Tullow Oil plc

2014 FULL YEAR RESULTS

11 February 2015

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.

Whilst Tullow believes the expectations reflected herein to be reasonable in light of the information available to them at this time, the actual outcome may be materially different owing to factors beyond the Group's control or within the Group's control where, for example, the Group decides on a change of plan or strategy.

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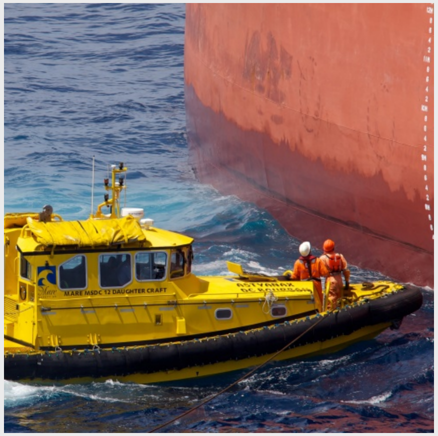


TULLOW OIL PLC – 2014 FULL YEAR RESULTS

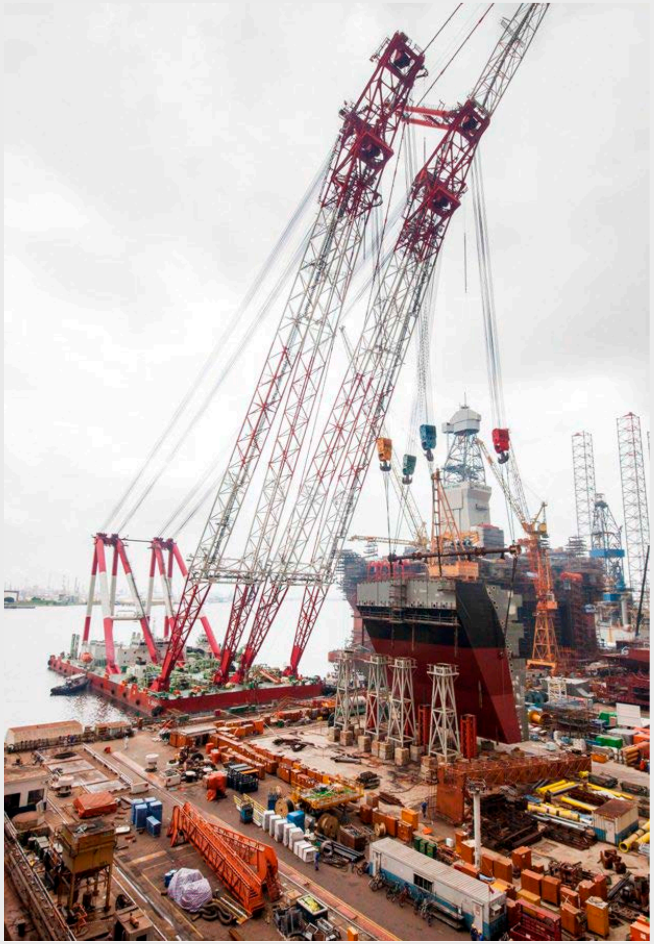
INTRODUCTION

AIDAN HEAVEY

Business reset for current market conditions

- Strong production and development business
- Reduced exploration budget focusing on low cost plays and long term options
- Reducing costs and dividend suspension provides increased flexibility
- Funded through TEN first oil
- Focused on delivering our projects, increased efficiency and positioning for future growth

Taking prudent and proactive steps to position the business for a lower oil price



TULLOW OIL PLC – 2014 FULL YEAR RESULTS

FINANCE

IAN SPRINGETT

Taking action to operate in a low oil price environment

Allocating capital to high-margin cash generating West Africa assets

- Prioritising future production and development activities in West Africa; low break-even prices
- Significant reduction to high-cost exploration and appraisal activities
- TEN project remains on-track to deliver significant new cash flows from mid 2016

Delivering cash savings through simplification of our organisation

- Delivering c.$500m of cash savings over a 3 year period
- Cash savings will result in reduced capex, opex and G&A

Suspending dividend in current climate

- Prudent steps taken amid low oil price environment

Action taken to deliver robust funding strategy

- Significant debt facility headroom and funded through TEN first oil
- Hedging provides revenue protection in 2015-17 and RBL debt capacity
- Reduced capex, costs and dividend
- Strong and supportive banking relationships

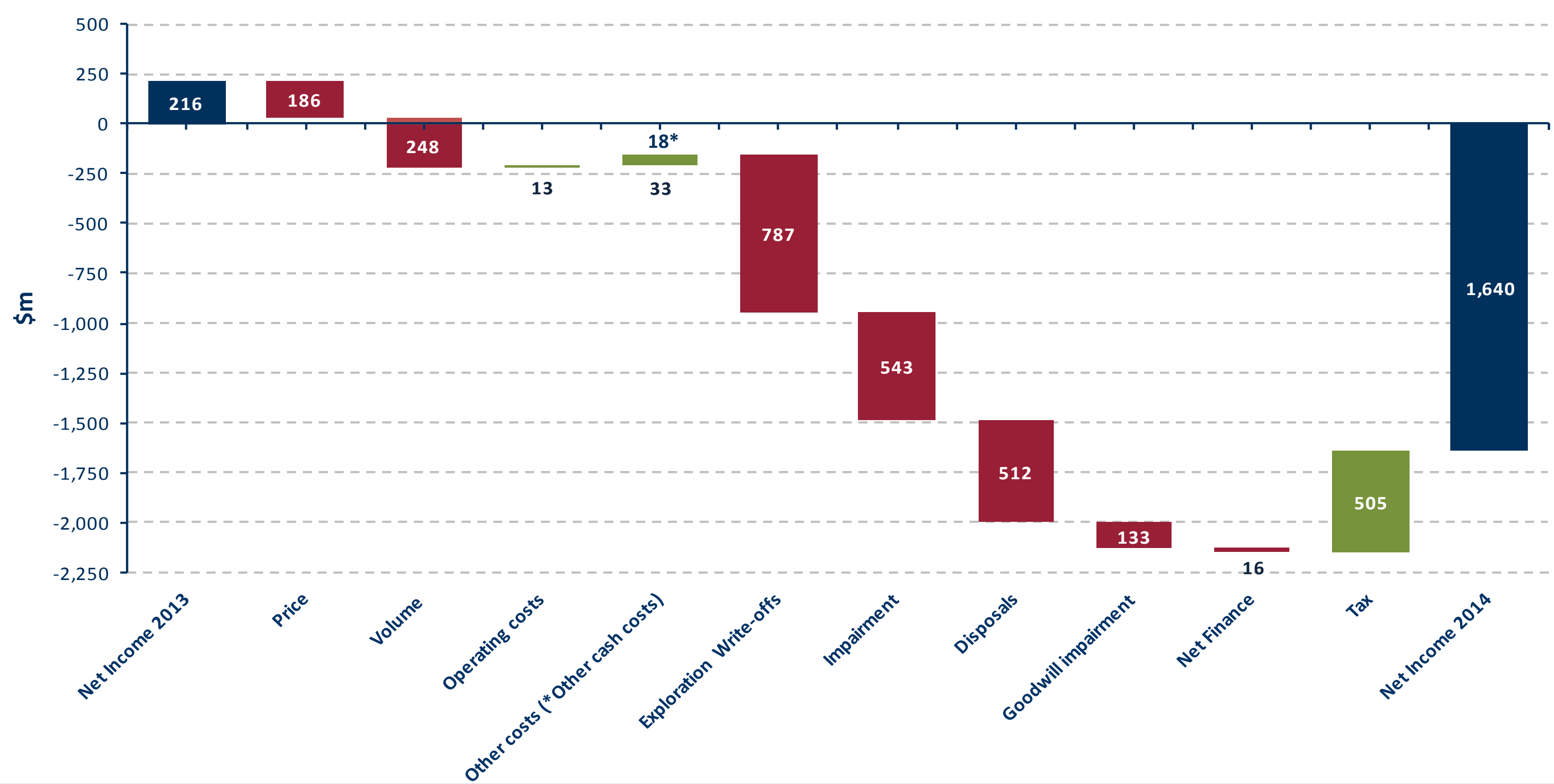
2014 Full year results summary

	2014	2013
Sales revenue	$2,213m	$2,647m
Gross profit	$1,096m	$1,493m
Administrative expenses	*($192m)*	*($219m)*
(Loss)/profit on disposal	*($482m)*	*$30m*
Goodwill impairment	*($133m)*	-
Exploration costs written off [1]	*($1,657m)*	*($871m)*
Impairment of property, plant and equipment	*($596m)*	*($53m)*
Operating (loss)/profit	($1,965m)	$381m
(Loss)/profit after tax	($1,640m)	$216m
Basic (loss)/earnings per share	(170.9c)	18.6c
Dividend per share	4.0p	12.0p
Capital investment [2]	$2,020m	$1,800m
Cash generated from operations [3]	$1,545m	$1,901m
Net debt [4]	$3,103m	$1,909m

[1] Before tax refunds [2] 2013 excludes Spring acquisition and includes Norway capex on an after tax refund basis [3] Before working capital movements
[4] Net debt is financial liabilities less cash and cash equivalents

