



Repsol International Finance B.V.

Koninginnegracht 19  
2514 AB The Hague  
The Netherlands

Tel. 31 703141611

[www.repsolinternationalfinancebv.com](http://www.repsolinternationalfinancebv.com)

The Hague, February 17, 2023

In accordance with Law of 23 December 2016, on market abuse, Repsol International Finance B.V. (the “**Company**”) is filing the attached presentation on the results for the fourth quarter and full year 2022 published by Repsol, S.A.

This information was filed yesterday by Repsol, S.A. (Guarantor of the Company’s Euro 10,000,000,000 Guaranteed Euro Medium Term Note Programme) with the Spanish Securities Market Commission (*Comisión Nacional del Mercado de Valores*).

\* \* \*



# 4Q & FY22 Results

16 February 2023

Josu Jon Imaz  
CEO



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



# Agenda

- 01. Key messages
- 02. Divisional performance
- 03. Financial results
- 04. Outlook

## Key messages of 2022

### Strong strategic delivery towards long-term targets



€6.7 B

Adj. Net Income  
2.7x vs 2021

€8.9 B

CFFO  
+64% vs 2021

€2.3 B

Net Debt  
-61% vs Dec'21

8%

Gearing  
-12.2 p.p. vs Dec'21

### Accelerating transformation

- Strategic partnerships in Upstream and Renewables crystallize value and liberate capital to accelerate shift to Low Carbon (~ €4.3 B combined proceeds)
- High-grading Upstream portfolio through divestments and new FIDs
- Adapting to strong Refining environment
- Expanding Commercial digital loyalty program
- Developing Renewable project pipeline. Acquisition of Asterion Energies

