# PTT Exploration and Production Public Company Limited

Non-deal Roadshow

Singapore

22-23 February 2016











# Company Highlights and Strategy

Financial Results and Investment Plan





#### E&P Company of PTT Group Plays a pivotal role in Thailand's oil and gas production<sup>3</sup> **Domestic Production** Thailand's Oil and Gas Government of Midstream Thailand **Demand** (2015)% by Petroleum Type and Area 66.0%<sup>2</sup> Crude Oil & Gas: operated by PTT ~ 1.1m BOE/D Condensate Onshore 9% **Transmission Pipelines** Gas **Imports Gas Separation** 70% Offshore ~ 79% **Plants** 91% Liquid Oil: PTT participates Domestic~ 21% 30% through subsidiaries Thailand's national energy company 65.3%<sup>1</sup> % Production by Company Refineries ~ 0.9m BOE/D **Natural Gas** PTTEP Chevron Imports ~ 25% Downstream 30% 28% **Domestic** PTTEP Others Petrochemicals Mitsui ~ 75% Hess Oil and gas Total BG Petronas marketing 1. Ownership as of 12 February 2016

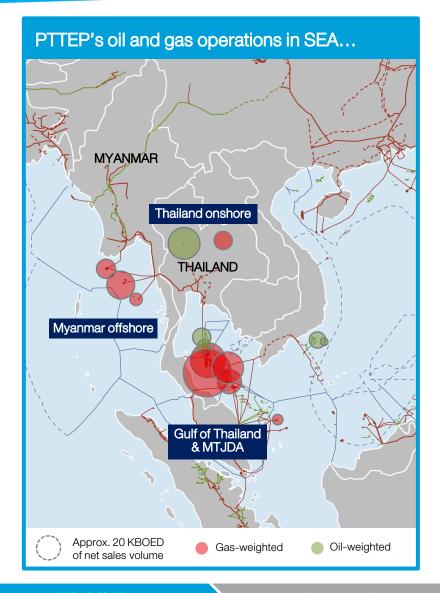
#### Notes:

- 2. 51.1% is directly held by the Government of Thailand (Ministry of Finance), with the remaining 14.9% held by the state-controlled Vayupak Fund I
- 3. Source: Energy Policy and Planning Office (EPPO) and Department of Mineral Fuels (DMF)



#### Core assets in Thailand and Southeast Asia

Investment portfolio with competitive cost profile and reliable operations



#### ...is uniquely positioned

- The largest oil and gas producers in Thailand and Myanmar
- Synergy with PTT's gas value chain through its dominant position in the regional gas market
- Opportunities to expand capability into regional investments

#### ...with competitive operating performances

- 93 % of PTTEP's total sales volume
- +99 % Reliability of plants and field facilities\*
  - 86 % of PTTEP's sales volume sold to PTT
  - 15 USD/ BOE Average regional cash cost in 2015

<sup>\*</sup> of PTTEP-operated projects in Gulf of Thailand, exclude planned shutdown time



# Solid financial position supported by low-cost core assets

2016 free cash flow positive at below \$40 /bbl oil price



# Demonstrate financial strength in 2015 ...

Operating cash flow

Net cash flow after interest and dividend

Cash on hand

0.27 Total debt/equity ratio



assumes various operational assumptions and modelled on varying Dubai prices

Key Takeaways

ranges from 1.9-2.1 billion USD based on the announced 2016 CAPEX and subsequent reduction target of 10%





#### 2016

# 2016 and beyond

# RESET to Survive in the Low Oil Price Environment



- Focus on cost reduction and efficiency improvement
- Preserve cash and liquidity through the downturn

# REFOCUS to Capitalize on the Upturn



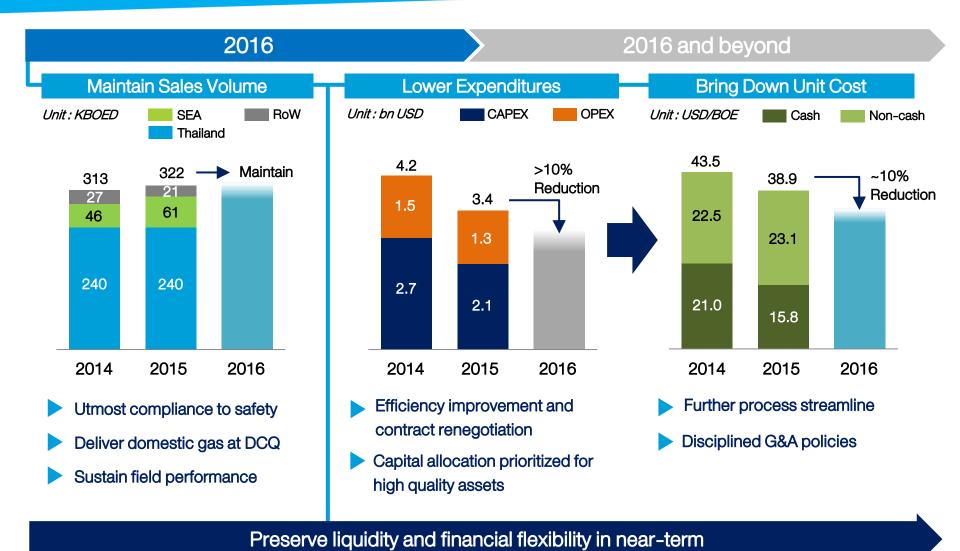
- Assess and prioritize options for new investments and portfolio rationalization
- Continue to improve productivity to maximize incremental value



