Welcome

Delivering growth through exploration and production
Strategy overview
Manuel Ferreira De Oliveira
Chief Executive Officer
Execution of a clear strategy

Solid downstream business

New era in upstream

Ensuring sustainable growth

Final remarks
Outstanding shareholder value creation with an annual return of 25%

Share price performance

+162%


Galp Energia | Eni | Repsol | BP | OMV | Shell | Total | Petrobras | BG

1 Currency in Euro @ 07/03/2011
Towards a fully integrated energy player

Strengthening our integrated energy player position

- Assets in place
- Funding secured

Upstream growth supported by a solid Iberian downstream business
A long way and a clear strategy executed in the last four years

- Building a high value E&P portfolio
- Upgrade in refineries
- Strengthened Iberian marketing
- Operating in a natural gas liberalized market
- Increasing gas & power integration

IPO

2006 | 2007 | 2008 | 2009 | 2010

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Our strategy has been well understood by the market

Enterprise value\(^1\) (€ Bln)

2006
- E&P: 6%
- G&P: 30%
- R&M: 64%

2010
- E&P: 60%
- G&P: 15%
- R&M: 25%

€7 Bln  \[\rightarrow\]  +135% \[\rightarrow\]  €16 Bln

From a refiner towards an integrated energy player

\(^1\) Based on analysts coverage average at year end
Execution of a clear strategy

**Solid downstream business**

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Solid downstream business

## Refining & Marketing
- Total refining capacity of 330 kbpd\(^1\)
- Nelson complexity of 7.7\(^2\) in Sines refinery and 10.7\(^2\) in Matosinhos Refinery
- 3\(^{rd}\) player in Iberia
- 1,436 service stations and 509 non fuel stores in Iberia
- Africa with 103 service stations and 80 non fuel stores
- Sales of 17.3 Mln tons refined products

## Gas & Power
- Sourcing agreement of 6 bcm of natural gas
- 2\(^{nd}\) natural gas player in Iberia with over 1,300 thousand clients
- \(\approx\)11,000 km of NG distribution network
- 160 MW of total capacity installed
- 1,200 GWh of annual electrical power generation

1 Post-upgrade capacity. Before the upgrade was 310 kbpd
2 Post-upgrade complexity index. Nelson complexity before the upgrade of 6.3 in Sines and 9.4 in Matosinhos
Upgrade project as the master piece in our new refining business

Upgrade project works

- An ambitious project with an investment of €1.4 Bln
- A total of 5,700 workers working on the project in peak cycle
- Steady production of the full upgrade project scheduled to YE2011

Sines refinery

Matosinhos refinery
Two refineries, one end: add value through increasing market fit

Integrated refining scheme

- An efficient system capable of meeting market needs, replacing fuel oil production by diesel
- Increased crude processing in Matosinhos to feedstock Sines additional diesel production
- Optimization of refining process by using heavier crudes to produce higher-value refined products
Upgrade project to boost Galp Energia refining margin

≈ $3.5/bbl\(^1\)

Improving our refining margin through:

- Product value upgrade by adapting production to market needs replacing fuel oil by diesel
- Diversification of raw materials, taking advantage of heavier crudes
- Increase of capacity utilization
- Energy consumption optimization

\(^1\) Diesel-fuel spread assumption of c. $300/ton
Iberian oil marketing acquisitions to leverage on a larger market

### Service stations

<table>
<thead>
<tr>
<th></th>
<th>Before acquisitions</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portugal</td>
<td>1,005</td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td></td>
<td>1,436</td>
</tr>
</tbody>
</table>

### Direct clients (Mton)

<table>
<thead>
<tr>
<th></th>
<th>Before acquisitions</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portugal</td>
<td>8.7</td>
<td>10.4</td>
</tr>
<tr>
<td>Spain</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Iberian acquisitions allowed to capture synergies
- Geographical diversification with balanced country exposure
- Higher integration with refining business is a shield from refining margin volatility
Madrileña Gas acquisition as the first step in NG growth in Spain

Galp Energia supply coverage in Madrid region

- Taking advantage from NG sourcing base, thus creating value in NG product chain
- Platform in Spain to fuel natural gas business growth
- Galp Energia’s own projects support natural gas volumes growth

Galp Energia covered areas
New cogenerations well integrated with the NG business

