



# Investor Presentation

February 1, 2023



## Corporate and technical summary

### Corporate summary

Trading price	Jan 13 2023	\$0.69 CAD
Basic shares	Millions	862
Market cap		\$440
Net debt/(Surplus)(Q3 2022)	USD millions	(\$80)
Enterprise value	""	\$360
EV/2023 EBITDA		1.6x
2023 Production guidance	bopd	14,000 – 15,000

### Technical summary

Current production (Jan 1 - 29)	bopd	~7,650
2P reserves	mmbbl	97
Producing well count	Incl. 12H	14
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



Development running room

Can deliver material production growth and free cash flow yield

Robust heavy oil EBITDA margins

Strong capital efficiency metrics



**ESG leadership in Peru**  
*Small field footprint (<30 acres)*  
*11.4 kg/bbl in scope 1 emissions in 2021*  
*Zero spills and volume discharge in 2021*

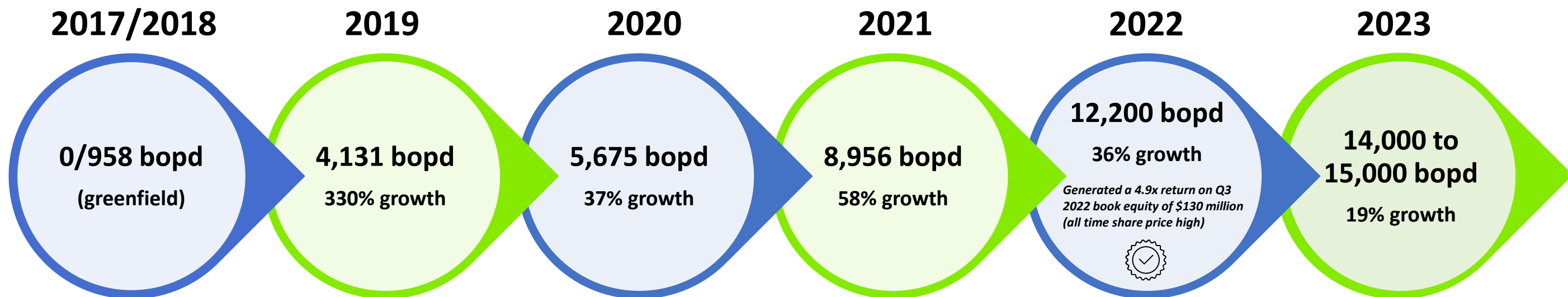
Waterflood pressure support (naturally occurring)

Outstanding technical performance



See footnotes for additional details and definitions

# Company history



**Invested** An estimated \$340 million of capex invested (26,000 bopd oil capacity)

**Produced** ~11.5 million barrels produced (inception – 2022)





**Generated** ~\$400 million EBITDA generated since inception (estimated)

**Commercialized** Established 3<sup>rd</sup> sales route (Brazil) up to 18,000 bopd

**Enabled** Current production of 22,000 bopd (unconstrained)

**Returns** Initiate dividends and buybacks (target min liquidity of \$50 million)

# 2023 drilling schedule

2023 (in millions USD)	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec				
Drilling capex	Q1 = \$22			Q2 = \$22			Q3 = \$10			Q4 = \$15						
Water disposal	x	x	x	x												
14H				x	x	x	x	x								
15H							x	x	x	x	x					
Rig move										x	x	x				
Workovers										x	x	x				
16H											x	x	x	x	x	



- **\$69 million risked drilling plan** that considers sales bottlenecks (seasonal river changes and barging availability)
- An additional \$56 million budgeted for L2 West Platform, additional production and water handling facilities, and erosion control
- Q3/Q4 drills contingent on L2 West Platform **permit approval**

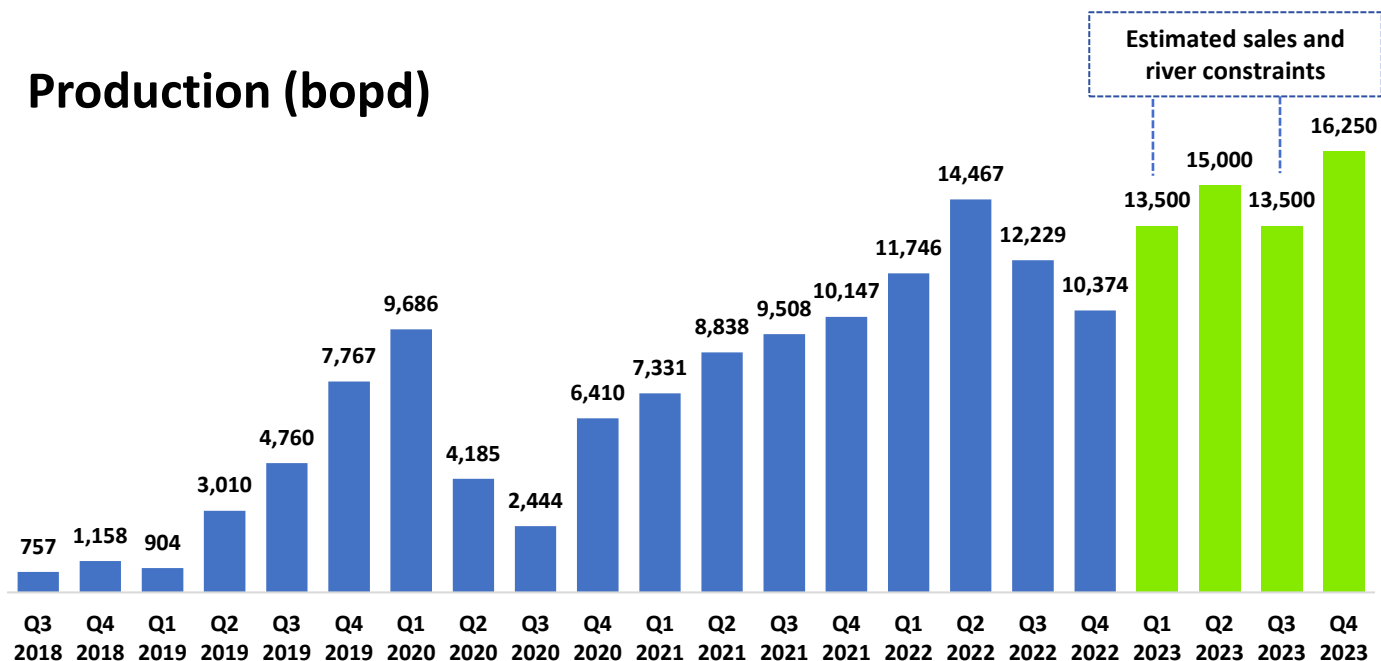
See footnotes for additional details and definitions

# 2023 financial and operational guidance

Summary in USD millions	2020	2021	2022	2023
	<i>actual</i>	<i>actual</i>	<i>Estimated</i>	<i>Budget</i>
<b>Production (bopd)</b>	<b>5,674</b>	<b>8,965</b>	<b>12,200</b>	<b>~14,000 - 15,000</b>
Brent (\$/bbl)	\$42	\$71	\$99	~\$85
<b>Net operating income</b>	<b>\$29</b>	<b>\$105</b>	<b>\$277</b>	<b>\$256</b>
G&A	(\$11)	(\$14)	(\$20)	(\$34) <sup>(1)</sup>
Net derivative impact	\$5	(\$13)	\$25	(\$2)
<b>Adjusted EBITDA</b>	<b>\$23</b>	<b>\$78</b>	<b>\$282</b>	<b>\$220</b>
Capex	(\$42)	(\$82)	(\$100)	(\$125)
Accrued tax				(\$40)
<b>Free cash flow (pre debt service)</b>	<b>(\$19)</b>	<b>(\$4)</b>	<b>\$182</b>	<b>\$55</b>
<b>Net debt (surplus)</b>	<b>32</b>	<b>55</b>	<b>(80)</b>	<b>N/A</b>

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

## Production (bopd)



See footnotes for additional details and definitions

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

	Yearly sales (bopd)				
	10,500	12,500	14,500	16,500	18,500
\$110	\$66	\$100	\$133	\$166	\$197
\$105	\$55	\$86	\$118	\$148	\$177
\$100	\$44	\$73	\$102	\$131	\$158
\$95	\$33	\$60	\$87	\$113	\$139
\$90	\$21	\$46	\$71	\$96	\$119
\$85	\$10	\$33	\$55	\$78	\$100
\$80	(\$1)	\$20	\$40	\$61	\$80
\$75	(\$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:

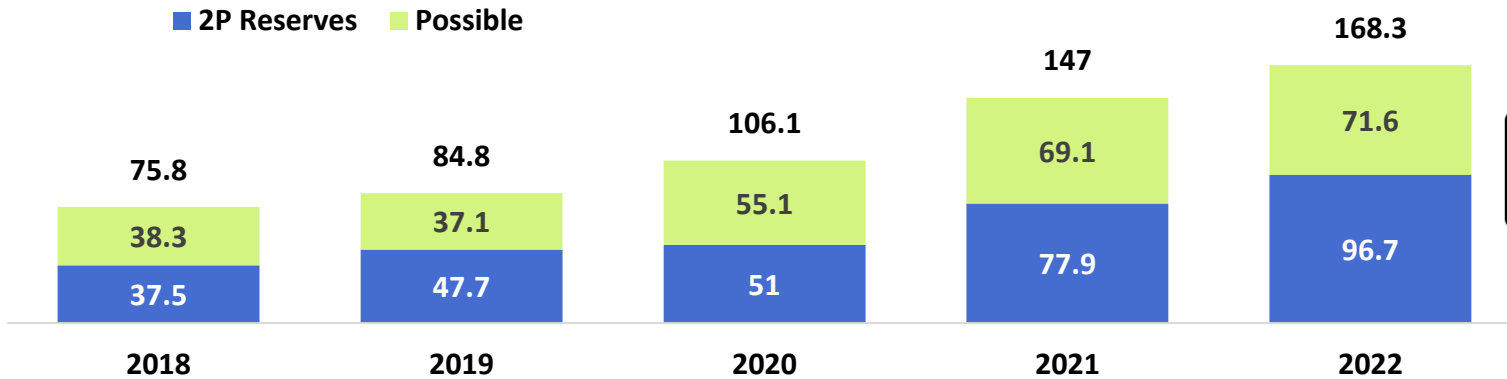
- Assumes a base run rate G&A range of approximately \$27 million plus \$7 million of social and community related G&A costs
- Assumes an estimated \$40 million in corporate tax and use of all loss carry forwards
- Also assumes no derivative true up impacts or deductible interest expenses

## 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**)

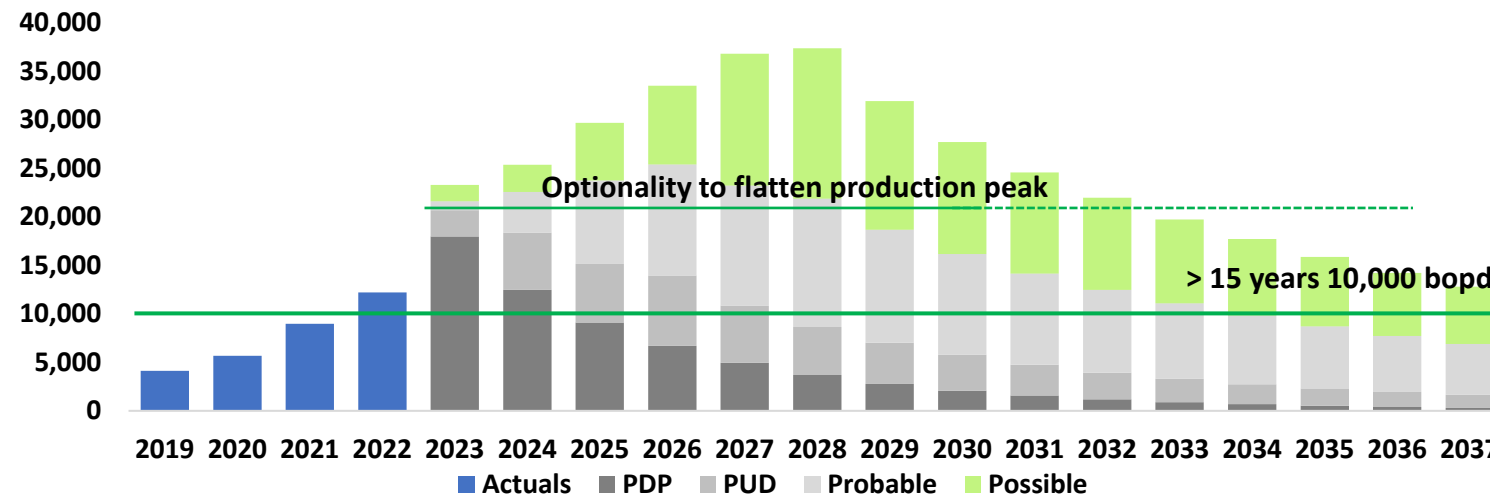
# Bretaña reserves summary

## Reserves summary (mmbbl)



- 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

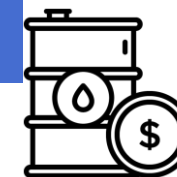
## Netherland Sewell (“NSAI”) production profile (bopd)