#### RESET to Survive in the Low Oil Price Environment



Primary focus on cost reduction and maintain reliable operations



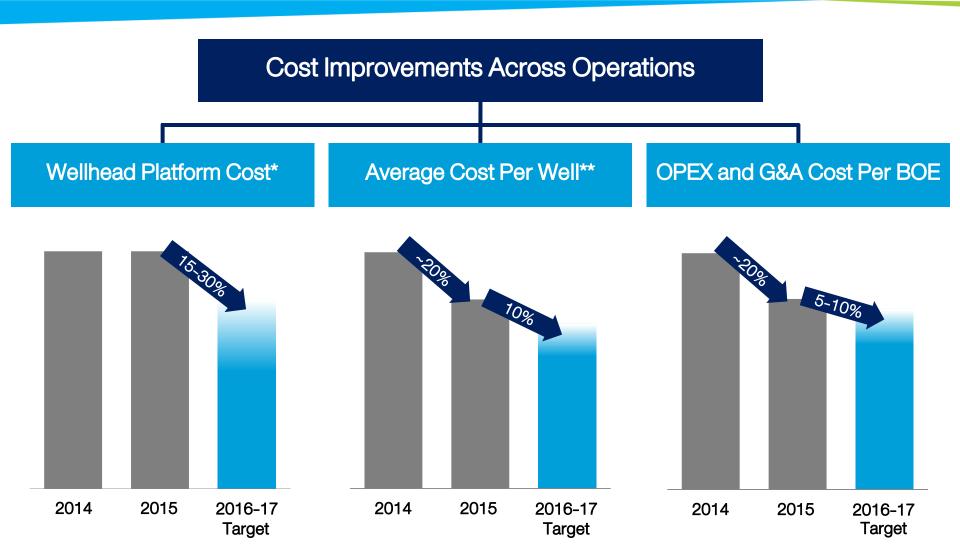
Highlights Financials 7 18 Key Takeaways



# Cost Reduction Through Core Operations

Focus on improving process efficiencies and capitalizing on cost deflation





<sup>\*</sup> Primarily applicable to PTTEP-operated projects in the Gulf of Thailand

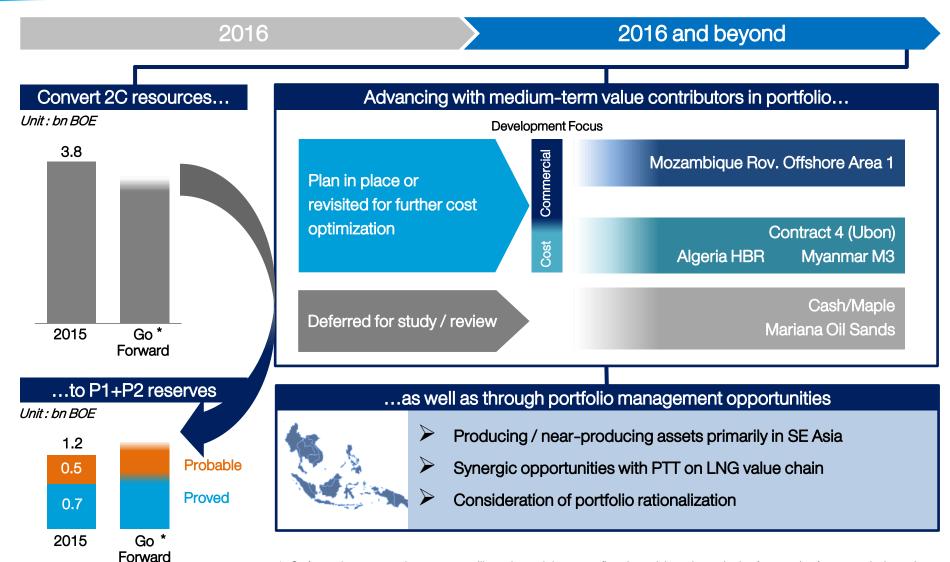
<sup>\*\*</sup> Primarily applicable to development wells in PTTEP-operated projects in Southeast Asia



# REFOCUS to Capitalize on the Upturn



Through pre-development candidates and portfolio rationalization



<sup>\*</sup> Go forward reserves and resources are illustrative and does not reflect the anticipated magnitude of conversion for any particular project







Company Highlights and Strategy

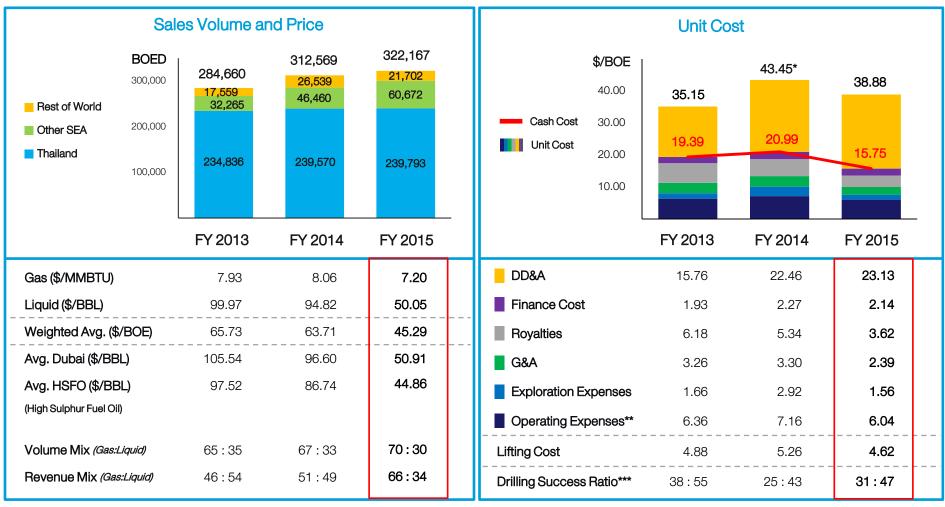
Financial Results and Investment Plan



#### Sales Volume & Unit Costs







Remark: Sales Volume & Royalties: after reclassification of PSC royalty

<sup>\*</sup> If exclude extra expense from Montara's Development well (H5): For 2014, Operating Exp: 6.73 \$/BOE / Unit cost: 43.02 \$/BOE

