## RESULTS ANNOUNCEMENT 2nd Quarter 2015

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Conference Call / Webcast August, 7<sup>th</sup> 2015



#### **DISCLAIMER**





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#### DISCI AIMER

The presentation may contain forward-looking statements about future events within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that are not based on historical facts and are not assurances of future results. Such forward-looking statements merely reflect the Company's current views and estimates of future economic circumstances, industry conditions, company performance and financial results. Such terms as "anticipate", "believe", "expect", "forecast", "intend", "plan", "project", "seek", "should", along with similar or analogous expressions, are used to identify such forward-looking statements. Readers are cautioned that these statements are only projections and may differ materially from actual future results or events. Readers are referred to the documents filed by the Company with the SEC, specifically the Company's most recent Annual Report on Form 20-F, which identify important risk factors that could cause actual results to differ from those contained in the forward-looking statements, including, among other things, risks relating to general economic and business conditions, including crude oil and other commodity prices, refining margins and prevailing exchange rates, uncertainties inherent in making estimates of our oil and gas reserves including recently discovered oil and gas reserves, international and Brazilian political, economic and social developments, receipt of governmental approvals and licenses and our ability to obtain financing.

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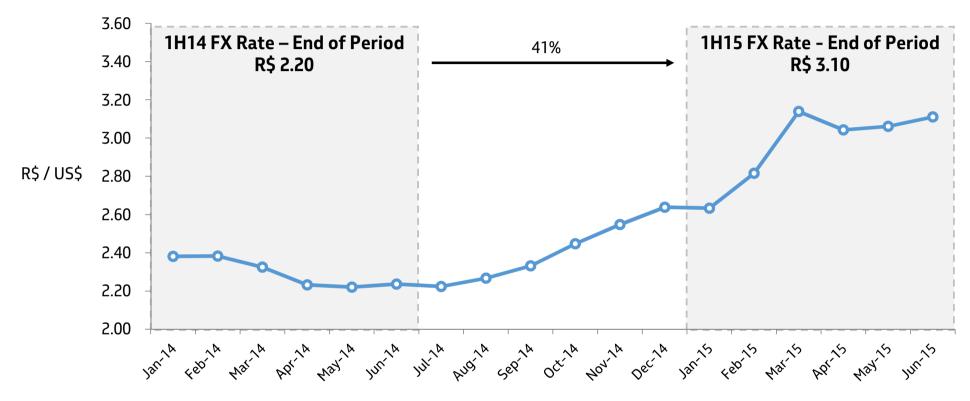
#### NON-SEC COMPLIANT OIL AND GAS RESERVES:

#### CAUTIONARY STATEMENT FOR US INVESTORS

We present certain data in this presentation, such as oil and gas resources, that we are not permitted to present in documents filed with the United States Securities and Exchange Commission (SEC) under new Subpart 1200 to Regulation S-K because such terms do not qualify as proved, probable or possible reserves under Rule 4-10(a) of Regulation S-X.

## **Exchange Rate**



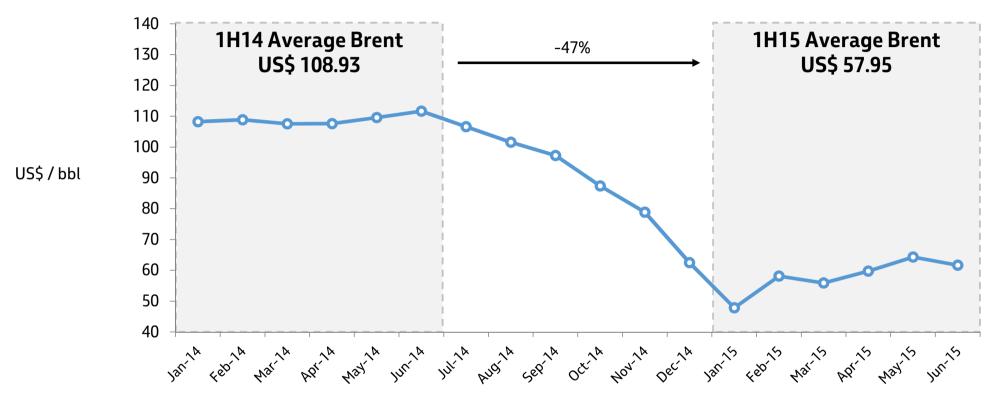


: Bloomberg – PTAX Exchange Rate				3%		
End of Period	2.26	2.20	2.45	2.66	3.21	3.10
Average	2.37	2.23	2.27	2.54	2.87	3.07
FX (R\$/US\$)	1Q4	2Q14	3Q14	4Q14	1Q15	2Q15

