# Investor Update

September 2023





The Repsol Commitment Net Zero Emissions by 2050

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

# **Multi-energy provider**



550 Kboe/d

Production in 2022

600 Kboe/d

Expected in 2023

1,909 Mbep

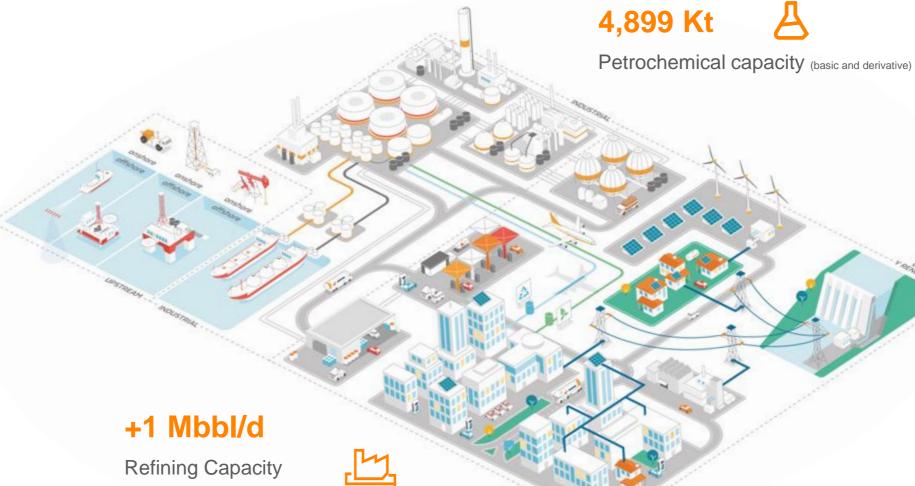
Proved Reserves

24 M

Clients

**5.5** M digital

1.5 M in gas and power



4,651 Stations in Spain, Portugal, Peru and Mexico





Recharging points

**42.1 Mtep** 

**Processed Crude** 



6 Refineries



Power generation capacity

3,870 MW

1,645 MW

Renewable generation

Note: data end 2022

# Index

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- **05.** Delivery



# Path to 2030

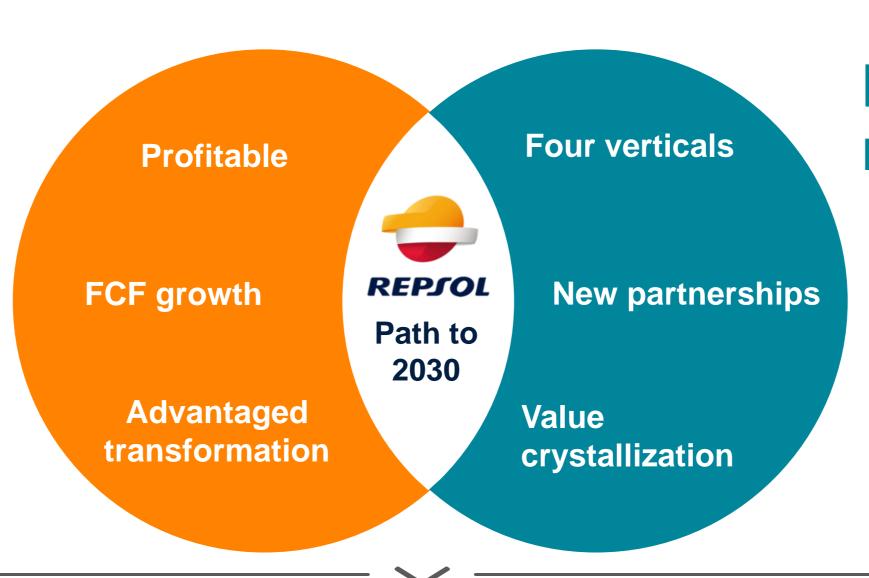


01

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



De-carbonize the portfolio



New operating model

**Towards Net Zero emissions** 

Leading investor proposition

# Decarbonization is an opportunity to build business platforms as technology evolves





**Industrial transformation** 



Renewable generation



**Customer-centric** businesses







2020-2025



**Carbon sinks** 







Advanced biofuels, biogas and recycling



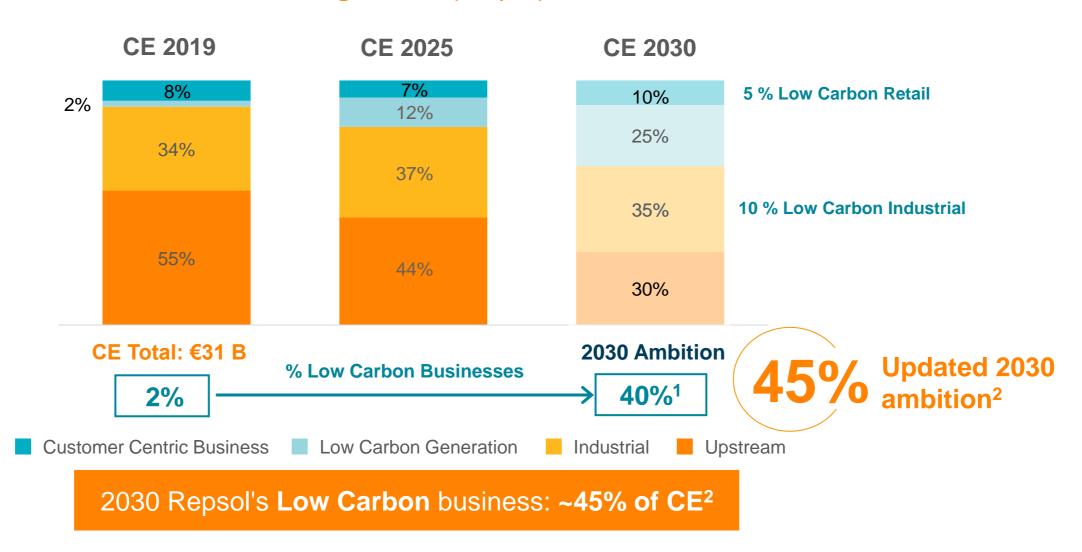
Hybrid plants >

2025-2030

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



#### **Transforming** the company's portfolio



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
 The Capital Employed in Low Carbon Businesses by 2030 increases to 45% from the original SP objective of 40%
 In homogeneous price basis @\$50/bbl & \$2.5 HH

# **Strategy 2021-25:**



02.

# Delivering financial targets while transforming the company

Ambition 21-25



2021 - 2022

2023 - 2025

# 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

# Accelerating transformation and delivering growth

- Portfolio optimization & new business platforms
- Metrics growth & high Capex intensity
- ROCE and gearing

Self-financed plan @\$50/bbl & \$2.5 HH

Ensuring shareholder value maximization

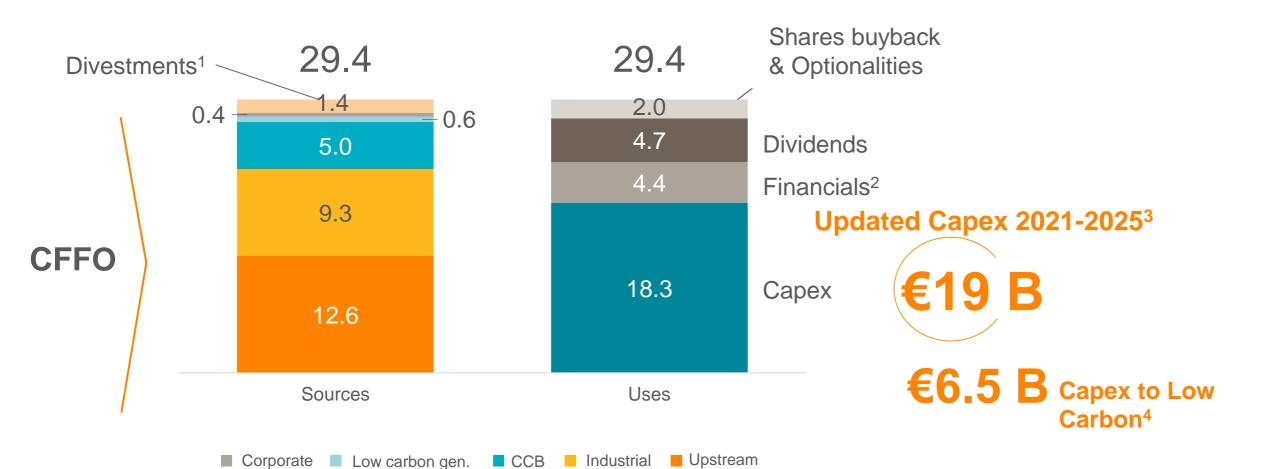
# **Self-financed plan**

Cash generation



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







< \$45/bbl FCF BE pre-SBB

<sup>1.</sup> Includes RES portfolio divestments. Other potential inorganic transactions driven by new corporate model, are not included in this Sources and Uses of cash.

