

# **Repsol Strategic Update** 2024-2027



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# Strategic Update 2024-27



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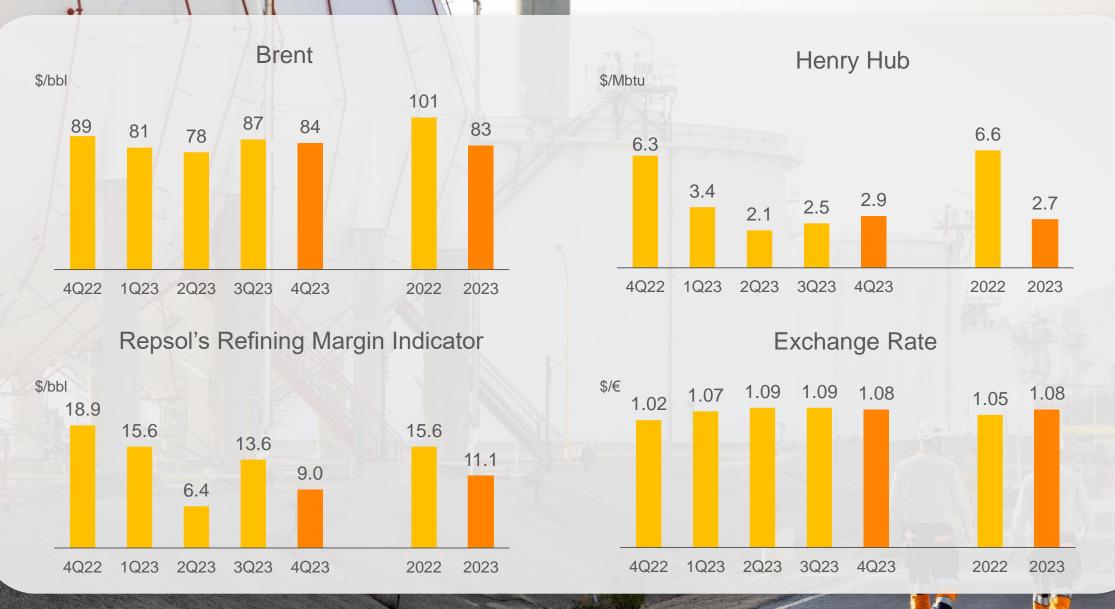




# 4Q & FY2023 Results

#### Market Environment

# Supportive commodity price scenario and resilient refining environment



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# Upstream Focus on development of growth projects and portfolio transformation





# **Adjusted Income**

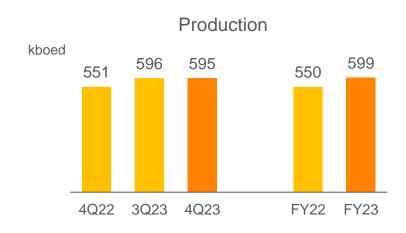
• 554 M€ in 4Q23: -7% vs. 4Q22

Lower realization prices partially offset by higher production and lower taxes

• **1.8 B€ in 2023:** -41% vs. 2022

# **Production**

- 595 kboed in 4Q23: +8% vs. 4Q22
   New wells in Marcellus and Eagle Ford, full consolidation of UK, partially offset by disposal of Canadian assets
- 599 kboed in 2023: +9% vs. 2022



# Agreement with Sinopec

- 1st Nov Repsol took full control of UK operations
- 1.1 B\$ net cash impact
- Included in Group's Net Debt as Dec'23

# Strong refining environment supported by products spreads





Industrial

# **Adjusted Income**

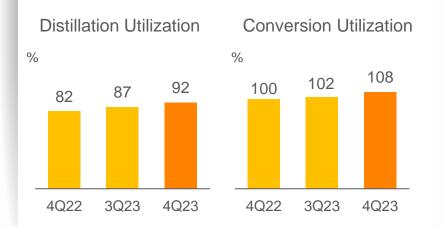
- 561 M€ in 4Q23: -51% vs. 4Q22. Lower results in Refining and Wholesale & Gas Trading
- 2.7 B€ in 2023: -16% vs. 2022. Lower contribution of Refining and Chemicals

#### Refining

FY23 margins benefited from strong demand, low inventories and strong product spreads

**Positive refining environment** momentum extended into 2024

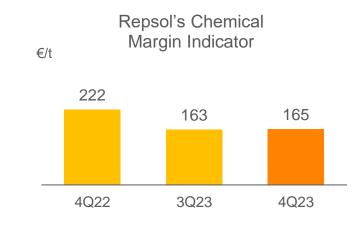
**Start-up** of **C-43 advanced biofuels plant** in Cartagena expected by the end of February



#### Chemicals

Weak demand in Western Europe. Prospects of recovery pushed back to 2024

-24% petrochemical margin indicator in
2023 due to lower prices partially offset by
lower energy costs and naphtha price



# Customer Successful multi-energy strategy supports record EBITDA levels in 2023



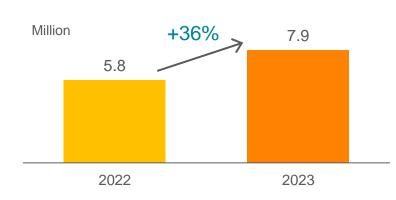


# **Adjusted income**

- 102 M€ in 4Q23: -36% vs. 4Q22. Lower direct sales and lower margins in LPG and Retail Power & Gas
- 614 M€ in 2023: +46% vs. 2022. Driven by Mobility business

# **Record EBITDA in 2023**

Multi-energy strategy built around Waylet app helping capture new clients, retain customer base and generate cross-selling opportunities



Number of digital customers

# Focus on project delivery and portfolio rotation





Low Carbon Generation

## **Adjusted Income**

- **16 M€** in **4Q23**: +129% vs 4Q22. Higher renewable generation partially offset by lower contribution of CCGT's and a lower pool price
- **75 M€** in **2023**: -48% vs. 2022. Higher production in wind and solar more than offset by lower pool price and CCGT's

# **Portfolio rotation**

- Incorporated Pontegadea as partner in 618 MW portfolio in Spain for 363 M€
- Acquisition of ConnectGen (782 M\$) expected to be closed in 1Q24
- 4<sup>th</sup> asset-level rotation completed by Repsol

# **Project delivery and pipeline**

- In 2023 started-up record 1.1 GW of new renewable capacity. 2.8 GW in operation in Spain, US, Chile and Italy
- Expect to add another 1.3 GW in 2024: new additions in Spain, start-up of Outpost and ramp-up of Frye in United States

# Financial results 4Q & FY23 Results



Results (€ Million)	4Q23	3Q23	4Q22	FY23	FY22	
Upstream	554	341	598	1,779	3,029	
Industrial	561	550	1,152	2,734	3,241	
Customer	102	190	160	614	421	
Low Carbon Generation	16	13	7	75	144	
Corporate and others	(38)	4	122	(191)	(61)	
Adjusted Income	1,195	1,098	2,039	5,011	6,774	
Inventory effect	(295)	347	(592)	(453)	78	
Special items	(543)	(64)	(375)	(1,274)	(2,507)	
Non-controlling interest	26	(16)	(43)	(116)	(94)	
Net Income	383	1,365	1,029	3,168	4,251	
Financial data (€ Million)	4Q23	3Q23	4Q22	FY23	FY22	
EBITDA	2,060	2,891	2,950	9,254	13,813	
EBITDA CCS	2,456	2,426	3,743	9,864	13,710	
Operating Cash Flow	2,244	1,298	2,804	7,064	8,923	
Net Debt	2,096	1,855	2,256	2,096	2,256	

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# Strategic Update 2024-27





Delivery 2021-2023 Repsol performance under SP 21-25







# Sources and uses of cash 2021-23

B€			
	27.8	27.8	
Sale 25% stakes in Repsol Upstream & LCG, and others <sup>1</sup>	4.2	4.7	Net debt reduction
Divestments and Asset Rotations <sup>2</sup>	2.1	3.6	Financial & others <sup>4</sup>
CFFO	21.4	6.2	Dividends & SBB <sup>3</sup>
		13.4	Gross Capex
	Sources	Uses	

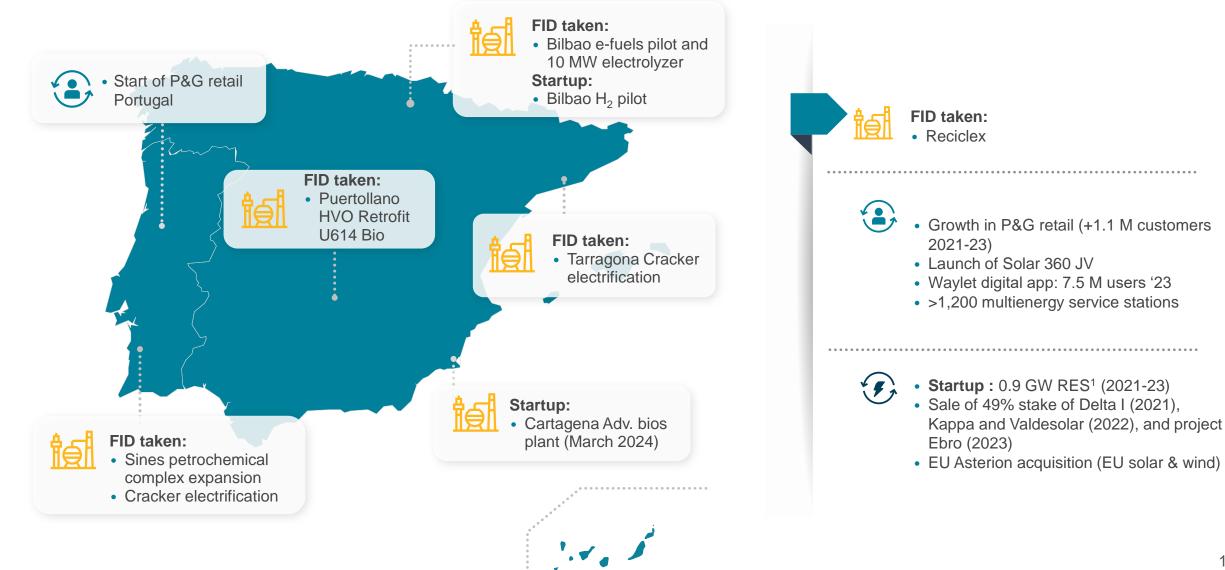
Exceeding the financial targets we set in the SP 21-25 for 2021-23

- CFFO: 7.1 B€/y (actual) vs. 5.6 B€/y (plan)
- Dividends: 0.63 & 0.70 €/sh in 2022 and 2023 (actual) vs. 0.60 & 0.65 €/sh (plan)
- Share buybacks: 310 M shares (actual) vs. 100 M shares in 2022-23 (plan)
- Gross capex: 4.5 B€/y (actual) vs. 3.6 B/y (plan)
- Net debt: -4.7 B€ (actual) vs. commitment in SP 21-25 to maintain net debt across cycle

Extra cash generated allocated in similar amounts to distributions, Capex and debt reduction

