# Investor Update August 2021

# Stepping up the Transition Driving growth and value



The Repsol Commitment Net Zero Emissions by 2050





ALL RIGHTS ARE RESERVED

#### © REPSOL, S.A. 2021

This document contains statements that Repsol believes constitute forward-looking statements which may include statements regarding the intent, belief, or current expectations of Repsol and its management, including statements with respect to trends affecting Repsol's financial condition, financial ratios, results of operations, business, strategy, geographic concentration, production volume and reserves, capital expenditures, costs savings, investments and dividend payout policies. These forward-looking statements may also include assumptions regarding future economic and other conditions, such as future crude oil and other prices, refining and marketing margins and exchange rates and are generally identified by the words "expects", "anticipates", "forecasts", "believes", estimates", "notices" and similar expressions. These statements are not guarantees of future performance, prices, margins, exchange rates or other events and are subject to material risks, uncertainties, changes and other factors which may be beyond Repsol's control or may be difficult to predict. Within those risks are those factors described in the filings made by Repsol and its affiliates with the "Comisión Nacional del Mercado de Valores" in Spain and with any other supervisory authority of those markets where the securities issued by Repsol and/or its affiliates are listed.

Repsol does not undertake to publicly update or revise these forward-looking statements even if experience or future changes make it clear that the projected performance, conditions or events expressed or implied therein will not be realized.

This document mentions resources which do not constitute proved reserves and will be recognized as such when they comply with the formal conditions required by the system "SPE/WPC/AAPG/SPEE/SEG/SPWLA/EAGE Petroleum Resources Management System" (SPE-PRMS) (SPE – Society of Petroleum Engineers).

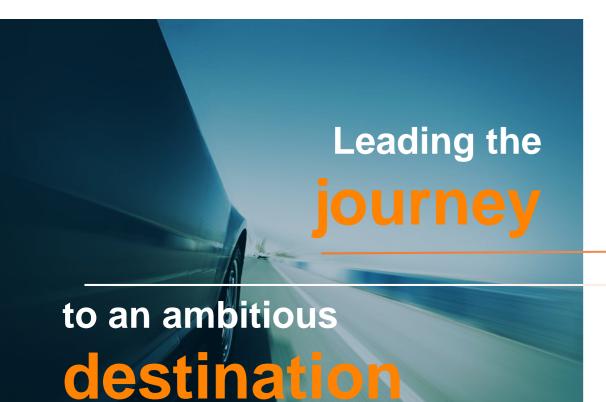
In October 2015, the European Securities Markets Authority (ESMA) published its Guidelines on Alternative Performance Measures (APMs). The guidelines apply to regulated information published on or after 3 July 2016. The information and breakdowns relative to the APMs used in this presentation are updated quarterly on <u>Repsol's website</u>.

This document does not constitute an offer or invitation to purchase or subscribe securities, pursuant to the provisions of the Royal Legislative Decree 4/2015 of the 23rd of October approving the recast text of the Spanish Securities Market Law and its implementing regulations. In addition, this document does not constitute an offer to purchase, sell, or exchange, neither a request for an offer of purchase, sale or exchange of securities in any other jurisdiction.

The information contained in the document has not been verified or revised by the External Auditors of Repsol.



### **Strategic Plan 2021-2025: Delivering a compelling investment case into the Transition**



- A legacy **double-geared engine** providing cash-flow and solid foundations for the Transition
- Profitable business platforms with leading advantaged positions: Iberia & Downstream
- **New operating model**, catalyzing value transparency & De-carbonization
- Leading shareholder distribution with a **top quartile remuneration**
- Preserving our financial strength \_

- A **profitable** ambition of net zero emissions and multienergy **company growth** (FCF growth)
- **Distinctive** potential for transformation to 2030 in terms of speed, intensity and feasibility

A profitable company in the Energy Transition with strong cashflow growth & capital discipline



# Index

- **01.** Repsol: New corporate model
- **02.** Path to 2030
- **03.** Strategy 2021-2025
- **04**. Business strategies
- **05**. Stepping up energy transition
- **06.** SP summary
- **07.** Delivery 1Q21



# **Repsol: New corporate model**

01.



## Early movement: New Repsol corporate model for increased accountability and value transparency

Group Corporate Center (Governance, Financial and Strategic Management and Integration synergies)

Group Global Services (Efficiency and Scale)

REPSOL REPSOL Group

<b>Upstream</b> Upstream		Lindustrial Refining <sup>1</sup> Trading Wholesale & C	Biofuels Chemicals	Custome Mobility LPG E-Mobility	e <b>r-centric</b> P&G Retail Energy solutions LAS <sup>2</sup>	Low-carbon Renewables Conventional low- Energy Management	carbon generation
	2019		2019		<u>2019</u>		2019
EBITDA	€4.3 B 🧭	EBITDA	€2.0 B 🧭	EBITDA	€1.0 B 🧭	EBITDA	€0.04 B
CAPEX	€2.5 B	CAPEX	€0.9 B	CAPEX	€0.4 B	CAPEX	€0.2 B
P1 Reserves:	2.1 Bboe	Refining capacity	1.0 Mbbl/d	# Clients	24 M		2020
Production:	709 kboe/d	Chemical sales	2.8 Mt/y			Capacity:	3.3 GW 💙
Troduoton.	100 100010					Of which RES (inc. hydro	o) 1.1 GW
Yield and Focus		Yield and New Platforms		Yield and Transformation		Business Build	EQUITY PARTNERs or IPO
New corporate model enabling value crystallization							



# **Clear logic for Repsol new corporate model**



Clear differentiation of businesses profiles and equity stories within the Group

Alignment of cost of capital with business profile for each business

Ability to develop appropriate partnerships for each business

Value crystallization and transparency

Acceleration of new ways of working



# Path to 2030





**Ambitious transformation journey to thrive in Energy Transition** 



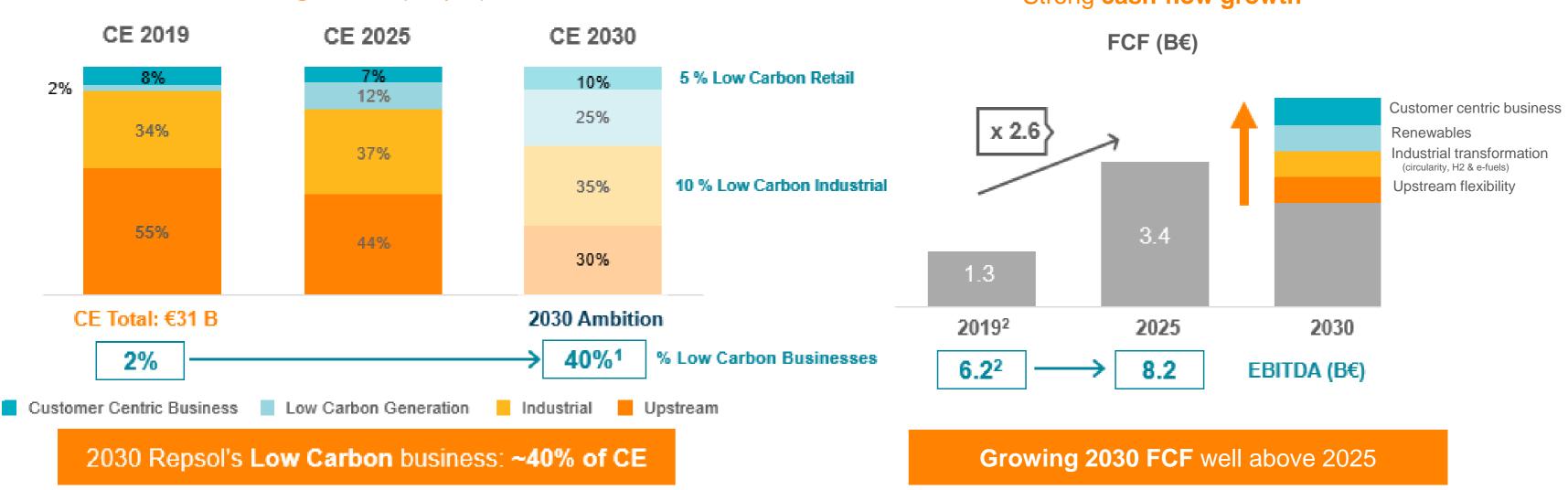
**Towards Net Zero emissions** 

Leading investor proposition



# **New operating** model

# **Repsol 2030: A more sustainable, balanced and profitable company**



1. Increase in low carbon CE through investments in low carbon generation, new industrial low carbon platforms (circularity, H<sub>2</sub> & e-fuels, etc.), decarbonization through efficiency initiatives, e-mobility, and value-added services, among others 2. In homogeneous price basis @\$50/bbl & \$2.5 HH

Note: CE of RES considering consolidation by the proportional method. Capital employed figures not including Corporation (€2 B in 2019)

**Transforming** the company's portfolio



#### Strong cash-flow growth

# **Strategy 2021-25:**

03.



### **Delivering financial targets while transforming the company** Ambition 21-25

# 2021 - 2022

# **Ensuring strong** performance and financial strength

In an uncertain economic and commodities environment

- Efficiency & capital discipline
- Capex reduction
- Prudent financial policy and commitment with current credit rating

- Metrics growth & high Capex intensity
- ROCE and gearing

# Self-financed plan @\$50/bbl & \$2.5 HH Ensuring shareholder value maximization



# 2023 - 2025

# Accelerating transformation and delivering growth

- Portfolio optimization & new business platforms

## **Scenario assumptions**

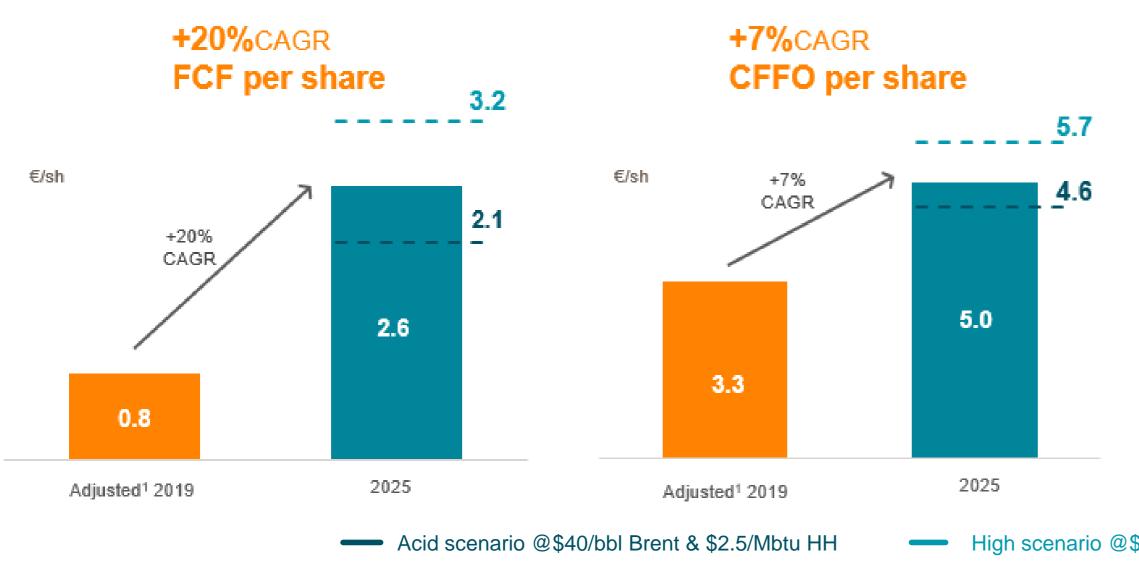
### **Projections (2021-2025)**

	2021	2022	2023	2024	2025
Brent price (\$/bbl)	50	50	50	50	50
Henry Hub Price (\$/Mbtu)	2.5	2.5	2.5	2.5	2.5
Repsol Refining Margin indicator (\$/bbl)	3.5	4.0	4.5	5.2	5.8
Spanish average power price (€/MWh)	42.5	42.5	42.5	42.5	42.5
	± \$10/bbl BRENT		± \$0.5/Mbtu HH	± \$0.5/bbl Refining mar	gin
CFFO <sup>1</sup> Sensitivities	±€540 M/y		±€164 M/y	± €92 M/y	

