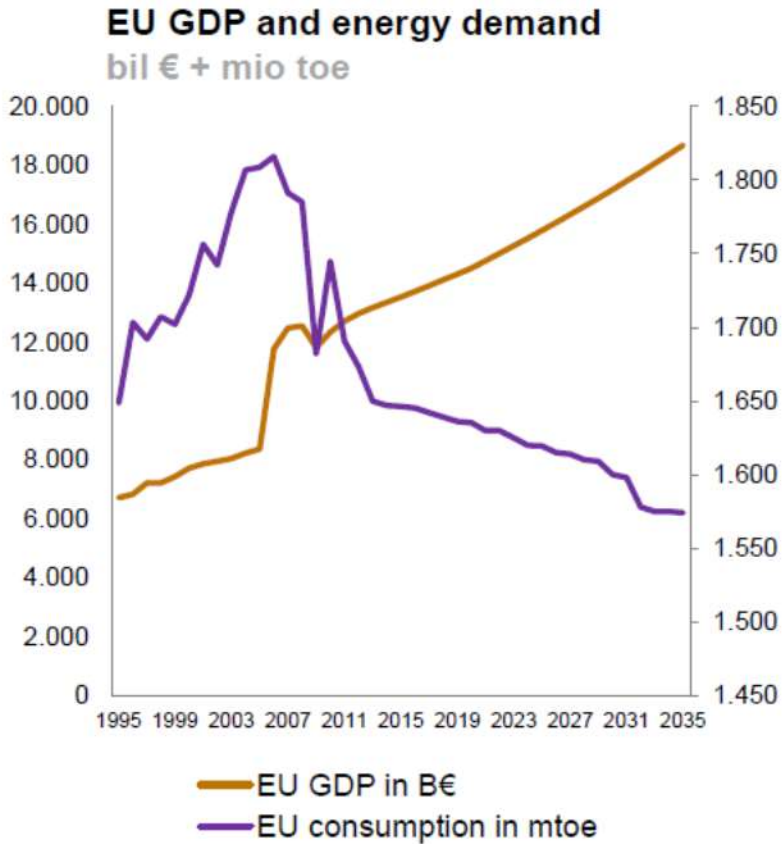
- ▶ Decoupling of energy demand and economic growth
- ▶ Petrom's standing in the current market context
- ▶ Trends of the local gas & power markets
- ▶ Gas market outlook



