







ROMGAZ H1/Q2 2017 Financial Results

August 2017





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2017E Population (m)



## Romania: Large country, favourable economy development, growth perspectives



### Public debt<sup>2</sup> (% of GDP)



#### 477.1 467.6 **482.9** 2015 2016 ■2017E 185.2 193.0 196.1 0 S 89 87 1 21.7 125.7 125. 87.3 89.5 **89.1** 48.7 50.4 **50.1** 0 4 **0** 52. **52**. Romania Hungary Slovak Poland Czech Croatia Bulgaria

2017E GDP<sup>1</sup> (USD bn)

### 2017E GDP per capita<sup>3</sup> (USD '000)

Republic

Republic

\_\_\_\_



## **Romania: Well-positioned Gas Market**



Gas represents an important clean source of energy

### In the region:

- □ Romania is one of the largest gas producers
- Romgaz ranks among top gas producers





Source: <sup>1</sup> BP Annual Statistical Review of World Energy (2017), Romgaz estimate for Romania;

<sup>2</sup> Romgaz computation based on companies' reports, Petrom: Romania+abroad, OMV excluding Petrom





### Romania: Resilient gas production levels, market caracteristics<sup>\*</sup>



#### Natural Gas Consumption<sup>\*\*</sup> (mln MWh)





100% 1% 9% 5% 5% Coal/gas-fired plants production 18% 16% 17% Hydroplants production Nuclear plants production Other renewables 42% Imports 41% 38% 0% 2014 2015 2016

**Gas Consumption by Sector** 

**Energy resources** 



\* Source: ANRE, Statistics Institute, Romgaz computation/estimates

\*\* ANRE - Annual Monitorisation Reports and Monthly Reports, Romgaz estimates



## **Romania: Gas Producers and Prices, Main Gas Suppliers**



Regulated/free Prices of Producers vs Imports (RON/MWh)

\* Producers' regulated gas prices until end-2014; afterwards - price of gas sold by producers to suppliers of final clients on the competitive market, weighed with volumes (Romgaz computation based on ANRE's Monitorisation Report 2015 and 2016 Monthly Reports)





#### Gas Suppliers on the Eligible Market (10mo 2016)



# **ROMGAZ: Company Overview**



## Largest Producer and Supplier of Natural Gas in Romania



### **Gas Exploration, Production & Supply**

- Over 140 commercial gas fields significant onshore and offshore exploration potential, important discoveries and enhancements made lately
- Among top gas producers in Romania (output of 4.2 bcm in 2016, respectively 2.6 bcm in H1 2017)
- Significant market share in the total gas supply in Romania

### **Underground Gas Storage**

- Working capacity: 2.92 bcm, recently upgraded from 2.77 bcm
- Important investments performed
- Market share of 91% in Romania
- Regulated activity (revenue-cap methodology, RR on RAB)

### **Electricity Production**

- 800 MW nameplate capacity
- Significant investment plans are ongoing
- Market share of 3.1%\* in terms of production in H1 2017

\* ROMGAZ estimates

## **Company Overview**



from

## Largest Producer and Supplier of Natural Gas in Romania



# **Company Overview**



## External audit: Contingent resources +88%, avg annual RRR over 83% !! RRR > 100% in 2016



Annual Reserves Replacement Rates (RRR) (%)



- External audit of our gas reserves/resources, completed by DeGolyer&MacNaughton US in H1 2016, revealed:
- Total Contingent Resources of 50.5 bcm vs 26.8 bcm in 2013 (+88%)
- 3-year average RRR of over 83% exceeding our target
- □ RRR: 104% in 2016
- Average size of proved reserves per average field is of 0.45 bcm, with 15 fields over 1 bcm
- □ Recovery factors between 55% and 85% for most fields (90% in the more mature fields)
- □ Reevaluation driven by investment in well workovers and installation of compressors
- Bringing existing discoveries on-stream
- New discoveries

Source: External audit prepared by DeGolyer&MacNaughton as of Dec 31, 2015 <sup>1</sup> Probable and possible reserves have not been risk adjusted to make them comparable to proved reserves

<sup>2</sup> Application of any risk factor to contingent resources quantities does not equate contingent resources with reserves

