



# 1Q23 Results

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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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# Agenda

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

## Key messages of 1Q23

### Solid results leveraged on a strong operational performance in all divisions



€1.9 B

Adjusted Income

-7% vs 4Q22  
+78% vs 1Q22

€1.8 B

CFFO

-35% vs 4Q22  
+68% vs 1Q22  
€0.6 B WC build-up

€0.9 B

Net Debt

-61% vs Dec'22

3%

Gearing

-5 p.p. vs Dec'22

### Strategic progress in complex environment

- Production growth supported by flexibility in unconventional
- Maximizing value in Refining thanks to tier-1 assets
- Closing of the 25% Upstream minority stake disposal to EIG. Cash-in of €1.9 B initial payment
- Completed purchase of Asterion Energies and acquisition of renewable projects in Spain

### Capital allocation aligned with strategic priorities

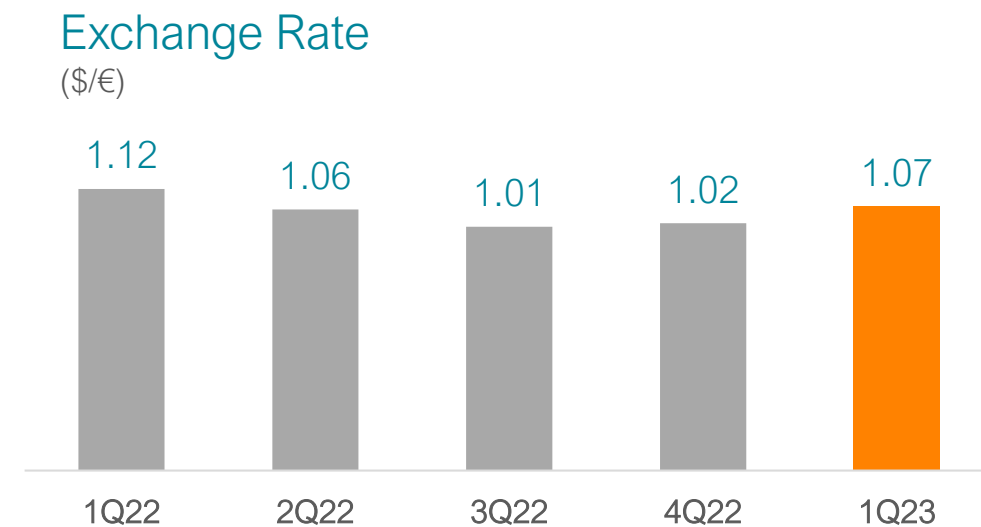
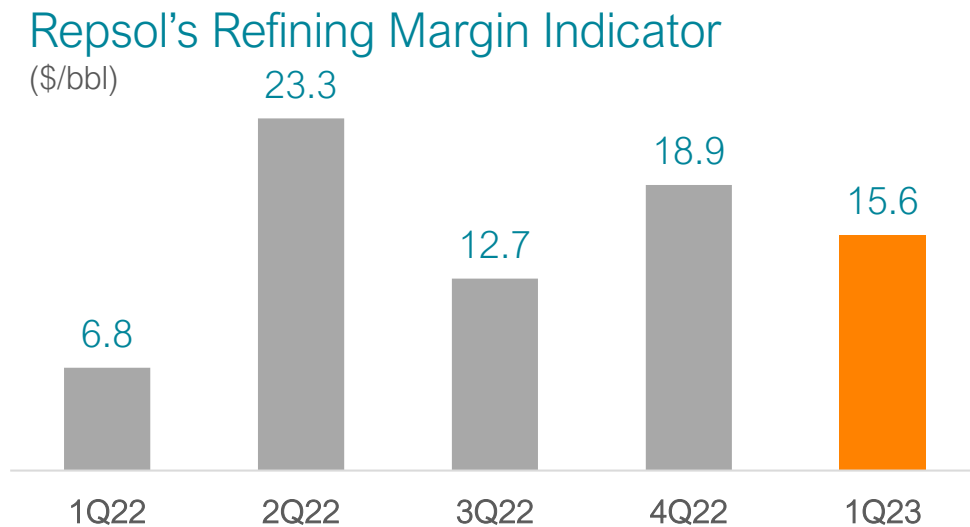
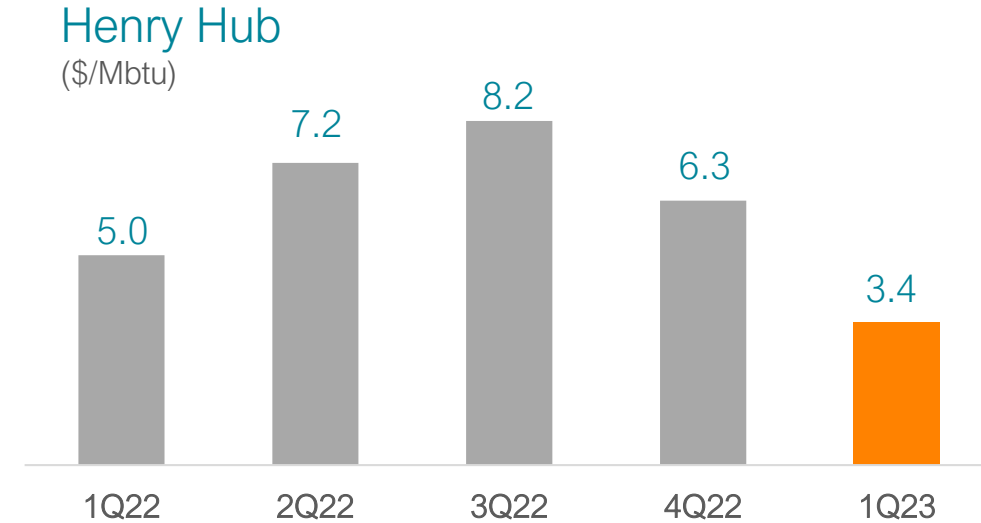
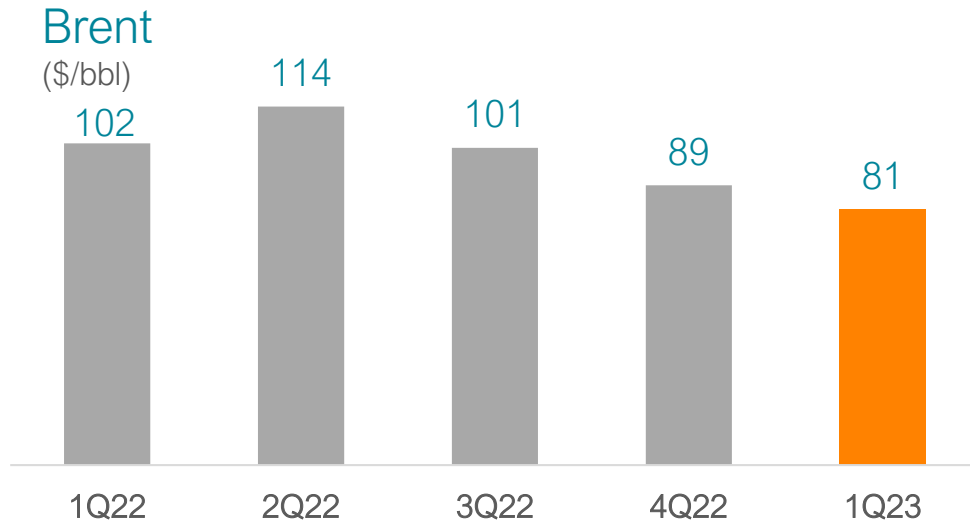
- Strengthening balance-sheet. Net positive cash position ex-leases
- Accelerating portfolio transformation investing in profitable opportunities
- Increasing shareholder remuneration through dividends and buybacks

