Investor Update

November 2022





The Repsol Commitment Net Zero Emissions by 2050

Disclaimer



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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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Strategic Plan 2021-2025: Delivering a compelling investment case into the Transition





- A legacy double-geared engine providing cash-flow and solid foundations for the Transition
- Profitable business platforms with leading advantaged positions: Iberia & Downstream
- New operating model, catalyzing value transparency & De-carbonization
- Leading shareholder distribution with a top quartile remuneration
- Preserving our financial strength

- A **profitable** ambition of net zero emissions and multienergy **company growth** (FCF growth)
- Distinctive potential for transformation to 2030 in terms of speed, intensity and feasibility

Index

- **01.** Path to 2030
- **02.** Strategy 2021-2025
- **03**. Business strategies
- **04**. Stepping up energy transition
- **05.** Delivery 2022



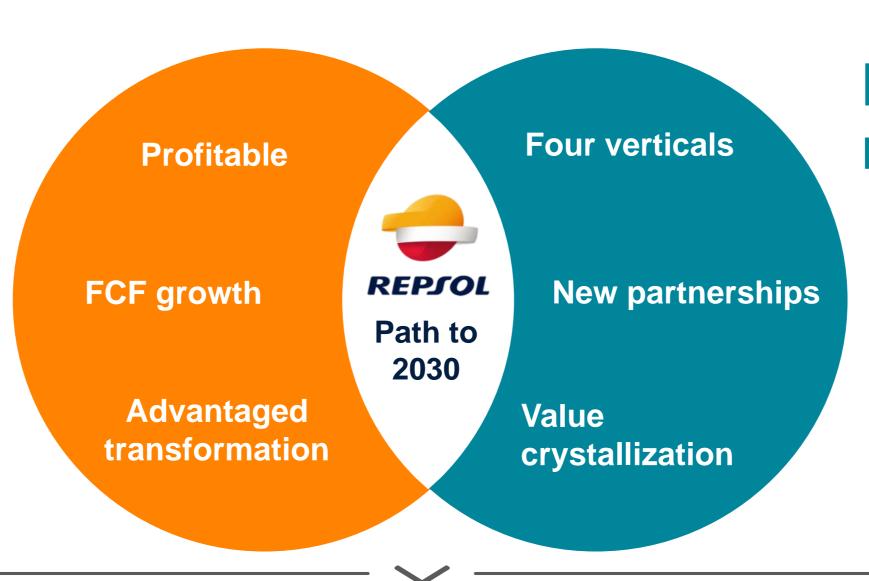
Path to 2030



Ambitious transformation journey to thrive in Energy Transition



De-carbonize the portfolio



New operating model

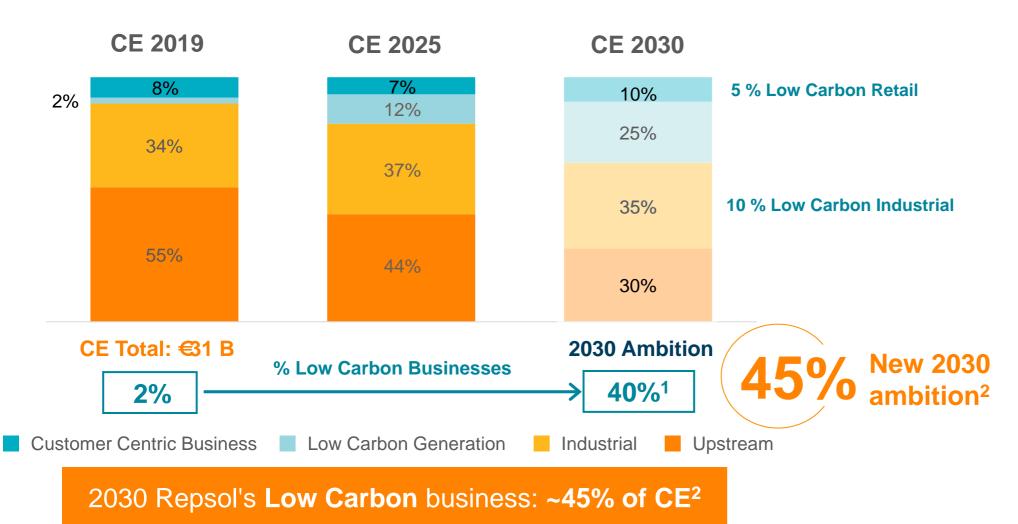
Towards Net Zero emissions

Leading investor proposition

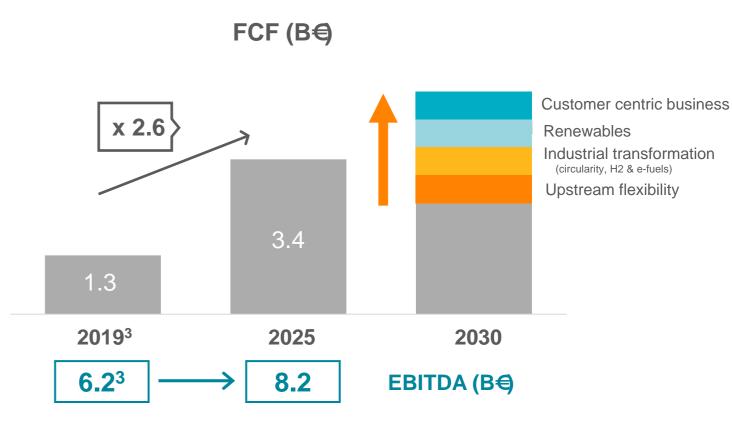
Repsol 2030: A more sustainable, balanced and profitable company







Strong cash-flow growth



Growing 2030 FCF well above 2025

^{1.} Increase in low carbon CE through investments in low carbon generation, new industrial low carbon platforms (circularity, H₂ & e-fuels, etc.), decarbonization through efficiency initiatives, e-mobility, and value-added services, among others.

The Capital Employed in Low Carbon Businesses by 2030 increases to 45% from the original SP objective of 40%.

^{2.} The Capital Employed in Low Carbon Businesses by 2030 increases to 45% from the original SP objective of 40% 3. In homogeneous price basis @\$50/bbl & \$2.5 HH

Note: CE of RES considering consolidation by the proportional method. Capital employed figures not including Corporation (€2 B in 2019)

Strategy 2021-25:



02.

Delivering financial targets while transforming the company

Ambition 21-25



2021 - 2022

2023 - 2025

Ensuring strong performance and financial strength In an uncertain economic and commodities environment

- Efficiency & capital discipline
- Capex reduction
- Prudent financial policy and commitment with current credit rating

Accelerating transformation and delivering growth

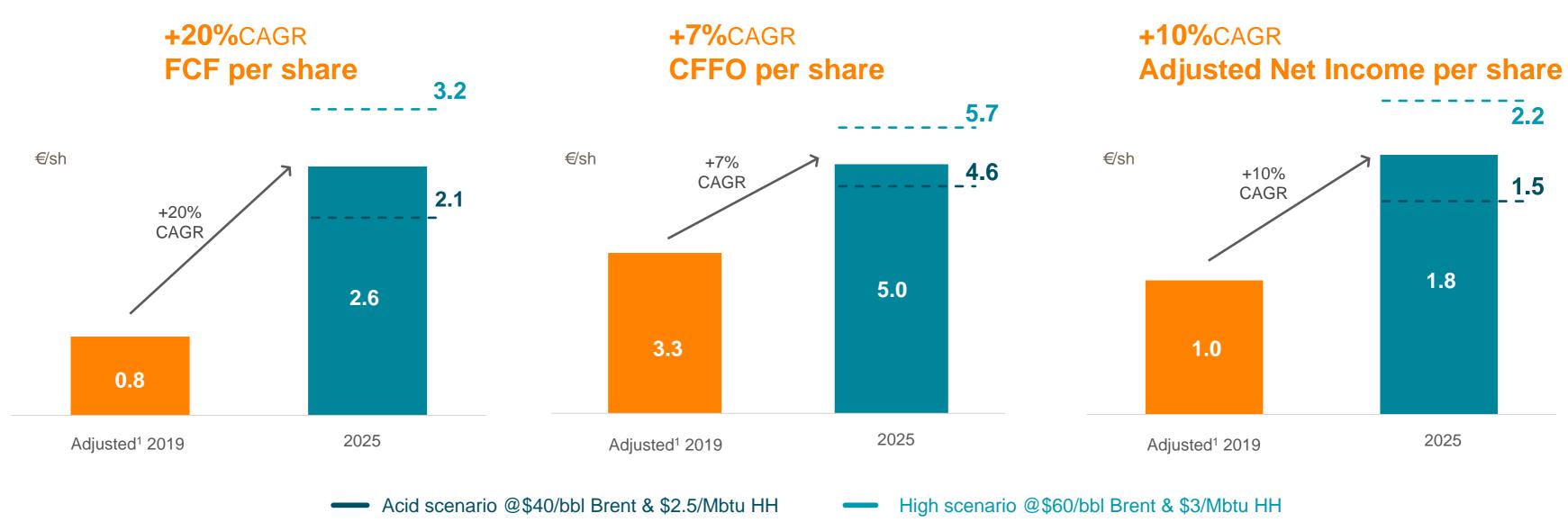
- Portfolio optimization & new business platforms
- Metrics growth & high Capex intensity
- ROCE and gearing

Self-financed plan @\$50/bbl & \$2.5 HH

Ensuring shareholder value maximization

Strong growth in per share metrics driving valuation upsides





^{1. 2019 @\$50/}bbl & \$2.5 HH Note: Base scenario @\$50/bbl & \$2.5 HH; № of shares in 2019 (1,527) vs 2025 (1,327, subject to Base Case price deck)

