



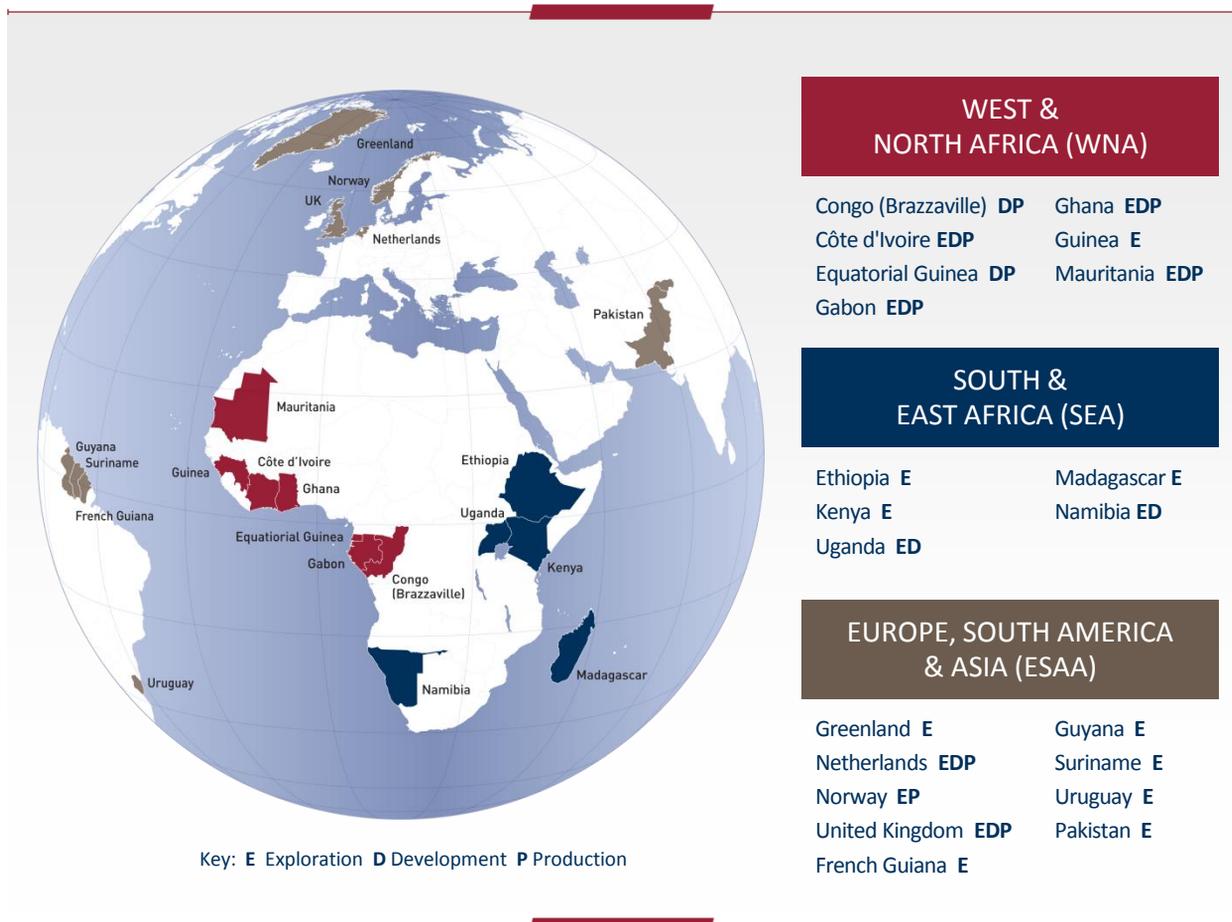
# FACT BOOK

2014 HALF-YEARLY RESULTS

30 July 2014



# REGIONAL BUSINESS UNITS



## 2014 HALF-YEARLY SUMMARY

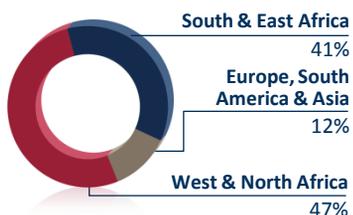
**78,400** BOEPD  
Group working interest production



