



# ROMGAZ

## Q4/FY 2020 Preliminary Results

- February 2021 -



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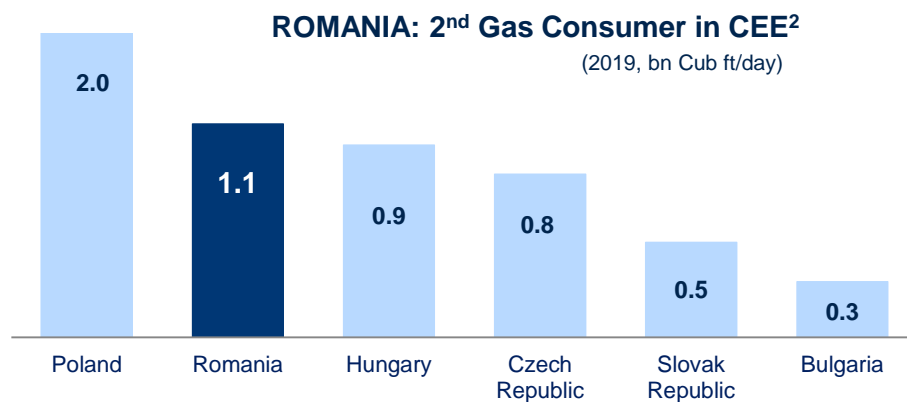
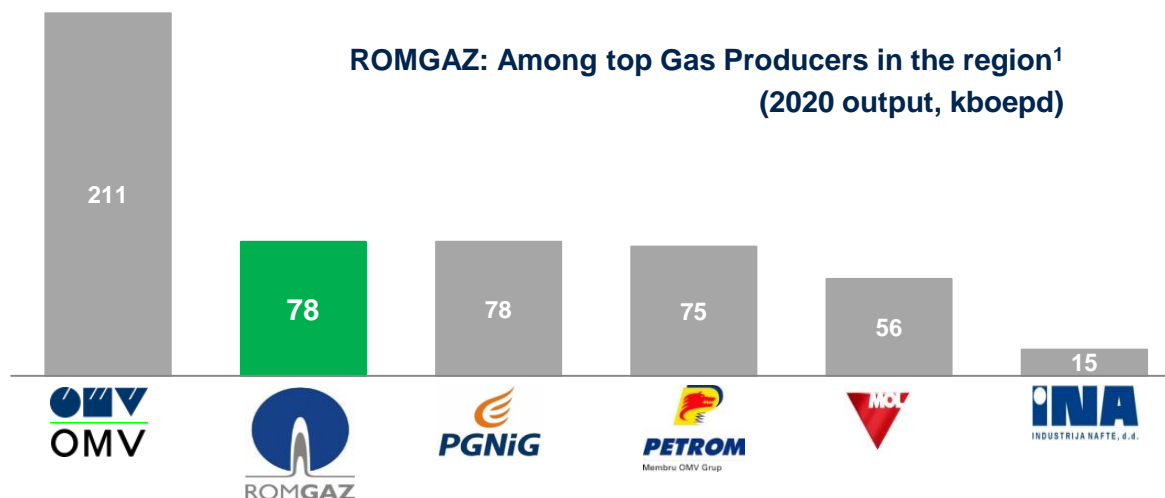
All figures included in this presentation are rounded ("round to nearest" method).

# Contents

	page #
Gas market overview	4
ROMGAZ: Highlights	7
Main events / Fiscal framework applicable / Group developments in Q4 / FY 2020 / Safety Measures against COVID-19 pandemic	
ROMGAZ: Group Overview	11
Main Activities	14
Financial Performance	23
Investments	26
Main Strategic Objectives / The Development and Investment Strategy for 2020-2025	27
Dividend Distribution	30
Romgaz – Investment Case	31
The Board	32
Shareholder Structure and Stock Performance	33

# Gas market overview

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



Natural gas - important clean source of energy.

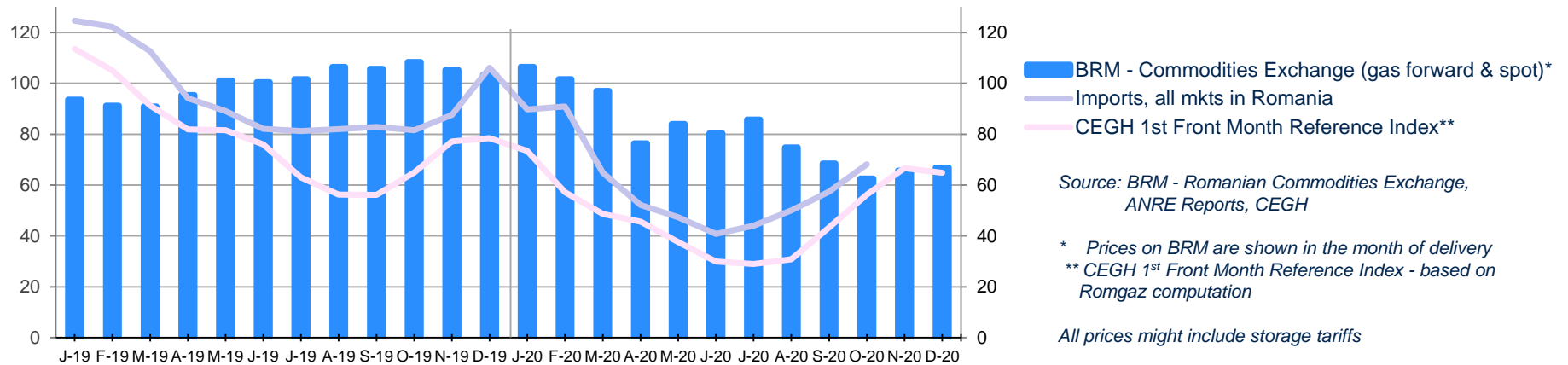
In the region:

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

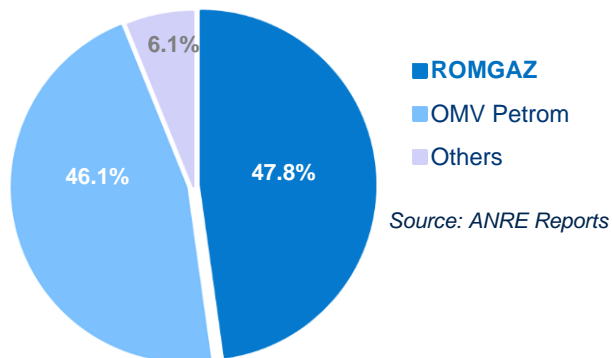
# Gas market overview

## Romania: Prices on the Commodities Exchange 2020/2019, Market structure

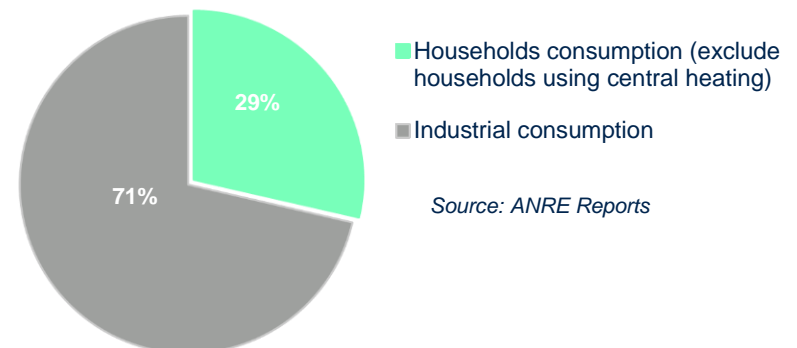
Natural Gas Prices on BRM, Imports and CEGH (RON/MWh)



Gas producers in Romania (10M/2020)



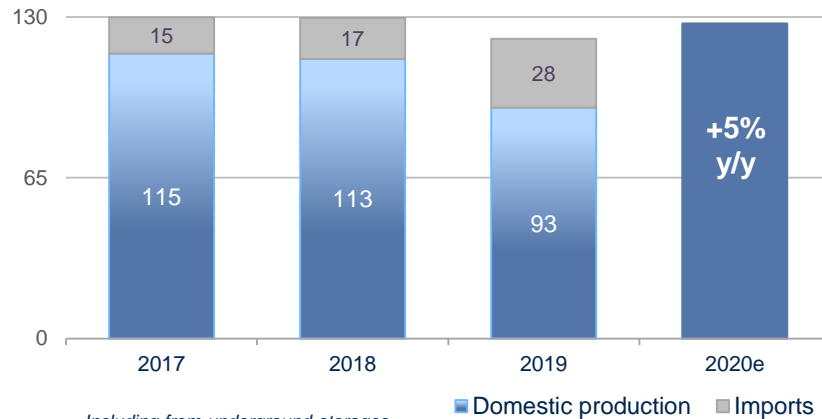
Final Consumption in Romania (10M/2020)



# Gas market overview

## Romania: Total Gas consumption estimated slightly up y/y in 2020

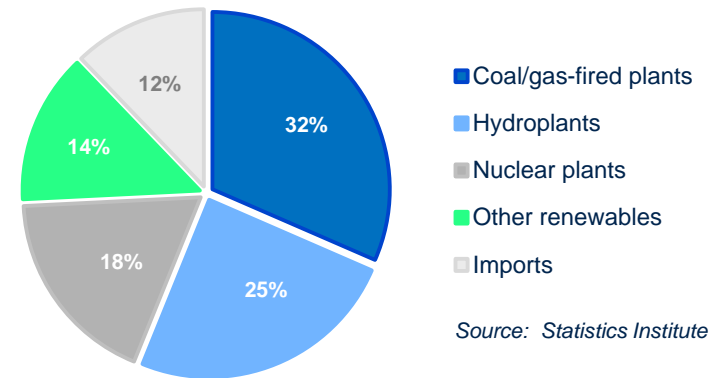
Total Natural Gas Consumption\* (mln MWh)



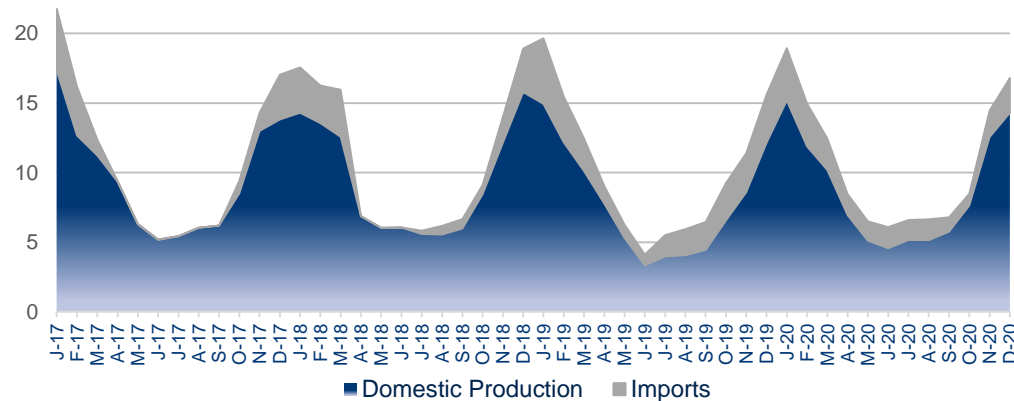
Including from underground storages

\* ANRE Reports, Romgaz estimation for 2020

Mix of Energy Resources (11M/2020)



