



**Woodside Petroleum Ltd.**

**2003 Annual Results**

**“Commitment to Growth”**

Keith Spence  
Acting CEO

# Disclaimer and Important Notice

---

This presentation contains forward looking statements that are subject to risk factors associated with oil and gas businesses. It is believed that the expectations reflected in these statements are reasonable but they may be affected by a variety of variables and changes in underlying assumptions which could cause actual results or trends to differ materially, including but not limited to: price fluctuations, actual demand, currency fluctuations, drilling and production results, reserve estimates, loss of market, industry competition, environmental risks, physical risks, legislative, fiscal and regulatory developments, economic and financial market conditions in various countries and regions, political risks, project delay or advancement, approvals and cost estimates.

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated.

# 2003 Full Year Financial Performance

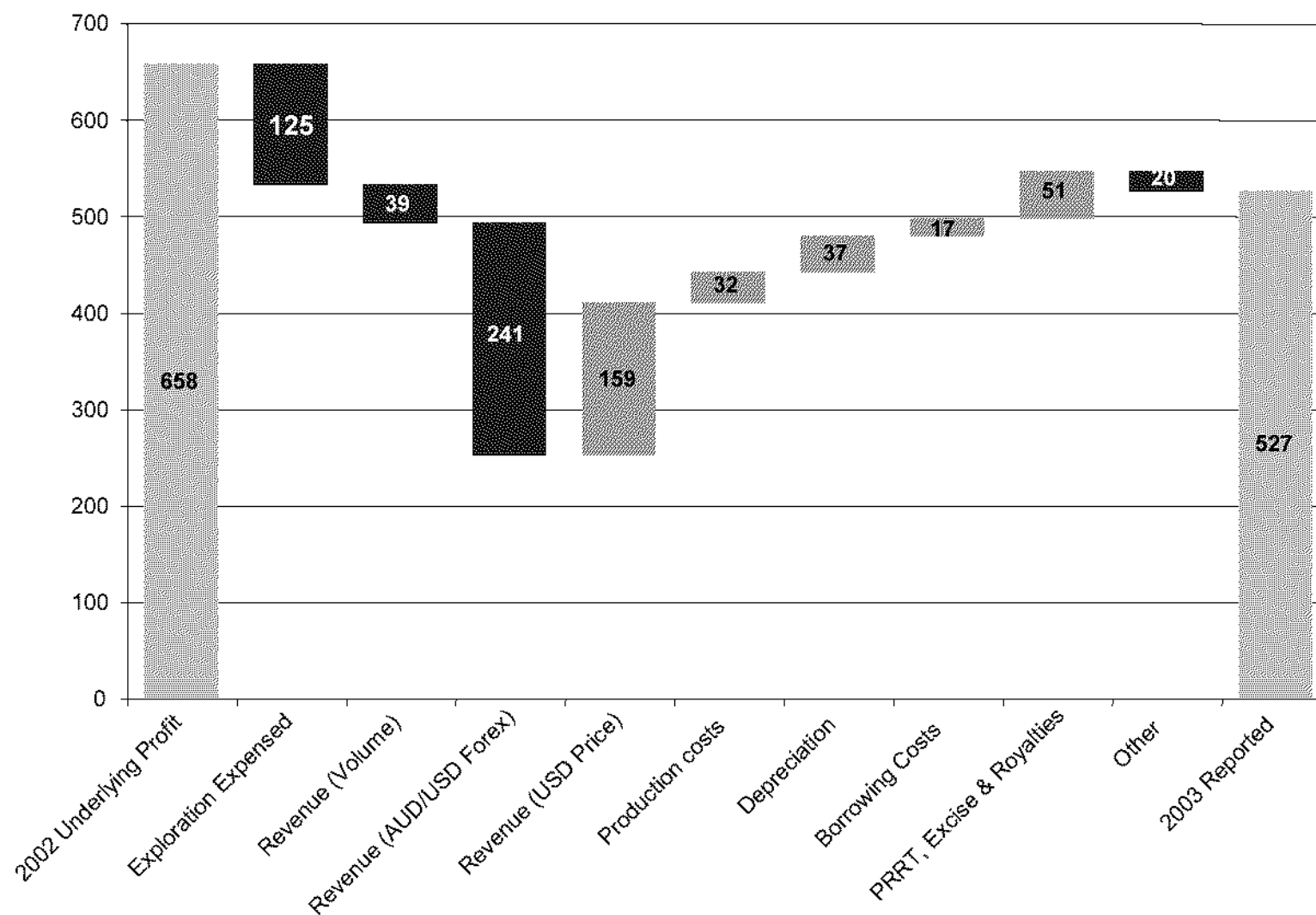
|                                                           | 2003         | 2002 <sup>(1)</sup>         | % VAR         |
|-----------------------------------------------------------|--------------|-----------------------------|---------------|
| Production volume (million boe)                           | 58.9         | 64.2                        | (8.2)         |
| Sales volume (million boe)                                | 59.0         | 62.7                        | (5.9)         |
| Oil & Gas Revenue (A\$M)                                  | 2,059.3      | 2,240.6                     | (8.1)         |
| EBITDAX (A\$M)                                            | 1,387.4      | 1,381.7                     | 0.4           |
| Exploration expense (A\$M)                                | (295.5)      | <sup>(2)</sup> (166.8)      | 77.2          |
| <b>NPAT (A\$M)</b>                                        | <b>526.7</b> | <sup>(2)</sup> <b>657.7</b> | <b>(19.9)</b> |
| 2002 Significant Items                                    |              |                             |               |
| Write-down of Oil Search holding post-tax (A\$M)          |              | (106.0)                     |               |
| Successful Efforts Adjustment post-tax (A\$M)             |              | <sup>(3)</sup> (643.7)      |               |
| <b>Reported Profit</b> (post 2002 significant items A\$M) | <b>526.7</b> | <b>(92.0)</b>               |               |
| Total dividend applicable to full year (c.p.s)            | 46           | 62                          | (25.8)        |
| Net Operating Cash Flow (A\$M)                            | 1,202.9      | 1,206.9                     | (0.3)         |
| Gearing (%)                                               | 26.8         | 35.5                        | (24.5)        |
| Long term debt (US\$M)                                    | 800          | 810                         | (1.2)         |

