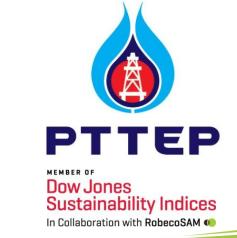
# PTT Exploration and Production Public Company Limited

Non-Deal Roadshow

Tokyo, Japan

18 - 19 May 2017











# **Company Overview**

Key Achievement and Financial Performance

**Growth & Opportunities** 

Investment Plan & Outlook



# PTTEP: the E&P Flagship of PTT Group

Plays a pivotal role in Thailand's oil and gas production



### As PTT's Upstream Flagship

Government of Thailand

66.0%<sup>2</sup>



Thailand's national energy company 65.3%<sup>1</sup>



#### Credit ratings equivalent to parent and country

S&P Moody's

TRIS

JCR

BBB+

Baa1

AAA

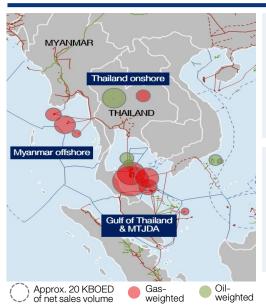
A-

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 into regional investments

### PTTEP's operations in SEA



95%

of PTTEP's total sales volume

+99%

Reliability of plants and field facilities\*

83%

of PTTEP's sales volume sold to PTT

12 USD/ BOE

Average regional cash cost

 $^{\star}$  of PTTEP-operated projects in Gulf of Thailand, excl. planned shutdown All figures are as of Q1 2017

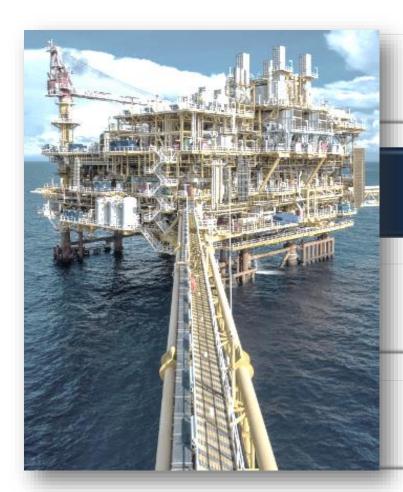
#### Notes:

- 1. Ownership as of 10 February 2017
- 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









**Company Overview** 

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# Survived through the Downturn and Ready to Strike

Strong operational and financial performance amid the oil price crisis



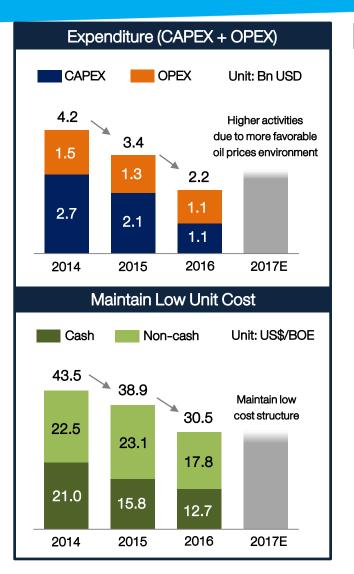


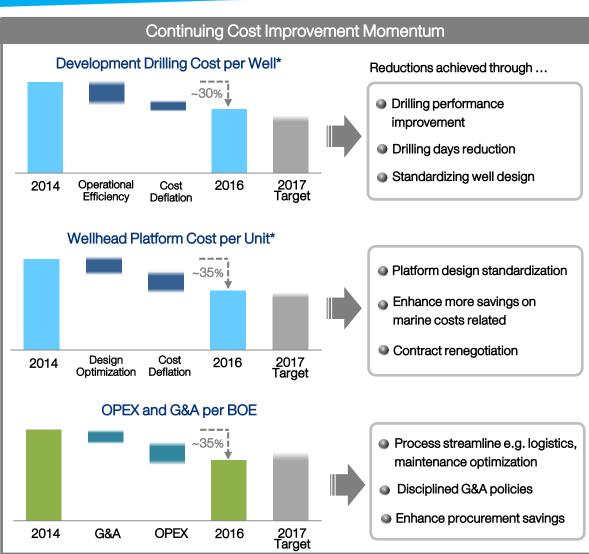
Remark \* Brent oil prices consensus range: Bloomberg Analyst Consensus (CPFC) as of 24 April 2017



# **Disciplined Cost Management**

Approx. 30% reduction to date on both CAPEX and OPEX





Remark \* Primarily applicable in PTTEP-operated projects in the Gulf of Thailand

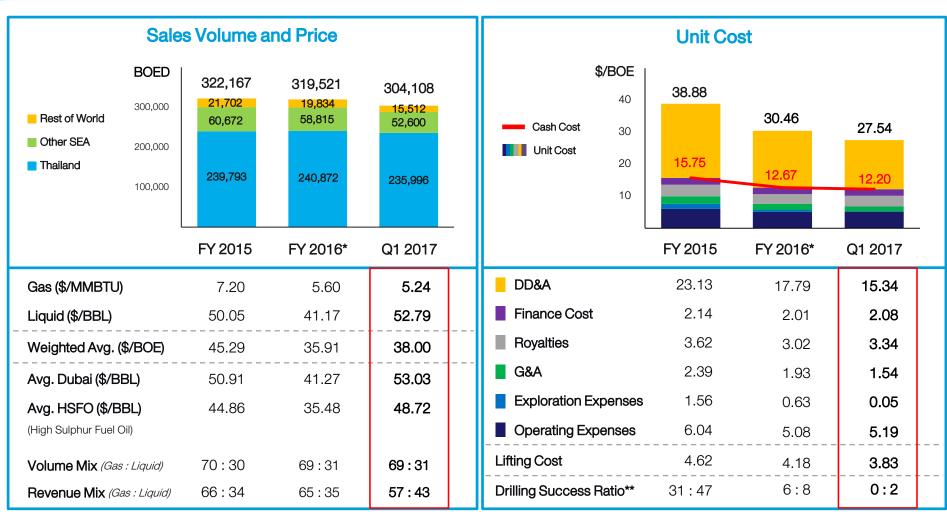
Note: For Wellhead Platform Cost: Graph represents cost reduction captured but not yet fully realized





