J.P.Morgan CAZENOVE

Global Energy: 2019 Oil Macro Outlook

Negative risk/reward on oil led by Shale, Big Oil and OPEC+; LT oil price unchanged \$60/bbl (WTI: \$53/bbl)

Mid-term fundamentals subdued as global oil cost curve continues to weigh; future market tightening to prove transient not structural

We publish the oil market excerpt from our recent EU Oils Outlook 2019 report. We continue to believe that any short-term tightness in the oil market will prove transient, with the 'call on offshore' moving further into surplus to 0.5mb/d in 2019, rising to 1.4mb/d in 2020. Against a muted backdrop for demand, we expect oil prices to be capped around \$60/bbl owing to supply risks stemming from: 1) US Shale, 2) Non-OPEC, non-US productivity gains, and 3) OPEC (+). Taken together with our analysis of project breakevens we retain our relatively cautious Global Oil Equities view on LT Brent at \$60/bbl from 2021 (WTI \$53/bbl) with risks evenly balanced in 2019 (risk premium for fiscal slippage, geopolitics and demand led tightening => \$70/bbl; lower breakevens, weak demand and over supply => \$50/bbl). Key risks to our view: 1) deeper than expected OPEC cuts in 2019 and non-renewal of waivers on Iranian production; 2) stronger than expected demand growth; 3) higher decline rates and non-OPEC supply contraction at an accelerating rate over the balance of the decade, as the lack of investment in recent years is converted into a meaningful fall in new field additions.

Supply Risk 1: OPEC+ fiscal breakevens have fallen to \$50-70/bbl; better placed to move into 'offense' on oil policy and market share. While we expect OPEC to renew its production framework in 2019, we expect a 'weak deal'. A return to 100% compliance would imply a net cut of 830kb/d back to 32.5mb/d (from peak production of 33.3mb/d in October). This would not only fall short of expectations (we believe consensus is looking for 1-1.2mb/d cut) but it would ultimately prove to be short-lived. Moreover, we do not expect Russia to reduce output meaningfully. A higher pain threshold to withstand lower oil prices drives a greater propensity for OPEC to justify increased volumes. We forecast OPEC to grow production by a net 700kb/d from an average 32.9mb/d in 2018 to 33.6mb/d in 2019. Within that we forecast KSA to grow production to 11mb/d in 2019 and 11.5mb/d in 2020.

We reiterate our <u>long-held belief</u> that Saudi's long-term oil policy will be to target increased market share of global oil demand growth and remain focused on rising eastward consumption mainly from China and India. Sanctions on Iranian production and pressure from the US to ensure markets are not under-supplied for an extended period of time will mean that Saudi will seek to fill any supply/demand deficit arising from a shortfall in Iranian output. Taking into account the commencement of US

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sanctions (4th November), we model Iranian production reducing by ~400kbd (from 3.8mb/d to 3.4mb/d from 2018e to 2020E) which is in line with our Manaar call feedback report in June. Total Iran oil exports are trending at c.2.5mb/d, with China and India its key customers.

Supply Risk 2: US Shale (JPMe +0.8mb/d in 2019/18; +1.1mb/d in 2020/19) will continue to be a relentless source of supply growth as production continues to increase. The long-term outlook remains strong, supported by production from new sites. Meanwhile, the European and US super majors have 'moved in' to the Permian and will seek to scale up production meaningfully. They are utilizing their balance sheets, technology and infrastructure to accelerate drilling and clear the pipeline bottlenecks that have led to fears — as yet unrealized — of restrained production growth in the short term.

Supply Risk 3: Non-OPEC, non-US productivity gains (JPMe: 0.9mb/d in 2018-20). We note the latest correction in oil prices will act as a timely reminder to international oil companies that they need to stay disciplined on capital expenditure and strive for greater bang for each barrel they possess which includes mitigating acceleration in decline dates. Big Data, artificial intelligence and other new technologies are allowing the international oil companies to produce more, for less. In our <u>Breakeven Championship</u> report we show that 50% of global reserves now deliver a 15% IRR at \$50/bbl or below. Regions where the upper end of the project breakeven range exceeds \$70/bbl make up just 10% of global reserves

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JPM Global Oil Equities forecast (a-b)

JPM Global Oil Equities vs. Commodities

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Key Charts

Figure 1: Global Oil Equities oil and gas price forecasts

Brent, \$/bbl	4Q18e	2018e	2019e	2020e	2021+ LT
JPM Commodities forecast *	72.9	72.9	72.6	63.7	-
Forward curve **	71.0	71.0	66.5	65.9	-
JPM Global Oil Equities forecast (a)	71.0	71.0	65.0	65.0	60.0
JPM Global Oil Equities vs. Commodities	-3%	-3%	-10%	2%	-
WTI, \$/bbl	4Q18e	2018e	2019e	2020e	2021+ LT
JPM Commodities forecast *	63.4	63.4	66.4	58.3	-
Forward curve **	62.0	62.0	57.0	57.8	-
Forward based Brent-WTI spread (b)	9.0	9.0	9.6	8.1	-

Henry Hub, \$/mmbtu	4Q18e	2018e	2019e	2020e 20	21+ LT
JPM Commodities forecast *	3.0	3.0	3.0	-	-
Forward curve **	3.7	3.7	3.0	2.7	-
JPM Global Oil Equities forecast	3.7	3.7	3.0	2.8	3.0
JPM Global Oil Equities vs. Commodities	23%	23%	0%		-

62.0

Figure 2: US Shale oil and gas production forecast through 2020E

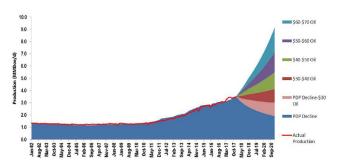


Figure 4: IOCs' dividend cash neutrality settles towards \$50/bbl in 2020E from mid-\$50s in 2018

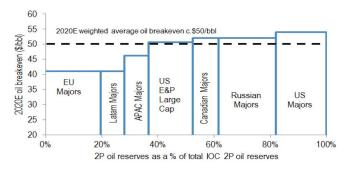


Table 1: JPM Global Oil Equities view: oil market not as tight as consensus would suggest –further into surplus by 2019

	2018E	2019E	2020E
Global Oil Demand	99.3	100.4	101.3
Total product demand	98.8	99.9	100.8
sub-total OPEC supply	42.4	43.1	43.6
US Crude and other	15.3	16.1	17.2
Non-OPEC Non-US Crude and other	42.1	42.6	42.8
Total Oil Supply	99.8	101.8	103.6
Oil Supply Growth	3.0	2.0	1.8
US Shale annual growth	1.6	0.8	1.1
Non-OPEC field decline (5%)	-1.9	-2.5	-2.5
Call on International	-0.6	-0.3	-1.5
Russian Growth	0.1	0.2	-0.1
Call on Offshore**	-0.7	-0.5	-1.4

Figure 3: Industrial project breakeven ranges by region; Projects from regions that account for some 50% of global liquids 2P reserves now deliver a 15% IRR around \$50/bbl or below

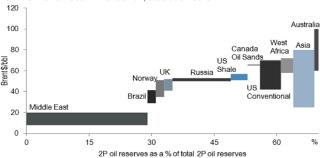


Figure 5: OPEC(+Russia) members' budget breakevens converge to low \$50s in 2020E = higher propensity to grow volumes; + additional barrels from Shale and Big Oil drives negative risk/reward for oil

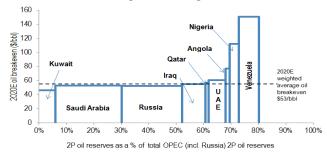


Table 2: Production outlook for select OPEC countries and Russia, Brazil (mb/d) / OPEC + Russia, Brazil production in 2018: 43.7mb/d rising to 45.4mb/d in 2020 (+1.7mb/d net of declines from Iran, Venezuela and Angola)

