

\_Lundin\_



C. Ashley Heppenstall, President & CEO; Mike Nicholson, CFO 5 February 2014

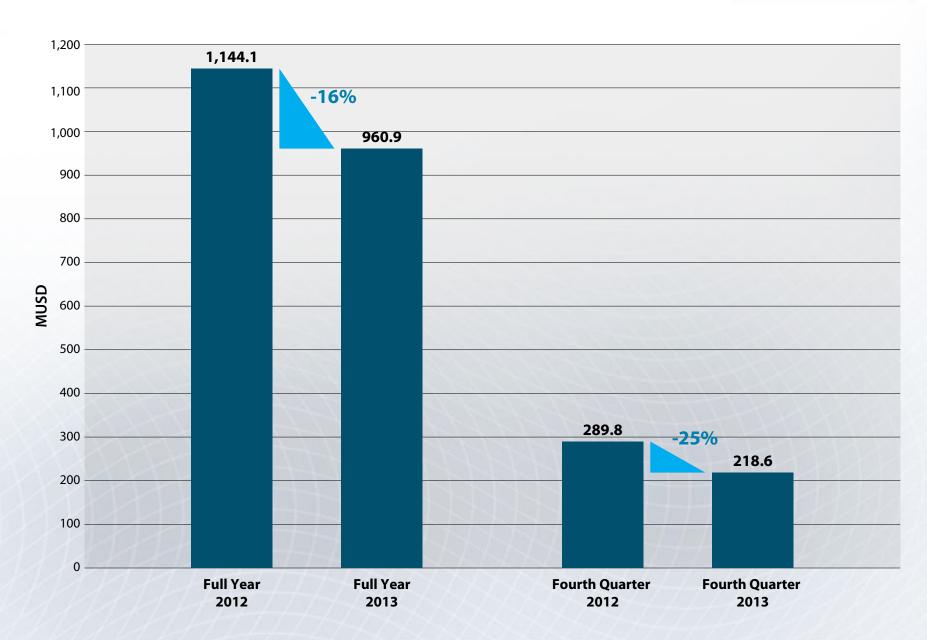
# Financial Results - 2013 Highlights



|                                   | Fourth Quarter<br>2013 | Full Year<br>2013 |
|-----------------------------------|------------------------|-------------------|
| Production (boepd)                | 31,100                 | 32,700            |
| Average Brent oil price (USD/boe) | 109.24                 | 108.66            |
| Cost of operations (USD/boe)      | 11.39                  | 9.60              |
| EBITDA (MUSD)                     | 218.6                  | 960.9             |
| Operating cash flow (MUSD)        | 204.8                  | 975.6             |
| Net result (MUSD)                 | 23.0                   | 72.9              |

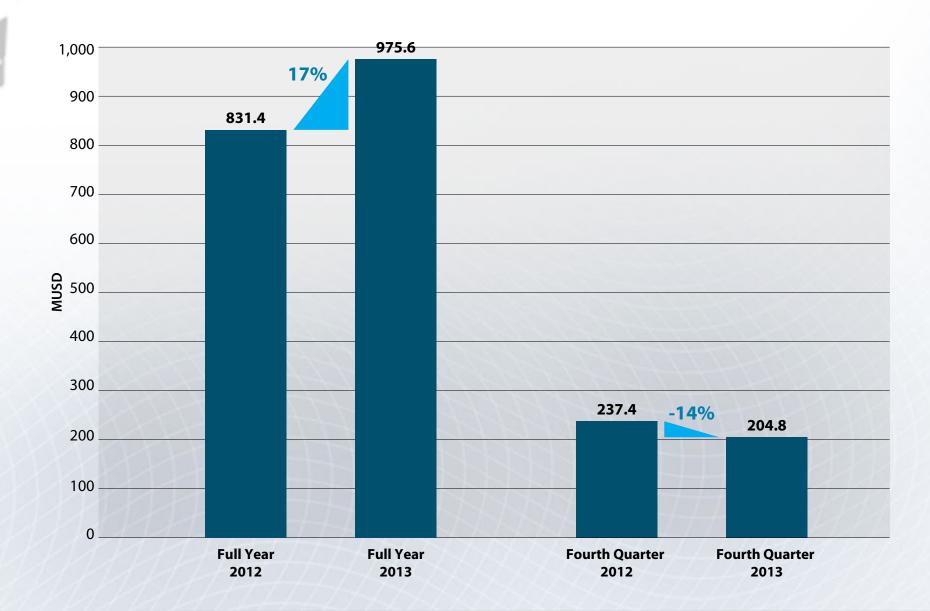
## Financial Results – EBITDA





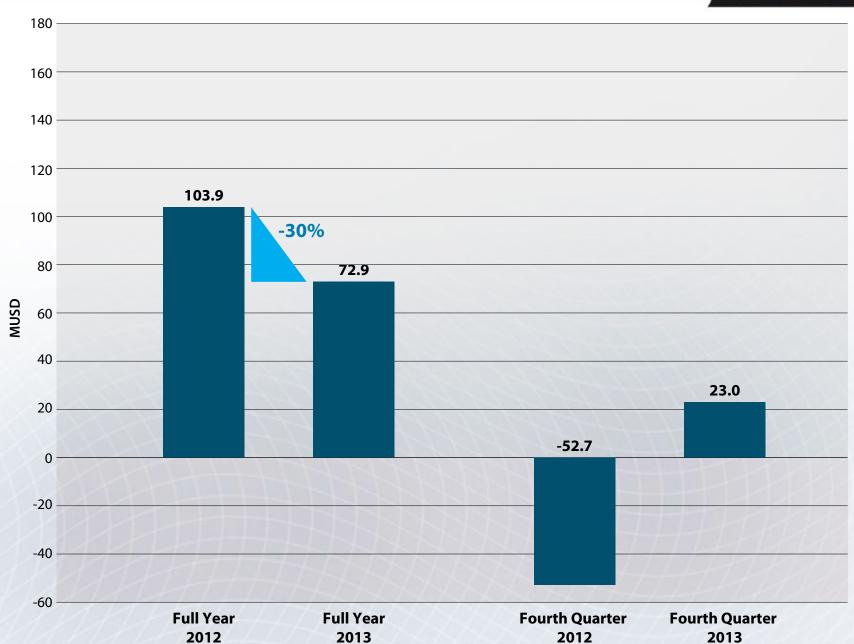
# Financial Results – Operating Cash Flow





