



# Results

FIRST QUARTER 2011

April 29 2011

*Extending success into new challenges*

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## Key highlights

Business overview

Strategy execution update

Final remarks

Appendix

# Key highlights

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- Sines refinery planned outage and depressed economic environment in Iberia drove EBITDA decrease
- Net profit in 1Q11 reached €41 Mln, down 36% YoY
- FPSO Cidade de São Vicente already on stream in Lula NE performing the EWT
- Upgrade works at Matosinhos refinery at final stage
- Important progress on funding solutions execution

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# Operational activity impacted by Sines refinery planned outage

## Key operating data

		1Q11	1Q10	YoY	4Q10	QoQ
Average realized sale price	\$/bbl	93.3	70.9	+31%	80.0	+17%
Net entitlement production	kbb/d	9.6	12.7	(24%)	14.3	(33%)
Galp Energia refining margin	\$/bbl	1.3	2.7	(51%)	2.3	(43%)
Crude processed	M bbl	13.6	22.2	(39%)	18.0	(25%)
Oil sales direct clients	M ton	2.4	2.9	(16%)	2.8	(13%)
Natural gas sales	M m3	1,605	1,178	+36%	1,340	+20%
Sales of electricity to the grid	GWh	224	296	(24%)	292	(23%)

- Net entitlement production impacted by PSA effects
- Refining margin following international benchmark trend
- Marketing volumes strongly impacted by economic environment
- Higher natural gas volumes due to residential and electrical segments

# 1Q11 net profit RCA of €41 Mln, down 36% YoY

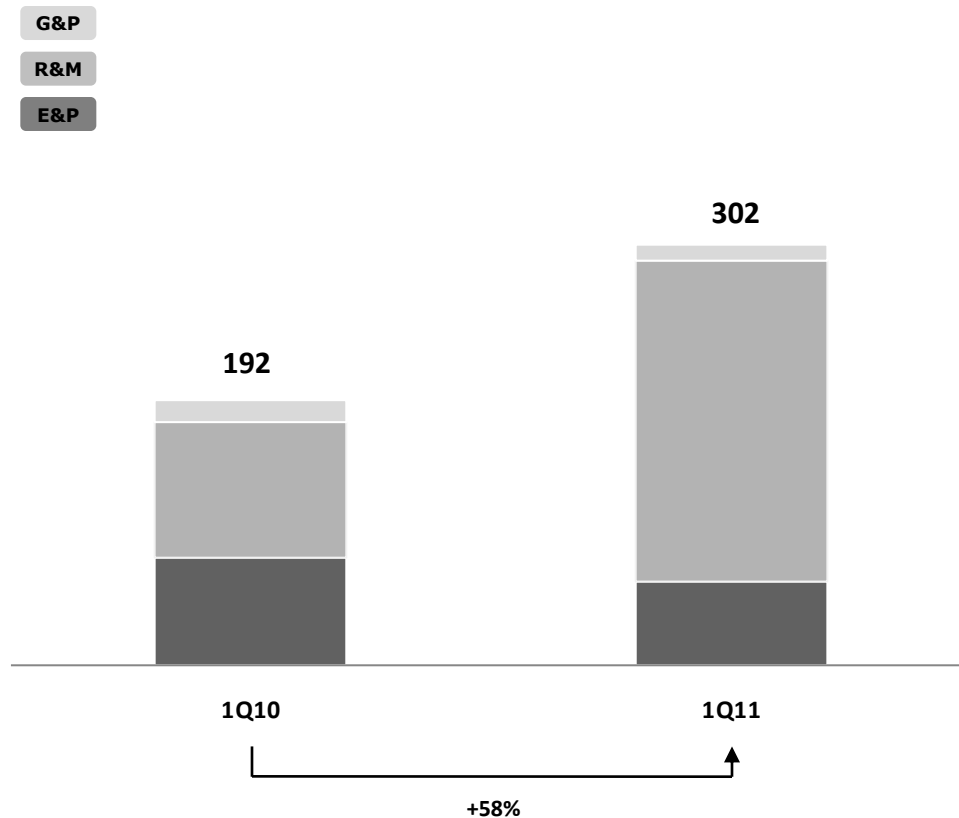
## Profit & Loss (€Mln)

