



**Company:** Tullow Group Services Ltd  
**Conference Title:** Tullow Oil H1 2013 Results  
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**Date:** Wednesday 31<sup>st</sup> July 2013 – 09h00 IRE

Aidan Heavey: Good morning and welcome to the Half Year Results Presentation. As usual I have just one slide but I'd like to just quickly talk through some of the points on this and to highlight some of the issues. I know when we go round with some of the analysts on the roadshows to get a different flavour of the way that we think and some of the comments and feedback that we get is that the overview of the business is sometimes missed and what I'd like to talk about is some of these key issues. One of the first things is obviously the financial strength of the business and when I stand up here and say that we're financially strong with a good balance sheet, I really do mean it. What we are very fortunate, when you look at our business we have very, very strong assets and our strategy going forward has been to look at the key assets, to get involved in key exploration and to farm them down at the appropriate time. The good assets, the big assets like TEN in countries like Ghana which are good, stable countries are very rare assets. To farm down these assets and get carried interest is not an issue, it's not a problem. There's queues of companies to do it. The issue is value. So we don't see this as an issue, we don't see this as a problem. In places like Uganda and Kenya which we've talked about for a lot of the presentation, the main issues here is when we got involved in these areas they were pretty remote, there was no infrastructure, there was no pipeline and we were looking at finding oil and gas in pretty remote parts of the planet. As we have explored there and moved them into quite large quantities in places like Kenya, Uganda and Ethiopia, we have position there and we like starting off in the North Sea, but right now because of the commerciality of these areas, the infrastructure, the pipelines, all that sort of stuff is going to be built not by us but by other companies and there are a lot of companies out there who are very keen to go in and build the infrastructure and finance them. So a lot of these midstream and downstream parts of the business are easily financed. What we are looking at doing is concentrating on our part of the business which is finding oil. Finding oil is what we have been particularly good at doing. We find oil and we open up new basins by being a bit bold and going out and drilling wildcat wells in far-flung places and hopefully proving up new basins. We don't expect those wells to come in every



year. We don't expect every well to be a success, but what we do hope is that every three or four years we will have one opening basin opening well, and if we do get a basin opening well we generally have a large acreage position and when we have a large acreage position it means that we have four or five years of low risk exploration where we can meet our target of adding 200 million barrels of oil every year on a low risk basis and we have achieved that very successfully for the last five years and we look forward today and one of the themes of the presentation is can we achieve that for the next five years? We're pretty confident with the acreage we have and the positions that we have in low risk areas now that we will also have achieved that.

The other aspect to it is when we highlighted in our presentations and in the strategy last year was an exploration led strategy. An exploration led strategy is not just about exploring, it's also about finding oil and developing it and keeping early oilfields, so we are looking at fresh new oilfields that can replace the production on an annualised basis and we produce around 30 million barrels of oil in the year and we replace that from our existing fields and we have done that very successfully for the last few years and if you look at the new fields that we bring on stream, they have all got a lot of upside potential in them, so these are our core assets and we view these pretty much as like going concerns. If you look at Gabon, Equatorial Guinea, all of those areas have been pretty flat for a long time. We are pretty confident that Ghana will be pretty flat for a long time. Uganda will be pretty flat for a long time. Kenya will be pretty flat for a long time, so these are core assets in core areas, very strong production and they are generating a lot of revenue and a lot of value on an annualised basis. The fields that are getting more mature we will sell on and we have started a process of doing that and we hope to have their results of the sale process this year. We have already got fields done on Bangladesh, we are talking to companies now on Pakistan, the UK and the Dutch assets, so we have been high grading our assets and very successfully, so I think the company today is in great shape. We have a very strong financial position. We are not at all stressed in looking at our assets. There is no pressure on us to move any assets faster than we feel comfortable with. We are looking at maximising the value of each of those assets, but one of the key aspects that you will see in the presentation and one of the things we want to get across is and I think it's not just the analyst community or the investment community but I think the oil industry in general right now does not appreciate – but they soon will – how important the East African Rift Basin oil industry is



going to become. We have had great success in finding oil in Uganda and now we've had three wells in a row in Kenya, but we will start to give you a flavour through Angus is how important we see Kenya becoming. We have also found oil in Ethiopia so we believe that that sort of area is going to become a major oil province and Tullow dominates that whole area, so we see this as an area where we can add huge value over a long, long period of time. So I think it's just one of our assets but it's a tremendous asset and I think if you were to look at the main assets of Tullow today, we know Africa best, I wouldn't swap any of our main assets for anybody else's assets. I think we have some of the best assets on the continent.