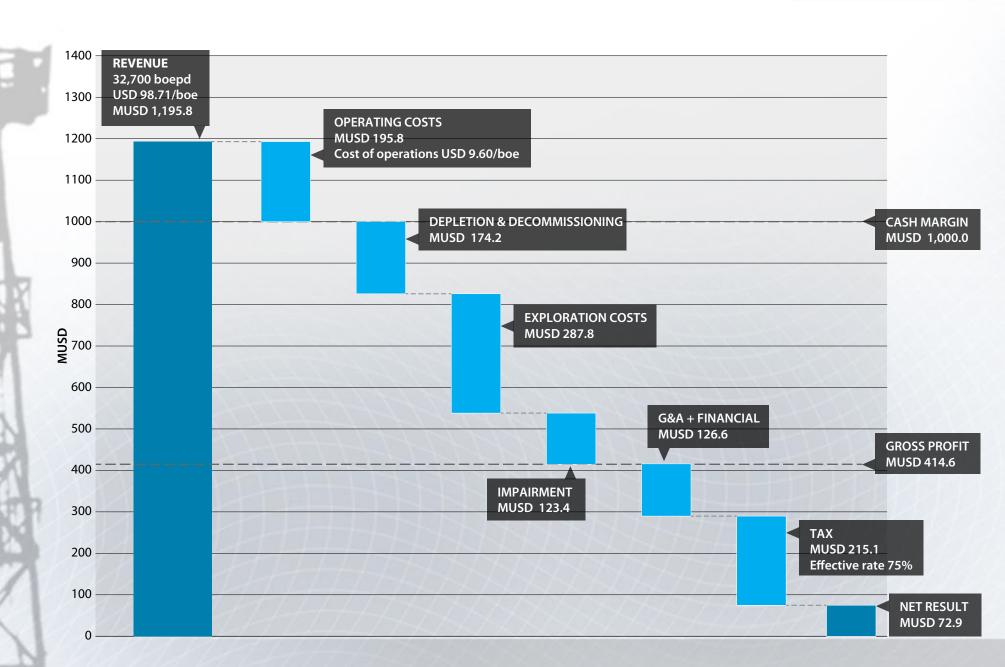
#### Financial Results - Net Result





#### Financial Results – Full Year 2013





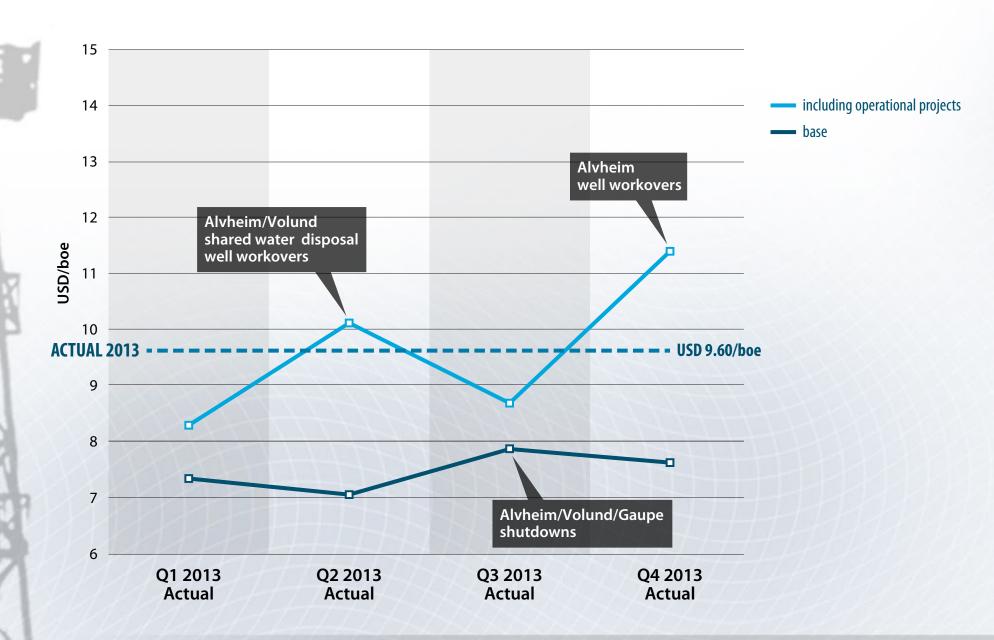
# Financial Results - Netback<sup>(1)</sup> (USD/boe)



|  | Fourth Quarter<br>2013  | Full Year<br>2013       |
|--|-------------------------|-------------------------|
| Average Brent oil price USD/boe                    | 109.24                  | 108.66                  |
| Revenue  | 100.77                  | 100.16                  |
| Cost of operations - Base<br>- Projects<br>Tariffs | -7.62<br>-3.77<br>-2.05 | -7.44<br>-2.16<br>-2.15 |
| Production taxes<br>Stock movement                 | -3.52<br>0.67           | -3.69<br>0.16           |
| Other Cash Margin                                  | -4.19<br><b>80.29</b>   | -1.12<br>83.76          |
|  |                         | HILLY                   |
| Cash taxes   | -8.70                   | -2.05                   |
| Operating Cash Flow                                | 71.59                   | 81.71                   |
| General and administration costs (2)               | -3.83                   | -3.28                   |
| EBITDA   | 76.46                   | 80.48                   |

# Financial Results – Cost of Operations





# Financial Results – Exploration Costs



|                   | Fourth Quarter<br>2013<br>MUSD | Fourth Quarter<br>2013<br>after Tax<br>MUSD | Full Year<br>2013<br>MUSD | Full Year<br>2013<br>after Tax<br>MUSD |
|-------------------|--------------------------------|---|---------------------------|--|
| Norway (1)        | 134.8                          | 29.7  | 285.4                     | 62.8                                   |
| Others            | 0.2                            | 0.1   | 2.4                       | 2.0                                    |
| Exploration Costs | 135.0                          | 29.8  | 287.8                     | 64.8                                   |

- (1) PL453S (Ogna)
  - PL338 (Jorvik)
  - PL495 (Carlsberg)
  - 22nd Licensing Round
- PL265 (Cliffhanger)
- PL544 (Biotitt)
- PL330 (Sverdrup prospect), Q4 2013
- PL410 (Luno II South), Q4 2013

# Financial Results – Impairment Costs



Norway - Peik, Skalle, Salina *Q2 2013* 

Malaysia - PM308A (Janglau/Ara) Q3 2013

| Full Year 2013  |                  |  |
|-----------------|------------------|--|
| Pre-tax<br>MUSD | Post-tax<br>MUSD |  |
| 81.7            | 30.4             |  |
| 41.7            | 39.6             |  |
| 123.4           | 70.0             |  |

#### Financial Results – G&A / Financial Items



| General & Administration Expenses             | Fourth Quarter 2013<br>MUSD | Full Year 2013<br>MUSD |
|---|-----------------------------|------------------------|
| General & administration cash charge          | 12.3                        | 35.9                   |
| Non-cash provision - Long Term Incentive Plan | -1.4                        | 3.3                    |
| Non-cash depreciation                         | 1.2                         | 4.4                    |
|   | 12.1                        | 43.6                   |
| Net Financial Expenses                        |                             |                        |
| Foreign exchange loss                         | 13.3                        | 46.5 <sup>(1)</sup>    |
| Interest expense                              | 1.5                         | 5.3 <sup>(2)</sup>     |
| Loan commitment fees                          | 3.4                         | 17.1                   |
| Amortisation of loan fees                     | 2.2                         | 8.7                    |
| Other   | 1.4                         | 5.4                    |
|   | 21.8                        | 83.0                   |

<sup>&</sup>lt;sup>(1)</sup>Net of MUSD 5.5 gain on settled FX hedges

<sup>(2)</sup> An additional amount of interest expense of MUSD 18.0 has been capitalised

#### Financial Results – Tax



| tull | rear |
|------|------|
| 20   | 13   |
| MU   | JSD  |
| IMIC | עכע  |

Current tax charge

**Deferred tax charge** 

24.5

190.6

215.1

→ Effective tax rate

- Full Year

75%

→ Operational tax rate

55%

# Financial Results – Liquidity [MUSD]

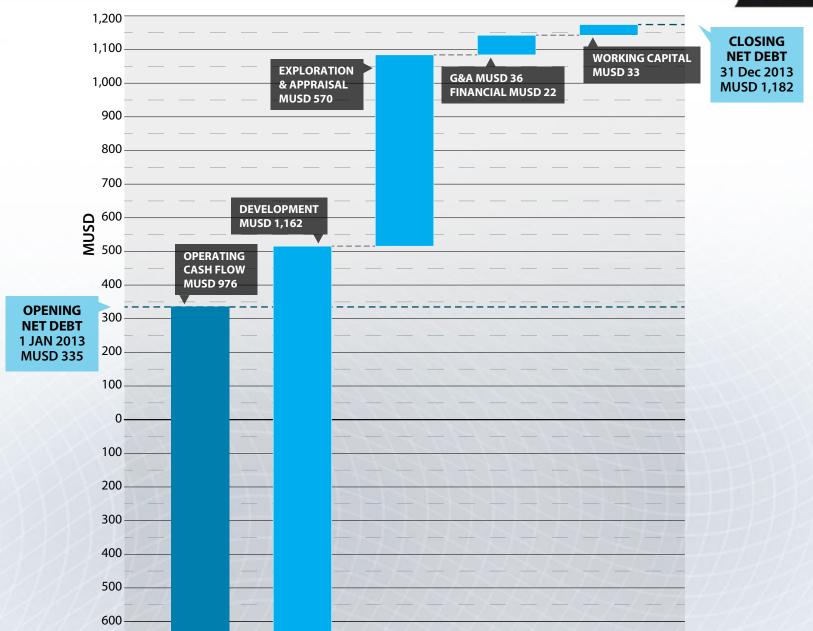


→ at 31 December 2013

| Debt Outstanding  | 1,275 |
|-------------------|-------|
| Cash Balances     | 93    |
| Net Debt Position | 1,182 |

#### Financial Results – Debt Position





# Financial Results - Funding



- Increased existing credit facility from USD 2.5 billion to USD 4.0 billion
- **►** Strong support from all 25 banks in the facility
- **▶** Pricing unchanged: LIBOR + 2.75% to 3.25%
- Strong operating cash flow: ~USD 1 billion in 2013
- ▶ Provides flexibility to fund Norwegian and Malaysian developments and other opportunities

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# Operational Highlights



#### **►** Full Year 2013 Production => 32,700 boepd

- → Q4 2013 production 31,100 boepd
- → 2014 production guidance 30,000 35,000 boepd
- → Forecast 2015 at ~50,000 boepd

#### Developments

→ Malaysia – Bertam development commenced; First oil Q2 2015

→ Norway - Brynhild
 - Bøyla
 - Edvard Grieg

Activity progressing well

→ Will double current production to over 75,000 boepd

#### Appraisal

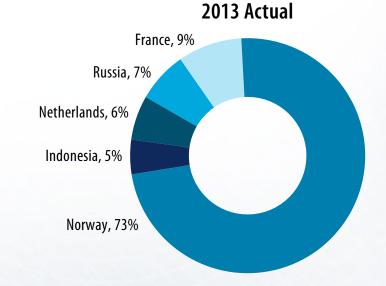
- → Johan Sverdrup appraisal substantially complete. 7 appraisal wells drilled in 2013.
- → 6 appraisal wells planned in 2014 with potential to close to double 2P reserves