Galp Energia’s new cogenerations

- Sines cogeneration
  82 MW

- Matosinhos cogeneration
  82 MW

- Annual consumption of 0.5 bcm of natural gas or c.10% of Portuguese NG market
- Priority access to the power grid at a regulated tariff
- Cogenerations contribute to refineries’ energy efficiency
Fit downstream assets to support upstream growth

<table>
<thead>
<tr>
<th>Business segment</th>
<th>Project</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refining</td>
<td>Upgrade project</td>
<td></td>
</tr>
<tr>
<td>Marketing</td>
<td>Iberian acquisitions integration</td>
<td></td>
</tr>
<tr>
<td>Gas</td>
<td>Strengthen presence in Spain</td>
<td></td>
</tr>
<tr>
<td>Power</td>
<td>Cogeneration projects</td>
<td></td>
</tr>
</tbody>
</table>
Execution of a clear strategy

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Final remarks
High potential upstream portfolio

Galp Energía’s gross exploration area of around 87,000 km²
Extraordinary value delivery from our portfolio

Prospective resources\(^1\) (Mln Boe)

<table>
<thead>
<tr>
<th>Year</th>
<th>Prospective Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>1,640</td>
</tr>
<tr>
<td>2010</td>
<td>2,550</td>
</tr>
</tbody>
</table>

Intensive exploratory work allowing for remarkable prospective resources growth

3P reserves\(^2\) and 3C resources\(^3\) (Mln Boe)

<table>
<thead>
<tr>
<th>Year</th>
<th>3P Reserves</th>
<th>3C Resources</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>772</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>2,141</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>3,099</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>2,930</td>
<td></td>
</tr>
</tbody>
</table>

Appraisal and development activities contributed for outstanding reserves addition and an improved portfolio mix

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\(^1\) Prospective resources mean estimate unrisked
\(^2\) Net entitlement reserves. 3P reserves not available for 2007-2009 period
\(^3\) Working interest 3C resources

Source: DeGolyer and MacNaughton
Unique upstream projects already in place to sustain production growth

Pre-salt Santos basin

FPSO Cidade de Angra dos Reis

Involvement in breakthrough exploration and development projects
300 kboepd is the ambition for early 2020’s

Production target\(^1\) (kboepd)

- 2010 production: 19.5
- 2020 target @ March 2008: 150
- 2020 target @ March 2011: 200
- Ambition for early 2020’s: 300

\(^1\) Working interest production
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**Ensuring sustainable growth**

Final remarks
Ensuring continuous value creation in the long run

- Highly skilled human resources
- Strong health, safety and environmental programme
- Ensuring local communities engagement
- Breaking new technological frontiers
Highly qualified human capital is a key competitive advantage

Galp Energia training session

- Attracting and retaining highly skilled professionals is key to our success
- Culture of permanent search and development of human capital excellence
- High level management advanced training and assessment programmes launched in 2010 to reinforce HR skills and to train future leaders
Committed to achieving a sustainable culture of prevention

**Frequency Index**

- Implementation of an HSE (Health, Safety and Environmental) management system, strengthening the culture of prevention
- Safety goal of zero accidents
- Allocation of significant resources to safety oriented programmes

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1 Frequency Index represents the number of accidents per one million worked hours for Galp Energia HR and services providers.
Social responsibility action in Mozambique

- Actively promoting campaigns against hunger and poverty
- Participating in key responsibility projects such as the implementation of a national plan for medical emergency in Mozambique
- Ensuring local communities development through educational and technical training
Galp Energia on the front of state of the art projects throughout the value chain

- Exploring new geological frontiers in pre-salt reservoirs
- Breaking through development techniques
- Starting a new era in refining business
- Embracing the new paradigm
Execution of a clear strategy

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Ensuring sustainable growth

Final remarks
Excellence and ambition enhancing our sustainable future growth

- The only Portuguese R&M company
- Iberian player
  - market-leading profile in downstream
  - breaking barriers on the upstream
- Focused international player
  - upstream growth
  - relevant Iberian footprint
  - stakeholder engagement