<sup>\*\*</sup> Exclude diluent cost for blending bitumen in KKD Oil Sands project

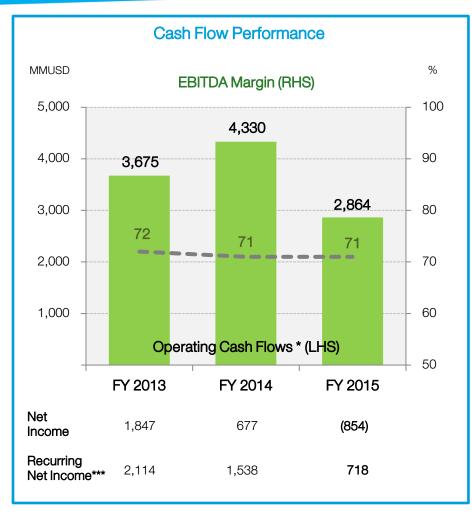
<sup>\*\*\*</sup> Successful wells: Total wells (includes Exploration and Appraisal wells)

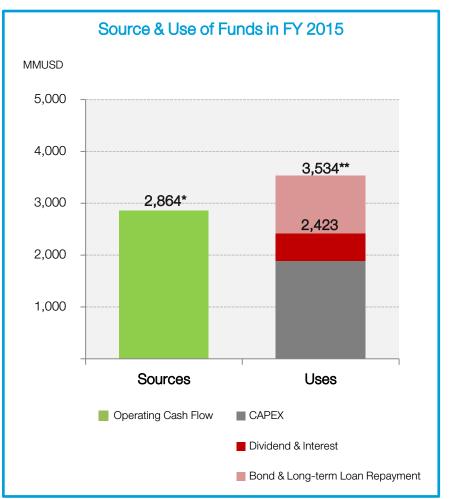


#### Cash Flow Performance

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







Remark: Sales Volume and sales revenue: after reclassification of PSC royalty

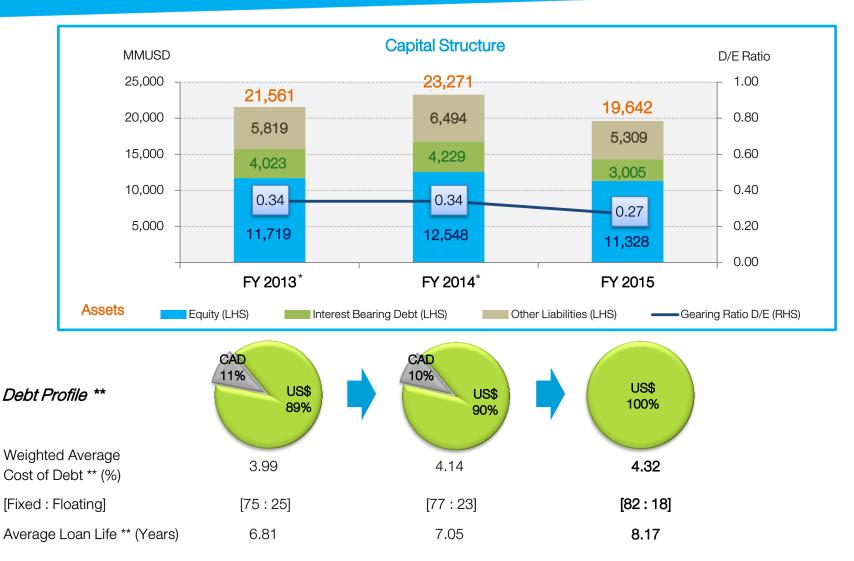
- \* Net of adjustment for the effect of exchange rate changes on cash and cash equivalents
- \*\* Excludes cash flows for investing in short-term investments (Fixed deposit > 3 months) of 782 MMUSD
- \*\*\* Excludes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, Impairment Loss on Assets, and etc.