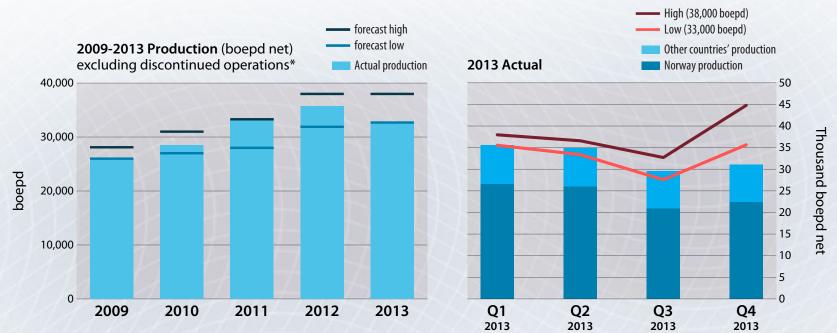
#### **Exploration**

- → 2 significant discoveries in 2013 Gohta and Luno II
- → 19 exploration wells in 2014 targeting net unrisked prospective resources of 620 MMboe
- → 9 new licences awarded through APA 2013, particular focus on Barents Sea

#### **2013 production: 32,700 boepd**

- → Slightly below guidance due to delayed Brynhild startup
- → Strong performance from Volund offset impact of 3 wells offline in Alvheim

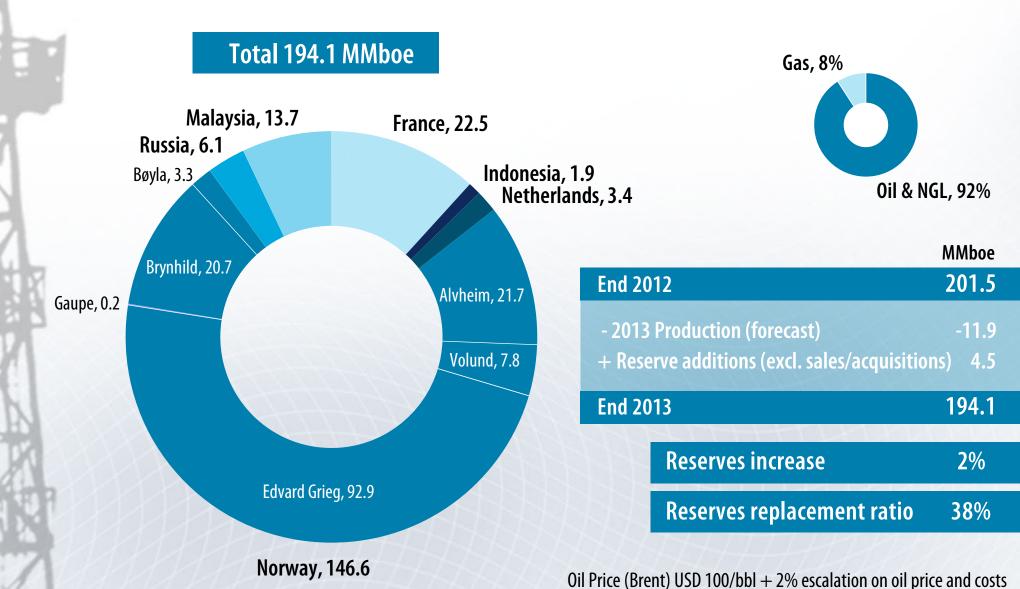




<sup>\*</sup>Discontinued operations include United Kingdom, Salawati Basin & Island in Indonesia

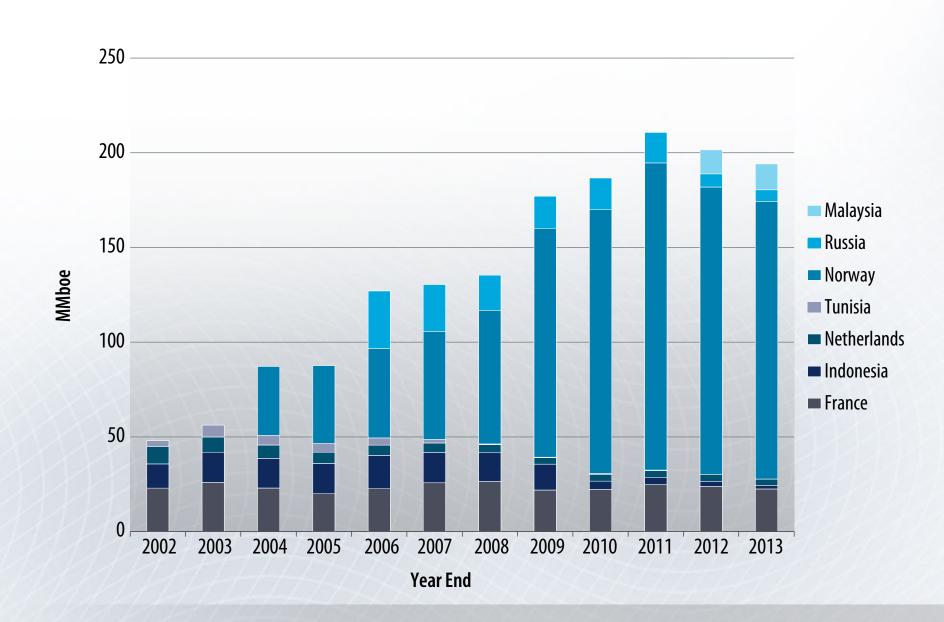
#### 31 December 2013 2P Reserves





## 2P Reserves



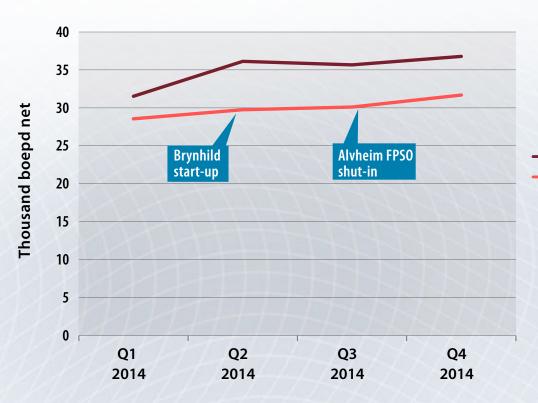


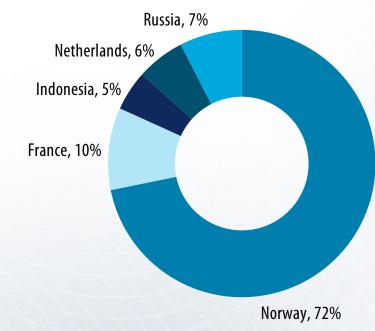
#### 2014 Production Guidance



#### 2014 Guidance

- **≥** 2014 production guidance: 30,000 35,000 boepd
- Norway production factors
  - → Alvheim & Volund reservoir performance
  - → Brynhild first oil expected Q2 2014





Production Guidance HighProduction Guidance Low

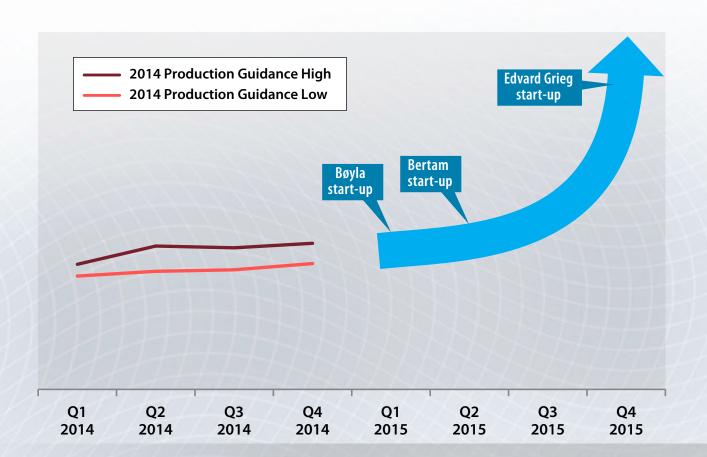
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#### 2015 Production Forecast