Country	Kboe/d	2018E	2019E	2020E
	Total capacity	1,650	1,600	1,560
Angola	Production	1,647	1,600	1,560
	Spare capacity	3	-	-
Brazil	Production	2,700	3,000	3,400
	Spare capacity	-	-	-
	Total capacity	3,951	4,054	4,158
Iran	Production	3,841	3,641	3,441
	Spare capacity	110	413	717
	Total capacity	4,860	4,960	5,007
Iraq	Production	4,660	4,750	4,870
	Spare capacity	200	210	137
	Total capacity	3,179	3,116	3,063
Kuwait	Production	2,760	2,850	2,900
	Spare capacity	419	266	163

Country	Kboe/d	2018E	2019E	2020E
Country				
	Total capacity	1,790	1,820	1,830
Nigeria Nigeria	Production	1,749	1,790	1,810
	Spare capacity	41	30	20
Russia	Production	11,500	11,700	11,600
	Spare capacity	150	-	-
	Total capacity	12,305	12,123	12,471
Saudi Arabia	Production	10,500	11,000	11,500
	Spare capacity	1,805	1,123	971
	Total capacity	3,230	3,290	3,350
UAE	Production	2,960	3,000	3,100
	Spare capacity	270	290	250
	Total capacity	1,426	1,380	1,216
Venezuela	Production	1,426	1,380	1,216
	Spare capacity	-		-

Source: Company data, J.P. Morgan estimates, Wood Mackenzie, Upside to target prices calculated at COB 26th November

We reiterate our long held view that oil prices will continue to remain "lower, for longer."
Disruptive US shale, Big Oil efficiency drives, and higher OPEC production have fundamentally altered the industry, shifting the price outlook structurally lower; hence, we believe any short-term tightness will prove transient, not structural...

...the analysis in our <u>breakeven</u> '<u>championship'</u> report suggests that the marginal price of oil will be determined by basins/regions possessing the most competitive oil extraction and social/fiscal cost, with sufficient spare capacity to produce over multiple years.

Combining the most recent J.P. Morgan Commodities view on demand with our global supply outlook we demonstrate that the oil market is not as tight as consensus would suggest, with the 'call on offshore' moving further into surplus in 2019.

If we assume a decline rate for non-OPEC of 4% instead of 5% then our 'call on offshore' rises to 1.9mb/d from 1.4mb/d of surplus in 2020.

Mid-term fundamentals subdued as global oil cost curve continues to weigh; future market tightening transient not structural

We reiterate our long held view that oil prices will remain "lower, for longer." Disruptive US shale, Big Oil efficiency drives, and higher OPEC production have fundamentally altered the industry, shifting the price outlook structurally lower. We believe any short-term tightness will prove transient, not structural. Figure 6 below shows our global oil equities oil & gas price forecasts and comparatives to J.P. Morgan Commodities' team's price deck.

Figure 6: Global Oil Equities oil and gas price forecasts

Figure 6: Global Oil Equities oil	aı	iu yas	price ic	necasi	5					
Brent, \$/bbl		2017a	1Q18a	2Q18a	3Q18a	4Q18e _	2018e	2019e	2020e 2	2021+ LT
JPM Commodities forecast *		54.8	67.2	74.9	75.2	72.9	72.6	72.6	63.7	-
Forward curve **	•	54.8	67.2	74.9	75.2	71.0	72.1	66.5	65.9	-
JPM Global Oil Equities forecast (a)		54.8	67.2	74.9	75.2	71.0	72.1	65.0	65.0	60.0
JPM Global Oil Equities vs. Commodities		-	-	-	-	-3%	-1%	-10%	2%	-
WTI, \$/bbl		2017a	1Q18a	2Q18a	3Q18a	4Q18e	2018e	2019e	2020e 2	2021+ LT
JPM Commodities forecast *	_	50.9	62.8	67.9	69.2	63.4	65.8	66.4	58.3	-
Forward curve **	•	50.9	62.8	67.9	69.2	62.0	65.5	57.0	57.8	-
Forward based Brent-WTI spread (b)		3.8	4.4	7.0	6.0	9.0	6.6	9.6	8.1	-
JPM Global Oil Equities forecast (a-b)		50.9	62.8	67.9	69.2	62.0	65.5	55.5	56.9	53.0
JPM Global Oil Equities vs. Commodities		-	-	-	-	-2%	-1%	-17%	-2%	-
Henry Hub, \$/mmbtu		2017a	1Q18a	2Q18a	3Q18a	4Q18e	2018e	2019e	2020e 2	2021+ LT
JPM Commodities forecast *		3.1	2.9	2.8	2.9	3.0	2.9	3.0	-	-
Forward curve **		3.1	2.9	2.8	2.9	3.7	3.1	3.0	2.7	-
JPM Global Oil Equities forecast		3.1	2.9	2.8	2.9	3.7	3.1	3.0	2.8	3.0
JPM Global Oil Equities vs. Commodities		-	-	-	-	23%	6%	0%	-	-

Source: J.P. Morgan estimates. 4Q18 JPM oil equity forecasts based on QTD actuals + spot to y/e. * JPM Commodities oil price forecasts extend to end 2019. ** Forward curve prices as at 14 November. Basis - T+3 fwd. curve to end 2020; fundamental JPM oil equities price assumption from 2021

Table 3: JPM Global Oil Equities view: oil market not as tight as consensus would suggest – further into surplus by 2019

	2018E	2019E	2020E
Global Oil Demand	99.3	100.4	101.3
Total product demand	98.8	99.9	100.8
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US Shale annual growth	1.6	0.8	1.1
Non-OPEC field decline (5%)	-2.4	-2.5	-2.5
Call on International	-0.1	-0.3	-1.5
Russian Growth	0.1	0.2	-0.1
Call on Offshore**	-0.2	-0.5	-1.4

Source: J.P. Morgan Commodities estimates. * US Non-shale is estimated to remain flat 2018-2020. **Note, the call on offshore is the balance required by non OPEC, non-US Shale to fill the supply-demand deficit. A negative number indicates a surplus, whilst a positive number indicates a deficit. Note: Non-OPEC, Non-US Production Cumulative Growth 18-20 of 0.9mb/d.

Demand: forecasts reflecting weakness in EM currencies, rising trade uncertainties, and revisions to Chinese data

As published in our key conference takeaways note, a significant theme discussed at our recent Global Oils conference in London by our expert panellists was that the oil demand outlook looks more pessimistic (e.g. the IEA recently reduced growth forecasts for 2018 and 2019 by 110 kb/d to 1.3 mb/d and 1.4 mb/d, respectively). This is reportedly due to a weaker economic outlook, trade concerns, higher oil prices and a revision to Chinese data.

Table 4: Global Oil Demand (mb/d) - JPMe: +1.0mb/d in 2018, +1.1mb/d in 2019

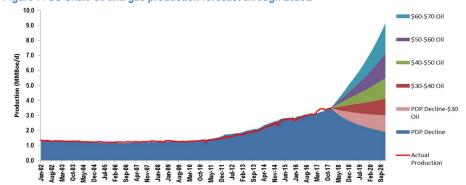
	2018E	2019E	2020E
North America	25.3	25.6	25.6
Latin America	6.8	6.8	6.8
Europe	14.9	15	15
FSU	4.8	4.9	4.9
Middle East	8.2	8.3	8.4
Africa	4.1	4.1	4.2
Asia Pacific	34.7	35.2	35.8
Total Products Demand	98.8	99.9	100.8
o/w OECD	47.9	48.1	48.3
o/w Non-OECD	50.9	51.8	52.5
Other demand	0.5	0.5	0.5
World oil demand	99.3	100.4	101.3

Source: J.P. Morgan commodities estimates.

