### Morgan Stanley 13<sup>th</sup> Annual Asia Pacific Summit Singapore, November 2014





Oil Search Limited ARBN 055 079 868

ASX: OSH & POMSoX: OSH | US ADR: OISHY

### **Oil Search Profile**





- Established in Papua New Guinea (PNG) in 1929
- » Market capitalisation ~A\$13bn (US\$12bn)
- Listed on ASX and POMSOX (Share Code OSH) plus ADR programme (Share Code OISHY)
- » Operates all PNG's currently producing oil fields
- 29% interest in PNG LNG Project, world scale LNG project operated by ExxonMobil. First LNG sales commenced May 2014
- Exploration interests in PNG, Middle East/North Africa

Oil Search Update - November 2014

### **Oil Search Licence Interests, PNG**





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### **Transformation underway**

- » Oil Search (OSH) undergoing major corporate transformation with commencement of PNG LNG Project and legacy cash flows:
  - PNG LNG Project start-up in 2Q 14 a major milestone for Oil Search and PNG
  - In first full year (2015), will quadruple OSH's production and boost operating cash flows before interest to ~US\$1.5bn pa
- » Impact of Project seen in recent results:
  - 1H14 production up 68% to 5.4 mmboe, NPAT up 34% to US\$152.5m
  - 3Q production up 81% to 6.67 mmboe, nearly same level as for 2013 full year
- » Have recently completed a major strategic review, to reevaluate Company's position and future strategy



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**Oil Search** 

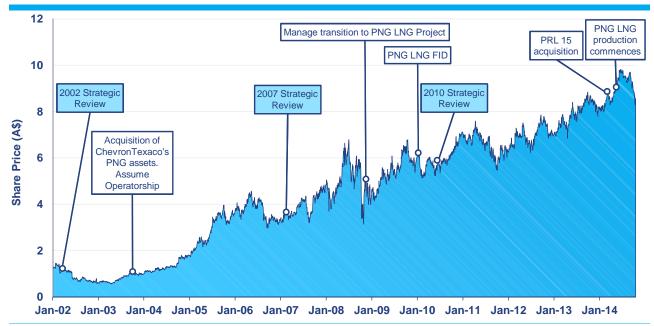
### **2014 Strategic Review**

- All-encompassing review focused on setting roadmap for next phase of growth:
  - Thorough review of overall strategy, asset portfolio, operational capabilities, skills, succession planning, capital management and dividend policy
- Multi-disciplined internal team seconded for six months to undertake Strategic Review
- Range of external consultants also utilised provided extensive data and reports
- Renewed vision, strategic objectives and initiatives endorsed by the Board:
  - Designed to ensure continued delivery of top quartile returns to shareholders

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### Implementing core strategies from previous strategic reviews has delivered significant share price appreciation **Oil Search**





### **Key findings**

- » OSH can continue to deliver top quartile returns to shareholders over next five years based on assets within its existing portfolio
- » Strong platform for growth in PNG:
  - Optimisation opportunities from core PNG LNG and oil business
  - Sufficient discovered gas in PNG to support at least two, and possibly three, LNG expansion trains
  - Significant additional exploration upside
- » OSH's core competency is operating in developing countries, in particular PNG:
  - Significant competitive advantage, unrivalled expertise and experience
- » High returning growth opportunities in PNG mitigate immediate requirement to expand internationally unless outstanding opportunities arise

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### Key findings cont.

- » Outlook for energy industry remains attractive, with ongoing growth in Asia-Pacific LNG demand
- » OSH business is robust in lower oil price environment
- » Focus to be maintained on delivering shareholder value, underscored by investment discipline
- » Based on cash flow forecasts, OSH can support both high returning growth initiatives and pay material dividend stream to shareholders
- » Organisational restructure underway, to ensure capabilities to deliver next phase of growth and build capacity, especially in PNG







### Vision, Objective and Strategies

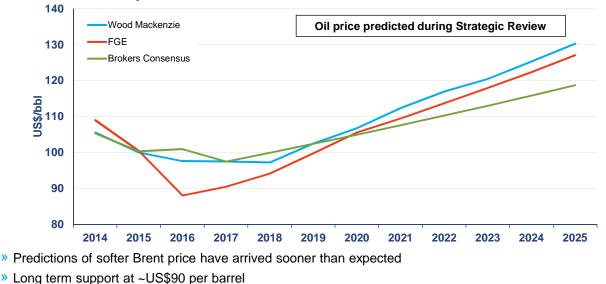




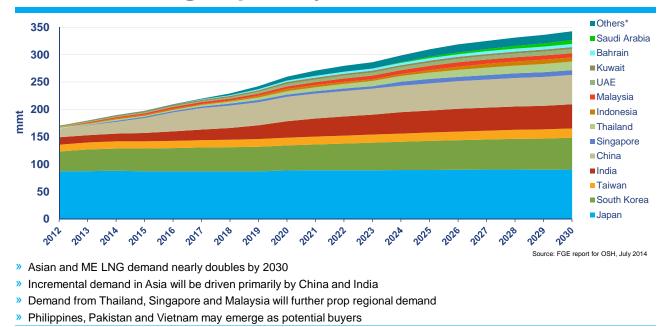
### External environment – oil price outlook



