

Q3 2016 Analyst Meeting Bangkok 8 November 2016









**Industry Highlights** 

**Financial Results** 

Outlook

Safety | Industry 2 | Financial > Outlook



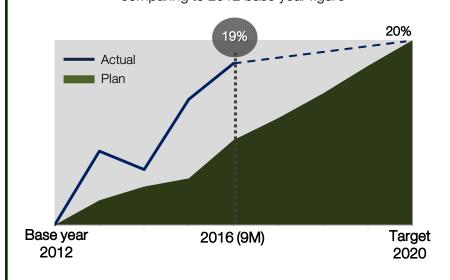
# Our priority on Safety and Environment

# Safety Maintain high safety standard # of incidents per million man hours (Lost time injury incident frequency, LTIF) Industry Benchmark PTTEP 0.5 0.12 0.0 Safety of PTTEP employees and contractors in every aspect of our operations is key to achieve the goal of "Target Zero"

# **Environment**

# Target 20% GHG reduction by 2020

% of reduction in GHG emission per BOE produced, comparing to 2012 base year figure



PTTEP aims to become a Low Carbon Footprint organization, and has set a goal to reduce its greenhouse gas (GHG) emissions by not less than 20% in the year 2020 versus its 2012 base year figure.

Safety | Industry 3 | Financial > Outlook

<sup>\*</sup> Increase in GHG emission per barrel produced in 2014 was due to slight decrease in production from domestic assets.







**Industry Highlights** 

**Financial Results** 

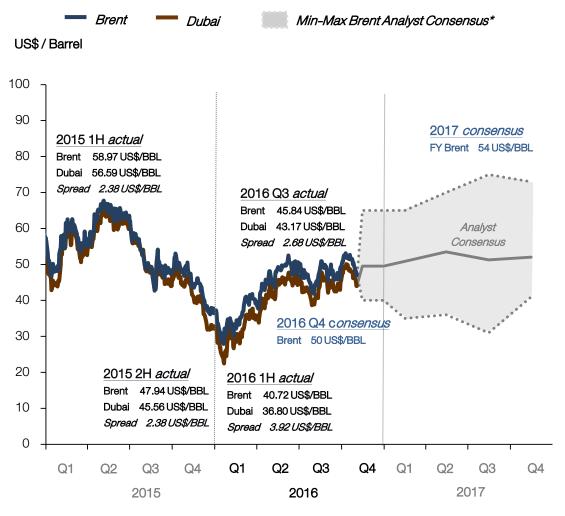
Outlook

Safety Industry 4 Financial Outlook



# Oil Prices

Slight increase in oil price driven by the potential OPEC's production cut



#### Remark: \* Bloomberg Analyst Consensus (CPFC) as of 31 October 2016 (52 estimates)

#### 9M 2016 Highlights



High level of production from OPEC



Continuing supply ramp-up from Iran and potential production recovery in US from increasing rig counts



Concern over the impact of Brexit to global economic and oil demand outlook

#### Outlook for the remaining of the year



Pressure from oversupply conditions



Potential of production cut from OPEC and non-OPEC



Gradual expansion in global economy reflecting increase in global oil demand

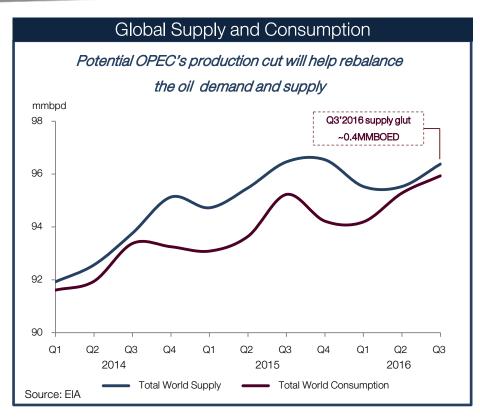


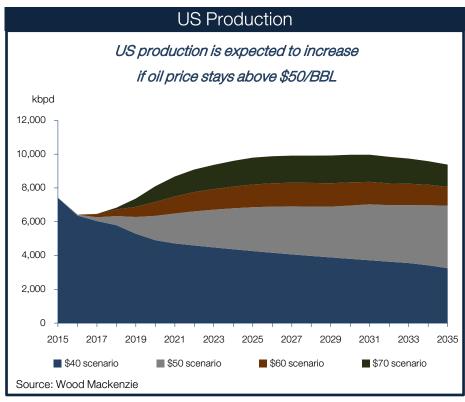
Distress from the unrest situation in Syria if escalates