### Gas Audited Reserves<sup>1</sup> and Contingent Resources<sup>2</sup> Dec 31, 2015 (bcm, % of total)

# **Exploration Activities**



## Efforts undertaken to unlock the resource potential and secure production



- Petroleum agreements for 9 onshore exploration blocks (about 17,650 km<sup>2</sup> across the Transylvania, Moldova, Oltenia and Muntenia basins), with 100% working interests
- I petroleum agreement for offshore E&P in the Black Sea (with Lukoil and Pan Atlantic)
- □ Major projects in deep reservoirs in:
  - Moldova (Frasin Deep)
  - Muntenia (Caragele Deep)

First exploration programme agreed with the National Agency for Mineral Resources: 1997-2002

Further extentions by 2/5 years afterwards

Our Exploration Programme in the 8 blocks was recently extended by additional 5 years:

- ✓ Investment period: Oct 2016 Oct 2021
- ✓ Total exploration area 16,296 km²
- ✓ Total value of over USD 289 mln (c. RON 1,100 mln)

Romgaz: Oct/2016 – Oct/2021 Exploration Program					
Seismic activities	2D studies (km)	200			
Seisinic activities	3D studies (km <sup>2</sup> )	1,000			
Drilling	No. of wells	43			
	Drilling (meters)	113,000			
Total investment	289				

# **Exploration Activities**



## Efforts undertaken to unlock the resource potential and secure production



### Significant developments

- Largest hydrocarbon discovery in the past 30 years (June 2016): located in NE of the Moesian Platform in Caragele structure – production tests completed at 2 exploration wells confirmed an estimated contingent resource of 25-27 bcm; as part of Romgaz' major exploration projects, the 35 km long Caragele structure has been explored for production units located at depths between 1500-5000 m;
- Large discovery announced in the Black Sea, Trident block (Oct 2015): gas estimated contingent resource can exceed 30 bcm Current stage: discovery new data assessment, geological background reanalysis and future appraisal wells design

Consistent 2017 drilling work program – physical objectives largely met in H1/2017

□ New wells in Caragele – already recorded a positive contribution in our gas output in H1 2017

## **Natural Gas Production**



### Favorable development in H1/Q2 2017, Natural decline arrested to a large extent



Romgaz: Significant production level in 2017 (mln cm)

#### Romgaz: Annual Production Levels (bcm, y/y change)



## □ In H1/2017, we produced 2.56 bcm of natural gas, +16.5% compared to last year and +3.7% versus to the budget

- □ In Q2 alone, gas production rose by 49% vs the same period of 2016
- □ The good performance this year was triggered by the high market demand which allowed an optimal gas chain and inventory management
- □ Favorable production perspective significant hydrocarbon discovery in Caragele structure: the new experimental production wells here have already contributed by 2.8% in total output in H1 2017
- Use Well workovers contributed by 3.7% in total production in H1 2017
- Ongoing production optimization programme for the mature reservoires
- □ Overall in 2016: gas output adjusted downward by 24% y/y as a result of a challenging gas market (unclear regulation for minimum gas stocks, competition from imports, fiscal regulation unfavorable for domestic producers, mild weather, relatively high quantity of own gas stored at the end of the 2015/2016 winter)

#### □ In 2015 we succeeded to stabilise the Natural Production Decline by:

- Installation of gas compression and production enhancement/rehabilitation
- Acquisition of 3D seismic data, dynamic and static reservoir modelling
- Production from new discoveries
- Production enhancement includes activities focused mainly on well workovers and new completion techniques

# Gas Supply & Sales



## H1/2017: strong market share in supply, wide client portfolio as well



### Romgaz: Key third-party Clients (quantities of gas sold, H1/2017)



#### Imports

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

Sources: Romgaz, ANRE

- In the first 6 months of this year, we succeeded to increase our market share in the country's total consumption - to c.43%, according to our estimates
- We rose our gas deliveries in H1 due to improved marker demand

#### We enjoy a strong portfolio of clients

□ Around 53% of Romgaz' gas sales were to the country's large gas suppliers in H1/2017

