HOW DOES COVID-19 CHANGE THE OIL OUTLOOK?

9 June, 2020





AGENDA

Energy transitions

- Slower than you think
- Fossil fuel still the main source to supply growing energy consumption
- Oil can be the first energy source to be squeezed out from the energy mix

Pre-Covid oil market fundamentals

- U.S. shale production potential unforeseen
- Passenger car fuel demand disruption expected due to alternative drivetrains
- Jet, petrochemicals and freight transport more difficult to substitute

After Covid-19

- Short-term investment spending slashed under pressure from the collapse in oil prices and demand
- Demand outlook hit by reduced aviation
- Time of strategic reassessment and risk repricing

ENERGY TRANSITIONS



WHAT EXACTLY DO WE MEAN UNDER ENERGY TRANSITION?



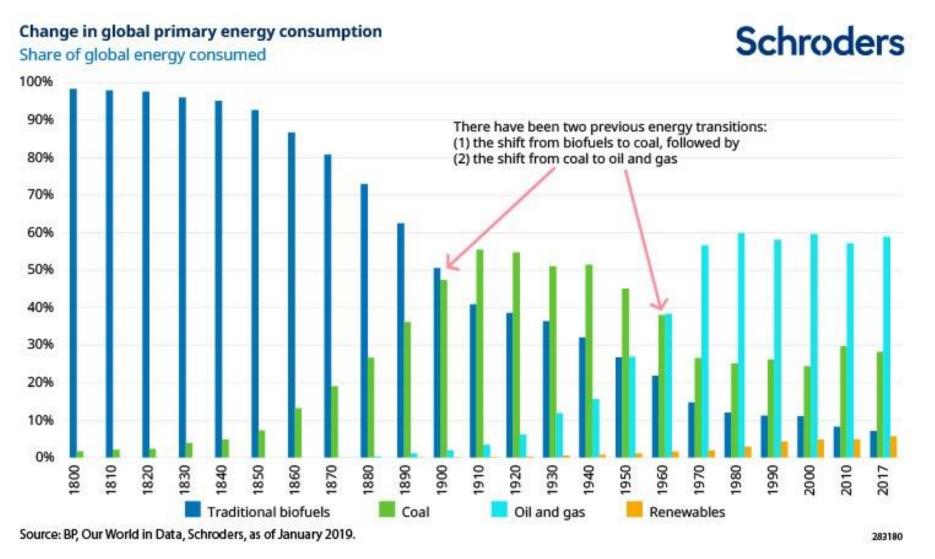


THE GENERAL PUBLIC VIEW



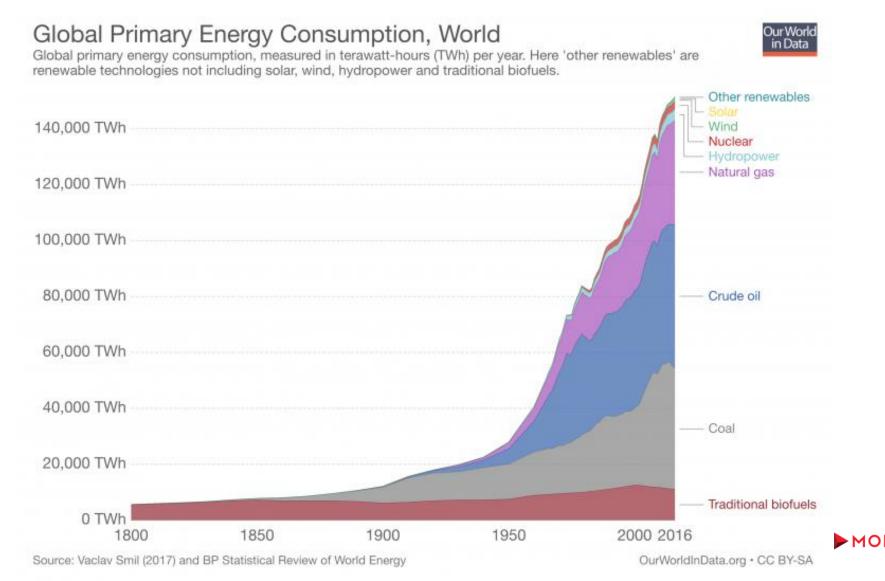
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WHERE DO WE STAND IN REALITY?



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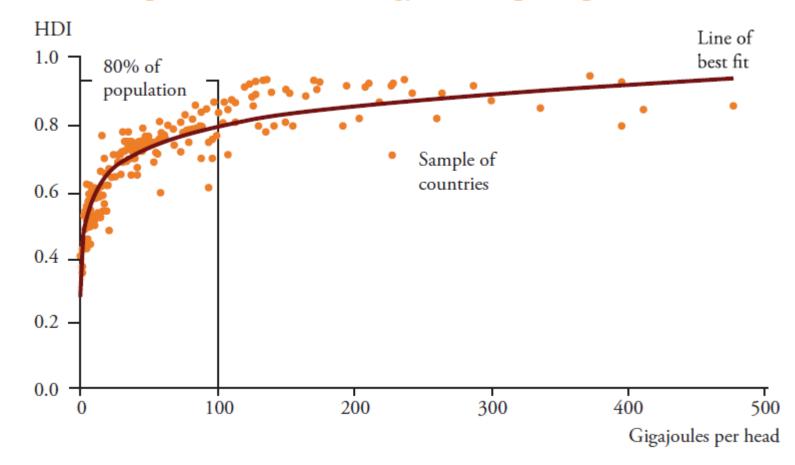
RELATIVE VS. ABSOLUTE FIGURES: FOSSIL FUEL CONSUMPTION MORE IMPORTANT THAN EVER



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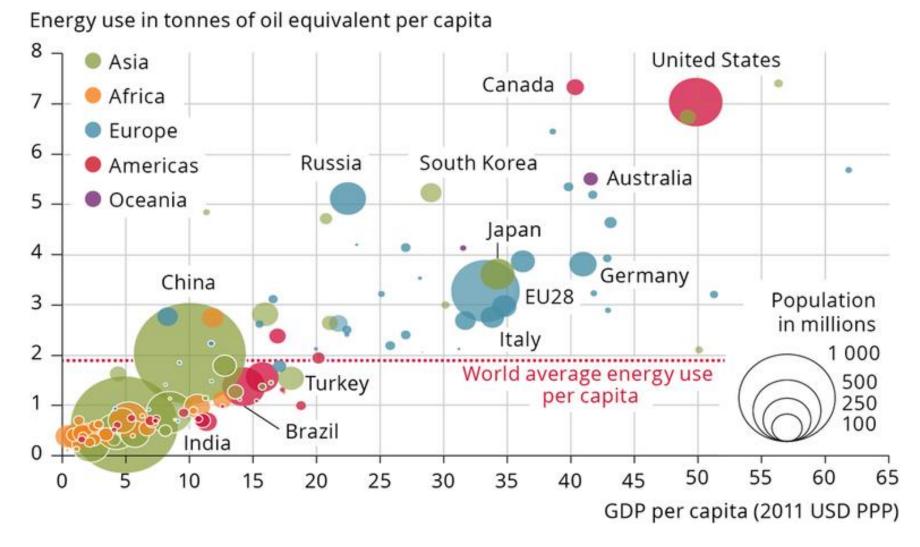
THE HIGHER THE HUMAN DEVELOPMENT INDEX, THE MORE ENERGY THE SOCIETY CONSUMES