# Global Oil Supply: Remains Fragile

Key catalysts include OPEC production cut and US production recovery





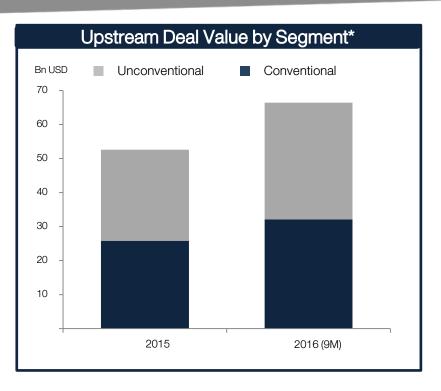
#### Current supply glut as of end of Q3'16 is approx. 0.4 MMBOED

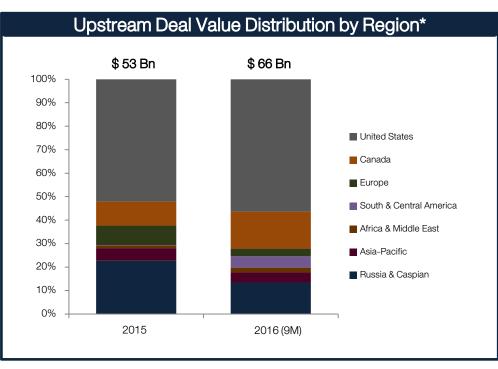
- Supply glut will be eased up, if OPEC and non-OPEC meeting in November 2016 reaches the conclusion to cut the production (positive impact to oil prices)
- Key catalyst: If oil price continues to rise, US production is likely to recover from 2017 onwards



# M&A Updates

#### Main activities focus on US unconventional





- Global M&A upstream market showed a sign of recovery mainly due to improved oil prices
- As of the third quarter of 2016, majority of deal value and activities remain in US unconventional and the consolidation of oil sands position in Canada

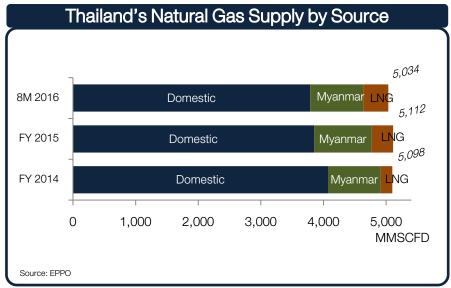
Remark: \* includes deal valued over \$100 million and excludes Shell-BG deal

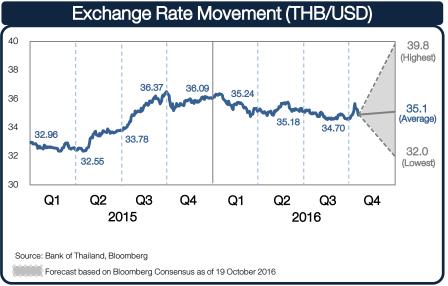
Source: IHS

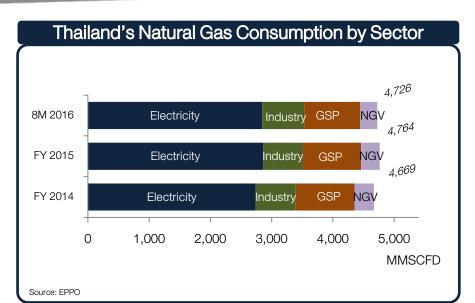


# **Thailand Updates**

Stable gas outlook, while watching closely on the concession re-tendering timeline







#### Re-tendering of Expiring Concession in GOT



- Delayed process on Petroleum Act and PITA under the National Legislative Assembly's review from October 2016 target
- Closely monitor the potential impact on the timely process of dataroom opening in March 2017 and concession award in late 2017