### Sales Volume & Unit Costs





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

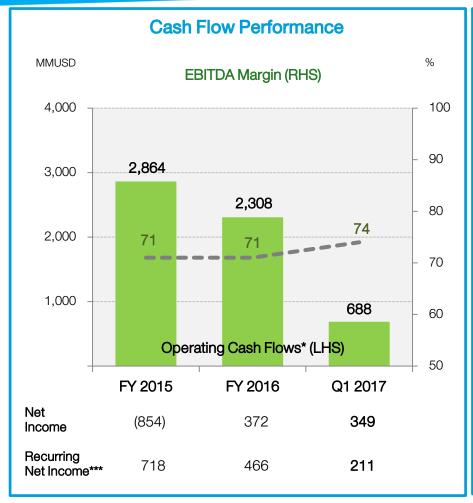
<sup>\*</sup> Represented and includes discontinued operations until end of August 2016

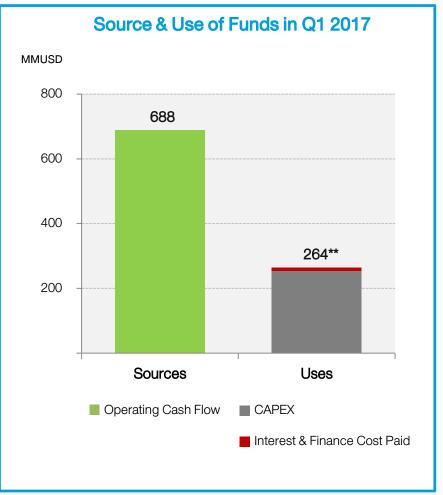
<sup>\*\*</sup> Successful wells: Total wells (includes Exploration and Appraisal wells)



## **Cash Flow Performance**

### Self funding for CAPEX and debt service





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

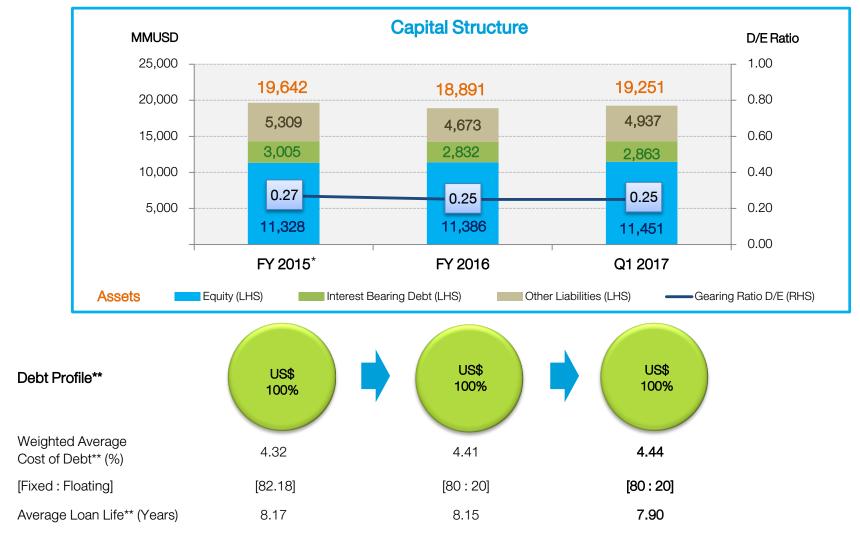
\*\* Excludes cash flows for investing in short-term investments (Fixed deposit > 3 months)

\*\*\* 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 \$4Bn+ cash on hand for future growth



Remark: \* Restated

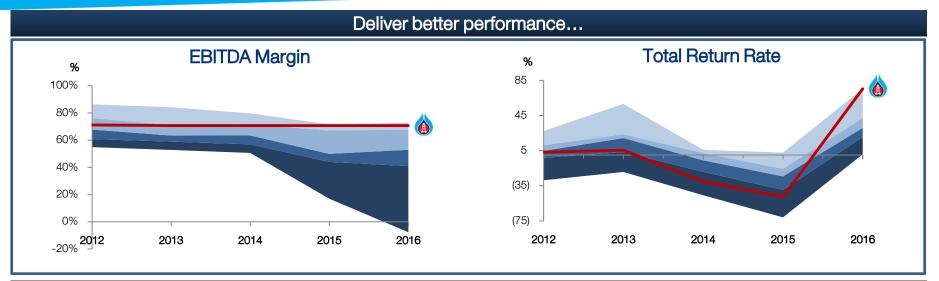
\*\* Excludes Hybrid bonds

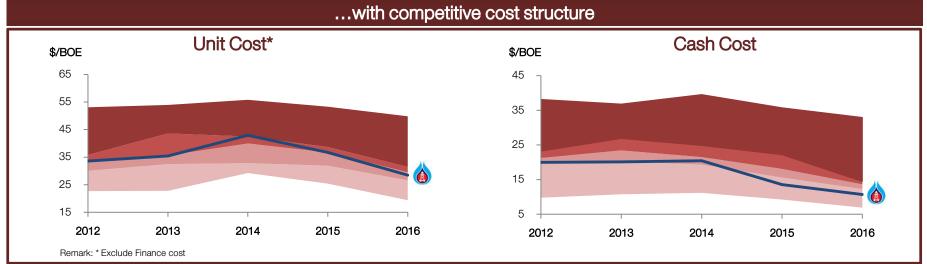


# Peers Performance Comparison

Beat the industry average







Peers includes Anadarko, BG, BP, Chevron, CNOOC, ConocoPhilips, ExxonMobil, Hess, Inpex, Marathon, Murphy Oil, PetroChina, Petronas, Premier Oil, Repsol, Shell, Sinopec, Total, and Woodside (Upstream division for Integrated firms) (only Total Return Rate: excludes BG, Petronas)



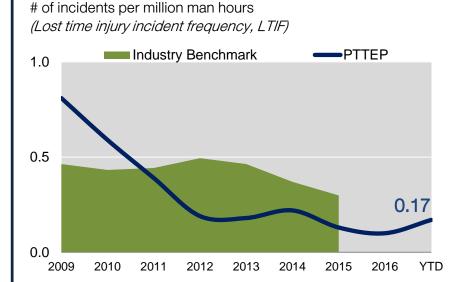


# Priority on Safety and Sustainability

Significant cost reduction without compromising on SSHE

# Safety

## Maintain high safety standard



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

# DJSI

## Listed for three consecutive years

# Dow Jones Sustainability Indices

In Collaboration with RobecoSAM •





PTTEP is selected for the DJSI World Oil and Gas Upstream & Integrated Industry with the highest score in 2016 and also awarded the RobecoSAM Gold Class Sustainability Award 2017.









