PTT Exploration and Production Public Company Limited

2014 Year-end Analyst Meeting Bangkok 18 February 2015





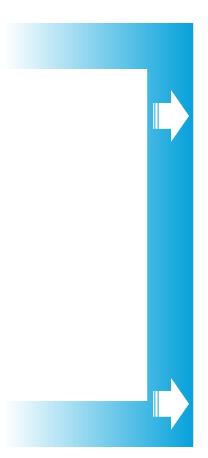
Dow Jones Sustainability Indices

In Collaboration with RobecoSAM @









2014 Highlights

- / SD
- Industry
- Key accomplishment
- Financial performance

Outlook

SSHE & SD

Became a listed member in DJSI and maintaining strong safety culture







2014 DJSI Listed Company

MEMBER OF

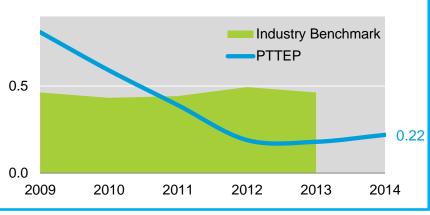
Dow Jones Sustainability Indices

In Collaboration with RobecoSAM (

Dow Jones Sustainability World Index Oil & Gas Sector

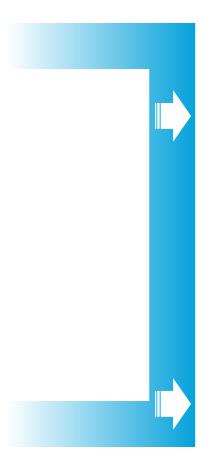
Above Industry Average Safety Record

of incidents per million man hours









2014 Highlights

- SD
- / Industry
- Key accomplishment
- Financial performance

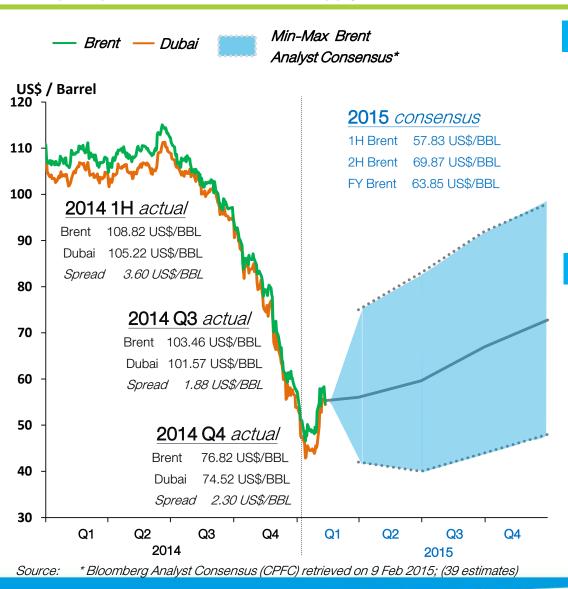
Outlook

Oil Price





Sharp drop due to concerns of oversupply



2014 Highlights



Increased US shale-oil production



OPEC maintains production



Weak global economic growth

Outlook



1H 2015: Continued oversupply;

Current cash costs and production are a function of historical spending.



2H 2015

Supply and Demand Rebalancing;

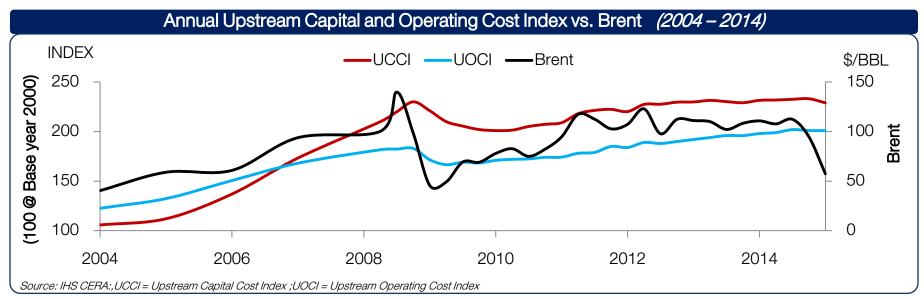
- 1) Global Demand recovery
- 2) Lower non-OPEC supply

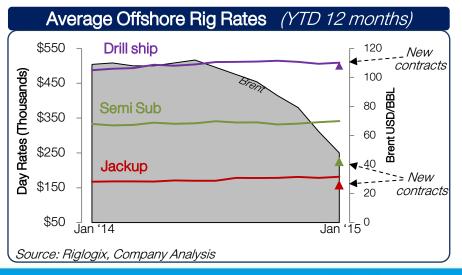
Industry Costs

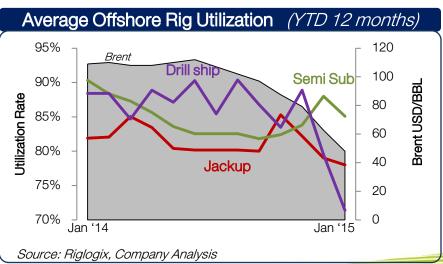




Cost adjustment is foreseeable; with some delay and at a smaller magnitude vs Brent





