# Tullow Oil plc - 2007 Results

12 March 2008





### Disclaimer



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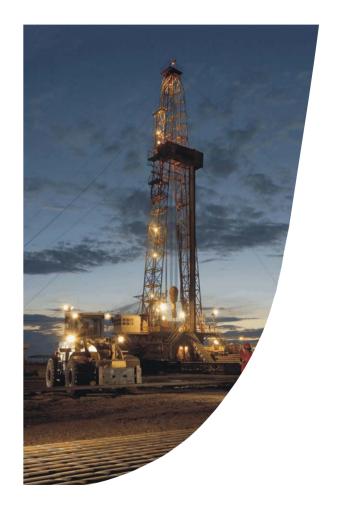
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# Introduction – Aidan Heavey



### Tullow's business has reached a new level



- 2007 was an exceptional year for Tullow
  - World-class projects in Ghana and Uganda
  - Record Production, Cash Flow and Sales Revenue
  - Record organic Reserves and Resources growth
- Consistent strong performance from underlying business
- Continued effective portfolio management
- Strong team in place to deliver business expansion
- High-impact opportunities to deliver future growth

Preparing for the next phase of growth

# Finance – Tom Hickey



## 2007 Results Summary



	2007	2006	Change
Sales revenue	£639.2 m	£578.8m	+ 10%
Operating profit before exploration activities	£253.3m	£295.1 m	- 14%
Net profit	£52.6 m	£157.4 m	- 67%
Basic earnings per share	7.33 p	24.23 p	- 70%
Dividend per share	6.00 p	5.50 p	+ 9%
Capital investment	£367.8 m	£332.4 m	+ 11%
Cash generated from operations <sup>1</sup>	£473.8 m	£446.7 m	+ 6%
Net debt <sup>2</sup>	£479.5 m	£122.1 m	+ 293%

<sup>&</sup>lt;sup>1</sup> Before working capital movements

Record Sales revenue and Cash generated from operations

<sup>&</sup>lt;sup>2</sup> Including all cash balances

### Operational performance



#### Revenue up 10% to £639m

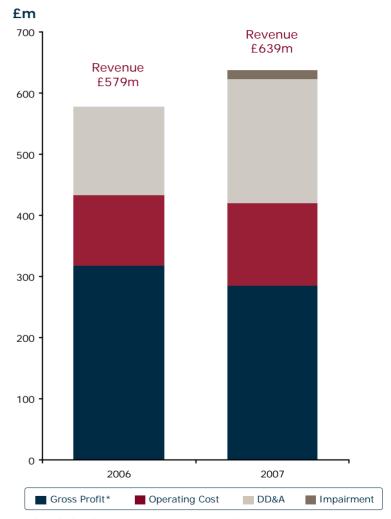
- Production up 13% to 73,100 boepd\*
- Balanced revenue mix Oil 58%: Gas 42%
- Realised oil price \$62.7/bbl (2006: \$52.2/bbl)
- Realised gas price 37.3p/th (2006: 46.2p/th)
  - Gas hedging contributed 7.6p/th (£32 million)

### Operating Profit down 14% to £253.3m

- Cash Operating Costs £5.05/bbl (2006: £4.74/bbl)
  - Increase driven by UK
- Depreciation charge £7.61/bbl (2006: £6.13/bbl)
  - Influenced by Chinguetti, Schooner/Ketch and Thurne
- Impairment charge £0.52/bbl (£13.8 million)
  - Chinguetti 50% downgrade in commercial reserves

#### Other Costs

- General/Admin Expenses £31.6 million
  - Major investment in staff/systems for growth
  - IFRS 2 Share charge £5.4 million
- Exploration Write off £64.2m (2006 £32.5m)
  - Kudu, Chinguetti, Ghana (Shallow), UK, Côte d'Ivoire, Falklands & New Ventures



<sup>\*</sup> Gross Profit before admin costs, exploration and disposals

<sup>\*</sup>Working interest basis

## Cashflow, interest and hedging



### Operating cashflow - £473.8m (2006: £446.7m)

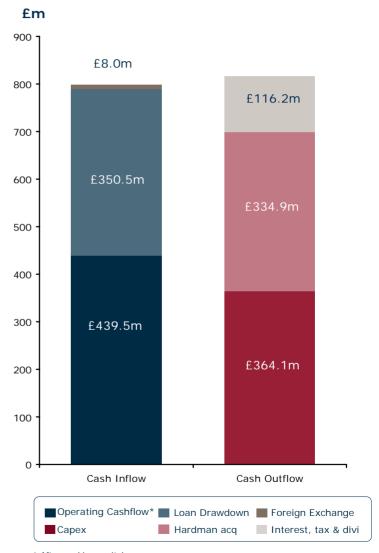
- £368m reinvested in capital programmes
- Increasing final dividend to 4.0p/share

### Interest charge - £45.6m (2006: £9.4m)

- Material net debt increase to £479.5m
  - Hardman completion January 2007
- Reduced capitalisation levels
- Portfolio management is expected to reduce net debt in 2008

#### Hedging and IAS 39

- IAS 39 charge £29.3m
  - Oil and gas charge £23.4m mostly time value
  - Exchange loss £5.9m
- Hedging protects > £300 million of 2008 cash flow
- Legacy Energy Africa hedges expire 31 Dec '09



<sup>\*</sup> After working capital

## Investment and Financing

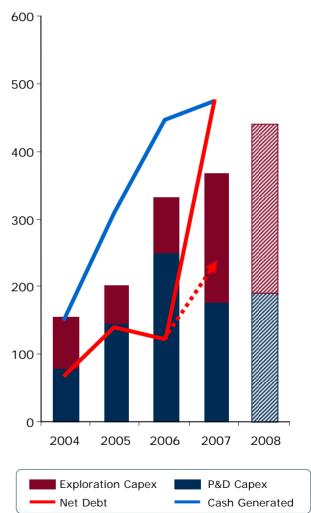


### Capital Investment

- Capex principally production focused 2004-06
- Ghana/Uganda success increases exploration/appraisal capex share 2007/9
- Anticipated Ghana project sanction will increase development spend and funding potential 2009+
- 2008 Appraisal programmes will be determinant of level and timing of development capex