Portfolio breakdown reflects specific quarterly characteristics of gas demand



# Gas Supply & Sales

## Robust deliveries in H1/Q2 2017, Gas Chain Management to mitigate seasonality and demand



3,000 H1/2016 2,000 H1/2017 1.000 0 Gas extracted Gas acquired Gas Gas sold to Gas delivered from UGS. for resale, total third parties. production. to total lernut/Cojocna gross net (+)

### Romgaz: Gas Chain Management (mln cm)

### **UPSTREAM SEGMENT CONTRIBUTION: 80% in Revenue and EBITDA in H1/2017**

- □ In H1 2017, gas volume sold to third parties (own gas, including JVs) and the related Revenues hiked by 27% and 23% respectively compared to last year
- □ In Q2 alone, compared to the same period of 2016, gas volume sold to third parties increased by 85%, and related Revenues were up 90% based on high gas market demand and producers' full gas price deregulation
- On quarterly basis, gas sales are generally peaking in Q1 and Q4
- Quarterly deliveries to CTE lernut are based on fluctuant energy demand

- □ Efforts are undertaken to optimize the gas value chain
- □ Management of gas flow from production to clients is a priority
- Gas sales are accompanied by storage-related revenues as well as by electricity revenues
- Iernut plant is delivering electricity on all power market segments (including on the balancing market which is usually offering higher prices)

## **Underground Gas Storage**



## **Romania's Largest Operator of UGS facilities**



### **ROMGAZ UGS Market share**



Romgaz: Underground Gas Storages - working capacities (mln cm/cycle) -					
Bilciuresti	1,310	Cetatea de Balta	100		
Sarmasel	950	Ghercesti	150		
Urziceni	360	Balaceanca	50		
Total Working Capacity: 2,920 (starting July/2016)					

- The gas storage facilities: native gas acts as cushion gas in the storage process
- Activity regulated by ANRE using the revenue-cap methodology third 5-year regulatory period started in Apr 2013, royalties of 3% of operating revenues
- Romgaz operates 6 facilities, with total working capacity of 2.92 bcm; it also owns a 41% stake in Depomures (0.30 bcm), a joint venture with Engie (former Gaz de France)
- Performed Investments: we extended the storage capacity of Sarmasel (completed in July/2016) and Urziceni (completed in 2014).

# **Underground Gas Storage**



## Favorable H1/Q2 2017 performance, approved tariffs

### Romgaz: Revenue from Storage Services (mln RON)

- capacity reservation, withdrawal, injection -



# 2.37 2.53 2.37

Romgaz: Regulated storage tariffs (RON/MWh)



Capacity Reservation Withdrawal Injection

### **STORAGE SEGMENT CONTRIBUTION:** 9% in Revenue and 12% in EBITDA in H1/2017

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□ In H1/2017, UGS revenues increased by 8% compared to 2016

- □ In Q2 alone, we succeeded to almost double the UGS revenues (+97% y/y) vs the same period of last year
- Capacity reservation activity provides the bulk of the UGS revenues (around 80% in recent period)
- Separation of the UGS activity into a separate legal entity was postponed to the end of the storage cycle 2017-2018.

# **Electricity Production & Trading**



## Player in the Power Sector as well, Important ongoing investment plans

### **Romgaz: Electricity Production**



- The new electrical power plant (430 MW capacity, minimum 55% efficiency rate) is presently under construction (completion due in 2019); Ministry of Energy approved a non-reimbursable financing of 25% of the total eligible investment from the National Investment Plan
- The existing power plant CTE lernut currently operates at a capacity of 600 MW (split in 4 units of 100/200 MW each)
- In the first 6 months of 2017, CTE lernut produced 1 TWh of electricity, achieving the highest utilization rate - over 50% (considering an operating capacity of 75%) since it was transferred to Romgaz back in 2013
- Good strategic positioning in the middle of the Romanian electricity system
- Main roles are to cover national power consumption by acting in the electricity wholesale and balancing markets, ensure ancillary services to the national system, eliminate possible network constrains in NW Romania



