



SAVANNAH ENERGY



## FY 2019 Results and H1 2020 Update

August 2020

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## Savannah Energy PLC (“Savannah”)

- Leading African-focused British independent energy company focused around the delivery of material long-term returns for stakeholders through the sustainable development of high-quality, high-potential energy projects.
- Listed on the London Stock Exchange (AIM), with a strong institutional investor base that includes some of the largest asset management companies in the world

## Aligned and experienced board and management team

- Board and management have successful track records in establishing, growing and monetising energy companies and projects

## High quality asset base

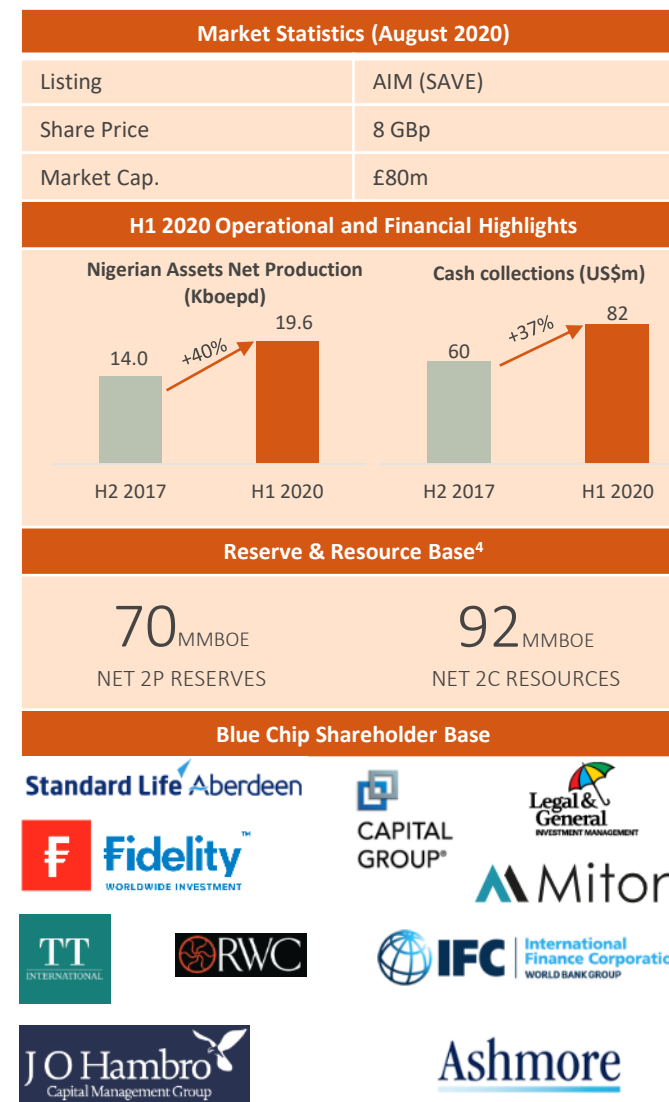
- Uquo and Stubb Creek (SE Nigeria) are large, producing, low-cost onshore oil & gas fields
- Accugas midstream business operates the principal gas distribution and transportation network in SE Nigeria
- R3 East development project and R1/R2/R3/R4 exploration assets in Niger (100% exploration success rate to date)<sup>1</sup>

## Significant performance improvements delivered, strong FY2020 expected

- Nigerian asset cash collections +37% H1 2020 versus H2 2017; production +40% H2 2017 versus H1 2020
- FY2020 guidance:
  - Total Revenues<sup>2</sup> of greater than US\$200m
  - Gross production of 21 Kboepd to 23 Kboepd
  - Group administrative and operating costs<sup>3</sup> of US\$68m to US\$72m
  - Group depreciation, depletion and amortisation of US\$43m -US\$45m based on production guidance
  - Capital expenditure of up to US\$45m

## Material future growth expected from:

- Increased infrastructure capacity utilisation and price optimisation at Accugas
- Delivery of first production and further exploration discoveries in Niger
- Potential addition of cashflow and near cashflow generative project(s) capable of enabling the commencement of shareholder returns



1. Post year end the company agreed with the Niger Ministry of Energy and Petroleum that the R4 licence area will be combined with the R1/R2 PSC Area into a new R1/R2/R4 PSC and that the R3 PSC area will continue as a stand-alone PSC area. Ratification of these changes is subject to Council of Minister approval and payment of the associated fee

