

# Clean Energy for the Future

## FY 2017 – Financial Results

15 March 2018



# Disclaimer

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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.

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## 1. Headlines

## Operations

- KRG arbitration settlement; plans underway to increase total production by 20% in 2018 and 170% by 2020
- Group production increased 1%: FY17 67,600 vs FY16 67,050 boepd
- Egypt 2017 production is 5% higher at 39,500 boepd
- KRI annual production flat at 25,750 boepd
- Zora continues to produce at an average of 1,650 boepd
- Completed successful maintenance shutdown of El Wastani Gas Plant during Ramadan without HSSE incident
- Dana Gas qualified to bid for oil and gas concessions in Iraq

## Liquidity

- Year-end cash position of \$608m
- Received \$210 in cash as part of KRG Settlement
- Received \$110m in industry payment from Egyptian Gov.
- \$22m received from 3x cargo sales of Egyptian condensate
- Egypt collection at 129% – trade receivables at \$228m
- Ongoing difficulties with timely collections from Egypt
- Regular payments received from KRG operations

## Financials

- FY17 gross revenue \$450m vs FY16 \$392m due to improved realized prices and higher production
- FY17 net profit \$83m vs FY16 net loss \$88m due to higher revenue, production and impact of successful settlement with KRG; partly off set by impairment charge on Zora
- FY17 EBITDA \$334m vs FY16 \$207m
- Low G&A and OPEX spend sustained; continuation of a four-year cost reduction and operational efficiency drive

## Arbitration & Sukuk

- Sukuk – current focus is on pursuing the legal route for resolution absent a consensual deal
- NIOC pleadings heard; outcome due in H2 2018
- Dana Gas & Crescent Petroleum initiated arbitration against MOL – hearing scheduled in November 2018

