

# Investor Update

November 2022

# Stepping up the Transition

## Driving growth and value



The Repsol Commitment  
Net Zero Emissions  
by 2050

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



Leading the  
**journey**

to an ambitious  
**destination**

- A legacy **double-gear 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. Path to 2030
02. Strategy 2021-2025
03. Business strategies
04. Stepping up energy transition
05. Delivery 2022



# Path to 2030

01.

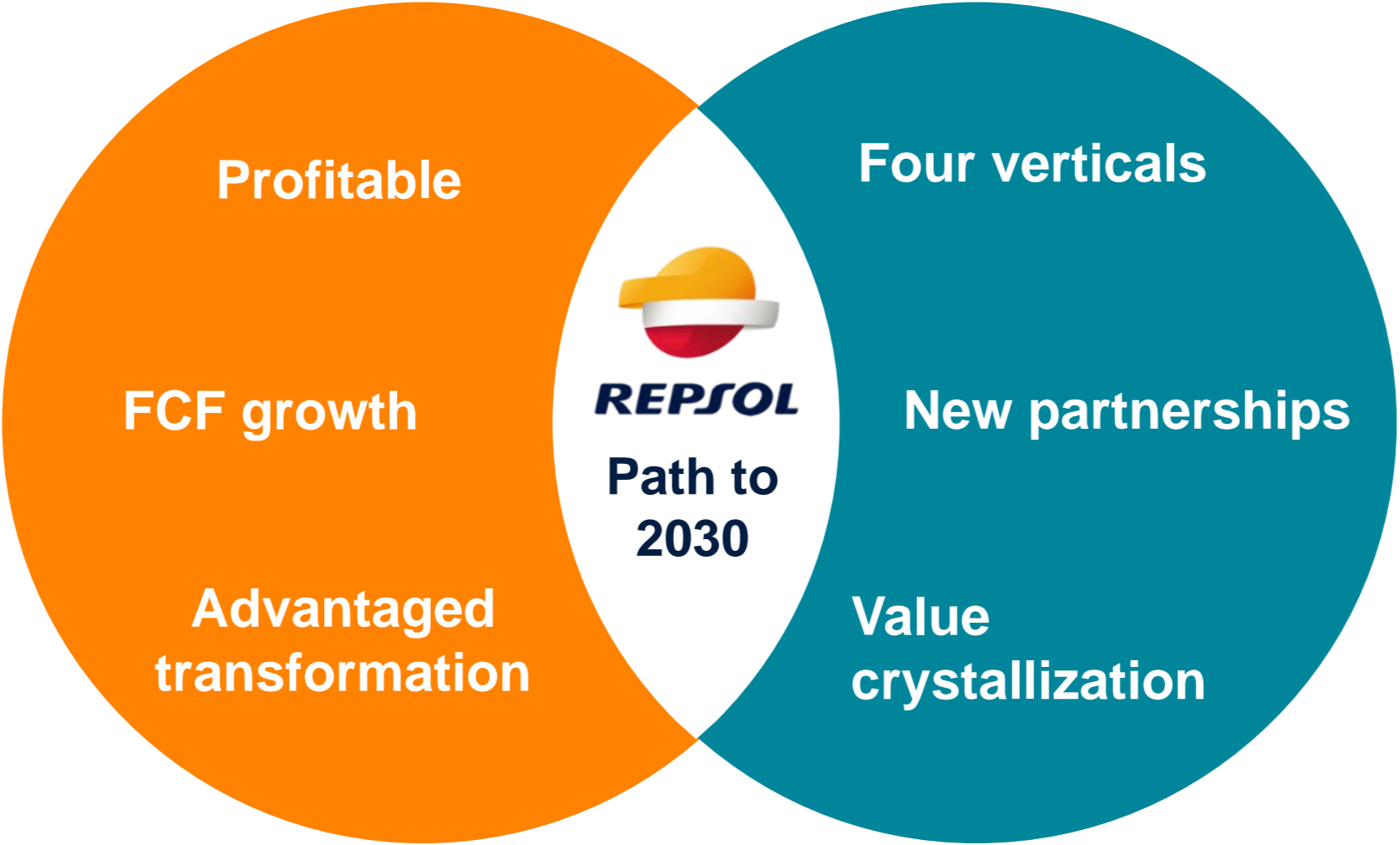


# Ambitious transformation journey to thrive in Energy Transition



## De-carbonize the portfolio

## New operating model



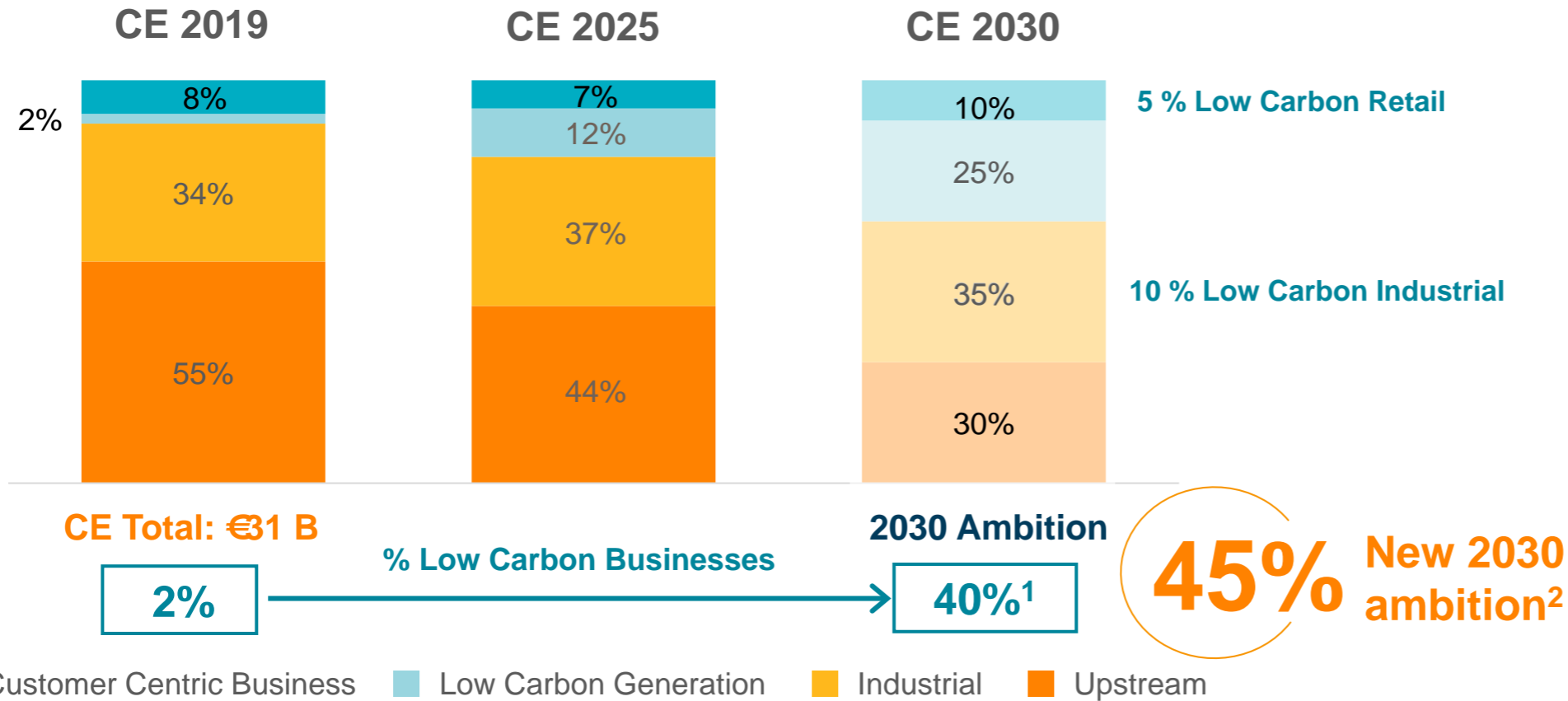
Towards Net Zero emissions

Leading investor proposition

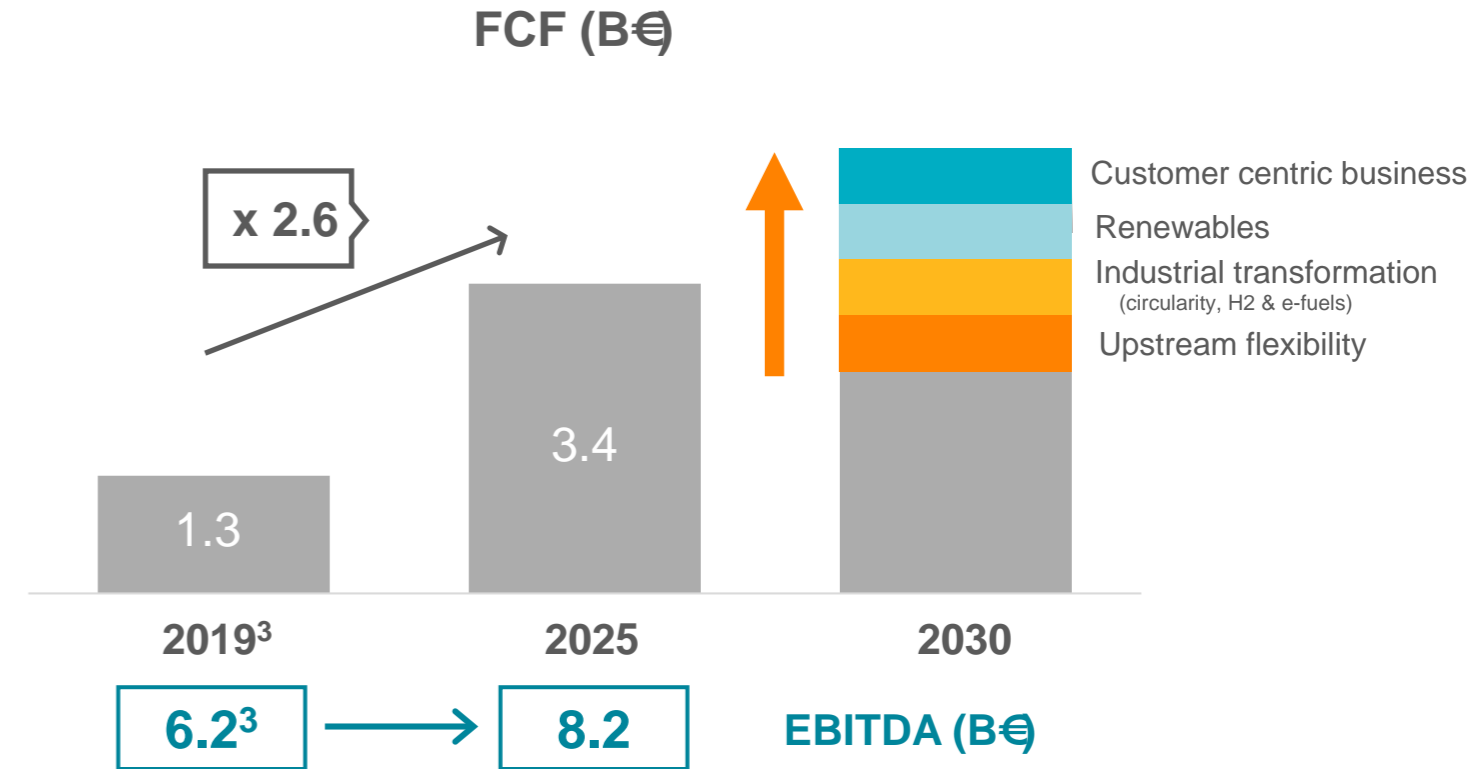
# Repsol 2030: A more sustainable, balanced and profitable company



## Transforming the company's portfolio



## Strong cash-flow growth



2030 Repsol's Low Carbon business: ~45% of CE<sup>2</sup>

Growing 2030 FCF well above 2025

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. The Capital Employed in Low Carbon Businesses by 2030 increases to 45% from the original SP objective of 40% 3. 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)

# 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

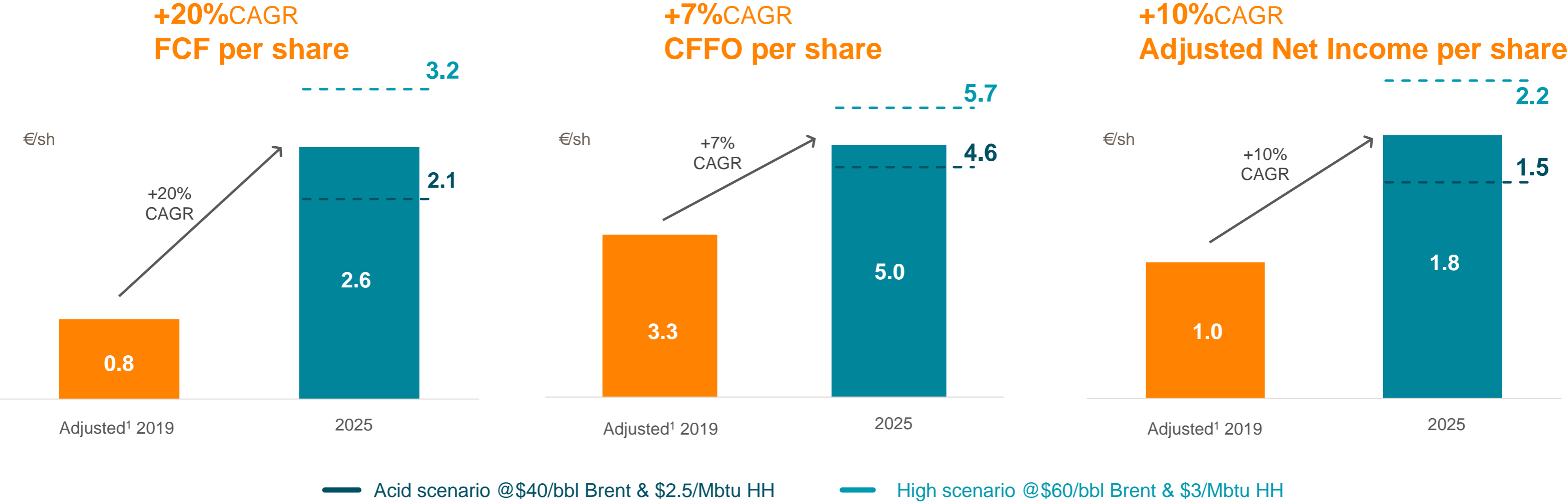
**Accelerating transformation and delivering growth**

- 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

# Strong growth in per share metrics driving valuation upsides



1. 2019 @\$50/bbl & \$2.5 HH  
 Note: Base scenario @\$50/bbl & \$2.5 HH; N° of shares in 2019 (1,527) vs 2025 (1,327, subject to Base Case price deck)

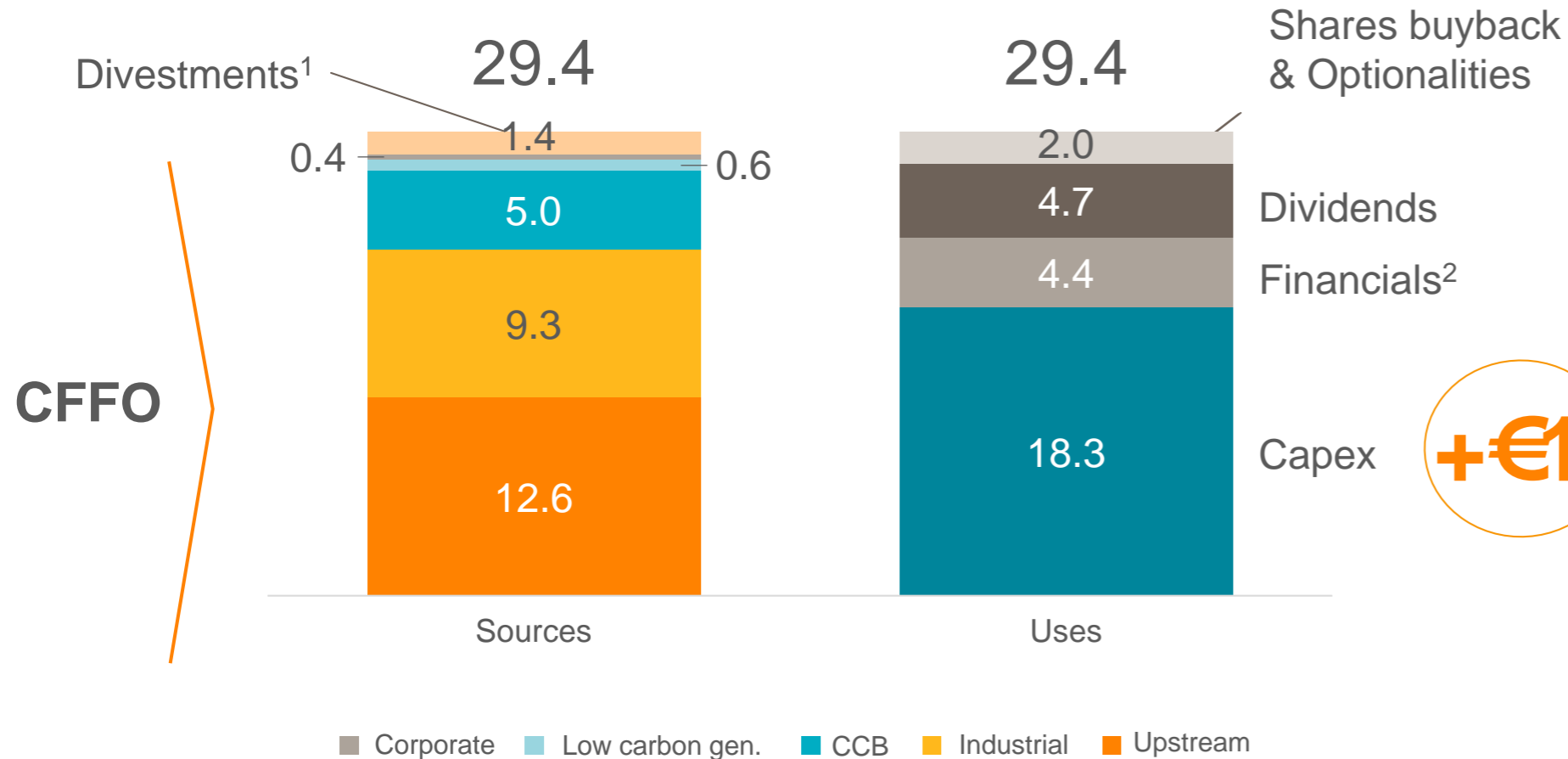
# Self-financed plan

Cash generation



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

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



**Additional Low Carbon capex 2021-2025<sup>3</sup>**

**+€1 B**

- **Hydrogen** business build up
- Accelerated **Renewables** expansion
- Other **low carbon** initiatives

