

# ORCA EXPLORATION GROUP INC.



2016 Q2 INTERIM REPORT FOR THE THREE AND SIX MONTHS ENDED 30 JUNE 2016 Orca Exploration Group Inc. is an international public company engaged in hydrocarbon exploration, development and supply of gas in Tanzania and oil appraisal and gas exploration in Italy. Orca Exploration trades on the TSXV under the trading symbols ORC.B and ORC.A.

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### **GLOSSARY**

mcf	Thousands of standard cubic feet	1P	Proven reserves
MMcf	Millions of standard cubic feet	2P	Proven and probable reserves
Bcf	Billions of standard cubic feet	3P	Proven, probable and possible reserves
Tcf	Trillions of standard cubic feet	Kwh	Kilowatt hour
MMcfd	Millions of standard cubic feet per day	MW	Megawatt
MMbtu	Millions of British thermal units	US\$	US dollars
HHV	High heat value	CDN\$	Canadian dollars
LHV	Low heat value	bar	Fifteen pounds pressure per square inch

ORCA EXPLORATION GROUP INC.

MANAGEMENT'S DISCUSSION & ANALYSIS

# Financial and Operating Highlights

		THREE MONTHS ENDED OR AS AT 30 JUNE		NDED OR UNE
(Expressed in US\$'000 unless indicated otherwise)	2016	2015	2016	2015
OPERATING				
Daily average gas delivered and sold (MMcfd)				
Additional Gas	40.3	44.5	43.4	46.8
Industrial	12.6	11.1	11.7	10.7
Power	27.7	33.4	31.7	36.1
Average price (US\$/mcf)				
Industrial	7.64	7.45	7.87	7.49
Power	3.55	3.47	3.55	3.48
Weighted average	4.83	4.46	4.71	4.40
Operating netback (US\$/mcf)	3.32	2.68	3.19	2.26
FINANCIAL				
Revenue	14,572	12,553	30,382	22,273
Funds flow from operating activities	8,320	4,889	18,172	8,601
per share - basic and diluted (US\$)	0.24	0.14	0.52	0.25
Net cash flows from (used in) operating activities	6,237	(2,844)	5,082	4,531
per share - basic and diluted (US\$)	0.18	(0.08)	0.15	0.13
Net income (loss)	1,452	3,566	(4,186)	1,889
per share - basic and diluted (US\$)	0.04	0.10	(0.12)	0.05
Working capital	58,395	38,067	58,395	38,067
Cash	71,806	60,528	71,806	60,528
Capital expenditures	2,841	4,457	16,838	5,596
Long-term loan	58,368	_	58,368	
Outstanding shares ('000)				
Class A	1,751	1,751	1,751	1,751
Class B	33,106	33,144	33,106	33,144
Total shares outstanding	34,857	34,895	34,857	34,895
Options		_	-	_
Weighted average diluted Class A and Class B shares	34,857	34,895	34,857	34,895

The above table includes non-GAAP measures which may not be comparable to other companies including funds flow from operations and operating netback. Further, the above financial and operational highlights contain forward-looking information, which is subject to certain assumptions and risks. Please refer to the Management Discussion and Analysis ("MD&A") for information on non-GAAP measures and for our advisory on forward looking statements.



# Q2 2016 Operating Highlights

- Revenue for quarter increased 16% to US\$14.6 million from US\$12.6 million in Q2 2015 and increased 36% to US\$30.4 million over the six months ended 30 June 2016 compared to US\$22.3 million for the comparable prior year period. The increase is primarily due to the level of capital expenditure associated with the Offshore Program. The Offshore Program which included workovers on wells SS-5, SS-7 and SS-9 and the drilling of one new well, SS-12, commenced in the third quarter of 2015 and was completed at the end of the first quarter of 2016 with the demobilization of the rig and services occurring during Q2 2016. The expenditures substantially increased the cost pool entitling the Company to 75% of net revenue for both the current quarter and the six months ending 30 June 2016 with the corresponding reduction in Profit Gas attributable to TPDC by 36% and 52% respectively. The fall in Additional Gas Sales of 9% for the quarter to 40.3 MMcfd from 44.5 MMcfd in Q2 2016 and a fall of 7% over the six months ended 30 June 2016 to 43.4 MMcfd from 46.8 MMcfd for the comparable prior year period has been substantially offset by the 8% and 7% respective increase in the weighted average gas price to US\$4.83/Mcf from US\$4.46/Mcf in Q2 2016 and to US\$4.71/ Mcf from US\$4.40/Mcf for the comparable prior year period.
- Funds flow from operating activities in Q2 2016 was US\$8.3 million or US\$0.24 per share diluted, a 70% increase compared to US\$4.9 million or US\$0.14 per share in Q2 2015, primarily the result of higher revenue and a higher share of Profit Gas during the period. Funds flow for the six months ended 30 June 2016 was up 111% to US\$18.2 million or US\$0.52 per share compared to US\$8.6 million or US\$0.25 per share for the comparable prior year period. The increases were primarily the result of higher revenues during the respective periods.
- Net income for Q2 2016 was US\$1.5 million or US\$0.04 per share basic and diluted, as compared to income of US\$3.6 million or US\$0.10 per share basic and diluted in Q2 2015. Net loss for the six months ended 30 June 2016 was US\$4.2 million or US\$0.12 per share, as compared to net income of US\$1.9 million or US\$0.05 per share for the comparable prior year period. The relative decrease in net income for the periods being a consequence of the increased provision against the TANESCO receivable of US\$1.5 million (H1 2015: US\$nil) and the increase in the level of stock based compensation having offset the increase in revenue.
- Total capital expenditures for the quarter were US\$2.8 million compared to US\$4.5 million in Q2 2015. The capital expenditure during the quarter related to the final costs associated with the demobilization of the rig. The capital expenditure in Q2 2015 related to the purchase of long lead items for the Offshore Program. The total capital expenditures for the six months ended 30 June 2016 were US\$16.8 million compared to US\$5.6 million for the comparable prior year period. The capital expenditures for H1 2016 included the drilling of well SS-12 which was started in 2015 and completed in February 2016.

- Working capital as at 30 June 2016 increased 53% to US\$58.4 million compared to US\$38.1 million as at 30 June 2015. The increase is primarily a result of the increase in long-term debt of US\$58.4million offset by capital expenditures primarily related to the recently completed Offshore Program.
- At 30 June 2016, TANESCO owed the Company US79.4 million excluding interest (of which arrears were US\$73.4 million) compared to US\$69.7 million (including arrears of US\$61.9 million) as at 31 December 2015. During the quarter, the Company received a total of US\$6.5 million (Q2 2015: US\$10.3 million) from TANESCO against sales invoices totaling US\$8.6 million (Q2 2015: US\$9.9 million). Current TANESCO receivables as at 30 June 2016 amounted to US\$6.0 million (Q4 2015 US\$7.8 million). Since the quarter end, TANESCO has paid the Company US\$3.6 million, and as at the date of this report the total TANESCO receivable is US\$77.6 million (of which US\$73.4 million has been provided for). The amounts owed do not include interest billed to TANESCO.
- Pursuant to the terms of the ARGA, on 25 April 2016 the Company and TPDC issued a joint notice to TANESCO that the company would consider suspending deliveries under this agreement unless suitable arrangements were made by TANESCO to settle arrears and maintain payments for current deliveries (the "Suspension Notice"). Although the Suspension Notice has not been withdrawn, the Company agreed not to act on the Suspension Notice given the commitment by TANESCO to make regular weekly payments to cover current deliveries. The weekly payments were made from the time of the commitment up until 30 June 2016. The Company is also aware that the Government of Tanzania ("GoT") and the MEM have engaged in ongoing discussions with the World Bank with the primary purpose to address the GoT debts and specifically, the TANESCO arrears to the Company and other suppliers. As at the date of this report, TANESCO has missed two weekly payments and payments are no longer enough to cover current deliveries given the increase in the quantity of gas delivered to TANESCO in June, July and August. The Company has notified TANESCO that unless the payments are increased to cover current deliveries and efforts taken to reduce arrears, appropriate action will be taken to enforce the Company's contractual rights to collect all amounts owed.

# Management's Discussion & Analysis

THIS MD&A OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS FOR THE THREE AND SIX MONTHS ENDED 30 JUNE 2016 SHOULD BE READ IN CONJUNCTION WITH THE CONDENSED UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS FOR THE THREE AND SIX MONTHS ENDED 30 JUNE 2016 AND THE AUDITED CONSOLIDATED FINANCIAL STATEMENTS AND NOTES TOGETHER WITH THE MD&A FOR THE YEAR ENDED 31 DECEMBER 2015. THIS MD&A IS BASED ON THE INFORMATION AVAILABLE ON 15 AUGUST 2016.

# FORWARD LOOKING STATEMENTS

This management's discussion and analysis ("MD&A") contains forward-looking statements or information (collectively, "forward-looking statements") within the meaning of applicable securities legislation. More particularly, this MD&A contains, without limitation, forward-looking statements pertaining to the following: the Company's expectations regarding supply and demand of natural gas; anticipated power sector revenues; potential impact of Tanzanian Production Development Corporation ("TPDC") future back-in rights on the economic terms of the Production Sharing Agreement ("PSA"); the commissioning of the second gas processing facility on Songo Songo Island which is part of the National Natural Gas Infrastructure Project ("NNGIP") which includes the construction and commissioning of two gas processing facilities, a 505 kilometer pipeline supplying gas from the Mtwara Region of Tanzania to Dar es Salaam and a 28 kilometer pipeline supplying gas from Songo Songo Island to the mainland NNGIP; ability to meet all conditions under the International Finance Corporation ("IFC") financing agreement signed on 29 October 2015; the Company's estimated spending for the planned Development Program for 2016 and 2017, which includes construction of the production platform for well SS-12, tie-in of well SS-12 to the production facilities and implementation of a refrigeration unit to enable production into the NNGIP; the potential impact of the Petroleum Act, 2015 ("Act") and the Finance Act, 2016 on the Company's business in Tanzania; the Company's belief that the parties to the unsigned Amended and Restated Gas Agreement ("ARGA") will continue to conduct themselves in accordance with the ARGA until the new Gas Sales Agreement ("NGSA") is signed; the Company's expectation that, despite the Re-Rating Agreement of the gas processing plant owned by Songas Limited ("Songas") having expired, the Songas gas processing plant will not be de-rated and the risk that Songas and the Company will not agree on appropriate terms and sign the NGSA in a timely manner; the Company's expectation that it can expand and maintain the deliverability of gas volumes in excess of the existing Songas infrastructure; the Company's expectation that the SS-4 well may need to be suspended in the future; the forward-looking statements under "Contractual Obligations and Committed Capital Investment"; the Company's expectation that it will not have a shortfall during the term of the Protected Gas delivery obligation to July 2024; and the Company's expectations in respect of its appeal on the decision of the Tax Revenue Appeals Tribunal and other statements under "Contingencies – Taxation". In addition, statements relating to "reserves" are by their nature forward-looking statements, as they involve the implied assessment, based on certain estimates and assumptions that the reserves described can be profitably produced in the future. The recovery and reserve estimates of the Company's reserves provided herein are estimates only and there is no guarantee that the estimated reserves will be recovered. As a consequence, actual results may differ materially from those anticipated in the forward-looking statements. Although management believes that the expectations reflected in the forward-looking statements are reasonable, it cannot guarantee future results, levels of activity, performance or achievement since such expectations are inherently subject to significant business, economic, operational, competitive, political and social uncertainties and contingencies.

These forward-looking statements involve substantial known and unknown risks and uncertainties, certain of which are beyond the Company's control, and many factors could cause the Company's actual results to differ materially from those expressed or implied in any forward-looking statements made by the Company, including, but not limited to: failure to receive payments from the Tanzanian Electrical Supply Company ("TANESCO"); risk on timing for the NNGIP to be fully commissioned; risk that TPDC, the Ministry of Energy and Minerals ("MEM") and the Company are unable to agree on commercial terms for future incremental gas sales and consequently the Company cannot expand the Songo Songo development beyond the existing Songas infrastructure and supply gas to the NNGIP; risk that additional gas volumes available to the NNGIP from third parties will replace all or a portion of the volumes currently nominated by TANESCO under the Portfolio Gas Sales Agreement ("PGSA") until additional gas-fired power generation is brought on-stream to consume all of the Company's available gas production; risk that the Development Program is not completed as planned and the actual cost to complete the Development Program exceeds the Company's estimates; risk that the remaining well workovers under the Development Program are unsuccessful or determined to be infeasible; risk that the contingencies related to the development work for the full field development plan for Songo Songo are not satisfied; potential negative effect on the Company's rights under the PSA and other agreements relating to its business in Tanzania as a result of the recently approved Act, as well as the risk that such legislation will create additional costs and time connected with the Company's business in Tanzania; risk that, without extending or replacing the Re-Rating Agreement, the gas processing plant may be de-rated back to its original capacity, resulting in a material reduction in the Company's sales volumes of Additional Gas; risk that the Company will not fully recover Songas' share of capital expenditures associated with the workovers of wells SS-5 and SS-9; risk that the Company will be required to pay additional taxes and penalties; the impact of general economic conditions in the areas in which the Company operates; civil unrest; industry conditions; changes in laws and regulations including the adoption of new environmental laws and regulations and changes in how they are interpreted and enforced; increased competition; the lack of availability of qualified personnel or management; fluctuations in commodity prices, foreign exchange or interest rates; stock market volatility; competition for, among other things, capital, drilling equipment and skilled personnel; failure to obtain required equipment for drilling; delays in drilling plans; failure to obtain expected results from drilling of wells; effect of changes to the PSA on the Company; changes in laws; imprecision in reserve estimates; the production and growth potential of the Company's assets; obtaining required approvals of regulatory authorities; risks associated with negotiating with foreign governments; inability to satisfy debt obligations and conditions; failure to successfully negotiate agreements; and risk that the Company will not be able to fulfil its contractual obligations. In addition, there are risks and uncertainties associated with oil and gas operations, therefore the Company's actual results, performance or achievement could differ materially from those expressed in, or implied by, these forward-looking statements and, accordingly, no assurances can be given that any of the events anticipated by these forward-looking statements will transpire or occur, or if any of them do so, what benefits the Company will derive therefrom. Readers are cautioned that the foregoing list of factors is not exhaustive.



Such forward-looking statements are based on certain assumptions made by the Company in light of its experience and perception of historical trends, current conditions and expected future developments, as well as other factors the Company believes are appropriate in the circumstances, including, but not limited to, that the NNGIP is completed; the TPDC, the MEM and the Company are able to agree on commercial terms for future incremental gas sales and the Company can expand Songo Songo development beyond the existing Songas infrastructure and supply gas to the NNGIP; the Development Program will be completed within the timing anticipated; the actual costs to complete the Development Program are in line with estimates; that there will continue to be no restrictions on the movement of cash from Mauritius or Tanzania; that the Company will have sufficient cash flow, debt or equity sources or other financial resources required to fund its capital and operating expenditures and requirements as needed; that the Company will have adequate funding to continue operations; that the Company will successfully negotiate agreements; receipt of required regulatory approvals; the ability of the Company to increase production at a consistent rate; infrastructure capacity; commodity prices will not further deteriorate significantly; the ability of the Company to obtain equipment and services in a timely manner to carry out exploration, development and exploitation activities; future capital expenditures; availability of skilled labour; timing and amount of capital expenditures; uninterrupted access to infrastructure; the impact of increasing competition; conditions in general economic and financial markets; effects of regulation by governmental agencies; that the Company's appeal of various tax assessments will be successful; that the enactment of the Act in Tanzania will not impair the Company's rights under the PSA to develop and market natural gas in Tanzania; current or, where applicable, proposed industry conditions, laws and regulations will continue in effect or as anticipated as described herein; and other matters.