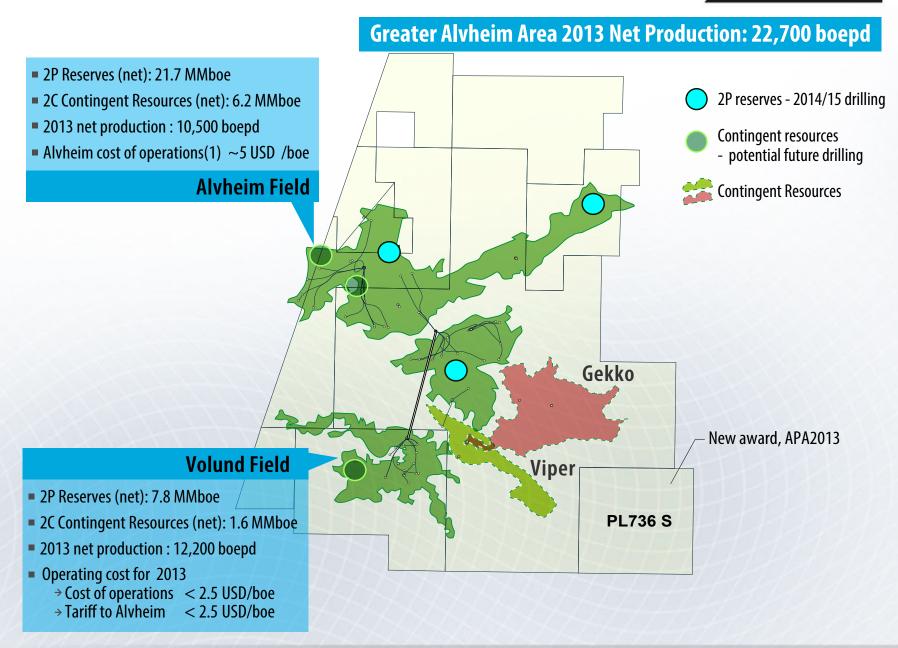
- ≥ 2015 average approximately 50,000 boepd
  - → Bøyla first oil Q1 2015
  - → Bertam field first oil in Q2 2015
  - → Edvard Grieg first oil Q4 2015

To exceed 75,000 boepd by end 2015



# Norway - Continued Solid Production





#### Development Projects



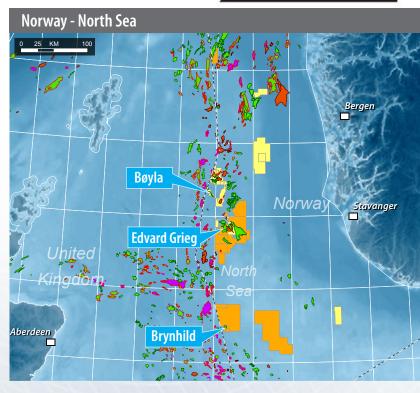
#### **■** Ongoing Norwegian Developments

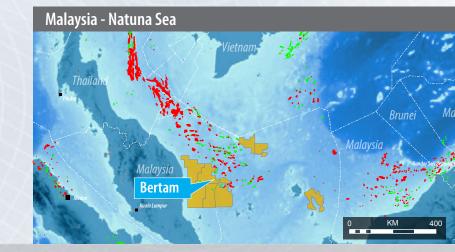
- → Brynhild (Lundin 90% operator)
- → Bøyla (Lundin 15%)
- → Edvard Grieg (Lundin 50% operator)

#### **Doming Malaysian Development**

→ Bertam (Lundin 75% operator)

2014 Budget USD 1.4 Billion





#### Edvard Grieg Project Overview



→ OMV 20%, Wintershall 15%, Statoil 15%

**2P reserves: 186 MMboe gross** 

**▶** Plateau production: 100,000 boepd gross

**▶** Production startup Q4 2015

**►** Capital costs: NOK 25 billion

**Development concept:** 

→ Platform development

→ 15 wells from jack-up rig

→ Oil export to Grane, gas export to SAGE (UK)

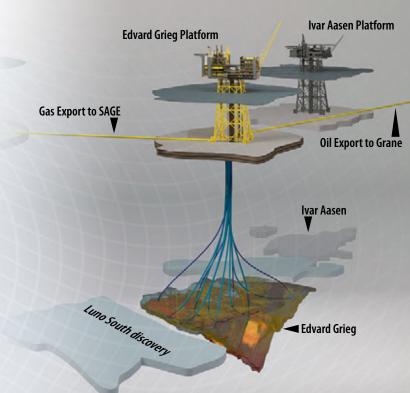
**►** Jacket & facilities construction ongoing

**►** Luno South discovery

→ Oil discovery in fractured basement

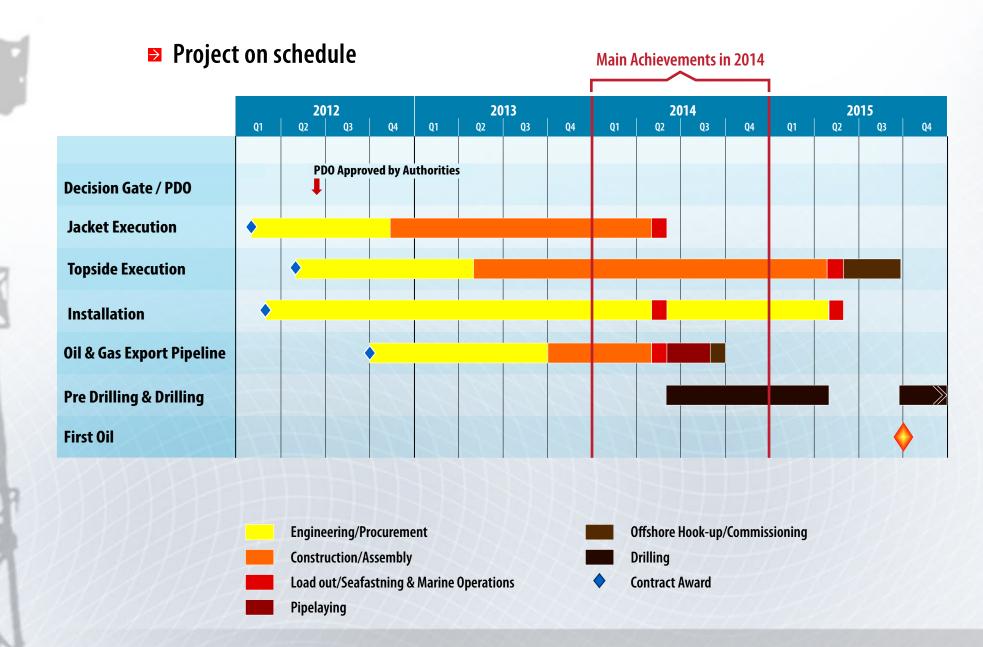
→ Potential long reach well from Edvard Grieg platform





# Edvard Grieg Project Schedule





# Brynhild Project Overview

**► Licence:** PL148 (Brynhild development)

**▶** Blocks: 7/4 and 7/7

**□** Operator: Lundin Petroleum 90%

**▶** Partner: Talisman Energy Norge 10%

Dev. concept: PDO approved Nov. 2011

Subsea tie-in to Shell operated Pierce field (UK)

Base case changed from 3 to 4 wells

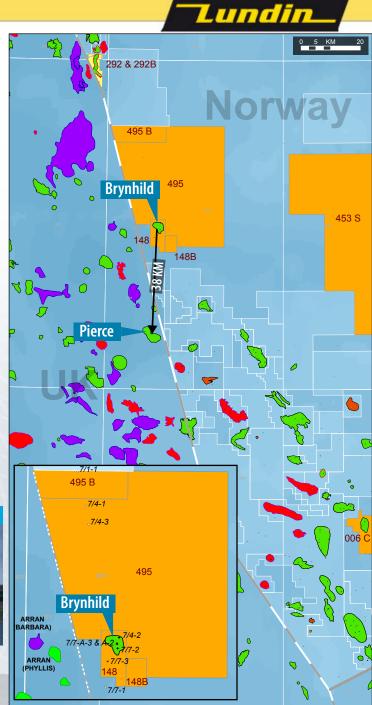
▶ Prod Start Up: Q2 2014

Reserves: 23 MMbo (gross)

**▶** Production: 12,000 barrels of oil per day (gross)



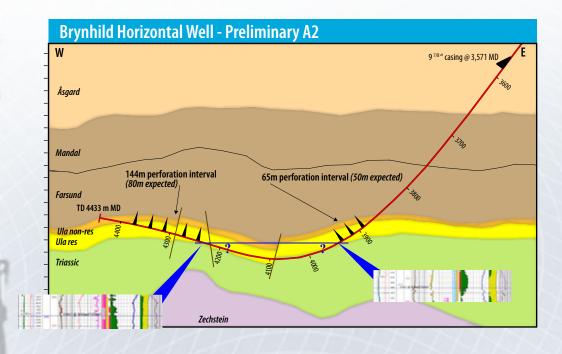


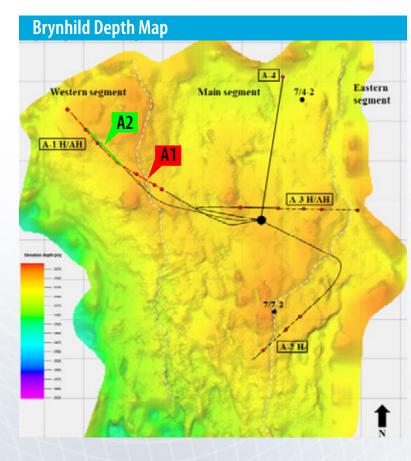


## Brynhild Development



- Completed top-hole for horizontal producer 7/7-A-3
- **□** Ongoing completion of 7/7-A-2 H (A2)