**\$50/bbl**  
FCF BE  
(inc. SBB)

**< \$45/bbl**  
FCF BE  
pre-SBB

1. Includes RES portfolio divestments. Other potential inorganic transactions driven by new corporate model, are not included in this Sources and Uses of cash.  
3.. Corresponds to a +€1 B low carbon capex increase over the original objective in the Strategic Plan

2. Includes interests and others as dividend to minority shareholders and hybrid bond interests

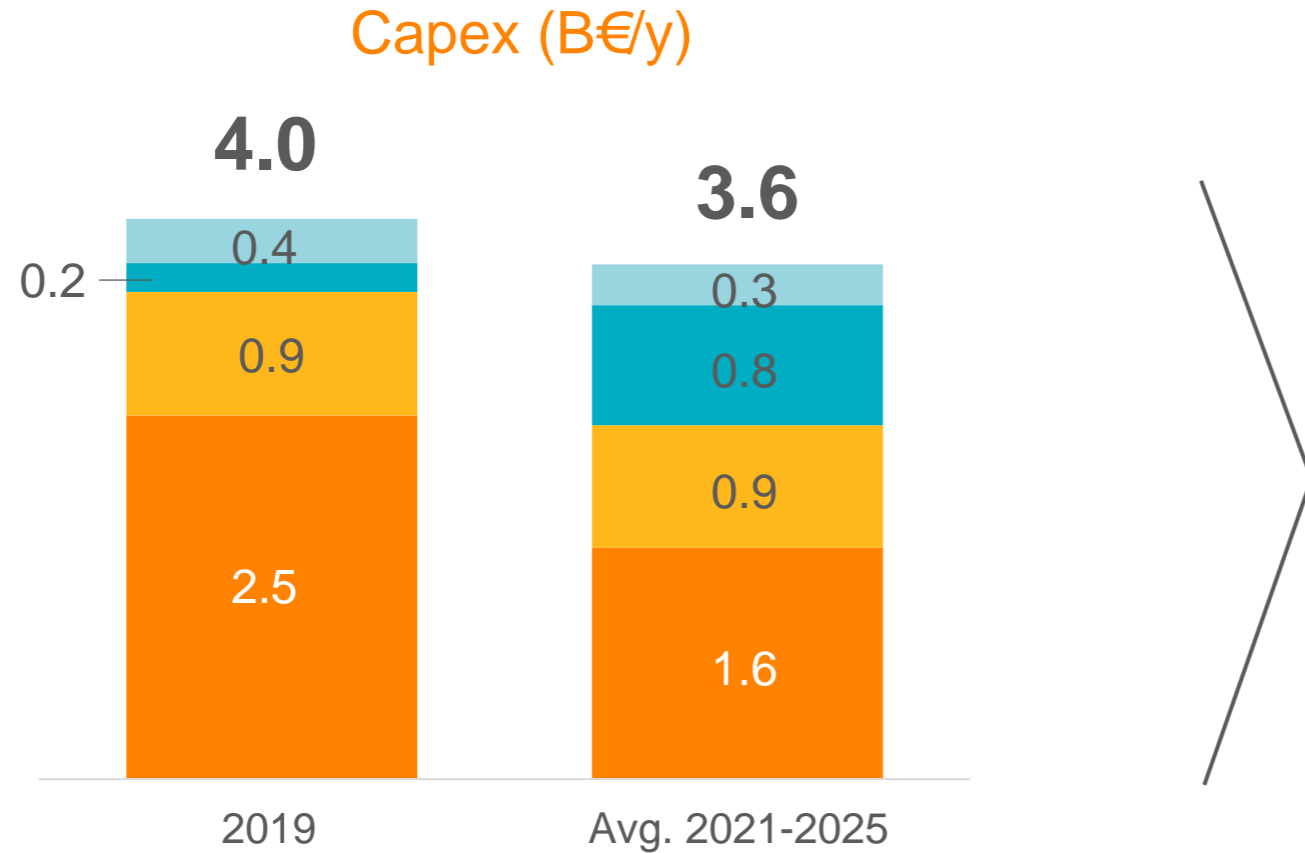
# Discipline, flexibility and transformation

Capex 21-25



Updated ambitions

## Building up transformation within 2021-2025



## Profitable decarbonization

IRR-WACC<sup>1</sup> (%)

>10%

Updated ambition<sup>2</sup>

€6.5 B

Capex to Low Carbon<sup>3</sup> projects in 2021-2025

35% of total capex

0%

2021-25 Low Carbon CAPEX (B€)

Customer-Centric Business Low carbon Generation Industrial Upstream

1. Specific WACC per each business

2. 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%

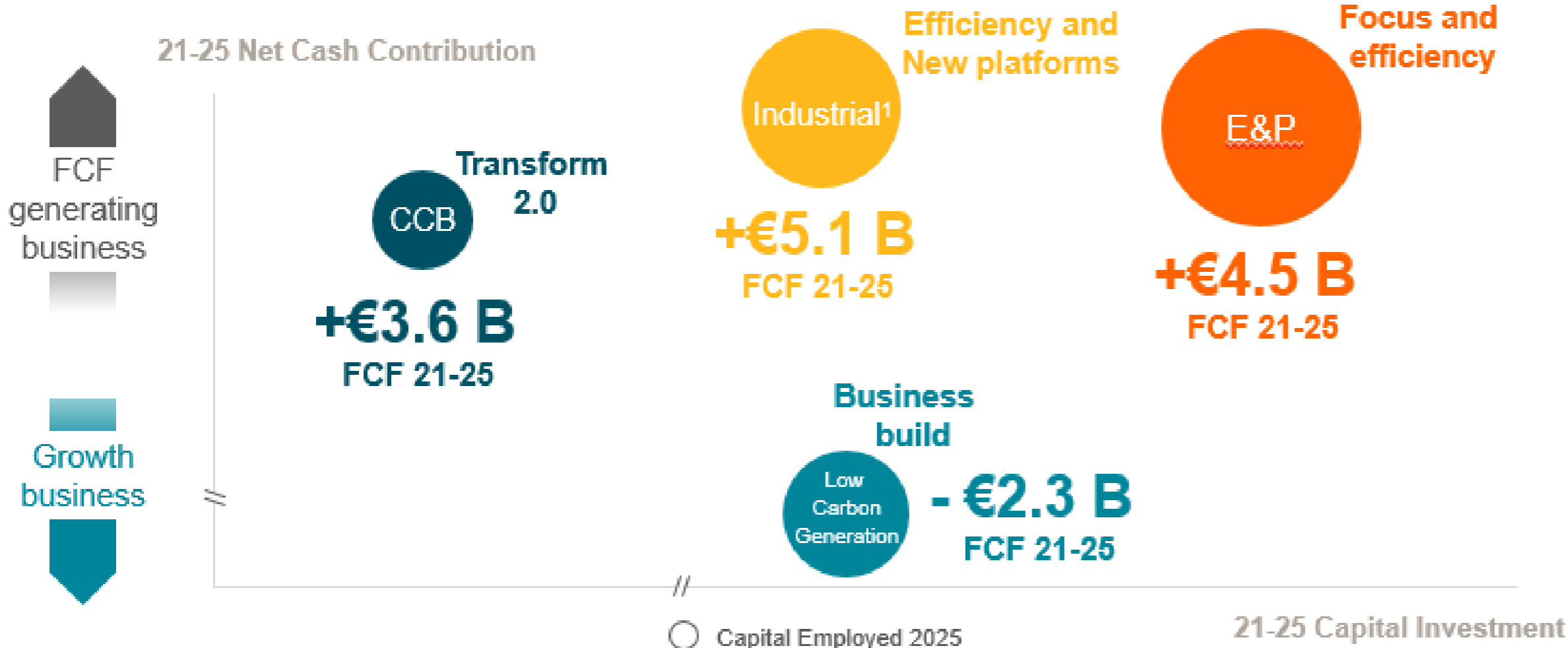
3. Includes low carbon generation investments, new low carbon platforms, decarbonization efficiency investments, e-mobility, and value-added services

Note: Not including Corporation in capex numbers.

# Legacy and new businesses driving portfolio performance along the Transition



## Contribution to portfolio financial profile 21-25



## Contribution to carbon intensity reduction

Low carbon strategies

- CIRCULAR ECONOMY
- LOW CARBON PRODUCTS
- PORTFOLIO DECARBONIZE
- CUSTOMER CENTRIC
- LOW CARBON GENERATION

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

# Leading distribution and clear capital allocation framework



Capital allocation 21-25

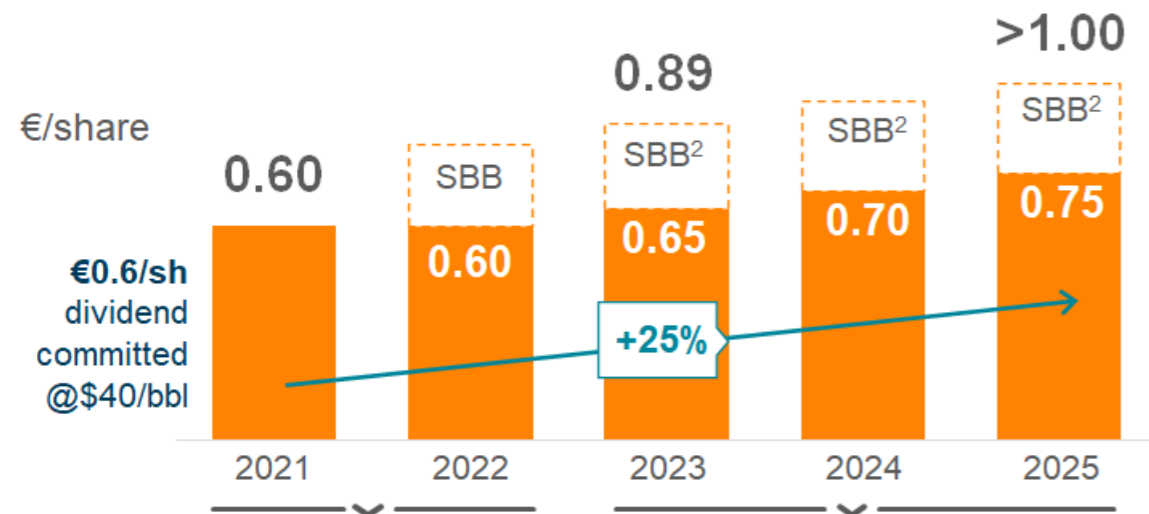
## Resilient shareholder remuneration

## Capital allocation priorities

**Capital reduction 2022<sup>1</sup>** **200 M shares** 100% SBB expected in SP 2021-25

**Dividend 2022** €0.63 +5% over original SP commitment

**Dividend 2023<sup>3</sup>** €0.70 +11% vs 2022



Original SP 21-25

### FINANCIAL DISCIPLINE

If Price deck improves

- 4 Extra shareholder distribution
- 3 Additional Low carbon CAPEX

At base case

- 2 Shareholder distribution
- 1 Value CAPEX

If Price deck worsens

- 0 CAPEX flexibility

Buyback  
Dividend

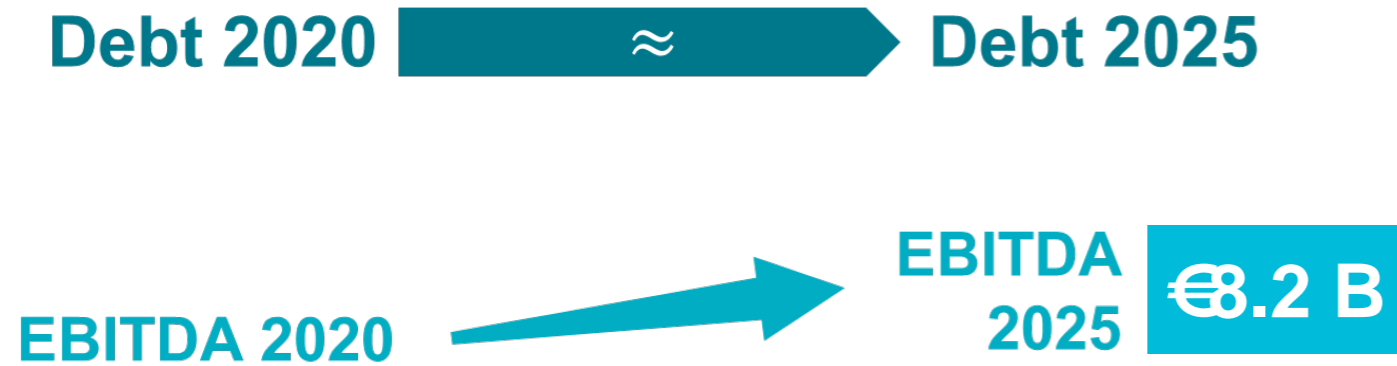
ADDITIONAL DISTRIBUTION (SBB)

1) 75 M shares cancelled in May and another 75 M cancelled in October. Total of 200 M shares expected to be redeemed in 2022, representing 13% of share capital at the beginning of 2022 and 100% of SBB expected in SP 2021-2025  
 2) The SBB in 2023-25 period will depend on the CFFO generated  
 3) Expected dividend in 2023

# Specific gearing target range, preserving a strong financial structure



2021-2025 gearing<sup>1</sup> 25% average



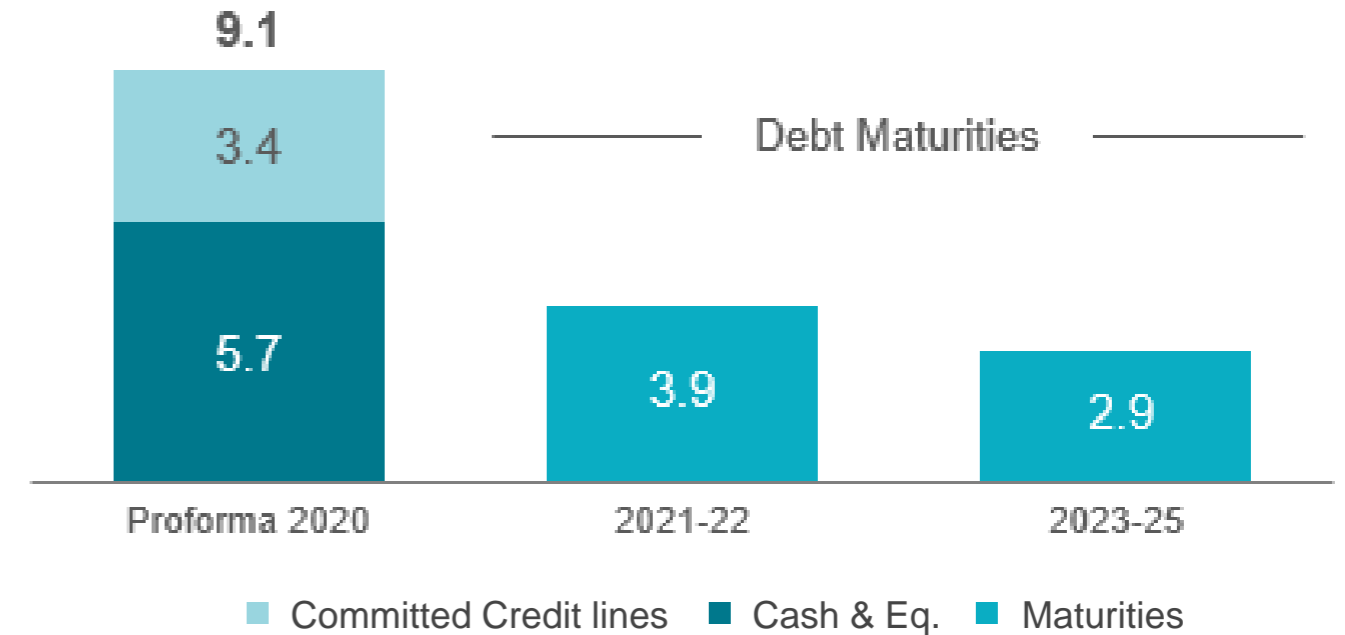
Same Debt with strong EBITDA growth



– Gearing<sup>1</sup> threshold clearly below 30%

## Strong Liquidity Position

Proforma 2020 (Billion €)



- Current liquidity covering > 1.3 times total maturities in the whole period
- Affordable and well-distributed maturities through the SP horizon
- Diversified financing sources including hybrids

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

# Business strategies

03.





