

#### <sup>12 May 2011</sup> Tullow Oil plc – 2011 Annual General Meeting



### 2011 Annual General Meeting Business highlights



- First Oil from Jubilee establishes Tullow as a successful deepwater operator
- Portfolio of major new oil fields to be developed
- Frontier exploration to test new basins in 2011
- 2010 Dividend of 6p/share
- Business well balanced and well funded to implement exploration-led strategy



#### Tullow Oil plc – 2011 Annual General Meeting Business Overview



#### 2010 results summary



	2010	2009	Change
Sales revenue	\$1,090m	\$916m	+ 19%
Operating profit	\$235m	\$151m	+ 56%
Net profit	\$73m	\$31m	+ 137%
Basic earnings per share	6.1c	3.2c	+ 90%
Dividend per share	6.0p	6.0р	No change
Capital investment <sup>1</sup>	\$1,235m	\$1,085m	+ 14%
Cash generated from operations <sup>2</sup>	\$762m	\$588m	+ 30%
Net debt <sup>3</sup>	\$1,943m	\$1,144m	+70%

<sup>1</sup> 2010 excludes \$1,450m Heritage acquisition and \$340m Ghana FPSO

<sup>2</sup> Before working capital movements

<sup>3</sup> Including all cash balances

Financial results significantly improved on 2009

#### Significant 2011 capital expenditure





**\$240m** ROW



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#### Strong production growth in 2011





#### Strong 2010 production – 58,100boepd

 Excellent performance from existing assets versus initial 2010 guidance of 55-57k boepd

#### **2011+ production to grow significantly**

- 2011 production guidance 86-92k boepd
- Jubilee ramp up throughout 1H 2011



#### Reserves and Resources summary







#### **Reserves and Resources 1,387 mmboe**

- Commercial reserves 294 mmboe
- Contingent resources 1,093 mmboe
- Ghana & Uganda Resources to migrate to Commercial Reserves in short term

#### Total resource potential 2.4 billion boe

- Developed reserves 12% of total
- Reserve and Resource life > 25 years
- Risked prospective upside c.1.5 billion boe

#### Three year reserves replacement – 250%

(1) Adjusted reserves and resources based on sale of 66.67% Uganda – 869 mmboe



#### Tullow Oil plc – 2011 Annual General Meeting **Africa** – A transformational year



#### 2011 Annual General Meeting High quality pan-African portfolio of E&P assets



#### **Strong Portfolio**

- 39,000 boepd
- 15 countries
- 53 licences
- 19 producing fields

#### Ghana

- First oil November 2010
- Ramping up 120,000 bopd in Q3 2011
- 67% E&A success rate in 2010
- 100% E&A success rate in 2011

#### Uganda

- 98% E&A success rate since 2006
- >1 billion barrels discovered
- New partnership introduced



#### Ghana E&A delivers transformational production growth



Ghana gross resource upside potential ~4.0 billion barrels

- Six fields discovered since 2007
- Delivered Jubilee Phase 1 in record time
- Jubilee Phase 1 **DOUBLES** Tullow's African production
- 2011 high-impact exploration activity in WCTP
- Continued appraisal activity at Enyenra/Tweneboa
- Planning for significant future developments
- Potential to **DOUBLE** African production again...

#### Uganda: Lake Albert Rift Basin E&A success continues





#### 98% E&A success rate since 2006

• Total of 40 E&A wells drilled to date

#### Over 1 billion barrels of oil discovered

#### Significant E&A activities now recommenced

- 5 rigs active in the second half of 2011
- >1.5 billion barrels of oil yet to find

#### Production in excess of 200,000 bopd in 2015

• Significantly increases Tullow's African production

#### MOU and SPAs signed

- MOU agreed with GoU 15 March 2011
- CNOOC and Total signed SPAs 29 March 2011
- Total cash consideration of \$2.9 billion
- Partners have equal 33.33% interest across the basin

#### Exploring in Kenya & Ethiopia to replicate Ugandan success

#### Three Major Rift Trends

- Western Tertiary Rift Trend
  - Lake Albert Rift Basin 2.5 Bbo
- Eastern Tertiary Rift Trend
  - More volcanic; Loperot-1 (1992) –
     13m oil pay
- Mesozoic Rift Trend (Sudan-Kenya)
  - Sudan Muglad Basin 6.8 Bbo
  - Kenya Block 10A Oil seeps

