



# Cepsa

Q3 2023 Results

November 16<sup>th</sup>, 2023

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## Today's presenters



**Carmen de Pablo**

*CFO*



**Jaime Cifuentes**

*IR & Corporate Planning*

# Agenda

1. Q3'23 Highlights
2. 9M'23 Performance
3. Closing Remarks



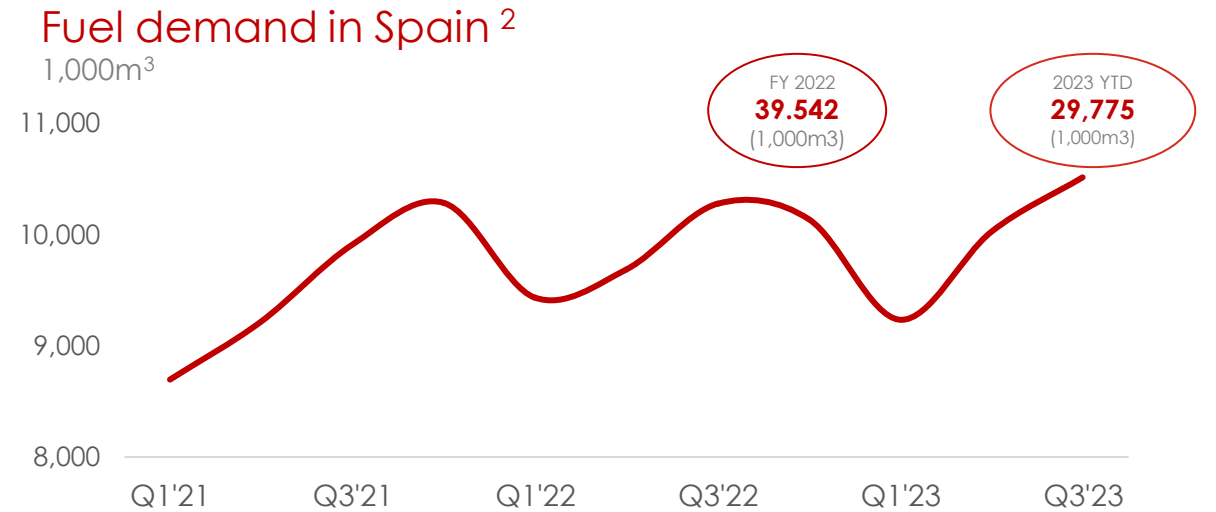
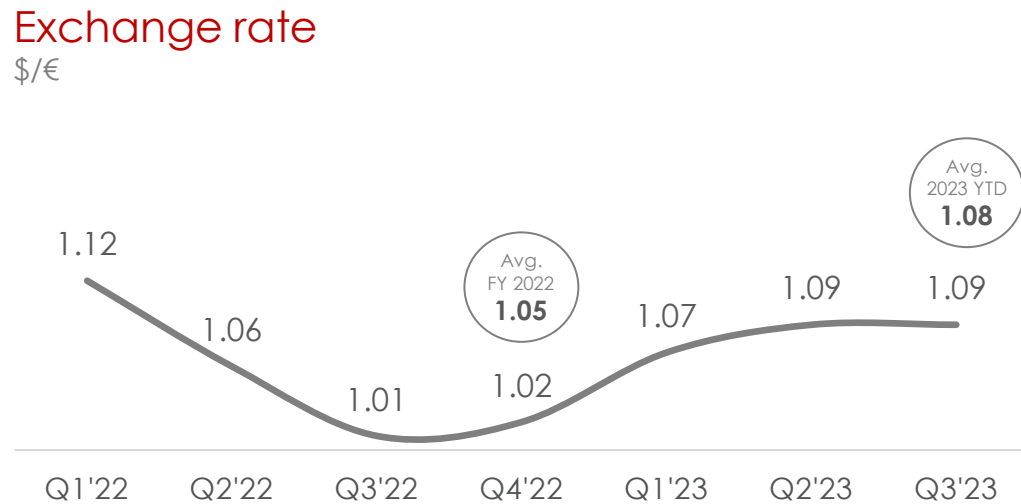
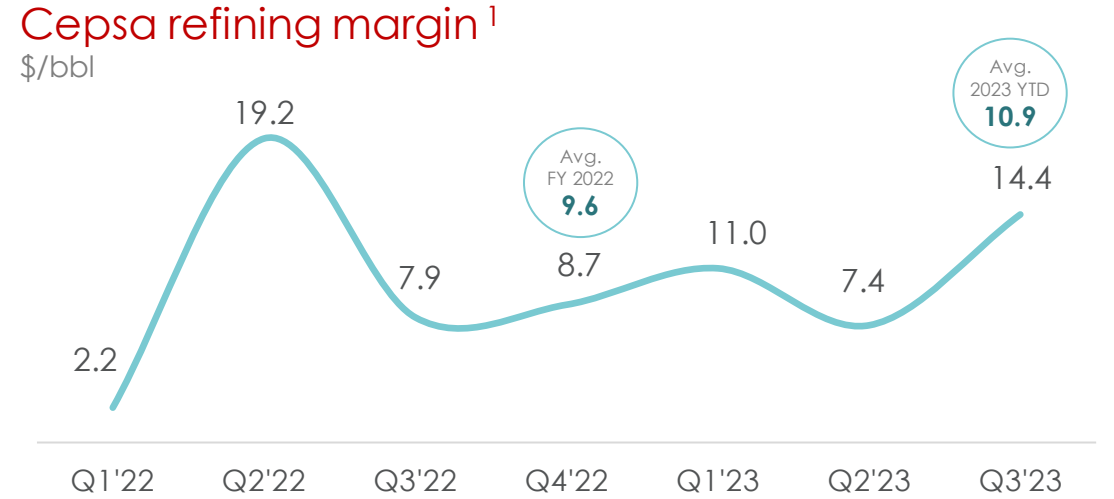
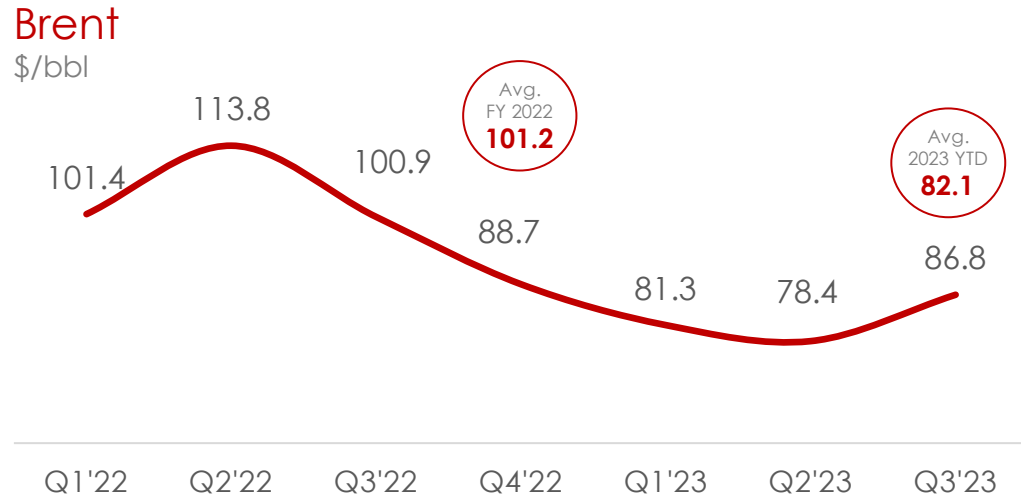