Source: Interviewed by Director General of DMF, 26 August 2016

Safety | Industry 8 | Financial > Outlook







**Industry Highlights** 

**Financial Results** 

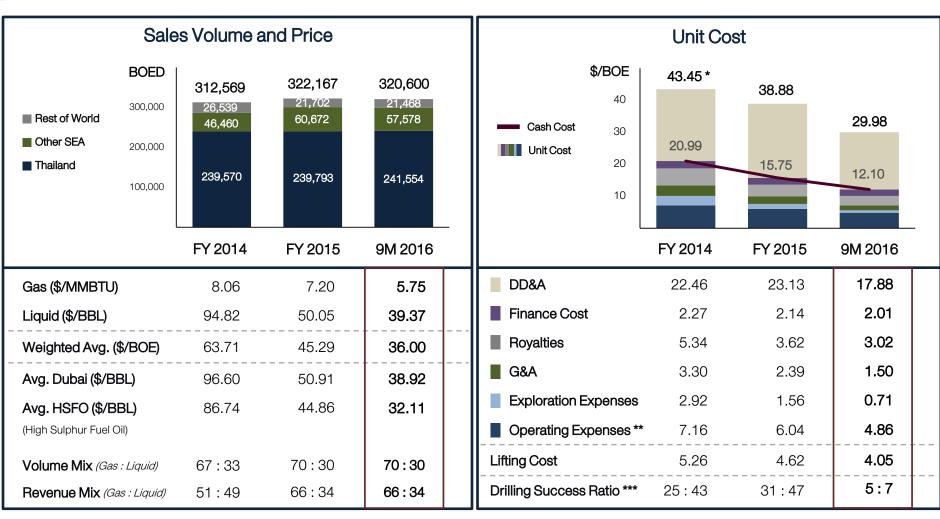
Outlook

Safety 9 Financial Outlook



# Sales Volume & Unit Cost

On track for 2016 sales volume target; while cost improvement exceeds target



Remark: Sales Volume & Royalties after reclassification of PSC royalty. All numbers include discontinued operations until August 2016.

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

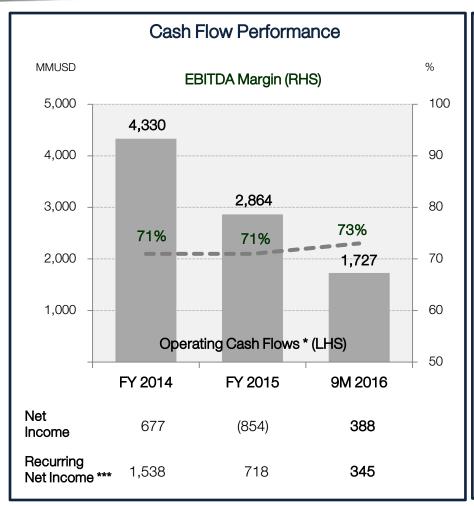
<sup>\*\*</sup> Exclude diluent cost for blending bitumen in KKD Oil Sands project

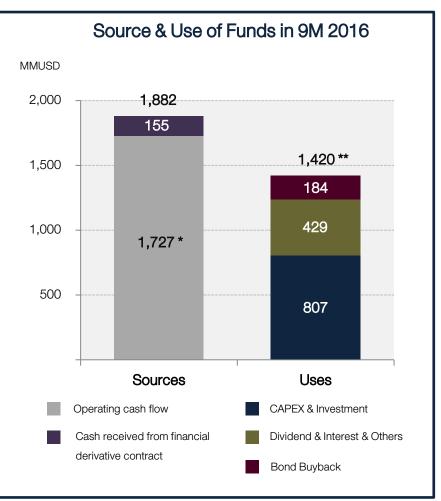
<sup>\*\*\*</sup> Successful wells: Total wells (includes Exploration and Appraisal wells)



# Cash flow Performance

Healthy EBITDA margin with robust liquidity to fund CAPEX and debt service





Remark: \* Net of adjustment for the effect of exchange rate changes on cash and cash equivalents

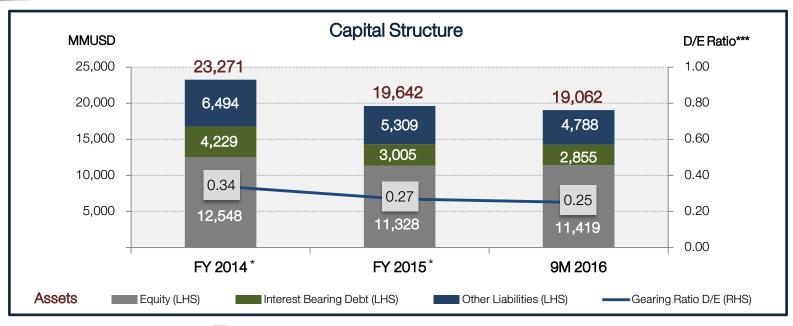
\*\* Excludes cash flows for investing in short-term investments (Fixed deposit > 3 months)

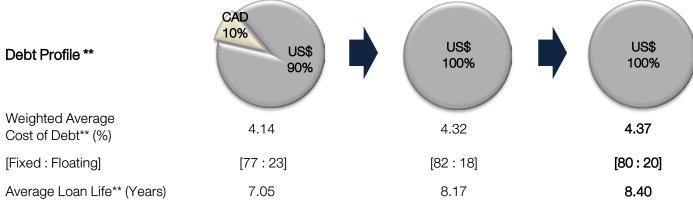
\*\*\* Excludes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, Impairment Loss on Assets, and etc.



