



Cepsa

Q3 2022 Results
November 11th, 2022

CEPSA

Today's presenters



Carmen de Pablo

CFO



Gonzalo Sáenz

Head of Finance

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Agenda

1. Q3'22 Highlights
2. Business Units Overview
3. 9M'22 Financial Results
4. Closing Remarks



1. Q3'22 Highlights



Q3'22 Key highlights

Results marked in a context of high volatility in global energy markets



POSITIVE MOTION

Cepsa and the port of Rotterdam join up to create the **first green hydrogen corridor** between the north and south of Europe

Cepsa completes **advanced biofuels shipping trial** for the first time in Spain

Cepsa join forces to **accelerate the decarbonization of air transport** with TUI

Cepsa starts **production of advanced biofuels** at its Huelva Energy Park

Cepsa Química supplies Unilever with the **world's first renewable LAS surfactant**, paving the way for circular chemistry

FINANCIAL

€750m
CCS EBITDA

€429m
Free cash
flow ex-WK¹

1.0x
Leverage

€3.8bn
Liquidity Position

OPERATIONAL

7.6\$/bbl
Refining
margin

87%
Refining
Utilization

4.6mton
Commercial
Sales

86.5kb/d
WI Production

1. Before WK, financing activities and dividends

Delivering on our ESG goals

Helping our customers to decarbonize while building on the future



TAKING SUSTAINABLE INITIATIVES **H₂**

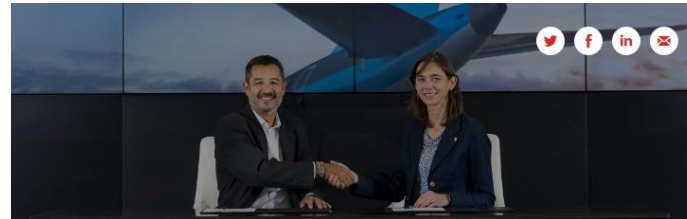


11.10.22

Global Andalusia Clean Energies

Cepsa and the Port of Rotterdam join up to create the first green hydrogen corridor between the north and south of Europe

LEADING ECO-RESPONSIBLE PROJECTS



18.10.22

Global Energy Transition Clean Energies

TUI and Cepsa join forces to decarbonise flying

ADVANCING IN SUSTAINABILITY



06.10.22

Trading Energy Transition Global

Cepsa completes advanced biofuels shipping trial for the first time in Spain

DEVELOPING NEW GREEN PROJECTS



20.07.22

Global Chemicals

Cepsa Química supplies Unilever with the world's first renewable LAS surfactant, paving the way for circular chemistry

HELPING DECARBONIZING SOCIETY



27.07.22

Global Andalusia

Cepsa has joined the Renewable Energy Association of Andalusia

MOVING TOWARDS THE FUTURE



22.09.22

Talent Global

One hundred young people join Cepsa to boost its new strategy



Aligning financing with *Positive Motion* strategy

Conversion of €2.0 billion revolving credit facility into sustainability linked financing

CO₂

Reduction in **Scope 1 & 2** emissions to reach a **55% decrease by 2030**



15-20% decrease in **Carbon Intensity Index** (includes **Scope 1, 2 & 3**)



30% of leadership positions held by women by 2025

- The Company has agreed with the syndicated banks to **donate 100% of the interest adjustment to environmental and social projects**
- Cepsa also has pledged to devote its **50% share of the donation to its foundation**





