

## MARKET STATISTICS

Exchange / Symbol	NASDAQ: TGA
Price:	\$1.58
Market Cap (mm):	\$114.1
Enterprise Value (mm):	\$176.2
Shares Outstanding (mm):	72.2
Float:	95%
Volume (3 month avg):	76,000
52 week Range:	\$1.07 - \$2.11
Industry:	Oil and Gas

## CONDENSED BALANCE SHEET

(\$mm, except per share data)

Balance Sheet Date:	6/30/2017
Total Cash & Equivalents:	\$21.6
Working Capital	\$60.3
Total Debt	\$83.7
Equity (Book Value):	\$215.6
Equity/Share:	\$2.99

## CONDENSED INCOME STATEMENTS

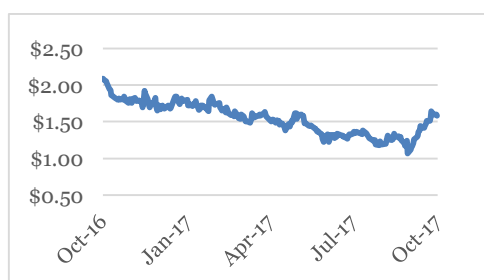
(\$mm, except per share data)

FY - 12/31	Revenue	Income	EBITDA	EPS
FY14	\$284.2	\$11.5	\$167.6	\$(0.02)
FY15	\$92.9	\$(105.6)	\$13.6	\$(1.44)
FY16	\$63.8	\$(87.7)	\$4.4	\$(1.21)
Fy17E	\$147.9	\$(62.2)	\$70.2	\$(0.87)

## TOP INSTITUTIONAL HOLDERS

Montrusco Bolton Investments Inc	5,520,900
Invesco Ltd	4,438,500
Fidelidade-Companhia de Seguros	2,422,900
Connor Clark & Lunn Inv Mgmt Ltd	2,337,500
Renaissance Technologies Corp	1,687,700
ClearBridge Investments, LLC	1,105,700
Van Eck Associates Corp.	738,100
Russell Investment Mgmt, LLC	691,700
Northwest & Ethical Investments, LP	599,500
Legg Mason, Inc.	551,100

## STOCK CHART



## COMPANY DESCRIPTION

TransGlobe Energy Corporation ("Company") ("TGA") is an independent oil and gas exploration and production company, with current operations in Alberta, Canada, and the Arab Republic of Egypt. TGA also operated in Yemen for 19 years, before selling those interests in 2015. The Company has operated in Egypt since 2004 and holds interests in production sharing concessions in the Eastern Desert and the Western Desert regions. TransGlobe operated in Canada from 1999 to 2008 and recently re-entered Canada in December 2016. The Company's Canadian holdings include production and working interests in Cardium light oil and Mannville liquid-rich gas assets in the Harmattan area, located in west central Alberta. TransGlobe Energy is headquartered in Calgary, Alberta, and has approximately 77 employees.

## SUMMARY

TransGlobe has been in the international oil and gas industry for over twenty years and has drilled more than 400 gross wells in varying geological formations, political climates and economic environments. Through the execution of a disciplined business plan involving significant cost-cutting measures, a strategic acquisition, and key contracts with the Egyptian government and third-party marketers, TGA's experienced management team has steered the Company through a difficult period involving low oil prices and political turmoil, and, as a result, TransGlobe is well-positioned to return to profitability over the near-term.

- TransGlobe has a current production base of roughly 16,000 boepd, and a number of low-risk development projects in Canada and Egypt, along with some potentially high-impact exploration opportunities in Egypt. All of the projects have very high company ownership/working interest, which better enables TGA to react quickly to commodity prices. Short-term, we look for TransGlobe to focus on its low-risk programs, pivoting its attention to high-impact opportunities beginning in 2018.
- Following a chaotic period in the aftermath of the Arab Spring uprising in 2014, Egypt has regained political and economic stability. Consequently, TransGlobe has gained access to the Boraq field (formerly blocked by the Egyptian military) in the South Alamein concession in the Western Desert. This is a low-cost, potentially high-impact field that is especially attractive because of its high flow rates and light oil that sells at close to Brent crude pricing. Successful appraisal wells could lead to first production at year-end 2017 or early 2018.
- At year-end 2016, TGA acquired some producing high-quality light oil and liquid-rich gas plays in in west central Alberta, Canada. The acquisition was designed to diversify TGA geographically and expand operations outside areas with geopolitical risk. The property has a slow decline rate (12% over the last year), and the acquisition came with 149 potential drilling opportunities. The historical low operating costs and favorable royalty and tax structure of the area supports growth at current oil prices and provides opportunities to increase reserves and production in proven plays using advanced horizontal drilling and multi-stage frac technology.
- Based on a 12/31/16 D&M evaluation, the Company reports ~29.3MMbbl 2P gross reserves for its Egyptian assets (~18.3MMbbl 1P gross), as well as ~20.7MMboe 2P gross reserves in Canada (~9.0MMboe 1P gross), with both areas offering extensive and diversified development and exploration opportunities.
- Per the most recent filing, if not for an impairment charge associated with a write-down of a property in Egypt, TransGlobe would have shown positive net income for Q217, which would have been the best quarter since Q4 2014. The Company's guidance includes production growth of between 30% and 40%, compared with 2016. Notably, as of June 30, 2017, the Company had 1,274,057 barrels of entitlement oil in inventory valued at \$13.43 per barrel on its balance sheet.
- An October 16, 2017 press release detailed that TGA produced on average ~14.9 MBoepd in Q317 and sold ~793,000 bbls of entitlement crude oil for net proceeds of ~\$34.5M (includes realized hedging loss).