1. Average value for the 2021-2025 period. Note: Average exchange rate assumed for the period 2021-2025: 1.13\$/€

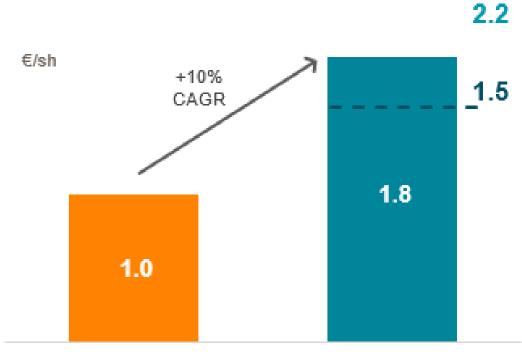


## Strong growth in per share metrics driving valuation upsides





## +10%CAGR Adjusted Net Income per share



Adjusted<sup>1</sup> 2019

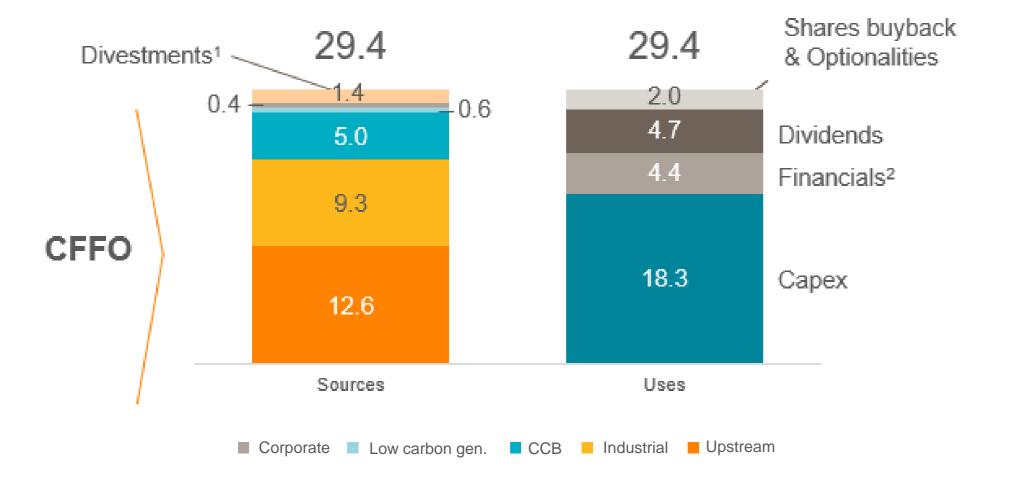
2025

High scenario @\$60/bbl Brent & \$3/Mbtu HH

## **Self-financed plan**

Cash generation

## Cumulative sources and uses of cash, 2021-2025 (B€)



1. Includes RES portfolio divestments. Other potential inorganic transactions driven by new corporate model, are not included in this Sources and Uses of cash. 2. Includes interests and others as dividend to minority shareholders and hybrid bond interests

3. Debt B-even is 10\$/Bbl lower, considering debt deconsolidation of the Equity part in the international RES roadmap, and excess-cash from Optionalities



#### 2021-2025 B-even post-dividends (\$/bbl)

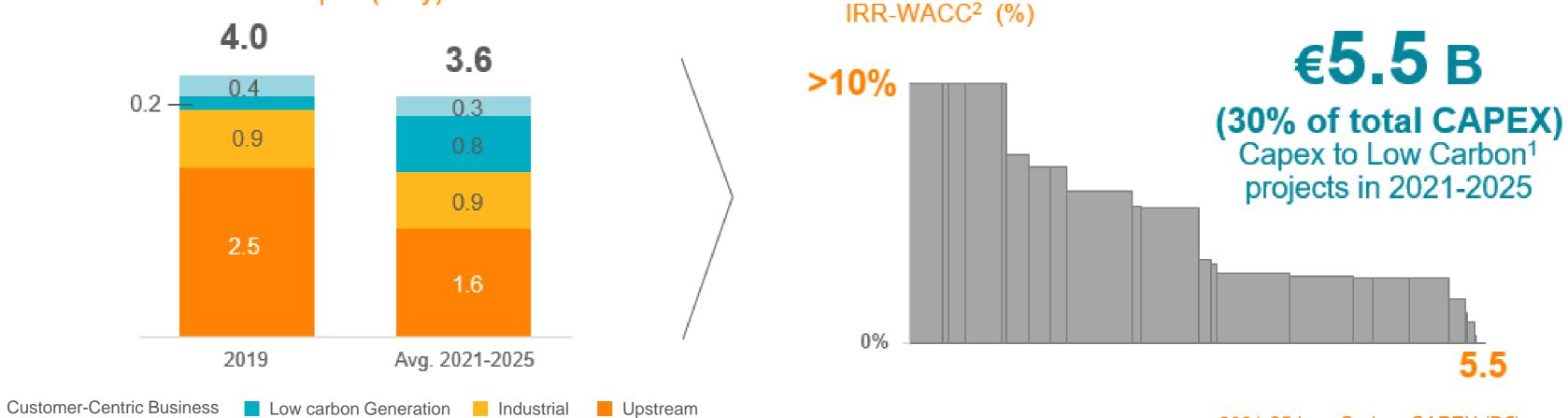




# **Discipline, flexibility and transformation**

Capex 21-25

# Building up transformation within 2021-2025 Pr Capex (B€/y)



1. Includes low carbon generation investments, new low carbon platforms, decarbonization efficiency investments, e-mobility, and value-added services. Note: Not including Corporation in capex numbers.

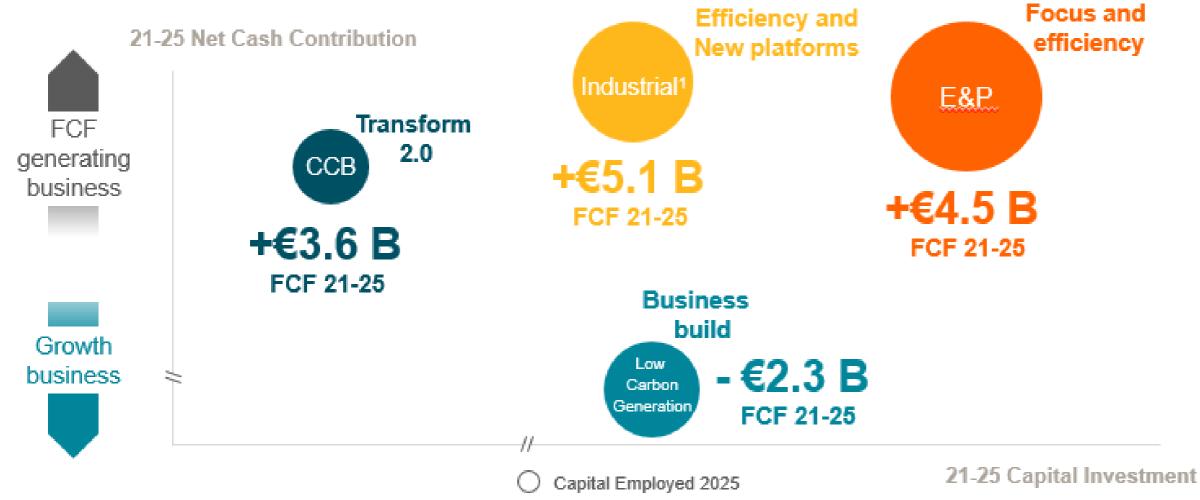


#### **Profitable decarbonization**

2021-25 Low Carbon CAPEX (B€)

## Legacy and new businesses driving portfolio performance along the Transition

### Contribution to portfolio financial profile 21-25



1. Industrial includes Refining Spain and Peru R&M, Chemicals, Trading & Wholesale Gas businesses Note: Corporate values not considered





### Contribution to carbon intensity reduction

Low carbon strategies



LOW CARBON PRODUCTS

PORTFOLIO DECARBONIZE

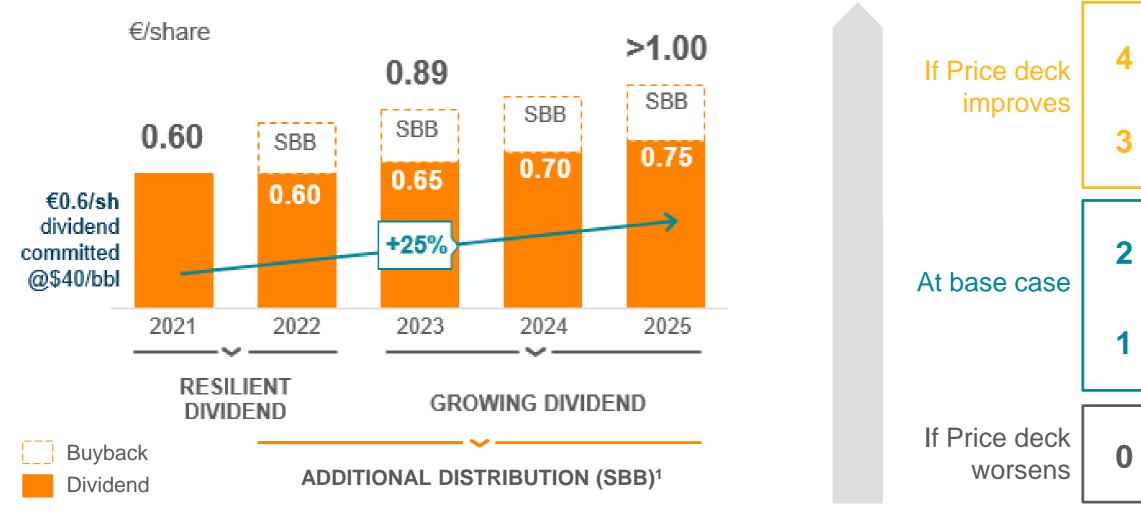
> CUSTOMER CENTRIC

LOW CARBON GENERATION

# Leading distribution and clear capital allocation framework

Capital allocation 21-25

### **Resilient shareholder distribution**



1. 200 M shares in the SP period: 50 M sh/y in 2022-25. €1.4-2.0B cash sources allocated to SBB