The forward-looking statements contained in this MD&A are made as of the date hereof and the Company undertakes no obligation to update publicly or revise any forward-looking statements or information, whether as a result of new information, future events or otherwise, unless so required by applicable securities laws.

# NON-GAAP MEASURES

THE COMPANY EVALUATES ITS PERFORMANCE USING A NUMBER OF NON-GAAP (GENERALLY ACCEPTED ACCOUNTING PRINCIPLES) MEASURES. THESE NON-GAAP MEASURES ARE NOT STANDARDISED AND THEREFORE MAY NOT BE COMPARABLE TO SIMILAR MEASUREMENTS OF OTHER ENTITIES.

- FUNDS FLOW FROM OPERATING ACTIVITIES IS A TERM THAT REPRESENTS CASH FLOW FROM OPERATIONS BEFORE WORKING CAPITAL CHANGES. IT IS A KEY MEASURE AS IT DEMONSTRATES THE COMPANY'S ABILITY TO GENERATE CASH NECESSARY TO ACHIEVE GROWTH THROUGH CAPITAL INVESTMENTS.
- OPERATING NETBACKS REPRESENT THE PROFIT MARGIN ASSOCIATED WITH THE PRODUCTION AND SALE OF ADDITIONAL GAS AND IS CALCULATED AS REVENUES LESS PROCESSING AND TRANSPORTATION TARIFFS, GOVERNMENT PARASTATAL'S REVENUE SHARE, OPERATING AND DISTRIBUTION COSTS FOR ONE THOUSAND STANDARD CUBIC FEET OF ADDITIONAL GAS. THIS IS A KEY MEASURE AS IT DEMONSTRATES THE PROFIT GENERATED FROM EACH UNIT OF PRODUCTION, AND IS WIDELY USED BY THE INVESTMENT COMMUNITY.
- FUNDS FLOW FROM OPERATING ACTIVITIES PER SHARE IS CALCUALATED ON THE BASIS OF THE FUNDS FLOW FROM OPERATING ACTIVITIES DIVIDED BY THE WEIGHTED AVERAGE NUMBER OF SHARES.
- CASH FLOW FROM OPERATING ACTIVITIES PER SHARE IS CALCULATED AS CASH FLOW FROM OPERATIONS DIVIDED BY THE WEIGHTED AVERAGE NUMBER OF SHARES.

ADDITIONAL INFORMATION REGARDING ORCA EXPLORATION IS AVAILABLE UNDER THE COMPANY'S PROFILE ON SEDAR AT <u>www.sedar.com</u>.



### NATURE OF OPERATIONS

The Company's principal operating asset is its interest in the PSA with TPDC and the Government of Tanzania in the United Republic of Tanzania. This PSA covers the production and marketing of certain gas from the Songo Songo Block offshore Tanzania.

The PSA defines the gas produced from the Songo Songo field as "Protected Gas" and "Additional Gas". The Protected Gas is owned by TPDC and is sold under a 20-year agreement (until 31 July 2024) to Songas ("Gas Agreement"). Songas is the owner of the infrastructure that enables the gas to be treated and delivered to Dar es Salaam, which includes a gas processing plant on Songo Songo Island.

Songas utilizes the Protected Gas as feedstock for its gas turbine electricity generators at Ubungo and for onward sale to customers. The Company receives no revenue for the Protected Gas delivered to Songas and operates the original wells and gas processing plant on a 'no gain no loss' basis.

Under the PSA, the Company has the right to produce and market all gas in the Songo Songo Block in excess of the Protected Gas requirements ("Additional Gas") until the PSA expires in October 2026,

TANESCO is a parastatal organization which is wholly-owned by the Government of Tanzania, with oversight by the MEM. TANESCO is responsible for the generation, transmission and distribution of electricity throughout Tanzania. Natural gas has become an integral component of TANESCO's power generation fuel mix as a more reliable source of supply over seasonal hydro power and a more cost effective alternative to liquid fuels. The Company currently supplies gas directly to TANESCO by way of a Portfolio Gas Supply Agreement ("PGSA") and indirectly through the supply of Protected Gas and Additional Gas to Songas which in turn generates and sells power to TANESCO. TANESCO is the Company's largest customer and the gas supplied by the Company to TANESCO today fires approximately 40% of the electrical power generated in Tanzania.

In addition to gas supplied to Songas and TANESCO for the generation of power, the Company has developed and supplies an industrial gas market in the Dar es Salaam area consisting of some 38 industrial customers.

#### Consolidation

The companies which are 100% owned that are being consolidated are:

COMPANY	INCORPORATED	
Orca Exploration Group Inc.	British Virgin Islands	
Orca Exploration Italy Inc.	British Virgin Islands	
Orca Exploration Italy Onshore Inc.	British Virgin Islands	
Orca Exploration Longastrino SRL	Italy	
PAE PanAfrican Energy Corporation	Mauritius	
PanAfrican Energy Tanzania Limited ("PAET")	Jersey	
Orca Exploration UK Services Limited	United Kingdom	

# **BUSINESS RISKS**

See "Business Risks" in the MD&A for the year ended 31 December 2015 for a complete discussion of the business risks of the Company.

#### **Financing**

The ability of the Company to meet its financing obligations or to arrange financing in the future will if necessary depend in part upon the prevailing capital market conditions as well as the business performance of the Company. There can be no assurance that the Company would be successful in its efforts to meet its current commitments or arrange additional financing on terms satisfactory to the Company. If additional financing is raised by the issuance of shares from treasury of the Company, control of the Company may change and shareholders may suffer additional dilution.

From time to time the Company may enter into transactions to acquire assets or the shares of other companies. These transactions may be financed partially or wholly with debt, which may temporarily increase the Company's debt levels above industry standards.

#### **Collectability of receivables**

The Company evaluates the collectability of its receivables on the basis of payment history, frequency and predictability, as well as Management's assessment of the customer's willingness and ability to pay. Both Songas and the Company have been impacted by TANESCO's inability to pay.

At 30 June 2016, TANESCO owed the Company US79.4 million excluding interest (of which arrears were US\$73.4 million) compared to US\$69.7 million (including arrears of US\$61.9 million) as at 31 December 2015. During the quarter, the Company received a total of US\$6.5 million (Q2 2015: US\$10.3 million) from TANESCO against sales invoices totaling US\$8.6 million (Q2 2015: US\$9.9 million). Current TANESCO receivables as at 30 June 2016 amounted to US\$6.0 million (Q4 2015 US\$7.8 million). Since the quarter end, TANESCO has paid the Company US\$3.6 million, and as at the date of this report the total TANESCO receivable is US\$77.6 million (of which US\$73.4 million has been provided for). The amounts owed do not include interest billed to TANESCO.

Amounts collected with respect to the long-term receivable in the future will be reflected in earnings when payment is received. Notwithstanding this provision, the Company and TANESCO continue to operate in accordance with the terms of the PGSA whereby natural gas continues to be delivered by the Company and TANESCO is invoiced pursuant to the terms of the PGSA. This provision against the TANESCO net long-term receivable will not prejudice the Company's rights to payment in full or its ability to pursue collection in accordance with the terms of the agreement with TANESCO.

Pursuant to the terms of the ARGA, on 25 April 2016 the Company and TPDC issued a joint notice to TANESCO that the company would consider suspending deliveries under this agreement unless suitable arrangements were made by TANESCO to settle arrears and maintain payments for current deliveries (the "Suspension Notice"). Although the Suspension Notice has not been withdrawn, the Company agreed not to act on the Suspension Notice given the commitment by TANESCO to make regular weekly payments to cover current deliveries.

As at the date of this report, TANESCO has missed two weekly payments since the commitment by TANESCO; however, payments have not been enough to cover current deliveries given the increase in the quantity of gas delivered to TANESCO in June, July and August. The Company has notified TANESCO that unless the payments are increased to cover current deliveries and efforts taken to reduce arrears, appropriate action will be taken to enforce the Company's contractual rights to collect all amounts owed.



As at 30 June 2016, Songas owed the Company US\$18.8 million (Q4 2015: US\$19.0 million), while the Company owed Songas US\$2.5 million (Q4 2015: US\$2.6 million); there was no contractual right to offset these amounts. Amounts due to Songas primarily relate to pipeline tariff charges of US\$0.9 million (Q4 2015: US\$1.1 million), whereas the amounts due to the Company are mainly for capital expenditures of US\$12.3 million (Q4 2015: US\$11.2 million), sales of gas of US\$1.1 million (Q4 2015: US\$2.2 million) and for the operation of the gas plant of US\$5.4 million (Q4 2015: US\$5.6 million). The operation of the gas plant is conducted at cost and the charges are billed to Songas on a "no profit, no loss" basis.

As at 30 June 2016 the net amount owed by Songas to the Company was US\$16.3 million (Q4 2015: US\$16.4 million). The Company considers the doubtful debt provision of US\$9.8 million is at an appropriate level recognizing the pending settlement of the remaining overdue operatorship charges and the Songas share of the well workover costs. Any significant amounts not agreed to will be pursued through the mechanisms provided in the agreements with Songas.

The "Tax Recoverable" figure carried on the balance sheet arises from the revenue sharing mechanism within the PSA which entitles the Company to recover from TPDC, by way of a deduction from TPDC's Profit Gas share, an amount "the adjustment factor" equal to the actual income taxes payable by the Company. Recovery, by offset against TPDC's share of revenue is dependent on payment of income taxes relating to prior period adjustment factors as they are assessed.

#### **Access to Songas processing and transportation**

While the Company operates the Songo Songo gas processing plant, Songas is the owner of plant and pipeline system which transports natural gas from Songo Songo to Dar es Salaam. The Company's ability to deliver gas to its customers in Dar es Salaam is dependent upon it having access to the Songas infrastructure. Although there are agreements with Songas to allow the Company to process and transport gas, there is no assurance that these rights could not be challenged or curtailed by Songas. The inability to access the Songas plant and processing facilities would materially impair the Company's ability to realize revenue from natural gas sales.

As a result of the Songo Songo gas plant re-rating that occurred in 2011 pursuant to the Re-Rating Agreement, the capacity of the Songas gas processing plant was increased to a maximum of 110 MMcfd (restricted to 102 MMcfd because of pipeline and pressure requirements). The Re-Rating Agreement expired in 2013 and no new agreement is currently in place. Without the Re-Rating Agreement, the gas plant capacity may be de-rated to 70 MMcfd (the capacity originally agreed to), which would result in a material reduction in the Company's sales volumes of Additional Gas.

#### The Petroleum Act, 2015

In July 2015 the Tanzania Parliament passed The Petroleum Act, 2015, which was passed into law by Presidential decree on 4 August 2015. The Act repeals earlier legislation, provides a regulatory framework over mid-stream and downstream gas activity and as well consolidates and puts in place a single, effective and comprehensive legal framework for regulating the oil and gas industry in the country. The Act also provides for the creation of an upstream regulator, the Petroleum Upstream Regulatory Authority ("PURA"). The mid and downstream petroleum as well as gas activities are proposed to be regulated by the current authority, the Energy and Water Utilities Regulatory Authority ("EWURA").

The Act also confers upon on TPDC, the status of the National Oil Company, mandated with the task of managing the country's commercial interest in the petroleum operations as well as mid and downstream natural gas activities. The Act vests TPDC with exclusive rights in the entire petroleum upstream value chain and the natural gas mid and downstream value chain. However, the exclusive rights of the National Oil Company do not extend to mid and downstream petroleum supply operations.

The Act does provide grandfathering provisions upholding the rights of the Company under the PSA. However, it is still unclear how the provisions of the Act will be interpreted and implemented regarding upstream and downstream activities.

#### **Amended and Restated Gas Agreement**

Terms of the original Gas Agreement were modified by the ARGA which was initialed by all parties but not signed. The ARGA provides clarification of the Protected Gas volumes and removes all terms dealing with the security of the Protected Gas and contract terms dealing with the consequences of any insufficiency are dealt with in a new Insufficiency Agreement ("IA"). The IA specifies terms under which Songas may demand cash security in order to keep it whole in the event of a Protected Gas insufficiency. Should the IA be signed, it will govern the basis for determining security. Under the provisional terms of the IA, when it is calculated that funding is required, the Company is required to fund an escrow account at a rate of US\$2.00/MMbtu on all Industrial Additional Gas sales out of its and TPDC's share of revenue, and TANESCO is required to contribute the same amount on Additional Gas sales to the Power sector. The funds provide security for Songas in the event of an insufficiency of Protected Gas. The Company is actively monitoring the reservoir and, supported by the report of its independent engineers, does not anticipate that a liability will occur in this respect. As at the date of this report, the ARGA has only been initialed. Although the ARGA is unsigned, the parties have and continue to conduct themselves, in certain respects, as though the ARGA is in effect. Management does not foresee at this time a material risk with the conduct of the Company's business with an unsigned ARGA.

#### **Additional Gas**

The Company has the right under the terms of the PSA to market volumes of Additional Gas subject to satisfying the requirements to deliver Protected Gas to Songas.

There is a risk that Songas could interfere in the Company's ability to produce, transport and sell volumes of Additional Gas if the Company's obligations to Songas under the Gas Agreement are not met. In particular, Songas has the right in specific circumstances to request reasonable security on all Additional Gas sales.

With the passing of the Act, TPDC was given significant rights over upstream and downstream operations in the country and is the sole aggregator of natural gas in the country. Some clauses in the Act conflict with the Company's rights under the PSA to directly market Additional Gas and there is a risk that this prior right will not continue to be recognized and that the Company's ability to maximize revenue on Additional Gas sales may be impaired by the requirement to sell gas to TPDC as aggregator.



# CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of the Company's unaudited condensed consolidated interim financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the period. Actual results could differ materially from these estimates. In preparing the unaudited condensed consolidated interim financial statements, the significant judgements made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements as at and for the year ended 31 December 2015. See "Critical Accounting Estimates and Judgements" in the MDA for the year ended 31 December 2015 for a complete discussion.

#### **Collectability of receivables**

Management reviews the accounts receivable aging and payment history on a weekly basis. Accounts which are in excess of 60-days in arrears are identified as potential doubtful accounts. When sustained arrears performance is exhibited over a quarter, together with an assessment by management of the customer's willingness and ability to pay, an account is deemed "doubtful" and a provision against that account is made for the reporting period based on an assessment of that amount of arrears which are unlikely to be paid in the immediate future.

TANESCO is, and has been, experiencing financial difficulties since 2011. These have been caused by a combination of dependence on high cost liquid fuel power generation following droughts in Tanzania, a government mandate to build additional power stations without appropriate financing and inadequate consumer tariffs to cover operational costs.

Prior to 2016 the Company had reached an understanding with TANESCO that it would only continue to supply gas if TANESCO remained reasonably current with payments for current gas deliveries. Excess payments received over and above the current balances would be applied to the arrears balance. During 2016 TANESCO payments have been irregular and insufficient to cover current gas deliveries, however, with the resumption of weekly payments and in light of current discussions between the GoT and the World Bank, the Company believes that during the next twelve months the TANESCO arrears will be reduced. During the quarter, the Company received a total of US\$6.5 million (Q2 2015: US\$10.3 million) from TANESCO against sales totaling US\$8.6 million (Q2 2015: US\$9.9 million).