#### Nominal Brent oil price outlook



## Long term demand growth for energy from Asia still strong, especially for LNG



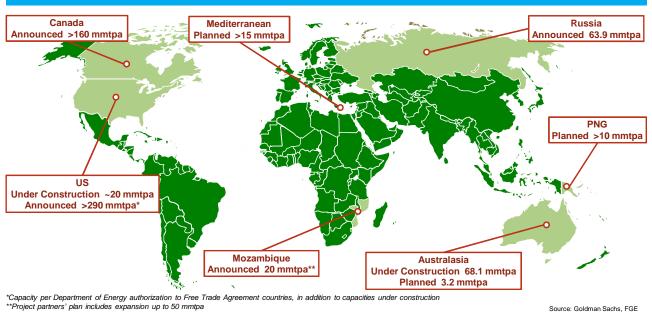
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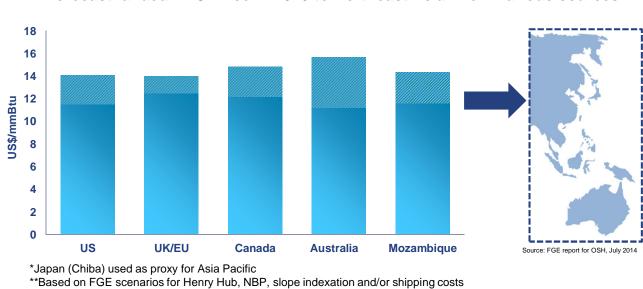


### LNG from PNG has many competitive advantages and is in strong position to capture markets



Conventional LNG projects, no new technology Australasian LNG plant break-even » costs utilised in development 16 Substantial certified reserves base with high heating **»** 14 value, suitable for Asian reticulation network 12 High liquids, enhancing economics **》** US\$/mmBtu 10 » Onshore location with existing infrastructure base 8 from oil and LNG developments 6 Located close to growing Asian LNG markets » 4 Stable fiscal regime with strong Government support » 2 » Aligned Joint Ventures. Highly respected Operators 0 PHOLNO able to deliver and operate major projects, 0 0 4 4 6 \* 8 8 augmented by OSH's local knowledge Provides attractive returns and is robust to product LNG Projects recently commissioned, or under development, in Australasia price movements Source: Oil Search and Wood Mackenzie, Q3 2014, Project names removed Oil Search Update - November 2014 13





### Forecast landed LNG Price in 2020 to Northeast Asia\* from various sources\*\*

### **Capabilities & Competences: OSH's competitive advantage in PNG**

- Strategic Review has concluded OSH should focus on delivering high returning projects from existing assets in PNG over next five years
- Supported by capabilities and competencies integral to historic and **》** future success:
  - Unrivalled operating experience (+85 years) in PNG
  - Strong PNG Government and regulator relations
  - Deep-rooted community affairs/landholder relations
  - PNG basin mastery
  - Proven success optimising production from mature oil fields
- » Delivery of further three trains of LNG in PNG will create value for shareholders and ~US\$40 billion of taxes and levies for PNG
- Skills developed in PNG are transferable to other regions »

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#### **Strategy 1: Optimise value of existing assets Oil Search**

- Strategic Review has confirmed OSH's operating strategy to sustain » and optimise value of PNG operating assets.
- PNG LNG T1 + T2 the new base business:
  - In first full year (2015), PNG LNG expected to add ~21 mmboe net to Oil Search production.
  - Project expected to produce +9 tcf gas and +200mmboe associated liquids (gross) over 30 year life.
- Potential T1 & T2 debottlenecking is highest returning opportunity in » **OSH** portfolio
- Will continue to pursue production optimisation opportunities within operated fields
- Operations extended by 30 years, requiring integrated asset » planning while meeting or exceeding PNG LNG delivery obligations
- Maintaining excellent safety record a key priority »





