PETROBRAS - PETROLEO BRASILEIRO SA Form 6-K March 23, 2016

#### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

#### FORM 6-K

Report of Foreign Private Issuer Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

For the month of March, 2016

**Commission File Number 1-15106** 

## PETRÓLEO BRASILEIRO S.A. - PETROBRAS

(Exact name of registrant as specified in its charter)

## **Brazilian Petroleum Corporation - PETROBRAS**

(Translation of Registrant's name into English)

Avenida República do Chile, 65 20031-912 - Rio de Janeiro, RJ Federative Republic of Brazil (Address of principal executive office)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

	Form 20-FX	_ Form	40-F
,	, ,		nation contained in this Form is also thereby furnishing the b) under the Securities Exchange Act of 1934.
	Yes	No	X

#### **FOURTH QUARTER OF 2015 RESULTS**

Audited by independent auditors, stated in millions of U.S. dollars, prepared in accordance with International

Financial Reporting Standards - IFRS issued by the International Accounting Standards Board - IASB.

Rio de Janeiro - March 21, 2016

- Consolidated net loss was US\$ 8,450 million in 2015 and US\$ 9,421 million in the 4Q-2015, due to:
- i) impairment of assets and investments, generated by decreased crude oil prices and by higher discount rate, attributable to an increase in Brazil's risk premium, resulting from a credit risk downgrade (losing its investment grade status) (US\$ 12,849 million); and
- ii) interest expenses and foreign exchange loss (US\$ 9,853 million).
- Operating loss decreased US\$ 5,833 million in 2015 (US\$ 6,963 million in 2014 and US\$ 1,130 million in 2015).
- Adjusted EBITDA was US\$ 22,760 million in 2015, 9% lower than in 2014, due to the appreciation of the U.S. dollar against the Real. Excluding exchange variation effects, adjusted EBITDA increased 25% in *Reais*, due to higher diesel and gasoline prices, lower production taxes and crude oil and oil products imports.
- Positive free cash flow of US\$ 4,411 million in 2015, compared to negative free cash flow of US\$ 8,118 million in 2014.
- Net debt was US\$ 100,379 million as of December 31, 2015, a 5% decrease when compared to December 31, 2014.
- The average maturity of outstanding debt increased from 6.10 years as of December 31, 2014 to 7.14 years as of December 31, 2015.
- Capital expenditures and investments of US\$ 23,058 million, 38% lower compared to 2014 (US\$ 37,004 million).

Jan-Dec

(8,450) (7,367) 15 **Consolidated net loss**(9,421) (1,062) 787 (9,722) **attributable to the** 

shareholders of Petrobras

(1,130) (6,963) (84) **Operating income** (10,512) 1,637 (742) (12,168) (loss)

22,760 24,966 (9) **Adjusted EBITDA** 4,440 4,369 2 7,881

#### Key events in 2015:

- 4% increase in crude oil and natural gas production (in Brazil and abroad);
- Lower crude oil and oil product import costs;
- Decreased production taxes;
- 9% decrease in domestic demand for oil products (224 thousand barrels/day); and
- 55% increase in crude oil exports (128 thousand barrels/day).

#### Key events in the 4Q-2015, when compared to the 3Q-2015:

- Impairment of assets, mainly of the Exploration & Production segment (US\$ 11,880 million);
- 1% decrease in crude oil and natural gas production (in Brazil and abroad);
- 5% decrease in domestic demand for oil products (111 thousand barrels/day);
- 6% increase in crude oil export volumes (22 thousand barrels/day); and
- Decreased net finance expenses, as a result of foreign exchange losses (US\$ 1,943 million).

Impairment of assets	12,299
E&P - activities in Brazil and Abroad	9,830
Oil and gas producing fields	9,290
Oil and gas production and drilling equipments	507
Others	33
RT&M	1,664
COMPERJ	1,352
Petroquímica Suape	200
Others	112
Gas & Power (*)	683
UFN III - Três Lagoas	501
UFN V -Uberaba	190
Others assets	122
Impairment of investments	550
Impairment of assets and investments	12,849
(*) Includes impairment reversals (US\$ 8 million)	

(\*) Includes impairment reversals (US\$ 8 million). For more information, see Impairment of assets on page 19.

#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **Main Items and Consolidated Economic Indicators**

Jan-Dec

Results and investments

97,314 143,657 (32) **Sales revenues** 22,147 23,179 (4) 33,409

29,829 34,180 (13) **Gross profit** 6,987 6,695 4 8,649

(1,130) (6,963) 84

Income (loss) before (10,512) 1,637 (742) (12,168) finance income (expense), share of earnings in equity-accounted investments, profit sharing and income taxes

(8,441) (1,635) (416) **Net finance income** (1,283) (3,226) 60 (713) **(expense)** 

(8,450) (7,367) (15) Consolidated net loss (9,421) (1,062) (787) (9,722) attributable to the shareholders of Petrobras

(0.65) (0.56) (16) **Basic and diluted** (0.72) (0.09) (700) (0.75) **losses per share**  $^{\mathbf{1}}$ 

22,760 24,966 (9) **Adjusted EBITDA** – 4,440 4,369 2 7,881 **U.S.\$ million** <sup>2</sup>

31 24 7 **Gross margin (%)** 3 32 29 3 26

(1) (3) 2 **Operating margin (%)** (47) 7 (54) (36)

(9) (5) (4) **Net margin (%)**  $^3$  (43) (5) (38) (29)