We have had mixed success in South America. Obviously our first well in French Guyana was very successful and then we've had a number of unsuccessful wells. That doesn't mean that French Guyana doesn't have oil, it does. It's got the Zaedyus field and we have learnt a lot Tullow as a company from the experience. It's the only basin that we have opened up that really hasn't delivered for us, it's the only basin we're not operating in and it's a lesson for us going forward the difference between an operating company and a development company. It may change our strategy going forward slightly the way that we work joint ventures but I think we will find more oil in French Guyana. We also will drill dry holes, that's part of our business and unless we drill dry holes we're not going to find oil.

So I will hand you over to Ian who will take you through the results but I think the whole trend through the presentation and we will show you again the strength of the balance sheet, the strength of our production assets and the quality of those assets and the low risk exploration upside that we have in the business plus a very good selection of new basins that hopefully one of those will work over the next four or five years. Thank you.

Ian Springett: Thanks Aidan and good morning, ladies and gentlemen. I'm going to take you through the financials. The half year results which leads to quarter revenues and gross profits up around 15% really on the back of increased Jubilee production. We run through to operating profit and profit after tax, down but really because as highlighted on the slide here the benefit of the profit on this total from Uganda in the first half of 2012. The dividend unchanged at 4p per share, capital investment very much in line with expectations and a number there that has been very important: cash generated from operations, over \$1 billion, the first time in Tullow our cash



generated from operations was over \$1 billion, so in excellent shape there. So overall a good set of results, it really showed the underlying strength of the business and I will talk more about elements of these as we move through the slide.

First of all our net income, starting on the left net income first half 2012, on the right first half 2013. A small reduction regarding price, price about 5% lower, gas prices are 14% higher, overall a net decrease. The benefit there of Jubilee volumes coming through, a couple of hundred million dollars partially offset by increased operating costs, some of those are around 60% related to Ghana, the increased volumes as well as the increased work.

Other costs, admin costs, just a small number there and DD&A costs per barrel very much in line with last year. The two items really in the middle there, first of all the one-off gain on disposals from Uganda in the first half of 2012 and we have a lower level of exploration write-offs relative to 2012.

Tax is also lower in the first half of 2012 and two principle reasons there: higher taxes in Ghana but much more offset of course by the \$142 million provisioning for capital gains tax for Uganda in the first half of 2012, so overall underlying profits if you like very much up versus 2012.

From a cash flow perspective, increased cash flow from operations, really if you actually look at the right hand side there, 847 million capex, around 500 million for exploration. When we take that into account plus the amounts we've spent on finance costs and dividends and tax, hold that thought if you like for one of our next slides when we look at the model and how we are effectively funding from operating cash flow our exploration costs, tax and dividends etc, and then the balance, the \$901 million drawdown on debt went to fund the acquisition of Spring.

Capital expenditure, our forecast remains unchanged for 2003, \$2 billion and not really too much more to say on that slide. We want to concentrate on this slide and talk about the year end, we announced or reaffirmed our strategy and gave much more clarity on how we plan to execute that strategy. I think the first thing to say on the left hand side there high margin production cash flow, our production up some 15% so we've got more high margin production coming in there so we are delivering on that piece. We are spending around \$1 billion on



exploration appraisal and our cash flow will be in excess of \$1 billion which is really covering in the first half of the year – you can see that is already being delivered in a sense as I showed you on a previous slide how our first half of production cash flow is covering our exploration costs and our costs on dividends etc.

Good success in exploration as Aidan is saying, it's about really building and looking at this from a basin perspective and really our success in Kenya has really changed the views of that and particularly as we look forward to developing development options for that, so Kenya is a big news story in terms of the exploration spend. In terms of monetisation we are making good progress on the Thames farm-down, we've obviously got planning and development approved. We have discussed our plans with the Government of Ghana. We have now along with our financial advisors embarked upon early marketing with key potential acquirers and those conversations have gone well. We are putting together a data room as we speak. We expect the data room to be open in late August and we hope to have this thing around the end of October with finalisation and due diligence through the first quarter of 2014. As Aidan said it's a big asset, it's in a stable country and one which is appealing to a number of companies.

On top of that also the Bangladesh sale has now been finalised and with these initial bits which are under evaluation for our North Sea assets.

