

### Maurel & Prom: Spin-off of Maurel & Prom Nigeria



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### INTRODUCTION





Improve visibility on both entities' specific strong growth potential and value creation



Two pure E&P players ideally placed to seize growth opportunities in different regions with different local strategies



Dedicated management teams with solid track records for both companies

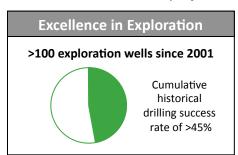
LISTING OF MPN ON NYSE-**EURONEXT PARIS** 

# Maurel & Prom will remain the strong E&P player it is today...



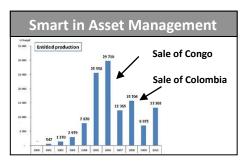


> On-going story of value creation for shareholders with the same management team of outstanding track record in diversified E&P projects:



#### **Fast in Production**

- Recognized operational expertise
- Gabon pipes' network has been conceived to provide new fields with easy connection



Many upsides projects to come:

# SHORT TERM MEDIUM TERM LONG TERM New fields in production (Colombia) Production ramp-up Development of recent discoveries (Gabon) Exploration (Gabon, Peru) New projects

# ...while MPN provides access to a reactive indigenous Nigerian player





- ➤ Nigerian investment vehicle focused on Oil & Gas Exploration & Production
- ➤ Reference shareholder of a Nigerian indigenous E&P company
  - ➤ 45% of SEPLAT, together with Shebah Petroleum (33%) and Platform Petroleum (22%)
  - > Favourable status for Nigerian companies
- > Local partners, which sustain and will maintain good relationships with the government and communities
- ➤ Material 2P oil reserves net of royalties of 25 Mbbls
- > Growth opportunities
  - > From currently owned licenses
  - > From new licenses rounds
  - > From acquisition opportunities

### The transaction at a glance



#### Issuer / Listing

- ➤ Maurel & Prom Nigeria S.A. ("MPN")
- > NYSE Euronext Paris Regulated Market Compartment B

#### **Transaction**

- > Distribution of MPN shares as special dividend to M&P shareholders
- > 1 MPN share for 1 M&P share

#### **Timetable**

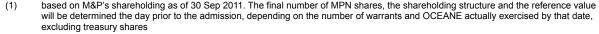
- > AMF visa: 4 November, 2011
- ➤ M&P General Meeting to approve the transaction: 12 December, 2011
- > Record date: 14 December, 2011
- > Delivery: 15 December, 2011
- Listing date: 15 December, 2011

### Intention of main shareholders

> Pacifico committed to a lock-up of 365 days after distribution

### MPN's indicative share capital (1)

- ➤ 115,114,931 shares
- > Pacifico holds 25.0% of share capital
- ➤ Reference value of €2.08 per share (2)

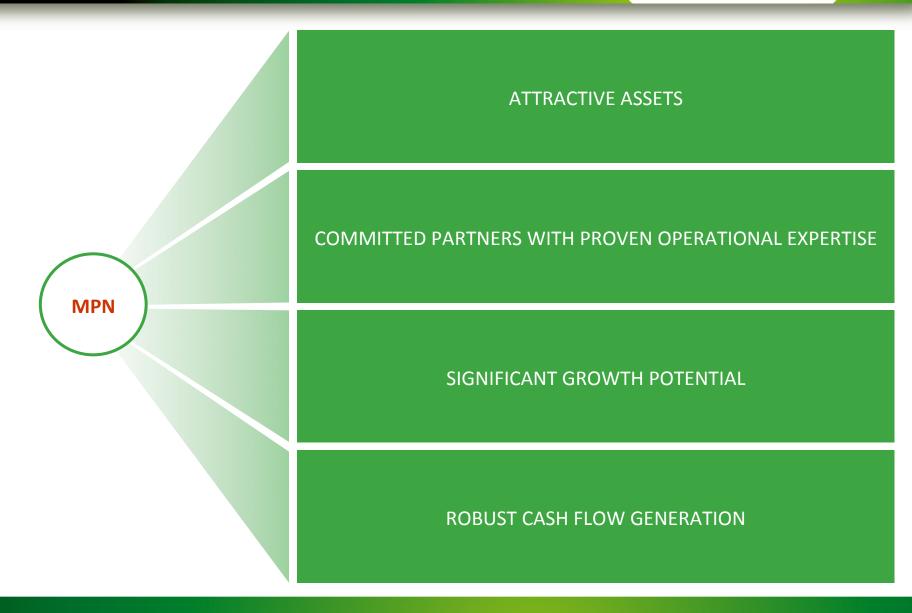


(2) value adopted by Maurel & Prom's board of directors, and submitted to the approval of the shareholders' meeting







