## Clean Energy For the MENA Region's Tomorrow



**Dana Gas Investors Presentation** 

March 2016

### Forward Looking Statement



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 forwardlooking 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.

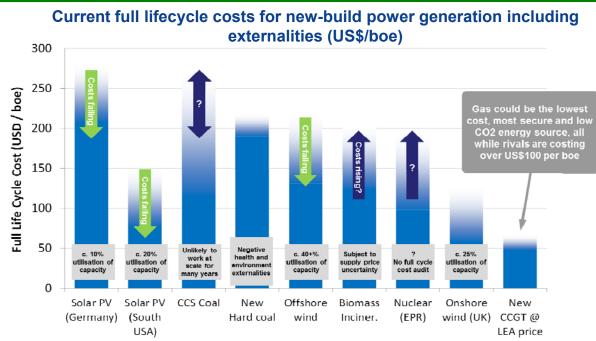
### **Presentation Outline**



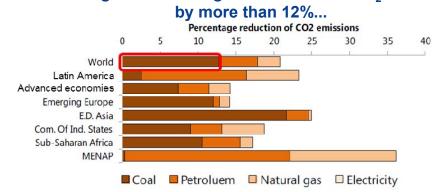
- Gas Growth fuel in MENA
- Dana Gas Overview
- Country Operations Egypt and KRI
- Project Update Zora Gas, UAE
- Credit Metrics
- Relative Valuations
- Summary

## Gas is the growth fuel of the 21<sup>st</sup> Century. Gas has strong environmental credentials and is cost competitive





#### Switching from coal to gas could reduce CO<sub>2</sub> emissions



## ...and Air Pollution Rated Deaths by more than 50% according to the IMF

CO2 emissions from fuel

(% share of global emissions)

Coal

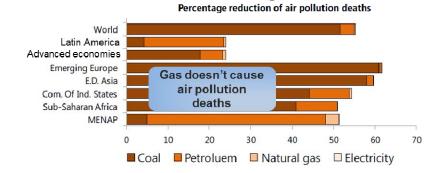
44%

Gas

20%

Oil

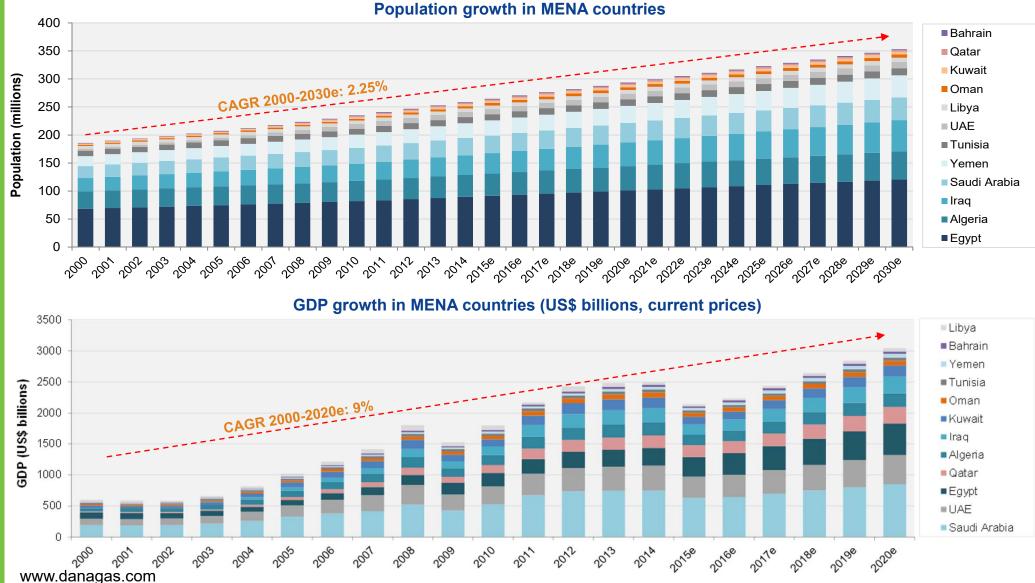
36%



Assume: Europe coal US\$62/tonne, NW Europe spot gas at price band of US\$8-11/mln BTU, 80% load factor, €7.0/tCO2; uses IMF May 2015 estimates for coal and gas air pollution and GHG externality costs WWW.danagas.com

MENA region has strong economic growth credentials. Energy requirements of the region are expected to increase.

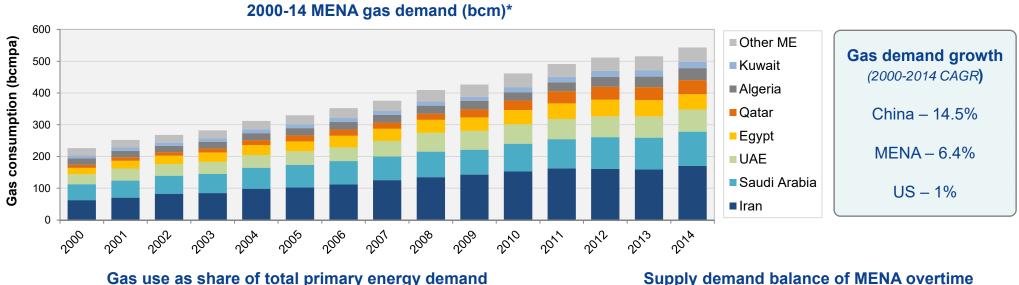


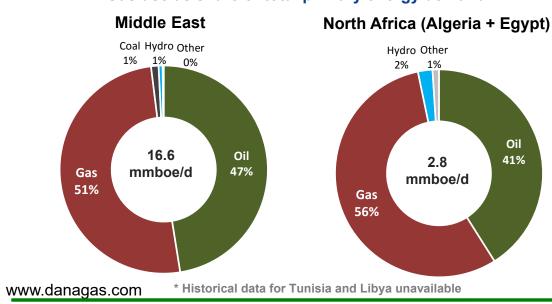


Source: UN Population Division, IMF

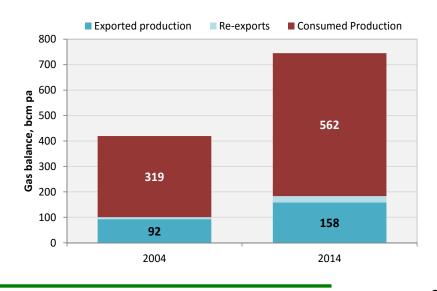
MENA gas demand is growing strongly. Dana Gas is well placed to be one of the region's leading independent suppliers of this gas.