- ~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

## Key reserve metrics (USD millions)

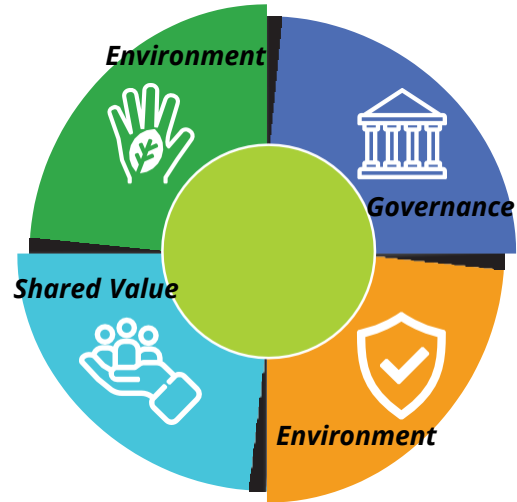
Case	OOIP mmbbl	Reserves mmbbl	Recovery Factor	A-tax NPV(10)	F&D USD millions	F&D/bbl	Recycle Ratio (\$45/bbl netback)
1P	329	46	17%	\$784 (\$0.9/share)	\$229	\$4.9	9x
2P	445	97	24%	\$1,509 (\$1.75/share)	\$404	\$4.2	11x
3P	632	168	28%	\$2,468 (\$2.86/share)	\$624	\$3.7	12x



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

# ESG leadership

## Four Pillars of Sustainability



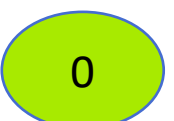
**Carbon footprint**  
11.4 kg/bbl scope 1 in 2021



**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](http://www.petrotal-corp.com)



# PetroTal facilitates community empowerment



## Medical




Funded and installed X-ray, odontology, maternity ultra sound, and vision related equipment

Nursery ward created


**SDG # 3**

## Education Technology



> 40 student pre and post grade sponsorships


~3,000 school kits for elementary students




Computers and IPADS provided to students

**SDG # 4 & 5**

## Water Power Bridge construction Landmarks




Clean water management and monitoring facilities




Diesel for power

Solar panel projects



Significant dock work

Breakwater installations for erosion mitigation



Bretaña library upgrades

Recycling infrastructure

Community centers

**SDG # 6,7,9**


## Hire/Train Local Farming & Agriculture Job Creation Fishing



Training for 65 women to manufacture and sell organic fiber products

Trained 28 workers at technical institutes

No expats employed in Peru

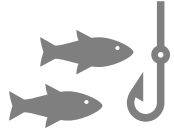


Supply chain support for 420 farmers and their local products

Buyer of excess produce



> 500 temporary jobs created since July 2018



Sustainable fishing projects

Commercial ice makers

Installed fishing cages for fishing projects

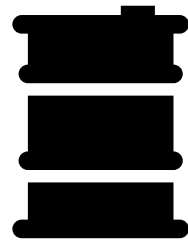
**SDG # 8**

SDG = Sustainable Development Goal  
Per the UNDP (United Nations Development Program)

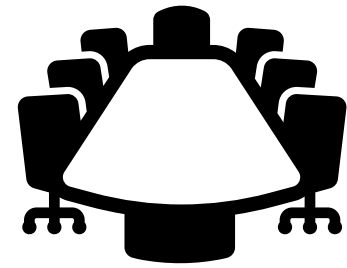


# PetroTal led solution to social equality

## PetroTal



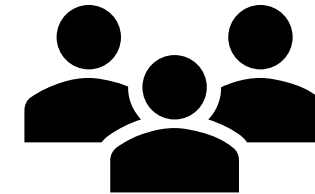
- 2.5% of fiscalized production
- Part of working table
- Communication hub for all parties



## Third party trust directors

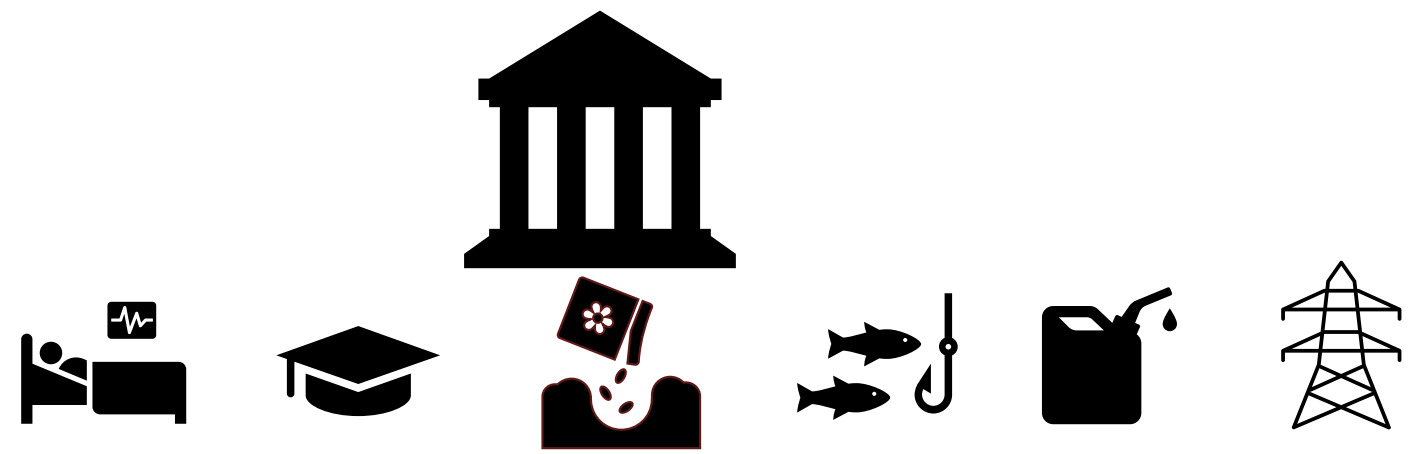
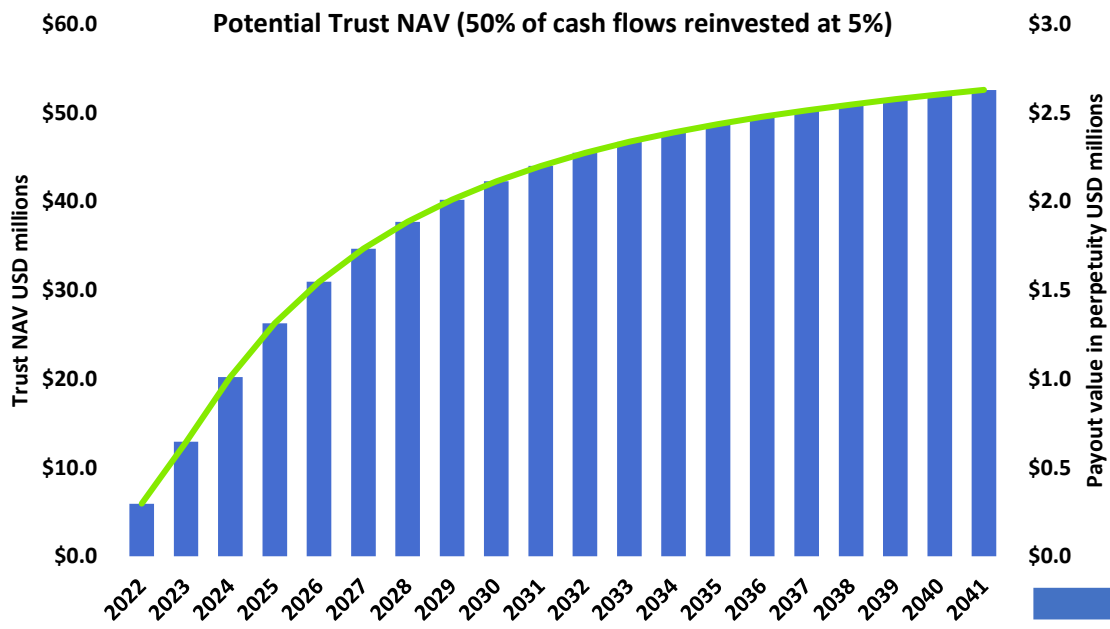
*Operations management and accountability*

## Working table (group)



- Comprised of community reps and supported by Ministry of Energy and Mines
- Formulate policies, project recommendations and administration

Invest 50% in projects and 50% in trust investment vehicle to generate income in perpetuity

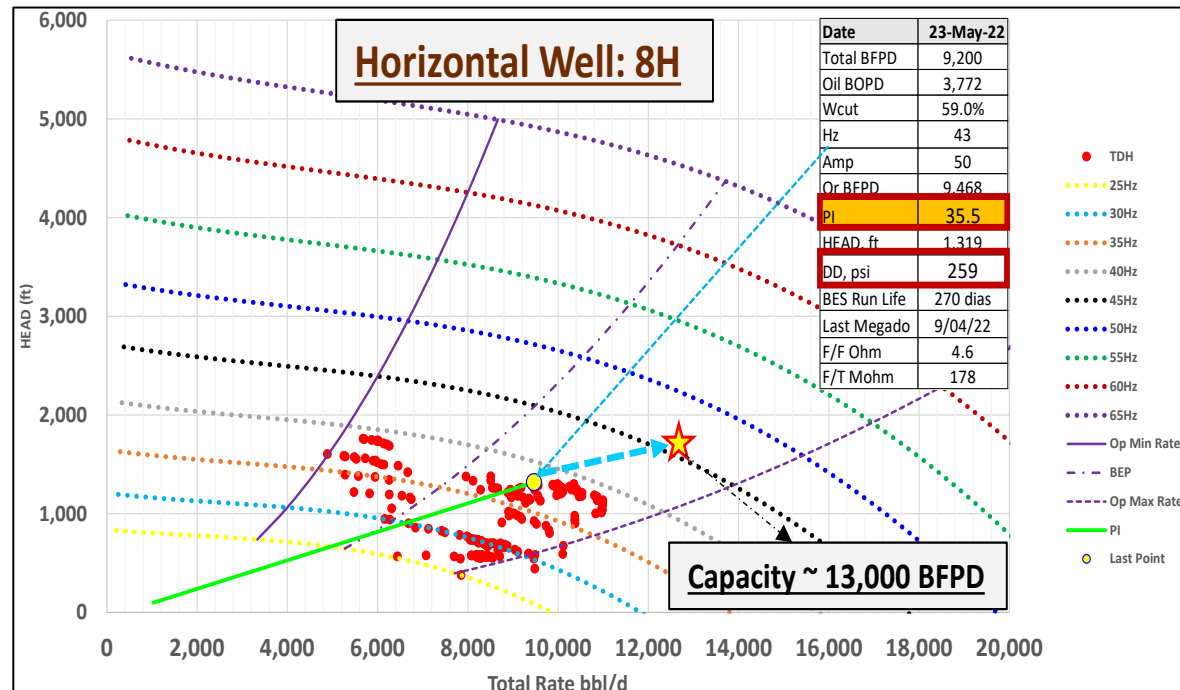


## Trust legal structure, policies, administration

Invest 100% of the investment income in projects



# 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

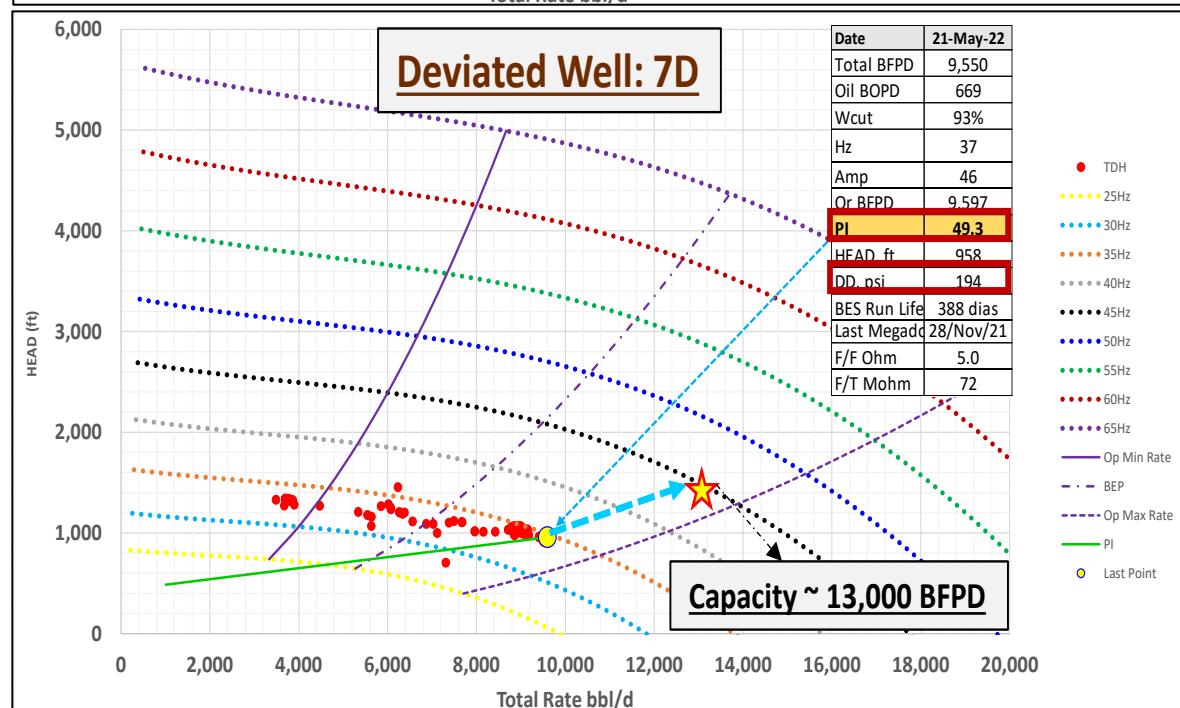
The data to date shows that we can outperform due to:

