



# **ROMGAZ**

Q4/FY 2021 Results - Group Overview

**April 2022** 

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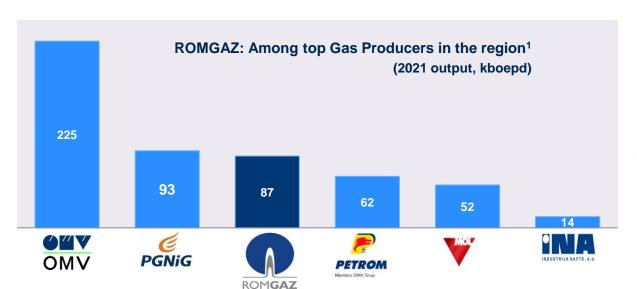


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# Gas market overview

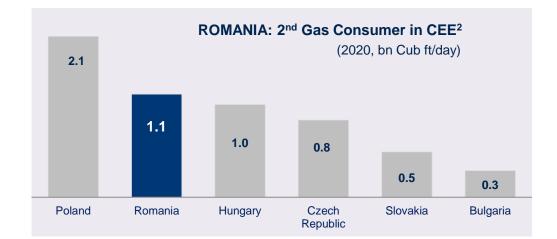


# Romania: among TOP gas producers & consumers in the region



### Source:

- <sup>1</sup> Companies' reports, Romgaz computation, Petrom: Romania+abroad, OMV excluding Petrom.
- <sup>2</sup> CEIC Data:



Natural gas - important clean source of energy.

# In the region:

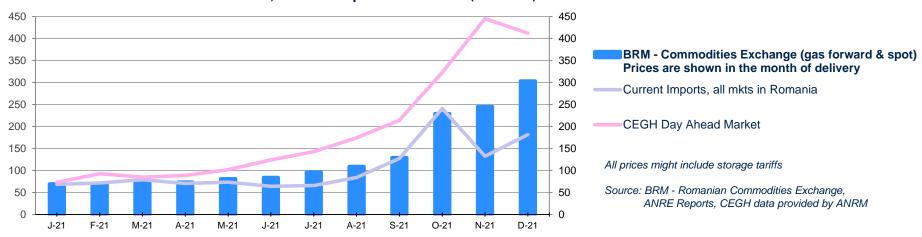
- ⇒ ROMGAZ important gas producer
- ⇒ ROMANIA among top gas consumers in CEE!

# Gas market overview

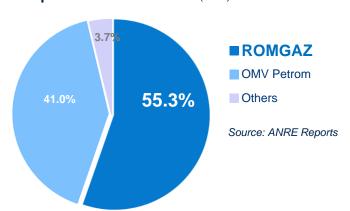


# Romania: Prices on the Commodities Exchange 2021, Market structure

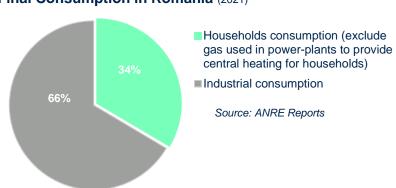
# Natural Gas Prices on BRM, Current Imports and CEGH (RON/MWh)



### Gas producers in Romania (2021)



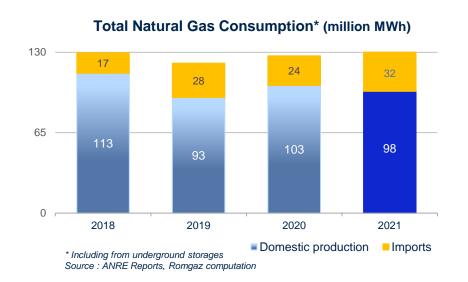
# **Final Consumption in Romania** (2021)

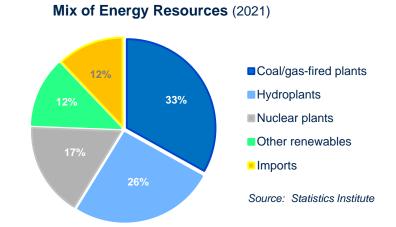


# Gas market overview

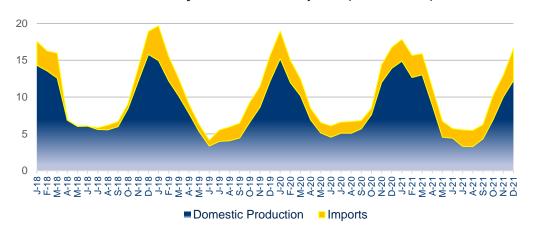


# Romania: Total Gas consumption estimated marginally higher by 2% y/y in FY2021





# **Seasonality of Gas Consumption (million MWh)**



Source: ANRE Reports.

# **ROMGAZ Group: Highlights of events**



# Selected Events – relevant for our activity

### **August-September 2020**

### INVESTMENT:

Romgaz concluded a MoU with GSP Power SRL

BoD approved the establishment of Drobeta Turnu Severin branch within ROMGAZ

### March 30, 2021

### **INVESTMENT:**

BoD approved the biding offer to purchase all the shares issued by ExxonMobil, which holds 50% of the perimeter XIX Neptune Deep Water Zone.

### **April 1, 2021**

### STORAGE:

Storage tariffs are not regulated any more by ANRE starting 2021

New storage tariffs are set by Romgaz storage subsidiary

# Oct 27, 2021

### MANAGEMENT:

SGM approved to initiate the procedure of BoDs selection

### Sept 22, 2020

### INVESTMENT:

Gov't prolonged by 6 years (2021-2027) the exploration period for the concession agreement in 8 perimeters, as agreed with ANRM (National Agency for Mineral Resources)

### June 18/24, 2021

### **INVESTMENT:**

Termination of the contract for development of lernut project motivated by non-completion in time

GD no 669/2021 extends the deadline for commissioning of investments financed from the PNI

### Nov 4 / Nov 2, 2021

### INVESTMENT:

SGM approved "The 2021-2030 STRATEGY" of Romgaz SA

BoD endorsed the acquisition of 100% of ExxonMobil E&P Romania Ltd (or 50% of operations in XIX Neptun Deep Block)

### Dec 10, 2021

### INVESTMENT:

ESGM approved the acquisition of 100% of ExxonMobil E&P

Romania Ltd

SGM approved EUR 325 mln loans to partially finance the transaction

# Jan-Feb 2022

Sept-July-March 2021, Oct-Dec 2020

### **MANAGEMENT:**

Feb 28: Interim BoDs appointed with a 4-month mandate

Jan: Mandate of interim BoDs prolonged by 2 months

Sept-July-Mar 2021, Oct-Dec 2020: Interim BoDs selected or with prolonged mandates



