



# **MAUREL & PROM**

Full year results presentation

Paris, April 8th 2010



## Highlights 2009

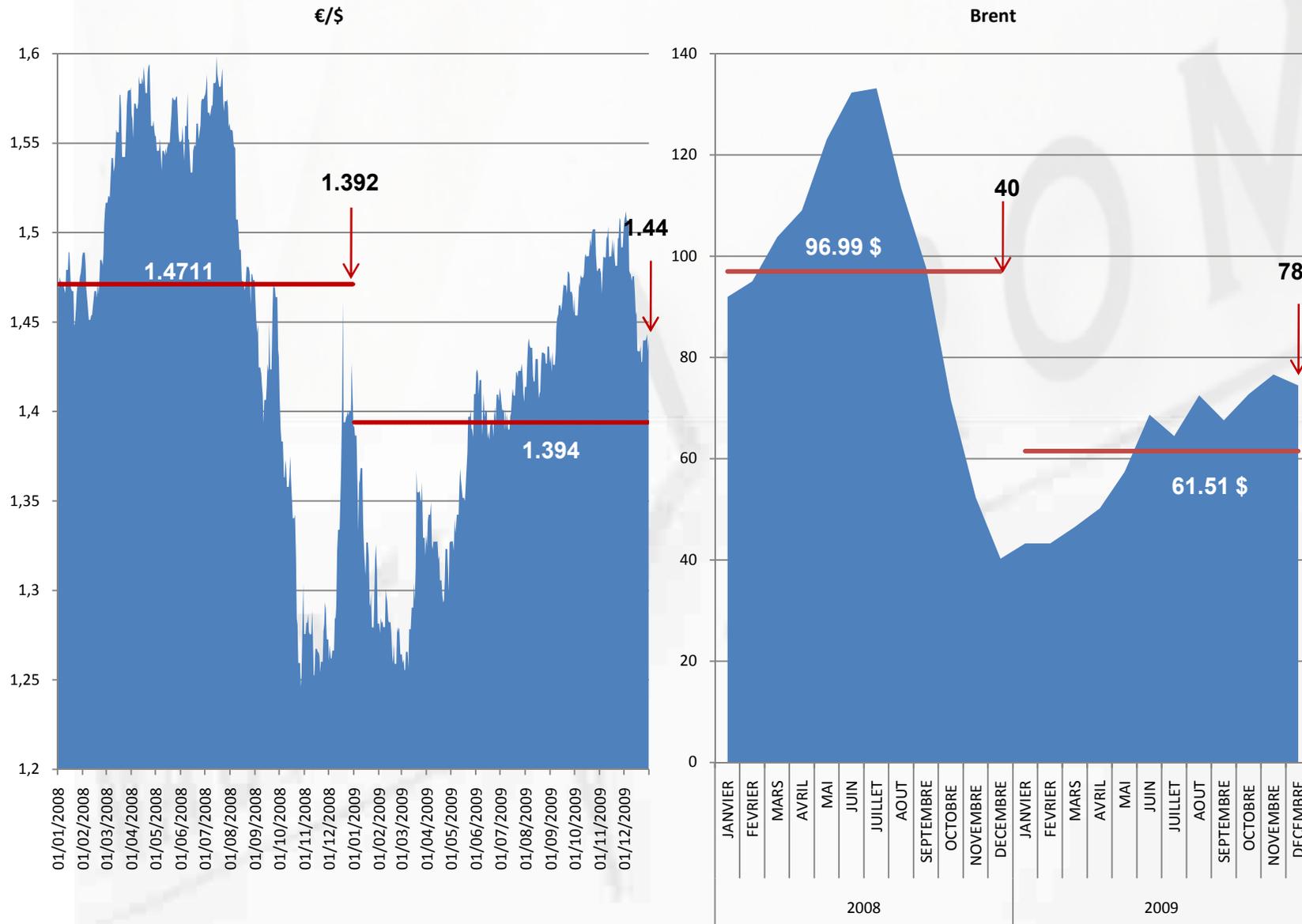


## Key strategic indicators in 2009

- ✓ Strengthening of the financial structure
  - ✓ Asset disposal in Colombia for US\$740m
  - ✓ Issue of a convertible bond : Oceane 2014 for €297m
  - ✓ Purchase of a part of Oceane 2010 for €201m
  - ✓ Signature of a RBL of US\$255m
- ✓ First oil of the Onal's field, deception on Omko :
  - ✓ Onal's beginning the 9th of march 2009
  - ✓ Omko's beginning the 24th of february 2009
- ✓ New success around Onal field :
  - ✓ Success of OMOC-1 and OMGW-1
  - ✓ Beginning of 2010, success of OMOC-N-1, confirmation of the new theme Kissenda
- ✓ Strengthening of the Group interest in East Africa
  - ✓ Increase of the group's interest in the Mandawa's Licence in Tanzania
  - ✓ Acquisition of interests in Artumas'assets in Tanzania and Mozambique



# Brent evolution and €/\$ for 2009





## Strengthening of the financial structure of the Group

### New convertible debt

- Issue of an Oceane for 297 M€
- Issue price : €15.6
- Maturity : July 2014
- Rate : 7.125%

### Purchase of parts of Oceanes 2010

- Issue price : €22.44
- Rate : 3.5 %
- Purchase price : €22.80
- Purchase of 8,820,635 bonds
- Early refund of €201m
- €183m paid off on January 2<sup>nd</sup> , 2010

### Sale of Hocol Colombia

- Sale price: US\$740m
- Earnouts: US\$115m
  - On oil price : US\$65m  
maturity : February 2011
  - On Niscota reserves : US\$50m  
maturity : 2011 reportable for one year
- Effect date : 1<sup>st</sup> of January 2009
- Conclusion at least on December 31st, 2012

### Signature of a RBL for US\$255m

- Undrawn



# Mixed exploration results as of 31/12/2009

		2009															
		%	janvier	février	mars	avril	mai	juin	juillet	août	septembre	octobre	novembre	décembre	janvier	février	
COLOMBIE	SN 9	100%													Sismique 2D : 300 km		
	Muisca	100%															
	Sabanero	100%															
	Tangara	50%										CASC-1			CASC-1		
GABON	OMOUEYI	100%		OMOC-1 11					OMTI			OMSN		OMGW-1D 17	Sismique 2D : 760 km		
	OMKO	85%		OMKO-104 Aval					OMKO-103D	OMKO-102D		OMKO-301					
	Etekamba	100%															
	Nyanga-Mayombe	100%															
	Kari	100%															
CONGO	La Noumbi	49%													TiéTié-NE		
	Marine III	75%													M'Bafou		
	Kouilou	15%		Zingali													
TANZANIE	BRM	60%	Mafia Deep 1												Mafia Deep		
	Mandawa	90%		Mihambia								Mohoro-1					
	M'Nazi Bay	48%															
MOZAMBIQUE	Rovuma	24%													Mecupa		
NIGERIA	Exploration	20%															
	Appréciation	20%															
SYRIE	Block XI - Alasi	75%													Draco		
PEROU	Block 116	100%															

**Success**

**Failure**

**Suspended or in progress**

OMOC-1  
Zingali (operated by ENI)  
OMKO-102 (transformed in injection well)  
OMKO-103 (transformed in injection well)

OMSN-1  
OMKO-104  
OMKO-301  
Mihambia  
Mohoro  
Mecupa (operated by Anadarko)

beginning 2010:  
TiéTié-NE-1  
MBF-1  
Draco

OMTI (in expectation of means of test and additional sismic)  
CASC-1  
Mafia Deep (in expectation of results of superior aera test)



# First oil of Onal - Omko

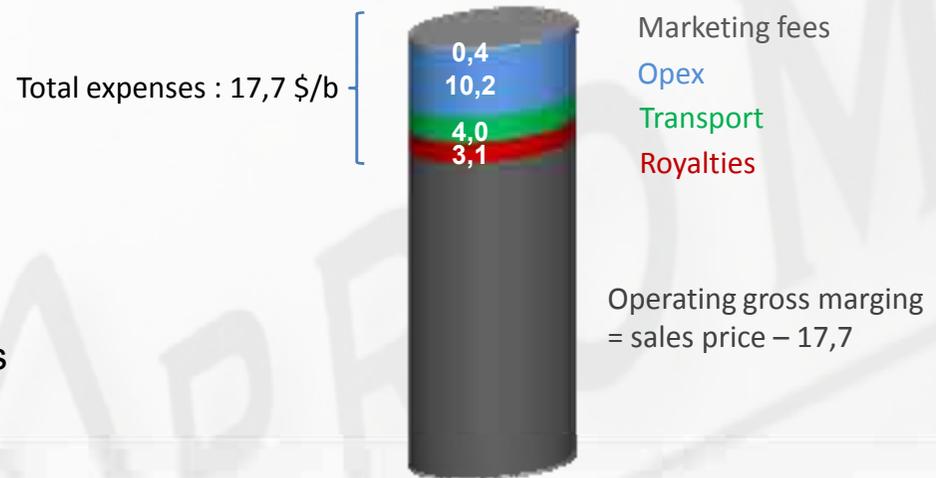
## Onal's field characteristics

- 20 production wells
- 15 injection wells, o/w 5 are operating
- Pipeline of 123 km
- 5 heating stations
- 1 production centre and oil treatment facilities
- Water injection facilities
- Investments at 100% : 656 M\$
- Discovery and development costs : 6,1 \$/b

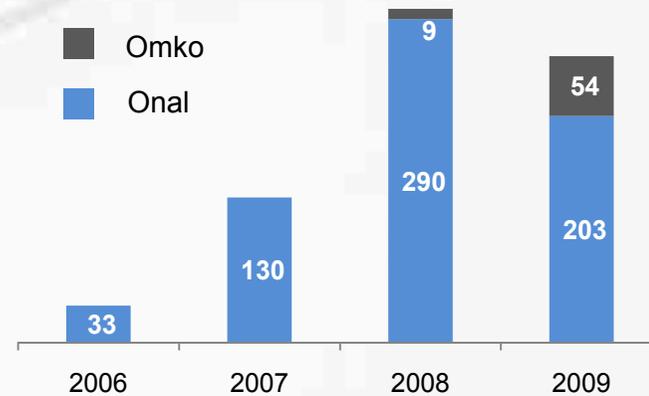
## Omko's field characteristics

- 3 production well
- Plug to the centre of production of Onal at 7 km
- Investments at 100% : 63 M\$
- Discovery and development costs : 4 \$/b

Operating gross marging 2009 (in \$/b)



Investments history at 100% (in M\$)

