

Tullow Oil plc

Africa's Leading Independent Oil Company

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Disclaimer

This presentation contains certain forward-looking statements that are subject to the usual risk factors and uncertainties associated with the oil and gas exploration and production business.

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Tullow Oil plc Introduction

Repeatable strategy delivering success



- Record half year results & strong balance sheet
- Continued basin opening exploration success
- Increasing production profile
- Strong pipeline of exploration & development opportunities
- Proven team focussed on long term value growth

Creating shareholder value

Consistent and repeatable strategy

- Sustainable long term value growth
- Balance exploration, major projects & funding
- Safety, environment, stakeholders & people

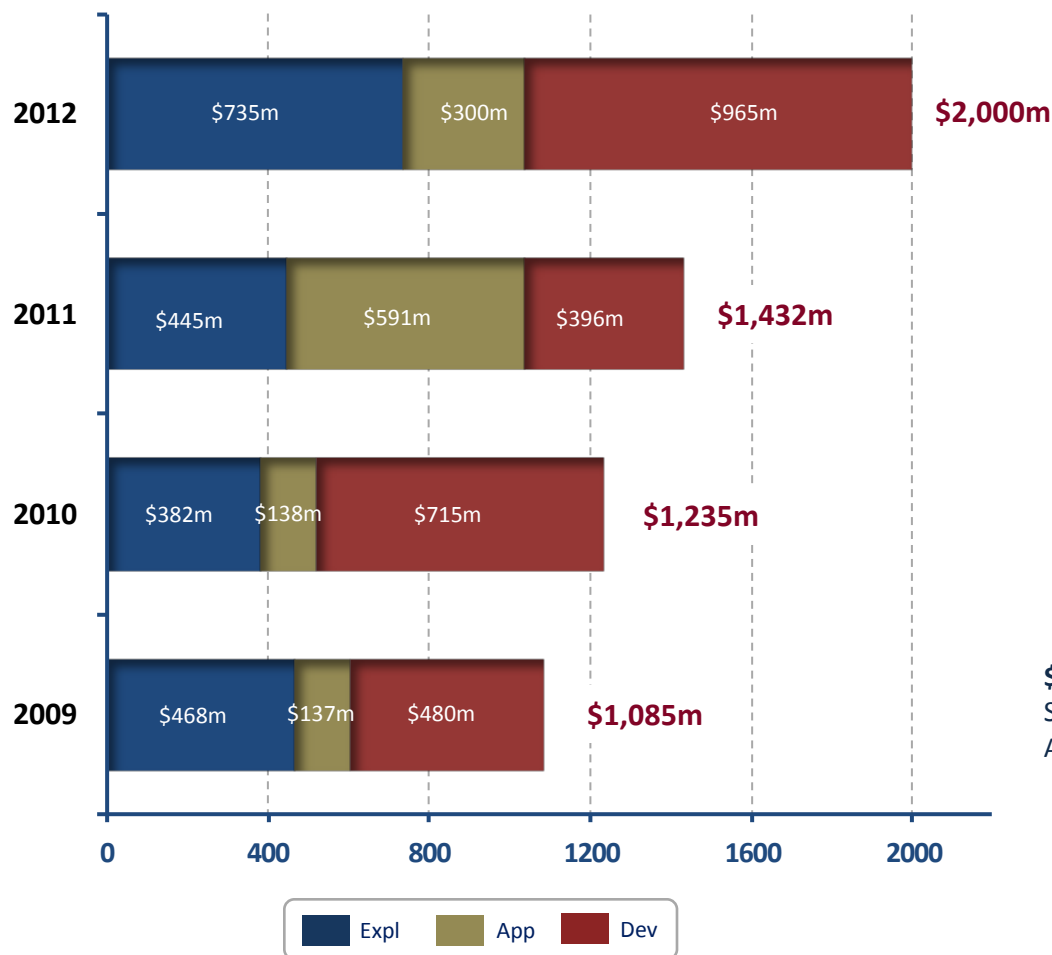
- High-impact exploration portfolio
- Ghana: Jubilee production, progressing T.E.N. project
- Uganda: farm-down completed; new partnership Total/CNOOC
- Opened new basins in French Guiana & Kenya

Underpinned by financial strategy

- Strong, well funded balance sheet to enable growth
 - Debt and equity funding
 - Portfolio management
- Significant operational cash flow

- \$3.5bn RBL debt facility
- \$500m Corporate facility
- Proceeds Uganda farm-down
- Jubilee production ramp-up
- Managing mature production

