

# INVESTOR DAY

Lisbon, 22 October 2007



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# STRATEGY OVERVIEW

Lisbon, 22 October 2007

**Manuel Ferreira De Oliveira, CEO**



# A FOCUSED MANAGEMENT TEAM



Chief Executive Officer

**Manuel Ferreira De  
Oliveira**

CFO  
**Francesco  
Antonietti**



Head of Refining,  
Supply and Logistics  
**José António  
Marques Gonçalves**



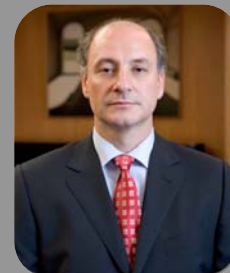
Head of Power  
**André Freire de  
Almeida Palmeiro  
Ribeiro**



Head of E&P and  
International Oil  
**Fernando Manuel  
dos Santos Gomes**



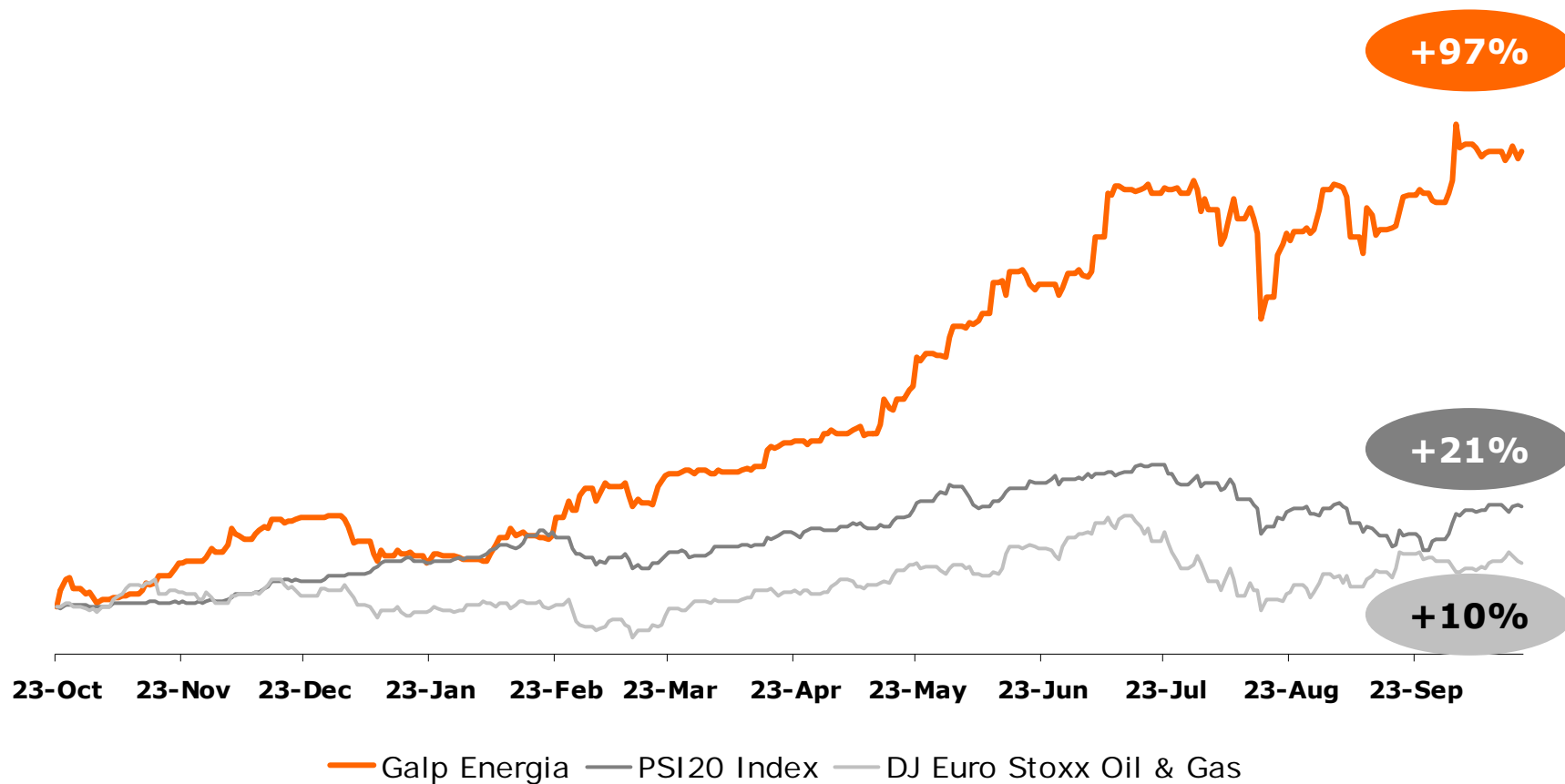
Head of Oil Marketing  
**João Pedro  
Leitão Pinheiro de  
Figuereido Brito**



Head of Natural Gas  
**Massimo  
Guiseppe Rivara**

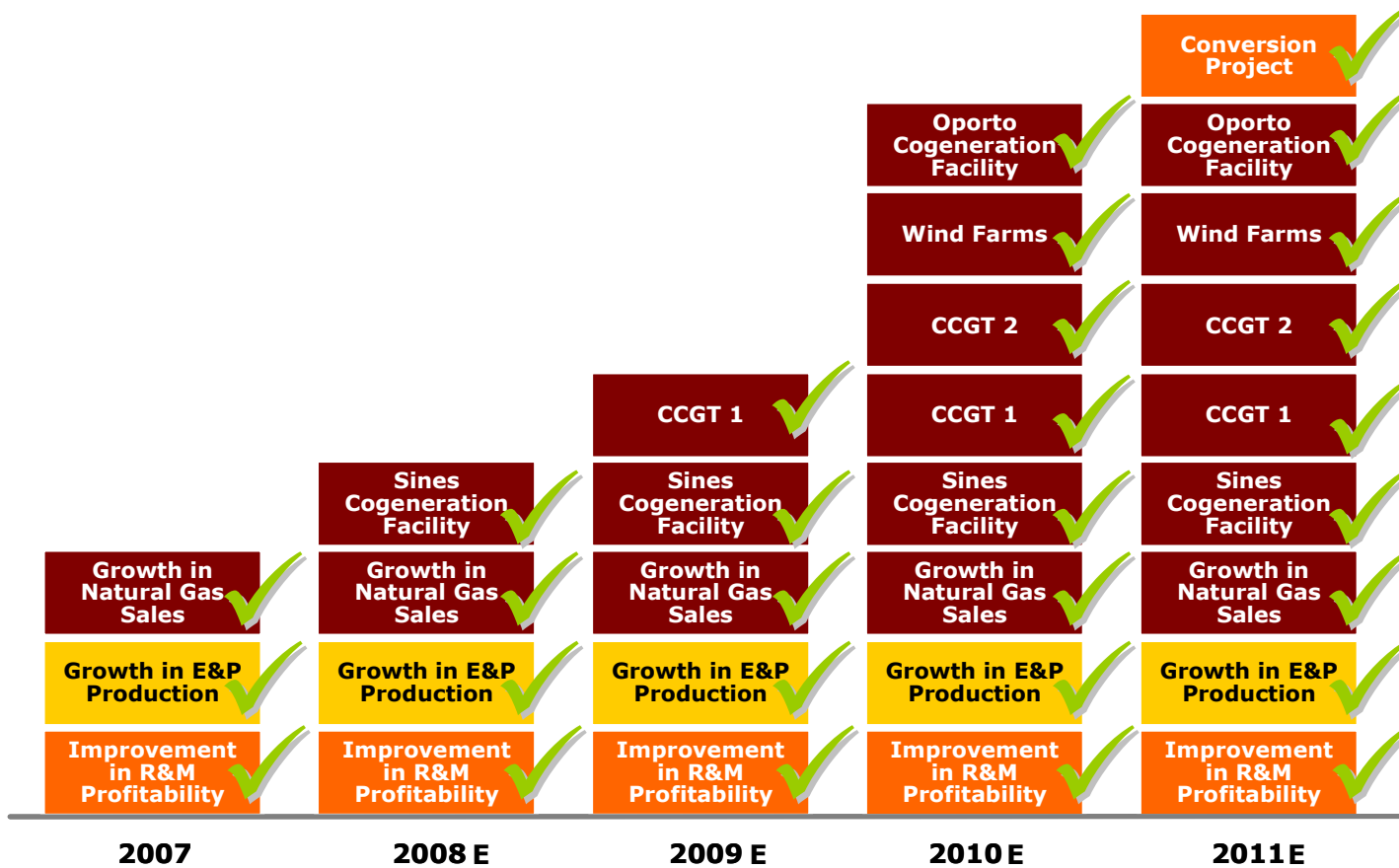


# A TOTAL RETURN OF 102% IN ONE YEAR



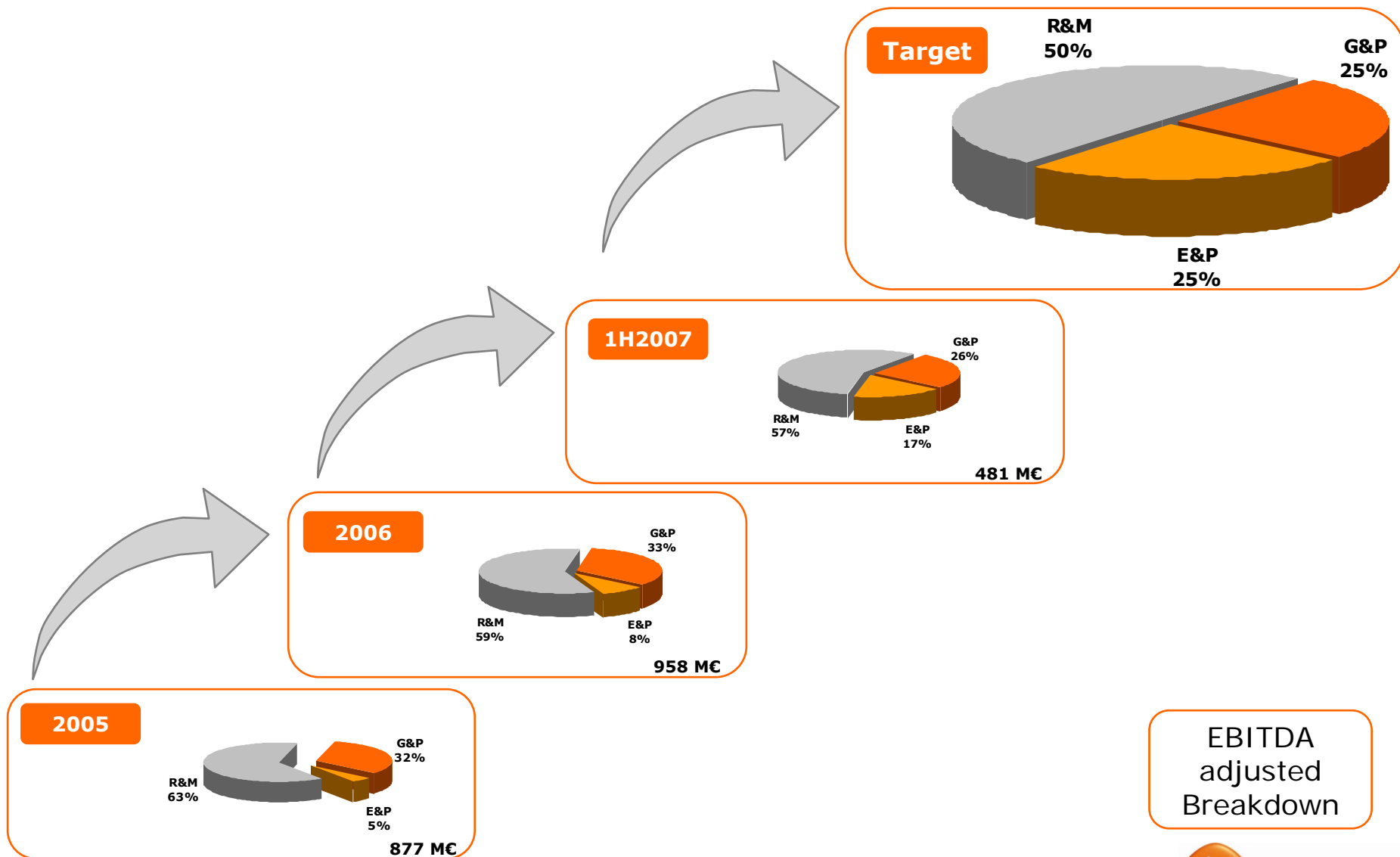
Source: Bloomberg

# PROVEN TRACK RECORD ON IMPLEMENTATION



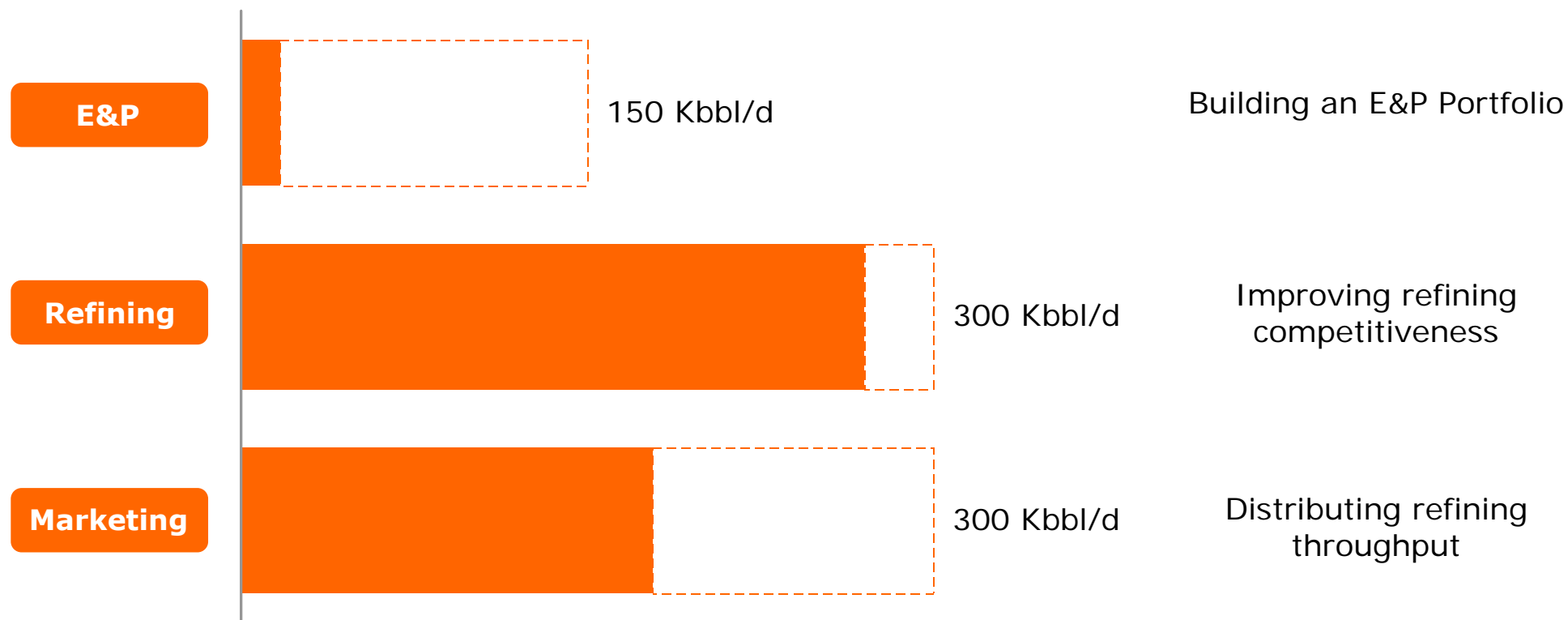
Strategic plan  
under  
execution


# GROWING WITH A MORE BALANCED PORTFOLIO



EBITDA  
adjusted  
Breakdown

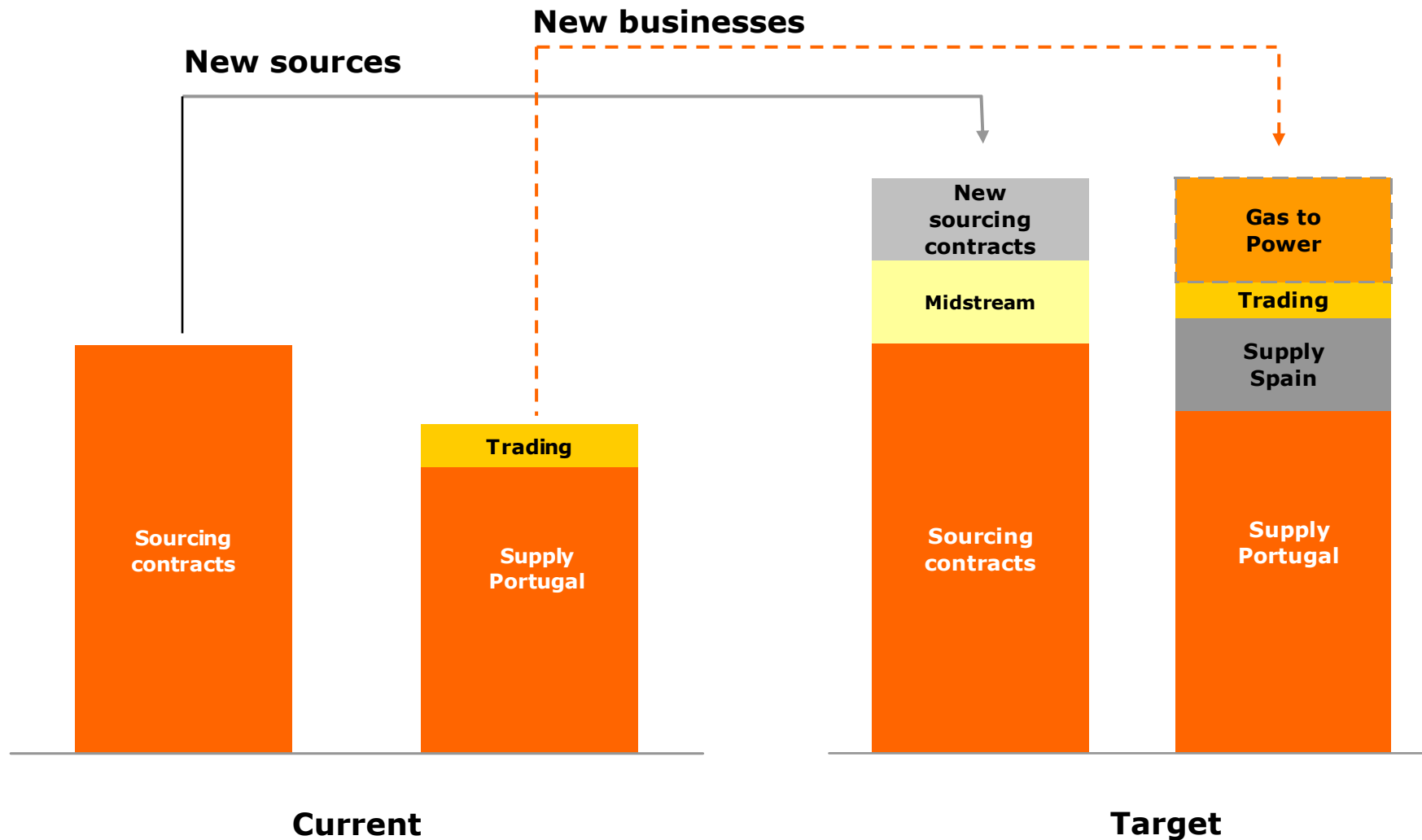
# TOWARDS A MORE INTEGRATED OIL BUSINESS



 To be achieved



# TOWARDS A MORE INTEGRATED GAS & POWER PORTFOLIO



# CAREFULLY MANAGING THE ENVIRONMENTAL RISK

## Galp CO2 emissions balance (Mton)



- Licenses for 2008-2012 period on PNALE's<sup>1</sup> EU approval
- Expected reduction in CO2 emissions in line with estimated PNALE reduction
- New projects consider CO2 cost
- Actively developing clean energy projects

Biofuel, wind, hydro and other

<sup>1</sup> PNALE – Portuguese Emissions' Licence Allocation Plan

# BIOFUELS IS A NATURAL CORE BUSINESS TO GALP

## Oil value chain

Mineral oil production

Logistics

Refining

Logistics

Distribution

## Biofuels value chain

Vegetable oil production

Logistics

Biorefining

Logistics

Distribution

Negotiation of agreements sharing production and commercial risks

Residual investment required

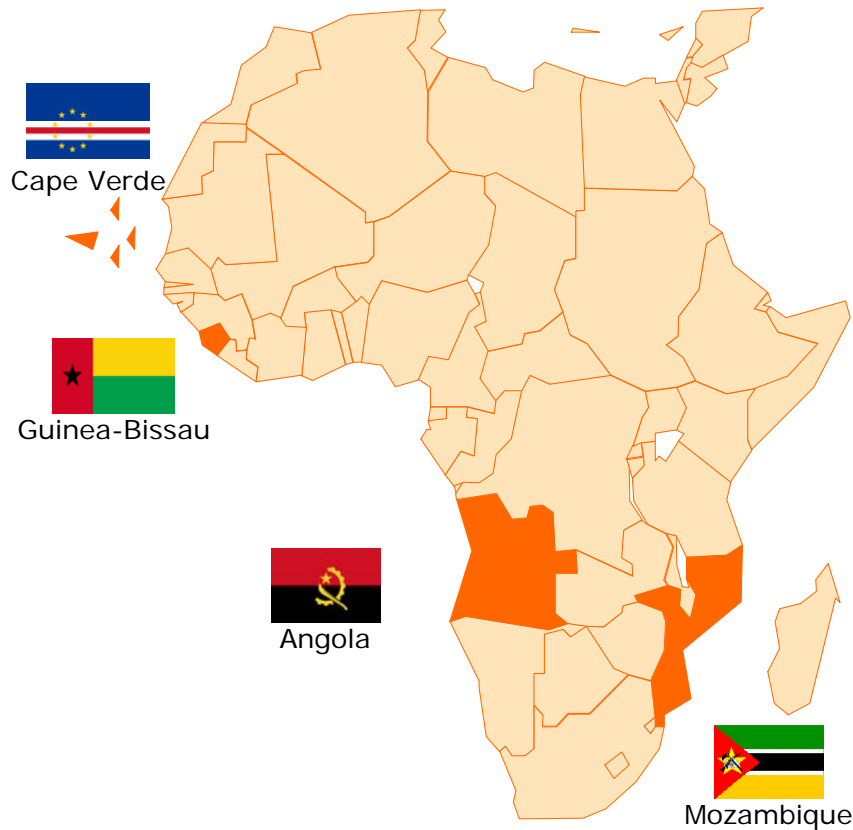
Focus on Biodiesel II much more technology advanced and competitive than current biodiesel (FAME<sup>1</sup>)

No additional investment needed  
Strong position in distribution

<sup>1</sup> FAME – Fatty Acid Methyl Ester

# STRATEGIC PRESENCE IN AFRICAN DOWNSTREAM

## Galp presence in Africa



- GDP growth of 15% in Angola in 2006 (35%-2007E)
- Positive EBITDA contribution (10M€)
- Leverage on Galp's access to oil & gas upstream and biodiesel feedstock

An option to grow

# TO BECOME AN INTEGRATED ENERGY COMPANY

**The right assets**

**The right  
strengths**

**The right  
opportunities**

**Integrated  
expansion  
focusing on  
return**

**Sustained  
value  
creation**

# EXPLORATION & PRODUCTION

Lisbon, 22 October 2007

**Fernando Gomes**



# LONG TERM PEAK OIL PRODUCTION ON CURRENT PORTFOLIO EXPECTED AT 80 KBBL/D



Angola

- 4 blocks offshore



Brazil

- 10 blocks offshore
- 3 areas onshore<sup>1</sup>



Portugal

- 7 blocks offshore



East-Timor

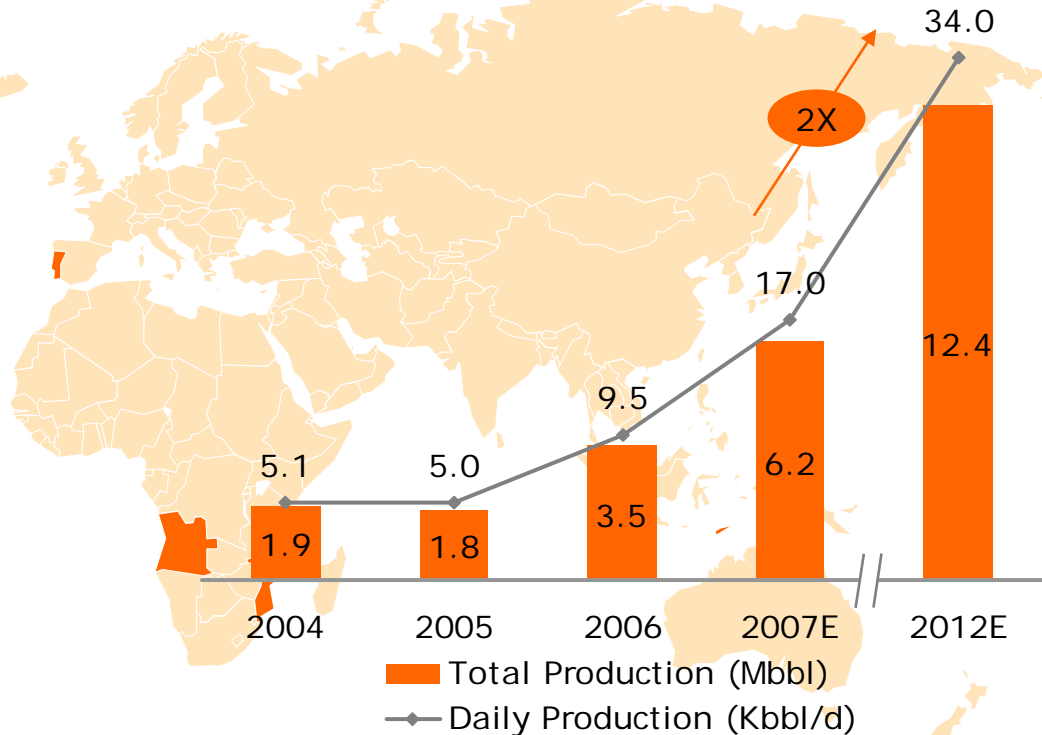
- 5 blocks offshore



Mozambique

- 1 block offshore

## Working production evolution



Strong growth still to be extracted from current portfolio

<sup>1</sup> Corresponds to 44 onshore blocks

# GAINING SCALE IN E&P WITH LIMITED RISK PROFILE

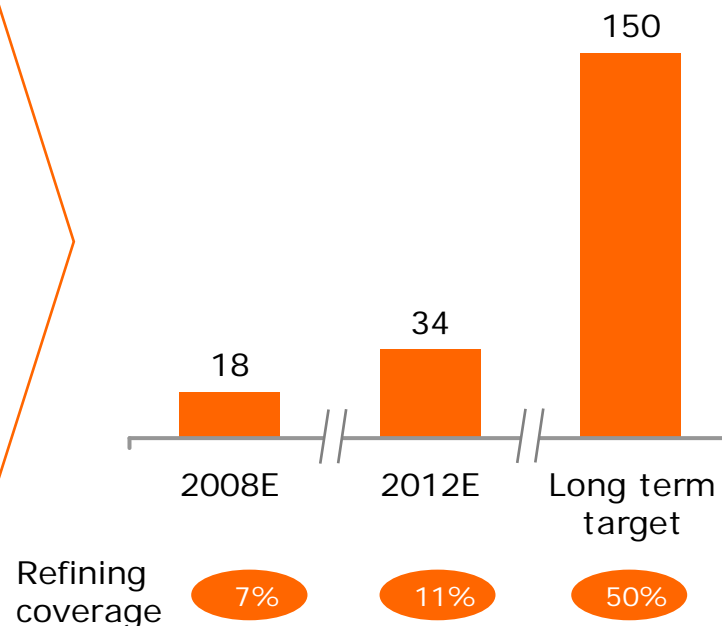
## Rationale

- Building an E&P portfolio
- Attractive 14% IRR assuming 35 Usd/bbl
- Balancing political and geopolitical risk
- Global market to expand activity

## Strengths

- Flag carrier, with strong ties with Portuguese speaking countries
- Ability to exploit geopolitical opportunities
- Partnership with NOC's (Petrobras, Sonangol) and IOC's (ENI, Chevron, Total)

## Working Production target (Kbbl/d)





# EVALUATING NEW OPPORTUNITIES TO SUPPORT FURTHER GROWTH



Brazil

- 9th round: 312 blocks being auctioned, onshore and offshore
- Galp already present in some of the basins
- Partnership with Petrobras



Venezuela

- MoU signed with PDVSA to study the development of several projects (short, medium and long term)
  - ST: to enter into producing fields
  - MT: Stake in a NG upstream project and a liquefaction plant
  - LT: Certification of reserves at Orinoco Belt



Angola

- A new bidding round is being launched:
  - 3 onshore blocks (Cabinda Centro<sup>1</sup>, Block 11 and Block 12)
  - 7 offshore Blocks including shallow, deep and ultra deep water

<sup>1</sup> Due to force majeure, Sonangol has put the block for auction. Galp didn't have to pay the bonus fee of this project.

