



**PTTEP**

MEMBER OF  
**Dow Jones**  
**Sustainability Indices**  
In Collaboration with RobecoSAM

# Q3 2019 Financial Results

Conference Call  
30 October 2019





# Summary of Q3 2019 Financial Results

Soften net income QoQ mainly from declining oil price and well written-off



Unit : MMUSD

Statement of Income	Q2 19	Q3 19	% QoQ	Q3 18	% YoY	9M 19	9M 18	% YTD
<b>Total Revenues</b>	<b>1,573</b>	<b>1,593</b>	<b>1%</b>	<b>1,398</b>	<b>14%</b>	<b>4,572</b>	<b>3,960</b>	<b>15%</b>
Sales	1,469	1,494	2%	1,338	12%	4,291	3,792	13%
Others	104	99	(5%)	60	65%	281	168	67%
Sales Volume (BOED)	334,627	352,862	5%	304,940	16%	335,696	300,338	12%
Sales Price (USD/BOE)	48.26	46.03	(5%)	47.67	(3%)	46.83	46.25	1%
<b>Total Expenses</b>	<b>1,140</b>	<b>1,235</b>	<b>8%</b>	<b>1,083</b>	<b>14%</b>	<b>3,387</b>	<b>3,109</b>	<b>9%</b>
<b>Major Expenses:</b>								
Operating Expenses	154	181	18%	166	9%	470	476	(1%)
DD&A	477	512	7%	496	3%	1,448	1,364	6%
Exploration Expenses	32	59	84%	19	>100%	100	37	>100%
G&A	92	94	2%	69	36%	251	185	36%
Loss on Divestment	-	-	-	37	(100%)	-	37	(100%)
Income Tax Expense	186	194	4%	105	85%	488	439	11%
(Gain)/Loss on FX	(26)	(20)	(23%)	6	(>100%)	(79)	11	(>100%)
<b>Net Income</b>	<b>433</b>	<b>358</b>	<b>(17%)</b>	<b>315</b>	<b>14%</b>	<b>1,185</b>	<b>851</b>	<b>39%</b>
Recurring Net Income	389	303	(22%)	292	4%	1,066	932	14%
Non-Recurring *	44	55	25%	23	>100%	119	(81)	>100%

Note:

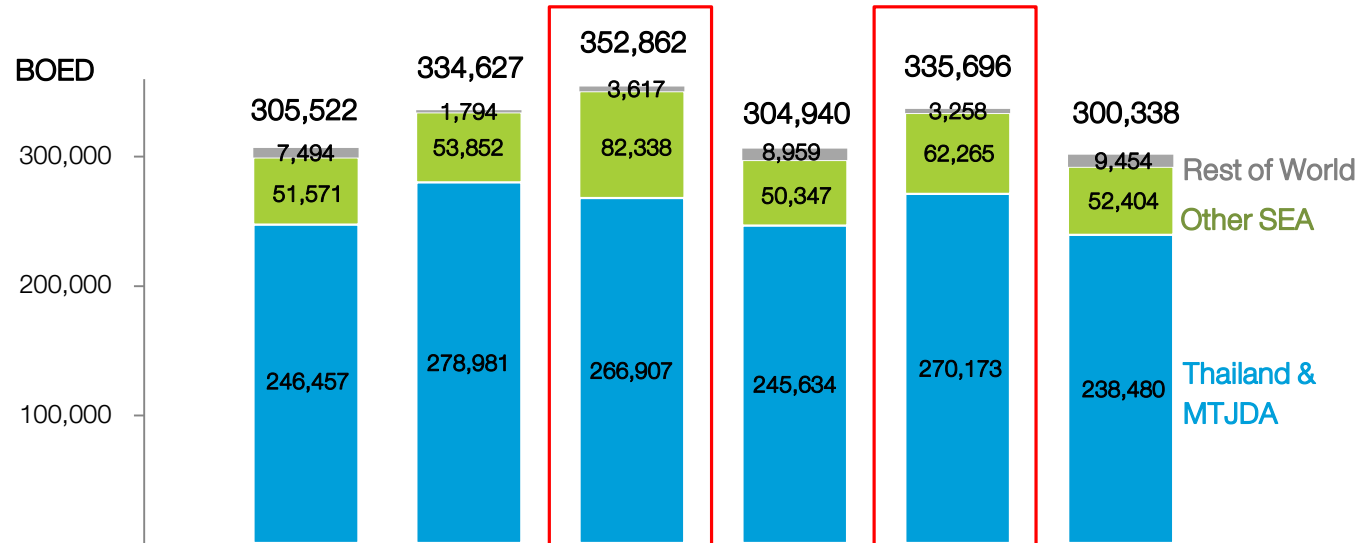
\* Includes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, Impairment loss on assets and etc.