### **Debt Management**

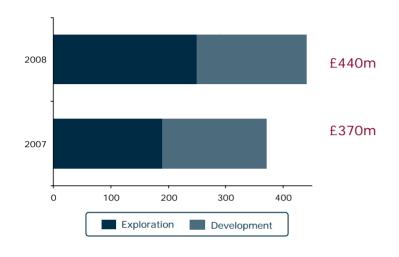
- 2007 net debt to operating cashflow 1.0x
- Significant debt headroom at 31 Dec of \$460m
- Portfolio management £240m proceeds anticipated in 2008
- First Ghana oil in 2010 materially enhances funding options
- Group refinancing planned 2H08, initial meetings already commenced



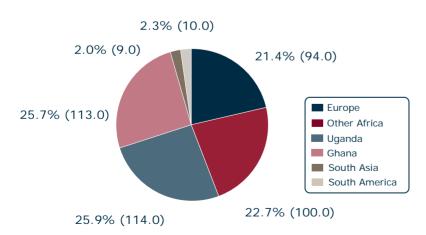


### Capital programmes





# 2008 Forecast Capex by Core Area **£440 million**



- 2007 programmes driven by success in Ghana/Uganda
- 2008 capital split 40:60 between
  Development and Exploration/Appraisal, focused on key assets
- Capex driven by success in Ghana and Uganda (together 52% of total 2008 capex, 60% of overall exploration expenditure)
- UK allocation also likely increase as new infill and development opportunities sanctioned

## Supporting business growth



- Underlying cashflow generation remains very strong
- Significant financial flexibility for long term growth
- Ongoing profitable portfolio management
- Long term financing preparations already under way
- Focus investment of resources on key assets

# Production and Development – Paul McDade



## Production and Development Highlights



### Record delivery across the portfolio

- · World-class Jubilee Field discovered
- Successful Ugandan appraisal programme
- · Strong production growth
- · Operating costs being actively controlled

### Building on success

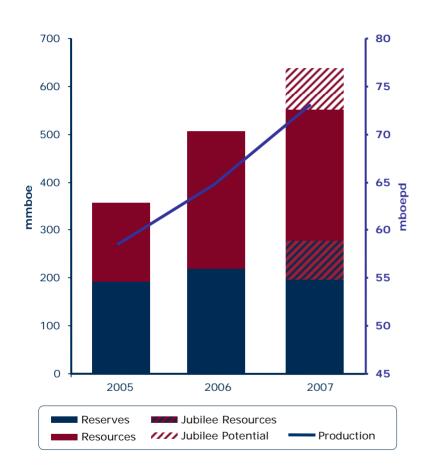
- Tullow established as Jubilee Field Operator
- Jubilee Field first oil target 2010
- Ugandan EPS nearing sanction
- Selective UK gas investment
- · Robust development portfolio

Gearing up for major operational expansion



### End 2007 Reserves and Resources Summary





Reserves and Resources growth of 54% over 3 years

#### Production

- 2007 Average = 73,100 boepd
- 2008 production forecast = 70-74,000 boepd

#### Reserves & Resources

- Commercial Reserves 197 mmboe
- Contingent Resources 354 mmboe

#### Jubilee Field - Ghana

- 80 mmbo Contingent Resources end 2007
- 2008 appraisal targeting further 100 mmbo

### Organic Reserves Replacement\*

- 1 year replacement ->300%
- 3 year replacement 180%

Total Reserves and Resources = 551 mmboe

<sup>\*</sup>Includes 80 mmbo for Jubilee currently held in resources category

## World-Class Jubilee Field Discovery - Overview



#### History

- Three Ghana licences signed in 2006
- Jubilee Field discovery June 2007
- Core area appraised Q3 2007
- 3D/4D Seismic Q4 2007
- Operatorship structure in place Q1 2008

### **Excellent production characteristics**

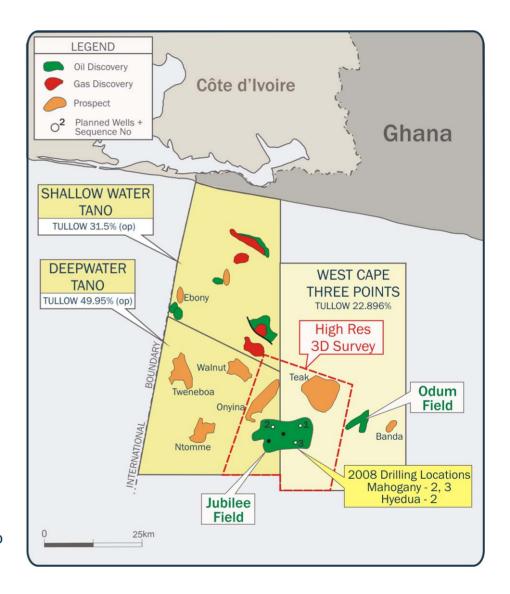
- · Large continuous accumulation
- High production potential 15,000+ bopd
- · Oil column of 361 metres
- Light oil 37 degrees API

### Appraisal and Development Commenced

- Tullow designated as field Operator
- Up to five appraisal wells planned in 2008
- Three rigs contracted
- Development organisation being assembled
- First oil targeted for 2010

### Potentially more than a billion barrels

- Gross resource range 170 480 1380 mmbo
- Contingent Resource end 2007 80 mmbo



### 2008 appraisal to test major upside potential

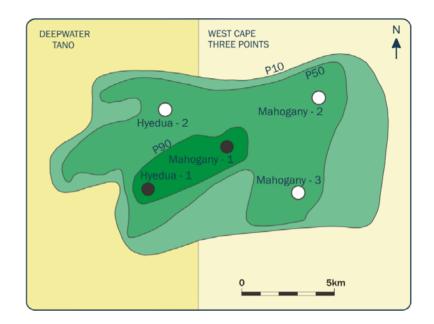


### **Exploratory Appraisal Objectives**

- Confirm areal extent of Jubilee Field
- · Determine potential for updip gas
- Reduce current reserve range uncertainty
- Gather additional well and fluid data