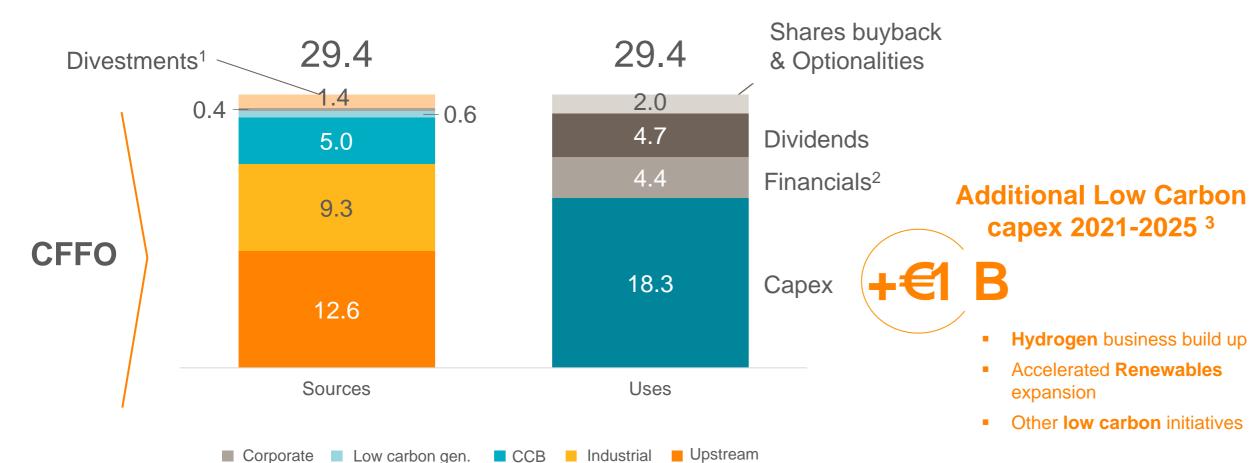
Self-financed plan

Cash generation



Cumulative sources and uses of cash, 2021-2025 (B€)





\$50/bbl FCF BE (inc. SBB)

< \$45/bbl

FCF BE

pre-SBB

^{1.} Includes RES portfolio divestments. Other potential inorganic transactions driven by new corporate model, are not included in this Sources and Uses of cash. 2. Includes interests and others as dividend to minority shareholders and hybrid bond interests

^{3..} Corresponds to a +€1 B low carbon capex increase over the original objective in the Strategic Plan

Discipline, flexibility and transformation

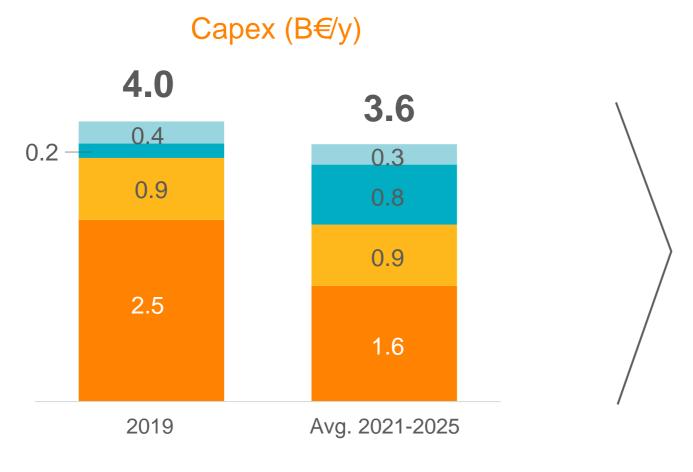
Building up transformation within 2021-2025

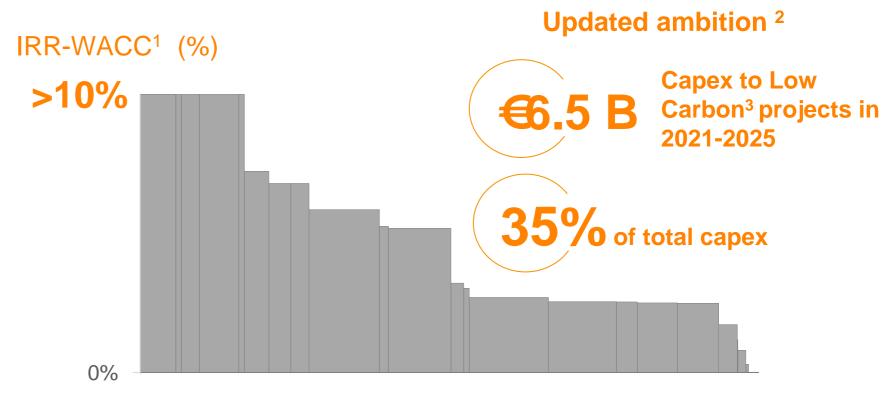
Capex 21-25



Updated ambitions

Profitable decarbonization





2021-25 Low Carbon CAPEX (B€)

Customer-Centric Business

1. Specific WACC per each business

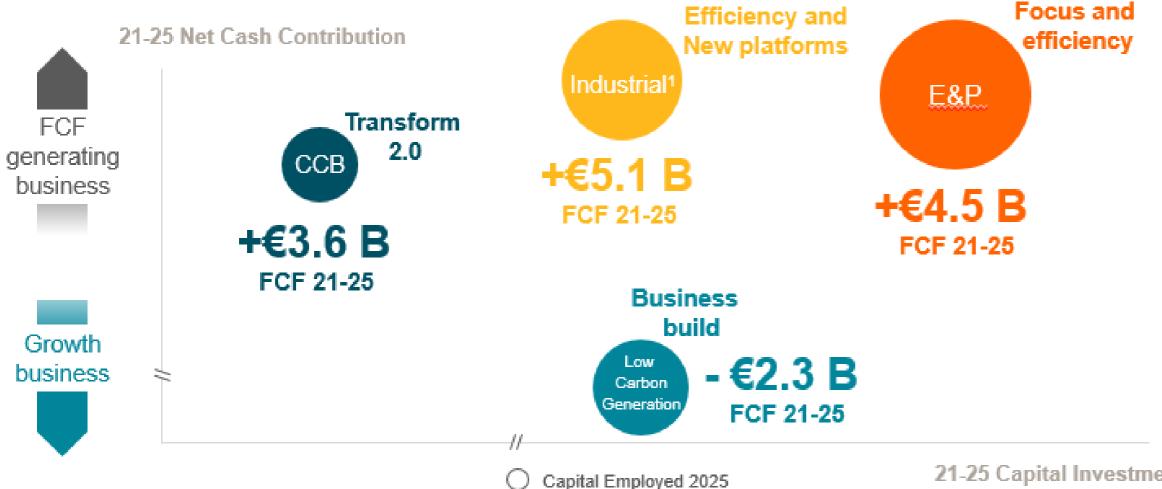
Low carbon Generation Industrial Upstream

^{2.} The total capex in low carbon projects increases to ~€6.5 in 2021-2025 from the original SP objective of €5.5 B. The share of low carbon capex over the total company investment in 2021-2025 increases to 35% from the original SP objective of 30%

Legacy and new businesses driving portfolio performance along the Transition



Contribution to portfolio financial profile 21-25



Contribution to carbon intensity reduction

Low carbon strategies

CIRCULAR **ECONOMY**

LOW CARBON PRODUCTS

PORTFOLIO DECARBONIZE

> CUSTOMER CENTRIC

LOW CARBON GENERATION

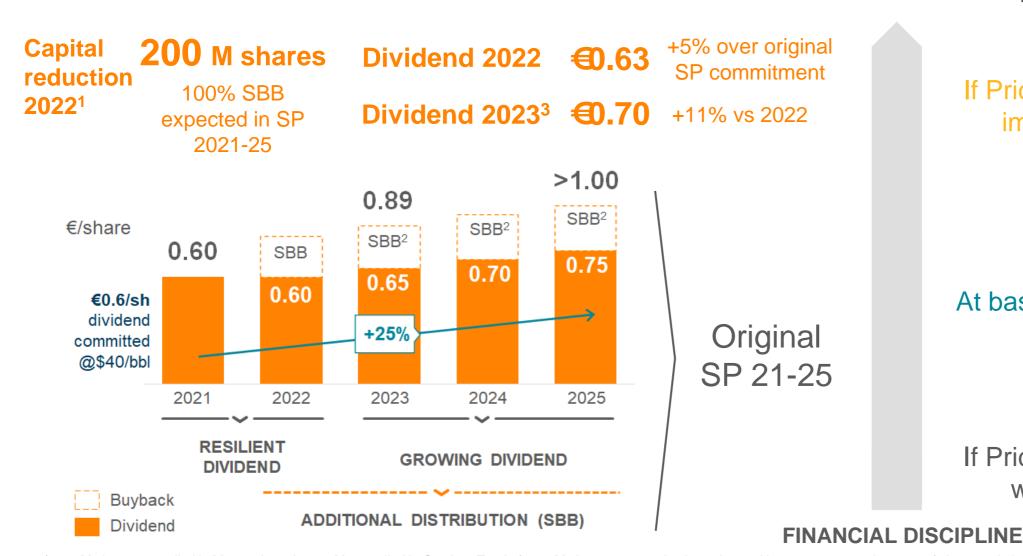
21-25 Capital Investment

Leading distribution and clear capital allocation framework

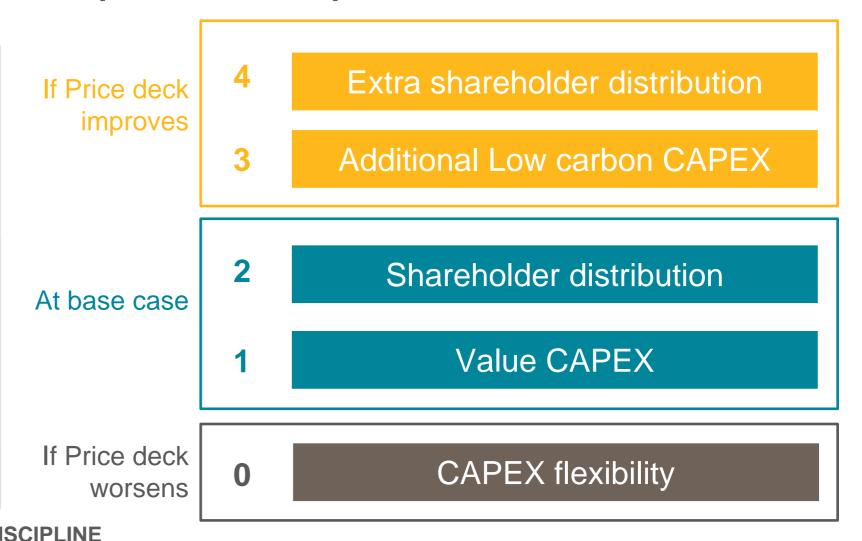
Capital allocation 21-25



Resilient shareholder remuneration



Capital allocation priorities



⁷⁵ M shares cancelled in May and another 75 M cancelled in October. Total of 200 M shares expected to be redeemed in 2022, representing 13% of share capital at the beginning of 2022 and 100% of SBB expected in SP 2021-2025