#### **Financial Position**



Healthy balance sheet with low gearing ratio and \$3.3bn cash on hand



Remark: \* Restated

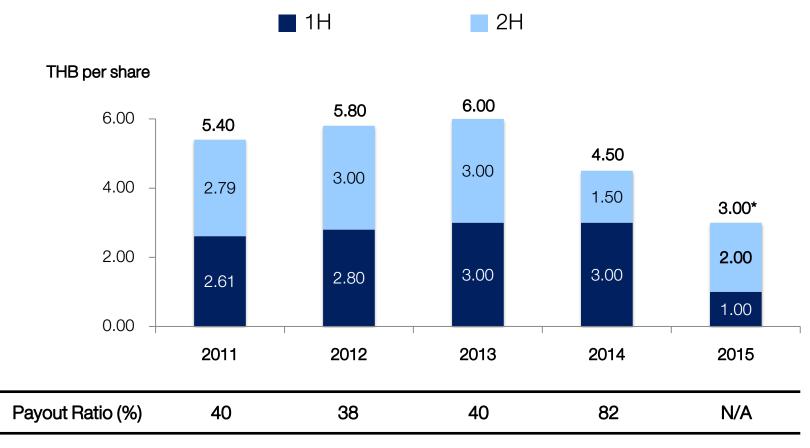
\*\* Excludes Hybrid bonds

# **Dividends**





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



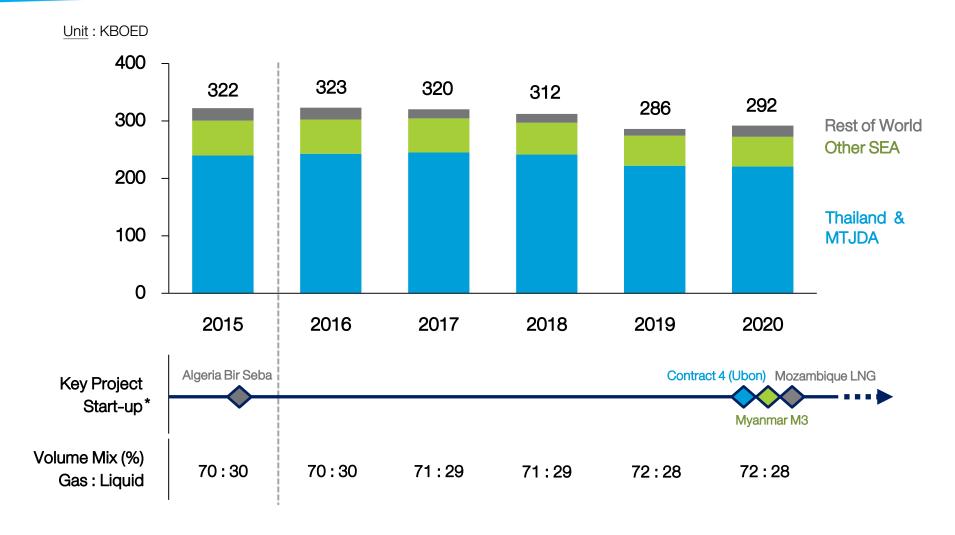
Remark: \* Subject to the Annual General Shareholders' Meeting approval



#### Sales Volume Guidance







 $\underline{\text{Note}} \colon$  Sales volume after reclassification of PSC royalty

\* Subject to FID timing

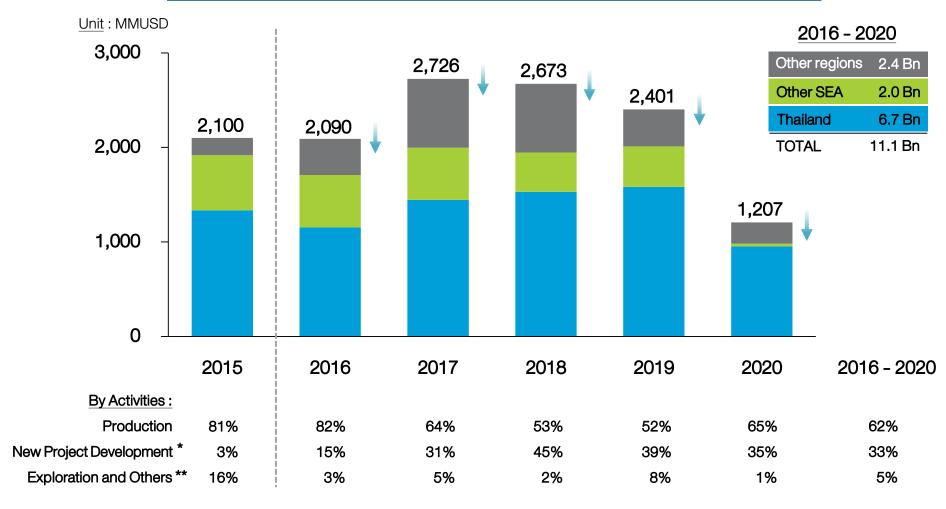


#### **CAPEX Breakdown**









Note: \* Subject to FID

<sup>\*\*</sup> Includes exploration and appraisal in all projects and HO CAPEX



# PTTEP's Positioning

#### Uniquely positioned E&P company

- → +90% of sales volume based in growing SE Asia oil and gas market
- ✓ Stable revenues from PTT for +80% of sales volume
- Strong ties with PTT / Thailand through direct / indirect ownership

# Competitive operating performance

- ✓ Low cost operations in SE Asia contributory to ~70% EBITDA margin
- ✓ Demonstrated cost discipline with ~20% reduction in OPEX and G&A

# Financially strong and flexible

- ✓ Well-positioned in downturn with ~3.3 bn USD liquidity available and a low-debt capital structure of 0.27x D/E ratio as of 2015
- A dividend-paying company for over 15 years

### Ample growth opportunities

- Sufficient funding capacity available to capitalize on market upturn through organic and inorganic investments
- LNG value chain opportunities to support growing Thailand market



Key Takeaways





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



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- Thailand Energy Updates
- 4 Key Project Highlights by Region
- 5 Project Details
- 6 2015 Net Income Breakdown
- 7 Organization structure
- 8 Ratios and formula



# Sustainable Development

Pursue long-term growth with social and environmental wellness



MEMBER OF

# Dow Jones Sustainability Indices

In Collaboration with RobecoSAM (

#### 2015 DJSI Listed Company

Dow Jones Sustainability World Index
Oil & Gas Sector







#### Advance Level Certification

United Nations Global Compact



#### Proven business integrity

**NACC Integrity Awards** 

The National Anti-Corruption Commission

**CG** Awards

The ASEAN Capital Market Forum (ACMF)

CG Asia Recognition Awards

Corporate Governance Asia Magazine

#### Exemplary social contributor

The Preservation and Development of Chan Palace project in the area of S1 project operation

The Learning Center (Phase 1) project at the Songkla province

The reforestation for ecological study at the Sri Nakhon Khuean Khan Park

#### Green driver to environment

Best Environmental Responsibility

Corporate Governance Asia

CDP's Climate A List

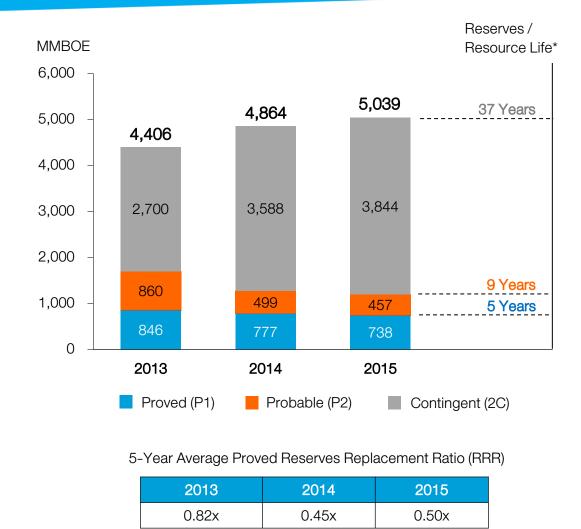
CDP

Participation in Thailand Voluntary Emission Reduction Program (T-VER)