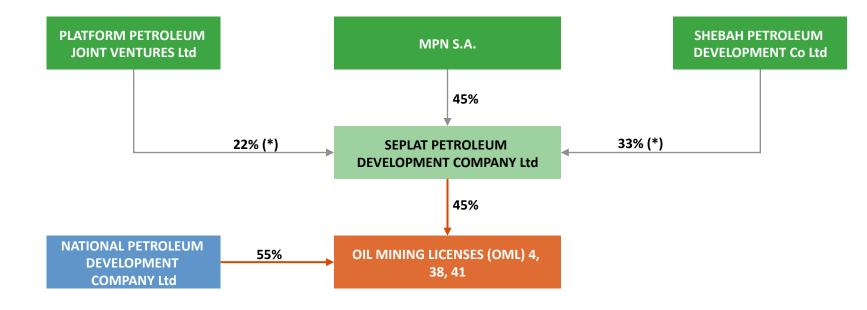




# 2 ATTRACTIVE ASSETS

## A powerful partnership: M&P's technical expertise / Partners' strong local knowledge





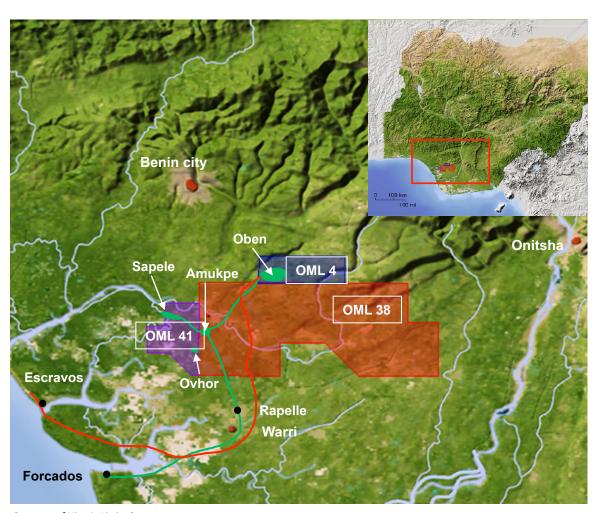
- > Through SEPLAT, MPN holds a 20.25% working interest in the OML 4, 38 and 41
- > SEPLAT is operator of the assets
- > A shareholders' agreement efficiently organises SEPLAT's management and corporate governance
- > Through its shareholding and management, SEPLAT benefits from a strong Nigerian profile
  - Favourable terms of the awaited Petroleum Industry Bill
  - Excellent acceptation by local communities

(\*) indirectly

### 3 inter-connected blocks



Oil Production is currently taken off by SPDC<sup>(1)</sup> at the Forcados terminal



Oil field
Oil pipeline
Gaz pipeline

(1) Shell Petroleum Development Company of Nigeria Limited

### All necessary infrastructure in place





OML 4 F/S & Gas Plant



OML 38 Amukpe F/S



OML 41 Sapele F/S & Gas Plant

#### OML 4

- > Area: 267 km<sup>2</sup>
- Contains the developed field Oben
- Key facilities
  - ➤ 1 flowstation (60,000 boepd capacity)
    - 1 oil pipeline to the Amukpe manifold
  - ➤ 1 gas plant

#### **OML 38**

- > Area: 2,094 km²
- Contains 2 developed fields Amukpe and Ovhor
- Key facilities: 1 flowstation at Amukpe (45,000 boepd capacity)

#### **OML 41**

- Area: 291 km²
- Contains 2 developed field Sapele and Ovhor
- Key facilities
  - ➤ 1 flowstation (60,000 boepd capacity)
    - 1 oil pipeline to the Amukpe manifold
  - ➤ 1 gas plant

