





# PetroTal Announces Q2 2023 Financial and Operating Results

Record Q2 2023 production of 19,031 bopd (56% growth over Q1 2023)

Record Q2 2023 sales of 18,483 bopd (46% growth over Q1 2023)

60 days of production above 20,000 bopd in Q2 2023 and a quarter exit rate of 21,700 bopd

Calgary, AB and Houston, TX – August 8, 2023—PetroTal Corp. ("PetroTal" or the "Company") (TSX: TAL, AIM: PTAL and OTCQX: PTALF) is pleased to report its operating and financial results for the three and six months ended June 30, 2023 ("Q2").

Selected financial and operational information is outlined below and should be read in conjunction with the Company's unaudited consolidated financial statements and management's discussion and analysis ("MD&A") for the three and six months ended June 30, 2023, which are available on SEDAR at www.sedar.com and on the Company's website at www.PetroTal-Corp.com. All amounts herein are in United States dollars unless otherwise stated.

# **Key Selected Highlights**

- Achieved record average quarterly sales of 18,483 barrels ("bbls") of oil per day ("bopd"), up 46% from the first quarter ("Q1") 2023;
- Produced a record 19,031 bopd in the quarter, up 56% from Q1 2023. During the quarter the Company posted 60 days with production over 20,000 bopd;
- Exited the quarter in a strong cash position with \$92.6 million in total cash (\$17.3 million restricted), up 29% from end of Q1 2023;
- As a result of excellent Q2 2023 performance, the Company will declare and pay in Q3 2023, a cash dividend of US\$0.025 per common share, which includes the recurring US\$0.015 per common share amount, plus an amount for a minimum liquidity sweep of US\$0.01 per common share;
- Exported oil sales through Brazil averaged 513,000 bbls per month. In April 2023 the Company had
  exported oil sales of approximately 590,000 barrels, that combined with Iquitos refinery deliveries
  represented total realized oil sales of 630,462 bbls for the month;
- Commenced drilling well 15H on April 11, 2023, with first oil production in early June 2023, ahead of schedule. The well produced at an average of 7,920 bopd for the last 19 days in June 2023 and has averaged 7,140 bopd for the 30 day period from June 12, 2023 to July 11, 2023, prior to the start of the dry season;

- Generated significant EBITDA and Free Funds Flow of \$70.0 million (\$41.63/bbl) and \$37.7 million (\$22.41/bbl) respectively, compared to \$47.9 million (\$42.22/bbl) and \$7.9 million (\$6.96/bbl) in Q1 2023;
- Achieved Net Income in the quarter of \$46.6 million (US\$0.05/share) compared to \$17.0 million (US\$0.02) in Q1 2023; and,
- During the quarter, the Company paid a dividend of US\$0.015/share and repurchased 582,708 shares representing a total of \$14.7 million of capital returned to shareholders (~3.4% of June 30, 2023 market capitalization).

# Manuel Pablo Zuniga-Pflucker, President and Chief Executive Officer, commented:

"PetroTal delivered its strongest quarter to date in Q2 2023. Underpinned by unconstrained Brazilian export sales, the Company was able to produce over 20,000 bopd for 60 days which allowed the Company to achieve records in almost all major cash flow metrics including generating over \$70 million of EBITDA. In addition, our Q2 2023 operating and direct transportation cost was \$5.80/bbl versus \$7.70/bbl in Q1 2023, showing the benefit of larger volumes on fixed unit costs, and demonstrating how hard the team has worked to keep field costs in check, despite an inflationary environment.

The Board and Management are pleased with the additions of Mr. Jose Contreras (Senior VP Operations) and Mr. Felipe Arbelaez Hoyos (independent non-executive director). These individuals are fitting in extremely well and adding significant value to the Company.

Looking ahead to Q3 2023, the Amazon River water level is currently low near Iquitos and is consequently forecast to be low on the Brazilian side near the end of Q3 2023, leading to a lighter barge fill requirement projected for most of the quarter. As a result, the Company is reiterating its full year oil production guidance of 14,000 - 15,000 bopd. This showcases the importance of securing other oil export routes and promoting the full and consistent operation of the ONP pipeline, both of which the Company are committed to advancing."

# Selected Three and Six Month Ended June 30, 2023 Highlights

The table below summarizes PetroTal's comparative financial position.

	Three Months Ended				Six Months Ended			
	Q2-2023		Q1-2023		Q2-2023		Q2-2022	
(\$ thousands US)	\$/bbl	\$ 000	\$/bbl	\$ 000	\$/bbl	\$ 000	\$/bbl	\$ 000
Average Production (bopd)		19,031		12,193		15,631		13,114
Average sales (bopd)		18,483		12,618		15,567		15,065
Total sales (bbls)		1,681,962		1,135,611		2,817,573		2,726,675
Average Brent price	\$77.29		\$82.51		\$79.73		\$101.54	
Contracted sales price, gross	\$77.88		\$80.32		\$78.86		\$99.42	
Tariffs, fees and differentials	(\$21.26)		(\$20.01)		(\$20.75)		(\$21.97)	
Realized sales price, net	\$56.61		\$60.31		\$58.11		\$77.44	
Oil revenue <sup>(1)</sup>	\$56.61	\$95,229	\$60.31	\$68,494	\$58.11	\$163,723	\$77.44	\$211,187
Royalties <sup>(2)</sup>	\$5.29	\$8,899	\$5.49	\$6,238	\$5.37	\$15,137	\$5.31	\$14,477
Operating expense	\$4.22	\$7,100	\$5.60	\$6,354	\$4.78	\$13,454	\$6.75	\$18,416
Direct Transportation:								
Diluent	\$0.98	\$1,641	\$1.20	\$1,368	\$1.07	\$3,009	\$2.49	\$6,794
Barging	\$0.53	\$896	\$0.80	\$906	\$0.64	\$1,802	\$1.63	\$4,436
Diesel	\$0.07	\$120	\$0.10	\$113	\$0.08	\$233	\$0.30	\$828
Storage	\$0.00	\$0	\$0.00	\$0	\$0.00	\$0	\$1.27	\$3,453
<b>Total Transportation</b>	\$1.58	\$2,657	\$2.10	\$2,387	\$1.79	\$5,044	\$5.69	\$15,511
Net Operating Income <sup>(4)</sup>	\$45.53	\$76,573	\$47.12	\$53,515	\$46.17	\$130,088	\$59.70	\$162,783
G&A	\$3.89	\$6,548	\$4.90	\$5,559	\$4.30	\$12,107	\$3.62	\$9,861
EBITDA <sup>(3)</sup>	\$41.63	\$70,025	\$42.22	\$47,956	\$41.87	\$117,981	\$56.08	\$152,922
Adjusted EBITDA <sup>(3)</sup>	\$38.09	\$64,064	\$35.95	\$40,825	\$37.23	\$104,889	\$49.69	\$135,495
Net Income	\$27.73	\$46,635	\$14.95	\$16,979	\$22.58	\$63,614	\$54.56	\$148,759
Basic Shares Outstanding		922,306		883,800		922,306		844,721
Market Capitalization(6)		\$433,484		\$521,046		\$433,484		\$450,490
Net Income/Share		\$0.051		\$0.019		\$0.069		\$0.176
Capex		\$26,367		\$32,919		\$59,286		\$41,553
Free Funds Flow <sup>(3) (7)</sup>	\$22.41	\$37,697	\$6.96	\$7,906	\$16.19	\$45,604	\$34.45	\$93,941
% of Market Capitalization <sup>(6)</sup>		8.7%		1.5%		10.5%		20.9%
Total Cash <sup>(8)</sup>		\$92,552		\$71,635		\$92,552		\$77,016
Net Surplus (Debt) (3) (9)		\$97,523		\$71,117		\$97,523		\$79,401

- 1. Approximately 91% of sales over Q2 2023 were through the Brazilian route vs 86% in Q1 2023.
- 2. Royalties in Q2 2023 include the impact of the 2.5% community social trust.
- 3. Non-GAAP (defined below) measure that does not have any standardized meaning prescribed by GAAP and therefore may not be comparable with the calculation of similar measures presented by other entities. See "Selected Financial Measures" section.
- 4. Net operating income represents revenues less royalties, operating expenses, and direct transportation; See "Selected Financial Measures" section.
- 5. Adjusted EBITDA is net operating income less general and administrative ("G&A") and plus/minus realized derivative impacts. See "Selected Financial Measures" section.
- 6. Market capitalization for Q2 2023, Q1 2023, and Q2 2022 assume share prices of US\$0.47, US\$0.59, and US\$0.53, respectively.
- 7. Free funds flow is defined as adjusted EBITDA less capital expenditures. See "Selected Financial Measures" section.
- 8. Includes restricted cash balances.
- 9. Net Surplus/(Debt) = Total cash + all trade and VAT receivables + short and long term net derivative balances total current liabilities long term debt non current lease liabilities net deferred tax other long term obligations.

# **Q2 2023 Financial Commentary and Variance Summary:**

- Record oil sales in the quarter driving considerable Net Operating Income ("NOI")<sup>(1)</sup>, EBITDA, and Net Income;
- Solid per barrel OPEX and run rate G&A metrics of \$5.80/bbl and \$3.89/bbl respectively, compared to \$7.70/bbl and \$4.90/bbl in the prior quarter; and,
- Strong liquidity demonstrated with the Company's net surplus<sup>(1)</sup> growing to over \$97 million from \$71 million in the prior quarter.
  - (1) See "Selected Financial Measures"

# Three months ended

Six months ended

		ree months en	ueu	Six iniontilis ended			
US\$/bbl Variance Summary	Q2 2023	Q1 2023	Variance	Q2 2023	Q2 2022	Variance	
Oil Sales (in thousands of barrels)	1,682	1,136	545	2,818	2,727	91	
Contracted Brent Price	\$77.88	\$80.32	(\$2.44)	\$78.86	\$99.42	(\$20.56)	
Realized Sales Price	\$56.61	\$60.31	(\$3.70)	\$58.11	\$77.44	(\$19.33)	
Royalties	\$5.29	\$5.49	(\$0.20)	\$5.37	\$5.31	\$0.06	
Total OPEX	\$5.80	\$7.70	(\$1.90)	\$6.57	\$12.44	(\$5.87)	
Net Operating Income <sup>(1)</sup>	\$45.53	\$47.12	(\$1.59)	\$46.17	\$59.70	(\$13.53)	
G&A	\$3.89	\$4.90	(\$1.01)	\$4.30	\$3.62	\$0.68	
EBITDA	\$41.63	\$42.22	(\$0.59)	\$41.87	\$56.08	(\$14.21)	
Net Income	\$27.73	\$14.82	\$12.91	\$22.58	\$54.56	(\$31.98)	
Free Funds Flow <sup>(2)</sup>	\$22.41	\$6.96	\$15.45	\$16.19	\$34.45	(\$18.26)	

<sup>1.</sup> Net operating income represents revenues less royalties, operating expenses, and direct transportation; See "Selected Financial Measures" section.

<sup>2.</sup> Free funds flow is defined as adjusted EBITDA less capital expenditures. See "Selected Financial Measures" section.

# Financial and Operating Updates Subsequent to June 30, 2023

Workovers and Rig Move. PetroTal moved its contracted drilling rig to service three of its older Bretana oil wells. The three workovers were all completed in July for an average cost of approximately \$1.6 million per well including rig mobilization costs. At approximately \$85/bbl Brent and netbacks of \$46/bbl, the wells need to generate an estimated 35,000 barrels of oil each to payout which is estimated to take two to three months based on internal forecasted oil rates. Initial daily rates seen thus far on each of the three wells have been positive and have initially ranged between 600 to 845 bopd. The new west drilling platform ("L2 West Platform") is expected to be ready by mid September at which time the rig will be moved to drill the 16H well with expected spud by mid October 2023. In the interim, the rig is ongoing preventive maintenance.

**Current Oil Production.** July 2023 average production was 11,552 bopd and was impacted by low river levels and barging sales constraints with August 2023 expected to average at approximately 13,000 bopd. These rates have been intentionally constrained to manage barge river logistics during the current dry season.

**ONP Update.** As announced in May 2023, the Northern Peruvian Pipeline ("ONP") briefly resumed pipeline operations on April 12, 2023, after over a year of being shut down for maintenance and social unrest related reasons. Currently, the pipeline is operational, however, the Company is not delivering any oil into this route, due to Petroperu's credit line not being available. If their credit facility was available, the Company could continue producing in the order of 20,000 bopd during the ongoing dry season. The Company is also pleased to announce it has received the final payment from Petroperu of last year's outstanding \$64 million revenue true-up. Outstanding receivables from Petroperu now total \$22 million which relate to oil delivered to the ONP in early 2022.

**Return of Capital Policy.** In Q1 2023, the Company formalized its dividend and share buyback policy stating, subject to maintaining a minimum liquidity level of \$60 million including a portion of unused credit facility capacity, the Company will (a) pursue a share buyback program of approximately \$3 million per quarter and (b) pay eligible dividends in 2023 equal to the sum of US\$0.015 per share per quarter and incremental amounts from available cash, consistent with maintaining the minimum liquidity level.

**Q2 2023 Dividend Declaration**. Based on the Company's current excess liquidity above \$60 million and the described return of capital policy above, PetroTal confirms that a cash dividend of US\$0.025 per common share will be declared and paid in Q3 2023. This represents a 4.7% quarterly dividend yield (18.7% annualized) based on current share price and includes the recurring US\$0.015 per common share amount that was paid in the prior quarter, plus an amount for a minimum liquidity sweep equal to approximately US\$0.01 per common share. The total dividend of US\$0.025 per common share will be paid according to the following timetable:

• Ex dividend date: August 30, 2023

Record date: August 31, 2023

Payment date: September 15, 2023

The dividend is an eligible dividend for the purposes of the Income Tax Act (Canada) and investors should note that the excess liquidity sweep portion of all future dividends may be subject to fluctuations up or down in accordance with the Company's return of capital policy. Shareholders outside of Canada should contact their respective brokers or registrar agents for the appropriate tax election forms regarding this dividend.

Mr. Felipe Arbelaez Hoyos Appointed to PetroTal's Board. As announced on July 6, 2023, the Company welcomed Mr. Felipe Arbelaez Hoyos, who was recently appointed to PetroTal's board as an independent non-executive director. Mr. Arbelaez Hoyos is currently the Senior Vice President Hydrogen and Carbon Capture Systems for BP Energy in London and brings an in depth commercial and ESG knowledge base to the Company.

