



# Transformational acquisition of Wintershall Dea asset portfolio

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## Harbour's acquisition of Wintershall Dea asset portfolio



## A transformational step in our journey

Scale and  
diversification

High quality, resilient  
asset base

Supporting the energy  
transition

Financial strength,  
sustainable returns

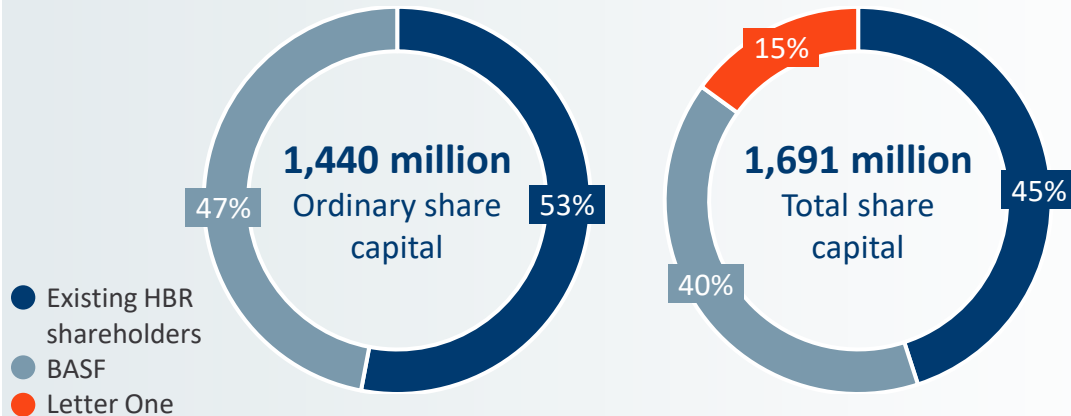
# Overview of the Acquisition

## Acquisition of substantially all of Wintershall Dea's upstream O&G assets for \$11.2 bn (effective date 30 June 2023)

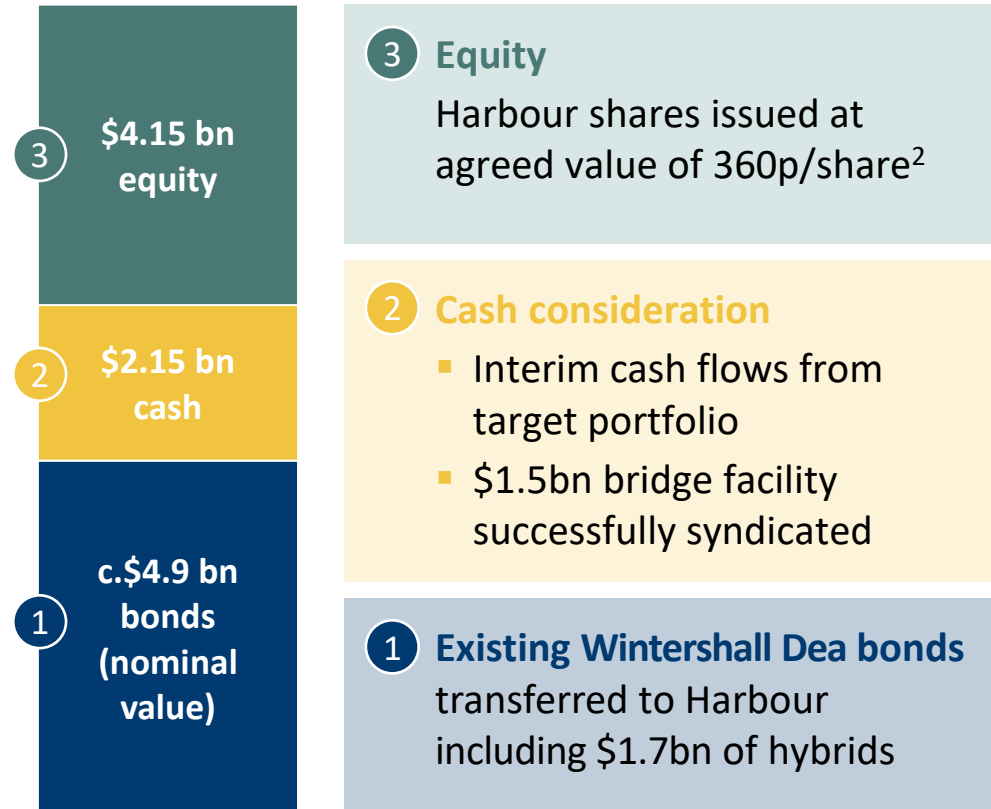
Adds upstream assets in Norway, Germany, Denmark, Argentina, Mexico, Egypt, Algeria and Libya

Adds 1.1 bnboe<sup>1</sup> of 2P reserves at c.\$10/boe, and more than 300 kboepd at c.\$35,000/boepd

BASF to own 47% of HBR's ordinary shares; LetterOne to hold non-voting shares



### \$11.2 bn Acquisition Funding structure



- 3 Equity**  
Harbour shares issued at agreed value of 360p/share<sup>2</sup>
- 2 Cash consideration**
  - Interim cash flows from target portfolio
  - \$1.5bn bridge facility successfully syndicated
- 1 Existing Wintershall Dea bonds** transferred to Harbour including \$1.7bn of hybrids

Expected to deliver Investment Grade credit profile

<sup>1</sup>Based on D&M's Competent Person's Report on the target portfolio (YE 2023 D&M CPR) <sup>2</sup> Harbour will issue 921 million shares.

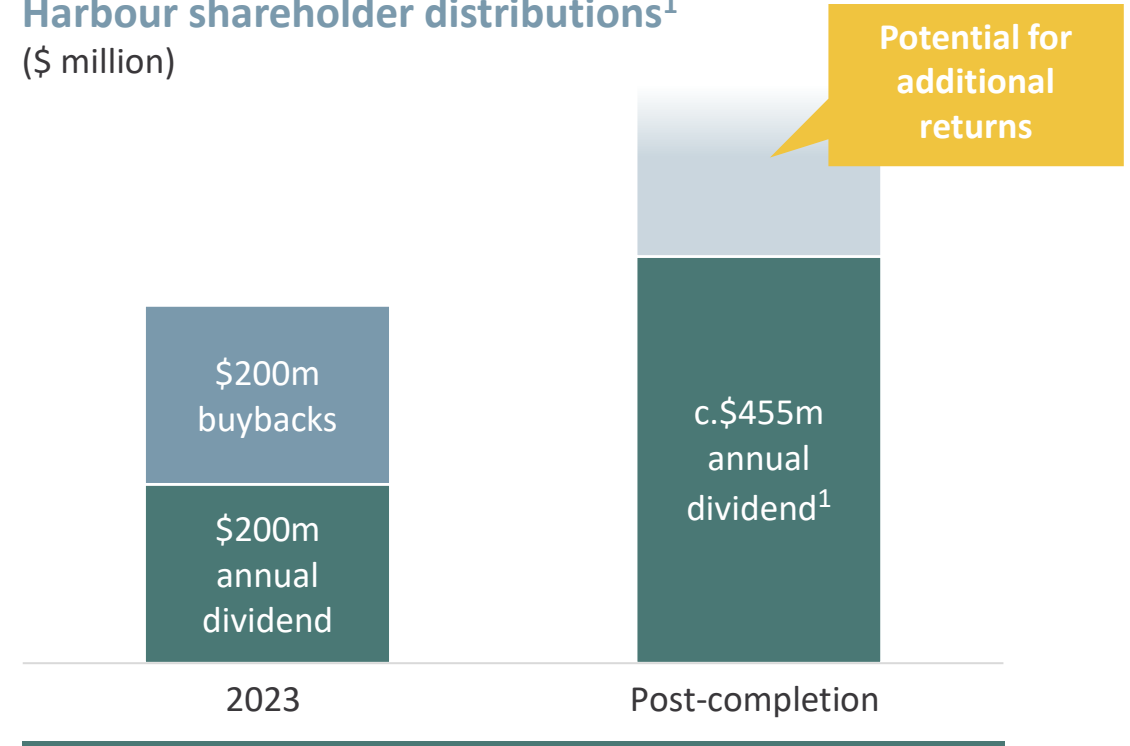
# Acquisition impact

**High quality portfolio, free cash flow accretion and IG credit profiles support a sustainable increase in the dividend**

- ✔ Increased scale and geographical diversification
- ✔ Extended reserve life
- ✔ Enhanced margins
- ✔ Materially reduced GHG intensity
- ✔ Significant free cash flow accretion
- ✔ Lower cost of financing



**Harbour shareholder distributions<sup>1</sup>**  
(\$ million)



Annual dividend on ordinary shares increased to c.\$380m, a c.5% increase in dividend per share<sup>2</sup>

<sup>1</sup> Includes base dividend on both ordinary shares and non-voting shares.

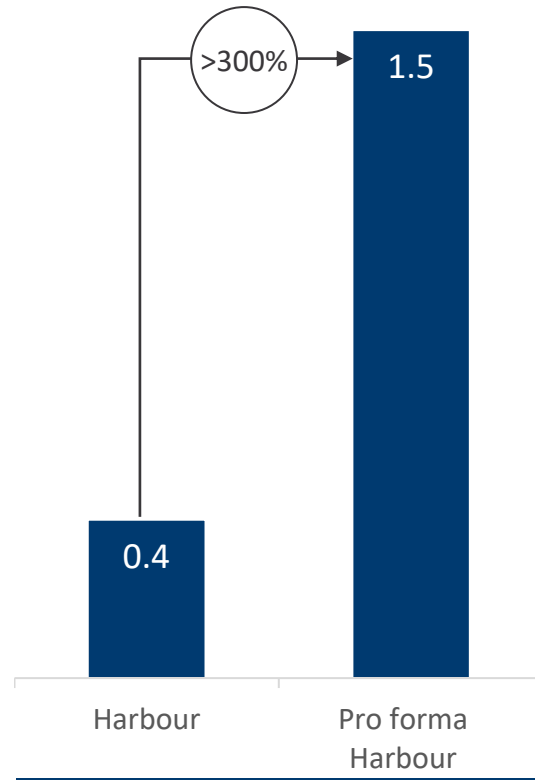
<sup>2</sup> Based on a total dividend for 2023 of 25 cents/share (12 cents interim and 13 cents final) and 1,440 million Harbour ordinary shares post-completion

# Acquisition of high quality and cash generative asset portfolio...

...underpins expected investment grade credit ratings and sustainable, enhanced shareholder returns