# CONTINGENT RESOURCES' EVOLUTION CONFIRMS QUALITY OF EXPLORATION ASSETS IN ANGOLA (BLOCKS 14, 14K AND 32)

Million bbl

June 30, 2006

Dec 31, 2006

Reference crude price  
(Usd/bbl)

62.5

65.0

Net  
entitlement<sup>1</sup>

Proved (P1)<sup>2</sup>

35.6

35.7

+0%

Proved + Probable (P2)<sup>2</sup>

41.4

50.4

+22%

Working  
reserves

Contingent Resources<sup>3</sup>

43.2

68.1

+58%

Source: Gaffney, Cline & Associates

<sup>1</sup> Net entitlement interest reserves are Galp's share of contractor entitlement to field reserves under the PSA.

<sup>2</sup> Block 14: Kuito, BBLT and TL only

<sup>3</sup> Include other fields and discoveries of Blocks 14 (Negage, Gabela e Lucapa), Block 14K and Block 32



## BLOCK 14 – SIGNIFICANT DISCOVERIES IN 2007

### Key highlights

- 11 commercial discoveries
- 2 recent discoveries: Lucapa-1 and Malange-1
- More than 50 prospects identified
- 16 exploration and 16 appraisal wells drilled
- Exploration period expired on February 2007

### Next steps

- Appraisal wells planned for 2008
- Definition of development areas already requested

### Location



Area: 3,600 km<sup>2</sup>  
Water depths: 200 – 2,000 m  
Galp Energia share: 9%  
Operator: Chevron  
PSA\*: Yes

\*PSA – Production Sharing Agreement



## BLOCK 32 – FAVOURABLE PROSPECTS

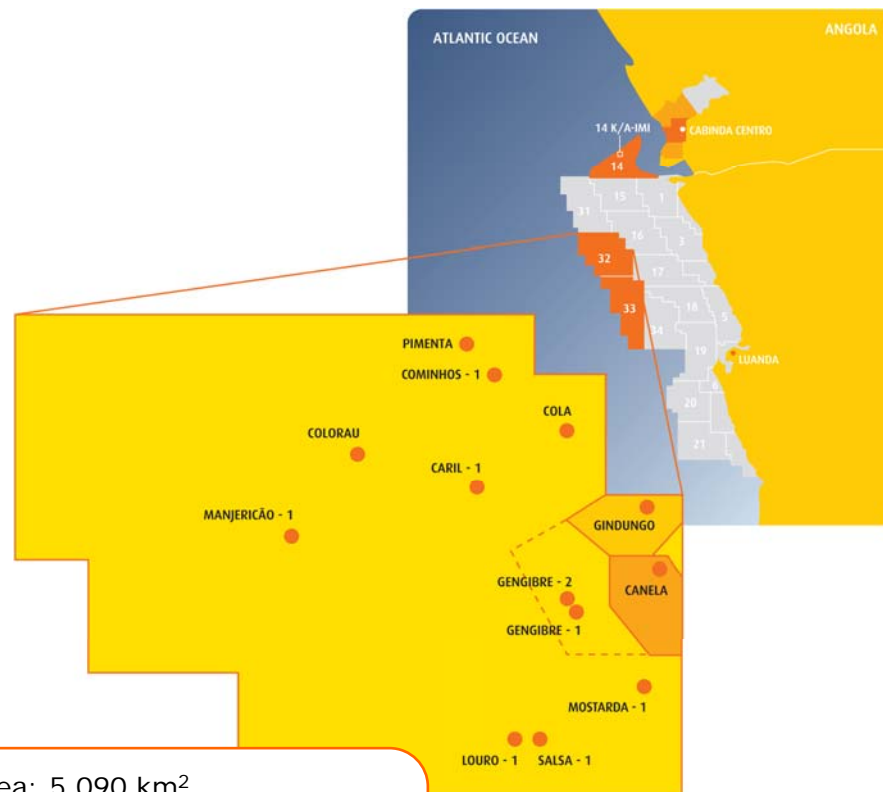
### Key highlights

- 12 commercial discoveries
- Two 3D seismic acquisitions covering whole block
- More than 20 prospects identified
- 16 exploration wells drilled
- 2 appraisal wells drilled

### Next steps

- Full screening of potential development plans
- Appraisal wells expected in 2008
- Definition of Development Areas
- 3D long offset seismic processing

### Location



Area: 5,090 km<sup>2</sup>  
Water depths: 1,400 – 2,000 m  
Galp Energia share: 5%  
Operator: Total  
PSA\*: Yes



## BM-S-11 – KEY ASSET

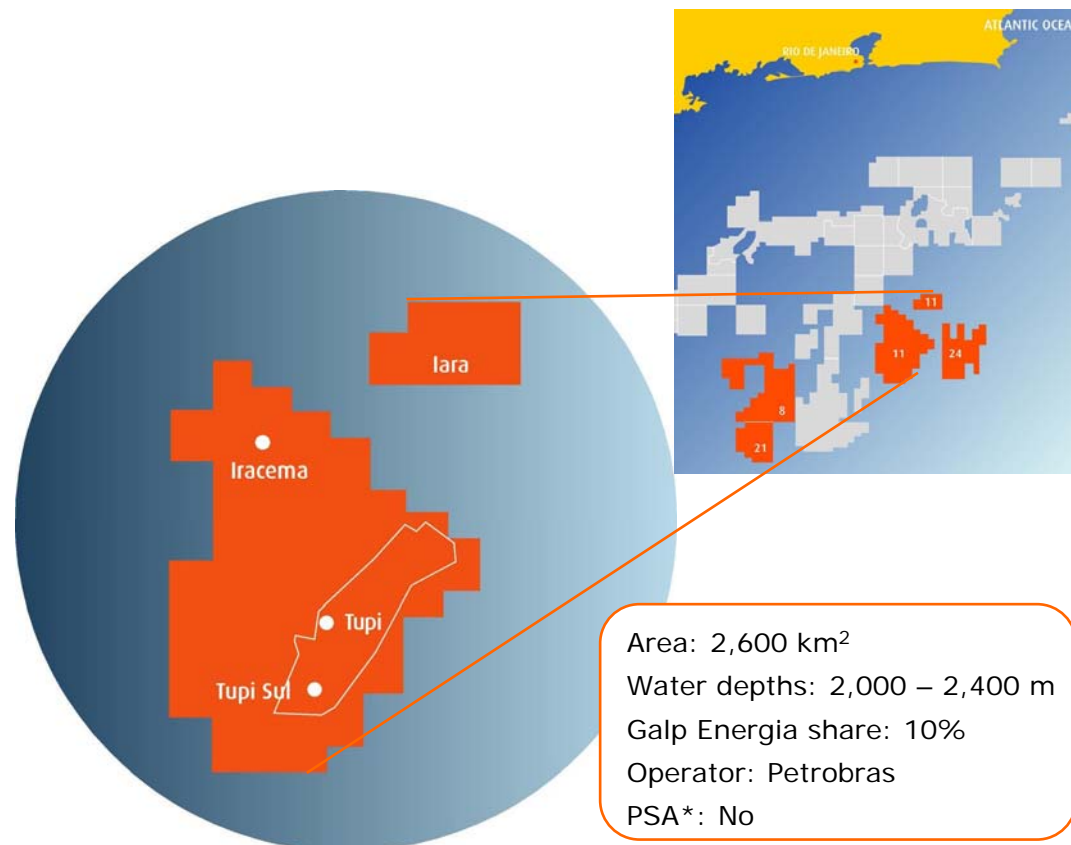
### Key highlights

- Tupi discovery
  - Opening of a new hydrocarbon play
  - Hydrocarbons in place: 1.7 to 10 billion boe
- Tupi Sul appraisal well proved the southern extension of Tupi discovery, located 9.5 km away
- Iara Area in 3rd Exploration Phase

### Next steps

- Continue evaluation of Tupi Area
- Evaluate further prospects
- Exploration wells planned for 2008

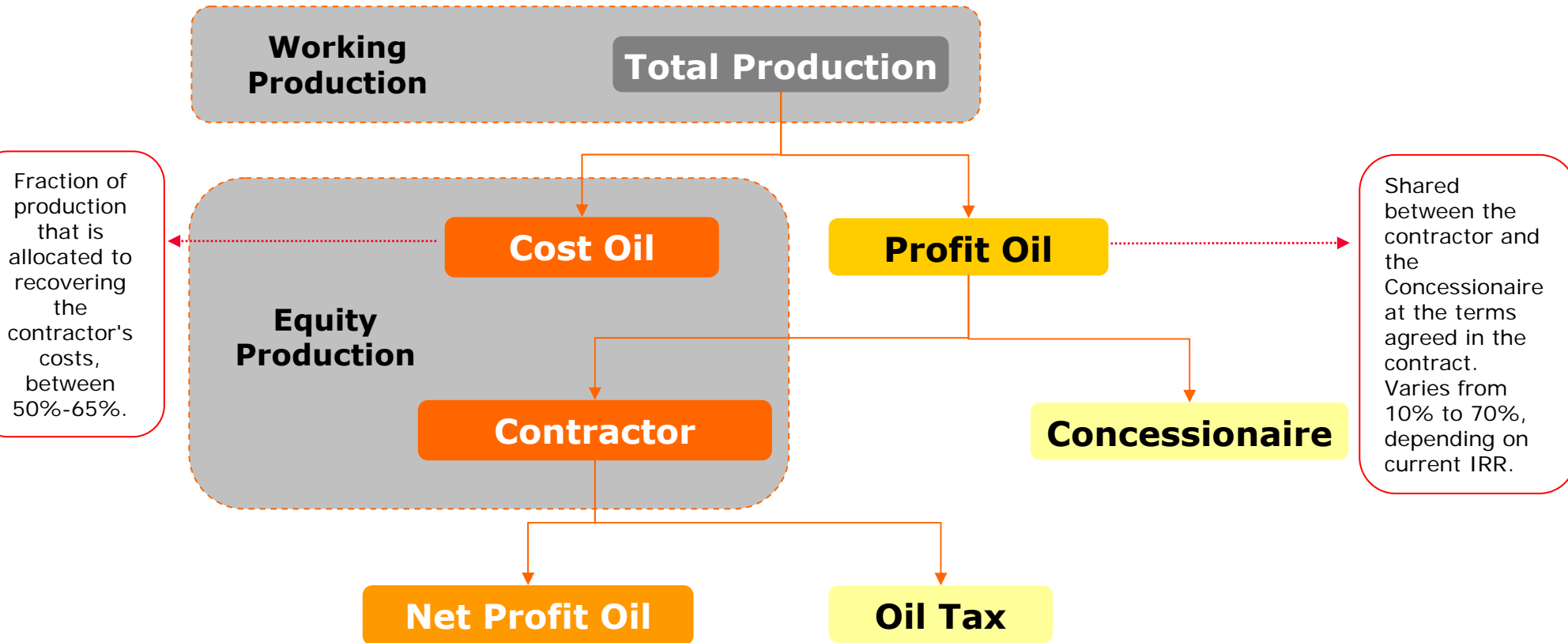
### Location



# APPENDIX

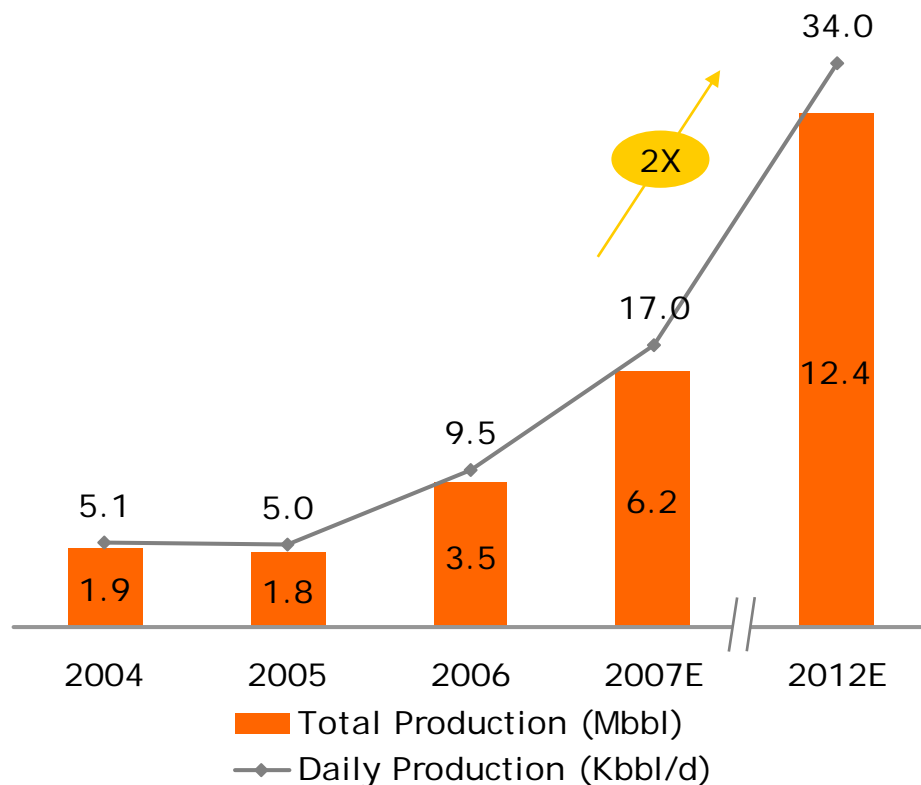


# UNDERSTANDING A PRODUCTION SHARING AGREEMENT



# WORKING PRODUCTION TO DOUBLE ON BLOCK 14

## Working Production



- Tômbua - Lândana production from CPT to start in 2010
- Increase weight of light oil in working production
- Natural production decline of Kuito field
- Increase of BBLT contribution in production portfolio





# BLOCK 14 – STRONG GROWTH IN PRODUCTION EXPECTED

## Key highlights

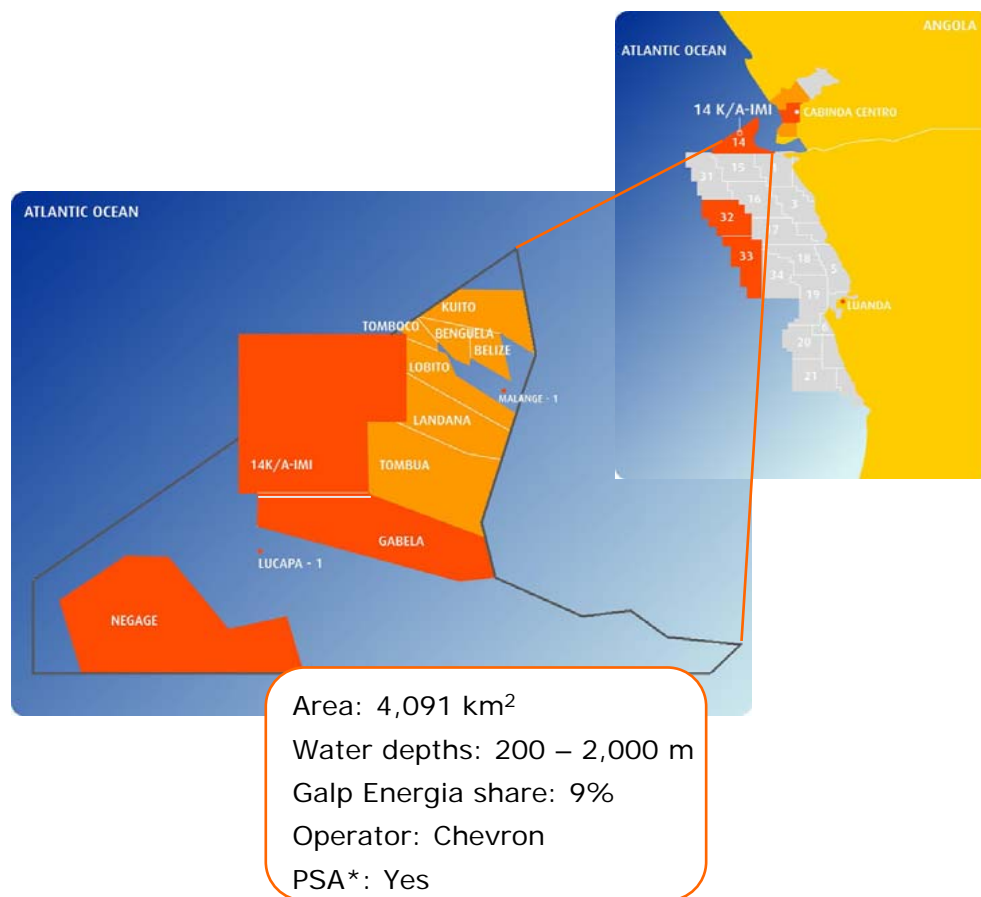
- Producing fields: Kuito, BBLT, TL
- Kuito works for development definition after FPSO contract finished
- Optimization works to lift BBLT production above nominal capacity

## Next steps

- Pursue TL EPCI<sup>1</sup>
- Pursue Negage pre-development studies
- Pursue Gabela viability studies

<sup>1</sup> Engineering, Procurement, Construction and Installation

## Location



\*PSA – Production Sharing Agreement



# BLOCK 14K – PRE-DEVELOPMENT STUDIES UNDER WAY

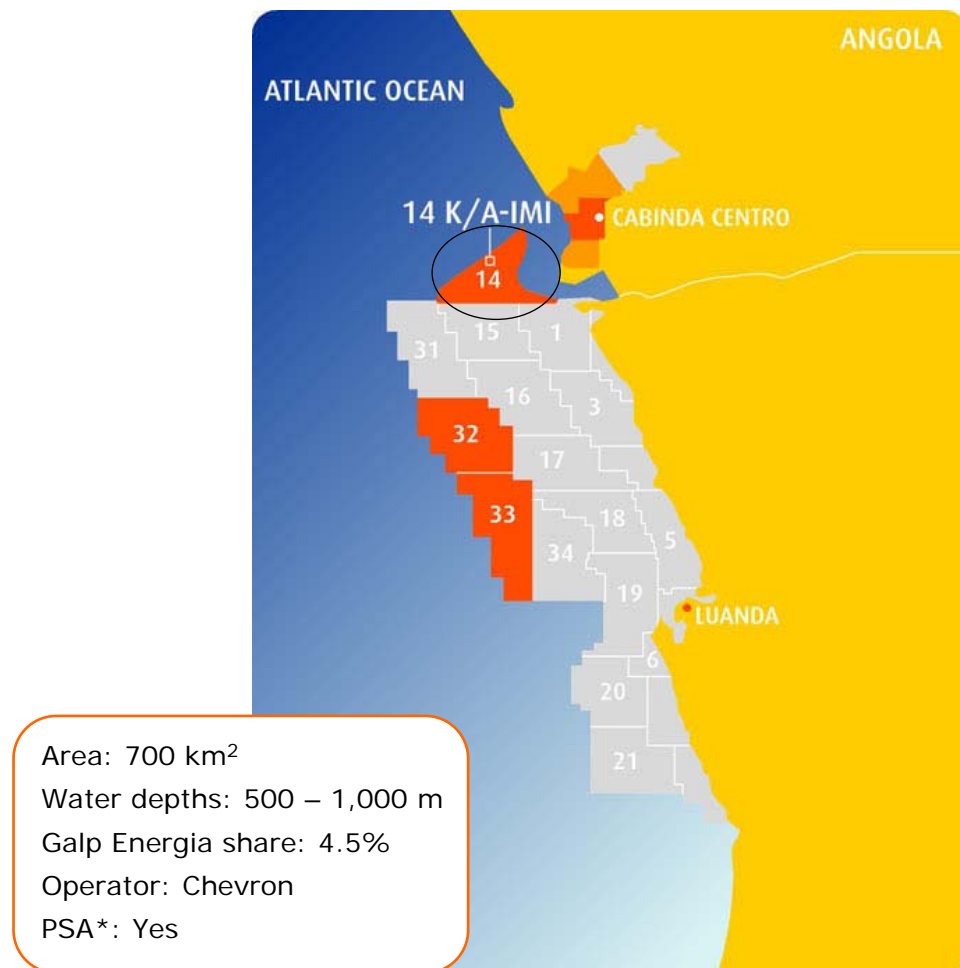
## Key highlights

- 2 commercial discoveries
- 3 prospects identified
- 3 exploration wells drilled
- 1 appraisal well drilled in 2007
- Date of Lianzi Commercial Discovery effective since May 2006

## Next steps

- Pursue Pre-Development Studies
- Pursue Uncertainty Management Plan execution (fiscal, commercial)

## Location



\*PSA – Production Sharing Agreement



## BLOCK 33 – NEW OPERATOR TO BE APPOINTED

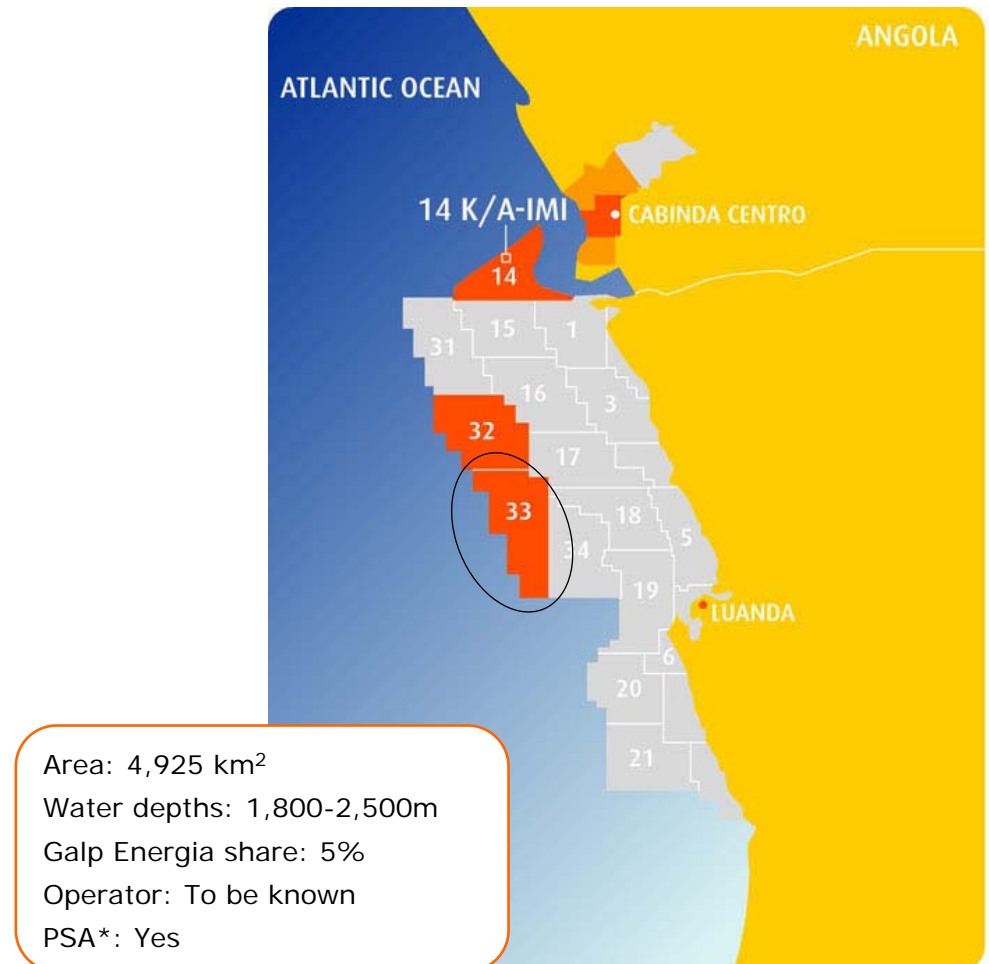
### Key highlights

- 3D seismic survey covering whole block
- 1 discovery
- 5 exploration wells drilled
- Calulú Provisional Development Area approved by concessionaire
- Initial Exploration Phase expired on May 2005

### Next steps

- Waiting for concessionaire to appoint new operator

### Location



\*PSA – Production Sharing Agreement



# SANTOS BASIN (BLOCKS 8, 21, 24) – DRILLING CAMPAIGN JUST STARTING

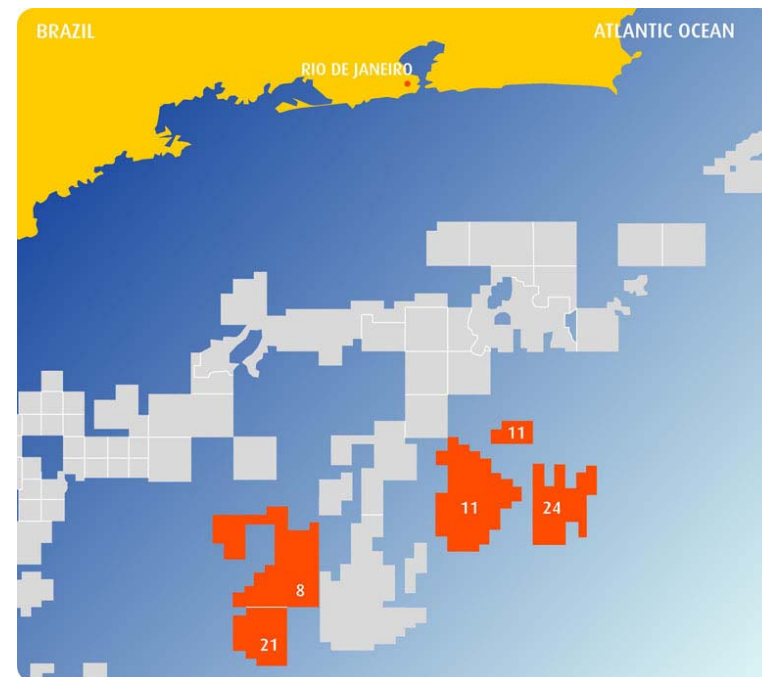
## Key highlights

- 3 blocks: BM-S-8, BM-S-21 and BM-S-24
- 3D seismic survey completed
- More than 10 prospects identified
- 2 exploration wells being drilled

## Next steps

- Geologic & Geochemical studies under way
- Exploration wells planned for 2008
- Evaluate further prospects

## Location



Area: 4,800 km<sup>2</sup>

Water depths: 1,600 – 2,500 m

Galp Energia share:

BM-S-8 - 14%

BM-S-21 / 24 - 20%

Operator: Petrobras

PSA\*: No



# ESPÍRITO SANTO – POSITIVE SIGNS FROM SEISMIC SURVEY

## Key highlights

- Galp operator in 5 blocks
- 3D seismic surveys covering all blocks completed
- More than 20 leads identified
- 8 mature prospects ready to be drilled

## Next steps

- Finish seismic and geological evaluation
- 5 operated exploration wells planned for 2007/2008
- Identify more leads and prospects

## Location



Area: 378 km<sup>2</sup>

Galp Energia share: 50%

Operator: Galp / Petrobras

PSA\*: No

\*PSA – Production Sharing Agreement



# PORTIGUAR BASIN – OIL DISCOVERIES UNDER EVALUATION

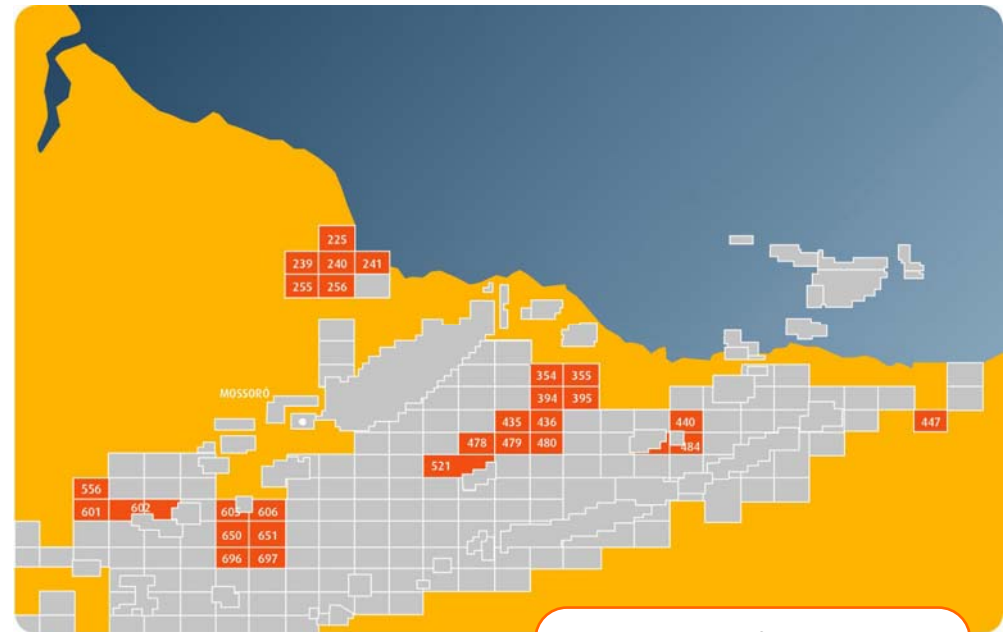
## Key highlights

- Galp operator in 20 blocks
- 2D and 3D seismic surveys completed
- More than 30 Leads identified
- More than 12 Prospects identified
- 10 operated exploration wells drilled in 2007
- 3 oil discoveries