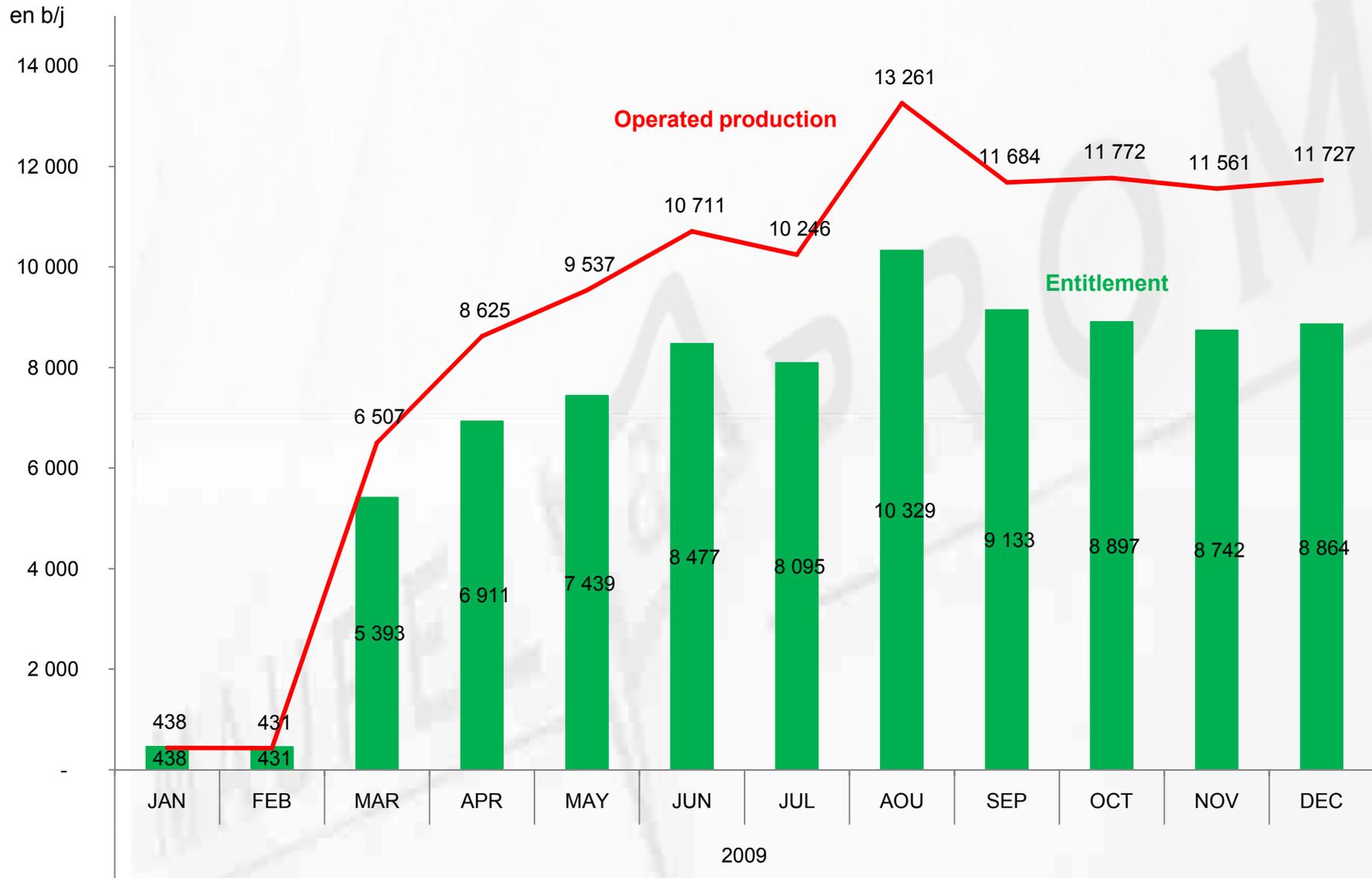


**Sart of the water injection program: 22/12/2009**





# Production 2009 in Gabon

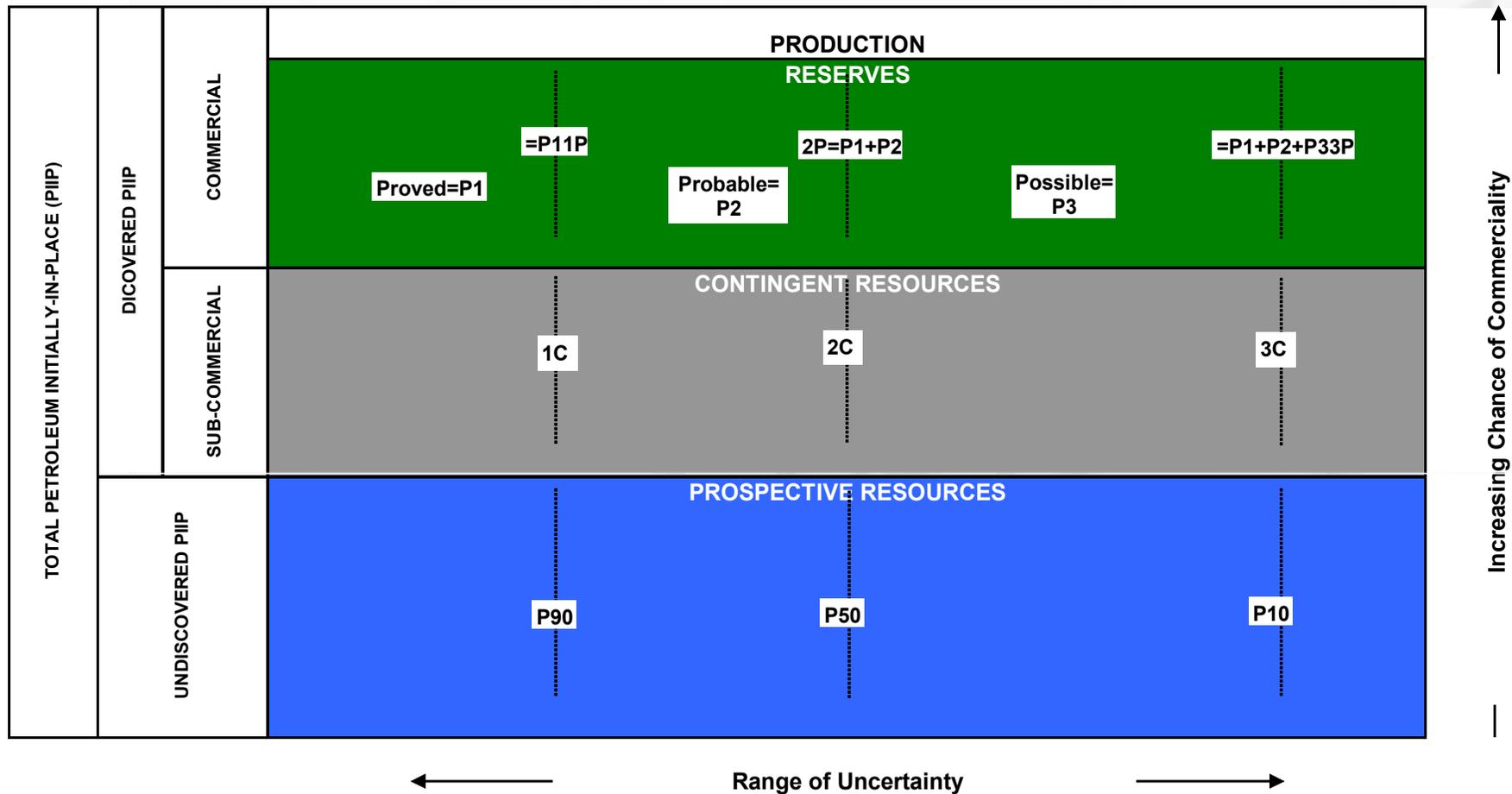






**Increase of ressources  
2010**

# Reserves definition



We distinguish three types of reserves. The quantities of oil which have a probability of recovery superior or equal to 90 % Thanks to the current techniques and in common economic conditions are defined as 1P or proved reserve. The most important quantities of oil, which the probability of recovery is only 50%, are the probable reserves or 2P. finally, when the probability of recovery of a well comes down to 10 %, we then deal with possible reserves or 3P.

Source : IFP



## Update on the reserves 2010

Oil reserves were certified on 1 January 2010 by DeGolyer & MacNaughton on the basis of the economic conditions and using existing geological and engineering data, making it possible to estimate the quantities of hydrocarbons that can be produced. The evaluation process involves subjective judgments and may lead to subsequent re-evaluations on the basis of advances in the knowledge of the strata.

The reserves linked to the field OMOC-N, discovered in february 2010, were evaluated by DGMN the April 1st 2010. This evaluation is a first approach of the reserves of this field based on a single well and a seismic line.

In 2009, The Group widened its mining domain in Tanzania and in Mozambique by taking over some assets of Artumas with Cove Energy.

The quantities of gas bound to the licence of Mnazi Bay, which the Group acquired 38,22 % of interests, are not taken into account in the reserves of the Group. These resources of gas were estimated by Rose and Associates during the year 2009.

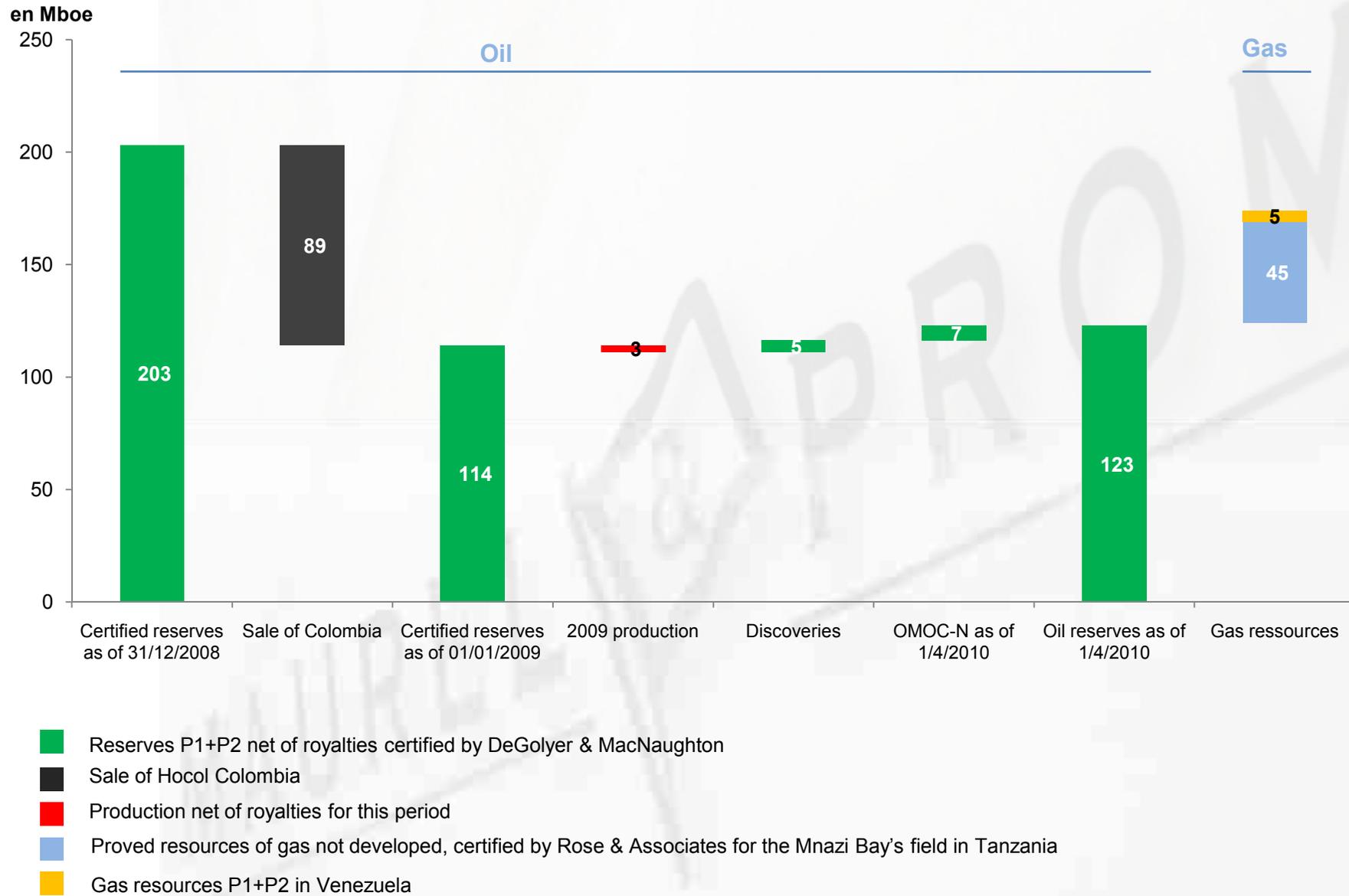
Late January 2010, the Group took a 45 % participation in SEPLAT, a Nigerian-registered company. This company had signed an agreement with SHELL, AGIP and TOTAL concerning the acquisition of a 45% stake in OML 4, 38 and 41 in Nigerian onshore operations.

The reserves 2P ( P1+P2) of these licences before deduction of royalties were estimated by Gaffney, Cline and Associates. Moreover, there are discovered fields (evaluated as C1 and C2) requiring additional works to allow the certification of additional reserves (estimated by Gaffney, Cline and Associates).

Also, there are weakly valued resources bound to gas fields. These resources were estimated by Gaffney, Cline and Associates and are bound to gas fields in production as well as to not developed gas fields.