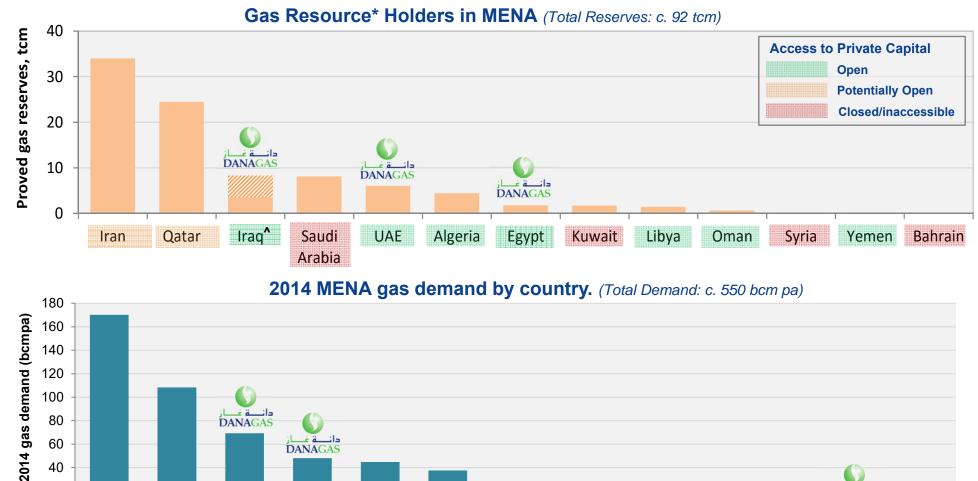
#### Supply demand balance of MENA overtime



Sources: BP Stats, IEA

## Dana Gas as regional gas integrated player focused on matching resource with markets





www.danagas.com \*60-70% of Middle Eastern gas resources are associated gas (IHS). ^ Iraq total includes KRI resource estimate

Qatar

Algeria

Oman

Kuwait

Bahrain

Tunisia

Libya

UAE

Egypt

Saudi

Arabia

Iran

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دانـــة عـــان DANAGAS

Iraq

Yemen



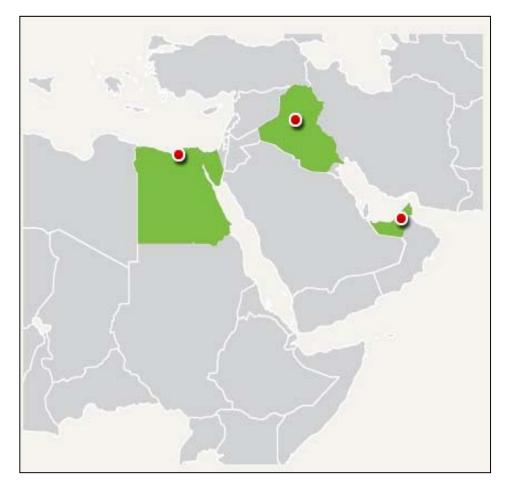
## **Dana Gas – Business Profile**

## Dana Gas: Independent E&P company listed on the ADX



- Dana Gas is a MENA focused gas independent headquartered in the UAE
- Quoted in the Abu Dhabi Securities Exchange. Bloomberg: DANA:UH
- Shares outstanding: c. 6969 million Market capitalisation: c. \$ 911 million (on 16/02/2016) Enterprise value<sup>1</sup>: \$ 1.292 billion
- Net Debt/(Cash)<sup>2</sup>: \$ 379 million (2015 YE)
- Current Production: 63.9 kboepd (2015 YE)
- 2P Reserves<sup>3</sup>: 686 mmboe (2015 YE)
- Strong Corporate Governance 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



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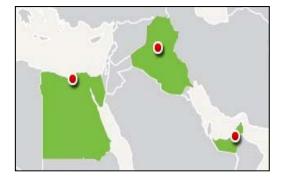
1. Enterprise value includes \$2mln of minority interests

2.Total interest bearing debt less cash

Dana Gas works across the gas value chain addressing both domestic and export market needs in MENA region

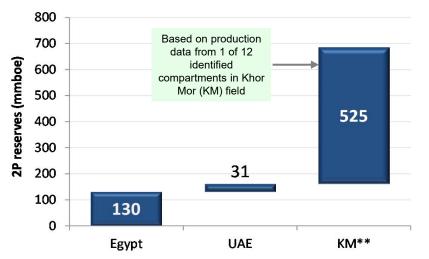


### Dana Gas is operating at the heart of the world's largest hydrocarbon bearing region



### Net reserves & resources (YE 2015)

#### 2P reserves (Gaffney Cline & Associates 2015, Pearl Petroleum)



### **Midstream and** Downstream assets in MENA

80

- EBGDCo Liquid ۲ **Extraction plant (LPG)**
- UGTC & SajGas Gas **Transportation and** Processing
- 35% in Crescent Natural Gas **Corporation Limited** (CNGCL) - Gas marketing

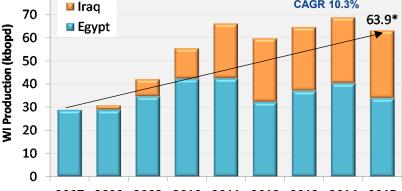
## Business Model across the gas value chain - Meeting energy needs of domestic and export markets



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\*Includes 700bpd from EBGDCO (LPG plant) \*\*In addition to the KM 2P reserves identified by Pearl Petroleum (PPCL) based on current production, PPCL also estimates total risked in place resource 10 volumes (P50) of 75tcf of gas and 7bn bbl of oil in KM and Chemchemal fields

## **Production Profile**

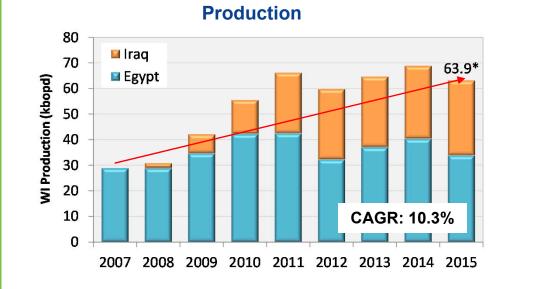


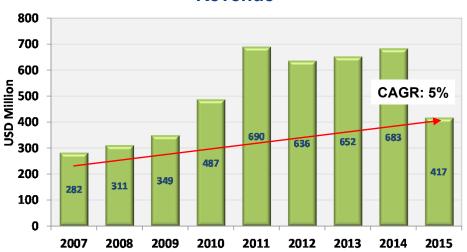
2007 2008 2009 2010 2011 2012 2013 2014 2015

CAGR 10.3%

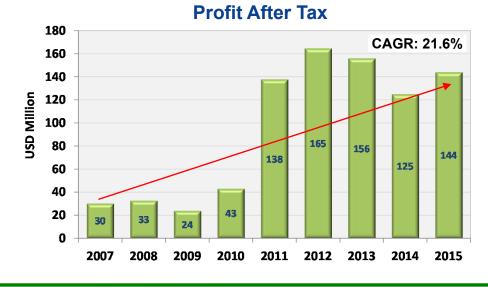
## Consistent production growth, delivery and financial performance since 2007







