# FIRST HALF 2008 RESULTS

Lisbon, 6 August 2008



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# WEAK REFINING ENVIRONMENT DROVE NET PROFIT DOWN 25% YoY

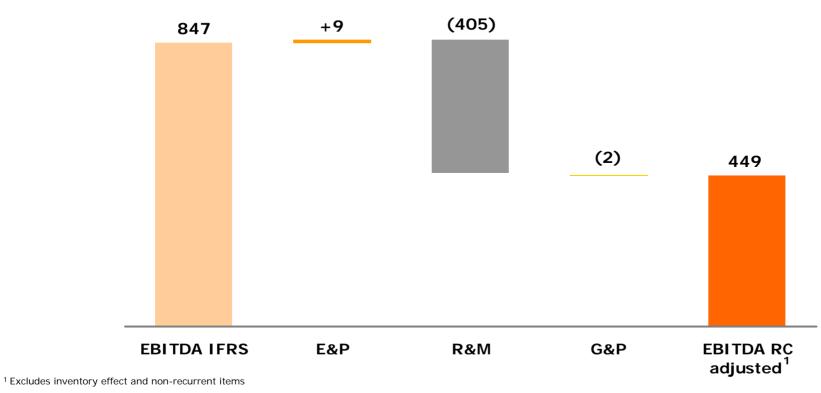
IFRS				Replacement Cost Adjusted <sup>1</sup>		
1H07	1H08	% Ch.	€ Million	1H07	1H08	% Ch.
5,885	7,537	+28%	Turnover	5,882	7,512	+28%
646	847	+31%	EBITDA	500	449	(10%)
517	725	+40%	EBIT	379	316	(17%)
31	22	(29%)	Associates	31	22	(29%)
401	524	+31%	Net Profit	285	214	(25%)
0.48	0.63	+31%	EPS (Eur/share)	0.34	0.26	(25%)
0.64	0.97	+50%	EPS (Usd/share)	0.46	0.39	(14%)



<sup>1</sup> Excludes inventory effect and non-recurrent items

# R&M STOCK EFFECT OF €401 MLN ACCOUNTS FOR THE DIFFERENCE

#### Adjustments to EBITDA IFRS in 1H08 (€ Million)





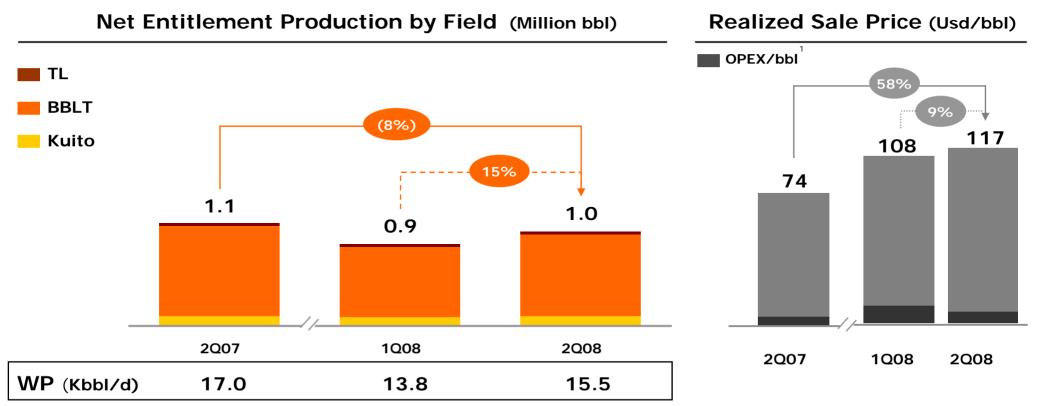
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## PRODUCTION BOUNCING BACK WITH RECOVERY OF BBLT

- BBLT drilling development activities regaining normal pace
- Increase in working production, up 13% QoQ, reflected in net entitlement, notwithstanding surge in crude oil prices



