# 3Q23 Results

26 October 2023

Josu Jon Imaz
CEO

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In October 2015, the European Securities Markets Authority (ESMA) published its Guidelines on Alternative Performance Measures (APMs). The guidelines apply to regulated information published on or after July 3, 2016. With effect from January 1, 2023, Repsol has revised its financial information reporting model. More details about said change and all the information and breakdowns relative to the APMs used in this presentation are available on Repsol´s website.

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# Agenda

Key messages of 3Q23

# Strategic progress underpinned by solid earnings and cash flow generation

| | |
|---|---|
| **€1.1 B**<br>Adjusted Income<br>+33% vs 2Q23<br>-27% vs 3Q22 | **€1.3 B**<br>CFFO<br>-23% vs 2Q23<br>-59% vs 3Q22 |
| **€1.9 B**<br>Net Debt<br>-18% vs Dec'22 | **5.9%**<br>Gearing<br>-2.1 p.p. vs Dec'22 |

## Robust quarterly results

- **Higher O&G prices** and **stronger refining margins**
- **Cash impact of Maxus** settlement and **Spanish windfall tax**
- **Working capital outflow of €0.9 B**

## Transactions aligned with strategic priorities

- **Focusing E&P growth in core areas. Divestment** of remaining assets in **Canada**
- Adding **renewable US onshore wind platform** through acquisition of **ConnectGen**

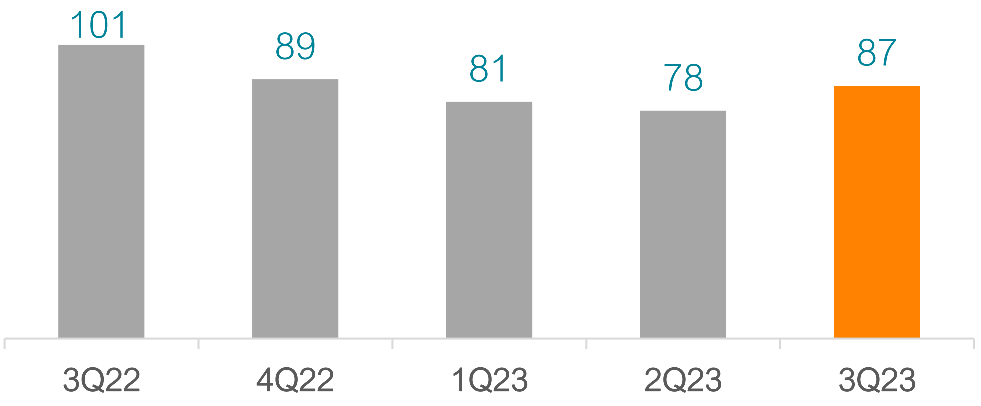
## Delivering on shareholder remuneration commitments

- **On track to distribute €2.4 B in 2023 (dividends + capital reductions)**
- **Increasing January'24 dividend to 0.4 €/share** (+14% vs. Jan'23)