#### **Revenue**



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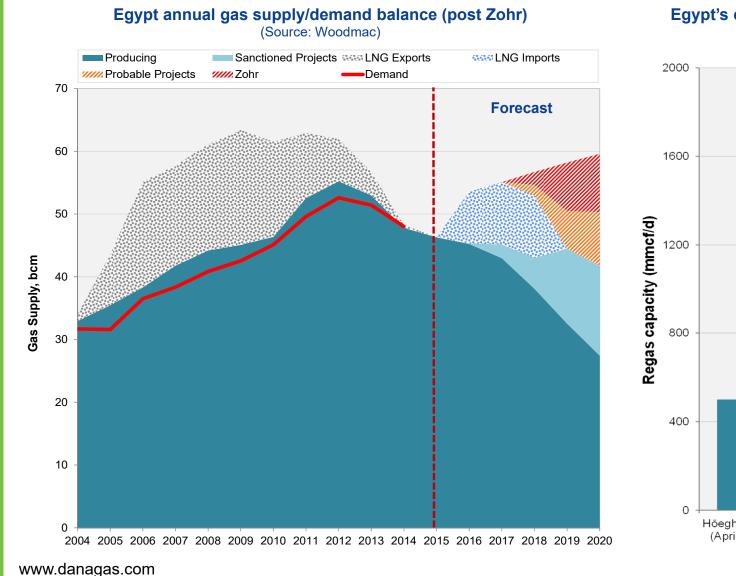
\*Includes 700bpd from EBGDCO (LPG plant)



# Dana Gas: Country Business Highlights EGYPT

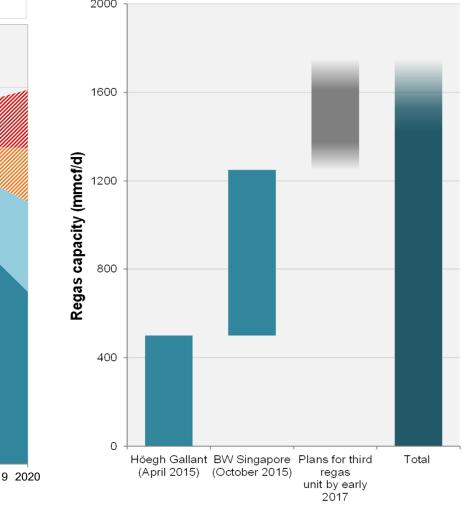
## Egypt gas market fundamental are sound. New gas discoveries and gas imports are likely to return Egypt's domestic demand to its historic growth trajectory





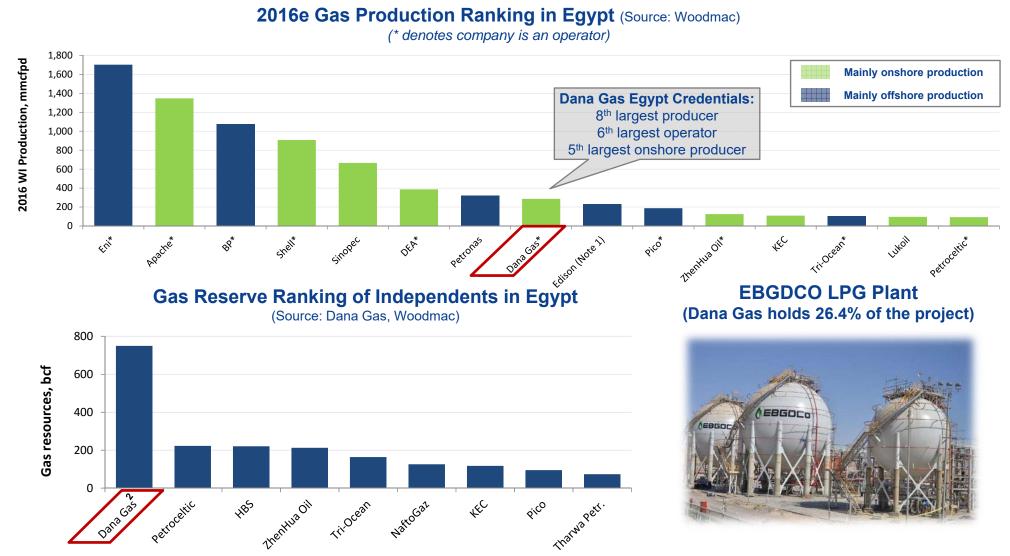
Egypt's current and planned regas capacity

(Source: company data, Interfax)



Dana Gas is the 6th largest operator and 5th largest onshore producer in Egypt



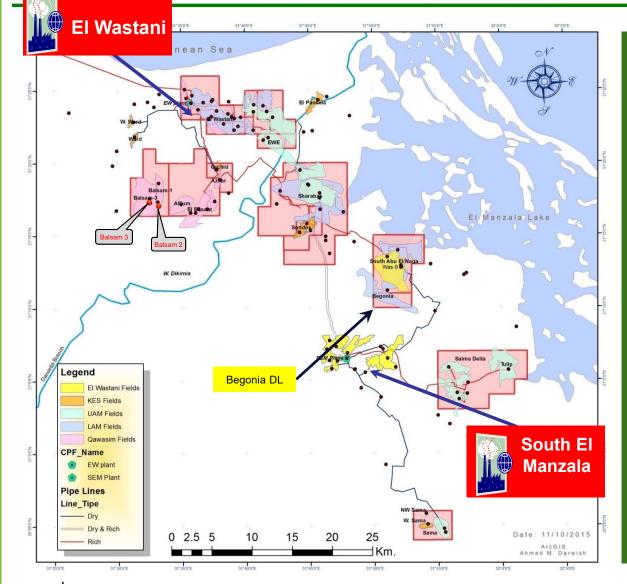


#### www.danagas.com

1.Edison holds 100% operating interest in Abu Qir, but the development is operated by a 50:50 JV with EGPC – Edison not designated as operator 2. Dana Gas reserves based on 2015 year end reserve estimate

## Egypt: Nile Delta Operations





#### **Development Leases:**

 Onshore acreage consisting of 14 Development Leases in the prolific Nile Delta region

#### **Production:**

 4Q 2015 avg 32.2 kboe/d versus 37.6 kboe/d for 4Q 2014. Decline in production followed a steady and predictable downward curve associated with normal field decline which was partially reversed when Balsam field production and well completions were brought on stream in 4Q 2015.

#### **Operations:**

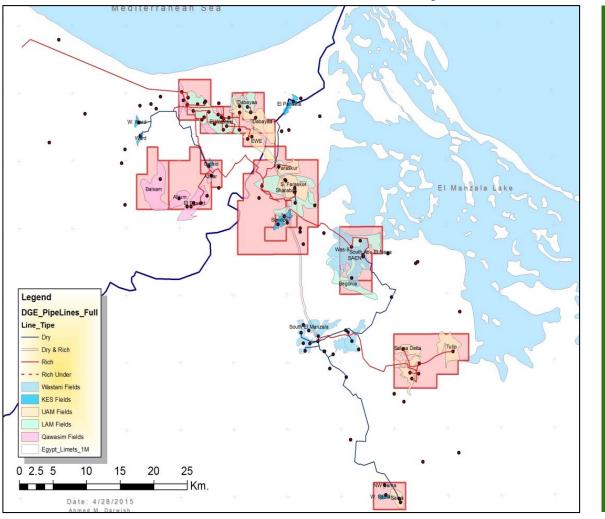
- Post Balsam-2 and Balsam-3 completions, SD-4, SF-5 and SAEN-7 wells were successfully completed in 4Q 2015.
- SF-5 has hit KES pay with 2 new accumulations named Roaa and Anes. SAEN-7 proved a separate compartment with deeper gas water contact.