Seasonality of Gas Consumption (mln MWh)

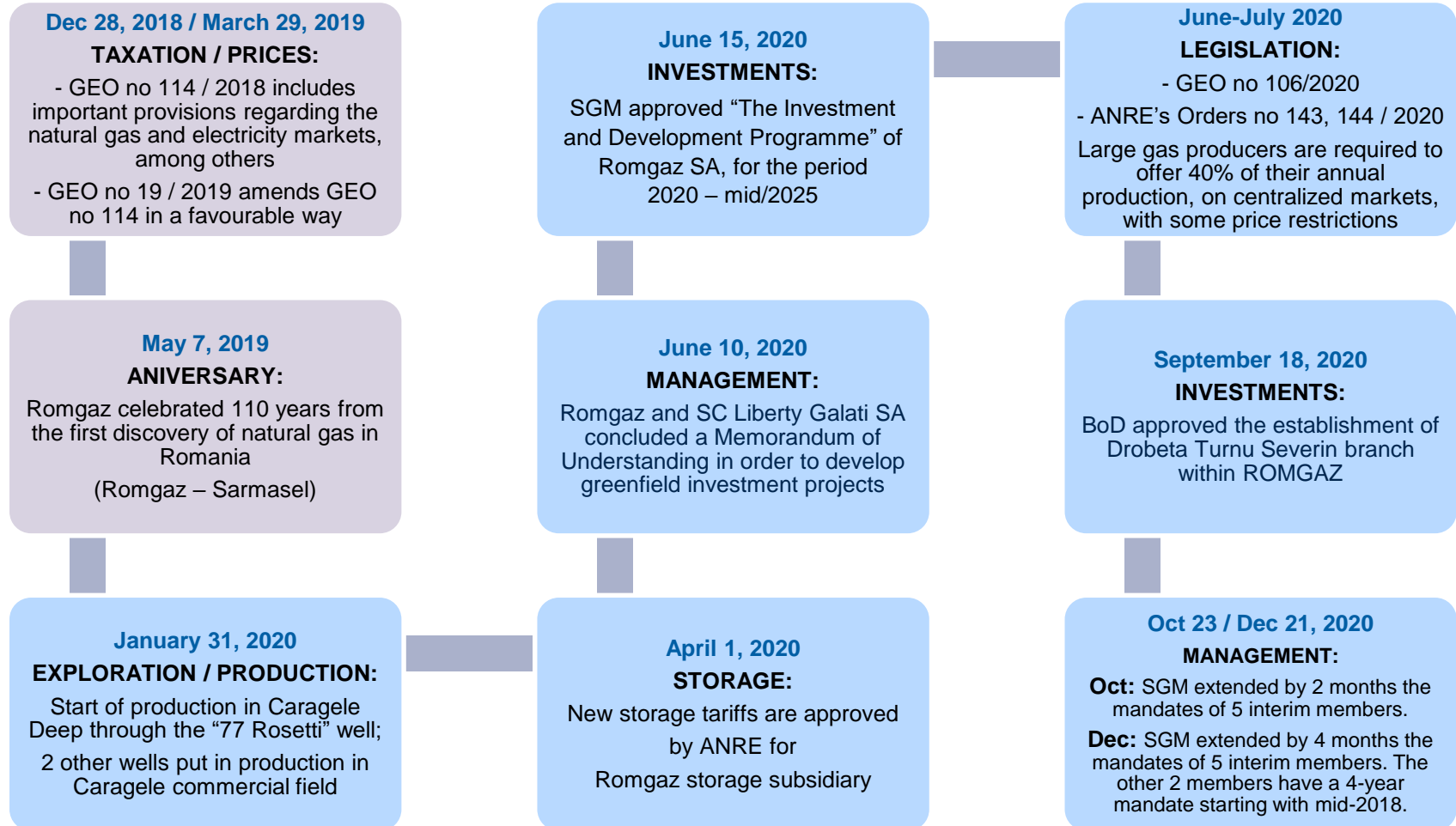


Source: ANRE Reports, Romgaz estimate for Nov/Dec 2020;



# ROMGAZ Group: Highlights of events

## Selected Events – relevant for our activity



# ROMGAZ Group: Highlights regarding legislation

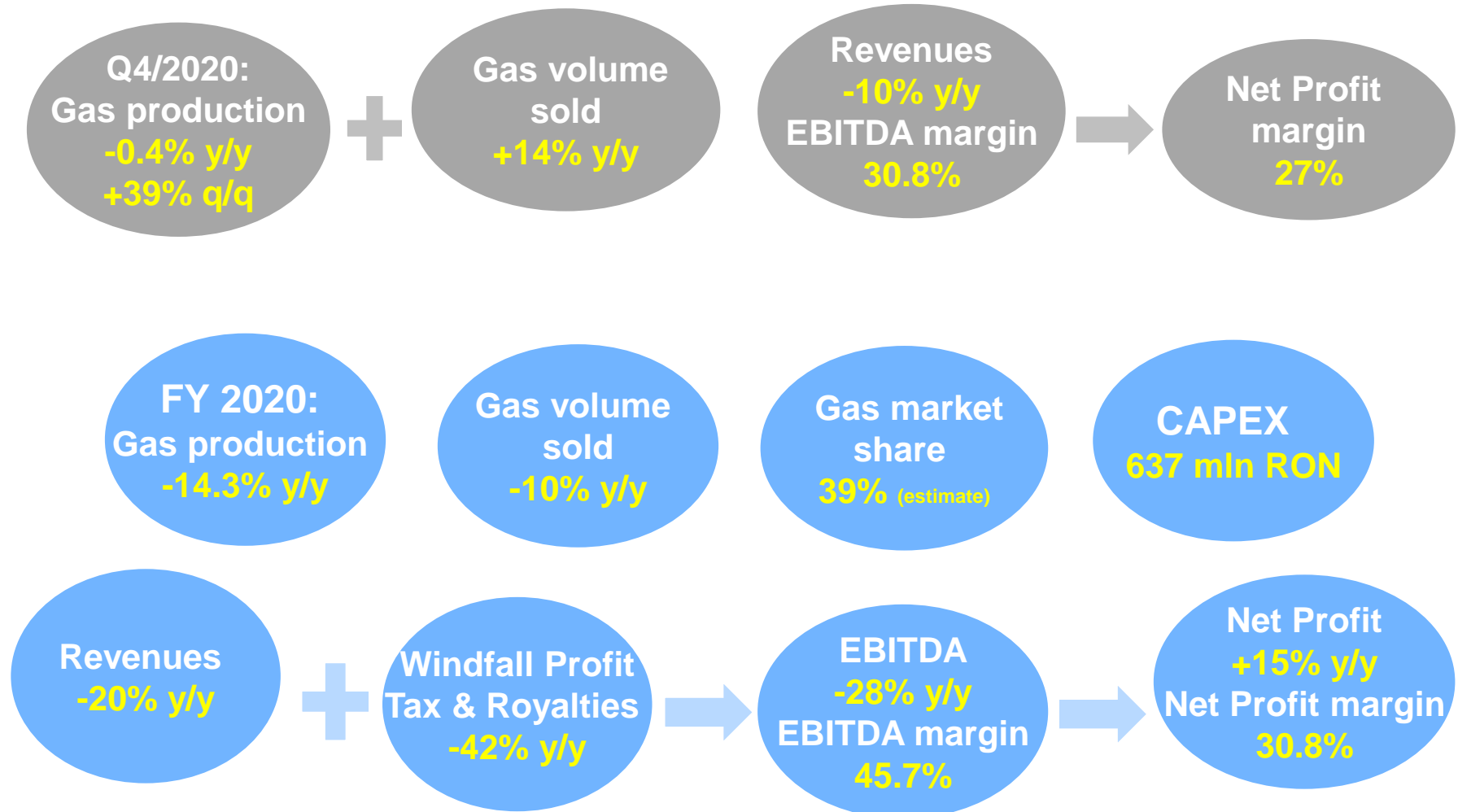
## Fiscal framework in place - with impact on Group's operations

- **GEO no. 106 / June 2020, ANRE Orders no. 143 and 144 / July 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 – until end-2022
  - Gas quantities to be set by ANRE for each large gas producer
- **GEOs no. 1 / Jan 2020, no. 19 / March 2019 and no. 114 / Dec 2018 – main provisions for the gas & electricity market include:**
  - Regulated gas prices for the volumes sold by gas producers to HHs and assimilated consumers, capped at RON 68/MWh – during May 2019 and until June 30, 2020;
  - Regulated electricity prices for households - during May 2019 and until Dec 31, 2020;
  - For 2019 until early-Jan 2020: a 2% fee on gas and power revenues or on profit from resales, with deductions;
  - In 2019, dividend distribution of 35% of the end-2018 equity reserves, if distribution did not impact capex plan and was available as cash.
- **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)**
- **Gas royalties - CEGH spot prices represent the reference price (since mid-Feb 2018).**



# ROMGAZ Group: Highlights for Q4 / FY 2020

## Significant developments of Romgaz Group



# ROMGAZ Group: Highlights for Q4 / FY 2020

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

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

- ❑ Teleworking since March, applied with flexibility within organization
- ❑ Activity temporary adjusted in some departments, organizational measures periodically revised
- ❑ Efficient sanitary measures in place, protection equipment for employees where needed
- ❑ Safety measures approved - with possibility to be prolonged / amended / stopped if necessary
- ❑ Strong measures to ensure production and investments security
- ❑ Business continuity and development is a focus !