# **ROMGAZ Group: Highlights regarding legislation**

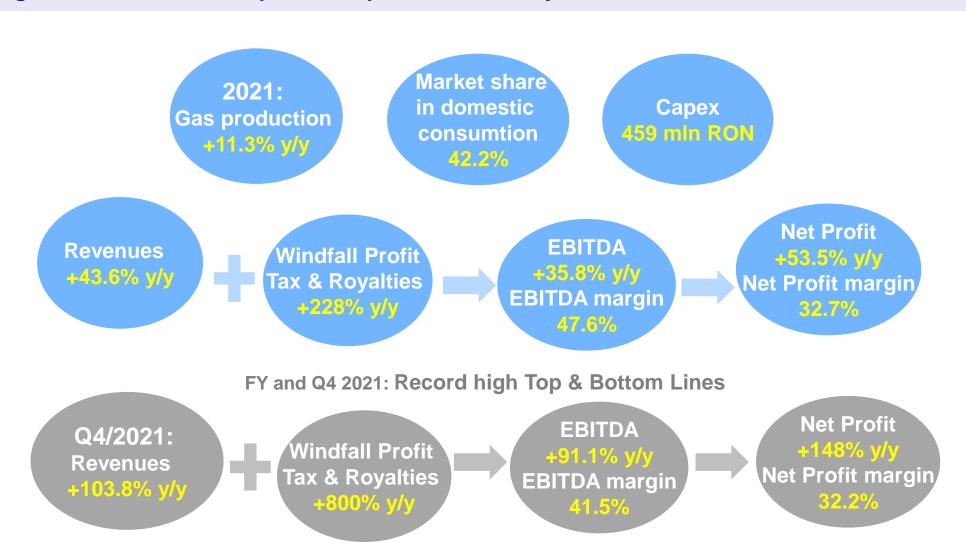
# Fiscal framework which impacted the Group's operations (as of end-Feb 2022)

- Gas market deregulated at the producers level, GRP still in place
   ANRE Orders no 4 / Feb 2022, no 143 and 144 / July 2020, GEO no. 106 / June 2020:
  - Large gas producers are required to offer on centralized markets around 40% of the previous year gas production, with a discount of at least 5% from the average price of the previous 60 days of the standardized products – starting mid-2020 and <u>until end-2022</u> (GRP - the Gas Release Programme)
- Gas & electricity markets regulated until end-2020:
  - Regulated gas prices for the volumes sold by gas producers to HHs and assimilated consumers, capped at RON 68/MWh – during May 2019 and <u>until June 30, 2020</u>;
  - Regulated electricity prices for households: during May 2019 and <u>until Dec 31, 2020</u>;
- Windfall profit tax includes an additional 80% tax on producers' gas additional revenues for the selling price portion exceeding RON 85/ MWh (since April 1, 2018).

# **ROMGAZ Group: Highlights for FY/Q4 2021**



# Significant financial and operational performance last year



# **ROMGAZ:** Group Overview



# Major Producer and Supplier of Natural Gas, Operator of UGS in Romania



# Other activities

- Include wells workover and recompletions and special well operations, and also - technological transport and maintenance
- Support operations at Group level and third-party clients.

# **Gas Exploration, Production & Supply**

- 8 exploration blocks (Romgaz 100% working interest) significant onshore and offshore exploration potential, important discoveries and enhancements made lately
- Top gas producer in Romania (output of 5.0 bcm in 2021, +11% compared to the previous year)
- Significant market share in the total gas supply in Romania.

# **Underground Gas Storage**

- Working capacity: 2.77 bcm at end-December 2021
- Important investments to secure the gas supply
- Market share of 94% in Romania
- Regulated activity

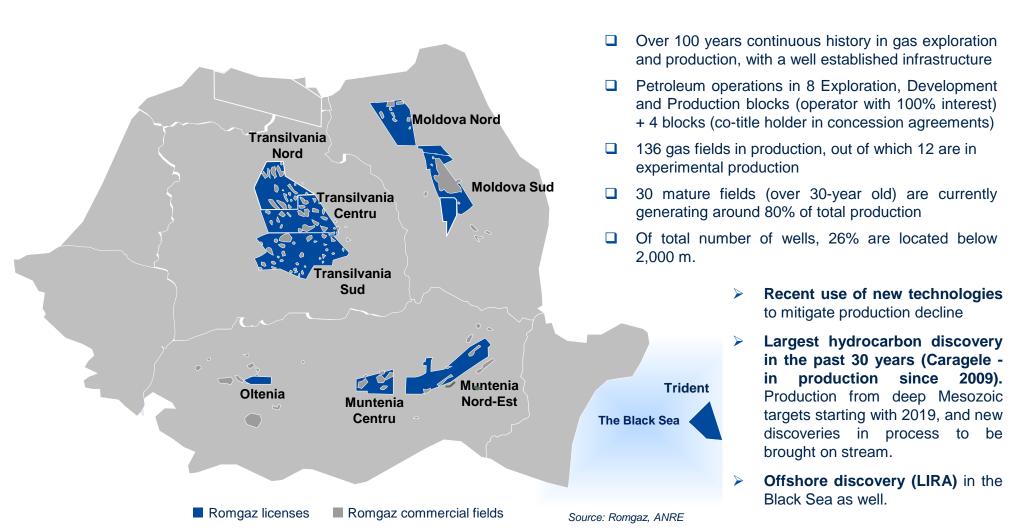
# **Electricity Production**

- New power plant in construction (430 MW)
- Old power plant adjusted operations
- Market share of 1.10% in terms of production in 2021.





# Major Producer and Supplier of Natural Gas in Romania – general picture



# **Group Overview**



# Significant portfolio of reserves and resources – Next independent audit

# Reserves Replacement Ratios (RRR) (%)



# Last External Audit of our Gas Reserves and Contingent Resources¹ (BCM, Dec 31, 2017) RESERVES RESOURCES 11.2 Proved Probable Possible 1C 2C 3C

### □ 2021: RRR of 70%

- □ RRR is influenced by the improvement of the final recovery factor, by promoting probable and possible reserves and by investments in the infrastructure necessary for streaming in experimental production of new exploration discoveries.
- ✓ Recovery factors between 55-85% for most fields (90% in more mature fields)
- ✓ Maintaining and extending our gas reserves and resources represent a strategic priority!
- ✓ Diversification / improvement of the gas resources and reserves is achieved through: New discoveries + Enhancement of the recovery rate of the proved reserves

# Next independent audit

☐ We launched the procedure for selection of an independent auditor of our gas reserves and contingent resources.