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\* Excluding EBGDCO share of Production

## Gas Production Enhancement Agreement (GPEA) helps Egypt increase production while delivering long term value to Dana Gas



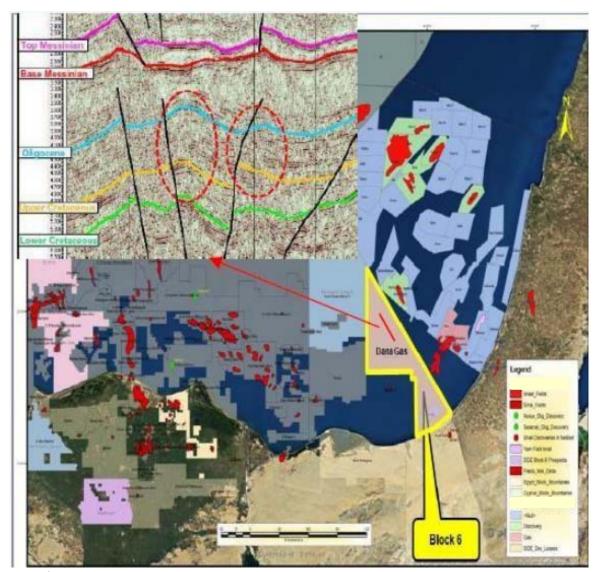


#### **Gas Enhancement Project – Execution Progress**

- Longest gas column encountered in Dana Gas Egypt portfolio.
- Pulse test between Balsam-1 and Balsam-2 indicated single compartment.
- Significant reserve add with higher than expected condensate to gas ratio.
- Proven plus probable reserves in the Horst structure certified by GCA have increased by more than 50%.
- Balsam-3 discovery well has proved up the play in the western part of the development lease
- This is a separate hydrocarbon filled structure from Balsam Horst increasing the resource base in this development lease with 2P estimated ultimate recovery of 73.4 bcf.
- Based on Balsam-3 results, further 2 exploration wells and 1 development well are planned within development lease in 2016.

## Block 6 – North El Arish Offshore Opportunity



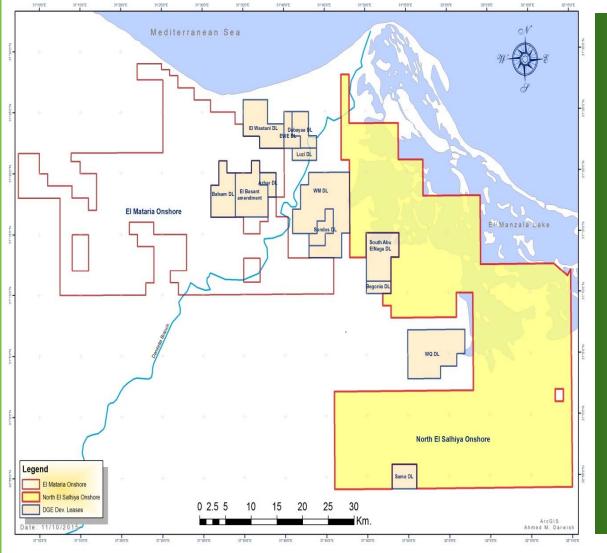


### • Block-6 (100% WI)

- 1782 sq km of full fold 3D seismic acquired in October 2015 by PGS Ramform Titan boat.
- 3D seismic processing completed in January 2016.
- Initial processing results indicates numerous play types with significant potential based on offset discoveries
- Farm-out activities have started and interest has been shown by other players.

## Egypt: Block 1 - North El Salhiya Exploration Newly awarded exploration blocks in Nile Delta enables Dana Gas to build on its core area production and utilising existing infrastructure

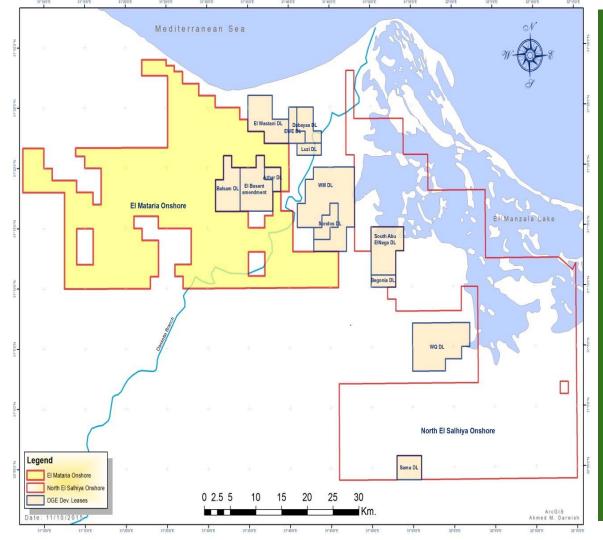




- Block-1 (100% WI)
- Targets prolific Abu Madi play
- Other plays include: Kafr El Sheikh and Oligocene Activities
- Reprocessing of ~800 sq km of 3D seismic ongoing by Western Geco.
- Tender prepared for the reprocessing of 2D seismic data.
- Plan to drill 4 exploration wells in 2017.

## Egypt: Block 3 - El Matariya Exploration Newly awarded exploration blocks in Nile Delta enables Dana Gas to build on its core area production and utilising existing infrastructure





- Block-3 (Dana Gas 50% WI)
- BP is operating Block-3 as 50/50 partner. The primary target is the deeper HPHT, and high-potential Oligocene play which has been proven in the offshore Nile Delta with very success rates and with high materiality (multi tcf).
- Expected spud date for Mocha-1 exploration well is April 2016.
- Studies are underway for early production from Mocha-1 well in the event of success.



