

PTT Exploration and Production Public Company Limited

Conference Call Q3 2017 Financial Results

2 November 2017



PTTEP

MEMBER OF

**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM





Unit : MMUSD

Statement of Income	Q2 17	Q3 17	% QoQ	Q3 16 *	% YoY	9M 17	9M 16 *	% YTD
Total Revenues	1,032	1,134	10%	1,109	2%	3,252	3,281	(1%)
Sales	975	1,064	9%	1,047	2%	3,079	3,152	(2%)
Others	57	70	23%	62	13%	173	129	34%
Sales Volume (BOED)	281,435	298,139	6%	311,386***	(4%)	294,539	320,600***	(8%)
Sales Price (USD/BOE)	38.08	38.78	2%	36.32	7%	38.29	36.00	6%
Total Expenses	812	1,398	72%	953	47%	2,947	2,896	2%
Major Expenses:								
Operating Expenses	153	162	6%	146	11%	457	415	10%
Exploration Expenses	19	9	(53%)	20	(55%)	29	61	(52%)
DD&A	381	413	8%	534	(23%)	1,214	1,570	(23%)
Impairment Loss on Assets	-	558	>100%	-	>100%	558	-	>100%
Income Tax Expense	67	57	(15%)	67	(15%)	116	152	(24%)
(Gain)/Loss on FX	(11)	(23)	(>100%)	(14)	(64%)	(37)	(27)	(37%)
Net Income from Continuing Operations	220	(264)	(>100%)	156	(>100%)	305	385	(21%)
Profit (loss) from Discontinued Operations	-	-	-	0.27	(100%)	-	3	(100%)
Net Profit	220	(264)	(>100%)	156	(>100%)	305	388	(21%)
Recurring Net Income	167	218	31%	75	>100%	596	345	73%
Non-Recurring **	53	(482)	(>100%)	81	(>100%)	(291)	43	(>100%)