- 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

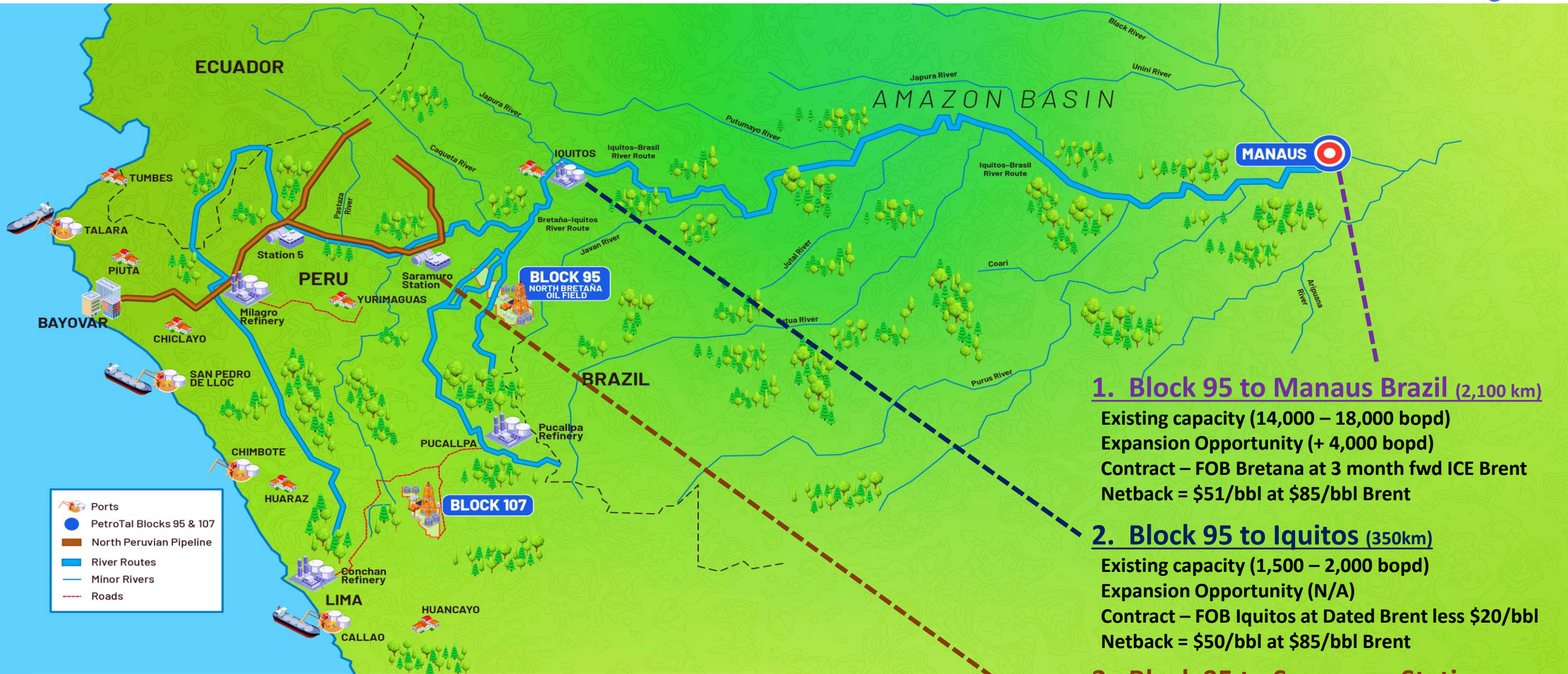
The ESPs are:

- 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



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

Existing capacity (14,000 – 18,000 bopd)  
 Expansion Opportunity (+ 4,000 bopd)  
 Contract – FOB Bretana at 3 month fwd ICE Brent  
 Netback = \$51/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 = \$50/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 = \$46/bbl at \$85/bbl Brent

### Route to market strategy and targets

1. Expand barging capacity ensuring 1.2 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 18,000 bopd

# Extensive facility investments in place

## Significant scalable infrastructure in place

- Investment of >\$100 million achieves processing capacity of ~26,000 bopd
- Full field Environmental Impact Assessment (EIA) approved for continued development
  - Common well pad **minimizes footprint (11 hectares, 27 acres)** and increases efficiencies
  - Facility riverside location simplifies logistics
- **Can execute an alternative paced 2P program** with current infrastructure and additional water disposal
- Power generation fuelled by crude oil instead of diesel resulted in **+\$100 million NPV(10)**

## Build history from 2018 - 2022

Capacity Stage	Incremental Oil bopd	Incremental Water bwpd
Long-Term Testing Facility	8,000	9,000
Central Processing Facility #1	8,000	41,000
Central Processing Facility #2	8,000 – 10,000	50,000
<b>Total</b>	<b>Up to 26,000</b>	<b>100,000</b>



# Operational track record

Initial max daily rate	Normalized production time	Cuml. Oil (dec '22')	Payout	Cuml. NOI
8,752 bopd	7.3 months	1.165 mmbbls	1.3 months	\$55 million
9,357 bopd	5.1 months	0.762 mmbbls	1.5 months	\$40 million
10,199 bopd	5.7 months	0.790 mmbbls	0.5 months	\$49 million
10,603 bopd	3.4 months	0.728 mmbbls	0.8 months	\$40 million
8,708 bopd	1.2 months	0.226 mmbbls	1.0 months	\$14 million
4,200 bopd Off pump	0.5 months	0.100 mmbbls	1.5 months	\$5 million

**Well 8H**  
(\$12 million capex)



**Initial Production**  
Oct 2021

**Well 9H**  
(\$15 million capex)



**Initial Production**  
Jan 2022

**Well 10H**  
(\$12 million capex)



**Initial Production**  
Mar 2022

**Well 11H**  
(\$14 million capex)



**Initial Production**  
July 2022

**Well 13H**  
(\$14 million capex)



**Initial Production**  
Oct 2022

**Well 12H**  
(\$15 million capex)



**Initial Production**  
Dec 2022

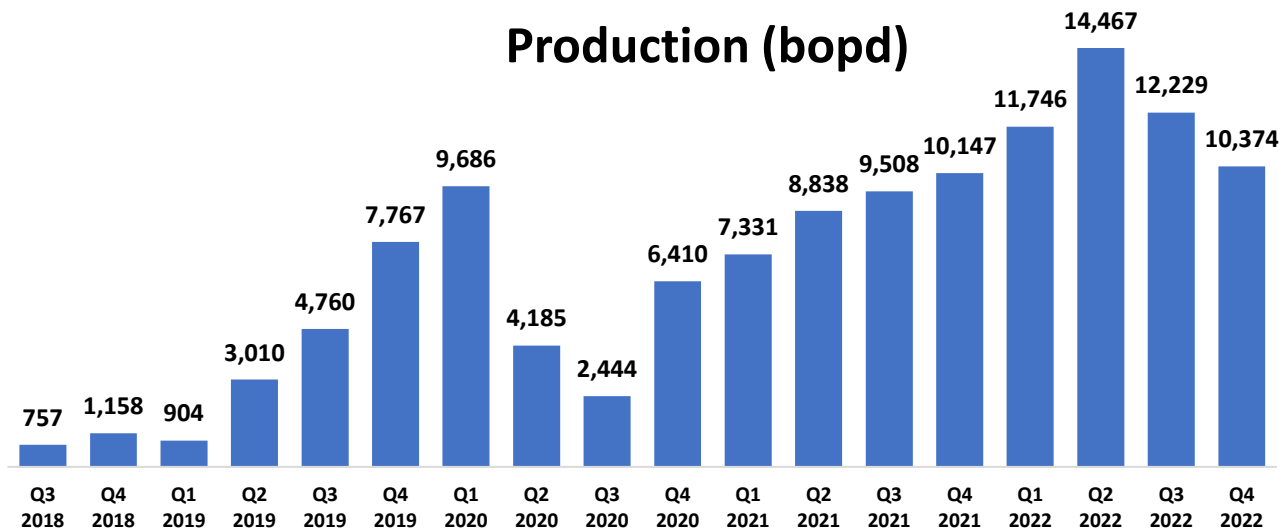
**~\$82 million**  
invested

**2.5x investment recycled in under 7.3 months of normalized producing time**

**~\$203 million**  
recovered to date

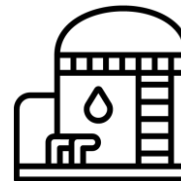
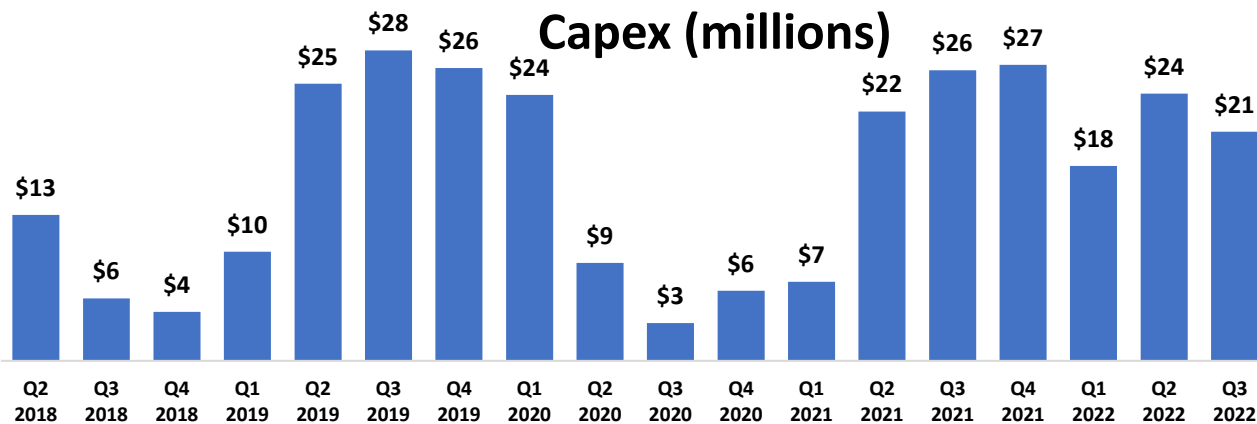
# Financial performance

## Production (bopd)



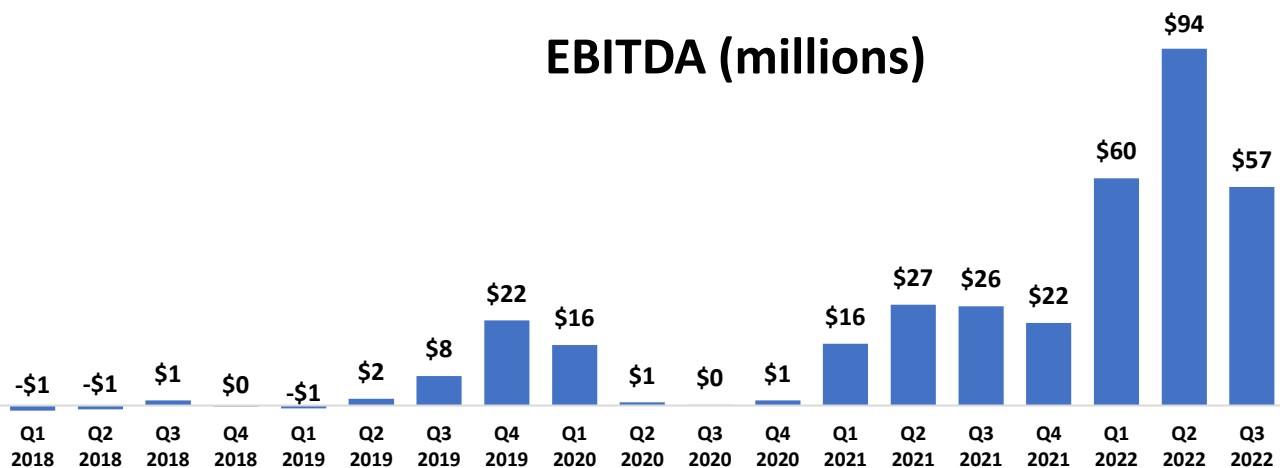
- ~11.5 million bbls produced to Q4 2022
- 7 straight quarters of production growth from Q4 2020 until Q2 2022
- Record daily production of ~26,000 bopd achieved in spring 2022

## Capex (millions)



- ~\$340 million (estimated until Q4 2022) in Capex spent since inception to generate **26,000 bopd run rate production capacity**
- Acquired value of 26,000 bopd would be > **\$1.0 billion (NPV10)**
- Low full cycle capital intensity since inception of < **\$11,000 per flowing bbl**
- Strong well economics (**payouts 30-60 days** on \$14 million/well)

## EBITDA (millions)



- ~\$400 million in cumulative EBITDA (estimated until Q4 2022) generated since 2018
- **Top tier EBITDA/bbl metrics** for a heavy to medium oil producer peer group
- Operating leverage that allows **free cash flow to scale** with Brent and production increases