# **Financial Position**

Solid balance sheet with \$3.7bn cash on hand for future growth





Remark: \* Restated

\*\* Excludes Hybrid bonds

<sup>\*\*\*</sup> Include discontinued operations until end of August 2016





**Industry Highlights** 

**Financial Results** 

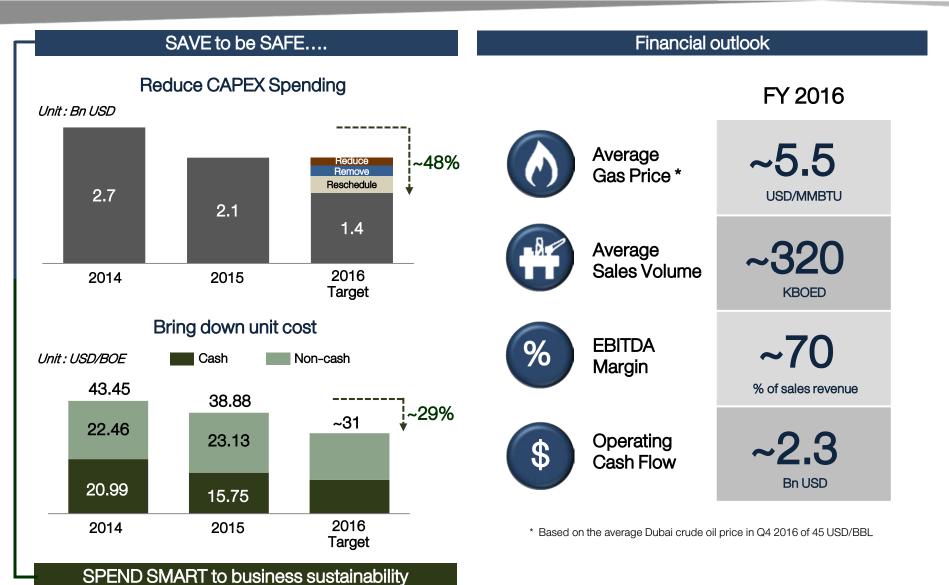
Outlook





# RESET Cost structure for Sustainability

Think smart, work smart for better efficiency



Safety Industry 14 Financial Outlook



#### REFOCUS for Future Growth

Potential reserves addition on the way

#### Short to Medium term

#### FID Candidates: select to proceed with competitive projects



#### Mozambique Area 1

- 8.5% interest (operated by APC)
- Initial development for 12 MMTPA LNG (2 trains)



#### Contract 4 (Ubon)

- 60% interest (operated by Chevron)
- Oil resources in the Gulf of Thailand
- Proposed production capacity in 25-30 kbpd range



#### Algeria HBR

- 24.5% interest, operator
- Successful appraisal wells result
- Fasten development plan

#### Continue to pursue new investments



#### M&A

Producing / near-term producing assets in SEA



#### **Exploration Portfolio**

 Low risk, known areas and quick commercialization located in SEA



#### **LNG Value Chain**

 Evaluate feasibility to form LNG value chain partnership with PTT

#### Long term

#### Resources for further cost efficiency improvement

#### Mariana Oil Sands



- 100% interest, operator
- Re-assessing development plan for cost optimization



#### Cash Maple

- 100% interest, operator
- 5 years Retention lease period (2017-2021)
- In discussion with nearby operators for jointdevelopment

#### Business enhancement and sustainability



#### Strengthen E&P capability

Through R&D on exploration and production technologies



#### Diversification for Future value

 Search for new business in both E&P-related and non-E&P related sectors

Safety Industry 15 Financial Outlook



# **Exploration Optimization**

Paving the path for organic growth

# Existing Portfolio

Growth Portfolio

#### Seismic

- 20% reduction of 2016YTD Seismic costs
- Currently focus on Seismic works optimization and data quality for prospect evaluation (M11, MD-7, MOGE3 and Barreirinhas AP1)

# E&A Drilling

 2017-2018: Conduct E&A drilling of high potential blocks with promising seismic results

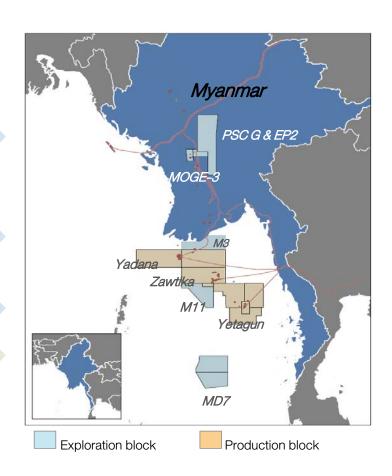
#### Portfolio Rationalization

• Farm out of exploration blocks with high stakes (i.e. MD-7)

Near field unlock potential (i.e. Zawtika West)

# Strategy • Focus

- Focus on low risk, known areas and quick commercialization located in SEA (i.e. SK 410B in Malaysia)
- Cluster exploration (multi blocks)