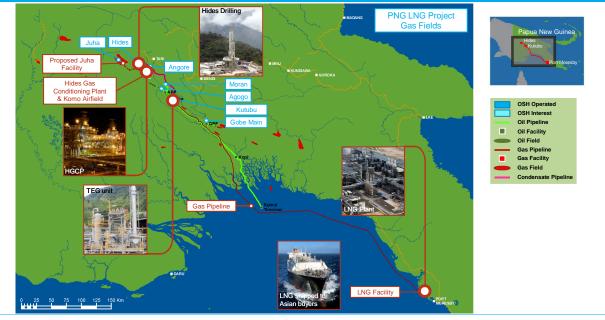






### **PNG LNG Project**





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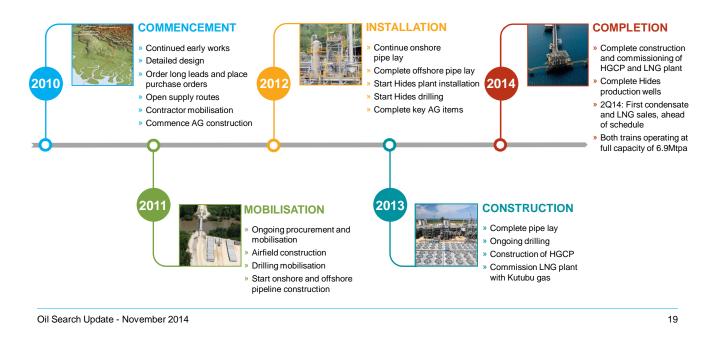
### **PNG LNG Project Overview**



- » 6.9 MTPA, 2 train development, operated by ExxonMobil
- Expected to produce more than 9 tcf of gas and 200+ million barrels of associated liquids over its 30 year life
- » Equity Interests:
  - ExxonMobil (33.2%), Oil Search (29.0%), National Petroleum Company of PNG (PNG Govt) (16.8%), Santos (13.5%), Nippon Oil (4.7%), MRDC (PNG Landowners) (2.8%)
- » 6.6 MTPA contracted to Asian buyers:
  - Sinopec (China) ~2.0 MTPA
  - TEPCO (Japan) ~1.8 MTPA
  - Osaka Gas (Japan) ~1.5 MTPA
  - CPC (Taiwan) ~1.2 MTPA
- » Development delivered slightly below US\$19bn revised budget

## Project delivered on time and within revised budget





## First PNG LNG shipment arrived in Japan in early June 2014





### **PNG LNG Facilities**

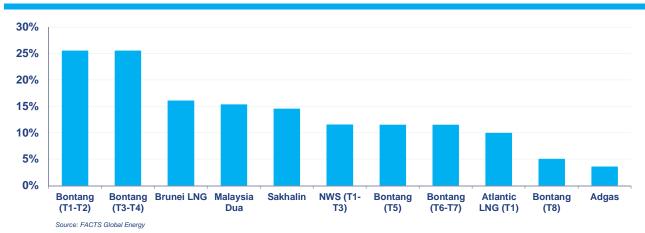




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## PNG LNG debottlenecking offers potential for substantial incremental value



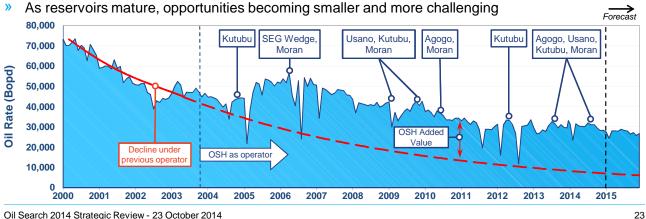


- » Global benchmarks suggest 10-15% increase in capacity achievable through debottlenecking
- » High value add generally, minimal capex required
- » OSH believes potential debottlenecking of PNG LNG T1 & T2 represents highest returning opportunity in its portfolio

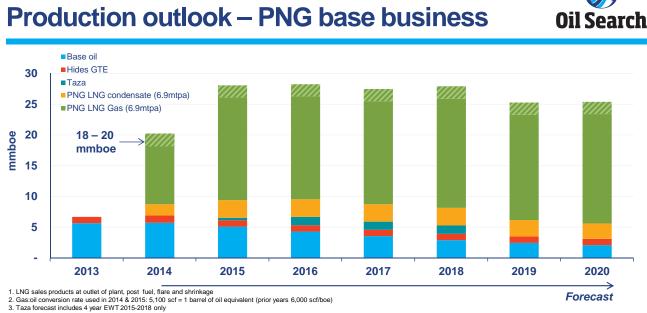
### Proven success optimising production from mature oil fields