### Increasing shareholder remuneration

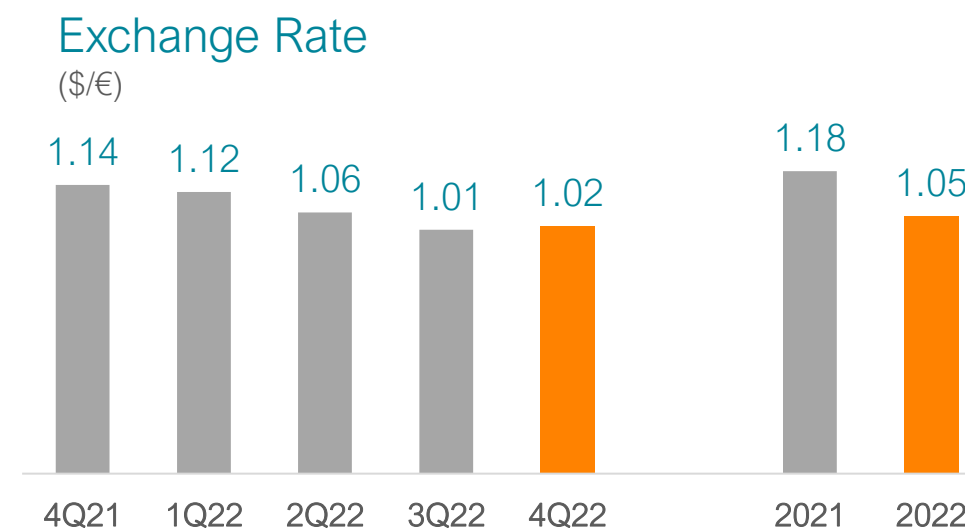
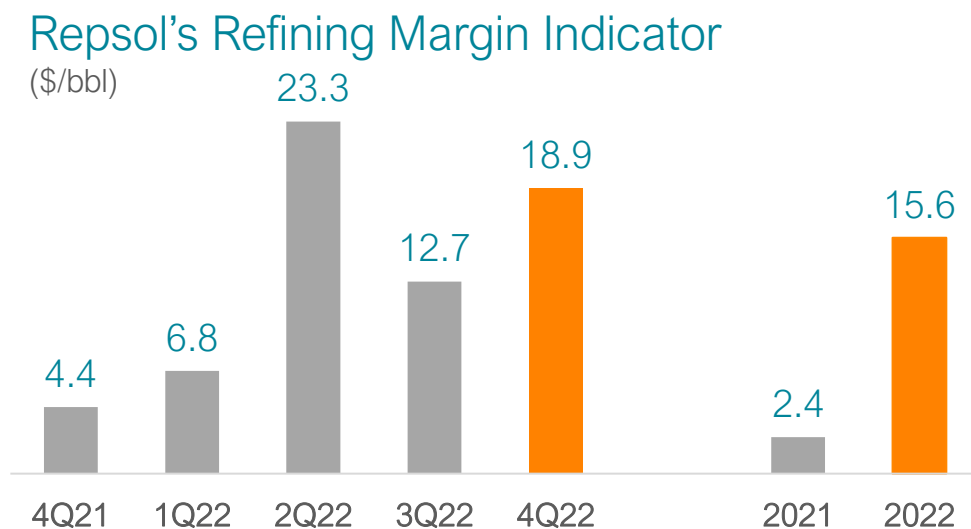
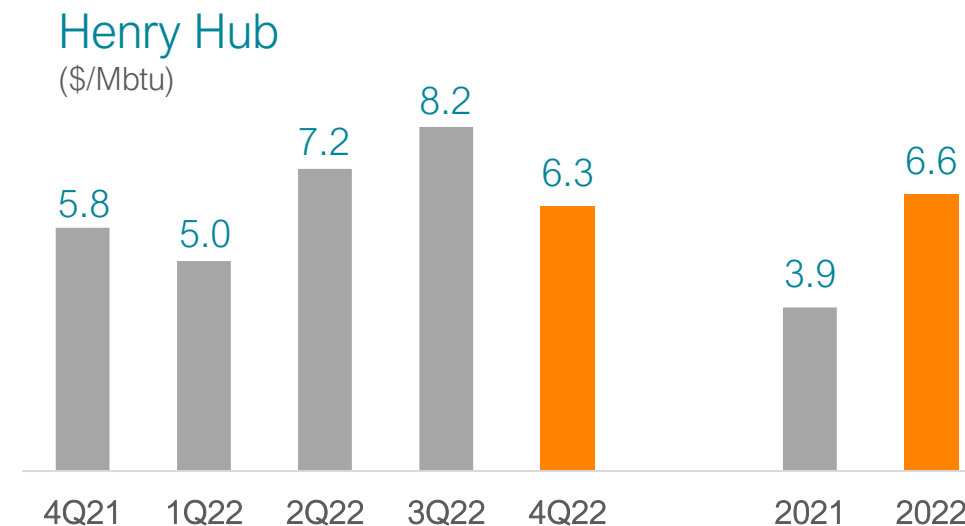
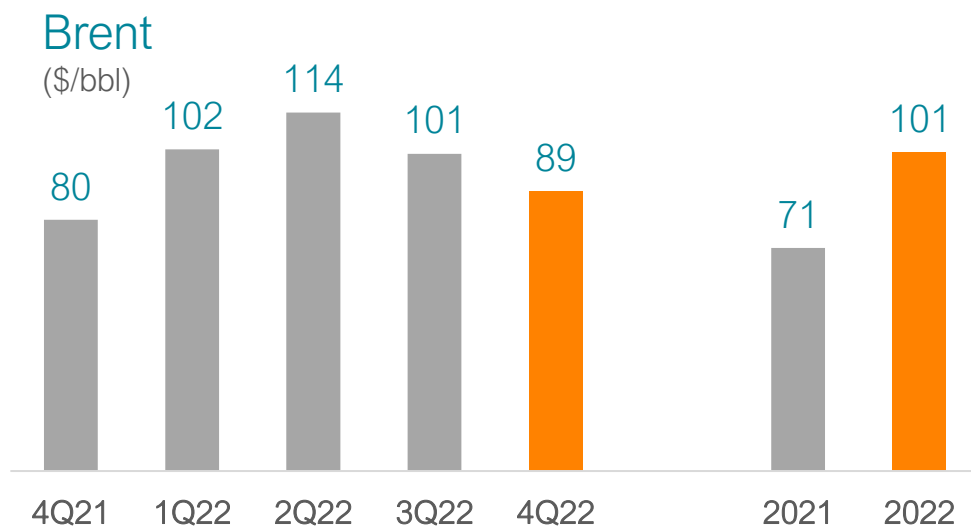
- Distributing 25-30% of CFFO through a combination of dividends and buybacks
- Dividends: +5% in 2022 (to 0.63 €/sh) and +11% in 2023 (to 0.70 €/sh)
- Buybacks: 200 M shares cancelled in 2022. New 50 M shares capital reduction to be executed before end-July'23
- Delivered by 2022 all the share buyback commitments of '21-25 Strategic Plan