FINANCIAL DISCIPLINE



#### **Capital allocation priorities**

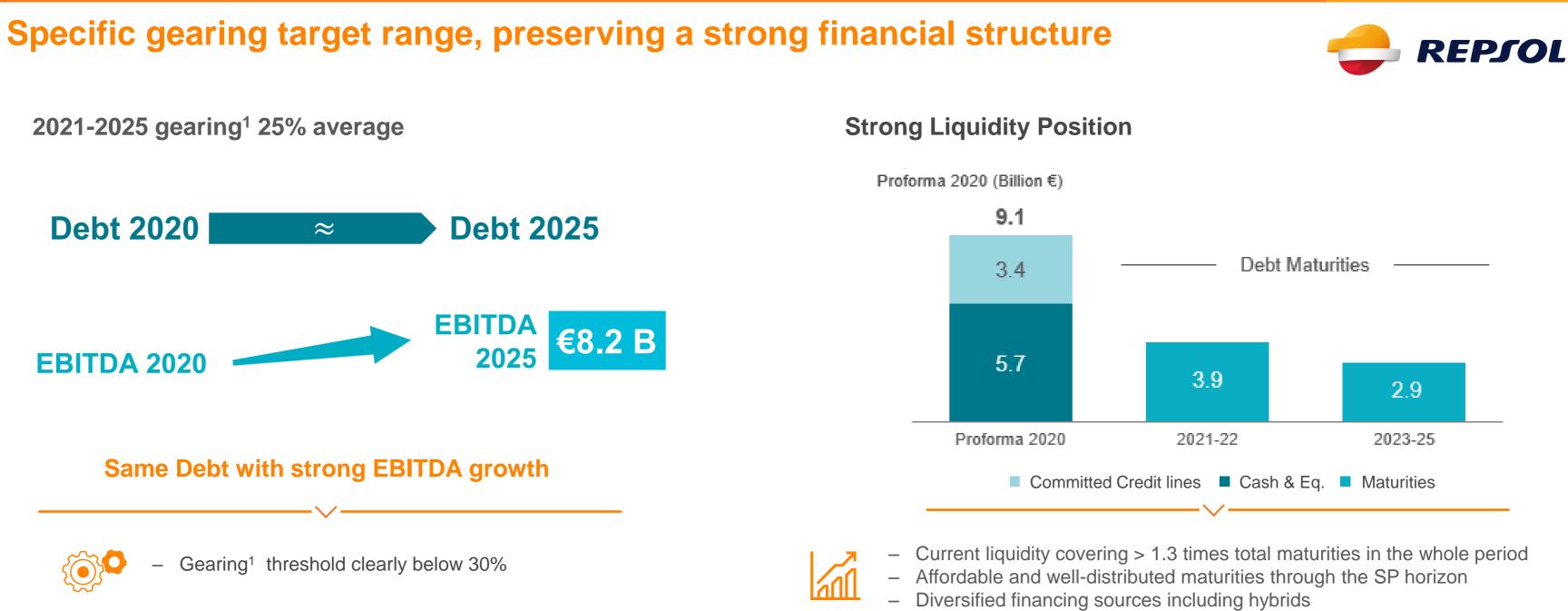
### Extra shareholder distribution

#### Additional Low carbon CAPEX

#### Shareholder distribution

### Value CAPEX

#### CAPEX flexibility



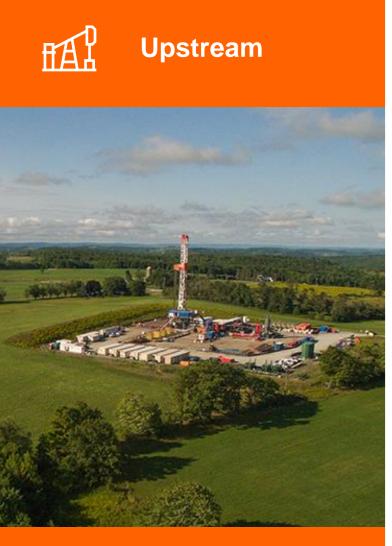
1. Gearing ratio defined as reported net debt / (net debt + equity)

# **Business strategies**

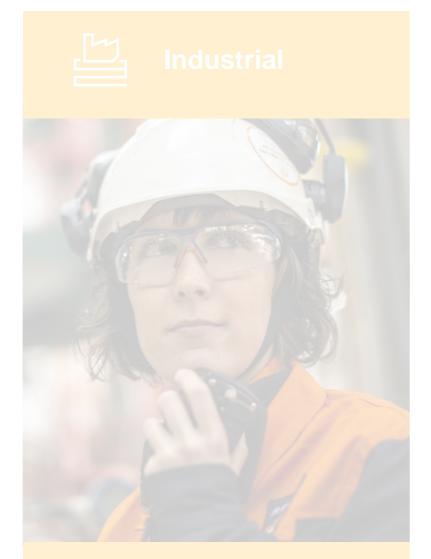


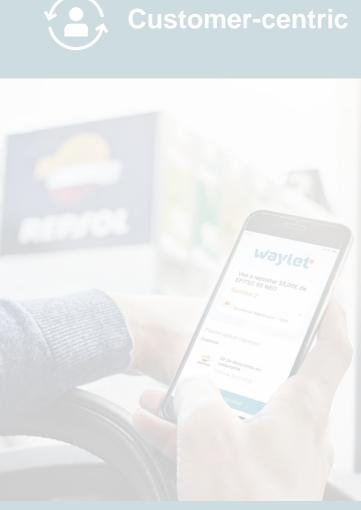


## **Setting the new business priorities**



**Yield and Focus** 





Yield and Transformation







# **Repsol E&P priorities 2021-25**

FCF as a priority (Leading FCF B-even)

Resilient Value delivery

Focused portfolio

- FCF breakeven <\$40/bbl</li>
- Low capital intensity and flexibility
- Generate €4.5 B FCF @\$50/bbl & \$2.5 HH
- -15% OPEX reduction

- Top leading project profitability
- Short pay-back
- Digital program
- Reduction of -30% G&A

- Value over volume
  - Flexible production level
- (~650kboed 2021-25)
  - <14 countries</li>
- Leaner and focused exploration

### **Building optionality and strategic flexibility**



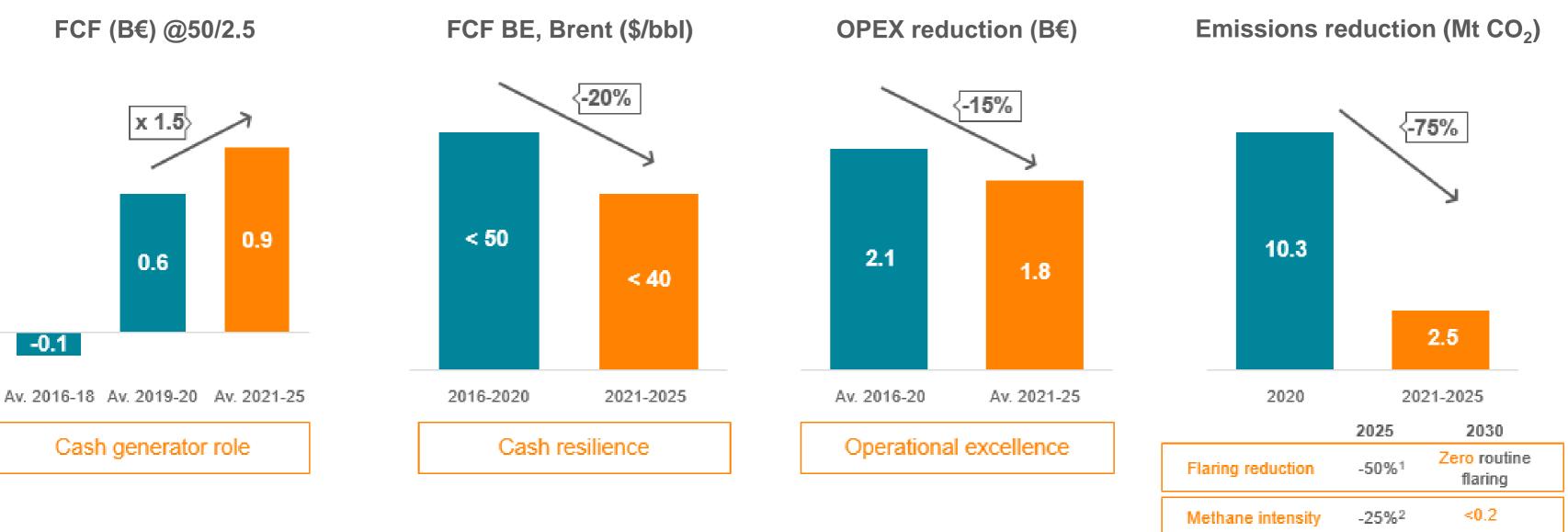
## Tier 1 CO<sub>2</sub> emissions

- Emissions intensity reduction of 75%
- Streamlining to a leaner upstream portfolio
- Decline/exit of carbon intensive and non-core assets



# **Focus on capital efficiency and cash generation**

Upstream





### Focus portfolio and capex allocation: Playing to our core areas Upstream

#### Portfolio span reduction $\rightarrow$ from >25 to <14 countries ambition



#### Highly selective new exploration strategy

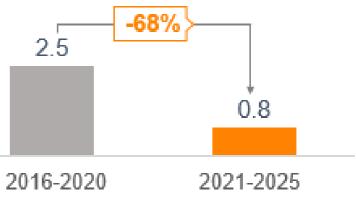
#### Successful track record discovering additional resources in productive basins recently

- Alaska North Slope: Horseshoe Mitquq/Stirrup
- US GoM: Black-tip/Monument \_
- Mex GoM: Polok/Chinwol \_
- Colombia Llanos: Lorito \_
- S. Sumatra: Sakakemang \_

#### Renewed strategy. Leaner and focused on productive basins, to shorten the cycle

Exploration (B\$)

