

**Clean Energy For the MENA  
Region's Tomorrow**



Dana Gas Equity Investor Presentation

March 2014

# Forward Looking Statement

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This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward looking statements.

*Forward-looking statements are based on certain assumptions and expectations of future events. The Company, its subsidiaries and its affiliates (the “Companies”) referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements of the Companies, could thus differ materially from those projected in any such forward-looking statements. The Companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.*

# Presentation Outline

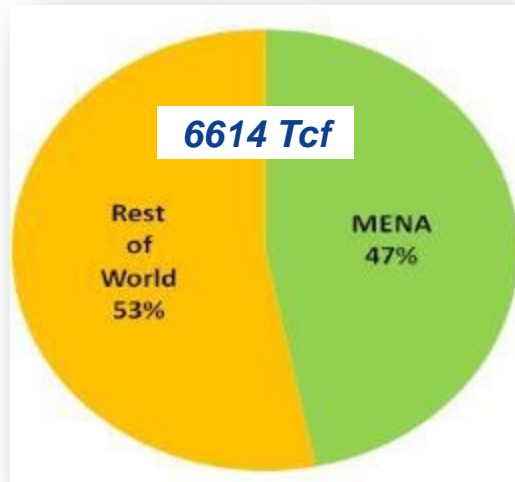
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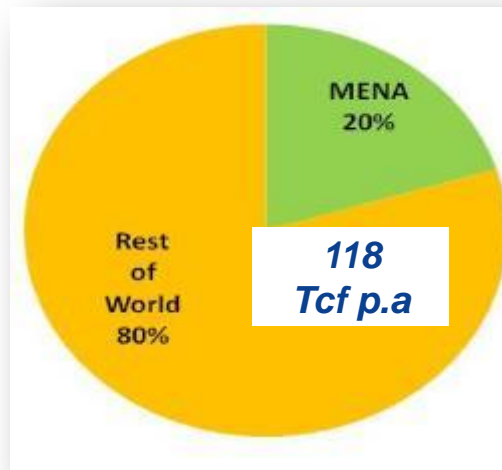
- The MENA Region and its relevance
- Dana Gas: A Brief Overview
- Recent Performance
- Country Operations
- Valuations
- Summary

# Focused on a region that holds the largest share of global conventional oil & gas reserves and production

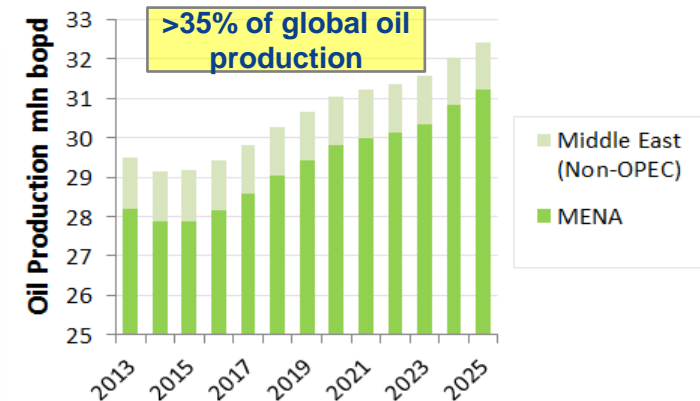
Proved Gas Reserve (2012)



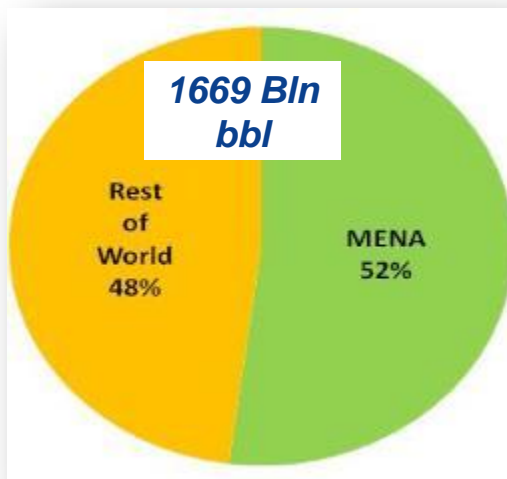
Global Gas Production (2012)



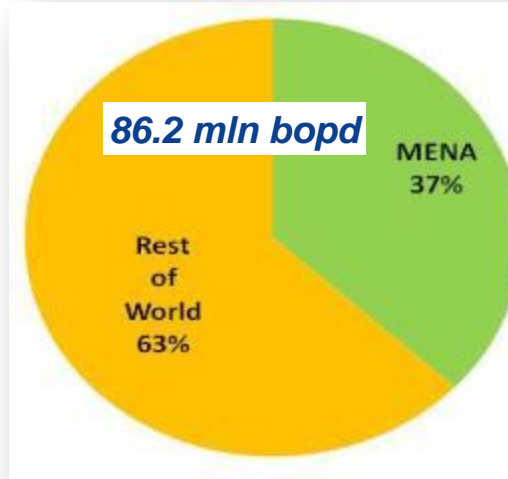
MENA oil production outlook



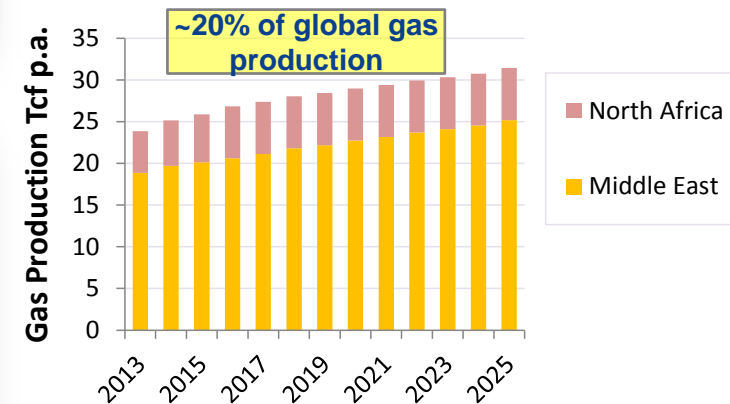
Proved Oil Reserve (2012)



Global Oil Production (2012)



MENA Gas production outlook



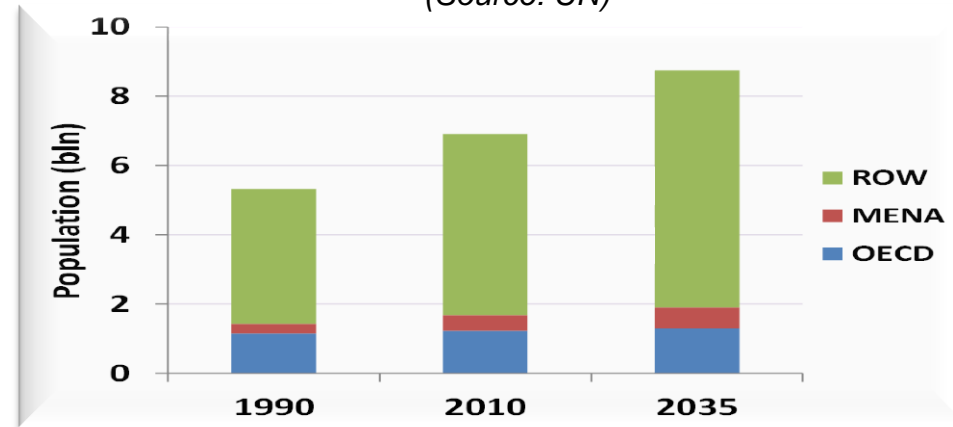
## Countries included:

Iran, Iraq, Saudi Arabia, United Arab Emirates, Qatar, Kuwait, Oman Syria, Jordan, Egypt, Libya, Tunisia & Algeria

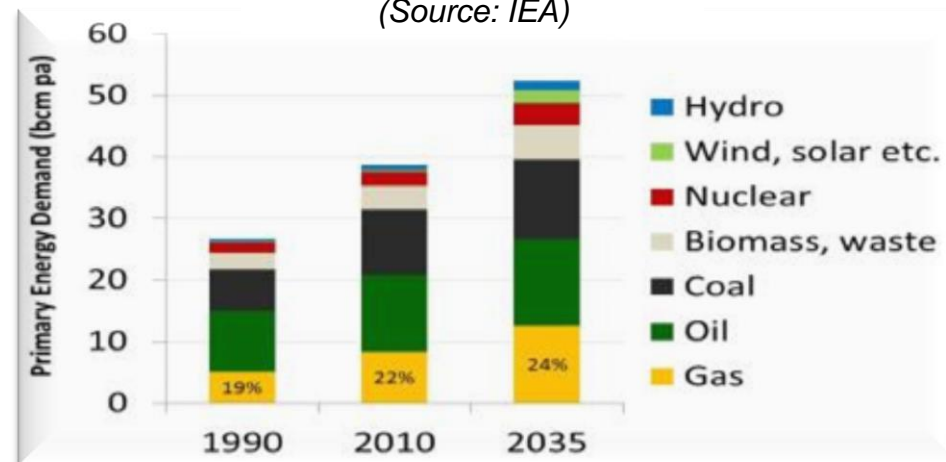
# Natural Gas fast becoming the Fuel of Choice for the growing energy demand in MENA and else where

- Growing economies fueling demand for energy
- 70% less CO<sub>2</sub> than coal in power generation (old plants)
- Small physical footprint versus coal, nuclear or renewables
- Able to operate near full capacity reliably all the time
- Increasing pan-geographic pipeline connectivity and growing LNG trade addressing cross-border product demand
- Globally, in 2012 c.25 bn boe of discoveries were made, of which, c.70% were natural gas (100 TCF)
- 250+ years of conventional / unconventional (shale gas) reserve life

Global Population Trends  
(Source: UN)