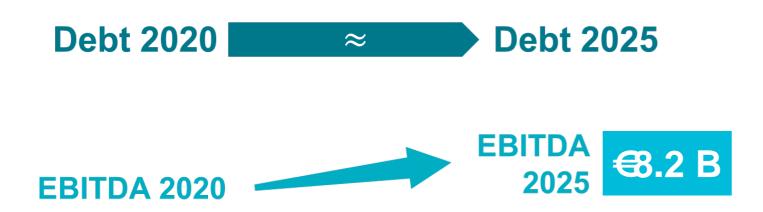
3) Expected dividend in 2023

²⁾ The SBB in 2023-25 period will depend on the CFFO generated

Specific gearing target range, preserving a strong financial structure



2021-2025 gearing¹ 25% average

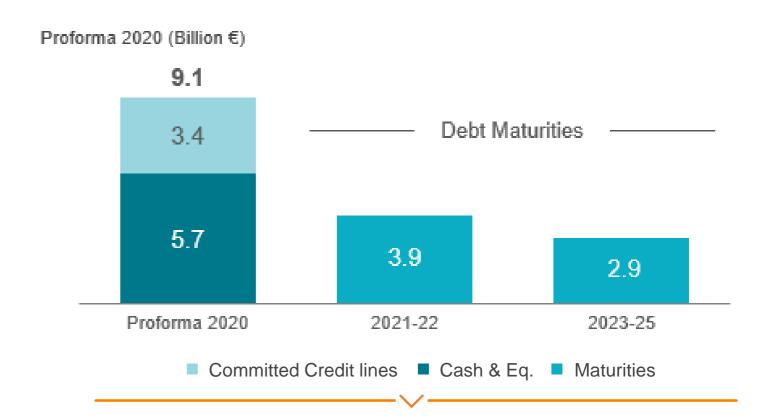


Same Debt with strong EBITDA growth



Gearing¹ threshold clearly below 30%

Strong Liquidity Position





- Current liquidity covering > 1.3 times total maturities in the whole period
 Affordable and well-distributed maturities through the SP horizon
- Diversified financing sources including hybrids

1. Gearing ratio defined as reported net debt / (net debt + equity)

Business strategies

03.



Setting the new business priorities

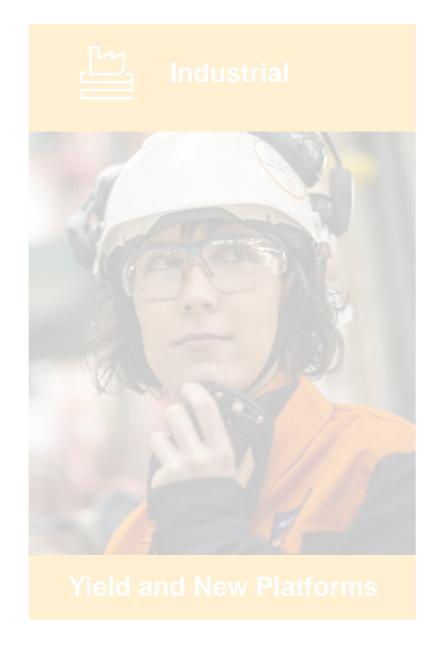


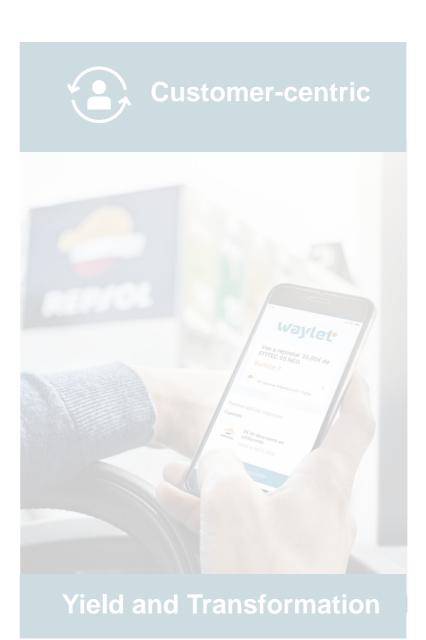


Upstream



Yield and Focus







Repsol E&P priorities 2021-25



- FCF as a priority (Leading FCF B-even)
- 2 Resilient Value delivery

3 Focused portfolio

Tier 1 CO₂ emissions

- FCF breakeven <\$40/bbl
- Low capital intensity and flexibility
- Generate €4.5 B FCF
 @\$50/bbl & \$2.5 HH
- -15% OPEX reduction

- Top leading project profitability
- Short pay-back
- Digital program
- Reduction of -30% G&A

- Value over volume
 - Flexible production level (~620 kboed 2021-25)
 - <14 countries
- Leaner and focused exploration

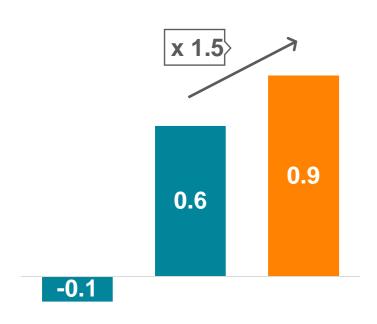
- Emissions intensity reduction of 75%
- Streamlining to a leaner upstream portfolio
- Decline/exit of carbon intensive and non-core assets

Focus on capital efficiency and cash generation

Upstream



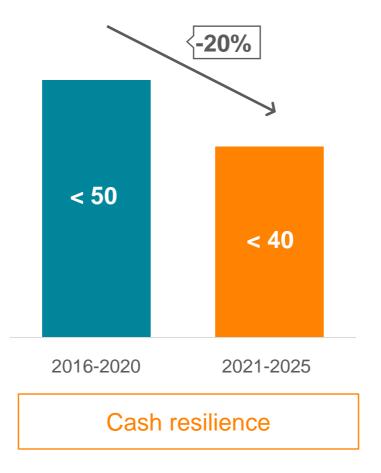
FCF (B€) @50/2.5



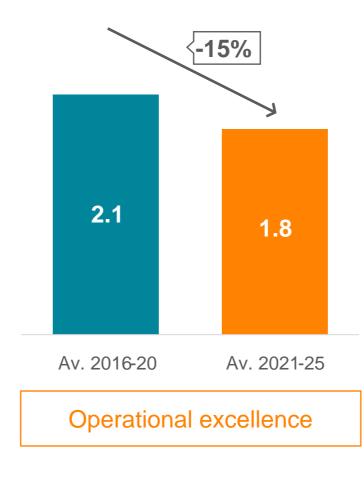
Av. 2016-18 Av. 2019-20 Av. 2021-25

Cash generator role

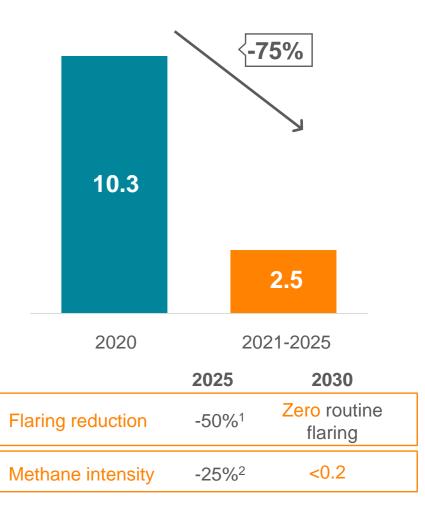
FCF BE, Brent (\$/bbl)



OPEX reduction (B€)



Emissions reduction (Mt CO₂)

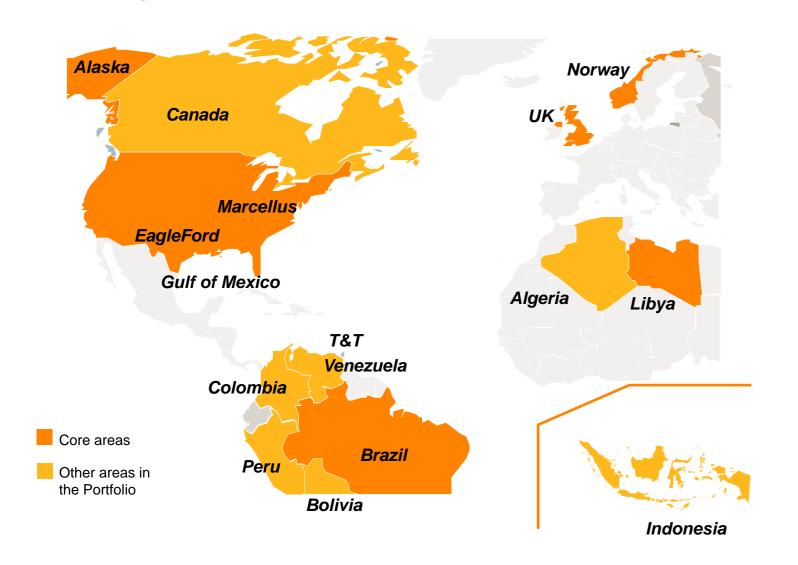


Focus portfolio and capex allocation: Playing to our core areas





Portfolio span reduction → from >25 to <14 countries ambition

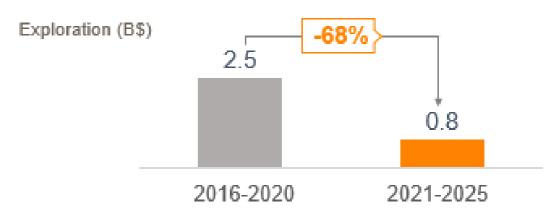


Highly selective new exploration strategy

Successful track record discovering additional resources in productive basins recently

- Alaska North Slope: Horseshoe Mitquq/Stirrup
- US GoM: Black-tip/Monument
- Mex GoM: Polok/Chinwol
- Colombia Llanos: Lorito
- S. Sumatra: Sakakemang