(1) Restated for Successful Efforts accounting approach

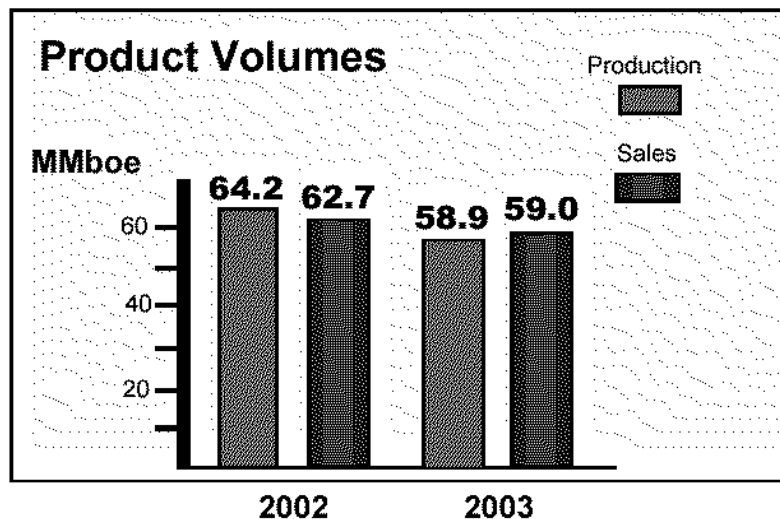
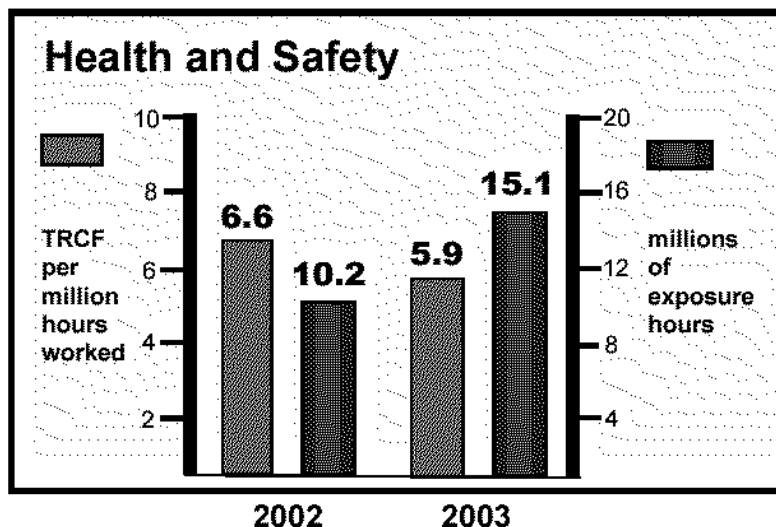
(2) Includes Successful Efforts accounting adjustment for 2002 only

