



Q1'23

# QUARTERLY REPORT

May 5<sup>th</sup>, 2023



# BASIS OF PREPARATION

This report is based on the unaudited consolidated financial statements of Compañía Española de Petróleos S.A. (Cepsa, or the Company), prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and with all the interpretations issued by the International Financial Reporting Interpretations Committee (IFRIC) of the IASB applicable at the date of closing provided that they have been endorsed at that date by the European Union, with the exception of those applied in advance, if any. For any matter of interpretation over the applied rule, please take the reference of the last Audited Cepsa Group Consolidated Financial Statements, as publicly available on <https://www.Cepsa.com/en/investors>.

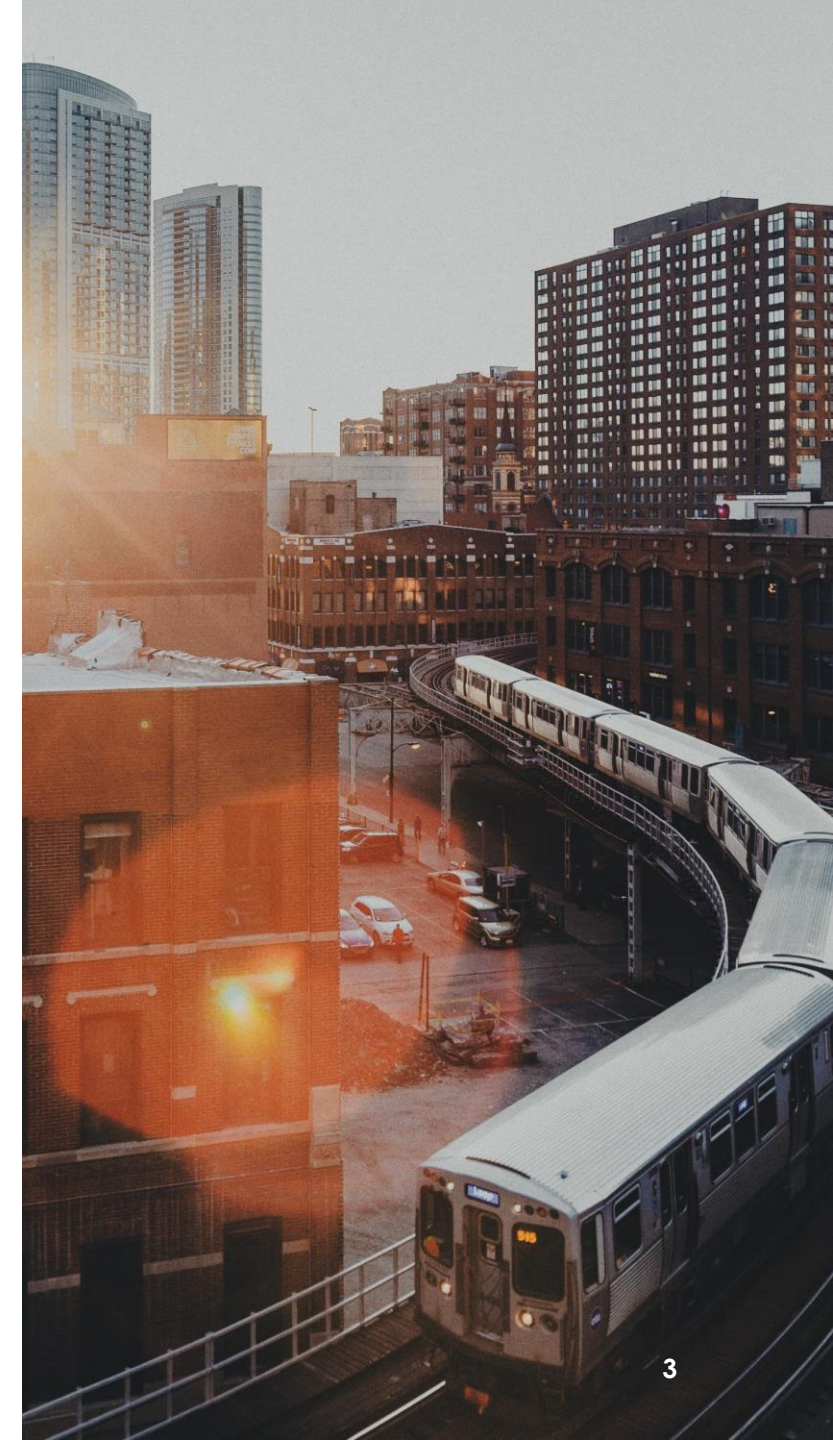
For a clearer Management Discussion & Analysis and consistent with industry practice, the IFRS Profit & Loss Statement is adjusted as follows to obtain a CCS Profit & Loss Statement:

- 1) Inventories: IFRS Cepsa Group Consolidated P&L measures crude oil, oil derivatives and petrochemical products, acquired as raw materials, at the lower of historical weighted average cost (12 months) and net realizable value. For the MD&A, we consider the replacement cost presents a more accurate view of the current operations, considering therefore the stock variation in P&L at Current Cost of Supply (CCS), which values the manufacturing consumption at the month's average cost. The adjustment necessarily eliminates also the crude & products hedging valuation and the inventories impairment, if any.
- 2) Clean adjustments: Those income or costs that are not directly related to the Group activities are considered as non-recurring items and, therefore, excluded. Generally, these are incomes or costs that occur atypically, are of a material amount and with minimal probability of recurrence. Regarding the KPIs presented, for a better comprehension and to allow the accurate calculation of different ratios, figures are always consolidated and adjusted to the associated financials by:
  - a. Elimination of intercompany transactions.
  - b. Considering JVs as third parties: As their financial information is only presented in the Equity Method line and no Capital Employed is incorporated apart from the Financial Investment, we also do not consider any contribution to the Group's KPIs, with the sole exception of the Reserves and Production of the Upstream JVs (Cosmo Abu Dhabi at the date of issuance of this report), which are added to the BU KPIs following the Reserves Audit criteria.