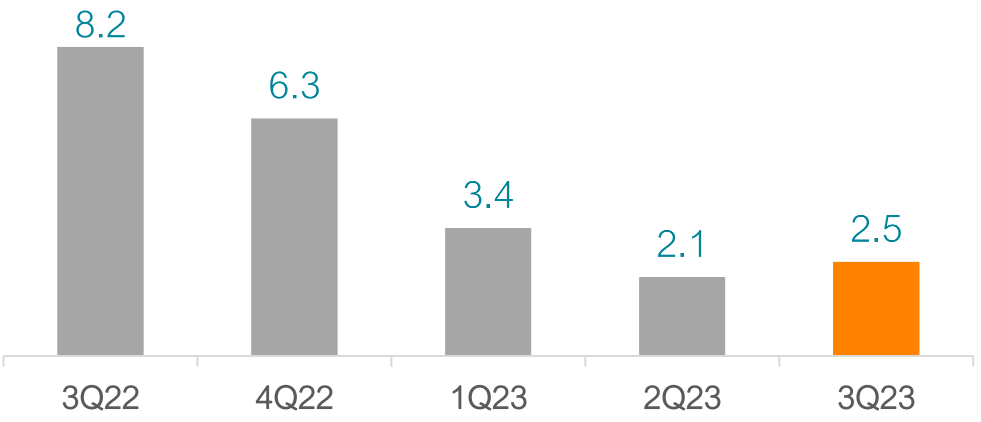
## Market Environment

# Refining margins fueled by higher middle distillates spreads

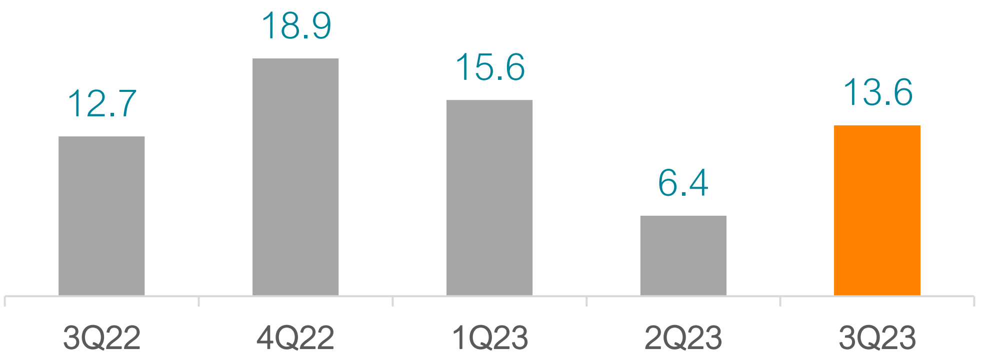
### Brent
($/bbl)