On a comparable company basis for FY17 estimates, TGA currently trades at an EV/S multiple of 1.2x while its peers trade at a median multiple of 2.7x, an EV/EBITDA of 2.5x vs. the median of its peers at 5.3x, and a P/CFPS of 2.8x vs. the median of its peers at 4.9x. See page 9 for further details.

## BUSINESS OVERVIEW

TransGlobe Energy Corporation was incorporated in 1968 as a mineral exploration and extraction company and entered the oil and gas exploration and production market in 1992. The Company had properties in the U.S., and later in Yemen, Canada and Egypt. TGA sold its U.S. properties in 2000 to fund opportunities in Yemen and began operations in Egypt in 2004. In 2008, TGA divested its Canadian assets, which were mostly gas producing properties, to fund opportunities in Egypt and Yemen. In 2014, TransGlobe divested its properties and exited Yemen, primarily because of the political environment. TransGlobe re-entered Canada at year-end 2016 by acquiring production and working interest in properties located in west central Alberta.

In 2012, TransGlobe was ranked #30 in the Fortune Magazine *100 Fastest Growing Companies*; however, the years that followed were challenging. Political unrest in Egypt fueled by the Arab Spring uprisings made collecting receivables from the Egyptian government difficult. In 2013, when the accounts receivable total from the government of Egypt was approaching \$250 million, the management team, led by CEO Ross Clarkson, took aggressive steps to reverse the trajectory of the Company, including negotiations with the government-owned Egyptian General Petroleum Corporation (EGPC) and significant cost-cutting measures.

Over the past three years, under Egyptian president el-Sisi, Egypt has emphasized the importance of foreign investment, and with Egypt's cooperation, TransGlobe began directly marketing Eastern Desert entitlement crude oil to international buyers in 2015 without the Egyptian government acting as a middleman, which has improved liquidity and decreased credit risk. The Company completed its first direct sale of its Egyptian crude oil to a third-party buyer in Q1 2015, with two more direct sales in the subsequent quarters, three sales in 2016, and two so far in 2017, with one more scheduled for Q417.

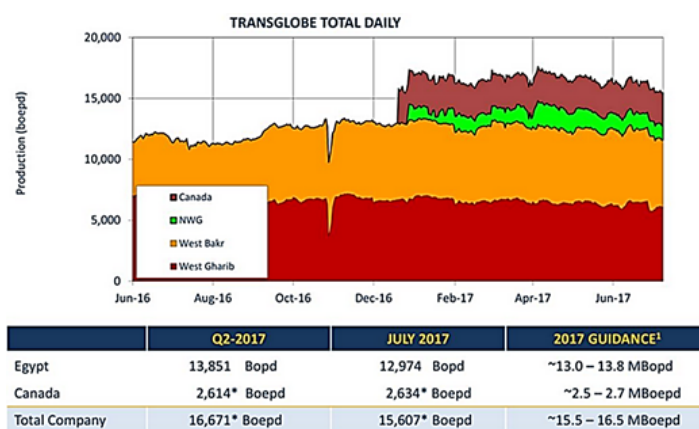
In February 2017, TGA's subsidiary, TransGlobe Petroleum International, Inc. (TPI) completed a \$75 million crude oil prepayment agreement with Swiss-based Mercuria Energy Trading SA. This is an important strategic relationship that management hopes to broaden over time. In conjunction with the agreement, TPI entered into a marketing contract with Mercuria to market nine million barrels of TPI's entitlement production, with pricing based on indexed market prices at the time of sale, which incentivizes Mercuria to deliver the best pricing. The initial advance was used to refinance the 6.0% convertible debentures that matured in March 2017, with subsequent funds used for working capital purposes. TGA completed one direct sale tanker lifting in June 2017, consisting of 515,626 barrels of entitlement crude oil that was marketed by Mercuria, with proceeds of \$18.5 million. The most recent cargo lifting was done September 2017, and the next is scheduled for December 2017.

## RECENT UPDATE

On October 16, 2017, the Company released an operational update (next filing expected in early November 2017 for Q317). Management disclosed that production was impacted by delays in well servicing in Egypt in August/September as well as shut-in gas production in Canada as a result of low spot gas prices at AECO. Overall, total Company production averaged approximately 14.9 MBoepd in Q317, with ~12.2 MBopd in Egypt and ~2.6 MBoepd in Canada (57% light oil and liquids). The 2017 average production guidance of 15.5 to 16.5 MBoepd was reiterated.

These most recent results can be compared to the chart below.