Management has reviewed the current position with TANESCO and feels that the current policy to reclassify all amounts receivable from TANESCO in excess of 60 days, and in arrears, as a long-term receivable is still appropriate.

# Results for the three and six months ended 30 June 2016

# **SUMMARY**

During the six months ended 30 June 2016 the Company successfully completed the drilling of well SS-12. This completed all work-over and drilling activities planned under the Offshore Program. Based on preliminary evaluation, the Company anticipates that production capabilities will increase by approximately 35 MMcfd once the SS-12 production platform is completed and the well is tied into the NNGIP infrastructure. Total capital expenditures during the quarter and six months ended 30 June 2016 were US\$2.8 million and US\$16.8 million respectively (Q2 2015: US\$4.5 million, H1 2015: US\$5.6 million).

The Company's revenue increased by 16% to US\$14.6 million in the second quarter of 2016 (Q2 2015: US\$12.6 million) and increased 36% to US\$30.4 million (H1 2015: US\$22.3 million) year to date. The increase is primarily a result of the capital expenditures from the Offshore Program completed in Q1 2016 increasing the pool of recoverable costs which entitled the Company to a greater share of net revenue.

The Company recorded a net income for the quarter of US\$1.5 million (Q2 2015:US\$3.6 million) and a net loss for H1 2016 of US\$4.2 million (H1 2015: net income US\$1.9 million). The decrease quarter over quarter and half-year over half-year is primarily the result of the increase in the provision for doubtful accounts on the TANESCO long-term receivable to US\$11.5 million as at 30 June 2016 from US\$8.0 million at 31 March 2016 (Q1 2015 and H1 2015: US\$ nil). Although TANESCO weekly payments were more consistent in May and June of 2016, payments continue to be irregular and not sufficient to cover current period gas deliveries.

The Company finished the quarter in a stable financial position with US\$58.4 million of working capital (Q4 2015: US\$32.5 million). This reflects the final drawdown of US\$40 million on the IFC financing facility bringing total long-term debt at quarter end to US\$58.4 million (Q4 2015: US\$18.6 million).

# **OPERATING VOLUMES**

The total volume of Protected Gas and Additional Gas delivered and sold during Q2 2016 was 6,630 MMcf (Q2 2015: 7,572 MMcf), or average daily volumes of 72.9 MMcfd (Q2 2015: 83.2 MMcfd), net of approximately 0.1 MMcfd (Q2 2015: 0.3 MMcfd) consumed locally for fuel gas.

The Additional Gas sales volumes for the quarter were 3,672 MMcf (Q2 2015: 4,056 MMcf), or average daily volumes of 40.3 MMcfd (Q2 2015: 44.5 MMcfd), a decrease in average daily volumes of 9%.

The 7% decrease in Additional Gas volumes from 46.8 MMcfd in H1 2015 to 43.4 Mmcfd in H1 2016 is primarily a result of reduced nominations of natural gas volumes by TANESCO arising from cessation of power generation contract with an independent power producer who was using the Company's Additional Gas; incremental natural gas supply to TANESCO from other gas suppliers; and suspension of power generation by Songas in the early part of Q1 2016 due to issues of non-payment with TANESCO. The decline in natural gas supplied to the power sector offset the increase in gas supplied to the industrial customers.



The Company's sales volumes were split between the Industrial and Power sectors as detailed in the table below:

	THREE MONTHS ENDED 30 JUNE		SIX MONTHS E	NDED 30 JUNE
	2016	2015	2016	2015
Gross sales volume (MMcf)	_			
Industrial sector	1,151	1,015	2,123	1,939
Power sector	2,521	3,041	5,762	6,536
Total volumes	3,672	4,056	7,885	8,475
Gross average daily sales volume (MMcfd)				
Industrial sector	12.6	11.1	11.7	10.7
Power sector	27.7	33.4	31.7	36.1
Total daily sales volume	40.3	44.5	43.4	46.8

#### **Industrial sector**

Industrial sales volume increased by 13% to 1,151 MMcf (12.6 MMcfd) in Q2 2016 from 1,015 MMcf (11.1 MMcfd) in Q2 2015 and increased by 9% in H1 2016 to 2,123 MMcf (11.7 MMcfd) from 1,939 (10.7 MMcfd) in H1 2015. The increased volumes are primarily the result of fewer days of unscheduled maintenance work by cement, textile and edible oil companies and consumption by new customers connected during the first half of 2016.

#### **Power sector**

Power sector sales volumes decreased by 17% to 2,521 MMcf (27.7 MMcfd) in Q2 2016, compared to 3,041 MMcf (33.4 MMcfd) in Q2 2015 and decreased by 12% to 5,762 MMcf (31.7 MMcfd) in H1 2016 from 6,536 MMcf (36.1 MMcfd) in H1 2015. The decrease in volumes is primarily a result of reduced nominations of natural gas volumes by TANESCO arising from cessation of power generation contract with an independent power producer who was using the Company's Additional Gas; incremental natural gas supply to TANESCO from other gas suppliers; and suspension of power generation by Songas in the early part of Q1 2016 due to issues of non-payment with TANESCO. Songas resumed power generation to TANESCO later during the quarter.

#### SONGO SONGO DELIVERABILITY

As at 30 June 2016, the Company had a field productive capacity of approximately 155 MMcfd, with the expansion of production volumes limited to 102 MMcfd by the available Songas infrastructure. The increase in field productive capacity was due to successful workovers on wells SS-5, SS-7 and SS-9 completed during the second half of 2015. Well SS-3 is currently suspended; it is the Company's intention to undertake workovers on SS-3 and SS-4 wells in the future. During Q1 2016, the Company completed drilling well SS-12 adding a future potential of 35 MMcfd to the field productive capacity. The SS-12 well cannot be produced until the construction of a production platform and a flowline to tie the well into the NNGIP infrastructure.

# **COMMODITY PRICES**

The commodity prices achieved in the different sectors during the quarter and half-year are detailed in the table below:

	THREE MONTHS	ENDED 30 JUNE	SIX MONTHS ENDED 30 JUNE	
US\$/mcf	2016	2015	2016	2015
Average sales price				
Industrial sector	7.64	7.45	7.87	7.49
Power sector	3.55	3.47	3.55	3.48
Weighted average price	4.83	4.46	4.71	4.40

#### **Industrial sector**

The average gas price during the quarter was US\$7.64/mcf, an increase of 3% from US\$7.45/mcf in Q2 2015. This is a consequence of (i) the impact of annual price indexation to industrial customers other than a cement company, (ii) a contractual step change in the gas prices to a cement company with effect from 1 January 2016 and (iii) change in sales mix with an increase in the level of sales to the customers at the lower discount rate.

The average price in the first half of 2016 was US\$7.87/mcf up 5% from US\$7.49/mcf for the same period in 2015.

#### **Power sector**

The average gas price during the quarter was US\$3.55/mcf, an increase of 2% from US\$3.47/mcf in Q2 2015. The increase is the result of annual indexation rise of 2% each July under contractual arrangements and a slight in change in the volumes subjected to premium price in accordance with the terms of the gas sales contracts.

The average price in the first six months of 2016 was US\$3.55/mcf up 2% compared with US\$3.48/ mcf for the same period in 2015.

# **OPERATING REVENUE**

Under the terms of the PSA, the Company is responsible for invoicing, collecting and allocating the revenue from Additional Gas sales.

The Company is able to recover all costs incurred on the exploration, development and operations of the project up to a maximum of 75% of the Net Revenue ("Cost Gas") prior to the distribution of Profit Gas. Any costs not recovered in any period are carried forward for recovery out of future revenues. Once the Cost Gas has been recovered, TPDC is able to recover any pre-approved marketing costs.

The Additional Gas sales volumes for both the quarter and Q2 2015 were below 50 MMcfd and, as a consequence, the Company was only entitled to a 40% share of Profit Gas revenue for the year as opposed to a 55% share when production is above 50 MMcfd (net of Cost Gas recoveries from revenue). See "Principal Terms of the Tanzanian PSA and Related Agreements."

The Company was allocated a total of 85% of the Songo Songo field's net revenue in the quarter (Q2 2015: 76%). The increase in the allocation of net revenue is a consequence of the Offshore Development Program which enabled the Company to be entitled to the maximum cost gas allocation due to the increase in the cost pool.

	THREE MONTHS ENDED 30 JUNE SIX MONTH		SIX MONTHS EN	DED 30 JUNE
U\$\$'000	2016	2015	2016	2015
Gross sales revenue	17,736	18,104	37,173	37,282
Gross tariff for processing plant and pipeline infrastructure	(2,223)	(2,962)	(5,079)	(6,123)
Gross revenue after tariff ("field net revenues")	15,513	15,142	32,094	31,159
Analysed as to:				
Company Cost Gas	11,635	9,065	24,071	14,397
Company Profit Gas	1,551	2,431	3,209	6,705
Company operating revenue	13,186	11,496	27,280	21,102
TPDC share of revenue	2,327	3,646	4,814	10,057
	15,513	15,142	32,094	31,159

The Company's total revenues for the quarter and the six months ended 30 June 2016, amounted to US\$14.6 million and US\$30.4 million, respectively, after adjusting the Company's operating revenues of US\$13.2 million and US\$27.3 million by:

- i) adding US\$1.7 million and US\$3.7 million for income tax for the quarter and for the six months. The Company is liable for income tax in Tanzania, but the income tax is recoverable out of TPDC's Profit Gas when the tax is payable. To account for this, revenue is grossed up to include the current income tax charge of 30%; and,
- ii) subtracting US\$0.3 million and US\$0.6 million for deferred Additional Profits Tax charged in the quarter and for the six months, respectively. This tax is considered a royalty and is presented as a reduction in revenue.

Revenue presented on the Condensed Consolidated Interim Statements of Comprehensive Income (Loss) (unaudited) may be reconciled to the operating revenue as follows:

	THREE MONTHS	THREE MONTHS ENDED 30 JUNE		ONTHS ENDED 30 JUNE SIX MONTHS ENDED 3		DED 30 JUNE
U\$\$*000	2016	2015	2016	2015		
Industrial sector	8,790	7,554	16,715	14,525		
Power sector	8,946	10,550	20,458	22,757		
Gross sales revenue	17,736	18,104	37,173	37,282		
Processing and transportation tariff	(2,223)	(2,962)	(5,079)	(6,123)		
Field net revenue	15,513	15,142	32,094	31,159		
TPDC share of revenue	(2,327)	(3,646)	(4,814)	(10,057)		
Company operating revenue	13,186	11,496	27,280	21,102		
Additional Profits Tax charge	(288)	(542)	(596)	(1,427)		
Current income tax adjustment	1,674	1,599	3,698	2,598		
Revenue	14,572	12,553	30,382	22,273		

The Company's gross sales revenue decreased by 2% to US\$17.7 million over the prior year quarter (Q2 2015: US\$18.1 million) resulting from a combination of a 8% increase in the weighted average sales price and a 9% reduction in sales volumes.

The Company's operating revenue increased 15% to US\$13.2 million compared with US\$11.5 million in Q2 2015. The increase is primarily due to the capital expenditures related to the Offshore Program which was completed in Q1 2016. The capital development program commenced in Q3 2015 and was completed in Q1 2016. This entitled the Company to 75% of net revenue as Cost Gas in the quarter and the corresponding reduction in Profit Gas also reduced the Profit Gas attributable to TPDC by 36%.

A reduction in the APT charge of US\$0.3 million, or 47%, for the quarter and US\$0.8 million, or 58%, for the half-year is a result of the fall in the effective rate from 22.3% to 18.6%. The APT charge is based on the Company's share of Profit Gas which fell to US\$1.6 million for Q2 2016 and to US\$3.2 million for H1 2016 (Q2 2015: US\$2.4 million, H1 2015: US\$6.7 million). The drop in Profit Gas is a direct result of the capital expenditure increasing Cost Gas.

### PROCESSING AND TRANSPORTATION TARIFF

The Company effectively pays a tariff of US\$0.30/mcf for sales between 70 MMcfd and 90 MMcfd and US\$0.40/mcf for volumes above 90 MMcfd in addition to the regulated tariff of US\$0.59/mcf payable to Songas. The charge for the quarter was US\$2.2 million (Q2 2015: US\$3.0 million). The reduction in the tariff for the quarter and for the first six months of the year is the result of lower volumes during the respective periods.

# PRODUCTION AND DISTRIBUTION EXPENSES

Well maintenance costs are allocated between Protected Gas and Additional Gas in proportion to their respective sales during the period. The total cost of maintenance for the quarter was US\$0.1 million (Q2 2015: US\$0.1 million). Amounts allocated for Additional Gas for the quarter were US\$0.1 million (Q2 2015: US\$0.1 million).

Other field and operating costs include an apportionment of the annual PSA licence costs, regulatory fees, insurance, some costs associated with the evaluation of the reserves, and the cost of personnel which are not recoverable from Songas.

Distribution costs represent the direct cost of maintaining the ring main distribution pipeline and pressure reduction station (security, insurance and personnel). Ring main distribution costs were US\$0.6 million for the quarter (Q2 2015: US\$0.5 million). The production and distribution costs are detailed in the table below:

	THREE MONTHS ENDED 30 JUNE		SIX MONTHS ENDED 30 JUNE	
<u>U\$\$'000</u>	2016	2015	2016	2015
Share of well maintenance	46	43	174	143
Other field and operating costs	294	140	602	903
	340	183	776	1,046
Ringmain distribution costs	644	460	1,328	953
Production and distribution expenses	984	643	2,104	1,999

# **OPERATING NETBACKS**

The netback per mcf before general and administrative costs, overhead, tax and APT is detailed in the table below:

	THREE MONTHS ENDED 30 JUNE		SIX MONTHS EN	SIX MONTHS ENDED 30 JUNE	
US\$/mcf	2016	2015	2016	2015	
Gas price – Industrial	7.64	7.45	7.87	7.49	
Gas price – Power	3.55	3.47	3.55	3.48	
Weighted average price for gas	4.83	4.46	4.71	4.40	
Tariff	(0.61)	(0.72)	(0.64)	(0.72)	
TPDC share of revenue	(0.63)	(0.90)	(0.61)	(1.19)	
Net selling price	3.59	2.84	3.46	2.49	
Well maintenance and other operating costs	(0.09)	(0.05)	(0.10)	(0.12)	
Ring main distribution costs	(0.18)	(0.11)	(0.17)	(0.11)	
Operating netbacks	3.32	2.68	3.19	2.26	

The operating netback increased by 24% from US\$2.68/mcf in Q2 2015 to US\$3.32/mcf in Q2 2016. The primary reason for the increase was the 30% decrease in TPDC share of revenue as a consequence of an increase in the Cost Gas recovered, mainly as a result of the workover and drilling program that was completed in Q1 2016. In addition, there was an 8% increase in the weighted average sales from US\$4.46/mcf in Q2 2015 to US\$4.83/mcf in Q2 2016. The overall production and distribution cost averaged US\$0.27/mcf compared to US\$0.16 in Q2 2015. The increase was primarily a result of subsurface work and additional maintenance work performed during the quarter.