# 1. Q3'23 Highlights



# Market environment

Key market variables supported strong Q3 results despite continued market volatility



Source: Cepsa, Exolum. Average figures for each quarter. 1. Corresponds to a variable cost margin after crude differentials, freight and corporate group allocations, including natural gas costs at TTF; 2. Relates to gasoline, automotive diesel, agricultural and heating gasoil

# Key highlights Q3'23

*Solid financial and operational performance during the quarter*



## FINANCIALS

**€423m**

Clean CCS  
EBITDA

**€442m**

CFFO bf working  
capital<sup>1</sup>

**1.7x**

Leverage

**€4.2bn**

Liquidity  
Position<sup>2</sup>

## OPERATIONAL

**14.4\$/bbl**

Refining  
Margin

**94%**

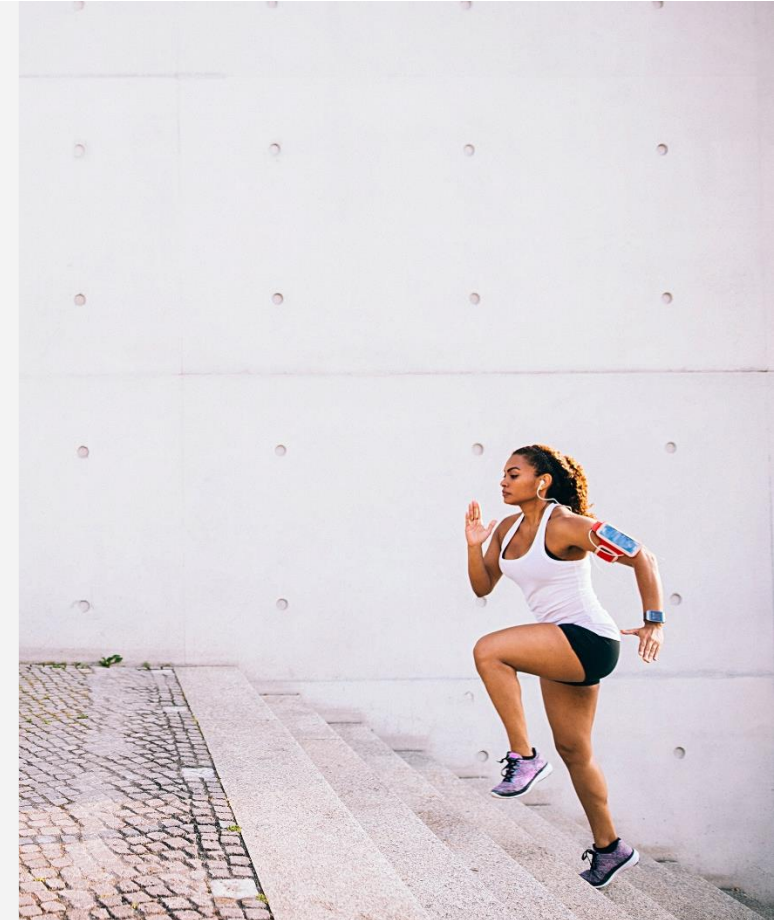
Refining  
Utilization

**4.5mton**

Commercial  
Sales

**32.8kb/d**

WI Production





# Strong progress of Positive Motion strategy

*Moving forward to decarbonize our operations and our customers'*

## BUILDING NEW ALLIANCES



Cepsa and Endesa launch comprehensive charging solution to boost electric mobility

## TAKING SUSTAINABLE INITIATIVES



Cepsa begins distributing biofuels at the Port of Barcelona with the largest supply to date

## HELPING DECARBONIZING SOCIETY



Spain's first passenger ships powered by 2G biofuels supplied by Cepsa to sail from Algeciras in August

## SUPPORTING CLIENTS



Cepsa increased discounts by up to 10 cents per liter for loyalty customers





# Strong progress of Positive Motion strategy

*Moving forward to decarbonize our operations and our customers'*

## LEADING ECO-RESPONSIBLE PROJECTS

## REINFORCING ESG COMMITMENTS

## COMMITTED TO ENERGY TRANSITION

## DELIVERING ON THE STRATEGY



Cepsa starts its activity in the development of biomethane production plants from agricultural and livestock wastes



Cepsa wins award for Best Green Hydrogen Initiative of 2023



Cepsa begins supply of 100% renewable diesel for professional customers



Cepsa and Mureloil present the hybrid supply vessel 'Bahía Levante' at the Port of Algeciras



# EIB grants €150 million loan to Cepsa to foster electric mobility

*Cepsa continues to have the support of private and public financial institutions to undertake all its strategic projects*

Cepsa and EIB signed a **€150m loan** for **EV chargers** to finance the largest network of ultrafast electric chargers in **Spain and Portugal**

