

*February 8, 2016*

# RESULTS FOURTH QUARTER 2015

*An integrated energy player focused on  
exploration and production*



RCA figures except otherwise noted.

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- Q4 Ebitda of €309 m, with integrated portfolio supporting FY EBITDA of €1.564 bn
- Q4 working interest production increased to 52.1 kboepd given contribution from FPSO #3 and #4 in Brazil and the start-up of Lianzi in Angola
- Sépia East DoC submitted and Carcará appraisal activities confirming high quality and reservoir productivity

# 2015: PERFORMANCE ABOVE EXPECTATIONS

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## *Key Indicators*

	Guidance - CMD 2015	Actual
Ebitda RCA	€1.1 bn - €1.3 bn	€1.56 bn
Capex	€1.3 bn - €1.5 bn	€1.28 bn
Production growth (WI)	30%-35%	50%
Refining utilisation rate (%)	80 – 85	85
Oil sales to direct clients (mton)	9.5 – 10	9.1
NG/LNG sales (bcm)	5 - 7	7.7

**EXECUTION UPDATE**

**FINANCIAL OVERVIEW**

**CONCLUDING REMARKS**

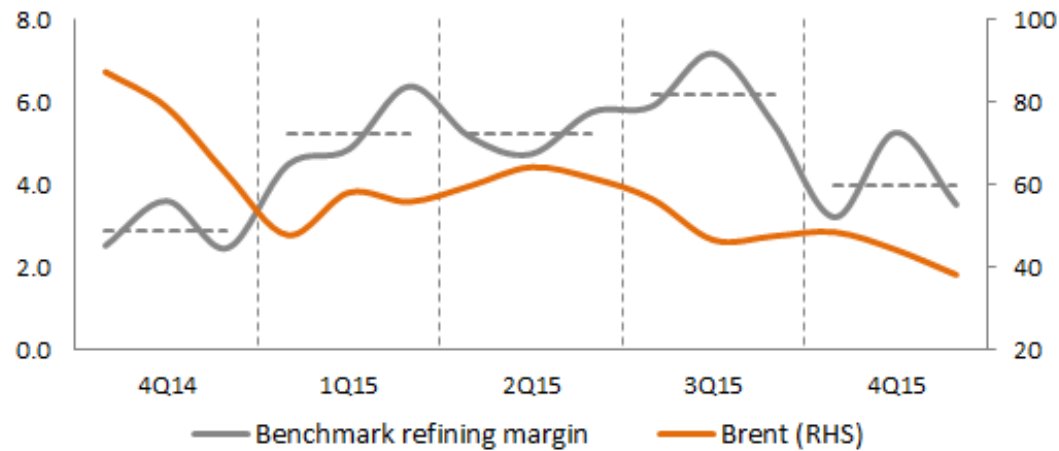
**APPENDIX**

# 4Q15: LOWER PRICES, HIGHER VOLUMES

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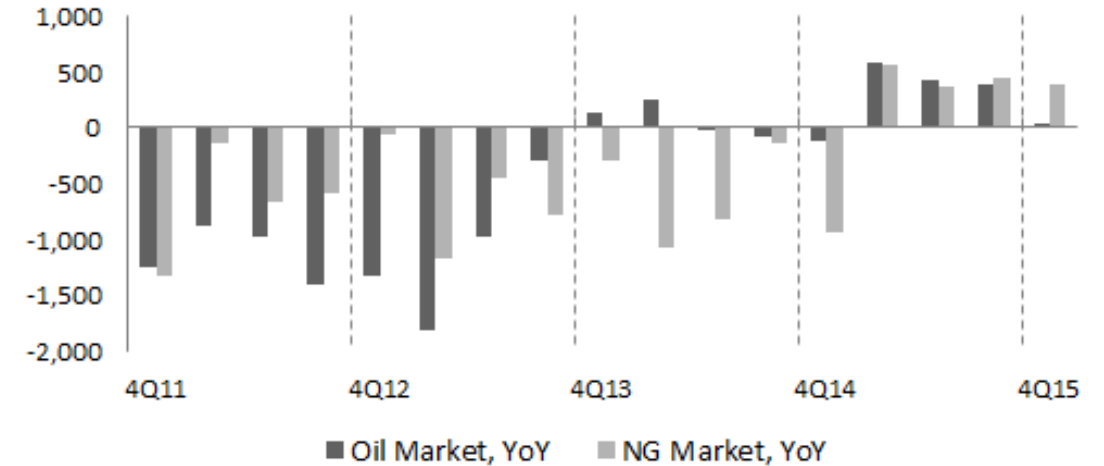
## Refining margins vs Brent price