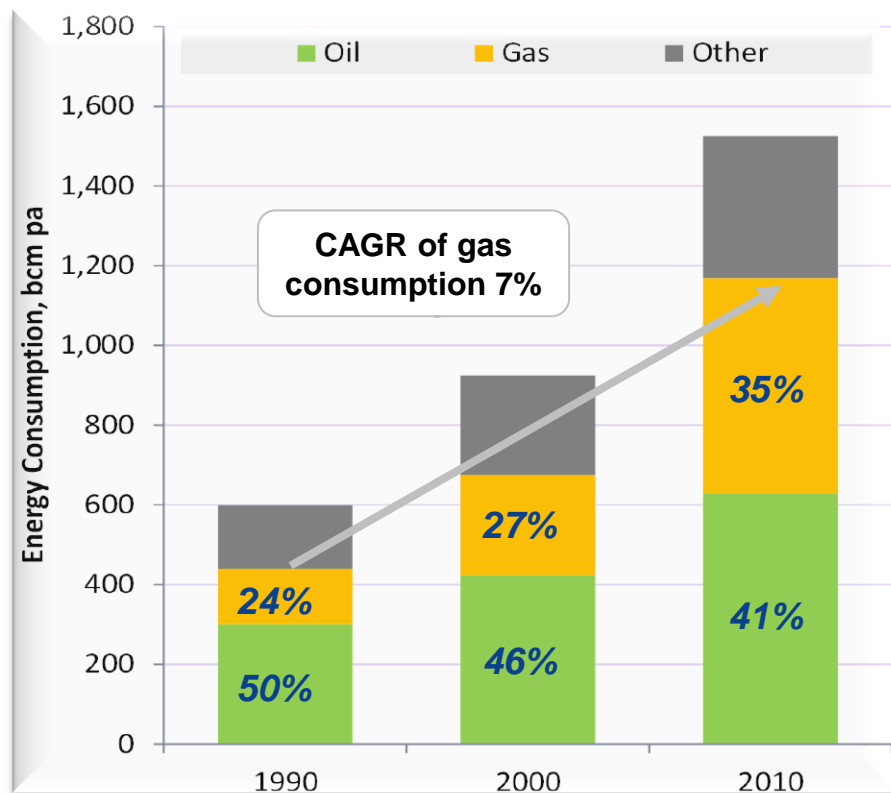


Global Primary Energy Demand  
(Source: IEA)

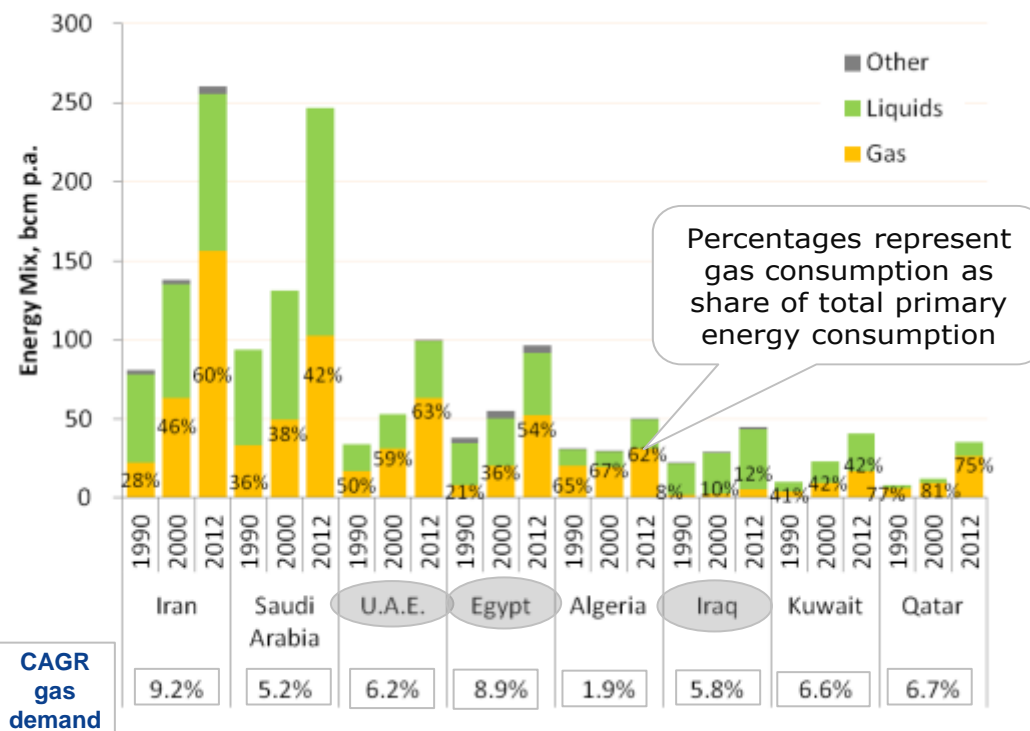


# Fast growing domestic demand in MENA

**MENA Primary Energy Demand**  
(Source: EIA)



**MENA Country Primary Energy Mixes<sup>3</sup>**  
(Source: BP Statistical Review 2013 & IEA Data)



- Growing primary energy needs boost gas demand
- There is a switch from oil to gas in local economies as they preserve oil for exports

**Dana Gas Current operations**

## Dana Gas: A Brief Overview

# Independent E&P company listed on the ADX

- Dana Gas is a MENASA focused gas independent headquartered in the UAE
- Dana Gas is quoted in the UAE stock exchange (Abu Dhabi Securities Exchange).  
Bloomberg: DANA:UH
- Shares outstanding: 6,788 million  
Market capitalisation: approx. \$1.6 billion  
Enterprise value: \$2.2 billion
- Net Debt/(Cash)<sup>1</sup>: \$611 million (2013YE)
- Current Production: 64.7 kboed (2013YE)
- 2P Reserves<sup>2</sup> : 150 mmboe
- Strong Corporate Governance structure and a unique pan-MENA Board of Directors access to business opportunities in the world's largest hydrocarbon region

Dana Gas is operating at the heart of the World's Largest Hydrocarbon region





# Board of Directors consisting of luminaries from the MENA region provide unparalleled access to key markets



**Dr. Adel Al Sabeeh**  
Chairman  
KUWAIT

Former Oil Minister of Kuwait, Chairman & MD of National Industries Company (NIC)



**Dr. Tawfeeq Al Moayed**  
Deputy Chairman  
BAHRAIN

Chairman of T.A. Almoayed & Sons W.L.L. and Chairman of Almoayed Wilhelmsen



**Hamid Jafar**  
UAE

Chairman of Crescent Group of Companies



**Sheikh Sultan Bin Ahmed Al Qasimi**  
UAE

Deputy Chairman of Sharjah Petroleum Council & Chairman of Sharjah Pipeline Co



**Ahmed Al Arbeed**  
KUWAIT

Former Chairman of Board of Directors of Kuwait Oil Co. (KOC), GM of Seven Sisters Company



**Saeed Arrata**  
EGYPT

Chairman of Sea Dragon Energy Company



**Ziad Galadari**  
UAE

Founder & Chairman of Galadari Advocates & Legal Consultants



**Majid Jafar**  
Managing Director of the Board - UAE

CEO of Crescent Petroleum, and Vice-Chairman of the Crescent Group of Companies



**Rashid Al Jarwan**  
Executive Director  
UAE

Former GM of ADGAS, Board Director of Emirates General Petroleum Corporation, Oman Insurance Company and DIFC Investments



**Abdulaziz Al Jomaih**  
SAUDI ARABIA

MD of International Investments of Aljomaih Group

# Board of Directors consisting of luminaries from the MENA region providing unparalleled access to key markets



**Abdullah Al Majdouie**  
**SAUDI ARABIA**  
Group President and Vice  
Chairman of the Almajdouie  
Group



**Ahmed Al Midfaa**  
**UAE**  
Chairman of Sharjah  
Chamber of Commerce &  
Industry, Expo Centre  
Sharjah and Ruwad  
Establishment in Sharjah



**Varouj Nerguizian**  
**UAE**  
ED & GM of Bank of Sharjah,  
Chairman and GM of  
Emirates Lebanon Bank SAL



**Nasser Al Nowais**  
**UAE**  
Chairman of Rotana Hotels,  
MD of Abu Dhabi Trade  
Centre



**Salah Al Qahtani**  
**SAUDI ARABIA**  
Vice Chairman of Abdel Hadi  
Abdullah Al-Qahtani & Sons  
Group of Companies



**Khalid Al Rajhi**  
**SAUDI ARABIA**  
CEO of Al-Rajhi Partners &  
Al- Rajhi Holdings



**Rashad Al Zubair**  
**OMAN**  
Chairman of The Zubair  
Corporation

# Portfolio with substantial upside



## Egypt

Upstream	✓
Midstream	✓
Downstream	

### Dana Gas Egypt

100% operator of production, exploration and developments in the Nile Delta and 50% joint operator in Upper Egypt.

