

# Interim Presentation 2014

## First Quarter

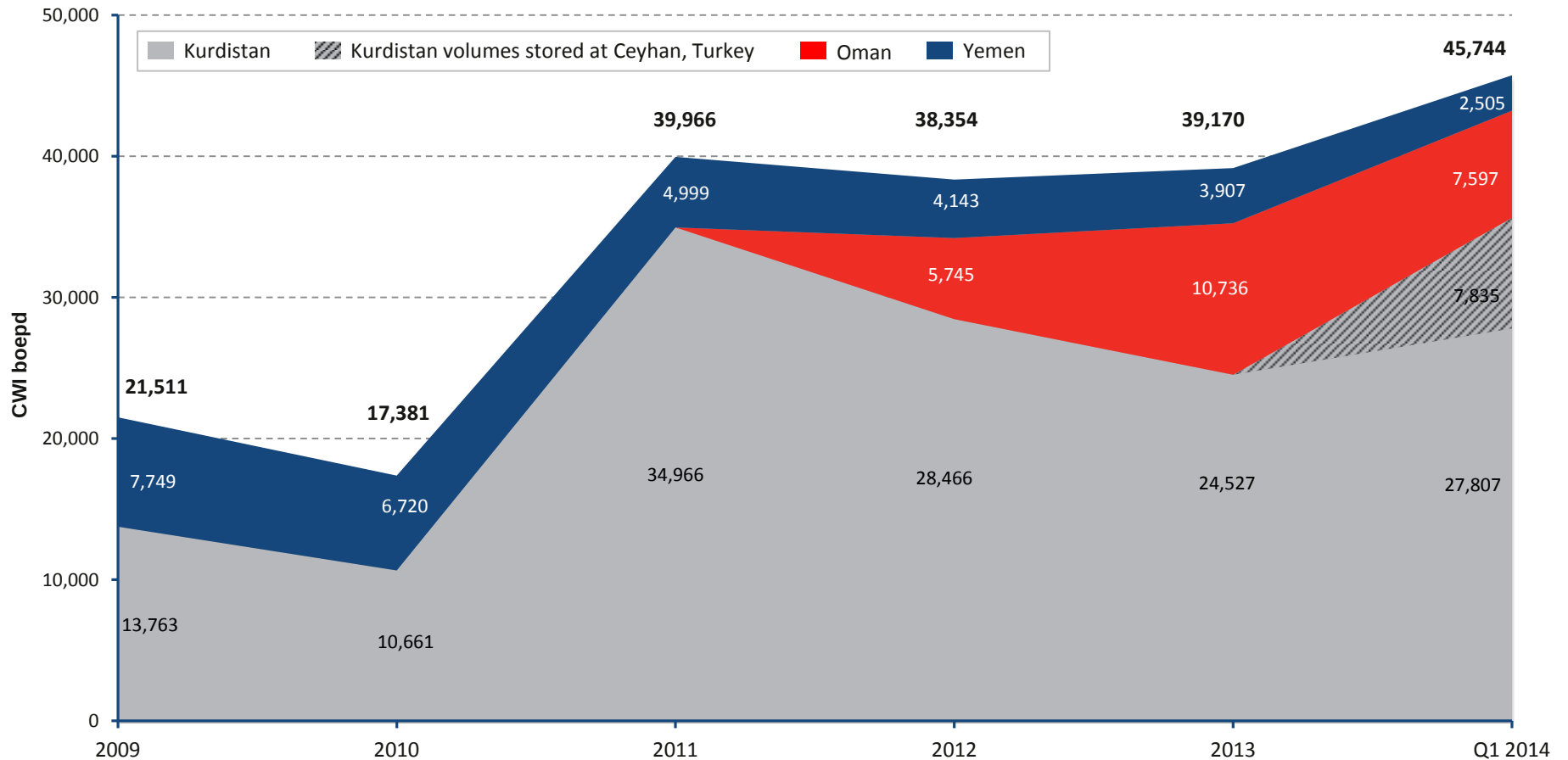


# Q1 2013 and year-to-date highlights

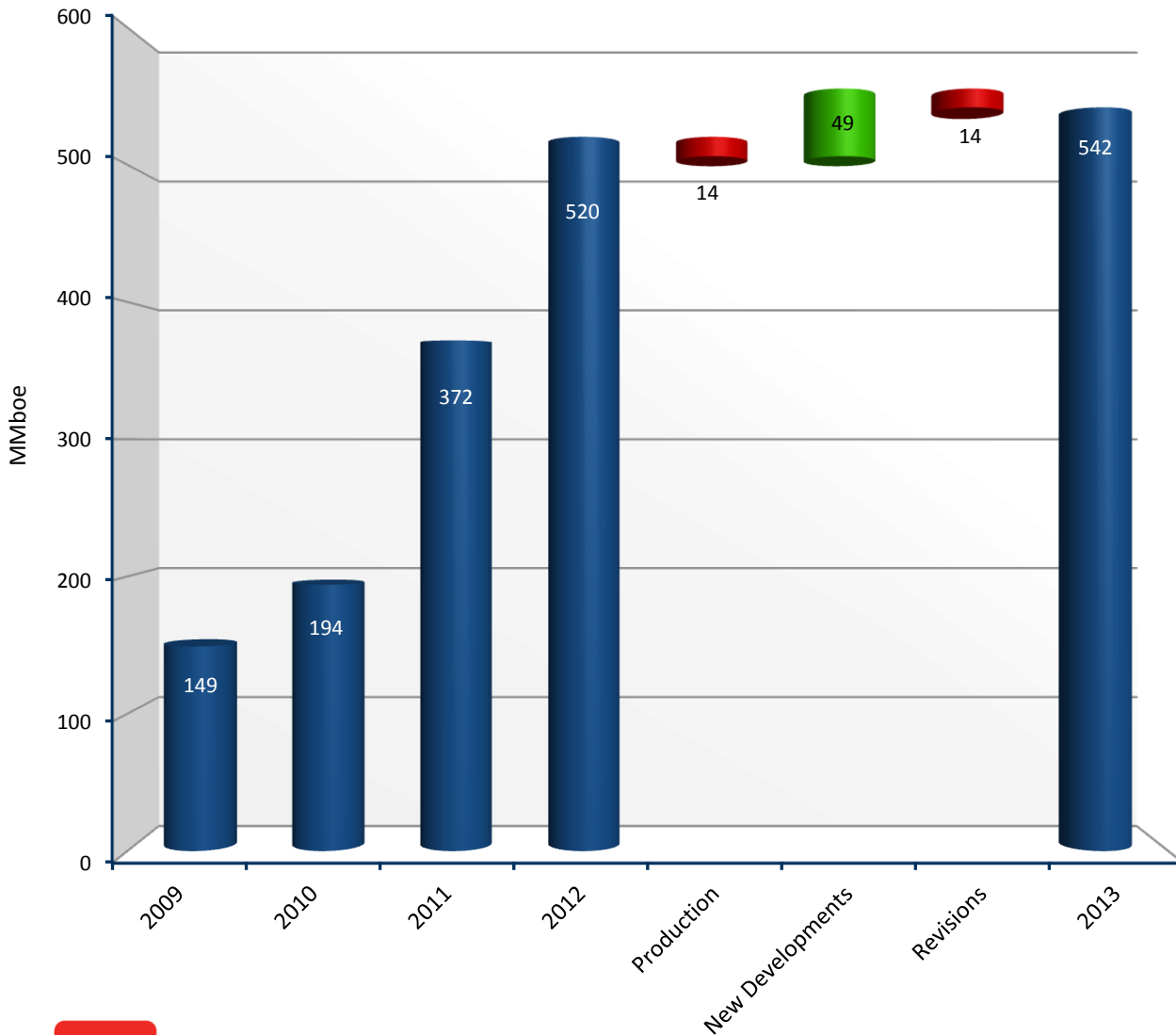
- Q1 company working interest (CWI) production of 45,744 boepd (78,917 boepd gross)
- Q1 CWI sales volumes of 37,909 boepd (66,279 boepd gross)
- Q1 operating revenue of USD 113 million and operating cash flow of USD 89 million
- Notwithstanding quarterly investments of USD 85 million, maintained strong financial position with free cash balance of USD 242 million at end Q1
- In addition to cash, held USD 95 million in financial assets, including a 4.2 percent stake in RAK Petroleum PCL, with balance held in DNO treasury shares
- DNO is the fastest growing producer in Kurdistan, capitalizing on early mover advantage
- Drilling and completing back-to-back, high deliverability horizontal wells at Tawke
