

#### Citi Australian and New Zealand Investor Conference

19 October 2016



#### Compliance statements



#### **Disclaimer**

This presentation contains forward looking statements that are subject to risk factors associated with oil, gas and related 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 delays or advancements, approvals and cost estimates.

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated. References to "Beach" may be references to Beach Energy Limited or its applicable subsidiaries. Unless otherwise noted, all references to reserves and resources figures are as at 30 June 2016 and represent Beach's share.

#### **Competent Persons Statement**

The reserves and resources information in this presentation is based on, and fairly represents, information and supporting documentation prepared by, or under the supervision of, Mr Tony Lake (Manager Cooper Gas). Mr Lake is an employee of Beach Energy Limited and has a BE (Mech) degree from the University of Adelaide and is a member of the Society of Petroleum Engineers (SPE). The reserves and resources information in this presentation has been issued with the prior written consent of Mr Lake in the form and context in which it appears.

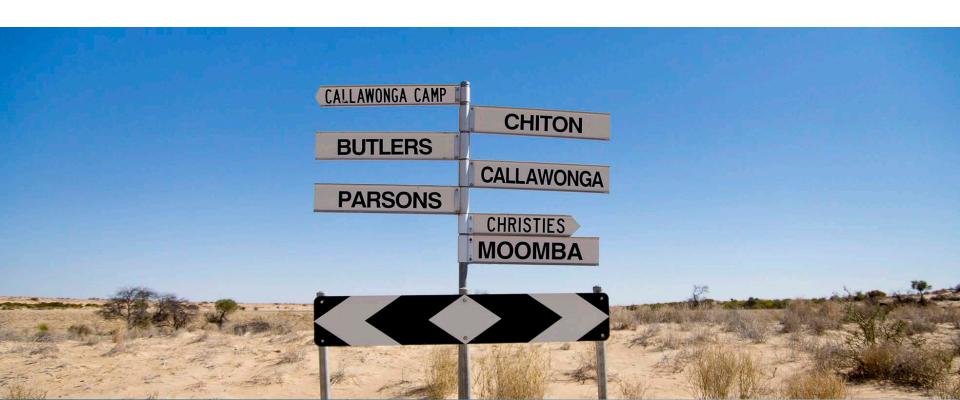
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# **Company Overview**



### A compelling value proposition

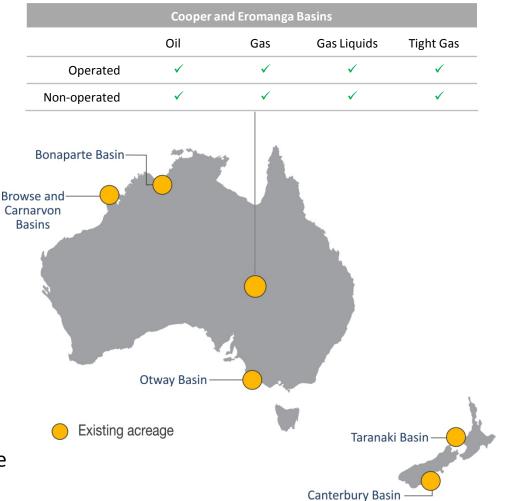


- > Profitable and net debt free: US\$26/bbl cash flow breakeven; ~\$0.6bn available liquidity
- > Leveraged to oil price recovery: +US\$10/bbl = +\$50m NPAT and +A\$65m cash flow
- Cost savings progressing: Material savings delivered at Beach and SACB joint venture
- > Active E&D program: 75% exploration success in FY16; 10 exploration wells in FY17
- Executing growth strategy: Active, disciplined and patient approach to growth

### Beach Energy

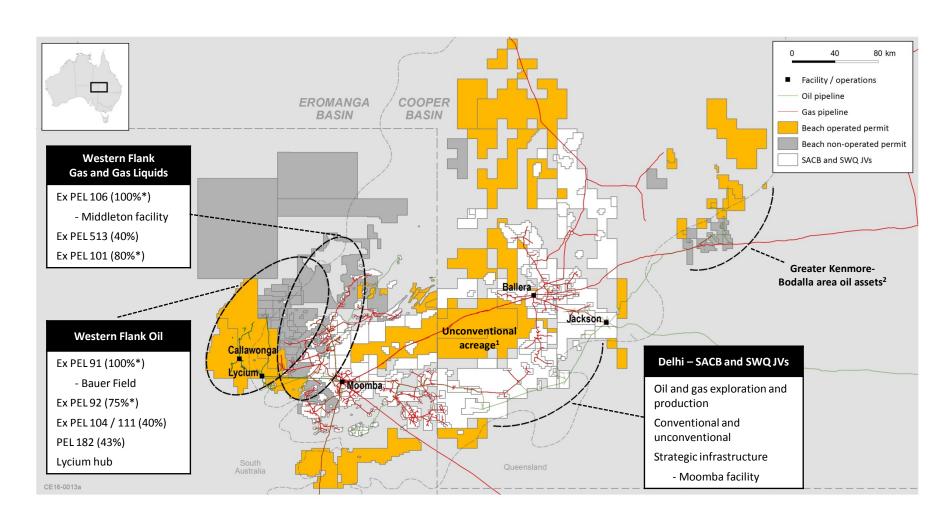


- Diversified oil and gas explorer and producer
- Australia's largest onshore oil producer, with a major gas business
- Core operations in the Cooper and Eromanga basins
- Owner of strategic infrastructure linking key energy markets
- Recently completed merger with Drillsearch Energy
- Market capitalisation: ~\$1.4 billion
- Available liquidity: ~\$0.6 billion
- FY17E production: 9.7 10.3 MMboe