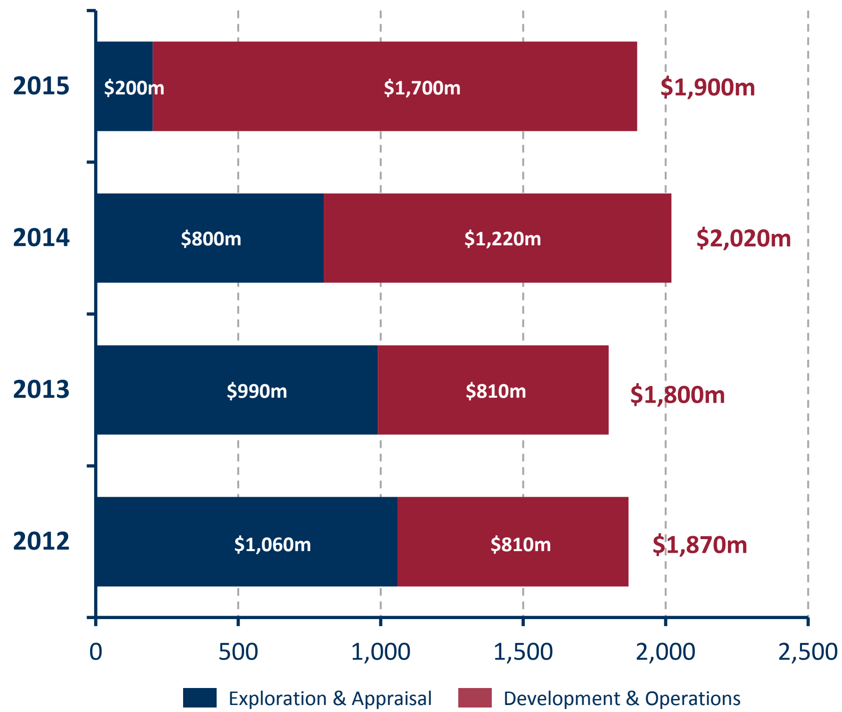
2014 revenue and cash flow underpinned by strong West Africa oil production;
Oil price decline and lower production; including impact of gas asset sales;
Net Income impacted by significantly increased non cash charges

Net income 2014 v 2013



Review of three year forward investment plan and past capitalised costs in current market environment results in significant non-cash exploration write-offs, loss on disposal and impairments

2015 Capex guidance

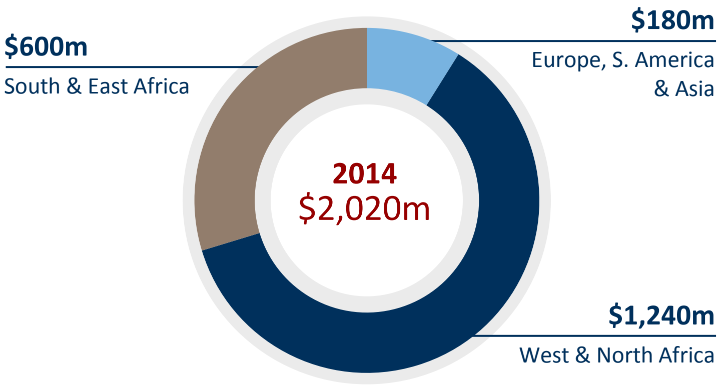


Notes:
i) 2013 Capital Expenditure excludes the Spring acquisition expenditure
ii) 2013, 2014 & 2015 Exploration expenditure is net of Norwegian tax refund

2015 capex of $1.9bn

- Ghana: Jubilee & TEN developments - $1,300m
- Other Africa: maintaining mature production and near field drilling activities - $200m
- Uganda and Kenya: Pre-development activities supporting FID - $170m
- Kenya: exploration & appraisal drilling - $100m
- ROW: selected high-impact exploration - $100m
- ROW: maintaining mature production - $30m

2014 capital split

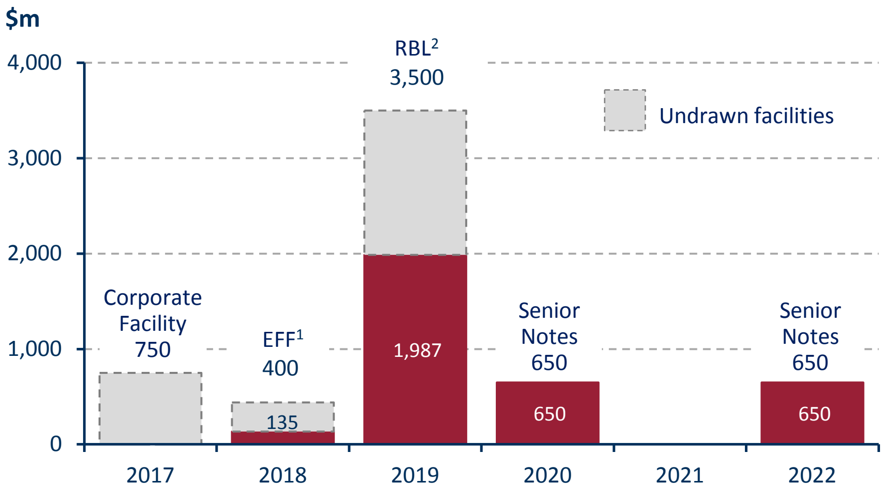


Reviewing opportunities to further reduce 2015 capital expenditure programme

Strong liquidity position through TEN first oil

Debt maturity profile

$m	Commitment size	Maturity
RBL	3,500	Oct 2019
Corporate Facility	750	Apr 2017
6% Senior Notes	650	Nov 2020
6¼% Senior Notes	650	Apr 2022
EFF [1]	~400	Dec 2018



(1) Norwegian Exploration Finance Facility – Not included in Facility Headroom calculation
(2) RBL amortises linearly from Oct 2016 – Oct 2019: bullet payment of $850m in Oct 2019

Key metrics

$m	31 Dec 2014	31 Dec 2013
Cash and cash equivalents	**319**	**353**
Debt		
RBL Facilities	1,987	1,452
EFF [1]	135	159
Corporate Facility	-	-
Senior Notes	1,300	650
Total debt	**3,422**	**2,261**
Net debt	**3,103**	**1,908**
Facility headroom plus Free Cash	**2,381**	**2,555**

- CF refinanced in March and increased from $500m to $750m
- $650m Senior Notes issued in April
- EFF increased from ~$330m to ~$400m in June
- New LC facilities created $300m additional headroom in August

~$6.0bn of currently committed debt facilities; headroom and Free Cash of $2.4bn; no near term maturities

Oil Hedging

Hedge strategy

- Hedge strategy is approved by the Board and reviewed quarterly
- Hedges are executed rateably on a three year forward rolling basis
- Hedge by purchasing a mix of Dated Brent options (puts, collars, 3-way collars)

Current Portfolio

- Approximately 60% of 2015 oil entitlement volumes is hedged at ~$86/bbl
- MTM as at 31 December 2014 ~$0.5bn

Hedge Position (as at 6 February 2015)	2015	2016	2017	2018
Oil Volume (bopd)	34,500	25,500	12,500	1,000
Hedge %	62%	41%	22%	2%
Average floor price protected ($/bbl)	85.98	82.77	82.76	63.17
MTM value at 31 December 2014 ($m)*	278	136	54	N/A

*Net of hedge premium

The hedging programme has helped to mitigate the impact of lower oil prices on the business

Outlook remains strong during period of low oil price

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High margin production delivers significant cash flow	Stable Jubilee performance, with further upside TEN production due on-stream mid-2016 ramping up through year end
Assets economic even at low oil prices	West Africa assets are economic down to much lower oil prices Review of production and development activities to drive down cost base
Efficient allocation of capital	Capex focused on high-margin production and development assets Low cost exploration activities prioritised; building low cost long options
Asset review completed	Reviewed future investment plans in current market conditions Taken significant non-cash charges; reset the balance sheet
Funding	Entered downturn with a robust balance sheet Taken important decisions on costs, carried values, capex and dividend Funded through TEN first production

Quality assets, experienced management team and strong funding position will ensure Tullow is well positioned to benefit from opportunities when market conditions improve

TULLOW OIL PLC – 2014 FULL YEAR RESULTS

DEVELOPMENT & OPERATIONS

PAUL McDADE

Strong production and development business

TULLOW plc

Strong production and development business robust to low oil prices

- **Production**: significant near-term production growth of high margin oil
- **Operating costs**: low opex cost per barrel with potential for further reductions
- **Incremental investments**: low cash break-even values support capital allocation at low oil prices
- **Organisation**: strong operating capability which allows control of key assets and costs

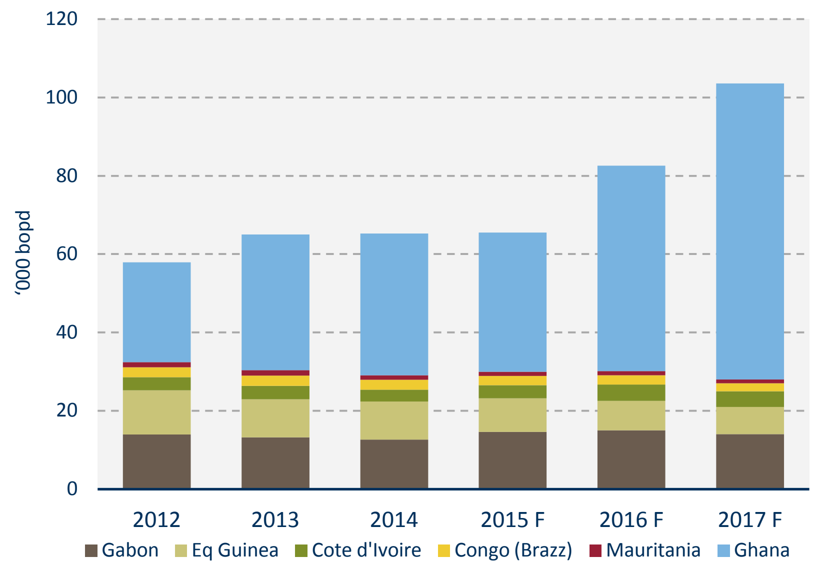
Progress across all assets

- **TEN development**: on track for mid-2016 first oil with potential for reserves growth
- **Jubilee field**: strong reservoir performance and high operating efficiency
- **Non operate West Africa:** continues to deliver capex opportunities at low oil prices
- **East Africa**: utilising 2015/16 to reduce capex and gain alignment on optimal pipeline route

