The following Management's Discussion and Analysis ("MD&A") is dated August 20, 2014 and should be read in conjunction with the unaudited interim consolidated financial statements and accompanying notes of Alvopetro Energy Ltd. ("Alvopetro" or the "Company") as at and for the three and six months ended June 30, 2014, MD&A for the year ended December 31, 2013, and the audited consolidated financial statements as at and for the periods ended December 31, 2013 and 2012. Additional information for the Company, including our Annual Information Form ("AIF"), can be found on SEDAR at <a href="www.sedar.com">www.sedar.com</a> or at <a href="www.alvopetro.com">www.alvopetro.com</a>. This MD&A contains financial terms that are not considered measures under International Financial Reporting Standards ("IFRS" or "GAAP") and forward-looking statements. As such, the MD&A should be used in conjunction with Alvopetro's disclosure under the headings "Non-GAAP Measures" and "Forward Looking Information" at the end of this MD&A.

All amounts contained in this MD&A are in United States dollars, except as otherwise stated and all tabular amounts are in thousands of United States dollars, except as otherwise noted.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

#### **OVERVIEW**

# **Description of Business**

Alvopetro Energy Ltd. ("Alvopetro" or "the Company") is engaged in the exploration, development and production of hydrocarbons in the Recôncavo, Tucano, Camamu-Almada and Sergipe-Alagoas basins, onshore Brazil. Alvopetro is a publicly traded company listed on the TSX Venture Exchange and was incorporated under the *Business Corporations Act* (Alberta) on September 25, 2013 as 1774501 Alberta Ltd. and subsequently changed its name to Alvopetro Energy Ltd. on November 19, 2013.

## Strategy

Alvopetro's vision is to be the premier independent exploration and production company in Brazil, maximizing shareholder value by being the lowest cost operator and applying innovation to underexploited opportunities. Alvopetro aims to implement a large-scale, repeatable, low-risk, multi-well development program, utilizing advanced technology and completion techniques.

Our three pronged strategy targets: i) mature fields; ii) shallow exploration on our asset base; and, iii) the Gomo member of the Candeias Formation in the Recôncavo Basin. Supporting our strategy, Alvopetro's experienced team brings developed basin expertise to Brazil's underexploited resource opportunities; and cost-effective and innovative operating capabilities.

#### History and Formation of the Company

The Company was established effective November 28, 2013 as a result of an agreement among Petrominerales Ltd. ("Petrominerales"), Pacific Rubiales Energy Corp. ("Pacific Rubiales") and Alvopetro Energy Ltd. (formerly 1774501 Alberta Ltd.) whereby the parties agreed to complete an arrangement (the "Arrangement") under section 193 of the Business Corporations Act (Alberta). Under the Arrangement, Pacific Rubiales acquired Petrominerales, with each Petrominerales shareholder receiving cash consideration of CAD\$11.00 and one common share of Alvopetro for each Petrominerales share held. The Arrangement was completed on November 28, 2013.

In connection with the Arrangement, Petrominerales transferred to Alvopetro its entire interest in the Recôncavo, Tucano, Camamu-Almada and Sergipe-Alagoas basins in onshore Brazil consisting of three producing fields and 16 exploration blocks comprising 148,500 gross acres (the "Brazil Properties") and \$85.6 million (CAD\$91.0 million) cash. Post-Arrangement, Alvopetro began carrying on the exploration, development and production previously carried on by Petrominerales with respect to the Brazil Properties.



#### **Financial Information**

With respect to the financial information presented in this management's discussion and analysis, transactions occurring prior to the Arrangement (which closed November 28, 2013) were derived from the accounting records of Petrominerales. All revenue, royalties and production taxes, operating expenses and transportation expenses contained within the interim condensed consolidated statements of operations and comprehensive loss are directly attributable to the Brazil Properties now owned by Alvopetro. General and administrative expenses recorded prior to the Arrangement have been determined based on actual Brazil general and administrative expenses and time charges by Petrominerales' employees to the Brazil Properties. Share-based compensation recorded by Petrominerales up to the Arrangement date has been allocated to Alvopetro based on the percentage of the direct time charged to the Brazil Properties divided by total general and administrative costs for the Petrominerales Calgary office. The financial information for this period is intended to be representative of the Brazil Properties had Alvopetro been operating them as a stand-alone entity, subject to Petrominerales' control, during this time.

The financial information related to this period has been prepared by Alvopetro's management in accordance with IFRS and requires the use of significant judgments made in the allocation of reported amounts related to the Brazil Properties. In the opinion of management of Alvopetro, this financial information reflects all adjustments necessary to present fairly the statement of the financial position and the results of operations in accordance with IFRS, however such information may not reflect Alvopetro's financial position, results of operations and cash flows had Alvopetro been operating in its current structure during the reporting periods presented. Further, such results may not be comparable to future results due to differences between the corporate and financial structure and management of Petrominerales and Alvopetro.



