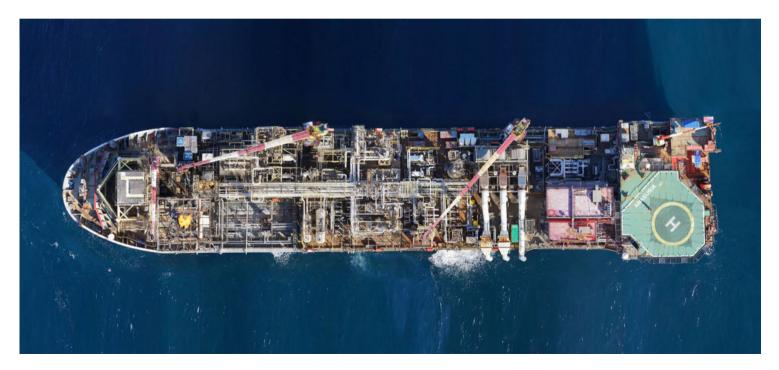


# Investor Overview 2018



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### **Executive summary**

Since 2014 the UKCS has undergone a transformational change. The UKCS, like other basins, was hit hard by the downturn in oil price in 2016. However, the last two years have demonstrated the resilience of this basin and the skill and determination of the companies and people working in it. Instead of decline, the UKCS has seen production and production efficiency increase year-on-year whilst operating costs almost halved.

HM Treasury have played their part, creating a globally competitive fiscal regime, and the capital markets have been active with record levels of M&A activity; including the first sustained move by private equity into the UKCS and the change in midstream ownership away from E&P companies to specialist infrastructure funds.

Since its inception in 2015, the OGA has been at the centre of all this activity, working with government, operators, the supply chain and investors to drive and coordinate much needed change and remove barriers to investment.

Two years after the oil price downturn, the UKCS has turned a corner. The OGA has had two successful licensing rounds, demonstrating both the continuing exploration potential in the basin and the value of over 3 billion barrels of oil equivalent (boe) of discovered resources. Vision 2035 aims to deliver an additional £140 billion of gross revenues from the UKCS with an additional 3.7 billion boe already added to 2015 projections.

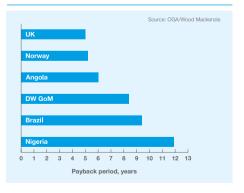
The UKCS has also seen innovation from new and established companies, finding ways to finance developments, and increase production and sustainably reduce costs of operating and decommissioning old fields and infrastructure. New innovative business models and the better use of new and existing technology have played their part in reducing costs.

The OGA stands ready to support companies with plans to maximise the value of the UK's remaining reserves, and encourages all investors to take a second look at the UKCS.

#### Global fiscal comparison



#### **Payback periods**



Source: OGA Data

The OGA does not provide endorsements or investment recommendations

### Substantial potential:

### UKCS offers significant value for investors

#### West of Shetland

- Deepwater, subsea development hub, least developed region
- High number of exploration licences awarded in 30<sup>th</sup> Round with 75% increase in licensed acreage
- · Potential to unlock large oil resource volumes by making gas export available.
- Significant gas potential with over 10TCF\* of resource base (\*Trillion cubic feet)

#### Northern North Sea

- · Mature area with well established fields and infrastructure
- · Recent field redevelopments e.g. Penguins (Shell)
- Incremental gas resource opportunities (Quad 9 Gas)
- · Opportunities for decommissioning specialists

#### **Central North Sea**

- Significant number of marginal discoveries
- · Mature, near field infrastructure and export capacity available
- Number of recent exploration successes

#### Southern North Sea/East Irish Sea

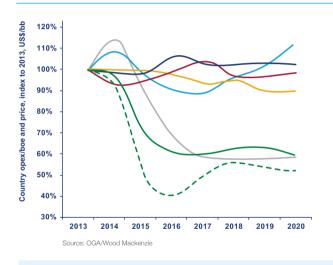
- Opportunity to deliver new developments and leverage existing field developments
- · Potential to deploy new technology to unlock tight gas
- · Collaborative relationship with renewables sector
- · Significant decommissioning projects in near to mid term

