# **Upstream growth Fernando Gomes Executive Director**



## A focused E&P strategy

Resources and targets

High potential exploration assets

Delivering world class development projects



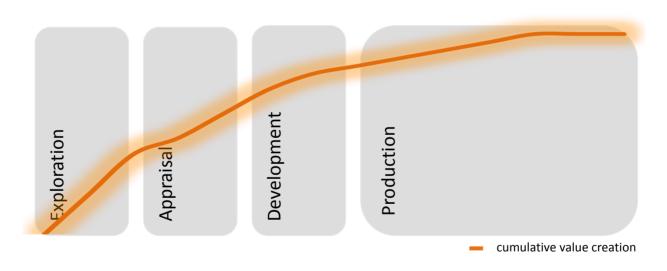
# World class projects and a high potential exploration portfolio





# **Capturing value from early exploration to production**

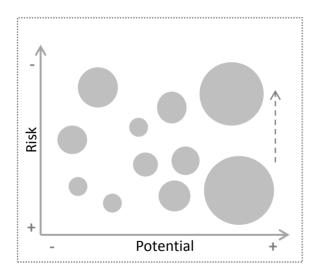
**E&P** projects lifecycle



Galp Energia is present in the entire upstream value chain

## Focus on de-risking exploration assets

#### **Project screening process**



- Focus on high-risk / high-reward projects
- Screening the most relevant projects to be developed first
- Continuous de-risking process
- Adding value to consortium decision making process
- Ensuring financial discipline and funding flexibility



## Galp Energia is well positioned for future delivery

#### **Exploration footprint**

- First mover advantage
- Low entry costs
- Leverage Portuguese flavour
- Strategic partnerships with knowledgeable operators
- Commitment to safe operations and best HSE practices
- Highly qualified E&P team



#### **Exploration status**

- Solid track record in identifying, accessing and delivering high potential and unexplored basins
- Knowledge on deepwater projects
- Strong resource base
- Delivering value in high risk/high reward areas



## Enlarging our presence in key geographies with competitive advantages

## Key geographies of the E&P portfolio



- Focus on well-known geologies and geographies
- Access to new acreage in specific areas based on geological, regulatory, fiscal and political contexts
- Aim to access areas with more material stakes while preserving a diversified portfolio



A focused E&P strategy

## **Resources and targets**

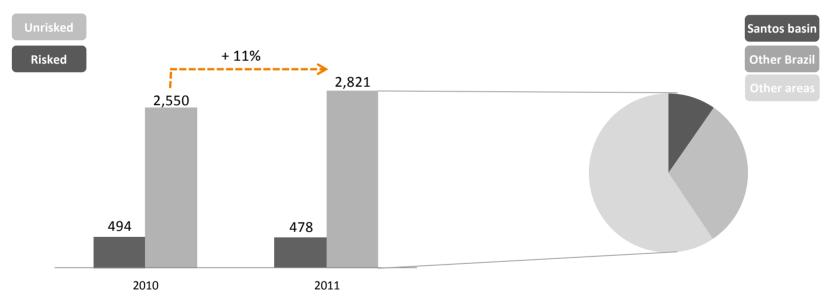
High potential exploration assets

Delivering world class development projects



## Drilling activity throughout 2012 expected to unlock more than 100 Mln boe

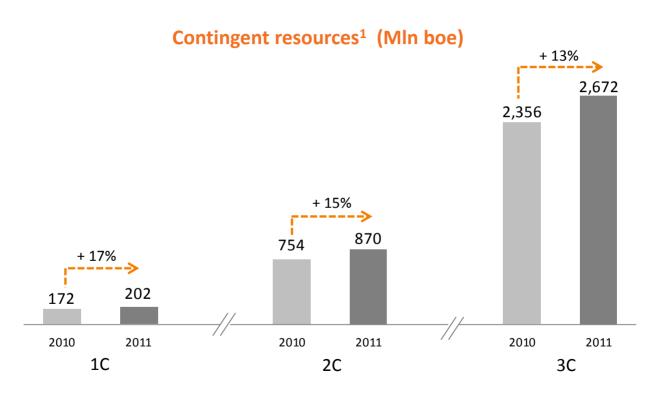
## **Exploration resources**<sup>1</sup> (Mln boe)

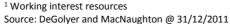


Several high impact prospects identified within Galp Energia's portfolio



## Outstanding exploration delivery translated into contingent resources upgrade

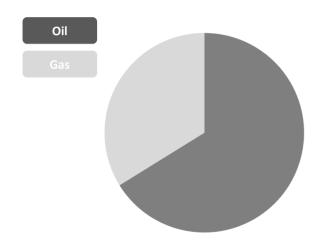


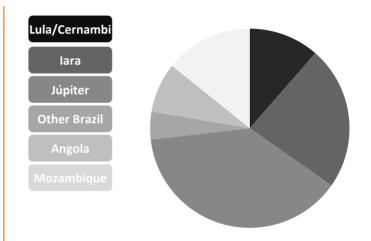




#### Balanced and diversified resource base

## **3C** contingent resources<sup>1</sup>





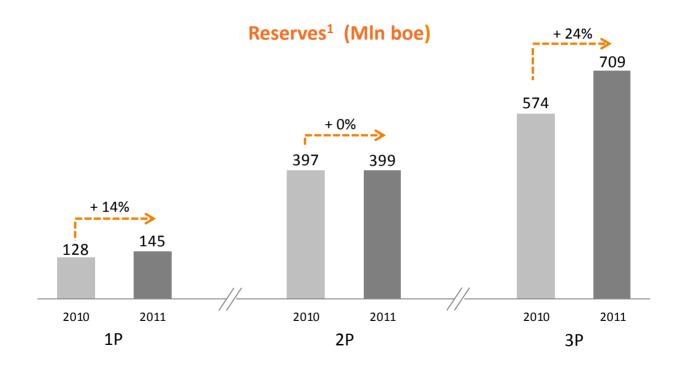
Diversification of resource base towards gas