2. Total Revenues refers to the total amount of invoiced sales expected to be recorded in relation to the FY 2020 accounting period. This number is seen by management as more accurately reflecting the underlying cash generation capacity of the business as opposed to revenue recognised in the Income Statement. A detailed explanation of the impact of IFRS 15 revenue recognition rules on our Income Statement is provided in the Financial Review section

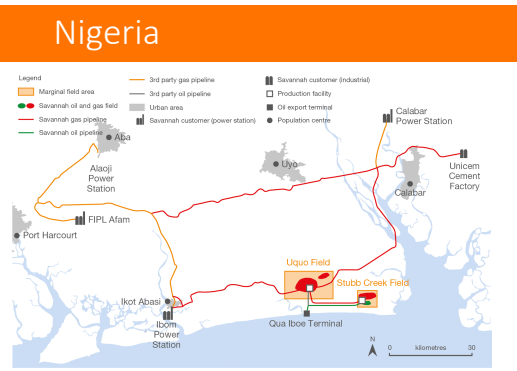
3. Group Administrative Expenses and Operating Costs are defined as total cost of sales, administrative and other operating expenses less royalty and depletion, depreciation and amortization

4. Source: See Savannah Energy Annual Report 2019 Pg 169

# Two material business units

## Assets

- Uquo Field
- Stubb Creek Field
- Accugas



- Two large, onshore oil & gas fields with high deliverability wells
- Gas processing facility with capacity of 200 MMscfpd
- Flagship gas processing and distribution infrastructure business in South East Nigeria with significant spare capacity

## Business Model

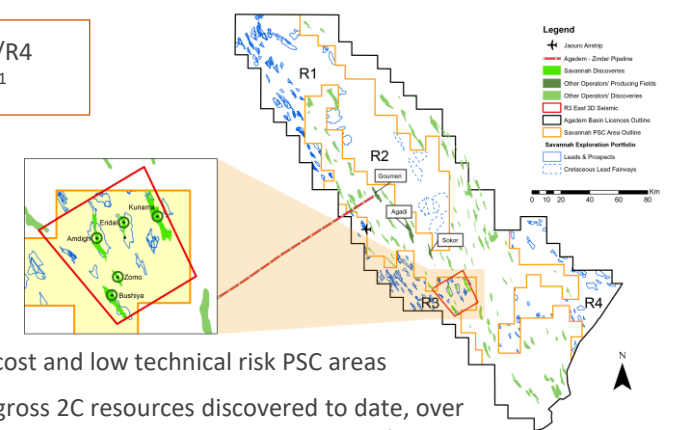
- Delivery of production and cash flows from existing assets

## Value Creation Potential

- Focus on addition of:
  - New customers, including power stations (e.g. FIPL) and higher margin industrial customers
  - Further gas resources, with c.10 Tscf undeveloped gas estimated to be located within tie-in radius of pipeline infrastructure

## Niger

- R1/R2/R3/R4 PSC Areas<sup>1</sup>



- Large, low cost and low technical risk PSC areas
- 35 MMstb gross 2C resources discovered to date, over 146 further potential exploration targets identified

- Find and deliver cashflows from new oil fields at a material discount to the NPV of those fields

- Delivery of R3 East early production system
- Further material resource additions expected in our next drilling campaign targeting some of the 146 leads and prospects identified on the Savannah PSC areas
- Historic basin-wide finding cost of <US\$2/bbl, vs. expected NPV of discovered barrels of ~US\$6/bbl
- Historic basin-wide exploration drilling success rate of 80%+

1. Post year end the company agreed with the Niger Ministry of Energy and Petroleum that the R4 licence area will be combined with the R1/R2 PSC Area into a new R1/R2/R4 PSC and that the R3 PSC area will continue as a stand-alone PSC area. Ratification of these changes is subject to Council of Minister approval and payment of the associated fee

## FY2019 Highlights (note: includes only 6 weeks contribution of Nigerian Assets)

- Group maiden revenues of US\$17.8m
- Average gross daily production rose 32% to 17.2 Kboepd (FY2018: 13.0 Kboepd)
- Underlying Adjusted EBITDA of US\$1.8m (FY2018: negative US\$13.4m)
- Net cash inflow of US\$44.5m (FY2018: Outflow US\$13.0m)
- Closing cash balance of US\$48.1m (FY2018: US\$1.8m)
- Closing net debt of US\$484.0m (FY2018: US\$13.1m), note 97% of gross debt is asset level and non-recourse to SAVE
- Closing gross assets of US\$1,145.0m (FY2018: US\$266.0m)