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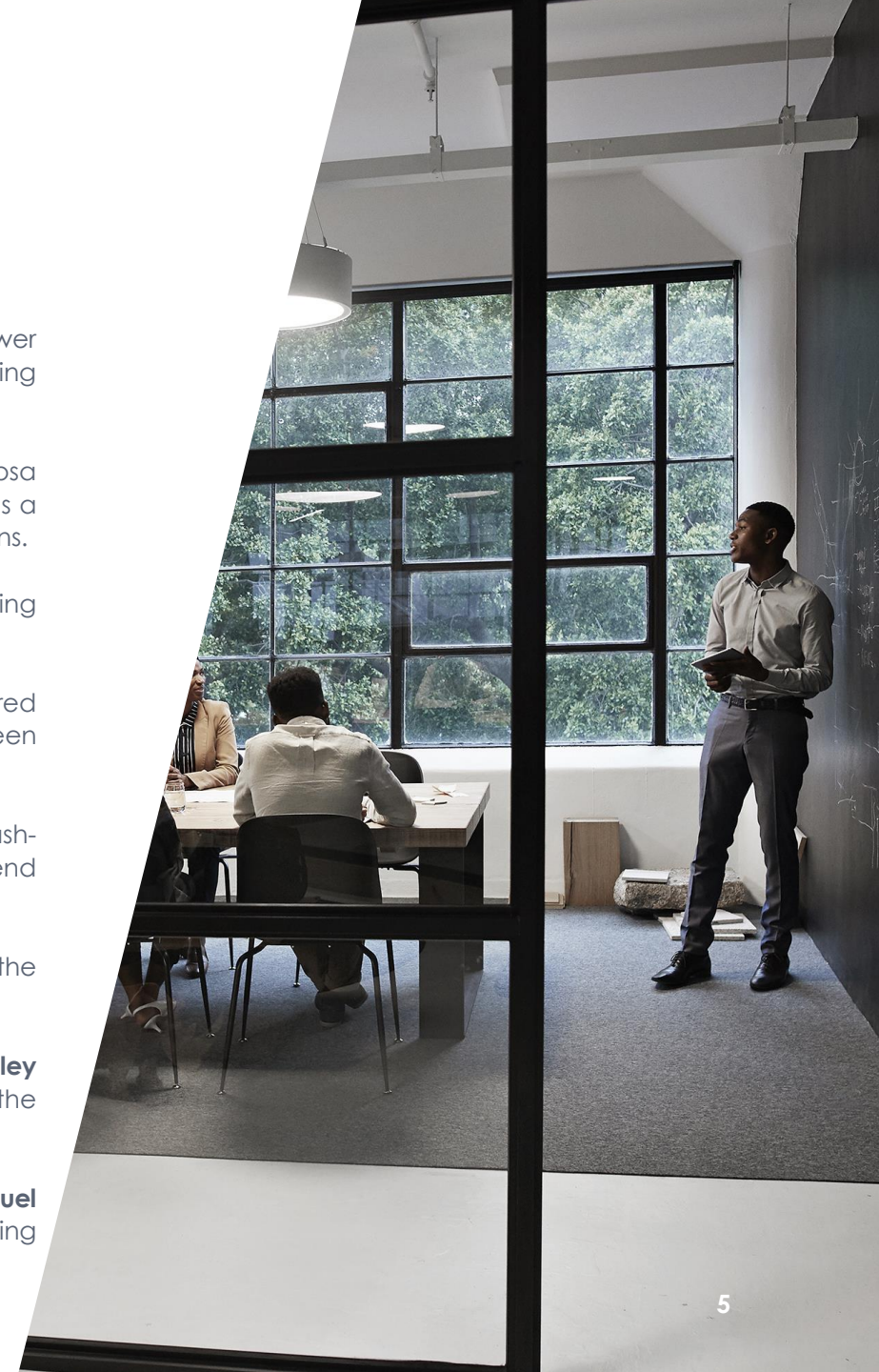
# 1. RESULTS HIGHLIGHTS

Q1'23

# 1. RESULTS HIGHLIGHTS

## Cepsa reports EBITDA of €556m in first quarter, down 8% from 2022

- **CCS EBITDA** was **€556m** in Q1'23 versus €605m in the same period of 2022, driven by lower crude prices and lower refining production due to scheduled maintenance turnarounds at both energy parks, weighing on strong refining margins and positive Commercial and Clean Energies earnings.
- **CCS Net Income** was **€176m** versus €58m in Q1'22, helped by an improvement in refining margins. However, Cepsa registered a **IFRS Net Income loss for the period of €297m** versus a €265m profit in Q1'22, due to a **€323m charge** as a result of the **extraordinary tax** imposed on energy companies in Spain, and also reflecting changes in stock valuations.
- **Cash flow from operations** before working capital, above the Q1'22 figure of €205m, mainly driven by higher refining margins, **reached €285m**
- **Capex spend** reached **€114m** in Q1'23 versus €89m in Q1'22, of which **30% was in sustainable businesses** compared with 17% in the previous year Q1 period, as Cepsa firmly moves forward with its Positive Motion strategy to lead green hydrogen, biofuels and e-mobility in Spain and Portugal.
- Continued deleveraging, with **Net Debt to EBITDA** ratio decreasing to **0.8x** driven by reduced debt following the cash-in of the Abu Dhabi assets divestment. **Liquidity position remains strong at €4.3bn**, covering debt maturities until the end of 2027.
- **Cepsa completed the sale of its upstream assets in Abu Dhabi** to Total Energies in line with its commitment to lead the energy transition in Europe. Results include the contribution of these assets until the 15 March closing date.
- Cepsa signed a number of new partnerships during the quarter **to develop the Andalusian Green Hydrogen Valley** and entered into a **joint venture to build the largest 2G biofuels plant in southern Europe** with Bio-Oils, a member of the Apical Group.
- To help customers mitigate the impact of high inflation and energy prices, Cepsa launched in April and **updated fuel loyalty programme** that can save customers more than **€300 a year**. In total, **Cepsa's customers saved €145m** during 2022 and Q1 2023 thanks to fuel discounts on top of temporary discounts offered by the Spanish government.



Q1'23

# 1. RESULTS HIGHLIGHTS

## **Maarten Wetselaar, Cepsa CEO**

*“There is no question that these are uncertain times, particularly across energy markets and in the regulatory environment. The fact that the extraordinary tax imposed on Spanish energy companies pushed Cepsa into an IFRS loss in the first quarter illustrates its poor design and disproportionate impact – more than double the impact on our main competitors in proportion to net income – on our company, which is investing strongly in Spain’s energy future.*”

*Despite this, it was another quarter of transformation for Cepsa as we embark further on our Positive Motion journey to lead green hydrogen, biofuels and e-mobility in Spain and Portugal. We have signed a number of important industry partnerships since implementing this strategy, and this period has been no exception with significant agreements with key industry players confirmed to develop and promote the Andalusian Green Hydrogen Valley. The quarter also saw the sale of our upstream assets in Abu Dhabi to Total Energies, divesting a large proportion of our traditional E&P operations to allow us to streamline our efforts to produce and supply sustainable fuels.*

*In April, we announced a global partnership with Bio-Oils, a member of the Apical Group, for the construction of the largest 2G biofuels plant in southern Europe, the latest project in our Positive Motion strategy. The plant will allow us to produce 500,000 tons of sustainable aviation fuel and renewable diesel per year as we work with our customers to decarbonize the aviation, maritime and land transportation industries.*

*At Cepsa, we remain focused on the role this company can play in being a solution for clean energy supply and security in Spain, and indeed, in Europe.”*



Q1'23

# 1. RESULTS HIGHLIGHTS

## Major Events

In line with Cepsa's Positive Motion strategy, **the Company announced in March that it had divested its Abu Dhabi upstream business** to Total Energies, rationalizing its upstream footprint and rebalancing the overall portfolio towards sustainable business. All three rating agencies, S&P, Moody's and Fitch, reaffirmed the Company's investment grade rating post transaction.