The agreement will facilitate the installation of **over 1,800 ultra-fast electric vehicle charging stations**

**Ultra-fast chargers** allow electric vehicle users to charge **up to 80% of their batteries** in approximately **10 minutes**

It supports the **electrification of the road transport sector** and the transition to a **more sustainable model of mobility**



# Cepsa expands its business into the sustainable low-cost segment

*Cepsa will facilitate mobility in a context of market volatility with a fuel supply at competitive prices*

Cepsa reaches an agreement with **Ballenoil** to **acquire its service station network**

**Ballenoil** currently comprises **220 service stations**, widening **Cepsa's network** around 2,000 service stations in Iberia, with the aim of **expanding the low-cost perimeter to 500 sites by 2027**

This network will be a **benchmark for sustainability in the low-cost segment**, reinforcing the offer of **electric recharging points** and incorporating the **sale of biofuels**













**Cepsa will maintain its current model of service stations** with a multi-energy and ultra-convenience offer, continuing with its loyalty program with the highest quality





# Top performer in key ESG ratings

Leading positions in all major third-party ratings

ESG Rating	Positioning	Scoring	Remarks
 <b>S&amp;P Global</b> <small>CORPORATE SUSTAINABILITY ASSESSMENT (CSA)</small>	<p><b>Top 5%</b> in our sector</p>	<p>74<sup>1</sup></p> 	<p>Awarded with the <b>Industry Mover</b> recognition by S&amp;P in 2022</p>
 <b>MOODY'S</b>   ESG	<p><b># 3</b> in our sector in Europe</p>	<p>65<sup>2</sup></p> 	<p>Achieved <b>Advanced Category</b> (highest category)</p>
 <b>SUSTAINALYTICS</b> <small>a Morningstar company</small>	<p><b># 1</b> in our sector for 3<sup>rd</sup> year in a row</p>	<p>21.8<sup>3</sup></p> 	<p>ESG Industry <b>Top Rated</b></p> 
 <b>ecovadis</b>	<p><b>Top 3%</b> in our sector</p>	<p>73<sup>4</sup></p> 	<p>Awarded with the <b>Gold Medal</b></p> 
 <b>CLARITY AI</b>	<p><b># 1</b> in our sector</p>	<p>82<sup>5</sup></p> 	<p><b>Top rated</b> O&amp;G company globally</p>

1. Last update: 27 Oct 2023, ranking: Min 0 – Max 100  
 5. Last update: 19 Jan 2023, ranking: Min 0 – Max 100

2. Last update: 29 Jun 2023, ranking: Min 0 – Max 100

3. Last update: 25 Jul 2023 , ranking: Min 100 - Max 0

4. Last update: 19 Jun 2023 , ranking: Min 0 – Max 100



## 2. 9M'23 Performance



# Key highlights 9M'23

*Cepsa achieves resilient results and solid operational performance throughout the period*



## FINANCIAL

Clean CCS EBITDA of €1,165m

Cash flow from operations<sup>1</sup> of €1,006m

Solid liquidity position of €4.2bn, covering 4.4 years of debt maturities

Net debt reduction to €2.5bn

## OPERATIONAL

Refining margin at 10.9\$/bbl well above historical average

Refining utilization at 90%

WI production of 45.5kb/d

Commercial product sales of 12.8mton backed by enhanced fuel demand in Spain



Figures on Clean CCS basis unless otherwise stated (excluding the effect of extraordinary items and inventories)

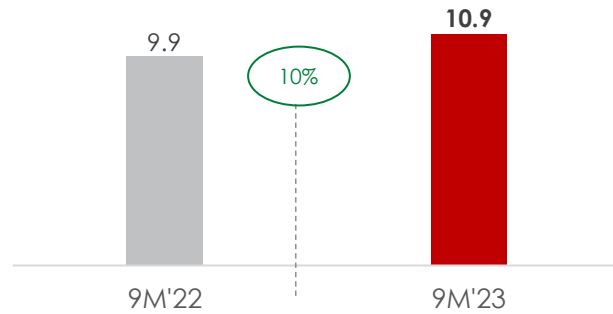
<sup>1</sup>.Excluding 323m€ paid related to the extraordinary tax imposed on Spanish energy companies



