# 3<sup>rd</sup> Quarter 2010 trading update

This trading update is aimed at providing estimates regarding macroeconomic, operational and trading conditions experienced by Galp Energia in the third quarter ending September 30 2010. The third quarter margins, prices, production and other data referred to below are currently provisional. All such data is subject to change and may differ from the final numbers that will be reported on October 28 2010.

This trading update is produced in order to provide greater disclosure to investors of currently expected results.

## **ECONOMIC INDICATORS**

|   | 3Q09  | 2Q10 | 3Q10 | Ch.<br>3Q10/3Q09 | Ch.<br>3Q10/2Q10 |
|---|-------|------|------|------------------|------------------|
| Average brent dated price <sup>1</sup> (Usd/bbl)                                      | 68.3  | 78.3 | 76.9 | 12.6%            | (1.8%)           |
| Rotterdam cracking refining margin <sup>2</sup> (Usd/bbl)                             | 0.5   | 1.9  | 0.7  | 22.7%            | (64.7%)          |
| Rotterdam hydroskimming + aromatics + base oil refining margin <sup>3</sup> (Usd/bbl) | (0.6) | 0.6  | 0.1  | n.m.             | (78.4%)          |
| UK NBP natural gas price <sup>4</sup> (GBp/term)                                      | 21.7  | 38.5 | 43.3 | 99.8%            | 12.5%            |
| Spanish pool price⁴ (€/MWh)   | 35.0  | 35.0 | 44.1 | 25.8%            | 26.0%            |
| Average exchange rate <sup>4</sup> Eur/Usd  | 1.43  | 1.27 | 1.29 | (9.6%)           | 1.5%             |
| Euribor - six month <sup>4</sup> (%)  | 1.13  | 0.98 | 1.13 | 0 p.p.           | 15 p.p.          |

#### **OPERATIONAL INDICATORS**

#### **EXPLORATION & PRODUCTION**

|  | 3Q09 | 2Q10 | 3Q10 | Ch.<br>3Q10/3Q09 | Ch.<br>3Q10/2Q10 |
|--|------|------|------|------------------|------------------|
| Average working interest production (kbbl/day) | 14.3 | 19.8 | 19.6 | 37.2%            | (0.9%)           |
| Average net entitlement production (kbbl/day)  | 8.9  | 10.9 | 9.5  | 7.1%             | (12.5%)          |

#### **REFINING & MARKETING**

|  | 3Q09   | 2Q10   | 3Q10   | Ch.<br>3Q10/3Q09 | Ch.<br>3Q10/2Q10 |
|--|--------|--------|--------|------------------|------------------|
| Crude processed (k bbl)                            | 21,840 | 21,561 | 22,972 | 5.2%             | 6.5%             |
| Total refined product sales (million tonnes)       | 4.3    | 4.2    | 4.2    | (1.5%)           | 2.3%             |
| Sales to direct clients in Iberia (million tonnes) | 2.7    | 2.6    | 2.6    | (5.1%)           | 1.8%             |
| Exports (million tonnes)                           | 0.7    | 0.7    | 0.7    | (0.5%)           | 3.2%             |
| Time lag effect <sup>5</sup> (million €)           | 1.4    | (3.6)  | 3.3    | 130.9%           | S.S.             |





#### **GAS & POWER**

|   | 3Q09  | 2Q10  | 3Q10  | Ch.<br>3Q10/3Q09 | Ch.<br>3Q10/2Q10 |
|---|-------|-------|-------|------------------|------------------|
| NG supply total sales volumes (million m <sup>3</sup> ) | 1,293 | 1,105 | 1,302 | 0.7%             | 17.8%            |
| Liberalised market                                      | 1,063 | 812   | 1,011 | (4.9%)           | 24.5%            |
| Of which:   |       |       |       |                  |                  |
| Electrical and industrial                               | 917   | 760   | 824   | (10.2%)          | 8.4%             |
| Trading   | 145   | 26    | 159   | 9.2%             | 501.4%           |
| Regulated market  | 230   | 293   | 291   | 26.6%            | (0.7%)           |
| Sales of electricity to the grid <sup>6</sup> (GWh)     | 141   | 311   | 301   | 114.0%           | (3.3%)           |