### Shareholder remuneration in upper end of targeted distribution range

- Distribution of ~30% of CFFO in 2023
- 0.70 €/share dividend (+11% increase vs 2022)
- 50 M share capital reduction before end-July'23 plus additional buybacks expected later in 2023

# Market Environment

## Concerns of economic slowdown impact macro scenario

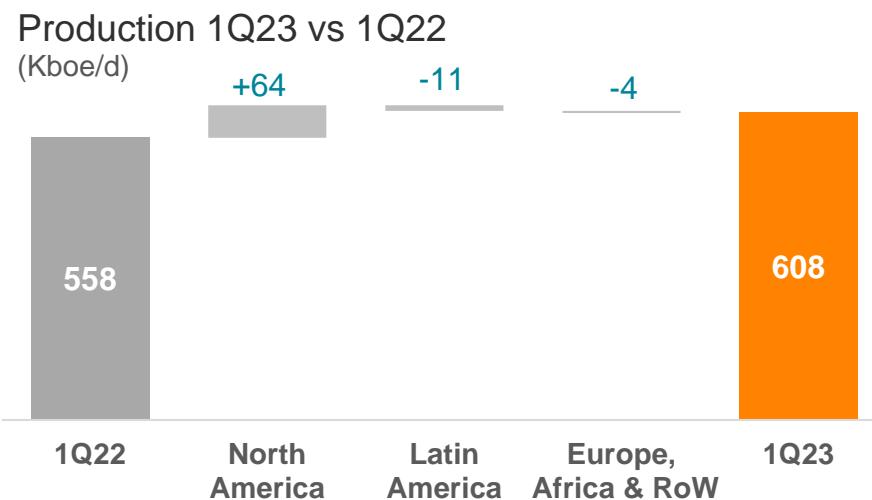
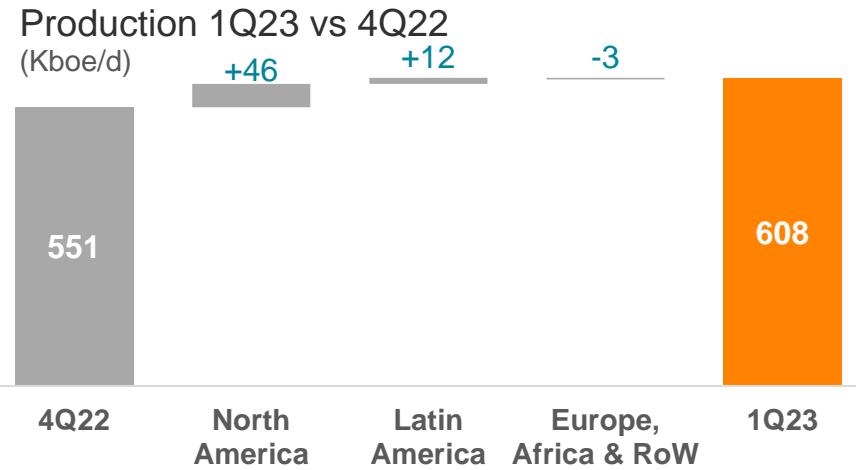


Note: all figures are averages



# Upstream

## Production growth and efficient delivery of development projects



Higher production y-o-y and q-o-q: new wells in unconventionals, acquired assets in Eagle Ford and lower downtimes

Development activity focused on recently approved projects and production growth

Flexibility in unconventionals to adjust activity according to the evolution of gas prices

Pikka (Alaska) phase -1 to start drilling activity in 2Q23. First oil expected in 2026

Leon-Castile (GoM) drilling campaign started in 1Q23

Shenzi North (GoM) first oil expected end-2023

# Maximizing value thanks to flexibility of top quartile Refining assets



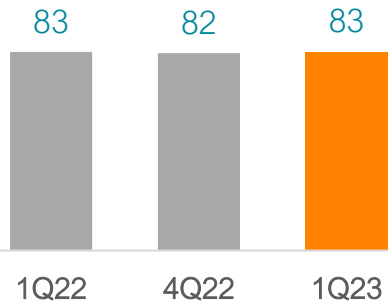
## Refining

Pressure of **diesel inventories** and **Russian imports** partially offset by wider naphtha and gasoline spreads