Pre-salt Santos basin accounting for over 75% of total contingent resources



<sup>&</sup>lt;sup>1</sup> Working interest resources Source: DeGolyer and MacNaughton @ 31/12/2011

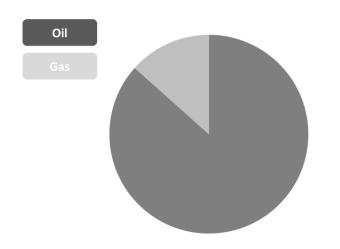
# Continuously de-risking contingent resource base



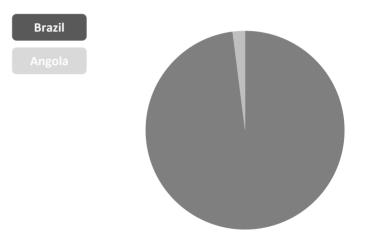


#### Lula and Cernambi fields are the main contributors to reserve base

#### 3P reserves<sup>1</sup>



Gas reserves accounts for c.15% of total



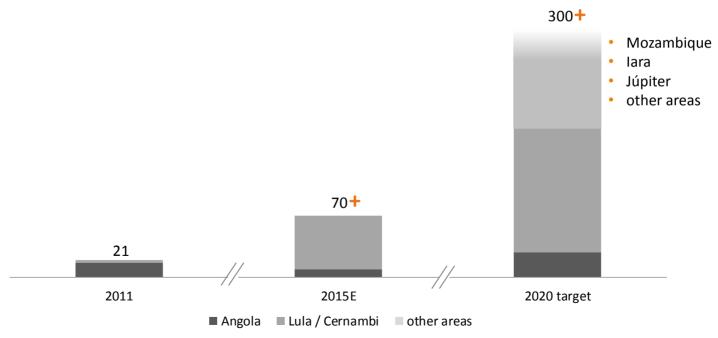
Lula and Cernambi development projects continuously gaining relevance





## Lula and Cernambi project is the main driver for production growth

#### **Working interest production (kboepd)**



# **Acronyms**

#	Number	GWh	Giga Watt hour
\$	United States dollar	HSE	Health, Safety and Environment
%	Percentage	IPO	Initial Public Offering
2D	Two dimensional seismic	Kboepd	Thousand barrels of oil equivalent per day
3D	Three dimensional seismic	Kbpd	Thousand barrels per day
API gravity	American Petroleum Institute gravity	Km <sup>2</sup>	Square kilometre
BBLT	Benguela, Belize, Lobito, and Tomboco	LNG	Liquified Natural Gas
Bbl	Barrel	LTIFR	Lost time injury frequency rate
Bcm	Billion cubic metres	Mln	Million
Bln	Billion	MW	MegaWatt
Boe	Barrel of oil equivalent	Mmscf/d	Million standard cubic feet per day
c.	Circa	NG	Natural Gas
CAGR	Compound Annual Growth Rate	owc	Oil-water contact
Сарех	Capital expenditure	POS	Probability of success
CO <sub>2</sub>	Carbon Dioxide	p.p.	Percentage point
DA	Development area	R&M	Refining & Marketing
DEH	Direct electrical heating	RCA	Replacement Cost adjusted
DoC	Declaration of commerciality	SAM	Sustainable Asset Management
E/A	Exploration well /Appraisal well	SEE	Social, Environmental and Economic impact
E&P	Exploration & Production	SXEP	STOXX Europe 600 Oil & Gas
EBITDA	Earnings before interest, taxes, depreciation and amortization	Tcf	Trillion cubic feet
EOR	Enhanced oil recovery	Ton	Tonne
EWT	Extended Well Test	WAG	Water Alternating Gas
FLNG	Floating liquefied natural gas	WI	Working interest
FPSO	Floating Production Storage Offloading	YE	Year End



#### Disclaimer

Financial outlook figures are RCA figures except otherwise noted.

Matters discussed in this presentation may constitute forward-looking statements. Forward-looking statements are statements other than in respect of historical facts. The words "believe." "expect." "anticipate." "intends." "estimate." "will." "may." "continue." "should" and similar expressions identify forward-looking statements. Forward-looking statements may include statements regarding; objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of Galp Energia's markets; the impact of regulatory initiatives; and the strength of Galp Energia's competitors. The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in Galp Energia's records and other data available from third parties. Although Galp Energia believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Such risks, uncertainties, contingencies and other important factors could cause the actual results of Galp Energia or the industry to differ materially from those results expressed or implied in this presentation by such forward-looking statements.

The information, opinions and forward-looking statements contained in this presentation speak only as at the date of this presentation, and are subject to change without notice. Galp Energia does not intend to, and expressly disclaim any duty, undertaking or obligation to, make or disseminate any supplement, amendment, update or revision to any of the information, opinions or forward-looking statements contained in this presentation to reflect any change in events, conditions or circumstances.