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## **Oil Prices - Brent**





near Diette					+1	<u>5</u> %
US\$	108.22	109.63	101.85	76.27	53.97	61.92
R\$	256.48	244.47	231.20	193.73	154.89	190.09
Average Brent	1Q4	2Q14	3Q14	4Q14	1Q15	2Q15

Source: Platts

## 1H15 Net Result: R\$ 5.9 Billion



R\$ Billion	1H15	1H14	$\Delta\%$	
Sales Revenues	154.3	163.8	-	<b>*</b>
Cost of Sales	-106.3	-125.9	-	<b>«</b>
<b>Gross Profit</b>	48.0	38.0	26	
Operational Expenses	-25.2	-21.6	•	<b>«</b>
Operating Income	22.8	16.4	39	
Financial Results	-11.7	-1.1	-	<b>*</b>
Share of earning in equity-accounted investments	0.3	8.0	•	
Profit-sharing	-0.4	-0.6	-	
Net income before income taxes	11.1	15.5	-28	
Income Taxes	-5.7	-4.5	•	<b>«</b>
Non-controlling interest	-0.4	0.6	-	
Net Income	5.9	10.4	-43	
Adjusted EBITDA	41.3	30.6	35	
Investments	36.2	41.5	-13	
Free Cash Flow*	4.5	-15.8	128	

- Lower prices, especially of exports
- Decrease of oil products sales volume
- Lower import costs
- Lower government take
- IOF Tax liability tax on intercompany financial operations (R\$ 3.1 Bn)
- Impairment (R\$ 1.3 Bn)
- Higher exchange rate variation expenses
- Higher interest expenses
- Interest on IOF tax expenses (R\$ 1.3 Bn)
- Income tax provision on foreign profits (R\$ 1.1 Bn)

<sup>\*</sup> Free Cash Flow = Operating Cash Flow minus Investing Cash Flow

## 2Q15 Net Result: R\$ 0.5 Billion



R\$ Billion	2T15	1T15	$\Delta\%$	
Sales Revenues	79.9	74.4	1	
Cost of Sales	-54.4	-51.9		
Gross Profit	25.6	22.4	14	
Operational Expenses	-16.1	-9.1	1	
Operating Income	9.5	13.3	-29	
Financial Results	-6.0	-5.6	1	_
Share of earning in equity-accounted investments	0.2	0.2	-	
Profit-sharing	0.0	-0.3	-	
Net income before income taxes	3.6	7.6	-53	
Income Taxes	-2.7	-3.0	-	
Non-controlling interest	0.4	-0.8	1	
Net Income	0.5	5.3	-90	
Adjusted EBITDA	19.8	21.5	-8	
Investments	18.3	17.8	3	
Free Cash Flow*	5.7	-1.3	558	

- Higher export volumes at higher prices
- Higher sales volumes of oil products
- Government take increase
- IOF Tax liability tax on intercompany financial operations (R\$ 3.1 Bn)
- Impairment (R\$ 1.3 Bn)
- Higher exploratory costs
- 1Q15: reversal of provision for losses in the electricity sector (R\$ 1.3 Bn)
- Interest on IOF tax expenses (R\$ 1.3 Bn)
- Higher interest expenses
- Decrease of exchange rate variation expenses

## **Highlights**



## 1H15 Highlights

- Higher oil, NGL and natural gas production (9%, 218 kboed)
- Operation start-up of Búzios extended well test
- Higher volumes of oil exports (107%, 178 kbpd)
- Lower costs of imports and government take
- Reversal of provision for losses in the electricity sector (R\$ 1.3 Bn)
- Free cash flow of R\$ 4.5 Bn

