

Q3 2015 Analyst Meeting Bangkok 9 November 2015



Dow Jones Sustainability Indices





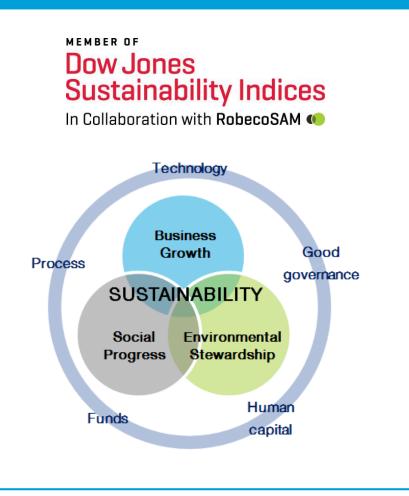
**Industry Update** 

**Performance Highlights & Strategy** 

9M 2015 Financial Results & Outlook

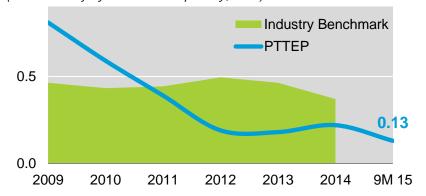


### Affirming our path to sustainable development



### Above Industry Average Safety Record

# of incidents per million man hours (Lost time injury incident frequency, LTIF)



The safety of PTTEP employees and contractors in every aspect of our operations is the key success to achieve the goal of "Target Zero"



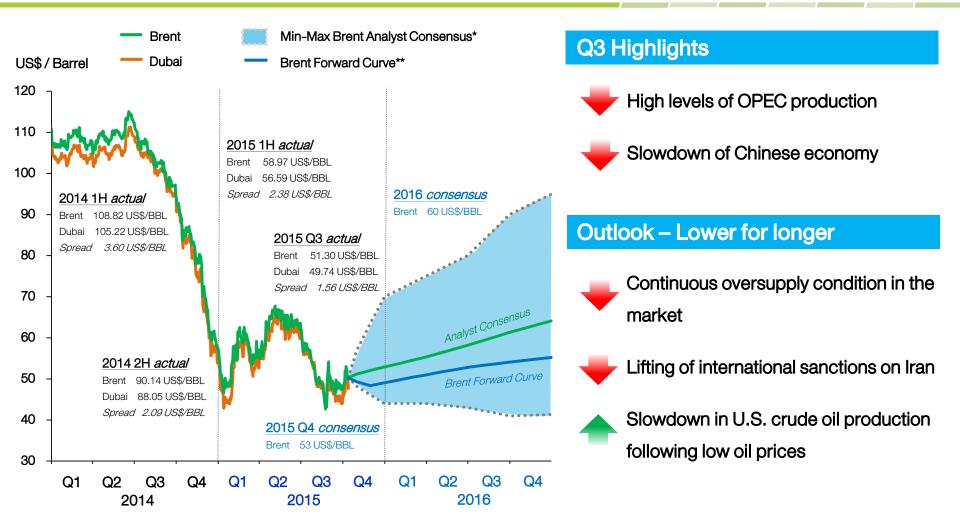




### **Oil Prices**

#### Oil prices fell in Q3 as market continues to be oversupplied



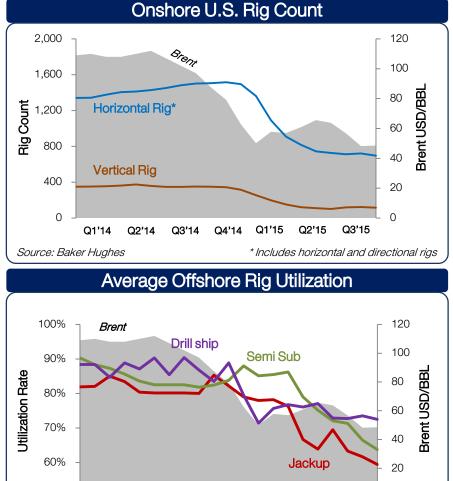


Remark: \* Bloomberg Analyst Consensus (CPFC) as of 12 October 2015 (45 estimates)

\*\* Brent Forward Curve as of 30 September 2015

#### Onshore U.S. rig count and offshore rig utilization remain low





50%

Q1'14

Source: Riglogix, Company Analysis

Q2'14

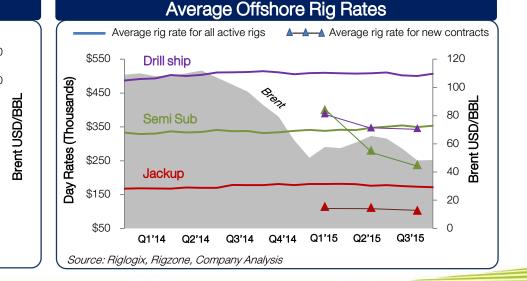
Q3'14

Q4'14

Q1'15

Q2'15

- Spending cuts within the industry intensify
- Lower drilling activities globally reflected through declining rig utilization
- Cost reduction seen in rig costs as well as other areas including operating and G&A expenses