Paul will talk a lot about where we are on TEN which is proceeding towards final contract awards, finalising Uganda and where we are in Uganda but in particular again how we are already looking at development plans and options for Kenya. So really I think good progress and very sort of ability to say that over the course of the last six months that the strategy we set out in each component we are delivering.

In terms of summary, the strong balance sheet, improved revenues, operating cash flow and income, we've got debts of \$4 billion, net debt of 1.7 and utilised capacity equally also 1.7 and that balance sheet is also if you like being...that capacity if you like has been strengthened in many ways by increasingly operational cash flow and our proposed portfolio activities.



As we said we had significant progress in Kenya, Ethiopia and Uganda. We are in the process of executing our major development of the TEN project in Ghana. We've got new campaigns in Mauritania, Guinea and Norway. From a CFO perspective this success is very much I see not as a funding issue but actually a funding opportunity. It's a great place to be and I don't want to be sat here accounting for lots of dry holes and projects that aren't going anywhere, but what we're doing here is developing projects with that model that we've talked about, just like we're doing with TEN with the carry where we will carry substantially our development costs; then we're looking always to work out what is the best way to fund this business, to monetise exploration success and to add production with low capital inputs.

So in summary of our business, strong production and growing cash flow, continued portfolio high grade monetisation, we are developing those key projects, TEN is the next best example, always looking to produce that capital development phase. As Aidan says our capital exposure in the development phase is much around the upstream part of the pipeline, certainly the clients funded by others, and also the company continue to look at further debt diversification and we continue the calls to substantially hedge and protect ourselves from low oil prices for our hedge programme.

So with that I will hand over to Paul from a P&L perspective.

Paul McDade: Thanks Ian. Another busy six months. I think I will start off by saying importantly we had a good six months from a healthy & safety performance perspective, we need to put that to one side but we all know it's pretty fundamental to what we do and especially given some of the idiots we are working in across East Africa and offshore West Africa where there are high risks, so the record again in the last six months has been excellent, a lot of focus on the health and safety and importantly in East Africa our social performance in that area to smooth the running of the operations. We obviously mentioned, I will talk about TEN, a major milestone achieved in terms of the approval of the plan of development and moving that forward. The production portfolio has been very strong over the first half. We've got quite a bit of maintenance and activity which will slow down second half production a bit and I will touch on that and again the portfolio management activities, important to us all and they are progressing, however I think



the real excitement lies in East Africa and I will certainly talk about that, how we're now looking at Kenya and Uganda together, the potential already to move to development in that area.

In terms of production, first half very strong, almost 89,000 barrels a day averaging for the first half and Jubilee has been stable around about 110 constrained by our gas compression ability on the FPSO. In the second half we're going to see a lot of activity on the FPSO where we are currently upgrading those gas compressors, so there's some big work going on in the FPSO. We have actually extended our shutdown, this will be the first planned shutdown we have done in Jubilee since we started up so actually taking a decision to extend that out to around 21 days from our previous estimate of just around two weeks or a little bit less, give us the time to do the proper maintenance and checks etc; and then thirdly what's going to impact the second half, we just did a recent failure on one of our injection pumps so as we get the gas compression cleared and we want to start ramping up, we will probably control it for a little while. We had suspected some problems with the motors and there were injection pumps pre-ordered equipment which means the lead times are not particularly long, so it's a short term impact just in the third and fourth quarter until we get those injection pump motors out and the new ones put in. They are fairly big pieces of kit, about 12 tonnes, so it's not a small job to change them but it's really just facilities impact.

You kind of add all that together from a group perspective, we have taken a cost approach of 4-88 for the full year average. If we look further out we're working hard on the Jubilee FPSO capacity and how we can expand that, obviously TEN is now going to contribute around mid-2016. As you'll see from East Africa we are looking at ways to see how that can contribute in the medium term and also we are carrying on with the portfolio activity which will remove Asia and SNS from our portfolio as we go into 2014 which is indicated in the chart.