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### Acronyms

<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Description</th>
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<tbody>
<tr>
<td>#</td>
<td>Number</td>
</tr>
<tr>
<td>$</td>
<td>United States dollar</td>
</tr>
<tr>
<td>%</td>
<td>Percentage</td>
</tr>
<tr>
<td>2D</td>
<td>Two dimensional seismic</td>
</tr>
<tr>
<td>3D</td>
<td>Three dimensional seismic</td>
</tr>
<tr>
<td>ANP</td>
<td>Brazilian agency for oil, natural gas and biofuels</td>
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<tr>
<td>API gravity</td>
<td>American Petroleum Institute gravity</td>
</tr>
<tr>
<td>BB</td>
<td>Benguela and Belize</td>
</tr>
<tr>
<td>BBLT</td>
<td>Benguela, Belize, Lobito, and Tomboco</td>
</tr>
<tr>
<td>Bcm</td>
<td>Billion cubic metres</td>
</tr>
<tr>
<td>Bln</td>
<td>Billion</td>
</tr>
<tr>
<td>Boe</td>
<td>Barrel of oil equivalent</td>
</tr>
<tr>
<td>C.</td>
<td>Circa</td>
</tr>
<tr>
<td>CAGR</td>
<td>Compound Annual Growth Rate</td>
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<tr>
<td>CSEM</td>
<td>Control Source of Electromagnetic Method</td>
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<tr>
<td>CO₂</td>
<td>Carbone Dioxide</td>
</tr>
<tr>
<td>CPT</td>
<td>Compliant Piled Tower</td>
</tr>
<tr>
<td>E&amp;P</td>
<td>Exploration &amp; Production</td>
</tr>
<tr>
<td>EPC</td>
<td>Engineering, Procurement and Construction</td>
</tr>
<tr>
<td>EWT</td>
<td>Extended Well Test</td>
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<tr>
<td>FLNG</td>
<td>Floating Liquified Natural Gas</td>
</tr>
<tr>
<td>FPSO</td>
<td>Floating Production Storage Offloading</td>
</tr>
<tr>
<td>G&amp;P</td>
<td>Gas &amp; Power</td>
</tr>
<tr>
<td>GWh</td>
<td>GigaWatt hour</td>
</tr>
<tr>
<td>H₂S</td>
<td>Hydrogen sulfide</td>
</tr>
<tr>
<td>HC</td>
<td>Hydrocarbon</td>
</tr>
<tr>
<td>HR</td>
<td>Human Resources</td>
</tr>
<tr>
<td>IOC</td>
<td>International Oil Company</td>
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<tr>
<td>IPO</td>
<td>Initial Public Offering</td>
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<tr>
<td>Kboepd</td>
<td>Thousand barrels of oil equivalent per day</td>
</tr>
<tr>
<td>Kbopd</td>
<td>Thousand barrels of oil per day</td>
</tr>
<tr>
<td>Km</td>
<td>Kilometre</td>
</tr>
<tr>
<td>Km²</td>
<td>Square kilometre</td>
</tr>
<tr>
<td>LLI</td>
<td>Long Lead Item</td>
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<tr>
<td>LNG</td>
<td>Liquified Natural Gas</td>
</tr>
<tr>
<td>LT</td>
<td>Lobito Tomboco</td>
</tr>
<tr>
<td>M³/d</td>
<td>Million cubic metre per day</td>
</tr>
<tr>
<td>Mln</td>
<td>Million</td>
</tr>
<tr>
<td>MW</td>
<td>MegaWatt</td>
</tr>
<tr>
<td>NG</td>
<td>Natural Gas</td>
</tr>
<tr>
<td>NOC</td>
<td>National Oil Company</td>
</tr>
<tr>
<td>p.p.</td>
<td>Percentage point</td>
</tr>
<tr>
<td>R&amp;M</td>
<td>Refining &amp; Marketing</td>
</tr>
<tr>
<td>RCA</td>
<td>Replacement Cost adjusted</td>
</tr>
<tr>
<td>TL</td>
<td>Tômbua-Lândana</td>
</tr>
<tr>
<td>Ton</td>
<td>Tonne</td>
</tr>
<tr>
<td>TS</td>
<td>Tômbua South</td>
</tr>
<tr>
<td>UOTE</td>
<td>Oil Transhipment Unit</td>
</tr>
<tr>
<td>WAG</td>
<td>Water-alternating-gas</td>
</tr>
<tr>
<td>WAT</td>
<td>Wax appearance temperature</td>
</tr>
<tr>
<td>WI</td>
<td>Working interest</td>
</tr>
<tr>
<td>YE</td>
<td>Year End</td>
</tr>
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</table>

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