## Next steps

- Finish seismic and geological evaluation
- Prepare evaluation plans and appraisal wells
- More than 4 operated exploration wells planned for 2008
- Identify more leads and prospects

## Location



Area:  $\approx 890 \text{ km}^2$

Galp Energia share: 50%

Operator: Galp / Petrobras

PSA\*: No

\*PSA – Production Sharing Agreement



# SERGIPE/ ALAGOAS – EXPLORATION WORKS IN AN EARLY PHASE

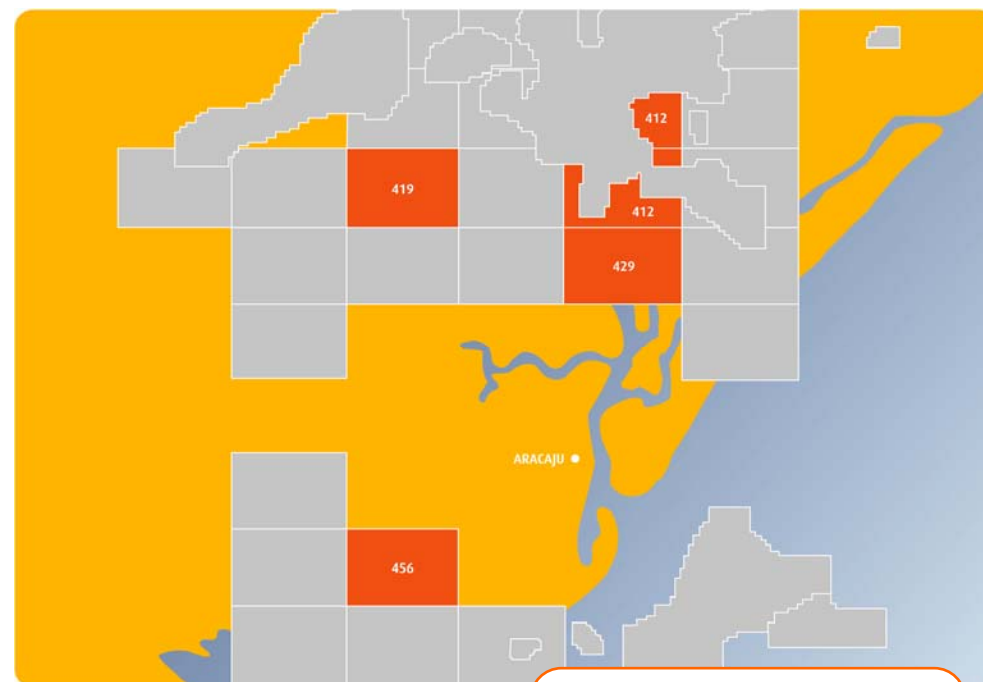
## Key highlights

- 2D and 3D seismic surveys completed
- 5 leads identified
- 2 prospects identified
- 1 exploration well planned

## Next steps

- Finish seismic and geological evaluation
- Drill 3 exploration wells
- Identify more leads and prospects

## Location



Area: 123 km<sup>2</sup>  
Galp Energia share: 50%  
Operator: Galp  
PSA\*: No

\*PSA – Production Sharing Agreement



# ESPÍRITO SANTO OFFSHORE – EXPLORATION WORK JUST BEGINNING

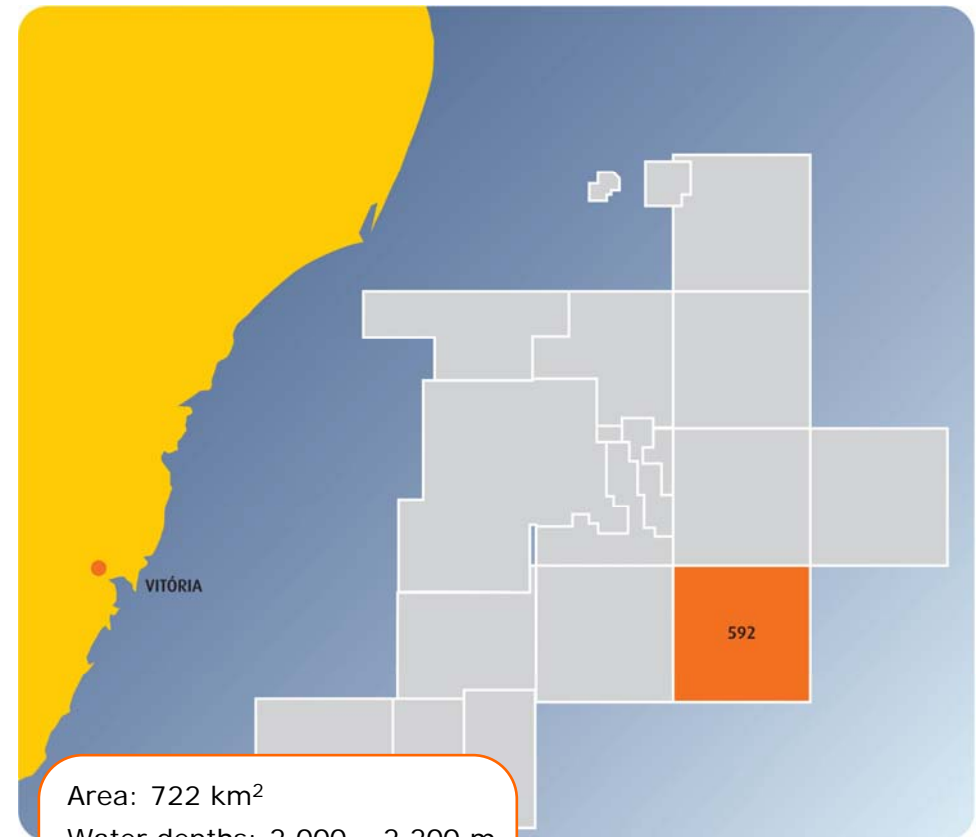
## Key highlights

- 3D seismic survey
- 3 leads identified
- 3D Seismic reprocessing on-going

## Next steps

- Finish seismic and geological studies
- Identify more leads and prospects
- 1 exploration well to be drilled up to 2010

## Location



Area: 722 km<sup>2</sup>

Water depths: 2,000 – 2,200 m

Galp Energia share: 20%

Operator: Petrobras

PSA\*: No

\*PSA – Production Sharing Agreement





# POTIGUAR OFFSHORE – FIRST EXPLORATION WELL IN 2012

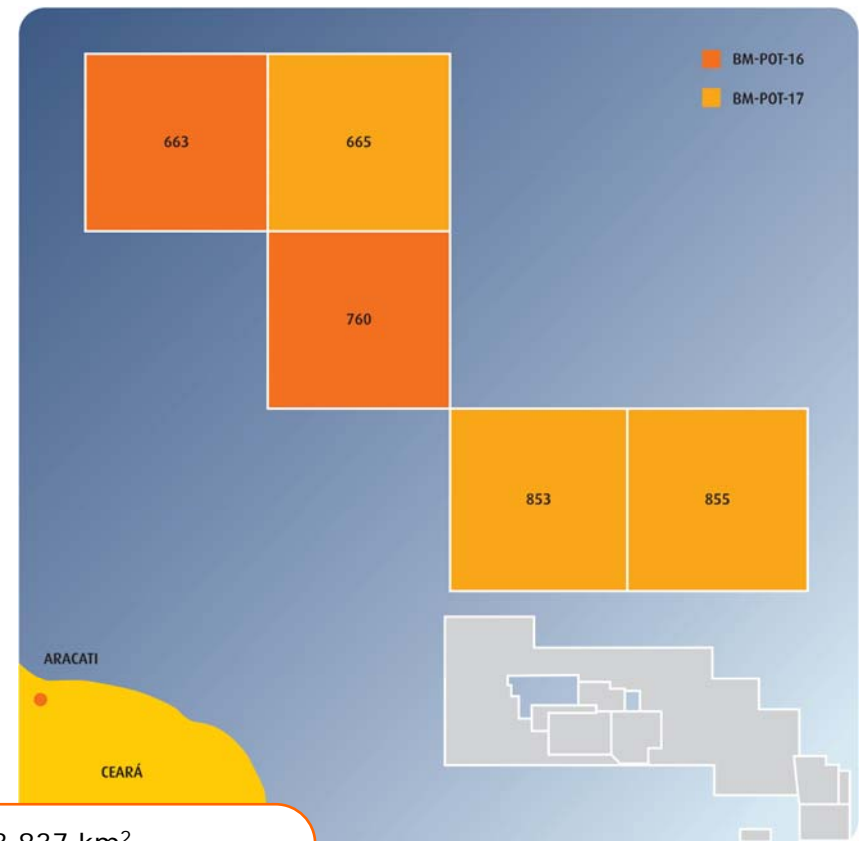
## Key highlights

- 3D seismic survey
- More than 10 leads identified
- 3D seismic reprocessing on-going

## Next steps

- Finish seismic and geological studies
- Identify more leads and prospects
- BM-POT-16/BM-POT-17: 1 exploration well each, to be drilled up to 2012

## Location



Area: 3,837 km<sup>2</sup>  
Water depths: 50 – 2,000 m  
Galp Energia share: 20%  
Operator: Petrobras  
PSA\*: No

\*PSA – Production Sharing Agreement



# PENICHE – NEW FRONTIER AREA

## Key highlights

- Concession contract signed on May 2007
- Exploration Period: 8 years
- Whole area being new frontier
- More than 10 leads identified

## Next steps

- Geological studies and seismic reprocessing under way
- 2D and 3D seismic acquisition planned for 2009
- Commitment exploration wells planned for 2010

## Location



Area: 12,159 km<sup>2</sup>  
Water depths: 200 – 3,000 m  
Galp Energia share: 30%  
Operator: Petrobras  
PSA\*: No

\*PSA – Production Sharing Agreement



# ALENTEJO – NEW FRONTIER AREA

## Key highlights

- Concession contract signed on February 2007
- Exploration Period: 8 years
- Whole area is new frontier
- Seismic and geological studies under way

## Next steps

- 3,000 km 2D seismic acquisition and processing during 2008
- Commitment exploration wells planned for 2010, 1 in each concession

## Location



Area: 9,099 km<sup>2</sup>  
Water depths: 200 – 3,000 m  
Galp Energia share: 10%  
Operator: Tullow Oil  
PSA\*: No

\*PSA – Production Sharing Agreement



## MORE THAN 12 LEADS ALREADY IDENTIFIED

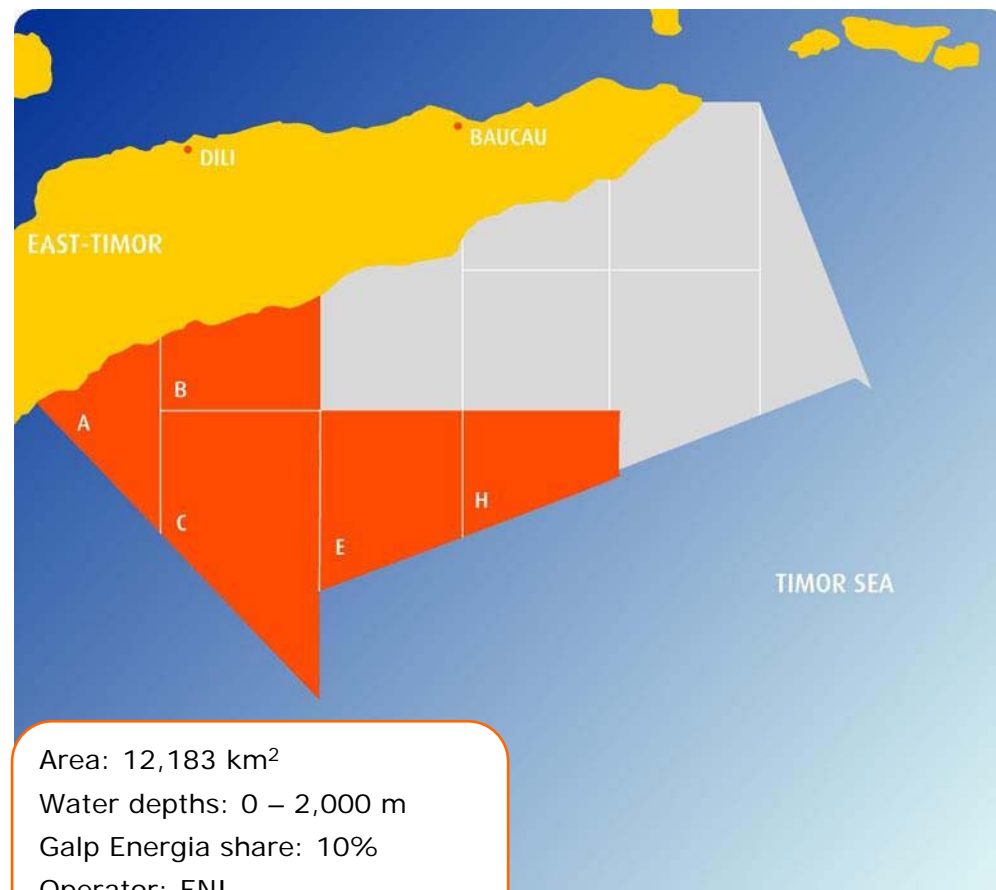
### Key highlights

- Farm-in Agreement signed in 2007
- Exploration period: 3+2+2 years
- More than 12 leads identified
- Intensive 2007/2008 seismic acquisition program on-going (more than 8,400 km<sup>2</sup> 3D seismic plus 3,100 km 2D seismic)

### Next steps

- Seismic processing and geological studies under way
- Identify more leads and prospects
- 2 exploration wells to be drilled up to 2009

### Location



Area: 12,183 km<sup>2</sup>  
Water depths: 0 – 2,000 m  
Galp Energia share: 10%  
Operator: ENI  
PSA\*: Yes



# AN UNEXPLOITED AREA

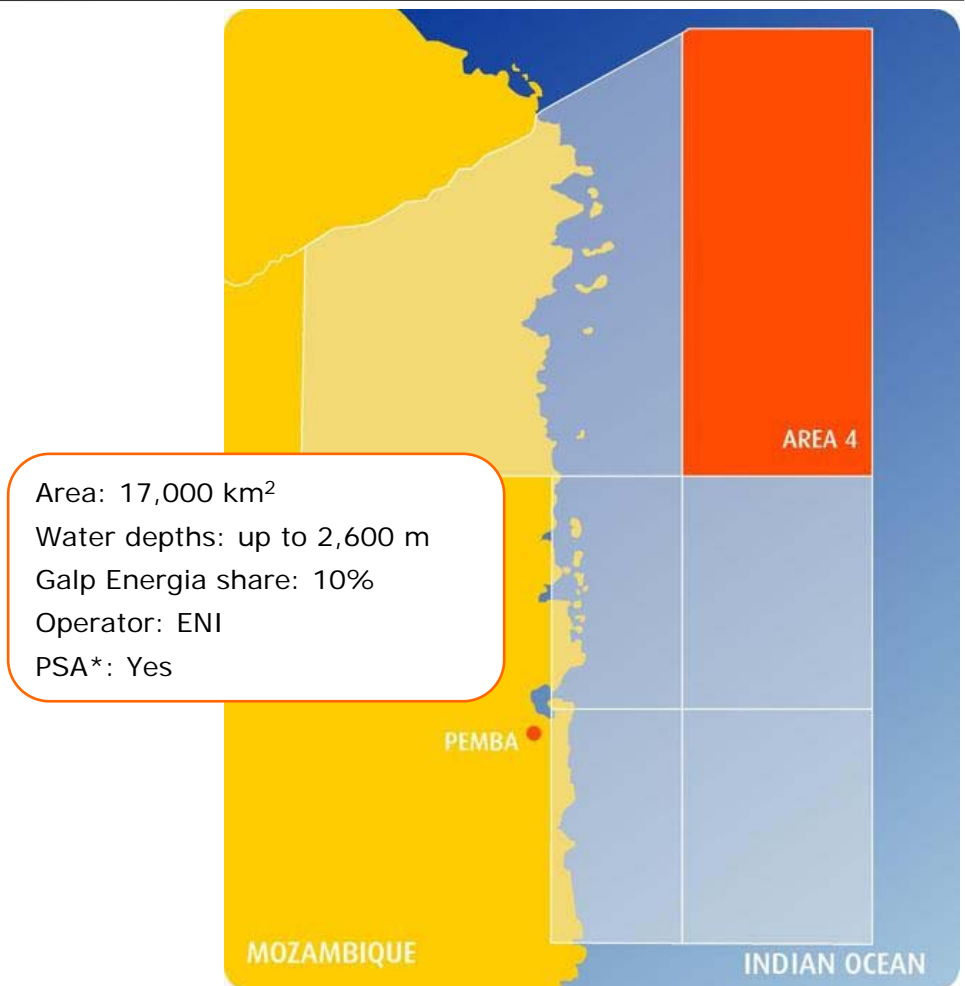
## Key highlights

- New frontier area
- Exploration period: 4+2+2 years
- Production period: 30 years
- 1 main lead identified
- Geological studies under way

## Next steps

- Acquisition of 2,000 km 2D seismic + 1,000 km<sup>2</sup> 3D seismic planned for 2008
- 2 exploration wells for the second period + 2 for the third

## Location



# REFINING, SUPPLY AND LOGISTICS

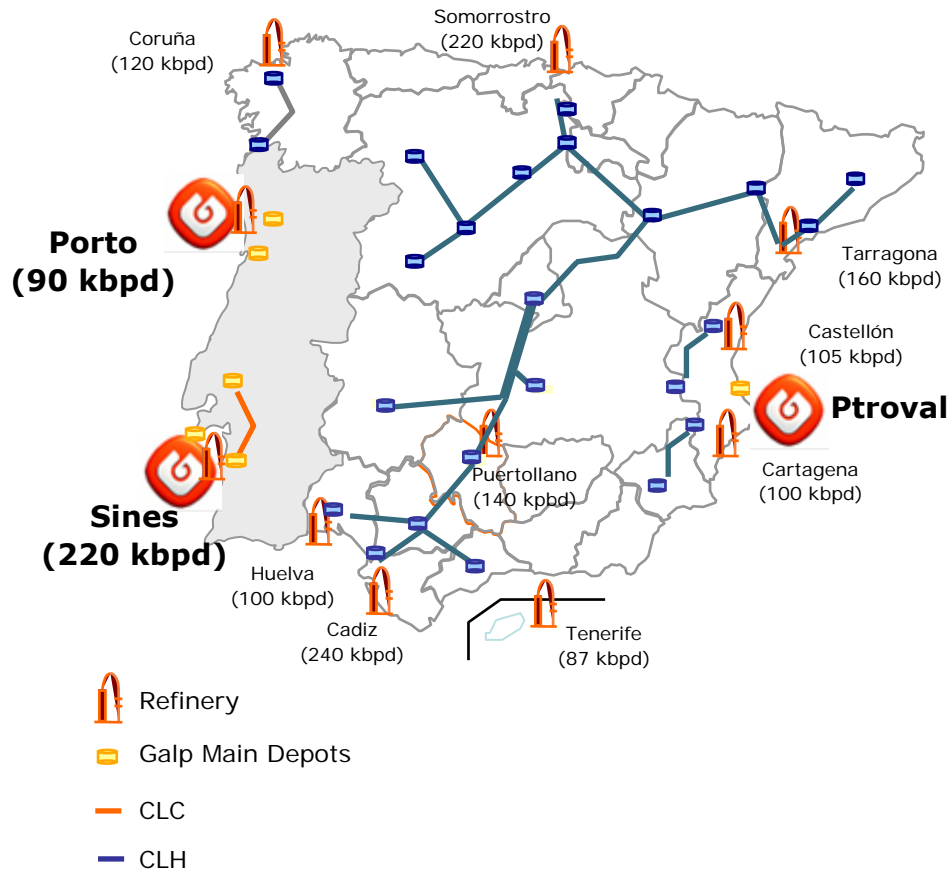
Lisbon, 22 October 2007

**Marques Gonçalves**



# STRONG POSITION IN IBERIA

## Refining and Logistics Infrastructure

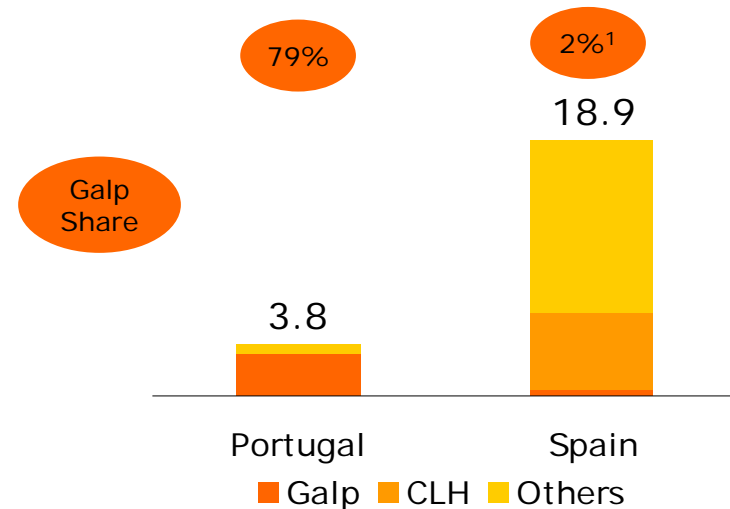


Source: Oil and Gas Journal, 2005 Worldwide Refining Survey

## Key Highlights

- 100% of Portuguese or 20% of Iberian refining capacity
- 69% of production corresponds to gasoline (25%) and middle distillates (44%)
- Ownership interest in key logistics assets in Portugal and in Spain

## Iberian storage capacity (M m<sup>3</sup>)



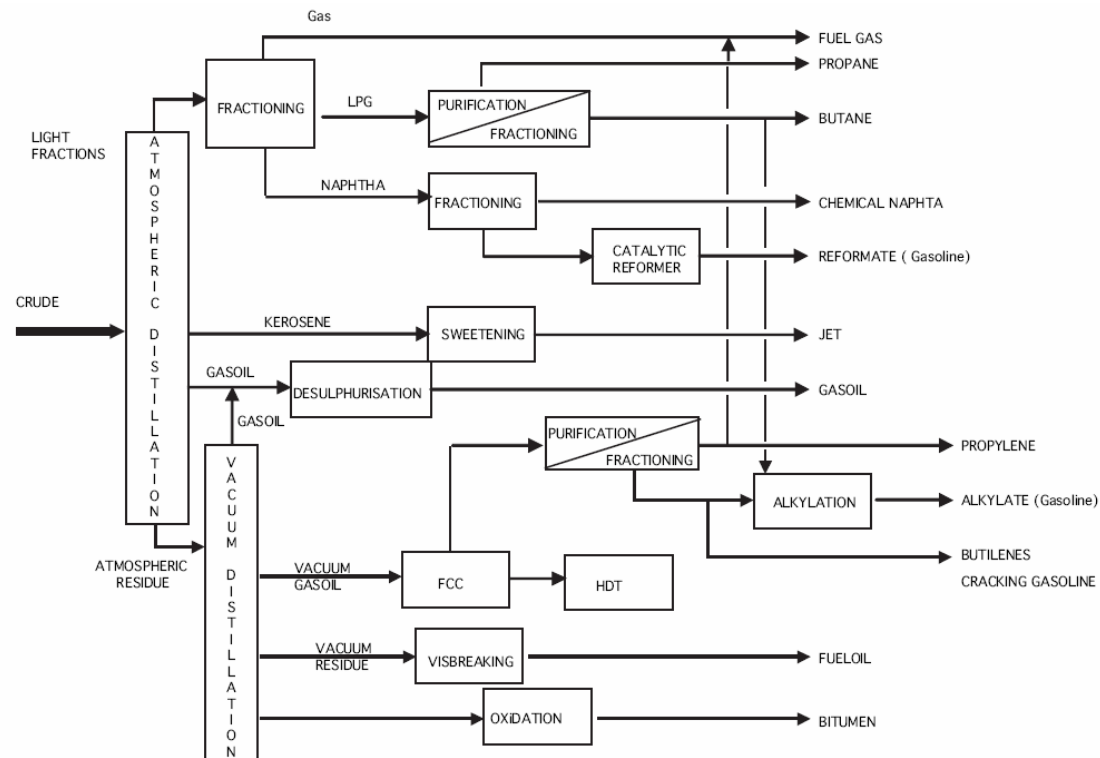
<sup>1</sup> Includes 5% of CLH

# SINES IS ONE OF THE MOST RECENT REFINERIES IN EUROPE

## Asset Description

- Sines (1979), includes the following units:
  - Topping
  - 2 vacuum distillation
  - Fluid catalytic cracking
  - Visbreaker
  - 2 diesel hydrodesulphurization
- Sines refinery is producing reformulated gasoline for the US markets since early 1990s
- Programmed turnaround in Sept/ Oct 2008

## Sines refinery diagram



Capacity: 220 kbb/d  
Nelson complexity index: 5.3

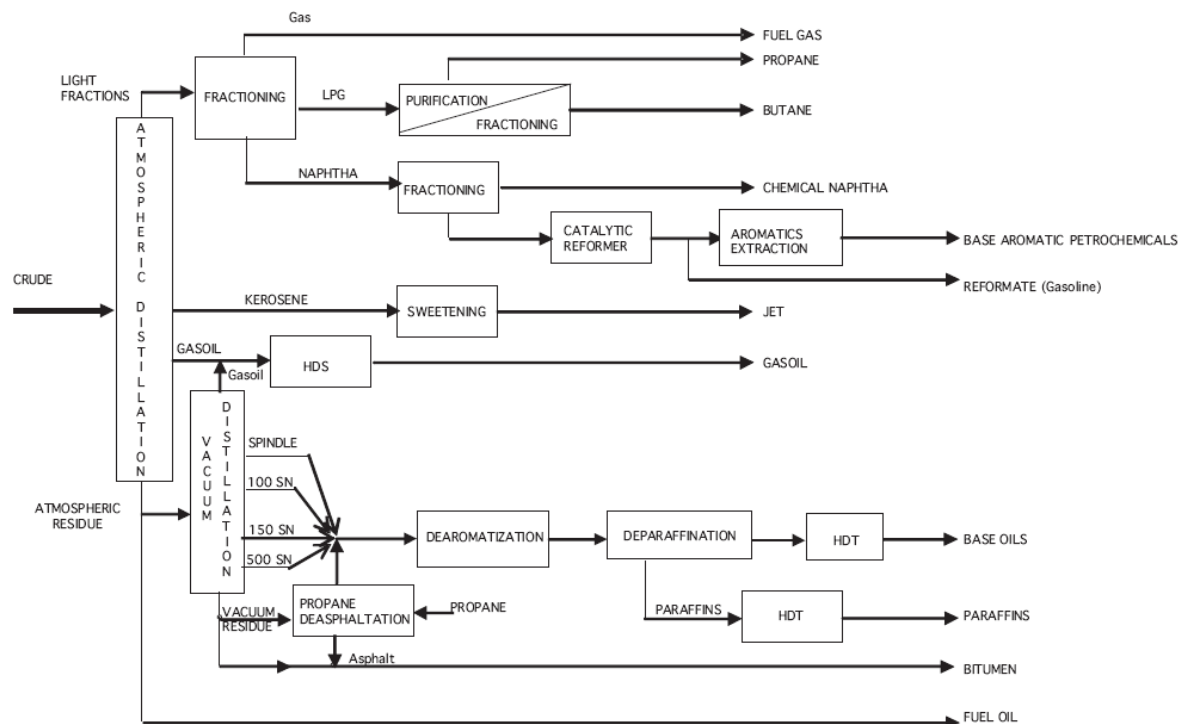


# A SPECIALITIES REFINERY IN PORTO

## Asset Description

- The Porto refinery complex, built in 1969, includes:
  - Hydroskimming fuel plant
  - Aromatics plant
  - Base oil plant
  - Lubricants blending plant
- Producer of paraxylene, ortoxylylene, toluene and benzene for Portuguese and export markets
- Turnaround in progress

