

# Acquisition of additional 15% stake in the Kupe Joint Venture



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# Transaction Highlights



## Acquisition of New Zealand Oil and Gas' 15% stake in Kupe

Transaction	▶ Acquisition of NZOG's 15% stake in Kupe JV for \$168m increasing Genesis Energy's stake to 46%
Strategic	▶ Greater flexibility over future gas supply and increased JV influence
Balance Sheet	▶ Strengthened funding platform for transition to new energy future
Deal Structure	▶ Purchase 100% of the shares in four NZOG subsidiaries that hold its 15% stake and royalty receipts
Production	▶ Additional 160kbbbls of oil and 13,000 tonnes of LPG per annum plus 26PJ of uncontracted gas
EBITDA	▶ Approximately \$39m incremental annual EBITDAF at current oil prices and exchange rates
Dividend	▶ Enhanced support for Genesis Energy's progressive dividend policy and imputation benefits
Funding	▶ Transaction will be funded by existing debt facilities
Timing	▶ Acquisition effective 1 January 2017

# Strong Strategic Rationale

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## Greater fuel flexibility and JV influence

1. Enhances previously communicated 'Integrated Fuels Strategy' to create value from production through to thermal generation and retail:
  - Ownership of more uncontracted gas volumes
  - Additional LPG volumes, 21% of national production, to boost position in wholesale LPG market
  - Improved support for retail LPG growth initiative
  - Attractively priced LPG contract for all of NZOG's share of LPG
2. Improves level of influence and control within the JV
  - For example, provides more control over operational and strategic decisions
3. Underpins progressive dividend policy with a more diverse earnings stream
  - Increased US dollar denominated and reduced proportional exposure to electricity market dynamics
  - Material increase in imputation credits which will underpin the current 80% imputation credit level on dividends with potential to increase further in time
4. Strengthens medium term Balance Sheet metrics
  - Efficient use of Balance Sheet capacity with no integration risk
5. Kupe field well understood by Genesis Energy and a strong performing quality asset

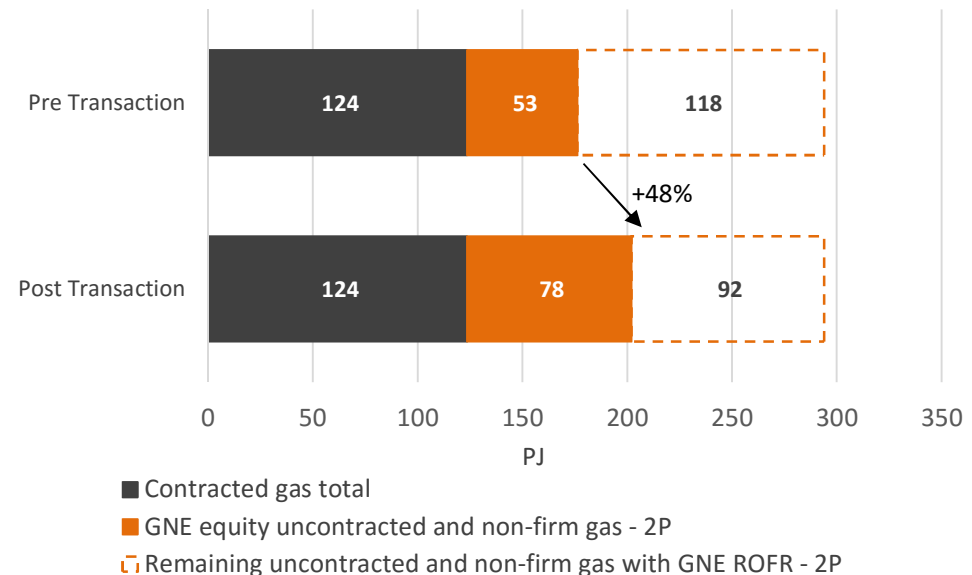
# Improving Integrated Fuels Strategy: Gas