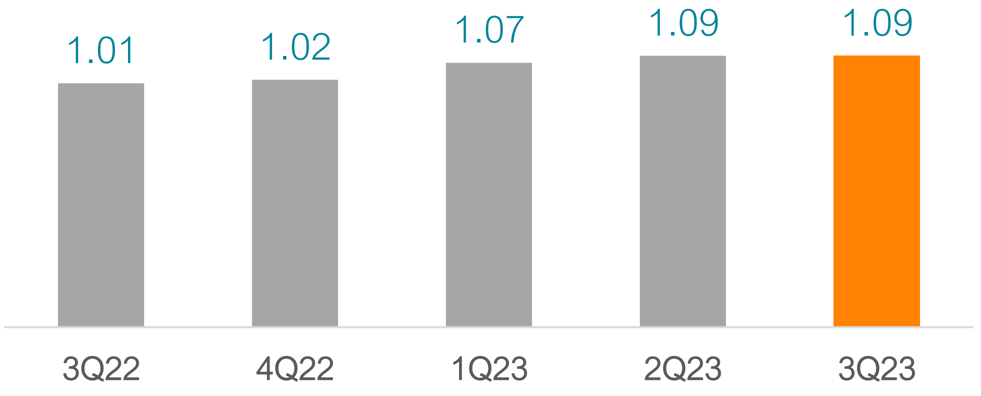

### Henry Hub
($/Mbtu)



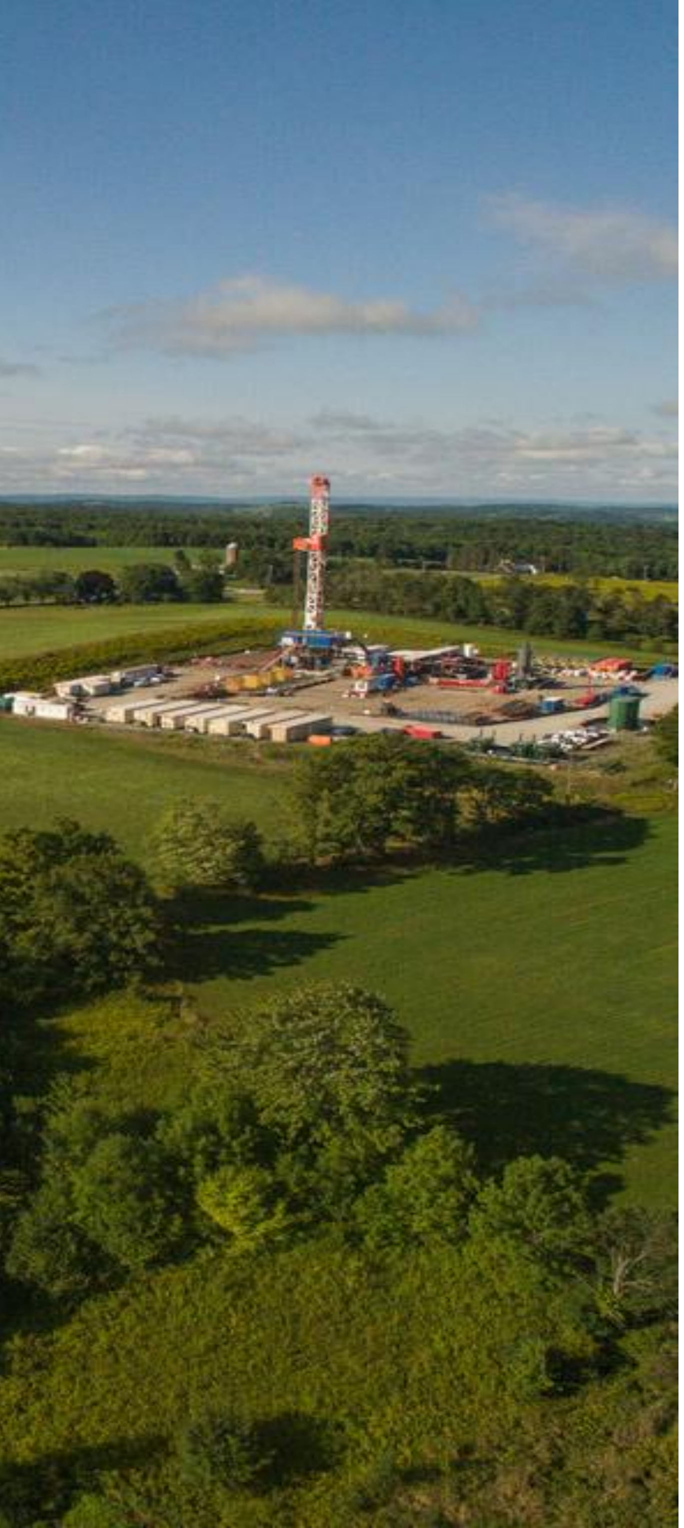

### Repsol's Refining Margin Indicator
($/bbl)




### Exchange Rate
($/€)

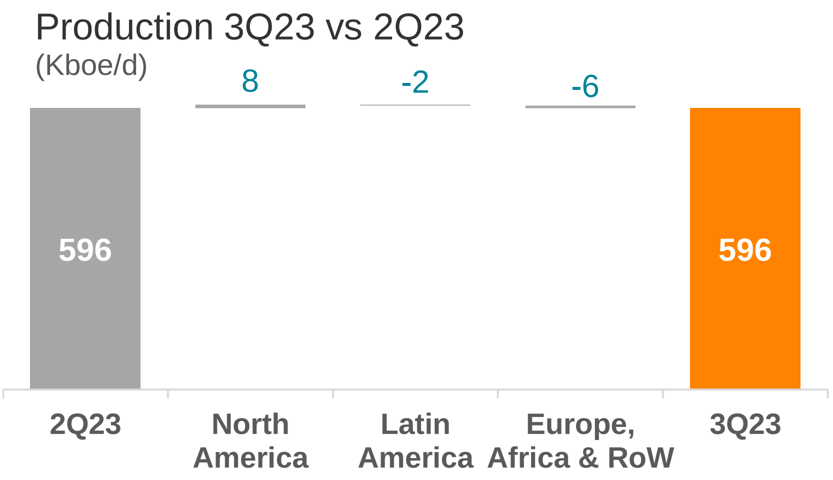


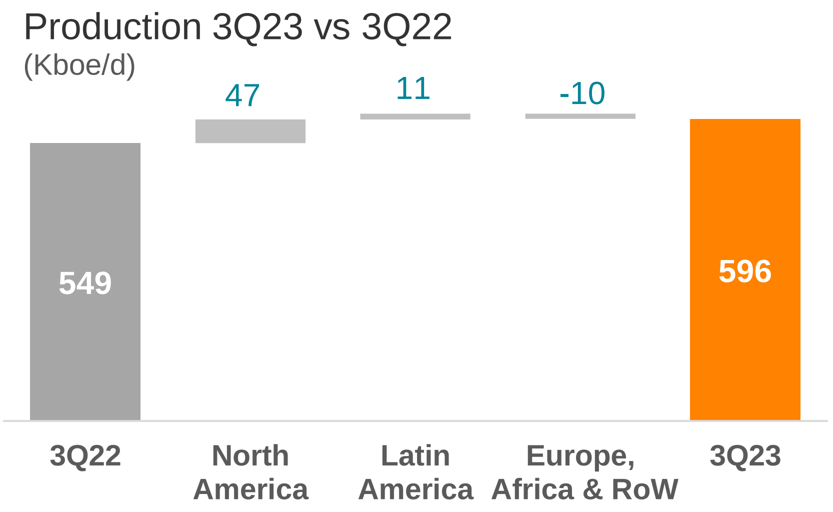

Note: all figures are averages





# Positive operational momentum with focus on project delivery and portfolio transformation




**Production +9% y-o-y:**

- New wells in **Eagle Ford and Marcellus**
- Higher sales in **Venezuela**
- **YTD production** in line with guidance at ~ **600 Kboe/d**