<sup>2.</sup> Includes interests and others as dividend to minority shareholders and hybrid bond interests

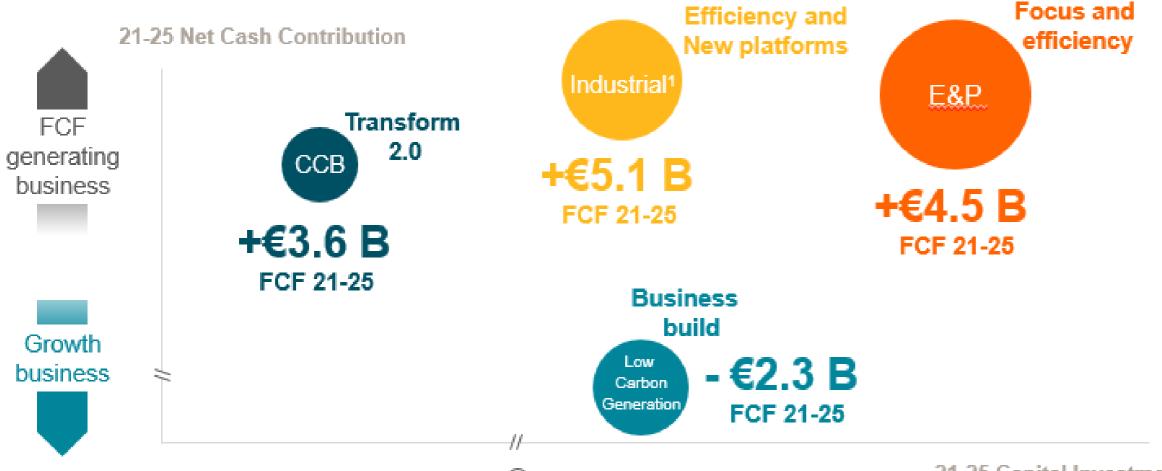
<sup>3. €1</sup> B low carbon capex increase over the original objective in the Strategic Plan

<sup>4.</sup> The total capex in low carbon projects increases to ~€6.5 in 2021-2025 from the original SP objective of €5.5 B. The share of low carbon capex over the total company investment in 2021-2025 increases to 35% from the original SP objective of 30%

# Legacy and new businesses driving portfolio performance along the Transition



## Contribution to portfolio financial profile 21-25



Capital Employed 2025

# Contribution to carbon intensity reduction

Low carbon strategies

CIRCULAR

LOW CARBON PRODUCTS

PORTFOLIO DECARBONIZE

CUSTOMER

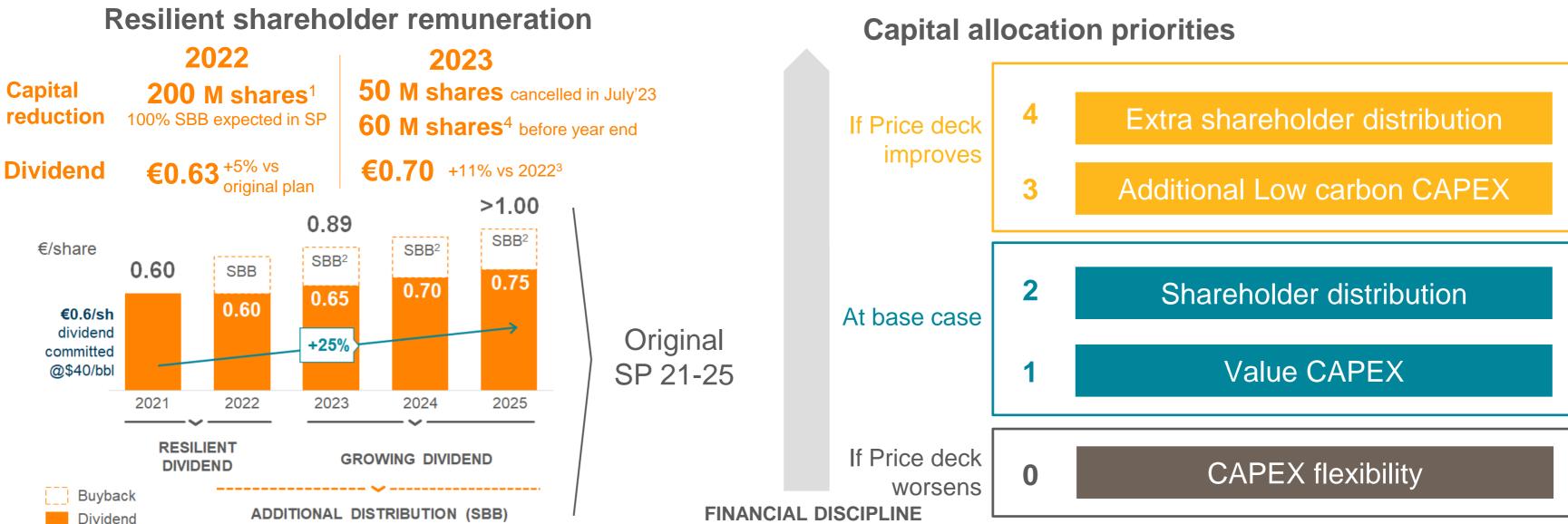
LOW CARBON GENERATION

21-25 Capital Investment

# Leading distribution and clear capital allocation framework



Capital allocation 21-25



<sup>200</sup> M shares redeemed in 2022, representing 13% of share capital at the beginning of 2022. 100% SBB expected in SP 2021-25

The SBB in 2023-25 period will depend on the CFFO generated

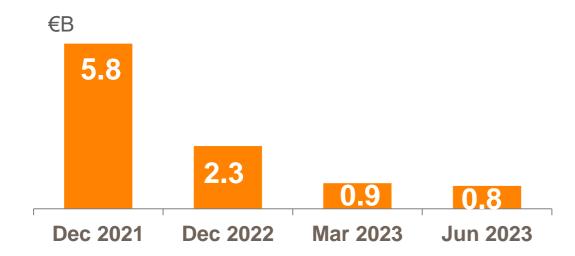
Expected dividend in 2023

<sup>4)</sup> Cancelation of another 60 M shares before year end through the implementation of a new 50 million share buyback program, with the remaining 10 M coming from treasury shares and shares held through derivatives

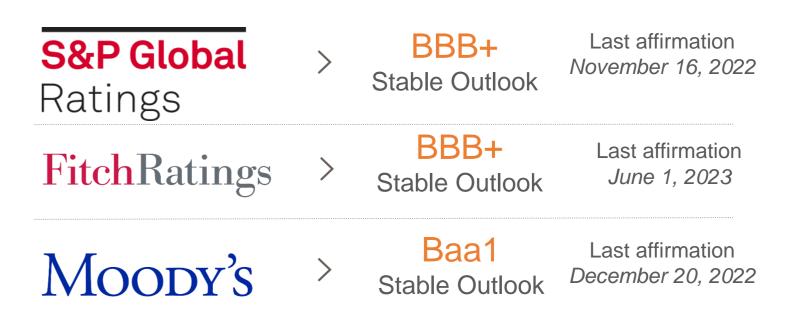
## **Preserving strong financial structure**



#### Net debt<sup>1</sup> evolution



1. Includes leases



#### Solid investment grade supported by Rating Agencies

S&P upgraded Repsol rating from BBB to BBB+ in November 2022 Moody's from Baa2 to Baa1 in December 2022 Fitch from BBB to BBB+ in June 2023

# **Business strategies**

03.