Decoupling of energy demand and economic growth



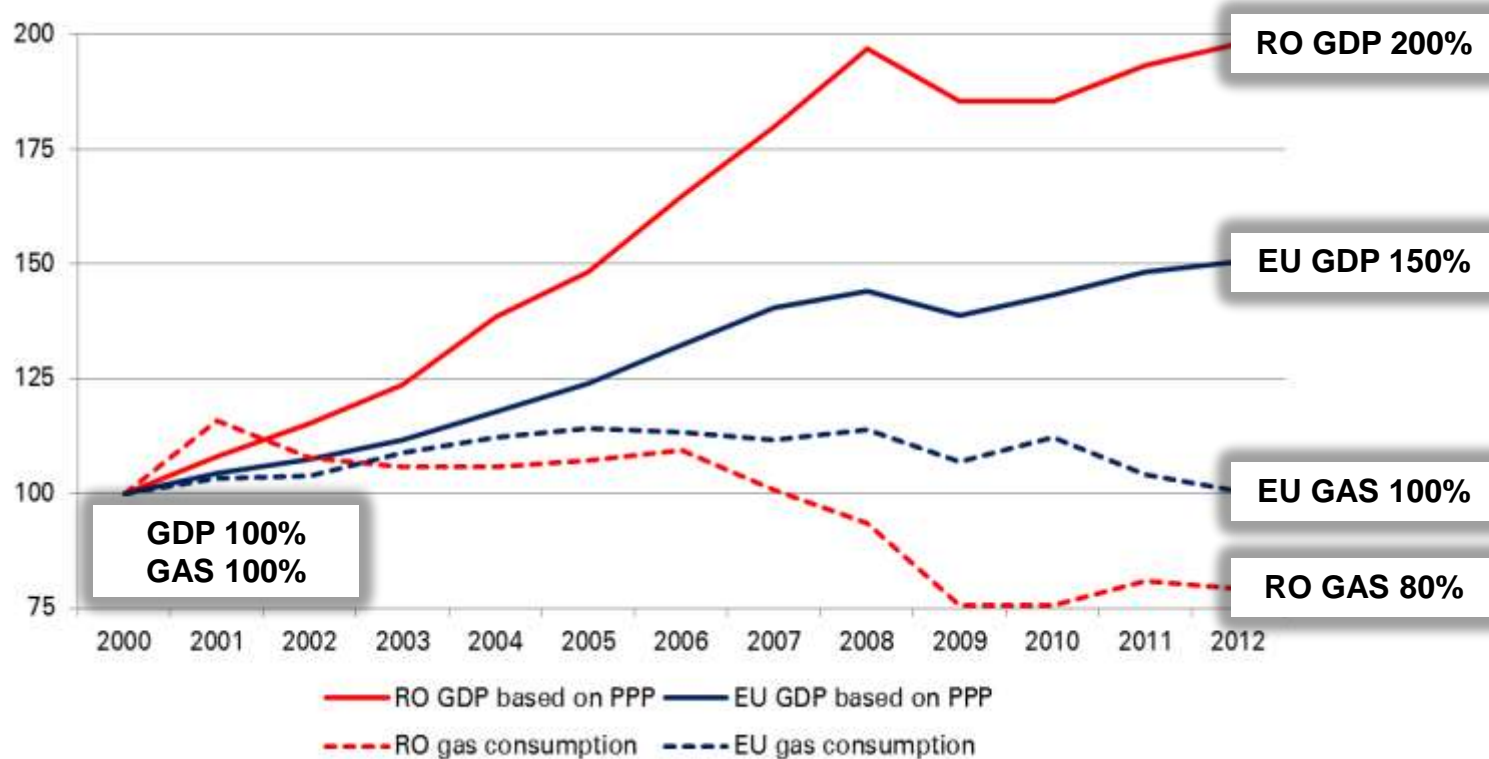
GDP and energy demand in EU and Romania



Sources: BP Energy Outlook 2035, Eurostat



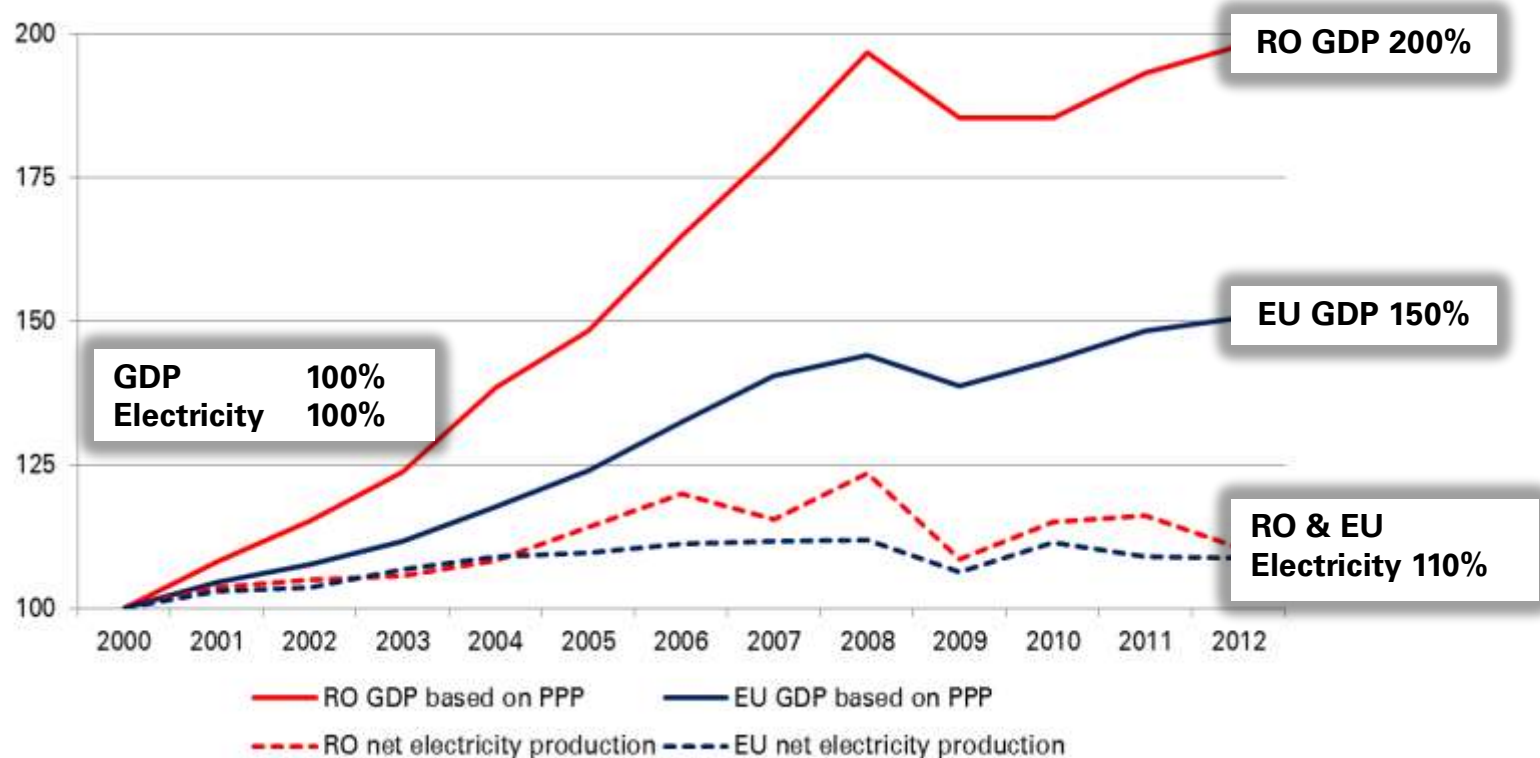
Gas brings no exception to the theory of having energy decoupled from economic growth



Source: US EIA, IMF WEO 2013



Decoupling of energy from economic growth also valid for electricity demand



Source: Eurostat, IMF WEO 2013



Petrom's standing in the current market context



OMV Petrom 6m/2014 results at a glance

Economic context

- ▶ Favorable crude prices, partially compensated by exchange rate
- ▶ Lower demand on fuels, gas and electricity markets
- ▶ Increased taxation

Impact on sales

- ▶ Overall sales decreased:
 - ▶ Total refined products sales (mil. tones) down by 9% vs. 6m/13
 - ▶ Gas sales volumes (mil. scm) declined by 11% vs. 6m/13
 - ▶ Brazi's net electrical (Mwh) output 35% lower than 6m/13