## H1 2020 Update

- Average gross daily production of 21.3 Kboepd
- Cash collections of US\$82.1m
- Closing cash balance of US\$53.3m<sup>1</sup>
- Closing net debt of US\$460.5m as at 30 June 2020, after a fair value adjustment of US\$3.7m<sup>2</sup>

1. Within cash balance of US\$53.3m, US\$34.9m is set aside for debt service and US\$1.6m relates to monies held in escrow accounts for stamp duty relating to loan security packages.

2. During 2019 the Group issued a Senior Secured Note of US\$20 million. The note includes a voluntary prepayment option whereby early repayment will result in a discount to the contractual loan value. As an embedded derivative, the option was separated from the host loan instrument and valued separately and accounted for as FVTPL. As at 30 June 2020 the option value was US\$3.4 million (31 December 2019 audited: US\$7.1 million), resulting in a charge to the income statement of US\$3.7 million. The reduction in the option value was principally due to the deteriorating credit spread assumption observed during the period.

# Income statement summary

## Income Statement

	FY 2019 <sup>1</sup> \$m	FY 2018 \$m
Revenue	17.8	-
Cost of sales	(11.5)	-
<b>Gross profit</b>	<b>6.2</b>	<b>-</b>
Administration & other operating expenses	(14.0)	(13.4)
Transaction costs	(29.7)	(14.7)
<b>Operating loss</b>	<b>(37.5)</b>	<b>(28.1)</b>
<i>Exceptional items</i>		
• Fair value adjustment (SSNs)	(54.7)	4.9
• Gain on acquisition of subsidiaries	10.2	-
Net finance costs	(10.8)	(0.5)
Foreign exchange loss	(12.7)	(0.9)
<b>Loss before tax</b>	<b>(105.4)</b>	<b>(24.6)</b>
Tax credit	8.6	-
<b>Loss after tax</b>	<b>(96.8)</b>	<b>(24.6)</b>

## Pro-forma EBITDA for Nigeria Acquisition

	FY 2019 <sup>1</sup> \$m Reported	FY 2019 \$m Pro-forma
EBITDA	(27.8)	61.9
Transaction costs	29.7	29.7
<b>Adjusted EBITDA</b>	<b>1.8</b>	<b>91.6</b>
Difference between invoiced sales and Revenue due to IFRS 15 take-or-pay accounting rules	13.3	59.8

## IFRS 15 Take-or-pay contract accounting

- All of Accugas' gas sales agreements are structured as take-or-pay contracts, whereby customers agree to buy and pay for a minimum amount of gas over the course of a year
- Invoiced sales associated with gas physically delivered to customers is booked as revenue in the Income Statement
- Invoiced sales associated with gas paid for, but not delivered in the accounting period, is booked as a contract liability in the Statement of Financial Position (Balance Sheet) and released to the Income Statement in future periods when it is physically delivered
- This is a "non-cash" adjustment, the same amount of cash is ultimately received at the same time