23,058 37,004 (38) **Total capital** 5,419 5,443 – 9,664 **expenditures and** 

investments

19,131 25,500 (25) **. Exploration &** 4,510 4,536 (1) 6,772 **Production** 

2,534 7,882 (68) **. Refining,** 556 626 (11) 1,766

. Refining, Transportation and Marketing

793 2,571 (69) **. Gas & Power** 161 149 8 750

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255 487 (48) **. Distribution** 74 54 37 159

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43 112 (62) **. Biofuel** 24 5 380 101

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302 452 (33) **. Corporate** 94 73 29 116

#### Jan-Dec

Income (loss) before finance income (expense), share of earnings in equity-accounted investments, profit sharing and income taxes

8,103 (23,533) 134

. Refining, Transportation and 881

1,305

(32) (12,584)

Marketing

(3,374) 22,086 (115) **. Exploration &** (9,235) 1,062 (970) 1,339 **Production** 

395 (657) 160 **. Gas & Power** (510) 298 (271) 183

(228) 881 (126) **. Distribution** (569) (86) (562) 245

(118) (112) (5) **. Biofuel** (63) (18) (250) (22)

(6,363) (6,300) (1) **. Corporate** (1,568) (1,287) (22) (1,921)

#### Jan-Dec

# Financial and economic indicators

69.46 96.49 (28) **Domestic basic oil** 62.30 64.86 (4) 90.01 **products price** (U.S.\$/bbl)

52.46 98.99 (47) **Brent crude** 43.69 50.26 (13) 76.27 **(U.S.\$/bbl)** 

## **Domestic Sales price**

42.16 87.84 (52) . Crude oil (U.S.\$/bbl) 33.50 39.76 (16) 66.49

36.24 47.93 (24) . Natural gas 32.47 35.47 (8) 45.54 (U.S.\$/bbl)

3.34 2.35 42 Average commercial 3.84 3.54 8 2.54 selling rate for U.S. dollar (R\$/U.S.\$)

3.90 2.66 47 **Period-end** 3.90 3.97 (2) 2.66 commercial selling rate for U.S. dollar (R\$/U.S.\$)

47.0 13.4 34 Variation of the (1.7) 28.1 (30) 8.4 period-end commercial selling rate for U.S. dollar (%)

13.38 10.86 3 **Selic interest rate -** 14.15 13.99 - 11.22 average (%)

2,227 2,150 4 **Total crude oil and** 2,214 2,234 (1) 2,256 **NGL production** (Mbbl/d)

560 519 8 **Total natural gas** 563 566 (1) 543 **production (Mbbl/d)** 

2,787 2,669 4 **Total crude oil and** 2,777 2,800 (1) 2,799 **natural gas production** (Mbbl/d)

3,845 3,967 (3) **Total sales volume** 3,872 3,889 – 4,010 **(Mbbl/d)** 

<sup>1</sup>Net income (loss) per share calculated based on the weighted average number of shares.

<sup>2</sup>Adjusted EBITDA equals net income plus net finance income (expense); income taxes; depreciation, depletion and amortization; share of earnings in equity-accounted investments; impairment and *write-offs of overpayments incorrectly capitalized*. Adjusted EBITDA is not a measure defined by IFRS and it is possible that it may not be comparable to similar measures reported by other companies. See Consolidated Adjusted EBITDA by Business Segment and a reconciliation of Adjusted EBITDA to net income on page 18.

<sup>3</sup>Gross margin equals sales revenues less cost of sales divided by sales revenues; Operating margin equals income (loss) before finance income (expense), share of earnings in equity-accounted investments, profit sharing and income taxes, excluding *write-offs of overpayments incorrectly capitalized* divided by sales revenues; Net margin equals consolidated net income (loss) attributable to the shareholders of Petrobras divided by sales revenues.

<sup>4</sup>Average between the prices of exports and the internal transfer prices from Exploration & Production to Refining, Transportation and Marketing.

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#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **RESULTS OF OPERATIONS - 2015 compared to 2014:**

Virtually all revenues and expenses of our Brazilian operations are denominated and payable in Brazilian Reais. When the Brazilian Real depreciates relative to the U.S. dollar, as it did from January to December 2015 (a 42% depreciation), revenues and expenses decrease when translated into U.S. dollars. Nevertheless, the depreciation of the Brazilian Real against the U.S. dollar affects the line items discussed below in different ways.

#### **Gross Profit**

Gross profit decreased by 13% (US\$ 4,351 million) in 2015 compared to 2014 mainly due to the depreciation of the Brazilian Real against the U.S. dollar.

Ø Sales revenues of US\$ 97,314 million in 2015, a 32% decrease (US\$ 46,343 million) compared to US\$ 143,657 million in 2014, as a result of:

- Decreased domestic demand for oil products (9%), reflecting lower economic activity in Brazil;
- Lower crude oil and oil product export prices;
- Decreased domestic prices of naphtha, jet fuel and fuel oil;
- Higher diesel and gasoline prices, following prices increases in November 2014 and September 2015; and
- Higher crude oil export volumes (55%) attributable to an increase in domestic crude oil production (5%) and to a decrease in feedstock processed by our domestic refineries (6%).

Ø Cost of sales of US\$ 67,485 million in 2015, a 38% decrease (US\$ 41,992 million) compared to US\$ 109,477 million in 2014, due to:

- Lower crude oil and oil product import unit costs, as well as lower production taxes;
- Decreased domestic demand for oil products that generated lower share of crude oil imports on feedstock processing and a lower share of oil product imports in the sales mix; and
- Higher depreciation expenses.

Gross profit increased 23% when expressed in Brazilian Reais due to higher decrease of costs compared to sales revenues reduction (due to a 5% decrease on sales revenues compared to

a 13% decrease in cost of sales). Foreign currency translation effects (depreciation of the Brazilian Real against the U.S. dollar) reduced gross profit when expressed in U.S. dollars.