Delivery on strategy

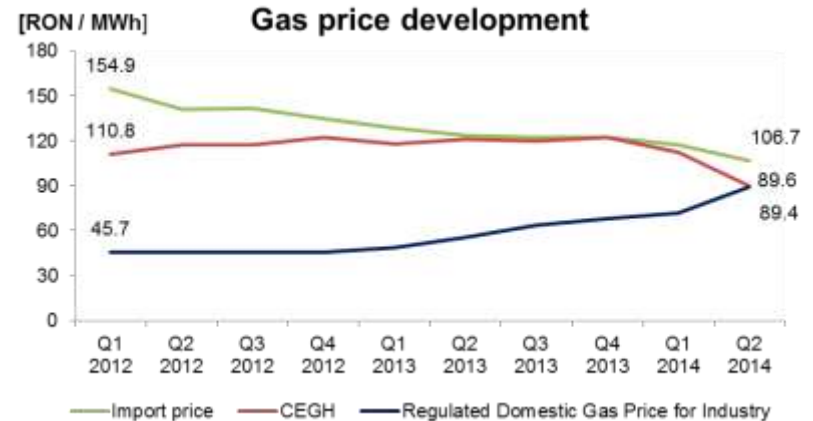
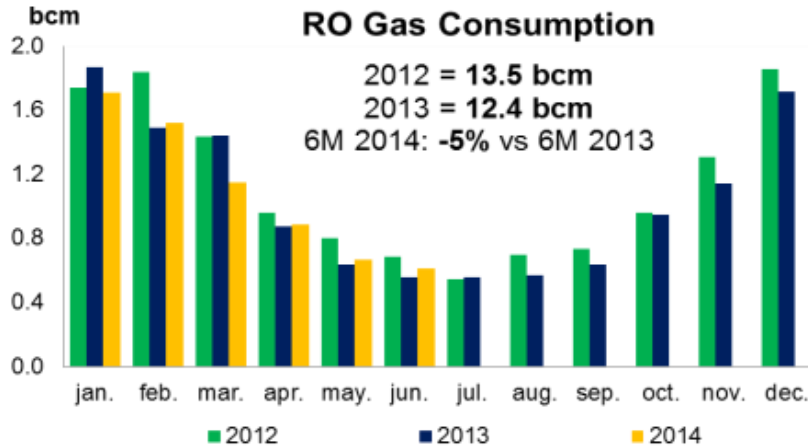
- ▶ E&P: stable production due to investments
- ▶ G&P: focus on the free market
- ▶ R&M: Petrobrazi modernization completed
- ▶ Investments up by 40%

Trends of the local gas & power markets

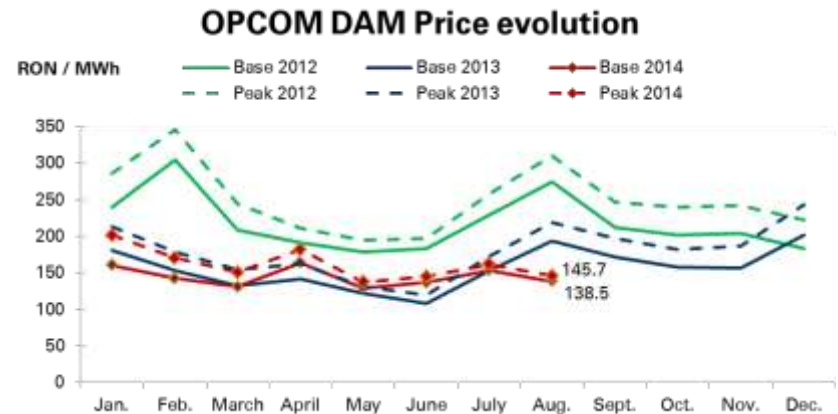
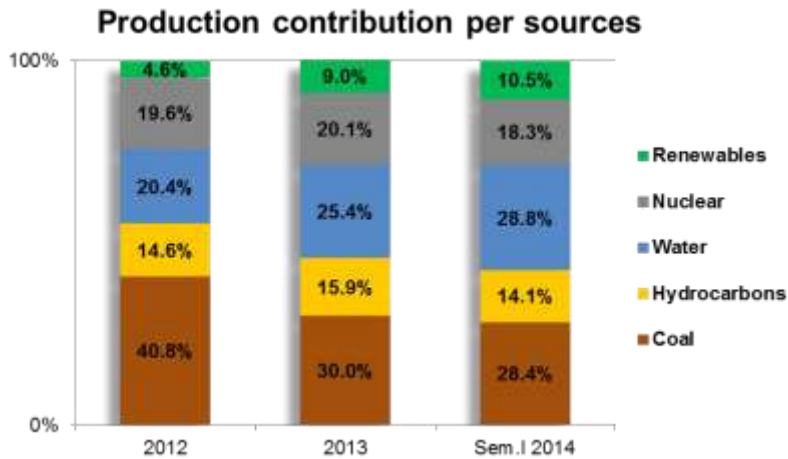