Company Overview

Key Achievement and Financial Performance

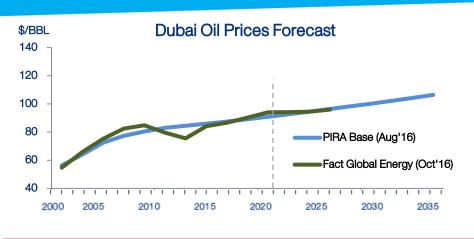
Growth & Opportunities

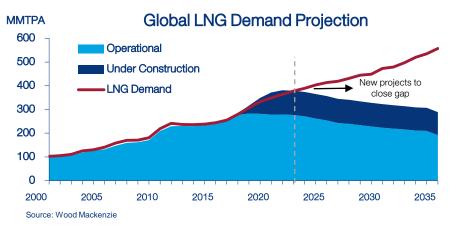
Investment Plan & Outlook



# Growth Driver: Development Projects in Pipeline

Reinforced by more favorable industry outlook and funding capability





### Good mix of LNG & Oil projects to start-up during 2021-2023 to capture the industry upturn

### Mozambique Rovuma Offshore Area 1



#### **Expected Start-up** Working Interest

2022/23

8.5% (operated by Anadarko)

- Substantial recoverable resources of 70+ TCF
- Initial development for 12 MMTPA LNG (2 trains)

#### Key elements towards FID

Legal/Contractual: Key agreements are now finalized; working through formal approval. Resettlement: Resettlement action plan was approved, which will enable contracts finalization and begin construction of new villages.

Marketing: Secured HOA with multiple customers. On process of turning HOA into SPA. **Project Financing:** Lenders are keenly engaged and indicated a willingness to support.

#### **Ubon (Contract 4)**



**Production** 

**Expected Start-up** Working Interest

60% (operated by Chevron)

- Oil resources in the Gulf of Thailand
- Pursuing further cost rationalization

#### Algeria HBR



**Production 50**KBPD **Expected Start-up Working Interest** 

24.5% (operator)

2023

Accelerate development plan with early production phase of 10-13 KBPD, targeting to submit development plan in Q3 2017



### **Growth Pillars**

### Well-prepared for sustainable future growth



Exploration

Focus Known area, acceptable risk and quick

commercialization opportunity

Seismic Activity: MOGE-3, Zawtika West Area, SK410B

**2017/18 Drilling:** Onshore/offshore in Thailand/Myanmar

M&A

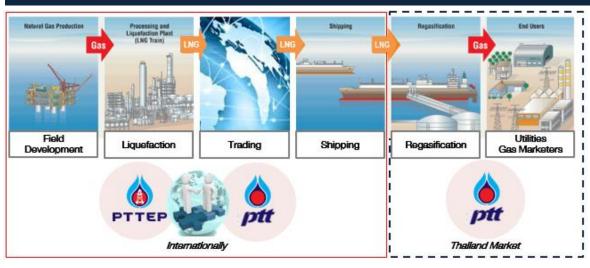
Geographical focus: Thailand, SEA, Middle East

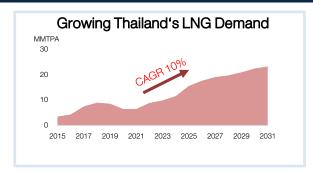
Financially well \$ 4.4 Bn Cash on hand and low gearing

positioned: (0.25x D/E)

Phase: Producing or near-producing

### Cooperation with PTT in LNG Opportunities



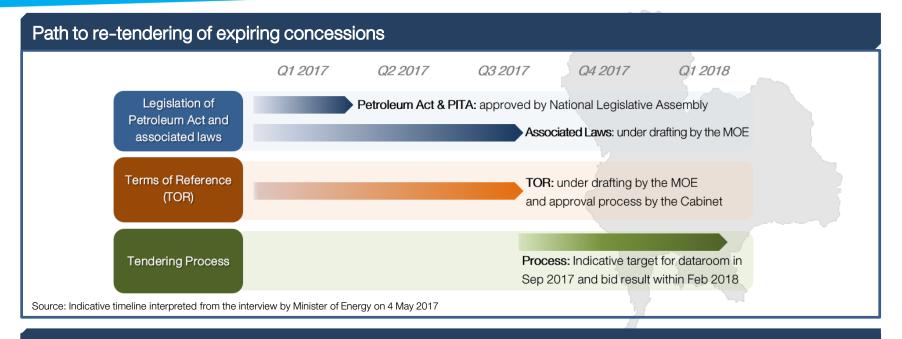


 Create value from synergy between PTTEP's upstream expertise and PTT's midstream and gas business experiences



# **Bongkot Concession Expiry**

### PTTEP is well-positioned to continue as operator



### PTTEP: Competitively positioned to continue as operator



- Experienced and reliable operated at average over 95%\* field reliability
  - Operational efficiency through 20 years of factory drilling and GoT synergies
    - Deep subsurface understanding
       Key enabler to deliver optimum resource recovery