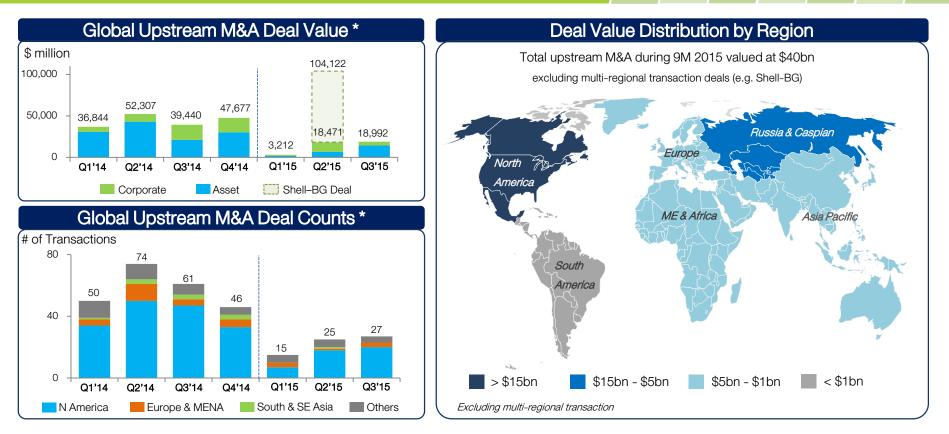


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Q3'15

Uncertainty in oil price outlook continues to create disconnect between buyers and sellers PT1





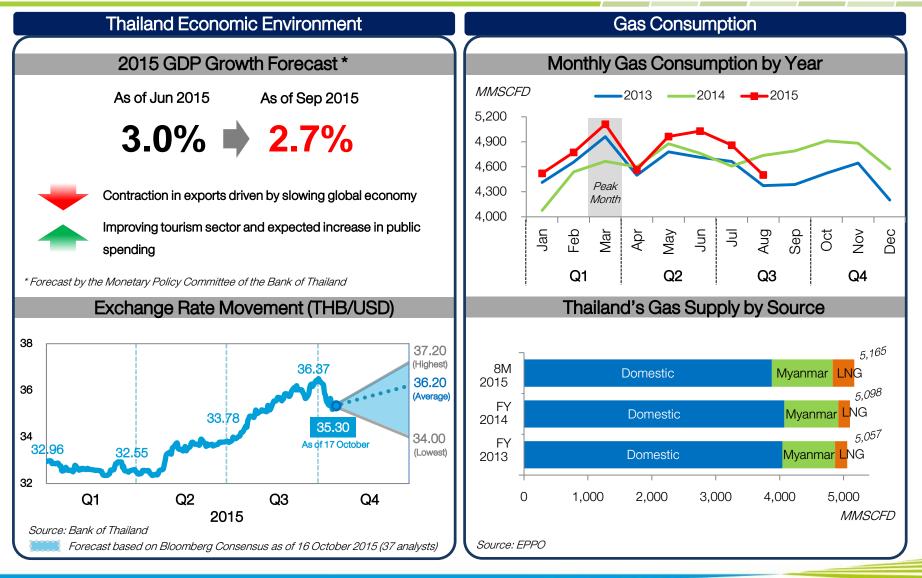
#### Differing price expectations by sellers and buyers remain

- Q3 deal activity stalled after a brief recovery during Q2.
- Over \$25Bn (YTD) of high profile corporate deals cancelled due to rejection by key shareholders/BoD
- \* Includes transactions where value > US\$100 million Source: IHS, 1Derrick, Company Website