### Cooper Basin acreage





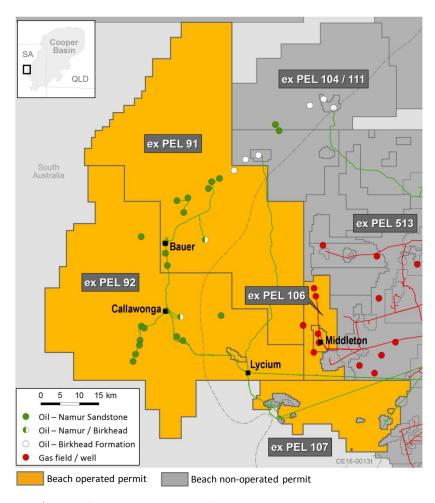
<sup>\*</sup> Denotes operatorship

<sup>1.</sup> Care and maintenance while unconventional strategy under review 2. Certain assets subject to sale agreement with Bridgeport; refer announcement of 3 August 2016

### Western Flank core production



- Primary source of Beach oil production
  - FY16 net production of 4.0 MMbbl
- Material contributor to Beach gas and gas liquids production
  - FY16 net production of 370 kboe
  - Compression project underway
- Operator and part owner of flowlines and pipelines linking fields to Moomba
  - Lycium to Moomba daily capacity>21,000 bopd
- Field operating costs of \$3.60/boe in operated permits



Western Flank Oil: Ex PEL 91: Beach 100%; ex PEL 92: Beach 75% and operator, Cooper Energy 25%; ex PEL 104 / 111: Beach 40%, Senex Energy 60% and operator Western Flank Gas and Gas Liquids: Ex PEL 106, 107: Beach 100%; ex PEL 513: Beach 40%, Santos 60% and operator

### Delhi – SACB and SWQ joint ventures



- Diverse Cooper Basin acreage position of ~26,800 km² (~6.6 million acres)
- Substantial gas processing infrastructure, connected to key energy markets
- Primary source of Beach gas production, and a material oil contributor
  - Net FY16 gas / gas liquids production of 4.1 MMboe
  - Net FY16 oil production of 0.8 MMbbl
- Greater influence over joint venture participation and outcomes
- Joint venture focus on cost reductions and value optimisation

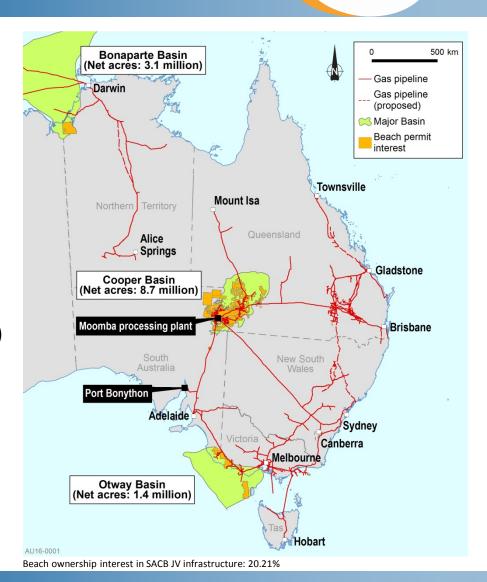


Beach ownership interests: SACB JV ~20%; SWQ JVs ~20% to 40%

#### Strategic Cooper Basin infrastructure



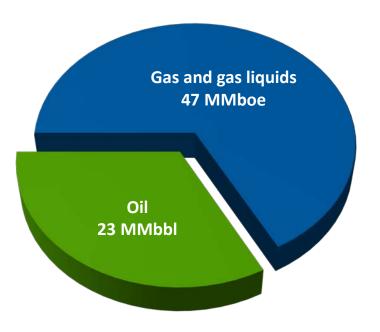
- Infrastructure ideally located to service southern, eastern and LNG markets
- ~6,000 kilometres of flowlines into Moomba
- Moomba daily gas processing capacity of 375 TJ (~80% utilised)
- Moomba / Port Bonython daily processing capacities:
  - 35 kbbl oil / condensate (~85% utilised)
  - 600 tonnes LPG (~45% utilised)
  - 48 kbbl daily flowline capacity (Moomba to Port Bonython)
- Gas storage capacity of ~75 PJ
- Moomba processing plant accessible for new discoveries



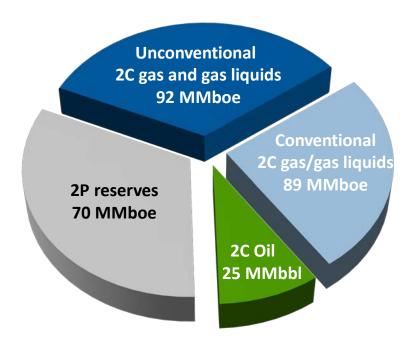
### Reserves and contingent resources<sup>1</sup>