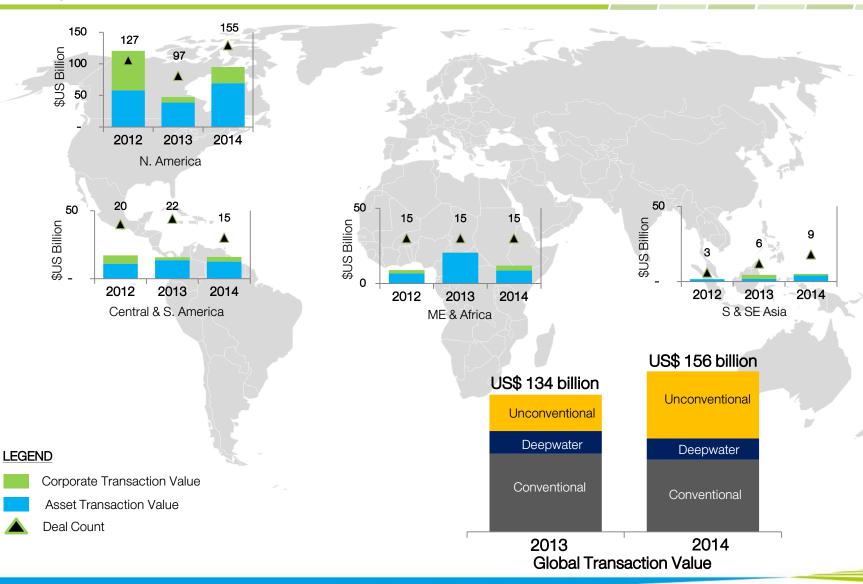


2014 M&A Recap





Activity focused in North American unconventional E&P assets



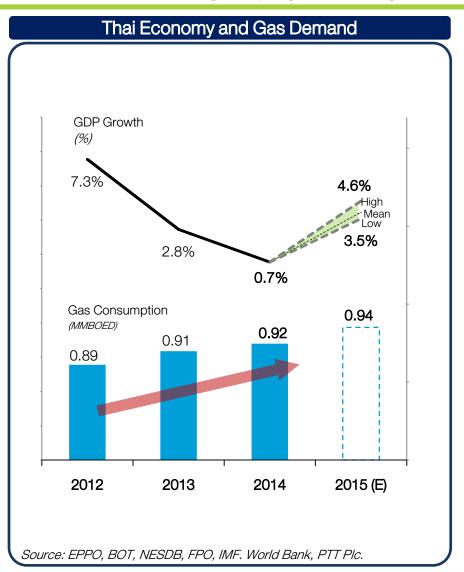
Source: IHS, Company Analysis,

Thai Economy, Gas Demand, Reforms





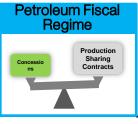
Gas demand continues to grow; progress is being made with the reform agenda



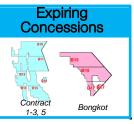
Upstream Energy Reform



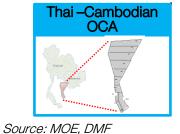
- Bid round is in progress.



 Thailand III Plus regime confirmed for the current bid round, except for Block G3/57, G5/57, G6/57



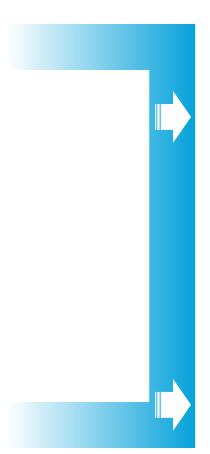
- Government targets to decide on framework by mid-2015
- Gas supply stability will be the key consideration



 Discussion resumes at the Government level to seek resolution on OCA







2014 Highlights

- SD
- Industry
- Key accomplishment
- Financial performance

Outlook

2014 Key Accomplishments

Delivered growth from robust operations and strategic fine-tuning







Strong production base from high-margin assets: 10% Growth

- Maintain domestic production to support energy demand
- ✓ Successfully commenced gas production from Zawtika
- Ramp-up production from Montara to full potential

Gaining clarity on resource potential through continued exploration

- ✓ Continued appraisal program in Zawtika, Myanmar M3 and Algeria HBR
- ✓ Kick-off Myanmar PSC-G & EP-2 exploration program.
- Additional exploration discovery in Mozambique Area 1

Active portfolio management for short-term and long-term growth

- Strengthen domestic base through Hess Thailand acquisition
- ✓ Restructured oil sands business through KKD asset swap
- ✓ Expanding exploration horizon into Brazil high-potential areas