*Exhibit 1: TransGlobe Historical Production*



*Source: Company Reports*

Per the press release, the Company sold ~793,000 bbls of entitlement crude oil in Egypt through one tanker lifting in Q317 and direct sales to EGPC for net proceeds of ~\$34.5M, which includes a realized hedging loss.

## GROWTH STRATEGY

TGA is a well-managed company that is focused on cash flow and building value over the longer term. The investment programs at this point are focused on low-risk development drilling in the Eastern Desert and on four exploration wells in the Western Desert. The 2017 capital budget has been trimmed to roughly \$42 million from the original plan of \$56 million. Most of the cuts are coming from the Canadian budget. The budget for 2017 has been structured to focus on Egypt earlier in the year, with a shift in focus to Canada later in the year with three horizontal Cardium wells drilled in Q317 (results are pending).

Exhibit 2: Planned Capital Expenditures

**TransGlobe 2017 Capital (\$MM)**

Concession	Development	Exploration	Total
West Gharib	5.4	—	5.4
West Bakr	6.8	—	6.8
NW Gharib	3.7	9.9	13.6
SW Gharib	—	1.2	1.2
South Alamein	—	3.1	3.1
South Ghazalat	—	0.2	0.2
NW Sitra	—	5.1	5.1
<b>Egypt</b>	<b>\$15.9</b>	<b>\$19.5</b>	<b>\$35.4</b>
<b>Canada</b>	<b>\$6.1</b>	—	<b>\$6.1</b>
<b>2017 Total</b>	<b>\$22.0</b>	<b>\$19.5</b>	<b>41.5*</b>
Splits (%)	53%	47%	100%

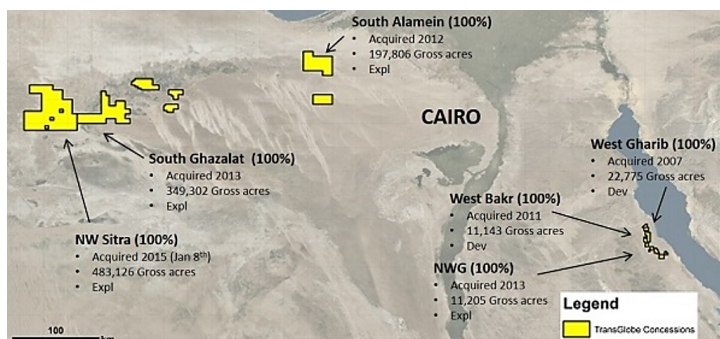
\*Before capitalized G&A.

Source: Company Reports

## EGYPTIAN PORTFOLIO

TransGlobe has 1.07 million gross acres of land in Egypt, with year-end 2016 gross reserves of 29.3 MMbbl 2P (18.3 MMbbl 1P). The Company has two areas of focus in Egypt: (1) the Eastern Desert—West Gharib, West Bakr, Northwest Gharib, and (2) the Western Desert - South Alamein, South Ghazalat, North West Sitra.

Exhibit 3: TransGlobe's Egyptian Assets

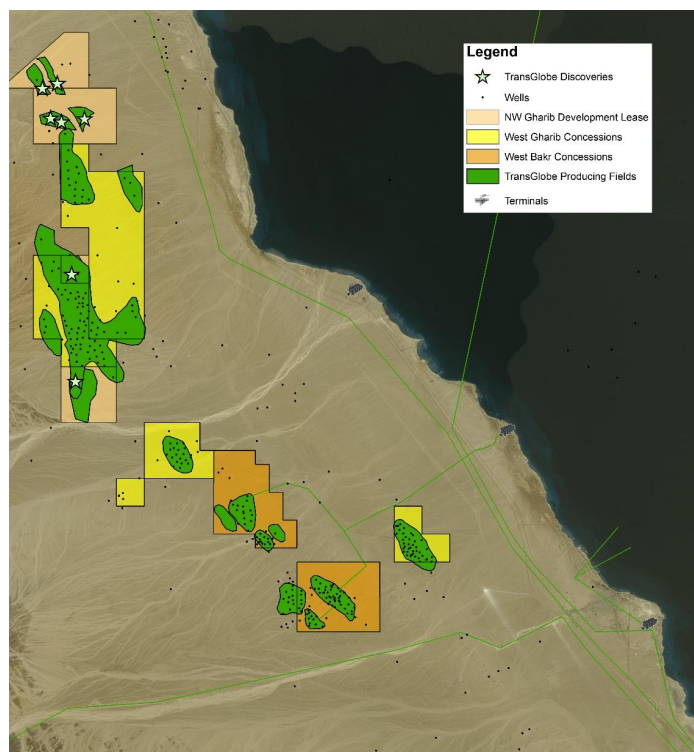


Source: Company Reports

## THE EASTERN DESERT

TransGlobe has approximately 377,000 net acres in the Eastern Desert over three operated concessions: West Gharib, West Bakr, and NW Gharib.