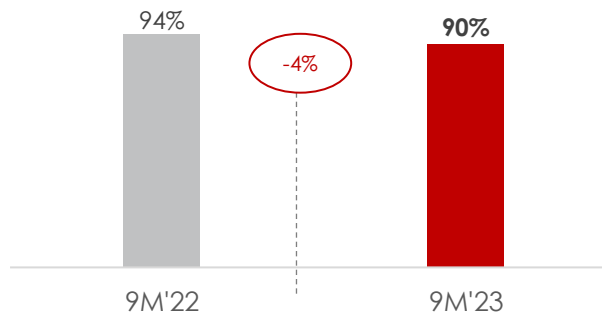
# Business performance 9M'23

Energy segment overperforming while transitioning to sustainable businesses

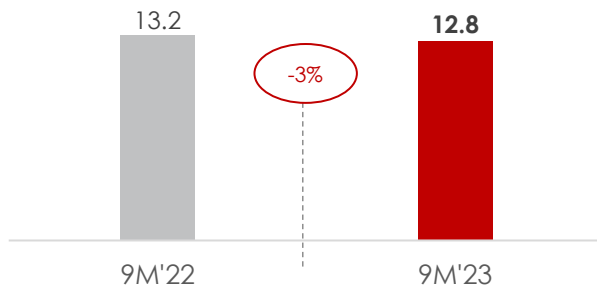
Refining Margin  
\$/bbl



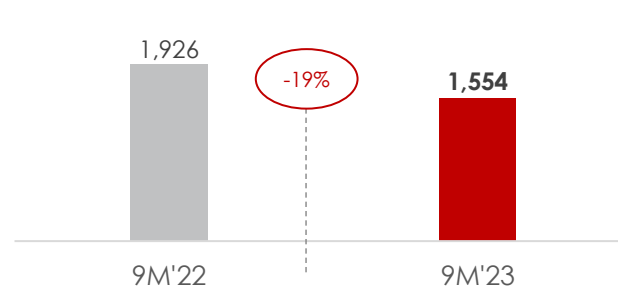
Utilization Rate  
%



Commercial Product Sales  
mton



Chemical Product Sales  
Kton



YTD figures

Energy EBITDA  
€660m

Chemicals EBITDA  
€176m

Upstream EBITDA  
€442m

Figures on Clean CCS basis unless otherwise stated (excluding the effect of extraordinary items and inventories)