Human development index and energy consumption per head, 2017





ECONOMIC GROWTH HAS MEANT HIGHER ENERGY CONSUMPTION IN THE PAST

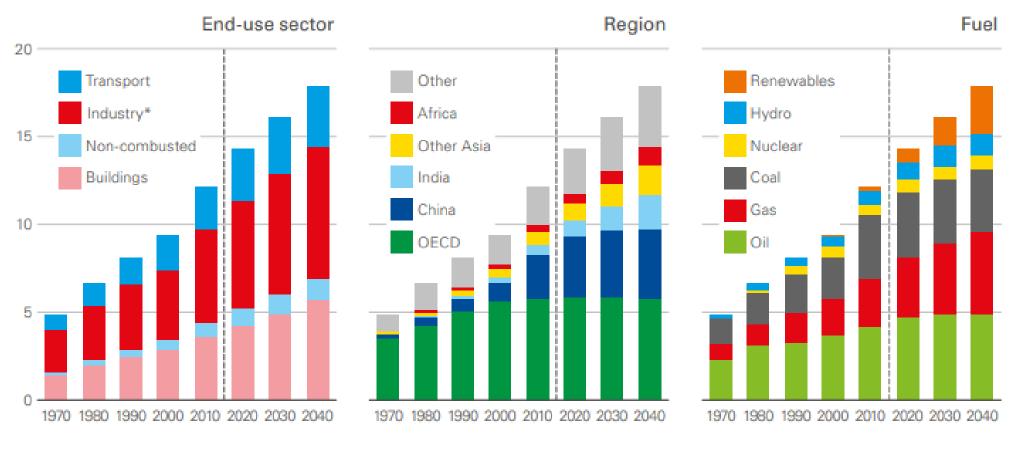


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PRE-COVID PROJECTIONS EXPECTED GLOBAL ENERGY DEMAND TO GROW, ALTHOUGH AT A SIGNIFICANTLY SLOWER RATE THAN IN THE LAST 20 YEARS

Primary energy demand

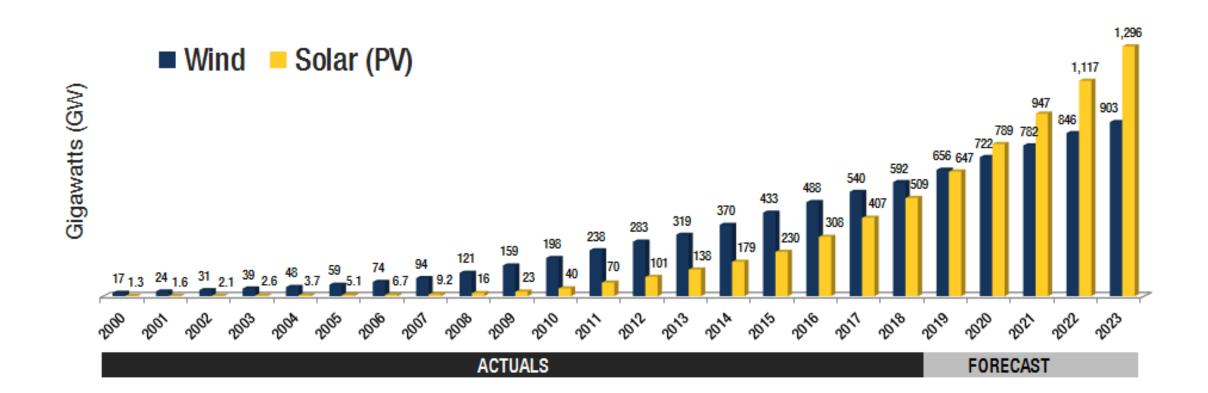
Billion toe



*Industry excludes non-combusted use of fuels

Source: BP Energy Outlook 2019 edition

GLOBAL WIND AND SOLAR CAPACITY IS ON A STEADY RISE

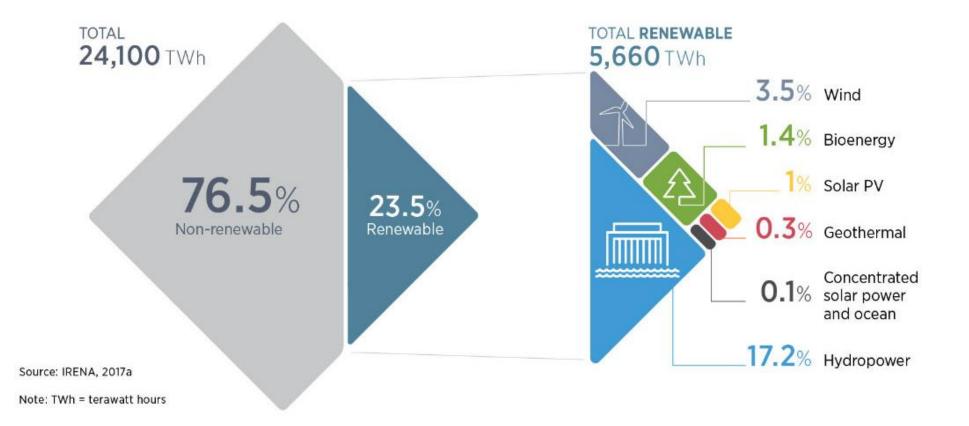


Source: <u>http://www.fi-powerweb.com/Renewable-Energy.html</u>

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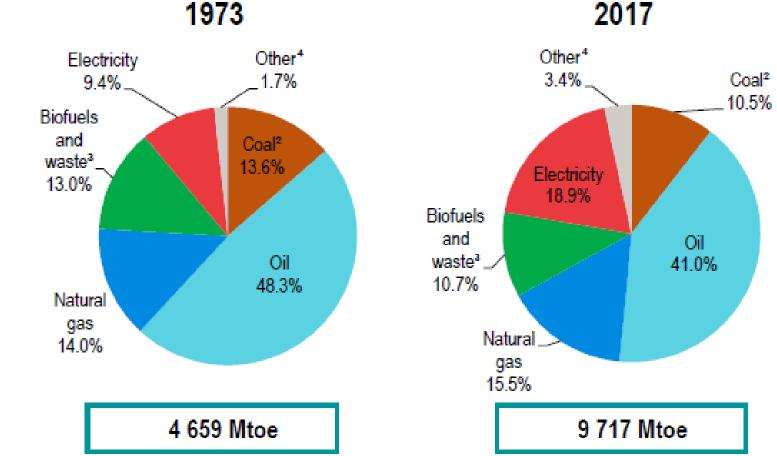
STILL WIND AND SOLAR CONTRIBUTION TO REPORTED RENEWABLE ENERGY REMAINS MINISCULE

Power generation mix (only part of the total energy!)



FURTHER SUBSTANTIAL ELECTRIFICATION IS NEEDED TO SUPPORT RENEWABLES

World total final consumption by source



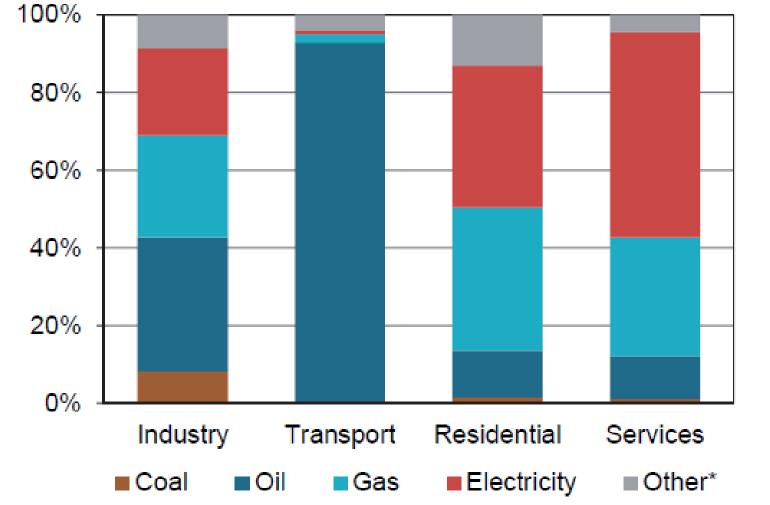
1973

Source: IEA (2019) Key World Energy Statistics

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WHY THE CURRENT ENERGY TRANSITION CAN BE DIFFERENT?