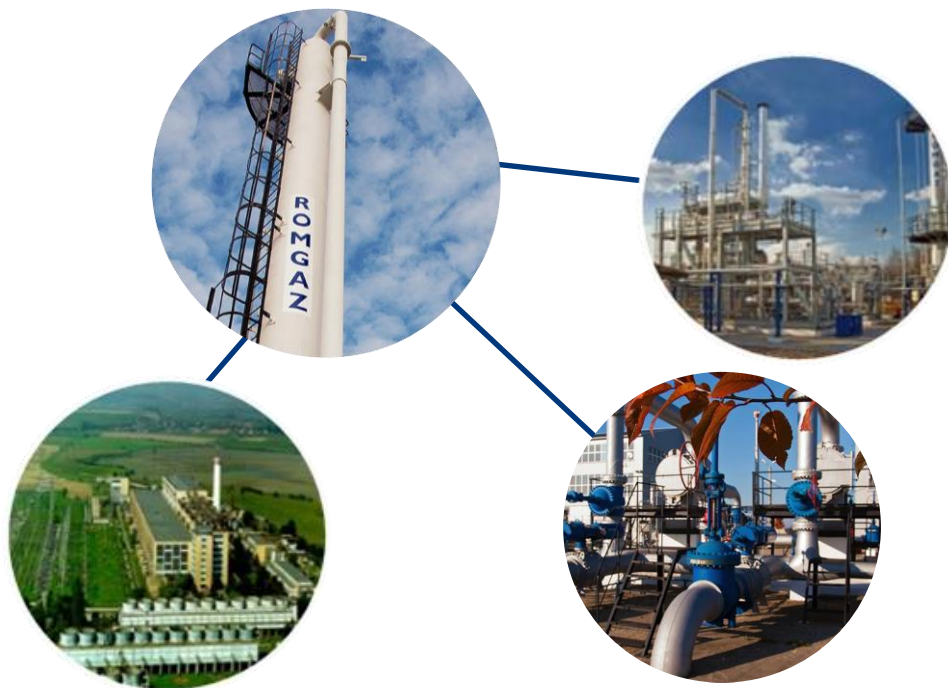
### “Together for Romania”

**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.

# ROMGAZ: Group Overview

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



### Gas Exploration, Production & Supply

- 8 exploration blocks (Romgaz - 100% working interest) - significant onshore and offshore exploration potential, important discoveries and enhancements made lately
- **Among top gas producers in Romania** (output of 4.5 bcm in FY2020)
- Significant market share in the total gas supply in Romania.

### Underground Gas Storage

- Working capacity: 2.77 bcm at end-2020
- Important investments to secure the gas supply
- **Market share of 94% in Romania**
- Regulated activity

### Other activities

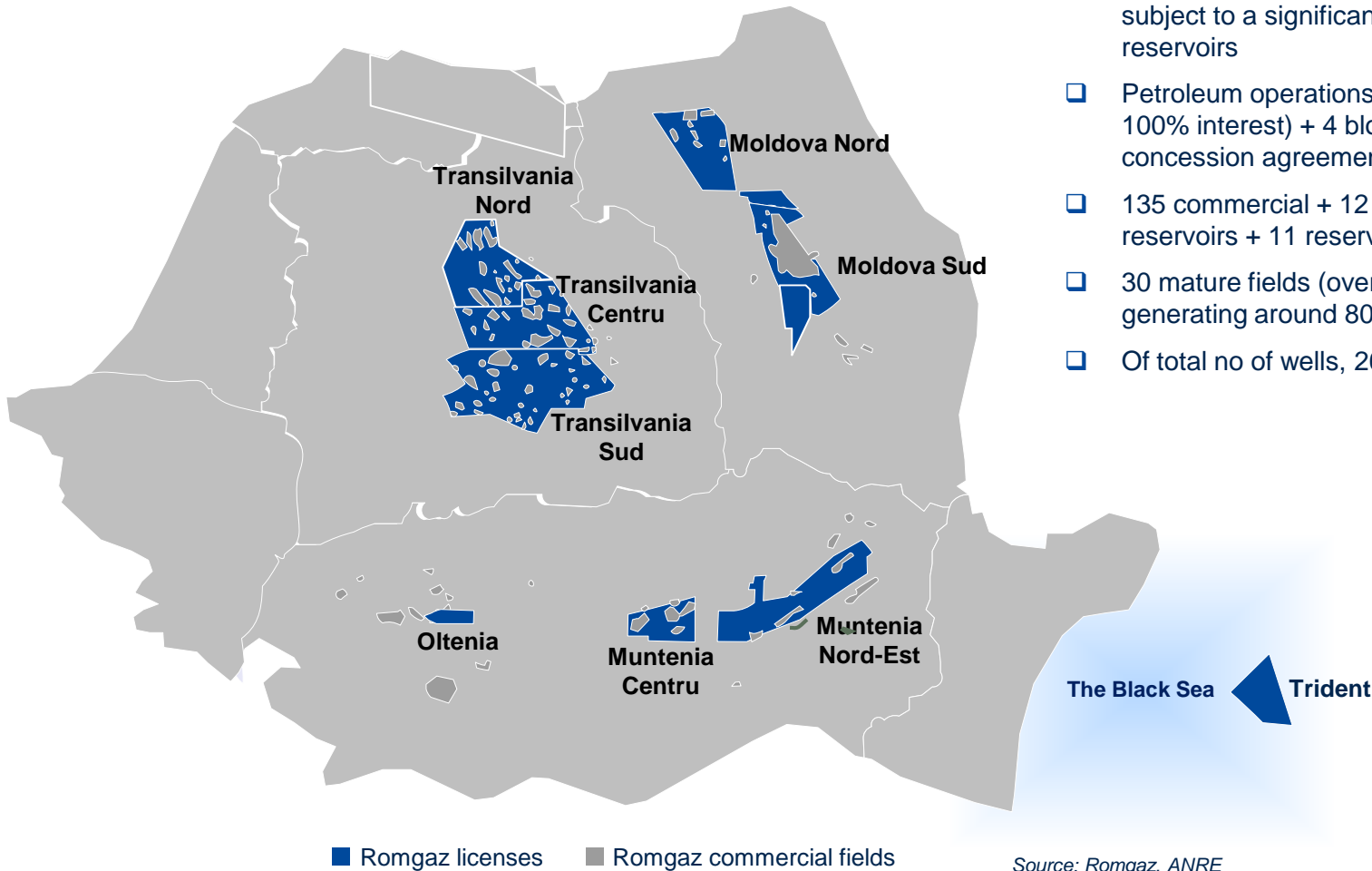
- Include wells workover and recompletions and special well operations, and also - technological transport and maintenance
- Support operations at Group level and third-party clients.

### Electricity Production

- **New power plant in construction (430 MW)**
- Old power plant is adjusting operations
- Market share of 2.4% in terms of production in 9M/2020.

# Group Overview

## Major Producer and Supplier of Natural Gas in Romania



- ❑ Mature area with over 100-year production history – subject to a significant production enhancement of main reservoirs
- ❑ Petroleum operations in 8 E/D/P blocks (operator with 100% interest) + 4 blocks (co-titler holder under concession agreements)
- ❑ 135 commercial + 12 experimental production reservoirs + 11 reservoirs operated with Amromco
- ❑ 30 mature fields (over 30-year old) are currently generating around 80% of total production
- ❑ Of total no of wells, 26% are located below 2000 m

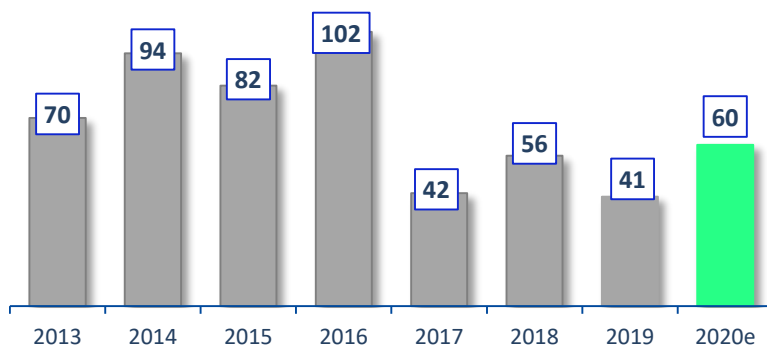
- **Recent use of new technologies** to mitigate production decline
- **Largest hydrocarbon discovery in the past 30 years (Caragele)** – in process to be brought on stream
- **Offshore discovery** in the Black Sea as well.

Source: Romgaz, ANRE

# Group Overview

## Strong portfolio of reserves and resources, RRR of 60% estimated for 2020

Reserves Replacement Rates (RRR) (%)

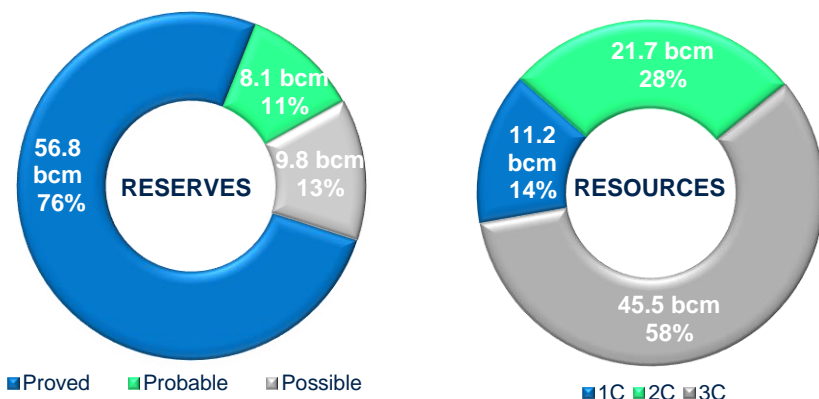


❑ We estimate a RRR of 60% for 2020

❑ RRR of 41% in 2019: due to reduced volume of revalued commercial fields and postponed investments in infrastructure for commissioning production facilities; **3 bcm added in 2019 to contingent resources** (from prospective resources) by 2 wells (well 7 Merii and well 4 Tapu)

- ✓ 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*

Audited Gas Reserves and Contingent Resources<sup>1</sup>  
Dec 31, 2017 (bcm, % of total)



Next audit to be performed in-house, our estimates proved reliable

Last external audit of our gas reserves and resources (US DeGolyer & MacNaughton, end-2017):

- ❑ total C Resources of 78.4 bcm, +55% vs previous audit
- ❑ 5-year average RRR of 78% - well above our target of 70%.

Source: External audit prepared by DeGolyer&MacNaughton USA, as of Dec 31, 2017

<sup>1</sup> 1C Contingent Resources include developed proved reserves with exploitation programme after Dec 31, 2042 (which is the expiration date for ongoing concessions)

## 2020: We continue efforts to unlock the resource potential



**Overall:** Concession Agreements in 8 onshore blocks for petroleum operations for 30 years, since Oct 1997

16,210 km<sup>2</sup> in Transylvania, Moldova, Oltenia and Muntenia basins, with 100% working interests

Plus 1 petroleum agreement for offshore E&P in the Black Sea (with Lukoil)

### 2020 Developments:

- ❑ **16 exploration wells were drilled last year** – for 8 wells the drilling works were finalised with positive results
- ❑ **Exploration in the pre-salt layer of Transylvania basin** – prepared for drilling of new wells (the tender process for the acquisition of drilling services is on-going)
- ❑ **Evaluation of Caragele-Deep discovery is in progress, by drilling 7 new wells.**

The first well (“78 Rosetti”) has started drilling on Jan 16, 2021.