### **Thailand Updates**

Gas demand continues to grow; while Baht currency has been very volatile







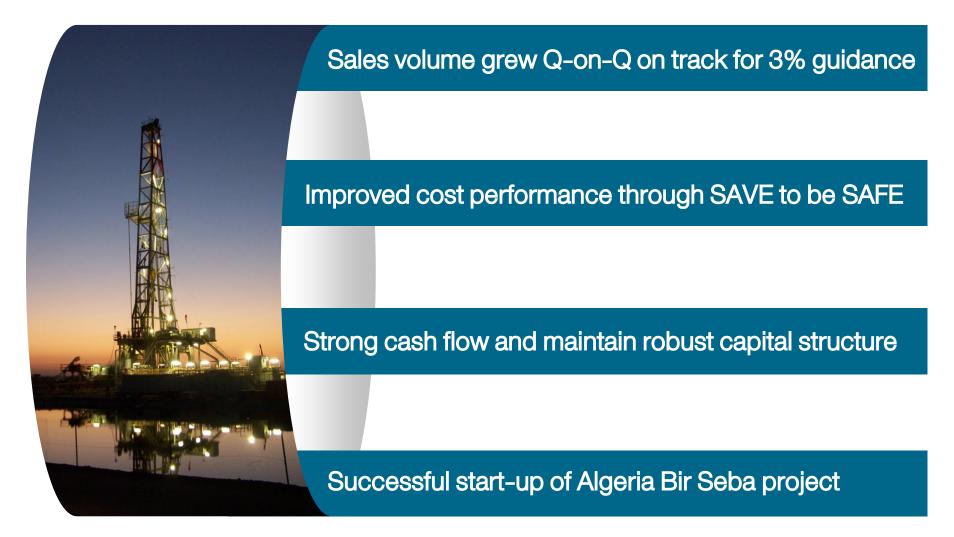


**Industry Update** 

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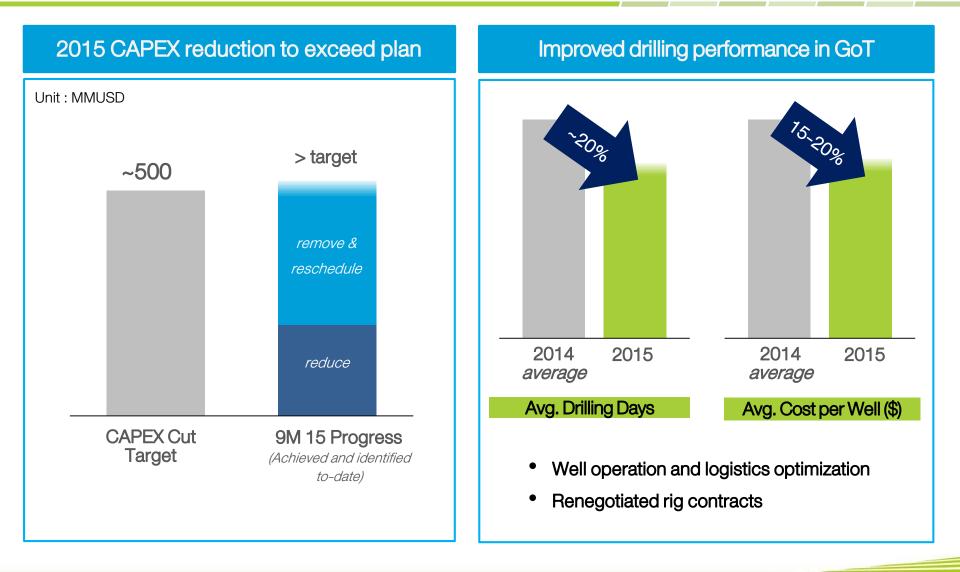
Solid performances achieved on both operational and financial fronts



10/21

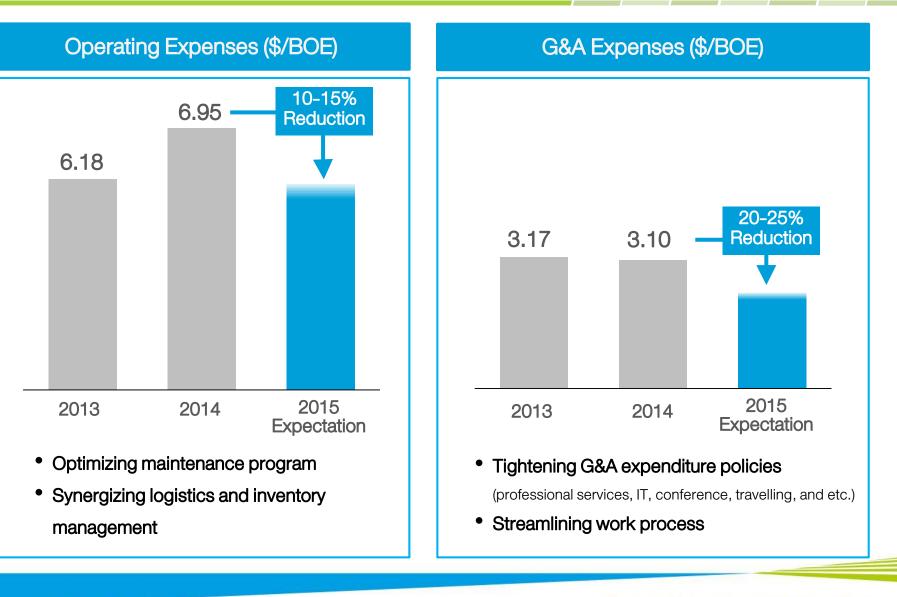
Heading towards leaner, more cost conscious and efficient operations





Prudent and disciplined cost reduction measures to both OPEX and G&A





# **Reaffirm strategic priorities (1 / 2)**

Maintain financially strong during the downturn





### Pursue new investment opportunities

# Sales volume growth through safe and reliable operations Self-sustainable cash flow from existing operations and strong financial position to support investment Use of oil price hedging to protect baseline cash flow and net income under volatile oil price environment

Continued emphasis on **cost reduction** 

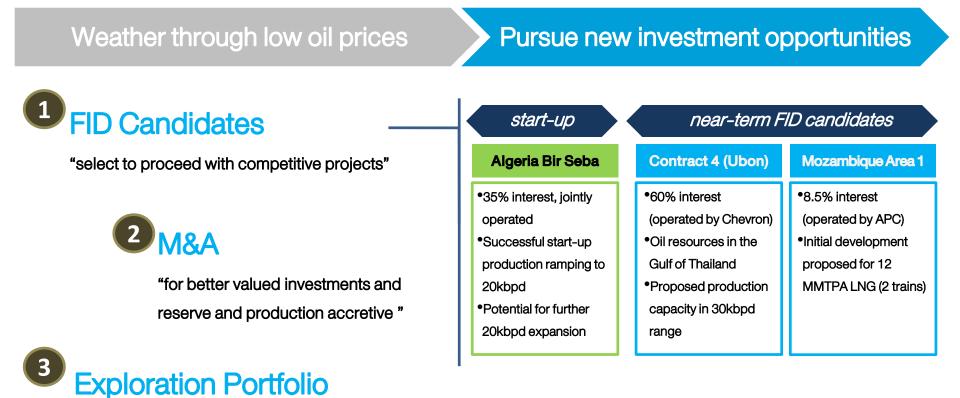
### Optimize capital allocation and align investment schedule

with production and growth plan

"revitalize for future organic growth"

New investment opportunities assessed against the "new normal" in price and cost





Cautiously approach and select compelling investment opportunities to support reserve and production growth