During the quarter, **Cepsa has surpassed 2 GW of solar projects under development** (2.1 GW), nearly a third of the 2030 renewable capacity target set a year ago, to produce an estimated 4,500 GWh of energy annually. Specifically, Cepsa is developing 17 photovoltaic energy projects in Castilla-La Mancha, Andalusia, Extremadura, and the Community of Madrid.

**Cepsa signed a series of agreements in the quarter to develop and promote the Andalusian Green Hydrogen Valley** including with Enagás Renewable, Alter Enersun, EDP, Fertiberia and Damas, as well as with ACE Terminal in the Netherlands to create a green hydrogen supply chain between southern and northern Europe.

In April, **Cepsa and Bio-Oils**, a member of the Apical group of companies, **entered a joint venture to promote the production of 2G biofuels through the construction of the largest plant in southern Europe**, located at Cepsa's La Rábida Energy Park in Palos de la Frontera (Huelva), as announced by Cepsa in March. The facility will include an investment of up to €1 billion, one of the largest private investments in the history of the southern Spanish region of Andalusia. The new plant will secure the majority of the feedstock supply from organic waste such as agricultural residue or used cooking oils through a global, long-term agreement with Apical, enabling it to address one of the key challenges facing the industry: access to feedstock.

Also in April, **Cepsa launched an updated loyalty program for retail customers, Cepsa GOW, to help customers save more than €300 a year**. Cepsa has developed a broad ecosystem of partnerships, allowing customers to get up to 10% back on purchases at more than 40 partner brands, including Amazon, eDreams, Europcar, MediaMarkt, Pangea and Sprinter, to redeem at Cepsa. Program members will also earn credit on their fuel, electric charges, car washes and product purchases at Cepsa stores – specifically, they can get up to 6 cents back per liter of fuel.





## 2. PRESENTATION OF RESULTS



Q1'23

## 2. PRESENTATION OF RESULTS

### 2.1 Market Indicators

Market Indicators	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Dated Brent oil price (\$/bbl)	81.3	88.7	101.4	(20)%	(8)%	101.2	70.7
Refining margin (\$/bbl) <sup>1</sup>	11.1	8.7	2.2	405%	28%	9.6	3.7
Dutch TTF Natural gas price (€/MWh)	54.1	94.4	95.6	(43)%	(43)%	120.5	45.7
Spanish pool price (€/MWh)	96.4	113.2	229.4	(58)%	(15)%	167.5	111.9
Exchange average rate (\$/€)	1.07	1.02	1.12	(4)%	5%	1.05	1.18
Spanish fuel demand (m3)	9,236	10,139	9,435	(2)%	(9)%	39,542	38,113

1. Cepsa Refining margin indicator has been amended to reflect corporate group allocations, including variable energy costs.

### 2.2 Operational KPIs

Operational Overview	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Refining output (mton)	4.7	4.9	5.1	(7)%	(4)%	20.7	20.3
Refining utilization (%) <sup>1</sup>	84%	86%	92%	(9)%	(2)%	84%	81%
Bios installed capacity (kt/y)	705	705	578	22%	-	705	578
Commercial product sales (mton)	4.1	4.5	4.1	(0)%	(8)%	17.7	16.2
Electricity production (GWh)	598	539	724	(17)%	11%	2,896	2,719
Natural gas sales (GWh)	6,689	7,487	6,756	(1)%	(11)%	25,468	34,374
Chemical product sales (kton)	537	567	720	(25)%	(5)%	2,493	2,943
Working interest crude production (kbopd)	71.8	81.8	81.5	(12)%	(12)%	82.8	73.9
Realized crude price(\$/bbl)	82.3	92.7	86.5	(5)%	(11)%	97.7	68.2
Crude oil sales (million bbl)	4.7	5.8	5.8	(19)%	(19)%	22.3	18.7

1. Utilization rates include distillation and intermediates products: calculated over throughput

Q1'23

## 2. PRESENTATION OF RESULTS

### 2.3 Financial Summary

#### Financial Summary - € million (unless otherwise stated)

	Q1'23	Q4'22	Q1'22	Variation vs.		FY	
				Q1'22	Q4'22	2022	2021
Energy	211	(53)	143	48%	499%	828	570
Chemicals	64	70	110	(42)%	(9)%	382	461
Upstream	310	471	384	(19)%	(34)%	1,868	905
Corporation	(29)	(41)	(32)	(9)%	(29)%	(139)	(121)
<b>EBITDA</b>	<b>556</b>	<b>448</b>	<b>605</b>	<b>(8)%</b>	<b>24%</b>	<b>2,939</b>	<b>1,815</b>
EBIT	436	304	406	7%	43%	2,178	1,054
Net Income	176	256	58	203%	(31)%	790	310
IFRS Net Income	(297)	117	265	(212)%	(353)%	1,100	661
<b>Cash flow from operations before WC</b>	<b>285</b>	<b>113</b>	<b>205</b>	<b>39%</b>	<b>154%</b>	<b>1,797</b>	<b>1,456</b>
<b>Cash flow from operations</b>	<b>274</b>	<b>570</b>	<b>56</b>	<b>392%</b>	<b>(52)%</b>	<b>1,549</b>	<b>1,306</b>
<b>Accounting Capex</b>	<b>(114)</b>	<b>(293)</b>	<b>(89)</b>	<b>28%</b>	<b>(61)%</b>	<b>(743)</b>	<b>(473)</b>
Sustainable	(34)	(100)	(15)	130%	(66)%	(185)	(126)
Growth / Discretionary	(34)	(63)	(46)	(27)%	(47)%	(226)	(175)
Maintenance & HSE	(46)	(130)	(28)	65%	(65)%	(231)	(172)
M&A	-	-	-	-	-	(101)	-
<b>Organic free cash flow (a)</b>	<b>77</b>	<b>413</b>	<b>(89)</b>	<b>187%</b>	<b>(81)%</b>	<b>1,000</b>	<b>805</b>
<b>Organic free cash flow before wc movements (a)</b>	<b>88</b>	<b>(44)</b>	<b>60</b>	<b>46%</b>	<b>301%</b>	<b>1,248</b>	<b>955</b>
<b>Net debt (b)</b>	<b>2,270</b>	<b>2,756</b>	<b>2,918</b>	<b>(22)%</b>	<b>(18)%</b>	<b>2,756</b>	<b>2,759</b>
<b>Net debt to LTM EBITDA (b)</b>	<b>0.8x</b>	<b>1.0x</b>	<b>1.5x</b>	<b>(44)%</b>	<b>(16)%</b>	<b>1.0x</b>	<b>1.6x</b>
<b>Liquidity (c)</b>	<b>4,283</b>	<b>4,023</b>	<b>3,647</b>	<b>17%</b>	<b>6%</b>	<b>4,023</b>	<b>3,736</b>