# Setting the new business priorities



Upstream



Yield and Focus



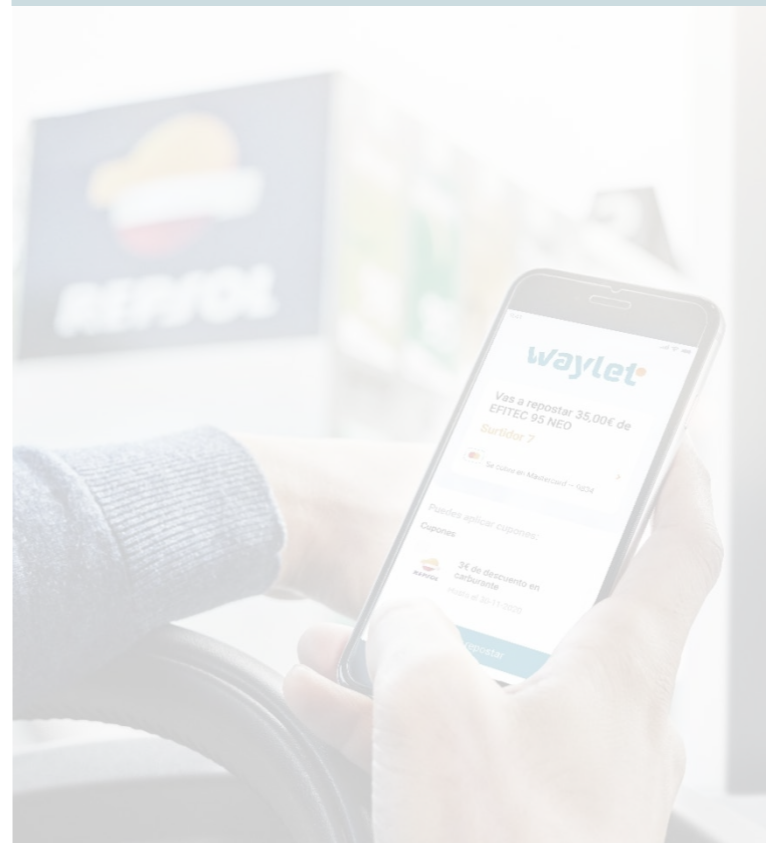
Industrial



Yield and New Platforms



Customer-centric



Yield and Transformation



Low-carbon generation



Business Build

## 1 FCF as a priority (Leading FCF B-even)

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

## 2 Resilient Value delivery

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

## 3 Focused portfolio

- Value over volume
  - Flexible production level (~620 kboed 2021-25)
  - <14 countries
- Leaner and focused exploration

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

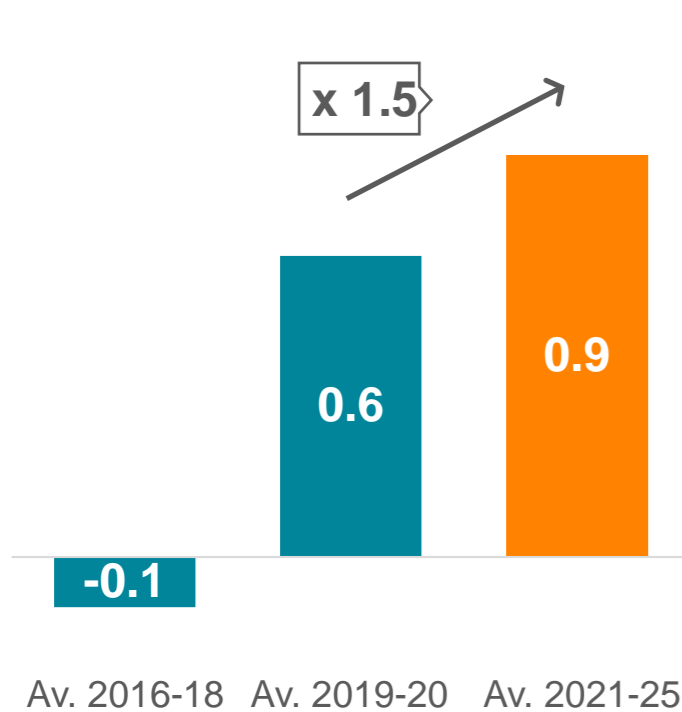
- Emissions intensity reduction of 75%
- Streamlining to a leaner upstream portfolio
- Decline/exit of carbon intensive and non-core assets

# Focus on capital efficiency and cash generation

Upstream

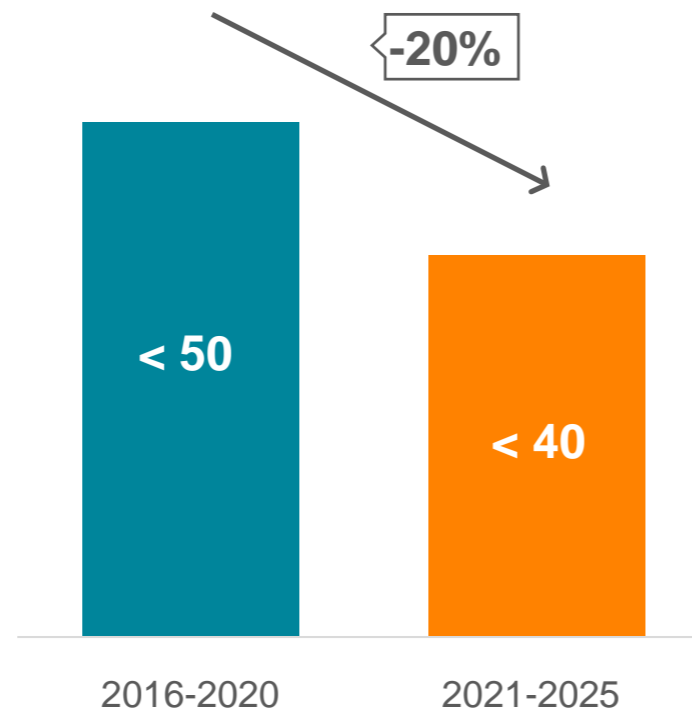


FCF (B€) @50/2.5



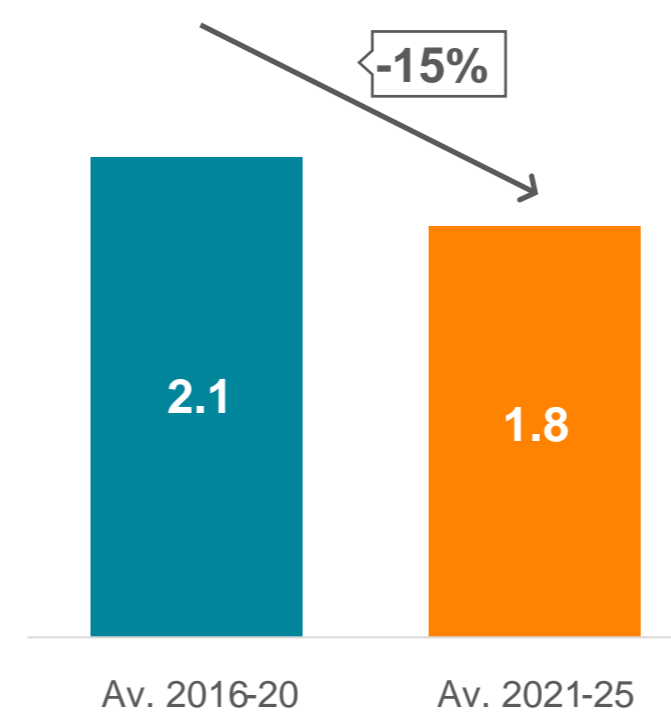
Cash generator role

FCF BE, Brent (\$/bbl)



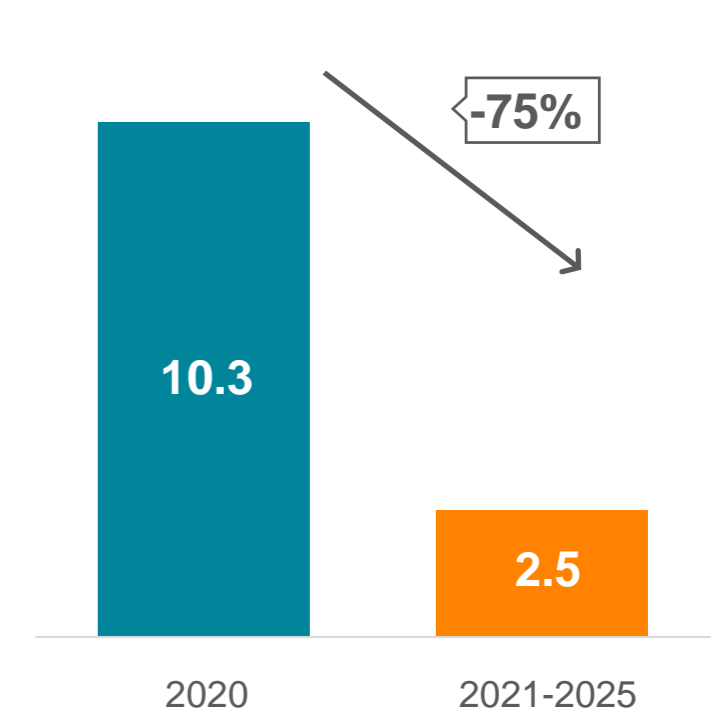
Cash resilience

OPEX reduction (B€)



Operational excellence

Emissions reduction (Mt CO<sub>2</sub>)



	2025	2030
Flaring reduction	-50% <sup>1</sup>	Zero routine flaring
Methane intensity	-25% <sup>2</sup>	<0.2

1. In our operated assets, vs. 2018 2. In our operated assets, vs. 2017

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

Upstream



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

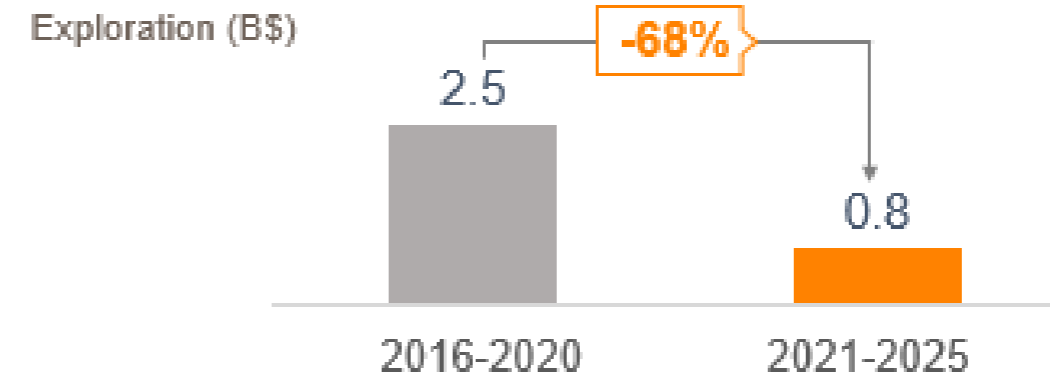


Highly selective new exploration strategy

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



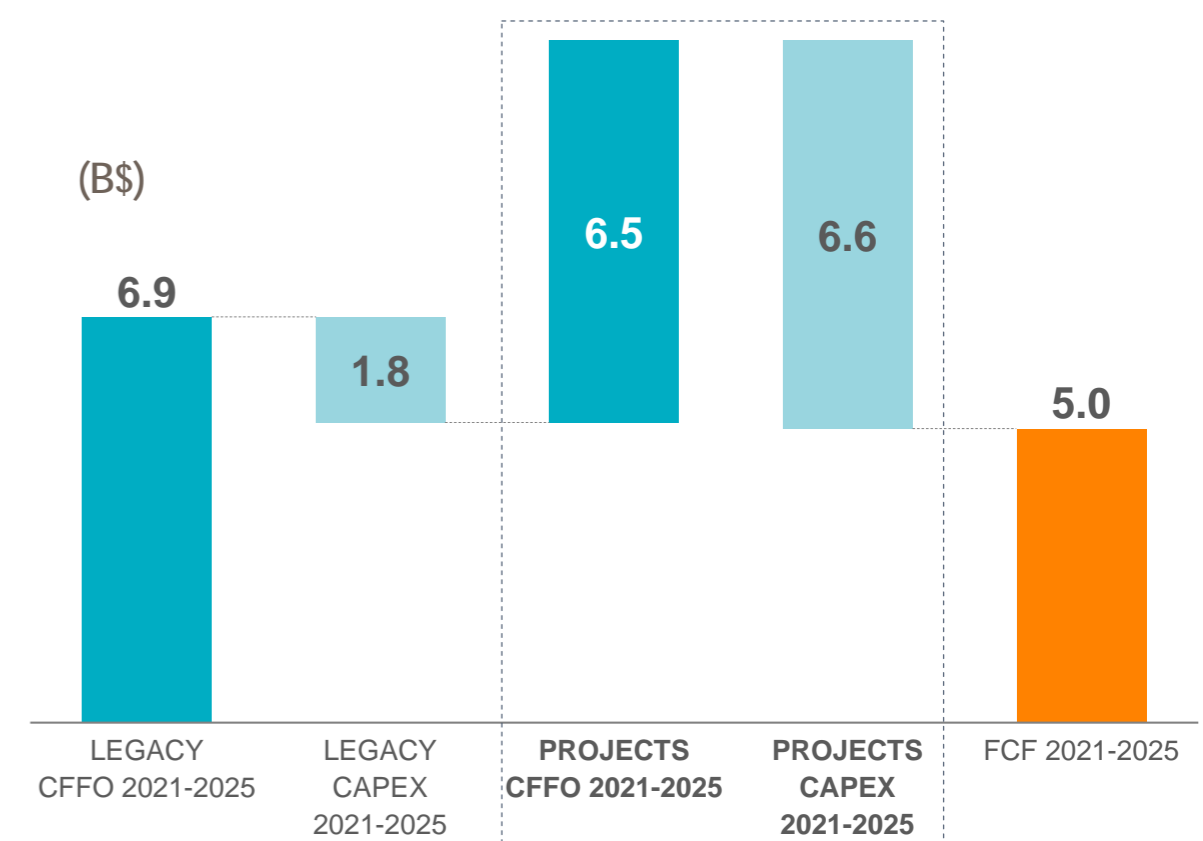
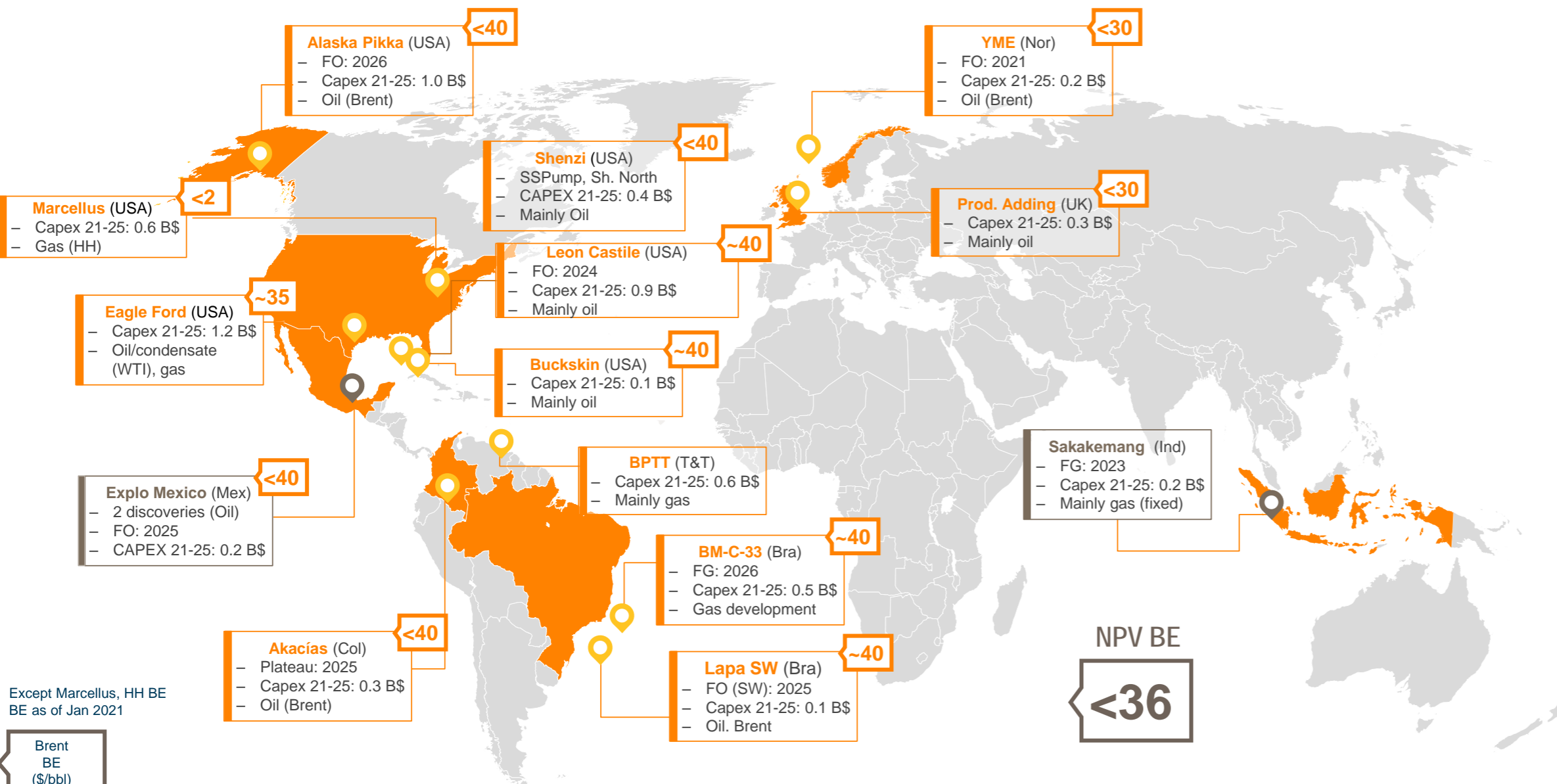
# Focus portfolio and capex allocation: projects self-funded 21-25

Upstream



## Resilient and Flexible capital program

## Self-funded projects



Except Marcellus, HH BE BE as of Jan 2021

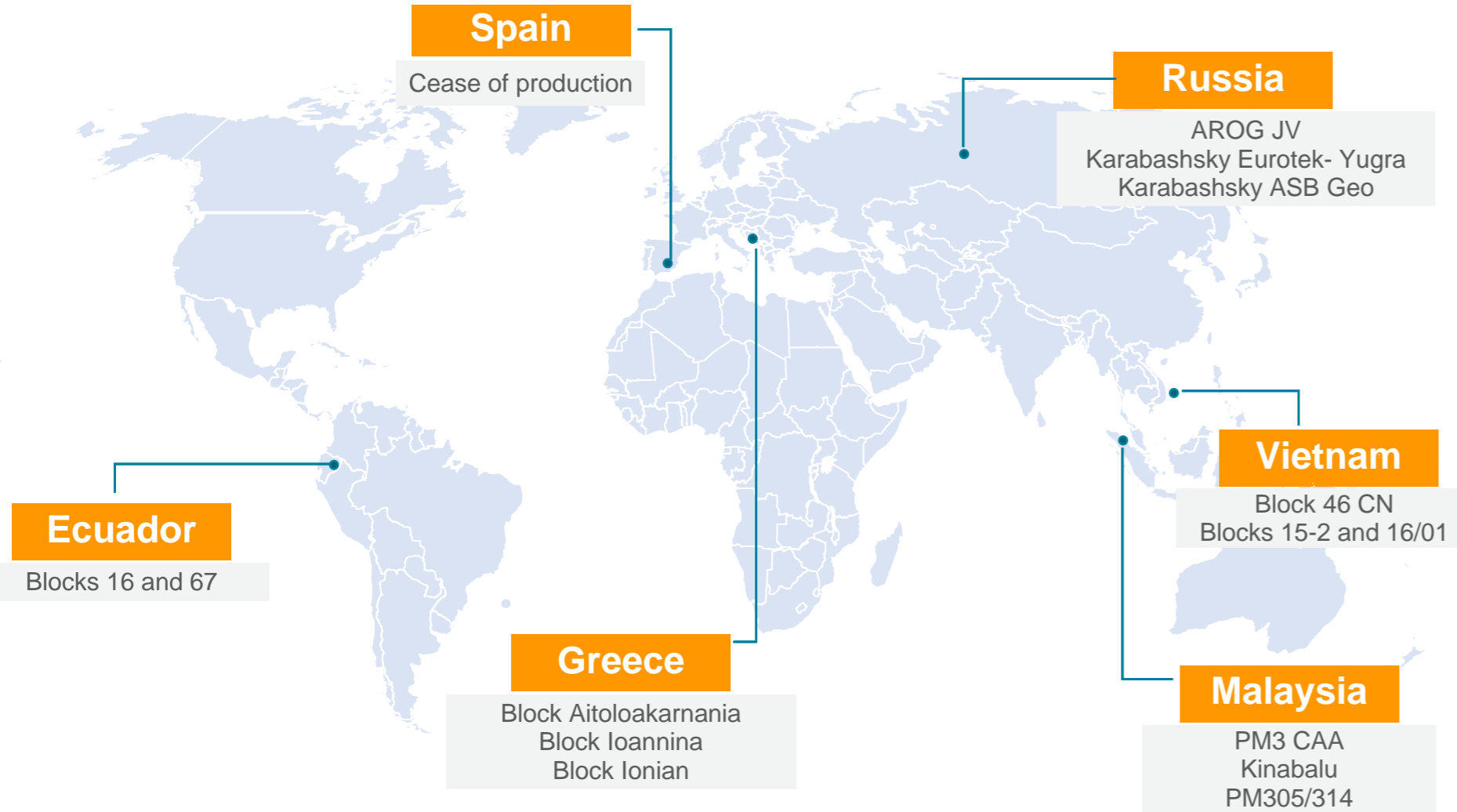
Brent BE (\$/bbl)