# FINANCIAL AND OPERATING SUMMARY

	Three months ended June 30,		Six months	
	June : 2014	30, 2013	June 3 2014	2013
Financial	-			
(\$000s, except where noted)				
Oil sales	323	401	637	699
Funds flow from operations (1)	(1,893)	(1,415)	(4,909)	(2,149)
Per share — basic and diluted (\$) <sup>(2)</sup>	(0.02)	(0.02)	(0.06)	(0.03)
Net loss	(1,304)	(1,644)	(5,325)	(2,565)
Net loss attributable to common shareholders	(1,304)	(1,273)	(5,325)	(2,003)
Per share - basic and diluted (\$) <sup>(2)</sup>	(0.02)	(0.01)	(0.06)	(0.02)
Capital expenditures	5,216	547	12,587	800
Total assets	153,038	48,906	153,038	48,906
Debt	-	-	-	-
Net working capital surplus (deficit) (1)(3)	63,704	(377)	63,704	(377)
Common shares outstanding, end of year				
(000s)				
Basic (2)	85,167	85,167	85,167	85,167
Diluted <sup>(4)</sup>	88,234	85,167	88,234	85,167
Operations				
Operating netback (\$/bbl) (1)				
Brent benchmark price	109.74	102.52	108.82	107.51
Sales price	103.91	118.96	101.91	107.24
Transportation expenses	(4.83)	(6.53)	(4.16)	(3.07)
Realized sales price	99.08	112.43	97.75	104.17
Royalties and production taxes	(10.62)	(5.64)	(10.72)	(5.22)
Production expenses	(116.78)	(127.41)	(109.91)	(101.12)
Operating netback	(28.32)	(20.62)	(22.88)	(2.17)
Average daily crude oil production (bopd)	34	37	35	36

### Notes:

- (1) Non-GAAP measure. See "Non-GAAP Measures" section within this MD&A.
- (2) All Alvopetro common shares currently outstanding were issued in connection with the Arrangement and there were no shares of Alvopetro Energy Ltd. outstanding at June 30, 2013. However, for comparison purposes and for all per share computations, the December 31, 2013 common share balance is assumed for June 30, 2013.
- (3) Includes current restricted cash of \$11.1 million (June 30, 2013 \$nil) but excludes non-current restricted cash of \$16.0 million (June 30, 2013 \$nil).
- (4) Consists of outstanding common shares and stock options of the Company as at June 30, 2014.

Net working capital surplus and total assets are significantly higher at June 30, 2014 compared to June 30, 2013 primarily as a result of the \$85.6 million received on closing of the Arrangement on November 28, 2013 and the acquisition of additional blocks in Brazil through bid rounds and farm-in agreements during the second half of 2013.

Capital expenditures of \$5.2 million for the second quarter of 2014 include \$1.2 million of standby charges on drilling and completion rigs, \$1.0 million related to Block 183 (including the final farm-in payment and lease construction costs for the 183(1) well spud on July 27<sup>th</sup>), \$1.1 million in drilling and completion costs for the 197(1) well, and \$0.6 million in bid round bonuses for blocks awarded in the 12<sup>th</sup> Brazil Bid Round. Year-to-date capital expenditures for the 197(1) well are \$7.7 million, \$7.4 million of which relates to drilling and the remainder to completion and testing costs.

The Company recorded a foreign exchange gain of \$0.1 million in the second quarter of 2014 and a loss of \$2.4 million for the six months ended June 30, 2014. Minimal gains were recorded in the three and six month periods



ended June 30, 2013. The exchange fluctuations in 2014 were significantly higher than in 2013 due to the Company's increased cash balance.

## HIGHLIGHTS AND SIGNIFICANT TRANSACTIONS FOR THE SECOND QUARTER OF 2014

- > Our cash, restricted cash and working capital resources remain strong at \$79.7 million, with a working capital surplus of \$63.7 million (including \$54.7 million of cash and \$11.1 million of current restricted cash) as well as non-current restricted cash of \$16.0 million.
- ➤ Based on open-hole logs, our 197(1) well (previously referred to as the 1ALV5BA well) encountered 43 meters of potential net hydrocarbon pay over several separate intervals, with an average porosity of 9.5 percent, using an 8 percent porosity cut-off.
- > During the drilling of the 197(1) well we recovered over 78 meters of core and completed extensive core analysis, which is being integrated into our geological model.

### **RECENT HIGHLIGHTS**

- Commenced testing of our 197(1) well and proved hydrocarbon potential in the first of three intervals to be tested.
- ➤ On July 27, 2014, we commenced drilling our second well, 183(1), on Block 183 and are currently drilling the intermediate hole section.
- > Progressed civil works on a number of future locations, with at least 12 prospects identified.
- In addition to our 197(1) and 183(1) wells, we plan to drill up to three additional wells and complete two workovers in 2014.