(a) Excluding M&amp;A activities.

(b) Excluding IFRS16 liabilities.

(c) Defined as cash on balance sheet and undrawn committed and uncommitted lines.



# 3. CONSOLIDATED FINANCIAL RESULTS

Q1'23

## 3.1 CONSOLIDATED FINANCIAL RESULTS – INCOME STATEMENT

Q1'23

Cepsa continued to register solid results in Q1'23, although somewhat lower versus the same quarter of the previous year. The Company's EBITDA stood at €556m on the back of lower crude prices and weaker refining production partially offset by the strength of refining margins and the robust results of the Energy segment during the period.

- EBITDA for the Energy segment during Q1'23 stood at €211m (€143m in Q1'22), mainly driven by strong results in the Energy Parks business. Refining margins increase averaging 11.5\$/bbl while utilization rates slightly declined as a consequence of the scheduled maintenance turnarounds at both refineries during the quarter.
- Chemicals delivered consistent results, with EBITDA of €64m (vs €110m in Q1'22) beside lower sales in both Surfactant's and Intermediates segments during the quarter impacted by a significant contraction of demand, especially in Europe, as a result of high energy costs and high inflation, which have forced key customers to temporarily stop their operations.
- EBITDA for the Upstream business was €310m in Q1'23 (€384m in Q1'22), 19% lower than recorded in Q1'22, impacted by a fall in crude prices and a decline in production (-12% versus Q1'22). Furthermore, the divestment of the Group's Abu Dhabi upstream assets to Total Energies was completed on March 15<sup>th</sup>. As a consequence, figures include the contribution of these assets only until the referred date so there is a decrease when comparing upstream figures with previous quarters.

Net Income for the quarter was €176m, 203% higher versus Q1'22, supported by improved refining margins. IFRS Net Income in Q1'23 was negative by €297m, compared to gains of €265m in Q1'22 mainly due to the charge of €323m related to the extraordinary tax imposed on energy companies in Spain, as well as lower realizable value of inventories of crude oil and oil products caused by lower crude prices.

### Income Statement

€ millions (unless otherwise stated)	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Revenues	7,426	3,315	8,707	(15)%	124%	33,446	24,532
<b>EBITDA</b>	<b>556</b>	<b>448</b>	<b>605</b>	<b>(8%)</b>	<b>24%</b>	<b>2,939</b>	<b>1,815</b>
<b>EBIT</b>	<b>436</b>	<b>304</b>	<b>406</b>	<b>7%</b>	<b>43%</b>	<b>2,178</b>	<b>1,054</b>
Net debt expenses	(39)	(32)	(29)	(36)%	(22)%	(140)	(112)
<b>Income before taxes</b>	<b>397</b>	<b>272</b>	<b>377</b>	<b>5%</b>	<b>46%</b>	<b>2,038</b>	<b>942</b>
Minority interest	(9)	56	(74)	87%	(117)%	(32)	(59)
Income taxes	(212)	(72)	(245)	14%	(195)%	(1,216)	(573)
<b>Net income</b>	<b>176</b>	<b>256</b>	<b>58</b>	<b>203%</b>	<b>(31%)</b>	<b>790</b>	<b>310</b>
<b>NIAT Reconciliation</b>							
<b>Net income</b>	<b>176</b>	<b>256</b>	<b>58</b>	<b>203%</b>	<b>(31%)</b>	<b>790</b>	<b>310</b>
CCS adjustment (replacement cost valuation)	(133)	(64)	214	(162)%	(107)%	357	351
Non-recurring items	(340)	(74)	(7)	n.a	(358)%	(47)	1
<b>Net income (IFRS)</b>	<b>(297)</b>	<b>117</b>	<b>265</b>	<b>(212%)</b>	<b>(353%)</b>	<b>1,100</b>	<b>661</b>

Q1'23

## 3.2 CONSOLIDATED FINANCIAL RESULTS – CASH FLOW STATEMENT

### Q1'23

Cash flow from operations before changes in working capital was €285 million in Q1'23, higher than the same period of the previous year as a result of improved refining margins and robust results during the quarter, mainly in Energy Parks segment.

Cash flow from operations stood at €274 million in Q1'23, an increase of 392% versus to Q1'22, as a consequence of less working capital consumption during the quarter, despite higher tax payments.

Working capital stood flat during the quarter while organic capex payments increased versus Q1'22 mainly related to the maintenance turnarounds at both of our energy parks.

In Q1'23, Cepsa reported a neutral organic free cash flow before dividends and after financing activities although above the Q1'22 figure, driven by the strong delivery of the Positive Motion strategy, even with higher tax payments, mainly as a consequence of the first of the two instalments of the extraordinary tax imposed on Spanish energy companies based on 2022 revenues, something that will continue to impact results over the rest of the year.