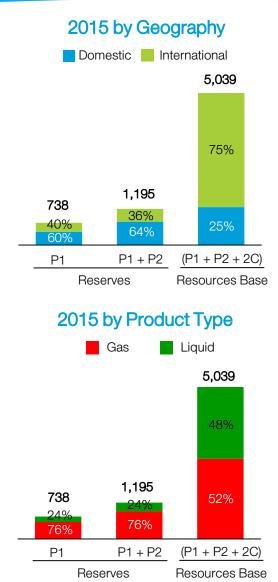


#### Reserves and Resources

#### Growing resources base to support future reserves addition



<sup>\*</sup> Based on total production of natural gas, condensate, and crude oil (including LPG) of 374 KBOED for the year ended December 31, 2015



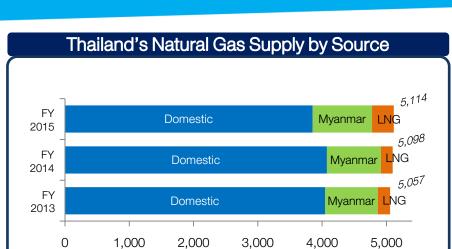


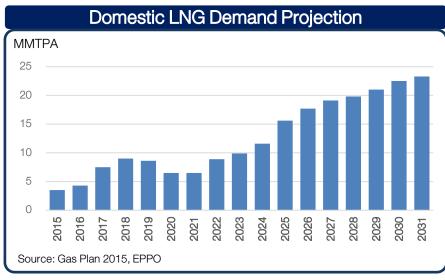
Source: EPPO

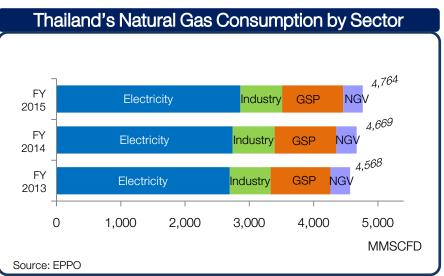
# Thailand Updates

#### Continuing growth in gas demand whilst stagnant economy depreciated Baht

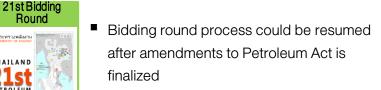
**MMSCFD** 







# Expiring Concessions According to National Energy Policy Office meeting in May 2015, contractual management plan for expiring concessions to be concluded within one year

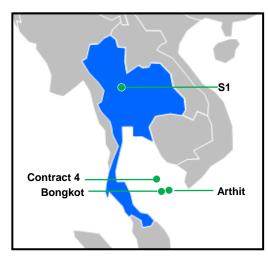




# **Thailand**

#### Strong home base with legacy assets maintaining production plateau





Production / Ramp-up Projects

#### Bongkot (44.4% interest)

- Bongkot's natural gas sales volume of 905 MMSCFD (2015) represents approximately 22% of Thailand's natural gas supply
- Average condensate sales volume was 27.68 KBPD in 2015

#### **S1 (100% interest)**

- S1 is the largest onshore crude oil production field in Thailand
- Average crude oil sales volume was 29 KBPD in 2015

#### Arthit (80% interest)

 Average sales volume in 2015 was 213 MMSCFD of natural gas and 9 KBPD of condensates

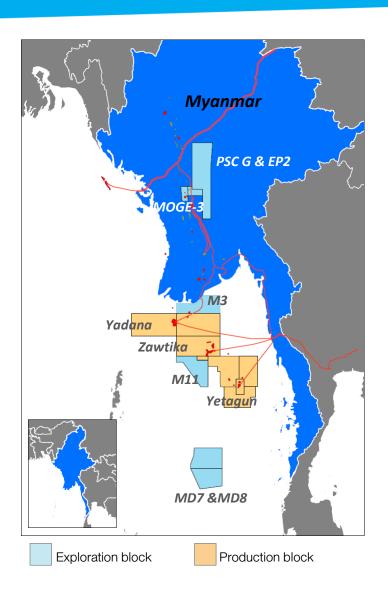
#### Acquisition of Hess Assets in Thailand

- PTTEP successfully acquired Hess Corporation's working interests in the Contract 4 project and Sinphuhorm project, and now holds 60% working interest in the Contract 4 project and 55% working interest in the Sinphuhorm project. PTTEP has also become the operator of the Sinphuhorm project
- The Contract 4 project had an average sales rate of 305 MMSCD for natural gas and 14 KBPD for condensate in 2015



# Southeast Asia: Myanmar

#### Significant contribution to growth



- Participating in three producing gas fields which supply gas to both Thailand and Myanmar: Yadana, Yetagun, Zawtika
- Operate Zawtika project, brought online in August 2014. Deliver gas supply of 314 MMSCFD in 2015.
- Significant exploration acreage both onshore and offshore in the Moattama Basin

#### **Project Status Exploration Producing Appraisal** Yadana • PSC G & EP2 • M3 (25.5% WI) (80% WI) (70% WI) Yetagun MOGE-3 (19.3% WI) (75% WI) Zawtika • M11 (80% WI) (100% WI)\* MD7 & MD8 (100% WI)