#### "X" marks the sweetspot

• Oil Trends cross in Tullow acreage

#### Transformational potential

• Kenyan-Ethiopian acreage 10x Ugandan





#### Tullow Oil plc – 2011 Annual General Meeting **Rest of the World**



#### Rest of the World: Integral part of Tullow's business

#### **Rest of the World**



Key: E - Exploration D - Development P - Production

#### Europe

- 13,300 boepd
- 2 countries
- 28 licences
- 16 producing fields
- Successful Ketch-8Z infill well
- Further Ketch infill drilling
- Currently drilling Cameron well



#### **South Asia**

- 5,800 boepd
- 2 countries
- 8 licences
- 2 producing fields
- Shekhan-1 discovers 45m net gas pay
- Extended well testing at the Shekhan-1 well continues
- Bangora field producing around maximum capacity 120 mmscfd



#### **South America**

- 3 countries
- 5 licences

- 3D seismic in French Guiana acquired
- Farmed down interest to 27.5%; new partners Shell and Total
- Zaedyus well currently drilling

#### Testing the Jubilee-play in South America





#### Drilling Zaedyus in French Guiana

- Giant turbidite fan system confirmed by 3D seismic
  - Bigger than the Ghana fan system
  - Numerous prospects mapped
  - High risk with high reward potential
  - Extensive regional follow-up
- Result expected in early August

#### Jaguar prospect to be drilled Q3 2011

- Deeply buried Jubilee-sized turbidite fan offshore Guyana
- Jaguar to be drilled by Atwood Beacon HPHT jack-up rig;



## Tullow Oil plc – 2011 Annual General Meeting **Corporate Responsibility**



#### 2011 Annual General Meeting Creating Shared Prosperity





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#### Social Enterprise Focus Areas

#### **Education and Enterprise Fund**

- Developing national capacity
  - 86% Ghanaians in Ghana workforce
  - 84% Ugandans in Uganda workforce
  - 14 secondees from GNPC
  - 7 Ugandan technical graduates
  - 4 Ugandan production technicians (NVQ)
  - 4 Ugandan MSc students
- Developing local/national businesses
  - \$224m local supplier expenditure
  - \$900m projected capital expenditure
  - 2,700 contracts awarded
  - 550 local suppliers



#### **Community Projects**

- Health Access to better healthcare in Ghana
- Education Scholarships for gifted children in Bangladesh
- Enterprise Support for smallholders & farmers in Uganda

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Environment Teaching gardening & conservation skills in primary schools in Côte d'Ivoire

#### Helping Local Businesses to enter our Supply Chain

Fulfilling our promise New opportunities for long-term

economic and social development, creating shared prosperity for all.



#### **Developing Communities**

Local jobs

2011 Annual General Meeting

- Local goods/services
- Local enterprise

#### TULLOW LOCAL CONTENT

- Embedded in the business
  - Commercially driven
  - Socially responsible



#### **Making Connections**

- Government
- Local communities
- International companies with Local Suppliers



#### **Responsible Supply Chain**

Responsible social and environmental performance.

• Aligned with Code of **Business Conduct** 

> Managing our responsibilities

#### **Increasing Value**

- Local suppliers
- Local economy
- Competitive pricing



- Sustainable local supply
- Broader supplier choice
- Improved supplier responsiveness



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### Tullow Oil plc – 2011 Annual General Meeting **Conclusion**



### 2011 Annual General Meeting Conclusion



- Strong safety and environmental performance
- Tullow established as a competent deepwater operator
- Enyenra/Tweneboa next Operated deepwater mega-project
- Uganda five rig programme planned for E&A drillout with new partners
- Industry leading global exploration portfolio



### Tullow Oil plc – 2011 Annual General Meeting **Resolutions**







# To receive and adopt the annual accounts and associated reports.





# To declare a final dividend of 4.0p per ordinary share.





### To receive and approve the Directors' Remuneration Report.





### To elect Tutu Agyare as a Director.





## To re-elect David Bamford as a Director





## To re-elect Graham Martin as a Director.





## To re-elect Steven McTiernan as a Director.





### To re-elect Pat Plunkett as a Director.





### To re-appoint Deloitte LLP as auditors and authorise the Directors to determine their remuneration.





# To renew Directors' authority to allot shares.





# To dis-apply statutory pre-emption rights.



AGM - Resolution 12

### To authorise the Company to hold general meetings in no less than 14 clear days' notice.

**GENERAL MEETNG - Resolution** 



# To amend the rules of the Tullow Oil 2005 Performance Share Plan.

#### **Tullow Oil plc**

9 Chiswick Park 566 Chiswick High Road London, W4 5XT United Kingdom

Tel: +44 (0)20 3249 9000 Fax: +44 (0)20 3249 8801

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