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To: Company Announcements Office

ASX Ltd

From: Company Secretary

Date: 2 March 2009

Subject: Investor Presentation

Attached is the Santos full year results presentation which will be delivered in Australia, Hong Kong, Singapore and London over the next two weeks.

James Baulderstone Company Secretary



Santos

# Delivering the Strategy

March 2009

# Disclaimer & Important Notice

This presentation contains forward looking statements that are subject to risk factors associated with the oil and gas industry. It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a range of variables which could cause actual results or trends to differ materially, including but not limited to: price fluctuations, actual demand, currency fluctuations, geotechnical factors, drilling and production results, gas commercialisation, development progress, operating results, engineering estimates, reserve estimates, loss of market, industry competition, environmental risks, physical risks, legislative, fiscal and regulatory developments, economic and financial markets conditions in various countries, approvals and cost estimates.

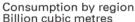
All references to dollars, cents or \$ in this document are to Australian currency, unless otherwise stated.

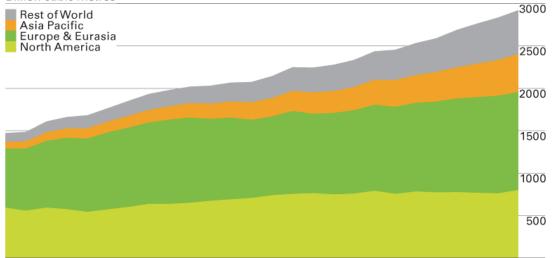
# Securing our Energy Future

Natural Gas will play a vital role in meeting the energy requirements for Australia and the Asia Pacific region...

- Natural gas can meet new base load power generation requirements in Eastern Australia:
  - Lowering the carbon intensity of power generation by up to 70%
  - Significantly lowering power generation's water use by up to 99% that of coal
- Eastern Australian gas reserves continue to grow:
  - A global resource base in close proximity to key markets, situated within an integrated energy market
- Australia will be a key player in meeting Asian LNG growth
  - Enhancing Australia's role as a strategic supplier of energy resources

# **Natural Gas Consumption**





 $82\ 83\ 84\ 85\ 86\ 87\ 88\ 89\ 90\ 91\ 92\ 93\ 94\ 95\ 96\ 97\ 98\ 99\ 00\ 01\ 02\ 03\ 04\ 05\ 06\ 07\ 0$ 

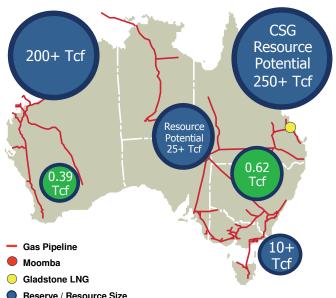
World natural gas consumption rose by 3.1% in 2007, slightly above the 10-year average. The US accounted for the largest increment to growth, rising by 6.5%. In addition to North America, only Africa and Asia Pacific recorded above-average regional growth. Chinese consumption rose by 19.9%, while EU consumption fell by 1.6%.

Sources: BP Statistical review of World Energy 2008



#### Natural Gas – Australia's strategic advantage

On 2007 consumption levels, eastern Australia has over 400 years of possible CSG resources alone ...



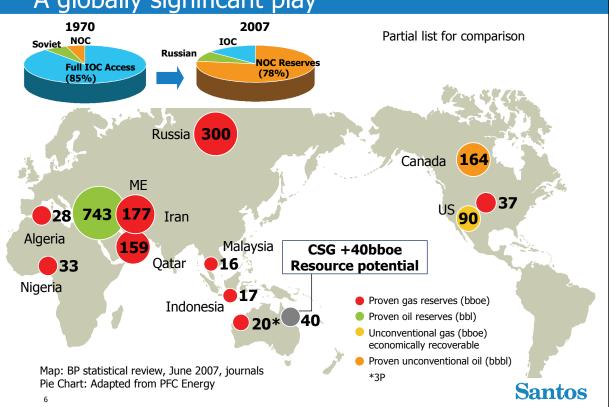
- Australian domestic gas demand: > 1 Tcf pa
- Eastern Australian gas demand: 0.6 Tcf pa
- Remaining EA Potential Resource: ca. 25 Tcf
- EA 2P reserves increased by 12% and 24% in 2006 and 2007 respectively
- CSG Production increased by 35% in the 12 months to June 2008

Sources: Wood Mackenzie; ABARE; EnergyQuest, Santos.