### H2 2023 Outlook and Full Year Guidance

Based on emerging seasonably low river levels through the Amazon River from Iquitos to Manaus, and temporary longer than normal border barge permitting times, the Company is re-iterating its 2023 guidance. Based on river system data, the Company estimates the dry season will now be similar to the 2022 level, however, has factored this into its guidance as previously stated. From a full year cash flow perspective, the Company also estimates having similar free cash flow to previous guidance.

# **Updated Corporate Presentation**

The Company has updated its Corporate Presentation, which is available for download or viewing at <a href="https://www.petrotal-corp.com">www.petrotal-corp.com</a>.

### **Enercom Conference in Denver**

The Company will be presenting at the upcoming Enercom Energy Conference in Denver, Colorado on August 14, 2023 and will be posting a replay of the presentation on its website shortly after.

# Q2 2023 webcast link

Please join the Company for its Q2 2023 webcast on August 8, 2023 at 9am CT and 3PM London Time.

https://stream.brrmedia.co.uk/broadcast/646f74f3c0e842f4c6ea72ed

# **ABOUT PETROTAL**

PetroTal is a publicly traded, tri-quoted (TSX: TAL, AIM: PTAL and OTCQX: PTALF) oil and gas development and production Company domiciled in Calgary, Alberta, focused on the development of oil assets in Peru. PetroTal's flagship asset is its 100% working interest in Bretana oil field in Peru's Block 95 where oil production was initiated in June 2018. In early 2022, PetroTal became the largest crude oil producer in Peru. The Company's management

team has significant experience in developing and exploring for oil in Peru and is led by a Board of Directors that is focused on safely and cost effectively developing the Bretana oil field. It is actively building new initiatives to champion community sensitive energy production, benefiting all stakeholders.

For further information, please see the Company's website at www.petrotal-corp.com, the Company's filed documents at www.sedar.com, or below:

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# READER ADVISORIES

FORWARD-LOOKING STATEMENTS: This press release contains certain statements that may be deemed to be forwardlooking statements. Such statements relate to possible future events, including, but not limited to, oil production levels and guidance, including the ramp up and resumption of shut-in production. All statements other than statements of historical fact may be forward-looking statements. Forward-looking statements are often, but not always, identified by

the use of words such as "anticipate", "believe", "expect", "plan", "estimate", "potential", "will", "should", "continue", "may", "objective" and similar expressions. Without limitation, this press release contains forward-looking statements pertaining to: PetroTal's drilling, completions, workovers and other activities; the Company's expectation that workovers of Bretana oil wells will provide strong economics; anticipated future production and revenue; drilling plans including the timing of drilling, commissioning, and startup (including in respect of well 16H, well 17H and the L2 West Platform); expectations surrounding disrupted barge logistics and the consequences in respect thereof, including in relation to the Company's H2 2023 production guidance; forecasted conditions for the remainder of 2023 and consequences thereof including the forecast that the Amazon River's elevation will be low on the Brazilian side near the end of the third quarter of 2023 leading to lighter barge fill requirement projections and lessening PetroTal's H2 2023 production levels; expectation that construction of the L2 West Platform will be completed in September 2023 and corresponding effect on the timing of well 16H drilling and development; expectations relating to the ONP reopening including in respect of exportation volumes; expectations surrounding oil production rates throughout the remainder of 2023 including that it will average approximately 13,000 bopd in August 2023; plans to commence drilling well 17H in December 2023 and anticipated costs in respect of the same; intentions with respect to return of capital, including quarterly eligible dividend payments equal to the sum of US\$0.015 per share per quarter (and incremental amounts from available cash, consistent with maintaining the minimum liquidity level) and share buybacks of approximately \$3 million per quarter; the Company's Q2 2023 declaration of cash dividends in respect of Q2 2023 operations and timing thereof. In addition, statements relating to expected production, reserves, recovery, replacement, costs and valuation are deemed to be 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 forward-looking statements are based on certain key expectations and assumptions made by the Company, including, but not limited to, expectations and assumptions concerning the ability of existing infrastructure to deliver production and the anticipated capital expenditures associated therewith, the ability of government groups to effectively achieve objectives in respect of reducing social conflict and collaborating towards continued investment in the energy sector, reservoir characteristics, recovery factor, exploration upside, prevailing commodity prices and the actual prices received for PetroTal's products, including pursuant to hedging arrangements, the availability and performance of drilling rigs, facilities, pipelines, other oilfield services and skilled labour, royalty regimes and exchange rates, the impact of inflation on costs, the application of regulatory and licensing requirements, the accuracy of PetroTal's geological interpretation of its drilling and land opportunities, current legislation, receipt of required regulatory approval, the success of future drilling and development activities, the performance of new wells, future river water levels, the Company's growth strategy, general economic conditions and availability of required equipment and services. Although the Company believes that the expectations and assumptions on which the forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking statements because the Company can give no assurance that they will prove to be correct. Since forward-looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to, risks associated with the oil and gas industry in general (e.g., operational risks in development, exploration and production; delays or changes in plans with respect to exploration or development projects or capital expenditures; the uncertainty of reserve estimates; the uncertainty of estimates and projections relating to production, costs and expenses; and health, safety and environmental risks), commodity price volatility, price differentials and the actual prices received for products, exchange rate fluctuations, legal, political and economic instability in Peru, access to transportation routes and markets for the Company's production, changes in legislation affecting the oil and gas industry and uncertainties resulting from potential delays or changes in plans with respect to exploration or development projects or capital expenditures; changes in the financial landscape both domestically and abroad, including volatility in the stock market and financial system; and wars (including Russia's war in Ukraine). Please refer to the risk factors identified in the Company's most recent AIF and MD&A which are available on SEDAR at www.sedar.com. The forward-looking statements contained in this press release 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.

OIL REFERENCES: All references to "oil" or "crude oil" production, revenue or sales in this press release mean "heavy crude oil" as defined in NI 51-101.

SPECIFIED FINANCIAL MEASURES: This press release includes various specified financial measures, including non-GAAP financial measures, non-GAAP financial ratios and capital management measures as further described herein. These measures do not have a standardized meaning prescribed by generally accepted accounting principles ("GAAP") and, therefore, may not be comparable with the calculation of similar measures by other companies. Management uses these non- GAAP measures for its own performance measurement and to provide shareholders and investors with additional measurements of the Company's efficiency and its ability to fund a portion of its future capital expenditures. "Adjusted EBITDA" (non-GAAP financial measure) is calculated as consolidated net income (loss) before interest and financing expenses, income taxes, depletion, depreciation and amortization and adjusted for G&A impacts and certain non-cash, extraordinary and non-recurring items primarily relating to unrealized gains and losses on financial instruments and impairment losses, including derivative true-up settlements. PetroTal utilizes adjusted EBITDA as a measure of operational performance and cash flow generating capability. Adjusted EBITDA impacts the level and extent of funding for capital projects investments. Reference to EBITDA is calculated as net operating income less G&A. "Net Operating Income" (non-GAAP financial measure) is calculated as revenues less royalties, operating expenses, and direct transportation. The Company considers Net Operating Income measure as they demonstrate Company's profitability relative to current commodity prices. "Net surplus (debt)" is calculated by adding together total cash, trade and VAT receivables, and short and long-term net derivative balances less total current liabilities, long-term debt, non-current lease liabilities, deferred tax, and other long-term obligations. Net surplus (debt) is used by management to provide a more complete understanding of the Company's capital structure and provides a key measure to assess the Company's liquidity. "Free funds flow" (non-GAAP financial measure) is calculated as net operating income less G&A less exploration and development capital expenditures less realized derivative gains/losses and is calculated prior to all debt service, taxes, lease payments, hedge costs, factoring, and lease payments. Management uses free funds flow to determine the amount of funds available to the Company for future capital allocation decisions. Please refer to the MD&A for additional information relating to specified financial measures. "Funds flow provided by operations" (non-GAAP financial measure) includes all cash generated from operating activities and is calculated before changes in noncash working capital. "Free cash flow" (non-GAAP financial measure) is calculated as EBITDA less G&A less Capex prior to the realization of any derivative impacts.

Eligible Dividend: An eligible dividend is one which is characterized as such by the dividend-paying corporation for Canadian residents. The primary benefit of an eligible dividend is that it benefits from an enhanced gross-up and credit regime at the shareholder level (i.e., the shareholder pays less tax on eligible dividends than non-eligible dividends). This is meant to compensate for the higher general corporate tax rate paid by non-CCPC's on their income and generally preserve integration of Canada's tax rates. As an example, for federal income tax purposes the gross-up rate for eligible dividends is 38% (as compared to 15% for non-eligible dividends) such that the amount of the dividend is multiplied by 1.38 to determine the taxable income to the shareholder. The dividend tax credit for eligible dividends is additionally increased to 6/11 (or 15.02%), as compared to 9/13 (9%) for non-eligible dividends, to offset the greater income inclusion to the taxpayer. Each province provides similar relief on the tax they would otherwise levy on the dividends, although the effective gross-up and credit differs by province.

FOFI DISCLOSURE: This press release contains future-oriented financial information and financial outlook information (collectively, "FOFI") about PetroTal's H2 2023 guidance and components thereof, prospective results of operations and

production, infrastructure costs, free funds1 flow and components thereof (including total EBITDA, tax and Capex), revenue, margins, net operating income and shareholder returns and components thereof, all of which are subject to the same assumptions, risk factors, limitations and qualifications as set forth in the above paragraphs. FOFI contained in this press release was approved by management as of the date of this press release and was included for the purpose of providing further information about PetroTal's anticipated future business operations. PetroTal and its management believe that FOFI has been prepared on a reasonable basis, reflecting management's best estimates and judgments, and represent, to the best of management's knowledge and opinion, the Company's expected course of action. However, because this information is highly subjective, it should not be relied on as necessarily indicative of future results. PetroTal disclaims any intention or obligation to update or revise any FOFI contained in this press release, whether as a result of new information, future events or otherwise, unless required pursuant to applicable law. Readers are cautioned that the FOFI contained in this press release should not be used for purposes other than for which it is disclosed herein. All FOFI contained in this press release complies with the requirements of Canadian securities legislation, including NI 51-101. Changes in forecast commodity prices, differences in the timing of capital expenditures, and variances in average production estimates can have a significant impact on the key performance measures included in PetroTal's guidance. The Company's actual results may differ materially from these estimates.







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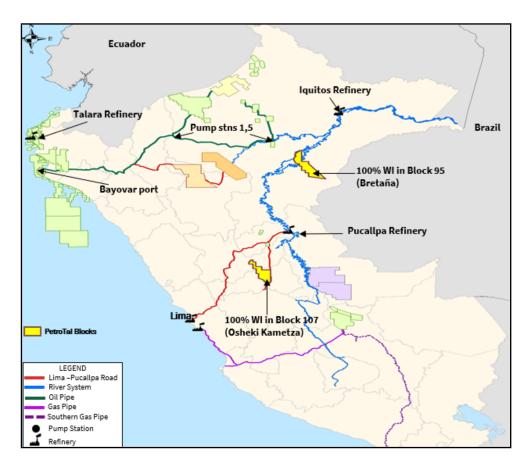
#### MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("MD&A") of the operating results and financial condition of PetroTal Corp. ("PetroTal" or the "Company") for the three and six months ended June 30, 2023 and 2022, is dated August 4, 2023, and should be read in conjunction with the Company's unaudited Condensed Interim Consolidated Financial Statements (the "Financial Statements") for the three and six months ended June 30, 2023 and 2022. The Financial Statements were prepared by management in accordance with International Accounting Standards ("IAS") 34-Interim Financial Reporting as issued by the International Accounting Standards Board, which are also generally accepted accounting principles ("GAAP") for publicly accountable enterprises in Canada.

Financial figures throughout this MD&A are stated in thousands of United States dollars ("\$" or "USD") unless otherwise indicated. This MD&A contains forward-looking statements that should be read in conjunction with the Company's disclosure under "Forward-Looking Statements and Business Risks".

#### 1. CORPORATE OVERVIEW

PetroTal Corp. is a publicly-traded (TSX: TAL, AIM: PTAL, and OTCQX: PTALF) international oil and gas company incorporated and domiciled in Canada, with management based in Houston, Texas and Lima, Peru. Through its two subsidiaries in Peru, the Company is currently engaged in the ongoing development of hydrocarbons in Block 95 with a focus on the development of, and production from the Bretana oil field. In addition to further leads in Block 95, the Company has significant exploration prospects and leads in Block 107.



The Bretana oil field is located in the Maranon Basin of northern Peru. To date, this basin has produced more than one billion barrels of oil. Approximately 70% of the oil in the Maranon Basin has been produced from the Vivian formation and approximately 30% from the Chonta formation. The Vivian formation is known as a quality oil reservoir with high permeabilities and strong aquifer support. Generally, this type of reservoir achieves the highest oil recoveries. The Chonta formation is immediately below the Vivian and typically produces medium to light oil; the Company is focused on the Vivian formation. The Company has a 100% working interest in the Bretana oil field.



#### 2. OVERVIEW AND SELECTED INFORMATION

The following table summarizes key financial and operating highlights associated with the Company's performance for the periods ended June 30, 2023 and June 30, 2022.

#### **RESULTS AT A GLANCE**

	Three Months En	ded June 30	Six Months Ended June 30		
	2023	2022	2023	2022	
Financial					
Oil revenue	\$95,229	\$118,435	\$163,723	\$211,187	
Royalties	(\$8,899)	(\$8,104)	(\$15,137)	(\$14,477)	
Net operating income (1)	\$76,573	\$98,589	\$130,088	\$162,783	
Commodity price derivatives (gain) loss	\$6,272	(\$6,533)	\$13,518	(\$27,546)	
Net income	\$46,635	\$84,249	\$82,577	\$148,759	
Basic earnings per share (\$/share)	0.05	0.10	0.07	0.18	
Capital expenditures	\$26,367	\$24,024	\$59,286	\$41,553	
Operating					
Average production (bopd)	19,031	14,467	15,631	13,114	
Average sales (bopd)	18,483	14,616	15,567	15,065	
Average Brent price (\$/bbl)	77.29	111.80	79.73	101.54	
Contracted sales price (\$/bbl)	77.88	111.39	78.86	99.42	
Netback (\$/bbl) <sup>(1)</sup>	45.53	74.13	46.17	59.70	
Funds flow provided by operations (2)	\$58,154	\$60,688	\$99,566	\$66,432	
Balance Sheet					
Cash and restricted cash	\$92,552	\$77,017	\$92,552	\$77,017	
Working capital	\$155,990	\$141,971	\$155,990	\$141,971	
Total assets	\$620,045	\$535,202	\$620,045	\$535,202	
Current liabilities	\$81,959	\$92,988	\$81,959	\$92,988	
Equity	\$462,113	\$357,732	\$462,113	\$357,732	

<sup>(1)</sup> Net operating income ("NOI") and Netback represent revenues less royalties, operating expenses and direct transportation.