Remark: \* Bongkot field's performance as of 2016







**Company Overview** 

Key Achievement and Financial Performance

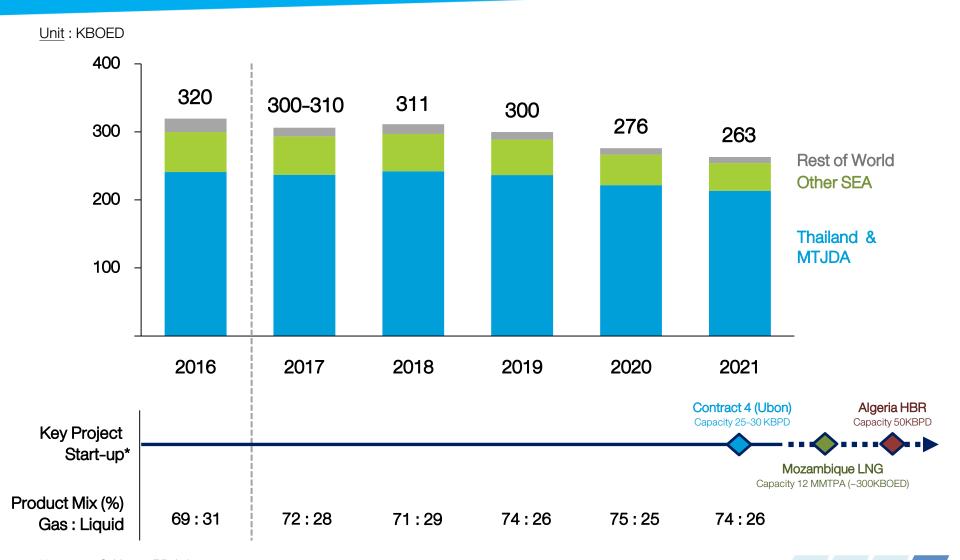
**Growth & Opportunities** 

Investment Plan & Outlook



### Sales Volume Guidance

#### Focus area in Thailand and South East Asia

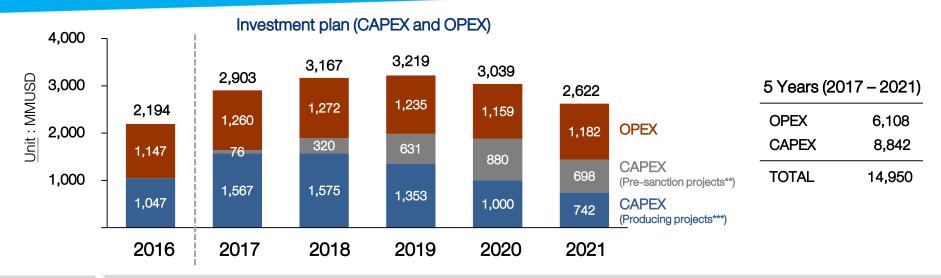


Note: \* Subject to FID timing

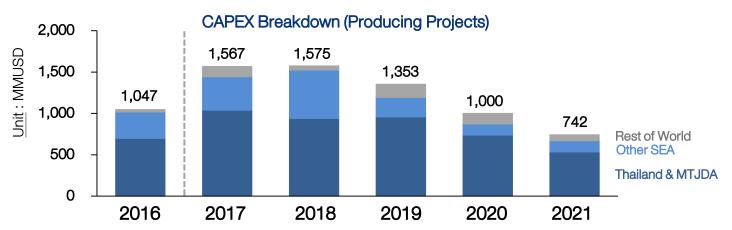


## Investment Plan (CAPEX and OPEX)

SPEND SMART through leaner CAPEX and OPEX program







# 5 Years (2017 – 2021)

Rest of World	533
Other SEA	1,497
Thailand	4,206
TOTAL	6,236

Note: \* Subject to FID timing

Includes exploration and appraisal in all projects and head office CAPEX



<sup>\*\*</sup> Pre-sanction projects include Mozambique LNG, Contract 4 (Ubon), Algeria HBR



# Financial Capability and Outlook

Maintain Robust liquidity and cost competitiveness

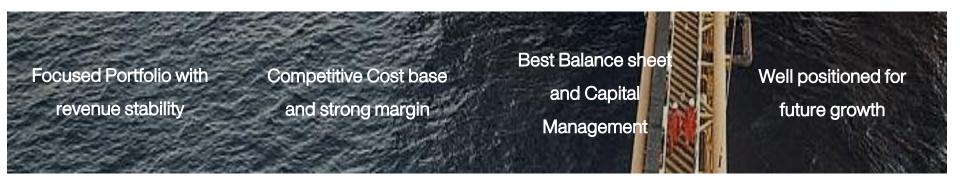
## Strong Financial Capability in 2016 2.3 billion USD Operating cash flow 4.0 Cash on hand 2.0 billion USD Debt headroom 0.25<sub>x</sub> Total debt/equity ratio \$2.3 Bn "Solid cash flow from operations in 2016 Dubai \$ 1.0 Bn \$41 /BBL despite low oil price environment" Operating **CAPEX** cash flow



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

# Key Takeaways

Strived through the downturn and ready to compete



- +90% of sales volume concentrated in SEA
- Stable revenues from PTT +80% of sales volume via long term offtake contracts
- Gas-weighted portfolio to cushion oil price volatility

- Low cost operations in SEA with ~70% EBITDA margin amid the low oil prices
- Cost discipline and operation efficiency with over 30% Unit cost reduction
- \$4.4 Bn cash on hand and solid capital structure with low D/E ratio at 0.25x
- A consistent dividendpaying company for over 15 years
- Series of project developments in the pipeline and M&A
- Current gas-weighted portfolio in line with global trend towards gas
- Cooperation with PTT in LNG Value Chain investments





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



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# Summary of Q1 2017 Financial Results

## Deliver strong performance from better sales price and lower unit cost

Unit: MMUSD

Statement of Income	Q4 16	Q1 17	% QoQ	Q1 16*	% YoY	2016	2015*	% YTD
Total Revenues	1,089	1,092	0	1,085	1	4,339	5,614	(23)
Sales	1,038	1,040	0	1,045	0	4,190	5,287	(21)
Others	51	52	2	40	30	149	327	(54)
Sales Volume (BOED)	316,307	304,108	(4)	329,858***	(8)	319,521	322,167	(1)
Sales Price (USD/BOE)	35.65	38.00	7	35.08	8	35.91	45.29	(21)
Total Expenses	1,122	743	(34)	929	(20)	3,987	6,437	(38)
Major Expenses:								
Operating Expenses	167	142	(15)	130	9	582	685	(15)
Exploration Expenses	12	1	(92)	25	(96)	73	183	(60)
DD&A	509	420	(17)	518	(19)	2,079	2,708	(23)
Impairment loss on assets	47	-	(100)	-	-	47	1,350	(97)
Income Tax Expense	133	(8)	(>100)	30	(>100)	285	495	(42)
(Gain)/Loss on FX	16	(3)	(>100)	(6)	50	(12)	69	(>100)
Net income from Continuing Operations	(33)	349	>100	156	>100	352	(823)	>100
Profit (loss) from Discontinued Operations	17	-	(100)	1	(100)	20	(31)	>100
Net Income	(16)	349	>100	157	>100	372	(854)	>100
Recurring Net Income	123	211	72	116	82	466	718	(35)
Non-Recurring **	(139)	138	>100	41	>100	(94)	(1,572)	94

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



# Financial Performance

## Survived through the downturn and ready for future growth

Income Statement	2016	2015*	Q1 2017	Q4 2016	Q1 2016*
Sales Revenue** (MMUSD)	4,274	5,444	1,053	1,054	1,070
EBITDA** (MMUSD)	3,027	3,844	776	690	789
Net Income (MMUSD)	372	(854)	349	(16)	157
Recurring Net Income (MMUSD)	466	718	211	123	116
Earning Per Share (USD)	0.08	(0.22)	0.09	(0.01)	0.04
Key Financial Ratios					
EBITDA Margin (%)	71	71	74	65	74
Return on Equity (%) (LTM)	3	(7)	5	3	(8)
Return on Capital Employed (%) (LTM)	3	(4)	5	3	(5)
Return on Equity (%) (LTM, Recurring Net Income)	4	6	5	4	5
Return on Capital Employed (%) (LTM, Recurring Net Income)	4	5	5	4	5