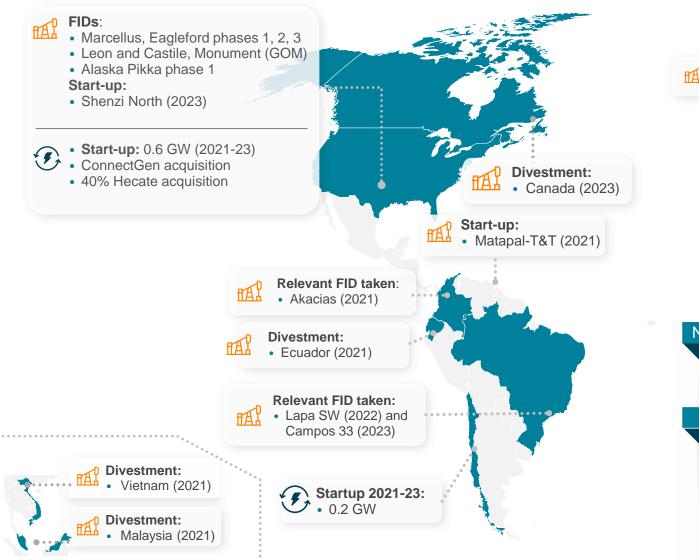
# Highlights Intense activity across our portfolio to deliver on our strategy Selected milestones





#### 1. RES stands for renewable generation (hydro, solar and wind).







#### New Business Partners

• 25% LCG equity sale to EIP and CA (0.9 B€)

Start-up:

• 25% Upstream equity sale to EIG (3.4 B\$)

#### Corporate programs

- Digital program 1st wave (18-22): +800 M€/y CFFO impact<sup>1</sup>
- Launched 2nd wave (23-27), +200 M€ impact<sup>1</sup> in 2023
- Procurement program, savings 21-23: 750 M€
- Corporate perimeter: ~16% savings vs. 2019
- Talent program: +33% female leadership

# Delivery 2021-2023

# Outstanding progress in SP 21-25 operational targets



		2023	SP 21-25 targets	Progress
∰ Upstream	Upstream production	21-23 avg: 573 kboed	21-25 avg: ~650 kboed	
≜_fl	Renewable fuels capacity	1.0 Mton	2025: 1.3 Mton	
ि Industrial	Green H <sub>2</sub> capacity	2.5 MW pilot	<b>2025</b> <sup>1</sup> : 0.55 GWeq	
Customer	Clients	P&G: 2.2 M Digital: 7.9 M	2025: P&G: 2 M Digital: 8 M	
ECG	Renewable capacity	2.8 GW	2025 <sup>1</sup> : 6 GW	
	Emissions intensity	-9.6% vs. 2016	<b>2025:</b> -15% vs. 2016	
Group	Corporate costs	~ -16% vs. 2019	2025: -20% vs. 2019	
	New business partners	GLOBAL ENERGY PARTNERS	New partners	

Above target On track





# Strategic Update 2024-2027



# Positive fundamentals outlook for our businesses



Macro

Shifting balance on **Energy Trilemma** 

- Increasing balance across Climate, Security of supply and energy Affordability
- Climate change still on the top of the agenda for public opinion, regulators and companies
- Energy industry increasingly large part of the solution





- Long term secular growth in energy demand
  - Global population and higher living standards...
  - ...despite efficiency gains
- Oil and gas to maintain a key role in energy mix
- Solid outlook for Refining margin and better Chemical market aligned with the cycle
- Constrained supply driven by recent years under-investment and resilient demand



- Positive regulatory development across geographies (EU, US, APAC)
- Mix of energies needed to • address decarbonization ambition
- Large investment required to support decarbonization across the energy value chain
  - Return on capital required to attract investment
- Growing margin pool with strong opportunities for leading players

Central scenario			
	'24	'25-'27 <sup>1</sup>	
Brent (\$/bbl)	80	70	
Henry Hub (\$/Mbtu)	3.0	3.5	
Ref. Margin <sup>2</sup> (\$/bbl)	8.0	6.0	

Lower scenario				
	'24	'25-'27 <sup>1</sup>		
Brent (\$/bbl)	80	55		
Henry Hub (\$/Mbtu)	3.0	3.0		
Ref. Margin <sup>2</sup> (\$/bbl)	8.0	4.5		

# Facing changing Energy Transition from a position of strength





# Leveraging our unique strengths ...

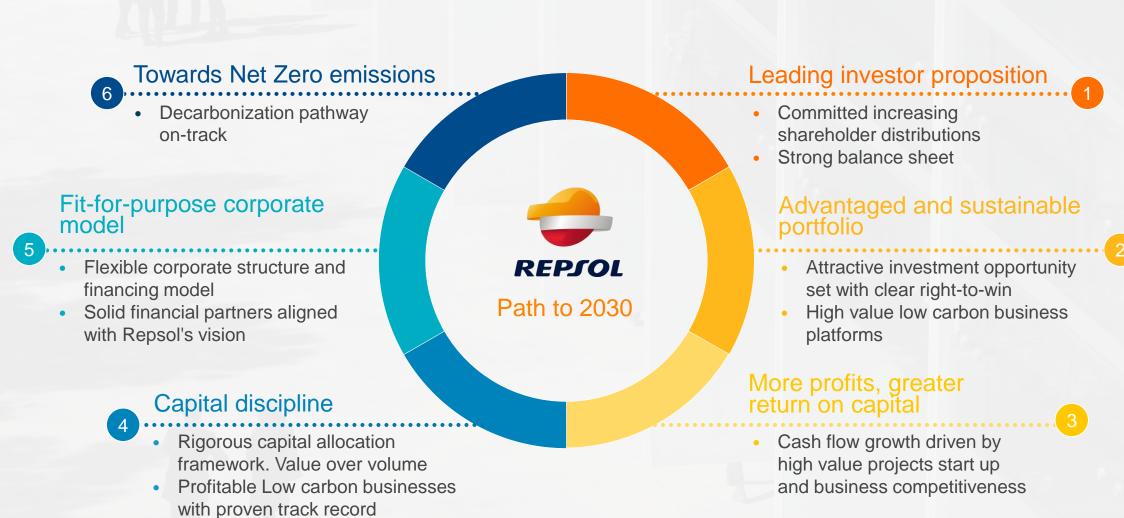
- World class industrial assets
- Leading markets shares in our core markets
- Value creation track-record in new low carbon businesses
- Attractive project pipeline across the value chain
- Integration advantage
- Strong balance sheet

...with a bold approach to the Energy Transition

- Energy mix diversification and lower carbon
- Balanced geographical footprint
- Discipline: Value over volume
- Playing to our strengths:
  - Max return of legacy businesses
  - Advantaged low carbon businesses scale-up
- Active portfolio rotation and optimization
- Building optionalities and partnerships

# Strategic pillars for our ambitious journey to thrive in Energy Transition





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# Enterprise Capital Allocation framework 2024-27 with priority to shareholder pay-outs





# 25-35 % CFFO distributions

#### Enhanced and committed shareholder distributions

Dividends + SBB: 25-35% CFFO •

1. Leading investor proposition

- 2024 DPS: 0.9€/share (+30% vs. 2023) ٠
- Total dividend growth: +3% p.a. • (DPS growth: 3% + change in shares outstanding) Up to 5.4 B€ SBB program in '24-'27
- •



## 1. Leading investor proposition

# Attractive and committed growing dividend proposal: Up to 10 B€ in total distributions

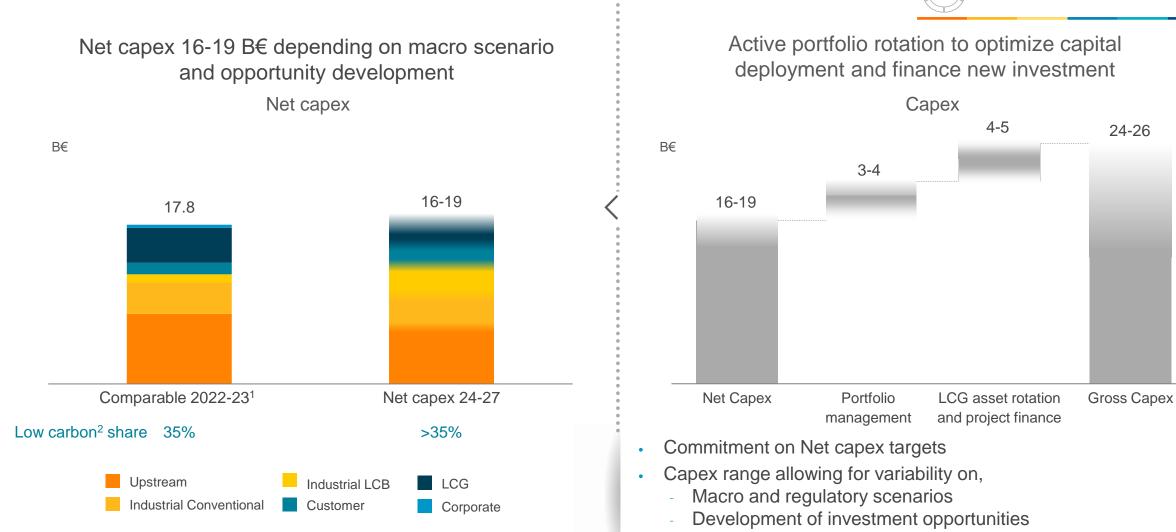
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# Distributions policy

- Increase dividend in 2024 to €0.90 DPS
  - +30% growth vs. 2023
- Total cash dividend 4.6 B€ in 2024-27
  - Committed 3% p.a. cash dividend growth from 2024
- Complemented with SBB to reach target of 25-35% CFFO
   Up to 5.4 B€ in SBB '24-27
- Up to 10 B€ in total distributions
- DPS growth: 3% cash dividend growth + change in shares outstanding







- Portfolio management progress

1. Average 22-23 Net Capex prorated in 4 years. 2. Includes Upstream CCS/Geothermal projects, LCG, Industrial LCB, decarbonization / low carbon investments in Industrial Conventional assets and low carbon investments in Customer (e.g. e-mobility, distributed generation, etc.).

# Well-defined strategic priorities across the portfolio



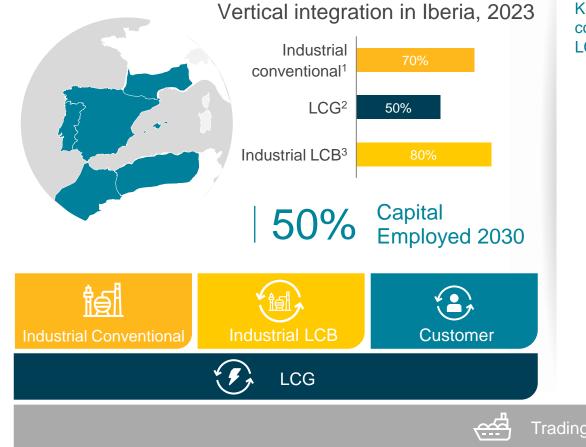


**Exploit integration advantage across value chains** 

- Prepare for a potential listing event
- low carbon in Iberia and then, US
- multi-energy model



# **Iberia Hinterland**



Key integration advantages in our conventional businesses and new LC platforms

- Diversification of risk exposure
- Resilience and supply/ consumption guarantee
- Optionality
- Adaptation to regulatory changes
- Synergies in low carbon businesses