External audit prepared by DeGolyer&MacNaughton USA, as of Dec 31, 2017
 1C Contingent Resources include developed proved reserves with exploitation programme after Dec 31, 2042 (which is the expiration date for ongoing concessions)

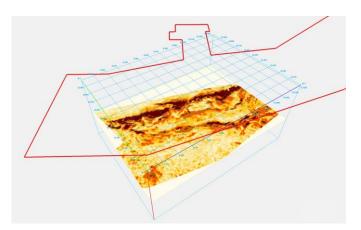
# **Exploration Activities**

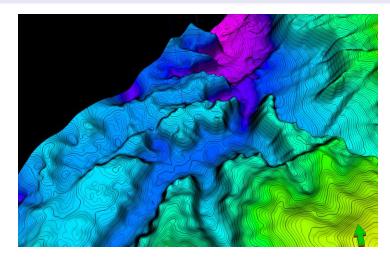


# FY/Q4 2021: Current Development of our natural gas resources

# FY 2021: We continue the efforts to add new resources and reserves to our portfolio:

- 8 exploration wells drilled during 2021
- □ 3 wells successfully tested with gas
- □ 3 exploration wells abandoned from drilling and another one from testing.
- □ Drilling completed for 2 appraisal wells on Boteni accumulation, both wells tested successfully with commercial flow of gas and put in conservation until the start of production
- □ 78 Rosetti well successfully confirmed its appraisal target and continued drilling operations for the exploration objectives, but due to a technical failure, the well was partially abandoned and preparations for sidetrack drilling are being made
- ☐ Drilling operations started for **79 Rosetti well** in September 2021
- □ Commenced 2 projects for the procurement of 3D seismic data in RG07 Muntenia Centru and RG06 Muntenia NE exploration blocks, covering an area of approx.650 km2.





Starting October 2021, Romgaz entered a new exploration phase for the 8 Concession Blocks, as negotiated with ANRM, to extend exploration with a 6-years period (Oct 2021 – Oct 2027).

Romgaz: Oct/2021 - Oct/2027 Minimum Working Commitment as agreed with the National Agency for Mineral Resources (ANRM)				
Seismic activities 3D seismic (km²) 1,000				
	No. of wells	36		
Drilling	Drilling (meters)	92,000		
Total investment value agreed (USD mln) 195				

# **Exploration Activities**



# 2021: Current Development of our natural gas resources

### **ON-SHORE:**

CARAGELE DEEP: Ongoing exploration efforts to unlock the full potential of the project, both in terms of exploration and evaluation of previously discovered resources.

# **Current stage:**

- ☐ "79 Rosetti" well in drilling operations by the end of 2021
- □ "78 Rosetti sidetrack" preparing to resume drilling to secure the appraisal target and test its flow potential
- ☐ 6 wells are in different stages of drilling preparations to further unlock the deep targets potential.

# **OFF-SHORE:**

- TRIDENT BLOCK: 12.2% working interest

  Current stage:
  - ☐ Seismic reprocessing work in progress.
  - On Sept 29, 2021, NAMR granted the exploration extension for Lira discovery resource evaluation-confirmation program for a 5 years period, divided in two stages, one mandatory and one optional, in order to justify development decision.

### Overall:

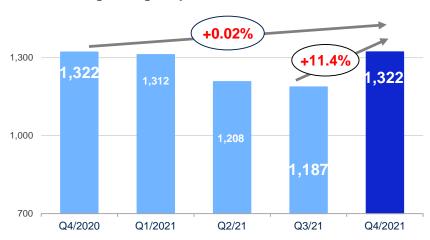
- Concession Agreements in 8 onshore blocks for petroleum operations for 30 years, since Oct 1997
- Plus 1 petroleum agreement for offshore E&P in the Black Sea (with Lukoil).

# **Natural Gas Production**

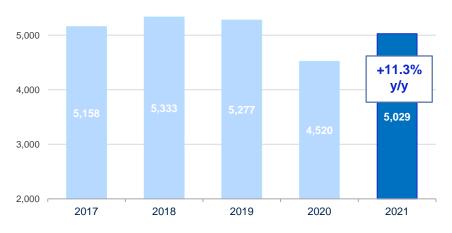


# Q4/FY 2021: Annual and quarterly production recovered

### Romgaz: Higher production level in Q4 (MMCM)



### Romgaz: Annual Production recovered y/y (MMCM)



# 2021: Production improved compared to last year

- ☐ Output significantly up in FY2021: +11.3% vs 2020
- □ Q4 alone: +0.02% vs the same period of 2020, and +11.4% compared to Q3

### Main investments in 2021 included:

- 1 production well completed, 2 wells in drilling or drilling acquisition process
- √ 9 surface facilities finalized, other 28 in different stages
- ✓ Recompletion, reactivation and repairs for 162 wells.

# 2021 production level was influenced by:

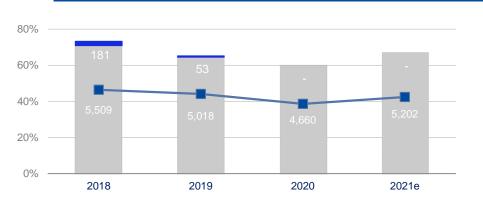
- Implementation of actions to optimize exploitation of natural gas reservoirs (e.g. eliminating the accumulated water, monitoring the operation parameters such as pressure / flows, and minimal invasive technology for repair / intervention operations)
- Completion of investments in the development of production infrastructure and connection of new wells to this infrastructure
- Continuation and extension of rehabilitation projects of the main mature reservoirs (Fititelnic, Delenii, Laslau, Copsa Mica, Nades-Prod-Seleus, Roman, Corunca Sud / Nord, Targu Mures, Bazna, Cetatea de Balta, Margineni and others)
- Execution of workover operations for inactive or low production wells.

# Gas Supply & Sales

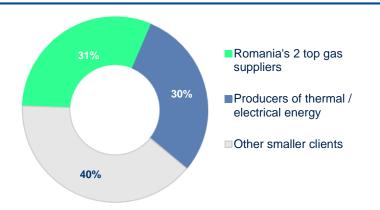


# 2021: Improved market share in domestic consumption

### Romgaz: Market share in domestic consumption (%, MMCM)



Romgaz: Top Clients in our portfolio (quantities of gas sold, 2021)



Portfolio breakdown reflects specific quarterly characteristics of gas demand

### Imports

- Production delivered (incl 100% Schlumberger, deliveries to lernut/Cojocna), technological consumption, resold domestic gas
- Estimated Market share in Romania's gas supplies

Sources: Romgaz estimates

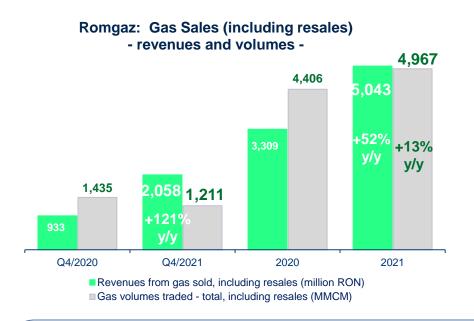
# ☐ For 2021 we estimate a market share of 42.2% roughly

- improved with almost 4% compared to 2020 due to higher gas volumes delivered
- □ We also held a strong market share in deliveries from domestic production of around 55.7% in 2021 (from 47.5% estimated for the previous year).
- > We enjoy a strong portfolio of clients
- ➤ Our gas trading strategy aims to:
- secure an optimal client portfolio
- fulfill the domestic market demand
- improve price flexibility.