## 2P Reserves<sup>1</sup>

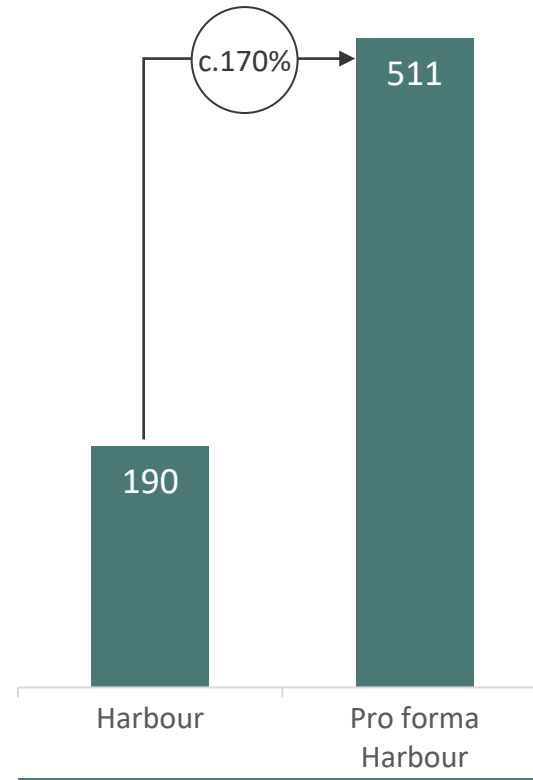
YE 2023, bnboe



**Extends R/P to 8 years with reserve replacement options<sup>3</sup>**

## Production

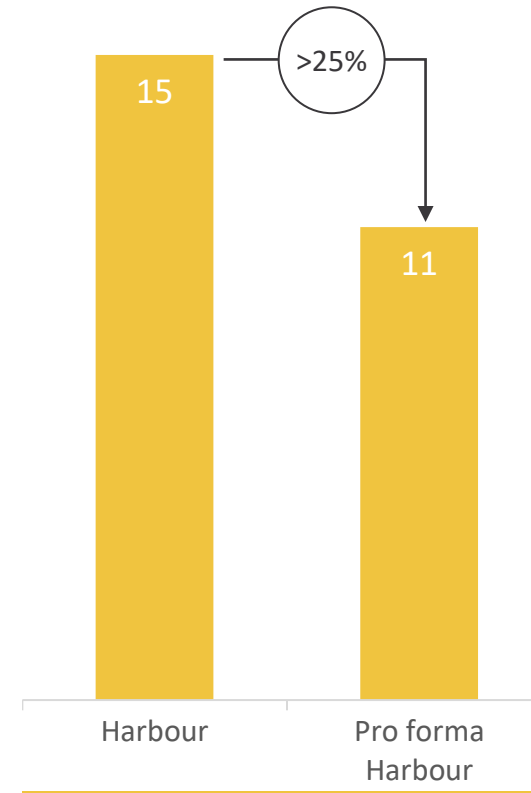
2021-2023, 3-yr average, kboepd



**Cash generative, material production outside the UK**

## Unit operating cost

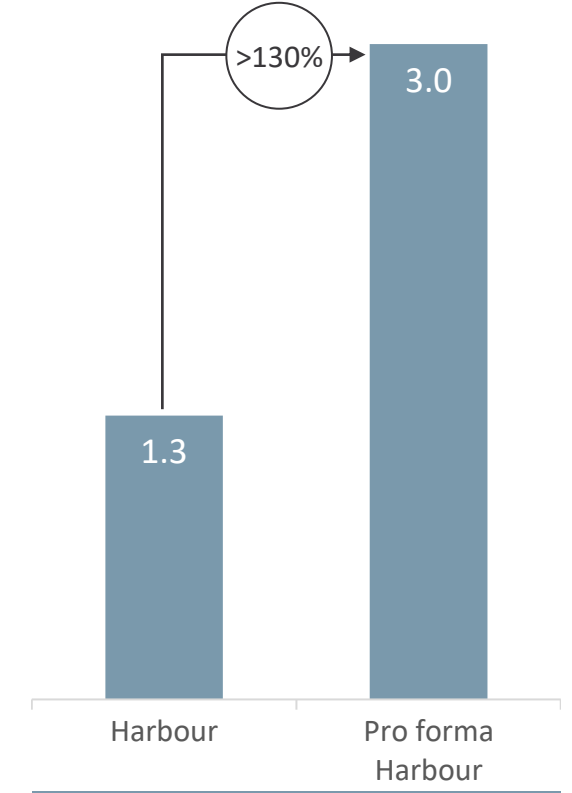
2021-2023, 3-yr average, \$/boe



**High quality, resilient asset base with robust margins**

## Annual free cash flow<sup>2</sup>

2021-2023, 3-yr average, \$bn



**FCF accretion & longevity supports enhanced returns**

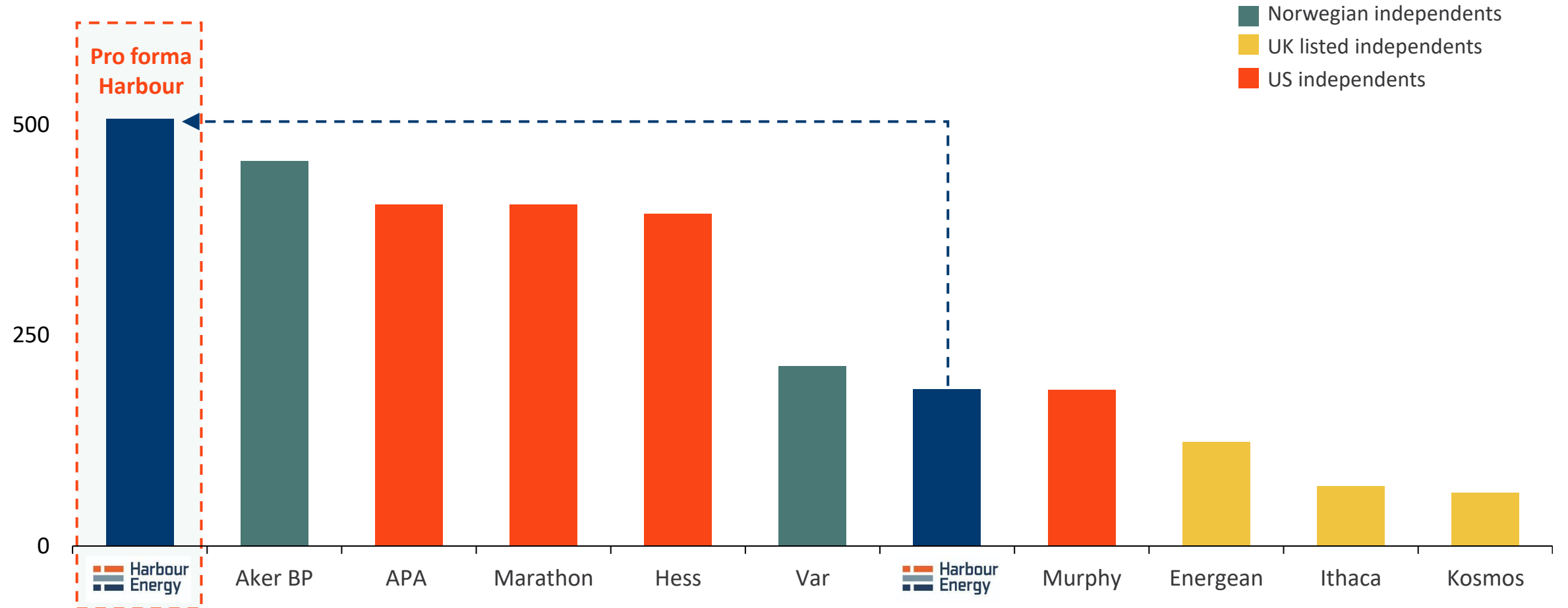
<sup>1</sup> YE 2023 D&M CPR. <sup>2</sup> FCF is after capital expenditure, tax, interest payments & before distributions and debt repayments <sup>3</sup> R/P is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by 2023 production

# Harbour to be well-placed amongst long-established global independent O&G companies

## Acquisition transforms Harbour into a large-scale, global independent with a new peer group

### 2023 Production

kboepd<sup>1</sup>



<sup>1</sup>Source is companies' disclosures (quarterly / full year results)



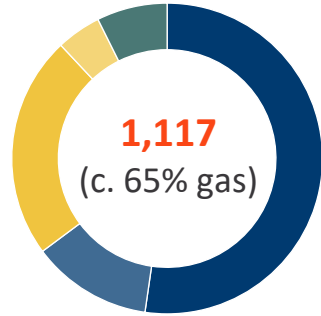


| Target portfolio: overview and historical financial information

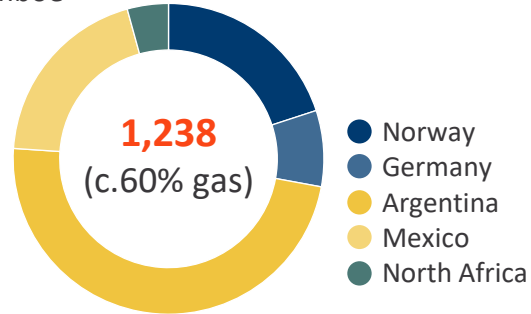
# Overview of target portfolio

**A large, diverse portfolio with robust margins underpinned by significant reserves and resources**

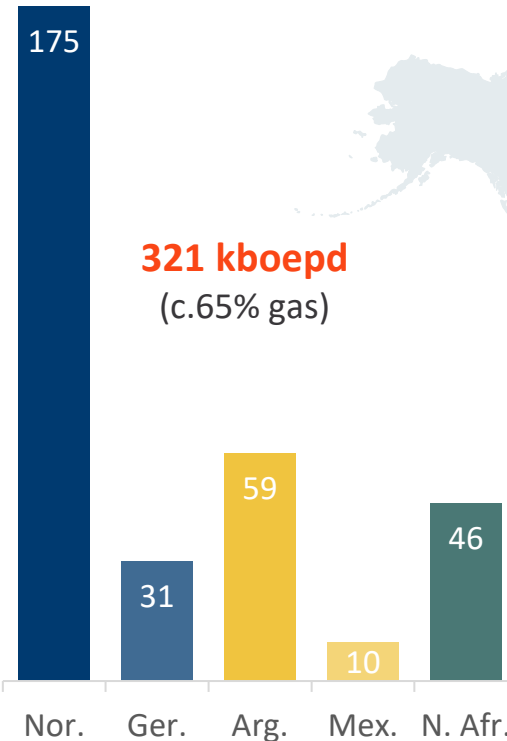
**YE 2023 2P reserves<sup>1,2</sup>**  
mmboe



**YE 2023 2C resources<sup>1</sup>**  
mmboe



**FY 2023 Production**  
kboepd



**c.10 years**

2P reserves life as at YE 2023<sup>2,3</sup>

**c.\$9/boe**

Av. unit operating cost<sup>4</sup> (2021-2023)

**\$4.6 billion**

Av. EBITDAX (2021-2023)

**\$1.7 billion**

Av. FCF<sup>5</sup> (2021-2023)

<sup>1</sup> YE 2023 D&M CPR <sup>2</sup> Excludes c.60 mmboe of reserves produced between Acquisition effective date (30 June 2023) and YE2023. <sup>3</sup> YE 2023 2P reserves, per D&M CPR, divided by 2023 production <sup>4</sup> Unit opex is per Harbour's definition comprising production, transportation and insurance costs and tariff income/expenses. <sup>5</sup> Free cash flow is after capex, tax and interest payments and before dividends and debt repayments

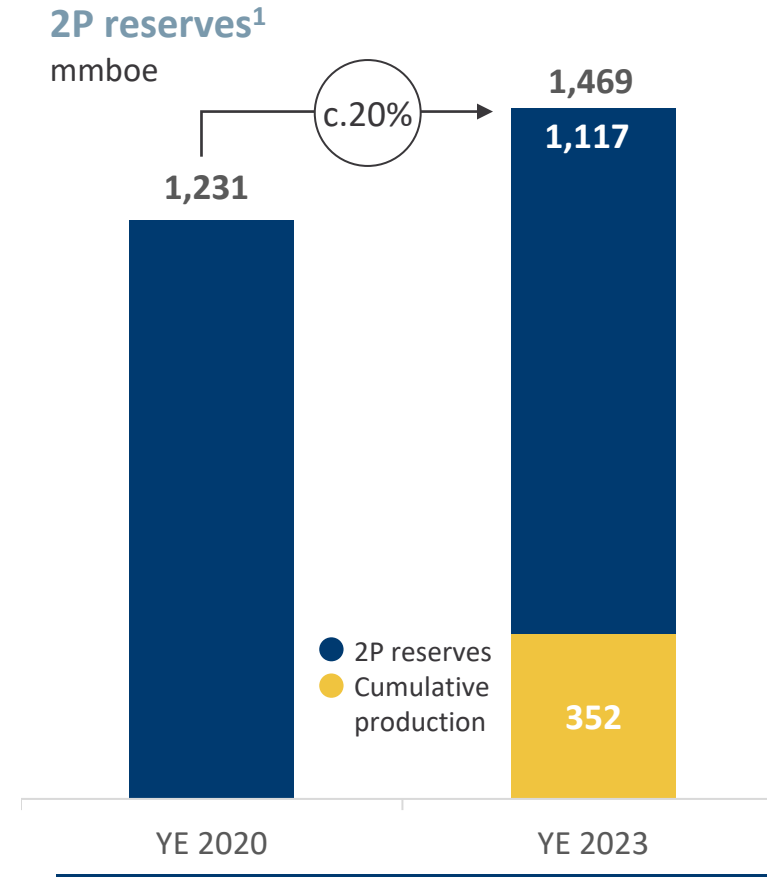
## 2P reserve base

A large scale 2P reserve base with track record of maturing reserves and maintaining production levels