- Initiating first sales of oil from the Benenan field and first flows of gas from the Summail field
- DNO is number one in Kurdistan in proved and probable reserves of oil and gas
- Tawke field is third largest onshore oil discovery in the world in past ten years



# CWI production



# CWI 2P reserves



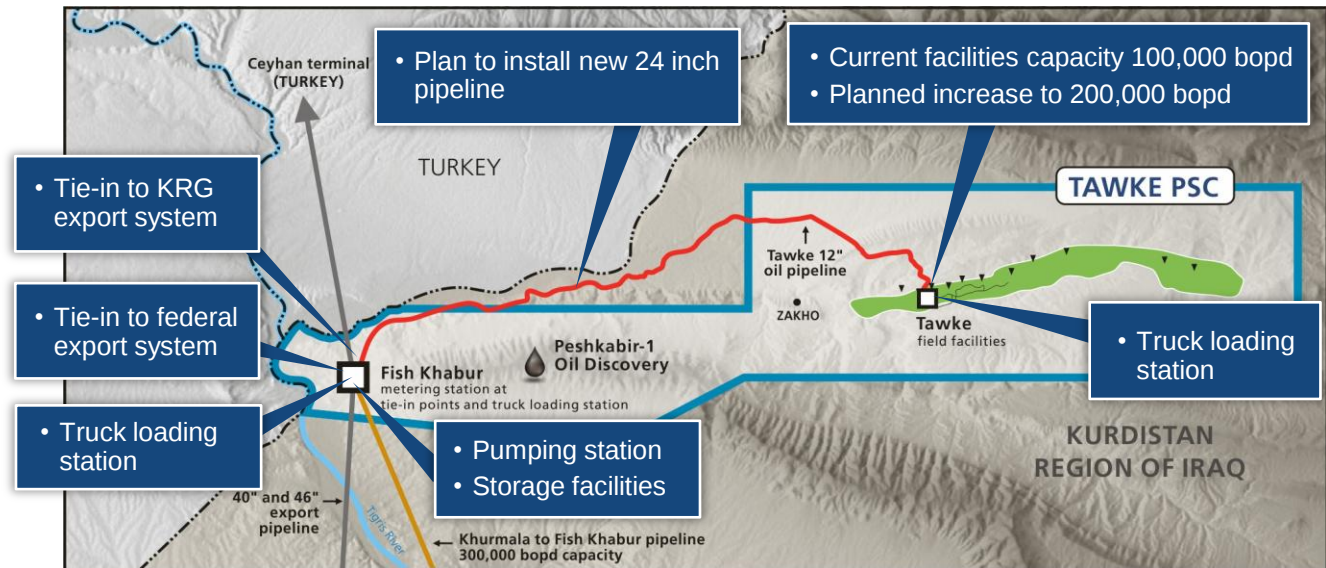
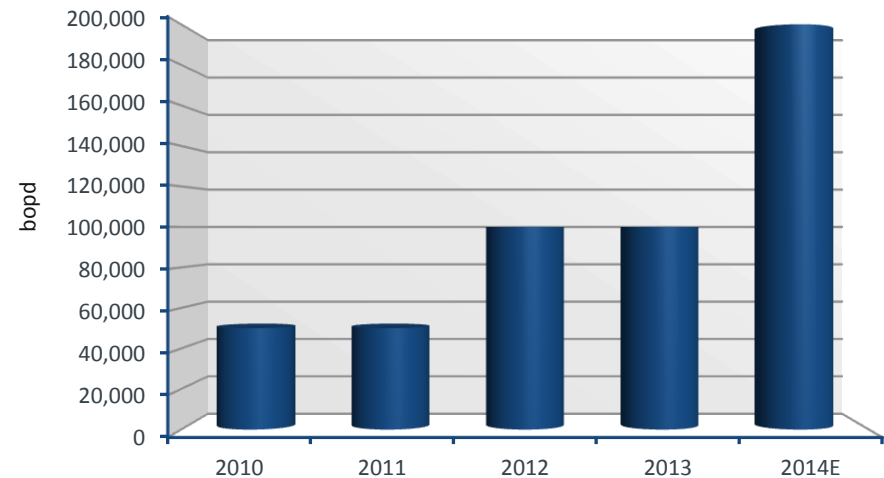
- CWI 2P reserves up 389 MMboe since 2009 (compound annual growth rate of 38 percent)
- 2013 reserve replacement ratio of 152 percent
- New reserves booked at Summail, Peshkabir and Benenan fields
- First Tawke horizontal wells too late in year to incorporate data; Tawke reservoir model update in 2014
- Average finding and development cost of USD 2.30/boe since end 2009
- DNO is the lowest cost operator in Kurdistan