## Loss before finance income (expense), share of earnings in equity-accounted investments, profit sharing and income taxes

Loss before finance income (expense), share of earnings in equity-accounted investments, profit sharing and income taxes was US\$ 1,130 million in 2015, an 84% decrease (US\$ 5,833 million) compared to an operating loss of US\$ 6,963 million in 2014, resulting from:

- Higher tax expenses attributable to the Company's decision to benefit from the Tax Amnesty and Refinancing Program (*Programa de Recuperação Fiscal REFIS*) and to State Tax Amnesty Programs (US\$ 2,036 million);
- Higher legal proceedings expenses, mainly related to tax and labour claims (US\$ 1,375 million);
- Higher pension and medical benefits expenses in 2015 attributable to an increase in the Company's net actuarial liability in 2014, as a result of a decrease in real interest rates, following the Company's valuation review of its pension and medical benefits (US\$ 121 million).

#### **Net finance expense**

Net finance expense was US\$ 8,441 million in 2015, US\$ 6,806 million higher than in 2014 (US\$ 1,635 million), resulting from:

- Higher interest expenses (US\$ 2,514 million) attributable to:
- i) an increase in the net debt (US\$ 124 million);
- ii) a decrease in the level of capitalized borrowing costs due to a lower balance of assets under construction, reflecting the relevant projects concluded during 2014, as well as write-offs of assets and impairment losses recognized in December 2014 (US\$ 1,827 million); and
- iii) interest expenses related to tax expenses arised from the adhesion to REFIS of *Imposto sobre Operações Financeiras* IOF and withholding income tax (US\$ 768 million).
- Foreign exchange losses caused by the impact of a 47.0% depreciation of the Brazilian *Real* against the U.S. dollar in 2015 on the Company's net debt (compared to a 13.4% depreciation in 2014), partially offset by the application of cash flow hedge accounting; and
- Foreign exchange losses caused by the impact of a 31.7% depreciation of the Brazilian *Real* against the Euro on the Company's net debt (compared to a 0.02% depreciation in 2014).

#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **NET INCOME BY BUSINESS SEGMENT**

Petrobras is an integrated energy company and most of the crude oil and natural gas production from the Exploration & Production segment is transferred to other business segments of the Company. Our results by business segment include transactions carried out with third parties, transactions between companies of Petrobras's Group and transfers between Petrobras's business segments that are calculated using internal prices defined through methodologies based on market parameters.

As a result of changes in the Company's internal organization, the international department was extinguished and the composition of the business segments was changed to reflect the allocation of the international activities to E&P, RTM and Gas & Power, according to the nature of those activities.

For comparison purposes, the consolidated results for the year 2014 are presented herein based on the current business model.

#### **EXPLORATION & PRODUCTION**

Jan-Dec

Net Income (Loss) Attributable to the Shareholders of (2,480) 14,151 (118) Petrobras

Net loss was US\$ 2,480 million in 2015 compared to a net income of US\$ 14,151 million in 2014. The net loss is attributable to lower crude oil sales/transfer prices and to the impairment of production fields in Brazil and abroad, due to the review of price assumptions generated by decreased projections of international crude oil prices, which decreased crude oil and gas reservoirs and cash flow projects, as well as higher discount rate and geological review of Papa-Terra reservoir.

These effects were partially offset by higher crude oil volume transferred due to increased production and by the appreciation of the U.S. dollar against the Real (42%).

Jan-Dec

## Domestic production (Mbbl/d) (\*)

Crude oil and NGLs <sup>5</sup> 2,128 2,034 5

Natural gas <sup>6</sup> 469 426 10

**Total 2,597 2,460** 6

Crude oil and NGL production increased by 5% in 2015 compared to 2014 due to the ramp-ups of P-55 and P-62 (both in the Roncador field), P-58 (Parque das Baleias), and of FPSOs Cidade de Paraty (Lula NE), Cidade de São Paulo (Sapinhoá), Cidade de Mangaratiba (Iracema Sul, Lula field) and Cidade de Ilhabela (Sapinhoá), besides the start-ups of FPSO Cidade de Itaguaí (Iracema Norte, Lula field) and P-61 (Papa-Terra). This production increase was partially offset by the natural decline of production in mature fields.

The 10% increase in natural gas production is attributable to the production start-up of the systems above mentioned and to higher productivity of the Mexilhão platform and of FPSO Cidade de Santos (Uruguá-Tambaú), partially offset by the natural decline of production in mature fields.

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<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>5</sup> NGL – Natural Gas Liquids.

<sup>&</sup>lt;sup>6</sup> Does not include LNG. Includes gas reinjection.

### **FINANCIAL AND OPERATING HIGHLIGHTS**

Jan-Dec

## Lifting Cost 7 - Brazil (\*)

## U.S.\$/barrel:

Excluding production taxes

11.95

14.57

(18)

Including production taxes 18.53 30.54 (39)

#### **Lifting Cost - Excluding production taxes**

Lifting cost excluding production taxes was 18% lower in 2015 compared to 2014. Excluding foreign exchange variation effects, lifting cost excluding production taxes increased by 3% due to higher well intervention expenses and higher engineering and subsea maintenance costs in Campos Basin, partially offset by increased production.

#### **Lifting Cost - Including production taxes**

Lifting cost including production taxes was 39% lower in 2015 compared to 2014, as a result of lower production taxes (royalties and special participation charges) attributable to a lower domestic crude oil prices in U.S. dollar.