# 3. Q2 2023 HIGHLIGHTS

The Company reached several key operational and financial achievements as described below:

# **Q2 2023 Operational Highlights**

- Record oil production of 1.7 million barrels ("mmbbl"), an average of 19,031 barrels of oil per day ("bopd"), an increase of 56% from 12,193 bopd in Q1 2023, and a 32% increase from 14,467 bopd in Q2 2022. At June 30, 2023, the Company has 15 producing wells and 3 water disposal wells;
- On April 11, 2023, the Company commenced drilling the 15H oil well and production started on June 12, 2023;
- On April 15, 2023 the Company received approval from Perupetro to install and finalize construction of a new west drilling platform ("L2 West Platform") at Bretana;
- Meetings continue between the communities, Perupetro, and the Puinahua District Municipality outlining executive committee roles and controls, with the latest meetings aiming to finalize the 2.5% community social trust fund's bylaws; and,
- Oil sales allocations were 91% as export through Brazil and 9% to the Iquitos refinery.

<sup>(2)</sup> Funds flow provided by operations does not have standardized meaning prescribed by GAAP and therefore may not be comparable with the calculation of similar measures for other entities. See "Non-GAAP Measures" section.



## Q2 2023 Financial Highlights

- The Company generated revenue of \$95.2 million (1.7 mmbbl sold, \$56.61/bbl) compared to \$68.5 million (1.1 mmbbl sold, \$60.31/bbl) in Q1 2023;
- Royalties paid to the Peruvian government were \$7.0 million (\$4.18/bbl, 7.4% of revenues) compared to \$4.6 million (\$4.08/bbl, 6.8% of revenues) in Q1 2023. These amounts do not include provisions for the 2.5% community social trust;
- Generated funds flow from operations of \$58.2 million compared to \$41.4 million in Q1 2023;
- Net operating income was \$76.6 million (\$45.53/bbl) compared to \$53.5 million (\$47.12/bbl) in Q1 2023;
- The Company had cash and restricted cash of \$92.6 million, compared to \$71.6 million at Q1 2023; and,
- The Company paid a dividend of US\$0.015/share and repurchased 582,708 shares representing a total of approximately \$14.7 million of capital returned to shareholders (3.2% of June 30, 2023 market capitalization).

## **Q2 2023 Subsequent Events**

- In early July, the Company moved its contracted drilling rig to perform workovers on two of the initial Bretana oil wells;
- The dry season commenced in July and the Company is experiencing lower river levels which results in lower barge fill levels, in line with budget expectations; and,
- On August 3, 2023, the Company paid its unsecured revolving loan of \$20 million, plus \$0.2 million in accrued interest.

### 4. OUTLOOK AND GROWTH STRATEGY

## **Strategy Outlook**

The capital program prioritizes management's strategy to maintain a strong balance sheet during the period of oil price volatility, optimizing drilling activity to fit within cash flow. The Company's activity will focus on managing existing production and drilling new wells during 2023. Base maintenance capital would require capital expenditures and additional activities included in the capital program outlined as follows:

- Completion of production facilities and infrastructure activities which includes optimization of existing facilities, wells and some improvements aimed at lowering operating costs;
- Drilling new wells focused on continuing development in the core area of Bretana oilfield; and,
- Continued investment in environmental remediation and social initiatives as part of a sustained long-term effort to improve the physical environment and to provide training programs and other community initiatives for the residents near the Company's operations.

The 2023 capital budget is based on an estimated average annual Brent oil price forecast of \$85/bbl.

# **Growth Strategy**

PetroTal's strategy is focused on petroleum assets that have long-life reserves with production growth potential. Employing its knowledge base and technical expertise, the Company is working to optimize its existing assets primarily through drilling new oil wells to create long-term value for shareholders. This will be accomplished through the attainment of its main objectives: increasing production, reserves, funds generated from operations, and net asset value ("NAV").

PetroTal's strategic priorities are to:

- Increase reserves and production;
- Maintain a strong balance sheet by controlling and managing capital expenditures;
- Control costs through efficient management of operations;
- Pursue new and proven technology applications to improve operations and assist exploration endeavors;
- Expand infrastructure (pipelines, storage, treating capacity) to increase production capacity in a cost-effective manner; and,
- Explore undeveloped acreage to identify and create development opportunities.

Throughout the period, PetroTal focused on achieving its priorities and implementing its capital programs in Peru. The Company will fund its capital development program using funds generated from operations and existing cash. Strategic allocation of the work program and budget is designated to provide additional recoverable reserves at the Peruvian oilfields and achieve production growth.



## **Environmental and Social Governance ("ESG") Strategy**

PetroTal believes in creating long-term value for our shareholders, employees, suppliers, communities, customers, and government, as well as ensuring economic value, safety for people and the environment, and a better future for all. Therefore, our sustainability strategy to year 2030 rests on our shoulders. PetroTal's ESG vision is: "To create value and generate more opportunities for the benefit of all". The steps to measure our success are:

- Develop measurable goals for 2025 and 2030 that will be built and reviewed with the participation of each department throughout the Company;
- Initiatives will be continually updated to achieve our goals;
- The Sustainable Development Goals ("SDGs") will be included, to which PetroTal contributes through its Sustainability Plan to 2030:
- We are committed to reducing our carbon and water footprints, which means reducing emissions, waste, preventing oil spills as much as possible, efficiently managing our use of water, focusing on the protection and conservation of biodiversity, managing our impact positively, innovating where possible and doing all of the above safely;
- We are implementing an effective due diligence process to prevent possible human rights violations;
- To materialize the aforementioned initiatives, we develop and promote talent in PetroTal, the community, and within our suppliers; and,
- We maintain a constant and respectful dialogue with our stakeholders to inform and prevent conflicts.

## **Exploratory Block 107 – Osheki-Kametza**

PetroTal has a 100% working interest in this 623,280 acre block. There are several prospective features, the largest being the Osheki-Kametza prospect. Osheki-Kametza has the potential to contain in place volumes of 970.7 mmboe according to Netherland Sewell and Associates, Inc. ("NSAI"). Resource estimates are based on maps generated from modern seismic acquired in 2007 and 2014 and partially de-risked with a new 3D geologic model supporting Cretaceous age reservoirs with high quality Permian source rocks. Additional reprocessing of existing seismic data and acquisition of new seismic data may be required to enhance the structural configuration. The Company continues to work on the necessary permits and complete further technical work for the Osheki-Kametza prospect which will allow PetroTal to consider progressing towards a drilling recommendation. On January 6, 2023, Perupetro extended the Company's Block 107 exploratory license to May 2026.



# 5. SELECTED FINANCIAL INFORMATION

## **5.1 FINANCIAL SUMMARY**

		Q2-	2023	Q1-:	2023	Q4-	2022	Q3-	2022
(\$ thousands)	S thousands)			\$/bbl		\$/bbl		\$/bbl	
PRODUCTION:	Average Production (bopd)		19,031		12,193		10,374		12,229
SALES:	Average sales (bopd)		18,483		12,618		10,420		12,186
	Total sales (bbls)		1,681,962		1,135,611		958,624		1,121,132
	Average Brent price	\$77.29		\$82.51		\$88.61		\$97.89	
Weight	ed contracted sales price, gross	\$77.88		\$80.32		\$88.22		\$97.21	
LESS:	Tariffs, fees and differentials	(\$21.26)		(\$20.01)		(\$21.71)		(\$22.14)	
	Realized sales price, net	\$56.61		\$60.31		\$66.51		\$75.07	
REVENUES:	Oil revenue <sup>(1)</sup>	\$56.61	\$95,229	\$60.31	\$68,494	\$66.51	\$63,755	\$75.07	\$84,164
LESS:	Royalties <sup>(2)</sup>	\$5.29	\$8,899	\$5.49	\$6,238	\$6.08	\$5,824	\$10.43	\$11,689
	Operating expense	\$4.22	\$7,100	\$5.60	\$6,354	\$7.42	\$7,115	\$6.62	\$7,423
	Direct Transportation:								
	Diluent	\$0.98	\$1,641	\$1.20	\$1,368	\$1.33	\$1,274	\$1.23	\$1,374
	Barging	\$0.53	\$896	\$0.80	\$906	\$0.86	\$824	\$1.05	\$1,172
	Diesel	\$0.07	\$120	\$0.10	\$113	\$0.15	\$144	\$0.10	\$110
	Storage	\$—	\$—	\$—	\$—	\$0.16	\$152	\$0.06	\$63
	Total Transportation	\$1.58	\$2,657	\$2.10	\$2,387	\$2.50	\$2,394	\$2.44	\$2,719
NET OPERATING	G INCOME	\$45.53	\$76,573	\$47.12	\$53,515	\$50.51	\$48,422	\$55.58	\$62,333
	Netback as % of Revenue		80.4%		78.1%		76.0%		74.1%
General and ad	ministrative expense	\$3.89	\$6,548	\$4.90	\$5,559	\$5.57	\$5,339	\$4.18	\$4,689
Commodity price	ce derivative loss (gain)	\$3.73	\$6,272	\$6.38	\$7,247	(\$13.95)	(\$13,373)	\$29.15	\$32,686
Financial expen	se	\$1.22	\$2,046	\$7.89	\$8,958	\$2.49	\$2,387	\$5.17	\$5,792
Income tax exp	ense	\$1.64	\$2,751	\$5.93	\$6,730	\$9.36	\$8,975	\$7.49	\$8,392
Depletion, depreciation and amortization		\$7.23	\$12,154	\$7.18	\$8,158	\$7.42	\$7,116	\$7.06	\$7,920
Other expenses	5	\$—	\$—	\$—	\$—	\$1.02	\$978	\$—	\$—
Foreign exchang	ge loss (gain)	\$0.10	\$167	(\$0.10)	(\$116)	(\$0.18)	(\$176)	\$0.23	\$260
NET INCOME			\$46,635		\$16,979		\$37,176		\$2,594
<b>FUNDS FLOW P</b>	PROVIDED BY OPERATIONS		\$58,154		\$41,412		\$59,383		\$46,205

<sup>(1)</sup> Tariff and marketing fees are expenses usually recorded by reducing revenues in the financial statements.

<sup>(2)</sup> Royalties in Q3 2022 include the value since January 1, 2022 inception for the 2.5% community social trust initiative. Subsequent social trust contributions are recorded in the corresponding quarter incurred.



		Q2-2022		Q1-2022		Q4-2021		Q3-2021	
(\$ thousands)	(\$ thousands)			\$/bbl		\$/bbl		\$/bbl	
PRODUCTION:	Average Production (bopd)		14,467		11,746		10,147		9,508
SALES:	Average sales (bopd)		14,616		15,518		7,242		9,142
	Total sales (bbls)		1,330,026		1,396,648		666,301		841,101
	Average Brent price	\$111.80		\$97.49		\$79.79		\$73.21	
Weight	ed contracted sales price, gross	\$111.39		\$88.02		\$77.46		\$71.06	
LESS:	Tariffs, fees and differentials	(\$22.35)		(\$21.61)		(\$18.56)		(\$17.82)	
	Realized sales price, net	\$89.04		\$66.41		\$58.90		\$53.24	
REVENUES:	Oil revenue <sup>(1)</sup>	\$89.04	\$118,435	\$66.41	\$92,752	\$58.90	\$39,243	\$53.24	\$44,781
LESS:	Royalties	\$6.09	\$8,104	\$4.56	\$6,373	\$3.46	\$2,304	\$3.10	\$2,604
	Operating expense	\$6.28	\$8,355	\$7.20	\$10,061	\$7.60	\$5,063	\$6.47	\$5,442
	Direct Transportation:								
	Diluent	\$1.45	\$1,931	\$3.48	\$4,862	\$4.21	\$2,805	\$4.17	\$3,504
	Barging	\$0.71	\$943	\$2.50	\$3,493	\$1.46	\$975	\$2.01	\$1,693
	Diesel	\$0.05	\$71	\$0.54	\$758	\$0.69	\$458	\$0.62	\$521
	Storage	\$0.33	\$442	\$2.16	\$3,011	\$2.87	\$1,911	\$1.70	\$1,430
	Total Transportation	\$2.54	\$3,387	\$8.68	\$12,124	\$9.23	\$6,149	\$8.50	\$7,148
NET OPERATIN	G INCOME	\$74.13	\$98,589	\$45.97	\$64,194	\$38.61	\$25,727	\$35.17	\$29,587
	Netback as % of Revenue		83.2%		69.2%		65.6%		66.1%
General and ad	ministrative expense	\$3.87	\$5,143	\$3.38	\$4,718	\$5.95	\$3,965	\$4.11	\$3,459
Commodity pri	ce derivative loss (gain)	(\$4.91)	(\$6,533)	(\$15.05)	(\$21,014)	\$8.44	\$5,622	(\$0.35)	(\$293)
Financial expen	ise	\$4.60	\$6,113	\$4.21	\$5,878	\$6.78	\$4,519	\$6.59	\$5,542
Income tax exp	ense (recovery)	\$0.04	\$53	(\$0.02)	(\$29)	\$0.02	\$10	\$0.02	\$20
Depletion, dep	reciation and amortization	\$6.90	\$9,179	\$6.70	\$9,353	\$7.14	\$4,758	\$6.89	\$5,797
Foreign exchan	ge loss	\$0.29	\$385	\$0.56	\$777	\$0.01	\$9	\$0.11	\$92
NET INCOME			\$84,249		\$64,511		\$6,844		\$14,970
FUNDS FLOW P	PROVIDED BY OPERATIONS		\$60,688		\$5,743		\$34,714		\$18,648

<sup>(1)</sup> Tariff and marketing fees are expenses usually recorded by reducing revenues in the financial statements.