**Project development:**

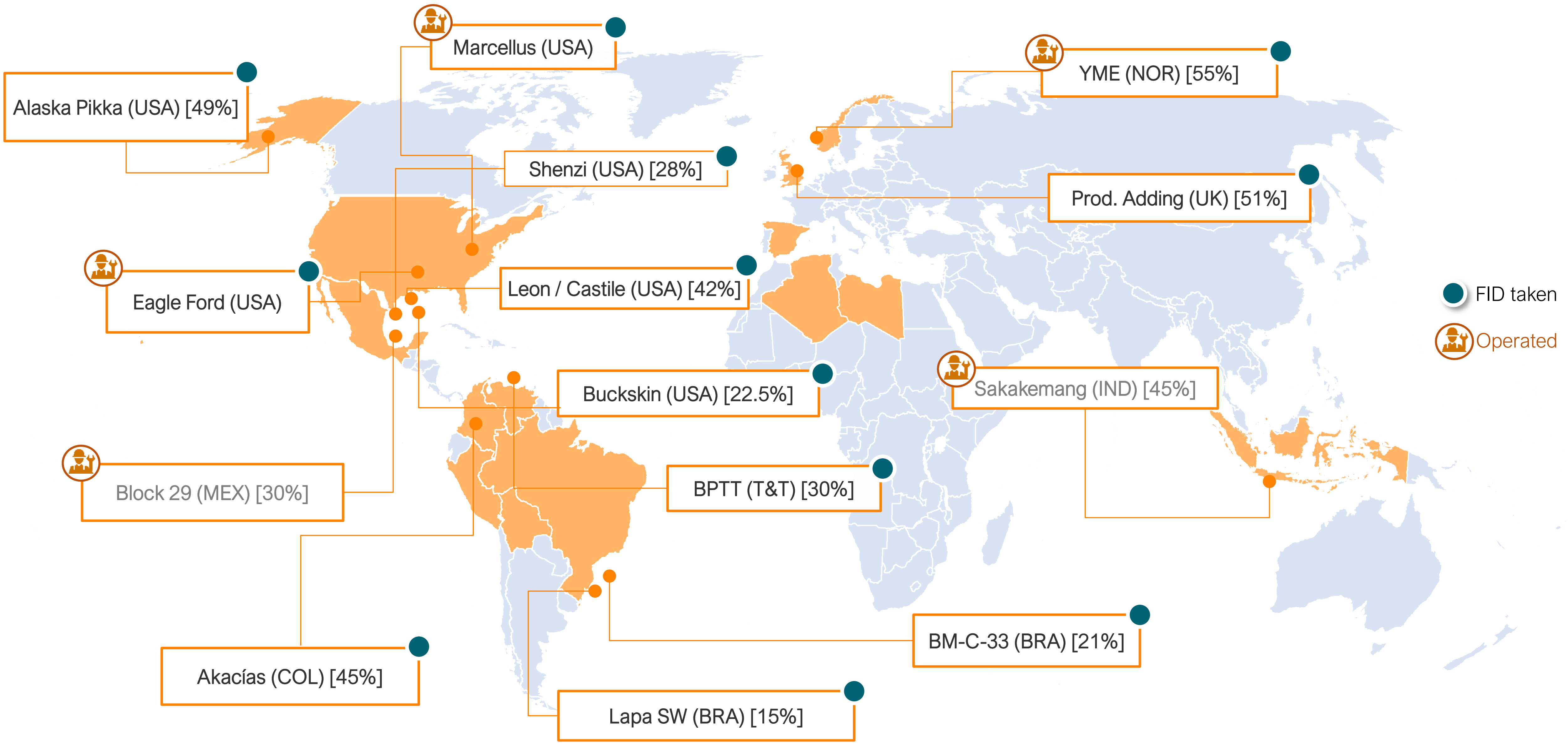
- **Start-up of Shenzi North** (GoM)
- **DoC of Campos-33** (Brazil)
- **Appraisal of Blacktip** (GoM) confirms Wilcox play