## Significant value in future uncontracted gas

- Genesis Energy sees significant value in uncontracted gas not covered by current GSAs given recent reserve upgrades
- This could provide a significant source of fuel for Genesis Energy generation and retail portfolios beyond 2020
- Genesis Energy also retains right of first refusal over 54% of uncontracted gas it doesn't own

Projected Kupe Gas Sales<sup>1</sup>



<sup>1</sup> Based on Origin Energy reported undeveloped and developed 2P reserves at 30 June 2016

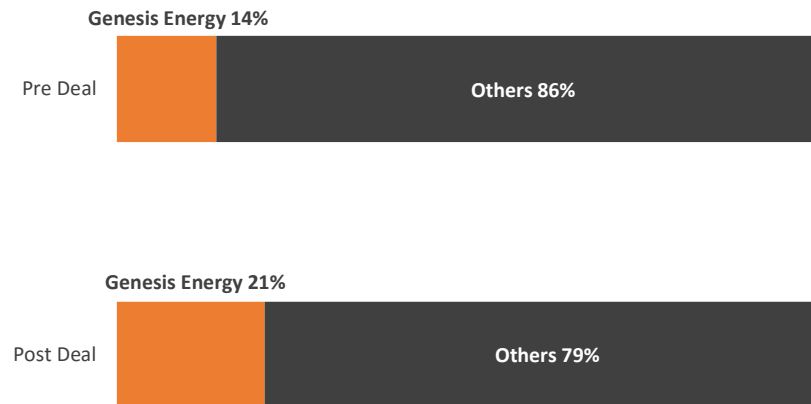
# Improving Integrated Fuels Strategy: LPG



## Platform to grow LPG business

- Acquisition of NZOG's Kupe stake will increase Genesis Energy's share of total New Zealand LPG production from 14% to approximately 21%
- Provides a strong platform to grow LPG business
  - Current retail sales market share of only 2%

### Genesis Energy share of New Zealand LPG production



Source: LPGA FY2016 figures, Genesis Energy

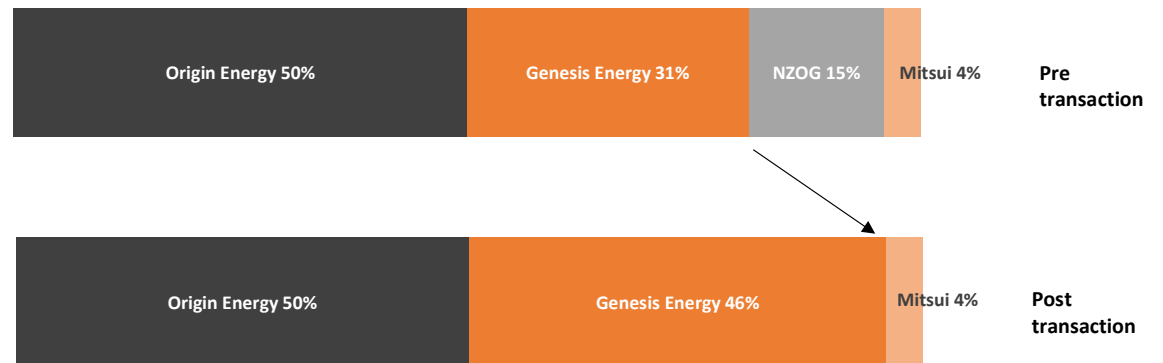
# Impact of Transaction on Kupe JV



## Operations unchanged but one less party

- Origin Energy and Mitsui E&P remain partners
- Origin Energy will remain the operator
- Increased stake provides more influence over the timing of future development of the asset

