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.

The Group undertakes no obligation to revise any such forward-looking statements to reflect any changes in the Group’s expectations or any change in circumstances, events or the Group’s plans and strategy. Accordingly no reliance may be placed on the figures contained in such forward looking statements.
Positioned to deliver next phase of growth

- Record financial results
- Jubilee drives up production
- Uganda farm-down transforms the balance sheet
- Exploration opens two major new basins in French Guiana and Kenya
- Material new acreage positions acquired
- Best safety performance to date
- 2011 dividend of 12p/share
Business Overview
Tullow’s global footprint

- 7 countries
- 47 licences
- 57,793 sq km acreage
- 20,800 boepd
- 120.8 mmboe
- 154 employees

- 9 countries
- 42 licences
- 66,425 sq km acreage
- 57,400 boepd
- 657.8 mmboe
- 374 employees

- 6 countries
- 18 licences
- 151,677 sq km acreage
- 964 mmboe
- 297 employees
# 2011 full year results summary

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue</td>
<td>2,304</td>
<td>1,090</td>
<td>+111%</td>
</tr>
<tr>
<td>Operating profit</td>
<td>1,132</td>
<td>262</td>
<td>+332%</td>
</tr>
<tr>
<td>Net profit</td>
<td>689</td>
<td>90</td>
<td>+670%</td>
</tr>
<tr>
<td>Basic earnings per share</td>
<td>72.5</td>
<td>8.1</td>
<td>+795%</td>
</tr>
<tr>
<td>Dividend per share</td>
<td>12.0</td>
<td>6.0</td>
<td>+100%</td>
</tr>
<tr>
<td>Capital investment&lt;sup&gt;1&lt;/sup&gt;</td>
<td>1,432</td>
<td>1,235</td>
<td>+16%</td>
</tr>
<tr>
<td>Cash generated from operations&lt;sup&gt;2&lt;/sup&gt;</td>
<td>1,832</td>
<td>789</td>
<td>+132%</td>
</tr>
<tr>
<td>Net debt&lt;sup&gt;3&lt;/sup&gt;</td>
<td>2,854</td>
<td>1,943</td>
<td>+47%</td>
</tr>
</tbody>
</table>

<sup>1</sup> 2011 excludes Nuon acquisition  
<sup>2</sup> Before working capital movements  
<sup>3</sup> Net of all cash balances and before 2012 Uganda farmdown

Record financial results; transformed by higher production & increased commodity prices. Balance sheet further transformed in February 2012 by Uganda farm-down.
$2 billion forecast for 2012

• $1,990m for 2012
  - Ghana: Jubilee remediation and phase 1A & TEN developments
  - Uganda: Lake Albert
  - Other Africa: WATM, Kenya
  - ROW: South America, Europe

• 2011 capital split:
  - >57% Ghana & Uganda; >83% Africa
74% global E&A success ratio in 2011

83% success rate in 2010
87% success rate in 2009
77% success rate in 2008

2012 Wells:
Sierra Leone: ✓ Jupiter-1
CDI: ✓ Kosrou-1
Ghana: ✓ Ntomme-2A
Kenya: ✓ Ngamia-1
Uganda: * Ngege-3
Guyana: * Jaguar-1
Pakistan: * Jabbi-1
Tanzania: * Ntorya-1
* currently drilling

Seismic Key
Acquisition
Airborne Surveys
Processing/Re-processing

Drilling Key
Offshore
Onshore

2012 Investor Forum
Reserves and Resources

2012 Investor Forum

Reserves and Resources 1,743 mmboe

- Commercial reserves - 298 mmboe
- Contingent resources - 841 mmboe
  - 2011 additions - 235 mmboe
- Uganda resources commercialised - 604 mmboe

Total resource potential 4.2 billion boe

- Commercial Reserves - 7% of total
- Reserve and Resource life - >35 years
- Risked Prospective Upside increased to c.3.1bn boe

(1) Adjusted reserves and resources based on Uganda sale of 66.67% (604mmboe)
2011 Production: 78,200 boepd (+35%)
- Strong performance across UK, Africa & Asia
- Jubilee Phase 1 ramp up delayed
- 2012 guidance 78-86,000 boepd

Significant medium term production growth
- 2012 exit production will be > 90,000 boepd
- 2013 will benefit from full Jubilee potential
- Commercialising through sale or development portfolio potential of >200,000 boepd
Strong production growth and high impact exploration