### Cash Flow Statement

€ millions (unless otherwise stated)	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
<b>EBITDA</b>	<b>556</b>	<b>448</b>	<b>605</b>	<b>(8)%</b>	<b>24%</b>	<b>2,939</b>	<b>1,815</b>
Dividends from associates	4	17	0	n.a	(74)%	23	15
Income tax paid	(220)	(475)	(200)	(10)%	54%	(1,419)	(372)
Other adjustments to EBITDA	(55)	123	(200)	73%	(145)%	254	(2)
<b>Cash flow from operations before wc</b>	<b>285</b>	<b>113</b>	<b>205</b>	<b>39%</b>	<b>154%</b>	<b>1,797</b>	<b>1,456</b>
Changes in working capital (wc)	(11)	457	(149)	93%	(102)%	(248)	(149)
<b>Cash flow from operations</b>	<b>274</b>	<b>570</b>	<b>56</b>	<b>392%</b>	<b>(52)%</b>	<b>1,549</b>	<b>1,306</b>
<b>Organic Capex <sup>1</sup></b>	<b>(197)</b>	<b>(157)</b>	<b>(145)</b>	<b>(36)%</b>	<b>(26)%</b>	<b>(549)</b>	<b>(501)</b>
Sustainable	(77)	(46)	(25)	(213)%	(69)%	(125)	(119)
Growth	(54)	(29)	(75)	28%	(82)%	(206)	(204)
Maintenance	(66)	(82)	(45)	(46)%	20%	(219)	(178)
<b>Organic free cash flow</b>	<b>77</b>	<b>413</b>	<b>(89)</b>	<b>187%</b>	<b>(81)%</b>	<b>1,000</b>	<b>805</b>
Operating lease payments	(43)	(41)	(38)	(14)%	(6)%	(159)	(134)
Interest paid	(34)	(27)	(25)	(40)%	(25)%	(121)	(93)
<b>Organic free cash flow <sup>2</sup></b>	<b>1</b>	<b>345</b>	<b>(151)</b>	<b>101%</b>	<b>(100)%</b>	<b>720</b>	<b>578</b>

1. Excluding M&A activities

2. Organic free cash flow before dividends and after financing activities

Q1'23

### 3.3 CONSOLIDATED FINANCIAL RESULTS – ACCOUNTING CAPEX

#### Accounting Capex

#### Q1'23

Accounting Capex in Q1'23 was €114m, an increase of 29% versus Q1'22 with sustainable investments increasing by 130% versus that same period. A substantial 30% of Capex was allocated to sustainable projects mainly in Energy Parks and CC&E businesses, such as those related to co-processing and biofuels production, the deployment of EV charges and the development of renewable projects.

Maintenance and HSE Capex also increased compared to Q1'22 (+65%), mainly comprising optimization and scheduled turnarounds.

#### Accounting Capex - € millions (unless otherwise stated)

	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Sustainable	(34)	(100)	(15)	130%	(66%)	(185)	(126)
Growth / Discretionary	(34)	(63)	(46)	(27)%	(47%)	(226)	(175)
Maintenance & HSE	(46)	(130)	(28)	65%	(65%)	(231)	(172)
M&A	-	-	-	-	-	(101)	-
<b>Total Accounting Capex</b>	<b>(114)</b>	<b>(293)</b>	<b>(89)</b>	<b>29%</b>	<b>(61%)</b>	<b>(743)</b>	<b>(473)</b>

Q1'23

### 3.4 CONSOLIDATED FINANCIAL RESULTS – DEBT STRUCTURE

As of March 2023, Cepsa's net debt excluding IFRS16 lease liabilities stood at €2.3bn. There was a significant decrease in Net Debt in Q1'23 following the cash-in of the Abu Dhabi assets divestment.

Cepsa has achieved a meaningful improvement in its leverage ratios during Q1'23 due to both a reduction in net debt figures and robust EBITDA. The net debt to EBITDA ratio has improved from 1.0x in Q4'22 to 0.8x in Q1'23, already well inside the management target of 2.0x.

Cepsa follows a conservative financial policy, keeping a solid liquidity position in cash and undrawn credit lines. By the end of March 2023, the Company held a liquidity position of €4.3bn, enough to cover debt maturities until the end of 2027. As of 31st March 2023, the company had an average maturity of its Net Debt of 3.6 years. Cepsa does not have any financial covenants nor maintenance ratios in its financing contracts.

Cepsa's bonds are rated "Investment Grade" by the three main international rating agencies Moody's, S&P and Fitch. All three rating agencies affirmed Cepsa's IG rating following reviews in March 2023, underpinning the Group Strategy and reflecting the commitment of the company with a conservative financial policy and a solid investment grade credit profile.

#### Debt Structure

€ millions (unless otherwise stated)	Q1'23	Q4'22	Q1'22
Non-current bank borrowings	1,789	1,285	1,713
Current bank borrowings	279	537	466
Bonds	1,395	1,410	1,493
Cash	(1,194)	(476)	(754)
<b>Net debt excluding IFRS16 liabilities</b>	<b>2,270</b>	<b>2,756</b>	<b>2,918</b>
IFRS16 liabilities	692	695	697
<b>Net debt including IFRS16 liabilities</b>	<b>2,962</b>	<b>3,451</b>	<b>3,615</b>
Net debt to LTM Clean CCS EBITDA (a)	0.8x	1.0x	1.5x
Liquidity (b)	4,283	4,023	3,647
Average maturity of drawn debt (years)	3.6	3.5	3.6
Equity	3,990	4,832	4,559
Capital employed(a)	6,259	7,588	7,477
Gearing ratio (%) (a)	36%	36%	39%
Return on capital employed (%)	13%	12%	7%

(a) Excluding IFRS 16 impact

(b) Defined as cash on balance sheet and undrawn committed and uncommitted lines.



## **4.** CONSOLIDATED BUSINESS UNIT RESULTS





# **4.1** CONSOLIDATED BUSINESS UNIT RESULTS

## **ENERGY**

Q1'23

## 4.1 CONSOLIDATED BUSINESS UNIT RESULTS - ENERGY

### Energy

Q1'23

#### Operations

Market refining margins increased during the quarter with Cepsa's average margin at 11.1 \$/bbl versus 2.2 \$/bbl in Q1'22, impacted positively by lower energy costs. In addition, Russian sanctions on fossil products, strong global demand and historically low inventory levels tightened distillates, boosting refining margins.

Cepsa refineries' average utilization includes distillation and intermediates products, calculated over throughput. In Q1'23, refineries' average utilization stood at 84% versus 92% in Q1'22 mainly impacted by the scheduled maintenance turnarounds at both refineries during the quarter, especially the one at La Rábida Refinery, which was completed on time.

In the Mobility and New Commerce business, sales increased by 12% versus Q1'22 as a result of Cepsa's recovery of market share in both segments, B2C and B2B, led by the additional discounts offered to clients. Strong performance in B2B mainly due to solid margins in Wholesales.

Commercial and Clean Energies sales were in line with Q1'22, supported by continued healthy margins, especially in wholesale.

#### Results

The Energy segment posted EBITDA of €211m during the quarter, significantly above the €143m of Q1'21, mainly as a consequence of the improvement in the Energy Parks business.