# Gas Supply & Sales

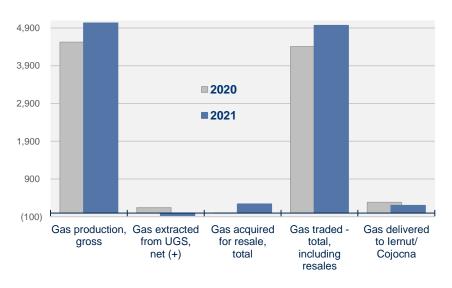


# Q4/FY 2021: Strong gas revenues - at record level in Q4



- Q4: Gas Revenues reached a record high at RON 2,058 million, +121% y/y, on volumes traded -15% compared to Q4/20, based on favorable gas pricing environment
- 2021: Revenues from gas sold (including gas acquired for resale) +52.4%, on total volumes traded +12.7% y/y
- We acquired a higher volume of gas for resale in 2021, of 235 mln m3 (compared to almost 0 in 2020)

# Romgaz: Gas Chain Management (MMCM) to meet seasonality and demand



- Management of gas flow from production to clients is important
- ☐ Gas sales are generally peaking in Q1 and Q4
- Optimisation of our gas value chain is a priority
- ☐ We make continuous efforts to improve the gas sale strategy

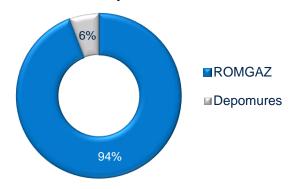




# Romgaz Group: Romania's Largest Operator of UGS (Underground Storage) facilities



# **ROMGAZ Group UGS Market share**



Romgaz Group: Underground Gas Storages at end – Dec 2021 - working capacities (mln cm/cycle) -					
Bilciuresti	1,310	Ghercesti	150		
Sarmasel	900	Balaceanca	50		
Urziceni	360				
Total Working Capacity: 2,770 mln cm					

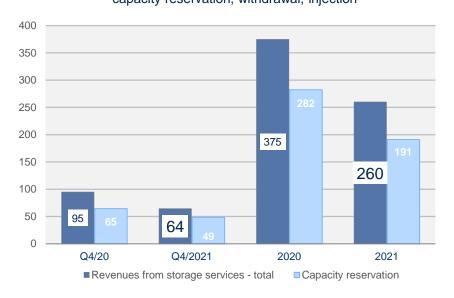
- □ Romgaz Group operates 5 storage facilities, with a total working capacity of 2.77 bcm (total capacity of 3.97 bcm) – Depogaz Subsidiary
- □ Romgaz also owns 40% of Depomureş (0.30 bcm), a JV with Engie
- □ 25% good ratio of working gas volume to annual consumption in 2021 at the upper half chart of European players; also, 96% ratio of stored volumes to the working volume in 2021
- □ Storage activity not regulated any more by ANRE starting with April 1, 2021; royalties of 3% of operating revenues
- □ Investment plans aim to extend the storage capacity and the extraction capacity in order to secure gas supply long-term.

# **Underground Gas Storage**<sup>1</sup>



# Q4/FY 2021: Capacity Reservation provides high contribution

# Romgaz: Revenue from Storage Services (million RON) - capacity reservation, withdrawal, injection -



- FY 2021: Total UGS revenues added RON 260 million to the top line (-31% y/y)
- □ Capacity reservation accounted for 74% of the UGS revenues, and injection and withdrawal 13% each

# Romgaz: Storage tariffs (RON/MWh)



- □ Annual Storage tariffs until end-March 2021 totaled 13.34 RON/MWh
- New Storage tariffs for April 2022 March 2023 increased to 19.42 RON/MWh.

<sup>&</sup>lt;sup>1</sup> Consolidated figures

# **Electricity Production & Trading**



# "GAS to POWER" Investment: Commissioning expected in Q4/2023

# **➤** Main Developments:

Plant commissioning – estimated for Q4/2023

Construction contract - terminated on June 17, 2021

Contract concluded with TUV Romania in Feb/2021 for:

- Technical Report on completion status, that showed: <90% of works are completed, or 80% of the "turnkey project" (65-70% of total overall works, including works outside investment)
- Technical Specifications to acquire the remaining works.

# Investment Overview

- Gross electric power capacity: 430 MW
- o Gross electrical efficiency at nominal load: 56.4%
- Max emissions: NOx 50 mg/Ncm, CO 100 mg/Ncm
- CCGT lernut benefits from a strategic positioning in the middle of the national electricity system
- Main roles: cover national power consumption by acting in the wholesale and balancing markets, ensure ancillary services to the national system, eliminate network constrains in NW Romania
- 25% of total eligible investment costs represent a non-refundable financing from the National Investment Plan
- The plant consists of: 4 gas turbines + 4 recovery boilers for steam production with 3 pressure levels + 2 steam turbines

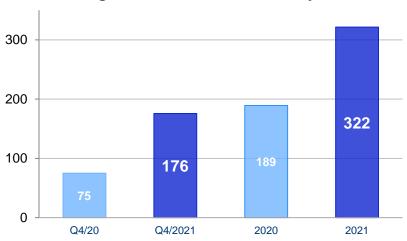


# Electricity Production & Trading<sup>1</sup>



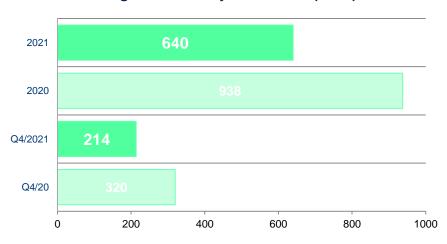
# Q4/FY 2021: Higher revenues in 2021, on lower output of the old plant

Romgaz: Revenues from Electricity (million RON)



- □ 2021: We increased Revenues from Electricity by 70%
- ☐ Q4 alone: Revenues were reported higher by 176% y/y
- □ Evolution in 2021 is mostly linked to the high prices on centralised markets where Romgaz Group is active.