# Progressing in portfolio rationalization and FIDs

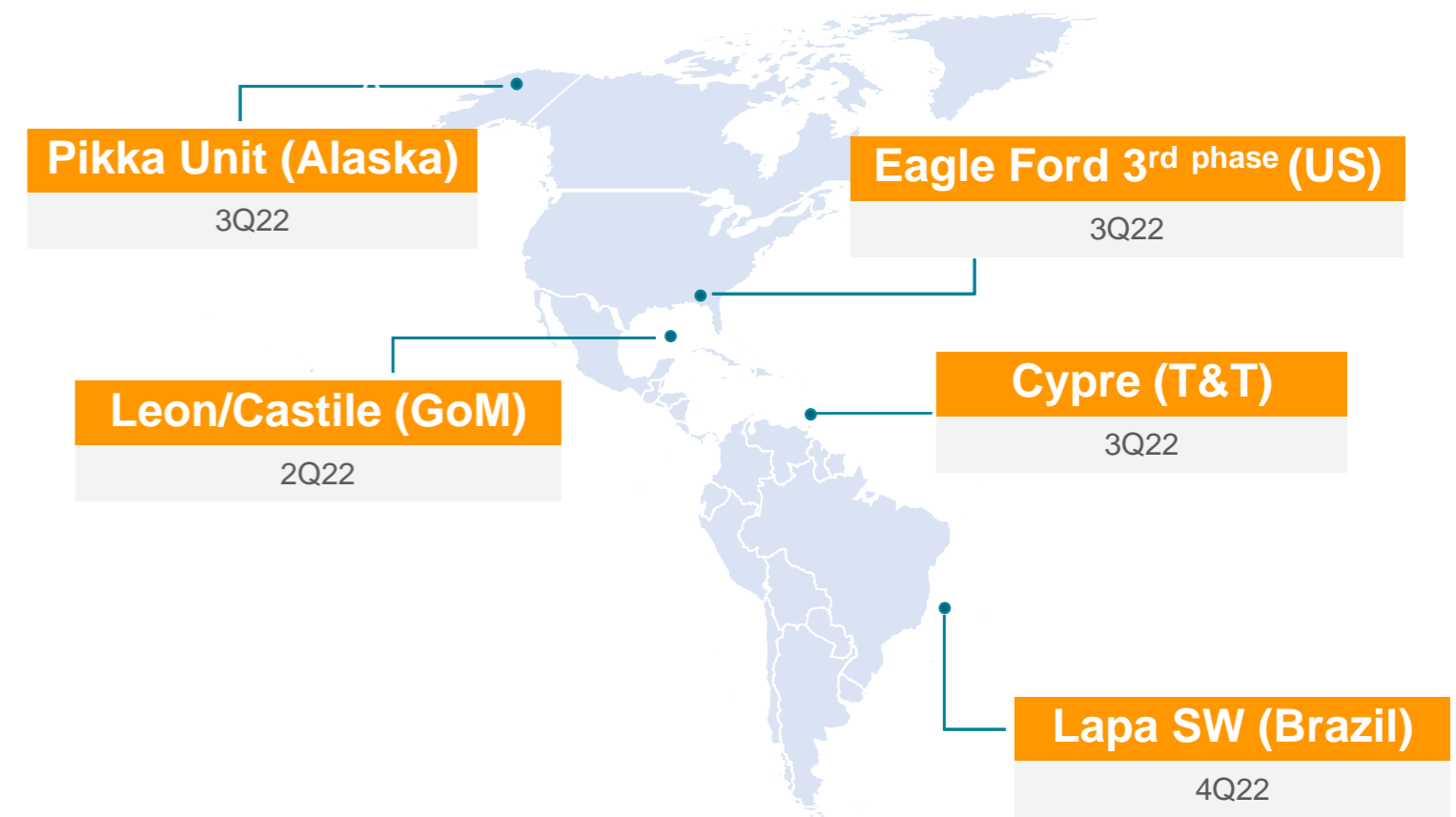
Upstream



## Portfolio rationalization



## FIDs 2022



**Completed the exit from Upstream operations in six countries**

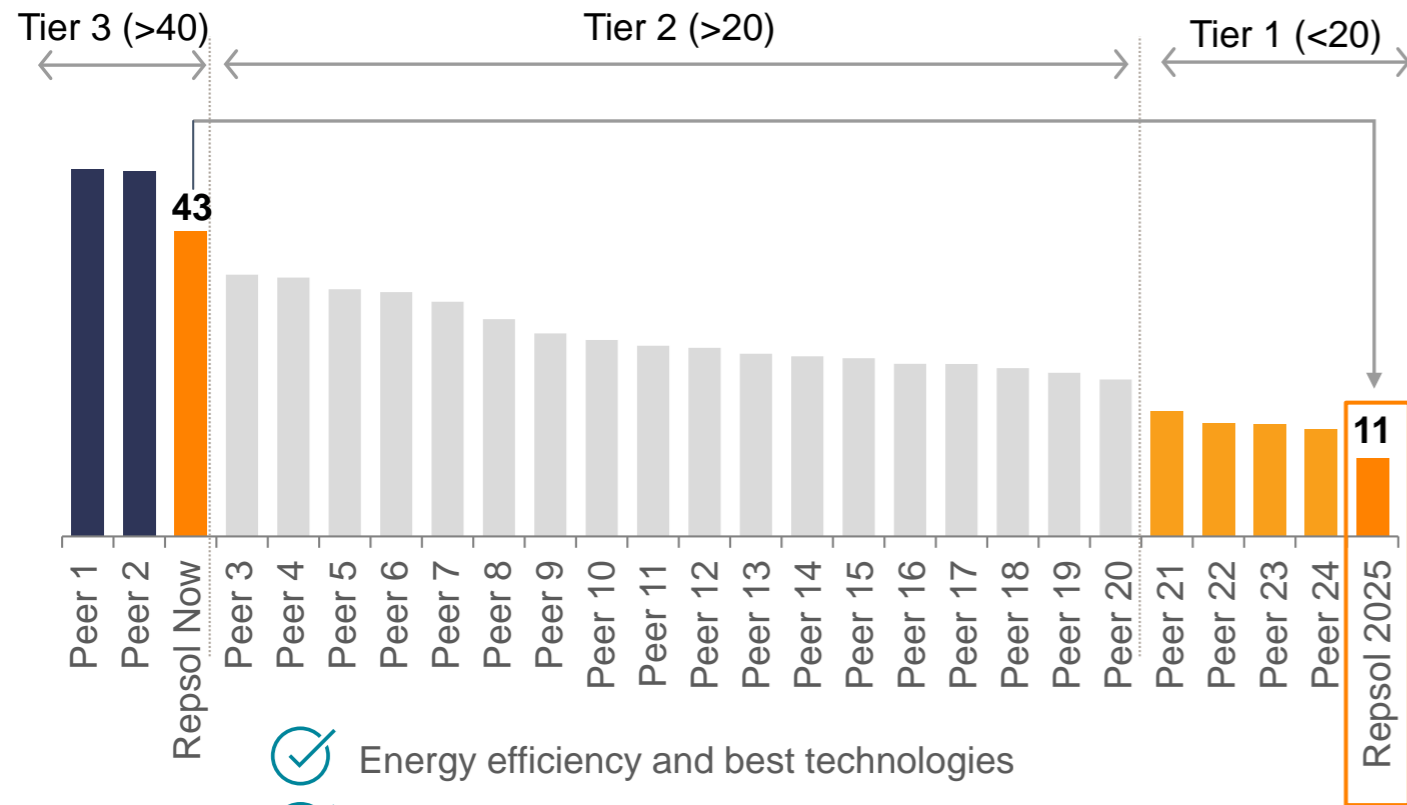
Includes transactions completed in 2021 and 1Q22

# High grading portfolio supporting carbon intensity reduction



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

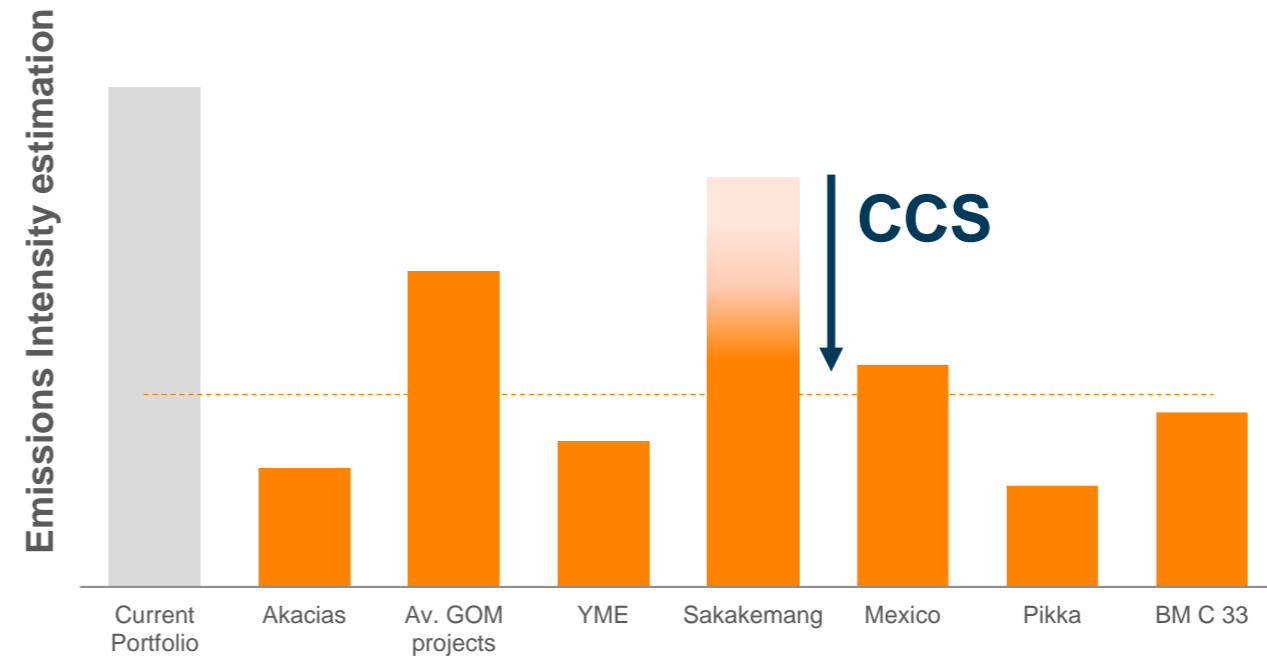
Emissions intensity per barrel produced (kgCO<sub>2</sub>/boe)



- ✓ Energy efficiency and best technologies
- ✓ Decline/exit of carbon intensive and non-core assets

## 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

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

# Setting the new business priorities



Upstream



Yield and Focus



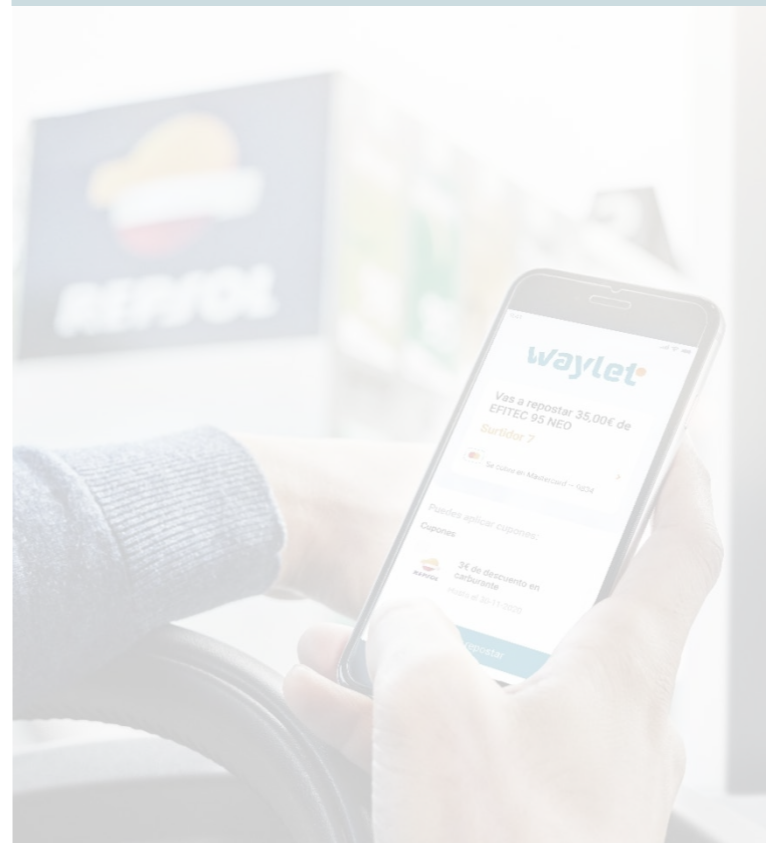
Industrial



Yield and New Platforms



Customer-centric



Yield and Transformation



Low-carbon generation



Business Build



# Maximizing yield and developing the next wave of profitable growth



## 1 Yield

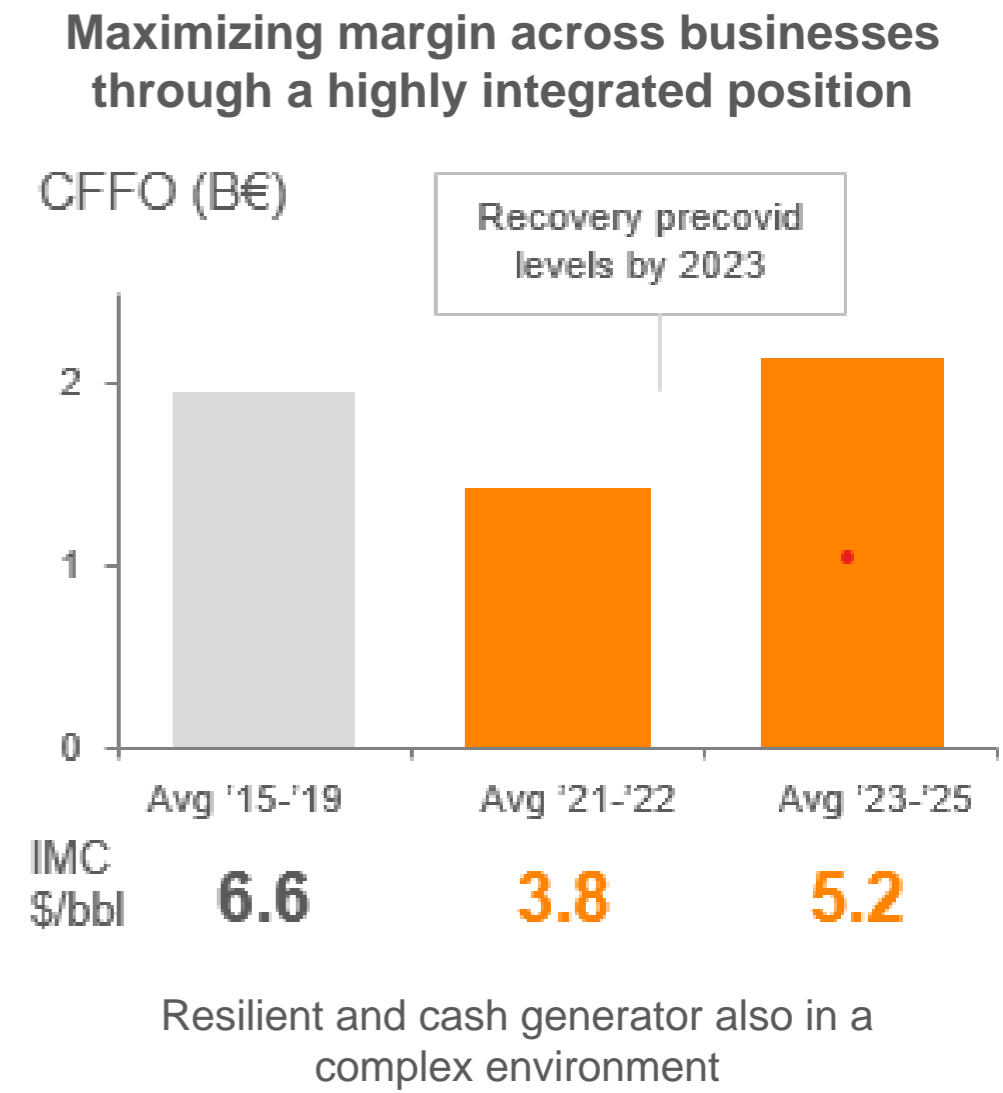
Cash generation in a complex environment