Supply Risk 1 - US Shale: Permian production continues to rise, LT outlook remains strong, with Big Oil 'moving in'

US crude production growth has reaccelerated coming out of the 2015/16 oil pricedriven downturn, with 2018 shale production growth of ~1.6mmbpd. Shale growth has been driven predominantly by the Permian, which we show growing by >800kbd y/y in 2018E. Given the recent step-up in production and limited rail and truck takeaway potential, we estimate growth slowing to <550kbd y/y in 2019 until new pipeline capacity takes effect. However, while the Permian faces near-term constraints; significant pipeline capacity is set to come online in 2020, which should allow total US production growth to reaccelerate. On aggregate, we model total US shale growth in 2018 (including Permian) at 1.6mb/d, declining in 2019 to 0.8mb/d, before regaining momentum to grow at 1.1mb/d in 2020.

Figure 7: US Shale oil and gas production forecast through 2020E



Source: J.P. Morgan US E&P Research.

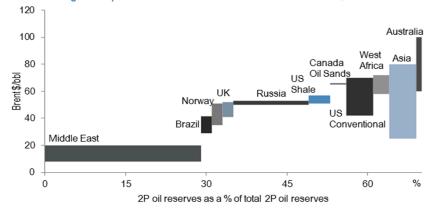
A significant 20-25% of global reserves appear to have clustered around a \$50/bbl breakeven. This includes US Shale (full-cycle) and Russia. The upper end of the curve is dominated by Canadian Oil Sands, deep-water West Africa and parts of Asia

Supply Risk 2 - Non-OPEC, non-US productivity gains: efficiency enhancing technologies such as Big Data and A.I. are allowing Big Oil to produce more, for less

Upstream project breakevens: 50% of global reserves now deliver a 15% IRR at \$50/bbl or below. Regions where the upper end of the project breakeven range exceeds \$70/bbl make up just 10% of global reserves. In Figure 8, we have displayed breakevens by region.

- 1. **Middle East** nearly 30% of reserves come at a 15% IRR breakeven of \$20/bbl or below (from an NOC perspective)
- 2. **Non-OPEC offshore** pre-salt Brazil and Norway's premier deep-water developments stand out as best-in-class. Breakevens of \$29-51/bbl are superior to other offshore hubs like West Africa (\$58-72/bbl) and exhibit a positive risk/reward (standardization in Norway; 'learning effect' synergies in Brazil.

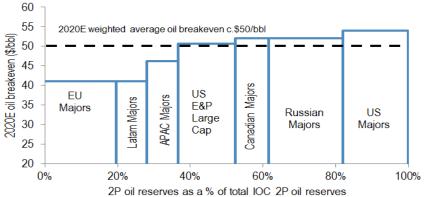
Figure 8: Industrial project breakeven ranges by region; Projects from regions that account for some 50% of global liquids 2P reserves now deliver a 15% IRR around \$50/bbl or below



Source: J.P. Morgan estimates, Company data, Wood Mackenzie

Corporate cash breakevens in Europe, North America, Asia Pac, LatAm and Russia converge to circa \$50/bbl by 2020 (global range: \$41-54/bbl). European and LatAm Big Oils lead the group at ~\$40/bbl while US Majors are generally > \$50/bbl.

Figure 9: IOCs' dividend cash neutrality settles towards \$50/bbl in 2020E from mid-\$50s in 2018



Source: J.P. Morgan estimates, Wood Mackenzie. US E&P Large Cap breakevens restated to Brent

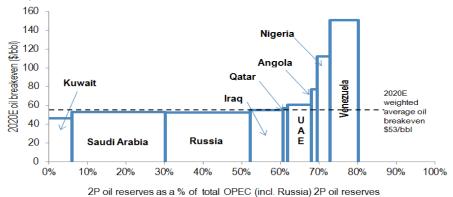
The latest oil rout will serve as a stark reminder to GCC countries to stay the course on fiscal consolidation or risk economic failure in a volatile oil market. If they succeed, a positive corollary is that OPEC countries will invest the excess cash windfall into incremental oil capacity and long-term economic diversification away from oil.

Supply Risk 3 - OPEC (+) Fiscal breakevens of \$50-70/bbl mean they are better placed to move into 'offense' on oil policy and market share...

The fiscal oil breakevens of the largest oil producing countries sit below the forward curve over the medium term leaving a 'windfall' of cash to diversify quicker and invest in higher oil capacity. The average fiscal oil breakeven of OPEC (incl. GCC) and Russia declining to \$53/bbl in 2020 underpinned by significant non-oil revenue mobilization through new taxes such as VAT and subsidies removal. Key highlights from our research on the topic include:

- Fiscal breakevens of the largest oil producing countries including Saudi, Iraq and Kuwait are currently in the mid-\$60s, trending to ~\$60 by 2019 and <\$55/bbl by 2020, as OPEC balances fiscal austerity and revenue diversification (led by heightened urgency to mitigate 'peak oil demand') against expansionary budget risks. A 'relapse' to previous cycle behaviours (fiscal inefficiency/excessive spend) is the key upside risk.
- A corollary of fiscal and economic reform is that GCC countries including Saudi, UAE will be in a stronger MT position to manage their geo-political agenda and oil market share with greater independence from oil price.

Figure 10: OPEC (+Russia) members' budget breakevens converge to low \$50s in 2020E from mid-\$60s in 2018



Source: J.P. Morgan estimates, Wood Mackenzie.

...we forecast growth in OPEC production in 2019 as it defends market share on robust demand...

In our research note <u>Breakeven Championship</u>, our global research and commodities team studied the outlook for declining rates, production and spare capacity for a select group of OPEC and non-OPEC members, including Russia and Brazil (included as it represents one of the largest production increases outside OPEC). The analysis forecasts a decline in spare capacity from 3.0.mb/d in 2018 to 2.3 mb/d in 2020, all else being equal as illustrated in our <u>E&P Capex Survey</u>.

Table 5: Production outlook for select OPEC countries and Russia, Brazil (mb/d) / OPEC + Russia, Brazil production in 2018: 43.7mb/d rising to 45.4mb/d in 2020 (+1.7mb/d net of declines from Iran, Venezuela and Angola)

Country	Kboe/d	2018E	2019E	2020E	Country	Kboe/d	2018E	2019E	2020E
	Total capacity	1,650	1,600	1,560		Total capacity	1,790	1,820	1,830
<u>Angola</u>	<u>Production</u>	<u>1,647</u>	<u>1,600</u>	<u>1,560</u>	<u>Nigeria</u>	<u>Production</u>	<u>1,749</u>	<u>1,790</u>	<u>1,810</u>
	Spare capacity	3	-	-		Spare capacity	41	30	20
<u>Brazil</u>	<u>Production</u>	<u>2,700</u>	3,000	<u>3,400</u>	<u>Russia</u>	<u>Production</u>	<u>11.500</u>	<u>11,700</u>	<u>11,600</u>
	Spare capacity	-	-	-		Spare capacity	150	-	-
	Total capacity	3,951	4,054	4,158		Total capacity	12,305	12,123	12,471
<u>Iran</u>	<u>Production</u>	<u>3,841</u>	<u>3,641</u>	<u>3,441</u>	Saudi Arabia	<u>Production</u>	<u>10.500</u>	<u>11,000</u>	<u>11,500</u>
	Spare capacity	110	413	717		Spare capacity	1,805	1,123	971
	Total capacity	4,860	4,960	5,007		Total capacity	3,230	3,290	3,350
<u>lraq</u>	<u>Production</u>	<u>4,660</u>	<u>4,750</u>	<u>4,870</u>	<u>UAE</u>	<u>Production</u>	2.960	<u>3,000</u>	<u>3,100</u>
	Spare capacity	200	210	137		Spare capacity	270	290	250
	Total capacity	3,179	3,116	3,063		Total capacity	1,426	1,380	1,216
<u>Kuwait</u>	<u>Production</u>	<u>2,760</u>	<u>2.850</u>	<u>2,900</u>	<u>Venezuela</u>	<u>Production</u>	<u>1,426</u>	<u>1,380</u>	<u>1,216</u>
	Spare capacity	419	266	163		Spare capacity	-	-	-

Source: J.P. Morgan estimates, Wood Mackenzie

JPM calculates spare capacity based on currently sanctioned projects net of underlying decline...