(3) Successful Efforts accounting adjustment up to end 2001

# 2003 Full Year Results – Variance to 2002

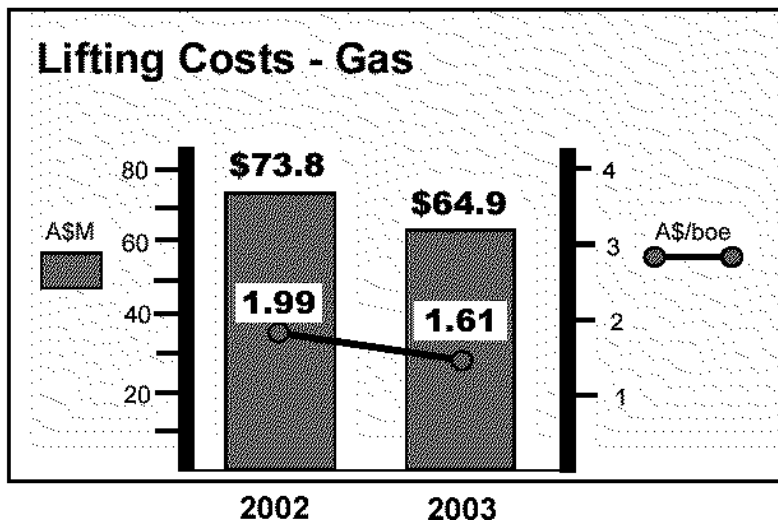


# 2003 Full Year Operational Performance

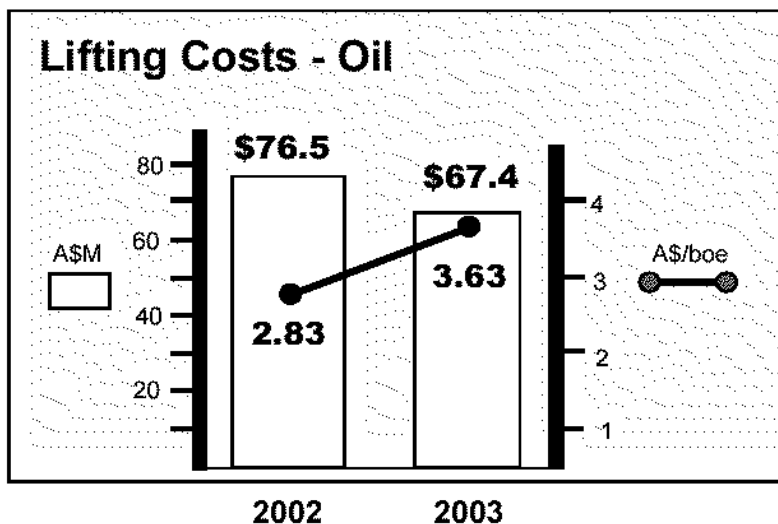


- Total Recordable Case Frequency improved by 11% to 5.9 per million hours worked, despite increased activity
- Lower production volume of 58.9MMboe, however, original 2003 production target exceeded by 7.1%. Sales volume of 59MMboe was 6% lower than 2002
- Domestic gas and LNG production increased, largely offsetting natural oil field decline. Wanaea-Cossack oil production better than expected
- Record total annual NWSV production of 516,000 boe/d (gross)
- LNG annual production record of 22,280 t/d (gross)
- Domestic gas annual production record of 604 Tj/d (gross)

# Unit Costs/project



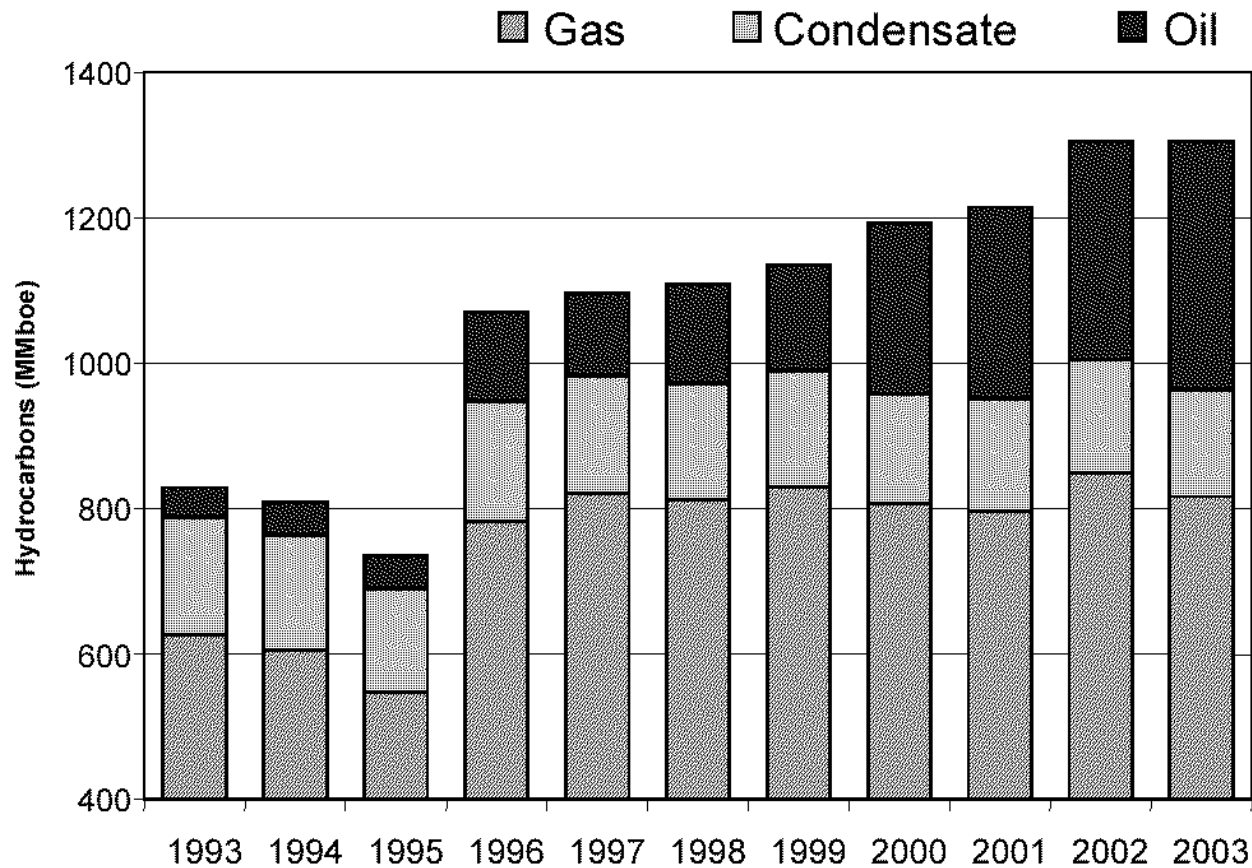
- Encouraging decrease in gas lifting cost, down 12.1% to \$64.9M
- Gas lifting cost per unit of production decreased 19.1% to \$1.61/boe



- Oil lifting cost decrease of 11.9% to \$67.4M was largely due to Laminaria cost savings
- With lower oil volumes, oil lifting cost per unit of production rose by 22% to \$3.63/boe

# Reserves Growth

RRR = 158%, Probable Reserves level, 3yr rolling average



- Probable Reserves net change ~zero
- Mainly due to revisions & new additions (MMboe);
  - Chinguetti (37.5)
  - NWSV Oil (13.0)
  - Enfield (8.7)
- Other changes;
  - Exeter/Mutineer (-1.5)
  - Ohanet (-2.9)
- Oil reserves increased, Gas & condensate decreased in 2003
- 2003 Probable Reserves comprise 63% dry gas, 11% condensate, 26% oil