1. FY2019 consolidated results include approximately six weeks of operations in Nigeria

# Balance Sheet and Reserves and Resources Summary



## Consolidated Statement of Financial Position

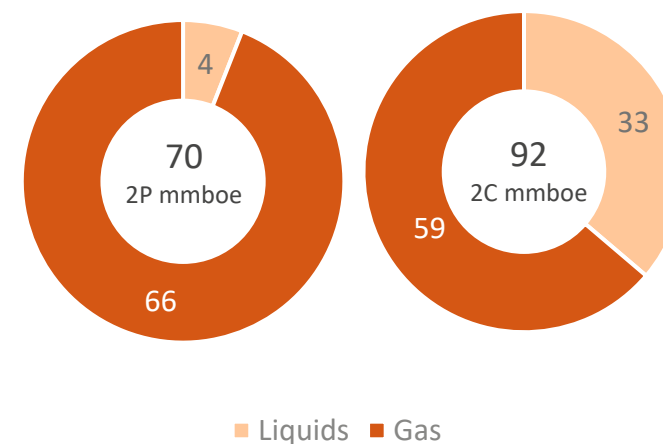
	FY 2019 \$m	FY 2018 \$m
Property, plant & equipment	618	2
Exploration & evaluation	155	150
Other non current assets	215	89
<b>Total non-current assets</b>	<b>988</b>	<b>242</b>
Trade and other receivables	100	22
Other	11	-
Cash and cash equivalents	46	2
<b>Current assets</b>	<b>157</b>	<b>24</b>
Trade and other payables	(134)	(24)
Borrowings	(71)	(15)
Other current liabilities	(7)	-
<b>Current liabilities</b>	<b>(213)</b>	<b>(38)</b>
Borrowings	(461)	-
Provisions	(110)	-
Contract liabilities	(118)	-
Other	(12)	-
<b>Non-current liabilities</b>	<b>(701)</b>	<b>-</b>
<b>Net assets</b>	<b>231</b>	<b>228</b>

## Debt Borrowings<sup>1</sup>

	FY 2019 (\$m)	H1 2020 (\$m)
Accugas	411.5	401.3
Uquo	118.2	108.5
Niger	9.9	12.5
Other	6.6	3.0
<b>Total</b>	<b>546.2</b>	<b>525.3</b>

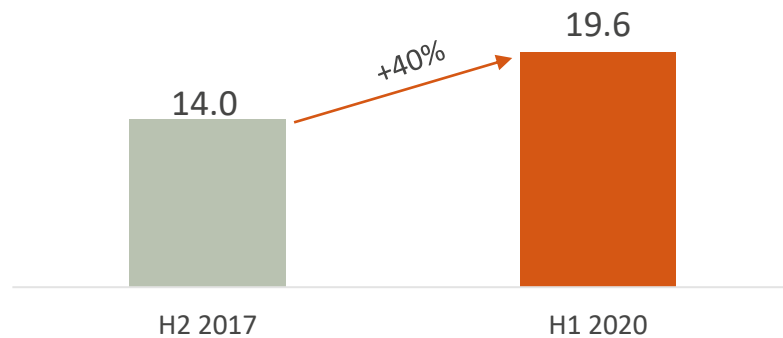
Note: these debt balances (97% of total) are non-recourse to Savannah

## CPR net 2P reserves and 2C resources<sup>2</sup>

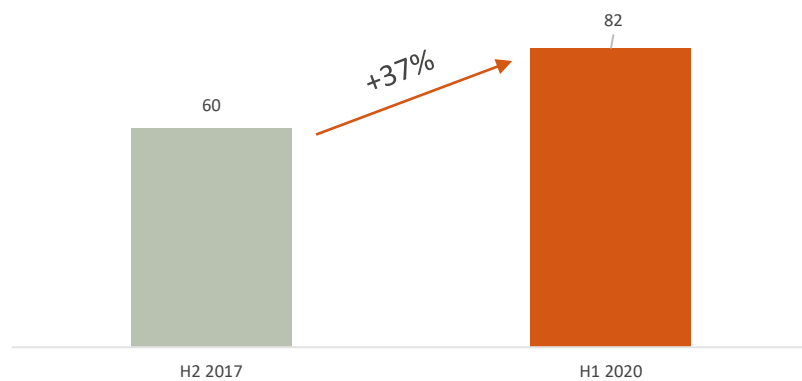


1. Balance sheet debt excludes debt fees and the fair value of call options relating to the US\$20m SSNS, which for financial reporting purposes are netted against borrowings  
 2. Source: See Savannah Energy Annual Report 2019 Pg 169

## Nigerian Assets Net Production (Kboepd)



## Cash collections (US\$m)



## Key Post acquisition Highlights

- Production volumes +40% H1 2020 versus H2 2017; Cash collections +37% H1 2020 versus H2 2017
- Delivered peak production volume of 177 MMscfpd on 30 May 2020
- In H1 2020, Accugas has ramped up gas supply to the Nigeria power sector by 35% in contrast to wider industry performance whereby gas shortage to supply the Nigerian power grid increased by 33%<sup>1</sup>
- First new gas sales agreement signed by Accugas in over 5 years with First Independent Power Limited (FIPL) for the interruptible supply of gas of up to 35 MMscfpd to the FIPL Afam power plant
- Other opportunities being actively progressed