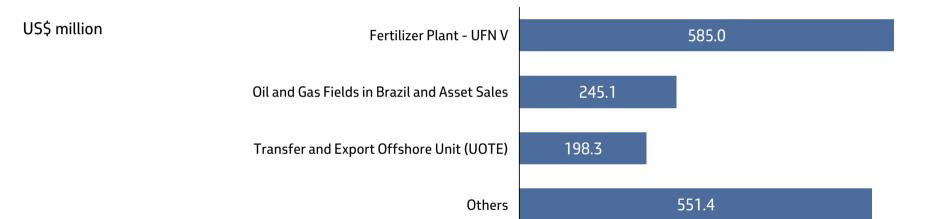
## 2Q15 Highlights

- Pre-salt oil and gas production was 926 kboed in June, above 900 kboed for the first time
- Increase of oil products production in Brazil (7%, 134 kbpd)
- Receipt of funds repatriated from "Lava Jato" Operation (R\$ 157 Million)
- Reimbursement related to insurance of accident in Chinook field, USA in 2011 (R\$ 259 Million)
- Provision of IOF tax liability (R\$ 3.1 Bn)
- Impairments on Gas and Power, Downstream and Exploration and Production (R\$ 1.3 Bn)

## **Impairment**



## **R\$ 1,580 million**

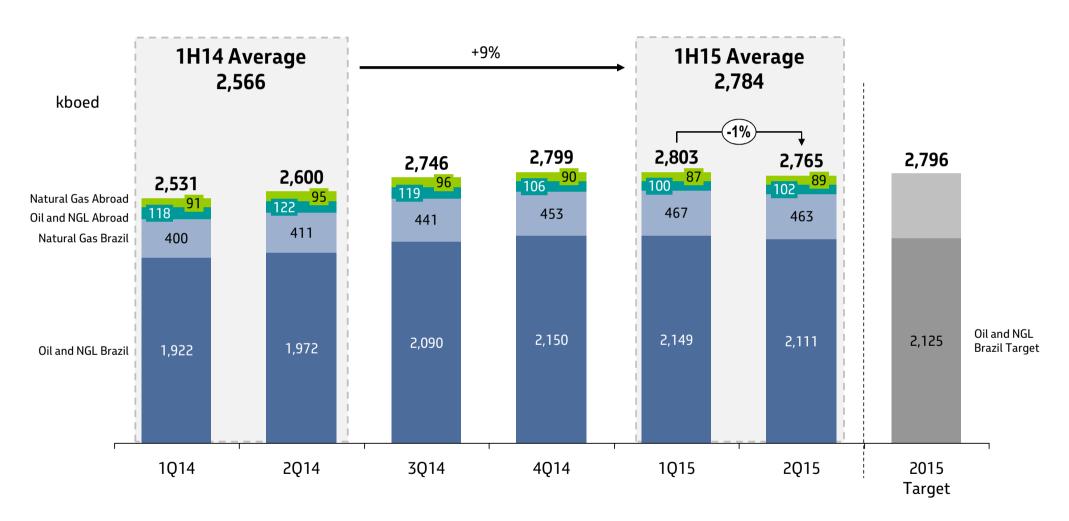


Allocated on operational expenses: R\$ 1,283 million
Allocated on equity-accounted investments: R\$ 294 million

## **Exploration and Production**



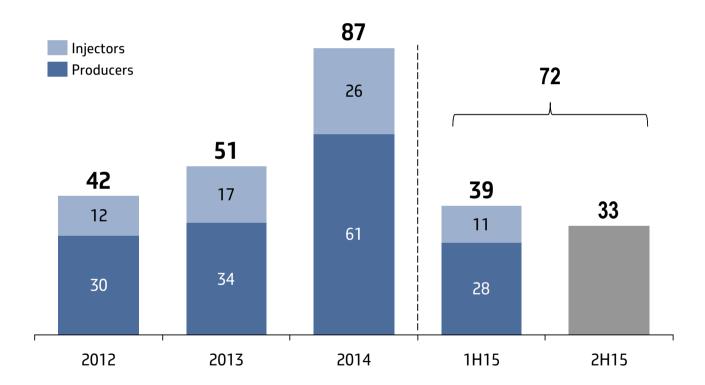
### Oil and Gas Production - Brazil and Abroad