Financially well-positioned against the oil price headwind

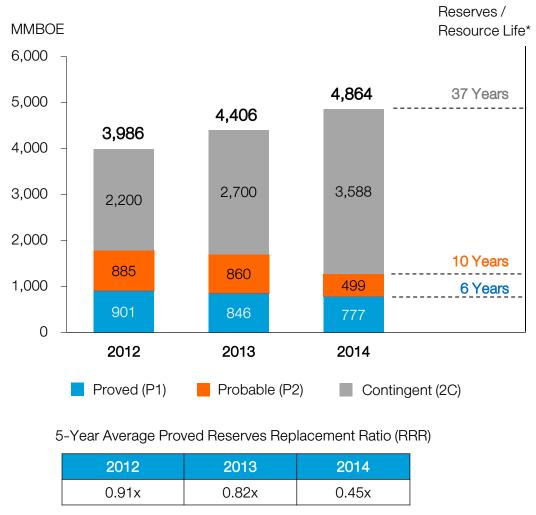
- ✓ Recorded >4 bn USD operating cash flow from higher sales volume
- ✓ Strategic funding of 1.6 bn USD to strengthen capital structure
- ✓ Balance dividend payment and cash flow with 4.50 THB/share dividend

Reserves and Resources

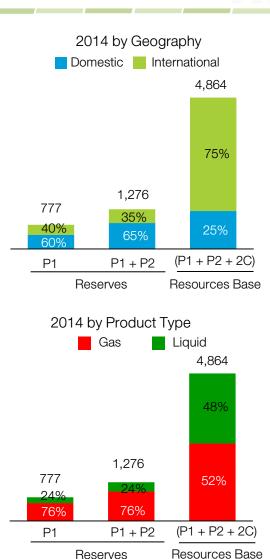
PTTEP



Target resource turnaround in the near future

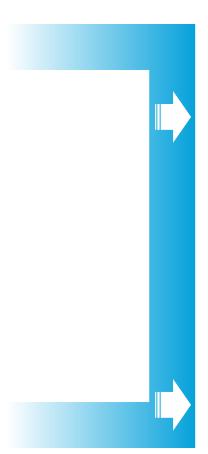


^{*} Based on total production of natural gas, crude oil (including bitumen) and condensate of 359 KBOED for the year ended December 31, 2014









2014 Highlights

- SD
- Industry
- Key achievement
- / Financial performance

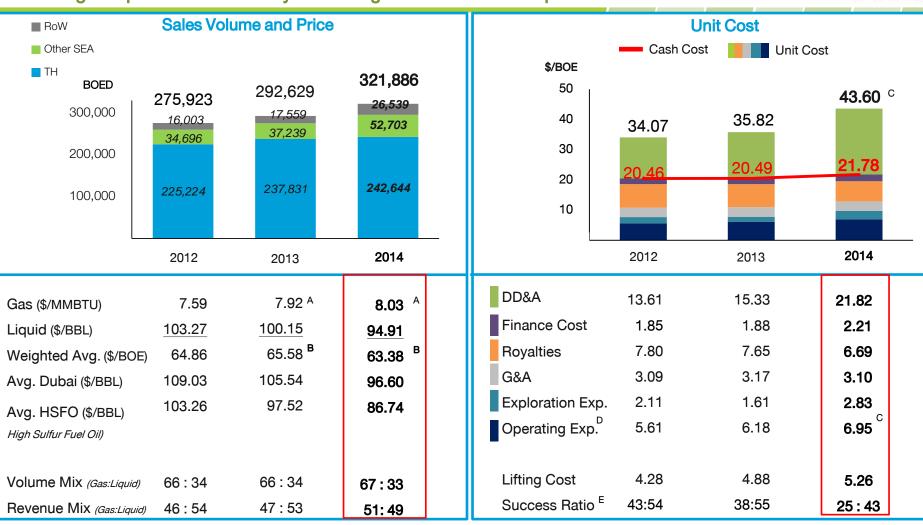
Outlook

Sales Volume & Unit Costs





Gas-weighted portfolio and healthy cash margin to weather low oil prices



A) If Vietnam 16-1 retroactive sales are excluded, gas price is 8.01\$ for 2013 and 8.07 \$ for 2014

- C) If exclude extra expense from Montara's Development well (H5):
- 2014 Operating Exp.: 6.53 \$/BOE / Unit cost: 43.18 \$/BOED) Exclude diluent cost for blending bitumen in KKD Oil Sands project
- E) Exploration and Appraisal wells

B) If Vietnam 16-1 retroactive sales are excluded, average selling price is

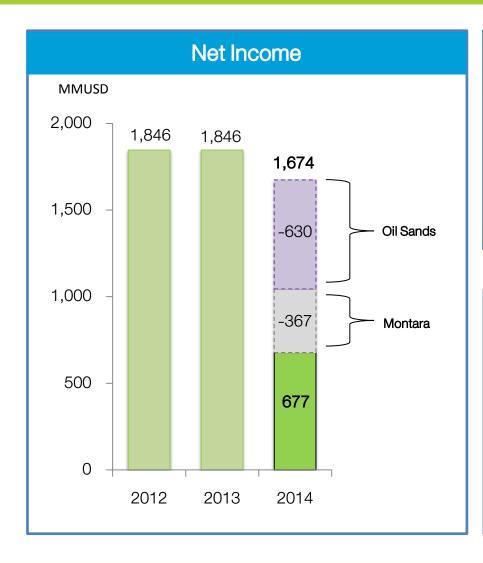
^{66.09 \$} for 2013 and 63.59 \$ for 2014

Net Income & Impairments









Factors affecting Impairment (per international accounting standard, IAS36)

- Product Price
- Development schedule
- Production Profile
- Cost Profile and etc.