✓ Successful 2C maturation

✓ Reserve additions from near field exploration

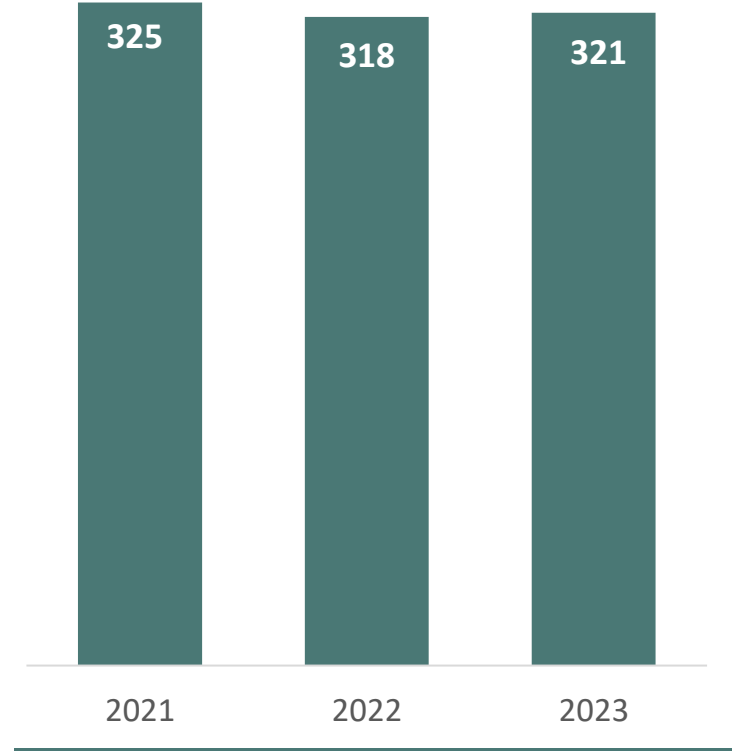
✓ Bolt on acquisitions



c.240 mmboe

2P reserves added (2021-2023)

Production  
kboepd



> 300 kboepd

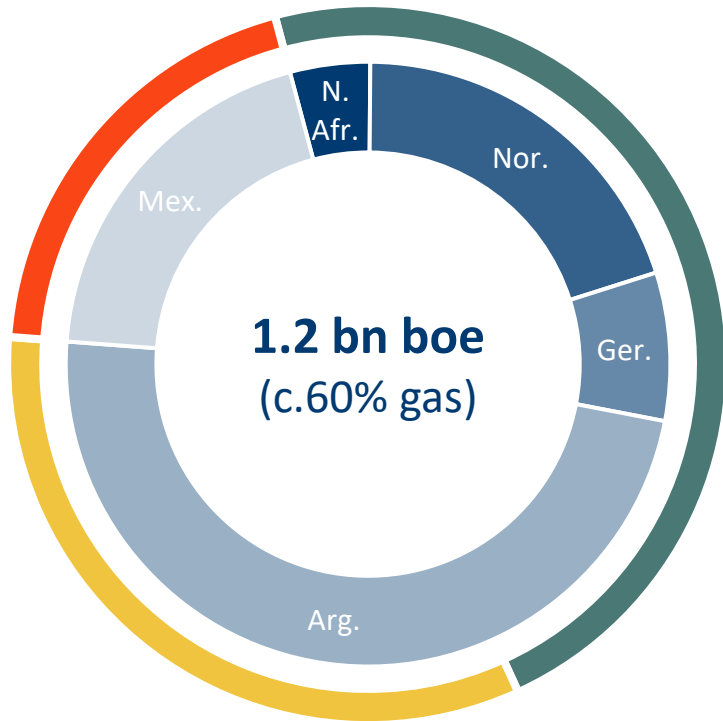
Proven record of sustaining production

<sup>1</sup>YE 2020 is based on D&M's 2020 CPR adjusted for target portfolio perimeter. YE 2023 2P reserves is as per D&M CPR YE 2023.

# 2C resource base

## A large and diverse set of growth options underpinning future production and significant reserve replacement

YE 2023 2C resources<sup>1</sup>  
bnboe



- Near field
- Unconventional
- Conventional

2C resource: c.600 mmboe<sup>2</sup>



### High value, short cycle

- Significantly de-risked, near-term volumes
- Infill drilling programmes
- Near field step outs, satellite tie-backs
- Discoveries close to existing hubs

2C resource: c.400 mmboe<sup>2</sup>



### Unconventional, scalable opportunity

- Significant resource in Vaca Muerta, Argentina
- Low risk, long life production
- Potential to grow in response to market conditions

2C resource: c.250 mmboe<sup>2</sup>



### Offshore conventional growth

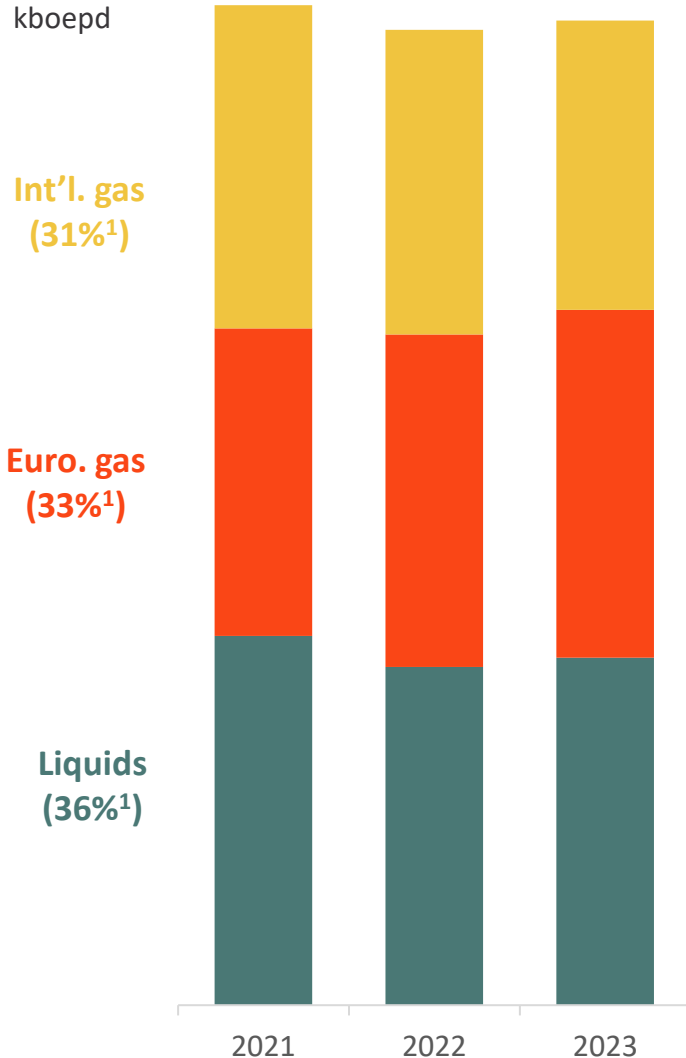
- Material equity in large Zama field, Mexico
- Kan appraisal in H2 2024, Block 30 Mexico
- Evaluating development options for Polok & Chinwol discoveries, Block 29 Mexico

<sup>1</sup> D&M YE 2023 CPR, working interest <sup>2</sup> HBR classification of 2C resource into near field, unconventional and conventional growth

# Production and pricing

## A geographically diverse portfolio with a balance of liquids and European and international gas

### Target portfolio production



### International gas

- Argentina and North Africa gas sold into local markets under formula-based or fixed price contracts

**\$4/mscf**

2023 average realised price<sup>2</sup>

### European gas

- Term contracts linked to TTF / NBP
- Multiple routes into UK and European markets provide flexibility

**\$15/mscf**

2023 average realised price<sup>2</sup>

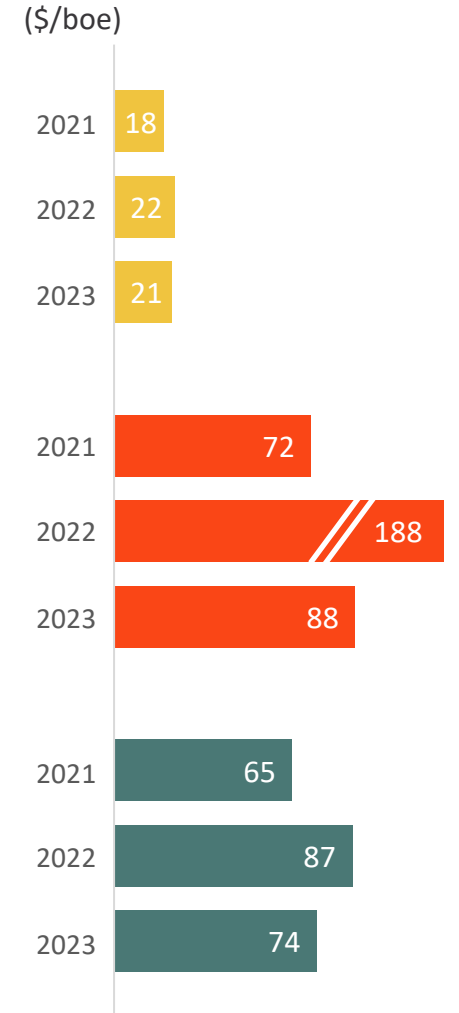
### Liquids

- Largely term contracts linked to Brent
- Significant flexibility over crude marketing strategy, esp. in Norway
- 15-20% of liquids is NGLs