## **Exploration and Production**



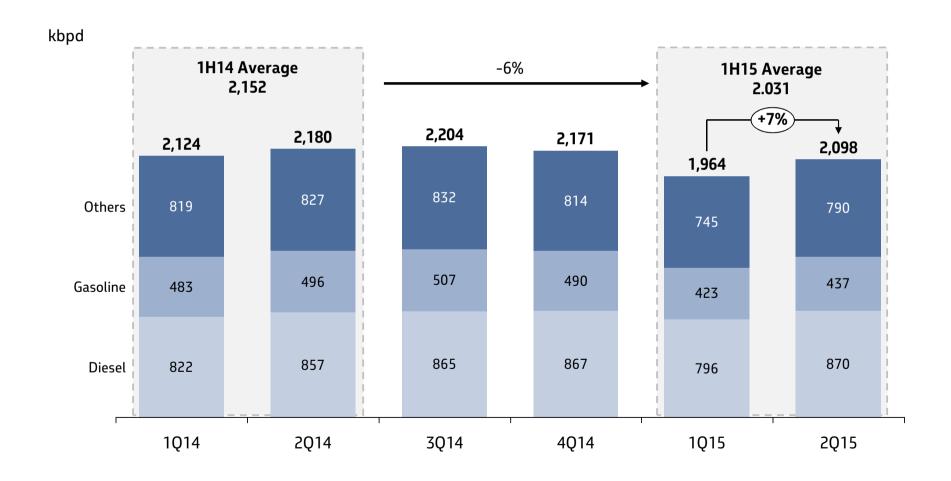
## **Connection of New Wells in Brazil**