- Since taking over oil field operatorship in 2003, OSH has: »
  - Drilled 41 development wells with ~85% success rate
  - Added +50mmbbls oil (gross) to 2P expected ultimate recoveries (+75mmbbls to 1P EUR) \_
- Achieved key 2010 objective of maintaining oil production broadly flat until first PNG LNG » production



Oil Search 2014 Strategic Review - 23 October 2014



From 2014, PNG LNG (T1 + T2) will supplant oil as OSH's base business »

Debottlenecking may provide additional upside »

### **Strategy 2: Commercialise gas in PNG**

- PNG LNG Project has delivered strong platform for future growth:
  - Major infrastructure, government and landowner support, Tier 1 LNG customers and financier confidence
- » OSH played significant role in project execution and in ongoing operations
- Delivery of additional trains is common objective for industry, communities and Government
- » PNG has resources to deliver at least two expansion trains, underpinned by existing undeveloped resources, and third expansion train with modest exploration/appraisal success in current drilling programme
- » Multiple exploration opportunities remain

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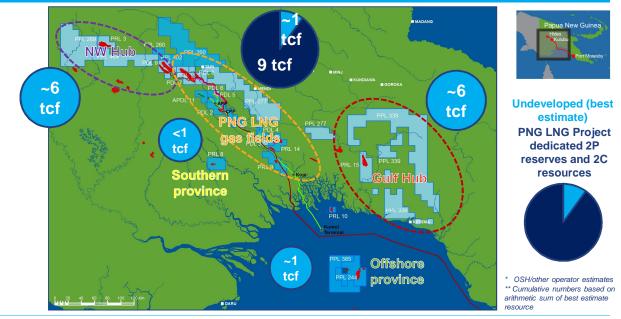
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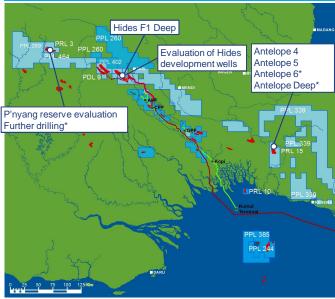
### >20 tcf of discovered gas in PNG of which only 9 tcf is under development





# Gas resource evaluation ongoing in two key hubs – NW Highlands and Gulf





\* Subject to JV approval

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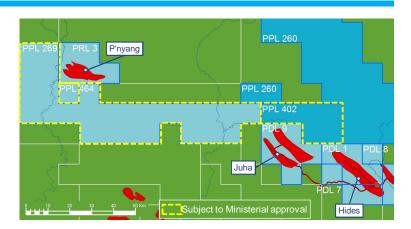
- » Key resource evaluation activities are ongoing. Will provide greater certainty through 2015 on development plans:
  - Structural remapping and reservoir modelling based on new Hides wells will help constrain gas volumes
  - P'nyang evaluation ongoing plus possible further drilling to determine upside
  - Hides F1 Deep well material exploration target underlying Hides field, recently commenced drilling
  - Antelope 4 and 5 appraisal wells will establish whether resource can underpin two trains. Possible further drilling (Antelope 6) to assess upside
  - Antelope Deep exploration well planning underway for potential 2015 spud, high potential play
- » PRL 15 arbitration outcome expected 1Q15, important for development cooperation and timing

### NW Highlands: P'nyang - PRL 3



- » Key resource to support potential growth from PNG LNG Project
- » Located 120 kilometres NW of Hides
- Concept selection work well advanced
- Development work to continue through to submission of PDL application in early 2015

PRL 3	WI %
ExxonMobil affiliates (operator Esso PNG P'nyang Ltd)	49.0
Oil Search	38.5
JX Nippon	12.5



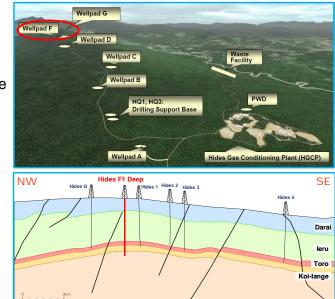


### **NW Highlands: Hides F1 Deep Exploration Well**

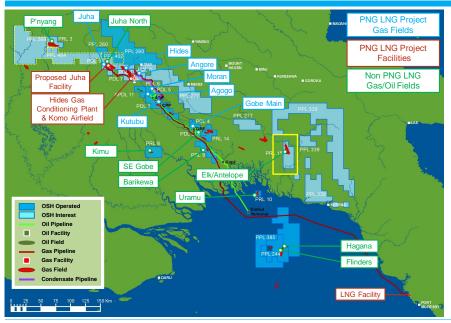
- » Hides F1 Deep spudded in October from Wellpad F
- » Designed to be completed as a Hides development well and to penetrate Koi-lange reservoir (currently mapped ~700m below Hides Toro/Digimu reservoirs)
- » Significant resource potential