Exhibit 4: Eastern Desert Concessions



Source: Company Reports

## West Gharib (100% working interest, operated)

In September 2007, TransGlobe acquired and began operating 8 development leases with 24 producing wells in West Gharib, Egypt. A year later, in August 2008, the Company increased its working interest in the property to 100%. This oil has a high sulfur content, and must be refined outside of Egypt, generally in Europe or Asia. The West Gharib concession has historically been, and continues to be, one of the TransGlobe's most prolific and valuable areas of operations. Through exploration discoveries, development drilling, and improvements to water flooding, the Company increased production by more than 400% from initial production in 2007 to 2013 and is now producing at the levels shown in the table below.

### Quarterly West Gharib Production (Bopd)

	Q-2
Gross production rate	6,389
TransGlobe working interest	6,389
TransGlobe inventory held (lifted)	(92)
Total sales	6,481
Government share (royalties and tax)	3,155
TransGlobe sales (after royalties and tax) <sup>1</sup>	3,326

### Recent (Q2 2017) operations and production:

- No additional wells were dug during the second quarter



### West Bakr (100% working interest, operated)

Immediately adjacent to the West Gharib concession is the West Bakr concession, which TransGlobe acquired in late 2011. The proximity to West Gharib provides the Company with synergies and increases operating leverage in this region.

TGA has identified multiple drilling opportunities and enhancement/development projects that could add to production and increase recoverable reserves. Due to the proximity of the fields, knowledge gained in increasing production at West Gharib has been applied at West Bakr. The West Bakr concession contains three fields—H, M, and K. Like West Gharib, the oil produced in West Bakr has a high sulfur content. The oil produced in these fields is transported via pipeline to the Ras Gharib terminal on the Gulf of Suez.

#### Quarterly West Bakr Production (Bopd)

	Q-2
Gross production rate	6,085
TransGlobe working interest	6,085
TransGlobe inventory held (lifted)	(3,202)
Total sales	9,287
Government share (royalties and tax)	3,621
TransGlobe sales (after royalties and tax) <sup>1</sup>	5,666

#### Recent (Q2 2017) operations and production:

- Drilled and cased the K-47 development well in the South K field; the well was put on production in late May and produced 235 bopd in a 30-day average
- Recompleted two wells in the K field at the end of June that began producing at a combined rate of 370 bopd
- Additional opportunities scheduled, with production volumes projected in 2H 2017

### North West Gharib (100% working interest, operated)

The Egyptian government ratified the North West Gharib concession into law in November 2013. This 162,000-acre property surrounds TransGlobe's West Gharib and West Bakr PSC, which cover a combined 45,000 acres. TGA completed the exploration of the North West concession on schedule in April 2017 and relinquished all of the exploration properties other than the properties designated by the gray color on the map in Exhibit 4, where the Company originally received four 20-year development licenses.

#### Quarterly North West Gharib Production (Bopd)

	Q-2
Gross production rate	1,377
TransGlobe working interest	1,377
TransGlobe inventory held (lifted)	499
Total sales	878
Government share (royalties and tax)	878
TransGlobe sales (after royalties and tax) <sup>1</sup>	—

#### Recent (Q2 2017) operations and production:

- NWG 38A1 was drilled as an appraisal well to the NWG-38A Red Bed oil producer. The well is scheduled for stimulation during the third quarter
- NWG 3A1 was drilled as an appraisal well to NWG-3X but was suspended for a future sidetrack

- NWG 40 B exploration well was abandoned after encountering wet Red Bed reservoir
- NWG 16X was stimulated, tied into the NWG early production facility (EPF) and placed on production averaging approximately 100 bopd over the first 30 days (IP30)
- Completed and stimulated one well on each of the NWG 1 and NWG 5 discoveries on short-term pump production tests; the wells produced ~150 to 180 bopd and were then shut-in pending approval of the respective development leases. This area should provide additional drilling opportunities going forward
- Filed a development lease application for the area immediately north of NWG DL #1, which includes the NWG 26 and 27 discovery wells that have all been fracked

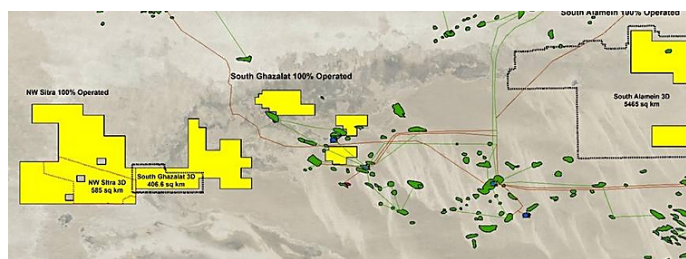
TGA also recently reported a \$67.5 million non-cash impairment loss on the Company's exploration and evaluation assets at NW Gharib. The recoverable amount of the NW Gharib cash-generating unit is \$4.4 million, and the remaining NW Gharib exploration and evaluation assets were written down to zero.

Per TransGlobe's most recent press release following the Q217 filing, the Company has received approval for 3 additional development leases in this area as of September 2017. Production at DL #2, #3, and #4 is now scheduled to start in Q417 and Q118. Also, TGA is preparing to re-activate the drilling rig in Q417 to commence a drill program of up to 4 wells in the Eastern Desert.

### THE WESTERN DESERT

TransGlobe has approximately 1,142,850 net acres in the Western Desert over three operated concessions: South Alamein, South Ghazalat and North West Sitra.