## **Downstream**



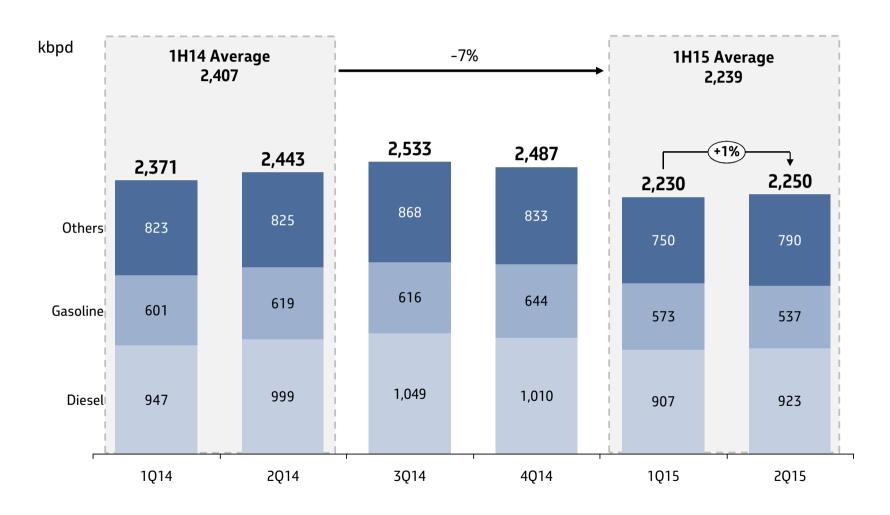
## Oil Products Output in Brazil



## **Downstream**



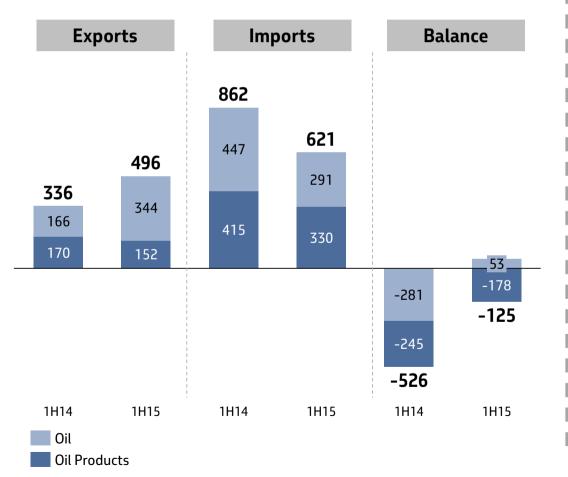
## Sales Volume in Brazil



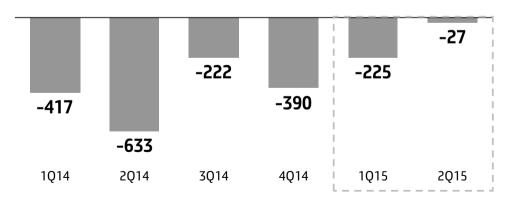
## **Downstream**







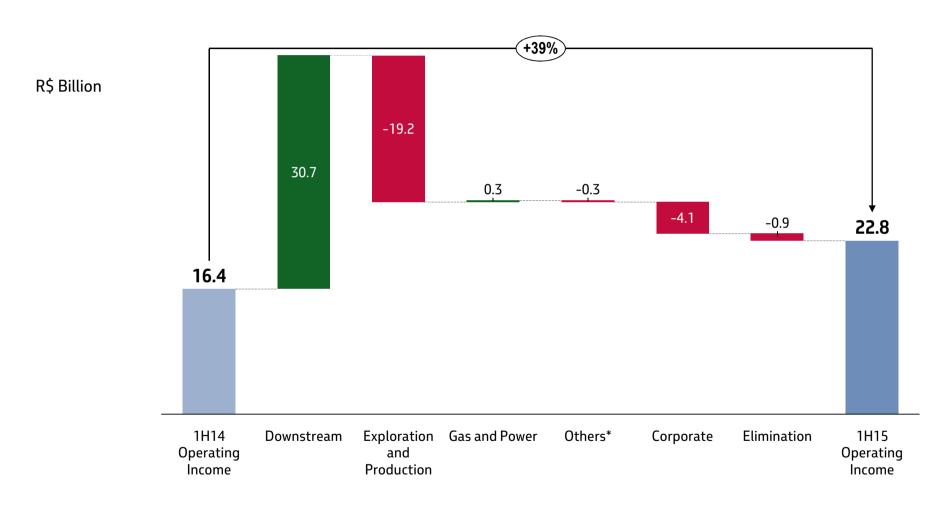
## **Balance Evolution** (kbpd)