Key Reasons for 2014 Impairment

Montara:

 Immediate exposure to the low oil price outlook

Mariana oil sand:

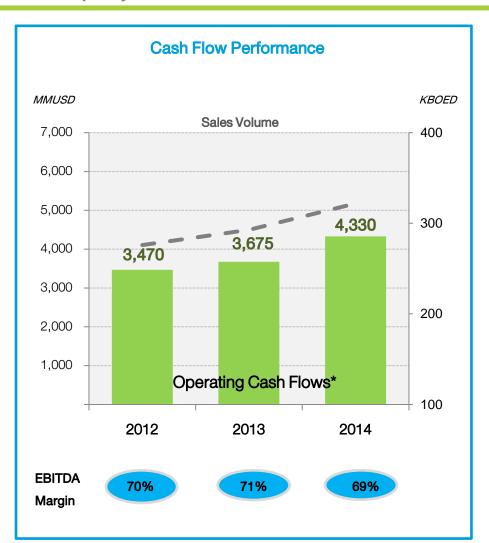
 Significant revision on timing and phasing of the development

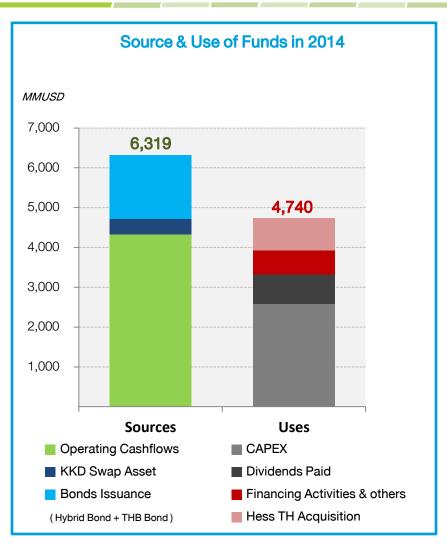
Cash Flow Performance

PTTEP



Robust liquidity to fund CAPEX and debt service





^{*} Net of adjustment for the effect of exchange rate changes on cash and cash equivalents. Operating cash flows before exchange rate effect adjustment is: 2012 = 3,455 MMUSD; 2013 = 3,740 MMUSD; 2014 = 4,320 MMUSD

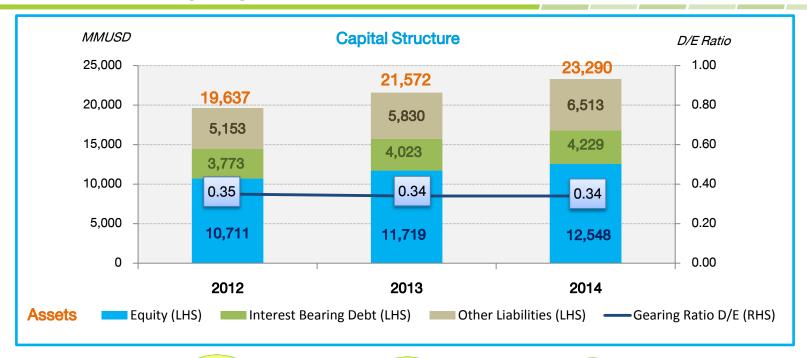
^{**} Operating cashflow included in Source of fund in 2014 is shown net of adjustment for the effect of exchange rate changes on cash and cash equivalents 4,320 MMUSD

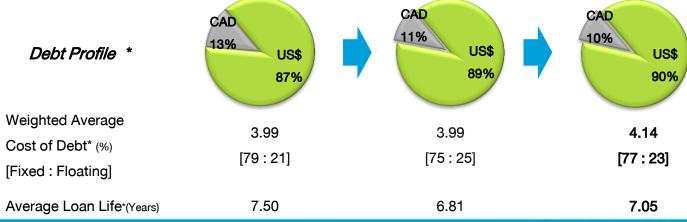
Financial Position





Strong balance sheet with low gearing









Dividend Payment History (Policy: No Less Than 30% of Net Income)



