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Comparative Assessment of the Federal Oil and Gas Fiscal Systems

GoM Report Presentation

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2 Changes in Fiscal Systems

3 Comparative Analysis of Current Fiscal Systems

4 Alternative Fiscal Systems

5 Comparative Analysis of Alternative Fiscal Systems

6 Discretionary Royalty Relief

7 Conclusions

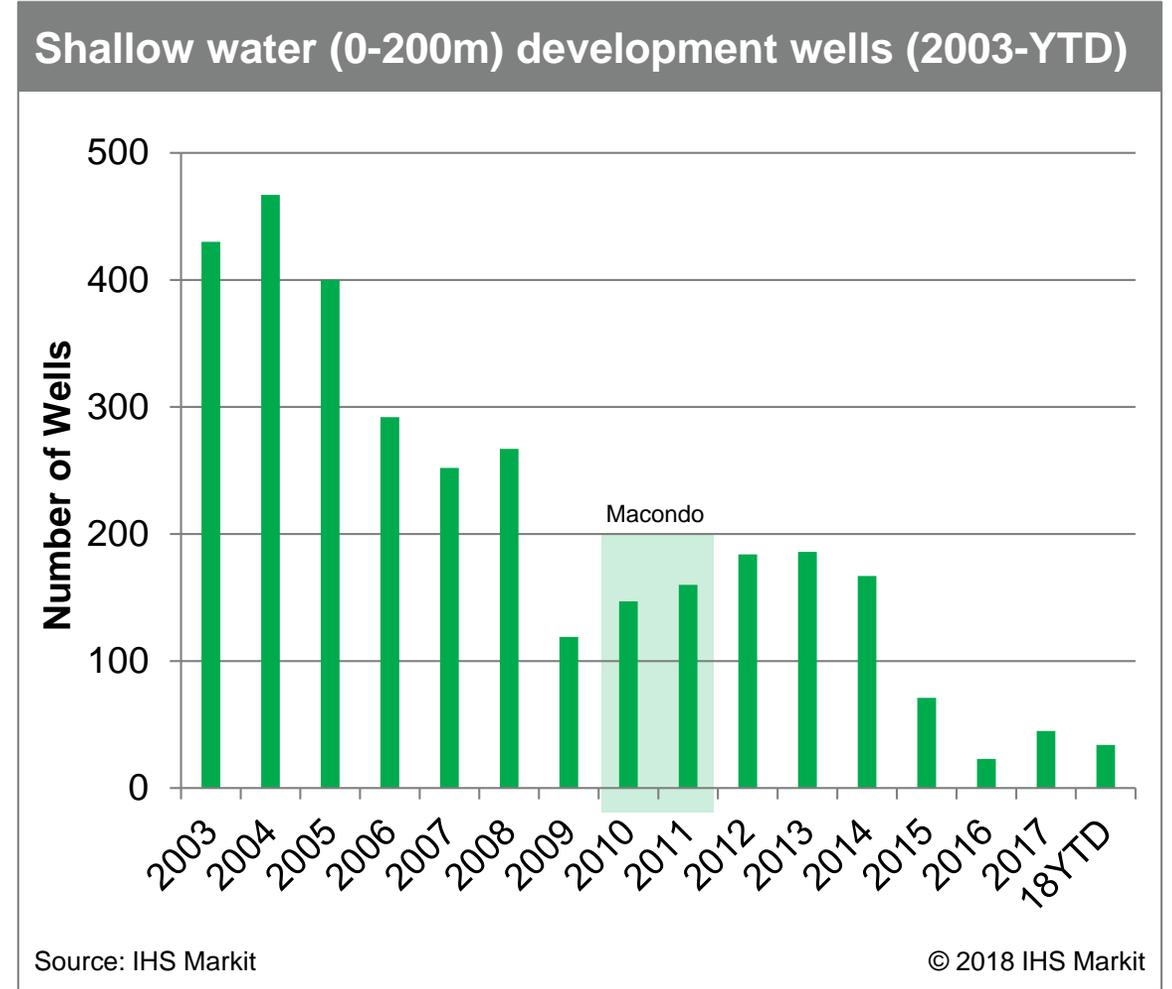
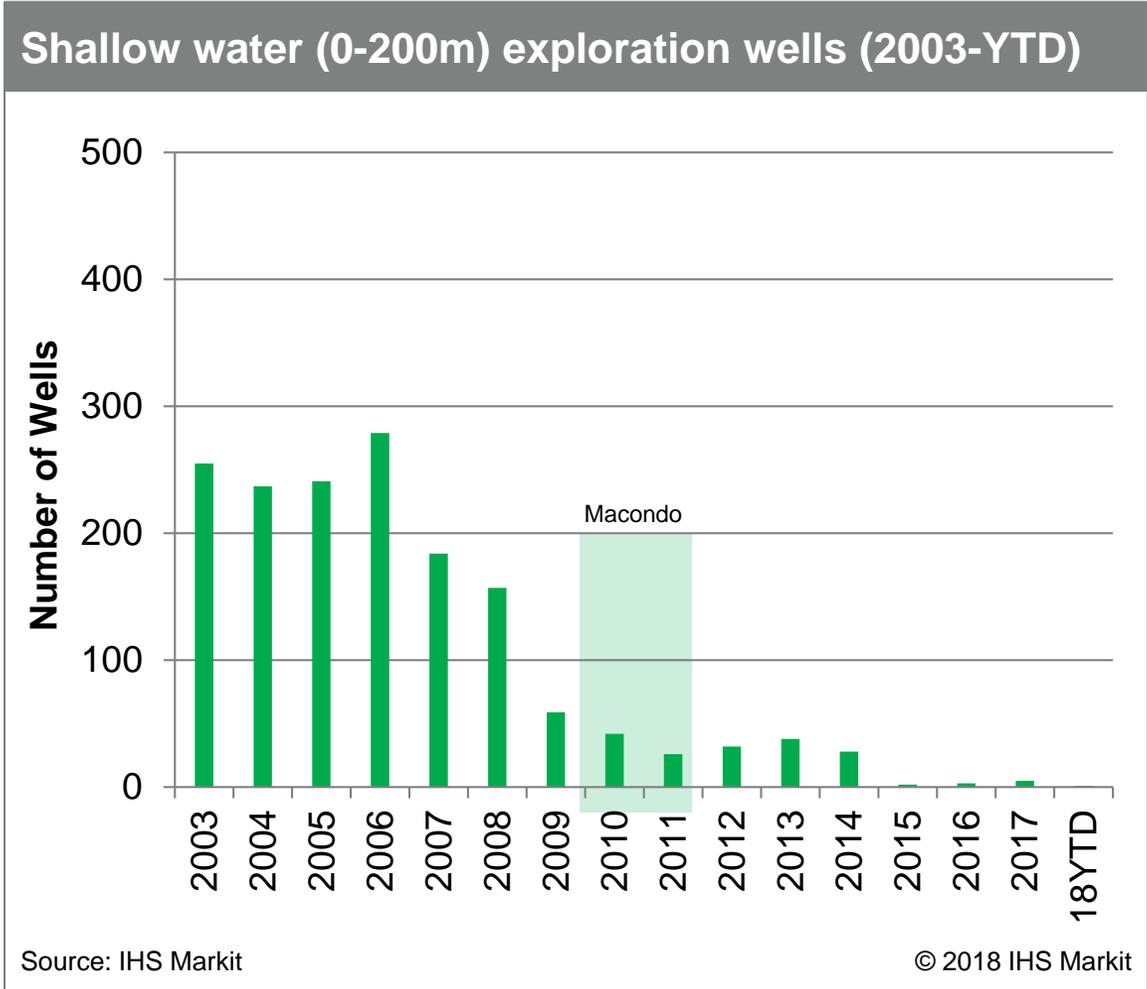
US GoM Activity and Yet-To-Find Overview



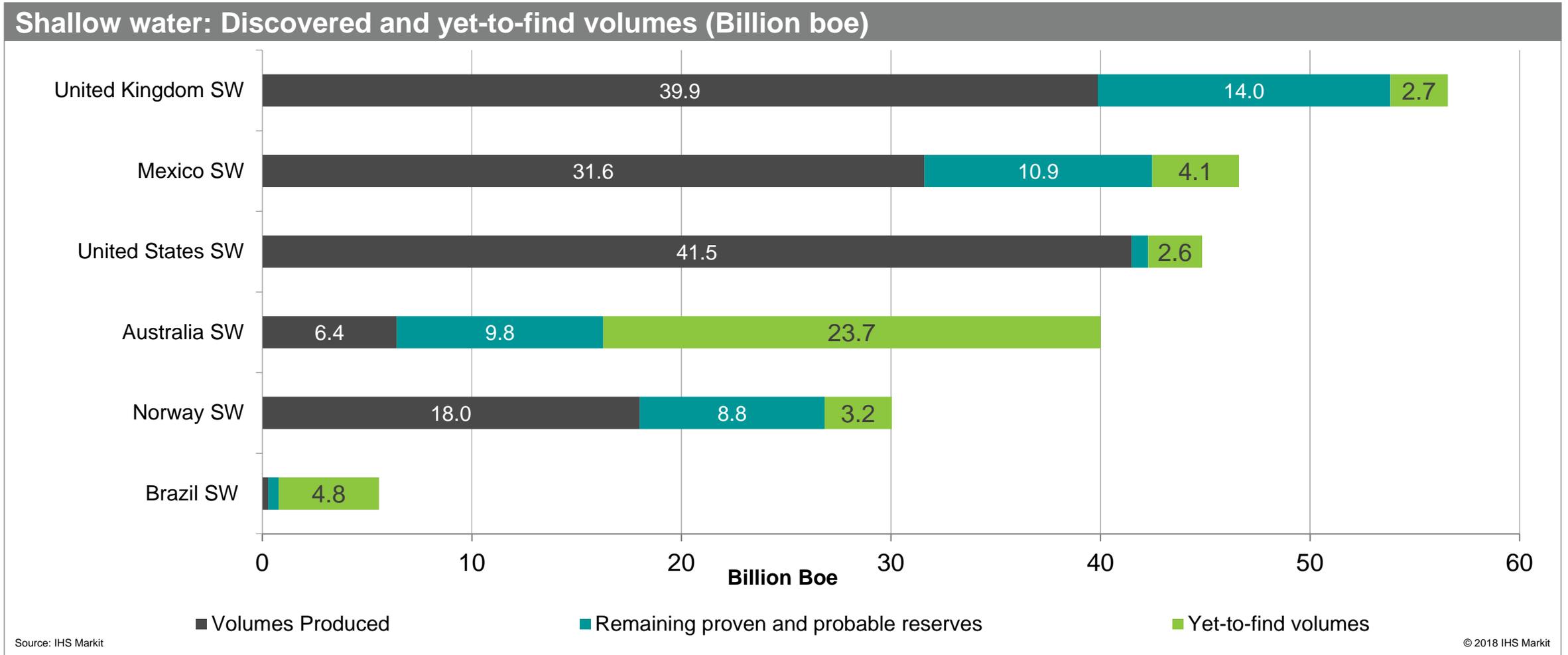
Shallow Water

Deepwater

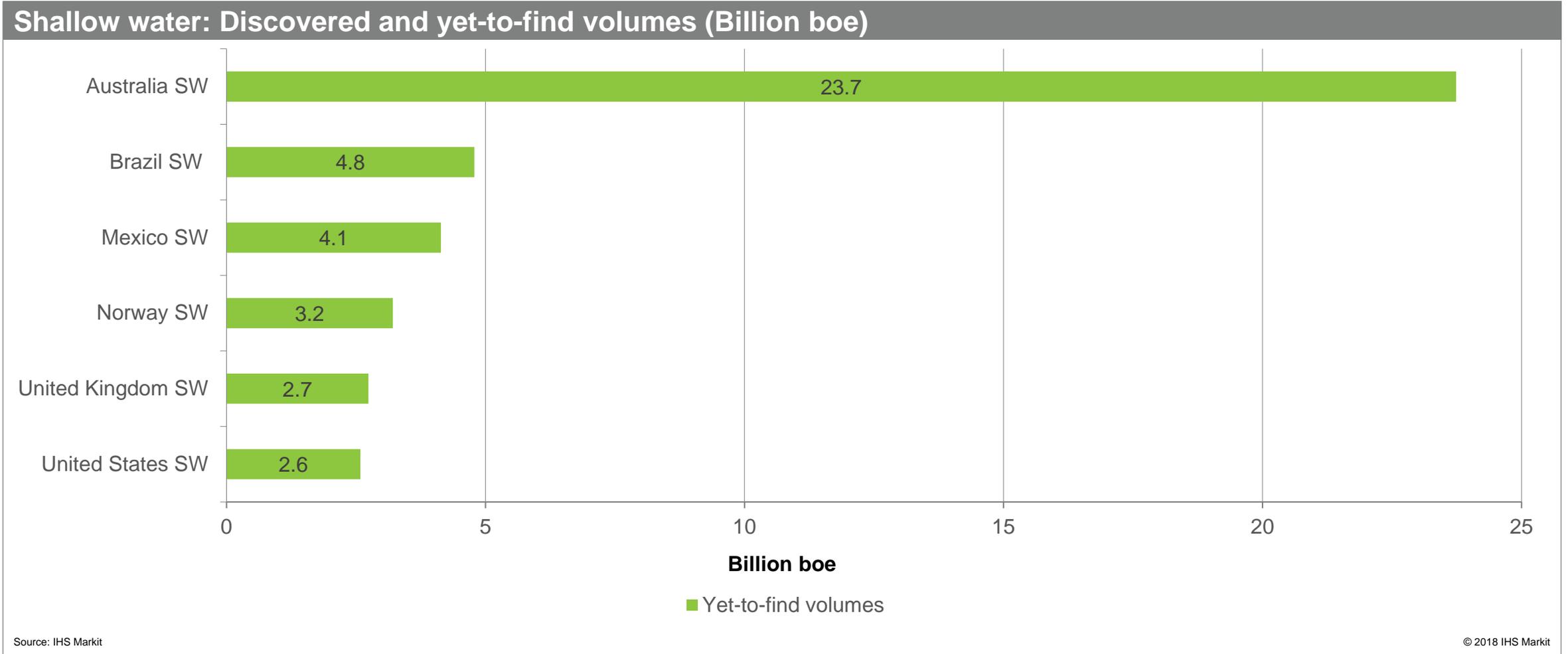
U.S. shallow water exploration and development have decreased dramatically since 2003



In addition, U.S. shallow water GoM is the most mature of peer group regions



Low yet-to-find volumes imply limited upside potential in U.S. shallow water GoM



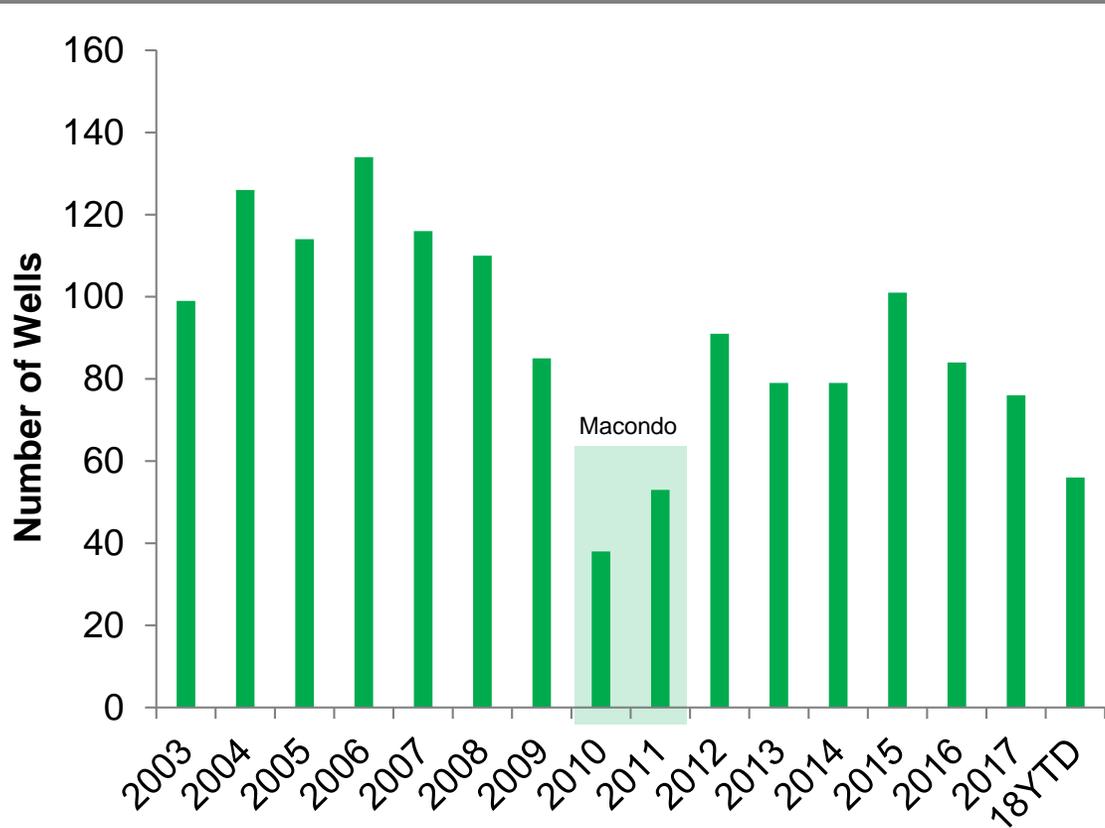
US GoM Activity and Yet-To-Find Overview

Shallow Water

Deepwater

U.S. deepwater GoM has similarly witnessed declines in exploration and development wells...

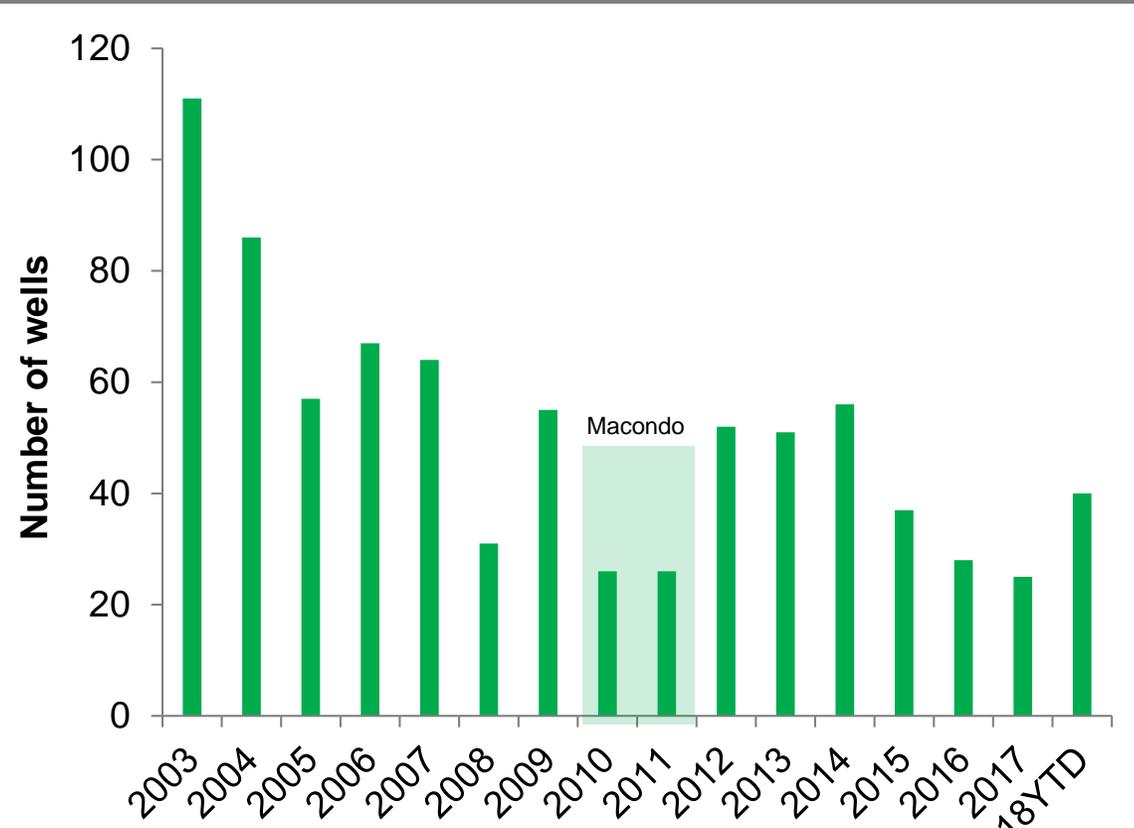
Deepwater (+200m) exploration wells (2003-YTD)