#### Exhibit 5: Western Desert Concessions



Source: Company Reports

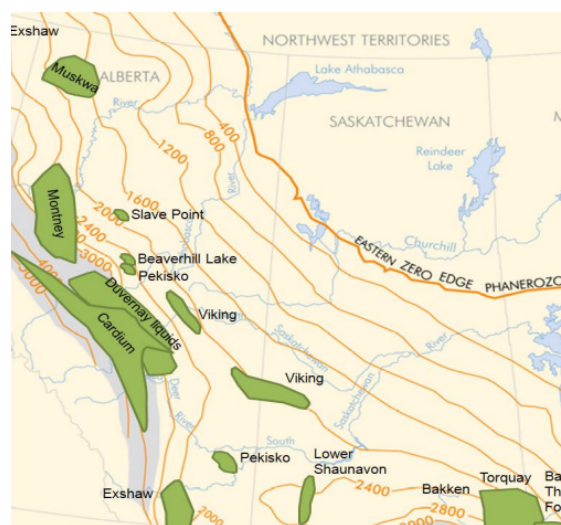
### South Alamein

#### Recent (Q2 2017) operations and production:

- The Boraq 5 commenced drilling in May to test the down dip of discoveries at Boraq 2. The well encountered drilling difficulties and was plugged. A side track was drilled and cased and will be tested following the Boraq 2 test
- The Company is evaluating the remaining exploration prospects on the concession, targeting an exploration drilling program to commence in late 2017 and extending into 2018



**Exhibit 7: Tight Oil Developments in the Western Canada Sedimentary Basin**

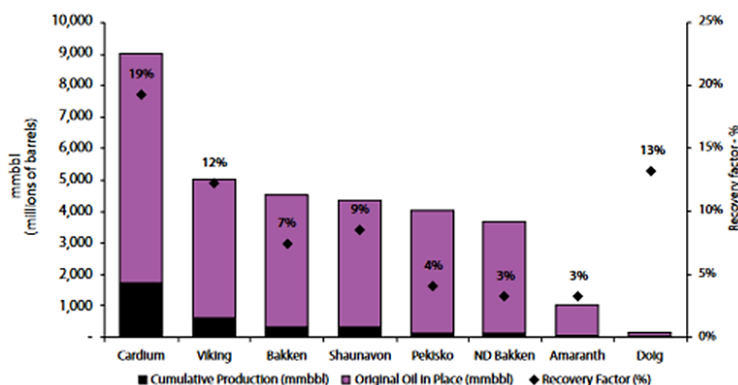


Source: Canadian National Energy Board

Importantly, the acquired assets provide a stable production base, with a low decline rate (12% in the last year) and access to surplus infrastructure that will accommodate production growth. The acquisition provides 149 gross potential drilling locations and the opportunity to materially increase reserves and production using horizontal drilling and multi-stage frac technology. TGA management has stated the Company will be seeking additional opportunities in Canada, as well as in Egypt, that can be tucked into its existing infrastructure.

Industry reports often cite original oil in place (OOIP) for regions with proven or potential oil and gas potential. Simply put, the OOIP is the amount of oil trapped in underground reservoirs. Exhibit 8 illustrates the potential for additional recovery from existing fields in western Canada if new technologies are applied. The graph illustrates the amount of oil recovered to date compared with the estimated original OOIP. The percentage value indicates the amount of oil that has been recovered from the reservoir to date. Using horizontal drilling and multi-stage hydraulic fracturing, the industry is successfully extracting significant oil from older reservoirs.

**Exhibit 8: The Cardium in Canada Is a Tight Oil Play**



Source: Canadian Society for Unconventional Resources

The Cardium formation in western Canada is known as a tight oil play. Tight oil is conventional oil that is often found in regions where reservoir properties inhibit production using conventional drilling. Typically, horizontal drilling combined with multi-stage fracturing is used to access these difficult to produce reservoirs. Tight oil is high quality and requires very little refinement, and often existing surface infrastructure can often be utilized, reducing capital investment.

As shown in Exhibit 8, extensive oil and gas resources are known to be present in these reservoirs; however, these resources typically will not flow to the wellbore at economic rates without using advanced drilling techniques. Many of the larger IOCs, such as Apache (NYSE: APA), have taken the easily assessed, low-hanging fruit in their fields, and are selling these assets in the Cardium to smaller companies. Apache just sold its Cardium assets producing 5,000 boepd to Cardinal Energy, Ltd. (NASDAQ: CAGX). In fact, in 2017 alone, international oil majors including ConocoPhillips (NYSE: COP) and Marathon Oil Corp (NYSE: MRO) have sold off \$22.5 billion of Canadian assets to focus on higher growth areas, primarily in the U.S. Permian Basin.

Per the Company's last filing, Canadian production was as follows:

Quarterly Canada Production (Boepd)	
	Q-2
Canada crude oil (bbls/d)	496
Canada NGLs (bbls/d)	919
Canada natural gas (mcf/d)	7,191
Total production (boe/d)	2,613

As part of the Company's most recent production update, TGA detailed total production of 2.6MBoepd in Canada (57% light oil and liquids) for Q317. TransGlobe also announced that ~100 Boepd (~600 Mcfd) of dry gas was shut-in 8/30/17 due to low spot gas prices related to system outages for expansion and maintenance on the TransCanada system. While the dry gas will remain shut-in for the time being, the liquids rich gas or gas production associated with light oil production will remain online (majority of TGA's Canadian revenues are from oil and liquid gas).