**1,395.7** MMBOE  
Group reserves and resources



**\$1,265** MILLION  
Group revenue



# SUMMARY OF 2014 HALF-YEARLY RESULTS

## 2014 HALF-YEARLY FINANCIAL OVERVIEW

	1H 2014	1H 2013	Variance
Sales revenue (\$m)	1,265	1,347	-6%
Gross profit (\$m)	673	764	-12%
Operating profit (\$m)	36	500	-93%
(Loss)/profit before tax (\$m)	(29)	486	-106%
(Loss)/Profit after tax (\$m)	(95)	313	-130%
Basic earnings per share (cents)	(8.3)	32.2	-126%
Interim dividend per share (pence)	4.0	4.0	0%
Operating cash flow before working capital (\$m)	905	1,016	-11%
Net debt <sup>1</sup> (\$m)	2,802	1,729	62%
Working interest production (boepd)	78,400	88,600	-12%
Sales volume (boepd)	73,200	79,000	-7%
Operating cash flow before working capital per boe (\$)	63.5	61.3	4%
Cash operating costs per boe (\$) <sup>2</sup>	15.9	16.3	-2%
Gearing (%) <sup>3</sup>	53	31	22%
EBITDA interest cover	16.4	38.3	-22 times
Realised oil price per bbl (\$)	106.7	105.5	1%
Realised gas price (pence per therm)	55.2	66.6	-17%
Pre-tax exploration write-off	402	176	128%
Post-tax exploration write-off	293	145	102%
Corporate Bonds <sup>4</sup> (\$)	1,300	-	100%
Committed Bank Facilities <sup>5</sup> (\$m)	4,750	4,000	19%
Unutilised debt capacity (\$m)	2,300	1,700	35%

1. Net debt is cash and cash equivalents less financial liabilities
2. Cash operating costs are cost of sales excluding depletion, depreciation, amortisation, impairment loss and under/over lift movements
3. Gearing is net debt divided by net assets
4. On 8 April 2014 Tullow completed an offering of \$650 million of 6.25% senior notes due in 2022. The net proceeds have been used to repay existing indebtedness under the Company's credit facilities but not cancel commitments under such facilities.
5. Committed bank facilities include an Exploration Finance Facility of \$500m, a working capital facility relating to exploration expenditure on our Norwegian exploration licences

# CAPEX PROGRAMME

## 2014 CAPITAL EXPENDITURE STRATEGY

In 2014, 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 & TEN developments (\$760m)
- Kenya: Exploration and appraisal drilling (\$310m)
- Uganda: Appraisal drilling and development progress towards FID (\$200m)
- Other Africa: Maintaining non-operated production & high impact exploration (\$580m)
- ESAA: selected high impact exploration (\$220m)
- ESAA: Maintaining mature production (\$30m)

Tullow will also manage its overall exposure to capital investment through farm-outs and portfolio optimisation.

Regional Business Unit	2013 Actual (\$m)				2014 Forecast (\$m)			
	Exploration	Appraisal	Development	2013 Total	Exploration	Appraisal	Development	2014 Total
West & North Africa	218	44	549	811	200	10	1,030	1,240
South & East Africa	312	160	43	515	300	210	100	610
Europe, South America & Asia	380	5	89	474	220	-	30	250
<b>TOTAL (\$m)</b>	<b>910</b>	<b>209</b>	<b>681</b>	<b>1,800</b>	<b>720</b>	<b>220</b>	<b>1,160</b>	<b>2,100</b>

## 2014 FORECAST CAPITAL EXPENDITURE SPLITS - \$2,100M



# COSTS AND DEPRECIATION

## OPERATING DATA

	2013 Actual \$/boe	2014 Forecast \$/boe
<b>OPERATING COSTS <sup>1</sup></b>		
Asia	4.5	-
Equatorial Guinea, Congo (Brazzaville), Côte d'Ivoire	13.8	15.5
Gabon <sup>2</sup>	23.6	22.0
Ghana	9.9	8.5
Mauritania – Chinguetti	42.3	55.0
Netherlands	28.2	28.0
UK SNS	24.8	31.5
Norway	43.7	46.5

<b>DEPRECIATION <sup>1</sup></b>		
Equatorial Guinea, Congo (Brazzaville), Côte d'Ivoire	21.3	26.0
Gabon <sup>2</sup>	10.1	9.0
Ghana	18.4	20.0
Mauritania - Chinguetti	17.0	17.0
Netherlands <sup>3</sup>	36.1	40.0
UK SNS	21.5	22.0