# Setting the new business priorities

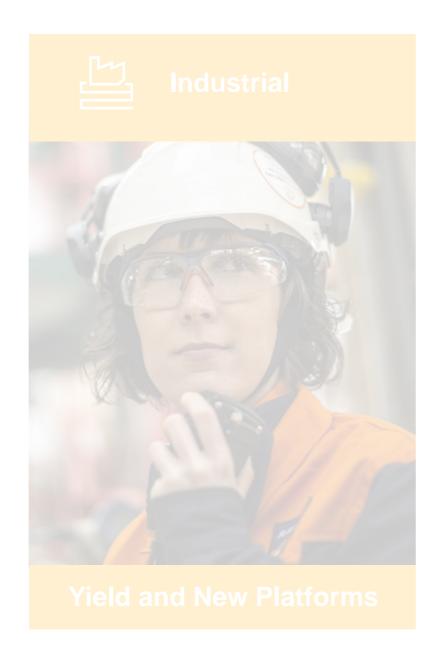


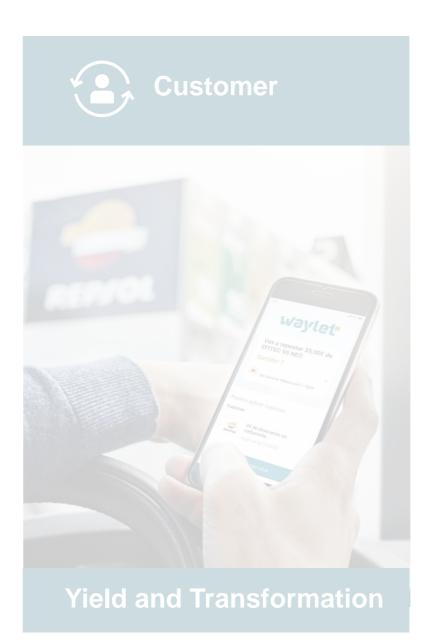


Upstream



**Yield and Focus** 







# Repsol E&P priorities 2021-25



- FCF as a priority (Leading FCF B-even)
- 2 Resilient Value delivery

3 Focused portfolio

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

- 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 (~620 kboed 2021-25)
  - <14 countries</li>
- Leaner and focused exploration

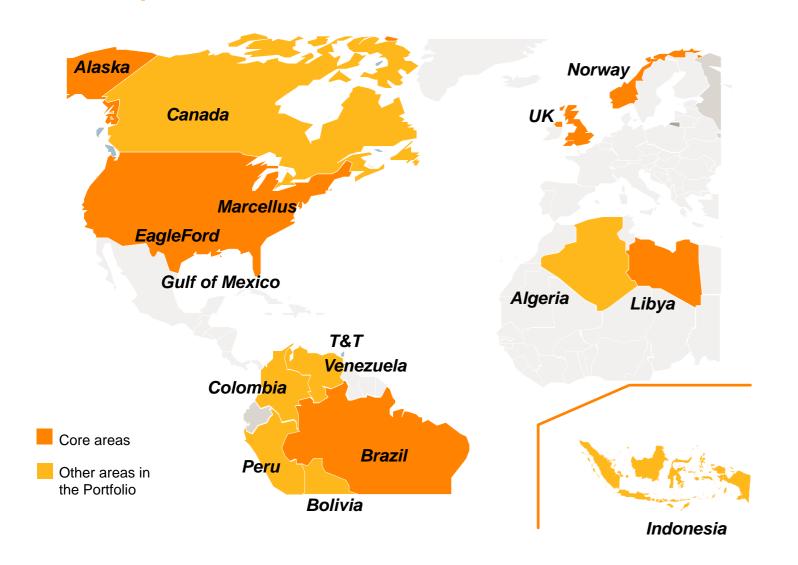
- Emissions intensity reduction of 75%
- Streamlining to a leaner upstream portfolio
- Decline/exit of carbon intensive and non-core assets

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

Upstream



#### Portfolio span reduction → from >25 to <14 countries ambition

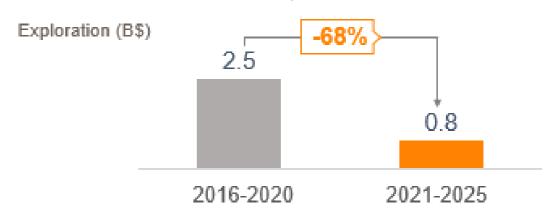


#### Highly selective new exploration strategy

# Successful track record discovering additional resources in productive basins recently

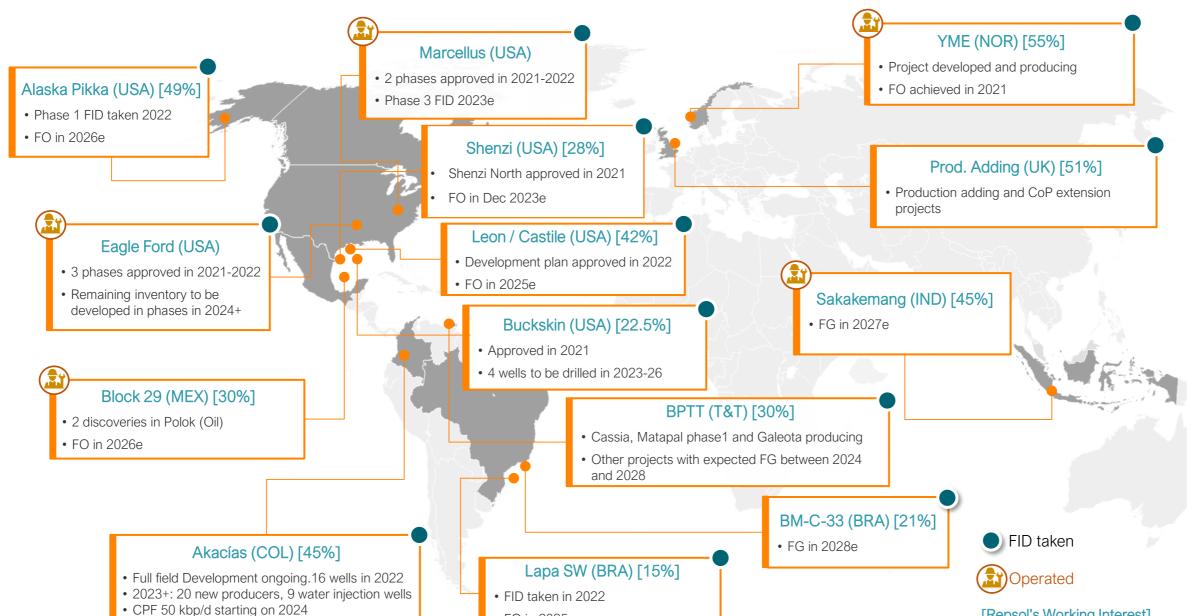
- Alaska North Slope: Horseshoe Mitquq/Stirrup
- US GoM: Black-tip/Monument
- Mex GoM: Polok/Chinwol
- Colombia Llanos: Lorito
- S. Sumatra: Sakakemang

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



# Progress in key projects to support future production

Upstream



• FO in 2025e

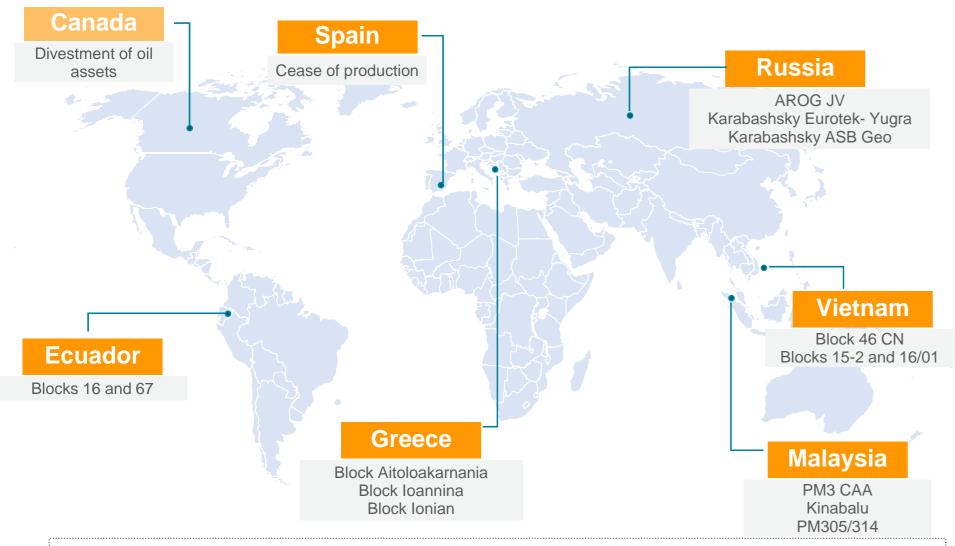


[Repsol's Working Interest]