# USA





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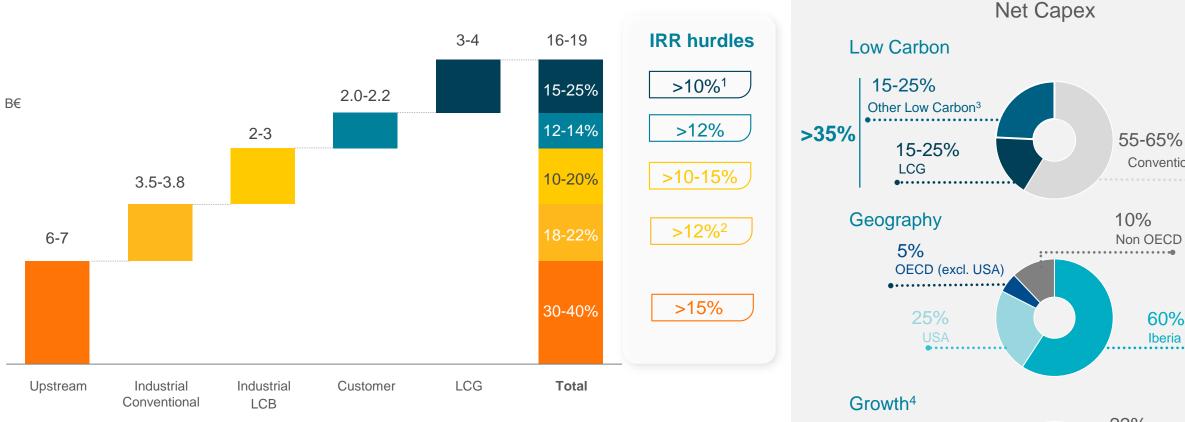
30%

Trading and optimization

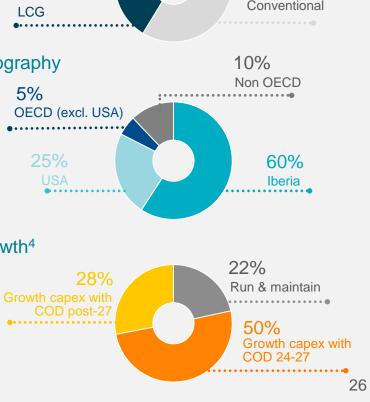
# 2. Advantaged and sustainable portfolio

# Investment profile aligned with portfolio transformation on an attractive opportunity set

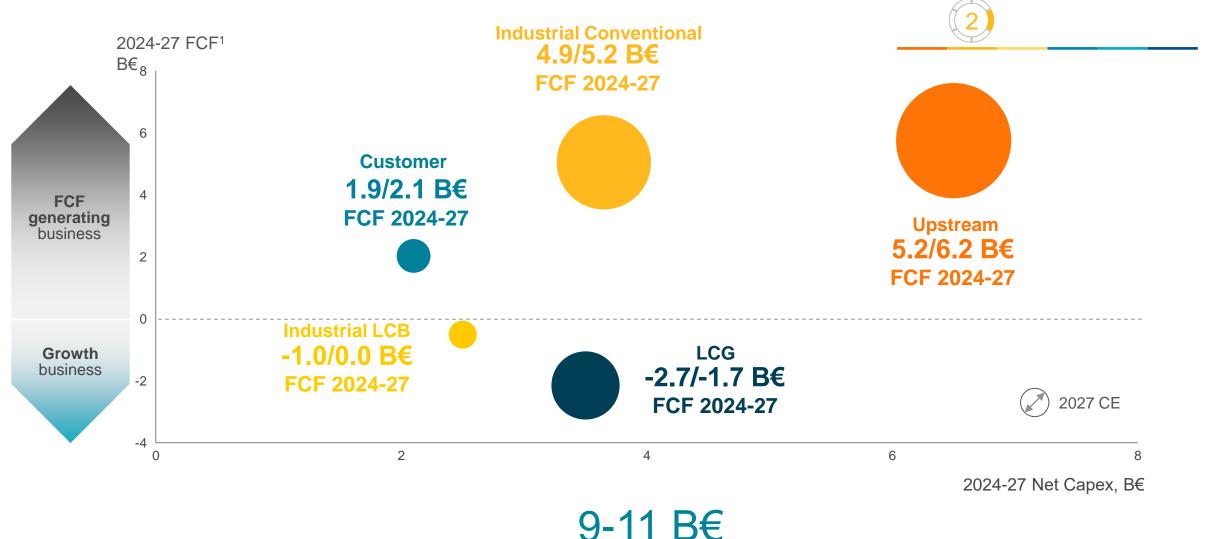
Business Net capex breakdown 2024-2027



1. Equity IRR. 2. Refining, Chemicals and Trading. 3. Includes Upstream CCS/Geothermal projects, Industrial LCB, decarbonization / low carbon investments in Industrial Conventional assets and low carbon investments in Customer (e.g. e-mobility, distributed generation, etc.), 4. Capex post LCG asset rotation and project financing. Note: Corporate accounts for ~2% net capex 2024-27. Considers Central-Lower scenarios; Industrial LCB: Industrial Low Carbon Businesses.







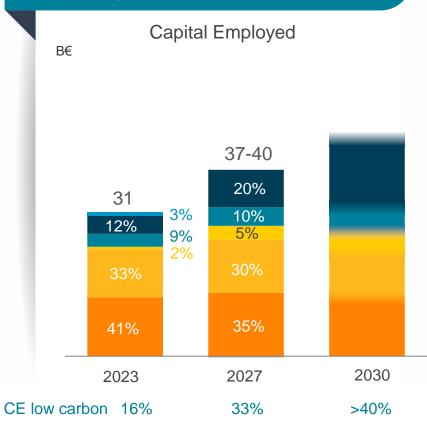
2. Advantaged and sustainable portfolio

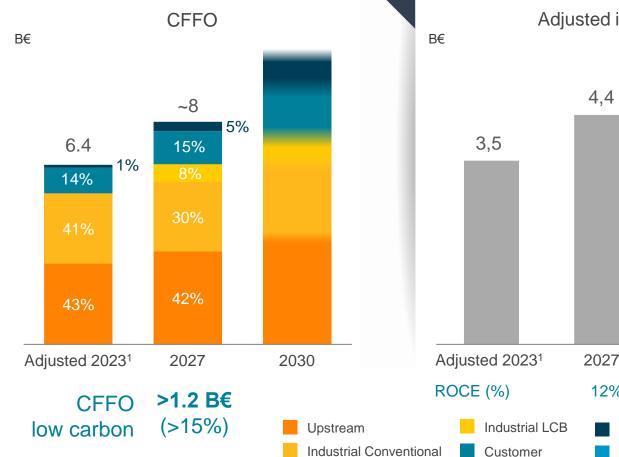
# A more sustainable, resilient and profitable company





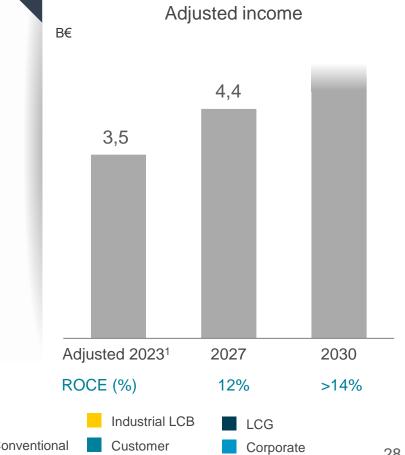
An evolving portfolio footprint with advantaged business platforms...





... with strong cash flow growth...

# ... and generating solid returns

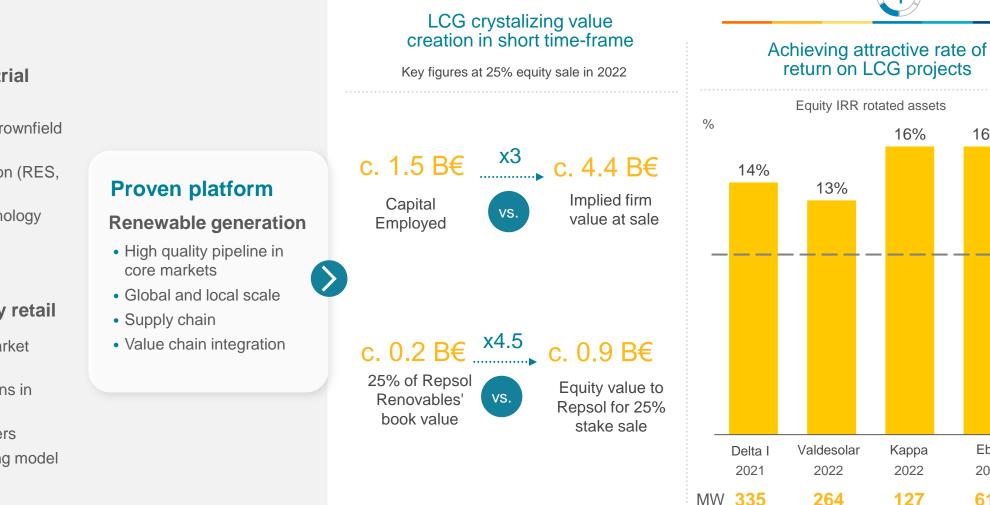


1. 2023 adjusted to 2027 Central price scenario. Adjusted for extraordinary charges. Note: Industrial LCB: Industrial Low Carbon Businesses.

# 4. Capital discipline Building low carbon business platforms with strong right-to-win and attractive returns



16%



Advantaged platforms & Capital discipline = Superior returns

# Core business advantage

# Low carbon industrial business

- Industrial sites (i.e. brownfield investment)
- Value chain integration (RES, Retail)
- Feedstock and Technology
- Trading

# Low carbon energy retail

- 20% energy retail market share
- >3.800 service stations in Iberia
- 7.9 M digital customers
- Multi-energy operating model

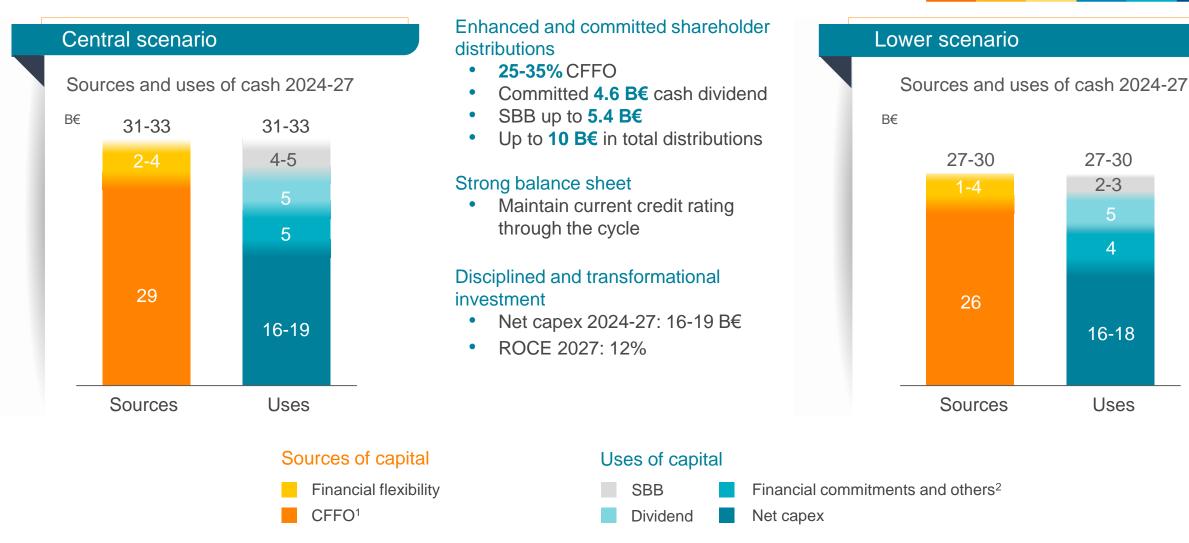
Ebro

2023

618





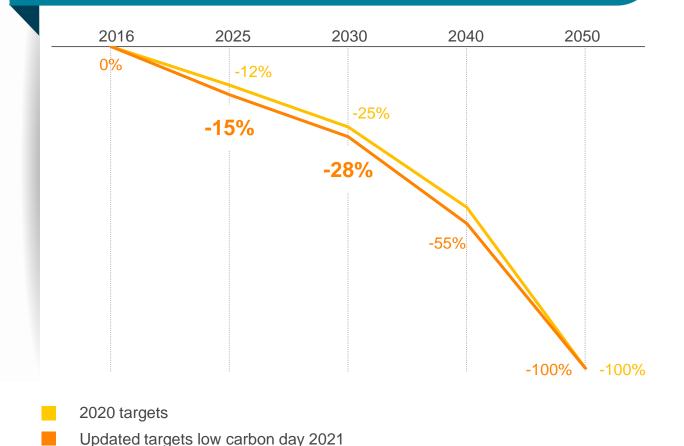


1. Includes dividends from deconsolidated LCG RoW assets and minority shareholder equity contributions. 2. Includes dividend to partners, lease payments and interests, and debt & hybrid interests.

