

## **Investor Presentation**

# Enercom Dallas April 18 2023

## **PetroTal introduction video – company overview**

**Disclaimers** 

PetroTal Institutional Video (2-3 mins) https://www.youtube.com/watch?v=vGqRG8wU1Q8



## PetroTal introduction video - biodiversity

PetroTal Biodiversity Monitoring Video (2-3 mins) https://www.youtube.com/watch?v=HDGYKKod5OM





## **PetroTal overview**



## **Corporate and technical summary**

### **Corporate summary**

Trading price	April 11 2023	\$0.76 CAD
Basic shares	Millions	884
Market cap		\$500
Net debt/(Surplus)(Q4 2022)	USD millions	(\$74)
Enterprise value	un	\$426
EV/2023 EBITDA		1.9x
2023 Production guidance	bopd	14,000 – 15,000
Corporate derivatives (Jan – Sept 2023)	\$80/bbl floor	0.4 mmbbls
Embedded derivatives (ONP)	\$55 to \$85/bbl ACB	2.4 mmbbls

### **Technical summary**

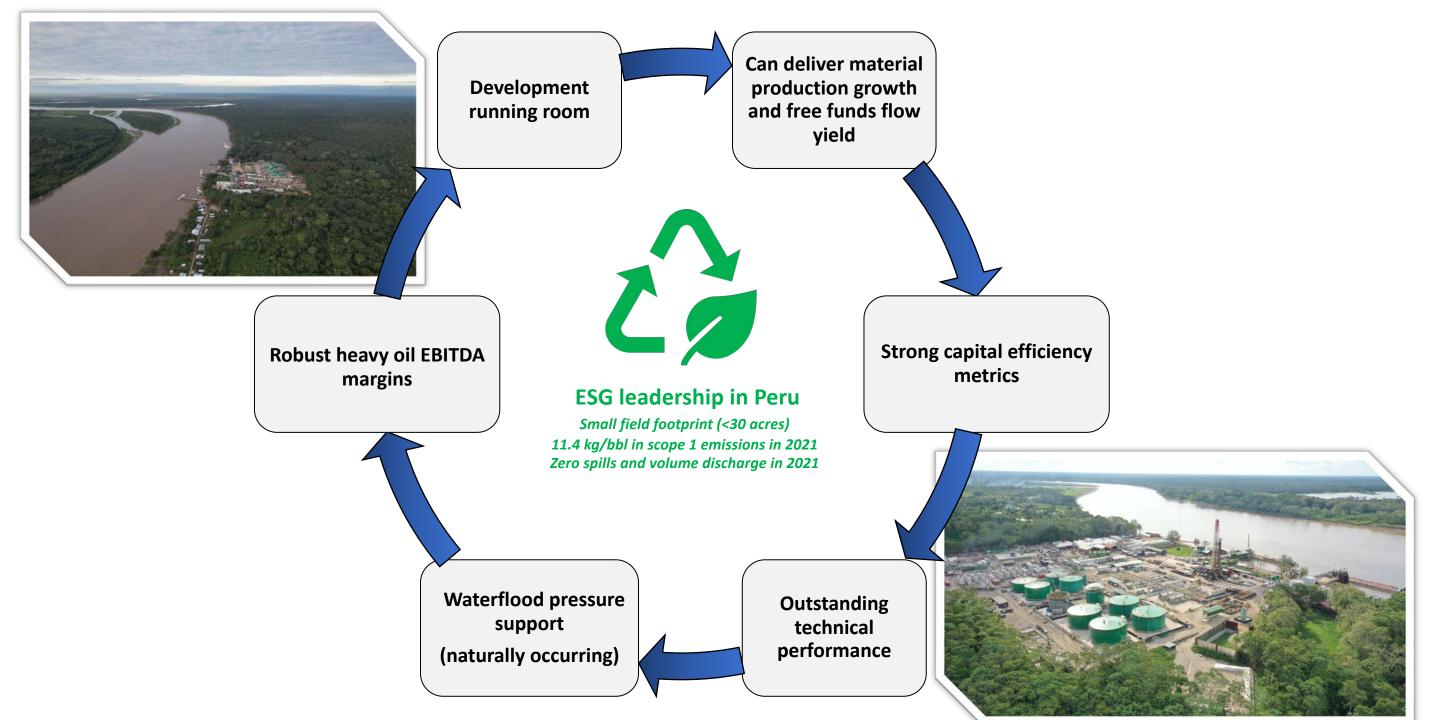
Current production (April to date 2023)	bopd	~20,000
2P reserves	mmbbl	97
Producing well count	Incl. 14H	15
Oil processing capacity	bopd	26,000
Iquitos sales capacity	bopd	1,300 – 2,000
Brazil sales capacity	bopd	14,000 – 18,000
ONP sales capacity	bopd	0-25,000