Source: IHS Markit

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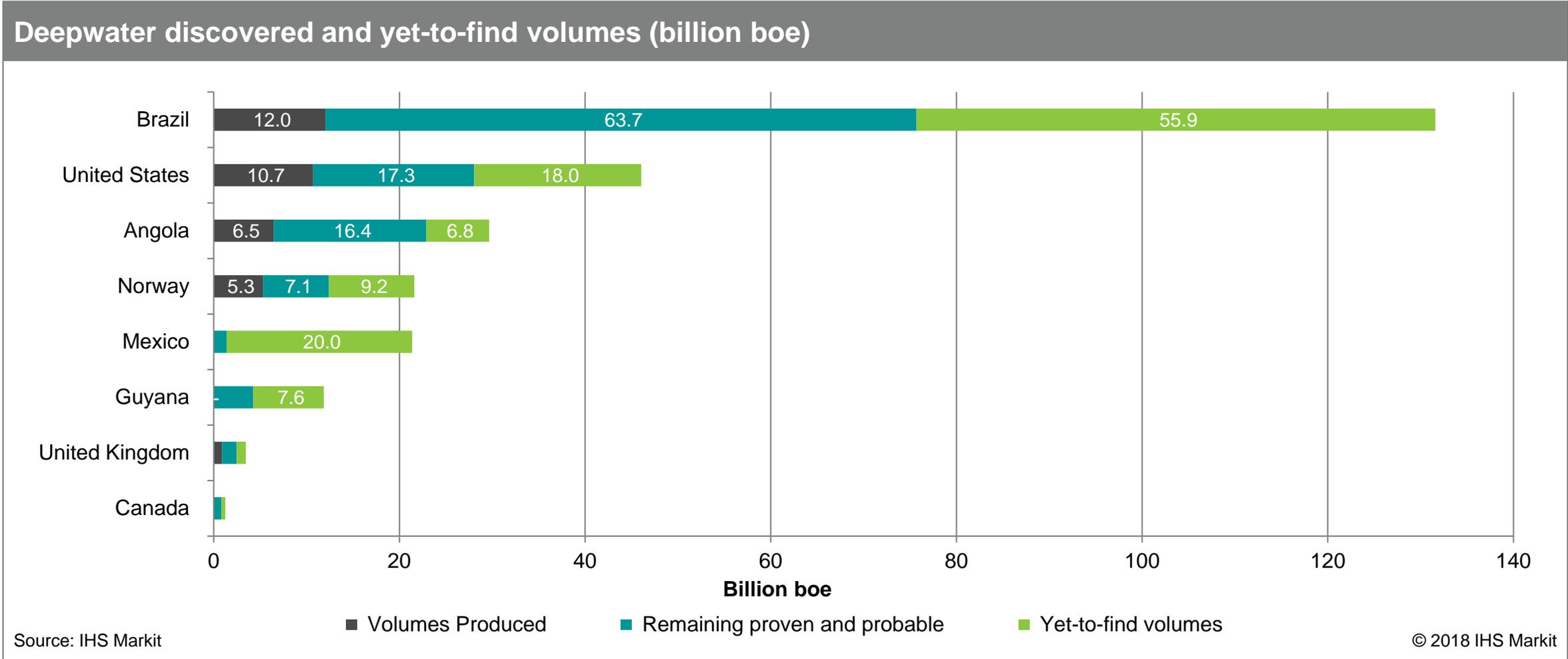
Deepwater (+200m) development wells (2003-YTD)



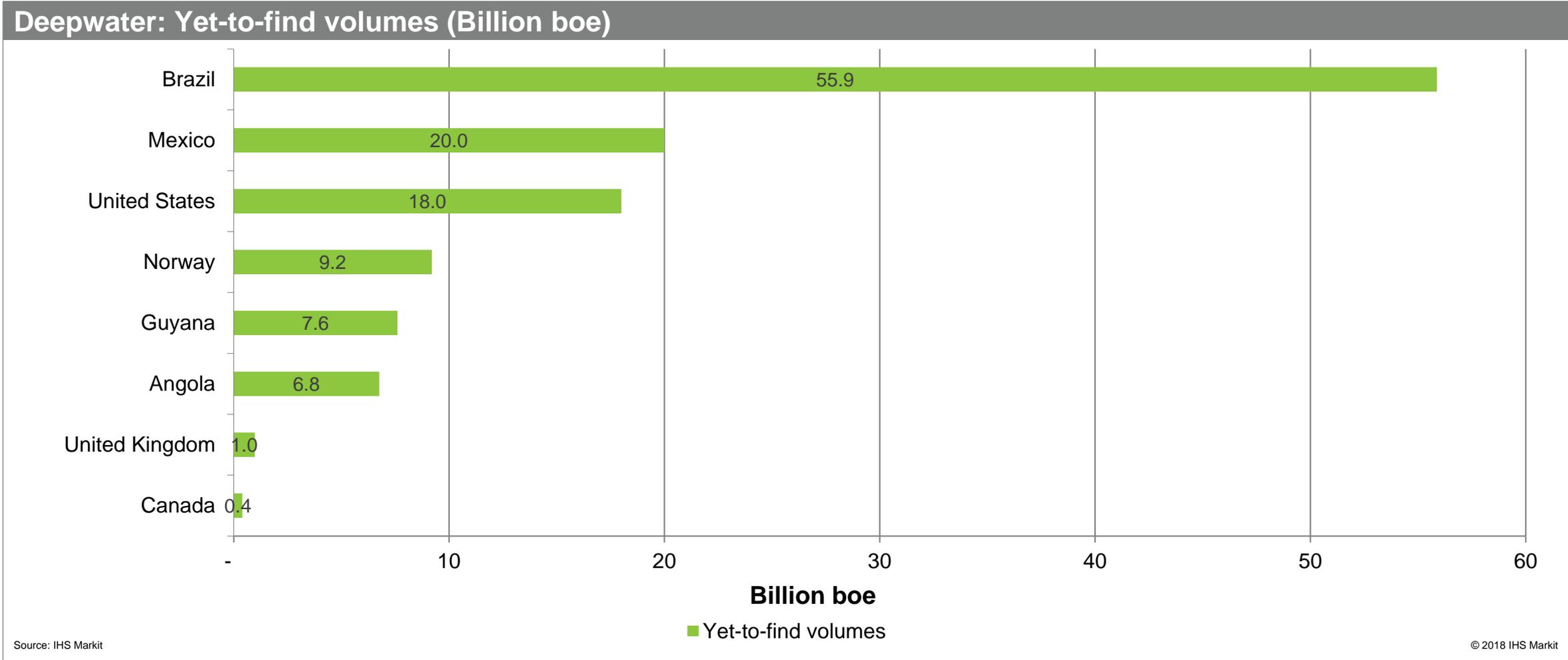
Source: IHS Markit

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...However, the region has yet to “mature” and has more upside potential as evidenced by yet-to-find volumes

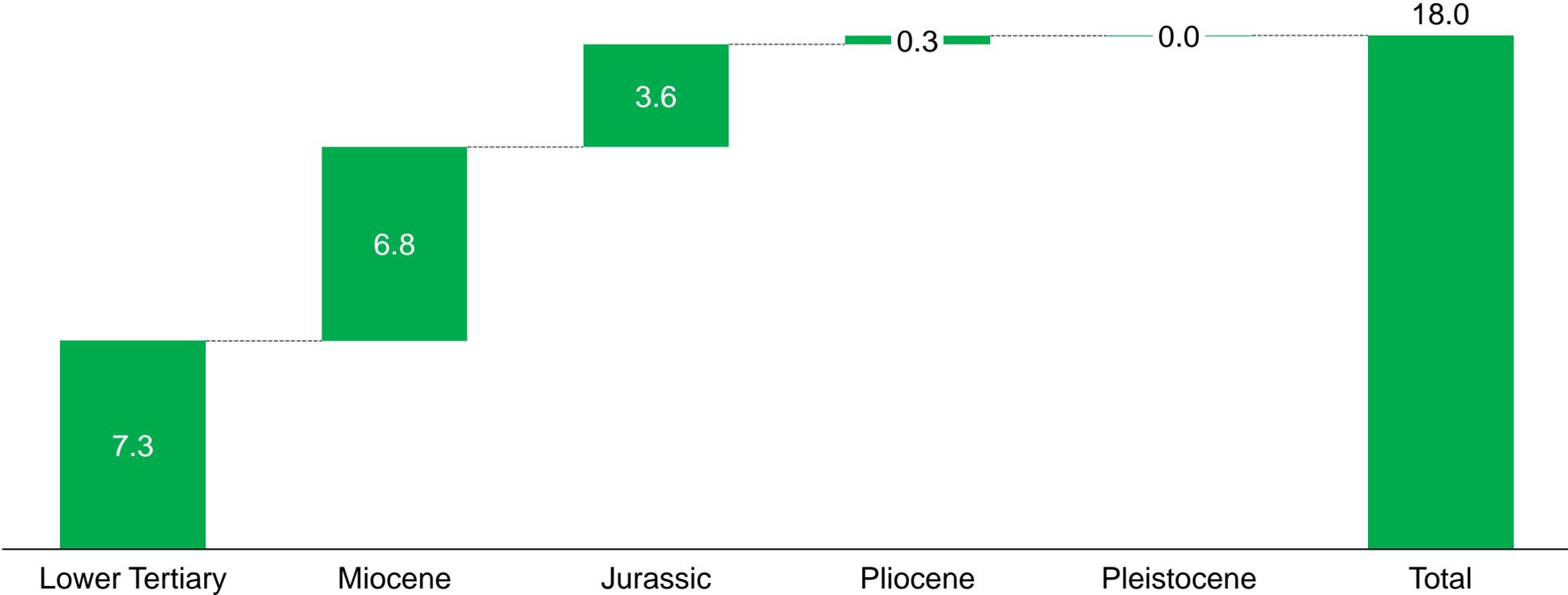


Brazil, Mexico and the U.S. deepwater basins are among the peer group regions with the highest yet-to find volumes



However, ~40% of the YTF barrels in U.S. Deepwater GoM are in the Lower Tertiary, which presents significant technical challenges and low productivity

Deepwater GoM: Yet-to-Find Barrels (40 Year Forecast)



Source: IHS Markit

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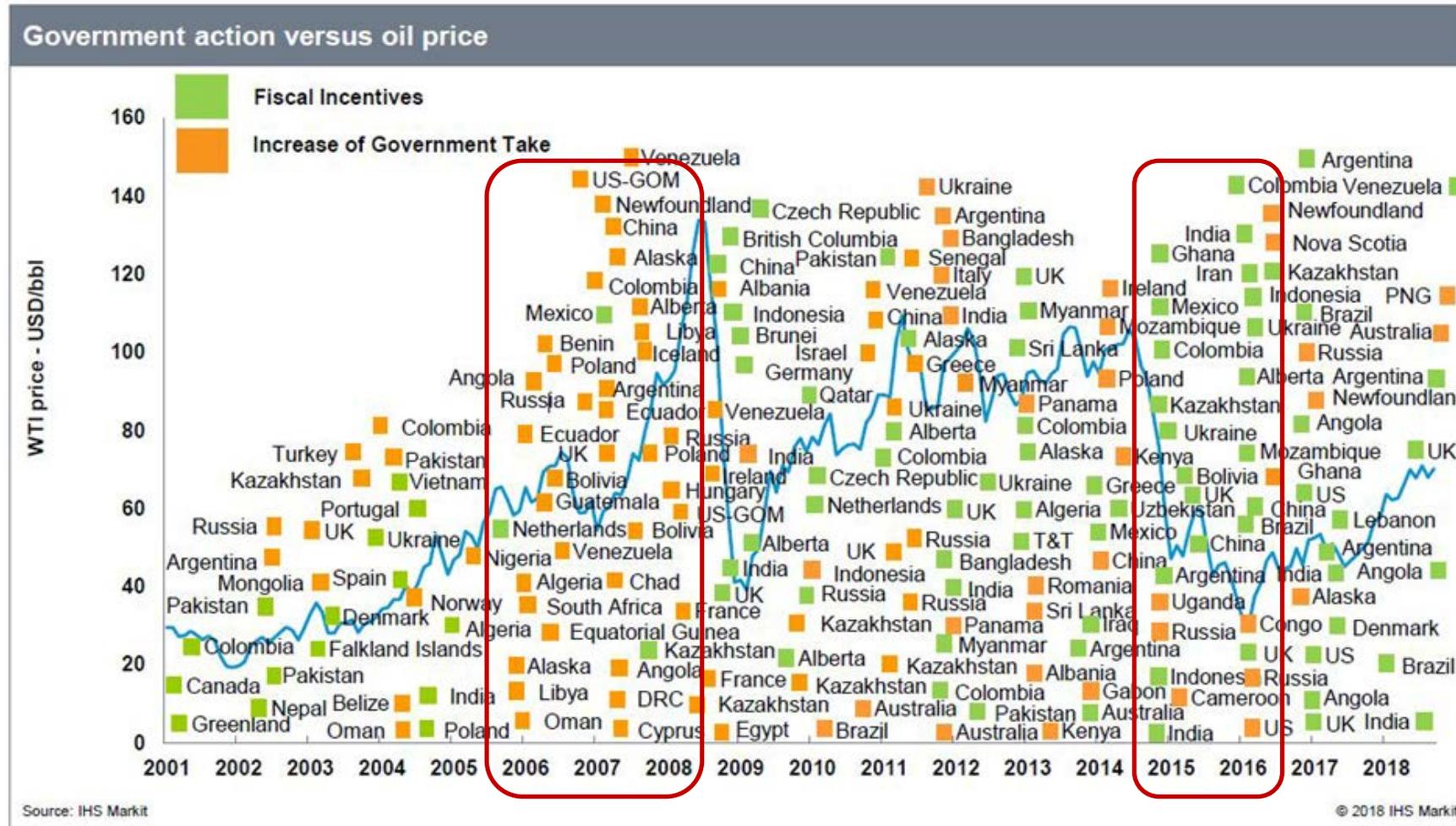
4 Alternative Fiscal Systems

5 Comparative Analysis of Alternative Fiscal Systems

6 Discretionary Royalty Relief

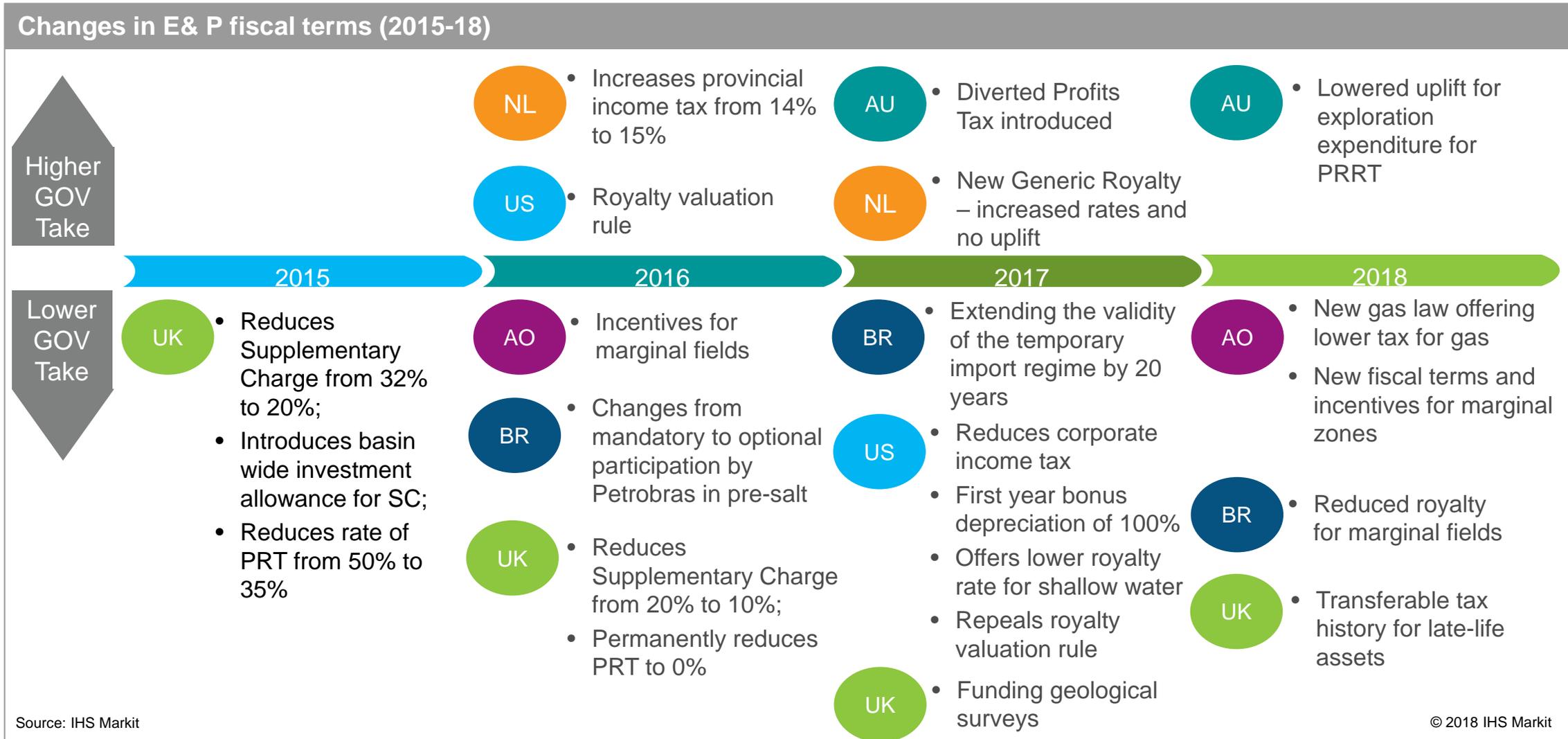
7 Conclusions

Governments tend to react to changes in oil price, adjusting fiscal terms to maintain competitiveness



- Governments have both given incentives or tightened fiscal terms in reaction to variations in oil prices
- Historically, government take has increased during periods of rising and high oil prices
- Over the past 4 years, most countries that have changed fiscal terms have improved them, in response to lower oil prices

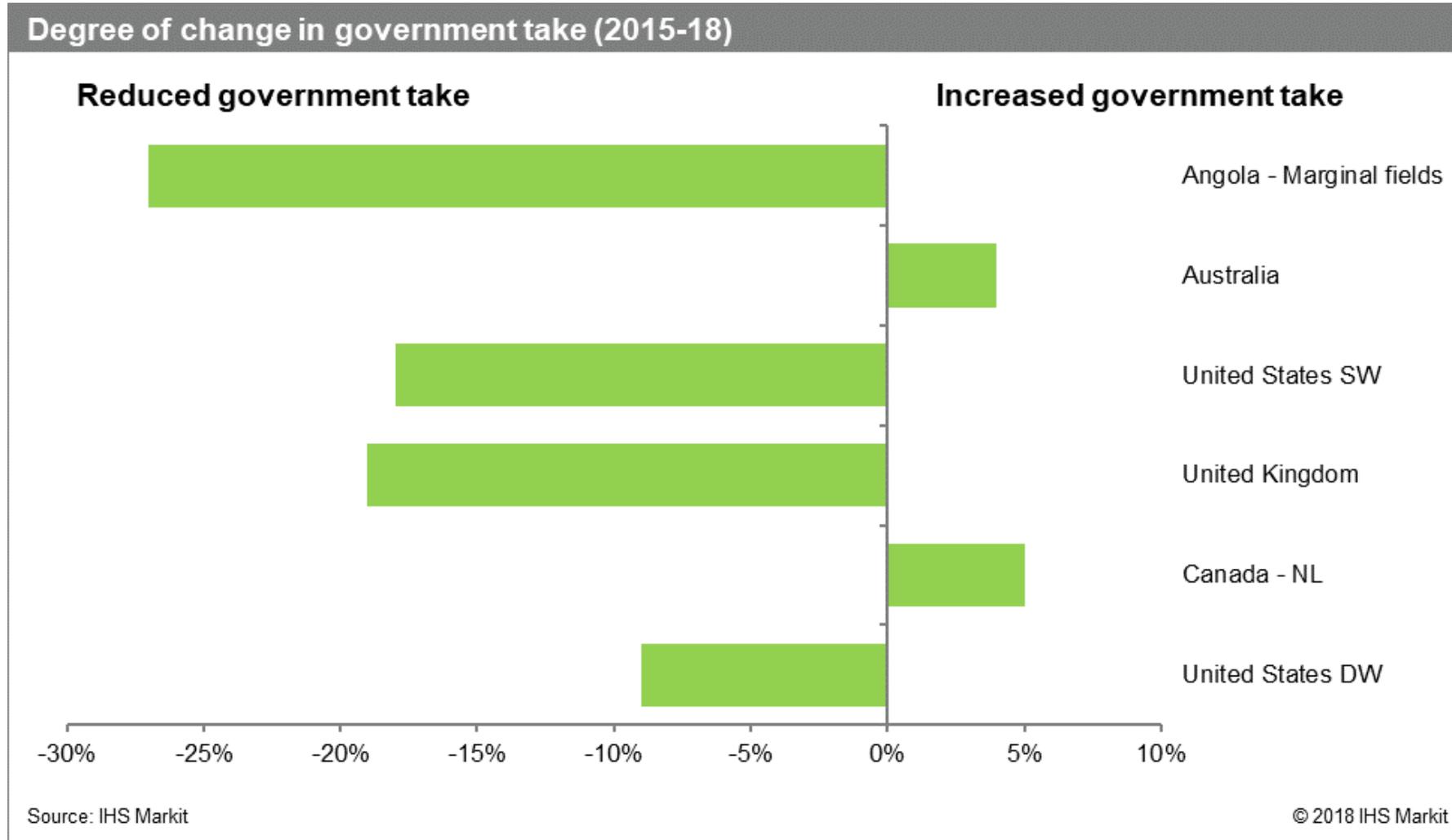
Most of the jurisdictions in the peer group improved fiscal terms in the last 4 years...



