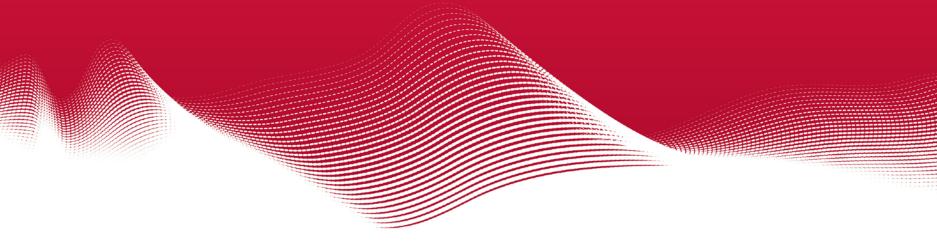
# FY 2010 Annual Results

# **Briefing Presentation**



David Salisbury CEO, Craig Jones CFO

# FY 2010 Summary



### Kupe field

- Development completed
- Six months contribution to earnings
- Reserves upgrade
- Tui field
  - Performing to expectations
- Pike River Coal
  - Investment supported
- Exploration
  - Portfolio expanded
  - 4 non-commercial wells
- Strong cashflow and balance sheet position
- Dividend 5 cps fully imputed

# Financial Highlights

## FY 2010 Financial Results



		FY 2010	FY 2009	Change
Production	mmboe	1.03	1.14	-10%
Ave Sales Price (oil & light oil)	NZ\$/bbl	104	122	-15%
In NZ\$m				
Revenue		99.4	138.7	-28%
EBITDAX*		64.5	83.0	-22%
Exploration Expenditure		(30.7)	(4.2)	
EBITDA		33.8	78.8	-57%
EBIT		18.1	65.0	-72%
Net Profit After Tax		(3.3)	53.2	-106%
Normalised Profit After Tax**		13.8	54.5	-75%
<b>Net Operating Cash Flow</b>		47.4	93.0	-49%

<sup>\*</sup> Earnings Before Interest, Tax, Depreciation, Amortisation, Exploration

<sup>\*\*</sup> Adjusting for forex losses of \$8.0m(less 30% tax) and share of associate losses (Pike) of \$11.5m

## FY 2010 Investment, Cash and Debt



- Cash Investment during the year (NZ\$)
  - Approx \$120 million (FY 2009: \$120 million)
  - Kupe development \$35 million
  - Pike River Coal
    - Capital raising \$14 million and convertible bond \$42 million
  - Exploration \$29 million
- Cash Position (NZ\$)
  - \$142 million cash balance at 30 June 2010
  - 55% held in US dollars, balance in NZ dollars
  - Debt Facility \$75 million in place, drawn to \$63 million
  - \$80 million net cash at 30 June 2010, plus \$2m tax receivable

# Pike Convertible Bond & Coal Option - Accounting Treatment



- Face value of bond is US\$28.9m (NZ\$41.7m)
- Recorded at fair value at 30 June 2010

<ul> <li>Fixed Interest component</li> </ul>	\$36.0m	accretes to face value
<ul> <li>Equity Option component</li> </ul>	\$ 3.9m	revalue semi-annually
<ul><li>Coal Option</li></ul>	<u>\$ 0.7m</u>	revalue as required
	\$40.6m	

- Reported interest will be 10% pa + accretion of ~10% pa
- P&L impact from bond accretion and option revaluations
- Bond matures in March 2012
- Economic to convert bond at PRC share price >\$1.12 at maturity (at 0.700 NZD/USD)

## FY 2010 Dividend



- Annual Dividend of 5 cps fully imputed announced
- Record Date 17 September
- Payment Date 1 October
- Dividend Reinvestment Plan offered
  - 2.5% discount and no brokerage fees
- Dividend policy is to distribute a reasonable proportion of profit, subject to the need to retain sufficient capital to meet investment requirements