#### Gulf of Suez

LPG extraction plant came onstream early August 2012



## UAE

Upstream	✓
Midstream	✓
Downstream	

### Sharjah Offshore

100% operator of Zora Field development ongoing



## Iraq

Upstream	✓
Midstream	✓
Downstream	

### Kurdistan Region

40% interest in Khor Mor field delivering gas at 330MMscfd (gross) to two power stations plus 16,000 bpd condensate with capacity to produce 900 M.ton per day of LPG

LPG prod started Jan 2011

Appraisal & development planning of Chemchemical field



## UAE

Upstream	✓
Midstream	✓
Downstream	✓

### Gas Project

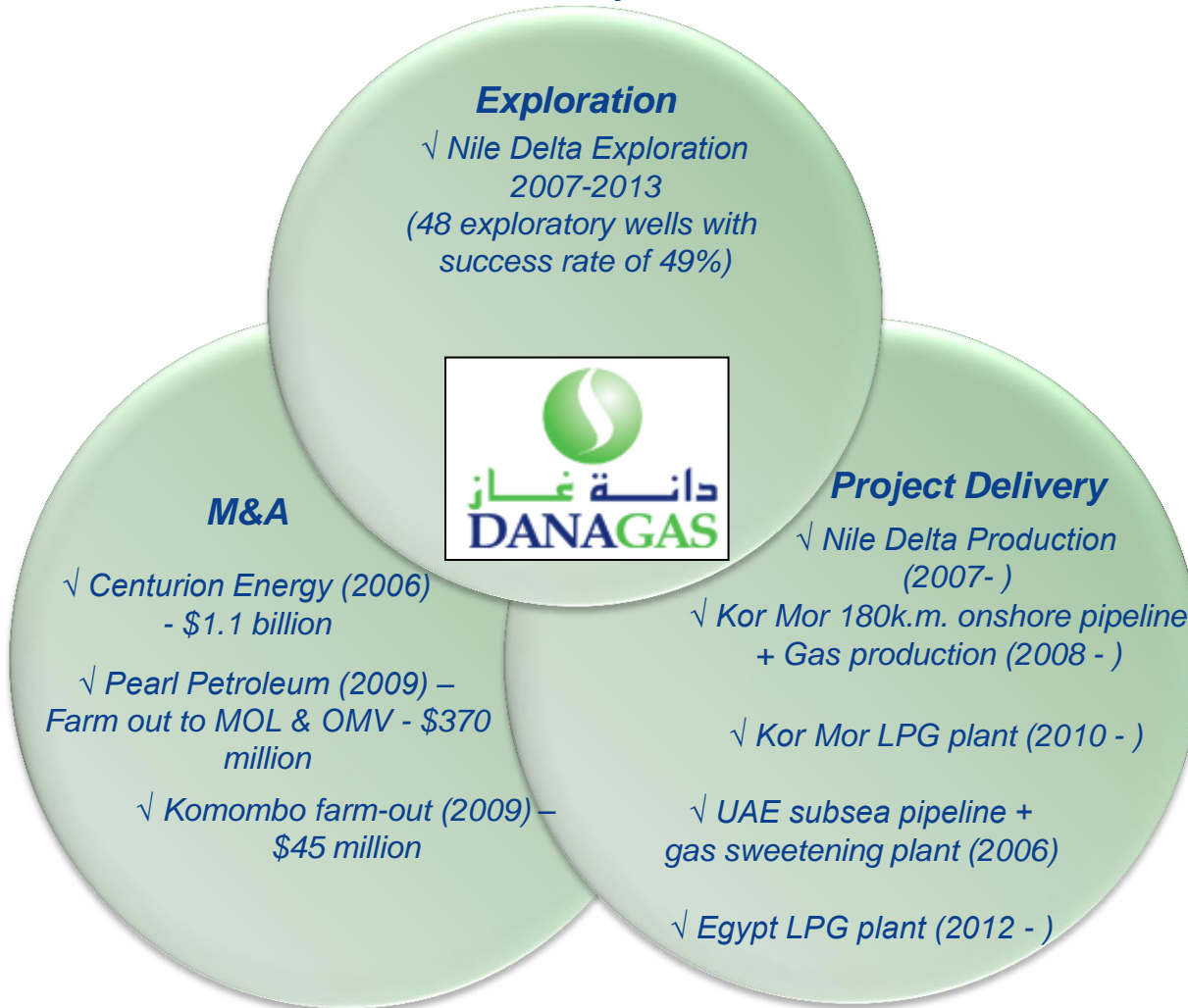
Project awaits commencement of gas deliveries to process, market and distribute gas and associated products in UAE

A regional focus on the Middle East, North Africa, South Asia (MENASA) region.

Activities across the gas value chain (upstream, midstream and downstream).

# Proven track record based on top class exploration, accelerated development and inorganic opportunities

## Value Delivery Model



### • Drill bits success

- Nile delta exploration success
- Reserve growth

### • M&A

- Egypt entry: acquisition of Centurion Energy
- KRI partnership structure in Pearl Petroleum for long term gas monetisation
- Komombo farm out

### • Project Delivery

- Timely completion and on budget on key projects
- Production build up in Egypt
- Fast track KRI development
- Nile Delta development (best-in-class discovery-to-gas of 12 months; Allium production commenced in 3 months)
- Managed investments in sync with receivables

### • Major financial transactions

- IPO in 2005 attracting \$78 billion
- \$ 1 billion Sukuk issue in 2007
- \$ 850 million Sukuk restructuring in 2013



# International and Experienced Management Team



**Patrick Allman-Ward**  
**CEO**

Over 30 years in the Oil & Gas business. Held senior roles at Shell as VP Exploration Asia-Pacific, CEO and Board Director of the South Rub Al Khali Company (JV between Shell, Total & Saudi Aramco). Width of experience spanning the entire upstream value chain from exploration to project management to delivering sustainable returns across multiple geographies in the Far East, Middle East, Europe and Africa



**Mark Fenton**  
**GM - Egypt**

Over 28 years of experience in operating oil and gas companies, 17 years of which working with Shell International. He has experience in both offshore and onshore oil field developments, particularly in the Middle East. He has held a range of technical, management and executive positions in oil companies. He is Member of the Society of Petroleum Engineers (SPE)



**Robinder Singh**  
**IR Director**

Over 27 years of international experience in Investor Relations, marketing and corporate communications, product management and business development with Reliance Industries, HSBC and Bank of America. Experienced in multiple billion dollar financial transactions; developing investor support for large scale capital raising programmes and a range of mergers and acquisitions

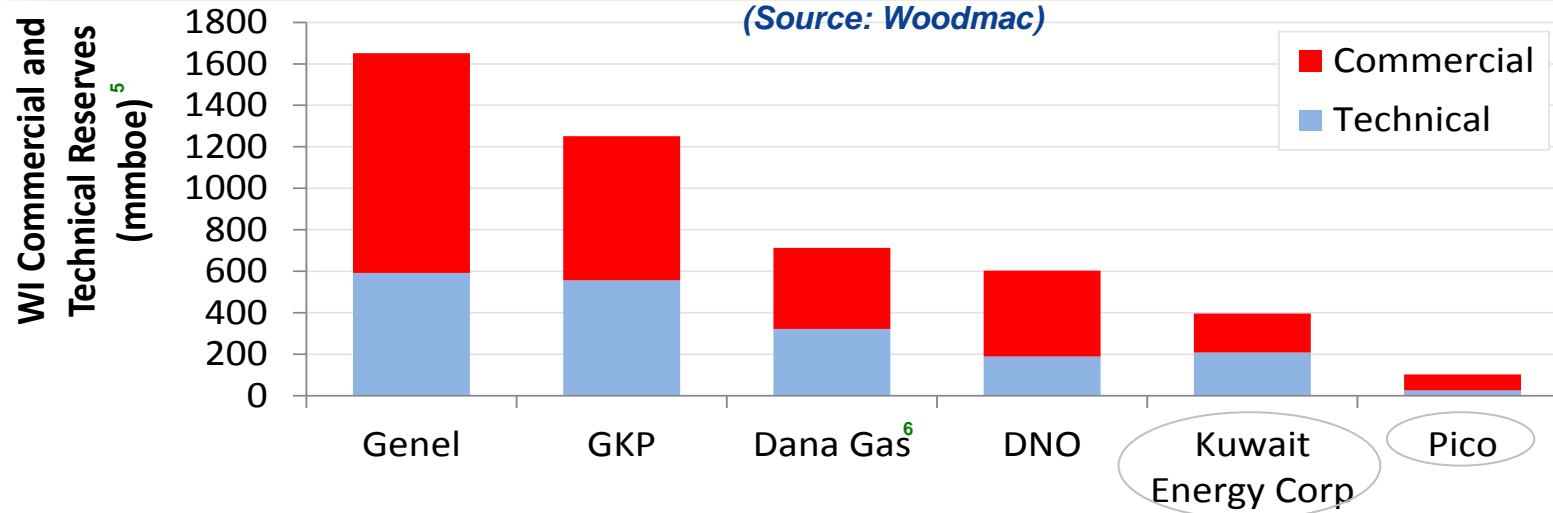


**Duncan Maclean**  
**Commercial and Bus. Dev.  
Director**

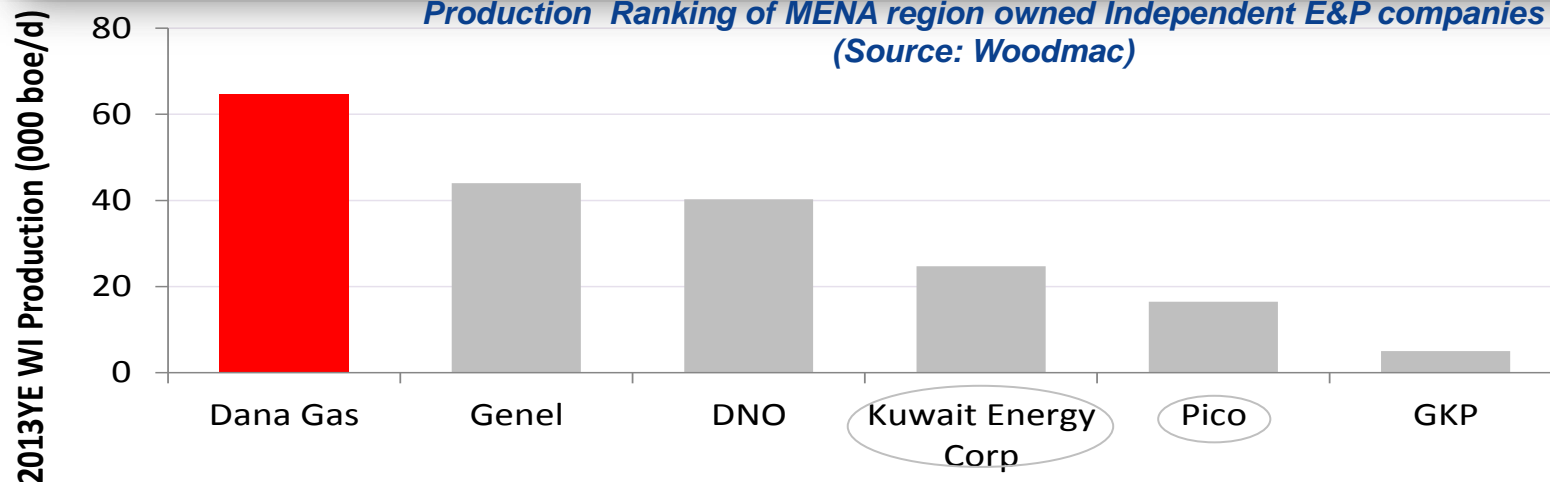
Over 20 years of experience in Oil & Gas. He has a commercial and legal background, was formerly the Global Head of Oil & Gas at a Top 10 global Law Firm. He has been a commercial and legal adviser to multi-national companies in the structuring and commercial arrangements for many of the iconic oil, gas and LNG projects globally