## Dana Gas: Country Business Highlights Kurdistan Region of Iraq

## Operations in Kurdistan Region of Iraq

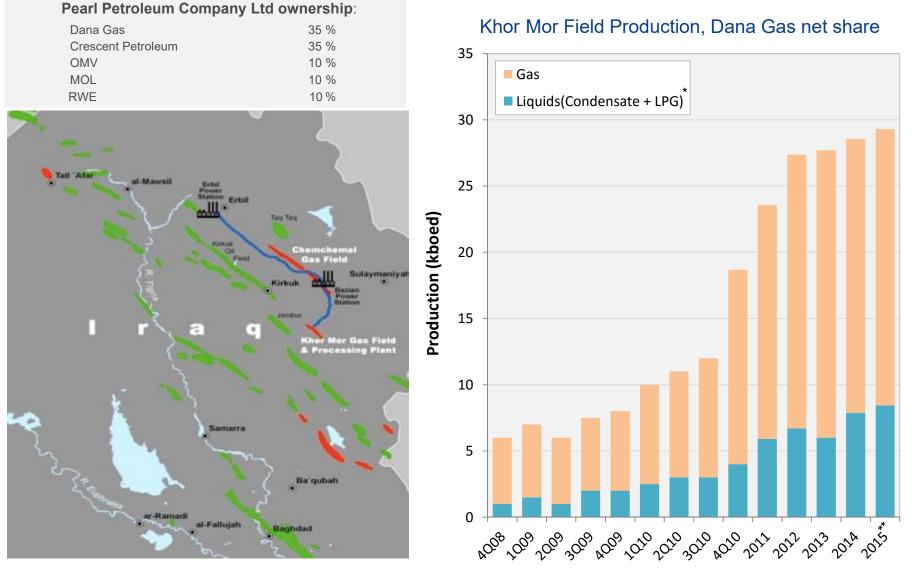




- DG share of production averaged 28,800 boepd during 4Q 2015. Gross production details are as follows:
  - 313 MMscfd of natural gas
  - 13,703 bbl/d of condensates
  - 830 MT/d LPG
- The Mol sieve bed for the first train at Khor Mor plant was replaced in October 2015
- Upon expiry of the direct local sales contract, KRG commenced direct lifting of LPG and Condensate from 20 September and 7 October 2015, respectively from the Khor Mor plant through a nominated local contractor. This continued till December 2015.
- RWE acquired a 10% working interest in PPCL as part of its arbitration settlement in November 2015

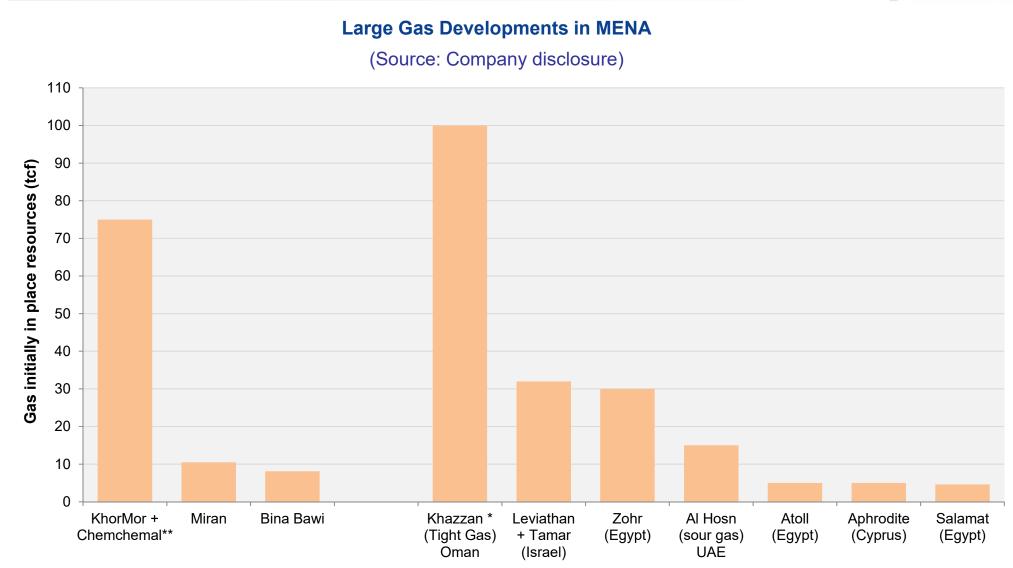
## Rich gas and condensate producer with strong growth track record





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\*Current Condensate Gas Ratio (CGR) on Khor Mor is c. 45 bbl/mmscf comparable to Qatar North Field CGR of 47~50 \*\*2015 data based on Dana Gas's reported share of gross production in the KRI of 29.3kboepd Khor Mor and Chemchemal are potentially largest gas fields in the KRI and comparable to large scale gas developments in the region



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Notes: Volumes exclude associated liquid and oil upsides. \* Recoverable volume expected to be 10%-15% of gas initially in place at Khazzan \*\*PPCL's latest P50 estimate of total risked in place resources is 75tcf (Khor Mor + Chemchemal)





## Dana Gas: Project Update – Zora Gas, UAE

## Zora Offshore Platform - Ready for gas production





- Platform installation, hook up and commissioning completed.
- Wire line operation for un-plugging the well completed successfully.
- Repair works completed on the offshore pipeline, where concrete coating was damaged by Third party vessel anchors.

## Zora Gas Processing Plant - Construction completion and handover





- All systems powered up, commissioning activities and start-up ongoing.
- Commissioning of truck loading facility for condensate export completed.

## Zora Operations start-up progress





<sup>•</sup> First gas delivered to site 10/01/16.

- Pipeline and well cleaned up with well flowing approx. 45 mmscfd.
- Gas production started on 14/01/16.
- Gas processing shutdown again 15/01/16, due to foaming problems. Contaminated chemical inventories changed and pipeline cleaned to remove well fluid liquid build up.
- Gas processing re-started 21/01/16, operating problems encountered with vessel level measurements.
- Remedial modifications carried out and plant returned to operations for start up 04/02/16.
- Plant ready for restart but advised by SNOC that SEWA power station unable to receive gas due to other planned maintenance activities ongoing.
- Planned to re-commence commissioning and start-up end Feb 2016.



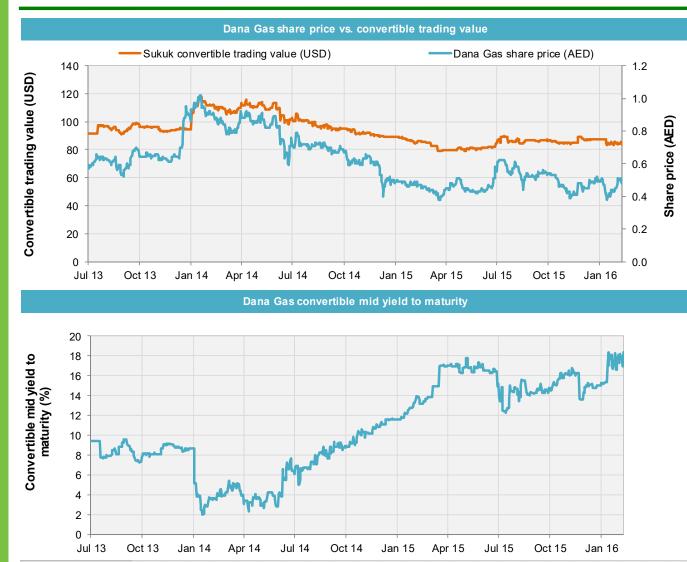
## **Dana Gas: Credit Metrics**

## Additional financial information



Dana Gas additional financial metrics			
	Period	Unit	Value
EBITDA	LTM	US\$m	191
EBIT	LTM	US\$m	93
Net debt	Current	US\$m	379
Net debt / EBITDA	LTM	Х	2.0
Interest cover ratio	LTM	Х	1.4
Book leverage (Net debt / Total assets)	Current	Х	10%
Average years to maturity	Current	Years	1.7