(\$/bbl)



## Iberian Market Growth

(kton, mmcm)



- Crude oversupply pushed oil price to an 11-year low during 4Q15
- Refining margins impacted by middle distillates inventory surplus during 4Q15, although \$1.1/bbl higher YoY

- Iberian oil market up 2.4%, supported by low prices and economic recovery
- Iberian NG market up 6.0%, due to low hydraulicity





**FPSO CIDADE DE MANGARATIBA (#3)**

(150 kbopd)

- Full ramp-up achieved in 13 months, ahead of plan
- Five producer wells and five injector wells connected



**FPSO CIDADE DE ITAGUAÍ (#4)**

(150 kbopd)

- Started operations in July 2015 and reached c.90 kbopd, with three producer and three injector wells connected
- 4<sup>th</sup> producer well expected to be connected during 1Q16

# LULA/IRACEMA: FPSO #5 IMMINENT START OF PRODUCTION IN LULA ALTO

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**FPSO CIDADE DE MARICÁ (#5)**

(150 kbopd)

- Total of 10 wells already drilled in the Lula Alto area, with the first producer well currently being connected
- Unit to reach full capacity during 2017

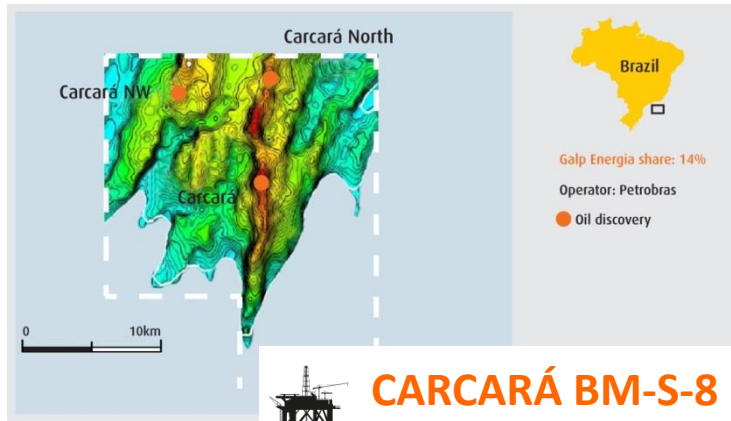




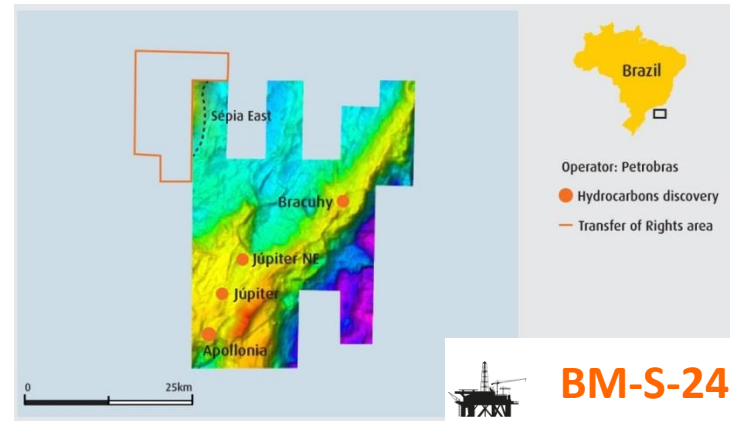
**FPSO CIDADE DE SAQUAREMA (#6)**

(150 kbopd)

