## FIRST QUARTER 2008 RESULTS

Lisbon, 20 May 2008



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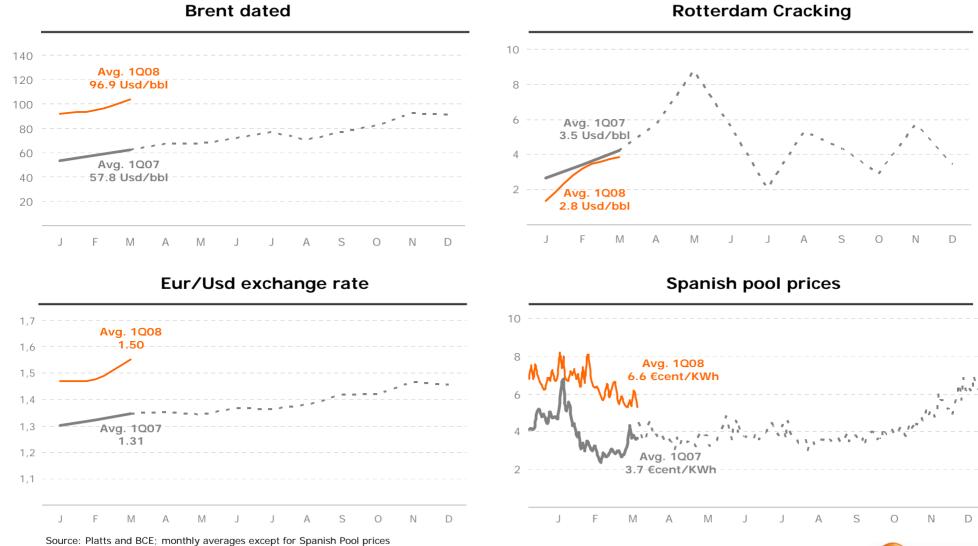
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#### STEEPER CURVE OF BRENT AND EURO, WIDENING GAP TO 2007



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## REPLACEMENT COST ADJUSTED EBITDA OF €234 MILLION, UP 3.3%

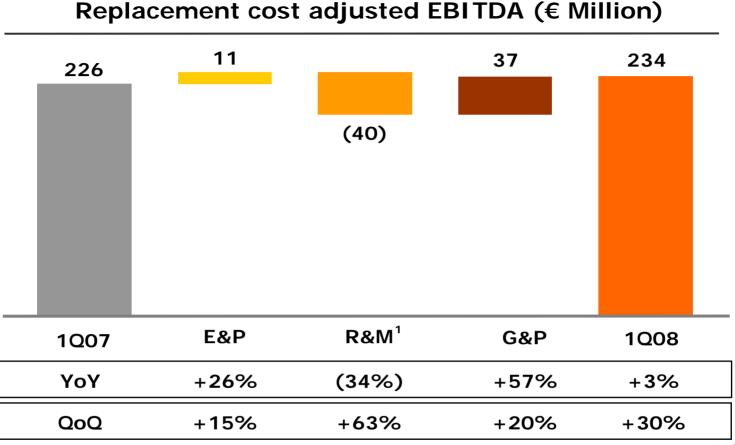
| IFRS  |       |         |                 | Replacement Cost<br>Adjusted <sup>1</sup> |       |         |
|-------|-------|---------|-----------------|---|-------|---------|
| 1Q07  | 1Q08  | % Ch.   | € Million       | 1007                                      | 1008  | % Ch.   |
| 2,750 | 3,493 | 27.0%   | Turnover        | 2,746                                     | 3,493 | 27.2%   |
| 242   | 316   | 30.7%   | EBITDA          | 226                                       | 234   | 3.3%    |
| 179   | 247   | 37.8%   | EBIT            | 165                                       | 169   | 2.6%    |
| 19    | 12    | (37.6%) | Associates      | 19  | 12    | (37.6%) |
| 143   | 175   | 22.9%   | Net Profit      | 119                                       | 109   | (8.4%)  |
|       |       |         |                 |   |       |         |
| 0.17  | 0.21  | 22.9%   | EPS (Eur/share) | 0.14                                      | 0.13  | (8.4%)  |
| 0.23  | 0.32  | 40.4%   | EPS (Usd/share) | 0.19                                      | 0.20  | 4.6%    |



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

#### REPLACEMENT COST ADJUSTED EBITDA UP 3% YoY AND 30% QoQ

- G&P and E&P strongly contributing to growth in replacement cost adjusted EBITDA
- Replacement cost adjusted EBITDA posted double digit increase QoQ in each segment



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<sup>1</sup> R&M includes Others of €4 M