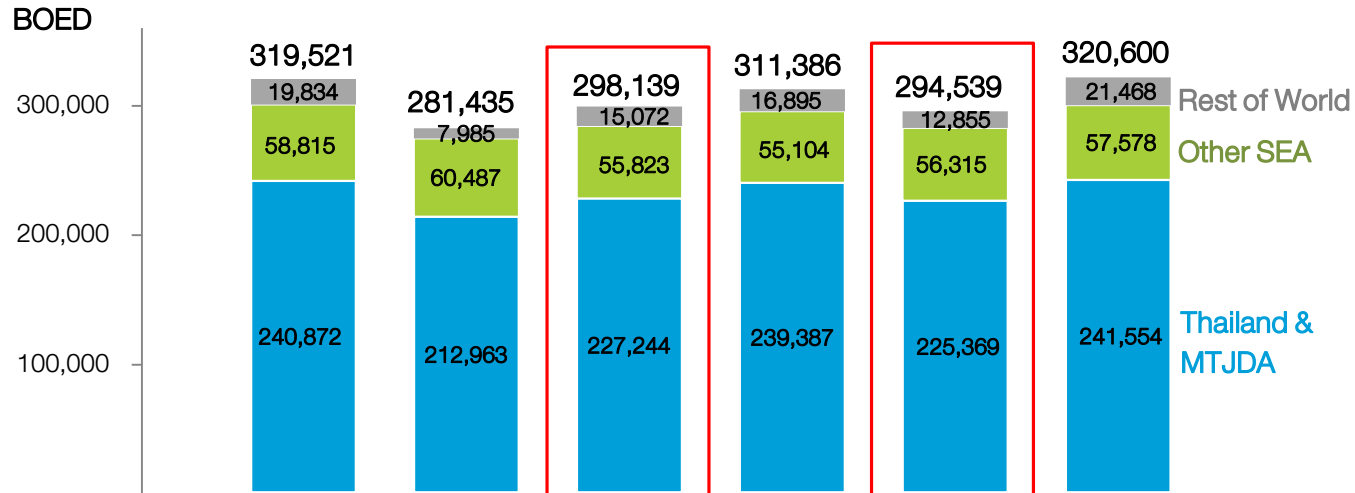
Note: * Represented

** 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.

*** Sales volume includes discontinued operations



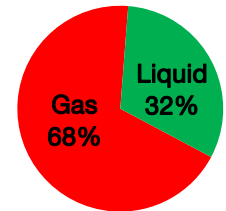
Sales Volume



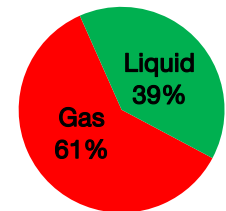
Sales Price	2016*	Q2 17	Q3 17	Q3 16*	9M 17	9M 16*
Gas (\$/MMBTU)	5.60	5.66	5.72	5.56	5.54	5.75
Liquid (\$/BBL)	41.17	48.19	48.46	43.15	49.87	39.37
Weighted Avg. (\$/BOE)	35.91	38.08	38.78	36.32	38.29	36.00
Avg. Dubai (\$/BBL)	41.27	49.68	50.43	43.17	51.06	38.92
Avg. HSFO (\$/BBL) (High Sulphur Fuel Oil)	35.48	46.80	47.95	38.02	47.79	32.11