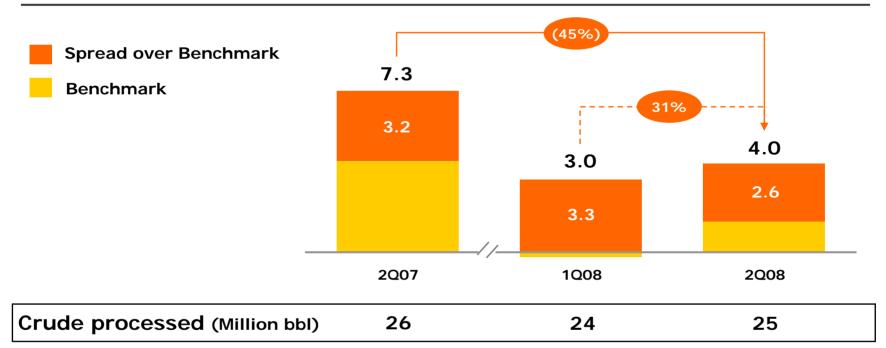
Note: Working Interest Production corresponds to the total production before deducting the concessionaire share under Production Sharing Agreements ("PSA"); Net Entitlement figures after deducting PSA effect.

<sup>1</sup> Only cash costs, based on net entitlement production



# REFINING MARGINS REBOUNDED FROM PREVIOUS QUARTER

- Margins up 31% QoQ in Usd and 21% in Euro to 2.6 Eur/bbl
- Fuel oil and gasoline cracks, down 62% and 40% in the 2Q08, impacting margins on a yearly basis
- 2Q08 refining margins were down 45% and 53% YoY on Usd and Euro basis, respectively



#### Galp Energia vs Benchmark Refining Margin (Usd/bbl)

Source: Platts

Benchmark refining margin considers 70% of Rotterdam cracking and 30% of Rotterdam Hydro + Aromatics + Base Oils



# VOLUMES SOLD REACHED 8 MLN TONS IN THE 1H08

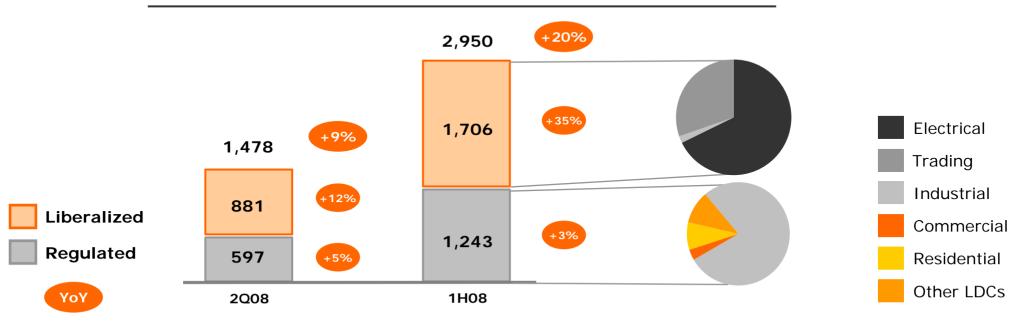
- Positive contribution from wholesale segment, with volumes up 3.1% YoY in the 1H08
- Exports increased 5.7% YoY in the 1H08, with gasoline weighting 39.0% of 1H08 volumes

Million tons	2008	% YoY	1H08	% YoY
Refining throughput	3.6	(2.9%)	7.1	(1.0%)
Total volumes of products sold	4.1	+0.9%	8.0	(0.3%)
Direct customers - Portugal	1.6	+0.6%	3.2	(0.8%)
Direct customers - Spain	0.7	(1.7%)	1.5	+0.1%
Portuguese operators	1.1	(1.8%)	2.0	(3.6%)
Exports	0.7	+8.9%	1.4	+5.7%



