

Business model

NATURAL RESOURCES

- Presence in **9 countries**
- Historical presence in **Africa** and **Latin America**
- Attributable 2P reserves of **190mboe** all operated
- Portfolio of both oil and gas assets
- **High growth potential** thanks to ongoing exploration campaigns: Gabon, Namibia, France, Sicily

PEOPLE

- **652 employees** across Africa, Europe and Latin America including **196 recruited in 2018**
- **Trained workforce** with relentless focus on HSE
- **90% local employees** in operating subsidiaries in Gabon and Tanzania
- **70% technicians and engineers**, 30% management and administration

COMPETENCES

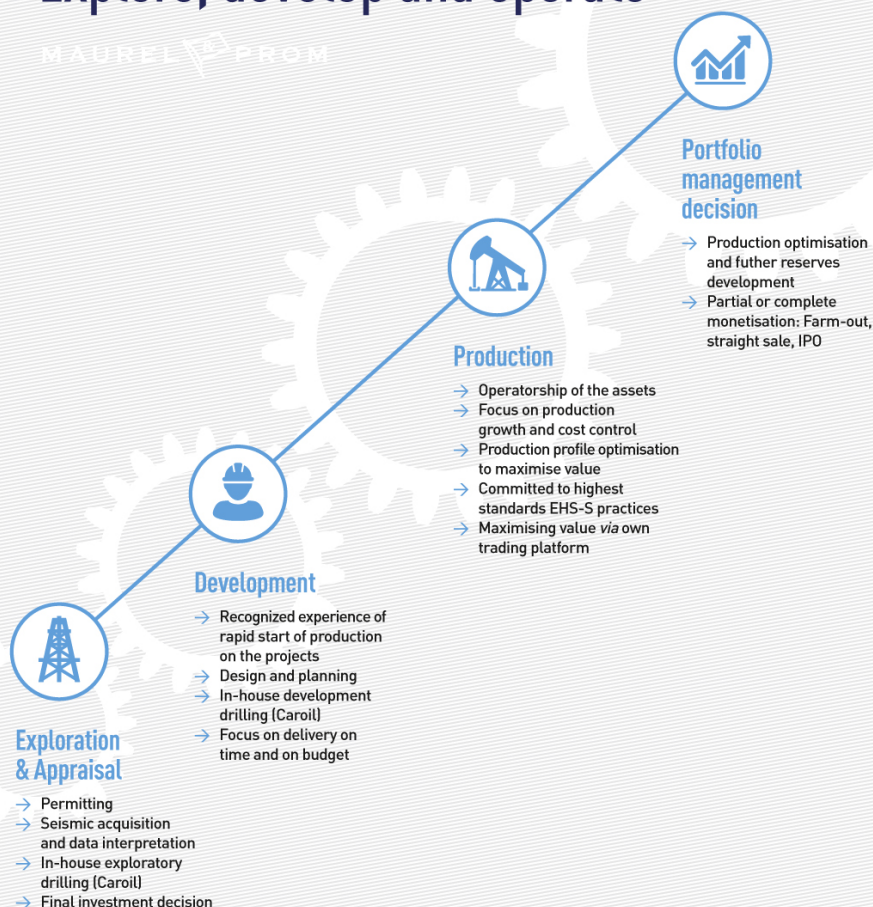
- Exploration track record with **2 major oil discoveries** in Congo basin over the last 15 years (M'Boundi, Onal)
- **Proven development expertise** in a variety of environments: Congo, Gabon, Colombia, Nigeria and Tanzania
- **Experienced operator** with current production capacity in excess of 40,000 boepd
- **Strong M&A capabilities** with 2 transactions announced in 2018

FINANCIAL CAPITAL

- Backing of Indonesian national oil company **Pertamina**
- More than **25,000 retail shareholders**
- Strong balance sheet with **\$2.5bn total assets** and **\$1.1bn equity**
- **Favourable financing conditions** with cost of debt (Libor +1.5%) significantly below peers
- Over **\$160m invested** in organic projects and external growth in 2018

Explore, develop and operate

MAUREL PROM



VALUE CREATION FOR ALL STAKEHOLDERS

HOST COUNTRIES

- Contributing to local economy
- **\$117m paid in taxes and royalties** in 2018

LOCAL COMMUNITIES

- **436 indirect jobs generated** by M&P activity in Gabon around Onal operations in 2018
- **11 social projects conducted** to date by M&P in Tanzania (seven schools, a dispensary, roads...)
- Group contractual commitments to local communities: **\$8.2m** in Gabon in 2018

EMPLOYEES

- **Long term improvement in EHS-S** over last 5 years
- Ongoing process of **ISO certification**
- **+10,000 hours of external and internal training** for Group employees in 2018
- **\$67mm** paid in employee compensation in 2018

SHAREHOLDERS

- **Delivering growth** as the international development platform of Pertamina
- Announcement of **entry or re-entry in 2 countries** in 2018 (Venezuela and Angola)
- **30% increase** in EBITDA in 2018
- Proposed **payment of a dividend** in 2019
- **A- score** obtained on the CDP Climate questionnaire in 2018