

# 2014 Full Year Results

February 2015



**Oil Search**



**Oil Search Limited**  
ARBN 055 079 868

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

[www.oilsearch.com](http://www.oilsearch.com)



**Oil Search**

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**2014 Highlights**

**Peter Botten**

Financial Overview

Stephen Gardiner

PNG Production

Paul Cholakos

Gas Development

Ian Munro

Exploration/Appraisal

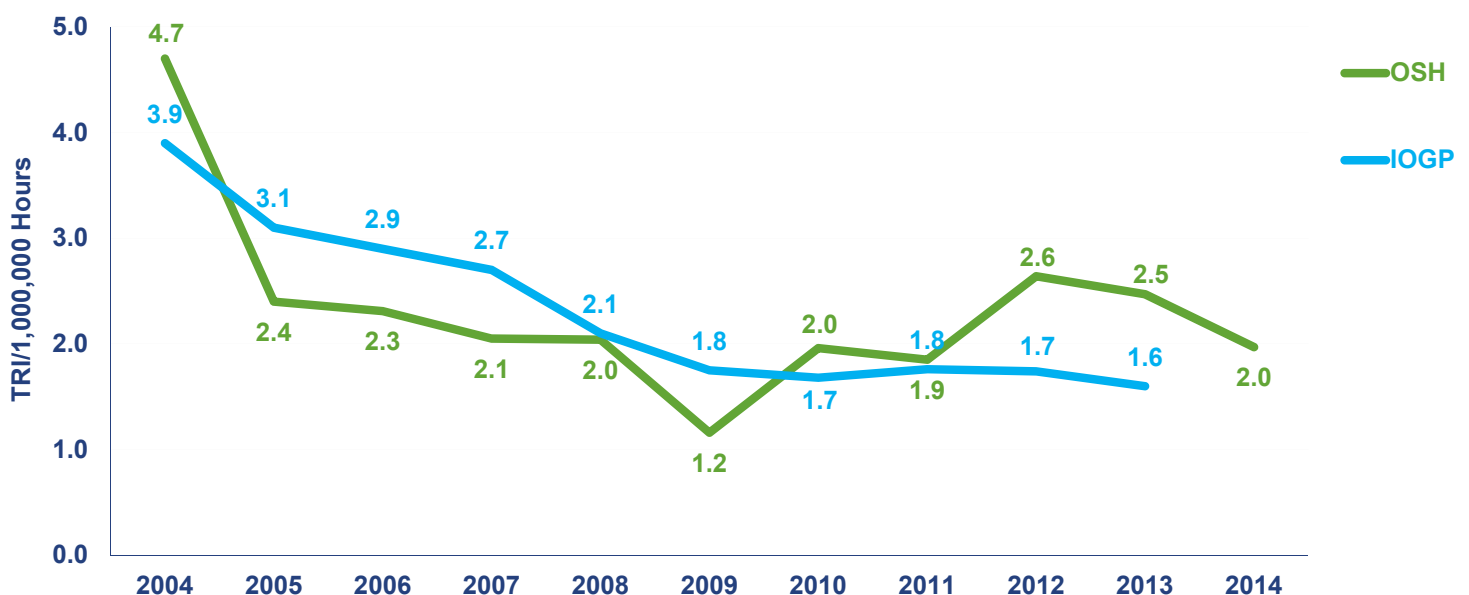
Julian Fowles

Outlook & Summary

Peter Botten

## Safety performance

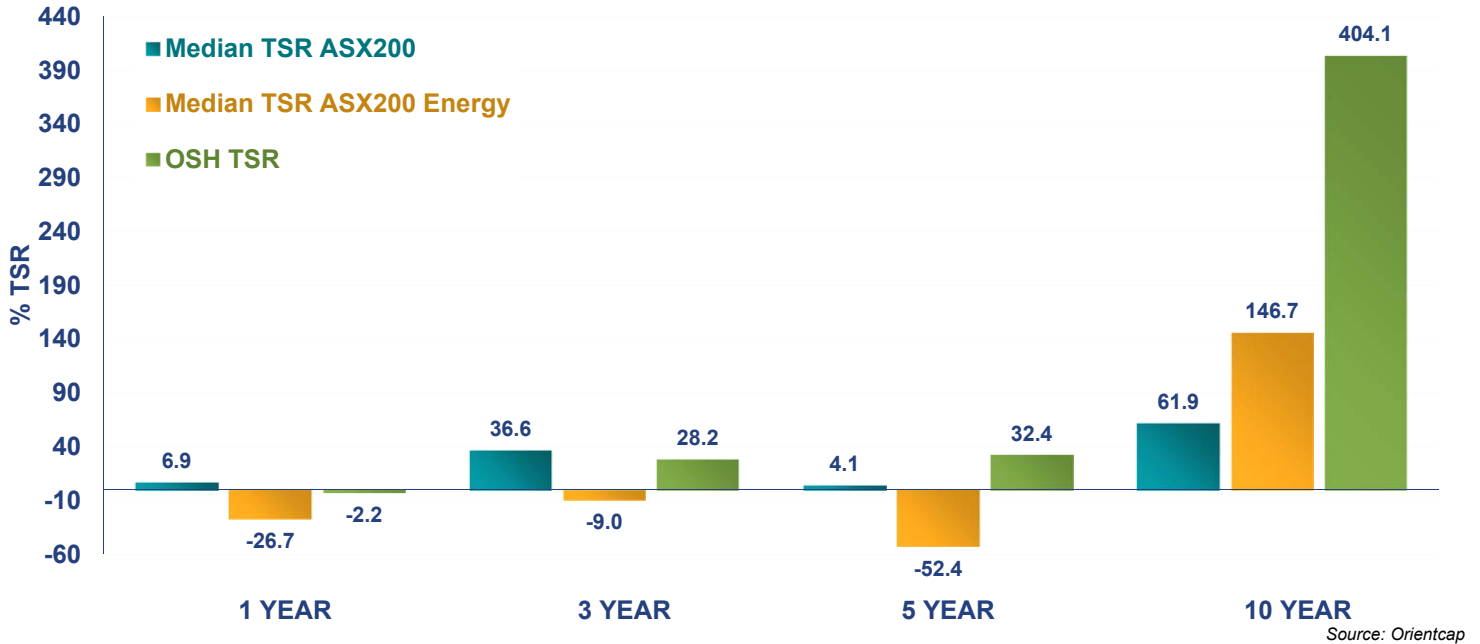
### Total Recordable Injury Rate of 1.97 for 2014