^{*} Subject to the 2015 Annual General Shareholders' Meeting approval

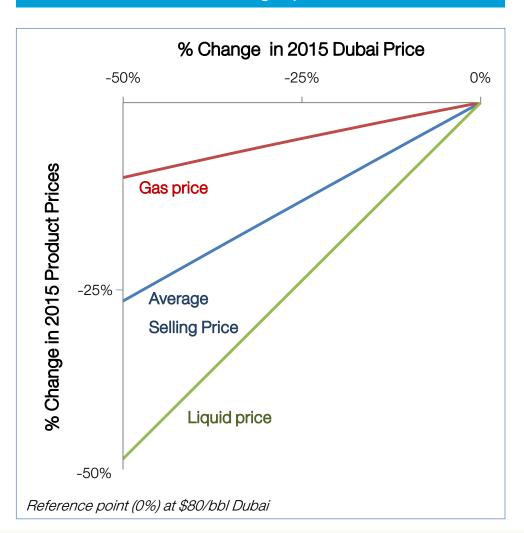
A glimpse of 2015 liquidity



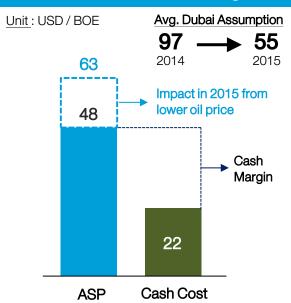


Strong cash margin from resilient gas price coupled with competitive cash cost

Resilient gas price



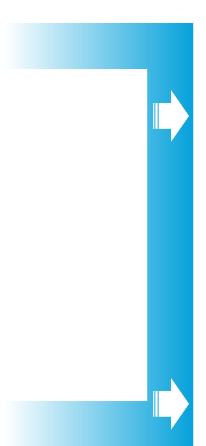
Protected cash margin



- ✓ Strong gas portfolio limits oil price downside
- Competitive cash cost supports healthy operating cash flow







2014 Highlights

- SD
- Industry
- Key accomplishment
- Financial performance

Outlook

2015 Priorities







Implication

Priorities in changing industry environment

Short term



Deliver 6% volume growth as planned



Focus on cost optimization and investment prioritization



Leverage strong balance sheet for value-creating growth opportunity

Medium term



Adopt a cautious approach on our pre-development assets e.g. Mariana Oil Sands, Algeria HBR, Cash Maple



Continue to focus on our core basins in the southeast Asia

Long term



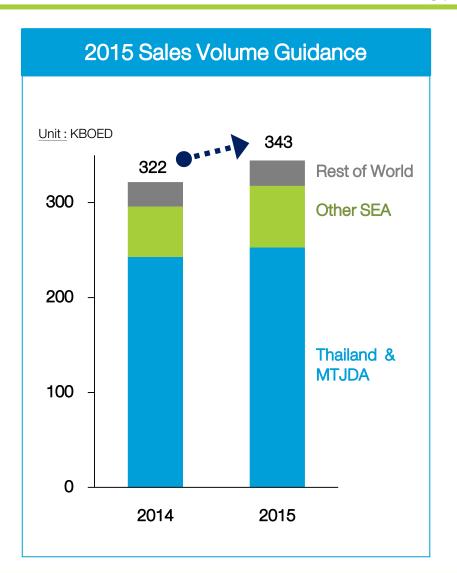
Reassess long term aspiration

Target 6% sales volume growth





Thailand and Southeast Asia continue to be the strong production base



Growth to be driven by



Zawtika delivers full year production at plateau rate



Full-year contribution from acquisition of Hess Thailand



Algeria 433a & 416b to start up in the second half

SAVE to be SAFE

Four levers to manage our capital efficiency

3





"Efficiency"

- Integrated activity planning
- Contract renegotiation and sourcing strategy
- Synergy & Standardization
- Inventory management

Cost Optimization

- ✓ Operational Excellence
- ✓ Supply chain savings
- Development cost improvement

Production Stabilization

- ✓ Operational reliability
- Field capacity vs nomination

"Productivity"

- Minimize unplanned shutdown
- Close coordination with PTT on gas nomination

"Effectiveness"

- Capital allocation
- Strengthen project management process

Financial & Portfolio Management

- ✓ Investment prioritization
- ✓ Exploration prioritization
- ✓ Risk management & hedging program

G&A Reduction & Culture

- ✓ G&A reduction
- ✓ Cost conscious culture

"Awareness"

- Manpower optimization
- Travelling expense management
- Culture of "Fit for Purpose",
 "Just-in-Time"

4







Fundamental change in E&P industry

- U.S. shale output re-shaping balance and dynamics of the oil market
- Expect market forces to rebalance but the path to price recovery is still uncertain
- The uncertainty also presents opportunities for industry's cost adjustment



Well prepared to weather downturn in oil price

- Cushion from gas-weighted volumes secured through long-term contracts
- Maintain competitive cash cost profile ensures positive operating cash flow
- Stringent financial discipline to ensure strong capital structure with low gearing and high liquidity



Our priorities for 2015

- Target 6% sales volume growth
- Focus on further cost optimization
- Prioritize investment in our exploration and pre-development portfolio
- Leverage strong balance sheet for value-creating M&A opportunity