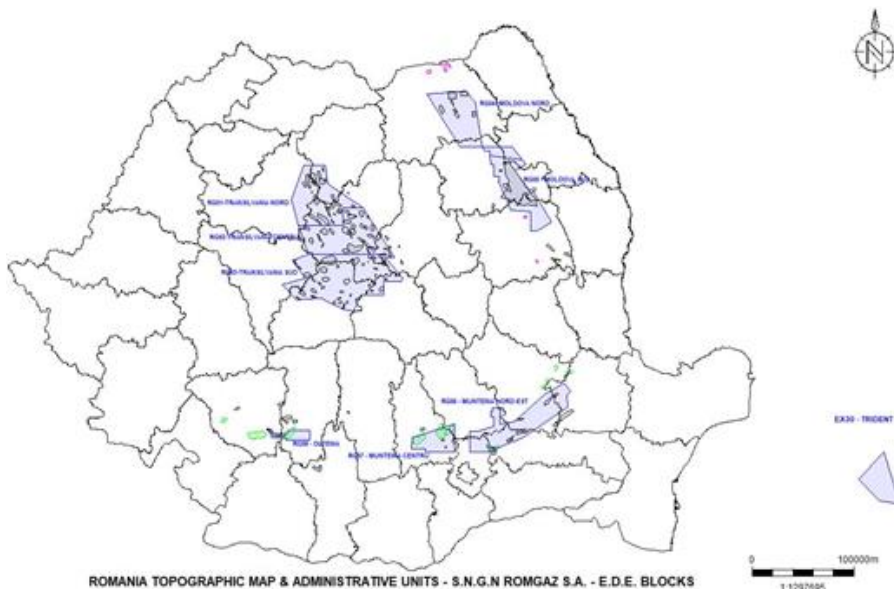
- ❑ The update of the **geological model of NE Muntenia (RG06) perimeter** is in progress, in order to identify new prospects.

Exploration works are designed in-house, using professional software to assess prospects of hydrocarbon accumulation.



# Exploration Activities

## 2020: Development of our natural gas discoveries



### ON-SHORE:

- **CARAGELE DEEP** - largest hydrocarbon discovery in the past 30 years (June 2016): located in NE of the Moesian Platform in **Caragele structure** – confirmed by production tests with 2 wells
- Estimated contingent resource of 150-170 mln boe (25-27 bcm) at depths between 4,100 - 4,200 m
- **Current stage:**
  - Started production in Jan/2020 with the “77 Rosetti” well, output potential of 1,500 boe/day
  - Initiated steps for the construction of 8 new exploration wells (obtaining authorisations, acquisition of services).

### OFF-SHORE:

- **TRIDENT BLOCK** - large discovery announced in the Black Sea (Oct 2015): gas estimated contingent resource can exceed 30 bcm
- Romgaz – 12.2% working interest in the offshore exploration-development-production block EX-30 Trident

### ➤ Current stage:

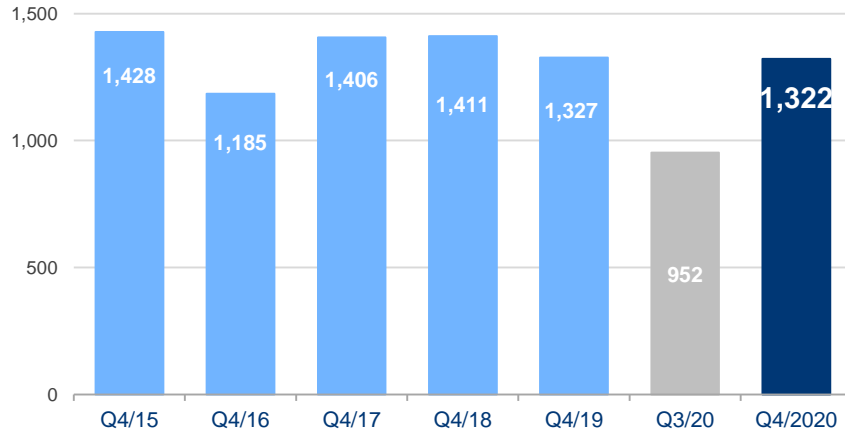
- For the 2nd exploration well Trinity 1X drilled in Q4/2019:
- July 2020: completed the interpretation of geological tests
  - Sept 2020: completed the reserves re-assessment
  - Oct 2020: updated parameters to redo the development plan
  - **In progress - preparation of the resource development plan in order to include it in our economic analysis.**



# Natural Gas Production

**Q4/FY 2020: Production recovered in Q4, Natural decline arrested at 1%**

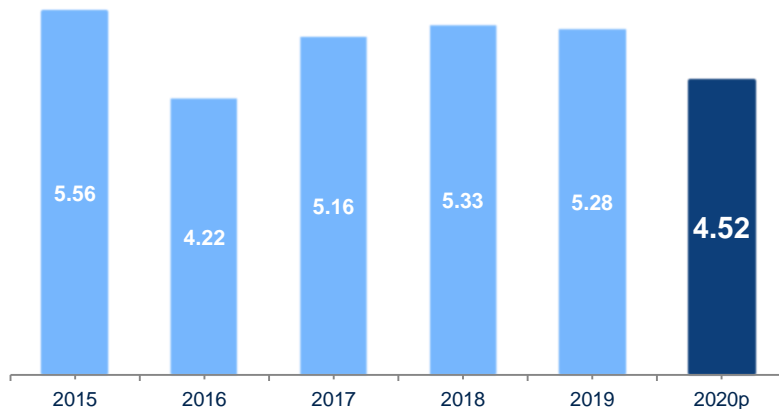
**Romgaz: Quarterly Production Levels (mln cm)**



## 2020 – Gaz production recovered significantly in Q4

- ✓ The summer commercial unfavorable situation was overcome
- ✓ **Gas production has strongly recovered in Q4:** we recorded a significant increase of 38.8% compared to Q3, and a marginal adjustment of only 0.4% compared to Q4/19
- ✓ **CAGR rate of (1.2%) for the natural decline in Q4** over the past 8 years
- ✓ **Overall in FY2020:** gas production exceeded by 4.7% the budgeted level; still below 14% from the previous year.

**Romgaz: Annual Gas Production (bcm)**



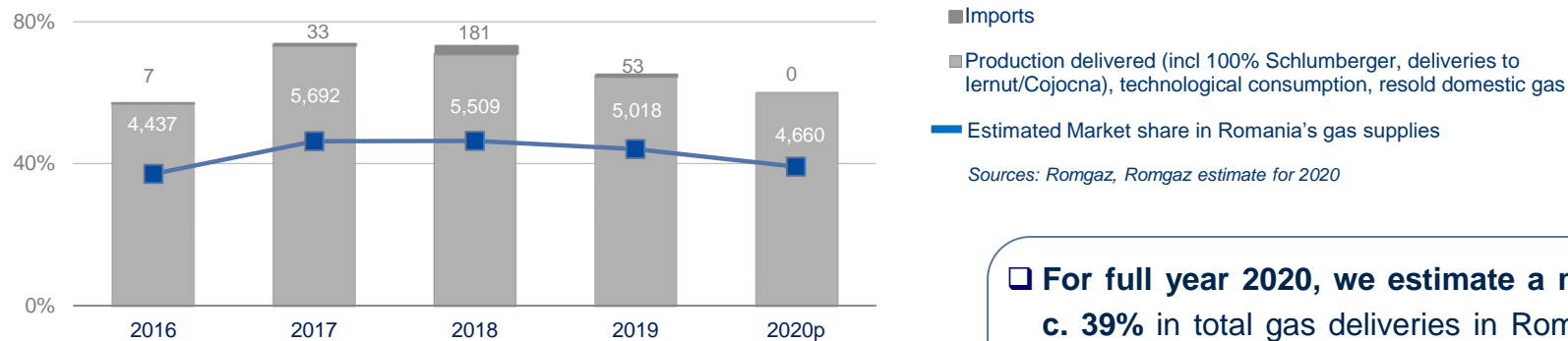
## The goal of arresting the natural decline and maintain it at 1% has been achieved

- ☐ We limited the Natural Production Decline at 1% starting 2012
- ☐ We increased efforts to build the production infrastructure of discoveries made during the previous years (Fulga, Salcii, Merii)
- ☐ Workovers have a significant contribution in maintaining the production decline within the before-mentioned limits.

# Gas Supply & Sales

## FY2020: Important supplier in Romania, strong market share in total deliveries

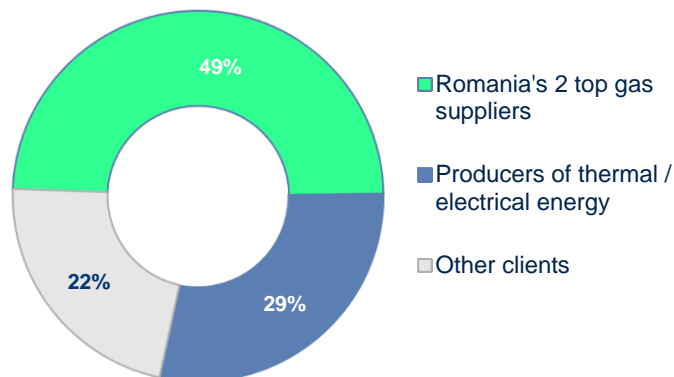
**Romgaz: Market share in domestic consumption (% , mln cm)**



Sources: Romgaz, Romgaz estimate for 2020

■ For full year 2020, we estimate a market share of **c. 39%** in total gas deliveries in Romania, roughly at the same level as in the first 9 months – overall impacted by the demand, regulatory and pandemic environment in the country

**Romgaz: Portfolio of Clients** (quantities of gas sold, 2020p)



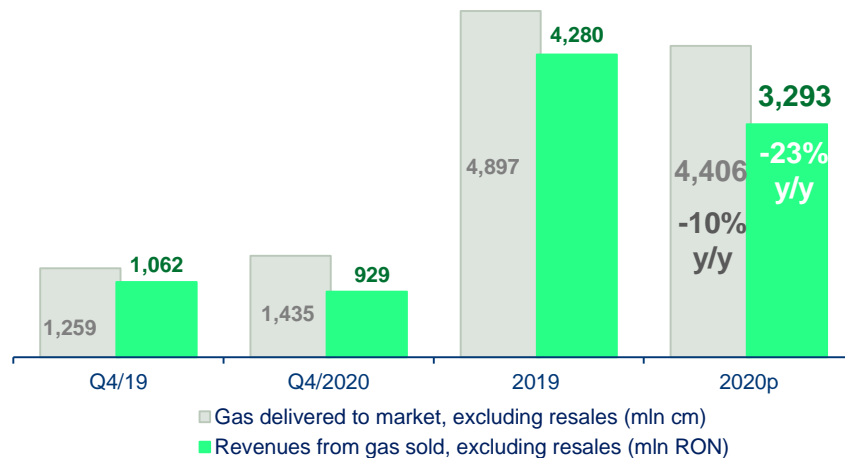
Portfolio breakdown reflects specific quarterly characteristics of gas demand

- 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.