# Progress at Tawke

- Set new daily field production record of 129,000 barrels in March
- Four horizontal wells currently on production
- Preparing to test two newly completed horizontal wells
- Three more horizontal wells to be drilled in 2014
- Together these nine horizontal wells will span full length of Tawke field by end 2014 (dimensions 35 km by 5 km)
- On track to raise facilities capacity to 200,000 bopd at end 2014
- Installing new 24 inch pipeline to provide transportation system redundancy and increase export capacity by another 300,000 bopd

Year-end facilities capacity



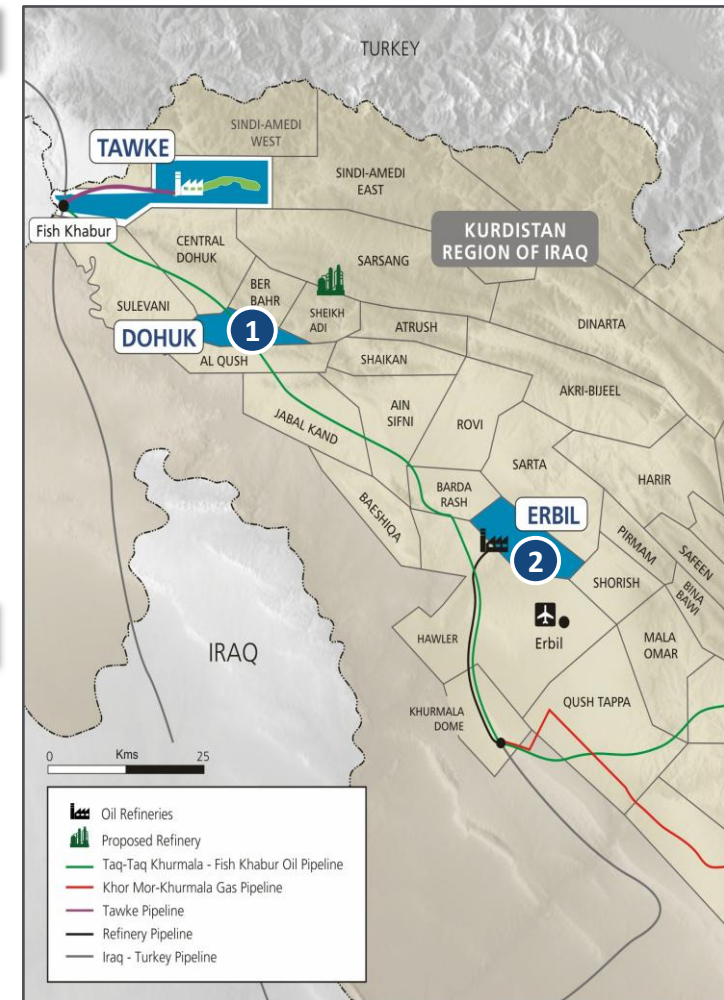
# Progress at Dohuk and Erbil licenses

## 1 Dohuk license

- Pressuring up pipelines to initiate sales from Summail-1 well to Dohuk Power Plant at up to 50 MMcfd
- Summail-3 well completed; Summail-2 well drilling ahead
- Deliveries to ramp up to 100-120 MMcfd with three wells and addition of new processing capacity
- Project enhances DNO's production and revenue mix in Kurdistan and helps displace diesel and lower local power generation costs

## 2 Erbil license

- Prioritizing fast track development of Benenan and Bastora heavy oil fields
- Initiated sales from Benenan-3 well – production of up to 1,500 bopd from one Najmeh zone with several other zones to be tested
- Incorporate Benenan-4 well into a four well early production program