- 57,400 boepd production
- 675.8 mmboe total reserves and resources
- $1,944 million sales revenue
- $768 million investment
  - 16 successful E&A wells
  - 29 Development wells
- Major exploration campaigns in 2012
  - Ghana, Liberia, Côte d’Ivoire, Mauritania
- Major development projects
  - Jubilee Phase 1A commenced
  - TEN development planning ongoing
**Development and Production**

- Jubilee production drives record results
- 2012 production to average of 70 - 90,000 bopd
- Phase 1A development commenced in Feb 2012
- E&A activity on TEN confirms commerciality
- TEN Plan of Development submission expected Q3 2012
- First oil forecast ~30 months after POD approval

**Exploration and Appraisal**

- Successful appraisal activity in WCTP and Deepwater Tano in 2011
- Wawa-1 and Teak-4 currently drilling
- More high impact exploration to come in 2012

**Working towards Jubilee achieving FPSO production capacity of 120,000 bopd**
South & East Africa

Significant milestones reached & new basins opened

- 964 mmboe total reserves and resources
- $418 million investment in 2011
- 8 successful E&A wells
- Multiple East African exploration campaigns in 2012

Uganda

- $2.9 billion Uganda farm-down deal completed
- 1.1 billion barrels discovered
- Partnership progressing development

Kenya and Ethiopia

- Tullow’s 4th new basin opened with discovery in Kenya
- Transformational potential across Kenya and Ethiopia
Significant acreage position in East Africa

**East African Rift Basins**
- Uganda - Lake Albert Rift Basin
  - 1.1 billion barrels oil discovered
  - Accelerated appraisal in support of basin development
- Kenya – Ethiopia Rift Basins
  - Seven rift basins analogous to the Lake Albert Rift Basin
  - 100,000 sq km of acreage (10X Uganda)
  - Ngamia-1 makes over 20 metre oil discovery in March 2012

**East African Transform Margin**
- Exploration campaigns focused on high value oil
- Morondava Rift Basin in SW Madagascar
- Offshore Kenya Block L8
  - High impact Mbawa-1 wildcat in Q3 2012
Opening of a major new basin & valuable cash flow

- 20,800 boepd production
- 120.8 mmboe total reserves and resources
- $360 million sales revenue
- $246 million investment in 2011
- Zaedyus discovery, offshore French Guiana, potential for region to become a major new petroleum province
- Expansion potential through ongoing development and exploration in the UK and Netherlands
- Acquisition of Nuon Exploration & Production significantly enhanced Dutch Portfolio
- Qualification as an operator in Norway to sell Asian assets in Bangladesh and Pakistan to focus on core African and Atlantic Margin strategy
Transatlantic nature of Jubilee play proven

- Success in West Africa leads to testing of Jubilee play across the Atlantic
- Zaedyus-1 makes significant discovery in French Guiana proving the Atlantic twin basin theory
- Exploration campaigns now targeting prospects in French Guiana, Suriname and Guyana
- Zaedyus follow-up drilling to commence mid year
Corporate Responsibility
How we do business

CREATING SHARED PROSPERITY

- Financial performance
- Governance
- Sustainable supply chain
- Environment, health & safety
- Social enterprise
- Local content
- Stakeholder engagement
- People
Social Enterprise Investments

• Building capacity for the oil & gas industry and associated sectors
• Encouraging economic diversification to avoid overreliance on oil & gas
• Contributing to a positive operating environment
• Social Enterprise guidelines in place for community projects – helping to align investments with business objectives

Students from the Tullow Group Scholarship Scheme pilot phase, in Dundee and Aberdeen
Employing local people

Local employees
- Local nationals 80%
- Expatriates 20%

Five-year growth in employees

- 2007: 200
- 2008: 400
- 2009: 600
- 2010: 800
- 2011: 1000
Contributing to national skills base

Tullow Scholarship Scheme – Uganda, 2011

Tullow Uganda staff at TTE, UK

Group Well Engineering Manager with Trainee from the Well Engineering Development Programme
Supporting local business

- Direct contribution to a country’s prosperity
- Meetings and events to build pathways to enter our supply chain
- Closing the Gap sessions to bring up standards
- €2bn forecast capital expenditure in 2012
Conclusions
• Jubilee production delivers record financial results
• Uganda farmdown transforms the balance sheet
• Exploration opens fourth major new basin
• Material new acreage positions acquired
• Clear vision to be the leading global exploration and production company