# TSR Performance

## Relative TSR to 31 December 2014



# 2014 - transformational year for Oil Search



- » Successful delivery of landmark PNG LNG Project:
  - Smooth Project start-up and ramp-up ahead of expectations
- » Significant progress on positioning for next phase of gas development in PNG:
  - Highlands Hub
    - P'nyang LNG expansion and domestic power MOU
  - Gulf Hub
    - PRL 15 acquisition
    - Potential new LNG development opportunity in PNG
- » Completion of Strategic Review in October:
  - Reassessment of recommendations in light of decline in oil prices now complete
  - Sound fundamentals with enhanced focus on LNG growth and maintaining stable operating environment





## 2014 Financial Highlights

- » Production up 186%, from 6.7 mmboe to 19.3 mmboe:
  - All time high for OSH, reflecting PNG LNG Project start-up plus solid performance from oil fields
- » Reported NPAT (including impairments) up 72% to US\$353.2 million. Core profit (excluding impairments) up 135% from US\$205.7 million to US\$482.8 million, highest profit in Company's history
- » Final unfranked dividend of 8 cents per share plus special dividend of 4 cents per share. With 2 cent interim, takes 2014 full year dividend to 14 cents per share:
  - Up 250% on 2013
  - 44% dividend payout ratio on 2014 core profit
- » Strong balance sheet and liquidity position at year end:
  - Excellent position to support high returning growth projects



## Response to new oil price environment

- » Oil Search in good shape to manage low oil and gas price environment, but prudent to reduce discretionary spend and focus on support for high returning LNG expansion and development and PNG country stability initiatives
- » With production profitable even at current oil prices, good opportunity to recalibrate business, to improve efficiencies, sharpen fiscal discipline and underscore investment returns
- » 2015 work programmes re-prioritised:
  - Reduce capex, with cuts primarily in exploration, other non-gas discretionary spend
  - Reduce 2015 opex
  - Actively engage with contractors to further reduce costs by targeted 15 – 25%
  - Defer activities not required for safety or priority projects
  - Monitor market for distressed sellers or opportunities for expansion with low cash commitments
- » Existing proportional dividend policy, with 35 - 50% core NPAT payout ratio, remains appropriate



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## 2014 Financial Highlights

	2014	2013	
Sales volume (mmbob)	17.76	6.73	↑
Sales revenue (US\$m)	1,610.4	766.3	↑
EBITDAX <sup>1</sup> (US\$m)	1,257.0	552.6	↑
Net profit after tax (US\$m)	353.2	205.7	↑
Core profit <sup>1</sup> (US\$m)	482.8	205.7	↑
Operating cash flow (US\$m)	992.3	366.8	↑
Investment expenditure (US\$m)	1,877.0	1,673.4	↑
Earnings per share (US cents)	23.84	15.36	↑
Final dividend (US cents)			
- Ordinary	8.0	2.0	↑
- Special	4.0	0.0	↑

» Sales and earnings growth reflect start-up of PNG LNG and strong contribution from PNG oil operations

» Net profit up 72% to US\$353.2m, core profit (excluding impairments) up 135% to \$482.8m

» Investment expenditure includes US\$918m for the PRL15 licence acquisition and US\$502m for PNG LNG development costs

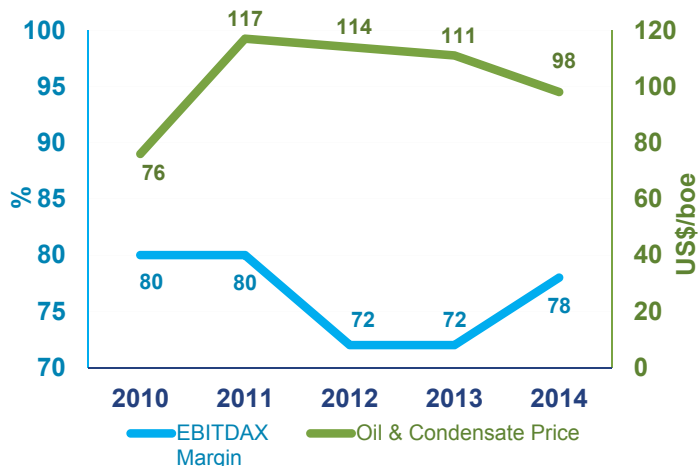
» Final ordinary dividend of eight cents, special dividend of four cents. Including interim, represents payout ratio of 44% of full year core profit

<sup>1</sup> EBITDAX (earnings before interest, tax, depreciation/amortisation, impairment and exploration) and core profit (net profit after tax before significant items) are non-IFRS measures that are presented to provide a more meaningful understanding of the performance of Oil Search's operations. The non-IFRS financial information is derived from the financial statements which have been subject to audit by the Group's auditor.

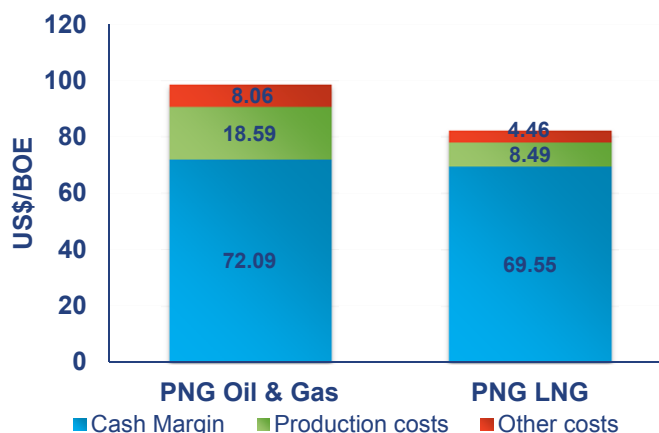


# Operating Margins

## EBITDAX Margin



## Cash Margin by Asset



- » Average realised oil and condensate price of US\$97.79 per barrel
- » EBITDAX margin up due to PNG LNG impact

- » PNG oil and gas cash margins remain healthy but impacted by rapid downturn in oil prices in 4Q14
- » PNG LNG Project delivered strong cash margins from rapid ramp-up to full production capacity