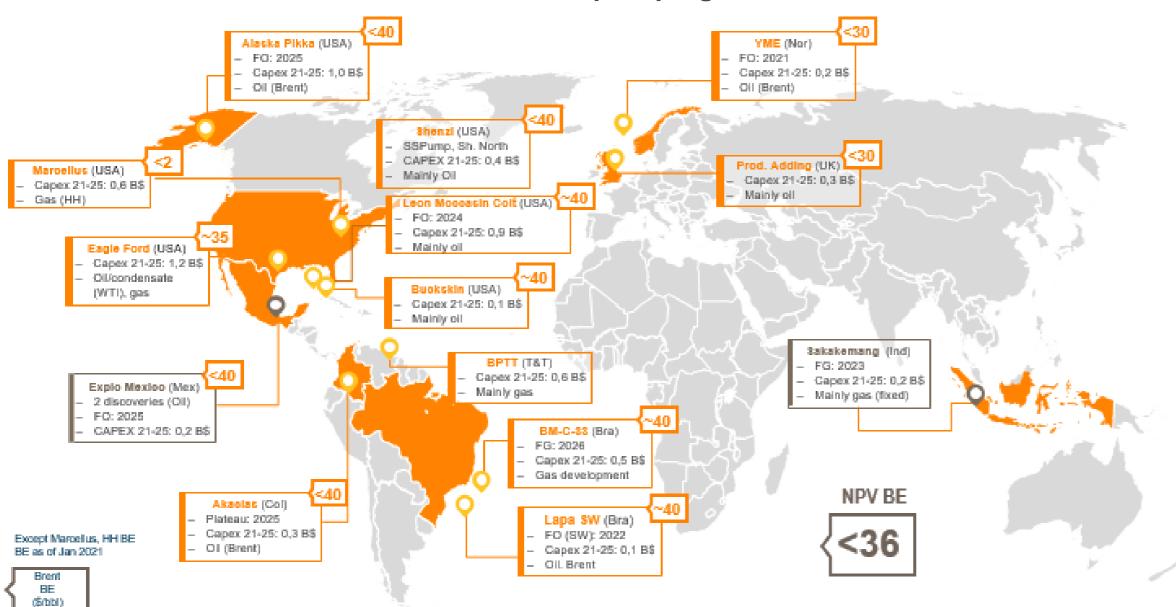




## Focus portfolio and capex allocation: projects self-funded 21-25

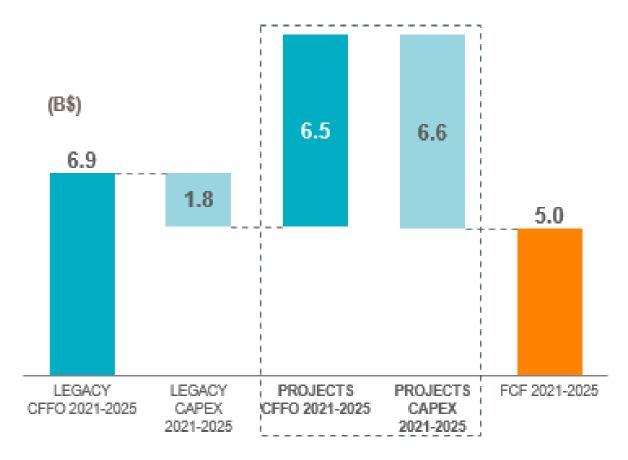
Upstream

**Resilient and Flexible capital program** 





#### Self-funded projects



# High grading portfolio supporting carbon intensity reduction

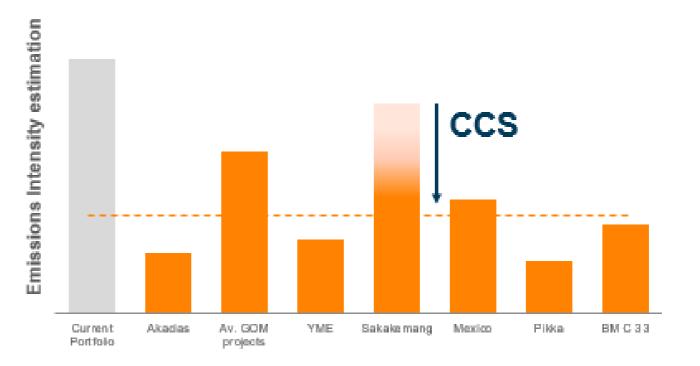
#### Repsol to become tier 1 lowest carbon intensity with a 75% reduction

Emissions intensity per barrel produced (kgCO<sub>2</sub>/boe)

Tier 2 (>20) Tier 3 (>40) Tier 1 (<20) 0 Peer Peer 20 ê e B Ð n.  $\square$ Repsol Reps Energy efficiency and best technologies Decline/exit of carbon intenisve and non-core assets

High growth new barrels with lower emission intensity

New production pushes down emissions intensity



Note: The peers considered on the above chart are Eni, Gazprom, BHP, Conoco, Petronas, Hess, Anadarko, Exxon, Woodside, Equinor, CNPC, Total, Occidental, Kosmos, Marathon, CNOOC, Shell, OMV, Chevron, Petrobras, BP, Rosneft, Noble, Apache. 2019 Data Source: Wood Mackenzie Emissions Benchmarking Tool

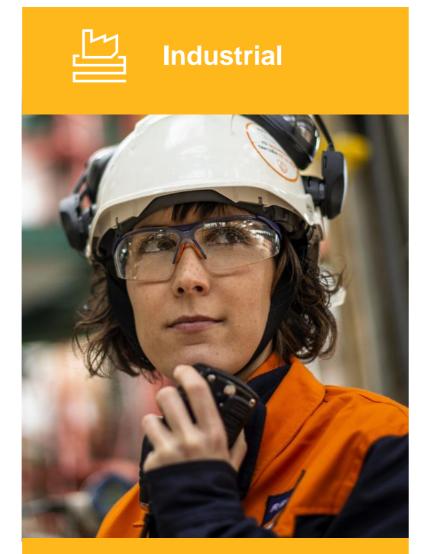


**Emissions reduction** projects in most intensive assets

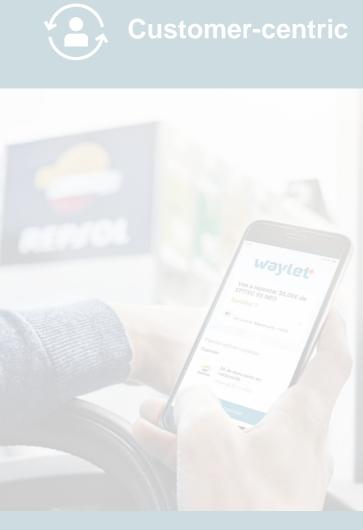
Sakakemang: CCS project in FFD phase with 1.5-2 Mt  $CO_2$  per year captured and a total investment of €247 M

## **Setting the new business priorities**





#### **Yield and New Platforms**



Yield and Transformation



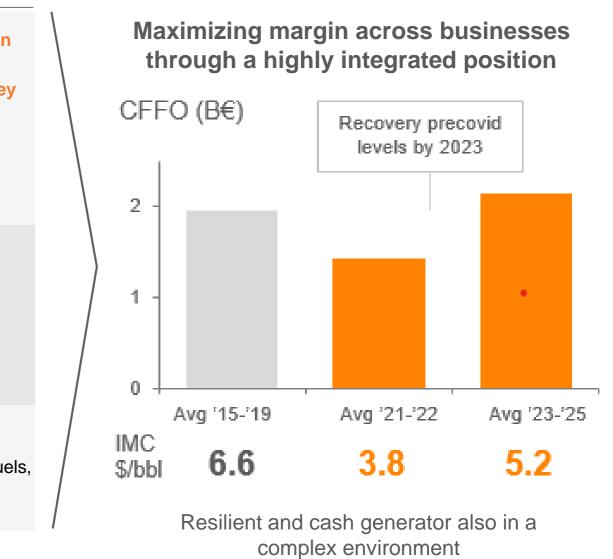




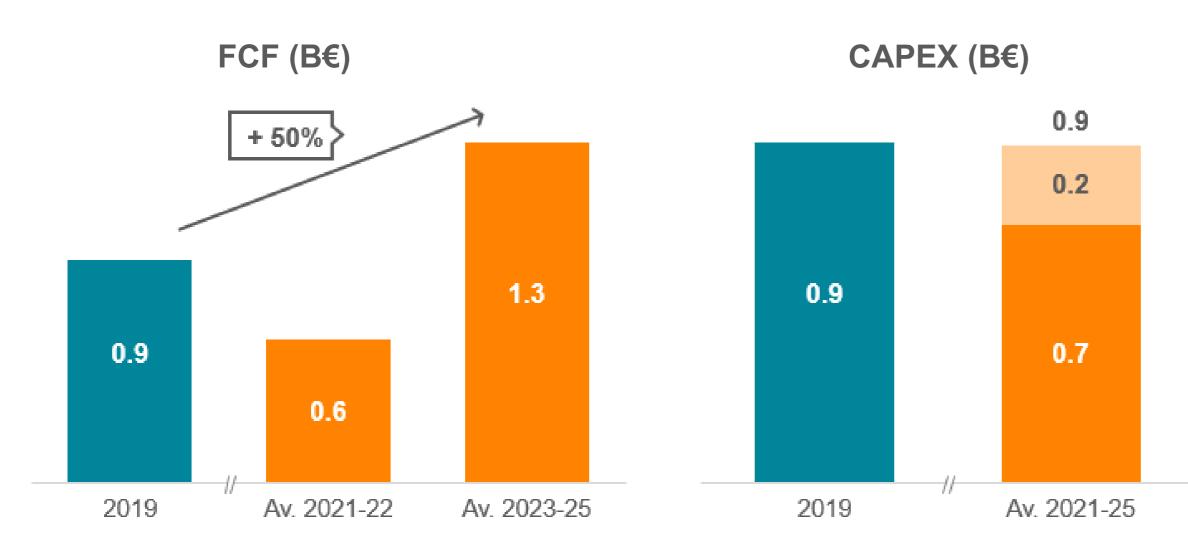
## Maximizing yield and developing the next wave of profitable growth

	<b>Refining</b> <sup>1</sup>	Chemicals	Trading
1 <b>Yield</b> Cash generation in a complex environment	<ul> <li>Net Cash Margin 1Q Solomon and Wood Mackenzie</li> <li>Advantaged position         <ul> <li>Enhancing competitiveness and operational performance</li> </ul> </li> </ul>	<ul> <li>Differentiation with high value products</li> <li>Growth in incoming opportunities</li> <li>Feedstock flexibility: 60% LPGs to crackers vs 25% EU average</li> </ul>	<ul> <li>Maximize the integration and value from assets</li> <li>Incremental growth in key products and markets</li> </ul>
2 Digitalization Industry 4.0 driving integration & improved decision making	<ul> <li>Enhance asset availability to ma</li> <li>Integrating value chain manage</li> </ul>	nt optimization based on real-time data aximize output and optimize maintenance o ement through planning models based on A uce consumption and GHG emissions (-0.1	Al and machine learning
3 New platforms	<ul> <li>Leadership in new low- carbon businesses (hydrogen, waste to x, etc.)</li> </ul>	<ul> <li>Circular platforms (recycling and chemicals from waste)</li> </ul>	<ul> <li>Grow in low carbon businesses (biogas/biofuels CO<sub>2</sub>, etc.)</li> </ul>





# Solid cashflow generation and new businesses build up



Low carbon



# 2025 BE<sup>1</sup> reduction >\$1.5/bbl

# CO<sub>2</sub> reduction<sup>2</sup> by 2025 > 2 Mt CO<sub>2</sub>

# Maintaining competitiveness in a complex environment

Refining

# **Maximizing margins**

**Refining Margin Indicator** projections progressively recovering<sup>1</sup>



#### Reference<sup>2</sup>

Repsol contribution margin indicator differential vs. reference

## Strong focus on competitiveness increase

#### **Maximizing margins**

- Supply chain: Greater integration with Trading / Petrochemicals
- Further digitalization of planning and operation
- Operational excellence: Energy Intensity Index (25-25 Plan), up to 97% operational availability, yields optimization

#### **Opex Optimization**

#### New decarbonization platforms returns

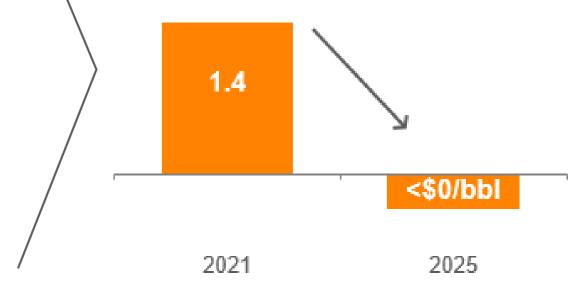
1. Repsol consistently above market reference (+\$1.6/bbl '15-'19) 2. IHS NWE Sweet Cracking Refining Margin adjusted on homogeneous crude price basis @\$50/bbl; projections from November 2020.