### **Appraisal Activities**

- 3D/4D seismic completed
  - Filled data gap
  - Assist in definition of reservoir continuity
- Rig capacity secured
  - Songa Saturn 2 well contract
  - Blackford Dolphin 5 well contract
  - Eirik Raude 3 year contract (with options)
- Exploratory/Appraisal well programme
  - Mahogany-2 up-dip fluid phase and connectivity
  - Hyedua-2 expand core area up-dip
  - Mahogany-3 expand core area down-dip
  - Mahogany-4 location contingent



Well	Rig	Block	Timing
Mahogany-2 (incl. DST)	Songa Saturn	WCTP	Drilling
Hyedua-2	Blackford Dolphin	DT	June
Mahogany-3	Blackford Dolphin	WCTP	August
Mahogany -4 (incl. DST)	Blackford Dolphin	Jubilee	November

## Jubilee Development – 2010 first oil target



### Development concept

- Phased FPSO/subsea development
- Initial focus on "core area" development
  - Production 60 to 120 kbopd
  - Sanction expected in 2008
  - First oil targeted in 2010
- Field upside may require multiple FPSO's

#### Development project initiated

- Integrated Project Team formed
  - Pre-development engineering work ongoing
  - Market enquiries for long lead equipment issued
- Development drilling
  - Rig capacity secured
  - Execution in 2H 2008
- Gas commercialisation work underway

### Critical path to deliver early development

- 3D/4D Seismic acquired
- Appraisal drilling rig secured & under way
- Development drilling rig secured & start 2H08
- FPSO market enquiry underway
- · Subsea equipment definition ongoing
- Installation to be defined



Jubilee partnership on track to deliver early development

## Uganda - Early Production System



#### Appraisal Programme completed

- · 3D seismic acquired and processed
- Appraisal wells Nzizi-2, Mputa-3 & 4 drilled
- · Well testing on Mputa-3 and 4

#### Field production facilities

- · Conceptual facilities design complete
- Tender process underway
- Contract award post sanction

### Joint development agreement signed

- Jacobsen Elektro established as strategic partner
- Responsible for Power Station & Transmission Line

#### Timeline to first oil defined

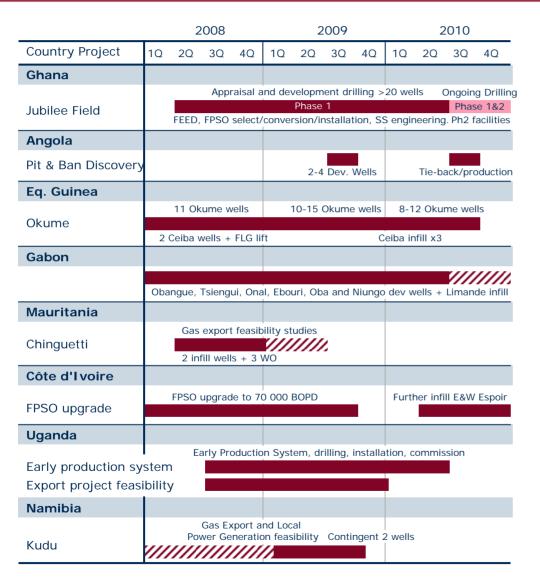
- Government approvals ongoing
- · Commercial agreements being finalised
- Sanction target Q2 2008
- First oil 2H 2009
- · First power generation Q1 2010



EPS on track for first oil 2H 2009

## Development activity across African portfolio





#### African P&D Portfolio

- Production at record levels 40,300bpod
- · Strong "pipeline" of African developments

#### **Equatorial Guinea**

- Production over 115,000 bopd gross
- Development drilling until 2010

#### Gabon

- Production being sustained ~15,000 bopd net
- Development underway on seven fields

#### Mauritania

- Chinguetti drilling and workovers planned 2Q08
- Banda appraisal well will spud March 08

#### Côte d'Ivoire

- FPSO upgrade ongoing
- Infill drilling anticipated 2009

#### Kudu

Potential for further exploratory drilling under review

## Stronger outlook for group gas business





#### Southern North Sea - Gas

- Stable 2007 production
- Gas pricing recovering to 2006 levels
- · Capital investment levels under review
  - Thurne & Kelvin projects delivered
  - Wissey first gas 2008
  - Hewett Rot, Boulton and Murdoch infill 2008
  - Bure N, K4, Harrison and Epidote 2009 projects
- Hewett Gas storage and CO<sub>2</sub> storage projects
- Leverage of carboniferous knowledge under way with acquisition of six Dutch licences.

#### South Asia

- Bangora
  - facility upgrade to 120mmscfd under way
  - Infill and appraisal drilling under review
- Pakistan
  - Chachar field onstream, infill drilling potential

## Gearing up for major operational expansion



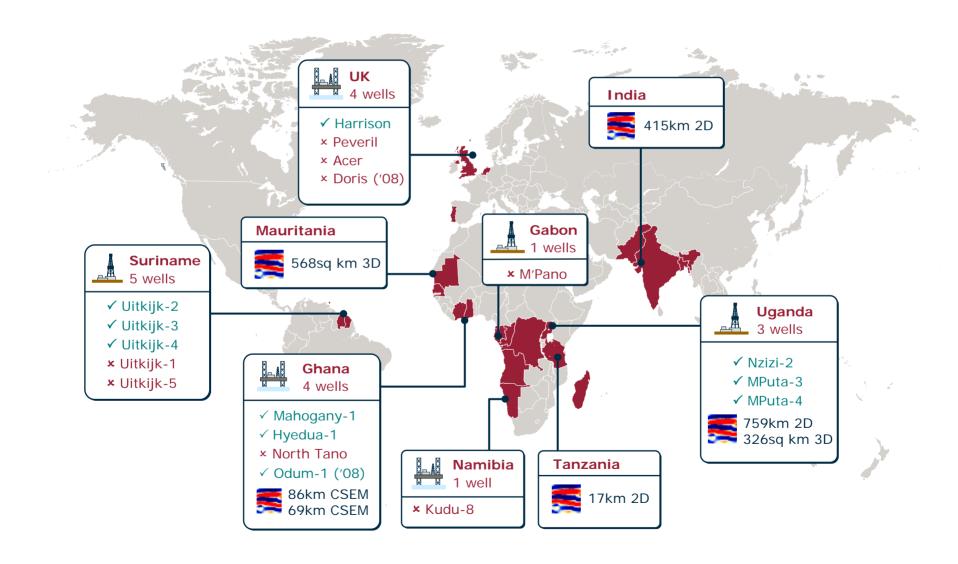
- Jubilee Field development being fast tracked
- Uganda EPS sanction to deliver 2009 first oil
- Stronger outlook for SNS UK/Dutch gas business
- Development portfolio delivering across the business
- Strong reserves replacement and overall growth in resources
- Continue to build and invest in team to deliver ongoing expansion