**2P: 70 MMboe** 



#### 2P and 2C: 275 MMboe



- 20% increase in 2P oil reserves since 30 June 2015
- Contingent resources of operated unconventional gas acreage (PRLs 33 to 49 and ATP 855: Nappamerri Trough Natural Gas) reduced to nil, reflecting high cost of addressing fundamental technical issues and unlikely commercial development in the medium term

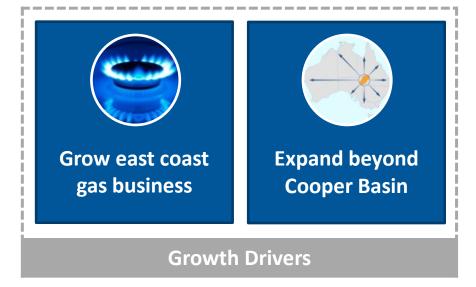
<sup>1.</sup> As at 30 June 2016; refer announcement to the Australian Securities Exchange on 29 August 2016; due to rounding, figures may not reconcile precisely to totals

### Clear strategy for value accretive growth





- Core operations underpin existence
  - Self-sustaining operations during downturns
  - Growth capital contributor during upturns
- Balance sheet capacity
  - ~\$0.6 billion of available liquidity
  - To be deployed for appropriate opportunities



- Favourable industry backdrop
  - "Lower for longer"
  - Australia and regional energy demands
- Rigorous capital allocation framework
  - Clear line of site to value creation
  - Benchmark hurdles and accountable decisions

### Strong progress across all pillars in FY16



#### **Optimise our core in the Cooper Basin**



- ✓ Drillsearch merger and integration
- √ 26% operated field cost reduction
- √ 90% drilling success rate
- Continued safety standard excellence

#### Maintain financial strength



- ✓ Net debt free
- √ 40% corporate cost savings
- √ \$28 million net cash generated
- √ ~\$550 million year-end liquidity

#### Build an east coast gas business



- Greater influence over SACB JV participation and outcomes
- Commencement of Origin oil-linked gas sales with attractive terms
- ✓ Multiple basin reviews progressed
- Disciplined review of opportunities

#### Pursue other growth opportunities



- Rationalisation of poor performing assets
- Multiple basin reviews completed or progressing
- Criteria and process enhanced
- Disciplined review of opportunities

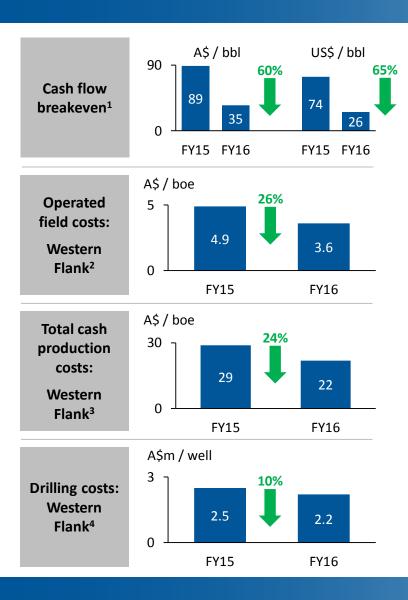


# **FY16 Financial Performance**



### Cash flow breakeven reduced by 60%





#### **FY16**

- Reduced cash flow breakeven from lower costs and greater control over SACB JV capital expenditure
- Broad range of operating cost savings achieved
  - Renegotiation of supplier contracts
  - Reduced field contractors
  - Operational and maintenance efficiencies

#### **FY17**

- Further reductions in operated field costs
- Targeting 10% reduction in drilling costs
- Targeting >15% SACB and SWQ JV field operating cost savings

<sup>1.</sup> Average annual oil price whereby cash flows from operating activities before tax equate to cash flows from investing activities less discretionary expenditure and acquired cash

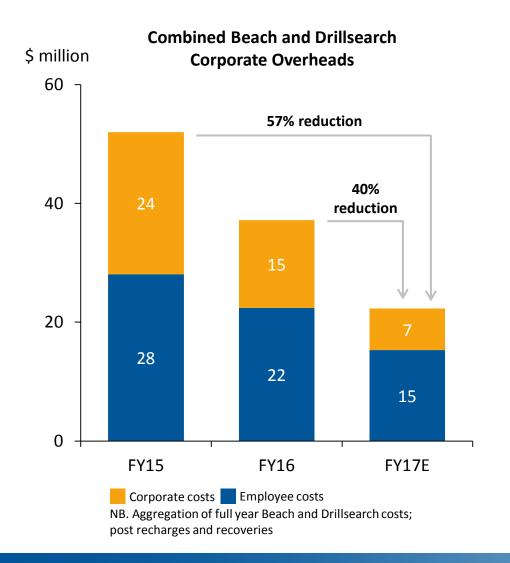
<sup>2.</sup> Field operating costs for ex PEL 91, 92 and 106; excludes tariffs, tolls and royalties

<sup>3.</sup> Field operating costs, tariffs, tolls and royalties for ex PEL 91, 92 and 106