# **Electricity Production & Trading**

## Significant performance in H1/Q2 2017, production capacity previously adjusted



### Romgaz: Revenues from Electricity (mln RON)



### Romgaz: Production of Electricity (GWh)

### ELECTRICITY SEGMENT CONTRIBUTION: 11% in Revenue and 6% in EBITDA in H1/2017

- □ Main developments in H1/2017:
- Revenues advanced by as much as 115% y/y due to favorable market environment
- Also, we hiked electricity production by 96% y/y
- □ In Q2 alone, revenues from electricity increased by 36% vs the same period of 2016, while output more than doubled (+102% y/y)
- □ Recall that in January 2016 we have adjusted downwards by 25% the capacity of CTE lernut

## Investments



## Key role in arresting the production decline, H1/2017 developments



#### Romgaz: Capital Expenditures (RON mln)



**Romgaz: Breakdown of Investments** 

- In H1/2017, capital investments were impacted by extended deadlines for obtaining land plots and delayed authorization for exploration wells, difficult access to wells location, delays in signing the contracts for performing surface technological installations and gas collectors, generated by the repeated rejection of the awarding documentation by SEAP (Electronic Public Procurement System)
- Also in H1, capex was low due to savings registered compared with the estimated values through drilling projects resulting from the organization of drilling procedures procurement procedures
- □ Investments are exclusively financed from the company's own sources

Major investments target projects such as:

- continue geological research works by surveys and drillings for the discovery of new gas reserves
- production development by adding new facilities on existing structures
- □ improve performance of facilities and equipment and increase production safety
- □ increase of UGS capacities, flexibility and security of existing storages
- □ Investment in a new electricity plant

# **Financial Performance**



### H1/2017: Highest semi-annual margins ever recorded !



- In H1 this year, we continue to achieve significant profitability rates, possibly among the best rates reported by listed issuers in Romania: EBITDA of 55.1%, EBIT of 42.8% and Net Profit margin of 36.3%
- Margins in H1 are the highest ever recorded on semi-annual basis by Romgaz !
- All 3 segments (upstream, storage services and electricity production) have reported significant growth rates (of 2 digits) - both in terms of revenues and EBITDA, and both in Q2 and H1
- □ In the case of power production, we also succeeded to capitalise on opportunities in Q1 and record growth rates of over 100% (both of revenues and EBITDA)

#### Romgaz: Breakdown of Revenue (mln RON)



### Romgaz: EBITDA Structure by Segments (mln RON)





## Selected P&L items – Net Profit +41% y/y in H1/2017 and +144% y/y in Q2 alone

RON mln	2013	2014	2015	2016	Q2/16	Q2/17	H1/16	H1/17
Revenues - of which	3,894	4,493	4,053	3,412	486	895	1,850	2,392
Gas Production	2,808	3,553	3,291	2,667	388	735	1,501	1,852
Gas Resales	461	131	19	20	2	3	17	41
Services	394	455	365	373	39	78	202	223
Electricity	207	335	357	336	54	73	123	265
Other income	54	108	80	361	20	15	64	66
Cost of commodities sold	(439)	(176)	(40)	(50)	(17)	(9)	(38)	(46)
Changes in inventory	56	28	138	21	82	22	(18)	(142)
Raw materials	(79)	(66)	(78)	(55)	(12)	(16)	(29)	(32)
Exploration expense	(59)	(43)	(42)	(253)	-	(70)	-	(70)
Headcount expense	(504)	(523)	(512)	(498)	(118)	(147)	(230)	(261)
Other gains and losses	(204)	(275)	(319)	(468)	7	(60)	(131)	(65)
Other expenses	(745)	(1,035)	(1,041)	(882)	(153)	(201)	(445)	(516)
EBITDA	1,960	2,490	2,218	1,570	291	425	1,014	1,317
EBITDA margin	50.3%	55.4%	54.7%	46.0%	59.9%	47.5%	54.8%	55.1%
D&A	(782)	(777)	(794)	(311)	(153)	(66)	(273)	(294)
EBIT	1,177	1,713	1,425	1,259	139	359	741	1,023
EBIT margin	30.2%	38.1%	35.2%	<b>36.9%</b>	28.5%	40.1%	40.1%	42.8%
Net Interest income	123	75	44	22	6	6	14	11
Profit before tax	1,301	1,788	1,469	1,281	145	365	755	1,034
Income tax	(305)	(378)	(275)	(256)	(19)	(57)	(140)	(166)
Net Profit	996	1,410	1,194	1,025	126	307	615	868
Net margin	25.6%	31.4%	<b>29.5%</b>	30.0%	25.9%	34.3%	33.3%	36.3%