Q3 2017 Sales Volume & Revenue By Product

Volume Mix



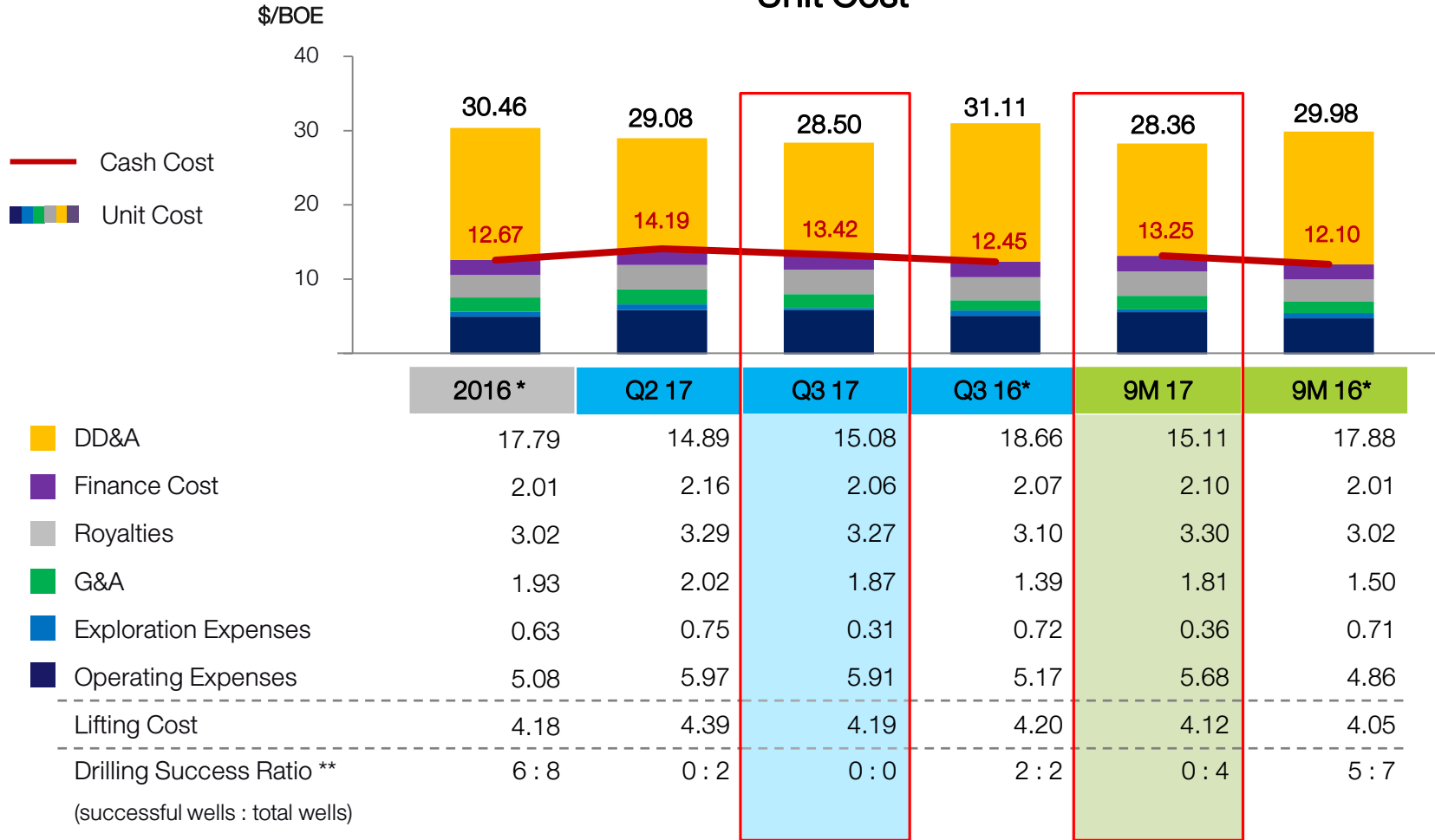
Revenue Mix



Note: * Includes discontinued operations until end of August 2016



Unit Cost



Note: * Represented and includes discontinued operations until end of August 2016

** Exploration and Appraisal Wells

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



	Q2 17	Q3 17	Q3 16*	9M 17	9M 16*
Sales Revenue ** (MMUSD)	993	1,089	1,065	3,135	3,204
EBITDA (MMUSD)	685	777	770	2,238	2,337
Net Income (MMUSD)	220	(264)	156	305	388
Recurring Net Income (MMUSD)	167	218	75	596	345
Earning Per Share (USD)	0.04	(0.07)	0.04	0.06	0.09
Key Financial Ratios					
EBITDA Margin (%)	69	71	72	71	73
Return on Equity (%) (LTM)	6	3	5	3	5
Return on Capital Employed (%) (LTM)	6	3	4	3	4
Return on Equity (%) (LTM, Recurring Net Income)	5	6	3	6	3
Return on Capital Employed (%) (LTM, Recurring Net Income)	5	6	3	6	3

Note: * Represented

** Sales and revenue from pipeline transportation

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



	Q4 16	Q1 17	Q2 17	Q3 17
Total Assets (MMUSD)	18,891	19,251	18,872	18,616
- Cash & cash equivalents ** (MMUSD)	4,022	4,446	4,206	4,055
Total Liabilities (MMUSD)	7,505	7,800	7,213	7,387
- Interest bearing debt (MMUSD)	2,832	2,863	2,874	2,889
Equity (MMUSD)	11,386	11,451	11,659	11,229
Key Financial Ratios				
Total Debt to Equity (X)	0.25	0.25	0.25	0.26
Net Debt** to Equity (X)	(0.11)	(0.14)	(0.11)	(0.10)
Total Debt to Capital (X)	0.20	0.20	0.20	0.20
Total Debt to EBITDA (X)	0.94	0.95	0.98	0.99
Net Debt** to EBITDA (X)	(0.40)	(0.53)	(0.46)	(0.40)
EBITDA Interest Coverage (X)	22	22	22	22