# 2003 Highlights – Australia

---

- Record total NWSV production (records for Domgas, LNG)
- 1500<sup>th</sup> LNG cargo to Japan
- Successful completion of biggest inter-field shut-down in NWS history to allow tie-in of second trunkline
- NWSV Train 4 progressed to be 87% complete at year end
- New LNG contracts (Japan, Korea)
- Formalisation of conditional agreements to supply LNG to China
- Laminaria/Corallina – produced 150 millionth barrel in November
  - excellent facility uptime of 99%
- Successful completion of Legendre North 4-H well
- Contracts for Enfield FPSO design and construction awarded
- Stybarrow & Skiddaw discoveries

# 2003 Highlights – Australia

---

- Mutineer-Exeter project approved in October
- Otway (Thylacine-Geographe) concept selection finalised and development site secured
- Bonaparte (Blacktip) additional equity acquired from Shell, Heads of Agreement signed with Alcan
- Timor Sea (Sunrise) - Timor Sea Treaty ratified,
  - International Unitisation Agreement signed
  - Environmental approval obtained for upstream development
- Scott Reef/Brecknock (Browse Basin) Retention Lease granted

# 2003 Highlights – International

---

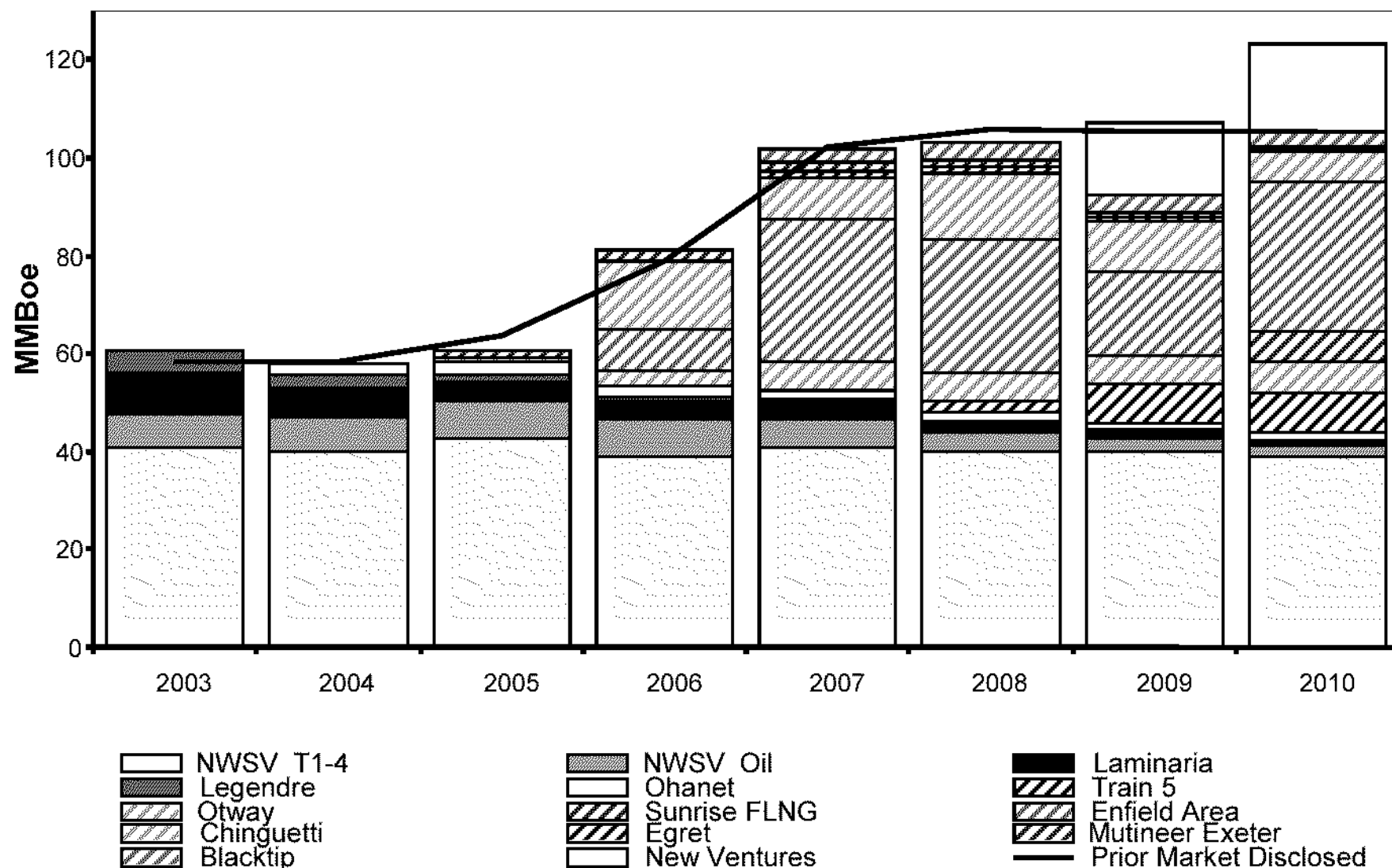
## **Africa**

- Ohanet first international production and revenue
- Mauritanian appraisal/early development Chinguetti well flowed oil at maximum rate of 15,680bopd
- Chinguetti oil field Declaration of Commerciality (announced Jan 2004)
- Tiof and Tiof West successful oil discoveries
- Mauritanian interest increased from 35% to 53.846% with acquisition of Agip Mauritania B.V. (finalised Jan 2004)
- Low cost entry into Kenya, Libya & Sierra Leone adding to existing interests in Mauritania, Algeria and Canary Islands