2012 capital expenditure

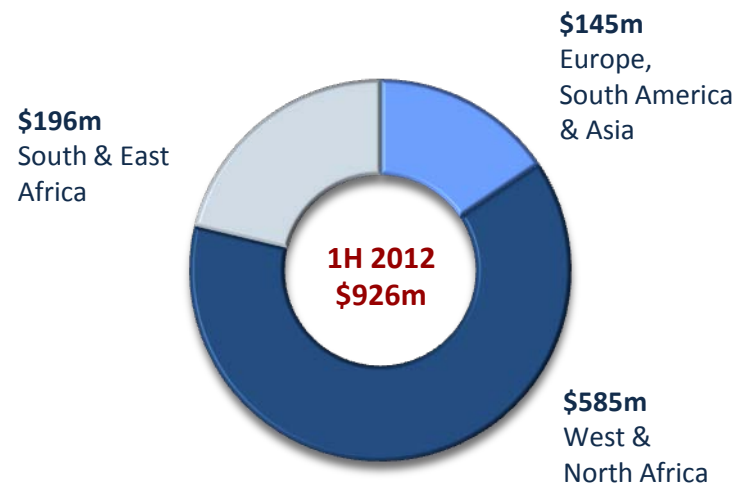


\$2 billion capex for full year 2012

- Ghana: Jubilee and Phase 1A & TEN developments
- Uganda: Lake Albert drilling
- Other Africa: Maintaining mature production & high impact exploration
- ROW: French Guiana appraisal and selected high impact exploration

1H 2012 capital split:

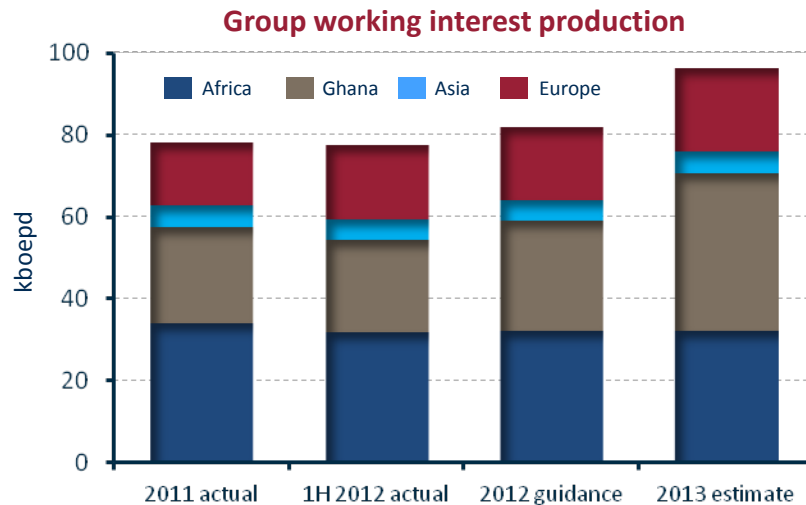
- >50% Ghana & Uganda; >80% Africa



Notes:

- 2011 Capital Expenditure excludes the Nuon and Ghana EO acquisition expenditure.
- 2010 Capital Expenditure excludes the Heritage licence and Ghana FPSO lease acquisition expenditure