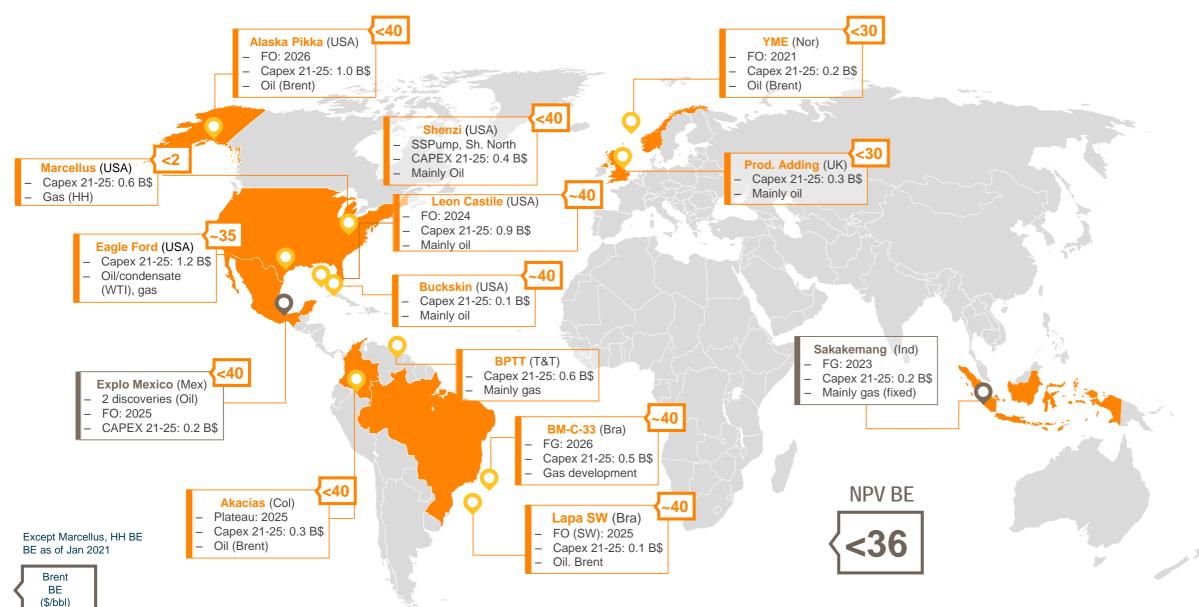
Renewed strategy. Leaner and focused on productive basins, to shorten the cycle



Focus portfolio and capex allocation: projects self-funded 21-25

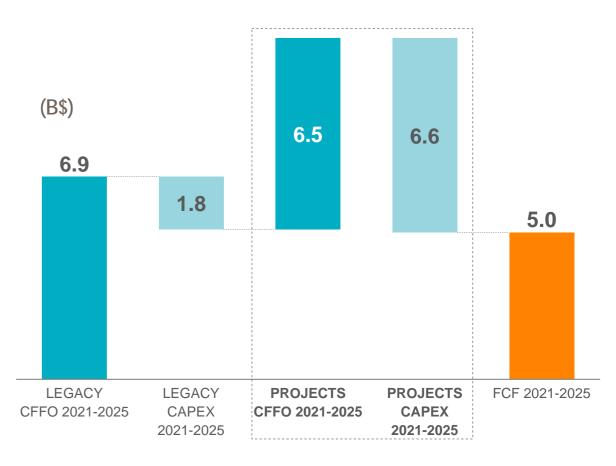
Upstream

Resilient and Flexible capital program







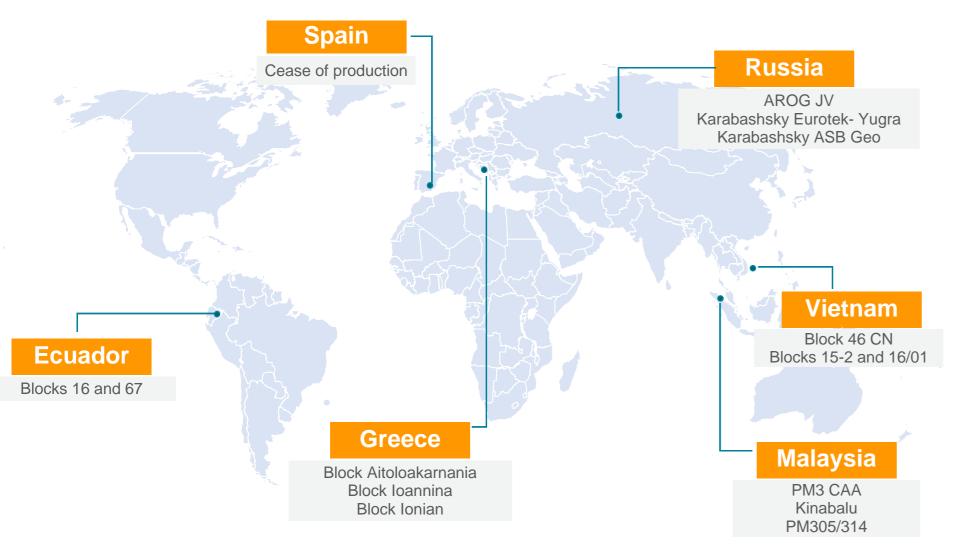


Progressing in portfolio rationalization and FIDs

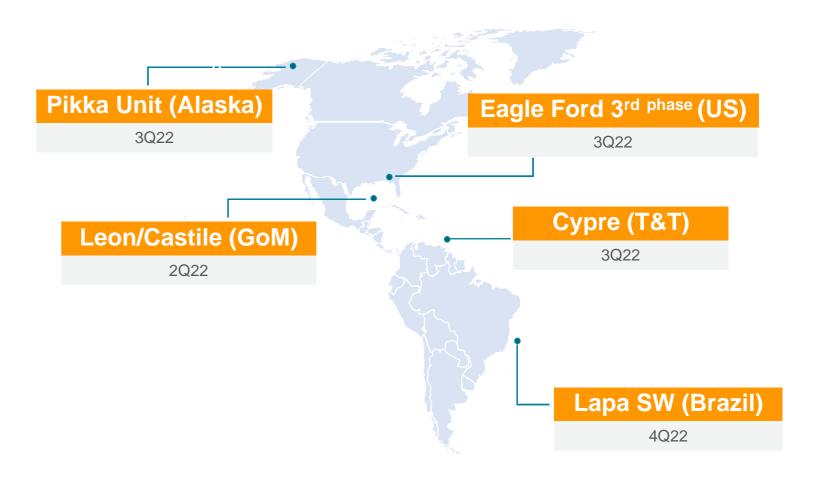
Upstream



Portfolio rationalization



FIDs 2022



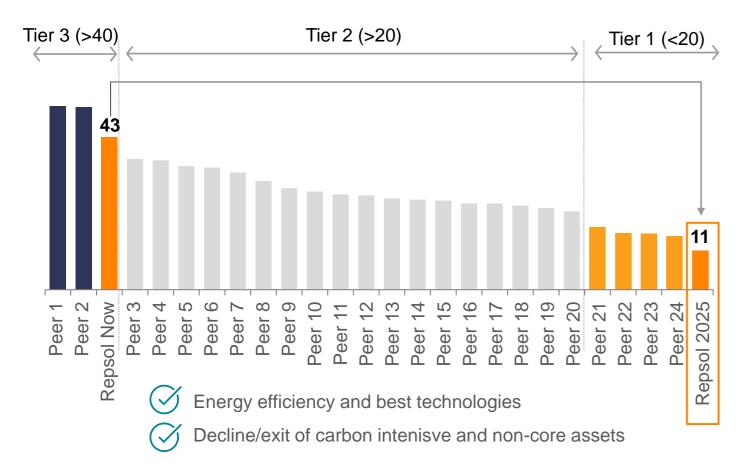
Completed the exit from Upstream operations in six countries

High grading portfolio supporting carbon intensity reduction



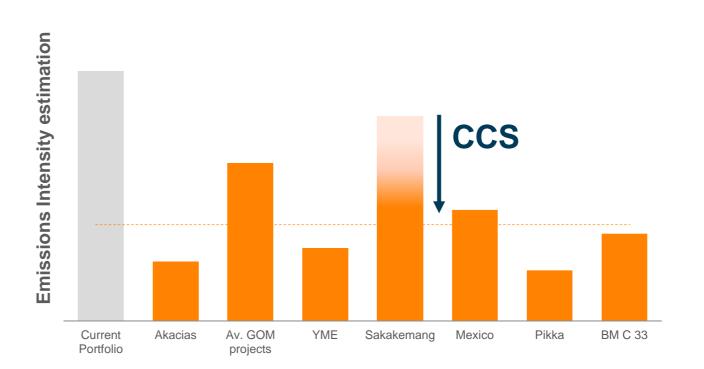
Repsol to become tier 1 lowest carbon intensity with a 75% reduction

Emissions intensity per barrel produced (kgCO₂/boe)



High growth new barrels with lower emission intensity

New production pushes down emissions intensity



Emissions reduction projects in most intensive assets

Sakakemang:

CCS project in FFD phase with 1.5-2 Mt CO₂ per year captured and a total investment of €247 M

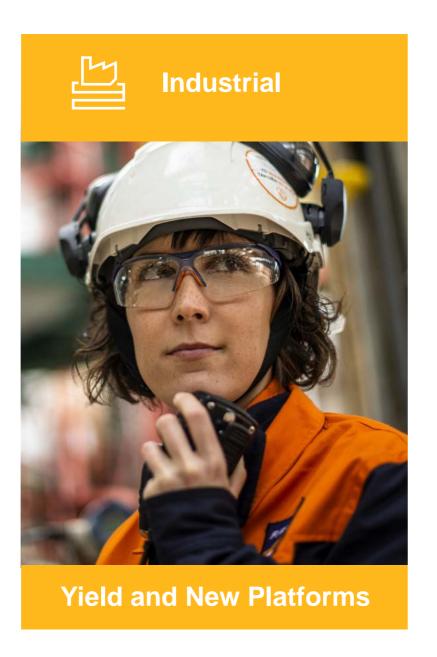
Setting the new business priorities

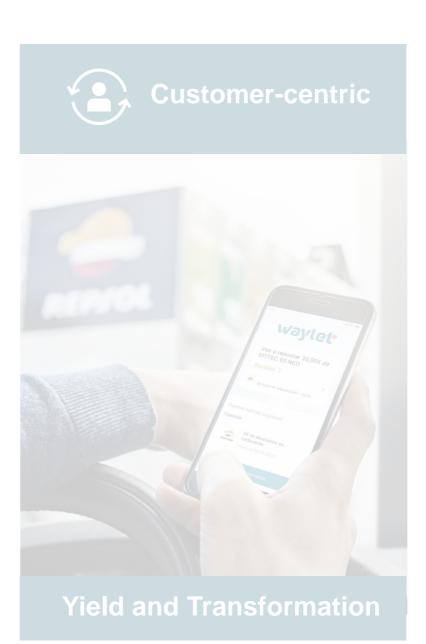




Upstream









Maximizing yield and developing the next wave of profitable growth



1

Yield

Cash generation in a complex environment

2
Digitalization
Industry 4.0 driving integration

& improved decision making

3 New platforms

Refining¹

- Net Cash Margin 1Q Solomon and Wood Mackenzie
- Advantaged position
- Enhancing competitiveness and operational performance