Total final consumption by sector (shares by energy source, 2014)



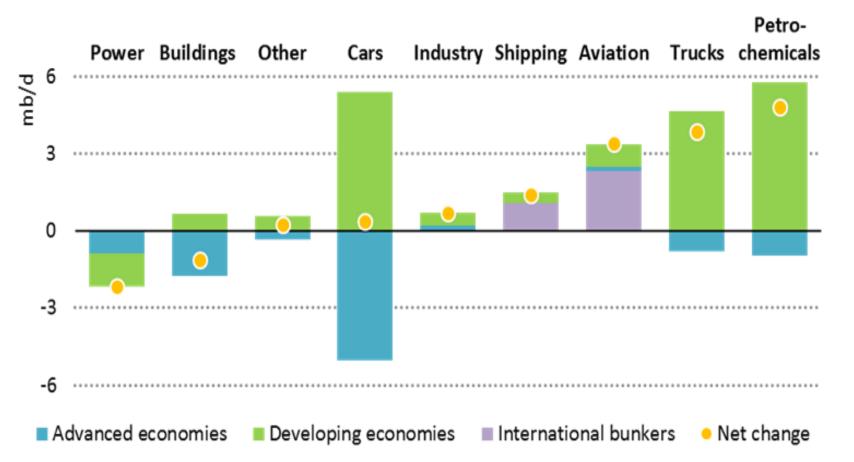
Source: IEA (2018) Key World Energy Statistics

PRE-COVID OIL MARKET FUNDAMENTALS



OIL WILL BE MORE AND MORE SUBSTITUTED

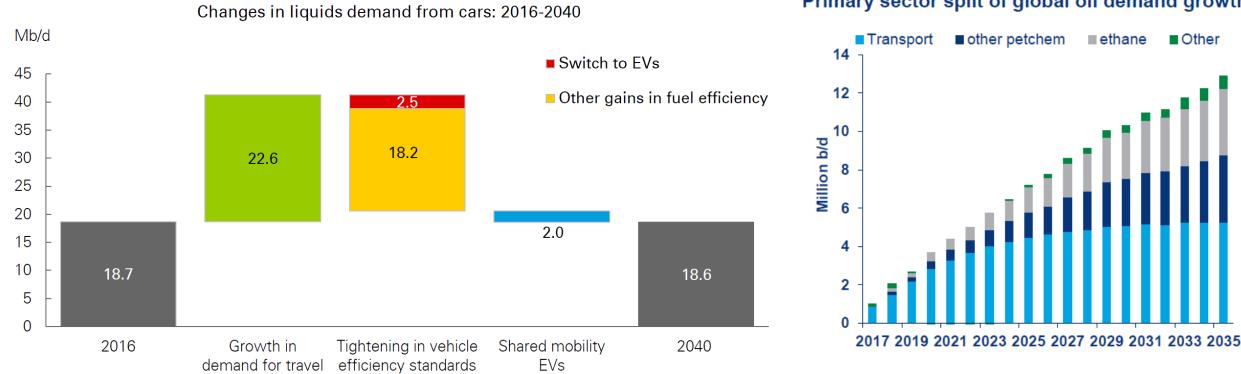
Change in oil demand (2017-2040)