## 2 Digitalization

Industry 4.0 driving integration & improved decision making

## 3 New platforms

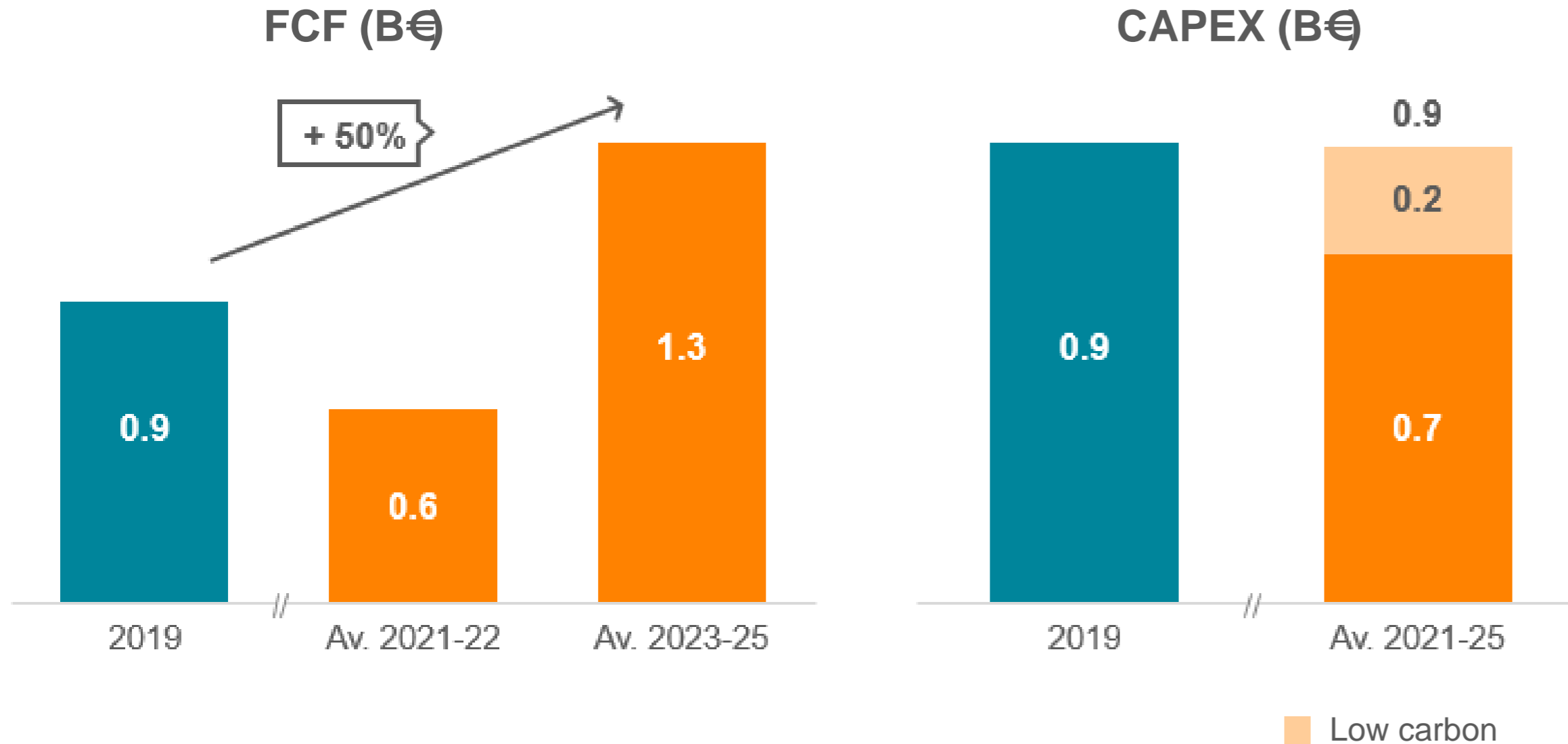
Refining <sup>1</sup>	Chemicals	Trading
<ul style="list-style-type: none"> <li>Net Cash Margin 1Q Solomon and Wood Mackenzie</li> <li><b>Advantaged position</b></li> <li>Enhancing competitiveness and <b>operational performance</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Differentiation</b> with high value products</li> <li><b>Growth</b> in incoming opportunities</li> <li><b>Feedstock flexibility:</b> 60% LPGs to crackers vs 25% EU average</li> </ul>	<ul style="list-style-type: none"> <li><b>Maximize the integration</b> and value from assets</li> <li>Incremental <b>growth in key products and markets</b></li> </ul>
<ul style="list-style-type: none"> <li><b>Automated</b> and self-learning <b>plant optimization</b> based on real-time data</li> <li><b>Enhance asset availability</b> to maximize output and optimize maintenance costs (-5% by 2025)</li> <li><b>Integrating value chain management</b> through planning models based on AI and machine learning</li> <li><b>Smart energy optimizers</b> to reduce consumption and GHG emissions (-0.1 Mt CO<sub>2</sub>)</li> </ul>		
<ul style="list-style-type: none"> <li>Leadership in <b>new low-carbon businesses</b> (hydrogen, waste to x, etc.)</li> </ul>	<ul style="list-style-type: none"> <li><b>Circular platforms</b> (recycling and chemicals from waste)</li> </ul>	<ul style="list-style-type: none"> <li><b>Grow in low carbon businesses</b> (biogas/biofuels, CO<sub>2</sub>, etc.)</li> </ul>



1. Includes Spain and Peru R&M

# Solid cashflow generation and new businesses build up

Industrial



**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>**

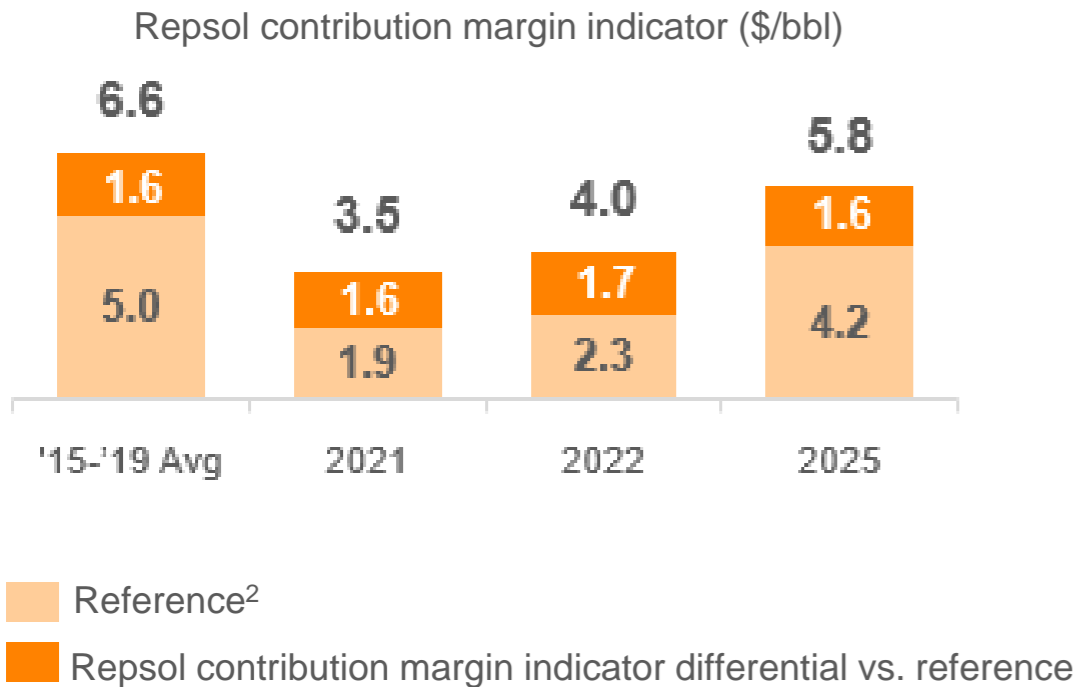
# Maintaining competitiveness in a complex environment

Refining



## Maximizing margins

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



## Strong focus on competitiveness increase

### Maximizing margins

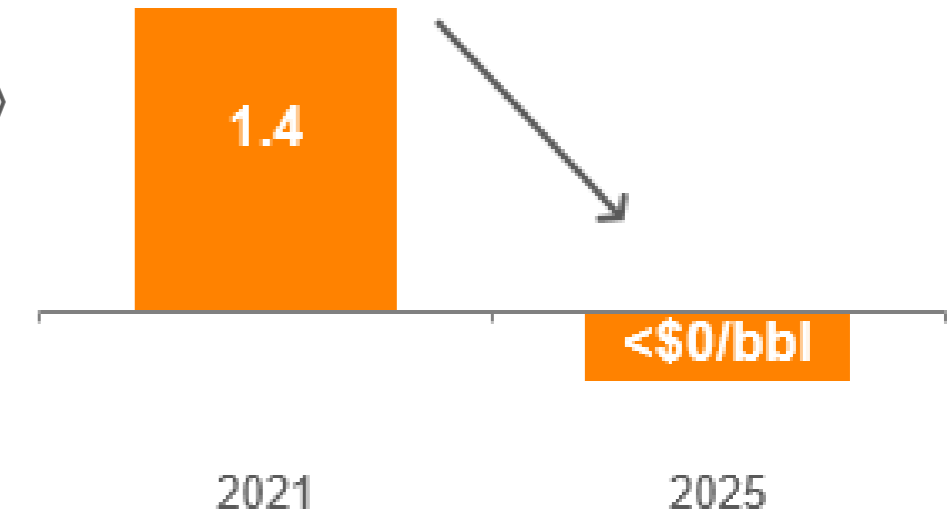
- Supply chain: Greater integration with Trading / Petrochemicals
- Further digitalization of planning and operation
- Operational excellence: Energy Intensity Index (25-25 Plan), up to 97% operational availability, yields optimization

### Opex Optimization

### New decarbonization platforms returns

## Reducing breakeven to support cashflow generation

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



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.

# 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

### Industrial energy efficiency 2021-2025

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

**€0.4 B** Total Capex

**>200** Initiatives identified

## New low carbon business selected projects

### C43: Waste & UCOs treatment plant

Advanced HVO plant - Reducing 900 kt/y CO<sub>2</sub> emissions

Investment

€188 M

Capacity

**250 kta** Sustainable biofuels  
**300 kta** From waste per year  
Cartagena

### Chemicals circularity

- Zero project: chemical recycling of used plastics
- Reciclex project: mechanical recycling of polyolefins

Investment

€70 M

Capacity

**74 kta** Circular polyolefins<sup>2</sup>  
Puertollano

### Biogas generation plant from urban waste

Biogas to substitute traditional fuel consumption

Investment

€20 M

Capacity

**10 kta** Urban waste  
Petronor

### Net zero emissions fuel plant

E-fuel production from renewable hydrogen (electrolysis) and CO<sub>2</sub>

Investment

€60 M

Capacity

**10 MW** Electrolyzer  
Petronor

1. Scope 1+2 emissions 2. Recycle 20% equivalent of our polyolefins production by 2030, target to which other technologies will also contribute (e.g. gasification)

# Setting the new business priorities



Upstream



Yield and Focus



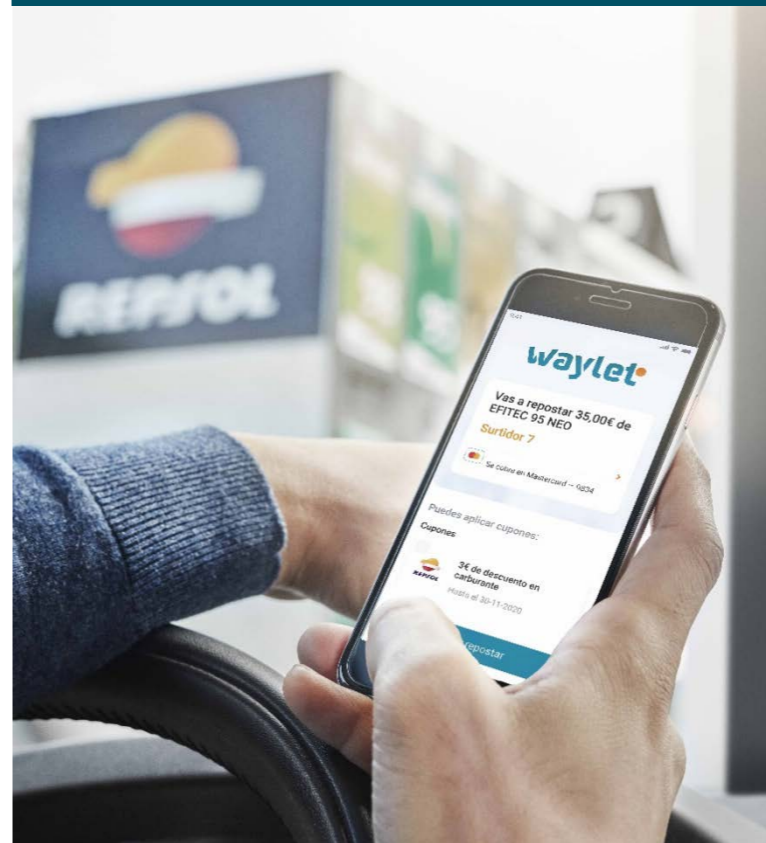
Industrial



Yield and New Platforms



Customer-centric



Yield and Transformation



Low-carbon generation



Business Build

# Strong and growing profits and cash generation

Customer-Centric Businesses Strategy 2021-25



**Key foundations**

Longstanding Iberian Energy Leader

Mobility leader in continuous transformation

High-growth power customer business



**Strategic drivers in Energy Transition**

 **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**

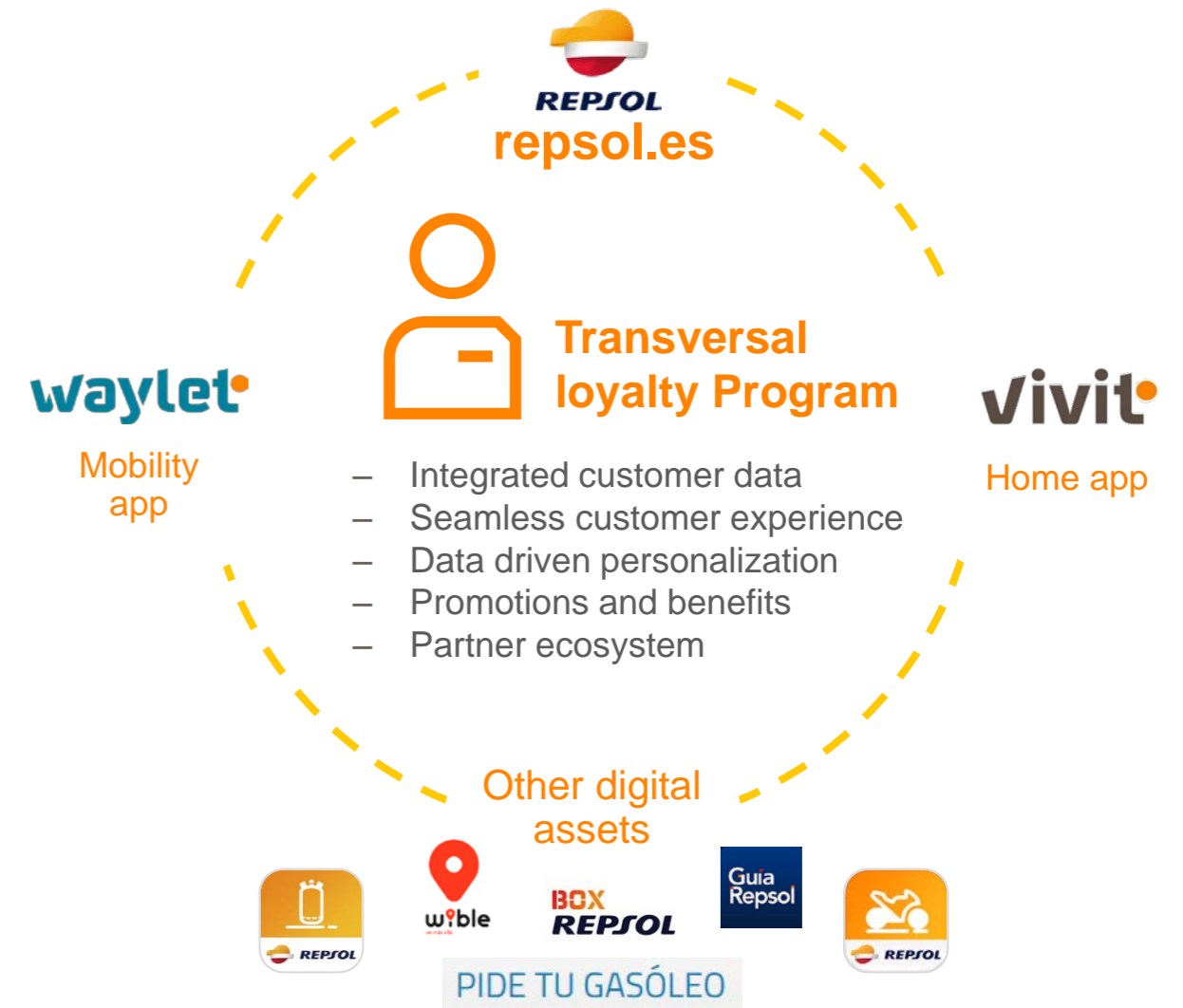
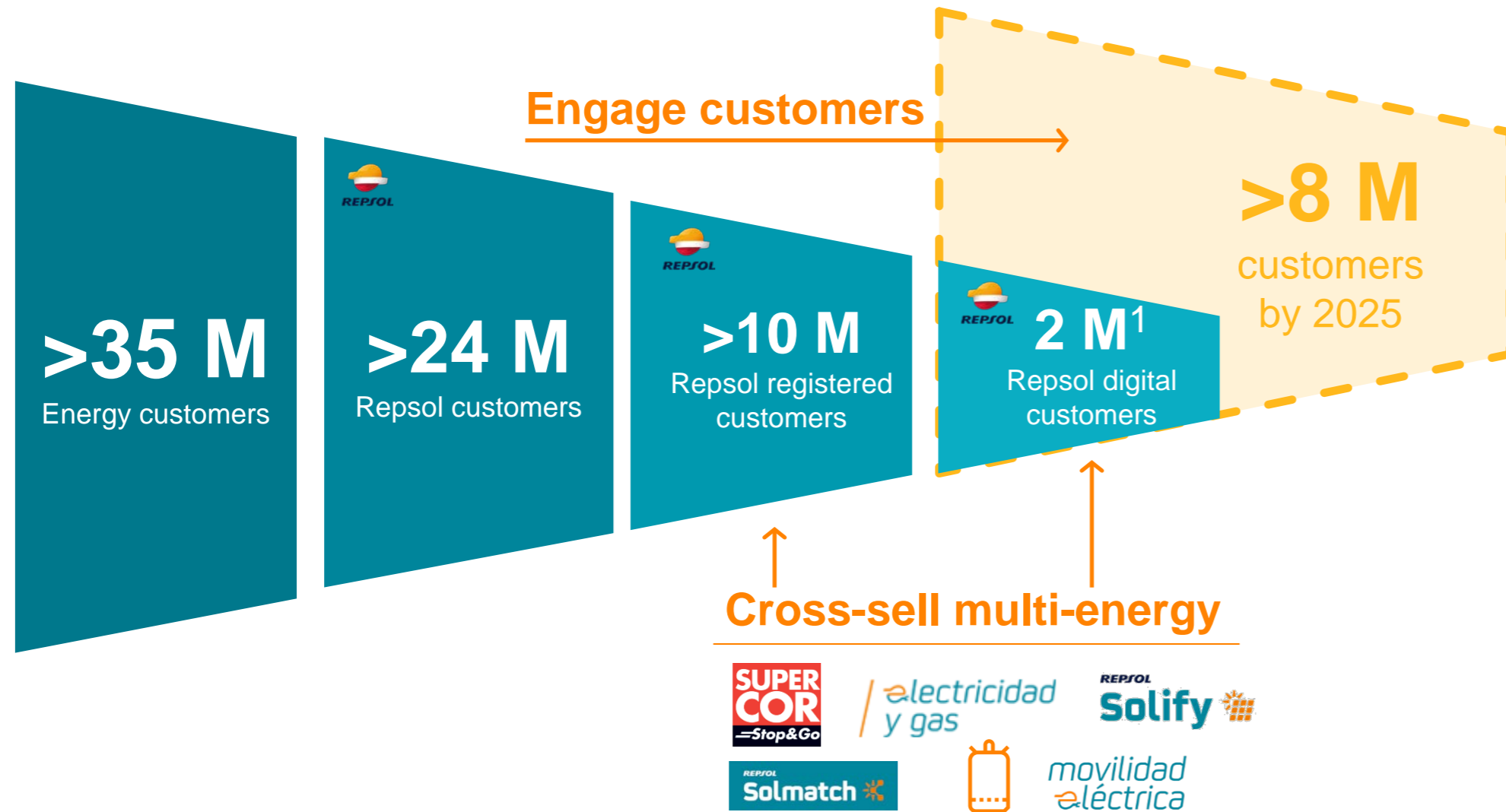
Expand digit platforms for customer engagement (Waylet & Vivit apps), with AI based personalization and advanced pricing