## Dana Gas Sukuk Instruments





### **Convertible Sukuk:**

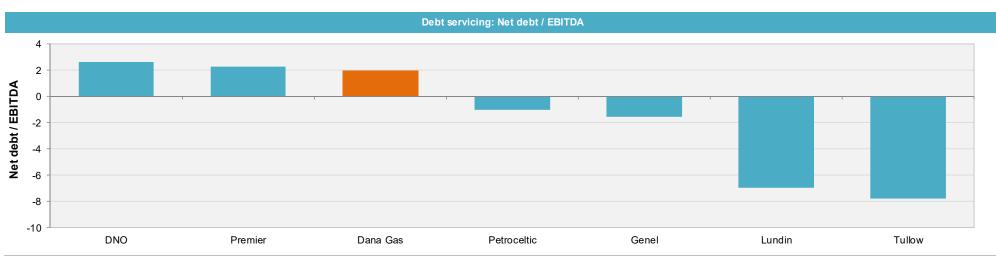
- Principal amount: \$352 mln
- Coupon: 7% (payable quarterly)
- Maturity: 31/10/2017
- Conversion price: 0.75
  AED/sh
- Conversion ratio: 48.9733

### **Ordinary Sukuk:**

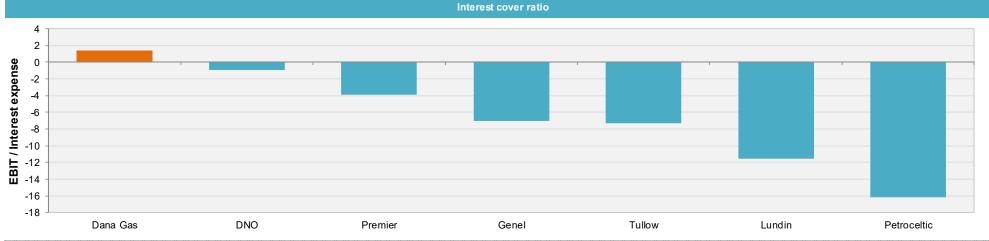
- Principal amount: \$400 mln
- Coupon: 9% (payable quarterly)
- Maturity: 31/10/2017

Source: Bloomberg. Market data as at 16 February 2016.

## Leverage and interest coverage ratio in line with peers



Note: Net debt is as of latest reports. EBITDA is a LTM value as of 9M 2015.

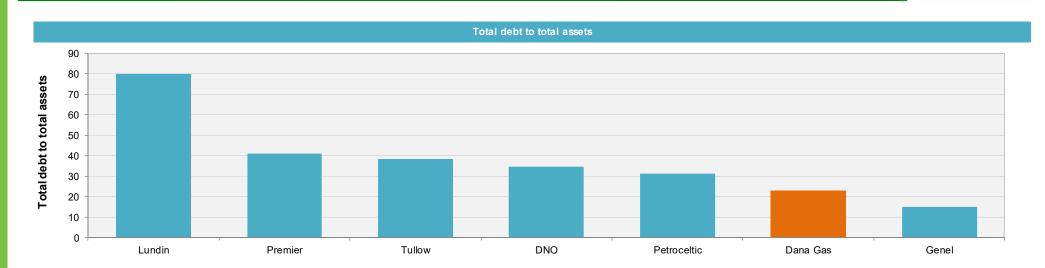


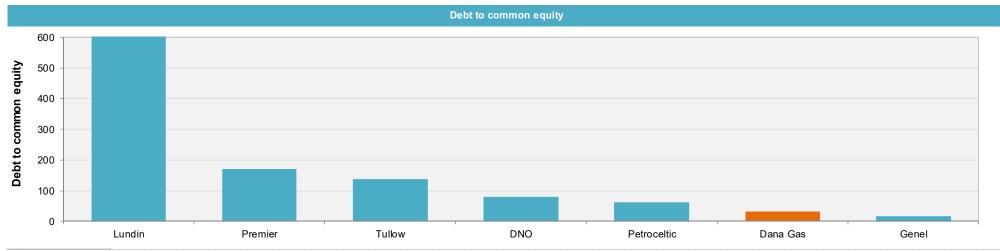
Note: EBIT and Interest expense are LTM values. Lundin based on 2015 actuals. Source: Bloomberg

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## Book gearing and Leverage comparable to industry peers



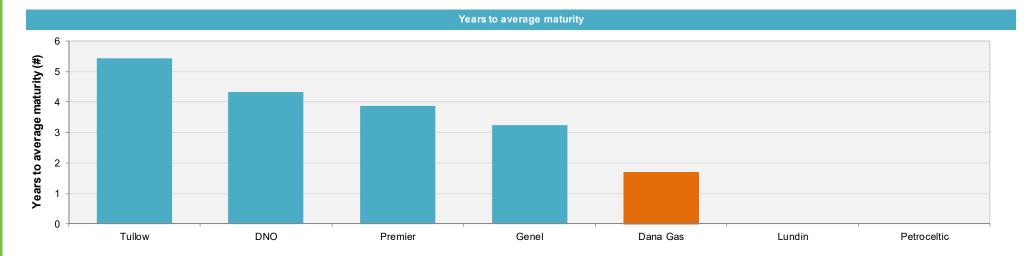


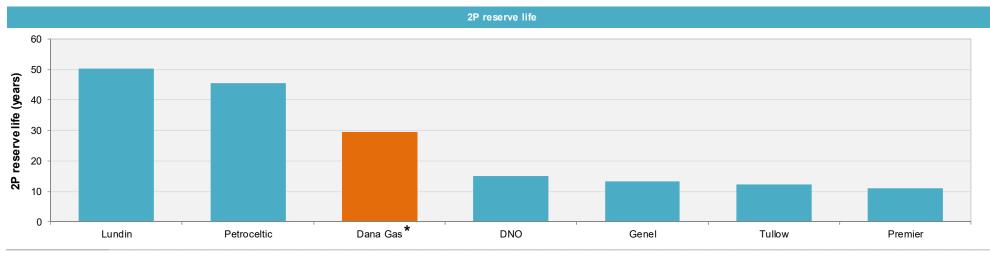
Source: Bloomberg. Market data as at 16 February 2016.

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## Long reserve life of assets underpins debt





Source: Bloomberg. Market data as at 16 February 2016.