# Progressing in portfolio rationalization and FIDs

Upstream

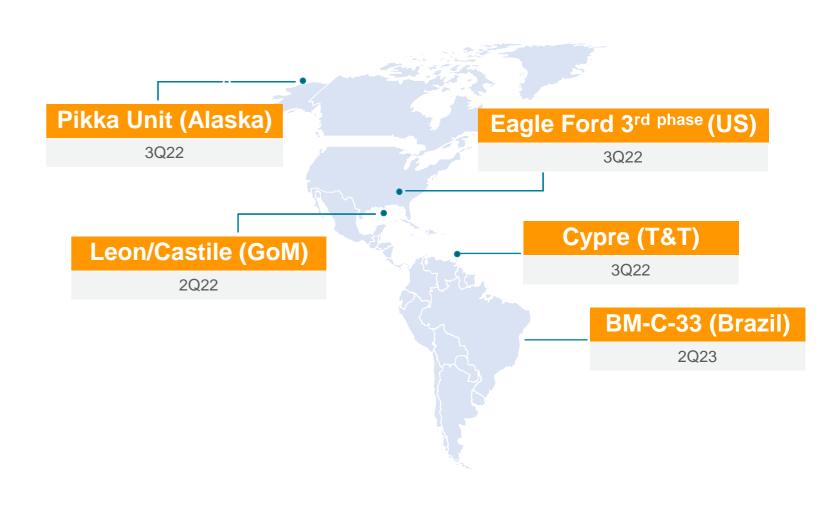
#### Portfolio rationalization



Completed the exit from Upstream operations in six countries since the release of the Strategic Plan



FIDs 2022 - 2023



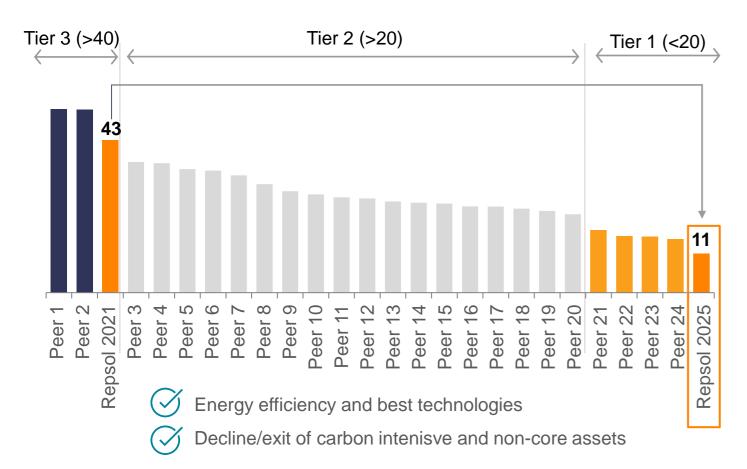
# High grading portfolio supporting carbon intensity reduction

Upstream



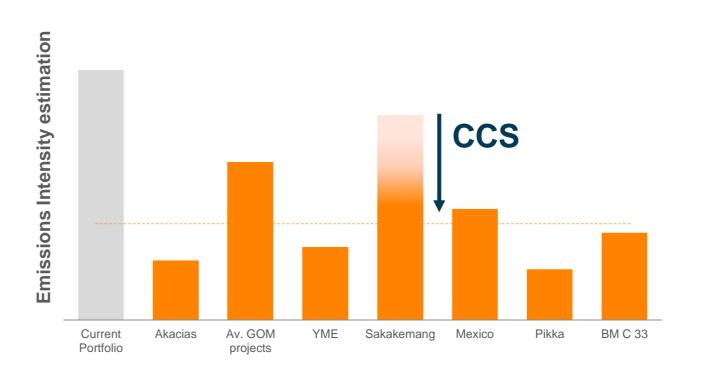
Repsol to become tier 1 lowest carbon intensity with a 75% reduction of scope 1+2 emissions

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



# High growth new barrels with lower emission intensity

New production pushes down emissions intensity



Emissions reduction projects in most intensive assets

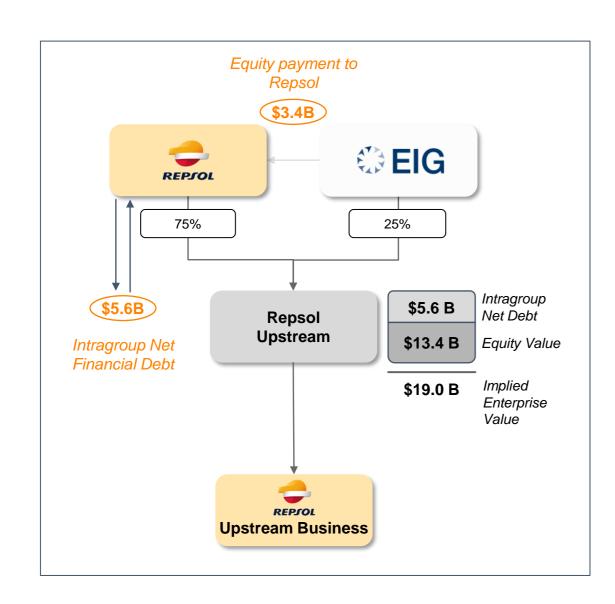
#### Sakakemang:

CCS project in FFD phase with 1.5-2 Mt CO<sub>2</sub> per year captured and a total investment of €247 M

# EIG's acquisition of 25% Repsol Upstream equity stake for \$3.4 B

Upstream: Value crystallization through partnerships







#### **Transaction structure**

#### Enterprise Value for Repsol Upstream of \$19.0 B

- Net Financial Debt \$5.6 B
- \$13.4 B resulting Equity value

#### EIG's acquisition of 25% Working Interest in Repsol Upstream for \$4.8 B

- \$3.4 B Common equity
- \$1.4 B Net Financial Debt

#### **Price Structure**

- 70% upfront payment on completion (received in 1Q23)
- 30% to be paid in three equal annual instalments over a three-year period



#### Governance

#### No change of control

- Repsol remains the controlling shareholder and, as such, retains control over the operations
- The vehicle remains part of the Repsol Group and is consolidated, from an accounting perspective, by the global integration method

#### **Board: 8 Directors**

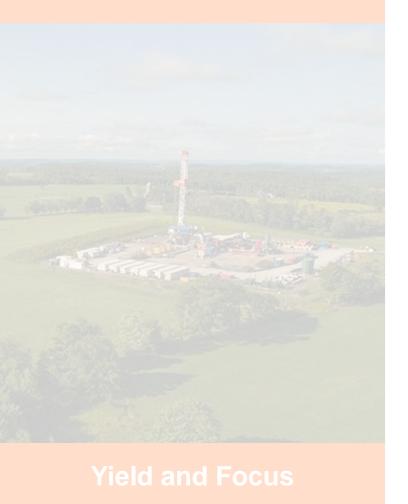
- 4 Repsol + 2 EIG + 2 Independents
- Repsol retains the Chairman with casting vote