### Ownership of Kupe Oil & Gas Field



# Positive Impact on Earnings



## EBITDAF expected to increase

- Transaction is expected to increase annualised EBITDAF by approximately \$39m
- Based on pro-forma FY2016 estimates, earnings accretion of approximately 6% relative to FY2016 reported NPAT of \$184.2m
- Six months earnings impact in FY2017
  - FY2017 EBITDAF expected to increase by approximately \$15.1m after transaction costs<sup>2</sup>
  - FY2017 NPAT is expected to increase by approximately \$2.2m after transaction, depletion, depreciation and funding costs
  - Increase in FY2017 Free Cash Flow of approximately \$5.7m

Financial Impact of Acquisition \$m	FY2016 Estimated Pro-forma Incremental Impact <sup>1</sup>	FY2017 Estimated Incremental Impact <sup>2,3</sup>
EBITDAF	\$39.3m	\$15.1m
NPAT	\$11.3m	\$2.2m
EPS	1.13cps	0.22cps
Free Cash Flow <sup>4</sup>	\$18.4m	\$5.7m

<sup>1</sup> Estimated incremental benefit based on ownership of NZOG stake for full 12 months ending 30 June 2016 including cost of financing acquisition but excluding transaction costs

<sup>2</sup> Includes transaction costs of \$2.6m covering financial and legal advisor fees

<sup>3</sup> These estimates are based on an average oil price of US\$50.98/bbl for FY2017 and a NZD/USD cross rate of US69.4c

<sup>4</sup> Free Cash Flow is EBITDAF less interest expense, less tax, less stay in business capital expenditure

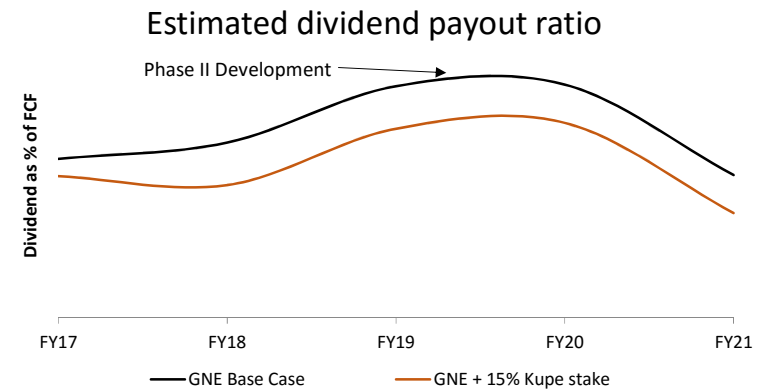
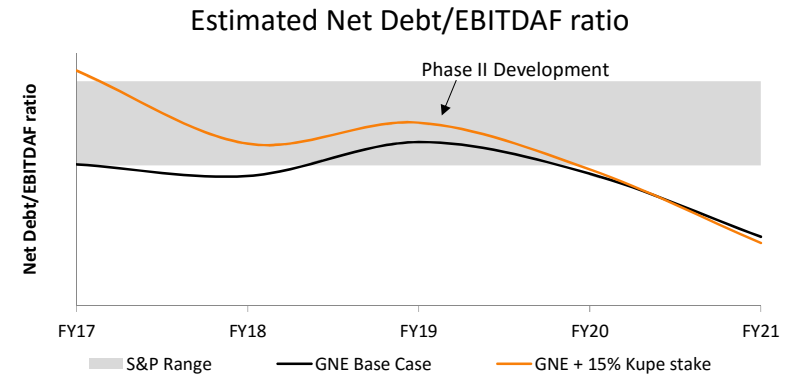


# Capital Structure Impact



## Improvement in key metrics

- Acquisition supports key metrics of Net Debt/EBITDAF and Dividend payout ratio in the medium term
- Supports the progressive dividend policy in the medium to longer term
- Supports a continuation of the current 80% imputation credits on dividends and should enable an increased imputation level in time



Assumes Genesis Energy's share of Phase II Development capex is approximately \$110m post acquisition

# Indicative Timetable

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## Aim to complete before Christmas

	Estimated timing (subject to confirmation)
Announcement of transaction	16 November 2016
NZOG EGM to seek approval by shareholders	16 December 2016
Effective date of acquisition	1 January 2017