## Asset location and key landmarks

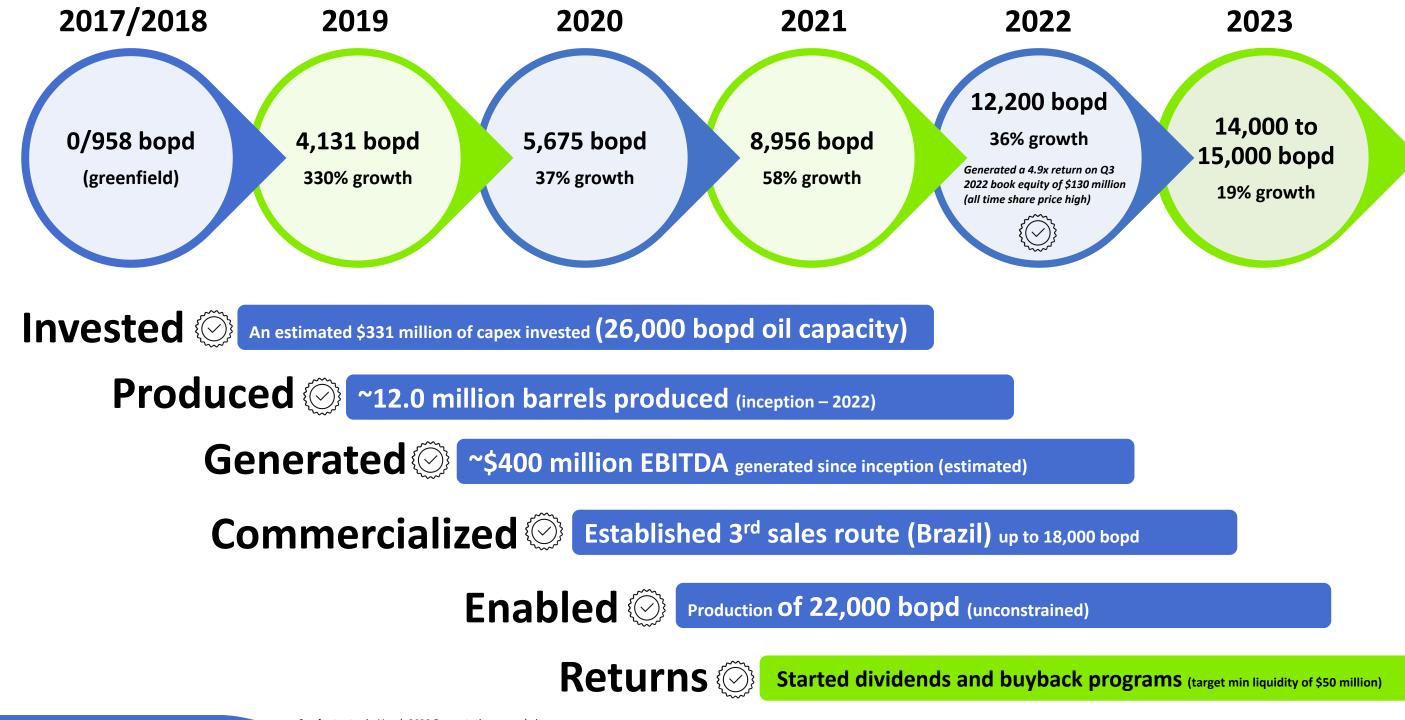


## **Company value proposition**





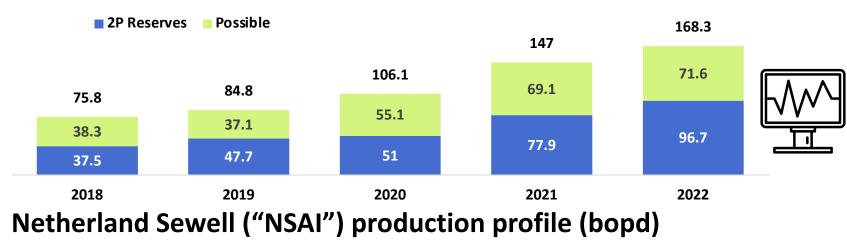
# **Company history**

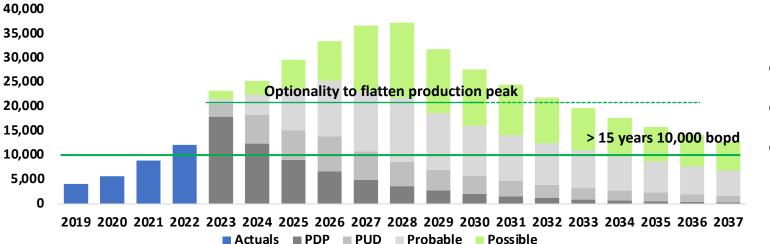


# Bretaña reserves summary



### **Reserves summary (mmbbl)**





## **Key reserve metrics (USD millions)**

Case	OOIP mmbbl	Reserves mmbbl	Recovery Factor	A-tax NPV(10)	F&D USD millions	F&D/bbl	Recycle Ratio (\$45/bbl netback)	
1P	329	46	17%	<b>\$784</b> (\$0.9/share)	\$229	\$4.9	9x	
2P	445	97	24%	<b>\$1,509</b> (\$1.75/share)	\$404	\$4.2	11x	گسل
3P	632	168	28%	\$ <b>2,468</b> (\$2.86/share)	\$624	\$3.7	12x	

- 2P and 3P recovery factors of 24% and 28%, delivered in four years from zero production
- Booked 2P well count at 29 wells allowing continuous multi year development programs
- 2022 2P EUR (ultimate recovery) now over 100 mmbbls

- ~15 years of production > 10,000 bopd under 3P case
  - Peak production of 37,000 bopd plausible
  - Ability to flatten peak production into multi year production profile of 20,000 to 25,000 bopd

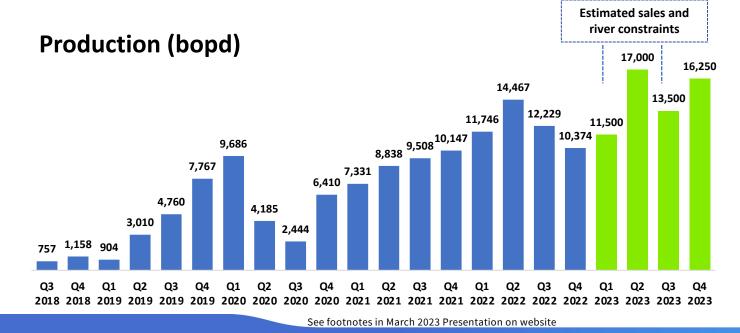
- All categories of F&D/bbl < \$5.0/bbl generating a recycle ratio of 9-12x at \$85/bbl Brent
- s Billi
  - Billion dollar 2P after tax valuation
  - Fundable 3P program out of existing cash flow

## 2023 financial and operational guidance

Summary in USD millions	2020	2021	2022	2023
	actual	actual	Actual	Budget (Feb 2023)
Production (bopd)	5,674	8,965	12,200	~14,000 - 15,000
Brent (\$/bbl)	\$42	\$71	\$99	~\$85
Net operating income	\$29	\$105	\$274	\$256
G&A	(\$11)	(\$14)	(\$20)	(\$34) <sup>(1)</sup>
Net derivative impact/other	\$5	\$11	\$2	(\$2)
Pre Tax Adjusted EBITDA	\$23	\$102	\$256	\$220
Сарех	(\$42)	(\$82)	(\$94)	(\$125)
Accrued tax <sup>(2)</sup>				(\$40)
Free funds flow (pre debt service) <sup>(2)</sup>	(\$19)	\$20	\$162	\$55
Net debt (surplus)	32	55	(74)	N/A