West Africa, as we remove Asia and North Sea with lower value production, we are then retaining high value Ghana production which I will come on and talk about and importantly our portfolio of West African assets. The great thing about these assets which we acquired mainly through the acquisition of Energy Africa back in 2004-2005 is we actually have a big portfolio we have been able to work on and there has just been a continuous stream of opportunity to maintain production. These assets have been producing around 30,000 barrels a day plus for



quite some time and it's just there's a stream of activity of infill wells and so a great portfolio effect of various fields contributing. We've got activity ongoing, extensive activity I think right now there's about five fields in Gabon which we will work on infill and work-over opportunities. We just completed a very successful infill programme on the Siba field which was guided by some new 4D seismic which worked very well. We're now going to use that 4D seismic to guide the upcoming infill programme on Okume. Again one of the downsides in the second half was we had planned to already have the Cote d'Ivoire infill programme underway. Unfortunately as the rig was rigging up we were pretty unhappy with the performance of that contractor. We halted them for a while to give them a chance to try again, that didn't work and actually the operator has decided to terminate that contract from an EHS perspective, so all that does is it defers some of the infill positive contribution from Espoir into 2014 rather than seeing some of that impact in the second half of 2013 which was another contributor to the updated guidance. I think it was the right decision, it's easy to plough on with a poor performing and low EHS standard rig and make the best of it but actually it's generally the wrong decision, it's better to cut it there and actually go back to the market and get a higher performing rig contractor to do that work.

Mauritania and Congo, non-core assets that continue to produce around 4,000 barrels a day stably; and the Banda project, the gas power project in Mauritania, making reasonable progress there on importantly the commercial aspect, so that's something we're looking at and we may get it towards sanction late this year around 2014.

Looking at Jubilee as I said it has been very stable recently, around about 110,000 barrels a day. Well capacity is still in excess of 130,000 barrels a day so above as you'd expect the FPSO capacity and what we're doing now is we've got the Phase IA wells, many of them have been drilled. We have completed a few of them both produced with injectors and we have got a number more to complete and we will just complete those as we require them to continue to top up the well capacity, so no great rush there. The gas compressor upgrades that we've pointed to, they have actually started and are ongoing at the moment. We hope to have those compete by September so that should remove the gas constraint on the vessel and as we mentioned before we have already tested the vessel at about 125,000 barrels a day, in excess of 125 so we hope that when we remove the gas constrain we should be able to step up and we





are very much on target for that year end exit of 120,000 barrels a day and as I mentioned just in the short term we are going to have to just constrain the rates a little bit. The water injection failure is a mechanical issue with some of the pump equipment. We had built up quite a good bank of pressure support so even when the production has been down over the last couple of years we have been injecting pretty hard so there's good pressure there in the reservoir, but that will deplete and then we'll get the injectors back on again and build it up, so really the annual average although we have been pushing hard in the first half, likely overall the annual average for the year is 95,000 barrels a day.

So beyond this we again as mentioned before are looking at some blue sky thinking around how could you step up the FPSO capacity? I'm not quite sure how you could do that but there are some ideas we've got and really that's all about saying we've got a lot of infill potential from the field development that we can move on and do. We'll only do that as we acquire it to fill the FPSO capacity. There's no point in investing in capital early, if the FPSO is a constraint, be it 120, 125, so what we're looking to do is could we step up the FPSO capacity and actually accelerate some of that oil investment and therefore increase the value of the asset, so that's something we're looking at and obviously there's tie-in potential from the Westgate Seapoint discoveries which we wouldn't mind trying to accelerate as well, so that's something that's going on in the background looking for opportunities to add value to the assets.

In TEN very pleased to get the POD approved. We have drilled a couple of wells recently in the TEN area and in Enyenra sticks and TOM-4, both successful, both indicated slightly deeper than expected, not materially but slightly deeper than expected so they have kind of reinforced the resource levels we estimate. We are just finalising the contracts for the main items, the FPSO and the various components, the subsea, contracted and working so that's a core rig for the drilling campaign which ultimately will reach about 24 wells, probably around 10 or so before start-up. Targeting our first oil around mid-2016 and the overall capital costs now we're guiding around about 4.9. That increase from the previous guidance which we gave as we were going through the contracting process is made of a couple of things. One is we decided to go for both gas injection and water injection as there is a reservoir development plan. Although it doesn't impact the base case reserves materially what it does is it gives you much greater access to upside scenarios by having both so we decided to invest a bit more and have water injection in



the TOM as well as the gas. We have contributed to the gas export pipeline that runs between the TEN FPSO and the Jubilee FPSO and our negotiation with government just in terms of finalising the POD and also we have been closing out the various contracts and finalising the scope and that has caused a bit of creep upwards as well, so that's where we are, 4.9 million, and as Ian said we have spoken to government about the farm-downs. They are comfortable with that and that process is underway.