**Portfolio transformation:**

- **Divestment** of remaining E&P position in **Canada** for $468 M

Upstream

# Concentrating E&P portfolio in core regions and sanctioning key growth projects




[Repsol's Working Interest]

Industrial

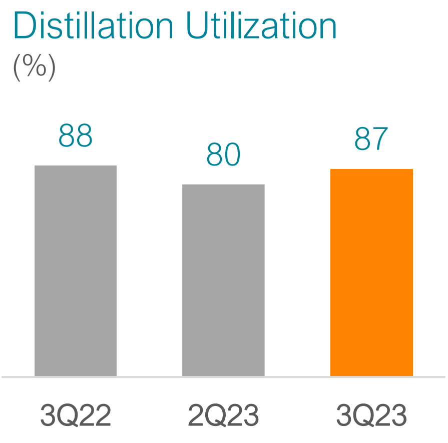
# Refining margins recovery and ongoing weakness in Chemicals

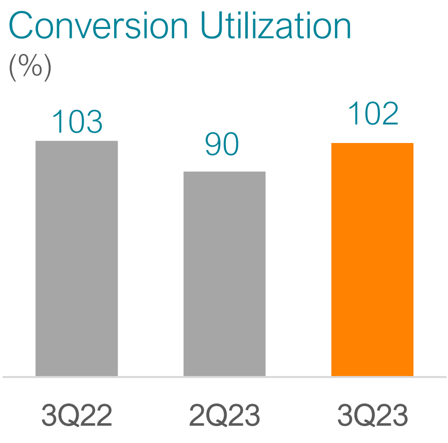
## Refining

Margins boosted by **strong middle distillates demand and low inventories**

Market positively impacted by **delays in capacity expansion projects** and **ban on Russian exports**

**Higher utilization of Repsol's refining system** after completing all planned turnarounds in 1H23

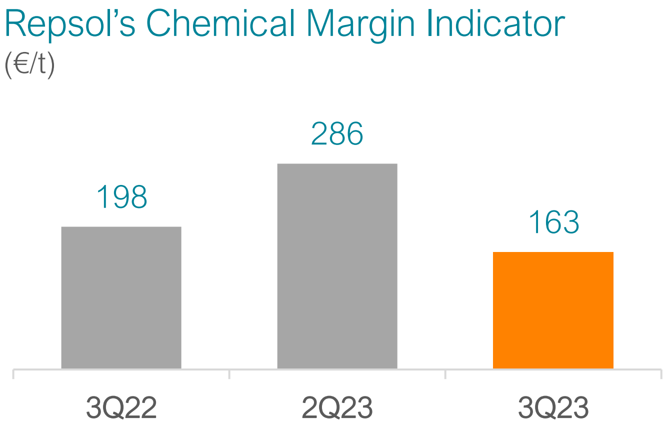



## Chemicals

Consumer spending negatively impacted by **inflation** and **high interest rates**

**Weak demand** situation, **affecting most chemical sectors in Europe,** expected to last **until year-end**



# Steady progress in the transformation of industrial sites

## Advanced biofuels

**C-43 (Cartagena)** in final stages. Flexibility to produce 250 Ktn/y of **HVO** or 195 Ktn/y of **SAF** depending on market conditions

**Retrofitting of Puertollano** approved in July. Capacity to produce 240 Ktn/y of **HVO, bionaphtha and bioLPG**

Expected **€350-650 of EBITDA per Tn of feedstock processed** between both projects