#### **EARNINGS STATEMENT INFORMATION**

#### Revenue

Oil sales in Q2 2023 increased by 48% to 1,681,962 barrels (18,483 bopd), compared to 1,135,611 barrels (12,618 bopd) in Q1 2023. Sales were 1,330,026 barrels (14,616 bopd) in Q2 2022.

The Company sells oil at three sales points: the local Iquitos refinery, exports through Brazil, and the Northern Peruvian Pipeline ("ONP"). In Q2 2023, 91% of oil sales were through the Brazil export route and 9% to the Iquitos refinery. Sales to the Iquitos refinery are priced at the prevailing Brent oil price less a quality differential discount and barge transportation charges. Oil sales exported through Brazil are on a freight on board ("FOB") Bretana basis, at the forecasted Brent oil price in three months, less a fixed amount to cover all transportation and sales costs, including the quality differential. Sales to Petroperu at the Saramuro pump station for transportation through the ONP and onward to the Bayovar port, are priced based on the forecasted Brent oil price in eight months, less a quality differential, and is net of all pipeline and marketing fees. When the oil is ultimately sold by Petroperu at Bayovar, PetroTal is subject to a valuation adjustment based on the actual price achieved by Petroperu, whether higher or lower than the original forecasted price. Using the future price and the sales basis minimizes the impact of oil price fluctuations.



Royalties increased to \$8.9 million (\$5.29/bbl) in Q2 2023 from \$6.2 million (\$5.49/bbl) in Q1 2023 and increased from \$8.1 million in Q2 2022 (\$6.09/bbl), commensurate with oil production levels. Beginning in Q3 2022, the 2.5% community social trust initiative is included in royalties. Royalties for the Bretana oilfield are calculated on production, less transportation costs, starting at 5% based on production of 5,000 bopd or less and 20% when production reaches 100,000 bopd or more, increasing on a straight-line basis. Royalty determination in Peru is negotiated on an individual block basis, based either on production scales or on economic results.

Operating expenses in Q2 2023 were \$7.1 million (\$4.22/bbl), as compared to \$6.4 million (\$5.60/bbl) in Q1 2023 and in Q2 2022 were \$8.4 million (\$6.28/bbl). Oil production increases result in lower operating costs per barrel due to fixed operating cost allocations.



Direct Transportation expenses in Q2 2023 totaled \$2.7 million (\$1.58/bbl), representing barging and diluent blending costs, as compared to \$2.4 million (\$2.10/bbl) in Q1 2023 and in Q2 2022 totaled \$3.4 million (\$2.54/bbl). Diluent costs can change as a result of no blending requirements for oil exports through Brazil. Direct transportation costs include charges from oil inventory valuations.

	Q2 2023	Q1 2023
Diluent	1,641	1,368
Barging	896	906
Diesel	120	113
Total Direct Transportation	2,657	2,387

General and administrative ("G&A") expenses in Q2 2023 were \$6.5 million (\$3.89/bbl), as compared to \$5.6 million (\$4.90/bbl) in Q1 2023 and \$5.1 million (\$3.87/bbl) in Q2 2022. As production increases, per barrel G&A costs will decrease.

	Q2 2023	Q1 2023
Salaries and benefits	3,684	3,284
Legal, audit and consulting fees	1,809	2,097
Community support	538	278
Office rent and administrative	1,356	709
Share-based compensation	908	784
G&A allocations	(1,747)	(1,593)
Total	6,548	5,559

Included in G&A are expenditures related to various community project initiatives for Bretana and neighboring communities. PetroTal recognizes the importance of community alignment and support over the areas in which it operates.

The Company allocated \$1.7 million of G&A in Q2 2023 to capital and operating projects, compared to \$1.6 million in Q1 2023 and \$1.3 million in Q2 2022.

**Depletion, Depreciation and Amortization ("DD&A")** for Q2 2023 was \$12.2 million (\$7.23/bbl) as compared to \$8.2 million (\$7.18/bbl) in Q1 2023 and in Q2 2022 totaled \$9.2 million (\$6.90/bbl). DD&A is determined using the annual reserve report information prepared by NSAI at December 31, 2022. DD&A is calculated based on capital invested, future capital, production and 2P reserves.

Commodity price derivative loss of \$6.3 million in Q2 2023 is the net fair value change of outstanding embedded derivatives, compared to a \$7.2 million derivative loss in Q1 2023 and a \$6.5 million gain in Q2 2022. The oil sales agreement with Petroperu for sales into the ONP are subject to oil price variations when sold by Petroperu upon arrival at the Bayovar port.

**Foreign exchange loss** in Q2 2023 was \$167 thousand compared to a \$116 thousand gain in Q1 2023, and a \$385 thousand loss in Q2 2022, due to fluctuations in relative currency positions and transactions.

**Income tax expense** of \$2.8 million was recorded in Q2 2023 compared to \$6.7 million in Q1 2023 and a \$53 thousand in Q2 2022. The Peruvian income tax expense for the guarter is offset by the Canadian income tax recovery.

**Financial expense** was \$2 million in Q2 2023, mainly related to interest expense and accretion of decommissioning obligation expense, as compared to \$9 million in Q1 2023 and \$6.1 million in Q2 2022. The bond payoff in Q1 2023 resulted in less financial expense in Q2 2023.



# **5.2 BALANCE SHEET INFORMATION**

# **BALANCE SHEET - SUMMARIZED**

	June 30, 2023	March 31, 2023	December 31, 2022	September 30, 2022	June 30, 2022
(\$ thousands)					
Current Assets					
Cash and restricted cash	\$86,552	\$65,635	\$113,969	\$87,018	\$71,017
VAT receivable	\$19,830	\$14,953	\$10,555	\$5,256	\$3,628
Trade and other receivables	\$100,806	\$93,886	\$107,275	\$121,495	\$89,430
Inventory	\$13,215	\$11,397	\$13,773	\$11,938	\$12,107
Prepaid expenses	\$7,036	\$6,823	\$5,475	\$4,294	\$3,187
Derivative assets	\$10,510	\$15,864	\$12,086	\$16,497	\$55,590
Total Current Assets	\$237,949	\$208,558	\$263,133	\$246,498	\$234,959
Restricted cash	\$6,000	\$6,000	\$6,000	\$6,000	\$6,000
VAT receivables and taxes	\$12,200	\$3,213	\$3,032	\$2,439	\$2,504
PPE and E&E, net	\$361,230	\$345,644	\$319,252	\$294,044	\$282,483
Derivative assets	\$2,666	\$2,476	\$11,463	\$857	\$9,256
Total Non-current Assets	\$382,096	\$357,333	\$339,747	\$303,340	\$300,243
Total Assets	\$620,045	\$565,891	\$602,880	\$549,838	\$535,202
Current Liabilities					
Trade and other payables	\$59,302	\$60,331	\$67,195	\$50,609	\$48,701
Lease liabilities	\$2,398	\$2,328	\$2,567	\$2,258	\$2,322
Short-term debt	\$20,259	\$20,134	\$53,600	\$51,200	\$28,600
Short-term derivative liabilities	\$-	\$-	\$-	\$2,992	\$8,048
Decommissioning liabilities	\$-	\$-	\$-	\$3,101	\$5,317
Total Current Liabilities	\$81,959	\$82,793	\$123,362	\$110,160	\$92,988
Leases and other long-term	\$16,459	\$17,472	\$18,384	\$19,109	\$19,040
Deferred income tax liabilities	\$35,820	\$24,222	\$17,386	\$8,369	\$18
Long-term debt	\$-	\$-	\$27,845	\$27,067	\$51,312
Long-term derivative liabilities	\$6,803	\$5,217	\$3,179	\$10,858	\$-
Decommissioning liabilities	\$16,891	\$14,958	\$13,393	\$12,908	\$14,112
Total Non-current Liabilities	\$75,973	\$61,869	\$80,187	\$78,311	\$84,482
Total Equity	\$462,113	\$421,229	\$399,331	\$361,367	\$357,732
Total Liabilities and Equity	\$620,045	\$565,891	\$602,880	\$549,838	\$535,202



### **Cash and liquidity**

At June 30, 2023, the Company held cash of \$75.3 million and restricted cash of \$17.3 million, totaling \$92.6 million, a \$27.4 million decrease from \$120.0 million at December 31, 2022. Working capital was \$156.0 million at June 30, 2023 as compared to \$139.8 million at December 31, 2022. The working capital increase was mainly related to the bond paid out in Q1 2023.

#### **VAT** receivable

	June 30, 2023	December 31, 2022
VAT receivable - current	19,830	10,555
VAT receivable - non-current	2,150	1,934
Total VAT receivables	21,980	12,489

Valued Added Tax ("VAT") in Peru is levied on the purchase of goods and services and is recoverable on contracted oil sales. As a result of capital activity and oil sales during the period, the Company recovered \$3.6 million during the six months ended June 30, 2023 and expects to recover \$19.8 million in the short-term.

### Trade and other receivables

	June 30, 2023	December 31, 2022
Trade receivables	100,506	105,647
Other receivables	300	1,628
Total trade and other receivables	100,806	107,275

As at June 30, 2023, trade receivables represent revenue related to the sale of oil. The balance is mainly comprised of \$44 million due from Petroperu and \$57 million from export sales through Brazil.

As per the agreement reached with Petroperu in November 2022 for repayment of \$64 million owing to the Company (\$54 million as at December 31, 2022), \$36 million was collected during the six months ended June 30, 2023. The financing arrangement bears interest at 4.6% annually and monthly installments are expected to be collected by August 2023. No credit losses on the Company's trade receivables have been incurred. The final installment was collected on August 1, 2023.

# **Capital expenditures**

	Three Months	Ended June 30	Six Month En	ded June 30
	2023	2022	2023	2022
Drilling Program	18,167	17,653	41,966	29,124
Fluid Handling Facilities (CPF)	1,194	4,259	3,273	8,586
Erosion Control	924	980	1,842	1,534
Abandonment	_	42	_	802
Prod. Infrastructure	3,807	57	6,213	262
Field Infrastructure	589	233	2,101	243
Other	1,686	800	3,891	1,002
Total	26,367	24,024	59,286	41,553

The Company's primary focus is to increase oil production from existing wells, build on the success of drilling new wells and ensure sufficient production facilities. The Company invested \$59.3 million in capital programs in the six months ended June 30, 2023, compared to \$41.6 million for the comparable 2022 period.

The Company continues to invest in a variety of community, social and regulatory ("CSR") initiatives. A strong emphasis on ESG is prevalent throughout all areas of our operations.

As at June 30, 2023, the Company has \$8.4 million of exploration and evaluation assets related to Block 107.



### **Inventory**

	June 30, 2023	December 31, 2022
Oil inventory	1,883	2,389
Materials, parts and supplies	11,332	11,384
Total inventory	13,215	13,773

Oil inventory consists of stored oil barrels, which are valued at the lower of cost or market. Costs include operating expenses, royalties, transportation, and depletion associated with production. Costs capitalized as inventory will be expensed when the inventory is sold. As of June 30, 2023, the oil inventory balance of \$1.9 million consists of 113,025 barrels of oil valued at \$16.66/bbl (December 31, 2022: \$2.4 million, based on 106,621 barrels of oil at \$22.41/bbl). Materials, parts, and supplies, including diluent, are expected to be consumed in the short-term.

	Barrels
Oil inventory at January 1, 2023	106,621
Production	2,829,231
Diluent added	25,358
Internal use (power generation) and other	(30,612)
Sales	(2,817,573)
Oil inventory at June 30, 2023	113,025

### **Trade and other payables**

	June 30, 2023	December 31, 2022
Trade payables	17,740	32,177
Accrued payables and other obligations	41,562	35,018
Total trade and other payables	59,302	67,195

As at June 30, 2023 and December 31, 2022, trade payables and accruals are primarily related to the drilling and completion of wells and construction of production processing facilities.

# **Commodity Price Derivatives**

The derivative asset is classified as a Level 2 fair value measurement. The Petroperu Saramuro agreement, signed with Petroperu during 2021, includes a clause for the purchase price adjustment. The initial sales price is based on the arithmetic average of the ICE Brent 8-month forward price. The realized price is based on the tender price of the oil that is sold at the Bayovar terminal. The purchase price adjustment represents the realized price less the initial sales price, and if negative, the Company will compensate Petroperu the amount, multiplied by the volume sold or arranged by Petroperu. If the purchase price adjustment is positive, the Company will be compensated by Petroperu in a similar manner.

The fair value change of the embedded derivative, considering an average future ICE Brent price marker differential, was recorded as a loss on commodity price derivatives at June 30, 2023.

	Three Months E	Three Months Ended June 30		ded June 30
	2023	2022	2023	2022
Net derivative asset at beginning of period	13,123	58,765	20,370	36,723
Cash settlements	(262)	(8,498)	(225)	(7,471)
Cash to be received	(253)	_	(253)	_
Realized gain	478	23,737	478	23,737
Unrealized gain (loss)	(6,713)	(17,206)	(13,997)	3,809
Net derivative asset at end of period	6,373	56,798	6,373	56,798



Sales delivery / Executed month	Expected settlement month	Volume mbbls	Price range \$/bbl	Hedged range \$/bbl	Net Derivative Asset
Peru Embedded Derivatives (a)					
Jan-21 to Feb-22	Nov-23 to May-25	2,422	55.32 to 85.26	71.21 to 75.07	5,472
Corporate Derivatives Hedging (b)					
Sep-22	Jul-23 to Sep-23	151	_	80.00	901
			Net	<b>Derivative Asset</b>	6,373

a) Embedded derivative related to original Petroperu sales agreement.

During the six months ended June 30, 2023, no barrels have been sold by Petroperu. 2.4 million barrels remain in the pipeline or storage tanks, awaiting final sale by Petroperu.

# **Decommissioning liabilities**

The undiscounted uninflated value of its estimated decommissioning liabilities is \$32.0 million (\$30.2 million in 2022). The present value of the obligations was calculated using an average risk-free rate of 5.7% (December 31, 2022: 6.6%) to reflect the market assessment of the time value of money as well as risks specific to the liabilities that have not been included in the cash flow estimates. The inflation rate used in determining the cash flow estimate was 2.0%. The table below sets out the continuity of decommissioning obligations.