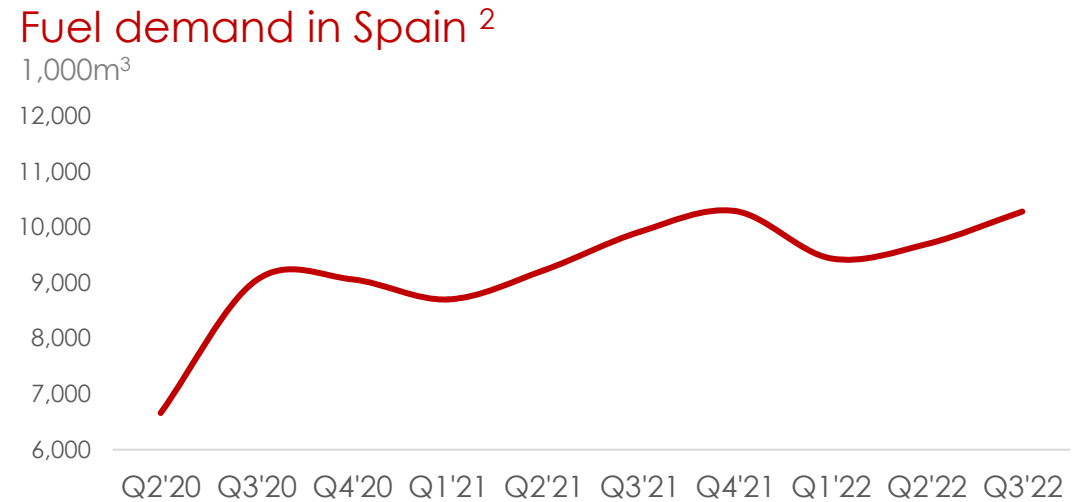
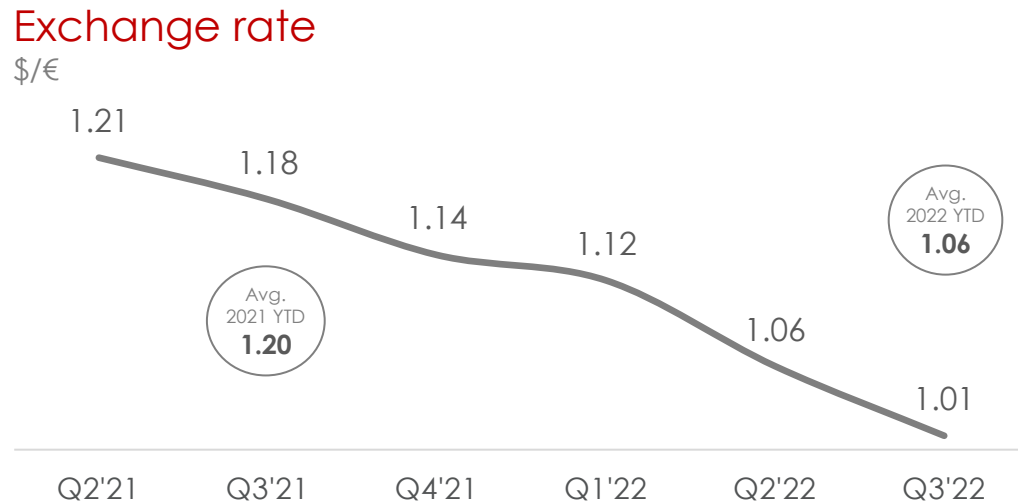
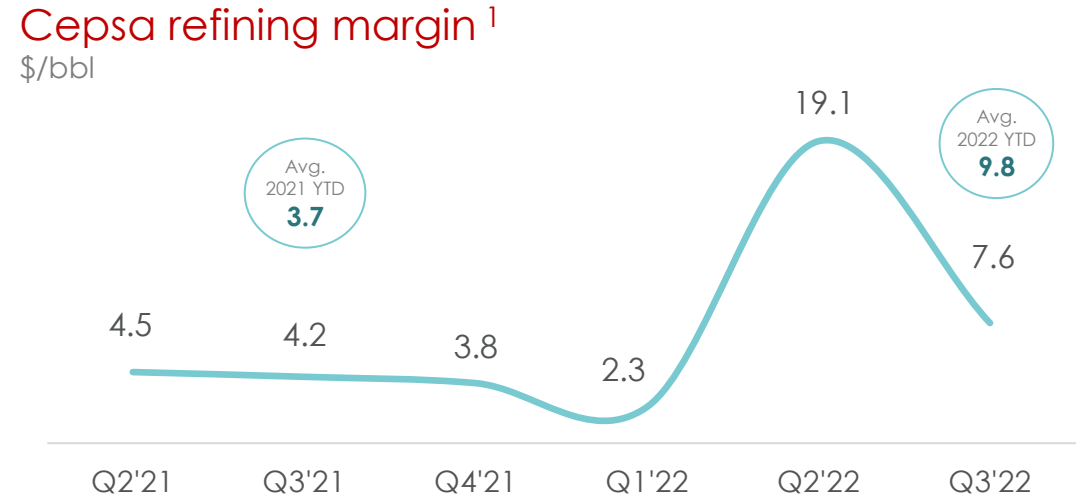
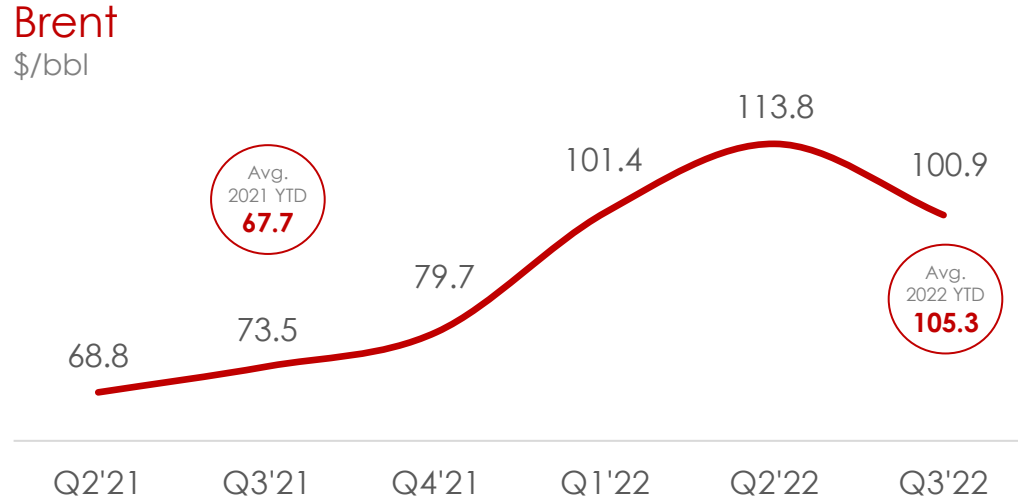
2. Business Units Overview