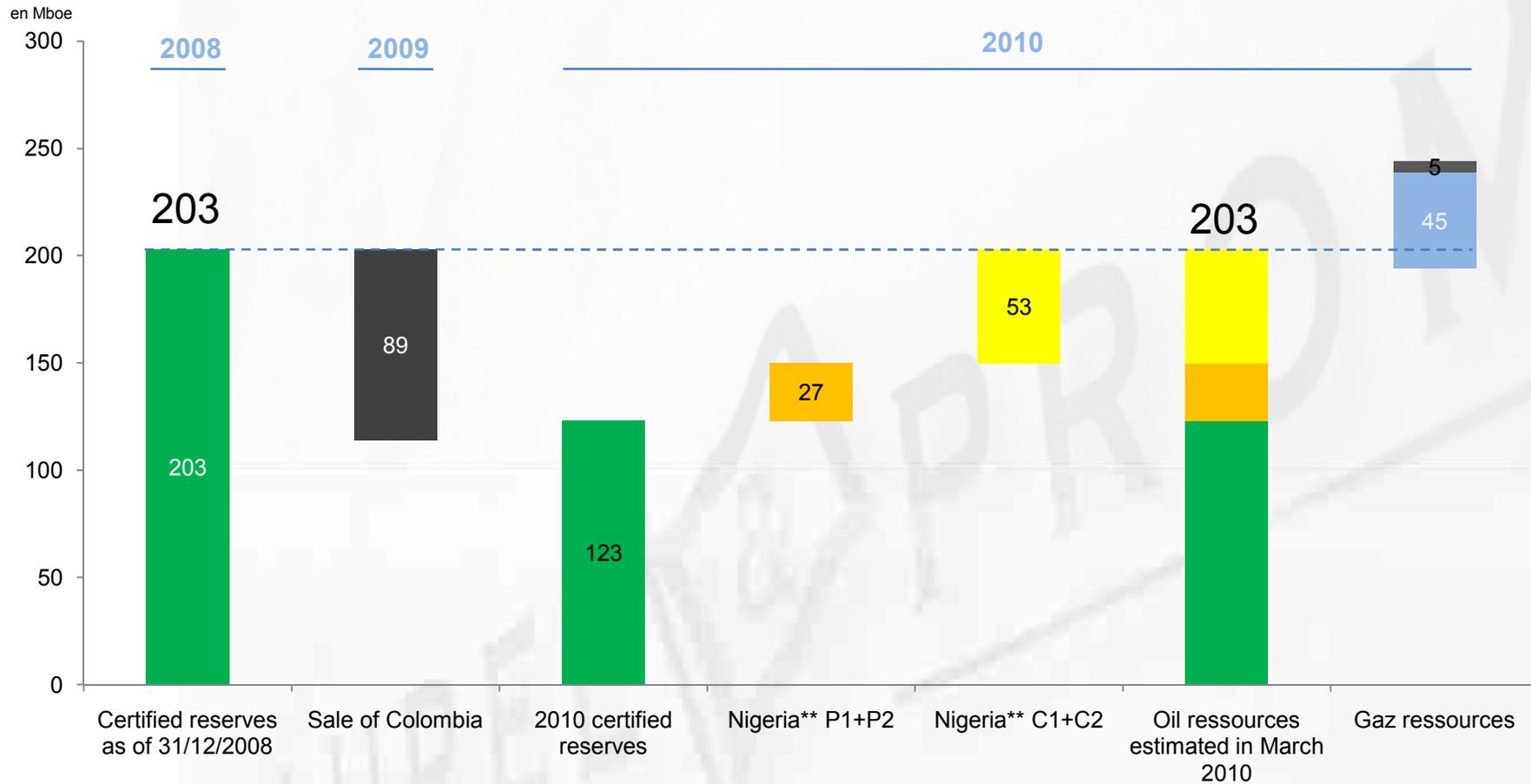


## Reserves P1+P2 net of royalties 2010





## Resources of the Group (excluding P3 and potential resulting from the exploration)



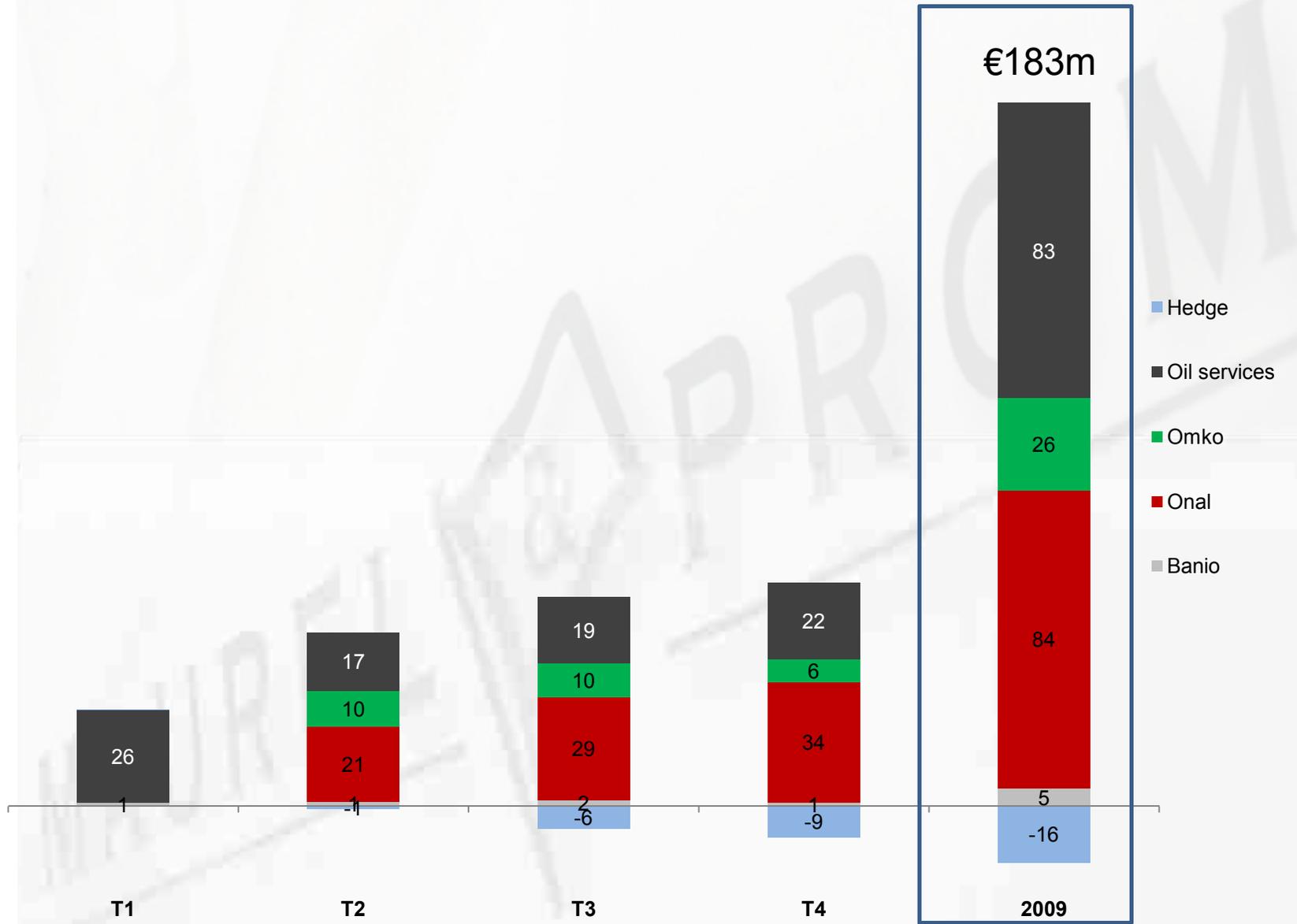
- Hocol Colombia's asset disposal
- Reserves P1+P2 net of royalties certified by DeGolyer & MacNaughton
- Proved resources of gas not developed, certified by Rose & Associates for the Mnazi Bay's field in Tanzania
- Reserves P1+P2 net of royalties, certified by Gaffney & Cline, linked to the production fields of OML 4, 38 and 41 in Nigeria
- Resources C1+C2 net of royalties, certified by Gaffney & Cline, linked to the discovered fields not developed of OML 4, 38 and 41 in Nigeria



## Financial indicators 2009



## 2009 Sales



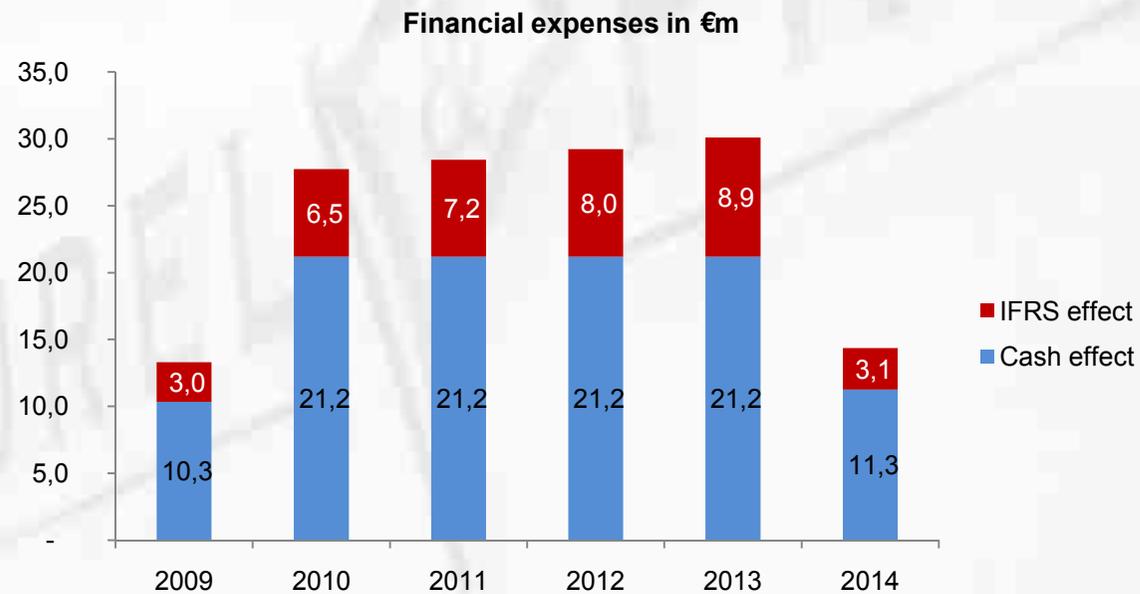
## 2009 Operating income

		2009	2008
<b>Operated production 100%</b>	<b>in bopd</b>	<b>8,973</b>	<b>360</b>
Entitled production	<i>in bopd</i>	6,975	345
<b>Sales</b>	<b>in €m</b>	<b>183</b>	<b>92</b>
	<i>Production</i>	116	7
	<i>Oil services</i>	84	85
	<i>Others</i>	- 16	0
Sales cost		- 82	- 52
<b>Gross margin</b>		<b>101</b>	<b>40</b>
		55%	44%
Taxes		- 7	- 3
Staff		- 20	- 14
<b>Gross operating profit</b>		<b>74</b>	<b>23</b>
		40%	25%
Depreciation		- 35	- 16
Exploration in charge		- 56	- 25
Others		- 10	- 9
<b>Operating income</b>		<b>- 28</b>	<b>- 10</b>



## Convertible bonds : OCEANE 2014

Date value	07/07/2009
Maturity date	31/07/2014
<b>Value at maturity</b>	<b>297,562,496</b>
Nominal value	297,562,496
Constituent stockholders' equities	25,069,856
Issuing costs	11,733,049
<b>issue amount recorded (net of the expenses)</b>	<b>260,759,591</b>
Coupon	7.125%



## 2009 Financial income

		2009
<b>OCEANE</b>		- <b>35</b>
OCEANE 2010	<i>Interests</i>	- 19
	<i>Purchase bonus</i>	- 3
OCEANE 2014	<i>Interests</i>	- 13
<b>Hedge</b>		<b>35</b>
	<i>Brent</i>	13
	<i>€/€</i>	22
<b>Translation adjustment</b>		- <b>31</b>
<b>Others</b>		<b>6</b>
	<i>Implementation of the RBL</i>	- 3
	<i>Others</i>	9
<b>Financial income</b>		- <b>25</b>

### Incidence of the credit crisis :

The amounts of the payments 2009, except interests, paid to various banks for the hole restructuring of the debt, including the asset's disposal, represent approximately €20m, of which €11m for the OCEANE's issuing costs distributed on the life expectancy of the these.



## Net income 2009

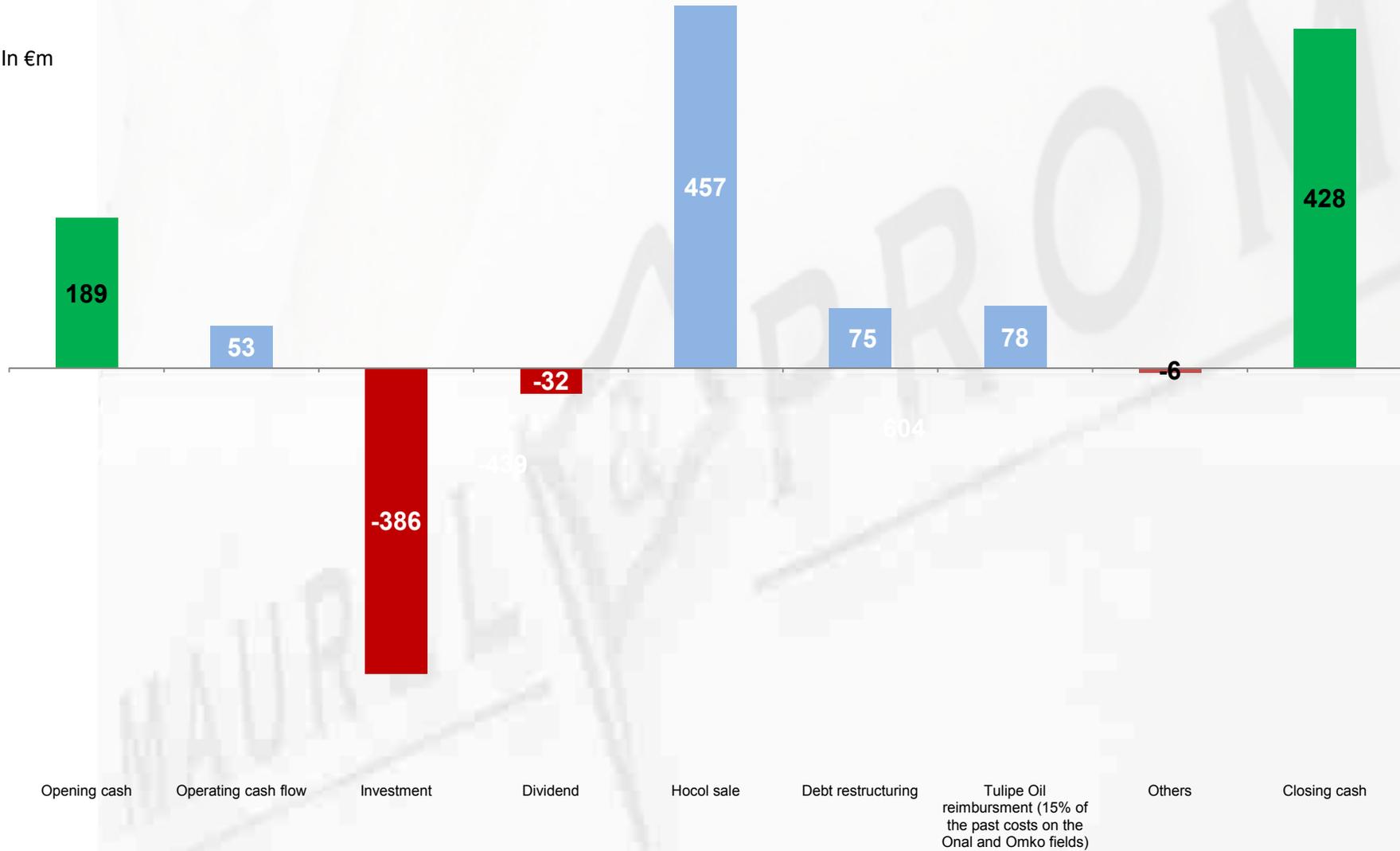
	2009	2008
<b>Sales</b>	<b>183</b>	<b>92</b>
<b>Operating income</b>	<b>- 28</b>	<b>- 10</b>
Financial income	-25	-18
Income before taxes	- 53	- 28
<i>Income tax</i>	- 3	- 4
Net income of consolidated entities	- 56	- 32
<i>Equity associates</i>	10	10
<b>Net income of companies retained</b>	<b>- 46</b>	<b>- 22</b>
Net income from discontinued operations	- 5	85
<b>Net income- Group share</b>	<b>- 51</b>	<b>63</b>