### **EXPLORATION BLOCK COMMITMENT SUMMARY**

	Gross		Current		
Block	Acres	<b>Exploration Term</b>	Phase	Phase Expiry	Phase Commitments
131	5,016	3 years + 2 years	2	18-Oct-14 (Note 1)	1 exploration well
132	6,301	3 years + 2 years	2	18-Oct-14 (Note 1)	1 exploration well
144	4,843	3 years + 2 years	2	18-Oct-14 (Note 1)	1 exploration well
157	4,670	3 years + 2 years	2	18-Oct-14 (Note 1)	1 exploration well
182	5,239	3 years + 2 years	2	25-Jul-14 (Note 2)	1 exploration well
196	5,906	3 years + 2 years	2	25-Jul-14 (Note 2)	1 exploration well
197	7,339	3 years + 2 years	2	29-Apr-14 (Note 3)	1 exploration well (Note 3)
183	7,740	3 years + 2 years	1	11-Jun-15	1 exploration well
170	6,914	3 years + 2 years	1	(Note 4)	1 exploration well
106	7,759	3 years + 2 years	1	29-Aug-16	11 km <sup>2</sup> of 3D seismic
107	7,561	3 years + 2 years	1	29-Aug-16	2 exploration wells
T-177	46,505	3 years + 2 years	1	29-Aug-16	1 well and 31 km <sup>2</sup> of 3D seismic
169	5,280	3 years + 2 years	1	15-May-17	1 exploration well
198	7,739	3 years + 2 years	1	15-May-17	1 exploration well
255	7,734	3 years + 2 years	1	15-May-17	1 exploration well + 20 km 2D seismic
256	7,734	3 years + 2 years	1	15-May-17	27km 2D seismic

<sup>(1)</sup> Alvopetro has applied to the ANP for an extension to the current phase expiry of these Blocks. While we expect an extension to be granted, Alvopetro cannot guarantee the outcome of the extension application process.



<sup>(2)</sup> The ANP has granted a temporary extension to the current phase expiry for Blocks 182 and 196, valid pending the ANP's determination of our application for extension.

<sup>(3)</sup> Alvopetro drilled our 197(1) well in fulfillment of its commitment of one exploration well in exploratory phase 2, subject to ANP approval, with a temporary extension granted from the ANP, renewable in 30 days increments, as applicable.

(4) The contract is currently in suspension, meaning additional time is granted to Alvopetro to complete our commitment, pending customary landowner documentation and subsequent receipt of environmental permits. The time for completion of the first phase commitment on Block 170 is expected to be approximately 18 months after the contract is resumed.

Alvopetro has the financial resources necessary to complete all of its work commitments. Alvopetro has the capacity to grow our operations and production levels and is not dependent on cash flows from existing production to fund our capital and operating plans.

### FINANCIAL AND OPERATING REVIEW

## **Comparative Analysis and Cautionary Note**

Readers are cautioned that the June 30, 2013 comparative financial data does not necessarily reflect what the results of our operations, financial position, and cash flows would have been had the Brazil Properties been operated as a stand-alone entity. Furthermore, such results may not be comparable to future results due to differences between the corporate and financial structure, and management of the Company compared to Petrominerales. For the three and six months ended June 30, 2013, the Brazil Properties were not operated as a stand-alone entity and there is no assurance that had they been, the results would have been the same.

#### **Production and Oil Sales**

	Three Months Ended Six Months Ended June 30, June 30,			
	2014	2013	2013	2013
Total production (bbls)	3,108	3,367	6,250	6,517
Daily production (bopd)	34	37	35	36
Oil sales (\$000's)	323	401	637	699

Substantially all of Alvopetro's current production is from one well on our Bom Lugar property. Alvopetro currently has a sales contract for each of Bom Lugar and Jiribatuba. Pursuant to the terms of the Bom Lugar sales contract, a discount of \$15.47 - \$20.75 per barrel is applied to average monthly Brent prices, with the discount reduced by a gross up for certain taxes of approximately 9.25 percent of the overall sales price. Under the terms of the Jiribatuba sales contract, a five percent discount is applied to average Brent prices.

## **Funds Flow from Operations**

	Three Mon	Three Months Ended June 30,		s Ended
	June			30,
	2014	2013	2014	2013
Funds flow from operations	(1,893)	(1,415)	(4,909)	(2,149)

Alvopetro is not dependent on cash flows from oil sales to fund its capital and operating plans. The Company currently has negative funds flow from operations; however, Alvopetro's current staffing levels are anticipated to be sufficient to manage our exploration and development operations for higher activity levels, without significant increases to fixed operating expenses.

Funds flow from operations for the six months ended June 2014 was also impacted by realized foreign exchange losses of \$2.3 million related to the devaluation of the Canadian dollar relative to the U.S. dollar from December 31, 2013.