Repsol contribution margin indicator (\$/bbl)



### **Reducing breakeven to** support cashflow generation

**EBITDA** refining margin breakeven @Repsol contribution margin indicator (\$/bbl)



## 25/25 decarbonization program with strong contribution to margin improvement and CO<sub>2</sub> reduction

#### Maximizing **energy efficiency** with attractive returns

Adopting **best-in-class** technologies

Exploration of energy use opportunities and utilities optimization

**Digitalization** of operations and integration with AI

>20% -0.8 Mt CO<sub>2</sub> reduction<sup>1</sup> estimated IRR

Industrial energy efficiency

2021-2025

€0.4 B Total Capex

>200 Initiatives identified

#### **New low carbon business** selected projects

#### C43: Waste & UCOs treatment plant

Advanced HVO plant - Redu kt/y CO<sub>2</sub> emissions

#### Chemicals circularity

- Zero project: chemical \_ used plastics
- Reciclex project: mecha \_ recycling of polyolefins

#### **Biogas generation pl** urban waste

Biogas to substitute tradition consumption

#### Net zero emissions f

E-fuel production from rene hydrogen (electrolysis) and (



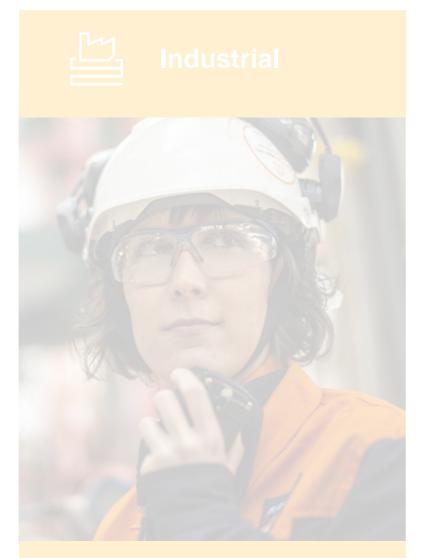


	Investment	Capacity	
ucing 900		250 kta	Sustainable biofuels
ucing 500	€188 M	300 kta	From waste per year Cartagena
<b>y</b> recycling of	Investment	Capacity	
nanical	€70 M	74 kta	Circular polyolefins <sup>2</sup>
S			Puertollano
ant from	Investment	Capacity	
onal fuel	€20 M	10 kta	Urban waste
			Petronor
fuel plant	Investment	Capacity	
ewable CO <sub>2</sub>	€60 M	10 MW	Electrolyzer <b>Petronor</b>

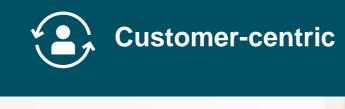
## **Setting the new business priorities**

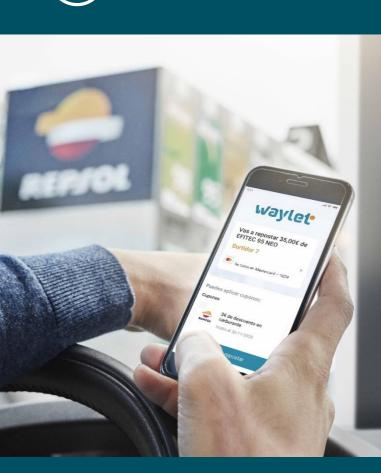


#### Yield and Focus



**Yield and New Platforms** 





Yield and Transformation







#### **Business Build**

## Strong and growing profits and cash generation

Customer-Centric Businesses Strategy 2021-25

working

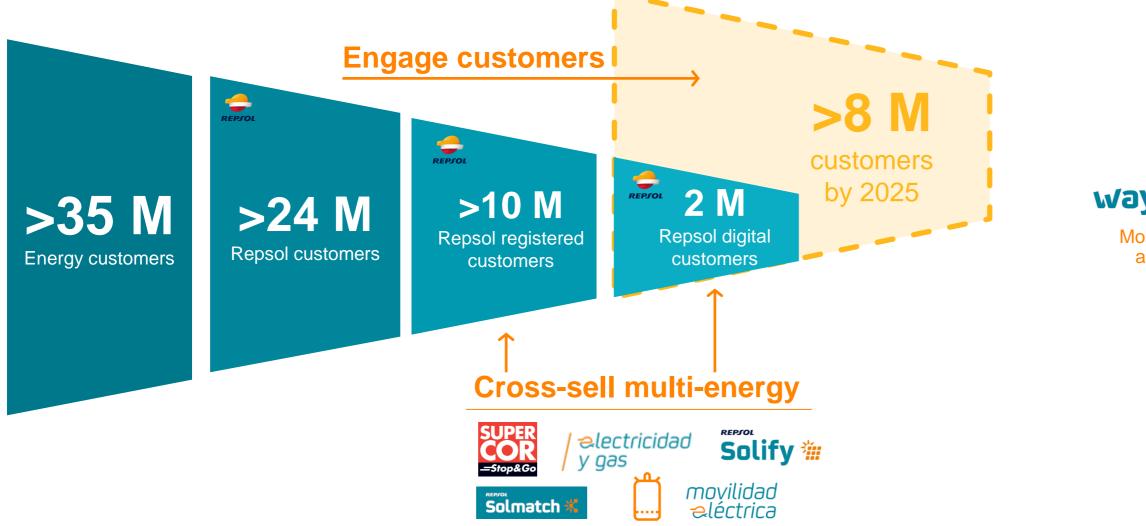




#### **High-growth power** customer business

#### More autonomous management, strengthening **entrepreneurship culture**

### Launching Repsol's Transversal Loyalty Program to orchestrate customer-centric multienergy approach across customer base



New transversal loyalty program to reach 8 M customers (100% digital) and generate incremental margin by 2025



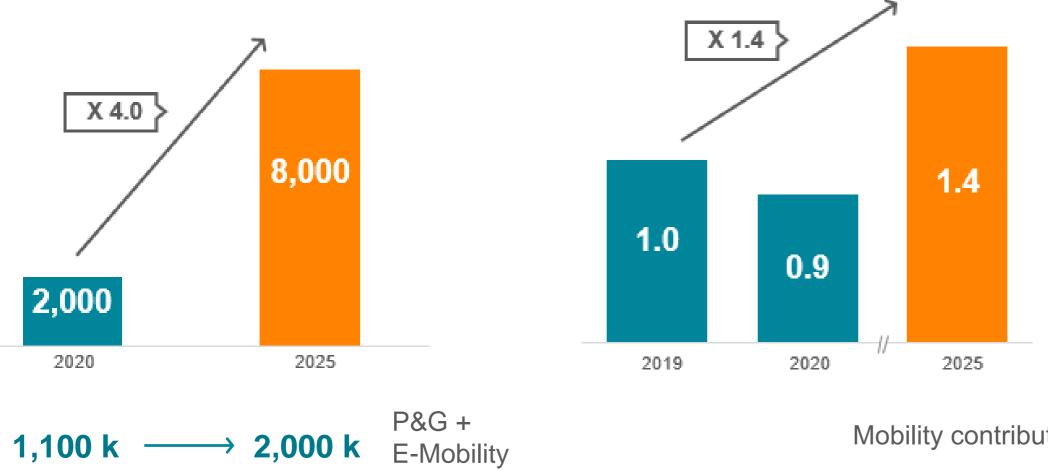
#### REPJOL repsol.es **Transversal** waylet **Ioyalty Program** vivit Mobility Integrated customer data Home app \_ app Seamless customer experience Data driven personalization Promotions and benefits - Partner ecosystem Other digital assets Guía Repso BOX REPJOL <u>88</u> w?ble 📥 REPJOL 📥 REPJOL PIDE TU GASÓLEO

## **Growth ambition with strong FCF generation**

Customer Centric Business

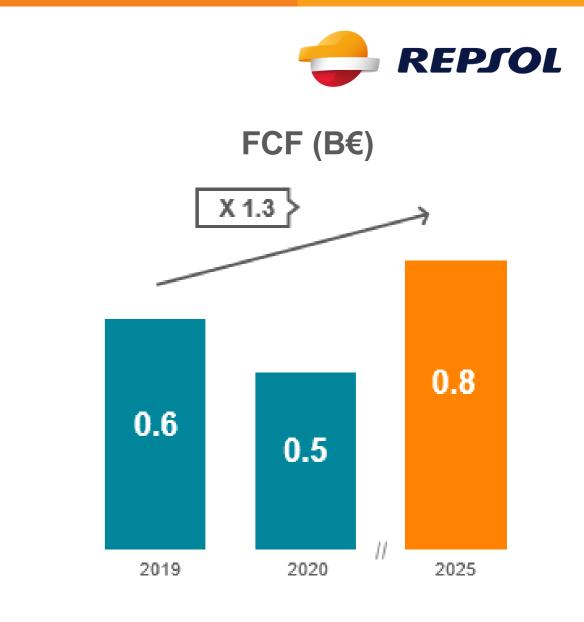
### **Digital customers ('000)**

EBITDA (B€)



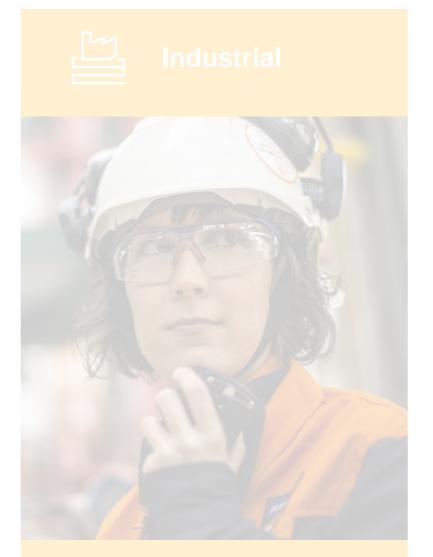
customers

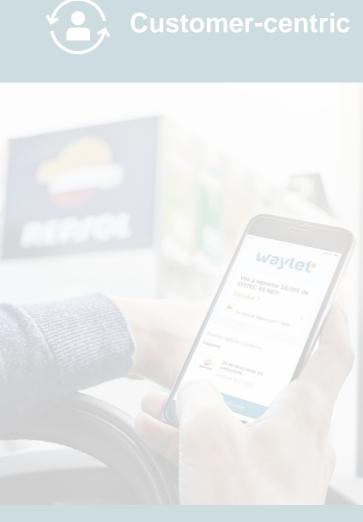
Mobility contribution margin (M€) x 1.15 Non-oil contribution margin (M€) x 1.25



## **Setting the new business priorities**







Yield and Transformation









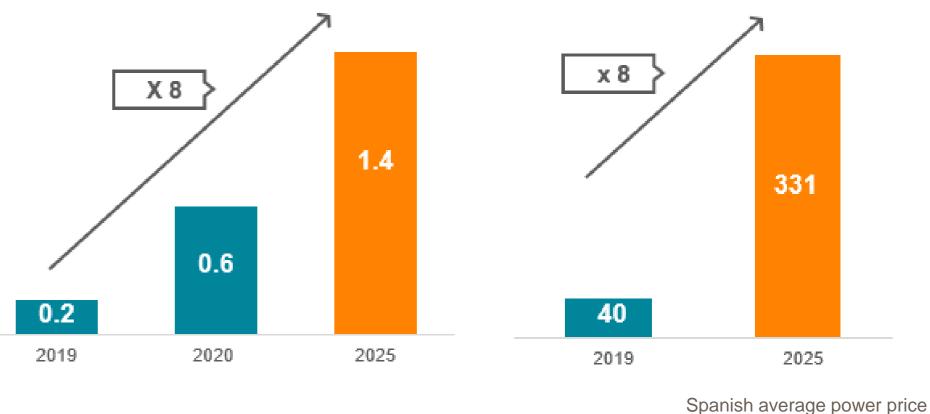
#### **Business Build**

# **Developing a competitive RES player with international platforms**

# Estimated low carbon operating capacity (GW)<sup>1</sup>

Phase I 2019	3.0 Gw	<ul> <li>Launch organic growth – development of Ready to Build and earlier stage assets</li> <li>Develop RES capabilities and project pipeline</li> </ul>
Phase II 2020-2025	7.5 Gw <sup>3</sup>	<ul> <li>Build and put in operation pipeline, with more than 500 MW per year in early- stage assets</li> <li>Create international platforms</li> </ul>
Phase III 2026-2030	15 Gw	<ul> <li>Accelerate organic development to more than 1 GW per year</li> <li>Optimize portfolio with an opportunistic approach</li> </ul>