# Cash flow statement

In €m





## Strategy and perspectives 2010

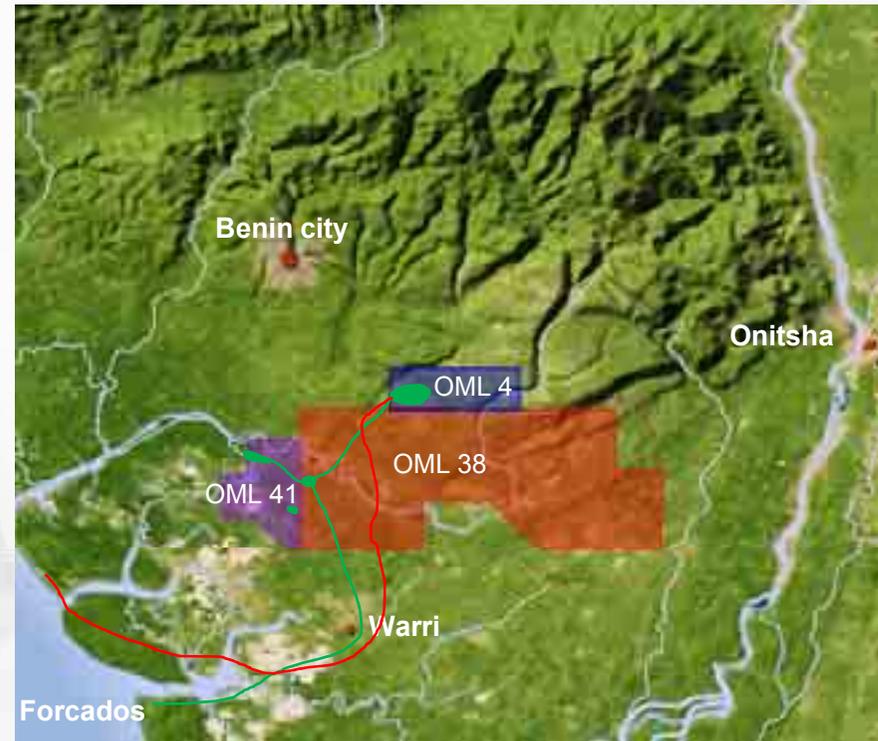
## Improvement in risk profile

Progressive reduction of the risk profile of the group  
Focus on appreciation and development

Concentration of the activity in Gabon and in Nigéria... .. and other significant opportunities

- Strengthening of the first pole of growth: the Gabon
  - Consolidation of the base of production
  - Revealing of a strong potential
  - Increase in importance of the new theme Kissenda
- Deployment of a potential of growth in Nigeria
  - Development of a second pole of production
  - Very high exploration potential
- In Colombia: risk diversification
  - Envisaged crossing of interests
  - Resumption of the exploration
- In Tanzania: valuation of the potential
  - Examination of the possibility of a farm out
- In Congo: pursue of the exploration work
  - Well in progress: NGB-1

## Acquisition in Nigeria

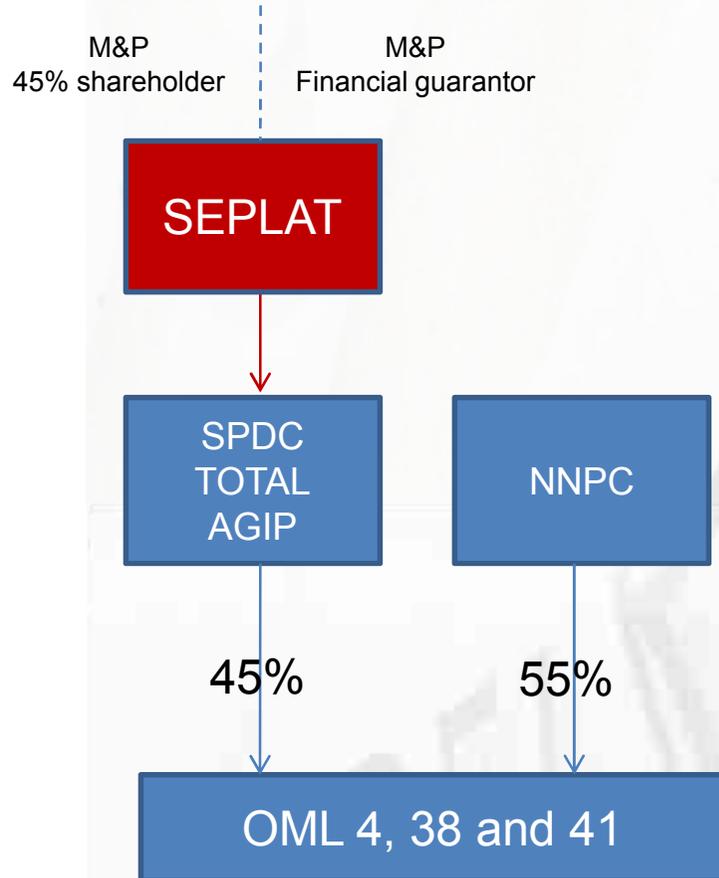


Purchase of 3 licences (OML 4, OML 38, OML41) including :

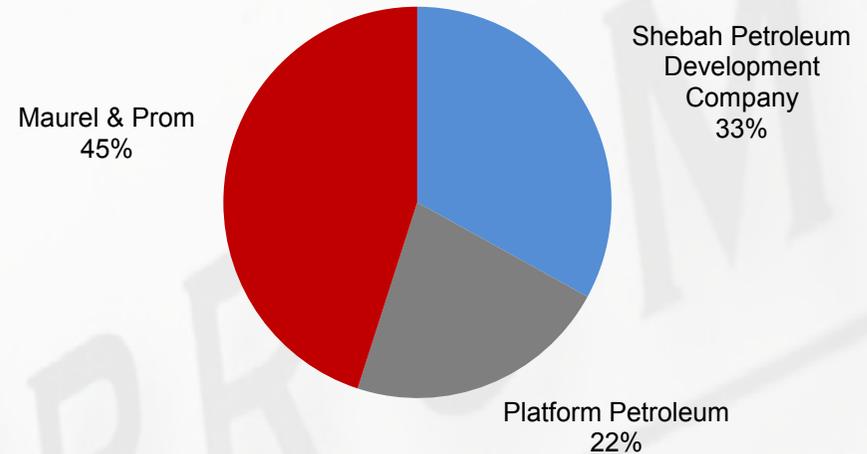
- 4 developed fields
- 9 undeveloped fields
- 1 pipeline (section Amukpe-Rapele)
- Production of 18,000 boepd until November 2008



# Transaction presentation



## Shareholding structure



### Opportunities :

- 9 undeveloped fields
- Vast unexplored territory on OML38
- More advantageous tax system for the indigenous companies with marginal fields (less than 20,000 boepd) if agreement of the Petroleum Industry Bill (PIB)
- Possibility of evacuation by the oil pipeline of ENI
- Possibility of participating in the construction of the oil pipeline of Panocean



## Potential of the nigerian assets

### Producing fields

#### Reserves P1+P2 (oil + condensates)

P1 + P2	in Mboe
100%	169
45% (share of SEPLAT)	76
In M&P share (45% of SEPLAT)	34
Royalties (20%)	-7
In M&P share net of royalties	27

### Discovered but undeveloped fields

#### Reserves C1+C2 (oil + condensates)

P1 + P2	in Mboe
100%	333
45% (share of SEPLAT)	150
In M&P share (45% of SEPLAT)	67
Royalties (20%)	-13
In M&P share net of royalties	54

### Gas resources

in Mboe	P1+P2	C1+C2
100%	165	211
45% (share of SEPLAT)	74	95
In M&P share (45% of SEPLAT)	33	43
Royalties (20%)	7	9
In M&P share net of royalties	26	34

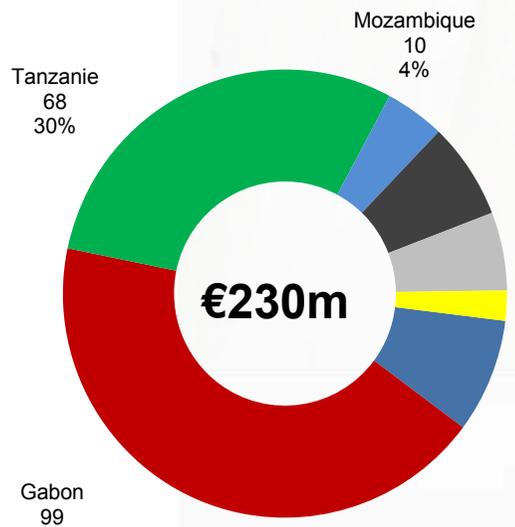


## Strategy and perspectives Exploration-Appreciation



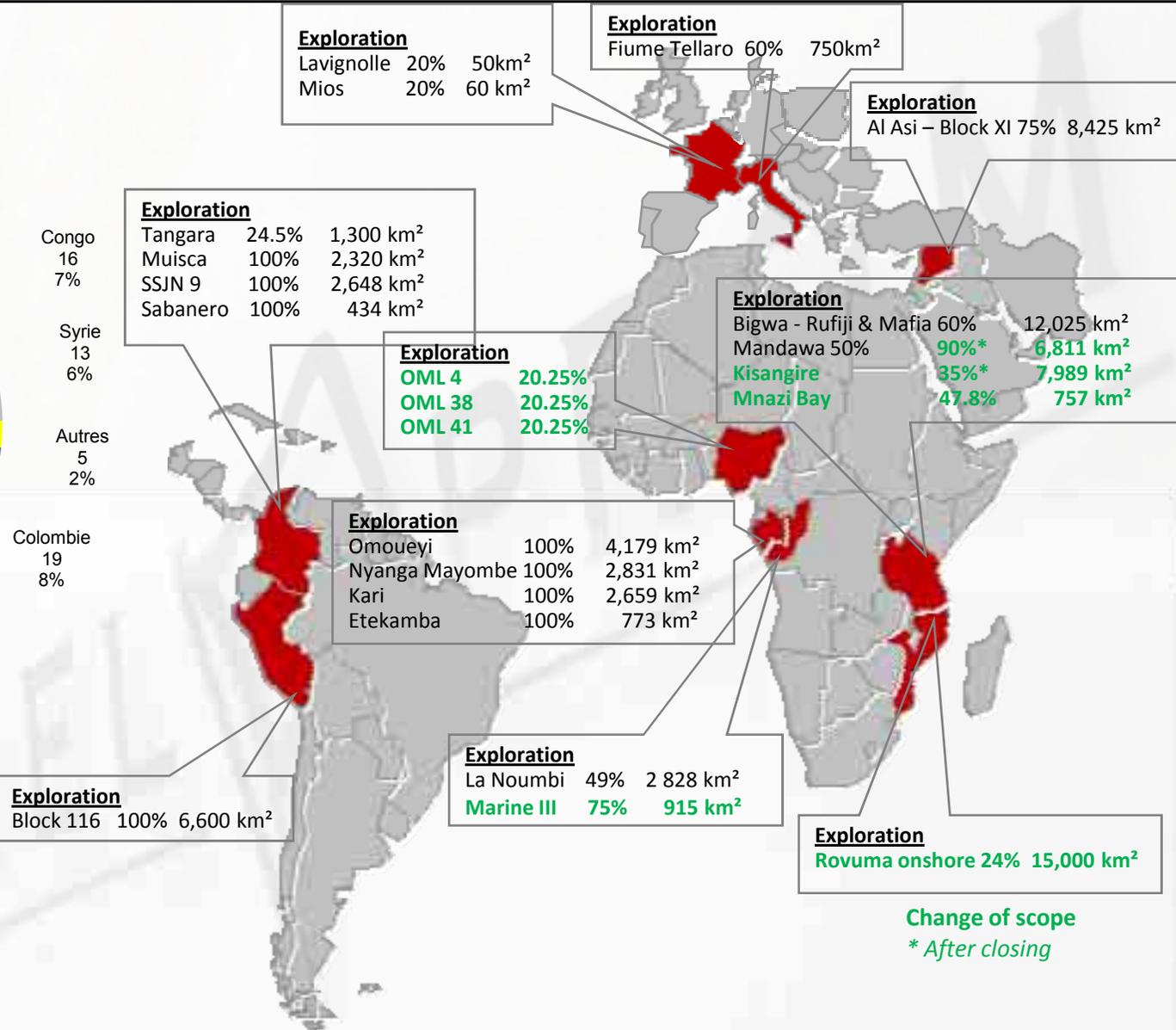
# An exploration portfolio of more than 80 000 km<sup>2</sup>