...OPEC and Russia's vast 1P reserves, continued growth in customer demand and in country optimization suggest a more optimistic scenario for capacity is possible by 2020

Saudi Arabia (2019-20E Global Oil Equities: 11/11.5mbd)

In our NY conference feedback report published in October, we reiterated our longheld belief that Saudi's long-term oil policy will be to target increased market share of global oil demand growth. We believe it will seek to be at the front of the queue to fill a potential global supply deficit as a result of rising eastward demand predominantly from China and India. As we highlighted in our feedback from the OPEC meeting in Vienna, Saudi's rhetoric was increasingly focused on the customer, and officials indicated that the market needs additional supply to mitigate further price increases, which in turn could lead to demand deterioration long term. We model Saudi production rising from 10.5mb/d in 2018E to 11.5mb/d in 2020E.

Iran (2019-20E Global Oil Equities: 3.6/3.4mbd)

Taking into account the commencement of US sanctions on the 4th November, we model production reducing by ~400kbd (from 3.8mb/d in 2018E to 3.4mb/d in 2020E). This is in line with our Manaar call feedback report in June, where we highlighted the actual production impact of an embargo is likely to be nearer to 500kb/d. Total Iran oil exports are trending at around 2.5mb/d, with China and India its key customers. Manaar categorizes three market tiers for Iran's oil exports, as follows: (1) Asia – led by three key countries in China (~650kb/d), India (>500kb/d) and Korea (~300kb/d), plus Turkey (~175kb/d); (2) Europe – around 600kb/d. Primarily southern Europe through Italy, Spain and Greece, plus France; and (3) Regional GCC demand – Most notably UAE at approaching 150kb/d. In Manaar's view, India in particular has scope to absorb additional supply in the event near-term production moves higher. While Manaar sees no evidence to date of any major





(global) consensus to boycott Iranian oil, active discussions are understood to be ongoing with Europe, GCC and India.

Venezuela (2019-20E Global Oil Equities: 1.4/1.2mbd)

Venezuela has been one of the biggest risks to crude supply in 2018 and this is expected to be the case in 2019 too. The country's protracted economic crisis has led to a production collapse that's seen 1 million bpd wiped off the market in the past two years, and supply there is expected to continue to deteriorate rapidly. With no expected resolution in sight, the country's oil infrastructure is facing operational issues ranging from availability of diluents to poor maintenance of infrastructure such as pipeline and upgraders to help move oil within the country. We assume Venezuela's production will fall to 1.2mbd by 2020 (vs 2.0mbd in 2017). The risk of a force majeure on Venezuelan crude exports or potentially US sanctions on oil to expedite the decline in Venezuelan crude supply will likely be a big risk to global oil supplies and, hence, an upside risk to prices according to our Commodities team.

The disruptive force of the US shale industry has forced the

rest of the market to respond,

...meanwhile OPEC and other

large producers like Russia are

also incentivized to pump what they can, while they can, shifting

the price outlook structurally lower. Any short-term tightness

in this market will prove

transient, not structural

with "Big Oil" going on an

efficiency drive that has fundamentally altered the

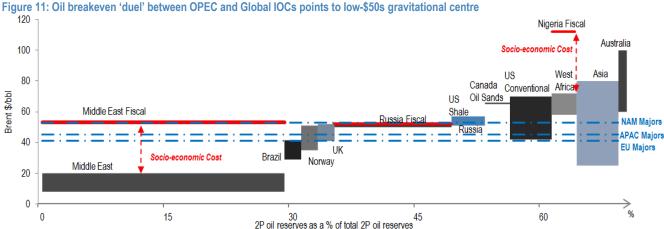
outlook...

Summary: 'Duel' between OPEC and Global IOCs drives a vicious cycle for oil prices lower over the medium term

In its simplest form (and all else being equal), we think the marginal price of oil will be determined by basins/regions possessing the most competitive oil extraction and social/fiscal cost, with sufficient spare capacity to produce over multiple years. This results in OPEC and Global IOCs continuing to drive a vicious cycle for oil prices:

- Global project breakevens will act as a gravitational force in a vicious cycle for oil prices over the medium term. This should lead to heightened urgency for OPEC governments to act as they risk becoming 'price takers'.
- IOCs will remain under pressure to manage cash breakevens lower without compromising long-term portfolio quality.
- This will create fiscal regime change in regions such as West Africa as improved contractual terms are needed in order to attract Global IOC FDI.
- OPEC's oil policy 'trilemma': geopolitics, fiscal consolidation and market share: governments remain focused on principal levers such as capital efficiency and non-oil revenues to drive renewed economic growth increasingly decoupled to oil.

In summary, our analysis strongly supports our LT \$60/bbl Brent with risks evenly balanced. Combining low \$50s breakevens (see Figure 11 below) and execution/geopolitical risk, we arrive at our long term Brent price of \$60/bbl.



Source: J.P. Morgan estimates, Wood Mackenzie. Middle East Fiscal average includes OPEC GCC countries. 2020E Fiscal/Corporate averages used

Oils Valuation sheets

Table 6: European Integrateds Valuation Sheet (Brent: 2018E: \$72/bbl; 2019E \$65/bbl, 2020E \$65/bbl; 2021E+ \$60/bbl)