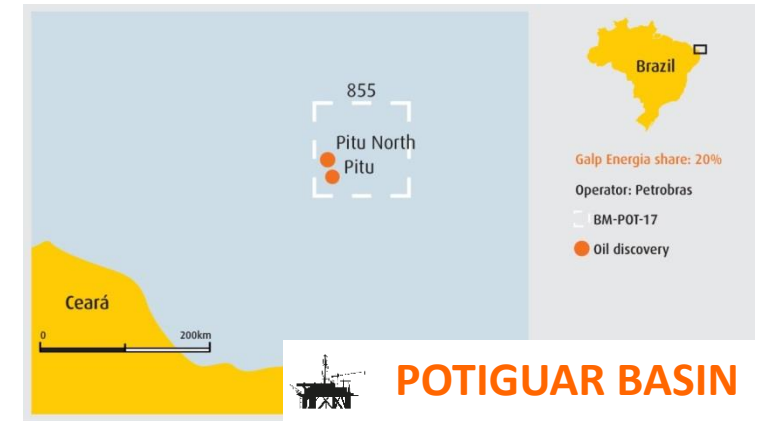
- FPSO at Brasa shipyard in Brazil for final integration works
- Expected to be deployed in Lula Central by mid-2016



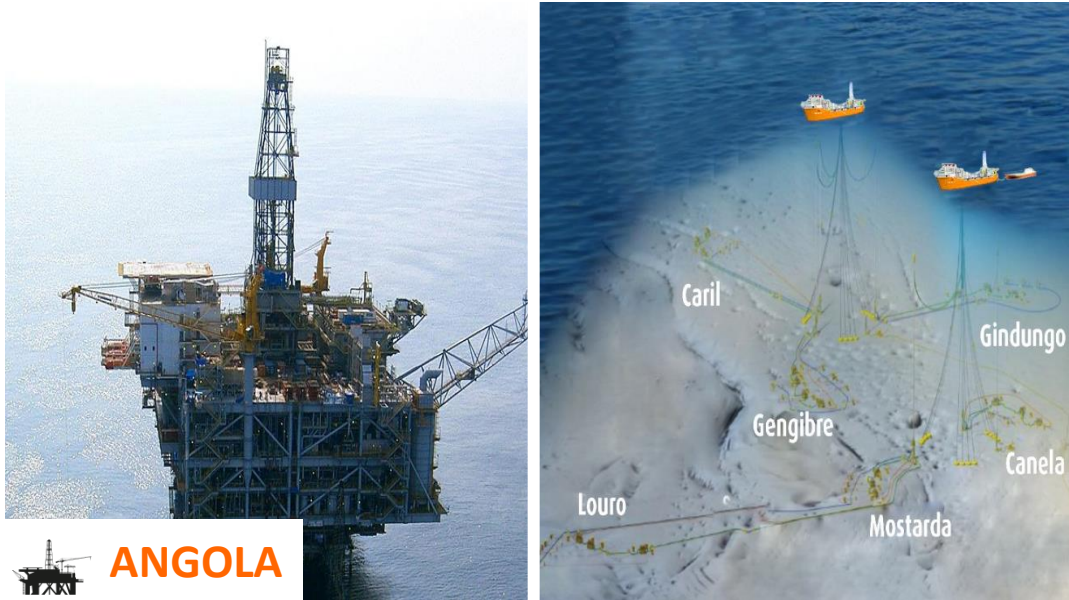
- Carcará North and Carcará NW confirmed the discovery of light oil and the extension of the discovery
- DST in Carcará North confirmed excellent productivity and high quality reservoir



- Sépia East DoC submitted in November 2015
- Sépia East to be unitised with Sépia (ToR area)



- Pitu North well confirmed the extension of Pitu discovery
- 3D seismic data acquisition expected in 2016



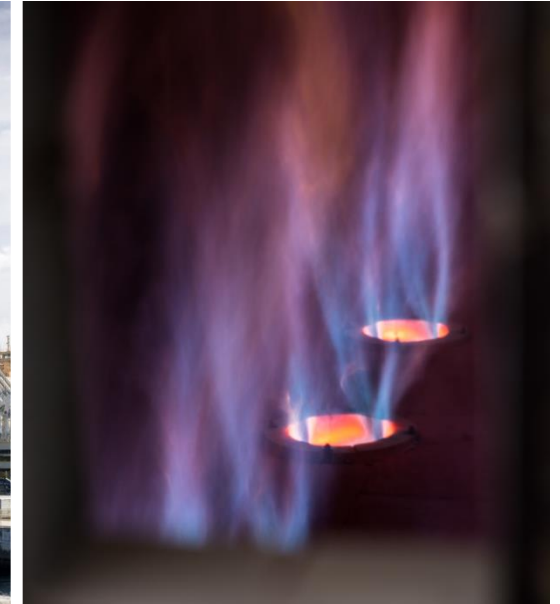
- Lianzi started production in October 2015
- Development drilling campaign ongoing in Kaombo
- Focus on cost reduction and fiscal terms renegotiations