1. Source: Daily National Control Centre report from the Transmission Company of Nigeria.

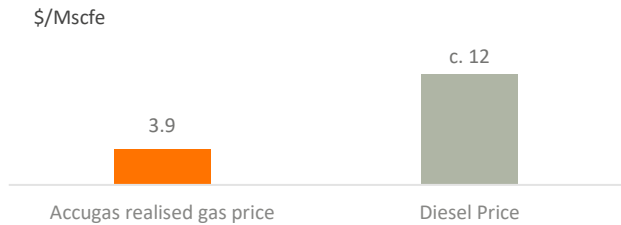


# Accugas volume enhancement and price optimisation opportunity

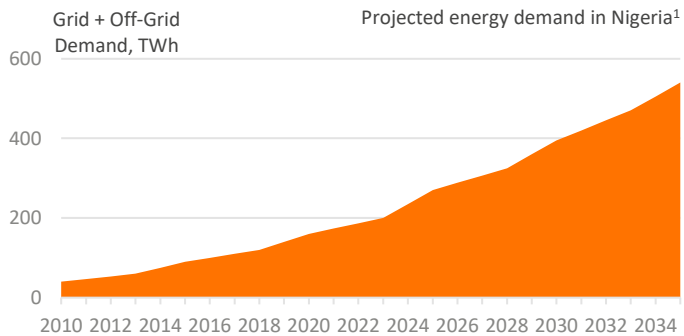
## Advantaged position

- Accugas is the only significant gas processing and transportation infrastructure in south east Nigeria
- c.10 Tscf undeveloped gas located in the surrounding area
- Gas processing facilities at Accugas viewed to have upside for additional gas throughput vs. current contracted volumes
- >200% additional throughput upside in Accugas pipeline network vs. current contracted volumes