## **Royalties and production taxes**

	Three Months Ended		Six Mont	hs Ended
	June 30,		June	30,
	2014	2013	2014	2013
Royalties and production taxes	33	19	67	34

All of the producing fields held by Alvopetro are subject to a base 5% royalty plus an additional 0.5% royalty paid to landowners according to applicable Brazil petroleum laws. All royalties are paid based on an ANP minimum reference price which is typically higher than the realized sales price. Consistent with the practice in Brazil, royalties and production taxes for the three and six months ended June 30, 2014 includes all Social Assistance Contribution ("COFINS") and Social Integration Program ("PIS") taxes paid on revenues. COFINS and PIS represent social contribution taxes and currently approximate 3.65% of revenues.

All of the Concession Contracts for the exploration blocks held by Alvopetro are subject to a base 10% royalty plus a 1% landowner royalty. Blocks 131, 132, 144, 157, 182, 196 and 197 are also subject to a 2.25% gross-overriding royalty. No royalties have been paid on these, or any other, exploration blocks to date.

## **Production Expenses**

		Three Months Ended June 30,		Six Months Ended June 30,	
	2014	2013	2014	2013	
Production expenses	363	429	687	659	

Production expenses on a per barrel basis were \$116.78 and \$109.91, respectively, for the three and six months ended June 30, 2014 compared to \$103.12 in the first quarter of 2014. The increase is primarily attributable to workover-related costs in preparation for the two Jiribatuba workovers which are expected to commence later in the third quarter or early in the fourth quarter of 2014. With the Company's current operational capacity a significant portion of operating expenses are fixed and it is expected that these fixed costs will not increase significantly with increased production. Overall, net revenues from production exceed variable operating expenses and the Company expects that per barrel costs will decline as production levels increase, pending future results of our exploration and development.

## Transportation

	Three Months Ended June 30,		Six Mont	hs Ended
			June	30,
	2014	2013	2014	2013
Transportation expenses	15	22	26	20

Alvopetro currently has a sales contract for each of Bom Lugar and Jiribatuba and transports production for both of these fields by truck to the sales point.



## **General and Administrative Expenses**

	Three Months Ended		Six Mont	hs Ended	
	June 30,		June 30, June 30,		30,
	2014	2013	2014	2013	
G&A expenses	1,653	1,358	2,757	2,162	

G&A expenses for the three and six months ended June 30, 2013 include actual general and administrative costs incurred in Brazil, plus an allocation of Petrominerales' general and administrative costs determined based on actual time charges by Petrominerales' employees to the Brazil Properties. G&A expenses for the three and six months ended June 30, 2014 are representative of actual G&A costs incurred by Alvopetro and overall are higher than 2013 because of the increase in activity. G&A for the second quarter is \$0.6 million higher than the first quarter of 2014 primarily due to personnel and other related costs resulting from increased activity levels as well as higher public company costs associated with printing and mailing our initial annual shareholder materials.

### **Cash and Cash Equivalents**

As	at
June 30,	December
2014	31, 2013
54,667	100,268

In connection with the Arrangement, Petrominerales transferred its entire interest in the Brazil Properties and approximately \$85.6 million (CAD\$91.0 million) in cash to Alvopetro, resulting in significantly higher cash balances as at June 30, 2014 and December 31, 2013 compared to June 30, 2013 (\$0.4 million). During the six months ended June 30, 2014, a total of \$27.0 million was posted as cash collateral, largely for work commitments in Brazil (see "Restricted Cash"). This amount is not included as part of cash and cash equivalents in the table above.

## **Restricted Cash**

	As	at
	June 30,	December
	2014	31, 2013
Restricted cash – current	11,068	-
Restricted cash – non-current	15,951	
Total restricted cash	27,019	-

The ANP requires all operators in Brazil to provide financial guarantees for work commitments as the applicable concession contracts are executed by, or transferred to, Alvopetro. In the first quarter of 2014, the Company entered into a credit support facility (the "Facility") for up to CAD \$30.0 million which allows for the issuance of letters of credit and letters of guarantee in support of these financial guarantees. The Facility was increased to CAD \$45.0 million subsequent to June 30, 2014. Pursuant to the terms of the Facility, the issuance of letters of credit and letters of guarantee must be fully cash collateralized by Alvopetro. Cash collateral amounts posted by Alvopetro may at times be in excess of actual committed amounts due to additional amounts required to be deposited for foreign currency risk margins, in accordance with the terms of our Facility.

During the six months ended June 30, 2014, the Company issued irrevocable letters of credit through the Facility for a total of Brazilian real ("BRL") 51.3 million and, accordingly, posted cash collateral of approximately \$26.7 million, of which \$10.7 million is classified as current and \$16.0 million is classified as non-current at June 30, 2014. The Company earns interest income on these cash deposits under the Facility at rates of between 0.21 and 0.35 percent per annum based on current terms. Subsequent to June 30, 2014, the Company issued additional letters of credit of BRL 6.1 million and posted cash collateral of approximately \$3.1 million. Additional letters of credit and letters of



guarantee, and any required accompanying cash collateralization, will be issued and posted, as applicable and as required, for any future blocks acquired by Alvopetro in Brazil.