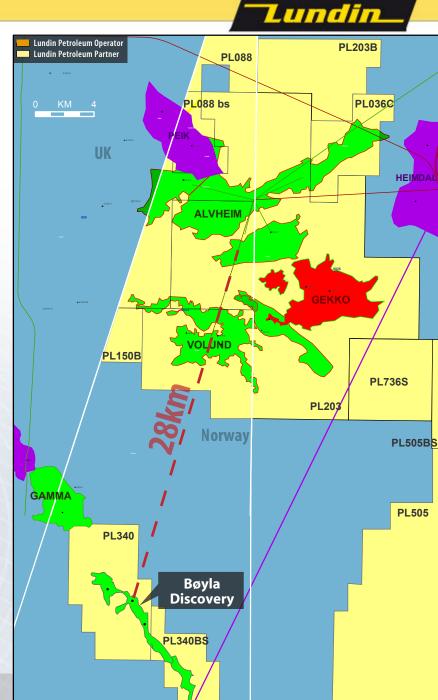
- Perforation intervals 209 m vs. Progosis 130 m
- Reservoir quality as prognosed
- An OWC at 3,332 m TVD MSL is currently interpreted

# Bøyla Development

*Lundin* 

- **► Lundin Petroleum interest: 15%** 
  - → Marathon 65% (Operator), Core Energy 20%
- **2P** gross reserves of 22 MMboe
- **▶** Subsea tie-back to Alvheim
  - → 2 producers, 1 injector
- First oil Q1 2015
- **▶** Plateau rate 20,000 boepd gross

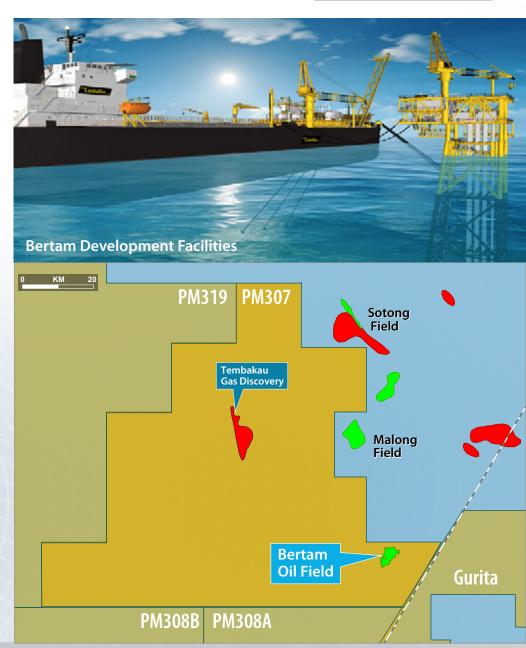




### Bertam Development - Peninsular Malaysia

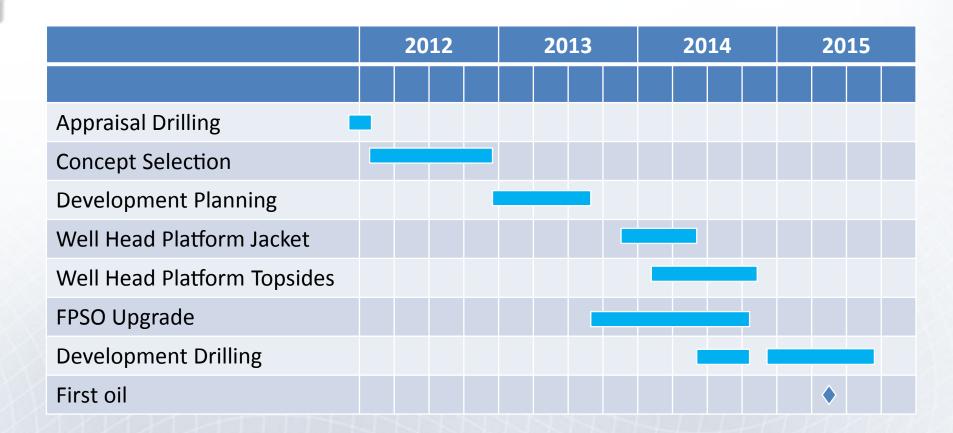


- ► PM307 Lundin Petroleum 75% (operator), PETRONAS Carigali 25%
- Field Development Plan (FDP) approved September 2013
- Facilities installation and initial pre-drilling in 2014
- ≥ 2P gross reserves 18.2 MMboe
- Gross plateau production 15,000 bopd in 2015
- **▶** First oil: Q2 2015
- Development plan
  - → Well Head Platform & Leased FPSO
  - → 14 Horizontal wells with ESP's
  - → Re-use of 100% -owned FPSO "IKDAM" from Tunisia
  - → 2013-2015 Gross CAPEX MUSD 400 (FDP) (excluding IKDAM)
- Enhanced fiscal terms
  - → Marginal field incentives



## Bertam Development Schedule





# Appraisal Programme 2014 - 6 Wells



# Norway - 5 wells

#### **Utsira High**

- → 1 well in Edvard Grieg
- → 1 well in Luno II
- → 2 wells in Johan Sverdrup

2014 Budget USD 300 Million

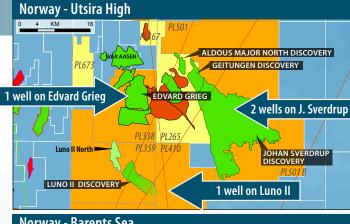
#### **Barents Sea**

→ 1 well in Gohta

# Malaysia - 1 well

### **Peninsular Malaysia**

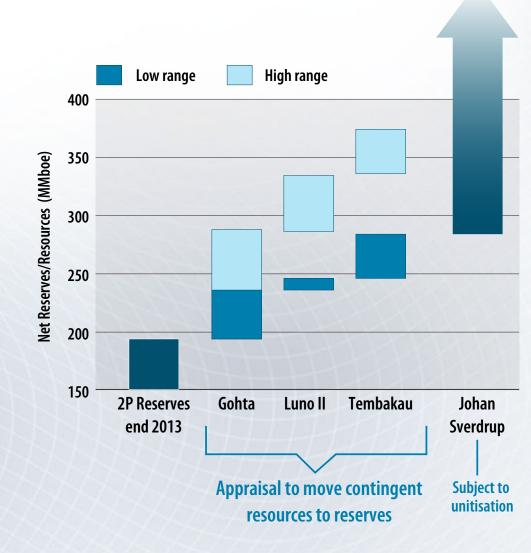
→ 1 well in Tembakau (75%)







- **■** Aggressive 2014 drilling programme
- 90-180 MMboe of resources to reserves through appraisal of Gohta, Luno II & Tembakau
- Johan Sverdrup comes in addition
  - ⇒ Gross Contingent Resources: 1,800 - 2,900 MMboe<sup>(1)</sup>



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# Norway – 2014 Appraisal Activities – Luno II



ndin (50%) Lundin (10%) PL338 PL265

PL359 PL410 Indin (40%) Lundin (70

Luno II App 16/4-8

Luno II App 16/5-5

Lundin Petroleum Operator
Lundin Petroleum Partner

Johan Sverdrup discovery

Lundin (40%)

PL501

PL501B

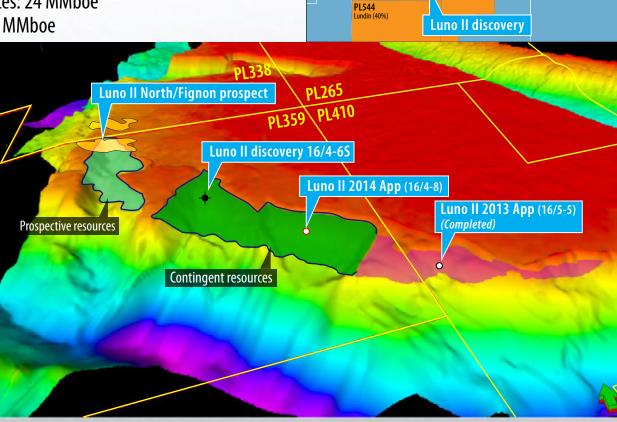
- **▶ PL359, 40%** (operator )
- **▶** Tested over 2,000 boepd
  - → Good quality oil
- **≥** Luno II discovery
  - → Gross contingent resources estimate: 26-121 MMboe<sup>(1)</sup>
  - → 1 appraisal well on PL359 in Q2 2014

#### **≥** 1 exploration well stacked target

- → Luno II North gross prospective resources: 24 MMboe
- → Fignon gross prospective resources: 23 MMboe



(1) the resource range quoted is effective May 2013 prior to the drilling of the 16/5-5 appraisal well in PL410. The 16/5-5 well encountered poor quality reservoir in the southern segment indicating that this segment is non-commercial.