Capex (B€)

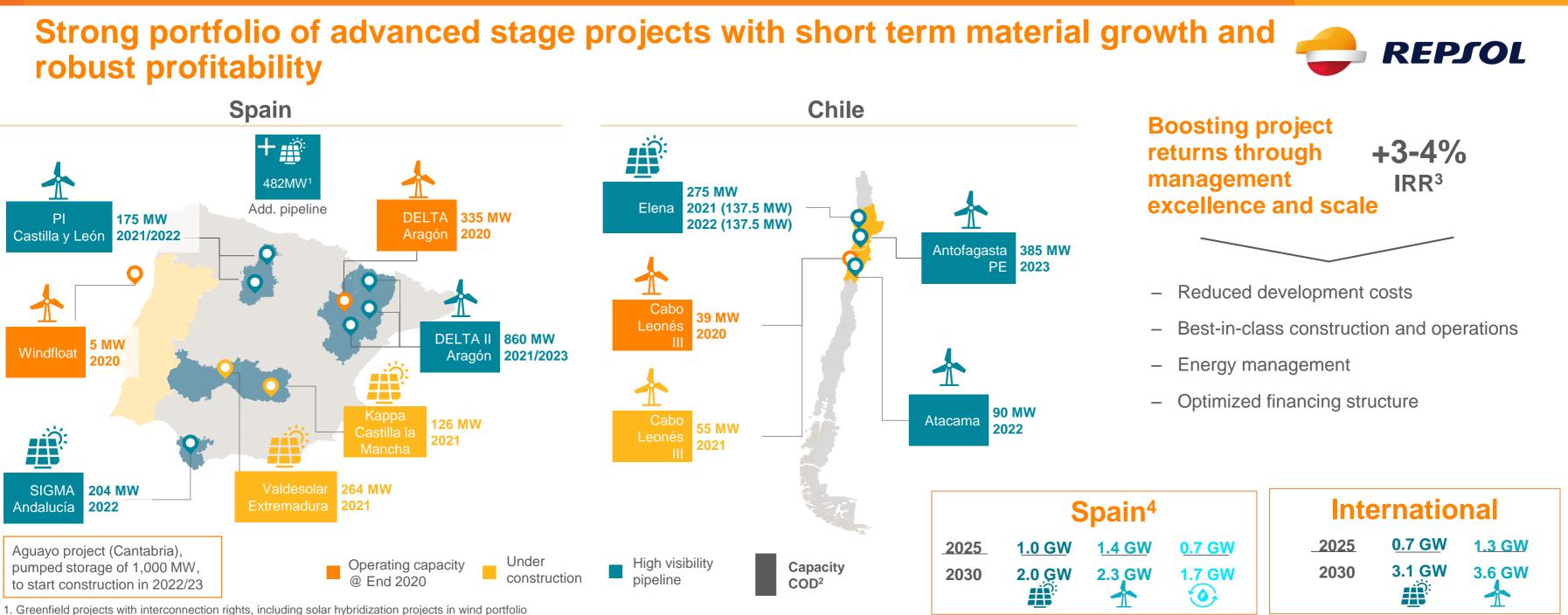


1. RES: Considering 100% in Spain and International (excl. Chile) and 50% JV stake in Chile 2. Excludes structure costs. 2025 EBITDA estimated assuming 2025 consolidated capacity is operating during the whole year for comparative reasons. Figure considering only estimated operating capacity ogr 7.4 GW is €321 M 3. Low Carbon generation objective to 2025 increased from 7.5 to 8.3 GW in July 2021. Note: Gross Capex, capacity, and gross EBITDA considers 50% WI in Chile and 100% WI in Spain and rest of the world. EBITDA and Capex figures do not include cogenerations)



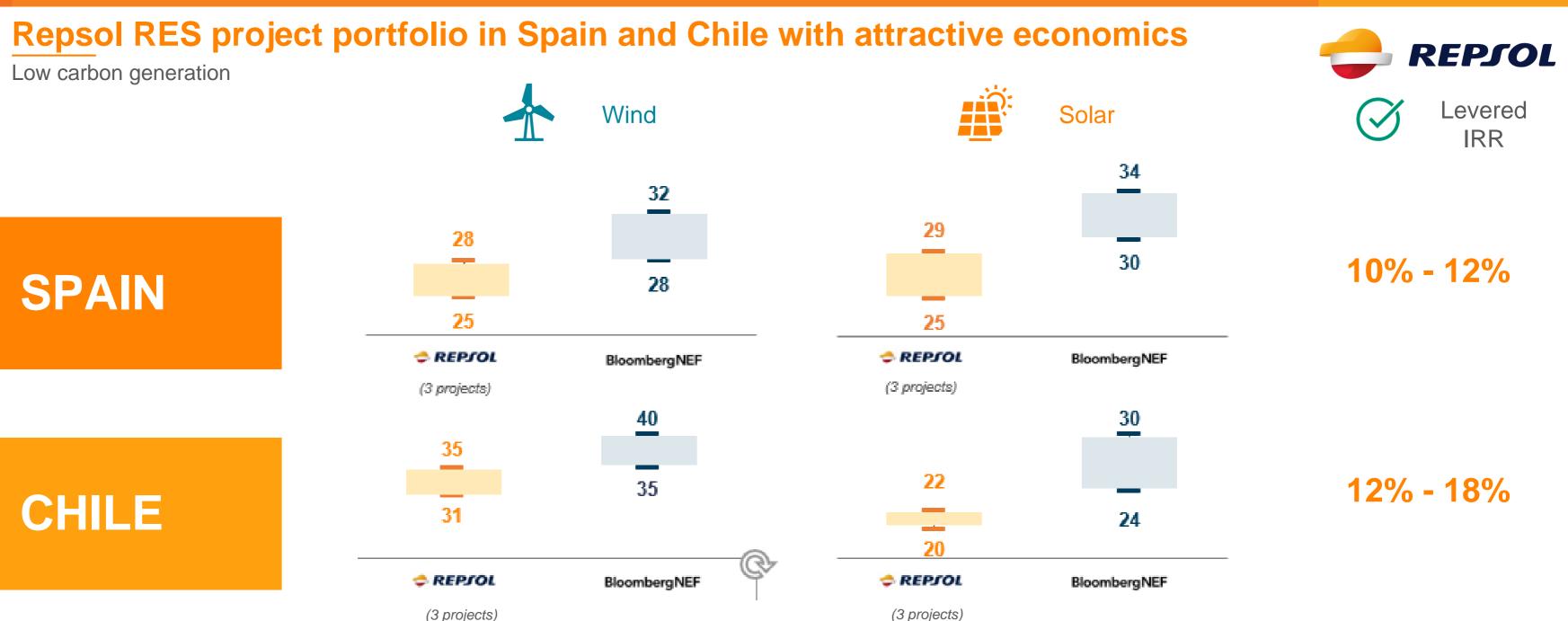
42,5 €/MWh

# Gross EBITDA<sup>2</sup> (M€)



2. COD: Commercial Operation Date 3. Estimated figures average for wind and solar projects without selling down equity stakes Note: Considering 50% JV stake in Chile

4. Not including other conventional generation as Cogeneration (622 MW) and CCGTs (1,648 MW)

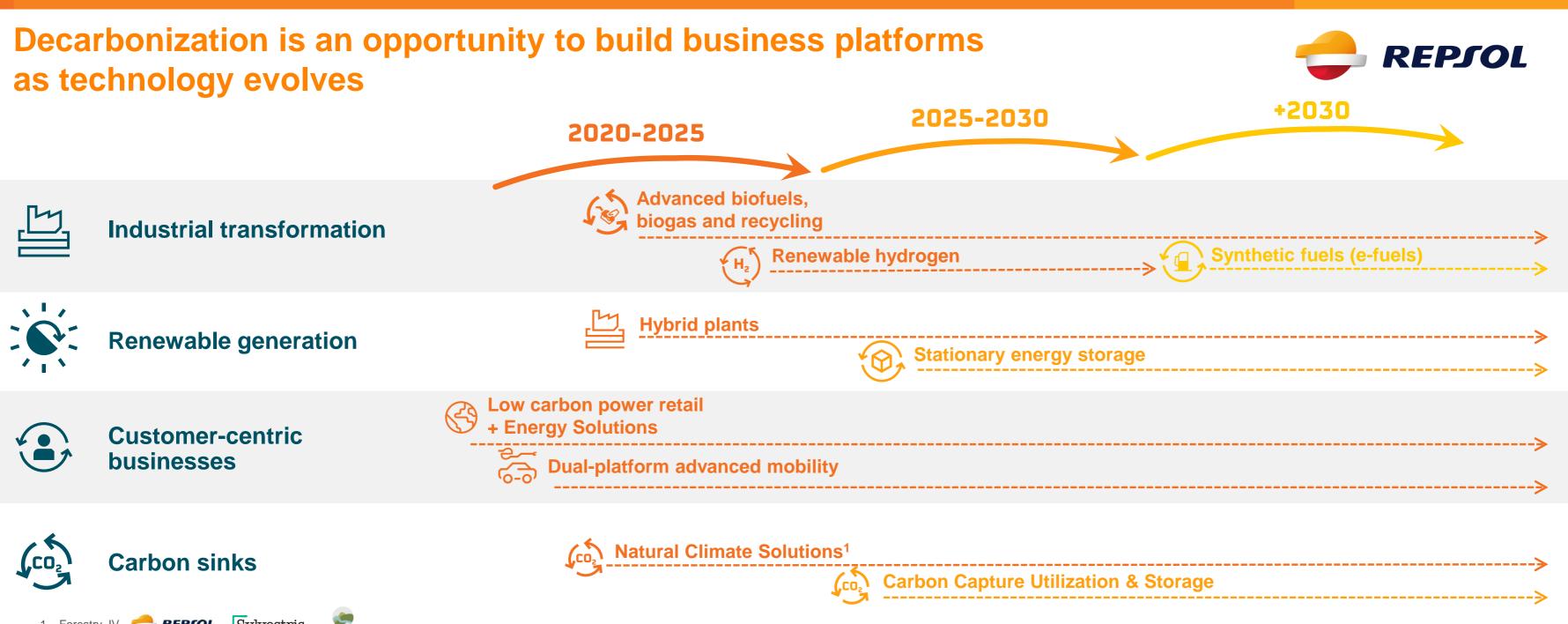


1. Note 1: Repsol COD 2020-23 projects Levelized Cost of Energy vs. BNEF<sup>1</sup> Spain LCOE references. Note 2: Repsol COD 2021-23 projects Levelized Cost of Energy vs. BNEF1 Chile LCOE references. Note 3: BloombergNEF models estimate LCOEs range for each technology and geography in a 39 given period. Repsol projects' LCOEs are calculated with the same methodology used by BNEF. Comparable LCOEs from BNEF used for each set of projects. Average case from BNEF taken. Note: 1.15 \$/€ exchange rate used in LCOEs figures for Chilean assets.