Balance Sheet	2016	2015*	Q1 2017
Total Assets (MMUSD)	18,891	19,642	19,251
- Cash & cash equivalents* (MMUSD)	4,022	3,260	4,446
Total Liabilities (MMUSD)	7,505	8,314	7,800
- Interest bearing debt (MMUSD)	2,832	3,005	2,863
Equity (MMUSD)	11,386	11,328	11,451
Key Financial Ratios			
Total Debt to Equity (X)	0.25	0.27	0.25
Net Debt* to Equity (X)	(0.11)	(0.02)	(0.14)
Total Debt to Capital (X)	0.20	0.21	0.20
Total Debt to EBITDA (X)	0.94	0.78	0.95
Net Debt* to EBITDA (X)	(0.40)	(0.07)	(0.53)
EBITDA Interest Coverage (X)	22	24	22

Note: Includes discontinued operations until end of August 2016

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

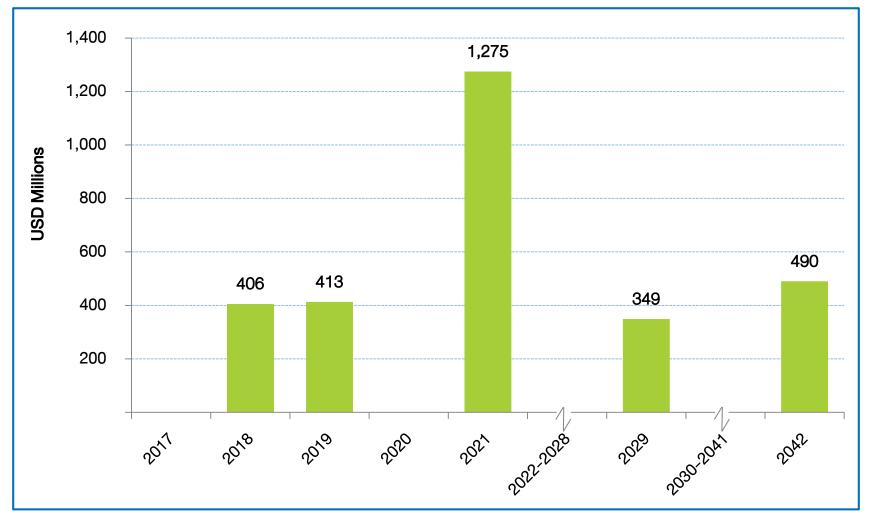
Restated/Represented

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

# **Debt Maturity Profile**

Expect no debt maturity until 2018



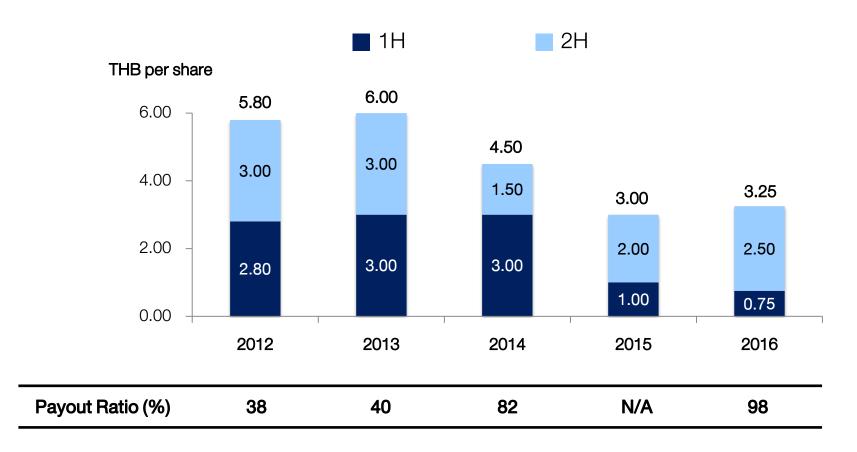


Note: Excludes Hybrid bonds

Unit: USD Millions or equivalent after cross currency swap



(Policy: No Less Than 30% of Net Income)





# Sustainable development

Pursue long-term growth with social and environmental wellness

## Dow Jones Sustainability Indices

In Collaboration with RobecoSAM (





ROBECOSAM Sustainability Award Gold Class 2017

#### 2016 DJSI Listed Company

PTTEP is selected for the DJSI World Oil and Gas
Upstream & Integrated Industry with the highest score
and also awarded the RobecoSAM Gold Class
Sustainability Award 2017.







#### **FTSE4Good Emerging Index**

PTTEP is a constituent of the FTSE4Good Emerging Index following its launch in December 2016



#### Proven business integrity

Outstanding Sustainability Report Award 2016

Thai Listed Companies Association

Certified Member
Thailand's Private Sector Collective Action Coalition Against
Corruption (CAC)

CG Asia Recognition Awards

Corporate Governance Asia Magazine

#### **Exemplary social contributor**

Platinum Award for Best Community Program at the 9<sup>th</sup> Annual Global CSR Summit 2017

Stimulation, Intervention, Optimization of Services for Children (SIOLA) Program in Indonesia

#### Green driver to environment

Best Initiative Environmental Responsibility Award

The Asset Magazine

CDP's Climate Leadership Level

CDP

Excellence in the safety, health and environmental management awards

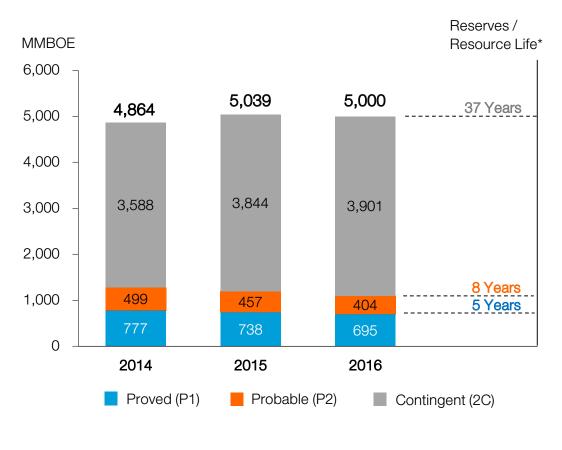
2016 SHE Award



### Reserves and Resources

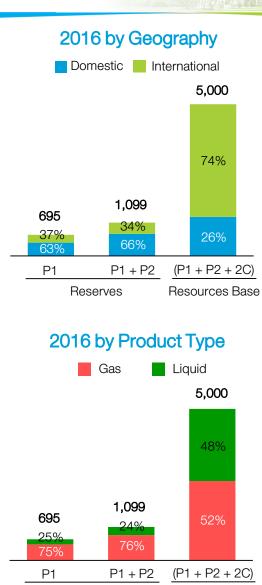
### Maintaining reserve life with majority of reserves base in SEA