## Porto refinery diagram



Capacity: 90 kbb/d  
Nelson complexity index: 6.9

# ENHANCING VALUE OPPORTUNITY FROM EXISTING PORTFOLIO

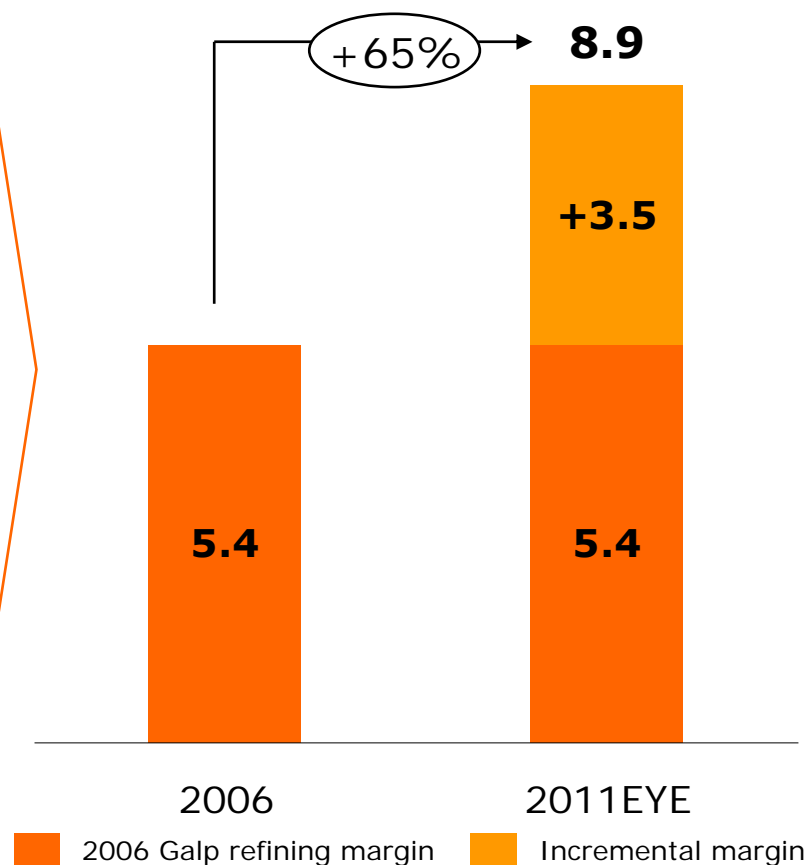
## Rationale

- Market conditions favour diesel vs fuel
- Dieselization of Iberian market
- Improvement potential of assets
- Focusing on return

## Strengths

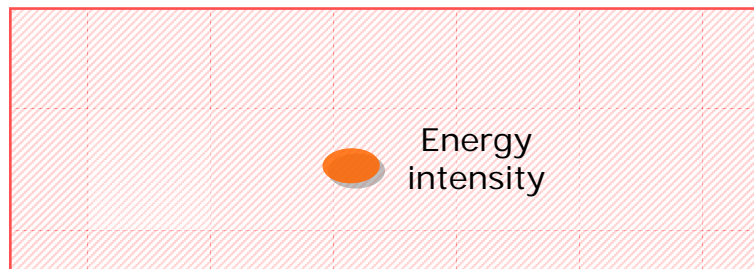
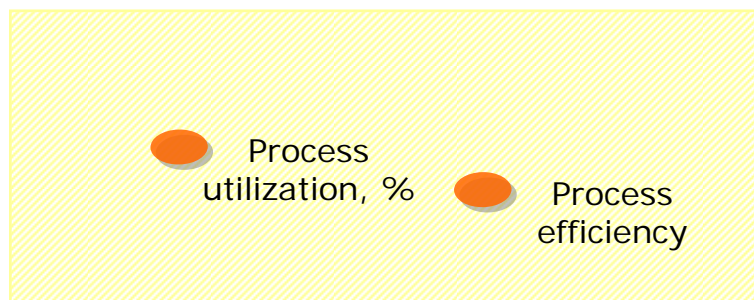
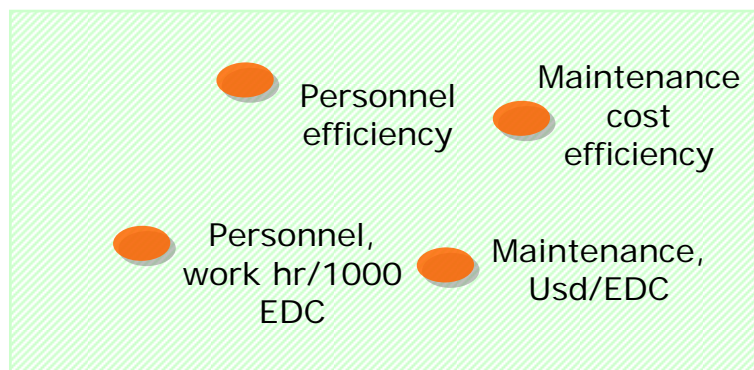
- Integrated refining and marketing operations
- Financial capabilities to support investment
- Strategic located assets

## Refining margin target (Usd/bbl)

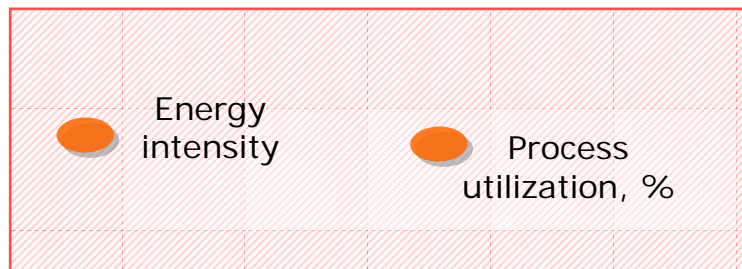
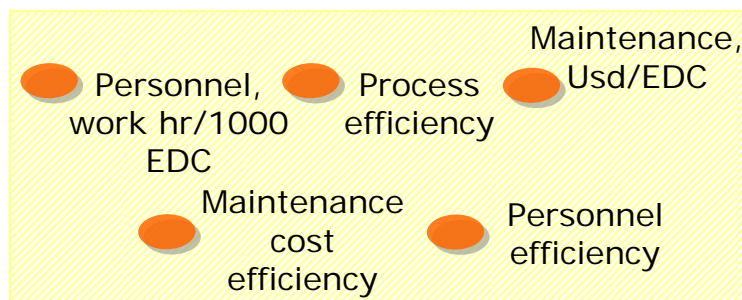
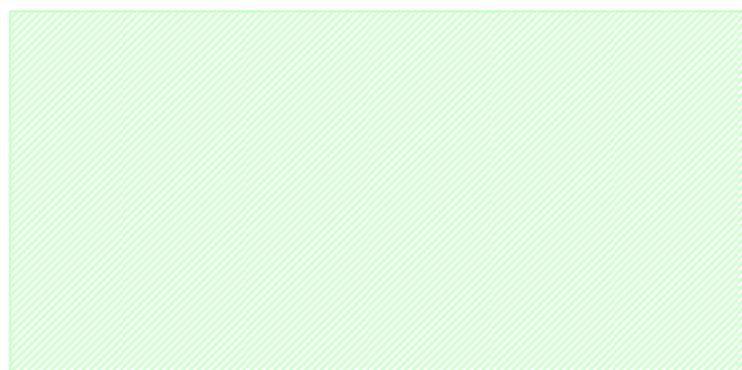


# POTENTIAL EFFICIENCY GAINS IN REFINERY OPERATIONS

## Sines Refinery

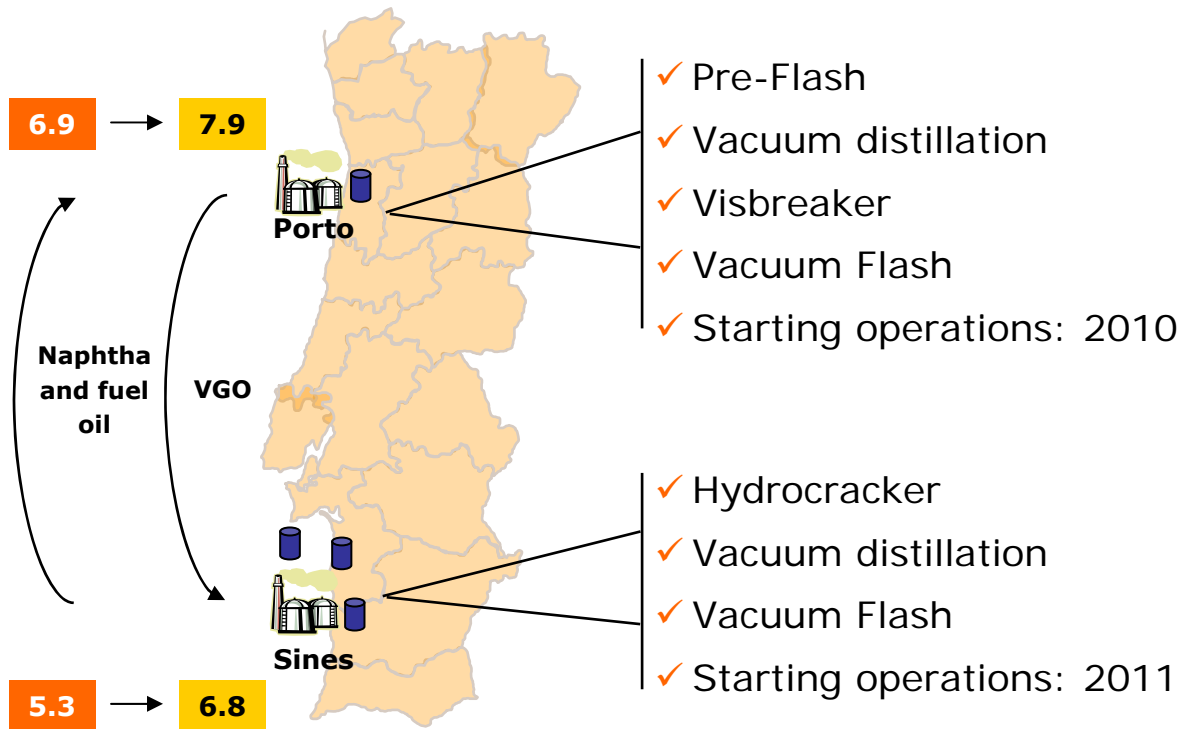


## Porto Refinery



Refining margin improvement

# OPTIMIZING REFINING SYSTEM

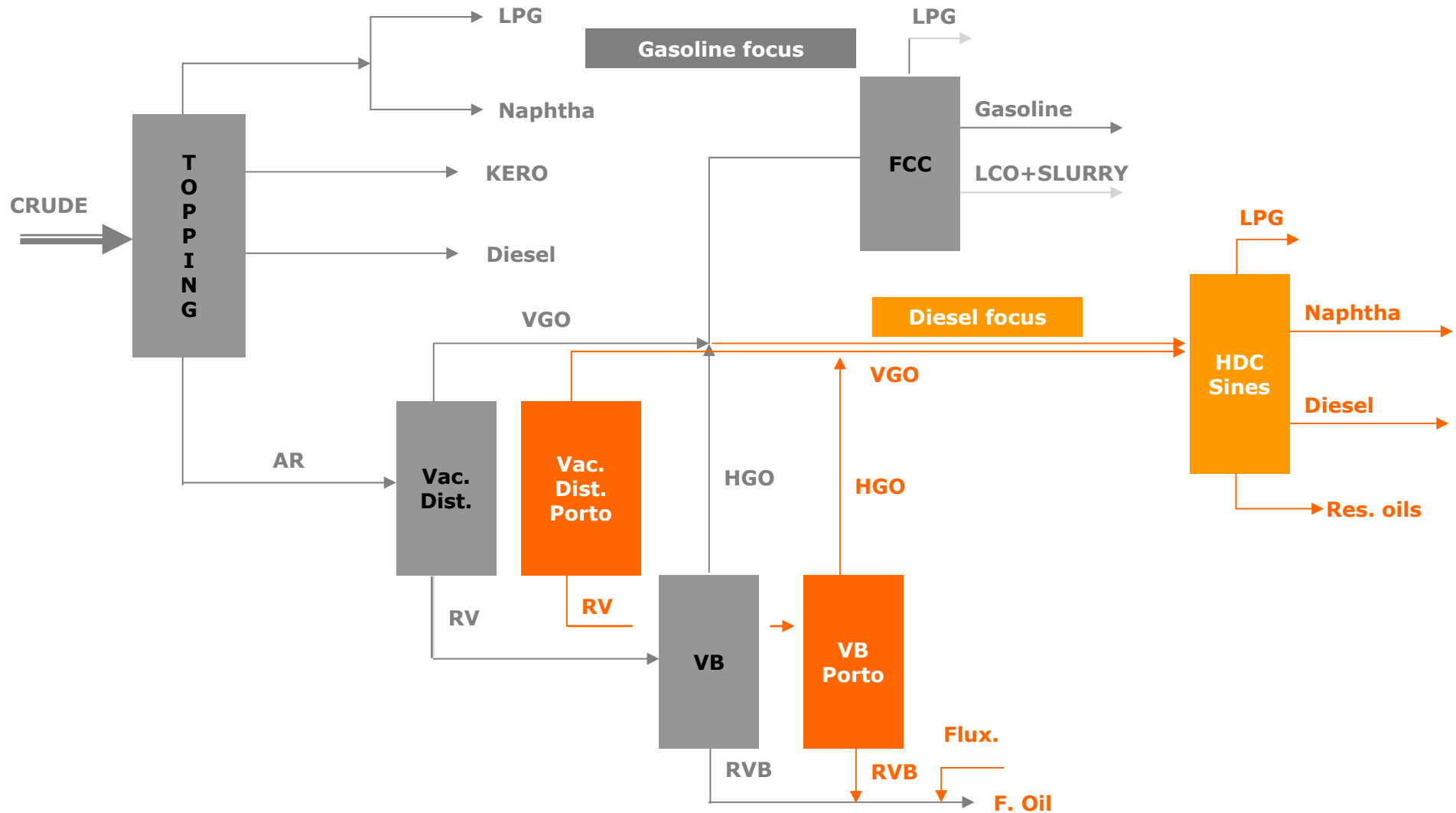


**Nelson complexity index:**

Current  After conversion

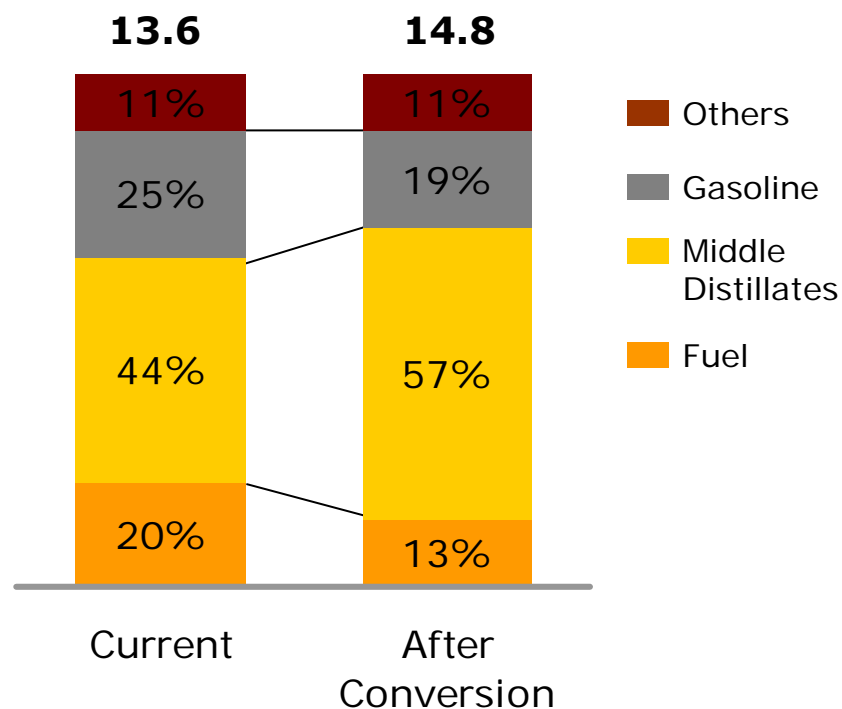
Fully integrated refining system

# TOWARDS ONE REFINING SYSTEM



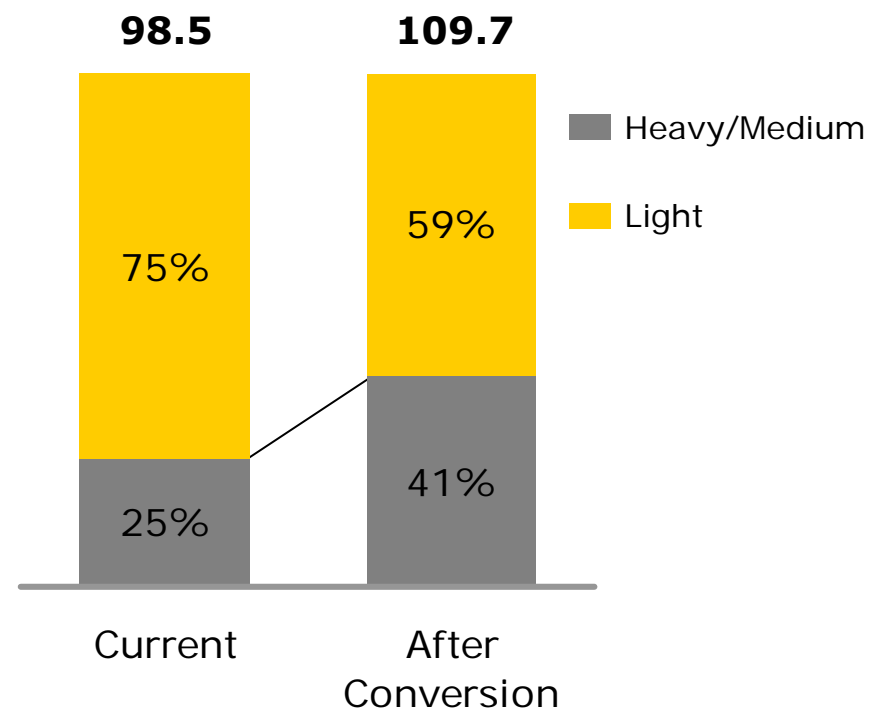
# IMPROVING REFINING PORTFOLIO COMPETITIVENESS

## Product Yield (M ton; %)



Adjust production mix to market needs

## Crude Processed (M bbl; %)



Higher conversion allows usage of heavier crudes

# REFINING'S EBITDA FUELLED BY CONVERSION AND OTHER UPGRADING INVESTMENTS

## Conversion Economics

**Estimated Capex** 1,000 M€

**Starting operations**

Porto 2010

Sines 2011

### Impacts

Refining margin + 3 Usd/bbl

EBITDA impact + 200 M€<sup>1</sup>

<sup>1</sup> Assuming incremental opex per bbl of 0.9 Usd

<sup>2</sup> Accounted in Power

<sup>3</sup> Assumptions: Eur/ Usd 1.25

## Performance Improvement Economics

**Estimated Capex**

Cogeneration plants 150<sup>2</sup> M€

Energy efficiency program 100 M€

Environmental compliance 174 M€

### Impacts

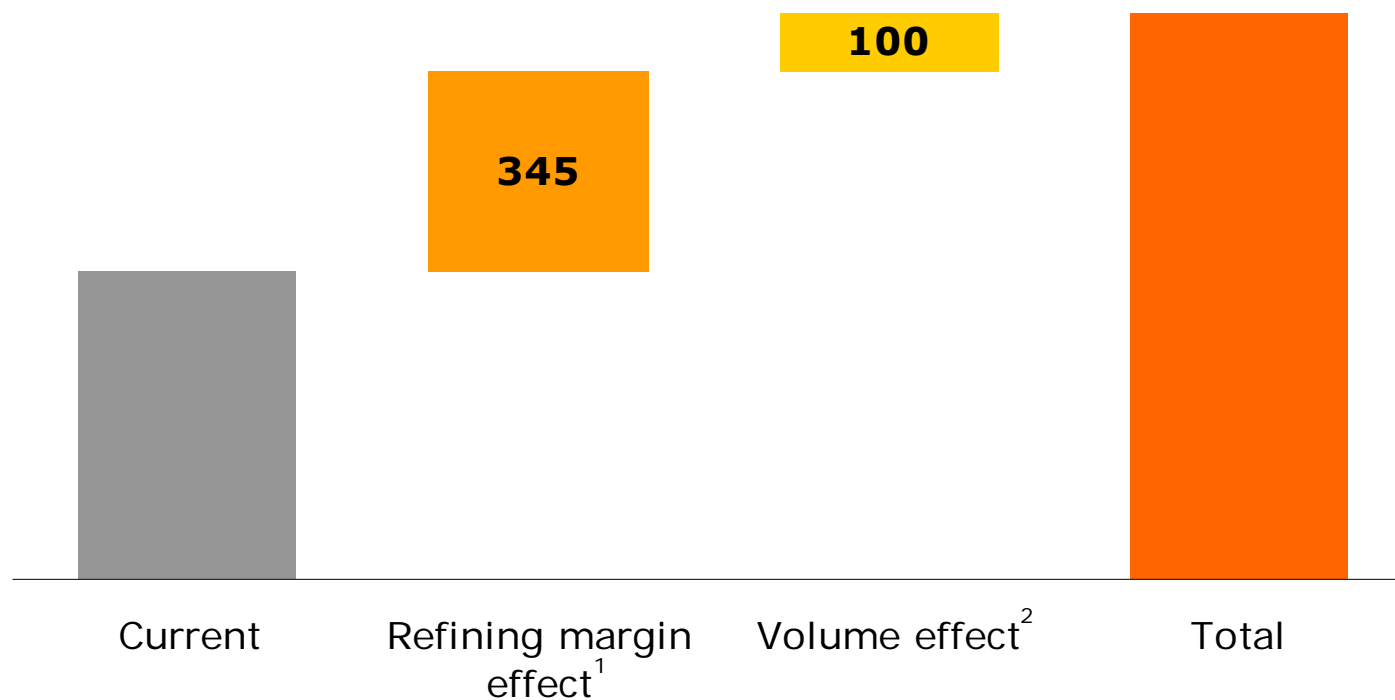
Consumptions & Losses -15%

Refining margin + 0.5 Usd/bbl

EBITDA impact + 44 M€<sup>3</sup>

# EXTRACTING FURTHER VALUE FROM EXISTING ASSETS

## Impact on Gross Margin (M Usd)



<sup>1</sup> Assuming refining margin increment of 3.5 Usd/bbl times 98.5 M bbl.

<sup>2</sup> Assuming refining margin of 8.9 Usd/bbl times incremental crude processed of 11.2 M bbl.



# OIL MARKETING

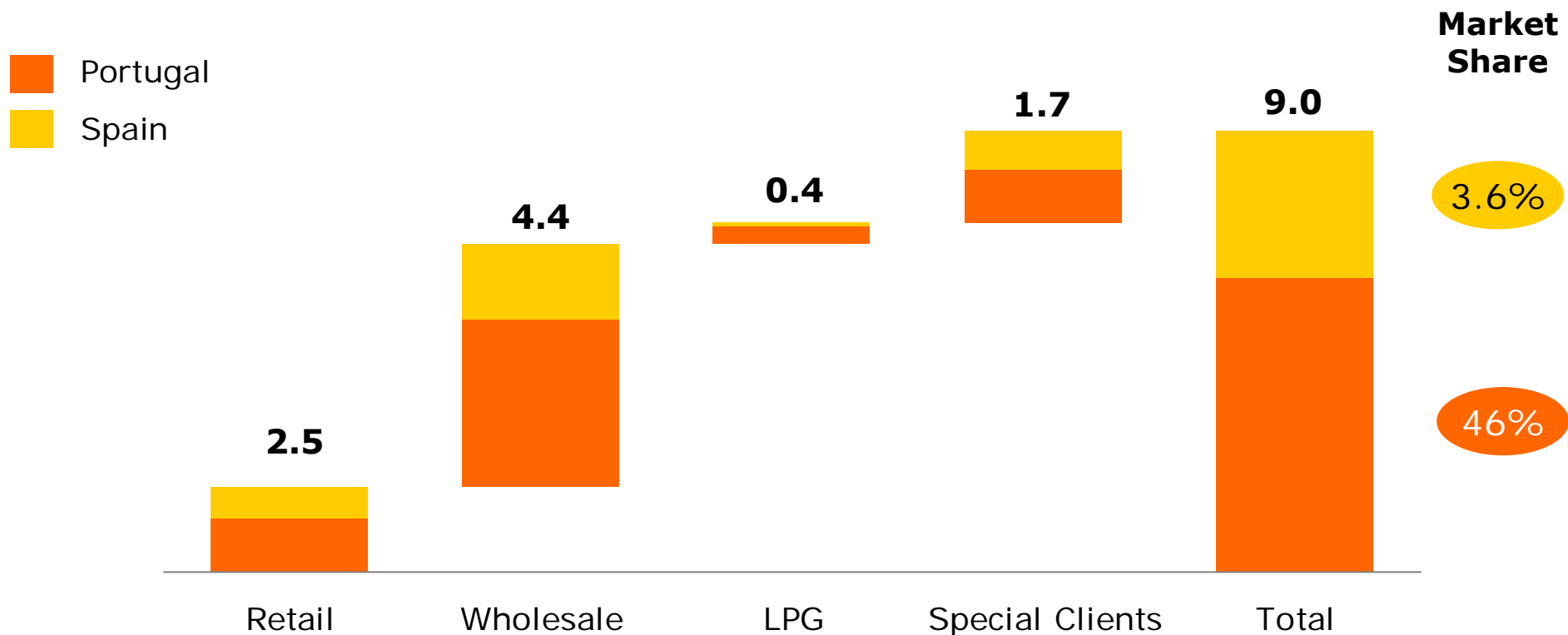
Lisbon, 22 October 2007

**João Pedro Brito**



# GALP FOCUSING IN IBERIA

## 2006 Sales to final clients (M ton)



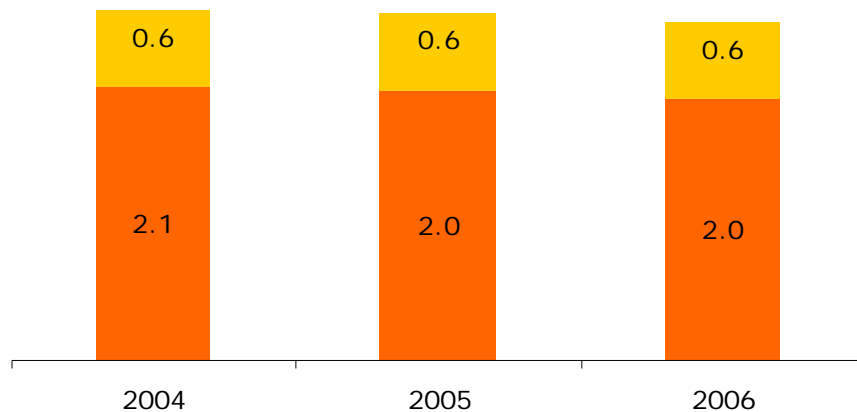
Space to grow in the Spanish market

# INCREASE RETAIL ACTIVITY EFFICIENCY AND EFFECTIVENESS

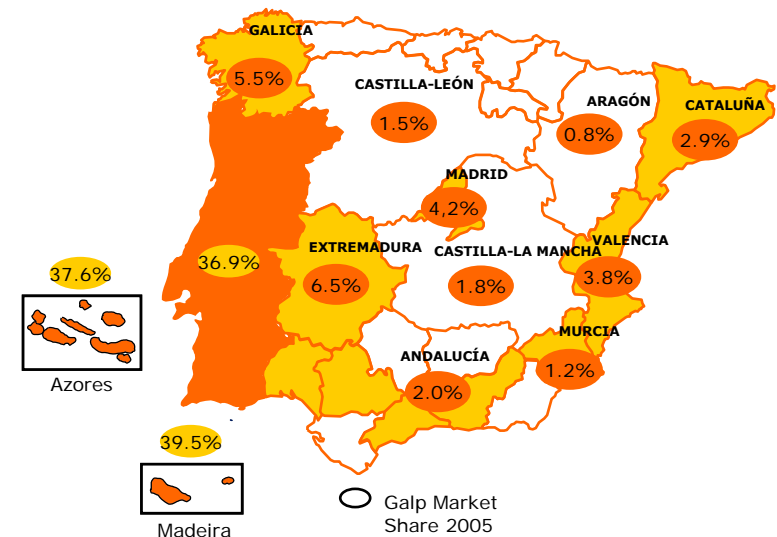
## Business Overview

- 1,041 service stations: 818 in Portugal and 223 in Spain
- In the past 3 years there was a significant expansion growth in C-stores business, over 100 stores
- Represents over 19% of refining throughput