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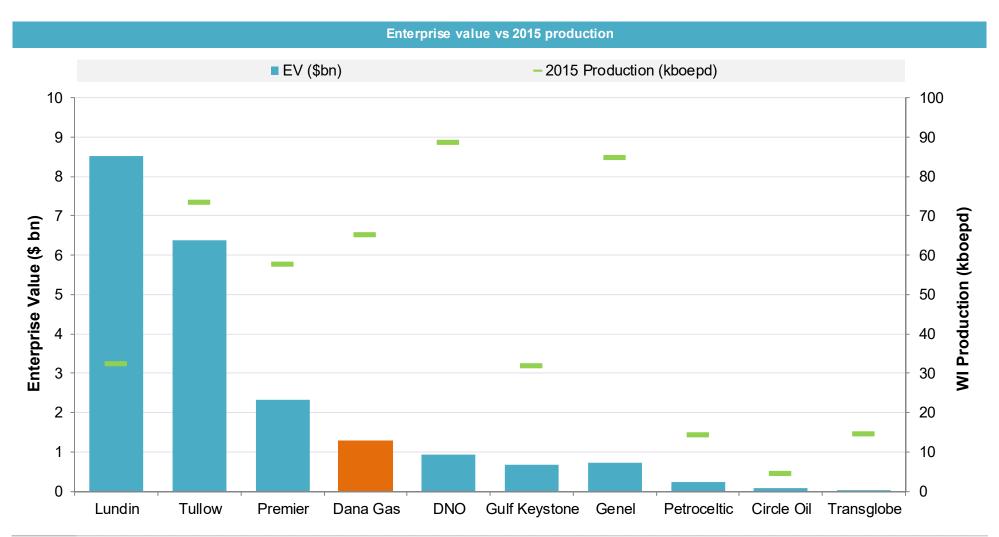
\*Dana Gas 2P reserves include KRI estimates of 525mmboe net to Dana Gas from Khor Mor

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## **Dana Gas: Relative Valuations**

## EV and Production valuation relative to peers

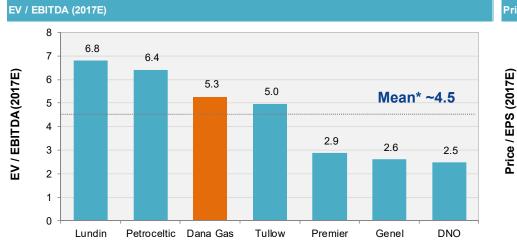


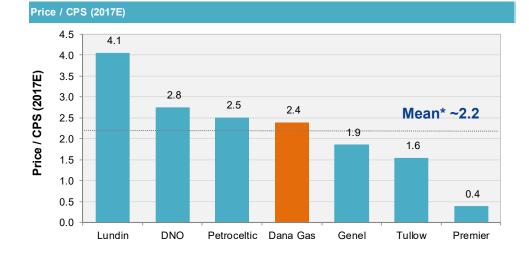
Source: Bloomberg. Market data as at 16 February 2016.



## Significantly undervalued relative to peers



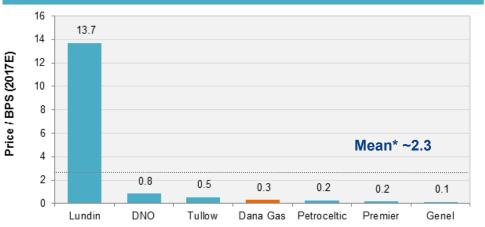




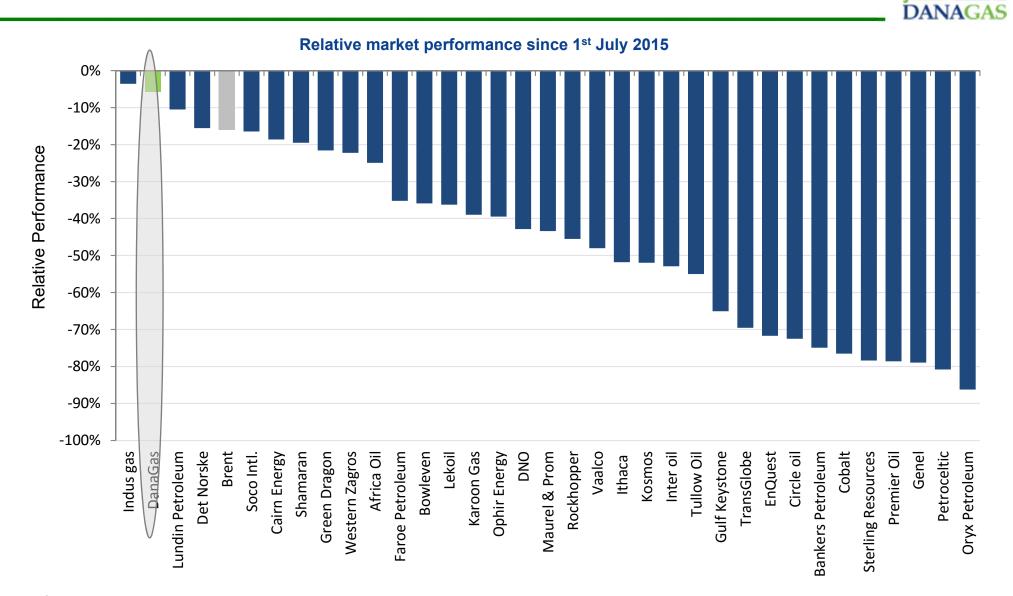
#### Price / EPS (2017E)



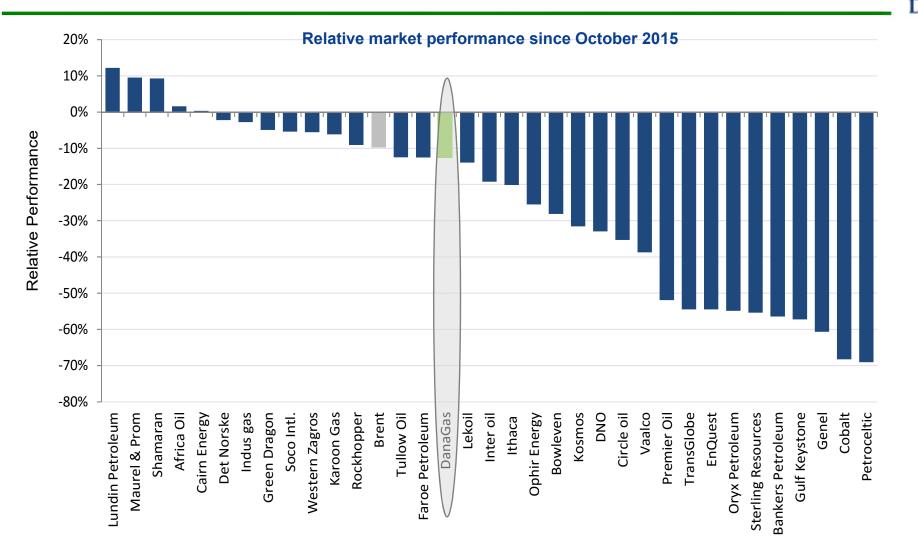
#### Price / BPS (2017E)