# **Stepping up energy transition**



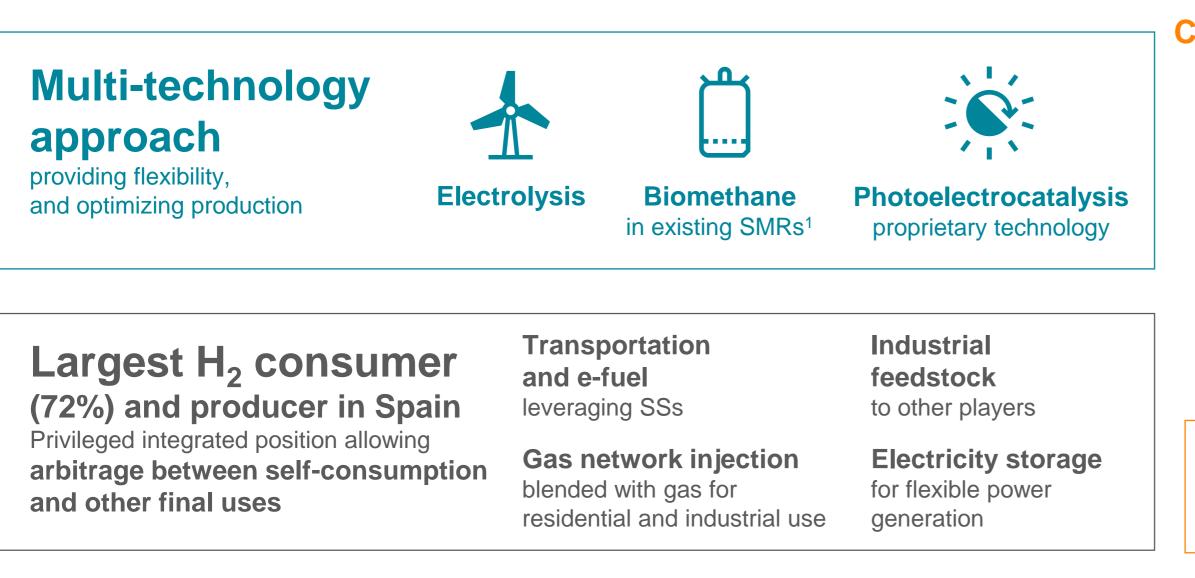




LAND LIFE

# Ambition to become a leader in the Iberian Peninsula

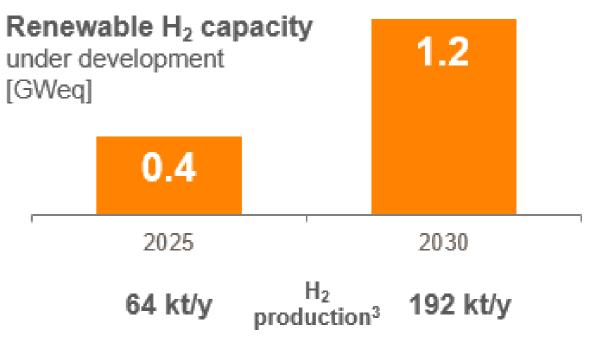
Renewable Hydrogen



<sup>1.</sup> Steam reformer 2. Repsol's hydrogen ambition conditioned to access to regulatory changes and availability of EU recovery funds Plan, H2 ambition increased in July 2021 to 0.55 GW eq. in 2025 and 1.9 GW eq. in 2030. 3. Considering a ratio of 0.02 t/h per MW and 8,000 hours of operation per year based on Repsol's past projects



## Clear ambition<sup>2</sup> to become Iberian leader



## **Repsol to become an active H2 player**

across uses, and a strategic partner to develop the Government ambition

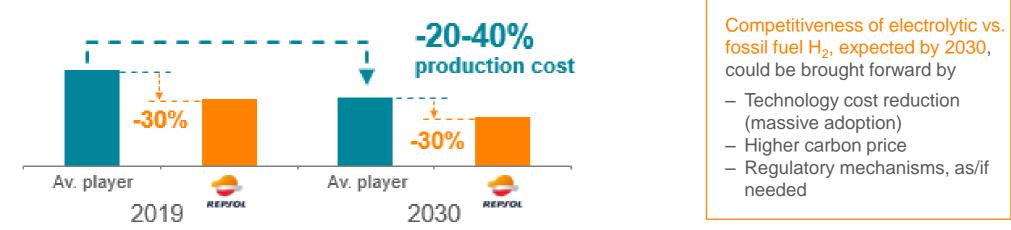
# **Repsol with clear advantages in renewable hydrogen production**

Renewable Hydrogen

Repsol's with an advantageous position resulting in tier#1 LCOH<sup>1</sup> ~30% lower vs. a local renewable H<sub>2</sub> producer

- Renewable H<sub>2</sub> production from biomethane to become competitive in the short term —
- Integration in current sites and with own renewable power generation —

Renewable H<sub>2</sub> production cost for an av. player in Spain ( $\in$ /kg)



electrolyzers

- Lower production costs due to better renewable resource
- Spain reaching renewable  $H_2$  (with electrolyzers) \_ competitiveness five years before Germany

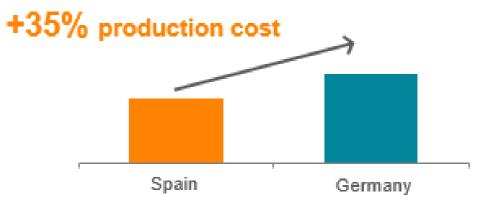
1. Levelized Cost of Hydrogen assuming 50% of the renewable H<sub>2</sub> production made with biomethane and the remaining 50% with electrolyzers. 2. Spain with an average LCOE of €33.2/MWh and Germany with an av. LCOE of €48.3/MWh in 2030

Repsol best positioned to lead H<sub>2</sub> development and cost competitiveness as the main consumer in Spain (vs. non-consuming players interested in high prices to drive production)



Spain, the best EU location to produce hydrogen with

Production cost via electrolysis in 2030<sup>2</sup> (€/kg)



# **Repsol becoming an advantaged producer**

Sustainable biofuels

### **Repsol best positioned for sustainable** biofuels production

## **Reaching > 2 Mta of sustainable** biofuels in 2030<sup>1</sup>



Already a leading biofuels producer, and first biofuels marketer in Spain (66% share)

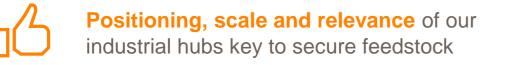


Leveraging our tier one industrial sites to produce biofuels in own facilities through modifications of current units

- Lower Capex: <€500/t in existing plants (vs. >€1000/t of peer's new plants)

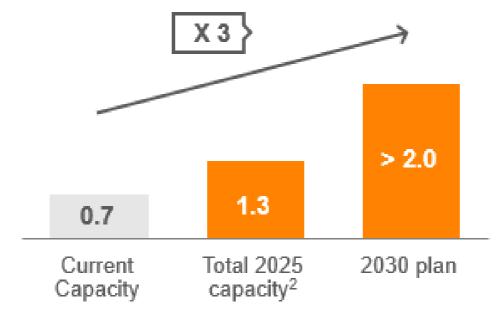


Average projects IRR >15%



Sustainable biofuels gross production (Mta)

### Updated ambition: from 600kt of HVO to >2 Mt of sustainable biofuels



### Repsol with a leading sustainable biofuels ambition

1. Gross volumes 2. Expected capacity of sustainable biofuels by 2025 includes: 700 kt/y from current existing capacity, 250 kt/y capacity from the advanced biofuels plant in Cartagena, 130 kt/y capacity from a gasification plant to produce methanol and ~300 kt/y capacity through modifications in existing units. 3. Gross volume. It includes Repsol's whole circular strategy: biofuels, circular chemical products and plastics and biogas production



### With a multi-technology and raw material approach

### Use of wastes as feedstock



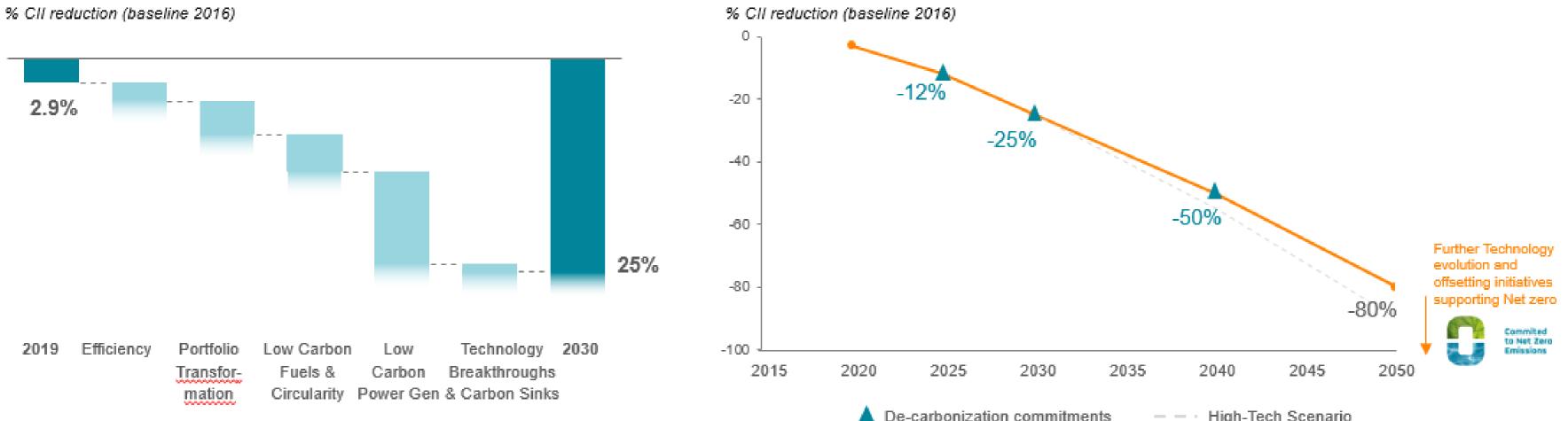
### **Refused Derived Fuel**

- > 65% of biofuels produced from waste by 2030 (up to \_ 100% potentially to satisfy market or regulation demands)
- Large availability of required feedstock with flexibility \_ between alternatives
- ~4 Mt of waste<sup>3</sup> to be used as raw materials by 2030

