

# Fact Book

March 2011



## **Asset Overview**



#### **Africa**



#### Rest of the World

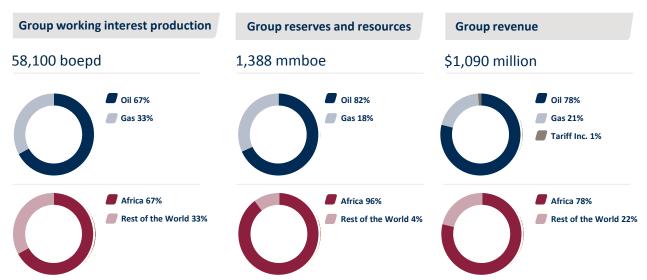






Key: E Exploration D Development P Production

### Group highlights



# Summary of 2010 full year results



## 2010 full year results

	2010	2009	Variance
Sales Revenue (\$m)	1,090	916	+19%
Operating profit (\$m)	235	151	+56%
Profit after tax (\$m)	73	31	+137%
Basic earnings per share (cents)	6.1	3.2	+90%
Dividend per share (pence)	6.00	6.00	-
Cash generated from operations <sup>1</sup> (\$m)	762	588	+30%
Net debt <sup>2</sup> (\$m)	1,943	1,144	+70%

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

## **Key Financial Metrics**

	2010	2009	Variance
Production (boepd)	58,100	58,300	-
Operating Cash flow before working capital per boe (\$)	35.9	27.6	+30%
Cash Operating Costs per boe (\$) <sup>1</sup>	12.5	12.4	-
Gearing (%) <sup>2</sup>	50	47	+3%
Realised Oil Price per bbl (\$)	78.0	60.0	+30%
Realised Gas Price (pence per therm)	42.0	39.3	+7%

Cash operating costs are cost of sales excluding depletion, depreciation, amortisation, impairment loss and under/over lift movements

<sup>&</sup>lt;sup>2</sup> Net debt is financial liabilities gross of unamortised arrangement fees less cash and cash equivalents

<sup>&</sup>lt;sup>2</sup> Gearing is net debt divided by net assets

## 2010/2011 Capex Programmes



#### Capital Expenditure Strategy

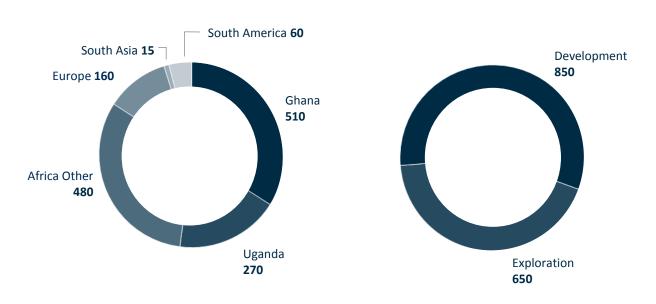
In 2011, the Group will continue to allocate its capital to projects that provide the opportunity for the highest return for shareholders. Our capital will be allocated as follows:

- Ghana Jubilee Phase 1a development and Enyenra/Tweneboa appraisal and development;
- Uganda exploration drillout and Lake Albert development;
- · Other Africa continue development programmes on producing fields and selected high-impact exploration; and
- Rest of World infill drilling on UK producing assets and selected high-impact exploration.

Tullow will also manage its overall exposure to capital investment through farmouts and portfolio optimisation.

	2010 Ad	ctual (\$m)	2011 For	ecast (\$m)
Core Area	Exploration & Appraisal	Development & Production	Exploration & Appraisal	Development & Production
Africa	482	636	530	735
Europe	22	72	50	110
South Asia	12	3	10	5
South America	8	-	60	-
TOTAL (\$m)	524	711	650	850

#### 2011 Capital Expenditure splits (\$m)



# 2010/2011 Costs and Depreciation



Operating Data <sup>1</sup>	2010 <sup>2</sup> \$/boe	2011 <sup>3</sup> \$/boe
OPERATING COSTS		
Gabon <sup>4</sup>	15.5	16.8
Equatorial Guinea, Congo (Brazzaville), Côte d'Ivoire	7.5	9.5
Mauritania – Chinguetti	34.1	53.0
Ghana⁵	-	11.5
UK SNS	18.3	16.0
South Asia	2.1	3.6
DEPRECIATION		
Gabon	7.9	8.0
Equatorial Guinea, Congo (Brazzaville), Côte d'Ivoire	17.3	18.0
Ghana	-	12.0
Mauritania – Chinguetti	16.3	17.0
UK SNS	25.4	25.0
South Asia	5.1	5.1
Other Information		
TAX AND NUMBER OF SHARES		

26%

888

30-35%

888

Number of Shares (million)

Weighted Tax Rate<sup>6</sup>

<sup>&</sup>lt;sup>1</sup> Data on a working interest basis

<sup>&</sup>lt;sup>2</sup> 2009 average exchange rate approximately US\$1.55 : GBP 1.00

<sup>&</sup>lt;sup>3</sup> Forecast based on an exchange rate of US\$1.55 : GBP 1.00

<sup>&</sup>lt;sup>4</sup> Based on \$80 oil for 2010 – each extra \$/barrel increases Opcost by c.5p/barrel

<sup>&</sup>lt;sup>5</sup> 2011 Operating costs include Ghana FPSO lease payments.