- □ In Q2 this year, we reported a Net Profit of RON 307 mln, significantly up by 144% vs the same period of 2016, due to higher gas sales and producers' gas price liberalisation
- ❑ Overall in H1, Net profit grew by 41% compared to last year; also, EBITDA advanced by 30% y/y
- "Exploration Expenses" in Q2 are fully offset by a net income in the D&A line as the impairment of certain exploration projects was recorded previously
- Other expenses" in H1 include the windfall profit tax of RON 207 mln and gas and UGS royalties of RON 142 mln
- Margins are significant showing that efforts undertaken by the company's management to maintain an elevated profitability in a challenging environment were successful

## **Financial Performance**



### Cash position remained robust in H1/2017 as well

#### Romgaz: Cash & equivalent and treasury bonds (RON mln)



Govt securities and bank depos with maturity between 3-12 months

□ At June 31, 2017, overall cash position (cash, bank depos and govt's treasury bonds) remained strong, amounting to RON 4,235 mln jointly.

RON mln	2014	2015	2016	H1/17
Net profit for the period	1,410	1,194	1,025	868
Operating Cash Flow before $\Delta$ WC and Income tax	2,824	2,600	2,321	1,444
Movements in working capital	(10)	(123)	(268)	35
Net Cash flows from operating activities	2,313	2,131	1,744	1,298
Net Cash flows from investing activities	(1,758)	(702)	(1,163)	213
Net Cash flows from financing activities	(988)	(1,215)	(1,041)	(0)
Net change in cash and cash equivalents $^{*}$	(433)	214	(460)	1511

\* This line reflects only the change in cash and cash equivalent (i.e. bank accounts with maturity lower than 3 months)

### Romgaz: Selected Cash Flow Items



## Strong B&S Structure, Debt-free in H1/2017 as well

¥					
RON min	Dec 31, 2013	Dec 31, 2014	Dec 31, 2015	Dec 31, 2016	June 30, 2017
Total non-current assets, thereof	6,246	6,448	6,497	6,258	6,098
Property plant and equipment	5,767	5,963	5,996	5,789	5,654
Other intangible assets	384	407	400	398	373
Trade and other receivables Bank depos	-	-	- 29	-	-
Total current assets, thereof	4,231	4,364	4,188	4,719	5,458
Inventories	464	392	560	576	488
Trade and other receivables	1,087	1,000	601	829	684
Govt securities and bank depos (+3mo maturity)	1,575	2,344	2,147	2,893	2,444
Cash and equivalents	959	526	740	281	1,791
Other assets	146	102	140	142	52
Total assets	10,477	10,812	10,685	10,977	11,556
Shareholders' Equity					
Share capital	1,893	385	385	385	385
Reserves	1,950	2,142	2,582	3,020	3,036
Retained earnings	5,450	7,184	6,725	6,271	5,650
Total Shareholders' Equity	9,293	9,712	9,692	9,676	9,072
Non-current liabilities, thereof	423	<b>431</b>	<b>366</b>	354	341
Provisions	197	202	201	194	200
Current liabilities, thereof	<b>762</b>	669 047	<b>626</b>	<b>947</b>	2,143
Trade and other payables	203	217	187	570	329
Total liabilities	1,184	1,100	992	1,301	2,484
Total equity and liabilities	10,477	10,812	10,685	10,977	11,556

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



# **Dividend distribution**



## **Strong Dividend Payout Ratios**

#### Romgaz: History of Gross Dividend Distribution (RON mln)



#### **Romgaz: Gross Dividend Payout ratios\***



- For 2016, the SGM on Jun 15 this year approved distribution of dividends amounting to RON 1,472 mln (RON 925 mln from the annual NP + RON 547 mln from retained earnings)
- For the fiscal year ending Dec 31, 2016, the gov't has mandated its representatives in majority state-owned companies to distribute as dividends minimum 90% of the annual NP; also, OUG no 29 / 30.03.2017 allows these companies to distribute retained earnings as dividends
- Majority state-owned companies are required by law to distribute minimum 50% of the annual NP to shareholders in the form of dividends; for 2012 and 2013, the obligation was increased to 85%