<sup>4.</sup> Average cost to drill, case and complete

### \$40 million p.a. Drillsearch merger synergies





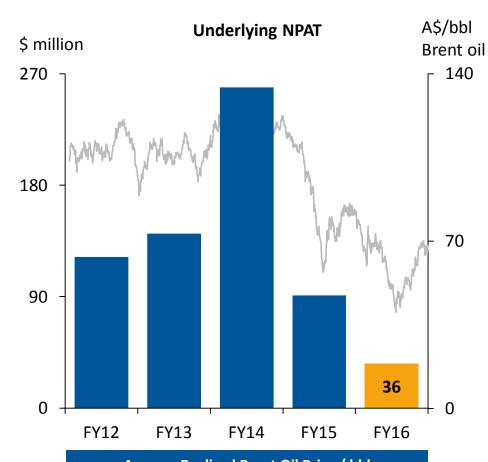
- 57% reduction in combined Beach / Drillsearch corporate overheads since FY15
  - Duplicated corporate overheads removed
  - Combined headcount reduction
     of 29% from FY15 to FY16
  - Cost savings across both businesses
- \$40 million of pre-tax cost savings will be realised in FY17 (including operational cost savings)
- Ongoing focus on cost reductions

### Underlying NPAT despite oil price



- Underlying NPAT down 61% to \$36 million
- Decline mainly due to impact on revenue from lower realised oil prices
  - 33% reduction in average realised oil price
- Underlying NPAT supported by:
  - Record production and sales volumes
  - Additional earnings from merger with Drillsearch
  - Operational cost savings
  - Headcount reductions and corporate cost savings

NB. Underlying results are categorised as non-IFRS financial information provided to assist readers to better understand the financial performance of the underlying operating business. They have not been subject to audit or review by Beach's external auditors. Refer reconciliation of NPAT to underlying NPAT (see Appendix)

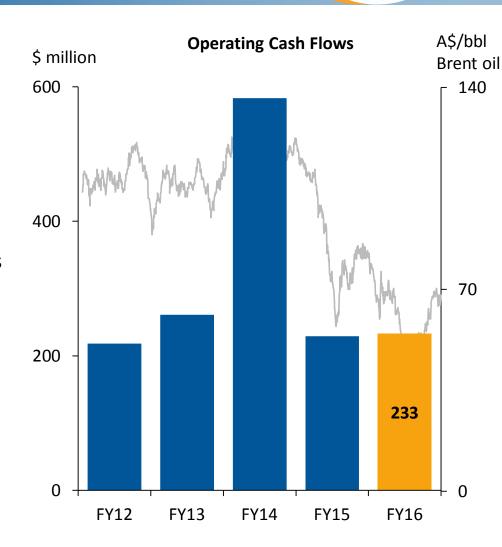


	Average Realised Brent Oil Price / bbl					
A\$:	115	111	126	90	60	
US\$:	119	114	116	75	44	

### Robust financial position



- Further strengthening of financial position due to:
  - Capital expenditure reduction to \$184 million (FY15: \$416 million)
  - Cost savings achieved across the business
  - Cash flow breakeven down 60% to
     A\$35/bbl (US\$26/bbl) from lower costs
     and SACB JV capital commitments
- \$28 million net cash flow (post capital expenditure)
- Year end liquidity of ~\$550 million
  - \$199 million cash
  - \$350 million undrawn facilities
  - \$150 million drawn debt

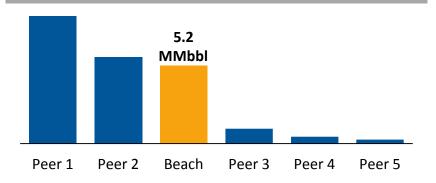


#### Leveraged to oil price recovery

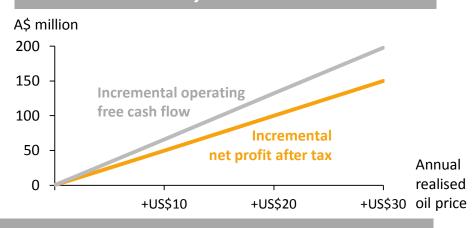


- A leading Australian oil producer, with a major gas business
- Oil-linked gas sales with other beneficial pricing parameters
- Active Western Flank oil and gas exploration program
- Financial strength to support growth
  - No net debt
  - Significant liquidity
  - Core business generating cash

#### **Australian Oil Production – Last 12 Months**



#### Beach Sensitivity to Oil Price Increases



US\$10 oil price increase = +\$50 million NPAT / +\$65 million operating cash flow Well positioned to benefit from oil price recovery



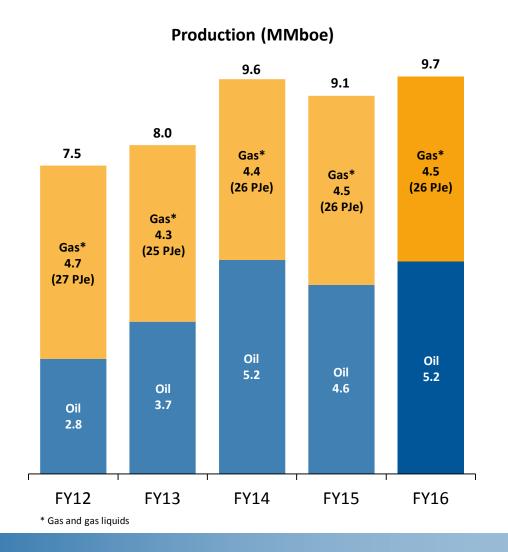
# **Operations Update**



#### Record production delivered in FY16



- Record production of 9.7 MMboe
  - 53% oil; 47% gas and gas liquids
- Record operated oil production of 3.6 MMbbl
- Higher portion of operated production
  - 41% of total production (FY15: 36%)
- Production levels supported by:
  - Successful completion of Drillsearch merger
  - Successful drilling campaigns and
     46 new wells brought online
  - Optimisation projects to accelerate production