<sup>&</sup>lt;sup>6</sup> After addback of Exploration write-offs

# 2011 Development Opportunities



Country AFRICA	Developments	Sanction Decision	First Production	No. of Wells	Status
Congo (Brazzaville)	M'Boundi Field Re-development	<b>√</b>	Producing	~25 per year	Infill drilling and addition of water injector wells. Water injection upgrade completed in 2010.
C	Acajou appraisal	2012		1-2	Satellite discovery near Espoir field. Review of subsurface and development concepts ongoing.
Côte d'Ivoire	Espoir Infill Drilling	2011	2013	6-8	Well locations and count being finalised. Additional well slots may be added to the platforms to accommodate the extra wells.
	Ceiba infill drilling	2011	2012	>4	Second phase of infill drilling plus workovers. Well count depends on 4-D seismic survey which was shot late 2010.
Equitorial Guinea	Okume Developments	$\checkmark$	Producing	>45	Initial phase of development (40 wells) completed mid-2010. Future drilling planned 2012-13. Production on plateau.
	Okume (Akom-North)	2010	2011	1	Completion and tie-back of satellite discovery well.
	Ebouri /Avouma(Etame complex)	<b>✓</b>	Producing	3	Additional horizontal producers.
	Echira Infill	Q4 2011	Producing	1	Echira Reservoir Study due to be delivered Q2 2011. Infill drilling could continue into 2012.
	Limande South	Q1 2011	Q3 2011	1	Infill horizontal producer.
	Niungo Infill	Q3 2011	Producing	1 prod + 2 USRs	2H 2011 – Niungo redrill and two ultra short radius (USR) horizontal wells.
	Oba	Q1 2011	Producing	3 prod + 3 inj + 1 USR	6 Development wells (3 producers and 3 water injectors) and 1 ultra short radius (USR) well.
Gabon	Obangue	Q1 2011	Producing	16 prod. +1 inj.	Continued development. Gas re-injection scheme is being implemented.
	Onal- Maroc Nord Developlment	Q1 2011	Producing	15	Continued development of Onal fields with delineation of recent Maroc Nord discovery (Feb 2010).
	Tchtamba – Azile re- development	Q4 2010/ Q1 2011	Producing	1	Gas supply project approved. 1 appraisal well in Q2 2011.
	Tsiengui	Q1 2011			Gas injection scheme is being implemented.
	Turnix	Q1 2011	Producing	2	Heavy Workover in Q1 2011 replace ESP. Two redrills in the field for Q3 2011. Gas supply and injection schemed evaluated and approved.

# 2011 Development Opportunities



Jubilee Phase 1 2010 17 Well completion ongoing – plate 120,000 bopd by mid 2011.  Jubilee Phase 1a 2011 2012 5-8 Infill wells using existing infrastrextend FPSO plateau  Jubilee Phase 1b 2011 2014-20 15-20 Incremental development consists subsea infrastructure  Mahogany-East 2012 2016-21 4-6 Feasible when Ullage available. It to accelerate development.	sting of wells and e back to Jubilee Evaluating potential
Ghana  Jubilee Phase 1b  2011  2012  5-8  extend FPSO plateau  Incremental development consisub sea infrastructure  Declared commercial. Subsea tit  Mahogany-East  2012  2016-21  4-6  feasible when Ullage available. It	sting of wells and e back to Jubilee Evaluating potential rway as successful
Jubilee Phase 1b 2011 2014-20 15-20 sub sea infrastructure  Declared commercial. Subsea tit  Mahogany-East 2012 2016-21 4-6 feasible when Ullage available. I	e back to Jubilee Evaluating potential rway as successful
Mahogany-East 2012 2016-21 4-6 feasible when Ullage available. If	Evaluating potential rway as successful
Tweneboa/Enyenra 2012 2H 2014 18-30 Early conceptual planning under appraisal continues.	ept studies
Namibia Kudu gas to power project conce Namibia Kudu 2012 2015 3-4 completed. Commercial discussi FEED anticipated to start Q2 203	
Mauritania     Banda     2011     2013     2+     Concept planning ongoing, includiscussions with the government	
Extended Well Test(s)  Extended Well Test(s)  2011  - Kasamene – expected operation from well tests will be trucked to	nal Q2 2011 crude
Nzizi Gas Field (IPP)  2011  2012  The Nzizi development will deliv power plant. First gas from Nzizi sales agreement and the reading Albert power plant, which is exp	i is subject to gas ess of the new Lake
Kasamene 2011 2013-14 10 FEED complete. Timing of project basin wide development plan.	ct to be aligned with
Basin Wide Development  Develop	ing upstream
EUROPE	
UK Ketch infill (KA 10)	mid -2011
CMS Area Harrison 1H 11 2H 12 1 Development Planning.	
Further Schooner & Ketch wells under review	
Netherlands Epidote Q4 11 2013 1 Development Planning.	
SOUTH ASIA	
BangladeshBangora Phase 3Q3 112013n/aInstallation of compression to m production at 120 mmscfd.	naintain plateau
PakistanShekhanQ3 112012TBCPossible appraisal or developme Shekan Extended Well Test.	ent decision following