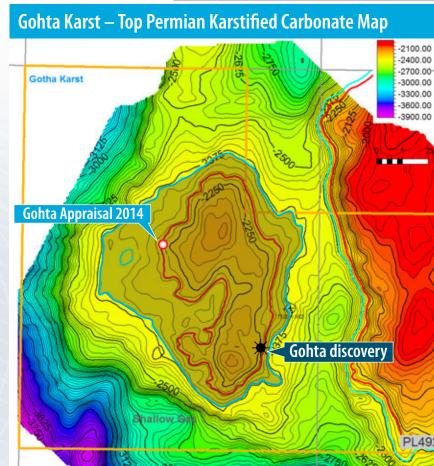


**Luno II North prospect** 

#### **Gohta Discovery**

- **▶** PL492 (Lundin 40%, operated)
  - → Gross Contingent Resources: 111 232 MMboe
    - 61 141 MMbbl 0il
    - 304 546 Bcf Gas
  - → Robust and well defined 4-way closure
    - $\sim 50 \text{ km}^2$
  - → Reservoir consisting of karstified carbonate
  - → 75m oil & 25m gas gross columns in Permian carbonate reservoir
- **►** Tested 4,300 bopd
- **□** Gohta appraisal in 3Q 2014

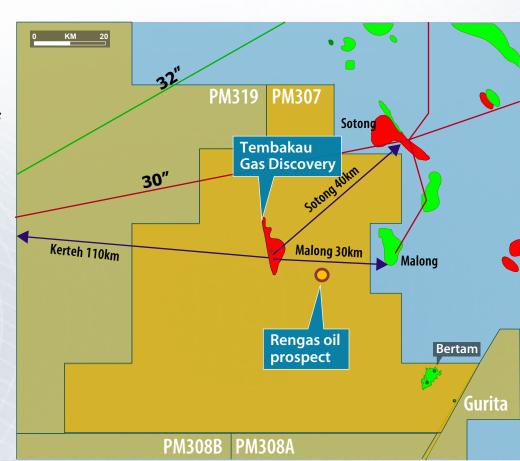




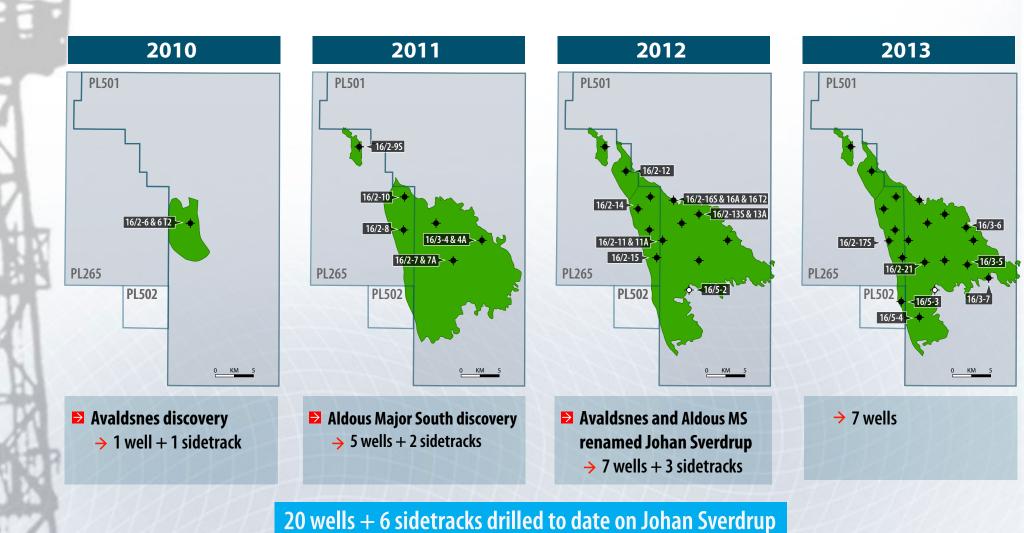
#### Malaysia – 2014 Appraisal Activities – Tembakau Appraisal



- ▶ PM307 Lundin Petroleum 75% operator (Petronas Carigali 25%)
- Discovered November 2012
- Gross 2C gas resources 306 Bcf
- Appraisal objective to move gross resources to 500 Bcf
- **□** Close to infrastructure and Kerteh gas plant







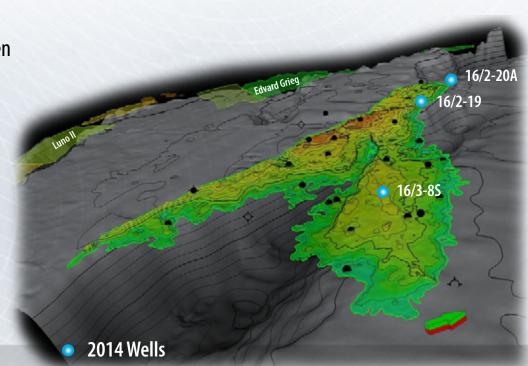
**Gross Contingent Resources: 1,800-2,900 MMboe**<sup>(1)</sup>

#### Johan Sverdrup - Ongoing and Planned 2014

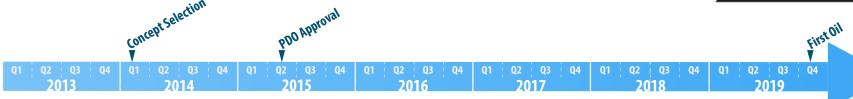


# **Exploration and Appraisal Programme**

- Torvastad (16/2-20S and 20A) exploration investigate the presence of hydrocarbon bearing Jurassic reservoir rocks north of the established Johan Sverdrup discovery
  - → Poor quality reservoir
- Avaldsnes Crest appraisal well (Avaldsnes High: 16/3-8S)
  - → Determine Zechstein as a viable play and ensure production optimisation of the Upper Jurassic Draupne reservoir sandstone (sst) in this area.
- **■** Geitungen appraisal well 16/2-19
  - Delineate the north—eastern part of Geitungen (northern part of Johan Sverdrup discovery)
  - → Spud in February 2014









#### NORWAY - USD 285 million

- → 7 exploration wells
  - 2 wells Utsira High
  - 2 wells in Barents Sea
  - 2 wells in Norwegian Sea
  - 1 well in Møre Basin
- → 3D seismic

#### **FRANCE**

→ 1 exploration well

|             | Budget<br>2014 |
|-------------|----------------|
| Drilling    | 265            |
| Seismic/G&G | 116            |
| Total       | 381            |

#### **NETHERLANDS**

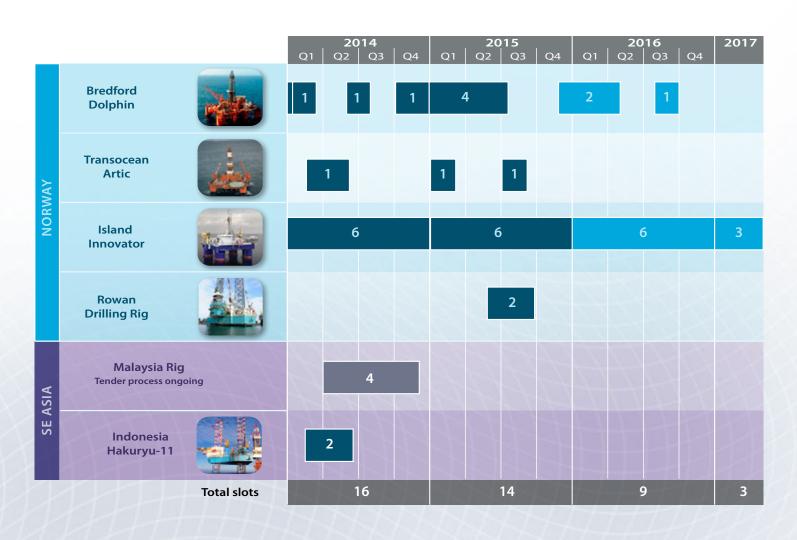
**∋ 5 exploration wells** 

#### SE ASIA - USD 85 million

- → Offshore Peninsular Malaysia
  - 1 well
- → Offshore Sabah Malaysia
  - 2 wells
- → Offshore Indonesia
  - 3 wells
    - **> Exploration Budget 2014 USD 381 million**
    - **→ Targetting Net Unrisked 620 MMboe of PR**