# GENERAL AND ADMINISTRATIVE EXPENSES

General and administrative expenses are detailed in the table below:

	THREE MONTHS	THREE MONTHS ENDED 30 JUNE		THREE MONTHS ENDED 30 JUNE SIX MONTHS ENDED 30		NDED 30 JUNE
US\$'000	2016	2015	2016	2015		
Employee and related costs	1,653	1,271	3,602	2,755		
Stock based compensation	(743)	(168)	2,115	961		
Office costs	871	951	1,563	1,674		
Marketing and business development costs	111	130	193	141		
Reporting, regulatory and corporate	445	924	910	1,674		
General and administrative expenses	2,337	3,108	8,383	7,205		

General and administrative expenses include the costs of running the natural gas distribution business in Tanzania which is recoverable as Cost Gas and is relatively fixed in nature. Excluding stock based compensation, general and administrative expenses averaged US\$1.0 million per month during the quarter (Q2 2015: US\$1.1 million).

# STOCK-BASED COMPENSATION

The breakdown of the costs incurred in relation to stock-based compensation is detailed in the table below:

	THREE MONTHS EN	THREE MONTHS ENDED 30 JUNE		IDED 30 JUNE
<u>U\$\$'000</u>	2016	2015	2016	2015
Stock appreciation rights ("SARs")	(992)	(85)	1,105	678
Restricted stock units ("RSUs")	249	(83)	1,010	283
Stock-based compensation	(743)	(168)	2,115	961

No stock options were outstanding as at 30 June 2016 or 31 December 2015. No options were granted during the quarter (Q2 2015: nil).

As at 30 June 2016, a total of 2,740,000 SARs were outstanding compared to 3,100,000 as at 31 December 2015 with a total of 300,000 SARs with an exercise price between CDN\$2.30 and CDN\$2.70 having been exercised during the quarter. A total of 147,059 RSUs were granted during the quarter and 386,420 RSUs remained outstanding at 30 June 2016 (Q4 2015: nil). The newly granted RSUs vested on the date of grant have an exercise price of CDN\$ 0.001 and have a five-year term.

As SARs and RSUs are settled in cash, they are re-valued at each reporting date using the Black-Scholes option pricing model with the resulting liability being recognized in trade and other payables. In the valuation of stock appreciation rights and restricted stock units at the reporting date, the following assumptions have been made: a risk free rate of interest of 1.5%; stock volatility of 50.6% to 55.6%; 0% dividend yield; 5% forfeiture; and a closing price of CDN\$3.40 per Class B share.

As at 30 June 2016, a total accrued liability of US\$3.3 million (Q4 2015: US\$1.6 million) has been recognized in relation to SARs and RSUs. The Company recognized a credit of US\$0.7 million for the quarter (Q2 2015: credit US\$0.2 million).



# NET FINANCE EXPENSE

Net finance expense is detailed in the table below:

	THREE MONTHS	ENDED 30 JUNE	SIX MONTHS EI	NDED 30 JUNE
US\$'000	2016	2015	2016	2015
Finance income	81	3	130	7
Interest expense	(1,548)	_	(2,553)	_
Net foreign exchange (loss) gain	(85)	182	(113)	(1,649)
Provision for doubtful accounts	(3,472)	_	(11,458)	
Finance (expense) income	(5,105)	182	(14,124)	(1,649)
Net finance (expense) income	(5,024)	185	(13,994)	(1,642)

For Q2 2016, the Company billed TANESCO interest for late payments amounting to US\$1.0 million (Q2 2015: US\$0.5 million) and for H1 2016: US\$1.9 million (H1 2015: US\$1.3 million). The interest income is not recorded in the financial statements because it does not meet the revenue recognition criteria with respect to assurance of collectability. The Company is pursuing collection and amounts will be recognized in earnings when collected. The provision for doubtful accounts for Q2 2016 of US\$3.5 million (Q2 2015: US\$ nil) and for H1 2016 of US\$11.5 million (H1 2015: US\$ nil) relates to overdue TANESCO receivables.

The total amount of interest paid in Q2 2016 was US\$1.1 million (Q2 2015: US\$ nil) and US\$1.3 million in H1 2016 (H1 2015: US\$ nil). The interest relates to the long term loan with the IFC and is payable quarterly in arrears.

The foreign exchange loss reflects the impact of movements in the value of the Tanzanian shilling against the US dollar during the period on outstanding customer/supplier balances and bank accounts in Tanzanian shillings.

#### **TANESCO**

At 30 June 2016, TANESCO owed the Company US\$79.4 million excluding interest (of which arrears were US\$73.4 million) compared to US\$69.7 million (including arrears of US\$61.9 million) as at 31 December 2015. During the quarter, the Company received a total of US\$6.5 million (Q2 2015: US\$10.3 million) from TANESCO against sales totaling US\$8.6 million (Q2 2015: US\$9.9 million). Current TANESCO receivables as at 30 June 2016 amounted to US\$6.0 million (Q4 2015: US\$7.8 million). Since the quarter end, TANESCO has paid the Company US\$3.6 million, and as at the date of this report the total TANESCO receivable is US\$77.6 million (of which US\$73.4 million has been provided for). The amounts owed do not include interest billed to TANESCO.

Management concluded that the continued recognition of TANESCO revenue is appropriate. In arriving at this conclusion management has taken account of:

- Recent discussions with the World Bank, the IMF and IFC during which the Company found strong support for funding to be directed at TANESCO, supported by a recent visit by the World Bank to Tanzania to address the TANESCO debt.
- TANESCO, according to the World Bank, is now making a small profit. With the seasonal increase in available hydro power and new gas to power facilities coming on line later this year, the need for expensive liquid fuel should significantly reduce.
- Most recently, TANESCO and the GoT have made a commitment to the Company to maintain weekly
  payments to cover current deliveries and to take action to resolve the TANESCO arrears. During May
  and June of 2016, TANESCO made regular weekly payments. Although there have been payment issues
  since quarter end, the Company believes that given the recent statements and commitments made by
  the MEM and GoT, the TANESCO receivable will be reduced during the next twelve months.

# TAXATION

#### **Income Tax**

Under the terms of the PSA with TPDC and the Government of Tanzania, the Company is liable for income tax in Tanzania at the corporate tax rate of 30%. However, the PSA provides a mechanism by which income tax payable is recovered from TPDC by reducing TPDC's share of Profit Gas and increasing the allocation to the Company. This is reflected in the accounts by increasing the Company's share of revenue by an amount equivalent to income taxes payable.

As at 30 June 2016, there were temporary differences between the carrying value of the assets and liabilities for financial reporting purposes and the amounts used for taxation purposes under the Income Tax Act 2004. Applying the 30% Tanzanian tax rate, the Company has recognized a deferred tax liability of US\$11.7 million (Q4 2015: US\$9.3 million). During the quarter there was a deferred tax charge of US\$0.9 million compared with US\$0.4 million in Q2 2015. The deferred tax has no impact on cash flow until it becomes a current income tax, at which point the tax is paid and recovered from TPDC's share of Profit Gas.

#### **Additional Profits Tax**

Under the terms of the PSA, in the event that all costs have been recovered with an annual return of 25% plus the percentage change in the United States Industrial Goods Producer Price Index ("PPI"), an Additional Profits Tax is payable.

The timing and the effective rate of APT depends on the realized value of Profit Gas which in turns depends of the level of expenditure. The Company provides for APT by forecasting annually the total APT payable as a proportion of the forecast Profit Gas over the term of the PSA. The forecast takes into account the timing of future development capital spending.

The Company provides for deferred APT by forecasting the total APT payable as a proportion of the forecast Profit Gas over the term of the PSA. The effective APT rate of 18.6% (Q2 2015: 22.3%) has been applied to Profit Gas of US\$1.6 million for the quarter (Q2 2015: US\$2.4 million) and US\$3.2 million for H1 2016 (H1 2015: US\$6.7 million). Accordingly, US\$0.3 million has been netted off revenue for the quarter (Q2 2015: US\$0.5 million) and US\$0.6 million for H1 2016 (H1 2015: US\$1.4 million).



# DEPLETION AND DEPRECIATION

Natural gas properties are depleted using the unit of production method based on the production for the period as a percentage of the total future production from the Songo Songo proven reserves. As at 31 December 2015 the proven reserves estimated to have been produced over the term of the PSA licence, as evaluated by the independent reservoir engineers, McDaniel & Associates Consultants Ltd., were 368 Bcf (2014: 450 Bcf). A depletion expense of US\$2.1 million has been recorded for the quarter (Q2 2015: US\$3.0 million); the reduction compared to Q2 2015 is the result of 23% decrease in the average depletion rate to US\$0.56/mcf (Q2 2015: US\$0.73/mcf). The decrease in the depletion rate is the consequence of the successful completion of the Offshore Program at a lower level of expenditure than planned which in turn reduced expected future development costs from what had been originally forecast at the end of 2014.

Non-natural gas properties are depreciated as follows:

Leasehold improvements: Over remaining life of the lease

Computer equipment: 3 years
Vehicles: 3 years
Fixtures and fittings: 3 years

### CARRYING AMOUNT OF ASSETS

Capitalized costs are periodically assessed to determine whether it is likely that such costs will be recovered in the future. To the extent that these capitalized costs are unlikely to be recovered in the future, they are impaired and recorded in earnings.

# FUNDS FLOW FROM OPERATING ACTIVITIES

Funds flow from operating activities before working capital changes was US\$8.3 million for the quarter (Q2 2015: US\$4.9 million) and US\$18.1 million for H1 2016 (H1 2015: US\$8.6 million):

	THREE MONTHS ENDED 30 JUNE		SIX MONTHS ENDED 30 JUNE	
US\$'000	2016	2015	2016	2015
Funds flow from operating activities	8,320	4,889	18,173	8,601
Change in working capital (1)	(2,083)	(7,733)	(13,090)	(4,070)
Net cash flows from (used in) operating activities	6,237	(2,844)	5,083	4,531
Net cash used in investing activities	(5,774)	(1,471)	(24,836)	(2,610)
Net cash (used in) from financing activities	(1,530)	(57)	37,216	(57)
(Decrease) increase in cash	(1,067)	(4,372)	17,463	1,864
Effect of change in foreign exchange on cash	573	2,660	546	1,005
Net (decrease) increase in cash	(494)	(1,712)	18,009	2,869

<sup>(1)</sup> See Condensed Consolidated Interim Statement of Cash Flows (unaudited)

# CAPITAL EXPENDITURES

During the quarter the Company incurred US\$2.8 million (Q2 2015: US\$4.5 million) in capital expenditures relating to the drilling of well SS-12, improvement of Songo Songo infrastructure, and purchase of other equipment. The total year-to-date 2016 capital expenditures are net of recharges of US\$1.0 million (H1 2015: US\$ nil) to Songas for its share of costs on wells SS-5 and SS-9 following the completion of the Offshore Program.

	THREE MONTHS I	ENDED 30 JUNE	SIX MONTHS ENDED 30 JUNE		
US\$'000	2016	2015	2016	2015	
Geological and geophysical and well drilling	2,558	4,135	16,197	5,119	
Pipelines and infrastructure	181	275	537	430	
Other equipment	102	47	104	47	
	2,841	4,457	16,838	5,596	

# **WORKING CAPITAL**

Working capital as at 30 June 2016 was US\$58.4 million (Q4 2015: US\$32.5 million) and is detailed in the table below:

	AS AT				
US\$'000	<b>30 JUNE 2016</b>			31 DECEMBER 2015	
Cash		71,806		53,797	
Trade and other receivables		23,233		25,391	
TANESCO	6,034		7,831		
Songas	1,125		2,178		
Industrial customers	6,802		6,894		
Songas gas plant operations	5,411		5,631		
Songas well workover program	12,257		11,209		
Other receivables	1,560		1,604		
Provision for doubtful accounts	(9,956)		(9,956)		
Tax recoverable		3,263		4,519	
Prepayments		1,099		1,118	
		99,401		84,825	
Trade and other payables		39,446		49,531	
TPDC share of Profit Gas (1)	27,773		28,208		
Songas	941		1,071		
Other trade payables	4,395		11,234		
Deferred income	667		667		
Accrued liabilities	5,670		8,351		
Tax payable		1,560		2,773	
Working capital (2)		58,395		32,521	

#### Notes:

- (1) Payable to TPDC for their share of profit gas reflects the total accrued liability based on gas delivered to TANESCO which has not been paid for. Settlement of this liability is dependent on receipt of payment from TANESCO.
- (2) Working capital as at 30 June 2016 includes a TANESCO receivable (excluding interest) of US\$6.0 million (31 December 2015: US\$7.8 million). Management has recorded a provision for doubtful accounts against the long-term receivables in excess of 60 days totaling US\$73.4 million (31 December 2015: US\$61.9 million). The total of long and short-term TANESCO receivables, excluding interest, as at 30 June 2016 was US\$79.4 million (31 December 2015: US\$ 69.7 million). The financial statements do not recognize the interest receivable from TANESCO as it does not meet IAS 18 income recognition criteria. The Company is however actively pursuing the collection of all the receivables and the interest that has been charged to TANESCO.

Working capital as at 30 June 2016 increased by 80% over 31 December 2015, primarily as a result of having drawn down the balance of the loan from the IFC and the reclassification of a further US\$11.5 million of TANESCO receivables as long-term. Other significant points are:

- There are no restrictions on the movement of cash from Mauritius or Tanzania, and as at the date of this report, approximately 85% of cash is held outside of Tanzania.
- Since the quarter end the Company has received US\$3.6 million from TANESCO and US\$ nil from Songas.
- Of the US\$6.8 million receivable relating to industrial customers, US\$4.8 million had been received as at the date of this report.

The balance of US\$27.8 million payable to TPDC represents the remaining balance of its share of revenue as at 30 June 2016.

# LONG TERM LOAN

On 29 October 2015, the Company entered into an agreement with the IFC, a member of the World Bank Group, to provide financing of up to US\$60 million for the Company's operating subsidiary, PAET. The Company has drawn the US\$60 million Loan facility in full, with an initial drawdown of US\$20 million on 14 December 2015 followed by an additional draw down of US\$40 million on 9 February 2016.

The term of the Loan is 10-years, with no required repayment of principal for the first seven years, followed by a three-year amortization period. The Loan is to be paid out through six semi-annual payments of US\$5 million and one final payment of US\$30 million. The Company may voluntarily prepay all or part of the Loan but must simultaneously pay any accrued base interest costs related to the principal amount being prepaid. If any portion of the Loan is prepaid prior to the fourth anniversary of the first drawdown, the Company would be required to pay the accrued base interest as if the prepaid portion of the Loan had remained outstanding for the full four years. The Loan is an unsecured subordinated obligation of PAET and is guaranteed by the Company to a maximum of US\$30 million. The guarantee may only be called upon by IFC at maturity in 2025. Subject to receipt of IFC and required regulatory approvals, the Company may issue shares in fulfillment of all or part of the guarantee obligation in 2025.