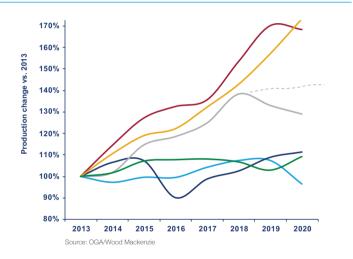


# The UK is globally competitive, generating value for investors

UK lifting and development costs have reduced on a per barrel basis since 2012 making the UK globally competitive







Cumulative UK production from 2016-2050 is now projected to be 3.7 billion boe more than the 2015 projection due to:

Sustained Production Efficiency Cost efficiencies to extend asset life Improved asset stewardship, standards and behaviours Exploration successes

Start up of 33 new fields since 2014

### Fiscal measures

Package of measures worth £1.3 billion and £1 billion introduced 2015 and 2016 in line with the UK Government's *Driving Investment* principles



2 x £20 million for new geophysical surveys in 2015 & 2016 and £5m for exploration data in 2017\*



Introduction of new basin-wide Investment Allowance



Supplementary Charge reduced from 32% to 10%

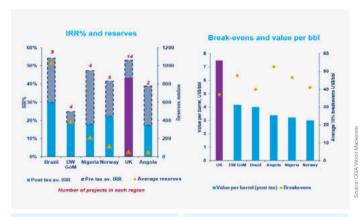


Petroleum Revenue Tax permanently reduced from 50% to 0%



Introduction of transferable tax history from 1 November 2018 to give buyers increased certainty they can get tax relief for their decommissioning costs

Recent UK Developments are internationally competitive



UK post tax IRR is 13% higher than the next highest basin

MER UK Forum and Task Forces: the OGA and industry jointly committed to maintaining current cost disciplines Recent investments in UK projects have delivered worldclass returns in terms of breakeven and value per barrel

OGA's marginal discoveries initiative illustrates the continuing potential of the UK

<sup>\* (</sup>contracts awarded in 2018)

### Mitigating barriers to investment

#### The OGA continues work to deliver value for investors

### 2017 UKCS Deal activity - bubbles represent size of deal



The UKCS has significant undeveloped discovered resource and exploration potential

#### Oil and gas is competing with renewables for capital

OGA considering the opportunities that the energy transition will present for the UKCS

# UKCS operating costs

Lifting and development costs substantially reduced

### Access to infrastructure

A voluntary code of practice exists to help negotiations and the OGA has powers to resolve disputes

#### Decom

The OGA is working with industry to develop strategic decommissioning plans to reduce cost

### UKCS exploration

The OGA provides flexible licensing terms and no-cost data to industry offshore

## UKCS operating environment

Asset stewardship is driving improvements and highlighting opportunities

### Access to capital

\$8bn of M&A completed in 2017 with an innovative approach to securing capital

#### Estimated \$8bn worth of UKCS transactions announced.



The OGA does not provide endorsements or investment recommendations. Some transactions are still subject to OGA and other regulatory consideration, their inclusion on this slide is not an indication of the outcome of that consideration.

\* Source: Wood Mackenzie

### UKCS commercial landscape

The OGA supports and encourages innovation in new models to finance UKCS operations

### Vendor Finance



#### Chrysaor and Baker Hughes commercial partnership

Baker Hughes to fund a portion of CAPEX, for a potential higher return

Risk and reward sharing drilling programme

Operator and service provider working together to realise value

### Private Equity



### Siccar Point acquisition of OMV UK

\$1 billion transaction backed by Blackstone and Blue Water Energy

Siccar Point becomes a full lifecycle oil and gas company

Example of an asset portfolio which is now a company priority

### Late life specialists



### **BP/EnQuest SVT and Magnus transactions**

No cash upfront from EnQuest; transaction funded by deferred consideration

Operator incentivised to bring down costs and extend life

BP has stated this transaction highlights right assets right hands

# Innovative development models



### Tolmount development

Antin Infrastructure
Partners to part own
platform and pipeline and
pay for terminal upgrade