## Renewable Hydrogen

Start-up of **2.5 MW pilot electrolyzer** in **Bilbao**

Milestone in Repsol's **decarbonization route**

Plans for building **electrolyzers** in **all refinery hubs in Spain**

## Sustainable Aviation Fuel

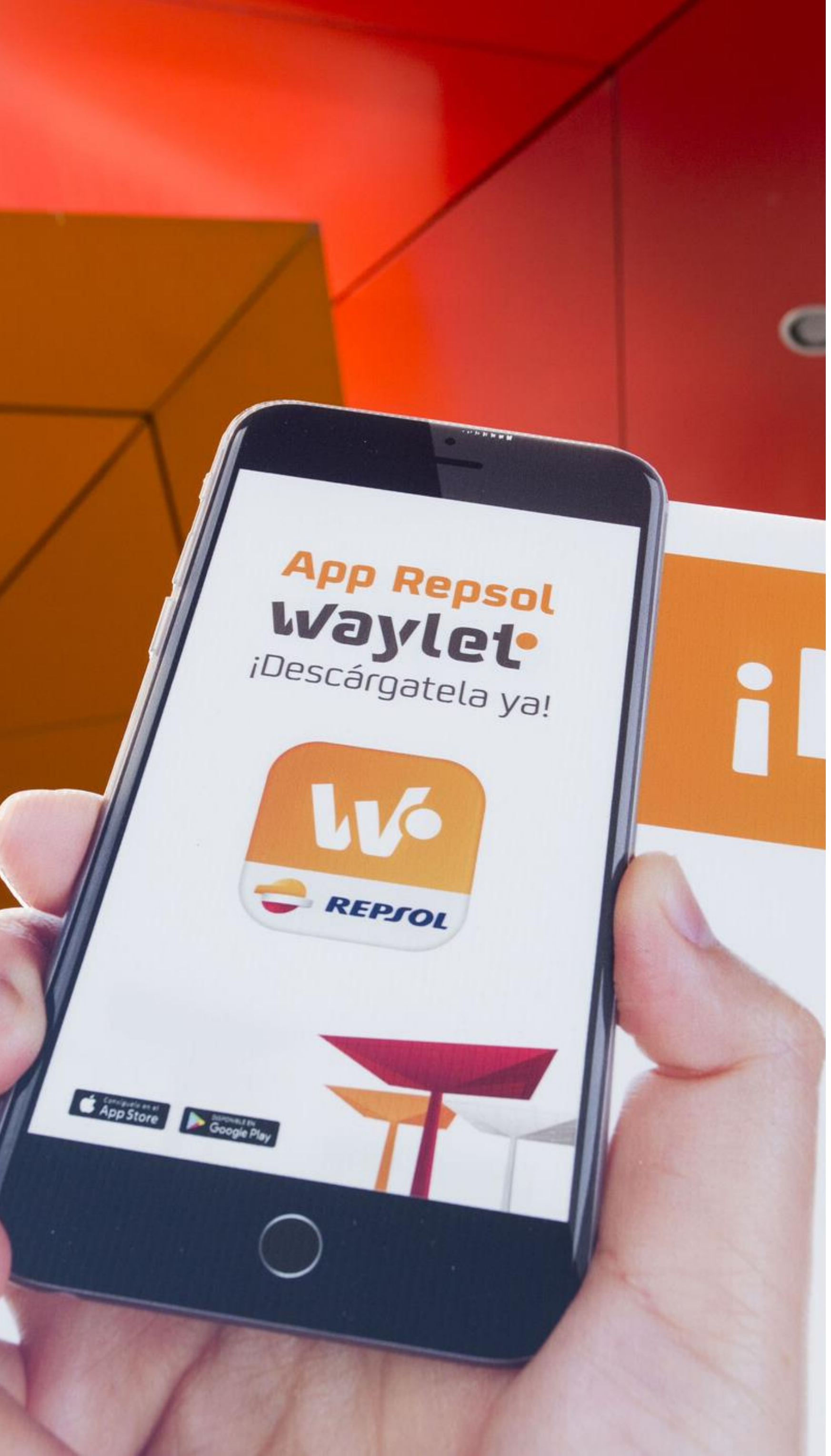
**Strategic agreements** with **key airlines** for the supply of renewable fuels

Further regulatory support after **approval of RefuelEU Aviation initiative**

## Biomethane

**Development of biomethane projects** in Iberia

Agricultural and livestock **waste feedstocks**




Customer

# Expected record EBITDA in 2023 supported on the stability of retail businesses

**Resilience of Mobility business** offsets **weaker LPG due to seasonality** in 3Q23

**Multi-energy strategy** built around **Waylet**: capture new clients, retain customer base and generate cross-selling opportunities