Base interest on the Loan is payable quarterly at 10% per annum on a 'pay-if-you-can-basis' using a formula to calculate the net cash available for such payments as at any given interest payment date. The Company must provide notice to the IFC of the amount of any interest which is not to be paid on any interest payment date. This amount is accrued and may be paid out before or at the time of principal repayment. In addition, an annual variable participatory interest equating to 7% of the cash flow of PAET net of capital expenditures is payable in respect of any given year, commencing with 2016. The participatory interest survives the repayment and/or maturity of the Loan until 15 October 2026. No provision has been made for the three and six months ended 30 June 2016 as the projection of current cash flow less capital expenditures for 2016 is a negative amount. Dividends and distributions from PAET to the Company are restricted at any time that amounts of unpaid interest, principal or participating interest are outstanding.

# SHAREHOLDERS' EQUITY AND OUTSTANDING SHARE DATA

There were 34,856,432 shares outstanding as at 30 June 2016 as detailed in the table below:

	AS_AT		
Number of shares ('000)	30 JUNE <b>2016</b>	31 DECEMBER 2015	
Shares outstanding			
Class A shares	1,751	1,751	
Class B shares	33,106	33,106	
Class A and Class B shares outstanding	34,857	34,857	
Convertible securities			
Options			
Fully diluted Class A and Class B shares	34,857	34,857	
Weighted average			
Class A and Class B shares	34,857	34,887	
Convertible securities			
Options			
Weighted average diluted Class A and Class B shares	34,857	34,887	

As at the date of this report, there were a total of 1,750,517 Class A common voting shares ("Class A shares") and 33,105,915 Class B subordinated voting shares ("Class B shares") outstanding.



# RELATED PARTY TRANSACTIONS

One of the non-executive Directors is a partner at a law firm that provides legal advice to the Company and its subsidiaries. During the quarter, the Company incurred US\$0.1 million (Q2 2015: US\$0.2 million) and US\$0.1 million for H1 2016 (H1 2015: US\$0.2 million) to this firm for services provided.

One officer, acting as an Executive Vice-President, provided services to the Company through a consulting agreement with a personnel services company. During the quarter, the Company incurred US\$0.1 million (Q2 2015: US\$0.1 million) and US\$0.1 million for the six months ended 30 June 2016 (H1 2015: US\$0.2 million) to this firm for services provided.

As at 30 June 2016, the Company has a total of US\$0.1 million (Q2 2015: US\$0.2million) recorded in trade and other payables in relation to the related parties.

# CONTRACTUAL OBLIGATIONS AND COMMITTED CAPITAL INVESTMENT

#### **Protected Gas**

Under the terms of the original Gas Agreement for the Songo Songo project ("Gas Agreement"), in the event that there is a shortfall/insufficiency in Protected Gas as a consequence of the sale of Additional Gas, the Company is liable to pay the difference between the price of Protected Gas (US\$0.55/MMbtu escalated) and the price of an alternative feedstock multiplied by the volumes of Protected Gas up to a maximum of the volume of Additional Gas sold (151.3 Bcf as at 30 June 2016). The Company did not have a shortfall during the reporting period and does not anticipate a shortfall arising during the term of the Protected Gas delivery obligation to July 2024.

#### **Re-Rating Agreement**

In 2011, the Company signed a re-rating agreement with TANESCO and Songas (the "Re-Rating Agreement") to increase the gas processing capacity to a maximum of 110 MMcfd (the pipeline and pressure requirements at the Ubungo power plant restrict the infrastructure capacity to a maximum of 102 MMcfd). Under the terms of the Re-Rating Agreement, the Company effectively pays an additional tariff of US\$0.30/mcf for sales between 70 MMcfd and 90 MMcfd and US\$0.40/mcf for volumes above 90 MMcfd in addition to the tariff of US\$0.59/ mcf payable to Songas as set by the energy regulator, EWURA. The Re-Rating agreement expired in 2013. Since the formal expiry of the agreement, production has continued within the higher rated limit and, given the Government's interest in pursuing further development and increasing gas production, the Company expects this to continue. However, there are no assurances that this will occur.

Under the terms of this agreement, the Company agreed to indemnify Songas for damage to its facilities caused by the re-rating, up to a maximum of US\$15 million, but only to the extent that this was not already covered by indemnities from TANESCO's or Songas' insurance policies.

#### **Capital Commitments**

#### Italy

The Company has an agreement to farm in on the Central Adriatic B.R268.RG Permit offshore Italy. The farm-in commits the Company to fund 30% of the Elsa-2 appraisal well up to a maximum of US\$11.5 million to earn a 15% working interest in the permit. Thereafter, the Company will fund all future costs relating to the well and the permit in proportion to its participating interest. The Company has also agreed to pay fifteen per cent (15%) of the back costs in relation to the well up to a maximum of US\$0.5 million. Changes in Italian environmental legislation in late 2015 have resulted in the development of this permit being postponed for the foreseeable future if not indefinitely. As at the date of this report, the Company has no further capital commitments in Italy.

#### Tanzania

There are no contractual commitments for exploration or development drilling or other field development either in the PSA or otherwise agreed which would give rise to significant capital expenditure at Songo Songo. Any significant additional capital expenditure in Tanzania is discretionary.

Given the completion of the Offshore component of Phase I of the Development Program in February 2016, which has restored field deliverability and provides sufficient natural gas production to fill the Songas plant and pipeline to capacity for the greater portion of the remaining life of the production licence, the Company does not expect to commit to further significant capital expenditures until: (i) agreeing commercial terms with TPDC for the supply of gas to the NNGIP regarding the sale of incremental gas volumes from Songo Songo; and/or (ii) TANESCO arrears have been substantially reduced, guaranteed or other arrangements for payment made which are satisfactory to the Company; and/or (iii) the establishment of payment guarantees with the World Bank or other multi-lateral lending agencies to secure future receipts under any new sales contracts with Government entities.

When conditions are deemed appropriate and there is justification to further improve the reliability/capacity of field deliverability, the Company may contemplate undertaking the remaining part or all of the Phase I Development Program. The additional costs are estimated to be approximately US\$30 million.

# **CONTINGENCIES**

#### The Petroleum Act, 2015

During the third quarter of 2015, The Petroleum Act, 2015 was passed into law. The Act repeals earlier legislation, provides a regulatory framework over upstream, mid-stream and downstream gas activity, and consolidates and puts in place a comprehensive legal framework for regulating the oil and gas industry in the country. The Act also provides for the creation of an upstream regulator, the Petroleum Upstream Regulatory (PURA). The mid and downstream oil and gas activities are proposed to be regulated by the current authority, the Energy and Water Utilities Regulatory Authority (EWURA). The bill also confers upon on TPDC, the status of the National Oil Company, mandated with the task of managing the country's commercial interest in petroleum operations as well as mid and downstream natural gas activities. The bill vests TPDC with exclusive rights in the entire petroleum upstream value chain and the natural gas mid and downstream value chain. However, the exclusive rights of TPDC do not extend to mid and downstream petroleum supply operations. The Company is uncertain regarding the potential impact on its business in Tanzania. The Act does provide grandfathering provisions upholding the rights of the Company under their PSA as it was signed prior to passing of the Act. However, it is still unclear how the provisions of the Act will be interpreted and implemented regarding upstream and downstream activities.



#### **Cost recovery**

TPDC conducted an audit of the historic Cost Pool and in 2011 disputed approximately US\$34 million of costs that had been recovered from the Cost Pool from 2002 through to 2009. In 2014 TPDC and the Company agreed to remove approximately US\$1.0 million from the Cost Pool and TPDC agreed that US\$9.4 million was no longer in dispute. There have been no further developments during 2015 or the first half of 2016. Under the dispute mechanism outlined in the PSA, TPDC are to appoint an independent specialist to assist the parties in reaching agreement on costs that are still subject to dispute. At the time of writing this report no such specialist has been appointed. If the matter is not resolved to the Company's satisfaction, the Company intends to proceed to arbitration via the International Centre for Settlement of Investment Disputes ("ICSID") pursuant to the terms of the PSA.

#### **Taxation**

		Tax dispute	Disput	Disputed amount US\$' million			
Area	Period	Reason for dispute	Principal	Interest	Total		
PAYE	2008-10	Pay-As-You-Earn ("PAYE") withholding tax on taxable income of employees on grossed up equivalent of staff salaries, which are contractually stated as net.	0.3	-	0.3 <sup>(1)</sup>		
WHT	2005-10	WHT on services by non-resident persons performed outside of Tanzania.	1.1	0.8	1.9(2)		
Income Tax	2008-13	Deductibility of capital expenditures and expenses (2009 and 2012), additional income tax (2008, 2010, 2011 and 2012), tax on repatriated income (2012), foreign exchange rate application (2013) and underestimation of tax due (2014).	16.1	10.1	26.2 <sup>(3)</sup>		
VAT	2008-10	Output VAT on imported services and SSI Operatorship services.	2.7	2.9	5.6 <sup>(4)</sup>		
			20.2	13.8	34.0		

- (1) During 2015, PAET appealed the Tax Revenue Appeals Board ("TRAB") ruling that PAET is liable to pay PAYE on grossed up equivalent of staff salaries. PAET is awaiting appeal date to be set up with the Tax Revenue Appeals Tribunal ("TRAT");
- (2) 2005-2009 (US\$1.8 million): During 2016, the Court of Appeal TRAT ruled in favor of PAET. Subsequent to the end of Q2 2016, TRA has filed an application for review of the decision. PAET is awaiting a review date to be set up by the Court of Appeal;
  - 2010 (US\$0.1 million): TRAB is awaiting a ruling from the review by the Court of Appeal on the 2005-2009 case, which would influence TRAB decision on this matter accordingly.
- (3) (a) 2009 (US\$1.8 million): During 2015, TRAB ruled against PAET with respect to the deductibility of capital expenditures and other expenses. PAET appealed to TRAT and is awaiting a hearing date to be scheduled;
  - (b) 2008, 2010-2011 (US\$4.5 million): During 2015, PAET filed objections against TRA assessments with respect to the deductibility of capital expenditures and other expenses as well as underestimation of interest and is awaiting a response;
  - (c) 2013 (US\$0.2 million): During 2015, PAET filed objections to TRA assessment with respect to foreign exchange rate application and is awaiting a response;
  - (d) 2012 (US\$16.3 million): During Q2 2016, TRA issued two assessments with respect to understated revenue, deductibility of capital expenditures and expenses, and tax on repatriated income. Subsequent to the end of Q2 2016, PAET filed objections to these assessments and is awaiting a response.
  - (e) 2014 (US\$3.4 million): Subsequent to the end of Q2 2016, TRA issued a self-assessment with respect to underestimation of tax due, delayed filings of returns and late payments. PAET filed objections to the assessments and is awaiting a response.

The PSA provides a mechanism by which income tax payable is eligible for recovery through increasing profit share allocations to the Company

(4) In 2014, PAET filed an objection to TRA's claims and is awaiting a response.

Management, with the advice from its legal counsel, has reviewed the Company's position on the above objections and appeals and has concluded that no provision is required with regard to the above matters.

# SUMMARY QUARTERLY RESULTS OUTSTANDING

The following is a summary of the results for the Company for the last eight quarters:

	20	16	2015			2014		
Figures in US\$'000 except where otherwise stated	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Financials							restated	restated
Revenue	14,572	15,810	15,872	15,943	12,553	9,720	9,645	14,631
Net income (loss)	1,452	(5,638)	(6,468)	6,112	3,566	(1,677)	(46,381)	4
Earnings (loss) per share – basic and diluted (US\$)	0.04	(0.16)	(0.19)	0.18	0.1	(0.05)	(1.32)	_
Funds flow from operating activities	8,320	9,853	8,508	9,462	4,889	3,712	8,733	6,641
Funds flow per share - basic and diluted (US\$)	0.24	0.28	0.24	0.27	0.14	0.11	0.25	0.19
Cash flows from (used in) operating activities	6,237	(1,154)	5,450	(2,693)	(2,844)	7,375	(2,235)	24,077
Cash flows (utilized) per share - basic and diluted (US\$)	0.18	(0.03)	0.16	(0.09)	(0.08)	0.21	(0.06)	0.69
Operating netback (US\$/mcf)	3.32	3.08	3.03	2.65	2.68	1.86	1.69	2.12
Working capital	58,395	56,340	32,521	39,660	38,067	34,870	34,148	42,001
Long-term loan	58,368	58,350	18,599	_	_	_	_	_
Shareholders' equity	73,887	72,482	78,154	84,476	78,480	74,944	76,635	123,004
Capital expenditures								
Geological and geophysical and well drilling	2,558	13,639	23,099	7,578	4,135	984	522	273
Pipeline and infrastructure	181	356	1,382	547	275	155	193	12
Other equipment	102	2	59	150	47	_	3	39
Operating								
Additional Gas sold – industrial (MMcf)	1,151	972	1,089	1,137	1,015	925	1,084	1,304
Additional Gas sold – power (MMcf)	2,521	3,241	3,483	3,127	3,041	3,494	3,377	3,935
Average price per mcf – industrial (US\$)	7.64	8.15	7.62	7.67	7.45	7.54	8.24	8.85
Average price per mcf – power (US\$)	3.55	3.55	3.56	3.62	3.47	3.49	3.49	3.6

# PRIOR EIGHT QUARTERS

The Company's revenue for the last two years has fluctuated between quarters due to several factors including seasonal issues such as the availability of hydro power, scheduled and unscheduled maintenance by customers resulting in reduced demand, declining well production capacity, a drop in world HFO prices and increased competition for supply of gas within Tanzania.

The drop in sales in Q4 2014 saw the Company's share of Profit Gas drop from 55% to 40% (see "Principal Terms of the Tanzanian PSA and Related Agreements") as the volumes of Additional Gas sold were below 50 MMcfd, where it has remained for the last five quarters. The increase in revenue from Q2 2015 is directly related to the capital expenditure program which has permitted the Company to take a significantly increased share of revenue as Cost Gas, with the underlying sales volumes remaining fairly static from Q2 2015 to Q2 2016.

Changes in net income over the last two years have been negatively impacted by impairment provisions relating to TANESCO. In Q4 2014 the Company recorded a US\$52.2 million doubtful debt provision against TANESCO arrears. In Q4 2015, Q1 2016 and Q2 2016 additional doubtful debt provisions of US\$9.8 million, US\$8.0 million and US\$3.5 million respectively were provided against increased TANESCO arrears. Other significant factors affecting the results were:

- The collapse of the Tanzanian Shilling led to a Q4 2014 exchange loss of US\$4.8 million and a further loss of US\$1.8 million in Q1 2015.
- In Q3 2014 the Company took a charge of US\$4.2 million for stock based compensation, with a total charge of US\$3.5 million for the year.
- In Q4 2014 the Company wrote off US\$5.1 million relating to site survey costs for an exploration well which it no longer plans to drill.
- In Q1 2016 the Company took a charge of US\$2.8 million for stock based compensation as a consequence of the share price closing at CDN\$4.14 compared to CDN\$2.75 at the end of Q4 2015 together with the issuance of new Restrictive Stock Units
- In Q2 2016 the Company had a decrease in the stock based compensation charge of US\$743 thousand as the share price closed at CN\$3.40 at the end of the quarter.

Funds flow from operations for the last four quarters has been fairly steady. Differences between quarters were primarily a result of changes in revenue during the periods. In Q2 and Q1 of 2015, funds flow decreased reflecting the drop in revenue during these periods due to declining well production and lower Cost Pool levels reducing the Company's share of revenues. In Q4 2014, there was a large allowance for doubtful accounts taken against the TANESO receivable which significantly increased funds flow from operations in comparison to the revenue for the period.