# 12 month Exploration and Appraisal programme



Country	Block	Prospect	Interest	Gross upside <sup>1</sup>	Spud Date
		Tweneboa-4	49.95%	CEO 1 2	Q2 2011
		Tweneboa-DST	(op)	650 mmboe <sup>2</sup>	Q2 2011
	Deepwater Tano	Enyenra-3A			Q3 2011
		Enyenra-DST	49.95% (op)	550 mmbo <sup>2</sup>	Q3 2011
Ghana		Enyenra-4A			Q4 2011
		Teak Downdip		40 mmboe	In Progress
	West Cape	Banda Deep/Cenomanian	22.0%	260 mmboe	Q2 2011
	Three Points	South Central Channel	22.9%	280 mmboe	Q2 2011
		Dahoma Updip		95 mmboe	Q3 2011
C'analana	SL-06/07	Jupiter	10%	250 mmboe	2H 2011
Sierra Leone	SL-06/07	Appraisal	10%	50 mmboe	2H 2011
Liberia	Block 15	Montserrado (Cobalt)	25%	650 mmboe	2H 2011
Mauritania	Block 6	Sidewinder	22.4%	800 mmboe	2H 2011
COL MILITAR	CI-103	Fan 4 West	45%	230 mmboe	2H 2011
Côte d'Ivoire	CI-105	Lower Bandama Channel	22.37%	300 mmboe	2H 2011
Uganda	Block 1&2	Butiaba E&A	Various	1,000 mmboe	In progress
Kanya	10BB	North Kerio	50%	75 mmboe	2H 2011
Kenya	10A	Paipai	50%	230 mmboe	2H 2011
Tanzania	Mtwara	Sudi	50%	200 mmboe	2H 2011
French Guiana	Guyane Maritime	Zaedyus	27.5% (op) <sup>3</sup>	700 mmbo	In Progress
Guyana	Georgetown	Jaguar	30%	700 mmboe	Q3 2011
Suriname	Coronie	5 Well Campaign	40%	250 mmbo	Q2 2011
Pakistan	Kohat	Jabbi	40%	60 mmboe	1H 2011
LIV	44/19b	Cameron	22.5%	20 mmboe	Q2 2011
UK	49/29d	Foxtrot	100%	25 mmboe	Q3 2011

<sup>&</sup>lt;sup>1</sup> Estimated P10

<sup>&</sup>lt;sup>2</sup> Includes discovered and prospective volumes

<sup>&</sup>lt;sup>3</sup> Tullow will have a 27.5% interest once Shell receive Government consents for their additional interest

## 2010 Reserves and Resources summary



	AF	RICA	EU	ROPE	SOUT	'H ASIA		TOTAL	
	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Petro. mmboe
COMMERCIAL RESERVES									
1 January 2010	255.6	23.4	1.2	139.0	-	99.0	256.8	261.4	300.4
Revisions	2.9	-	0.4	38.9	0.3	16.8	3.6	55.7	12.9
Acquisitions	0.3	-	-	-	-	-	0.3	-	0.3
Additions	1.1	-	-	-	-	4.8	1.1	4.8	1.9
Disposals	-	-	-	-	-	-	-	-	-
Production	(14.0)	(1.3)	(0.2)	(27.6)	-	(12.5)	(14.2)	(41.4)	(21.1)
31 Dec 2010	245.9	22.1	1.4	150.3	0.3	108.1	247.6	280.5	294.4
CONTINGENT RESOURCES									
1 Jan 2010	385.2	1,117.6	-	114.9	-	16.2	385.2	1,248.7	593.3
Revisions	0.9	7.2	-	(20.9)	-	(4.2)	0.9	(17.9)	(2.1)
Acquisitions	300.8	11.6	-	-	-	-	300.8	11.6	302.8
Additions	219.5	301.9	-	-	-	-	219.5	301.9	269.9
Disposals	(13.2)	(338.5)	-	(7.1)	-	-	(13.2)	(345.6)	(70.8)
31 Dec 2010	893.2	1,099.8	-	86.9	-	12.0	893.3	1,198.7	1,093.0
TOTAL									
31 Dec 2010	1,139.1	1,121.7	1.4	237.2	0.3	120.1	1,140.8	1,479.8	1,387.5

