# ROMGAZ

H1/Q2 2023
Earnings Presentation

Romgaz Group Overview

https://www.romgaz.ro/en/summary-results-and-presentations-investors

August 11, 2023

Romgaz Group (Romgaz or Romgaz Group or The Company) consists of SNGN Romgaz SA as parent company, Filiala de Înmagazinare Gaze Naturale Depogaz Ploiești SRL (subsidiary owned 100% by Romgaz SA), Depomureș SA (40% owned by Romgaz SA) and Romgaz Black Sea Limited (100% owned by Romgaz).

This document was prepared by SNGN Romgaz SA for the presentation of the H1/Q2 2023 Results (H1 stands for the 1st Semester, Q2 for the 2nd Quarter).

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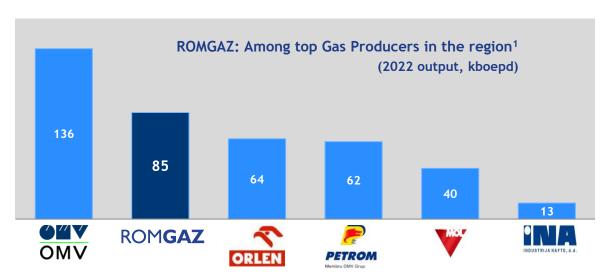
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All figures included in this presentation are rounded ("round to nearest" method).

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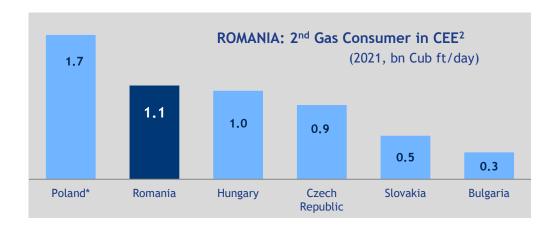


## Romania: Among TOP Gas Consumers & Producers in the Region



#### Sources:

- <sup>1</sup> Companies' reports, Romgaz computation; Petrom: Romania+abroad, OMV excluding Petrom, PGNIG's acquisition by Orlen to boost reported production in 2023.
- 2 CEIC Data;

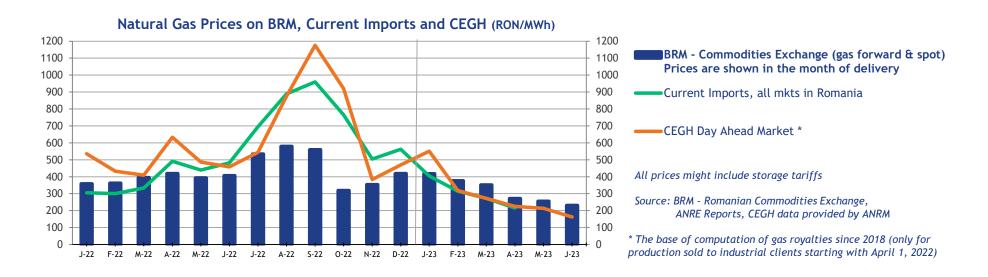


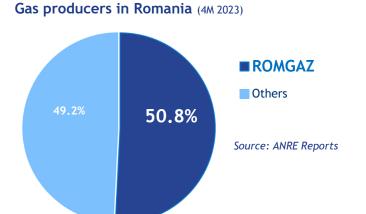
Natural gas - important clean source of energy.

## In the region:

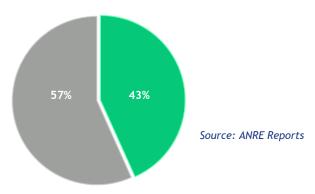
- ⇒ ROMGAZ important gas producer
- ⇒ ROMANIA among top gas consumers in CEE!

## Romania: Prices on the Commodities Exchange 2023/2022, Market Structure



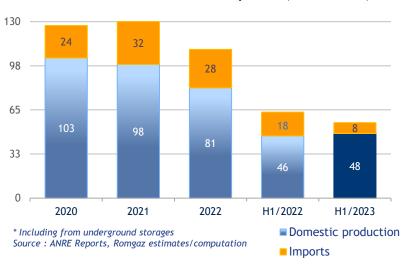






## Romania: Total Gas consumption estimated lower by 12% y/y in H1/2023

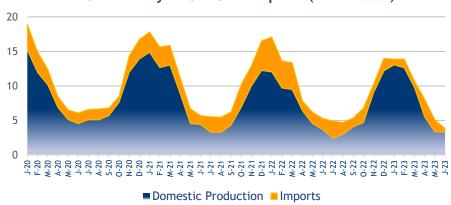
#### Total Natural Gas Consumption\* (million MWh)



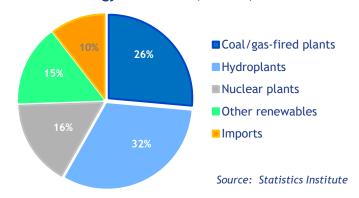
# Energy Resources (million MWh)



## Seasonality of Gas Consumption (million MWh)



#### Mix of Energy Resources (5M 2023)



## **ROMGAZ Group:** Highlights of events

## Selected Events - relevant for our activity

#### March / June 2022

#### FINANCING CONTRACT:

March 30: Romgaz signed a loan agreement with Raiffeisen Bank for EUR 325 million to partially finance the acquisition of 50% of Neptun Deep Project June 28: Parties agreed BCR to join the loan agreement

#### May / August 2022

#### **INVESTMENT - Neptun Deep:**

May 3: Romgaz signed the Share Sale and Purchase Agreement with ExxonMobil Exploration and Production Romania Ltd for the acquisition of 50% of Neptun Deep

August 1: Romgaz completed the transaction

#### February 3, 2023

#### Gas deliveries - SOCAR:

Romgaz and SOCAR Trading signed a new individual contract for gas deliveries from Azerbaijan to Romania, of up to 1 bcm until March 2024; the contract will enter in force on April 1, 2023

#### May 10 / August 1, 2023

#### **INVESTMENT - Iernut plant:**

May 10: SGM approved the Settlement Agreement between Romgaz and Duro Felguera

Aug 1: Romgaz issued the Order to start the works on the investment objective

#### April 3, 2023

#### **INVESTMENT - Iernut plant:**

Romgaz and Duro Felguera signed the Procurement Contract to complete the works and commission the new power plant