<sup>(1)</sup> Includes \$7.2 million in social and community related G&A costs

<sup>(2)</sup> Tax planning in Feb/Mar 2023 may confirm higher NOLs and a lower tax burden by up to \$20 million in budget base case



### 2023 after tax free funds flow matrix (USD millions)

			Yearly sales (bopd)		
	10,500	12,500	14,500	16,500	18,500
\$110	\$66	\$100	\$133	\$166	\$197
\$105 <sub>ရ</sub>	\$55	\$86	\$118	\$148	\$177
\$100 tracto	\$44	\$73	\$102	\$131	\$158
\$95 e	\$33	\$60	\$87	\$113	\$139
\$90 <sup>Tag</sup> e	\$21	\$46	\$71	\$96	\$119
\$85 frent	\$10	\$33	\$55	\$78	\$100
\$105 Contracted average Brent USD/bbl	(\$1)	\$20	\$40	\$61	\$80
\$75 <sup>±</sup>	(\$12)	\$6	\$25	\$43	\$61
\$70 🗸	(\$23)	(\$8)	\$9	\$25	\$41

In 2023 PetroTal can defer up to \$40 million of capex in these scenarios

Post development, maintenance Capex is \$25 million per year

Matrix assumes a \$125 million Capex program, 5% employee tax, corporate tax, and 2.5% social trust royalty Free cash flow matrix notes:

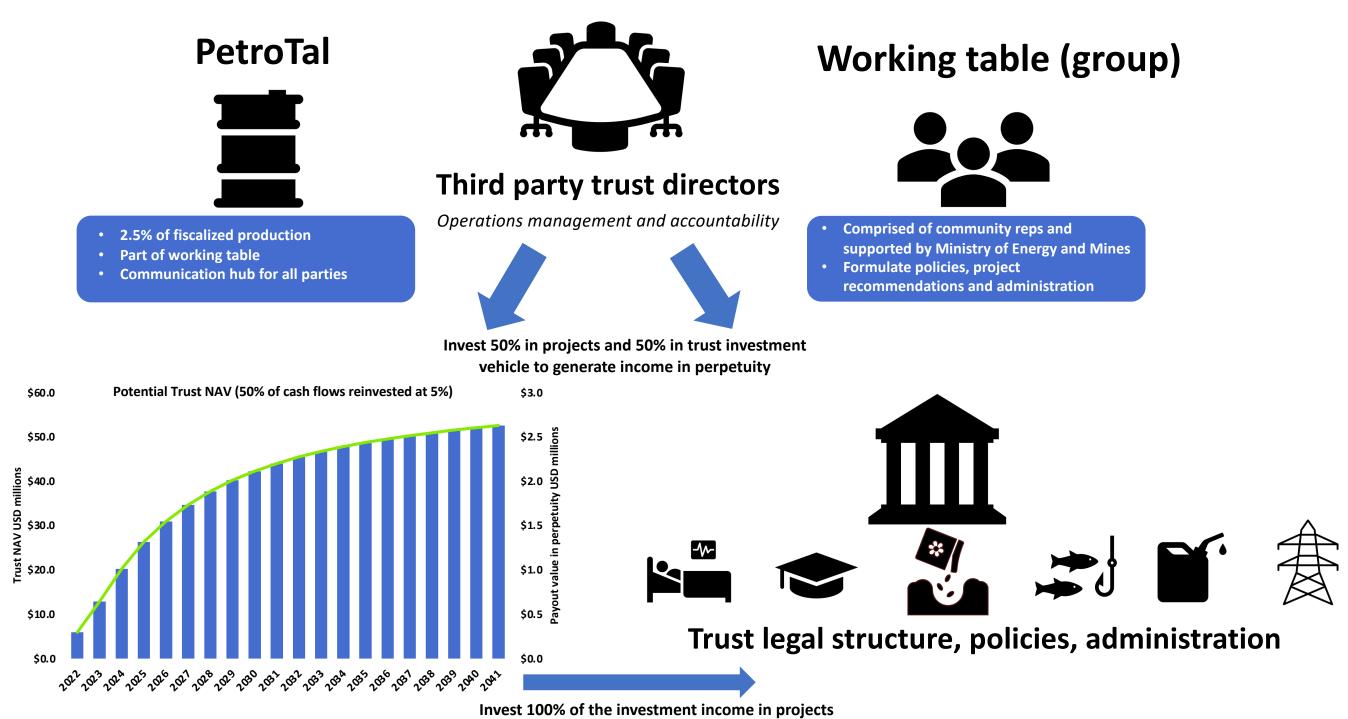
- Assumes a base run rate G&A range of approximately \$27 million plus \$7 million of social and community related G&A costs
- Assumes an estimated \$40 million in corporate tax and use of all loss carry forwards
- Also assumes no derivative true up impacts or deductible interest expenses

### 2023 budget highlights

- Average 2023 production of ~14,500 bopd (midpoint) assuming no ONP sales
- Adj. EBITDA at ~ \$220 million
- \$125 million of 2022 CAPEX includes:
  - Three new wells on production and one additional water disposal well (\$69 million)
  - L2 West platform (\$11 million)
  - Erosion mitigation (\$9 million)
  - Additional production and water handling equipment (\$36 million)



## PetroTal led solution to social equality



# **ESG leadership**



### Four Pillars of Sustainability







Carbon footprint 11.4 kg/bbl scope 1 in 2021

Commitment to giving back (Social Trust) 2.5% of fiscalized production

Transparently administered Unified addendum signed aligning government, PetroTal, community

