2Q21 Results
29 July 2021

REPSOL CONFERENCE CALL

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Disclaimer

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Agenda

01. Key messages
02. Operational highlights
03. Financial results
04. Outlook 2021
Key messages

Solid 2Q21 results back to pre-pandemic levels

Improving results in all business divisions

- Adjusted Net Income: +4% vs. 1Q21 and -2% vs. 2Q19
- Higher O&G prices, exceptional Chemicals and improving demand in Spain
- CFFO: +124% 1H21 vs. 1H20

Delivery of strategic objectives

- Value-over-volume and portfolio rationalization in Upstream
- Expansion of Sines petrochemical complex
- Increased $H_2$ ambition to 0.55 GW eq. by 2025 and 1.9 GW eq. by 2030 (1)
- Entry into the US renewables market through 40% acquisition of Hecate Energy
- Increased Low Carbon generation objective to 2025 from 7.5 to 8.3 GW (2)

Financial strength & improved outlook to end-2021

- Net Debt: €6.4 B vs €6.8 B at Dec’20 (-6%)
- Improved FY2021 guidance

New Transition Financing Framework

- Sustainability roadmap included into financial strategy
- Issuance of two Sustainability-Linked bonds in July for €1.25 B

(1) From 0.4 GW eq. in 2025 and 1.2 GW eq. in 2030 in SP (2) Includes CCGT’s and cogenerations. Renewable generation target to 2025 increases from 5.2 to 6 GW
Stronger oil and gas prices. Highest refining margin indicator in last four quarters.

Market environment

- Brent ($/bbl)
  - 2Q20: 29
  - 3Q20: 42
  - 4Q20: 44
  - 1Q21: 61
  - 2Q21: 69

- Henry Hub ($/Mbtu)
  - 2Q20: 1.7
  - 3Q20: 2.0
  - 4Q20: 2.7
  - 1Q21: 2.7
  - 2Q21: 2.8

- Refining Margin Indicator ($/bbl)
  - 2Q20: 3.0
  - 3Q20: -0.1
  - 4Q20: 1.0
  - 1Q21: 0.2
  - 2Q21: 1.5

- Exchange Rate ($/€)
  - 2Q20: 1.10
  - 3Q20: 1.17
  - 4Q20: 1.19
  - 1Q21: 1.20
  - 2Q21: 1.21
Operational highlights – Upstream

Value-over-volume and better prices compensate lower production

• 2Q21 vs. 1Q21: -12% production, +7% adjusted net income
• Lower than budget production mainly due to operational issues in Peru LNG and delays in T&T projects
• 1H21 vs. 1H20: Higher realization prices and higher % of oil in production mix
Operational highlights – Upstream

**Focusing our operations in the most competitive and sustainable areas**

### Rationalization of portfolio

- **Spain**
  - Cessation of oil production

- **Russia**
  - Disposal of producing assets following sale of 49% in AROG JV

- **Malaysia and Vietnam**
  - Divested position in Malaysia and stake in Block 46 CN in Vietnam

- **Algeria**
  - Completed transfer of participation in TFT

### Progress on 14 key projects in SP

- **Eagle Ford**
  - Re-initiating drilling activity in 2H21

- **Marcellus**
  - 2 rigs in EF and 2 rigs in Marcellus

- **YME**
  - Start-up in 3Q21
  - 17 Kboe/d net in 2022

### New FIDs expected before year end:

- **Shenzi North**
  - US GoM
- **Lapa SW**
  - Brazil
- **Akacias**
  - Colombia
- **Leon-Moccasin**
  - US GoM
Operational highlights – Industrial

Inflection point in Refining. Record-level petrochemical margins

**Refining**

Ongoing challenging environment

- **Margin indicator**: 1.5 $/bbl 2Q21 vs 0.2 $/bbl in 1Q21
- **2Q21 Utilization**: Distillation 71%; Conversion 73%
- **Margins inflection point in 2Q21**
- **Rapid rationalization** of the refining industry since start of crisis

**Chemicals**

Exceptional environment

- **Record international margins in 1H21**
- **Puertollano turnaround in 2Q21**
- **€657 M expansion of Sines. Start-up in 2025. Products aligned with Energy Transition**
- **Margins expected to remain strong towards year-end**

**Rationalization of global refining capacity**

(Kbbl/d)

- Europe: ~55%
- APAC: ~79%
- NorAm: ~81%
- Other: ~

**International Petrochemical Margin indicator**

(€/t)

- 2Q20: 884
- 1Q21: 1,059
- 2Q21: 1,537

Source: Repsol
Operational highlights – Commercial and Renewables

**Mobility closer to pre-COVID level. Increased Low Carbon generation target to 2025**

**Mobility**

- Increased demand for road fuels in Spain
- **Sales in Service Stations in Spain** -15% vs. 2Q19 (from -22% 1Q21 vs. 1Q19)
- **End of State of Alarm** and easing of mobility restrictions in Spain
- **June** strongest month of the year