**Personalized discounts** allow shift from broad-market discounts to client-specific

**>7 M Waylet app users.** On track to achieve strategic target of **8 M digital clients in 2025**



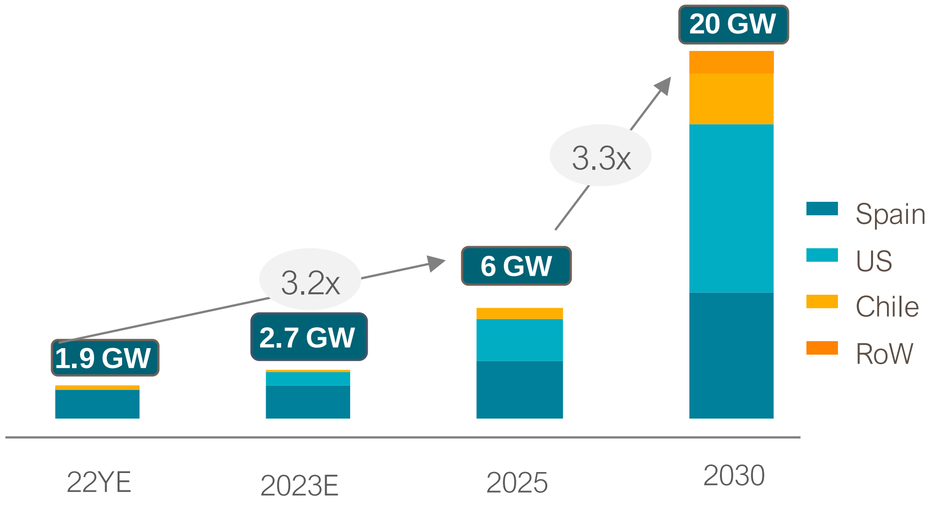
# New renewable platform in the US underpins the delivery of 20 GW by 2030

## Portfolio management

- **Acquisition of ConnectGen** for $768 M reinforces **US as a core region**
- **20 GW pipeline in the US** of wind, solar and energy storage projects
- **Onshore wind growth platform**
- **Complements solar and storage development capabilities** acquired through stake in **Hecate**

## Pipeline development

- **Start-up** of **Frye solar (Texas).** Expected to reach **600 MW in 2024**
- **2.3 GW capacity under operation** between Spain, USA, Chile and Italy
- **1.1 GW under construction.** Expect to reach **2.7 GW by end-2023**



# Financial results

## 3Q23 Results

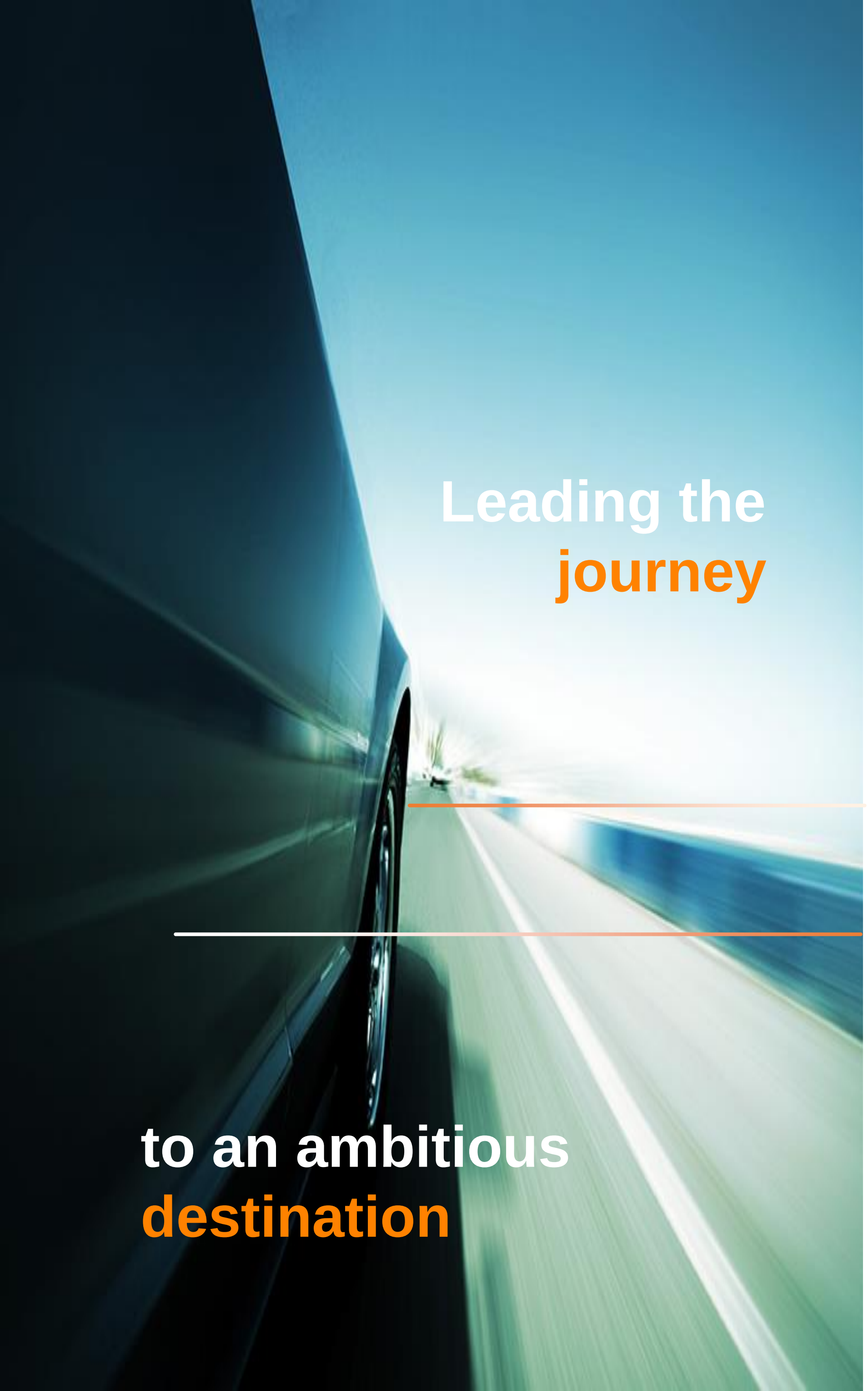
| Results (€ Million) | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9M22 |
|---|---|---|---|---|---|
| Upstream | 341 | 410 | 753 | 1,225 | 2,431 |
| Industrial | 550 | 344 | 662 | 2,173 | 2,089 |
| Customer | 190 | 148 | 109 | 512 | 261 |
| Low Carbon Generation | 13 | 12 | 59 | 59 | 137 |
| Corporate and Others | 4 | (87) | (72) | (153) | (183) |
| **Adjusted Income** | **1,098** | **827** | **1,511** | **3,816** | **4,735** |
| Inventory effect | 347 | (234) | (571) | (158) | 670 |
| Special items | (64) | (225) | (254) | (731) | (2,132) |
| Non-controlling interests | (16) | (60) | (3) | (142) | (51) |
| **Net Income** | **1,365** | **308** | **683** | **2,785** | **3,222** |