# Exploration – Angus McCoss



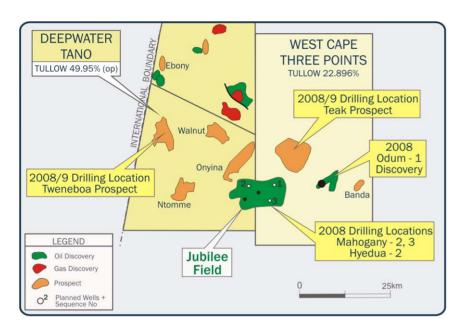
## 56% global exploration success rate in 2007



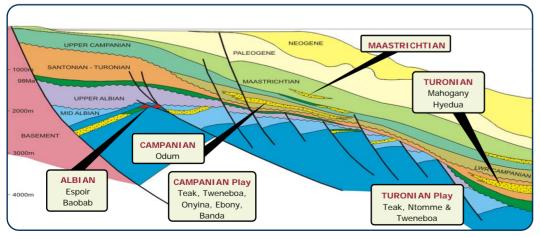


## Significant new plays opened in Ghana





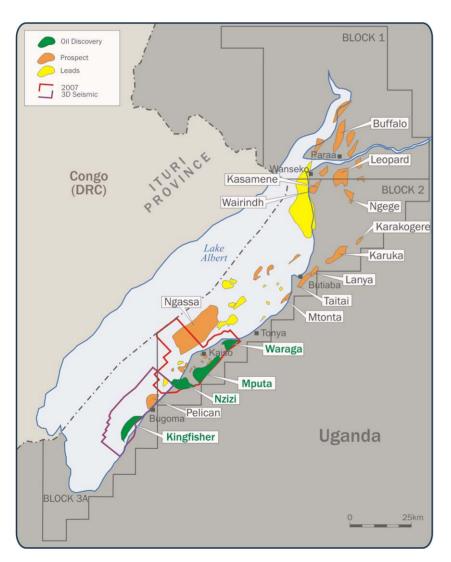
- West Africa Transform Margin Campaign delivers two major new plays
  - Turonian play Jubilee Field
  - Campanian play Odum-1 discovery
- Plan to drill Teak and Tweneboa in next
  12 months



Lead	Gross Upside (mmbo)		
Teak	750		
Tweneboa	500		
Onyina	200		
Ntomme	100		
Walnut	100		
Banda	50		

## Uganda – major progress on four exploration fronts





#### Kaiso Tonya

- 3D seismic confirms oil field dimensions and reveals additional prospectivity.
- Successful Mputa-Nzizi appraisal wells secure valuable development and production data
- Technical viability of field development validated

#### Butiaba

- 2D seismic reveals rich prospectivity
- 1 billion bbl gross upside potential in inventory
- OGEC Light Rig at Butiaba preparing to spud

#### Offshore

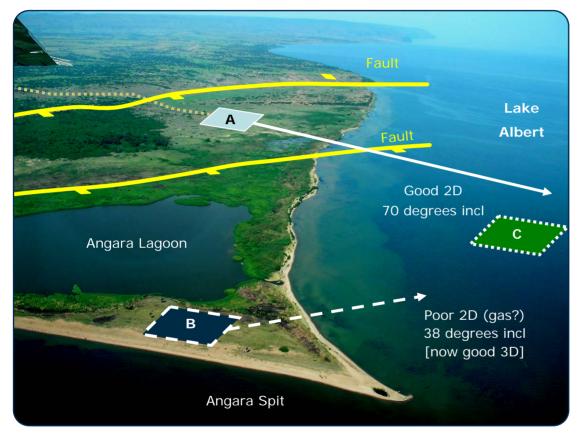
- Prospects mapped for drilling 2009
- Rig selection in final stage
- Materiality in Pelican, Kingfisher and Ngassa

#### Nearshore

- · Kingfisher 3D confirms oil field dimensions
- Nabors 221 Rig executing long-reach programme
- Ngassa-1 suspended pending re-drill

## Ngassa drilling options





### Ngassa Well Location A

- Lower environmental impact
- · Very long-reach 70 degrees well
- Need to drill through fault zone
- · High quality 2D seismic

### Ngassa Well Location B

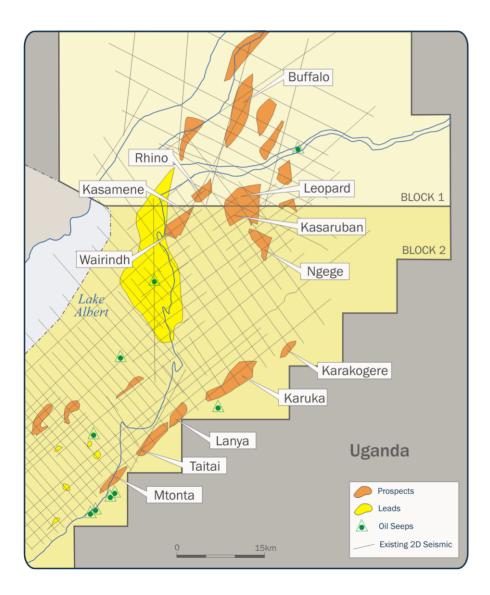
- Initially poor quality 2D seismic
- Risked drilling blind into shallow gas
- Now covered by high quality 3D
- Target reachable with deviated well