# PTTEP Sales Volume & Average Selling Price

Upward sales volume after completion of Murphy's acquisition



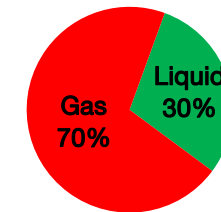
## Sales Volume



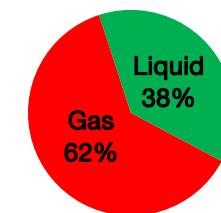
Sales Price	2018	Q2 19	Q3 19	Q3 18	9M 19	9M 18
Gas (\$/MMBTU)	6.42	7.03	6.78	6.44	6.91	6.24
Liquid (\$/BBL)	67.40	65.25	58.77	69.92	60.82	67.85
<b>Weighted Avg. (\$/BOE)</b>	<b>46.66</b>	<b>48.26</b>	<b>46.03</b>	<b>47.67</b>	<b>46.83</b>	<b>46.25</b>
Avg. Dubai (\$/BBL)	69.65	67.55	61.26	74.22	64.02	70.10
Avg. HSFO (\$/BBL) (High Sulphur Fuel Oil)	67.01	65.21	62.36	71.74	63.81	65.15

## Q3 2019 Sales Volume & Revenue By Product

### Volume Mix

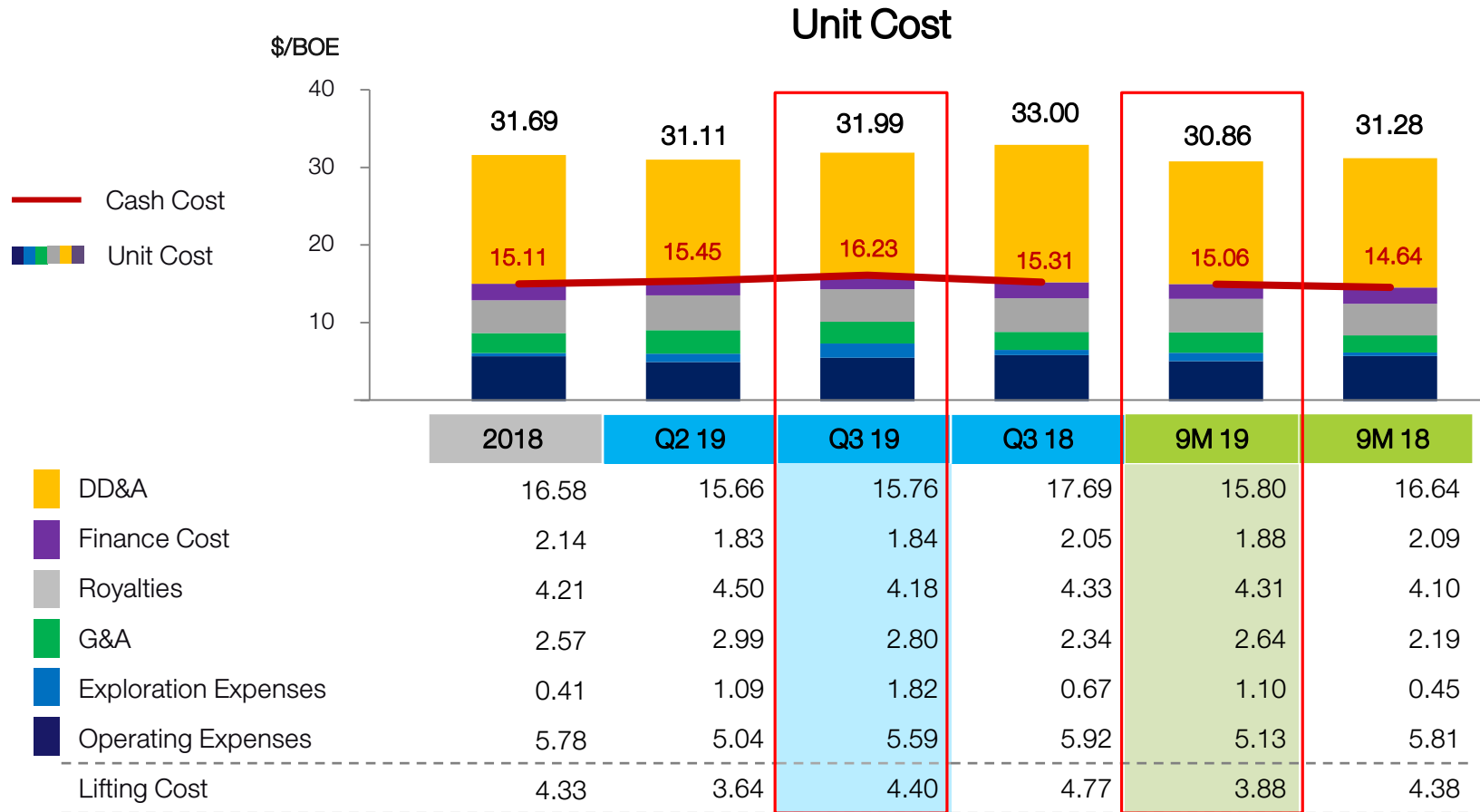


### Revenue Mix



# Operating Performance

Increased unit cost mainly QoQ driven by more expenses from wells written-off



Note: Unit Cost : Exclude of costs related to new business which is approximately 0.1 \$/BOE for each period

The formulas for calculating ratios are provided in the supplementary section for your reference

# Financial Performance : Income Statement

Sustained solid EBITDA



	Q2 19	Q3 19	Q3 18	9M 19	9M 18