## **Operating Income Evolution per Segment 1H14 x 1H15**

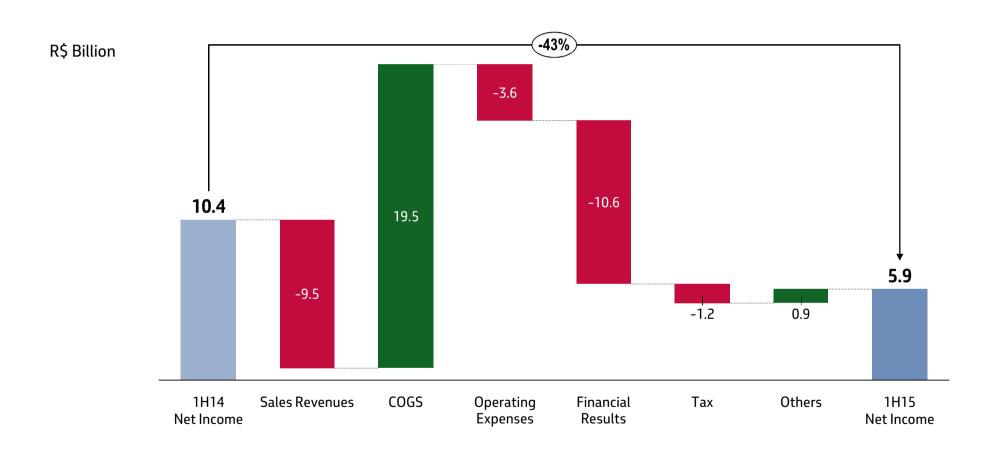






## **Operating Income Evolution 1H14 x 1H15**

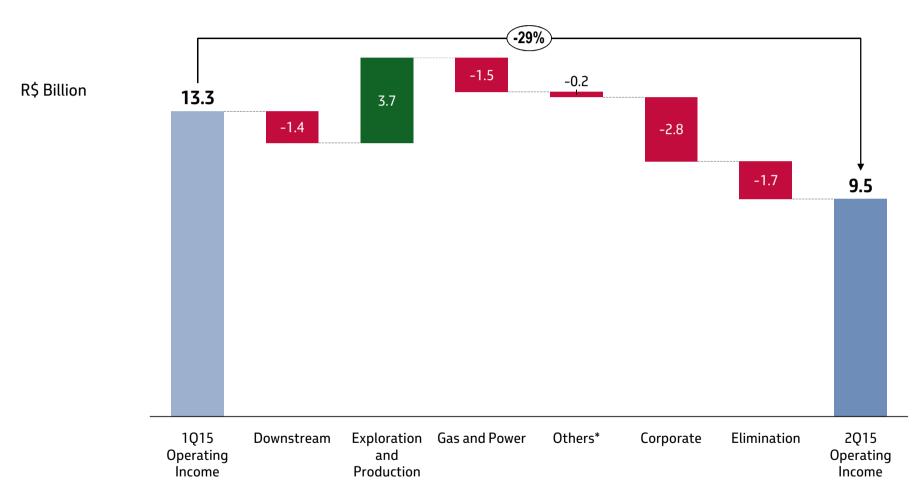




## **Operating Income Evolution per Segment 1Q15 x 2Q15**

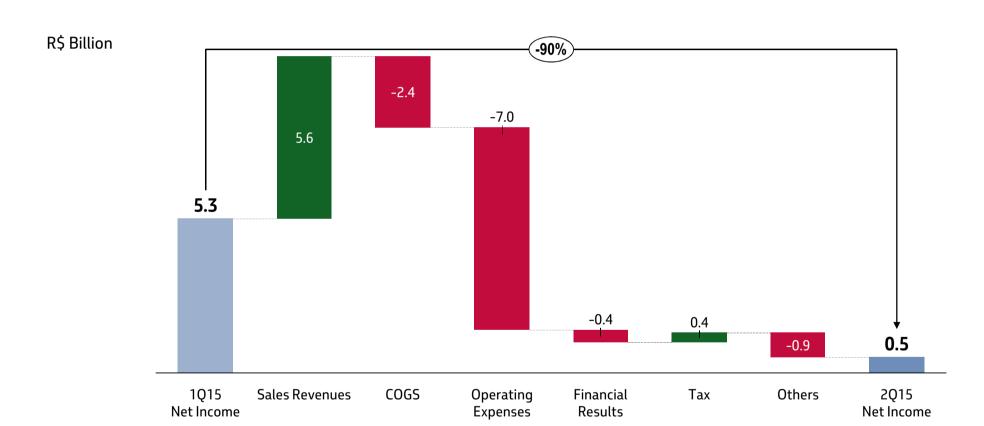






## **Operating Income Evolution 1Q15 x 2Q15**

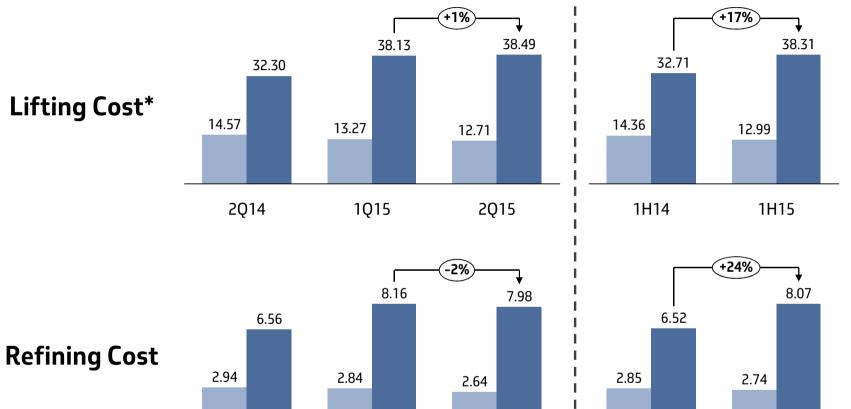




## **Costs Evolution**







2Q15

Real devaluation and higher expenses with well intervention and subsea maintenance