**\$74/bbl**

2023 average realised price<sup>2</sup>

### Realised prices<sup>2</sup>

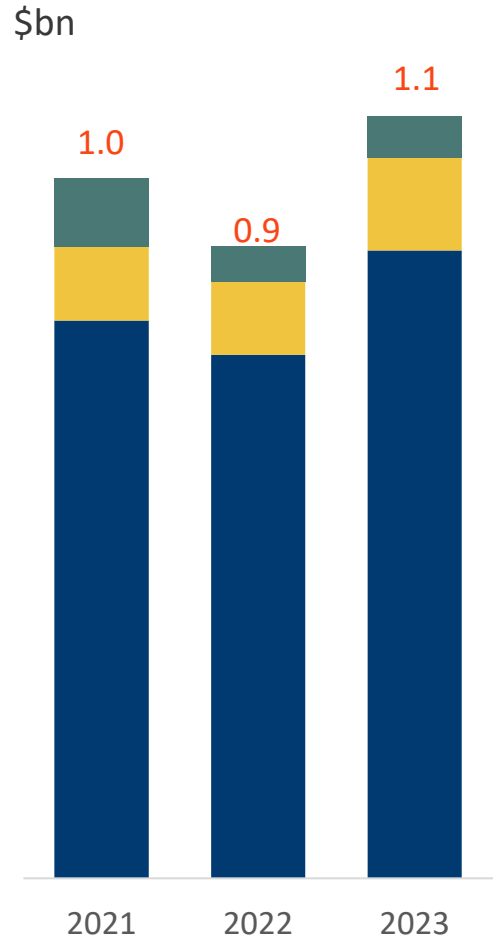


<sup>1</sup> Average 2021-23 <sup>2</sup> Realised prices pre-hedging

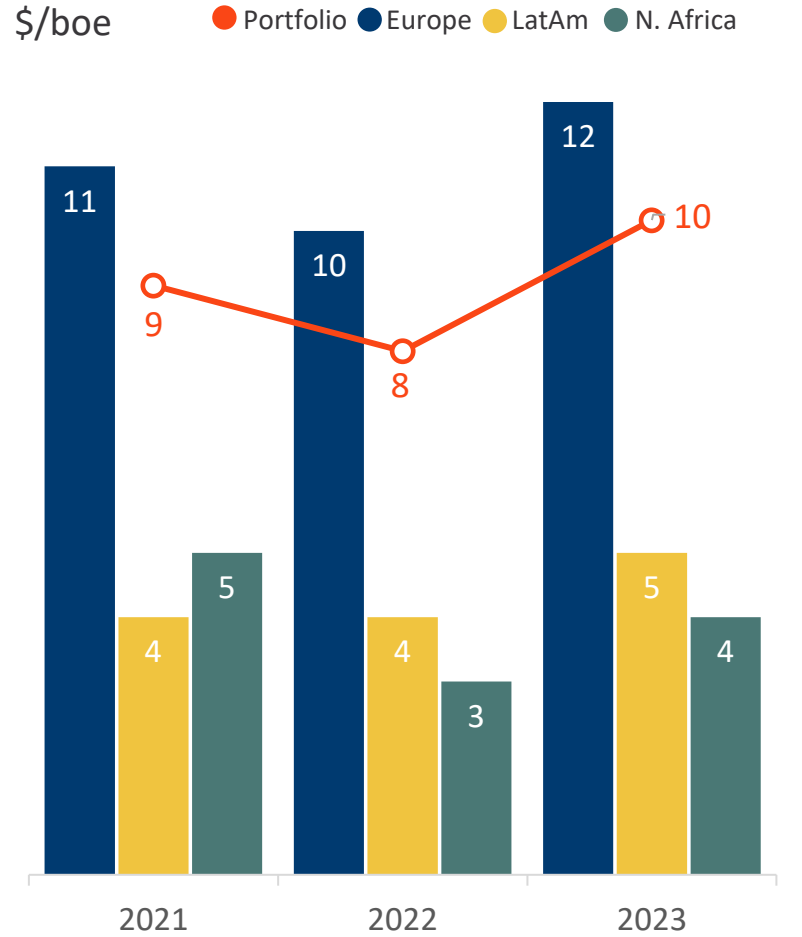
# Operating cost and G&A

## Competitive cost base with robust margins and opportunity for synergies

### Operating costs<sup>1</sup>



### Unit operating costs<sup>1</sup>



### Net G&A



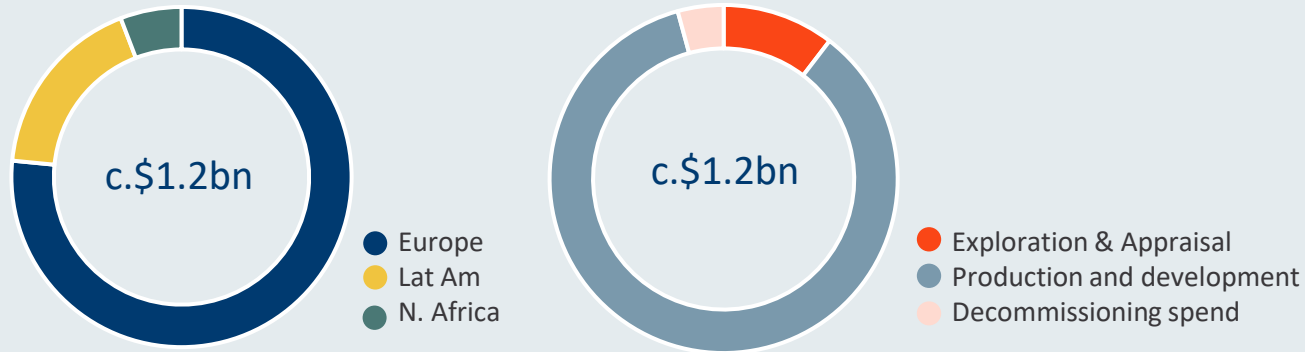
<sup>1</sup> As per Harbour's definition and comprises production and transportation costs and tariff income <sup>2</sup> This is per SIR2000 reporting requirement

# Cash flow, capital expenditure and tax payments

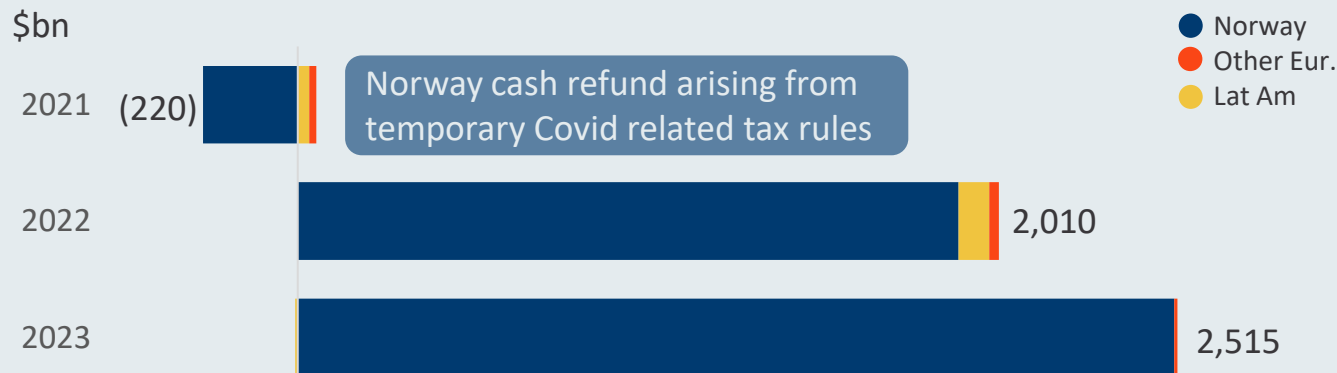
**The target portfolio has generated on average c.\$1.7bn of annual post tax free cash flow over the last three years**

## Most capex is targeted at near field, short cycle opportunities

Average annual total capital expenditure<sup>2</sup>, 2021-2023, \$bn

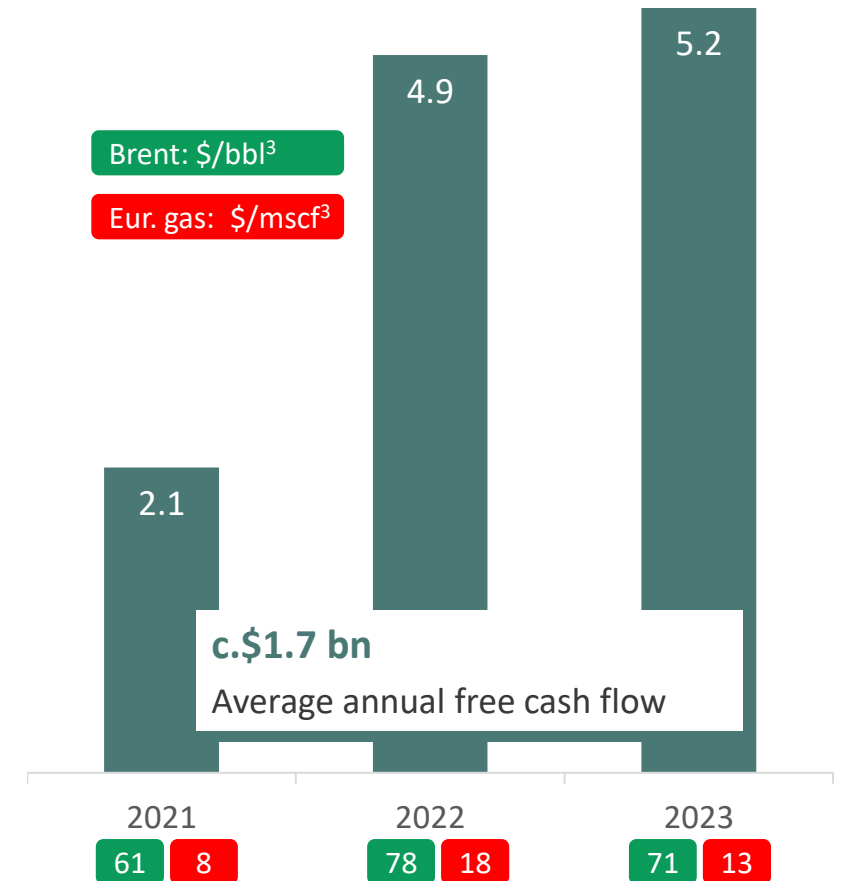


## Tax payments are dominated by Norway



## Highly cash generative portfolio

Cumulative free cash flow<sup>1</sup>, \$bn

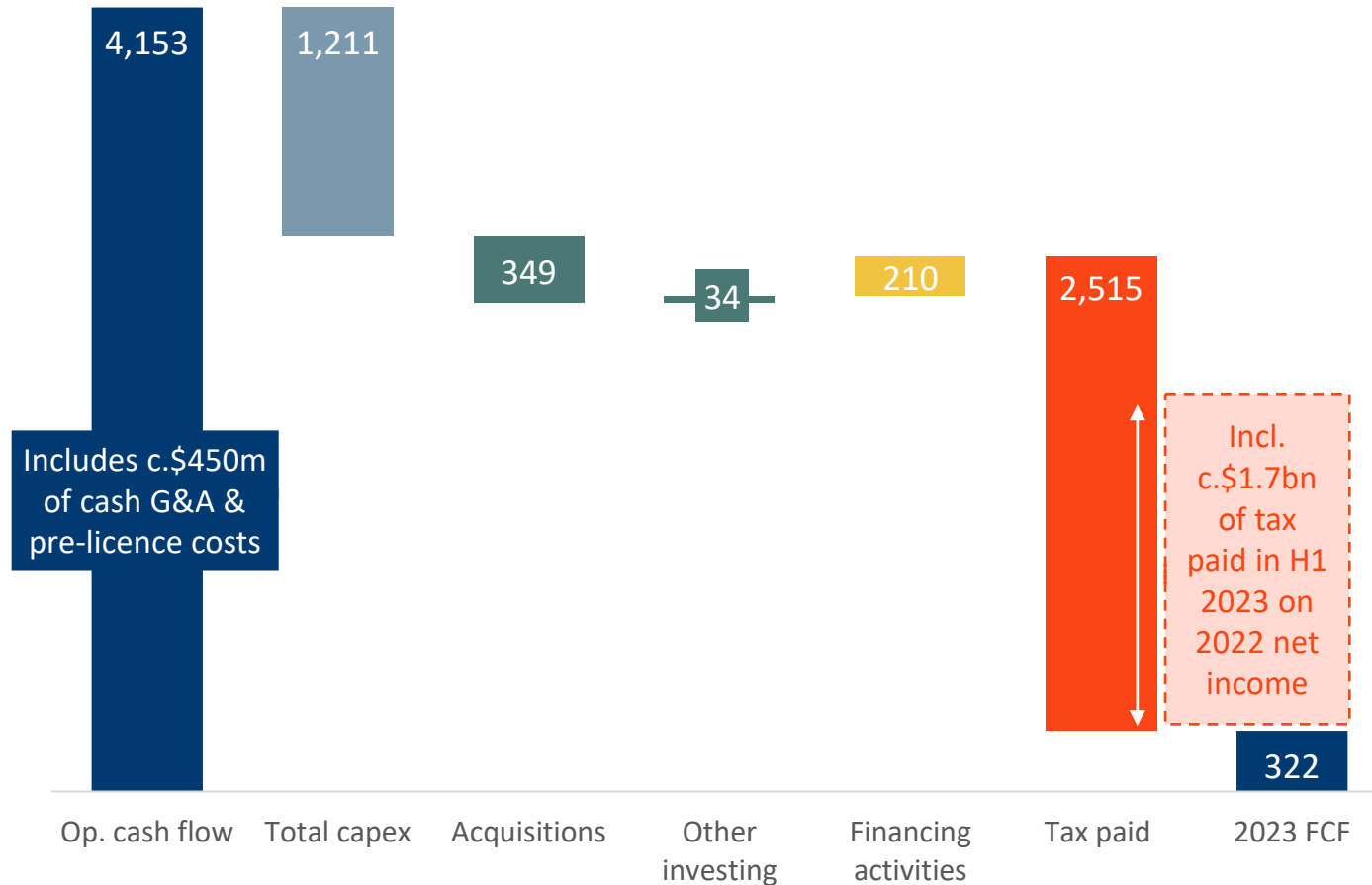


<sup>1</sup> After capex, interest & tax, before distributions & debt repayments <sup>2</sup> Harbour's definition for total capex and excludes acquisition spend which averaged c.\$0.1bn per annum. <sup>3</sup> Realised prices post-hedging