						P	E			EV/C	ACF	
	Rating	PT	PT upside	M.Cap (\$)	2017	2018E	2019E	2020E	2017	2018E	2019E	2020E
Shell	OW	2,800	17%	252	16.4x	12.5x	10.2x	8.9x	8.4x	6.6x	6.2x	5.7x
BP	OW	575	10%	135	20.3x	11.2x	11.4x	10.0x	7.0x	6.1x	5.6x	5.1x
Total	N	49.0	1%	147	12.8x	10.6x	10.2x	9.7x	6.7x	6.1x	5.5x	5.2x
ENI	UW	13.5	-6%	59	20.7x	11.4x	12.8x	11.2x	6.8x	4.2x	4.5x	3.9x
Equinor	UW	190	-5%	77	15.1x	12.1x	13.6x	12.6x	5.4x	5.3x	5.7x	5.0x
Re psol	OW	17.5	16%	27	9.6x	9.6x	8.4x	7.2x	5.4x	4.7x	4.0x	3.4x
OMV	OW	50.0	14%	16	10.7x	8.7x	8.0x	7.3x	5.3x	4.2x	4.0x	3.5x
Galp	N	15.5	6%	14	22.0x	16.1x	15.2x	12.8x	9.3x	8.4x	6.9x	5.9x
Sector	- '\	10.0	8%	728	15.7x	11.5x	10.8x	9.7x	7.0x	5.9x	5.6x	5.1x
		A al: NII /						*****				
	2047		Rep ccy)	20205	2047		(Rep ccy)	20205	2047		growth	20201
01-11	2017	2018E	2019E	2020E	2017	2018E	2019E	2020E	2017	2018E	2019E	2020
Shell	15,764	21,691	24,932	27,316	1.90	2.60	3.05	3.49	109%	37%	17%	14%
BP	6,166	12,645	11,987	13,685	0.31	0.63	0.60	0.68	127%	101%	-5%	15%
Total	10,578	14,107	14,151	14,722	4.24	5.39	5.44	5.72	19%	27%	1%	5%
ENI	2,411	4,525	4,024	4,602	0.67	1.25	1.12	1.28	nm	87%	-11%	14%
Equinor	4,287	6,636	5,869	6,339	1.32	2.00	1.77	1.91	nm	52%	-12%	8%
Repsol	2,469	2,472	2,764	3,227	1.63	1.58	1.81	2.11	24%	-3%	15%	17%
OMV	1,624	1,654	1,805	1,956	4.98	5.07	5.53	6.00	63%	2%	9%	8%
Galp	602	752	796	942	0.73	0.91	0.96	1.14	24%	25%	6%	18%
Sector (\$)	44,967	65,892	67,736	74,398					64%	50%	5%	12%
	C	FFO ex-W	C (Rep ccy	')	DPS		Div. Yield			ganic FCF	% of total	liv.
	2017	2018E	2019E	2020E	2018E	2017	2018E	2019E	2017	2018E	2019E	2020
Shell	35,258	46,543	48,059	50,672	1.88	6.1%	6.1%	6.1%	1.1x	1.6x	1.8x	1.8x
BP	17,092	25,677	29,070	31,967	0.41	6.1%	6.1%	6.1%	0.7x	1.6x	1.8x	1.9x
Total	21,272	26,363	28,339	29,423	2.56	5.2%	5.3%	5.5%	1.0x	1.7x	1.8x	1.7x
ENI	9,256	13,078	12,195	13,554	0.83	5.8%	5.8%	5.8%	0.2x	1.5x	1.6x	1.9x
Equinor	14,906	18,293	16,421	18,040	0.92	4.4%	3.8%	3.8%	1.9x	2.7x	1.8x	2.0x
Repsol	4,686	5,274	6,295	7,258	0.95	5.8%	6.3%	6.6%	2.0x	1.4x	1.1x	1.5x
OMV	3,872	4,240	4,424	4,595	1.60	2.8%	3.6%	3.9%	3.4x	3.4x	2.8x	2.7x
Galp	1,629	1,874	1,886	2,138	0.55	3.4%	3.8%	4.1%	1.3x	1.7x	2.1x	2.3x
Sector (\$)	110,887	145,013	150,409	161,779	0.00	5.5%	5.6%	5.7%	1.2x	1.8x	1.8x	1.9x
Coole: (4)	. 10,001							••••				
	2047		Yield	2020E	2047	DACF/sł		2020E	2017	2018E	ACE	2020E
Shell	2017	2018E 7.0%	2019E 10.4%		2017 37%	2018E 27%	2019E 1%	10%		8%	2019E 10%	11%
BP	4.1%			10.5%					6%			
	5.5%	6.3%	10.8%	11.7%	64%	27%	6%	6%	5%	9%	8%	9%
Total	5.3%	8.8%	9.9%	9.4%	18%	21%	7%	4%	8%	10%	10%	10%
ENI	2.9%	9.2%	9.1%	10.8%	44%	55%	-9%	11%	4%	8%	7%	8%
Equinor	5.6%	9.4%	6.8%	7.5%	37%	20%	-10%	10%	8%	12%	10%	11%
Repsol	6.5%	3.7%	6.9%	9.8%	11%	0%	18%	14%	6%	7%	8%	9%
OMV	10.7%	14.6%	14.5%	14.4%	12%	8%	5%	4%	10%	10%	10%	10%
Galp	4.2%	6.6%	7.8%	10.3%	30%	4%	18%	12%	7%	10%	10%	12%
Sector	5.0%	7.8%	9.8%	10.3%	36%	26%	2%	8%	7%	9%	9%	10%
		Productio	n (kboe/d)			Prodn gr	owth y/y			Capex (I	Rep ccy)	
	2017	2018E	2019E	2020E	2017	2018E	2019E	2020E	2017	2018E	2019E	2020
Shell	3,665	3,679	3,708	3,820	-0.1%	0.4%	0.8%	3.0%	21,440	22,006	21,500	25,00
	3,003	0,010	-,							45.047	16 200	
BP	3,595	3,695	4,040	4,221	9.9%	2.8%	9.3%	4.5%	16,983	15,847	16,300	17,00
				4,221 3,124	9.9% 6.0%	2.8% 8.0%	9.3% 7.3%	4.5% 5.0%	16,983 15,135	15,847	14,000	
Total	3,595	3,695	4,040									16,00
Total ENI	3,595 2,569	3,695 2,775	4,040 2,977	3,124	6.0%	8.0%	7.3%	5.0%	15,135	13,135	14,000	16,00 8,000
Total ENI Equinor	3,595 2,569 1,816	3,695 2,775 1,870	4,040 2,977 1,987	3,124 2,093	6.0% 3.2%	8.0% 3.0%	7.3% 6.2%	5.0% 5.4%	15,135 8,677	13,135 8,545	14,000 7,500	16,00 8,000 12,00
Total ENI Equinor Repsol	3,595 2,569 1,816 1,918	3,695 2,775 1,870 1,945	4,040 2,977 1,987 2,018	3,124 2,093 2,149	6.0% 3.2% 4.9%	8.0% 3.0% 1.4%	7.3% 6.2% 3.7%	5.0% 5.4% 6.5%	15,135 8,677 10,755	13,135 8,545 11,005	14,000 7,500 11,000	16,00 8,00 12,00 5,00
Total ENI Equinor Repsol OMV	3,595 2,569 1,816 1,918 695 348	3,695 2,775 1,870 1,945 716 427	4,040 2,977 1,987 2,018 737 501	3,124 2,093 2,149 777 516	6.0% 3.2% 4.9% 1.1% 11.9%	8.0% 3.0% 1.4% 3.1% 22.6%	7.3% 6.2% 3.7% 3.0% 17.4%	5.0% 5.4% 6.5% 5.4% 2.9%	15,135 8,677 10,755 3,043 1,586	13,135 8,545 11,005 3,300 1,900	14,000 7,500 11,000 4,700 2,350	16,00 8,000 12,00 5,000 2,525
Total ENI Equinor Repsol OMV Galp	3,595 2,569 1,816 1,918 695	3,695 2,775 1,870 1,945 716	4,040 2,977 1,987 2,018 737	3,124 2,093 2,149 777	6.0% 3.2% 4.9% 1.1%	8.0% 3.0% 1.4% 3.1%	7.3% 6.2% 3.7% 3.0%	5.0% 5.4% 6.5% 5.4%	15,135 8,677 10,755 3,043	13,135 8,545 11,005 3,300	14,000 7,500 11,000 4,700	16,00 8,000 12,00 5,000 2,529 936
Total ENI Equinor Repsol OMV Galp	3,595 2,569 1,816 1,918 695 348 92	3,695 2,775 1,870 1,945 716 427 106 15,213	4,040 2,977 1,987 2,018 737 501 127 16,094	3,124 2,093 2,149 777 516 144	6.0% 3.2% 4.9% 1.1% 11.9% 41.0%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7%	15,135 8,677 10,755 3,043 1,586 1,008	13,135 8,545 11,005 3,300 1,900 991 78,940	14,000 7,500 11,000 4,700 2,350 1,047 80,737	16,00 8,000 12,00 5,000 2,529 936
Total ENI Equinor Repsol OMV Galp	3,595 2,569 1,816 1,918 695 348 92 14,698	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy)	3,124 2,093 2,149 777 516 144 16,845	6.0% 3.2% 4.9% 1.1% 11.9% 41.0%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7%	15,135 8,677 10,755 3,043 1,586 1,008 80,774	13,135 8,545 11,005 3,300 1,900 991 78,940	14,000 7,500 11,000 4,700 2,350 1,047 80,737	16,00 8,000 12,00 5,000 2,529 936 88,93
Total ENI Equinor Repsol OMV Galp Sector (\$)	3,595 2,569 1,816 1,918 695 348 92 14,698	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E	3,124 2,093 2,149 777 516 144 16,845	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7%	15,135 8,677 10,755 3,043 1,586 1,008 80,774	13,135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E	14,000 7,500 11,000 4,700 2,350 1,047 80,737 //CE 2019E	16,00 8,000 12,00 5,000 2,529 936 88,93