# Cll evolution: Repsol speeds up the transformation by increasing its carbon reduction targets from 20% to 25% by 2030

### **CII** reduction breakdown by decarbonization lever

### A clear decarbonization pathway towards net zero in 2050







# **SP** summary





# **Delivering a compelling investment case into the Transition**

Strategic Plan 2021-2025. Driving growth and value with capital discipline



## **FCF** generation

### **Profitable business platforms**

- 2021-22: Resilience and Strength
- 2023-25: Accelerate transformation

**New Operating model** 

**Top quartile distribution** 

**Prudent financial policy** 

destination

Profitable and achievable Net Zero

**Distinctive ambition for transformation** 



FCF 21-25: €2.2 B/y

EPS 25: €1.8/share CFFO/share +7% CAGR 19-25

**RES** partner or IPO

DPS: €0.6/sh 2021 ; €0.75/sh 2025

• SBB: 50 M share/y from 2022

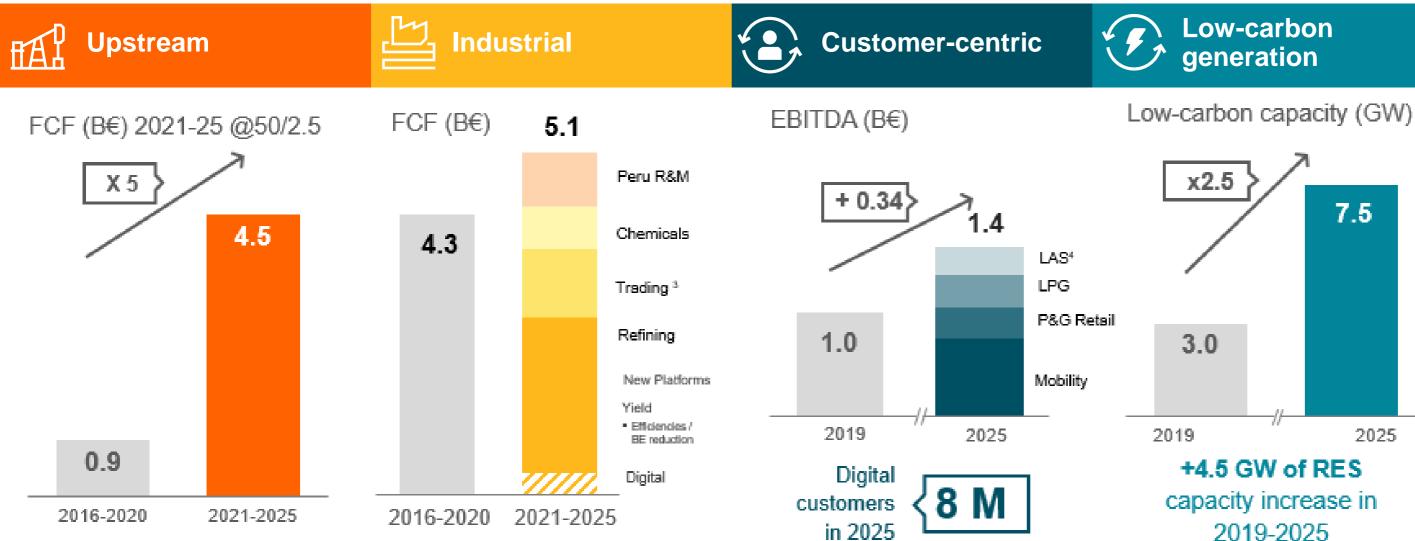
Gearing 21-25: ~25%

12% CII reduction by 2025

ROACE 25 +2 p.p.

30% low carbon CAPEX 21-25

# Main business value growth and ESG KPIs and commitments



1. 2016 baseline 2. Corporate Human Rights benchmark. 3. WHT&G included 4. Lubricants, Asphalts and Specialties Note: 2019 @\$50/bbl & \$2.5 HH





2025

12% IIC reduction<sup>1</sup>

1<sup>st</sup> quartile in CHRB<sup>2</sup>

At least **40%** of LTI for CEO and senior management linked to sustainability goals

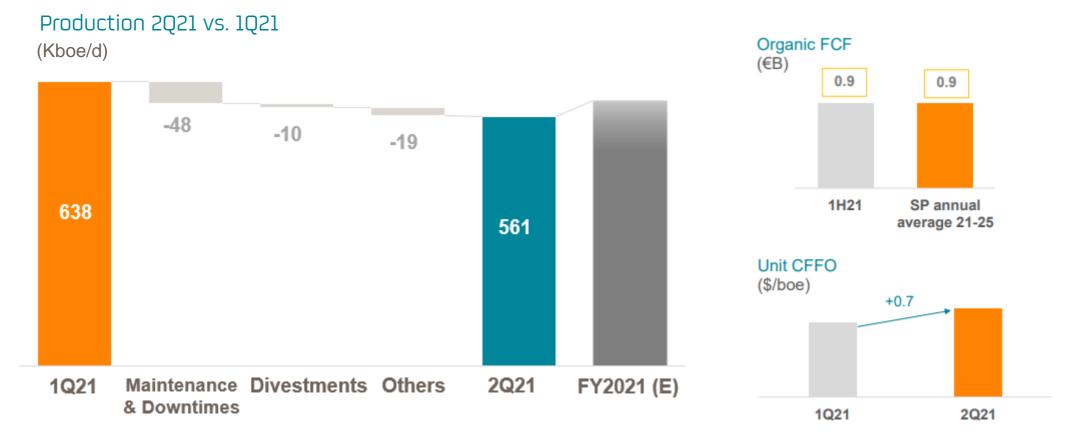
# **Delivery 2Q21**





# Value-over-volume and better prices compensate lower production

Operational highlights – Upstream



- 2Q21 vs. 1Q21: -12% production +7% adjusted net income
- Lower than budget production mainly due to operational issues in Peru LNG and delays in T&T projects
- 1H21 vs. 1H20: Higher realization prices and higher % of oil in production mix





### Progress on 14 key projects in SP

<b>YME</b> Norway	•	Start-up in 3Q21. 17 kboed net in 2022
Eagle Ford Marcellus US	•	Re-initiating drilling activity in 2H21 2 rigs in EF and 2 rigs in Marcellus

### **Progress on portfolio rationalization**

**Spain** Cessation of oil production

**Russia** Disposal of producing assets following sale of 49% in AROG JV

Malaysia and Vietnam Divested position in Malaysia and stake in Block 46 CN in Vietnam

Algeria Completed transfer of participation in TFT

### New FIDs expected before year end Shenzi North US GOM Lapa SW Brazil

Leon-Moccasin US GOM

Akacias Colombia

# Inflection point in Refining. Record-level petrochemical margins

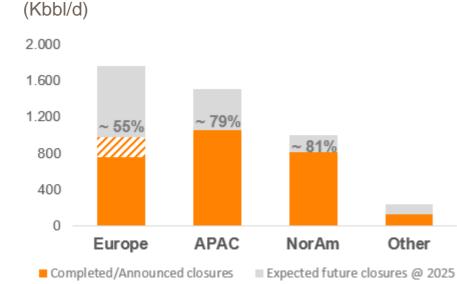
**Operational highlights - Industrial** 

Refining

Ongoing challenging environment

- Margin indicator: 1.5 \$/bbl 2Q21 vs 0.2 \$ in 1Q21
- **2Q21 Utilization:** Distillation 71%; Conversion 73%
- Margins inflection point in 2Q21 •
- Rapid rationalization of the refining industry since start of crisis

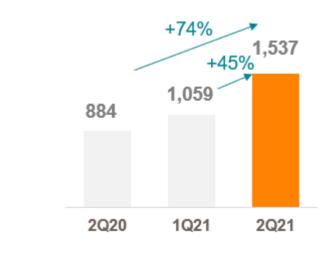
### Rationalization of global refining capacity



**Record international margins in** 1H21

- Puertollano turnaround in 2Q21
- €657 M expansion of Sines. Start-up in **2025**. Products aligned with Energy Transition
- Margins expected to remain strong towards year-end.

**International Petrochemical Margin indicator** (€/t)



Source: IHS Markit

Source: Repsol

Chemicals

Exceptional

environment



# Mobility closer to pre-COVID level. Increased Low Carbon generation target to 2025

**Operational highlights - Commercial and Renewables** 

# **Mobility**

Increased demand for road fuels in Spain

- Sales in Service Stations in Spain -15% vs. 2Q19 (from -22% 1Q21 vs. 1Q19)
- End of State of Alarm and easing of mobility restrictions in Spain
- **June** strongest month of the year

### Sales in Spain service stations vs. 2019 levels



-22%

## Renewables

Entry into the US market and greater visibility on the portfolio

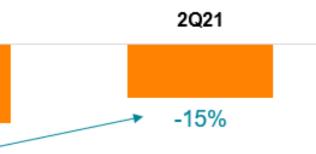


- Solar: started production in Kappa and Valdesolar
- Wind: started construction of **Delta II** and **Pi**

# \*\*\*\*\*\* \*\*\*\*\*\* \*\*\*\*\*\* \*\*\*\*\*\* <u>USA</u>

- Acquisition of **Hecate Energy** provides access to >40 GW portfolio
- First FID approved in July







# **Renewables pipeline on track and international expansion**

**Operational highlights - Commercial and Renewables** 

- Electricity generated by Repsol +23% YoY
- Kappa: first solar farm with 126 MW starting operations in April
- Chile: 14-year PPA for the development of • Atacama wind project
- **PPA with Microsoft** •
- Entering in the U.S. renewables market with the purchase of 40% of project developer Hecate Energy







## Improved outlook to the end of 2021 Outlook 2021

Production	590-600 kboe	ed • - 5% vs. previous guidance
Refining Margin Indicator	\$2 /bbl	
EBITDA CCS	~ €6.1 Bn	<ul> <li>+ €0.3 B vs previous guidance</li> <li>~ 50% higher than in 2020</li> </ul>
Capex	~ €2.9 Bn	<ul> <li>+ €0.3 B (Low Carbon Platforms</li> <li>Expected €0.3 B Upstream diverse</li> </ul>
Net debt*	~€6.1 Bn	<ul> <li>2020 closing net debt €6.8 B (h</li> </ul>
Dividend	€0.6 /share	<ul> <li>Dividend only in cash starting in</li> </ul>

# Better macro environment supports higher EBITDA and lower Net Debt

- Brent 65 \$/bbl, HH 3.0 \$/Mbtu
- · Note: This outlook only considers agreed inorganic operations



- ns) vs. previous guidance vestments
- hybrids transactions in 2021 €0.3 B)
- in July'21

# Strong strategic delivery in improving macroeconomic scenario Conclusions

- 2Q21 results at pre-pandemic levels
- Increased renewable generation ambition to 2025
- **Progress in the transformation** of Industrial assets
  - Capital allocation options in higher price scenario

- Adj. Net Income of €488 M 2Q21 vs. €497 M 2Q19
- Short term focus on capital discipline and cost efficiency
- Long term strategy driven by the Energy Transition
- Low Carbon generation objective increases from 7.5 to 8.3 GW<sup>(1)</sup>
- Higher visibility on the renewable portfolio following Hecate transaction
- **Expansion of Sines** aligned with Energy Transition
- H<sub>2</sub> ambition increased to 0.55 GW eq. in 2025 and 1.9 GW eq. in 2030<sup>(2)</sup>
- Accelerated investments in the Energy Transition
- Possibility to anticipate shareholder remuneration commitments

Repsol's Low Carbon Day to be held on October 5<sup>th</sup>

(1) Includes CCGT's and cogenerations. Renewable generation target to 2025 increases from 5.2 to 6 GW (2) From 0.4 GW eq. in 2025 and 1.2 GW eq. in 2030 in SP



# Investor Update August 2021

# Stepping up the Transition Driving growth and value



The Repsol Commitment Net Zero Emissions by 2050