# **Romgaz: Electricity Production (GWh)**



- ☐ FY 2021: Energy production of 640 GWh, -32% y/y
- ☐ Overall lower installed capacity at the old power plant in order to make room for the new plant
- ☐ Only Unit #5 in operation (200MW) at lernut old power plant

**ELECTRICITY SEGMENT CONTRIBUTION in 2021: 5% in Revenue and 6% in EBITDA (consolidated)** 

y/y, to RON 322 million

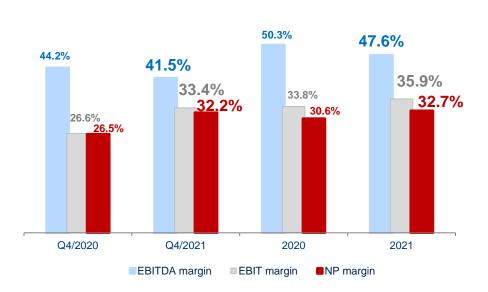
<sup>&</sup>lt;sup>1</sup> Consolidated figures

# Financial Performance<sup>1</sup>



# Q4/FY 2021: All profitability rates were substantial

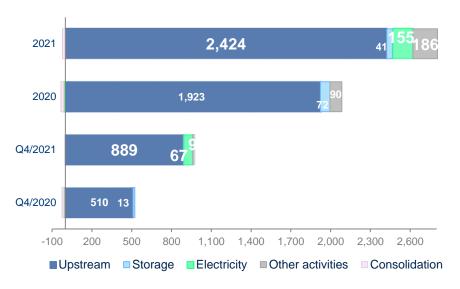
# Romgaz Group: Profitability Rates are significant



# □ Profitability margins were strong both in Q4 alone and in FY2021 as well

□ EBIT and NP margins exceeded the profitability rates reported in the same period of the previous year.

### Romgaz Group: EBITDA by Segments (million RON)



- ☐ The bulk of Revenues and EBITDA is generated by our core segment Gas Upstream (Exploration & Production)
- □ Both in Q4 alone and in FY2021, the Electricity Segment recorded a positive and strong contribution in EBITDA, due to improved market demand and pricing.

<sup>&</sup>lt;sup>1</sup> All figures are consolidated





# Q4/FY 2021: Revenues and NP at record high both in Q4 and in FY

# **Summary 2021 (vs 2020)**

 Revenues - total
 5,853 million RON (≯44%)

 EBITDA
 2,785 million RON (≯36%)

 Net Profit
 1,915 mln RON (≯53%)

 EBITDA margin
 47.6% (↘)

EBITDA margin 47.6% (↘)

NP margin 32.7% (↗)

No of employees (end period) 5,863 (↘)

# Summary Q4/2021 (vs Q4/2020)

Revenues - total 2,356 million RON (₹104%)
EBITDA 977 million RON (₹91%)
Net Profit 759 million RON (₹148%)
EBITDA margin 41.5% (↘)

EBITDA margin 41.5% (↘)

NP margin 32.2% (↗)

- ☐ Significant Revenues in 2021 both quarterly and annually, triggered by sales from our gas production the highest levels achieved at least since our listing on the BVB
- ☐ Main tax expenses were substantially higher by 228% y/y jointly in 2021, split as follows:
  - o windfall profit tax: RON 1,258 mln (2020: RON 415 mln)
  - o gas&UGS royalties: RON 749 mln (2020: RON 197 mln)
- ☐ In 2021, Net Profit rose by 53% y/y, to RON 1,915 mln
- ☐ In Q4 alone, Net Profit advanced strongly by 148% y/y.

Million RON	2018	2019	Q4/20	Q4/21	%ch	2020	2021	%ch
Revenues - of which	5,004	5,080	1,156	2,356	104%	4,075	5,853	44%
Gas production	3,978	4,280	929	2,032	119%	3,293	4,713	43%
Gas acquired for resale	217	101	3	26		16	330	
Storage	298	331	95	64	-32%	375	260	-31%
Electricity	297	146	<i>7</i> 5	176	135%	189	322	70%
Other services	189	185	47	41	-13%	176	166	-5%
Other income	18	33	8	28		25	170	
Cost of commodities sold	(245)	(108)	(5)	(34)	589%	(19)	(282)	1413%
Changes in inventory	(32)	80	(48)	24		(16)	75	
Raw materials	(75)	(76)	(16)	(27)	68%	(58)	(81)	39%
Exploration expense	(247)	(2)	(2)	(0)		(27)	(1)	
Headcount expense	(621)	(670)	(227)	(199)	-12%	(767)	(767)	0%
Other gains and losses	(103)	8	(1)	(3)		(7)	23	
Impairment losses on trade receivables	(20)	(81)	11	323		18	350	
Associate's result share	1	1	1	0		1	0	
Other expenses	(1,409)	(1,552)	(361)	(1,486)	311%	(1,158)	(2,539)	119%
EBITDA	2,240	2,689	511	977	91%	2,051	2,785	36%
EBITDA margin	44.8%	52.9%	44.2%	41.5%		50.3%	47.6%	
D&A	(708)	(1,452)	(204)	(190)	-7%	(672)	(686)	2%
EBIT	1,532	1,237	307	788	156%	1,379	2,099	52%
EBIT margin	30.6%	24.3%	26.6%	33.4%		33.8%	35.9%	
Net Interest income	53	38	12	20	64%	48	58	22%
PROFIT BEFORE TAX	1,585	1,275	320	808	153%	1,427	2,157	51%
Income tax	(219)	(186)	(14)	(49)	259%	(179)	(242)	36%
NET PROFIT	1,366	1,090	306	759	148%	1,248	1,915	53%
Net margin	27.3%	21.4%	26.5%	32.2%		30.6%	32.7%	

2019, 2020 restated; All figures are consolidated

# **Financial Performance**



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# **B&S Structure is strong**

- At end Dec 2021, total cash position amounted to RON 3,998 mln (cash, bank depos and govt's treasury bonds)
- Balance Sheet still debt-free at Dec 31, 2021.