### Strengthening financial position

- Net positive cash position ex-leases. Rating upgrades by S&P and Moody's

## Market environment

### All main macro drivers contributing to results



Note: all figures are averages



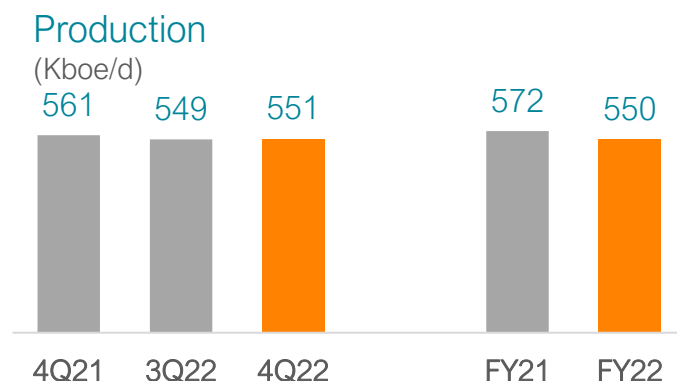
## Strategic partnership and portfolio high-grading



### Production in-line with guidance

Lower production y-o-y due to country exits, Libya and PSC effects

Divestments: -35 Kboe/d in 2022



### Strategic partnership with EIG

EIG to acquire 25% of Repsol E&P business for a total consideration of \$4.8 B (implied EV of \$19 B for 100%)

Crystallizes value at competitive multiples. Proceeds of \$3.4 B to Repsol

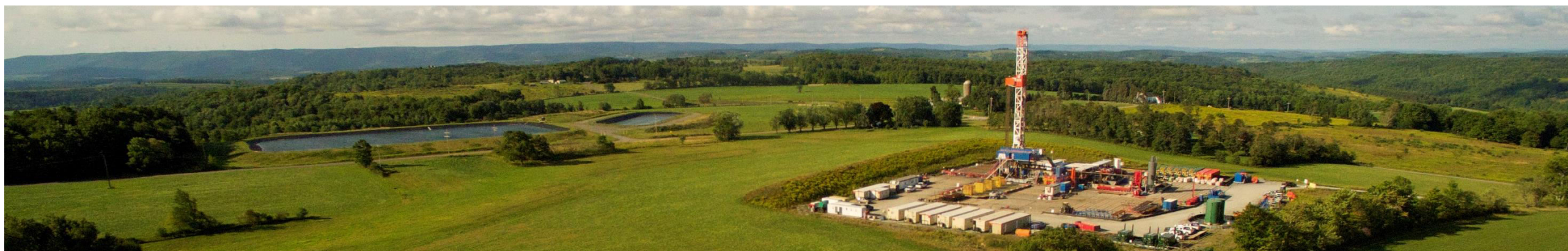
Incorporating a leading global investor to maximize value while maintaining control of the business