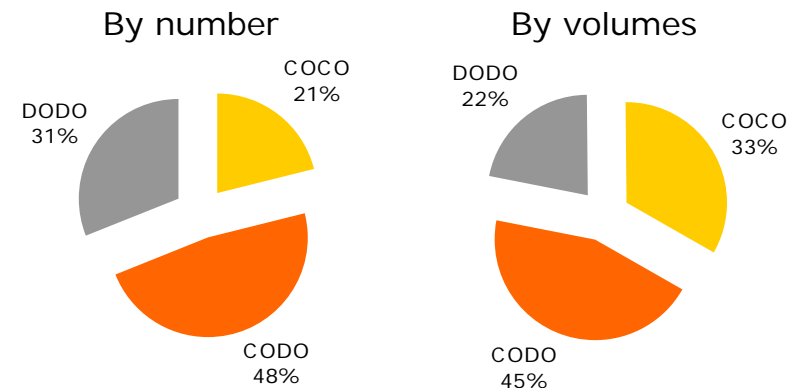
## Retail volumes (M ton)



## Key areas



## Type of service stations

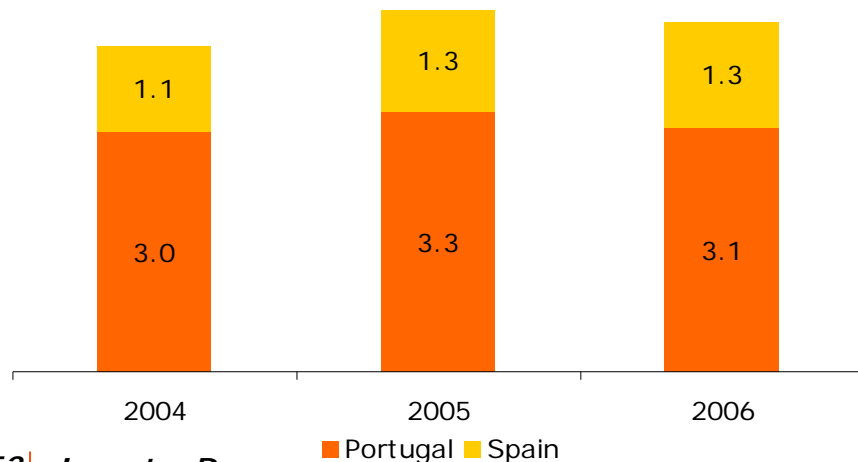


# WHOLESALE AS A RELEVANT DISTRIBUTOR OF REFINING THROUGHPUT

## Business Overview

- 52% market share in Portugal
- Represents over 32% of refining throughput
- Aviation and marine segments boosted by increase in tourism activity

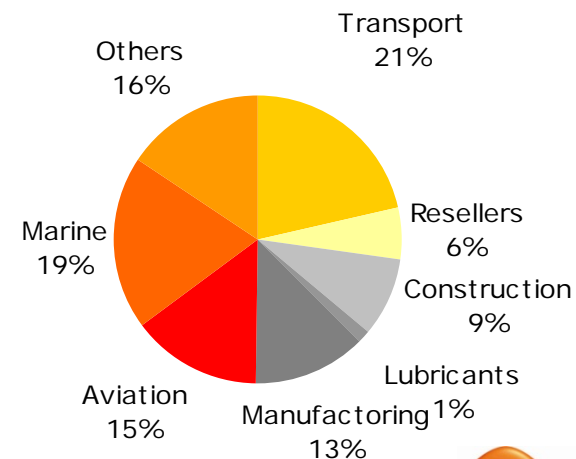
## Wholesale volumes (M ton)



## Main business segments' clients 2006



## Allocation by segment

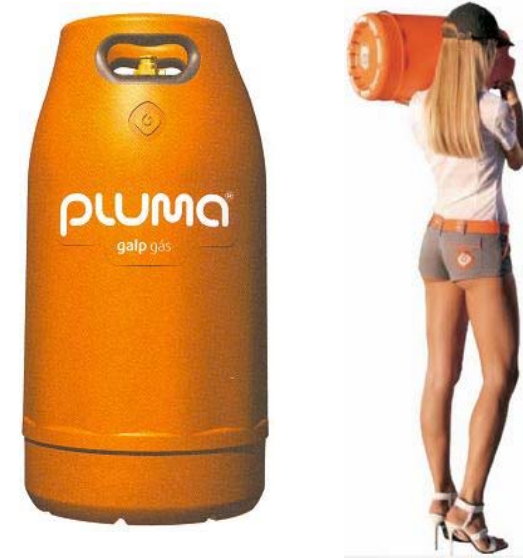
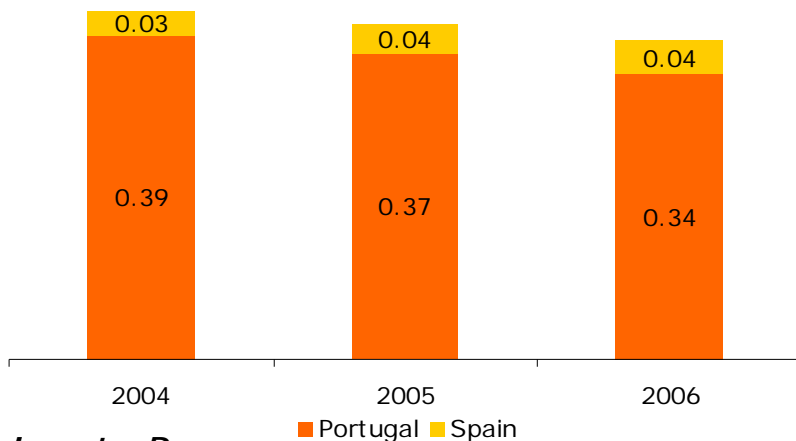


# AN INNOVATIVE APPROACH TO A MATURE LPG MARKET

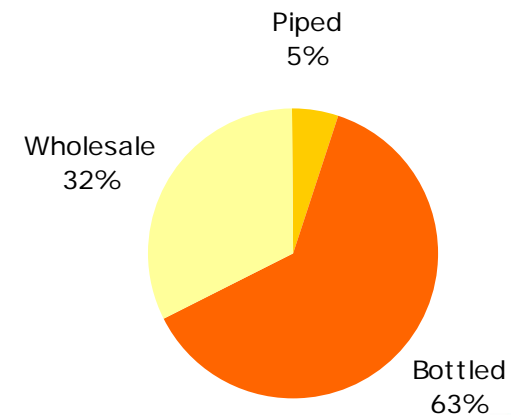
## Business Overview

- Stable market share in Portugal of 44%
- Deliveries consistently high levels of profitability
- Over 20 thousand points of sale
- Market to stabilize at current levels
- Launch of new products to capitalize on Galp Energia brand (cookspot and hotspot)

## LPG volumes (M ton)



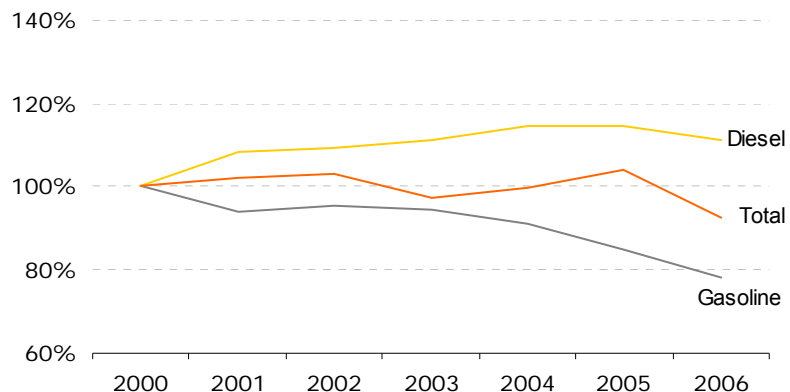
## Allocation by segment



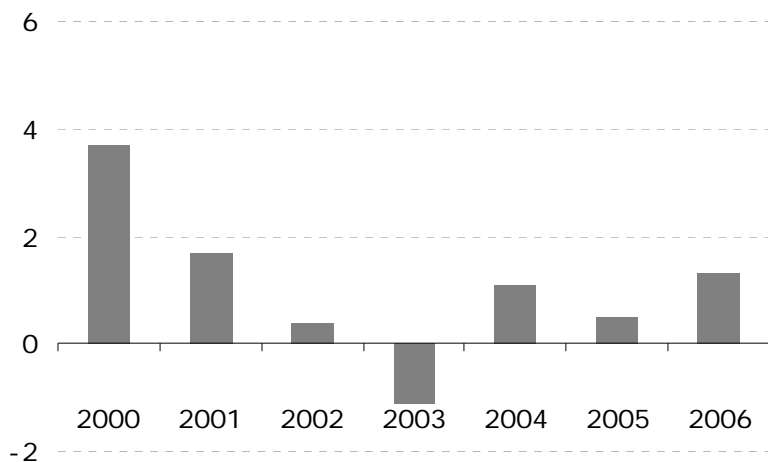
# VOLUME GROWTH IMPACTED BY GDP EVOLUTION

Portugal

## Sales Volume (%)

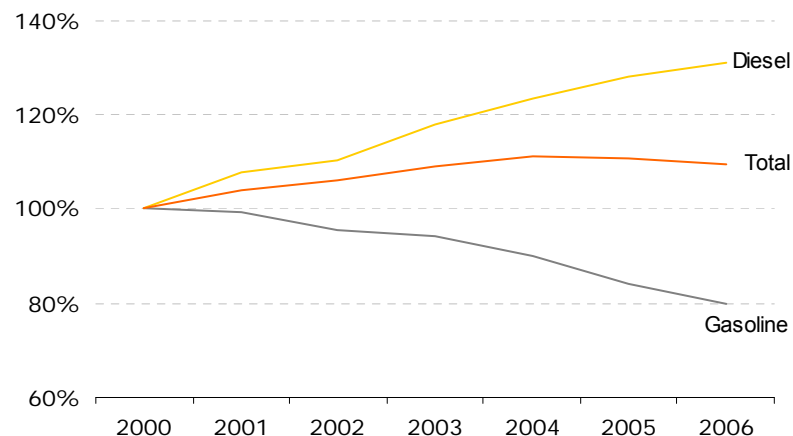


## GDP Growth (%)

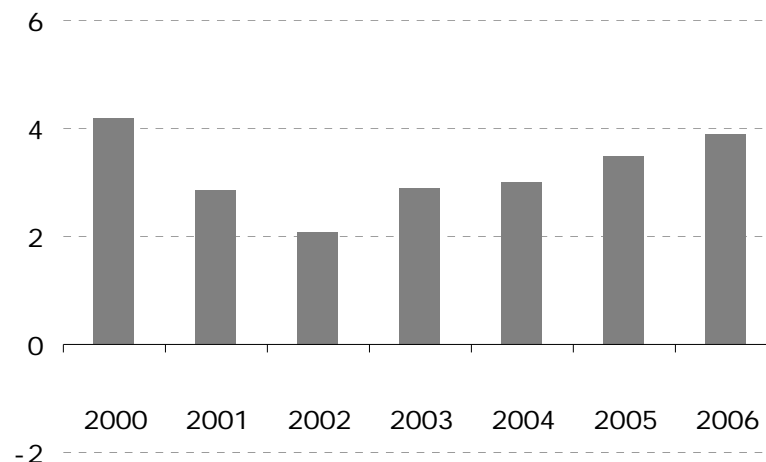


Spain

## Sales Volume (%)



## GDP Growth (%)



# EXTRACTING AND EXPANDING VALUE IN IBERIA

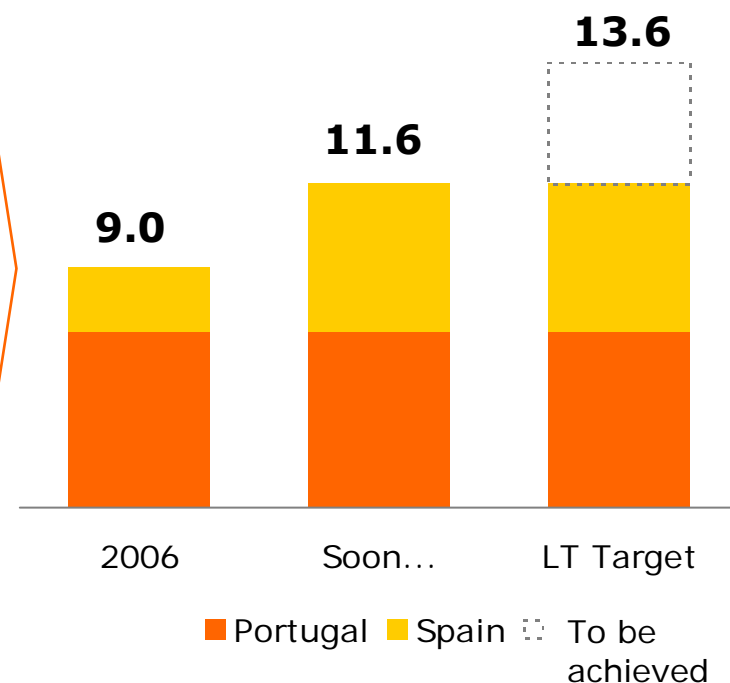
## Rationale

- Sustain market leadership in Portugal
- Extract further value from existing assets
- Develop non-fuel business
- Spain is a higher growth market
- Geographical diversification into Spain
- Increase integration between R&M activities

## Strengths

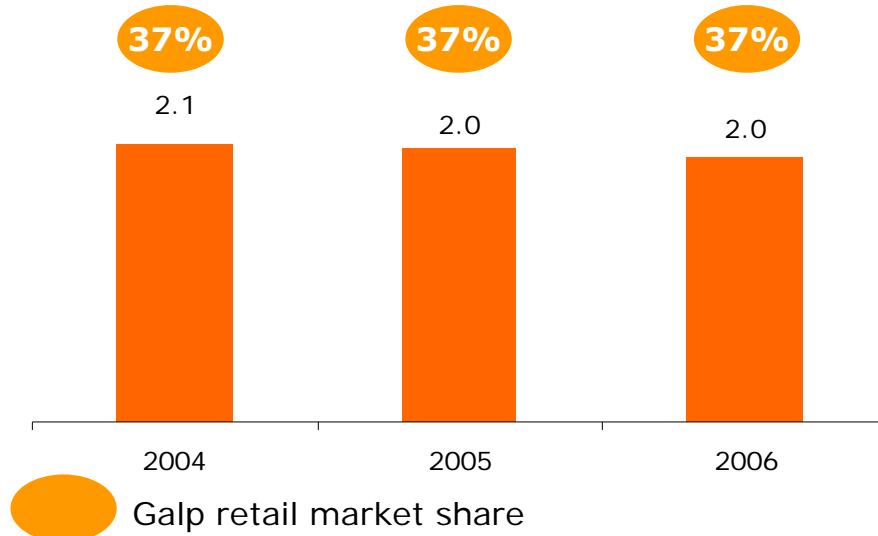
- Long position in refining
- Strong brand awareness
- Logistic assets in place to support further growth
- Market knowledge in Portugal and in Spain
- Very small scale in Spain

## Galp Iberian Market (M ton)



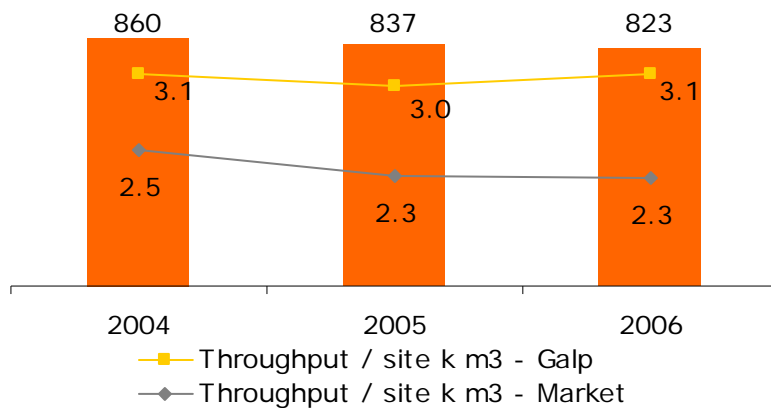
# A MORE EFFICIENT AND EFFECTIVE RETAIL ACTIVITY IN PORTUGAL

## Galp Sales Volume (M ton)

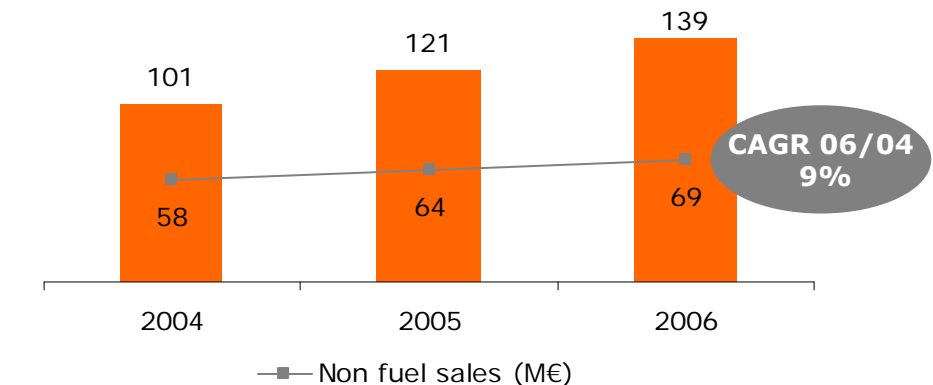


- Strong market share of 37%
- Increase penetration of premium products, from 7% to 15%
- More than 120 million transactions per year

## Number of Service Stations



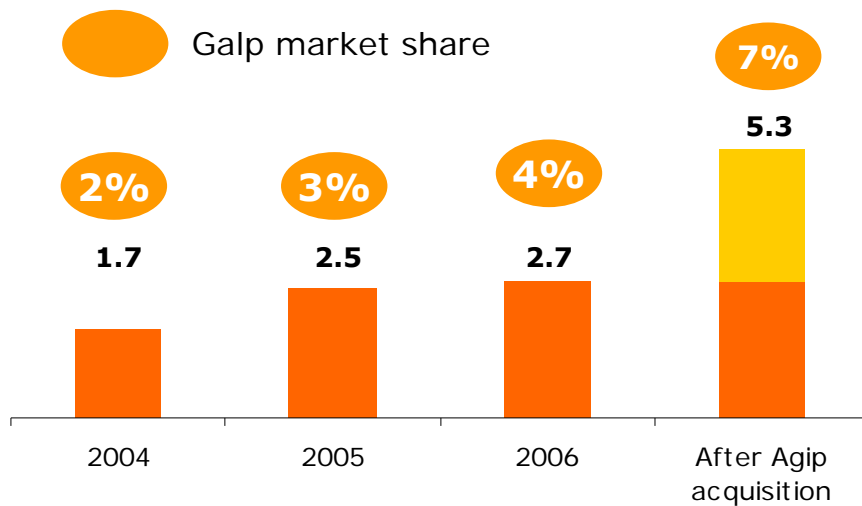
## Number of C-Stores





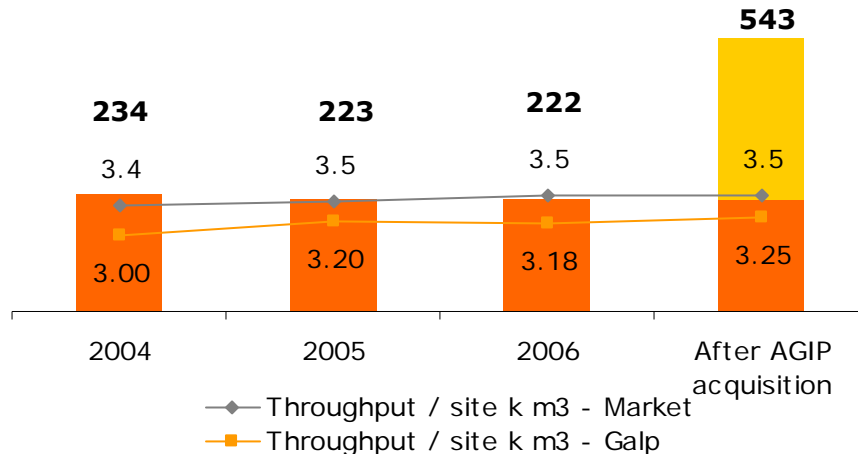
# DELIVERING ON SPANISH STRATEGY

## Sales Volume (M ton)

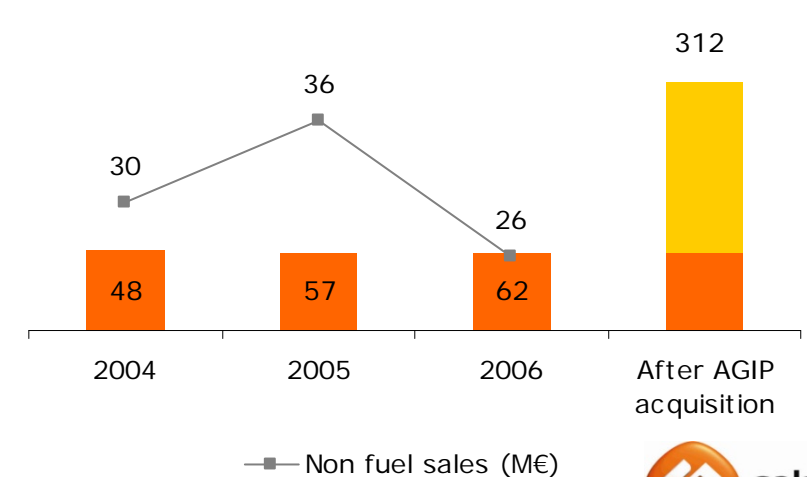


- Boosting Galp presence in Spain
- Market share in Spain increased to 7%
- No geographic overlapping
- Increasing refining and marketing integration
- More than doubling volumes

## Number of Service Stations

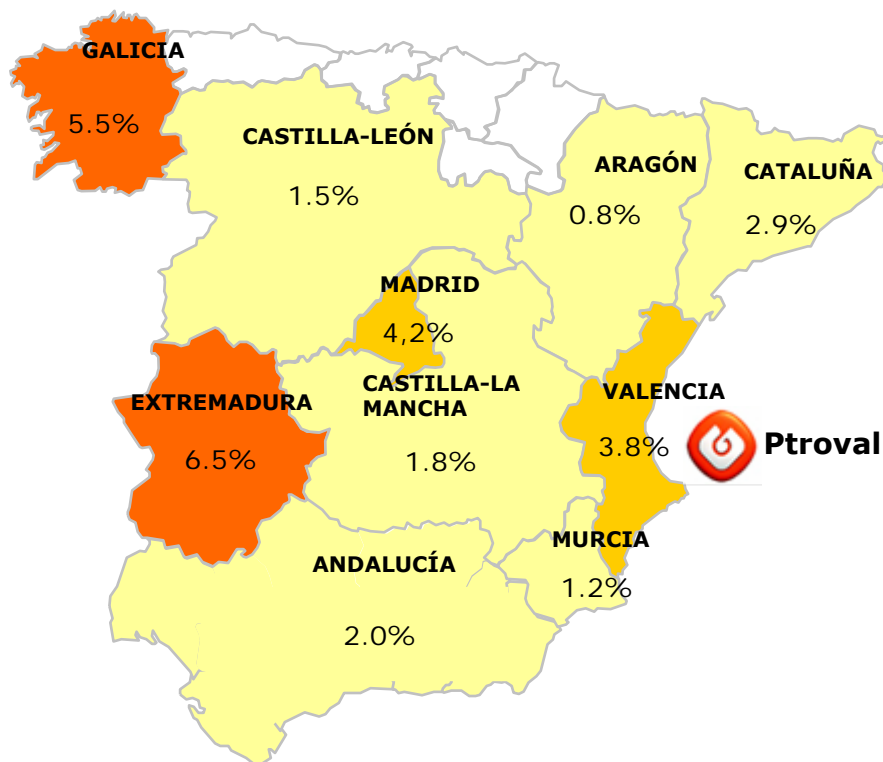


## Number of C-Stores

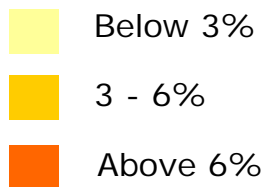


# HIGHLY COMPLEMENTARY RETAIL NETWORK

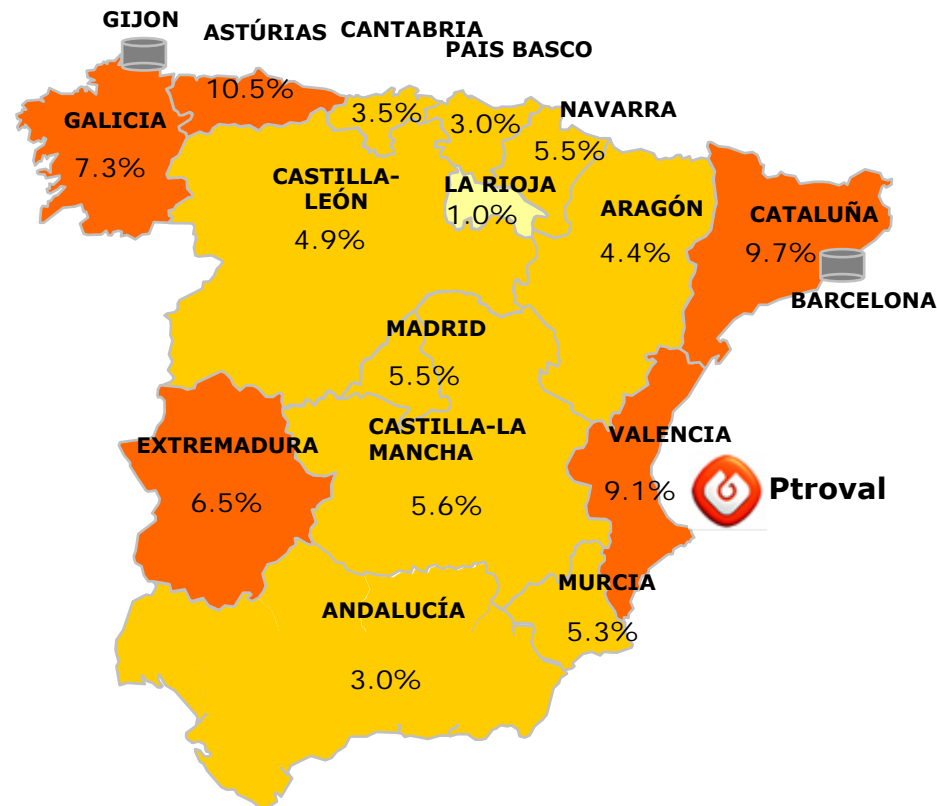
## Galp Current



### Market Share



## Galp + AGIP

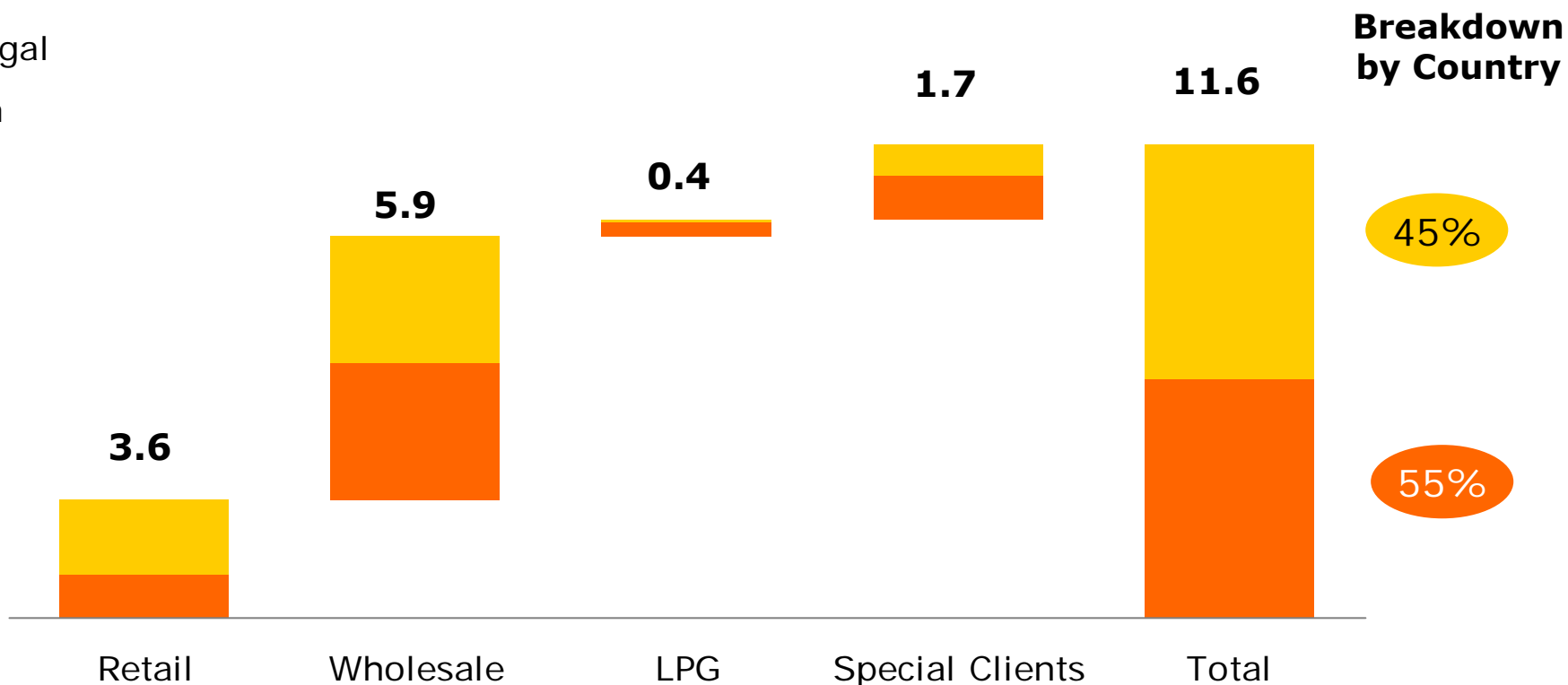
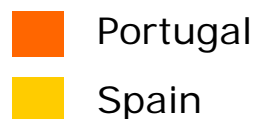