## OTHER INFORMATION

### TAX AND NUMBER OF SHARES

Weighted Tax Rate <sup>4</sup>	32%	36-40%
Number of shares (million)	910	910 <sup>5</sup>

1. Data on a working interest basis
2. Includes field costs and production at 100% for the Tulipe JV
3. Including fair value allocation and deferred tax gross up for business combination
4. After add back of Exploration costs
5. Number of shares (million) as of 30 June 2014

# DEVELOPMENT OPPORTUNITIES

## WEST & NORTH AFRICA

Country	Developments	Sanction decision	First production	No. of wells	Status
<b>Congo (Brazzaville)</b>	M'Boundi Field re-development	✓	Producing	10+ wells in 2014	Continued infill drilling with two rigs, drilling additional water and gas injectors. Gas reinjection started H1 2014.
<b>Côte d'Ivoire</b>	Espoir infill drilling	✓	Q1 2015	12 well programme	Infill programme on track for Q4 2014 drilling start.
<b>Equatorial Guinea</b>	Deep water Okume-Ceiba Complex infill drilling	✓	Q4 2013	4 complete, 10 further in 2014-15	Programme expected to deliver a new well every two months until mid-2016. Workovers also to be completed.
	Shallow water Okume-Ceiba Complex infill drilling	✓	Q2 2017	4 – 8	Infill wells on Elon & Oveng fields now scheduled for 2017; quantity to be determined from 4D seismic data.
<b>Gabon</b>	Etame expansion project and SEENT field development	✓	Q1 2015	6 – 7	SEENT Field Development Project and Etame Expansion Project on track. Wellhead towers to be installed Q3 2014 with plan to commence drilling thereafter.
	Echira infill	✓	Q2 2014	2 – 3	Infill well program; first producer completed Q2 2014.
	Limande re-development	✓	Q1 2015	5	Four producers plus one gas injector now to commence drilling Q1 2015.
	Niungo infill	✓	Q4 2014	4 USRs	Four ultra short radius (USR) side-tracks commencing Q3 2014.
	Oba infill	✓	Q1 2014	4 USRs + 4 water injectors	Four water injectors plus four (USR) side-tracks.
	Onal - Maroc Nord Development	✓	Producing	18 wells per year	Development drilling at Maroc, Maroc North, Onal and satellite fields in progress with three rigs.
	Tchatamba - Marin and South infill	✓	Q1 2014	2 of 4 remaining	Two producers at Marin platform followed by two at South platform. Drilling commenced Q4 2013, programme complete year end 2014.
	Tsiengui	✓	Producing	> 20 prod	Phase 2 drilling commenced Q2 2011 (three year programme). Gas injection scheme being implemented.
Turnix	✓	Q1 2015	4	Infill campaign scheduled for Q4 2014 start.	
<b>Ghana</b>	Jubilee Phase 1a	✓	Q4 2012	8	Infill wells using existing and additional subsea infrastructure. Designed to raise recovery and extend plateau with a mix of up to eight producer and injector wells. First production Q4 2012. Project completion by mid-2015 when FPSO vessel ullage permits. Five are on-line at y/e 2013 whilst three others are deferred due to excellent reservoir productivity of earlier producers.
	Jubilee Full Field	2015 onwards	2015-20	10-20	Incremental development consisting of additional infill wells and subsea infrastructure to further raise recovery and maintain plateau production levels. A Full Field Development Plan (FFDP) is being discussed with the Government. Additional subsea tree equipment (long lead items) has been ordered.
	West Cape Three Points (Teak, Mahogany-East, Akasa)	2015	2017-21	4-6	Development possibilities are under discussion with Partners and Government, and development plan submission may follow. Appraisal activities will complete in 2014. Tie-back in to Jubilee facilities is a likely plan.
	Tweneboa/Enyenra/Ntomme (TEN)	✓	Mid-2016	24	Plan of Development (PoD) approved by Government of Ghana in May 2013. First oil expected mid - 2016.
<b>Mauritania</b>	Banda Gas	End 2014	2016	2	Field Development Plan for gas project approved by Mauritanian Government in Q4 2012. Front end engineering (FEED) work complete. Commercial negotiations and main contract tendering ongoing. Start of Execute phase anticipated in Q4 2014 after sanction decision.