# **Shareholding Structure and Stock Performance**



## Among blue-chips on the domestic capital market





#### Romgaz: Shareholding Structure



- Current shareholding structure: the Romanian State (Ministry of Energy) majority shareholder with a 70% stake; Free Float - 30% (includes shares traded on the BVB and GDRs traded on the LSE)
- Romgaz ranks the 2<sup>nd</sup> largest domestic stock traded on the BVB with a mktcap of EUR 2.5 bn \*)
- □ The 3<sup>rd</sup> most traded stock on the BVB \*)
- Included in BVB's main indices (weighing 23% în energy and utilities BET-NG index, and between 9%-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

\*) Based on the trading price on Aug 10, 2017, and on BVB's past 6m/12m trading statistics

# **Main Strategic Goals**



### **Strong Commitment for Business Development**

#### Enhanced recovery and development of already discovered resources

- · Extend the life of and the amounts recoverable from existing fields
- Appraisal of substantial contingent resource base and subsequent conversion into reserves
- · Continue cooperation with Schlumberger and other partners

#### Discovery of new resources in established geological plays

- Further exploration program (existing and new licenses)
- Acquire additional blocks for exploration and development of conventional onshore gas resources

Increase the gas resources and reserves portfolio through the discovery of new resources and the improvement of the recovery rate

#### **Frontier Reservoirs**

- · Further development of on-shore sub-salt reservoirs
- Exploration of unconventional potential in Romania
- Increasing focus on deep water reservoirs (Black Sea)

Potential international opportunities

Optimizing the Company's Policies and Procedures (monitoring and reporting) Risk and Controls Management IT systems

Increase the efficiency of the gas storage facilities in order to Enhance Gas Trading Capabilities Seeking new and diversified growth opportunities

Increasing the company's performance

Optimization, development and diversification of the UGS activity

# **Main Strategic Goals**



## Management Agenda 2017





## Why to invest in Romgaz shares

> Operational excellence / robust margins	EBITDA and EBITDAX margins of 55% and 58% respectively in H1/2017 EBIT margin of almost 43%, Net margin at over 36% as well
High dividend payout ratios to please investors	Gross Dividend payout ratio of 144% for 2016 (computed as Total Gross Dividends per 2016 Net Profit; Source of dividends: net profit and retained earnings)
<ul> <li>Strong cash reserves</li> <li>Debt free B&amp;S</li> </ul>	We are able to finance by ourselves the investment program Cash <sup>1</sup> / Mktcap = 38% (share price at Aug 10, 2017)
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 Holder of large gas reserves among European countries
Strong base of gas reserves in Romania	Based on our investment policy, we intend to maintain the reserves level and the high RRR (RRR: 104% in 2016, avg 83% during 2013-2015)
Expected opening of the export gas markets	Export markets will enlarge our client portfolio, with positive outcome on revenues
> Important investment plans in Romania	Capex are focused on exploration; also - we intend to build a stronger position on the electricity market and to increase efficiency of the UGS
Prudent investment policy for projects abroad	Minority participations aimed to minimize the operational risk and to avoid the waste of our cash reserves
Strong management team, skilled workforce	Management team has significant expertise in the sector, headcount is strongly committed