Strong production performance in 1H 2012

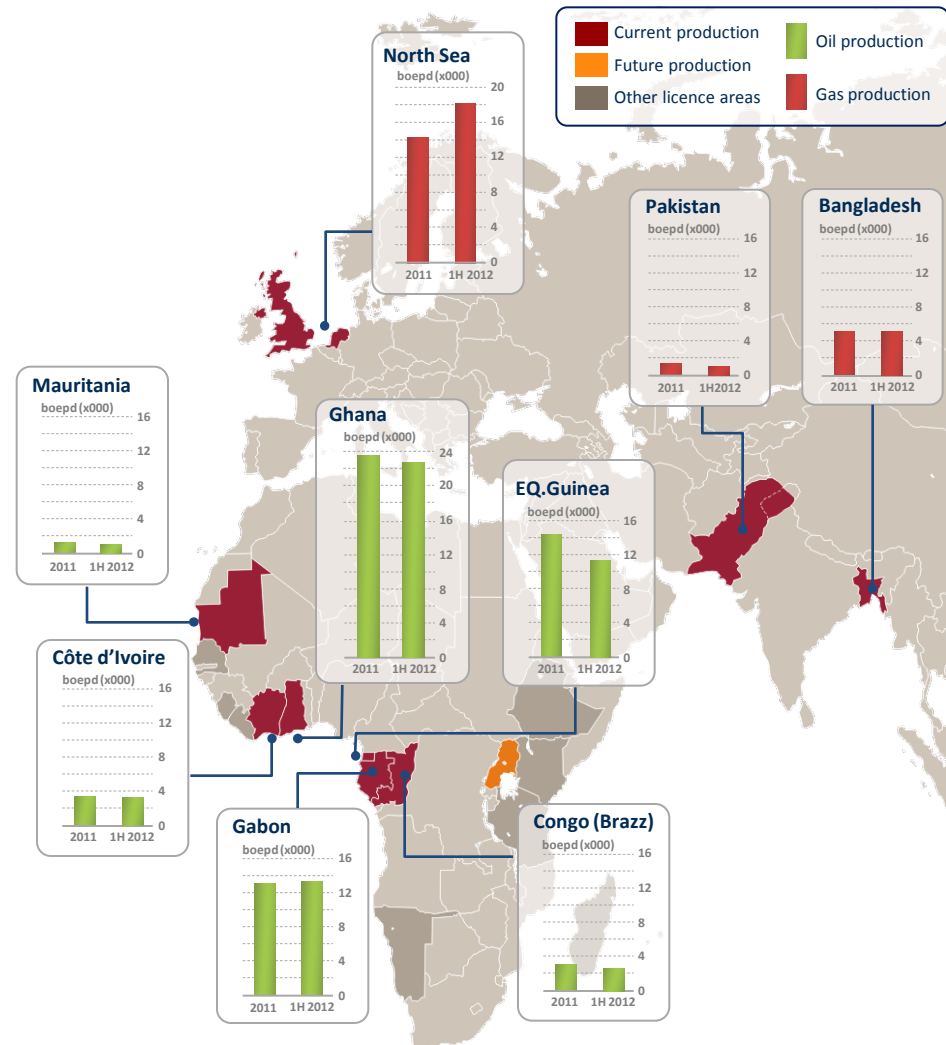


1H 2012 Production: 77,400 boepd

- Successful treatment of Jubilee Phase 1 wells
- Strong performance across UK, Africa & Asia
- 2012 guidance 80 - 84,000 boepd

Significant medium term production growth

- 2012 exit production will be > 90,000 boepd
- 2013 estimate of around 95,000 boepd
- Development portfolio potential of >200,000 boepd