### Increased operated oil exposure



	Area	FY15	FY16	Change
	Cooper / Eromanga basins	4,490	5,028	12%
Oil (kbbl)	Egypt	132	141	7%
	Total oil	4,622	5,169	12%
Salos gas and othano (DI)	Cooper Basin	22.1	21.8	(1%)
Sales gas and ethane (PJ)	Egypt	0.1	0.3	365%
LPG (kt)	Cooper Basin	44.3	43.9	(1%)
Condensate (kbbl)	Cooper Basin	361	353	(2%)
Total gas / liquids (kboe)		4,524	4,497	(1%)
Total oil, gas and gas liqui	9,146	9,666	6%	

### 90% drilling success rate in FY16



- 90% drilling success rate from 51 wells
- Five new field discoveries in Windorah Trough (SWQ JV)
- Field extensions in Durham Downs and Coolah complexes (SWQ JV)
- Successful under-balanced drilling to accelerate low pressure reservoir production at Moomba South (SACB JV)
- Development of higher margin liquidsrich fields (SACB JV)
- Extension of the Bauer Field (ex PEL 91)
- Exploration success in newly acquired ex PEL 513 / 632

#### High drilling success rates in FY16

Area	Category	Wells Drilled		ful Wells Rate
	Oil exploration	3	1	33%
	Oil appraisal	3	3	100%
Cooper /	Oil development	6	6	100%
Eromanga	Gas exploration	11	9	82%
	Gas appraisal	9	8	89%
	Gas development	17	17	100%
Total Coop	er / Eromanga	49	44	90%
Egypt Oil exploration		2	2	100%
Total Wells	•	51	46	90%

### 100% drilling success rate in Q1 FY17



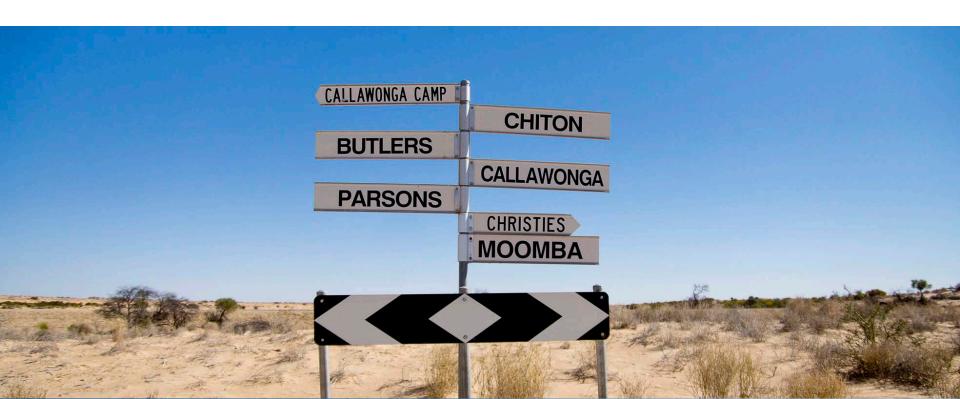
- ✓ Two gas appraisal and three development wells in the SACB and SWO JVs
- ✓ Three operated oil development wells
  - Hanson-4, Stunsail-3 (ex PEL 91); Callawonga-12 (ex PEL 92)
- ✓ Oil exploration success at Kangaroo-1 in ex PEL 91 (Beach 100%)
- Kangaroo-1 discovered stratigraphically trapped oil in the Birkhead Formation
  - Flowed on test at 320 bopd<sup>1</sup>
  - Expected online in Q3 FY17
- Multiple follow-up prospects identified; analogous to Stunsail-1 and Stanleys-1
- Drilling results and follow-on activity under review

# Kangaroo-1 has de-risked Birkhead leads ex PEL 91 Kangaroo-1 2 3 km Stanleys-1 ~240 bopd1 Stunsail-1 ~270 bopd1

1. Kangaroo-1: Drill stem test (DST) recovered 41.6 barrels of ~52 degree API oil over a 3.13 hour flow period with no indication of formation water (1,694.5m to 1,712.0 mRT); Stanleys-1 Birkhead flow: two hour, free flow DST on 32/64" choke; Stunsail-1 Birkhead flow: four hour, free flow DST on 64/64" choke



