# 3<sup>rd</sup> Quarter 2012 trading update

This trading update is aimed at providing estimates regarding macroeconomic, operational and trading conditions experienced by Galp Energia during the third quarter of 2012. 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 29.

#### **REPORTING DATE FOR 3Q12 RESULTS**

Galp Energia will report the third quarter 2012 results on Monday, <u>October 29 2012</u>, before the open of NYSE Euronext Lisbon, instead of on the previously announced date of October 26. The conference call with both analysts and investors will take place on the same day at <u>11:30 (UK time)</u>.

#### **ECONOMIC INDICATORS**

	3Q11	2Q12	3Q12	Ch. 3Q12/3Q11	Ch. 3Q12/2Q12
Average brent dated price <sup>1</sup> (Usd/bbl)	113.5	108.3	109.5	(3.5%)	1.1%
Benchmark refining margin <sup>2</sup> (Usd/bbl)	(0.4)	2.2	3.9	n.m.	78.1%
UK NBP natural gas price <sup>3</sup> (GBp/therm)	54.2	57.4	56.9	5.0%	(1.0%)
Average exchange rate <sup>3</sup> Eur/Usd	1.41	1.28	1.25	(11.4%)	(2.5%)

# **OPERATIONAL INDICATORS**

#### **EXPLORATION & PRODUCTION**

	3Q11	2Q12	3Q12	Ch. 3Q12/3Q11	Ch. 3Q12/2Q12
Average working interest production (kboepd)	20.8	25.8	25.9	24.5%	0.5%
Average net entitlement production (kboepd)	12.2	18.8	19.5	60.0%	3.7%

# **REFINING & MARKETING**

	3Q11	2Q12	3Q12	Ch. 3Q12/3Q11	Ch. 3Q12/2Q12
Crude processed (k bbl)	20,745	21,456	21,281	2.6%	(0.8%)
Sales to direct clients <sup>4</sup> (million tonnes)	2.8	2.5	2.5	(9.3%)	2.2%
Exports (million tonnes)	0.7	0.8	0.8	23.9%	2.8%

#### **GAS & POWER**

	3Q11	2Q12	3Q12	Ch. 3Q12/3Q11	Ch. 3Q12/2Q12
NG supply total sales volumes (million m <sup>3</sup> )	1,159	1,500	1,470	26.9%	(2.0%)
Of which:					
Sales to direct clients	1,071	868	982	(8.3%)	13.2%
Trading	88	632	488	n.m.	(22.9%)
Sales of electricity to the grid <sup>5</sup> (GWh)	320	317	317	(0.9%)	0.1%



#### Notes:

70% Rotterdam cracking refining margin: 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 2012: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 6.81 \$/ton (Freight 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.98 \$/ton). Yields in % of weight.

30% Rotterdam hydroskimming + Aromatics + base oil refining margin:

Rotterdam hydroskimming + Aromatics + Base oil refining margin = 65% Rotterdam hydroskimming refining margin + 15% Rotterdam aromatics refining margin + 20% Base Oil refining margin

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 2012: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 6.81 \$/ton (Freight 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.98 \$/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 2012: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 6.81 \$/ton (Freight 2011: WS Aframax (80 kts) Route Sullom Voe / Rotterdam – Flat 5.98 \$/ton). Yields in % of weight;



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

<sup>&</sup>lt;sup>2</sup> Source Platts

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

<sup>&</sup>lt;sup>4</sup> Includes sales in Africa.

<sup>&</sup>lt;sup>5</sup> Includes unconsolidated companies where Galp Energia has a significant interest.

# **Results Presentation**

The results will be disclosed to the market on October 29 2012 before the open of NYSE Euronext Lisbon.

The Conference Call will take place on October 29 2012 at 11:30 (UK time). 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:

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