**Ways of working**

More autonomous management, strengthening entrepreneurship culture

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



1. >5 Million clients in September 2022

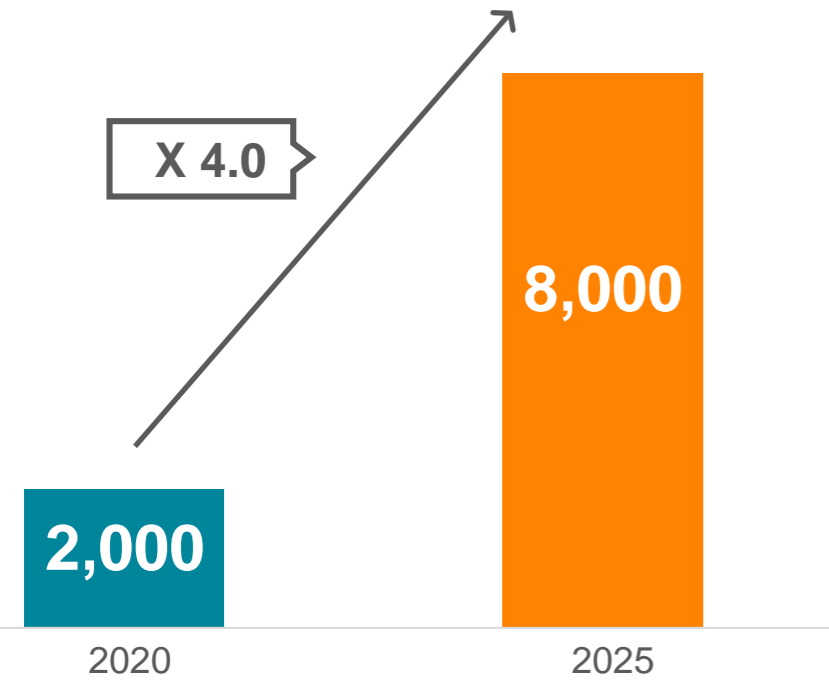
New transversal loyalty program to reach 8 M customers (100% digital) and generate incremental margin by 2025

# Growth ambition with strong FCF generation

Customer Centric Business



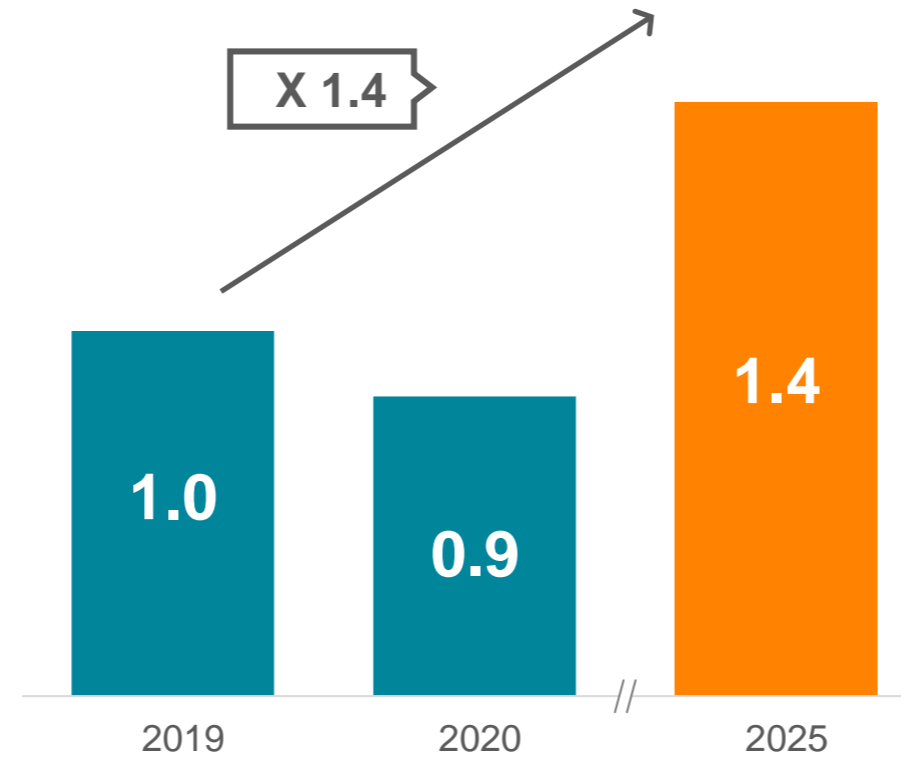
### Digital customers ('000)



1,100 k → 2,000 k

P&G +  
E-Mobility  
customers

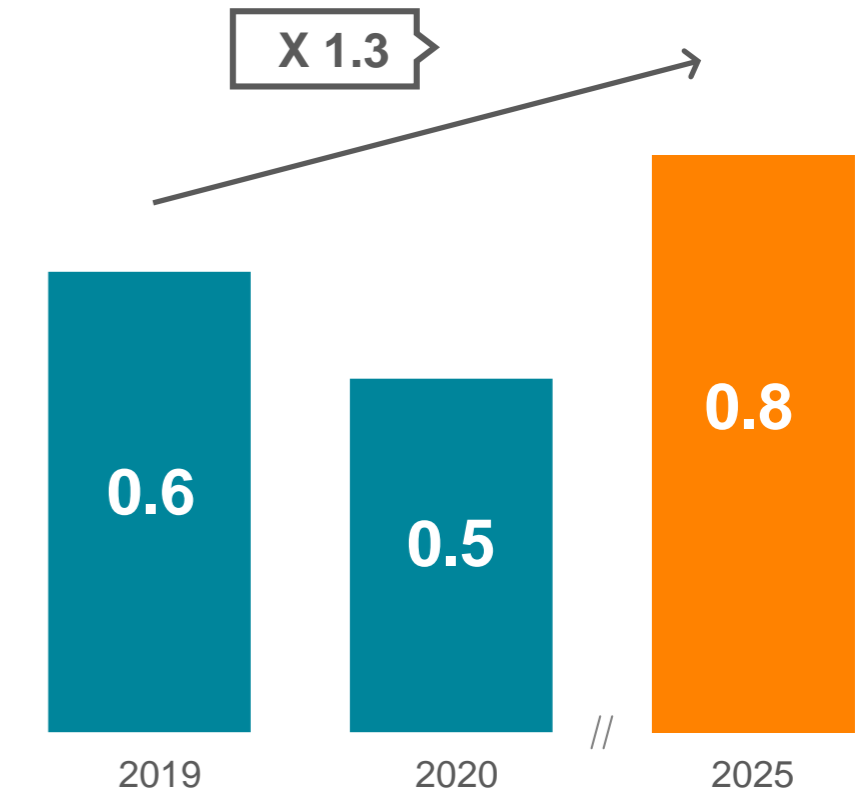
### EBITDA (B€)



Mobility contribution margin (M€) x 1.15

Non-oil contribution margin (M€) x 1.25

### FCF (B€)





# Setting the new business priorities



Upstream



Yield and Focus



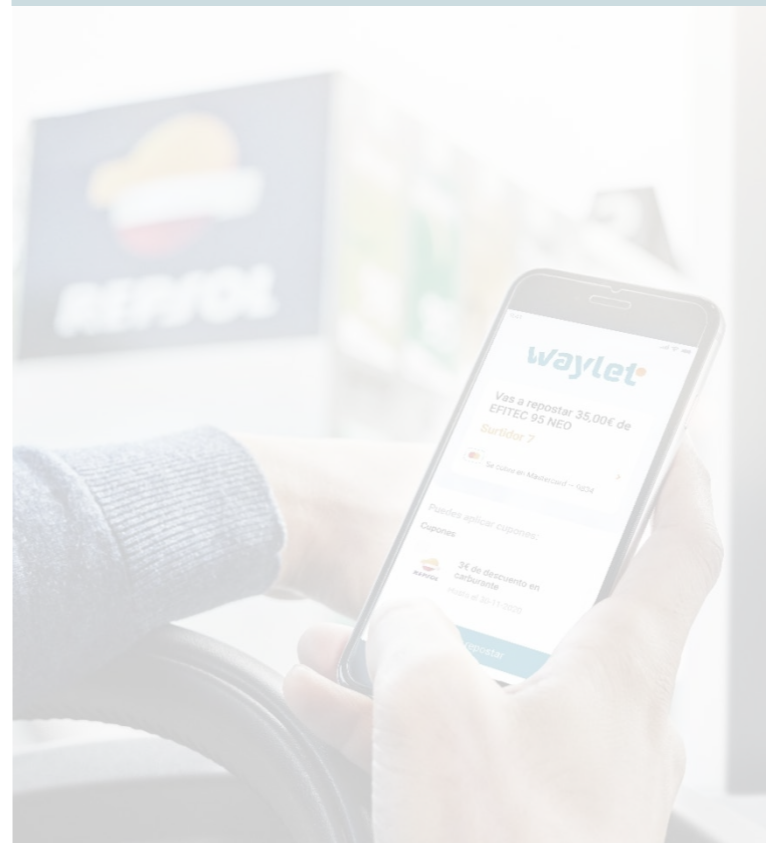
Industrial



Yield and New Platforms



Customer-centric



Yield and Transformation



Low-carbon generation



Business Build

# Developing a competitive RES player with international platforms

Low-Carbon Generation



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

Phase I  
2019  
**3.0 Gw**

Phase II  
2020-2025  
**8.3 Gw**

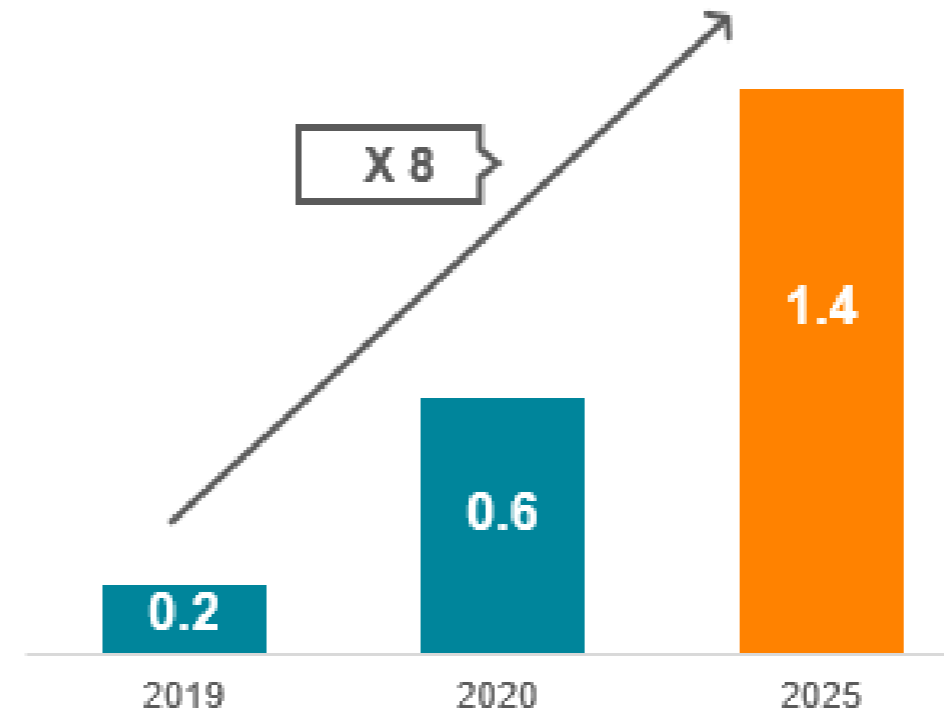
New ambition <sup>3</sup>

Phase III  
2026-2030  
**20 Gw**

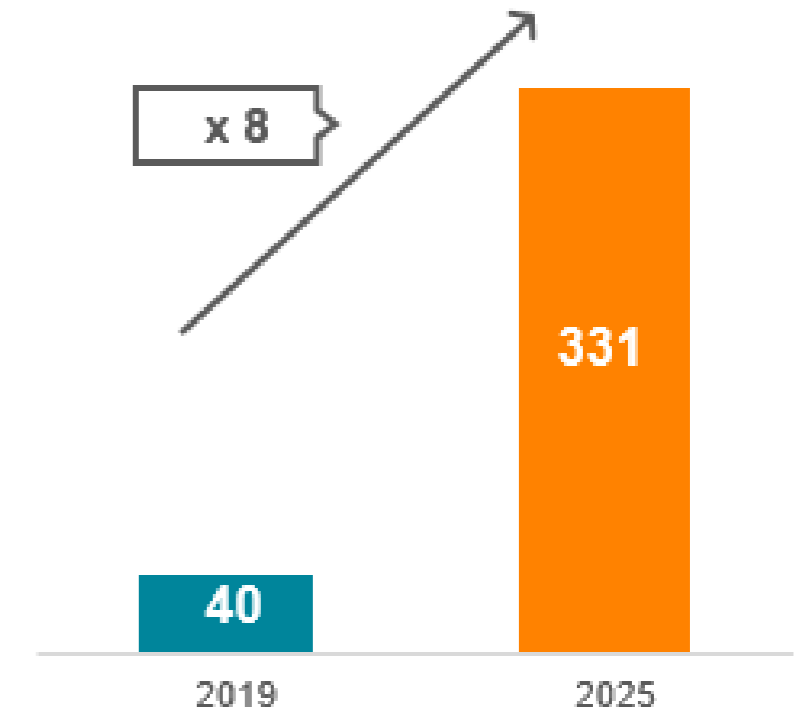
New ambition <sup>3</sup>

- Launch **organic growth** – development of Ready to Build and earlier stage assets
- Develop RES **capabilities and project pipeline**
- Build and put in operation pipeline, with **more than 500 MW per year** in early-stage assets
- Create international platforms
- Accelerate organic development to **more than 1 GW per year**
- Optimize portfolio with an opportunistic approach

## Capex (B€)



## Gross EBITDA<sup>2</sup> (M€)



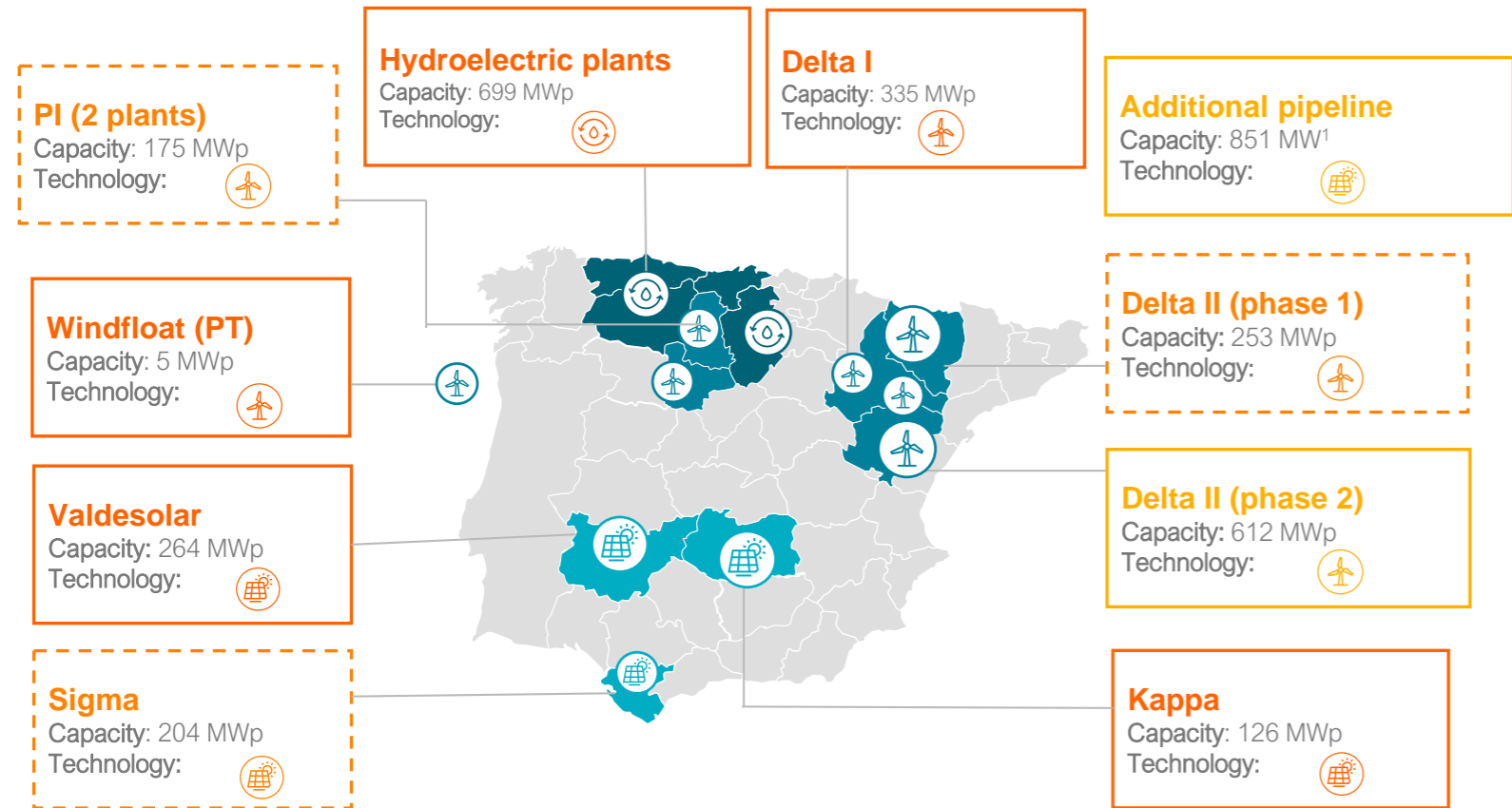
Spanish average power price  
42.5 €/MWh