#### Operated Rig Capacity for Exploration & Appraisal Activity



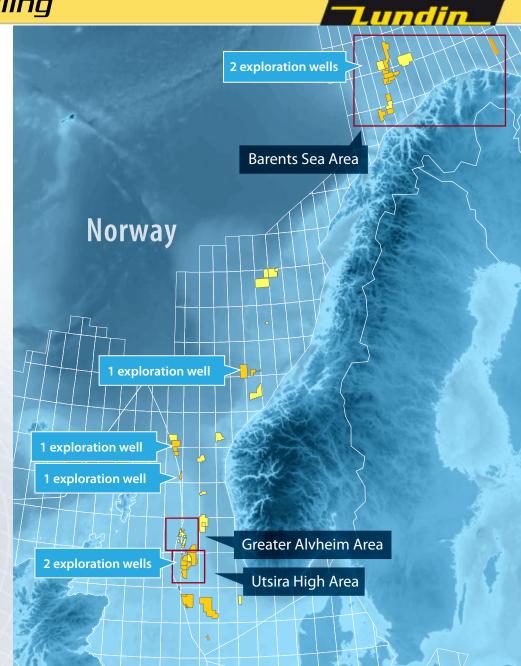


**■** Rig capacity secured in Norway for forward programme

# Norway - 2014 Exploration Drilling

# **▶** 7 exploration wells

- → 6 operated wells
- → 1 non-operated wells
- → Rigs secured for all wells
- → Targeting ~390 MMboe net unrisked prospective resources



# Utsira High Area - Luno II North / Fignon / Kopervik

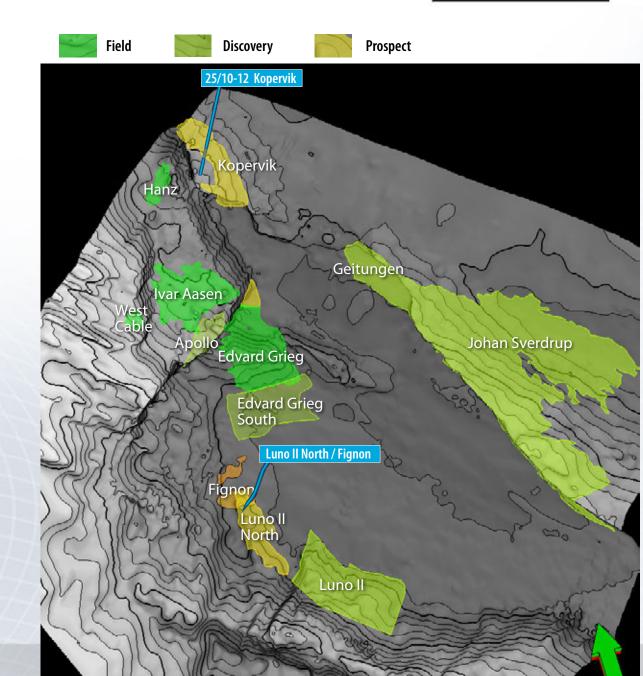


### **PL359 (40%, operator)**

- **■** Luno II North / Fignon Prospect
- **Drilling in Q3 2014** ■
- Gross prospective resources: 46 MMboe
- Dual target well aiming at Luno II North and the overlying Fignon prospect

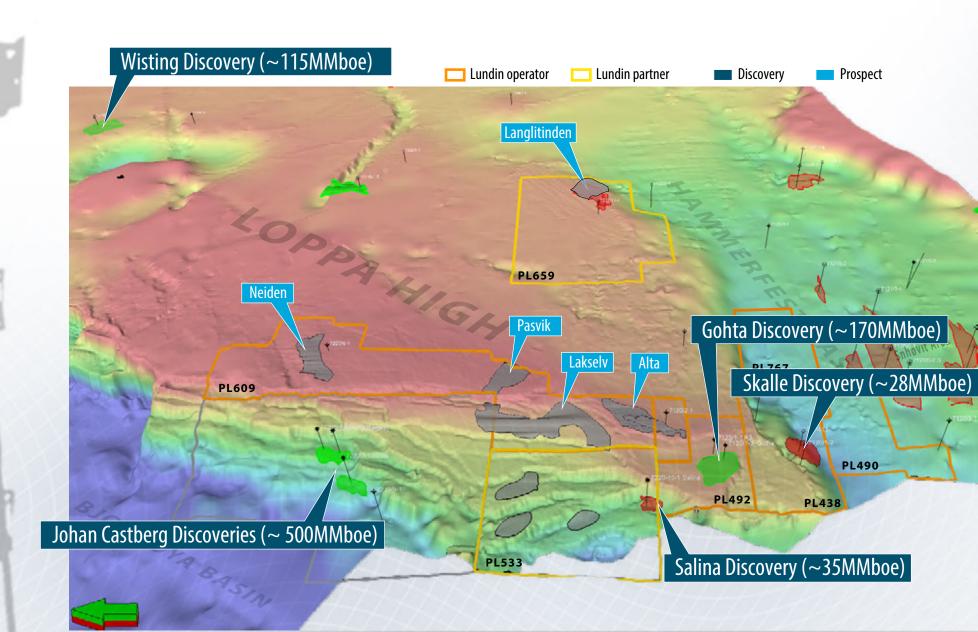
## **PL625 (40%, operator)**

- **►** Kopervik Prospect
- **■** Drilling in Q1 2014
- Gross prospective resources: 163 MMboe<sup>(1)</sup>
- Stratigraphic pinchout, targeting Jurassic sands



#### Barents Sea - Diversity of Play Models on the Loppa High





#### Barents Sea – Gohta Discovery & PL609 Prospects/Leads *Lundin* Fields **Lundin Petroleum Licences Operated** Non Operated **Oil Gohta Discovery ▶** PL492 (Lundin 40%, operated) ya Bassenget → Gross Contingent Resources: 111 - 232 MMboe • 61 - 141 MMbbl Oil • 304 - 546 Bcf Gas tested 4,300 bopd Neiden → Robust and well defined 4-way closure ~ 50 km² JOHAN CASTBERG **▶** PL609 Alta prospect (Lundin 40%, operated) Alta Prospect → Gross Unrisked Prospective Resources: Loppa High 261 MMboe Rauto Drilling in Q3 2014 659 Formica OWC Salina GOC Gohta Appraisal **Gohta discovery Gohta discovery** Boazo Noaide **Gohta Appraisal** 767 Hammerfest Easin Skalle 490 Trål 🗸 SNØHVIT