## **United States**

- Successful appraisal of Neptune oil field with Neptune-5
- Midway gas discovery (drilling finished in Feb 2004)

# Production Projection



Changes from Nov'03 : Corallina-2 online, Kuda Tasi-Jahal removed, Egret RFSU delayed to 2007, if Train 5 approved expect RFSU in 2008 rather than 2007, Chinguetti equity increased from 35% to 53.85%.  
Enfield now has potential tie-in of Laverda (or Stybarrow?) in 2009 (previously was in 2010)

# 2004 Project Update

---

## **NWS**

- Train 4 targeting mid-year production start-up
- First gas into second trunkline Feb 2004
- Train 5 waiting on market capture
- Egret dependent on Demeter seismic interpretation

## **Corallina -2**

- On-line in Jan 2004, initial production rate of 29,000 bopd, currently 8,000 bopd

## **Enfield**

- Front End Engineering Design completed
- Project approval expected Q1 2004
- Planned production start-up Oct 2006

## **Kuda Tasi - Jahal**

- Stand-alone not currently viable. Assess prospects & leads that may be developed with Kuda Tasi-Jahal

# 2004 Project Update & Outlook - Australia

---

- Thylacine/  
Geographe**
- Government & environmental approvals progressing
  - Tenders issued in late 2003 are being assessed
  - Award of Production Licence and project approval expected Q2 2004
  - Planned start-up mid 2006

- Mutineer-Exeter**
- Development drilling
  - Planned start-up mid-2005

- Blacktip**
- Project approval Q4 2004
  - Planned start-up 2007

- Sunrise**
- Pursuing Asian and North American customers

# **2004 Project Update & Outlook - International**

- Mauritania**
  - FPSO being evaluated for Chinguetti
  - Project approval expected mid 2004, start up late 2005
- Ohanet**
  - Performance test complete
- Neptune**
  - Neptune-6 appraisal well commences Feb 2004
  - Assessing development options
  - First production possible in 2007
- Midway**
  - Gas discovery is to be tested
  - Assessing development options
  - Possible production in 2H 2004

# 2004 Exploration Plan

| Totals            | 2003<br>Actual | 2004<br>Planned |
|-------------------|----------------|-----------------|
| Exploration Wells | 21             | 16              |

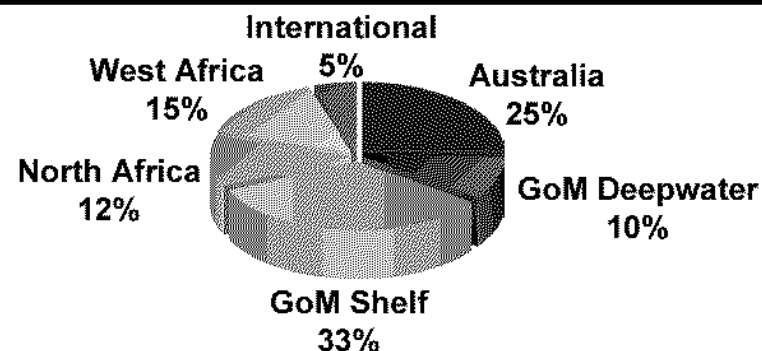
| Africa            | 2003<br>Actual | 2004<br>Planned |
|-------------------|----------------|-----------------|
| Exploration Wells | 3              | 4               |

| Australia         | 2003<br>Actual | 2004<br>Planned |
|-------------------|----------------|-----------------|
| Exploration Wells | 14             | 6               |

| GoM Shelf         | 2003<br>Actual | 2004<br>Planned |
|-------------------|----------------|-----------------|
| Exploration Wells | 3              | 5               |

| GoM Deepwater     | 2003<br>Actual | 2004<br>Planned |
|-------------------|----------------|-----------------|
| Exploration Wells | 1              | 1               |

**Expected  
Exploration Spend**



# Outlook

---

Deliver top quartile Total Shareholder Return by growing the business across three horizons in three regional focus areas

- Maximise production, reduce operating costs
- Pursue production initiatives (possible infill drilling Wanaea, Legendre)
- Deliver 2004 production aspiration of 58 MMboe
- Consider up to seven project approvals during 2004
- Pursue Asian and North American LNG customers
- Development planning for Chinguetti. Appraisal drilling at Tiof
- Appraisal drilling at Neptune Q1 2004. Gas testing at Midway 2H 2004



# Appendices

# 2003 Production Summary

|                                       | 2003        | 2002        | % VAR      |
|---------------------------------------|-------------|-------------|------------|
| <b>PRODUCTION</b>                     |             |             |            |
| Domestic Gas (Tj/d)                   | 302         | 267         | 13         |
| LNG (k tonnes)                        | 1,355.2     | 1,272.7     | 6          |
| Condensate (million bbl)              | 9.9         | 9.9         | 0          |
| LPG (k tonnes)                        | 134         | 135         | 0          |
| Oil (million bbl)                     |             |             |            |
| • Cossack                             | 6.6         | 7.3         | (10)       |
| • Laminaria                           | 8.4         | 15.2        | (45)       |
| • Legendre                            | 4.6         | 5.2         | (12)       |
| <b>TOTAL million boe (Production)</b> | <b>58.9</b> | <b>64.2</b> | <b>(8)</b> |
| <b>TOTAL million boe (Sales)</b>      | <b>59.0</b> | <b>62.7</b> | <b>(6)</b> |