2007 Gas Consumption





## The Santos strategy

#### Using quality assets, Santos will safely deliver:

#### **Base business**

- Eastern Australia: price and volume growth
- Indonesia: steady business with incremental growth
- WA & NT: exploit asset position

#### Significant growth in LNG

- GLNG: transformational growth
- PNG: project underpinned by high quality gas reserves
- DLNG: mature brownfield LNG growth

#### **Focused growth in Asia**

- India/Bangladesh: Bay of Bengal exploration-led growth
- Vietnam: develop Chim Sao and exploration-led growth

# Strategy delivery in 2008

#### Base Business – Australia & Indonesia

Target	Delivery				
Production 54 – 56 mmboe	$\checkmark$	54.4 mmboe in line with guidance			
Progress next phase of projects to schedule	<ul><li>✓</li><li>✓</li></ul>	Kipper – on track for first gas 1H11 Oyong Phase 2 – on track for first gas 3Q09 Reindeer – market leading gas prices achieved, first gas now targeted for 2H11 Henry – first gas delayed from 1H09, no material impact on 2009 production outlook			
Better performance from Cooper Oil	<b>○</b> ✓	Production up 19% to 10,800bbl/day net, 2009 production target 10,000bbl/day net Jackson to Moomba pipeline commissioned			
First booking of Cooper unconventional gas	$\checkmark$	590mmboe 2C resource booked at year end for Cooper Basin unconventional reservoir gas			
Commence Gunnedah Basin exploration	$\checkmark$	First CSG exploration wells drilled in Gunnedah			
Banjar Panji resolution	$\checkmark$	Brantas PSC interest transferred			

# Strategy delivery in 2008

#### Significant growth in LNG

Target	Delivery				
Introduce a partner into GLNG and FEED entry	✓ ✓ ✓	Sale of 40% interest in GLNG to PETRONAS for US\$2.5 billion*  Bechtel appointed downstream FEED contractor  GLNG dedicated CSG 2P reserves increase by 142%			
	$\checkmark$	Fairview Phase 2 capacity expansion complete			
PNG LNG into FEED	<b>√</b>	Government agreement signed and project entry to FEED			

<sup>\*</sup>US\$2 billion was received in 2008, US\$500 million to be paid upon reaching FID of a second LNG train of 3mtpa capacity.

# Strategy delivery in 2008

#### Focussed Growth in Asia

Target	Delivery		
Vietnam: Chim Sao	<b>√</b>	Successful test of Chim Sao North appraisal well Deferral of first oil into 2011	
Bay of Bengal: progress exploration program	<b>✓</b>	2D seismic survey complete 3D seismic survey underway	



# Strong operating performance

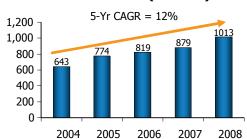
#### 2008 Full Year Result

#### Change on 2007

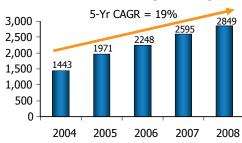
Production	54.4 mmboe		(8%)	
Sales Revenue	\$2.8 billion	1	11%	
EBITDAX	\$3.7 billion	$\uparrow$	99%	
Net Profit After Tax	\$1.7 billion	1	359%	
Underlying Net Profit	\$572 million	1	42%	
Operating Cash Flow	\$1.5 billion	1	21%	
Total Dividends	42 cents per share		5%	

# Track record of reserves growth

#### **2P Reserves (mmboe)**



#### **2C Resources (mmboe)**



# Impressive & consistent growth in both 2P and 2C

- Proven and probable (2P) reserves now exceed
   1 billion barrels of oil equivalent (boe)
- 2008 2P reserves replacement ratio of 347%, or 517% if GLNG selldown excluded
- 2P reserves replacement cost \$5.90/boe
- Contingent resources increased by 254 million boe to 2.85 billion boe
- Major contingent resource booking in the Cooper Basin for unconventional reservoir gas and closer spaced drilling into conventional reservoirs
- Material size of resources "cupboard" relative to company size

Management team focused on continuing track record of contingent resource commercialisation

#### 2008 Reserves: Strong growth and a rich harvest

#### **Activities in 2008**

#### Harvesting Re-investing Opening reserves Exploration and Closing reserves Production and conversion GLNG sale 879 mmboe 2P 148 mmboe 2P 282 mmboe 2P 1,013 mmboe 2P 226 mmboe 2C 480 mmboe 2C 2,849 mmboe 2C 2,595 mmboe 2C/ \$3.1 bn \$1.6 bn generated1 invested<sup>2</sup>

#### **Results for 2008**

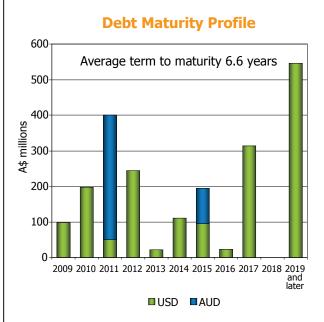
- Cash surplus of \$1.5 billion generated<sup>3</sup>
- 2P reserves grow by 2.5 years of production
- 2C resources grow additional ~5 years of production

<sup>&</sup>lt;sup>1</sup> After tax sale proceeds and after tax operating cash flow

