# Investor Update

March 2022

# Stepping up the Transition Driving growth and value



The Repsol Commitment Net Zero Emissions by 2050



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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

A profitable company in the Energy Transition with strong cashflow growth & capital discipline



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# Path to 2030

01.



**Ambitious transformation journey to thrive in Energy Transition** 



**Towards Net Zero emissions** 

Leading investor proposition



# **New operating** model

## **Repsol 2030: A more sustainable, balanced and profitable company**

#### **Transforming** the company's portfolio



1. Increase in low carbon CE through investments in low carbon generation, new industrial low carbon platforms (circularity, H<sub>2</sub> & e-fuels, etc.), decarbonization through efficiency initiatives, e-mobility, and value-added services, among others 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)



#### Strong cash-flow growth

# **Strategy 2021-25:**

02.



**Delivering financial targets while transforming the company** Ambition 21-25

# 2021 - 2022

# **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

- Metrics growth & high Capex intensity
- ROCE and gearing

# Self-financed plan @\$50/bbl & \$2.5 HH Ensuring shareholder value maximization



# 2023 - 2025

# Accelerating transformation and delivering growth

- Portfolio optimization & new business platforms

## 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)



2.2

### +10%CAGR Adjusted Net Income per share



Adjusted<sup>1</sup> 2019

2025

High scenario @\$60/bbl Brent & \$3/Mbtu HH

## **Self-financed plan**

Cash generation

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



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



### 2021-2025 B-even post-dividends (\$/bbl)

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



# **Discipline, flexibility and transformation**

Capex 21-25

**Updated ambitions** 



1. Specific WACC per each business

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%

3. Includes low carbon generation investments, new low carbon platforms, decarbonization efficiency investments, e-mobility, and value-added services

Note: Not including Corporation in capex numbers.



### **Profitable decarbonization**

# Legacy and new businesses driving portfolio performance along the Transition

### Contribution to portfolio financial profile 21-25



1. Industrial includes Refining Spain and Peru R&M, Chemicals, Trading & Wholesale Gas businesses Note: Corporate values not considered





## Contribution to carbon intensity reduction

Low carbon strategies



LOW CARBON PRODUCTS

PORTFOLIO DECARBONIZE

> CUSTOMER CENTRIC

LOW CARBON GENERATION

# Leading distribution and clear capital allocation framework

Capital allocation 21-25



1) The Board of Directors has proposed a 5% increase in the cash dividend, to 0.63 euros per share, and a Capital Reduction through the redemption of 75 M shares to be executed after the next AGM 2022. Additional Capital Reduction through the redemption of 50 M shares, as 2022 price scenario settles, to be executed in 4Q22/1Q23, once approved by next AGM 2022.

SBB



Extra shareholder distribution

Additional Low carbon CAPEX

Shareholder distribution

Value CAPEX

### **CAPEX** flexibility

2) 200 M shares in the SP period: 50 M sh/y in 2022-25. €1.4-2.0B cash sources allocated to



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

# **Business strategies**





# **Setting the new business priorities**



**Yield and Focus** 





Yield and Transformation









# **Repsol E&P priorities 2021-25**

FCF as a priority (Leading FCF B-even)

Resilient Value delivery

Focused portfolio

- FCF breakeven <\$40/bbl</li>
- 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</li>
- Leaner and focused exploration

### **Building optionality and strategic flexibility**



## Tier 1 CO<sub>2</sub> emissions

- 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





### Focus portfolio and capex allocation: Playing to our core areas Upstream

#### Portfolio span reduction $\rightarrow$ 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

Exploration (B\$)





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

Upstream

**Resilient and Flexible capital program** 





#### **Self-funded projects**



# **Progressing in portfolio rationalization and FIDs**

#### Upstream

### **Portfolio rationalization**



#### **Completed the exit from Upstream operations in six countries**

Includes transactions completed in 2021 and 1Q22



#### FIDs 2022

# High grading portfolio supporting carbon intensity reduction

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

Emissions intensity per barrel produced (kgCO<sub>2</sub>/boe)