PDL 1	WI %
ExxonMobil affiliates	36.8
Oil Search	16.7
Santos	24.0
Kroton No 2 (PNG Govt)	20.5
Gas Resources Gigira (landowners)	2.0

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### Gulf Basin: Elk/Antelope – PRL 15





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- » Acquired 22.8% gross interest in PRL 15, containing Elk/Antelope gas fields, in March 2014
- » Largest undeveloped gas resource in PNG with significant exploration upside
- » Appraisal programme underway
- » Arbitration hearing on dispute relating to sale of interest in PRL 15 from InterOil to Total SA, scheduled for November. Substantial additional value, if successful

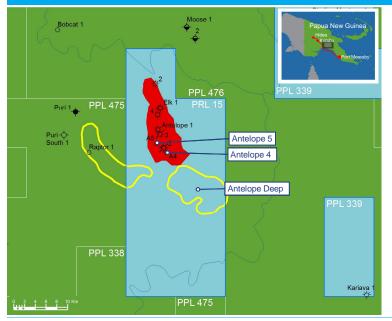
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### Ø Oil Search

### PRL 15 appraisal programme





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- » Up to three appraisal wells to be drilled, to determine whether gas resources can support one or two LNG trains
- » Antelope 4 spudded in September; Antelope 5 expected to spud in 4Q14:
  - Comprehensive data acquisition and testing programme planned
  - Possible Antelope 6 well, located in eastern part of field, to be drilled following 4 and 5
- Preliminary planning underway for possible exploration well on Antelope Deep prospect
- » Scope of Concept Select studies being considered by JV:
  - Likely to include both greenfield standalone and integrated LNG developments concepts

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# Resource requirements and value maximisation of expansion trains

#### » NW Hub train:

- OSH estimates ~2 tcf 1P (4 tcf 2P) required to underpin development decision
- Expansion is commercially attractive even based on shorter duration LNG contracts
- » Gulf Hub train economics also attractive:
  - OSH assessment:
    - ~ 3 tcf 2P for 1 PNG LNG-sized (3.45 mmtpa) train, ~7 tcf 2P for 2 trains
    - ~ 5 tcf 2P for 5 mmtpa train
- Targeting final investment decisions by end 2016, with progressive delivery of additional trains 2019 – 2022
- » Train sizing and start-up dates dependent on extent of cooperation



### **OSH's role in future developments**

- » Unique opportunity over next 12 months to drive optimal development plan, through promoting cooperation agenda:
  - Extensive equity interests spanning sources of expansion gas
  - Alignment with PNG Government
- » Leverage OSH's unique local knowledge and PNG LNG experience through role in upstream development:
  - OSH operates Associated Gas Fields, which contribute ~20% of PNG LNG Project gas as well as liquids export system
  - Successfully delivered key components of PNG LNG infrastructure
  - Key role supporting PNG LNG operator in Government and landowner negotiations
- » ~US\$3 billion of potential capital cost savings and ~two years of production acceleration from cooperation

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### **Strategy 3: Pursue high value opportunities**

- Renewed focus on resource replacement, given step change in production and resource conversion with PNG LNG Project startup
- Exploration programmes to target 150% resource replacement (five year rolling average)
- Significant exploration upside remains in PNG, with only half of PNG's estimated full potential of 10 bnboe discovered so far
- » New Ventures will focus on:
  - PNG growth opportunities
  - Development of international material oil exploration opportunities to support longer term growth:
    - Any new entries will be disciplined and assessed against high returning PNG growth assets
- Total exploration and appraisal budget (PNG & international) for 2015–2016 of US\$350-450m pa
  - Spend focus is in PNG with clear short and medium term programme





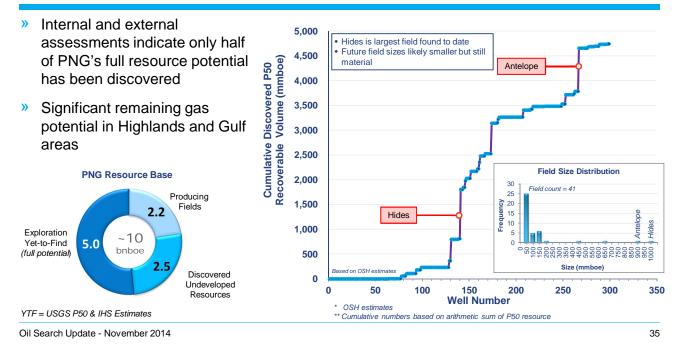
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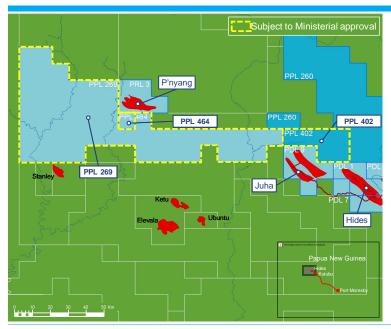