# Operational Highlights

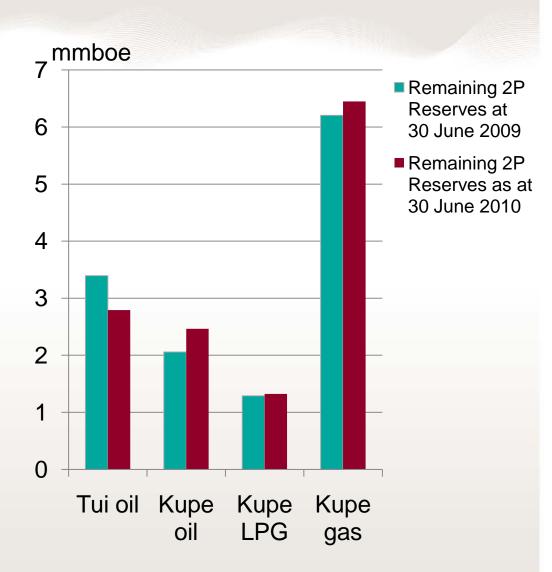
# Reserves: increase in remaining Proved and Probable (2P) Reserves



- NZOG production in FY10 slightly over 1 mmboe
- Kupe Reserves upgraded
  - NZOG share of increase more than 1 mmboe
- Remaining reserves higher at year end:

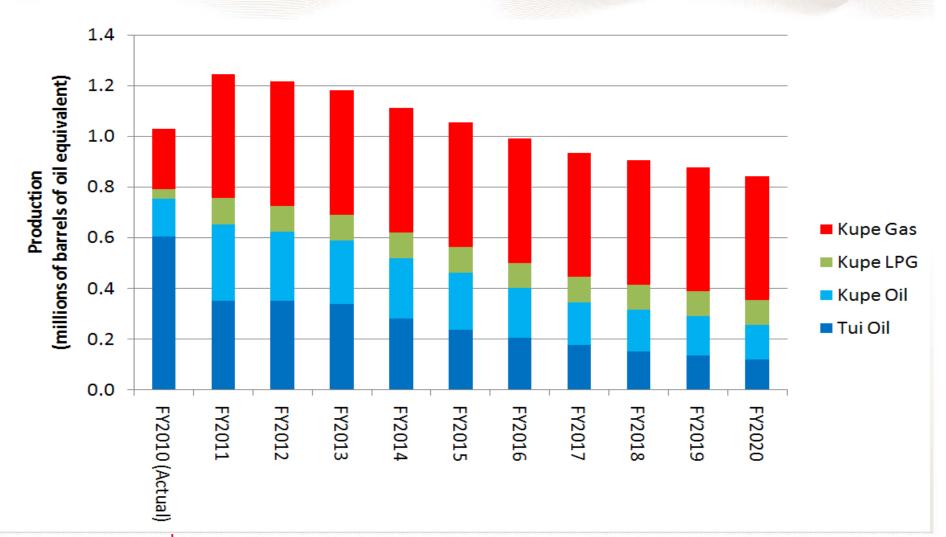
30/6/09: 12.95 mmboe

30/6/10: 13.03 mmboe



# Production: forecast to be higher in current and coming years





# Kupe Gas and Oil Field

- NZOG has 15% stake
- Production began December 2009
- Permanent production March 2010
- By 30 June 2010 Kupe had produced :
  - 10 PJ of sales gas (NZOG's share 1.5 PJ)
  - 1 million barrels light oil (NZOG 150,000 barrels)
  - 32,000 tonnes of LPG (NZOG 4,800 tonnes)
- Kupe provided NZOG with \$31.4m in revenue in 2<sup>nd</sup> half of financial year
- Significant income for 15-20 years
- Kupe reserves upgraded:
  - Gas reserves increased by 8%,
  - LPG reserves increased by 5%
  - Light oil reserves increased by 27%



## Tui Area Oil Fields



- NZOG has 12.5% stake
- Production has already exceeded original 2P initial reserves estimate of 27 mmbbls
  - Over 28 mmbbls produced
  - Around 22 mmbbls remaining
- NZOG's FY10 revenue from Tui: \$67.9m
- Production rates declining as expected
  - FY10: 4.83 mmbbls
  - FY11 estimate: 2.8 mmbbls
- Workover of Pateke 3-H well currently underway



# **Exploration and Investment**



- NZOG has been actively pursuing exploration opportunities
  - 4 wells drilled without commercial success
  - Exploration portfolio expanded
- NZOG remains committed to exploration as a key means of growth
- NZ remains attractive but overseas opportunities also being assessed – corporate deals, asset purchases and exploration acreage

## Pike River Coal



- NZOG has taken steps to protect and enhance its investment stake in Pike River Coal Ltd
- Mine now moving towards full production, which should see its full value realised
- When it is judged to be in the best interests of NZOG shareholders, NZOG will look to divest itself of its holding in PRC
- At this point no decision to sell has been made

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