Source: IEA (2018): World Energy Outlook, New Policies Scenario

FUEL DEMAND DISRUPTION AHEAD

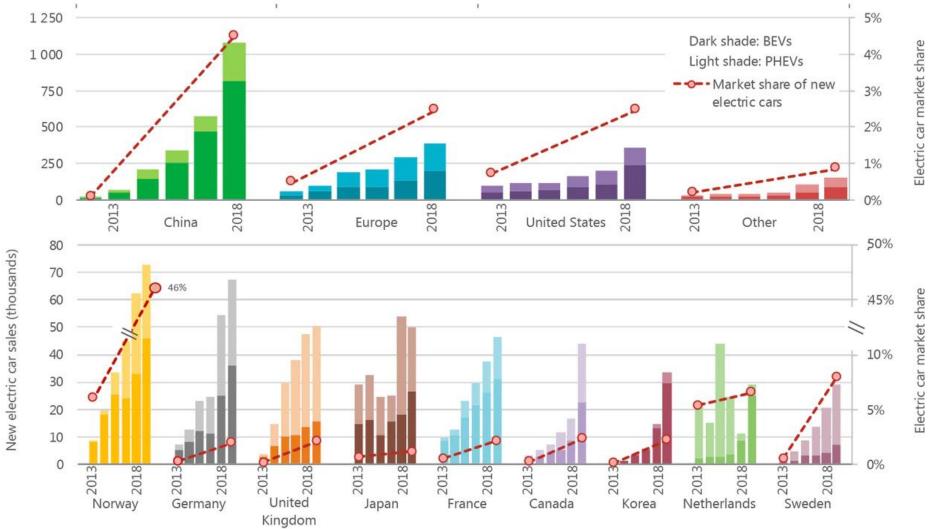
OIL DEMAND GROWTH TO SHIFT TO PETROCHEMICALS AWAY FROM MOTOR FUELS



Primary sector split of global oil demand growth

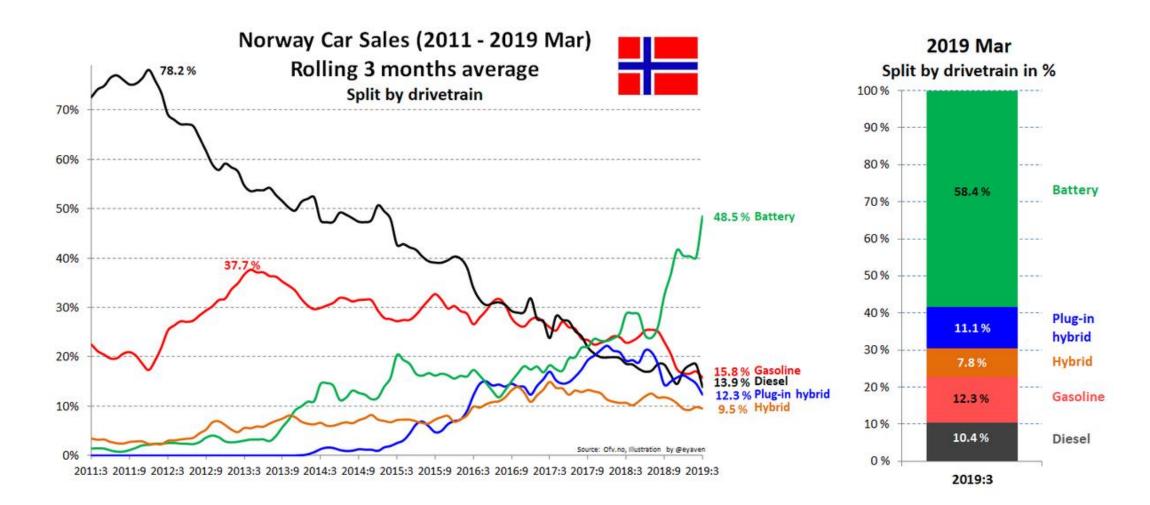
Source: BP Energy Outlook 2019 edition

CHINA HAS THE LARGEST NUMBER OF ELECTRIC CAR SALES WORLDWIDE, FOLLOWED BY EUROPE AND THE UNITED STATES



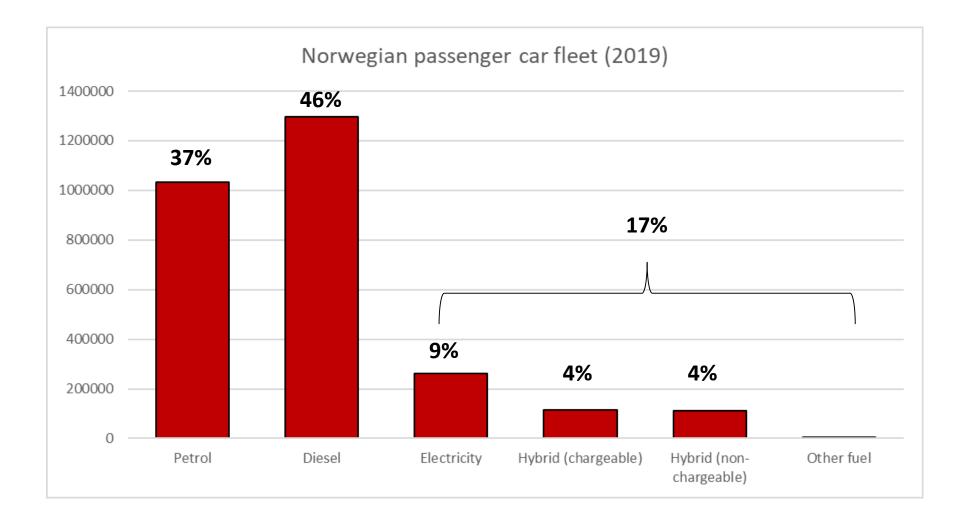
Source: IEA 2019 EV outlook

WHAT CAN WE LEARN FROM THE NORWEGIAN EXAMPLE

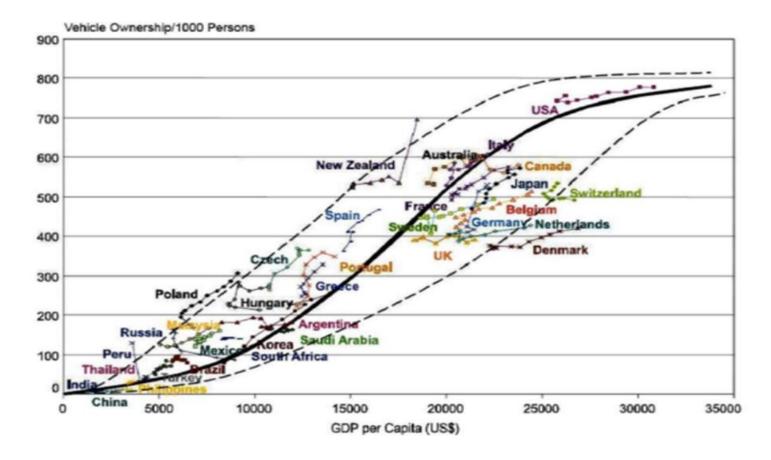


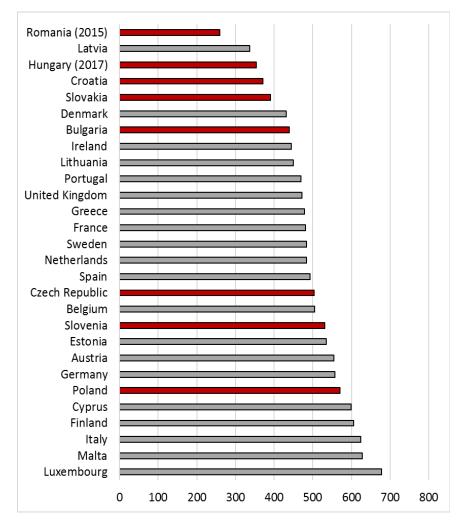
Source: https://twitter.com/eyaven/status/1112741359860043778

NEW SALES VS. FLEET: REPLACEMENT TAKES TIME



MOTORIZATION RATE IN DEVELOPING COUNTRIES WILL BE KEY





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Source: Goldemberg (2011)

CHINA: NUMBER OF CARS VS. SHARE IN SALES

Regional share of global annual EV sales

2015

2016

2017

Japan

100% 90% 80% 70% 60% 50% 40% 30% 20% 10% 0% 1H 2010 2011 2012 2013 2017 2014 2015 2016 2018 H1-18 H1-19 ■ Gasoline ■ EV ■ Others Diesel 2018

China car sales by fuel type

Source: Bloomberg NEF, Marklines

2013

2014

Europe —— North America —— China –

2012

Source: JATO

%

60%

50%

40%

30%

20%

10%

0%



WHILE THE DEMAND OUTLOOK WORSENED, NON-OPEC SUPPLY SURGED OVER THE LAST 3 YEARS

Projected non-OPEC liquid fuels production, annual expectations

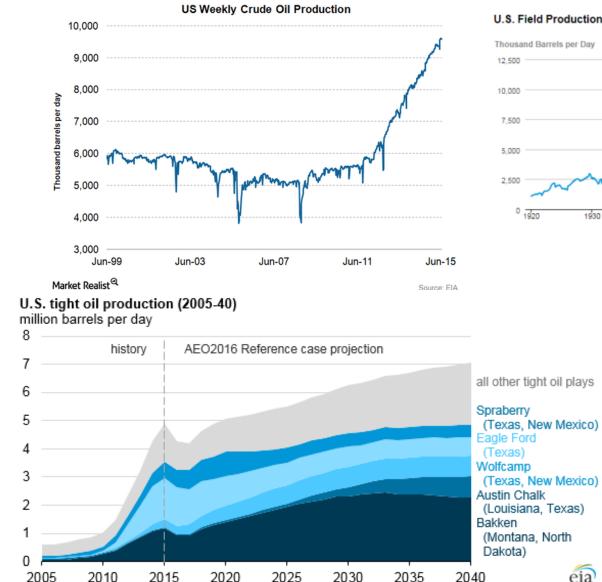
million barrels per day

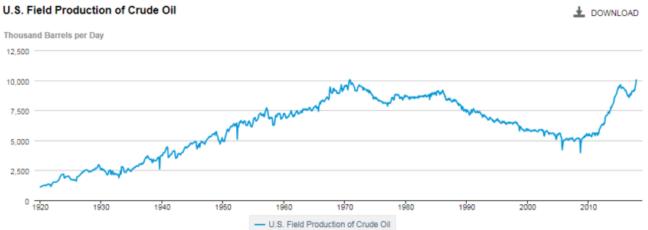
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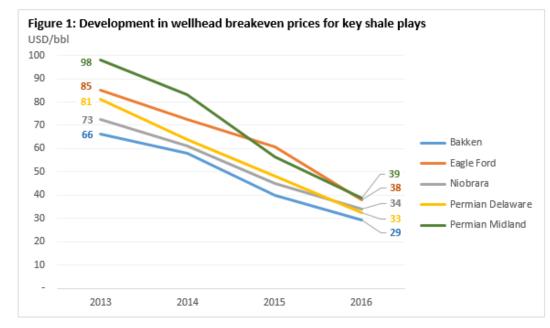