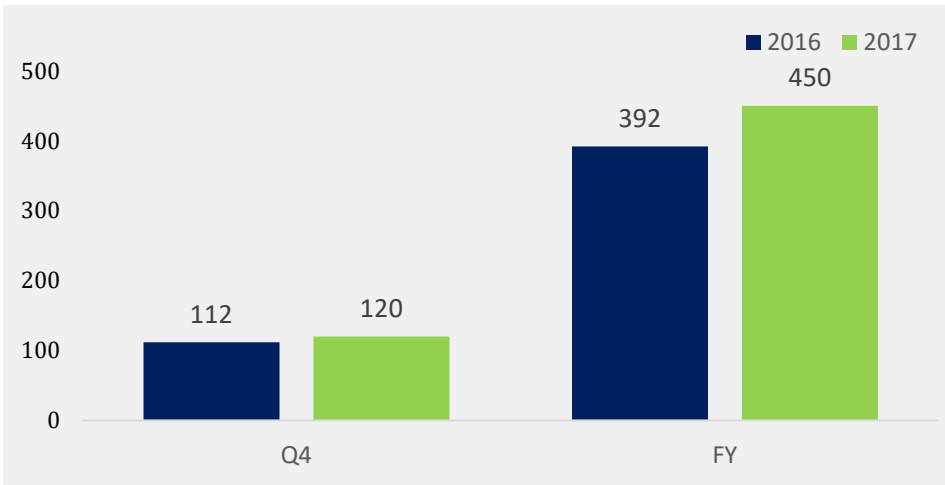




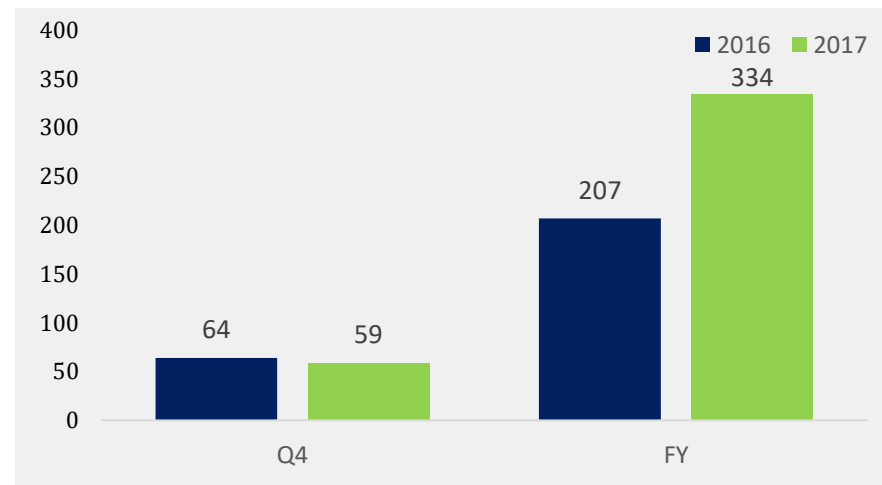
## 2. Financial Update

# Financial Highlights

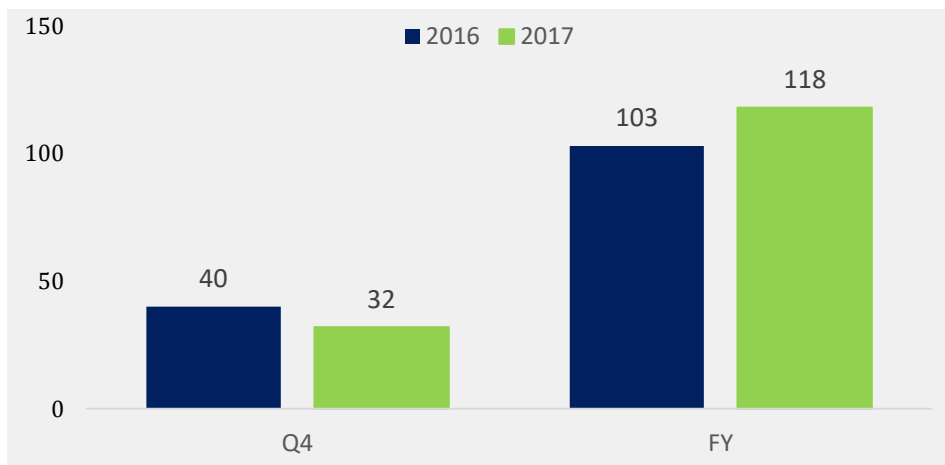
## Gross Revenue (million USD)



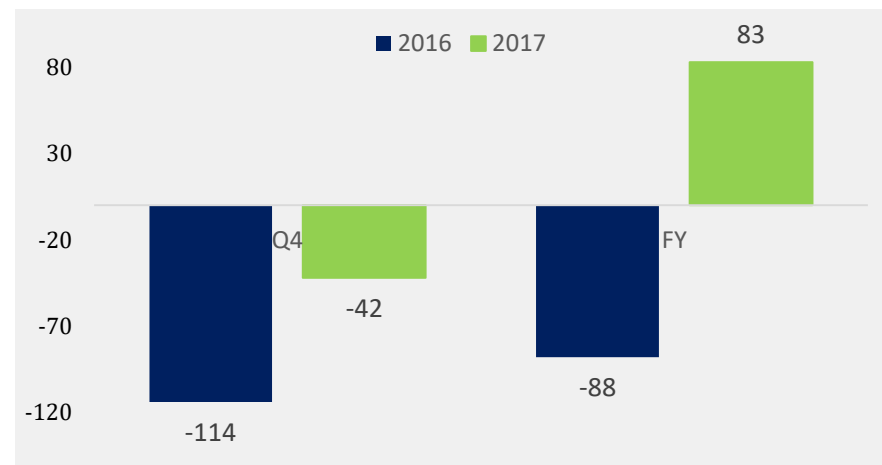
## EBITDA (million USD)