Moving to East Africa, talking about Kenya and then talk about it more regionally. Angus will obviously come on and talk about the enormous exploration potential across the Kenyan and Ethiopian acreage. What I'm going to do is just focus on the Lokichar Basin where we've made the Gambian and Twiga discoveries previously. We had indicated probably in excess of 250 million barrels from those two wells post the extensive DSTs we did. We made a decision early to focus the rig on testing rather than going off to drill more wells and actually that turned out to be a very good decision because the result of the testing showed that a number of zones that we were uncertain about whether they were net pay or not net pay turned out to be net pay and contributing oil production, so that was how we managed to double up effectively in both wells the net pay and that led to the 250 million barrel plus estimate for those two wells. Also it showed good material production potential from both wells of about 5,000 barrels a day, all pretty healthy. Then we had the Tuco discovery which is still under assessment, the deeper zone is under assessment at the moment, so that's looking pretty good and we think once we get our head around and can analyse the extent of that we're going to have the resources built on excess of 300, so whilst we're not in a position today to declare commerciality that's a process that one goes through, does the appraisal, works on development studies and then goes to the government formally and declares commerciality – that's some way off. I think what we're saying today is given the volumes we have we are definitely over the threshold for development, so now we will start embarking upon looking at what are the development options? The obvious one is the pipeline, we've talked about that before in the Ugandan context and I will talk on the next page about where that's at. The other thing we've got to flag is we see in Kenya possibilities for a kind of start-up production phase, that there is real infrastructure there, there's a much bigger market within Kenya, there's easier access to the port for any export that we decided to do, so we see the potential, why couldn't we be producing 10,000 barrels a day, that could come as soon as maybe 2016, that sort of timing. So a lot of question



marks over how we do that. The road infrastructure up in Northern Kenya's not great so there will be a lot of work to be done there but we definitely think that's a possibility so that's something that we're now just initiating studies on and we're going to initiate discussions with governments in the very near future over their desire for that and then working together with them to try and deliver it.

Looking at it more regionally and first Uganda and then the kind of regional pipeline, Uganda we continued to finish off background appraisal work, Total up in the Northern area pretty busy in Block 1 finishing off their appraisal. We have pretty much finished ours on Block 2 as has CNOC on Block 3. All of the work to date very much underpins resource estimates of about 1.7 billion and obviously in the background we have a lot of work going on, there's a lot of baseline study work that you do, environmental, social performance study work that you have to do before you get into sanction of the development. There's infrastructure studies going on, we're well into pre-season heading towards feed on some of the facility studies etc, so that work all carries on in the background. As you know one of the big challenges in Uganda has been getting absolute agreement in principle that there will be not just a refinery, there will be a refinery plus a pipe. That's what the MOU is all about. Things take time in Uganda and we're still doing some of the fine details around the MOU but the principles as I said before were all pretty much agreed. Now in the recent meeting between President Kenyatta and President Museveni, President Museveni announced the MOU because what he told the world was there's going to be a pipeline. There's going to be a small local refinery and actually there's going to be an extension of the products line to contribute to the balance that's secured to supply for products within Uganda and beyond, so he announced the MOU as we were still busy with these bureaucrats trying to finalise some of the details but I think the other important point was they agreed that Kenya would take the lead on the export pipeline. Kenya has this idea of the project which is a kind of northern corridor oil export pipeline and what we're now very focused on with both the Kenyan government and the Guianan government is a kind of Lokichar, Northern Kenya to Lamu export pipeline, so the export of the discoveries we are making in Kenya and then an extension of that line down to Lake Albert to connect and deliver oil from Lake Albert. Because of the work we had done in Uganda we have pretty much finished all the concept work on that line and we already have identified the contract and we will be moving fairly quickly into pre-feed work on



the line but engaging a lot more now with the Kenyan government as well as the Ugandan government.

So in terms of summing up, strong production in the first half of the year. We've got some maintenance stuff which will pull down the average a little bit for the full year but across the portfolio production has been strong. TEN, we're now in the execute mode and very much focused on a mid-year 2016 delivery of TEN successfully and within budget. East Africa is getting incredibly exciting already even from a development point of view and progressing toward some commercialisation of that; and also we keep focused on the portfolio management aspect of our strategy both in TEN but also in Asia.

So with that I will hand over to Angus.