U.S. SHALE POTENTIAL HAS BEEN MASSIVELY UNDERESTIMATED





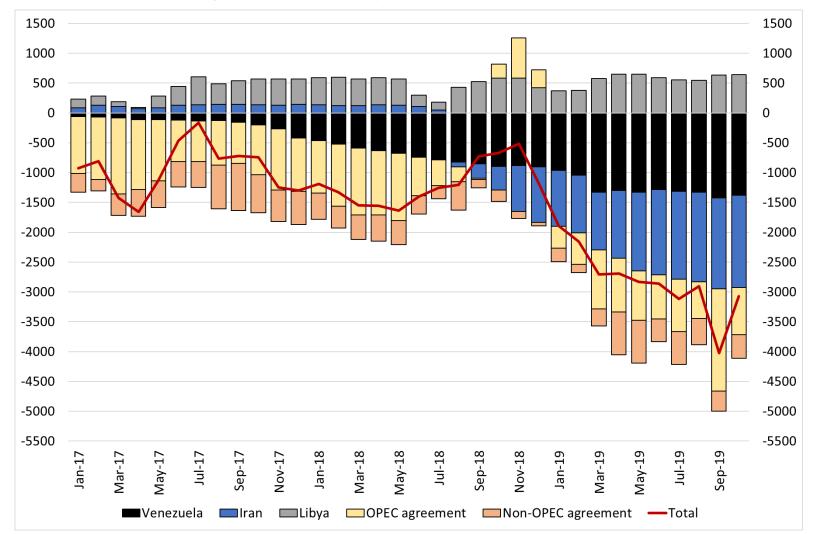


Source: Rystad Energy NASWellCube

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OPEC+ AGREEMENT BRINGS BACK SUPPLY MANAGEMENT

Cumulative change in OPEC+ production (kb/d, October 2016 = 0)

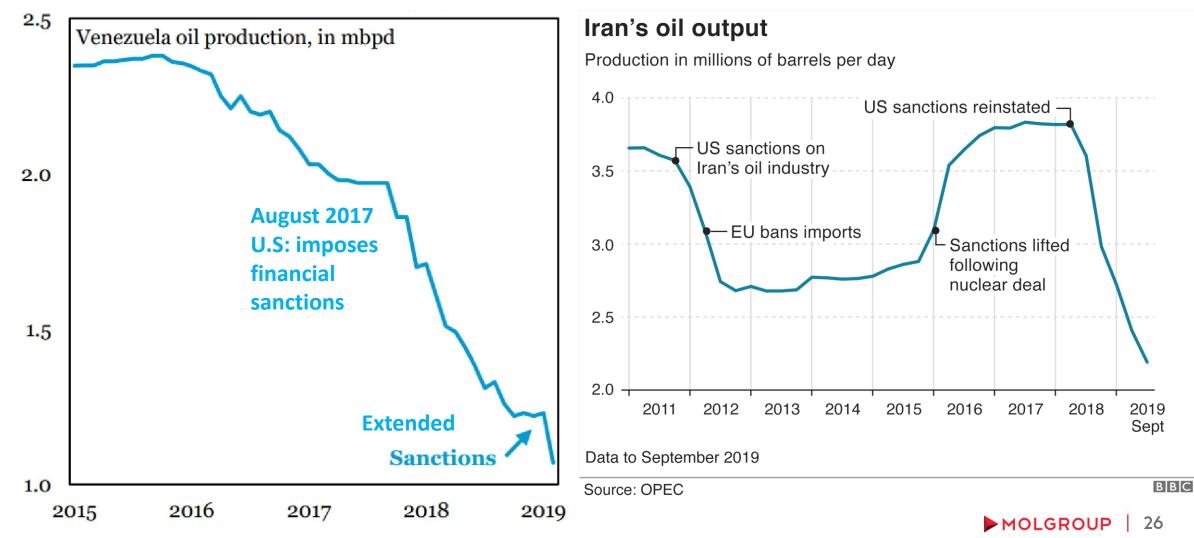


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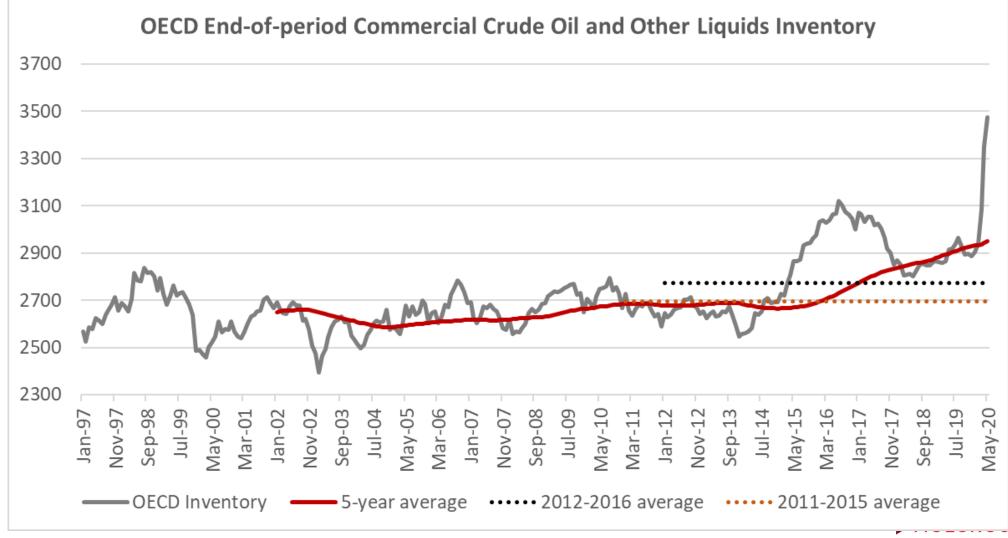
Source: OPEC Monthly Oil Reports, IEA Oil Market Report, own calculations

OIL PRICE COLLAPSE TOGETHER WITH U.S. SANCTIONS REDUCED GLOBAL SUPPLY IN KEY PRODUCER COUNTRIES



Source: OPEC Monthly Oil Reports

OVERSUPPLY ON OIL MARKET REMAINS AND IS EXAGGERATED BY COVID-19 LOCKDOWN MEASURES



Source: EIA, own calculations

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OIL MARKET AND COVID-19

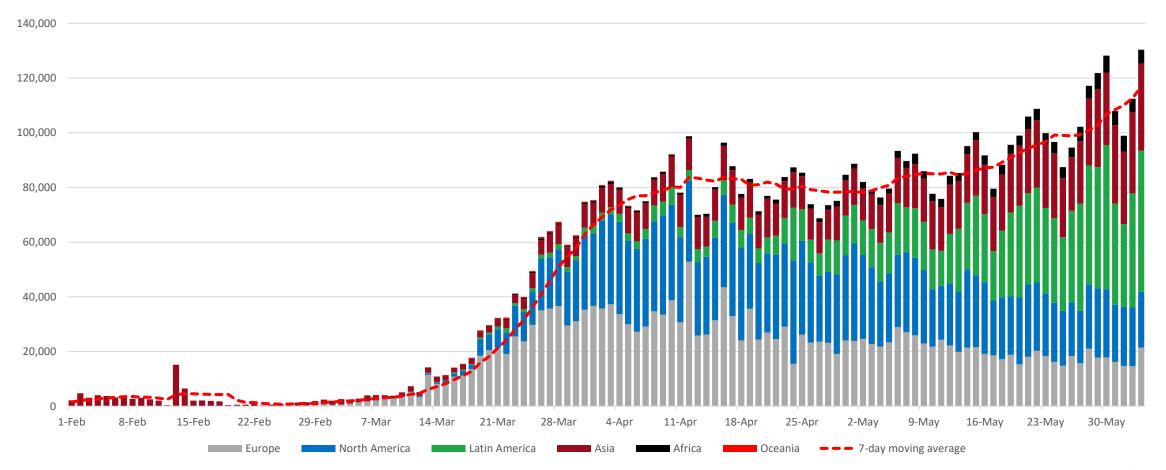


NO DECREASE IN SIGHT IN THE 7-DAY MOVING AVERAGE OF DAILY NEW CASES GLOBALLY

Data as of 3 June

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Distribution of COVID-19 new daily cases worldwide