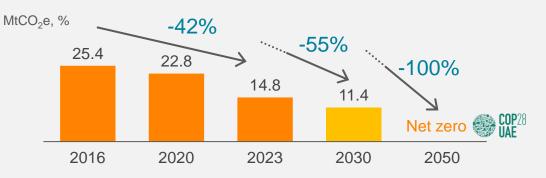
# Commitment to our Net Zero path with firm short-term targets



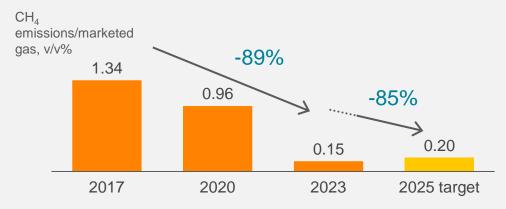
# Carbon intensity indicator reduction targets gCO<sub>2</sub>/MJ reduction, %



• Net zero absolute emissions (Scope 1+2) by 2050



- 30% scope 1+2+3 absolute net emissions reduction by 2030<sup>1</sup>
- Methane emissions intensity reduced to 0.20 by 2025



• Zero Routine Flaring by 2030, >50% reduction by 2025

# **Strategic priorities**

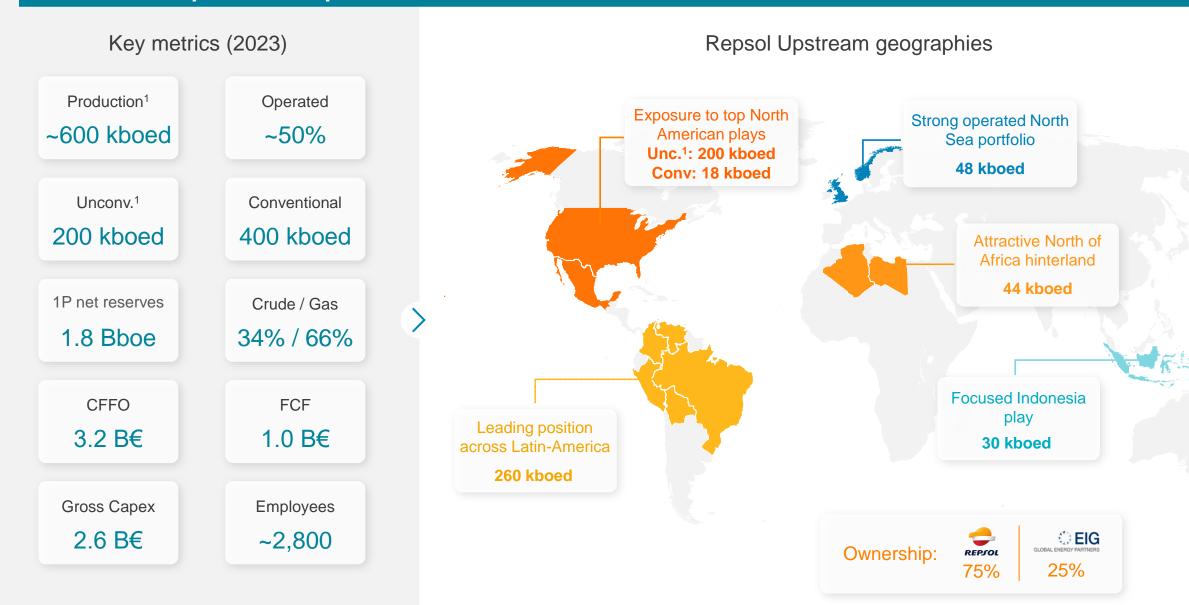






# Upstream International portfolio of positions in world class basins

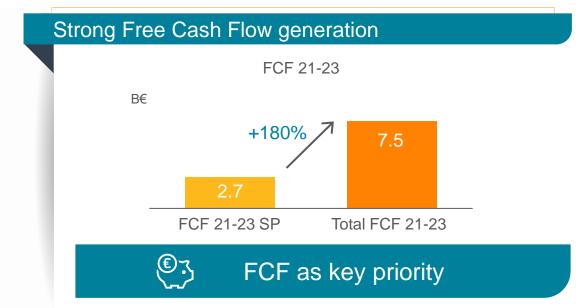




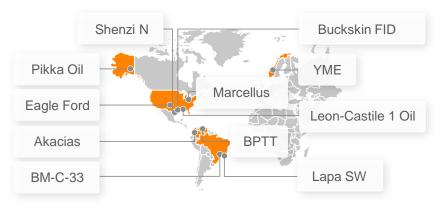
#### Upstream

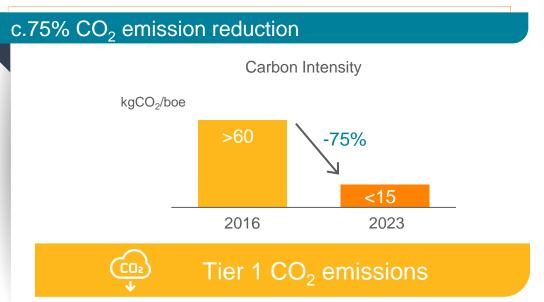
# Strong progress against the different objectives set out in the SP 21-25

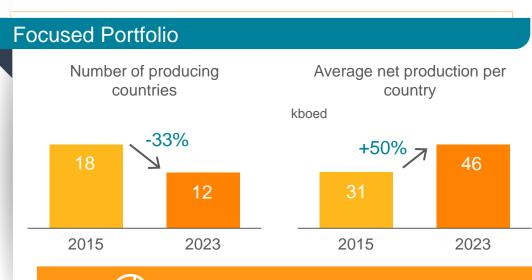




# Key projects FID taken and delivery







Focused portfolio

# **Repsol Upstream main strategic lines 24-27**





# Reduce breakeven and gain scale

- Increase operated production and inventory
- Optimize unconventionals operating model
- Improve capital efficiency



# Conventionals

# Produce higher margin / lower carbon barrels

- Deliver safely key projects in value and in time
- Integrate UK operations
- Optimize cash generation in assets
- Capture emerging
   opportunities in the portfolio

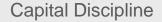
Low Carbon Solutions

# Reduce emissions and build a focused business

- Accelerate asset de-carbonization
- Build project funnel for CCS and geothermal
- Consolidate capabilities

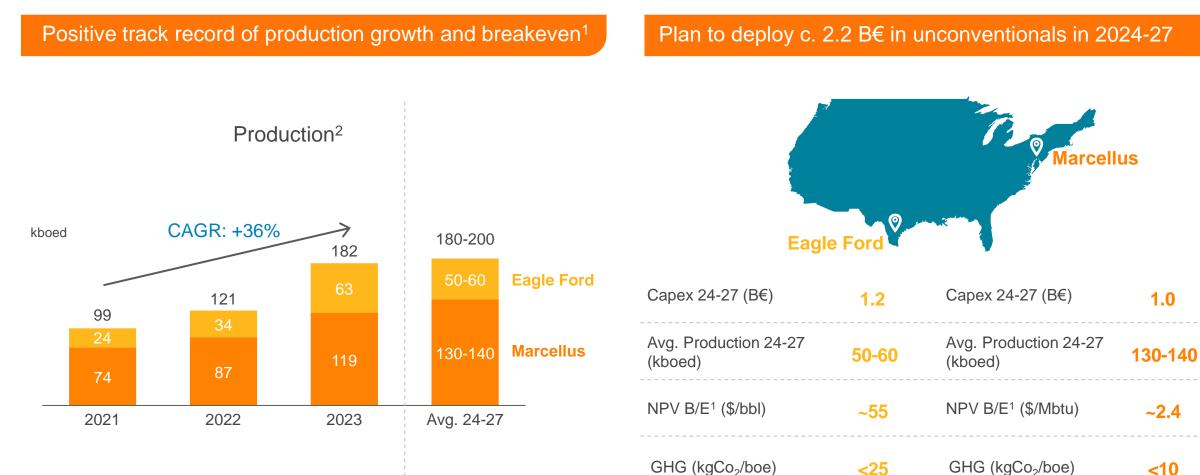
Portfolio upgrade: More focused and greater value potential

Strategic enablers



#### Upstream

# Unconventionals - Investing 2.2 B€ in an increasingly core business platform for Repsol



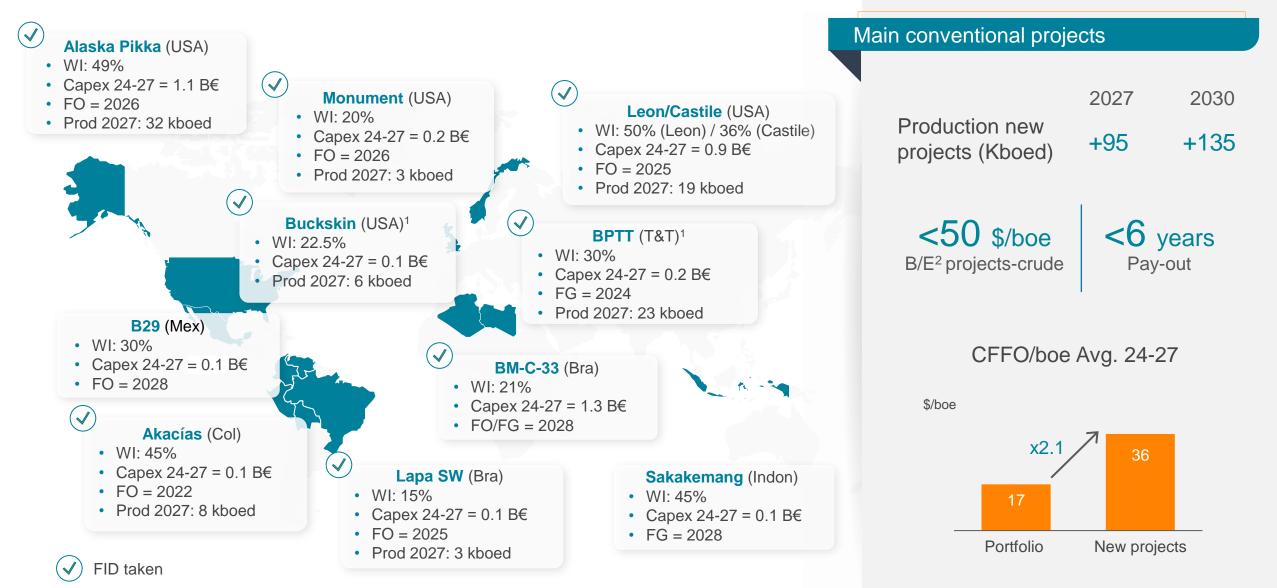
Accelerate Unconventionals Operating Model through 2024