Chemicals

- Differentiation with high value products
- Growth in incoming opportunities
- Feedstock flexibility: 60%
 LPGs to crackers vs 25% EU average

Trading

- Maximize the integration and value from assets
- Incremental growth in key products and markets

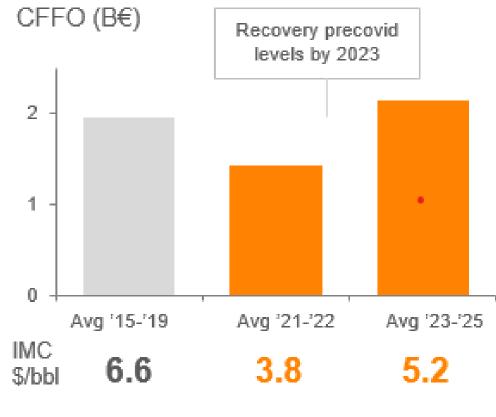
- Automated and self-learning plant optimization based on real-time data
- Enhance asset availability to maximize output and optimize maintenance costs (-5% by 2025)
- Integrating value chain management through planning models based on AI and machine learning
- Smart energy optimizers to reduce consumption and GHG emissions (-0.1 Mt CO₂)
- Leadership in new lowcarbon businesses (hydrogen, waste to x, etc.)

Circular platforms

 (recycling and chemicals from waste)

Grow in low carbon
 businesses (biogas/biofuels,
 CO₂, etc.)

Maximizing margin across businesses through a highly integrated position



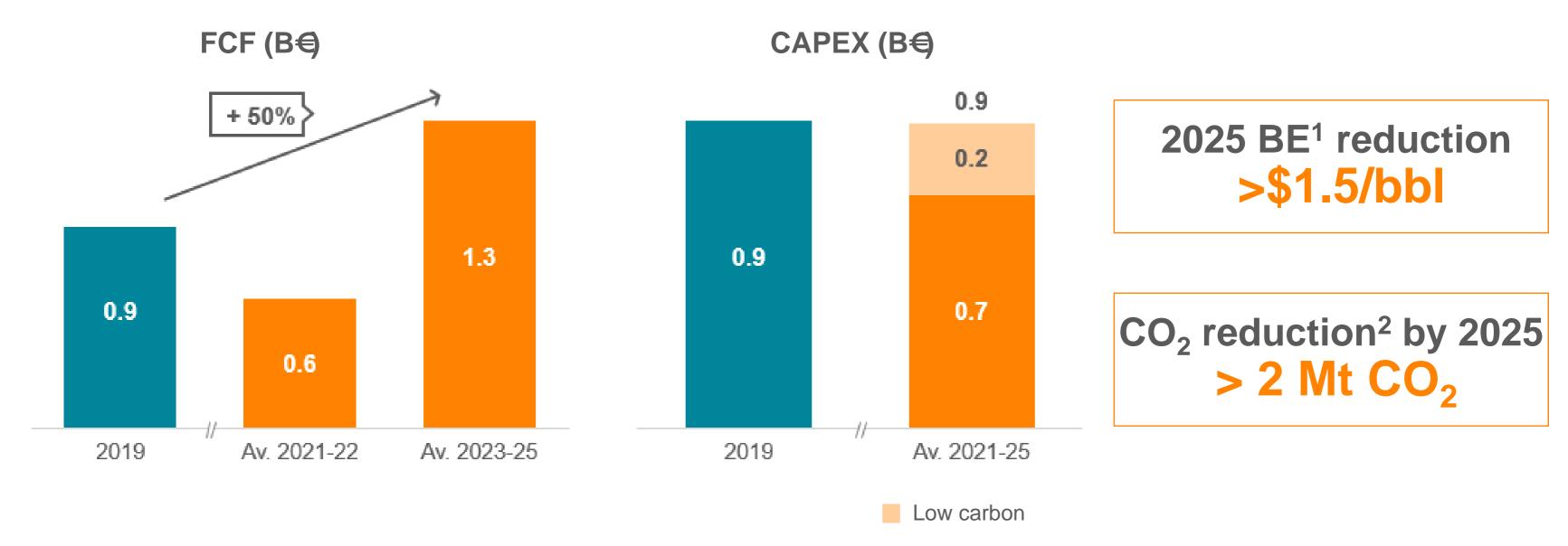
Resilient and cash generator also in a complex environment

1. Includes Spain and Peru R&M

Solid cashflow generation and new businesses build up

Industrial





1. For Refining business 2. Scope 1+2+3 emissions

Maintaining competitiveness in a complex environment

Refining

Maximizing margins

Refining Margin Indicator projections progressively recovering¹

Repsol contribution margin indicator (\$/bbl)



Reference²

Repsol contribution margin indicator differential vs. reference

Strong focus on competitiveness increase

Maximizing margins

- Supply chain: Greater integration with Trading / Petrochemicals
- Further digitalization of planning and operation
- Operational excellence: Energy Intensity Index (25-25 Plan), up to 97% operational availability, yields optimization

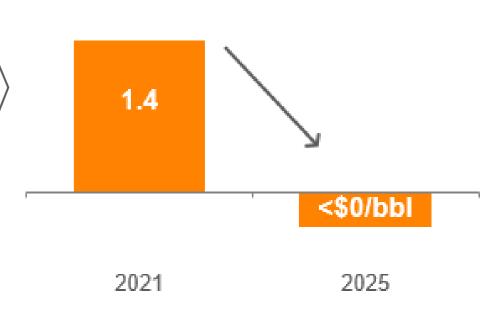
Opex Optimization

New decarbonization platforms returns



Reducing breakeven to support cashflow generation

EBITDA refining margin breakeven@Repsol contribution margin indicator (\$/bbl)



25/25 decarbonization program with strong contribution to margin improvement and CO₂ reduction



Maximizing energy efficiency with attractive returns



Adopting best-in-class technologies



Exploration of energy use opportunities and utilities optimization



Digitalization of operations and integration with Al

Industrial energy efficiency 2021-2025

>20%

-0.8 Mt

estimated IRR

CO₂ reduction¹

€0.4 B

Total Capex >200 Initiatives identified

New low carbon business selected projects

hydrogen (electrolysis) and CO₂

| C43: Waste & UCOs treatment plant | Investment | Capacity |
|---|------------|---|
| Advanced HVO plant - Reducing 900 kt/y CO ₂ emissions | | 250 kta Sustainable biofuels |
| | €188 M | 300 kta From waste per year Cartagena |
| Chemicals circularity – Zero project: chemical recycling of | Investment | Capacity |
| used plastics | €70 M | 74 kta Circular polyolefins ² |
| Reciclex project: mechanical recycling of polyolefins | | Puertollano |
| Biogas generation plant from urban waste | Investment | Capacity |
| Biogas to substitute traditional fuel consumption | €20 M | 10 kta Urban waste Petronor |
| Net zero emissions fuel plant | Investment | Capacity |
| E-fuel production from renewable bydrogen (electrolysis) and CO | €60 M | 10 MW Electrolyzer_ |

Petronor

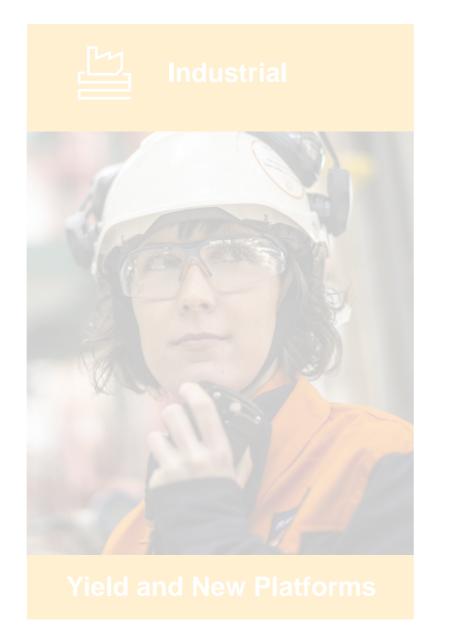
Setting the new business priorities

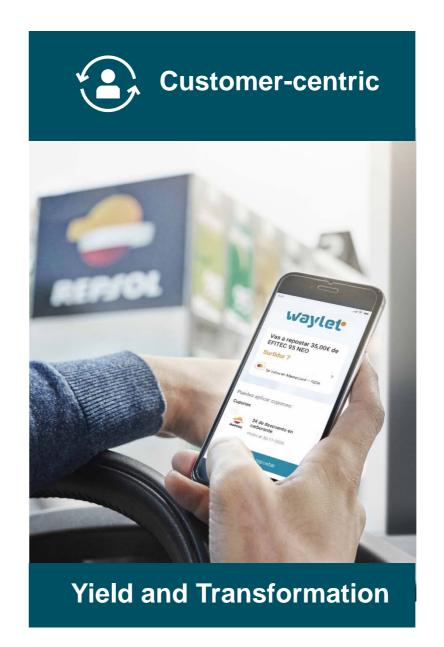




Upstream









Strong and growing profits and cash generation

Customer-Centric Businesses Strategy 2021-25





Longstanding Iberian Energy Leader

Mobility leader in continuous transformation

High-growth power customer business





Cross-sell to current customers and channels, adding new services (E-Mobility, Energy Services & Advanced mobility services)

(2) Customer centricity

Roll out the new transversal loyalty program, developing engagement with end customers