#### 5-Year Average Proved Reserves Replacement Ratio (RRR)

2014	2015	2016
0.45x	0.50x	0.57x



Reserves

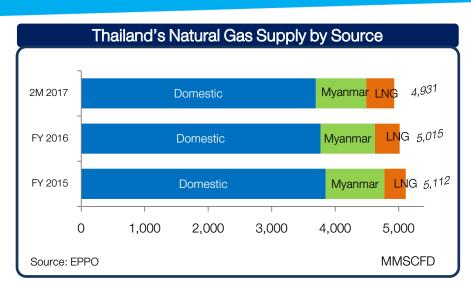
Resources Base

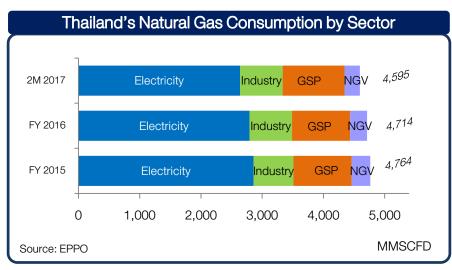
Based on total production of natural gas, condensate, and crude oil (including LPG) of 368 KBOED for the year ended December 31, 2016

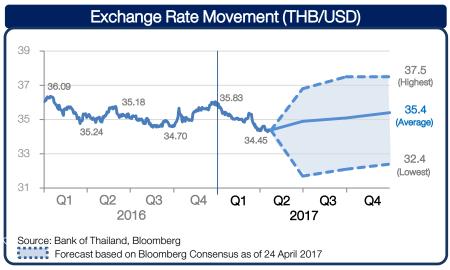


# **Thailand Economic Update**

#### Economic growth with uncertainty on Thai Baht







#### Thailand's Gas Market

 In meeting stable domestic demand, saw a slight increase in LNG import and Myanmar volumes declined due to planned shutdown in 2M 2017.

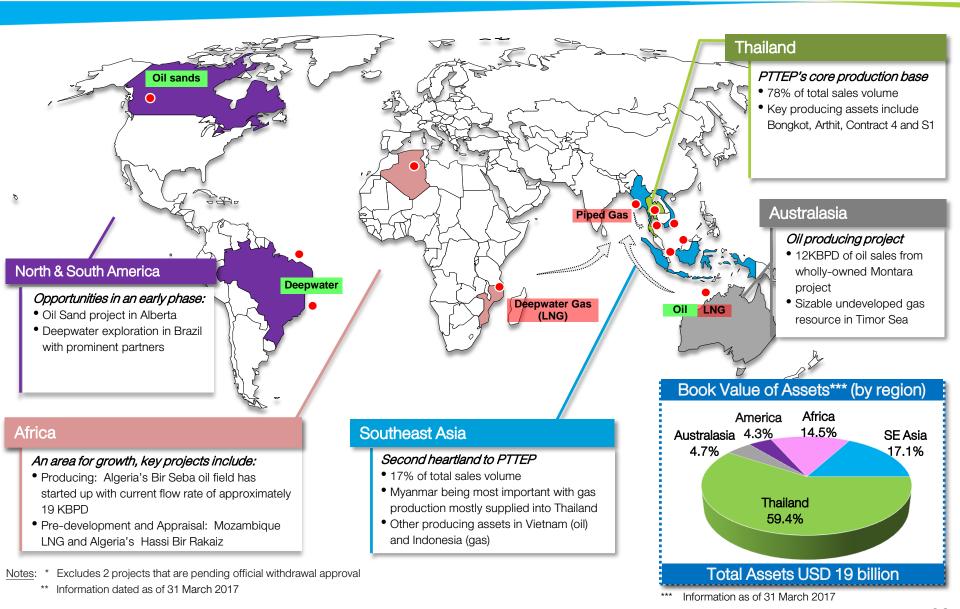
#### Consensus on the exchange rate mostly depends on

- FOMC's interest rate hike decision may cause the USD to appreciate against the THB
- o Uncertainties surrounding Trump's Fiscal and Monetary policies



# Diversified international portfolio

Worldwide operations: 37 projects\* in 10 countries

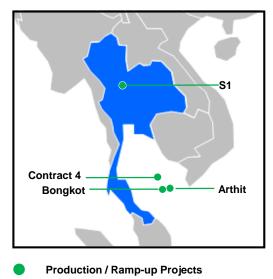




## **Thailand**

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





#### Bongkot (44.4445% interest)

- Bongkot's natural gas sales volume of 928 MMSCFD in 3M 2017
- Average condensate sales volume was 26 KBPD in 3M 2017

#### S1 (100% interest)

- S1 is the largest onshore crude oil production field in Thailand
- Average crude oil sales volume was 29 KBPD in 3M 2017

#### Arthit (80% interest)

 Average sales volume in 3M 2017 was 214 MMSCFD of natural gas and 9.4 KBPD of condensates

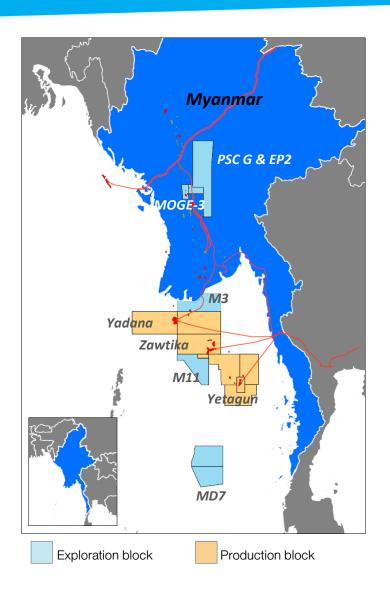
#### Acquisition of Hess Assets in Thailand