2009



€230m

o/w 24% written off



Change of scope  
\* After closing

## AFRICA and MIDDLE EAST



### Nigeria

OML 4	20.25%
OML 38	20.25%
OML 41	20.25%

### Gabon

Omoueyi	100%
Nyanga Mayombe	100%
Kari	100%
Etekamba	100%

### Congo

La Noumbi	49%
Marine III	75%

### Syrie

Al Asi	75%
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### Tanzania

Bigwa - Rufiji & Mafia	60%
Mandawa	90%
Kisangire	35%
Mnazi Bay	47.8%

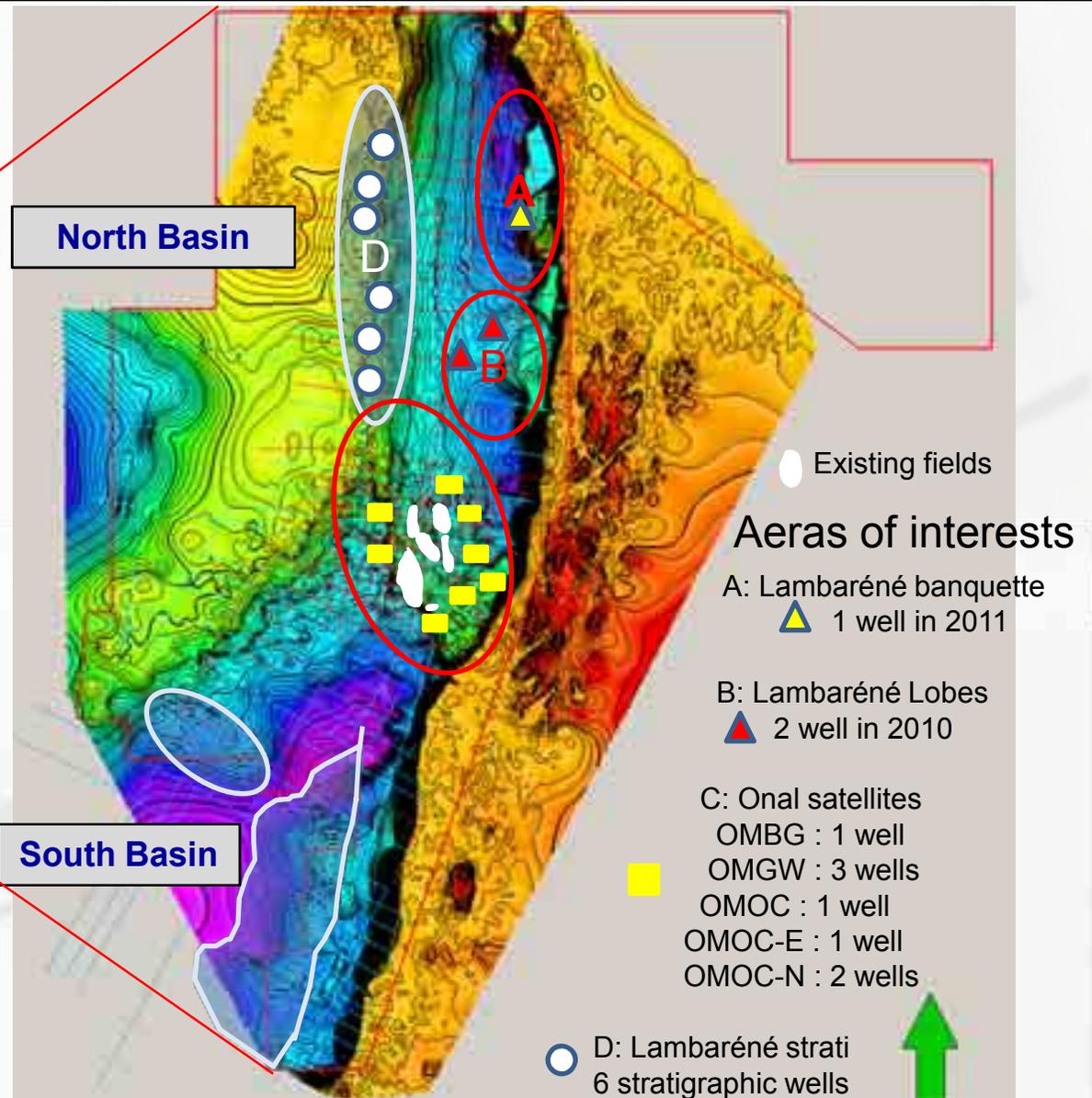
### Mozambique

Rovuma onshore	24%
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# GABON : Omoueyi potential



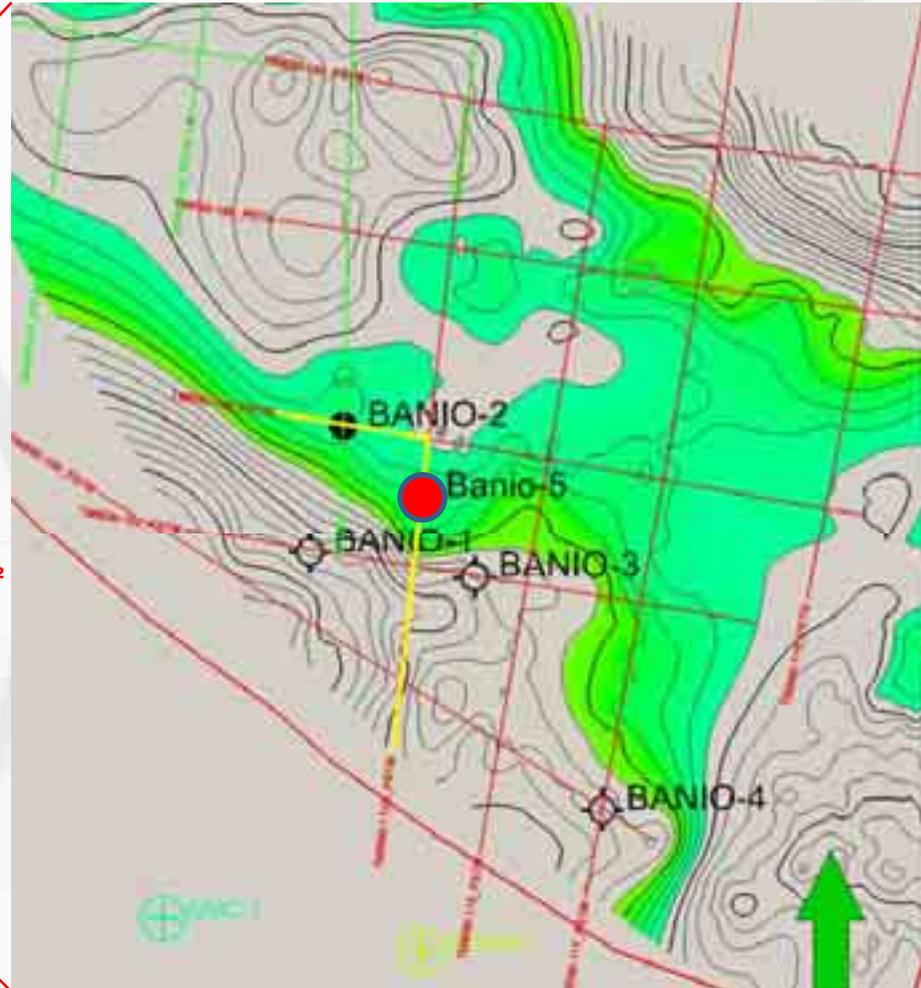
Acquisition of 760 km of 2D seismic



# GABON : Nyanga Mayombe



Nyanga Mayombe : 2 831 km<sup>2</sup>



Wellhead of Banio-2

## TANZANIA: valuation of the potential



Bigwa – Rufiji – Mafia: 12,025 km<sup>2</sup>

- Tests of the superior area
- Report of the independent expert on the intermediate area

Mandawa: 6,811 km<sup>2</sup>

- Increase of the group interest from 50% to 90%
- Drilling of the well Kianika-1

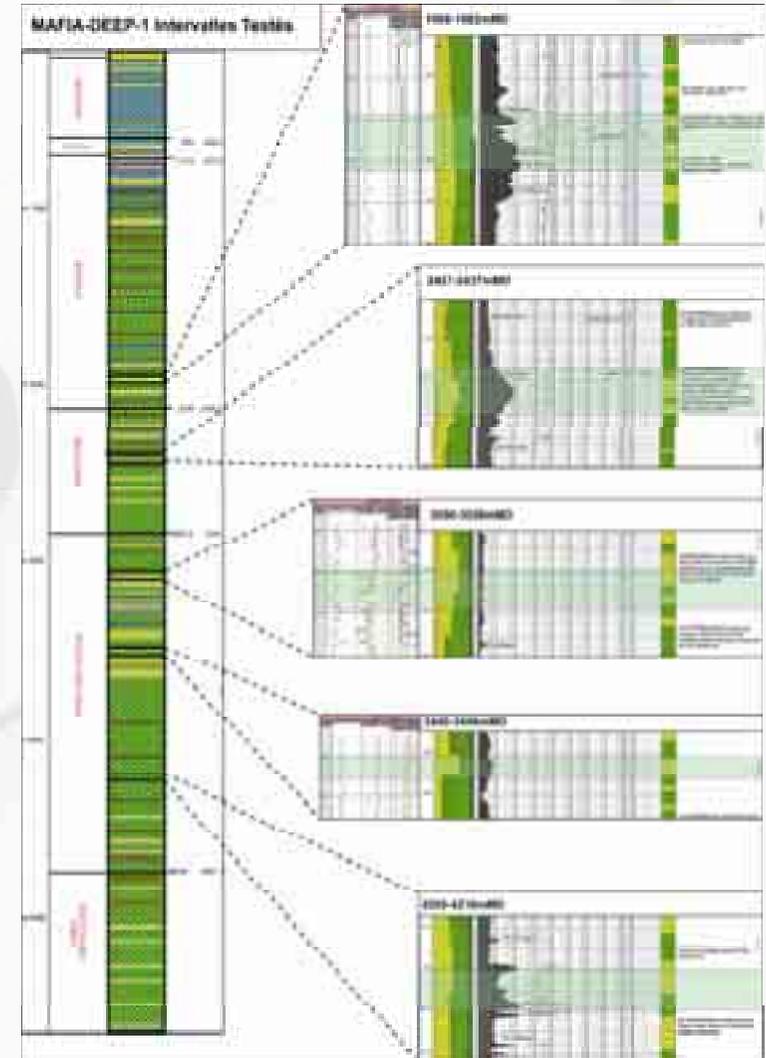
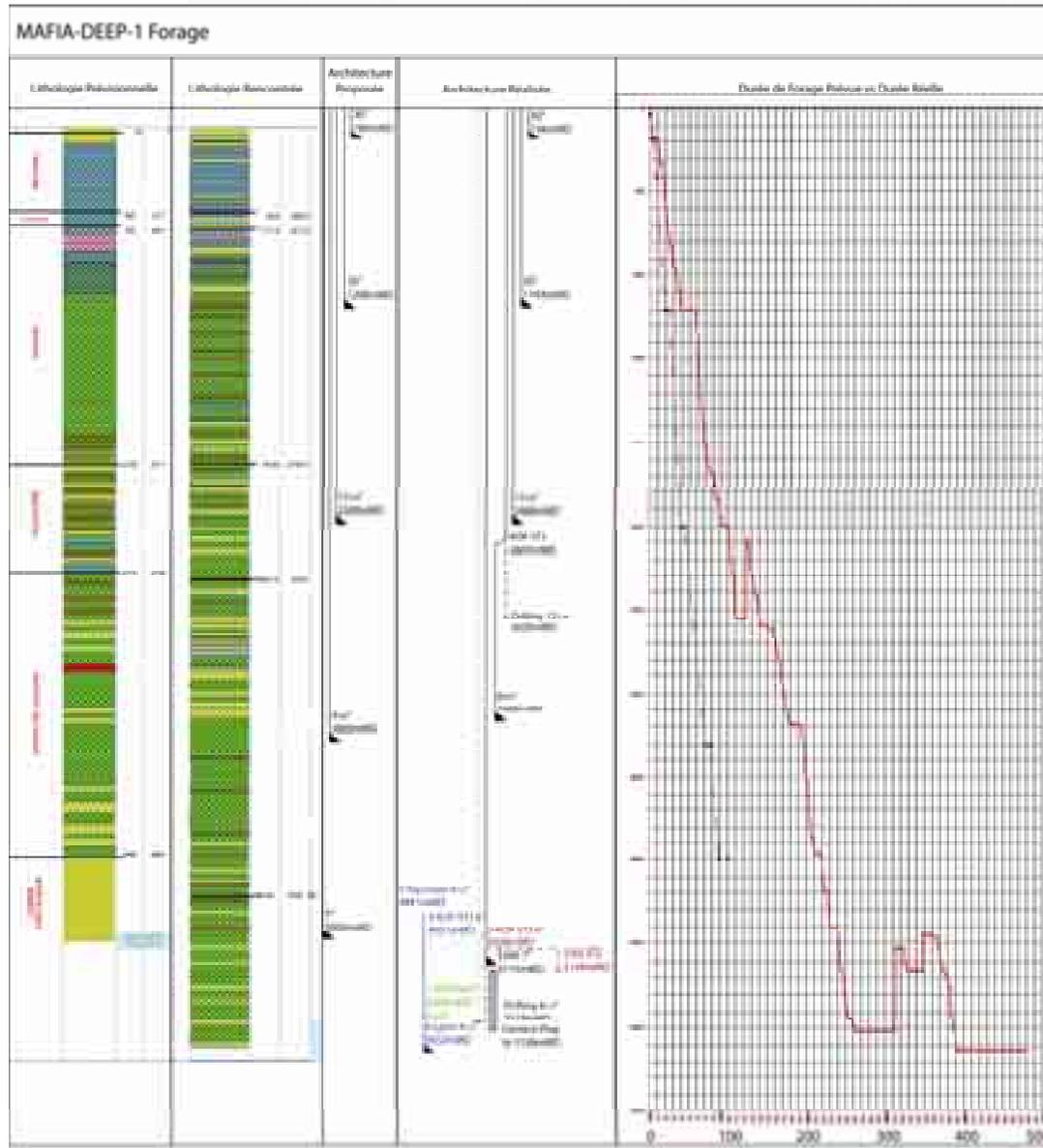
Mnazi-Bay: 757 km<sup>2</sup>