Within the Energy segment, Mobility & New Commerce EBITDA increased from €28m in Q1'22 to €44m in Q1'23 (+52%) driven by the recovery of sales and higher gross margins despite the additional discounts. International business results decreased €-0.9m vs Q1'22 led by higher than expected fixed costs.

#### Energy Overview - € millions (unless otherwise stated)

	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Refining output (mton)	4.7	4.9	5.1	(7)%	(4)%	20.7	20.3
Crude oil distilled (million of barrels)	33.7	35.1	36.8	(8)%	(4)%	151.1	145.2
Refining utilization (%)	84%	86%	92%	(9)%	(2)%	84%	81%
Refining margin (\$/bbl)	11.1	8.7	2.2	405%	28%	9.6	3.7
Spanish pool price (€/MWh)	96.4	113.2	229.4	(58)%	(15)%	167.5	111.9
Dutch TTF Natural gas price (€/MWh)	54.1	94.4	95.6	(43)%	(43)%	120.5	45.7
Electricity production (GWh)	598	539	724	(17)%	11%	2,896	2,719
Natural Gas Sales (GWh)	6,689	7,487	6,756	(1)%	(11)%	25,468	34,374
Number of service stations	1,766	1,760	1,753	1%	0%	1,760	1,753
Commercial product sales (mton)	4.1	4.5	4.1	(0)%	(8)%	17.7	16.2
<b>EBITDA</b>	<b>211</b>	<b>(53)</b>	<b>143</b>	<b>48%</b>	<b>499%</b>	<b>828</b>	<b>570</b>
<b>Conventional-Growth Capex</b>	<b>(42)</b>	<b>(27)</b>	<b>(5)</b>	<b>712%</b>	<b>56%</b>	<b>(49)</b>	<b>(52)</b>
<b>Conventional-Maintenance Capex</b>	<b>(7)</b>	<b>(116)</b>	<b>(20)</b>	<b>(65)%</b>	<b>(94)%</b>	<b>(205)</b>	<b>(135)</b>
<b>Sustainable Capex</b>	<b>(29)</b>	<b>(61)</b>	<b>(10)</b>	<b>199%</b>	<b>(53)%</b>	<b>(111)</b>	<b>(62)</b>

#### Results (cont'd)

EBITDA in Commercial and Clean Energies segment stood at €100m in Q1'23 versus €90m in Q1'22 (+11%), mainly driven by the strong performance in B2B led by solid margins in Wholesales and robust Natural Gas results due to narrower TTF-PVB and TTF-Brent differentials. In LPG, higher margins could not offset lower sales as the weather has been warmer than expected. Lubricants registered an EBITDA of €8.1m, 109% higher compared to Q1'22 (€3.9m) as a result of stable-high sales prices. Asphalts results also increased when compared to Q1'22 (+250%) due to the recovery of margins and pre-pandemic activity.

Energy capex was €78m, a significant increase of 122% compared to Q1'22 mainly due to shutdowns, maintenance works, restyling, assets replacement and solar panel installations, among other important investments. It is worth highlighting that sustainable capex increased substantially versus Q1'22, mainly in biofuels and renewables projects.



## **4.2** CONSOLIDATED BUSINESS UNIT RESULTS

### **CHEMICALS**

Q1'23

## 4.2 CONSOLIDATED BUSINESS UNIT RESULTS - CHEMICALS

### Chemicals

#### Q1'23

#### Operations

In Q1'23, Surfactant's volumes decreased by 15% versus Q1'22, as a result of a slowdown in demand in Home and Personal Care applications along the value chain.

Intermediates segment (Phenol & Solvents' business) overall volumes decreased by 29% versus Q1'22 as a consequence of a huge collapse of demand in Europe at the end of 2022 due to energy costs and inflation, which forced key customers to slow down or even temporarily stop operations. In Q1'23 Phenol situation recovered slowly, but not that of Solvents. Nevertheless, blending into gasoline for cumene works as an alternative, offsetting lower Phenol sales during the quarter.

As a result, total product sales declined 25% compared to Q1'22.

#### Results

Chemicals registered a consistent EBITDA of €64m in Q1'23 beside the lower volumes in Surfactant's and Intermediates segments. The business EBITDA was impacted by the collapse in demand and the difficult environment that weighed down the results for the first three months of the year.

Capex during Q1'23 stood at €4m, -18% versus to Q1'22. Investments during the quarter were aimed at completing the China's revamping before end of July, studying several green projects and diversifying the product portfolio. The whole capex of Chemicals' business was sustainable, evidencing the commitment of the company with the energy transition and the key role of the Chemical's segment in this sense.

Chemicals Overview - € millions (unless otherwise stated)	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Product sales (kton)	537	567	720	(25)%	(5)%	2,493	2,943
LAB / LABSA	148	162	174	(15)%	(9)%	665	671
Phenol / Acetone	277	287	371	(25)%	(3)%	1,307	1,613
Solvents	112	118	174	(36)%	(6)%	521	659
<b>EBITDA</b>	<b>64</b>	<b>70</b>	<b>110</b>	<b>(42)%</b>	<b>(9)%</b>	<b>382</b>	<b>461</b>
Conventional-Growth Capex	0	0	0	n.a	n.a	(101)	0
Conventional-Maintenance Capex	0	0	0	n.a	n.a	0	0
Sustainable Capex	(4)	(37)	(5)	(18)%	(88)%	(68)	(61)



# **4.3** CONSOLIDATED BUSINESS UNIT RESULTS

## **UPSTREAM**

Q1'23

## 4.3 CONSOLIDATED BUSINESS UNIT RESULTS - UPSTREAM

### Upstream

Q1'23

#### Operations

Crude oil prices in Q1'23 decreased by 20% compared with Q1'22 mainly due to the expectations of an economic rebound in China were offset by fears of a financial crisis and its aftermath of recession following the collapse of U.S and European banks.

WI production decreased 12% in Q1'23 compared Q1'22, mainly in Algeria due to the RKF field shutdown since October 2022 after a safety incident which, although there were no injuries or damage to facilities, will remain shut down for several months until measures to reduce safety risks are implemented. In addition, BMS underperformed during the quarter due to several shutdowns and water increase in one of the wells. LatAm's production was also affected as Peru's main well has been closed since January 18<sup>th</sup> due to a planned intervention and Colombia's production was impacted by the natural decline of the fields. The lower production also reflects the deconsolidation of Abu Dhabi upstream assets as of 15<sup>th</sup> March.

The reasons for the decline in production also led to a decrease in crude oil sales in Q1'23 (-19% versus Q1'22).