<sup>&</sup>lt;sup>2</sup> Total capital expenditures

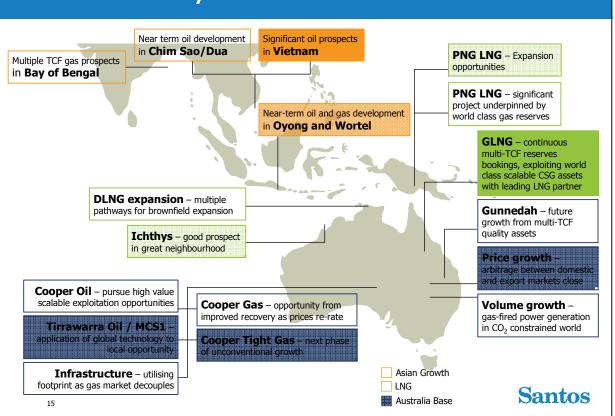
<sup>&</sup>lt;sup>3</sup> Applied to net debt reduction, and share buyback

## Long debt profile with high flexibility



- Less than 15% of gross debt matures in next two years
- Greater than 25% matures beyond ten years
- All A\$ debt and 87% of US\$ debt is floating rate
- In addition, undrawn but committed debt facilities of A\$700 million available till 2011-13
- Hybrid issue (FUELS) provides optionality

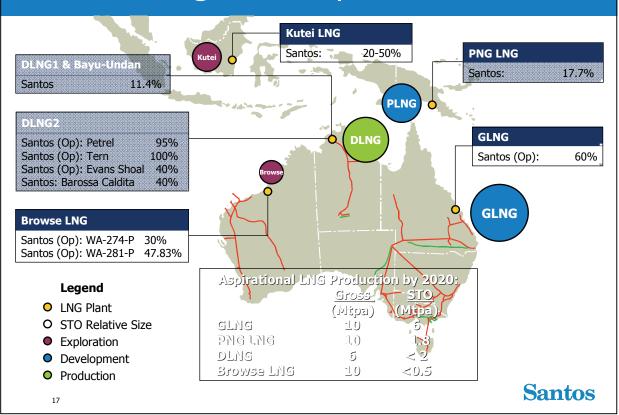
# Santos "Beyond the 2P"



#### Santos

# Growth in LNG

# 2020 LNG growth aspiration



#### Santos

Coal Seam Gas Assets

#### Santos CSG assets are world class

Gunnedah is emerging as one of the world's best...

Field	Gas Content	Permeability	Saturation	Flow Rate	Spacing	GIP/Well	Coal Thickness
Fairview	•••	•••	•••	•••	•••	•••	••
Roma	••	•••	••	••	••	••	••
Scotia	•••	••	•••	•••	••	•••	•••
Gunnedah	•••	•••	••	?	?	?	•••
San Juan	•••	••	••	•••	•••	•••	•••
Powder River	•	•••	••	•	•	•	•••
Black Warrior	•••	•	••	•	•	•	••

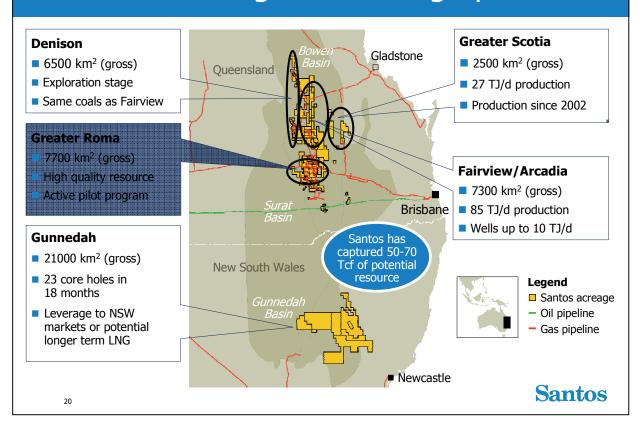
Santos assets

 acceptable
 good
 best in class

... continued development will substantiate its position

Source: JPT February 2008, Santos

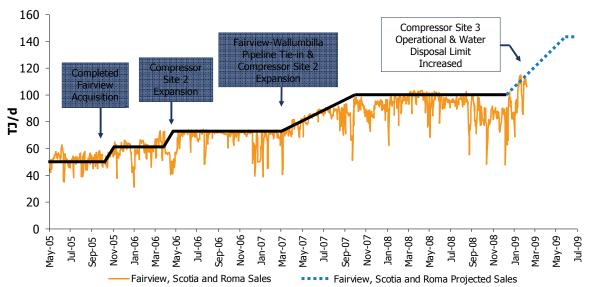
# Santos' leading CSG acreage position



# Production delivery

CSG production capacity is not constrained by well capacity

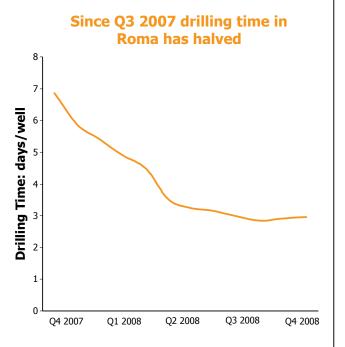
**Total Santos Operation CSG Sales Capacity Growth (gross)** 



Increasing production to 145 TJ/d mid 2009

# Outstanding drilling performance

- Typical CSG wells are now drilled in 3 days, down from 7 days/well in 2007
- Record drilling time of 2.9 days
- Significant savings in overall well cost