# Production and development activity

- Sixteen production and development wells in some stage of drilling this year in three countries
- There has not been a day since 1998 that DNO has not been drilling somewhere across its portfolio
- This reflects DNO's DNA – notwithstanding evolution and change, one thing continues – we like to drill

| Firm and contingent program |                  |              | 2014 |    |    |    | 2015 |
|-----------------------------|------------------|--------------|------|----|----|----|------|
|                             | Well name        | DNO interest | Q1   | Q2 | Q3 | Q4 | Q1   |
| Kurdistan                   | Tawke-21         | 55.00%       | →    |    |    |    |      |
|                             | Tawke-22         | 55.00%       | →    |    |    |    |      |
|                             | Tawke-24         | 55.00%       | →    |    |    |    |      |
|                             | Tawke-26         | 55.00%       | →    |    |    |    |      |
|                             | Tawke-25         | 55.00%       |      | →  |    |    |      |
|                             | Tawke-28         | 55.00%       |      |    | →  |    |      |
|                             | Tawke-27         | 55.00%       |      |    | →  |    |      |
|                             | Tawke Tertiary-1 | 55.00%       |      |    |    | →  |      |
|                             | Tawke Tertiary-2 | 55.00%       |      |    |    | →  |      |
|                             | Summail-3        | 40.00%       | →    |    |    |    |      |
|                             | Summail-2        | 40.00%       |      | →  |    |    |      |
|                             | Benenan-5        | 40.00%       |      |    |    | →  |      |
| Yemen                       | Tasour-28        | 38.95%       |      | →  |    |    |      |
|                             | Yaalen-4S2       | 40.00%       |      |    |    | →  |      |
| Oman                        | West Bukha-5 w/o | 50.00%       | →    |    |    |    |      |
|                             | West Bukha-6     | 50.00%       |      |    |    | →  |      |



# Exploration and appraisal activity

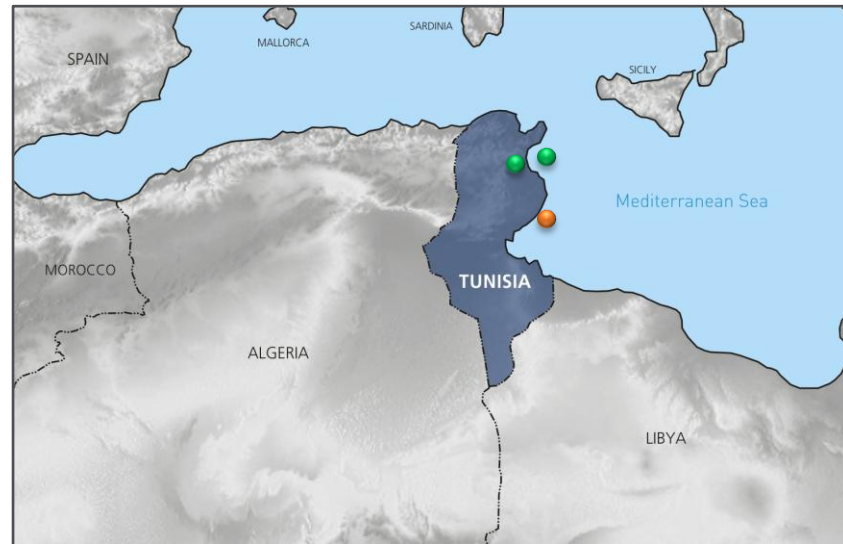
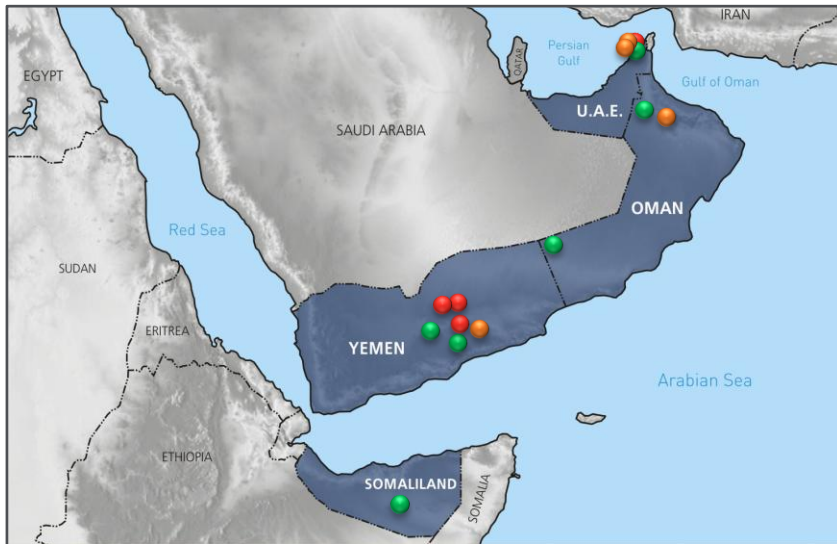
- Active exploration and appraisal drilling program in 2014 and 2015
- Looking to “move the needle” again by targeting 570 MMboe of gross unrisked resources across the portfolio
- Seven exploration and appraisal wells expected to spud over the next nine months
- Peshkabir-2 most important drilling catalyst in current portfolio
- Also plan to acquire 1,500 km of 2D seismic and 1,410 km<sup>2</sup> of 3D seismic in 2014

| Firm and contingent program |                     |              |                      | 2014 |                                                                                       |                                                                                       | 2015                                                                                 |    |
|-----------------------------|---------------------|--------------|----------------------|------|---------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|----|
|                             | Well name           | DNO interest | Gross unrisked MMboe | Q2   | Q3                                                                                    | Q4                                                                                    | Q1                                                                                   | Q2 |
| Kurdistan                   | Peshkabir-2         | 55.00%       | 225                  |      |                                                                                       |    |   |    |
|                             | Tawke-29 (Jurassic) | 55.00%       | 150                  |      |                                                                                       |                                                                                       |   |    |
| Yemen                       | Salsala-2           | 38.95%       | 7                    |      |    |                                                                                       |                                                                                      |    |
|                             | Gabdain-3           | 18.00%       | 55                   |      |                                                                                       |    |                                                                                      |    |
|                             | Nabrajah-18/S2      | 56.67%       | 2                    |      |                                                                                       |                                                                                       |  |    |
| Oman                        | Block 36            | 75.00%       | 100                  |      |                                                                                       |  |                                                                                      |    |
| Tunisia                     | Jawhara-3           | 87.50%       | 30                   |      |  |                                                                                       |                                                                                      |    |
| Total                       |                     |              | 570                  |      |                                                                                       |                                                                                       |                                                                                      |    |