#### March 16, 2023

#### **MANAGEMENT:**

The SGM appointed the BoDs with a 4-year mandate

#### May 15, 2023

#### MANAGEMENT:

BoDs appointed the CEO, the Deputy CEO and the CFO for a 4-year mandate

#### May 16, 2023

#### CONTRACT:

Raiffeisen International Bank started providing Issuer Market Making services for Romgaz

#### June 20 / August 3, 2023

#### **INVESTMENT:**

FID on June 21: Romgaz and OMV Petrom approved the Development Plan for the commercial natural gas fields in Neptun Deep block;

Aug 3: NAMR endorsed the Development Plan

## Fiscal framework with impact on Romgaz Group's operations in 2022/2023 - Highlights

• GEO no. 27/2022, GEO no. 119/2022, and Law no. 357/2022 - regarding measures applicable to the energy & gas markets staring with April 1st, 2022, and change of norms in the energy market.

Gas producers - main provisions applicable include:

- REGULATED selling prices: during April-August 2022 150 RON/MWh for the gas sold to suppliers of HHs (households), and 250 RON/MWh for the gas sold to suppliers of/or directly to heat producers for the production of thermal energy for HHs; during Sept 2022 March 2025 150 RON/MWh for both categories (for heat producers to ensure HHs consumption during winters), and maximum 100 RON/MWh for the gas transferred to the Electricity Segment;
- Windfall profit tax: Revenues from the gas sold to HHs and assimilated clients are exempted from the windfall tax;
- Royalties: Royalties owed for the gas produced to be delivered at regulated prices are based on these prices (instead of CEGH prices, as computed for industrial consumers).

Gas suppliers have CAPPED selling price levels for some end-clients: max 0.31 RON/kWh for HHs, and 0.37 RON/kWh for industrials with a previous-year consumption < 50,000 MWh, for power plants and industrial parks.

**Gas storage:** mandatory for suppliers/heat producers to secure the maximum between 30% of consumption of final clients during Nov 2023 - March 2024 and 90% of the underground storages' capacity.

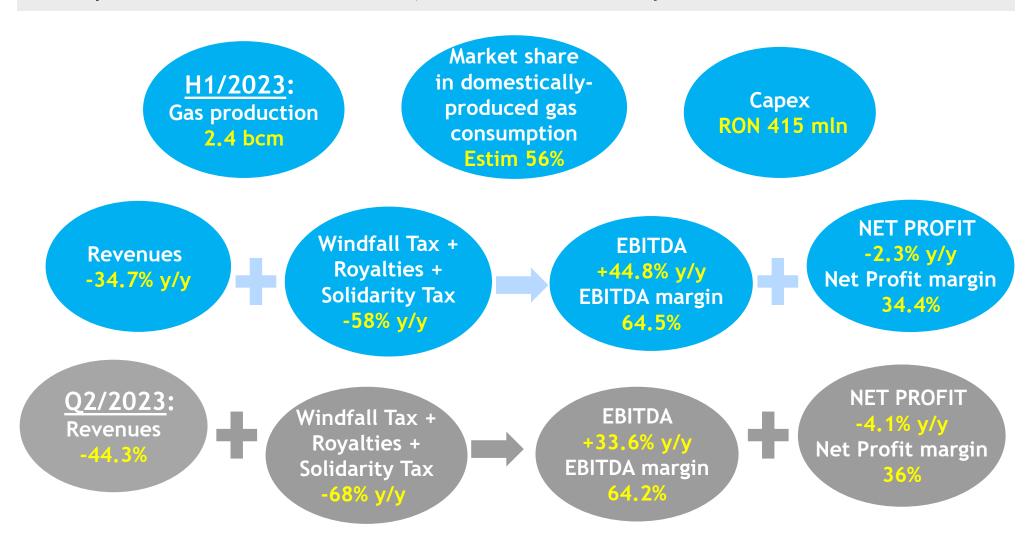
Energy: pricing norms until end-March 2025 + an 80% windfall profit tax until end-Aug 2022.

The Energy Transition Fund: contributors include energy producers (Sept 2022 - March 2025), and energy/gas traders on the engross markets (Sept 2022 - Aug 2023).

- GEO no. 186 / Dec 2022: for the 2022-2023 fiscal years, a Solidarity Contribution of 60% is applied to the portion of the annual Gross Profit that exceeds by 20% the average recorded over 2018-2021.
- Gas producers: the GRP (Gas Release Program) during July 2020 March 2022, and Jan 2023 Dec 2024

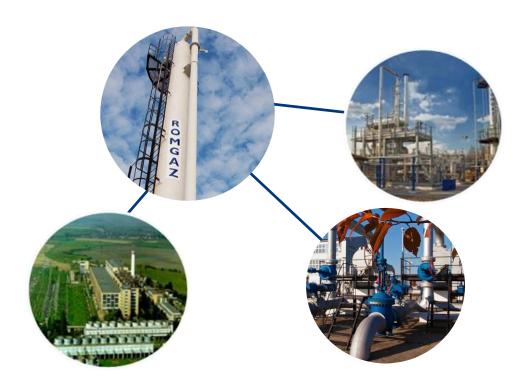
  ANRE Orders no. 143, 144 / July 2020: GRP large gas producers are required to offer c.40% of the previous year gas output on centralized markets, with a 5% min discount from the previous 60-days average price of standardized products.

## Solid Operational and Financial Results, Substantial Profitability Rates



GROSS PROFIT at historical height in H1: RON 3.01 billion

## Top 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 onshore (Romgaz 100% working interest); onshore exploration potential, important discoveries and enhancements made lately;
- Important partnerships offshore;
- Top gas producer in Romania (output of 2.4 bcm in H1/2023);
- Significant market share in the total gas supply in Romania.