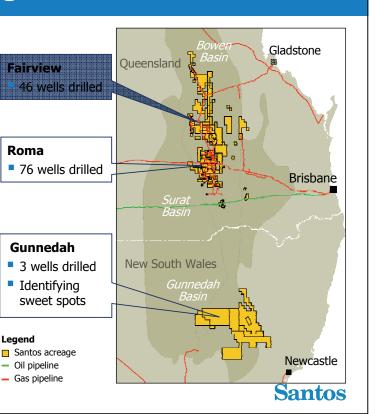


# Key CSG highlights in 2008

Legend

#### CSG delivers results...

- 2P reserves growth delivered at 5c/GJ finding cost
- Record drilling time of 2.9 days and continuing to improve
- Increased Fairview deliverability:
  - Third compressor site commissioned
  - Pony Hills reverse osmosis plant operational
- Gunnedah exploration program commences



# Water management strategy

Diversified water management strategy is being implemented





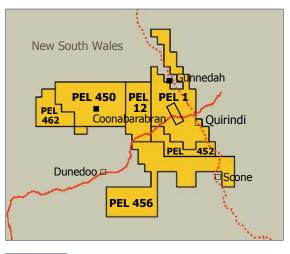




#### Gunnedah Basin

#### 40 TCF prospective resource

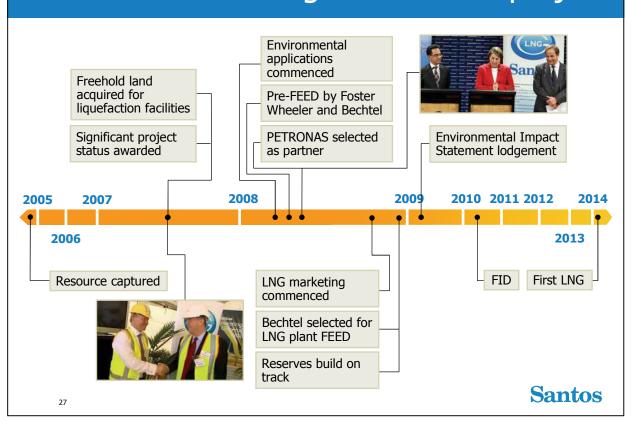
- Secured access to majority acreage positions (up to 21,000 km<sup>2</sup> gross)
- Farmin agreements with
  - Australian Coalbed Methane
  - Gunnedah Gas
  - Macquarie Energy
- Quality and material land position to allow building of major new business
- All Santos operated
- Coreholes and seismic over next
   18 months
- First contingent gas resource booking expected in 2009





# Santos Gladstone LNG

# GLNG: The leading CSG to LNG project



## GLNG: Building the team

- Growth in GLNG team to 220 employees
- Senior secondees from PETRONAS into GLNG including:
  - Project Director Downstream
  - GM LNG Operations
  - GM Marketing
- Plans for an additional 120 new employees in 2009
- Organisation in place to deliver
- New Brisbane office opens mid-2009



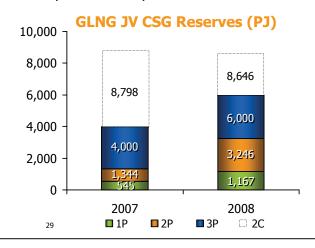
Howard Keith, Engineering Manager and Rozitah Abu Bakar, Principal Process Engineer

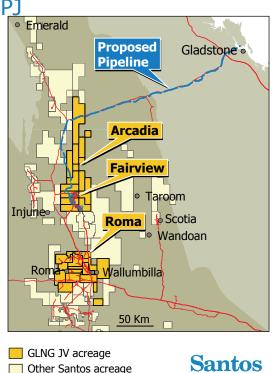


## GLNG: Building the reserves

2P reserves up 142% to 3,246PJ

- 95% of 2P reserves uncontracted and available for GLNG project
- 2008 program successful in converting resources to reserves, and conversion of possible to proved and probable





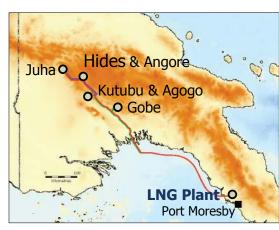
#### Santos

# PNG LNG & Darwin LNG

#### PNG LNG on track

#### Steady progress toward final investment decision

- Pre FEED work on two train6.3 mtpa plant
- Marketing Representative Agreement
- Coordinated Development and Operating Agreement
- Gas Agreement
- FEED Entry Decision
- Marketing & finance underway
- EIS submitted
- Final Investment Decision 4Q 09
- Santos 17.7% interest in FEED





#### Legend

- Gas processing facility
- Oil pipeline
- Gas pipeline
- Condensate pipeline



#### Darwin LNG & Timor/Bonaparte/Browse

#### Multiple pathways to growth

#### **Darwin LNG**

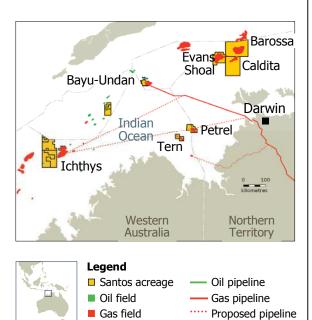
- Santos 11.4%
- Base project continues to deliver with potential upside unfolding