 Exploration well  Appraisal well

# Progress across the portfolio

- Oman Block 8 production uptick expected following completion of West Bukha workover program
- Slide in Yemen production reflects prevailing security conditions but now beginning to ramp up field operations
- In Tunisia preparing to drill first well at Sfax offshore permit
- Farmed down RAK Onshore from 100 percent to 70 percent following farm down of SL18 in Somaliland to 60 percent



● Producing block    ● Appraisal / development block    ● Exploration block

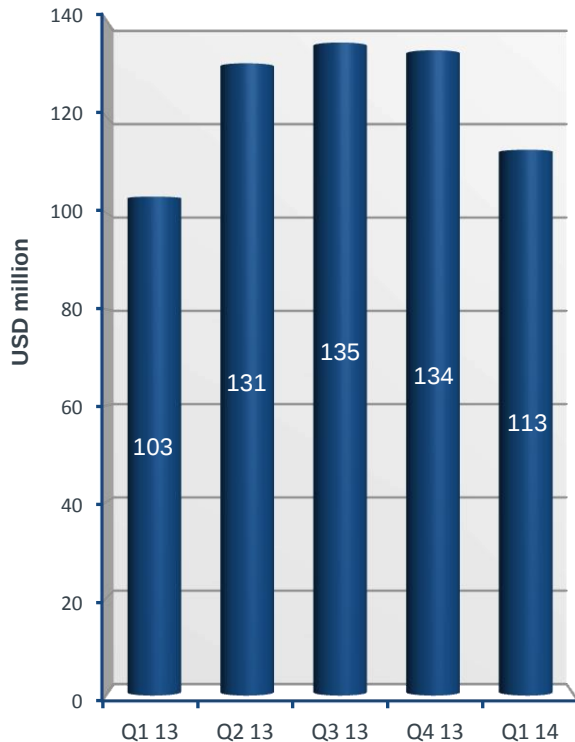
The background of the slide is a close-up photograph of a dark, wet surface, possibly asphalt or a metal plate, covered with numerous small, glistening water droplets. Several vertical streaks of light blue and white are visible, which are reflections of light or perhaps reflections of a building or structure. The overall tone is dark and moody, with the highlights from the droplets and reflections providing contrast.

# Interim Presentation 2014 Financial Summary

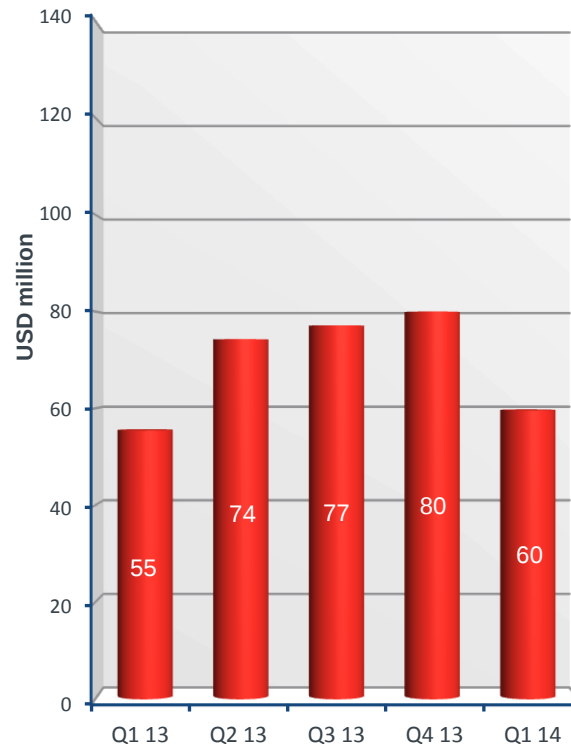
# Q1 2014 financial results – key figures

- Change in presentation currency from NOK to USD effective from Q1 2014
- Q1 financial results do not include contribution of value from Tawke oil in storage at Ceyhan
- Investment program across portfolio continues to be funded by operational cash flow