#### Notes:

Rotterdam hydroskimming refining margin yield: -100% Brent dated, +2.1% LGP FOB Seagoing (50% Butane + 50% Propane), +15.1% PM UL NWE FOB Bg., +4.0% Naphtha NWE FOB Bg., +9% Jet NWE CIF Cg., +32.0% ULSD 10 ppm NWE CIF Cg. and +33.8% LSFO 1% FOB NWE Cg.; C&L: 4.0%; Terminal rate: 1 \$/ton; Ocean loss: 0.15% over Brent; Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.22 \$/ton (Freight 2009: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 6.04 \$/ton).

Rotterdam aromatics refining margin yield: -60% PM UL NWE FOB Bg., -40% Naphtha NWE FOB Bg., +37% Naphtha NWE FOB Bg., +16.5% PM UL NWE FOB Bg., +6.5% Benzene Rotterdam FOB Bg., +18.5% Toluene Rotterdam FOB Bg., +16.6% Paraxylene Rotterdam FOB Bg., +4.9% Ortoxylene Rotterdam FOB Bg. Consumption: -18% LSFO 1% CIF NEW. Yields in % of weight;

Base Oil refining margin yield: -100% Arabian Light, +3.5% LGP FOB Seagoing (50% Butane + 50% Propane), +13.0% Naphtha NWE FOB Bg., +4.4% Jet NWE CIF, 34.0% ULSD 10 ppm NWE CIF, +4.5% VGO 1.6% NWE FOB Cg., 14% Base Oils FOB, +26% HSFO 3.5% NWE Bg.; Consumptions: -6.8% LSFO 1% NWE FOB Cg.; Losses: 0.6%; Terminal rate: 1 \$/ton; Ocean loss: 0.15% over Brent; Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam - Flat 5.22 \$/ton (Freight 2009: WS Aframax (80 kts) Route Sullom Voe / Rotterdam - Flat 6.04 \$/ton). Yields in % of weight;

Rotterdam hydroskimming + Aromatics + Base oil refining margin = 65% Rotterdam hydroskimming refining margin + 15% Rotterdam aromatics refining margin + 20% Base Oil refining margin. The conversion factor Usd/ton to Usd/bbl used on the benchmark margin changed in 2010 from 7.58 to 7.55. To make periods comparable, this change was reflected on the figures of the third quarter of 2009.





<sup>&</sup>lt;sup>1</sup> Source: Platts.

<sup>&</sup>lt;sup>2</sup> Source: Platts. Yields: -100% Brent dated, +2.3% LGP FOB Seagoing (50% Butane + 50% Propane), +25.4% PM UL NWE FOB Bg., +7.4% Naphtha NWE FOB Bg., +8.5% Jet NWE CIF, +33.3% ULSD 10 ppm NWE CIF Cg. and +15.3% LSFO 1% FOB Cg.; C&L: 7.7%; Terminal rate: 1 \$/ton; Ocean loss: 0.15% over Brent; Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.22 \$/ton (Freight 2009: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 6.04 \$/ton). Yields in % of weight. The conversion factor Usd/ton to Usd/bbl used on the benchmark margin changed in 2010 from 7.58 to 7.55. To make periods comparable, this change was reflected on the figures of the third quarter of 2009.

<sup>&</sup>lt;sup>3</sup> Source: Platts.

<sup>&</sup>lt;sup>4</sup> Source: Bloomberg.

<sup>&</sup>lt;sup>5</sup> This effect results from the fact that contractual agreements with Portuguese market operators of oil products, including Galp Energia marketing business, take on average one week time to reflect the oil products price changes in international markets.

 $<sup>^{\</sup>rm 6}$  Includes unconsolidated companies where Galp Energia has a significant interest.

# **Results Presentation**

The results will be disclosed to the market on October 28 2010 before the open of NYSE Euronext Lisbon.

The Conference Call will take place on October 28 2010 at 14:00 GMT (15:00 CET). To listen to the conference call, please dial in at least 10 minutes before the schedule time to ensure your registration. The Conference Call details are as follows:

**Hosted by** 

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- Claudio De Marco (CFO)
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