Transformation in the gas & power business requires fresh thinking from market players

Gas



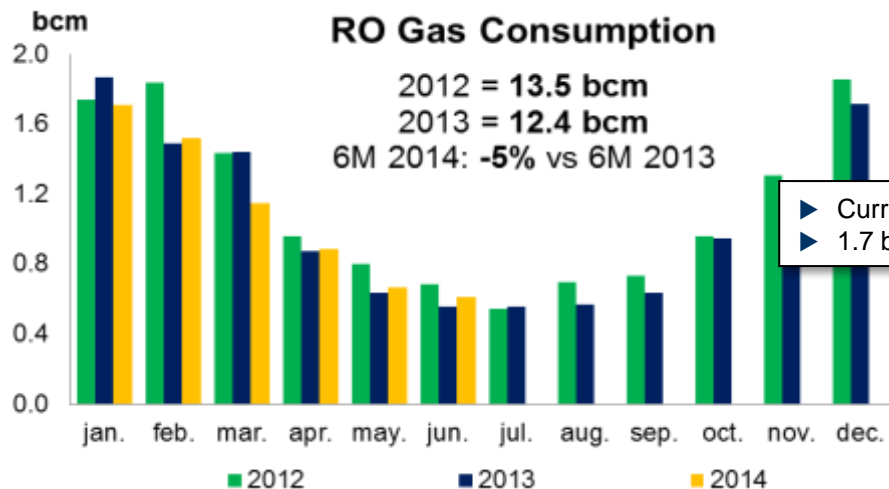
Power



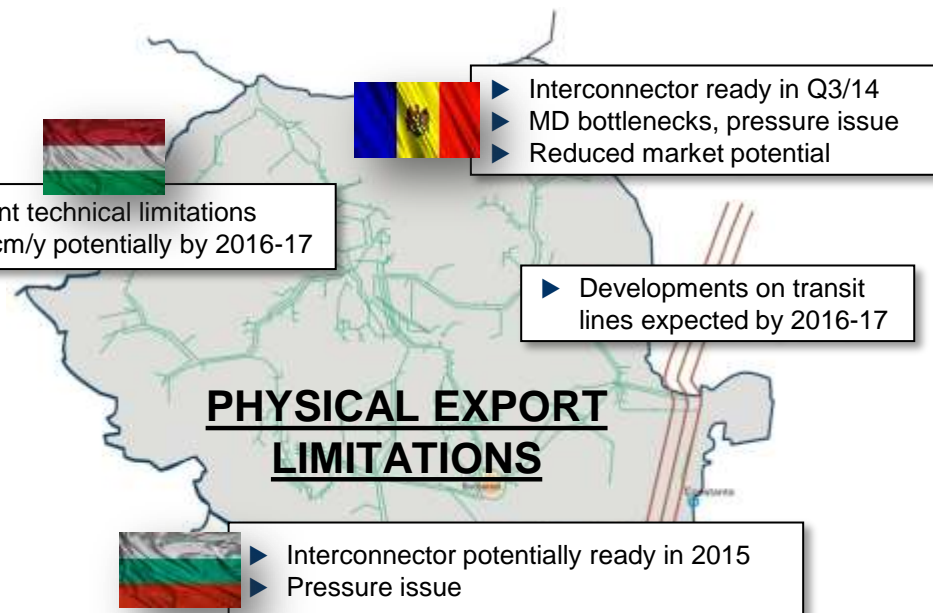
Romanian gas market outlook



Managing local challenges, exploring regional potential



LOW DEMAND ENVIRONMENT



REGULATORY FRAMEWORK

Centralized market



Regulated market



Storage



Interconnector tariffs