For more information, please visit our website at

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Supplementary Index





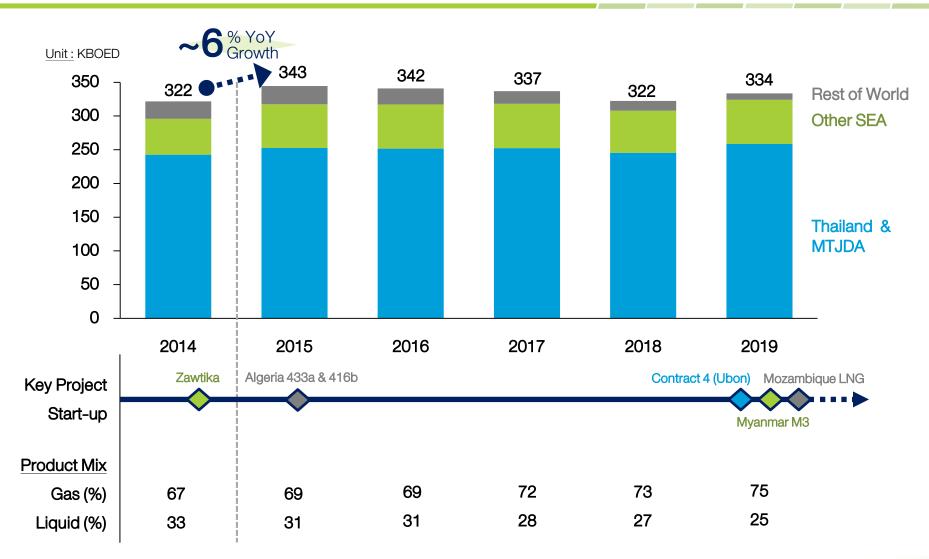
- 1 5 Year Investment Plan
- 2] 2015 Exploration Plan
- 3 Organization Structure
- 4] Project Details
- 5 Ratios & Formula

Sales Volume Profile





Stable volume from high value contributors in Thailand and Other SEA

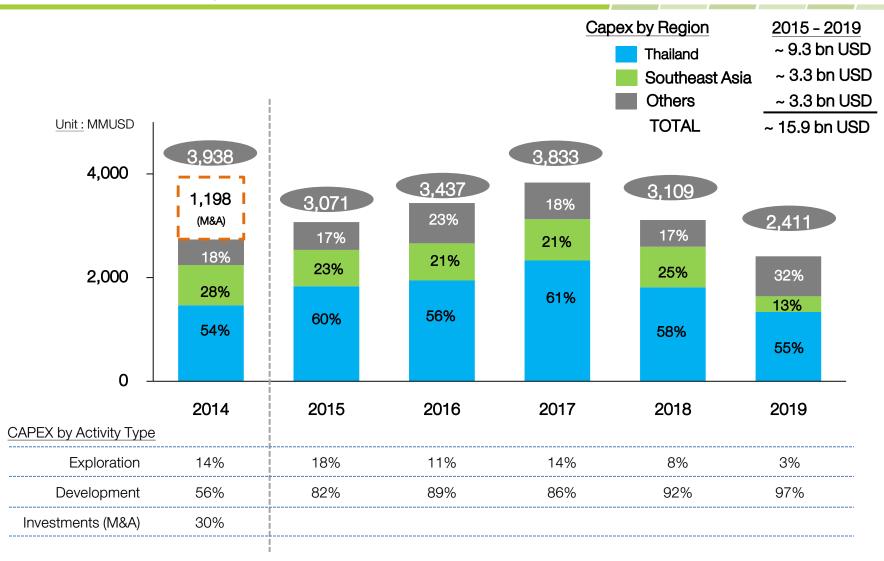


5-Year CAPEX Plan





~80% allocated to core operations in Southeast Asia



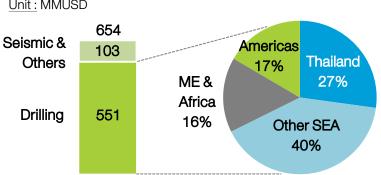
2015 Exploration Program

Focused on Key Growth Hub





Expenditure Summary Unit: MMUSD



- Focus on committed wells, fast conversion to reserves, low risk areas
- ~5% provisional expenditure

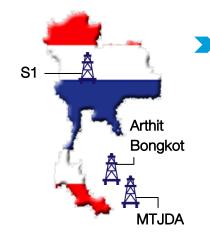
Keeping progress with exploration outside SEA





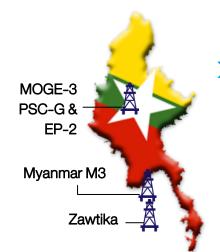


Key theme in Thailand and Myanmar



Thailand

Active exploration and appraisal to maintain production levels



Myanmar

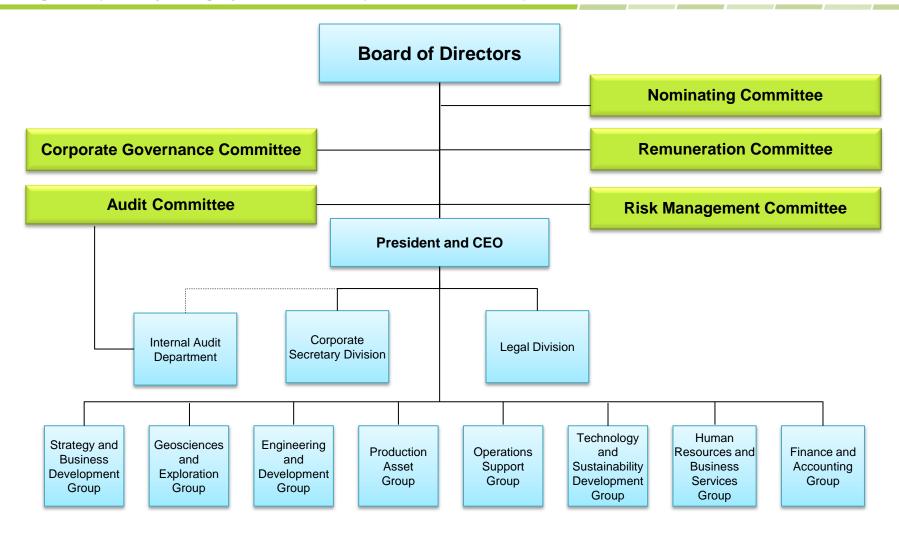
Continued exploration and appraisal program to support growth

