



## 3Q24 Results

31 October 2024

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# Agenda

**01.** Key messages

**02.** Divisional performance

03. Financial results

04. Outlook

## Resilient cash generation in a demanding market environment



€0.6 B

Adjusted Income
-35% vs 2Q24
-49% vs 3Q23

€1.5 B

**CFFO** 

+63% vs 2Q24 +16% vs 3Q23

€5.5 B

Net Debt vs €2.1 B Dec'23 16.4%

Gearing +9.7 p.p. vs Dec'23

### Focus on value, efficiency and capital discipline

- Operational performance impacted by challenging refining environment and production interruption in Libya
- CFFO 9M24 in line with 9M23 (excluding settlement with Sinopec)

#### Delivering on shareholder remuneration objectives

- 2024 dividend of 0.9 €/share (~+30% vs 2023)
- 40 M shares cancelled YTD. Additional 20 M SBB in place since August to be executed before year-end
- Total of 60 M shares to be redeemed in 2024 (~5% of share capital Dec'23)
- 2024 shareholder remuneration within 30-35% CFFO distribution guidance

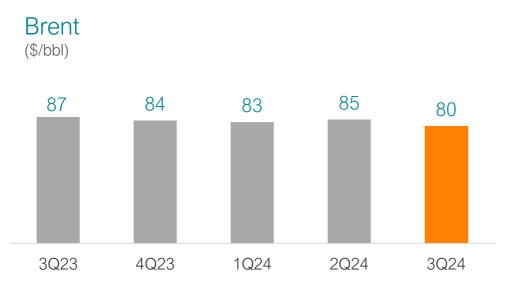
## Strategic priorities remain intact

- Committed to a net capex of €16-19 B in 2024-2027
- Competitive distribution policy, solid credit rating and disciplined and transformational investment

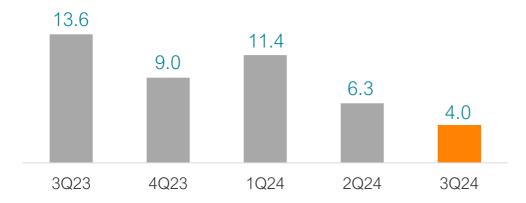
### Market Environment

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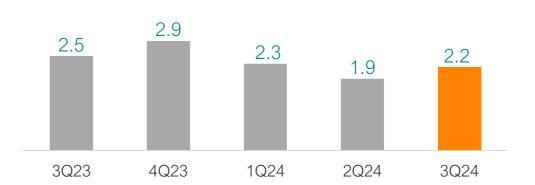
## Weaker refining scenario and increased geopolitical instability



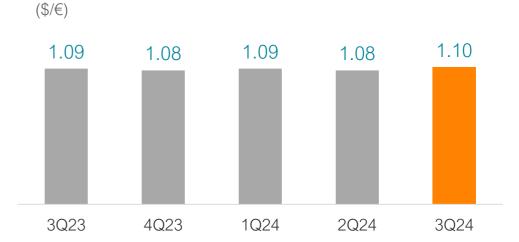
Repsol's Refining Margin Indicator (\$/bbl)



Henry Hub (\$/Mbtu)



Exchange Rate



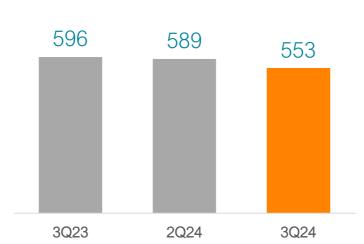


## Upstream

## Progress on the efficient delivery of the project pipeline



#### Production Kboed



## Production impacted by Libya and divestments

• -7% YoY: *force majeure* in Libya and divestment of Canadian assets in 2023, partially offset by UK and Peru

### Mitigating exposure to US gas while preserving upside

- Unconventional drilling activity limited to 1 rig in Eagle Ford
- Hedged ~50% of 2025/26 gas volumes in North America with a floor of 3 \$/MBtu

## Progressing on portfolio development

- Brazil: awarded contract of next drilling campaign in Campos-33. Expect 44 Kboed net in 2029
- Alaska: Pikka 1<sup>st</sup> phase development reached 67%.
   Expect 32 Kboed net in 2027
- Libya: ongoing development campaign not impacted by *force majeure*. Aiming to maintain plateau close to ~40 Kboed net
- Mexico: increased stake in Block-29. Yoopat-1 discovery in Block-9



#### Industrial

## Returning to a more normalized refining environment



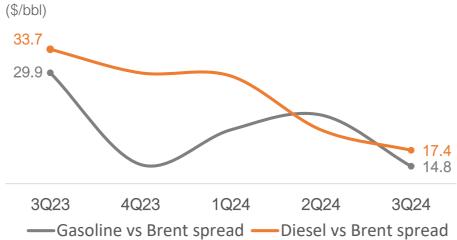
## Refining

- Challenging scenario mostly due to weaker product demand
- Lower middle-distillate and gasoline spreads.
   Short-term pressure on bios margins
- High utilization rates: 88% distillation and 102% conversion
- Increased supply of Venezuelan heavycrudes to Repsol's refining system