Group production – significant growth potential

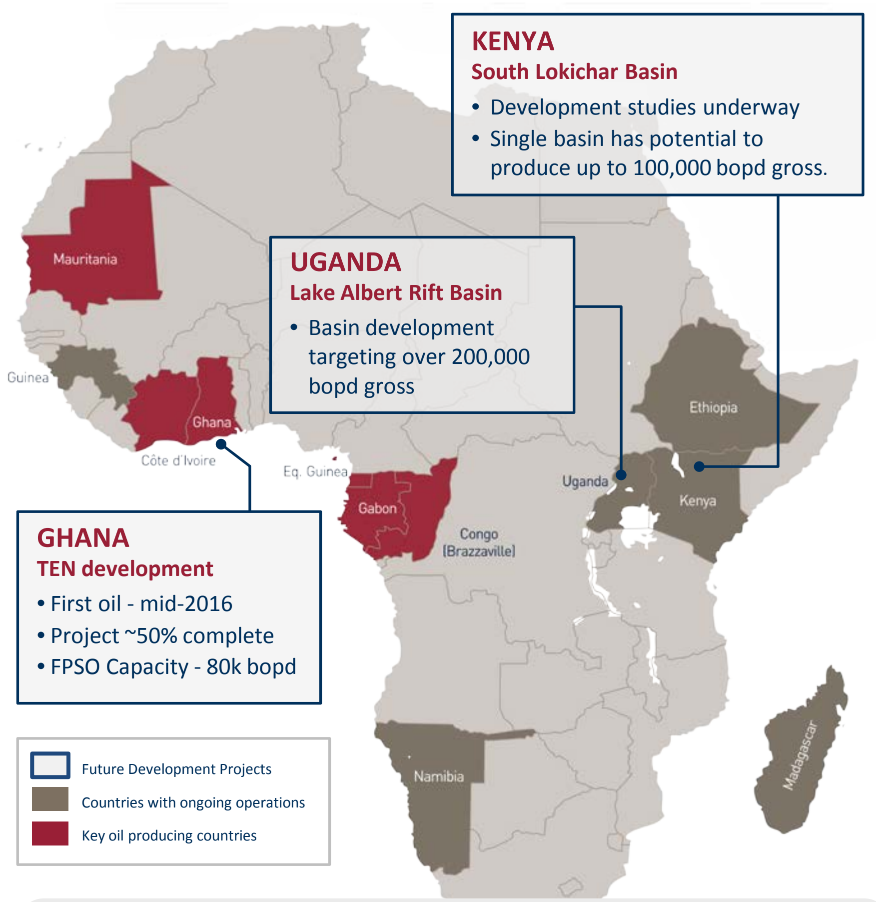
West Africa oil production

- 2014 actual: 65,300 bopd*
- FY 2015 guidance: 63-68,000 bopd



North Sea gas production

- 2014 actual: 11,800 boepd
- 2015 guidance: 6-9,000 boepd (pre asset sale)



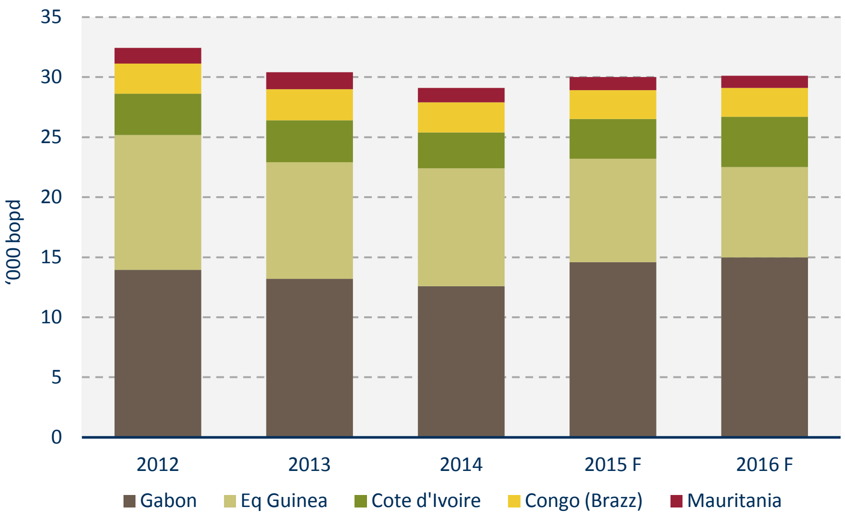
West African high margin production growing to over 100,000 bopd net in 2017

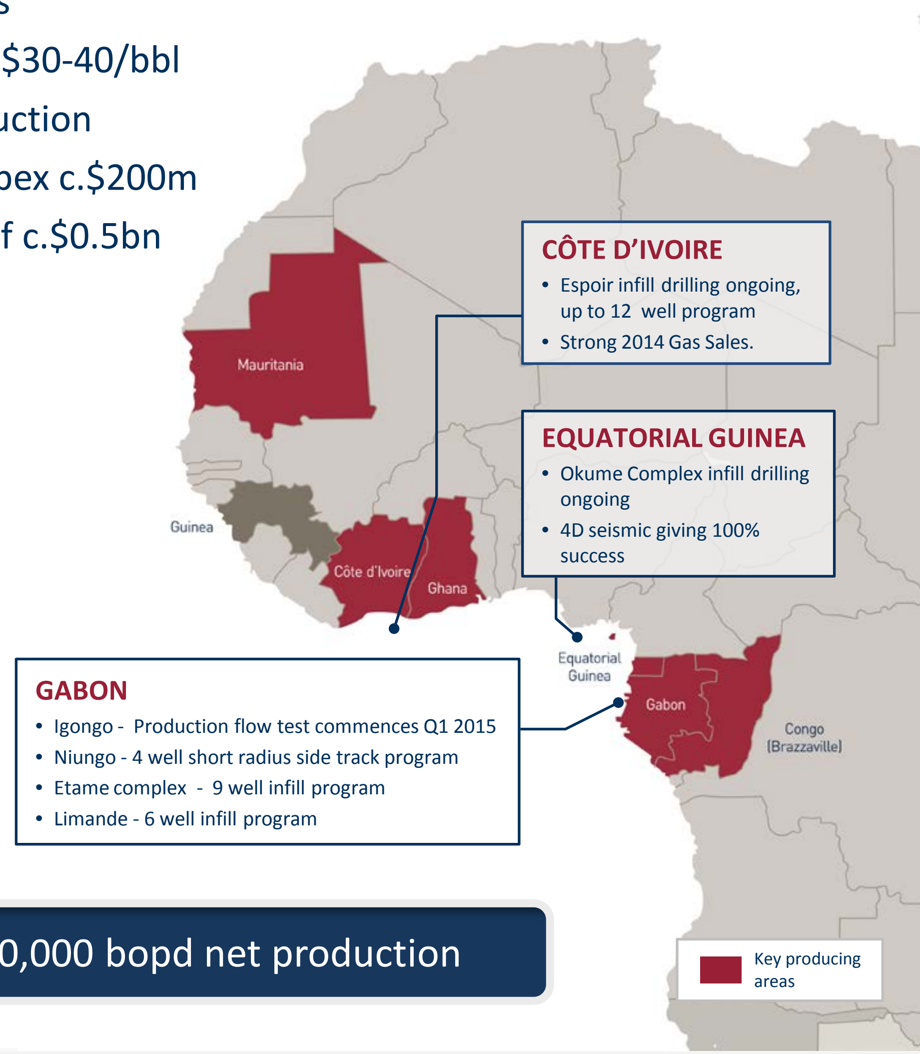
*Booked West Africa production in 2014 lower by 1,900 bopd due to ongoing Gabon licence dispute.

Stable low-cost portfolio of non-operated oil production

- Portfolio of 24 non operated fields across 5 countries
- Low operating cost c.$15/bbl and cash break-even c.$30-40/bbl
- Increased focus on efficient operations and cost reduction
- Attractive capital investment opportunities; 2015 capex c.$200m
- Assets generate strong pre-tax operating cash flow of c.$0.5bn

Non-operated West Africa oil production





CÔTE D'IVOIRE

- Espoir infill drilling ongoing, up to 12 well program
- Strong 2014 Gas Sales.

EQUATORIAL GUINEA

- Okume Complex infill drilling ongoing
- 4D seismic giving 100% success

GABON

- Igongo - Production flow test commences Q1 2015
- Niungo - 4 well short radius side track program
- Etame complex - 9 well infill program
- Limande - 6 well infill program

Regional portfolio with potential to sustain c.30,000 bopd net production

World-class Jubilee field continues to perform strongly

Balancing short term cashflow and long term value creation from Jubilee field

Strong 2014 production and cost performance

- Jubilee exceeded production guidance at 102,000 bopd
- High FPSO operating efficiency underpinned 2014 performance
- Low operating cost ~$10/bbl and cash break-even c.$15-20/bbl
- Strong pre-tax operating cash flow of $1.1bn in 2014
- Onshore gas processing facility online in November 2014

Prudent reservoir management will deliver long-term value

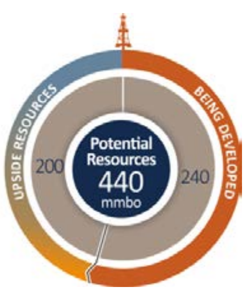
- Gas export ~60mmscfd; expected to increase in 2015
- Reducing gas re-injection will allow managed oil production increase

2015 focus on balancing production, capex and cost efficiency

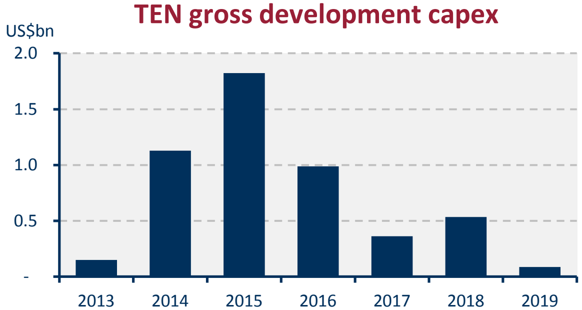
- 2015 gross production guidance 100,000 bopd
- Balancing investment timing in current environment to achieve FPSO capacity
- Focus on opex reduction opportunities to further drive down $/bbl
- Progressing full Jubilee development plans including MTA in 2015