Source: ECDC, own calculations

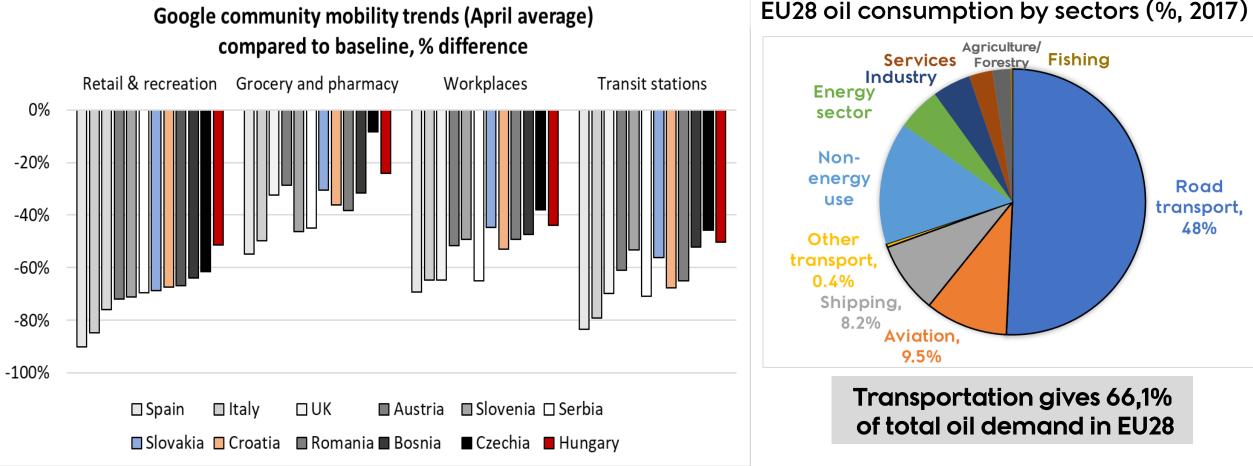
CORONAVIRUS CONTAINMENT MEASURES BECAME STRICTER OVER TIME MAGNITUDE AND THE SPEED OF ECONOMIC DAMAGE IS UNPRECEDENTED SINCE WORLD WARS

None

| | | | | | | | | | | | | | | | | | | | | None |
|---|---|-------------|--------|-------|-------|---------|--------|----------|--------|-----|------------------------|---------------|--------|--------|--------|-------|-------|-------------|-------|----------------------------------|
| | | | | | | | | | | | _ | S | | | | | | _ | | Limited measures |
| | | > | | | | | | | | | Lic | state | | | | | | ore | | Significant measures |
| | | - Jan | 8 | | _ | 5 | g | <u>.</u> | ≥ | | Α. | ba - | g | 8 | _ | | c 1 | ž | _ | Fully material measures |
| | | Germany | France | Italy | Spain | Belgium | Poland | Russia | Turkey | Lan | South Africa | United States | Canada | Mexico | Brazil | China | Japan | South Korea | India | |
| | School Closing | Ť | | _ | | | | | | _ | | | | 2 | | Ĭ | - ' | | - | Mainly social distancing |
| March 15 | Workplace Closing | | | | | | | | | | | | | | | | | | | Mainly social distancing |
| | Cancel public events | | | | | | | | | | | | | | | | | | | |
| | Restrictions on gatherings | | | | | | | | | | | | | | | | | | | Less restrictions for workplaces |
| | Close public transport | | | | | | | | | | | | | | | | | | | |
| | Stay at home requirements | | | | | | | | | | | | | | | | | | | |
| | Restrictions on internal movement | t | | | | | | | | | | | | | | | | | | |
| | International travel controls | | | | | | | | | | | | | | | | | | | |
| | School Closing | | | | | | | | | | | | | | | | | | | |
| April 15 | Workplace Closing | | | | | | | | | | | | | | | | | | | Global spread of measures |
| | Cancel public events | | | | | | | | | | | | | | | | | | | • |
| | Restrictions on gatherings | | | | | | | | | | | | | | | | | | | Widespread shutdowns and |
| | Close public transport | | | | | | | | | | | | | | | | | | | • |
| | Stay at home requirements | | | | | | | | | | | | | | | | | | | workplace closing |
| | Restrictions on internal movement | t | | | | | | | | | | | | | | | | | | |
| | International travel controls | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | | 1 |
| MAY 15 | School Closing | | | | | | | | | | | | - | | - | _ | | | | Workplace closing gradually |
| | Workplace Closing Cancel public events | | | | | | | | | | | | | | _ | | - | | | declining |
| | Restrictions on gatherings | | | | | | | | | - | | | | | - | | | | | <u>sie en mig</u> |
| | Close public transport | | | | | | | | | | | | | | | | + | | | China opening |
| | Stay at home requirements | | | | | | | | | | | | | | | | + | | | China Operning |
| | Restrictions on internal movement | t | | | | | | | | | | | | | | | | | | |
| | International travel controls | | | | | | | | | | | | | | | | | | | Europe and the U.S. gradually |
| Source: Cefic based on Oxford University data | | | | | | | | | | | loosening restrictions | | | | | | | | | |

LOCKDOWN MEASURES RESULTED IN UNPRECEDENTED REDUCTION IN MOBILITY

"MOBILITY LOSS" WAS THE SMALLEST IN HUNGARY AND THE CZECH REPUBLIC WITHIN THE CEE, BEING AROUND 60% OF THAT OF ITALY AND SPAIN

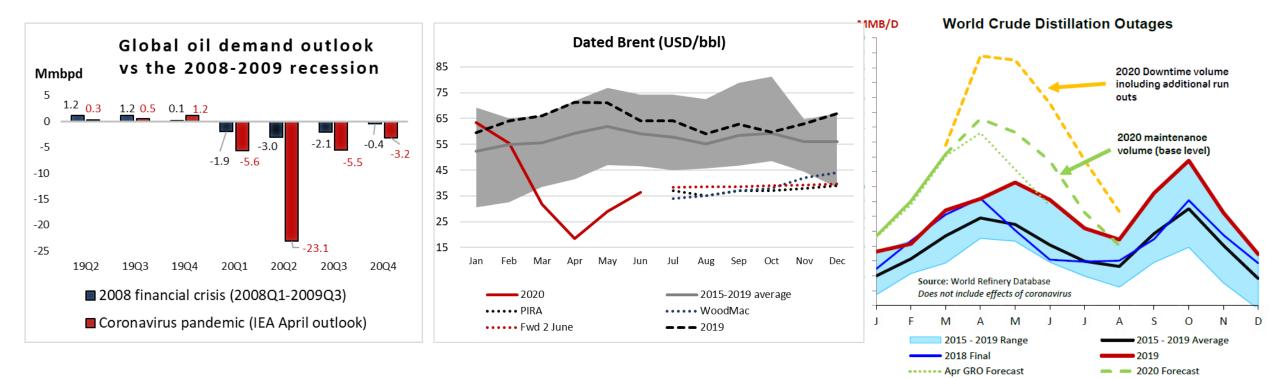


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Source: Google Community Mobility Reports. Note: the **baseline** is the median value during the 5-week period between Jan 3 and Feb 6, 2020.