- Gas up with strong demand
- Oil down with natural decline of reservoirs
- LNG up due to high demand & reliable system operations

# 2003 Revenue Summary

|                                       | 2003           | 2002           | % VAR      |
|---------------------------------------|----------------|----------------|------------|
| <b>REVENUE (\$m)</b>                  |                |                |            |
| Domestic Gas / LNG                    | 707.7          | 665.7          | 6          |
| Condensate                            | 415.2          | 397.7          | 4          |
| LPG                                   | 56.7           | 58.6           | (3)        |
| Oil                                   |                |                |            |
| • Cossack                             | 287.0          | 296.4          | (3)        |
| • Laminaria                           | 347.6          | 565.3          | (38)       |
| • Legendre                            | 204.3          | 208.5          | (2)        |
| LNG Ship Charter                      | 40.8           | 48.3           | (16)       |
| <b>TOTAL REVENUE</b>                  | <b>2,059.3</b> | <b>2,240.6</b> | <b>(8)</b> |
| Average oil price WTI (US\$/bbl)      | 30.99          | 26.15          | 18         |
| Average realised oil price (US\$/bbl) | 27.62          | 21.93          | 26         |
| Exchange rate (A\$:US\$)              | 0.6523         | 0.5444         | (20)       |

# Reserves as at 31 Dec' 2003

| Woodside Share |         | Proved  |         | Probable |         |
|----------------|---------|---------|---------|----------|---------|
|                |         | YE 2003 | YE 2002 | YE 2003  | YE 2002 |
| Dry Gas        | (Bcf)   | 3626    | 3810    | 4654     | 4840    |
| Condensate     | (MMbbl) | 107.6   | 117.0   | 145.7    | 154.9   |
| Oil            | (MMbbl) | 236.4   | 191.7   | 341.5    | 300.1   |
| Total          | (MMboe) | 980.1   | 977.1   | 1303.6   | 1304.1  |

- Year end 2003 Reserves essentially unchanged from 2002
- Annual Reserves replacement ratio = 99% Probable, 105% Proved
  - 3 year average RRR = 158% Probable, 132% Proved
- Principal Reserve additions - Chinguetti, NWSV oil fields & Enfield
- NWSV gas & condensate Ultimate Recovery unchanged
- 2003 reserves do not include Tiof & Tiof West, Neptune and Blacktip nor increased equity in Mauritania

# Net Profit Sensitivities

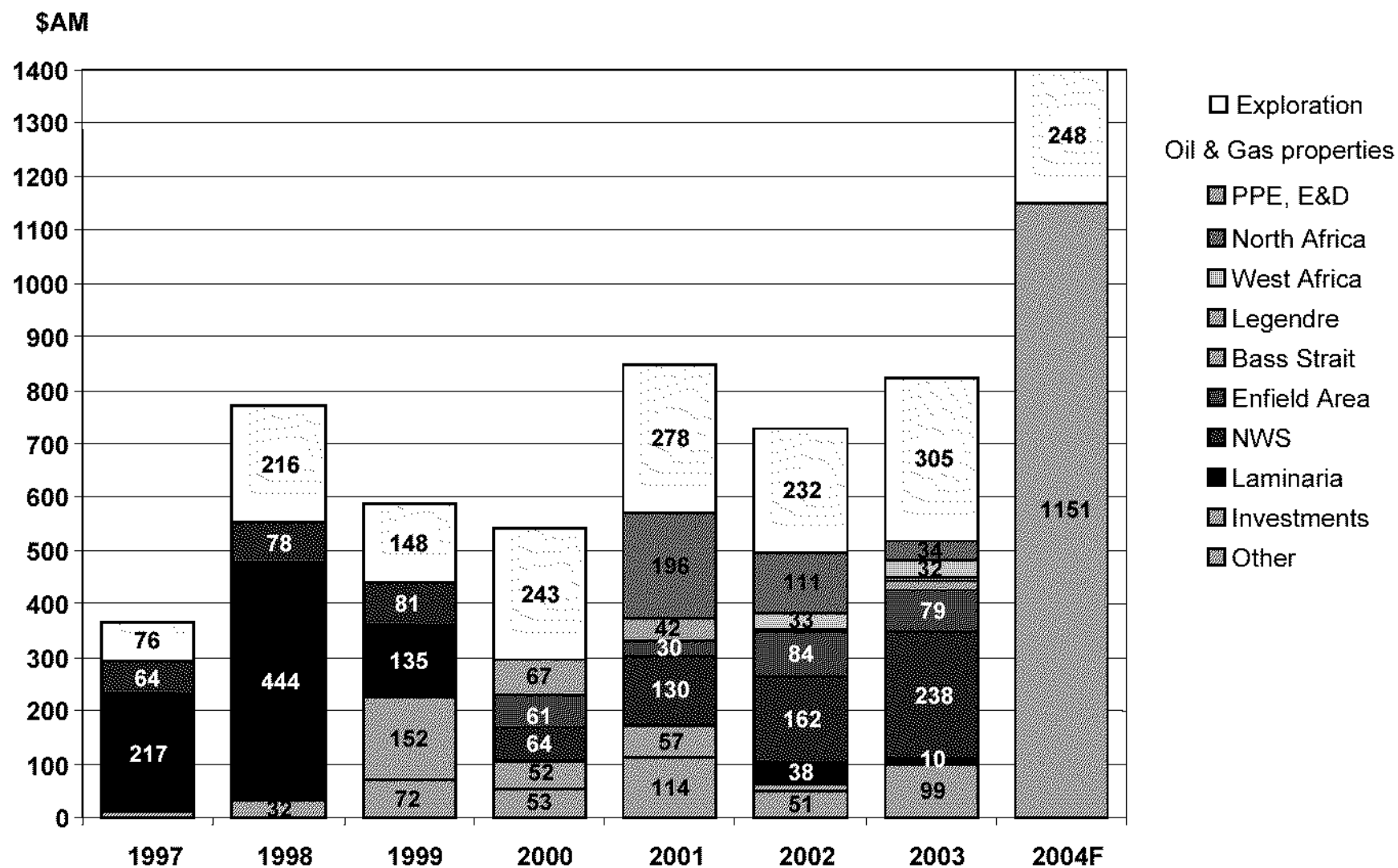
|                         |  | (A\$M)<br>2004 | (A\$M)<br>2003 |
|-------------------------|--|----------------|----------------|
| Realised Oil Price      |  | 23.0           | 24.0           |
| US \$1/bbl              |  |                |                |
| Exchange Rates (\$A/US) |  | 12.0           | 12.0           |
| 1 cent                  |  |                |                |
| US Interest Rate        |  | 4.0            | 5.0            |
| 1%                      |  |                |                |