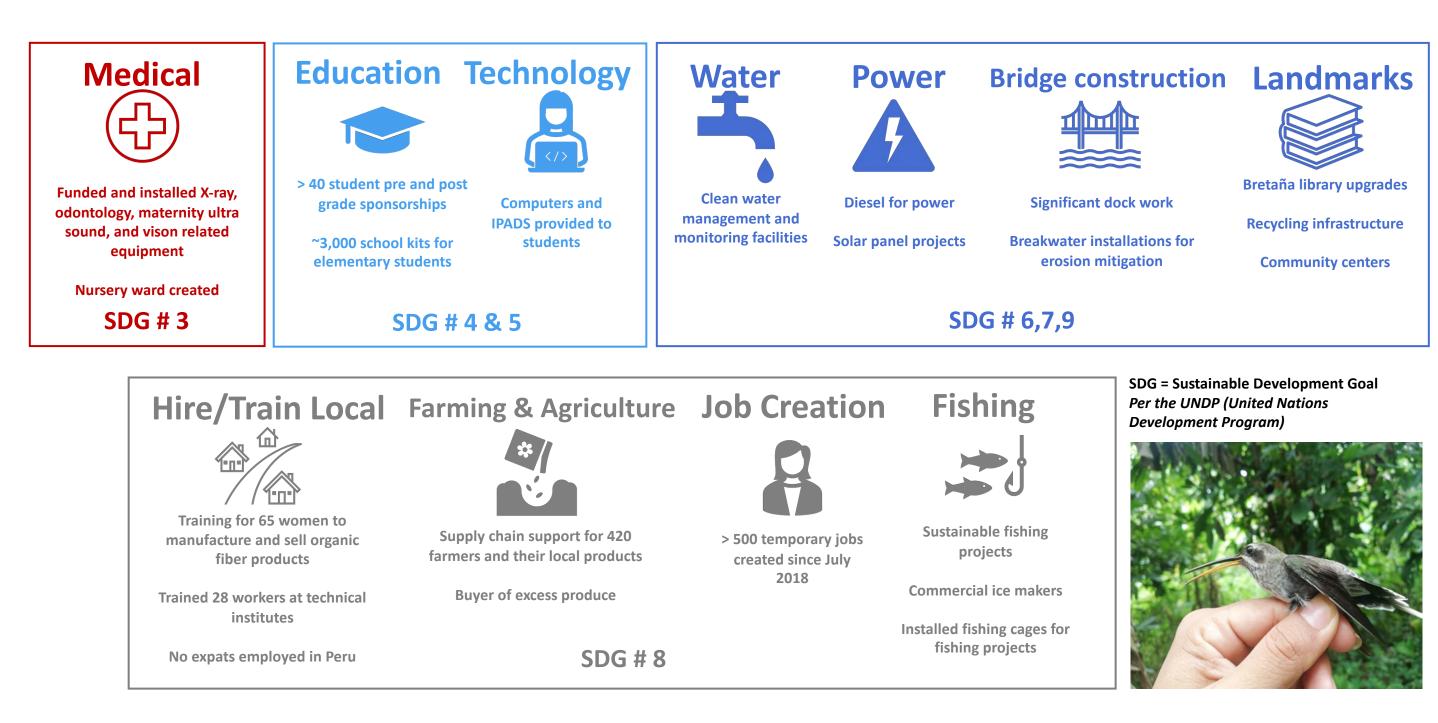
Preservation of Pacaya Samiria National Reserve \$3.5 million funding agreement for a 20 years monitoring study

Zero hydrocarbon oil spills in 2021



See the latest ESG report at www.petrotal-corp.com

## PetroTal facilitates community empowerment



## **Development locations**



580000

26000

9424000

9422000

9418000

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9412000

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BLOCK 95

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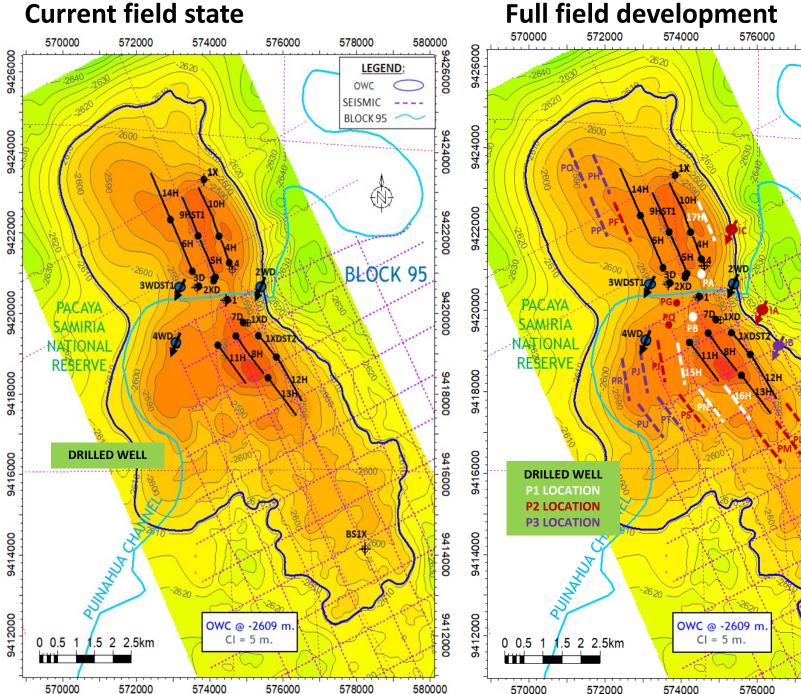
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## **Technical characteristics**

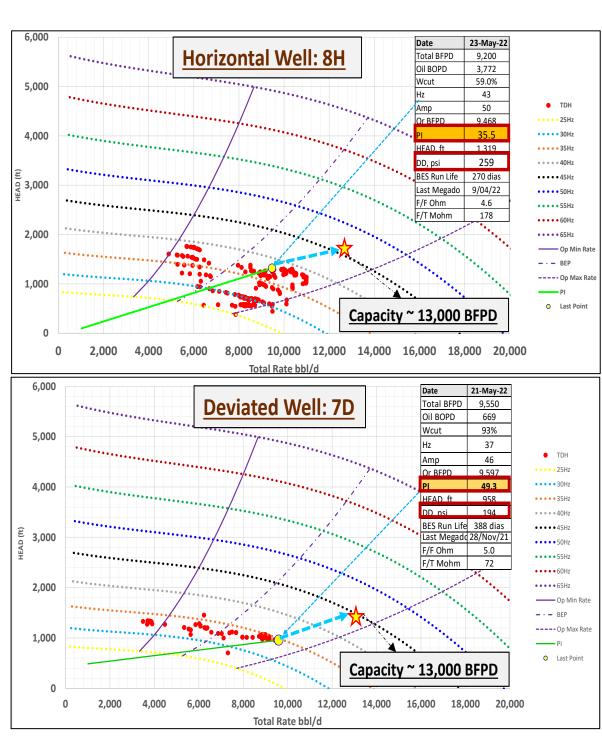
- Well defined four-way structure bounded by a reverse fault to the east – prolific geologic trap system
- Field size of 6,000 hectares (6,000 city blocks)
- Vivian reservoir Massive fluvial sands with excellent reservoir quality
  - Accountable for almost 70% of the oil production in the Marañón Basin in Peru
  - Strong aquifer support and water control using AICDs technology assures pressure maintenance and high volumes of oil recovery
- Analogous fields in the basin have recovery factors of 22-42% vs Bretaña at 24% - possible Bretaña upside recovery factor of incremental 10-25%
- **3P and 2P reserves case have 36 and 29 producing wells.** Potential exists for further infill drilling and "proving up" probable and possible drilling locations