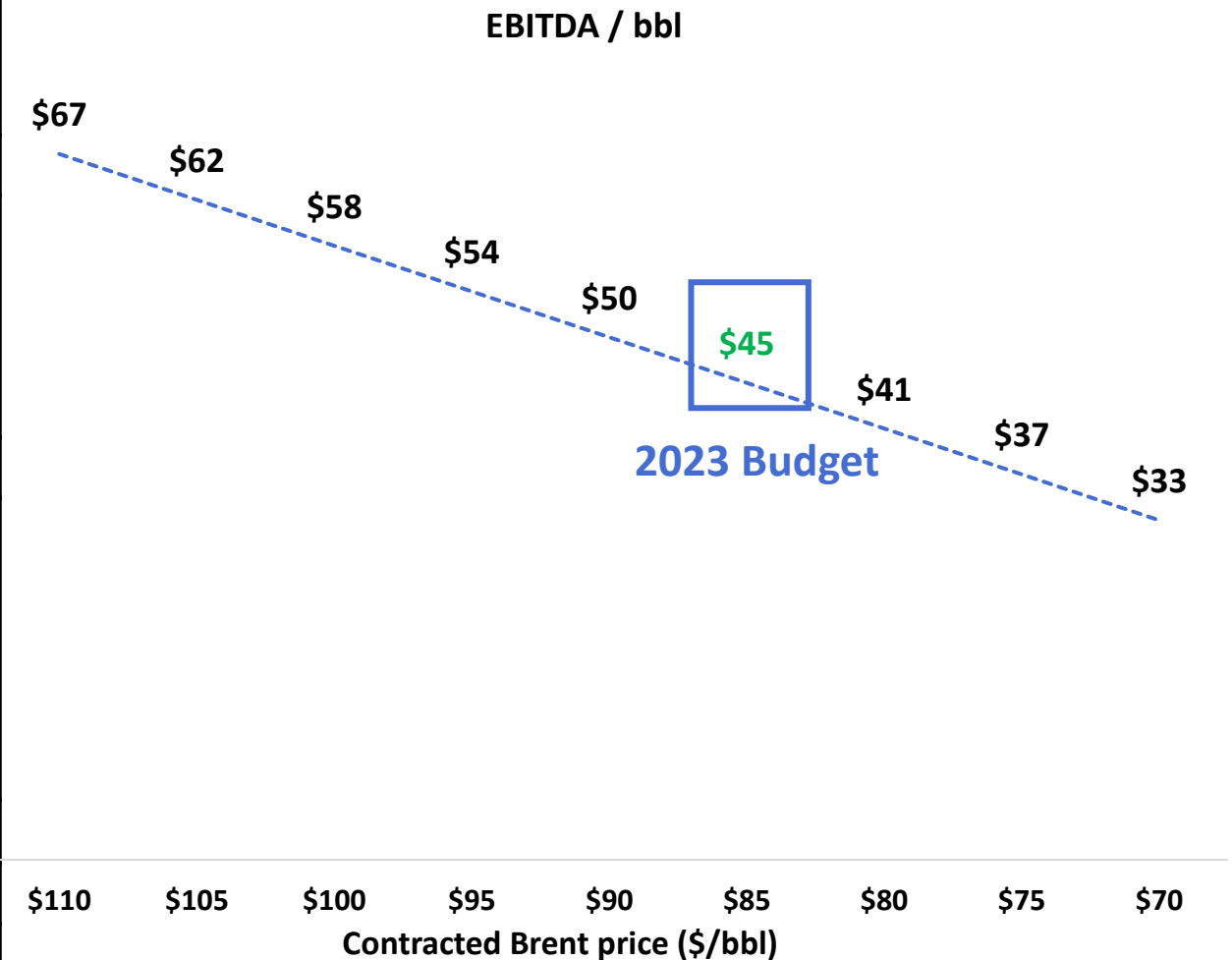


# Netback contribution by sales route

Estimated netback by sales route at 14,500 bopd (\$/bbl)

Netback Summary \$/bbl	Brazil \$/bbl	Iquitos \$/bbl	Saramuro \$/bbl	Total \$/bbl
Sales (bopd)	13,200	1,300	Not operating	14,500
<b>Contracted Brent</b>	<b>\$85.0</b>	<b>\$87.0</b>		<b>\$85.0</b>
Differential	(\$8.0)	(\$18.0)		(\$8.5)
Transportation	(\$15.0)	-		(\$13.7)
Royalties and social trust	(\$5.5)	(\$6.0)		(\$5.6)
Diluent in sales	-	\$2.7		\$0.2
<b>Net Revenue</b>	<b>\$56.5</b>	<b>\$65.2</b>		<b>\$57.4</b>
Lifting	(\$6.0)	(\$6.0)		(\$6.0)
Diluent Cost	-	(\$5.5)		(\$0.4)
Barging Service	-	(\$2.5)		(\$0.2)
Barging Diesel	-	(\$1.0)		(\$0.1)
Barging Storage	-	(\$0.5)		(\$0.1)
<b>Netback</b>	<b>\$50.5</b>	<b>\$49.7</b>		<b>\$50.6</b>
G&A (includes \$1.4/bbl for community projects)	(\$6.5)	(\$6.5)		(\$6.5)
<b>EBITDA</b>	<b>\$44.0</b>	<b>\$43.2</b>	<b>Approx \$40/bbl</b>	<b>\$44.1</b>

EBITDA/bbl sensitivity at 14,500 bopd (\$/bbl)



## Key highlights

- Diluent not required for Brazil shipments enhancing netback
- >50% EBITDA margins at \$85/bbl Brent
- 80% of every dollar increase in Brent falling to netback
- Table does not include potential one time inventory allocations into OPEX

# Financial summary

## Financial summary (USD millions)

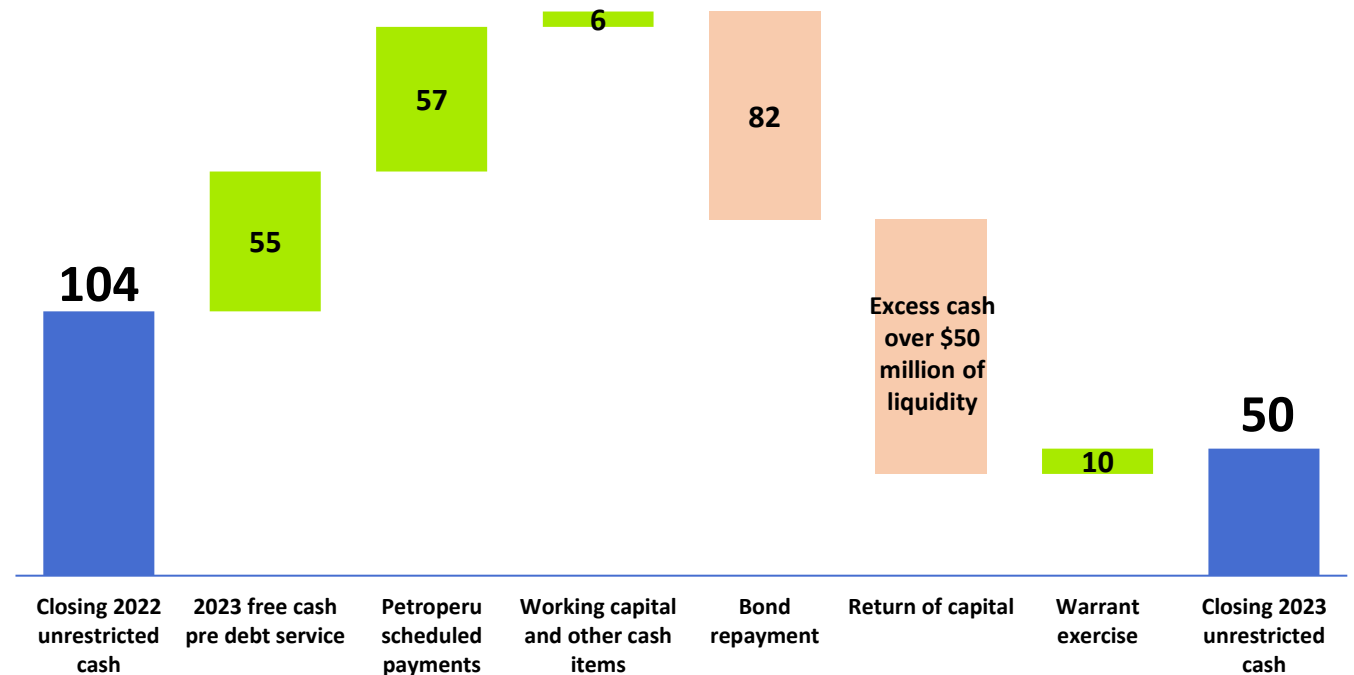
Key financial figures	2018	2019	2020	2021	2022 (estimated)
<b>Total Cash</b>	<b>26.3</b>	<b>21.1</b>	<b>9.1</b>	<b>74.5</b>	<b>120.0</b>
Total receivables	8.6	24.0	15.6	5.4	105.0
Net derivative liability (asset)	-	0.4	4.0	(36.7)	(5.0)
Short and long term debt	-	55.0	52.6	171.8	127.0
<b>Adjusted net debt (surplus)</b>	<b>(27.4)</b>	<b>10.4</b>	<b>31.9</b>	<b>55.3</b>	<b>(80.0)</b>
Decommissioning	11.1	17.6	21.1	22.2	16.0
Total Equity	77.5	121.1	137.2	204.3	400.0
<b>NOI</b>	<b>5.1</b>	<b>41.9</b>	<b>28.9</b>	<b>104.9</b>	<b>277.0</b>
G&A	(6.1)	(10.7)	(10.7)	(14.3)	(20.0)
<b>EBITDA (NOI – G&amp;A)</b>	<b>(1.0)</b>	<b>31.2</b>	<b>18.2</b>	<b>90.6</b>	<b>257.0</b>
Net debt / EBITDA	N/A	0.3x	1.8x	0.61x	N/A

## Key highlights

- Currently **net debt free** (in net surplus position)
- Cash build by 2022 year end assuming conservative collection assumptions allowing **debt repayment in Q1 2023**
- **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**

See footnotes for additional details and definitions

## 2023 cash sources and uses (USD millions)



## Return of capital employed (USD millions)(ROCE)

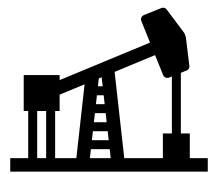
Summary	2019	2020	2021	Q3 2022 (YTD)
Net Income	20.1	(1.5)	63.9	151
Financing	1.0	2.0	17.8	18
Future Tax				8.4
<b>EBIT</b>	<b>21.2</b>	<b>0.5</b>	<b>81.7</b>	<b>177</b>
<b>EBIT Annualized</b>				<b>236</b>
Total Assets	194.2	215.1	398.3	550
Current Liabilities	(59.3)	(58.6)	(84.8)	(110)
<b>Net</b>	<b>134.9</b>	<b>156.5</b>	<b>313.5</b>	<b>440</b>
<b>ROCE</b>	<b>16%</b>	<b>0%</b>	<b>26%</b>	<b>40%</b>
<b>ROCE annualized</b>				<b>54%</b>

# Short term strategy



## Debt free balance sheet

- Management philosophy of being **debt free near top of the pricing cycle**
- Derisks balance sheet long term
- **Maximizes free cash flow to investors** at top of pricing cycle
- Allows PetroTal to source debt (if needed) near bottom of pricing cycle



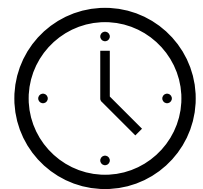
## Execution of 2P & 3P development plans in core area

- Management will not grow for the sake of growth. Growth levels driven by type curve performance at a ~3-4 well per year run rate
- no overcapitalization needed
- **Includes derisking route to sale markets** and managing social protesting
- Operational focus on processing fluids, drilling wells, disposing of water



## Return significant free cash flow to shareholders

- Provided a structured and **accretive share buyback program**
- Will augment returns to shareholders with **quarterly and or special dividends** that can be maintained through lower pricing cycle points with lower share count



## Extend development life of PetroTal's assets

- **Extend drillable development life** years to maintain > 25,000 bopd for 10-15 years
- Accomplished through Bretaña booked location expansion, **low-risk exploration**, and or accretive M&A that meets investment grade return hurdles and diversifies offtake risk



# Long term strategy



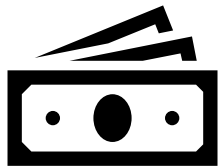
## Achieve appropriate Bretaña production plateau with a stable sales strategy

- Done via consistently **drilling 3-4 wells per year** with little to no social related downtime
- Post production plateau, maintain a production level that **optimizes infrastructure**
- Be the gold standard in Peru for **operational excellence as Peru's largest oil producer**
- **Solve for a commercially simple sales strategy** that allows for unconstrained production levels



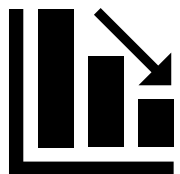
## Materially meet or exceed ESG targets in Bretaña

- Realization and **completion of material carbon offset projects**
- **Biodiversity** related projects for preservation of the National Reserve Pacaya Samiria
- Management and funding of PetroTal's social trust with **economic development focus** in Puinahua



## Return free cash flow to shareholders

- Significant return of capital to shareholders via **buybacks and or dividends**



## Optimize cost structure and operating synergies

- Make continued investments in field infrastructure projects that **lower operating costs** in an environmentally friendly way (diluent, power, and fuel focused)
- Target **20% to 30% OPEX reductions** post production plateau in Bretaña via technology scaling



# Appendix

## Experienced and seasoned management team



### **Manolo Zúñiga** – Director, *President & Chief Executive Officer*

- Native Peruvian with >30 years of experience in petroleum engineering
- Started career with Occidental Petroleum Corp (“Occidental”) in Bakersfield & Block 192 in Peru
- Founder and former CEO of BPZ Energy
- Helped shape policies promoting oil investments in Peru, including the current long-term test regulation



### **Doug Urch** – Executive Vice President & Chief Financial Officer

- Previously Executive Vice President, Finance and Chief Financial Officer of Bankers Petroleum Ltd
- Chartered Professional Accountant (CPA) and a designated member of the Institute of Corporate Directors (ICD)
- Director of PetroTal since inception and was Chairman of the Board from June 2018 until November 2019