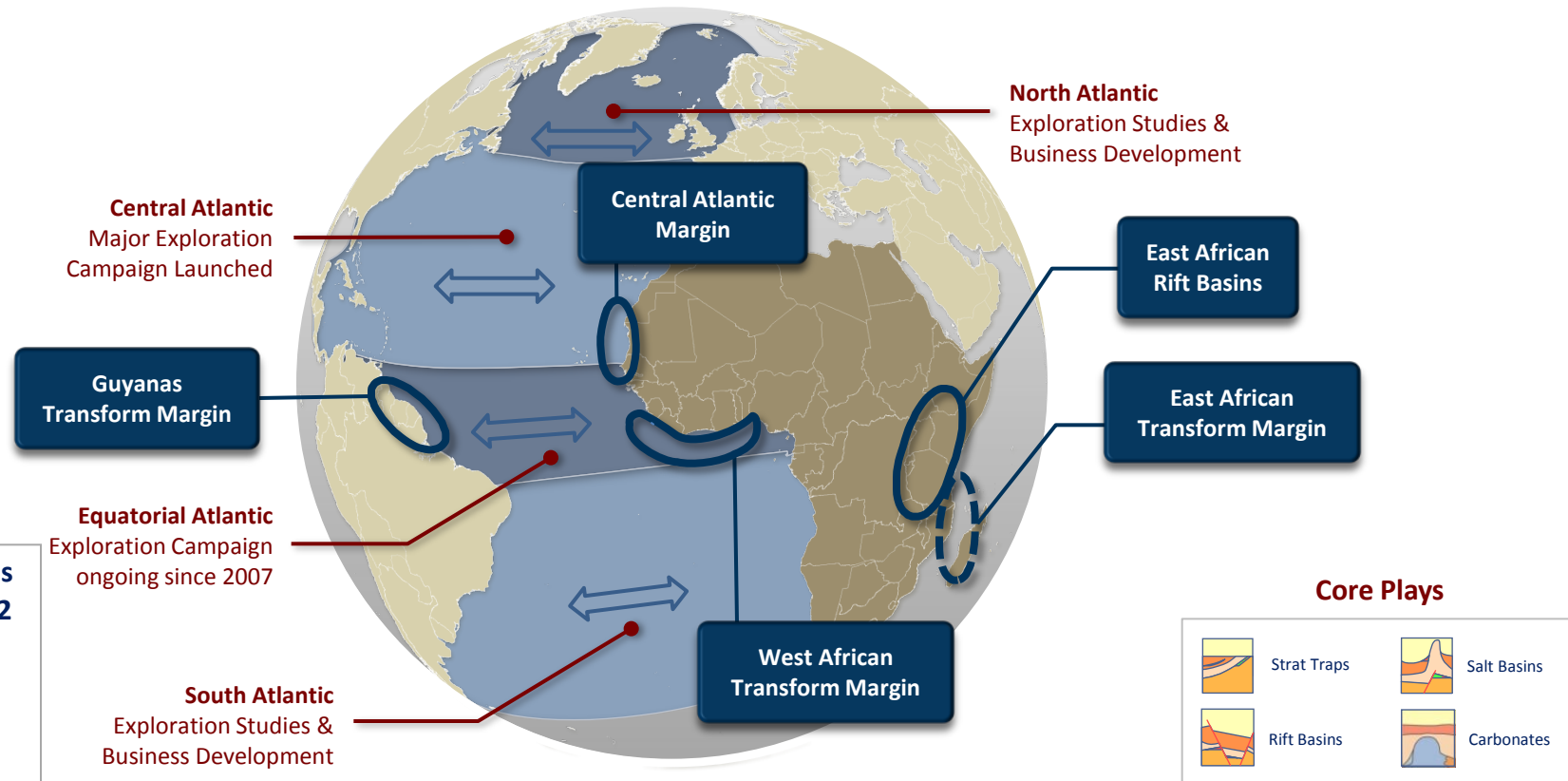




Tullow Oil plc

World-class portfolio of assets

Exploration campaigns: Atlantic Margins and East Africa



Success Ratios 77% YTD 2012

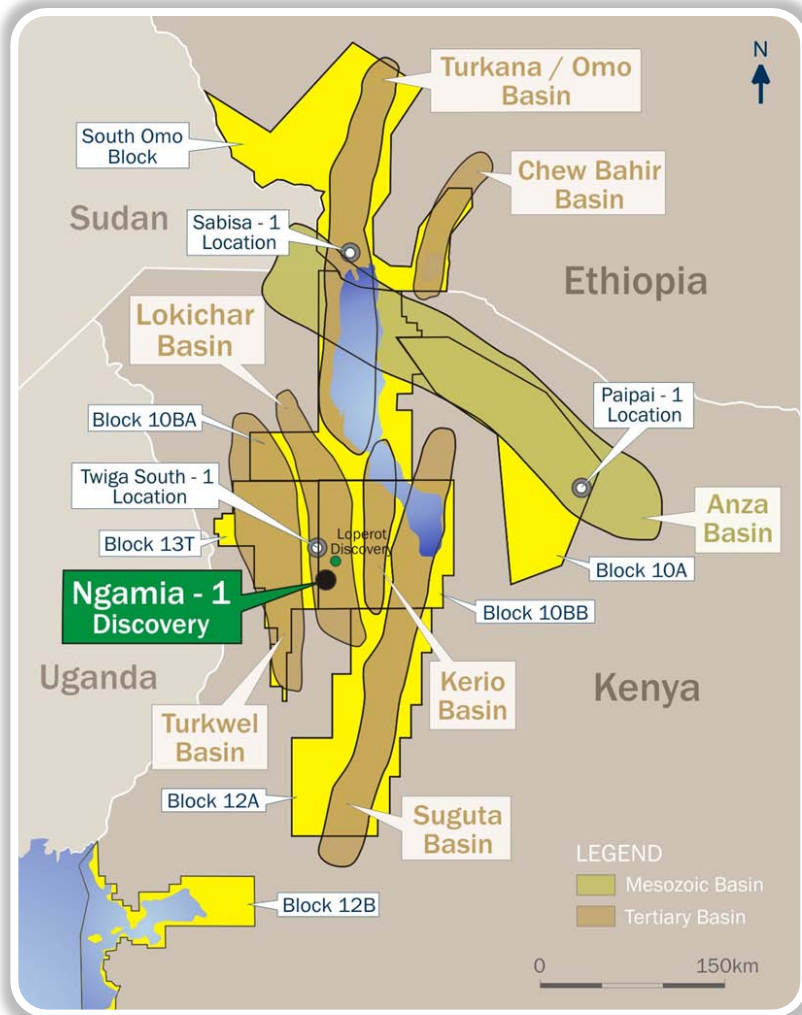
74% in 2011
83% in 2010
87% in 2009
77% in 2008

- Exploration business development & basin incubation sets up 4 core campaigns
- Exciting exploration drilling programme ahead including wells with material follow up
- Successful appraisal & exploratory appraisal continue to support key developments