### Ngassa Well Location C

- Requires offshore drilling rig
- Offshore engineering studies complete
- Simple vertical well

### High impact programme in Butiaba, Blocks 1 & 2





### Butiaba 2D seismic highly successful

- · High density of prospects
- More leads currently being mapped
- Many prospects amplitude supported
- Seeps indicate oil with chance of gas
- Prospect depth 600m to 1,000m

### Butiaba campaign

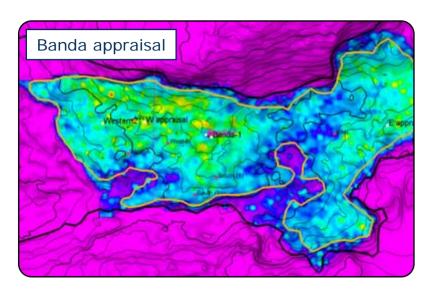
- Plan to drill prospects one per month using OGEC Light Rig
- Targeting >1 billion barrels gross upside

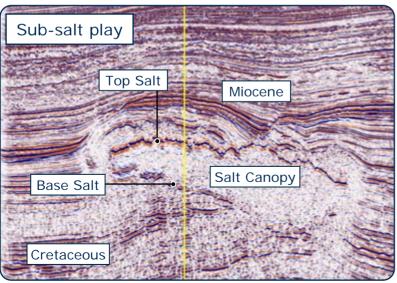
### First spud - April 2008

- Taitai-1, Ngege-1 (Block 2)
- Buffalo-1, Rhino-1 (Block 1)
- Karuka-1, Lanya-1, Kasaruban-1, Kasamene-1 (Block 2)
- Leopard-1 (Block 1)
- Further 9 candidates identified for 2009

## Mauritania - Senegal Exploration Campaign





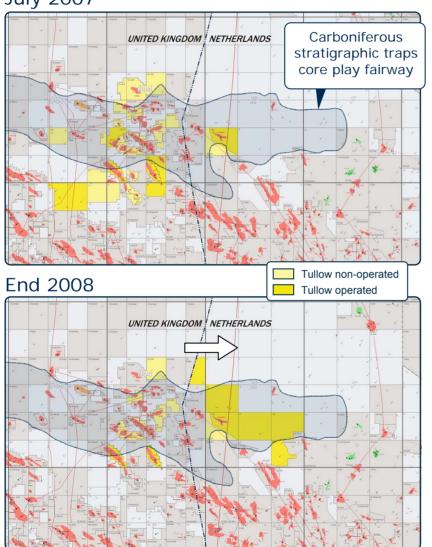


- Fundamental re-evaluation of basin-wide petroleum systems
- · Identification of major new plays
- Rejuvenation of prospect inventory
- Extracting value from established Miocene plays
  - Banda NW gas appraisal
  - Near infrastructure oil exploration
- Billion barrel upside potential in Cretaceous oil & gas plays
  - Follow-up Cretaceous discoveries
  - Undrilled giant sub-salt traps

## Strategic "step-out" in Strat Trap play from UK to Netherlands



July 2007

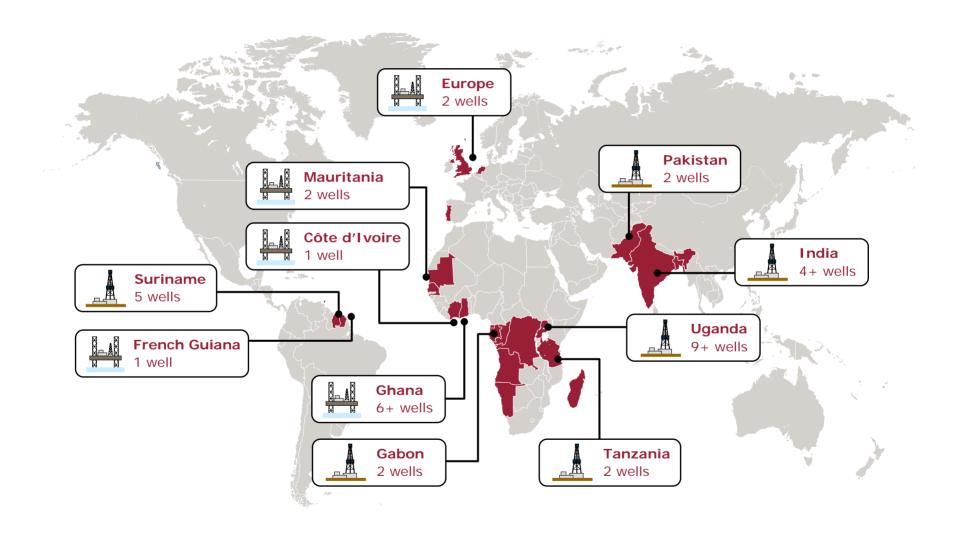


- Stratigraphic Traps Core Play
- UK CMS Area consistent exploration success since 2001
- Diminishing materiality of UK plays

- Same core play in Netherlands underexplored material prospects
- Strategic step-out eastward exploring for new gas hubs
- Focused UK relinquishment & divestment programme, retaining production & development portfolio