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#### Upstream

# Conventionals - Attractive projects bringing material new production and high-margin





1. Buckskin and T&T metrics consider additional contribution from new projects. 2. B/E: NPV Breakeven.

#### Upstream

# Deep-dive into key development projects in the portfolio



#### **BMC 33**

#### Largest pre-salt discovery in the Campos basin

- World class asset in Brazilian presalt Campos area
- Key gas (55%) supplier to domestic market with growing demand in conjunction with 45% of high margin liquids
- Operated with FPSO capable of processing gas and oil/condensate for sale without further onshore processing
- Low carbon intensity (4 kgCO<sub>2</sub>/boe)

<40 \$/bbl	33 \$/boe	<45 \$/bbl
Breakeven <sup>2</sup>	CFFO/boe	Breakeven <sup>1-2</sup>
44 kboed	45%	32 kboed
Peak oil/gas (2029)	% oil	Peak oil/gas <sup>1</sup>
(2029)		(2027 phase 1)

### Alaska Pikka

One of the largest discoveries in US onshore

- Advantaged onshore position, utilizing extensive existing infrastructure
- Project designed in phases to provide capital flexibility as required
- Long production plateau
- Increased oil exposure for Repsol
- Low carbon intensity (12 kgCO<sub>2</sub>/boe)

45 \$/boe

CFFO/boe<sup>1</sup>

100%

% oil<sup>1</sup>

#### Leon/Castile

A strategic discovery in the Gulf of Mexico

- Increased presence in core area for Repsol
- Establishment of a production hub in the Wilcox play (GoM)
- Project enables a wide-range of follow-up opportunities in both the exploration and infrastructure side
- Provides production flexibility to the portfolio

<45 \$/bbl

Breakeven<sup>2</sup>

20 kboed

Peak oil/gas

(2028)

• Low carbon intensity (5 kgCO<sub>2</sub>/boe)

49 \$/boe

CFFO/boe

94%

% oil

## **B29** Polok/Chinwol

#### Future growth and potential basin consolidator

- Deep water oil discovery in the Mexico's Gulf of Mexico
- High quality reservoirs and production with high IRR and short payback period
- Operated asset by Repsol through FPSO
- Low carbon intensity (8 kgCO<sub>2</sub>/boe)

<45 \$/bbl Breakeven<sup>2</sup>

17 kboed Peak oil/gas (2030)

37 \$/boe CFFO/boe

> 95% % oil



Key goals for Repsol Upstream portfolio management 24-27



Focus the portfolio on areas of competitive advantage and higher value



Risk diversification in the portfolio



Finance peak investments while maintaining distributions



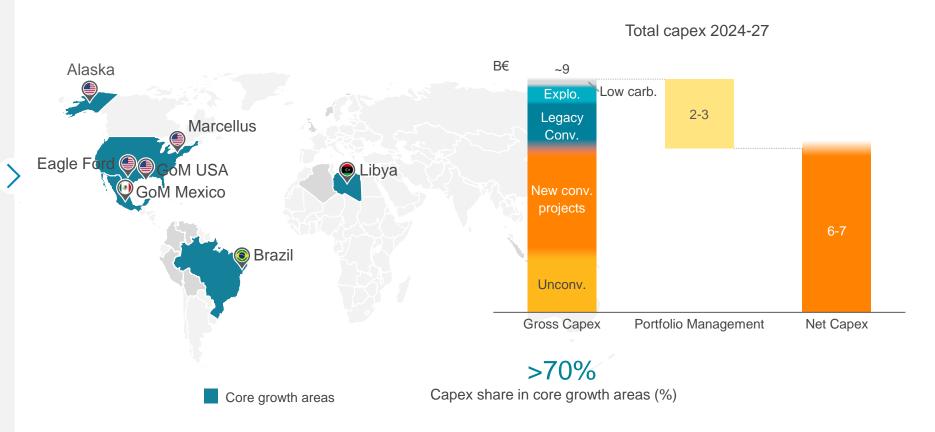
Reinforce replacement of the portfolio post 2027+



Align the portfolio with the potential listing event

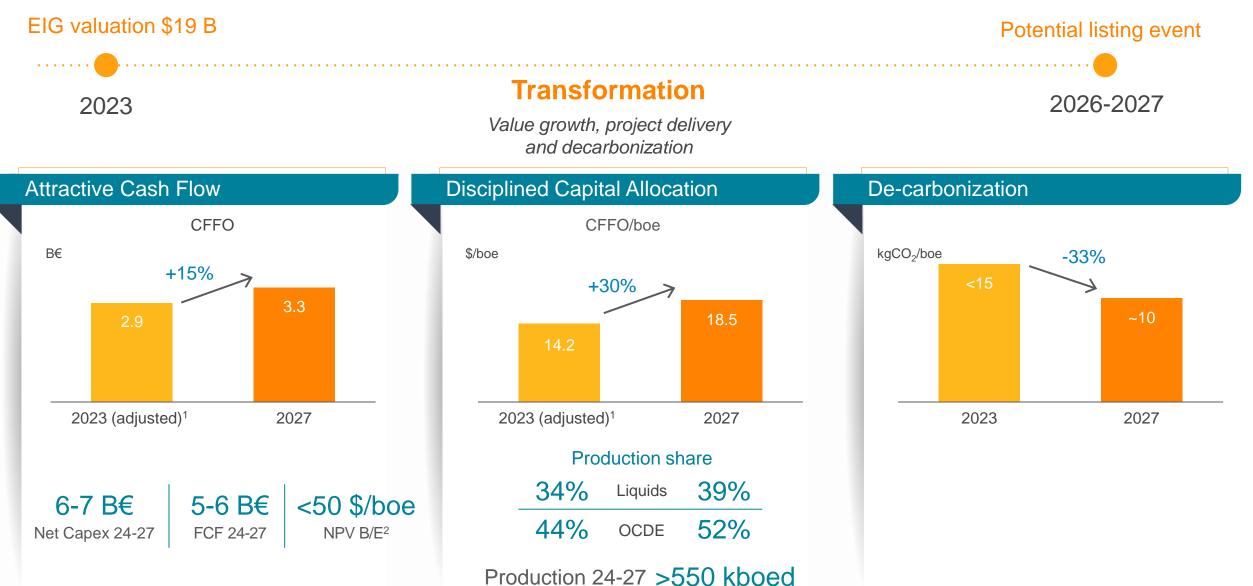
#### Repsol Upstream focusing portfolio on core growth areas

Active management of optionalities for portfolio upgrade and optimization









# **Strategic priorities**







#### Industrial

# Highly competitive industrial system with strong economic and sustainability performance

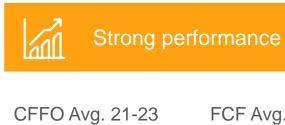


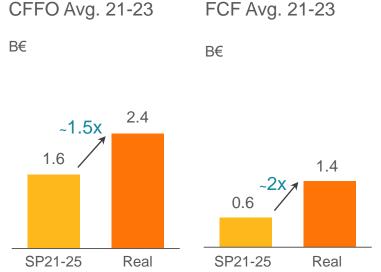
World-class assets

- Leading position in EU refining benchmarking
- Cost competitiveness: -0.9 \$/bbl reduction in refining B/E<sup>4</sup> (23 vs. 20)
- Highly integrated system<sup>1</sup> maximizing value chain optimization and supporting businesses during downturns<sup>2</sup>

Positioning in Solomon benchmark for Net Cash Margin<sup>3</sup>:

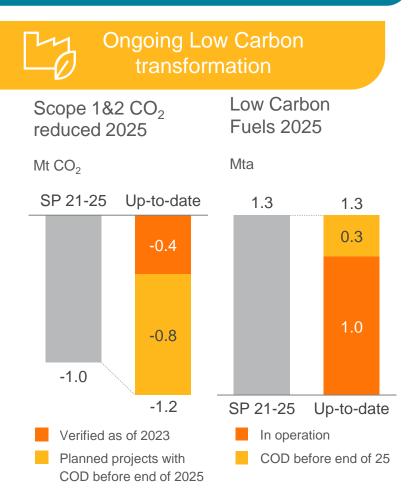






Main performance levers,

- Improved competitiveness increased margin gain vs. international reference
- Stronger growth in Trading
- Better macro environment than expected



- Successful C43 (Advanced Biofuels Plant in Cartagena, COD 24Q1)
- On track: U-614 retrofit (Puertollano) and Sines
   project for 2025 start up

1. Integrated system includes Refining, Chemicals, Trading and Retail. 2. Resilience in down cycles, e.g.: 2021 EBITDA CCS Chemicals 950 M€ offsetting Refining EBITDA CCS 148 M€; 2023 EBITDA CCS Refining 2,615 M€ offsetting EBITDA CCS Chemicals -83 M€. 3. Benchmark represents peers' performance in cash margin (\$/bbl net input) each year. 4. B/E: EBITDA CCS breakeven.

#### Maximize the level of profitable activity

#### **Develop renewable fuels hubs**



#### Implement extensive efficiency and decarb programs supported by

- Digitalization
- Electrification
- Joint refining & chemicals
   optimization

#### Level up Trading portfolio

with structural positions that underpin the value of current and future industrial assets, and hinterland development Reinforce portfolio quality and resilience through

- Olefins integration (Sines)
- Growth in differentiated
   products

Lead circular & low carbon transformation in Iberia

Lead renewable fuels business in Iberia, initiating the journey to transform Repsol's sites into Renewable & circular hubs taking advantage on existing assets, and access to feedstocks through strategic partnerships and renewable fuels regulatory incentives Potential to develop a low carbon platform in the US, building on its attractive regulation and leveraging Repsol's capabilities

REPJOL

#### Industrial

# Improving competitiveness across the conventional businesses





**Reduce Refining and Chemicals breakeven** and decarbonize operations

B/E<sup>2</sup> reduction targets 2024-2027

-1.1 \$/bbl Refining

-26 €/t

Chemicals

Energy efficiency & renew. electricity







Value Chain Optimization

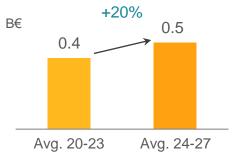


New organizational model

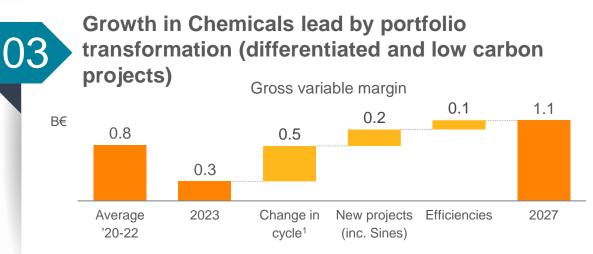


#### New role of Trading driving returns growth and protecting refining utilization

Trading & WGT EBIT



- Grow in structural positions in Americas • and Asia
- · Expand bunker activity globally with multi product offerings
- Enter new LNG sales contracts and • create optionality for arbitrage



Differentiated and circular products sales growth (from ~20% to ~40% of total chemical sales), with commodity sales stable