TEN development to deliver significant cash flow in 2016

TEN oil resources



TEN gross development capex



Base case development

- 300 mmboe reserves being developed – 80% oil
- 24 well development - 10 wells on-stream at start up
- Gross development capex of $4.9 billion
- Leased FPSO, facility capacity of 80,000 bopd

Significant progress towards first oil

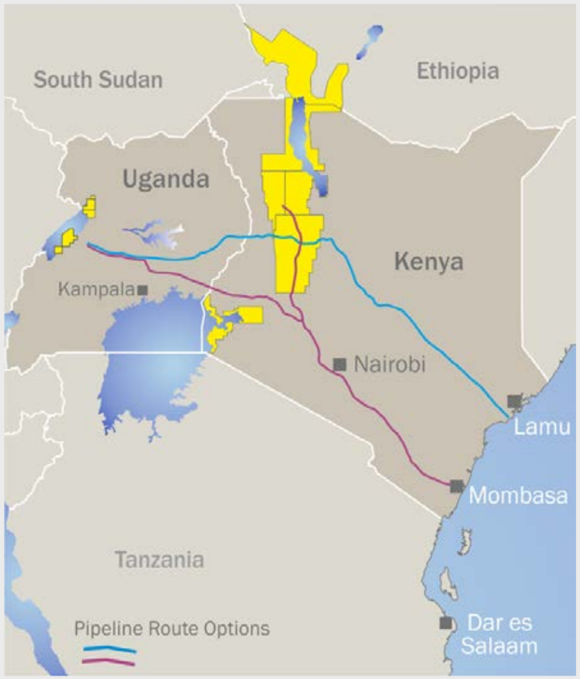
- 10 wells drilled; completions underway in Q1 2015
- Well results to date underpin resource estimates
- Key milestones include: FPSO sail away 4Q 2015
- Project 50% complete, on schedule & within budget

Post first oil

- Ramp up to achieve plateau production in 2017
- Capture significant opex synergies with Jubilee
- Initiate export of gas by mid-2017 at 30mmscfd
- Drill and complete remaining 14 wells by 2018
- Plan to deliver upside resources

TEN development over 50% complete; on-track for first oil mid-2016

Progressing East Africa regional development



East Africa upstream developments

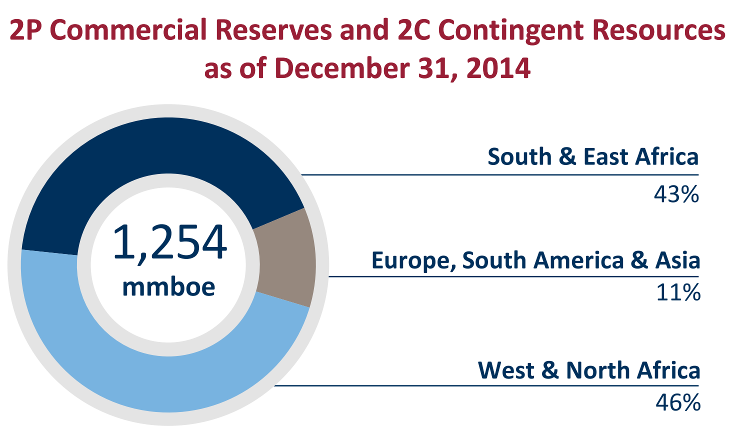
- Good progress on development studies & resource base
  - Uganda and South Lokichar gross oil resources total c.2.3 billion barrels
  - Kenya appraisal drilling & EWT ongoing
- Focused on capex reductions
  - Tullow's current Uganda net capex to first oil - $1.5bn
  - Competitive development costs - $6/bbl
  - Kenya capex assessments leveraging Uganda knowledge
  - Current market an opportunity to reduce capex further
- Progressing towards option to FID in late 2016

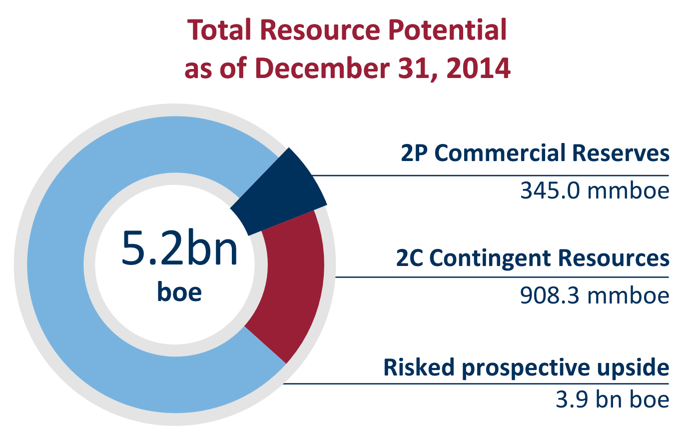
Key regional pipeline project progressing

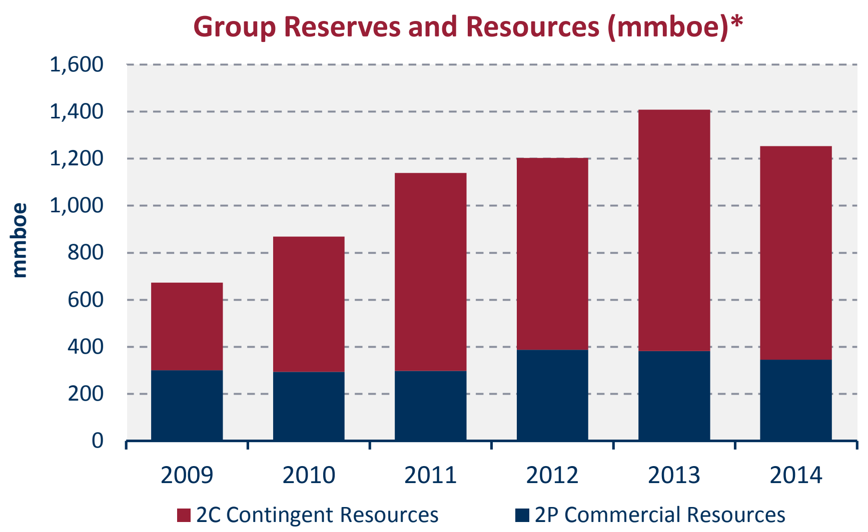
- Upstream partners completed pipeline pre-FEED
- All parties working to align on optimal pipeline routing
- Commercial and tariff structure discussions under way
- GoU and GoK appointed technical pipeline advisor
- Significant focus on optimisation of pipeline capex c.$4 billion
- Gross oil export rate from current resources c.300,000 bopd

Governments of Uganda & Kenya fully committed to export pipeline to unlock value of region's oil

Strong record of resource additions & commercialisation







Focus on commercialising discovered resources

- 161 mmboe annual reserve and resource add over last 5 yrs
- 84% of resources high value oil
- Significant success in resource commercialisation
  - Development of Jubilee & TEN
  - Uganda resources, 600mmboe, monetised in 2012
- Focus on adding further resources in Kenya

* 2009-11 YE contingent resources restated following Uganda sale of 66.67% Equity across Lake Albert licence in 2012 – 604mmboe.

TULLOW OIL PLC – 2014 FULL YEAR RESULTS

EXPLORATION & APPRAISAL

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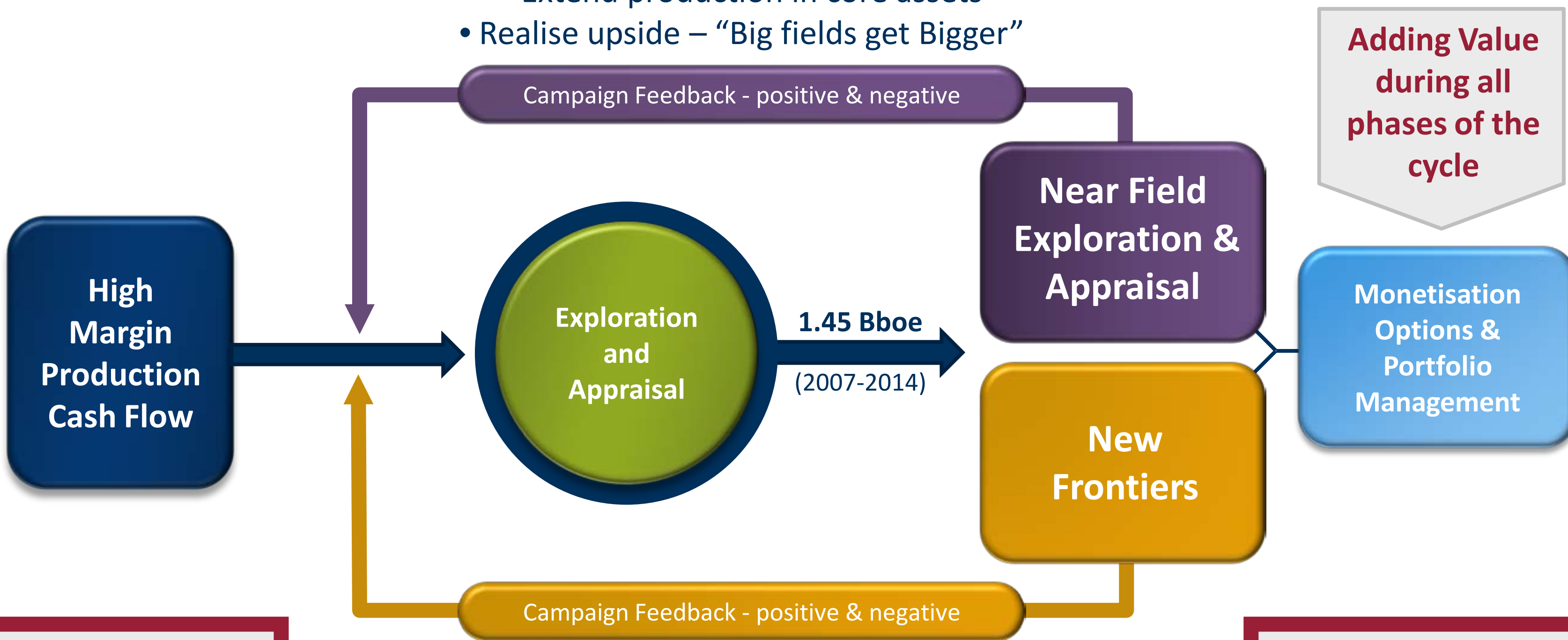
Adapting our E&A strategy to current environment