Source: IHS Markit

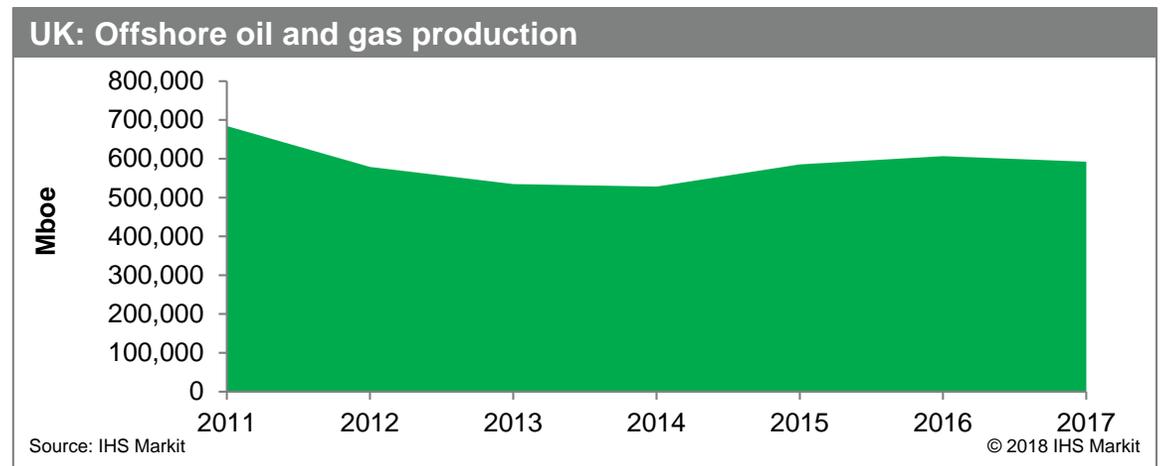
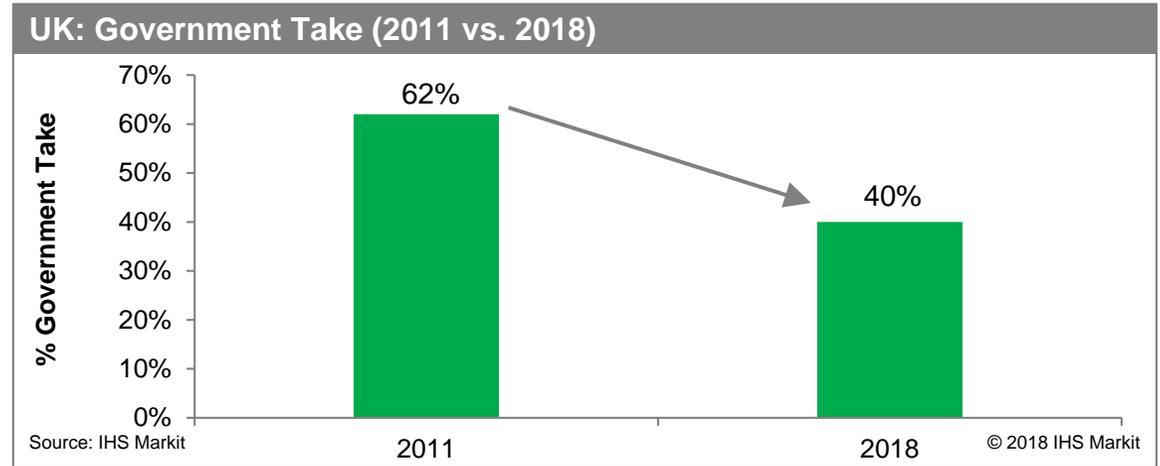
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...and these changes typically amounted to reduced government take in an effort to increase competitiveness



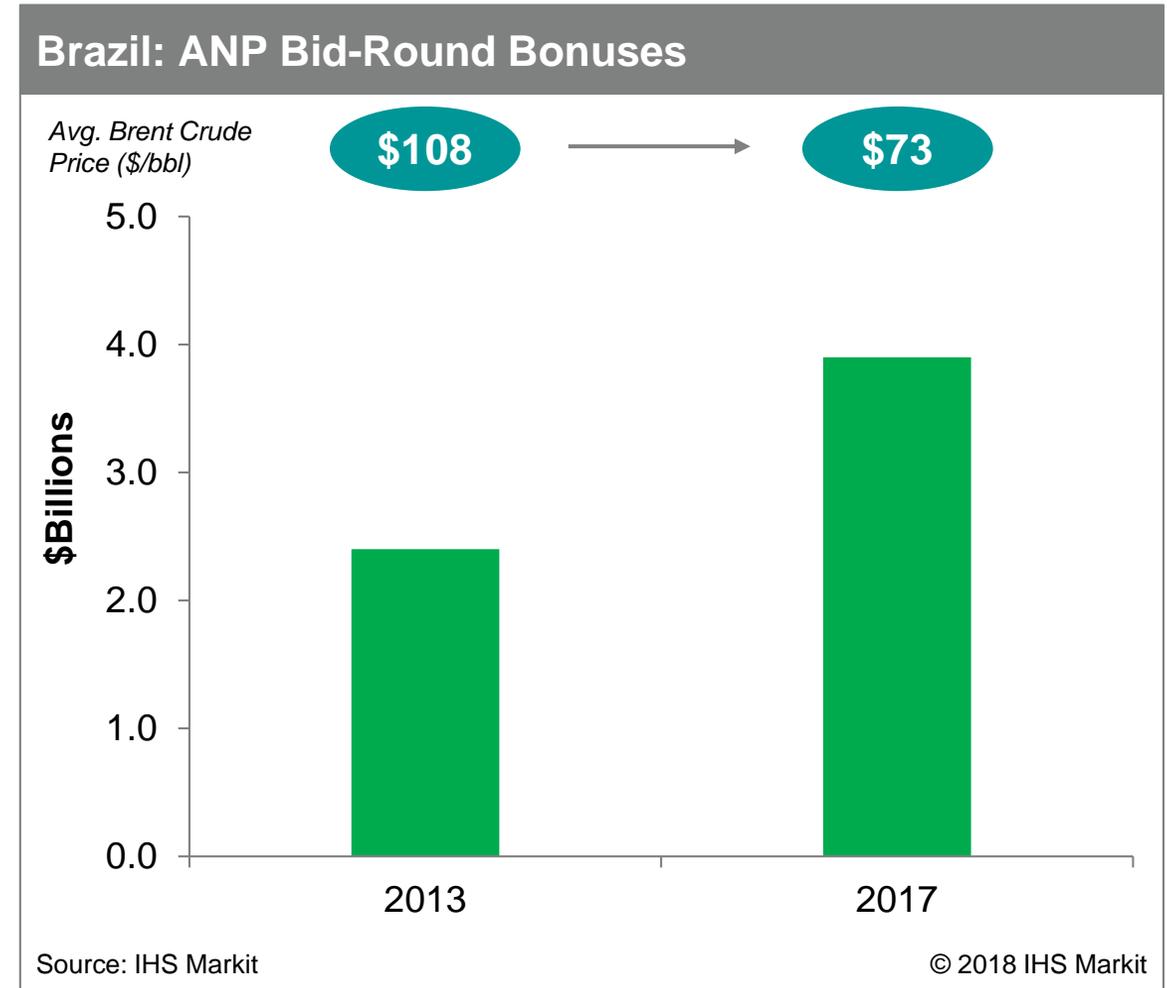
The United Kingdom has been one the most pro-active peer group members and is starting to witness the first impact of its policies on E&P Activity

- The UK government launched an independent review of the oil and gas fiscal regime in 2013, which ultimately led to the following policy changes:
 - Reduced supplemental charge from 32% to 20% in 2015 and further from 20% to 10% in 2016
 - Reduced rate of Petroleum Revenue Tax from 50% to 35% in 2015 and further from 35% to 0% in 2016
- Basin-wide investment allowances granted in recognition of significant capital costs of North Sea projects
- Decommissioning Relief Deeds in 2013 to provide tax relief on decommissioning costs



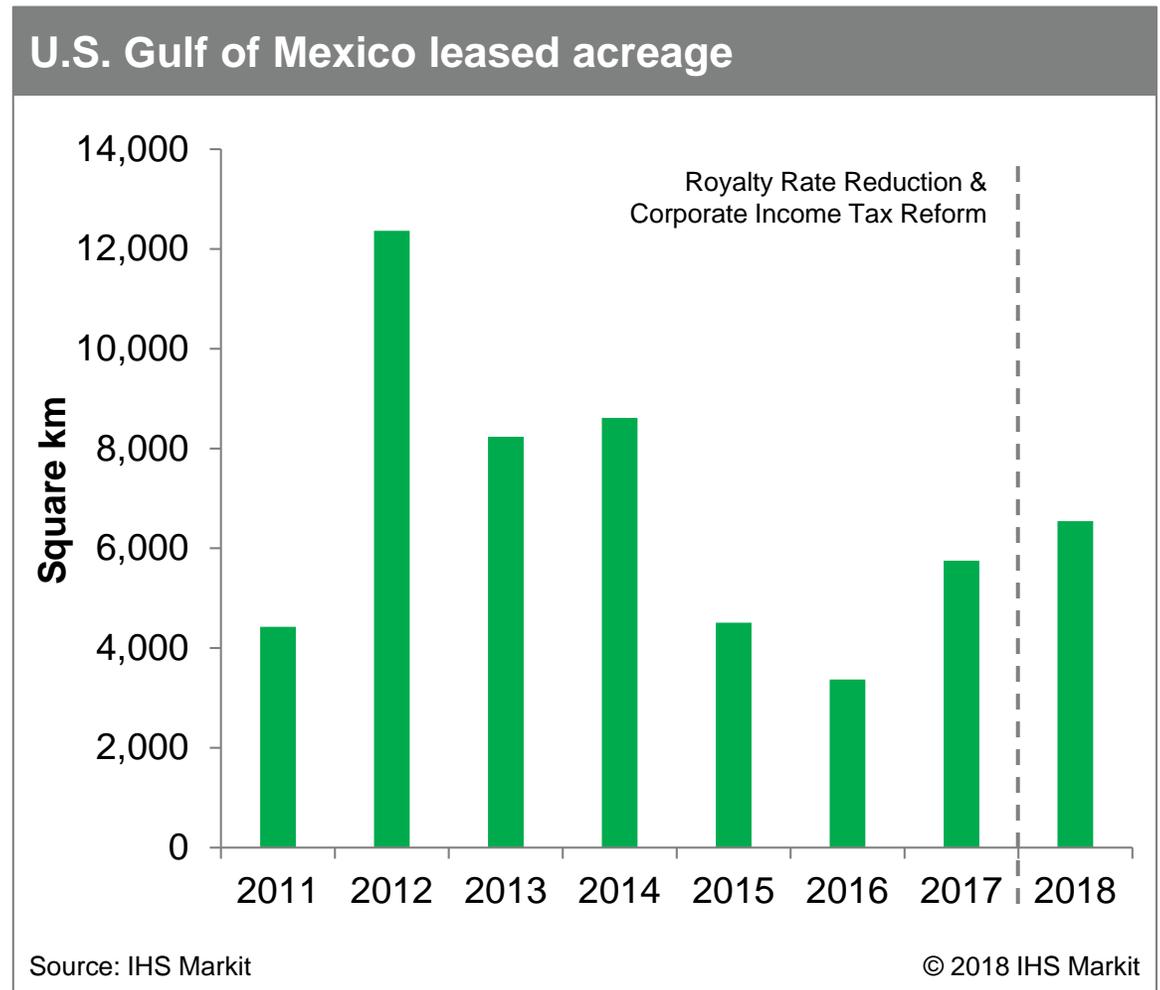
Brazil has enacted fiscal reforms that have been well-received by operators, reflected in higher bid round bonuses in 2017

- Brazil introduced reforms from 2016-18 to attract investment in oil & gas from private operators
- As a result of the reforms, the following changes were introduced that impact oil and gas fiscal terms:
 - Elimination of Petrobras mandatory participation
 - Relaxation of local content, which helped reduce frequent cost overruns and schedule delays
 - Extension of REPETRO import exemption regime
 - Lowering of royalty rates on incremental production for mature fields (announced September 24, 2018); rates range from 5.0% to 7.5% based on field size
- The Brazil reforms were well-received operators, as the 2017 ANP bid-rounds collected \$3.9 billion in bonuses versus \$2.4 billion in 2013; it is too early to judge their impact on exploration and appraisal



The United States decrease in corporate tax and royalty rate contributed to a moderate increase in the interest in the Gulf of Mexico

- Both the corporate income tax and the royalty rate reduction in the shelf were introduced in 2017
- The Tax Cuts and Jobs Act of Dec 2017 reduced the corporate income tax from 35% to 21%
- The shallow water royalty rate was decreased from 18.75% to 12.5% in 2017 for new leases
- Difficult to assess full impact of these initiatives given it takes 2-3 years to assess impact of policy decisions
- Licensing activity recovered moderately from lows in 2016, reaching 6,500 square kilometers in 2018



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Comparative analysis of current fiscal systems

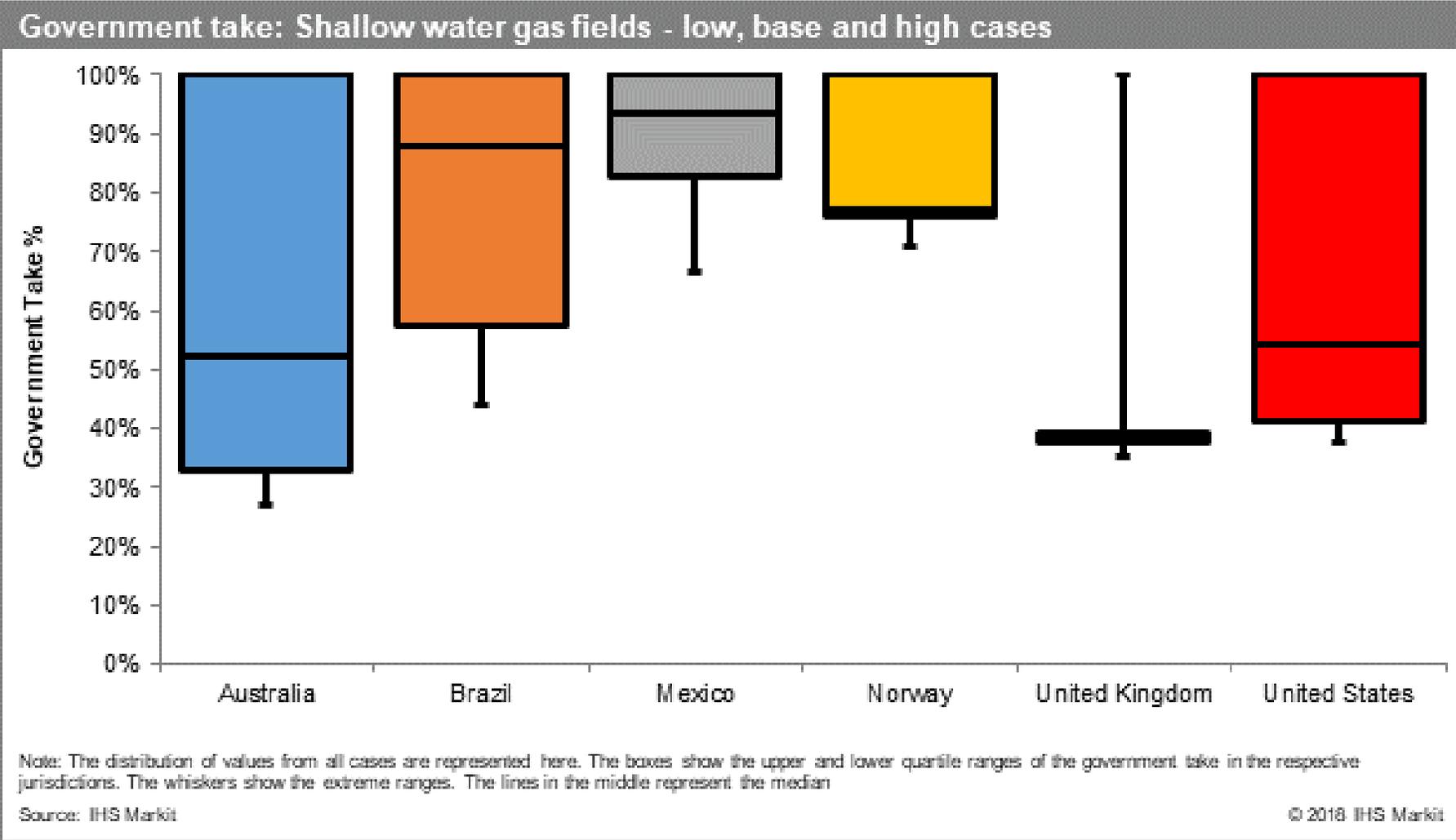
Shallow Water Gas

Shallow Water Oil

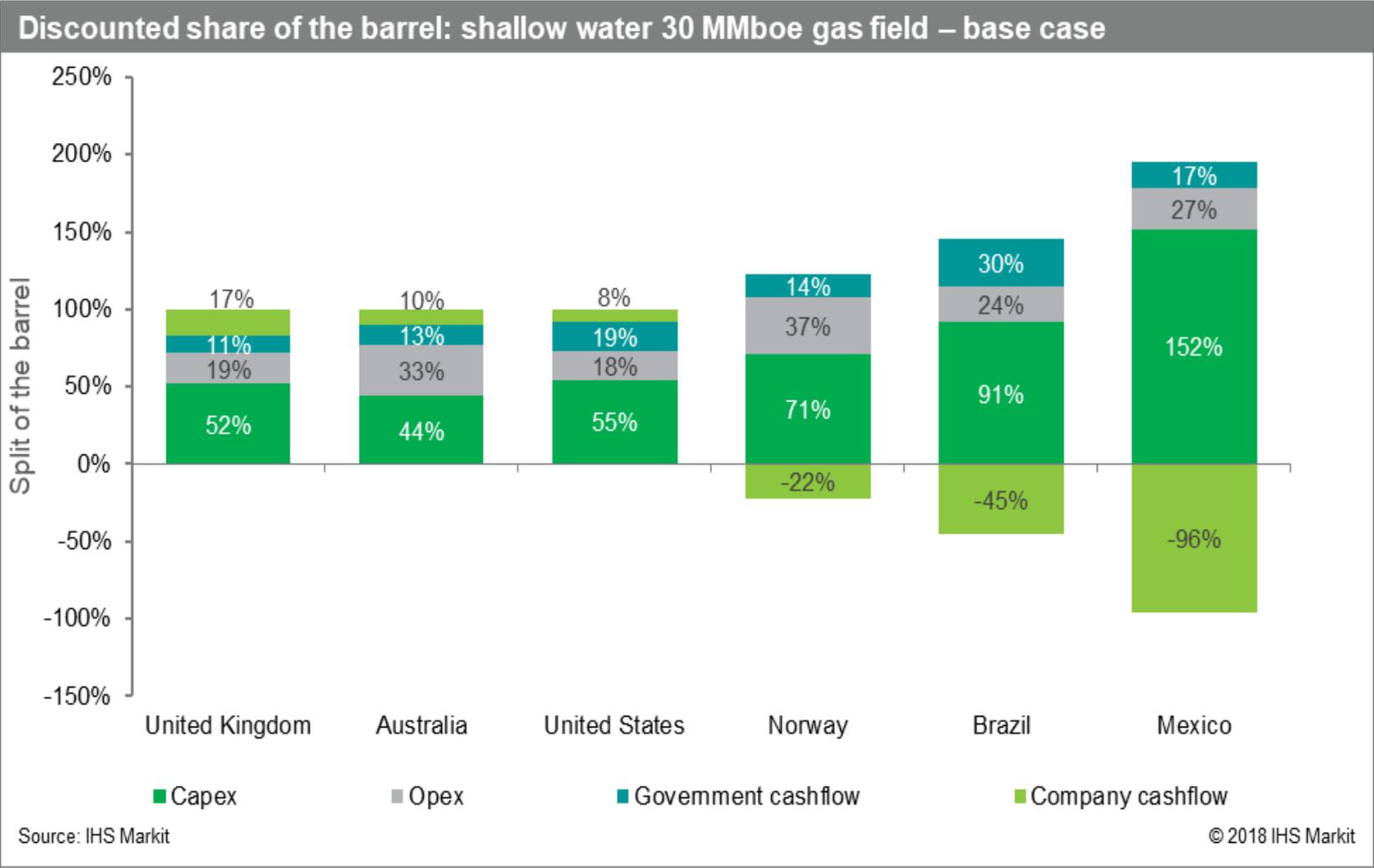
Deepwater Gas

Deepwater Oil

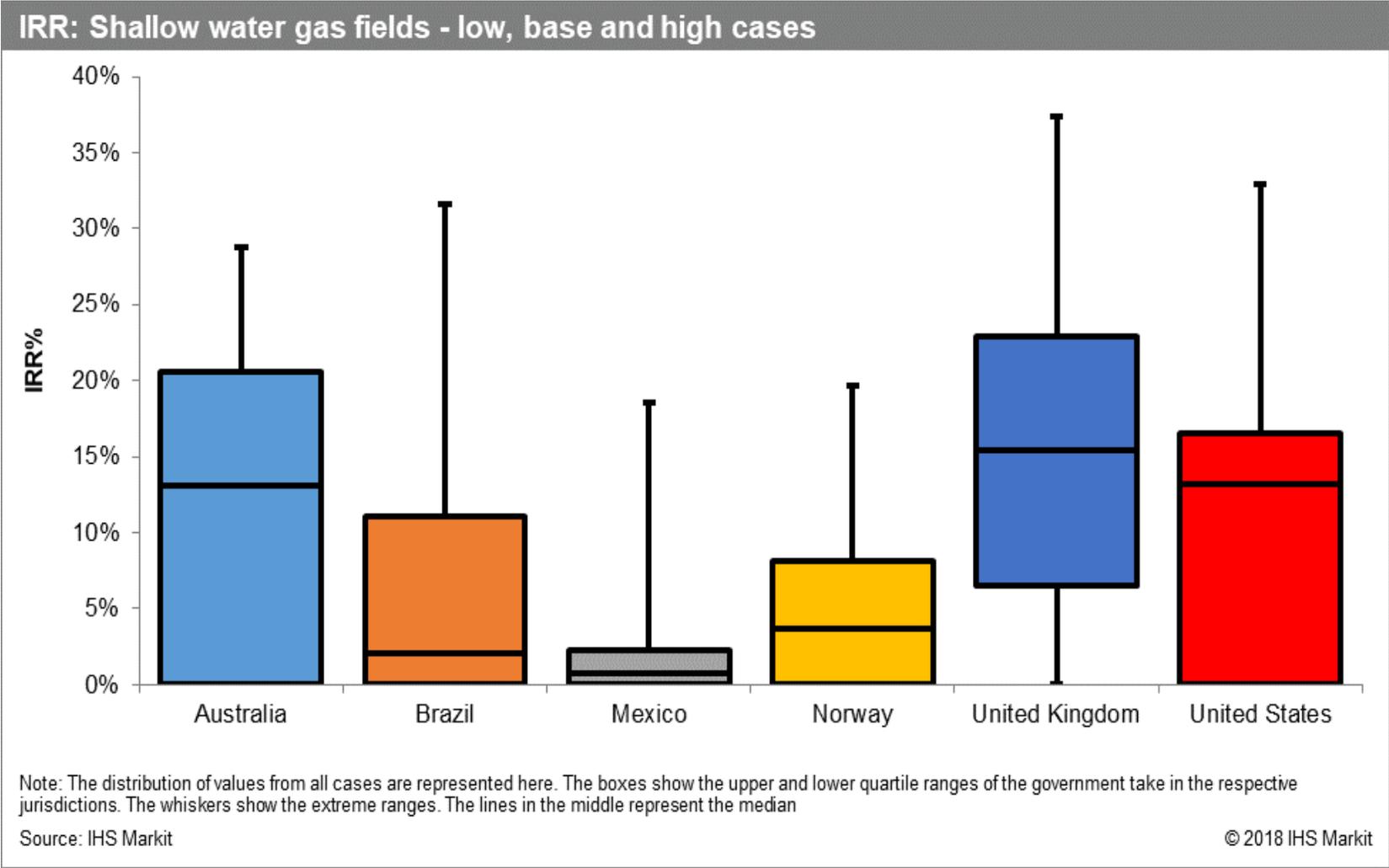
The U.S. government take is the third lowest after the UK and Australia for shallow water gas projects