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# Appendix: Operational Data



## Positive impact on Genesis Energy

- Additional 15% stake would have increased Genesis Energy's oil, LPG and gas sales by c48% in FY16
- Also lead to similar increase in share of reserves remaining in the field

FY2016 results	Genesis Energy stake 31%	NZOG stake 15%	Pro-forma Genesis Energy 46%
Oil sales (kbbbl)	427.3	206.7	634.0
Gas production (PJ)	7.4	3.6	11.0
LPG production (kt)	28.1	13.6	41.7

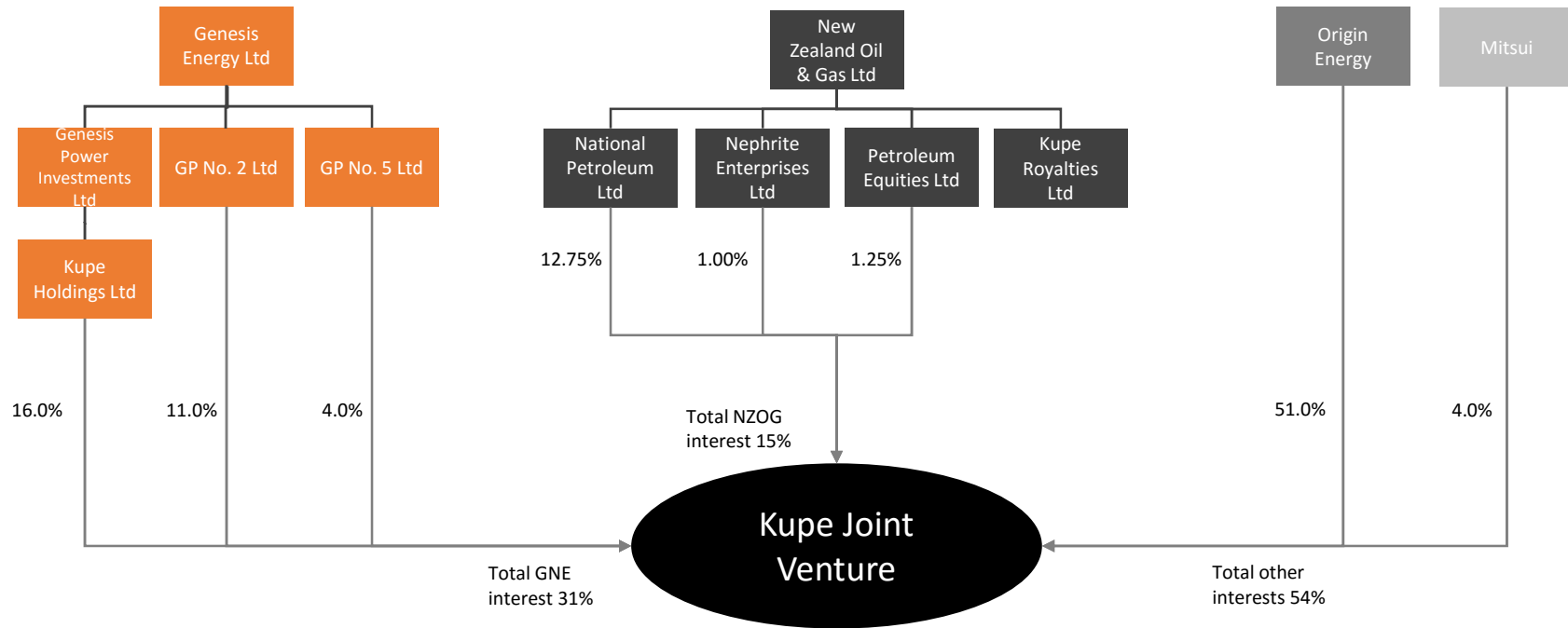
FY2016 reserves (PJ) <sup>1</sup>	Genesis Energy stake 31%	NZOG stake 15%	Pro-forma Genesis Energy 46%
Developed reserves (2P)	73.8	35.7	109.5
Undeveloped reserves (2P)	46.4	22.5	68.9
Total reserves (2P)	120.2	58.2	178.4