## 12 Month Exploration programme – 36 wells planned





# Exploration programme



Country	Licence/Block	Prospect/Campaign	Interest	Gross Upside	Date/Status
EUROPE					
Netherlands	SNS	2 Prospects	30-60%	50 mmboe	2009
AFRICA					
Ghana	Jubilee Field	4-well+ Jubilee Exploratory Appraisal	22.9-49.95%	1,000 mmbo	2008
Ghana	Deepwater Tano	Tweneboa Prospect	49.95%	500 mmbo	Q4 2008
Ghana	West Cape Three Points	Teak Prospect	22.9%	750 mmbo	2009
Ghana	Shallow Water Tano	Ebony Prospect	31.5%	35 mmbo	Q2 2008
Uganda	Block 1 and 2	6 well+ Butiaba Campaign	50% - 100%	1,000 mmbo	Q2 2008/2009
Uganda	Block 2	Ngassa Campaign	100%	800 mmbo	Q4 2008/2009
Uganda	Block 3A	Kingfisher Campaign	50%	300 mmbo	Q2 2008/2009
Uganda	Block 3A	Pelican Campaign	50%	300 mmbo	2009
Mauritania	PSC B & Block 6	2 Prospects	20 – 25%	500 mmbo	In Progress
Tanzania	Lindi & Mtwara	2 Prospects	50%	250 mmbo	2009
Gabon	Etame	2 Prospects	7.5%	100 mmbo	2009
SOUTH ASIA					
India	CB-ON/1	4-well Campaign	50%	150 mmbo	Q2 2008/2009
Pakistan	Kohat	2 Prospects	40%	50 mmbo	Q4 2008/2009
SOUTH AMERICA					
Suriname	Coronie	5-well campaign	40%	250 mmbo	Q4 2008
French Guiana	Guyane Maritime	Matamata Prospect	77.50%	850 mmbo	Q3 2008

# Conclusion – Aidan Heavey



### Tullow's business has reached a new level



- Consistent strong performance from underlying business
- Continued effective portfolio management
- Strong team in place to deliver business expansion
- High-impact opportunities to deliver future growth

Preparing for the next phase of growth

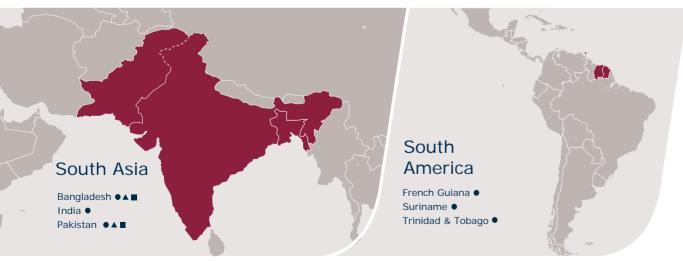
# Appendix 1 - Strategy



## The Tullow Footprint







#### Europe

- ~28,000 boepd
- 3 countries
- 39 licences
- 20 producing fields

#### **Africa**

- ~40,000 boepd
- 13 countries
- 50 licences
- 17 producing fields

#### Asia

- ~5,000 boepd
- 3 countries
- 12 licences
- 3 producing fields

#### South America

- 3 countries
- 5 licences

# Tullow's long term growth strategy





#### PRODUCTION and DEVELOPMENT

- A track record of production growth and asset enhancement
- Strong reserves and resources growth over the last three years
- Gearing up for a major expansion in African operations



#### **EXPLORATION**

- Near-infrastructure and high impact exploration both delivering
- Long term growth key campaigns based on core plays and skills
- Continual rejuvenation of portfolio through new ventures



#### ACQUISITIONS and PORTFOLIO MANAGEMENT

- A strong track record of deal identification, execution and integration
- Focus on value rather than production targets
- Consistently high-grading the portfolio

# Appendix 2 - Africa



# Africa: developing a truly pan-African business



### A continent with many opportunities

- · A number of largely-unexplored basins
- Mature basins where majors are exiting
- · Significant areas currently unlicensed

### Strong knowledge base

- Over 20 years of experience in Africa
- Detailed understanding of African basins
- Good access to a range of opportunities

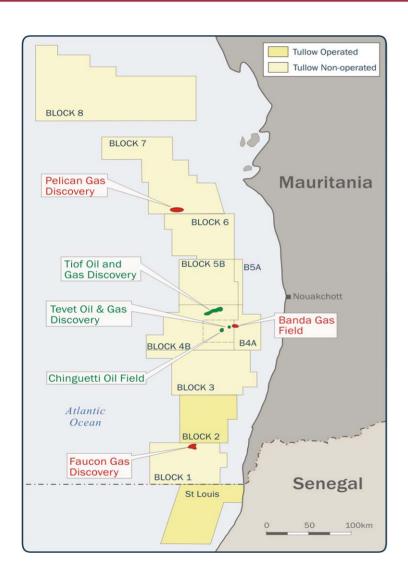
### Extensive portfolio

- Interests in 13 countries, 50 licences and 17 producing fields
- Major projects with billion barrel potential in both Ghana and Uganda
- Current production of over 40,000 boepd
- Continually evaluating new venture opportunities



# Mauritania/Senegal: maturing the next campaigns





#### Overview

- Tullow has a material position in Mauritania
- 9 blocks in Mauritania/Senegal
  - Producing Chinguetti oil field
  - Tiof and Tevet oil discoveries
  - Banda and Pelican gas discoveries
  - Significant exploration potential

### Key operational highlights

- Current gross production of ~12,000bopd
- Two Chinguetti infill wells planned for 2008
- Development options for Tiof and Banda under review
- Banda appraisal well scheduled for March 2008
- Further seismic planned for 2008
- Billion barrel upside potential in Cretaceous oil and gas plays identified

# Record production from African assets in 2007



### **Equatorial Guinea**

#### Okume

- Production performance exceeding expectations at over 70,000 bopd
- 22 wells drilled to date

#### Ceiba

- Production enhanced by four new wells and sustained above 40,000 bopd
- Further infill drilling planned for 2009

# Congo (Brazzaville)

#### M'Boundi

- 26 wells drilled in 2007, field average 46,500 bopd
- Asset sale to KNOC for \$435 million announced in January 2008

#### Côte d'Ivoire

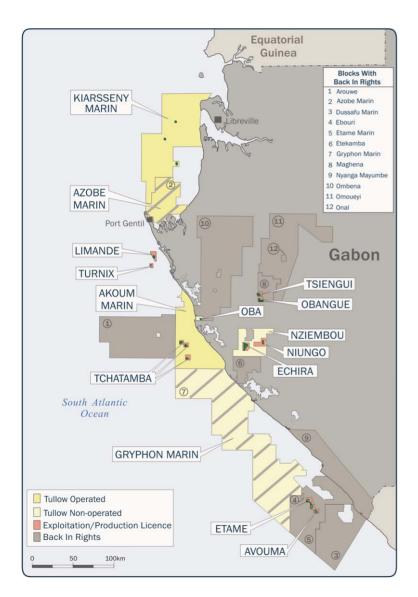
## Espoir

- Successful West Espoir drilling programme in 2007
- FPSO upgrade work to optimise recovery ongoing
- Further infill drilling likely in 2009