# 2014 Financial Performance



US\$m	2014	2013
Revenue	1,610.4	766.3
Costs of production	(267.9)	(179.2)
Other costs	(85.5)	(34.4)
<b>EBITDAX<sup>1</sup></b>	<b>1,257.0</b>	<b>552.6</b>
Depreciation and amortisation	(252.7)	(50.2)
Exploration costs expensed	(109.1)	(107.4)
Impairment	(180.6)	-
Net finance costs	(129.6)	(15.2)
<b>Profit before tax</b>	<b>584.9</b>	<b>379.8</b>
Tax	(231.8)	(174.1)
<b>Net profit after tax</b>	<b>353.2</b>	<b>205.7</b>
Impairment (net of tax)	129.6	-
<b>Core profit<sup>1</sup></b>	<b>482.8</b>	<b>205.7</b>

- » Revenue up 110%, driven by LNG and condensate sales from PNG LNG Project
- » Higher costs of production, other costs and DD&A mainly due to commencement of PNG LNG production in April, partly offset by build-up of PNG LNG inventory
- » Exploration costs expensed include two near-field exploration wells
- » Impairment losses mainly relate to exploration and evaluation assets
- » Higher finance costs due to expensed interest for PNG LNG borrowing costs following start-up
- » Effective tax rate of 39.6% on NPAT, core profit effective tax rate of 36.9%

Note: Numbers in table may not add due to rounding

<sup>1</sup> EBITDAX (earnings before interest, tax, depreciation/amortisation, impairment and exploration) and core profit (net profit after tax before significant items) are non-IFRS measures that are presented to provide a more meaningful understanding of the performance of Oil Search's operations. The non-IFRS financial information is derived from the financial statements which have been subject to audit by the Group's auditor.

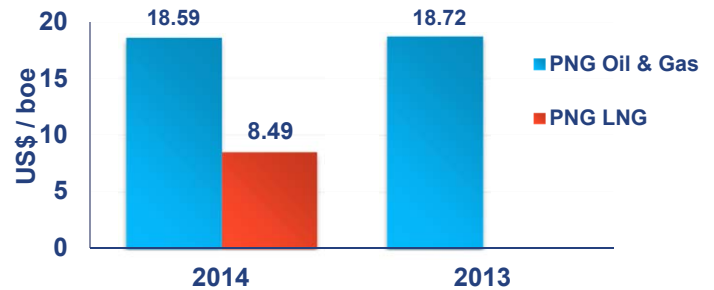


# Costs of Production

US\$m	2014	2013
<i>Production costs:</i>		
- PNG LNG	103.6	-
- PNG Oil and Gas	131.6	126.2
- Other	0.2	0.2
	<b>235.4</b>	<b>126.4</b>
Royalties and levies	19.7	12.6
Gas purchases	39.3	37.1
Inventory movements	(26.5)	3.1
<b>Total costs of production</b>	<b>267.9</b>	<b>179.2</b>

- » Slightly higher PNG Oil and Gas production costs, mainly due to asset integrity and risk reduction programmes undertaken on crude facilities and pipelines
- » PNG oil and gas unit production costs slightly lower due to strong production from Kutubu
- » Better than expected unit cost for PNG LNG in first year of operation, due to faster than anticipated production ramp-up
- » Large inventory movement due to build-up of LNG inventories (four cargoes in transit at year end)

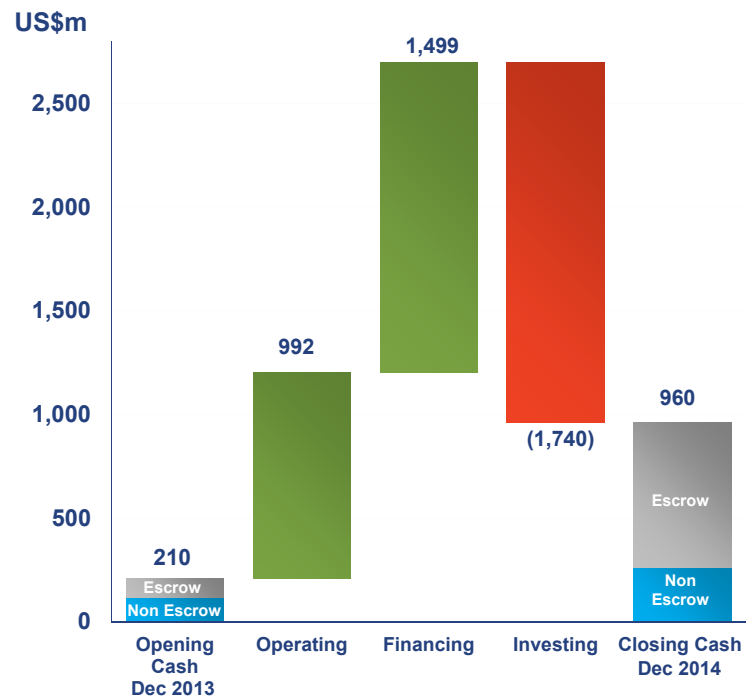
### Unit production costs



# Cash Flows



- » Strong operating cash flows reflect first year of receipts from PNG LNG
- » Financing includes US\$1.1bn share placement to PNG Government and share purchase plan proceeds of US\$169.5m
- » US\$283.5m drawn under PNG LNG Project finance facility, partially offset by net repayment of US\$50.0m under corporate revolving facilities
- » Dividends funded with proceeds from underwritten DRP
- » Investment spend driven by PRL 15 acquisition and PNG LNG development

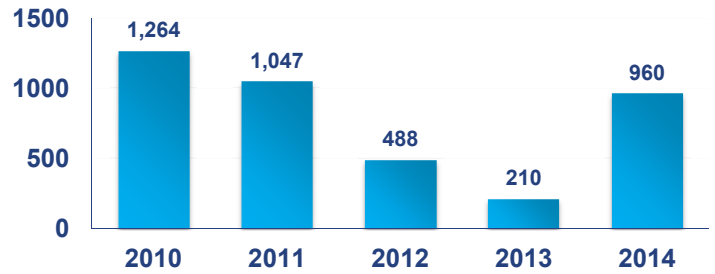




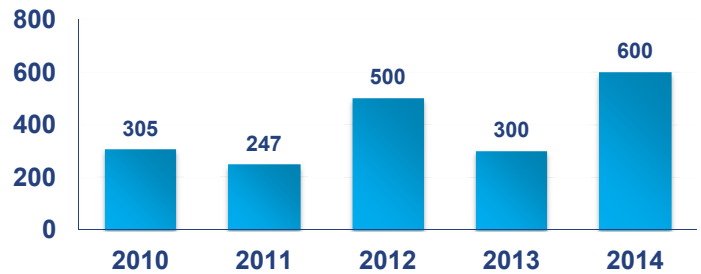
# Treasury Update

- » Robust liquidity position at 31 December 2014 of \$1.56 billion:
  - US\$960m cash (incl. US\$804m PNG LNG escrowed cash)
  - US\$100m available under US\$250m bilateral facilities
  - US\$500m non-amortising corporate revolving facility undrawn
- » Total debt of US\$4.41bn, including US\$4.26bn (OSH share) drawn down under PNG LNG Project finance facility and US\$150m under bilateral facilities
- » PNG LNG Project financial completion achieved in February 2015, releasing US\$854m from PNG LNG escrowed accounts
- » 2014 final unfranked ordinary dividend of eight US cents per share and special dividend of four US cents per share