#### Results

Upstream EBITDA for Q1'23 stood at €310m versus €384m in Q1'22 (-19%) as a result of lower Brent prices and the decline in production. Furthermore, EBITDA also decreased in Q1'23 as it only considers Abu Dhabi upstream assets results until March 15<sup>th</sup>.

Investments totaled €26m during the quarter. Growth capex stood at €1m in Q1'23 compared to €40m in Q1'22 (-97%) mainly due to lower drilling costs in Abu Dhabi Development Project, as the closing date for the asset's sale was on 15<sup>th</sup> of March 2023 and lower costs in RKF 2.0 Project driven by lower technical services. However, maintenance Capex increased (292% versus Q1'22), due to higher maintenance work in Q1'23 versus the same period of the previous year.

#### Upstream Overview - € millions (unless otherwise stated)

	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Dated Brent oil price (\$/bbl)	81.3	88.7	101.4	(20)%	(8)%	101.2	70.7
Realized oil price (\$/bbl)	82.3	92.7	86.5	(5)%	(11)%	97.7	68.2
Crude Oil Sales (million bbl)	4.7	5.8	5.8	(19)%	(19)%	22.3	18.7
Net entitlement Crude Oil prod. (kbopd)	60.6	69.7	67.4	(10)%	(13)%	69.6	61.3
<b>Working interest crude production (kbopd)</b>	<b>71.8</b>	<b>81.8</b>	<b>81.5</b>	<b>(12)%</b>	<b>(12)%</b>	<b>82.8</b>	<b>73.9</b>
MENA	65.6	74.9	74.0	(11)%	(12)%	75.7	65.9
LatAm	6.1	6.9	7.5	(18)%	(11)%	7.1	8.0
<b>EBITDA</b>	<b>310</b>	<b>471</b>	<b>384</b>	<b>(19)%</b>	<b>(34)%</b>	<b>1,868</b>	<b>905</b>
<b>Conventional-Growth Capex</b>	<b>(1)</b>	<b>(32)</b>	<b>(40)</b>	<b>(97)%</b>	<b>(96)%</b>	<b>(171)</b>	<b>(116)</b>
<b>Conventional-Maintenance Capex</b>	<b>(25)</b>	<b>(6)</b>	<b>(6)</b>	<b>292%</b>	<b>346%</b>	<b>(12)</b>	<b>(24)</b>
<b>Sustainable Capex</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>n.a</b>	<b>n.a</b>	<b>0</b>	<b>(1)</b>



# 5. APPENDIX

Q1'23

## 5.1 APPENDIX - CONSOLIDATED BALANCE SHEET – IFRS

### Consolidated Balance Sheet– IFRS

<b>Assets - € millions</b>	<b>Q1'23</b>	<b>Q4'22</b>	<b>Q1'22</b>	<b>Equity &amp; Liabilities - € millions</b>	<b>Q1'23</b>	<b>Q4'22</b>	<b>Q1'22</b>
Intangible assets including goodwill	1,136	765	937	<b>Total equity attributable to shareholders of the parent</b>	<b>3,865</b>	<b>4,706</b>	<b>4,350</b>
Property, plant and equipment	4,135	4,183	5,547	Non-controlling interest	125	126	209
Right of use assets	668	667	677	<b>Total equity</b>	<b>3,990</b>	<b>4,832</b>	<b>4,559</b>
Investments in associates and joint ventures	307	305	319	Bonds, obligations and similar issuances	1,393	1,393	1,490
Non-current financial assets	131	165	190	Bank borrowings	1,789	1,285	1,713
Deferred tax assets	1,417	1,332	976	Long-term lease	531	532	549
<b>Total non-current assets</b>	<b>7,794</b>	<b>7,417</b>	<b>8,646</b>	Deferred tax liabilities	461	459	507
Inventories	3,177	4,076	4,375	Provisions and other obligations	408	408	636
Trade and other receivables	2,350	2,588	3,063	Other non-current liabilities	421	297	752
Other current financial assets	156	193	356	<b>Total non-current liabilities</b>	<b>5,004</b>	<b>4,374</b>	<b>5,647</b>
Other current assets	435	366	193	Bonds, obligations and similar issuances	2	17	3
Cash and cash equivalents	1,194	476	754	Bank borrowings	279	537	466
Assets held for sale and discontinued operations	66	1,757	227	Short-term lease	161	163	148
<b>Total current assets</b>	<b>7,379</b>	<b>9,456</b>	<b>8,968</b>	Trade and other payables	3,449	3,828	3,967
<b>Total assets</b>	<b>15,172</b>	<b>16,873</b>	<b>17,614</b>	Other current liabilities	2,286	2,467	2,646
				Liabilities held for sale and discontinued operations	0	656	178
				<b>Total current liabilities</b>	<b>6,178</b>	<b>7,667</b>	<b>7,408</b>
				<b>Total equity and liabilities</b>	<b>15,172</b>	<b>16,873</b>	<b>17,614</b>



Q1'23

## 5.2 APPENDIX - CONSOLIDATED INCOME STATEMENT – IFRS

### Consolidated Income Statement– IFRS

Profit or loss - € millions	Q1'23	Q4'22	Q1'22	Variation vs.		FY 2022	FY 2021
				Q1'22	Q4'22		
Sales of goods and rendering of services	6,931	2,750	8,175	(15)%	152%	31,202	22,335
Excise tax on oil and gas charged on sales	495	565	532	(7)%	(12)%	2,244	2,197
<b>Revenue from contracts with customers</b>	<b>7,426</b>	<b>3,315</b>	<b>8,707</b>	(15)%	124%	<b>33,446</b>	<b>24,532</b>
Changes in inventories of finished goods and work in progress	(134)	(171)	(255)	47%	22%	459	257
In-house work on non-current assets	8	15	5	60%	(47)%	34	38
Procurements	(5,684)	(1,614)	(6,352)	11%	(252)%	(25,332)	(18,122)
Other operating income	15	69	5	200%	(78)%	91	48
Staff costs	(205)	(293)	(176)	(16)%	30%	(836)	(615)
Changes in operating allowances	(123)	(79)	(3)	n.a	(56)%	(123)	52
Other operating costs:							
Excise tax on oil and gas	(818)	(565)	(533)	(53)%	(45)%	(2,247)	(2,198)
Others operating costs	(564)	(567)	(598)	6%	1%	(2,485)	(2,037)
Net Result from Economic Hedging	40	80	0	n.a	(50)%	30	0
Amortization charge	(170)	(187)	(200)	15%	9%	(842)	(774)
Allocation to profit or loss of grants related to non-Finance assets and other grants	61	54	86	(29)%	13%	265	107
Impairment and gains or losses on disposals of non-current assets	(4)	6	(21)	81%	(167)%	(43)	172
<b>Operating profit</b>	<b>(154)</b>	<b>62</b>	<b>665</b>	(123)%	(348)%	<b>2,418</b>	<b>1,460</b>
Share of results of equity accounted investees	9	14	29	(69)%	(36)%	98	58
Finance income	169	184	63	168%	(8)%	405	204
Finance costs	(166)	(193)	(115)	(44)%	14%	(578)	(344)
Impairment and gains or losses on disposals of financial instruments	0	6	0	n.a	(100)%	47	(7)
<b>Consolidated profit before tax</b>	<b>(142)</b>	<b>73</b>	<b>642</b>	(122)%	(295)%	<b>2,389</b>	<b>1,370</b>
Income tax	(156)	(23)	(312)	50%	(578)%	(1,257)	(647)
<b>Consolidated profit for the year from continuing operations</b>	<b>(297)</b>	<b>50</b>	<b>330</b>	(190)%	(694)%	<b>1,132</b>	<b>723</b>
<b>Consolidated profit for the year</b>	<b>(297)</b>	<b>50</b>	<b>330</b>	(190)%	(694)%	<b>1,132</b>	<b>723</b>
Non-controlling interests	0	(67)	65	(100)%	100%	32	62
<b>Consolidated profit for the year attributable to equity holder of the Parent</b>	<b>(297)</b>	<b>117</b>	<b>265</b>	<b>(212)%</b>	<b>(354)%</b>	<b>1,100</b>	<b>661</b>