# Oil Price Risk Management

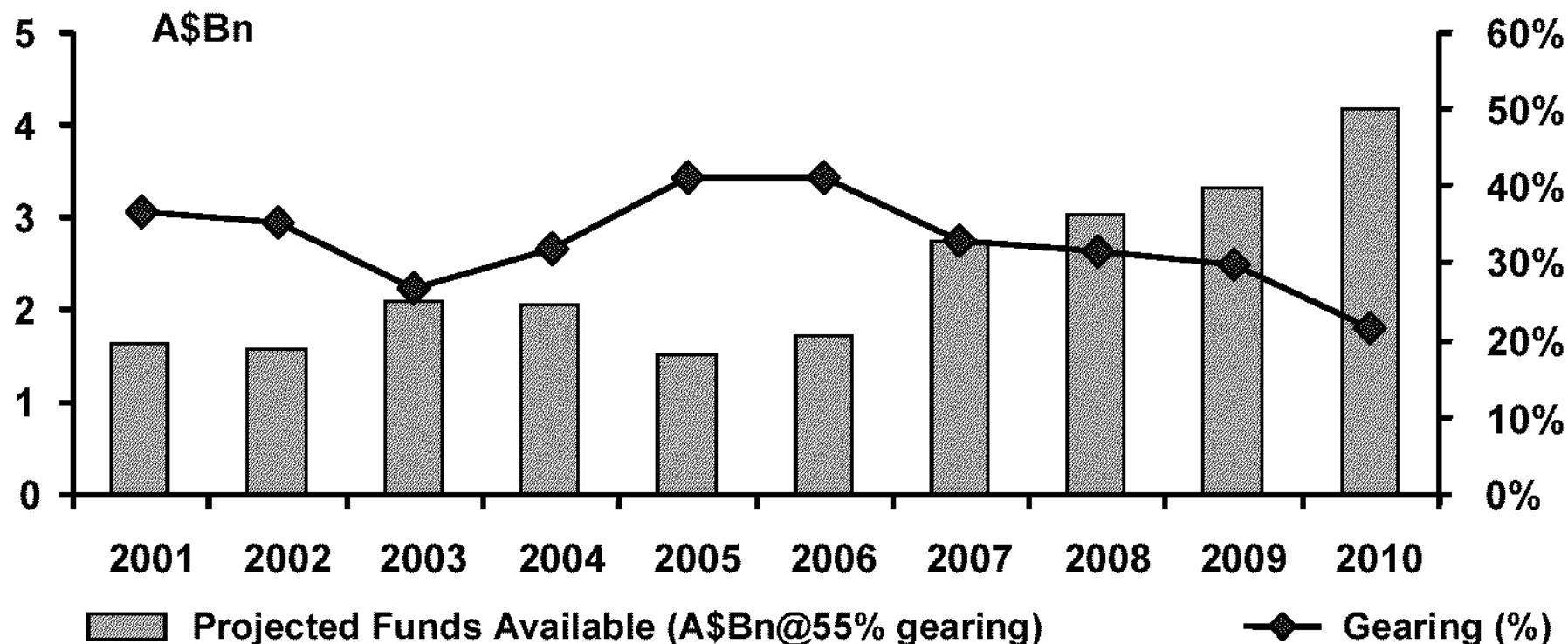
|                                           | Year 1       | Year 2       |
|-------------------------------------------|--------------|--------------|
| <b>Total (Swaps)</b>                      |              |              |
| <b>BOE cover (million bbl)</b>            | <b>2.69</b>  | <b>0.06</b>  |
| <b>Proportion of sales volume (%)</b>     | <b>4.75</b>  | <b>0.10</b>  |
| <b>Proportion of exposure covered (%)</b> | <b>9.82</b>  | <b>0.19</b>  |
| <b>Avg. Hedge Price (US\$/bbl)</b>        | <b>21.09</b> | <b>21.25</b> |

Mark to market oil hedge position at 31 December 2003 was negative A\$31.5 million compared to negative A\$94.4 million at 31 December 2002.

# Capital, Exploration and Investment Expenditure



# Funding



\* Note: Strong cashflow can support project development while not exceeding gearing of 55%. Green bars show cumulative funding in each year after financing existing business, ongoing exploration and defined projects (NWS Train 5, Sunrise, Otway, Enfield Area, Chinguetti, Egret, Mutineer Exeter and Blacktip). Projection does not include development scenarios for New Ventures. Projection is based on following oil price assumptions: 2004 US\$31.50, 2005 US\$28.00, 2006 US\$27.00, 2007 US\$26.75, and 2008 onwards US\$22.00. A\$/US\$ Exchange rate: 2004 \$0.762, 2005 \$0.72, 2006 \$0.70, 2007 \$0.685, and 2008 onwards \$0.64.