- 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 317 MMSCFD for natural gas and 13 KBPD for condensate in 3M 2017



# 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 272 MMSCFD in 3M 2017.
- Significant exploration acreage both onshore and offshore in the Moattama Basin

#### **Project Status Appraisal Exploration Producing** Yadana • PSC G & EP2 • M3 (25.5% WI) (70% WI) (80% WI) Yetagun • MOGE-3 (19.3% WI) (75% WI) Zawtika • M11 (80% WI) (100% WI) • MD7 (50% WI)

Note: WI - working interest



## Southeast Asia: Vietnam and Indonesia

Reinforcing regional exposure through strategic partnerships



#### Vietnam 16-1









Production / Ramp-up Projects

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

- Average crude oil sales volume of 20 KBPD in 3M 2017
- Commissioned production platform in the H5 area to support current production level

### Natuna Sea A (11.5% interest)

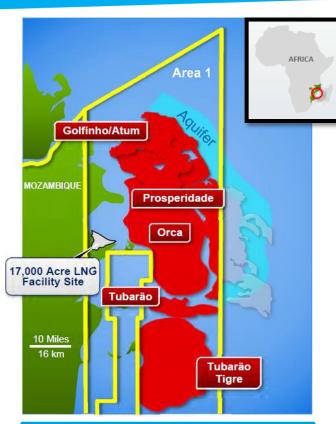
 Average sales volume of natural gas was 224 MMSCFD in 3M 2017

Source: Premier Oil



# 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

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

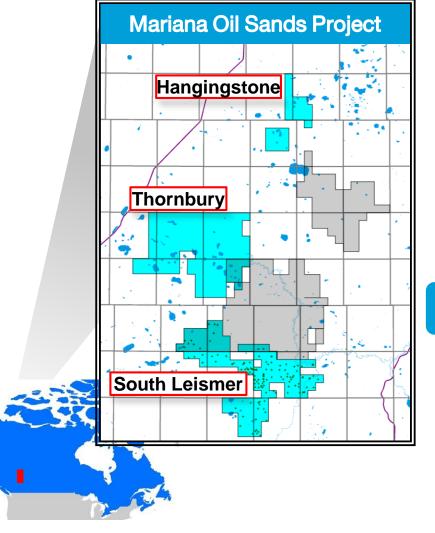
Source: Anadarko



### America: Canada Oil Sands

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

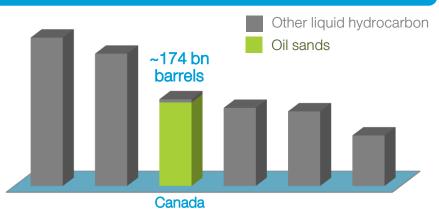




# **Project Overview**

- 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

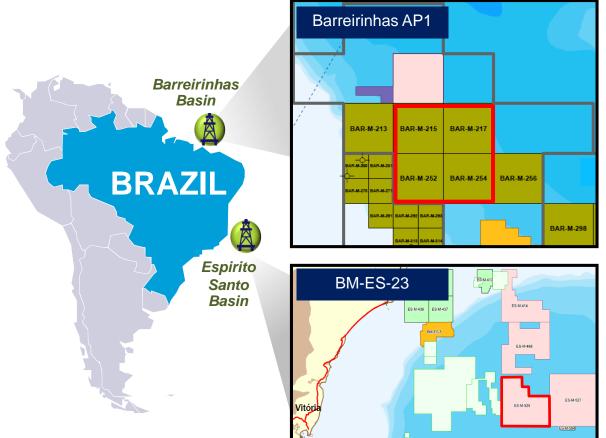


Source: Company data, BP Statistical Review of World Energy 2014



# America: Brazil Deepwater

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



- Farm-in 25% from BG Group in 2014
- Operated by Shell Brasil (65% interest)
- Four offshore exploration blocks: BAR-M-215, BAR-M-217, BAR-M-252 and BAR-M-254
- Completed 3D seismic activities and is in the process of assessing the petroleum potential

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

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



# Project information 1/4

Production phase: Thailand and JDA



	Project S		Status* PTTEP's Partners		3M 2017 Ave	rage Sales Volume **	2017 Key Activities	
			Share	(as of Q1 2017)		Gas Oil and Other		
<u>Pro</u>	duction Phase							
Th	ailand and JDA							
1	Arthit	OP	80%	Chevron MOECO	16% 4%	214 MMSCFD	Condensate: 9.4 k BPD	Ensure gas deliverability level at DCQ****     Drill development wells
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%	114 MMSCFD	Crude: 28 k BPD	Drill development wells     Perform waterflood activities
4	Bongkot	OP	44.4445%	TOTAL British Gas	33.3333% 22.2222%	928 MMSCFD	Condensate: 26 k BPD	Ensure gas deliverability level at DCQ****     Drill development wells     Install wellhead platforms
5	Contract 3 (Formerly Unocal III)		5%	Chevron MOECO	71.25% 23.75%	517 MMSCFD	Crude: 22 k BPD Condensate: 16 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%	317 MMSCFD	Condensate: 13 k BPD	Ensure gas deliverability level at DCQ****     Drill development wells     Install wellhead platforms     Review development plan of Ubon field
7	E5		20%	ExxonMobil	80%	10 MMSCFD	-	
8	G4/43		21.375%	Chevron MOECO PSTL	51% 21.25% 6.375%	2.5 MMSCFD	Crude: 5.8 k BPD	Drill development wells     Perform waterflood activities
9	G4/48		5%	Chevron MOECO	71.25% 23.75%	7 MMSCFD	Crude: 2.6 k BPD	
10	L53/43 & L54/43	OP	100%			i	Crude: 633 BPD	Drill exploration / appraisal / development wells
11	PTTEP1	OP	100%			•	Crude: 287 BPD	<ul><li>Drill development wells</li><li>Perform waterflood activities</li></ul>
12	S1	OP	100%			24 MMSCFD	Crude: 29 k BPD	Drill exploration / development wells     Enhance oil recovery program includes     waterflooding and artificial lift
13	Sinphuhorm	OP	55%	Apico ExxonMobil	35% 10%	123 MMSCFD	Condensate: 424 BPD	Drill development wells
14	MTJDA	JOC	50%	Petronas-Carigali	50%	229 MMSCFD	Condensate: 6.5 k BPD	Drill development wells     Install wellhead platforms
15	L22/43	OP	100%			-	Crude: 273 BPD	Drill development wells