## Gross Profit (million USD)

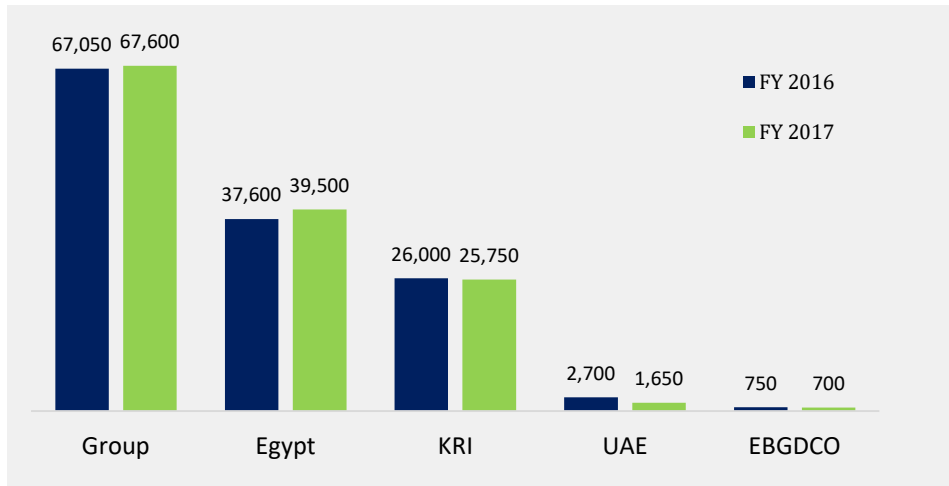


## Net Profit (million USD)

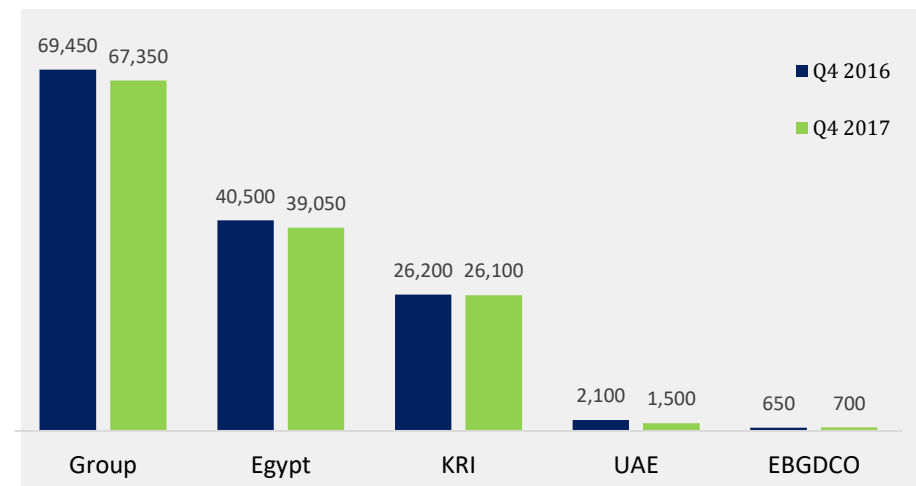


# Production & Realized Prices (boepd)

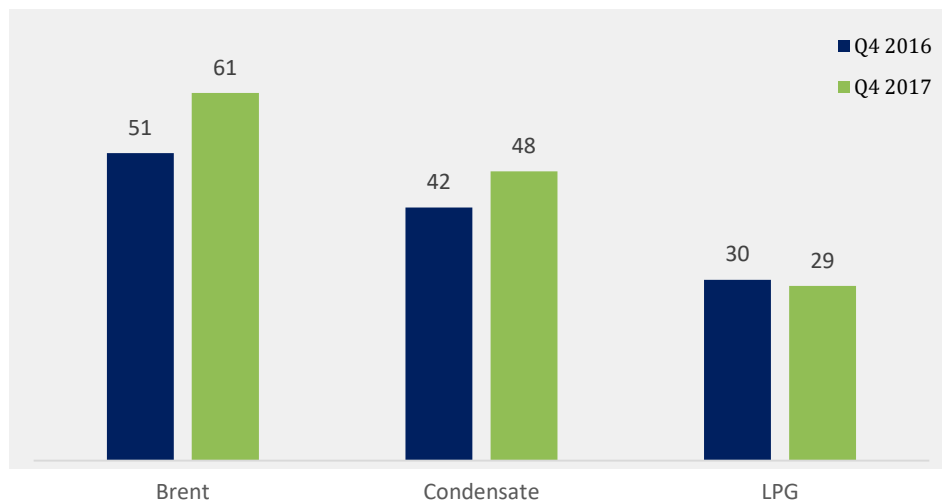