# **Romgaz: Selected Cash Flow Items**

Million RON	2019 restated	2020	2021
Net profit for the period	1,090	1,248	1,915
Operating Cash Flow before Δ WC and Income tax	2,730	2,147	2,476
Movements in working capital	0	114	325
Net Cash flows from operating activities	2,432	2,037	2,568
Net Cash flows from investing activities	(1,027)	(1,477)	1,193
Net Cash flows from financing activities	(1,608)	(507)	(597)
Net change in cash and cash equivalents *	(203)	53	3,163

<sup>\*</sup> This line reflects only the change in "Cash and equivalent" (i.e. bank accounts with maturity lower than 3 months)

2019/2020 restated; All figures are consolidated

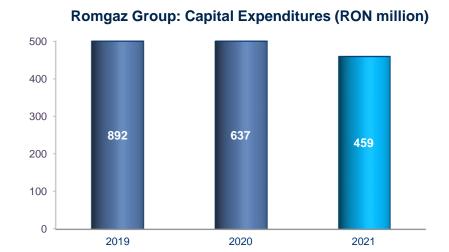
# **Romgaz Group: Selected Balance Sheet Items**

Million RON	Dec 31, 2018 restated	Dec 31, 2019 restated	Dec 31, 2020	Dec 31,2021
Total non-current assets, thereof	6,445	5,822	5,943	5,565
Tangible assets	6,280	5,543	5,613	5,241
Other intangibles	5	9	15	16
Investment in associates	23	25	26	26
Deferred tax asset	127	231	275	270
Other financial assets	10	5	5	6
Right of use assets	-	9	8	7
Total current assets, thereof	2,690	2,431	3,319	5,728
Inventories	246	311	245	305
Trade and other receivables	826	638	593	1,352
Other financial assets - govt securities and bank depos (+3mo maturity)	es <b>881</b>	1,075	1,996	418
Cash and equivalents	567	364	417	3,580
Other assets	169	42	68	68
Current tax receivable	-	-	-	3
Total assets	9,135	8,253	9,261	11,293
Shareholders' Equity				
Share capital	385	385	385	385
Reserves	1,825	1,587	2,252	2,999
Retained earnings	5,458	5,201	5,150	5,597
Total Shareholders' Equity	7,669	7,174	7,787	8,981
Non-current liabilities, thereof	670	511	812	807
Provisions	510	366	539	413
Deferred income	21	21	136	230
Retirement benefit obligation	139	115	129	156
Current liabilities, thereof	796	568	662	1,505
Trade payables and other liabilities	187	110	89	71
Contract liabilities	46	43	81	204
Current tax liabilities	68	64	60	52
Provisions	94	83	156	237
Total liabilities	1,466	1,079	1,474	2,312
Total equity and liabilities	9,135	8,253	9,261	11,293

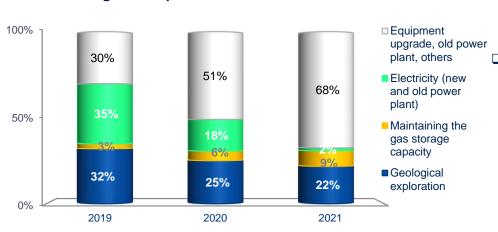
# Investments<sup>1</sup>



# Capex – sanitary / market environment took the toll



### Romgaz Group: Breakdown of Investments



- □ ROMGAZ Group invested RON 459 million in 2021, with the following main achievements:
  - Exploration: we completed 5 exploration wells, and 10 wells are in different stages of drilling
  - o Drilling design: for 24 wells the design/redesign is in progress
  - Production: we finalised 1 exploitation well and 9 surface facilities;
     also:
    - 2 wells in drilling or drilling procurement
    - 30 surface facilities in different stages

Overall, the planned construction of the 30 surface facilities aim to bring into production 36 successfully-tested gas wells)

- Wells recompletion and repairs: for 162 wells works performed inhouse by SIRCOSS
- Partnerships/associations: with Raffles Energy (in Brodina and Bacau blocks), Lukoil (gas resources evaluation programme), and Amromco (drilling and recompletion works)
- Modernisation of storage equipment.

### ☐ Capex represented 34% of the budgeted level, impacted mainly by:

- o delay of payment for Neptun Deep Partnership
- delays in the acquisition process some acquisitions had to be relaunched as offers exceeded the budgeted levels
- o delays in the supply of certain fixed assets
- decision not to enter the second phase drilling Lukoil association (drilling of 2 wells initially planned)
- o delays generated by the COVID 19 pandemic
- o delays in obtaining land plots drilling authorizations
- $\circ\hspace{0.1in}$  postponed execution works for lernut project.

Investments were financed from the company's funds in 2021.

<sup>1</sup> Consolidated figures

# Romgaz Group Strategy 2021-2030



# **Strategic Objectives – Headlines**

1. We continue to develop the portfolio of resources focused on mitigating climate changes effects, centered on resilient hydrocarbons and on operational safety and reliability

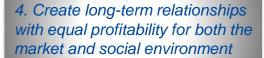
- Minimum 10% reduction of carbon, methane and other gas emissions (10-10-10)
- Annual natural gas output decline below 2.5%
- > EBITDA margin between 25-40%

2. Electricity and energy with low CO2 emissions with large scale use of renewable energy sources, seeking opportunities on the hydrogen market and developing a portfolio of gas clients to complete such low CO2 emission energy

3. Digital transformation of the company and supporting innovations to approach new customer interaction methods, to increase efficiency and to support new development directions

➤ ROACE ≥ 12%

Net zero CO<sub>2</sub> emissions by 2050!







# Develop the gas resources portfolio - focused on climate changes, safety and reliability

Continue to develop the gas resources portfolio

→ focused on mitigating climate changes effects, resilient hydrocarbons, operational safety and reliability

Maximize the recovery factor of hydrocarbon reserves

Increase the onshore and offshore hydrocarbon resources and reserves portfolio

**Currently**: 16 commercial fields secure ~56.4 % of the annual production, structured by 9 projects; multidisciplinary teams; significant production expertise

**TARGETS:** Extend production period for mature gas fields; Reduce emissions and increase efficiency of gas production surface facilities.

- ✓ Technical, economic and mgnt strategies to maximize production and increase recovery factor of gas reserves on profitability basis
- ✓ Rehabilitation projects in mature fields
- ✓ Drill and streamline to production min 21 wells in undrained areas
- ✓ Annual gas production decline below 2.5%.