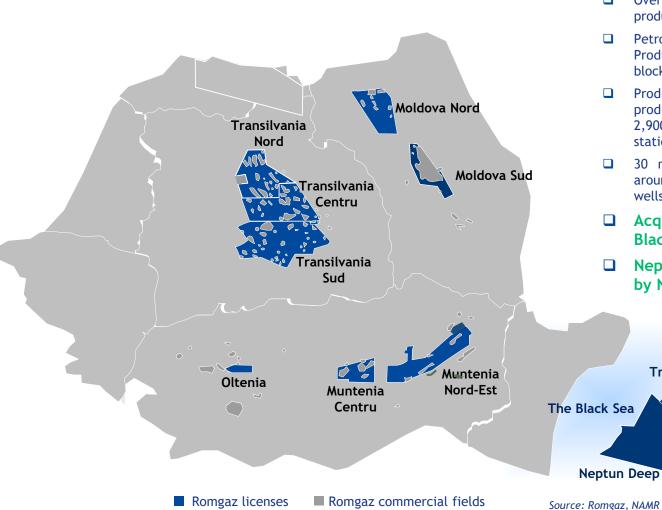
## **Underground Gas Storage**

- Working capacity: 2.77 bcm at end-June 2023;
- 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 1.69% in terms of production in H1/2023.

## Major Producer and Supplier of Natural Gas in Romania - Headlines



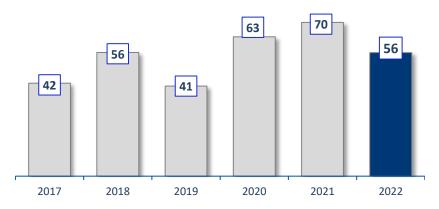
- Over 100 years history in gas exploration and production, with a well-established infrastructure;
- Petroleum operations in 8 Exploration, Development and Production blocks (operator with 100% interest) + 4 blocks (co-title holder);
- Production in 137 gas fields, and experimental production in 13 fields; Around 2,900 production wells, 2,900 technological installations, 16 compressor stations, 64 dehydration stations;
- □ 30 mature fields (over 30-year old) are generating around 80% of total production; 26% of total number of wells are below 2,000 m;
- □ Acquisition of 50% of Neptun Deep in the Black Sea completed on Aug 1<sup>st</sup>, 2022;
  - Neptun Deep's Development Plan endorsed by NAMR on Aug 3, 2023.

Trident

- **Recent use of new technologies** to mitigate production decline;
- Largest hydrocarbon discovery in the past 30 years (Caragele - in production since 2009). Production from deep Mesozoic targets starting with 2019, and new discoveries in process to be brought on stream;
- Offshore discovery (LIRA) in the Black Sea as well.

## RRRs - Strong Portfolio of Resources and Reserves ONSHORE

#### Reserves Replacement Ratios (RRR) (%)



## External Audit of our Gas Reserves and Contingent Resouces - Dec 31, 2021 (bcm)



#### ☐ 2022: RRR of 56% - Onshore

- □ RRR is influenced by the improvement of the final recovery factor, by promoting probable and possible reserves, and by investments in the infrastructure necessary to stream new exploration discoveries in experimental production.
- ✓ Diversification / improvement of the gas resources and reserves is achieved through: New discoveries + Enhancement of the recovery rate of the proved reserves;
- ✓ Maintaining and extending our gas reserves and resources represent a strategic priority!

## The Latest External Independent Audit

- ☐ The external independent audit of our onshore gas reserves and contingent resources for December 31, 2021 was completed at the end of Q2/2022 and reception of final report was on August 3, 2022;
- ☐ The audit shows:

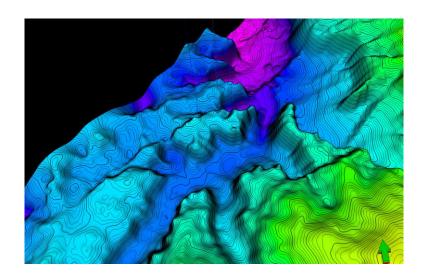
  total Gas Reserves of 65.9 bcm (proved, probable, possible)

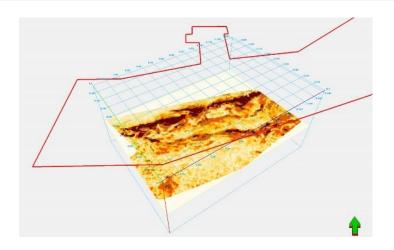
  total Gas Resources of 55.9 bcm (1C, 2C, 3C);
- ☐ The external independent audit was performed by DeGolyer & MacNaughton, USA.

## H1/2023: Main achievements in the development of our Gas Resources Portfolio

In H1/2023, we continued the development of our onshore gas resources and reserves portfolio:

- ☐ We finalised drilling and testing operations for 2 wells one well has confirmed production potential and remains in conservation until infrastructure will be ready;
- ☐ 1 well in execution and 3 wells in the Caragele deep area are in the final stage of awarding drilling execution;
- □ 22 wells are in different stages (design, obtaining authorisations, etc).





Romgaz is currently in a 6-years exploration phase for its 8 Concession Blocks, as negotiated with NAMR (the extended exploration phase will last during Oct/2021 - Oct/2027).

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

## Current Development Stage of our Main Natural Gas Discoveries

#### **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:**

- ☐ "78 Rosetti" sidetrack" in the final stage of contract awarding to resume drilling and secure the appraisal target for further assessment of its flow potential;
- ☐ "76 Rosetti" in the final stage of awarding drilling execution
- □ "54 Damianca" in the final stage of awarding drilling execution
- ☐ 6 more wells 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 finalized;
- □ 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;
- Neptun Deep Perimeter: 50% share through the subsidiary ROMGAZ BLACK SEA LIMITED

## Current stage:

- ☐ Development phase started on Aug 3;
- □ Continuing the exploration works for the assessment of the energy potential of the Black Sea.

## Overall:

- Concession Agreements in 8 onshore blocks for petroleum operations for 30 years, since Oct 1997;
- Plus 2 petroleum agreement for offshore E&P in the Black Sea (Neptun Deep with OMV Petrom and Trident with Lukoil).

## Neptun Deep: Historical project for Romania's energy security and independence

➤ Initiation of the development phase – on Aug 3:

On August 3, the National Agency for Mineral Resources confirmed the Development Plan for the Domino and Pelican South commercial natural gas fields in the Neptun Deep block.