# 2023 free cash flow

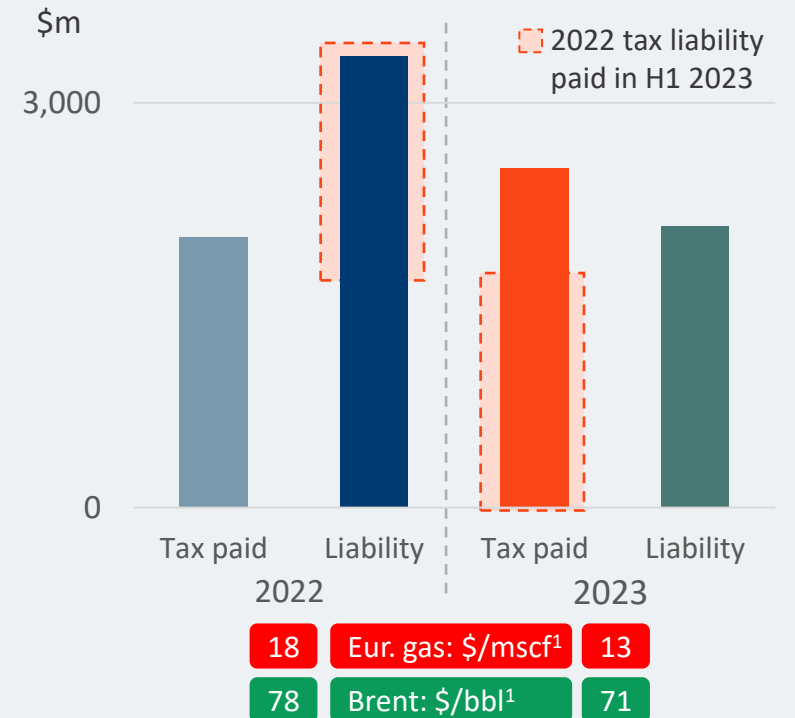
## Significant operating cash flow impacted by acquisitions & material H1 2023 tax payment relating to 2022 net income

2023 cash flow  
\$million



### Tax payments

- >95% of tax payments in the Target portfolio is from the Norway operations
- Tax in Norway on oil & gas is paid 50% in year and 50% in H1 the following year.

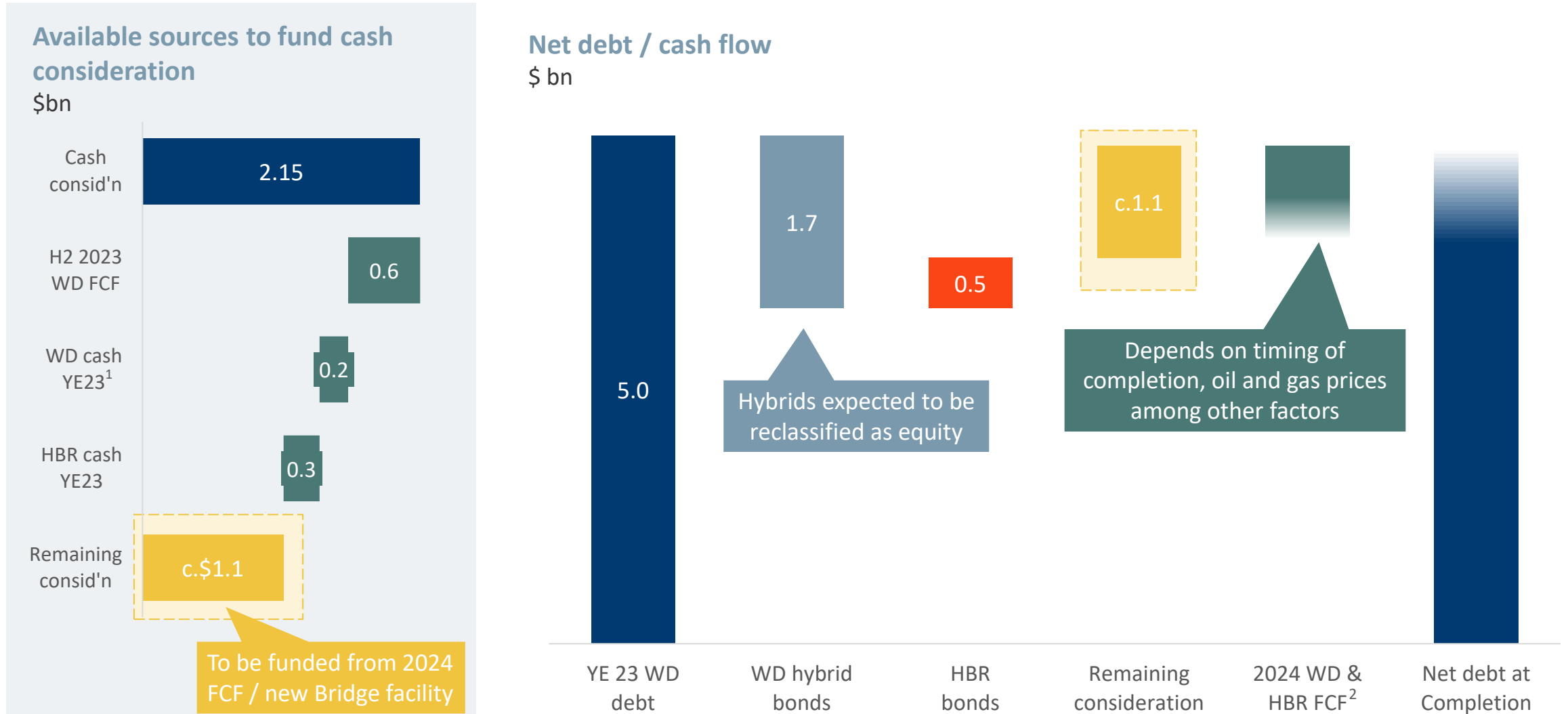


<sup>1</sup> Realised prices post-hedging



# Funding of cash consideration and net debt reconciliation

**A significant proportion of the \$2.15 bn cash consideration is expected to be met by cash flow from the target portfolio**

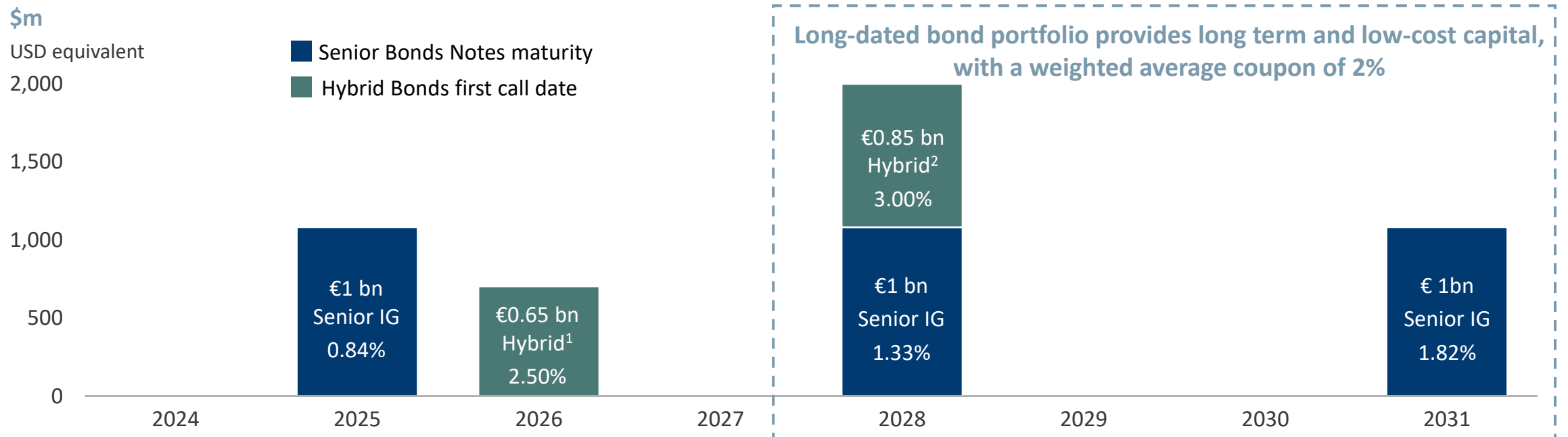


<sup>1</sup> Includes amounts in Argentina and Egypt that are subject to foreign currency transfer and legal restrictions <sup>2</sup> Includes acquisition and integration costs

## Attractive & low-cost investment grade capital structure

### Highly attractive bond portfolio with fixed coupons materially lower than those achievable today

- ✓ Unsecured and flexible investment grade capital structure
- ✓ Low-cost bond portfolio with a weighted average coupon of c.1.8%
- ✓ Balanced maturity profile with weighted average length of c.4 years
- ✓ Hybrid bonds structured to support credit metrics and rating



<sup>1</sup> Callable three months prior to the first reset date in July 2026

<sup>2</sup> Callable six months prior to the first reset date in January 2029



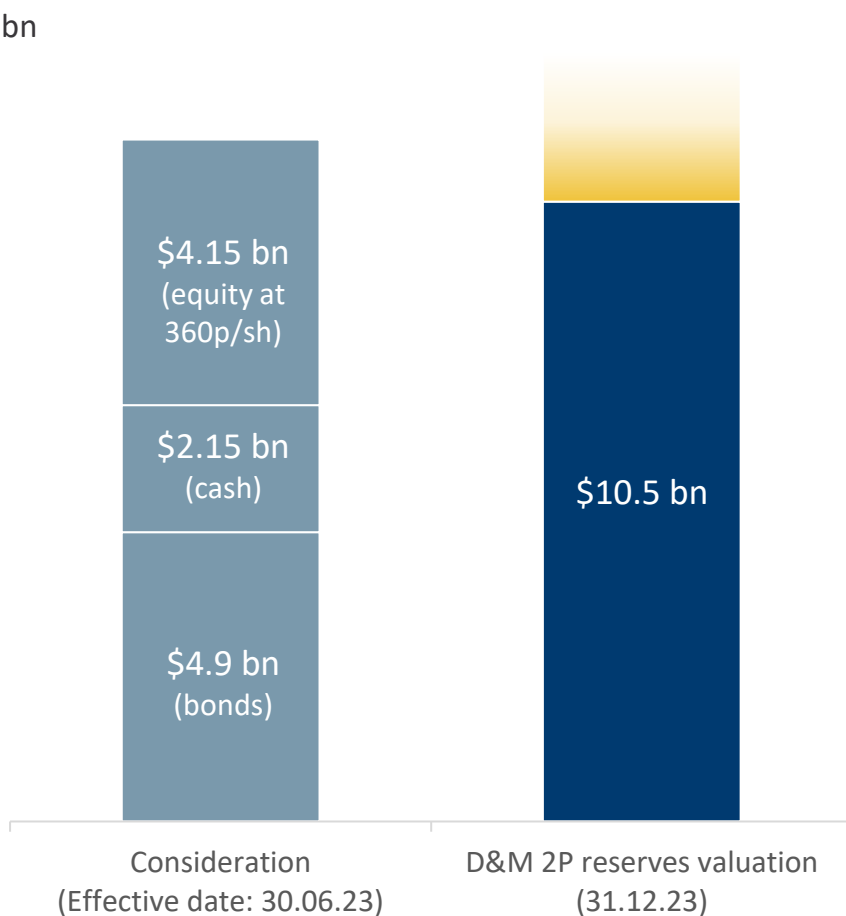
| Target portfolio: CPR valuation and country summaries

# Independent valuation by Degolyer & McNaughton (D&M)

**D&M estimates the target portfolio to have 2P reserves of 1.1 bnboe with a NPV10 of c.\$10.5 bn**

Consideration vs D&M's NPV(10) 2P reserves valuation (base case prices)

\$bn



- ↑ Significant 2C resource base of 1.2 bn boe
- ↑ Financing and cost synergies
- ↑ Alignment of dates, includes H2 2023 production of 60 mmboe
- ↓ Corporate item adjustments, including hedging and G&A

2P reserves valuation	NPV (8)	NPV (10)	NPV (12)
Low case price (Base case -10%)	10.0	9.1	8.7
<b>Base case prices<sup>1</sup></b>	<b>11.6</b>	<b>10.5</b>	<b>10.0</b>
High case prices (Base case +10%)	13.1	11.9	11.3

**A 10% change in oil and gas prices, results in a +/- \$1.4bn change in D&M's NPV10 valuation of the target portfolio's 2P reserves**

<sup>1</sup> Assumes Brent and European gas prices of c.\$77/bbl and \$12/mscf in 2024 decreasing to \$69/bbl and c.\$9/mscf in 2027, inflated thereafter at c.2% per annum. D&M's price assumptions are set out in full in the CPR.