Focus on high margin oil
- Extend production in core assets
- Realise upside – "Big fields get Bigger"



Shift of emphasis to low complexity
- Low cost onshore & simple offshore plays
- On good commercial terms

Focused $200m programme

Cut out complex high-cost wells

Excellent oil acreage portfolio

Building portfolio for long-term

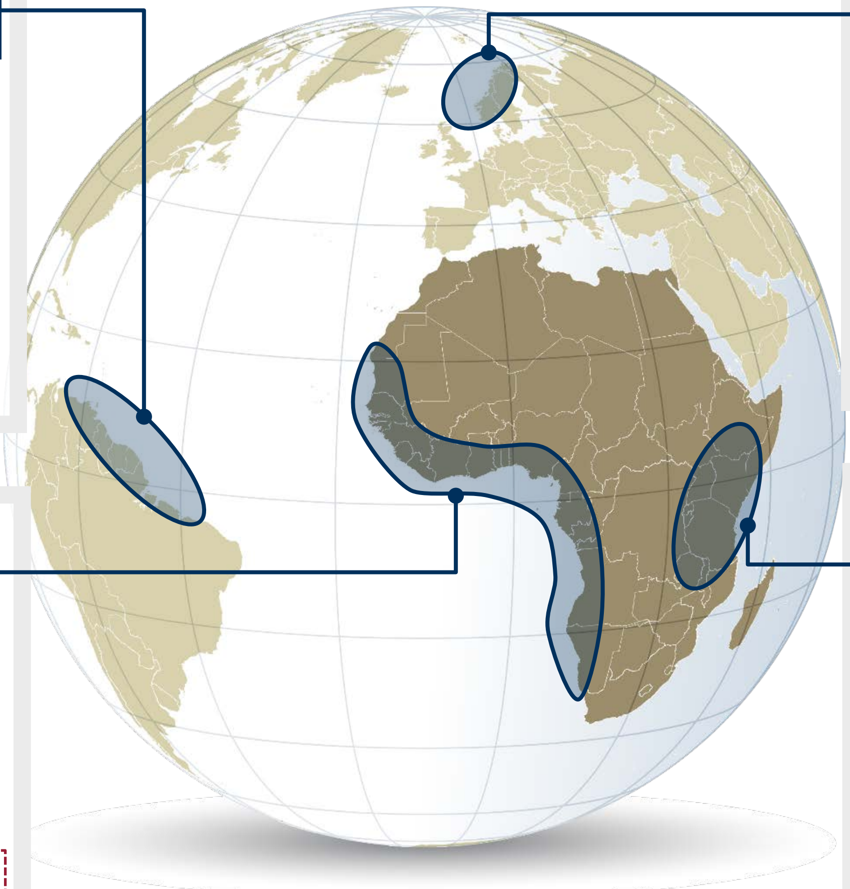
Low-cost high-value E&A investment options

Caribbean-Guyanas
Atlantic Margin Plays

1. **Licence activity**
   - Prospecting & farming down
2. **Frontier wildcatting**
   - Spari in Suriname
3. **De-risked Core E&A**
   - Pending well results

Norway
Atlantic Margin Plays

1. **Licence activity**
   - Johan Sverdrup charge fairway (APA 2014)
2. **Frontier wildcatting**
   - Zumba & Hagar
3. **Core E&A**
   - Bjaaland in Wisting cluster



Africa
Atlantic Margin Plays

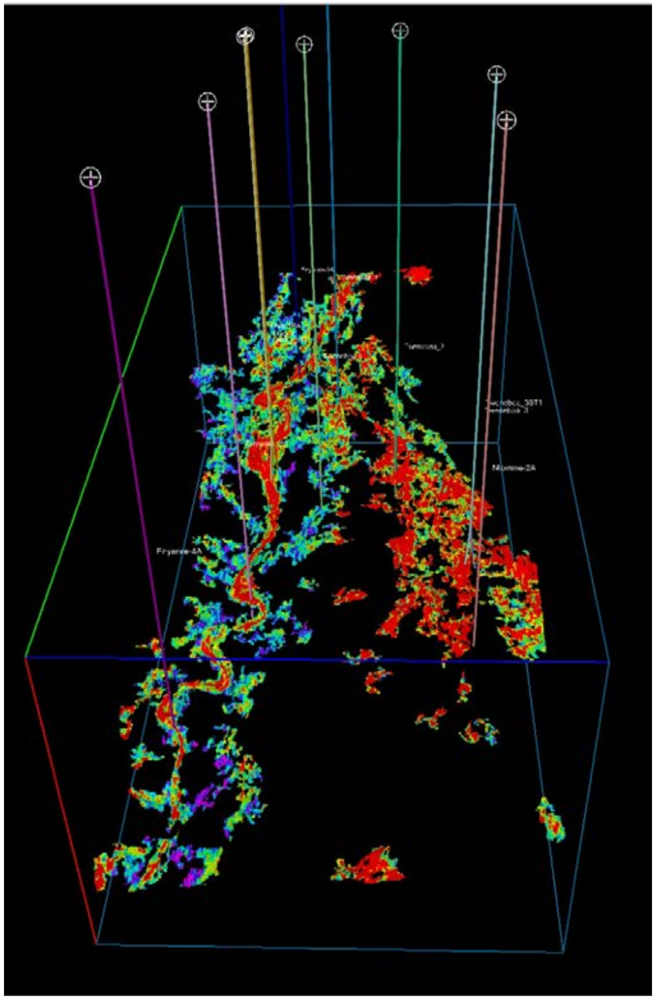
1. **Licence activity**
   - Prospecting & farming down
2. **Frontier wildcatting**
   - Evaluating new plays
3. **De-risked Core E&A**
   - Realising Ghana Upside

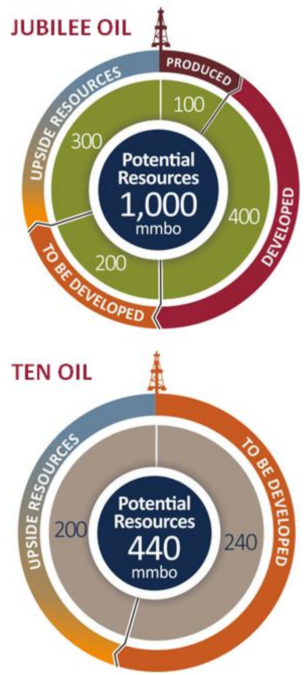
East Africa
Onshore Rift Plays

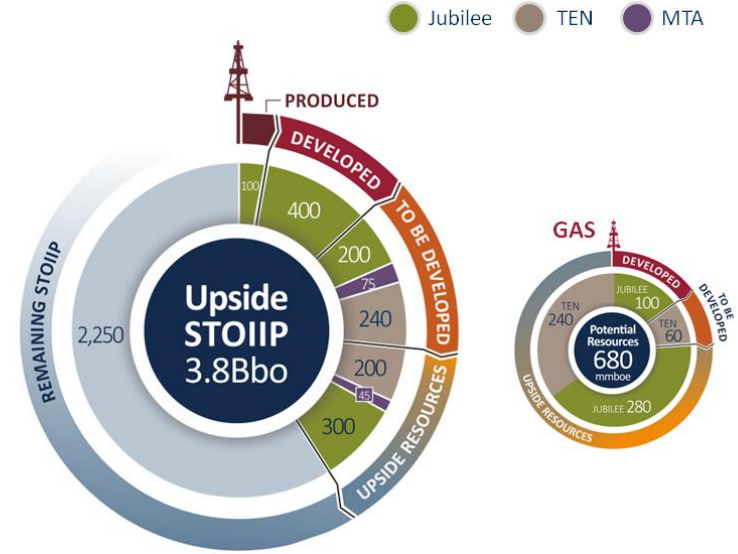
1. **Licence activity**
   - Regional evaluation & prospecting
2. **Frontier wildcatting**
   - New basin testing & new basin axis play
3. **De-risked Core E&A**
   - South Lokichar Basin

Priority Options

Ghana: focus on high margin oil – "Big Fields get Bigger"