AGIP Logistic assets

Source: Cores 2005

# GEOGRAPHICAL DIVERSIFICATION ACHIEVED

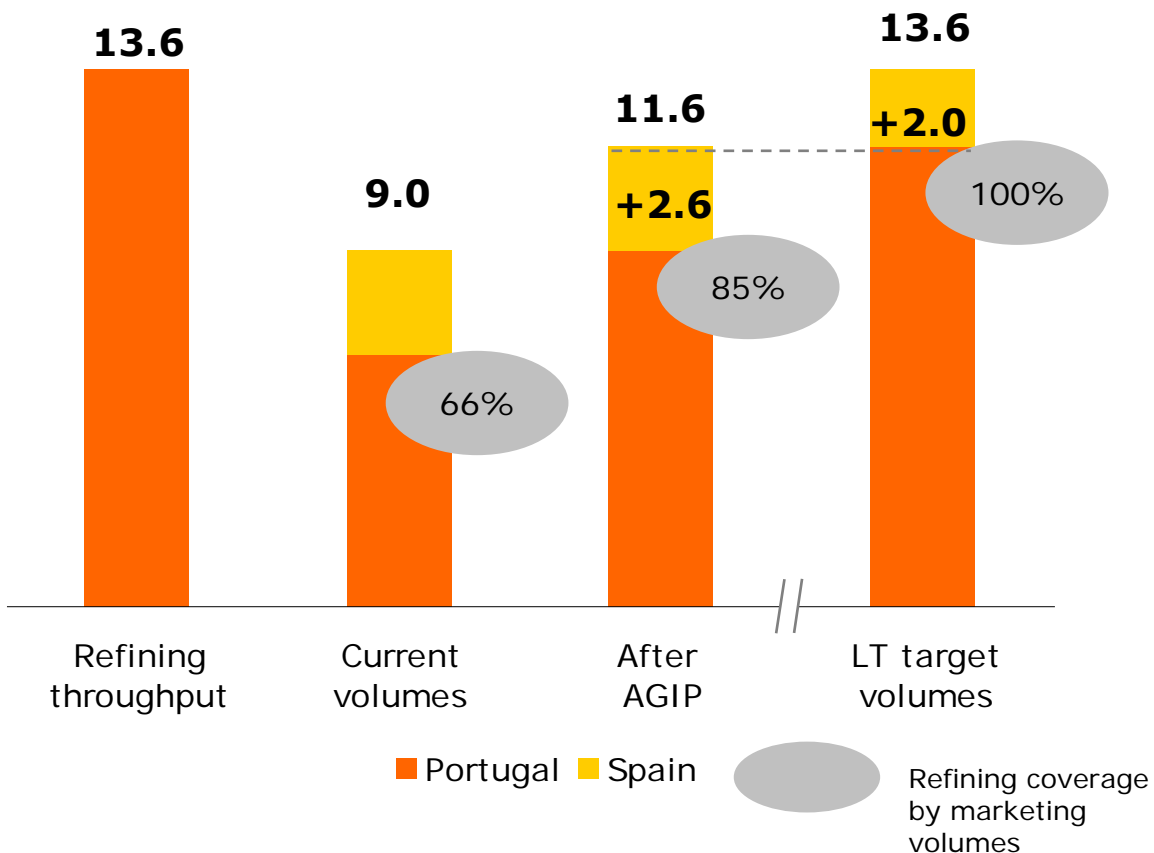
## Sales Galp + AGIP (M ton)



12% Iberian market share

# FURTHER INTEGRATION TO REDUCE RISK ENHANCES VALUE

Sales volumes (M ton)



To hedge 100% of refining throughput Galp Energia needs to get additional 2 M ton in Spain while diversifies geographical exposure

# NATURAL GAS

Lisbon, 22 October 2007

**Massimo Rivara**

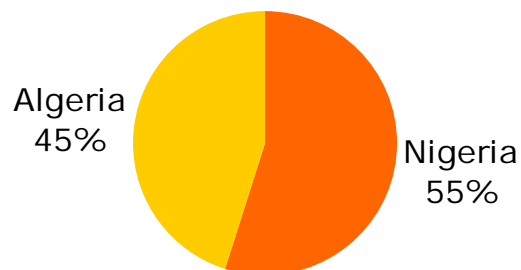


# STRONG COMPETITIVENESS OF EXISTING CONTRACTS

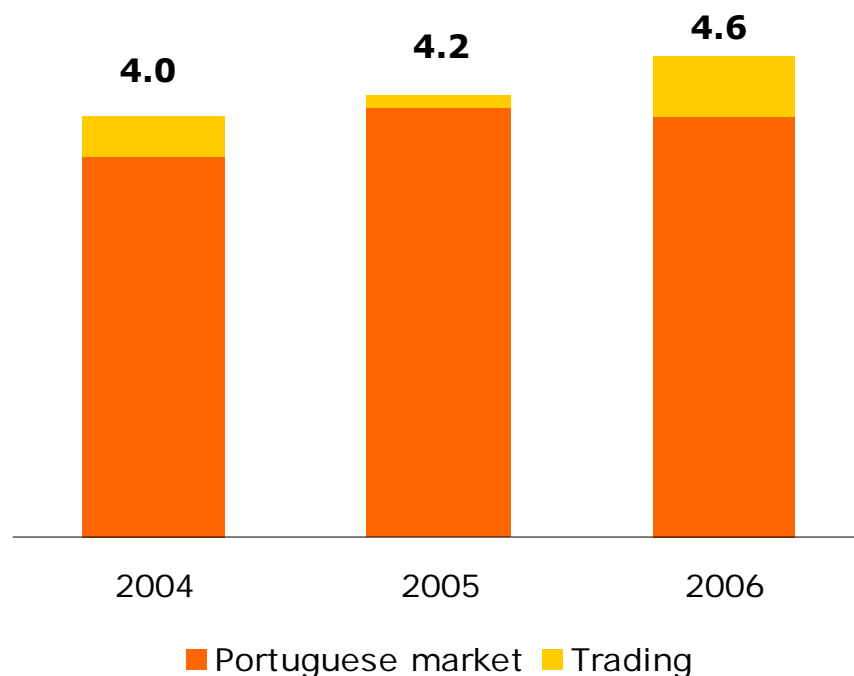
## Sourcing Contracts

- 5.7 bcm secured
- High flexibility
- Maturity 2020/2026
- Option to deliver in any point in Iberia

## NG supply sources 2006



## Sales volumes (bcm)



Leverage on gas contracts to explore trading opportunities

# SEEKING FOR NEW SOURCES

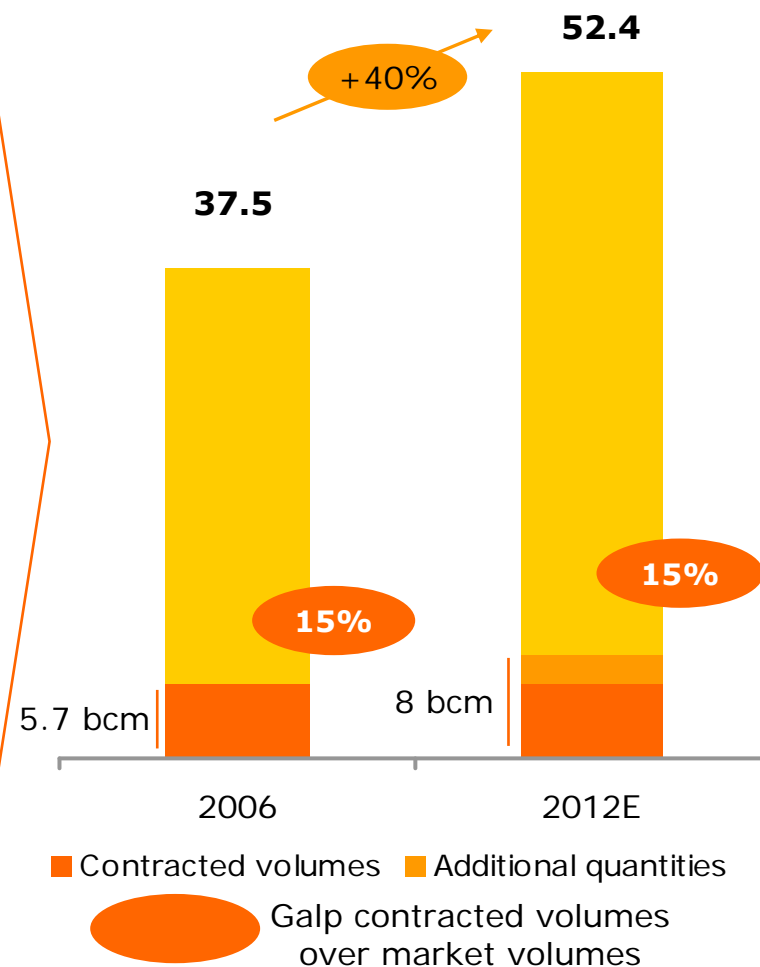
## Rationale

- Strong growth prospects
- Geographical expansion into Spain
- Defend current market share in Iberia
- Access to sourcing as a critical success factor

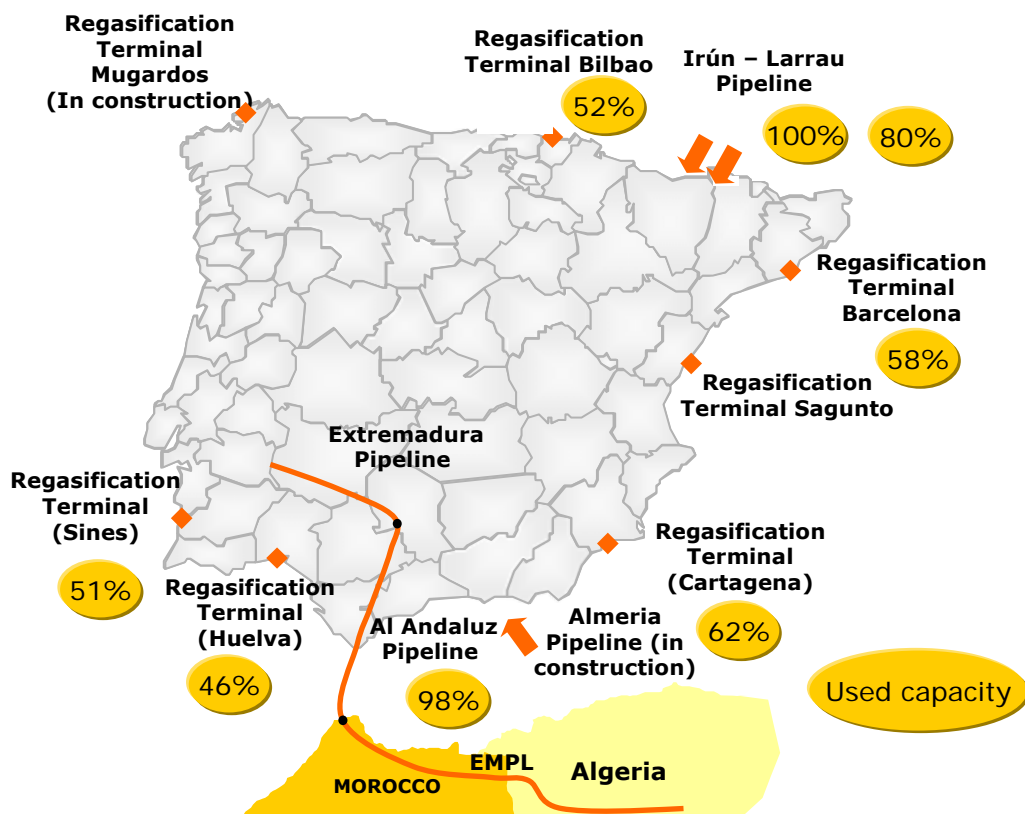
## Strengths

- Competitive gas sourcing
- Strong customer base
- Developing power projects
- Access to critical infrastructure

## Iberian market (bcm)



# GUARANTEED ACCESS TO CRITICAL INFRASTRUCTURE



- Regasification capacity available for Iberian needs
- Galp Energia has an important stake in the unique pipeline access to the Portuguese market
- International pipelines:
  - Capacity of 3.7 bcm/year to enter in Portugal
  - Stable dividend contribution
  - Tariff definition based on 11% return

Pipeline	Galp Share	Capacity bcm/ year	KM	Final Year
Al Andalus	33%	7.8	315	2020
Extremadura	49%	6.1	250	2020
EMPL	27%	12.0	1,105	2017



# GALP STORAGE ASSETS KEY FOR OPPORTUNISTIC TRADING

## Galp Storage

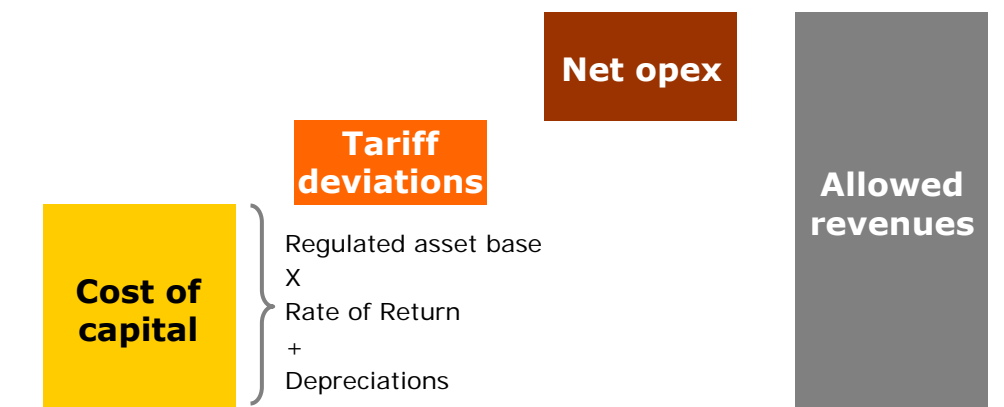
- Location : Carriço
- Underground storage capacity:
  - 1st cavern already in operation (40 Mm<sup>3</sup>)
  - 2nd cavern to start operations in 4Q2010 (45 Mm<sup>3</sup>)
  - Additional two caverns to be built (110 Mm<sup>3</sup>)

## Rationale

- Stable return
- Equivalent to a LNG vessel
- Ability to exploit trading opportunities
- One of the few commercial companies with own storage capacity in Iberia

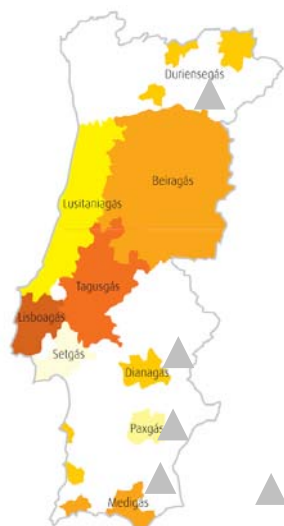
## Regulation

- Regulated asset base of 17 M€
- Return on regulated asset base of 8%
- Second cavern capex of 24 M€
- Concession period of 40 year



# STABLE RETURN WITH GROWTH POTENTIAL

## Infrastructure



- Over 800 thousand clients

▲ Autonomous Distribution Units

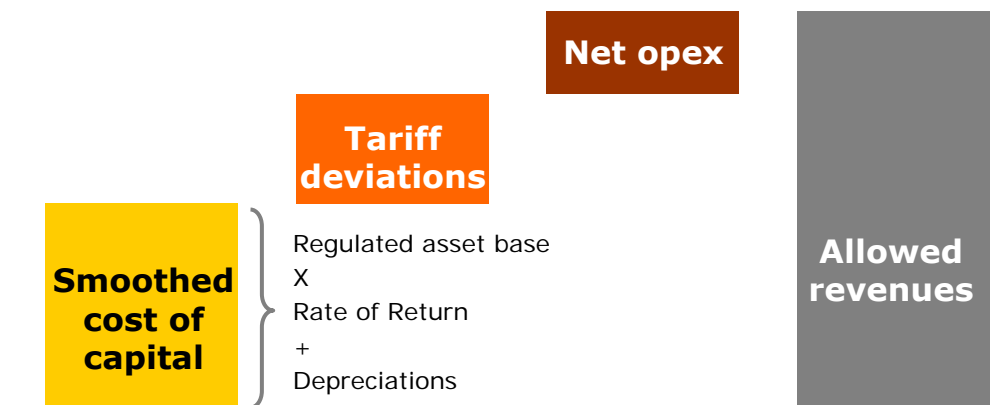
- Above 9,000 Km of network and additional 1,400 km planned for next four years
- 5 local distribution companies under concession agreements until 2035
- 4 Autonomous distribution units (not linked to high pressure pipeline)

## Liberalization

- Unbundling of commercialization activities for companies with more than 100 thousand clients
- Others will have to present separate accounts

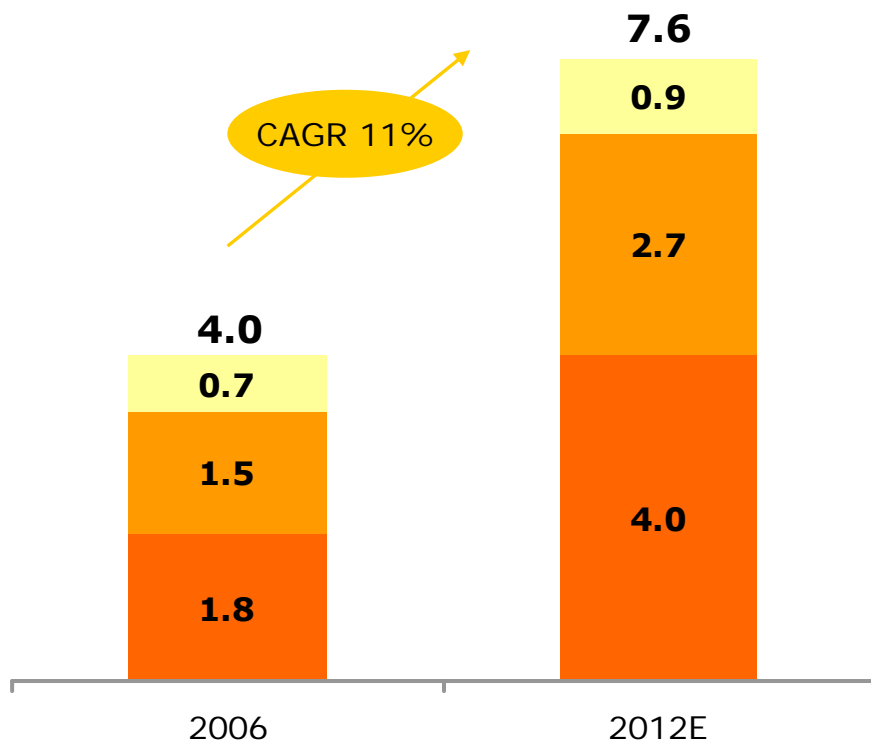
## Regulation

- Actual regulated asset base of 853 M€
- Expected revaluation in 2008 above 20%
- Return on regulated assets to be announced in 1st Half 2008