#### > FID - on June 20:

The Development Plan was submitted to NAMR on June 21 by ROMGAZ BLACK SEA LIMITED and OMV Petrom.

- Neptun Deep Project is the most important transaction in the Romanian energy sector in the past 30 years it ensures the country's energy security;
- Romania will become the largest natural gas producer in the EU;
- For ROMGAZ, the transaction represents a historical milestone in the corporate transformation and development. We will extend our natural gas portfolio, increase production, and consolidate our position as top player on the Romanian and other European oil&gas markets.

Recall that on August 1<sup>st</sup>, 2022, ROMGAZ completed the transaction with ExxonMobil for the acquisition and transfer of all shares issued by ExxonMobil Exploration and Production Romania Limited (EMEPRL), representing 50% of the rights and obligations under the Petroleum Agreement for the East Area, Deep Water Zone, of the Black Sea XIX Neptun offshore block.

Shortly after the transaction was concluded, ExxonMobil Exploration and Production Romania Limited became ROMGAZ BLACK SEA LIMITED.

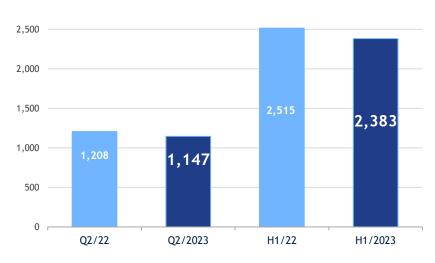
## **Neptun Deep project highlights**

## Neptun Deep is the largest natural gas project in the Romanian area of the Black Sea:

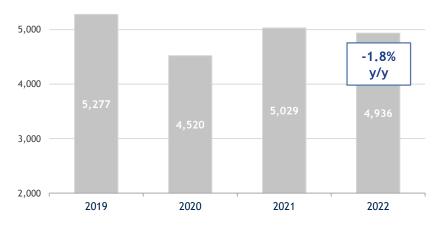
- ➤ Neptun Deep block is 7,500 km² large and is located at approximately 160 km from the shore with water depths ranging between 100 and 1,000 meters;
- > Development of commercial fields consist of an infrastructure composed of 10 wells, 3 subsea production systems and associated flow lines, an offshore platform, the main gas pipelines to Tuzla and a gas metering station;
- > OMV Petrom and Romgaz will invest up to EUR 4 billion for the development phase of the project this will enable ~100 bcm of natural gas to be brought on stream;
- > RON 2.1 billion (approximately USD 454 million) loan agreement was approved by ROMGAZ SGM on July 27, 2023, representing the finances required by RBSL until March 2024;
- First production is planned for 2027; production at the plateau will be approximately 8 bcm annually, for around 10 years.

## H1/2023: Production at the budgeted level of 2.4 bcm

Romgaz: Gas Output in H1/Q2 (million cm)



Romgaz: Annual Production - decline limited (million cm)



## H1/2023: Production roughly in line with the budget

- We achieved a gas output of 2.4 bcm;
- ☐ Compared to the previous year, the gas output recorded a decline of 5.2% in H1;
- ☐ In Q2 alone, production adjusted by 5.1% vs the same period of the last year.

An average annual production decline of 2.5% at the most represents a strategic objective, stated in our Development Strategy!

#### We continued investments in production facilities in H1:

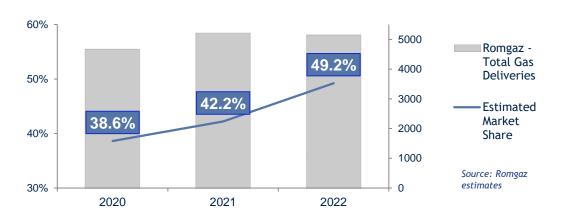
- ☐ 1 production well completed, 1 well in execution, and 5 wells in drilling-works procurement
- □ 5 surface facilities finalized, 14 are in construction, and 21 in different preparation stages;
- ☐ Recompletion, reactivation and capitalizable repairs for 81 wells.

#### Measures to support the gas output include:

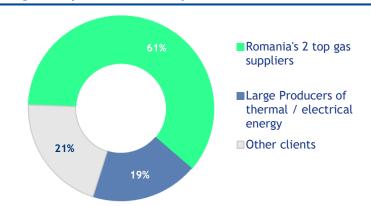
- ✓ New wells streamed into production following exploration programs which brought our gas discoveries into the commercial stage;
- ✓ Production rehabilitation projects in the main mature reservoirs;
- ✓ Workover /recompletion operations to re-activate high-flows wells;
- ✓ Optimisation of wells operation by using modern methods to eliminate accumulated water and monitor parameters, and implementation of minimal invasive technology for repair/intervention operations.

## H1/2023: Strong Market Shares in terms of Gas Deliveries

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



Romgaz: Top Clients in our portfolio (volumes of gas sold, H1/2023)



Portfolio breakdown reflects specific quarterly characteristics of gas demand

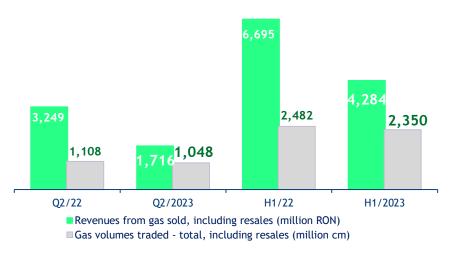
- ☐ For H1/2023, we estimate a market share of almost 48% elevated by over 3.4% compared to the same period of the previous year.
- We continue to hold a substantial market share of almost 56% in consumption covered from domestically-produced gas in H1/2023.
- ➤ Gas trading since 2022 influenced significantly by: GEO no 27/2022.
- ➤ Based on current regulations, gas trading was achieved using 2 channels:

Bilateral Contracts, and

Commodity Exchange (centralized markets, 2022).