Total ENI Equinor Repsol OMV Galp Sector (\$)	3,595 2,569 1,816 1,918 695 348 92 14,698	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7%	15,135 8,677 10,755 3,043 1,586 1,008 80,774	13,135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20%	16,00 8,000 12,00 5,000 2,529 936 88,93
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NII 2018E 28% 44%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27%	13,135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30%	16,00 8,00 12,00 5,00 2,52 936 88,93 2020 20% 26%
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP Total	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NII 2018E 28% 44% 22%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35% 14%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13%	13, 135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30% 18%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15%	16,00 8,00 12,00 5,00 2,52 936 88,93 2020 20% 26% 12%
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP Total ENI	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018 10,916	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604 7,025	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789 5,201	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198 2,636	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15% 23%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28% 44% 22% 13%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18% 10%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35% 14% 5%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13% 18%	13, 135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30% 18% 12%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15% 9%	16,00 8,000 12,00 5,000 2,529 936 88,93 2020 20% 26% 12% 5%
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP Total ENI Equinor	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018 10,916 16,453	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604 7,025 15,406	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789 5,201 13,586	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198 2,636 10,313	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15% 23% 41%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28% 44% 22% 13% 36%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18% 10% 30%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35% 14% 5% 21%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13% 18% 29%	13, 135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30% 18% 12% 26%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15% 9% 23%	16,00 8,000 12,00 5,000 2,529 936 88,93 2020 20% 26% 12% 5% 17%
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP Total ENI Equinor Repsol	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018 10,916 16,453 7,614	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604 7,025 15,406 4,554	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789 5,201 13,586 4,410	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198 2,636 10,313 3,680	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15% 41% 26%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28% 44% 22% 13% 36% 15%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18% 10% 30% 14%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35% 14% 5% 21% 11%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13% 18% 29% 20%	13,135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30% 18% 26% 13%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15% 9% 23% 12%	16,00 8,000 12,00 5,000 2,525 936 88,93 2020 20% 26% 12% 5% 17%
Total ENI Equinor Repsol OMV Galp Sector (\$) Shell BP Total ENI Equinor Repsol OMV	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018 10,916 16,453 7,614 3,121	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604 7,025 15,406 4,554 3,192	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789 5,201 13,586 4,410 3,125	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198 2,636 10,313 3,680 1,824	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15% 23% 41% 26% 24%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28% 44% 22% 13% 36% 15% 22%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18% 10% 30% 14% 20%	5.0% 5.4% 6.5% 6.5% 2.9% 13.7% 4.7% 2020E 25% 35% 14% 5% 21% 11% 10%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13% 18% 29% 20% 19%	13,135 8,545 11,005 3,300 991 78,940 ND 2018E 22% 30% 18% 12% 26% 13% 18%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15% 9% 23% 12% 16%	16,00 8,000 12,00 5,000 2,525 936 88,93 2020 26% 12% 5% 17% 10% 9%
	3,595 2,569 1,816 1,918 695 348 92 14,698 2017 65,353 37,819 17,018 10,916 16,453 7,614	3,695 2,775 1,870 1,945 716 427 106 15,213 Net debt 2018E 55,719 46,038 26,604 7,025 15,406 4,554	4,040 2,977 1,987 2,018 737 501 127 16,094 (Rep ccy) 2019E 51,272 46,185 21,789 5,201 13,586 4,410	3,124 2,093 2,149 777 516 144 16,845 2020E 52,102 39,559 18,198 2,636 10,313 3,680	6.0% 3.2% 4.9% 1.1% 11.9% 41.0% 5.1% 2017 33% 38% 15% 41% 26%	8.0% 3.0% 1.4% 3.1% 22.6% 15.5% 3.7% NE 2018E 28% 44% 22% 13% 36% 15%	7.3% 6.2% 3.7% 3.0% 17.4% 19.7% 5.9% 0/E 2019E 25% 43% 18% 10% 30% 14%	5.0% 5.4% 6.5% 5.4% 2.9% 13.7% 4.7% 2020E 25% 35% 14% 5% 21% 11%	15,135 8,677 10,755 3,043 1,586 1,008 80,774 2017 25% 27% 13% 18% 29% 20%	13,135 8,545 11,005 3,300 1,900 991 78,940 ND 2018E 22% 30% 18% 26% 13%	14,000 7,500 11,000 4,700 2,350 1,047 80,737 /CE 2019E 20% 30% 15% 9% 23% 12%	2020E 20% 26% 12% 5% 17% 10%