Angus McCoss: Thank you Paul. Good morning ladies and gentlemen. Let me go through an update on exploration and appraisal. Our strategy remains unchanged, focus very much on oil, high value light oil focused in Africa and the Atlantic margins. We are going about the discovery of oil in a balanced way with a set of six campaigns running in parallel. Those campaigns are highlighted there in those ellipses.

Moving forward but also backwards looking at our track record, an interesting pair of charts here. On the left hand side you see our historical volume delivery track record. On the vertical axis of that left hand chart you see the Tullow net volumes added in million barrels of oil equivalent and along the bottom axis the year from 2007 through to 2012. The two lines on that chart on the left hand side, the brown one represents our East African contingent resource additions net to Tullow through those six years totalling some 700 million barrels of oil equivalent; and the blue line shows our performance and track record over those years in delivering in the Atlantic margins, some 500 million barrels of oil equivalent. That's a total of 1,200 million barrels of oil equivalent over six years. It's an average of 200 million barrels of oil equivalent annual resource additions.

200 million barrels of oil average annual resource additions is what we've delivered in the last six years, again this year, next year and the year after. On the right hand side you see a chart



which on the vertical axis you see the returns on our investments and on the bottom axis the volumes that have been delivered. This plot has been put together independently by Wood McKenzie in their benchmarking survey in the exploration industry and you see our performance against our peers. We are highly competitive in delivering returns well above the cost of our capital and we are in the right place here in the top right hand corner delivering volume and value.

I just added this flying bullet though, Kenya, this is much more a part of our recent track record but in 2013 Kenya, you see that we are already on a steeper gradient if we compare that against the brown curve of the East African delivery track record. We are up to 150 million barrels net Tullow, that's 300 million barrel gross number but you see that we have reached that point in 1.5 years where it took over two years to reach that point in the Uganda campaign, so we are off to a running start in Kenya.

To go about opening up these basin trends and to deliver that 200 million barrels annual average per year we have to go about it in a balanced way spreading our risks across exploration campaigns and these campaigns can keep capital resources and to grow value through time, so from left to right through time as these campaigns take their course we adapt to the outcome to the well results that come in and we build on and reproduce the successes that we have. This is a representative diagram from 2005 through to 2015 going forward and you see here we've split it into two colours: the top half represents our East African campaign through time; the bottom half of the chart shows our campaigns in the Atlantic margins. In the top part you see we split it into East African Rift Basins, the onshore activity in the East African margin potentially on the margin and moving offshore. The top one, the success started in Uganda in 2006 and that campaign has evolved very successfully into what we're now pursuing in Kenya and Ethiopia. In the East African margin we have evolved from a position in Tanzania to chasing oil offshore in Mozambique and soon to be exploring and drilling in Madagascar. It has been a successful campaign and approach so far. As we saw from our track record Uganda is a prolific basin. We have had 2.9 billion dilution proceeds already from Uganda. The Kenya-Ethiopia trend as you will see at the moment gives us multiple rift basins with similar potential. South Lokichar already 300 million barrels, this is as you've heard and today we're announcing that we have achieved threshold for development in 16 months.



Looking at the blue campaigns, the Atlantic margins, Atlantic, Central Atlantic, Mexico, Ghana, discovery in Jubilee and those campaigns have spawned the cretaceous turbidite plays that we are pursuing in the Atlantic and Mauritania and Guinea and Guyana and Surinam particularly. What we're looking for there from those three campaigns, Mauritania, Guinea, Guyana is to deliver another Jubilee. You see how important the Jubilee cash cow is to Tullow and through these three campaigns we expect them to deliver another Jubilee. We have also evolved our positioning in the North Atlantic from one dominated by gas in the Southern North Sea in the UK and the Netherlands and freshened that up, rejuvenated it with oil prospectivity in the more prospective areas of Greenland and Norway.

So just running through our balanced spread of exploration and appraisal campaigns, as I said we have to go about this wildcatting in a balanced way, spreading our risks and from this activity we will spawn and we are spawning new lower risk activity streams ahead of us, so let's run through these quickly from left to right on this map. South America, the Atlantic margins campaign of South America, one out of four successes in French Guiana. Not what we would have desired obviously but we did get off to a cracking start with Zaedyus-1 and we believe there is still strong prospectivity remaining in French Guiana. We believe it's more a matter of well location than anything more fundamental to do with the prospectivity and the richness of the flow in French Guiana, but midterm our focus turned now to Surinam to our operated venture, offshore Surinam Block 47 where we are in command of the exploration strategy and where we see some very strong prospectivity ahead of us in our joint venture there with Statoil.