At June 30, 2014 there is an additional cash collateral amount posted of \$0.3 million with respect to corporate credit cards, classified as current.

### Other Income

		Three Months Ended June 30,		iths Ended ne 30,
	2014	2014 2013		2013
Interest income	87	-	199	-
Water disposal revenue	27	-	67	30
Total other income	114	-	266	30

Interest income for the three and six months ended June 30, 2014 includes income earned from restricted cash deposits at rates ranging from 0.21 to 0.35 percent per annum and cash deposits at rates ranging from 0.10 to 1.12 percent per annum. The Company also earns revenue on third-party water disposal in Brazil.

## **Foreign Exchange**

The Company's reporting currency is the U.S. dollar and its functional currencies are the U.S. dollar and the Brazilian real ("BRL"). Substantially all costs incurred in Brazil are in Brazilian reals and the Company incurs certain head office costs in both U.S. and Canadian dollars. In each reporting period, the change in the values of the Brazilian real and the Canadian dollar relative to the Company's reporting currency are recognized. The period end rates used to translate the Company's Brazilian real and Canadian dollar denominated financial statement items are as follows:

	As at			
	June 30, December			
	2014	31, 2013	% Change	
Rate at end of period:				
U.S. dollar / Brazilian real	2.2019	2.3420	(6.0%)	
U.S. dollar / Canadian dollar	1.0670	1.0636	0.3%	

Head office transactions in Canadian dollars are recognized at the rates of exchange prevailing at the date of the transactions. At the end of each reporting period, monetary assets and liabilities are translated at the exchange rate in effect at the reporting period date. Non-monetary assets, liabilities, revenues and expenses are translated at transaction date exchange rates. Exchange gains or losses are included in the determination of net income as foreign exchange gains or losses. During the six months ended June 30, 2014 the U.S. dollar strengthened relative to the Canadian dollar, mainly in the first quarter, resulting in a foreign exchange loss of \$2.4 million (June 30, 2013 - \$15,000 loss), \$2.3 million of which is considered realized.

The assets and liabilities of Alvopetro's Brazilian subsidiaries are translated to U.S. dollars at the exchange rate on the reporting period date. The income and expenses of our Brazil operations are translated to U.S. dollars at the exchange rates on the date of the relevant transactions. All resulting foreign currency differences are recorded in other comprehensive income in our consolidated statements of operations and comprehensive loss. During the six months ended June 30, 2014 the Brazilian real appreciated relative to the U.S. dollar resulting in an exchange gain of \$1.8 million recognized in comprehensive loss for the six months ended June 30, 2014 (June 30, 2013 - \$2.0 million loss).



## **Share-Based Compensation Expenses**

	Three Months Ended June 30,		Six Mo	Six Months Ended June 30,	
			Ju		
	2014	2013	2014	2013	
Share-based compensation	154	101	316	201	

Share-based compensation expense is a non-cash expense that is based on the fair value of stock options on the date of grant and amortized over the vesting period of the options. Share-based compensation for the three and six months ended June 30, 2013 is based on an allocation of Petrominerales share based compensation during the same time period.

# **Depletion, Depreciation and Accretion Expenses**

	Three Months Ended June 30,			Six Months Ended June 30,	
	2014 2013		2014	2013	
Depletion and depreciation	89	128	180	209	
Accretion on decommissioning liabilities	29	-	52	6	
Total	118	128	232	215	

Included in the depletion computation for our producing fields was \$9.3 million of estimated future development costs for proved plus probable reserves (June 30, 2013 – \$8.2 million).

#### **Taxes**

	Three Months Ended		Six Mont	Six Months Ended June 30,	
	June	June 30,			
	2014 2013		2014	2013	
Current income tax expense	12	7	25	18	
Deferred income tax (recovery)	(488)	-	(297)	-	
Total income tax (recovery) expense	(476)	7	(272)	18	

The statutory tax rate in Brazil applicable to corporate income is 34%. This is comprised of a basic 15% corporate income tax, plus 10% surtax and 9% social contribution on net profit tax. In Brazil, companies may elect to compute corporate taxes under the presumed profit regime provided total revenues from the immediately preceding year were less than BRL 72.0 million (previously BRL 48.0 million for 2013 and prior years) and certain other conditions have been met. Presumed profit is computed by applying a predetermined percentage to gross revenues, which varies depending on the nature of the revenues earned. Under the presumed profit regime, the combined inherent rate applicable to Alvopetro's Brazil activities is expected to be approximately two percent on gross revenues. Although the Company is in an overall loss position, the presumed profit regime is anticipated to provide lower indirect and other tax costs to the Company compared to the actual profit system and therefore higher overall tax savings within Brazil.

The deferred income tax recovery for the three and six months ended June 30, 2014 arose largely due to the impact of foreign currency fluctuations on BRL denominated tax pools. No deferred income tax expense or recovery was recognized for the three or six months ended June 30, 2013.