#### Industrial

Leveraging Repsol sites to develop profitable transformational projects and leading renewable platforms Subject to fiscal and regulatory framework

#### A focused technology roadmap in Industrial Low Carbon business...

#### ...with a highly attractive project pipeline

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# Examples

# C43 plant in Cartagena

#### **Commercial operation date: 2024**

# Integrated lipidic biofuel capacity to fulfil renewable middle distillate demand via the most competitive route

- HVO/SAF: Attractive and high growth market with high demand from Repsol Client business
- Most competitive route to fulfill renewable middle distillates demand
- Benefiting from synergies in Capex and Opex from the refinery
- Optionality to produce HVO or SAF
- Advantaged advanced residues feedstock ensured for project
- Developing valuable experience and track record for future HVO/SAF projects
- Supported by a European Investment Bank's loan (120 M€)





# Electrolyzer in Tarragona

#### **Commercial operation date: 2027**

# Leveraging our own consumption, and our integrated position in a favorable geography

- Green hydrogen to supply 24% of our Tarragona hydrogen needs
- Leveraging existing infrastructure to optimize capex and opex
- Value of green hydrogen generated in refineries driving attractive economics for an integrated player such as Repsol:
  - Grey hydrogen substitution
  - Green premia to comply with Renewable Fuels Standards
  - Potential third-party sales
- Advanced Energy Management capabilities and Repsol renewable footprint generating advantaged green power sourcing
- Awarded with a grant from the EU Innovation Fund to further support the economics

300 M€ Capex >10% Repsol IRR



# Industrial Main targets 2024-2027

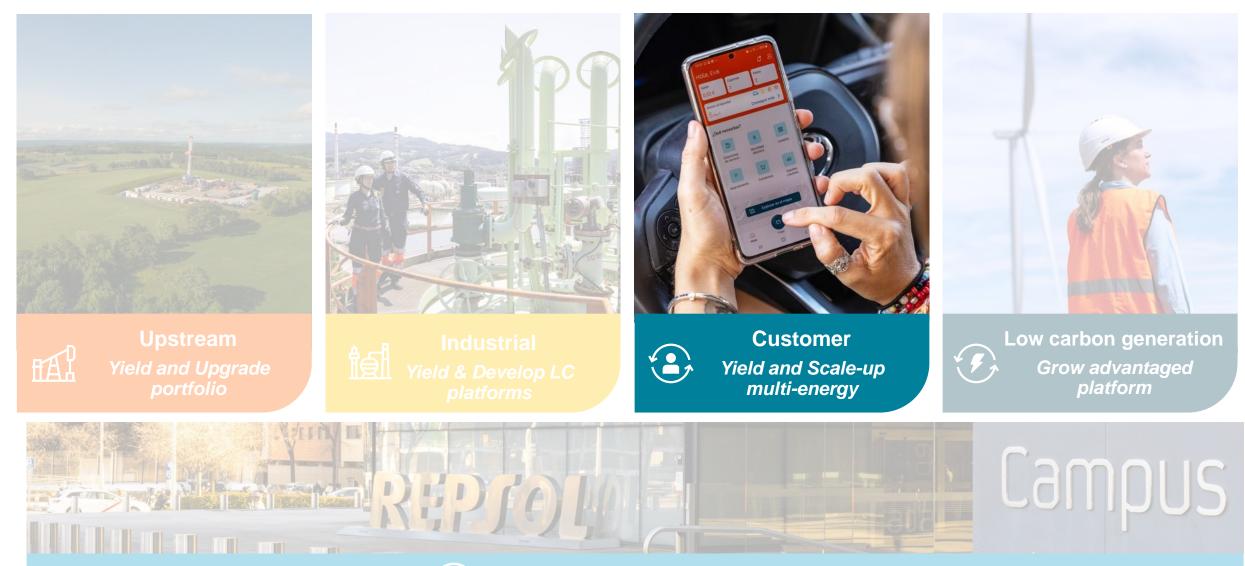




1. 2023 adjusted to 2027 Central price scenario. 2. Includes efficiency, electrification and other low-carbon projects in refining and chemical plants. 3. Includes co-processing, ETBE and renewable H<sub>2</sub> as intermediate 4. Electrolyzer capacity with offtake rights, plus renewable hydrogen using biogas as feedstock. 5. B/E: EBITDA CCS breakeven. Note: LCB: Low Carbon Business.

# **Strategic priorities**







#### Customer

# The leading energy retailer in Iberian peninsula with performing business and growth track record

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## Customer Strategic lines 24-27: transforming our business to thrive in an evolving margin pool

Differentiation

Efficiency and

Non-oil growth

Selective network

Low carbon fuels

optimization

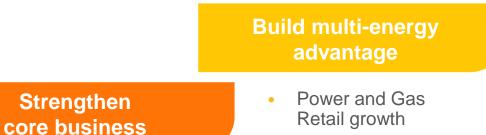
expansion

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Transform our business to maintain our leadership and accompany our customers in their energy transition



 Build multi-energy platforms

- Value proposition
- Digital
- Physical channels

• e-Mobility

Distributed Generation

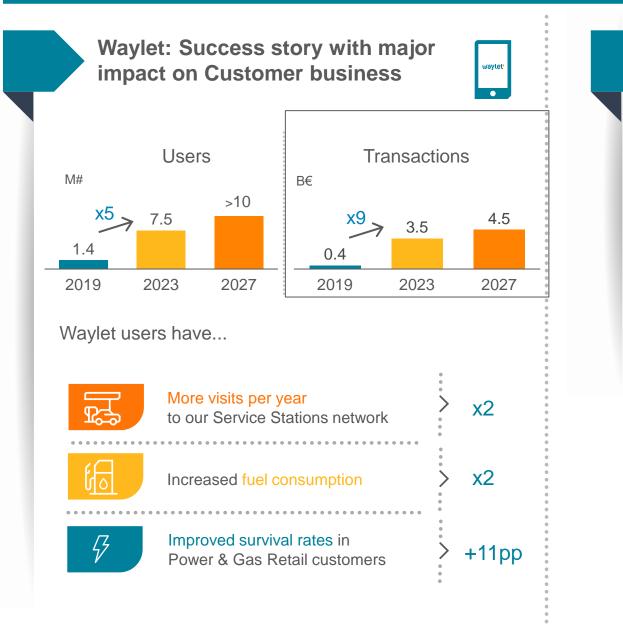
Scale new business platforms

- Lubes international growth
- New businesses



#### Customer

# Proven capacity to develop innovative business models that drive growth and advantage



# Repsol Customer business is the fastest growing power retailer in Iberia with an innovative approach

Successful combination of inorganic build up strategy (i.e Viesgo, Gana, CHC) and fast organic growth to become 4th largest player in Spain

Multi-brand approach with 4 platforms (Repsol Spain & Portugal, Gana Energía and CHC) with different market strategies

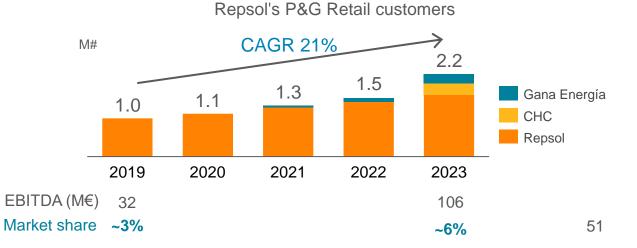
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- Different brands, market positioning and customer profile
- Differentiated and specific growth channels

#### Multi-energy strategy

• Transforming Repsol channels to multi-product and development of innovative multi-product loyalty program



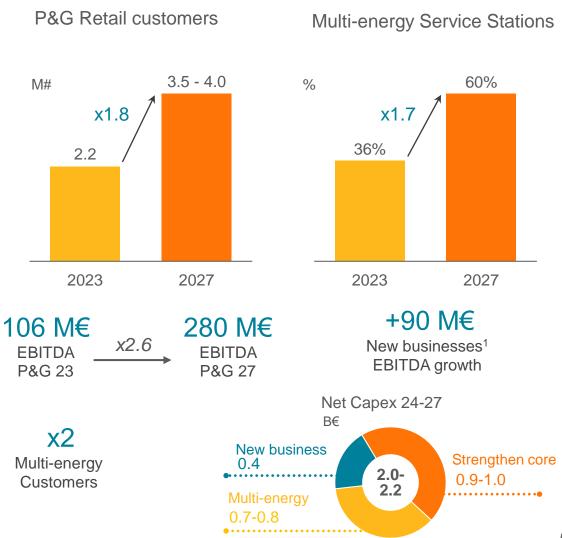
# Customer Main targets 2024-2027





# Strengthening core business Non-oil margin 177 M€ x1.3 142 2023 2027 >33% Iberia road transportation market share 7.9 M >11 M x1.4 Digital Digital customers 23 customers 27

## Thriving in multi-energy and growing in low carbon



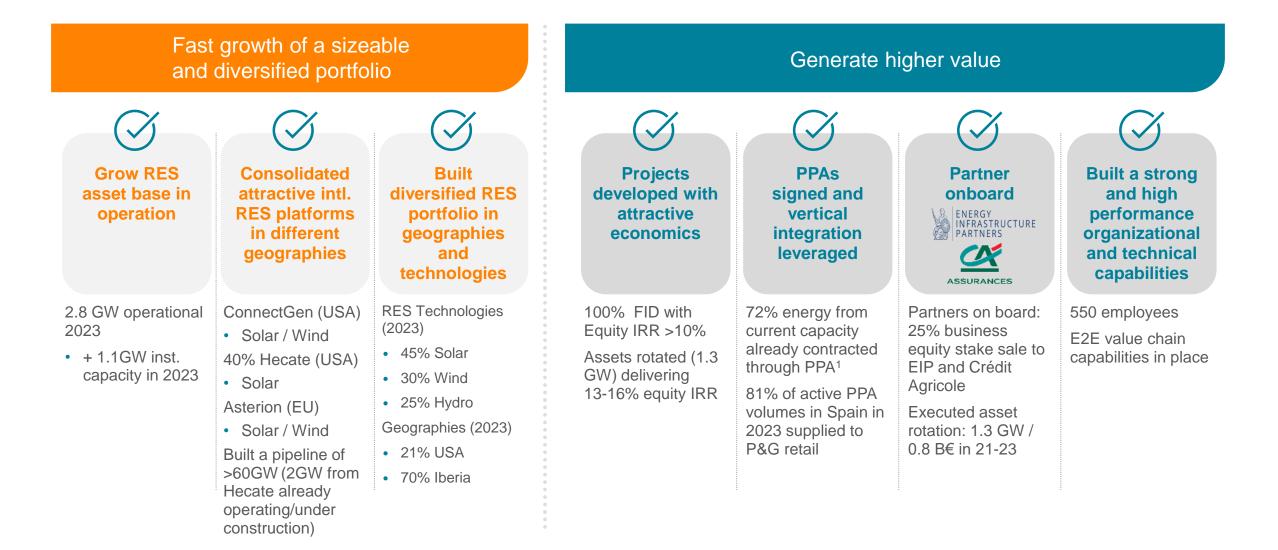
# **Strategic priorities**











# LCG Main strategic lines for 2024-2027



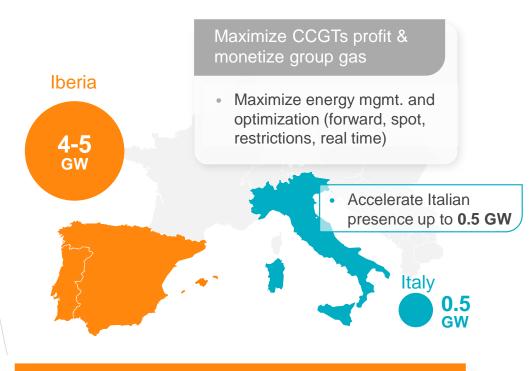


#### Build US platform

- Develop 2-3 GW additional capacity 24-27
- Consolidate pipeline with ConnectGen with increased wind share
- Deploy new operating model for US platform