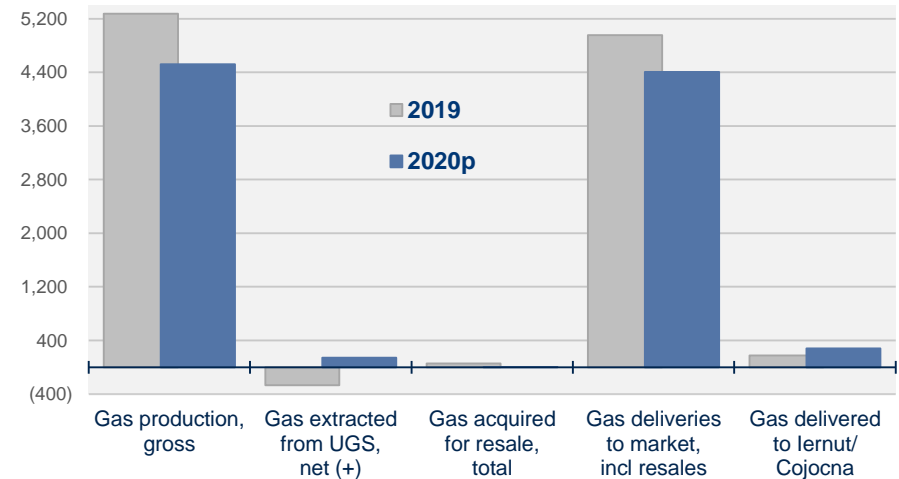
# Gas Supply & Sales

**Q4/FY 2020: Volumes were higher and revenues decline shrank in Q4**

**Romgaz: Gas Sales (excluding resales)  
- revenues and volumes -**



**Romgaz: Gas Chain Management (mln cm) to  
meet seasonality and demand**



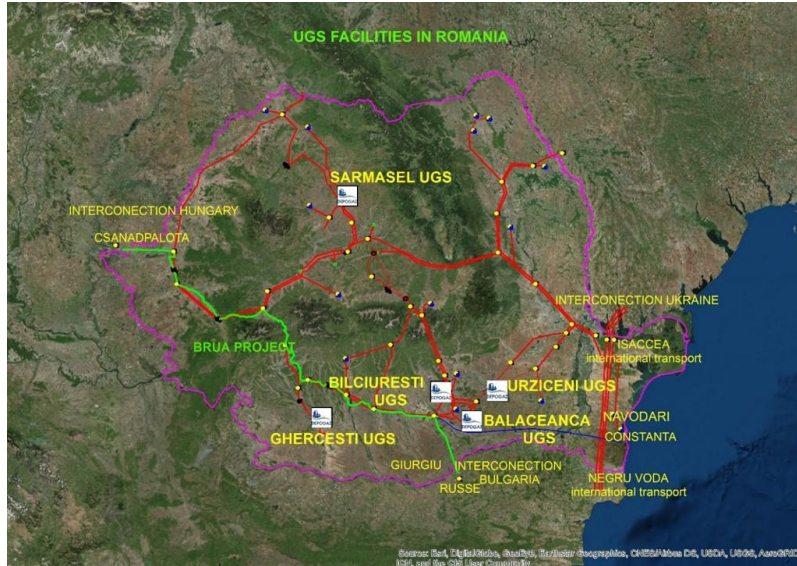
- ❑ **In Q4, we succeeded to diminish the revenue decline recorded in Q2 and Q3, and to restore volume sales as well !**
- ❑ **Q4/2020:** Revenues from gas sold (excluding gas acquired for resale) were down 12%, on volumes delivered +14% vs Q4/2019
- ❑ **Overall in 2020:** Revenues declined by -23% y/y, on volumes delivered -10% y/y, impacted by the pandemic situation

- ❑ 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

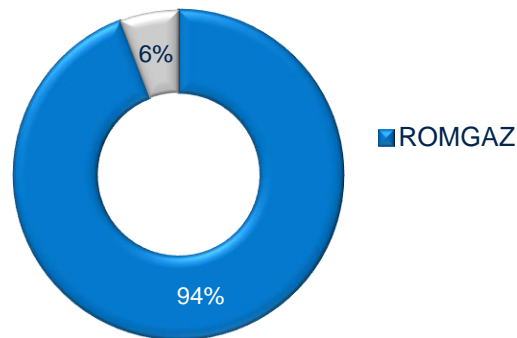
**UPSTREAM SEGMENT CONTRIBUTION in 2020: 89% in Revenue and 93% in EBITDA (consolidated)**

# Underground Gas Storage

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



### ROMGAZ Group UGS Market share



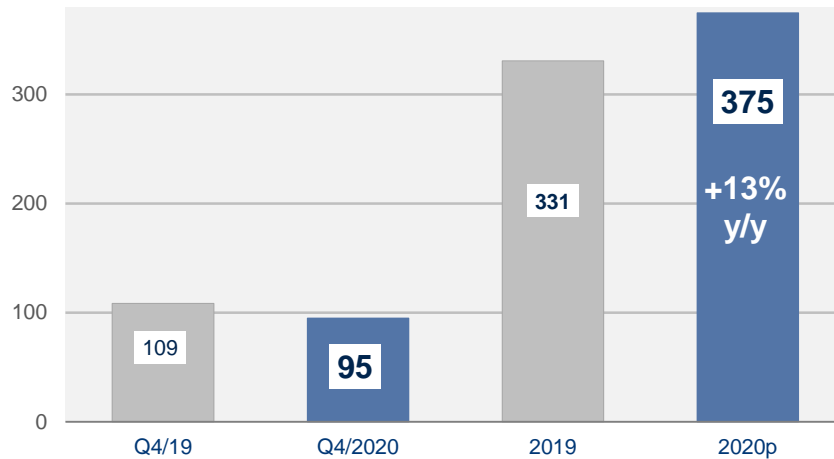
Romgaz Group: Underground Gas Storages at end-2020 - working capacities (mln cm/cycle) -			
Bilciuresti	1,310	Ghercesti	150
Sarmasel	900	Balaceanca	50
Urziceni	360		
Total Working Capacity: 2,770 mln cm			

- ❑ Romgaz Group operates 5 storage facilities, with a total working capacity of 2.77 bcm (total capacity of 3.97 bcm)
- ❑ Romgaz also owns 40% of Depomureș (0.30 bcm), a JV with Engie
- ❑ Investment plans aim to extend the storage capacity and the extraction capacity – in order to secure gas supply long-term
- ❑ Storage activity is regulated by ANRE, royalties of 3% of operating revenues
- ❑ The UGS activity was separated into a distinct legal entity (DEPOGAZ) on April 01, 2018

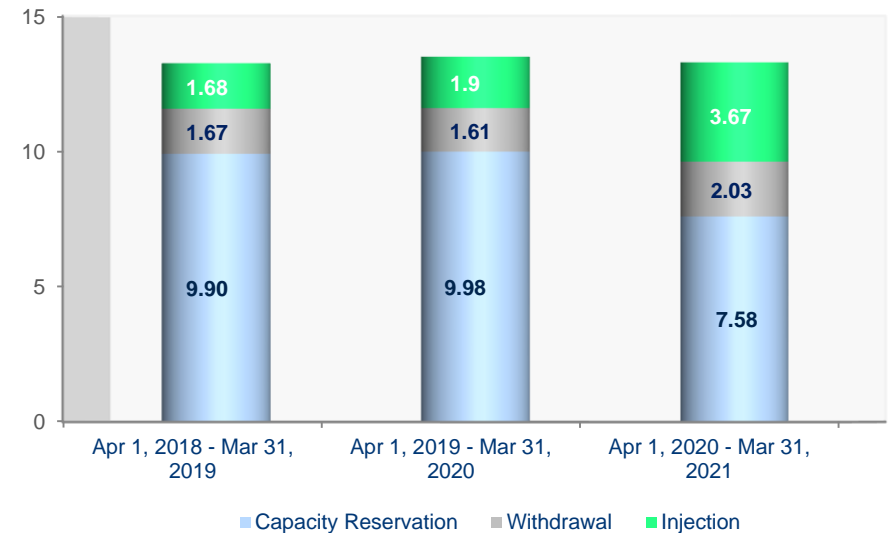
# Underground Gas Storage<sup>1</sup>

## Q4/FY 2020: Good results added by the storage segment

**Romgaz: Revenue from Storage Services (mIn RON)**  
- capacity reservation, withdrawal, injection -



**Romgaz: Regulated storage tariffs (RON/MWh)**



- ❑ **FY2020: UGS revenues of RON 375 mln, +13% y/y**
- ❑ Evolution mainly reflects the market environment over the period and the regulated storage tariffs.

- ❑ **New tariffs starting with April 1<sup>st</sup>, 2020**
- ❑ Capacity reservation activity provides the bulk of the UGS revenues (75% in 2020).

<sup>1</sup> Consolidated figures

**STORAGE SEGMENT CONTRIBUTION in 2020: 7% in Revenue and 4% in EBITDA (consolidated)**

# Electricity Production & Trading

## “GAS to POWER” Investment: Construction of a new power plant

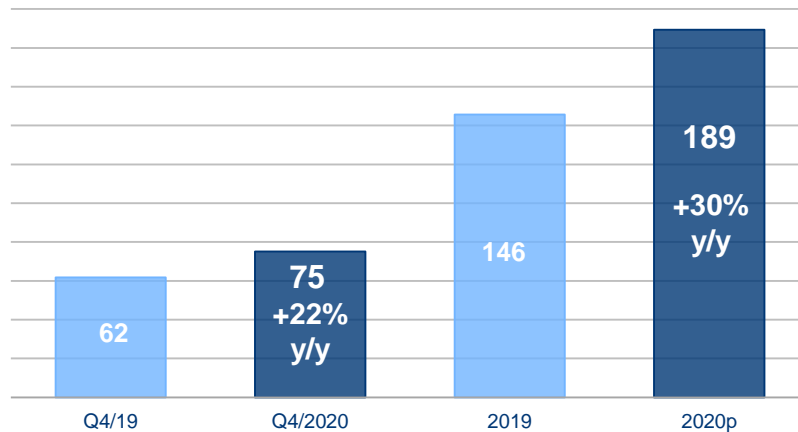
- **Gross electric power capacity: 430 MW**
- **Gross electrical efficiency at nominal load: 56.4%**
- **CCGT Iernut benefits from a strategic positioning** – in the middle of the national electricity system
- **Main roles:** cover national power consumption by acting in the wholesale and balancing markets, ensure ancillary services to the national system, eliminate network constraints in NW Romania
- 25% of the 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*
- Construction works continue in the control and electrical rooms, we are in process to assess optimal solutions to complete and commission the project.