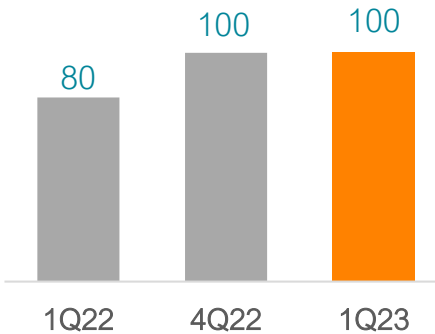
Strong CCS margin premium over indicator

High utilization of distillation and conversion units. **Planned turnaround of Bilbao**

Distillation Utilization (%)



Conversion Utilization (%)

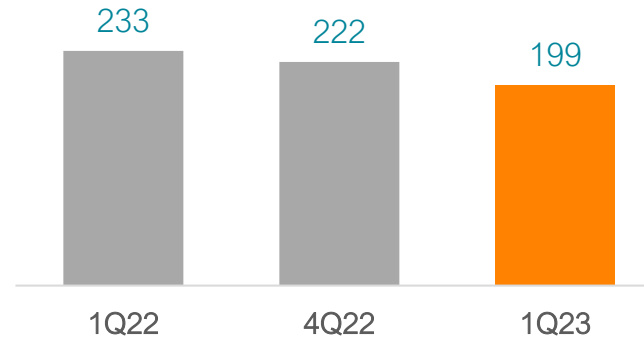


## Chemicals

European petrochemical sector impacted by high energy prices, production adjustments and weak demand

Started construction of the **Sines industrial complex expansion** as part of Repsol's strategy to transform its legacy sites into multi-energy hubs

Repsol's Chemical Margin Indicator (€/t)





Customer

## Multi-energy offer and growth of digital client base

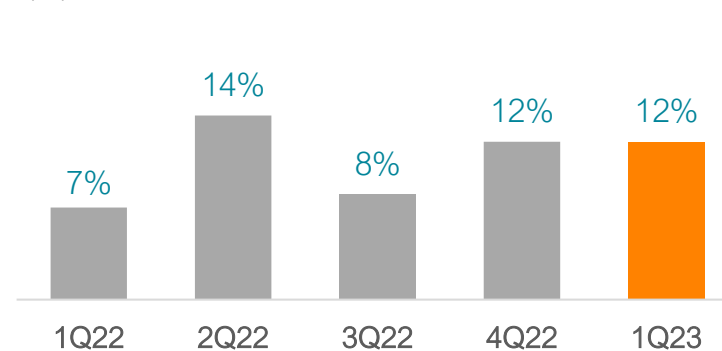


### Mobility

Sales in Service Stations in Spain increased +12% vs. 1Q22

Waylet digital app reaches 6 M clients. Targeting 8 M digital clients in 2025

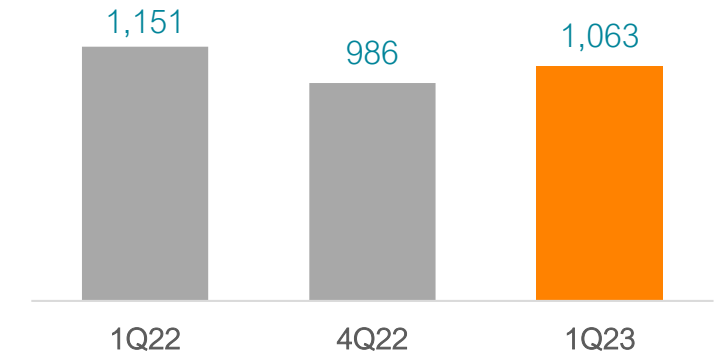
Y-o-Y sales in Service Stations (Spain)  
(%)



### Retail Electricity and Gas

Lower cost of energy sourcing due to decrease of electricity and gas prices in Spain