West Africa, the Central Atlantic margin, an exciting campaign coming up there. Frigate-1 to spud in August on cretaceous turbidite, the Scorpion prospect which is partially de-risked by the deepening of the Cormorant-1 well and some follow-up work at Sidewinder and Ibis.

Swiftly on West African Atlantic margins, our focus there shifts to Paon-2 and to exploratory appraisal in Cote d'Ivoire and to Guinea and the drilling of one of these two prospects, Sylli or Eos. We haven't had such success in Sierra Leone and Liberia so those positions are under review as we focus on Guinea and Cote d'Ivoire.



In East Africa and you'll hear much more of this in the rest of my presentation, this is clearly the winning campaign of the six campaigns underway. We weren't to know that a few years ago when we set out on these six campaigns and that's why we've spread across these six campaigns but this is clearly a frontrunner, three out of three successes in the South Lokichar Basin and we've already exceeded the threshold for development and we're preparing for more basin opening and wildcats in Omo-2 and the North Lokichar Basin, more on that in a few moments.

East Africa Transform Margin, some important activity there trying to make a breakthrough on the edge of the gas basin trying to find that elusive oil offshore East Africa. We made a gas discovery, some net pay there. That's not what we're after, we are in pursuit of oil and we hope we may find it in Busiya-1 which is currently drilling.

North Atlantic margin positions, a strong portfolio in Norway after our acquisition of Spring Energy. Key wells coming up there Mantra adjacent to the lifting about to spud. Our extensive 3D seismics in Greenland have thrown up a really giant prospect there, a billion barrel prospect in Greenland and we are currently reviewing our options about how to realise the value from that prospect.

So turning now to our East Africa tertiary rift basin campaign. Clearly this is the front runner amongst those six exploration campaigns. We showed this type of chart last time we talked half a year ago. The top left hand diagram is a cascade tree of outcomes arising from the basin opening well Mafuta-1 in Uganda in the Lake Albert Rift Basin. That discovery well led to three plays which were successfully opened by Kasamene-1, Waraga-1 and Kingfisher-1 and those were then followed up by a very high success ratio to deliver 1.7 billion barrels of oil discovered. So that has become the unit of exploration in East Africa and we can forget about it well by well. The unit of exploration in East Africa is the basin and the basin we've established in Uganda has a discoverable form of about 1.7 billion barrels. Now we have 12 of these basins in our portfolio, one in Uganda discovered, three in Ethiopia one of which had oil shows in the Owo basin, and we had eight similar rift basins in Kenya. The first one that was drilled was the South Lokichar Basin which has delivered immediate success within 16 months which is the development threshold well in excess of 300 million barrels, so the way we look at this is not really well by



well. We look at it in terms of how many of these basins could be successful and in the bottom left hand chart just lays out some possible campaign scenarios in gross potential billion barrels, the vertical axis here delivered through time along the bottom axis, the horizontal axis. So one out of 12 basins, that's where we are in Uganda, delivery of 1.7 billion barrels, two basins to deliver 3.5 billion barrels, four basins is entirely plausible and is sensible risking could deliver us close to 7 billion barrels. We also included here an 8 out of 12 basin success scenario. It's a long shot but it's something we're going to try and do and we are going to address each of these basins and see if that's entirely possible and that would deliver in excess of 10 billion barrels of oil.

So clearly a potential to be a new petroleum province. Now to do this I have set up a technology slide just to show how we've moved on from FTG, full tensor gradiometry gravity surveying which we deployed very successfully in Kenya to deliver that very high success ratio in Uganda and we are certainly doing FTG but we are doing FTG plus if you like. We're doing more than FTGs. We're doing what we call ambient enhanced inversion. Now that looks at the full spectrum of geophysics from high resolution local measurements at the laboratory well logging borehole seismic scale all the way through to low resolution regional scale measurements done through gravity instruments, electromagnetic instruments using natural sources of energy, using the sun, using earthquakes, using tidal energy as the moon goes overhead. So Tullow is integrating this free and natural ambient energy to enhance our standard active geophysical methods and this is really a pioneering application of this integrated approach and we are applying overlapping geophysical methods to invert this geophysical data into the geological models to help us locate oil, so this is pushing FTG to the next level.