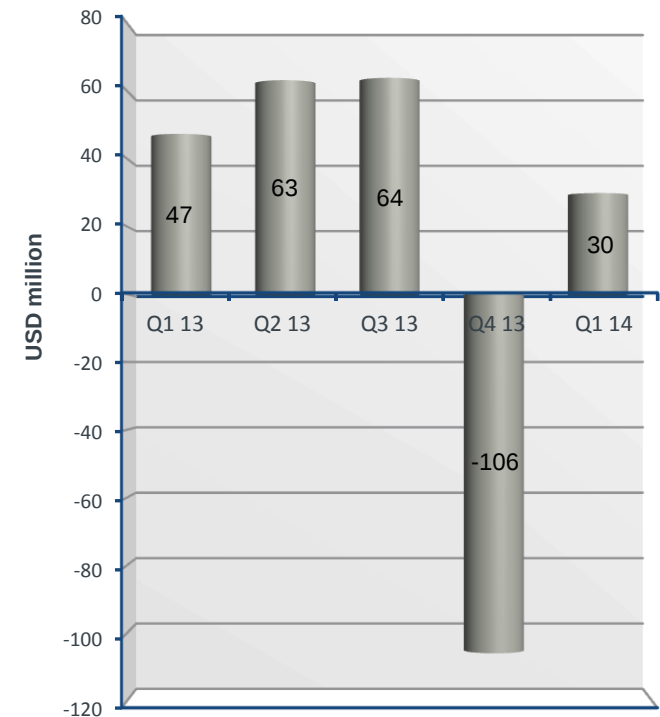
## Revenues



## Netback

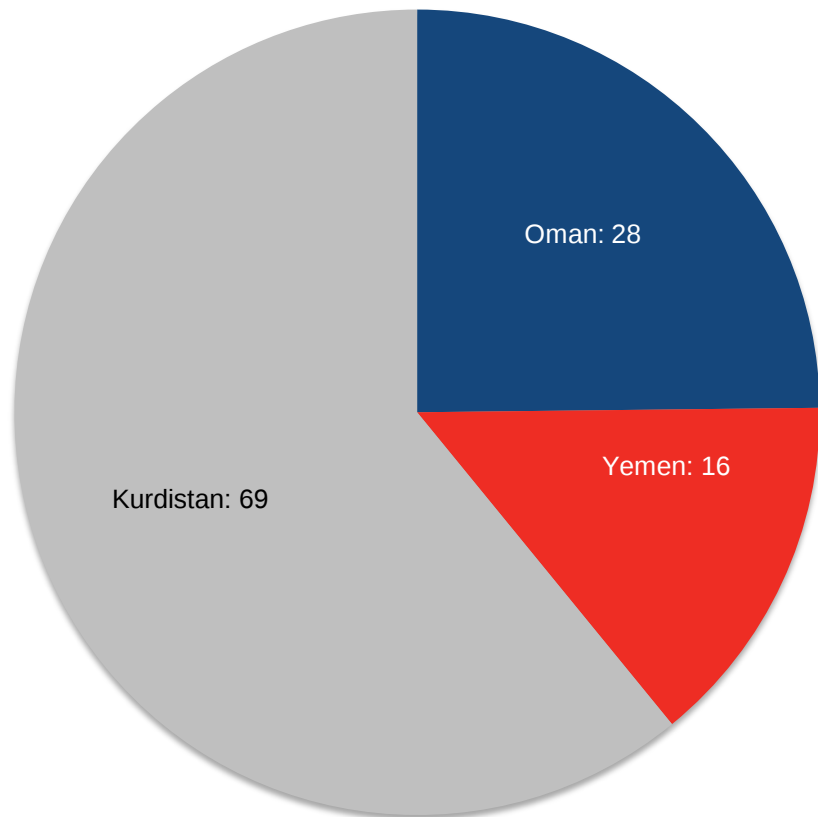


## Operating profit

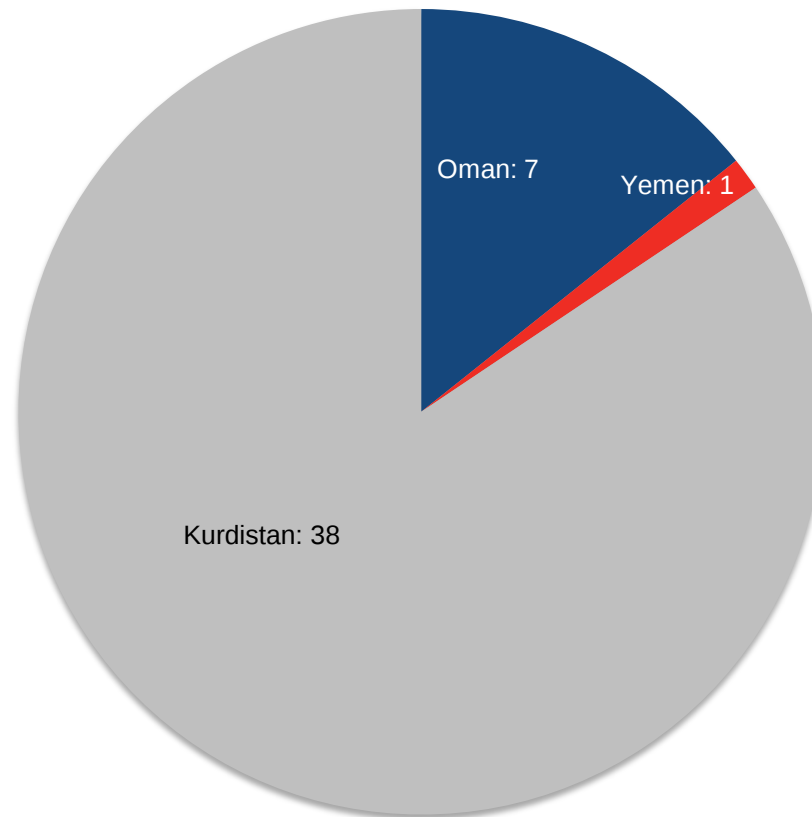


# Q1 2014 revenue and gross profit distribution

Revenues – USD million



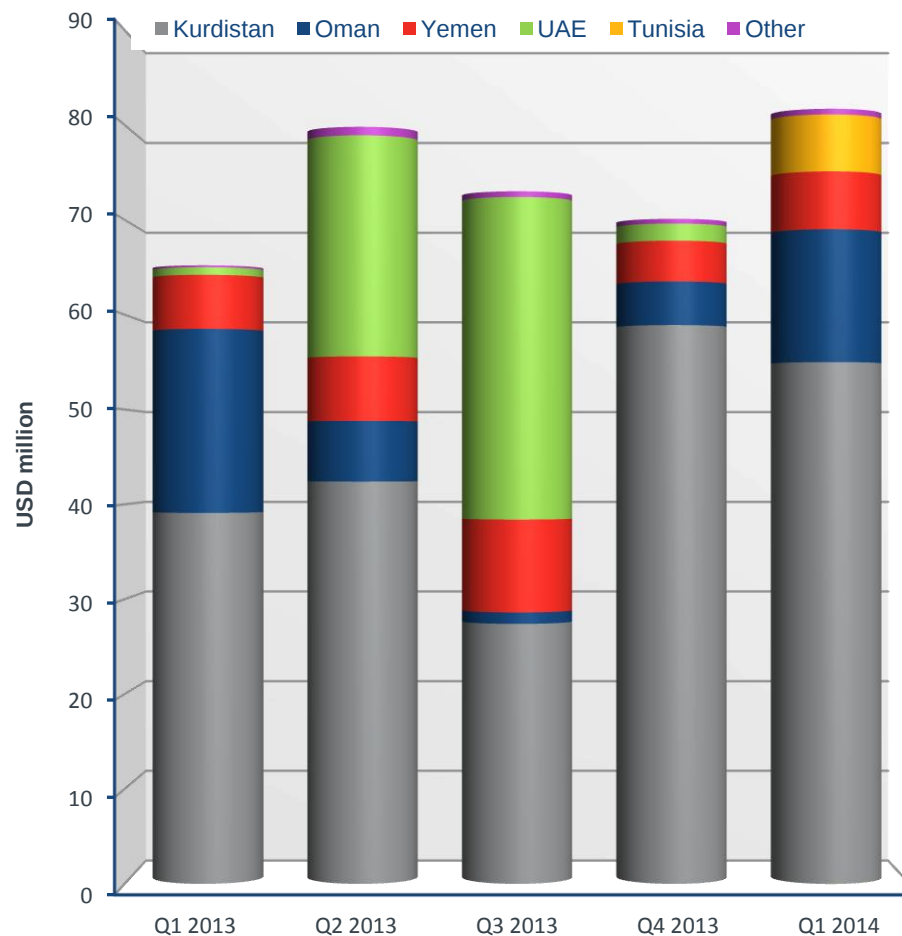
Gross Profit – USD million



# Increasing investments in line with plan

- Capex and capitalized exploration increased to USD 85 million in Q1
- In line with 2014 budget and guidance
- New Summail gas development project accounted for USD 19 million in Q1
- Start of activity in Tunisia