### **PNG exploration running room**





### NW Highlands – 11tcf unrisked potential





- » NW Highlands contains mix of undeveloped resource plus material running room:
  - Lead inventory currently contains ~11 tcf unrisked, 1.5 tcf on risked basis
  - Potential exploration targets with average prospective pool sizes in 700bcf range
- » Seismic taking place in 2014 / 2015, to mature prospects for drilling in 2015/16:
  - Includes Juha North area segment (not within PNG LNG Project), gas proven with significant potential upside, but appraisal necessary
- OSH has expanded NW Highlands acreage footprint\*:
  - 50% in PPL 464, south of P'nyang field
  - 100% in PPL 402, north of Hides and Juha fields
- 10% interest in PPL 269
- » New infrastructure continues to open up new areas to exploration

\*Subject to Ministerial Approvals

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### International exploration



- » International focus:
  - Appraising high potential OSH operated Taza oil discovery
  - Measured pursuit of material, high returning liquids-prone opportunities, with long term running room
- » Leverage strong regional relationships and skills base to further develop focused international portfolio
- » Pace dependent on availability of high reward opportunities relative to timing of PNG capital commitments

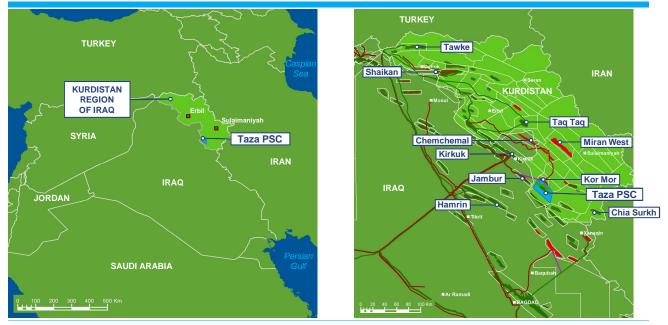
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### Oil discovery at Taza, Kurdistan Region of Iraq: Comprehensive appraisal underway





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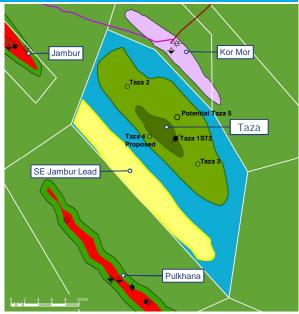
### **Comprehensive appraisal of Taza**

- » 2014-15 focus on defining field size and maximising value
- » Appraisal programme:
  - » >600km<sup>2</sup> of 3D seismic (includes SE Jambur lead) ~70% complete
  - » Taza 2 oil proven 10km NW of Taza 1: testing 4Q14/1Q15
  - » Taza 3 to prove SE extent
  - » Taza 4 to test highly fractured zones on West flank, due to spud 2Q15
- » Further drilling dependent on results
- » Extended Well Test planned in mid-2015
- » Declaration of Commerciality expected 4Q15

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### Strategy 4: Lead PNG sustainability

- Social responsibility, sustainable development and enduring » government and community relationships integral to OSH's historic and future success
- » OSH has a comprehensive series of social programmes to help government and communities address social and economic challenges across infrastructure, education and health, including:
  - Working with Government to lead development of PNG's oil and gas sector
  - Ensuring PNG LNG benefits commitments are delivered
  - Facilitating delivery of key infrastructure projects (OSH manages >US\$200m of projects on behalf of Government)
  - Oil Search Health Foundation (second largest health service provider in PNG)
  - Delivery of power solutions in PNG
- Managing PNG country issues critical to preserving OSH value, generating growth and maintaining our social licence to operate









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## Strategy 5: Enhance organisational capability 0il Search

- » Strategic Review has highlighted importance of PNG to OSH's future value growth
- » Organisational changes will take place to manage programmes needed to deliver growth
- » Several senior managers will be based in PNG
- Will deliver significant management depth to address key challenges in-country, understanding of in-country issues and assist development of deeper relationships with key PNG stakeholders
- » Will facilitate senior management development and succession planning
- » Board has appointed consultant to undertake gap analysis and help steer succession planning