Cash (US\$m)



Corporate Facilities Available (US\$m)



# Revisions to 2015 Operating Plans

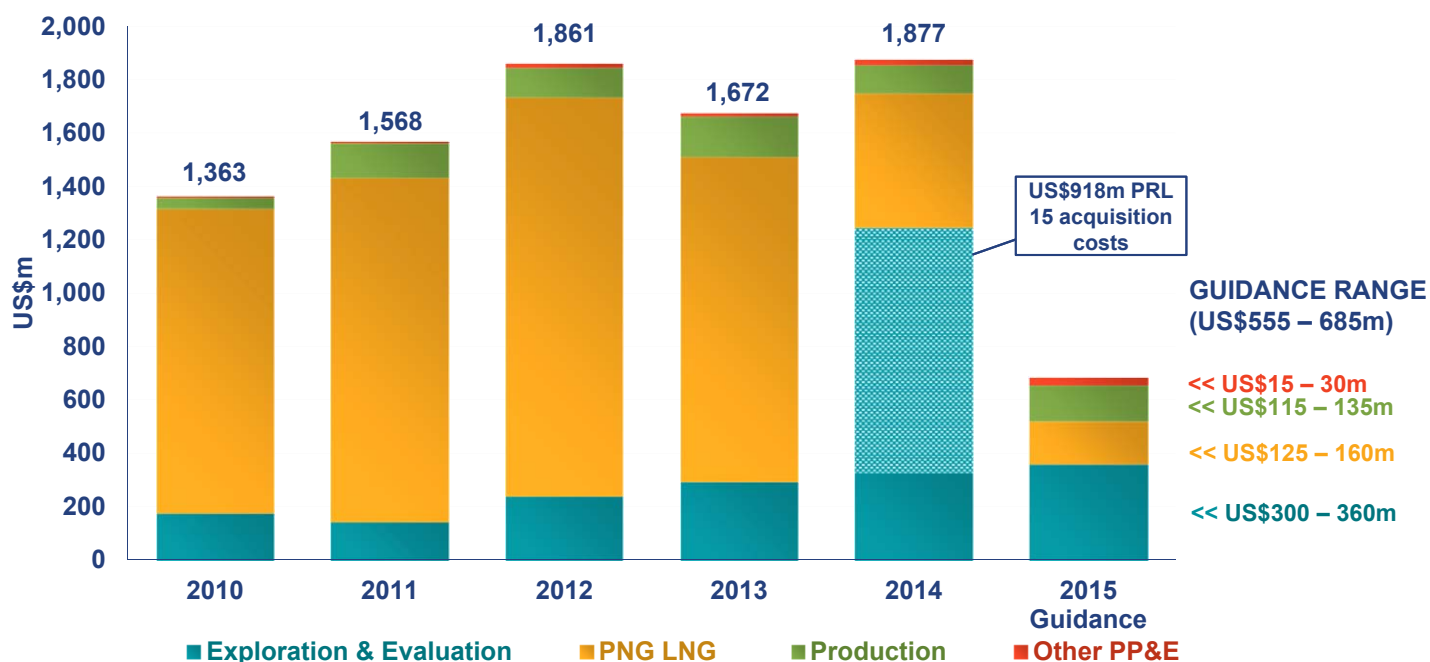
- » Operating margins still healthy under low price environment
- » 2015 operating plans revised from initial plans given sharp downturn in oil prices
- » Focus on economically robust LNG growth projects in PNG:
  - PNG LNG debottlenecking
  - PNG LNG expansion opportunities
  - Progress towards FID on Elk/Antelope fields
- » Maintain focus on production optimisation and improved reliability across oil operated assets
- » Discretionary expenditures reduced or deferred and major supplier contracts being renegotiated
- » Headcount freeze on non-growth activities and further review of resourcing requirements to be undertaken

2015 Spending Cuts

PNG Oil and Gas production costs	~20%	↓
Exploration and evaluation spend	~25%	↓
Production capital	~20%	↓
Corporate capital	~40%	↓



# 2015 Investment Outlook



# 2015 Guidance Summary

Production	
Oil Search operated (PNG Oil and Gas)	6 – 7 mmmboe <sup>1,2</sup>
PNG LNG Project	
LNG	88 – 91 bcf
Liquids	2.8 – 3.0 mmmboe
Total PNG LNG Project	20 – 21 mmmboe <sup>1</sup>
<b>Total Production</b>	<b>26 – 28 mmmboe</b>
Operating Costs	
Production costs	US\$10 – 12 / boe
Other operating costs <sup>3</sup>	US\$145 – 165 million
Depreciation and amortisation	US\$13 – 14 / 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.

<sup>2</sup> Includes South East Gobe gas sales.

<sup>3</sup> Includes Hides GTE gas purchase costs, royalties and levies, selling and distribution costs, rig operating costs, corporate administration costs (including business development) and inventory movements.