**Financial** 



On target to achieve stable sales

Leaner cost structure driving Competitive operating performance

Robust liquidity with solid cash flow and significant cash on hand

Opportunities for long-term growth through organic and inorganic investments



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



http://www.pttep.com



IR@pttep.com



+66 2 537 4000



# Supplementary Information



Detailed financial information	20-25
Project details	26-29
Organization structure	30
Ratios and formula	31

Safety | Industry | 19 | Financial | Outlook



# Summary of Q3 2016 Financial Results

Healthy bottom line supported by core earnings and non-recurring gains

Unit: MMUSD

Statement of Income	Q2 16 *	Q3 16	% QoQ	Q3 15 *	% YoY	9M 16	9M 15 *	% YTD
Total Revenues	1,102	1,109	1	1,457	(24)	3,281	4,291	(24)
Sales	1,061	1,047	(1)	1,307	(20)	3,152	4,084	(23)
Others	41	62	51	150	(59)	129	207	(38)
Sales Volume (BOED)	320,657	311,386	(3)	320,795	(3)	320,600	317,383	1
Sales Price (USD/BOE)	36.62	36.32	(1)	44.83	(19)	36.00	47.47	(24)
Total Expenses	1,028	953	(7)	2,710	(65)	2,896	5,245	(45)
Major Expenses:								
Operating Expenses	139	146	5	177	(18)	415	515	(19)
Exploration Expenses	15	20	33	78	(74)	61	129	(53)
DD&A	518	534	3	644	(17)	1,570	2,095	(25)
Impairment loss on assets	-	-	-	1,350	(100)	-	1,350	(100)
Income Tax Expense	55	67	22	220	(70)	152	377	(60)
(Gain)/Loss on FX	(7)	(14)	(100)	20	<(100)	(27)	73	<(100)
Net Income from Continuing Operations	74	156	>100	(1,253)	>100	385	(954)	>100
Profit (Loss) from Discontinued Operations	1	0.3	(70)	(31)	>100	3	(32)	>100
Net Income	75	156	>100	(1,284)	>100	388	(986)	>100
Recurring Net Income	154	75	(51)	264	(72)	345	705	(51)
Non-Recurring **	(79)	81	>100	(1,548)	>100	43	(1,691)	>100

Note: \* Restated / Represented

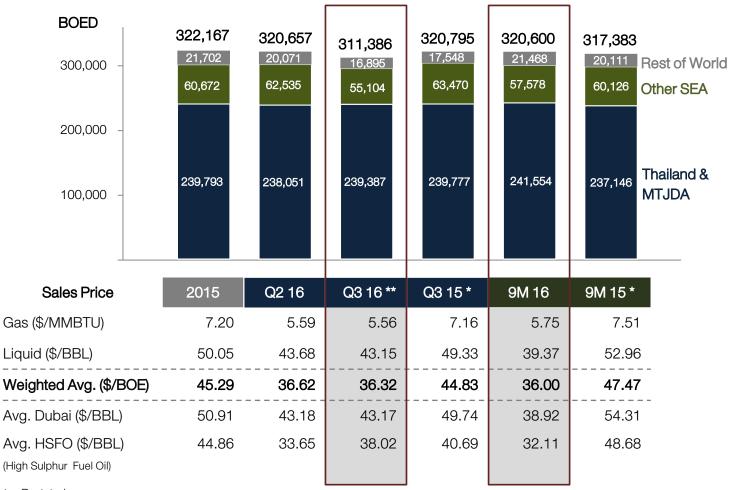
<sup>\*\*</sup> Includes Gain/(Loss) on FX, Deferred tax from Functional currency, Current Tax from FX Revaluation, Gain/(Loss) from Financial Instruments, and etc.