- Focus on developing a robust and competitive FLNG solution for Coral
- Mamba Unitisation Agreement with Area 1 signed in November 2015





- Refining system high availability during 2015
- Business performance benefitted from market dynamics and cost optimisation



- Stable sales to direct clients benefiting from higher electrical segment demand
- Robust trading activity, supported by structured LNG contracts and by network opportunities in Europe

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# Q4 EBITDA OF €309 M

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## Profit & Loss RCA (€ m)

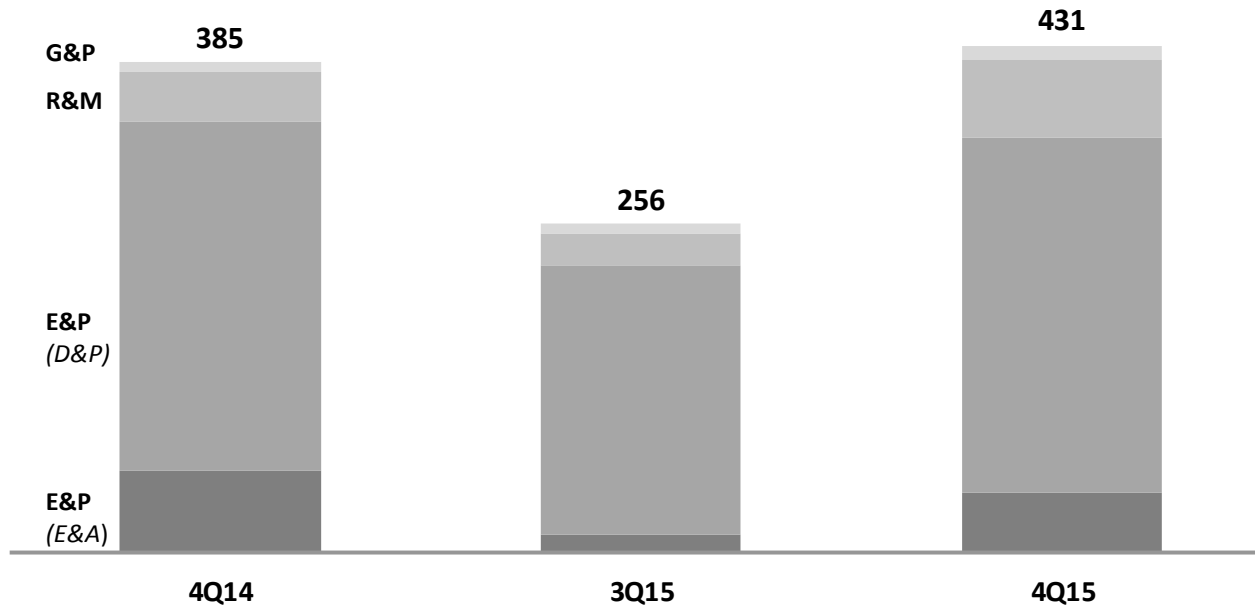
	4Q14	3Q15	4Q15	QoQ	YoY	12M15	YoY
<b>Turnover</b>	<b>4,470</b>	<b>3,906</b>	<b>3,435</b>	(12%)	(23%)	<b>15,517</b>	(13%)
<b>Ebitda</b>	<b>399</b>	<b>411</b>	<b>309</b>	(25%)	(22%)	<b>1,564</b>	19%
<i>E&amp;P</i>	102	89	53	(41%)	(48%)	356	(20%)
<i>R&amp;M</i>	191	245	166	(32%)	(13%)	800	94%
<i>G&amp;P</i>	101	72	88	22%	(13%)	382	(13%)
<b>Ebit</b>	<b>258</b>	<b>263</b>	<b>180</b>	(32%)	(30%)	<b>996</b>	29%
<b>Associates</b>	<b>16</b>	<b>17</b>	<b>24</b>	41%	48%	<b>84</b>	39%
<b>Financial results</b>	<b>(51)</b>	<b>(11)</b>	<b>(4)</b>	63%	92%	<b>(98)</b>	32%
<b>Taxes</b>	<b>(73)</b>	<b>(69)</b>	<b>(47)</b>	(32%)	(36%)	<b>(294)</b>	16%
<b>Non-controlling interests</b>	<b>(16)</b>	<b>(20)</b>	<b>(5)</b>	(73%)	(66%)	<b>(51)</b>	(23%)
<b>Net Income</b>	<b>137</b>	<b>180</b>	<b>149</b>	(18%)	9%	<b>639</b>	71%
<b>Net Income (IFRS)</b>	<b>(240)</b>	<b>27</b>	<b>6</b>	(78%)	n.m.	<b>123</b>	n.m.