Value creation & monetisation



East Africa exploration campaigns in 2012

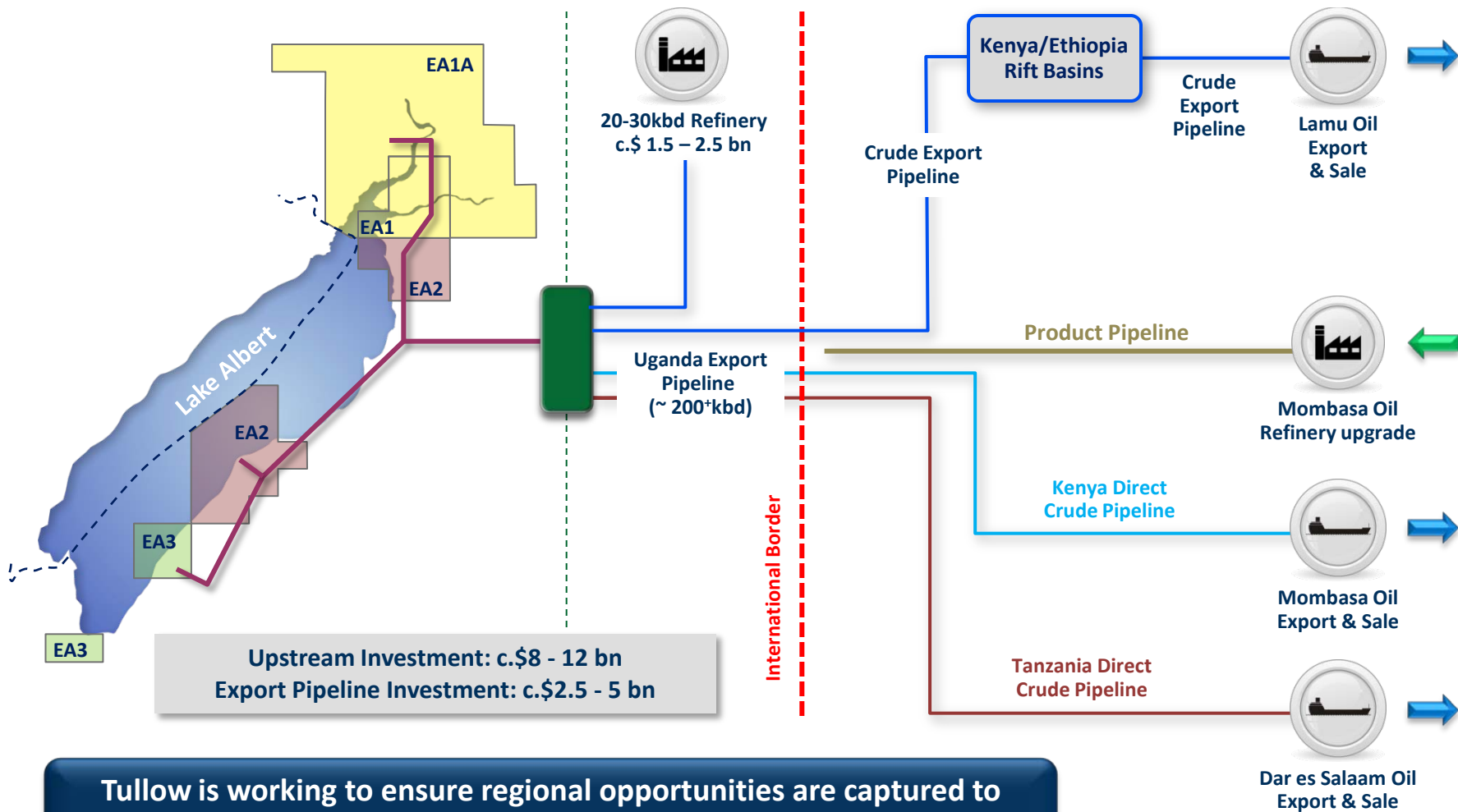


Onshore Rift Basins

- Core Campaigns in Kenya and Ethiopia

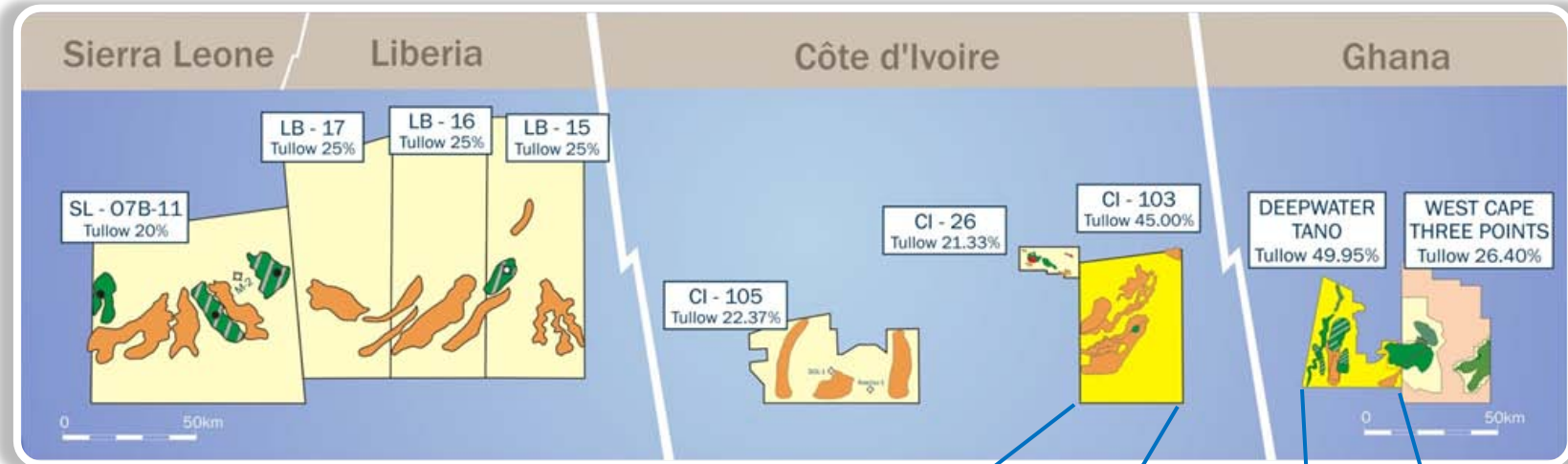
- Multiple rift basins analogous to Lake Albert Rift Basin
- Ngamia-1 finds 1.1 kilometre gross oil bearing section
 - Over 100 metres net oil pay in Upper Lokhone Sands
- Geophysical surveys identify over 100 leads & prospects
- Accelerated campaign triggered by Ngamia-1 discovery
- Three rigs operational by year-end; building towards further rig capacity
- Establishing strong regional operating capability
- Twiga-South-1 exploration well commenced August 2012
- Second rig to spud PaiPai-1 well Sep/Oct 2012
- Third rig to spud Sabisa-1 in Kenya by year end

East Africa Regional Development Opportunities



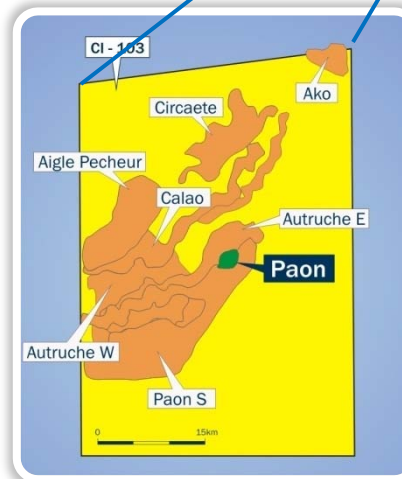
Tullow is working to ensure regional opportunities are captured to enhance both Ugandan and Kenyan developments