Sustainable Development

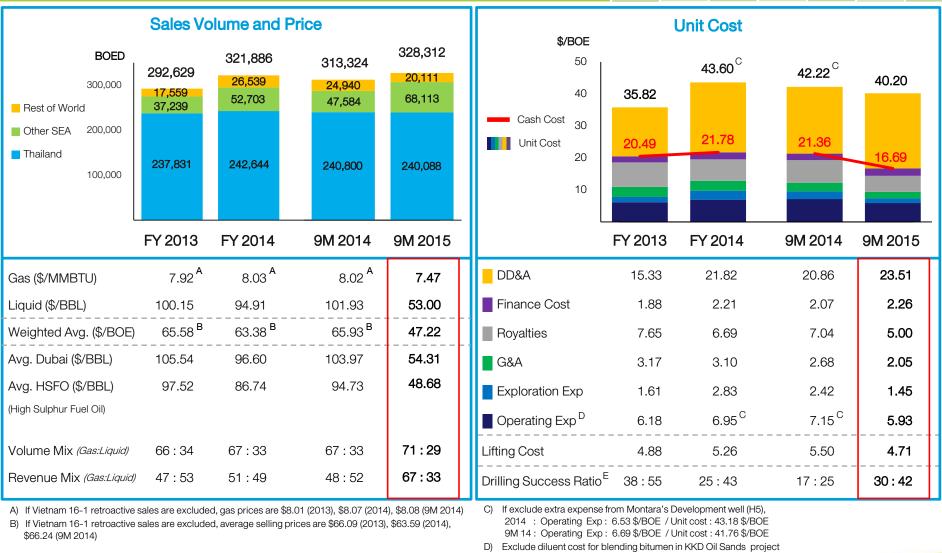
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Continuing sales volume growth and improved unit cost performance



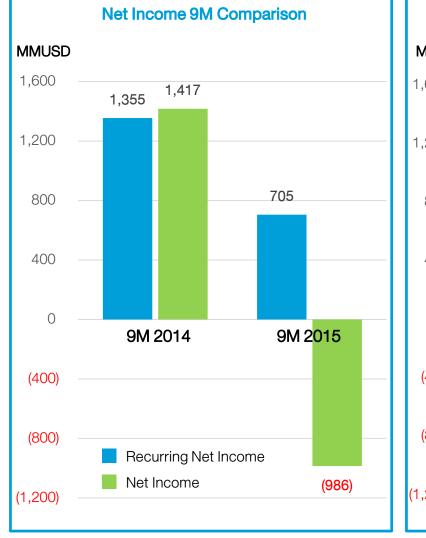


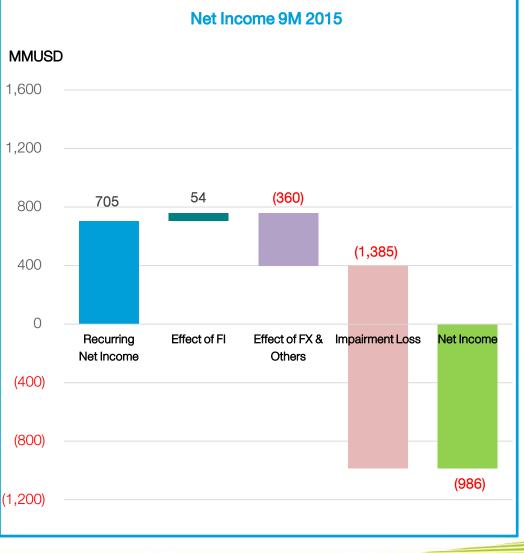
E) Successful wells : Total wells (includes Exploration and Appraisal wells)

### **Net Income Breakdown**

#### Net income primarily hurt by impairment loss





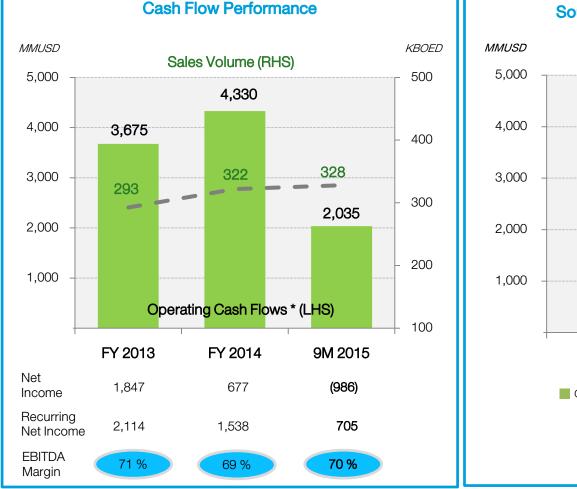


Passion to Explore for a Sustainable Future

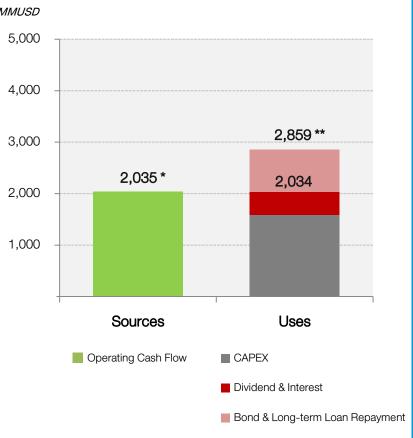
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#### Robust liquidity to fund CAPEX and debt service