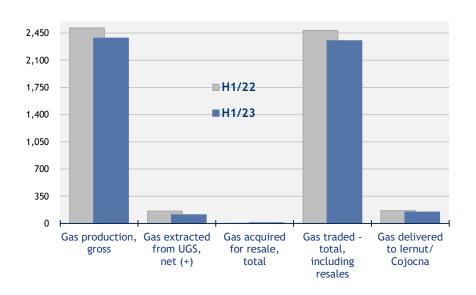
## H1/Q2 2023: Strong Gas Revenues, although impacted by the price environment

Romgaz: Gas Sales (including resales)
- revenues and volumes -



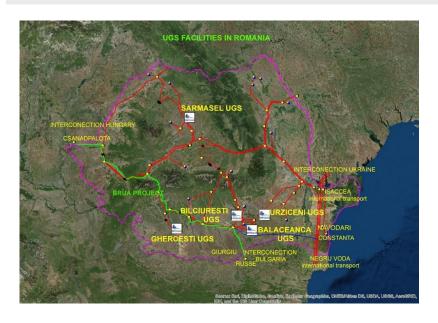
- □ H1/2023: Gas Revenues reached RON 4,284 million, lower by 36% y/y, on volumes declined by 5% y/y as a result of current regulations.
- □ In H1, approx. 91% of gas volumes were sold at regulated and capped prices, in line with GEO no. 27/2022.
- □ In Q2 alone, Revenues -47%, on volumes sold -5% compared to the same period of last year.

Romgaz: Gas Chain Management (million cm)

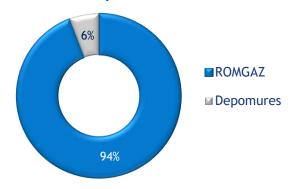


- ☐ Gas sales are generally peaking in Q1 and Q4;
- We make efforts to improve the gas sale strategy and meet legal requirements;
- ☐ Optimisation of our gas value chain is a priority;
- Management of gas flow from production to clients is important.

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



## **ROMGAZ Group UGS Market share**



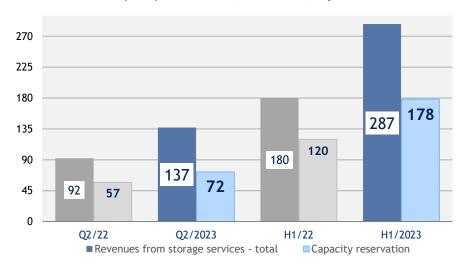
Romgaz Group: Underground Gas Storages at end - June 2023 - working capacities (mln cm/cycle) -						
Bilciuresti	1,310	Ghercesti	150			
Sarmasel	50					
Urziceni 360						
Total Working Capacity: 2,770 mln cm						

- □ 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 Depomures (0.30 bcm), a JV with Engie;
- □ Storage activity not regulated by ANRE starting with April 1, 2021; royalties of 3% of the operating revenues;
- □ Investment plans aim to extend the storage capacity and the extraction capacity in order to secure gas supply long-term.

## H1/Q2 2023: Higher UGS Revenues mostly due to Capacity Reservation

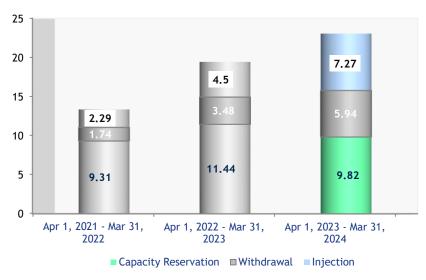
## Romgaz: Revenues from Storage Services (million RON)

- capacity reservation, withdrawal, injection -



- □ H1/2023: UGS revenues reached RON 287 million, higher by 60% compared to the same period of 2022.
- □ Revenues were split: 62% on capacity reservation, 23% injection, and for 15% withdrawal.
- □ In Q2 alone, Revenues were up by 49% y/y, based on higher injection activity y/y.

Romgaz: Storage tariffs (RON/MWh)



□ Storage tariffs for April 2023 - March 2024 set at a total of RON 23.03 per MWh - compared to RON 19.42 per MWh the year before.

STORAGE SEGMENT CONTRIBUTION in H1/2023: 5% in Revenue, and 3% in EBITDA

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

## "GAS to POWER" Investment: Order to start the works issued on August 1st

## **Latest Developments:**

- The procurement contract was signed in April to complete the works and commission the new power plant;
- Shareholders approved on May 10 the Settlement Agreement between Romgaz and Duro Felguera;
- The date of the works-start order is August 1, 2023, and completion period is 16 months afterwards.



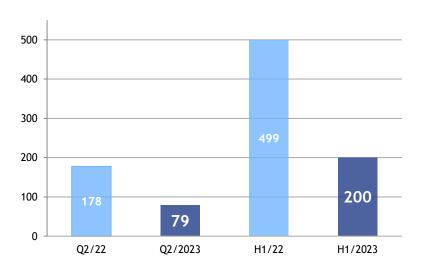
## Investment Overview

- Gross electric power capacity: 430 MW;
- 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.



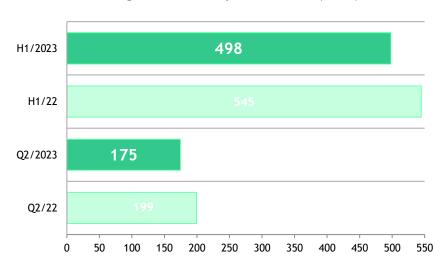
## H1/Q2 2023: Performance impacted by regulated prices

Romgaz: Revenues from Electricity (million RON)



- □ H1/2023: Revenues from Electricity were lower by 60% y/y, to RON 200 million as a result of lower prices.
- ☐ In 2023, almost all the electricity produced is sold at the price of 450 RON/MWh, according to GEO no. 27/2022.

Romgaz: Electricity Production (GWh)

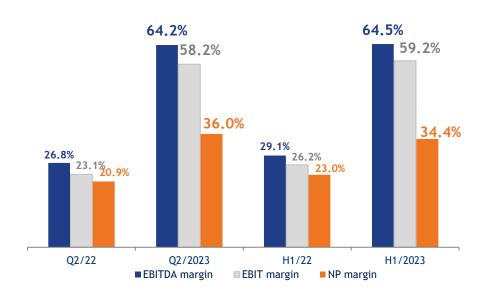


- ☐ H1/2023: We produced 498 GWh of electricity, -9% compared to the previous period of last year.
- ☐ The old power plant is in operation with lower production capacity to make room for the new plant, and as a result of environmental requirements as well; only Unit #5 is in operation (200 MW).