- Retain discretion over investment program

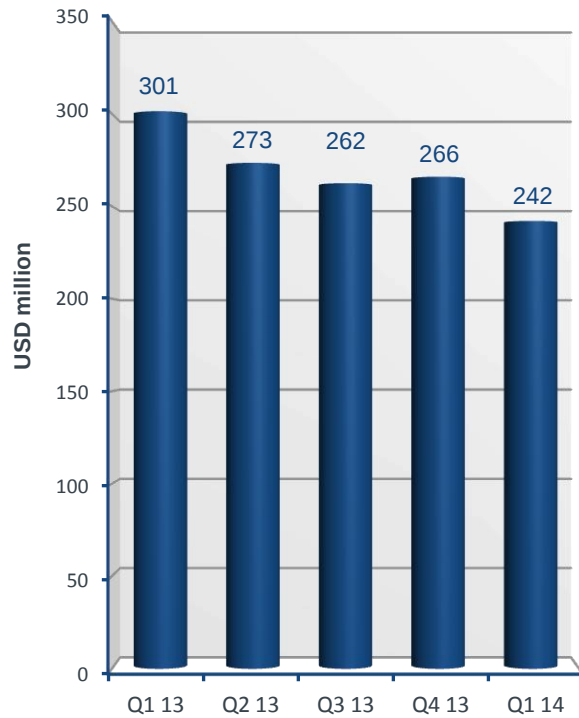
Capex and capitalized exploration



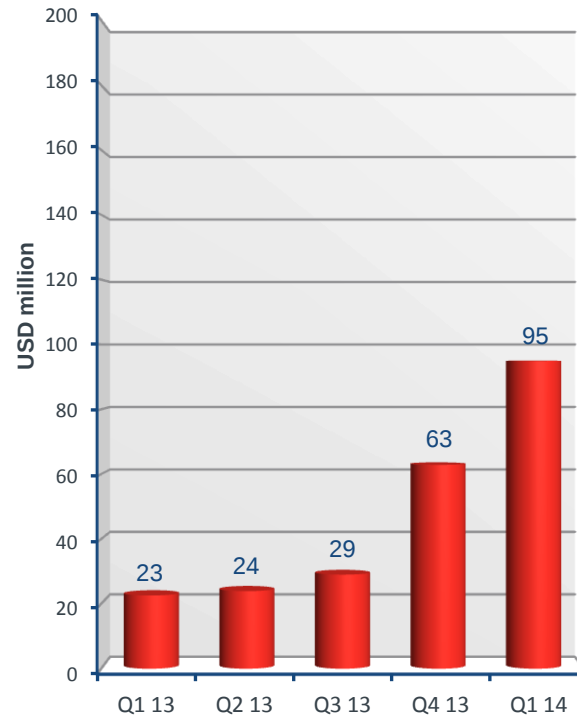
# Robust capital structure

- Maintained strong financial position – net cash positive versus debt
- Capacity to execute work program and capitalize on new opportunities

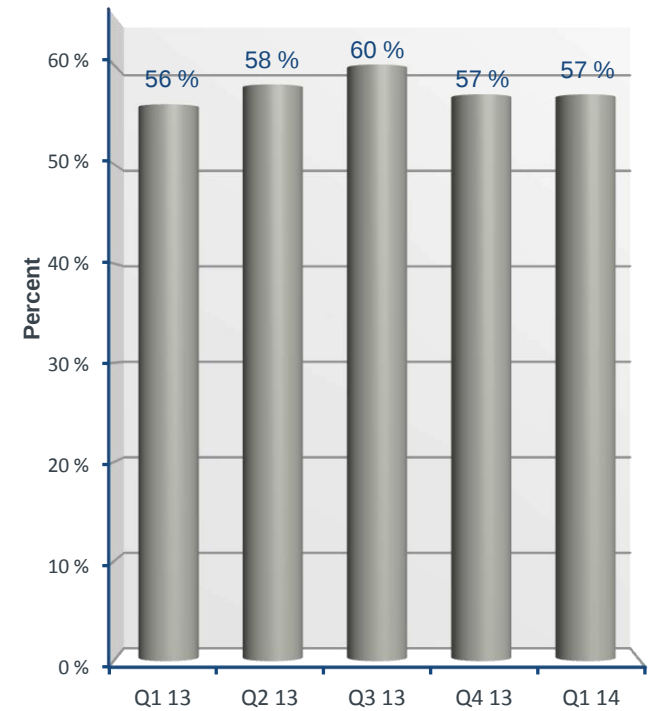
## Cash deposits at bank



## Financial assets held\*



## Equity ratio



\* Includes value of treasury shares at market price and RAK Petroleum PCL shares at fair value