In the U.S. Fiscal Regime, only 8% of the discounted barrel flows to the operator for a 30MM boe gas field at base case prices

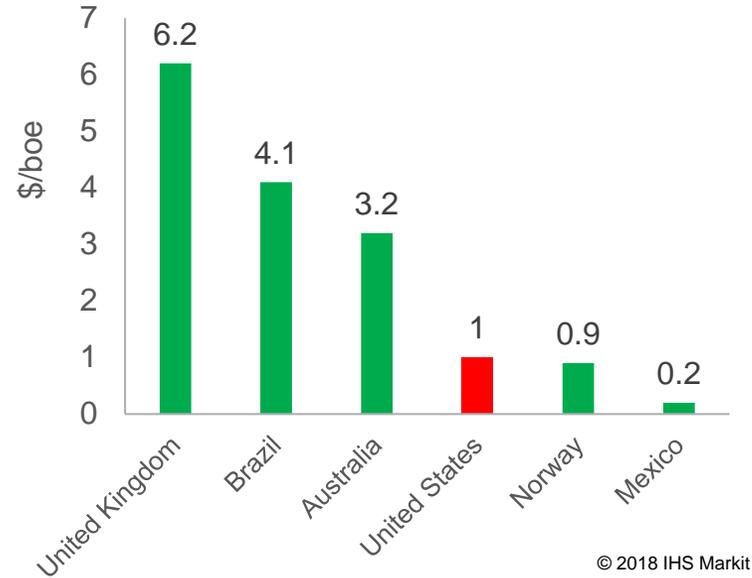


Operators IRRs for the shallow water peer group confirm the challenging economics of gas fields in the US GoM

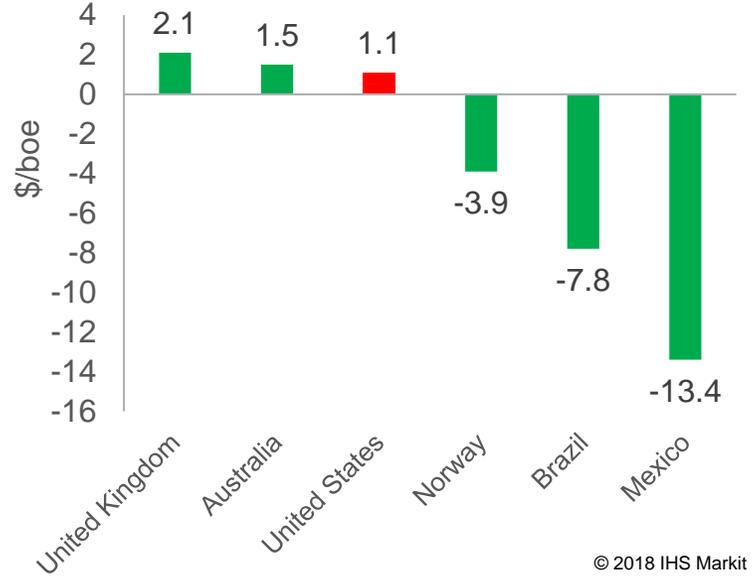


The NPV/boe benchmarking for base case prices, shows the limited value that could be created for large and mid-size gas fields in the U.S. GoM

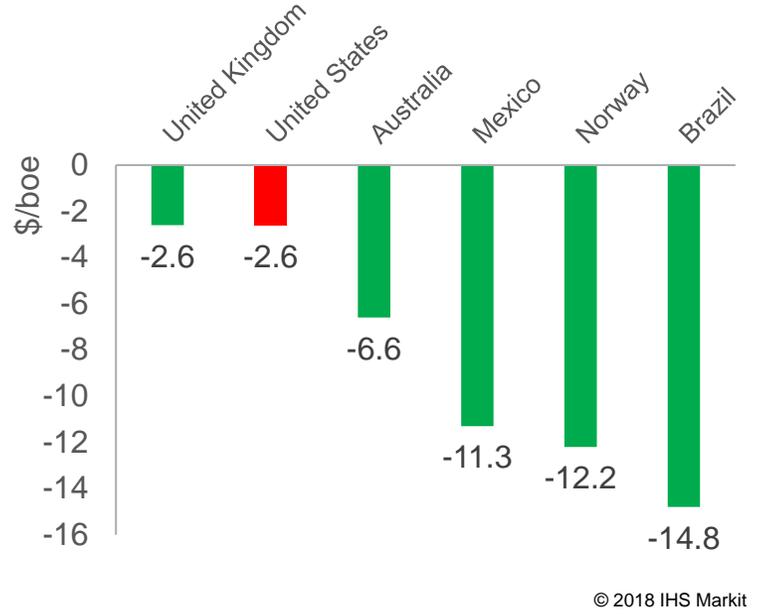
NPV/Boe 100 MMboe Gas field



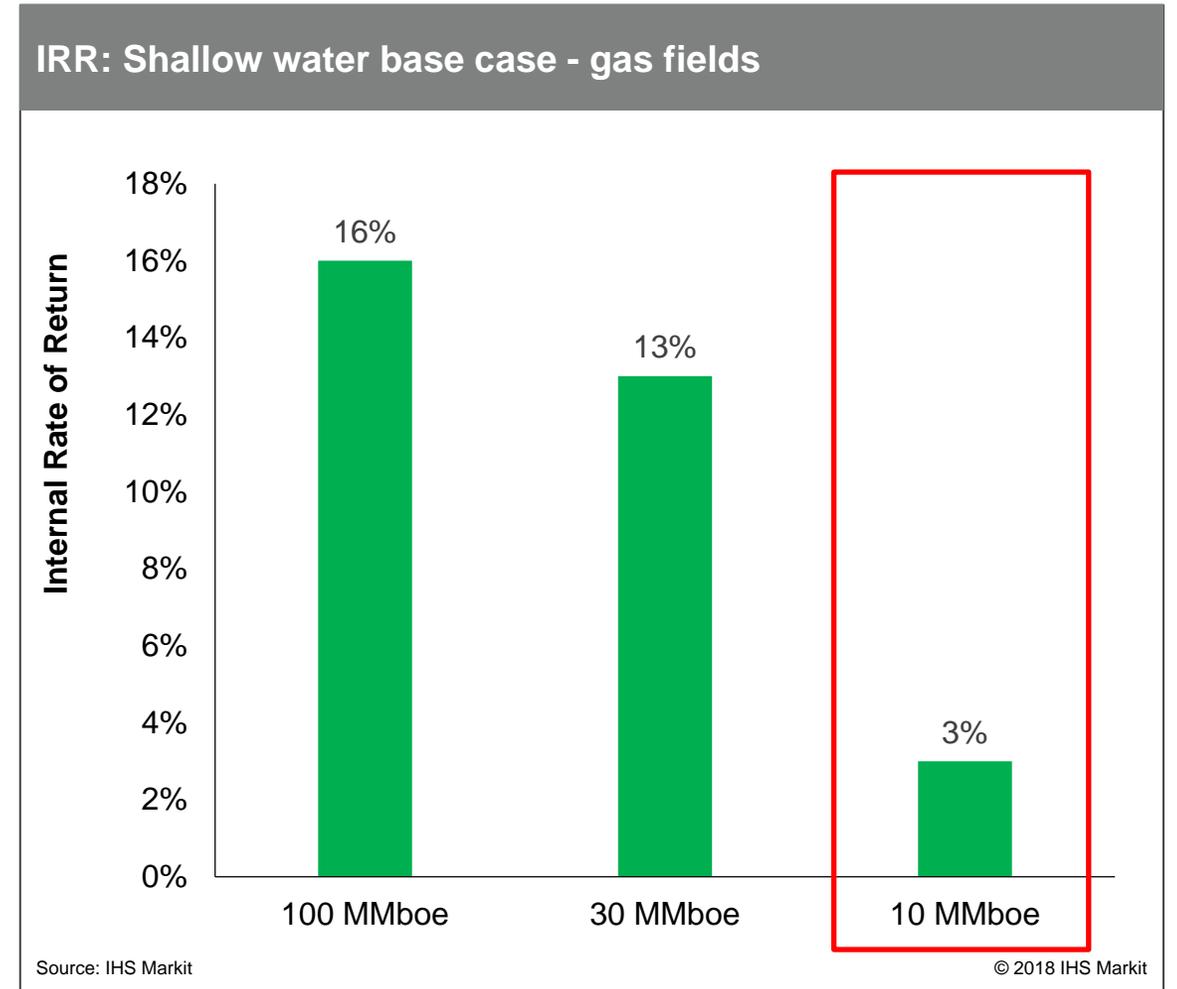
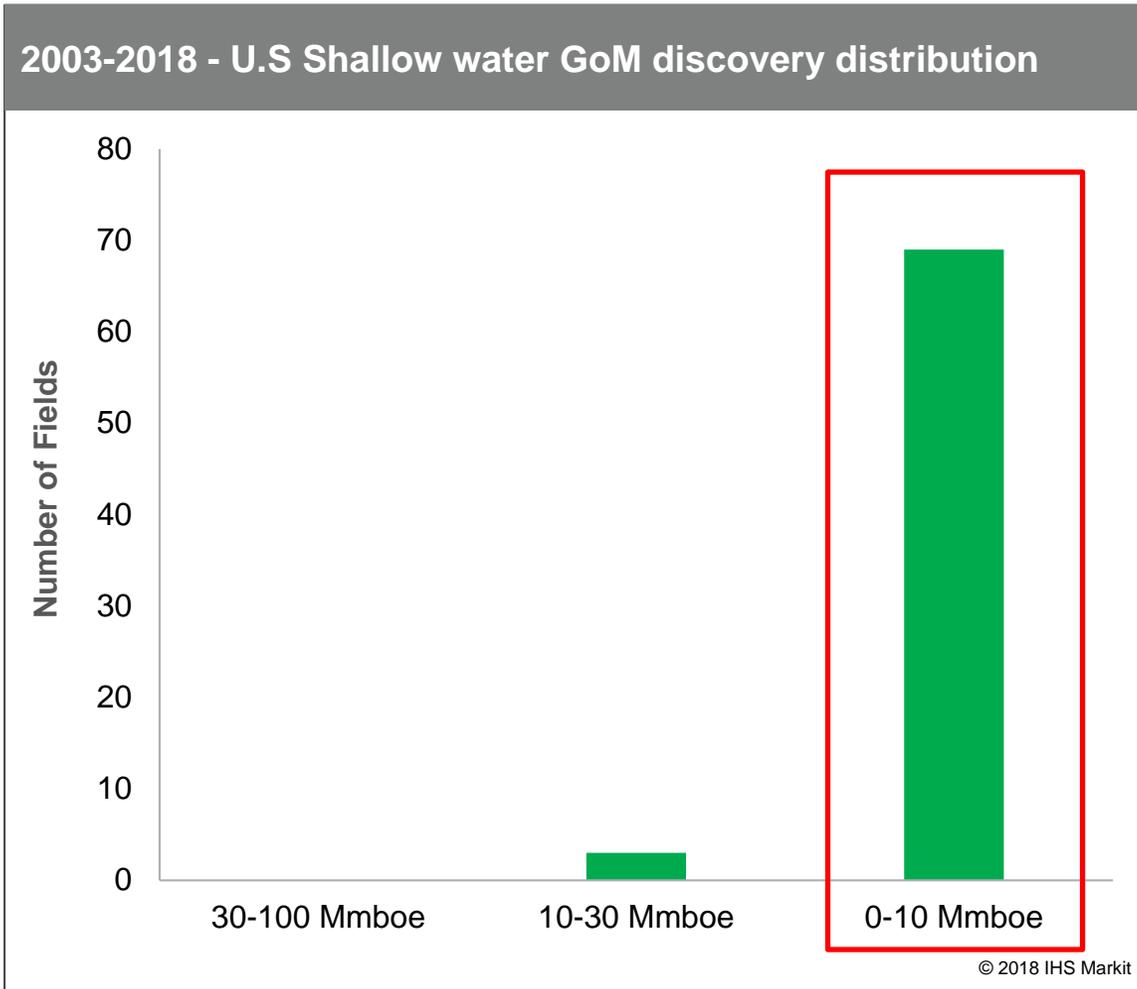
NPV/boe 30 MMboe Gas field



NPV/boe 10 MMboe Gas field



Most of the recent shallow water GoM discoveries are small and returns for small fields are not attractive enough to trigger activity