### **Dewi Jones** – Vice President, *Exploration and Development*

- Over 35 years of Latin American oil and gas experience with focus on designing and executing exploration & production programs including bringing new discoveries to initial production
- Multiple senior technical and management level roles with Occidental and Repsol, focussed on developing and exploring assets across Latin America
- Former CEO of CGX Energy

## Highly experienced governance<sup>1</sup>

### **Mark McComiskey** – *(Non-Executive Director and Chairman)*

- Partner of Avaio capital with a focus on energy and digital infrastructure
- Founding Partner of Vanwall Capital and Managing Partner of Prostar Capital
- Former Principal of Clayton, Dubilier & Rice, Inc. and an associate at the law firm of Debevoise & Plimpton, LLP

### **Roger Tucker** – *(Non-Executive Director)*

- Over 30 years working as a senior executive in the Energy Sector
- Work history in multinational major oil and gas companies, independent E&Ps and private equity investing

### **Eleanor Barker** – *(Non-Executive Director)*

- President of Barker Oil Strategies since 2017
- Formerly worked in industry for Esso and Gulf Canada
- Former Oil and Gas Investment Analyst for over 30 years

### **Gavin Wilson** – *(Non-Executive Director)*

- Investment Manager for Meridian
- Former founder & manager of RAB Energy & RAB Octane listed investment funds

### **Luis Carranza** – *(Non-Executive Director)*

- Formerly Peru's Minister of Finance
- Former CEO of Sigma Capital
- PhD in Economics from the University of Minnesota

### **Jon Harris** – *(Non-Executive Director)*

- Current CEO of Gulf Keystone Petroleum
- Over 30 years senior leadership experience in international E&P Companies
- Masters of Engineering in Fuel and Energy from the University of Leeds, UK

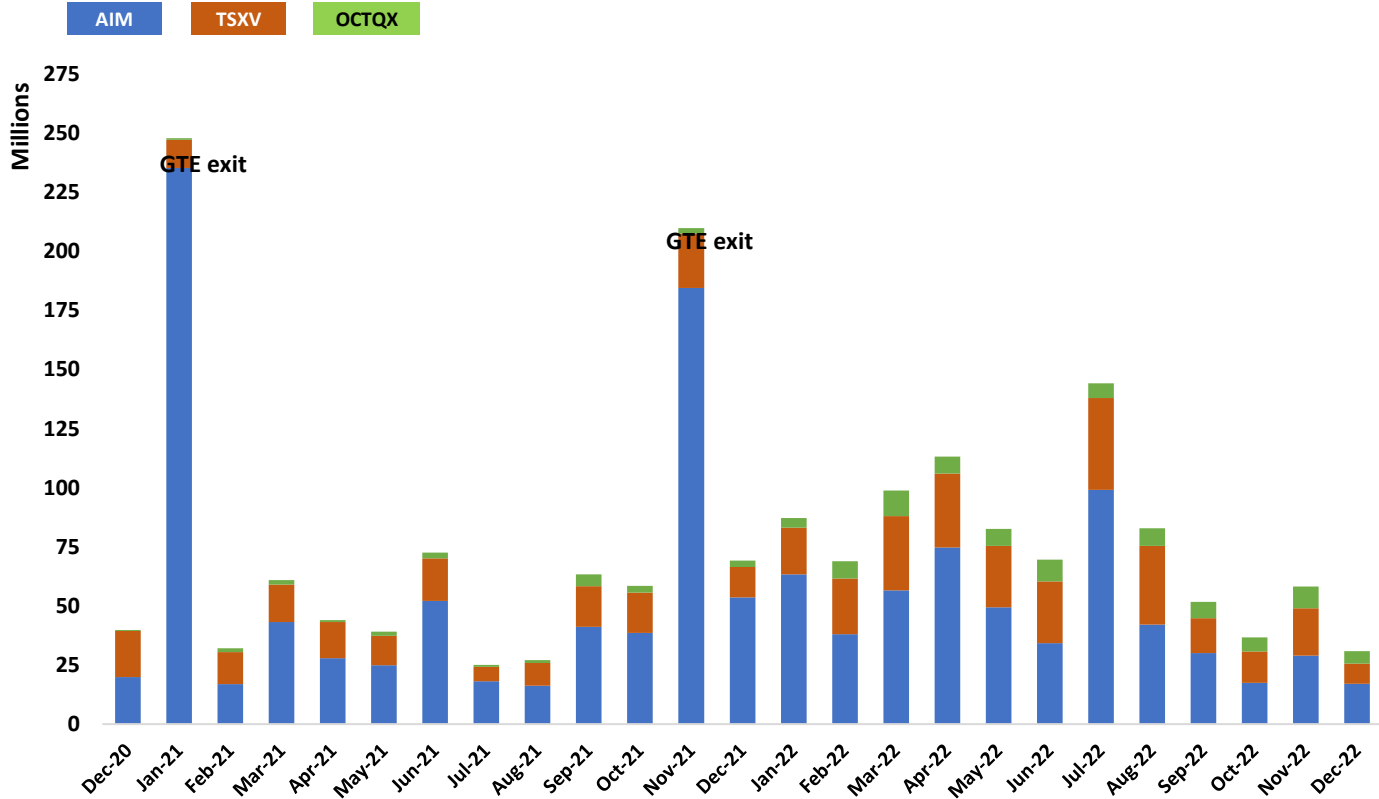
### **Manolo Zúñiga** – *(Director, President and CEO)*

- See bio on slide 23

# Share price and trading summary



Tal and Ptal total trading volume by month (millions of shares)



PetroTal share price history (USD/share)



Major shareholders	Shares owned	%
Meridian Capital	154,010,361	17.9%
Kite Lake	103,748,520	12.0%
Encompass	65,643,213	7.6%
Fidelity International	42,315,097	4.9%
<b>Total Basic Shares</b>	<b>863,208,996</b>	

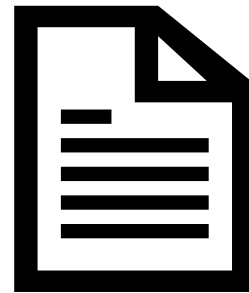
See footnotes for additional details and definitions



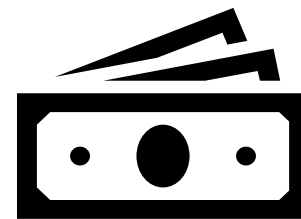
# Long term development pace sensitivity (10 YR)

## Key highlights

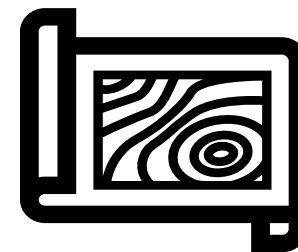
- Material after tax free cash flow options (and yield) generated in all development pace scenarios
- Max wells per year requires facilities in place to handle peak production
- An operational ONP needed for faster paced development programs over the long term
- Analysis assumes 29 wells in total



Buybacks



Dividends



M&A / Exploration

10 YR illustration <sup>(1)</sup> (in USD millions)	1 well/YR	2 wells/YR	3 wells/YR	4 wells/YR
<b>Contracted Brent \$/bbl</b>				
<b>\$85/bbl</b>				
<b>Iquitos route</b>	✓	✓	✓	✓
<b>Brazilian route</b>	✓	✓	✓	✓
<b>ONP / other routes</b>			✓	✓
Years drilling (from 2023 on)	~15	~8	~5	~4
Est. Capex/yr (incl. water disposal and facilities)	\$50	\$70	\$120	\$150
10 YR total capex (to handle peak production)	\$500	\$550	\$600	\$650
<b>Estimated peak production reached (bopd)</b>	<b>~15,500</b>	<b>~24,000</b>	<b>~28,500</b>	<b>~31,500</b>
<b>10 Year average production (bopd)</b>	<b>12,000</b>	<b>17,000</b>	<b>18,000</b>	<b>18,500</b>
Estimated EBITDA/bbl (\$/bbl)	\$45	\$45	\$43	\$43
<b>10 YR EBITDA</b>	<b>\$2,000</b>	<b>\$2,800</b>	<b>\$2,850</b>	<b>\$2,900</b>
<b>10 YR tax (~25% of EBITDA)(conservative)</b>	<b>\$550</b>	<b>\$700</b>	<b>\$713</b>	<b>\$725</b>
10 YR after tax free cash flow	\$1,450	\$2,100	\$2,137	\$2,175
<b>Average after tax free cash flow/YR</b>	<b>\$145</b>	<b>\$210</b>	<b>\$214</b>	<b>\$218</b>
<b>After tax free cash flow yield</b>	<b>34%</b>	<b>49%</b>	<b>50%</b>	<b>51%</b>
<b>Current market cap (\$0.50/share USD)</b>	<b>\$430</b>	<b>\$430</b>	<b>\$430</b>	<b>\$430</b>
<b>10 YR after tax free cash flow / market cap</b>	<b>3.4x</b>	<b>4.9x</b>	<b>5.0x</b>	<b>5.1x</b>

Requires CPF 3, additional infrastructure, barging and diluent for the ONP route

## BBB/BBB+/Baa1 stable outlook (Fitch/S&P/Moody's)

- \$4 billion in new notes issued late in 2020
- Country risk rating (EMBIG) of 143, the lowest in all Latin America

## Rule of law - concession contracts

- Supreme decree governed contracts carrying through regime changes
- International arbitration resolution

## Energy friendly fiscal policy

- Second largest mining sector in the world
- Growing E&P sector with credible oil service companies in country (Baker Hughes, Petrex, Schlumberger)

## Favourable royalty rates and social profit sharing

- ~7% at 20,000 bopd with no price scaling + 2.5% social trust payment
- The Peruvian govt. recently announced a \$1.7 billion six-year plan to benefit local communities

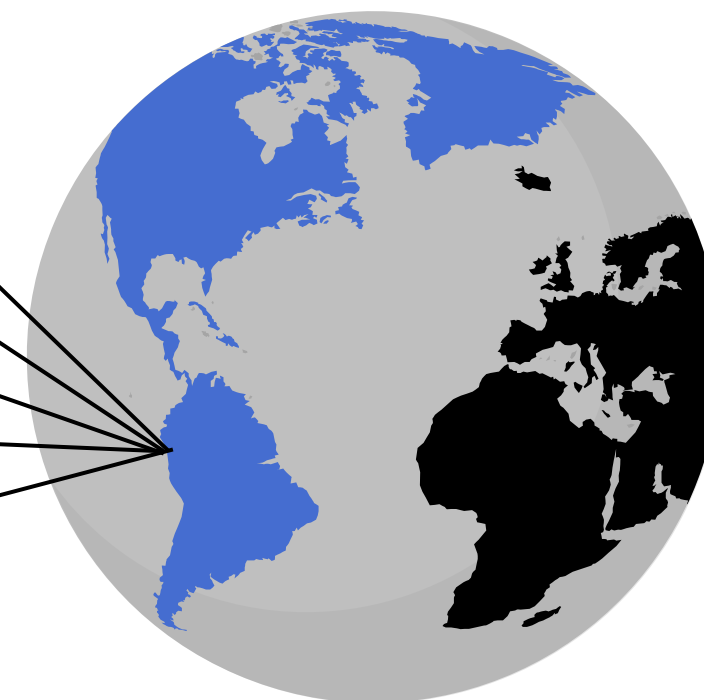
## Robust quality/sales economics

- Differentials range on heavy oil at \$2-\$5/bbl
- In country refining capacity to materially increase to over 90,000 bopd in 2022

## Talara Refinery (upgrade completed)



- \$5 billion upgrade completed in April 2022
- Materially increasing in country demand for crude and pipeline stability
- Attracting international project capital
- Creating associated commercial opportunities for local producers

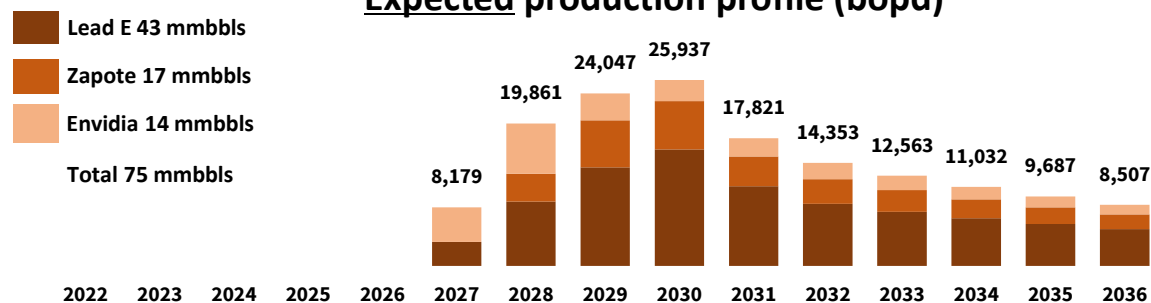


# Situation analysis – Block 95 extension

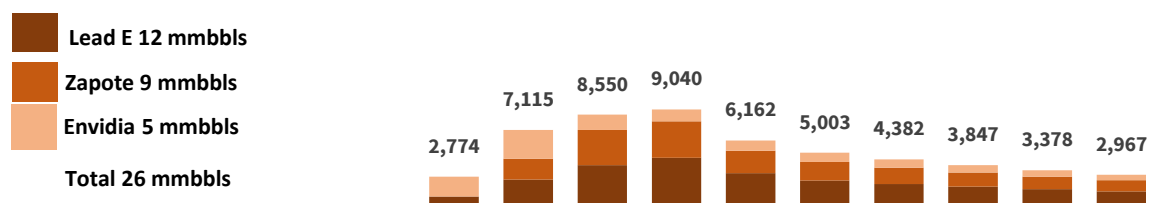
## Opportunity to create another Bretaña