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See footnotes in March 2023 Presentation on website

# Building a factory to process fluids



### Water disposal and management are critical for long term strategy

Building a factory to process fluids is required because Bretaña will eventually produce crude oil with large water cuts

### With 29 wells at an average 10,000 bfpd per well, Bretaña will process 290,000 bfpd:

- At a 10% oil cut, this is equivalent to 29,000 bopd
- At a 5% oil cut, this is equivalent to 14,500 bopd
- At a 3% oil cut, this is equivalent to 8,700 bopd

### The above is possible due to:

- Bretaña's excellent well productivity
- Efficient use of AICD valves in horizontal wells to optimize oil and water production
- Optimum electro-submersible pump ("ESP") performance that allow us to maximize overall fluid production

### The data to date shows that we can outperform due to:

- Well's high productivity index (PI > 30 bfpd/psi)
- Low pressure draw down (DD < 300 psi) that delays water channeling
- Observed draw down is less than 10% of reservoir pressure

### The ESPs are:

- Working at low frequencies due to the wells' high PI's and motor loads of less than 50%
- Operating under optimum conditions according to the respective pump performance curves
- Expected to exceed 3 years of run life
- Able to lift 13,000 Bfpd, either from horizontal or deviated wells

Bretaña could eventually lift 286,000 bfpd in the 2P case, and 377,000 bfpd; which at 10% oil cuts would produce 28,600 bopd and 37,700 bopd, respectively

## **Three commercial sales routes**





### Route to market strategy and targets

- 1. Optimize 1.5 million of available and moving barging capacity
- 2. Reduce round trip time for Brazilian route to under 50 days
- 3. Explore sales options to Pucallpa refinery and or direct barging access to pump station 5
- 4. Use ONP, if economically viable, to accommodate sales volumes above 20,000 bopd

### 1. Block 95 to Manaus Brazil (2,100 km)

MANAUS

Existing capacity (14,000 – 20,000 bopd) Expansion Opportunity (+ 4,000 bopd) Contract – FOB Bretana at 3 month fwd ICE Brent Netback = \$50/bbl at \$85/bbl Brent

### 2. Block 95 to Iquitos (350km)

Existing capacity (1,500 – 2,000 bopd) Expansion Opportunity (N/A) Contract – FOB Iquitos at Dated Brent less \$20/bbl Netback = \$46/bbl at \$85/bbl Brent

### 3. Block 95 to Saramuro Station (500km)

Existing capacity (0 – 25,000 bopd) Expansion Opportunity (N/A) Contract – FOB Saramuro at 8 month fwd ICE Brent Netback = \$45/bbl at \$85/bbl Brent

## **Operational track record**

			Initial max daily rate	Normalized production time	Cuml. Oil (Mar 23)	) Payout	Cuml. NOI
Well 8H (\$12 million capex)	1	Initial Production Oct 2021	8,752 bopd	10.0 months	1.4 mmbbls	1.3 months	\$75 millior
Well 9H (\$15 million capex)		Initial Production Jan 2022	9,357 bopd	9.6 months	1.0 mmbbls	1.5 months	\$53 million
Well 10H (\$12 million capex)		Initial Production Mar 2022	10,199 bopd	8.5 months	1.0 mmbbls	0.5 months	\$53 millior
Well 11H (\$14 million capex)		Initial Production July 2022	10,603 bopd	4.6 months	0.9 mmbbls	0.8 months	\$48 millior
Well 13H (\$14 million capex)		Initial Production Oct 2022	8,708 bopd	2.7 months	0.4 mmbbls	1.0 months	\$21 million
Well 12H (\$15 million capex)		Initial Production Dec 2022	7,600 bopd	1.3 months	0.2 mmbbls	2.0 months	\$11 millior
~\$82 million invested				a undar 10 maart			1 million red to date
			ormalized proc	n under 10 montł lucing time	15 UI		

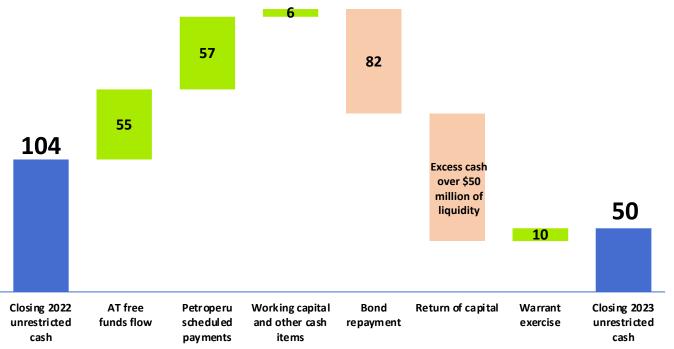
# **Financial summary**



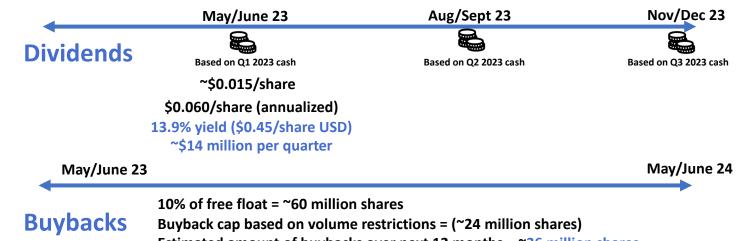
### **Financial summary (USD millions)**