# High growth new barrels with lower emission intensity

New production pushes down emissions intensity





Note: The peers considered on the above chart are Eni, Gazprom, BHP, Conoco, Petronas, Hess, Anadarko, Exxon, Woodside, Equinor, CNPC, Total, Occidental, Kosmos, Marathon, CNOOC, Shell, OMV, Chevron, Petrobras, BP, Rosneft, Noble, Apache. 2019 Data Source: Wood Mackenzie Emissions Benchmarking Tool



#### Emissions reduction projects in most intensive assets

Sakakemang: CCS project in FFD phase with 1.5-2 Mt CO<sub>2</sub> per year captured and a total investment of €247 M

# **Setting the new business priorities**





### **Yield and New Platforms**



Yield and Transformation









# Maximizing yield and developing the next wave of profitable growth

	<b>Refining</b> <sup>1</sup>	Chemicals	Trading
1 Yield Cash generation in a complex environment	<ul> <li>Net Cash Margin 1Q Solomon and Wood Mackenzie</li> <li>Advantaged position         <ul> <li>Enhancing competitiveness and operational performance</li> </ul> </li> </ul>	<ul> <li>Differentiation with high value products</li> <li>Growth in incoming opportunities</li> <li>Feedstock flexibility: 60% LPGs to crackers vs 25% EU average</li> </ul>	<ul> <li>Maximize the integration and value from assets</li> <li>Incremental growth in key products and markets</li> </ul>
2 Digitalization Industry 4.0 driving integration & improved decision making	<ul> <li>Enhance asset availability to ma</li> <li>Integrating value chain manage</li> </ul>	nt optimization based on real-time data aximize output and optimize maintenance o ement through planning models based on A uce consumption and GHG emissions (-0.1	Al and machine learning
3 New platforms	<ul> <li>Leadership in new low- carbon businesses (hydrogen, waste to x, etc.)</li> </ul>	<ul> <li>Circular platforms (recycling and chemicals from waste)</li> </ul>	<ul> <li>Grow in low carbon businesses (biogas/biofuels CO<sub>2</sub>, etc.)</li> </ul>





# Solid cashflow generation and new businesses build up



Low carbon



# 2025 BE<sup>1</sup> reduction >\$1.5/bbl

# CO<sub>2</sub> reduction<sup>2</sup> by 2025 > 2 Mt CO<sub>2</sub>

# Maintaining competitiveness in a complex environment

Refining

# **Maximizing margins**

**Refining Margin Indicator** projections progressively recovering<sup>1</sup>

Repsol contribution margin indicator (\$/bbl)



#### Reference<sup>2</sup>

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

1. Repsol consistently above market reference (+\$1.6/bbl '15-'19) 2. IHS NWE Sweet Cracking Refining Margin adjusted on homogeneous crude price basis @\$50/bbl; projections from November 2020.



## **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 CO<sub>2</sub> 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 AI

>20% -0.8 Mt  $CO_2$  reduction<sup>1</sup> estimated IRR

Industrial energy efficiency

2021-2025

€0.4 B Total Capex

>200 Initiatives identified

### **New low carbon business** selected projects

#### C43: Waste & UCOs treatment plant

Advanced HVO plant - Redu kt/y CO<sub>2</sub> emissions

#### Chemicals circularity

- Zero project: chemical \_ used plastics
- Reciclex project: mecha \_ recycling of polyolefins

#### **Biogas generation pl** urban waste

Biogas to substitute tradition consumption

#### Net zero emissions f

E-fuel production from rene hydrogen (electrolysis) and (





	Investment	Capacity	
ucing 900	€188 M	250 kta	Sustainable biofuels
		300 kta	From waste per year Cartagena
<b>y</b> recycling of	Investment	Capacity	
nanical S	€70 M	74 kta	Circular polyolefins <sup>2</sup> Puertollano
lant from	Investment	Capacity	
onal fuel	€20 M	10 kta	Urban waste <b>Petronor</b>
fuel plant	Investment	Capacity	
ewable CO <sub>2</sub>	€60 M	10 MW	Electrolyzer Petronor