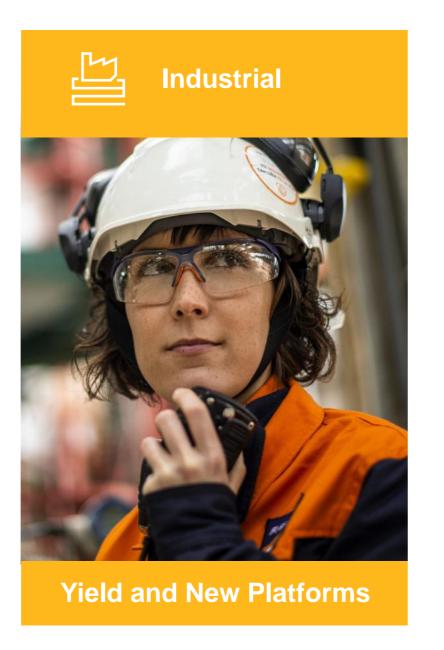
# Setting the new business priorities

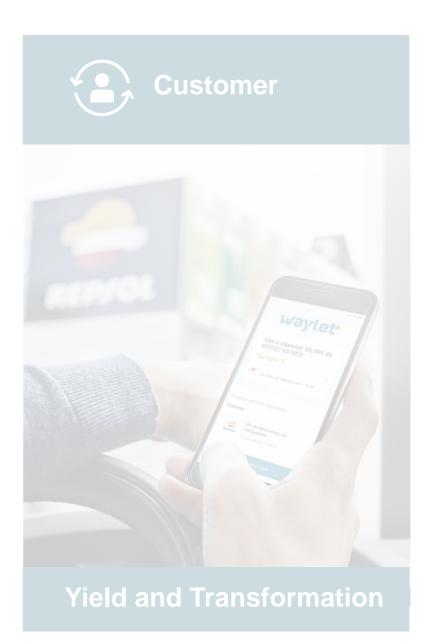




**Upstream** 









# Maximizing yield and developing the next wave of profitable growth

Industrial Strategy 2021-25



1

#### Yield

Cash generation in a complex environment

#### Refining<sup>1</sup>

- Net Cash Margin 1Q Solomon and Wood Mackenzie
- Advantaged position
- Enhancing competitiveness and operational performance

#### **Chemicals**

- Differentiation with high value products
- Growth in incoming opportunities
- Feedstock flexibility: 60%
   LPGs to crackers vs 25% EU average

#### **Trading**

- Maximize the integration and value from assets
- Incremental growth in key products and markets

2 Digitalization

Industry 4.0 driving integration & improved decision making

- Automated and self-learning plant optimization based on real-time data
- Enhance asset availability to maximize output and optimize maintenance costs (-5% by 2025)
- Integrating value chain management through planning models based on AI and machine learning
- Smart energy optimizers to reduce consumption and GHG emissions (-0.1 Mt CO<sub>2</sub>)

3 New platforms  Leadership in new lowcarbon businesses
 (hydrogen, waste to x, etc.) Circular platforms

 (recycling and chemicals from waste)

Grow in low carbon
 businesses (biogas/biofuels,
 CO<sub>2</sub>, etc.)

1. Includes Spain and Peru R&M

# Transformation of our sites into multi-energy hubs

Low Carbon Products



# **1.9 GWeq**

Increased renewable H<sub>2</sub> ambition by 2030

- +40% increased 2025 ambition to 0.55 **GWeq**
- +60% increased 2030 ambition to 1.9 GWeq
- Two route: electrolysis and biomethane
- E-fuels demo plant underway
- 2.5 MW electrolyzer in Petronor by 2022



# 個 2 Mton

Low carbon fuels<sup>1</sup> by 2030

- 1.3 Mton of low carbon fuels to 2025
- Advanced HVO, the best option to comply with the legislation and grow in biofuels generating value
- First biofuels marketer in Spain
- Multi-technology and raw material approach



# **4** +20%

Recycled polyolefins by 2030

- 10% recycled polyolefins by 2025
- Chemical and mechanical recycling

#### Multi-energy hubs that fit into a more sustainable future

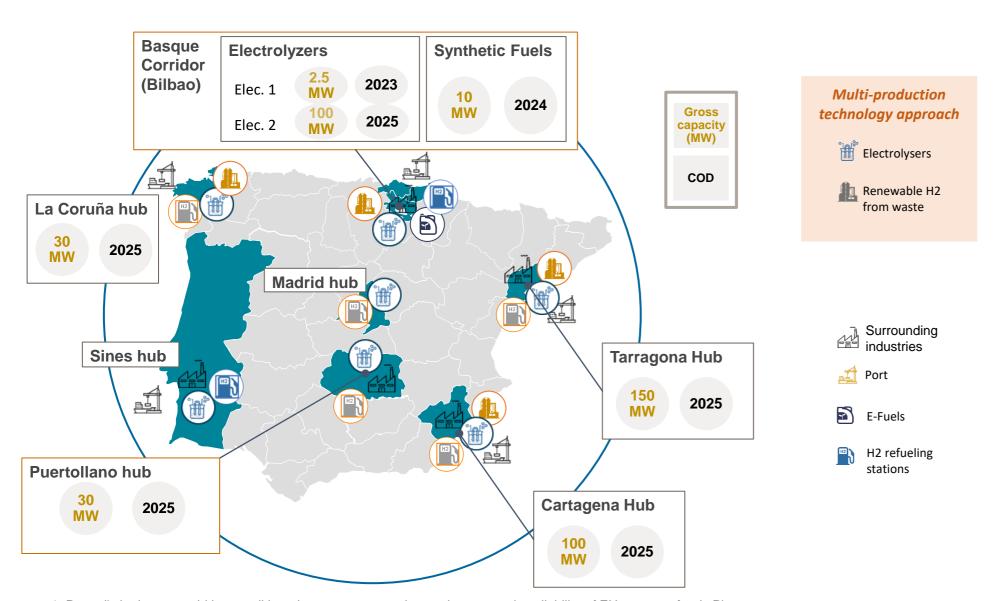


**Maximizing Value through partnerships** 

# Ambition to become a leader in renewable H<sub>2</sub> in the Iberian Peninsula

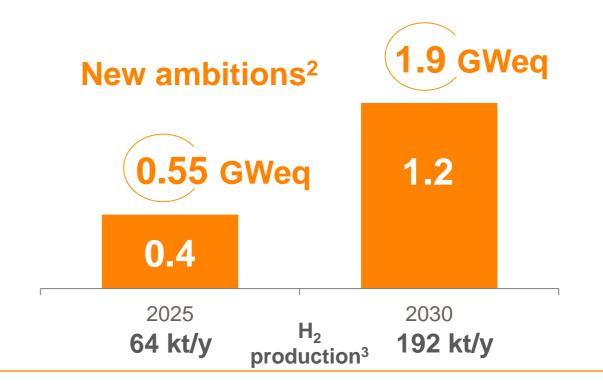
Renewable Hydrogen





#### Clear ambition<sup>1</sup> to become Iberian leader

Renewable H<sub>2</sub> capacity under development [GWeq]



# Repsol to become an active H<sub>2</sub> player

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

<sup>1.</sup> Repsol's hydrogen ambition conditioned to access to regulatory changes and availability of EU recovery funds Plan

<sup>2.</sup> Renewable H2 ambition increased in October 2021 from 0.4 to 0.55 GWeq in 2025 and from 1.2 to 1.9 GWeq 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

# Repsol becoming an advantaged producer of low carbon fuels

Low carbon fuels



# Repsol best positioned for sustainable biofuels production



Reaching > 2 Mta of low carbon fuels 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</li>
 (vs. >€1000/t of peer's new plants)



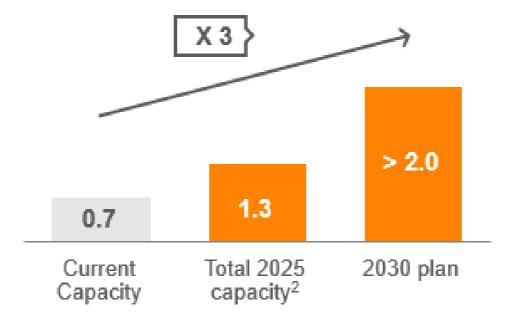
Average projects IRR >15%



Positioning, scale and relevance of our industrial hubs key to secure feedstock



Updated ambition: from 600kt of HVO to >2 Mt of low carbon fuels



Repsol with a leading sustainable biofuels ambition

#### 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 waste³ to be used as raw materials by 2030

<sup>1.</sup> Gross volumes 2. Expected capacity of sustainable biofuels by 2025 includes: 700 kt/y from current existing 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 biogas production