Organizational Structure





Ensuring Transparency, Integrity, and Good Corporate Governance practices



Project Information 1/4

Production Phase: Thailand and JDA





	Project	PTTEP's	Partners		2014 Average Sales Volume *		2015 Key Activities
	,,,,,,,	Share	(as of 2	2014)	Gas	Oil and Other	1
Pro	duction Phas	<u>se</u>					
Tha	ailand and JD	<u>A</u>					
1	Arthit	80%	Chevron MOECO	16% 4%	218 MMSCFD	Condensate: 9.4 k BPD	Ensure gas deliverability level at DCQ** Drill Exploration / Appraisal wells/ Development wells. Install wellhead platforms.
2	B6/27	60%	JX NOEX	40%	N/A	N/A	Evaluate further potential of reservoir
3	B8/32 & 9A	25%	Chevron MOECO KrisEnergy PSTL	51.66% 16.71% 4.63% 2%	93 MMSCFD	Crude: 28 k BPD	Drill development wells
4	Bongkot	44.4445%	TOTAL British Gas	33.3333% 22.2222%	860 MMSCFD	Condensate: 28.8 k BPD	Ensure gas deliverability level at DCQ** Drill Exploration / Appraisal / Development wells Install wellhead platforms
5	Contract 3 (Formerly Unocal III)	5%	Chevron MOECO	71.25% 23.75%	606 MMSCFD	Crude: 21 k BPD Condensate: 16.9 k BPD	Drill Exploration / Appraisal / Development wells Install wellhead platforms
6	Contract 4 (Formerly Pailin)	60%	Chevron MOECO	35% 5%	374 MMSCFD	Condensate: 17.4 k BPD	Ensure gas deliverability level at DCQ** Drill Exploration / Appraisal / Development wells Install wellhead platforms Review development plan of Ubon field
7	E5	20%	ExxonMobil	80%	12 MMSCFD	-	
8	G4/43	21.375%	Chevron MOECO PSTL	51% 21.25% 6.375%	3.5 MMSCFD	Crude: 6.5 k BPD	Drill Exploration / Development wells Install wellhead platform
9	G4/48	5%	Chevron MOECO	71.25% 23.75%	9.4 MMSCFD	Crude: 1.7 k BPD	
10	L53/43 & L54/43	100%			-	Crude: 123 BPD	Drill Exploration Wells
11	PTTEP1	100%			-	Crude: 267 BPD	 Drill Appraisal / Development wells Perform waterflood activities
12	S1	100%			27 MMSCFD	Crude: 27.8 k BPD	 Maintain production level above 29 k BPD Continue Exploration appraisal and development activities
13	Sinphuhorm	55%	Apico ExxonMobil	35% 10%	105 MMSCFD	Condensate: 415 BPD	Drill development wells
14	MTJDA	50%	Petronas- Carigali	50%	332 MMSCFD	Condensate: 8.3 k BPD	Drill Exploration / Appraisal / Development wells Install wellhead platforms

^{*} Sales volume stated at 100% basis.

Project Information 2/4

Production Phase: Overseas





	Project	PTTEP's	Partners	e Sales Volume *	2015 Key Activities	
	1 10,000	Share	(as of 2014)	Gas	Oil and Other	1
Pro	Production Phase					
Ov	<u>erseas</u>					
15	Oman 44	100%		27 MMSCFD	Condensate: 2.2 k BPD	Drill Exploration / Appraisal / Development wells Maintain production rate
16	Vietnam 9-2	25%	PetroVietnam 50% SOCO 25%		Crude: 5.8 k BPD	Drill development wells Explore new reservoirs
17	Yadana	25.5%	TOTAL 31.24% Chevron 28.26% MOGE 15%		-	Drill Exploration / Appraisal wells
18	Yetagun	19.3178%	Petronas- Carigali MOGE 20.4541% Nippon Oil 19.3178% PC Myanmar (Hong Kong)		Condensate: 7.9 k BPD	Reservoir Management Well Intervention
19	Vietnam 16-1	28.5%	PetroVietnam 41% SOCO 28.5% OPECO 2%		Crude: 34.3 K BPD	Drill development wells Complete H5 development project
20	PTTEP Australasia (PTTEP AA)	20%-100% (varied by permits)		-	Crude: 18.6 k BPD	Drill an exploration well Assess resource potential of exploration permits
21	Natuna Sea A	11.5%	Premier Oil 28.67% KUFPEC 33.33% Petronas 15% Pertamina 11.5%		Crude: 1.5 k BPD	Drill Exploration / Appraisal / Development wells Maximize gas exports
22	Zawtika (M9 & a part of M11)	80%	Myanma Oil 20% and Gas Enterprise (MOGE)	147 MMSCFD	-	Maintain production rate Drill Exploration / Appraisal wells Install wellhead platforms

Sales volume stated at 100% basis.