# Largest independent gas producer amongst regionally owned peers

*Reserve Ranking of MENA region owned Independent E&P companies*  
(Source: Woodmac)



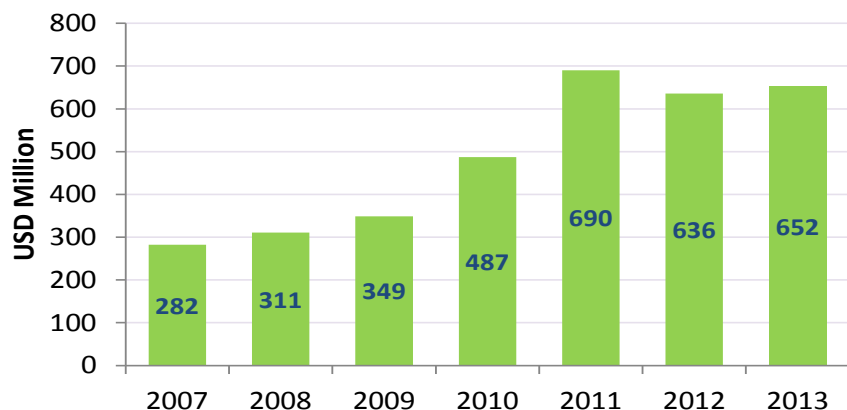
*Production Ranking of MENA region owned Independent E&P companies*  
(Source: Woodmac)



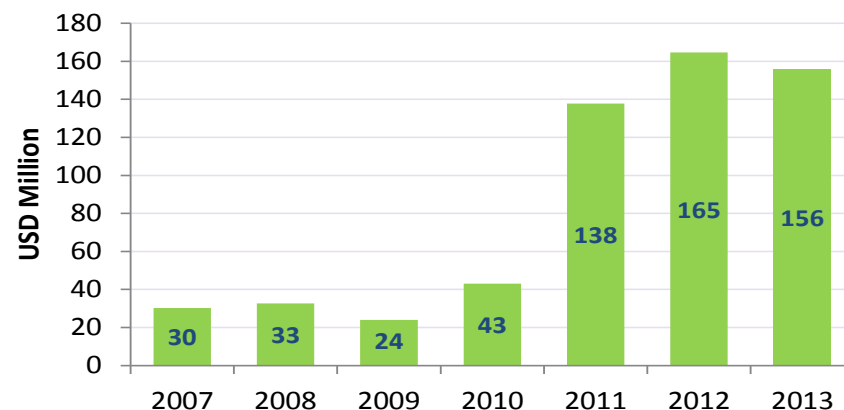
*Privately owned*

# Key Financial Metrics have doubled in 6 years

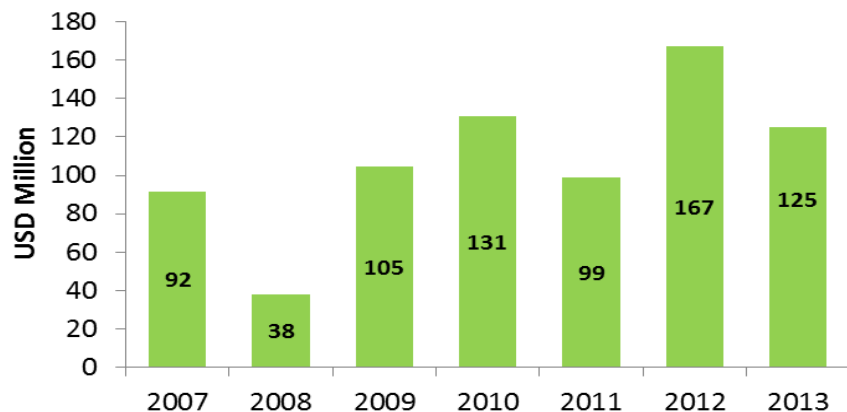
**Revenue:**



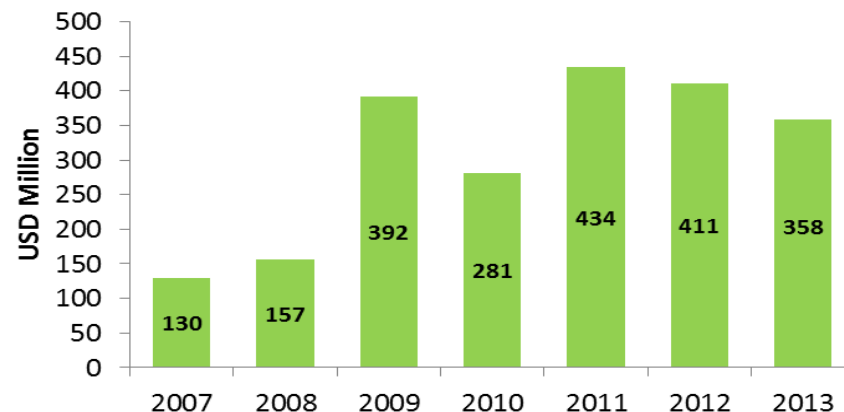
**Profit After Tax:**



**Operations Cash Flow:**



**EBITDAX:**



## **Dana Gas: Recent Performance Highlights**



# 2013: Several Achievements Despite Several Challenges

- Higher average production of 64,700 BOEPD vis-à-vis 2012's average of 59,800 BOEPD - Egypt production at 37,100 BOEPD higher by 14% on a Y-o-Y basis, while KRI production remained flat at 27,600 BOEPD
- Higher annual production drives revenues which increase to \$ 652 million - Q4 2013 revenues rose sharply to \$ 186 million vis-à-vis Q4 2012 revenue of \$ 151 million
- Successfully drilled and tested three development wells during the year and announced its 25th discovery with the Begonia-1 well in the Nile Delta.
- GCA estimates the gas initially in-place volumes (unrisked\*) for assets in Kurdistan – Dana Gas estimates significant resource upside in both fields
- Cash balance higher by 24% at \$ 204 million supported by \$ 53 million received from Egypt
- Total collections of \$ 203 million (\$ 134 million from Egypt and \$ 69 million from KRI - total trade receivables at \$ 800 million
- Increase in royalty payments, depreciation, depletion and amortization expense in Egypt and lower sale of LPG (KRI) impact net profit which was \$ 156 million

## Financial Highlights: Q4 2013 vs Q4 2012

(In \$ million)	Q4 – 2013	Q4 – 2012	Percentage Change
Gross Revenue	186	151	23
Net Profit	35	31	13
Basic EPS (AED fils)	1.9	1.7	12

- Higher production in Egypt (increase of 22%) and resumption of LPG sales in Kurdistan, leading to higher revenue in Q4 2013
- Net profit was higher by 13% compared to 4Q 2012 due to positive impact of higher production from Egypt and higher sale of LPG in Kurdistan

# 2013 Y-o-Y Financial Performance

(In \$ million)	2013	2012	Percentage Change
Gross Revenue	652	633	3
Net Profit	156	165	(5)
Basic EPS (AED fils)	8.6	9.2	(6)

- Gross revenue higher by 3% due to an 8% increase in production
- Net profit for the year was down by 5% to \$ 156 million.
- Higher production and lower capital expenditure resulting in increase in royalty payments to the Egyptian government, higher depreciation, depletion and amortization expense in Egypt. Profitability in KRI impacted by lower sales of high-margin LPG on a full year basis

## **Dana Gas: Country Business Highlights**

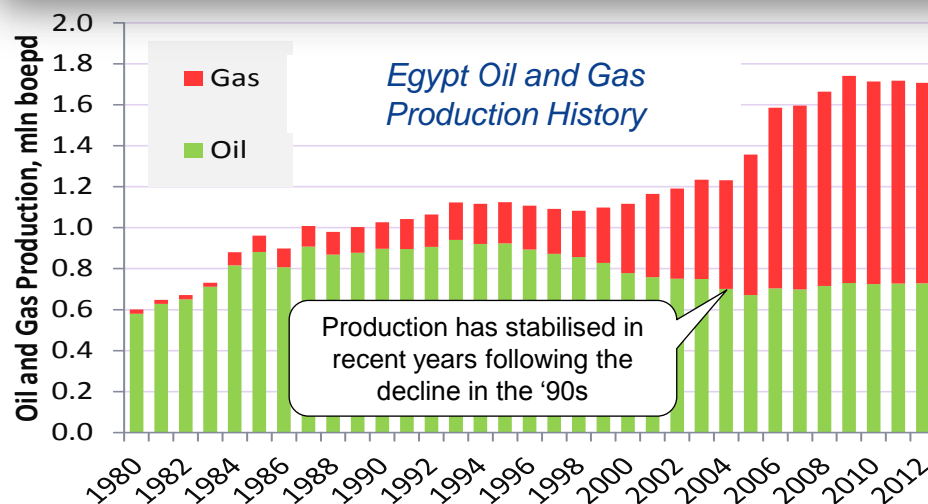
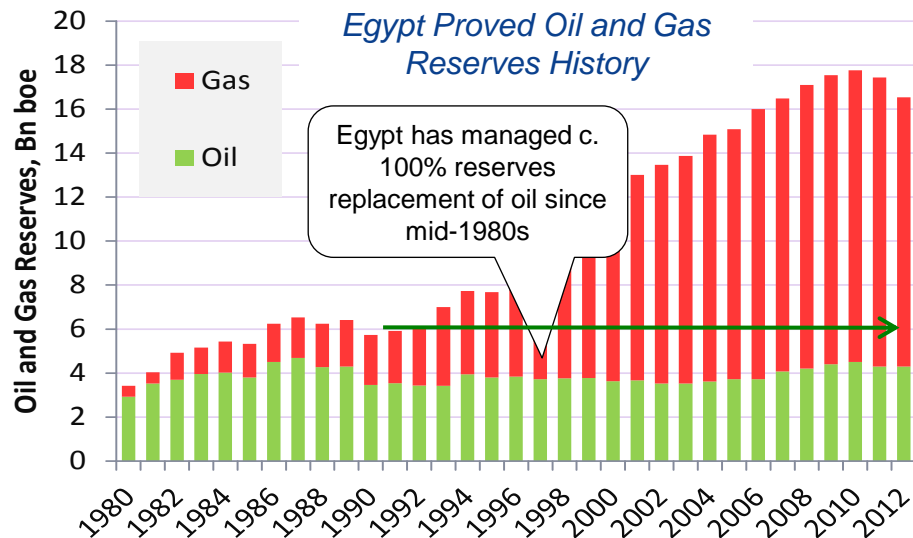
# Egypt: Business Environment