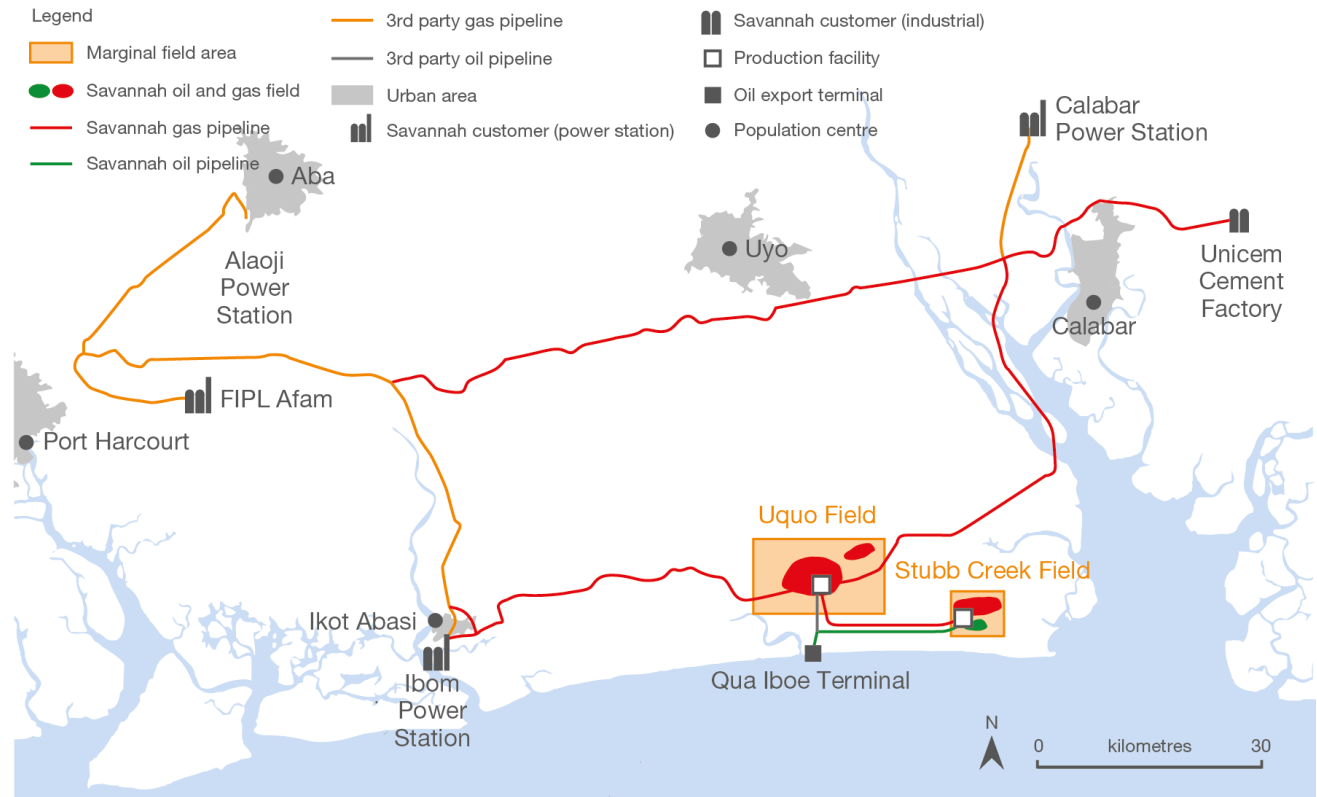
## Compelling switching economics



## Huge energy demand growth forecast



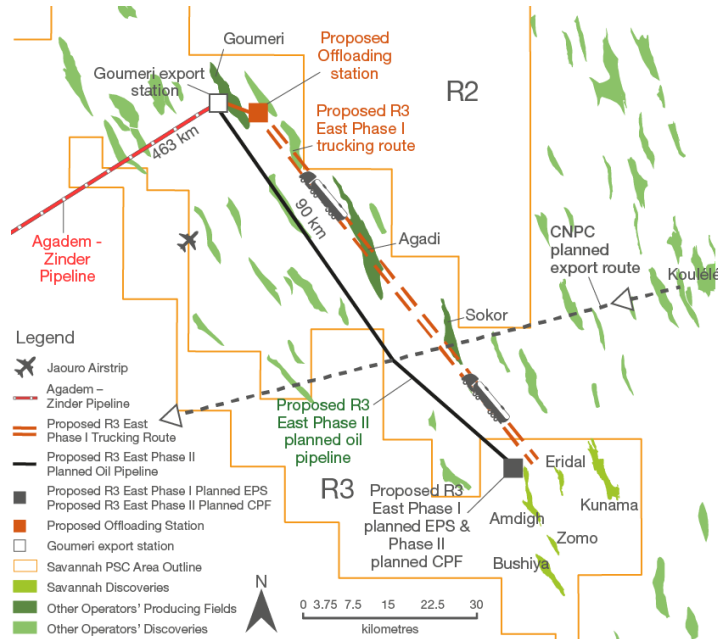
## Savannah's operations in South East Nigeria



1. Source: GIZ 2015 (FMP and power holding company of Nigeria data and UN 2010 rural/urban population data for off grid projections).

# Proposed early production scheme – R3 East

## R3 East development



## Phase I – Trucking

- Expected to deliver a plateau of c.1,000 bopd+ from initial well testing
- Surface processing equipment procured on a rental basis initially
- Oil to be trucked c.120km to the Goumeri/Jaouro export station, then piped to the Zinder refinery (using the existing 463km Agadem-Zinder pipeline)

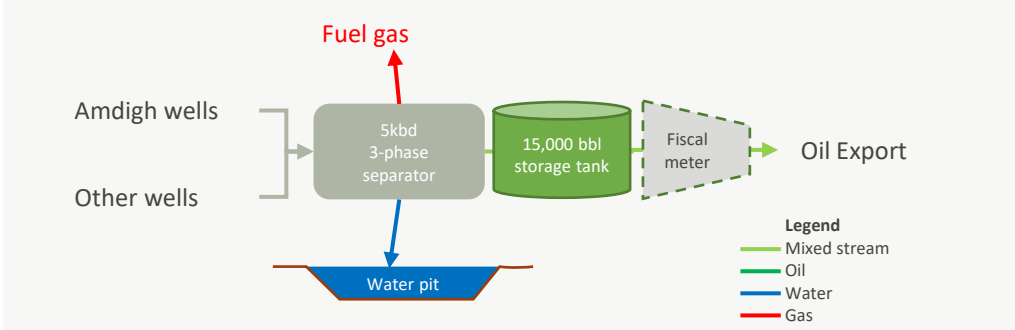
## Phase II – Pipeline

- Central Processing Facility (“CPF”) expected to be constructed at Amdigh, planned to be linked to a gathering system to enable proximal fields (e.g. Bushiya, Kunama, Eridal) to be tied into the CPF
- Planned construction of a c. 90km pipeline between the CPF and the Goumeri/Jaouro export station, enabling production to ramp up to 5,000 bopd following completion of pipeline construction
- Niger-Benin export pipeline (expected to cross R3 area) provides an additional monetisation route for existing and future discoveries