#### **PIPELINE NETWORK**

- ➤ Pipelines that evacuate liquids from OML 4, 38 and 41 to Forcados are:
  - ➤ 10" Oben to Amukpe 10,000 boepd capacity
  - ➤ 10" Sapele to Amukpe **12,000 boepd** cap.
  - ➤ 24" Amukpe to Rapele **50,000 boepd** cap.
- ➤ The 28" Rapele to Forcados pipeline belongs to SPDC
  - > 52,000 boepd capacity is reserved

## Quality reserves and production with significant upside



Production is
"Bonny light"
quality and sold at a
premium to Brent
(average selling price
of \$113/bbl from Jan
1 to Jun 30, 2011)

The Company targets a gross production at well heads of 50,000 boepd of oil by end-2012, from the current level of 36,700 boepd

#### Key highlights of OML 4, 38 and 41

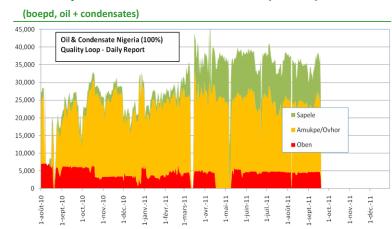
- Producing fields Cumulative production in H1 2011
  - > Oben (OML 4) 0.68 Mboe
  - > Amukpe/Ovhor (OML 38/41) 5.08 Mboe
  - ➤ **Oben** (OML 41) 0.88 Mboe
- ➤ Undeveloped discoveries
  - ➤ Mosogar OML 38; development in 2013
  - ➤ Okporhuru OML 38; production to start in 2013
  - ➤ Ubaleme OML 41
  - Okoporo OML 41 ; development in 2013
- ➤ Number of unaudited discoveries

#### **2P Reserves and 2C Resources**

(100% of OML pre-royalties, unless otherwise stated)

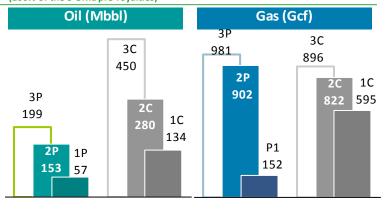
	Oil (Mbbl)		Gas (Gcf)	
	2P	2C	2P	2C
OML 4 - producing	71	52	814	645
OML 38 - producing	30	6	4	74
OML 41 - producing	51	80	84	103
Discoveries		141		
Total 3 OML	153	280	902	822
MPN W.I. pre-royalties	31	57	183	166
MPN W.I. post-royalties	25	45	170	155

#### Gross production at well heads (100%)



#### **Breakdown of Reserves and Resources**

(100% of the 3 OML pre-royalties)



Note: "oil" = oil + condensate Reserves Resources Reserves Source: GCA's Competent Person Report dated November 2011; figures given as at 30 June, 2011; cumulative production figures are provided at well heads

8 November, 2011

Resources



# COMMITTED PARTNERS WITH PROVEN OPERATIONAL EXPERTISE

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### M&P forces are committed to the success of MPN in various ways



### Designated Chief Executives

### Direct involvement of Maurel & Prom technical experts through the Transitional Services Agreement



Mr. Jean-François Hénin Chairman of the Board (also Chairman of the Board and CEO of Maurel & Prom)



Mr. Michel Hochard CEO (also CFO of Maurel & Prom)

#### **Management of Operations**

- ➤ 1 Reservoir Engineer
- ➤ 1 Geologist
- ➤ 1 Geophysicist

All three have extensive consulting backgrounds and a diversity of experiences in terms of:

- Geographies: Ivory Coast, Libya, Algeria, Morocco, Iraq, Kuwait, UAE, Kazakhstan, North Sea, Venezuela, Mexico, Argentina
- Reservoirs typologies: sandstones, shale, fractures, carbonates, etc.