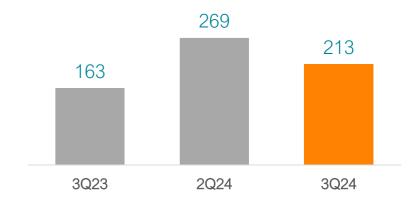
#### Chemicals

- Improved margin indicator +31% YoY
- Ongoing challenging scenario driven by weak domestic demand and low prices

#### International prices



## Repsol's Chemical Margin Indicator (€/t)





#### Customer

## Strong financial performance while growing Retail P&G contribution and digital users

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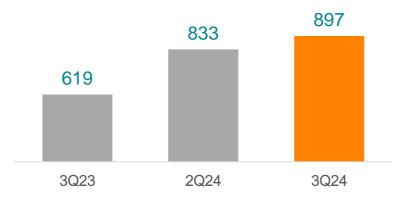
## **Mobility**

- Strong EBITDA delivery despite a less favorable market context
- Digital users up to 8.9 M with a strong contribution to Service Stations B2C volumes (37% in 9M24, +5 p.p. vs 9M23)

#### Retail P&G

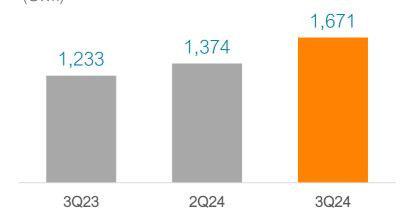
- 2.4 M customers, 3x since Viesgo acquisition in 2018
- Solid EBITDA contribution (€120 M in 9M24, 1.7x vs 9M23)

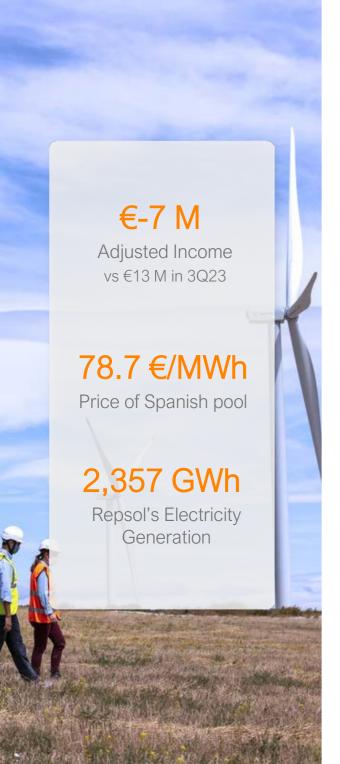
## Multienergy customers (\*) (k#)



(\*) P&G contracts of those customers also consuming fuel or other Repsol products.

## Electricity Commercialization (GWh)





#### Low Carbon Generation

## Portfolio optimization and development of US pipeline



## Quarterly results

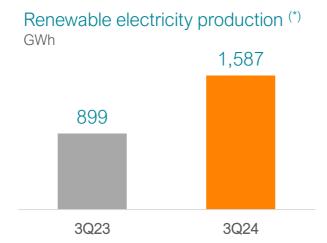
- Negative impact of pool prices in Spain and results eauitv affiliates. Lower contribution of CCGT's
- Reached 3.2 GW of capacity under operation. 897 MW installed in the last 12 months
- Expect ~4 GW of operated installed capacity by end-2024 (start-up of Outpost and additional phases of Delta II and Pi)

## Pipeline development in US

- Focus on ConnectGen portfolio
- Expect FIDs of several projects (solar and wind) in 4Q24 and 2025, totaling >1 GW of generation capacity

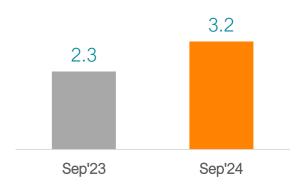
### Portfolio management

Optimizing position in Chile with the divestment of solar portfolio



(\*) Does not include production from CCGT's

#### Renewables installed capacity GW



Repsol 3Q24



## Financial Results 3Q24 Results



Results (€ Million)	3Q24	2Q24	3Q23	9M24	9M23
Upstream	287	427	341	1,156	1,225
Industrial	185	288	550	1,204	2,173
Customer	180	158	190	494	512
Low Carbon Generation	(7)	1	13	(12)	59
Corporate and Others	(87)	(15)	4	(158)	(153)
Adjusted Income	558	859	1,098	2,684	3,816
Inventory effect	(296)	(85)	347	(382)	(158)
Special items	(35)	(155)	(64)	(425)	(731)
Non-controlling interests	(61)	38	(16)	(85)	(142)
Net Income	166	657	1,365	1,792	2,785
Financial data (€ Million)	3Q24	2Q24	3Q23	9M24	9M23
EBITDA	1,421	2,001	2,891	5,565	7,194
EBITDA CCS	1,819	2,115	2,426	6,078	7,408
CFFO	1,505	925	1,298	3,792	4,820
Net Debt	5,532	4,595	1,855	5,532	1,855

## Outlook

## FY2024 guidance

Upstream production	570 - 600 Kboed Lower end (Libya shutdown in 3Q24)		
Cash Flow from Operations (*)	~ €6 B  Refining margin (-1 \$/bbl), lower bios, Libya and exchange rate		
Net Capex	~ €5.5 B €16-19 B in 2024-2027		
Shareholder remuneration	30-35% CFFO Within strategic distribution target for 2024		
	40 M shares cancelled YTD  Additional 20 M SBB to be executed before end-24		

Approved 0.475 €/sh January'25 dividend







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