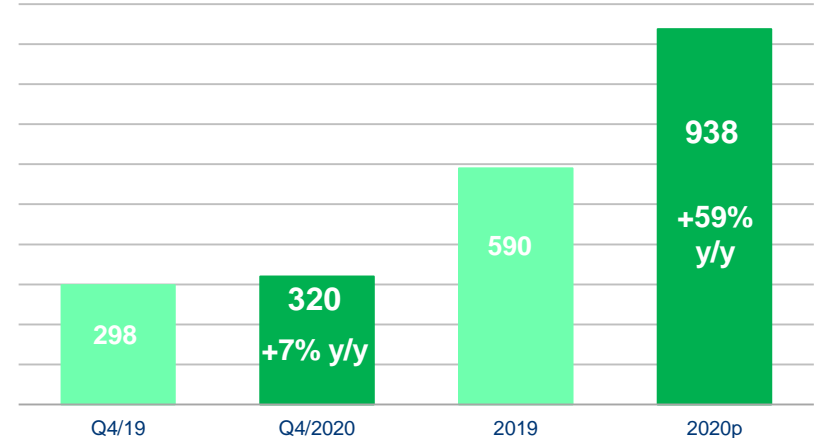
# Electricity Production & Trading<sup>1</sup>

## Q4/FY 2020: Higher output and revenues generated by Iernut power plant

Romgaz: Revenues from Electricity (mln RON)



Romgaz: Production of Electricity (GWh)



- ❑ **FY2020: Revenues from Electricity of 189 mln RON, +30% y/y**
- ❑ **Q4 alone: Revenues +22% compared to Q4/2019**
- ❑ Evolution in Q4/FY 2020 is mostly due to higher demand in the market, as well as to the low comparison base (investment in the new power plant impacted production level in 2019)

- ❑ **FY2020: Energy production reached 938 GWh, +59% y/y**
- ❑ **Q4 alone: Energy production +7% vs the same period of the previous year**
- ❑ Lower installed capacity to make room for the new plant.

**ELECTRICITY SEGMENT CONTRIBUTION in 2020: 5% in Revenue (consolidated)**

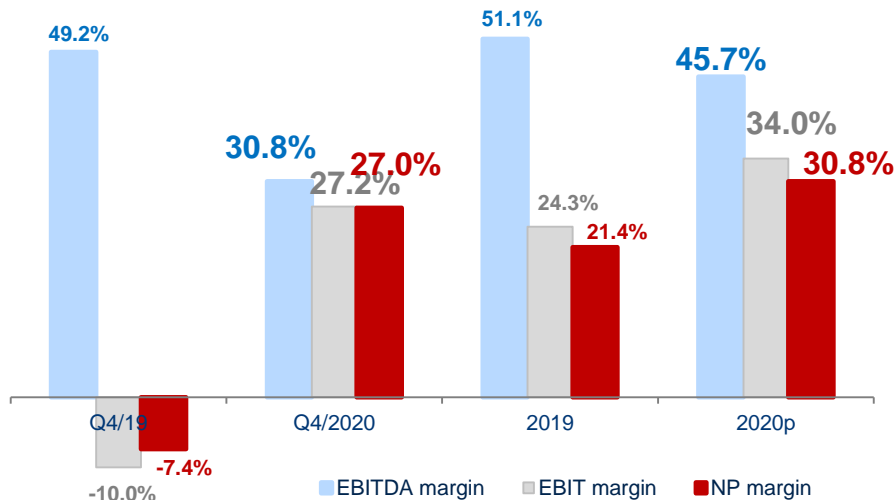
<sup>1</sup> Consolidated figures



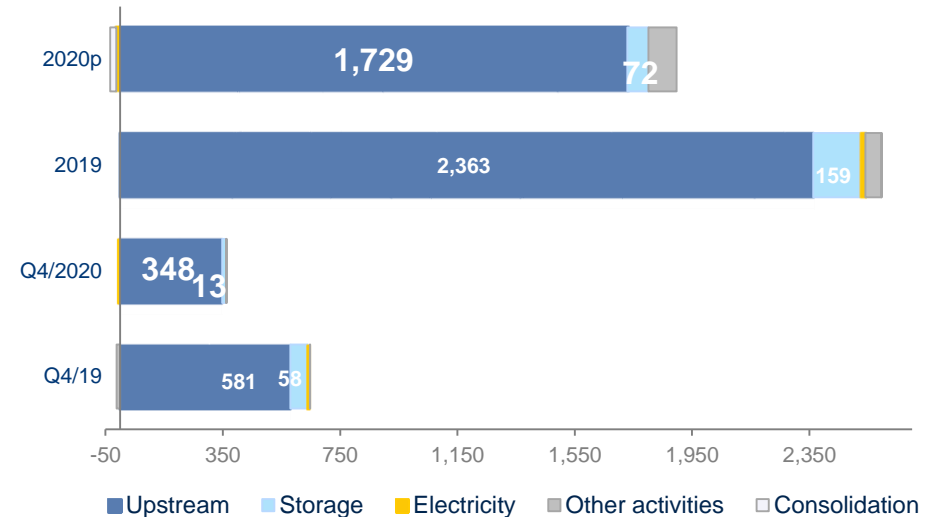
# Financial Performance<sup>1</sup>

**Q4/FY 2020: Profitability margins were strong both in Q4 and in full-year**

**Romgaz Group: Profitability Rates**



**Romgaz Group: EBITDA by Segments (mln RON)**



- ❑ In FY2020, we succeeded to maintain a good level of profitability, and reported significant EBITDA, EBIT and NP margins, in spite of the current market and sanitary environment
- ❑ Q4 margins were robust as well
- ❑ The good performance was also achieved based on lower expenses with depreciation, amortisation and impairments, and with main taxes as well

- ❑ The bulk of Revenues and EBITDA is generated by our core segment Gas Upstream (Exploration & Production)
- ❑ Electricity segment was in the red in 2020 due to the investment in the new power plant.

<sup>1</sup> Consolidated figures

# Financial Performance<sup>1</sup>

## Q4/FY 2020: High NP level on lower impairments, margins are robust

### Summary FY 2020 (vs FY 2019)

Revenues - total	4,075 mln RON (↘20%)
EBITDA	1,863 mln RON (↘28%)
Net Profit	1,255 mln RON (↗15%)
EBITDA margin	45.7%
NP margin	30.8%
No of employees, year-end	6,188 (↘1%)

### Summary Q4/2020 (vs Q4/2019)

Revenues - total	1,156 mln RON (↘10%)
EBITDA	356 mln RON (↘44%)
Net Profit	326 mln RON
EBITDA margin	30.8%
NP margin	27.0%

- ❑ Gas sales declined in 2020 on current environment, but storage and energy revenues were supportive
- ❑ Main tax expenses in FY2020 (included in “Other expenses”) were lower by 42% y/y, split as follows:
  - windfall profit tax of RON 415 mln (2019: RON 717 mln)
  - gas&UGS royalties of RON 196 mln (2019: RON 343 mln)
- ❑ Also - lower D&A in 2020 (vs an one-off item in 2019)
- ❑ NP increased by 16% y/y in 2020, with robust margins

Million RON	2018	2019	2020p	%ch	Q4/19	Q4/20p	%ch
<b>Revenues - of which</b>	<b>5,004</b>	<b>5,080</b>	<b>4,075</b>	-20%	<b>1,290</b>	<b>1,156</b>	-10%
Gas Production	3,978	4,280	3,293	-23%	1,062	929	-12%
Gas acquired for resale	217	101	16	-85%	4	3	-10%
Storage	298	331	375	13%	109	95	-12%
Electricity	297	146	189	30%	62	75	22%
Other services	189	185	176	-5%	47	47	0%
<b>Other income</b>	<b>18</b>	<b>33</b>	<b>25</b>	-23%	<b>8</b>	<b>8</b>	-4%
Cost of commodities sold	(245)	(108)	(19)	-83%	(5)	(5)	-9%
Changes in inventory	(32)	80	(16)		1	(48)	
Raw materials	(75)	(76)	(58)	-23%	(16)	(16)	0%
Exploration expense	(247)	(25)	(156)	533%	(0)	(118)	
Headcount expense	(621)	(670)	(767)	14%	(189)	(227)	20%
Other gains and losses	(103)	(63)	(72)	15%	(33)	(47)	44%
Impairment losses on trade receivables*	(20)	(81)	18		(50)	11	
Associate's result share	1	1	1	-10%	0	1	
Other expenses	(1,409)	(1,552)	(1,151)	-26%	(363)	(355)	-2%
<b>EBITDA</b>	<b>2,240</b>	<b>2,595</b>	<b>1,863</b>	-28%	<b>635</b>	<b>356</b>	-44%
<b>EBITDA margin</b>	<b>44.8%</b>	<b>51.1%</b>	<b>45.7%</b>	-11%	<b>49.2%</b>	<b>30.8%</b>	-37%
<b>D&amp;A</b>	<b>(708)</b>	<b>(1,358)</b>	<b>(477)</b>	-65%	<b>(764)</b>	<b>(42)</b>	-95%
<b>EBIT</b>	<b>1,532</b>	<b>1,237</b>	<b>1,385</b>	12%	<b>(129)</b>	<b>314</b>	
<b>EBIT margin</b>	<b>30.6%</b>	<b>24.3%</b>	<b>34.0%</b>		<b>-10.0%</b>	<b>27.2%</b>	
Net Interest income	53	38	48	25%	8	12	53%
<b>PROFIT BEFORE TAX</b>	<b>1,585</b>	<b>1,275</b>	<b>1,433</b>	12%	<b>(121)</b>	<b>326</b>	
Income tax	(219)	(186)	(179)	-4%	25	(14)	
<b>NET PROFIT</b>	<b>1,366</b>	<b>1,090</b>	<b>1,255</b>	15%	<b>(95)</b>	<b>313</b>	
<b>Net margin</b>	<b>27.3%</b>	<b>21.4%</b>	<b>30.8%</b>		<b>-7.4%</b>	<b>27.0%</b>	

\* Separated from “Other gains and losses” due to the application of IFRS 15 in 2018

<sup>1</sup> Consolidated figures, 2018 restated

# Financial Performance<sup>1</sup>

## Strong B&S Structure, Debt-free at end of FY2020

- **Debt-free Balance Sheet**
- **At end Dec 2020, total cash position amounted to RON 2,412 mln** (cash, bank depos and govt's treasury bonds)

### Romgaz: Selected Cash Flow Items

Mln RON	2018 restated	2019	2020p
Net profit for the period	1,366	1,090	1,255
Operating Cash Flow before Δ WC and Income tax	2,537	2,730	2,148
Movements in working capital	(60)	0	114
Net Cash flows from operating activities	2,143	2,432	2,038
Net Cash flows from investing activities	814	(1,027)	(1,478)
Net Cash flows from financing activities	(2,617)	(1,608)	(507)
Net change in cash and cash equivalents *	340	(203)	53