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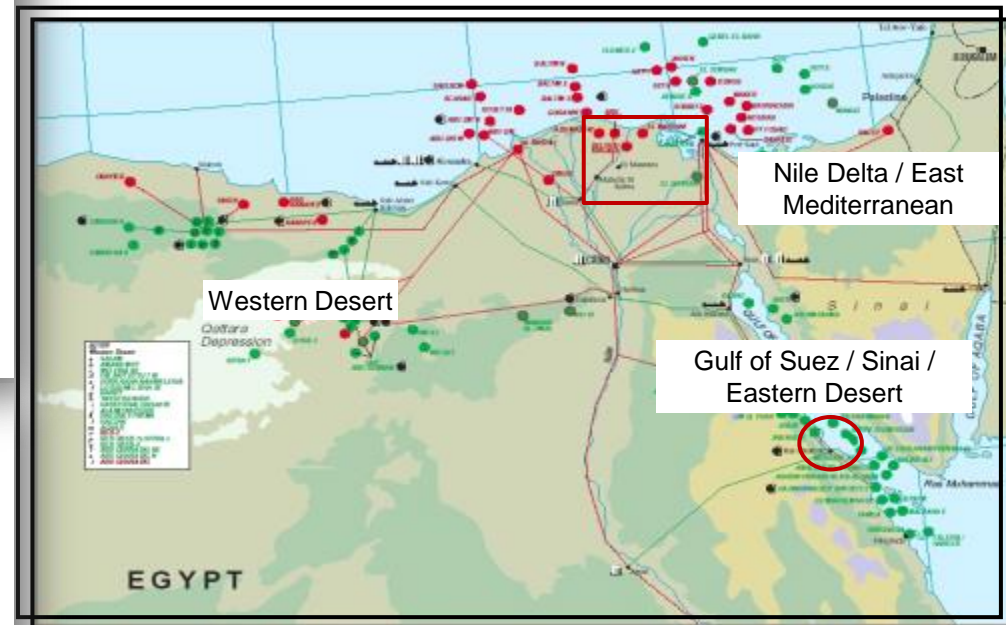


- Lack of investments resulting in a declining rate of gas exports whilst the domestic consumption of gas has been increasing
- Since the recent change of government in mid-2013, Saudi Arabia, Kuwait and the United Arab Emirates have promised Egypt a total of \$12 billion in grants, interest-free loans and petroleum products
- In December 2013 the Ministry of Petroleum paid \$1.5 billion in partial repayment of the state's debt to foreign oil companies. Accordingly, Dana Gas has received US\$ 53 million payment from the total outstanding receivables
- The delay in receivables payment has led to a reduction in Dana Gas capital investment in Egypt in 2013. Nevertheless, Dana Gas Egypt managed to enhance production on a year-on-year basis

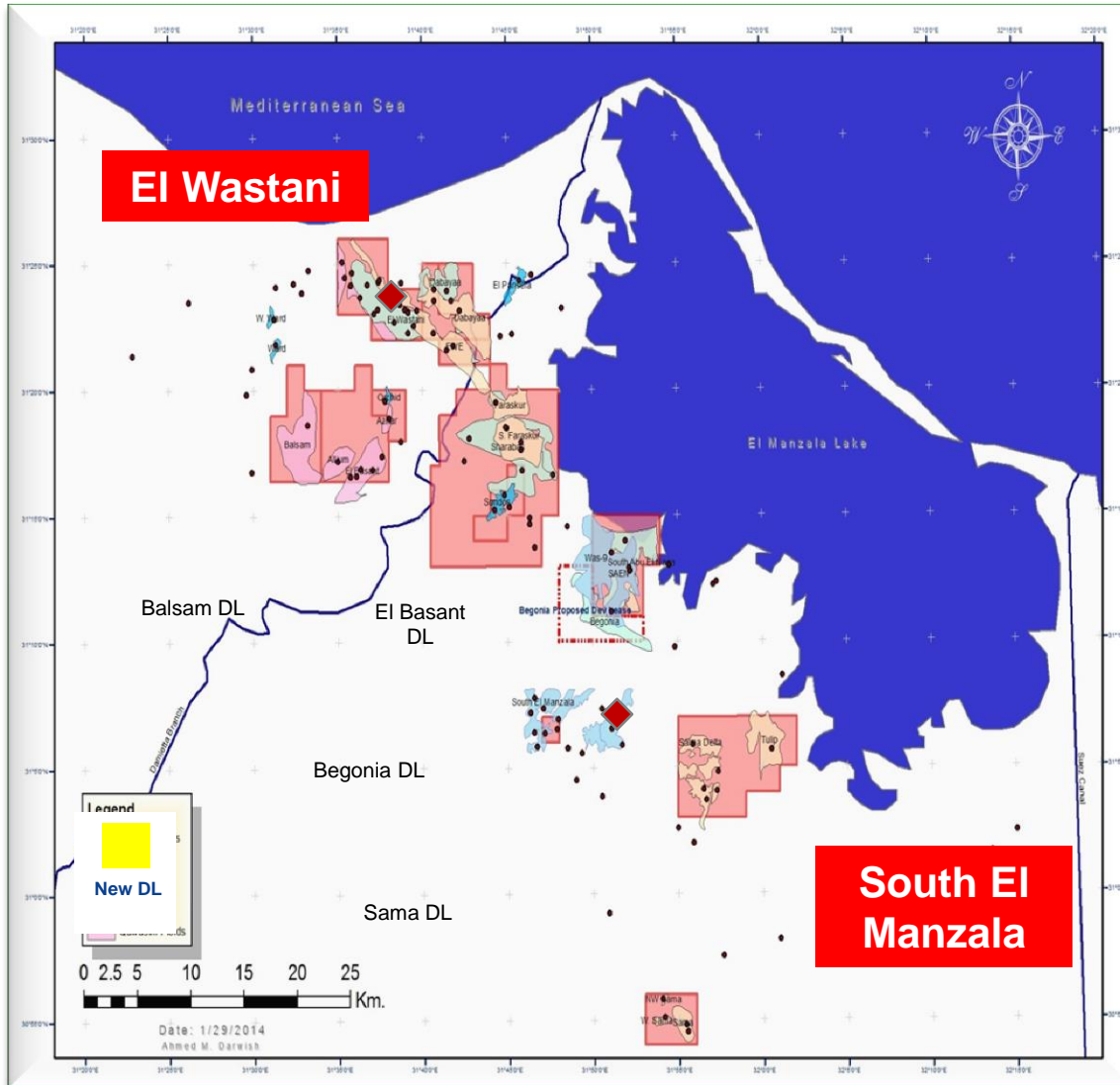
# Meaningful position in rich hydrocarbon zones in Egypt



*Dana Gas focus area in Egypt*



# Egypt: Nile Delta Operations



## New Development Leases:

- Balsam ( new )
- Begonia (under EGAS discussion)
- El Basant (Amendment)
- Sama (Amendment)

## Production Rate:

- 39.8 kboepd ( Q4 2013 Avg)

## Drilling 2013:

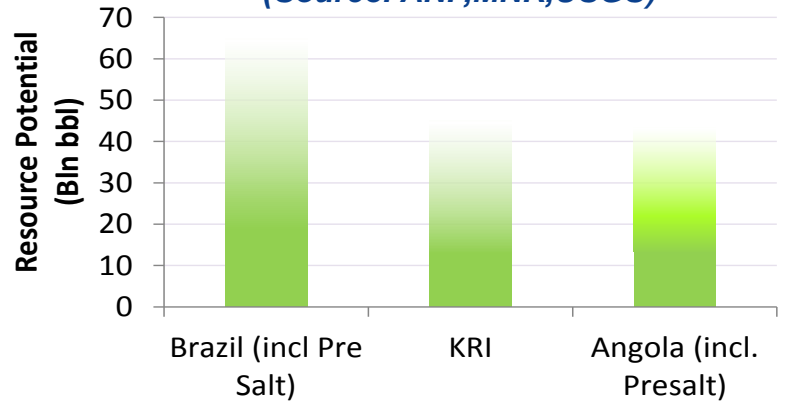
- 5 wells (1 Expl “ Begonia discovery” +1 App. + 1 Dev + 2 sidetrack)

## Projects in Progress/ Planned:

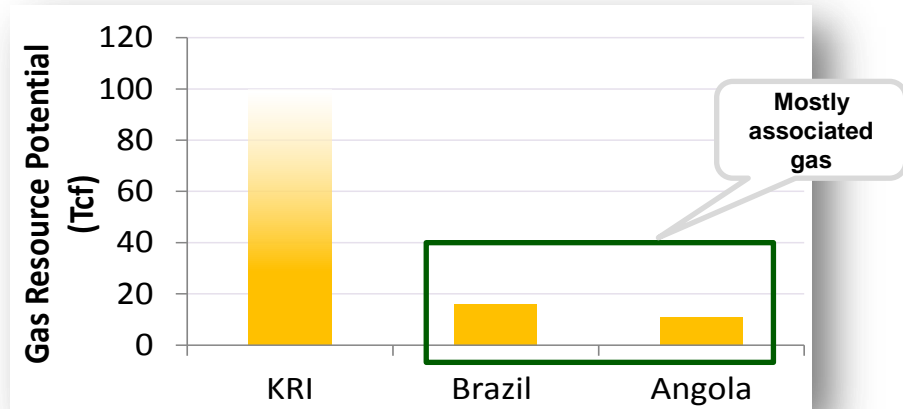
- EW Capacity De-bottlenecking (200mmscf/d of raw rich gas)
- El Basant Compression Station
- Salma/Tulip tie-in (completed Q3,13)
  - (Phase 1): (4 wells)
  - (Phase 2): 6 wells