### NATURAL GAS VOLUMES IN 1H08 UP 20% YoY TO 3 Bcm

- All segments posted positive growth on a yearly basis
- Strong contribution from electrical and trading segments, which benefited from low hydro levels in Iberia, posting an increase in volumes of 32% YoY in the 1H08
- 2008 volumes sales were up 9% YoY driven by the liberalized market



#### Liberalized & Regulated markets (Mm<sup>3</sup>)

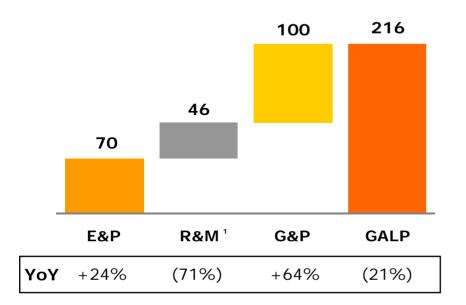


FINANCIAL OVERVIEW

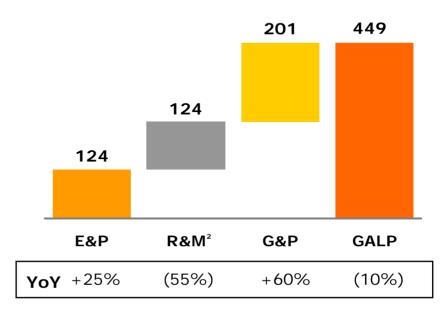


## REPLACEMENT COST ADJUSTED EBITDA REACHED €449 MLN IN 1H08

- Strong contribution from the E&P business, driven by increase in realized price
- Weaker Usd/Eur, as well as a 2Q08 time lag effect amounting to €54 mln hurt operational performance of the R&M division (negative time lag effect for 1H07 and for 1H08 amounted to €32 mln and €59 mln, respectively)
- G&P posted a strong performance driven by increase in volumes sold



#### RC adjusted 2Q08 EBITDA (€ M)



galp energia

<sup>2</sup> R&M includes others of €7 M and €4 M in 1H08 and 1H07, respectively

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<sup>1</sup> R&M includes others of €3 M in 2007 and 2008

#### RC adjusted 1H08 EBITDA (€ M)

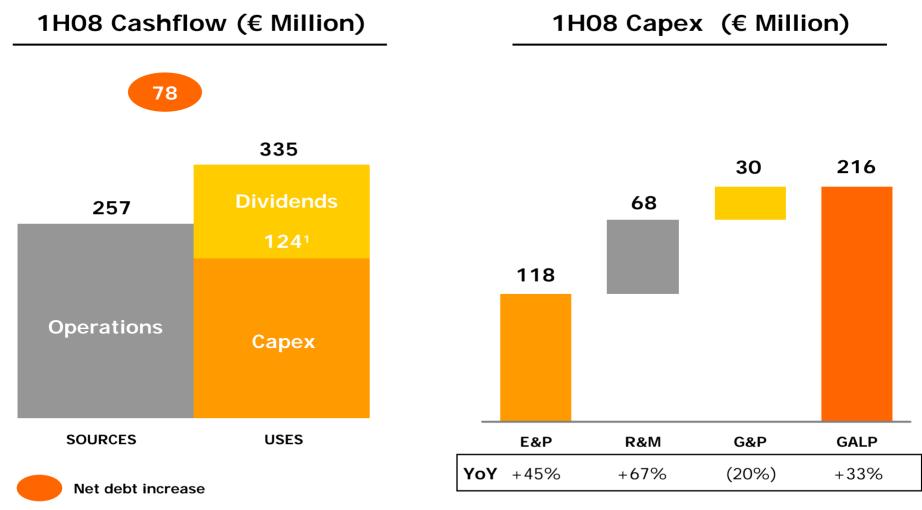
# 2008 NET PROFIT IMPACTED BY THE R&M SEGMENT