# Gabon: production stable, developments ongoing





#### Overview

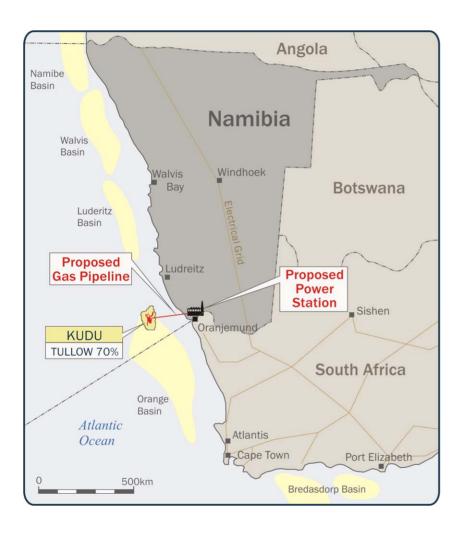
- Region where Tullow can apply its expertise in revitalising mature assets
- Interests in ~40% of all licensed acreage
  - 12 producing fields
  - Two new developments
  - 5 exploration licences
  - Back-in rights to 10 additional licences

# Key Operational Highlights

- Production currently over 15,000 bopd
- Continued success from Niungo infill wells
- Avouma field on stream at ~10,000 bopd
- Ebouri and Onal due on stream in 2008
- Further infill drilling opportunities being evaluated across the portfolio

# Kudu: focus on Gas-to-Power development





#### Overview

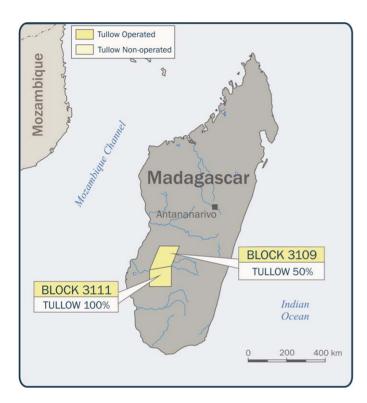
- Offshore gas field with over 3 TCF of 2P resources
- 70% working interest
- Namibia need to develop at least 300MW of indigenous power
- Currently working with Namibians on gas-to power options

### Key Operational Highlights

- Appraisal well drilled in September 2007
  - Encountered gas bearing sands
  - Data indicated uncommercial flow rates
- Further gas potential in the region currently being evaluated

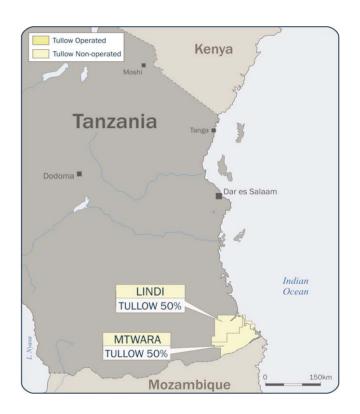
# Tanzania and Madagascar: feeding the next campaigns





### Madagascar

- Leads identified and ranked, new seismic planned for mid-2008
- Completed environmental impact assessments for 2D acquisition
- Detailed prospect inventory to be developed for blocks 3109 and 3111
- Drilling planned for 2009



#### Tanzania

- Completed 2D seismic acquisition in Ruvuma Basin
- Numerous high risk/high reward leads defined, will now be worked to prospect status
- Environmental impact assessment studies for three drill sites to be submitted

Drilling planned for Q1 2009

# Appendix 3 - Europe



# SNS Gas Basin: Adding value in a challenging market



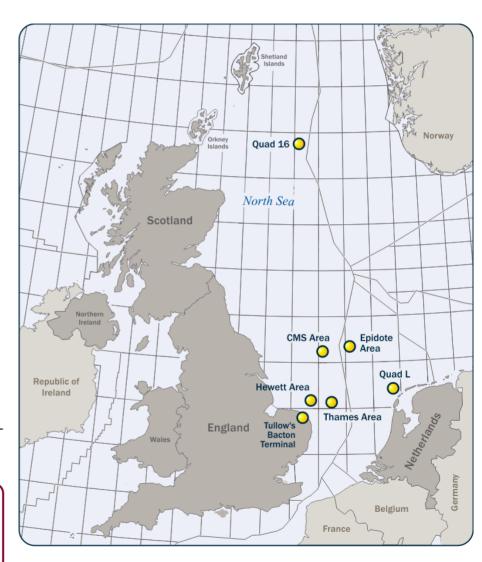
#### Market environment

- Strengthening gas prices in UK
- Contractor environment remains tight
- Onerous UK tax regime for gas

### Activity outlook to sustain production

- Wissey on schedule for August 2008
- Hewett infill planned for Q3 2008
- Bure North planned for Q4 2008
- K4/Harrison developments and additional Ketch wells currently being planned for 2009
- Logical extension of CMS play into the Netherlands with significant prospectivity
- · Focus on managing operating costs
- Marginal programmes deferred with capital reallocated to high impact projects

Focus on sustaining production and with stronger gas pricing, selective investment expected in the UK and Netherlands in '08



# Portugal: potential extension of Mauritanian play





#### Overview

- 3 blocks in Alentejo Basin awarded in 2007
- Tullow 80%, with 2 local Portuguese partners
- Basin is undrilled, oil shows encountered in wells in the onshore Lusitania Basin
- · Geological analogue to Mauritania
- Regional seismic data shows numerous leads