# **Setting the new business priorities**



#### Yield and Focus



**Yield and New Platforms** 





Yield and Transformation







#### **Business Build**

# Strong and growing profits and cash generation

Customer-Centric Businesses Strategy 2021-25

working





### **High-growth power** customer business

#### More autonomous management, strengthening **entrepreneurship culture**

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



New transversal loyalty program to reach 8 M customers (100% digital) and generate incremental margin by 2025



#### REPJOL repsol.es **Transversal** waylet **Ioyalty Program** vivit Mobility Integrated customer data Home app \_ app Seamless customer experience Data driven personalization Promotions and benefits - Partner ecosystem Other digital assets Guía Repso BOX REPJOL <u>88</u> w?ble 📥 REPJOL 📥 REPJOL PIDE TU GASÓLEO

## **Growth ambition with strong FCF generation**

Customer Centric Business

### **Digital customers ('000)**

EBITDA (B€)





# **Setting the new business priorities**







Yield and Transformation







### **Business Build**

# **Developing a competitive RES player with international platforms**

Low-Carbon Generation

### Estimated low carbon operating capacity (GW)<sup>1</sup>

- Phase I 3.0 Gw 2019 Phase II 8.3 Gw 2020-2025 New ambition <sup>3</sup> Phase III 20 Gw 2026-2030 New ambition <sup>3</sup>
- 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



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)

42.5 €/MWh

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



Source: Company information

Notes

(1) Greenfield projects with interconnection rights, including solar hybridization projects in wind portfolio





#### Chile

# **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

1<sup>st</sup> FID taken in July 2021 (Jicarilla solar farm)

2<sup>nd</sup> FID taken in February 2022 (600 MW solar project in Texas)

Well-diversified footprint across the most attractive US energy markets...



selling projects





Early and mid term projects

#### 16.8 GWdc



#### ... and a strong track record developing and
# **Stepping up energy transition**







LAND LIFE

# Ambition to become a leader in renewable H<sub>2</sub> in the Iberian Peninsula

Renewable Hydrogen



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

3. Renewable H2 ambition increased in October 2021 from 0.4 to 0.55 GWeg in 2025 and from 1.2 to 1.9 GWeg in 2030 4. Considering a ratio of 0.02 t/h per MW and 8,000 hours of operation per year based on Repsol's past projects



# Clear ambition<sup>2</sup> to become Iberian leader

# **Repsol to become an active H2 player**

across uses, and a strategic partner to develop the

# **Repsol with clear advantages in renewable hydrogen production**

Renewable Hydrogen

Repsol's with an advantageous position resulting in tier#1 LCOH<sup>1</sup> ~30% lower vs. a local renewable H<sub>2</sub> producer

- Renewable H<sub>2</sub> production from biomethane to become competitive in the short term —
- Integration in current sites and with own renewable power generation \_

Renewable H<sub>2</sub> production cost for an av. player in Spain ( $\in$ /kg)



# electrolyzers

- Lower production costs due to better renewable resource
- Spain reaching renewable  $H_2$  (with electrolyzers) \_ competitiveness five years before Germany

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 best positioned to lead H<sub>2</sub> development and cost competitiveness as the main consumer in Spain (vs. non-consuming players interested in high prices to drive production)



Spain, the best EU location to produce hydrogen with

Production cost via electrolysis in 2030<sup>2</sup> (€/kg)



# **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 2030<sup>1</sup>



Already a leading biofuels producer, and 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%



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

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 plastics and biogas production



## 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 waste<sup>3</sup> to be used as raw materials by 2030

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

e-Mobility



# +1,000

public chargers

Committed to develop a charging network in Iberia 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 [gCO<sub>2</sub>/MJ]