### Portfolio rationalization

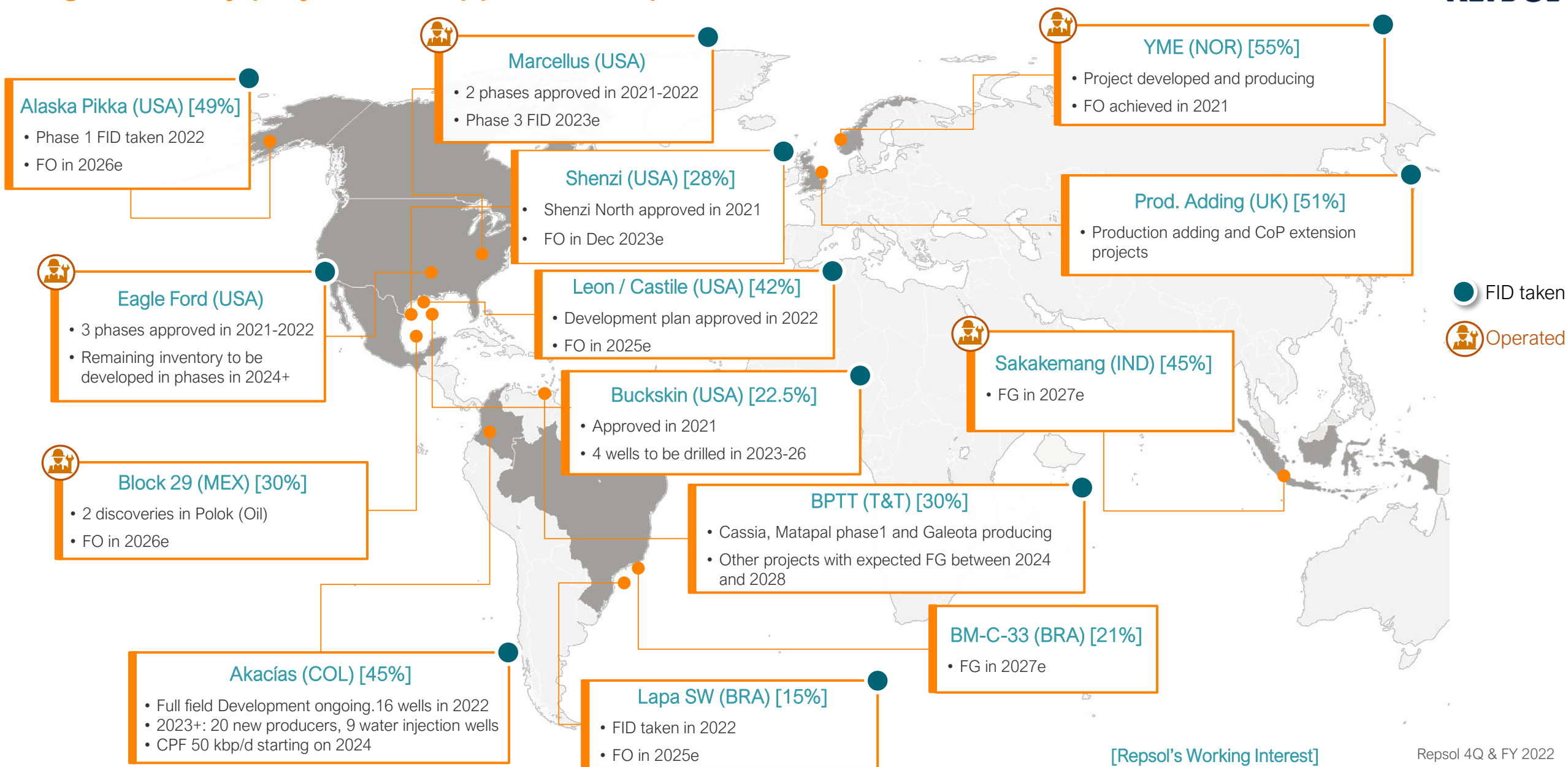
Concentrating E&P geographical footprint in countries/plays with competitive advantages

Completed exit of Ecuador, Malaysia, Russia and Greece. Divestment of oil producing assets in Canada