Balance at January 1, 2022	22,101
Additions	1,916
Revisions to decommissioning liabilities	(6,604)
Expenditures	(4,917)
Accretion	897
Balance at December 31, 2022	13,393
Additions	826
Revisions to decommissioning liabilities	2,229
Accretion	443
Balance at June 30, 2023	16,891

b) Corporate hedge program to cover a portion of 2022 oil production.



# **Short and long-term debt**

On March 2, 2023, the Company finalized a \$20 million unsecured revolving loan with an interest rate of 8.97% with Banco de Credito del Peru. The initial term of the loan is two months with renewal options until the end of 2023. The funds are used to fund short-term working capital needs. The facility was fully paid on August 3, 2023, and remains available.

On March 24, 2023, the Company elected to repay the remaining \$55 million bond principal, plus interest and fees of \$2.9 million. The original bond maturity was February 2024.

## Leases

In prior years, PetroTal commenced a seven-year service lease arrangement with a supplier that provides turnkey power generation equipment services. The Company has the option to buy the equipment in year five for \$5.5 million. The incremental borrowing rate used to measure the lease liabilities was 7.5% for the dollar denominated lease.

The lease liabilities also include two office leases, one in Houston, Texas and one in Lima, Peru. The Houston lease is for a term of 6.2 years with an incremental borrowing rate of 6.5% and the Lima lease is for 5 years with an incremental borrowing rate of 8.5%.

Lease liabilities at January 1, 2022	17,661
Additions	7,263
Revisions	(2,332)
Payments	(3,974)
Interest on leases	1,024
Lease liabilities at December 31, 2022	19,642
Payments	(2,816)
Interest on leases	638
Lease liabilities at June 30, 2023	17,464
Represented as:	
Current liability	2,398
Non-current liability	15,066

As of June 30, 2023, total lease liabilities have the following minimum undiscounted payments per year:

Year	
2023	2,490
2024	5,014
Thereafter	11,139
Total	18,643



### **Share capital**

Authorized share capital consists of an unlimited number of common shares without nominal or par value. The holders of common shares have one vote per share and are entitled to receive dividends as recommended by the Board. During the six months ended June 30, 2023, all remaining warrants were exercised, generating proceeds of \$12.3 million.

As of August 4, 2023, PetroTal has the following securities outstanding (in thousands):

Common shares	922,306	97%
Performance share units	24,739	3%
Total	947,045	100%

#### Normal course issuer bid

On May 16, 2023, the Company announced that Toronto Stock Exchange approved the notice of intention to commence a normal course issuer bid ("the NCIB"). The NCIB allows the Company to purchase up to 44,230,205 common shares (representing approximately 5% of outstanding common shares as at May 12, 2023) beginning May 18, 2023 and ending no later than May 17, 2024. Common shares purchased under the NCIB will be cancelled.

During the three months ended June 30, 2023, the Company purchased 582,708 common shares under the NCIB for total consideration of \$0.3 million. The surplus between the total consideration and the carrying value of the shares repurchased was recorded against retained earnings.

#### 5.3 NON-GAAP TERMS

This report contains financial terms that are not considered measures under GAAP such as operating netback, operating netback per bbl, revenues and transportation expense adjusted, funds flow provided by operations, funds flow provided by operations per bbl, funds flow netback per bbl, free funds flow and diluted funds flow per share that do not have any standardized meaning under GAAP and may not be comparable to similar measures presented by other companies. Management uses these non-GAAP measures for its own performance measurement and to provide shareholders and investors with additional measurements of the Company's efficiency and its ability to fund a portion of its future capital expenditures.

# **NON-GAAP FINANCIAL MEASURES**

# Revenue and transportation expense adjustment

Revenue and transportation expense adjustment are a non-GAAP measure that includes transportation ONP pipeline tariff, marketing fee, barging and diluent expenses. Tariff and marketing fees are expenses usually recorded by reducing revenues in the financial statements.



## **Funds flow information**

Funds flow provided by operations ("FFO"), is a non-GAAP measure that includes all cash generated from operating activities and changes in non-cash working capital. The Company considers funds flow from operations to be a key measure as it demonstrates Company's profitability. A reconciliation from cash provided by operating activities to funds flow provided by operations is as follows:

	Q2 2023	Q1 2023	Q2 2022
Cash flow from operating activities			
Net income	46,635	16,979	84,248
Adjustments for:			
Depletion, depreciation and amortization	12,256	8,158	9,179
Accretion of decommissioning obligation	230	213	202
Equity based compensation expense	909	784	1,034
Financial interest expense	761	6,713	3,426
Deferred income tax expense	2,751	6,730	53
Commodity price unrealized derivatives loss	6,713	7,284	17,205
Funds flow provided by operations before non-cash working capital	70,256	46,861	115,347
Settlement of abandonment liabilities	_	_	(42)
Changes in non-cash working capital:			
Receivables and restricted cash	(11,712)	8,916	(39,466)
Advances and prepaid expenses	(7)	(177)	(1,590)
Inventory	(1,590)	2,097	725
Trade and other payables	1,602	(15,077)	952
Commodity price realized derivatives gain	(189)	(37)	(15,238)
Cash paid for income taxes	(206)	(1,171)	_
Net cash provided by operating activities	58,154	41,412	60,688

Free funds flow after investing activities is a non-GAAP measure and the Company considers free funds flow or free cash flow to be a key measure as it demonstrates the Company's ability to fund a return of capital without accessing outside funds and is calculated as follows:

	Q2 2023	Q1 2023	Q2 2022
Cash flow from investing activities			
Exploration and evaluation asset additions	(374)	(720)	(183)
Property, plant and equipment additions	(25,993)	(32,199)	(23,841)
Capital lease additions	_	_	(22)
Non-cash changes in working capital	(2,630)	8,213	6,977
Net cash used in investing activities	(28,997)	(24,706)	(17,069)
Net cash provided by operating and investing activities	29,157	16,706	43,619



#### **CAPITAL MANAGEMENT MEASURES**

## **Adjusted EBITDA**

Adjusted EBITDA means earnings before interest, taxes, depreciation and amortization, and derivatives.

	Q2 2023	Q1 2023	Q2 2022
Net income	46,635	16,979	84,249
Adjustments to reconcile net income:			
DD&A expenses	12,154	8,158	9,179
Financial expense	2,046	8,958	6,113
Income tax expense	2,751	6,730	53
Commodity price derivatives loss (gain)	6,272	7,247	(6,533)
EBITDA (non-GAAP)	69,858	48,072	93,061
Realized derivative instruments loss	(5,794)	(7,247)	(15,238)
Adjusted EBITDA (non-GAAP)	64,064	40,825	77,823
Capital expenditures	(26,367)	(32,919)	(29,918)
Free funds flow	37,697	7,906	47,905

### **Operating netback**

The Company considers operating netbacks to be a key measure that demonstrates the Company's profitability relative to current commodity prices. Netback is calculated by dividing net operating income by total revenue.

### **6. SIGNIFICANT JUDGEMENTS AND ESTIMATES**

Management is required to make judgments, assumptions and estimates that have a significant impact on the Company's financial results. Significant judgments in the Financial Statements include going concern, financing arrangements, impairment indicators, assessment of transfers from Exploration and Evaluation ("E&E") to Property, Plant and Equipment ("PP&E"), leases, derivatives, asset acquisition and joint arrangements. Significant estimates in the Financial Statements include commitments, provision for future decommissioning obligations, recoverable amounts for exploration and evaluation assets and accruals. In addition, the Company uses estimates for numerous variables in the assessment of its assets for impairment purposes, including oil prices, exchange rates, discount rates, cost estimates and production profiles. By their nature, all of these estimates are subject to measurement uncertainty, may be beyond management's control, and the effect on future Financial Statements from changes in such estimates could be significant.

Critical judgments in applying accounting policies that have the most significant effect on the amounts recognized in the Financial Statements are included in the Financial Statements and the accompanying notes as of December 31, 2022 and 2021. Additional information about significant judgements and estimates are included in PetroTal's audited Financial Statements for the years ended December 31, 2022 and 2021.

# USES OF CRITICAL ACCOUNTING ASSUMPTIONS, ESTIMATES AND JUDGEMENTS

The Company's critical estimates and associated assumptions are based on historical experience and other factors that are considered relevant. Such estimates and assumptions affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses. Actual results may differ from estimates.

The critical estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the same period if the revision affects only that period or in the period of the revision and future periods if the revision affects current and future periods.

Critical estimates and judgements in applying accounting policies that have the most significant effect on the amounts recognized in the Financial Statements are summarized below:



### **Functional Currency**

The functional currency of each of the Company's entities is the United States dollar, which is the currency of the primary economic environment in which the entities operate.

## **Exploration and Evaluation Assets**

The accounting for E&E assets requires management to make certain estimates and assumptions, including whether exploratory wells have discovered economically recoverable quantities of reserves. Designations are sometimes revised as new information becomes available. If an exploratory well encounters hydrocarbons, but further appraisal activity is required in order to conclude whether the hydrocarbons are economically recoverable, the well costs remain capitalized as long as sufficient progress is being made in assessing the economic and operating viability of the well. Criteria used in making this determination include evaluation of the reservoir characteristics and hydrocarbon properties, expected additional development activities, commercial evaluation and regulatory matters. The concept of "sufficient progress" is an area of judgement, and it is possible to have exploratory costs remain capitalized for several years while additional drilling is performed, or the Company seeks government, regulatory or partner approval of development plans.

Petroleum and natural gas assets are grouped into cash generating units ("CGUs") identified as having largely independent cash flows and are geographically integrated. The determination of the CGUs was based on management's interpretation and judgement.

## **Decommissioning Obligations**

Decommissioning obligations will be incurred by the Company at the end of the operating life of wells or supporting infrastructure. The ultimate asset decommissioning costs and timing are uncertain and cost estimates can vary in response to many factors including changes to relevant legal and regulatory requirements, the emergence of new restoration techniques, and experience at other production sites. As a result, there could be significant adjustments to the provisions established which would affect future financial results. The expected amount of expenditure is estimated using a discounted cash flow calculation with a risk-free discount rate. Liabilities for environmental costs are recognized in the period in which they are incurred, normally when the asset is developed, and the associated costs can be estimated.

## **Deferred Tax Assets & Liabilities**

The estimation of income taxes includes evaluating the recoverability of deferred tax assets based on an assessment of the Company's ability to utilize the underlying future tax deductions against future taxable income prior to the expiration of those deductions. Management assesses whether it is probable that some or all of the deferred income tax assets will not be realized. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income, which in turn is dependent upon the successful discovery, extraction, development and commercialization of oil and gas reserves. To the extent that management's assessment of the Company's ability to utilize future tax deductions changes, the Company would be required to recognize more or fewer deferred tax assets, and future income tax provisions or recoveries could be affected. The measurement of deferred income tax provision is subject to uncertainty associated with the timing of future events and changes in legislation, tax rates and interpretations by tax authorities.

## Provisions, Commitments and Contingent Liabilities

Amounts recorded as provisions and amounts disclosed as commitments and contingent liabilities are estimated based on the terms of the related contracts and management's best knowledge at the time of issuing the Financial Statements. The actual results ultimately may differ from those estimates as future confirming events occur.

The Company has one reportable business segment which did not have any critical accounting estimate changes during the past two financial years.



### 7. DISCLOSURE PRONOUNCEMENTS NOT YET ADOPTED

Issuance of IFRS Sustainability Standards - IFRS S1 "General Requirements for Disclosure of Sustainability-related Financial Information" and IFRS S2 "Climate-related Disclosures"

In June 2023 the International Sustainability Standards Board (ISSB) issued its inaugural standards - IFRS S1 and IFRS S2. The ISSB was formed as a new standard-setting board within the IFRS Foundation to issue standards that deliver a comprehensive global baseline of sustainability-related financial disclosures, operating alongside the International Accounting Standards Board. IFRS S1 and IFRS S2 are effective for annual reporting periods beginning on or after January 1, 2024, with earlier application permitted, as long as both standards are applied. IFRS S1 provides a set of disclosure requirements designed to enable companies to communicate to investors about the sustainability-related risks and opportunities, while IFRS S2 sets out specific climate-related disclosures and is designed to be used in conjunction with IFRS S1. The Company is currently reviewing the impact of the standards on its disclosures.

## 8. CONTRACTUAL OBLIGATIONS AND COMMITMENTS

#### **GUARANTEES**

As at June 30, 2023, the Company holds the following letters of credit guaranteeing its commitments for exploration blocks to Perupetro SA:

Block	Beneficiary	Amount	Commitment	Expiration
107	Perupetro S.A.	\$1,500	1st exploration well, minimum work 5th exploratory period	December 2023
107	Perupetro S.A.	\$1,500	2nd exploration well, minimum work 5th exploratory period	December 2023
		\$3,000		

#### **CONTRACTUAL OBLIGATIONS**

Refer to "Short and long-term debt" in section "5.2 Balance Sheet Information" for material changes to the Company's contractual obligations.

### 9. FORWARD-LOOKING STATEMENTS AND BUSINESS RISKS

## **FOREIGN EXCHANGE RATE RISK**

The Company's functional currency is the United States dollar. Foreign exchange gains or losses can occur on translation of working capital denominated in currencies other than the functional currency of the jurisdiction which holds the working capital item. Excluding the impact of changes in the cross-rates, a 1% fluctuation in translation rates would have nil impact on net income or loss, based on foreign currency balances held at June 30, 2023.

### **LIQUIDITY RISK**

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with its financial liabilities. The Company's approach to managing liquidity risk is to have sufficient cash and/or credit facilities to meet its obligations when due. Liquidity is managed through short and long-term cash, debt and equity management strategies. The Company's liquidity risk is impacted by current and future commodity prices. If required, the Company will also consider additional short-term financing or issuing equity in order to meet its future liabilities. Declines in future commodity prices could affect the Company's ability to fund ongoing operations. The current economic environment and SARS-CoV-2 ("COVID-19") has and may continue to have a significant impact on the Company including, but not exclusively:

- material declines in revenue and cash flows as a result of the decline in commodity prices;
- declines in revenue and operating activities due to reduced capital programs and the shut-in of production;
- inability to access financing sources;
- increased risk of non-performance by the Company's customers and suppliers;
- interruptions in operations as the Company adjusts personnel to the dynamic environment; and,
- delivery of oil at the Bayovar port and sale swap price risk.



The situation is dynamic and the ultimate duration and magnitude of the impact on the economy and the financial effect on the Company is not known at this time. Estimates and judgments made by management in the preparation of the financial statements are increasingly difficult and subject to a higher degree of measurement uncertainty during this volatile period.