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

<sup>1</sup> Consolidated figures

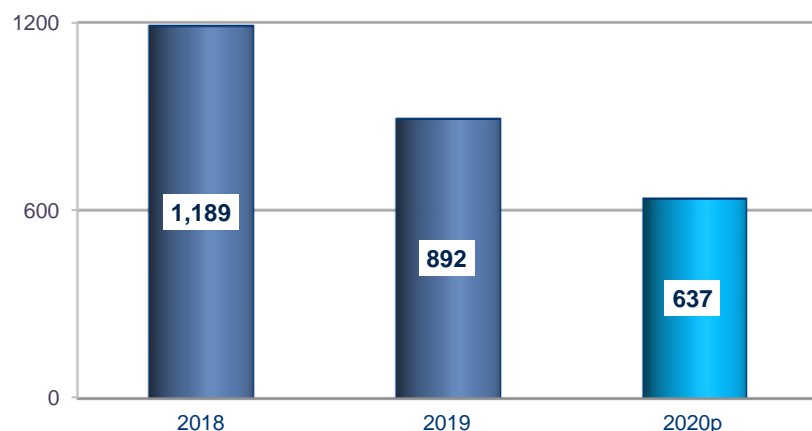
### Romgaz Group: Selected Balance Sheet Items

Mln RON	Dec 31, 2018 restated	Dec 31, 2019 restated	Dec 31, 2020p
<b>Total non-current assets, thereof</b>	<b>6,445</b>	<b>5,822</b>	<b>5,943</b>
Property plant and equipment	6,280	5,543	5,613
Other intangibles	5	9	15
Investment in associates	23	25	26
Deferred tax asset	127	231	275
Other financial investments	10	5	5
Other assets (leasing related)	-	9	8
<b>Total current assets, thereof</b>	<b>2,690</b>	<b>2,431</b>	<b>3,319</b>
Inventories	246	311	245
Trade and other receivables	826	638	593
<b>Other financial assets - govt securities and bank depos (+3mo maturity)</b>	<b>881</b>	<b>1,075</b>	<b>1,996</b>
<b>Cash and equivalents</b>	<b>567</b>	<b>364</b>	<b>417</b>
Other assets	169	42	68
<b>Total assets</b>	<b>9,135</b>	<b>8,253</b>	<b>9,261</b>
<b>Shareholders' Equity</b>			
Share capital	385	385	385
Reserves	1,825	1,587	2,252
Retained earnings	5,458	5,201	5,157
<b>Total Shareholders' Equity</b>	<b>7,669</b>	<b>7,174</b>	<b>7,794</b>
<b>Non-current liabilities, thereof</b>	<b>670</b>	<b>511</b>	<b>812</b>
Provisions	510	366	539
Deferred revenues	21	21	136
Retirement benefit obligation	139	115	129
<b>Current liabilities, thereof</b>	<b>796</b>	<b>568</b>	<b>655</b>
Trade payables	187	110	89
Contract liabilities	46	43	81
Current tax liabilities	68	64	60
Provisions	94	83	150
<b>Total liabilities</b>	<b>1,466</b>	<b>1,079</b>	<b>1,467</b>
<b>Total equity and liabilities</b>	<b>9,135</b>	<b>8,253</b>	<b>9,261</b>

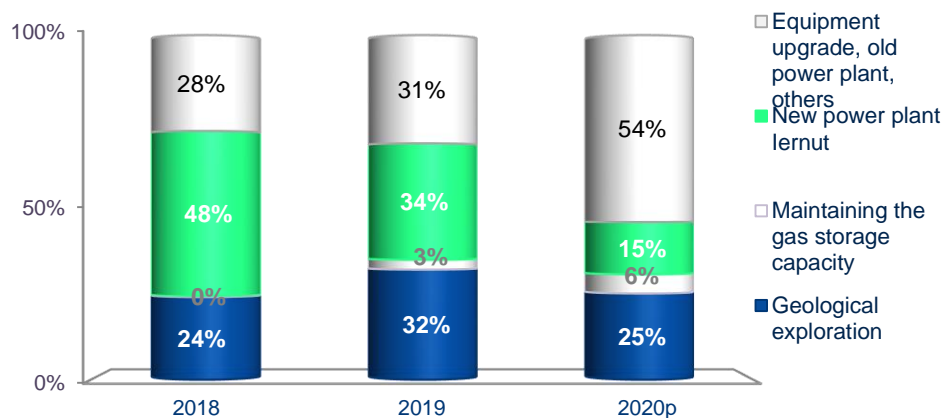
# Investments<sup>1</sup>

## Key role in the company's sustainable development – FY2020 developments

**Romgaz Group: Capital Expenditures (RON mln)**



**Romgaz Group: Breakdown of Investments**



- ❑ **2020: ROMGAZ Group invested a total amount of RON 637 mln**
- ❑ Capex accounted for 71% of the annual budgeted level last year, significantly impacted by the pandemic environment
- ❑ **We invested last year in:**
  - Geological exploration works for the discovery of new gas reserves
  - Exploitation drilling works, revamping of equipment and installation, putting into production of wells, infrastructure and utilities, environment protection, studies and projects
  - The new power plant: we finalised the electrical and main building and some other units, and most technologic flows and other equipment
  - Maintaining the gas underground storage capacity.
- ❑ Investments are financed from the company's own sources, as well as from National Investment Plan for the new Power Plant

<sup>1</sup> Consolidated figures

## Strong Commitment for Business Development

### GROUP DEVELOPMENT STRATEGY

- Romgaz proposes to be an active, profitable and competitive player on the gas & electricity production market
- Romgaz has to pursue both an intensive development on the local market and an international development in order to become an important player on the regional energy market

Increase the gas resources and reserves portfolio.  
Discovery of new resources.  
Increase production efficiency of current resources

Consolidate the position on the energy supply markets.  
Integration on the renewable energy market

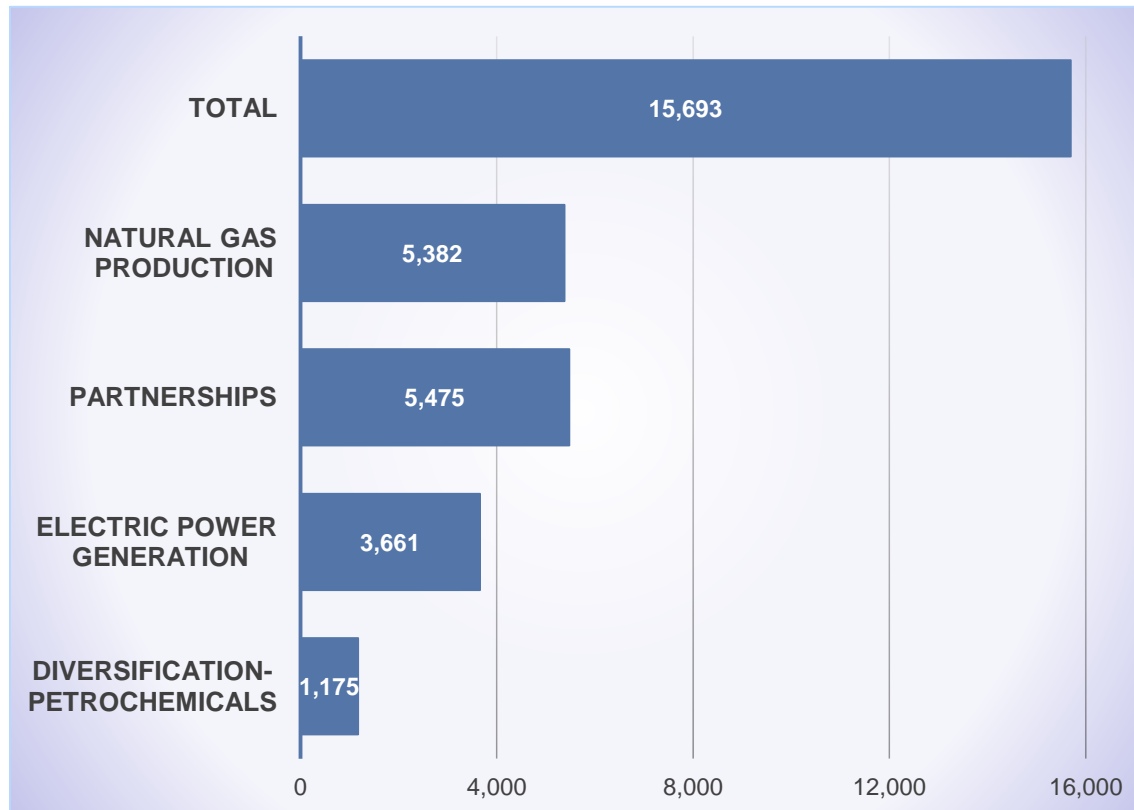
Create value for shareholders by developing new services and products

Business development by approaching new internal and international markets

# Main Strategic Objectives

## Strong Commitment for Business Development

### 2020 - 2025 Investment and Development Program of Romgaz SA (RON mln)



- ☐ The “Investment and Development Programme” of Romgaz SA for the period 2020 – H1/2025, was approved in June 2020, by the SGM
- ☐ The financing source structure is based on:
  - 49% own sources
  - 7% EU funds
  - 44% to be covered through bank loans and/or bonds.
- ☐ The group has also ongoing investment plans for Depogaz branch, aiming to extend the UGS capacities.

# Main Strategic Objectives

## Strong Commitment for Business Development

### Main development directions taken into account:

Discovery of new gas reserves through continuous geological research

Development of our gas production potential by adding new facilities

Increase production safety & efficiency by improved performance of facilities / equipment

- Drilling of exploration and production wells
- Technological surface facilities at successfully-tested gas wells
- Gas dehydration stations
- Gas compressor stations
- Gas gathering pipelines
- Modernisation/reactivation/ repair at production wells

Associations / partnerships

- Offshore projects (Black Sea) and electric power generation / storage

Electric Power Generation

- CCGT Combined Cycle Gas Turbine power plants (Iernut, Mintia)
- Renewable sources

Methanol Production

- Building our own facility

**Continuous Gas Exploration / Improve the Gas-Value-Chain / New Business Development**

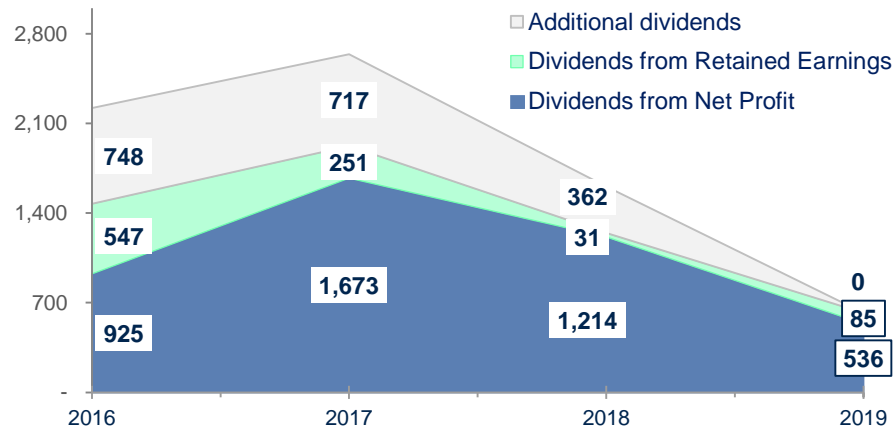


# Dividend distribution

**FY2019: Payout ratio of 57% approved by shareholders in April/2020**

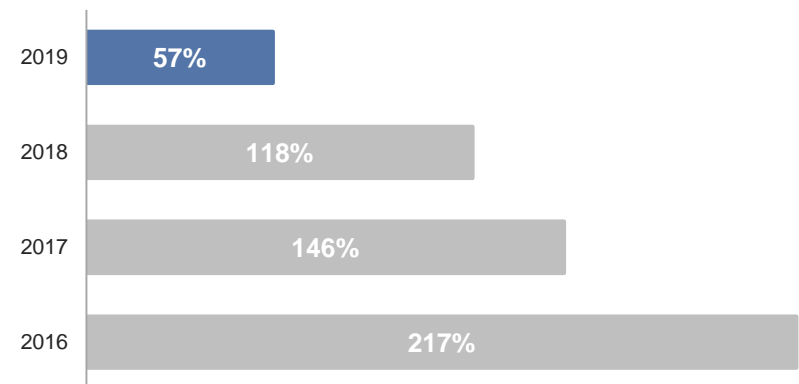
## Romgaz: Gross Dividend Distributions<sup>1</sup> (RON mln)