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 of 7.4 GW is €321 M. 3. As a result of increased ambitions in Renewable Capacity generation, the Low Carbon generation objective has increased from 7.5 to 8.3 GW in 2025 and from 15 to 20 GW in 2030 compared to the original commitments in the SP.  
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)

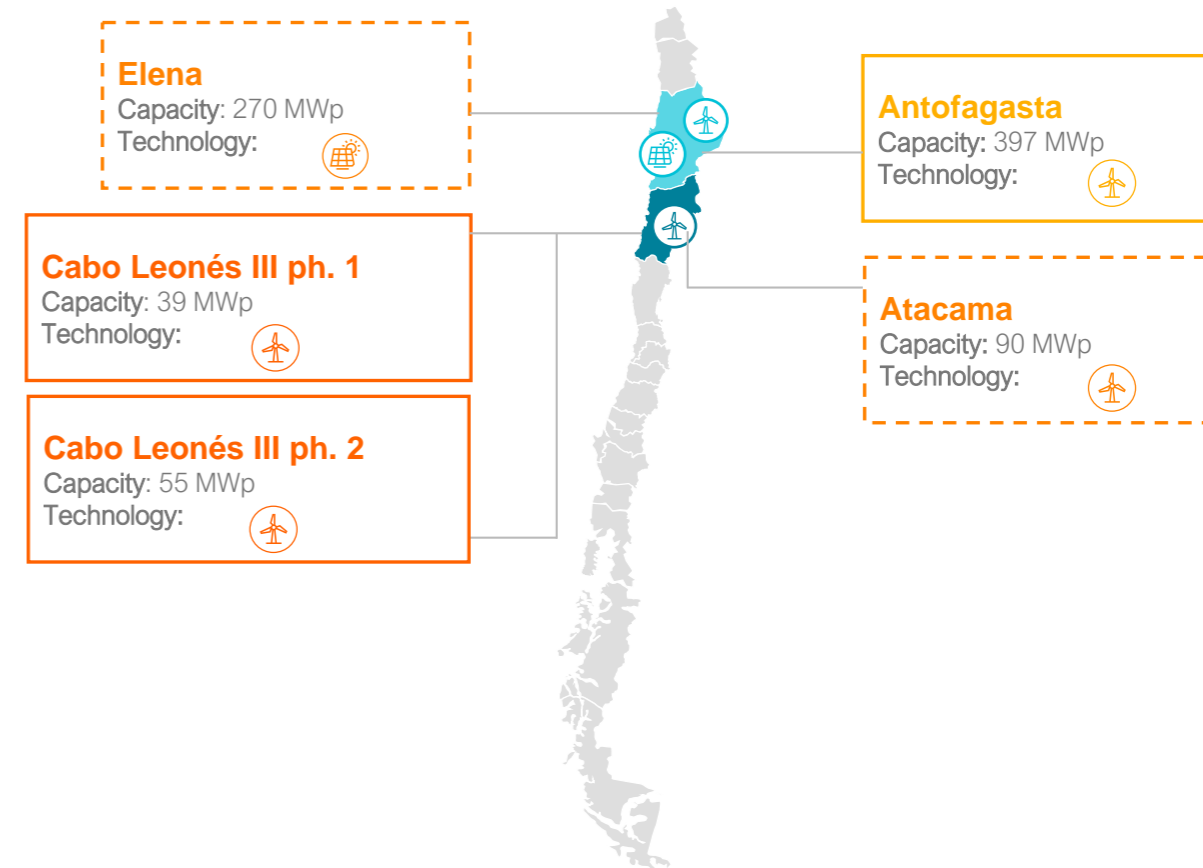
# Strong portfolio of advanced stage projects with short term material growth and robust profitability



## Spain



## Chile



Operating    
  Under construction / secured    
  High visibility pipeline  
 Hydro    
  Solar PV    
  Wind    
  Wind & Solar PV

(1) Greenfield projects with interconnection rights, including solar hybridization projects in wind portfolio

# De-risking the ambition: Hecate acquisition

## Low-Carbon Generation

The acquisition of a stake in Hecate Energy allows Repsol to create a high growth renewable platform with strong development capabilities in the US

Step into the USA Renewable Energy Market to become an integrated developer and operating player

Disciplined Acquisition of a minority stake (40%) of Hecate Energy, leading independent developer with a portfolio of more than 40 GW of utility-scale PV solar and battery storage projects in the U.S.

- Experienced and proven management team
- One of the largest, and regionally diversified, solar PV portfolios in the U.S.
- 16.8 GW pipeline (Early and mid term projects) and 4.3 GW Storage Capacity through Hecate Grid

Participation in the development (being able to influence and decide EPC and PPA before the transfer) phase while maintaining preferential position to build the Renewable position in the USA

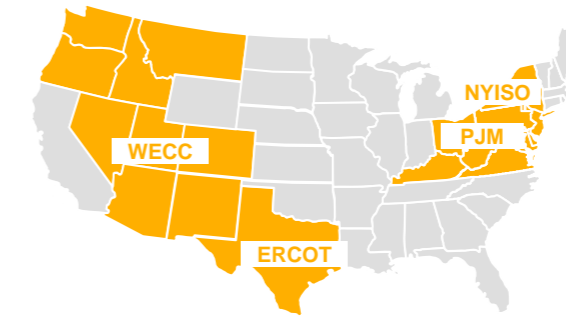
- Access to Hecate pipeline (at Repsol sole discretion)
- Parallel incorporation of Repsol OpCo to develop, construct and operate new GW in USA
- Potential full acquisition in year 3 at Fair Market Value

**Operating**  
**Jicarilla 2**  
(62.5 MWdc, Solar - New Mexico)

**Under construction/Secured**  
**Jicarilla 1 Solar + Storage**  
(62.5 MWdc + 20 MW, Solar+Batteries - New Mexico)

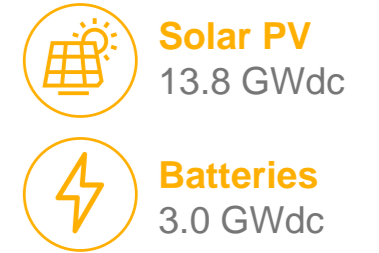
**Frye**  
(637 MWdc, Solar - Texas)

Well-diversified footprint across the most attractive US energy markets...

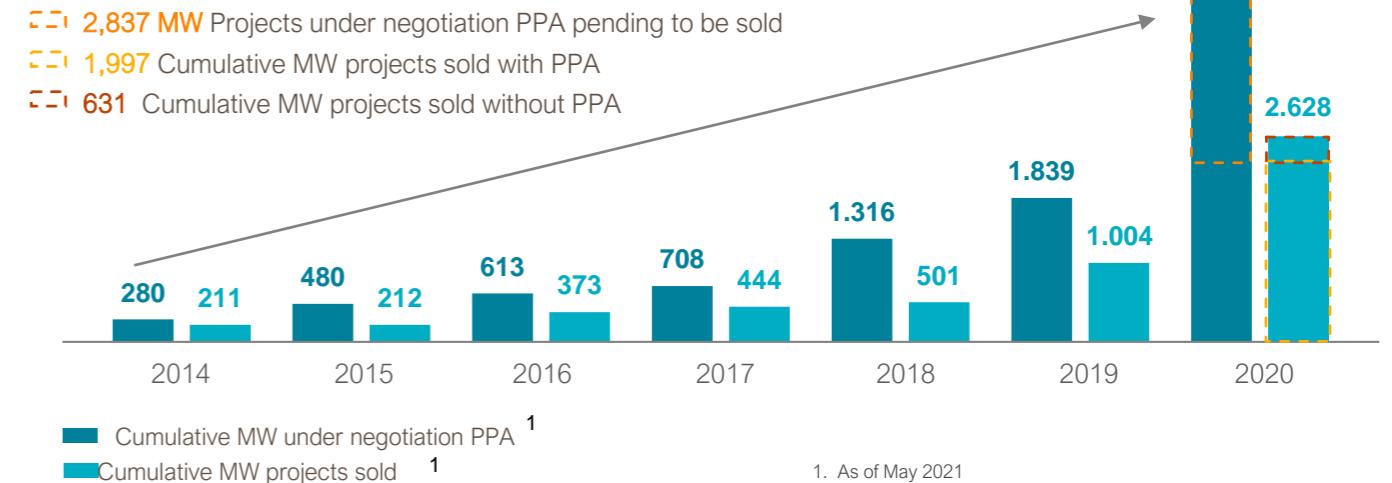


Early and mid term projects

16.8 GWdc



... and a strong track record developing and selling projects

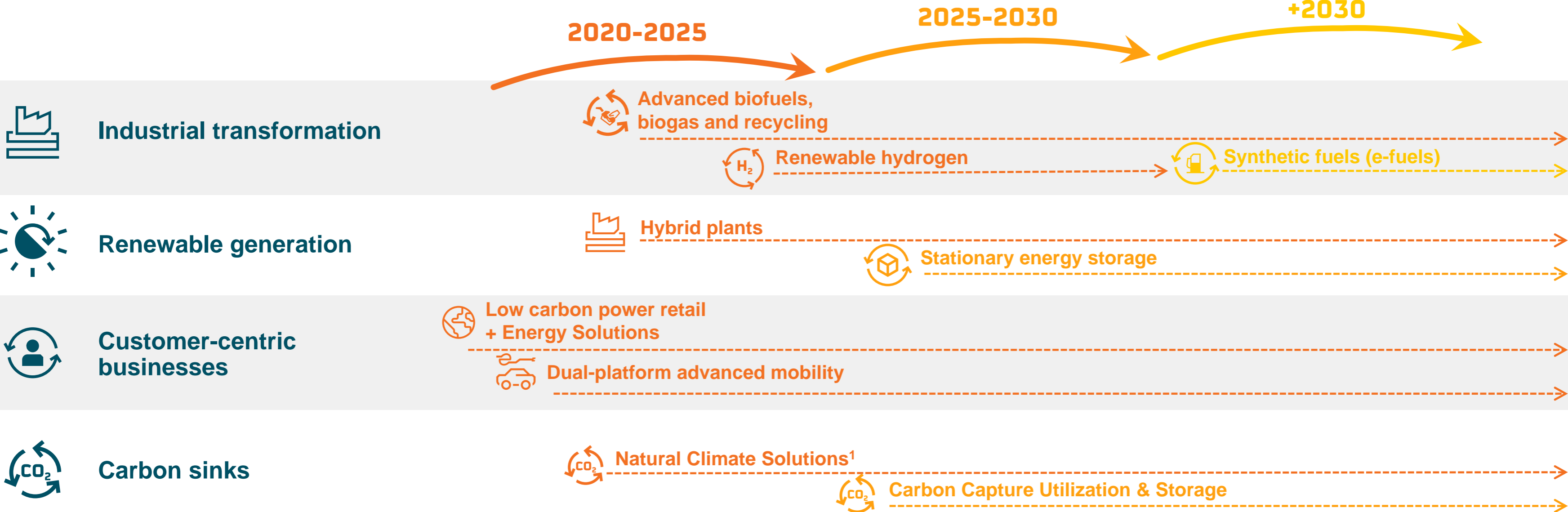


# Stepping up energy transition

04.



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



1. Forestry JV

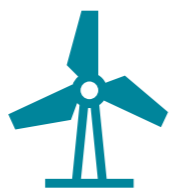
# Ambition to become a leader in renewable H<sub>2</sub> in the Iberian Peninsula

Renewable Hydrogen



## Multi-technology approach

providing flexibility, and optimizing production



**Electrolysis**



**Biomethane**  
in existing SMRs<sup>1</sup>



**Photoelectrocatalysis**  
proprietary technology

## Largest H<sub>2</sub> consumer (72%) and producer in Spain

Privileged integrated position allowing **arbitrage between self-consumption and other final uses**

**Transportation and e-fuel**  
leveraging SSs

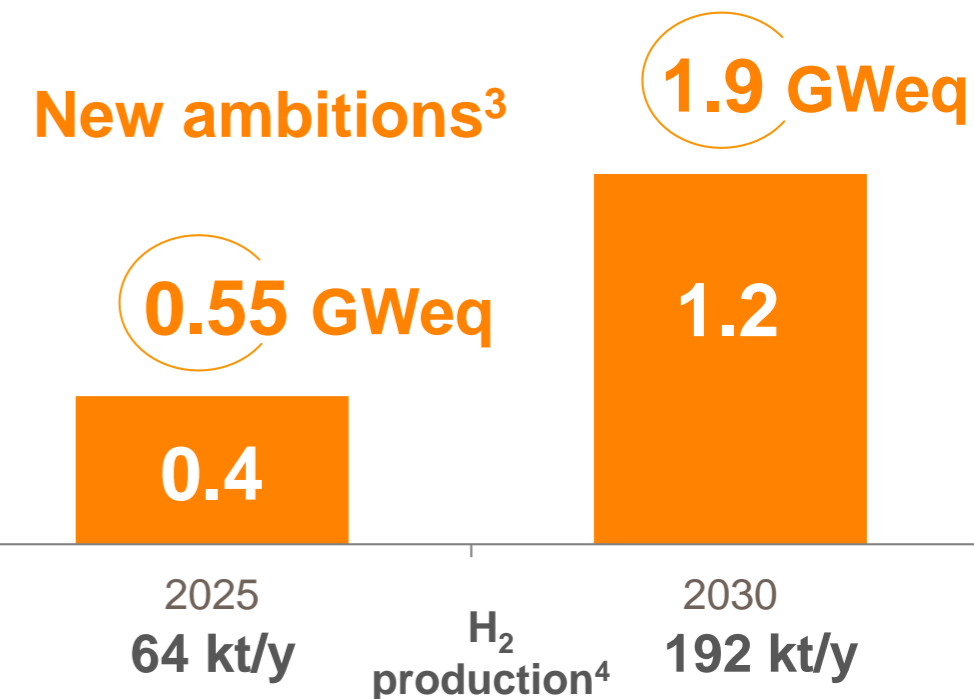
**Gas network injection**  
blended with gas for residential and industrial use

**Industrial feedstock**  
to other players

**Electricity storage**  
for flexible power generation

## Clear ambition<sup>2</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

1. Steam reformer 2. Repsol's hydrogen ambition conditioned to access to regulatory changes and availability of EU recovery funds Plan  
3. Renewable H<sub>2</sub> ambition increased in October 2021 from 0.4 to 0.55 GWeq in 2025 and from 1.2 to 1.9 GWeq in 2030 4. 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 with clear advantages in renewable hydrogen production

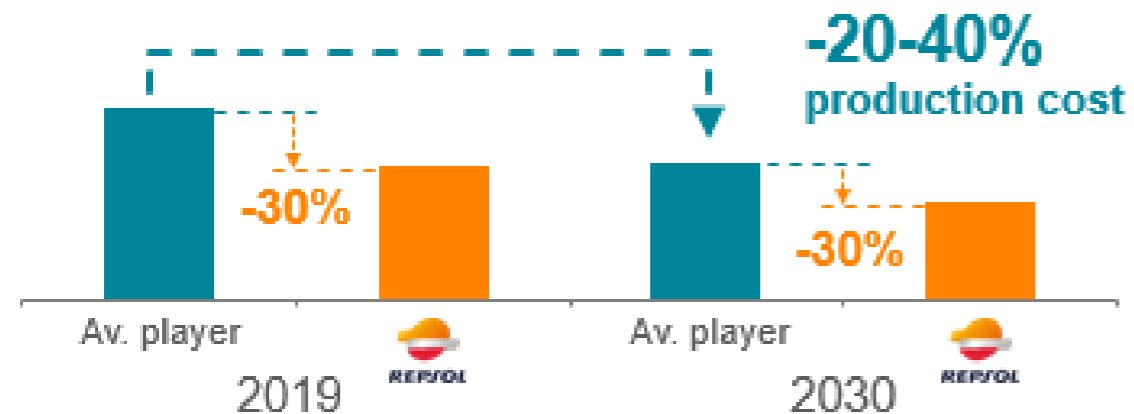


Renewable Hydrogen

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 (€/kg)



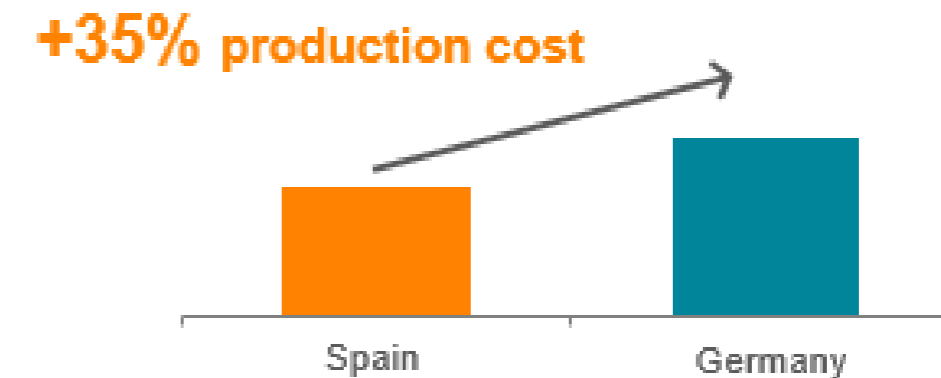
Competitiveness of electrolytic vs. fossil fuel H<sub>2</sub>, expected by 2030, could be brought forward by

- Technology cost reduction (massive adoption)
- Higher carbon price
- Regulatory mechanisms, as/if needed

**Spain, the best EU location** to produce hydrogen with electrolyzers

- Lower production costs due to better renewable resource
- Spain reaching renewable H<sub>2</sub> (with electrolyzers) competitiveness five years before Germany