- Resilient operating results despite challenging environment
- Upstream results impacted by lower oil prices despite growing production
- Net income increased 9% YoY, benefitting from Group integrated profile
- 2015 IFRS net income of €123 m impacted by inventory effect (€272 m) and non-recurring items (€244 m)

# 4Q15 CAPEX OF €431 M<sup>1</sup> MOSTLY ALLOCATED TO UPSTREAM

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## Capital Expenditure (€ m)



- E&P accounted for 75% of Group capex, of which development activities accounted for 86%
- Brazil represented c.70% of total Upstream capex due to Lula/Iracema development execution
- Downstream and gas capex of c.€109 m<sup>1</sup>

## Balance Sheet (€ m)<sup>1</sup>

	Dec.2015	Set.2015	Dec.2014	Dec-Set	Dec-Dec
Fixed and LT assets	7,877	7,638	7,599	239	278
Work in progress	2,077	2,016	1,768	61	309
Working capital	527	577	968	(50)	(442)
Loan to Sinopec	723	781	890	(58)	(167)
Other assets (liabilities)	(517)	(536)	(512)	19	(5)
Capital employed	8,609	8,459	8,945	150	(336)
Net debt <sup>2</sup>	2,422	2,387	2,520	35	(98)
Equity	6,187	6,072	6,425	115	(238)
Net Debt + Equity	8,609	8,459	8,945	150	(336)

- Working capital positively impacted by lower inventories and client receivables
- Net debt decreased €98 m during 2015 despite intensive capex
- Net debt of €1.7 bn considering loan to Sinopec as cash and equivalents, with implicit net debt to Ebitda of 1.2x<sup>3</sup>

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- Maintaining the focus on Lula/Iracema project execution:
  - FPSO #1, #2 and #3 producing steadily at plateau
  - FPSO #4 in production ramp-up, with the 4<sup>th</sup> producer well expected by 1Q16
  - FPSO #5 at Lula Alto with imminent first oil
  - FPSO #6 to be deployed by mid-2016
- Production growth and integrated business profile key to face current market conditions
- Maintained strong financial position