Changes in cash flow from (used in) operations between quarters were primarily a result of the timing of receipt of payments from TANESCO. In Q3 2014, large payments were received as a result of World Bank funds received by the Government of Tanzania to assist in settling TANESCO arrears and TANESCO making several additional payments towards arrears.

The decrease in working capital from Q3 2015 to Q4 2015 was a consequence of the increase in creditors associated with the workover and drilling program together with the additional bad debt provision against TANESCO, both of which were offset by the initial draw down of US\$18.6 million from the IFC (net of expenses). The second draw down from the IFC of US\$40 million in Q1 2016 has offset the decrease in working capital associated with the completion of the workover and drilling program from Q4 2015 to Q1 2016.

Capital expenditure for the last four quarters Q3 2015 to Q2 2016 has amounted to US\$49.7 million compared to US\$6.6 million from Q3 2014 to Q2 2015. The 2015 workover and drilling program commenced in Q3 2015 with some preliminary expenditure in Q2 2015.

The level of Industrial volumes increased in the four quarters ending Q2 2016 to an average of 1,087 MMcf from an average of 1,082 MMcf for the four quarters ending Q2 2015. Overall for the past eight quarters, the level of industrial sales has remained static.

The level of Power volumes decreased by 11% in the in the four quarters ending Q2 2016 to an average of 3,093 MMcf from an average of 3,462 MMcf for the four quarters ending Q2 2015, the decline is mainly the consequence of the decision by TANESCO not to renew a contract with an emergency power plant, unscheduled maintenance at the Songo Ubungo Power generation facility and the increased competition for supply of gas within Tanzania.



ORCA EXPLORATION GROUP INC.

# FINANCIAL STATEMENTS & NOTES

# NOTIFICATION OF CONDENSED UNAUDITED CONSOLIDATED INTERIM FINANCIAL STATEMENTS

In accordance with National Instrument 51-102 released by the Canadian Securities Administrators, the Company discloses that its auditors have not reviewed the condensed unaudited consolidated interim financial statements for the three and six months ended 30 June 2016.

# Condensed Consolidated Interim Statements of Comprehensive Income (Loss) (unaudited)

		THREE MONTHS ENDED 30 JUNE		SIX MONTHS ENDED 30 JUNE		
ORCA EXPLORATION GROUP INC. <u>US\$'000</u>	NOTE	2016	2015	2016	2015	
Revenue	6, 7	14,572	12,553	30,382	22,273	
Production and distribution		(984)	(643)	(2,104)	(1,999)	
Net production revenue		13,588	11,910	28,278	20,274	
Operating Expenses						
General and administrative		(2,337)	(3,108)	(8,383)	(7,205)	
Depletion		(2,058)	(2,962)	(4,420)	(6,189)	
Operating income		9,193	5,840	15,475	6,880	
Net finance (expense) income	8	(5,024)	185	(13,994)	(1,642)	
Income before tax		4,169	6,025	1,481	5,238	
Income tax - current	9	(1,779)	(2,015)	(3,803)	(3,604)	
Income tax - (deferred) recovery	9	(938)	(444)	(1,864)	255	
Net income (loss)		1,452	3,566	(4,186)	1,889	
Foreign currency translation (loss) gain from foreign operations		(47)	27	(81)	13	
Comprehensive income (loss)		1,405	3,593	(4,267)	1,902	
Income (loss) per share (US\$)						
Basic and diluted	16	0.04	0.10	(0.12)	0.05	
Weighted average shares outstanding (millions)						
Basic and diluted	16	34.9	34.9	34.9	34.9	

See accompanying notes to the condensed unaudited consolidated interim financial statements.



# Condensed Consolidated Interim Statements of Financial Position (unaudited)

		<u>AS</u> AT		
ORCA EXPLORATION GROUP INC.		30 JUNE	31 DECEMBER	
<u>US\$'000</u>	NOTE	2016	2015	
Assets				
Current assets				
Cash and cash equivalents		71,806	53,797	
Trade and other receivables	11	23,233	25,391	
Tax recoverable	9	3,263	4,519	
Prepayments		1,099	1,118	
		99,401	84,825	
Non-current assets	_			
Long-term receivable	11	568	584	
Property, plant and equipment	12	116,378	104,274	
		116,946	104,858	
Total Assets	_	216,347	189,683	
Equity and liabilities				
Current liabilities				
Trade and other payables	13	39,446	49,531	
Tax payable		1,560	2,773	
		41,006	52,304	
Non-current liabilities				
Deferred income taxes	9	11,176	9,312	
Long-term loan	14	58,368	18,599	
Deferred Additional Profits Tax	10	31,910	31,314	
		101,454	59,225	
Total liabilities		142,460	111,529	
Equity				
Capital stock	15	85,488	85,488	
Contributed surplus		6,347	6,347	
Accumulated other comprehensive loss		(167)	(86)	
Accumulated loss		(17,781)	(13,595)	
		73,887	78,154	
Total equity and liabilities		216,347	189,683	

See accompanying notes to the condensed unaudited consolidated interim financial statements.

Nature of operations (Note 1); Contractual obligations and committed capital investment (Note 18); Contingencies (Note19).

The condensed unaudited consolidated interim financial statements were approved by the Board of Directors on 15 August 2016.

# Condensed Consolidated Interim Statements of Cash Flows (unaudited)

ORCA EXPLORATION GROUP INC.	i	THREE MONTHS	ENDED 30 JUNE	SIX MONTHS EN	DED 30 JUNE
U\$\$'000	NOTE	2016	2015	2016	2015
Operating activities					
Net income (loss)		1,452	3,566	(4,186)	1,889
Adjustment for:					
Depletion and depreciation	12	2,226	3,146	4,734	6,500
Provision for doubtful debts	8	3,472	_	11,458	_
Stock-based compensation		(4.040)	(4.50)	4	0.54
(recovery)	15	(1,018)	(168)	1,777	961
Deferred income taxes (recovery)	9	938	444	1,864	(255)
Deferred Additional Profits Tax	10	288	542	596	1,427
Interest expense	8	1,548	_	2,553	_
Unrealized gain on foreign exchange		(586)	(2,641)	(623)	(1,921)
Funds flow from operating activities		8,320	4,889	18,173	8,601
Decrease in trade and other receivables		2,535	381	2,154	28,051
Decrease in tax recoverable		1,393	6,397	1,256	6,898
(Increase) decrease in prepayments		(116)	153	19	(127)
Decrease in trade and other payables		(1,152)	(8,482)	(3,864)	(32,772)
Decrease in tax payable		(1,292)	(6,167)	(1,213)	(6,117)
Increase in long-term receivable		(3,451)	(15)	(11,442)	(3)
Net cash flows from (used in) operating activities	•	6,237	(2,844)	5,083	4,531
Investing activities					
Property, plant and equipment expenditures	12	(2,841)	(4,457)	(16,838)	(5,596)
Change in working capital related to investing activities		(2,933)	2,986	(7,998)	2,986
Net cash used in investing activities		(5,774)	(1,471)	(24,836)	(2,610)
Financing activities					
Normal course issuer bid		_	(57)	_	(57)
Interest paid	8	(1,548)	_	(2,553)	_
Increase in long-term loan	14	18	_	39,769	_
Net cash flow from financing activities	•	(1,530)	(57)	37,216	(57)
(Decrease) increase in cash		(1,067)	(4,372)	17,463	1,864
Cash and cash equivalents at the beginning of the period		72,300	62,240	53,797	57,659
Effect of change in foreign exchange or	cash	573	2,660	546	1,005
Cash and cash equivalents at the end of the period		71,806	60,528	71,806	60,528

See accompanying notes to the condensed unaudited consolidated interim financial statements.



# Condensed Consolidated Interim Statements of Changes in Shareholders' Equity (unaudited)

ORCA EXPLORATION GROUP INC. US\$'000	Capital stock	Contributed surplus	Cumulative translation adjustment	Accumulated loss	Total
Note 15					
Balance as at 1 January 2016	85,488	6,347	(86)	(13,595)	78,154
Foreign currency translation adjustment on foreign operations	_	-	(81)	_	(81)
Net loss		_	_	(4,186)	(4,186)
Balance as at 30 June 2016	85,488	6,347	(167)	(17,781)	73,887
<u>US\$'000</u>	Capital stock	Contributed surplus	Cumulative translation adjustment	Accumulated loss	Total
Note 15					
Balance as at 1 January 2015	85,637	6,356	(230)	(15,128)	76,635
Normal course issuer bid	(51)	(6)	-	_	(57)
Foreign currency translation adjustment on foreign operations	_	-	13	_	13
Net income		_	_	1,889	1,889
Balance as at 30 June 2015	85,586	6,350	(217)	(13,239)	78,480

See accompanying notes to the condensed unaudited consolidated interim financial statements.

# Notes to the Condensed Consolidated Interim Financial Statements (unaudited)

#### **General Information**

Orca Exploration Group Inc. was incorporated on 28 April 2004 under the laws of the British Virgin Islands. The Company produces and sells natural gas to the power and industrial sectors in Tanzania.

The condensed consolidated interim financial statements of the Company as at and for the three and six months ended 30 June 2016 comprise accounts of the Company and all its wholly owned subsidiaries (collectively, the "Company" or "Orca Exploration") and were authorised for issue in accordance with a resolution of the directors on 15 August 2016.

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## NATURE OF OPERATIONS

The Company's principal operating asset is its interest in a Production Sharing Agreement ("PSA") with the Tanzania Petroleum Development Corporation ("TPDC") and the Government of Tanzania ("GoT") in the United Republic of Tanzania. This PSA covers the production and marketing of certain gas from the Songo Songo Block offshore Tanzania.

The PSA defines gas in the Songo Songo field as "Protected Gas" and "Additional Gas". The "Protected Gas" is owned by TPDC and is sold under a 20-year agreement until July 2024 ("Gas Agreement") to Songas Limited ("Songas"). Songas is the owner of the infrastructure that enables the gas to be delivered to Dar es Salaam, which includes a gas processing plant on Songo Songo Island.

Songas utilizes the Protected Gas as feedstock for its gas turbine electricity generators for onward sale to customers. The Company receives no revenue for the Protected Gas delivered to Songas and operates the field and gas processing plant on a 'no gain no loss' basis.

Under the PSA, the Company has the right to produce and market all gas in the Songo Songo Block in excess of the Protected Gas requirements ("Additional Gas").

The Tanzania Electric Supply Company Limited ("TANESCO") is a parastatal organization which is wholly-owned by the GoT, with oversight by the Ministry of Energy and Minerals ("MEM"). TANESCO is responsible for the generation, transmission and distribution of electricity throughout Tanzania. The Company currently supplies gas directly to TANESCO by way of a Portfolio Gas Supply Agreement ("PGSA") and indirectly through the supply of Protected Gas and Additional Gas to Songas which in turn generates and sells power to TANESCO. The state utility is the Company's largest customer.

In addition to gas supplied to Songas and TANESCO for the generation of power, the Company has developed and supplies an industrial gas market in the Dar es Salaam area consisting of some 38 industrial customers.



## BASIS OF PREPARATION

These condensed consolidated interim financial statements have been prepared on a historical cost basis and have been prepared using the accrual basis of accounting. The consolidated financial statements are presented in US dollars ("US\$").

## **Statement of Compliance**

The condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34, "Interim Financial Reporting" and do not include all information required for full annual financials and should be read in conjunction with the consolidated financial statements for the year ended 31 December 2015.

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## SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Company's accounting policies are set forth in Note 3 to the audited financial statements for the year ended 31 December 2015. There have been no changes in accounting policies for the six-month period ended 30 June 2016 and these policies have been applied consistently to all periods presented in these condensed consolidated interim financial statements.

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## USE OF ESTIMATES AND JUDGEMENTS

The preparation of these condensed consolidated interim financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the period. Actual results could differ materially from these estimates. In preparing these condensed consolidated interim financial statements, the significant judgements made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements as at and for the year ended 31 December 2015.

See Note 4 of the audited financial statements for the year ended 31 December 2015 for a full discussion.

## RISK MANAGEMENT

The Company, by its activities in oil and gas exploration, development and production, is exposed to the risk associated with the unpredictable nature of the financial markets as well as political risk associated with conducting operations in an emerging market. The Company seeks to manage its exposure to these risks wherever possible.

#### A. Credit risk

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from TANESCO and Songas. The carrying amount of accounts receivable and the long-term receivable represents the maximum credit exposure. As of 30 June 2016 and 31 December 2015, other than the provisions against the long-term TANESCO receivable and gas plant operations charges/capital expenditure receivables due from Songas, the Company does not have an allowance for doubtful accounts against any other receivables nor was it required to write-off any other receivables (see Note 12).

All of the Company's production is currently derived in Tanzania. The sales are made to the Power sector and the Industrial sector. In relation to sales to the Power sector, the Company has a contract with Songas for the supply of gas to the Ubungo power plant and a contract with TANESCO to supply approximately 37 MMcfd of gas. The contracts with Songas and TANESCO accounted for 55% of the Company's operating revenue during the year and US\$98.2 million of the short and long-term receivables prior to provision for the six months ended 30 June 2016.

TANESCO has continued to experience financial difficulties during 2016, which has resulted in the continuation of irregular and inconsistent payments for gas deliveries. As a result, management has placed a provision for doubtful debts against the entire amount of arrears due from TANESCO, US\$73.4 million as at 30 June 2016 (31 December 2015: US\$61.9 million).

Sales to the Industrial sector, currently 38 customers, are subject to an internal credit review to minimize the risk of non-payment.

The Company manages the credit exposure related to cash and cash equivalents by selecting counterparties based on credit ratings and monitoring all investments to ensure a stable return, avoiding complex investment vehicles with higher risk such as asset backed commercial paper. The Company's cash resources are placed with reputable financial institutions with no history of default.

### B. Liquidity risk

Liquidity risk is the risk that the Company will not have sufficient funds to meet its liabilities. Cash forecasts identifying liquidity requirements of the Company are produced on a regular basis. These are reviewed to ensure sufficient funds exist to finance the Company's current operational and investment cash flow requirements. The Company has US\$39.4 million of financial liabilities with regards to trade and other payables of which US\$38.5 million is due within one to three months, US\$ nil is due within three to six months, and US\$0.9 million is due within six to twelve months (see Note 13). As at 30 June 2016 the Company had a current tax liability of US\$1.6 million.

At the end of the quarter a significant proportion of the current liabilities relate to TPDC. The amounts due to TPDC represent its share of Profit Gas; in accordance with the terms of the PSA TPDC is entitled to the payment of its share of Profit Gas on a quarterly basis in relation to cash receipts during the quarter. However, given the difficulties in collecting from TANESCO, the Company has been settling and intends to continue to settle these amounts on a pro rata basis in accordance with amounts received from TANESCO (see Note 11).



## SEGMENT INFORMATION

The Company has one reportable industry segment which is international exploration, development and production of petroleum and natural gas. The Company currently has producing and exploration assets in Tanzania and had exploration and appraisal interests in Italy (see Note 18).