# Largest Investor and gas producer in high-potential Kurdistan Region of Iraq

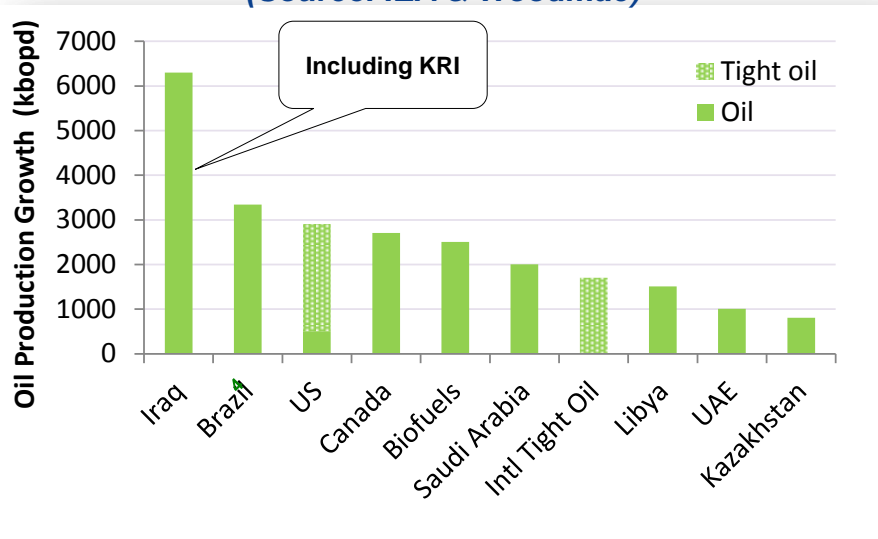
**Oil Resource Potential**  
(Source: ANP, MNR, USGS)



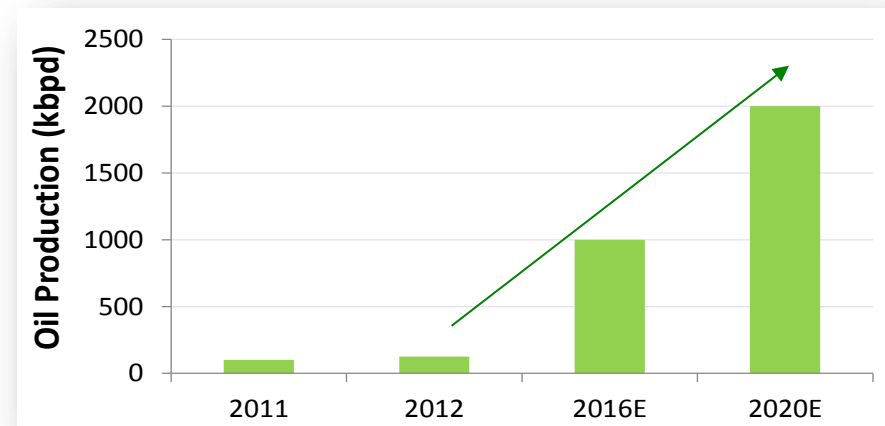
**Gas Resource Potential**  
(source: MNR, ANP, Songas)



**Top 10 sources of production growth in 2012-2030**  
(Source: IEA & Woodmac)



**KRI production growth**  
(source: KRG, MNR)





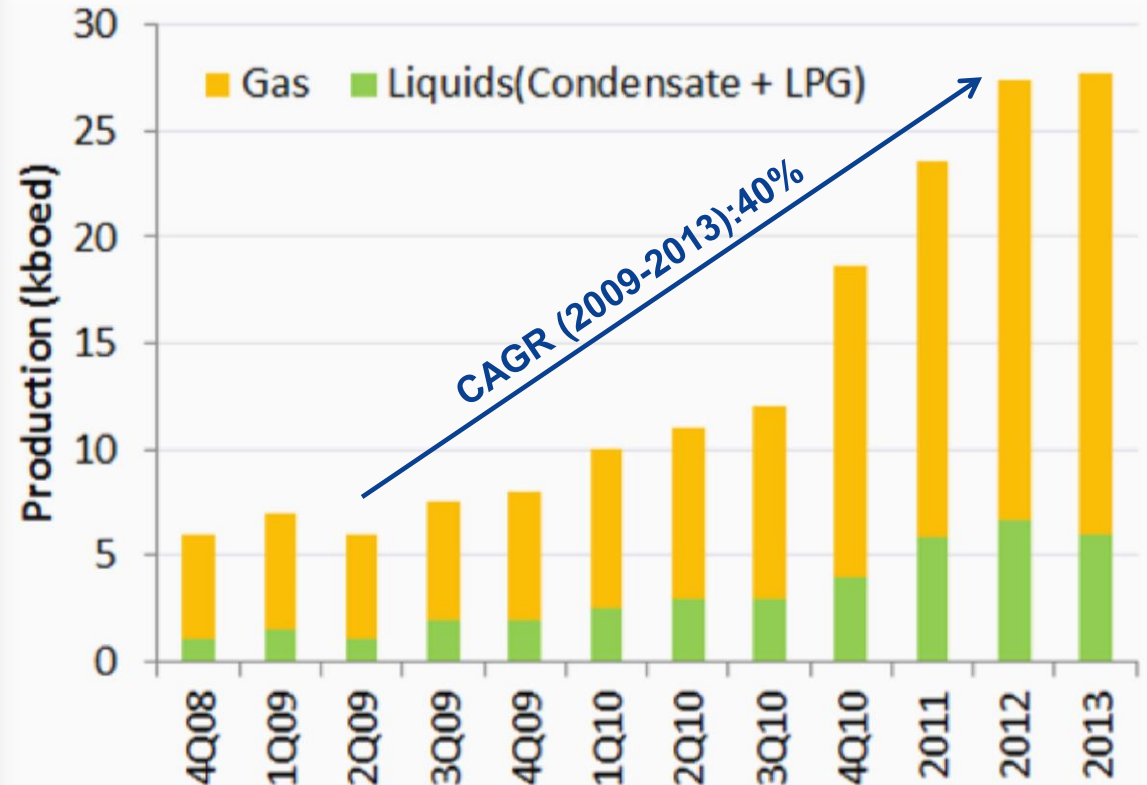
# Rich gas and condensate producer with strong growth track record

## Pearl Petroleum Company Ltd ownership:

▪ Dana Gas	40%
▪ Crescent Petroleum	40%
▪ OMV	10%
▪ MOL	10%



## Kor Mor Field Production, Dana Gas net share



Current Condensate Gas Ratio (CGR) on Khor Mor is ca. 45 bbl/mmscf comparable to Qatar North Field CGR of 47~50

# Operations in Kurdistan Region of Iraq



- Total net production averaged at 27,600 BOEPD during 2013:
  - 130 MMSCFD of natural gas
  - 5700 bbl/d and 325 bbl/d of condensate and LPG, respectively
- Completed repairs to LPG loading bay resulting in restoration of the facility with capacity of 900 MT
- Production of LPG remained low since restoration due to under lifting by the MNR of Kurdistan Region of Iraq

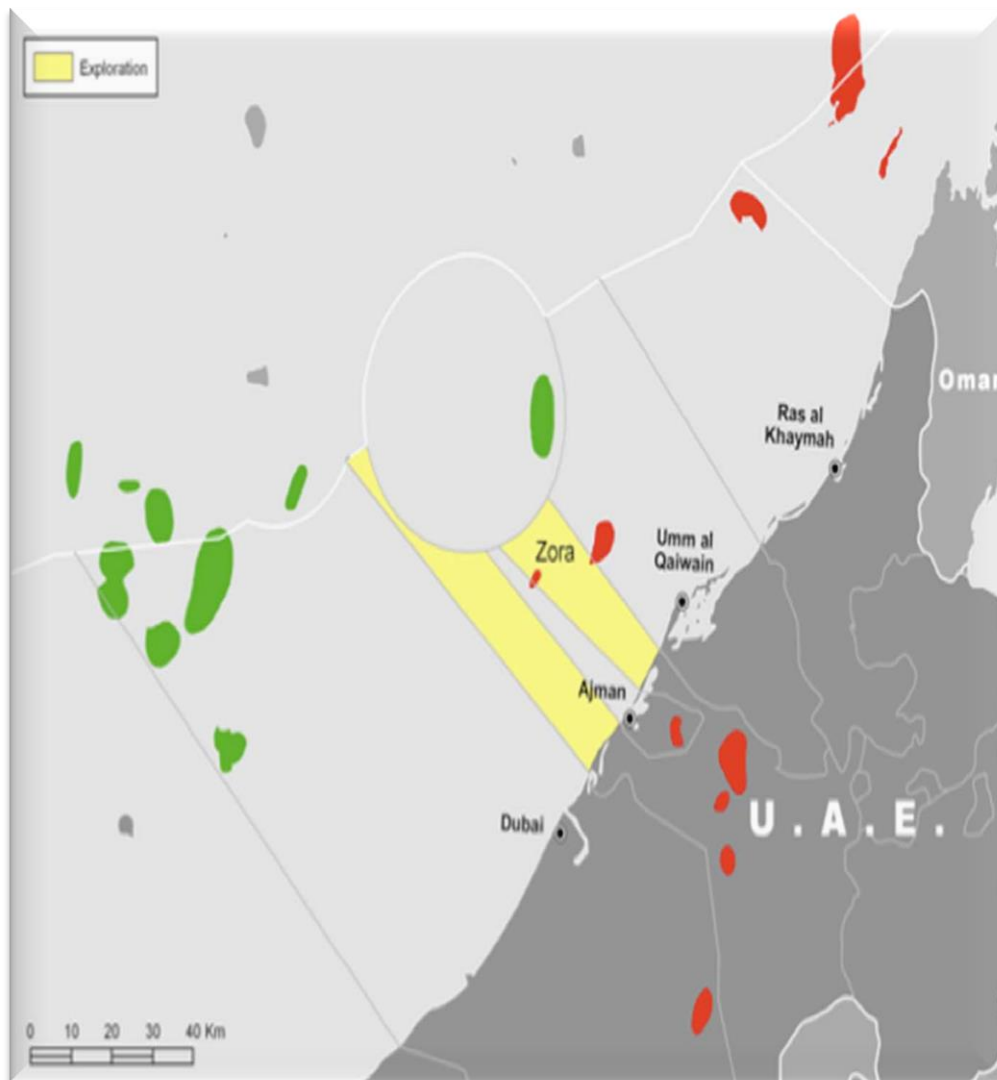
# Dana Gas Kurdistan Assets – Substantial Resources Upside\*