<sup>1</sup> For the fiscal years 2016-2019: Dividends were paid in the next fiscal year



## Romgaz: Gross Dividend Payout ratios\*

\* Payout ratios computed as:  
Total Gross Divids (incl Additional Divids) / annual Net Profit of the Group



- ☐ Majority state-owned companies are required to distribute at least 50% of the annual NP in the form of dividends to recorded shareholders
- ☐ For the 2020-2025 period, the “The Investment and Development Programme” indicates a 50% distribution level
- ☐ Gross Dividend approved by the SGM on April 22, 2020: RON 1.61 / share in total (of which: RON 1.39 from the annual NP and RON 0.22 from reserves) – dividend ex-date was July 2.

# Romgaz Group – Investment Case

## Why to invest in Romgaz shares

➤ <b>Operational excellence / robust margins</b>	EBITDA margin of 46%, EBIT margin of 34% and Net Profit margin of 31% in FY2020
➤ <b>Minimum dividend payout ratio required is 50%</b>	Gross Dividend payout ratio of 57% for 2019 (computed as Total Gross Dividends per 2019 Net Profit of the group). Minimum required is 50%.
➤ <b>Net cash reserves</b> ➤ <b>Debt free B&amp;S</b>	We recorded total cash&equivalent of RON 2.5 bn at Dec 30, 2020 Cash <sup>1</sup> / Mktcap = 20% (share price on Feb 22, 2021)
➤ <b>Among top gas producers in Romania and one of the largest in the region as well</b>	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
➤ <b>Strong base of gas reserves in Romania</b>	Based on our investment policy, we intend to maintain the reserves level and the high RRR (avg of 60% during 2016-2019)
➤ <b>Expected opening of the export gas markets</b>	Export markets will enlarge our client portfolio, with positive outcome on revenues
➤ <b>Diversification of investment projects</b>	We are now building a new power plant to strengthen position on the electricity market; also we plan to diversify our investment portfolio in order to increase profitability
➤ <b>Development &amp; Investment Strategy approved by the SGM in June/2020</b>	Shareholders approved “The Development and Investment Strategy” of Romgaz SA for 2020-2025
➤ <b>Strong management team, skilled workforce</b>	Management team has significant expertise in the sector, headcount is strongly committed

<sup>1</sup> considering all cash equivalents at end-Dec 2020, consolidated figure

# The Board of Romgaz SA: Balanced Team of Professionals



## **Nicolae Bogdan Simescu** **BoDs Chairman**

**Nicolae Bogdan Simescu** – mandate as interim board-member was prolonged by 4 months by the SGM held on December 21, 2020. His experience includes different positions within SNGN Romgaz such as Engineer (2005-2015), Head of Rehabilitation projects (2015-2020). He holds a Master Degree in Company Management and Marketing Strategies and Policies.

## **Marius Dumitru Marin** **Independent** **Chairman of the Audit Committee**

**Marius Dumitru Marin** – mandate as interim board-member was prolonged by 4 months by the SGM held on December 21, 2020. Experience of Mr. Marius Dumitru Marin includes top positions such as CEO of MDM Consultancy (since 2019), CEO and Board member of MACON Group (2006-2018), COO of MEFIN SA (2004-2006), Technical and Quality System Director of PCC STEROM SA (2001-2003), President and CEO of UTON Onesti SA (1994-1999). He holds a PhD in Engineering.

## **Romeo Cristian Ciobanu** **Independent** **Chairman of the Nomination and Remuneration Committee**

**Romeo Cristian Ciobanu** was re-confirmed member of ROMGAZ BoDs in June 2019 (4-year mandate starting mid-2018). Mr. Romeo Cristian Ciobanu was also member of BoDs of Romgaz (since 2017), of Electrocentrale Iasi (2002-2004) and of other companies (1997-2002). He is Manager of Politech Iasi (since 2016) and Professor at Technical University of Iasi (since 2000). He holds an MBA at Technical University of Iasi, a PhD in Electronic Technology and Reliability, and a PhD in Chemistry and Chemical Technology.

## **Petrus Antonius Maria Jansen** **Independent** **Chairman of the Strategy Committee**

**Petrus Jansen** was re-confirmed member of ROMGAZ BoDs in June 2019 (4-year mandate starting mid-2018). Mr. Petrus Antonius Maria Jansen held this position previously during the period of 2013-2018. He is Principal Lecturer / Director of Academic Program at London School of Business and Finance (since 2013). Petrus Jansen holds an MBA at NIMBAS, Utrecht, University of Bradford UK.

## **Marius Aristotel Jude** **CEO - interim**

**Marius Aristotel Jude** – mandate as interim board-member was prolonged by 4 months by the SGM held on December 21, 2020. Expertise of Mr. Marius Aristotel Jude includes the positions of Board member of Romgaz (during 2016-2017 and 2018-2019), 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 had various management positions in SNGN Romgaz SA. He holds an MBA in Company Management.

## **Manuela Petronela Stan Olteanu**

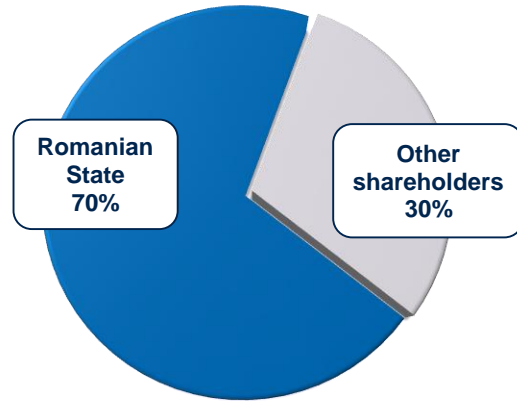
**Manuela Petronela Stan Olteanu** – mandate as interim board-member was prolonged by 4 months by the SGM held on December 21, 2020. Expertise of Ms. Manuela Petronela Stan Olteanu includes top positions such as Chairperson / BoDs member or special administrator in Romgaz (since mid-2019), in the Black Sea offshore oil&gas regulator ACROPO (since 2018), Conpet and Hidroserv (2017-2018), Powerplant Midia (since 2017), Electrocentrale Group and Electrocentrale Bucuresti (2017). Also, she held top positions with the Romanian Government and AVAS. She holds a Master Degree in Advanced Civil Law and Civil Procedure Law.

## **Balazs Botond**

**Balazs Botond** – mandate as interim board-member was prolonged by 4 months by the SGM held on December 21, 2020. Mr. Balazs Botond previously held positions of Head of Legal Department of SNGN Romgaz (since 2019), Legal counsellor (2011-2019). He is also Board member of SC Meditur SA (since 2018) and of SC ECO-SAL SA (since 2016). He holds a Master Degree in Private Law Institutions.

# Shareholding Structure and Stock Performance

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

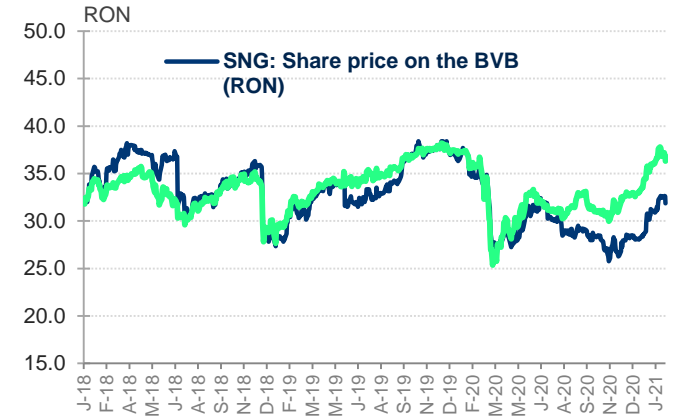


### 12-Month: Share Price Performance on the BVB

Period	Min (RON)	Max (RON)
Q1/20	25.80	37.70
Q2/20	27.25	32.40
Q3/20	28.00	31.85
Q4/20	25.75	28.55

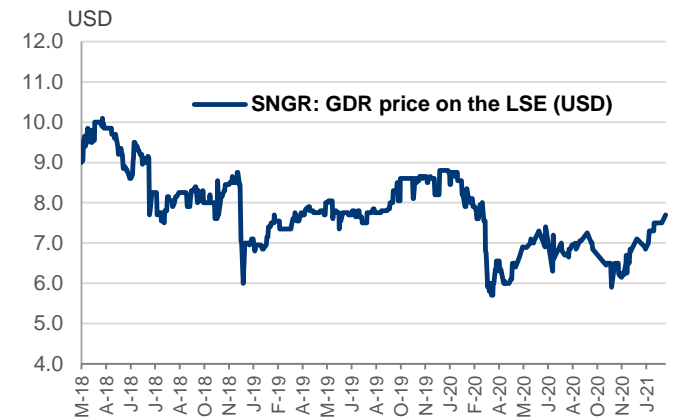
### 12M Total Traded Value (Q1/20 - Q4/20):

**817 mln RON or 0.7 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 2.6 bn\*)
- ❑ **The 3<sup>rd</sup> largest traded stock** on the BVB \*)
- ❑ Included in BVB's main indices (weighing 26% in energy and utilities BET-NG index, and between 7%-9% 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 Feb 22, 2020, and on BVB's latest 6M/12M trading statistics

# THANK YOU FOR YOUR ATTENTION !



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**Homepage:** [www.romgaz.ro](http://www.romgaz.ro)



### Financial Calendar - 2021

**Feb 25: Release of 2020 Preliminary Financial Results**

**Feb 26: Confcall with financial analysts and investors**

April 27: General Meeting of Shareholders for approval of 2020 Financial Results

April 28: Release of 2020 Annual Financial Results

May 14: Release of Q1 2021 Financial Results

May 17: Confcall with financial analysts and investors

Aug 13: Release of H1/Q2 2021 Financial Results

Aug 16: Confcall with financial analysts and investors

Nov 12: Release of 9M/Q3 2021 Financial Results

Nov 15: Confcall with financial analysts and investors