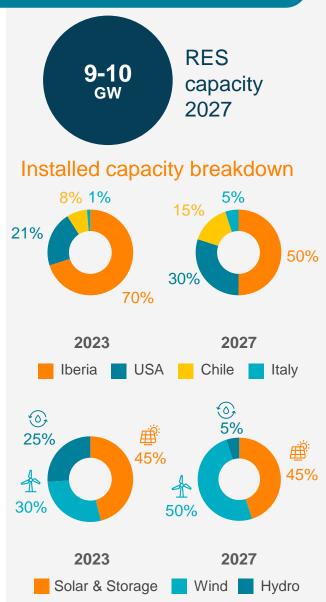
Chile Chile: Control and full consolidation of Ibereólica JV

GW



#### Develop and optimize Iberian portfolio

- Develop and optimize Iberian portfolio: 2-3 GW in 2024-27
- Progress Aguayo II with focus on regulatory support
- Develop integration advantage in Green H<sub>2</sub>
- Leverage flexibility provided by hydro and gas positions
- Offshore wind: monitor opportunities



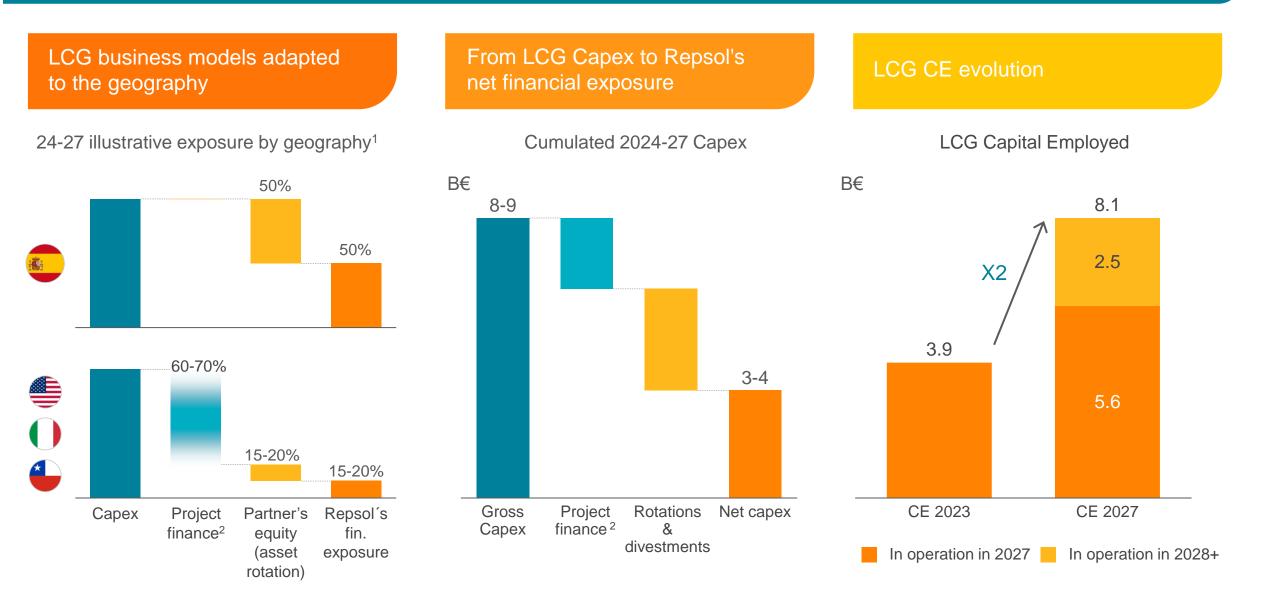
Installed capacity in 2027

Х

GW

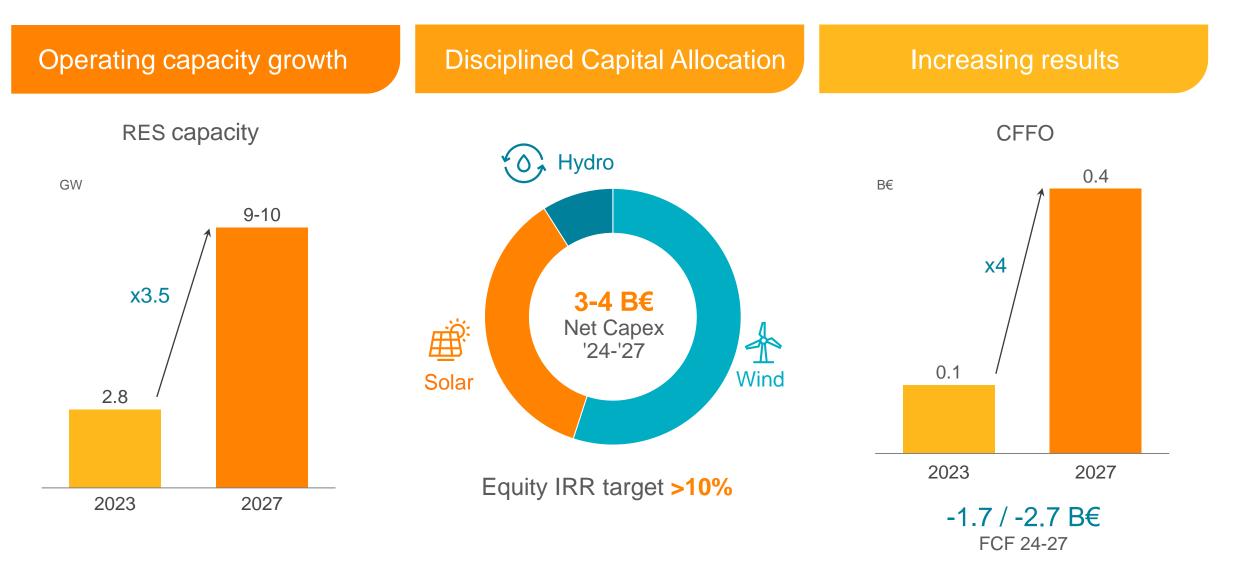
# Optimizing financial structure and returns through systematic portfolio rotation





LCG





# **Strategic priorities**







#### Strategic enablers

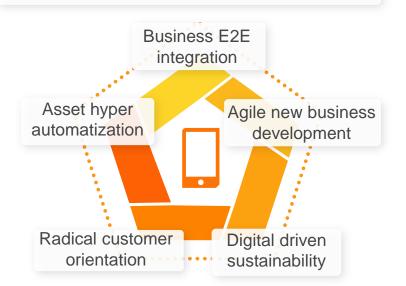
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# Digital, Talent and Technology as critical enablers to underpin successful delivery of the plan



2nd Digital wave driving up the use of data and AI to transform businesses

Five cross business digital strategic lines...



...With Gen AI boosting business productivity & Digitalizing all <u>employees</u> to enable digital transformation at scale.

+800 M€ Pre-tax CFFO + Capex savings '27 vs. '22 **130 M€/y** Avg Capex 23-27



**Talent** program supporting business transformation

Update of the key Talent Management Principles enabling each business strategic priorities





**Technology**: innovating with transformative technologies focused on low carbon

**Technologies** across the low carbon value chain...

- Waste processing
- Electrolysis and renewable H<sub>2</sub> production
- Energy management
- CCS/CCU
- Methane abatement (unconventionals)
- Water management

#### ...to develop forefront low-carbon products

- Renewable liquid fuels (bio and syn-fuels)
- Recycled polymers and synthetic chemicals
- Renewable H<sub>2</sub>

>55% R&D projects focus on low carbon



# **P** Environment

- Deployment of the decarbonization roadmap driven by our ambition of being a net zero emissions company by 2050
- Minimizing freshwater consumption in our industrial facilities with the aim of being net water zero by 2050, with intermediate targets
- Early adopters of the TNFD framework to prioritize Natural Capital as a core and strategic risk management issue

#### nộn Nhữ Social

- Progress towards a just transition with a focus on employees, local communities and energy consumers
- Implementation of the Safety Excellence Program: prevention of major risks and efficiency in safety management
- Collaborate with local communities and stakeholders to produce a positive social impact within the scope of our operations

Governance

- Short and long-term salary incentives linked to ESG (both executives and employees)
- Transparent reporting and proactive engagement with stakeholders
- Board of Directors balanced in terms of independence and diversity (73.3% independents and 40% women)
- Promote excellence in the compliance models of our third parties and investee companies