#### **Technical Supervision**

### **Exploration** *Exploration Director of Maurel & Prom*

### **Production**Production Director of Maurel & Prom

Signed for a 12 months period and renewable at the request of MPN

### MPN partners are recognized Nigerian <u>E&P companies...</u>



The cooperation between MPN and its Nigerian partners is comforted by cross participations in Boards of Directors

#### **PLATFORM PETROLEUM Ltd**

- > Platform Petroleum Joint Ventures Ltd is part of the Platform Petroleum Ltd group
- ➤ Based in Lagos
- ➤ Operator of the Asuokpu/Umutu marginal fields on the Niger delta (OML 38)
- > Also involved in oil refining and LNG

#### SHEBAH EXPLORATION & PRODUCTION Ltd

- > Shebah Petroleum Ltd is part of the Shebah Exploration & Production Co. Ltd group ("Sepcol")
- ➤ Based in Lagos
- ➤ Operator of the Ukpokiti field, as well as the related OML 108 offshore Nigeria
- > Dr. Orjiako, CEO of Shebah Petroleum and Sepcol, is a board member of Maurel & Prom

#### **SEPLAT KEY EXECUTIVES**



Dr. A.B.C. Bryant Orjiako Chairman

- ➤ 20 years of experience in Oil & Gas
- ➤ Chairman/CEO of Shebah E&P (OML 108)
- ➤ Board member of Maurel & Prom



Mr. Austin Avuru Managing Director

- Former MD/CEO of Platform Petroleum
- ≥31 years in Oil & Gas industry
- ➤12 years at various position within the NNPC
- Serves as expert to the Nigerian Government



Mr. Stuart Connal

- ➤ Engineer with 30 years of experience in Oil & Gas
- ➤ Held senior management positions at Centrica Energy
- ➤ Held senior positions in new fields development for Norske Hydro, Statoil and Esso Norge

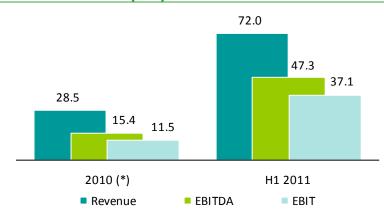
### ...together delivering efficient ramp-up



Fruitful cooperation between partners started with the quality of the terms obtained for the acquisition of the 45% in the 3 OML:

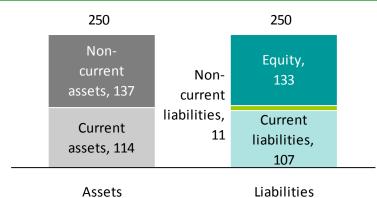
- \$4.5/bbl before royalty
- \$5.6/bbl after royalty

#### MPN financials (€m)



(\*) 2010 accounts for 128 days of production

#### MPN Balance Sheet, as of 30/06/2011 (€m)



Note: consolidated accounts using the proportionate method

#### **Revenues drivers**

- ➤ In H1 2011:
  - > 879,930 bbls for MPN share of off-take
  - > 113 \$/bbl avg. selling price
  - > 1.40 \$/€ avg. FX rate over the period
- ➤ In 2010 (128 days of production):
  - > 456,000 bbls for MPN share of off-take
  - > 86 \$/bbl avg. selling price
  - > 1.38 \$/€ avg. FX rate over the period

#### Other balance sheet considerations

- ➤ In September 2011, SEPLAT proceeded to a partial reimbursement of the shareholder loan through a payment to MPN of \$75m
- ➤ As of the date of the prospectus, the remaining balance of the shareholder loan granted by MPN to SEPLAT was \$47m
- ➤ Before the proposed spin-off, M&P will subscribe to a capital increase of MPN of €105m to provide the company with funds for future growth opportunities

# SEPLAT has proven competencies as community organisers



#### **Community relations strategy**

- ➤ SEPLAT leverages the successful onshore track record of Platform (Asuokpu/Umutu Marginal Field OML 38) regarding community relationship management
- ➤ SEPLAT regards host communities as stakeholders and considers capacity building and empowerment a primary objective in the partnership
  - Host communities consist of 4 major stakeholding communities and 35 others of smaller size
- ➤ The company is committed to a programme of proactive engagement with the communities to implement sustainable development programmes

#### **Strategy implementation**

- ➤ Utilise the forum of community engagement meetings to dialogue with host communities and keep them abreast of the company's operations
- ➤ Development of a 5-year General Memorandum of Understanding (GMoU) with the host communities
- > Formal courtesy visits to the traditional rulers within SEPLAT's areas