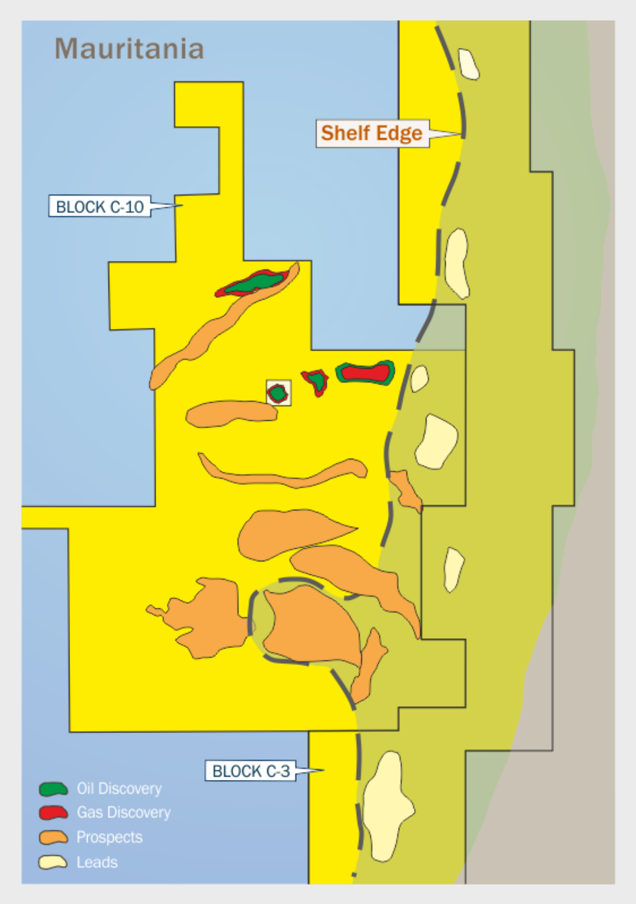


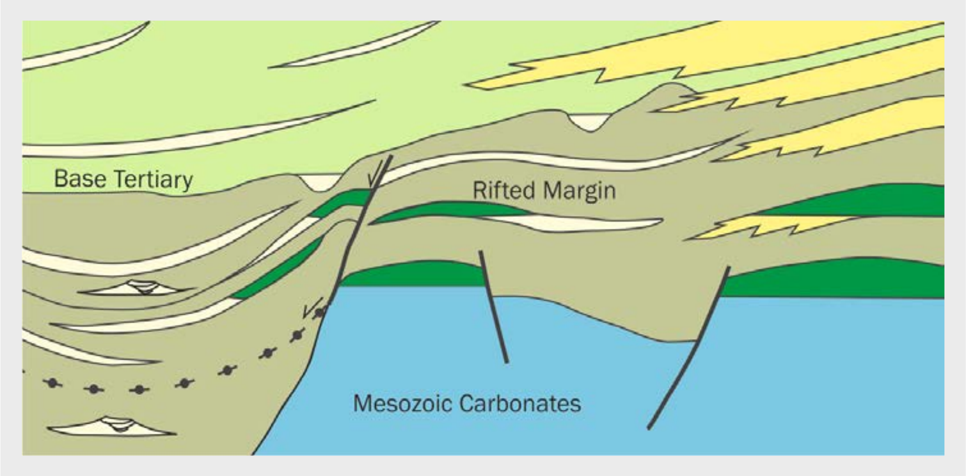
Material resource base : long-term value growth

Industry experience: "Big oil fields get Bigger"
- Development geoscience & engineering targeting the upside

Integrating use of new technologies
- Value growth through innovation & smart technology
- Ikon Science - Tullow JiFi locates new field extensions

Africa Atlantic Margin: shift to simple lower-cost plays





Shelf edge plays: lower-cost to develop

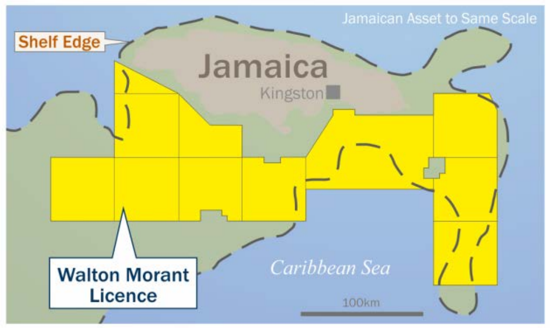
- Vast acreage positions - Mauritania to Namibia
- Oil plays proven - diversity in prospect inventory

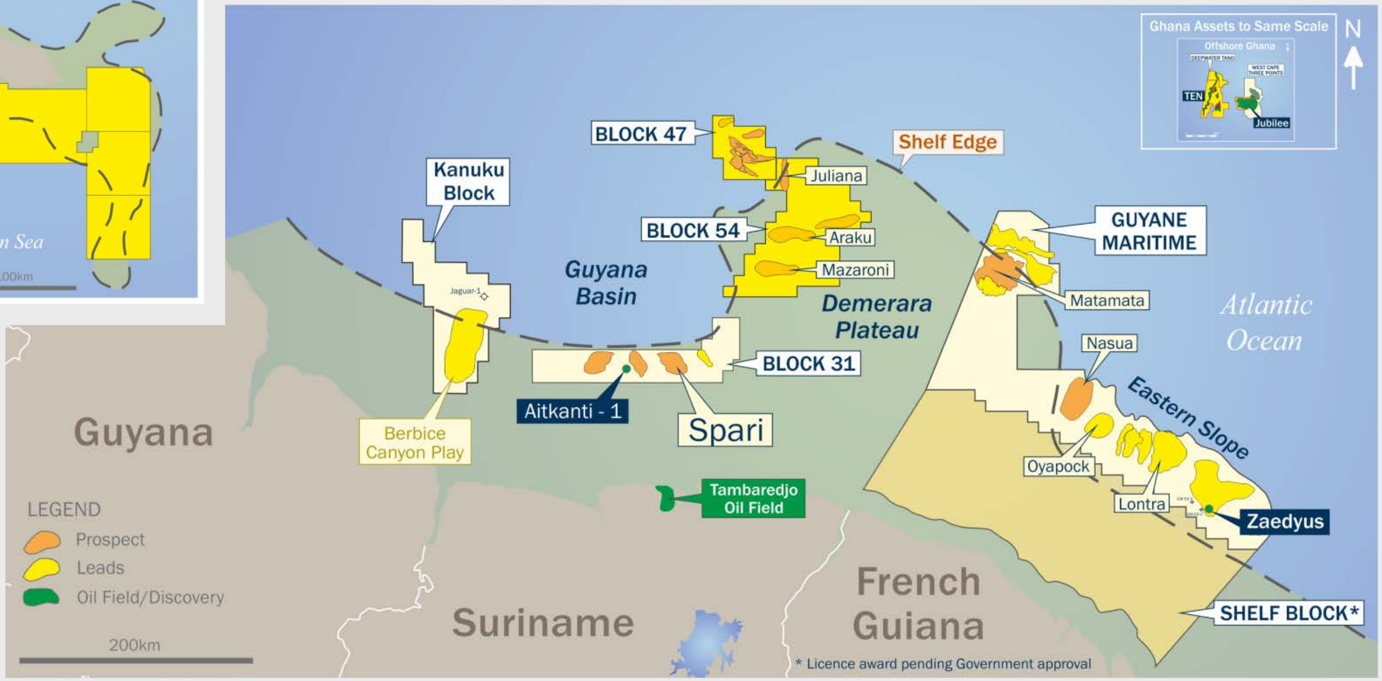
Experience, lessons & know how

- Keep it simple - basic plays - no complex wells
- Apply global exploration knowledge of analogue oil fields
- Advanced seismic for near shore plays

Mauritania to Namibia: proven oil, transformational potential

Caribbean-Guyanas Atlantic Margin: shift to shelf

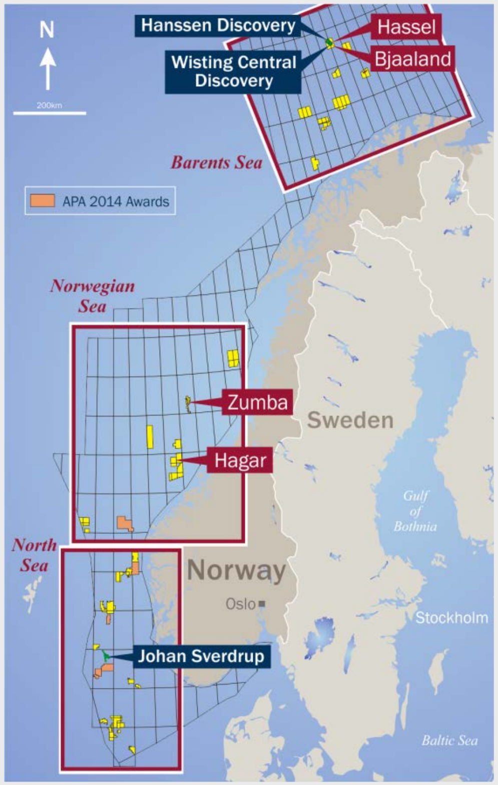


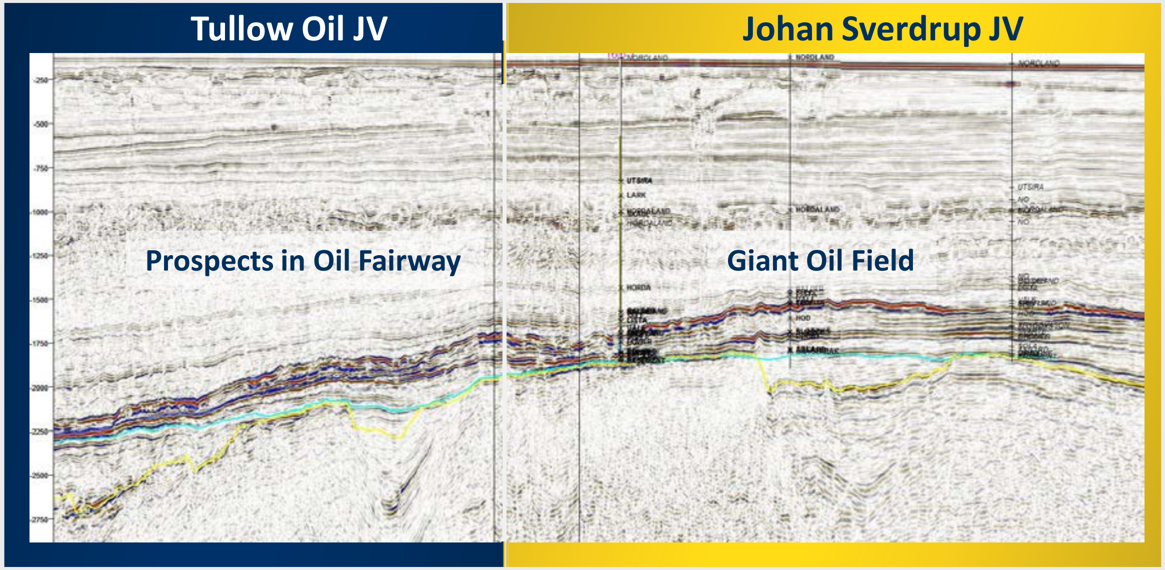


- Three major basins with proven oil systems
- Shelf edge plays – lower cost to develop – Spari (non-op) drilling Q3 2015
- Seismic evaluation ongoing to high-grade prospects for future selective drilling