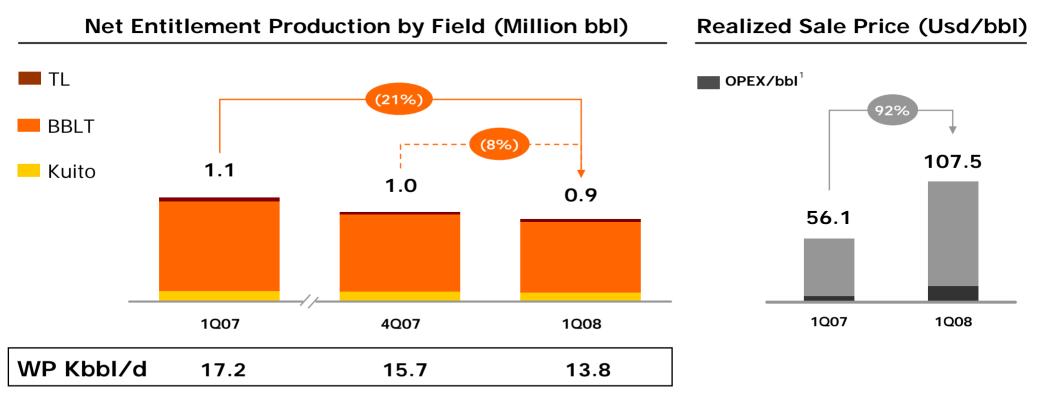
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#### INCREASE IN UNIT MARGIN COMPENSATES LOWER PRODUCTION

- Expected delays in BBLT drilling activities to be solved before the end of 2Q08
- Reduction in net entitlement production due to lower working production and to higher crude oil prices



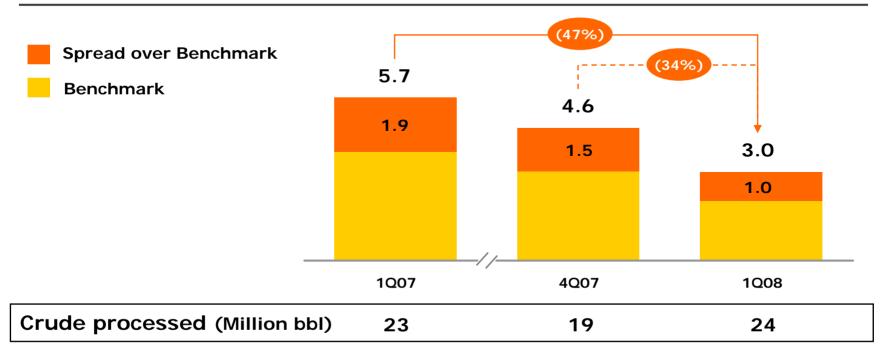
Note: Working Interest Production corresponds to the total production before deducting the concessionaire share under Production Sharing Agreements ("PSA"); Net Entitlement figures after deducting PSA effect.

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



#### EXTERNAL DRIVERS CONTINUED TO PUSH REFINING MARGINS DOWN

- Margins impacted by Eur/Usd appreciation, +14% YoY
- Decreasing fuel oil and gasoline cracks, -34% YoY and -6% YoY, respectively
- Increase of crude processed to 24 Million bbl, up 23% QoQ, after Porto refinery's programmed outage in 4Q07



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

Source: Platts

Benchmark refining margin considers 75% of Rotterdam cracking and 25% of Rotterdam Hydro + Aromatics



#### DIRECT CUSTOMERS CONTINUED SUPPORTING VOLUMES

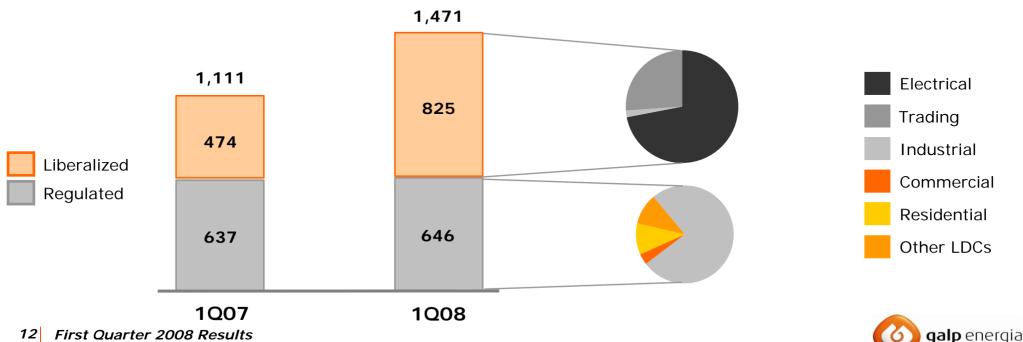
- Positive contribution from wholesale segment, up 7% YoY
- Exports up 2% YoY fuelled by gasoline growth of 29%, mainly to USA