## EMEA E&P relative performance since 1st July 2015

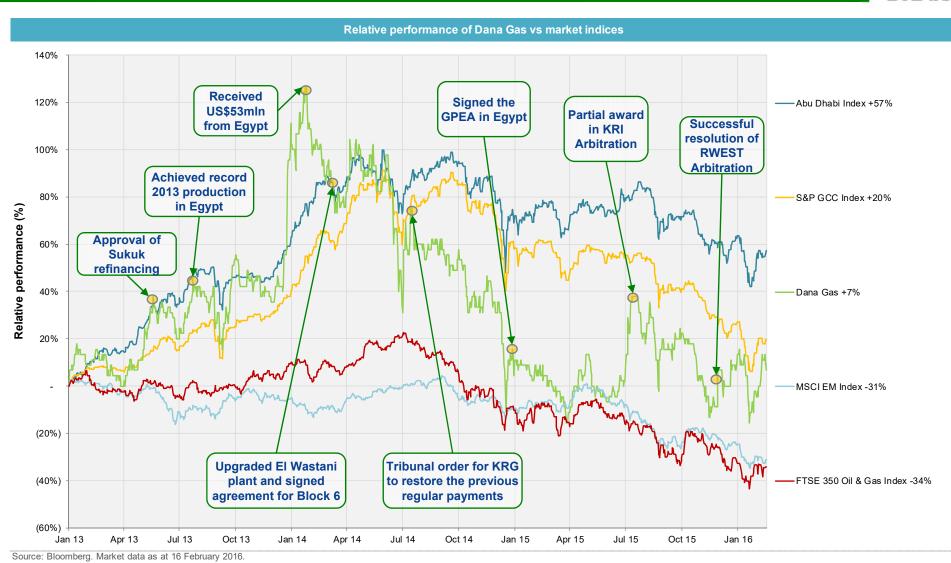


## EMEA E&P relative performance since October 2015





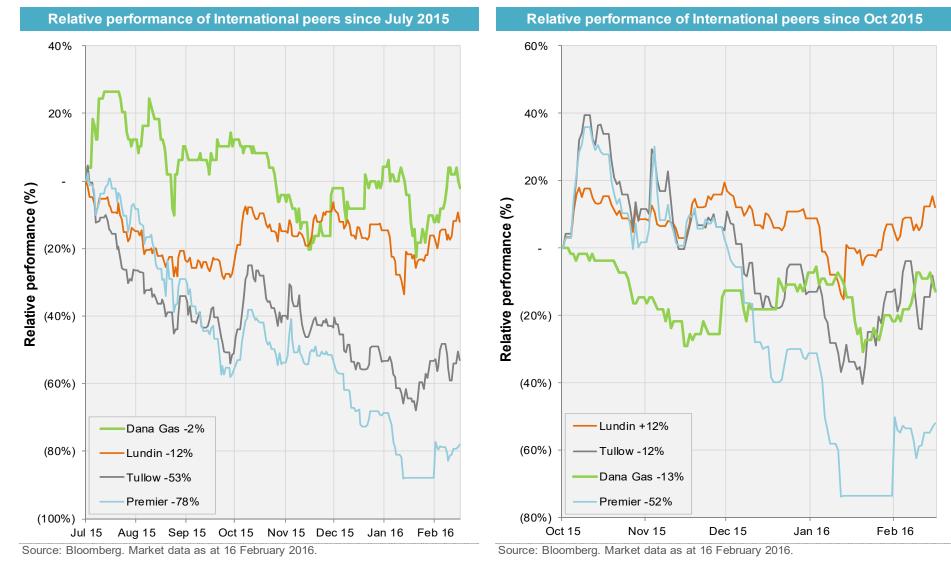
## Relative share price performance of Dana Gas





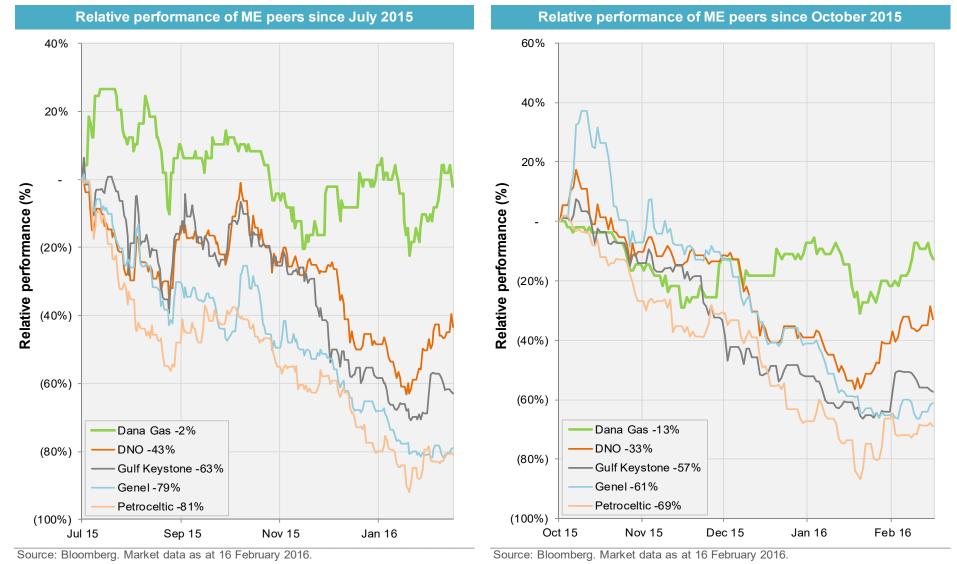
## Dana Gas has performed in line with international peers in H2 2015





## Dana Gas has outperformed its Middle Eastern (ME) peers in H2 2015







## Summary



- 2015 has been a tough year with a difficult business environment, and the future is continuing to look challenging with oil having already hit a low of \$27/bbl this year.
- However, it has also been a year of significant progress:
  - Rejuvenated the management team with the appointment of Iman Hill, as Technical Director and GM for the UAE and Egypt and appointed a new CFO, Chris Hearne, who joined us just after yearend
  - Egypt has exceeded expectations with its reserves upgrade, success in the development and exploratory appraisal drilling program in Balsam has opened up the field to further appraisal wells and growth potential
  - Exploration growth potential is being tested in Blocks 1, 3 and 6. On Block 3, drilling of the deep Oligocene HPHT well by BP as operator with DG cost carried should show results by end 2016, and in the success case will be a game changer for the Company
  - Zora, the flagship UAE project and also the first offshore project has been completed and gas has already been processed through the plant
- The increase in reserves figures represents real progress that better reflects the underlying true value of the Company to it's shareholders
- Positive results were achieved in our arbitration cases
- Dana Gas is better prepared to face the challenges of the current lower oil price environment and positioned for the future upturn
- We are confident that we can continue to add value to our shareholders even at the prevailing low oil prices



## **Contact Us:**

## **Dana Gas PJSC**

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