#### **CREDIT RISK**

Credit risk is the risk that a customer or counterparty will fail to perform an obligation or fail to pay amounts due causing a financial loss to the Company. The Company's VAT is primarily for sales tax credits on exploration and drilling expenses incurred in prior years. These credits will be applied to future oil development activities or recovered as per the sales tax recovery legislation currently in effect. The majority of the Company's trade receivable balance relates to oil sales and purchase price adjustments to two customers, being Petroperu, a state-owned company and Novum, an oil trading company. The Company has a long-term sales agreement for oil exports through Brazil, whereby sales are FOB Bretana. Sales through the ONP pipeline are due and payable 240 days after the final delivery of the oil to the Bayovar terminal. During Q2 2023, 91% of oil sales were to Novum (Brazil export route) and 9% were to Petroperu (Iquitos refinery). The Company has not experienced any material credit losses in the collection of its trade receivables.

Impairment to a financial asset is only recorded when there is objective evidence of impairment and the loss event has an impact on future cash flow and can be reliably estimated. Evidence of impairment may include default or delinquency by a debtor or indicators that the debtor may enter bankruptcy. Management believes that there is no risk on the recoverability and/or applicability of the sales tax credits. Therefore, no impairment to the carrying value of these assets has been estimated. The Company has deposited its cash and cash equivalents with reputable financial institutions, with which management believes the risk of loss to be remote. The maximum credit exposure associated with financial assets is their carrying value. At June 30, 2023, the cash and cash equivalents were held with six different institutions from three countries, mitigating the credit risk of a collapse of one particular bank.

### **WORKFORCE MAY BE EXPOSED TO WIDESPREAD PANDEMIC**

PetroTal's operations are located in areas relatively remote from local towns and villages and represent a concentration of personnel working and residing in close proximity to one another. Should an employee or visitor become infected with a serious illness that has the potential to spread rapidly, this could place the workforce at risk. The 2020/2021 outbreak of the novel coronavirus in China and other countries around the world is one example of such an illness. The Company takes every precaution to strictly follow industrial hygiene and occupational health guidelines. There can be no assurance that this virus or another infectious illness will not impact the Company's personnel and ultimately its operations.

Additional information regarding risk factors including, but not limited to, risks related to political developments in Peru and environmental risks is available in the Company's Annual Information Form ("AIF"), a copy of which may be accessed through the SEDAR website (www.sedar.com).

Certain statements contained in this MD&A may constitute forward-looking statements. These statements relate to future events or the Company's future performance, including, but not limited to: PetroTal's business strategy, objectives, strength, focus and outlook, drilling, completions, workovers and other activities including expanding infrastructure and exploring undeveloped acreage and the anticipated costs and results of such activities, environmental remediation and social initiatives, the ability of the Company to achieve drilling success consistent with management's expectations, anticipated future production and revenue, oil production levels, the 2024 capital program and budget, including drilling plans, balance sheet strength, COVID-19 surveillance and control process, hedging program and the terms thereof, and future development and growth prospects. All statements other than statements of historical fact may be forward-looking statements. In addition, statements relating to expected production, reserves, prospective resources, recovery, costs and valuation are deemed to be 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. Forward-looking statements are often, but not always, identified by the use of words such as "anticipate", "plan", "continue", "estimate", "expect", "may", "will", "project", "predict", "potential", "intend", "could", "might", "should", "believe" and similar expressions.

The forward-looking statements are based on certain key expectations and assumptions made by the Company, including, but not limited to, expectations and assumptions concerning the ability of existing infrastructure to deliver production and the anticipated capital expenditures associated therewith, reservoir characteristics, recovery factor, exploration upside, prevailing commodity prices and the actual prices received for PetroTal's products, including pursuant to hedging arrangements, the availability and performance of drilling rigs, facilities, pipelines, other oilfield services and skilled labor, royalty regimes and exchange rates, the application of regulatory and licensing requirements, the accuracy of PetroTal's geological interpretation of its drilling and land opportunities, current legislation, receipt of required regulatory approval, the success of future drilling and development activities, the performance of new wells, the Company's growth strategy, general economic conditions and availability of required equipment and services. Although the Company believes that the expectations and assumptions on which the forward-looking statements are based are



reasonable, undue reliance should not be placed on the forward-looking statements because the Company can give no assurance that they will prove to be correct. The Company believes that the expectations reflected in those forward-looking statements are reasonable but no assurance can be given that these expectations will prove to be correct and such forward-looking statements included in this MD&A should not be unduly relied upon by investors. These statements speak only as of the date of this MD&A and are expressly qualified, in their entirety, by this cautionary statement.

These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements. These include, but are not limited to, risks associated with the oil and gas industry in general (e.g., operational risks in development, exploration and production, delays or changes in plans with respect to exploration or development projects or capital expenditures, the uncertainty of reserve estimates, the uncertainty of estimates and projections relating to production, costs and expenses, and health, safety and environmental risks), commodity price volatility, price differentials and the actual prices received for products, exchange rate fluctuations, legal, political and economic instability in Peru, access to transportation routes and markets for the Company's production, changes in legislation affecting the oil and gas industry and uncertainties resulting from potential delays or changes in plans with respect to exploration or development projects or capital expenditures. In addition, the Company cautions that current global uncertainty with respect to the spread of the COVID-19 virus and its effect on the broader global economy may have a significant negative effect on the Company. While the precise impact of the COVID-19 virus on the Company remains unknown, rapid spread of the COVID-19 virus may continue to have a material adverse effect on global economic activity, and may continue to result in volatility and disruption to global supply chains, operations, mobility of people and the financial markets, which could affect interest rates, credit ratings, credit risk, inflation, business, financial conditions, results of operations and other factors relevant to the Company. Please refer to the risk factors identified in the AIF which is available on SEDAR at www.sedar.com.

Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. The Company cannot guarantee future results, levels of activity, performance, or achievements. The risks and other factors, some of which are beyond the Company's control, could cause results to differ materially from those expressed in the forward-looking statements contained in this MD&A.

The forward-looking statements contained in this MD&A are expressly qualified by the foregoing cautionary statement. Subject to applicable securities laws, the Company is under no duty to update any of the forward-looking statements after the date hereof or to compare such statements to actual results or changes in the Company's expectations. Financial outlook information contained in this MD&A about prospective results of operations, financial position or cash flows is based on assumptions about future events, including economic conditions and proposed courses of action, based on management's assessment of the relevant information currently available. Readers are cautioned that such financial outlook information should not be used for purposes other than for which it is disclosed herein.

Prospective resources are the quantities of petroleum estimated, as of a given date, to be potentially recoverable from undiscovered accumulations by application of future development projects. Estimates of prospective resources included in this document relating to the Osheki prospect are based upon an independent assessment completed by NSAI with an effective date of September 30, 2018 and prepared in accordance with Canadian Oil and Gas Evaluation Handbook ("COGE") and the standards established by NI 51-101. For additional information about the Company's prospective resources, see the Company's website for the most current press release.



#### **ADDITIONAL INFORMATION**

On February 16, 2023, the Company graduated from the TSX Venture Exchange to the Toronto Stock Exchange. The trading symbol remains the same, "TAL".

Additional information about PetroTal Corp. and its business activities, including PetroTal's audited Financial Statements for the years ended December 31, 2022 and 2021 are available on the Company's website at www.petrotal-corp.com, and at www.sedarplus.ca, or below:

### **DIRECTORS**

Mark McComiskey Chair of the Board

Felipe Arbelaez Eleanor Barker Jon Harris Roger Tucker Gavin Wilson Manuel Pablo Zuniga-Pflucker

#### **OFFICERS AND SENIOR EXECUTIVES**

Manuel Pablo Zuniga-Pflucker President and Chief Executive Officer

**Douglas Urch**EVP and Chief Financial Officer

Jose Contreras Senior VP of Operations

**Dewi Jones**VP Exploration and Development

**Glen Priestley**VP Treasury and Planning

**Luis Pantoja** General Manager Peru

**Guillermo Florez** Deputy General Manager Peru

### **CORPORATE HEADQUARTERS**

PetroTal Corp. 16200 Park Row, Suite 310 Houston, Texas 77084 Office: 713.609.9101 info@petrotal-corp.com www.petrotal-corp.com

## **REGISTERED OFFICE**

**PetroTal Corp.**4200 Bankers Hall West, 888-3rd Street Calgary, Alberta, Canada

## **OPERATING OFFICE**

PetroTal Peru SRL 144 Dionisio Derteano, Suite 1200 San Isidro Lima, Peru

### **STOCK EXCHANGES**

**TSX Exchange** Toronto, Ontario, Canada TSX: TAL

AIM Stock Exchange London, United Kingdom AIM: PTAL

OTCQX Stock Exchange New York, USA OTCQX: PTALF

## **LEGAL COUNSEL**

Stikeman Elliott LLP Calgary, Alberta, Canada

### **AUDITORS**

**Deloitte LLP**Calgary, Alberta, Canada
Lima, Peru

## **NOMINATED & FINANCIAL ADVISER**

**Strand Hanson Limited** London, United Kingdom

## **JOINT BROKERS**

Stifel Nicolaus Europe Limited London, United Kingdom

Peel Hunt LLP London, United Kingdom

#### **RESERVES EVALUATORS**

**Netherland, Sewell & Associates, Inc.** Dallas, Texas

# TRANSFER AGENT AND REGISTRAR

Computershare Trust Company of Canada Calgary, Alberta London, United Kingdom

**Equity Stock Transfer** New York, NY



## **GLOSSARY / ABBREVIATIONS**

1P Proved

2P Proved plus Probable

3P Proved plus Probable and Possible

AIF Annual Information Form

bbl Barrel

bopd Barrels of Oil per Day CGUs Cash Generating Units

COGE Canadian Oil and Gas Evaluation Handbook

COVID-19 SARS-CoV-2

CSR Community, Social and Regulatory
DD&A Depletion, Depreciation and Amortization

E&E Exploration and Evaluation

EIA Environmental Impact Assessment ESG Environmental and Social Governance

FOB Freight on board

FFO Funds Flow Provided by Operations

G&A General and Administrative

GAAP Generally Accepted Accounting Principles
IFRS International Financial Reporting Standards

mbbl(s) Thousand Barrel(s)

MD&A Management's Discussion and Analysis

mmbbl Million Barrels NAV Net Asset Value

Netback Benchmark to assess the profitability based on revenues less royalties, operating and transportation costs

NI 51-101 National Instruments - Standards of Disclosure for Oil and Gas Activities

NOI Net Operating Income

NSAI Netherland Sewell and Associates, Inc.

ONP Northern Peruvian Pipeline

OOIP Original Oil in Place

PP&E Property, Plant and Equipment

RLI Reserve Life Index

SDGs Sustainable Development Goals

VAT Value Added Tax







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The accompanying unaudited condensed interim consolidated Financial Statements and all information in the management discussion and analysis and notes to the unaudited condensed interim consolidated Financial Statements are the responsibility of management. The unaudited condensed interim consolidated Financial Statements were prepared by management in accordance with International Accounting Standards ("IAS") 34–Interim Financial Reporting outlined in the notes to the unaudited condensed interim consolidated Financial Statements. Other financial information appearing throughout the report is presented on a basis consistent with the unaudited condensed interim consolidated Financial Statements.

Management maintains appropriate systems of internal controls. Policies and procedures are designed to give reasonable assurance that transactions are appropriately authorized, assets are safeguarded, and financial records are properly maintained to provide reliable information for the presentation of unaudited condensed interim consolidated Financial Statements.

The Audit Committee reviewed the unaudited condensed interim consolidated Financial Statements with management and with the auditors. The Board of Directors has approved the unaudited condensed interim consolidated Financial Statements on the recommendation of the Audit Committee.

Signed "Manuel Pablo Zuniga-Pflucker"

Manuel Pablo Zuniga-Pflucker

President and Chief Executive Officer

Signed "Douglas Urch"

Douglas Urch

Executive VP and Chief Financial Officer

August 4, 2023



# **CONDENSED INTERIM CONSOLIDATED BALANCE SHEETS**

(\$ thousands of US Dollars, unaudited)	Note	June 30 2023	December 31 2022
ASSETS			
Current Assets			
Cash	4	75,256	104,340
Restricted cash	4	11,296	9,629
VAT receivable	5	19,830	10,555
Trade and other receivables	6	100,806	107,275
Inventory	7	13,215	13,773
Prepaid expenses	8	7,036	5,475
Derivative assets	9	10,510	12,086
Total Current Assets		237,949	263,133
Non-current Assets			
Restricted cash	4	6,000	6,000
Exploration and evaluation assets	10	8,436	7,342
Property, plant and equipment	11	352,794	311,910
Deferred tax asset	18	10,050	1,098
VAT receivable	5	2,150	1,934
Derivative assets	9	2,666	11,463
Total Non-current Assets		382,096	339,747
Total Assets		620,045	602,880
LIABILITIES AND EQUITY Current Liabilities			
Trade and other payables	13	59,302	67,195
Lease liabilities	15	2,398	2,567
Short-term debt	12	20,259	53,600
Total Current Liabilities		81,959	123,362
Non-current Liabilities			
Long-term debt	12	_	27,845
Long-term derivative liabilities	9	6,803	3,179
Lease liabilities	15	15,066	17,075
Decommissioning liabilities	14	16,891	13,393
Deferred income tax liabilities	18	35,820	17,386
Other long-term obligations		1,393	1,309
Total Non-current Liabilities		75,973	80,187
Total Liabilities		157,932	203,549
Equity			
Share capital	16	142,416	130,196
Contributed surplus		7,871	6,262
Retained earnings		311,826	262,873
Total Equity		462,113	399,331
Total Liabilities and Equity		620,045	602,880