| Million tons                   | 1Q08 | % YoY  | % QoQ  |
|--------------------------------|------|--------|--------|
| Refining throughput            | 3.1  | (1.5%) | +14.3% |
| Total volumes of products sold | 3.9  | (1.6%) | +2.9%  |
| Direct customers - Portugal    | 1.6  | (2.2%) | +0.9%  |
| Direct customers - Spain       | 0.8  | +1.8%  | (2.9%) |
| Portuguese operators           | 0.9  | (5.6%) | (6.7%) |
| Exports                        | 0.6  | +2.2%  | +42.3% |



#### NATURAL GAS VOLUMES REACHED 1,471 Mm<sup>3</sup>, UP 32% YoY

- Electrical and trading segments responsible for 55% of total volumes sold, posting an • increase of 71% YoY, due to low hydro levels
- Volumes in Spain, in industrial sector, reached 16 Mm<sup>3</sup> during the guarter
- 16 thousand new clients acquired in 1008, mainly in the residential segment



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

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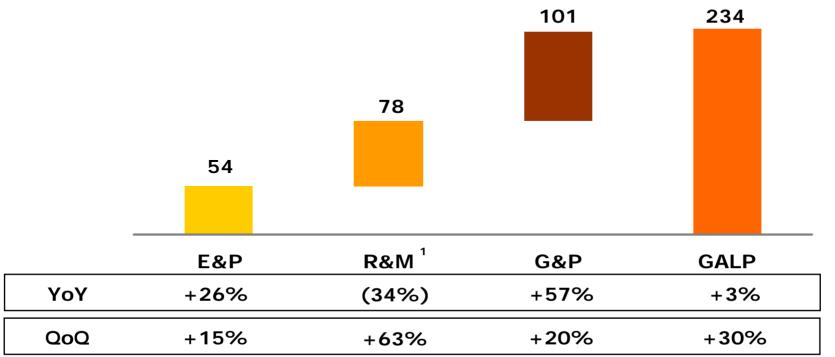
FINANCIAL OVERVIEW



#### REPLACEMENT COST ADJUSTED EBITDA REACHED €234 MILLION

- E&P benefited from increase in realized sale price, 92% YoY
- R&M performance hampered by Usd devaluation and decreasing fuel oil and gasoline cracks
- G&P growth supported by increasing volumes in electrical and trading segments

**Replacement cost adjusted EBITDA (€ Million)** 



<sup>1</sup> R&M includes Others of €4 M



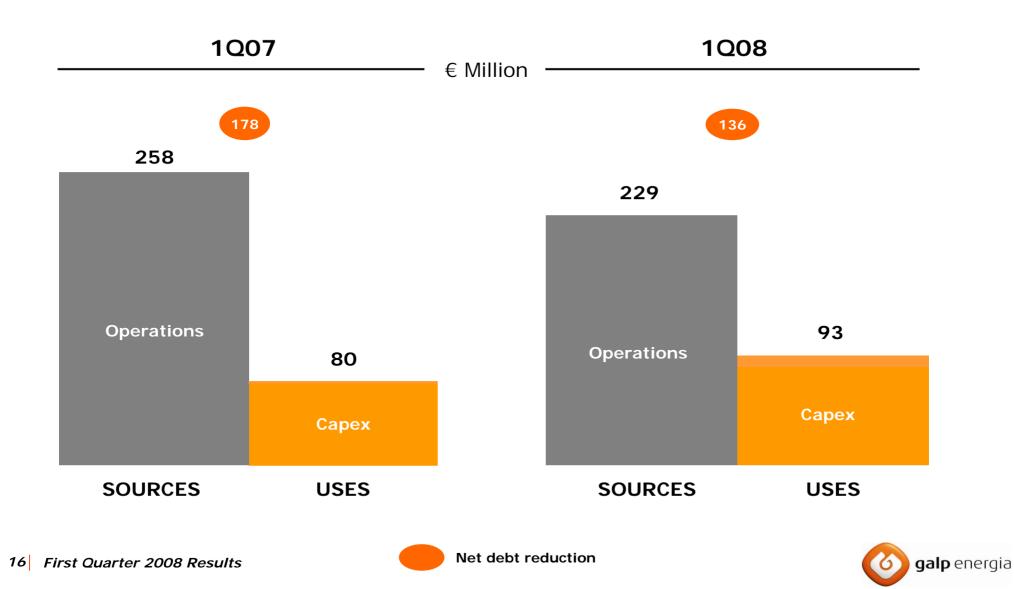
## REPLACEMENT COST ADJUSTED EPS OF €0.13, UP 4.6% ON USD BASIS