<sup>1</sup> Based on reserves assessment by Gaffney Cline & Associates as at 30 June 2016

# Appendix: Deal Structure



## Acquisition of 100% of shares in four NZOG subsidiaries

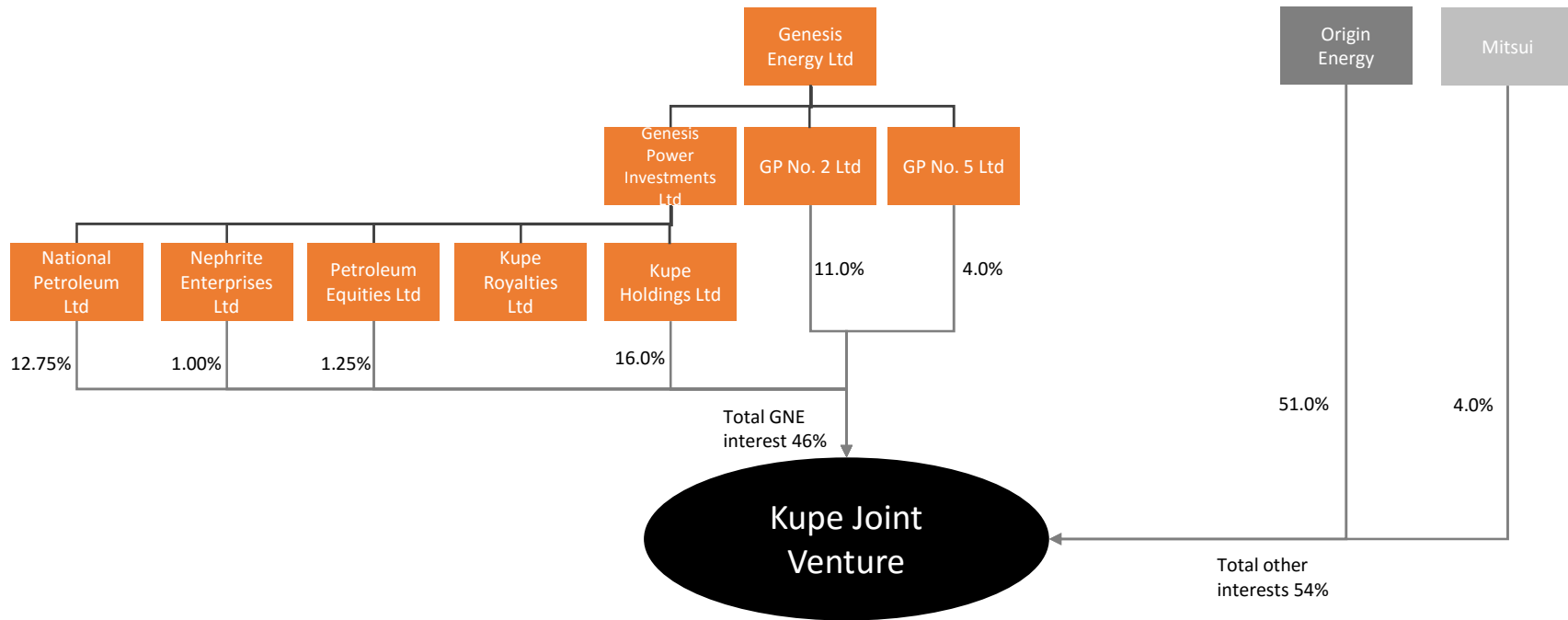


### Pre acquisition

# Appendix: Deal Structure



## Acquisition of 100% of shares in four NZOG subsidiaries



### Post acquisition