Leadership positioning in the main ESG ratings and rankings













# Strategic Update 2024-27



# Leading investment proposition

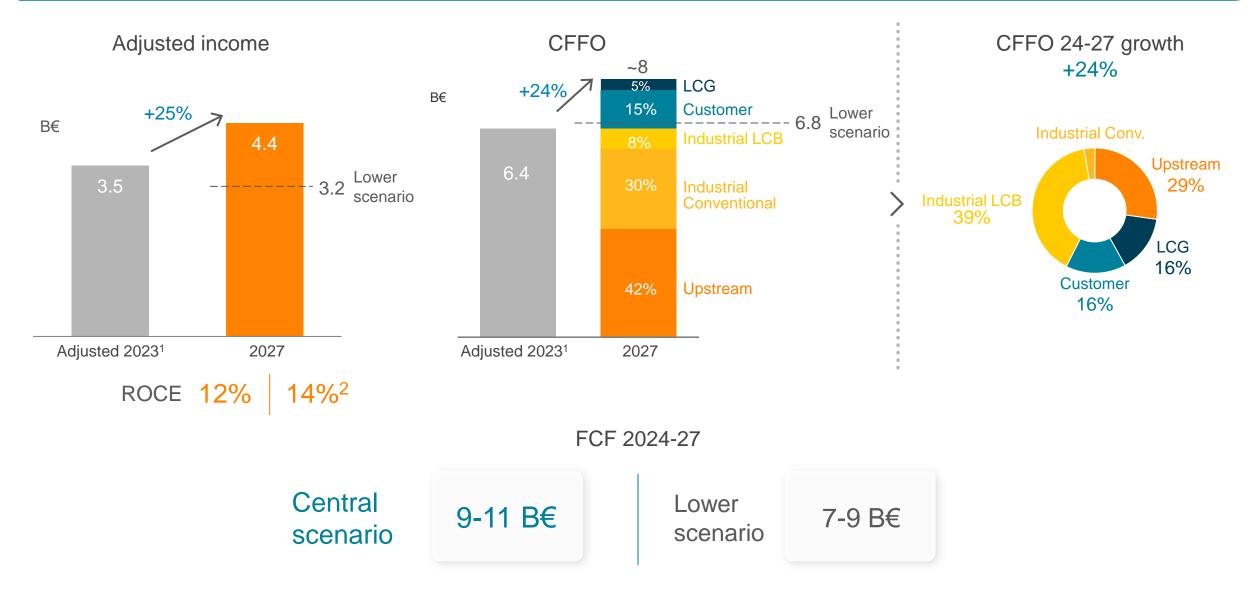




Returns

# Repsol to grow returns and deliver 9-11 B€ in FCF in 2024-2027



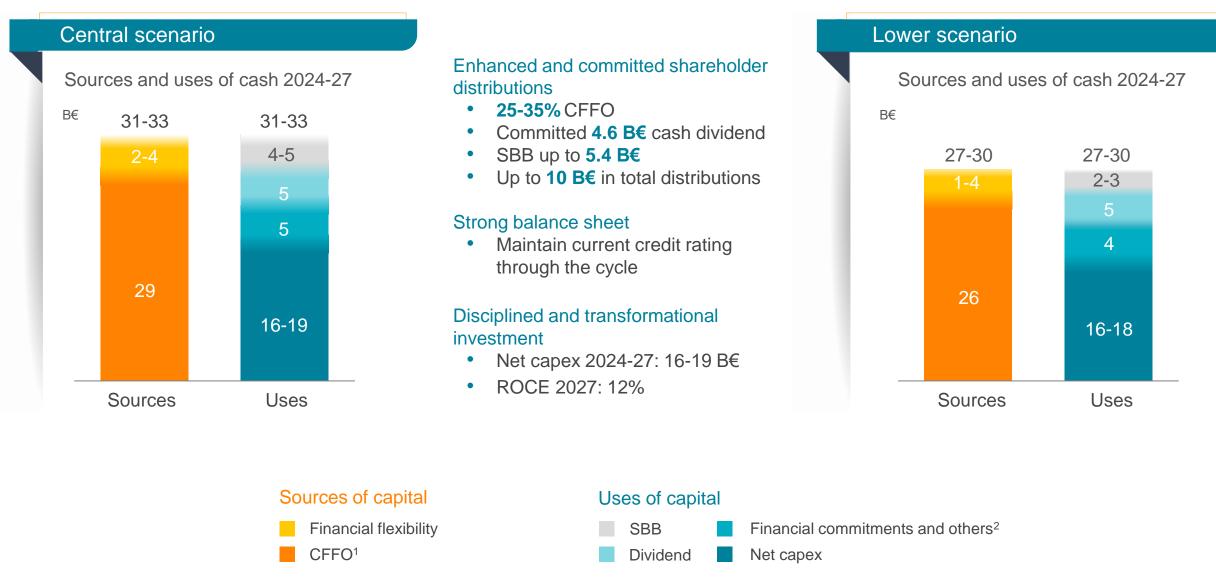


1. 2023 adjusted to 2027 Central price scenario and adjusted for extraordinary charges.

2. Equivalent adjusted CE under development (vs. 23). Note: LCB: Industrial Low Carbon Businesses.

# Capital framework ensuring resilient distributions with attractive upside





1. Includes dividends from deconsolidated LCG RoW assets and minority shareholder equity contributions. 2. Includes dividend to partners, lease payments and interests, and debt & hybrid interests.

# Repsol 24-27 Leading investor proposition



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Attractive and committed shareholder distributions

# Strong balance sheet

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Cash flow growth driven by new attractive projects start up and business competitiveness progress

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Attractive investment opportunity set with clear right-to-win

Leading the industry in portfolio transformation creating advantaged low carbon business platforms

Capital discipline and flexibility at the core of the plan

- Committed 4.6 B€ cash dividend '24-27
- Up to 10 B€ in total distributions '24-27
- Maintain current rating through the cycle
- CFFO '24-27: 29 B€
- FCF '24-27: 9-11 B€
- Net Capex '24-27: 16-19 B€
- Low Carbon CFFO '27: >1.2 B€
- Low Carbon Net Capex '24-27: >35%
- CII reduction '25: 15%
- ROCE '27: 12%
- IRR hurdle rates per business



	Targets '24-'27	Outlook 2024			
	25-35% distributions / CFFO	30-35% distributions / CFFO			
Distributions	Cash dividend total +3% p.a. +SBB	DPS: 0.9 €/sh. / initial 35 M SBB launched (40 M sh. amortization)			
Balance sheet	Maintain current credit rating through the cycle				
Occhflerre	FCF '24-27: 9-11 B€				
Cashflow	CFFO growth '23-27 <sup>1</sup> : >5% p.a.	CFFO: 6.5-7 B€			
Investments	Net Capex '24-27: 16-19 B€	Net Capex: ~5.0 B€			
	>35% low carbon N	Net Capex			
Sustainability	Low carbon CFFO 2027 >1.2 B€				
	2025: 15% CII reduction				
Returns	ROCE 2027 12% <sup>2</sup>				
Upstream production	Average >550 kboed	570-600 kboed			



fAl	
Upstream	
Yield and	
upgrade	
portfolio	

Industrial Yield & Develop LC platforms





	Targets '27
FCF (B€)	Total '24-27: 5-6
CFFO/Boe (\$/bbl)	>18
Production (kboed)	Average '24-27 >550
Organic decarbonization <sup>1</sup> (kgCO <sub>2</sub> /boe)	~10
Conventional FCF (B€)	Total '24-27: >5
Low Carbon Business IRR hurdle rate (%)	>10-15%
Renewable fuels capacity (Mton)	1.5-1.7
Renewable H <sub>2</sub> (GWeq)	0.5-0.7
CFFO (B€)	1.2
Digital customers (#M)	>11
Customers P&G (#M)	3.5-4.0
Net Capex (B€)	'24-27: <4
LCG capacity (GW)	9-10
Equity IRR (%)	>10%

# Strategic Update 2024-27





# Price scenarios considered for the main indicators



	Central scenario			Lower scenario					
	'24	'25	'26	'27	'24	'25	'26	'27	
Brent (\$/bbl)	80	70	71	73	80	55	56	57	
WTI (\$/bbl)	77	67	68	70	77	52	53	54	
HH (\$/Mbtu)	3.0	3.5	3.6	3.6	3.0	3.0	3.1	3.1	
Ref. Margin (\$/bbl)	8.0	6.0	6.1	6.2	8.0	4.5	4.6	4.7	
<b>Electric Pool Spain</b> (€/MWh)	100	77	78	80	100	61	62	64	
Petrochemical margin (€/ton)	206	315	417	426	206	315	417	426	
Exchange rate (\$/€)	1.09	1.12	1.12	1.12	1.09	1.12	1.12	1.12	
2025-27 prices are flat in real terms assuming an inflation rate of 2% <sup>1</sup>									
				and the second second					
Sensitivities	±10 \$/	bbl Brent	±0.5	5 \$/Mbtu HH	±1% USD appreciation vs. EUR		±1 \$/bbl refining margin		
CFFO	±360	0 M€/y	4	122 M€/y	-47 / +58 M€/y		±185	±185 M€/y	
EBIT	±580	) M€/y	±	155 M€/y	-31 / +37 M€/y		±248	±248 M€/y	

1. Except for petrochemical margin. Note: All the prices are in nominal terms values.







Financial Metrics

- CFFO: Operating Cash Flow including dividends from equity participations
- Net Capex: Capex (including subsidies) subtracting proceeds from divestments and asset rotations, and changes in debt perimeter due to project financing and portfolio management
- FCF: CFFO minus Net Capex

- RES: s
   Low
   Carbon
- LCB: Refers to Low Carbon Businesses (includes industrial LCB businesses: renewable fuels, renewable H<sub>2</sub>, biomethane and circular materials)
- RES: stands for renewable generation (hydro, solar and wind)
  - Low Carbon (LC) Capex / CFFO: Includes low carbon projects according to Repsol's assumptions:
    - Industrial LCB: Decarbonization businesses (renewable fuels, renewable H<sub>2</sub>, biomethane and circular materials) & low carbon investments in Industrial Conventional assets (e.g., electrification of plants)
    - Low Carbon Generation in RES
    - Upstream CCS / Geothermal projects
    - Customer low carbon (e.g., emobility and E&G retail)

# Major projects selected (I/II)



Business	Project	Country	Tech.	W.I.	FID	COD O	perating metrics
	BM-C-33	Brazil	Oil/Gas	21%	2023	2028	45 kboed <sup>1</sup>
	Alaska Pikka	USA	Oil	49%	2022	2026	32 kboed <sup>1</sup>
	BPTT: Mento & Cypre <sup>2</sup>	T&T	Gas	30%	2023	2024	23 kboed <sup>1</sup>
	Leon/Castile	USA	Oil	50%/36% <sup>3</sup>	2022	2025	20 kboed <sup>1</sup>
fAl	B29	Mexico	Oil	30%	2024	2028	17 kboed <sup>1</sup>
Upstream	Sakakemang	Indonesia	Gas	45%	2024	2028	6 kboed <sup>1</sup>
	Lapa SW	Brazil	Oil	15%	2022	2025	4 kboed <sup>1</sup>
	Monument	USA	Oil	20%	2023	2026	3 kboed <sup>1</sup>
	Marcellus (multiple phases) <sup>4</sup>	USA	Gas	~93%	Yearly	Yearly	130-140 kboed <sup>1</sup>
	Eagle Ford (multiple phases) <sup>4</sup>	USA	Oil/Gas	~80%	Yearly	Yearly	50-60 kboed <sup>1</sup>
fei	Sines petrochemical complex expansion	Portugal	New Polymer Units	100%	2022	2025	600kta
Industrial Conv.	Tarragona cracker electrification	Spain	Electrification	100%	2023	2025	-
Industrial LCB	Cartagena adv. bios plant	Spain	Lipidic hydrotreat.	100%	2020	2024	248kta
	Retrofit U614 Bio	Spain	Lipidic hydrotreat.	100%	2023	2025	204kta
	Inorganic biomethane	Spain	Biomethane	40%	Multiple FIDs and C	ODs in 2024-28	8 >400GWh <sup>5</sup>
	Reciclex	Spain	Mech. Recycling	100%	2022	2024-25	50kta
	Tarragona H <sub>2</sub>	Spain	Electrolysis	50%	2024	2027	150MW
	Petronor H <sub>2</sub>	Spain	Electrolysis	75%	2024	2027	100MW
	Ecoplanta phase I	Spain	Gasification	65%	2024	2028	240kta

1. Peak production. 2. T&T metrics consider additional contribution from new projects. 3. W.I. 50% in Leon and 36% in Castile. 4. Multiple FIDs per year: Marcellus PoC phases 1&2 and EF phases 1&2, EF phase 3 in 2022, Marcellus phase 3 in 2023, Drilling development campaigns '24 in EF & MAR in 2023. 5. Corresponding to the 40% working interest.

# Major projects selected (II/II)



Business	Project	Country	Tech.	W.I.	FID	COD	Operating metrics
	P&G retail customers	Spain/Portugal	-	100%	Yearly	Yearly	3.5-4.0 M by 2027
Customer	Multienergy Service Stations	Spain	-	100%	Yearly	Yearly	>2,000 by 2027
Customer	Internationalization Lubes	RoW	-	40-50%	n.d.	n.d.	-
	Aguayo Ph. 2	Spain	Hydro	100%	TBD	2030	1,000 MW
	Delta II	Spain	Wind	51%	2023 <sup>1</sup>	2023-25	863 MW
	Antofagasta	Chile	Wind	50%	2022 <sup>2</sup>	2025-26	805 MW
C LCG	Outpost	USA	Solar	50%	2022	2024-25	629 MW
	Pinnington	USA	Solar	50%	2023	2025-26	825 MW
	USA Wind	USA	Wind	50%	2025	2026-27	500 MW
	Own-consumption in Industrial sites	Spain	Solar/Wind	100%	2024-25	2027	c.200 MW