- ☐ Exploration-development-production activities in gas fields under concession
- □ OFFSHORE gas exploitation in the Black Sea / taking under concession of new gas blocks:
  - Neptun Deep Project acquisition of 50% of rights and obligations in XIX Neptun Deep block in the Black Sea from Exxon
  - Trident Project (12.2 % share of EX-30 Trident block





# Develop the gas resources portfolio - focused on climate changes, safety and reliability

☐ Exploration-development-production activities in gas fields under concession

**Exploration** - currently 3 major projects (with current production and significant potential);

- ➤ Transilvania Project (blocks RG 01,02,03)
- ➤ Moldova Project (blocks RG 04,05)
- Muntenia-Oltenia Project (blocks RG 06,07,08)

# **TARGETS**

- ✓ Over 50% annual RRR
- √ 59 exploration, appraisal and production wells
- Extension of existing capacities and construction of new surface facilities
- ✓ RON 1,900 million investments in exploration

Zonal studies to include re-evaluation of 3D geological models to identify new acumulations

- > RG04 Moldova Nord Project High production potential, outlined in Sarmatian production units
  - · Assess and stream into production discoveries identified in the South area
  - We will drill min 3 appraisal wells and analyze the potential of some possible adjacent accumulations that could be integrated in the development concept of the area
- > RG06 Muntenia NE main projects:
  - Caragele Project Mesozoic (high depth, successful 3D seismic): drill over 20 exploration, appraisal and production wells, develop existing infrastructure and build new surface facilities.
  - Snagov Project: exploration appraisal activity in progress; construct surface infrastructure to stream into production wells that tested positive for hydrocarbons with commercial potential (over 800 thousand m3/day)





# **Sustainable Energy / Commercial Portfolio and Business Diversification**

# **Electricity and Energy with Low CO2 Emissions**

- Production of photovoltaic energy minimum of 180 MW capacities, a 60 MW solar park to be operational by the end of 2023
- Assess the feasibility to construct new gas-fired power plants including use of green energy and hydrogen (possible locations Halânga, Mintia, Constanța) subject to secure financing / access grants
  - Assessment of feasibility and implementation of power plants projects (greenfield or brownfield) by Romgaz or in partnership(s)
- Assessing the feasibility to book capacity in gas-fired power plants, with Romgaz keeping the title on natural gas and on resulting electricity

# **Business Diversification**

- > Green/brown field projects in the distribution sector
- Methanol and olef production units, potentially in partnerships (with opportunity / feasibility studies)
- > Gas to Power projects to exploit marginal/isolated natural gas reservoirs
- ➤ **Hydrogen production** for the use of final customers (assessment and feasibility studies), potentially in partnerships

# Commercial Portfolio Diversification and Market Share Increase

Increase domestic market share by min 3% by 2025 to maximize the added value

- Attract large end-customers in the wholesale market:
- Access retail clients in the supply market
- Develop the trading activity

Regional sale of products: 2 offices in EU neighboring countries, to develop energy trading activity





# Decarbonization Policy / Digital Transformation of the Group / Social Responsibility

# **Decarbonization Policy**

Min 10% reduction of carbon, methane & other gas emissions by 2030 (10-10-10, vs 2020)

- Implement a Nox emissions management system, incl. reducing gas emissions during well testing operations
- Electrically-driven drilling rigs, use of flow-back closed systems at technological well groups
- Reduce flare gas through methane capture systems and methane added value solutions
- 10% reduction of technological gas consumptions
- Modernize equipment and facilities, sustainable gas production
- Energy with low CO2 emissions, seek opportunities on the hydrogen market
- Assess the feasibility to inject CO2 in depleted gas reservoirs to secure future carbon storage services

NetZeRomGAZ in our business - to reach net zero CO2 emissions by 2050

# **Digital transformation of the Group**

Management, control and automation of production infrastructure to optimize equipment operation under safe and reliable conditions, with low environment impact

- SCADA the project will implement a centralized system real time monitoring, control and reporting
- Extended data network capacity and diversified electronic services

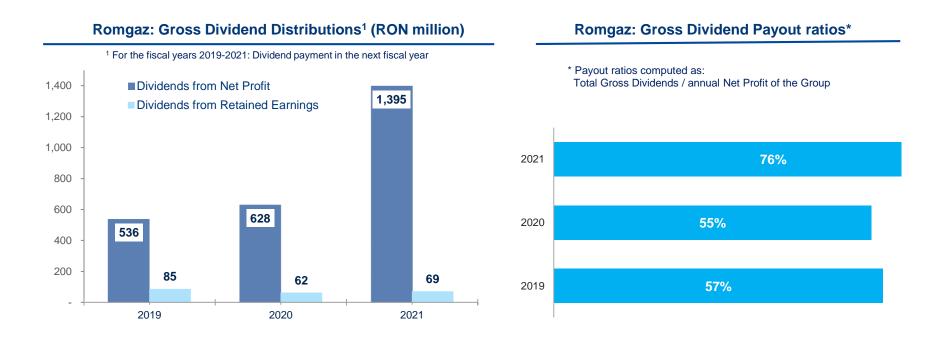
# Social Responsibility Engagement

Win-Win relationships with the market and social environment





# Dividends to be paid in 2022: SGM in April approved a gross dividend of RON 3.80 /share



- ☐ Majority state-owned companies are required to distribute at least **50% of the annual NP** in the form of dividends to recorded shareholders
- ☐ The annual SGM held on April 28 approved a total Gross Dividend of RON 3.80 / share (of which: RON 3.62 from the 2021 NP and RON 0.18 from reserves) registration date is July 6 (ex-date: July 5)

# **Romgaz Group – Investment Case**



# Why to invest in Romgaz shares

➤ Operational excellence / robust margins	EBITDA margin of 48%, EBIT margin of 36% and Net Profit margin of 33% in 2021
➤ Minimum dividend payout ratio required is 50%	Gross Dividend payout ratio of 76% for 2021 (computed as Total Gross Dividends per 2021 Net Profit of the group). Minimum required level is 50%.
➤ Net cash reserves	We recorded total cash&equivalent of RON 4 bn at Dec 31, 2021 Cash <sup>1</sup> / Mktcap = 23% (share price on April 27, 2022)
Among top gas producers in Romania and one of the largest in the region as well	Favorable market share in terms of gas production in Romania Main operator of the Underground Gas Storages in Romania Holder of large gas reserves among European countries
Strong base of gas reserves in Romania	We intend to continue to develop our gas resources portfolio (average RRR of 60% during 2016-2021)
Diversification of investment projects	We will complete a new power plant to strengthen position on the electricity market; also we plan to diversify our investment portfolio in order to increase profitability
➤ Romgaz issued its Strategy for 2021-2030	Romgaz Strategy for 2021-2030 includes a sustainable increase of added value for the company, employees and shareholders
> Strong management team, skilled workforce	Management team has significant expertise in the sector, headcount is strongly committed

<sup>&</sup>lt;sup>1</sup> considering all cash equivalents at Dec 31,2021, consolidated figure

# Romgaz SA Board: Balanced Team of Professionals



# Dan Dragos Dragan BoDs Chairman

Dan Dragos Dragan – re-appointed interim board-member by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022. Expertise of Mr. Dan Dragos includes top positions such as Board member of Romgaz (2020-2022), CEO/Country Manager of Repower Furnizare Romania (2007-2017), Executive and Trading Manager of Petprod (2005-2007), State Secretary within the Ministry of Economy, Energy and Business Environment since 2020.