Note: WI - working interest

4.2 8

\* New participating interest subject to government approval



#### Southeast Asia: Vietnam and Indonesia

#### Reinforcing regional exposure through strategic partnerships



#### Vietnam 16-1 (28.5% interest)

- Average crude oil sales volume of 31.3 KBPD in 2015
- Commissioned production platform in the H5 area to support current production level

#### Natuna Sea A (11.5% interest)

 Average sales volume of natural gas was 213 MMSCFD, and average sales volume of crude oil was 1.4 KBPD in 2015



Source: Premier Oil



Production / Ramp-up Projects



# East Africa: Mozambique

Potential to become one of the world's largest emerging LNG supply hubs



#### **Location and Cost Advantage**

- Close proximity to shore
- High quality reservoirs
- Access to Asian markets

Source: Anadarko

Substantial recoverable resources of <u>70+ tcf</u> with scalable offshore development of more than 6 LNG trains

#### Key Milestones to Final Investment Decision

**Technical** 

- ✓ Certified reserves to support initial trains
- ✓ Announced selection of contractor for onshore LNG facilities construction

Commercial

✓ Secured more than 8 MMTPA of nonbinding HOAs

Regulatory

- ✓ Decree law ratified
- ✓ Substantial engagement with government to progress on remaining agreements and approvals to support investment

**Financing** 

✓ Positive indications on project financing

Onwards to initial phase of 12 MMTPA

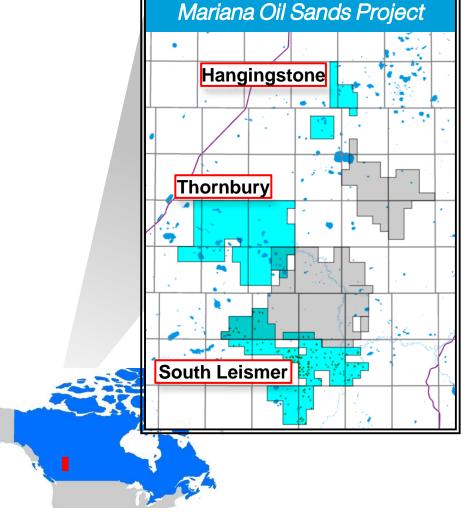
Highlights Financials 4.4 8 Key Takeaways



#### America: Canada Oil Sands

Flexibility to pursue long-term investment from the oil sands project



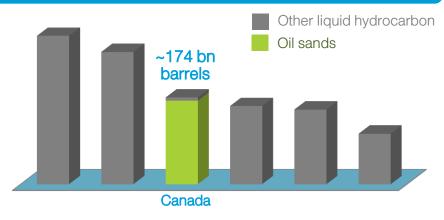


#### Source: Company data, BP Statistical Review of World Energy 2014

#### **Project Overview**

- Operates 100% interest of the Thornbury, Hangingstone and South Leismer (THSL) areas (exploration and appraisal phase)
- Potential large resource base with over a billion barrel
- Current focus on assessing cost reduction opportunity in light of low oil price environment.

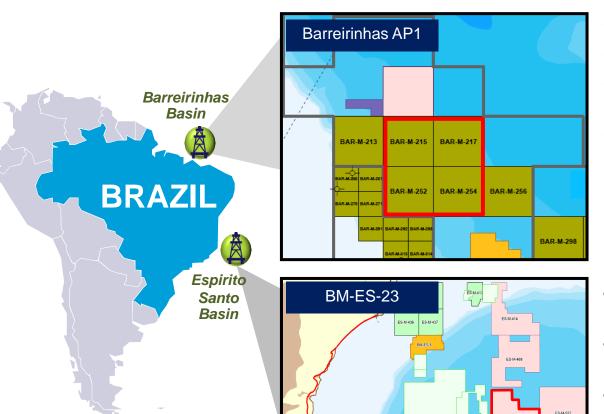
Approximately 96% of the reserves in Canada, the world's 3<sup>rd</sup> largest oil reserves, is oil sands





# America: Brazil Deepwater

#### Entry into high potential petroleum province at exploration phase



- Farm-in 25% from BG Group in 2014
- Operated by BG Group (75% interest)
- Four offshore exploration blocks: BAR-M-215, BAR-M-217, BAR-M-252 and BAR-M-254
- Currently preparing for seismic acquisition and conducting G&G studies

- Acquired 20% interest from Shell in Q3 2014
- Partnered with Petrobras (65%, operator) and INPEX (15%)
- Drilled 2 exploration wells in 2015

Source: The National Agency of Petroleum, Natural Gas and Biofuels, Brazil (the ANP)



# Project Information 1/4

Production phase: Thailand and JDA



	Project	Status*	PTTEP's	Partners		2015 Avera	ge Sales Volume **	2016 Key Activities
			Share	(as of 20	15)	Gas	Oil and Other	1
Pro	oduction Phase							
Th	ailand and JDA							
1	Arthit	OP	80%	Chevron MOECO	16% 4%	213 MMSCFD	Condensate: 9.4 k BPD	Ensure gas deliverability level at DCQ****     Drill development wells     Install wellhead platforms
2	B6/27	OP	60%***			N/A	N/A	Subsurface study
3	B8/32 & 9A		25%	Chevron MOECO KrisEnergy PSTL	51.66% 16.71% 4.63% 2%	98 MMSCFD	Crude: 26 k BPD	Drill development wells     Perform waterflood activities
4	Bongkot	OP	44.4445%	TOTAL British Gas	33.3333% 22.2222%	905 MMSCFD	Condensate: 28 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%	561 MMSCFD	Crude: 20 k BPD Condensate: 19 k BPD	<ul> <li>Drill exploration / appraisal / development wells</li> <li>Install wellhead platforms</li> <li>Perform waterflood activities</li> </ul>
6	Contract 4 (Formerly Pailin)		60%	Chevron MOECO	35% 5%	305 MMSCFD	Condensate: 14 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%	2 MMSCFD	Crude: 6.7 k BPD	Drill development wells     Perform waterflood activities
9	G4/48		5%	Chevron MOECO	71.25% 23.75%	5 MMSCFD	Crude: 981 BPD	
10	L53/43 & L54/43	OP	100%			=	Crude: 297 BPD	Drill exploration and development wells
11	PTTEP1	OP	100%			-	Crude: 386 BPD	<ul><li>Drill development wells</li><li>Perform waterflood activities</li></ul>
12	S1	OP	100%			26 MMSCFD	Crude: 29 k BPD	Drill exploration / appraisal / development wells     Enhance oil recovery program includes     waterflooding and artificial lift
13	Sinphuhorm	OP	55%	Apico ExxonMobil	35% 10%	121 MMSCFD	Condensate: 460 BPD	Drill development wells
14	MTJDA	JOC	50%	Petronas-Carigali	50%	326 MMSCFD	Condensate: 7.3 k BPD	Drill development wells     Install wellhead platforms
15	L22/43	OP	100%			-	Crude: 50 BPD	Drill exploration / development wells