- Pearl Petroleum appointed Gaffney, Cline & Associates Limited (GCA), to provide an estimate of hydrocarbons in-place as at 31st December, 2012 for both the Khor Mor and Chemchemical fields
- GCA have estimated the gas initially in-place volumes (unrisked\*) for 12 Khor Mor and 3 Chemchemical fault blocks
- Dana Gas has calculated an aggregated arithmetic sum Best Estimate (P50) volume of 22 Tscf for Khor Mor and 30 Tscf for Chemchemical fields. Dana Gas' 40% share of these Best Estimate in-place volumes for Khor Mor and Chemchemical combined corresponds to 20 Tscf
- The GCA report also indicates that both fields have considerable additional upside potential
- GCA report also stated that certain Khor Mor fault blocks may contain oil instead of gas and determined oil initially in-place volumes (unrisked\*) for these individual blocks
- Dana Gas has calculated an aggregated arithmetic sum Best Estimate (P50) in-place oil volume (unrisked\*) of around 1.8 billion barrels, in place of around 3 Tscf of gas in these blocks

*\* Note that a risk factor accounting for geological and commercial uncertainties has not been assessed or applied at this time. However, both fields are surrounded by producing oil and/or gas fields which calibrates and reduces the geological and reservoir risks. The reported hydrocarbon volumes are estimates based on professional judgment and are subject to future revisions, upwards or downwards, as a result of future operations or as additional information becomes available.*

# UAE: Zora Gas Field Development Update

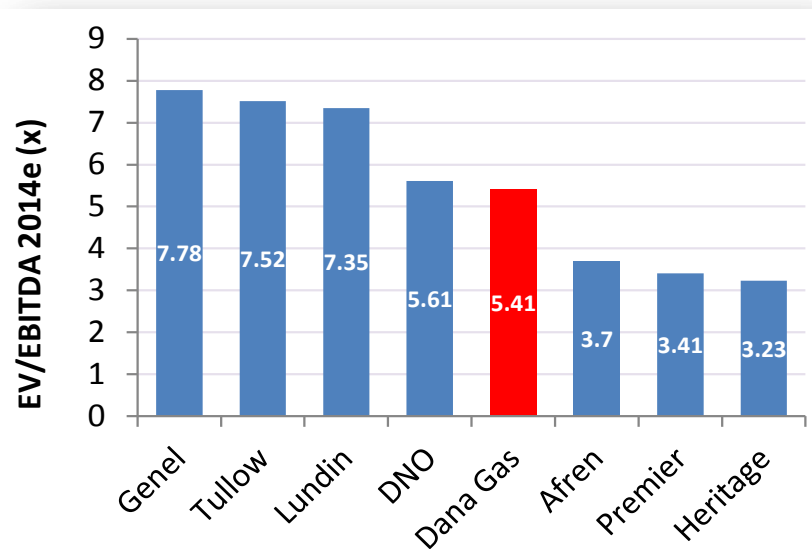


- Project Management team on board
- Platform fabrication and loadout contract awarded in November 2013 to ADYARD
- Work in progress for the following:
  - Contract for platform transportation and installation
  - Contract for offshore & onshore pipeline procurement and installation
  - Contract for onshore gas treatment plant
  - Award of drilling services and securing the drilling rig
- **Project on track for first gas in Q1 2015 with capacity of 40 mmscfd**