Comparative analysis of current fiscal systems

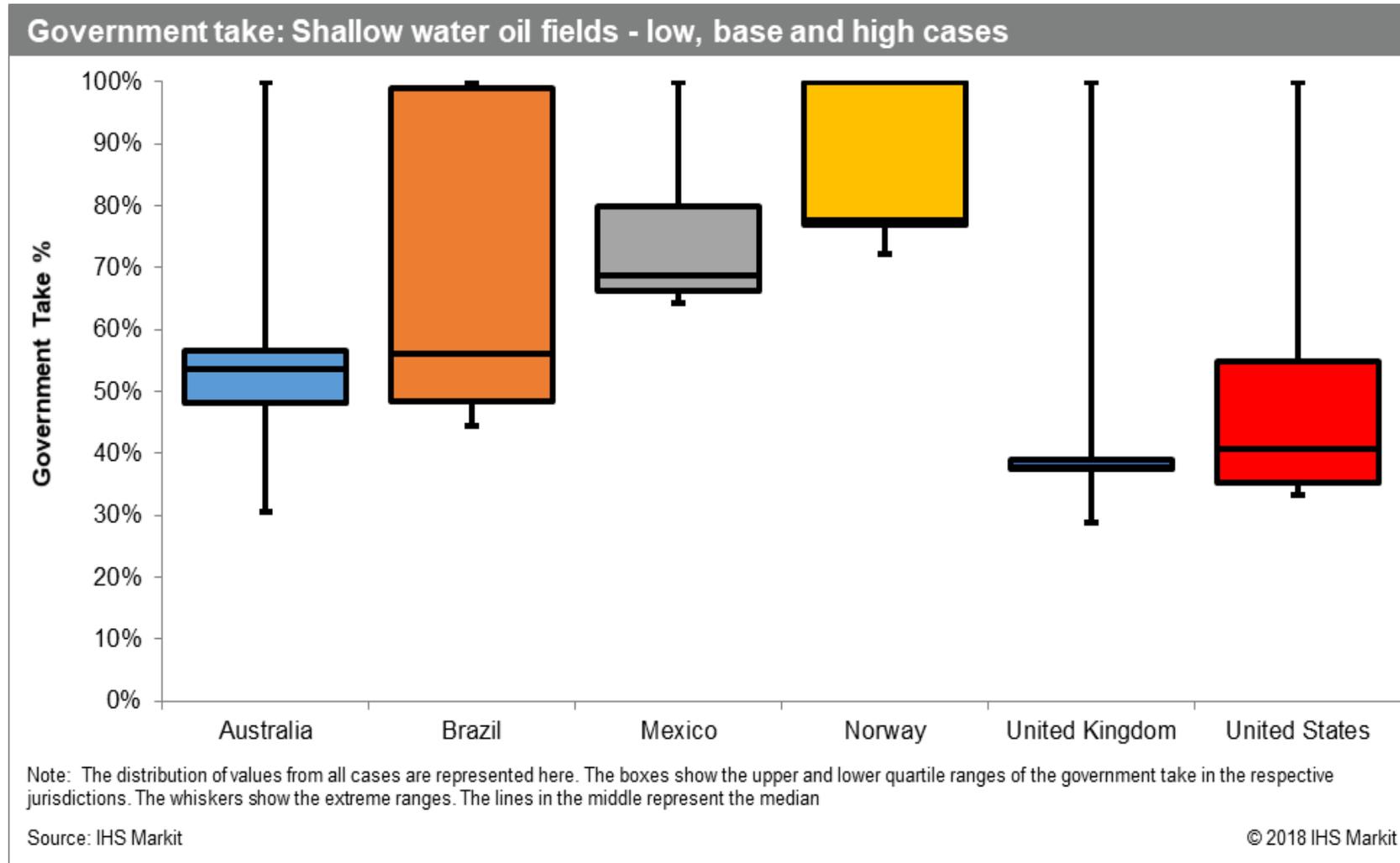
Shallow Water Gas

Shallow Water Oil

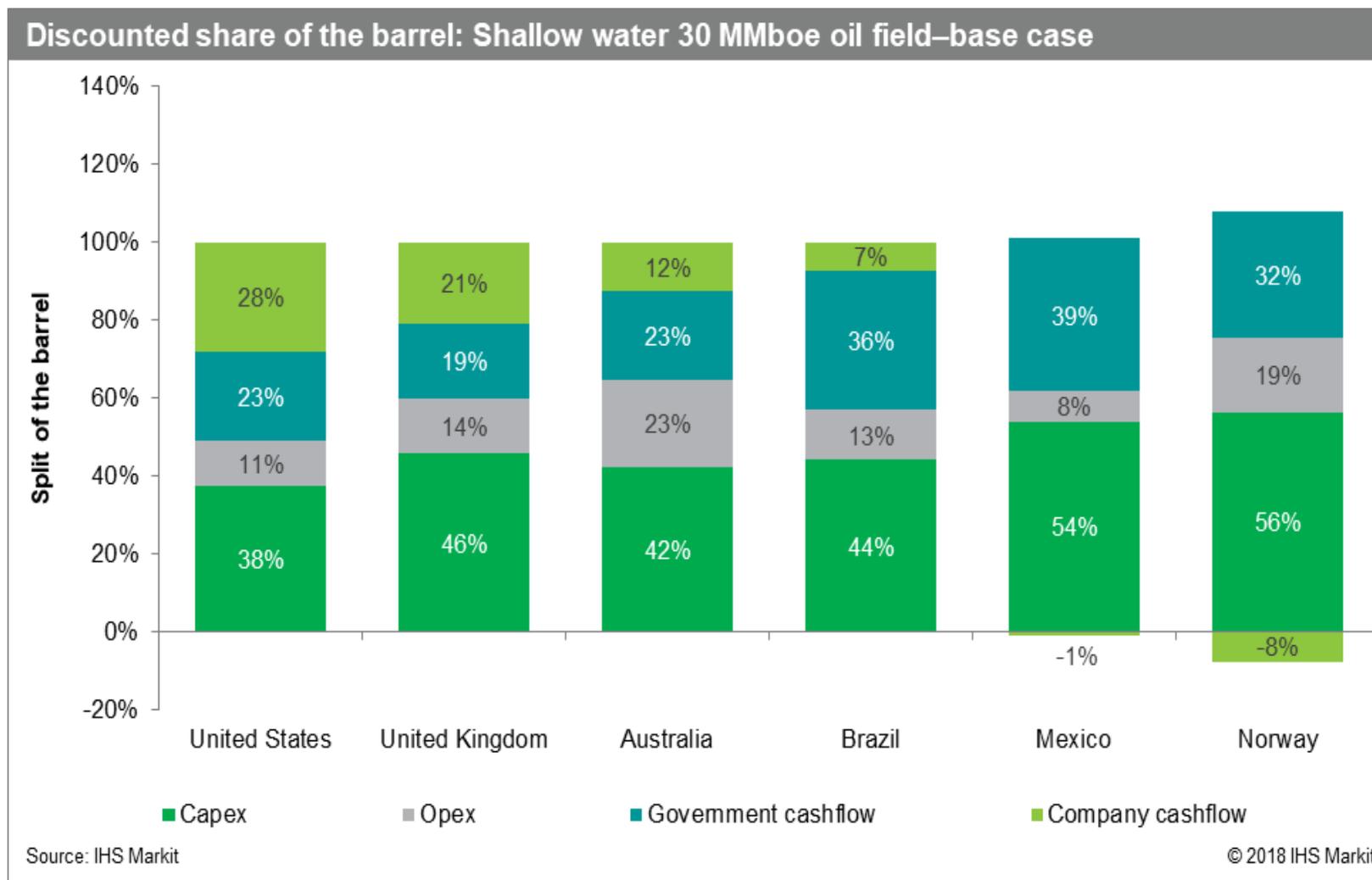
Deepwater Gas

Deepwater Oil

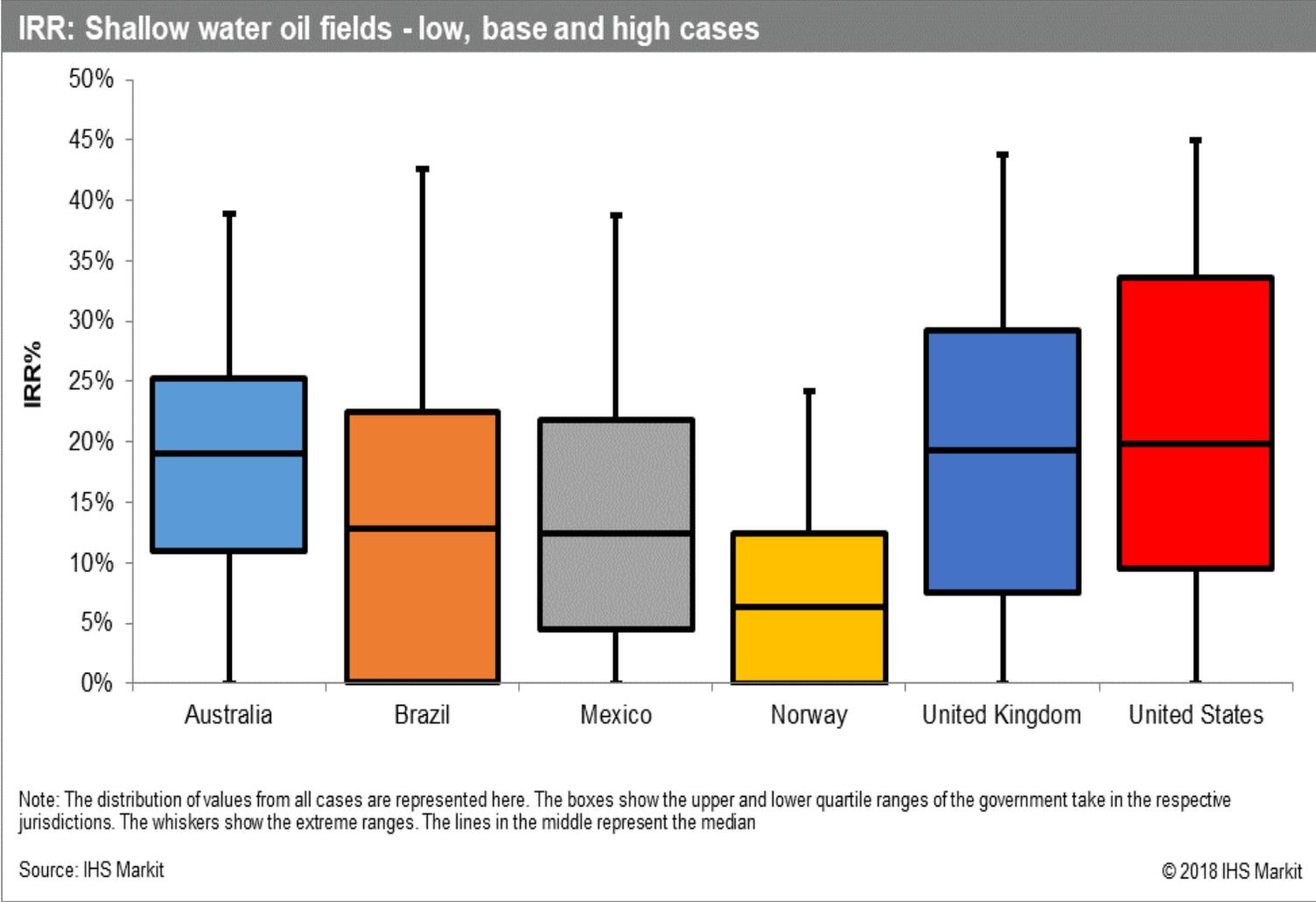
The U.S. government take is the second lowest after the UK for shallow water oil projects



U.S. Gulf of Mexico shallow water fiscal system is the most competitive for a 30 MMboe oil field at base case prices



Operators IRRs for the shallow water peer group confirm the competitiveness of the U.S. fiscal system



Comparative analysis of current fiscal systems

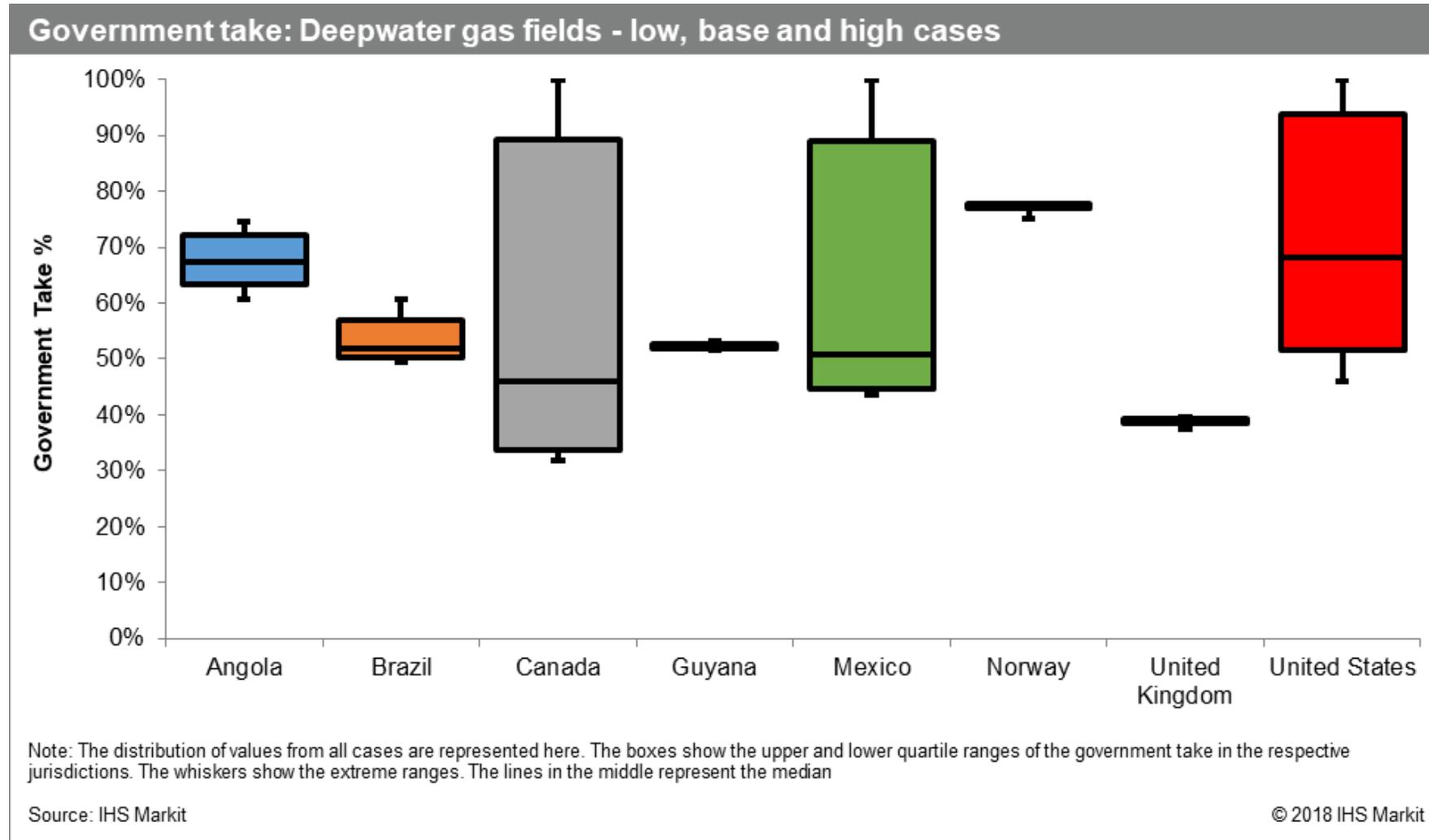
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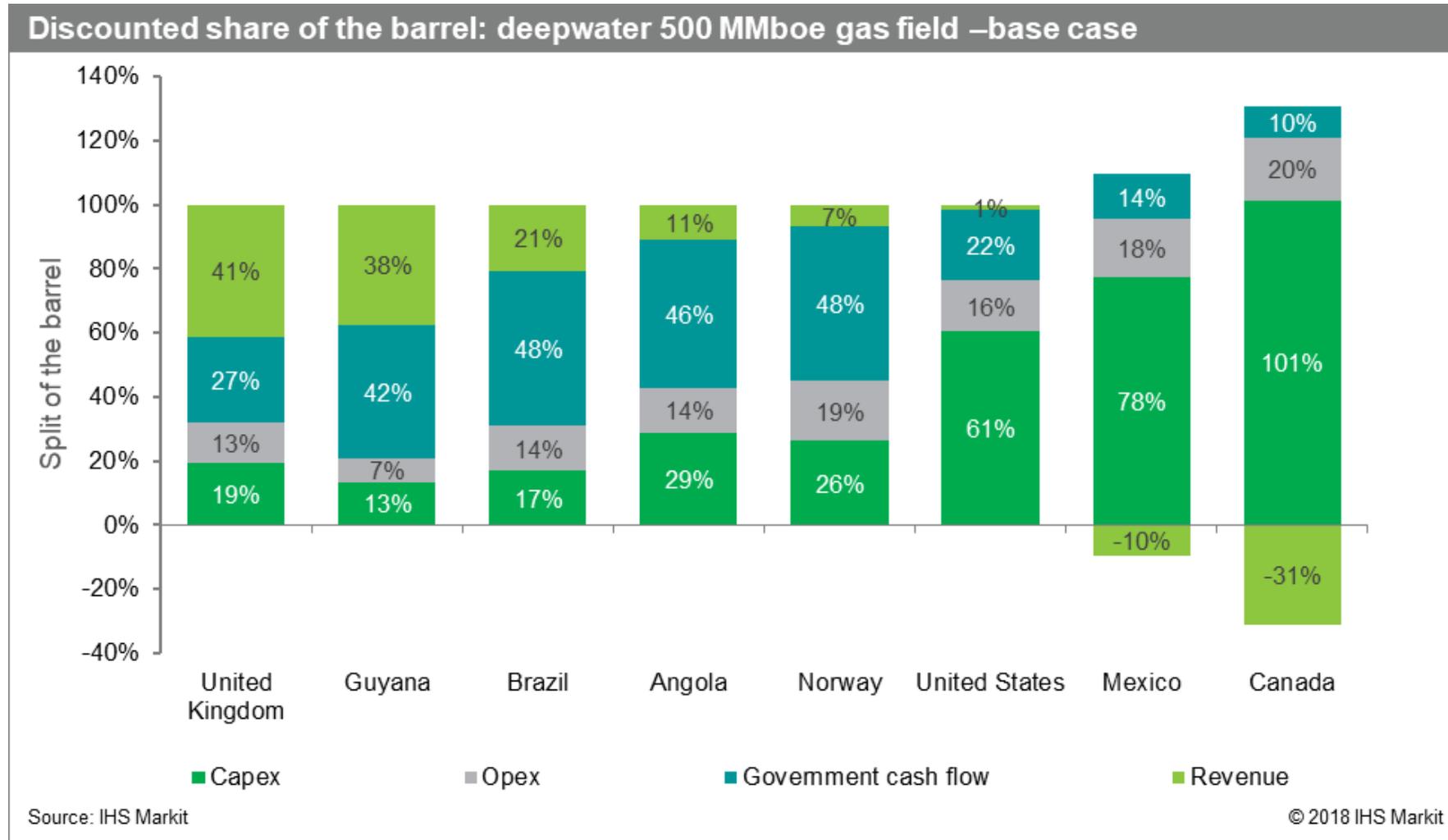
Deepwater Gas

Deepwater Oil

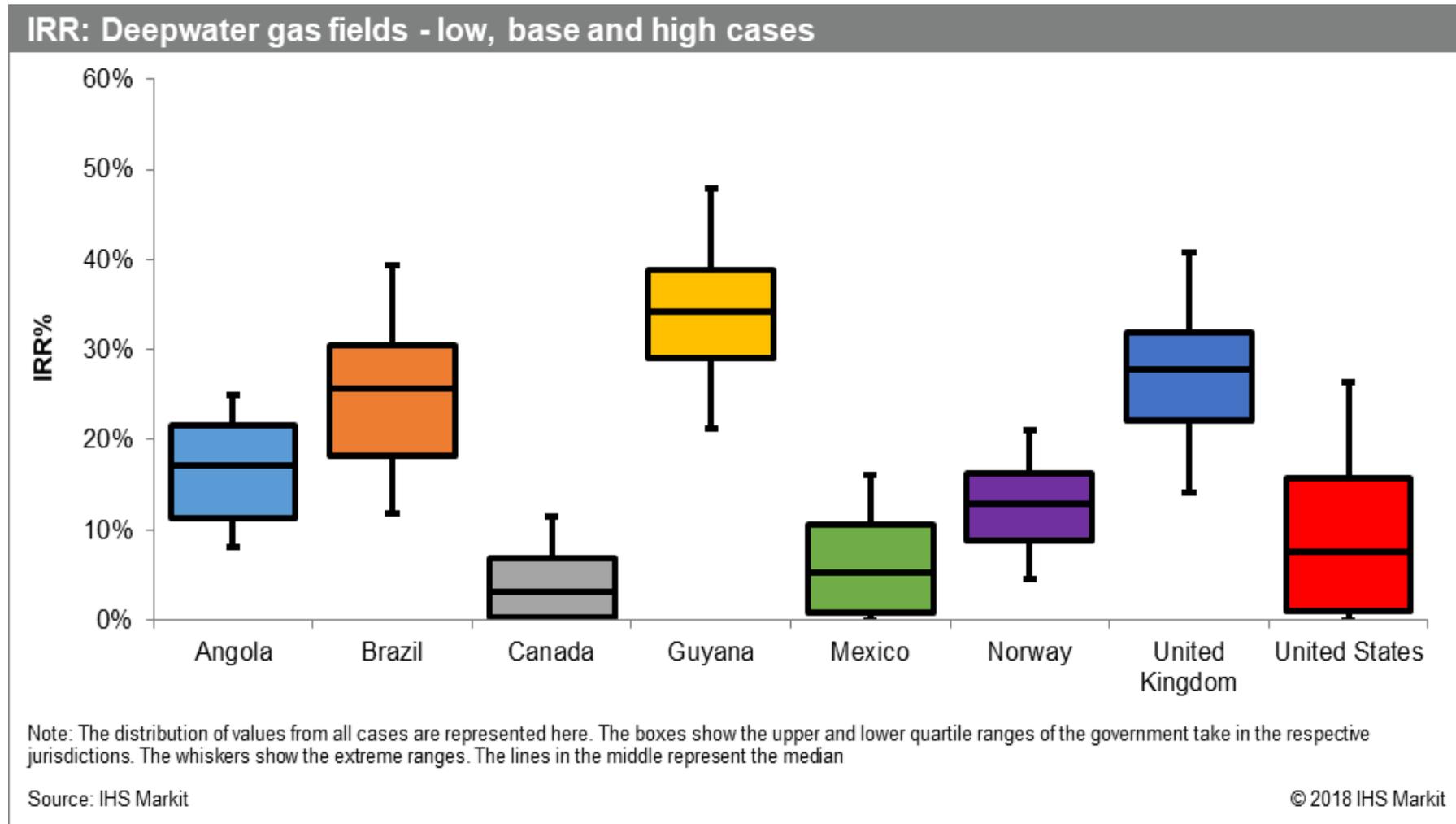
U.S. deepwater gas government take is the second-highest; combined with reservoir depths and low gas prices, economic potential is challenging



Only 1% of a “discounted barrel” of a gas field in U.S. GoM Deepwater, flows to the operator