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# 4 SIGNIFICANT GROWTH POTENTIAL

# A Nigeria is one of the most prolific Oil & Gas country in Africa...

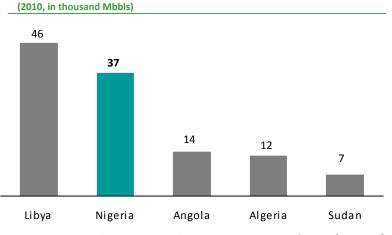


Nigeria is the largest Oil & Gas reserves holder in Africa, and the largest producer

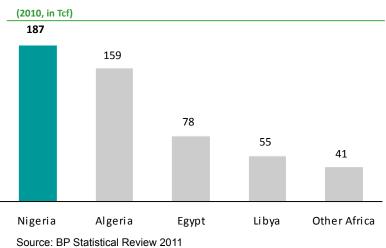
In 2010, the country has increased further its production by c. 17% for oil and c.35% for gas

Nigeria is expected to strongly promote the production of gas, which is currently flared to a large extent

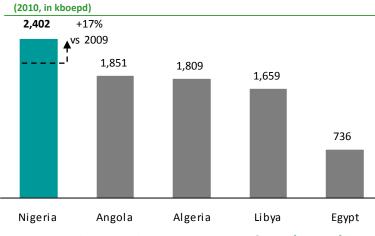
#### Oil proved reserves by country in Africa (Top 5)



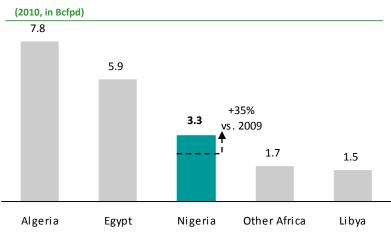
#### Gas proved reserves by country in Africa (Top 5)



#### Oil production by country in Africa (Top 5)



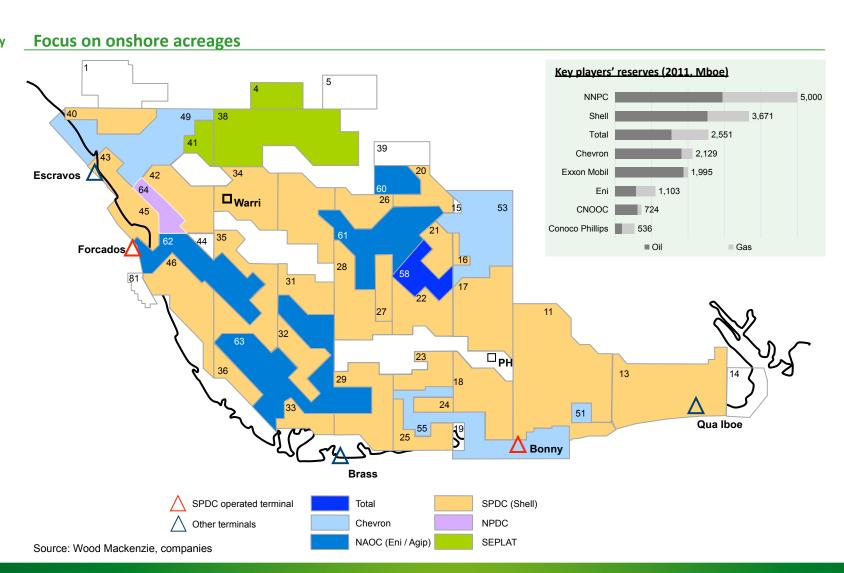
#### Gas production by country in Africa (Top 5)