#### **Timor Bonaparte**

- Santos has material contingent gas resource to support new LNG development
- New LNG development may involve multiple regional assets

#### **Browse**

Ichthys North 1 discovery



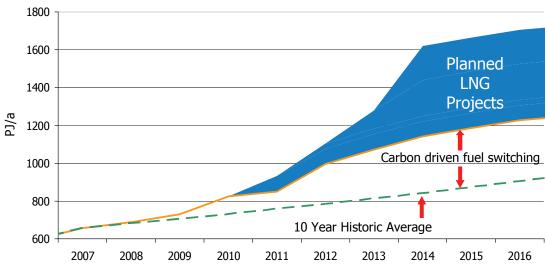


# Santos

Eastern Australia Gas

# Demand for Eastern Australia gas

Demand will more than double within 10 years...



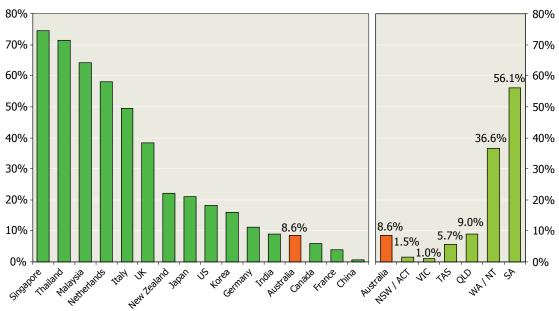
Source: NEMMCO, Santos, company announcements

...driven by government carbon policy and LNG export
Santos

## Gas power generation ...underutilised

Gas is underutilised in Eastern Australia for electricity generation

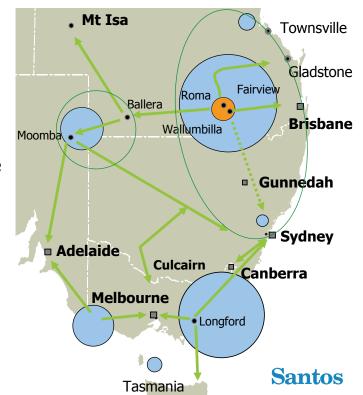
**Gas Penetration as % of Power Generated** 



Source: IEA 2007 Edition; EIA; Santos

## Enviable existing gas infrastructure

- Supply and demand centres are effectively networked
- Further investment is needed to enhance deliverability from some emerging supply areas

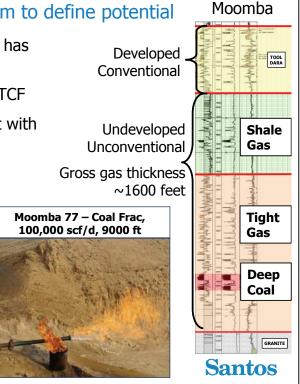


Source: Santos

### Unconventional Cooper gas resources

#### Measured and considered program to define potential

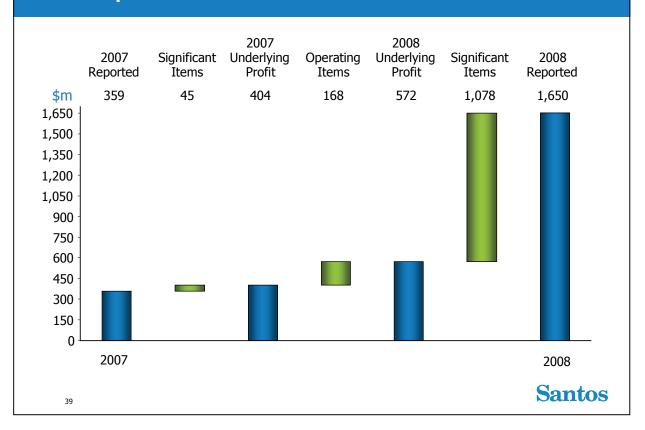
- USA unconventional gas production has doubled since 1992
- STO mean contingent resource >4 TCF
- High graded 3 play types coincident with conventional reserves in Moomba
- 5 "tests of concept" projects
  - Gas saturation in all 3 plays
  - Moveable gas in 2 plays -1 yet to be tested
  - Expenditure to date is \$30m
- Deep coal frac flowing gas to surface
- 590 mmboe contingent resources booked in 2008