Key financial figures	2018	2019	2020	2021	2022
Total Cash	26.3	21.1	9.1	74.5	120.0
Total receivables	8.6	24.0	15.6	5.4	120.0
Net derivative liability (asset)	-	0.4	4.0	(36.7)	(20.3)
Short and long term debt	-	55.0	52.6	171.8	186.1
Adjusted net debt (surplus)	(27.4)	10.4	31.9	55.3	(74.2)
Decommissioning	11.1	17.6	21.1	22.2	13.4
Total Equity	77.5	121.1	137.2	204.3	399.0
NOI	5.1	41.9	28.9	104.9	273.5
G&A	(6.1)	(10.7)	(10.7)	(14.3)	(20.0)
EBITDA (NOI – G&A)	(1.0)	31.2	18.2	90.6	253.5
Net debt / EBITDA	N/A	0.3x	1.8x	0.61x	N/A

### 2023 cash sources and uses (USD millions)



### Announced return of capital program



### Estimated amount of buybacks over next 12 months = ~36 million shares

~\$14 - ~\$20 million per year (4.5% of market capitalization)

### Key highlights

- Currently debt free
- Reinstated dividend and buyback plan
- Low decommissioning liability from low well count and small field footprint
- Ability to **flex accounts payable** and use vendor financing
- Robust 2022 return on capital employed metrics at **47%**
- ~\$70-\$80 million (annualized) returning to shareholders (19% of market cap)

## Disclaimers



#### Forward-Looking Information

Certain information included in this presentation constitutes forward-looking information under applicable securities legislation. Forward-looking information typically contains statements with words such as "anticipate", "believe", "expect", "plan", "intend", "estimate", "propose", "project" or similar words suggesting future outcomes or statements regarding an outlook. Forward-looking information in this presentation may include, but is not limited, statements about: the Company's corporate strategy, objectives, strengths and focus; potential exploration and development opportunities; processing capacity, including pursuant to a proposed expansion of central processing future drilling, development, transportation and marketing activities; storage capacity; access to diversified markets, including pursuant to multiple export routes; intention of engaging joint venture partners to drill the Osheki prospect; the performance, economics and payouts of new and existing wells; decline rates; recovery factors; the successful application of technology and the geological characteristics of properties; capital program and capital budgets, including revised 2023 guidance and budget; future production levels and growth, including 2023 exit production, 2023 average production; cash flow; debt; shareholder return strategy; primary and secondary recovery potentials and implementation thereof; potential acquisitions; hedging program; NPV-10 valuations; the performance of the management team and board; and ESG and CSR activities and commitments. Statements relating to "resources" are also deemed to detempting statements and assumptions, that the reserves or prospective resources described exist in the quantities predicted or estimated and that the reserves or prospective resources can be profitably produced in the future. Without limitation of the foregoing, future dividend payments, if any, and the level thereof, is uncertain, as the Company's dividend policy and the funds available for the payment of dividends from time to t

The forward-looking information is based on certain key expectations and assumptions made by the Company, including, but not limited to, expectations and assumptions concerning the ability of existing infrastructure to deliver production and the anticipated capital expenditures associated therewith, reservoir characteristics, recovery factor, exploration upside, prevailing commodity prices and the actual prices received for PetroTal's products, the availability and performance of drilling rigs, facilities, pipelines, equipment, other oilfield services and skilled labor, royalty regimes and exchange rates, the application of regulatory and licensing requirements, the accuracy of PetroTal's geological interpretation of its drilling and land opportunities, current legislation, receipt of required regulatory approval, the success of future drilling and development activities, the performance of new wells, the Company's growth strategy, general economic conditions, prevailing commodity prices and future debt and equity financings. Although the Company believes that the expectations and assumptions on which the forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking statements because the Company can give no assurance that they will prove to be correct. Readers are cautioned that the foregoing list is not exhaustive of all factors and assumptions which have been used.

Since forward-looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to, stock market volatility, risks associated with the oil and gas industry in general (e.g., operational risks in development, exploration, production and transportation; delays or changes in plans with respect to exploration or development projects or capital expenditures; the uncertainty of reserve and resource estimates; the uncertainty of estimates and projections relating to production, costs and expenses, and health, safety, environmental and regulatory risks), commodity price and exchange rate fluctuations, actions of OPEC and OPEC+ members, legal, political and economic instability in Peru, access to transportation routes and markets for the Company's production, changes in plans with respect to exploration or development projects or capital expenditures. In addition, the Company cautions that current global uncertainty with respect to the spread of the COVID-19 virus and its effect on the broader global economy may have a significant negative effect on the Company. While the precise impact of the COVID-19 virus on the Company remains unknown, rapid spread of the COVID-19 virus may continue to have a material adverse effect on global economic activity, and may continue to result in volatility and disruption to global supply chains, operations, mobility of people and the financial markets, which could affect interest rates, credit risk, inflation, business, financial conditions, results of operations and other factors relevant to the Company. Please refer to the risk factors identified in the Company's most recent annual information form and management's discussion and analysis which are available on SEDAR at www.sedar.com. Forward-looking information is based on current expectations, estimates and projections that involve a

#### Financial Outlook

This presentation contains future-oriented financial information and financial outlook information (collectively, "FOFI") about PetroTal's prospective results of operations, production, enterprise value, payout of wells, CAPEX, net debt, cash flow, EV/cash flow, free cash flow after debt service, capital efficiency, balance sheet strength, netbacks, EBITDA, net debt to annualized EBITDA, NPV-10, EUR, operating costs, break-even Brent oil price, royalties, corporate tax, tax pools and components thereof, all of which are subject to the same assumptions, risk factors, limitations and qualifications as set forth in the above paragraphs and the assumption outlined in the Non-GAAP measures section below. FOFI contained in this presentation was approved by management as of the date of this presentation and was provided for the purpose of providing further information about PetroTal's anticipated future business operations. PetroTal disclaims any intention or obligation to update or revise any FOFI contained in this presentation, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law. Readers are cautioned that the FOFI contained in this presentation should not be used for purposes other than for which it is disclosed herein.