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<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>7</sup> Crude oil and natural gas lifting cost.

# FINANCIAL AND OPERATING HIGHLIGHTS REFINING, TRANSPORTATION AND MARKETING

Jan-Dec

**Net Income (Loss) Attributable to the Shareholders of** 5,727 (15,761) 136 **Petrobras** 

Net income of US\$ 5,727 million in 2015, compared to a US\$ 15,761 million net loss in 2014. Earnings in 2015 were attributable to:

- A decrease in crude oil purchase/transfer costs due to lower crude oil international prices;
- Lower shares of crude oil imports on feedstock processing and lower share of oil product imports in our sales mix; and
- Diesel and gasoline price increases in November 2014 and in September 2015.

The decreased oil product domestic demand as a result of lower economic activity in Brazil, the impairment on COMPERJ and also the appreciation of the U.S. dollar against the Real (42%) partially offset these effects.

Jan-Dec

## Imports and Exports of Crude Oil and Oil Products (Mbbl/d) $^{(*)}$

Crude oil imports 277 392 (29)

Oil product imports 256 413 (38)

Imports of crude oil and oil products

533

805

(34)

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Crude oil exports <sup>8</sup> 360 232 55

Oil product exports 149 158 (6)

## Exports of crude oil and oil products

**509 390** 31

Exports (imports) net of crude oil and oil products (24) (415) 94

Crude oil exports were higher and imports were lower due to increased crude oil production and decreased feedstock processed, mainly of imported crude oil.

Oil product imports decreased due to lower economic activity.

Oil product exports were lower due to a decrease in feedstock processed and to lower fuel oil production.

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<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>8</sup> It includes crude oil export volumes made both by our Refining, Transportation and Marketing segment and by our Exploration & Production segment.

#### FINANCIAL AND OPERATING HIGHLIGHTS

	Jan-De	c	
Refining Operations (Mbbl/d) (*)			
Output of oil products	2,026	2,170	(7)
Reference feedstock <sup>9</sup>	2,176	2,176	_
Refining plants utilization factor (%) 10	89	98	(9)
Feedstock processed (excluding NGL) - Brazil 11	1,936	2,065	(6)
Feedstock processed - Brazil <sup>12</sup>	1,976	2,106	(6)
Domestic crude oil as % of total feedstock processed	86	82	4

Daily feedstock processed was 6% lower, reflecting a scheduled stoppage mainly in the distillation unit of Landulpho Alves Refinery (RLAM) and an unscheduled stoppage in REDUC, partially offset by the production start-up of RNEST in November 2014.

	Jan-De	C	
Refining Cost - Brazil (*)			
Refining cost (U.S.\$/barrel)	2.46	2.90	(15)

Refining cost, in US\$/barrel, decreased by 15% in 2015 when compared to 2014. Excluding foreign exchange variation effects, refining cost, in R\$/barrel, increased by 20%, mainly reflecting higher employee compensation costs attributable to the 2014/2015 and 2015/2016 Collective Bargaining Agreements, along with a decrease in feedstock processed.

<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>9</sup> Reference feedstock or Installed capacity of primary processing considers the maximum sustainable feedstock processing reached at the distillation units at the end of each period, respecting the project limits of equipment and the safety, environment and product quality requirements. It is lower than the authorized capacity set by ANP (including temporary authorizations) and by environmental protection agencies.

- <sup>10</sup> Refining plants utilization factor is the feedstock processed (excluding NGL) divided by the reference feedstock.
- <sup>11</sup> Feedstock processed (excluding NGL) Brazil is the volume of crude oil processed in the Company´s refineries and is factored into the calculation of the Refining Plants Utilization Factor.
- <sup>12</sup> Feedstock processed Brazil includes crude oil and NGL processing.

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# FINANCIAL AND OPERATING HIGHLIGHTS GAS & POWER

Jan-Dec

Net Income (Loss) Attributable to the Shareholders of 237 (347) 168 Petrobras

Earnings were a US\$ 237 million gain in 2015 compared to a US\$ 347 million loss in 2014. Earnings in 2015 was generated by:

- i) Lower natural gas import acquisition costs (LNG and Bolivian gas);
- ii) An increase in natural gas sales margins, resulting from higher natural gas average prices; and
- iii) Lower impairment of trade receivables from companies in the isolated electricity sector.

These effects were partially offset by:

- i) The appreciation of the U.S. dollar against the Real (42%);
- ii) The decreased electricity sales margins (due to the 70% decrease of electricity prices in the spot market);
- iii) Impairment losses recognized for Nitrogen Fertilizers Plants III and V (*Unidades de Fertilizantes Nitrogenados* UFNs III and V); and
- iv) Tax expenses related to deferred VAT tax on natural gas purchase and reversal of VAT tax credit on natural gas transportations.

Jan-Dec

## Physical and Financial Indicators (\*)

Electricity sales (Free contracting market - ACL) <sup>13</sup> - average MW 858 1,183 (27)

Electricity sales (Regulated contracting market - ACR)  $^{14}$  - 3,160 2,425 30 average MW

Generation of electricity - average MW

4,646

4,637

Imports of LNG (Mbbl/d) 105 144 (27)

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Imports of natural gas (Mbbl/d) 200 205 (2)

Electricity price in the spot market - Differences settlement price 86 (70) (PLD) - US\$/MWh  $^{15}$ 

Electricity sales to the Brazilian free contracting market (*Ambiente de Contratação Livre* – ACL) were 27% lower, attributable to the shift of a portion of our available capacity (1,049 average MW) to the Brazilian regulated market (Ambiente de Contratação Regulada – ACR).