ELECTRICITY SEGMENT CONTRIBUTION in H1/2023: 4% in Revenue

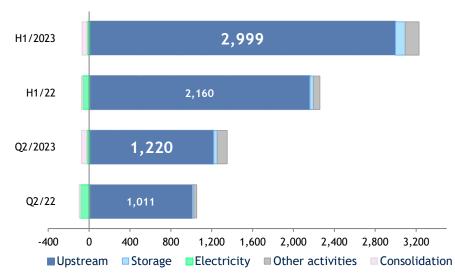
## H1/Q2 2023: Profitability rates are Significant (EBITDA, EBIT rates double y/y)

## Romgaz Group: Profitability Margins



# □ All profitability margins increased strongly both in H1 and in Q2 2023 compared to the last year, based on the favorable effect of lower tax expenses as a result of lower gas prices.

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



- ☐ The bulk of EBITDA is generated by the core segment Gas Upstream which contributed with RON 2,999 million in H1/2023.
- □ Change of segments reporting: Starting H1/22, gas deliveries intra-segments were accounted for at market prices compared to the cost method applied before (segments' results were restated, no impact on global results); Starting September 1<sup>st</sup>, 2022, GEO no. 119/2022 applies (transfer price of 100 RON/MWh).

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

## H1/Q2 2023: Higher EBITDA, Gross Profit record high in H1, Solid Bottom Line and Profitability

## Summary H1/2023 (vs H1/2022)

Revenues - total 4,897 million RON ( $\searrow$ 35%) EBITDA 3,160 million RON ( $\nearrow$ 45%) Net Profit 1,686 million RON ( $\searrow$ 2%) EBITDA margin 64.5% ( $\nearrow$ ) NP margin 34.4% ( $\nearrow$ ) No. of employees (end-period) 5,944 ( $\nearrow$ )

#### Summary Q2/2023 (vs Q2/2022)

Revenues - total 1,988 million RON ( $\searrow$  44%) EBITDA 1,277 million RON ( $\nearrow$ 34%) Net Profit 716 million RON ( $\searrow$ 4%) EBITDA margin 64.2% ( $\nearrow$ ) NP margin 36.0% ( $\nearrow$ )

- ☐ We reported Revenues of RON 4.9 billion in H1/2023, 35% lower y/y, as a result of lower gas prices.
- Main tax expenses decreased by 58% y/y jointly, split as follows:
  - Windfall tax: RON 645 mln (H1/22: RON 3,607 mln);
  - o Royalties: RON 290 mln (H1/22: RON 917 mln);
  - o Solidarity contribution: RON 971 mln.
- ☐ Gross Profit at record height in H1: RON 3.01 billion
- □ Net Profit was robust at RON 1.69 billion, and the net margin was significant at 34.4% in H1/2023.

Million RON	2021	2022	Q2/22	Q2/23	%ch	H1/22	H1/23	%ch
Revenues - of which	5,853	13,360	3,570	1,988	-44.3%	7,496	4,897	-34.7%
Gas Production	4,713	11,292	3,237	1,715	-47.0%	6,679	4,265	-36.1%
Gas acquired for resale	330	15	0	0		4	19	
Storage	260	469	92	137	48.9%	180	287	59.8%
Electricity	322	1,331	178	79	-55.5%	499	200	-59.8%
Other services	166	173	42	41	-2.4%	94	92	-2.1%
Other income	170	80	15	53	245.0%	33	129	295.0%
Cost of commodities sold	(282)	(184)	(23)	(27)	14.4%	(32)	(47)	44.1%
Changes in inventory	75	(2)	31	18	-42.3%	(20)	(44)	115.3%
Raw materials	(81)	(118)	(33)	(27)	-19.8%	(58)	(53)	-9.1%
Exploration expense	(1)	(60)	(31)	(1)		(32)	(1)	
Headcount expense	(767)	(846)	(210)	(241)	14.8%	(368)	(441)	19.7%
Other gains and losses	23	(9)	0	(5)		(2)	2	
Impairment losses on	350	(55)	9	(7)		21	9	
trade receivables		` ,	9	(7)		21	-	
Associate's result share	0	2	0	1		0	2	
Other expenses	(2,539)	(7,613)	(2,359)	(472)	-80.0%	(4,835)	(1,285)	-73.4%
EBITDA	2,785	4,532	956	1,277	33.6%	2,183	3,160	44.8%
EBITDA margin	47.6%	33.9%	26.8%	64.2%		29.1%	64.5%	
D&A	(686)	(550)	(130)	(121)	-7.2%	(219)	(261)	18.9%
EBIT	2,099	3,982	826	1,156	40.0%	1,963	2,899	47.6%
EBIT margin	35.9%	29.8%	23.1%	58.2%		26.2%	<b>59.2</b> %	
Net Interest income	58	177	62	75	20.1%	94	126	33.8%
PROFIT BEFORE TAX	2,157	4,154	888	1,220	37.4%	2,057	3,006	46.1%
Income tax	(242)	(1,608)	(142)	(505)	256.4%	(331)	(1,320)	298.4%
NET PROFIT	1,915	2,547	746	716	-4.1%	1,726	1,686	-2.3%
Net margin	32.7%	19.1%	20.9%	36.0%		23.0%	34.4%	

All figures are consolidated



## H1/2023: Our Balance Sheet continues to be robust

- At end-June 2023, total cash position amounted to RON 3,370 million (cash, bank depos and government's treasury bonds);
- On March 30, 2022, ROMGAZ signed a credit facility agreement in the amount of EUR 325 million in order to partially finance the acquisition of Neptun Deep Project in the Black Sea.