| Financial data (€ Million) | 3Q23 | 2Q23 | 3Q22 | 9M23 | 9M22 |
|---|---|---|---|---|---|
| EBITDA | 2,891 | 1,607 | 2,844 | 7,194 | 10,863 |
| EBITDA CCS | 2,426 | 1,921 | 3,609 | 7,408 | 9,967 |
| Operating Cash Flow | 1,298 | 1,695 | 3,189 | 4,820 | 6,119 |
| Net Debt | 1,855 | 797 | 2,181 | 1,855 | 2,181 |

Outlook 2023

## Confirmed shareholder distributions for 2023. Dividend increase in Jan'2024

| | | |
|---|---|---|
| Refining margin indicator | 11 $/bbl | Sustained middle distillate spreads and lower energy costs |
| Upstream production | ~ 600 Kboe/d | Avg. 600 Kboe/d YTD |
| Cash Flow from Operations | > €7 B | 80 $/bbl Brent<br>2.7 $/Mbtu Henry Hub<br>11 $/bbl refining margin indicator |
| Shareholder remuneration | ~ 35% CFFO | **€2.4 B total shareholder remuneration in 2023**<br>**Additional 60 M shares** to be canceled before year end, for a **total 110 M shares canceled in 2023** |
| | 0.4 €/sh dividend January 2024 | +14% dividend increase vs. January'23 |
| Organic Capex | ~ €5 B | 35% Low Carbon initiatives |




Conclusions

## Strong cash generation and accelerated delivery of strategic objectives

- **Sound business model** to accelerate **portfolio transformation** and improve **shareholder remuneration** in the current scenario
- **Solid financial position** and **capital flexibility**
- Building **multi-energy portfolio** that will support **future cash generation** and **decarbonization**
- **Capital discipline** to approve new projects that are **profitable under any scenario**
- **Committed to increase the distributions to our shareholders**, through higher dividends and new buybacks
- **Strategic Update** to be released on the **22nd of February**

# 3Q23 Results

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Repsol Investor Relations
investor.relations@repsol.com
www.repsol.com