# Transformation of our sites into multi-energy hubs

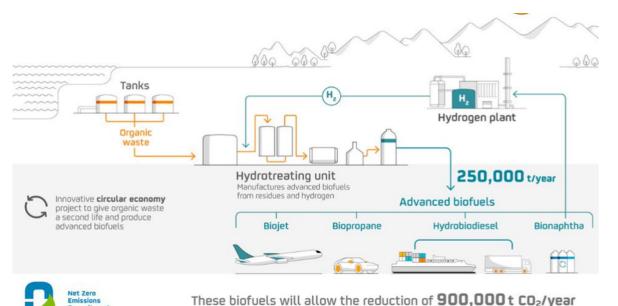
New Low Carbon Business key projects



#### **Advanced Biofuels Plant in Cartagena**

- ✓ Start-up in 2H 2023
- ✓ Capex: 226 M€
- ✓ 250 kty Renewable Fuels. Flexibility to HVO and SAF

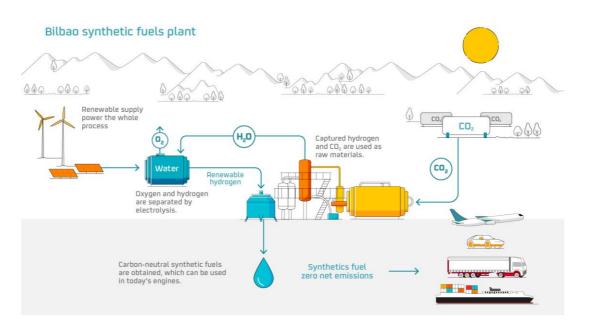




#### E fuels Demo plant in Bilbao

New demo plant of synthetic fuels from CO<sub>2</sub> and renewable hydrogen (10 MW electrolyzer included)

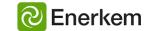
- √ FID taken
- ✓ Start-up in 2025
- ✓ Equity share 50%. FID 2023
- ✓ Capex: 80 M€



#### **Ecoplanta in Tarragona**

Urban Waste recovery by gasification (Enerkem technology) to produce bio and circular fuels and chemical raw material (methanol)

✓ FID expected 2023



Start-up in 2026

**EU green deal alignment:** The project has been selected for the **Innovation Fund** funding program from the European Commission's Innovation Fund for large scale projects with **100 M€**. It is one of the 7 awarded project among more than 300 applications.



#### Transforming waste into circular methanol



#### Decarbonization solution - GHG emissions reduction

- Achieving 3.4 Mt CO2eq of greenhouse gas (GHG) emissions reductions over the first ten years of operation.
- . Recycling over 70% of the carbon present in the residual waste.

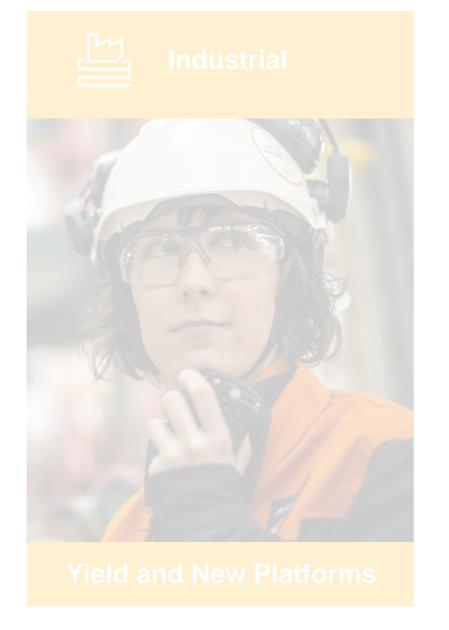
# **Setting the new business priorities**

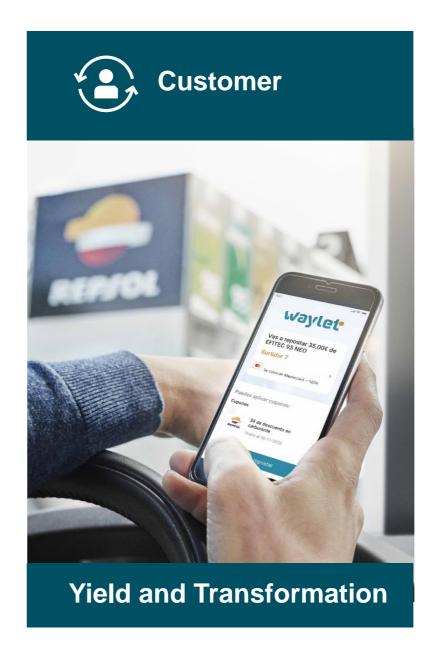




**Upstream** 









# Strong and growing profits and cash generation

Customer Strategy 2021-25





Longstanding Iberian Energy Leader

Mobility leader in continuous transformation

**High-growth power** customer business



#### Multi-energy

Cross-sell to current customers and channels, adding new services (E-Mobility, Energy Services & Advanced mobility services)

## **Customer centricity**

Roll out the new transversal loyalty program, developing engagement with end customers

World-class digital

Expand digit platforms for customer engagement (Waylet & Vivit apps), with Al based personalization and advanced pricing



More autonomous management, strengthening entrepreneurship culture

# **Building on our advantages**

Customer transformation



**8 Million** 

Digital clients by 2025

- Unique position to serve the multi-energy needs of our customers
- >6 M Waylet by end March 2023 (3x vs 2020)
- Vivit and Energy Origin launched in 2021
- Launching transversal loyalty program

**₹+1,000** 

Public PoR by 2022 in Iberia

- Quick chargers every 50 km in Spain by 2022
- Capex €50 M in Spain
- Ultra / fast charging terminals in premium locations



Solar communities by end of 2022

- Innovative solutions for energy generation and optimization, reinforcing a multi-energy offer
- Solar360: self-consumption
- Solmatch and Ekiluz: communities oriented

# A differentiated multi-energy customer centric view

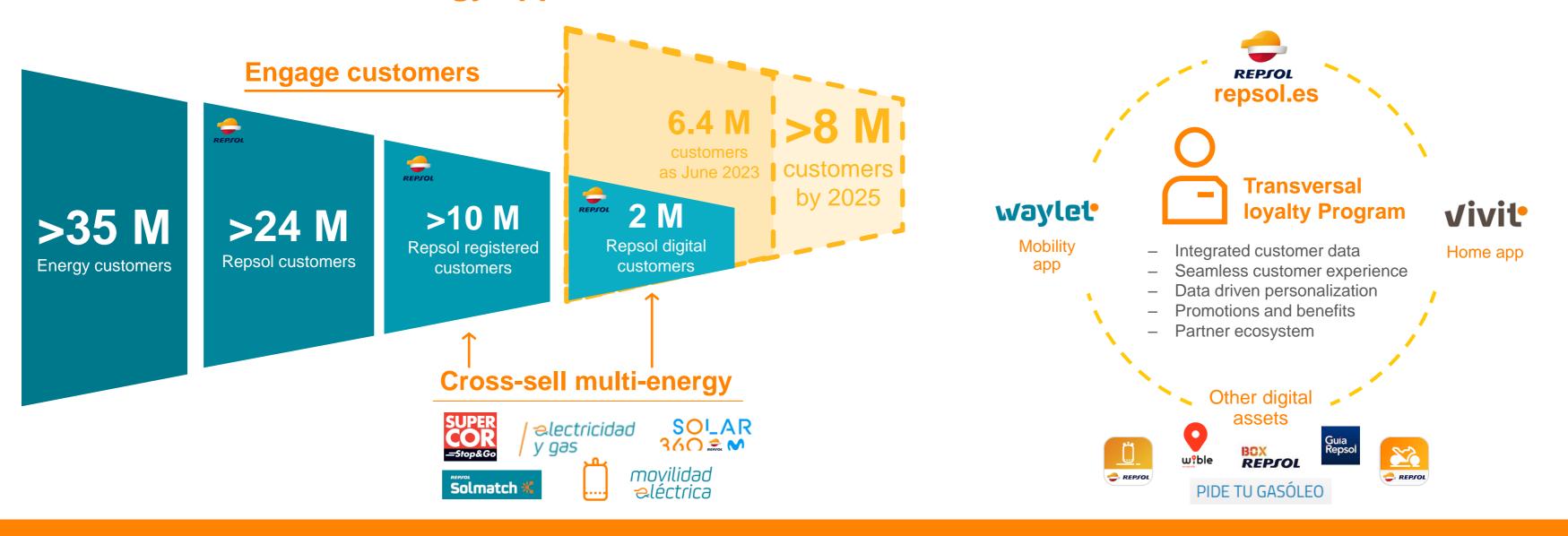


Simplifying the net-zero journeys of our customers

To drive 1.4x EBITDA by 2025 (vs. 2019)