### **FY17 Outlook**

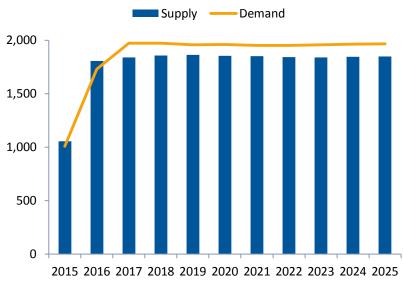


### Significant east coast gas opportunity



- Structural change underway in the east coast gas market
- Increasing signs of gas supply / demand imbalances
- New discoveries required
- Beach well positioned
  - Existing gas sales contracts provide exposure to domestic and LNG markets, without associated downstream costs
  - Strategic infrastructure links key domestic and LNG markets
  - Exploration opportunities
  - Moomba plant accessible for new discoveries

#### East coast gas supply and demand 2015 – 2025 (PJ/a)<sup>1</sup>



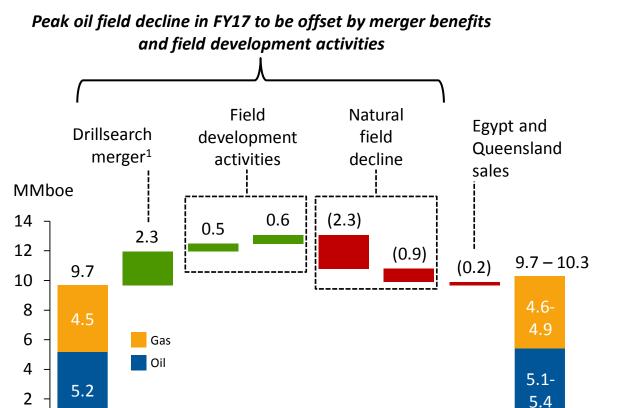
1. Source: EnergyQuest, March 2016; excludes potential gas from Northern Gas Pipeline

"Governments have been warned by their own agencies that we risk a supply shortfall by 2019 if new gas reserves are not developed urgently"

Dr Malcolm Roberts, Chief Executive, APPEA, August 2016

### Record production expected in FY17





- 100% ownership of core producing permits (ex PEL 91 and 106)
- Bauer facility expansion to 120,000 bfpd (+60%)
- Middleton gas compression to achieve maximum capacity of 3,700 boepd
- Conversion and production of undeveloped reserves
- Optimisation projects to accelerate production
- Reinvigorated exploration following completion of regional study

Gas

Dev.

Oil

0

FY16A

Equity

Uplift

Oil

Dev.

Egypt

Gas

Decline Decline

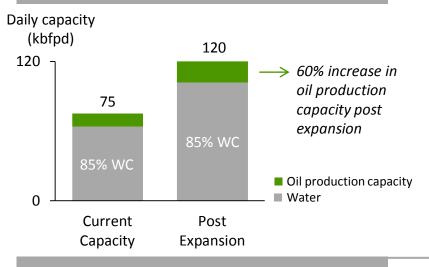
FY17E

<sup>1.</sup> Represents FY16 Drillsearch volumes produced prior to completion of merger (July 2015 – February 2016)

#### Facility expansions to optimise production

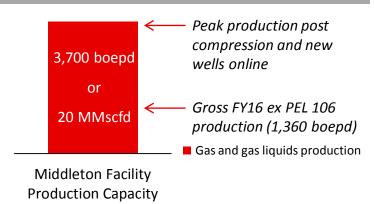


#### **Bauer Oil Facility Expansion**



- Bauer facility expansion to 120,000 barrels of fluid per day (+60%)
  - Completion expected in Q3 FY17
- Expansion to provide headroom for:
  - Increasing water cut
  - Artificial lift
  - New discoveries and new wells online
- Following initial steep decline rates, Namur reservoirs are long-life oil producers

#### **Middleton Gas Compression**

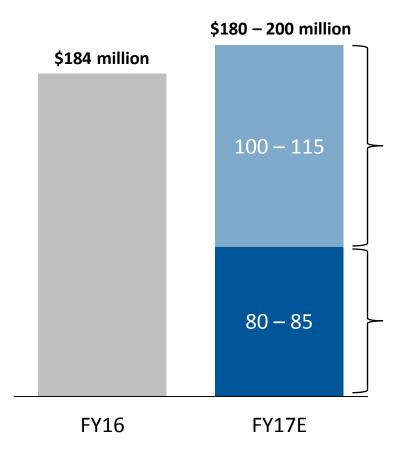


- Middleton gas compression to enable greater throughput as fields decline
  - Compression expected online in Q3 FY17
- New wells to provide incremental production
  - Ralgnal and Udacha brought online in July 2016
  - Three ex PEL 106 exploration wells in FY17

### Capital directed for greatest returns



Rigorous capital allocation framework underpins all discretionary expenditure decisions



**Discretionary Expenditure**: High-graded projects; NPV positive; near-term line of sight to financial return; capital allocation requirements met; deferrable at lower oil prices; includes exploration and development activities