## **Capital Expenditures**

	Three Months Ended June 30,			Six Months Ended June 30,	
	2014	2013	2014	2013	
Expenditures on exploration & evaluation assets	5,165	473	12,245	617	
Expenditures on property, plant & equipment	51	74	342	183	
Total capital expenditures	5,216	547	12,587	800	

Exploration & evaluation ("E&E") expenditures for the three and six months ended June 30, 2014 include \$1.2 million related to drilling rig standby charges incurred between rig release on the 197(1) well and spudding the 183(1) well on July 27<sup>th</sup>. The downtime was largely a result of heavy rain. Also included are \$1.0 million in costs for Block 183 (including \$0.7 million in final farm-in fees and \$0.3 million of lease construction costs for the 183(1) well), \$1.1 million in drilling and completion costs for the 197(1) well, \$0.6 million in bid round bonuses for Blocks 169, 198, 255 and 256 acquired in the 12<sup>th</sup> Brazil Bid Round, as well as inventory and other purchases. Year-to-date capital expenditures for the 197(1) well are \$7.7 million, \$7.4 million of which relates to drilling and the remainder to initial completion and testing costs. Capitalized G&A expenses for the three and six months ended June 30, 2014 were \$0.2 million and \$0.6 million respectively, the majority of which was booked to E&E.

## **SUMMARY OF QUARTERLY RESULTS**

	Q2, 2014	Q1, 2014	Q4, 2013
Financial			
Oil sales	323	314	363
Funds flow from operations (1)	(1,893)	(3,016)	(1,690)
Per share – basic & diluted (\$)	(0.02)	(0.04)	(0.02)
Net income (loss)	(1,304)	(4,021)	1,333
Net income (loss) attributable to common shareholders	(1,304)	(4,021)	398
Per share – basic & diluted (\$)	(0.02)	(0.05)	-
Capital expenditures	5,216	7,371	4,187
Operations			
Operating netback (\$/bbl) (1)			
Brent benchmark price	109.74	107.90	109.35
Sales price	103.91	99.94	91.88
Transportation expenses	(4.83)	(3.50)	(2.75)
Realized sales price	99.08	96.44	89.13
Royalties and production taxes	(10.62)	(10.82)	(18.71)
Production expenses	(116.78)	(103.12)	(49.81)
Operating netback	(28.32)	(17.50)	20.61
Average daily crude oil production (bopd)	34	35	43

### Notes:

(1) Non-GAAP measure. See "Non-GAAP Measures" section within this MD&A.

Significant factors influencing quarterly results were:

- ➤ Capital expenditures in the first quarter were primarily attributable to drilling our 197(1) well. In the second quarter, capital expenditures included drilling rig standby charges, 183(1) well construction costs, bid round bonuses and final farm-in fees, as well as additional drilling costs and initial completion and testing costs on the 197(1) well.
- > Second quarter production expenses of \$116.78/bbl represent a 13% increase over the first quarter largely due to preparation work done in anticipation of the two Jiribatuba workovers expected to commence late



- in the third quarter or early in the fourth quarter of 2014. Overall, production expenses have increased \$39,000 in the second quarter.
- > Transportation expenses per barrel of \$4.83 in the second quarter were higher than the \$3.50 per barrel reported in the first quarter as a result of an increase in transportation expenses from \$11,000 to \$15,000.
- ➤ G&A of \$1.7 million for the second quarter of 2014 was \$0.6 million higher than the first quarter as a result of increased operational activities as well as higher public company costs associated with printing and mailing our initial annual shareholder materials.
- A foreign exchange gain of \$0.1 million was recorded in the second quarter compared to a loss of \$2.5 million in the first quarter of 2014 due to fluctuations in the Canadian dollar relative to the U.S. dollar.

## **COMMITMENTS AND CONTINGENCIES**

The following is a summary of Alvopetro's contractual commitments as at June 30, 2014:

Commitments	< 1 Year	1-3 Years	Thereafter	Total
Minimum work commitments <sup>(1)</sup>	9,672	15,949	431	26,052
Leases <sup>(2)</sup>	266	98	-	364
Total commitments	9,938	16,047	431	26,416

#### Notes:

- (1) Under the terms of the ANP concession contracts for each of our exploration blocks, the Company has work commitments which must be completed prior to the applicable phase expiry date. Amounts above include the one well commitment required under the current exploratory phase of Block 197, fulfilled by our 197(1) well drilled on this block during the three months ended June 30, 2014, subject to ANP approval. Alvopetro has applied to the ANP for an extension to the work commitment phase deadline for our 9th Brazil Bid Round blocks. While we expect that this will be granted, the Company cannot guarantee that the ANP will grant the requested extension. To the extent the extension is not granted on one or more of the requested blocks, the associated concession contract(s) may be revoked, amounts recognized as exploration and evaluation assets with respect to these blocks may be subject to impairment at that time, and Alvopetro may be required to pay to the ANP an amount representing the value, calculated pursuant to the contract, of the unfulfilled portion of the related work commitments, estimated as up to a maximum of \$9.7 million for all of our 9th Brazil Bid Round blocks.
- (2) The Company is committed to future minimum payments for office space in Canada and Brazil.