West Africa Transform Margin core campaign

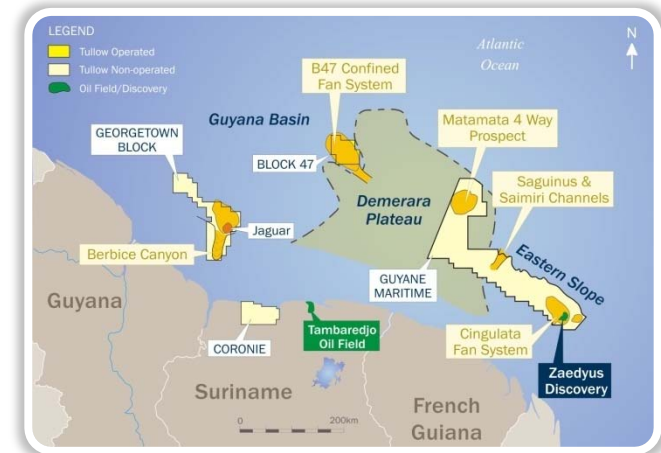
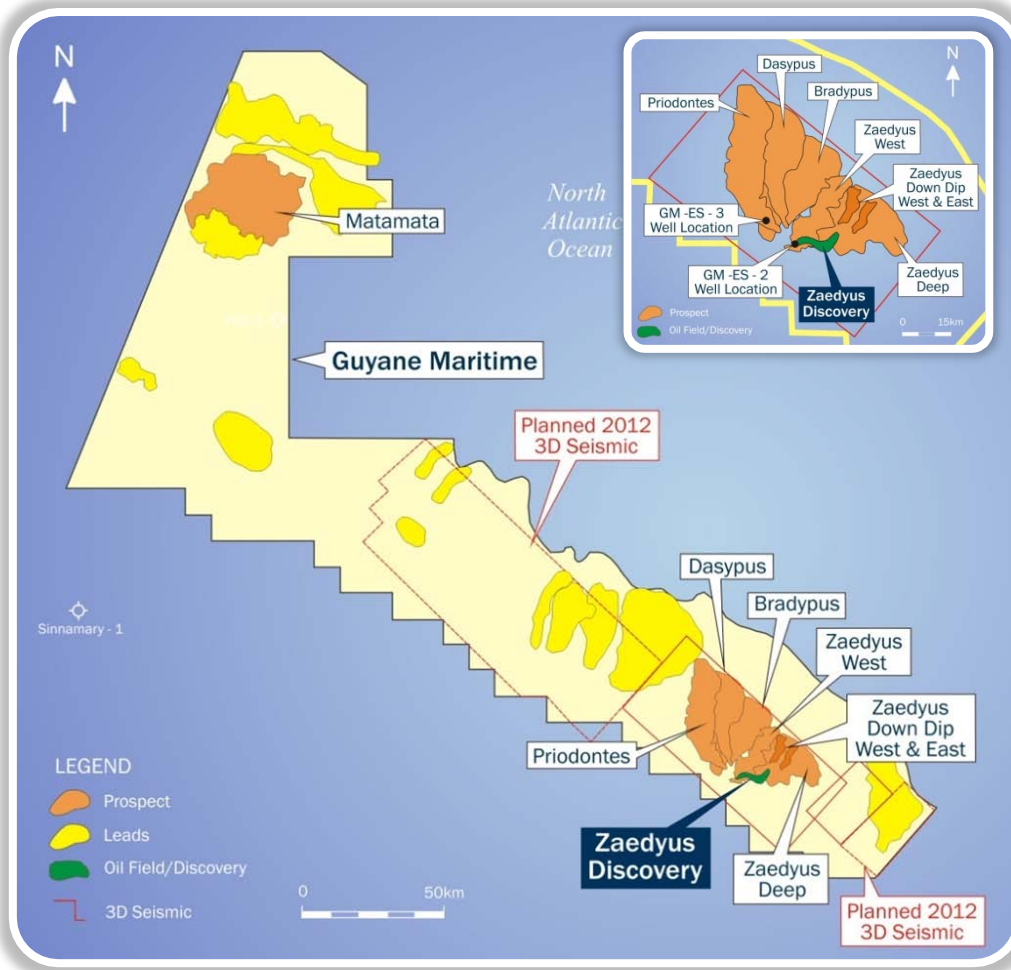


Campaign finds oil but 'hub class' needed

- **Sierra Leone & Liberia:**
 - Oil & gas condensate system proven
 - Thick sands only have oil shows (breached traps)
 - Oil bearing reservoirs have low net-to-gross
 - Satellite class discoveries to date
- **Côte d'Ivoire:**
 - CI-105 Kosrou-1 water bearing
 - CI-103 Paon-1 finds 31m net oil pay
 - 'T.E.N.-type' exploration potential in CI-103



South America: E&A follow-up in core campaign



French Guiana exploration & appraisal

- Zaedyus-2 appraisal well drilling up-dip & deepening to test exploration objectives
- Wildcat exploration well to test material Priodontes turbidite fan prospect
- 3D seismic acquisition ongoing to end 2012