BOTH THE MAGNITUDE AND THE SPEED OF THE OIL DEMAND DESTRUCTION ARE UNPARALLELED

OPEC+ CUTS AND FORCED FIELD CLOSURES ENOUGH TO COUNTERBALANCE REFINERY OUTAGES AND HALT CRUDE OVERSUPPLY GROWTH ALREADY IN THE SHORT TERM, BUT REFINED PRODUCT OVERSUPPLIES REMAIN

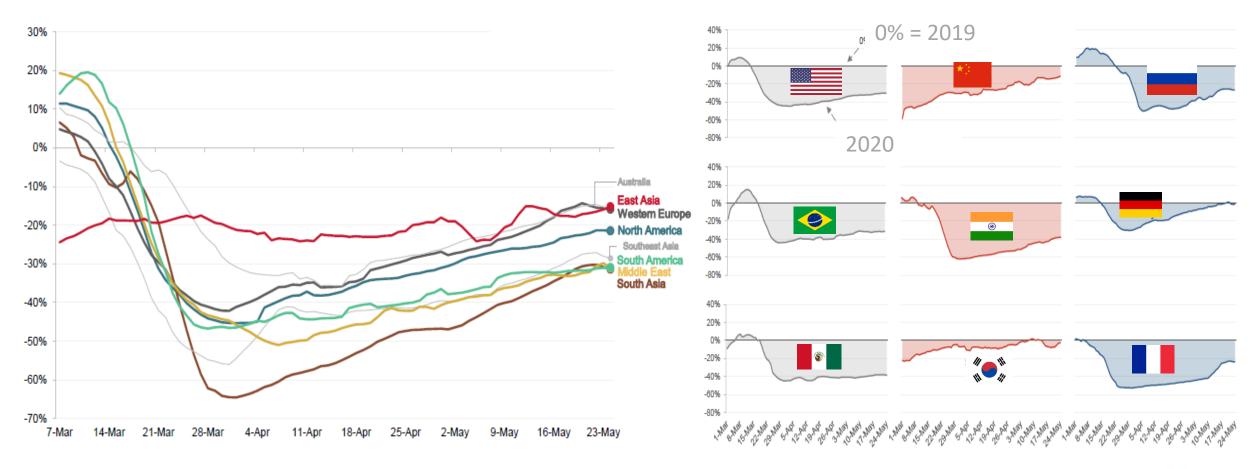


ROAD TRAFFIC GLOBALLY LOOKING TO RECOVER FROM THE BOTTOM IN APRIL

AVIATION AND SHIPPING DEMAND WILL REMAIN SUBDUED FOR LONGER

Road traffic reduction versus normal levels (Percentage difference from normal levels,

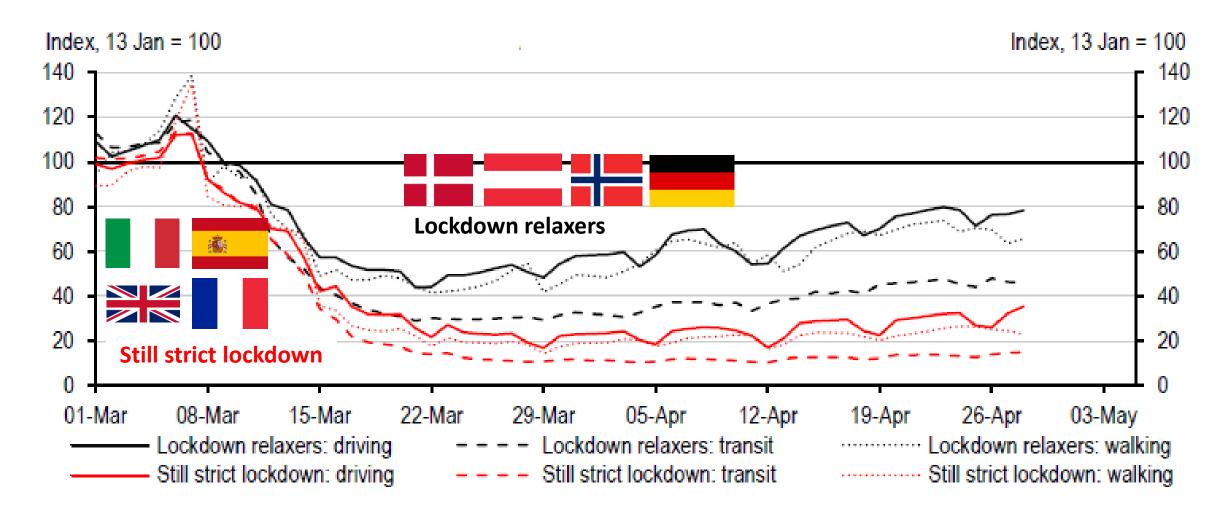
7-day moving average), 7 March to 24 May



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Source: TomTom Traffic Index, Rystad Energy

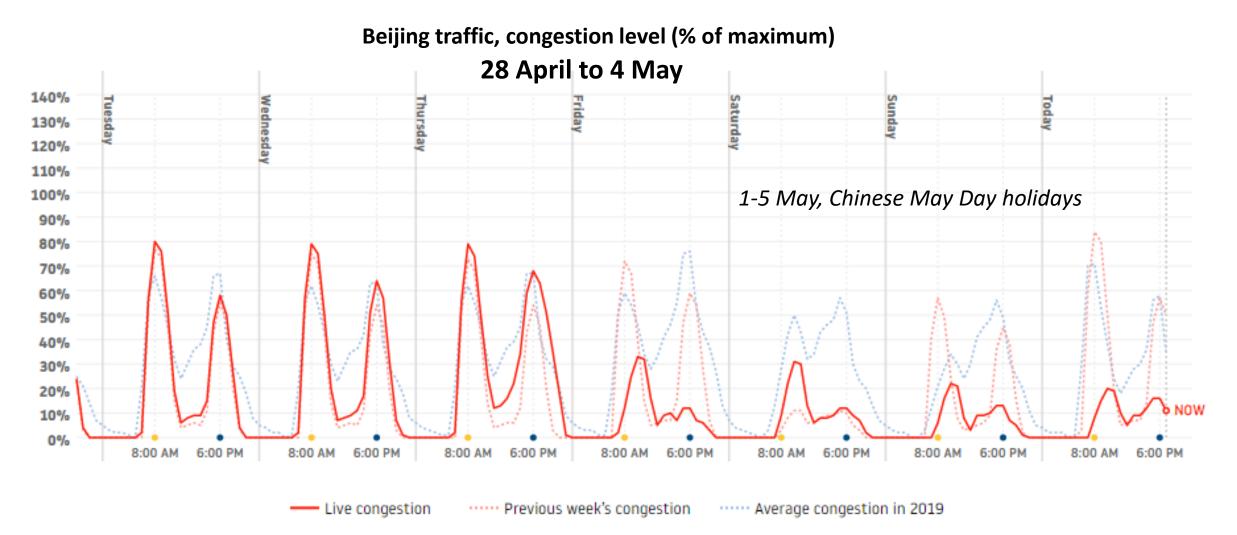
RECOVERY IN TRAFFIC IN SOME PARTS OF EUROPE SHOWS WHAT MAY COME ELSEWHERE



Source: Apple Mobility Trends. Note: 'Lockdown relaxers' are Denmark, Austria, Norway and Germany while 'Still strict lockdown'
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is UK, France, Italy and Spain. Transit is public transportation.