**Renewables**

- **Entry into the US market and greater visibility on the portfolio**
- **Solar**: started production in Kappa and Valdesolar
- **Wind**: started construction of Delta II and Pi
- ** Acquisition of Hecate Energy** provides access to >40 GW portfolio
- **First FID** approved in July

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

<table>
<thead>
<tr>
<th></th>
<th>1Q21</th>
<th>2Q21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>-22%</td>
<td>-15%</td>
</tr>
</tbody>
</table>

### Renewable generation target to 2025 increases from 5.2 to 6 GW

*Low Carbon generation objective raises from 7.5 to 8.3 GW in 2025* (1)

(1) Includes CCGT’s and cogenerations
## Financial results

### 2Q21 Results

<table>
<thead>
<tr>
<th>Results (€ Million)</th>
<th>Q2 2021</th>
<th>Q1 2021</th>
<th>Q2 2020</th>
<th>1H21</th>
<th>1H20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upstream</td>
<td>351</td>
<td>327</td>
<td>(141)</td>
<td>678</td>
<td>(51)</td>
</tr>
<tr>
<td>Industrial</td>
<td>166</td>
<td>73</td>
<td>8</td>
<td>239</td>
<td>296</td>
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<tr>
<td>Commercial and Renewables</td>
<td>127</td>
<td>101</td>
<td>42</td>
<td>228</td>
<td>163</td>
</tr>
<tr>
<td>Corporate and Others</td>
<td>(156)</td>
<td>(30)</td>
<td>(167)</td>
<td>(186)</td>
<td>(219)</td>
</tr>
<tr>
<td><strong>Adjusted Net Income</strong></td>
<td>488</td>
<td>471</td>
<td>(258)</td>
<td>959</td>
<td>189</td>
</tr>
<tr>
<td>Inventory effect</td>
<td>168</td>
<td>321</td>
<td>(298)</td>
<td>489</td>
<td>(1,088)</td>
</tr>
<tr>
<td>Special items</td>
<td>(69)</td>
<td>(144)</td>
<td>(1,441)</td>
<td>(213)</td>
<td>(1,585)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>587</td>
<td>648</td>
<td>(1,997)</td>
<td>1,235</td>
<td>(2,484)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Financial data (€ Million)</th>
<th>Q2 2021</th>
<th>Q1 2021</th>
<th>Q2 2020</th>
<th>1H21</th>
<th>1H20</th>
</tr>
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<tbody>
<tr>
<td>EBITDA</td>
<td>1,798</td>
<td>1,837</td>
<td>240</td>
<td>3,635</td>
<td>589</td>
</tr>
<tr>
<td>EBITDA CCS</td>
<td>1,565</td>
<td>1,395</td>
<td>641</td>
<td>2,960</td>
<td>2,096</td>
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<tr>
<td>Operating Cash Flow</td>
<td>902</td>
<td>1,030</td>
<td>268</td>
<td>1,932</td>
<td>864</td>
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<tr>
<td>Net Debt with leases</td>
<td>6,386</td>
<td>6,452</td>
<td>8,026</td>
<td>6,386</td>
<td>8,026</td>
</tr>
</tbody>
</table>
Outlook 2021

**Improved outlook to the end of 2021**

- **Production**: 590 - 600 Kboe/d • - 5% vs. previous guidance
- **Refining Margin Indicator**: $2 /bbl
- **EBITDA CCS**: ~ €6.1 B • + €0.3 B vs. previous guidance • ~ 50% higher than in 2020
- **Capex**: ~ €2.9 B • + €0.3 B (Low Carbon Platforms) vs. previous guidance • Expected €0.3 B Upstream divestments
- **Net debt**: ~ €6.1 B • 2020 closing net debt €6.8 B (hybrids transactions in 2021 €0.3 B)
- **Dividend**: €0.6 /share • Dividend only in cash starting in July’21

Better macro environment supports higher EBITDA and lower Net Debt

Brent 65 $/bbl, HH 3.0 $/MBtu

Note: This outlook only considers agreed inorganic operations
Conclusions

Strong strategic delivery in improving macroeconomic scenario

2Q21 results at pre-pandemic levels
- Adj. Net Income of €488 M 2Q21 vs. €497 M 2Q19
- Short term focus on capital discipline and cost efficiency
- Long term strategy driven by the Energy Transition

Increased renewable generation ambition to 2025
- Low Carbon generation objective increases from 7.5 to 8.3 GW (1)
- Higher visibility on the renewable portfolio following Hecate transaction

Progress in the transformation of Industrial assets
- Expansion of Sines aligned with Energy Transition
- H₂ ambition increased to 0.55 GW eq. in 2025 and 1.9 GW eq. in 2030 (2)

Capital allocation options in higher price scenario
- Accelerated investments in the Energy Transition
- Possibility to anticipate shareholder remuneration commitments

Repsol’s Low Carbon Day to be held on October 5th

(1) Includes CCGT’s and cogenerations. Renewable generation target to 2025 increases from 5.2 to 6 GW
(2) From 0.4 GW eq. in 2025 and 1.2 GW eq. in 2030 in SP
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