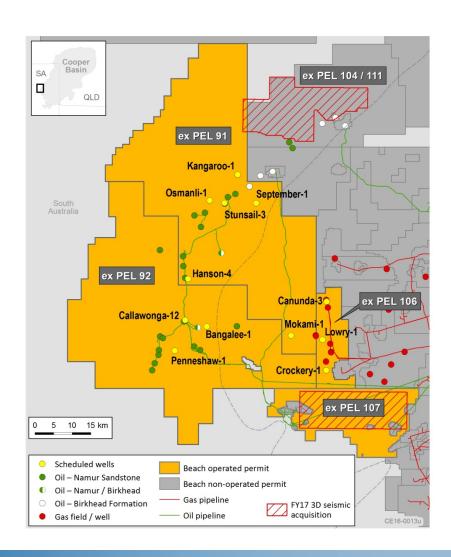
- ~40% allocated to Western Flank oil
- ~25% allocation to Western Flank gas
- ~35% allocated to SACB and SWQ joint ventures

**Fixed Expenditure**: Committed expenditure for asset maintenance, permit fees and tenement commitments

### Diverse play types will drive organic growth



- High graded prospects to expand existing footprints
- Up to 13 operated wells planned
  - Low risk development wells
  - Near-field exploration / extensions
  - New focus on Birkhead / Patchawarra play types
- Material upside to size of prospects in event of exploration success
- Seismic acquisition and inversion to expand exploration seriatim
- Unconventional and deep coal strategies under review



## Growth via drilling of 13 operated wells



Permit	Well	Timing	Target	Rationale	Result <sup>1</sup>
	Hanson-4	Q1	Namur	Development well to support facility expansion	✓ Success: C&S
	Stunsail-3	Q1	Namur	Development well; part of low cost, full field development plan	✓ Success: C&S
F 051	Osmanli-1	Q1	Namur	Near-field exploration on proven play trend	
Ex PEL 91	Kangaroo-1	Q1	Birkhead	<ul> <li>Play opening opportunity; potential to de-risk Birkhead stratigraphic oil play on Western Flank</li> </ul>	✓ Success: C&S
	September-1	Q2	Namur	<ul> <li>Near-field exploration on proven play trend</li> </ul>	
	Mokami-1	Q2	Patchawarra	<ul> <li>Patchawarra structural closure; extend Patchawarra gas / condensate play toward west</li> </ul>	
	Callawonga-12	Q1	Namur	Development well; upside on northeast flank	✓ Success: C&S
Ex PEL 92	Penneshaw-1	Q2	Namur	Near-field exploration on proven play trend	
	Bangalee-1	Q2	Namur	Near-field exploration on proven play trend	
	Lowry-1	Q2	Patchawarra	Near-field exploration on proven play trend	
Ex PEL 106	Crockery-1	Q2	Patchawarra	Near-field exploration on proven play trend	
	Canunda-3	Q2	Patchawarra	Appraisal well to test extension of field	
TBD	TBD	Q3	TBD	Awaiting results of earlier wells	

<sup>1.</sup> C&S: Cased and suspended as a future producer

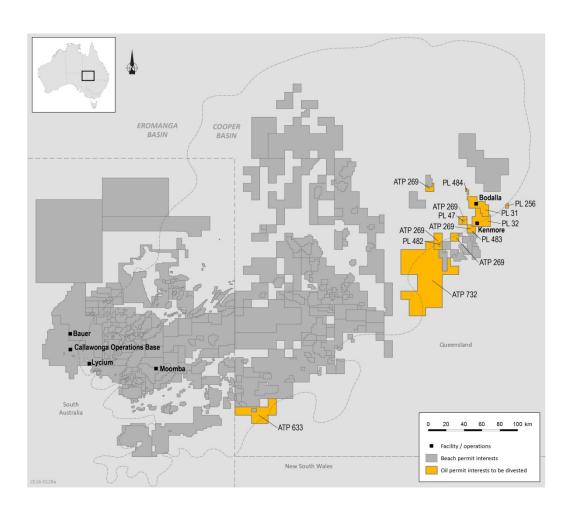
#### Greater influence over SACB JV outcomes



	Recent Joint Venture Changes	Benefits to Beach		
Gas lifting / marketing	<ul> <li>Separate lifting and marketing of own equity molecules</li> </ul>	<ul> <li>Not tied to joint venture partner commitments</li> <li>Ability to seek best price / terms for future surplus volumes</li> </ul>		
Gas contract	<ul> <li>Commencement of Beach's oillinked gas sales agreement (Origin)</li> <li>No obligation to service other venture partners' gas contracts</li> </ul>	<ul> <li>No minimum supply terms; avoids need to drill uneconomic wells</li> <li>Upside oil price linkage with other pricing parameters</li> </ul>		
Capital expenditure	<ul> <li>Ability to opt in or out of most drilling campaigns</li> </ul>	<ul> <li>✓ Greater control over capex: In FY17, \$40-45m fixed expenditure with remainder discretionary (\$35-40m)</li> <li>✓ Only participate in drilling which provides required rate of return</li> </ul>		
Cost cutting initiatives	<ul> <li>Heightened level of collaboration between joint venture parties</li> </ul>	<ul> <li>✓ Targeting &gt;15% operating cost reductions</li> <li>✓ All avenues to realise value from assets under collaborative review</li> </ul>		

#### Non-core asset divestments to continue





#### **Cooper Basin activity**

- Sale agreement for Kenmore-Bodalla operated oil interests
  - Mature fields and remote operations; operating costs were double those of Western Flank
  - Mitigated end of life liabilities
- Withdrawal from ATP 732 farm-in agreement