Alvopetro's activities in Brazil are subject to minimum local content requirements with respect to materials and supplies utilized. The specific local content requirements for the exploration phase were determined during the bidding process for each particular block and are assessed at the phase expiry date. Management undertakes considerable effort to adhere to these requirements; however, there may be circumstances when it is not advantageous or reasonably possible for the Company to do so. If the Company does not meet the local content requirements for a particular phase as specified according to the respective concession contract, a fine, which varies by concession depending on exploration phase and type of cost, may be incurred. The Company is continually monitoring its local content compliance and any actual or potential fines as of June 30, 2014 are not material.

## LIQUIDITY AND CAPITAL RESOURCES

Our activities to date and our plans for 2014 are focused on targeting: our mature fields, shallow conventional exploration, and proving the commercial potential of the Gomo tight oil play in the Recôncavo Basin.

Alvopetro currently does not derive positive cash flows from its operations. Activities prior to the Arrangement were funded by Petrominerales as part of its normal course business operations and Alvopetro's existing cash balances are the primary source of funds for activities subsequent to the Arrangement.

At June 30, 2014 the Company's working capital of \$63.7 million (including current restricted cash of \$11.1 million) exceeded estimated outstanding commitments of \$26.4 million by \$37.3 million. In addition, the Company has non-current restricted cash of \$16.0 million as at June 30, 2014. Management expects our current capital resources to be adequate for our planned 2014 expenditures and commitments and provide financial flexibility to pursue future



opportunities as they arise. Furthermore, the Company considers that it has sufficient cash balances on hand to collateralize all existing guarantees and planned future guarantees. Additional letters of credit and letters of guarantee, and any required accompanying cash collateralization, will be issued and posted, as applicable and as required, for any future blocks acquired by Alvopetro in Brazil.

At June 30, 2014, the Company had \$3.3 million of equipment inventory to be utilized for future operations which is included in exploration and evaluation assets in the consolidated statement of financial position.

At June 30, 2014, Alvopetro's cash and cash equivalents of \$54.7 million and restricted cash of \$27.0 million were held as follows:

		U.S.	CAD	Brazil
	Total	Dollar	Dollar <sup>(1)</sup>	Real <sup>(1)</sup>
Cash held in Canada	54,310	50,899	3,411	-
Cash held in Brazil	357	-	-	357
Total cash and cash equivalents	54,667	50,899	3,411	357
Restricted cash held in Canada	27,019	26,689	330	-
Restricted cash held in Brazil	-	-	-	-
Total restricted cash	27,019	26,689	330	-

#### Notes:

(1) Amounts in the table above denote the U.S. dollar equivalent as June 30, 2014.

### TRANSACTIONS WITH RELATED PARTIES

Alvopetro is party to non-material office-related administrative transactions with Touchstone Exploration Inc. (formerly Petrobank Energy and Resources Ltd.), a related party of the Company due to common directors. These transactions include administrative consulting fees and office sub-lease expenses charged to Alvopetro, summarized as follows:

	Three months e	Six months ended June 30,		
	2014	2013	2014	2013
Office rent and related costs	57	-	113	-
Administrative consulting fees	1	-	7	-

As at June 30, 2014, the Company owed Touchstone \$nil (June 30, 2013 - \$nil).

## **OUTSTANDING SHARE DATA**

The Company is authorized to issue an unlimited number of common shares and preferred shares in one or more series. The aggregate number of Alvopetro common shares and stock options outstanding at August 20, 2014 was 88,234,207 (common shares – 85,166,871, stock options – 3,067,436). There are no preferred shares outstanding.

## **RISKS AND UNCERTAINTIES**

There have been no significant changes in the three months ended June 30, 2014 to the risks and uncertainties identified in the MD&A for the year ended December 31, 2013.

An investment in Alvopetro should be considered speculative due to the nature of our activities and the stage of our development. Alvopetro is exposed to a variety of risks, including but not limited to competitive, operational, political, environmental and financial risks. Investors should carefully consider the risk factors set forth under the heading "Risk Factors" in our Annual Information Form available on SEDAR at <a href="https://www.sedar.com">www.sedar.com</a>.



### **SENSITIVITIES**

The Company's earnings and cash flow are sensitive to changes in crude oil prices, exchange rates and interest rates. As the Company is in the early stage of its operations and has significant cash on hand, it does not depend on its cash flows from oil sales and fluctuations in the price of crude oil are therefore not currently significant to the Company.