	1Q11	1Q10	YoY	4Q10	QoQ
Turnover	3,796	3,290	+15%	3,538	+7%
<b>EBITDA</b>	<b>135</b>	177	(24%)	177	(24%)
E&P	48	48	(2%)	56	(15%)
R&M	22	66	(66%)	69	(68%)
G&P	61	61	(1%)	50	+22%
Others	4	2	+128%	2	+130%
EBIT	53	95	(44%)	64	(17%)
Associates	20	17	+23%	22	(6%)
Financial results	(29)	(23)	(25%)	(27)	(7%)
Taxes	(1)	(23)	+95%	(16)	+93%
<b>Net Profit</b>	<b>41</b>	65	(36%)	40	+5%
Net Profit (IFRS)	191	98	+95%	86	+122%

- EBITDA decrease driven by lower R&M contribution
- DD&A increase YoY due to the recurrent effect of the downward revision of reserves at YE10
- Lower taxes due to tax credits in Angola

# Transformational capex execution according to plan

## Capital expenditure<sup>1</sup> (€Mln)



- Lula development responsible for most of E&P capex
- Upgrade refining project accounting for c.70% of 1Q11 capex
- G&P capex channelled for natural gas infrastructure expansion

<sup>1</sup> Does not include financial investments

# Net debt increase driven by transformational capex execution

## Balance sheet (€Mln)

	Mar. 2011	Dec. 2010	Change
Fixed assets	5,621	5,426	+195
Work in progress	2,115	1,981	+134
Strategic stock	1,149	792	+358
Other assets (liabilities)	(383)	(336)	(47)
Working capital	(431)	(330)	(101)
Net debt	3,080	2,840	+239
Equity	2,876	2,711	+165
Capital employed	5,956	5,552	+404
Net debt to equity	107%	105%	2.3 p.p.

- Increase in strategic stock as prices of crude and oil products rose
- Continuously improving working capital management
- Additional liquidity facilities of €1.0<sup>1</sup> Bln

<sup>1</sup> Liquidity position as of end March 2011



- 2Q11 working interest production targeted at c.21 kbopd
- Still cautious refining outlook
- Depressed economic environment in Iberia shall continue impacting marketing volumes
- 2Q11 natural gas volumes down QoQ due to normal seasonality
- Transformational capex execution ongoing

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# Intensive exploration and appraisal activity

Country	Area	2011			
		1Q	2Q	3Q	4Q
Brazil	Lula		1A		
	Cernambi		1A		
	Iara	1A ✓			1A
	BM-S-8			1E	1E
	BM-S-24				1A
	BM-ES-31				1E
	Potiguar			1E	
Angola	Block 14			1A	1A
	Block 32	1A			
	Block 33			1E	
	Angola LNG II				1E
Mozambique	Rovuma			1E	
East Timor	Block C			1E	

- Formation tests ongoing on Iara Horst, drilled in 1Q11
- Block 32 appraisal well on casing works
- Rig already on location drilling an appraisal well at Cernambi Alto

E – Exploration well    A – Appraisal well

## FPSO Cidade de Angra dos Reis



- First gas injection well already connected to FPSO Cidade de Angra dos Reis
- FPSO Cidade de São Vicente already on stream in Lula NE performing the EWT
- Gas pipeline already installed and onshore gas plant in Caraguatatuba to start operations during 3Q11

## Matosinhos refinery



- Upgrade project at Matosinhos refinery almost concluded with the installation of the vacuum visbreaker
- Planned c.350 interconnections of new units at Sines refinery for 1Q11 successfully completed
- Project execution on cost, with c. €1.2 Bln invested until March 2011