Electricity Commercialization\*  
(GWh)



\*Estimated. Data for Spain

Launch of **new connected energy program in Spain**, linking customer discounts to a multi-energy product portfolio, including fuels, electricity, gas, solar and e-mobility

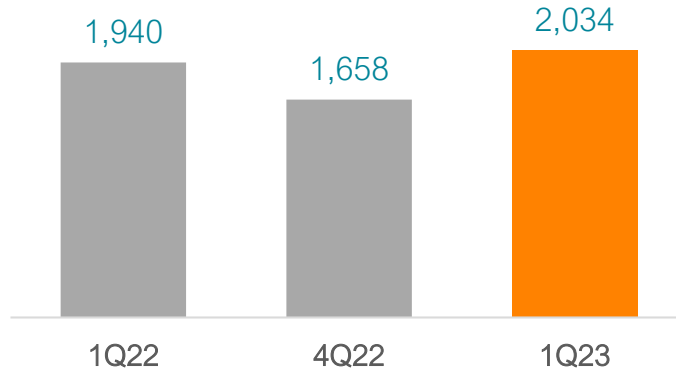


## Low Carbon Generation

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



Repsol's Electricity Generation\*  
(GWh)



\*Estimated

### Project development

#### Spain:

- **Pi:** commissioning of first wind turbines
- **Delta II:** start of two new wind farms
- **FID** for first 100% greenfield projects in Spain (**Villena and Trillo**)

#### Chile:

- **Atacama** wind project started operations in January

### M&A activity

Focus on low risk & efficient markets

**Acquisition of Asterion Energies** incorporates 2.5 GW in advanced stage of development, mainly located in Spain and Italy

**Acquisition of 250 MW of additional renewable projects** in Spain (150 MW wind and 100 MW solar) from ABO Wind



# Financial results

## 1Q23 Results



Results (€ Million)	1Q 2023	4Q 2022	1Q 2022
Upstream	474	598	731
Industrial	1,279	1,152	235
Customer	174	160	95
Low Carbon Generation	34	7	28
Corporate and Others	(70)	122	(29)
<b>Adjusted Income</b>	<b>1,891</b>	<b>2,039</b>	<b>1,060</b>
Inventory effect	(271)	(592)	695
Special items	(442)	(375)	(341)
Non-controlling interests	(66)	(43)	(22)
<b>Net Income</b>	<b>1,112</b>	<b>1,029</b>	<b>1,392</b>
<b>Financial data (€ Million)</b>	<b>1Q 2023</b>	<b>4Q 2022</b>	<b>1Q 2022</b>
EBITDA	2,696	2,950	3,384
EBITDA CCS	3,061	3,743	2,456
Operating Cash Flow	1,827	2,804	1,091
Net Debt	880	2,256	5,900

## Outlook

### Shareholder remuneration at the upper end of distribution range

- Strong financial position to face market volatility
- Weakening of refining environment in April due to elevated levels of diesel inventories and the return of French refineries. YTD refining margin indicator of ~14 \$/bbl
- Production in April aligned with FY guidance for an average of ~605 kboe/d YTD. Expect US gas prices to remain constrained in 2023
- Capex flexibility thanks to weight of unconventional activity. Investment focus in North America and low carbon initiatives
- Shareholder remuneration in 2023 expected in the upper end of targeted CFFO distribution range (~30%)
- 50 M shares capital reduction to be executed before end of July'23 with additional buybacks expected to be approved later in 2023



## Conclusions

### Strong start of the year and solid financial position

- Solid 1Q results leveraged on a strong operational performance in all divisions
- Disciplined capital approach with focus on shareholder value and aligned with strategic priorities
- Strengthened financial position to contend with ongoing volatility
- Macro tailwinds (China, sanctions on Russia) expected to contribute positively to the end of the year
- On path to deliver Repsol's transformation and long-term strategic goals

Leading the  
**journey**

to an ambitious  
**destination**



# 1Q23 Results

27 Abril 2023

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