So back to its application in Kenya and Ethiopia, we are tackling this 100,000 square kilometre opportunity with that technology in three scales of exploration in multiple basins. If you remember that 100,000 square kilometres is about the size of the North Sea rift basin systems. The small scale, the detailed scale, 25 square kilometre scale is appraisal testing which doubled the pay on that control, 10,000 barrels of oil per day total combined flow rate potential from these two wells. Our mid-scale of exploration is the drilling out of the South Lokichar Basin. We have already exceeded the threshold for development there and Tuco has made an important new oil discovery. The third scale, the biggest scale, the 100,000 square kilometre scale is drilling





multiple wildcats to open up these other basins and as part of that programme Subiso has established the Owo basin is oil prone.

Just zooming in on one of those basins, the first one, the South Lokichar Basin. The map on the left is fairly self-explanatory, you see the green blobs, Twiga South, Ngamia and Tuco. Importantly at Tuco is on the east side of the basin and the cross-section in the bottom right shows how we have moved over to the east side of the rift basin, opened up that play and the chart above it, you see the cascade, the tree of exploration wells and prospects and Ngamia opened the basin, Twiga continued the work along the oil play, the string of pearls is currently being followed up at Icali which is a well being drilled as we speak between Twiga South and Ngamia and we are very hopeful for that well. It's ideally placed between two discoveries, and then at Tuco as I say importantly opened the rift flank play with lots of prospects to follow up over there.

So two rigs drilling out this basin, a third rig and a dedicated testing unit contracted to support increased activity in Kenya by the year end.

I have just put together in my final slide here a series of cross-sections to give you a sense of the scale of this opportunity that we are pursuing. What we have been talking about through the majority of this presentation has been our success in the South Lokichar Basin and the drilling results from 2012 and beyond happening in Twiga and then we have extended that success by moving out onto the Eastern flank of the South Lokichar Basin with the success at Tuco. In 2014 we are going to move over into the South Kerio Basin and see if we can carry on that success with a number of wells over in the South Kerio Basin and then built on that, move into the North Kerio Basin and try and replicate this success and move that success through the rift basin.

Looking to the north, there's also opportunity to the North and South Lokichar Basin and to the North Lokichar Basin as well there's a key well next year in 2014. Then to jump across, the Turkana Basin in 2015 but before doing that we will be going up to the North Turkana Basin and drilling there in 2014, it's a key well. Some oil seeps to pursue in that area too, some exciting potential.



Then this year Sabisa-1 in the South Owo Basin where we had oil shows and then finally the Bahir Basin, in fact there's two, north and south with some very exciting amplitude supported prospectivity in that basin, so you get a sense of the scale of the opportunity from this series of slides and as mentioned the last time the industry was on the brink of an opportunity like this of a set of rift basins was in the 60s when the North Sea Rift Basin sequence was opened up, so Tullow is in a very commanding position over the whole basin system, the whole province.

So just in closing we don't get to be in these privileged positions to be sitting on top of potential petroleum provinces without taking wildcat risks and we don't get to these special places without having a balanced approach to exploration and spreading our exploration risks across a portfolio of activity. What we can be sure is from that portfolio activity we will be delivering as we have been 200 million barrels of oil mean resources per annum.

So with that I will hand over to Aidan for some conclusions.

Aidan Heavey: Not much more to say before we open up to questions but I think we are pretty happy with the shape of the business, we are pretty happy with the prospects and we are pretty happy with the way the business is going. I mentioned this on various roadshows when we travelled round with some of you guys, the real challenge is how do you value our business? We manage the business in a very different way from the way that business is analysed by the investment community which tends to be on a well by well basis and on an asset by asset basis, but that's not how we look at the business, that's not how we manage it. We manage it much more on a portfolio basis, so if we're looking at our targets and we are looking at the way in a sense how we would do that as a business, it is very different from the way that you guys would look at the valuations.

We struggle ourselves to find out how Tullow should be valued. We have been much more focused on getting on with the business. You guys are a lot smarter than me, I couldn't do your job. I joke with some of you that I think you're all useless, it's not the case! It's just the fact that how do you find a way that actually matches more the way that we run the business. It is a different type of business, there is no other business out there the same as Tullow. There's a lot of oil companies out there, there's a lot of exploration companies but unless you know a



company out there that actually does it the way that we do it and the subtle changes in the way that we manage our business. The challenge is really to find a mechanism for actually looking at how the business is valued and then how we are performing against that. I'm not sure how that can be achieved.