# Continuing working to a solid capital structure

## NG infrastructure

## E&P Brazil

<b>Transaction</b>	Sale of up to 49% of a holding company with a RAB <sup>1</sup> of c. €900Mln	Capital increase at subsidiary level of c.€2 Bln
<b>Status</b>	Non binding proposals already received	Selected advisory partners
	Binding offers expected by the end of May	Detailed data room set up ongoing
	Final decision scheduled for end 1H11	Several parties demonstrated interest in the deal

<sup>1</sup> Regulatory Asset Base (proportional basis)

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- Funding solutions being executed to reach a sustainable and solid capital structure
- Upgrade project to be concluded before YE2011, shifting capex profile from downstream to upstream activities
- Continuous focus on exploration and development activities to support sustained upstream growth



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# EBITDA stable YoY, benefiting from higher realized sale price

## Main E&P data

		1Q11	1Q10	YoY	4Q10	QoQ
<b>Working interest production</b>	kbbbl/d	<b>19.0</b>	18.5	+3%	20.1	(6%)
<b>Net entitlement production</b>	kbbbl/d	<b>9.6</b>	12.7	(24%)	14.3	(33%)
<b>Angola</b>	kbbbl/d	<b>8.2</b>	10.9	(25%)	12.1	(32%)
<b>Brazil</b>	kbbbl/d	<b>1.4</b>	1.8	(23%)	2.2	(35%)
<b>Realized sale price</b>	\$/bbl	<b>93.3</b>	70.9	+31%	80.0	+17%
<b>OPEX/net entitlement production</b>	\$/bbl	<b>18.7</b>	12.7	+46%	9.0	+107%
<b>EBITDA</b>	M €	<b>48</b>	48	(2%)	56	(15%)
<b>EBIT</b>	M €	<b>23</b>	33	(31%)	(1)	n.m.
<b>CAPEX</b>	M €	<b>59</b>	78	(23%)	99	(40%)

- Working interest production increased YoY driven by Tômbua-Lândana field
- Net entitlement production in Angola impacted by higher oil price and one off PSA effect
- FPSO Cidade de Angra dos Reis accounting for 1.4 kbbbl/d in 1Q11

# EBITDA impacted by Sines outage and lower volumes sold

## Main R&M data

		1Q11	1Q10	YoY	4Q10	QoQ
<b>Galp Energia refining margin</b>	\$/bbl	<b>1.3</b>	2.7	(51%)	2.3	(43%)
<b>Spread over benchmark</b>	\$/bbl	<b>1.8</b>	1.2	+46%	1.0	+74%
<b>Crude processed</b>	M bbl	<b>13.6</b>	22.2	(39%)	18.0	(25%)
<b>Refining throughput</b>	M ton	<b>2.1</b>	3.1	(34%)	2.7	(22%)
<b>Refined product sales</b>	M ton	<b>3.7</b>	4.5	(19%)	4.2	(13%)
<b>Sales to direct clients</b>	M ton	<b>2.4</b>	2.9	(16%)	2.8	(13%)
<b>Portugal</b>	M ton	<b>1.3</b>	1.6	(20%)	1.4	(11%)
<b>Spain</b>	M ton	<b>1.0</b>	1.2	(12%)	1.2	(16%)
<b>Africa</b>	M ton	<b>0.2</b>	0.2	+4%	0.2	(7%)
<b>Operators</b>	M ton	<b>0.8</b>	0.8	(1%)	0.9	(5%)
<b>Exports</b>	M ton	<b>0.4</b>	0.8	(48%)	0.5	(25%)
<b>EBITDA</b>	M €	<b>22</b>	66	(66%)	69	(68%)
<b>EBIT</b>	M €	<b>(24)</b>	19	n.m.	17	n.m.
<b>CAPEX</b>	M €	<b>230</b>	96	+139%	238	(3%)

- Premium over benchmark increased in 1Q11 due to heavy/light spread
- Crude processed decreased 39% YoY due to Sines outage
- Oil distribution business impacted by depressed economic environment in Iberia