Sales and Revenue from Pipeline Transportation (MMUSD)	1,503	1,524	1,367	4,383	3,870
EBITDA (MMUSD)	1,087	1,054	992	3,166	2,836
Net Income (MMUSD)	433	358	315	1,185	851
Recurring Net Income (MMUSD)	389	303	292	1,066	932
Earning Per Share (USD)	0.10	0.09	0.07	0.29	0.20
<b>Key Financial Ratios</b>					
EBITDA Margin (%)	72	69	73	72	73
Return on Equity (%) (LTM)	12	12	10	12	10
Return on Capital Employed (%) (LTM)	11	11	9	11	9
Return on Equity (%) (LTM, Recurring Net Income)	11	11	10	11	10
Return on Capital Employed (%) (LTM, Recurring Net Income)	10	10	9	10	9

Note: The formulas for calculating ratios are provided in the supplementary section for your reference

# Financial Performance : Balance Sheet

Healthy balance sheet with low gearing ratio



	YE 18	Q3 19
Total Assets (MMUSD)	19,484	19,837
- Cash & cash equivalents * (MMUSD)	4,001	2,093
Total Liabilities (MMUSD)	7,479	7,877
- Interest bearing debt (MMUSD)	1,946	2,197
Equity (MMUSD)	12,005	11,960
<b>Key Financial Ratios</b>		
Total Debt to Equity (X)	0.16	0.18
Net Debt** to Equity (X)	(0.17)	0.01
Total Debt to Capitalization (X)	0.14	0.16
Total Debt to EBITDA (X)	0.63	0.49
EBITDA Interest Coverage (X)	32	42