#### Romgaz: Selected Cash Flow Items

Million RON	2021	2022	H1/22	H1/23
Net profit for the period	1,915	2,547	1,726	1,686
Operating Cash Flow before Δ WC and Income tax	2,476	4,650	2,085	2,988
Movements in working capital	325	(782)	274	178
Net Cash flows from operating activities	2,568	3,452	2,175	1,697
Net Cash flows from investing activities	1,193	(5,130)	(1,636)	(1,143)
Net Cash flows from financing activities	(597)	(18)	1,606	(69)
Net change in cash and cash equivalents *	3,163	(1,697)	2,144	486

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

## Romgaz Group: Selected Balance Sheet Items

Million RON	Dec 31, 2021	Dec 31, 2022	June 30, 2023
Total non-current assets, thereof	5,565	10,422	10,696
Tangible assets	5,241	5,039	5,220
Other intangibles	16	5,140	5,139
Investment in associates	26	29	30
Deferred tax asset	270	199	292
Other financial assets	6	6	6
Total current assets, thereof	5,728	3,906	4,996
Inventories	305	284	251
Trade and other receivables	1,352	1,374	1,151
Other financial assets - govt securities and bank depos (+3mo maturity)	418	100	1,000
Cash and equivalents	3,580	1,884	2,370
Other assets	68	265	225
Total assets	11,293	14,328	15,692
Shareholders' Equity			
Share capital	385	385	385
Reserves	2,999	3,579	4,895
Retained earnings	5,597	6,112	5,164
Total Shareholders' Equity	8,981	10,077	10,444
Non-current liabilities, thereof Borrowings	807	<b>1,743</b> 1,126	1, <b>738</b> 968
Provisions	413	211	278
Deferred income	230	230	325
Retirement benefit obligation	156	169	160
Current liabilities, thereof	1,505	2,508	3,510
Trade payables and other liabilities	71	110	167
Contract liabilities	204	263	110
Current tax liabilities	52	1,177	1,141
Provisions Borrowings	237	321 322	152 323
Other liabilities	939	312	1,615
Total liabilities	2,312	4,251	5,248
Total equity and liabilities	11,293	14,328	15,692

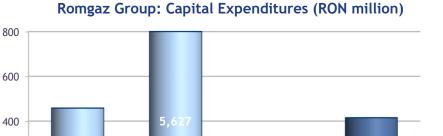
Investments<sup>1</sup>

200

2021

27

## H1/2023: Capex support the Group's Development



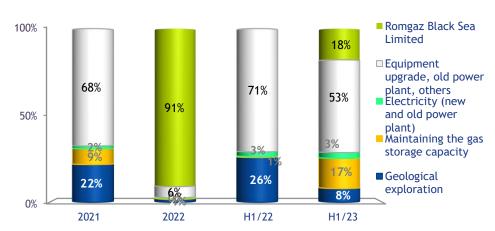
H1/22

415

H1/2023

Romgaz Group: Breakdown of Investments

2022



- ☐ Investments of ROMGAZ Group amounted to RON 415 million in H1/2023, as follows:
  - Exploration: 2 exploration wells completed, 2 wells drilling in progress, 11 wells - in drilling works procurement process, and 24 wells - in different preparatory stages (such as design, obtaining authorisations, etc);
  - Production: 1 production well completed, 1 well drilling in progress, and 5 wells - in drilling works procurement process;
  - 5 surface facilities completed, 14 are in construction, and 21 in various preparation stages;
  - Recompletion, reactivation and capitalizable repairs for 81 wells;
  - Modernisation of storage equipment;
  - o Romgaz Black Sea Limited capex of RON 75 million.
- □ Investments in H1/2023 were financed from the company's funds.
- ☐ Transaction related to Neptun Deep Project was completed in Q3/2022, and the acquisition price was RON 5,119 million.

<sup>1</sup> Consolidated figures

## **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%
- ROACE ≥ 12%

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

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

4. Create long-term relationships with equal profitability for both the market and social environment

## Develop the Gas Resources Portfolio - focused on Climate Changes, Safety and Reliability

Continue to develop the gas
resources portfolio
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 management 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 (completed on August 1, 2022)
  - 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
- 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 / 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, including 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

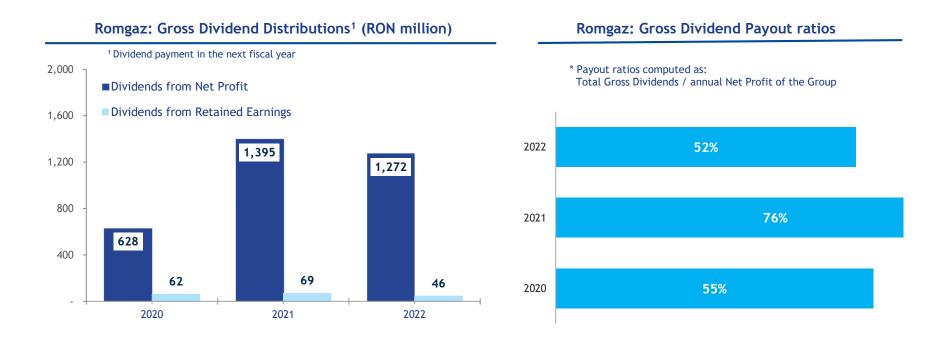
Management, control and automation of production infrastructure to optimize equipment operation under safe and reliable conditions, with low environment impact

- > 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

## SGM in April approved a Gross Dividend of RON 3.42 / share (52% Payout Ratio)



- ☐ The annual SGM, that was held on April 26, approved a total Gross Dividend of RON 3.42 / share (of which: RON 3.30 from the 2022 Net Profit and RON 0.12 from equity reserves); registration date was July 6 (ex-date: July 5);
- ☐ Majority state-owned companies are required to distribute at least **50% of the annual NP** in the form of dividends to recorded shareholders.