#### **Reporting, Governance, Capital allocation**

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



#### **Absolute emissions reduction (%)**

# **Delivery 2021**





# Value-over-volume with focus on capital efficiency and cash generation

**Operational highlights – Upstream** 



<sup>1</sup>Calculated on the organic FCF of the Upstream segment (does not include inorganic investments -acquisition of projects, assets or companies for the expansion of the Group's activities- nor proceeds from divestments)





### Organic FCF breakeven<sup>1</sup> <30 \$/bbl in 2021

**Production**: **4Q21:** +6% vs 3Q21; -11% vs 4Q20 **FY21:** -12% vs 2020

Start-up of YME (Norway) in October

FIDs 4Q21: Shenzi North (GoM) and Akacias (Colombia)

**Rockdale** assets contributing +12 Kboe/d in 2022

# Solid results underpinned by the recovery of Refining and outstanding Chemicals

**Operational highlights - Industrial** 





# Transforming our industrial sites into decarbonized energy hubs

**Operational highlights - Industrial** 

	Low carbon fuels	Renewable H <sub>2</sub>
Targets	1.3 Mtpa by 2025 >2 Mtpa by 2030 <sup>1</sup>	0.55 GWeq by 2025 and 1.9 GWeq by 2030
2021 Progress	<text><text><text><text></text></text></text></text>	<ul> <li>Agreement with EDP to implement renewable hydrogen projects</li> <li>Repsol produces renewable H2 with biomethane for the first time</li> <li>FID for first electrolyzer in Bilbao (start-up in 2022)</li> <li>SHYNE Project launched Jan'22 to promote Spanish H2 Network</li> </ul>

## Setting higher Industrial Low Carbon targets to accelerate transition



### Circularity

### **Polyolefin production recycling 10%** by 2025<sup>2</sup> & 20% by 2030

**Ecoplanta** (Solid urban waste) Pre-selected for European Innovation Fund

Reciclex Repsol joins Acteco to increase recycling capacity

**Recpur I** Investment announced for 1st PU recycling plant

**Circular plastics** Repsol signs agreement with Técnicas Reunidas

# **First asset rotation and new FIDs in Renewables**

**Operational highlights - Commercial and Renewables** 

#### Mobility

# Omicron drags the recovery of sales in 4Q21

Sales in Service Stations in Spain +12% vs 4Q20 and -11% vs 4Q19

Waylet app: 3 M registered users

Launch of Repsol's transversal loyalty program

Sales in Spain service stations vs. 2019 levels



## **Retail Electricity & Gas**

#### 1.3 Million retail E&G customers by end of 2021

Record level pool-price in Spain in 2021

1.5 M clients expected by end of 2022

Integrated retail + generation result increased in 2021





## Renewables

# Delivering on goals and adding new opportunities

Acquisition 40% of Hecate, portfolio >40 GW in USA

FID taken 600 MW project in Texas, COD by 2023

First asset rotation with Delta I project (Spain)

Analyzing the **option** to **incorporate a minority partner** 

# Ensuring performance and financial strength while boosting transformation Outlook 2022

Environment	<ul> <li>Brent 70 \$/bbl</li> <li>Henry Hub 3.7 \$/Mbtu</li> <li>Refining Margin Indicator 4 \$/bbl</li> </ul>
Production	~ 600 Kboe/d
CFFO	~€5.8 B
Capex	~ €3.8 B • ~ 30% Low Carbon
Distributions	<ul> <li>€0.63 /share cash dividend (+ 5% vs 2021)</li> <li>75 M shares redemption (~ 5%) once approved by next AGM</li> <li>Additional 50 M SBB (~ 3.5%) as above price scenario settle 4Q22/1Q23, once approved by next AGM 2022</li> </ul>

Solid organic cash generation, building growth and advancing in Energy Transition, delivering attractive distributions and keeping gearing ratio





M 2022

les, to be redeemed

# Investor Update

March 2022

# Stepping up the Transition Driving growth and value



The Repsol Commitment Net Zero Emissions by 2050