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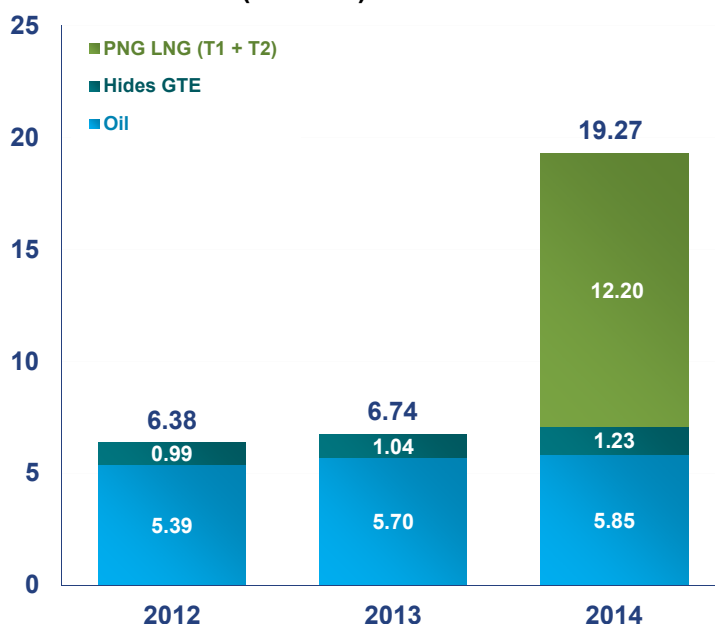
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## 2014 production nearly triple 2013 levels, driven by PNG LNG Project

- » Total production for 2014 of 19.3 mmboe:
  - Within 18 – 20 mmboe guidance range
  - PNG LNG Project contributed 12.2 mmboe (10.2 mmboe LNG plus 2.0 mmboe liquids)
  - Oil fields and Hides GTE contributed 7.1 mmboe, above expectations

**Net Production (mmboe)**

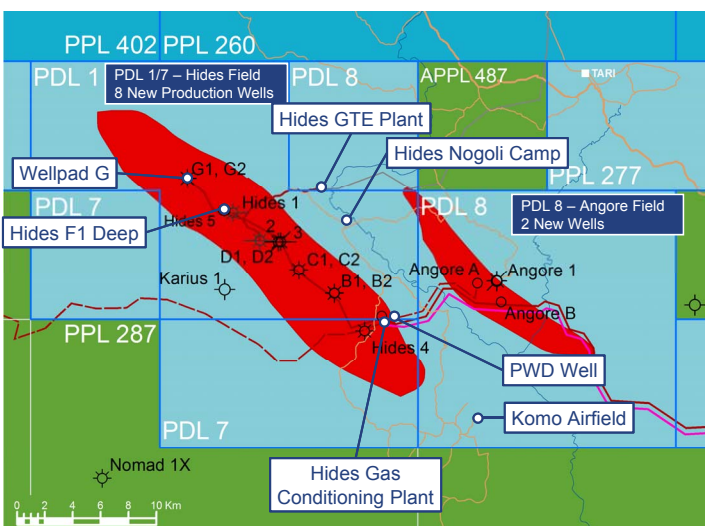


# PNG LNG Project – delivered on time and within revised budget

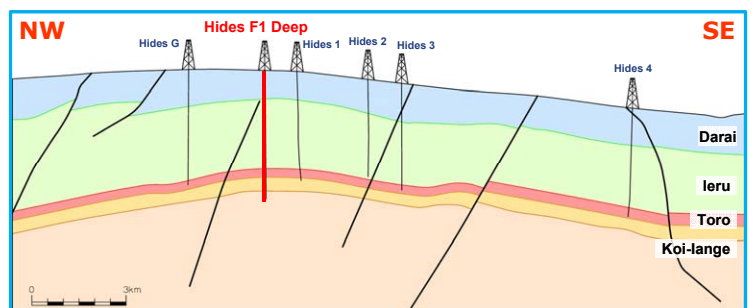
- » PNG LNG Project condensate production commenced late March, with LNG production from Train 1 in April and Train 2 in May
- » Sales of new Kutubu Blend, comprising Hides liquids and oil field production, commenced in April
- » First LNG shipment in May:
  - Cargos sold initially on spot market, all long term contract sales (6.6 MTPA) had commenced by end 2014
- » Both trains now operating at or above nameplate capacity of 6.9 MTPA
- » Total development cost of US\$18.8 billion
- » Operational and financial completion achieved in February 2015



# PNG LNG development drilling ongoing

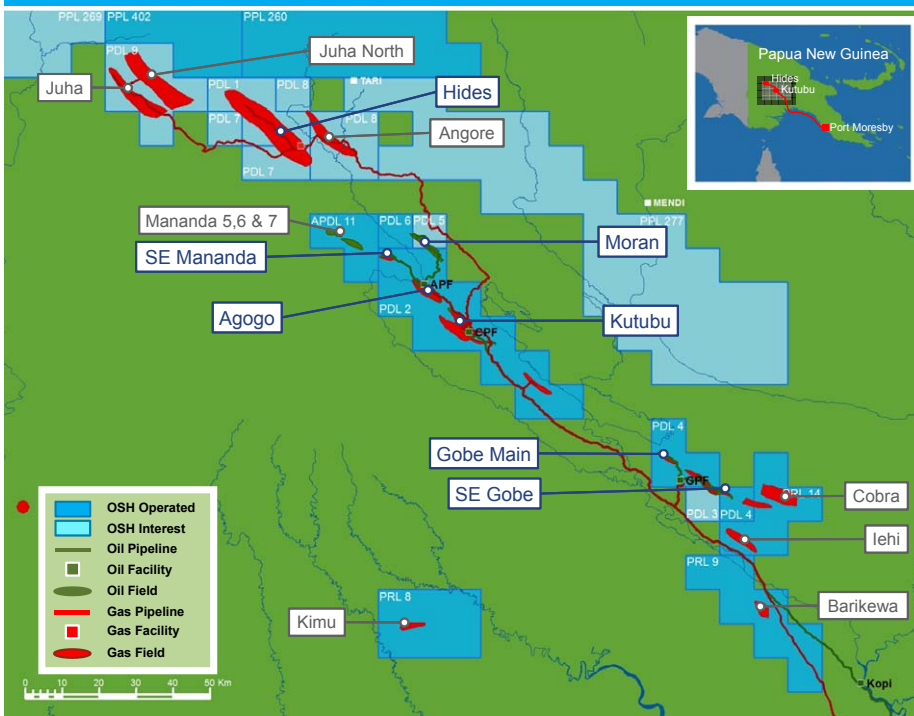


- » Solid production being achieved from Hides development wells
- » Hides F1 (Hides Deep) development/exploration well spudded 4Q14:
  - Penetrated producing Toro reservoir, as expected
  - Drilling ahead to Koi lange exploration target
- » First development well on Angore field, Angore B1, spudded 4Q14:
  - Angore B1 suspended
  - Angore A1 to spud shortly





# Strong performance from operated oil fields



- » 2014 oil and Hides GTE production of 7.1 mmboe
- » Continued strong contributions from Kutubu and Moran fields following successful drilling in 2012-14:
  - Reflected in 23.2 mmbbl gross 1P EUR oil reserves upgrade at end 2014
- » Further success in development of Agogo forelimb (Agogo 7)
- » Oil production not impacted by start-up of PNG LNG gas deliveries