"Notes: 1) BP – Cash outflows related to future Macondo commitments are included in CFFO ex-WC, net debt, gearing estimates. They are excluded from all other metrics; 2) Shell – capex estimates stated on cash basis, excluding c. \$2-3bn financial leases; 3) Total, OMV – gearing estimates treat hybrid bonds as 50/50 debt/equity". Prices as of COB 28-Nov-18.

Table 7: Global Valuation Sheet (Brent: 2018E: \$72/bbl; 2019E \$65/bbl, 2020E \$65/bbl; 2021E+ \$60/bbl for the EU stocks)

J.P.Morgan C Integrateds a	Dils - Global Valu nd Refiners	ation (Comps	;																										Close p	rices:	28/11/201	18
	Lead	Local	Rep	JPM	PT	Upside	Mkt Cap	Adi	EPS (rep	cov)		P/E			EV/DACF			FCF Yield		Div '	Viold	D/	BV	Gearing	(ND/CE)	Net deb	+/CEEO		ROACE		Produc	ction Grov	wth .
	Analyst	Price	Ccv	Rating		to PT	US\$bn	2017E	2018E		2017E		2019E		2018E	2019E		2018E	2019E	2017E	2018E	2017E	2018E	2017E	2018E		2018E	2017E	2018E	2010E			201
alawa.	Allalyst	FIICE	CCy	Rating		IOFI	OSSUII	2017	2010E	2013E	2017	20 IOE	2019E	2017E	2010E	2019E	2017	2010E	ZUIJE	2017	2010E	2017	2010E	2017	ZUTUL	2017	20100	2017	2010E	2019E	ZUITE	2010E	201
lajors	Christian F Malak	523.6	USD	OW	575	10%	122.0	0.21	0.63	0.60	21 54	10.74	11 24	7.0-	E 0	E E.,	5.4%	6.7%	10.9%	6.0%	6.1%	1 24	1 24	28%	32%	2.0x	2.1x	5.5%	9.8%	8.7%	9.9%	2.8%	9.3
P	Christyan F Malek	118.1	USD	OW	148.0		133.8	0.31 3.47	0.63 8.29	0.60	21.5x 34.1x	10.7x	11.3x	7.2x	5.9x	5.5x	3.3%	8.0%	10.5%	3.7%		1.3x	1.3x	18%	12%		2.1X 0.7x	3.8%	8.2%	11.2%			
hevron	Phil Gresh, CFA					25%	226.5			11.00		14.2x	10.7x	12.5x	7.8x	6.4x					3.8%	1.5x	1.5x			1.6x	•				5.2%	6.7%	6.7
xxonMobil	Phil Gresh, CFA	78.5	USD	N	97.0	24%	335.1	3.54	4.83	5.85	22.2x	16.2x	13.4x	12.2x	9.6x	7.9x	5.5%	7.1%	7.1%	3.9%	4.1%	1.8x	1.7x	18%	14%	1.3x	0.8x	7.6%	8.4%	10.2%	-1.7%	-3.7%	0.9
D Shell	Christyan F Malek	2,383	USD	OW	2,800	17%	253.7	1.90	2.60	3.05	16.1x	11.8x	10.0x	8.2x	6.3x	6.2x	4.2%	7.4%	10.6%	6.2%	6.2%	1.3x	1.3x	25%	22%	2.0x	1.4x	5.6%	7.5%	8.9%	-0.1%	0.4%	0.8
otal	Christyan F Malek	48.2	USD	N	49.0	2%	137.5	4.24	5.39	5.44	13.2x	12.8x	13.4x	7.7x	6.7x	7.5x	-1.4%	5.3%	2.6%	5.8%	5.2%	1.2x	1.2x	13%	18%	0.8x	1.2x	9.0%	11.5%	11.0%	6.0%	8.0%	7.3
lajors Average						18%	1,086.6				22.0x	13.6x	11.8x	10.2x	7.6x	6.9x	3.8%	7.1%	8.5%	4.9%	4.9%	1.5x	1.4x	20%	18%	1.6x	1.1x	6.3%	8.7%	10.0%	3.3%	2.1%	4.8
idcap Integrated																																	
enovus Energy	Phil Gresh, CFA	9.2	CAD	OW	17.0	85%	8.5	0.17	-1.10	1.00	53.9x	nm	9.2x	5.4x	7.6x	4.6x	19.7%	13.0%	20.9%	2.2%	2.2%	0.5x	0.6x	41%	29%	2.9x	3.9x	15.3%	-7.6%	6.2%	73.2%	4.7%	-2.
NI	Christyan F Malek	14.2	EUR	UW	13.5	-5%	57.9	0.67	1.26	1.12	21.1x	11.3x	12.7x	6.9x	4.2x	4.4x	3.1%	9.9%	9.3%	5.7%	5.9%	1.1x	1.0x	17%	12%	1.1x	0.5x	4.0%	8.2%	6.9%	3.2%	3.0%	6.2
alp	Matthew Lofting, CFA	14.3	EUR	N	15.5	9%	13.5	0.73	0.91	0.96	19.7x	15.8x	14.9x	8.4x	8.3x	6.8x	5.2%	7.5%	7.1%	3.9%	3.9%	1.9x	1.8x	23%	21%	1.2x	1.1x	6.8%	9.5%	9.9%	41.0%	15.5%	19.
lusky Energy	Phil Gresh, CFA	15.6	CAD	N	25.0	60%	11.8	0.45	1.68	2.05	34.9x	9.3x	7.6x	na	na	na	12.3%	5.2%	9.5%	0.0%	2.6%	0.0x	0.0x	14%	13%	0.8x	0.6x	2.9%	8.8%	10.7%	na	na	n
nperial Oil	Phil Gresh, CFA	41.1	CAD	UW	51.0	24%	24.7	1.07	3.05	5.00	38.4x	13.5x	8.2x	13.1x	7.8x	5.8x	5.8%	9.5%	11.9%	1.5%	1.8%	1.4x	1.4x	14%	12%	1.5x	0.8x	3.3%	9.0%	13.9%	-2.7%	1.8%	11.
MV	Matthew Lofting, CFA	44.6	EUR	OW	50.0	12%	16.5	4.98	5.07	5.53	9.0x	8.8x	8.1x	4.6x	4.3x	4.0x	14.1%	15.7%	15.5%	3.4%	3.6%	1.3x	1.2x	19%	16%	0.6x	0.6x	16.3%	15.6%	14.8%	11.9%	22.6%	17.
epsol	Matthew Lofting, CFA	14.8	EUR	OW	17.5	18%	25.5	1.63	1.58	1.81	9.1x	9.4x	8.2x	5.2x	4.5x	3.9x	7.9%	4.7%	7.8%	6.1%	6.4%	0.8x	0.7x	20%	12%	1.7x	1.1x	6.4%	7.5%	8.2%	1.1%	3.1%	3.0
quinor	Christyan F Malek	199	USD	UW	190	-5%	75.7	1.32	2.00	1.77	17.7x	11.6x	13.1x	6.2x	5.0x	5.4x	4.8%	10.0%	7.0%	3.8%	4.0%	1.9x	1.8x	30%	27%	1.1x	0.8x	8.0%	12.0%	10.4%	4.9%	1.4%	3.
uncor Energy	Phil Gresh, CFA	43.2	CAD	N	59.0	36%	52.9	1.92	3.25	4.10	22.5x	13.3x	10.5x	8.7x	7.2x	6.3x	4.1%	7.7%	10.0%	3.0%	3.3%	1.6x	1.5x	22%	23%	1.4x	1.2x	5.4%	9.0%	10.8%	10.0%	8.6%	9.
idcap Integrated	ls Average					14%	287.1				21.7x	11.4x	11.1x	7.3x	5.6x	5.2x	6.0%	9.1%	9.5%	3.8%	4.1%	1.4x	1.3x	22%	19%	1.3x	0.9x	6.6%	9.4%	10.0%	7.7%	3.4%	5.
sia & Emerging I	Mkt Integrateds																																
NOOC	Scott L Darling	12.8	CNY	OW	14.5	13%	73.1	0.55	1.35	1.07	20.6x	8.4x	10.6x	5.5x	4.0x	4.0x	6.9%	10.5%	7.8%	4.4%	5.3%	1.3x	1.3x	6%	1%	0.3x	0.0x	4.8%	11.7%	9.3%	0.7%	0.0%	4
opetrol	Rodolfo Angele, CFA	19.0	USD	UW	15.0	-21%	39.0	1.13	2.32	2.13	16.8x	8.2x	8.9x	na	na	na	6.1%	12.4%	11.0%	1.3%	3.8%	2.4x	2.0x	38%	31%	3.0x	1.4x	8.9%	16.6%	14.1%	-0.4%	0.4%	0
zprom	Alex Comer	5.0	USD	N	5.1	3%	58.8	1.03	1.69	1.34	4.8x	2.9x	3.7x	na	na	na	-7.0%	-3.5%	3.1%	5.4%	5.3%	0.3x	0.3x	18%	17%	2.0x	1.6x	4.9%	7.5%	5.6%	10.4%	2.0%	-
ex	Scott L Darling	1,170	JPY	OW	1,328	13%	15.0	31.6	27.6	56.0	37.0x	42.3x	20.9x	6.3x	7.7x	11.6x	-0.1%	0.4%	0.7%	1.5%	1.5%	0.7x	0.7x	1%	12%	0.1x	1.5x	-0.8%	-0.4%	3.1%	1.2%	0.5%	0
koil	Alex Comer	70.2	RUB	OW	92.0	31%	49.9	589.14	897.89	931.03	8.0x	5.2x	5.1x	na	na	na	6.4%	9.5%	15.0%	4.6%	5.2%	1.0x	0.8x	7%	3%	0.4x	0.1x	10.1%	15.1%	14.3%	-0.7%	2.7%	1