# Financial results – summary

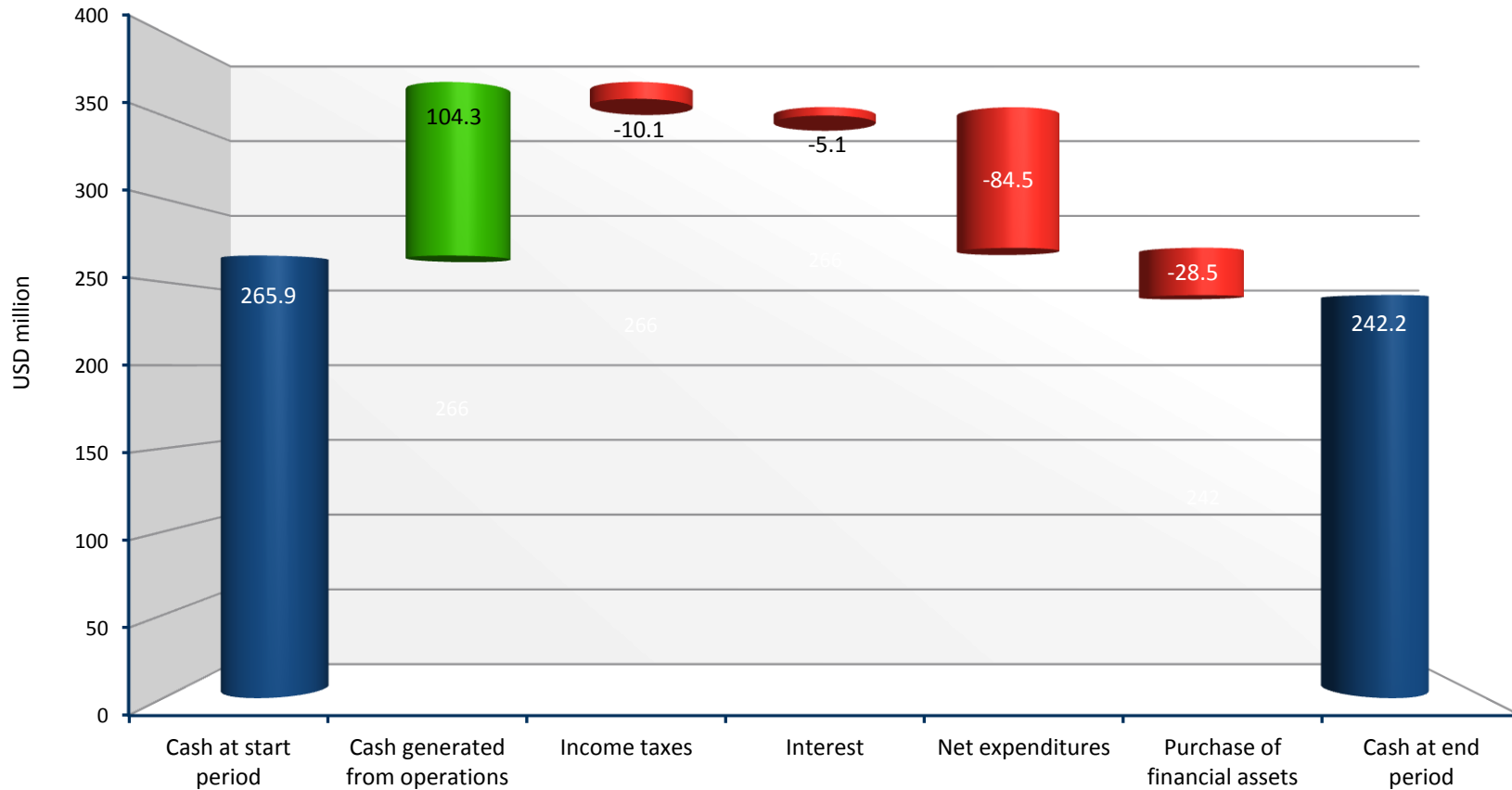
| USD million                                    | Q1 2014      | Q4 2013       | Q1 2013      | FY2013       | FY2012       |
|------------------------------------------------|--------------|---------------|--------------|--------------|--------------|
| <b>Sales</b>                                   | <b>112.8</b> | <b>133.6</b>  | <b>103.3</b> | <b>503.0</b> | <b>524.5</b> |
| Cost of goods sold                             | -71.1        | -48.4         | -49.9        | -208.3       | -208.4       |
| Expensed exploration                           | -5.3         | -3.9          | -1.9         | -10.3        | -13.4        |
| Admin/other                                    | -6.7         | -187.0        | -4.4         | -216.5       | -32.7        |
| <b>Profit/(loss) from operating activities</b> | <b>29.7</b>  | <b>-105.7</b> | <b>47.1</b>  | <b>67.9</b>  | <b>270.0</b> |
| Net finance                                    | -3.5         | -1.2          | -3.2         | -9.7         | -22.0        |
| <b>Profit/(loss) before income tax</b>         | <b>26.2</b>  | <b>-106.9</b> | <b>43.9</b>  | <b>58.2</b>  | <b>248.0</b> |
| Income tax expense                             | -2.5         | 8.8           | -13.8        | -31.3        | -49.9        |
| <b>Net profit/(loss)</b>                       | <b>23.7</b>  | <b>-98.1</b>  | <b>30.1</b>  | <b>27.0</b>  | <b>198.1</b> |

## Q1 Highlights

- Lower revenues in Kurdistan and Yemen
- Increase in COGS mainly from higher DD&A

# Q1 cash flow movements

- Cash generated from operations continues to fund capital expenditures, taxes and interest



# Interim Presentation 2014

## First Quarter



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