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RUSH-HOUR TRAFFIC IN BEIJING HAS RECOVERED TO PRE-CRISIS LEVELS, BUT REMAINS DEPRESSED ON WEEKENDS AND PUBLIC HOLIDAYS

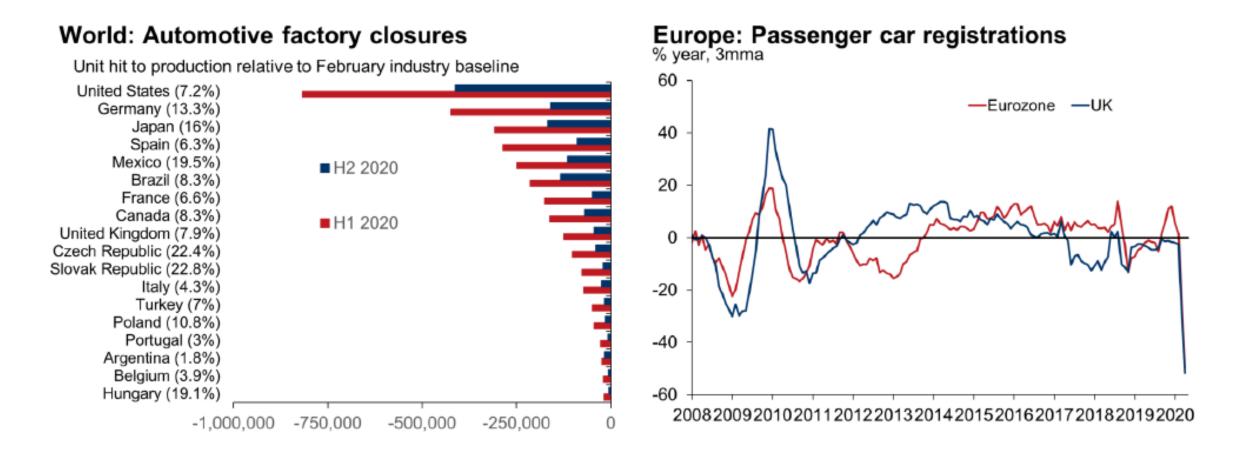


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Source: TomTom Traffic Index

AUTOMOTIVE COLLAPSE FEEDS THROUGH SUPPLY CHAINS

THE GLOBAL CAR INDUSTRY IS HEADED FOR A DEEPER RECESSION THAN IN THE AFTERMATH OF THE FINANCIAL CRISIS IN 2008, WITH A 30% DROP IN BOTH THE U.S. AND EUROPEAN MARKETS (MCKINSEY)

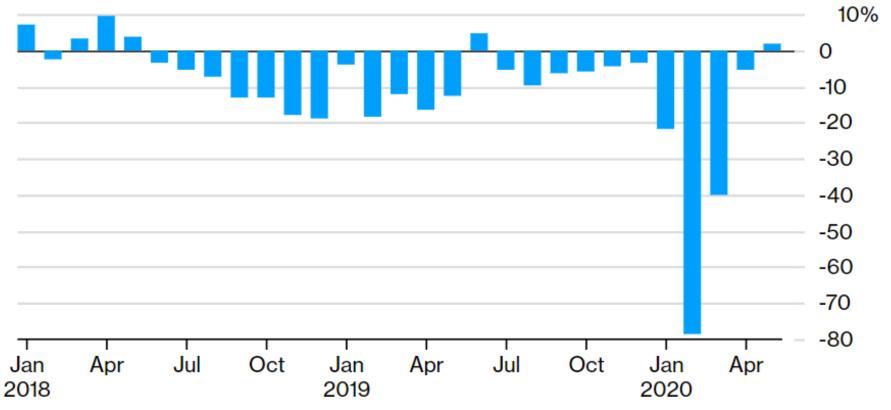


MOTORIZATION RATE TREND ASSUMED TO STAY IN DEVELOPING COUNTRIES

CAR PURCHASES POSTPONED NOT CANCELLED, WITH SCRAPPAGE PROGRAMS TARGETTING TYPICALLY ELECTRIC VEHICLES IN EU

China car sales rebounded for the first time in almost a year in May

Year-on-year change in China passenger vehicle sales

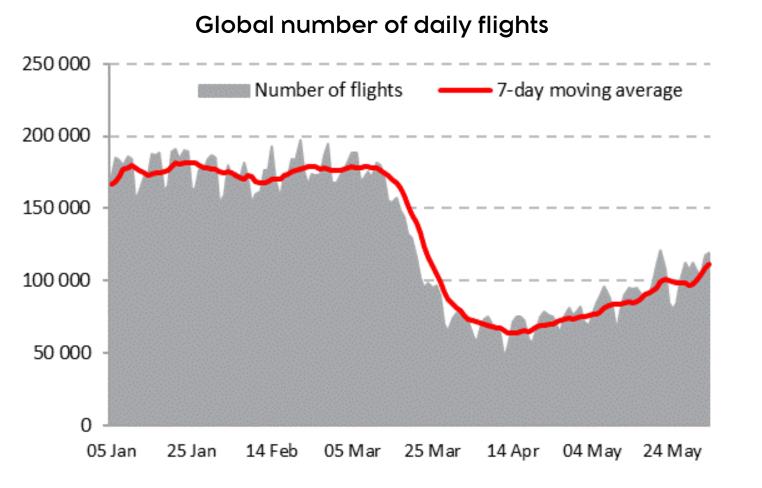


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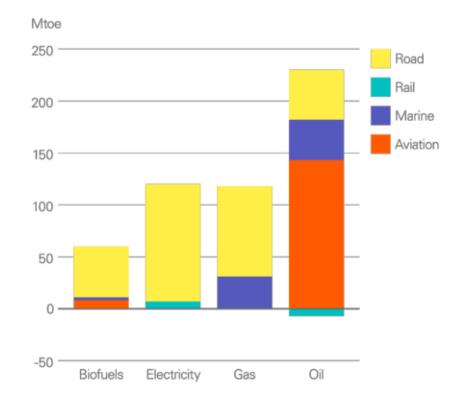
Source: Bloomberg

AVIATION SLOWLY PICKING UP FROM "CARGO ONLY" MODE

RECENT SURVEY SAYS 86% OF PEOPLE WOULD DELAY AIR TRAVEL EVEN AFTER CORONAVIRUS WAS DETERMINED TO BE CONTAINED ON A WIDE SCALE.



Final energy consumption in transport: growth by fuel and mode, 2017-2040



Source: Flightradar24, BP 2019 energy outlook

THE LOW PRICE ENVIRONMENT UNDERMINES THE APPETITE FOR NEW INVESTMENT

U.S. DRILLERS HAVE DROPPED NEARLY TWO-THIRDS OF RIGS IN 2020, U.S. PRODUCTION BY MAY 20 HAD DROPPED ALMOST 20%, OR 2.3M BARRELS A DAY

Global E&P Investments (in bn USD) expected to fall more than 25% this year

CAGR Supply Segment 2020/ 1.000 2019 2019-2023 Group -12 % -1.6 % Offshore deepwater Offshore shelf -16 % -3.3 % -42 % -2.4 % sands 800 -48 % -2.6 % 26% ale/Tight oil -21 % -1.0 % Other Onshore 600 400 200 2015 2016 2014 2017 2018 2019 2020 2021 2022 2023

Each year U.S. shale needs new drilling to replace fast-declining old production



