# 3<sup>rd</sup> Quarter 2011 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 2011. 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 2011.

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

### **ECONOMIC INDICATORS**

	3Q10	2Q11	3Q11	Ch. 3Q11/3Q10	Ch. 3Q11/2Q11
Average brent dated price <sup>1</sup> (Usd/bbl)	76.9	117.4	113.5	47.6%	(3.3%)
Rotterdam cracking refining margin <sup>2</sup> (Usd/bbl)	0.7	(1.0)	(0.4)	n.m.	61.3%
Rotterdam hydroskimming + aromatics + base oil refining margin <sup>3</sup> (Usd/bbl)	0.1	(1.9)	(0.6)	n.m.	67.2%
UK NBP natural gas price <sup>4</sup> (GBp/term)	43.3	57.7	54.2	25.2%	(6.0%)
Spanish pool price <sup>4</sup> (€/MWh)	44.1	48.1	54.2	23.0%	12.7%
Average exchange rate <sup>4</sup> Eur/Usd	1.29	1.44	1.41	9.3%	(1.9%)
Euribor - six month <sup>4</sup> (%)	1.13	1.70	1.77	0.64 p.p.	0.07 p.p.

#### **OPERATIONAL INDICATORS**

## **EXPLORATION & PRODUCTION**

	3Q10	2Q11	3Q11	Ch. 3Q11/3Q10	Ch. 3Q11/2Q11
Average working interest production (kbbl/day)	19.6	21.8	20.8	6.3%	(4.6%)
Average net entitlement production (kbbl/day)	9.5	13.8	12.2	27.9%	(11.4%)

## **REFINING & MARKETING**

	3Q10	2Q11	3Q11	Ch. 3Q11/3Q10	Ch. 3Q11/2Q11
Crude processed (k bbl)	22,972	20,895	20,745	(9.7%)	(0.7%)
Total refined product sales <sup>5</sup> (million tonnes)	4.4	4.2	4.3	(2.4%)	1.5%
Sales to direct clients <sup>5</sup> (million tonnes)	2.7	2.6	2.8	1.0%	5.2%
Exports (million tonnes)	0.7	0.8	0.7	(6.9%)	(11.8%)

#### **GAS & POWER**

	3Q10	2Q11	3Q11	Ch. 3Q11/3Q10	Ch. 3Q11/2Q11
NG supply total sales volumes (million m <sup>3</sup> )	1,302	1,187	1,159	(11.0%)	(2.4%)
Of which <sup>6</sup> :					
Electrical segment	613	487	490	(20.0%)	0.5%
Industrial segment	428	532	476	11.2%	(10.7%)
Trading	159	46	88	(44.7%)	89.8%
Sales of electricity to the grid <sup>7</sup> (GWh)	301	323	318	5.6%	(1.6%)



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#### 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 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.98 \$/ton (Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.22 \$/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 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam - Flat 5.98 \$/ton (Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam - Flat 5.22 \$/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.



<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 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.98 \$/ton (Freight 2010: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.22 \$/ton). Yields in % of weight.

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

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

<sup>&</sup>lt;sup>5</sup> Includes sales in Africa. This change was applied to the third quarter 2010 to make periods comparable.

<sup>&</sup>lt;sup>6</sup> Natural gas sales per segment include sales in the liberalized and regulated market. This change was applied to the third quarter 2010 to make periods comparable.

<sup>&</sup>lt;sup>7</sup> Includes unconsolidated companies where Galp Energia has a significant interest.

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## **Results Presentation**

The results will be disclosed to the market on October 28 2011 before the open of NYSE Euronext Lisbon.

The Conference Call will take place on October 28 2011 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

- Manuel Ferreira De Oliveira (CEO)
- Claudio De Marco (CFO)
- Tiago Villas-Boas (IR)

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