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

Weighted Average Cost of Debt ** : 4.49%

Average Loan Life ** : 7.40 years

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

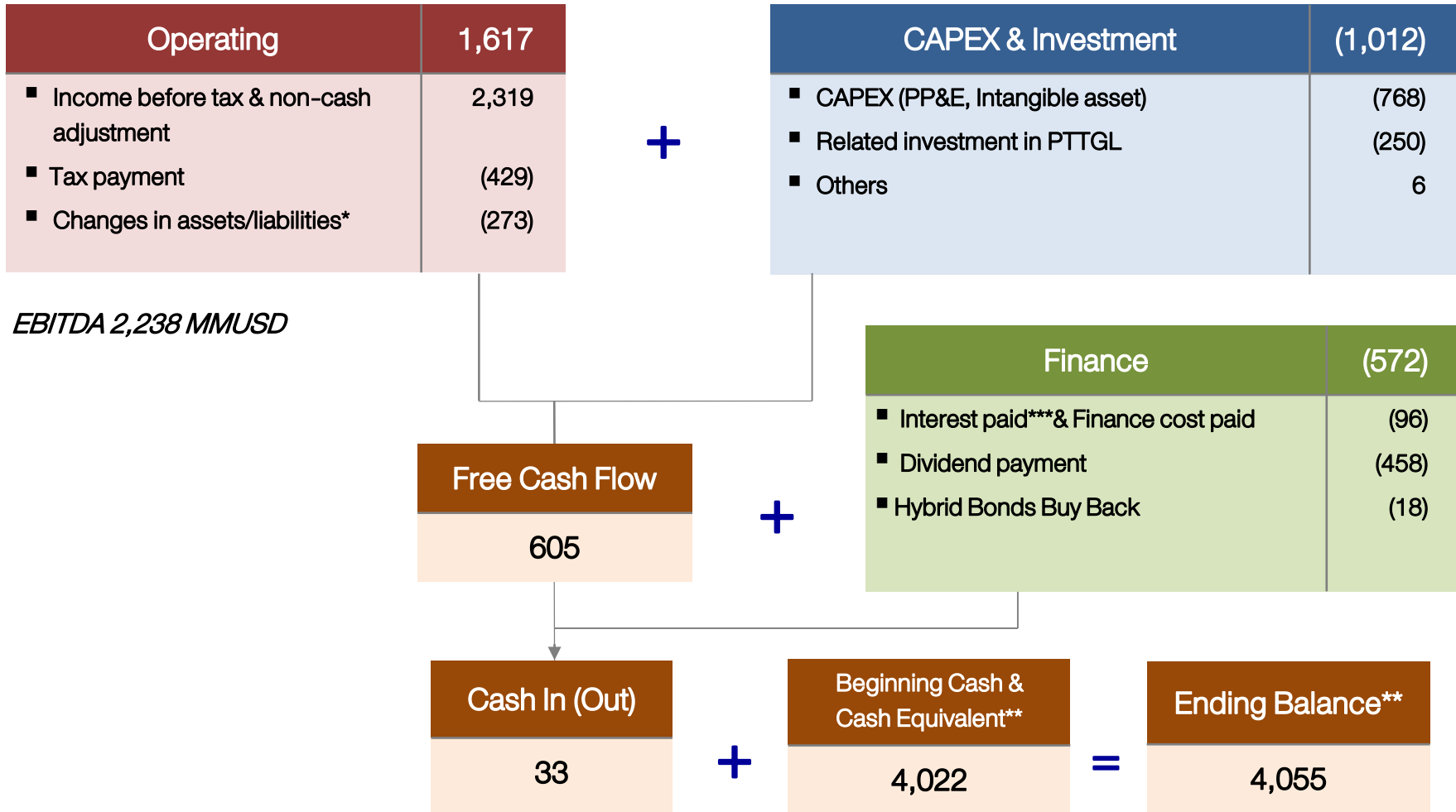
Net Debt = Total Debt less Cash & Cash Equivalents and Short-term Investments

** Excludes hybrid bonds

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



Unit : MMUSD



Note: * Net of foreign exchange rate effect

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

*** Net of interest received



Financial Outlook

FY 2017



Average Sales Volume

~300
KBOED



Average Gas Price *

~5.6
USD/MMBTU



Unit Cost

~29
USD/BOE



EBITDA Margin

~70
% of sales revenue

* Based on FY2017 Dubai oil price at 52 \$/BBL



Operational Performance

Upgraded recurring income from better core operational efficiency

Cost Reduction

Discipline on maintaining low cost base to enhance competitiveness

EBITDA Margin

Healthy EBITDA margin contributes to solid liquidity

Balance Sheet

Robust cash on hand with low leverage to support investment plan



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	$\text{Trailing-12-month EBITDA} / \text{Trailing-12-month Interest Expenses \& Amortization of Bond Issuing Cost}$