TGA also reported the completion of 3 horizontal Cardium wells in September/October with 40 stage (15t/stage) fracs. The wells are being equipped and will be placed into production this month. Initial flow rates have been very positive. The wells were drilled, completed and equipped for significantly less than originally estimated (CAD\$2.2M vs. CAD\$2.7M per well), and the Company expects to have initial production rates by year-end.

## INDUSTRY

In response to a changing set of dynamics, a number of trends are shaping the oil and gas sector:

**Cost cutting measures** - Plummeting oil prices, beginning in June 2014, prompted a surge in cost reduction measures among upstream companies, with IOCs cutting cap ex by roughly 40% between 2014 and 2016. Projects during that time were canceled or delayed. As a result of cutting costs, combined with efficiency improvements, many projects are now in the position to break even with much lower oil prices.

**Recent price gains** - In the near-term, recent price gains that are partially the result of OPEC's production cutting measures and the rebalancing of supply and demand are expected to remain in place. Several positive trends reinforce that expectation. A recent survey conducted by Barclays (NYSE: BCS) indicated that the oil and gas industry is expecting to increase capital expenditures by as much as 7% in 2017. In addition, global oil rig counts have been rising since 2016, and M&A activities in the sector have also risen.

**Free cash flow** - Given the unpredictability of the market, companies' business plans emphasize profitability that is sustainable under multiple price scenarios. Growth in production and reserves has often been the key metric driving oil and gas companies. However, in the current climate, with the specter of rising interest rate and cost of debt, free cash flow from earnings is a priority.

**Specialization** - Companies are specializing in capabilities that are key to their growth. The scenario involving large oil companies discovering, developing and operating fields until depletion has given way to ownership changes that match the specialized capabilities of companies with the life cycle of the field.

**Mergers and acquisitions** - M&A should increase for upstream companies as they re-evaluate their portfolios in the current environment. This strategy enables companies to divest of noncore assets and add properties that match their strategic direction, strengths and capabilities.

**Short-term outlook** - The U.S. Energy Information Administration (EIA) forecasts that global petroleum and liquid fuels inventories will be generally unchanged in 2017 and will increase by an average of 0.2 million barrels per day in 2018. Brent spot prices are expected to average \$51/barrel in 2017 and \$52/barrel in 2018.

## RISKS

**Environmental and government regulation** - Federal, state and international laws and regulations relating to the release of materials into the environment and the disposal of wastes from oil and gas activities may affect the Company's business and increase costs.

**Price volatility** - Prices for crude oil sales have historically been unpredictable and volatile, and that volatility is expected to continue.

**Political and economic instability** - The country of Egypt experienced instability following the Arab Spring movement. TransGlobe's business may be adversely affected by changes in political and economic conditions in Egypt.

**Reserve estimates** - Reserve estimates in the oil industry, particularly for new discoveries, are inherently imprecise. Inaccuracies in assumptions could affect the estimated quantities.



## INCOME STATEMENT

TransGlobe Energy Corp. (NASDAQ: TGA)  
 Consolidated Statements of Income (in millions \$, except per share amounts)  
 Fiscal Year: December

	FY 2014	FY 2015	FY 2016	FY 2017 E
<b>Revenues</b>				
Petroleum and natural gas sales, net of royalties	\$ 274.59	\$ 92.2	\$ 63.1	\$ 147.9
Finance revenue	0.3	0.7	0.7	0.0
Other revenue	9.3	-	-	-
<b>Total revenues</b>	<b>284.2</b>	<b>92.9</b>	<b>63.8</b>	<b>147.9</b>
<b>Operating expenses</b>				
Production and operating	76.5	52.7	40.3	59.0
Transportation costs	-	-	0.0	0.6
Selling costs	-	4.6	0.9	2.2
General and administrative	29.9	21.3	17.6	15.8
Foreign exchange (gain) loss	(6.5)	(11.6)	3.6	0.1
Finance costs	7.6	6.3	6.1	6.3
Exploration	0.7	-	-	-
Depletion, depreciation and amortization	51.6	42.9	29.2	38.2
Accretion	-	-	-	0.3
Realized derivative loss on commodity contracts	-	0.7	1.0	(0.0)
Unrealized derivative loss on commodity contracts	-	-	-	(2.8)
Unrealized (gain) loss on financial instruments	(11.6)	6.6	7.0	0.2
Impairment of exploration and evaluation assets	71.4	85.4	33.4	68.7
Loss on corporate dispositions	-	0.3	-	-
<b>Total operating expenses</b>	<b>219.5</b>	<b>209.1</b>	<b>139.0</b>	<b>188.5</b>
Earnings before income taxes	64.7	(116.2)	(75.2)	(40.6)
Income tax expense (recovery) - current	63.0	25.5	15.5	21.7
-deferred	(9.8)	(36.0)	(3.0)	-
<b>Net income (loss)</b>	<b>\$ 11.5</b>	<b>\$ (105.6)</b>	<b>\$ (87.7)</b>	<b>\$ (62.2)</b>
Other comprehensive income (loss)	-	-	-	(0.6)
<b>Comprehensive income (loss)</b>	<b>\$ 11.5</b>	<b>\$ (105.6)</b>	<b>\$ (87.7)</b>	<b>\$ (62.8)</b>
<b>Basic EPS (loss)</b>	<b>\$ 0.15</b>	<b>\$ (1.44)</b>	<b>\$ (1.21)</b>	<b>\$ (0.87)</b>
<b>Diluted EPS (loss)</b>	<b>\$ (0.02)</b>	<b>\$ (1.44)</b>	<b>\$ (1.21)</b>	<b>\$ (0.87)</b>
Basic shares outstanding	74.9	73.5	72.2	72.2
Diluted shares outstanding	82.4	73.5	72.2	72.2
<b>EBITDA</b>	<b>\$ 167.6</b>	<b>\$ 13.6</b>	<b>\$ 4.4</b>	<b>\$ 70.2</b>