Electricity generation remained relatively flat in the period.

Electricity prices in the spot market decreased by 70%, as a result of changes in the spot market price regulation set by the Brazilian National Electricity Agency (*Agência Nacional de Energia Elétrica* – ANEEL), which reduced the maximum spot price after December 27, 2014 and also due to decreased planned feedstock thermoelectric generation as a result of relative improved hydrological conditions.

LNG imports decreased by 27% and natural gas imports from Bolivia were 2% lower, reflecting an increase in domestic natural gas supply resulting from a 10% increase in production.

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<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>13</sup> ACL – Ambiente de Contratação Livre (Free contracting market).

<sup>&</sup>lt;sup>14</sup> ACR - Ambiente de Contratação Regulada (Regulated contracting market).

<sup>&</sup>lt;sup>15</sup> Differences settlement price is the price of electricity in the spot market and is computed based on weekly weighed prices per output level (light, medium and heavy), number of hour and submarket capacity.

#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **DISTRIBUTION**

Jan-Dec

Net Income (Loss) Attributable to the Shareholders of Petrobras

(142)

565

(125)

Net loss was US\$ 142 million in 2015 compared to a net income of US\$ 565 million in 2014, mainly due to the appreciation of the U.S. dollar against the Real (42%), to lower domestic sales volumes (7%), increased losses with trade receivables from companies in the isolated electricity sector and impairment of assets.

Jan-Dec

## Market Share - Brazil (\*) 16

35.1% 37.0% (2)

Market share decreased mainly due to:

- i) A general increase of the hydrated ethanol market (36.5%), in which Petrobras Distribuidora has a lower market share;
- ii) Lower sales to the thermoelectric industry; and
- iii) Higher gasoline/diesel imports and acquisition of formulated gasoline by other players.

#### **BIOFUEL**

Jan-Dec

Net Income (Loss) Attributable to the Shareholders of (276) (127) (117) Petrobras

Biofuel losses were higher in 2015, when compared to 2014, mainly due to further impairment charges recognized for ethanol and biodiesel investees and to impairment charges in biodiesel plants, as a result of the worsening in market conditions and of higher discount rate due to higher oil industry risk premium and Brazilian risk.

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<sup>(\*)</sup> Not audited by independent auditors. Our market share in the Distribution Segment in Brazil is based on estimates made by Petrobras Distribuidora.

<sup>&</sup>lt;sup>16</sup> Beginning in 2015, our market share excludes sales made to wholesalers. Market share for prior periods was revised pursuant to the changes made □□by the Brazilian National Petroleum, Natural Gas and Biofuels Agency (ANP) and by the Brazilian Wholesalers and Fuel Traders Syndicate (Sindicom). Prior periods are presented based on the new methodology.

#### FINANCIAL AND OPERATING HIGHLIGHTS

#### Sales Volumes - (Mbbl/d)(\*)

	Jan-Dec		
Diesel	923	1,001	(8)
Gasoline	553	620	(11)
Fuel oil	104	119	(13)
Naphtha	133	163	(18)
LPG <sup>17</sup>	232	235	(1)
Jet fuel <sup>18</sup>	110	110	_
Others	179	210	(15)
Total oil products	2,234	2,458	(9)
Ethanol, nitrogen fertilizers, renewables and other products	123	99	24
Natural gas	432	446	(3)
Total domestic market	2,789	3,003	(7)
Exports	510	393	30
International sales	546	571	(4)
Total international market	1,056	964	10
Total	3,845	3,967	(3)

Our domestic sales volumes decreased by 7%, primarily due to:

- Diesel (an 8% decrease):
- i) a lower consumption by infrastructure construction projects in Brazil;
- ii) a higher share of diesel sales from other market players (based on diesel imports); and
- iii) an increased percentage of mandatory biodiesel content requirement in diesel (diesel/biodiesel mix).

These effects were partially offset by an increase in the Brazilian diesel-moved light vehicle fleet (vans, pick-ups and SUVs).

- Gasoline (an 11% decrease):
- i) an increase in the anhydrous ethanol content requirement for Type C gasoline (from 25% to 27%);

- ii) a higher share of gasoline sales from other market players;
- iii) a higher demand of hydrous ethanol in flex vehicles; and
- iv) a decrease in the automotive gasoline-moved fleet.
- Naphtha (an 18% decrease): due to a lower demand from domestic customers, mainly Braskem;
- Fuel oil (a 13% decrease): due to lower demand from thermoelectric and industrial sectors in several Brazilian states; and
- Natural Gas (a 3% decrease): lower demand from electric sector.

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<sup>(\*)</sup> Not audited by independent auditor.

<sup>&</sup>lt;sup>17</sup> LPG – Liquified petroleum gas.

<sup>&</sup>lt;sup>18</sup> Jet fuel.

# FINANCIAL AND OPERATING HIGHLIGHTS LIQUIDITY AND CAPITAL RESOURCES Jan-Dec

25,957 19,746 Adjusted cash and cash 26,237 29,536 28,665 equivalents at the beginning of period <sup>19</sup>

(9,302) (3,878) Government bonds and time (1,099) (3,375) (8,419) deposits with maturities of more than 3 months at the

beginning of period

16,655 15,868 Cash and cash equivalents 25,138 26,161 20,246 at the beginning of period

25,913 26,632 Net cash provided by (used in) 6,577 6,147 5,885 operating activities

(12,793) (36,475) Net cash provided by (used in) (3,793) (3,260) (6,670) investing activities

(21,502) (34,750) Capital expenditures and (4,677) (5,067) (8,717) investments in operating

segments

727 3,744 Proceeds from disposal of 512 4 3,160 assets (divestment)