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

#### CASH FLOW GENERATED LED TO NET DEBT REDUCTION



#### Balance Sheet Items (€ Million)

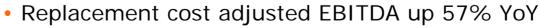
|                            | Dec. 2007 | Mar. 2008 | Ch.      |
|----------------------------|-----------|-----------|----------|
| Fixed Assets               | 2,584     | 2,629     | 45       |
| Strategic Stock            | 566       | 679       | 113      |
| Other assets (liabilities) | (170)     | (235)     | (65)     |
| Working Capital            | 180       | 121       | (60)     |
|                            |           |           |          |
| Net Debt                   | 734       | 598       | (136)    |
| Equity                     | 2,426     | 2,596     | 169      |
| Capital Employed           | 3,160     | 3,194     | 33       |
|                            |           |           |          |
| Net Debt to Equity         | 30%       | 23%       | (7 p.p.) |



#### FIRST QUARTER HIGHLIGHTS

| EXPLORATION<br>&<br>PRODUCTION | <ul><li>Contributed to</li><li>Realization pri</li></ul>     |
|--------------------------------|--|
| REFINING<br>&<br>MARKETING     | <ul><li>Usd devaluation</li><li>Direct custom</li></ul>      |
| GAS<br>&<br>POWER              | <ul><li>Replacement of</li><li>Strong contribution</li></ul> |

- Contributed to 23% of replacement cost adjusted EBITDA
- Realization price up 92% YoY
- Usd devaluation hurt margins in 1Q08
- Direct customers continued supporting volumes



Strong contribution from electrical and trading segments

#### FINANCIALS

- Capex up 30% YoY
- Net Debt reduction of €136 million



## AGREEMENTS WITH PDVSA



## VENEZUELA, A NEW PLATFORM FOR GROWTH

DELTA CARIBE AND MARISCAL SUCRE LNG PROJECTS

- 2 projects, each to include the development of a natural gas pipeline and a liquefaction facility
- Total processing capacity of 13 bcm of LNG per year
- Participation of 15% in each project; start-up estimated for 2014

ORINOCO BELT RESERVES CERTIFICATION

- Joint evaluation and reserves certification of Block Boyacá 6 at the Orinoco Belt
- Joint definition of a development and heavy crude upgrading project

# CRUDE OIL

- Annual acquisition of crude oil between 2 and 4 million barrels
- Agreement can be renewed by annual periods

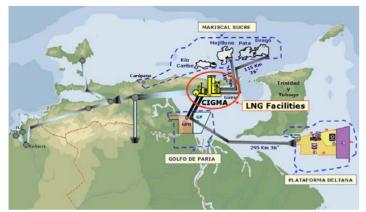
#### WIND FARMS DEVELOPMENT

Cooperation in the study and installation of four wind farmsTotal capacity of 72 MW



## DELTA CARIBE AND MARISCAL SUCRE LNG PROJECTS

## Project highlights



- Stake of 15% on both projects (1 train and 1 pipeline per project)
- Total liquefaction capacity of 13 bcm/y (6.5 bcm/y each)
- 2 pipelines to connect the plant from Plataforma Deltana and Mariscal Sucre
- LNG acquisition by Galp Energia of 2 bcm per year

#### Next steps

- Establishment of a coordination committee to develop:
  - Basic engineering and determine final investment amounts
  - Commercialization
  - EPC tender
- Final investment decision by the end of 2009
- First volumes of LNG expected before 2014



## ORINOCO BELT RESERVES CERTIFICATION



- Reserves certification at Block 6 of Boyacá
- Estimated oil in place of 60-80 bln bbl
- API of 4-10°
- Total area of 1,247 km<sup>2</sup>
- 7 wells already drilled; 6 additional wells required
- Establishment of a joint company, *Empresa Mixta*, for the execution of the project, after the certification process

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## CRUDE OIL ACQUISITION AND WIND FARMS AGREEMENTS

#### Crude oil

- Annual acquisition of crude oil between 2 and 4 million barrels
- Market price is the acquisition price
- The agreement can be renewed by annual periods

#### Wind farms

- Study, project and installation of 4 wind farms at Guajira, Chacopata and Nueva Esparta States
- Total capacity of 72 MW
- Galp Energia will provide training, technology and technical assistance to the future operators





#### **Investor Relations**

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