IRRs for U.S. Deepwater GoM gas projects are below typical operator hurdle rates



Comparative analysis of current fiscal systems

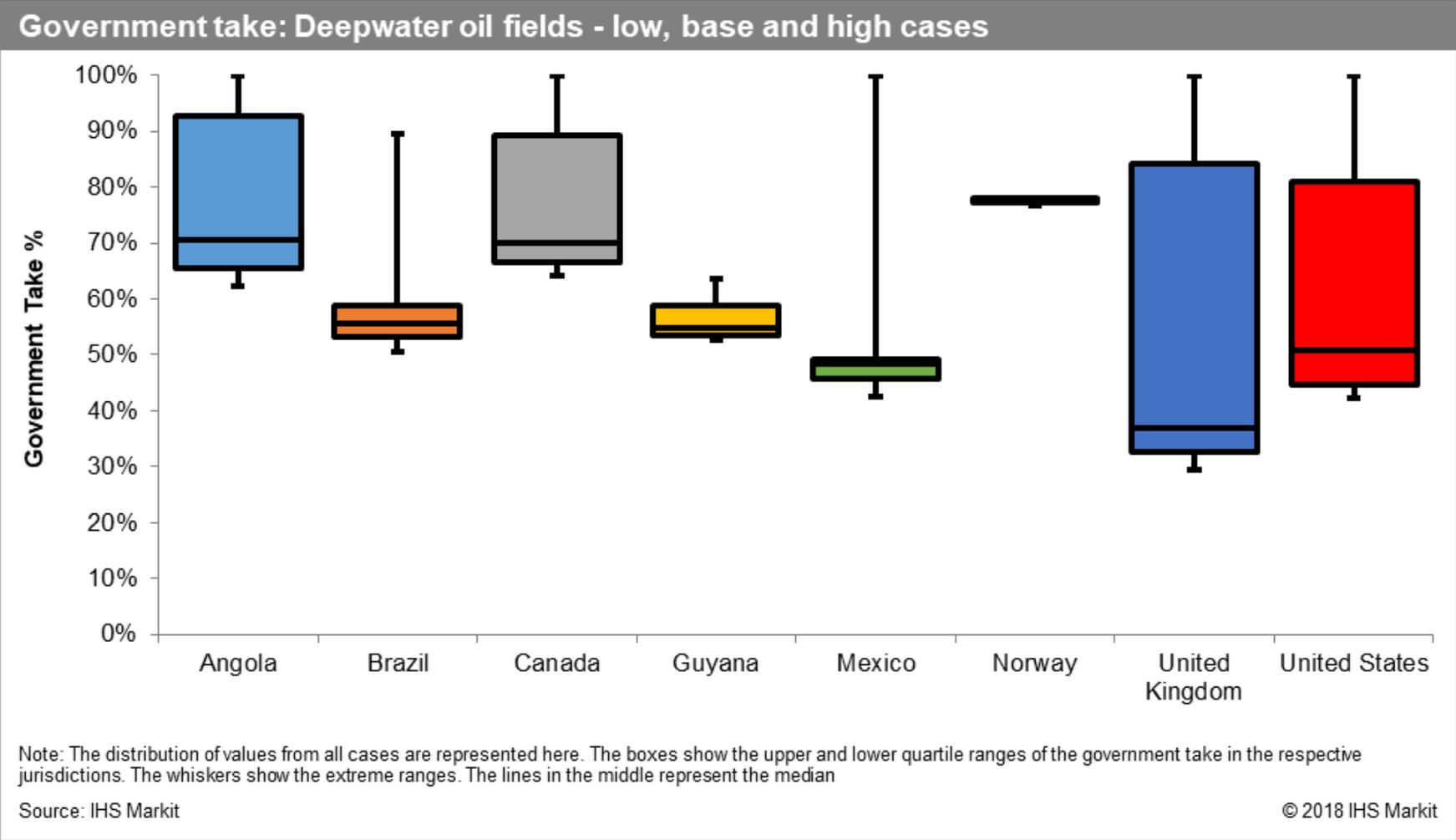
Shallow Water Gas

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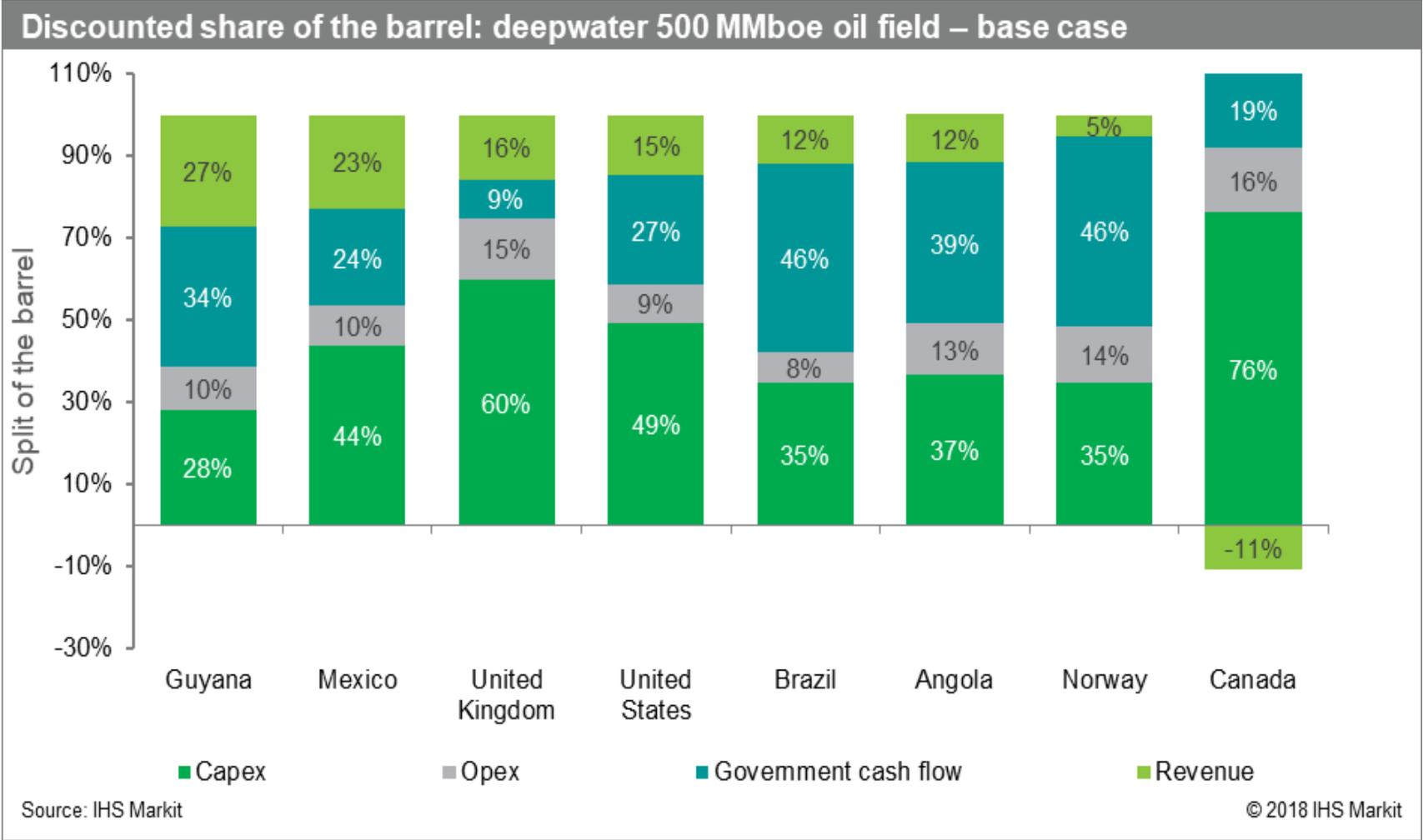
Deepwater Gas

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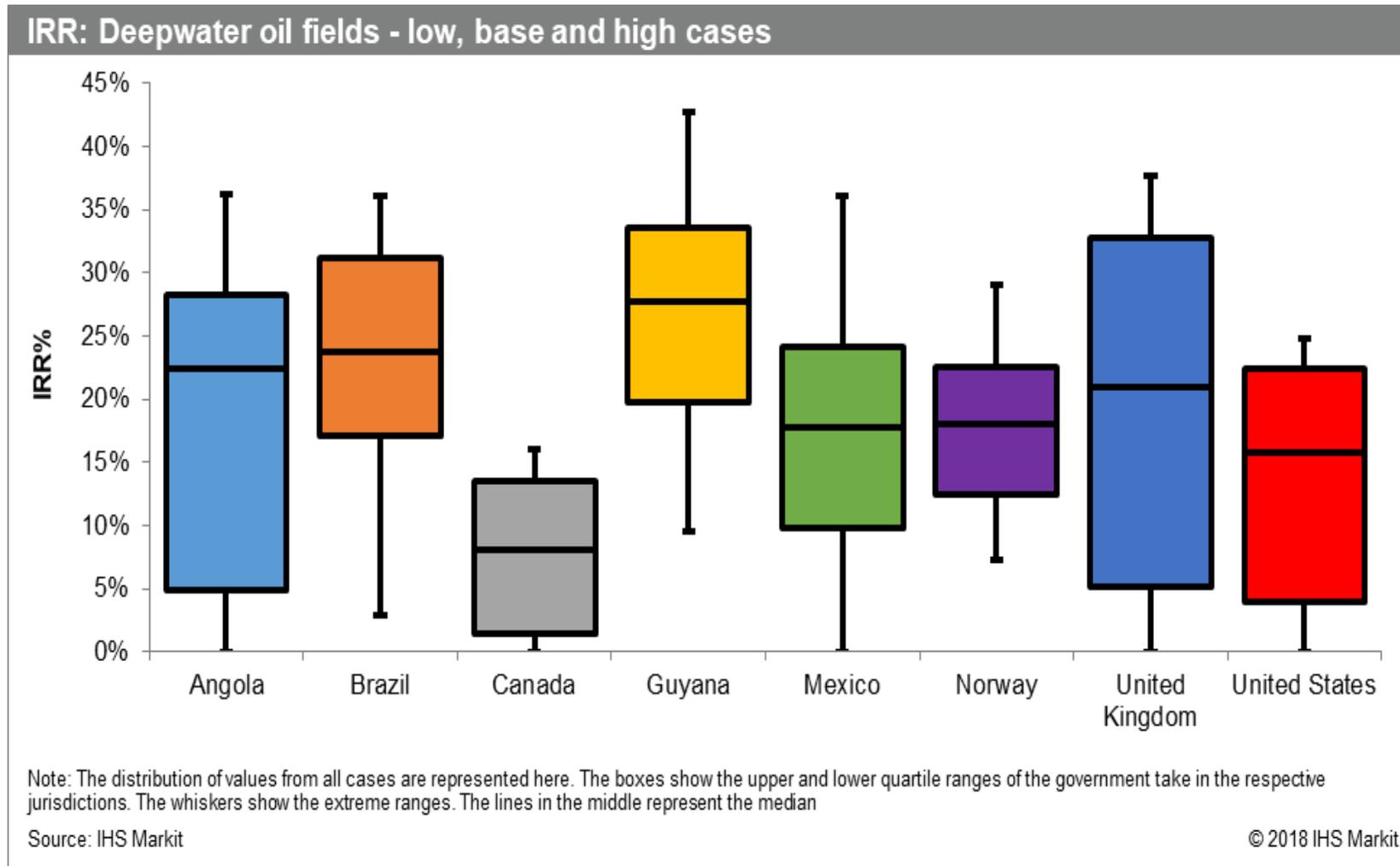
For deepwater oil projects, U.S. government take is the third lowest after the UK and Mexico



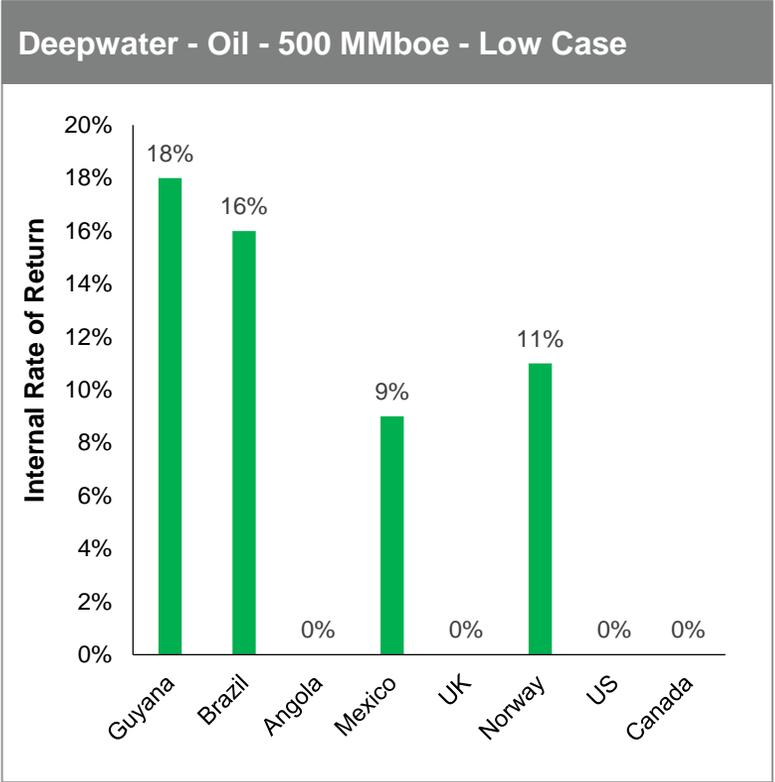
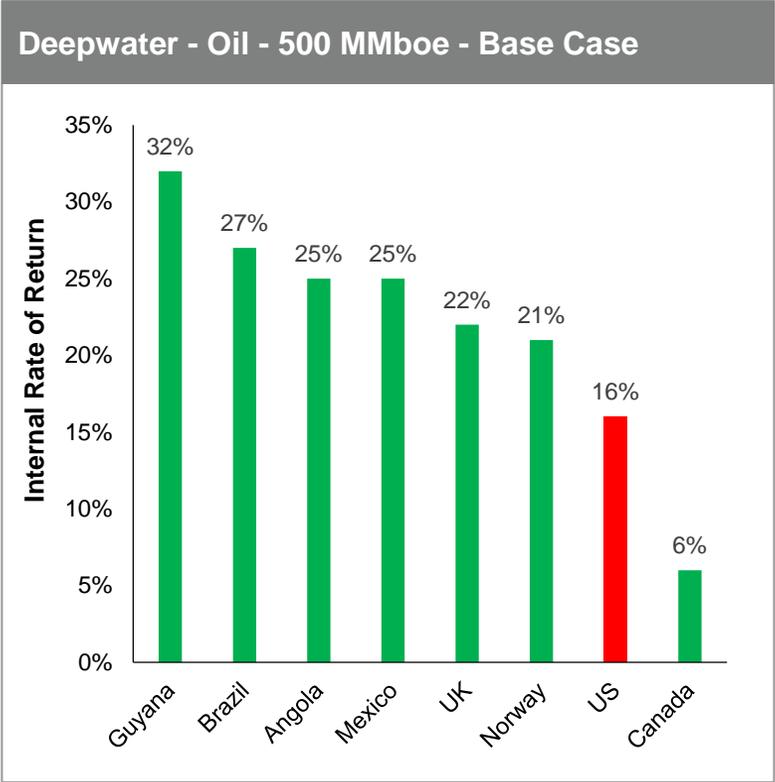
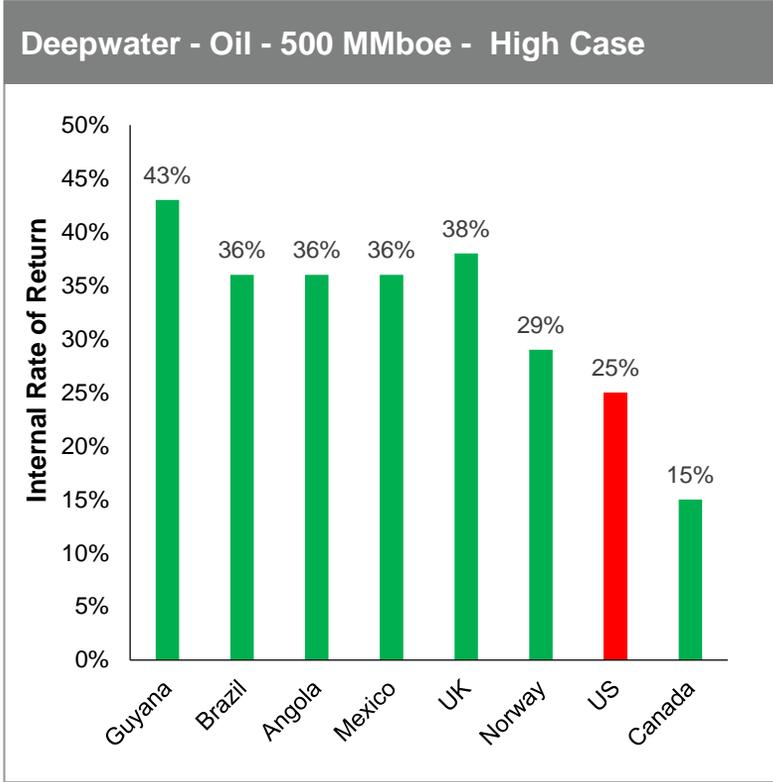
U.S. government take ranks fourth among peers with respect to share of revenue that flows to operators



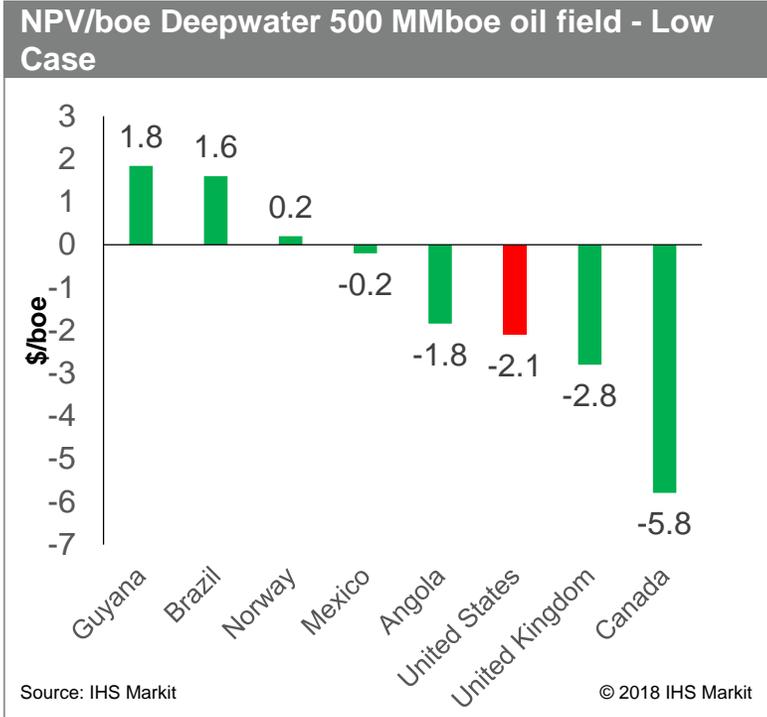
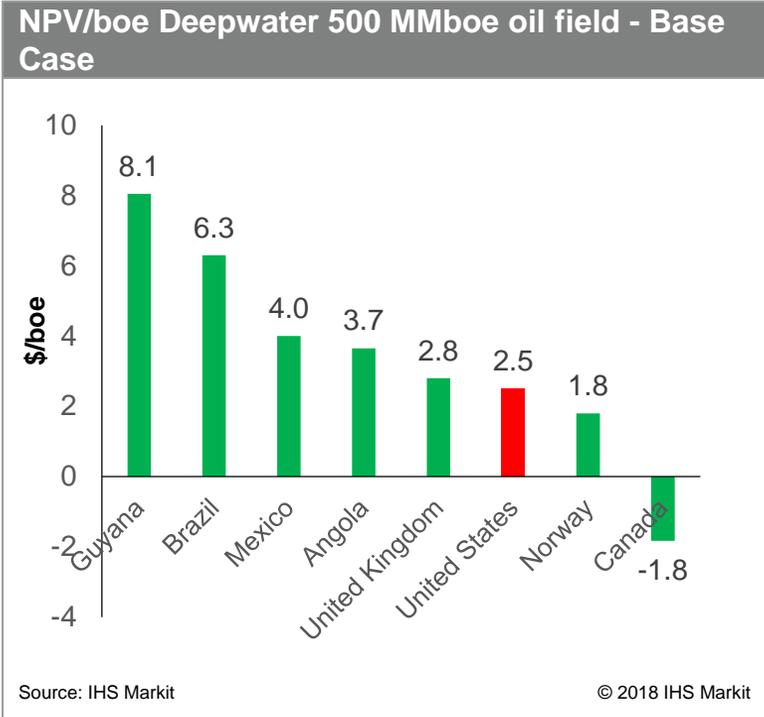
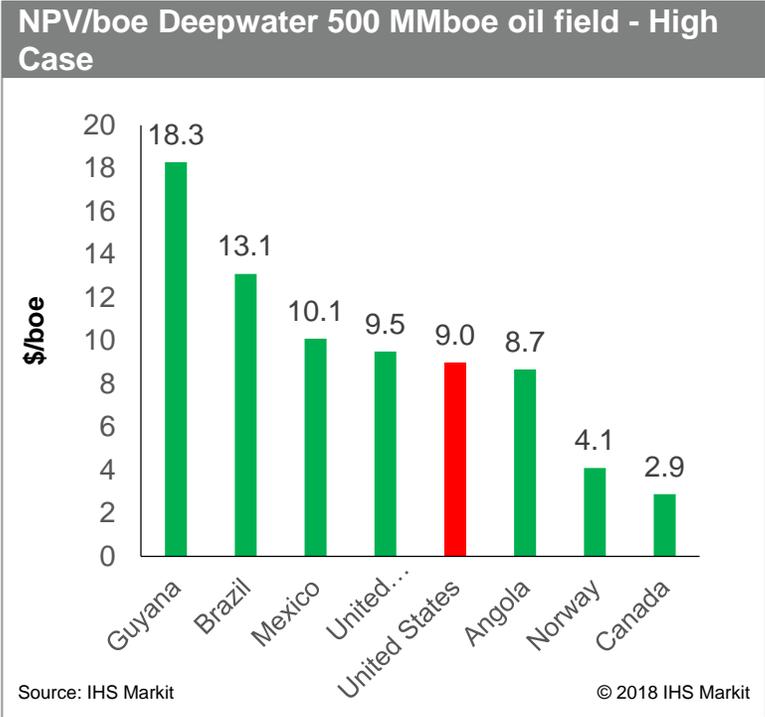
U.S. GoM Deepwater IRRs are not competitive, particularly with Brazil, Angola, Guyana and Mexico



The IRRs benchmarking for large oil fields highlights the limited competitiveness of U.S. Deepwater GoM fiscal terms



The NPV/boe benchmarking confirms the limited competitiveness of US GoM



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Seven fiscal system alternatives have been defined and evaluated

Shallow Water	S.1.	Categorical Royalty Relief
	S.2.	Sliding Scale Royalty (12.5% to 22.5%)
Deep Water	D.1.	Reduced Royalty to 12.5% Fixed
	D.2.	Increase Royalty to 20% Fixed
	D.3.	Increase Royalty to 22.5% Fixed
	D.4.	Categorical Royalty Relief
	D.5.	Sliding Scale Royalty (12.5% to 22.5%)

Shallow water alternative S.1. is a water-depth-driven categorical relief system – relief increases with water depth

S.1.

Categorical Royalty Relief

Description

- Applies to all leases in water depth less than 200m
- A Royalty Suspension Volume (RSV) of 5 MMboe is granted for each qualifying lease when oil prices are less than \$85/bbl
- Field-level RSV determined by total number of relevant qualifying leases

Pros & Cons

- Improves investor economics for marginal field sizes that might otherwise not be developed
- Since most of recent discoveries and prospects are marginal in the shallow waters, it could stimulate activity
- Could affect royalty volumes payable to the U.S. government and thus total government take, but will create opportunities to generate tax revenue from marginal projects and increased lease bonuses

Shallow water alternative S.2. is a sliding scale royalty system where the prevailing royalty rate is determined by prevailing oil prices

S.2. Sliding Scale Royalty (12.5% to 22.5%)

Description

- Lessees pay a variable royalty rate based on oil and condensate sales prices
- Under this royalty alternative, only gas production is subject to the statutory royalty minimum of 12.5%.
- This scale is intentionally more onerous than the current statutory minimum of 12.5% in the shallow water Gulf of Mexico.

Oil price (\$/bbl)	Royalty rate (%)
< 50	12.5
50 to < 80	16.67
80 to < 105	20
> 105	22.5

Source: IHS Markit

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Pros & Cons

- Overall increases the U.S. government take, potentially enabling more revenue, depending on how much activity is affected
- Activity likely to be negatively affected, due to reduction of the upside potential for operators

Deep water alternative D.1. is a fixed royalty rate lower than the currently applicable rate

D.1. Reduced Royalty to 12.5% Fixed

Description

- This alternative lowers the oil production royalty rate to the statutory minimum of 12.5%
- Makes producer economics better while also making the U.S. system more competitive

Pros & Cons

- ✚ Improves regional competitiveness by lowering and narrowing range of government take, and makes the regime less regressive
- ✚ Provides incentive for exploration and development activity
- ✖ Could reduce the government revenues if the additional income due to increased activity and improved licensing bonuses do not offset the reduced revenue from royalties

Deep water alternatives D.2. and D.3. are fixed royalty rates higher than the currently applicable rate

D.2.

&

D.3.