## Why to Invest in Romgaz Shares

Operational excellence / robust margins	EBITDA margin of 64.5%, EBIT margin of 59.2% and Net Profit margin of 34.4% in H1 2023		
Minimum dividend payout ratio required is 50%	Gross Dividend payout ratio of 52% for 2022 (computed as Total Gross Dividends per 2022 Net Profit of the group). Minimum required level is 50%.		
➤ Net cash reserves	We recorded total cash&equivalent of RON 3.4 bn at June 30, 2023 Cash <sup>1</sup> / Market capitalisation = 22% (share price on August 10, 2023)		
Top gas producer 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		
<ul> <li>Strong gas reserves portfolio - will improve significantly with the Neptun Deep Project</li> </ul>	We completed the transaction for the acquisition of 50% of the rights and obligations in Neptun Deep block, and recently entered the development stage. The partnership will improve our gas reserves portfolio.		
Diversification of investment projects	We will complete the new power plant to strengthen position on the electricity market; also we plan to diversify our investment portfolio in order to increase profitability		
Sustainable 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 June 30,2023, consolidated figure

#### Dan Dragos Drăgan **BoDs Chairman**

Dan Dragos Dragan - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

Expertise of Mr. Dan Dragos includes positions such as Romgaz Board Chairman (since 2021), Secretary of State within the Ministry of Energy / Ministry of Economy, Energy and Business Environment (since 2020), Energy development counselor of Uzinsider General Contractor SA (2017-2020), General Manager of Repower Furnizare Romania SRL (2007-2017). He holds a University Degree in Economy.

## **Marius Aristotel Jude Executive member**

Marius Aristotel Jude - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023. Expertise of Mr. Marius Aristotel Jude includes positions such as Deputy CEO of Romgaz (since 2022), CEO of Romgaz (2021-2022), Board member of Romgaz (since 2019, 2018-2019, 2016-2017), Secretary of State for the Ministry of Energy (2015-2017), Board member of Depomures SA (2010-2014) and of Amgaz SA (2009-2015). He also held other management positions in Romgaz. He holds an MBA awarded by Conservatoire National Des Arts Et Metiers, Paris, and a University Degree in Law.

## **Gheorghe Silvian Sorici**

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

Gheorghe Silvian Sorici - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

Experience of Mr. Gheorghe Silvian Sorici includes positions such as Board member of Romgaz (2021-2023). Manager / Project Manager of Sobis Solutions SRL (since 2006), Director within Covtex - Feizy SRL (1999-2006), Director / CFO of Covtex SA (1997-1999).

He holds a University Degree in Economy.

## Marius Gabriel Nut Independent

Marius Gabriel Nut - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

His professional experience includes different positions such as Board member of Sala Polivalentă SA and Cluj Innovation Park SA (since 2022), CFO of Sanex SA (since 2018), CFO and Operation Manager of CARRION Expedition SRL (2016-2018),Financial Manager of Emerson SRL (2012-2016), Financial Auditor at Ernst & Young Assurance Services SRL (2008-2012).

He holds an Executive MBA awarded by WU Executive Academy and by University for Economy and Business in Vienna, and a Master Degree in "Audit & Accounting Convergence".

## Elena Lorena Stojan Independent

Elena Lorena Stoian - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

Her professional experience includes positions such as Founding / Lead Attorney of SCA Stoian si Asociatii, and of SCA Stoian Predoiu si Asociatii (since 2016), Lead Attorney with Marian Catalin Predoiu (2013-2015), Attorney / Associate Attorney / Lead Associate Attorney at SCA Deleanu si Asociatii (2000-2013), Lead Insolvency Practitioner at National Union of Insolvency Practitioners (since 2007). She holds a Master Degree in "Business Law in the European Context", and a University Degree in Law.

#### **Botond Balazs**

## Chairman of the Strategy Committee

Balazs Botond - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

Experience of Mr. Balazs Botond includes positions such as Board member of Romgaz (since 2019), Board member of Meditur SA (since 2018) and of Eco-Sal SA (2016-2021), Head of Legal Department of Romgaz (2019) and Legal counsellor of Romgaz (2011-2019). He holds Master Degrees in "Private Law Institutions" and in "Management and Public

Policies", and a University Degree in Law.

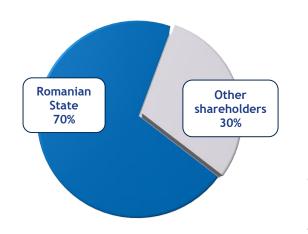
## Răzvan Brasla Independent

Răzvan Brasla - was appointed member of the Romgaz Board of Directors, with a 4-year mandate, starting on March 16, 2023.

professional experience includes positions such as Managing Partner & Senior Project Management of BLOOM Project Management SRL (since 2022), General Manager of BG Capital Invest SRL (since 2019), of MCKINSEY Facility SRL (since 2015) and of Business Development Industry SRL (2008-2018).

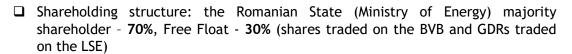
He holds a Master Degree in Economy, and a University Degree in Marketing.

## Romgaz: Among Blue-chips on the Domestic Capital Market



12-Month: Share Price Performance on the BVB				
Period	Min (RON)	Max (RON)		
Q3/22	38.80	50.90		
Q4/22	37.55	41.90		
Q1/23	38.00	42.50		
Q2/23	38.00	44.80		

12M Total Traded Value (Q3/22 - Q2/23): 527 million RON or 0.4 million EUR/day



- ☐ The 2<sup>nd</sup> largest domestic stock traded on the BVB\*) mkt cap of EUR 3.4 bn
- The 4<sup>th</sup> most traded stock on the BVB \*\*)
- ☐ Included in BVB's main indices (weighing 29% în energy and utilities BET-NG index, and between 9%-10% in BET, BET-XT, BET-TR, ROTX)
- ☐ Issuer Market Maker services starting May 2023.

Total no of shares: 385.42mwith





<sup>\*)</sup> BVB Monthly Report (July 2023)

<sup>\*\*)</sup> Based on BVB's latest 6M trading statistics.



## Financial Calendar 2023

Feb 28: Release of the 2022 Preliminary economic-financial results

Mar 01: Conference call with financial analysts and investors

April 26: SGM to approve the "2022 BoDs Report"

April 27: Release of the "2022 BoDs Report"

May 12: Release of the Q1 2023 economic-financial results

May 15: Conference call with financial analysts and investors

Aug 11: Release of the H1/Q2 2023 economic-financial results

Aug 16: Conference call with financial analysts and investors

Nov 15: Release of the 9M/Q3 2023 economic-financial results

Nov 16: Conference call with financial analysts and investors

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