7,982 (5,469) Investments in marketable 372 1,803 (1,113) securities

13,120 (9,843) (=) Net cash flow 2,784 2,887 (785)

(3,694) 15,024 Net financings (2,953) (3,288) (2,421)

17,420 31,050 Proceeds from long-term 1,590 3,545 1,502 financing

(21,114) (16,026) Repayments (4,543) (6,833) (3,923)

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- (3,918) Dividends paid to shareholders – 6

100 (98) Acquisition of non-controlling (19) (54) (76) interest

(1,123) (378) Effect of exchange rate 108 (568) (315) changes on cash and cash equivalents

25,058 16,655 Cash and cash equivalents 25,058 25,138 16,655 at the end of period

779 9,302 Government bonds and time 779 1,099 9,302 deposits with maturities of more than 3 months at the end of period

25,837 25,957 Adjusted cash and cash 25,837 26,237 25,957 equivalents at the end of period  $^{19}$ 

As of December 31, 2015, the balance of cash and cash equivalents increased by 50% when compared to the balance as of December 31, 2014 and the balance of adjusted cash and cash equivalents<sup>19</sup> remained relatively flat for the same period. Our principal uses of funds in 2015 were for repayment of long-term financing (and interest payments) and for capital expenditures. We met these requirements with cash provided by operating activities of US\$ 25,913 million and with proceeds from long-term financing of US\$ 17,420 million.

Net cash provided by operating activities decreased by 3% in 2015 when compared to 2014, mainly due to a depreciation of the Brazilian *Real* against the U.S. dollar. Excluding foreign currency translation effects, net cash provided by operating activities increased by 39% when expressed in Brazilian *Reais*, reflecting higher diesel and gasoline prices, increased crude oil export volumes, lower production taxes and lower crude oil and oil product imports costs, along with a higher share of domestic crude oil on feedstock processing.

Capital expenditures and investments in operating segments were 38% lower in 2015 compared to 2014, mainly due to a 68% decrease in capital expenditures in our Refining, Transportation and Marketing (RTM) segment.

The US\$ 7,982 million of divestments in marketable securities relates to proceeds from the maturity of financial investments with maturities longer than three months, most of which were invested in other financial investments, with maturities of less than three months (classified as cash and cash equivalents).

Free cash flow<sup>20</sup> was positive in US\$ 4,411 million in 2015, compared to a negative free cash flow of US\$ 8,118 million in 2014.

The Company raised long-term financing of US\$ 17,420 million in 2015, mainly through a US\$ 5 billion funding agreement with the Chinese Development Bank (CDB), US\$ 2 billion raised through the issuance of Global Notes maturing in 2115, and also through bilateral credit agreements with Brazilian banks. The average maturity of outstanding debt was 7.14 years as of December 31, 2015 and 6.10 years as of December 31, 2014.

Repayments of interest and principal were US\$ 21,114 million in 2015, 32% higher than US\$ 16,026 million in 2014 and the nominal cash flow (undiscounted), including face value and interest payments, by maturity, is set out as follows:

#### **Maturity**

Principal 13,000 11,450 16,166 22,672 15,449 48,617 127,354 133,358

Interest 6,621 6,014 5,585 4,624 3,404 32,790 59,038 46,346

Total 19,62117,46421,75127,29618,85381,407 186,392 179,704

<sup>19</sup> Our adjusted cash and cash equivalents include government bonds and time deposits from highly rated financial institutions abroad with maturities of more than 3 months from the date of acquisition, considering the expected realization of those financial investments in the short-term. This measure is not defined under the International Financial Reporting Standards – IFRS and should not be considered in isolation or as a substitute for cash and cash equivalents computed in accordance with IFRS. It may not be comparable to adjusted cash and cash equivalents of other companies, however management believes that it is an appropriate supplemental measure that helps investors assess our liquidity and supports leverage management.

<sup>20</sup> Free cash flow is net cash provided by operating activities less capital expenditures and investments in operating segments.

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#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **Consolidated debt**

Current debt <sup>21</sup>	14,695	11,884	24
Non-current debt <sup>22</sup>	111,521	120,274	(7)
Total	126,216	132,158	(4)
Cash and cash equivalents	25,058	16,655	50
Government securities and time deposits (maturity of more			
than 3 months)	779	9,302	(92)
Adjusted cash and cash equivalents	25,837	25,957	_
Net debt <sup>23</sup>	100,379	106,201	(5)
Net debt/(net debt+shareholders' equity)	60%	48%	12
Total net liabilities <sup>24</sup>	204,684	272,730	(25)
Capital structure			
(Net third parties capital / total net liabilities)	68%	57%	11
Net debt/LTM Adjusted EBITDA ratio <sup>25</sup>	4.41	4.25	4
Average maturity of outstanding debt (years)	7.14	6.10	1.04

# Summarized information on financing

## Floating rate or fixed rate

Floating rate debt 62,307 65,494 (5)

Fixed rate debt 63,858 66,592 (4)

**Total** 126,165 132,086 (4)

## Currency

Reais 20,555 23,425 (12)

US Dollars 93,567 95,173 (2)

Euro 8,685 9,719 (11)

Other currencies 3,358 3,769 (11)

**Total** 126,165 132,086 (4)

## By maturity

until 1 year 14,683 11,868 24

1 to 2 years 11,397 12,572 (9)

2 to 3 years 16,091 11,948 35

3 to 4 years 22,596 17,789 27

4 to 5 years 15,537 24,189 (36)

5 years on 45,861 53,720 (15)

**Total** 126,165 132,086 (4)

As of December 31, 2015, net debt in U.S. dollars was 5% lower when compared to December 31, 2014.