#### Source & Use of Funds in 9M 2015



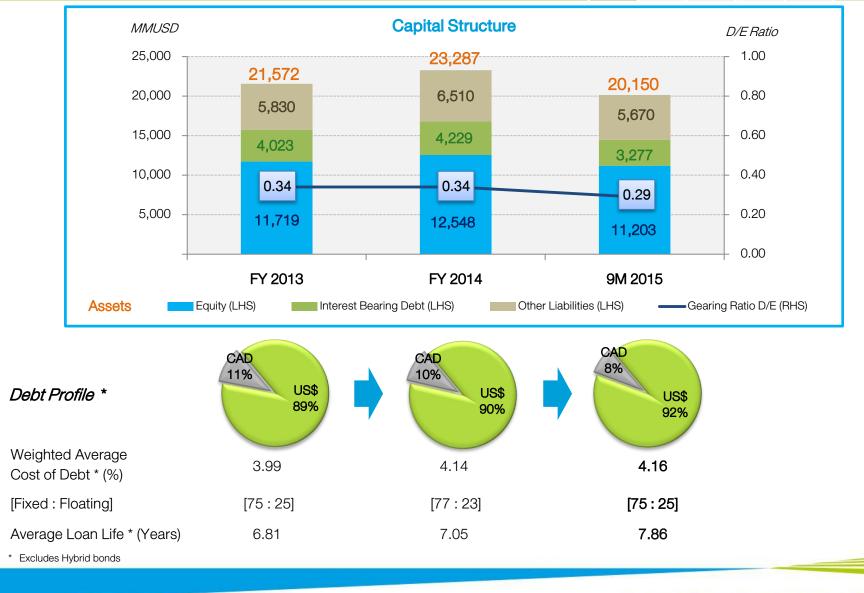
\* Net of adjustment for the effect of exchange rate changes on cash and cash equivalents. Operating cash flows before exchange rate effect adjustment is:

FY 2013 = 3,740 MMUSD ; FY 2014 = 4,320 MMUSD ; and 9M 2015 = 2,071 MMUSD

\*\* Excludes cash flows for investing in short-term investments (Fixed deposit > 3 months) of 782 MMUSD

#### Healthy balance sheet with low gearing ratio





## 2015 Outlook





Q4 2015	Outlook
Sales Volume	~ 335 KBOED
Average Gas Sales Price	~ 6.3 USD / MMBTU
EV 0015	Outlook
FY 2015	Ouliook
Sales Volume Growth	~ 3% (per target)
Average Gas Sales Price*	~ 7.2 USD / MMBTU
Gas / Liquid Volume Mix %	~ 70:30
Expected EBITDA Margin*	~ 70%
Expected Operating Cash Flow*	~ 3bn USD

\* Assume average Dubai price in 2015 at 53 USD/BBL





For more information, please visit our website at

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Passion to Explore for a Sustainable Future

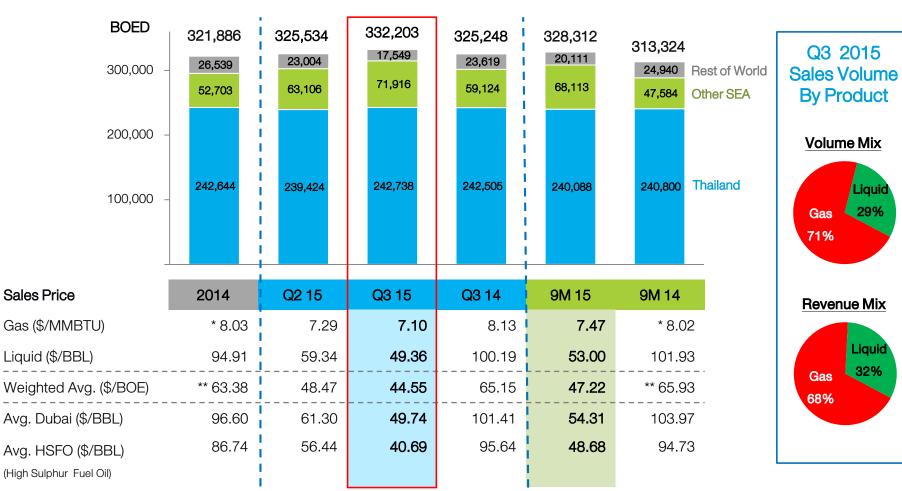
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Sales volume rebounded in Q3 2015; while ASP decreased from lowered oil prices





Sales Volume

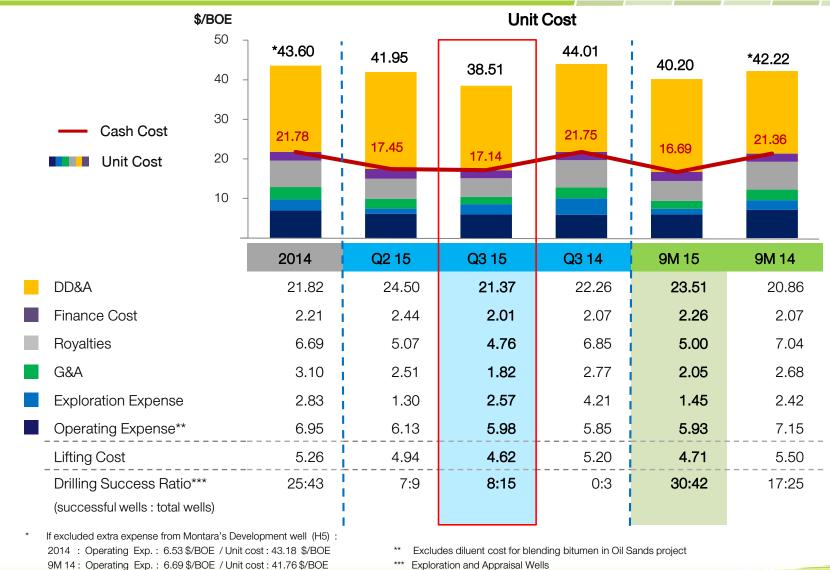
Gas price, if excludes Vietnam 16-1 retroactive sale recording, is \$8.07 for 2014 / \$8.08 for 9M 14