Q1'23

## 5.4 APPENDIX - EBITDA RECONCILIATION

### EBITDA Reconciliation

The column "Inventory Effect" relates to changes in the valuation of inventories. "Inventory Effect" in Q1'23 was (€185m) mainly due to the lower crude prices during the quarter.

Higher Clean CCS EBITDA compared to IFRS EBITDA was a result of the significant volatility of commodity prices during Q1'23, which translates into the Current Cost of Supply (CCS) valuation higher than the Last Twelve Months average (valuation method used under IFRS reporting).

€ millions (unless otherwise stated) Q1'23	IFRS EBITDA	Inventory Effect	Non-Recurring Items	Clean CCS EBITDA
Energy Solutions	50	(165)	3	211
Chemicals	44	(20)	0	64
Upstream	297	0	(13)	310
Corporation	(50)	0	(21)	(29)
Extraordinary tax	(323)	0	(323)	0
<b>CEPSA - Consolidated</b>	<b>18</b>	<b>(185)</b>	<b>(353)</b>	<b>556</b>

Q1'23

## 5.5 APPENDIX - AFFILIATES AND MINORITY INTERESTS

### Affiliates and Minority Interests

EBITDA contribution (net to Cepsa) from equity accounted affiliates in Q1'23 amounted to €16.7m and mainly came from the contribution of Cepsa's investments in Sinarmas (+€7.1m) and Abu Dhabi Oil CO, Ltd (ADOC) (+€4.0m)

EBITDA attributable to minority interests in the quarter amounted to €7.6m, mainly due to the profits coming from our interest in Cepsa Gas Comercializadora (€2.6m) and Generación Eléctrica Peninsular, S.A (€2.1m)

In Q1'23, no dividends were received from affiliates.

EBITDA from Affiliates and Minority interests - € millions CCS figures, considering Cepsa's share	Cepsa Share				Variation vs.	
		Q1'23	Q4'22	Q4'21	Q1'22	Q4'22
<b>EBITDA from equity accounted affiliates (Cepsa share)</b>		<b>16.7</b>	<b>31.0</b>	<b>14.0</b>	<b>19%</b>	<b>(46)%</b>
Abu Dhabi Oil CO, Ltd (ADOC)	12.9%	4.0	8.2	1.9	112%	(51)%
Asfaltos Españoles, S.A. (ASESA)	50.0%	1.5	2.8	0.9	67%	(46)%
Sinarmas Cepsa Pte, Ltd	50.0%	7.1	10.4	6.3	13%	(31)%
SIL Chemical, Ltd	30.0%	(0.6)	2.0	2.1	(127)%	(128)%
CS Chem Limited	30.0%	3.0	4.4	0.6	399%	(33)%
Nueva Generadora del Sur, S.A.	50.0%	0.4	0.6	0.4	1%	(28)%
Atlas Nord Hidrocarbures, S.A.S.	50.0%	(0.3)	(0.5)	0.2	(226)%	54%
Cepsa Gibraltar	50.0%	0.0	0.2	(0.1)	100%	(100)%
Cepsa Belgium	100.00%	0.4	0.9	0.4	(5)%	(60)%
Cepsa Netherlands	100.00%	(0.0)	(0.0)	0.2	(117)%	(7166)%
Sorex	40.0%	0.5	1.4	0.3	66%	(65)%
Bitulife	40.0%	0.6	0.6	0.8	(19)%	16%
<b>EBITDA attributable to minority interests</b>		<b>7.6</b>	<b>(79.1)</b>	<b>10.7</b>	<b>(29)%</b>	<b>110%</b>
C.M.D. Aeropuertos Canarios, S.L.	60.0%	1.5	1.3	(0.1)	1624%	21%
Coastal Energy KBM Sdn. Bhd.	70.0%	0.0	0.0	0.0	n.a	n.a
Deten Quimica, S.A.*	100.0%	0.4	0.0	4.2	(90)%	n.a
Cepsa Chemical (Shanghai) CO. LTD	75.0%	0.9	1.7	0.0	n.a	(46)%
Generación Eléctrica Peninsular, S.A.	70.0%	2.1	3.3	5.3	(61)%	(38)%
Cepsa Gas Comercializadora, S.A.	70.0%	2.6	(85.4)	1.3	103%	103%
<b>Dividends received from affiliates (Cepsa share)</b>		<b>0.0</b>	<b>24.7</b>	<b>0.0</b>	<b>n.a</b>	<b>(100)%</b>
Abu Dhabi Oil CO, Ltd (ADOC)	12.9%	0.0	0.0	0.0	n.a	(100)%
Nueva Generadora del Sur, S.A.	50.0%	0.0	4.0	0.0	n.a	(100)%
CS Chem Limited	30.0%	0.0	13.7	0.0	n.a	(100)%
Cepsa Gibraltar	50.0%	0.0	0.0	0.0	n.a	n.a
Sorex	40.0%	0.0	3.1	0.0	n.a	(100)%
Bitulife	40.0%	0.0	1.4	0.0	n.a	(100)%
Others	-	0.0	2.5	0.0	n.a	(100)%



## Investor Relations



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