Strong industry interest in Greater Gulf of Mexico oil plays

Norway Atlantic Margin: cost-effective upside





Barents Sea - Frontier

- Major oil finds at Wisting & Hanssen. Hassel & Bjaaland target cluster potential up to 500mmbo

Norwegian Sea - Near Infrastructure

- Zumba - Upper Jurassic exciting new graben play. Hagar - Upper Jurassic structural play

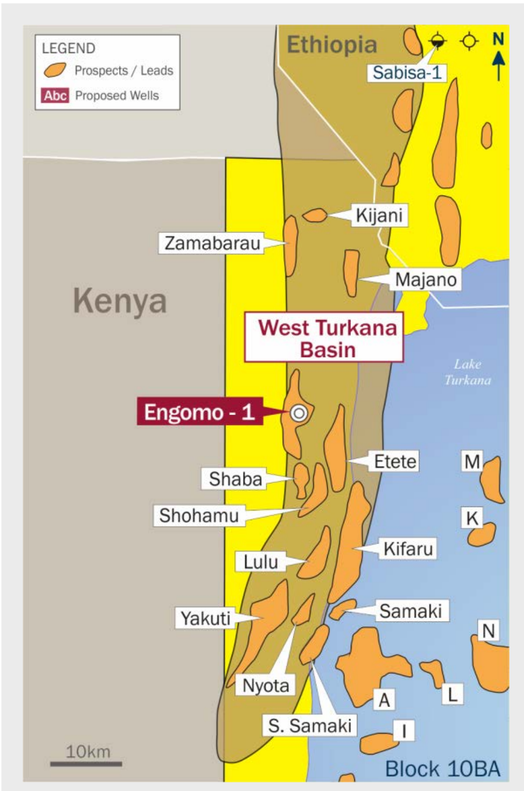
North Sea - APA 2014 Awards on the shoulders of giants

- Exciting prospects along southern oil migration fairway into giant Johan Sverdrup oil field

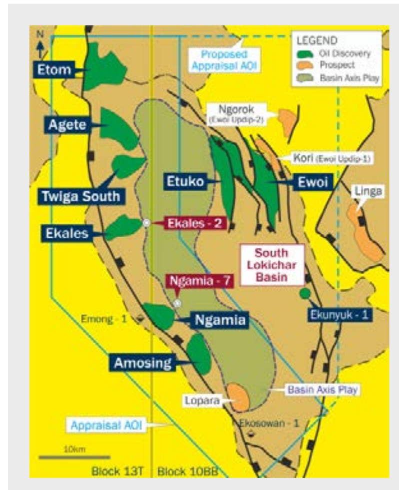
Cost-effective exploration; access to infrastructure; good deal flow

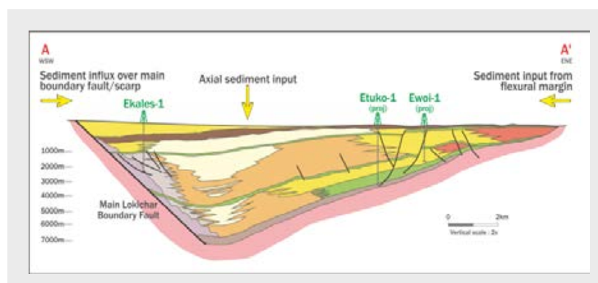
Upside in Kenya: Basin testing wildcats & new play testers

Northernmost Area

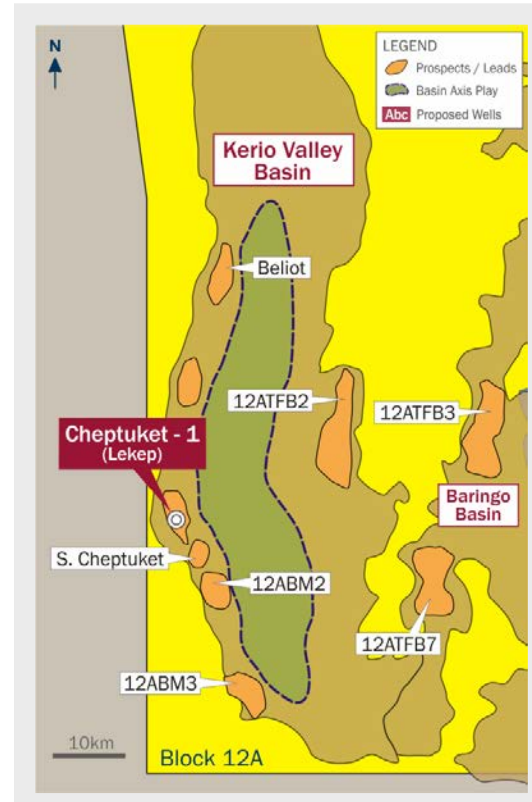


Central Core Area





Southernmost Area



- **West Turkana Basin:** Engomo-1 wildcat testing basin, multiple follow-up prospectivity ongoing
- **South Lokichar Basin Axis Play:** under evaluation, exploratory drilling at Ekales-2 & Ngamia-7 ongoing
- **Kerio Valley Basin:** Cheptuket-1 wildcat to test basin, multiple follow-up prospectivity H2 2015

TULLOW OIL PLC – 2014 FULL YEAR RESULTS

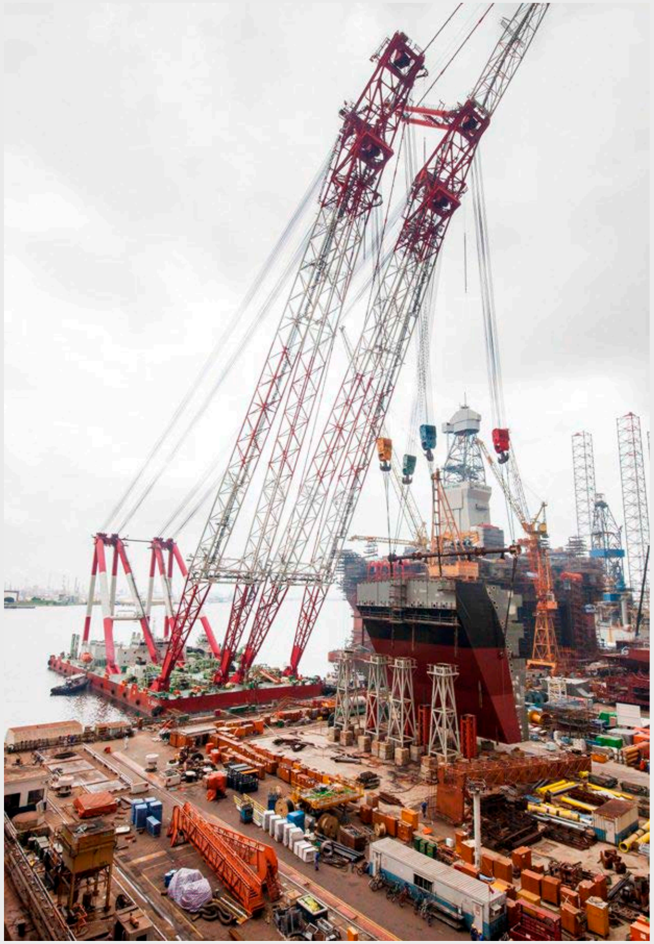
CONCLUSIONS

AIDAN HEAVEY

Business reset for current market conditions

- Strong production and development business
- Focusing exploration on low cost plays and long term options
- Dividend suspension reflects prudent capital allocation in current environment
- Significant liquidity through TEN first oil
- Focused on delivering our projects, increased efficiency and positioning for future growth

Taking prudent and proactive steps to reposition the business for a lower oil price