Market environment

Supportive market backdrop, although high volatility remains



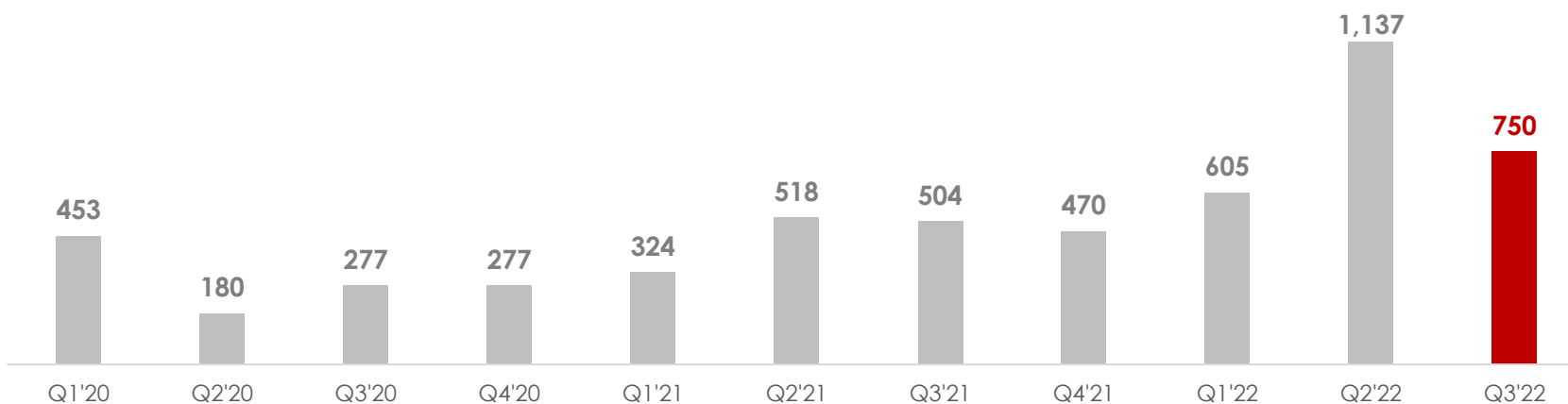
Source: Cepsa, Exolum. Average figures for each quarter. 1. Corresponds to a variable cost margin after crude differentials, freight and corporate group allocations, including natural gas costs at TTF; 2. Relates to gasoline, automotive diesel, agricultural and heating gasoil