## Economic summary<sup>1</sup>

- Total planned gross 28 MMstb R3 East development has been estimated by CGG as having a Net Present Value of US\$132.8m or US\$5.8/bbl net to Savannah
- CGG estimated total external funding requirement of less than US\$60m for both phases
- Each additional 20 MMstb of resources potentially tied into the R3 East development is estimated to increase the NPV by c. US\$100m net to Savannah
- CGG has estimated an economic break-even oil price of US\$26/bbl

## Early Production Facilities to be located at Amdigh



1. Refer to the Niger CPR dated April 2020

# Niger exploration opportunity

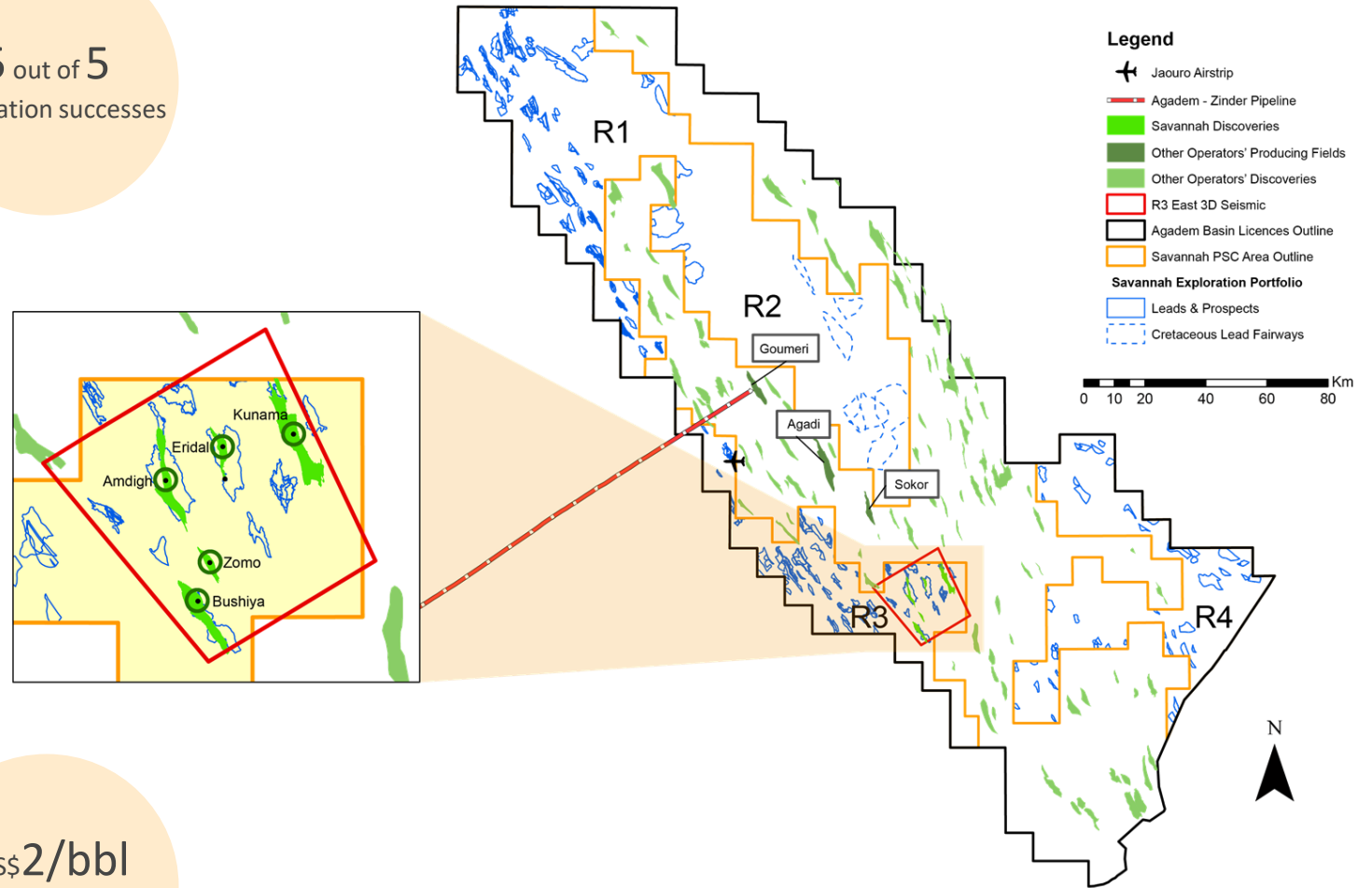
c.80%  
Basin exploration  
success rate