Increase Royalty to 20% or 22.5% Fixed

Description

- These alternatives increase the oil production royalty rate to 20% or 22.5%
- Reduces producer expected returns

Pros & Cons

- Potentially increases the government revenue, depending on how much activity and licensing bonuses are affected
- Increases and expands the range of government take, and makes the regime more regressive
- Reduces attractiveness of U.S. GoM for operators, could lead to reduced activity and future production

Deep water alternative D.4. is a water depth driven categorical relief system – relief increases with water depth

D.4. Categorical Royalty Relief

Description

- Applies to all leases in more than 200m of water depth
- The Royalty Suspension Volumes (RSVs) of 20, 40 or 60 MMboe per qualifying lease is granted depending on water depth, applied when oil prices are less than \$85/bbl
- Total project RSV determined by number of relevant leases and field water depth

Pros & Cons

- Improves investor economics for marginal field sizes that might otherwise not be developed, including:
 - Miocene tiebacks
 - Lower Tertiary Fields
- Powerful incentive to increase activity
- Could affect royalty volumes payable to the U.S. government and thus total government take, but will create opportunities to generate tax revenue from marginal projects.

Deepwater alternative D.5. is a sliding scale royalty system where the prevailing royalty rate is determined by prevailing oil prices

D.5. Sliding Scale Royalty (12.5% to 22.5%)

Description

- Lessees pay a variable royalty rate based on oil and condensate sales prices
- Under this royalty alternative, gas production is subject to the statutory royalty minimum of 12.5%

Oil price (\$/bbl)	Royalty rate (%)
< 50	12.5
50 to < 80	16.67
80 to < 105	20
> 105	22.5

Source: IHS Markit

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Pros & Cons

- ✚ Provides cash flow protection for investors in periods of low oil price, while retaining upside for government revenues in periods of high oil price
- ✖ Activity likely to be negatively affected, due to reduction of the upside potential for operators

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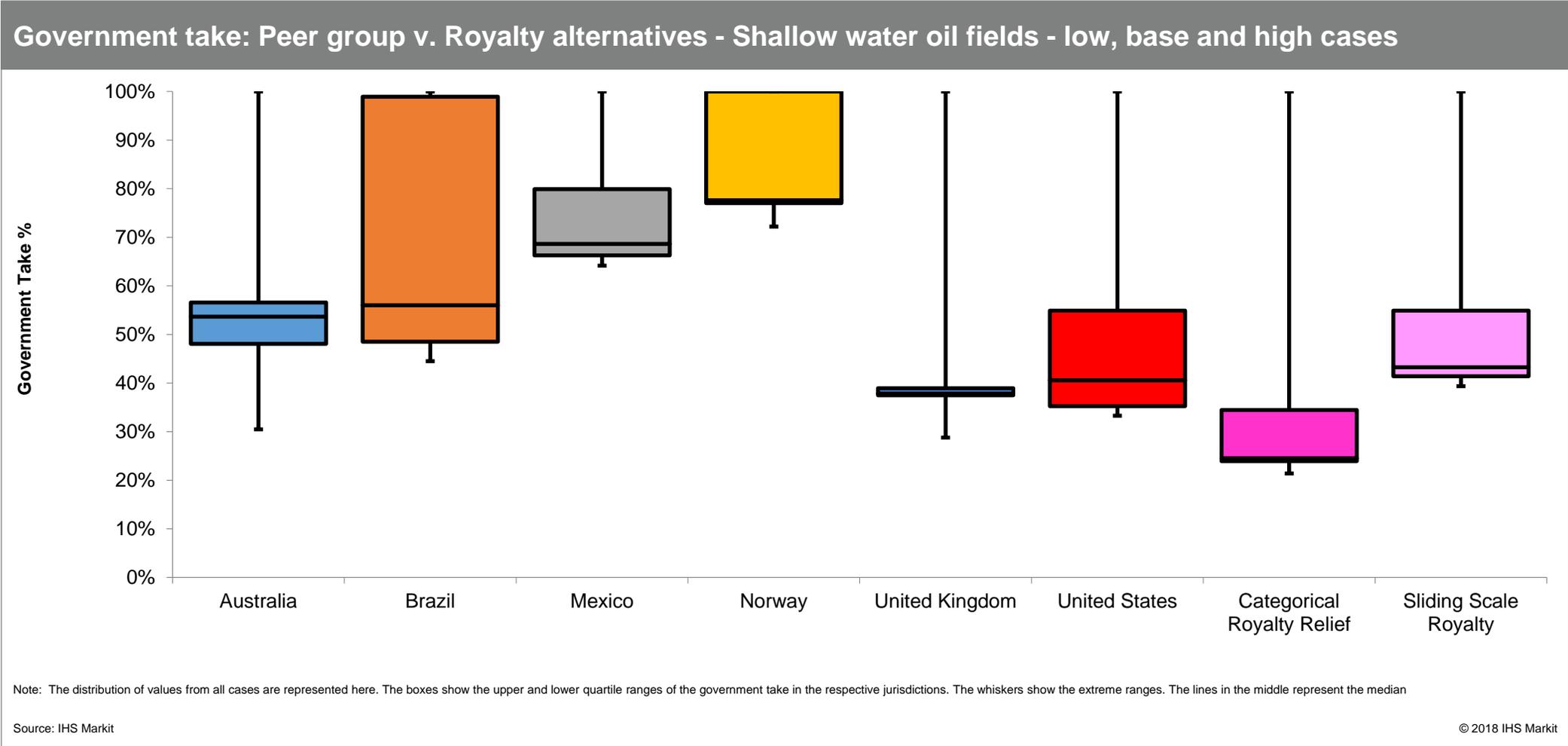
Comparative Analysis of Alternative Fiscal Systems



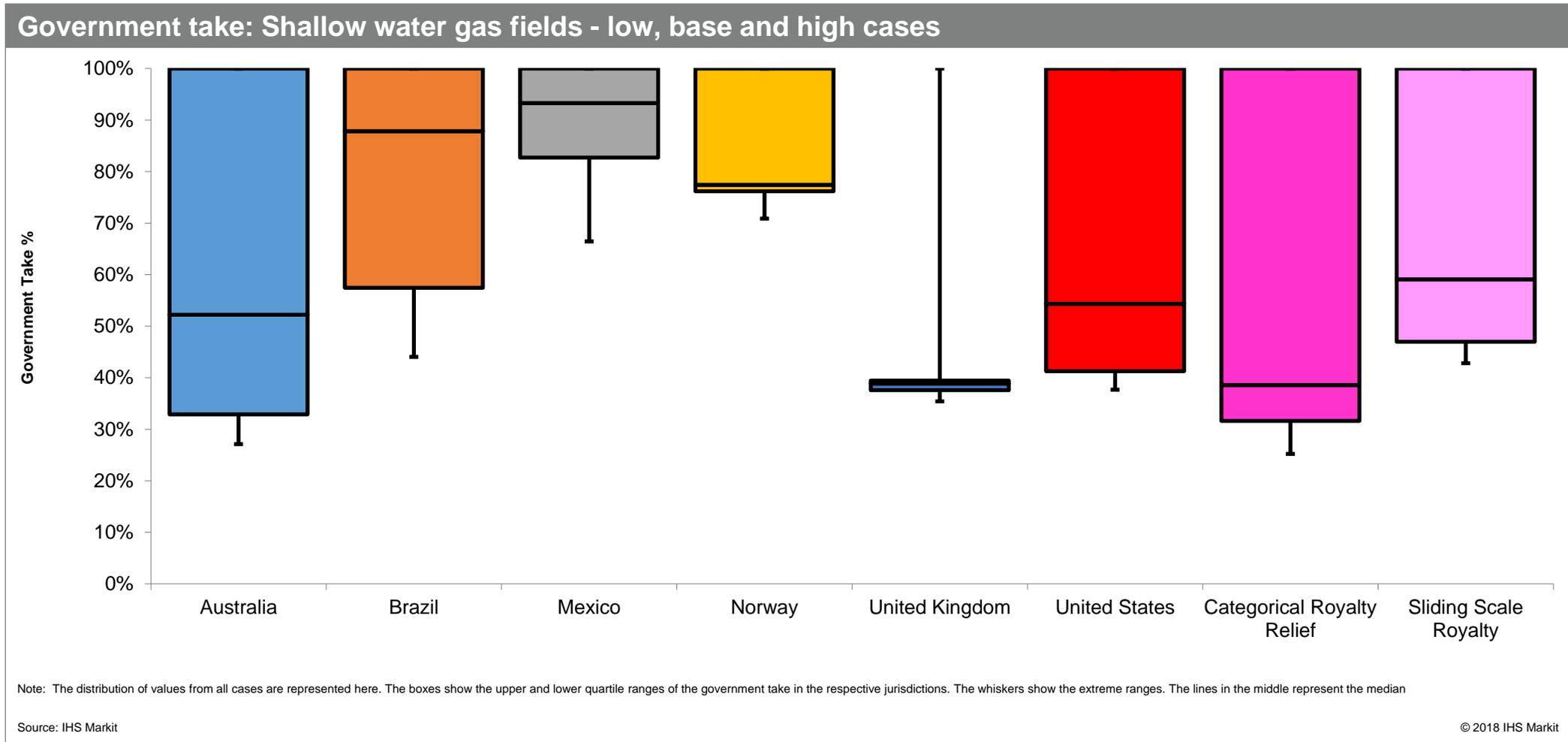
Shallow Water

Deepwater

The two alternatives provide the government flexibility based on its goals for shallow water oil fields

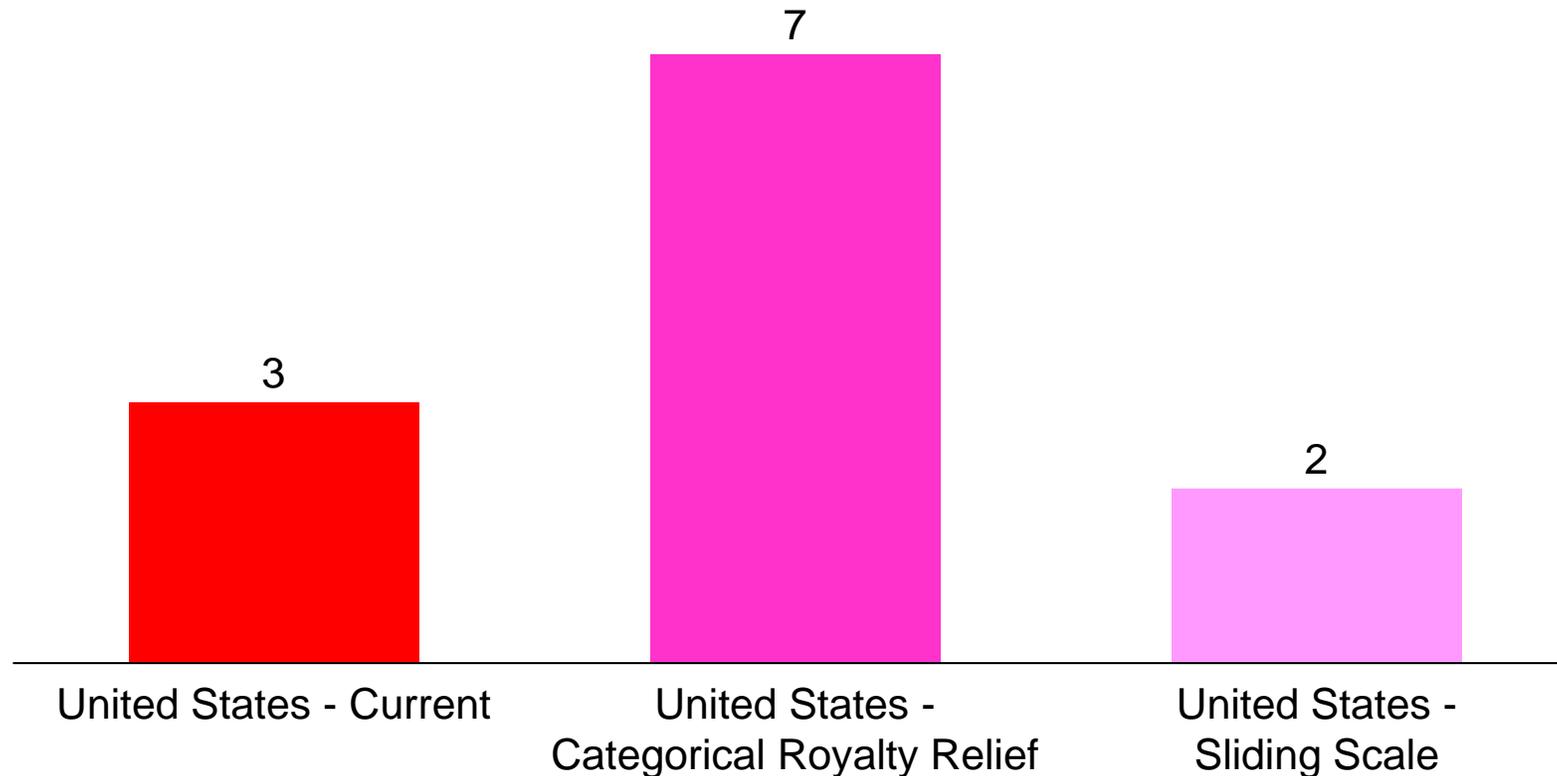


Categorical relief would make the U.S. the most competitive shallow water gas fiscal regime; sliding scale would increase take



However, the Categorical Relief does not improve the IRR of small gas fields projects enough to exceed typical hurdle rates

IRR: Small gas field IRR alternative comparison (%)

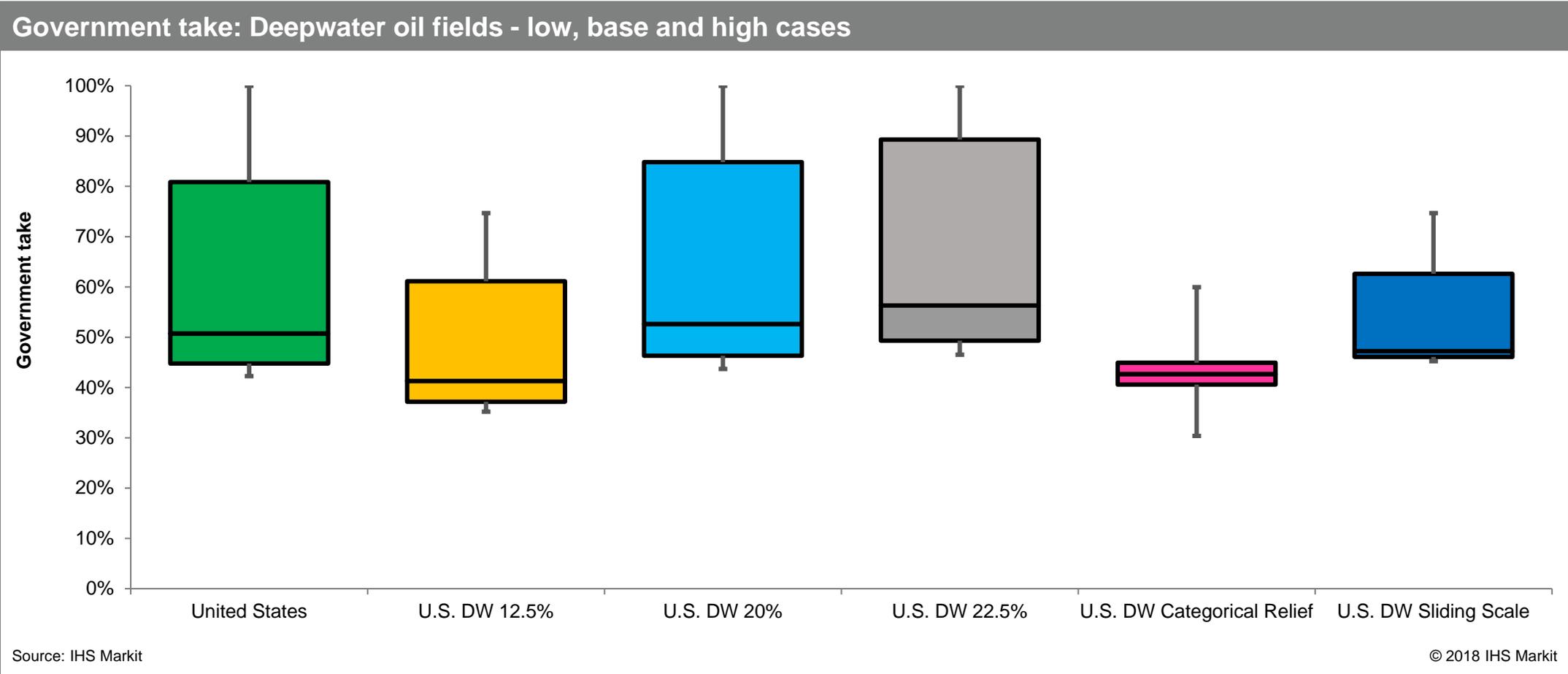


Comparative Analysis of Alternative Fiscal Systems

Shallow Water

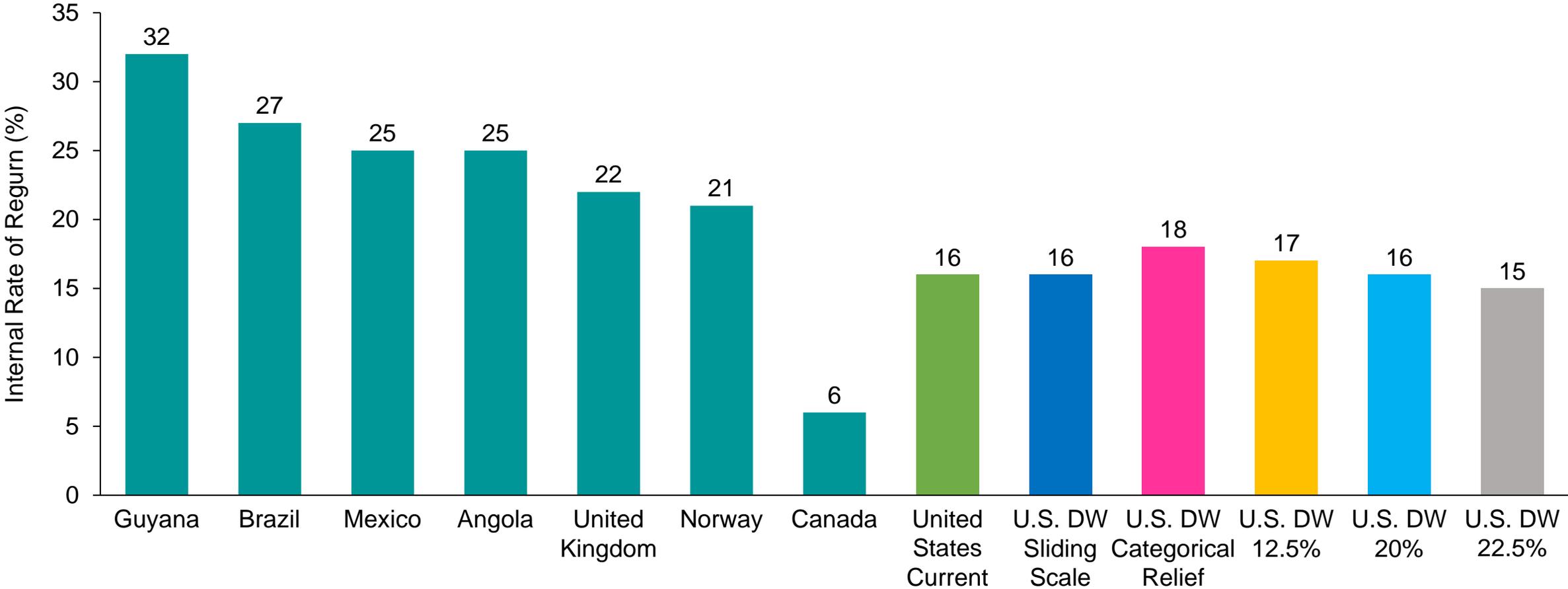
Deepwater

The 20% and 22.5% fixed royalty alternatives would increase government take, but all other alternatives would increase DW GoM competitiveness



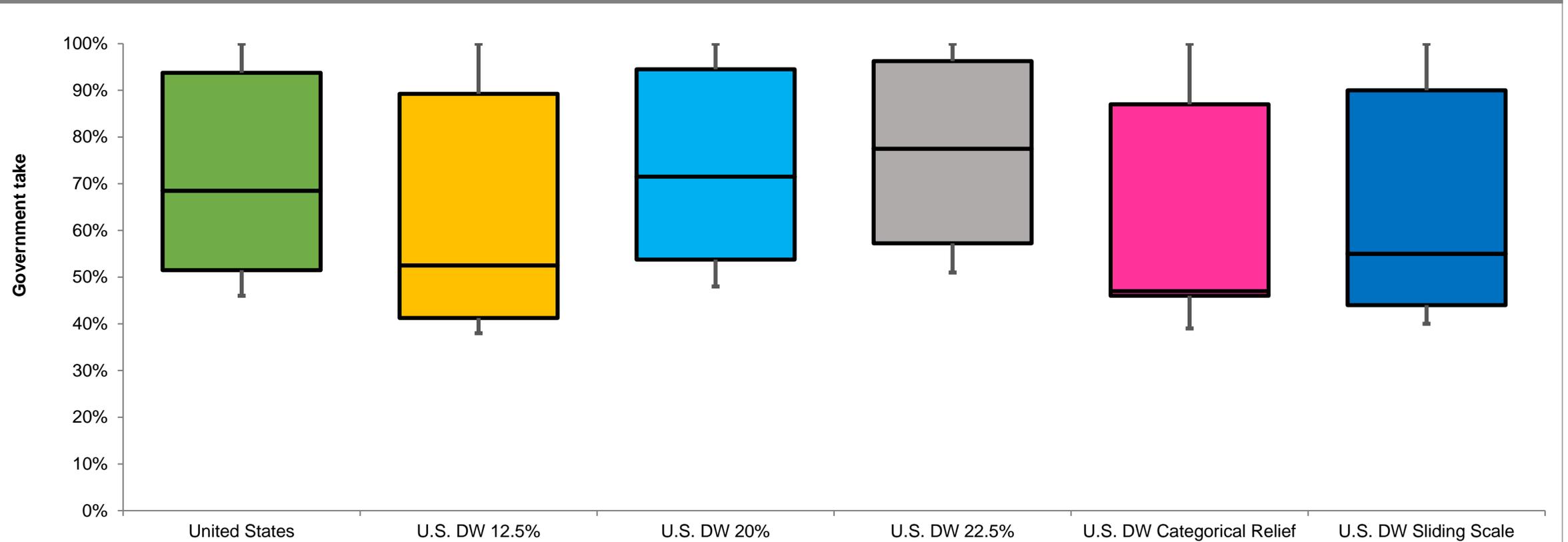
The categorical relief – the alternative that improves the most the competitiveness of the DW GoM

IRR: 500 MMboe deepwater oil field IRR alternative comparison



Deep water gas competitiveness would improve under most alternatives, but is not likely to drive material activity due to low expected returns

Government take: Deepwater gas fields - low, base and high cases



Source: IHS Markit

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Two discretionary royalty relief programs have also been evaluated

R.1. End of Life Royalty Relief

R.2. BSEE Special Case Royalty Relief

The existing End of Life royalty relief program intends to extend the life of fields to increase ultimate resource recovery, but its impact is limited

R.1.