## FY 2017 vs FY 2016



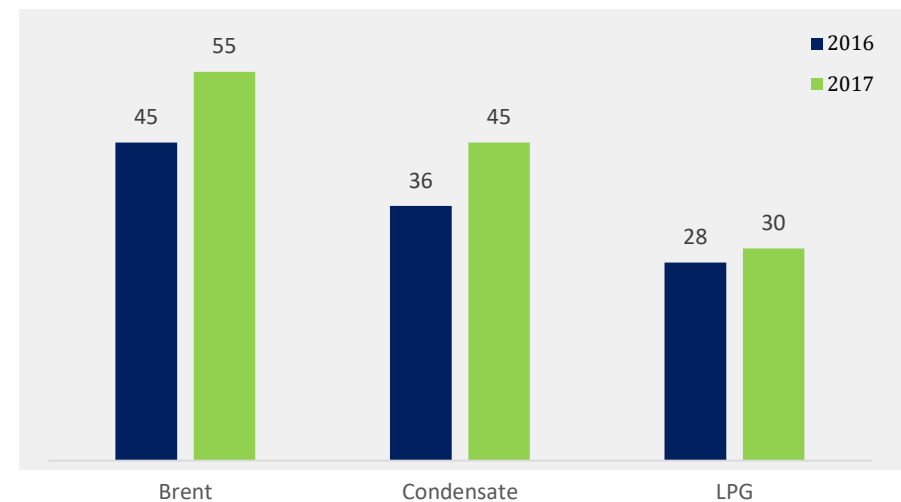
## Q4 2017 vs. Q4 2016



## Average Realized Prices (USD/boe)



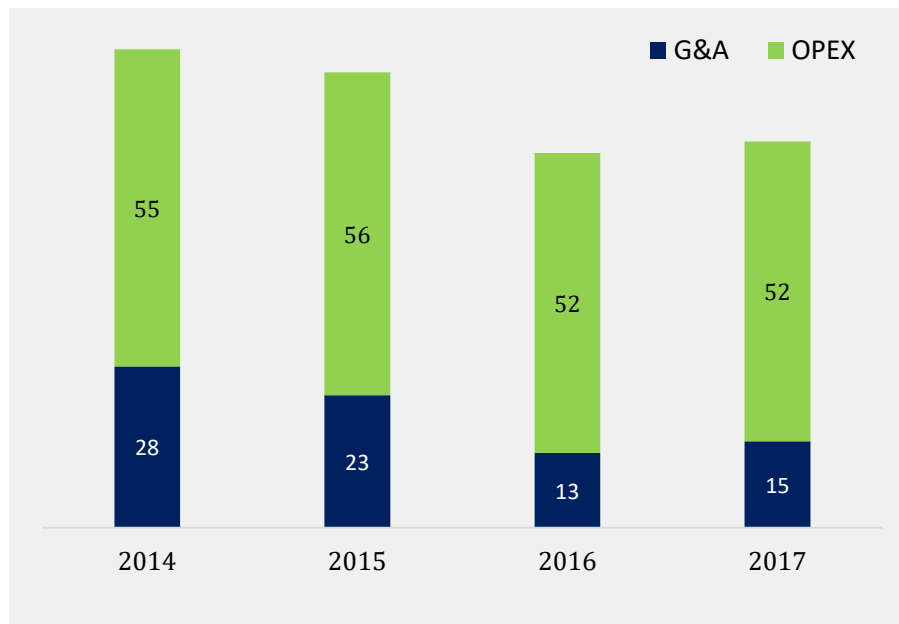
## Average Realized Prices (USD/boe)