\* Assumes dividend payout consistent with past practice.

\* Calculations reflect "Successful Efforts" exploration accounting policy.

# Identified Projects

| Project             | FEED      | FID       | RFSU      | Equity % |
|---------------------|-----------|-----------|-----------|----------|
| Corallina-2         | ✓         | ✓         | ✓         | 50.0     |
| Train 4             | ✓         | ✓         | Mid-2004  | 16.67    |
| Mutineer-Exeter     | ✓         | ✓         | Mid-2005  | 8.2      |
| Enfield Phase 1     | ✓         | Q1, 2004  | Oct-2006  | 100.0    |
| Thylacine-Geographe | ✓         | Q2, 2004  | Mid-2006  | 51.55    |
| Chinguetti          | Q1, 2004  | Mid-2004  | Late-2005 | 53.85    |
| Midway              | 1H 2004   | Mid-2004  | 2H 2004   | 37.50    |
| Blacktip            | Q1, 2004  | Q4, 2004  | 2007      | 53.85    |
| Egret               | Q1, 2006  | Q4, 2006  | Mid-2007  | 33.3     |
| Train 5             | Reviewing | Reviewing | 2008      | 16.67    |
| Neptune             | Reviewing | Reviewing | Reviewing | 20.0     |
| Sunrise             | Reviewing | Reviewing | 2010      | 33.44    |

FEED: Front End Engineering and Design  
FID: Final Investment Decision  
RFSU: Ready For Start Up

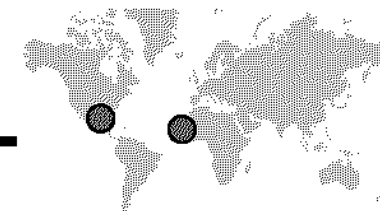
# 2003 Drilling Program - Australia



| Well Name                      | Location   | Target | Result     | %Equity |
|--------------------------------|------------|--------|------------|---------|
| Shakespeare-1                  | NT/P57     | Oil    | P&A        | 60      |
| Whitetail-1                    | WA-296-P   | Gas    | P&A        | 14.3    |
| Weasel-1                       | WA-279-P   | Gas    | P&A        | 35      |
| Scallop-1                      | VIC RL2    | Gas    | P&A        | 30      |
| Stybarrow-1 & 2 <sup>(1)</sup> | WA-255-P   | Oil    | Successful | 50      |
| Skiddaw-1 + sidetrack          | WA-255-P   | Oil    | Successful | 50      |
| Eskdale-1                      | WA-255-P   | Oil    | P&A        | 50      |
| Egret 3                        | WA-10-R    | Gas    | P&A        | 16.7    |
| Guilford-1                     | WA-269-P   | Gas    | P&A        | 80      |
| Carteret-1                     | WA-4-L     | Oil    | P&A        | 33      |
| Tigger-1                       | WA-248-P   | Oil    | P&A        | 80      |
| Gnarlyknots-1                  | EPP-29     | Oil    | P&A        | 40      |
| Nickol-1                       | WA-255-P   | Oil    | P&A        | 45.9    |
| Kuda Tasi-2 <sup>(1)</sup>     | JPDA 03-01 | Oil    | Successful | 40      |

(1) Appraisal well

# 2003 Drilling Program - International



| Well Name                     | Location   |        | Target | Result     | %Equity |
|-------------------------------|------------|--------|--------|------------|---------|
| Voss-1                        | GoM        |        | Oil    | P&A        | 15      |
| Neptune-4 <sup>(1)</sup>      | GoM        |        | Oil    | P&A        | 20      |
| Roatan-1                      | GoM        |        | Gas    | P&A        | 50      |
| Bison-1                       | GoM        |        | Gas    | P&A        | 50      |
| Samoa-1                       | GoM        |        | Gas    | P&A        | 50      |
| Neptune-5 <sup>(1)</sup>      | GoM        |        | Oil    | Successful | 20      |
| Chinguetti AED <sup>(1)</sup> | Mauritania | Area B | Oil    | Successful | 35      |
| Chinguetti 5-1 Poune          | Mauritania | Area B | Oil    | P&A        | 35      |
| Chinguetti 4-6 Tiof           | Mauritania | Area B | Oil    | Successful | 35      |
| Chinguetti 4-7 Tiof West      | Mauritania | Area B | Oil    | Successful | 35      |

Note AED = appraisal / early development well

# 2004 Drilling

| Well Name        | Location       | Target | Result     | %Equity |
|------------------|----------------|--------|------------|---------|
| Midway-1         | GoM            | Gas    | Successful | 37.5    |
| Bounty-2         | Carnarvon      | Oil    | Successful | 8.2     |
| Penguin/Polkadot | Browse         | Gas    |            | 50      |
| 1 Well           | Carnarvon      | Oil    |            | 8.2     |
| 3 Wells          | Exmouth        | Oil    |            | 100/50  |
| 1 Well           | Mauritania     | Oil    |            | 53.9    |
| 1 Well           | Canary Islands | Oil    |            | 30      |
| 2 Wells          | Algeria        | Oil    |            | 35      |
| 4 Wells          | GoM Shelf      | Gas    |            | TBA     |
| 1 Well           | GoM Deep Water | Oil    |            | TBA     |