# Norway

## High quality, diverse asset base with significant near field opportunity set and an impressive exploration success rate

- Diversified asset base; multiple export routes into European gas markets
- High operating margins and low emissions
- Equity position in key host facilities unlocks synergies from tie-backs
- Pipeline of high value, near term volumes
  - 2024: Njord Future
  - 2025: Maria Phase 2
  - 2026: Dvalin North, Irpa
  - 2027: Alve North, Idun North
- Proven E&A track record around existing hubs (e.g. Bergknapp, Adriana/Sabina, Storjo, Ofelia)
- Consistent and supportive fiscal regime

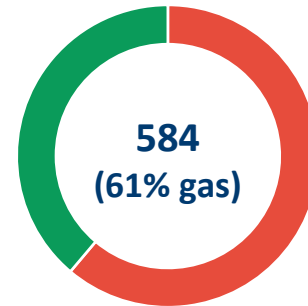
**9 years**

2P reserve life<sup>1</sup>

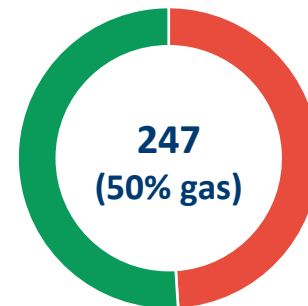
**6<sup>th</sup> largest**

producer in Norway<sup>2</sup>

**2P reserves**  
YE 2023, mmmboe<sup>3</sup>

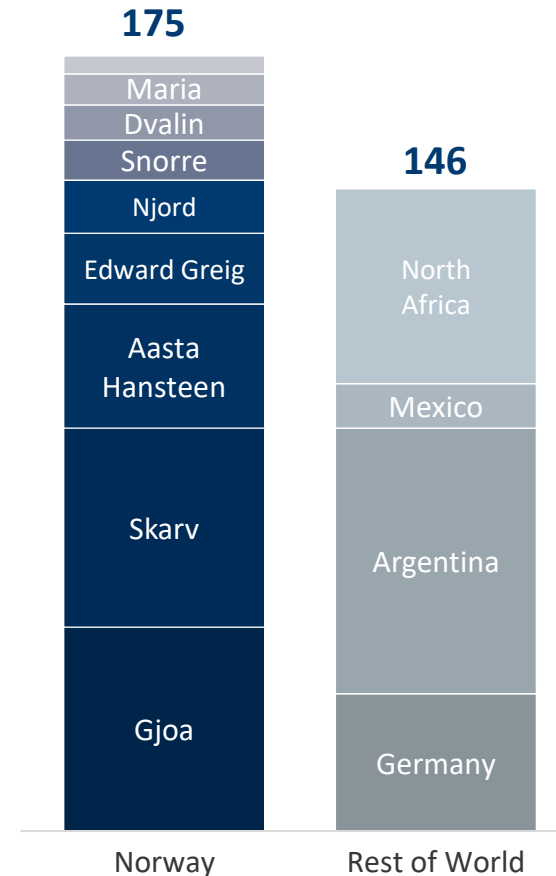


**2C resources**  
YE 2023, mmmboe<sup>3</sup>



■ Liquids ■ Gas

**2023 production**  
kboepd



Partnered with well-established operators



<sup>1</sup> Reserve life is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by FY2023 production <sup>2</sup> Source: WoodMackenzie <sup>3</sup> Source: YE 2023 D&M CPR

# Germany

## Sustainable, cash generative business with long reserve life and low emissions

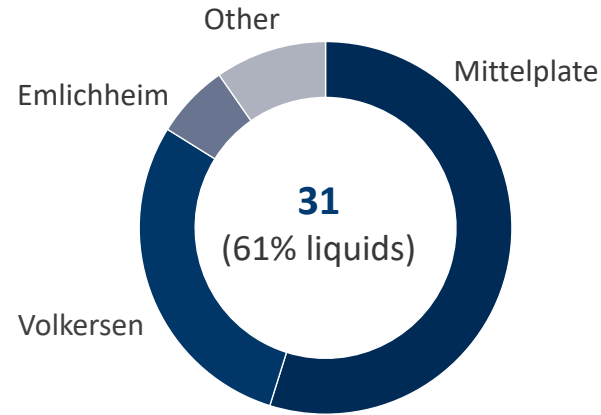
- Largest oil and gas producer in Germany
- Sustaining production at c.30 kboepd
- Focus on optimisation, efficiency and GHG emissions reductions
- Margins supported by low tax rate
- 100% operated interest in Mittelplatte, Germany’s largest oil field
  - Infill programme supports long field life
  - Contingent resources relate to further drilling and recovery improvement
  - Fully electrified; further emissions reductions planned
- 100% operated interest in Völkersen, one of Germany’s largest gas fields

**12 years**  
2P reserve life<sup>1</sup>

**7 kgCO<sub>2</sub>e/boe**  
GHG emissions intensity<sup>2</sup>

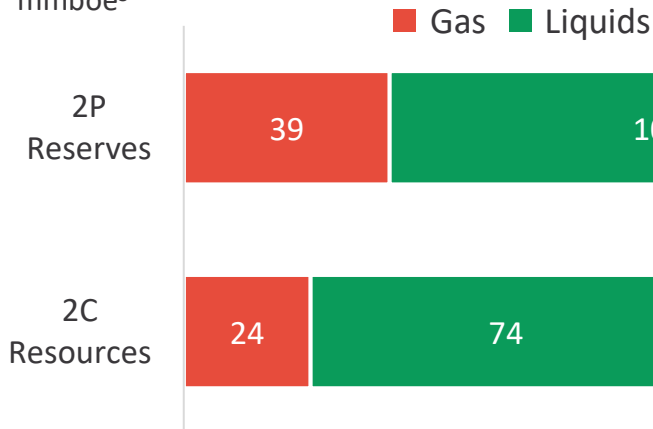
### 2023 production

kboepd

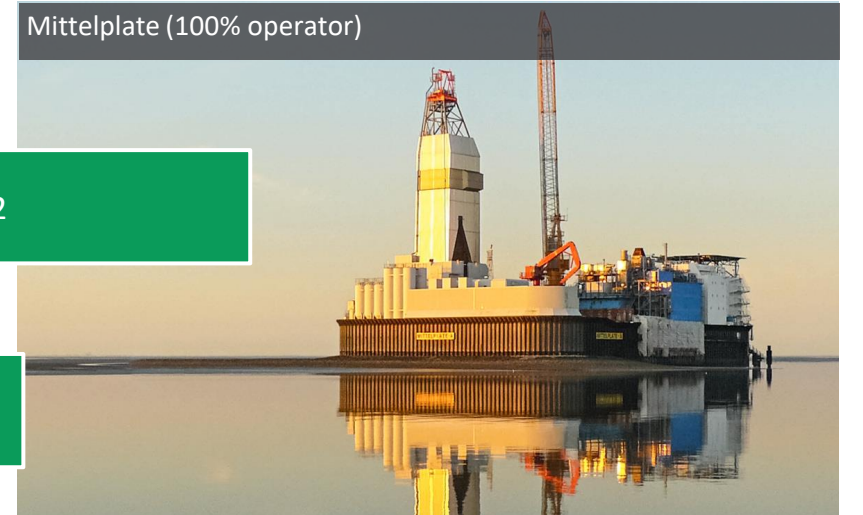


### YE 2023 2P reserves & 2C resources

mmboe<sup>3</sup>



Mittelplatte (100% operator)



<sup>1</sup> Reserve life is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by FY2023 production <sup>2</sup> 2023 net equity share, scope 1 & 2 GHG emissions <sup>3</sup> Source: YE 2023 D&M CPR

# Argentina

## Long life production with potential for material growth, including via the scalable Vaca Muerta unconventional play

- Active in Argentina since 1978
- One of the country’s largest gas producers
- Long term, competent operator through TotalEnergies
- Supportive fiscal terms
- Pro-business government with aspiration to become a net O&G exporter



### CMA-1 (37.5%), Tierra del Fuego

- Fénix first gas expected Q4 24, extends plateau production from CMA-1
- Contingent gas resource via licence extensions/drilling



### Aguada Pichana Este, Neuquen province

- Residual (27%) and Vaca Muerta (23%) licences
- Continuous drilling, targeting the Vaca Muerta
- Significant Vaca Muerta contingent gas resource

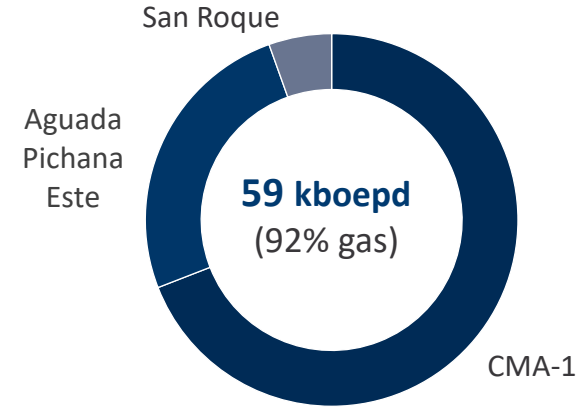


### San Roque (c.25%), Neuquen province

- Conventional production
- Significant potential oil/gas resource in Vaca Muerta

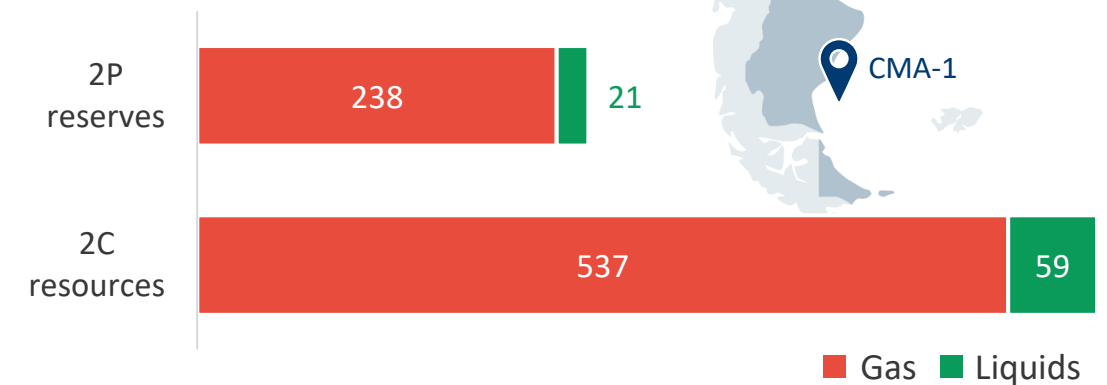
### 2023 production

kboepd



### 2P reserves and 2C resources

YE 2023, mmboe<sup>2</sup>



<sup>1</sup> Reserve life is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by FY2023 production <sup>2</sup> Source: YE 2023 D&M CPR

# Mexico

## Material interests in large offshore oil fields provides significant optionality for growth

- Built position in Mexico organically and via acquisition, most recently Hokchi in March 2023
- Combined, Harbour and the target portfolio will have the largest reserve and resource base after Pemex in Mexico<sup>1</sup>

### Broad range of offshore, conventional growth opportunities

#### Zama unit (19.8%, Pemex op)

- FDP approved; FEED planned for 2024
- Potential to replace 2P reserves equivalent to a year's worth of target portfolio's production

#### Block 30 (40%, op.)

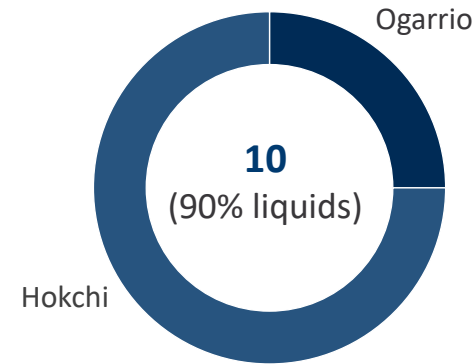
- Discovered c.100 mmboe<sup>4</sup> Kan oil field in 2023
- Appraisal planned for 2024