## THREE MONTHS ENDING 30 JUNE

			2016			2015
US\$'000	Italy	Tanzania	Total	Italy	Tanzania	Total
External revenue	_	14,572	14,572	_	12,553	12,553
Segment income	_	1,452	1,452	-	3,566	3,566
Non-cash charge (1)	_	3,472	3,472	-	_	-
Depletion & depreciation	_	2,226	2,226	_	3,146	3,146

#### **SIX MONTHS ENDING 30 JUNE**

			2016			2015
US\$'000	Italy	Tanzania	Total	Italy	Tanzania	Total
External revenue	_	30,382	30,382	_	22,273	22,273
Segment (loss) income	_	(4,186)	(4,186)	-	1,899	1,899
Non-cash charge (1)	_	11,458	11,458	-	-	-
Depletion & depreciation		4,734	4,734	_	6,500	6,500

## AS AT

		30 JUNE <b>2016</b>			31 DEC	CEMBER 2015
US\$'000	Italy	Tanzania	Total	Italy	Tanzania	Total
Capital additions	_	16,838	16,838	_	38,411	38,411
Total assets	1,596	214,751	216,347	1,621	188,062	189,683
Total liabilities	66	142,394	142,460	131	111,398	111,529

<sup>(1)</sup> Non-cash charge represent amounts provided for doubtful accounts receivable from TANESCO.

## REVENUE

	THREE MONTHS	ENDED 30 JUNE	SIX MONTHS ENDED 30 JUNE	
U\$\$'000	2016	2015	2016	2015
Industrial sector	8,790	- 7,554	16,715	14,525
Power sector	8,946	10,550	20,458	22,757
Gross sales revenue	17,736	18,104	37,173	37,282
Processing and transportation tariff	(2,223)	(2,962)	(5,079)	(6,123)
Net revenue	15,513	15,142	32,094	31,159
TPDC share of revenue	(2,327)	(3,646)	(4,814)	(10,057)
Company operating revenue	13,186	11,496	27,280	21,102
Additional Profits Tax charge	(288)	(542)	(596)	(1,427)
Current income tax adjustment	1,674	1,599	3,698	2,598
Revenue	14,572	12,553	30,382	22,273

The Company's total revenues for the quarter and six months ended 30 June 2016 amounted to US\$14.6 million (Q2 2015: US\$12.6 million) and US\$30.4 million (H1 2015: US\$22.3 million), respectively, after adjusting the Company's operating revenue of US\$13.2 million (Q2 2015: US\$11.5 million) and US\$27.3 million (H1 2015: US\$21.1 million) by:

- i) Adding US\$1.7 million and US\$3.7 million for income tax for the quarter and for the six months ended 30 June 2016. The Company is liable for income tax in Tanzania, but the income tax is recoverable out of TPDC's Profit Gas when the tax is payable. To account for this, revenue is adjusted to include the current income tax charge grossed up at 30% (see Note 9); and,
- ii) Subtracting US\$0.3 million and US\$0.6 million for deferred Additional Profits Tax charged for the quarter and for six months respectively. This tax is considered a royalty and is presented as a reduction in revenue.

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## NET FINANCE EXPENSE

	THREE MONTHS	ENDED 30 JUNE	SIX MONTHS ENDED 30 JUNE	
U\$\$'000	2016	2015	2016	2015
Finance income	81	3	130	7
Interest expense	(1,548)	_	(2,553)	_
Net foreign exchange (loss) gain	(85)	182	(113)	(1,649)
Provision for doubtful accounts	(3,472)		(11,458)	
Finance (expense) income	(5,105)	182	(14,124)	(1,649)
Net finance (expense) income	(5,024)	185	(13,994)	(1,642)

The Company billed TANESCO interest for late payments amounting to US\$1.0 million in Q2 2016 (Q2 2015: US\$0.5 million) and US\$1.9 million for H1 2016 (H1 2015: US\$1.3 million). The interest income is not recorded in the financial statements because it does not meet the revenue recognition criteria with respect to assurance of collectability. The Company is pursuing collection and amounts will be recognized in earnings when collected. The provision for doubtful accounts includes US\$3.5 million for Q2 2016 (Q2 2015: US\$ nil) and US\$11.5 million for H1 2016 (H1 2015: US\$ nil) for overdue TANESCO receivables. The total amount of interest paid was US\$1.1 million for Q2 2016 (Q2 2015: US\$ nil) and US\$1.3 million for H1 2016 (H1 2015: US\$ nil). The interest relates to the long term loan with the IFC and is payable quarterly in arrears.



## INCOME TAXES

#### The tax charge is as follows:

	THREE MONTHS ENDED 30 JUNE		SIX MONTHS ENDED 30 JUNE	
U\$\$'000	2016	2015	2016	2015
Current tax	1,779	2,015	3,803	3,604
Deferred tax expense (recovery)	938	444	1,864	(255)
	2,717	2,459	5,667	3,349

Tax of US\$1.2 million for Q2 2016 (Q2 2015: US\$3.0 million) was paid in relation to the settlement of the 2015 tax liability. Provisional tax payments totaling US\$1.9 million for Q2 2016 (Q2 2015: US\$1.5 million) and US\$3.8 million for H1 2016 (H1 2015: US\$3.0 million) were made for in respect of the current year. These are presented as a reduction in tax payable on the statement of financial position.

Tax rate reconciliation	THREE MONTHS I	ENDED 30 JUNE	SIX MONTHS ENDED 30 JUNE		
US\$'000	2016	2015	2016	2015	
Income before tax	4,169	6,025	1,481	5,238	
Provision for income tax calculated at the statutory rate of 30%	1,250	1,807	444	1,571	
Add the tax effect of non-deductible income tax items:					
Administrative and operating expenses	338	547	580	986	
Foreign exchange loss (gain)	23	(27)	8	109	
Stock-based compensation	(222)	(51)	635	288	
TANESCO interest not recognized as interest income (Note 8)	258	163	502	330	
Unrecognized tax asset (Note 8)	1,041	_	3,437	_	
Other permanent differences	29	20	61	65	
	2,717	2,459	5,667	3,349	

As at 30 June 2016, the provision for doubtful debt from TANESCO has resulted in a US\$22.0 million (Q2 2015: US\$18.6 million) unrecognized deferred tax asset. If this amount was ultimately not recovered, the Company would also be entitled to a US\$12.2 million recovery of Value Added Tax.

As at 30 June 2016, a deferred tax asset of US\$2.2 million (Q2 2015: US\$2.2 million) in respect of Longastrino Italy exploration and evaluation costs has not been recognized because it is not probable that there will be future profits against which this can be utilised.

## The deferred income tax liability includes the following temporary differences:

	AS_AT			
U\$\$'000	30 JUNE 2016	31 DECEMBER 2015		
Differences between tax base and carrying value of property, plant and equipment	(19,910)	(18,185)		
Tax recoverable from TPDC	(3,347)	(3,442)		
Provision for doubtful debt	2,987	2,987		
Deferred Additional Profits Tax	9,573	9,394		
Unrealized exchange losses and other provisions	(479)	(66)		
	(11,176)	(9,312)		

#### Tax recoverable

As at 30 June 2016, the Company has a tax recoverable balance of US\$3.3 million (Q4 2015: US\$4.5 million). This arises from the revenue sharing mechanism within the PSA, which entitles the Company to recover from TPDC, by way of a deduction from TPDC's Profit Gas share, an amount equal to the actual income taxes payable by the Company. The recovery, by deduction from TPDC's share of revenue, is dependent upon payment of income taxes relating to prior period adjustment factors as they are assessed.

	AS /	AS AT		
U\$\$'000	30 JUNE 2016	31 DECEMBER 2015		
Tax recoverable	3,263	4,519		

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## ADDITIONAL PROFITS TAX

Under the terms of the PSA, in the event that all costs have been recovered with an annual cash return from the PSA of 25% plus the percentage change in the United States Industrial Goods Producer Price Index ("PPI"), an Additional Profits Tax ("APT") is payable.

The Company provides for deferred APT by forecasting the total APT payable as a proportion of the forecast Profit Gas over the term of the PSA. The effective APT rate of 18.6% (Q2 2015: 20.7%) has been applied to Profit Gas of US\$1.6 million for Q2 2016 (Q2 2015: US\$2.4 million) and US\$3.2 million for H1 2016 (H1 2015: US\$6.7 million). Accordingly, US\$0.3 million for Q2 2016 (Q2 2015: US\$0.5 million) and US\$0.6 million for H1 2016 (H1 2015: US\$1.4 million) has been netted off revenue.

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## 11

## TRADE AND OTHER RECEIVABLES

Current receivables	AS A	ĀΤ
US\$'000	30 JUNE 2016	31 DECEMBER 2015
Trade receivables		
TANESCO	6,034	7,831
Songas	1,125	2,178
Industrial customers	6,802	6,894
	13,961	16,903
Other receivables		
Songas gas plant operations	5,411	5,631
Songas well workover program	12,257	11,209
Other	1,560	1,604
Less provision for doubtful accounts	(9,956)	(9,956)
	9,272	8,488
	23,233	25,391

Trade receivables aged analysis		AS A	T 30 JUNE 2016		
U\$\$'000	Current	>30 <60	>60 <90	>90	Total
TANESCO	3,195	2,839	_	_	6,034
Songas	1,125	_	-	_	1,125
Industrial customers	2,622	1,888	1,314	978	6,802
	6,942	4,727	1,314	978	13,961
		AS AT 31	L DECEMBER 2	015	
US\$'000	Current	>30 <60	>60 <90	>90	Total
TANESCO	3,972	3,859	_	_	7,831
Songas	1,082	1,096	_	_	2,178
Other debtors	3,317	1,859	897	821	6,894
	8,371	6,814	897	821	16,903

#### **TANESCO**

At 30 June 2016, TANESCO owed the Company US79.4 million excluding interest (of which arrears were US\$73.4 million) compared to US\$69.7 million (including arrears of US\$61.9 million) as at 31 December 2015. During Q2 2016, the Company received a total of US\$6.5 million (Q2 2015: US\$10.3 million) from TANESCO against sales totaling US\$8.6 million (Q2 2015: US\$9.9 million). Current TANESCO receivables as at 30 June 2016 amounted to US\$6.0 million (Q4 2015: US\$7.8 million). Since the quarter end, TANESCO has paid the Company US\$3.6 million, and as at the date of this report the total TANESCO receivable is US\$77.6 million (of which US\$73.4 million has been provided for). The amounts owed do not include interest billed to TANESCO.

Prior to 2016, the Company had reached an understanding with TANESCO that it would only continue to supply gas if TANESCO remained reasonably current with payments for current gas deliveries. Excess payments received over and above the current balances would be applied to the arrears balance. During 2016 TANESCO payments have been irregular and insufficient to cover current gas deliveries. In May 2016, TANESCO resumed weekly payments.

Management has reviewed the current position with TANESCO and has concluded that the current policy to reclassify all amounts receivable from TANESCO in excess of 60 days, and in arrears, as a long-term receivable is still appropriate. For the six months ended 30 June 2016 the Company has classified US\$11.5 million, the arrears in excess of 60 days, as a long-term receivable and has recorded a full provision against this (see Note 8). The current total provision is US\$73.4 million (Q4 2015: US\$61.9 million).

Long-term receivables	AS AT		
US\$'000	30 JUNE 2016	31 DECEMBER 2015	
TANESCO receivable	73,380	61,922	
Provision for doubtful debts	(73,380)	(61,922)	
Net TANESCO receivable	_	-	
VAT bond	338	332	
Lease deposit	230	252	
Long-term receivables	568	584	

## Songas

As at 30 June 2016, Songas owed the Company US\$18.8 million (Q4 2015: US\$19.0 million), while the Company owed Songas US\$2.5 million (Q4 2015: US\$2.6 million); there was no contractual right to offset these amounts. Amounts due to Songas primarily relate to pipeline tariff charges of US\$0.9 million (Q4 2015: US\$1.1 million), whereas the amounts due to the Company are mainly for capital expenditures of US\$12.3 million (Q4 2015: US\$11.2 million), sales of gas of US\$1.1 million (Q4 2015: US\$2.2 million) and for the operation of the gas plant of US\$5.4 million (Q4 2015: US\$5.6 million). The operation of the gas plant is conducted at cost and the charges are billed to Songas on a flow through basis on a "no profit, no loss" basis.

As at 30 June 2016, the net amount owed by Songas to the Company was US\$16.3 million (Q4 2015: US\$16.4 million). The Company considers the doubtful debt provision of US\$9.8 million is at an appropriate level recognizing the pending settlement of the remaining overdue operatorship charges and the Songas share of the well workover costs. Any significant amounts not agreed to will be pursued through the mechanisms provided in the agreements with Songas.

All amounts due to and from Songas have been summarized in the net Songas balance (see Note 13).

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## PROPERTY, PLANT AND EQUIPMENT

US\$'000	Oil and natural gas interests	Leasehold improvements	Computer equipment	Vehicles	Fixtures & fittings	Total
Costs						
As at 1 January 2016	178,808	699	1,341	297	1,125	182,270
Additions	16,734	-	21	83	-	16,838
As at 30 June 2016	195,542	699	1,362	380	1,125	199,108
Accumulated depletion and dep As at 1 January 2016 Depletion and depreciation	75,389 4,420	345 163	1,168 69	168 38	926 44	77,996 4,734
As at 30 June 2016	79,809	508	1,237	206	970	82,730
Net book values						
As at 30 June 2016	115,733	191	125	174	155	116,378
As at 31 December 2015	103,419	354	173	129	199	104,274

In determining the depletion charge, it is estimated that future development costs of US\$87.1 million will be required to bring the total proved reserves to production. The Company recorded depreciation of US\$0.2 million in Q2 2016 (Q2 2015: US\$0.2 million) and US\$0.3 million in H1 2016 (H1 2015: US\$0.3 million) in general and administrative expenses.



## TRADE AND OTHER PAYABLES

	AS AT	
US\$'000	30 JUNE <b>2016</b>	31 DECEMBER 2015
Songas <sup>(1)</sup>	941	1,071
Other trade payables	4,395	11,234
Trade payables	5,336	12,305
TPDC share of Profit Gas	27,773	28,208
Deferred income	667	667
Accrued liabilities	5,670	8,351
	39,446	49,531

<sup>(1)</sup> A summary of all Songas balances is presented below, including the opening position, movements during the year and details of post period-end settlements made in cash by the Company and by Songas (see Note 11).

<u>US\$'000</u>	1 January 2016	Year to date transactions	Gross balance 30 June 2016	Post quarter end payments and receipts	Outstanding as at the date of this report
Pipeline tariff – payable	(1,071)	130	(941)	941	_
Gas sales – receivable	2,178	(1,053)	1,125	(1,125)	
Gas plant operation receivable	5,631	(220)	5,411	_	5,411
Workover program	11,209	1,048	12,257	-	12,257
Other payable	(1,546)	_	(1,546)	-	(1,546)
Net balances	16,401	(95)	16,306	(184)	16,122

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## LONG-TERM LOAN

On 29 October 2015, the Company entered into a loan agreement ("Loan") with the International Finance Corporation ("IFC"), a member of the World Bank Group, for a US\$60 million investment in the Company's operating subsidiary, PanAfrican Energy Tanzania Limited ("PAET").

The term of the Loan is ten years, with no repayment of principal for the first seven years, followed by a three-year amortization period. The Company may voluntarily prepay all or part of the Loan but must simultaneously pay any accrued base interest costs related to the principal amount being prepaid. If any portion of the Loan is prepaid prior to the fourth anniversary of the first drawdown, the Company would be required to pay the accrued base interest as if the prepaid portion of the Loan had remained outstanding for the full four years. The Loan is an unsecured subordinated obligation of PAET and is guaranteed by the Company to a maximum of US\$30 million. The guarantee may only be called upon by IFC at maturity in 2025 and, subject to IFC approval and receipt of all required regulatory approvals, the Company may issue shares in fulfillment of all or part of the guarantee obligation in 2025.