<sup>&</sup>lt;sup>21</sup> Includes finance lease obligations (Current debt: US\$ 12 million on December 31, 2015 and US\$16 million on December 31, 2014).

<sup>&</sup>lt;sup>22</sup> Includes finance lease obligations (Non-current debt: US\$ 39 million on December 31, 2015 and US\$56 million on December 31, 2014).

<sup>&</sup>lt;sup>23</sup> Net debt is not a measure defined in the International Standards -IFRS and should not be considered in isolation or as a substitute for total long-term debt calculated in accordance with IFRS. Our calculation of net debt may not be comparable to the calculation of net debt by other companies. Management believes that net debt is an appropriate supplemental measure that helps investors assess our liquidity and supports leverage management.

<sup>&</sup>lt;sup>24</sup> Total liabilities net of adjusted cash and cash equivalents.

<sup>&</sup>lt;sup>25</sup> Beginning in the period ended June 30, 2015, the Company calculated its ratios including Adjusted EBITDA by adding the last four quarters (or Last Twelve Months - LTM Adjusted EBITDA), consistently with the market best practices. The Company previously annualized its Adjusted EBITDA by multiplying the year-to-date amount by the remaining period.

#### **FINANCIAL AND OPERATING HIGHLIGHTS**

Income Statement - Consolidated <sup>26</sup>

Jan-Dec

97,314 143,657 **Sales revenues** 22,147 23,179 33,409

(67,485) (109,477) Cost of sales (15,160) (16,484) (24,760)

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29,829 34,180 **Gross profit** 6,987 6,695 8,649

(4,627) (6,827) Selling expenses (1,673) (1,087) (1,471)

(3,351) (4,756) General and administrative (729) (776) (1,326) expenses

(1,911) (3,058) Exploration costs (476) (630) (587)

(630) (1,099) Research and development (77) (157) (287) expenses

(2,796) (760) Other taxes (383) (861) (239)

(12,299) (16,823) Impairment of assets (11,880) – (16,695)

(2,527) Write-off - overpayments – – – incorrectly capitalized

(5,345) (5,293) Other income and expenses, net (2,281) (1,547) (212)

(30,959) (41,143) (17,499) (5,058) (20,817)

(1,130) (6,963) Income (loss) before finance (10,512) 1,637 (12,168) income (expense), share of earnings in equity-accounted investments, profit sharing

and income taxes

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1,412 1,949 Finance income 430 526 652

(6,437) (3,923) Finance expenses (1,533) (1,805) (1,132)

(3,416) 339 Foreign exchange and inflation (180) (1,947) (233) indexation charges

(8,441) (1,635) Net finance income (expense) (1,283) (3,226) (713)

(177) 218 Share of earnings in (348) 56 (212) equity-accounted investments

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- (444) Profit-sharing 61 65 (106)

(9,748) (8,824) Loss before income taxes (12,082) (1,468) (13,199)

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1,137 1,321 Income taxes 3,014 49 3,335

(8,611) (7,503) Net loss (9,068) (1,419) (9,864)

Net income (loss) attributable to:

(8,450) (7,367) Shareholders of Petrobras (9,421) (1,062) (9,722)

(161) (136) Non-controlling interests 353 (357) (142)

(8,611) (7,503) (9,068) (1,419) (9,864)

 $^{26}$  Beginning in 2014, the amount of inventory write-downs to net realizable value (market value) was reclassified from Other Income and Expenses, net to Cost of Sales.

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#### **FINANCIAL AND OPERATING HIGHLIGHTS**

**Statement of Financial Position - Consolidated** 

**ASSETS** 

**Current assets** 43,428 50,832

Cash and cash equivalents 25,058 16,655

Marketable securities 780 9,323

Trade and other receivables, net 5,803 7,969

Inventories 7,441 11,466

Recoverable taxes 2,748 3,811

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Assets classified as held for sale	152	5	

Other current assets 1,446 1,603

Non-current assets 187,093 247,855

#### **Long-term receivables**

19,177

18,863

Trade and other receivables, net

3,669

4,832

Judicial deposits 2,499 2,682

Deferred taxes 6,016 1,006

Other tax assets 2,821 4,008

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Advances to suppliers 1,638 2,409

Other non-current assets 2,446 3,817

Investments 3,527 5,753

Property, plant and equipment

161,297

218,730

Intangible assets 3,092 4,509

Total assets 230,521 298,687

#### **LIABILITIES**

Current liabilities 28,573 31,118

Trade payables 6,380 9,760

Current debt 14,695 11,884

Taxes payable 3,470 4,311

Employee compensation (payroll, profit-sharing and related charges) 1,302

2,066

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Pension and medical benefits	655	796

Liabilities associated with assets classified as held for sale

125

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Non-current liabilities

135,893

150,591

Non-current debt 111,521 120,274

Deferred taxes 232 3,031

Pension and medical benefits 12,195 16,491

Provision for decommissioning costs

9,150

8,267

Provisions for legal proceedings 2,247 1,540

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Other non-current liabilities	548	988

Shareholders' equity

66,055

116,978

Share capital (net of share issuance costs)

107,101

107,101

Profit reserves and others (41,865) 9,171

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Non-controlling interests	819	706

Total liabilities and shareholders' equity

230,521

298,687

#### **FINANCIAL AND OPERATING HIGHLIGHTS**

**Statement of Cash Flows - Consolidated** 

Jan-Dec

(8,611) (7,503) Net loss (9,068) (1,419) (9,864)