- Study of a development plan

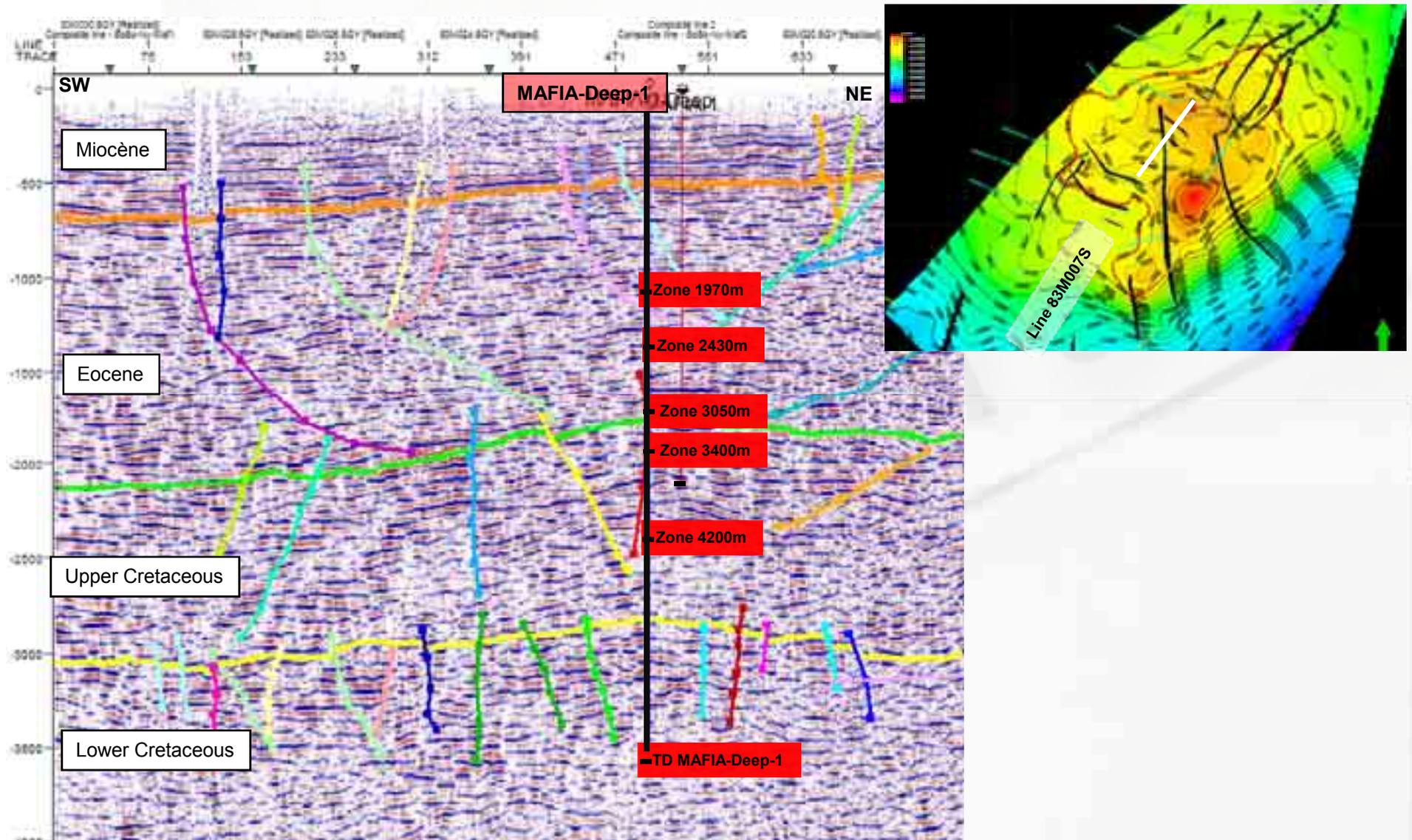
Kisangire: 7,989 km<sup>2</sup>

- Taking of interests at the level of 35 % carried by Heritage Oil

# TANZANIA : update on Mafia



# TANAZANIA : tests of Mafia Deep



# LATIN AMERICA

## Colombia

Tangara	24.5%
Muisca	100%
SSJN 9	100%
Sabanero	100%

## Peru

Block 116	100%
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## Venezuela

Lagopetrol	26.35%
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## Paraguay

Study in progress

## Brazil : validation in progress

Bloque TUC-T-141	: 50%
Bloque TUC-T-142	: 50%
Bloque TUC-T-162	: 20%
Bloque TUC-T-167	: 20%

## Colombia : drilling of the Cascabel-1 well



# COLOMBIA



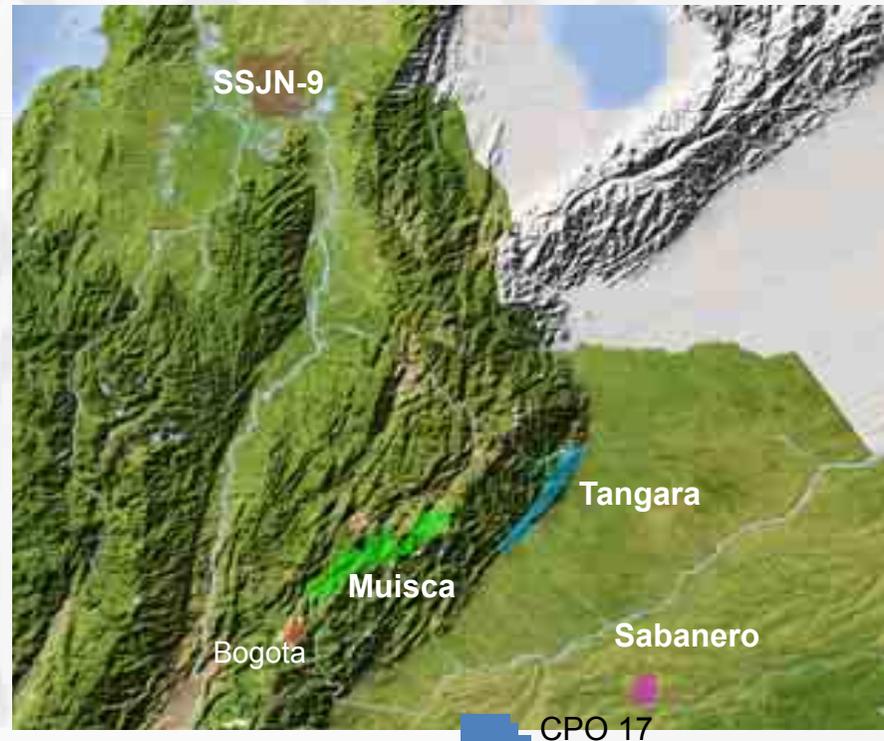
Sabanero: 434 km<sup>2</sup>

- 1 exploration well

SSJN-9: 2,648 km<sup>2</sup>

- 360 km of seismic 3D

- Policy of exchange of interests with the licence CPO 17



Muisca: 2,320 km<sup>2</sup>

- 2 exploration wells
- Possibility of farm in with Ecopetrol for 40 % against the financing of 2 wells (except on Bachue)

Tangara: 1,300 km<sup>2</sup>

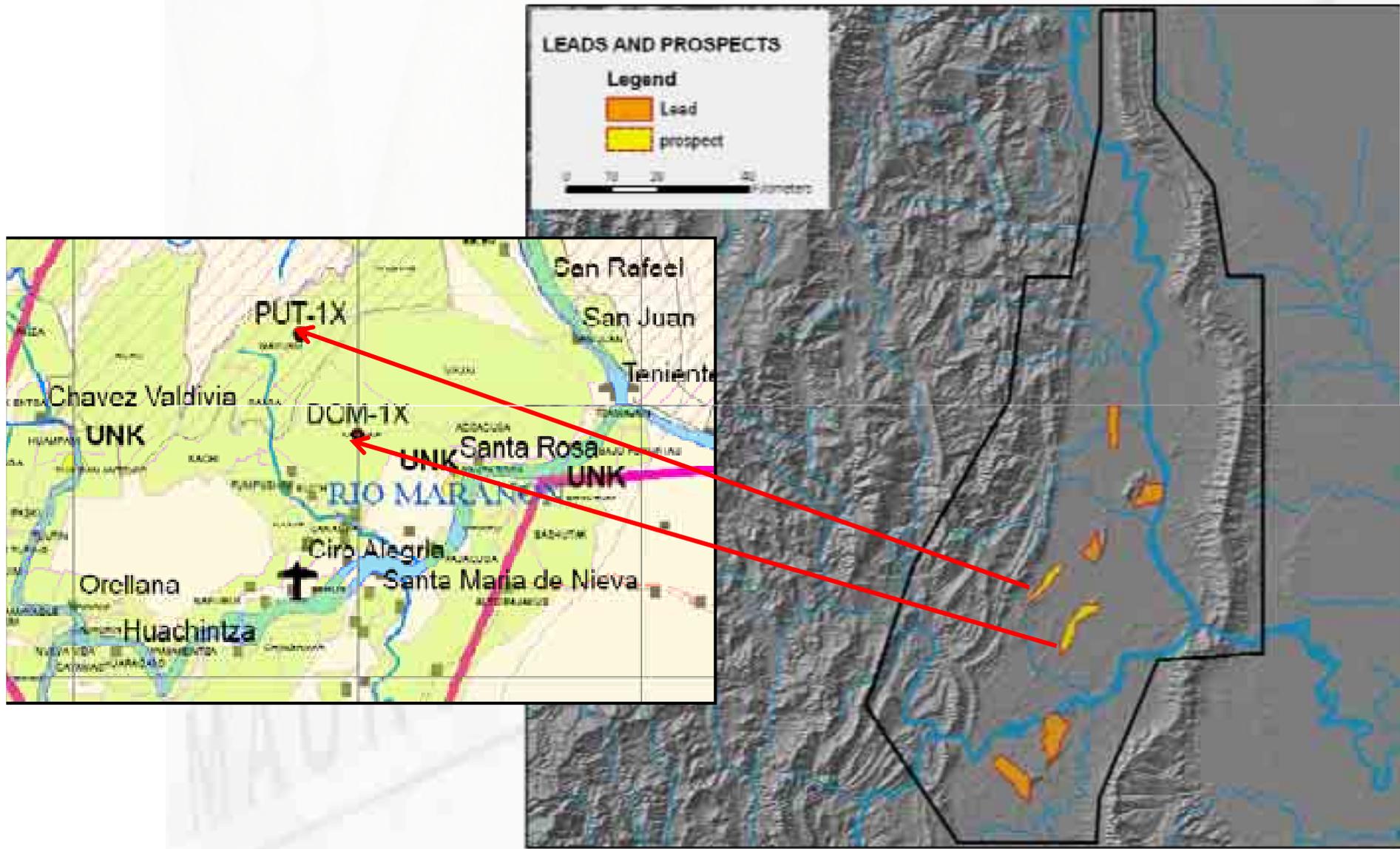
- End of well CASC-1

## Muisca: drilling platform of Bachue-1





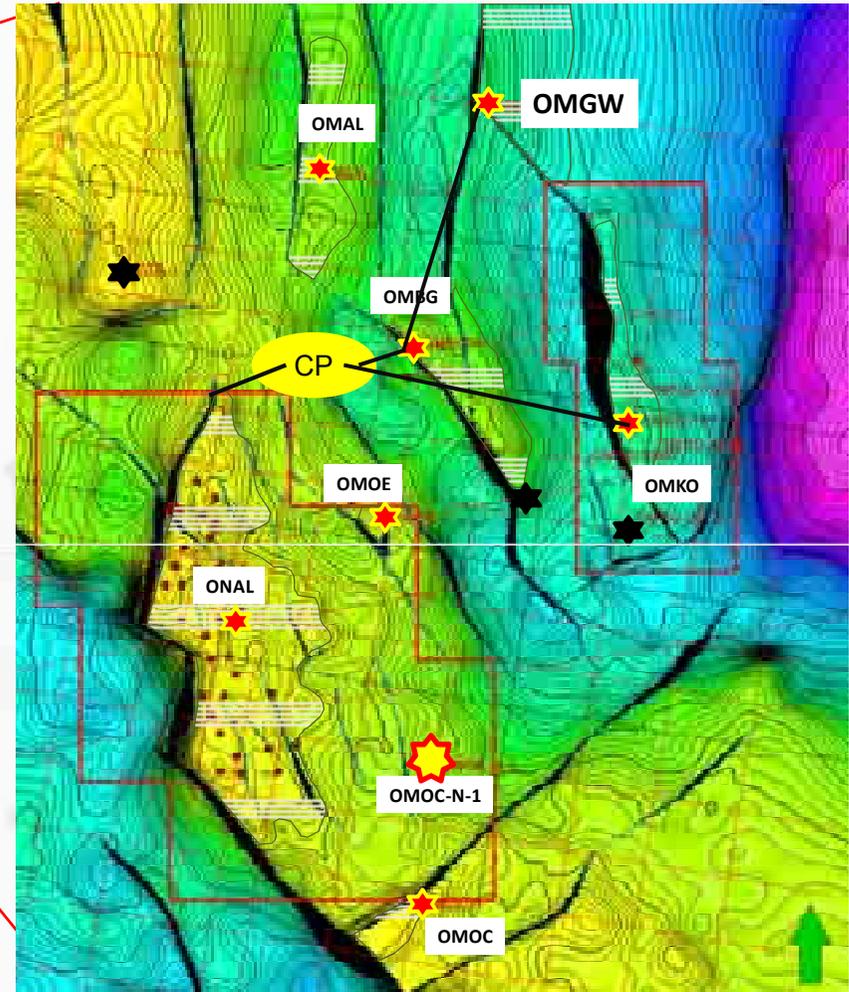
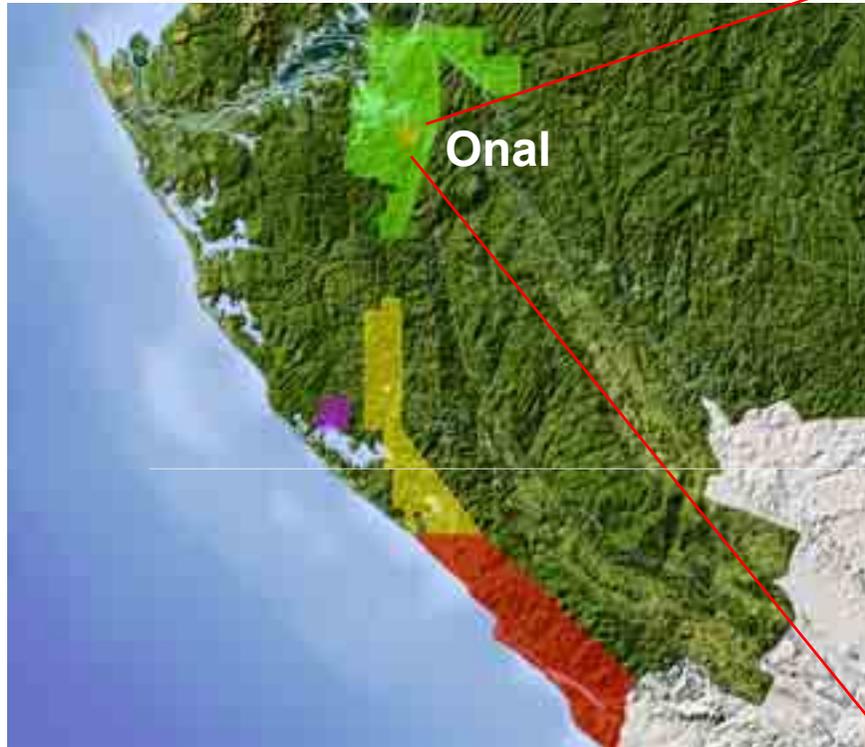
# PERU : prospects