Also, he holds a Bachelor of Economy Degree issued by A.S.E. Bucharest.

# Marius Aristotel Jude CEO of SNGN Romgaz SA

Marius Aristotel Jude – re-appointed interim board-member by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022.

Expertise of Mr. Marius Aristotel Jude includes the positions of Board member of Romgaz (during 2016-2017 and 2018-2022), Secretary of State for the Ministry of Energy (2015-2017), Board member of Depomures S.A. (2010-2014) and of Amgaz S.A. (2009-2015). He also had various management positions in S.N.G.N. Romgaz S.A. He holds an MBA in Company Management.

# **Gheorghe Silvian Sorici**

# Independent

Chairman of the Audit Committee and of the Nomination and Remuneration Committee

**Gheorghe Silvian Sorici** – re-appointed interim board-member by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022.

Experience of Mr. Gheorghe Silvian Sorici includes different positions such as Board member of Romgaz (2020-2022), CEO of COVTEX-FEIZY (1999-2006), and Manager and ITAD Project Manager of S.C. SOBIS Solutions S.R.L. (since 2006).

Also, he holds a Bachelor Degree in Economy issued by Craiova University.

# Nicolae Bogdan Simescu

Nicolae Bogdan Simescu – re-appointed interim member by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022. His experience includes different positions within S.N.G.N. Romgaz S.A. such as Board member (2020-2022), Head of Rehabilitation projects (2015-2020) and Engineer (2005-2015),. He holds a Master Degree in Company Management and Marketing Strategies and Policies.

### **Balazs Botond**

**Chairman of the Strategy Committee** 

**Balazs Botond** – re-appointed interim board-member by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022.

Mr. Balazs Botond previously held position such as Board member of Romgaz (2019-2022), Head of Legal Department of S.N.G.N. Romgaz S.A.(since 2019), Legal counsellor (2011-2019). He is also Board member of S.C. Meditur S.A. (since 2018) and of S.C. ECO-SAL S.A. (since 2016).

He holds a Master Degree in Private Law Institutions.

# **Cezar Batog**

**Cezar Batog** – was appointed interim boardmember by the SGM held on February 28, 2022, with a 4-months mandate, beginning with March 14, 2022.

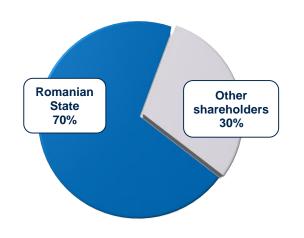
Experience of Mr. Cezar Batog includes different positions such as Executive Director of Foote, Cone & Belding (1994-2001), CEO of Welldone Creative (2001-2003), CEO of Adentity – Public Affairs (2003-2006), Administrator of Publicis Groupe Media GM, Optimedia Romania (since 2006).

He holds a Bachelor of Economy Degree issued by ASE Bucharest.



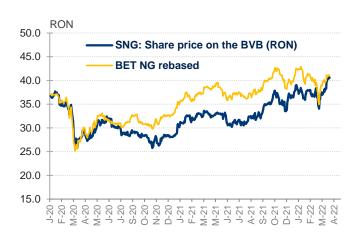


# Romgaz: Among blue-chips on the domestic capital market



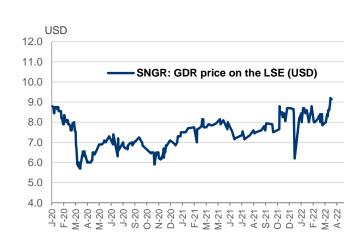
12-Month: Share Price Performance on the BVB					
Period	Min (RON)	Max (RON)			
Q1/21	28.35	33.20			
Q2/21	30.20	33.60			
Q3/21	30.50	35.00			
Q4/21	33.50	39.00			

12M Total Traded Value (Q1/21 – Q4/21): 583 million RON or 0.5 million EUR/day



- □ Shareholding structure: the Romanian State (Ministry of Energy) majority shareholder **70%**, Free Float **30%** (shares traded on the BVB and GDRs traded on the LSE)
- ☐ Romgaz ranks the 3<sup>rd</sup> largest domestic stock traded on the BVB\*) mktcap of EUR 3.4 bn
- ☐ The 6th most traded stock on the BVB \*\*)
- ☐ Included in BVB's main indices (weighing 28% în energy and utilities BET-NG index, and between 8%-11% in BET, BET-XT, BET-TR, ROTX)
- ☐ Included in main global indices with allocation on Romania (such as FTSE, MSCI, S&P, STOXX, Russell Frontier).

Total no of shares: 385.42m



<sup>\*)</sup> BVB Monthly Report (Mar/2022)

<sup>\*\*)</sup> Based on the trading price on April 27, 2022, and on BVB's latest 12M trading statistics

# **ROMGAZ Group: COVID Measures**



# Safety Measures against COVID-19 pandemic to protect employees and business

# We are a Strategic Company – business continuity and employees safety are priority

- "Working Group" established in March 2020, with the purpose to ensure employees' safety and business continuity and development
- Strong measures to ensure production and investments security
- □ Safety measures with possibility to be prolonged / amended / stopped if necessary
- Supporting vaccination of employees
- Efficient sanitary measures still in place
- ☐ Teleworking applied with flexibility within organization in 2020-2021.

# "Together for Romania" since 2020

# Romgaz is involved and actively supports the fight against Covid-19 pandemic with the following main actions:

- ✓ Supports the Red Cross Romania financially and with an information and prevention campaign
- ✓ Financial aid for the Municipal Hospital Medias to equip the Intensive Care Unit
- ✓ Financial aid for the Emergency Clinic Hospital Sibiu to extend and develop the Intensive Therapy and Anesthesia Unit
- ✓ Financial aid for other Emergency Hospitals, such those in Alba, Slatina, Vaslui and Tg Mures
- ✓ Sponsorships amounted to RON 8.4 mln in total in H1 2021, and targeted health, education, social and sport activities – including anti-Covid support.



# THANK YOU FOR YOUR ATTENTION !



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# **Financial Calendar - 2022**

Feb 25: Release of the 2021 Preliminary Financial Results Feb 28: Conference call with financial analysts and investors

April 28: SGM to approve the "2021 BoDs Report" April 29: Release of the "2021 BoDs Report"

May 13: Release of the Q1 2022 Financial Results

May 16: Conference call with financial analysts and investors

Aug 12: Release of the H1/Q2 2022 Financial Results

Aug 16: Conference call with financial analysts and investors

Nov 15: Release of the 9M/Q3 2022 Financial Results

Nov 16: Conference call with financial analysts and investors