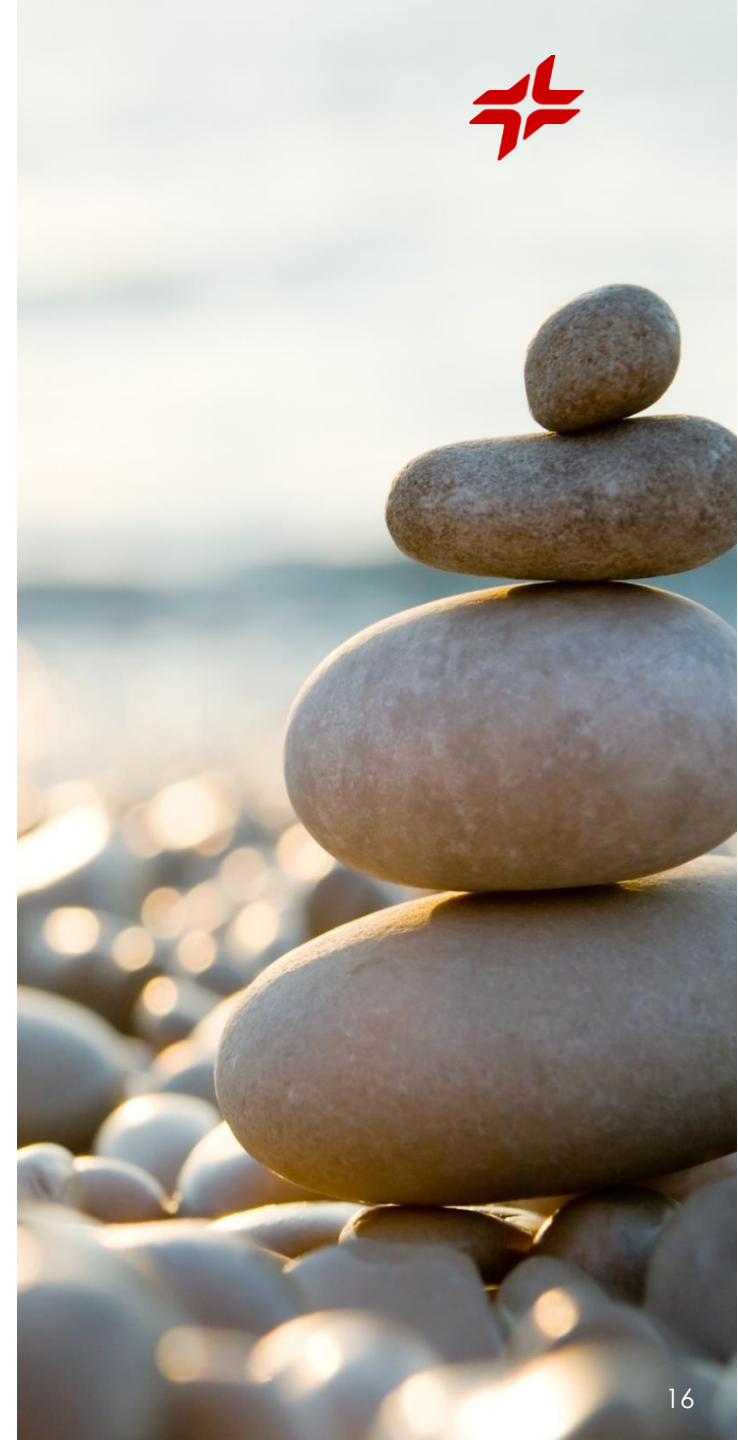
# Key financial metrics

*Conservative financial policy with strong liquidity position*

Key Financial Metrics (€m)	9M'23	9M'22
EBITDA	1,165	2,492
Net Income	252	534
CFFO <sup>1</sup>	1,006	979
Organic Cash Capex <sup>2</sup>	(509)	(393)
	9M'23	9M'22
Net Debt <sup>3</sup>	2,488	2,790
Total Liquidity <sup>4</sup>	4,162	3,803

Figures on Clean CCS basis unless otherwise stated (excluding the effect of extraordinary items and inventories) extraordinary tax imposed on Spanish energy companies. 2. Excluding M&A activities; 3. Excluding IFRS16 uncommitted facilities.