Increased position in Marcellus and Eagle Ford



## Progress in key projects to support future production







Industrial

Maximizing value in strong Refining environment



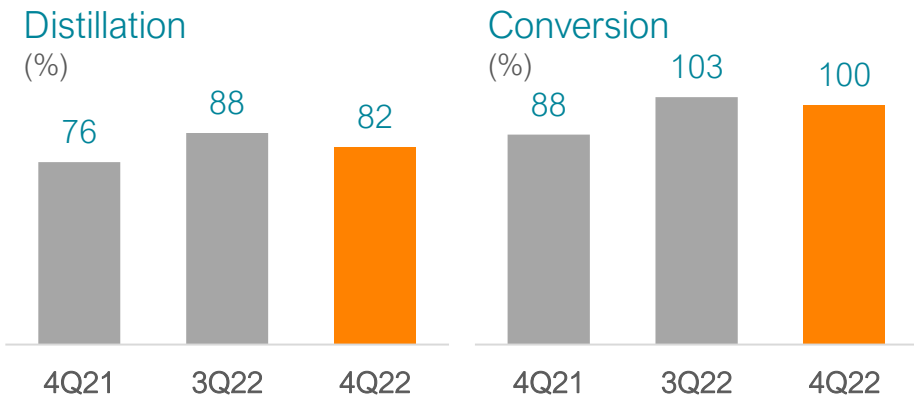
Refining

Benefiting from the flexibility of Repsol’s system to adapt to new scenario

Product spreads and heavy-to-light crude differentials offset higher energy costs

Maximized output of middle-distillates and reduced consumption of natural gas (-50% vs. historical levels)

High utilization of distillation and conversion units

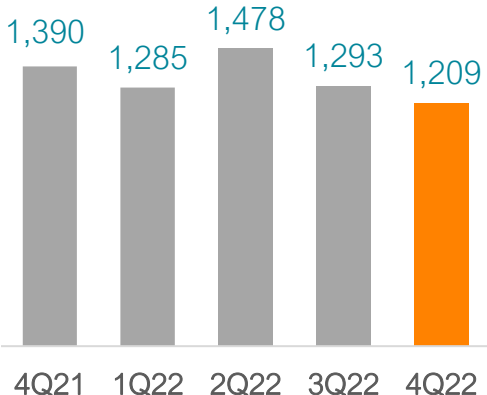


Chemicals

Challenging environment since July anticipated change in the economic cycle

International margins and plants utilization impacted by lower demand in 2H22

Int. Petrochemical Margin Indicator (€/t)



## Repsol's technology routes for decarbonization



### Advanced biofuels plant

Start-up of **C-43 project** in Cartagena expected for **2H23**

Received **€120 M financing** from **EIB** (European Investment Bank)

Production of **250 Ktn/y**. Reduction of **900 Ktn/y** of **CO<sub>2</sub>**

### Sustainable Aviation Fuels

**First long-haul flights** with **biofuel** produced **from waste** in Repsol's refineries

Further step to decarbonize the **aeronautical sector**

### Renewable Hydrogen

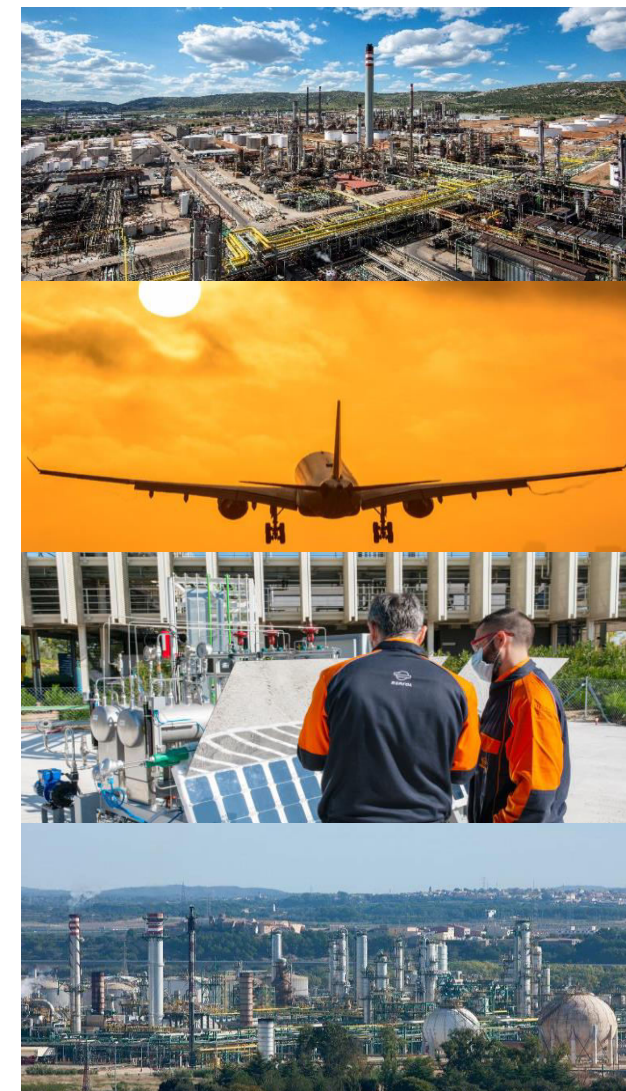
**Electrolyzers** in **Cartagena, Tarragona** and **Bilbao** entering engineering phase. Combined capacity of **350 MW**