EBITDA evolution by business

Second best quarter in a row with mixed performance by business through volatile energy markets

EBITDA by business (€m)	Q3'22	Q2'22	Q3'21	Q3'22 vs Q3'21
EBITDA	750	1,137	504	49%
Energy	117	620	184	(36%)
Chemicals	96	106	124	(22%)
Upstream	575	438	226	154%
Corporate	(38)	(28)	(30)	24%

Quarterly EBITDA evolution (€m)



Figures on CCS basis unless otherwise stated





Energy

High gas prices and lower refining margins impacted the business in a volatile quarter

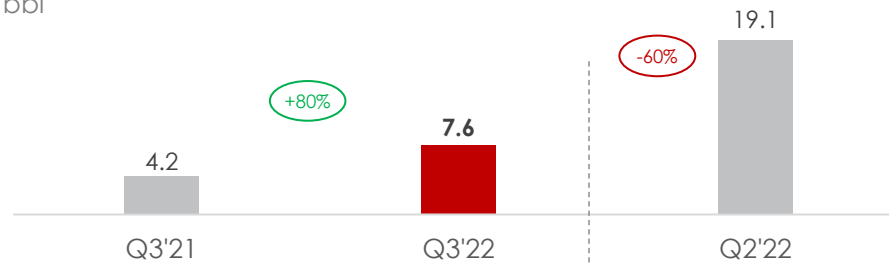
YTD 2022 figures

EBITDA
881 €m

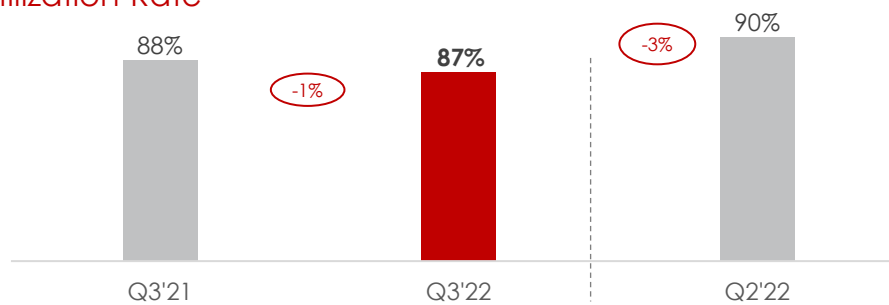
Refining Margin
9.8 \$/bbl

Commercial Product Sales
13.2 mton

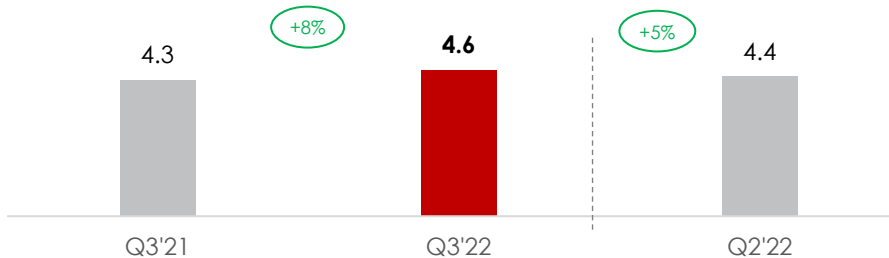
Refining Margin¹
\$/bbl



Utilization Rate
%



Commercial Product Sales
mton



Quarter highlights

EBITDA for the Energy segment impacted by **high natural gas prices** and reduced profitability in the Mobility business due to **extraordinary fuel discounts**

Trading business had a **very positive** performance, benefitting from a **volatile market** environment

Cepsa started the **production of advanced biofuels** at its Huelva energy park and completed the **first advanced maritime biofuels trial in Spain**

Figures on CCS basis unless otherwise stated 1. Corresponds to a variable cost margin after crude differentials, freight and corporate group allocations, including natural gas costs at TTF