- Technical estimate of >25 locations @ \$10-\$14 million per drill using 3.0 mmbbls EUR per well in expected case and 1.0 mmbbls EUR in conservative case
- Total infrastructure spending of \$360 million over length of projects and includes seismic and first surface locations
- Lead D and Iberia not modeled at this time
- **100% WI view**
- **75 mmbbls recovered (expected case)**
- **First production – late 2027 and subject to permitting approvals**

**Expected production profile (bopd)**



**Conservative production profile (bopd)**

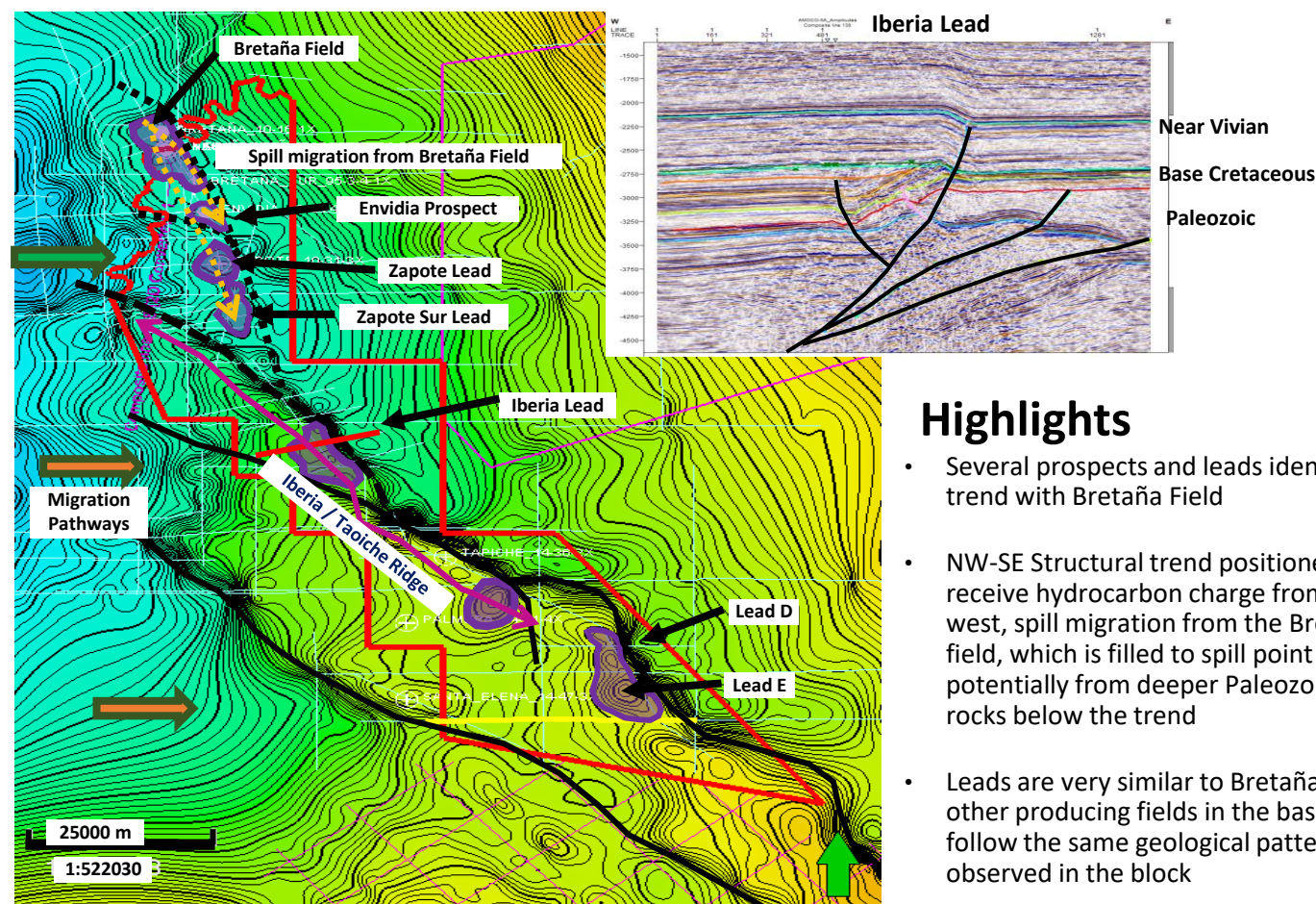


## Performance (expected case in millions USD)

	<b>NPV 10 - \$530</b>		<b>Net well count - 25</b>
	<b>Free cash flow - \$1,900</b>		<b>PIR – 2.5x</b>
	<b>Project break even – 3 YRs</b>		<b>Cash from Bretaña - \$140</b>
	<b>Net Project Capex - \$630</b>		<b>Return of capital life – 15 Yrs</b>

See footnotes for additional details and definitions

## Time structure map (top of Vivian)



## Highlights

- Several prospects and leads identified, on trend with Bretaña Field
- NW-SE Structural trend positioned to receive hydrocarbon charge from the west, spill migration from the Bretaña field, which is filled to spill point and potentially from deeper Paleozoic source rocks below the trend
- Leads are very similar to Bretaña and other producing fields in the basin which follow the same geological pattern observed in the block
- Acquisition of 2D seismic will materially reduce the risk of these features
- An estimated \$25 million seismic program has been designed to upgrade leads to drillable prospects and is expected to commence in mid 2024 based on permitting approvals, which the company is now pursuing
- Mean prospective resources >2x current 2P reserves on Bretaña Field

Unrisked prospects	Best estimate (mmbbl)	Mean (mmbbl)
Envidia	5.3	5.6
Unrisked leads	Best estimate (mmbbl)	Mean (mmbbl)
Zapote	2.5	3.3
Zapote Sur	6.4	13.3
Iberia	10.8	24.7
Lead D	7.9	22.8
Lead E	12.1	45.0
<b>Total</b>	<b>45.0</b>	<b>114.7</b>

# Osheki-Kametza technical overview

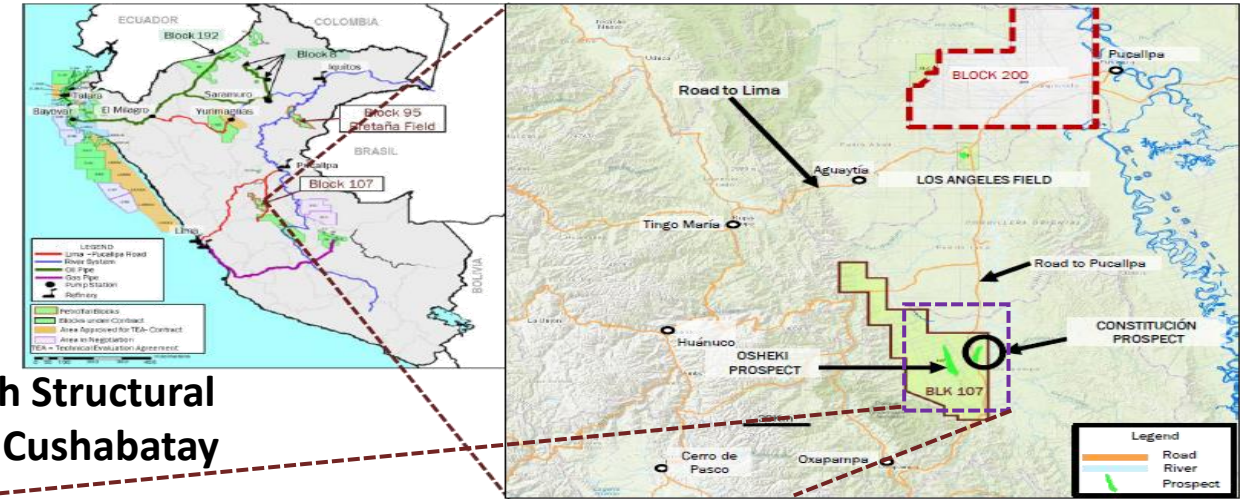
## Osheki-Kametza development concept

- 100% owned and operated block with > 252,000 hectares (> 622,000 acres), located in the Ucayali basin
- 3D geologic model supports Cretaceous reservoirs with oil charge from high quality Permian source rocks
- Two drillable prospects identified on 2-D seismic
  - Osheki-Kametza prospect
  - Constitución Sur prospect
- Recent reinterpretation of the seismic has shown that the Osheki prospect has two main structural culminations. To the south Osheki and to the north Kametza with a more accessible surface location.
- Due to smoother topography and dirt road access from main road to the Kametza surface location, the Osheki-Kametza prospect can now be drilled at an estimated cost of \$28 million rather than the \$40 million required to drill the Osheki surface location. Drilling costs for Constitución Sur are \$22 million
- Exploration commitment to drill two exploration wells extended to 2023/2024
- PetroTal will seek a farmout partner for the commitment wells or for longer term development after drilling the first well. Gran Tierra Energy has a 20% back-in interest in the block

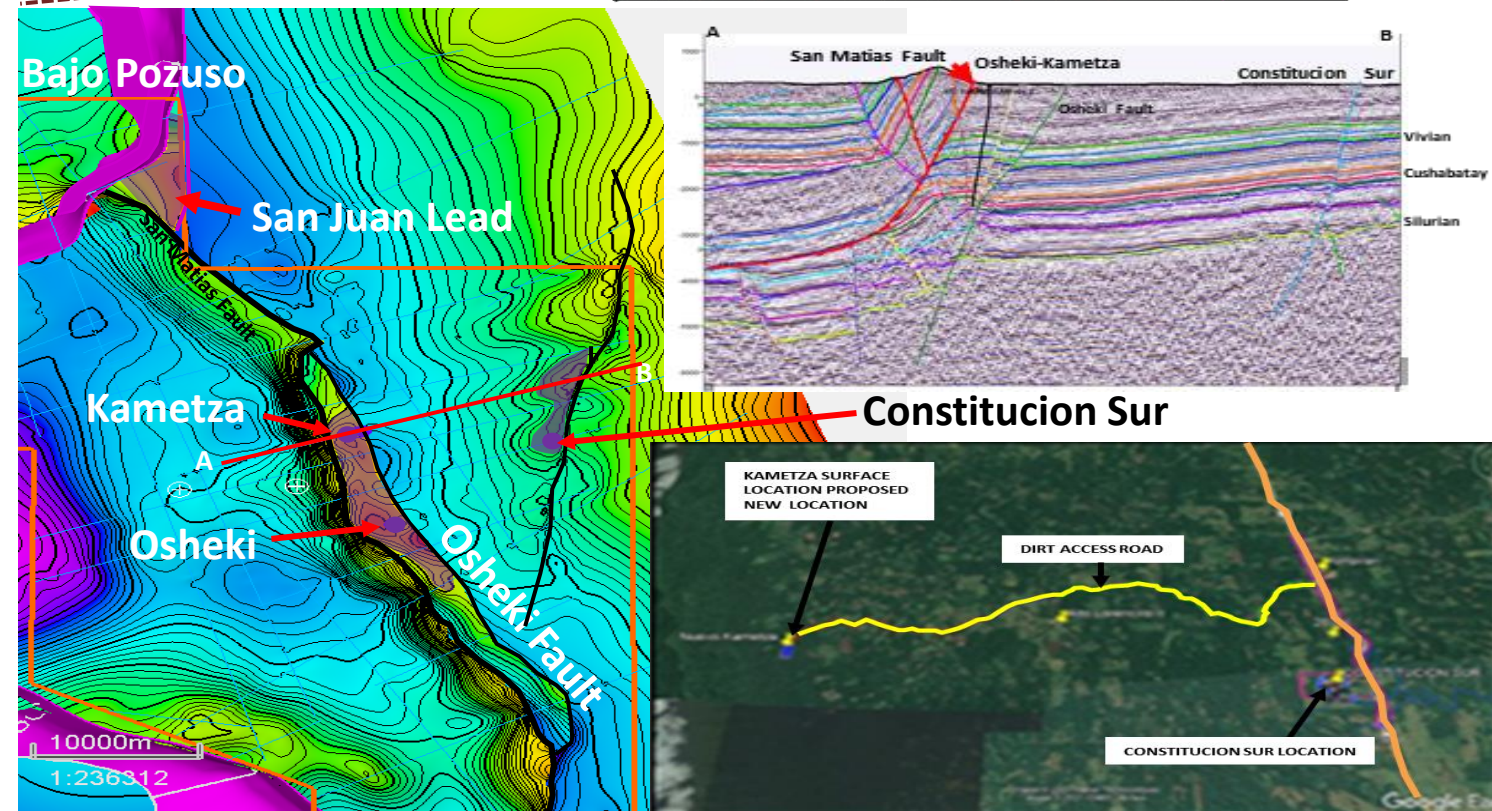
## Technical summary

Unrisked prospects	Best estimate (mmbbl)	Mean (mmbbl)	Pg (%)
Osheki-Kametza	278.4	534.2	21 - 28
Constitución Sur	31.6	68.5	18 - 21
Unrisked leads	Best estimate (mmbbl)	Mean (mmbbl)	
Bajo Pozuzo	259.0	1,016.5	
Lead A	20.1	39.0	
San Juan	72.9	147.4	
<b>Total</b>	<b>662.0</b>	<b>1,805.6</b>	