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





# Repsol to develop widespread, smart, conveniently-located charging network

e-Mobility



2022

Ultra / Fast

chargers every

50km

+1,000
public chargers

Committed to develop a charging network in Iberia focused in fast and ultrafast chargers in main transport corridors







#### **Connected Energies**

- Innovative program that raises the multi-energy profile of the offer to its customers.
- Single supplier, covering all client needs. Including fuels, electricity, gas, solar and e-mobility
- 6 M Waylet users as potential customers

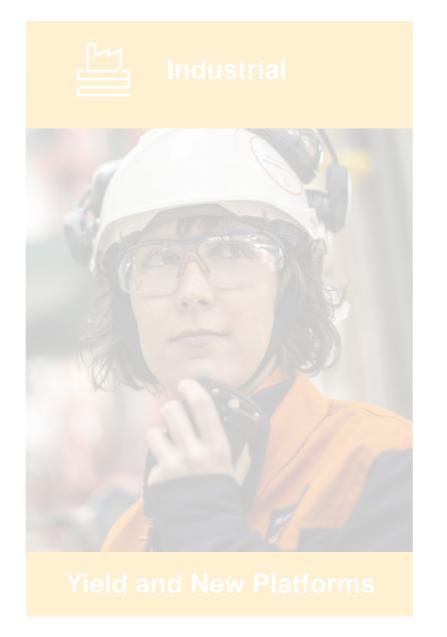
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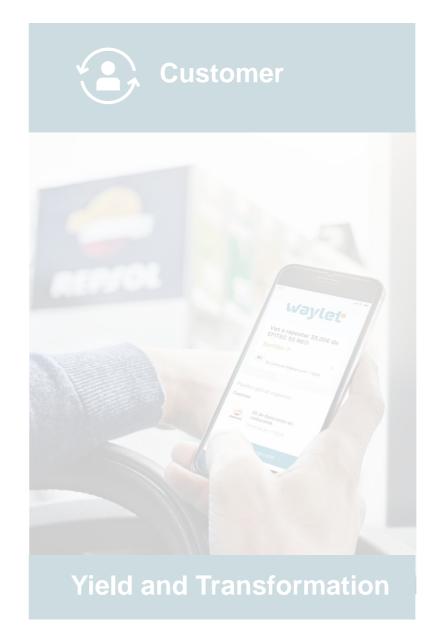




**Upstream** 









## Developing a competitive renewable player with international platforms

Low Carbon Generation





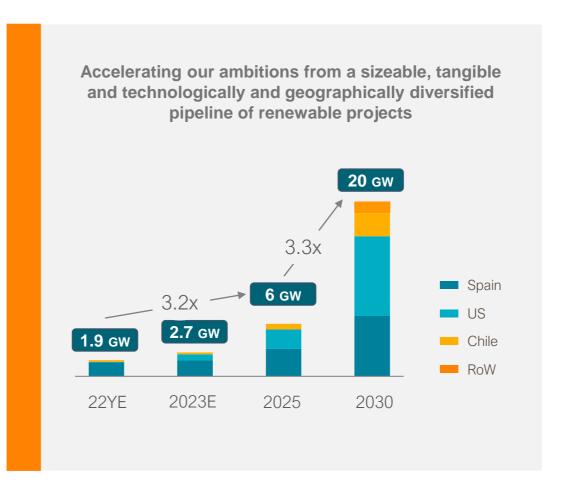
Increased Renewables capacity by 2030

- +15% RES ambition to 6 GW (2025)
- +60% RES ambition to 20 GW (2030)
- Hecate optionality: RoFos and takeover
- Balanced technology mix: solar, wind & hydro
- Hybrid projects and storage 4.3 GW pipeline
- Relevant presence in OECD markets



Best-in-class Equity IRR

- Capturing full yield of every project phase:
  - Top development and operational capabilities
  - Optimal Structuring and financing
  - Differentiated Energy & risk management
  - Asset rotation of operational assets





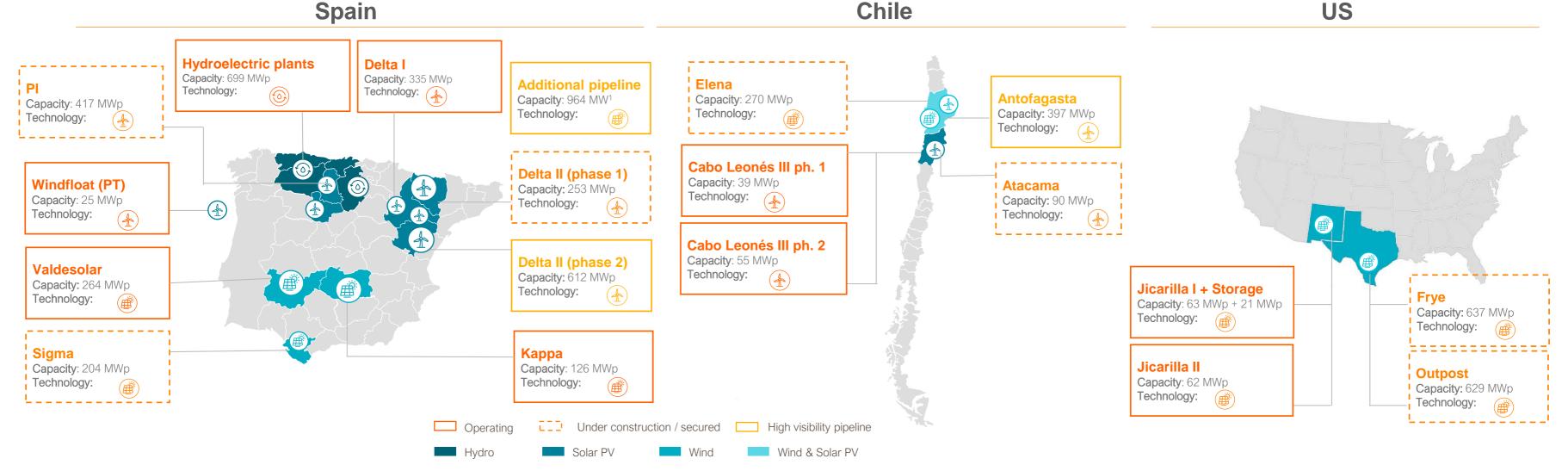


To be secured at YE 2023

#### On-track to reach worldwide 2.7 GW of installed capacity by the end of 2023

# Strong portfolio of advanced stage projects with short term material growth and robust profitability

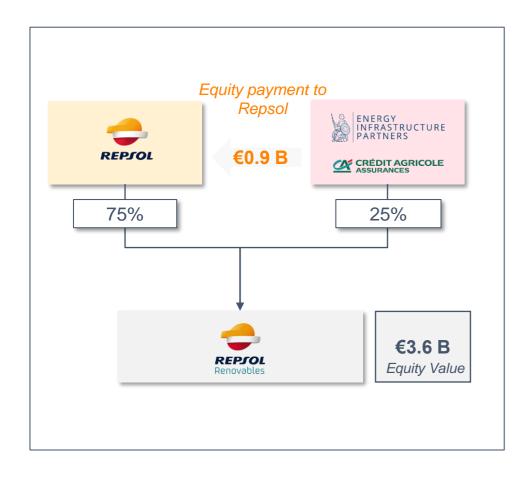




## EIP - Crédit Agricole acquisition of 25% Repsol Renovables equity stake for €0.9 B

Value crystallization through partnerships





#### Transaction Overview<sup>1</sup>

- Price implied valuing Repsol's renewables business at €4.4 B, including debt
- Partnership with reputable, experienced investors specialized in the renewable sector and with a long-term view
- Represents a validation of Repsol's strategy in renewables and reinforces, through investment commitments, the achievement of the objectives set out by the company
- Demonstrates the **strength of the renewables growth model** that Repsol has built in the last three years
- **Delivers stated objectives** to bring in minority partner committed to Repsol's 2025 and 2030 capacity targets
- Repsol retains control of the vehicle and consolidation

(1) Transaction closing by the end of September 2022

# Latest acquisition helps to de-risk 2025 and 2030 capacity addition targets

De-risking the ambition



# ASTERION





#### (1) Transaction closing by the end of February 2023

#### **ABO Wind**

- Acquired three wind farms and two solar plants in Spain
- Adds 250 MW to Repsol portfolio of renewable projects
- Located in Palencia, will share interconnection infrastructures with part of the Repsol PI wind project.
- The acquired assets have a positive Environmental Impact Statement (EIS) and will come into operation between 2024 and 2025.