Development expected to produce 500bcf of gas with peak production of 300 mmscf/d

First gas target Q4 2020 as per licence commitment

### **Decommissioning**



#### BP and Serica Erskine transaction

BP responsible for costs up to a gross £174 million; with £31.32 million net to Serica

BP will meet Serica's estimate of decom costs at the point of sale

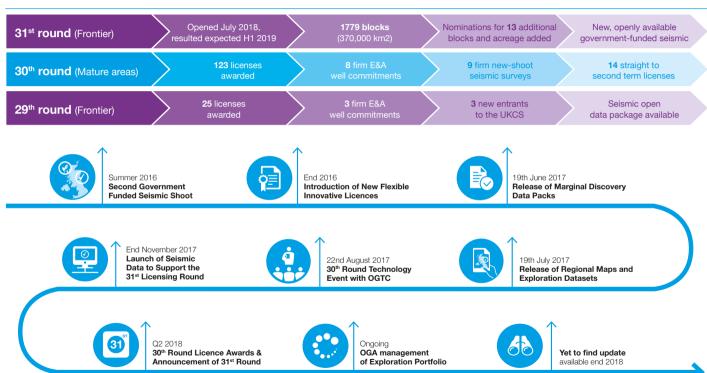
Innovative approach to facilitate right assets right hands

For further examples of the OGA and Industry working together to achieve MER UK, please refer to our website www.ogauthority.co.uk

The OGA does not provide endorsements or investment recommendations.

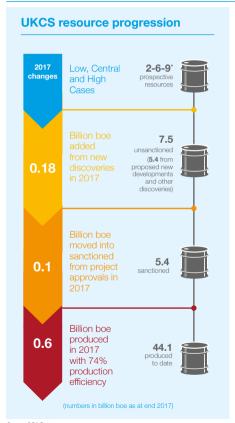
### Exploration on the UKCS

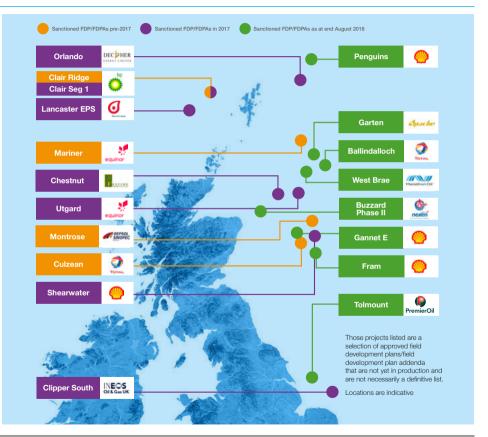
The UKCS has considerable discovered resource base (more than 3bnboe) and Yet To Find (6bnboe)\*



<sup>\*</sup> Source: OGA data

### Development on the UKCS



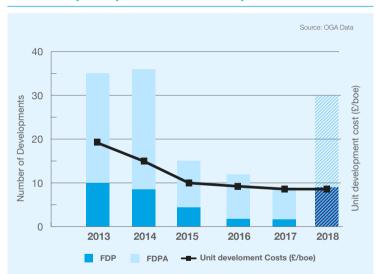


Source: OGA Data

### UKCS value proposition

The UKCS presents investors with an opportunity to develop assets at historically low costs with internationally competitive payback periods

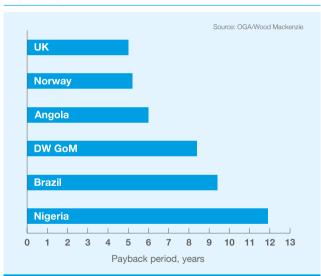
### Field development plans and Unit Development Costs