# **Save the date**

Capital Markets Day 2016  
15 March 2016  
London

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## Main E&P data

		4Q14	3Q15	4Q15	QoQ	YoY	12M15	YoY
<b>Working interest production</b>	kboepd	<b>36.3</b>	<b>45.7</b>	<b>52.1</b>	14%	43%	<b>45.8</b>	50%
<b>Oil production</b>	kbopd	<b>34.0</b>	<b>42.2</b>	<b>48.9</b>	16%	44%	<b>42.5</b>	48%
<b>Net entitlement production</b>	kboepd	<b>33.4</b>	<b>43.9</b>	<b>49.2</b>	12%	48%	<b>43.2</b>	60%
<b>Angola</b>	kbopd	<b>8.1</b>	<b>6.1</b>	<b>7.6</b>	23%	(6%)	<b>7.2</b>	0%
<b>Brazil</b>	kboepd	<b>25.3</b>	<b>37.8</b>	<b>41.6</b>	10%	65%	<b>36.0</b>	82%
<b>Realised sale price</b>	USD/boe	<b>66.4</b>	<b>43.8</b>	<b>30.0</b>	(32%)	(55%)	<b>43.5</b>	(51%)
<b>Production cost</b>	USD/boe	<b>11.4</b>	<b>9.5</b>	<b>10.5</b>	10%	(9%)	<b>9.8</b>	(27%)
<b>DD&amp;A</b>	USD/boe	<b>14.9</b>	<b>15.4</b>	<b>9.8</b>	(37%)	(34%)	<b>14.8</b>	(26%)
<b>Ebitda</b>	€ m	<b>102</b>	<b>89</b>	<b>53</b>	(41%)	(48%)	<b>356</b>	(20%)
<b>Ebit</b>	€ m	<b>65</b>	<b>33</b>	<b>12</b>	(63%)	(82%)	<b>145</b>	(51%)
<b>CAPEX</b>	€ m	<b>333</b>	<b>223</b>	<b>321</b>	44%	-4%	<b>1,103</b>	8%

- Higher production in Brazil QoQ, mainly due to FPSO #3 and #4
- Angola NE increased 1.4 kbopd QoQ due to the higher contribution from BBLT and the start-up of Lianzi, in Angola
- Ebitda decreased 48% YoY following lower Brent price despite production increase

# R&M: RESILIENT EBITDA SUPPORTED BY REFINING AND STEADY MARKETING VOLUMES<sup>21</sup>

## Main R&M data

		4Q14	3Q15	4Q15	QoQ	YoY	12M15	YoY
<b>Galp Energia refining margin</b>	USD/boe	<b>4.7</b>	<b>6.7</b>	<b>4.1</b>	(38%)	(12%)	<b>6.0</b>	n.m.
<b>Refining cash cost <sup>1</sup></b>	USD/boe	<b>2.1</b>	<b>2.9</b>	<b>2.0</b>	(29%)	(4%)	<b>2.5</b>	(1%)
<b>Raw materials processed</b>	kboe	<b>27,592</b>	<b>29,814</b>	<b>28,763</b>	(4%)	4%	<b>114,572</b>	23%
<b>Total refined product sales</b>	mton	<b>4.6</b>	<b>4.8</b>	<b>4.6</b>	(4%)	1%	<b>18.6</b>	10%
<b>Sales to direct clients</b>	mton	<b>2.3</b>	<b>2.4</b>	<b>2.2</b>	(7%)	(5%)	<b>9.1</b>	0%
<b>Ebitda</b>	€ m	<b>191</b>	<b>245</b>	<b>166</b>	(32%)	(13%)	<b>800</b>	94%
<b>Ebit</b>	€ m	<b>105</b>	<b>173</b>	<b>94</b>	(45%)	(10%)	<b>516</b>	n.m.
<b>CAPEX</b>	€ m	<b>40</b>	<b>24</b>	<b>60</b>	n.m.	50%	<b>110</b>	2%

- Q4 premium to benchmark of \$0.1/boe impacted by planned outages for maintenance in some units
- Sales to direct clients down YoY, following the wholesale accounts' rationalisation
- Ebitda down YoY mainly due to lower refining margins and a time lag effect on oil products pricing

## Main G&P data

		4Q14	3Q15	4Q15	QoQ	YoY	12M15	YoY
NG supply total sales volumes	mm <sup>3</sup>	1,885	1,909	1,692	(11%)	(10%)	7,665	3%
Sales to direct clients	mm <sup>3</sup>	968	933	992	6%	2%	3,843	2%
Trading	mm <sup>3</sup>	917	976	700	(28%)	(24%)	3,822	3%
Ebitda	€ m	101	72	88	22%	(13%)	382	(13%)
Ebit	€ m	84	54	71	32%	(15%)	313	(14%)
CAPEX	€ m	8	8	49 <sup>1</sup>	n.m.	n.m.	65 <sup>1</sup>	n.m.

- Trading volumes decreased YoY with fewer opportunities in the international market
- Sales to direct clients up YoY on higher production of electricity from natural gas in Iberia
- Ebitda down YoY mainly due to lower contribution from the power business



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