**Cartagena** and **Bilbao** electrolyzers qualified by the **EU** as **strategic** and of general interest

### Gasification of wastes

Access to **leading technology** for the **gasification** of **non-recyclable wastes**

**Ecoplanta** project in **Tarragona** selected by **European Innovation Fund**



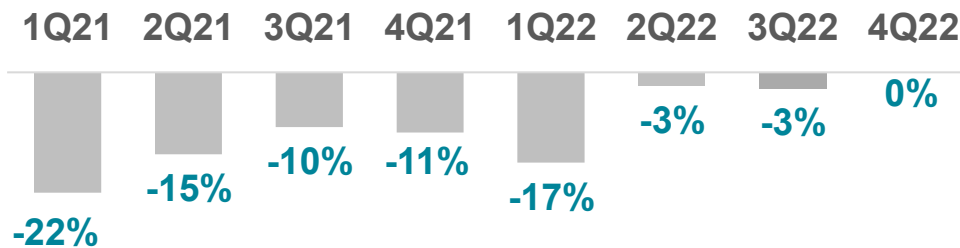
## Mobility

Sales in Service Stations in Spain increased +10% vs. 2021, reaching **pre-pandemic levels** in 4Q22

Discounts represented > €500 M in additional savings to Repsol's customers

Waylet digital app reaches > 5.5 M clients. Expansion of digital loyalty program

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

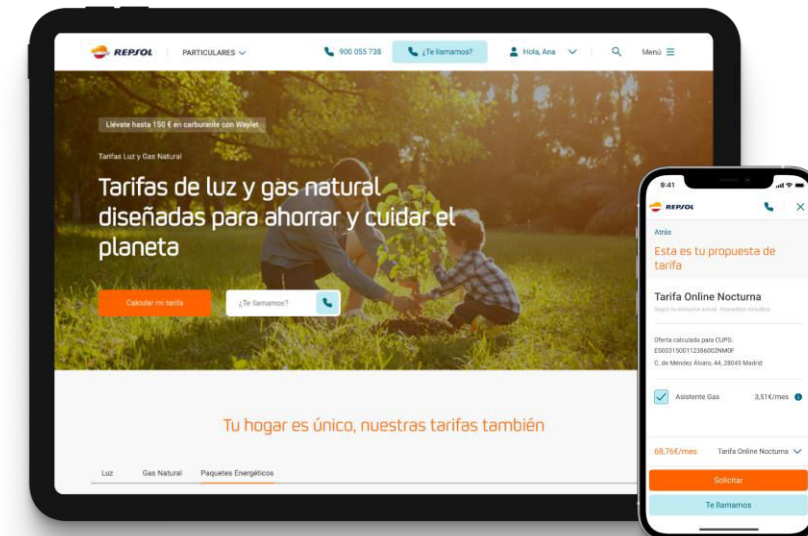


## Retail E&G

Increasing results, volumes and client base in a challenging market environment

Negative impact of **record electricity prices**

Reached >1.5 M clients in Iberia. Commercialized electricity volumes +8% vs. 2021





## Protecting project profitability in high inflation scenario



### Value crystallization

Disposal of 25% minority stake of the Renewable business to EIP and Credit Agricole for **€986 M**