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Operator

Partner

Operator 2013 APA

Partner 2013 APA

# Norway - 2013 APA Awards

► APA 2013, 9 new licences for Lundin Petroleum

Alvheim Area

WF11865 p01 01.14

**PL736S** 

Brynhild field

PL148B

→ 4 as operator: PL148B, PL764, PL766, PL767

→ 5 as partners: PL678BS, PL734, PL736S,

PL741, PL765

**PL741** 

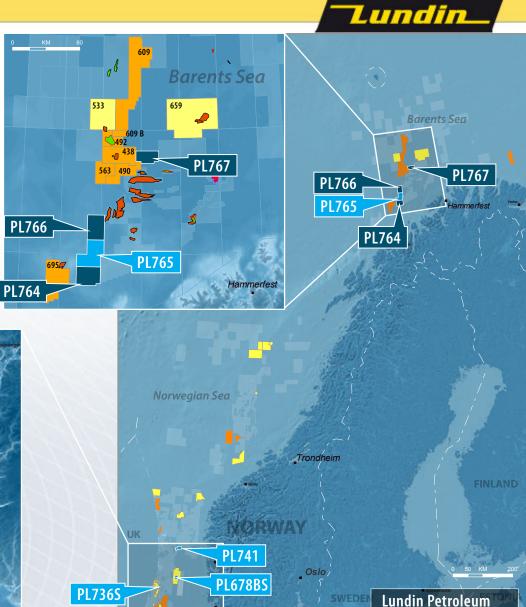
PL678BS

■ Utsira High Area

orth Sea •

**■** Joint second largest licence winner in the 2013 APA





PL734

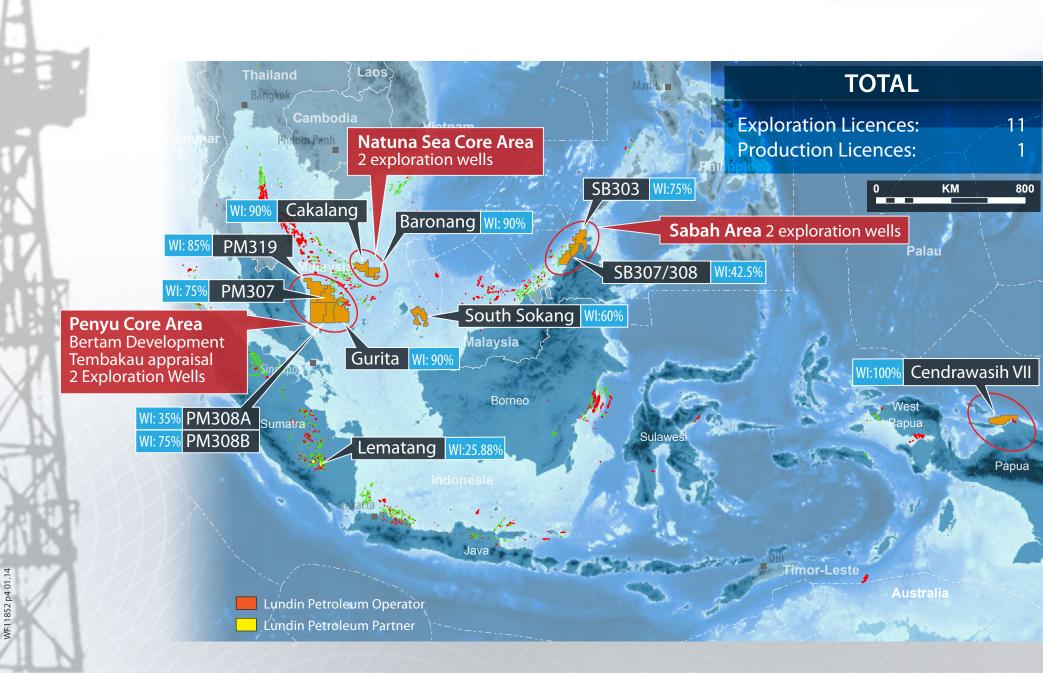
DENMARK

North Sea

PL148B

#### South East Asia 2014 Highlights





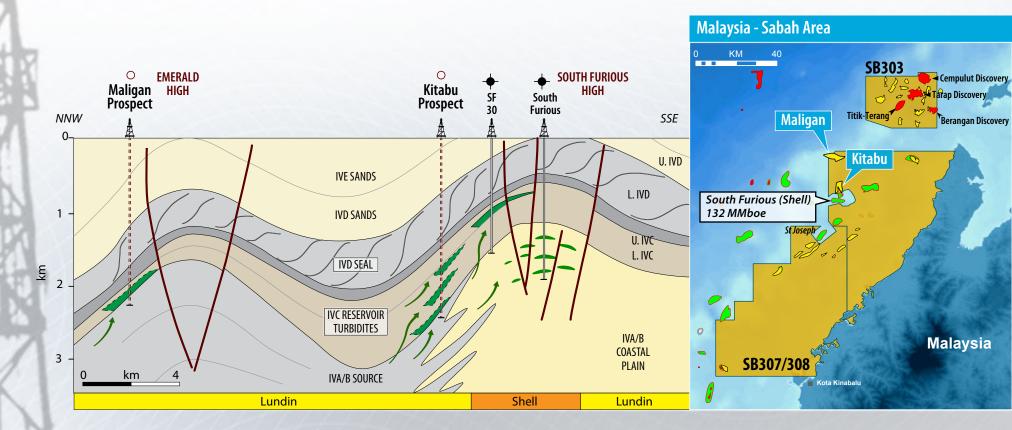
## Malaysia – Sabah Area – SB307/308 Prospects



# **SB307/308 (42.5%, Operator)**

- **Prospect: Kitabu**
- **□** Drilling in Q3 2014
- **□** Gross prospective resources: 71 MMboe
- **▶** Trap: stratigraphic onlap and pinchout
- **■** Reservoir: Miocene turbidite sands

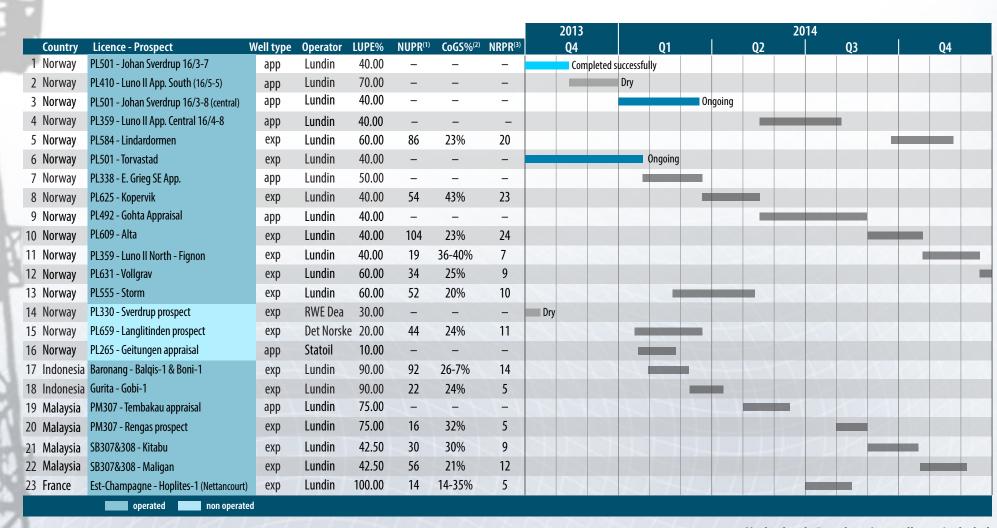
- ▶ Prospect: Maligan
- **□** Drilling in Q4 2014
- **□** Gross prospective resources: 133 MMboe
- **▶** Trap: stratigraphic onlap and pinchout
- **■** Reservoir: Miocene turbidite sands



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# 2014 Exploration & Appraisal Drilling Schedule





Netherlands 5 exploration wells not included

## Conclusion



- Solid production has resulted in continued strong cashflow and EBITDA
- **■** Ongoing developments will double production
- Existing discoveries will quadruple production
- Continued focus on exploration. Drilling 19 exploration wells in 2014 with exposure to 620 MMboe
- **▶** Strong balance sheet to fund ongoing and future developments
  - USD 4 billion credit facility

#### Disclaimer



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#### **Forward-Looking Statements**

Certain statements made and information contained herein constitute "forward-looking information" (within the meaning of applicable securities legislation). Such statements and information (together, "forward-looking statements") relate to future events, including the Company's future performance, business prospects or opportunities. Forward-looking statements include, but are not limited to, statements with respect to estimates of reserves and/or resources, future production levels, future capital expenditures and their allocation to exploration and development activities, future drilling and other exploration and development activities. Ultimate recovery of reserves or resources are based on forecasts of future results, estimates of amounts not yet determinable and assumptions of management.

All statements other than statements of historical fact may be forward-looking statements. Statements concerning proven and probable reserves and resource estimates may also be deemed to constitute forward-looking statements and reflect conclusions that are based on certain assumptions that the reserves and resources can be economically exploited. Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance (often, but not always, using words or phrases such as "seek", "anticipate", "plan", "continue", "estimate", "expect", "may", "will", "project", "predict", "potential", "targeting", "intend", "could", "might", "should", "believe" and similar expressions) are not statements of historical fact and may be "forward-looking statements". Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. No assurance can be given that these expectations and assumptions will prove to be correct and such forward-looking statements should not be relied upon. These statements speak only as on the date of the information and the Company does not intend, and does not assume any obligation, to update these forward-looking statements, except as required by applicable laws. These forward-looking statements involve risks and uncertainties relating to, among other things, operational risks (including exploration and development risks), productions costs, availability of drilling equipment, reliance on key personnel, reserve estimates, health, safety and environmental issues, legal risks and regulatory changes, competition, geopolitical risk, and financial risks. These risks and uncertainties are described in more detail under the heading "Risks and Risk Management" and elsewhere in the Company's annual report. Readers are cautioned that the foregoing list of risk fact

#### Reserves and Resources

Unless otherwise stated, Lundin Petroleum's reserve and resource estimates are as at 31 December 2013, and have been prepared and audited in accordance with National Instrument 51-101 Standards of Disclosure for Oil and Gas Activities ("NI 51-101") and the Canadian Oil and Gas Evaluation Handbook ("COGE Handbook"). Unless otherwise stated, all reserves estimates contained herein are the aggregate of "Proved Reserves" and "Probable Reserves", together also known as "2P Reserves". For further information on reserve and resource classifications, see "Reserves, Resources and Production" in the Company's annual report.

#### **Contingent Resources**

Contingent Resources are those quantities of petroleum estimated, as of a given date, to be potentially recoverable from known accumulations using established technology or technology under development, but are not currently considered to be commercially recoverable due to one or more contingencies. Contingencies may include factors such as economic, legal, environmental, political and regulatory matters or a lack of markets. There is no certainty that it will be commercially viable for the Company to produce any portion of the Contingent Resources.

#### **Prospective Resources**

Prospective Resources are those quantities of petroleum estimated, as of a given date, to be potentially recoverable from undiscovered accumulations by application of future development projects. Prospective Resources have both a chance of discovery and a chance of development. There is no certainty that any portion of the Prospective Resources will be discovered. If discovered, there is no certainty that it will be commercially viable to produce any portion of the Prospective Resources. Unless otherwise stated, all Prospective Resource estimates contained herein are reflecting a P50 Prospective Resource estimate. Risked Prospective Resources reported herein are partially risked. They have been risked for chance of discovery, but have not been risked for chance of development.

#### **BOEs**

BOEs may be misleading, particularly if used in isolation. A BOE conversion ratio of 6 Mcf: 1 Bbl is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead.