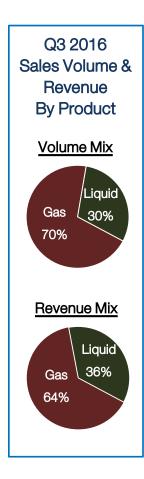


# PTTEP Sales Volume & Average Selling Price

Lower sales volume QoQ from higher planned maintenance shutdown activities

#### Sales Volume





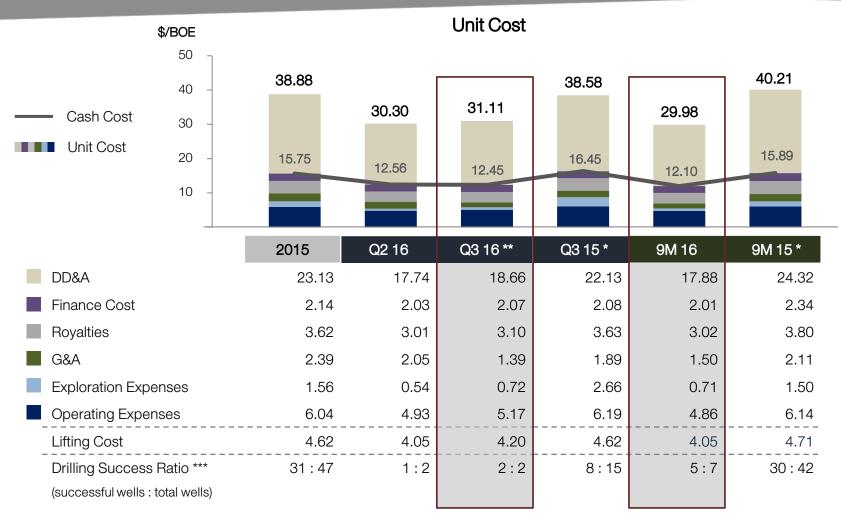
Note: \* Restated

<sup>\*\*</sup> Includes discontinued operations until end of August 2016



# **Operating Performance**

Slight increase in unit cost QoQ due to more completed assets and higher maintenance activities



Note: \* Restated

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

<sup>\*\*</sup> Includes discontinued operations until end of August 2016

<sup>\*\*</sup> Exploration and Appraisal Wells



# Financial Performance: Income Statement

Maintain strong EBITDA margin reflecting efficiency in cost reduction

	Q2 16 *	Q3 16	Q3 15 *	9M 16	9M 15 *
Sales Revenue ** (MMUSD)	1,085	1,065	1,337	3,204	4,179
EBITDA *** (MMUSD)	778	770	919	2,337	3,025
Net Income (MMUSD)	75	156	(1,284)	388	(986)
Recurring Net Income (MMUSD)	154	75	264	345	705
Earning Per Share (USD)	0.01	0.04	(0.32)	0.09	(0.25)
Key Financial Ratios ***					_
EBITDA Margin (%)	72	72	69	73	72
Return on Equity (%) (LTM)	(7)	5	(14)	5	(14)
Return on Capital Employed (%) (LTM)	(5)	4	(10)	4	(10)
Return on Equity (%) (LTM, Recurring Net Income)	5	3	7	3	7
Return on Capital Employed (%) (LTM, Recurring Net Income)	4	3	6	3	6

Note: \* Restated / Represented

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

<sup>\*\*</sup> Sales and revenue from pipeline transportation

<sup>\*\*\*</sup> Includes discontinued operations until end of August 2016



# Financial Performance: Balance Sheet

Solid balance sheet with \$3.7Bn cash on hand for future growth

	Q4 15	Q1 16	Q2 16	Q3 16
Total Assets (MMUSD)	19,642	19,795	19,025	19,062
- Cash & cash equivalents * (MMUSD)	3,260	3,702	3,205	3,722
Total Liabilities (MMUSD)	8,314	8,509	7,704	7,643
- Interest bearing debt (MMUSD)	3,005	3,018	2,844	2,855
Equity (MMUSD)	11,328	11,286	11,321	11,419
Key Financial Ratios ***				
Total Debt to Equity (X)	0.27	0.27	0.25	0.25
Net Debt * to Equity (X)	(0.02)	(0.06)	(0.03)	(0.08)
Total Debt to Capital (X)	0.21	0.21	0.20	0.20
Total Debt to EBITDA (X)	0.78	0.85	0.86	0.91
Net Debt * to EBITDA (X)	(0.07)	(0.19)	(0.11)	(0.28)
EBITDA Interest Coverage (X)	24	24	24	23

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

Weighted Average Cost of Debt \*\*: 4.37%

Average Loan Life \*\*: 8.40 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

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

<sup>\*\*</sup> Excludes hybrid bonds

<sup>\*\*\*</sup> Includes discontinued operations until end of August 2016



# Cash Flows: January - September 2016

Robust cash position and positive operating cash flow

Unit: MMUSD

Operating	1,727		CAPEX & Investment	(807)
Income before tax & non-cash adjustment	2,394	_	<ul><li>CAPEX (PP&amp;E, Intangible asset)</li><li>Others</li></ul>	(813 <u>)</u>
■ Tax payment	(537)	+	- Others	C
Changes in assets/liabilities *	(94)			
BITDA**** 2,337 MMUS\$				
,			Finance	(458)
			■ Net interest paid ** & Finance cost paid	(119
	Free Cash Flo	O\A/	■ Bond buy back	(184
	1100 0431111		■ Dividend paid	(310
	920		■ Cash received from financial derivative	158
			contract	
	Cash In (Ou	t)	Beginning Cash & Cash Equivalent***  Ending Bal	ance***
	462	+	3,260 = 3,722	2