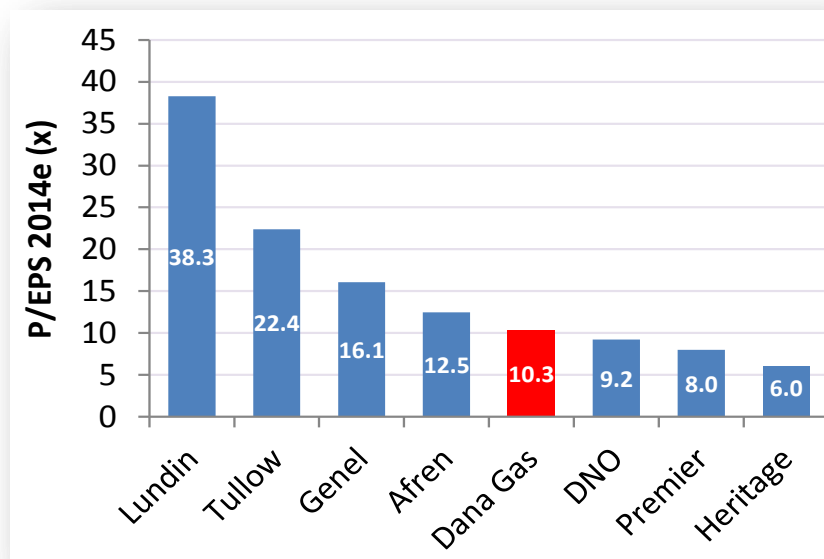
## Dana Gas: Relative Valuations

# Significantly undervalued relative to peers

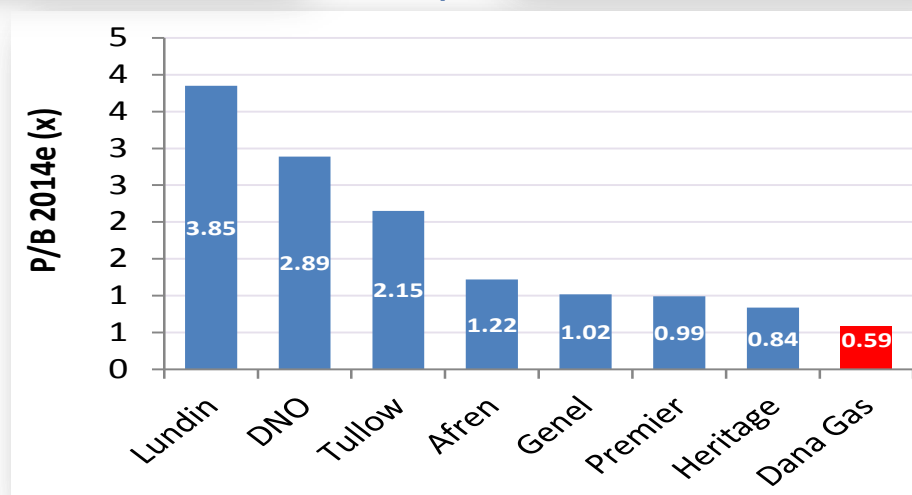
EV/EBITDA



P/E

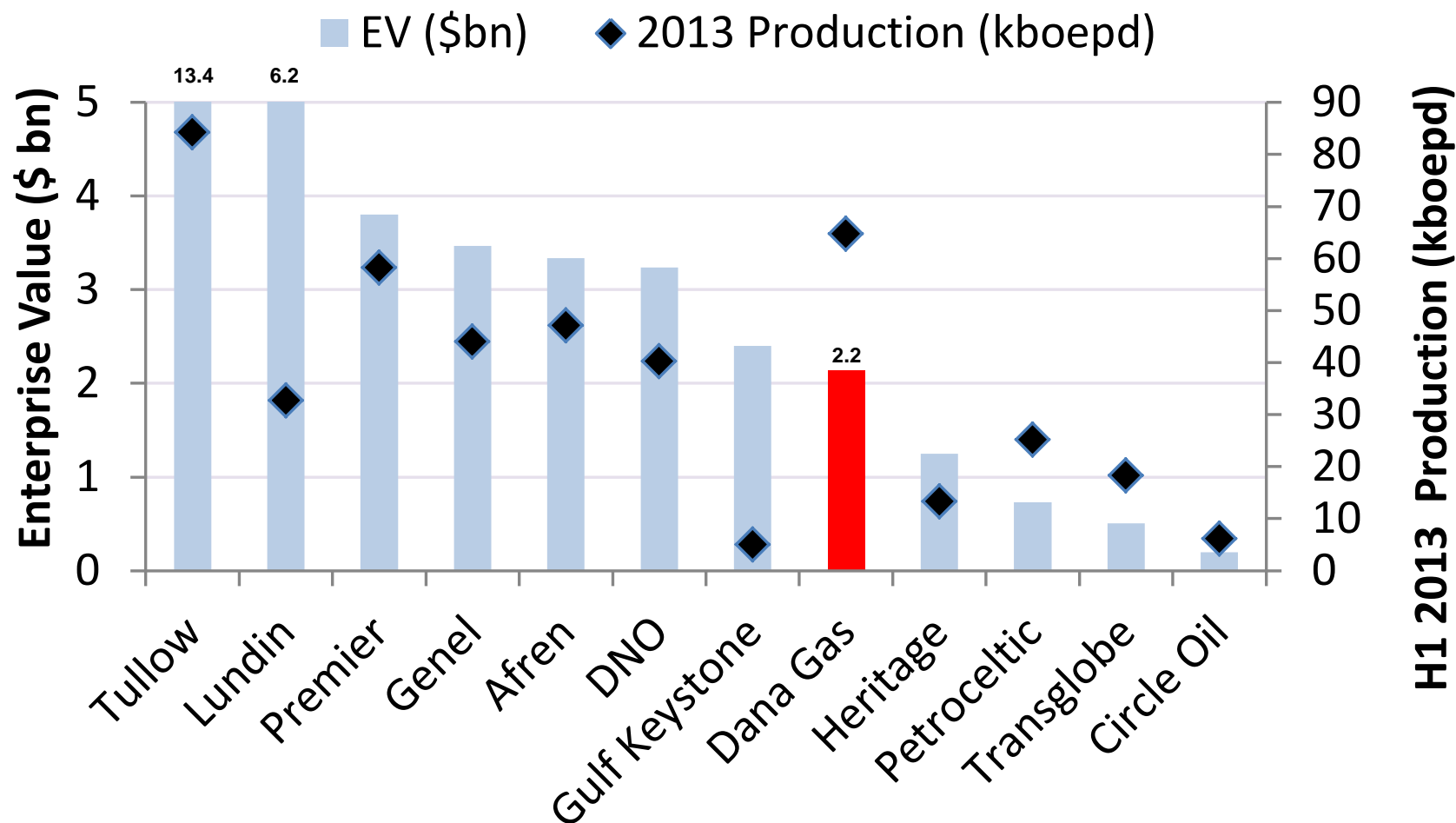


P/B



# EV and Production valuation relative to peers

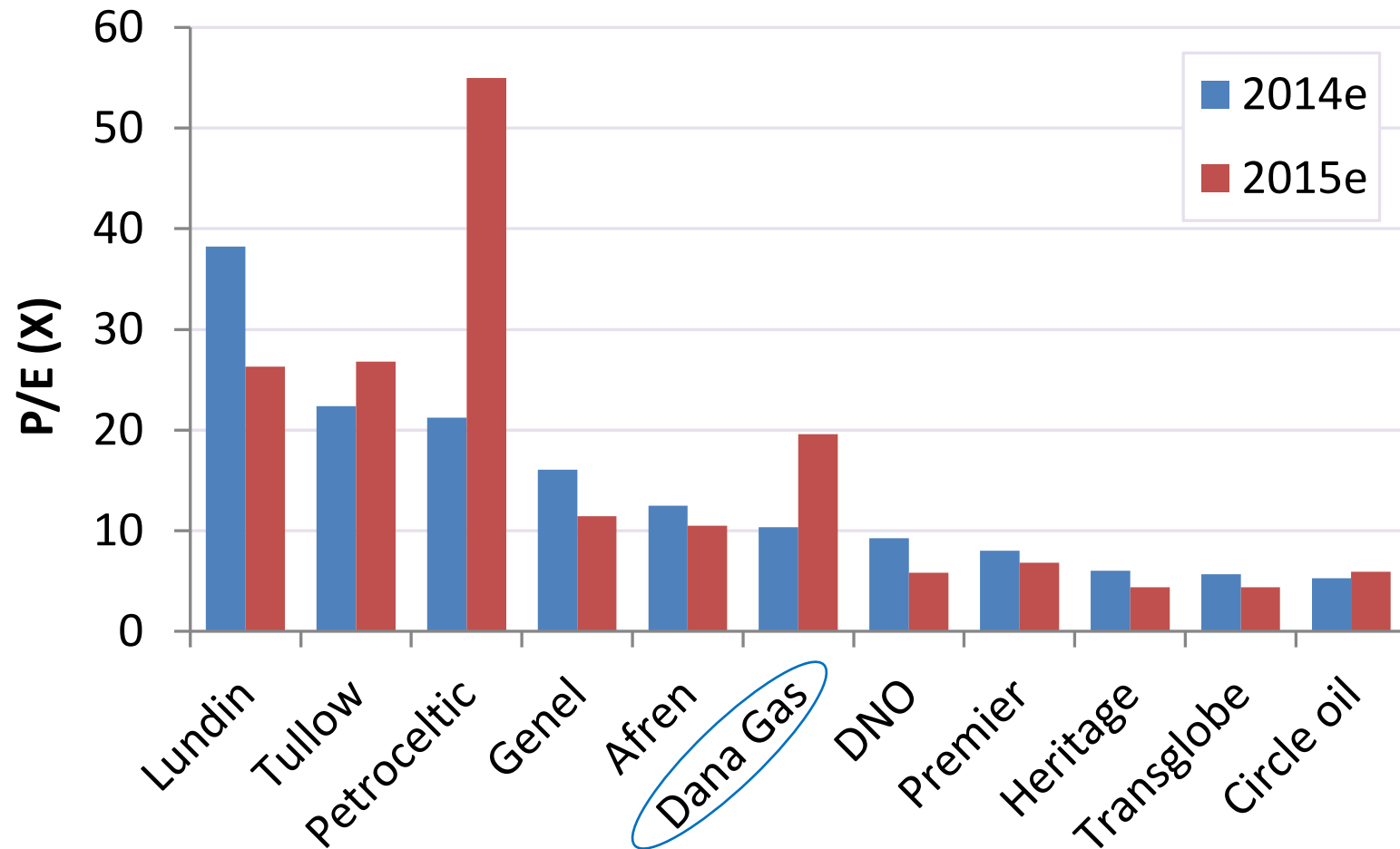
Enterprise Value vs. Production





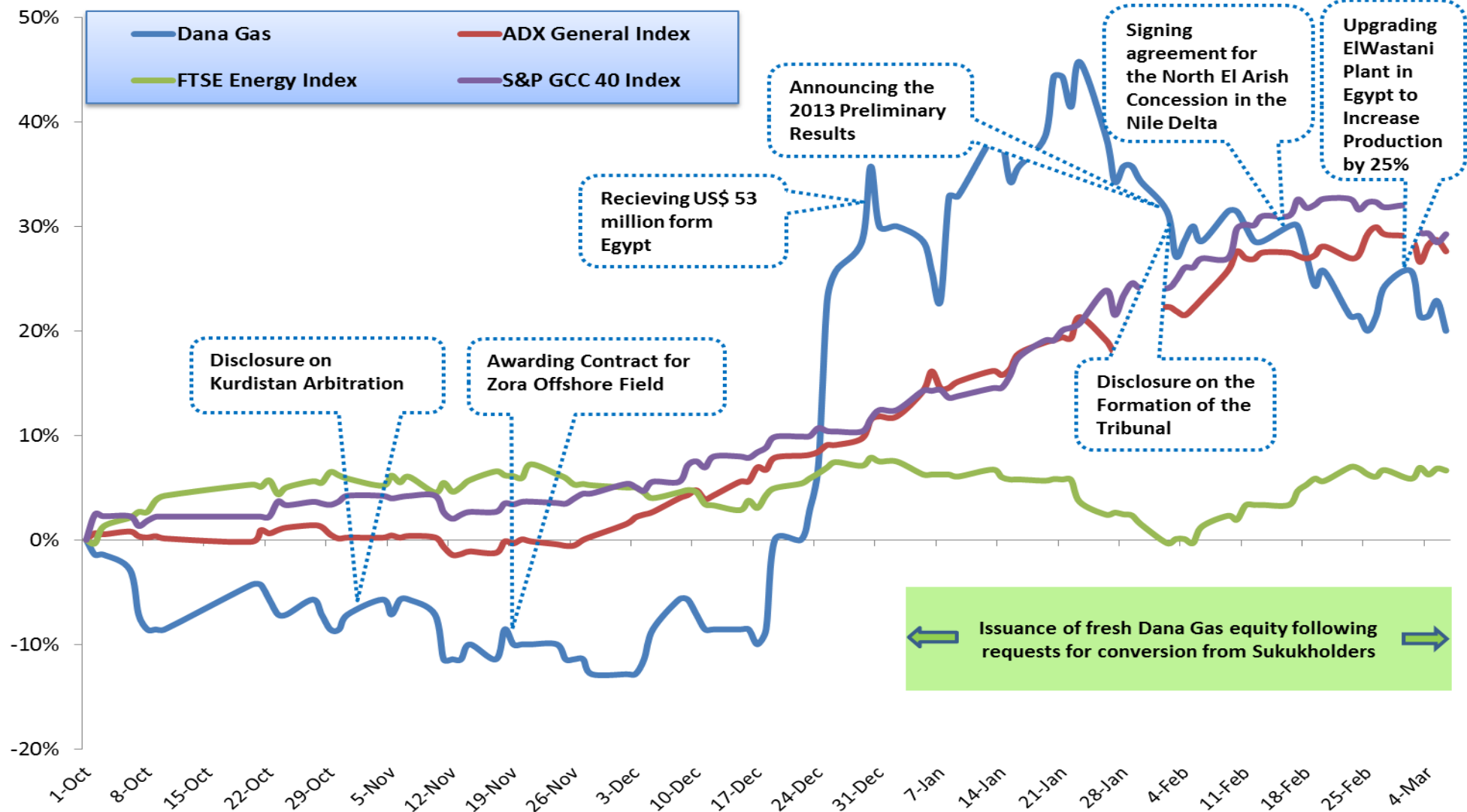
# Significantly undervalued relative to listed peers in international markets

P/E ranking of Dana Gas Peers  
(Source: Bloomberg Consensus 4<sup>th</sup> February 2014)





# Increased liquidity following Sukuk conversions impacting recent performance



## Summary

# Summary

- Increase in uplift of LPG in KRI following repairs to the loading bay a positive for future profitability
- Drilling success in 2013 and Block 6 in Egypt and the commencement of the Zora project and provide visibility for future potential
- Review of Kurdistan assets provide for substantial resource upside
- Recent requests for exchanging convertible Sukuk to equity positively helps lower debt obligation. Increase in cash balance positions the company for prudent growth
- Track record of project delivery and HSSE performance across geographies
- Taking a cautious approach towards capital investments in sync with cash collections - priority given to adding reserves and replacing production

## Reach Us:

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