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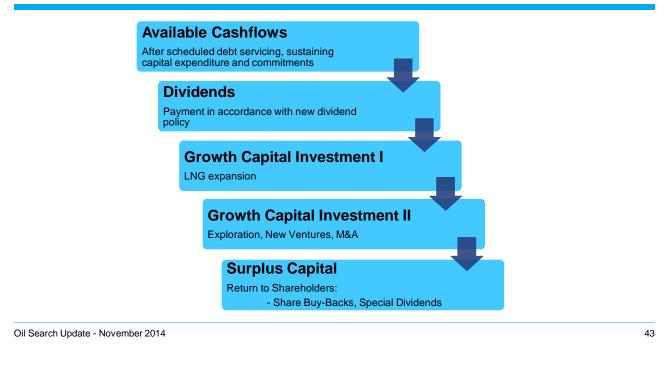
### **Strategy 6: Optimise capital management**



- » Key objective is to ensure all future growth opportunities can be fully funded and financial flexibility maintained while also sharing profits from PNG LNG Project with shareholders
- » Balance sheet (gearing and liquidity) to be conservatively managed
- Anticipate that future LNG trains in PNG will be funded utilising project financing. MENA growth from internal funding sources (cash and corporate borrowings):
  - Project finance assumes conservative 60:40 debt:equity (70:30 for PNG LNG Project)
- » No hard gearing target but expect gearing not to materially exceed 30 June 2014 level (~ 45%)

### **Cash Flow Priorities**





### **OSH's new dividend policy**

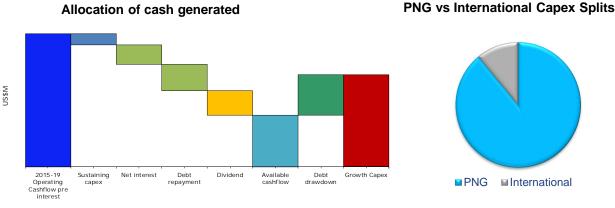


- »Oil Search to adopt a proportional dividend policy, commencing with 2014 final dividend:
  - Target dividend payout ratio of 35% 50% of core net profit after tax\*
  - Payout ratio will be reviewed in event of substantial rise or fall in oil prices
  - Dividend reinvestment plan to be suspended, commencing with 2014 final dividend

### Forecast application of free cash-flow, 2015 - 2019

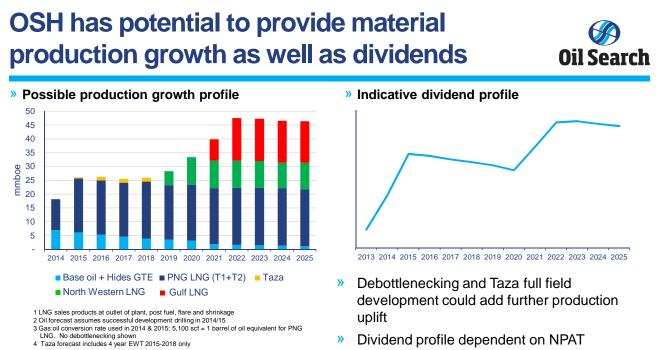


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- Expect to generate ~US\$1.5bn pa in operating cash flow before interest over next five » years\*
- » OSH has low sustaining capex requirements, <US\$650m over 5 year period (2015-2019)
- » OSH can fully fund a three train LNG expansion as well as provide significant dividends

\* Based on flat Brent oil price of US\$90/bbl. Forecasts assume a three train LNG expansion Oil Search Update - November 2014



Dividend profile dependent on NPAT **»** 

### Summary



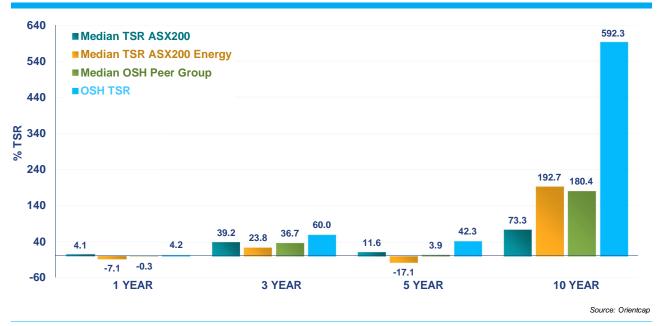
- » Board has endorsed OSH's vision and strategic objectives:
  - Generate top quartile returns for shareholders through excellence in socially responsible oil and gas exploration and production
- » Review has confirmed OSH has high-returning growth opportunities in PNG, with enough gas in existing portfolio to support at least two and, with modest drilling success, three additional LNG trains:
  - Potential to double production again between 2015 and early 2020s and drive continued top quartile performance with significant remaining exploration upside
- » Potential PNG LNG T1 & T2 debottlenecking is highest returning opportunity in OSH's portfolio
- » Measured pursuit of high returning oil opportunities internationally, to add to long term growth
- » Expansion of PNG sustainability programmes
- » Organisational changes to address PNG relationships, structured succession planning
- » Sufficient funding available for both growth and dividends