# CAPEX & OPEX

## G&A / OPEX (million USD)

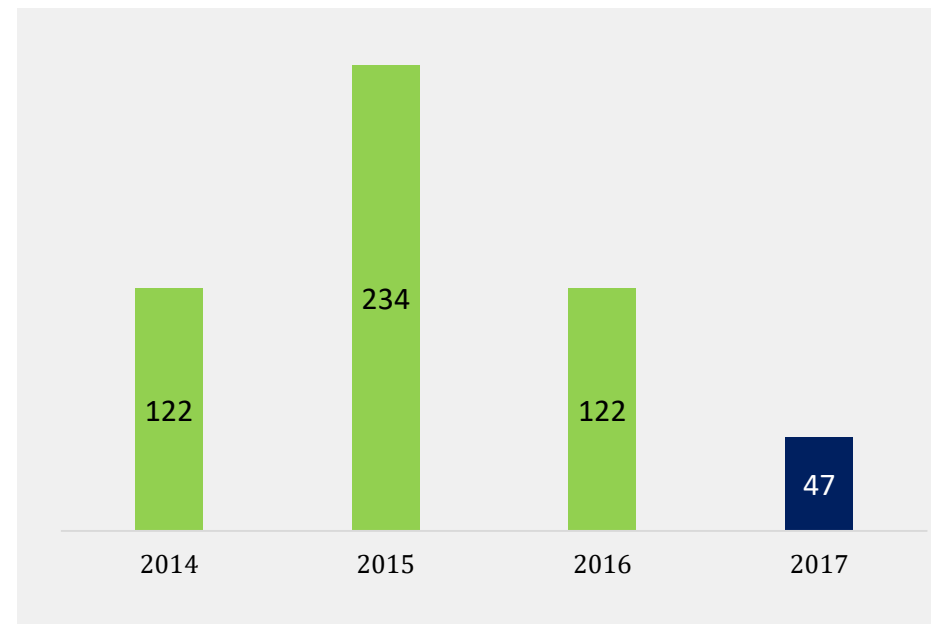


### G&A / OPEX

After significant reduction in costs in 2016, maintained G&A and OPEX year-on-year

Due to rise in geopolitical risk and uncertain payments from Egypt, focus remains on cash conservation

## CAPEX (million USD)



### CAPEX

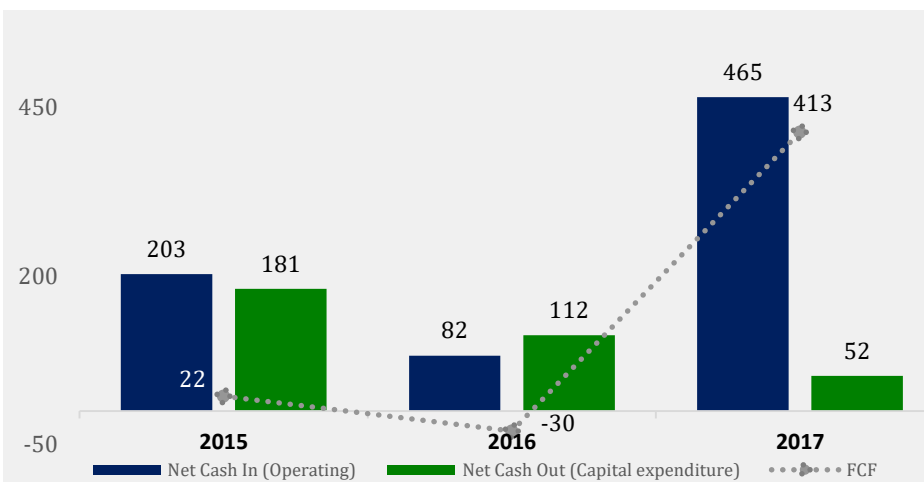
Capital requirement for 2018 drilling and expansion not expected to exceed \$50 million

- Kurdistan: investment to increase production by 20% (year 1) and 170% (year 2 to 3)
- Egypt: 3 to 4-well drilling programme; already commenced in Q4 2017

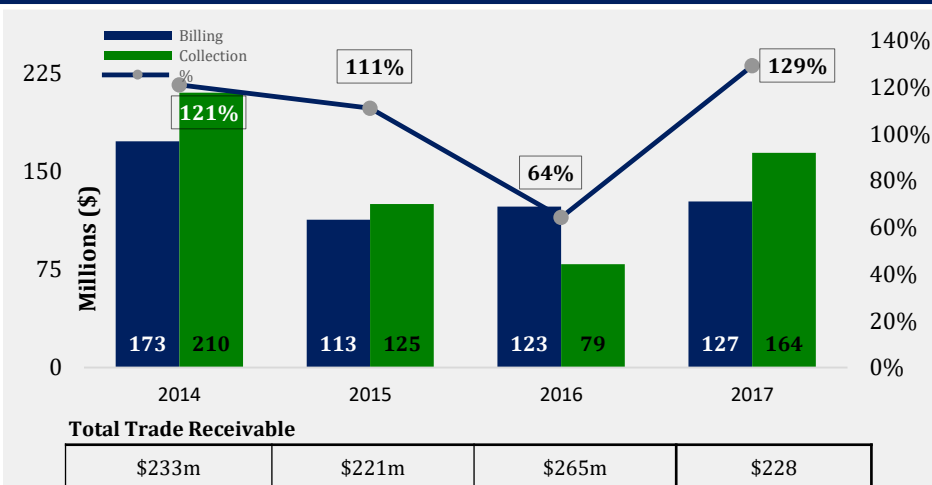
# Cash Flow, Liquidity & Receivables

- \$608 million cash – highest in ten years
- Positive FCF – principally due to KRI Settlement payment; industry payment in Egypt; regular monthly payments in KRG and low capital expenditure
- Kurdistan receivables paid and balance reclassified as '*outstanding petroleum costs to be recovered from future revenues*'
- Egypt FY 2017 collection - \$164m; 129% collection rate.
- Egypt collection H2 2017 inadequate - \$29m
- Egypt receivables at \$228m vs FY16 of \$265 million
- Cash preservation– matching investments against collections