\*\* Average selling price, if excludes Vietnam 16-1 retroactive sale recording is \$63.59 for 2014 / \$66.24 for 9M 2014

### **Operating Performance**

Improved unit cost performance despite higher exploration write-off





Note : The formulas for calculating ratios are provided in Supplement 4 / 4 for your reference Supplement 1.2 / 4



#### Healthy EBITDA margin

	Q2 15	Q3 15	Q3 14 **	9M 15	9M 14 **
Sales Revenue * (MMUSD)	1,466	1,391	1,996	4,328	5,789
EBITDA (MMUSD)	1,022	929	1,409	3,035	4,086
Net Income (MMUSD)	35	(1,284)	477	(986)	1,417
Recurring Net Income (MMUSD)	194	264	426	705	1,355
Earning Per Share (USD)	0.005	(0.32)	0.12	(0.25)	0.36
Key Financial Ratios					
EBITDA Margin (%)	70	67	71	70	71
Return on Equity (%) (LTM)	0.28	(14)	13	(14)	13
Return on Capital Employed (%) (LTM)	1	(10)	11	(10)	11
Return on Equity (%) (LTM, Recurring Net Income)	8	7	14	7	14
Return on Capital Employed (%) (LTM, Recurring Net Income)	7	6	11	6	11

\* Includes revenue from pipeline transportation

\*\* Restated

Note : The formulas for calculating ratios are provided in Supplement 4 / 4 for your reference Supplement 1.3 / 4

#### Healthy balance sheet with low gearing ratio



	Q2 15	Q3 15	Q3 14**	9M 15	9M 14**
Total Assets (MMUSD)	22,359	20,150	23,015	20,150	23,015
- Cash & cash equivalents* (MMUSD)	3,737	3,106	3,548	3,106	3,548
Total Liabilities (MMUSD)	9,720	8,946	9,698	8,946	9,698
- Interest bearing debt (MMUSD)	4,183	3,277	4,256	3,277	4,256
Equity (MMUSD)	12,639	11,203	13,317	11,203	13,317
Key Financial Ratios					
Total Debt to Equity (X)	0.33	0.29	0.32	0.29	0.32
Net Debt to Equity (X)	0.04	0.02	0.05	0.02	0.05
Total Debt to Capital (X)	0.25	0.23	0.24	0.23	0.24
Total Debt to EBITDA (X)	0.89	0.77	0.80	0.77	0.80
Net Debt to EBITDA (X)	0.09	0.04	0.13	0.04	0.13
EBITDA Interest Coverage (X)	24	23	28	23	28
Credit Ratings :	BBB+ (S&P), Baa1 (M	oody's), AAA (Tl	RIS)		
Weighted Average Cost of Debt*** :	4.16%				

7.86 years

Average Loan Life\*\*\* :

\* Cash & Cash Equivalents include Short-term Investments (Fixed deposit > 3 months) Net Debt = Total Debt less Cash & Cash Equivalents and Short-term Investments

- \*\* Restated
- \*\*\* Excludes hybrid bonds

Note : The formulas for calculating ratios are provided in Supplement 4 / 4 for your reference Supplement 1.4 / 4

### **Project Information 1/4**



#### **Production Phase: Thailand and JDA**

	Project	Status*	PTTEP's	Parti	ners	9M 2015 Average	Sales Volume **	2015 Key Activities
			Share	(as of Q	3 2015)	Gas	Oil and Other	
Pro	duction Phase	<u>e</u>						
Tha	ailand and JDA	<u> </u>						
1	Arthit	OP	80%	Chevron MOECO	16% 4%	210 MMSCFD	Condensate: 9 k BPD	<ul> <li>Ensure gas deliverability level at DCQ****</li> <li>Drill Exploration / Appraisal wells/ Development wells</li> <li>Install wellhead platforms</li> </ul>
2	B6/27	OP	100%***			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%	90 MMSCFD	Crude: 25 k BPD	Drill development wells
4	Bongkot	OP	44.4445 %	TOTAL British Gas	33.3333% 22.2222%	898 MMSCFD	Condensate: 28.8 k BPD	<ul> <li>Ensure gas deliverability level at DCQ****</li> <li>Drill Exploration / Appraisal / Development wells</li> <li>Install wellhead platforms</li> </ul>
5	Contract 3 (Formerly Unocal III)		5%	Chevron MOECO	71.25% 23.75%	558 MMSCFD	Crude: 19.3 k BPD Condensate: 19.3 k BPD	<ul> <li>Drill Exploration / Appraisal / Development wells</li> <li>Install wellhead platforms</li> </ul>
6	Contract 4 (Formerly Pailin)		60%	Chevron MOECO	35% 5%	303 MMSCFD	Condensate: 13.9 k BPD	<ul> <li>Ensure gas deliverability level at DCQ****</li> <li>Drill Exploration / Appraisal / Development wells</li> <li>Install wellhead platforms</li> <li>Review development plan of Ubon field</li> </ul>
7	E5		20%	ExxonMobil	80%	12 MMSCFD	-	
8	G4/43		21.375%	Chevron MOECO PSTL	51% 21.25% 6.375%	2 MMSCFD	Crude: 6.5 k BPD	Drill Exploration / Development wells     Install wellhead platform
9	G4/48		5%	Chevron MOECO	71.25% 23.75%	5.3 MMSCFD	Crude: 850 BPD	
10	L53/43 & L54/43	OP	100%			-	Crude: 297 BPD	Drill Exploration Wells
11	PTTEP1	OP	100%			-	Crude: 385 BPD	<ul> <li>Drill Appraisal / Development wells</li> <li>Perform waterflood activities</li> </ul>
12	S1	OP	100%			26 MMSCFD	Crude: 28.7 k BPD	Continue Exploration appraisal / development activities
13	Sinphuhorm	OP	55%	Apico ExxonMobil	35% 10%	121 MMSCFD	Condensate: 467 BPD	Drill development wells
14	MTJDA	JOC	50%	Petronas- Carigali	50%	321 MMSCFD	Condensate: 6.7 k BPD	<ul> <li>Drill Exploration / Appraisal / Development wells</li> <li>Install wellhead platforms</li> </ul>
15	L22/43	OP	100%			-	Crude: 47 BPD	Drill Exploration / Appraisal / Development wells