#### Block 29 (25%, Repsol op.)

- Maturing the Polok discovery into FEED

### 2023 production

kboepd



>30%

Combined interest in Zama

14 years

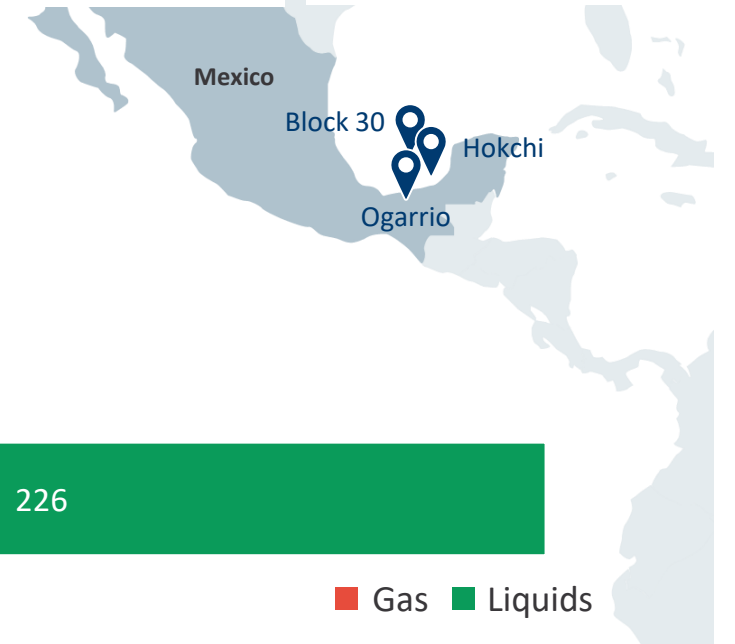
2P reserve life<sup>3</sup>

### 2P reserves and 2C resources

mmboe<sup>2</sup>



■ Gas ■ Liquids



<sup>1</sup> Source: Welligence <sup>2</sup> Source: YE 2023 D&M CPR <sup>3</sup> Reserve life is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by FY2023 production <sup>4</sup> Harbour management 2C estimate.



# North Africa

## A focus on production and cost optimisation, reserve additions and infrastructure-led exploration

- Long and established history
- Trusted partner with strong stakeholder relationships
- Critical supplier of gas to Egyptian domestic mkt
- Potential near field exploration in Egypt

### West Nile Delta, Egypt (17.25%, bp op.)

- First Egypt production operated by IOC
- Unique governance terms
- 1x E&A and 1x infill at Raven West; first gas 2025

### Nile Delta Onshore, Egypt (DISOUCO op.<sup>1</sup>)

- Disouq (100%) incl. NWSG dev. project to enhance production
- East Damanhour (40%) on-stream in 2023

### Reggane Nord, Algeria (24%, GRN op.<sup>2</sup>)

- Two rigs - continuous development drilling, incl. at two undeveloped gas fields from 2025

**5 years**

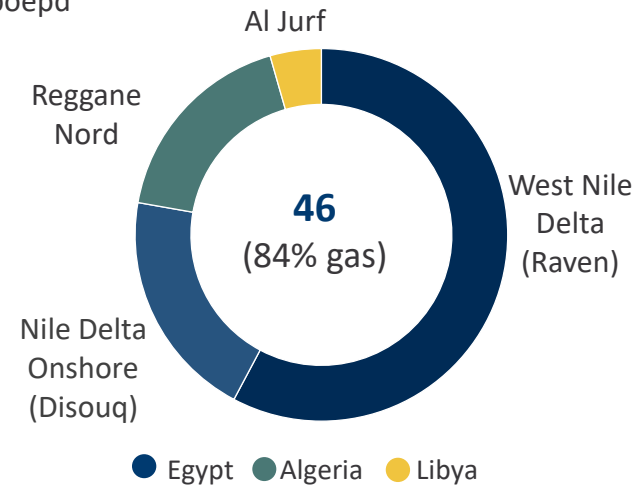
2P reserve life<sup>3</sup>

**>60 years**

active in North Africa

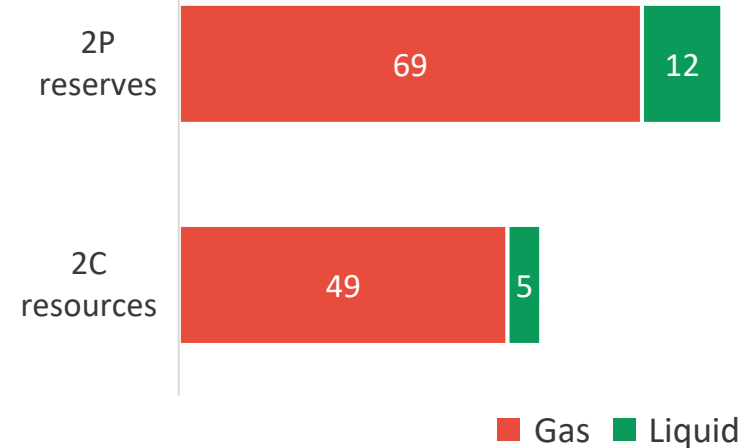
### 2023 production

kboepd



### YE 2023 2P reserves and 2C resources

mmboe<sup>4</sup>



<sup>1</sup> DISOUCO is a JV between Wintershall Dea and EGAS <sup>2</sup> GRN is Groupement Reggane Nord and comprises the JV partners (Sonatrach, Repsol and Wintershall Dea) <sup>3</sup> Reserve life is YE 2023 2P reserves (per YE 2023 D&M CPR) divided by FY2023 production <sup>4</sup> Source: YE 2023 D&M CPR

# CCS

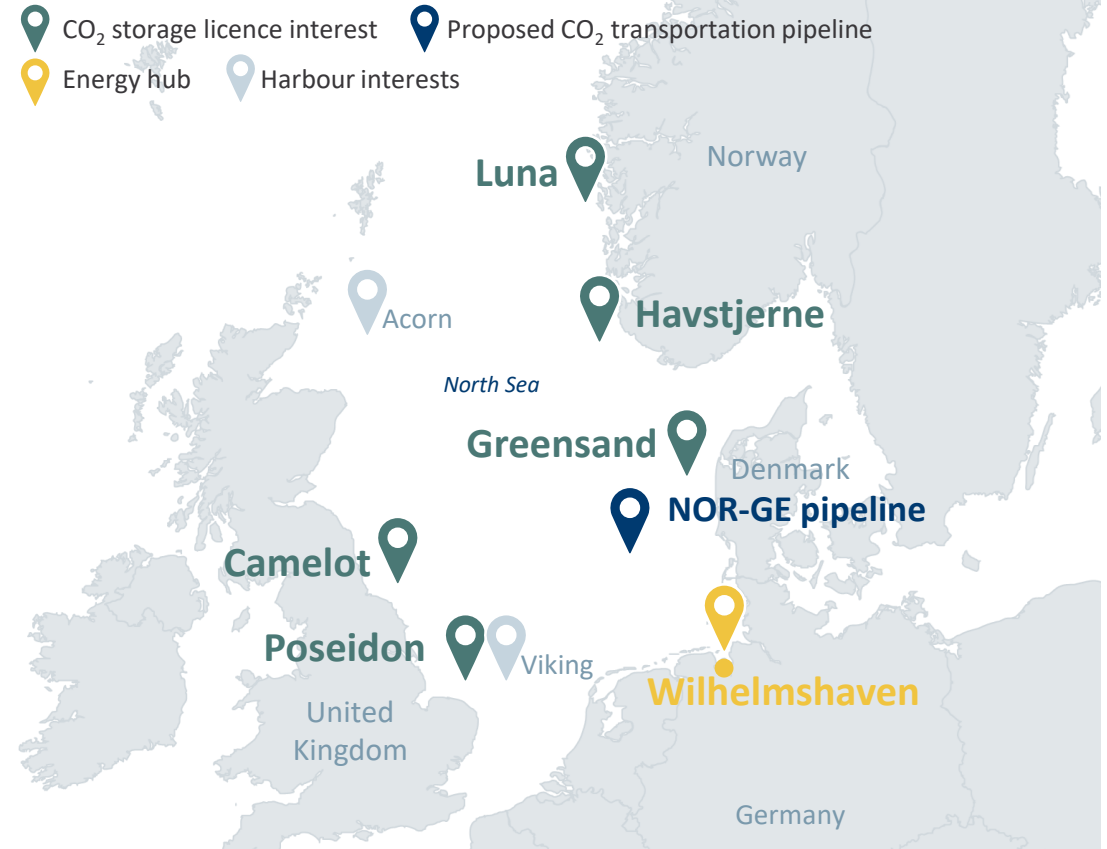
## Leading NW Europe CCS portfolio with potential to provide long term, stable income stream

- Broad, pan European portfolio of CO<sub>2</sub> transport and storage projects
- Long term relationships with premier European emitters in hard to decarbonise sectors
- Access to key energy hubs, including strategically located Wilhelmshaven

### Strong pipeline of potential CO<sub>2</sub> transportation and storage projects



**>10 mtpa (net equity share)**  
Potential CO<sub>2</sub> storage

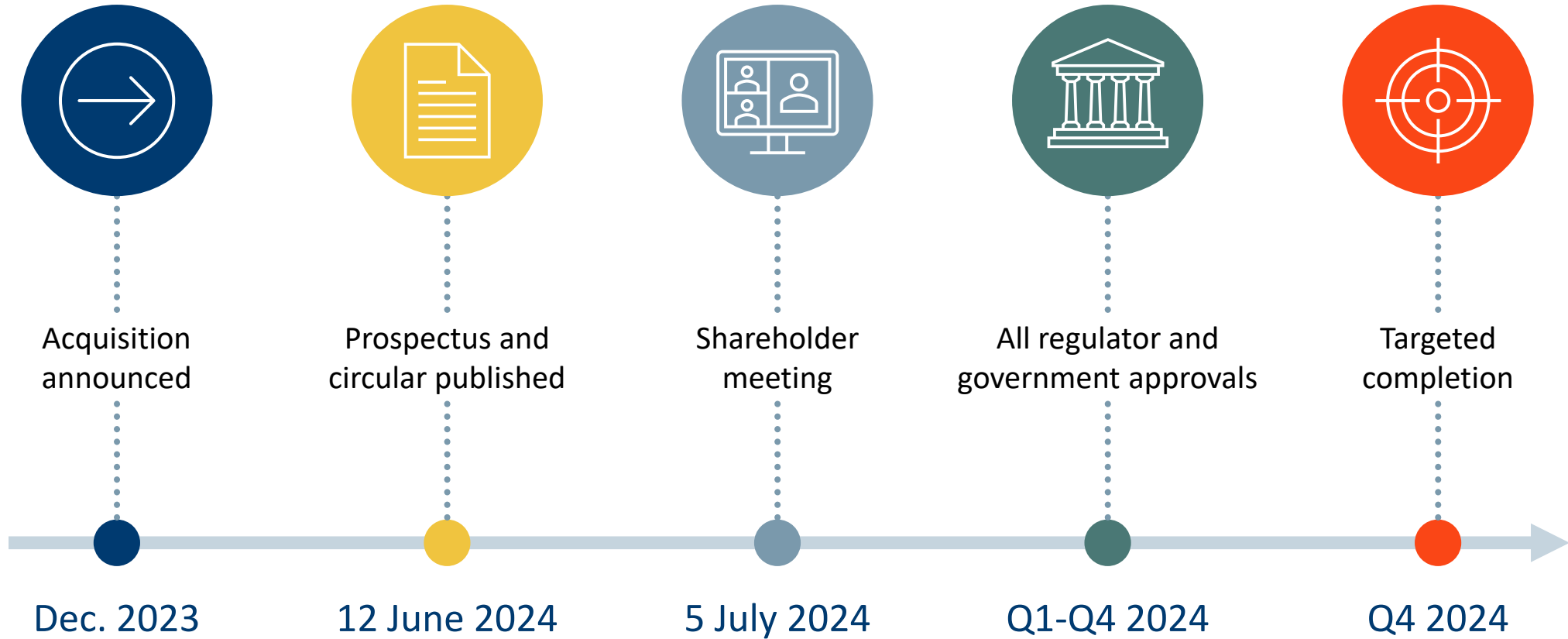


**Germany is the EU's largest CO<sub>2</sub> emitter at >600 mtpa but has limited CO<sub>2</sub> storage**





















| Next steps to completion

# Timeline to completion



# Acquisition on track for completion during Q4 2024

## Publication of the Prospectus and Shareholder Circular marks another significant milestone to completion

	Filings submitted		Progress		Target completion
	0%	100%	0%	100%	
Acquisition announcement					December 2023
Oversubscribed syndication of \$3bn RCF & \$1.5bn bridge					March 2024 
Voluntary bondholder consent with significant support					March 2024 
Shareholder approval (incl. irrevocables/documentation) <sup>1</sup>					July 2024
Regulatory and governmental approvals / consents					Q4 2024
<ul style="list-style-type: none"> <li>▪ Upstream</li> <li>▪ Antitrust</li> <li>▪ Foreign Direct Investment</li> <li>▪ EU Foreign Subsidies Regulation</li> </ul>					