34,524 34,135 (+) Adjustments for: 15,645 7,566 15,749

11,591 13,023 Depreciation, depletion and 3,011 2,667 3,460 amortization

9,172 3,571 Foreign exchange and inflation 2,072 3,087 1,161 indexation and finance charges

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177 (218) Share of earnings in 348 (56) 212 equity-accounted investments

2,527 Write-off - overpayments – – – incorrectly capitalized

941 2,378 Allowance for impairment of 800 153 547 trade receivables

758 481 (Gains) / losses on disposal / 484 345 (1,188) write-offs of non-current assets,

write-offs of non-current assets, returned areas and cancelled

projects

(2,043) (3,045) Deferred income taxes, net (3,054) (278) (4,011)

1,441 2,178 Exploration expenditures 391 495 309 written-off

12,299 16,823 Impairment of property, plant 11,879 – 16,695 and equipment

431 1,015 Inventory write-down to net 173 238 530 realizable value

1,960 2,022 Pension and medical benefits 347 477 639 (actuarial expense)

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(789) (506) Judicial deposits (221) 75 (143)

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291 570 Inventories 670 510 467

(396) (2,507) Trade and other receivables, (460) 174 (520) net

(1,226) (1,211) Trade payables (387) 15 (720)

(709) (834) Pension and medical benefits (199) (135) (256)

1,061 (1,245) Taxes payable (317) (580) (1,133)

(435) (887) Other assets and liabilities 108 379 (300)

25,913 26,632 (=) Net cash provided by 6,577 6,147 5,885 (used in) operating activities

(12,793) (36,475) (-) Net cash provided by (3,793) (3,260) (6,670) (used in) investing activities

(21,502) (34,750) Capital expenditures and (4,677) (5,067) (8,717) investments in operating

segments

727 3,744 Proceeds from disposal of 512 4 3,160 assets (divestment)

7,982 (5,469) Divestments (investments) in 372 1,803 (1,113) marketable securities

13,120 (9,843) (=) Net cash flow 2,784 2,887 (785)

(3,594) 11,008 (-) Net cash provided by (2,972) (3,342) (2,491) (used in) financing activities

17,420 31,050 Proceeds from long-term 1,590 3,545 1,502 financing

(14,809) (10,031) Repayment of principal (3,127) (5,152) (2,488)

(6,305) (5,995) Repayment of interest (1,416) (1,681) (1,435)

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- (3,918) Dividends paid to shareholders – – 6

100 (98) Acquisition of non-controlling (19) (54) (76) interest

(1,123) (378) Effect of exchange rate 108 (568) (315) changes on cash and cash equivalents

8,403 787 (=) Net increase (decrease) (80) (1,023) (3,591) in cash and cash equivalents in the period

16,655 15,868 Cash and cash equivalents at 25,138 26,161 20,246 the beginning of period

25,058 16,655 Cash and cash equivalents at 25,058 25,138 16,655 the end of period

#### FINANCIAL AND OPERATING HIGHLIGHTS

#### **SEGMENT INFORMATION**

#### **Consolidated Income Statement by Segment - 2015**

Sales revenues Intersegments Third parties Cost of sales Gross profit Expenses Selling, general and administrative	10,509 (13,883	1,221 73,100 (60,384 <b>13,937</b>	(10,539)	- 229 (252) <b>(23)</b>	33,406 - 33,406 (30,849) 2,557 (2,785)	- - - - - (6,363)	(59,467) (35,122) (24,345) 59,710 243 212	_
expenses Exploration costs Research and development	(643) (1,911)	(2,437) -	(747) –	(31) -	(2,401) -	(1,933) -	214	(7,978) (1,911)
expenses Other taxes Impairment of	(172) (160)	(117) (709)	(53) (412)	(9) (2)	(1) (69)	(278) (1,444)		(630) (2,796)
assets Write-off - overpayments incorrectly	(9,830)	(1,664)	(683)	(46)	(76)	-	-	(12,299)
capitalized	_	_	_	_	_	_	_	_
Other income and expenses, net Income (loss) before finance income (expense), share of earnings in equity-accounted investments, profit sharing and		(907)	(316)	(7)	(238)	(2,708)	(2)	(5,345)
income taxes	(3,374)	8,103	395	(118)	(228)	(6,363)	455	(1,130)
Net finance income (expense) Share of earnings ir equity-accounted	_	_	_	_	_	(8,441)	_	(8,441)
investments	(309)	356	123	(199)	9	(157)	_	(177)

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Profit-sharing	_	_	_	_	_	_	_	_
Income (loss)								
before income								
taxes	(3,683)	8,459	518	(317)	(219)	(14,961	) 455	(9,748)
Income taxes	1,200	(2,746)	(132)	41	78	2,851	(155)	1,137
Net income (loss)	(2,483)	5,713	386	(276)	(141)	(12,110	)300	(8,611)
Net income (loss)								
attributable to:								
Shareholders of								
Petrobras	(2,480)	5,727	237	(276)	(142)	(11,816)	300	(8,450)
Non-controlling								
interests	(3)	(14)	149	_	1	(294)	_	(161)
	(2,483)	5,713	386	(276)	(141)	(12,110	)300	(8,611)

Consolidated Income Statement by Segment - 2014<sup>27</sup>

Sales revenues 68,611 114,431 18,373 266 46,893 - (104,917)143,657

Intersegments 66,336 35,484 1,730 238 1,129 - (104,917) -

Third parties 2,275 78,947 16,643 28 45,764 - - 143,657

Cost of sales (37,220) (118,350) (15,698) (311) (43,262) – 105,364 (109,477)

Gross profit 31,391 (3,919) 2,675