# ...where the largest O&G companies operate onshore...

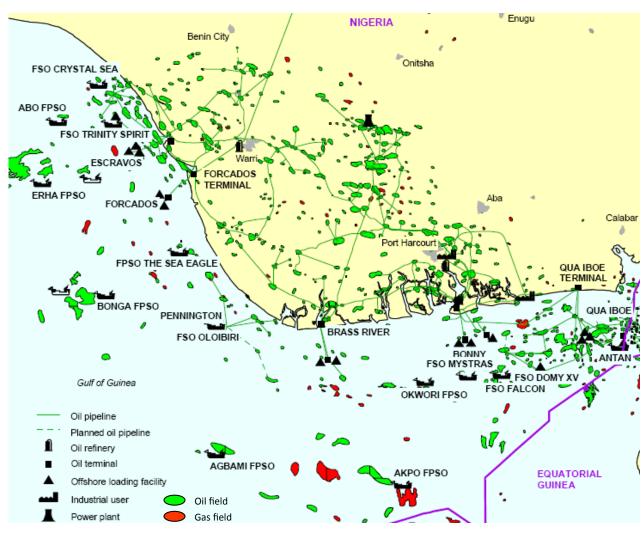


Majors are also very active on large offshore blocks



# ...benefiting from a dense transport infrastructure





Source: Wood Mackenzie

### A favourable regulatory framework, particularly for local companies



#### Petroleum Act (1969)

- > Defines regulation for the exploration of petroleum onshore and offshore
- Regulates exploration, OEL, OML, refining, transport, disputes, etc.

#### Nigerian Oil & Gas Industry Content Development Act (2010)

Provides the Nigerian Oil & Gas industry with the development of Nigerian content

#### **Petroleum Industry Bill**

- Objectives of the Bill are: enhance exploration & exploitation, increase domestic gas supplies, create peaceful business environment, establish a progressive fiscal framework, create a viable National Oil Company, deregulate petroleum prices, create efficient regulatory entities, create transparency, promote Nigerian Content and protect health, safety and environment
- > Part VI of the Bill specifically refers to "indigenous petroleum companies" to support their development
- Still under review by Nigerian Parliament

#### Oil & Gas related institutions

- Department of Petroleum Resources ("DPR")
- Nigerian National Petroleum Corporation ("NNPC")

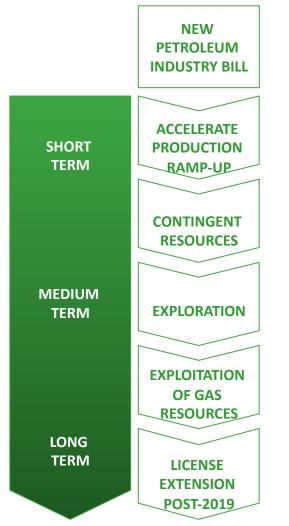
#### **Political stability**

- President Jonathan Goodluck was elected on 19 April 2011, after his nomination in 2010
- Presidential power is monitored by a Senate (109 seats) and a House of Representatives (360 seats)

There is a strong willingness from the Federal Government to increase local content, especially for onshore activities

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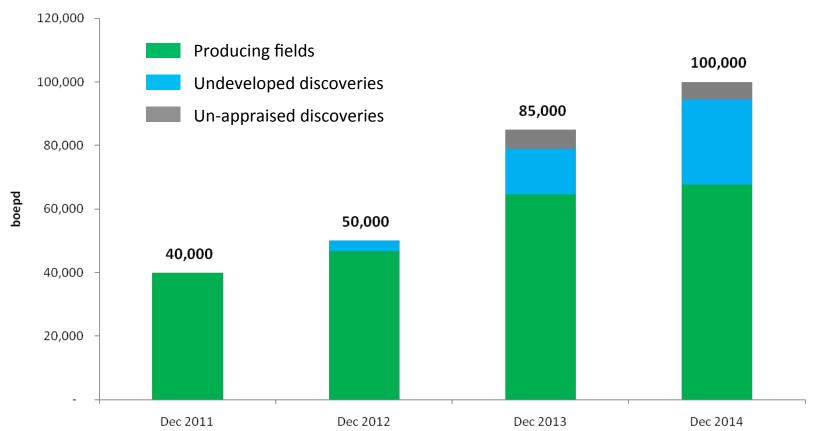
- Promotion of indigenous players expected to benefit to SEPLAT and therefore MPN
- > 2 production fields to be developed per year, starting 2012
- Oil production expected to grow significantly to 50,000 boepd by end-2012
- ➤ Significant volumes of 2C resources (100% producing fields only)...
  - > 138 Mbbls oil (100% producing fields only)
  - > 822 Gcf gas (100% producing fields only)
- ... expected to be quickly converted to 2P reserves
- Un-appraised identified fields
- Numerous prospects and leads across the licenses
- Strong political will to develop the gas market in Nigeria
- Important gas reserves and resources in OML 4, 38, 41 that could be monetised, enhancing value of the company
- > The current exploitation conditions provide with good confidence that licenses could be renewed by the Government at the benefit of SEPLAT
- > Renewals to allow extracting more reserves and perform further exploration works