End of Life Royalty Relief

Description

- Can be granted (at BSEE discretion) when royalty payments over a 12-month period exceed 75% of net revenues
- If granted, stipulates a 50% reduction of royalty payable on relief volume
- Goal: Extend the economic life of the field to increase the ultimate resource recovery
- To date, rarely used by operators

Pros & Cons

- ✚ Can theoretically lengthen project lifecycles by improving marginal production economics
- ✖ Current requirements push application date for relief so late in the asset lifecycle that few projects have taken advantage of the program
- ✖ Limited impact in extending the life of fields (Less than one year)
- ✖ The criteria for granting the relief should be relaxed (e.g. when royalty payments over a 12-month period exceed 50% of net revenues) to maximize the potential impact of the program

End-of-life royalty relief had no measurable impact on shallow water fields

Primary Production	Reserve size (MMboe)	Production life (Years)	Stranded reserves (MMboe)	Asset life increase (Years)	Production increase (MMboe)
High Case					
Oil	10	8	0.3	0	0
	30	7	0.1	0	0
	100	9	1.2	0	0
Gas	10	8	0.6	0	0
	30	7	0.1	0	0
	100	12	3.8	0	0
Base Case					
Oil	10	7	0.7	0	0
	30	6	0.3	0	0
	100	8	2.2	0	0
Gas	10	8	0.6	0	0
	30	6	0.3	0	0
	100	11	5.6	0	0
Low Case					
Oil	10	6	1.5	0	0
	30	5	0.7	0	0
	100	7	4.2	0	0
Gas	10	7	1.6	0	0
	30	5	0.8	0	0
	100	10	8.2	0	0

Source: IHS Markit

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End-of-life royalty relief had no measurable impact on deepwater fields

Primary Production	Reserve size (MMboe)	Production life (Years)	Stranded reserves (MMboe)	Asset life increase (Years)	Production increase (MMboe)
High case					
Oil	250	13	2.8	0	0
	500	19	0.0	0	0
Gas	250	19	4.5	0	0
	500	19	6.8	0	0
Base case					
Oil	250	12	4.7	0	0
	500	19	2.2	0	0
Gas	250	13	21.5	0	0
	500	13	32.4	0	0
Low case					
Oil	250	10	11.9	0	0
	500	13	31.2	0	0
Gas	250	13	26.9	0	0

Source: IHS Markit

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The BSEE Special Case Royalty Relief provides fiscal incentives for the development of fields with marginal economics

R.2.

BSEE Special Case Royalty Relief

Description

- Can be granted (at BSEE discretion) when two of the following criteria are met:
 - a) A royalty relief would allow recovery of significant additional resources
 - b) There is a substantial risk another lessee would not recover the resources
 - c) Valuable facilities exist on the lease which a successor would be unlikely to use
 - d) The lessee made substantial efforts to reduce operating costs, but it is too late to take advantage of other royalty relief programs
 - e) Circumstances beyond lessee's control preclude reliance on one of the existing royalty relief programs.
- Goal: Incentivize development of fields with marginal economics

Pros & Cons

- ✚ Allows flexibility for operators and BSEE to collaborate to increase probability of development of fields with marginal economics
- ✖ Requires significant royalty relief to improve economics enough to justify investment for the cases evaluated
- ✖ The process could to be perceived by operators as complex and cumbersome given lack of guidance

IHS Markit developed a royalty relief case for incremental development of existing field types, assuming 50% of the statutory rate

Special Case Royalty Relief:

Description

- Application of the following criteria:
 - A royalty relief would allow recovery of significant additional resources
 - Valuable facilities exist on the lease which a successor would be unlikely to use

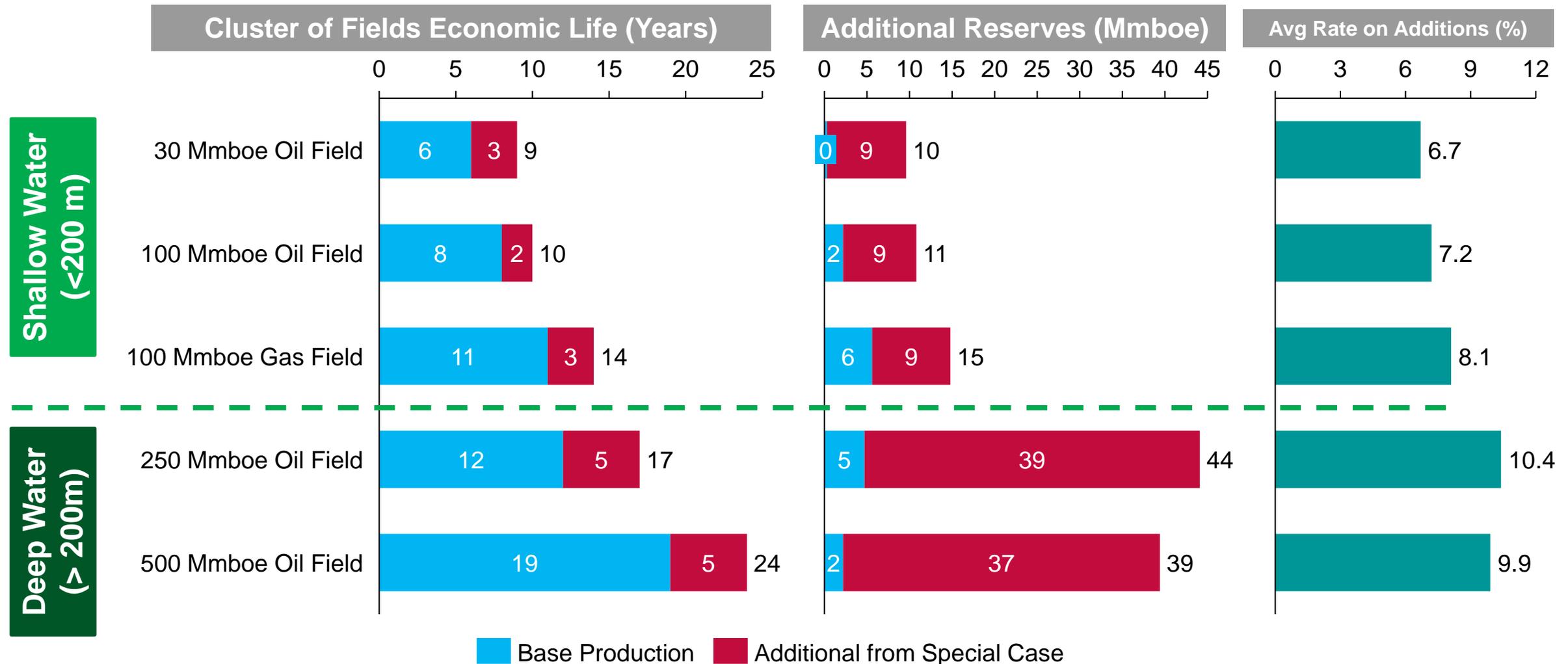
This is a hypothetical special case Royalty Relief targeted at improving the economics of tying-back nearby discoveries to existing facilities to access additional reserves.

- Goal: Increase production and extend the life of field “clusters” (and associated infrastructure)
- Assumes 50% of the statutory rate for all new reserves

Pros & Cons

- Creates financial incentive to develop small, nearby discoveries that can utilize existing infrastructure
- Maximizes development potential of existing fields and infrastructure life
- Enable potential fiscal revenue from project that tend to be uneconomical, without fiscal incentives
- If the application requires a complex process, it could be perceived as less attractive by some operators

Under all scenarios evaluated, Special Case Royalty Relief enables the extension of the life of the “cluster” and the production of additional reserves



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- 1 U.S. GoM Activity and Yet-To-Find Overview
- 2 Changes in Fiscal Systems
- 3 Comparative Analysis of Current Fiscal Systems
- 4 Alternative Fiscal Systems
- 5 Comparative Analysis of Alternative Fiscal Systems
- 6 Discretionary Royalty Relief
- 7 Conclusions**

Conclusions – Shallow Water GAS

Current Fiscal System

- The current fiscal system is competitive for large gas fields
- However, most of the recent shallow water GoM discoveries are small and returns for small fields are not attractive enough to trigger activity
 - Small fields have IRRs of 3% at base prices
- Low gas prices are a key factor limiting returns
- If the policy goal for shallow water gas is to maximize resource recovery, production, life of the fields, and activity levels, significant reductions of fiscal terms will be needed

Alternatives

- Of the alternatives evaluated, the Categorical Royalty Relief offers the best results to improve operators' expected returns and spur activity, but is unlikely to be enough for small gas fields
 - Small gas fields could achieve IRRs of 7% with the categorical relief at base prices
- The Sliding Scale Royalty alternative has limited impact on shallow water gas, given that it is designed to impact liquids royalties

Conclusions – Shallow Water OIL

Current Fiscal System

- The current fiscal system is very competitive for large and mid-size shallow water oil fields
- Small fields, at base prices, have negative NPV / boe and IRRs below 10%; therefore, they tend to be uneconomical

Alternatives

- The Categorical Royalty Relief helps improve the expected returns of small fields; therefore, the categorical relief could provide incentives for a recovery of the activity levels in shallow water GoM
- The Sliding Scale Royalty increases the fiscal load and reduces operator upside at high prices; given the very mature nature of shallow water GoM (It is the most mature basin among peers), the implementation of the sliding scale royalty alternative will likely further suppress the activity levels in shallow water GoM

Conclusions – Deepwater GAS

Current Fiscal System

- Deepwater gas fields tend to be uneconomical or offer marginal returns
- High cost of deepwater development combined with low gas prices (driven by shale gas in the L48) are the key structural factors that limit gas returns

Alternatives

- Improvements in the competitiveness of the deepwater gas fiscal regime will likely have only limited impact in deepwater gas activity, given the other limiting structural factors (low price / high cost)
- Any tightening of the fiscal conditions will make deepwater gas even less attractive to operators

Conclusions – Deepwater OIL

Current Fiscal System

- The current US deepwater GoM fiscal system offers IRRs above the hurdle rates for most operators
- However, the US GoM rates of return are not as attractive as Guyana, Brazil, Angola, United Kingdom and Mexico, which offer rates of return above 20% under the base case scenario; therefore, international players are likely to prioritize these jurisdictions over US GoM

Alternatives

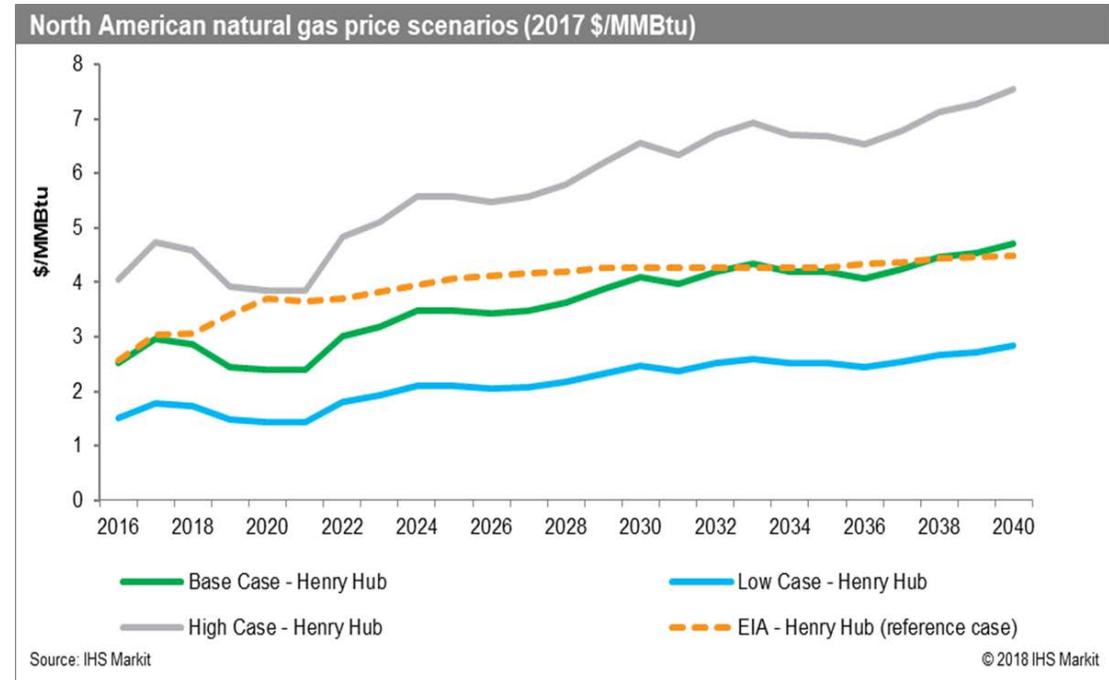
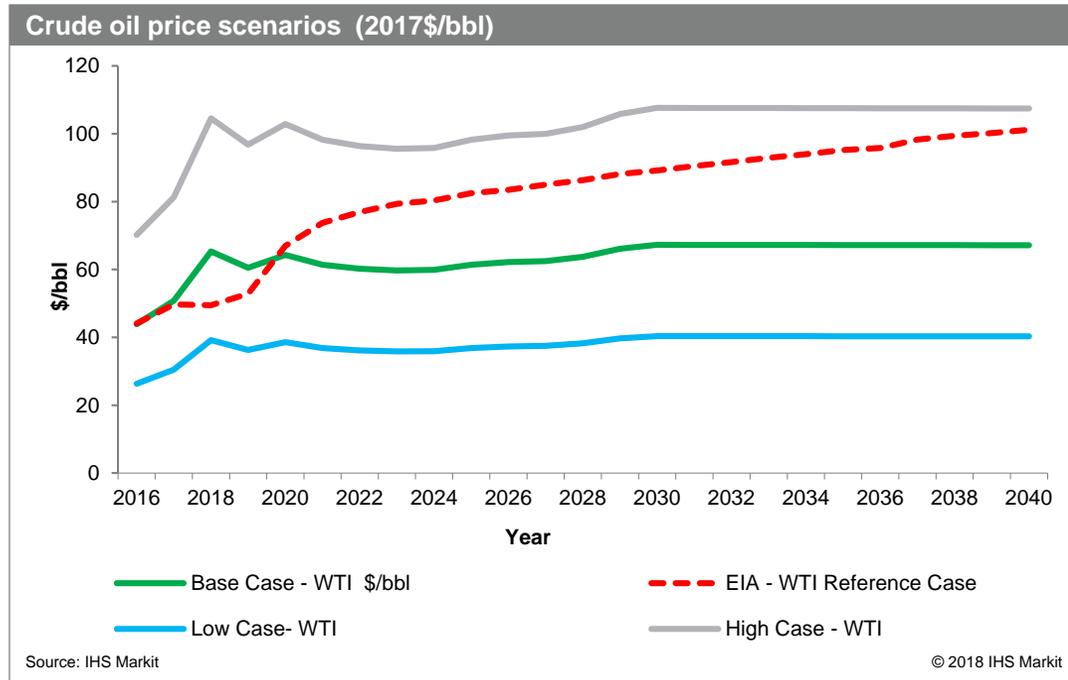
- The Categorical Royalty Relief has the highest impact in improving the expected returns to operators and the competitiveness of deepwater GoM
- The 12.5% royalty alternative lowers the government take and increases the IRR in all cases, but not to the degree of categorical royalty relief
- As expected, the 20% and 22.5% royalty alternatives have the potential to generate more revenue for the Federal government but increase the regressivity of the fiscal system and will likely reduce activity levels
- The sliding scale royalty offers a more balanced approach by lowering the royalty rate at low prices and increasing it at high prices; this alternative softens the degree of regressivity of the fiscal system.

Conclusions – Discretionary Royalty Reliefs

- ❑ The current **discretionary end-of-life relief** does not extend the life of the tested fields long enough to be notable in our annual models. Perhaps a revision of its timing and condition of application would generate a more impactful life extension
- ❑ A **discretionary special case relief on significant reserves addition** would work well to incentivize incremental production with a royalty rate reduction of 50%. This would benefit both the tie-back and the central processing facilities. This could also help slow down the retirement rate of the shelf infrastructure in the U.S. GoM

Appendix

The selected IHS base case scenario is lower than the EIA forecast but is used as a mean to derive variances not as a true forecast



- The selection of crude oil prices for this analysis is not intended as a forecast,
- It reflects the relatively wide range between the high and low commodity price ranges that have prevailed in the past decade.
- The wide spread among the low, base and high case is useful to analyze the performance of alternative fiscal systems under depressed and high commodity prices alongside the base case scenario which is reflective of the current market conditions

NPV/Boe for Shallow Water Oil and Gas Fields (\$)

Jurisdiction	High case			Base case			Low case		
	100 MMboe	30 MMboe	10 MMboe	100 MMboe	30 MMboe	10 MMboe	100 MMboe	30 MMboe	10 MMboe
Crude Oil									
Australia	12.7	9.3	7.9	6.9	3.1	0.7	3.0	-2.8	-8.2
Brazil	17.7	11.7	2.2	9.0	2.0	-9.3	3.1	-4.9	-17.5
Mexico	18.4	7.7	3.1	9.6	-0.4	-5.0	3.8	-6.2	-14.7
Norway	4.8	1.4	-8.4	1.9	-1.9	-17.8	-0.1	-5.4	-31.6
United Kingdom	17.2	14.4	5.9	8.9	5.3	-4.0	3.3	-1.0	-14.0
United States	18.6	17.5	8.5	9.0	7.0	-2.3	2.6	-0.1	-10.6
Natural Gas									
Australia	7.5	6.3	3.3	3.2	1.5	-6.6	0.2	-4.6	-15.8
Brazil	9.8	-1.3	-6.8	4.1	-7.8	-14.8	0.3	-13.6	-21.9
Mexico	3.9	-8.0	-5.6	0.2	-13.4	-11.3	-2.0	-19.0	-15.6
Norway	3.1	-1.1	-5.9	0.9	-3.9	-12.2	-0.7	-9.3	-22.6
United Kingdom	12.3	8.7	5.1	6.2	2.1	-2.6	2.2	-2.8	-9.0
United States	5.9	6.9	3.6	1.0	1.1	-2.6	-2.8	-3.0	-7.9

NPV/Boe: Deepwater Oil and Gas Fields (\$)

Jurisdiction	High Case		Base Case		Low Case	
	500 Mmboe	250 Mmboe	500 Mmboe	250 Mmboe	500 Mmboe	250 Mmboe
Crude Oil						
Angola	8.67	8.35	3.65	3.09	-1.84	-3.04
Brazil	13.1	10.8	6.3	3.5	1.6	-1.6
Canada	2.88	4.70	-1.83	0.24	-5.79	-3.22
Guyana	18.28	16.22	8.05	5.97	1.84	-0.15
Mexico	10.1	8.1	4.0	1.1	-0.2	-4.0
Norway	4.1	3.6	1.8	1.2	0.2	-0.5
United Kingdom	9.5	9.7	2.8	2.5	-2.8	-3.9
United States	9.0	10.8	2.5	2.8	-2.1	-2.8
Natural Gas						
Angola	5.44	5.22	2.23	1.87	-0.12	-0.58
Brazil	8.1	7.5	3.9	3.3	1.0	0.4
Canada	0.66	-1.55	-1.71	-4.23	-3.66	-6.95
Guyana	19.02	17.64	10.07	8.87	4.54	3.41
Mexico	2.6	0.8	-0.9	-2.7	-3.2	-5.8
Norway	2.3	1.9	0.8	0.2	-0.3	-1.1
United Kingdom	9.4	8.3	5.0	3.9	2.0	0.9
United States	3.7	2.3	0.1	-1.2	-2.6	-4.0