# Reserves and Resources at 31 December 2014



## » Key changes:

- **2P oil and condensate reserves ↑ 2%:**
  - +10.7 mmbbl at Kutubu, Agogo and Moran following NSAI audit
  - -7.8 mmbbl 2014 production
- **2C contingent oil & condensate resources ↓ 8%:**
  - -6.9 mmbbl at Mananda based on analysis of recent well data
- **2P gas reserves ↓ 4%:**
  - -53.2 bcf 2014 production,
  - -35.5 bcf change in Hides GTE, to reflect OSH PDL 1 equity
- **2C contingent gas resources ↑ 54%:**
  - +1.21 tcf at PRL 15, reflecting acquisition
  - +79 bcf at Flinders, following analysis of 2013 well data
  - -65.7 bcf at Mananda

	At end Dec 2014	Oil and condensate (mmbbl)	% change	Gas (bscf)	% change
2P Reserves	95.9	↑ 2%	2,282.00	↓ 4%	
2C Resources	77.7	↓ 8%	3,529.50	↑ 54%	
<b>Total</b>	<b>173.6</b>	<b>↓ 3%</b>	<b>5,811.60</b>	<b>↑ 25%</b>	

\* Since 2011, nearly 50 mmbbl gross (27 mmbbl net) added to 1P Expected Ultimate Recoveries from key PNG producing oil fields

\* Based on 2014 production of 19.3 mmboe, 1P reserves life of 19 years and 2P reserves life of 28 years



# Action plan for 2015

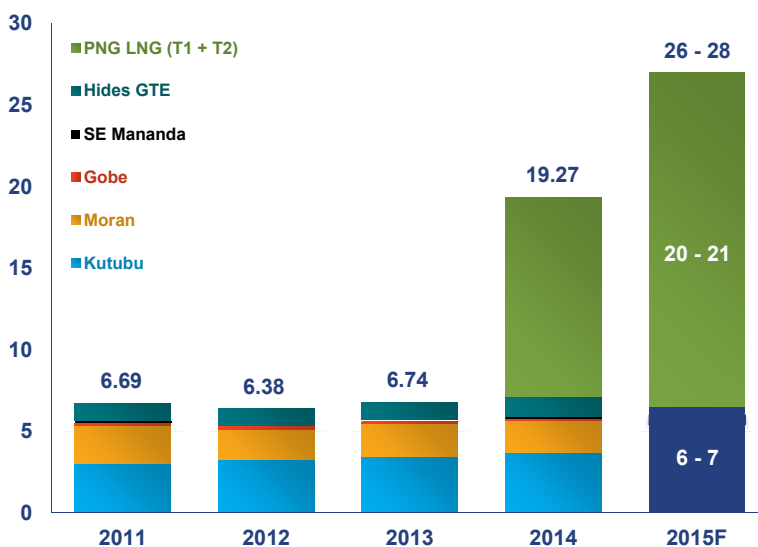
- » Safe, reliable production of oil and gas remains key priority
- » PNG LNG Project and oil fields remain profitable at current oil prices
- » Revision of 2015 capital and operating cost budgets in light of lower oil prices
- » Ongoing oil development drilling programme, designed to maximise oil recovery, plus production optimisation initiatives, with focus on reliability, well integrity and process safety:
  - Moran 16 (MB), NW Moran Sidetrack and ADD 1 (Agogo) workover
  - Comprehensive surveillance and reservoir management activities
- » PNG LNG OSH deliverables:
  - Continued delivery of Kutubu and Gobe Main gas
  - Continued operation of liquids export system via Kumul Marine Terminal
  - Support operator in studying debottlenecking opportunities for PNG LNG – potential to deliver incremental value



# 2015 production outlook

- » Production from operated oil fields and Hides GTE: 6 – 7 mmboe
- » PNG LNG (first full year of production): 20 – 21 mmboe
  - » ~18 mmboe LNG and 3 mmboe liquids
  - » Potential upside from initial debottlenecking opportunities
- » 2015 total production: 26 – 28 mmboe

## Net Production (mmboe)



1 LNG sales products at outlet of plant, post fuel, flare and shrinkage

2 Oil forecast assumes successful development drilling in 2015

3 Gas:oil conversion rate used in 2014 & 2015: 5,100 scf = 1 barrel of oil equivalent (prior years 6,000 scf/boe)



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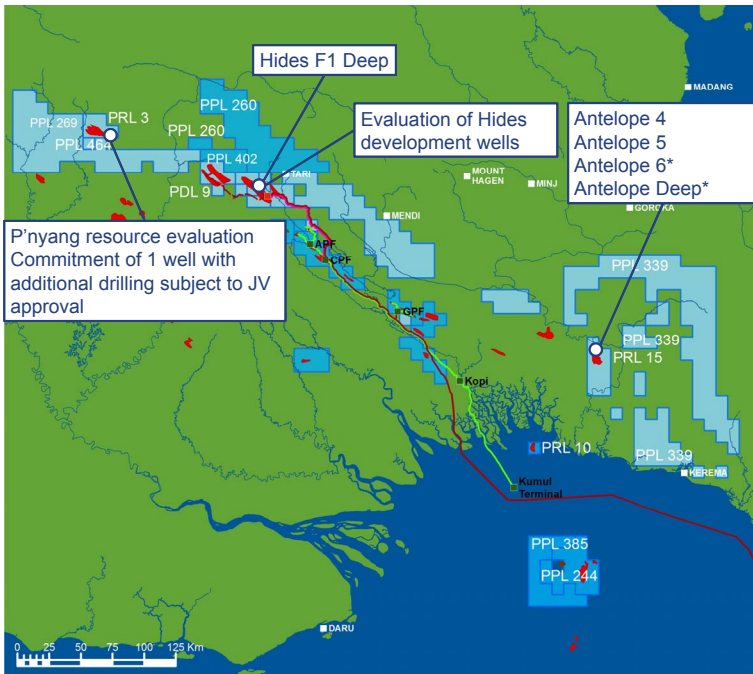
## Commercialising PNG's undeveloped gas remains key focus for OSH