## Free Cash Flow (million USD)



## Egypt Receivables (million USD)



Note: % calculated as collection divided by net revenue

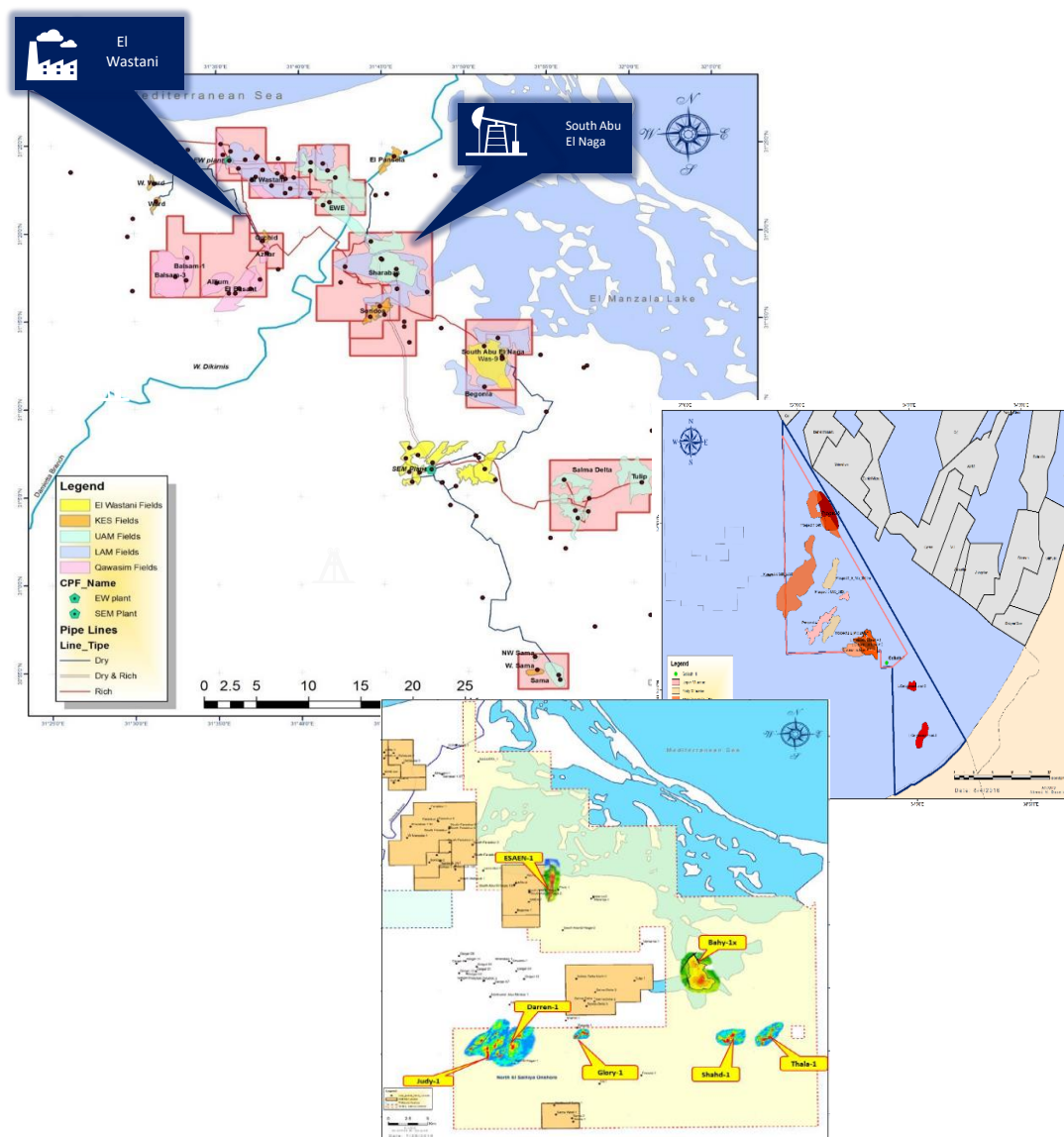


### 3. Country Performance



# Egypt: Strong production

- **El Wastani Gas Plant**
  - Successful shutdown in Q2
  - South Faraskur Compression completed – added 5mmscf/d
  