Forward looking CAPEX and OPEX assumptions in this presentation are consistent with the NSAI Reserve Report as at Dec 31, 2022 and current historical operating results to date, however, the timing and pace of the development plan has been adjusted from the NSAI Report to align with management's internal view on commodity price and liquidity. Management may create and post alternative development cases at their discretion and label them internal.

## **Disclaimers (continued)**

#### **Oil and Gas Advisories**

Crude Oil. All references to "oil" or "crude oil" production, revenue or sales mean "heavy crude oil" as defined in National Instrument 51-101 – Standards of Disclosure for Oil and Gas Activities ("NI 51-101"). Brent refers to Intercontinental Exchange "ICE" Brent.

**Reserves Disclosure**. The reserve estimates contained herein were derived from a reserves assessment and evaluation prepared by Netherland Sewell & Associates, Inc. ("NSAI"), a qualified independent reserves evaluator, with an effective date of December 31, 2022 (the "NSAI Reserves Report"). The NSAI Reserves Report has been prepared in accordance with definitions, standards and procedures contained in NI 51-101 and the Canadian Oil and Gas Evaluation Handbook (the "COGE Handbook"). The reserve estimates contained herein are estimates only and there is no guarantee that the estimated reserves will be recovered. Volumes of reserves have been presented based on a company interest. Readers should give attention to the estimates of individual classes of reserves and appreciate the differing probabilities of recovery associated with each category as explained herein. The estimates of reserves for individual properties may not reflect the same confidence level as estimates of reserves for all properties, due to the effects of aggregation.

**Resources Disclosure.** The prospective resource estimates contained herein were derived from a resource assessment and evaluation prepared by NSAI, a qualified independent reserves evaluator, with an effective date of June 30, 2020 (the "NSAI Resources Report"). The NSAI Resources Report has been prepared in accordance with definitions, standards and procedures contained in NI 51-101 and the COGE Handbook. Prospective resources are the quantities of petroleum undiscovered accumulations by application of future development projects. All of the prospective resources have been classified as light oil with a gravity of 46 degrees API. There is uncertainty that it will be commercially viable to produce any portion of the resources in the event that it is discovered. "Unrisked Prospective Resources" are 100% of the volumes estimated to be prospective resources provided in this presentation are estimates only and there is no guarantee that the estimated prospective resources will be discovered. If discovered, there is no certainty that it will be commercially viable to produce any portion of the prospective resources estimates are also subject to uncertainty is noveled. Because of the uncertainty of those quantities that are associated with contingent resources to reserves due to the additional risks involved. Because of the uncertainty of commercially valable, but such estimates are also subject to uncertainty be resources estimated herein cannot be classified as contingent resources or reserves. The quantities that might actually be recovered, should have be discovered and developed, may differ significantly from the estimates herein. The prospective resources estimates that re referred to herein are risked as to chance of discovery. Risks that could impact the chance of discovery include, without limitation, geological uncertainty, political and social issues, and availability of capital. In general, the significant factors that may change the prospective resources estimates either positively or negatively, future

**Reserve Categories.** Reserves are classified according to the degree of certainty associated with the estimates. Proved reserves (1P) are those reserves that can be estimated with a high degree of certainty to be recoverable. It is likely that the actual remaining quantities recovered will exceed the estimated proved reserves. Probable reserves (2P) are those additional reserves that are less certain to be recovered than proved reserves. It is equally likely that the actual remaining quantities recovered will be greater or less than the sum of the estimated proved plus probable reserves. Possible reserves (3P) are those additional reserves that are less certain to be recovered than probable reserves. It is unlikely that the actual remaining quantities recovered will exceed the sum of the estimated proved plus probable reserves.

**Resource Categories.** Prospective resources are classified according to the degree of certainty associated with the estimates. The following classification of prospective resources used in the presentation: Low Estimate (or 1C) means there is at least a 90 percent probability (P90) that the quantities actually recovered will equal or exceed the low estimate. Best Estimate (or 2C) means there is at least a 50 percent probability (P50) that the quantities actually recovered will equal or exceed the low estimate. High Estimate (or 3C) means there is at least a 10 percent probability (P10) that the quantities actually recovered will equal or exceed the high estimate.

**BOE Disclosure.** The term barrels of oil equivalent ("BOE") may be misleading, particularly if used in isolation. A BOE conversion ratio of six thousand cubic feet per barrel (6Mcf/bbl) of natural gas to barrels of oil equivalence is based on an energy equivalency conversion method primarily applicable at the burner tip and does not represent a value equivalency at the wellhead. All BOE conversions in the report are derived from converting gas to oil in the ratio mix of six thousand cubic feet of gas to one barrel of oil.

# **Disclaimers (continued)**



Analogous Information. Certain information in this document may constitute "analogous information" as defined in NI 51-101, including, but not limited to, information relating to areas, wells and/or operations that are in geographical proximity to or on-trend with lands held by PetroTal and production information related to wells that are believed to be on trend with PetroTal's properties. Such information has been obtained from government sources, regulatory agencies or other industry participants. Management of PetroTal believes the information may be relevant to help define the reservoir characteristics in which PetroTal may hold an interest and such information has been presented to help demonstrate the basis for PetroTal's business plans and strategies.

However, to PetroTal's knowledge, such analogous information has not been prepared in accordance with NI 51-101 and the COGE Handbook and PetroTal is unable to confirm that the analogous information was prepared by a qualified reserves evaluator or auditor. PetroTal has no way of verifying the accuracy of such information. There is no certainty that the results of the analogous information or inferred thereby will be achieved by PetroTal and such information should not be construed as an estimate of future production levels. Such information is also not an estimate of the reserves or resources attributable to lands held or to be held by PetroTal and there is no certainty that the information presented herein. The reader is cautioned that the data relied upon by PetroTal may be in error and/or may not be analogous to such lands to be held by PetroTal.