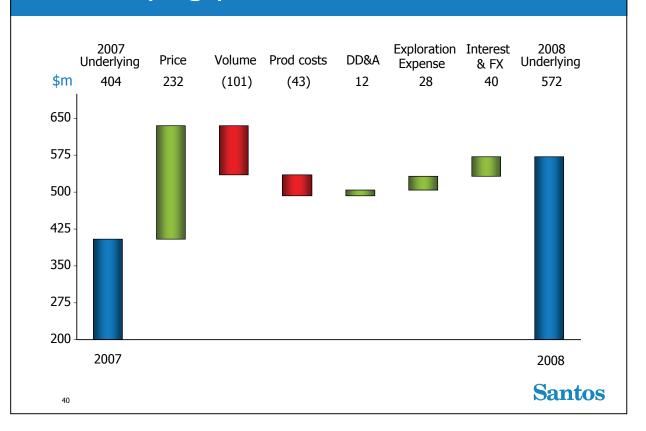
#### Santos

## 2008 Full Year Results

## Net profit after tax



# **Underlying profit**



# Significant items

\$m	2008 Pre tax	2008 Post tax
Gain on PETRONAS sell down	1,698	1,188
Impairment write-downs	(217)	(140)
Change in the fair value of embedded derivatives	(12)	(9)
Remediation and related costs of Moonie to Brisbane pipeline incident	(31)	(22)
Capital losses not previously brought to account	_	28
Insurance recoveries	36	33
	1,474	1,078
41		Santo

# 2009 guidance

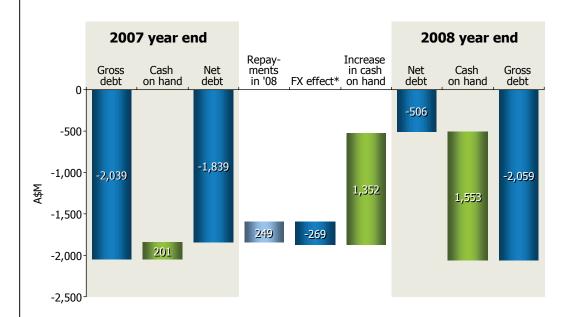
Item	2009 Guidance	2008 Actual
Production	53 – 56 mmboe	54.4 mmboe
Production costs	\$550 - \$570 million	\$543 million
Depreciation, Depletion & Amortisation (DD&A) expense	\$12.80 per boe	\$12.20 per boe
Royalty related taxation expense <sup>1</sup>	\$80 to \$100 million (after tax)	\$115 million (after tax)
Capital expenditure (including exploration & evaluation) <sup>2</sup>	\$1,500 million	\$1,629 million

<sup>1</sup> Royalty related taxation expense guidance assumes an oil price of US\$50/bbl and an AUD/USD exchange rate of 0.65, both of which are consistent with analyst consensus forecasts for 2009.



<sup>2</sup> Capital expenditure guidance includes \$180 million for exploration.

## Cash on hand \$1.6bn, gearing 10%



<sup>\*</sup> USD debt is hedged by swaps and USD assets. In 2008 USD assets increased in value by \$269 million offsetting the increase in the AUD value of debt shown above

Gearing calculated as net debt (debt, net of cash on hand and value of financial derivatives used to hedge debt) divided by net debt plus equity Santos



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## Reference Slides

## 2009 Forward Exploration Schedule

Well Name	Basin / Area	Target	Upside Resource Potential (mmboe)			Santos Interest	Timing	Comments
			0 – 50	50 - 100	100 - 500	%		
South East July 1	Gulf of Suez / Egypt	Oil			<b>√</b>	40	Q1 09	Drilling with full carry
Peluang 1	East Java / Indonesia	Gas	<b>✓</b>			67.5	Q1 09	
Ha Mai 1	Song Hong / Vietnam	Gas	<b>√</b>			55	Q2 09	
North Azar 1	Fergana / Kyrgyzstan	Oil	<b>✓</b>			70	Q2 09	
East Chongara 1	Fergana / Kyrgyzstan	Oil	<b>√</b>			70	Q2 09	_
Burnside 1	Browse / Australia	Gas			<b>✓</b>	47.8	Q3 09	

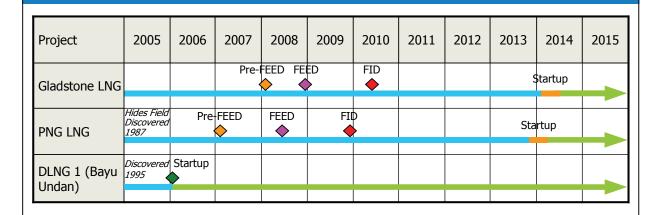
The exploration portfolio is continuously being optimised therefore the above program may vary as a result of rig availability, drilling outcomes and maturation of new prospects

## Australia - Milestones

2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
	FEED	FID 🔷	St	artup						
Discovered July 2005	FEED	FID			Startup					
Discovered 1986	,	FID	)			Startup				
	Pre-FEED	FEED <sub>FID</sub>		Startup						
Discovere 1997	d	FEED	FID			Startup				
	Discovered 1986  Discovered 1986	Discovered 1986  Pre-FEED  Discovered	Discovered FEED FID  Discovered FEED FID  Discovered FEED FID  Discovered FID  Discovered FEED FID  Discovered FEED FEED FID  Discovered FEED FEED FID	Discovered 1986  Pre-FEED FEED FID SI	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Pre-FEED FID Startup  Startup  Startup  Startup  Startup  Startup	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Pre-FEED FID Startup  Discovered FID Startup  Discovered FID Startup  Discovered FID Startup	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Discovered 1986  Pre-FEED FEED FID Startup  Discovered FEED FID Startup  Discovered FEED FID Startup  Discovered FEED FID Startup  Discovered FEED FID Startup  Discovered FEED FID Startup	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Discovered 1986  Pre-FEED FEED FID Startup  Discovered 1986  FEED FID Startup  Startup	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Discovered 1986  Pre-FEED FEED FID Startup  Discovered FEED FID Startup	FEED FID Startup  Discovered July 2005  Pre-FEED FEED FID Startup  Discovered 1986  Discovered 1986  FEED FID Startup  Discovered 1986  FEED FID Startup  Startup