Lower throughput due to maintenance stoppages and higher personnel costs

1H14

1H15

\* Does not include government take

2Q14

1Q15

US\$/boe R\$/boe

## **Indebtedness**



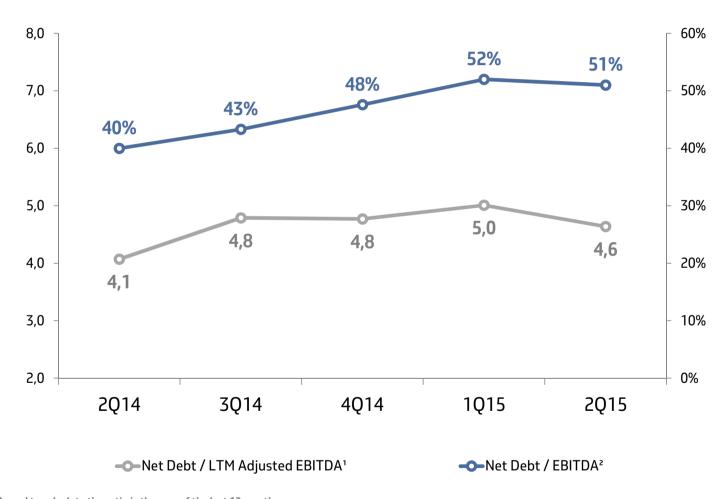
Indebtedness				
Indebtedness (R\$ Billion)	06/30/2015	12/31/2014		
Short-term Debt	44,7	31.6		
Long-term Debt	370.9	319.5		
Total Indebtedness	415.5	351.0		
(-) Cash and Cash Equivalents <sup>1</sup>	91.6	68.9		
= Net Debt	324.0	282.1		
Indebtedness (US\$ Billion)				
Net Debt	104.4	106.2		

<sup>1)</sup> Includes government securities and time deposits (maturity longer than 90 days)

## Financial Ratios - Indebtedness



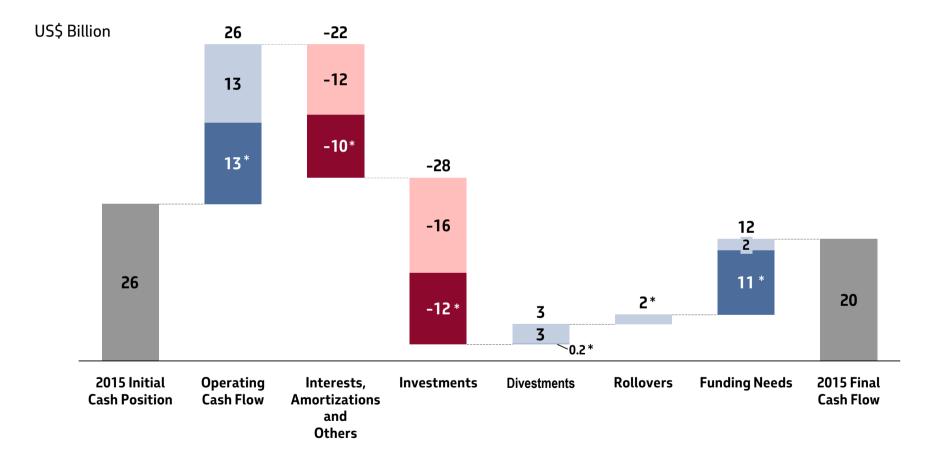




As of the 2Q15, the adjusted EBITDA used to calculate the ratio is the sum of the last 12 months
 Net Debt / (Net Debt + Shareholders Equity)

## 2015 Cash Flow





\* Realized in 1H15

# RESULTS ANNOUNCEMENT 1<sup>ST</sup> Quarter 2015