- » PNG LNG Project has delivered strong platform for growth
- » PNG can deliver at least two more LNG trains underpinned by existing undeveloped resources and third train with modest drilling success
- » Two key resource hubs, in which OSH holds strong positions, will supply next phase of development:
  - North Western Hub (P'nyang field)
  - Gulf Hub (Elk/Antelope fields)
- » Based on OSH's revised oil price expectations and cost assumptions, expansion and standalone opportunities both remain economically attractive
- » Multiple exploration opportunities remain, to potentially provide backfill gas or additional trains
- » Delivery of near term additional trains is common objective for industry, communities and Government
- » OSH well positioned to play key role to ensure optimum development outcome for all stakeholders



Images courtesy ExxonMobil

# Gas resource evaluation ongoing in NW Highlands and Gulf



- » Key resource evaluation activities currently underway:
  - Structural remapping and reservoir modelling based on information from Hides development wells commenced in 2014. Will help further constrain Hides resource
  - Hides F1 well – material Koi lange exploration target underlying Hides field, currently drilling towards target
  - P'nyang: initial preparations for further drilling to assess resource potential
  - Antelope 4 and 5 appraisal wells – will likely establish whether resource can underpin one or two trains
  - Antelope 6 (to assess resource upside) and Antelope Deep (exploration well) to be drilled in 2015, both wells subject to JV approval
- » Resource clarity will determine progression through to Concept Select/pre-FEED/FEED

# LNG expansion and power MoU signed



- » ExxonMobil PNG Limited (as operator of PNG LNG and PRL 3) and PNG Government signed MoU in January 2015:
  - P'nyang to provide long term gas resources to support domestic power and potential PNG LNG Project expansion
  - Commitment made for additional P'nyang appraisal drilling
  - Timetable set to reach FEED and FID milestones for expansion train
- » PDL application on P'nyang field submitted in February, award expected in early 2015
- » Preliminary interpretation of recently acquired seismic and core data has been positive. Subject to further appraisal drilling and technical studies, 2C contingent resource could increase materially
- » Near term appraisal drilling will help further constrain 1C and 2C resource in P'nyang



- » Arbitration outcome:
  - Complex, non-unanimous decision
  - Finalising joint venture management issues
- » Antelope 4 spudded in September:
  - Located 1 km south of Antelope 2
  - Testing southern part of structure
  - Drilling suspended due to rig issues
- » Antelope 5 spudded in December:
  - Located 1.8km west of Antelope 2
  - Testing western extent of structure
  - Provisional top reservoir ~50m high to OSH prognosis
- » Probable Antelope 6 well, located in eastern part of field, to be drilled following 4 and 5 (subject to JV approval)
- » Preparations underway for exploration well on Antelope Deep prospect (subject to JV approval)
- » 2015 focus is to complete resource evaluation, select development concept and move into pre-FEED

## Gas development summary

- » Gas expansion remains key focus for OSH. Potential developments are attractive, even under revised oil price scenario
- » 2015 budget restructured to ensure gas growth activities fully supported
- » Undeveloped gas in existing portfolio can support at least two additional LNG trains in PNG. With modest exploration/appraisal success during 2015, third additional train possible
- » OSH intends to be a leader in next phase of development, working closely with Government, partners and communities
- » Significant longer term resource and train upside through exploration





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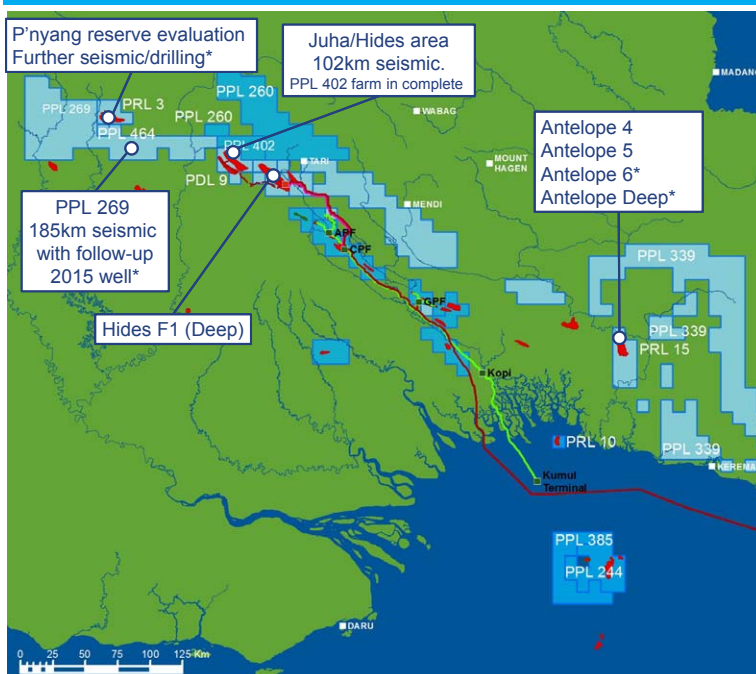
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## PNG exploration activities in 2015

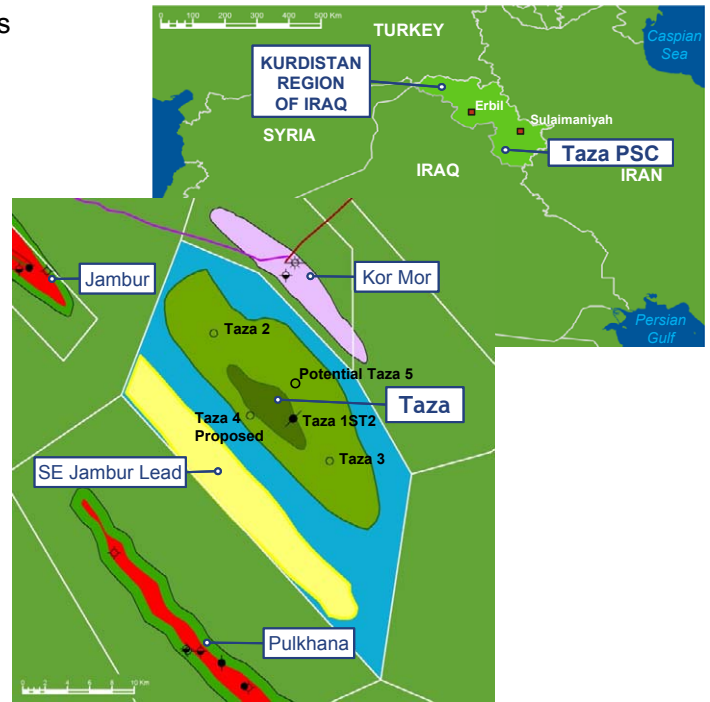


- » 2015 PNG exploration and evaluation capital expenditure expected to be US\$180 – 210m
- » Focus of exploration programme will be:
  - Addressing material gas prospects to support PNG LNG expansion or additional trains
    - Attractive gas opportunities in areas around PRL 3, PDL 9, PDL 1
  - Maturing targets for 2016/17 drilling
- » Key gas exploration activities in 2015:
  - Completion of Hides F1 well
  - Antelope Deep exploration well\* – planning underway for potential 2015 spud, high potential play
  - Extensive seismic programmes in NW foldbelt to mature 2016/17 drilling targets
  - One well to be drilled in PPL 269\* (Talisman-operated)