Note: \* Net of foreign exchange rate effect

<sup>\*\*</sup> Net of interest received

<sup>\*\*\*</sup> Include Short-term investment (Fixed deposit > 3 months)

<sup>\*\*\*\*</sup> Includes discontinued operations until end of August 2016



# Project Information 1/4

Production phase: Thailand and JDA

	Project	Status*	PTTEP's	Partne	rs	9M 2016 Ave	rage Sales Volume **	2016 Key Activities
			Share	(as of Q32	2016)	Gas	Oil and Other	
Pro	oduction Phase							
Th	ailand and JDA							
1	Arthit	OP	80%	Chevron MOECO	16% 4%	220 MMSCFD	Condensate: 10 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%	127 MMSCFD	Crude: 29 k BPD	<ul> <li>Drill development wells</li> <li>Perform waterflood activities</li> </ul>
4	Bongkot	OP	44.4445%	TOTAL British Gas	33.3333% 22.2222%	888 MMSCFD	Condensate: 27 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%	586 MMSCFD	Crude: 24 k BPD Condensate: 22 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%	323 MMSCFD	Condensate: 15 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%	11 MMSCFD	-	
8	G4/43		21.375%	Chevron MOECO PSTL	51% 21.25% 6.375%	1.6 MMSCFD	Crude: 6.3 k BPD	Drill development wells     Perform waterflood activities
9	G4/48		5%	Chevron MOECO	71.25% 23.75%	7.3 MMSCFD	Crude: 1.3 k BPD	
10		OP	100%			=	Crude: 544 BPD	Drill exploration and development wells
11	PTTEP1	OP	100%			-	Crude: 378 BPD	<ul><li>Drill development wells</li><li>Perform waterflood activities</li></ul>
12	S1	OP	100%			23 MMSCFD	Crude: 27 k BPD	<ul> <li>Drill exploration / appraisal / development wells</li> <li>Enhance oil recovery program includes waterflooding and artificial lift</li> </ul>
13	Sinphuhorm	OP	55%	Apico ExxonMobil	35% 10%	120 MMSCFD	Condensate: 444 BPD	Drill development wells
14	MTJDA	JOC	50%	Petronas-Carigali	50%	309 MMSCFD	Condensate: 8.3 k BPD	Drill development wells     Install wellhead platforms
15	L22/43	OP	100%			-	Crude: 165 BPD	Drill exploration / development wells

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

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

Safety

Industry Financial Outlook 26

<sup>\*\*\*</sup> Pending the approval of the partner divestment from DMF
\*\*\*\* DCQ = Daily Contractual Quantity



# Project Information 2/4

Production phase: overseas

	Project	ct Status* PTTEP's Partners 9M 2016 Average Sales Volume **		2016 Key Activities				
			Share	(as of Q32	2016)	Gas	Oil and Other	
Pro	duction Phase							
Ov	<u>erseas</u>							
16	Oman 44 ***	ОР	100%			17 MMSCFD	Condensate: 854 BPD	Maintain production operation
17	Vietnam 9-2	JOC	25%	PetroVietnam SOCO	50% 25%	12 MMSCFD	Crude: 3.9 k BPD	Maintain production operation     Perform reservoir management
18	Yadana		25.5%	TOTAL Chevron MOGE	31.24% 28.26% 15%	745 MMSCFD	-	<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%	233 MMSCFD	Condensate: 5.4 k BPD	<ul> <li>Drill development wells</li> <li>Perform reservoir Management</li> </ul>
20	Vietnam 16-1	JOC	28.5%	PetroVietnam SOCO OPECO	41% 28.5% 2%	12 MMSCFD	Crude: 26 k BPD	<ul> <li>Drill development wells</li> <li>Perform reservoir management</li> <li>Review feasibility for water handling facility upgrade</li> </ul>
21	PTTEP Australasia (PTTEP AA)	OP	50%-100% (varied by permits)			-	Crude: 15 k BPD	<ul> <li>Maintain production operation</li> <li>Assess resource potential of exploration permits</li> </ul>
22	Natuna Sea A		11.5%	Premier Oil KUFPEC Petronas Pertamina	28.67% 33.33% 15% 11.5%	217 MMSCFD	Crude: 1.5 k BPD	Maintain production operation
23	Zawtika (M9 & a part of M11)	ОР	80%	Myanma Oil and Gas Enterprise (MOGE)	20%	301 MMSCFD		Maintain production rate     Drill development wells     Install wellhead platforms
24	Algeria 433a & 416b (Bir Seba)	JOC	35%	PetroVietnam Sonatrach	40% 25%	-	Crude: 2.2 k BPD (net entitlement)	Maintain production operation     Review field development plan for possible capacity expansion