# Accelerated production ramp-up through an active drilling program



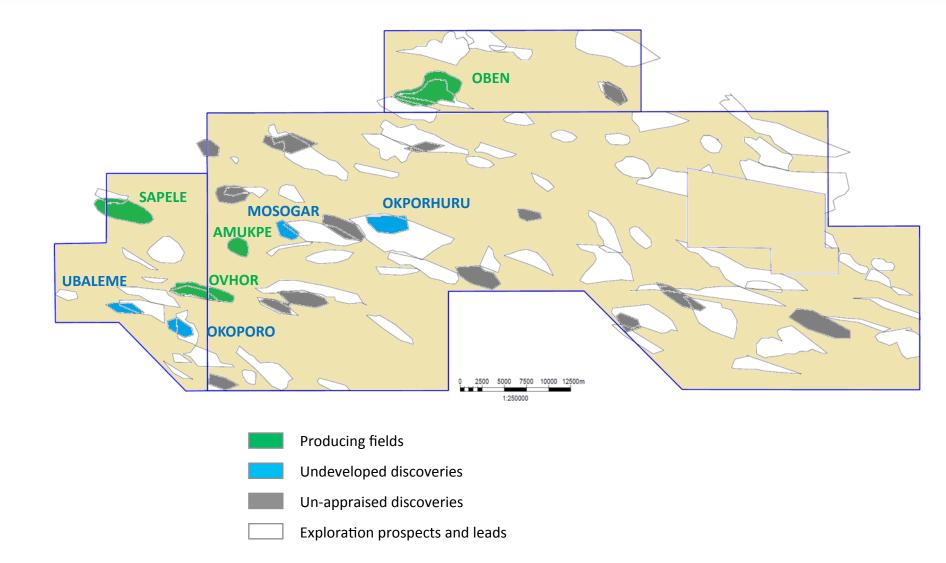
#### Oil production objective at year end





# A number of unexplored reservoirs, numerous prospects and leads







# 5 ROBUST CASH FLOW GENERATION

### A dynamic investment program on the 3 OML...

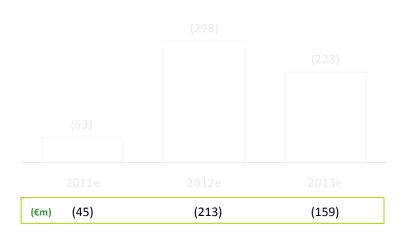


#### **Capex highlights**

- > The company is investigating aggressive delivery of wells and workover options to achieve gross production targets of 50,000 boepd (on a 100% basis) at the end of 2012
- > Capex programme includes
  - > expansion of facilities
  - > 2 new fields in production every year from 2012 onwards
  - ➤ appraisal wells

#### 3-year capex forecast – 100% basis (1)





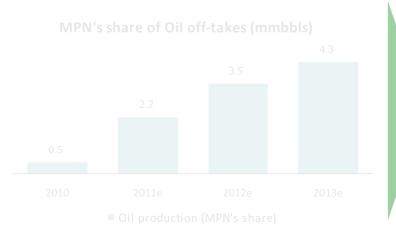
(1) Subject to approval from SEPLAT / NPDC

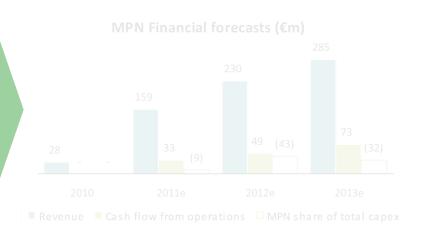
### ...yet providing MPN with positive cash flows