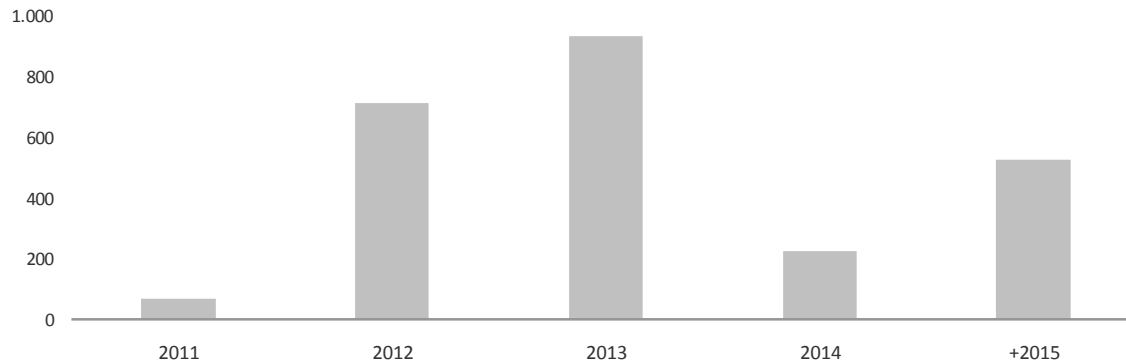
# EBITDA stable YoY, supported by higher natural gas supply volumes

## Main G&P data

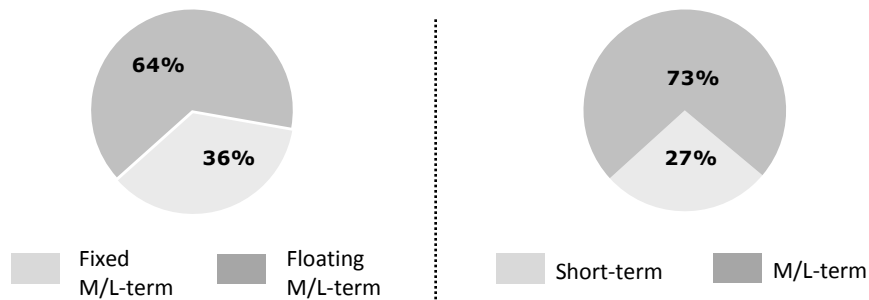
		1Q11	1Q10	YoY	4Q10	QoQ
<b>NG supply total sales volumes</b>	M m3	<b>1,605</b>	1,178	+36%	1,340	+20%
<b>Electrical</b>	M m3	<b>502</b>	355	+41%	465	+8%
<b>Industrial</b>	M m3	<b>483</b>	529	(9%)	468	+3%
<b>Residential and Commercial</b>	M m3	<b>284</b>	125	+127%	152	+87%
<b>Others</b>	M m3	<b>336</b>	169	+98%	254	+32%
<b>Sales of electricity to the grid</b>	GWh	<b>224</b>	296	(24%)	292	(23%)
<b>EBITDA</b>	M €	<b>61</b>	61	(1%)	50	+22%
<b>EBIT</b>	M €	<b>52</b>	42	+23%	39	+31%
<b>CAPEX</b>	M €	<b>12</b>	16	(25%)	30	(60%)

- Recovery of NG volumes, driven by higher electrical NG generation
- Spanish NG acquisition contributed with NG volumes of 144 Mm<sup>3</sup> in the 1Q11
- Stable contribution from NG infrastructure

## M/L-term debt reimbursement profile (€Mln)



## Debt structure as of March 2011



- No major reimbursement in 2011
- Total net debt of €3.1 Bln, with an average life of 2.6 years
- Average interest rate of 3.70%, up 51 b.p. YoY
- 60% of current additional facilities already contract guaranteed

<sup>1</sup> Liquidity position as of end March 2011

RCA figures except otherwise noted.

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# Results

## FIRST QUARTER 2011

April 29 2011

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