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

<sup>\*\*</sup> Sales volume stated at 100% basis except for Algeria 433a & 416b

<sup>\*\*\*</sup> In the process of divestment transaction closing



# Project Information 3/4

Exploration phase

	Project	Status*	PTTEP's Share	Partners (as of Q3 2016)	2016 Key Activities
Exp	oloration Phase			(3.0 0. 40 20 .0)	
Tha	ailand and JDA				
25	G9/43	OP	100%		
Ove	<u>erseas</u>				
26	Myanmar M3	ОР	80%	MOECO 20%	Access development options and commercial potential
27	Mozambique Rovuma Offshore Area 1		8.5%	Anadarko, Mitsui, 26.5%,20% ENH, Bharat Petroleum, 15%,10%, BREML, OVL 10%,10%	Preparatory work for Final Investment Decision (FID) including LNG marketing and finalization of remaining commercial contracts
28	Algeria Hassi Bir Rekaiz	ОР	24.5%	CNOOC 24.5% Sonatrach 51%	Drill Appraisal wells
29	Myanmar M11	ОР	100%**		Acquire 3D seismic
30	Vietnam B & 48/95		8.5%	PVN 65.88% MOECO 25.62%	Negotiate a GSA with the Vietnamese government
31	Vietnam 52/97		7%	PVN 73.4% MOECO 19.6%	Negotiate a GSA with the Vietnamese government
32	Myanmar PSC G and EP 2	ОР	70%	WinPreciousResources 10% MOECO 10% Palang Sophon Offshore 10%	Conduct G&G studies
33	Myanmar MD 7	ОР	100%		Acquire 3D seismic
34	Mariana Oil Sands	ОР	100%		Assess development approach and cost reduction opportunity
35	Barreirinhas AP1		25%	BG Brasil 75%	Acquire 3D seismic

28

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 Q3 2016)		2016 Key Activities	
Exp	oloration Phase						
Ove	erseas (Cont'd)						
36	Myanmar MOGE 3	ОР	75%	Palang Sophon Offshore MOECO WinPreciousResources	10% 10% 5%	•	Acquire 3D seismic
37	Brazil BM-ES-23		20%	Petrobras INPEX	65% 15%	•	Drilling result and resource evaluation
38	Malaysia SK410B	ОР	42.5%	KUFPEC 4 PSCB	12.5% 15%		
39	Kenya L11A, L11B, L12		10%	Anadarko Total ENI	50% 30% 10%		

29

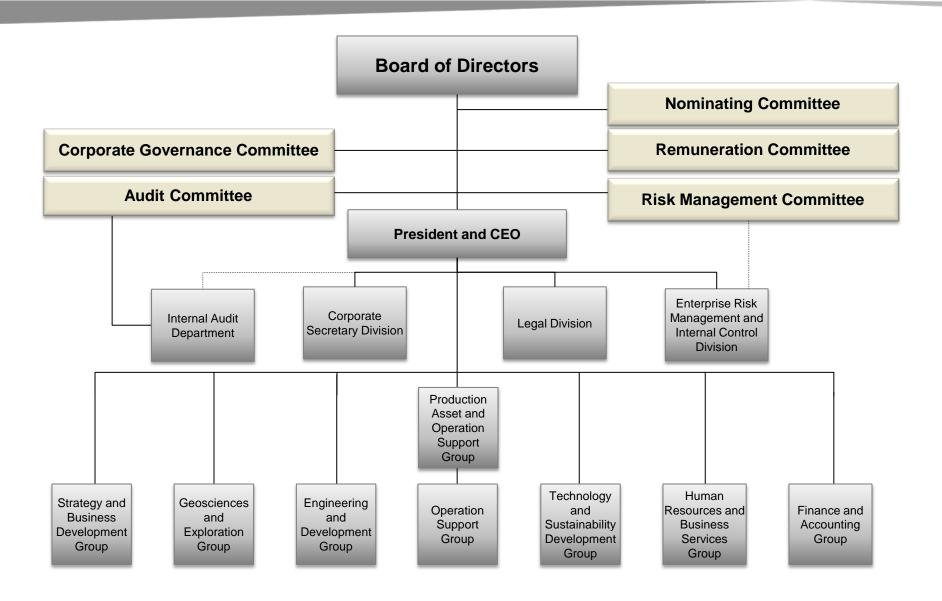
Remarks: 39 projects exclude 3 projects that are pending official withdrawal approval

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



# **Organization Structure**

Ensuring transparency, integrity and good corporate governance





# Ratio & Formula



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. + 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)
Simple Effective Tax Rate	Income tax expenses / Income before income taxes
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

Safety Industry 31 Financial Outlook