- Per barrel development costs less than half the 2013 level
- Significant increases in projects expected in 2018 and 2019
- · Unit costs stable

\*Unit development costs are at the point of sanction. Projected figures at August 2018

#### Payback periods



- UKCS still has diverse portfolio of opportunities, from large, complex developments to small, low cost tie-backs
- Opportunities and dramatically lower unit costs mean UKCS boasts world class payback periods

### Marginal discoveries

### Potential solutions to unlock this prize:

### Clustering

#### Cluster development could lead to significantly improved CAPEX efficiencies

- Potential clusters of marginal discoveries in CNS and Moray Firth
- Clustering opportunities to exploit synergies in economies of scale



### **Technology**

#### Available and potential future innovations can unlock marginal developments, such as:

- · State-of-the-art inversion
- · Advanced structural models
- High-angle, ERD
- · Improved drilling technique
- Subsurface scope simplification
- · Low cost NUI
- · Efficient topsides modifications
- Multilateral wells
- Tie-backs of the future
- Standalone facilities



### **Contracting strategy**

#### Novel contracting strategies including:

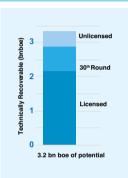
- Appropriate risk/reward sharing and greater collaboration between operators and supply chain
- Transactions funded by deferred consideration
- Tariff payments once production commences based on minimum rate
- Functional tender rather than price tender
- Collaborative Contractor Club

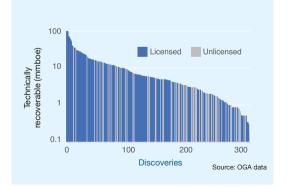


### **Breakdowns of discovery volumes**

- 3.2 bn boe of potential







### Marginal discoveries and access to infrastructure

Widespread existing infrastructure

Comprehensive export systems and hubs with significant spare capacity

Proximity to infrastructure

Most marginal discoveries within 20km of existing installations

Infrastructure access framework

Infrastructure Code of Practice enables access issues to be regularly raised with the OGA

OGA powers to grant access

OGA has powers and people to enforce infrastructure access, and is actively doing so

Improving commercial culture

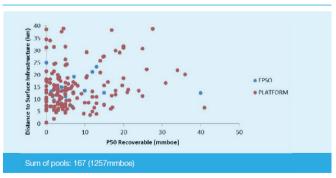
Commercial Code of Practice tackles poor collaboration

#### **Infrastructure Access**

OGA powers offer a potential solution to realise value



#### Oil discoveries to surface infrastructure

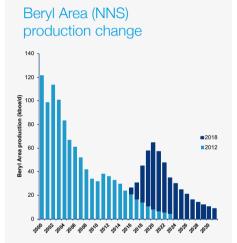


Source: OGA data

### Success from late life assets







High quality seismic acquisition and processing

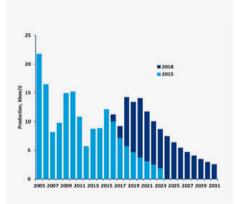
Successful near field infrastructure-led exploration: Garten discovered in 2018 (the UK's 2500th well)

Fast tracked nearby discoveries to add value









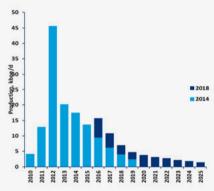
Reducing costs by re-using subsea equipment

High quality technical work enabling effective well interventions

Opex reduced, production uptime stabilised, with further upside to be achieved through building on the successful investment on the vessel and wells to date







Increasing uptime by re-wheeling the compressor and installing a new booster compressor

Potential for further infill drilling

Other opportunities in satellite discoveries such as Sean South West technical reserves; further appraisal needed

Source: OGA/Wood Mackenzie

The OGA does not provide endorsements or investment recommendations

### The OGA is creating value for UKCS investors

**Asset stewardship** ensures Operators consistently do the right thing to maximise value for all.

Key focus is resource progression and production optimisation

Benchmarking drives industry wide performance improvement

Tiered strategic engagement ensures asset owners are delivering

Robust data highlights value enhancing opportunities

**Area plans** create development and operational value efficiencies unlocking incremental value for multiple parties with similar aims

OGA and industry can initiate, but area plans are led and delivered by industry

OGA holds industry to account for delivery of plans to ensure commitments are satisfied and value is realised **Hub Strategies** should ensure a MER UK outcome.