Chemicals

Resilient results despite the challenging market backdrop



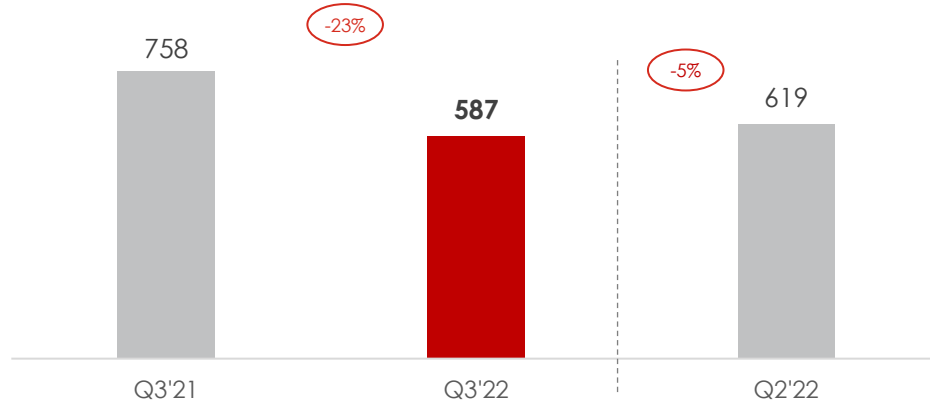
YTD 2022 figures

EBITDA
312€m

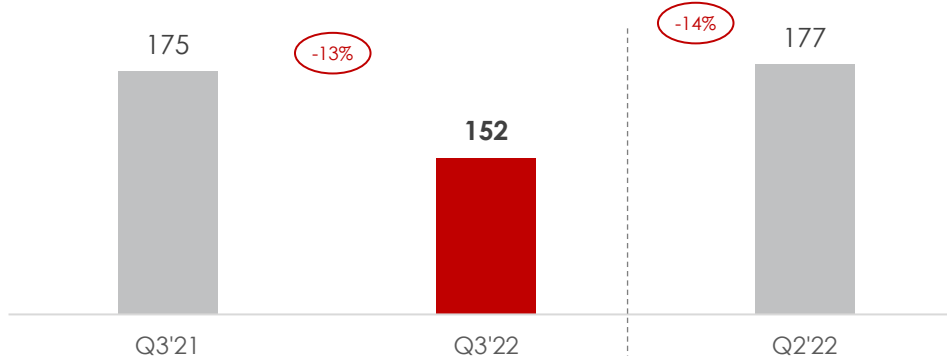
Total Sales
1,926kton

LAB Sales
503kton

Petrochemical Product Sales
Kton



LAB Sales
Kton



Quarter highlights

Chemicals delivered **lower results** during the quarter due to **decreased sales volumes** and pressure on margins

Despite **lower demand in home and personal care applications**, the surfactant's segment registered **resilient results**

Chemicals supplied Unilever with **the world's first renewable LAS surfactant**, paving the way for circular chemistry



Upstream

Sustained improvement on the back of higher crude prices and increased production

YTD 2022 figures

EBITDA
1,397 €m

WI Production
83.1 Kbopd

Reserves/Prod.
+16 years

Working Interest Production kbopd



Crude Oil Sales million bbl



Quarter highlights

Record results in Upstream division driven by sustained high crude prices and increased production

WI production increased by 13% versus last year mainly driven by SARB & Umm Lulu ramp-up

Crude oil sales increased meaningfully on the back of enhanced production and some inventory release



3. 9M'22 Financial Results

Key financial metrics

Strong results boosted by improved market conditions

Key Financial Metrics (€m)	9M'22	9M'21	Δ '22/'21
EBITDA	2,492	1,346	85%
Net Income	534	295	81%
Capex ¹	(458)	(310)	48%
Free cash flow ex-WK ²	987	777	27%
	9M'22	Dec'21	Δ '22/'21
Net Debt (excl. IFRS16)	2,790	2,759	31
Total Liquidity	3,803	3,476	327
Leverage (excl. IFRS16) ³	1.0x	1.6x	(0.6x)