1. Excluding 323m€ paid related to the 4. Cash and undrawn committed and







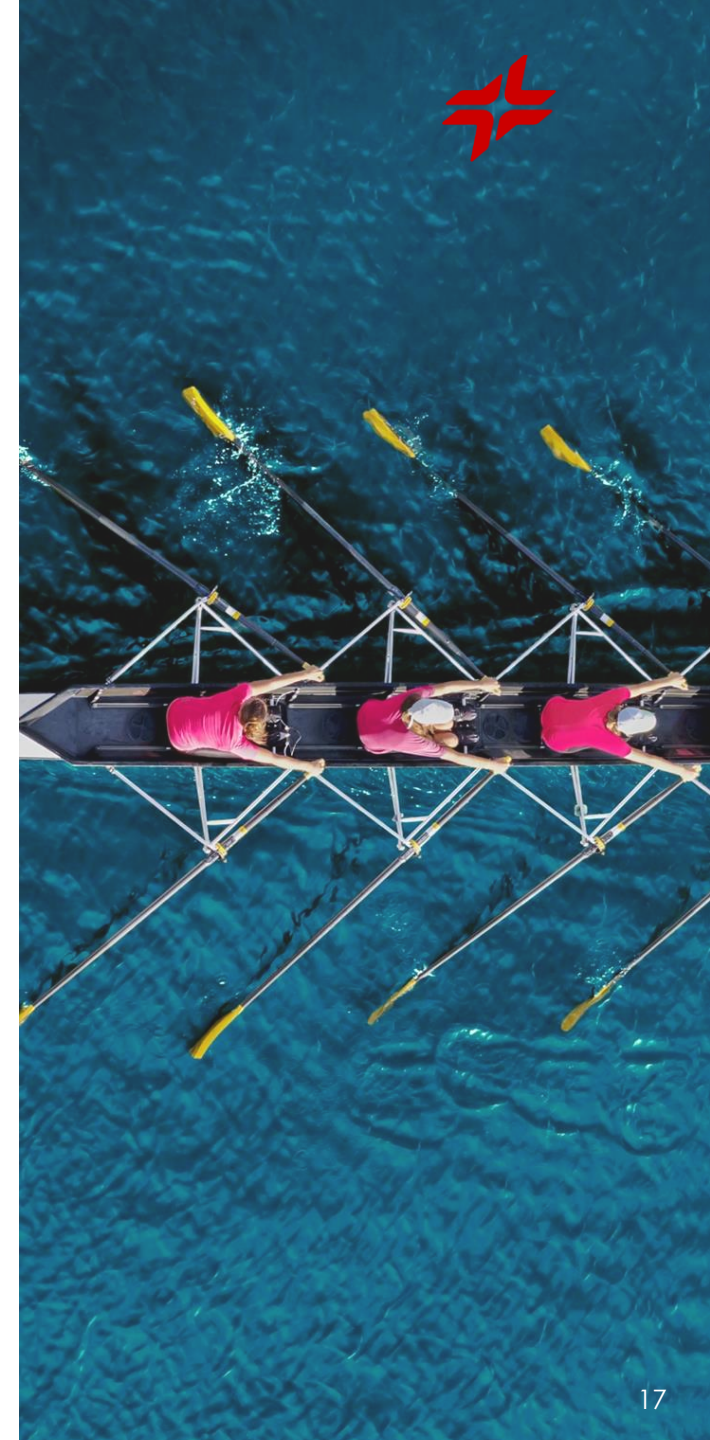
# Organic cash flow generation

## Solid Cash Flow From Operations after AD divestment

	Organic Cash Flow generation (€m)	9M'23	9M'22
+	<b>EBITDA</b>	<b>1,165</b>	<b>2,492</b>
-	Taxes	(394)	(945)
+/-	Other adjustments to EBITDA	335	(71)
=	<b>Cash flow from operations before WK<sup>1</sup></b>	<b>1,106</b>	<b>1,476</b>
+/-	Changes in working capital	(100)	(497)
=	<b>Cash flow from operations</b>	<b>1,006</b>	<b>979</b>
-	Organic Cash Capex <sup>2</sup>	(509)	(393)
=	<b>Organic Free Cash Flow before financing</b>	<b>497</b>	<b>586</b>
-	Interest and leases	(243)	(212)
=	<b>Organic FCF<sup>1</sup></b>	<b>254</b>	<b>374</b>

Figures on Clean CCS basis unless otherwise stated (excluding the effect of extraordinary items and inventories) extraordinary tax imposed on Spanish energy companies. 2. Excluding M&A activities