Base interest on the Loan is payable quarterly at 10% per annum on a 'pay-if-you-can-basis' using a formula to calculate the net cash available for such payments as at any given interest payment date. In addition, an annual variable participatory interest equating to 7% of the cash flow of PAET net of capital expenditures is payable in respect of any given year, commencing with 2016. Such participatory interest will continue until 15 October 2026 regardless whether the Loan is repaid prior to its contractual maturity date. No provision has been made for the six months ended 30 June 2016 as the projection of current cash flow less capital expenditures for 2016 is a negative amount. Dividends and distributions from PAET to the Company are restricted at any time that any amounts of unpaid interest, principal or participating interest are outstanding.

The Company has drawn the US\$60 million Loan facility in full, with an initial drawdown of US\$20 million on 14 December 2015 followed by an additional draw down of US\$40 million on 9 February 2016.

	AS_AT	
U\$\$'000	30 JUNE <b>2016</b>	31 DECEMBER 2015
Total IFC facility	60,000	60,000
Loan drawdown	60,000	20,000
Financing costs	(1,632)	(1,401)
	58,368	18,599

## 15

## CAPITAL STOCK

## **Authorised**

50,000,000 Class A common shares

No par value
100,000,000 Class B subordinate voting shares
No par value
100,000,000 First preference shares
No par value

The Class A and Class B shares rank pari passu in respect of dividends and repayment of capital in the event of winding-up. Class A shares carry twenty (20) votes per share and Class B shares carry one vote per share. The Class A shares are convertible at the option of the holder at any time into Class B shares on a one-for-one basis. The Class B shares are convertible into Class A shares on a one-for-one basis in the event that a take-over bid is made to purchase Class A shares which must, by reason of a stock exchange or legal requirements, be made to all or substantially all of the holders of Class A shares and which is not concurrently made to holders of Class B shares.

## Changes in the capital stock of the Company were as follows:

	2016			
Number of shares	Authorised (000)	Issued (000)	Amount (US\$'000)	
Class A				
As at 1 January 2016 and 30 June 2016	50,000	1,751	983	
Class B				
As at 1 January 2016	100,000	33,106	84,505	
Normal course issuer bid repurchases		_	_	
As at 30 June 2016	100,000	33,106	84,505	
First preference				
As at 1 January 2016 and 30 June 2016	100,000	-	_	
Total Class A, Class B and first preference	250,000	34,857	85,488	

All of the issued capital stock is fully paid.

Stock Appreciation Rights ("SARs")	SARs (000)	Exercise Price (CDN\$)
Outstanding as at 1 January 2016	3,100	2.12 to 3.25
Expired	(360)	2.30 to 2.70
Outstanding as at 30 June 2016	2,740	2.12 to 3.25



The weighted average remaining life and weighted average exercise prices of SARs at 30 June 2016 were as follows:

		Weighted average		
Exercise Price (CDN\$)	Number outstanding as at 30 June 2016 (000)	remaining contractual life (years)	Number exercisable as at 30 June 2016 (OOO)	Weighted average exercise price (CDN\$)
2.12 to 2.30	1,820	2.45	752	2.27
2.35 to 2.70	430	1.41	430	2.43
3.02 to 3.25	490	4.29		3.06
2.12 to 3.25	2.740	2.62	1.182	2.44

Restricted Stock Units ("RSUs")	RSUs (000)	Exercise Price (CDN\$)
Outstanding as at 1 January 2016	-	_
Granted (i)	386	0.001
Outstanding as at 30 June 2016	386	0.001

<sup>(</sup>i) A total of 386,420 RSUs were granted during the six months ended 30 June 2016 of which 147,059 were granted during the quarter and remain outstanding at 30 June 2016. The newly granted RSUs vested on the date of grant and have an exercise price of CDN\$.001 and have a five-year term.

As SARs and RSUs are settled in cash, they are re-valued at each reporting date using the Black-Scholes option pricing model with the resulting liability being recognized in trade and other payables. In the valuation of stock appreciation rights and restricted stock units at the reporting date, the following assumptions have been made: a risk free rate of interest of 0.62%, stock volatility of 50.6% to 55.6%; 0% dividend yield; 5% forfeiture; a closing stock price of CDN\$3.40 per share.

	AS	AI
U\$\$'000	30 JUNE 2016	30 DECEMBER 2015
SARs	2,339	1,572
RSUs	1,010	
	3,349	1,572

As at 30 June 2016, a total accrued liability of US\$3.3 million (Q4 2015: US\$1.6 million) has been recognized in relation to SARs and RSUs which is included in other payables. The Company recognized a credit of US\$0.7 million in Q2 2016 in general and administrative expenses net of charge of US\$0.3 million for the SARs exercised during the quarter.

The credit for the quarter was a result of the reduction in the closing share price to CDN\$3.40 from CDN\$4.14 at the previous quarter end being offset by the issue of 147,059 RSUs in the quarter.

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## **FARNINGS PER SHARE**

	AS_AT		
('000)	30 JUNE 2016	30 JUNE 2015	
Outstanding shares			
Weighted average number of Class A and Class B shares	34,857	34,905	
Weighted average diluted number of Class A and Class B shares	34,857	34,905	

The calculation of basic income per share is based on a net income for Q2 2016 of US\$1.5 million (Q2 2015: US\$3.6 million) and a weighted average number of Class A and Class B shares outstanding during the period of 34,856,432 (Q2 2015: 34,905,172). The calculation of basic loss per share for H1 2016 is based on net loss of US\$4.2 million (H1 2015: net income of US\$1.9 million) and a weighted average number of Class A and Class B shares outstanding during the period of 34,856,432 (H1 2015: 34,905,172).

## RELATED PARTY TRANSACTIONS

One of the non-executive Directors is a partner at a law firm that provides legal advice to the Company and its subsidiaries. During Q2 2016, the Company incurred US\$0.1 million (Q2 2015: US\$0.2 million) and US\$0.1 million for H1 2016 (H1 2015: US\$0.2 million) to this firm for services provided.

One officer, acting as an Executive Vice-President, provided services to the Company through a consulting agreement with a personnel services company. During the quarter, the Company incurred U\$\$0.1 million (Q2 2015: U\$\$0.1 million) and U\$\$0.1 million for the six months ended 30 June 2016 (H1 2015: U\$\$0.2 million) to this firm for services provided.

As at 30 June 2016 the Company has a total of US\$0.1 million (Q2 2015: US\$ 0.2 million) recorded in trade and other payables in relation to the related parties.

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## CONTRACTUAL OBLIGATIONS & COMMITTED CAPITAL INVESTMENTS

## **Protected Gas**

Under the terms of the Gas Agreement for the Songo Songo project, in the event that there is a shortfall/insufficiency in Protected Gas as a consequence of the sale of Additional Gas, then the Company is liable to pay the difference between the price of Protected Gas (US\$0.55/MMbtu escalated) and the price of an alternative feedstock multiplied by the volumes of Protected Gas up to a maximum of the volume of Additional Gas sold (151.3 Bcf as at 30 June 2016). The Company did not have a shortfall during the reporting period and does not anticipate a shortfall arising during the term of the Protected Gas delivery obligation to July 2024.

Terms of the Gas Agreement were modified by the Amended and Restated Gas Agreement ("ARGA") which was initialed by all parties but remains unsigned. The unsigned ARGA provides clarification of the Protected Gas volumes and removes all terms dealing with the security of the Protected Gas and contract terms dealing with the consequences of any insufficiency are dealt with in a new Insufficiency Agreement ("IA"). The IA specifies terms under which Songas may demand cash security in order to keep it whole in the event of a Protected Gas insufficiency. Should the IA be signed, it will govern the basis for determining security. Under the provisional terms of the IA, when it is calculated that funding is required, the Company is required to fund an escrow account at a rate of US\$2.00/MMbtu on all Industrial Additional Gas sales out of its and TPDC's share of revenue, and TANESCO shall contribute the same amount on Additional Gas sales to the Power sector. The funds provide security for Songas in the event of an insufficiency of Protected Gas. The Company is actively monitoring the reservoir and, supported by the report of its independent engineers, does not anticipate that a liability will occur in this respect. Although the ARGA remains unsigned, the parties have and continue to conduct themselves, in certain respects, as though the ARGA is in effect.



## **Re-Rating Agreement**

In 2011, the Company signed a re-rating agreement with TANESCO and Songas (the "Re-Rating Agreement") to increase the gas processing capacity to a maximum of 110 MMcfd (the pipeline and pressure requirements at the Ubungo power plant restrict the infrastructure capacity to a maximum of 102 MMcfd). Under the terms of the Re-Rating Agreement, the Company effectively pays an additional tariff of US\$0.30/mcf for sales between 70 MMcfd and 90 MMcfd and US\$0.40/mcf for volumes above 90 MMcfd in addition to the tariff of US\$0.59/ mcf payable to Songas as set by the energy regulator, EWURA. The Re-Rating agreement expired in 2013. Since the formal expiry of the agreement production has continued within the higher rated limit and the Company expects this to continue. There are no assurances that the ability to produce at the higher rating will continue.

Under the terms of this agreement, the Company agreed to indemnify Songas for damage to its facilities caused by the re-rating, up to a maximum of US\$15.0 million, but only to the extent that this was not already covered by indemnities from TANESCO's or Songas' insurance policies.

## **Capital Commitments**

#### Italy

The Company has an agreement to farm in on Central Adriatic B.R268.RG Permit offshore Italy. The farm-in commits the Company to fund 30% of an appraisal well up to a maximum of US\$11.5 million to earn a 15% working interest in the permit. Thereafter, the Company will fund all future costs relating to the well and the permit in proportion to its participating interest. The Company has also agreed to pay fifteen per cent (15%) of the back costs in relation to the well up to a maximum of US\$0.5 million. Changes in Italian environmental legislation in late 2015 have resulted in the development of this permit being postponed for the foreseeable future if not indefinitely. As at the date of this report, the Company has no further capital commitments in Italy.

#### Tanzania

There are no contractual commitments for exploration or development drilling or other field development either in the PSA or otherwise agreed which would give rise to significant capital expenditure at Songo Songo. Any significant additional capital expenditure in Tanzania is discretionary.

Given the completion of the Offshore component of Phase I of the Development Program in February 2016, which has improved field deliverability and provides sufficient natural gas production to fill the Songas plant and pipeline to capacity for the greater portion of the remaining life of the production licence, the Company does not expect to commit to further significant capital expenditures until: (i) agreeing commercial terms with TPDC regarding the sale of incremental gas volumes from Songo Songo; and/or (ii) TANESCO arrears have been substantially reduced, guaranteed or other arrangements for payment made that are satisfactory to the Company; and/or (iii) the establishment of payment guarantees with the World Bank or other multi-lateral lending agencies to secure future receipts under any new sales contracts with Government entities.

When the required conditions are met, and in so doing justify further improving the reliability/capacity of field deliverability, the Company would contemplate undertaking the remaining part of the Phase I Development Program. The additional costs are estimated to be approximately US\$30 million.

## CONTINGENCIES

#### **Taxation**

	Tax dispute		Disputed amount US\$' million		
Area	Period	Reason for dispute	Principal	Interest	Total
PAYE	2008-10	Pay-As-You-Earn ("PAYE") withholding tax on taxable income of employees on grossed up equivalent of staff salaries, which are contractually stated as net.	0.3	_	0.3(1)
WHT	2005-10	WHT on services by non-resident persons performed outside of Tanzania.	1.1	0.8	1.9(2)
Income Tax	2008-13	Deductibility of capital expenditures and expenses (2009 and 2012), additional income tax (2008, 2010, 2011 and 2012), tax on repatriated income (2012), foreign exchange rate application (2013) and understimation of tax due (2014).	16.1	10.1	26.2 <sup>(3)</sup>
VAT	2008-10	Output VAT on imported services and SSI Operatorship services.	2.7	2.9	5.6(4)
			20.2	12.8	34.0

- (1) During 2015, PAET appealed the Tax Revenue Appeals Board ("TRAB") ruling that PAET is liable to pay PAYE on grossed up equivalent of staff salaries. PAET is awaiting appeal date to be set up with the Tax Revenue Appeals Tribunal ("TRAT");
- (2) 2005-2009 (US\$1.8 million): During 2016, the Court of Appeal ruled in favor of PAET. Subsequent to the end of Q2 2016, TRA filed an application for review of the decision. PAET is awaiting a review date to be set up by the Court of Appeal.
  - 2010 (US\$0.1 million): TRAB is awaiting a ruling from the review by the Court of Appeal on the 2005-2009 case, which would influence TRAB decision on this matter accordingly.
- (3) (a) 2009 (US\$1.8 million): During 2015, TRAB ruled against PAET with respect to the deductibility of capital expenditures and other expenses. PAET appealed to TRAT and is awaiting a hearing date to be scheduled;
  - (b) 2008, 2010-2011 (US\$4.5 million): During 2015, PAET filed objections against TRA assessments with respect to the deductibility of capital expenditures and other expenses as well as underestimation of interest and is awaiting a response;
  - (c) 2013 (US\$0.2 million): During 2015, PAET filed objections to TRA assessment with respect to foreign exchange rate application and is awaiting a response;
  - (d) 2012 (US\$16.3 million): During Q2 2016, TRA issued two assessments with respect to understated revenue, deductibility of capital expenditures and expenses, and tax on repatriated income. Subsequent to the end of Q2 2016, PAET filed objections to these assessments and is awaiting a response.
  - (e) 2014 (US\$3.4 million): Subsequent to the end of Q2 2016, TRA issued a self-assessment with respect to underestimation of tax due, delayed filings of returns and late payments. PAET filed objections to the assessments and is awaiting a response.

The PSA provides a mechanism by which income tax payable is eligible for recovery through increasing profit share allocations to the Company.

(4) In 2014, PAET filed an objection to TRA's claims and is awaiting a response.

Management, with the advice from its legal counsels, has reviewed the Company's position on the above objections and appeals and has concluded that no provision is required with regard to the above matters.



## Corporate Information

#### **Board of Directors**

W. David Lyons Chairman and Chief Executive Officer

Queensway

David W. Ross Non-Executive Director Calgary, Alberta

Canada

William H. Smith Non-Executive Director Calgary, Alberta Canada Glenn D. Gradeen Non-Executive Director Calgary, Alberta Canada

Alan Knowles Non-Executive Director

Calgary, Alberta Canada

#### **Officers**

Gibraltar

W. David Lyons Chairman and Chief Executive Officer

Queensway Gibraltar Blaine Karst Chief Financial Officer

Calgary, Alberta Canada Stephen Huckerby Chief Accounting Officer

St. Peters, Jersey Channel Islands David K. Roberts Vice President of Operations

Kansas City, Missouri United States of America

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## **Registered Office**

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Chairman and
Chief Executive Officer

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## Orca Exploration Italy Inc.

## Orca Exploration Italy Onshore Inc.

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### **Engineering Consultants**

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#### **Auditors**

KPMG LLP Calgary, Canada

**Transfer Agent** 

#### Website

orcaexploration.com

## Lawyers

## Burnet, Duckworth & Palmer LLP Calgary, Canada

CST Trust Company Calgary, Canada





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