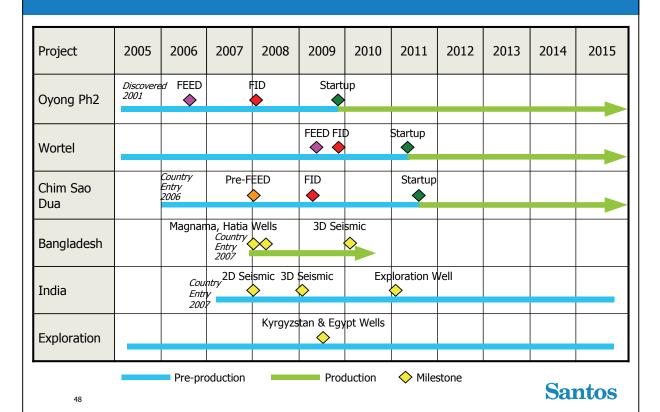


### **LNG - Milestones**



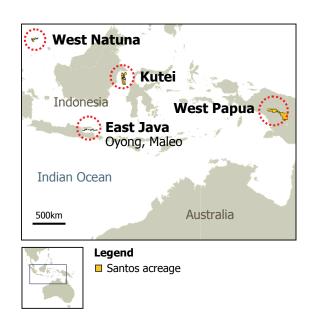


### Asia - Milestones



### Indonesia

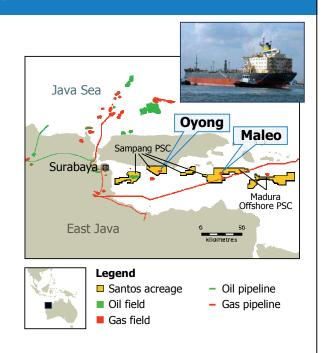
- Stable base production
  - Oil (Oyong)
  - Gas (Maleo)
- Near field development opportunities
- Strengthening domestic gas market
- Exploration upside





## Indonesia – Oyong & Wortel

- Oyong Phase 1 (oil)
  - First oil achieved in September 2007
- Oyong Phase 2 (gas and oil)
  - 60km pipeline to Grati
  - Gas sales to PT Indonesia Power
  - Engineering and construction in progress
  - First gas Q3 2009
- Potential Wortel synergies
  - Potential tie back to Oyong
  - Plan of Development being negotiated with regulator (BPMIGAS)
  - First gas targeted in early 2011



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#### Vietnam

- Prospective, lightly explored basins
- Multiple, material play types
- Oil and gas potential
- Rapidly growing markets
- Strong regulatory regime

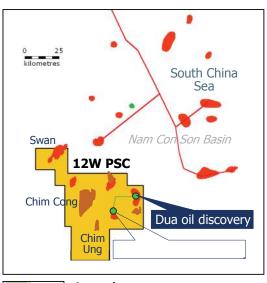


### Vietnam - Nam Con Son Basin

#### Two oil discoveries

- Chim Sao/Dua (STO 37.5%)
  - Reservoir and facilities studies complete
  - Assessing options for FPSO
  - Target first oil in 2011







## Bay of Bengal – India / Bangladesh

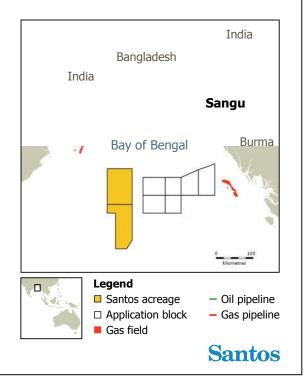
- Material Gas targets
- Enormous, underexplored, prospective tertiary delta near rapidly emerging markets

#### India

- PSC's signed March 2007
- Processing of 17,250 2D seismic survey completed – currently interpreting
- 4000 km<sup>2</sup> 3D seismic survey currently being acquired

#### Bangladesh

- Acquisition of interests Oct 2007
- Production optimisation at Sangu
- Awaiting outcome of 2008 Offshore Bid round
- 3D seismic survey considered for late 2009 subject to resolution of commercial discussions



# 2008 Impairment write-downs

CGU	\$m Pre-tax	\$m Post-tax	Reason
Jeruk Oyong	70 58	39 33	Decreased oil price, increased discount rates, increased operating costs
Sangu	20	20	Reserves writedown
Cooper Basin	45	32	Ballera Plant plant shutdown
Patricia Baleen	22	15	Subsurface assets of Patricia Baleen gas field
Other	2	1	J
	217	140	
54			Santos