Strategies will facilitate an integrated hub view and foster long term JV alignment

This will increase value and highlight future potential to neighbouring assets and potential third parties

OGA encouraging the shooting of new seismic to realise resource progression and redevelopment opportunities.



Unlicensed acreage with value creation potential OGA identifying vision for multi asset, integrated, area development (prospects, discoveries, and mature fields)

Area plan includes promotion of unlicensed discoveries and prospectivity An Area Plan approach could efficiently develop 200 – 300 mmboe

### Full life cycle decommissioning opportunities

537

Fields with decommissioning activity

£1.7-2bn

Estimated annual cost for next five years

>1,995,000

tonnes of topside to be removed

>370

Platforms to be removed

>4000

4,000 wells to be plugged and abandoned

>1,960,000

tonnes of structure to be removed

~75,000

tonnes of subsea infrastructure to be removed

>9000

kms of pipelines to be decommissioned (of which 5,000 km to be removed)

Where otherwise indicated the time period refers to life of basin

Source: OGA Data

### **UKCS** decommissioning

#### **Evidence of real progress**







Increased competence and cost effectiveness is delivering savings

#### **Sharing lessons learned**













### CNR International

#### Murchison



2 years ahead of schedule estimated final cost 88% of sanction cost

Lessons learned to help halve cost of future projects

Early engagement with contractors to ensure flexibility of schedule

Sharing/engagement with regulators, peers and industry

### Benchmarking, cost and distribution







Minimum target of reducing UKCS decommissioning costs by 35%

### On track for major cost reductions

2017: **£59.7 bn** 

2018**: £55.7 bn** 

7% reduction

\*(P50) like for like: 2017 inventory & 2016 prices

Source: OGA Data

### **UKCS** infrastructure

Specialist infrastructure investors are seeing, and realising the value, of investing in UKCS infrastructure. The OGA is supportive of this diversity of infrastructure players

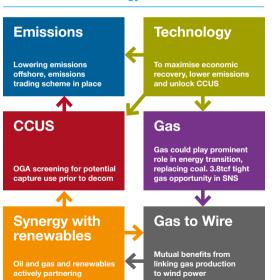
**UKCS** offers a diverse Pipelines platforms and terminals all range of infrastructure offer opportunities for stable returns **Opportunities for long-term** UKCS is mix of mature and returns from old and new frontier basins with significant infrastructure volumes in the pipeline Reducing costs and securing **Opportunities for** new third-party business for value creation existing infrastructure Working with licensees to develop **New business** financing structures and fund new opportunities developments Area plans driving new activity and **OGA Area Plans** business which will rely on existing and new infrastructure Marginal Over 300 marginal discoveries within discoveries 20km of existing infrastructure

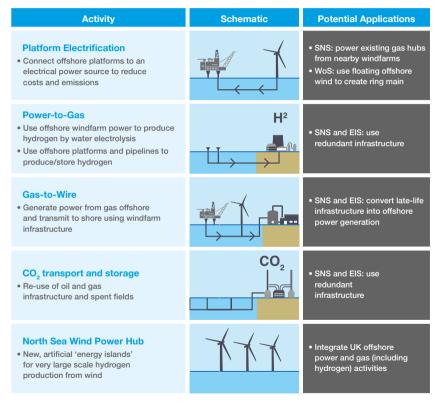


### Energy transition and vision 2035

The OGA, Government and industry are considering the opportunities that the energy transition will present for UKCS fields and infrastructure.

#### **MER UK and the Energy Transition**





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