### Key operational highlights

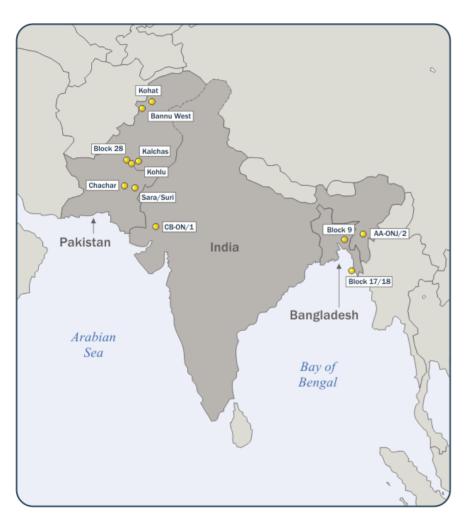
- Regional seismic interpretation completed
- 2D seismic data reprocessing ongoing
- Detailed infill 2D seismic survey in 2008
- Contingent 3D data acquisition in 2009
- Earliest drilling 2010

# Appendix 4 – South Asia



# South Asia: Reinvesting for growth





## A growth region for Tullow

- · Region of growing energy demand
- Major high-impact exploration potential
- Relatively low-cost exploration/operations
- Limited competition for assets

### Developments to fund exploration

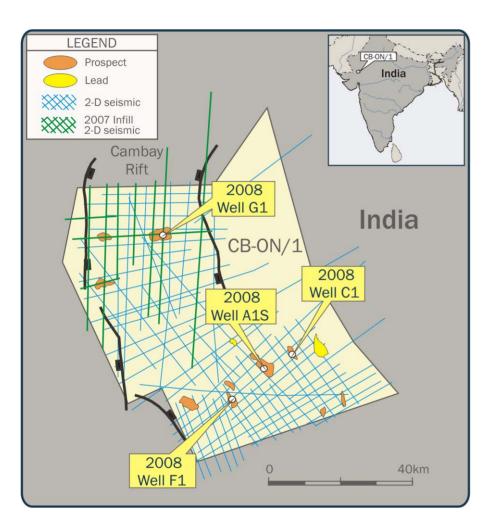
- 5 exciting high impact exploration licences
- Development projects in Pakistan and Bangladesh delivered with follow-on potential

### Future growth

- Focused on organic growth
- Extensive technical and geological knowledge of South Asia
- High impact campaigns in India and Pakistan in 2008/09

# India: 4-well campaign in proven rift basin





### Exciting region with high impact potential

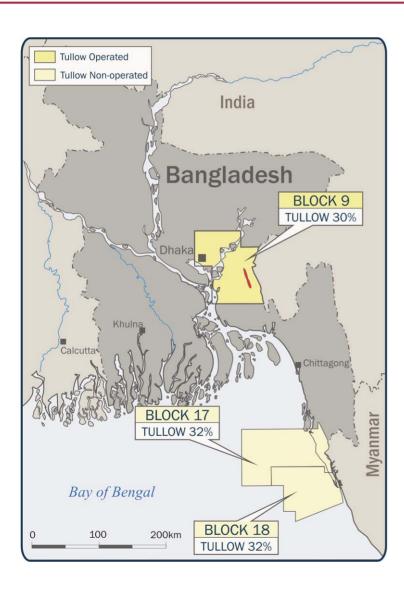
- CB-ON/1 on trend between two proven basins to the north and south
- 2006/2007 seismic has identified a number of prospects

## Programme expected to commence Q2 2008

- Four firm wells followed by two contingent
- Existing infrastructure makes wide range of prospects commercially viable
- Strong local market for energy

# Bangladesh: strong production growth





#### Overview

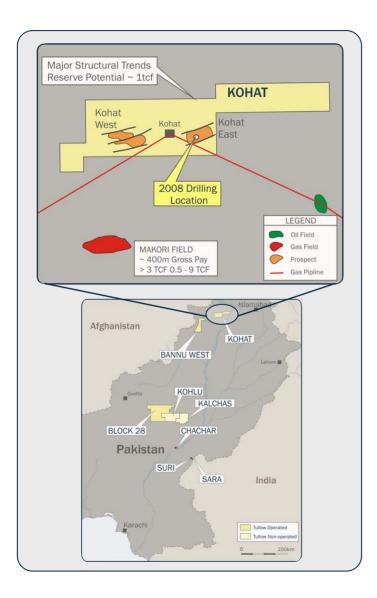
- · Current energy demand is significant
- Established gas pricing provides stability

### **Key Operational Highlights**

- Block 9
  - Bangora delivering 70mmscfd
  - Facility upgrade to 120 mmscfd and tie-back of Bangora-3 planned for 2008
- Block 17/18
  - Total assumed operatorship
  - Three year extension secured
  - Successful farmout and licence extension secured
  - Extensive 3D seismic survey in Q1 2008

# Pakistan: production growth and exploration





#### Overview

- Five exploration blocks
- · Security issues have delayed work

#### Production

- · Chachar came on stream in August
- Further wells and workovers planned for 2008 to increase production
- Sara-Suri modestly increased through compression

### **High Impact Exploration**

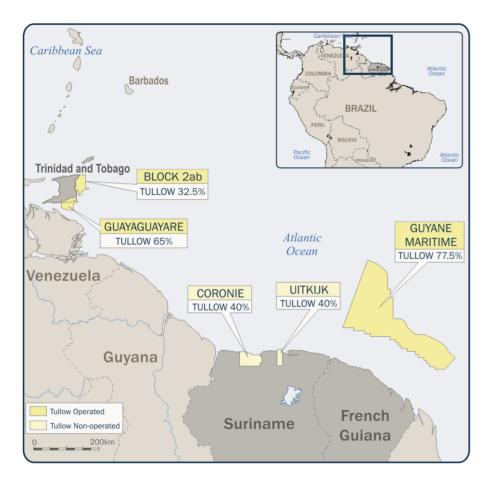
- Kohat seismic interpretation complete
- Two prospects selected
- First well expected to commence in late 2008

# Appendix 5 – South America



# South America: High impact potential in 2008





#### French Guiana

- Tullow operated offshore licence 77.5%
- Preparing to drill substantial Matamata prospect in 2008
- · Likely to seek a farm-in partner

#### Suriname

- Five wells drilled in 2007 on Uitkijk licence, hydrocarbons encountered
- · Development potential being evaluated
- Further potential on Coronie block

#### **Trinidad**

- Successful bidder for two key blocks
  - Block 2a/b
  - Guayaguayare
- Concluding negotiation on PSCs

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