# DEVELOPMENT OPPORTUNITIES

## SOUTH & EAST AFRICA

Country	Developments	Sanction decision	First production	No. of wells	Status
<b>Namibia</b>	Kudu	2015	2017-2018	3-4	Project Development Agreement signed with NamPower, setting out coordinated schedule of development activities to be completed for a joint Final Investment Decision in late 2014 /early 2015. FEED work complete and EPIC tendering under evaluation. Gas Sales Agreement (GSA) negotiations, based on agreed term sheet, are running in parallel. Execution phase will start on signature of a GSA in late 2014/early 2015.
<b>Kenya</b>	Initial Lokichar Basin Development (other basins pending exploration success)	2015/16	Approx 3 years post project sanction	Initial 200-300 in phases	Appraisal programme on Lokichar discoveries under way and through 2014/2015. Development studies are underway. Objective to submit field development to Government of Kenya in late 2015.
<b>Uganda</b>	Basin-wide Development	2015/2016	Approx 3 years post project sanction	600-700 in total	A basin-wide development plan has been prepared by the partnership and shared with Government. An MOU was signed with the Government of Uganda on 5 February 2014. The MOU lays out a development framework, consisting of a crude export pipeline from the Lake Albert Basin to the Kenyan coast, to be developed in parallel with a right-sized petroleum refinery and the use of petroleum for power generation. Project engineering & planning work continues in all aspects.

## EUROPE, SOUTH AMERICA & ASIA

Country	Developments	Sanction decision	First production	No. of wells	Status
<b>Netherlands</b>	Joint Development Area (JDA) wells	Q3 2013-2016	Q1 2014	8	Suite of wells including L13-FI development, L13-FH, K18-G infill, K7 and K8 infills. <i>Tullow asset sales process continues.</i>
	L-15-A Infill	2014-2016	Q3 2014	3	One well per year over next three years. <i>Tullow asset sales process continues.</i>
<b>UK CMS Area</b>	Schooner and Ketch infill campaign	2014	2015-2017	8	Suite of infill wells and sidetracks. <i>Tullow has agreed sale of part of interests in Schooner &amp; Ketch. Deal awaiting completion.</i>
	CMS Area - Kelvin	2014	2014-2015	1	In planning. <i>Tullow asset sales process continues.</i>

# DEVELOPMENT OPPORTUNITIES

## EUROPE, SOUTH AMERICA & ASIA CONT.

Country	Developments	Sanction decision	First production	No. of wells	Status
Norway <sup>1</sup>	Brage infill	✓	Producing	2-3 infill	Ongoing production infill well drilling campaign through 2014. Licence extension granted by authorities until end 2030. Tullow working interest following harmonisation agreement is 2.5%. <i>Tullow has recently agreed the sale of this asset to Wintershall. Completion expected Q4 2014.</i>
	Bream	2015	2018	5 - 7	Tullow's working interest remains 20%. Development plan due to be submitted in late 2014. Up to five producers and two water injectors currently planned.
	Butch	2016	2018 (tieback) 2019 (standalone)	10+	Two exploration/appraisal wells in 2014 have been completed and were P & A. Concept selection & development plan due early 2016 following appraisal results integration.

1. Portfolio management of non core developments will be reviewed

# 18 MONTH EXPLORATION AND APPRAISAL PROGRAMME

## WEST & NORTH AFRICA

mmboe

Country	Block	Prospect/Well	Interest	Gross Mean	Net Mean	Spud Date
<b>Gabon</b>	Arouwe	Sputnik -1	35%	206	72	Imminent
In addition to our planned exploration wells, Tullow's exploratory appraisal drilling in Gabon has a very good track record of replacing reserves and sustaining production. We expect this exploration well to add to the success of the 2013 appraisal programme.						
<b>Mauritania</b>	C-10	Kibaro/Lamina	59.15% (op)	67 / 85	39 / 52	2H 2015
The Mauritania exploration programme continues with the drilling of Kibaro or Lamina on the shelf area of Block C10 in 2015.						
<b>Ghana</b>	Deepwater Tano	Wawa-2A	49.95% (op)	28	13	2H 2015
<b>Guinea</b>	Guinea Offshore	Fatala	40% (op)	373	149	1H 2015
3D seismic acquired, processed & interpreted over deep water turbiditic Fatala and Sylli prospects. Fatala is estimated to spud between late 2014 and mid 2015, with significant follow-up prospectivity identified. Once the current issues regarding the licence that were detailed in March 2014 have been resolved a more specific spud date will be confirmed.						