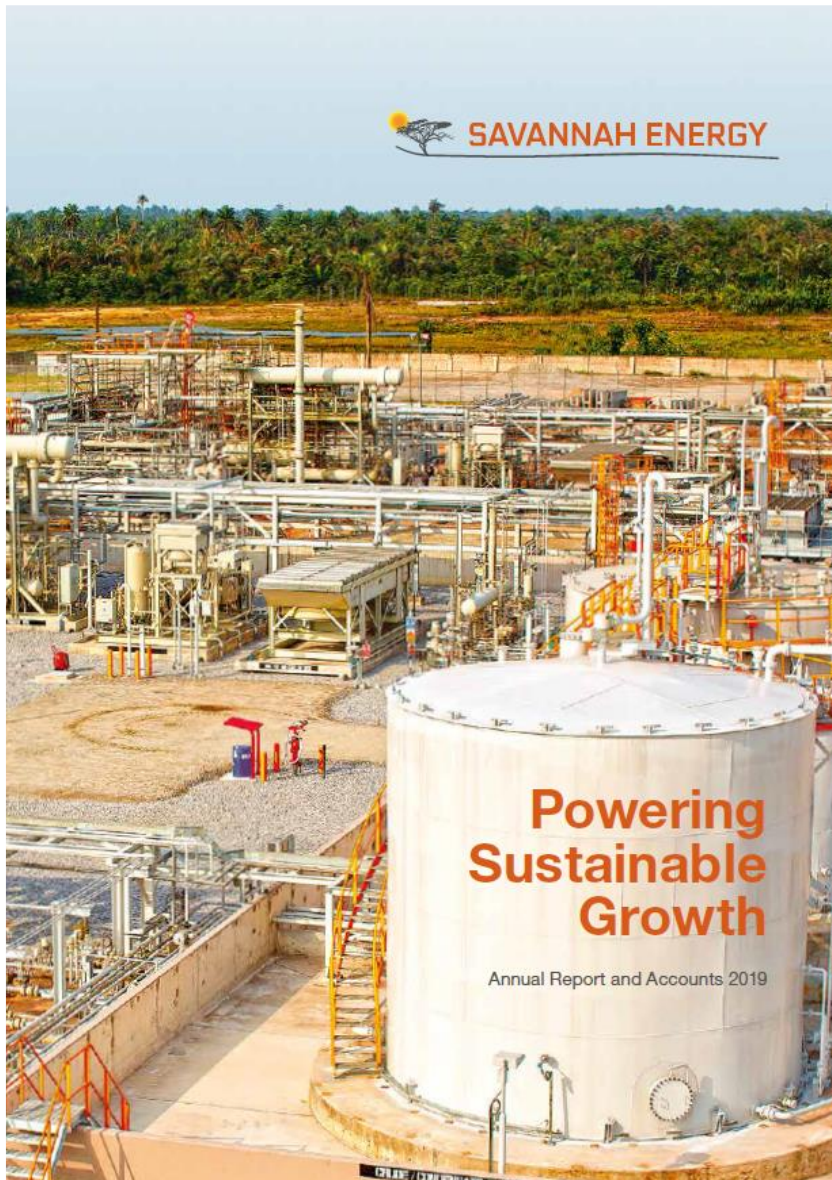
5 out of 5  
Exploration successes

146  
Savannah  
identified potential  
exploration targets

Proven operating  
environment & strong  
cost management  
discipline

<US\$2/bbl  
historic basin finding  
cost





## Welcome to the Savannah Energy Annual Report 2019

### What's inside

#### CEO's Review



Andrew Knott  
Chief Executive Officer

▶ See pages 6 to 11

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#### Sustainability Review



Stubb Creek field

▶ See pages 48 and 85