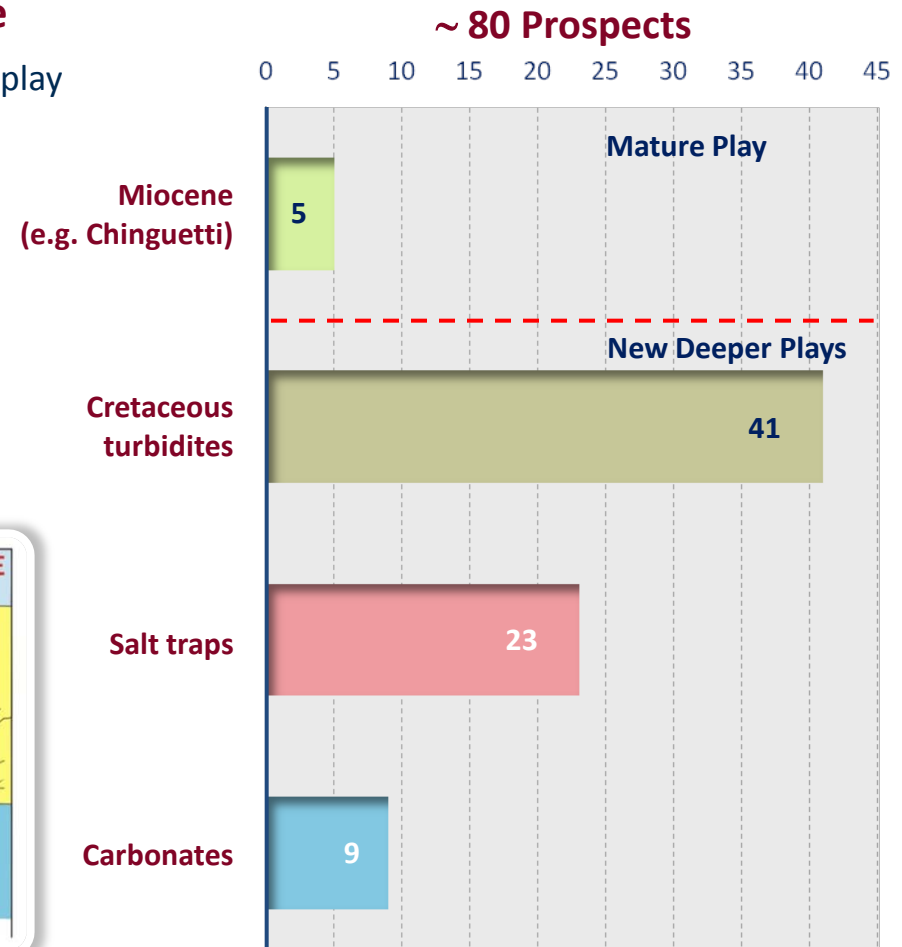
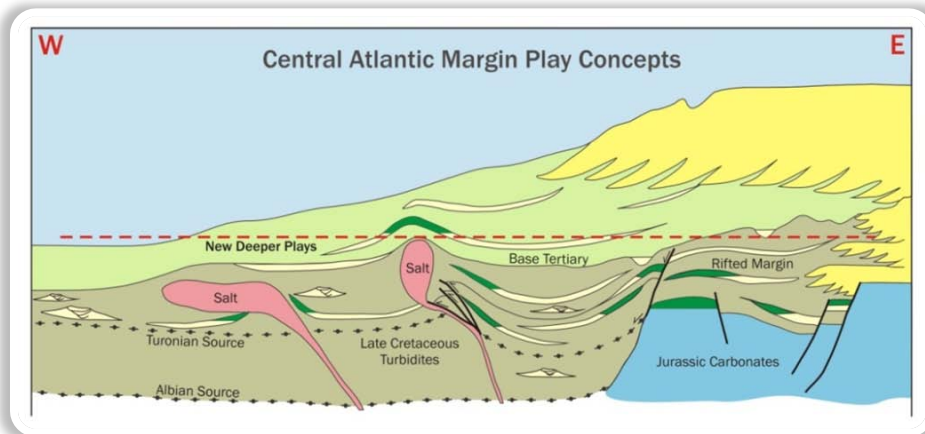
Guyana drilling terminated shallow

- Jaguar-1 well; thin oil sands above objective
- P&A due to shallow onset of high pressures
- Prospectivity outlook enhanced

Mauritania: new Central Atlantic Margin core campaign

Significant play diversity in Mauritania acreage

- ~ 80 prospect inventory, with risk spread through core play diversity, within Central Atlantic petroleum systems
 - Stratigraphic Traps: similar to Jubilee play
 - Salt Basin traps: similar to Gulf of Mexico
 - Carbonates: similar to Nova Scotia
- Light oil & gas condensate already proven, testing new deeper plays for bigger reservoirs
- 4 exploration well campaign to commence in H1 2013





Tullow Oil plc Conclusion

Some broader industry perspectives

The future is “unknowable” but we can expect.....

- Market for quality deepwater rigs and deepwater service companies to tighten
 - *Need to plan ahead and engage early*
- International oil companies to do more exploring
 - *Need to continue building on exploration expertise and where necessary partnering with Majors*
- A premium for a clear strategy, good execution and being well funded
 - *Need a strong balance sheet, be distinctive, stick to what you're good at & embrace exploration risk*
- Changing roles and impact of key players
 - *Increasing internationalisation of Asian and Chinese NOC's*
- Key stakeholder relationships are critical
 - *Embrace and manage country and political risk*

Embrace and anticipate change; be prepared to re-invent yourself; be a first mover

Plans and Strategy for the next phase

Exploration, Appraisal and Development

- Explore for “Big, Light Oil” plays to open material new core areas
- Compete and partner with majors and large global independents
- Selectively invest to maintain and enhance existing production profiles
- Continue to refine and challenge strategy

M&A and Portfolio activity

- Enter exploration acreage with material equity
- Realise opportunities to create value through farm downs and sales before development commences

Robust Balance Sheet and Cash flow; develop more balanced business model

- Diversify sources of debt; clarify funding preferences for different elements of activity
- Target desired equity in major areas; with portfolio options for less strategic assets
- Increased focus on managing country risk and portfolio balance

Culture

- Retain entrepreneurial culture
- Recruit and build the “A Team”

Questions and Answers?

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