#### Other activity

- Completion of sale of Beach Egypt
  - Cash proceeds up to US\$20.5 million
- Exit from BMG in Gippsland Basin
- Exit from PEP 52181 in New Zealand
- Extension of various permit conditions
- Further rationalisation planned based on geological and commercial success criteria

# Disciplined approach to inorganic growth



Strategy	<ul> <li>Clearly defined growth strategy underpinned by robust core base business</li> <li>Demonstrated progress in FY16 via Drillsearch merger</li> <li>Focussed on opportunities with similar risk profile to base business</li> </ul>
Approach	<ul> <li>Strict, revised capital allocation framework for all discretionary expenditure</li> <li>Strict, revised technical and commercial staged due diligence processes</li> <li>Strict financial return hurdles must be met; clear path to value</li> </ul>
Progress	<ul> <li>Multiple opportunities under review</li> <li>A number of opportunities already dismissed due to inadequate return vs risk</li> <li>Disciplined and orderly approach to opportunities</li> </ul>
Timing	<ul> <li>Core business performing well with strengthening financial position</li> <li>No timeframe or executive incentives in place to complete transactions</li> <li>Actively assessing and prepared to wait for the right opportunities</li> </ul>

### A compelling value proposition



- > Profitable and net debt free: US\$26/bbl cash flow breakeven; ~\$0.6bn available liquidity
- Leveraged to oil price recovery: +US\$10/bbl = +\$50m NPAT and +A\$65m cash flow
- Cost savings progressing: Material savings delivered at Beach and SACB joint venture
- > Active E&D program: 75% exploration success in FY16; 10 exploration wells in FY17
- Executing growth strategy: Active, disciplined and patient approach to growth



# **Appendix**



#### Robust FY16 financial results



\$ million	FY15	FY16	Change
Sales volumes (MMboe)	10.5	10.8	3%
Sales revenue	727.7	558.0	(23%)
Operating cash flow	228.5	233.4	2%
Net profit / (loss) after tax	(514.1)	(588.8)	(15%)
Underlying NPAT <sup>1</sup>	90.7	35.7	(61%)
Cash balance	170.2	199.1	17%
Net debt / (cash) to equity (%)	(1.6%)	(4.9%)	(3.3%)
Total dividends (cps)	1.5	0.5	(66%)

<sup>1.</sup> Underlying results are categorised as non-IFRS financial information provided to assist readers to better understand the financial performance of the underlying operating business. They have not been subject to audit or review by Beach's external auditors. Refer reconciliation of NPAT on following slide

# Comparison of NPAT with underlying NPAT



	FY15 \$ million	FY16 \$ million
NPAT	(514.1)	(588.8)
Adjusted for:		
Mark-to-market of convertible notes derivative	(13.3)	-
Merger costs	-	7.7
Unrealised hedging losses	-	15.4
Provision for non recovery of international taxes	-	7.5
Impairment of assets	789.1 <sup>1</sup>	634.6 <sup>2</sup>
Tax impact of above changes	(171.0)	(40.7)
Underlying NPAT	90.7	35.7

NB. Underlying results are categorised as non-IFRS financial information provided to assist readers to better understand the financial performance of the underlying operating business. They have not been subject to audit or review by Beach's external auditors

<sup>1.</sup> FY15 impairments: Cooper Basin interests \$345 million, NTNG \$238 million, international interests \$206 million

<sup>2.</sup> H1 FY16 impairments: Cooper Basin interests \$525 million, NTNG \$56 million, international interests \$27 million, investments \$26 million; no H2 FY16 impairments

# Broad suite of activity in FY17



FY17 Capital Expenditure	\$ million	Wells		Key Projects	
		Exp.	App/Dev		
Western Flank Operated Oil					
Ex PEL 91	25 – 30	5	2	<ul><li>Solidus 3D inversion</li><li>Bauer and Hanson facility expansions</li></ul>	
Ex PEL 92	Up to 10	2	1	<ul><li>Callawonga facility expansion</li><li>Artificial lift</li></ul>	
Fixed Expenditure	10 – 12	=	-		
Western Flank Non-operated Oil					
Ex PEL 104 / 111	5 – 8	1	1	<ul> <li>3D seismic acquisition and data merge</li> </ul>	
				<ul> <li>Three PEL 182 exploration wells</li> </ul>	
Fixed Expenditure	10 – 12	4	-	<ul> <li>PEL 87 exploration well</li> </ul>	
				<ul> <li>2D seismic acquisition (PEL 87)</li> </ul>	
Western Flank Gas					
Ex PEL 106 / 107	20 – 25	3	_	<ul> <li>3D seismic acquisition</li> </ul>	
	20 25	<u></u>		Middleton compression	
				<ul> <li>PEL 570 exploration well (BPT carried)</li> </ul>	
Non-operated gas	Up to 5	1	-	<ul> <li>3D seismic reprocessing</li> </ul>	
				Well connections	
Fixed Expenditure	12 – 14	-	-		
SACB and SWQ Joint Ventures					
Discretionary: Gas	35 – 40	-	19		
Fixed: Oil and Gas	40 – 45	<del>-</del>	-		
Other					
	Up to 5	-	-	3D seismic reprocessing	
Total	180 – 200	16	23		

#### **Contact information**