\* Status: OP = PTTEP operatorship / JOC = PTTEP joint operatorship

\*\*\* New participating interest subject to government approval

\*\* Sales volume stated at 100% basis.

\*\*\*\* DCQ = Daily Contractual Quantity

Supplement 2.1 / 4

### **Project Information 2/4**



#### **Production Phase: Overseas**

	Project	Status* PTTEP's Share Partners 9M 2015 Average Sales Volume **				rage Sales Volume **	2015 Key Activities
				(as of Q3 2015)	Gas	Oil and Other	1
Pro	oduction Phase						
Ov	erseas						
16	Oman 44	OP	100%		21 MMSCFD	Condensate: 1.1 k BPD	<ul> <li>Drill Exploration / Appraisal / Development wells</li> <li>Maintain production rate</li> </ul>
17	Vietnam 9-2	JOC	25%		50% 13 MMSCFD 25%	Crude: 4.3 k BPD	Drill development wells     Explore new reservoirs
18	Yadana		25.5%	Chevron 28.2	24% 784 MMSCFD 26% 15%	-	Drill Exploration / Appraisal wells
19	Yetagun		19.3178%	Petronas- 30.001/ Carigali MOGE 20.45/ Nippon Oil 19.31 PC Myanmar 10.908 (Hong Kong)	41% 78%	Condensate: 6.5 k BPD	Reservoir Management     Well Intervention
20	Vietnam 16-1	JOC	28.5%		41% 16 MMSCFD 5.5% 2%	Crude: 30.4 K BPD	Drill development wells     Complete H5 development project
21	PTTEP Australasia (PTTEP AA)	OP	20%-100% (varied by permits)		-	Crude: 15.1 k BPD	<ul> <li>Drill an exploration well</li> <li>Assess resource potential of exploration permits</li> </ul>
22	Natuna Sea A		11.5%	KUFPEC 33. Petronas	67% 206 MMSCFD 33% 15% .5%	Crude: 1.3 k BPD	<ul> <li>Drill Exploration / Appraisal / Development wells</li> <li>Maximize gas exports</li> </ul>
23	Zawtika (M9 & a part of M11)	OP	80%	Myanma Oil 2 and Gas Enterprise (MOGE)	20% 312 MMSCFD	-	<ul> <li>Maintain production rate</li> <li>Drill Exploration / Appraisal wells</li> <li>Install wellhead platforms</li> </ul>

\* Status: OP= PTTEP operatorship / JOC = PTTEP joint operatorship

\*\* Sales volume stated at 100% basis

### **Project Information 3/4**



#### **Development & Exploration Phase**

	Project	oject Status* PTTEP's Partners Share (as of Q3 2015)				2015 Key Activities
	velopment Phas erseas	<u>se</u> :				
24	Algeria 433a & 416b (Bir Seba)	JOC	35%	PetroVietnam Sonatrach	40% 25%	<ul> <li>Continue Engineering, Procurement &amp; Construction (EPC) work</li> <li>Commenced its first production with current flow rate of approximately 20,000 BPD</li> </ul>

	Project	Status*	PTTEP's Share	Partners (as of Q3 2015)		2015 Key Activities
<u>Ex</u>	ploration Phase					
Th	ailand and JDA					
25	G9/43	OP	100%			Acquire 3D seismic     Drill Exploration / Appraisal wells
26	L28/48	OP	70%	Resourceful Petroleum (Thailand)	30%	<ul> <li>In process of plug and abandon (P&amp;A) Ratana-1 and Ratana-2 well</li> <li>G&amp;G Studies</li> </ul>
<u>0v</u>	erseas					
27	Myanmar M3	OP	80%	MOECO	20%	<ul> <li>Drill 5 appraisal wells</li> <li>Conduct Pre development Study</li> </ul>
28	Mozambique Rovuma Offshore Area 1		8.5%	ENH, Bharat Petroleum, 1	5%,20% 5%,10%, 10%,10%	<ul> <li>Prepare for Final Investment Decision (FID)</li> </ul>
29	Algeria Hassi Bir Rekaiz	OP	24.5%	CNOOC Sonatrach	24.5% 51%	