Initial Production Rates. Any references in this document to test rates, flow rates, initial and/or final raw test or production rates, early production, test volumes and/or "flush" production rates are useful in confirming the presence of hydrocarbons, however, such rates are not necessarily indicative of long-term performance or of ultimate recovery. Such rates may also include recovered "load" fluids used in well completion stimulation. Readers are cautioned not to place reliance on such rates in calculating the aggregate production for PetroTal. In addition, the resource play which may be subject to high initial decline rates. Such rates may be estimated based on other third party estimates or limited data available at this time and are not determinative of the rates at which such wells will continue production and decline thereafter.

**Type Curves.** Certain type curves disclosure presented herein represent estimates of the production decline and ultimate volumes expected to be recovered from wells over the life of the well. The type curves represent what management thinks an average well will achieve. Individual wells may be higher or lower but over a larger number of wells, management expects the average to come out to the type curve. Over time type curves can and will change based on achieving more production history on older wells or more recent completion information on newer wells.

**OOIP Disclosure.** The term original-oil-in-place ("OOIP") is equivalent to total petroleum initially-in-place ("TPIIP"). TPIIP, as defined in the COGE Handbook, is that quantity of petroleum that is estimated to exist in naturally occurring accumulations. It includes that quantity of petroleum that is estimated, as of a given date, to be contained in known accumulations, prior to production, plus those estimated quantities in accumulations yet to be discovered. A portion of the TPIIP is considered undiscovered and there is no certainty that any portion of such undiscovered resources will be discovered. If discovered, there is no certainty that it will be commercially viable to produce any portion of such undiscovered resources. With respect to the portion of the TPIIP that is considered discovered resources, there is no certainty that it will be commercially viable to produce any portion of the estimated volumes of TPIIP will never be recovered.

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Mean Estimate. Represents the arithmetic average of the expected recoverable volume. It is the most accurate single point representation of the volume distribution.

All figures in US dollars unless otherwise denoted.

## **Disclaimers (continued)**



#### Non-GAAP Financial Measures, Oil and Gas Metrics and Other Key Performance Indicators

This presentation contains certain financial measures, as described below, which do not have standardized meanings prescribed by generally accepted accounting principles ("GAAP"). In addition, this presentation contains metrics commonly used in the oil and natural gas industry and other key performance indicators ("KPI"), financial and non-financial, that do not have standardized meanings under the applicable securities legislation. As these non-GAAP financial measures and KPI are commonly used in the oil and gas industry, the Company believes that their inclusion is useful to investors. The reader is cautioned that these amounts may not be directly comparable to measures for other companies where similar terminology is used. It should not be assumed that the future net revenues estimated by PetroTal's independent reserves evaluators represent the fair market value of the reserves, nor should it be assumed that PetroTal's internally estimated value of its undeveloped land holdings or any estimates referred to herein from third parties represent the fair market value of the lands. These terms have been calculated by management and do not have a standardized meaning and may not be comparable to similar measures presented by other companies, and therefore should not be used to make such comparisons. Management uses these oil and gas metrics for its own performance measurements and to provide shareholders with measures to compare PetroTal's operations over time. Readers are cautioned that the information provided by these metrics, or that can be derived from the metrics presented in this presentation, should not be relied upon for investment or other purposes. "Operating netback" is calculated by dividing net operating income by barrels sold in the corresponding period. The Company considers operating netbacks to be a key measure as they demonstrate Company's profitability relative to current commodity prices. "NPV-10" or similar expressions represents the net present value (net of capex) of net income discounted at 10%, with net income reflecting the indicated oil, liquids and natural gas prices and IP rate, less internal estimates of operating costs and royalties. "Net debt" means long term debt plus derivative obligation plus accounts payable less total cash and accounts receivables." Enterprise value" is calculated as the market capitalization of the Company plus net debt, where market capitalization is defined as the total number of shares outstanding multiplied by the price per share at a given point in time. "EBITDA" means net operating cash flow less G&A. "CAPEX" means capital expenditures. "IP" means the initial production from a well for a set unit of time. "Capital efficiency" is CAPEX divided by production rate (bopd). "EUR" means estimated ultimate recovery, an approximation of the quantity of oil or gas that is potentially recoverable or has already been recovered from a reserve or well. EUR is not a defined term within the COGE Handbook and therefore any reference to EUR in this presentation is not deemed to be reported under the requirements of NI 51-101. Readers are cautioned that there is no certainty that the Company will ultimately recover the estimated quantity of oil or gas from such reserves or wells. "FDC" means future development costs. "F&D" means finding and development costs, calculated as the sum of capital expenditures incurred in the period and the change in FDC required to develop reserves. "Operating cash flow" is revenue less rovalties less field operating expenses (field netback). "Free cash" or "free funds flow" defined as Adjusted EBITDA before minus CAPEX. "Yield" means free funds flow per year as a percentage of market capitalization. "Half-cycle" means CAPEX related to drilling, completion, and equipping. "Mid-cycle" means half-cycle CAPEX plus costs to acquire land/leases. "IRR" is the internal rate of return, the discount rate required to arrive at an NPV equal to zero. Rates of return set forth in this presentation are for illustrative purposes. There is no guarantee that such rates of return will be achieved in the future. "Recycle ratio" is calculated as operating netback divided by F&D and is a measure for evaluating the effectiveness of the Company's re-investment program. "Sustaining CAPEX" is the estimated capital required to bring on new production which offsets the natural decline of the existing production and keeps the year-over-year production flat.

#### Abbreviations

Bbl	Barrel	API	an indication of the specific gravity of crude oil measured on the American Petroleum Institute grav higher is generally referred to as light crude oil	vity scale. Liquid petroleum with a specified gravity of 28° API or
bopd	barrel of oil per day	Free Funds Flow	Adjusted EBITDA less CAPEX or as defined in footnotes	
k bopd	Thousand barrel of oil per day	FFO	Funds flow from operations	
F&D	Finding and development costs	Adj. EBITDA	Earnings before interest, taxes, depreciation, amortization, and after derivative adjustments	EBITDA is Adj. EBITDA prior to derivative impacts
NIBD	Net interest bearing debt	На	Hectares	
		PDP	Proved Developed Producing Reserves	
Mmbbl	Million barrels of oil	1P	Proved Reserves	
NGL	Natural gas liquids	2P	Proved + Probable Reserves	
bbo	Billion barrels of oil	3P	Proved + Probable + Possible Reserves	