## Strategy and perspectives Production

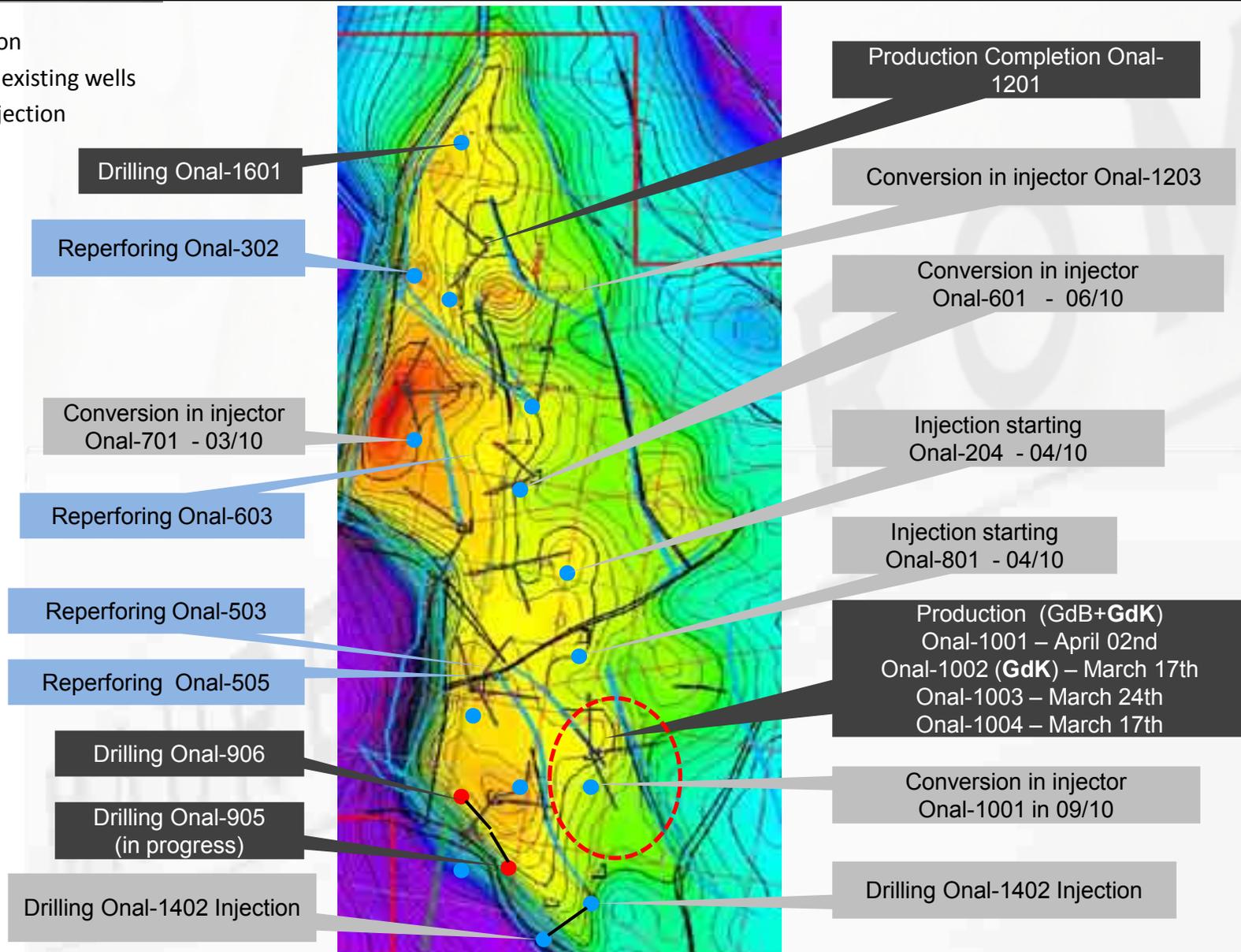
# Appraisal of the potential of the area of Onal



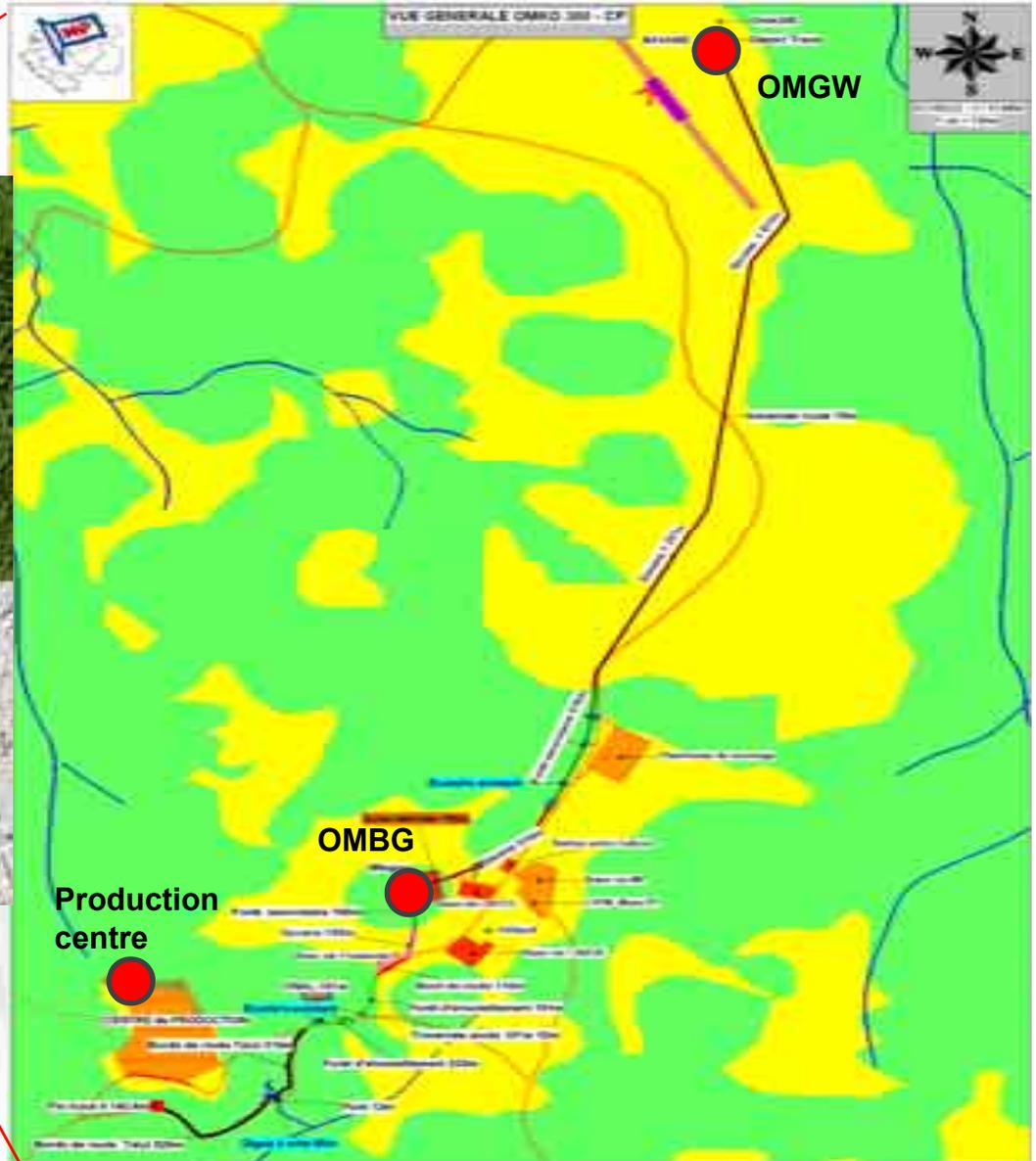
in K\$	Gabon
Omko	5
Ombg	5
Omoc N	32
Omgw	15
Onal	40
	<u>US\$97m</u>