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

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

<sup>\*\*\*</sup> 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	Partne	Partners		rage Sales Volume **	2017 Key Activities		
			Share	(as of Q12	2017)	Gas	Oil and Other			
Pro	Production Phase									
Ove	<u>erseas</u>									
16	Vietnam 9-2	JOC	25%	PetroVietnam SOCO	50% 25%	13 MMSCFD	Crude: 4.4 k BPD	Maintain production operation     Perform reservoir management		
17	Yadana		25.5%	TOTAL Chevron MOGE	31.24% 28.26% 15%	693 MMSCFD	-	Ensure gas deliverability level at DCQ****		
18	Yetagun		19.3178%	Petronas-Carigali MOGE Nippon Oil PC Myanmar (Hong Kong)	30.00140% 20.4541% 19.3178% 10.90878%	212 MMSCFD	Condensate: 3.9 k BPD	Drill appraisal / development wells     Perform reservoir Management		
19	Vietnam 16-1	JOC	28.5%	PetroVietnam SOCO OPECO	41% 28.5% 2%	-	Crude: 20 k BPD	<ul><li>Drill development wells</li><li>Maintain production operation</li></ul>		
20	PTTEP Australasia (PTTEP AA)	OP	90%-100% (varied by permits)			-	Crude: 12 k BPD	Drill development well in Montara     Maintain production operation     Acquire 3D seismic reprocessing		
21	Natuna Sea A		11.5%	Premier Oil KUFPEC Petronas Pertamina	28.67% 33.33% 15% 11.5%	224 MMSCFD	Crude: 2.4 k BPD	Maintain production operation		
22	Zawtika (M9 & a part of M11)	ОР	80%	Myanma Oil and Gas Enterprise (MOGE)	20%	272 MMSCFD	<u>-</u>	<ul> <li>Maintain production rate</li> <li>Drill development wells</li> <li>Install wellhead platforms</li> </ul>		
23	Algeria 433a & 416b (Bir Seba)	JOC	35%	PetroVietnam Sonatrach	40% 25%	-	Crude: 3.3 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> Completion of divestment transaction in Dec 16

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



# Project information 3/4

# Exploration phase



	Project	Status*	PTTEP's Share	Partners (as of Q1 2017)	2017 Key Activities						
Exp	Exploration Phase										
Tha	ailand and JDA										
24	G9/43	OP	100%								
Ove	Overseas										
25	Myanmar M3	ОР	80%	MOECO 20%	Assess resource potential and commercial feasibility						
26	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						
27	Algeria Hassi Bir Rekaiz	ОР	24.5%	CNOOC 24.5% Sonatrach 51%	Conduct pre-development study and prepare project development plan						
28	Myanmar M11	ОР	100%		Acquire 3D seismic						
29	Vietnam B & 48/95		8.5%	PVN 65.88% MOECO 25.62%	Negotiate a GSA with the Vietnamese government						
30	Vietnam 52/97		7%	PVN 73.4% MOECO 19.6%	Negotiate a GSA with the Vietnamese government						
31	Myanmar PSC G and EP 2	OP	70%	WinPreciousResources 10% MOECO 10% Palang Sophon Offshore 10%	Conduct G&G studies						
32	Myanmar MD 7	ОР	50%	TOTAL 50%	Assess resource potential						
33	Mariana Oil Sands	ОР	100%		Assess development approach and cost reduction opportunity						
34	Barreirinhas AP1		25%	Shell Brasil 65% Mitsui E&P Brasil 10%	Acquire 3D seismic						

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



Malaysia SK410B

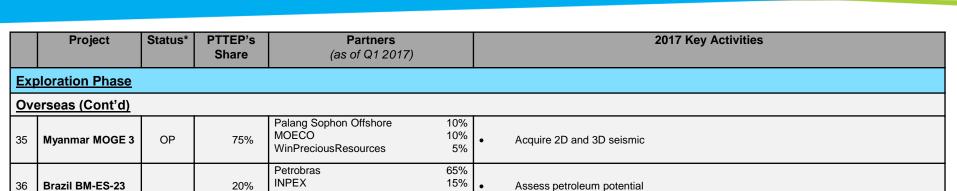
# Project information 4/4

KUFPEC

**PSCB** 

42.5%

### Exploration phase



42.5%

15%

Acquire 3D seismic

Remarks: 37 projects exclude 2 projects that are pending official withdrawal approval

OP

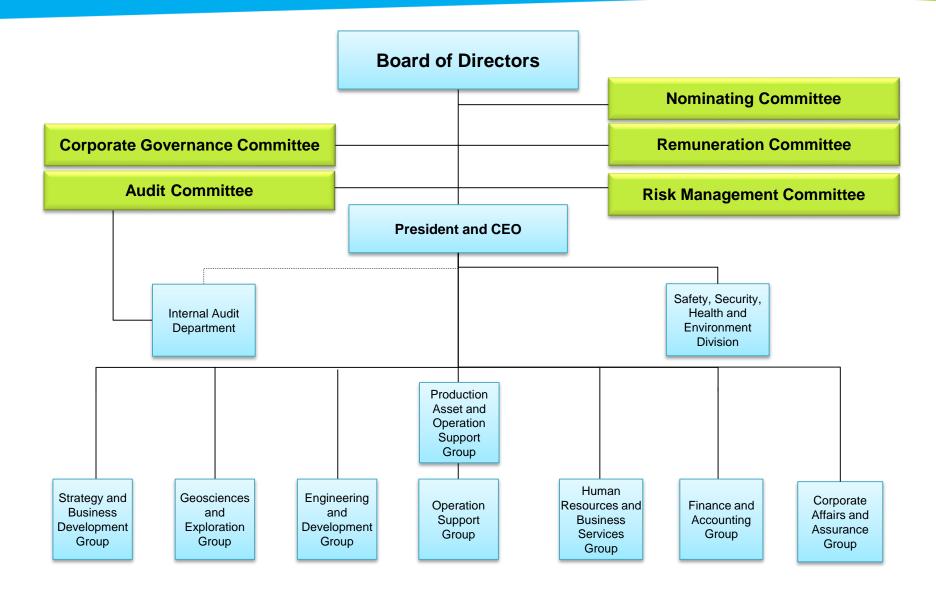
<sup>\*</sup> Status: OP = PTTEP operatorship / JOC = PTTEP joint operatorship



# Organization structure

Ensuring transparency, integrity and good corporate governance







# Ratio & formula



Ratio	Formula Control of the Control of th
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 & Amortise 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