# 18 MONTH EXPLORATION AND APPRAISAL PROGRAMME

## SOUTH & EAST AFRICA

Country	Block	Prospect/Well	Interest	mmboe		Spud Date
				Gross Mean	Net Mean	
Kenya	13T	Etom	50% (op)	21	10	In progress
		Ekales appraisal		53	26	Q4 2014-2015
		Tausi		35	17	1H 2015
	10BA	Engomo <i>(formally Kiboko)</i>	50% (op)	50	25	Q4 2014
		North Turkana Basin well		53	26	1H 2015
	10BB	Amosing-2	50% (op)	13	7	In progress
		Kodos		74	37	Q3 2014
		Epir <i>(formally Aze)</i>		55	27	Q4 2014
		Ekosowan		40	20	Q4 2014
		South Kerio Basin well		118	59	1H 2015
		Dyepa		54	27	1H 2015
		Ngamia appraisal		70	35	Q2 2014 - Q2 2015
		Amosing appraisal		30	15	Q4 2014 - Q1 2015
	12A	Lead 12A-1	65% (op)	41	21	1H 2015
	12B	Ahero Lead A	50% (op)	44	22	2H 2015

With over 120 leads and prospects across multiple basins there is significant prospectivity and follow-up potential in this pioneering campaign that has the potential to open up a significant new oil province in East Africa.

<b>Madagascar</b>	Block 3111	Berenty	100% *(op)	84	84	H1 2015
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2D seismic acquired, processed & interpreted - further seismic being shot in 2014 with Berenty well planned to spud H1 2015.  
 \*- Tullow has agreed to farm-out 35% to OMV, subject to various approvals being obtained.

# 18 MONTH EXPLORATION AND APPRAISAL PROGRAMME

## EUROPE, SOUTH AMERICA & ASIA

Country	Block	Prospect/Well	Interest	mmboe		Spud Date
				Gross Mean	Net Mean	
Norway	PL 494	Heimdalshø	15%	140	21	In progress
	PL 591	Zumba	80% (op)	254	203	1H 2015
	PL 642	Hagar	20%	491	98	H1 2015
	PL537	Hassel (Wisting East N)	20%	97	19	1H 2015
	PL537	Bjaaland (Wisting East South)	20%	147	29	1H 2015
	PL626	Rovarkula	30%	36	11	1H2015

Our exploration inventory and campaigns in Norway will continue to be built up through the years ahead, far beyond this current 12 month programme. Tullow's exciting Barents Sea frontier acreage provides transformational new exploration opportunities for opening and extending new plays particularly after the Wisting light oil discovery in 2013. Our Norwegian Sea and northern North Sea acreage has multiple proven and new plays and prospects close to existing infrastructure for quick monetisation.

Suriname	Block 31	Spari	30%	246	74	1H 2015
	Block 47	Goliathberg- VOLTZBERG South	100% (op)	287	287	2H 2015

3D seismic acquired, processed & interpreted over deep water turbiditic Goliathberg and other prospects in Block 47 with farm-down ongoing, and shallow water turbiditic leads and prospects in Block 31.