**Strategic partnership** validates strength of growth model. Transaction **implied valuation of €4.4 B** for the 100% of the business

### Asset rotation

Incorporated **minority partners** in **Kappa** and **Valdesolar**

Development of projects from the early stages through the start-up

### Capacity growth

Continued **developing project pipeline** adding new MW under operation in **Spain** and **US**

Reached **1.9 GW** of installed capacity

### Acquisition of Asterion Energies

Acquisition for **€560 M** of a **7.7 GW** renewable portfolio mainly located in **Spain** and **Italy**

Contributes to strategic ambition of reaching **6 GW** of installed renewable capacity by **2025** and **20 GW** by **2030**





# Financial results

## 4Q & FY22 Results



Results (€ Million)	4Q 2022	3Q 2022	4Q 2021	FY 2022	FY 2021
Upstream	598	753	624	3,029	1,687
Industrial	1,119	638	267	3,150	606
Commercial and Renewables	167	158	145	540	542
Corporate and Others	123	(72)	(164)	(58)	(381)
<b>Adjusted Net Income</b>	<b>2,007</b>	<b>1,477</b>	<b>872</b>	<b>6,661</b>	<b>2,454</b>
Inventory effect	(579)	(552)	169	75	797
Special items	(399)	(242)	(481)	(2,485)	(752)
<b>Net Income</b>	<b>1,029</b>	<b>683</b>	<b>560</b>	<b>4,251</b>	<b>2,499</b>

Financial data (€ Million)	4Q 2022	3Q 2022	4Q 2021	FY 2022	FY 2021
EBITDA	2,950	2,844	2,584	13,813	8,170
EBITDA CCS	3,743	3,609	2,352	13,710	7,071
Operating Cash Flow	2,804	3,189	2,082	8,923	5,453
Net Debt	2,256	2,181	5,762	2,256	5,762

## Outlook 2023

### Organic cash flow generation supports increased distributions and capex

Cash Flow from Operations	~ €8 B	80 \$/bbl Brent 4 \$/Mbtu Henry Hub 9 \$/bbl Refining margin indicator
Organic Capex	~ €5 B	47% Upstream 23% Industrial 30% Commercial and Renewables
Shareholder remuneration	25 - 30% of CFFO	+11% dividend to 0.70 €/share  50 M shares capital reduction before end of July'23  Further buybacks to reach CFFO distribution target







## Capex 2023

### Investment focus on Upstream and Low Carbon initiatives



Organic Capex  
2023

35% in Low Carbon initiatives  
86% in OECD countries

~ €5 B

Upstream

47%

~ 70% in projects with FID already taken  
> 80% in production growth projects  
> 60% in North America

1<sup>st</sup> phase of **Pikka**. Additional wells in **Marcellus** and **Eagle Ford**  
Development of **Leon-Castile**, **Buckskin** and **Shenzi North** in **GoM**

Industrial

23%

Advanced biofuels: **C-43** project  
FIDs electrolyzers plants  
Expansion of **Sines** petrochemical plant in Portugal

Renewables

24%

~ 50% **Spain**: development of **Delta II** and **Pi** wind projects  
~ 40% **US**: development of the **Frye** solar project (Texas)

Commercial

6%



Leading the  
**journey**

to an ambitious  
**destination**

## Conclusions

### Well positioned to move into next growth phase



- Strong strategic delivery in 2022 towards long-term targets
- Extra cash allocated according to strategic priorities
  - Accelerated transition to low carbon
  - Increased shareholder remuneration
  - Reinforced financial position
- Solid outlook for 2023. Expected operating cash flow generation supports **increased shareholder remuneration and higher capex** within disciplined capital policy
- ~ 50% of 2023 organic capex in Upstream, 35% in Low Carbon initiatives and 86% in OECD
- Reinforced commitment to deliver **reliable, affordable** and decarbonized energy



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Repsol Investor Relations  
[investor.relations@repsol.com](mailto:investor.relations@repsol.com)  
[www.repsol.com](http://www.repsol.com)