<sup>\*</sup> Status: OP = PTTEP operatorship / JOC = PTTEP joint operatorship

<sup>\*</sup> Sales volume stated at 100% basis.

Pending the approval of the partner divestment from DMF

<sup>\*\*\*\*</sup> DCQ = Daily Contractual Quantity



# Project Information 2/4

Production phase: overseas



	Project	Status*	PTTEP's	Partners		2015 Averag	ge Sales Volume **	2016 Key Activities
			Share	(as of 20	)15)	Gas	Oil and Other	
Pro	duction Phase							
Ov	<u>erseas</u>							
16	Oman 44	OP	100%			22 MMSCFD	Condensate: 1.1 k BPD	Maintain production operation
17	Vietnam 9-2	JOC	25%	PetroVietnam SOCO	50% 25%	13 MMSCFD	Crude: 4.8 k BPD	Maintain production operation     Perform reservoir management
18	Yadana		25.5%	TOTAL Chevron MOGE	31.24% 28.26% 15%	751 MMSCFD	<del>-</del>	<ul> <li>Drill exploration / development wells</li> <li>Acquire 2D seismic reprocessing</li> <li>Perform reservoir management</li> </ul>
19	Yetagun		19.3178%	Petronas-Carigali MOGE Nippon Oil PC Myanmar (Hong Kong)	30.00140% 20.4541% 19.3178% 10.90878%	286 MMSCFD	Condensate: 5.8 k BPD	Drill development wells     Perform reservoir Management
20	Vietnam 16-1	JOC	28.5%	PetroVietnam SOCO OPECO	41% 28.5% 2%	16 MMSCFD	Crude: 31 k BPD	Drill development wells     Perform reservoir management     Review feasibility for water handling facility upgrade
21	PTTEP Australasia (PTTEP AA)	OP	20%-100% (varied by permits)			-	Crude: 16 k BPD	Maintain production operation     Assess resource potential of exploration permits
22	Natuna Sea A		11.5%	Premier Oil KUFPEC Petronas Pertamina	28.67% 33.33% 15% 11.5%	213 MMSCFD	Crude: 1.4 k BPD	Maintain production operation
23	Zawtika (M9 & a part of M11)	OP	80%	Myanma Oil and Gas Enterprise (MOGE)	20%	314 MMSCFD	-	<ul> <li>Maintain production rate</li> <li>Drill development wells</li> <li>Install wellhead platforms</li> </ul>
24	Algeria 433a & 416b (Bir Seba)	JOC	35%	PetroVietnam Sonatrach	40% 25%	-	215 BPD	Maintain production operation     Review field development plan for possible capacity expansion

Key Takeaways

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

<sup>\*\*</sup> Sales volume stated at 100% basis



# **Project Information 3/4**

# Exploration phase



	Project	Status*	PTTEP's Share	Partners (as of 2015)			2016 Key Activities
Exp	loration Phase			(as 0/2013)			
_	ailand and JDA						
25		OP	100%				
Ove	erseas						
26	Myanmar M3	OP	80%	MOECO	20%	•	Access development options and commercial potential
27	Mozambique Rovuma Offshore Area 1		8.5%	Anadarko, Mitsui, ENH, Bharat Petroleum, BREML, OVL	26.5%,20% 15%,10%, 10%,10%	•	Preparatory work for Final Investment Decision (FID) including LNG marketing and finalization of remaining commercial contracts
28	Algeria Hassi Bir Rekaiz	OP	24.5%	CNOOC Sonatrach	24.5% 51%	•	Drill Appraisal wells
29	Myanmar M11	OP	100%**				
30	Vietnam B & 48/95		8.5%	PVN MOECO	65.88% 25.62%	•	Negotiate a GSA with the Vietnamese government
31	Vietnam 52/97		7%	PVN MOECO	73.4% 19.6%	•	Negotiate a GSA with the Vietnamese government
32	Myanmar PSC G and EP 2	OP	70%	WinPreciousRes ources MOECO Palang Sophon Offshore	10% 10% 10%	•	Conduct G&G studies
33	Kenya L11A, L11B, L12		10%	Anadarko Total ENI	50% 30% 10%	•	Conduct G&G studies

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



# Project Information 4/4

# Exploration phase



	Project	Status*	PTTEP's Share	Partners (as of 2015)	2016 Key Activities				
Exp	Exploration Phase								
Ove	Overseas (Cont'd)								
34	Myanmar MD 7 and MD 8	OP	100%						
35	Mariana Oil Sands	OP	100%		Assess development approach and cost reduction opportunity				
36	Barreirinhas AP1		25%	BG Brasil 75%	Acquire 3D seismic				
37	MOGE 3	OP	75%	Palang Sophon Offshore 10% MOECO 10% WinPreciousResources 5%	Acquire 3D seismic				
38	Brazil BM-ES-23		20%	Petrobras 65% INPEX 15%	Drilling result and resource evaluation				