APPENDIX

Sources and uses of funds

Cash inflow $2,738m

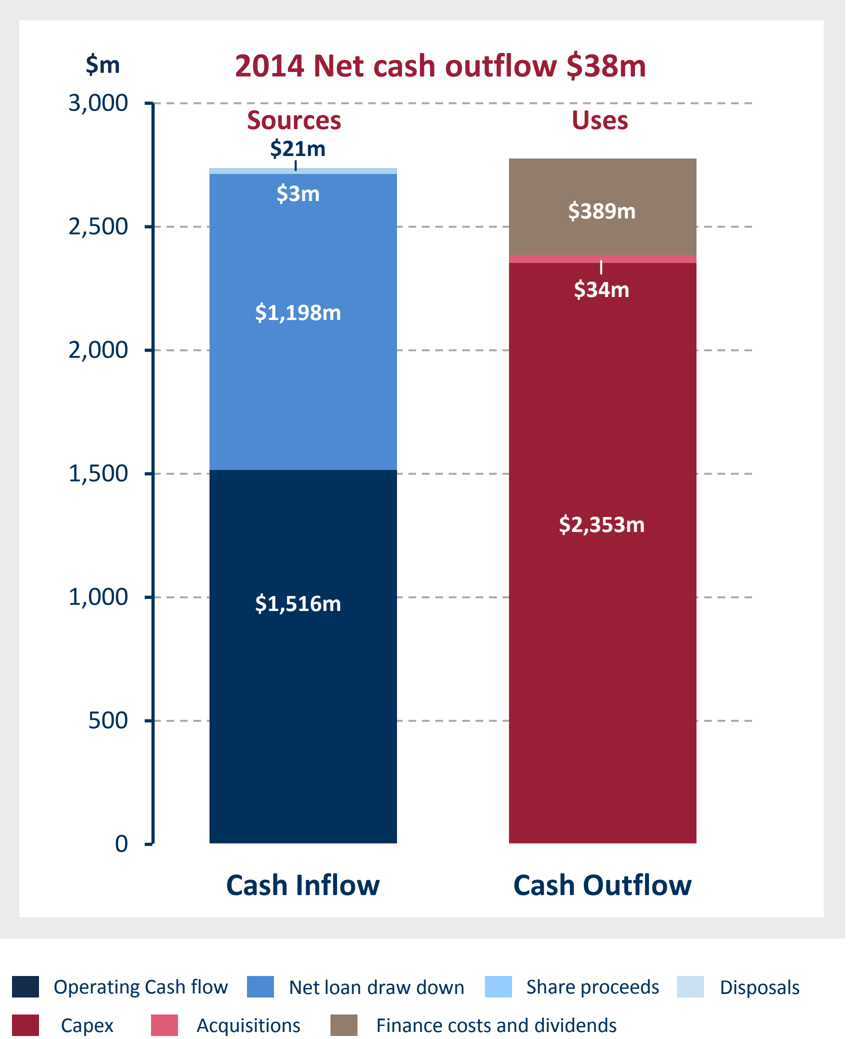
- Operating cash flow $1,516m* (2013:$1,901m*)
- Disposals $21m (2013:$80m)
- Net loan draw down $1,198m (2013:$861m)
- Share proceeds $3m (2013:$6m)

Cash outflow $2,776m

- Cash Capex $2,353m (2013:$2,009m)
- Acquisition costs nil (2013:$393m)
- Cash tax paid $34m (2013:$252m)
- Finance Costs, & Dividends $389m (2013:$269m)

Net cash outflow $38m

- Decrease in cash balances



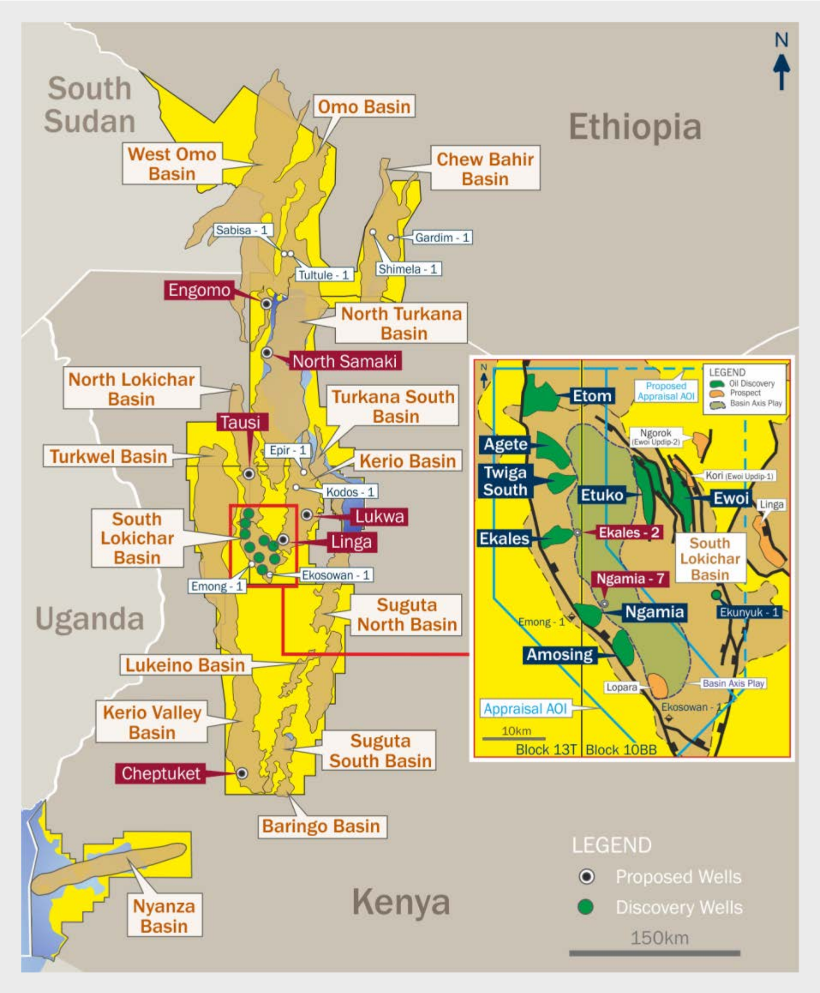
* After working capital

Current & Planned 2015 Exploration & Appraisal Programme

Country	Block/Licence	Prospect/Well	Interest	Gross mean mmboe	Net mean mmboe	Spud Date
WEST & NORTH AFRICA						
Gabon	Nziembou	Igongo-2	40%	4	2	2H 2015*
SOUTH & EAST AFRICA						
Kenya	10BA	Engomo (formerly Kiboko)	50% (op)	50	25	In progress
	12A	Cheptuket (formerly Lekep)	65% (op)	35	23	H2 2015
	10BB	Amosing appraisal	50% (op)	-	-	Q2 2015
	10BB	Ngamia appraisal	50% (op)	-	-	H1 2015
	13T	Ekales appraisal	50% (op)	-	-	Q1 2015
	13T	Twiga appraisal	50% (op)	-	-	H2 2015
EUROPE, SOUTH AMERICA & ASIA						
Norway	PL 537	Bjaaland (Wisting ES)	20%	44	9	Q2 2015
	PL 591/B/C	Zumba	60% (op)**	253	177	Q3 2015
	PL 642	Hagar	20%	491	98	Q2 2015
Netherlands	J09	Alpha-North	9.95%	7	1	Q3 2015
	K15	FI-N	9.95%	5	1	Q3 2015
	K08	Bravo-W	9.95%	6	1	Q4 2015
Suriname	Block 31	Spari	30%	175	53	1H 2015
Pakistan	Kalchas	Kup	30%	122	37	In progress

* Contingent on Igongo-1 extended well test result by Q2 2015
** Farm down and new working interest in license. Subject to government approval

East Africa: Establishing a new Oil Province



E&A campaign delivery – parallel approach

South Lokichar Basin drill-out, appraisal & testing

- Discovered over 600 mmbo Pmean gross resources
- Twiga-2: natural flow at 3,270 bopd with no depletion
- 9 out of 11 wildcat wells discover producible oil
- 4 new discoveries in 2014, including large Amosing field
- Ngamia appraisal finding oil pay up to 200m net
- 951 sq km 3D seismic – field definition & new prospects
- New upside play concept under evaluation for drilling

Basin testing wildcats

- Chew Bahir Basin is lacustrine but too volcanic
- Kerio Basin wildcats hit Pliocene & Miocene oil systems
- Engomo-1 testing Turkana NW sub-basin - ongoing
- Kerio Valley Basin to be tested by Cheptuket-1

South Lokichar Basin success - how many more?

Finding oil in 2014

2014 E&A Outcomes	Commercial Discovery	Technical Discovery	Dry Hole
EAST AFRICA			
Exploration	Ewoi-1 Amosing-1 Ekunyuk-1 Etom-1	Emong-1 Ekosowan-1	Shimela-1 Gardim-1 Kodos-1
Appraisal	Twiga-2A Ngamia-2 Waraga-3 Rii-2 Ngamia-3 Amosing-2A Ngamia-4 Ngamia-5	Etuko-2	Agete-2
WEST AFRICA			
Exploration	Igongo-1	Fregate-1 Sputnik East-1	Tapendar-1
Appraisal	J-24 LM3 OMOC-601		
NORTH ATLANTIC			
Exploration	Hanssen-1 Vincent-1	Langlitinden-1	Gotama-1 Lupus-1 Heimdalshø-1
Appraisal			Butch East Butch SW

- We continue to find our own oil
- Cost-effective feedstock for value creation
- Campaign approach hedges annual variability
- E&A investment managed to maximise value

Strategic E&A value options as cash becomes available

TULLOW OIL plc

Finding Commercial Oil:
Balanced investment across E&A portfolio

	New Frontiers & Exploration Business Development	Frontier Exploration Higher-Risk Campaigns	Core E&A Lower-Risk Campaigns
East African Rift Plays *"Establishing our new Oil Province"*	Regional evaluation continues for further strategic acreage.	Kenya: Basin Tester wildcats being drilled in 2015/16. Develop & test new plays.	Drill out basins & mature oil resources for FID 2016. Transfer geo-knowledge between Kenya & Uganda.
African Continental Shelf Plays *"Taming our Big Cats"*	Regional partnering for funding, collaboration and risk sharing. Retain simple deepwater assets until costs reset, divest complex plays.	Namibia: reachable older turbidites in shallow water. Mauritania: carbonates and rifted margin clastics.	Ghana, Gabon, Equatorial Guinea & Congo B near field exploration for reserves replacement.
Caribbean-Guyanas Continental Shelf Plays *"Delivering our Atlantic Twins"*	Leverage geo-knowledge from deepwater assets up into shelf plays. Hedge for portfolio success through material low-cost seismic options.	Ride the "Mexican Wave" for strategic partnering. Chasing proven oil in Jamaica, Suriname & Guyanas.	No activity yet.
North Atlantic Continental Shelf Plays *"Upon the Shoulders of Giants"*	Equities commensurate with risk. Find oil and sell it.	Norway: New plays in proven petroleum system. 78% rebate for E&A.	Norway: Wisting discovery area & near field exploration pending sales.

+ Fulfil modest legacy commitments: Kup-1 Pakistan

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