\* Status: OP = PTTEP operatorship / JOC = PTTEP joint operatorship

### **Project Information 4/4**



#### **Exploration Phase**

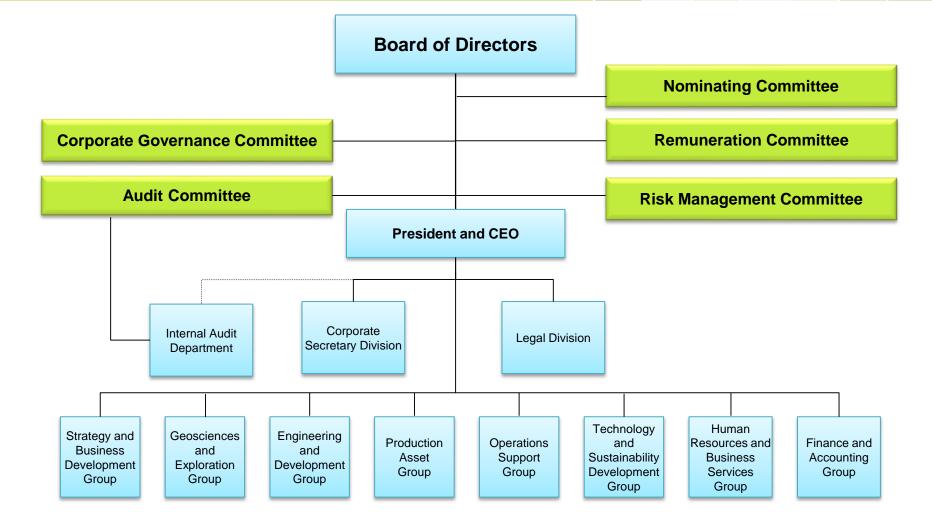
	Project	Status*	PTTEP's Share	Partners (as of Q3 2015)			2015 Key Activities			
<u>Ex</u>	xploration Phase (con't)									
<u>Ov</u>	erseas (con't)									
30	Myanmar M11	OP	100 %**							
31	Vietnam B & 48/95		8.5%		42.38% 25.62% 23.5%	•	Negotiate a GSA with the Vietnamese government			
32	Vietnam 52/97		7%	Chevron PVEP MOECO	43.4% 30% 19.6%	•	Negotiate a GSA with the Vietnamese government			
33	Myanmar PSC-G and EP-2	OP	70%	WinPreciousResources MOECO Palang Sophon Offshore	10% 10% 10%	•	Drill 4 exploration wells (2 wells in PSC G & 2 wells in EP 2)			
34	Kenya L11A, L11B, L12		10%	Anadarko, Total, ENI 50%,30	0%,10%	•	Conduct G&G Studies			
35	Myanmar MD 7 and MD 8	OP	100%			•	Acquire 3D seismic			
36	Mariana Oil Sands	OP	100%			•	Conduct Winter Delineation Program Prepare regulatory application to submit to the government of Alberta for Thornbury Phase 1 development			
37	Barreirinhas AP1		25%	BG Brasil	75%	•	Prepare EIA in preparation for 3D seismic survey			
38	MOGE 3	OP	85%	Palang Sophon Offshore WinPreciousResources	10% 5%	•	Submit EIA in preparation for 2D&3D seismic survey			
39	Brazil BM-ES- 23		20%	Petrobras INPEX	65% 15%	•	Drill 2 exploration wells			

Remarks: 39 projects exclude 4 projects that are pending official withdrawal approval

\* Status: OP= PTTEP operatorship / JOC = PTTEP joint operatorship
 \*\* New participating interest subject to government approval

Ensuring Transparency, Integrity, and Good Corporate Governance practices







Ratio	Formula
Lifting Cost (\$/BOE)	(Operating Exp.) / Production Volume
Cash Cost (\$/BOE)	(Operating Exp. + Exploration Exp. + G&A + Royalties + Finance Cost) / Sales Volume
Unit Cost (\$/BOE)	(Operating Exp. + Exploration Exp. + G&A + Royalties + Finance Cost + 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
Sales Revenue	Sales + Revenue from pipeline transportation
EBITDA	(Sales + Revenue from pipeline transportation) - (Operating expenses + Exploration expenses + Administrative expenses + Petroleum royalties and remuneration + Management's remuneration)
EBITDA Margin	EBITDA / Sales Revenue
Return on Equity	Trailing-12-month net income / Average shareholders' equity between the beginning and the end of the 12-month period
Return on Capital Employed	(Trailing-12-month net income + Trailing-12-month Interest Expenses & Amortize Bond Issuing Cost) / (Average shareholders' equity and average total debt between the beginning and the end of the 12-month period)
Total Debt	Short-term loans from financial institution + Current portion of long-term debts + Bonds + Long-term loans from financial institution
Net Debt	Total Debt – Liquidity
Debt to Equity	Total Debt / Shareholders' equity
Net Debt to Equity	Net Debt / Shareholders' equity
Total Debt to Capital	Total Debt / (Total Debt + Shareholders' Equity)
Total Debt to EBITDA	Total Debt / Trailing-12-month EBITDA
Net Debt to EBITDA	Net Debt / Trailing-12-month EBITDA
EBITDA Interest Coverage Ratio	Trailing-12-month EBITDA / Trailing-12-month Interest Expenses & Amortize Bond Issuing Cost