# **Decarbonization Metrics and targets**



# Repsol's set of key metrics and targets, with one core metric



# reduction (% CO<sub>2</sub>e/energy)

- 2025-2030-2040-2050 w/ scope 3 included
- Three metrics for scope 3: primary energy\*, end-user sales\*\*, total sales\*\*

Absolute emission reduction (% of CO<sub>2</sub>e)

- Scope 1+2 operated 2030\*
- Scope 1+2+3 net 2030\*

# Emission reduction E&P

- Methane intensity 2025 (%methane/gas output)\*
- Routine flaring reduction 2025 (%)\*
- Emission intensity reduction 2025 (%CO<sub>2</sub>/boe)\*

# Business metrics driving CO<sub>2</sub> emissions

- GW renewable power generation capacity: 2025-2030\*, 2040-2050\*\*
- Ton/yr production of renewable liquid fuels: 2025-2030\*, 2040-2050\*\*
- GWe production of renewable hydrogen: 2025-2030\*, 2040-2050\*\*
- E&P production\*\* (boed)
- Oil processed in refineries\*\* (ton/yr)

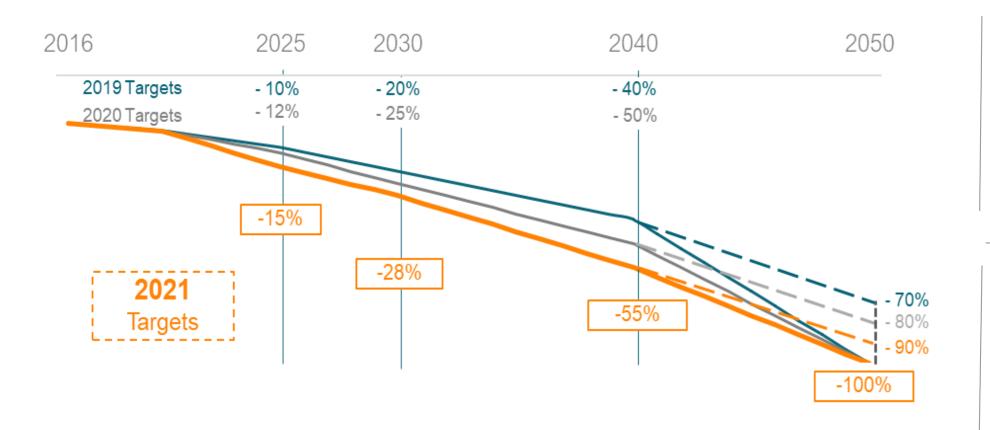
Capital allocation (% of total capital allocated to lowcarbon)

- % Capex\* 2021-2025,\*\* 2030-2050
- % Capital employed\* 2030,\*\* 2040-2050

#### Renewed decarbonization ambition



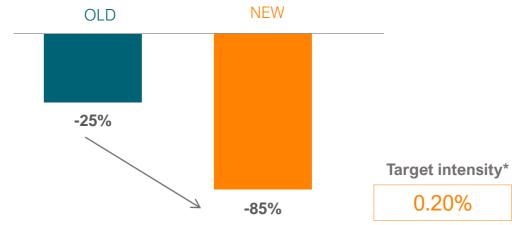
#### Carbon Intensity Indicator reduction targets [gCO<sub>2</sub>/MJ]



#### **Absolute emissions reduction (%)**



#### Methane intensity reduction 2025 vs 2017 (%)



# **Delivery**

05.



# Solid results and cash flow generation. Confirmed shareholder distributions for 2023

Key messages 2Q23

€827 M

Adjusted Income
-56% vs 1Q23
-62% vs 2Q22

€1.7 B

CFFO -7% vs 1Q23 -8% vs 2Q22

€0.8 B

Net Debt -9% vs Mar'23 -65% vs Dec'22 2.8%

Gearing -5.2 p.p. vs Dec'22

#### Strong quarter in a normalized macro environment

- Softer gas prices in North America
- Operational performance in-line with FY expectations
- Refining margins above previous cycles
- Agreement to settle Addax litigation

#### Delivering on shareholder remuneration commitments

- Additional 60 M shares capital reduction before end-2023
- 110 M shares to be canceled in 2023 and 310 M shares in 2022-2023
- Total shareholder distributions of ~ €2.4 B in 2023

#### Accelerating transformation

Strategic update in 1Q24

#### Confirmed shareholder distributions of ~ €2.4 B in 2023

Outlook 2023

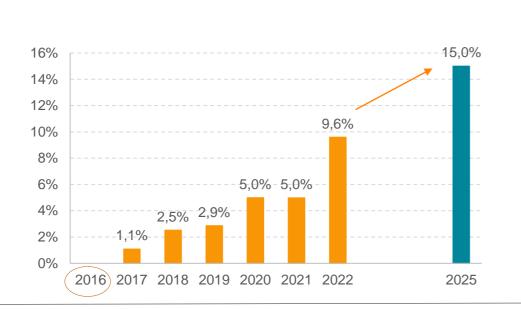
Refining margin indicator	9 \$/bbl	Sustained middle-distillate spreads, strong gasoline cracks and lower energy costs
Upstream production	590 - 610 Kboe/d	600 Kboe/d YTD
Cash Flow from Operations	~ €7 B vs ~ €8 B before	80 \$/bbl Brent (Unchanged) 3 \$/Mbtu Henry Hub (vs 4 \$/Mbtu before) Lower Chemicals, Maxus, f/x
Shareholder remuneration	>30 % CFFO vs upper end 25-30% CFFO	~ €2.4 B total shareholder remuneration +11% dividend vs 2022 to 0.70 €/share
		Additional 60 M shares to be canceled before year end, for a total 110 million shares canceled in 2023
Organic Capex	~ €5 B	35% Low Carbon initiatives



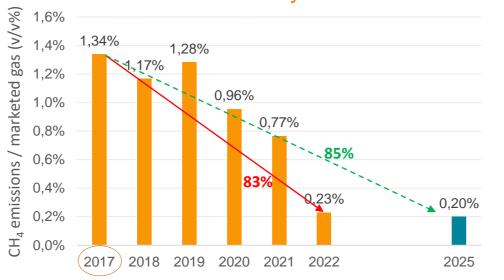
# Progress towards 2025 and 2030 decarbonization targets

Decarbonization delivery (SP 21-22)

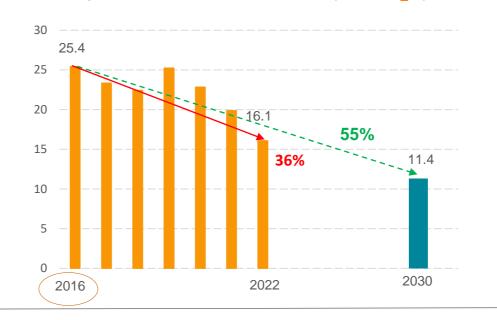




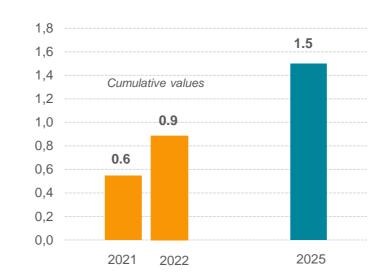
#### Methane intensity reduction 2025



#### Scope 1+2 reduction 2030 (MtCO<sub>2</sub>e)



#### CO<sub>2</sub>e Reduction Plan 2021-2025





Year of reference

Real value

Target

# Investor Update

September 2023





The Repsol Commitment Net Zero Emissions by 2050