# 1H 2014 RESERVES AND RESOURCES SUMMARY

	WEST & NORTH AFRICA		SOUTH & EAST AFRICA		EUROPE, SOUTH AMERICA & ASIA		TOTAL		
	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Oil mmbbl	Gas bcf	Petroleum mmboe
<b>COMMERCIAL RESERVES</b>									
1 January 2014	326.0	175.9	-	-	1.3	154.6	327.3	330.5	382.4
Revisions	0.8	-	-	-	-	0.2	0.8	0.2	0.8
Production	(11.2)	(1.2)	-	-	(0.1)	(15.2)	(11.3)	(16.4)	(14.0)
<b>30 June 2014</b>	<b>315.6</b>	<b>174.7</b>	<b>-</b>	<b>-</b>	<b>1.2</b>	<b>139.6</b>	<b>315.5</b>	<b>314.3</b>	<b>369.2</b>
<b>CONTINGENT RESOURCES</b>									
1 January 2014	105.5	1,228.4	519.3	363.0	108.2	168.7	733.0	1,760.1	1,026.4
Revisions	-	-	-	-	-	0.5	-	0.5	0.1
<b>30 June 2014</b>	<b>105.5</b>	<b>1,228.4</b>	<b>519.3</b>	<b>363.0</b>	<b>108.2</b>	<b>169.2</b>	<b>733.0</b>	<b>1,760.6</b>	<b>1,026.5</b>
<b>TOTAL</b>									
<b>30 June 2014</b>	<b>421.1</b>	<b>1,403.1</b>	<b>519.3</b>	<b>363.0</b>	<b>109.4</b>	<b>308.8</b>	<b>1,048.5</b>	<b>2,074.9</b>	<b>1,395.7</b>

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

1. Proven and Probable Commercial Reserves are based on a Group reserves report produced by an independent engineer. Reserves estimates for each field are reviewed by the independent engineer based on significant new data or a material change with a review of each field undertaken at least every two years.

2. Proven and Probable Contingent Resources are based on both Tullow's estimates and the Group reserves report produced by an independent engineer.

The Group provides for depletion and amortisation of tangible fixed assets on a net entitlements basis, which reflects the terms of the Production Sharing Contracts related to each field. Total net entitlement reserves were 336.3mmboe at 30 June 2014 (30 June 2013: 335.8 mmboe).

Contingent Resources relate to resources in respect of which development plans are in the course of preparation or further evaluation is under way with a view to development within the foreseeable future.

# PRODUCTION SUMMARY - KEY PRODUCING ASSETS <sup>1</sup>

## WEST & NORTH AFRICA

Country	Asset	Interest	1H 2014 Actual (kboepd)	2014 Forecast (kboepd)	Fiscal Regime
<b>Congo (Brazz)</b>	M'Boundi	11%	2.6	2.6	PSC
<b>Côte d'Ivoire</b>	Espoir	21.3%	3.1	2.8	PSC
<b>Equatorial Guinea</b>	Ceiba	14.25%	3.5	3.2	PSC
	Okume	14.25%	6.2	6.5	PSC
<b>Gabon</b>	Tchatamba	25%	3.6	4.0	PSC
	Limande	40%	2.5	2.4	Corp Tax
	Etame Complex <sup>2</sup>	7.50%	1.3	1.2	PSC
	Others	-	3.2	6.3	Various
<b>Ghana</b>	Jubilee	35.48%	36.6	35.8	PSC
<b>Mauritania</b>	Chinguetti	22.25%	1.2	1.2	PSC
<b>Sub Total</b>			63.8	66.0	

## EUROPE, SOUTH AMERICA & ASIA

<b>Netherlands</b>	Various	4.1 - 22.5%	5.3	4.9	
<b>Norway</b>	Brage	2.5%	0.3	0.3	
<b>UK</b>	CMS Area & Thames Area <sup>3</sup>	14.1-100%	9.0	8.3	Tax
<b>Sub Total</b>			14.6	13.5	

<b>TOTAL</b>			<b>78.4</b>	<b>79.5</b>	
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1. Includes condensate

2. Etame / Avouma / Ebouri

3. CMS Area production includes UK condensate production

# NET DAILY ENTITLEMENT AS % PRODUCTION

## WEST & NORTH AFRICA

	Contract Type	2014	2015	2016
<b>CONGO (Brazzaville)</b>				
M'Boundi	PSC	69	69	60
<b>CÔTE D'IVOIRE</b>				
Espoir	PSC	83	63	72
<b>EQUATORIAL GUINEA</b>				
Ceiba	PSC	80	81	80
Okume Complex	PSC	77	74	73
<b>GABON</b>				
Echira	Corp Tax	100	100	100
Etame	PSC	74	63	63
Limande	Corp Tax	100	100	100
Niungo	Corp Tax	100	100	100
Oba	Corp Tax	100	100	100
Onal	PSC	71	63	63
Tchatamba	PSC	82	62	64
Turnix	Corp Tax	100	100	100
<b>GHANA</b>				
Jubilee	PA	95	95	95
<b>MAURITANIA</b>				
Chinguetti	PSC	87	86	88

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