Project Information 3/4

Development & Exploration Phase





	Project	PTTEP's Share	Partners (as of 2014)	2015 Key Activities	
<u>Dev</u>	velopment Phase :				
Tha	iland and JDA				
23	L22/43	100%		Drill Exploration / Appraisal / Development wells	
Overseas					
24	Algeria 433a & 416b (Bir Seba)	35%	PetroVietnam 40% Sonatrach 25%	1 ,	

	Project	PTTEP's Share	Partners (as of 2014)	2015 Key Activities			
Exp	Exploration Phase						
Tha	Thailand and JDA						
25	A4, 5 /48	100%		G&G Studies			
26	G9/43	100%		Acquire 3D seismic Drill Exploration / Appraisal wells			
27	L28/48	70%	Resourceful Petroleum 30 (Thailand)	 In process of plug and abandon (P&A) Ratana-1 and Ratana-2 well G&G Studies 			
Ove	<u>Overseas</u>						
28	Myanmar M3	80%	MOECO 20	Drill 5 appraisal wells & 1 exploration well Pre development Study			
29	Mozambique Rovuma Offshore Area 1	8.5%	Anadarko, Mitsui, 26.5%,20 ENH, Bharat Petroleum, 15%,10% BREML, OVL 10%,10	5, Prepare for Final Investment Decision (FID)			
30	Algeria Hassi Bir Rekaiz	24.5%	CNOOC 24.5 Sonatrach 51	Transaction and the second sec			
31	Indonesia Semai II	28.33%	Murphy 28.33 INPEX 28.33 PT Pertamina Hulu Energi 15 Semai II	6			

Project Information 4/4

PTTEP



Exploration Phase

	Project PTTEP's Partners			2015 Key Activities				
		Share	(as of 2014)					
Exp	exploration Phase (con't)							
Ov	erseas (con't)							
32	Indonesia South Mandar*	34%	Talisman 33% TOTAL 33%	G&G studies				
33	Indonesia Malunda	100%		G&G studies				
34	Myanmar M11	52.9412 %	TOTAL 47.0588%					
35	Vietnam B & 48/95	8.5%	Chevron 42.38% MOECO 25.62% PVEP 23.5%	Negotiate a GSA with the Vietnamese government				
36	Vietnam 52/97	7%	Chevron 43.4% PVEP 30% MOECO 19.6%	Negotiate a GSA with the Vietnamese government				
37	Myanmar PSC-G and EP-2	90%	WinPreciousResources 10%	Drill 4 exploration wells (2 wells in PSC G & 2 wells in EP 2)				
38	Mozambique Rovuma Onshore	10%	Anadarko, Maurel&Prom, 35.7%,27.7% ENH, Wentworth Resources 15%,11.6%	Drill an exploration well				
39	Kenya L10A	31.25%	BG, Pan Cont. 50%,18.75%	Conduct G&G studies				
40	Kenya L5, L7, L11, L11B, L12	10%	Anadarko, Total 50%,40%	Conduct G&G Studies Drill an Exploration well				
41	Myanmar MD 7 and MD 8	100%		Acquire 3D seismic				
42	Mariana Oil Sands	100%		FEED for the first production phase of the Thornbury field Conduct Winter Delineation Program				
43	Barreirinhas AP1	25%	BG Brasil 75%	Acquire 3D seismic				
44	MOGE 3	85%	Palang Sophon Offshore 10% WinPreciousResources 5%	Acquire 2D & 3D seismic				
45	Brazil BM-ES-23	20%	Petrobras 65% INPEX 15%	Drill 2 exploration wells				

^{*} Waiting for the official approval from Indonesian government to change the participation interest resulting from Talisman's withdrawal from the project.

Ratios & Formulas





Ratio	Formula
Lifting Cost (\$/BOE)	(Operating Exp. – Transportation Cost – Stock Variation – Other expense not related to lifting) / Production Volume
Cash Cost (\$/BOE)	(Operating Exp. + Exploration Exp. + SG&A + Royalty & SRB + Interest Expense) / Sales Volume
Unit Cost (\$/BOE)	(Operating Exp. + Exploration Expense + SG&A + Royalty + DD&A) / Sales Volume
Reserves Replacement Ratio	5-Yr Additional Proved Reserves / 5-Yr Production Volume
Reserves Life Index (Year)	Proved Reserves / Production Volume
Success Ratio	Number of wells with petroleum discovery / Total number of exploration and appraisal wells
EBITDA	(Sales + Revenue from pipeline transportation) - (Operating expenses + Exploration expenses + Administrative expenses + Petroleum royalties and remuneration + Management's remuneration)
EBITDA Margin	EBITDA / Sales Revenue
Total Interest Bearing Debt	Short-term loans from financial institution + Current portion of long-term debts + Bonds + Long-term loans from financial institution
Total Debt to Equity Ratio	Total interest bearing debt/ Shareholders' equity
Total Debt to EBITDA Ratio	Total interest bearing debt / Trailing-12-month EBITDA
Dividend Payout Ratio	Dividend Payment / Net Profit