## Location and structure map



## Depth Structural Map Cushabatay

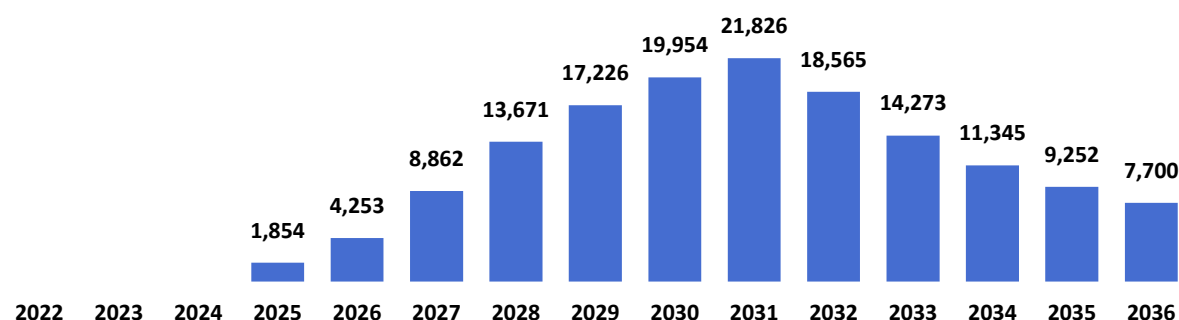


# Situation analysis – Osheki Kametza at 50% WI

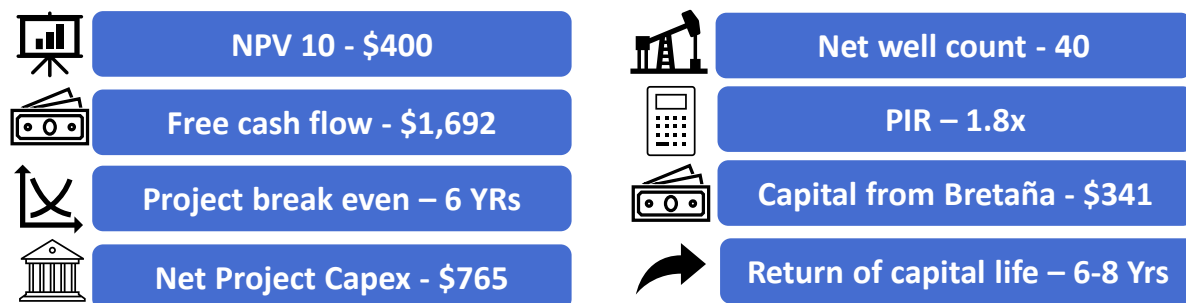
## Minimum case overview

- Gross WI technical estimate of ~80 locations @ \$8-\$10 million per drill using 3.5 mmbbls EUR per well (unrisked)
- Total net WI infrastructure spending of \$400 million over length of project and first surface locations
- Modeled **50%** chance of drilling success on 40 net (80 gross) locations
- **50% WI view**
- **71 mmbbls recovered (net)**
- First production – late 2025

## Risked production profile (bopd)



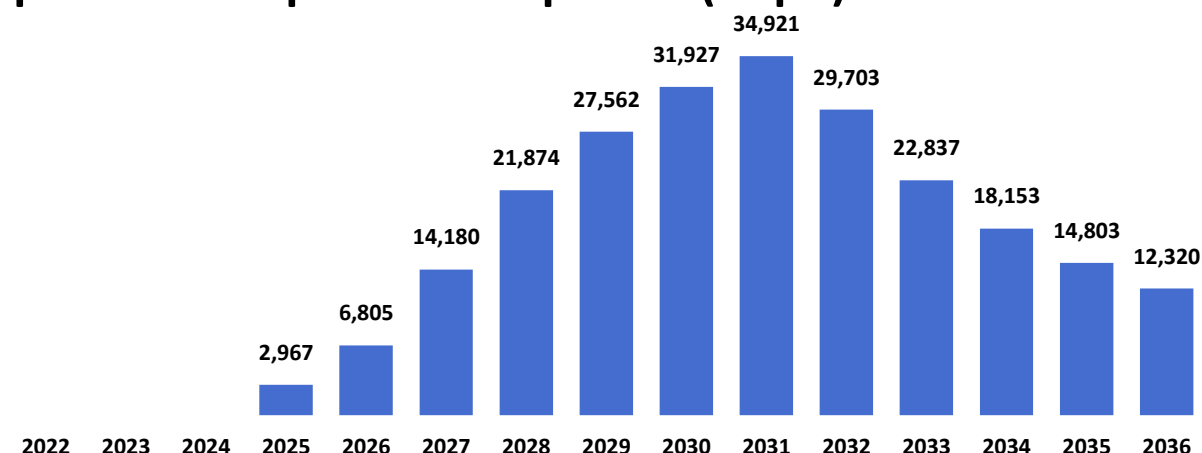
## Performance (millions USD)



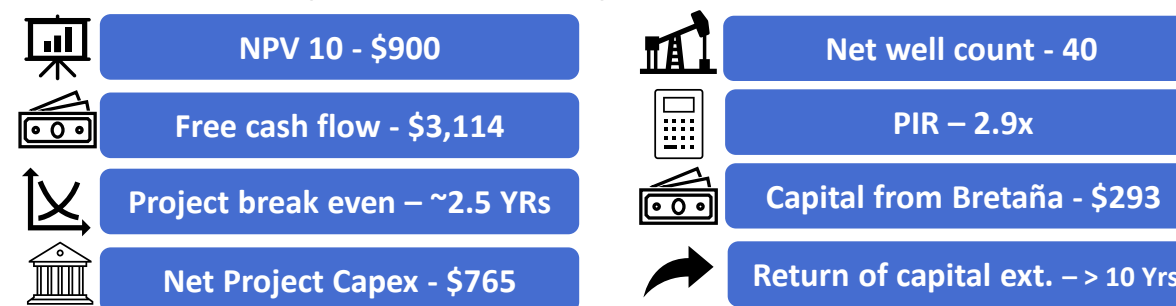
## Success case overview (Delineated development)

- Gross WI technical estimate of ~80 locations @ \$8-\$10 million per drill using 3.5 mmbbls EUR per well (unrisked)
- Total net WI infrastructure spending of \$400 million over length of project including the first surface location
- Modeled **80%** chance of drilling success on 40 net (80 gross) locations
- **50% WI view**
- **113 mmbbls recovered (net)**
- First production – late 2025

## Expected case production profile (bopd)



## Performance (millions USD)



# Situation analysis – PetroTal potential

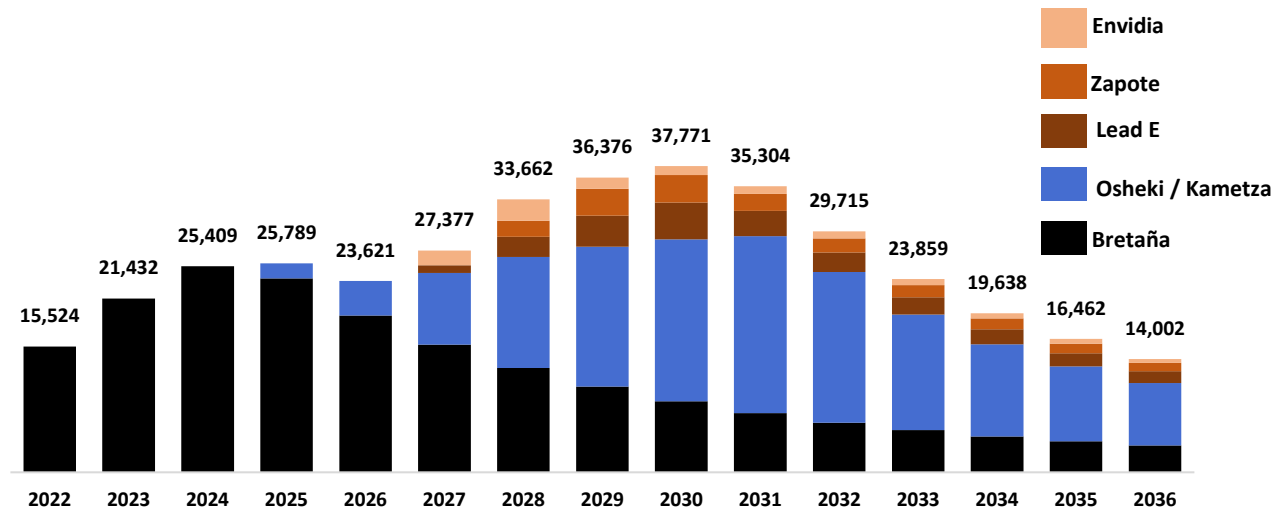
## Riskied cases + 2P Bretaña

- Modeled 2P Bretaña case (22 gross locations using 2021 NSAI production profile)
- Modeled riskied case for Osheki 50% WI
- Modeled riskied case for Block 95 expansion 100% WI
- **180 mmbbls recovered (net)**

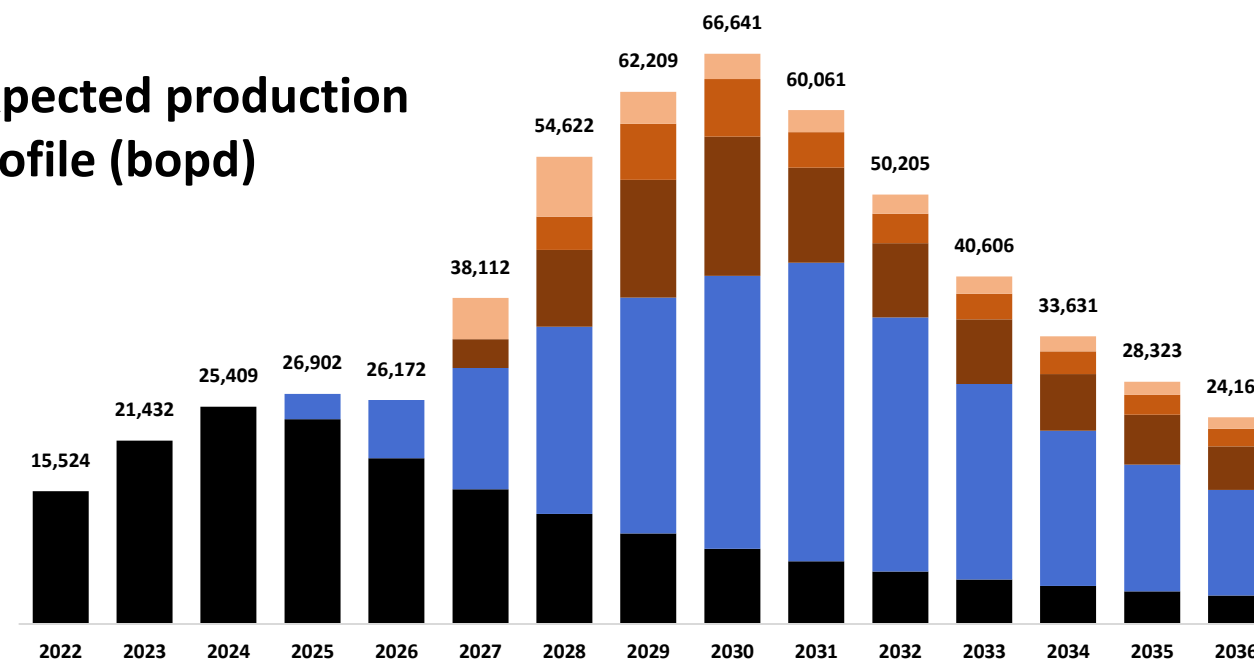
## Expected success cases + 2P Bretaña

- Modeled 2P Bretaña case (22 gross locations using 2021 NSAI production profile)
- Modeled expected case in Osheki 50% WI
- Modeled expected case in Block 95 expansion 100% WI
- **265 mmbbls recovered (net)**

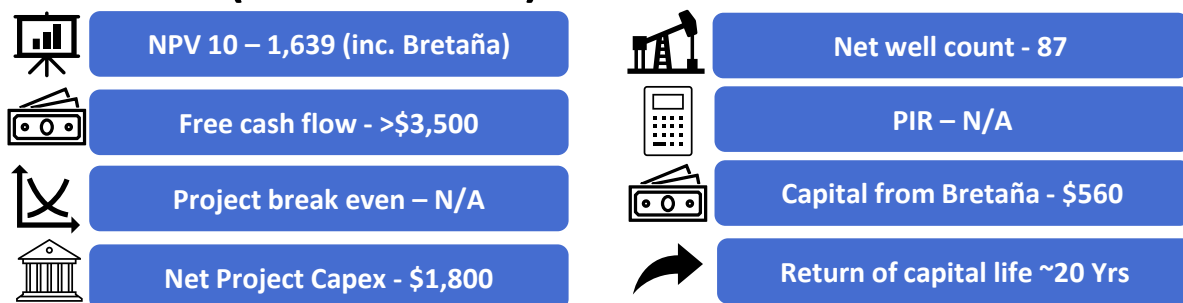
## Riskied production profile (bopd)



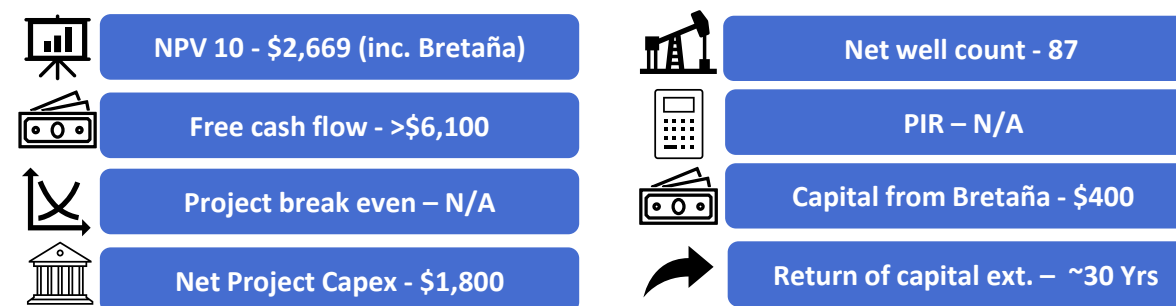
## Expected production profile (bopd)