# CONDENSED INTERIM CONSOLIDATED STATEMENTS OF EARNINGS AND OTHER COMPREHENSIVE INCOME

(\$ thousands of US Dollars, except per share amo	unts, unaudited)	Three Months Er	nded June 30	Six Months End	ded June 30
	Note	2023	2022	2023	2022
REVENUES			-		
Oil revenues, net of royalty	17	86,330	110,331	148,586	196,710
Total revenue		86,330	110,331	148,586	196,710
EXPENSES					
Operating		7,100	8,355	13,454	18,416
Direct transportation		2,657	3,387	5,044	15,511
General and administrative		6,548	5,143	12,107	9,861
Finance expense		2,046	6,113	11,004	11,990
Commodity price derivatives (gain)/loss	9	6,272	(6,533)	13,518	(27,546
Depletion, depreciation and amortization		12,154	9,179	20,312	18,532
Foreign exchange (gain)/loss		167	385	51	1,163
Total expenses		36,944	26,029	75,490	47,927
Income before income taxes		49,386	84,302	73,096	148,783
Deferred income tax expense	18	2,751	53	9,481	24
Net income and comprehensive income		46,635	84,249	63,615	148,759
Basic earnings per share		0.05	0.10	0.07	0.18
Diluted earnings per share		0.05	0.09	0.07	0.16
Weighted average number of common shares out	standing (000's)				
Basic		891,239	838,303	881,985	835,240
Diluted		911,927	913,421	902,746	909,034



# **CONDENSED INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

(\$ thousands of US Dollars, unaudited)		Six Months End	ed June 30
	Note	2023	2022
Share capital			
Balance, beginning of year		130,196	126,696
Repurchase of shares	16	(96)	_
Exercise of warrants	16	12,316	3,148
Balance, end of period		142,416	129,844
Contributed surplus			
Balance, beginning of year		6,262	3,215
Share-based compensation plan		1,609	1,568
Balance, end of period		7,871	4,783
Retained earnings			
Balance, beginning of year		262,873	74,346
Dividends paid	16	(14,431)	_
Net income and comprehensive income		63,615	148,759
Repurchase of shares		(231)	_
Balance, end of period		311,826	223,105
Total Equity		462,113	357,732



# **CONDENSED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS**

(\$ thousands of US Dollars, unaudited)		Six Months End	ed June 30
	Note	2023	2022
Cash flows from operating activities			
Net income		63,615	148,759
Adjustments for:			
Depletion, depreciation and amortization		20,414	18,532
Accretion of decommissioning obligations	14	443	392
Share-based compensation plan		1,693	2,449
Commodity price unrealized derivatives loss (gain)	9	13,997	(3,809)
Finance expenses		7,474	8,505
Deferred income tax expense		9,481	24
Settlement of decommissioning liabilities	14	_	(802)
Changes in working capital:			
- Receivables and taxes		(2,796)	(89,490)
- Advances and prepaid expenses		(184)	(1,275)
- Inventory		507	8,118
- Trade and other payables		(13,475)	(7,612)
- Commodity price realized derivatives	9	(226)	(16,265)
Cash paid for income taxes		(1,377)	(1,094)
Net cash provided by operating activities		99,566	66,432
Cash flows from investing activities			
Property, plant and equipment additions	11	(58,192)	(40,815)
Exploration and evaluation asset additions	10	(1,094)	(738)
Non-cash changes in working capital		5,583	3,082
Net cash used in investing activities		(53,703)	(38,471)
Cash flows from financing activities			
Interest and fees paid		(8,022)	(6,500)
Net proceeds from exercise of warrants	16	12,316	3,148
Repayment of bond principal	12	(80,000)	(20,000)
Funds received from credit facility	12	20,000	_
Payments of dividends to shareholders		(14,431)	_
Repurchase of shares		(327)	_
Payment of current lease liabilities	15	(2,816)	(2,049)
Net cash used in financing activities		(73,280)	(25,401)
Increase (decrease) in cash		(27,417)	2,560
Cash, beginning of period		104,340	44,919
Restricted cash	4	(1,667)	16,038
Cash, end of the period		75,256	63,517



## NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

For the three and six months ended June 30, 2023 and 2022. All amounts are stated in thousands of United States Dollars (\$) unless otherwise indicated.

#### 1. CORPORATE INFORMATION

PetroTal Corp. (the "Company" or "PetroTal") is a publicly-traded energy company incorporated and domiciled in Canada. The Company is engaged in the exploration, appraisal and development of oil and natural gas in Peru, South America. The Company's registered office is located at 4300 Bankers Hall West, 888 – 3rd Street S.W., Calgary, Alberta, Canada.

These unaudited Condensed Interim Consolidated Financial Statements (the "Financial Statements") have been prepared on a going concern basis, which assumes that the Company will continue its operations for the foreseeable future and will be able to realize its assets and discharge its liabilities in the normal course of business.

The Company evaluated subsequent events and transactions that occurred after the balance sheet date up to the date that the Financial Statements were issued.

These Financial Statements were approved for issuance by the Company's Board of Directors on August 4, 2023, on the recommendation of the Audit Committee.

### 2. BASIS OF PREPARATION

#### STATEMENT OF COMPLIANCE

These Financial Statements were prepared in accordance with International Accounting Standards ("IAS") 34–Interim Financial Reporting. They do not contain all disclosures required by International Financial Reporting Standards ("IFRS") for annual financial statements and, accordingly, should be read in conjunction with the Company's audited annual consolidated financial statements as at and for the years ended December 31, 2022 and 2021, which outline the Company's significant accounting policies in Note 2 thereto, and have been applied consistently in these Financial Statements, except as disclosed in Note 3, as well as the Company's critical accounting judgements and key sources of estimation uncertainty which are also set out in Note 2 thereto.

## **BASIS OF MEASUREMENT**

These Financial Statements have been prepared on a historical cost basis except for certain financial instruments that have been measured at fair value. In addition, these Financial Statements have been prepared using the accrual basis of accounting.

## PRINCIPLES OF CONSOLIDATION

The Company's Financial Statements include the accounts of the Company and its subsidiaries. The Financial Statements of the subsidiaries are prepared for the same reporting period as the parent Company's, using consistent accounting practices.

Inter-company balances and transactions, and any unrealized gains arising from inter-company transactions with the Company's subsidiaries, are eliminated on consolidation.

The entities included in the Company's Financial Statements are PetroTal Corp. and its 100% owned subsidiaries PetroTal USA Corp., PetroTal LLC, PetroTal Energy International (Peru) Holdings B.V., PetroTal Peru B.V., PetroIifera Petroleum Del Peru S.R.L. and PetroTal Peru S.R.L.



### 3. NEW ACCOUNTING POLICIES, STANDARDS AND INTERPRETATIONS

#### **NEW ACCOUNTING POLICIES**

Shareholders' capital represents the recognized amount for common shares issued (net of equity issuance costs) less the weighted-average carrying value of shares repurchased. The price paid to repurchase common shares is compared to the carrying value of the shares and the difference is recorded against retained earnings.

### **NEW ACCOUNTING STANDARDS ISSUED**

New accounting standards and interpretations were issued and are mandatory for accounting periods after January 1, 2023. Certain of the new accounting standards and interpretations, which are not expected to have a significant impact on the Company's Financial Statements upon adoption, are as follows:

- IAS 1 Disclosure of Accounting Policies Effective January 1, 2023, the amendments require an entity to disclose its material accounting policies, instead of its significant accounting policies, while providing guidance on how entities can identify material accounting policy information and examples of when accounting policy information is likely to be material.
- IAS 1 Presentation of Financial Statements Effective January 1, 2023, the amendments clarify the requirements for the presentation of liabilities as current or non-current in the balance sheet.
- IAS 8 Definition of Accounting Estimates Effective January 1, 2023, the amendments distinguish how an entity should
  present and disclose different types of accounting changes in its financial statements and provides updated definitions to
  changes in accounting estimates to assist issuers in assessing between a change in accounting policy and a change in
  accounting estimate.

#### 4. CASH AND RESTRICTED CASH

The following table sets out cash and restricted cash balances held in different currencies:

	June 30 2023	December 31 2022
Balances held in:		
US dollars	80,677	117,378
Peruvian soles	217	113
English pounds	9,896	2,457
Canadian dollars	1,762	21
Total	92,552	119,969
Represented as:		
Cash	75,256	104,340
Restricted cash current	11,296	9,629
Restricted cash non-current	6,000	6,000

Current restricted cash of \$11.3 million, is primarily related to the social fund, letters of credit bank guarantees, and hedge deposits. The \$6 million of non-current restricted cash is related to permitted hedging programs (see Note 9).

The social fund was formally recognized in 2022 where 2.5% of the value of the monthly oil produced in Bretana's Block 95, less transportation, is set aside for the benefit of local communities. In March 2023, Peru's President signed the Supreme Decree authorizing Perupetro S.A. ("Perupetro") to execute the amendment incorporating the 2.5% social trust fund into the Block 95 license contract, effective and retroactive to January 1, 2022. The social trust now requires its bylaws to be approved by the working table participants. For the three and six months ended June 30, 2023, the Company accrued \$1.9 million and \$3.5 million, respectively, in social fund expense (see Note 17) of which \$0.2 million was paid to the community in Q2 2023.



	June 30 2023	December 31 2022
VAT receivable - current	19,830	10,555
VAT receivable - non-current	2,150	1,934
Total VAT receivables	21,980	12,489

Valued Added Tax ("VAT") in Peru is levied on the purchase of goods and services and is recoverable on sales of goods and services. The Company recovered \$3.6 million during the six months ended June 30, 2023 and expects to recover \$19.8 million in the short-term.

#### 6. TRADE AND OTHER RECEIVABLES

	June 30 2023	December 31 2022
Trade receivables	100,506	105,647
Other receivables	300	1,628
Total trade and other receivables	100,806	107,275

As at June 30, 2023, trade receivables represent revenue related to the sale of oil. The balance is comprised of \$44 million due from Petroperu and \$57 million from export sales through Brazil. Of the \$44 million due from Petroperu, \$18 million is the remaining balance due from the \$64 million financing arrangement made in November 2022, with the remaining \$26 million being current. The financing arrangement bears interest at a 4.6% annually and remaining monthly installments are expected to be collected by August 2023. No credit losses on the Company's trade receivables have been incurred and all are current.

#### 7. INVENTORY

	June 30 2023	December 31 2022
Oil inventory	1,883	2,389
Materials, parts and supplies	11,332	11,384
Total inventory	13,215	13,773

Oil inventory consists of the Company's oil barrels, which are valued at the lower of cost or net realizable value. Costs include operating expenses, royalties, transportation, and depletion associated with production. Costs capitalized as inventory will be expensed when the inventory is sold. As at June 30, 2023, the oil inventory balance of \$1.9 million consists of 113,025 barrels of oil valued at \$16.66/bbl (December 31, 2022: \$2.4 million, based on 106,621 barrels at \$22.41/bbl). Materials, parts and supplies, including diluent, are expected to be consumed in the short-term.

#### 8. PREPAID EXPENSES

	June 30 2023	December 31 2022
Advances to contractors	40	_
Prepaid expenses and other	6,996	5,475
Total advances and prepaid expenses	7,036	5,475

As at June 30, 2023, prepaid expenses were comprised of \$5.8 million in Peruvian income tax prepaid and \$1.2 million in insurance, prepaid services for consultants, and other related services.



	June 30	June 30, 2023		31, 2022
	<b>Carrying Value</b>	Fair Value	Carrying Value	Fair Value
Cash and restricted cash	92,552	92,552	119,969	119,969
Trade and other receivables	100,806	100,806	107,275	107,275
Short-term derivative assets	10,510	10,510	12,086	12,086
Long-term derivative assets	2,666	2,666	11,463	11,463
Short and long-term debt	20,259	20,259	81,445	82,000
Trade and other payables	59,302	59,302	67,195	67,195
Long-term derivative liabilities	6,803	6,803	3,179	3,179

The table above details the Company's carrying value and fair value of financial instruments including cash and restricted cash, trade and other receivables, derivatives, short and long-term debt, and trade and other payables, all of which are classified as financial assets and liabilities and reported at amortized cost or fair value. The Company is exposed to various financial risks arising from normal-course business exposure. These risks include market risks relating to foreign exchange rate fluctuations and commodity price risk as well as liquidity.

#### **COMMODITY PRICE DERIVATIVES**

The derivative asset is classified as a Level 2 fair value measurement. The Petroperu Saramuro agreement, signed with Petroperu during 2021, includes a clause for the purchase price adjustment. The initial sales price is based on the arithmetic average of the ICE Brent Crude 8-month forward price. The realized price is based on the tender price of the oil that is sold at the Bayovar terminal. The purchase price adjustment is the realized price less the initial sales price. If the purchase price adjustment is negative, the Company will compensate Petroperu for the amount, multiplied by the volume sold or arranged by Petroperu. If the purchase price adjustment is positive, the Company will be compensated by Petroperu.

The fair value of the embedded derivative, considering an average future Brent price marker differential, was recorded as a gain (loss) on commodity price derivatives at June 30, 2023.

	Three Months Ended June 30		Six Months Ended June	
	2023	2022	2023	2022
Net derivative asset at beginning of period	13,123	58,765	20,370	36,723
Cash settlements	(262)	(8,498)	(225)	(7,471)
Cash to be received	(253)	_	(253)	_
Realized gain	478	23,737	478	23,737
Unrealized gain (loss)	(6,713)	(17,206)	(13,997)	3,809
Net derivative asset at end of period	6,373	56,798	6,373	56,798

Sales delivery / Executed month	Expected settlement month	Volume mbbls	Price range \$/bbl	Hedged range \$/bbl	Net Derivative Asset
Peru Embedded Derivatives (a)					
Jan-21 to Feb-22	Nov-23 to May-25	2,422	55.32 to 85.26	71.21 to 75.07	5,472
Corporate Derivatives Hedging (b)					
Sep-22	Jul-23 to Sep-23	151	_	80.00	901
			Net	<b>Derivative Asset</b>	6,373

a) Embedded derivative related to original Petroperu sales agreement.

During the six months ended June 30, 2023, no barrels have been sold by Petroperu. 2.4 million barrels remain in the pipeline or storage tanks, awaiting final sale by Petroperu.

b) Corporate hedge program to cover a portion of 2023 oil production.



The Company's functional currency is the United States dollar. Foreign exchange gains or losses can occur on translation of working capital denominated in currencies other than the functional currency of the jurisdiction which holds the working capital item. Excluding the impact of changes in the cross-rates, a 1% fluctuation in translation rates would have nil impact on net income or loss, based on foreign currency balances held at June 30, 2023.