World-class digital

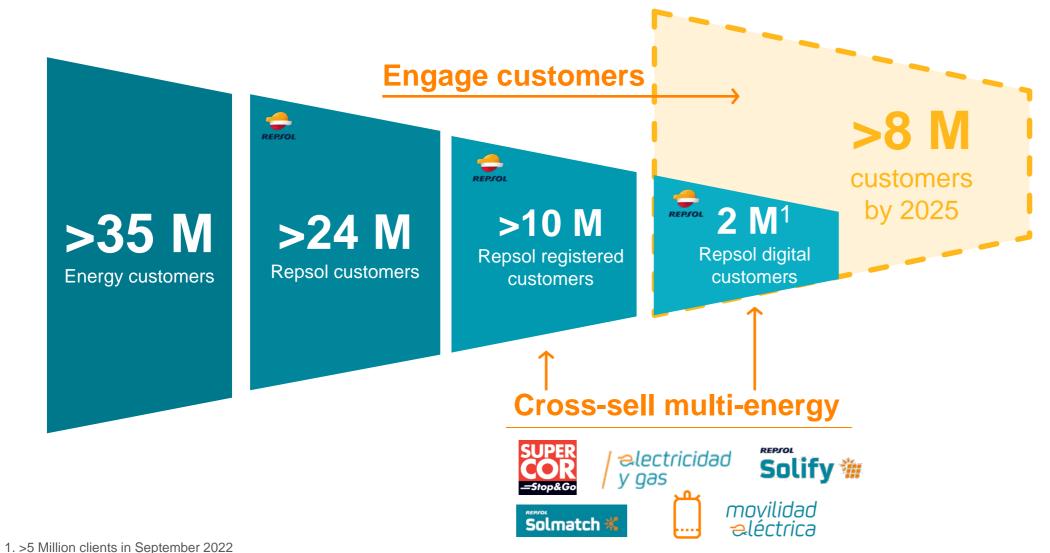
Expand digit platforms for customer engagement (Waylet & Vivit apps), with Al based personalization and advanced pricing

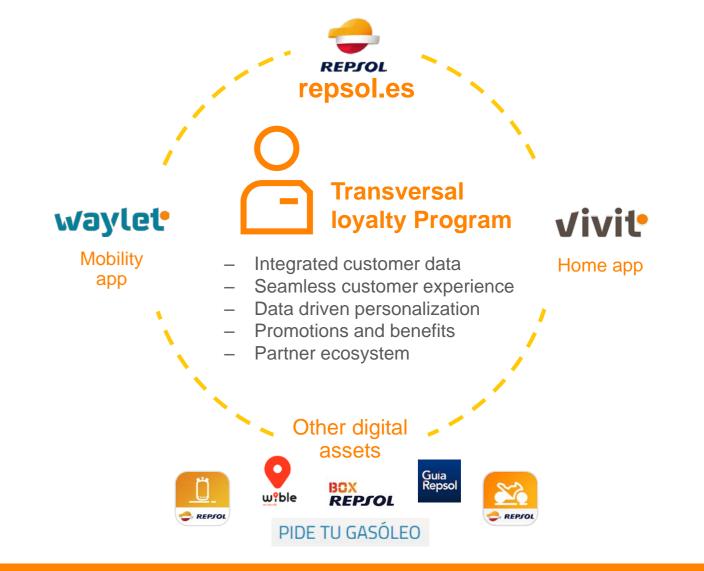


More autonomous management, strengthening entrepreneurship culture

Launching Repsol's Transversal Loyalty Program to orchestrate customer-centric multienergy approach across customer base





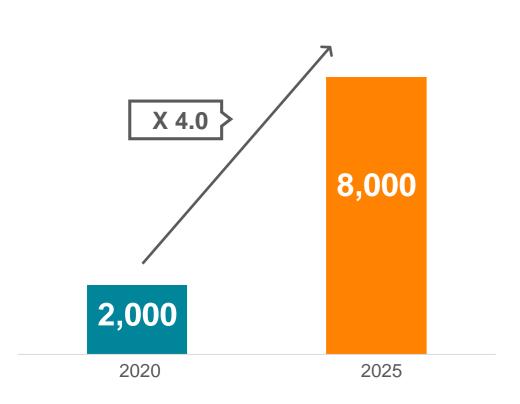


Growth ambition with strong FCF generation

Customer Centric Business

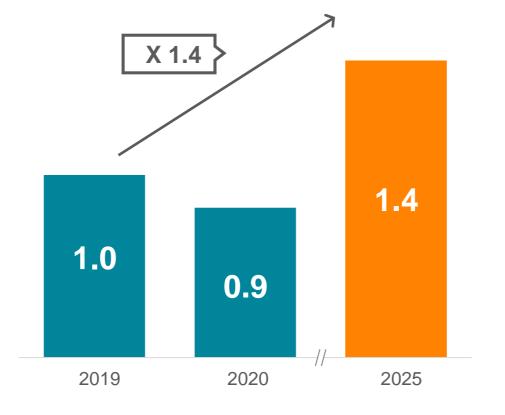


Digital customers ('000)

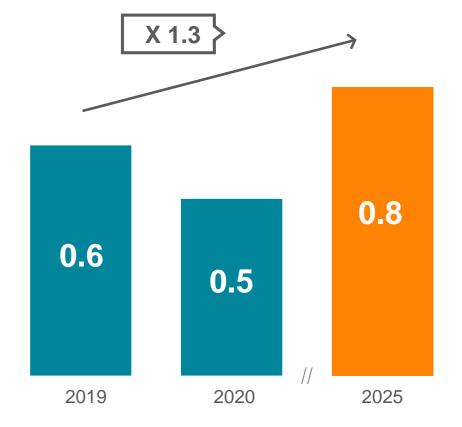




EBITDA (B€)



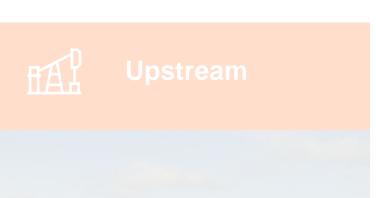




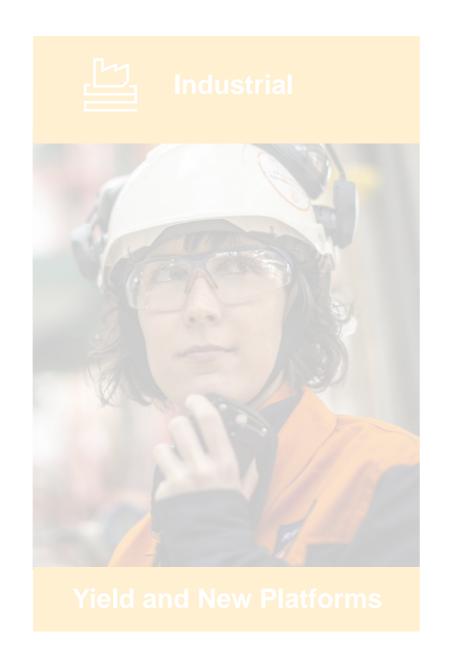
Mobility contribution margin (M€) x 1.15

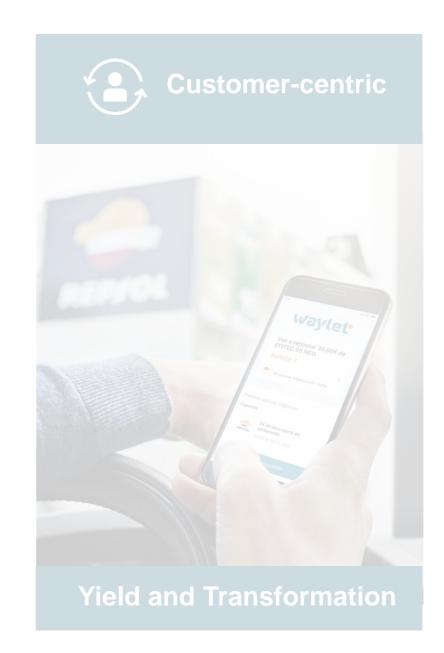
Non-oil contribution margin (M€) x 1.25

Setting the new business priorities













Developing a competitive RES player with international platforms

Low-Carbon Generation



Gross EBITDA² (M€)

Estimated low carbon operating capacity (GW)¹

Phase I 3.0 Gw

Phase II

2020-2025

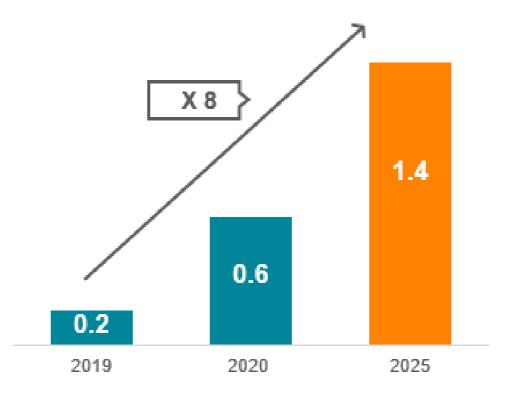
V

8.3 Gw

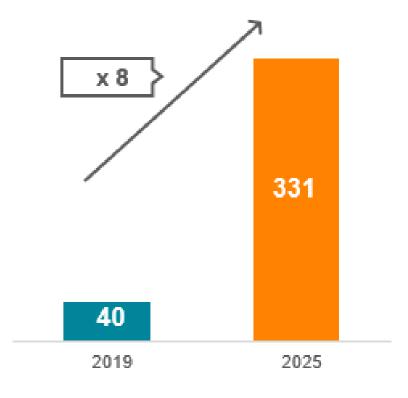
New ambition ³

Phase III 20 Gw
New ambition ³

- Launch organic growth development of Ready to Build and earlier stage assets
- Develop RES capabilities and project pipeline
- Build and put in operation pipeline, with more than 500 MW per year in earlystage assets
- Create international platforms
- Accelerate organic development to more than 1 GW per year
- Optimize portfolio with an opportunistic approach



Capex (B€)