#### Proven and Probable Reserves and Resources on a working interest basis

Tullow retains ERC Equipoise as its independent Reserve Engineer for audit and banking purposes. The Reserves and Resources classifications used are as defined by the March 2007 SPE/WPC/AAPG/SPEE Petroleum Resources Management System (PRMS) (<a href="https://www.spe.org">www.spe.org</a>).

The year end 2010 Commercial Reserves are 294.4 mmboe. During the year production of 21 mmbo was partially offset by 15 mmboe of revisions primarily related to Bangora , Ceiba and Ketch, as well as additions from the Gabon Maroc North and Pakistan Shekhan-1 discoveries, and a minor addition due to a back in to the Gabon Omko field. Contingent Resources saw a significant year on year increase of 500 mmboe with reductions of 73 mmboe due to relinquishments in Gabon and Angola, an equity reduction in Namibia, offset by gains of 270 mmboe due to the Ghana and Uganda exploration success and 303 mmboe due to the acquisition of a 50% interest in Block 1 and 3A in Uganda from Heritage Oil and Gas Ltd.

Total Commercial Reserves and Contingent Resources at year end 2010 were 1,387.5 mmboe, 494 mmboe higher than at year end 2009. Post completion of the Uganda Total and CNOOC Transaction total commercial reserves and contingent resources will reduce to 869 mmboe.

# Production Summary – Key Producing Assets



## Working interest production boepd

Core Area	Country	Asset	Interest	2010 Actual	2011 Forecast	Fiscal Regime
AFRICA	Gabon	Tchatamba	25%	3,600	3,350	PSC
		Niungo	40%	3,650	3,350	Tax
		Etame Complex <sup>1</sup>	7.50%	1,450	1,700	PSC
		Others	-	4,150	5,050	Various
	Equatorial	Ceiba	14.25%	3,950	3,250	PSC
	Guinea	Okume	14.25%	11,750	10,800	PSC
	Congo (Brazz)	M'Boundi	11%	4,000	4,300	PSC
	Côte d'Ivoire	Espoir	21.30%	3,850	3,800	PSC
	Mauritania	Chinguetti	19%	1,500	1,000	PSC
	Ghana	Jubilee	34.7%	1,100	33,000	PSC
	Total Africa			39,000	69,600	
EUROPE	UK	CMS Area	14.1-100%	10,850	12,750	Tax
		Thames Area	50-100%	2,450	1,050	Tax
	Total Europe			13,300	13,800	
SOUTH ASIA	Pakistan	Sara-Suri <sup>2</sup> / Shekhan-1	38%/40%	150	350	-
	Bangladesh	Bangora	30%	5,650	5,250	PSC
	Total South Asi	ia		5,800	5,600	

**TOTAL** 

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58,100

89,000

 $<sup>^{1}</sup>$  Etame / Avouma / Ebouri

<sup>&</sup>lt;sup>2</sup> The Sara-Suri field was shut-in during Q4 2010.

# Net Daily Entitlement as % Production



	Contract Type	2010	2011	2012
Gabon				
Echira	Corp Tax	100	100	100
Turnix	Corp Tax	100	100	100
Niungo	Corp Tax	100	100	100
Kowe/Tchatamba	PSC	64	66	61
Limande	Corp Tax	100	100	100
Etame	PSC	67	67	60
Obangue	PSC	90	90	88
Tsiengui	PSC	86	87	87
Onal	PSC	85	84	79
Oba	Corp Tax	100	100	100
Ghana				
Jubilee	Corp Tax	100	100	100
Congo (Brazz)				
M'Boundi	PSC	69	69	69
Equatorial Guinea				
Ceiba	PSC	80	84	82
Okume Complex	PSC	77	73	74
Côte d'Ivoire				
Espoir	PSC	66	61	72
Mauritania				
Mauritania Chinguetti	PSC	85	85	85
	PSC	85	85	85