### **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

On January 1, 2014, the Company adopted new accounting standards with respect to the presentation of financial instruments (IAS 32), the recognition of liabilities on government levies (IFRIC 21), and the disclosure of recoverable amounts of an impaired cash generating unit (IAS 36). The adoption of these standards had no impact on the amounts recorded in the consolidated financial statements as at January 1, 2014 or on the comparative periods.

The Company monitors the impact of adopting new standards as described in the 2013 annual consolidated financial statements as well as any new pronouncements from the International Accounting Standards Board including the following:

- IFRS 9 *Financial Instruments* which provides requirements for the classification and measurement of financial assets. This standard does not yet have a mandatory effective date but early adoption is allowed.
- IFRS 15 Revenue from Contracts with Customers which supersedes IAS 18 Revenue, IAS 11, Construction Contracts and certain revenue-related interpretations. This standard will be effective for annual periods beginning on or after January 1, 2017.

The Company's management made judgments, assumptions and estimates in the preparation of these financial statements. Actual results may differ from those estimates, and those differences may be material. The basis of presentation and the Company's significant account policies can be found in the notes to the consolidated financial statements for the year ended December 31, 2013.

Management's Report on Internal Control over Financial Reporting. In connection with National Instrument 52-109 - Certification of Disclosure in Issuer's Annual and Interim Filings ("NI 52-109"), the Chief Executive Officer and Chief Financial Officer of the Company are required to file a Venture Issuer Basic Certificate with respect to the financial information contained in the unaudited interim financial statements and the audited annual financial statements and respective accompanying Management's Discussion and Analysis. The Venture Issuer Basic Certificate does not include representations relating to the establishment and maintenance of disclosure controls and procedures and internal control over financial reporting, as defined in NI 52-109.

Forward-Looking Statements. Certain information provided in this MD&A constitutes forward-looking statements. Specifically, this MD&A contains forward-looking statements relating to future results from operations, expectations and assumptions concerning testing results on the 197(1) well, projected financial results, future capital and operating costs, future production rates, proposed exploration and development activities, sources of capital, dividend levels, and capital spending levels. Forwardlooking statements are necessarily based upon assumptions and judgements with respect to the future including, but not limited to, the success of future drilling, completion, recompletion and development activities, the outlook for commodity markets and capital markets, the performance of producing wells and reservoirs, well development and operating performance, general economic and business conditions, weather and access to drilling locations, the availability and cost of labour and services, environmental regulation, including regulation relating to hydraulic fracturing and stimulation, the ability to monetize hydrocarbons discovered, the regulatory and legal environment and other risks associated with oil and gas operations. Although we believe that the expectations and assumptions on which the forward-looking statements are based are reasonable, undue reliance should not be placed on the forward looking statements because we can give no assurance that they will prove to be correct. Since forward looking statements address future events and conditions, by their very nature they involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to, risks associated with the oil and gas industry in general (e.g., operational risks in development, exploration and production; delays or changes in plans with respect to exploration or development projects or capital expenditures; the uncertainty of reserve estimates; the uncertainty of estimates and projections relating to production, costs and expenses, reliance on industry partners, availability of equipment and personnel, uncertainty surrounding timing for



drilling and completion activities resulting from weather and other factors, changes in applicable regulatory regimes and health, safety and environmental risks), commodity price and exchange rate fluctuations and general economic conditions. Certain of these risks are set out in more detail in this MD&A and in our Annual Information Form which has been filed on SEDAR and can be accessed at www.sedar.com. Except as may be required by applicable securities laws, Alvopetro assumes no obligation to publicly update or revise any forward looking statements made herein or otherwise, whether as a result of new information, future events or otherwise.

**Cautionary statements regarding well testing.** There is no representation by Alvopetro that the data relating to the 197(1) well contained in this MD&A is necessarily indicative of long-term performance or ultimate recovery. The reader is cautioned not to unduly rely on such data as such data may not be indicative of future performance of the well or of expected production or operational results for Alvopetro in the future.

**Non-GAAP Measures.** This report contains financial terms that are not considered measures under Canadian generally accepted accounting principles ("GAAP"), such as funds flow from operations, funds flow per share, net working capital surplus and operating netback. These measures are commonly utilized in the oil and gas industry and are considered informative for management and shareholders. Specifically, funds flow from operations and funds flow per share reflect cash generated from operating activities before changes in non-cash working capital. Management considers funds flow from operations and funds flow per share important as they help evaluate performance and demonstrate the Company's ability to generate sufficient cash to fund future growth opportunities. Net working capital surplus includes current assets (including current restricted cash) and current liabilities and is used to evaluate the Company's financial leverage. Operating netback is determined by dividing oil sales less royalties and production taxes, transportation and operating expenses by sales volume of produced oil. Management considers operating netback important as it is a measure of profitability per barrel sold and reflects the economic quality of production. Funds flow from operations, funds flow per share, net working capital surplus and operating netbacks may not be comparable to those reported by other companies nor should they be viewed as an alternative to cash flow from operations, net income or other measures of financial performance calculated in accordance with GAAP.