NGC	Pinakin Parekh, CFA	143	INR	OW	250	75%	25.9	22.73	20.31	26.41	6.3x	7.0x	5.4x	na	na	na	11.9%	-13.6%	18.2%	4.2%	4.6%	0.9x	0.9x	0%	12%	0.0x	1.5x	8.7%	7.8%	9.7%	na	na	
etrobras	Rodolfo Angele, CFA	14.4	USD	OW	18.5	29%	93.9	-0.05	1.61	2.00	nm	9.0x	7.2x	4.7x	3.9x	3.3x	-4.3%	15.2%	12.1%	0.0%	2.7%	1.2x	1.3x	44%	42%	4.4x	2.6x	-6.6%	7.1%	10.1%	-1.0%	-5.5%	14
etroChina	Scott L Darling	5.4	CNY	OW	6.6	22%	190.7	0.12	0.36	0.38	38.7x	13.2x	12.6x	6.1x	6.1x	6.0x	10.1%	8.9%	7.2%	2.7%	4.9%	0.7x	0.7x	20%	19%	1.3x	1.1x	2.8%	6.4%	5.5%	1.6%	1.1%	1
TT	Ajay Mirchandani	49	THB	N	55	12%	42.8	4.7	4.9	4.85	10.4x	10.1x	10.1x	5.0x	5.1x	4.6x	15.3%	7.8%	11.1%	4.1%	4.4%	1.7x	1.6x	10%	7%	0.4x	0.3x	14.4%	14.0%	12.7%	na	na	
TTEP	Ajay Mirchandani	129.0	THB	OW	180.0	40%	15.6	5.18	11.94	12.91	24.9x	10.8x	10.0x	5.1x	4.4x	3.9x	9.5%	4.6%	11.1%	3.3%	4.3%	1.4x	1.3x	-11%	-12%	-0.6x	-0.5x	9.2%	11.7%	11.8%	-6.4%	5.5%	0
eliance	Pinakin Parekh, CFA	1.153	INR	N	1.100	-5%	96.5	50.5	60.9	69.1	22.8x	18.9x	16.7x	na	na	na	-10.9%	-2.6%	-7.4%	0.5%	0.5%	2.6x	2.3x	42%	40%	4.9x	3.7x	4.8%	5.7%	7.0%	na	na	
osneft	Nikita Blokhin	6.2	USD	N	6.3	2%	65.7	0.51	0.69	0.77	12.1x	9.0x	8.0x	na	na	na	4.5%	11.0%	10.2%	3.9%	5.4%	0.9x	0.8x	52%	44%	4.9x	3.6x	6.4%	6.6%	6.9%	7.5%	9.7%	3.
inopec	Scott L Darling	6.6	CNY	OW	7.8	18%	101.6	0.42	0.61	0.58	13.8x	9.5x	10.0x	4.3x	3.3x	4.2x	9.6%	12.5%	12.2%	8.5%	8.9%	1.0x	1.0x	7%	4%	0.3x	0.0x	6.4%	9.0%	8.2%	3.5%	1.3%	1.
PF	Rodolfo Angele, CFA	14.9	USD	OW	20.0	34%	5.9	1.47	2.44	-0.08	10.0x	6.1x	nm	na	na na	na	12.8%	8.3%	20.0%	0.7%	0.0%	0.7x	0.5x	46%	44%	2.8x	5.8x	1.0%	2.5%	1.5%	-3.8%	-2.5%	-2.
	Mkt Integrateds Avera		OOD	011	20.0	15%	927.7	1.47	2.77	-0.00	20.8x	11.0x	10.1x	5.3x	4.7x	4.9x	3.8%	7.0%	7.4%	3.2%	4.3%	16.6x	14.8x	23%	20%	2.0x	1.5x	5.1%	9.0%	8.4%	4.6%	2.6%	2.
obal Refiners		90				1070	02				20.02	11102	10.12	0.02	4.1.4	4.04	0.070	11070		0.270	41070	10.04	14104	2070	2070	Liva	1104	0.170	0.070	0.470	4.070	2.070	Ť
arat Petroleum	Pinakin Parekh, CFA	320	INR	OW	440	37%	9.8	37.1	36.5	28.8	8.6x	8.8x	11.1x	na	na	na	-2.4%	3.8%	3.6%	6.8%	6.8%	2.3x	2.0x	25%	19%	1.3x	0.8x	20.9%	18.3%	11.5%	na	na	
ndustan Pet.	Pinakin Parekh, CFA	239	INR	UW	220	-8%	5.1	41	42	26	5.9x	5.7x	9.1x	na	na	na	32.1%	10.6%	-2.9%	7.0%	7.1%	1.8x	1.5x	26%	20%	0.6x	0.8x	15.1%	13.2%	7.7%	na	na	
lly Frontier	Phil Gresh, CFA	61.8	USD	UW	79.0	28%	11.0	2.33	5.96	7.25	26.6x	10.4x	8.5x	12.5x	7.3x	6.8x	6.9%	11.5%	13.6%	2.1%	2.1%	2.0x	1.8x	29%	18%	2.0x	0.8x	8.2%	16.5%	18.3%	na	na	
lia Oil Corp	Pinakin Parekh, CFA	134	INR	OW	200	49%	18.4	19.7	22.0	15.5	6.8x	6.1x	8.7x	na na	na na	na na	22.1%	3.8%	1.2%	8.1%	7.3%	1.3x	1.0x 1.2x	8%	9%	0.3x	0.0x	13.0%	15.3%	10.3%	na	na	
rathon Pet.	Phil Gresh, CFA	65.3	USD	OW	101.0	55%	30.3	3.94	5.57	7.20	16.6x	11.7x	9.1x	6.5x	10.4x	6.1x	12.6%	8.6%	12.4%	2.3%	2.8%	2.4x	1.0x	42%	59%	1.5x	4.1x	11.9%	10.9%	11.6%	na	na	
aratnon Pet. este	Matthew Lofting, CFA		EUR	N	68.0	-3%	20.4	3.94	5.57 4.17	4.27	21.1x	16.9x	9.1x 16.5x	15.3x	10.4x 14.3x	11.4x	3.8%	4.8%	6.2%	2.3%	3.0%	4.1x	1.0x 4.0x	8%	59% 4%	0.4x	4.1X 0.2x	17.1%	20.2%	18.9%		na na	
		92.6	USD		138.0		43.5	4.39	9.30	10.70								4.6% 8.4%		2.4%				23%	30%						na		
nillips 66	Phil Gresh, CFA			OW		49%					21.1x	10.0x	8.7x	11.8x	8.6x	7.2x	4.4%		9.8%		3.3%	1.9x	1.8x			1.9x	1.7x	5.3%	14.3%	15.0%	na	na	
nopec Shanghai	Scott L Darling	3.5	CNY	OW	6.0	71%	6.8	0.57	0.56	0.57	5.5x	5.6x	5.5x	na	na	na	17.6%	14.1%	15.5%	9.6%	10.2%	1.2x	1.2x	-25%	-27%	-1.0x	-1.3x	18.5%	17.9%	17.3%	na	na	
(Innovation	Parsley Rui Hua Ong		KRW	OW	222,000	13%	16.0	26,470	24,621	25,544	7.4x	8.0x	7.7x	na	na	na	7.0%	-2.1%	8.8%	4.1%	4.6%	1.0x	0.9x	0%	10%	0.0x	1.0x	10.8%	10.0%	9.7%	na	na	
Oil	Parsley Rui Hua Ong	106,000	KRW	OW	140,000	32%	10.6	10,707	10,080	16,358	9.9x	10.5x	6.5x	na	na	na	-10.2%	-3.3%	14.2%	5.6%	5.2%	1.7x	1.6x	23%	31%	2.3x	2.5x	10.9%	9.8%	15.1%	na	na	
ai Oil	Ajay Mirchandani	75.0	THB	OW	100.0	33%	4.7	12.18	10.58	9.17	6.2x	7.1x	8.2x	4.4x	3.3x	5.0x	21.1%	24.8%	-2.9%	7.0%	6.1%	1.3x	1.1x	-1%	-12%	0.0x	-0.6x	13.1%	8.8%	8.0%	na	na	
alero	Phil Gresh, CFA	79.4	USD	N	116.0	46%	34.7	5.03	6.40	9.50	15.8x	12.4x	8.4x	6.5x	7.8x	6.3x	11.2%	7.4%	12.1%	3.5%	4.0%	1.6x	1.6x	13%	19%	0.6x	1.0x	10.8%	12.0%	15.2%	na	na	
obal Refiners A	verage					38%	211.3				15.2x	10.5x	9.2x	9.7x	9.3x	7.2x	8.9%	6.7%	9.1%	4.1%	4.3%	2.0x	1.7x	18%	22%	1.0x	1.4x	11.4%	13.8%	13.9%		•	_
obal Average						18%	2,513				19.7x	11.9x	10.7x	6.9x	5.5x	5.0x	4.5%	7.3%	8.3%	4.1%	4.6%	7.1x	6.4x	21%	19%	1.6x	1.3x	6.3%	9.3%	9.8%	4.6%	2.5%	3
rth American In	ntegrateds Average					27%	660				26.9x	14.7x	11.8x	11.8x	8.5x	7.0x	4.9%	7.6%	8.9%	3.6%	3.8%	1.6x	1.6x	18.6%	14.3%	1.4x	0.9x	6.0%	8.2%	10.7%	4.0%	1.5%	4
i tii Ailleitali ii																																	
ropean Integrat	teds Average					9%	714				13.2x	11.6x	11.4x	7.4x	5.9x	6.0x	3.7%	7.4%	8.6%	5.6%	5.6%	1.3x	1.3x	23%	22%	1.5x	1.3x	6.7%	9.5%	9.4%	4.7%	3.0%	5

Source: Company data, J.P.Morgan estimates Note: Sub-sector and regional averages are market cap weighted.



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