# Press Release

October 22, 2010

## OMV increases share in Petrol Ofisi from 41.58% to 95.75%

- Acquisition of 54.17% share in Petrol Ofisi from Doğan Holding: Purchase price of EUR 1 bn
- OMV gains sole control over one of the leading companies in the Turkish oil products retail and commercial business
- Strong basis for further integrated growth within Turkey: Numerous advantages for all OMV business segments
- Presence in Turkey as strategic bridgehead to resource-rich Caspian Region and Middle East

OMV, the leading energy Group in the European growth belt, today agreed with the Turkish company Doğan Holding to increase OMV's stake in Petrol Ofisi A.S., one of the leading companies in the Turkish oil products retail and commercial markets, from 41.58% to 95.75%, thereby taking full control of this company. This acquisition is a further step in OMV's growth strategy and aims at positioning Turkey as a third hub, besides Austria and Romania, within the integrated energy Group. In addition to the activities of Petrol Ofisi, the gas-fired power plant in Samsun (under construction) and the Nabucco gas pipeline project, Turkey represents a strategic bridgehead to the resource-rich Caspian Region and the Middle East.

Wolfgang Ruttenstorfer, OMV's CEO, stated: "We are looking forward to a good co-operation with all Petrol Ofisi employees. Petrol Ofisi is one of the leading companies in the Turkish market with an established brand, a long-lasting tradition and a strong relationship with the country itself. Petrol Ofisi has a nationwide filling station network and we are proud to continue this successful company history and to further strengthen the company's position in Turkey which plays a growing economic role in the region."

OMV agreed to acquire the 54.17% stake from Doğan Holding for EUR 1 bn. Closing of the transaction, which is subject to approval of the relevant authorities, including anti-trust clearance, is expected within the next three months. OMV and Doğan Holding have agreed to



distribute a dividend to Petrol Ofisi shareholders before closing. Based on their respective shareholdings OMV shall receive USD 203 mn, Doğan Holding USD 265 mn and USD 21 mn shall be paid to free-float investors.

OMV enters into this acquisition at a point of time when it enjoys a strong balance sheet, with a sound liquidity position and a gearing ratio consistent with its long-term target. OMV is committed to strict capital discipline and intends to fund this acquisition by accessing the most appropriate sources of long-term capital. OMV retains the clear objective of maintaining a strong investment grade credit rating and therefore does not exclude raising equity as one of the available funding options.

Wolfgang Ruttenstorfer, OMV's CEO: "This acquisition of sole control in Petrol Ofisi further strengthens our position in the Turkish market and is in line with our corporate strategy to further strengthen our leading position in the European growth belt. We now have a strong footprint in the attractive markets of Central and Southeastern Europe (CE/SEE) and Turkey and we intend to further develop our integrated business model. Besides an expected positive impact on the Group's results, the transaction will put OMV in a favourable strategic position. Our leading role in the Turkish market opens a variety of opportunities, not only for the oil marketing business but also for our other corporate business units, as Turkey is a strategic bridgehead to the resource-rich Caspian Region and the Middle East."

#### **Opportunities in the Turkish growth market**

Turkey is one of the largest and fastest growing markets in the region. The Turkish demand for oil products currently amounts to 29 mn t/y and is expected to increase to 32 mn t/y by 2015. The growth potential of the Turkish petroleum market can be illustrated by comparing the car density: Whereas in Germany approximately 570 people per 1,000 inhabitants have a car, in Turkey it is about 100 people.

Gerhard Roiss, deputy CEO and responsible for Refining and Marketing stated: "Today we have reached a major milestone in the expansion of the R&M business segment within the European growth belt. Petrol Ofisi owns the only nationwide filling station network in the fast growing Turkish market. OMV itself, with approximately 2,300 filling stations as of today, is a market leader in CE/SEE. With Petrol Ofisi's 2,500 stations, we have significantly strengthened our position as one of the leading companies in the European filling station market. Furthermore, this acquisition has broader strategic advantages to OMV, as our other business segments will also benefit from a strong, solid basis for further growth."

OMV plans to further develop Petrol Ofisi's business and is going to combine both companies' strengths: Petrol Ofisi's local know-how will be complemented with OMV's management expertise, which OMV has already successfully deployed in CE/SEE.

#### Leading Turkish retailer and wholesaler

Petrol Ofisi, headquartered in Istanbul, is one of the leading companies in the Turkish oil business with a market share of approximately 27% in fuels and sales volumes of around 7.4 mn t in 2009. The company has significant storage capacities of approx. 1 mn cbm – these are about 25% of Turkey's total storage capacity – which are strategically well located, and offer opportunities for further expansion. In 2009, Petrol Ofisi recorded an EBIT of EUR 290 mn with a network of approximately 2,500 filling stations and approximately 1,000 people employed.

#### **Opportunities for integrated growth**

Strengthening OMV's presence in Turkey will create growth opportunities for all business segments: R&M has successfully expanded into one of the biggest markets of the European



growth belt; E&P will get access to the resource-rich Caspian Region and the Middle East, where OMV plans to further develop its activities to guarantee oil and gas supply for its markets in CE/SEE; finally G&P will reap benefits for its power plant project in Samsun and the Nabucco gas pipeline project.

### Background information:

#### **OMV Aktiengesellschaft**

With Group sales of EUR 17.92 bn and a workforce of 34,676 employees in 2009, OMV Aktiengesellschaft is one of Austria's largest listed industrial companies. As the leading energy Group in the European growth belt, OMV is active in Refining & Marketing (R&M) in 12 countries. In Exploration & Production (E&P) OMV is active in 16 countries on four continents. In Gas & Power (G&P) OMV sells approximately 13 bcm gas per year. Through its 2,000 km long gas pipeline network in Austria G&P transports approximately 75 bcm gas annually. OMV's Central European Gas Hub is with around 23 bcm annual trading volume one of the most important gas hubs in Continental Europe.

OMV is the leading energy Group in the European growth belt with oil and gas reserves of approximately 1.19 bn boe, daily production of around 318,000 boe in Q2/10 and an annual refining capacity of approximately 26 mn t. OMV now has 2,319 filling stations as of Q2/10. The market share of the group in the R&M business segment in the Danube Region is now 20%.

OMV further strengthened its leading position in the European growth belt through the acquisition of 41.58% of Petrol Ofisi, Turkey's leading company in the retail and commercial business.

#### Sustainability

OMV is a signatory to the UN Global Compact, and an active supporter to the values enshrined in its Code of Conduct. These include a strong sense of responsibility towards the social and natural environment, especially in economically weak regions. OMV continuously addresses economic, environmental and social issues related to its business in a responsible manner. The Company reports on its activities in a sustainability report in accordance with the Global Reporting Initiative Guidelines. This report is published at the same time as the annual report.

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Next result announcement: January - September and Q3 2010 on November 10, 2010