- **Block 1: 2 to 4 well drilling program**
  - 1<sup>st</sup> well uncommercial – P&A
  - 2<sup>nd</sup> well spudded.
  - Opportunities for 3<sup>rd</sup> & 4<sup>th</sup> wells evaluated
  
- **Block 6: First phase of exploration**  
extended by 1 year to February 2019;  
Plan to drill first deep-water prospect end 2018/early2019
  
- **GPEA condensate sales;** three direct shipments brought in \$22m in 2017
  - Fourth shipment Feb 2018, \$10m



# KRI: Initiated expansion plans

**DG share of production averaged 25,750 boepd during 2017.**

- 300 (2016: 307) MMscfd of natural gas
- 12,885 (2016: 13,270) bbl/d of condensate
- 914 (2016: 826) MT/d of LPG

**Targeted production increase by 20% in 2018 and 170% within two to three years**

## 2018 Development Plans

Developed a detailed Field Development Plan (FDP) for Khor Mor field; appraisal programme for Chemchemical, debottlenecking facility and expansion scheme

- Fast-track debottlenecking by 50-80 MMscf/d and drilling 2 appraisal wells in Chemchemical, up to 4 development and appraisal wells Khor Mor
- Work-over six producing wells in Khor Mor
- Building 2x 250MMscf/d trains sequentially to expand gas production by 500 MMscf/d in Khor Mor

**Dana Gas qualifies to bid for oil and gas concessions in Southern Iraq**

## Settlement – in numbers

Total	\$2.239 billion
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Cash	\$600 million
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Cash for development	\$400 million
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Petroleum cost recoverable	\$1.239 billion
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Production increase (2 -3 years)	500 MMscf/d
	20,000 bbl/d

- Producing gas since February 2016
- Production rate of Sharjah-2 well has declined from 2,700 boepd FY16 to 1,650 boepd FY17
- Detailed modelling of future performance conclude not all reservoir is productive with today's technology
- Re-classify a portion of 2P reserve to contingent resource – result in an impairment charge of \$34 million in 2017, based on year-end reserves report
- 2P reserves at 24 mmboe





## MOL (Pearl Petroleum shareholder)

- MOL expressing dissatisfaction with outcome – wanted to renegotiate terms with Pearl (namely certain contingent payments)
- Initiated proceedings in The London Court of International Arbitration
- Hearing set for November 2018

## UAE Gas Project (NIOC)

- Oral hearings took place – clarifying certain legal matters
- Judgement expected in H2 2018

## Sukuk

- DG is pursuing litigation-driven outcomes



The background of the slide is a photograph of an industrial refinery or chemical plant. It features several tall, cylindrical distillation columns with multiple levels of platforms and ladders. A complex network of pipes and valves connects these units. The scene is set against a clear sky. In the lower-left portion of the image, there is a decorative graphic consisting of three overlapping, slanted rectangular shapes. The leftmost shape is dark blue, the middle one is a lighter blue, and the rightmost one is green. The text '4. Summary' is positioned on the dark blue shape.

## 4. Summary

1

Settlement Agreement with the KRG with win-win outcome representing billions of dollars of additional value to DG

2

Solid operational performance in all areas despite political challenges and maintenance shutdowns

3

Future development of world-class assets in Kurdistan to more than double production of gas and condensate

4

Medium term outlook in Egypt excellent; onshore drilling programme underway, Block 6 prospect to be drilled in 2019

5

Effective capital conservation – maintained low G&A and minimum capex/opex spend, focus to continue in 2018

6

Sukuk restructuring process is under litigation  
NIOC arbitration judgement on damages claim in H2 2018





Reach Us:  
Dana Gas PJSC  
P. O. Box 2011, Sharjah, UAE

[www.danagas.com](http://www.danagas.com)  
E-mail : [mohammed.mubaideen@danagas.com](mailto:mohammed.mubaideen@danagas.com)  
Direct : +971 6 519 4401