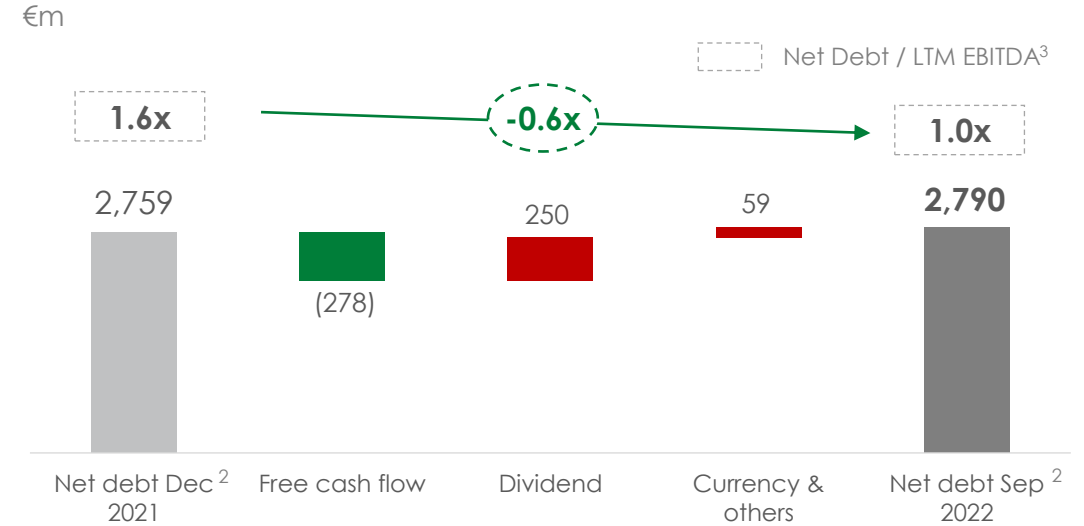
Cash flow generation and Debt overview

FCF impacted by higher tax payments and working capital consumption

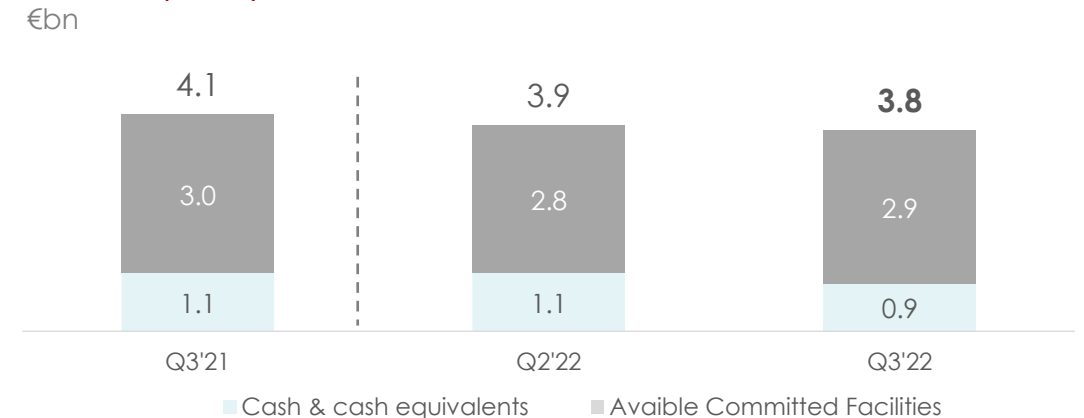
Cash Flow generation

€m	9M'22	9M'21
+ EBITDA	2,492	1,346
- Income tax paid	(945)	(157)
+/- Dividends from associates and other adjustments to EBITDA	(71)	(35)
= Cash flow from operations before WK	1,476	1,155
+/- Working Capital Variation	(497)	141
= Cash flow from operations	979	1,295
- Net Capex Payments	(490)	(378)
= Free Cash Flow	490	918
- Financing Activities ¹	(212)	(175)
= FCF before dividends	278	743