Replacement Cost Adjusted <sup>1</sup>				-	Replacement Cost Adjusted <sup>1</sup>		
2Q07	2008	% Ch.	€ Million	1H07	1H08	% Ch.	
3,135	4,020	+28%	Turnover	5,882	7,512	+28%	
274	216	(21%)	EBITDA	500	449	(10%)	
214	148	(31%)	EBIT	379	316	(17%)	
12	10	(15%)	Associates	31	22	(29%)	
166	105	(37%)	Net Profit	285	214	(25%)	
0.20	0.13	(37%)	EPS (Eur/share)	0.34	0.26	(25%)	
0.27	0.20	(27%)	EPS (Usd/share)	0.46	0.39	(14%)	

<sup>1</sup> Excludes inventory effect and non-recurrent items



## 1H08 CAPEX INCREASE DRIVEN BY E&P SEGMENT



<sup>1</sup> Net of dividends received



#### Balance Sheet Items (€ Million)

	Dec. 2007	Mar. 2008	Jun. 2008	Change vs Dec.	Change vs Mar.
Fixed Assets	2,584	2,629	2,689	105	60
Strategic Stock	566	679	894	328	215
Other assets (liabilities)	(170)	(235)	(319)	(149)	(84)
Working Capital	180	121	355	175	235
Net Debt	734	598	812	78	215
Equity	2,426	2,596	2,807	380	211
Capital Employed	3,160	3,194	3,619	459	425
Net debt to Equity	30%	23%	29%	(1 p.p.)	6 p.p.



EXPLORATION & PRODUCTION

Contributed to 28% of replacement cost adjusted EBITDA in 1H08
Realization price up 73% YoY in the 1H08

REFINING & MARKETING

Time lag effect and Usd devaluation hurt refining margins in 1H08
Direct customers continued supporting volumes in the quarter

- GAS & POWER
- Replacement cost adjusted EBITDA up 60% YoY in 1H08
- Strong contribution from electrical and trading segments



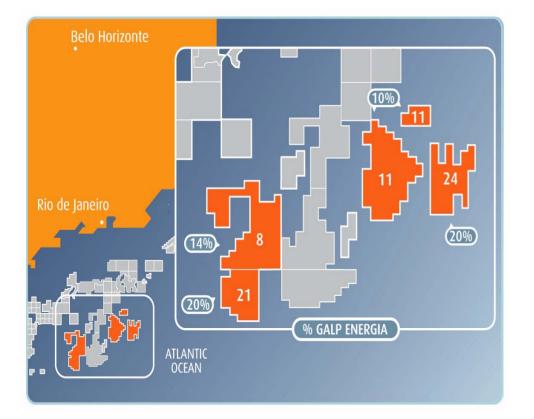
- Capex up 33% YoY in 1H08
- Net debt of €812 million contributing to a gearing of 29% in 1H08
  Interim dividend of €0.16 to be paid in November<sup>1</sup>

<sup>1</sup> To be approved by the Board of Directors









#### Key highlights

- Tupi recoverable oil and natural gas between 5 and 8 billion bbl
- 1 gas and condensate discovery in BM-S-24 (Júpiter)
- 1 oil discovery in BM-S-21 (Caramba)
  - Evaluation plan already approved
- 1 oil discovery in BM-S-8 (Bem-te-vi)
  - Evaluation plan under discussion
- 2 wells being drilled, BM-S-11(lara) and BM-S-24 (Júpiter)
  - Results due in 3Q08



# IMPACT OF CONVERSION PROJECT HIGHER THAN INITIALLY GUIDED

#### Key highlights

- Main equipment already contracted
- Project on track in terms of timing and cost
- Subsidy proposal from the Portuguese Government amounts to €150 mln in tax savings after the project starts
- Got PIN<sup>+</sup>, an instrument to fasten the licensing approval
- Should the project be already on stream, 2Q08 refining margin increment would be more than Usd 6/bbl\*, higher than the Usd 3/bbl initially guided