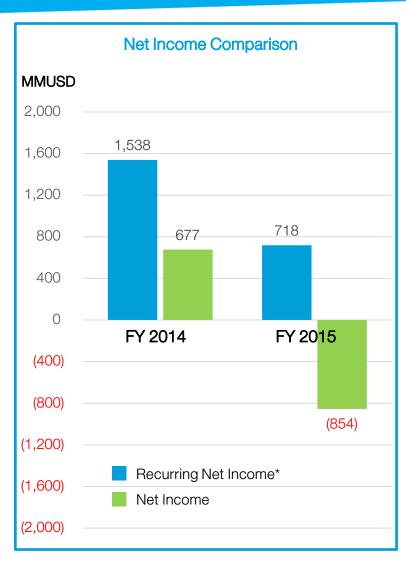
Remarks: 38 projects exclude 5 projects that are pending official withdrawal approval

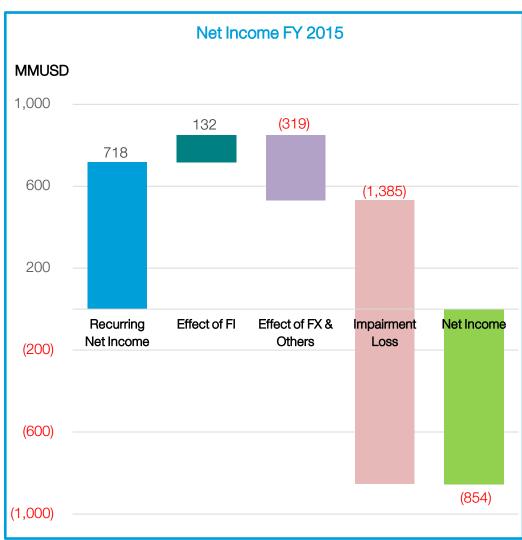
<sup>\*</sup> Status: OP = PTTEP operatorship / JOC = PTTEP joint operatorship



#### FY 2015 Net Income Breakdown

#### Net income primarily hurt by impairment loss





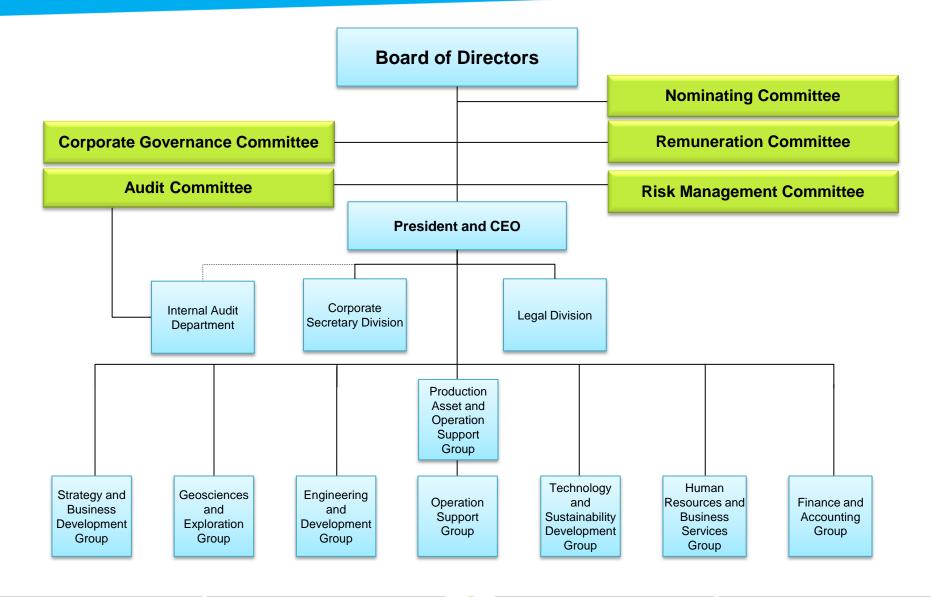
Remark: \* Excludes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, Impairment Loss on Assets, and etc.



# **Organization Structure**









# Ratio & Formula



Formula Control of the Control of th
(Operating Exp.) / Production Volume
(Operating Exp. + Exploration Exp. + G&A + Royalties + Finance Cost) / Sales Volume
(Operating Exp. + Exploration Exp. + G&A + Royalties + Finance Cost + DD&A) / Sales Volume
5-Yr Additional Proved Reserves / 5-Yr Production Volume
Proved Reserves / Production Volume
Number of wells with petroleum discovery / Total number of exploration and appraisal wells
Sales + Revenue from pipeline transportation
(Sales + Revenue from pipeline transportation) - (Operating expenses + Exploration expenses + Administrative expenses + Petroleum royalties and remuneration + Management's remuneration)
EBITDA / Sales Revenue
Trailing-12-month net income / Average shareholders' equity between the beginning and the end of the 12-month period
(Trailing-12-month net income + Trailing-12-month Interest Expenses & Amortise Bond Issuing Cost) / (Average shareholders' equity and average total debt between the beginning and the end of the 12-month period)
Income tax expenses / Income before income taxes
Short-term loans from financial institution + Current portion of long-term debts + Bonds + Long-term loans from financial institution
Total debt – Liquidity
Total debt / Shareholders' equity
Net debt / Shareholders' equity
Total debt / (Total debt + Shareholders' equity)
Total debt / Trailing-12-month EBITDA
Net debt / Trailing-12-month EBITDA
Trailing-12-month EBITDA / Trailing-12-month Interest Expenses & Amortize Bond Issuing Cost