### Margin Analysis

Production and operating	27.8%	57.1%	63.9%	39.9%
General and administrative	10.9%	23.1%	27.8%	10.7%
EBITDA margin	61.0%	14.8%	6.9%	47.5%
Pre-tax margin	23.6%	-126.0%	-119.1%	-27.4%
Net income margin	4.2%	-114.5%	-138.9%	-42.1%
Tax rate	19.4%	-11.4%	19.7%	14.6%

### Growth Rate Analysis Y/Y

Total revenues	n/a	-67.3%	-31.3%	131.9%
Production and operating	n/a	-31.1%	-23.5%	46.4%
General and administrative	n/a	-28.6%	-17.7%	-10.0%
EBITDA	n/a	-91.9%	-67.9%	1507.8%
Pre-tax income	n/a	-279.5%	35.2%	46.1%
Net income	n/a	-1019.7%	17.0%	29.0%
EPS - fully diluted	n/a	-7100.0%	15.7%	28.3%
Share count - fully diluted	n/a	-10.8%	-1.7%	0.0%

Source: Company Reports, Stonegate Capital Partners estimates



## VALUATION

Management has stated that the Company expects 2017 production to average between 15,500 and 16,500 boepd, which will represent a 30% to 40% increase over 2016 production. For our 2017 estimates, we have assumed that production continues to approximate this range for the remaining two quarters, with average sales similar to 1H 2017 as well. We have incorporated slight increases in pricing over 1H 2017, which we feel is reasonable given recent activity. We note that sales in Egypt can fluctuate significantly quarter to quarter based on timing of liftings (two so far in 2017 and one scheduled for the remainder the year) and additional entitlement oil sales to EGPC.

On a comparable company basis for FY17 estimates, TGA currently trades at an EV/S multiple of 1.2x while its peers trade at a median multiple of 2.7x, and at an EV/EBITDA of 2.5x vs. the median of its peers at 5.3x. On a P/CFPS basis, TGA trades at 2.8x based on 2017E vs. the median of its peers at 4.9x. Additionally, the Company is well-positioned to return to profitability in the near-term based on:

- Execution of a disciplined business plan involving significant cost-cutting measures
- Recent acquisition supporting its decision to re-enter Canada
- Key contracts with the Egyptian government and third-party marketers
- The Company's experienced management team that has steered TGA through difficult periods involving low oil prices and political turmoil

We would expect that investors in TGA could benefit from price appreciation in the upcoming quarters as progress continues to be made, and the stock begins to trade more in-line with the metrics of its peers.

### Exhibit 9: Comparable Analysis

Name	Ticker	Price (1)	Sh	Mrkt Cap	EV	EV/S (2)		EV/EBITDA (2)		P/E (2)		P/CFPS	
						2016	2017 E	2016	2017 E	2016	2017 E	2016	2017 E
Bellatrix Exploration, Ltd.	TSX: BXE	\$ 2.44	49.4	\$ 120.5	\$ 410.7	2.5x	1.9x	1.6x	4.9x	nm	nm	3.2x	2.3x
Canacol Energy, Ltd.	TSX: CNE	\$ 3.23	175.8	\$ 567.8	\$ 835.3	5.6x	4.6x	9.0x	7.0x	23.1x	17.0x	6.9x	6.5x
Crew Energy, Inc.	TSX: CR	\$ 3.21	148.9	\$ 478.0	\$ 688.5	5.3x	3.7x	13.8x	6.5x	nm	16.9x	7.5x	5.7x
Gran Tierra Energy, Inc.	AMEX: GTE	\$ 2.11	394.8	\$ 833.0	\$ 1,043.3	3.6x	2.5x	7.8x	4.4x	nm	19.2x	6.4x	4.1x
Parex Resources, Inc.	TSX: PXT	\$ 12.71	154.5	\$ 1,963.7	\$ 1,760.6	4.3x	2.8x	13.1x	5.6x	nm	17.7x	12.6x	7.3x
Vaalco Energy, Inc.	NYSE: EGY	\$ 0.74	58.8	\$ 43.5	\$ 35.9	0.6x	0.5x	9.7x	1.4x	nm	5.3x	nm	2.7x
Average						3.6x	2.7x	9.2x	5.0x	23.1x	15.2x	7.3x	4.8x
Median						3.9x	2.7x	9.3x	5.3x	23.1x	17.0x	6.9x	4.9x
TransGlobe Energy Corp.	Nasdaq: TGA	\$ 1.58	72.2	\$ 114.1	\$ 176.2	2.8x	1.2x	40.3x	2.5x	nm	nm	nm	2.8x