**Credit Ratings :**

BBB+ (S&P), Baa1 (Moody's), AAA (TRIS)

**Weighted Average Cost of Debt \*\* :**

5.04%

**Average Loan Life \*\* :**

8.36 years

Note: \* Cash & Cash Equivalents (Cash on hand) include Short-term Investments (Fixed deposit > 3 months)

Net Debt = Total Debt less Cash & Cash Equivalents and Short-term Investments

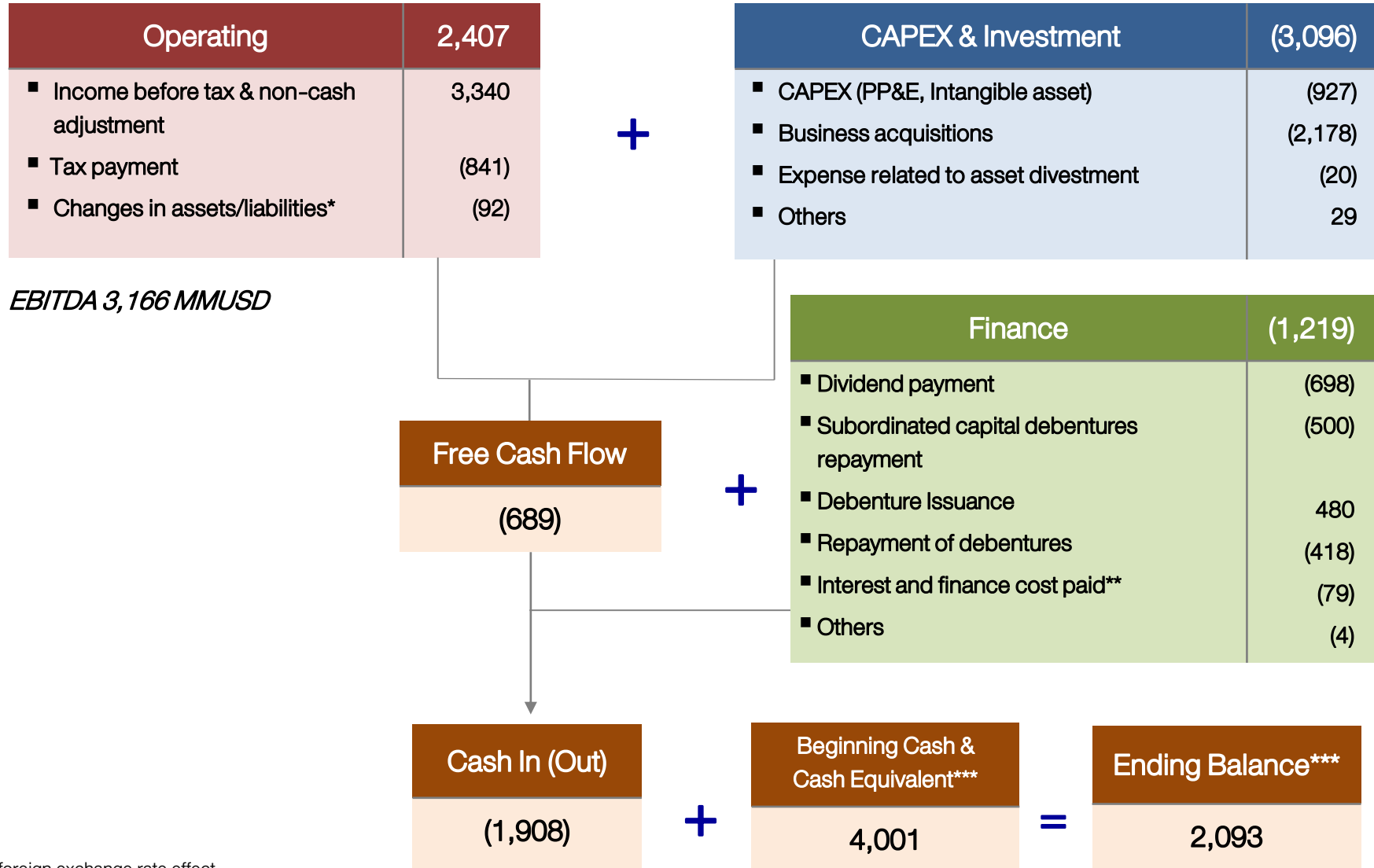
\*\* Excludes hybrid bonds

The formulas for calculating ratios are provided in the supplementary section for your reference