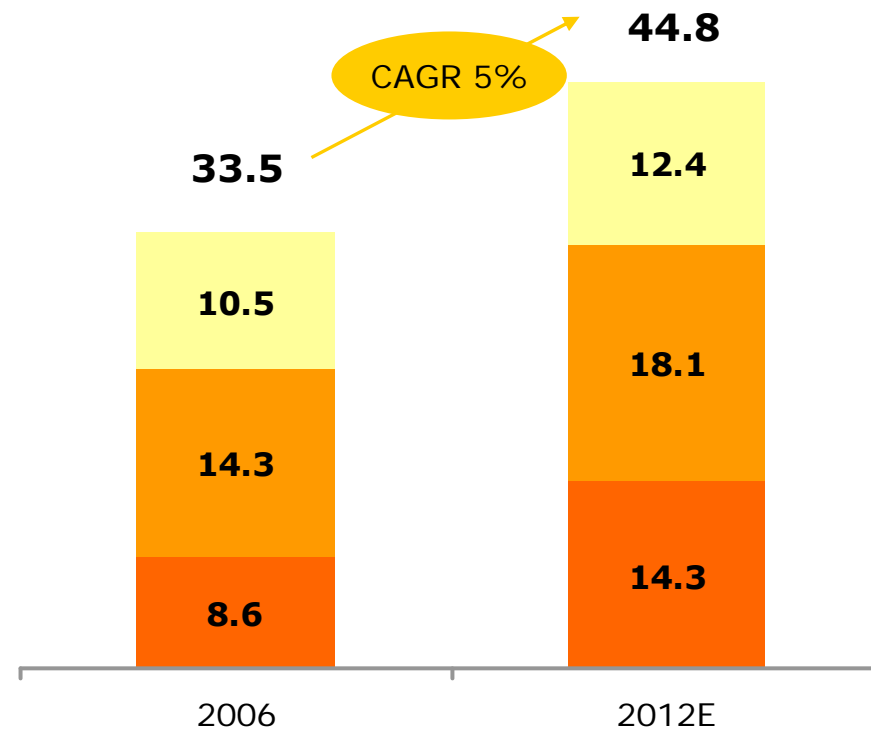


# STRONG GROWTH PROSPECTS IN IBERIAN NATURAL GAS MARKET

## NG Market – Portugal (bcm)



## NG Market – Spain (bcm)



NG in  
Primary  
Energy

15%

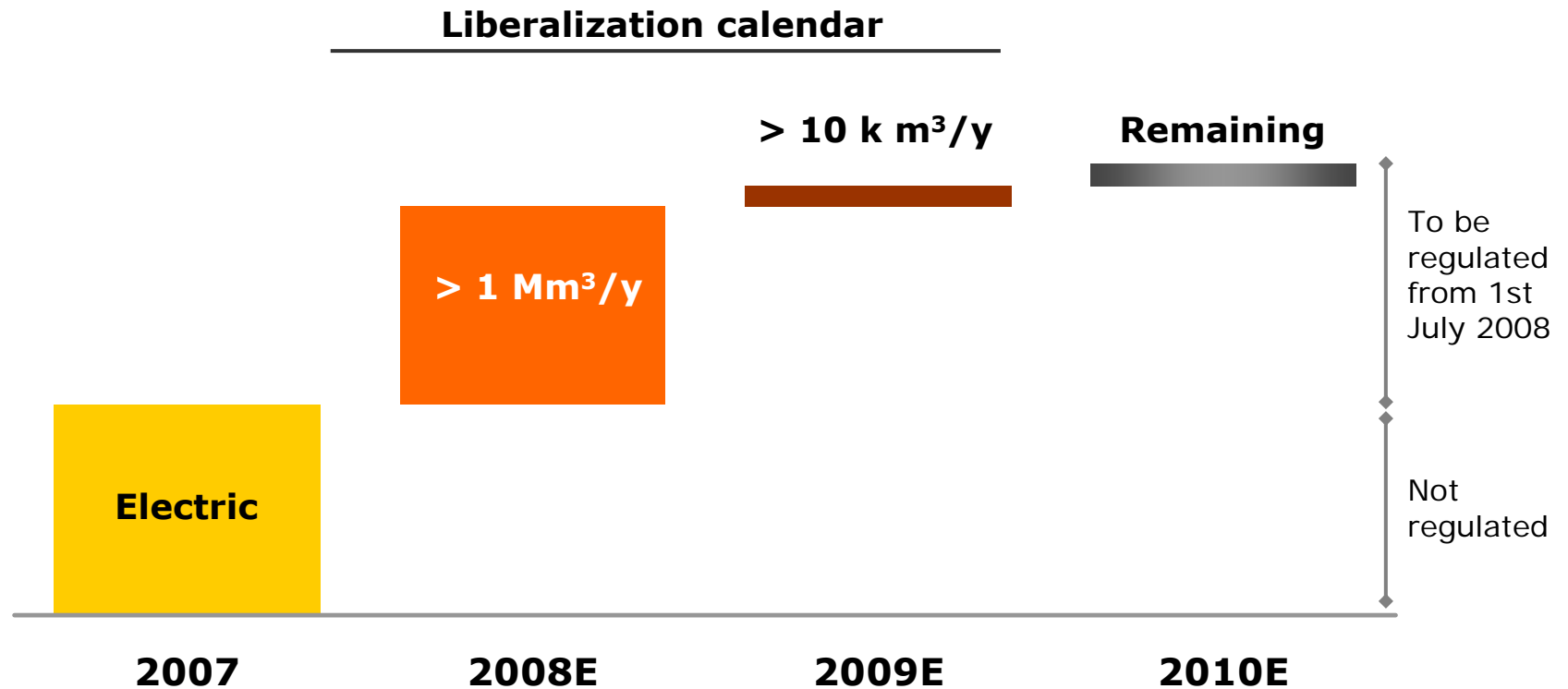
22%

22%

25%

Electric Industrial Residential and others

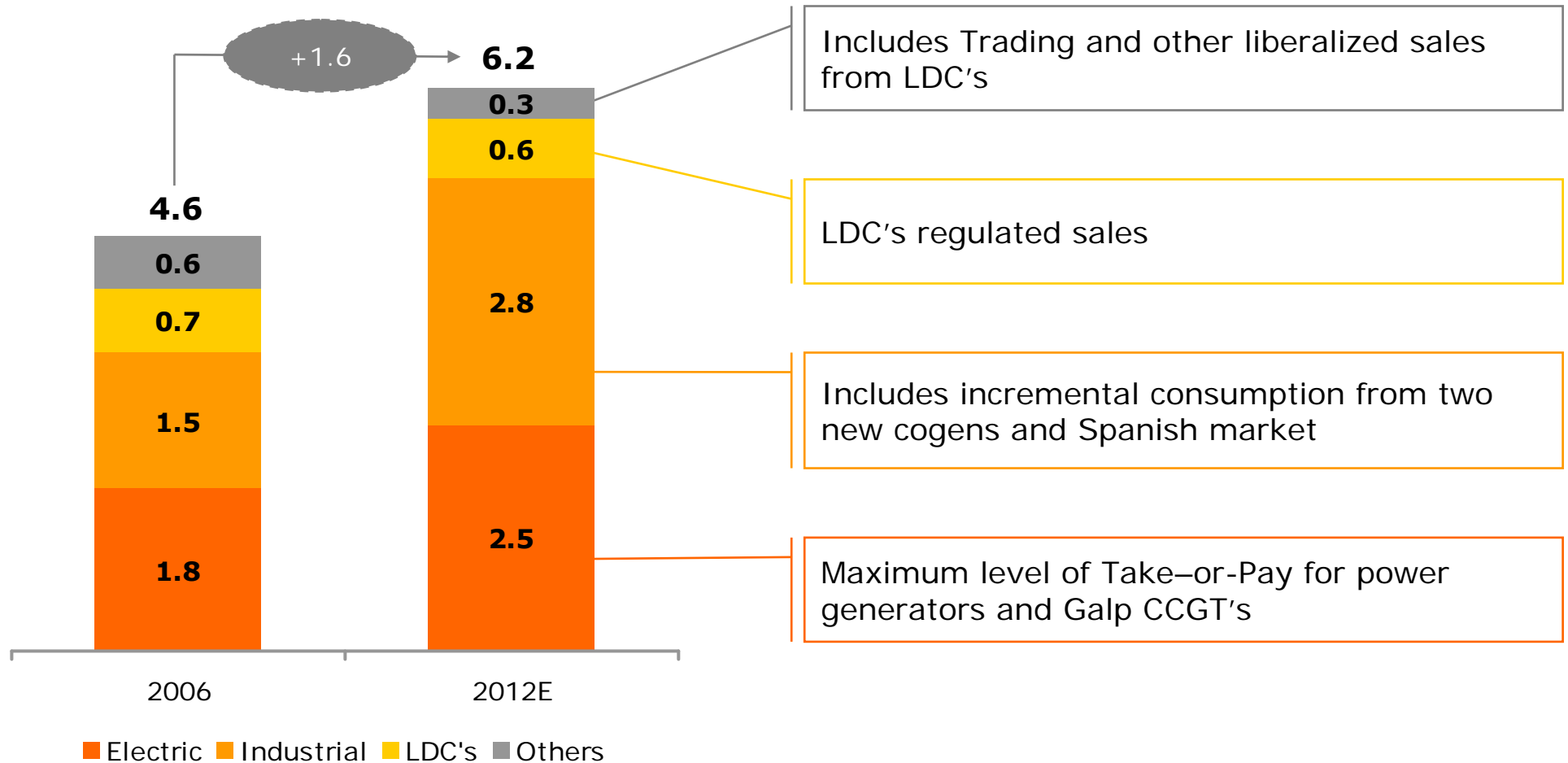
# HIGHER MARGIN VOLUMES KEPT AT GALP



Regulated and electric volumes to be maintained at Galp

# GROWTH COMING FROM OWN CONSUMPTION AND GEOGRAPHICAL EXPANSION

**Galp Energia NG Sales (bcm)**



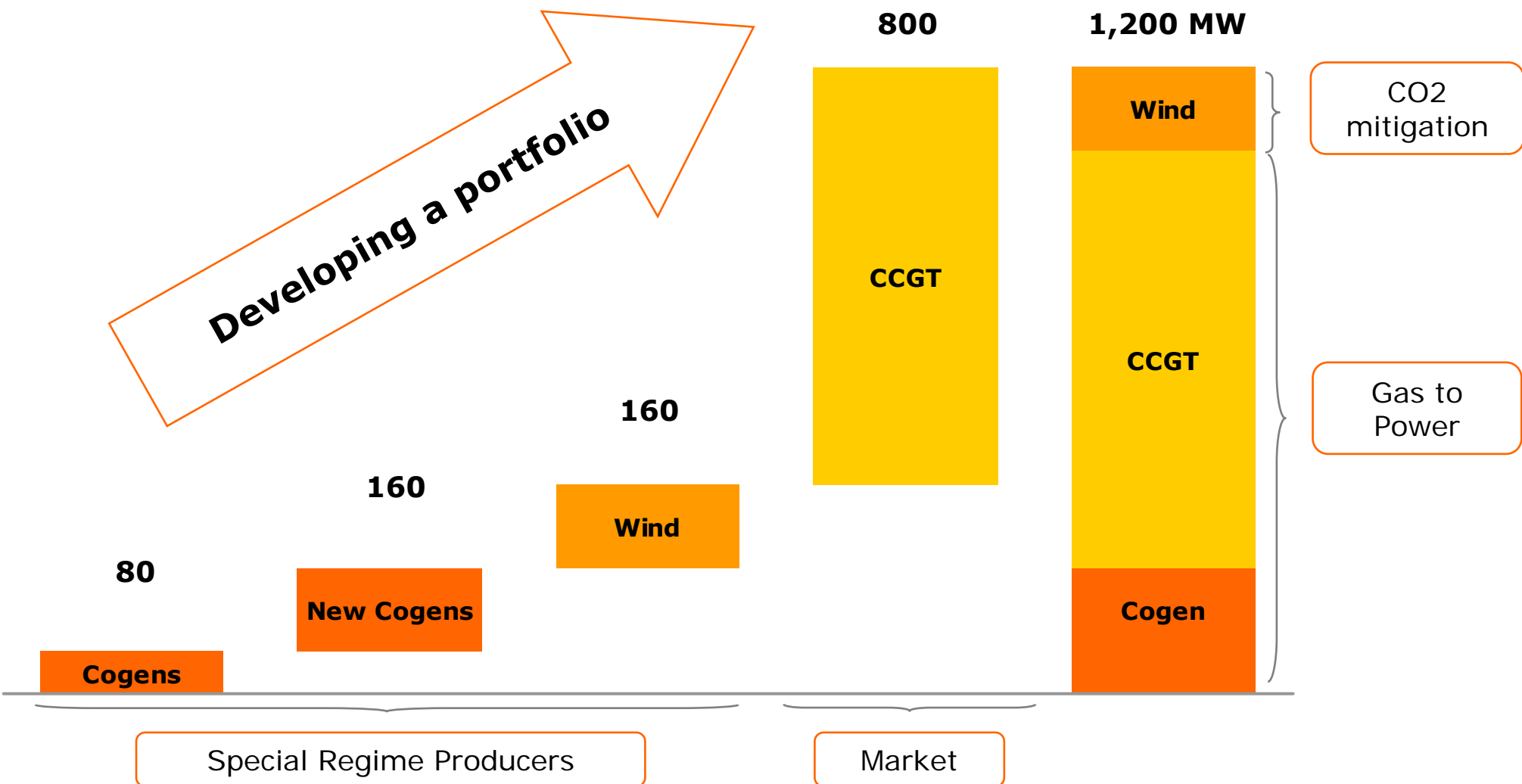
# POWER

Lisbon, 22 October 2007

**André Ribeiro**

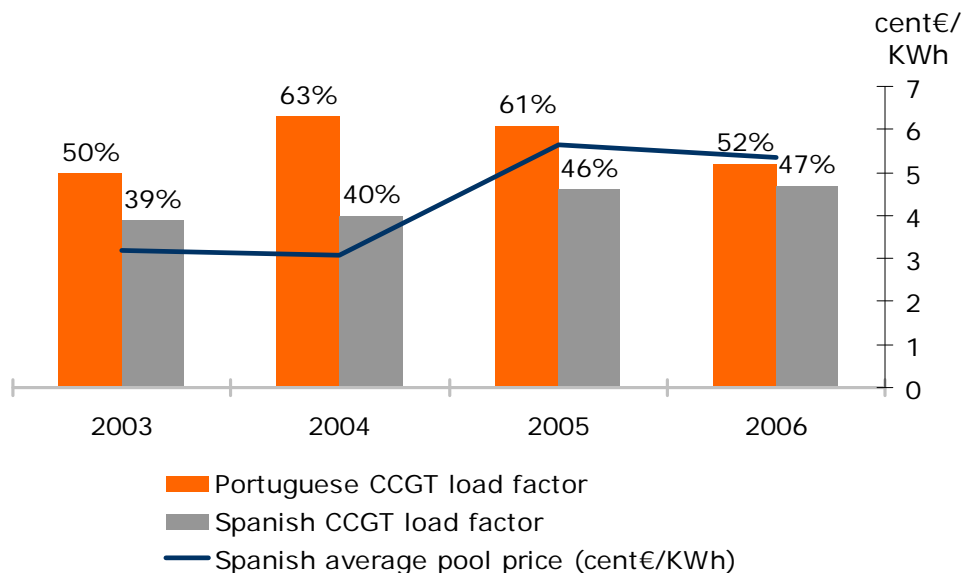


# A GAS TO POWER PORTFOLIO



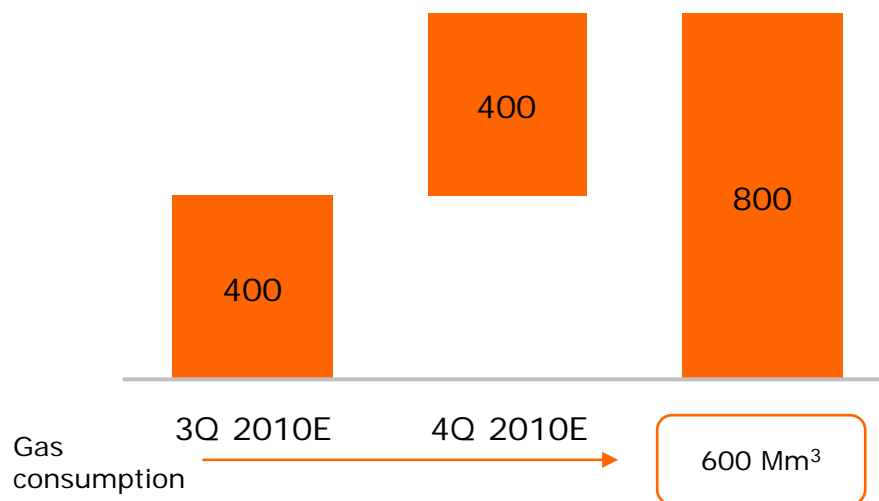
# CCGT PROJECTS WITH SOUND FUNDAMENTALS

## CCGT load factor and Spanish pool price



- Pool price reflects a CCGTs' higher usage

## Projected Installed Capacity (MW)



- Load factor above 50%
- Estimated capex of 420 M€

Source: REN, REE and OMIP

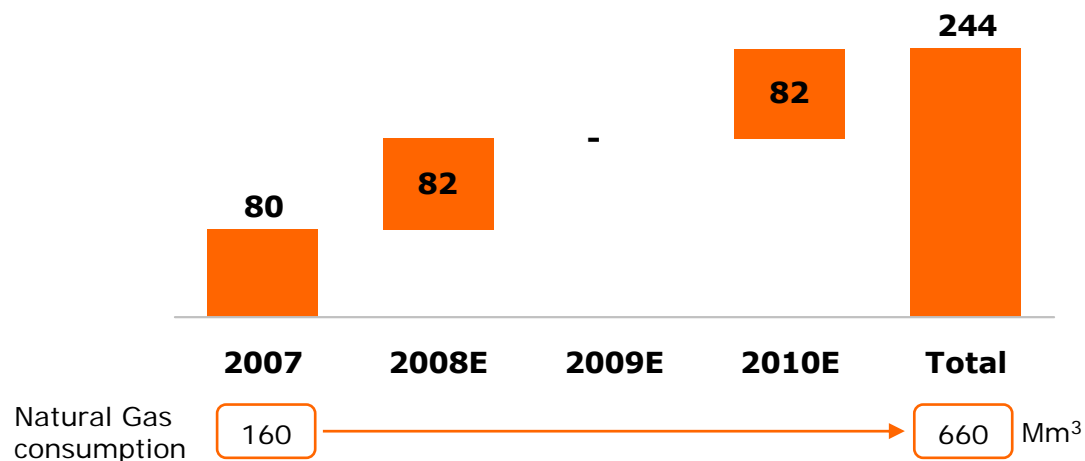


# COGENERATION BUSINESS WITH POSITIVE IMPACT ON GALP'S VALUE CHAIN

## Regulation

- Granted tariff for a period of 15 years
- Tariff covers avoided costs in
  - Investment in alternative baseload technology
  - O&M and fuel costs
  - CO<sub>2</sub> subject to level of electrical efficiency
- Priority access to the grid
- Tariff of 65.69 €/MWh with brent at 50 Usd/bbl
- After 10 years of operation the tariff is reduced by half of environment charge (PA of 4.5 €/MWh)

## Projected installed capacity (MW)



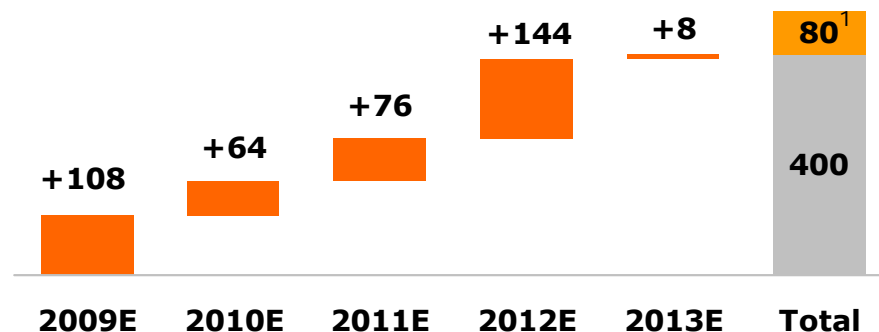
- Annual sales to the grid of 1,200 GWh in 2010
- Estimated capex of 150 M€ in Sines and Porto refineries project
- Positive impact on refineries' energy efficiency
- EBITDA margin above 20%

# GALP ENERGIA DELIVERING ON WIND PROJECT

## Regulation

- Average regulated tariff of 73.6 €/MWh, to be adjusted with CPI from start of operations
- Granted tariff for a minimum of 15 years or 33 GWh/MW and option to pass to market price plus green certificates
- After 15 years or 33 GWh/MW, tariff will sum market price and green certificates
- Priority access to the grid

## Projected installed capacity (MW)



<sup>1</sup> 80 MW of additional capacity to be requested to DGEG

- Premium load factor of 2,800h, 22% above average
- Turbine supply already guaranteed
- Galp's estimated capex of 194 M/€
- Project to be equity consolidated with an expected unlevered return of 7.5%

# MOVING INTO POWER BUSINESS

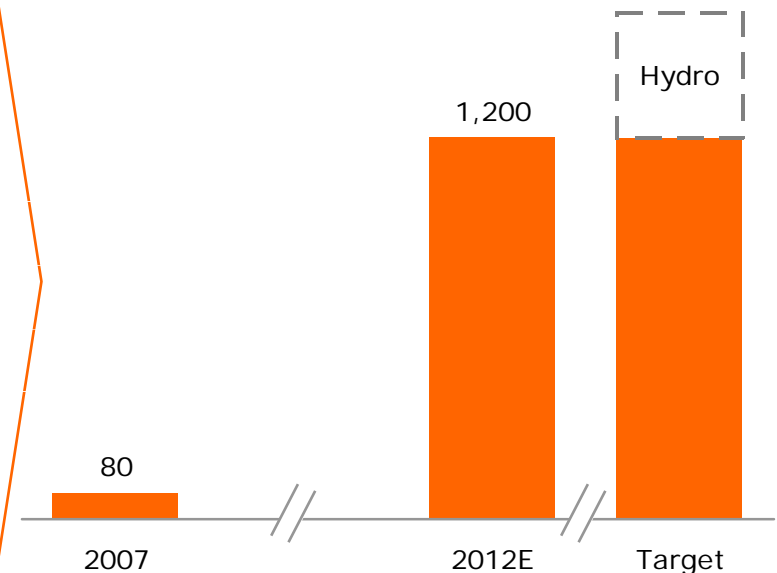
## Rationale

- Value accretive Gas & Power integrated approach
- Attractive electricity market growth
- Opportunity in green field generation projects in gas and hydro

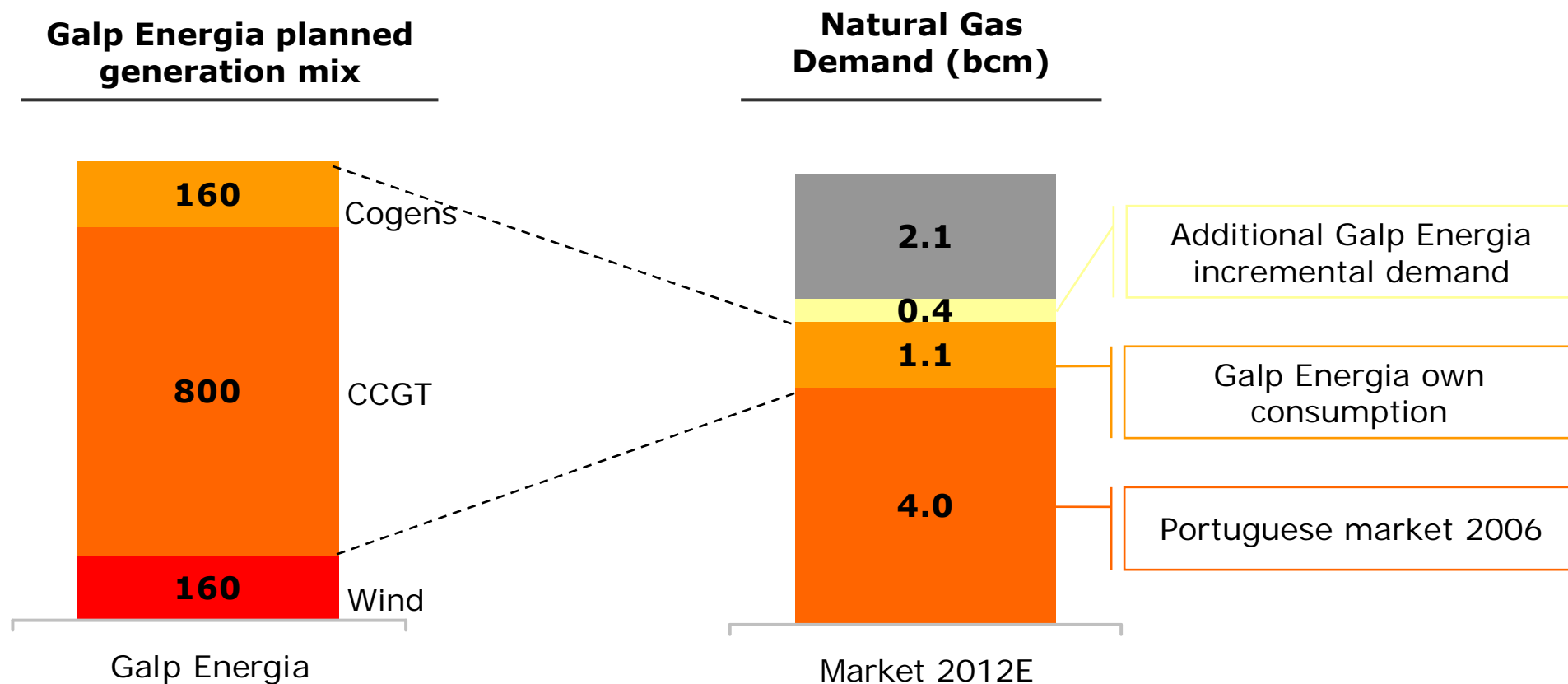
## Strengths

- Efficient gas sourcing contracts
- Opportunity to develop competitive generation mix
- Strong customer base
- Track record in competitive environment

## Target installed capacity (MW)

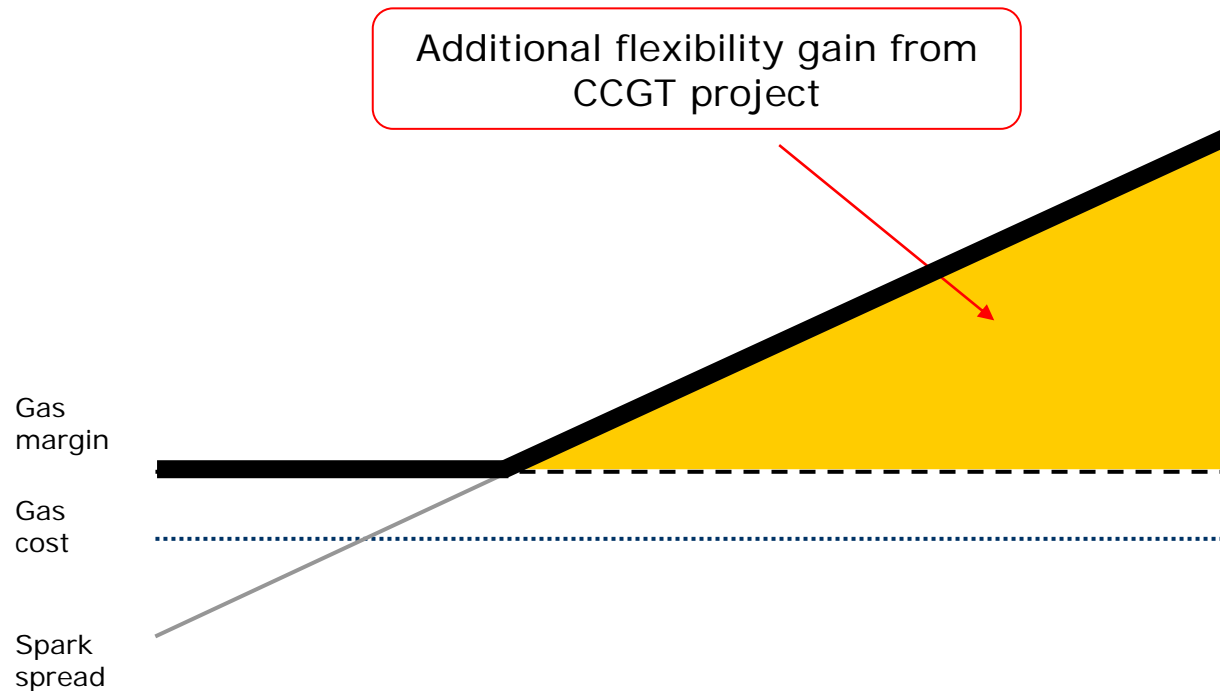


# GAS & POWER APPROACH REDUCES OVERALL BUSINESS RISK



Own consumption increases supply management capability

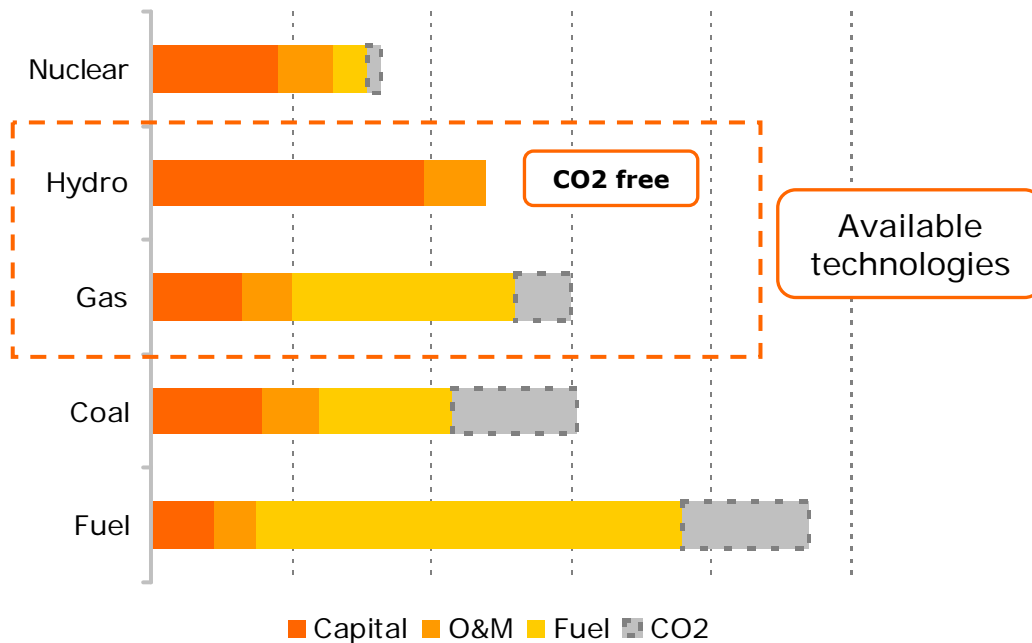
# CALL OPTION PROFILE OF INTEGRATED GAS AND ELECTRICITY APPROACH



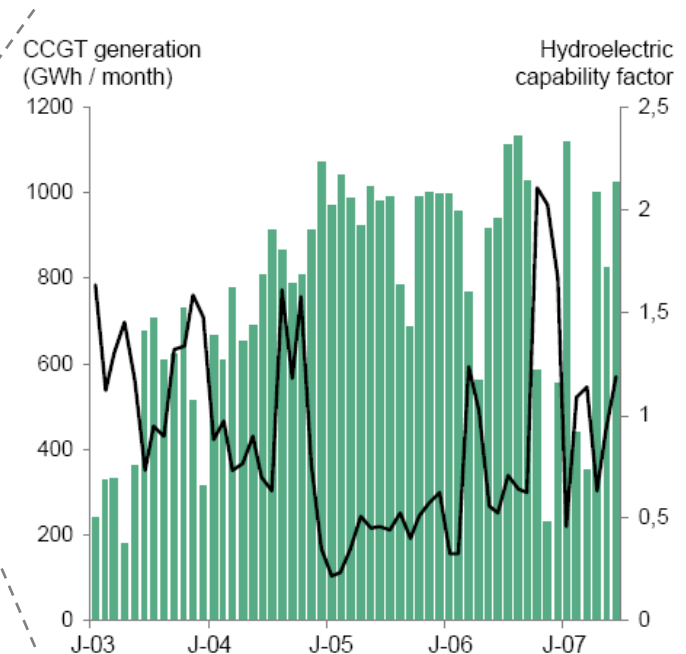
CCGT project will allow to arbitrage between gas trading and power margins

# PORTFOLIO'S COMPETITIVENESS TO BE COMPLEMENTED BY HYDRO

## Indicative cost structure by generation type (MWh)



## CCGT and Hydro usage



Source: BCG

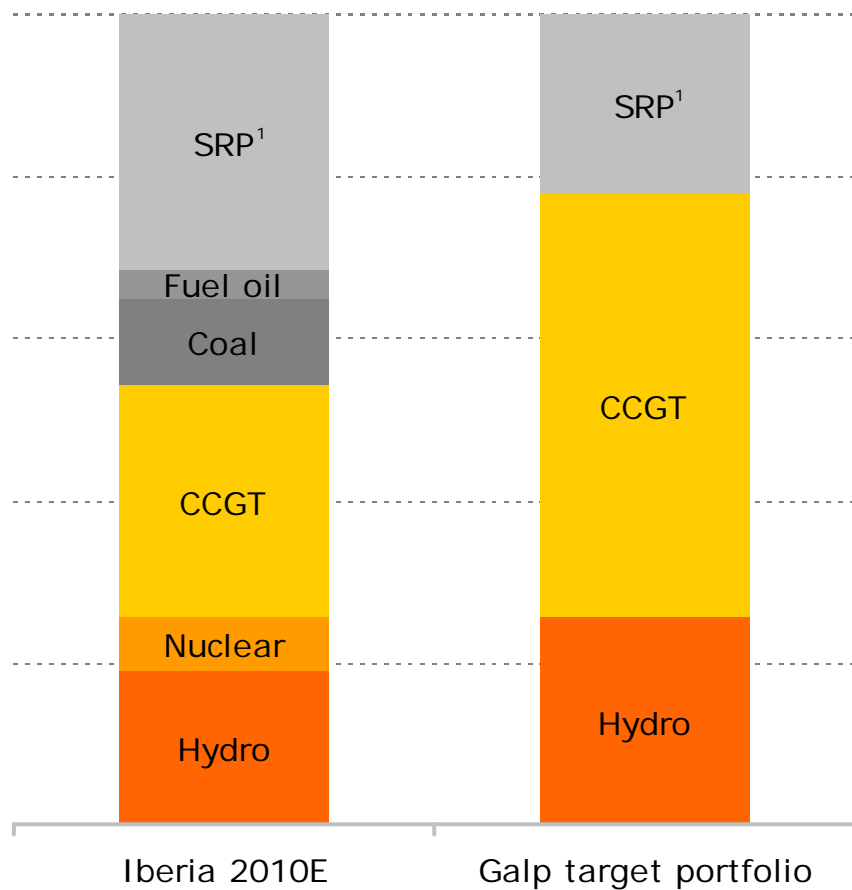
# HYDRO INCREMENTAL CAPACITY IS AN OPPORTUNITY TO DIVERSIFY

## New hydro capacity to be licensed

Project	Installed capacity (MW)	Production (GWh)
Ribeiradio	70	110
Foz Tua	234	340
Fridão	163	299
Padroselos	113	102
Gouvães	112	153
Daivões	109	148
Vidago	90	114
Almourol	78	209
Pinhosão	77	106
Girabolhos	72	99
Alvito	48	62
<b>Total</b>	<b>1,166</b>	<b>1,742</b>

Source: INAG

# TO BECOME THE ALTERNATIVE PLAYER IN PORTUGAL



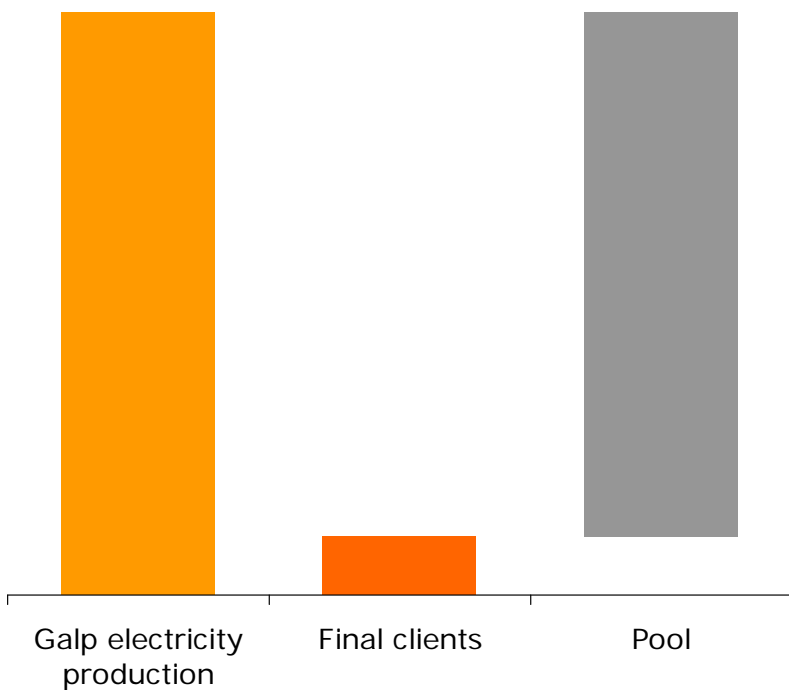
More efficient generation mix than average