(1) Previous day's closing price

(2) Estimates are from Capital IQ except for TGA revenues, EBITDA and EPS, which are Stonegate estimates

Source: Company Reports, Capital IQ, Stonegate Capital Partners

## CORPORATE TIMELINE

### **February 2017**

Announced the execution of a \$75 million crude oil prepayment agreement between TPI and Mercuria Energy Trading SA Company; Mercuria will market up to 9 million barrels of TPI's entitlement crude oil

### **December 2016**

Completed the acquisition of production and working interests in certain facilities in the Cardium light oil and Mannville liquid-rich gas assets in the Harmattan area of west central Alberta for total consideration of \$59.5 million after closing adjustments

### **November 2013**

Acquired a 100% working interest in the NW Gharib, SW Gharib, SE Gharib and South Ghazalat concessions

### **January 2015**

Acquired the NW Sitra concession

### **December 2014**

Wrote down Yemen assets to zero

### **December 2011**

Acquired 100% working interest in West Bakr Concession

### **May 2008**

Canadian assets sold for Cdn\$56.7 million

### **January 2008**

Began trading on NASDAQ under the symbol "TGA"

### **September 2007**

Expanded Egyptian operations with acquisition of 55% of West Gharib concession, bringing ownership to 100%

### **July 2004**

Entered Egypt with 50% interest in Nugra Concession

### **November 1997**

Common shares listed on the TSX under the symbol "TGL"

### **April 1996**

Changed name to TransGlobe Energy Corporation

### **1969**

Company was incorporated on August 6, 1968 as a mineral exploration and extraction venture under The Company Act (British Columbia)

## TRANSGLOBE ENERGY CORPORATION GOVERNANCE

**Ross G. Clarkson – President, Chief Executive Officer, Director** – Mr. Clarkson has more than 40 years of domestic and international oil and gas exploration experience. He currently serves as TransGlobe's president and CEO. He was initially hired as the Company's senior geological advisor in 1988. Prior to joining TransGlobe, Mr. Clarkson worked with a number of international oil companies in various technical capacities. He was resident manager of PetroCanada (Yemen), Inc.; senior project geologist with Canadian Occidental Petroleum, Ltd. in Yemen (now Nexen, Inc.); and supervisor of international exploration/geologist with Ranger Oil Limited. Mr. Clarkson's experience extends to countries on all continents including Australia, China, South America, Oman and the United Arab Emirates, Indonesia, Thailand, the North Sea and Africa.

**Randy C. Neely – Chief Financial Officer, Vice President – Finance** – Mr. Neely, who has more than 25 years of experience in executive financial positions, has been with TransGlobe since May 2012. Prior experience includes serving as CFO of Pearl (Blackpearl) Exploration and Production, and CFO of Trident Exploration. His experience outside of the oil and gas industry includes working for TD Securities investment banking firm for over 3 years and KPMG for eight years. Mr. Neely holds designations as a Chartered Accountant (CA) and a Chartered Financial Analyst (CFA). He earned a commerce degree from University of Calgary.

**Lloyd W. Herrick – Vice President, Chief Operating Officer** – Mr. Herrick joined TransGlobe in April 1999 as Vice President and Chief Operating Officer. Prior to joining the Company, Mr. Herrick was President and CEO Of Mobius Resource Corporation, which was acquired by TransGlobe. He was previously employed with Ranger Oil in multiple technical, management/executive positions. He also worked at Rupertsland Resources, Ltd. as a petroleum engineer and at Hudson's Bay Oil & Gas, Ltd. as a production evaluations engineer. Mr. Herrick holds an ICD.D designation from the Institute of Corporate Directors.

**Brett Norris – Vice President – Exploration** – Mr. Norris is a professional geologist with over 24 years of industry experience. He joined TransGlobe in 2006 as Manager of Exploitation. Prior to joining the Company, he was Vice President of Geosciences and New Ventures at Paramount Energy Trust. He also worked as a manager at the international division of Nexen, Inc. in Yemen and South America. He has worked in a number of other exploration and production companies, including Esso Resources.

### **Board of Directors:**

**Robert Jennings** - *Independent Director, Chairman of the Board*

**Ross Clarkson** – *Non-independent Director*

**Lloyd Herrick** – *Non-independent Director*

**Matthew Brister** – *Independent Director*

**David Cook** – *Independent Director*

**Frederick Dymont** – *Independent Director*

**Bob MacDougall** - *Independent Director*

**Susan MacKenzie** - *Independent Director*

**Steven Sinclair** – *Independent Director*

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