#### LIQUIDITY RISK

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with its financial liabilities. The Company's liquidity risk is impacted by current and future commodity prices. If required, the Company will also consider additional short-term financing or issuing equity in order to meet its future liabilities. Declines in future commodity prices could affect the Company's ability to fund ongoing operations. The current economic environment may have significant adverse impacts on the Company including, but not exclusively:

- material declines in revenue and cash flows as a result of the decline in commodity prices;
- · declines in revenue and operating activities due to reduced capital programs and constrained oil production;
- inability to access financing sources;
- increased risk of non-performance by the Company's customers and suppliers;
- interruptions in operations as the Company adjusts personnel to the dynamic environment; and,
- delivery of oil at Bayovar port and sale swap price risk.

Estimates and judgements made by management in the preparation of the financial statements are subject to a certain degree of measurement uncertainty during this volatile period.

#### **CREDIT RISK**

Credit risk is the risk that a customer or counterparty will fail to perform an obligation or fail to pay amounts due causing a financial loss to the Company. The Company's VAT is primarily for sales tax credits on exploration and drilling expenses incurred in prior years. These credits will be applied to future oil development activities or recovered as per the sales tax recovery legislation currently in effect. The Company's trade receivable balance relates to oil sales and purchase price adjustments to two customers, being Petroperu, a state-owned company and Novum, an oil trading company. The Company has a long-term sales agreement for oil exports through Brazil, whereby sales are FOB Bretana. Sales through the ONP pipeline are due and payable 240 days after the final delivery of the oil to the Bayovar terminal. During Q2 2023, 91% of oil sales were to Novum (Brazil export route) and 9% were to Petroperu (Iquitos refinery). The Company has not experienced any material credit losses in the collection of its trade receivables.

Impairment to a financial asset is only recorded when there is objective evidence of impairment and the loss event has an impact on future cash flow and can be reliably estimated. Evidence of impairment may include default or delinquency by a debtor or indicators that the debtor may enter bankruptcy. Management believes that there is no risk on the recoverability and or applicability of the sales tax credits. Therefore, no impairment to the carrying value of these assets has been estimated. The Company has deposited its cash, cash equivalents and restricted cash with reputable financial institutions, with which management believes the risk of loss to be remote. The maximum credit exposure associated with financial assets is their carrying value. At June 30, 2023, the cash, cash equivalents and restricted cash were held with six different institutions from three countries, mitigating the credit risk of a collapse of one particular bank.



#### **10. EXPLORATION AND EVALUATION ASSETS**

The following table sets out a continuity of Exploration and Evaluation Assets:

Balance at January 1, 2022	6,051
Additions	1,291
Balance at December 31, 2022	7,342
Additions	1,094
Balance at June 30, 2023	8,436

The Company determined there were no impairment indicators of the exploration and evaluation assets balance at June 30, 2023 and December 31, 2022.

### 11. PROPERTY, PLANT AND EQUIPMENT

	Petroleum Interests	Right of Use Asset (Power Plant)	Other Assets	Total
Balance at January 1, 2022	231,009	20,188	633	251,830
Additions	91,348	5,894	2,933	100,175
Revisions to decommissioning obligations	(4,688)	_	_	(4,688)
Revisions to right of use asset	_	(4,158)	_	(4,158)
Depletion, depreciation and amortization	(29,390)	(1,212)	(647)	(31,249)
Balance at December 31, 2022	288,279	20,712	2,919	311,910
Additions	57,873	_	318	58,191
Revisions to decommissioning obligations	3,055	_	_	3,055
Depletion, depreciation and amortization	(19,171)	(688)	(504)	(20,363)
Balance at June 30, 2023	330,036	20,024	2,733	352,793

As at June 30, 2023, \$0.8 million of the depreciation, depletion and amortization expense was recorded as inventory (December 31, 2022: \$0.7 million).

The Company determined there were no impairment indicators of the property, plant and equipment balance at June 30, 2023 and December 31, 2022.

## 12. SHORT AND LONG-TERM DEBT

On March 2, 2023, the Company finalized a \$20 million unsecured revolving loan with an interest rate of 8.97% with Banco de Credito del Peru. The initial term of the loan is two months with renewal options until the end of 2023. No debt covenants were set forth by the lender in the loan agreement. The funds will be used to fund short-term working capital needs.

On March 24, 2023, the Company elected to repay the remaining \$55 million bond principal, plus interest and fees of \$2.9 million. The original bond maturity was February 2024.

#### 13. TRADE AND OTHER PAYABLES

	June 30 2023	December 31 2022
Trade payables	17,740	32,177
Accrued payables and other obligations	41,562	35,018
Total trade and other payables	59,302	67,195



As at June 30, 2023 and December 31, 2022, trade payables and other payables are primarily related to the drilling and completion of wells and construction of production processing facilities. The other obligations are mainly related to the 2.5% social fund for the benefit of local communities, which totaled to \$8.4 million as at June 30, 2023 (\$5.1 million at December 31, 2022).

#### **14. DECOMMISSIONING LIABILITIES**

Balance at January 1, 2022	22,101
Additions	1,916
Revisions to decommissioning liabilities	(6,604)
Expenditures	(4,917)
Accretion	897
Balance at December 31, 2022	13,393
Additions	826
Revisions to decommissioning liabilities	2,229
Accretion	443
Balance at June 30, 2023	16,891

The undiscounted uninflated value of estimated decommissioning liabilities is \$32.0 million (\$30.2 million in 2022). The present value of the obligations was calculated using an average risk-free rate of 5.7% (December 31, 2022: 6.6%) to reflect the market assessment of the time value of money as well as risks specific to the liabilities that have not been included in the cash flow estimates. The inflation rate used in determining the cash flow estimate was 2.0%.

## **15. CURRENT AND NON-CURRENT LEASE LIABILITIES**

In prior years, PetroTal commenced a seven-year service lease arrangement with a supplier that provides turnkey power generation equipment services. The Company has the option to buy the equipment in year five for \$5.5 million. The incremental borrowing rate used to measure the lease liabilities was 7.5% for the dollar denominated lease.

The lease liabilities also include two office leases, one in Houston, Texas and one in Lima, Peru. The Houston lease is for a term of 6.2 years with an incremental borrowing rate of 6.5% and the Lima lease is for 5 years with an incremental borrowing rate of 8.5%.

Lease liabilities at January 1, 2022	17,661
Additions	7,263
Revisions	(2,332)
Payments	(3,974)
Interest on leases	1,024
Lease liabilities at December 31, 2022	19,642
Payments	(2,816)
Interest on leases	638
Lease liabilities at June 30, 2023	17,464
Represented as:	
Current liability	2,398
Non-current liability	15,066

As at June 30, 2023, total lease liabilities have the following minimum undiscounted annual payments:

Year	
2023	2,490
2024	5,014
Thereafter	11,139
Total	18,643



Authorized share capital consists of an unlimited number of common shares without nominal or par value. The holders of common shares are entitled to one vote per share and are entitled to receive dividends as recommended by the Board of Directors.

	Thousands of common shares	Share Capital
Balance at January 1, 2022	828,197	126,696
Vesting of performance share units	8,050	_
Warrants exercised	25,962	3,500
Balance at December 31, 2022	862,209	130,196
Vesting of performance share units	804	_
Repurchase of shares	(583)	(96)
Warrants exercised	59,876	12,316
Balance at June 30, 2023	922,306	142,416

During three months ended June 30, 2023, the Company paid dividends to shareholders in the amount of \$14.4 million.

#### NORMAL COURSE ISSUER BID

On May 16, 2023, the Company announced that Toronto Stock Exchange approved the notice of intention to commence a normal course issuer bid ("the NCIB"). The NCIB allows the Company to purchase up to 44,230,205 common shares (representing approximately 5% of outstanding common shares as at May 12, 2023) beginning May 18, 2023 and ending no later than May 17, 2024. Common shares purchased under the NCIB will be cancelled.

During the three months ended June 30, 2023, the Company purchased 582,708 common shares under the NCIB for total consideration of \$0.3 million. The surplus between the total consideration and the carrying value of the shares repurchased was recorded against retained earnings.

## PERFORMANCE AND INVESTORS' WARRANTS

The investor warrants were granted in connection with the brokered private placement offering on June 18, 2020. Investors received one common share and one half of one warrant allowing the subscriber to purchase additional shares until June 17, 2023, at 16 pence/share upon presentation of a full warrant. The warrants were fully exercised on June 18, 2023 and \$12.3 million in proceeds was received. The following table sets out a continuity of outstanding warrants:

	Performance Warrants	Investor Warrants
Balance at January 1, 2022	22,546,350	66,749,005
Warrants exercised	(22,546,350)	(6,873,318)
Balance at December 31, 2022	_	59,875,687
Warrants exercised	_	(59,875,687)
Balance at June 30, 2023	_	_

### SHARE-BASED COMPENSATION

The Company has granted performance share units ("PSUs") to employees and deferred share units ("DSUs") to directors. The grant date fair value of PSUs granted to employees is recognized as share-based compensation expense with a corresponding increase in contributed surplus over the vesting period. The Company granted PSUs to employees in accordance with the provisions of the Company's PSU plan. The PSUs either vest after three years or equally over three years and each PSU will entitle the holder to acquire between zero and two common shares of the Company, subject to the achievement of performance conditions relating to the Company's total shareholder return, net asset value and certain production, environmental, safety and operational milestones.



The fair value of the PSUs is determined through a combination of Black-Scholes and probability weighted models. The following table details the terms of the PSUs outstanding as at June 30, 2023:

	2023 Plan Share Units	2022 Plan Share Units
Vest date 3 years from grant date, exchangeable for up to 2 shares	4,283,897	3,169,560
Vests equally over 3 years from grant date, exchangeable for up to 2 shares	520,500	305,152
Vests equally over 3 years from grant date, exchangeable for up to 1-1.5 shares	1,839,964	926,528
Total units	6,644,361	4,401,240

The following assumptions were used for the Black-Scholes valuation of the PSUs granted:

	2023 Plan	2022 Plan
Risk-free interest rate	3.8 %	2.0 %
Expected Life	1-3 years	1-3 years
Annualized volatility	50 %	50 %

For the six months ended June 30, 2023, the Company recognized \$1.7 million of share-based compensation expense in general and administrative expense (June 30, 2022: \$1.5 million).

The Company issued DSUs to directors of the Company, pursuant to the Company's DSU plan and has 3,257,263 DSUs outstanding at June 30, 2023. The DSUs are fully vested and are redeemable upon a holder ceasing to be a director of PetroTal. No common shares will be issued under the DSU plan, as they are settled in cash at the prevailing market price and valued at the closing share price on the reporting date. For the six months ended June 30, 2023, the Company recognized \$0.1 million of DSU expense in general and administrative expense and contributed surplus (June 30, 2022: \$0.4 million).

The following table details the PSU and DSU activity:

	Performance Share Units	Deferred Share Units
Balance at January 1, 2022	23,583,322	2,962,539
Additions	5,165,917	1,073,483
Issued/forfeiture	(9,022,071)	_
Exercised/settled	_	(1,384,268)
Balance at December 31, 2022	19,727,168	2,651,754
Additions	6,644,361	605,509
Issued/forfeiture	(285,081)	_
Balance at June 30, 2023	26,086,448	3,257,263

#### 17. REVENUES NET OF ROYALTY

The Company's oil revenue is determined pursuant to the terms of various sales agreements. The transaction price for crude is based on the commodity price in the production month, adjusted for quality, allowable deductions and other factors. Commodity prices are based on market indices. Oil revenue includes \$22.0 million of service fee income.

	Three Months En	Three Months Ended June 30		Six months ended June 30	
	2023	2022	2023	2022	
Sales					
Oil revenue	95,229	118,435	163,723	211,187	
Royalty	(7,023)	(8,104)	(11,652)	(14,477)	
Social fund (see Note 4)	(1,876)	_	(3,485)	_	
Net revenue	86,330	110,331	148,586	196,710	



The Company's effective tax rate is impacted each quarter by the relative pre-tax income (loss) earned by the Company's operations in Canada, U.S., and Peru. The Company is subject to statutory tax rates of 21% in the U.S., 23% in Canada and 32% in Peru (activities of the Company in Peru are subject to a 30% statutory tax rate plus 2% in accordance with Law 27343). The Company files federal income tax returns and local income tax returns in the various jurisdictions.

The tax at the effective rate differed from the tax at the statutory rate as follows:

	Three Months Ended June 30		Six months ended June 30	
	2023	2022	2023	2022
Earnings before income taxes	49,386	84,302	73,096	148,783
Canadian corporate tax rate	23.00 %	23.00 %	23.00 %	23.00 %
Expected income tax expense	11,359	19,389	16,812	34,220
Increase (decrease) in taxes resulting from:				
Non-deductible expenses and other	(3,080)	263	(4,124)	(933)
Tax differential on foreign jurisdictions	3,283	7,706	5,604	14,562
Change in valuation allowance	(8,811)	(27,305)	(8,811)	(47,825)
Provision for income taxes	2,751	53	9,481	24

The deferred income tax balances are as follows:

	June 30, 2023	December 31, 2022
Deferred tax assets (Canada)	9,469	495
Deferred tax assets (USA)	581	603
Deferred tax assets (Peru NOLs)	29,387	46,061
Deferred tax liability (Peru)	65,207	63,447
Net deferred tax asset - Long-term	10,050	1,098
Net deferred tax liability - Long-term	35,820	17,386

The Company recognized the net tax amount related to Net Operating Losses ("NOLs") and deferred tax liabilities in Peru. As of June 30, 2023, the Company has \$44 million in available tax losses in Peru (mainly related to Block 95), \$38 million tax losses in Canada and \$2.8 million in the US (December 31, 2022: \$112 million, \$54 million, and \$1.7 million, respectively). The Canadian non-capital losses can be carried forward for twenty years and there is generally no carryback period. The carryover period starts with the taxable year following the loss and continues indefinitely.

The aggregate amount of temporary differences associated with investments in subsidiaries for which deferred tax liabilities have not been recognized as of June 30, 2023 is approximately \$86 million (December 31, 2022: \$50 million).

## 19. COMMITMENTS

As at June 30, 2023, the Company holds the following letters of credit guaranteeing its commitments in exploration block 107:

Block	Beneficiary	Amount	Commitment	Expiration
107	Perupetro S.A.	\$1,500	1st exploration well, minimum work 5th exploratory period	December 2023
107	Perupetro S.A.	\$1,500	2nd exploration well, minimum work 5th exploratory period	December 2023
		\$3,000		



On August 3, 2023, the Company elected to repay the \$20 million revolving loan's outstanding balance, plus \$0.2 million in accrued interest.