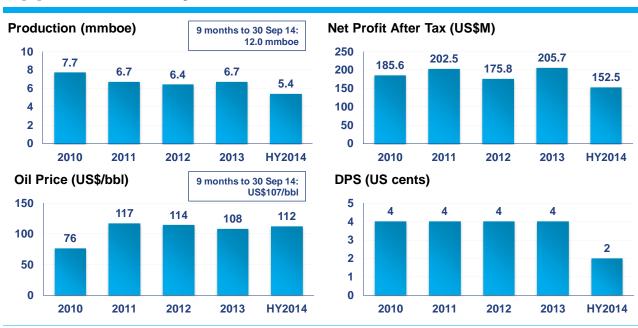
### **OSH IN BEST POSITION IN ITS 85 YEAR HISTORY**

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### **Appendix 2: Key metrics**

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### **Appendix 3: Treasury update**

- » New bilateral revolving facilities totalling US\$250 million established during 1H14
- » Total liquidity of US\$1,295 million at 30 September comprising US\$595 million cash, US\$500 million undrawn nonamortising corporate revolving facility and US\$200 million available under US\$250 million bilateral facilities
- » US\$4.14 billion (OSH share) drawn down under PNG LNG Project finance facility
- » 2014 interim unfranked dividend of two US cents per share, fully funded via underwritten DRP



2012

2013

2010

2011

3Q 2014

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### Appendix 4: FY 2014 guidance summary



Production	
Oil Search operated (PNG Oil and Gas)	6.5 – 6.9 mmboe <sup>1</sup>
PNG LNG Project	
LNG	49 – 57 bcf
Liquids	1.8 – 2.0 mmbbl
Total PNG LNG Project	11.5 – 13.1 mmboe <sup>1</sup>
Total Production	18 – 20 mmboe
Operating Costs	
Production costs	US\$12 – 15 / boe
Other operating costs <sup>2</sup>	US\$130 – 150 million
Depreciation and amortisation	US\$13 – 15 / boe

Numbers may not add due to rounding

<sup>1</sup> Gas volumes have been converted to barrels of oil equivalent using an Oil Search specific conversion factor of 5,100 scf per boe, which represents a weighted average, based on Oil Search's reserves portfolio, using the actual calorific value of each gas volume at its point of sale. The change to a specific boe conversion factor more closely reflects the energy content of the Company's gas reserve portfolio compared to the previous conversion factor of 6,000 scf per boe.

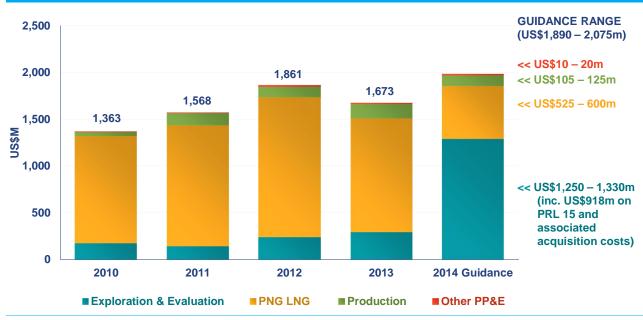
<sup>2</sup> Includes Hides GTE gas purchase costs, royalties and levies, selling and distribution costs, ing operating costs, corporate administration costs (including business development) and inventory movements.

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### Appendix 5: Investment outlook 2014

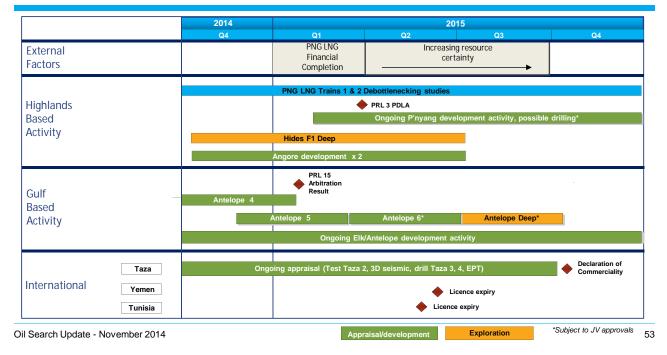


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### Appendix 6: Key milestones 2014-15







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