<sup>1</sup> SRP – Special Regime Production



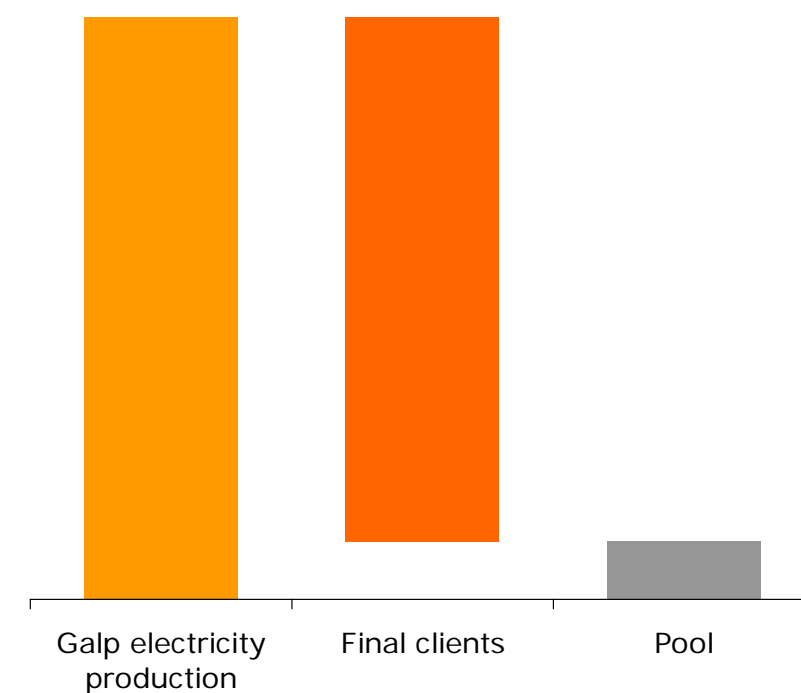
# LOCK IN VALUE IN ELECTRICITY

**Sales Mix Base Case**



Pending on  
supply margin's  
evolution

**Sales Mix Target**



Leverage on oil and gas customer base

# FINANCIAL OVERVIEW

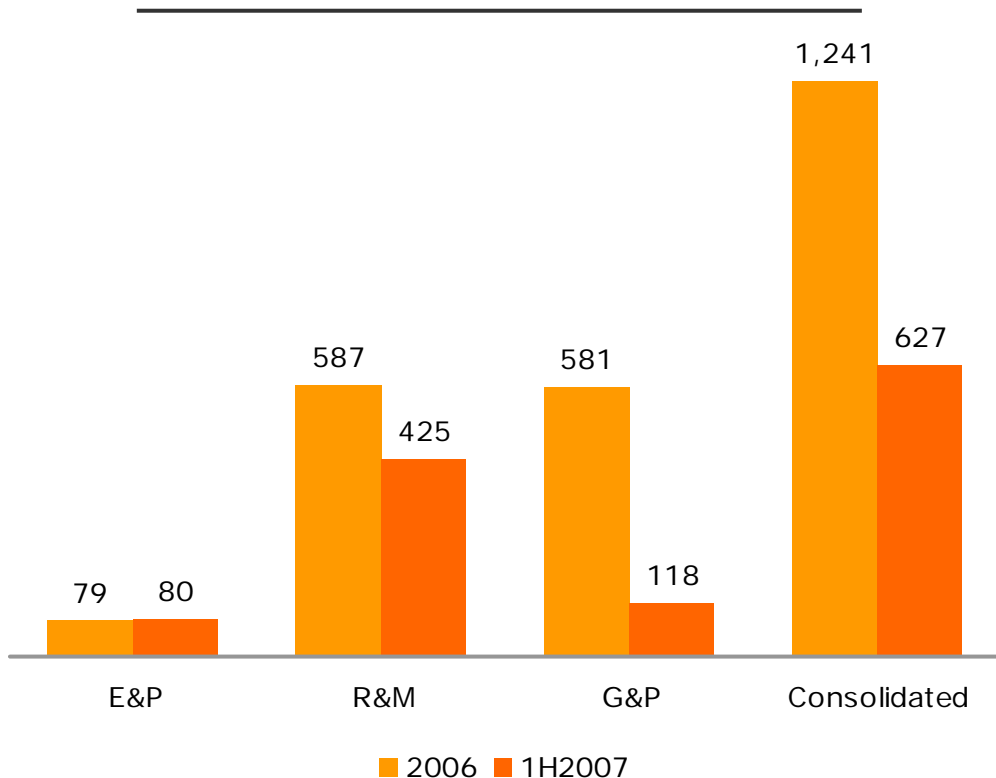
Lisbon, 22 October 2007

**Francesco Antonietti, CFO**

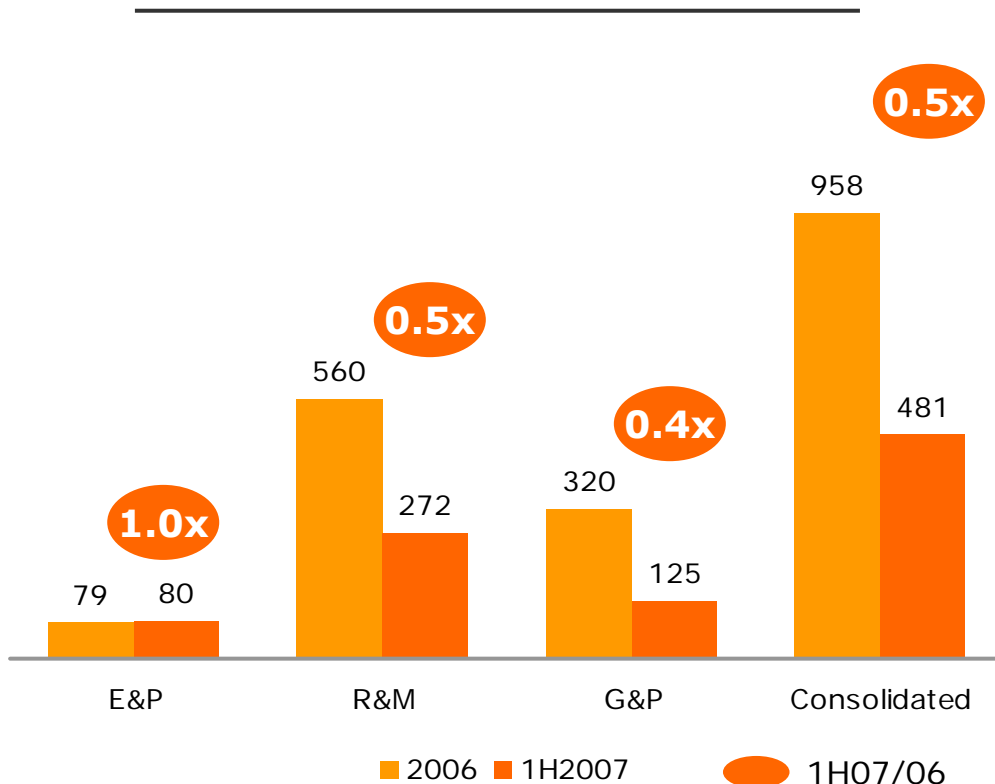


# GALP'S BUSINESSES IN DIFFERENT MOMENTUMS

**EBITDA IFRS (M€)**



**EBITDA Adjusted (M€)**



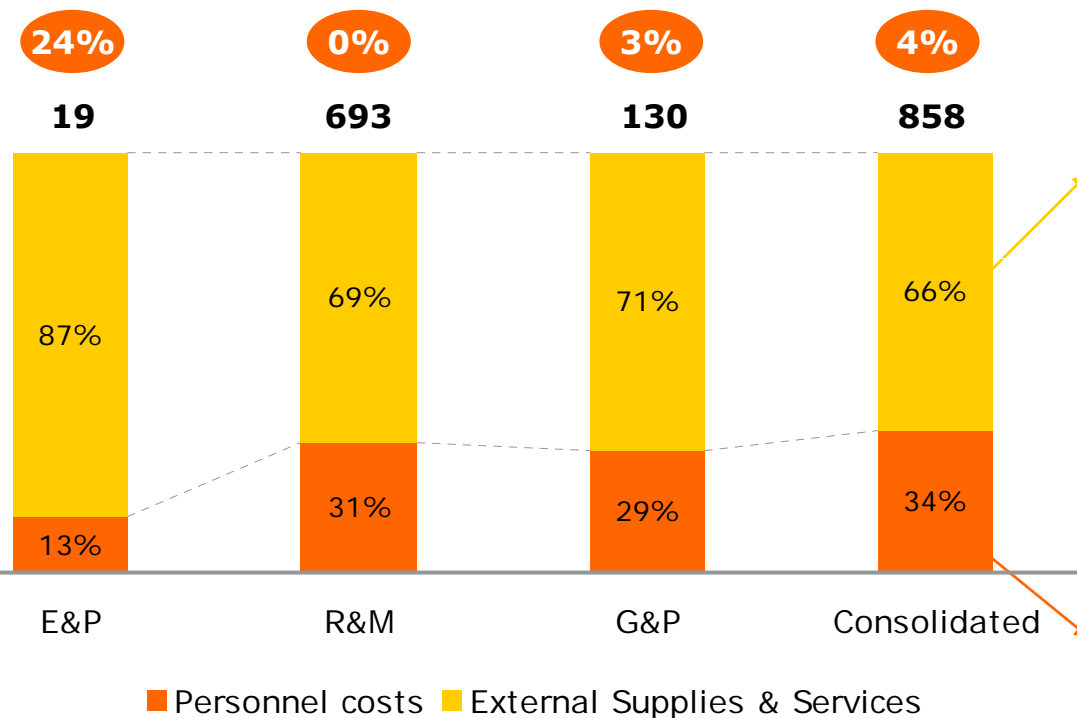
- E&P confirming growth in production
- R&M stable even with lower refining margins
- G&P affected by transportation activities spin-off

## ADJUSTED EPS INCREASED BY 71% TO €0.34

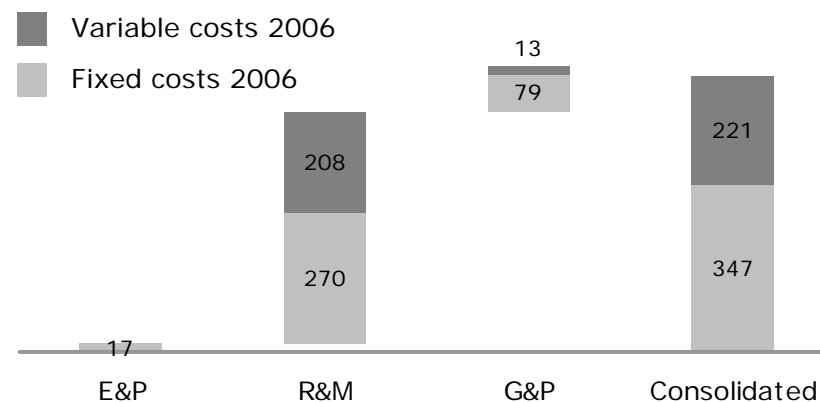
IFRS			€ Million	Adjusted		
H106	H107	% Ch.		H106	H107	% Ch.
6,130	5,894	(3.9%)	<b>Sales</b>	6,054	5,890	(3.0%)
615	627	2.0%	<b>EBITDA</b>	404	481	19.2%
475	498	4.8%	<b>EBIT</b>	264	360	36.4%
19	31	59.4%	<b>Income from Associates</b>	19	31	59.4%
354	401	13.4%	<b>Net Income</b>	167	285	71.0%
0.43	0.48	13.4%	<b>EPS (Eur/share)</b>	0.20	0.34	71.0%

# CONTROLLED OPERATING COSTS

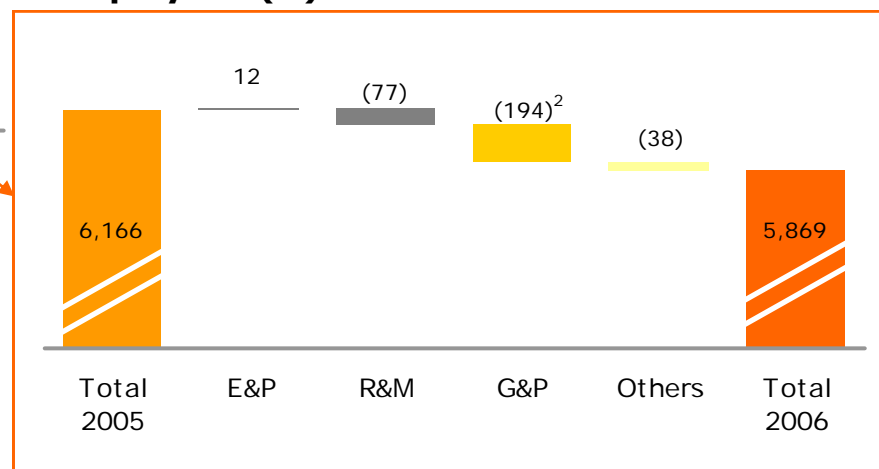
**Operating costs<sup>1</sup> 2006 (M€)**



**External Supplies & Services 2006 (M€)**



**Employees (#)**



Δ 06/05

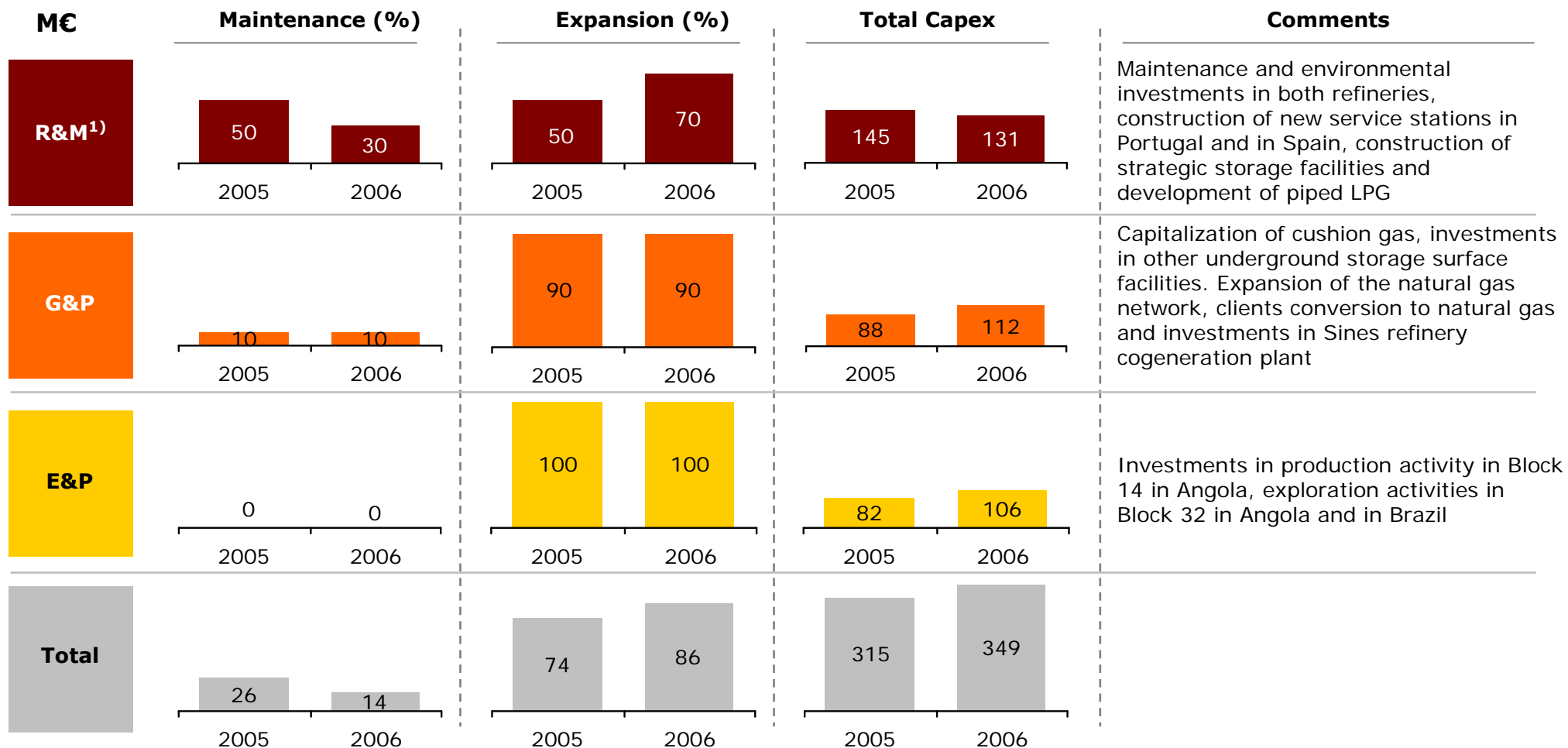
<sup>1</sup> Adjusted results. Gas & Power and consolidated 2005 figures adjusted to reflect unbundling effect.

<sup>2</sup> Includes 188 employees transferred to REN during the unbundling process.

Note: Segmental figures don't add up to total due to consolidation adjustments and others

# CAPITAL EXPENDITURES SUPPORTING GROWTH

## Breakdown by segment:



(1) Includes other of €3M and €1M in 2005 and 2006 respectively

# LOW DEBT LEVEL AT 0.4x DEBT TO EQUITY

30 June 2007 M€      **Short Term**      **Long Term**

**Bonds**      -      226

**Bank debt**      325      273

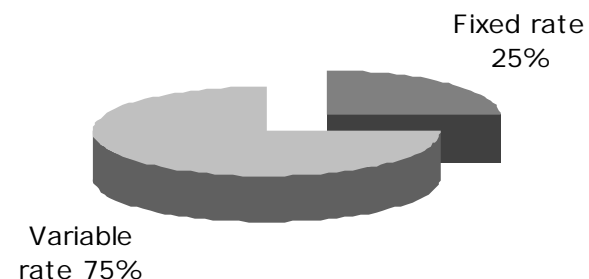
**Commercial Paper**      275      -

**Cash**      (182)      -

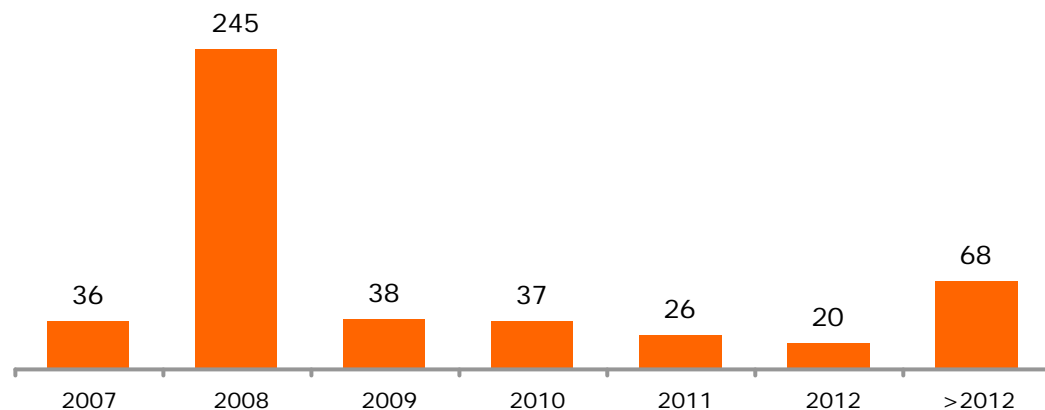
**Net Debt**      **918**

**Average life**      -      3.98 years

## Debt exposure to interest rates

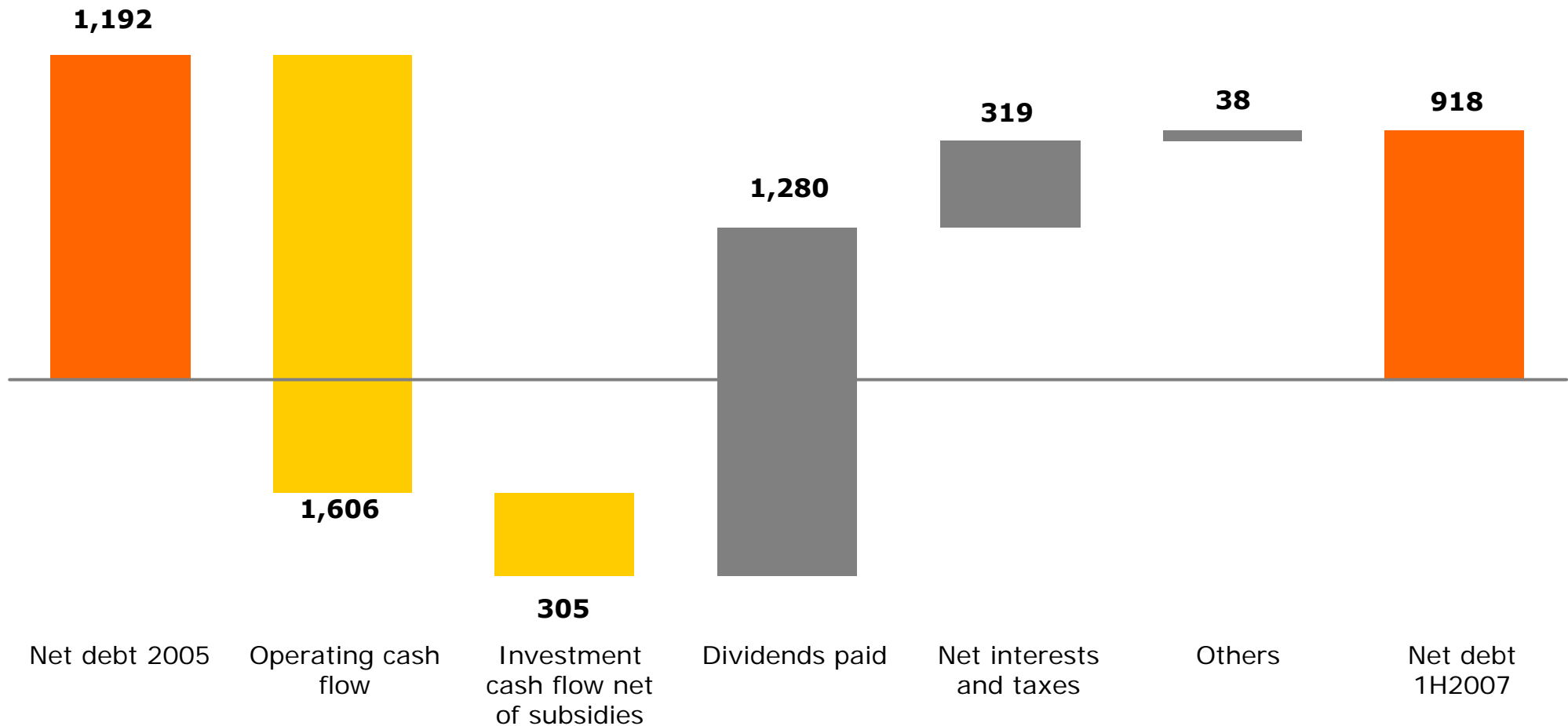


## Debt reimbursement plan (M€)



# STRONG CASH FLOW GENERATION FROM OPERATING ACTIVITIES ALLOWED DEBT REDUCTION

M€





# OFF BALANCE SHEET RESPONSABILITIES

## Type of benefits

## Total responsibilities 2006

Pensions

397 M€

Pre and early  
retirements

81 M€

Health and life insurance

211 M€

**689 M€**

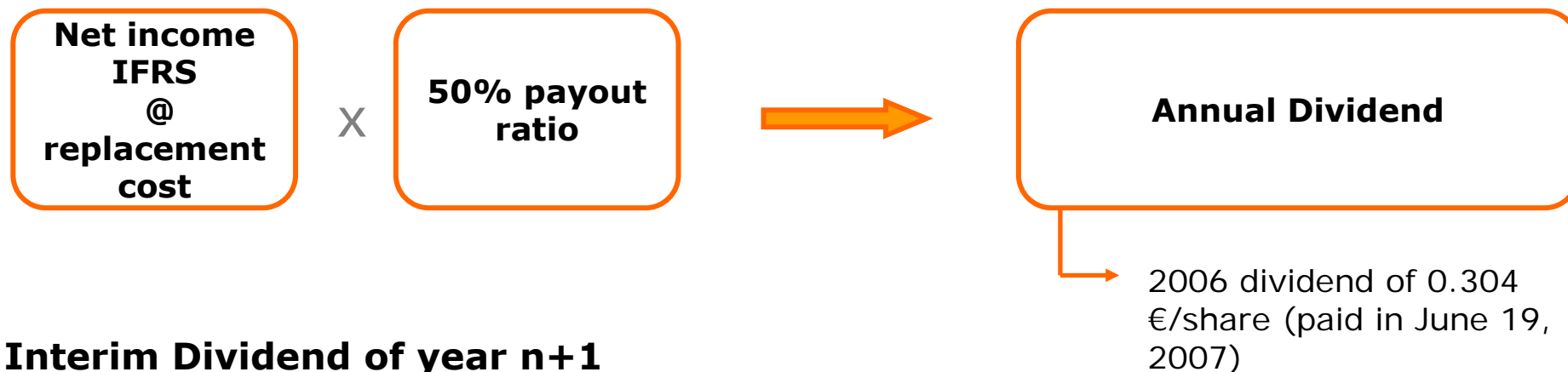
## Coverage

- Pension Fund: 370 M€ (95% funded)
- Provisions: 213 M€
- Accumulated deviation<sup>1</sup>: 106 M€
  - 64 M€ within the corridor
  - 42 M€ outside the corridor

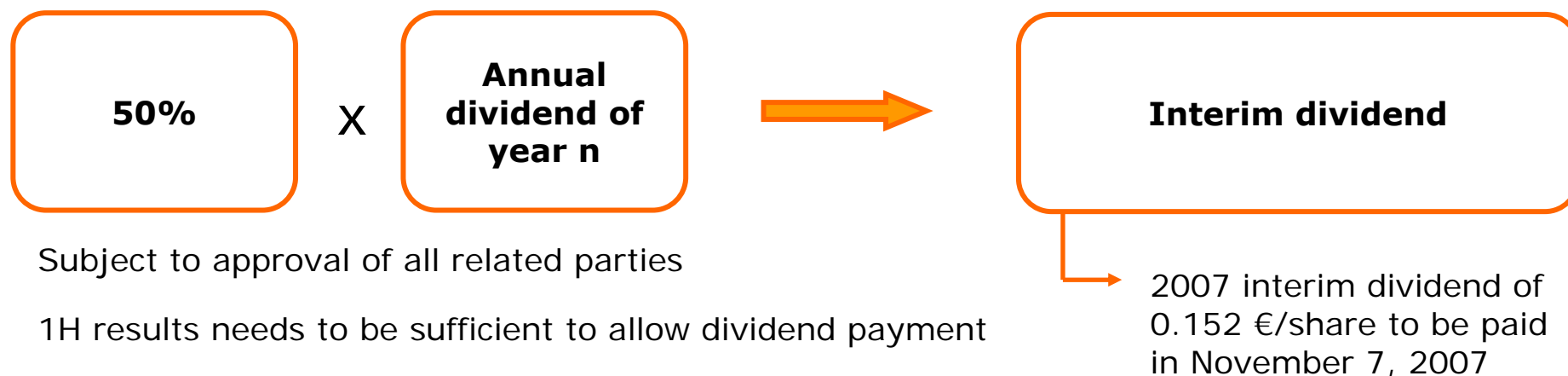
(1) IAS 19 allows companies to defer the recognition of actuarial gains or losses. These actuarial gains or losses are unrecognised, if they fall within a "corridor" (10% of total responsibilities). The excess portion of the corridor, must be recognised over the expected average remaining working lives of the participating employees.

# STABLE AND CLEAR DIVIDEND POLICY

## Annual Dividend of year n



## Interim Dividend of year n+1



- Subject to approval of all related parties
- 1H results needs to be sufficient to allow dividend payment
- Interim dividend is deducted to the annual dividend approved by the General Meeting