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



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)**



# Repsol becoming an advantaged producer of low carbon fuels

Sustainable biofuels



## Repsol best positioned for sustainable biofuels production



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%**

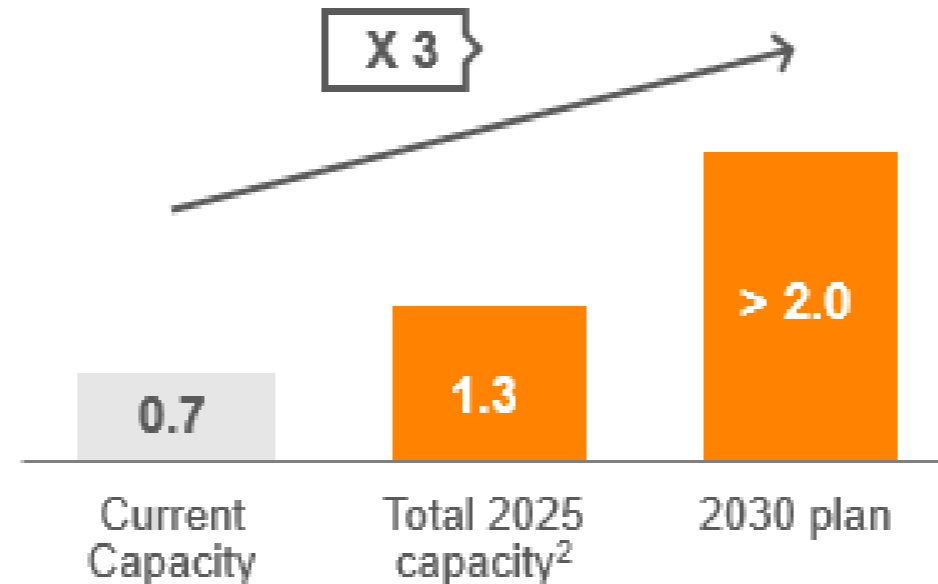


**Positioning, scale and relevance** of our industrial hubs key to secure feedstock

## Reaching > 2 Mta of low carbon fuels in 2030<sup>1</sup>

### Low carbon fuels gross production (Mta)

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



Repsol with a **leading sustainable biofuels ambition**

## With a multi-technology and raw material approach

### Use of wastes as feedstock



- **> 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

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

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

e-Mobility



2022

Ultra / Fast  
chargers every  
50km

+1,000  
public  
chargers

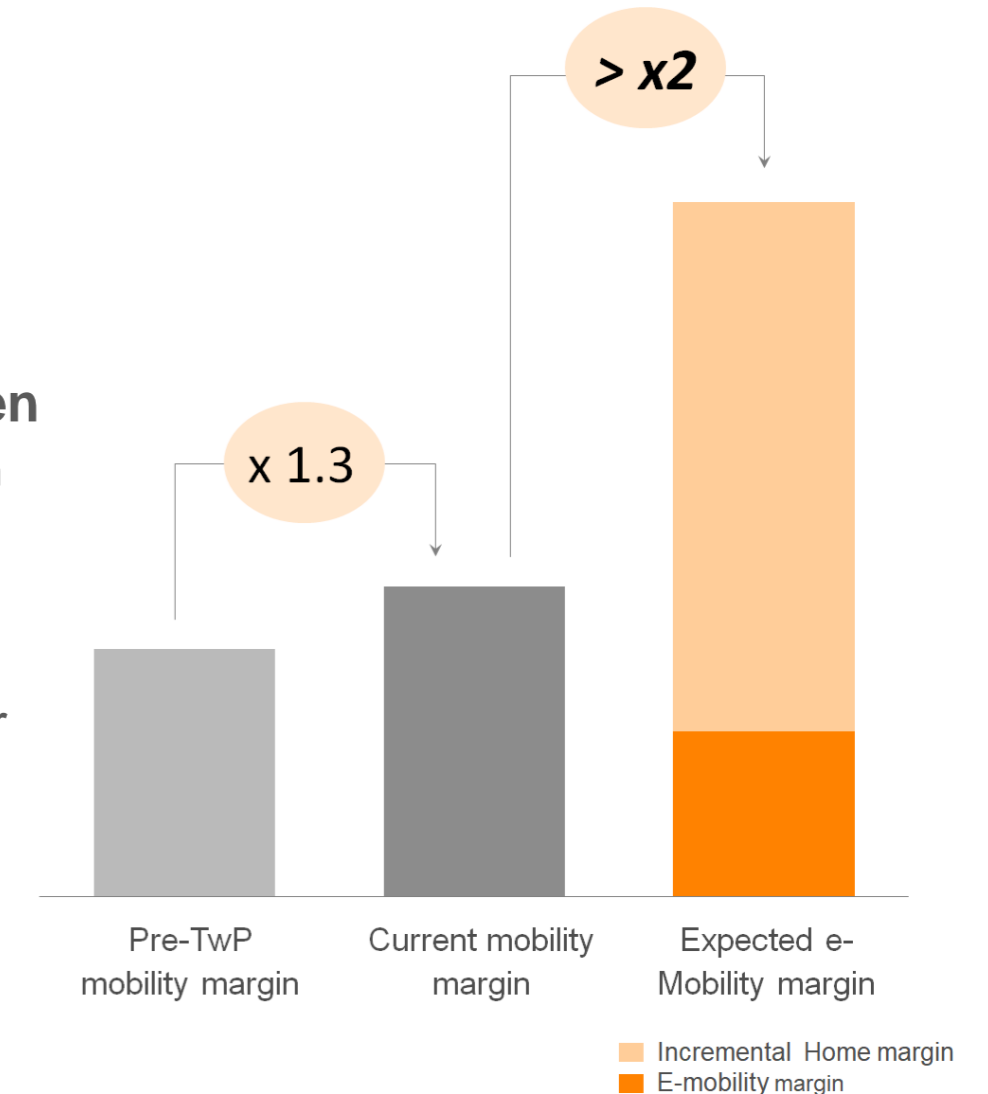
Committed to develop a charging network in Iberia focused in **fast and ultrafast** chargers in main transport corridors



A **very synergistic** business with attractive economics for Repsol

The economics of E-Mobility & home power consumption are **even more attractive for Repsol than those of traditional mobility**

More than double growth in enhancing contribution margin per customer



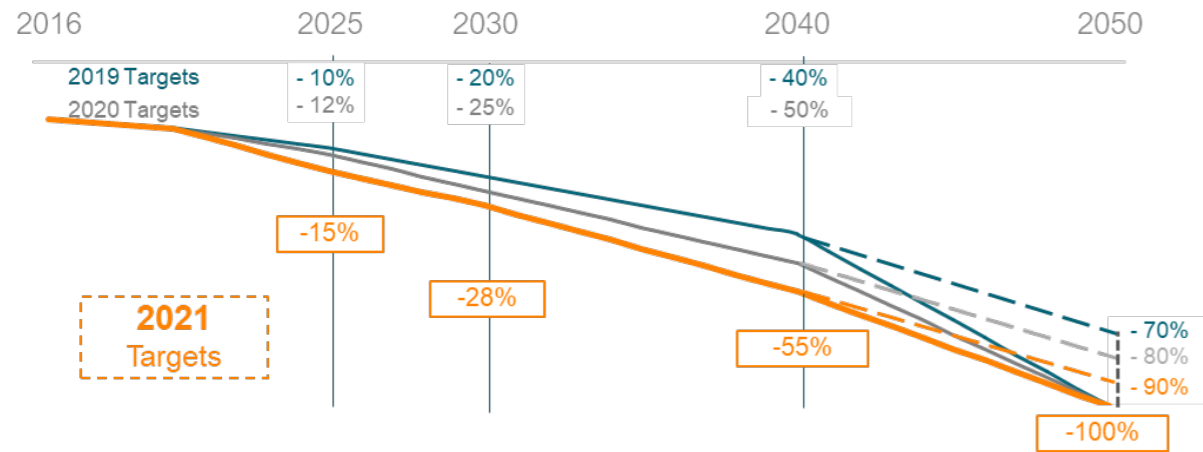
Contribution margin per customer (€/customer) – Traditional mobility customers vs. E-mobility customers

# Renewed decarbonization ambition

Repsol decarbonization pathway

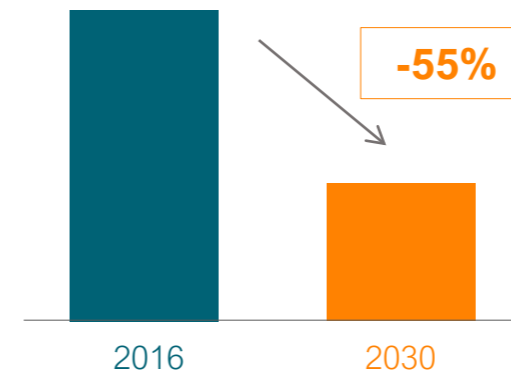


## Carbon Intensity Indicator reduction targets [gCO<sub>2</sub>/MJ]

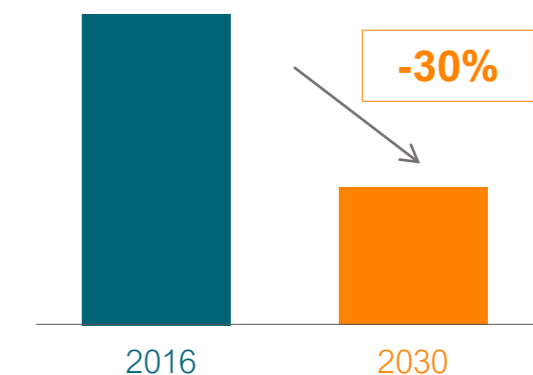


## Absolute emissions reduction (%)

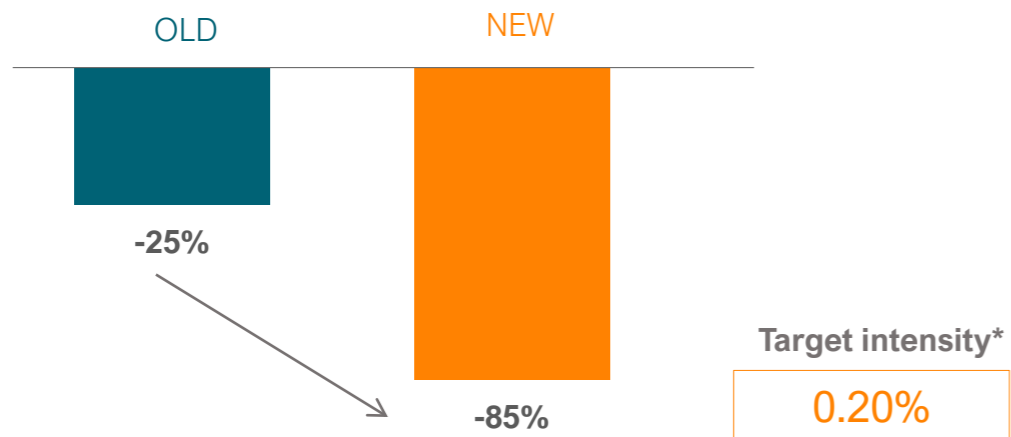
Scope 1&2 operated emissions [Mt CO<sub>2</sub>eq]



Scope 1,2&3 net emissions [Mt CO<sub>2</sub>eq]



## Methane intensity reduction 2025 vs 2017 (%)



\* Operated methane emissions / marketed gas (% v/v)

## Reporting, Governance, Capital allocation

- Scenario analysis, benchmarkable metrics
- Advisory vote on climate strategy in the 2022 AGM
- Higher internal carbon price for new investments

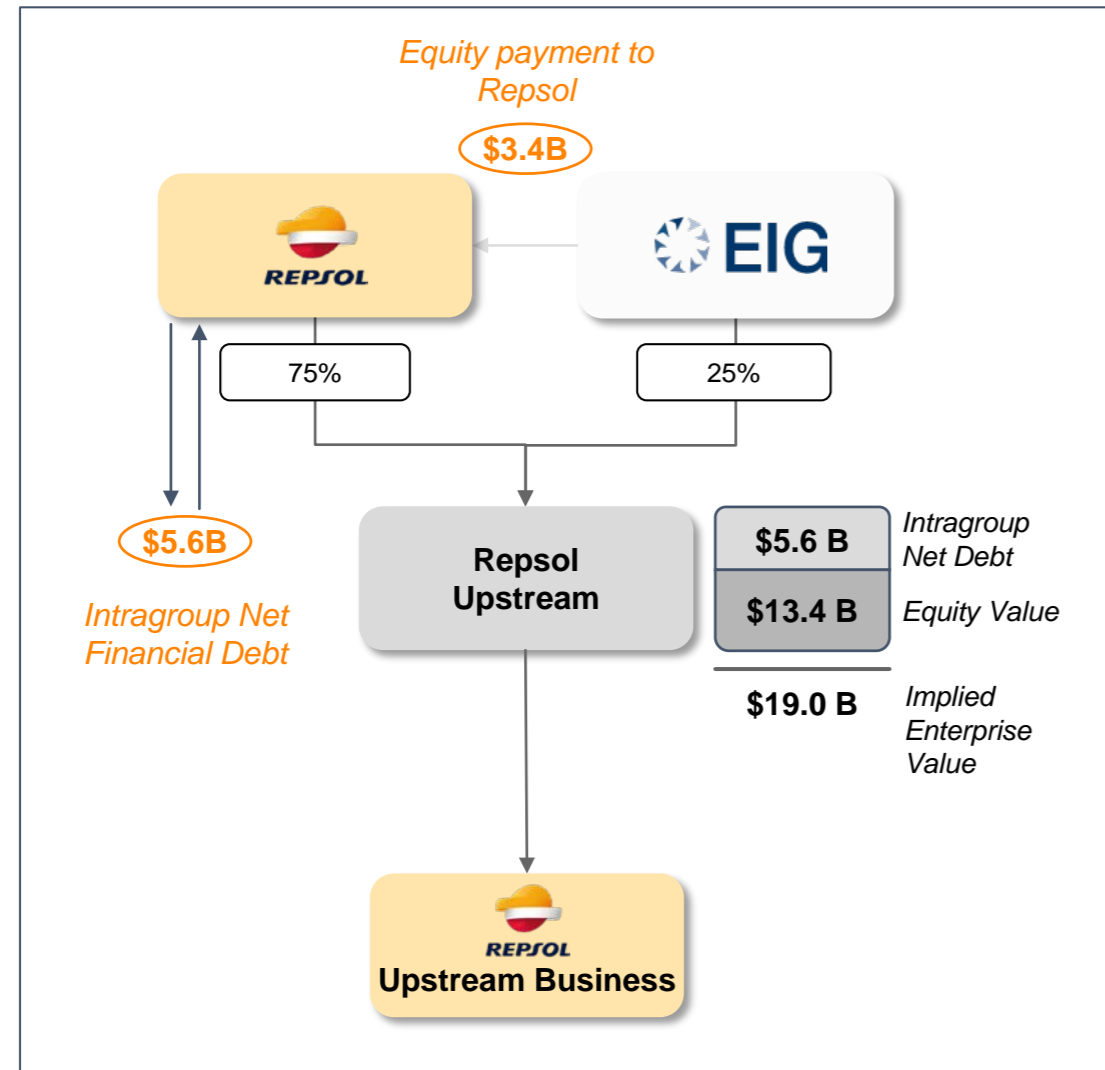
**Delivery 2022**

**05.**



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

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
- 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

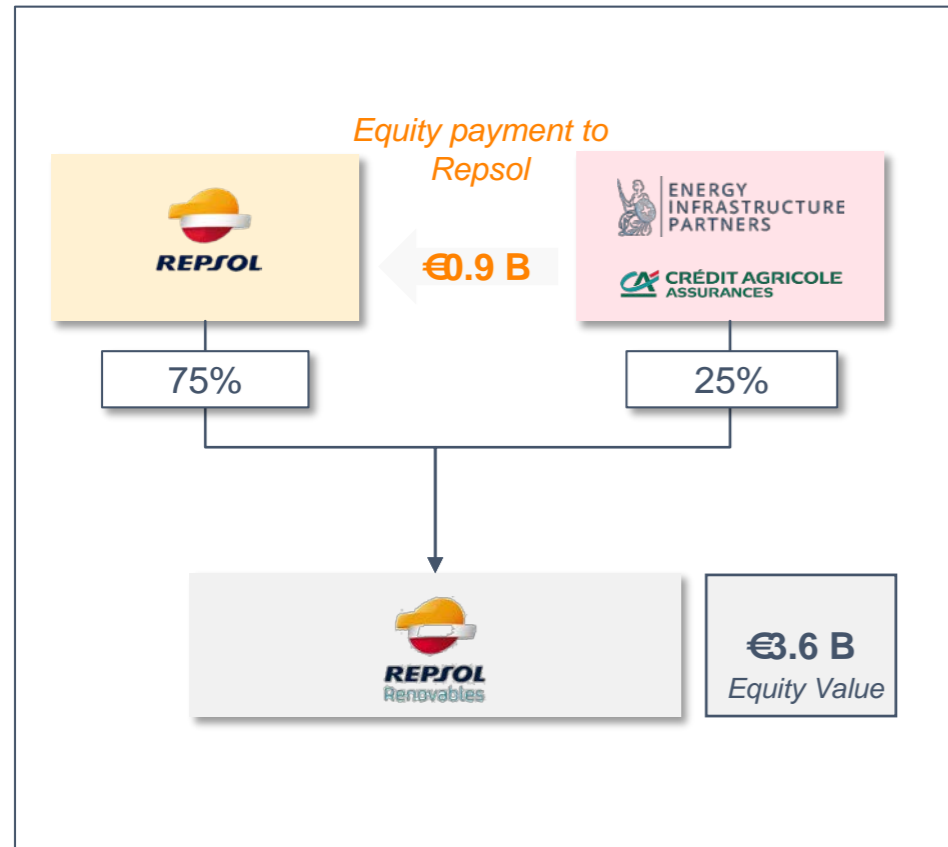
### Board: 8 Directors

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

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



Value crystallization through partnerships



## Transaction Overview

- Price implies 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

# Moving forward towards strategic objectives in a volatile environment

Key messages 3Q22



**€1.5 B**

**Adjusted Net Income**

-30% vs 2Q22

**€3.2 B**

**CFFO**

+73% vs 2Q22

Positive contribution of WC

## Accelerating portfolio transformation

EIG to acquire 25% of Repsol's Upstream business for \$3.4 B (\$4.8 B EV)

€4.3 B proceeds and €23 B EV (100%) between Upstream and Renewables transactions

## Increasing shareholder remuneration

Additional 50 M shares capital reduction expected before end-22 (for 200 M SBB in '22)

Delivered all SBB commitments in '21-25 SP  
+11% dividend increase in 2023 (to 0.70 €/sh)

**€2.2 B**

**Net Debt**

€2,850 M decrease vs June'22

**7.3%**

**Gearing**

-9.3 p.p. vs June'22

## Reinforcing balance-sheet

Capital discipline and value over volume in highly volatile scenario

-62% Net Debt reduction in 9M22



SBB: Share buybacks

# Increasing shareholder distributions in higher price scenario

Outlook



## Production

FY22 at 550 Kboe/d  
-20 Kboe/d vs previous guidance

## Cash Flow From Operations

FY22 €8.4 - 8.7 B

## Capex

FY22 ~ €4 B

## Shareholder Remuneration

Distribute 25-30% of organic CFFO

150 M shares already cancelled YTD  
Additional 50 M shares expected to be redeemed  
before end'22

200 M shares expected to be cancelled in 2022  
13% of share capital at the beginning of 2022  
100% of SBB expected in SP 2021-25

+11% dividend increase in 2023 to 0.70 €/share  
(from 0.63 €/sh in 2022, +5% vs 2021)





# Investor Update

November 2022

# Stepping up the Transition

## Driving growth and value



The Repsol Commitment  
Net Zero Emissions  
by 2050