Publication of prospectus and shareholder circular

Irrevocables: c. 30% of ISC

Incl. Germany, Norway & Egypt

### Completion of Acquisition

**Q4 2024**

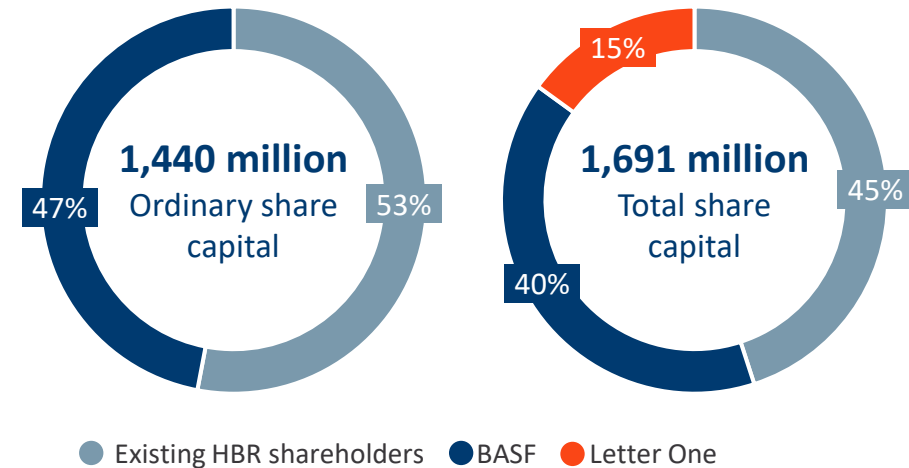
<sup>1</sup> Shares subject to irrevocable undertakings currently represent c.30% of outstanding shares as at 7 June 2024. Harbour requires a simple majority of shareholders voting to approve the acquisition



# Ownership structure on completion

## Proven track record of successfully evolving the share register post large-scale M&A

- Listed on premium segment of the LSE under the HBR ticker
- Potential for FTSE100 entry with Harbour’s expanded 1,440 million ordinary shares to be considered in quarterly FTSE review following completion
- Harbour’s free float upon completion is expected to be c.45% as a result of EIG’s position moving to be <10%
- BASF’s ordinary shares included for index inclusion purposes but excluded from FTSE weighting; LetterOne’s non-voting shares are excluded for both



### BASF will be a large shareholder in Harbour

- Six month lock up period
- Right to appoint two board members

*“The shares in Harbour that BASF will receive upon completion of the transaction offer significant potential for value appreciation and enable a gradual exit from the oil and gas business over the next few years.”*

BASF CEO, February 2024

### LetterOne will receive non-voting shares

- No governance rights, including no board representation
- Dividend at a 13% premium to that on the ordinary shares
- Conversion into ordinary shares provided post six month lock up period and sanction restrictions have been lifted
- LetterOne’s total interest in Harbour is capped at <20% until the conversion conditions are satisfied

# Target Portfolio: Income statement

## Strong operating margins underpinned by high quality, diverse asset base

\$ million	2021	2022	2023
● Revenue & other income	4,958	8,041	6,380
● Cost of operations	(1,049)	(1,007)	(1,134)
● DD&A expense	(1,647)	(1,444)	(1,378)
● Other cost of sales	(231)	(491)	(616)
(Impairment) / Reversals	6	(188)	111
Expln w/off / pre-licence exp.	(239)	(84)	(150)
Net gains/(losses) on disposal	25	(128)	(10)
G&A and other	(348)	(367)	(412)
<b>Operating profit</b>	<b>1,475</b>	<b>4,332</b>	<b>2,791</b>
● Financing costs /(income)	(241)	(320)	171
● FX financing gain/(loss)	38	106	(387)
<b>Profit before tax</b>	<b>1,302</b>	<b>4,115</b>	<b>2,575</b>
● Tax	(1,357)	(3,334)	(2,028)
<b>Profit/(loss) after tax</b>	<b>(55)</b>	<b>781</b>	<b>547</b>
<b>EBITDAX</b>	<b>3,370</b>	<b>6,207</b>	<b>4,239</b>

- Revenue reflects pricing and hedging (production stable)
- Unit opex and DD&A expense stable at c.\$9/boe and \$12/boe
- Includes third party gas purchases and royalties paid mainly in Germany, Argentina and Mexico.
- 2023 reflects interest income on excess cash balances offset by significant FX losses in Argentina
- Effective tax rate c.80% in 2022/23 dominated by Norway





## Target Portfolio: Balance sheet

### Robust balance sheet underpinned by significant asset base and low cost, long-dated investment grade bonds

Assets			Equity and liabilities		
	YE 2023	YE 2022		YE 2023	YE 2022
	\$ million	\$ million		\$ million	\$ million
● Goodwill	2,304	2,287			
Other intangible assets	374	285	Invested capital	792	6,690
Property, plant and equipment	10,491	10,422	Borrowings	5,009	5,766
Right-of-use assets	131	93	● Decommissioning provisions	2,200	2,219
Deferred tax asset	312	246	● Deferred tax liabilities	4,641	2,097
Derivative financial assets	368	104	Lease liabilities	136	97
Other assets	2,310	12,039	Derivative financial liabilities	300	3,714
Cash	244	324	● Other liabilities	3,456	5,217
● <b>Total assets</b>	<b>16,534</b>	<b>25,800</b>	● <b>Total equity and liabilities</b>	<b>16,534</b>	<b>25,800</b>

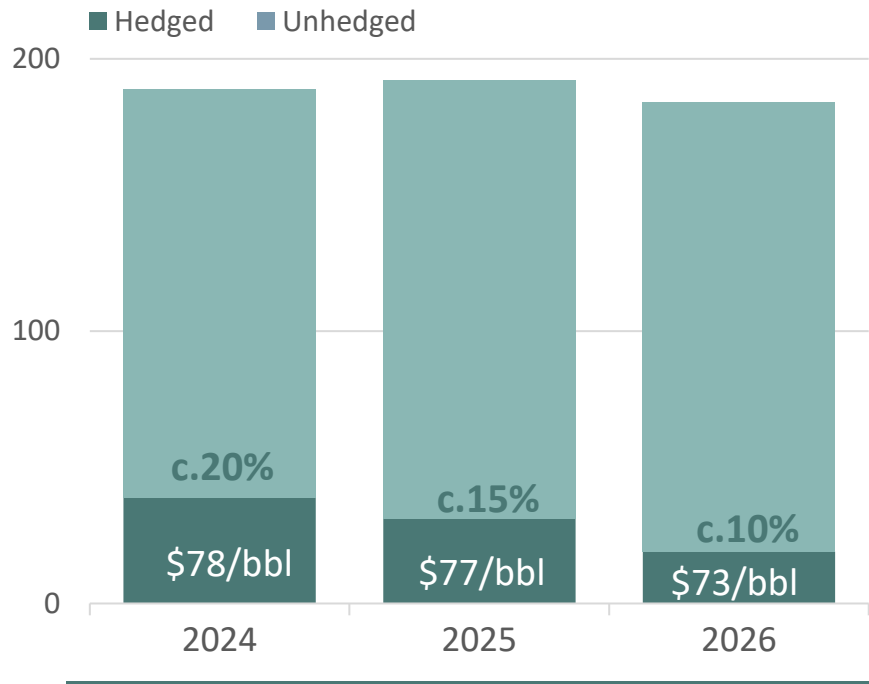
- Goodwill from historic acquisitions undertaken by entities in the perimeter
- Decomm is pre-tax, inflated and discounted. c.50% of the provision relates to Norway which receives 78% tax relief
- Deferred tax liabilities (DTL) largely relates to the Norwegian assets. The increase in DTL in 2023 reflects the maturation of out-of-the money hedges and a lower gas forward curve.
- Other liabilities include pension provisions, as well as current tax liabilities and trade & other payables
- Material change in net assets between FY23 and FY22 driven by \$7bn capital reduction (debit investment, credit Other assets) as part of the carve out of the Target Portfolio along with unwinding of commodity price hedges.

# Proforma Hedging

**Both Harbour and Wintershall Dea have continued to hedge their production in line with their strategies**

## Oil hedging

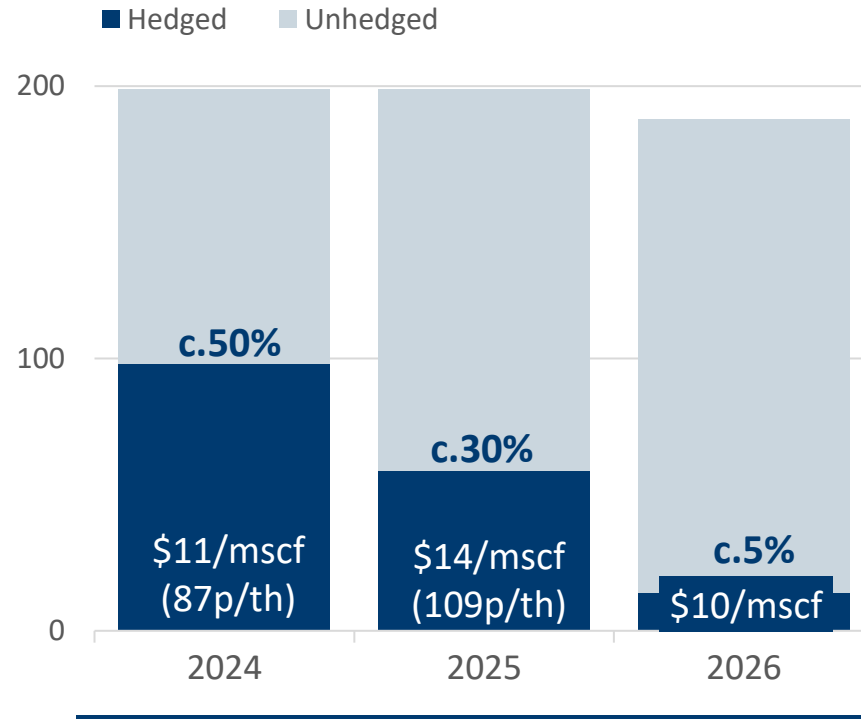
Pro forma liquids production, kboepd<sup>1</sup>



c.20% of pro forma 2024 liquids production hedged at \$78/bbl

## European gas hedging

Pro forma European gas production, kboepd<sup>1</sup>



c.50% of pro forma 2024 European gas production hedged at 87p/th

**c.\$2.5 bn**  
Pro forma revenue secured via oil hedging

**c.\$4.3 bn**  
Pro forma revenue secured via Euro. gas hedging

HBR & WD have not currently hedged international gas

<sup>1</sup>Total production forecasts are based off D&M's YE23 CPR for the target portfolio volumes and analyst consensus for Harbour volumes. Hedged volumes are as at 31 May 2024