# Underlying profit

\$m	2008	2007
Net profit after tax	1,650	359
Net gain sale GLNG assets	(1,188)	_
Insurance recoveries	(33)	_
Capital loses not previously brought to account	(28)	_
Net gain on redetermination of unitised Bayu-Undan field	_	(33)
Gain on sale of available-for-sale investments	_	(33)
Impairment write-downs	140	_
Remediation and related costs of the Moonie to Brisbane pipeline incident	22	27
Change in fair value of embedded derivatives	9	8
Increase in provision for potential remediation and related costs related to Sidoarjo mudflow incident	_	8
Net loss on sale discontinued operations	_	68
	572	404
55	Santo	

## 2009 sensitivities

Sensitivity	Change	NPAT Impact A\$m
US dollar oil price	US\$1/bbl	13
Gas Price	10 cent/GJ	14
A\$/US\$ exchange rate	1 cent	9
Interest rates	1%	8

# Prices & exchange rates

	2008	2007	Change %
Realised Oil Prices (USD/bbl)	98.99 <sup>1</sup>	80.35	+23
AUD/USD Exchange Rate (after hedging)	0.8428	0.8724	-3
Realised Oil Price (AUD/bbl)	117.45	92.10	+28
Gas Prices (AUD/GJ)	4.42	3.95	+12

 $<sup>^{\</sup>rm 1}$  Amended from US\$106.38 disclosed in 4Q 2008 Activities Report

### FUELS hybrid issue

- A\$600m FUELS on issue, step up date of 30 September 2009
- The Margin above BBSW will increase from 1.55% to 3.80% on step up date unless Santos gives notice before that date or each subsequent Dividend Date to:
  - Redeem FUELS at their Face Value
  - Convert FUELS into Ordinary Shares at a discount of 2.5%
- Santos may undertake a combination of the above actions and for a lesser number of FUELS than the total number on issue.
- FUELS investors are referred to the Terms of Issue included in the FUELS Prospectus which can be found on the Santos website www.santos.com

### Reserves & resources

#### PROVED PLUS PROBABLE RESERVES (SANTOS SHARE) BY ACTIVITY

	Sales gas (incl. ethane & LNG) PJ	Crude oil mmbbl	Condensate mmbbl	LPG 000 tonnes	Total mmboe
Reserves year end 2007	4271	79	43	2982	879
Production	-230	-10	-3	-251	-54
Additions	1536	14	2	258	280
Acquisitions/Divestments	-538	0	0	0	-92
Estimated reserves year end 2008	5039	83	42	2989	1013

#### PROVED PLUS PROBABLE RESERVES (SANTOS SHARE) YEAR END 2008 BY AREA

	Sales gas (incl.	Crude oil	Condensate	LPG	Total
Area	ethane & LNG)	mmbbl	mmbbl	000	mmboe
	PJ			tonnes	
Cooper Basin	750	32	11	1620	185
Onshore Northern Territory	105	2	1	0	21
Offshore Northern Territory	307	0	19	958	79
Eastern Queensland	2440	0	0	13	420
Southern Australia	478	0	5	398	90
Carnarvon Australia	785	30	5	0	169
PNG	0	1	0	0	1
Indonesia	163	2	0	0	30
Bangladesh	7	0	0	0	1
Vietnam	4	16	1	0	17
Total	5039	83	42	2989	1013

#### RESERVES & CONTINGENT RESOURCES (SANTOS SHARE) (mmboe)

				Resources		
	Year End	Production	Revisions &	converted to	Acquisitions &	Year End
	2007		Exploration	Reserves	Divestments	2008
RESERVES						
1P Reserves	485	-54	50	74	-37	518
2P Reserves	879	-54	61	219	-92	1013
CONTINGENT RESOURCES						
2C Contingent Resources	2595	0	699	-219	-226	2849

Contingent



#### Reserves & resources

The information in this reserves statement has been compiled by Greg Horton, a full-time employee of the Company. Greg Horton is qualified in accordance with ASX Listing Rule 5.11 and has consented to the form and context in which this statement appears.

In excess of 88% of Santos' year-end 2008 2P Reserves and 2C Contingent Resources were audited by independent experts Gaffney, Cline & Associates (conventional assets), Netherland, Sewell & Associates, Inc. (coal seam gas assets) and DeGolyer and MacNaughton (Contingent Resources for Cooper Basin unconventional reservoir gas and closer spaced infill drilling into conventional reservoirs). The auditors found that based on the outcomes of each of the respective audits and their understanding of the estimation processes employed by Santos, that Santos' December 31, 2008 Reserves and Contingent Resources quantities in aggregate compare reasonably to those estimates prepared by the auditors. Gaffney, Cline & Associates found that, in the aggregate, the total volumes summarised in the Santos summary table represents a reasonable estimate of Santos' December 31, 2008 Reserves and Contingent Resources position.

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