# Appraisal of Taza ongoing

- » Taza remains attractive at current oil price. Continued focus on defining field size and maximising value
- » Appraisal programme fine-tuned:
  - » 630km<sup>2</sup> of 3D seismic completed late 2014 (includes Taza and exploration lead)
  - » Taza 2 – oil proven 10km NW of Taza 1: testing underway
  - » Taza 3 – drilling ahead, will test SE extent, with deviated well
  - » Taza 4 – deviated well to test SW flank for expected fracturing, now expected to spud late 2015
- » Extended Well Test deferred to 2016



Taza PSC	WI %
Oil Search (Iraq) Limited <sup>1</sup>	60
Total E&P Kurdistan Region of Iraq (Taza) B.V.	20
Kurdistan Regional Government (KRG)	20

<sup>1</sup> Oil Search's funding interest is 75%, with the KRG's 20% interest carried by Oil Search and Total E&P Kurdistan Region of Iraq (Taza) B.V.

# Summary



- » Total exploration and appraisal budget for 2015 of US\$300-360m (~25% lower than original 2015 budget)
  - Spend focus is in PNG, with clear short and medium term programme
  - Significant exploration upside remains in PNG, only half of PNG's estimated full potential of 10 bn boe discovered so far
- » Aim to support PNG gas growth through drilling high impact exploration and appraisal wells through 2015-2016
- » Maximise value of existing international portfolio
- » New Ventures a lower priority, but current oil price environment may create attractive opportunities. Target areas:
  - PNG growth opportunities
  - Strategic international exploration/appraisal oil assets
  - Any new entries will be disciplined and assessed against high returning PNG growth assets





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## Reassessment of Strategic Review complete – focus on LNG growth unchanged

### » Review conclusions:

- OSH in strong position to manage lower oil price environment
- Proposed LNG growth projects remain attractive based on current assumptions
- Lower oil prices will impact future cash flows but with careful management, OSH can fully fund its equity share of two new gas development projects
- Industry capital cost deflation likely

### » Initiatives

- Reduce planned 2015 opex:
  - Production costs for operated assets down ~20%
  - Headcount freeze implemented, resourcing review underway to ensure workforce aligned with business priorities
  - Active engagement with contractors and suppliers on contract renegotiations
- Reduce 2015 planned capex by ~20%:
  - Exploration and evaluation spend down ~25%
  - Corporate capex down ~40%

### » Focus is to maintain top quartile returns to shareholders



# Organisational and leadership changes

- » Creation of two new EGM positions:
  - EGM, PNG Business Unit (based in PNG). Responsible for managing operated and non-operated producing assets in PNG and broadening PNG relationship base – Julian Fowles
  - EGM Technical Services (based in Sydney). Responsible for developing and deploying lead excellence in core technical functions, HSES and business systems – Paul Cholacos
- » Keiran Wulff appointed EGM, Exploration and New Business
- » Range of senior executives to transition to Port Moresby
- » External consultant appointed to help define competencies required for future executive and Company leadership – augments succession planning process
- » New operating model:
  - Four key Business Units – PNG, Gas Development, Exploration and Corporate (eg Finance, Production, Drilling and Human Resources) – with Functional support model in place

# Contributing to long-term sustainability in PNG

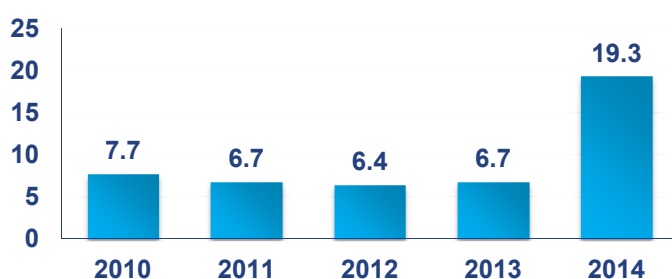
- » Government cash flows also impacted by oil price fall
- » However, landowners and community expectations have not changed
- » Partnership between State and private sector vitally important, to ensure benefits are delivered
- » Focus areas:
  - Provision of competitively priced, reliable power through recent MoU
    - Port Moresby
    - Highlands
  - Potential further power involvement by OSH:
    - Ramu Grid
    - Small scale LNG for resource projects and remote communities
  - Partnerships on infrastructure development (eg tax credit scheme)
  - Partnerships on health programmes (Health Foundation)
  - Capacity development
- » Operating and political stability essential for long term sustainability



- » PNG LNG Project delivered ahead of schedule and within revised budget:
  - Major impact on production and cash flows, even in lower oil price environment
- » 2014 Strategic Review has been updated. OSH in excellent position to recalibrate cost base and refocus business on potentially high returning growth projects:
  - Potential expansion of PNG LNG Project and Elk/Antelope developments - both have robust project economics and remain attractive
  - PNG country stability initiatives remain a priority
- » Capex and opex reductions planned, focused on reducing/deferring exploration, other discretionary items
- » Dividend pay out ratio of 35 – 50% of core NPAT unchanged
- » Strong balance sheet and ample liquidity to pursue growth

## Appendix: Key metrics

**Production (mmboe)**



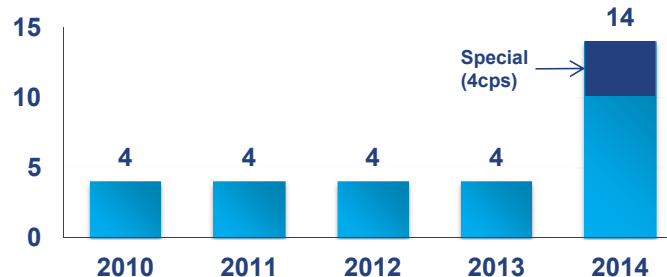
**Net Profit After Tax (US\$M)**



**Oil Price (US\$/bbl)**



**DPS (US cents)**





**Oil Search**

**Oil Search Limited**

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