## The Board: Balanced Team of Professionals



Nominalization & Remuneration Committee	$\rightarrow$	→ Board of Directors ←				
Strategy Committee       Gheorghe Gabriel Gheorghe – Chairman Non-executive Member         Selected Experience:       -         General State Secretary - the Government of Romania (presently)         Board Member in the National Fund for Guaranteeing Credits for SMEs (2013-2016), Head of Anti-fraud and Anticorruption Division of the Economy Ministry (2013)         Chairman of the Supervisory Board of Transelectrica (2012-2013), top positions in Ministry of Public Finances						
Bogdan Stan Non-executive Member	Alexandru Chirila Non-executive Member	Virgil Marius Metea Executive Member	Petrus Antonius Maria Jansen INDEPENDENT Member	Florin Danut Buzatu INDEPENDENT Member	Sorana Rodica Baciu∗ INDEPENDENT Member	
<ul> <li>Selected Experience:</li> <li>Chairman of ANAF - National Authority for Fiscal Administration (until July 2017)</li> <li>Deputy GM of CNAS - National Health Insurance House (2014-2017)</li> </ul>	<ul> <li>Selected Experience:</li> <li>Director of PM's Cabinet – the Government of Romania (presently)</li> <li>Timis County's Council (2015- 2017), Timisoara Municipality (2012- 2015)</li> <li>GM / Chairman of the Board of Timisoara Airport (2009-2010), other top positions as well</li> </ul>	<ul> <li>Experience:</li> <li>31 years expertise in the gas industry, of which 25 years in top management roles in Romgaz, EON Moldova Distributie, EON Gaz Distributie, EON Gaz Romania, Distrigaz Nord</li> <li>MBA ASE Bucharest CNAM Paris</li> <li>PhD in Mechanical Engineering</li> </ul>	<ul> <li>Selected Experience:</li> <li>GM, board room consultant</li> <li>London School of Business and Finance, Lecturer (since 2012)</li> <li>Cohn &amp; Jansen JWT, Partner (since 2002)</li> <li>Boston Consulting Group in Romania (2006-2008)</li> <li>MBA - NIMBAS, Utrecht, University of Bradford UK</li> </ul>	<ul> <li>Selected Experience:</li> <li>Board Member of SAI Muntenia Invest</li> <li>Counsellor/ Expert, Deputy Director, Fund Manager and Director of Strategy, Analysis and Net Assets Direction of SAI Muntenia Invest</li> </ul>	<ul> <li>Selected Experience:</li> <li>Ministry Secretary of State within the Ministry of Economy (2016)</li> <li>ACGENIO, Partner (since 2014)</li> <li>OMV Petrom, Strategy and IR Manager (2007-2014)</li> <li>Porsche Group, CFO (2007), Porsche Bank, VP / DGM (2004-2007)</li> <li>MA, McGill University</li> </ul>	

## **Main Events**



### Selected Recent Events – relevant for our activity

#### October 12, 2015

Roman compressor station is installed, providing access to 0.5 bcm of natural gas. The completion of this project compensates the drop of reservoir energy due to depletion of production units.

#### July 20, 2016

The new compression and dehydration facility on Sarmasel gas storage is installed, increasing its storage capacity to 0.95 bcm of natural gas, from 0.80 bcm before.

#### October 7, 2016

Gov't approved the company's new exploration programme (2016-2021) for 8 blocks, as agreed with the National Agency for Mineral Resources

#### October 14, 2015

The drilling of the exploratory well Lira 1X in the Black Sea was completed, leading to the discovery of an important gas field of up to 30 bcm of natural gas.

#### January 28, 2016

The Board of Administration approved the company's new Code of Corporate Governance – prepared in compliance with the new Code of Corporate Governance of the Bucharest Stock Exchange.

#### June 30, 2016

A hydrocarbon discovery is announced (in NE part of the Moesian Platform in Caragele structure). The contingent resource is estimated to range between 25 – 27 bcm.

#### June 28, 2016

Gov't amended the calendar for the ongoing gas production price deregulation process for households and thermal plants for the gas used to heat households, by leaving the gas price unchanged at July 1, 2016 at RON 60 / MWh.

#### April 1, 2017

Gas selling prices of domestic producers became fully deregulated in Romania, while suppliers' final prices for households are still capped in 2017.

#### June 7, 2017

Mandate of Romgaz CEO Virgil Marius Metea is extended by another 4-year period.



# THANK YOU FOR YOUR ATTENTION !





## **ROMGAZ Investor Relations**

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## Financial Calendar 2017\*

May 11: Release of the Q1 2017 Financial Results May 12: Confcall to discuss the Q1 2017 results Aug 11: Release of the H1/Q2 2017 Financial Results Conference call with analysts/investors Nov 14: Release of the 9M/Q3 2017 Financial Results \* details regarding confcalls with financial analysts / investors are announced timely