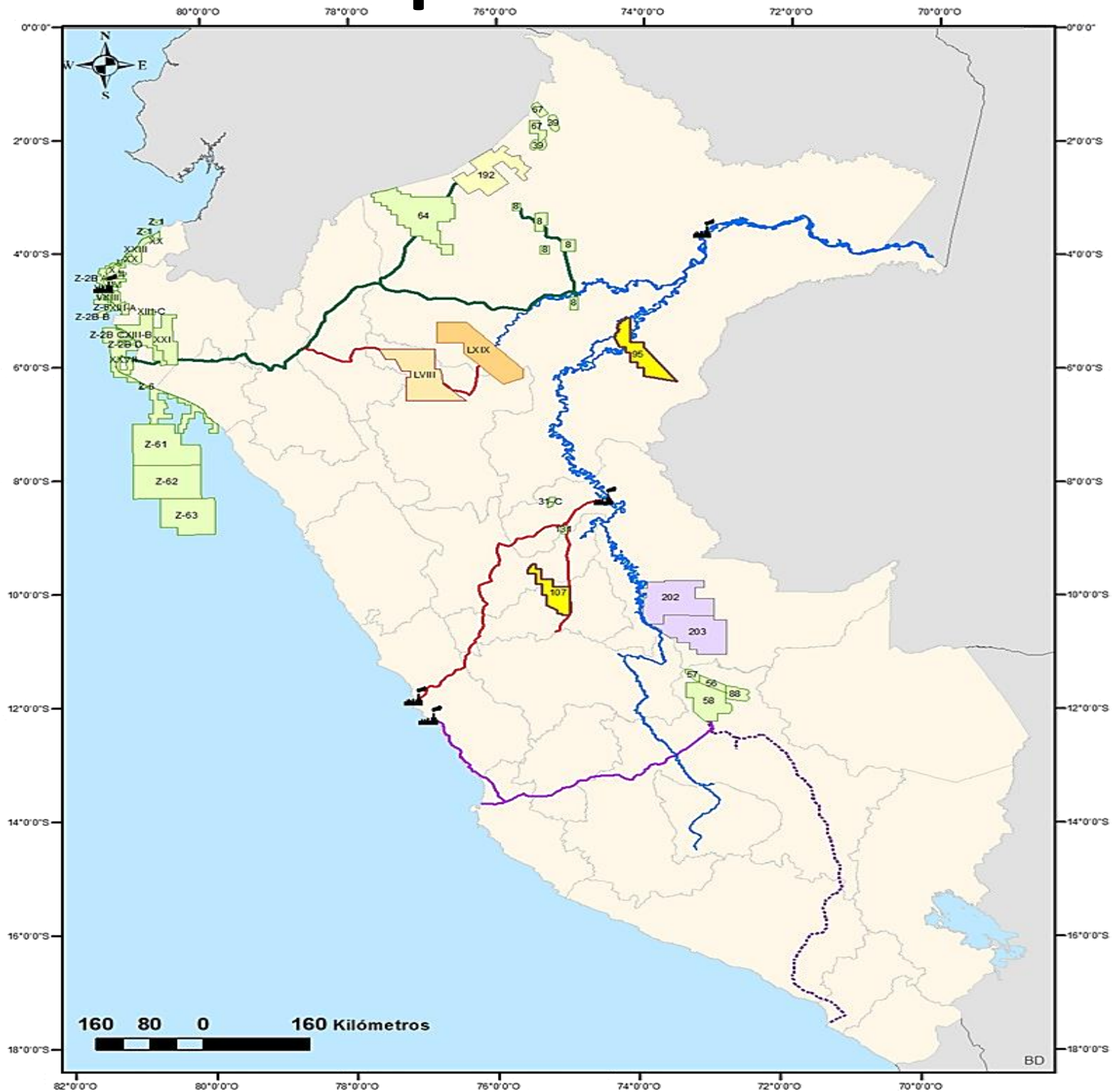
## Performance (millions USD)



## Performance (millions USD)



# Peru block map



- Lima –Pucallpa Road
- River System
- Oil Pipe
- Gas Pipe
- Southern Gas Pipe
- Refinery
- PetroTal Blocks
- Blocks under Contract
- In Negotiation-Prior Consultation
- Area Approved for TEA
- Area in Negotiation

## **Slide 2**

1. Market capitalization as at Jan 6, 2023 using a 1.35 CAD/USD exchange rate
2. Net debt(surplus) estimated as at Dec 31, 2022(not calculated for bond covenant purposes)(all long and short term liabilities excluding decommissioning less total cash, all receivables, and short and long term derivative assets)
3. NSAI Reserves statement effective date December 31, 2022
4. Reflects contracted offtake of 1,300-2,000 bopd
5. PetroTal also holds a 100% WI in the high impact exploration onshore Block 107
6. See disclaimers – Non Gaap financial measures

## **Slide 3 / 8**

1. Source – 2021 Sustainability Report

## **Slide 4**

1. Production quoted in bopd is average for the year indicated

## **Slide 5**

1. Drilling schedule subject to changes based on field operating conditions
2. Dates are estimated
3. “Start date” refers to the start of drilling

## **Slide 6**

1. See disclaimers – Non GAAP financial measures
2. Sales to Iquitos and Brazil assumed at 2,000 and 12,500 bopd respectively. No sales assumed to ONP in 2023
3. Net Operating Income (“NOI”) = Revenue less differentials, transportation fees, commercial fees, royalties, and operating costs
4. Free cash flow defined as NOI less G&A less tax less capex before any debt service or other cash costs (see disclaimers – Non Gaap financial measures)
5. Tax includes mandatory 5% employee tax
6. Net true-up revenue and derivative impact not included in after tax free cash flow matrix. After tax free cash flow matrix assumes a run rate Capex of \$125 million per year (see table notes)

## **Slide 7**

1. All reserve report references are per NSAI Reserves statement effective December 31, 2022. Recovery factors include historical production on top of estimate reserves (ultimate recovery)

## **Slide 9**

1. SDG refers to the United Nation’s 17 goals for sustainable development ([www.sdgs.un.org/goals](http://www.sdgs.un.org/goals))

## **Slide 10**

1. Social trust accrued payments are now being booking into royalties in the Company’s financial statements
2. Trust NAV is estimated based on management internal forecast and does not represent actual trust capital allocation policies

## **Slide 11**

1. Per the NSAI Reserves statement effective date 31 December 2022
2. AICD – Autonomous Inflow Control Devices

## **Slide 12**

1. All data is based on management estimates at this time



## **Slide 13**

1. With CPF-2, Bretaña has 90k bbl of crude storage
2. Up to eighteen barges available between 10k and 30k bbls capacity to supply ONP and Iquitos refinery
3. Iquitos and Brazil offtake capacity markets are on a monthly basis, thus allowing for maximum recurring sales of 18,000 bopd of average production assuming no issues at the Puinahua Channel or in the field (normal river levels)

## **Slide 14**

1. Includes associated infrastructure spending to CPF-2, such as power generation using crude oil as feedstock that helps lower lifting costs
2. When considering the Dec 31, 2022 3P volumes in the reserve report, additional injection capacity equipment is required

## **Slide 15**

1. Normalized time adds all hours of well operations together as if the wells were producing continuously to eliminate the impact of social and technical downtime
2. Cumulative NOI (net operating income)(see disclaimers – Non Gaap financial measures) is estimated based on financial statement netbacks at approximately the time of operation

## **Slide 16**

1. See disclaimers – Non Gaap financial measures
2. Capital intensity defined as total capex since inception divided into historical peak production reached

## **Slide 17**

1. Average Brent assumed at. Brazil commercial contract specifies Brent + 3 month pricing. Saramuro commercial contract specifies Brent + 8 month pricing (data not shown because not operational)
2. Production allocations by sales route are estimated and subject to material change depending on market conditions
3. Differential is estimated
4. EBITDA defined as Netback less G&A (See disclaimers non gaap financial measures)
5. 2023 G&A includes additional employee headcount
6. See disclaimers – Non Gaap financial measures

## **Slide 18**

1. Short and long term debt includes all liabilities excluding decommissioning
2. Net debt (see slide 2 footnotes) (not used for covenant purposes)
3. See disclaimers – Non Gaap financial measures
4. ROC indicates return of capital program
5. ROCE = Return of capital employed (EBIT / (Total Assets – Current Liabilities))

## **Slide 19 / 20**

1. Return of capital program subject o BOD approval and economic viability

**Slide 24**

1. Shareholders per Jan 30, 2023 (AIM rule 17 per PetroTal website)
2. Trading data source per TSX-V, OTC QX and AIM ending December 2022
3. On Nov 26, 2021 GTE sold an aggregate of 137,093,750 common shares in PetroTal

**Slide 25**

1. Return of capital program subject approval by the board of directors, viable sales routes and shipping conditions, and sufficient cash and working capital balances
2. Free cash flow illustration based on management estimates at this time, estimated capital expenditures and sales viable route to sales conditions
3. Tax estimated as 25% of EBITDA (proxy tax calculation). Actual tax for Peru is 32% of taxable income which factors depreciation and other deductions

**Slide 26**

1. 2022 E&Y Peru Investment Guide. (Chile 147, Colombia 210, Brazil 255 country risk ratings)

**Slide 27-30**

1. Best estimate = 26 mmbbls (modeled assumption 100% of best estimate and 40% of mean)
2. Production and cash flow profiles are internal management estimates and have not been confirmed or reviewed by a third party reserve evaluator and are subject to change based on management confirming assumptions in the future
3. See disclaimers (Non Gaap financial measures)
4. PIR = profit to investment ratio (PV of cash flows / PV of Capex)
5. Cash from Bretaña indicates the project funded gap required to be backfilled by equity, debt, or cash from Bretaña
6. Best and mean estimates per NSAI resource assessment effective date of June 2020
7. All economics and recovery estimates are internal estimates at this time and subject to changes and adjustments
8. Best estimate = 278 mmbbls (modeled assumption 50% and 80% of best estimate)

## *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 to, 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 facilities (CPF#2); expectations and assumptions concerning the success of 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; regulatory processes; drilling, completion and operating costs; commodity prices and netbacks; realization of anticipated benefits of acquisitions; hedging program; NPV-10 valuations; the performance of the management team and board; and ESG and CSR activities and commitments. Statements relating to “reserves” and “prospective resources” are also deemed to be forward looking statements, as they involve the implied assessment, based on certain estimates 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 time is dependent upon, among other things, free cash flow financial requirements for the Company’s operations and the execution of its growth strategy, fluctuations in working capital and the timing and amount of capital expenditures, debt service requirements and other factors beyond the Company’s control. Further, the ability of PetroTal to pay dividends will be subject to applicable laws (including the satisfaction of the solvency test contained in applicable corporate legislation) and contractual restrictions contained in the instruments governing its indebtedness.

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 legislation affecting the oil and gas industry, and uncertainties resulting from potential delays or 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 ratings, 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](http://www.sedar.com). Forward-looking information is based on current expectations, estimates and projections that involve a number of risks and uncertainties which could cause actual results to differ materially from those anticipated by the Company and described in the forward-looking information. The forward-looking information contained in this presentation is made as of the date hereof and the Company undertakes no obligation to update publicly or revise any forward-looking information, whether as a result of new information, future events or otherwise, unless required by applicable securities laws. The forward-looking information contained in this presentation is expressly qualified by this cautionary statement.

## *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.

## *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 estimated, as of a given date, to be potentially recoverable from 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 recoverable from the field in the event that it is discovered and developed. NSAI has determined that a 16% chance of discovery is appropriate for the prospective resources based on an assessment of a number of criteria. The estimates of 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 evaluated. Not only are such prospective resources estimates based on that information which is currently available, but such estimates are also subject to uncertainties inherent in the application of judgmental factors in interpreting such information. Prospective resources should not be confused with those quantities that are associated with contingent resources or reserves due to the additional risks involved. Because of the uncertainty of commerciality and the lack of sufficient exploration drilling, the prospective resources estimated herein cannot be classified as contingent resources or reserves. The quantities that might actually be recovered, should they be discovered and developed, may differ significantly from the estimates herein. The prospective resources estimates that are 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 include further delineation drilling, which could change the estimates either positively or negatively, future technology improvements, which would positively affect the estimates, and additional processing capacity that could affect the volumes recoverable or type of production. Additional facility design work, development plans, reservoir studies and delineation drilling is expected to be completed by PetroTal in accordance with its long-term resource development plan.

**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 plus possible 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 best 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.

**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 reservoir data and economics information for the lands held or to be held by PetroTal will be similar to 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 such discovered resources. A significant portion of the estimated volumes of TPIIP will never be recovered.

**US Disclaimer.** This presentation is not an offer of the securities for sale in the United States. The securities have not been registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States absent registration or an exemption from registration. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy nor shall there be any sale of the securities in any state in which such offer, solicitation or sale would be unlawful.

**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 royalties less field operating expenses (field netback). “Free cash” or “free cash flow” defined as EBITDA before hedging minus CAPEX minus tax. “Free cash flow after debt service” defined as EBITDA less interest and CAPEX (all estimated). “Yield” means free cash 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 gravity scale. Liquid petroleum with a specified gravity of 28° API or higher is generally referred to as light crude oil	
bopd	barrel of oil per day	Free Cash Flow	EBITDA less CAPEX and cash taxes 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	Ha	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	