Net Debt² evolution Dec'21 – 9M' 22



Solid Liquidity Position



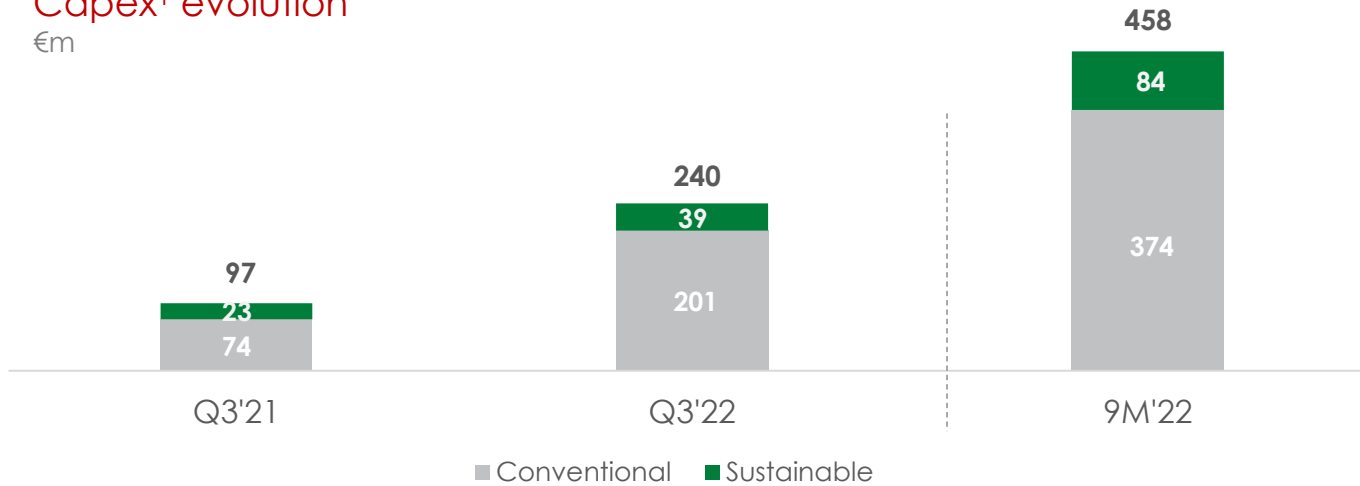
Figures on CCS basis unless otherwise stated ; 1. Include cost of debt and operating leases ; 2. Excluding IFRS16 leases; 3. Total Net Debt over EBITDA (excluding IFRS16)



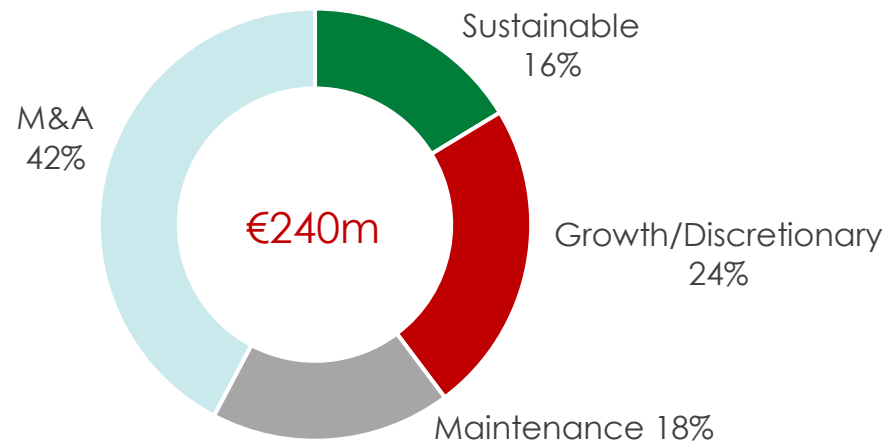
Capex evolution and breakdown

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

Capex¹ evolution
€m



Capex¹ breakdown Q3'22
€m



Figures on CCS basis unless otherwise stated ; 1. Accounting Capex





4. Closing Remarks

Closing Remarks

Strong quarter results continue supporting our investments in the energy transition

- **Second best quarter in a row** despite extraordinary high natural gas prices and market volatility
- **EBITDA** of €750m, +~50% versus Q3'21 underpinned by robust upstream results
- **Free Cash Flow** ex-WK¹ €429m in Q3'22
- Significant **reduction in leverage**² to 1.0x from 1.6x in December 2021
- **Solid liquidity position** of €3.8bn, covering 4 years of debt maturities
- Cepsa **continues to deliver on its Positive Motion Strategy**, advancing on the decarbonization of its own business and its clients'



WELCOME TO

POSITIVE
MOTION





THANK YOU

DEPASO



L. 95
L. 96
L. 97
L. 98

FRIGO



REFRIGER

VISA