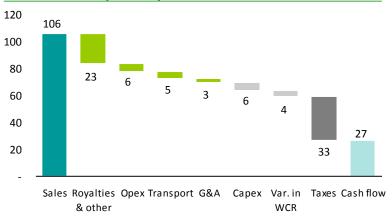
Additionally to operational cash flow, MPN will benefit from a capital increase of €105m (subscribed by Maurel & Prom ahead of the Transaction) in order to be able to seize potential investment opportunities from day 1

#### Strong production ramp-up is expected to fuel the capital expenditure program





### Synthetic cash flow to MPN per barrel of its share of oil (2011e) (US\$/bbl)



#### **Considerations on dividend**

- As an E&P company, MPN's value creation strategy is to search and invest into highly promising exploration or production fields
- ➤ Thus, the management and directors of the Company will constantly seek for the best use of the available financial resources
- ➤ Nevertheless, the Company may return cash to shareholders whenever this is compatible with the pursued strategy



6 SUMMARY



brought to production per year from 2012 onwards

Capacity to leverage the company and reach an optimal financial



8 November, 2011 31

structure

**FLOW** 

GENERATION



### **APPENDIX**

### SEPLAT – Experienced & well connected Board





**Dr. A.B.C. Bryant Orjiako** *Chairman of SEPLAT* 



Mr. Jean-François Hénin Chairman & CEO Of Maurel & Prom



Mr. Michel Hochard CFO of Maurel & Prom

- Trauma / Orthopaedic surgeon
- 20 years of experience in Oil & Gas
- Chairman/CEO of Shebah E&P (OML 108)
- Board member of Maurel & Prom

- Former CEO of Altus Finance
- Former Treasurer of Thomson CSF
- Former Director of Treasury and FX of Lyonnaise des Dépôts
- Board member of Pebercan Inc.
- Former member of the Executive Committee of PricewaterhouseCoopers
- Strong experience at Elf Aquitaine



**Mr. Austin Avuru** *Managing Director of SEPLAT* 



Mr. Macaulay Agbada Ofurhie



Mr. Alhaji Nasir Ado Bayero

- Former MD/CEO of Platform Petroleum
- 31 years in Oil & Gas industry
- -12 years at various position within the NNPC
- Co-author of 2 books on Nigerian Oil & Gas industry and economics
- Serves as expert for the Nigerian Govt.

- Geologist / Petroleum engineer
- 34 years at the NNPC and DPR
- Previously Managing Director of NDPC and Nigeria Gas Company
- 21 years experience in Nigerian banking and in Oil & Gas, as well as policy development sectors
- Previous experience in Continental Merchant Bank & Coastal Corporation

# SEPLAT – A seasoned and successful management team





Mr. Austin O. Avuru Managing Director



Mr. Stuart Connal



Mr. Edward Skene *CFO* 

- Former MD/CEO of Platform Petr.
- 31 years in Oil & Gas industry
- 12 years at various position at NNPC
- Co-author of 2 books on Nigerian Oil & Gas industry and economics
- Serves as expert for the Nigerian Govt.
- Chartered engineer with 30 years of experience in the Oil & Gas industry
- Held senior management positions at Centrica Energy
- Formerly held senior positions in new fields development for Norske Hydro, Statoil and Esso Norge
- 26 years experience in E&P and the service sector of Oil & Gas
- Formerly General Manager at Addax Petroleum Development Nigeria and CFO of Willbros Nigeria



Mr. Bryte Oghenovo Oghor General Manager HSE & Community Relations



Dr. Chioma Nwachuku General Manager Corporate & New Business Dev.



Mr. Moses J. Onuwe General Manager Corporate Services & Administration

- 28 years of experience in Oil & Gas
- Formerly held senior positions at NNPC, Ashland Oil and Addax Nigeria
- Resourceful professional for many Oil & Gas industry cooperatives in Nigeria
- Multi-skilled professional with 20 years experience
- Held key positions in Diamond Bank, Continental Trust Bank, MBC International Bank and Zain Telecom
- Over 14 years of experience in Human Resources Management in Nigeria and overseas
- Formerly held key positions at Procter & Gamble, British American Tobacco, Coca-Cola...