# Cash Flows : January – September 2019

Healthy operating cash flow with net cash position

Unit : MMUSD



Note: \* Net of foreign exchange rate effect

\*\* Net of interest received

\*\*\* Include Short-term Investment (Fixed deposit > 3 months)

## Financial Outlook



FY 2019

**Average  
Sales Volume**  
KBOED

~345

**Average  
Gas Price**  
USD/MMBTU

~6.9

**Unit Cost**  
USD/BOE

~31

**EBITDA Margin**  
% of sales revenues

70-75

Note: Included sales volume from the acquisition of Murphy's business in Malaysia which was completed in July 2019  
Excluded the acquisition of Partex  
Based on FY2019 Dubai oil price at 63 \$/BBL





You can reach the Investor Relations team for more information and inquiry through the following channels:



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Ratio	Formula
Lifting Cost (\$/BOE)	$(\text{Operating Exp.} - \text{Transportation Cost} - \text{Stock Variation} - \text{Other expenses not related to lifting}) / \text{Production Volume}$
Cash Cost (\$/BOE)	$(\text{Operating Exp.} + \text{Exploration Exp.} + \text{G\&A} + \text{Royalties} + \text{Finance Cost}) / \text{Sales Volume}$
Unit Cost (\$/BOE)	$(\text{Operating Exp.} + \text{Exploration Exp.} + \text{G\&A} + \text{Royalties} + \text{Finance Cost} + \text{DD\&A}) / \text{Sales Volume}$
Reserves Replacement Ratio	$5\text{-Yr Additional Proved Reserves} / 5\text{-Yr Production Volume}$
Reserves Life Index (Year)	$\text{Proved Reserves} / \text{Production Volume}$
Success Ratio	$\text{Number of wells with petroleum discovery} / \text{Total number of exploration and appraisal wells}$
Sales Revenue	$\text{Sales} + \text{Revenue from pipeline transportation}$
EBITDA	$(\text{Sales} + \text{Revenue from pipeline transportation}) - (\text{Operating expenses} + \text{Exploration expenses} + \text{Administrative expenses} + \text{Petroleum royalties and remuneration} + \text{Management's remuneration})$
EBITDA Margin	$\text{EBITDA} / \text{Sales Revenue}$
Return on Equity	$\text{Trailing-12-month net income} / \text{Average shareholders' equity between the beginning and the end of the 12-month period}$
Return on Capital Employed	$(\text{Trailing-12-month net income} + \text{Trailing-12-month Interest Expenses \& Amortization of Bond Issuing Cost}) / (\text{Average shareholders' equity and average total debt between the beginning and the end of the 12-month period})$
Simple Effective Tax Rate	$\text{Income tax expenses} / \text{Income before income taxes}$
Total debt	$\text{Short-term loans from financial institution} + \text{Current portion of long-term debts} + \text{Bonds} + \text{Long-term loans from financial institution}$
Net debt	$\text{Total debt} - \text{Liquidity}$
Debt to Equity	$\text{Total debt} / \text{Shareholders' equity}$
Net Debt to Equity	$\text{Net debt} / \text{Shareholders' equity}$
Total Debt to Capital	$\text{Total debt} / (\text{Total debt} + \text{Shareholders' equity})$
Total Debt to EBITDA	$\text{Total debt} / \text{Trailing-12-month EBITDA}$
Net Debt to EBITDA	$\text{Net debt} / \text{Trailing-12-month EBITDA}$
EBITDA Interest Coverage Ratio	$\text{Trailing-12-month EBITDA} / \text{Trailing-12-month Interest Expenses \& Amortization of Bond Issuing Cost}$