\* Assumes conversion project economics and 2Q08 cracking data

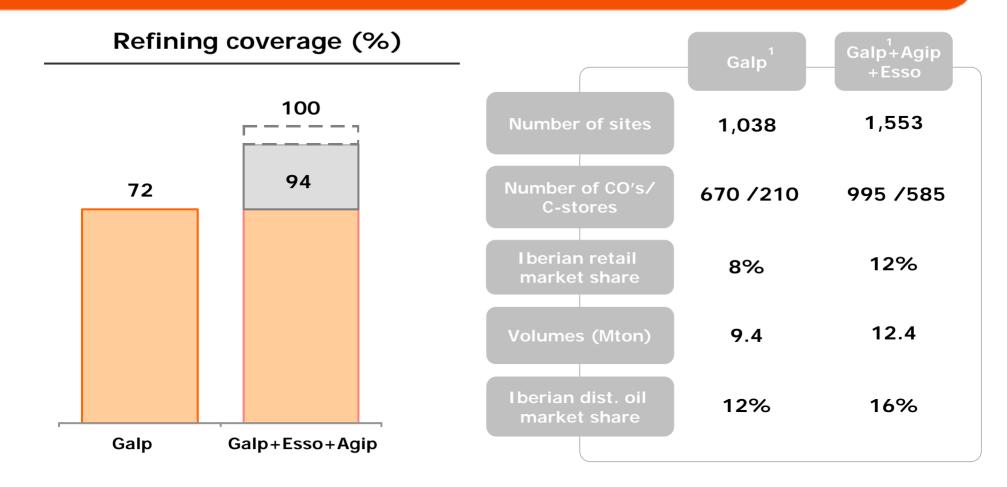
#### Spread diesel vs fuel oil (Usd/bbl)



Spread of diesel/fuel oil higher than the Usd 23/bbl initially assumed



# AGIP AND ESSO RETAIL NETWORKS ACQUISITION RATIONALE



# Increase integration of R&M activities decreases volatility of earnings

# Strengthening marketing and logistic position in Spain

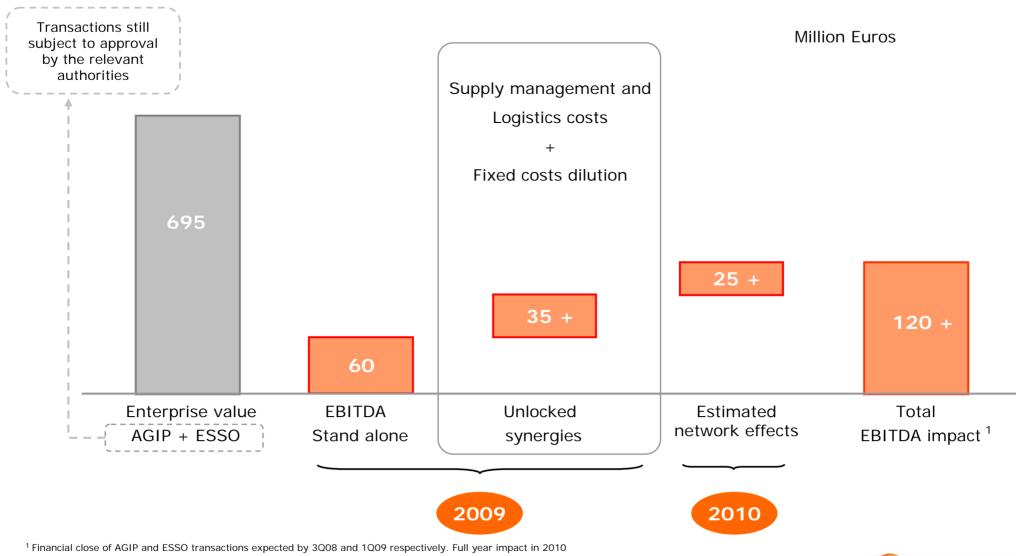
<sup>1</sup> Figures as of December 2007



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To be achieved

# INCREASED IBERIAN POSITION CAPTURES ECONOMIES OF SCALE







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