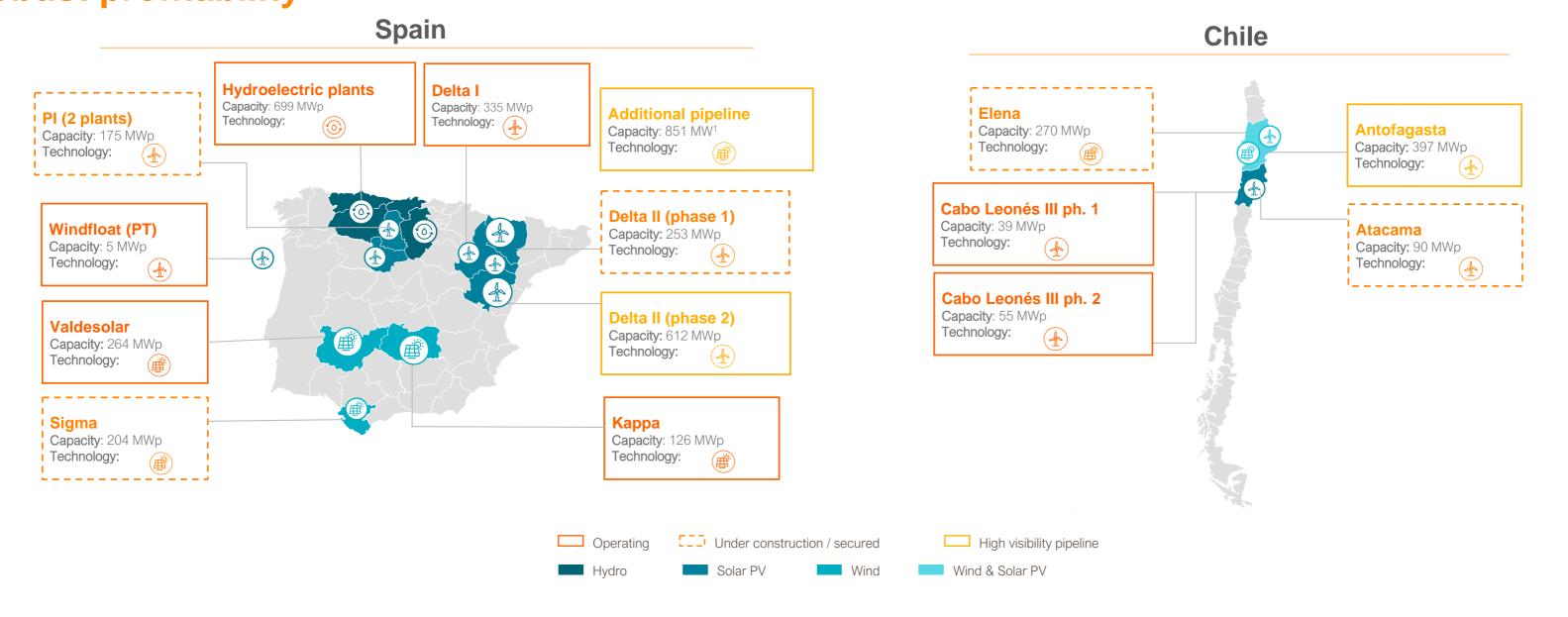
Spanish average power price 42.5 €/MWh

^{1.} RES: Considering 100% in Spain and International (excl. Chile) and 50% JV stake in Chile 2. Excludes structure costs. 2025 EBITDA estimated assuming 2025 consolidated capacity is operating during the whole year for comparative reasons. Figure considering only estimated operating capacity of 7.4 GW is €321 M 3. As a result of increased ambitions in Renewable Capacity generation, the Low Carbon generation objective has increased from 7.5 to 8.3 GW in 2025 and from 15 to 20 GW in 2030 compared to the original commitments in the SP.

Note: Gross Capex, capacity, and gross EBITDA considers 50% WI in Chile and 100% WI in Spain and rest of the world. (EBITDA and Capex figures do not include cogenerations)

Strong portfolio of advanced stage projects with short term material growth and robust profitability





De-risking the ambition: Hecate acquisition

Low-Carbon Generation

The acquisition of a stake in Hecate Energy allows Repsol to create a high growth renewable platform with strong development capabilities in the US

Step into the USA Renewable Energy Market to become an integrated developer and operating player

Disciplined Acquisition of a minority stake (40%) of Hecate Energy, leading independent developer with a portfolio of more than 40 GW of utility-scale PV solar and battery storage projects in the U.S.

- Experienced and proven management team
- One of the largest, and regionally diversified, solar PV portfolios in the U.S.
- 16.8 GW pipeline (Early and mid term projects) and 4.3 GW Storage Capacity through Hecate Grid

Participation in the development (being able to influence and decide EPC and PPA before the transfer) phase while maintaining preferential position to build the Renewable position in the USA

- Access to Hecate pipeline (at Repsol sole discretion)
- Parallel incorporation of Repsol OpCo to develop, construct and operate new GW in USA
- Potential full acquisition in year 3 at Fair Market Value

Operating Jicarilla 2

(62.5 MWdc, Solar - New Mexico)

most attractive US energy markets...



Well-diversified footprint across the



Early and mid term projects

16.8 **GWdc**





<u>Under construction/Secured</u> Jicarilla 1 Solar + Storage

(62.5 MWdc + 20 MW, Solar+Batteries - New Mexico)

Frye

(637 MWdc, Solar - Texas)

and a strong track record developing and selling projects 2,837 MW Projects under negotiation PPA pending to be sold 1,997 Cumulative MW projects sold with PPA 2.628 2014 2015 2016 2017 2018 2019 2020 Cumulative MW under negotiation PPA Cumulative MW under negotiation PPA Cumulative MW projects sold 1. As of May 2021

Stepping up energy transition



Decarbonization is an opportunity to build business platforms as technology evolves





Industrial transformation



Renewable generation



Customer-centric businesses



Hybrid plants -----

Advanced biofuels, biogas and recycling



2025-2030



Dual-platform advanced mobility



Carbon sinks









Ambition to become a leader in renewable H₂ in the Iberian Peninsula

Renewable Hydrogen



Multi-technology approach

providing flexibility, and optimizing production

and other final uses









Photoelectrocatalysis proprietary technology

Largest H₂ consumer (72%) and producer in Spain Privileged integrated position allowing arbitrage between self-consumption

Transportation and e-fuel leveraging SSs

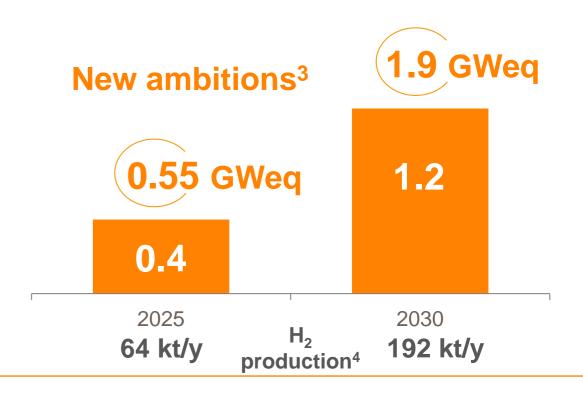
Gas network injection
blended with gas for
residential and industrial use

Industrial feedstock to other players

Electricity storage for flexible power generation

Clear ambition² to become Iberian leader

Renewable H₂ capacity under development [GWeq]



Repsol to become an active H₂ player

across uses, and a strategic partner to develop the Government ambition

^{1.} Steam reformer 2. Repsol's hydrogen ambition conditioned to access to regulatory changes and availability of EU recovery funds Plan

Repsol with clear advantages in renewable hydrogen production

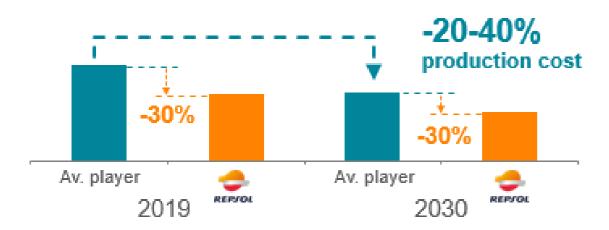
Renewable Hydrogen



Repsol's with an **advantageous position** resulting in **tier#1 LCOH¹ ~30%** lower vs. a local renewable H₂ producer

- Renewable H₂ production from biomethane to become competitive in the short term
- Integration in current sites and with own renewable power generation

Renewable H₂ production cost for an av. player in Spain (€/kg)



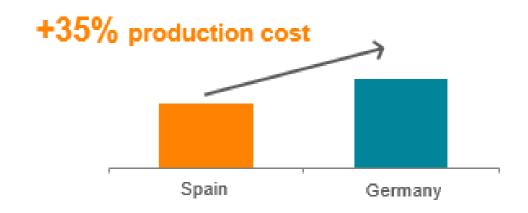
Competitiveness of electrolytic vs. fossil fuel H₂, expected by 2030, could be brought forward by

- Technology cost reduction (massive adoption)
- Higher carbon price
- Regulatory mechanisms, as/if needed

Spain, the best EU location to produce hydrogen with electrolyzers

- Lower production costs due to better renewable resource
- Spain reaching renewable H₂ (with electrolyzers)
 competitiveness five years before Germany

Production cost via electrolysis in 2030² (€/kg)



^{1.} Levelized Cost of Hydrogen assuming 50% of the renewable H₂ production made with biomethane and the remaining 50% with electrolyzers. 2. Spain with an average LCOE of €33.2/MWh and Germany with an av. LCOE of €48.3/MWh in 2030

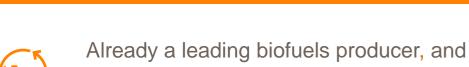
Repsol becoming an advantaged producer of low carbon fuels

Sustainable biofuels



Repsol best positioned for sustainable biofuels production

Reaching > 2 Mta of low carbon fuels in 2030¹



first biofuels marketer in Spain (66% share)



Leveraging our **tier one industrial sites** to produce biofuels in own facilities through modifications of current units

Lower Capex: <€500/t in existing plants
 (vs. >€1000/t of peer's new plants)



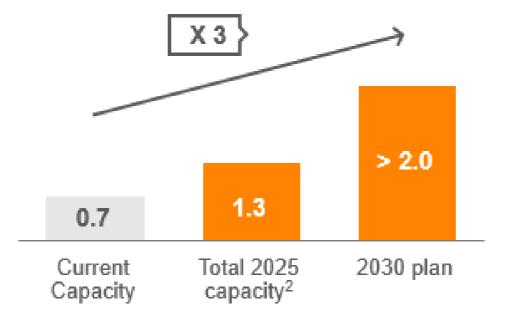
Average projects IRR >15%



Positioning, scale and relevance of our industrial hubs key to secure feedstock

Low carbon fuels gross production (Mta)