1. Excluding 323m€ paid in 2023 related to the



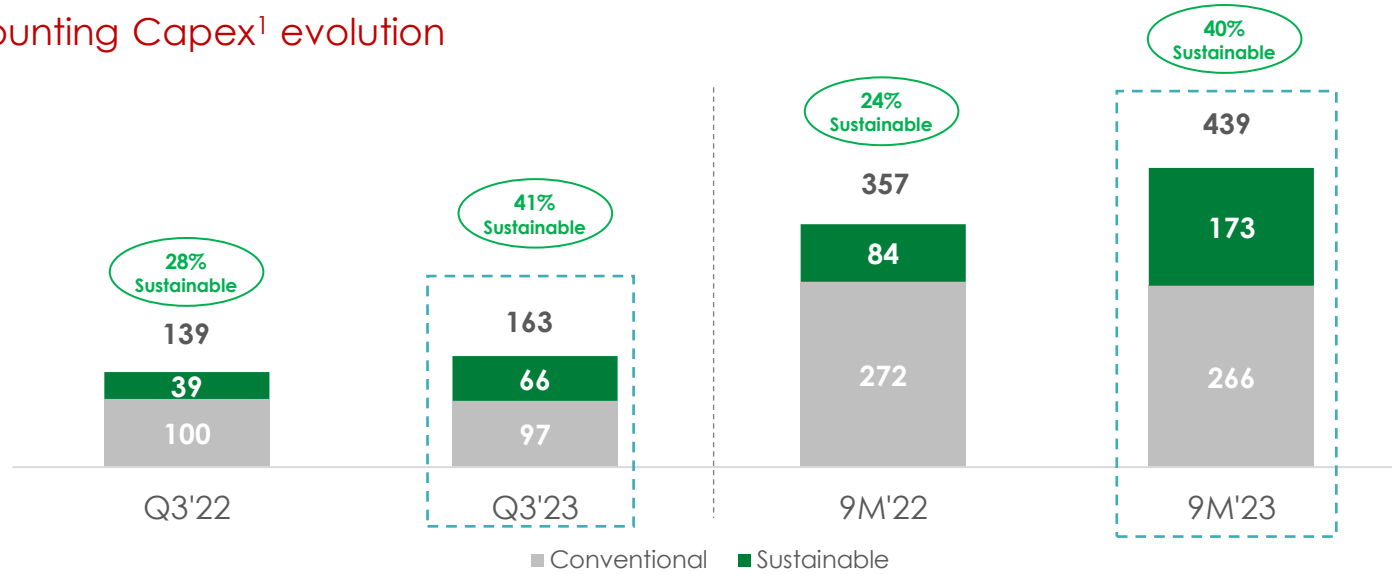


# Capex evolution and breakdown

Optimization of investments by prioritizing the most value accretive projects aligned with Positive Motion strategy

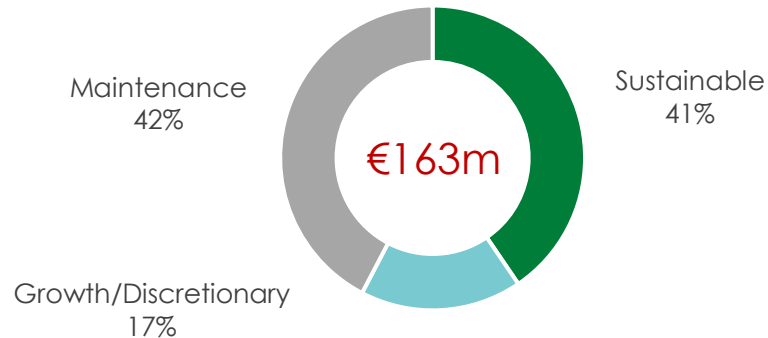
## Accounting Capex<sup>1</sup> evolution

€m



## Accounting Capex<sup>1</sup> breakdown Q3'23

€m



Figures on Clean CCS basis unless otherwise stated (excluding the effect of extraordinary items and inventories) 1. Accounting capex excluding M&A activities, which might lead to differences with other capex figures shown during the presentation



# 3. Closing Remarks



# Closing Remarks

## Strong results and significant progress of Positive Motion strategy

- **Clean CCS EBITDA of €1,165m in 9M'23**
- Cepsa continued to execute its Positive Motion strategy, with **40% of Capex devoted to sustainable projects**
- **Cepsa reaches an agreement with Ballenoil to acquire its service station network aiming to be a benchmark for sustainability in the low-cost segment**
- **Significant milestones such as the beginning of biofuels distribution, new agreements with Endesa to boost electric mobility and biomethane production plans**
- **Support of private and public financial institutions such as the EIB to undertake all our strategic projects and become a leader in the energy transition**
- **Net debt reduction to €2.5bn<sup>1</sup>**
- **Solid liquidity position of €4.2bn<sup>2</sup>, covering 4.4 years of debt maturities**



WELCOME TO

POSITIVE  
MOTION





# Cepsa

Q3 2023 Results

November 16<sup>th</sup>, 2023