# Development 2010 – Grès de Base - Onal

- Production
- Work on existing wells
- Water injection

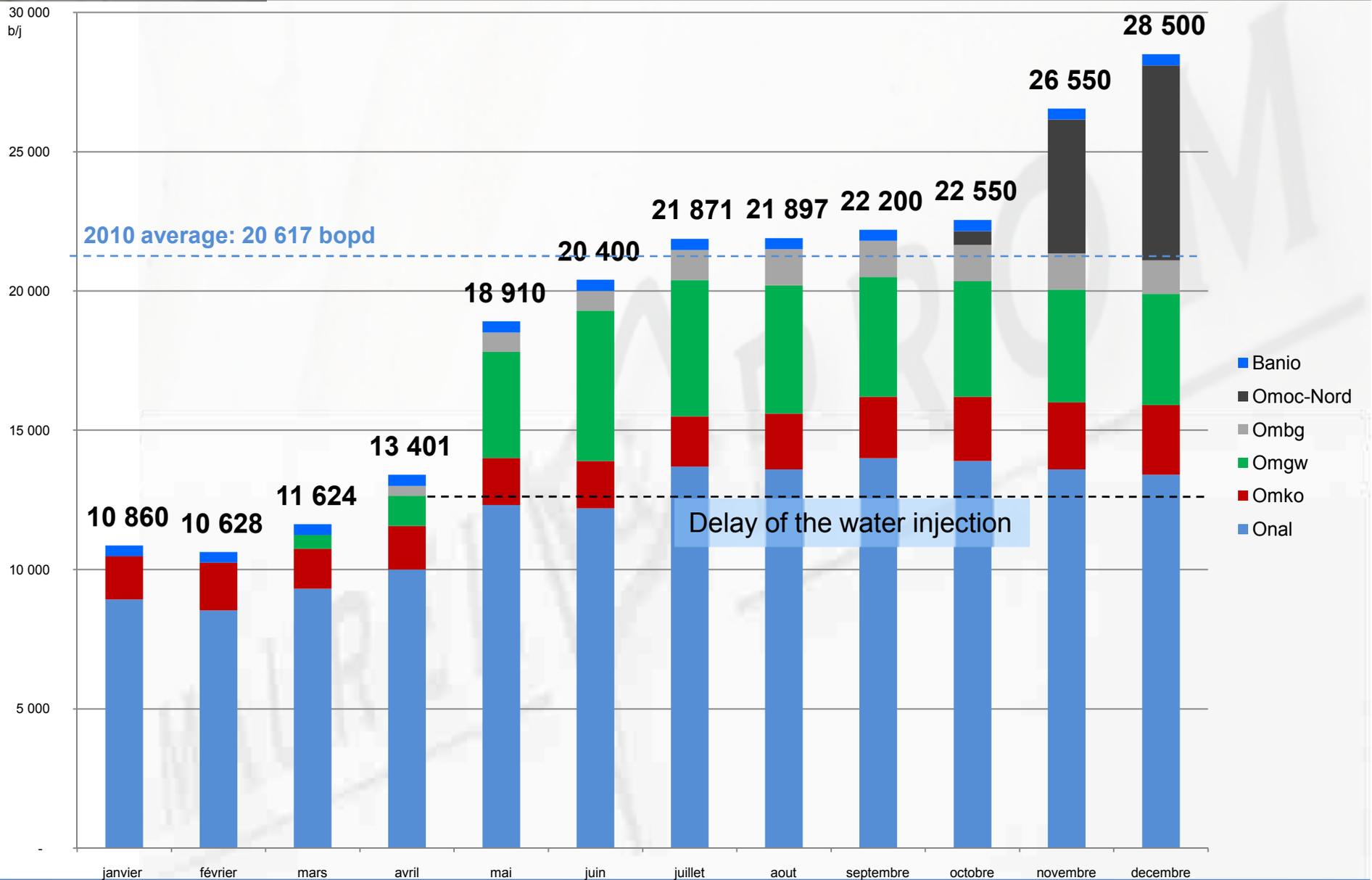


# OMGW – OMBG line



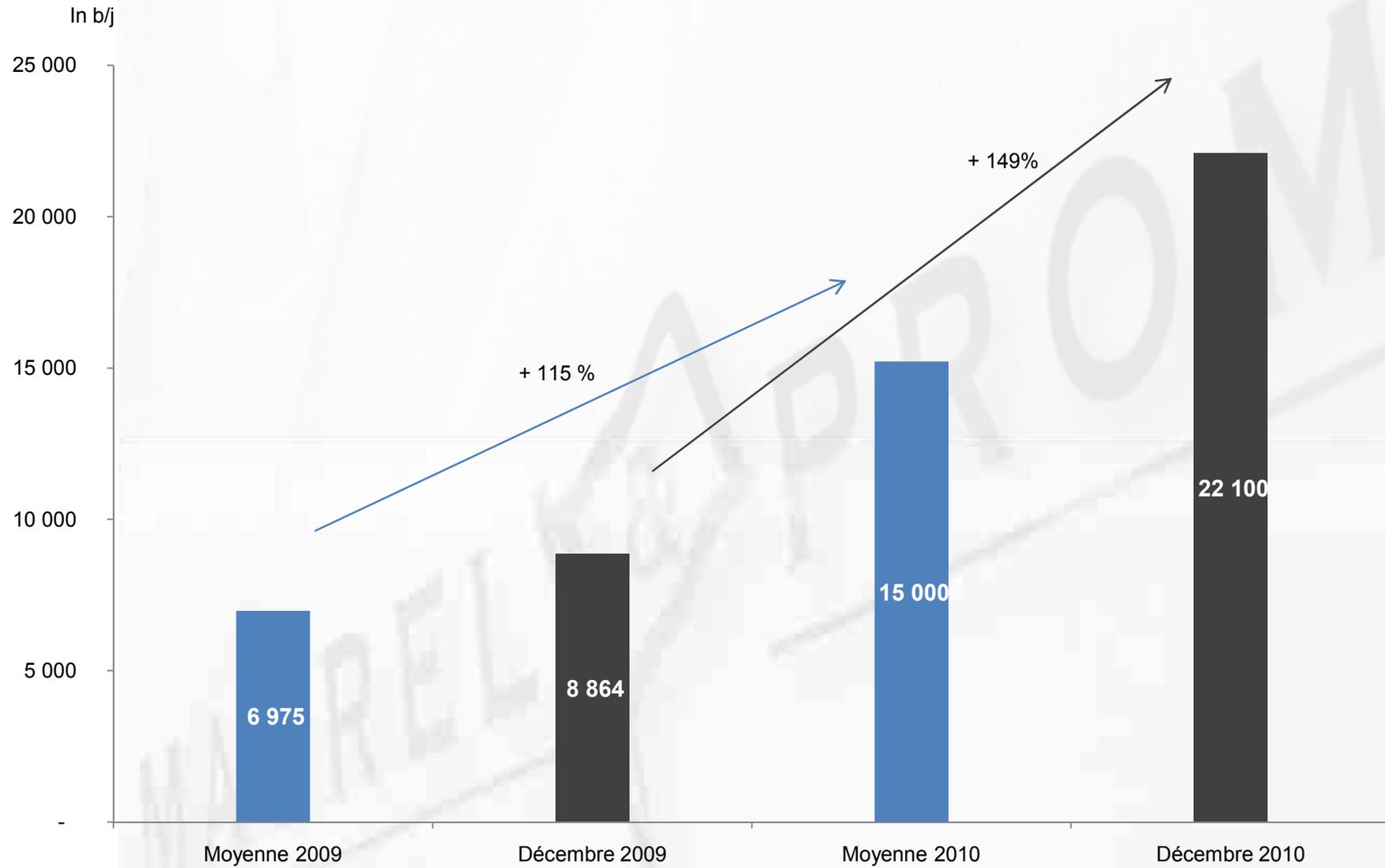


## 2010 Production profile in Gabon (100%)



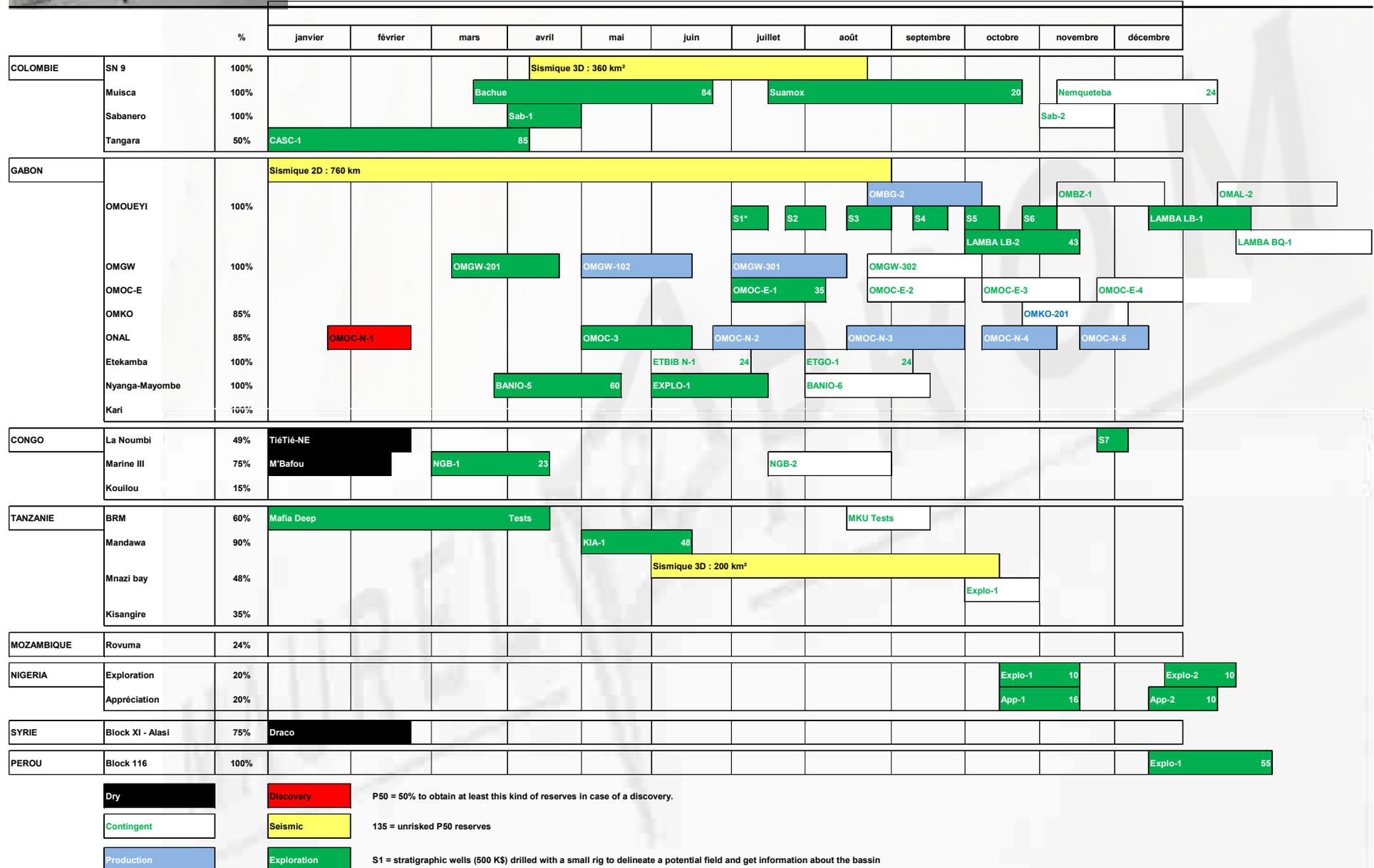


## Evolution of the entitlement in Gabon



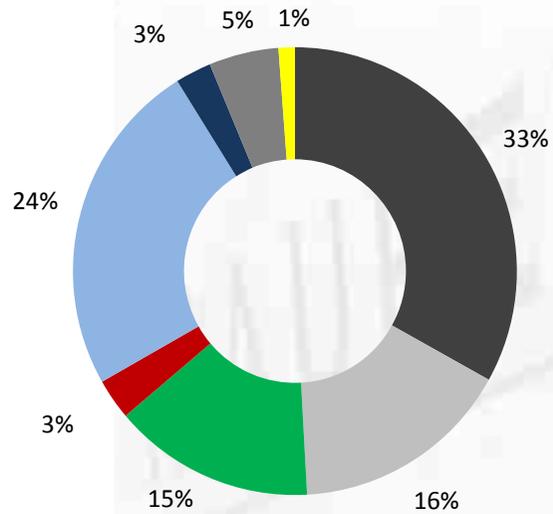
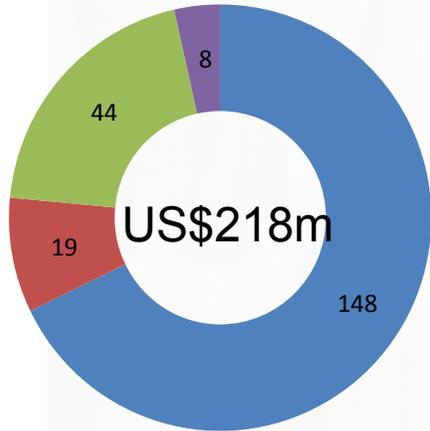


# Works program in 2010

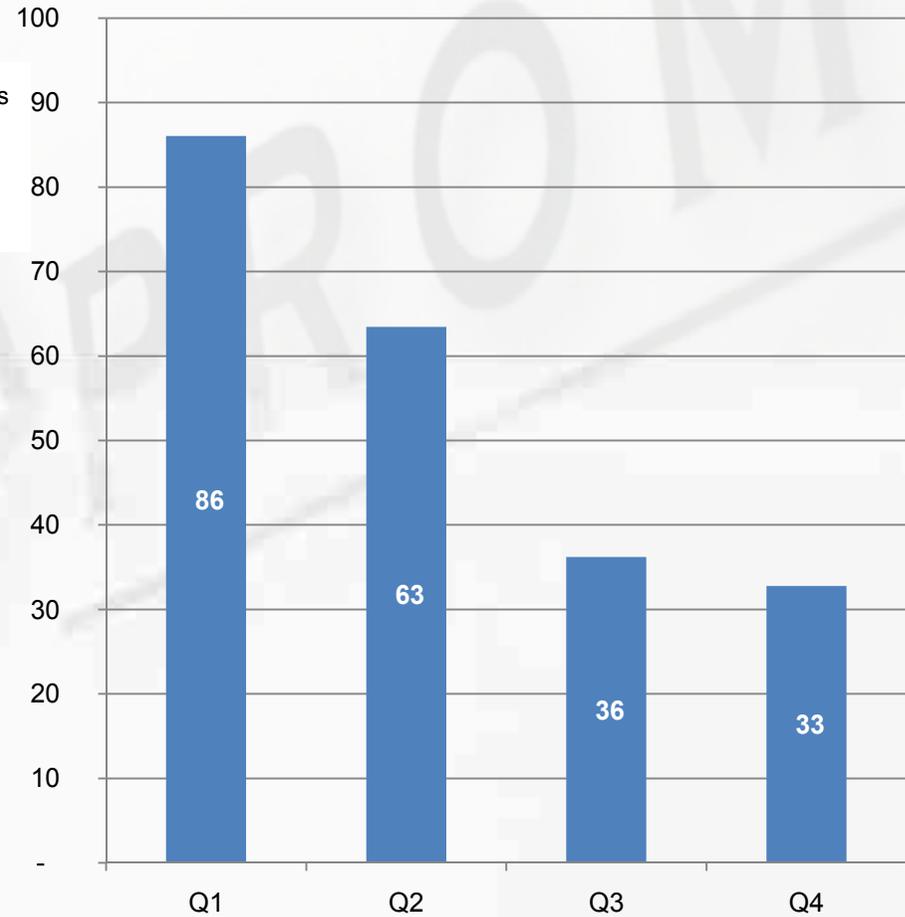




## 2010 Exploration expenses



Exploration-Appraisal expenses in 2010 (US\$m)





## A strong story with the communities

**Maurel & Prom**

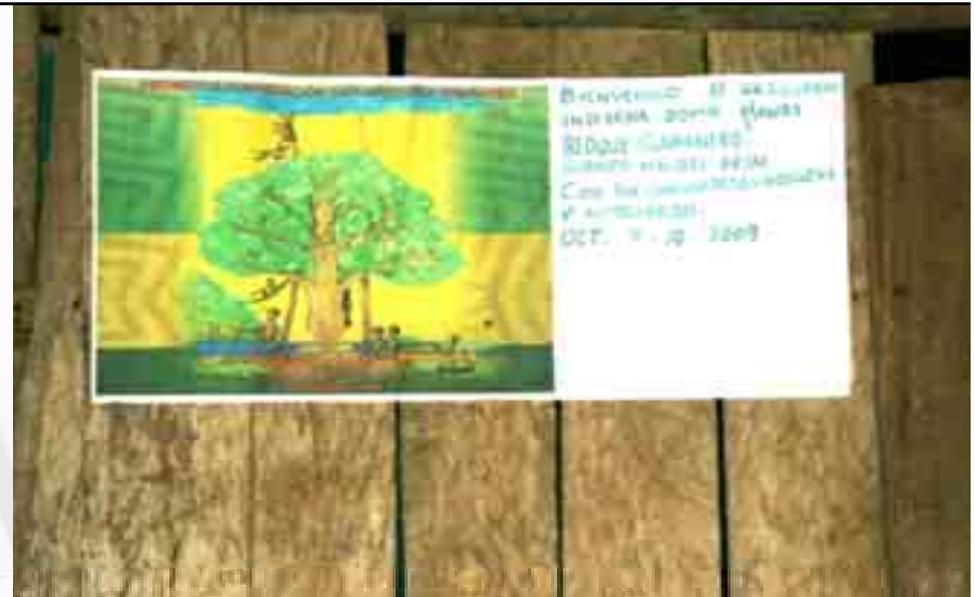
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## Appendices



## Update of the oil hedges

Quantity and sale price