Updated ambition: from 600kt of HVO to >2 Mt of low carbon fuels



Repsol with a leading sustainable biofuels ambition

With a multi-technology and raw material approach

Use of wastes as feedstock



Refused Derived Fuel

- > 65% of biofuels produced from waste by 2030 (up to 100% potentially to satisfy market or regulation demands)
- Large availability of required feedstock with flexibility between alternatives
- ~4 Mt of waste³ to be used as raw materials by 2030

^{1.} Gross volumes 2. Expected capacity of sustainable biofuels by 2025 includes: 700 kt/y from current existing capacity from the advanced biofuels plant in Cartagena, 130 kt/y capacity from a gasification plant to produce methanol and ~300 kt/y capacity through modifications in existing units. 3. Gross volume. It includes Repsol's whole circular strategy: biofuels, circular chemical products and biogas production

Repsol to develop widespread, smart, conveniently-located charging network

e-Mobility



> x2

2022

Ultra / Fast

chargers every

50km

+1,000
public chargers

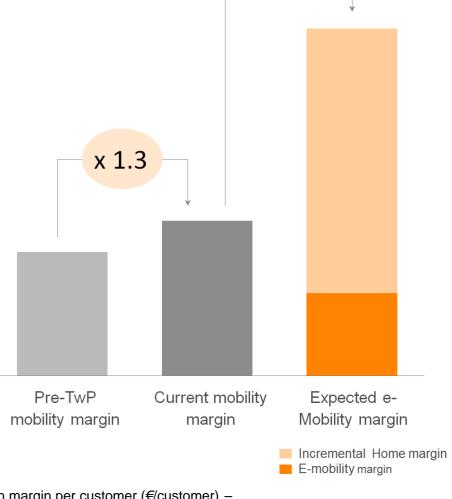
Committed to develop a charging network in lberia focused in fast and ultrafast chargers in main transport corridors



A **very synergistic** business with attractive economics for Repsol

The economics of E-Mobility & home power consumption are even more attractive for Repsol than those of traditional mobility

More than double growth in enhancing contribution margin per customer



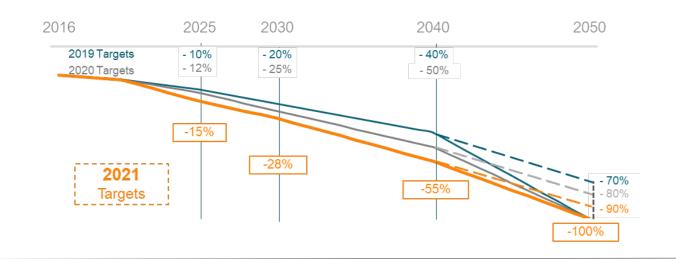
Contribution margin per customer (€/customer) – Traditional mobility customers vs. E-mobility customers

Renewed decarbonization ambition

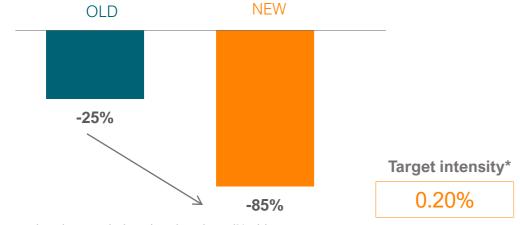
Repsol decarbonization pathway



Carbon Intensity Indicator reduction targets [gCO₂/MJ]



Methane intensity reduction 2025 vs 2017 (%)



* Operated methane emissions / marketed gas (% v/v)

Absolute emissions reduction (%)



Reporting, Governance, Capital allocation

- Scenario analysis, benchmarkable metrics
- Advisory vote on climate strategy in the 2022 AGM
- Higher internal carbon price for new investments

Delivery 2022

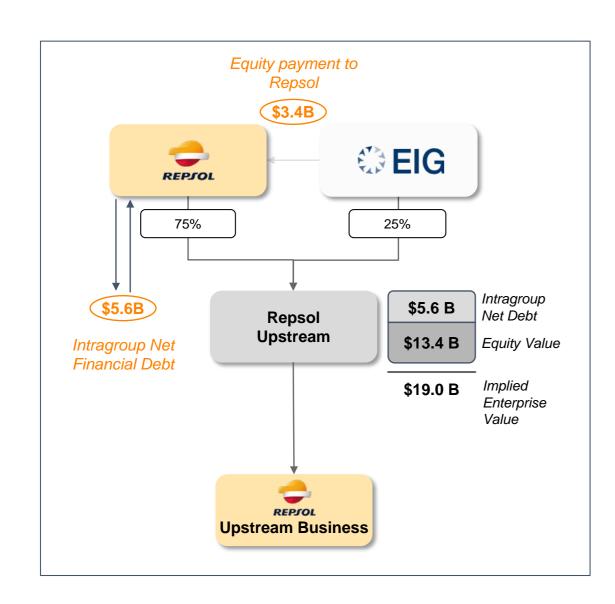


05.

EIG's acquisition of 25% Upstream equity stake for \$3.4 B

Value crystallization through partnerships







Transaction structure

Enterprise Value for Repsol Upstream of \$19.0 B

- Net Financial Debt \$5.6 B
- \$13.4 B resulting Equity value

EIG's acquisition of 25% Working Interest in Repsol Upstream for \$4.8 B

- \$3.4 B Common equity
- \$1.4 B Net Financial Debt

Price Structure

- 70% upfront payment on completion
- 30% to be paid in three equal annual instalments over a three-year period



Governance

No change of control

- Repsol remains the controlling shareholder and, as such, retains control over the operations
- The vehicle remains part of the Repsol Group and is consolidated, from an accounting perspective, by the global integration method

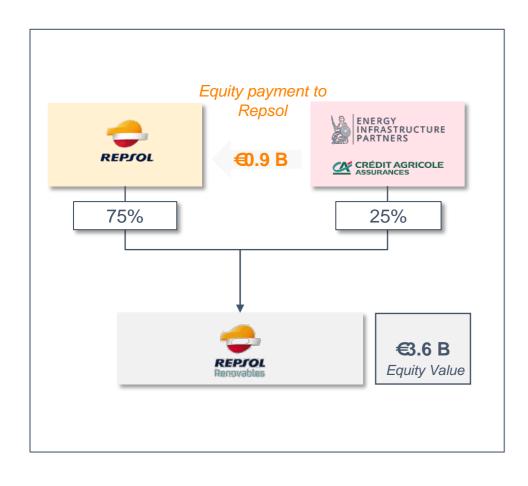
Board: 8 Directors

- 4 Repsol + 2 EIG + 2 Independents
- Repsol retains the Chairman with casting vote

EIP - Crédit Agricole acquisition of 25% Repsol Renovables equity stake for €0.9 B

Value crystallization through partnerships





Transaction Overview

- Price implies valuing Repsol's renewables business at €4.4 B, including debt
- Partnership with reputable, experienced investors specialized in the renewable sector and with a long-term view
- Represents a validation of Repsol's strategy in renewables and reinforces, through investment commitments, the achievement of the objectives set out by the company
- Demonstrates the **strength of the renewables growth model** that Repsol has built in the last three years
- **Delivers stated objectives** to bring in minority partner committed to Repsol's 2025 and 2030 capacity targets
- Repsol retains control of the vehicle and consolidation

Moving forward towards strategic objectives in a volatile environment

Key messages 3Q22



€1.5 B

Adjusted Net Income

-30% vs 2Q22

€3.2 B

CFFO

+73% vs 2Q22
Positive contribution of WC

€2.2 B

Net Debt

€2,850 M decrease vs June'22

7.3%

Gearing

-9.3 p.p. vs June'22

Accelerating portfolio transformation

EIG to acquire **25%** of **Repsol's Upstream** business for **\$3.4 B** (\$4.8 B EV)

€4.3 B proceeds and €23 B EV (100%) between Upstream and Renewables transactions

Increasing shareholder remuneration

Additional 50 M shares capital reduction expected before end-22 (for 200 M SBB in '22)

Delivered all SBB commitments in '21-25 SP

+11% dividend increase in 2023 (to 0.70 €/sh)

Reinforcing balance-sheet

Capital discipline and value over volume in highly volatile scenario

-62% Net Debt reduction in 9M22



SBB: Share buybacks

Increasing shareholder distributions in higher price scenario





Production

FY22 at 550 Kboe/d -20 Kboe/d vs previous guidance

Cash Flow From Operations FY22 €8.4 - 8.7 B

> Capex FY22 ~ €4 B

Shareholder Remuneration

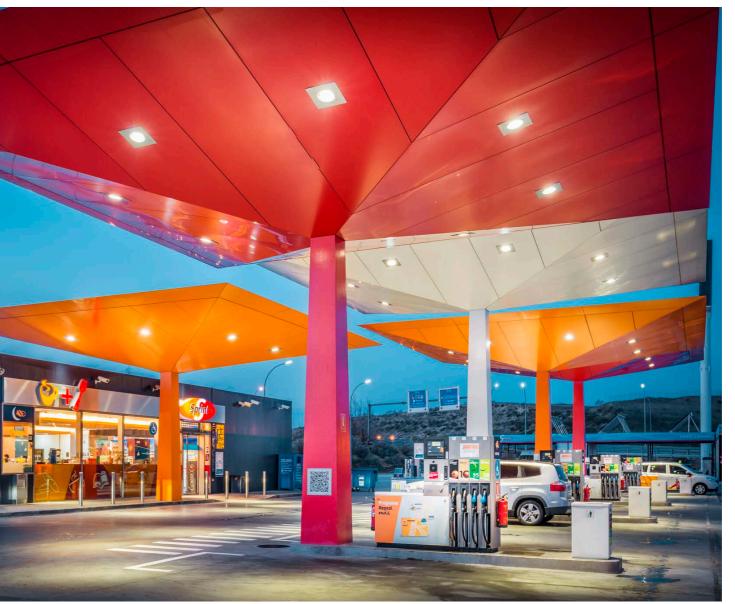
Distribute 25-30% of organic CFFO

150 M shares already cancelled YTD

Additional 50 M shares expected to be redeemed before end'22

200 M shares expected to be cancelled in 2022 13% of share capital at the beginning of 2022 100% of SBB expected in SP 2021-25

+11% dividend increase in 2023 to 0.70 **€** share (from 0.63 **€**/sh in 2022, +5% vs 2021)



Investor Update

November 2022





The Repsol Commitment Net Zero Emissions by 2050