



# 3<sup>RD</sup> QUARTER 2021 RESULTS

25 October, 2021



**Dow Jones  
Sustainability Indices**  
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# Recent Developments

Andy Brown, CEO

# 3Q21 Highlights

Results reflecting a gradual operating recovery



+€143 m YoY

**€468 m**

Adjusted Operating Cash Flow<sup>1</sup>

-€64 m YoY

**€-113 m**

Free Cash Flow

+€206 m YoY

**€607 m**

RCA Ebitda

-0.2x YoY

**1.1x**

Net Debt to RCA Ebitda

Operational improvement  
and supportive macro

Cash generation reflecting  
temporary working capital  
build

Advancing with  
strategy execution

Maintaining ESG recognition  
with AAA score at MSCI





# Improved operational performance

capturing supportive oil and refining environment despite challenges in Energy Management

3Q21

Outlook

## Upstream

- Increased oil production, although gas exports restricted
- Capturing the strong oil price environment
- Sépia start up during August

## Industrial & Energy Management

- Refining margin recovery supported by improved middle distillates cracks
- Gas sourcing restrictions and added regasification costs impacting EM results
- NG pre-sold volumes limiting upside from current prices

- Maintaining 125-130 kboepd FY guidance
- Coral FLNG sail away expected soon and moving forward with Bacalhau development
- Preparing exploration wells in Brazil Campos basin and São Tomé and Príncipe

- Upset in Sines atmospheric distillation unit and planned maintenance in the hydrocracker
- 4Q21 raw materials processed expected at c.15 mboe and refining margin at \$4-5/boe<sup>1</sup>
- NG/LNG sourcing restrictions expected to persist during Q4

<sup>1</sup> Considering current outlook.



# Iberia showing signs of recovery

and renewables benefitting from solar merchant exposure



3Q21

Outlook

## Commercial

- Oil products volumes benefiting from Iberian economic recovery and driving season
- B2C segment recovering faster than B2B

- Continued volume pick up, namely on the B2B segment (aviation, marine)
- Taking steps forward on the business transformation

## Renewables & New Businesses

- Current generation exposed to merchant conditions, capturing higher solar prices
- Transformer upset impacting c.200 MW of solar capacity and expected to be fully resolved by 1Q22

- Around 230 MW of new operating capacity start-up expected by YE
- Monitoring regulation evolution in Spain with no relevant impact expected



# Expanding renewables footprint

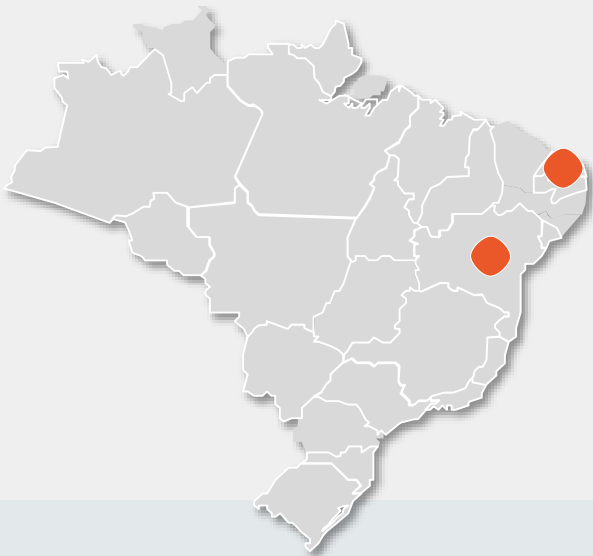
in & outside Iberia in line with strategy guidelines

## New portfolio additions<sup>1</sup>

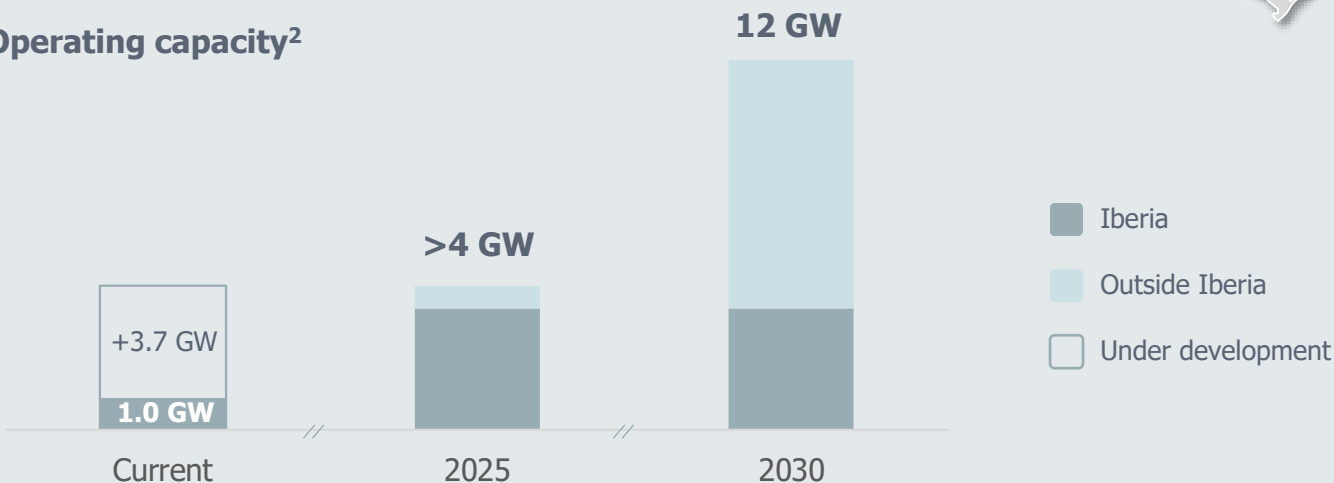
**594 MW** solar projects acquired in Brazil

**220 MW** solar projects acquired in Spain

High quality portfolio on track towards 2025 ambition



## Operating capacity<sup>2</sup>





# Implementing our energy transition strategy

increasing weight of low carbon and decarbonising our operations

## Commercial transformation

### Testing new convenience concept

Renewed products and services, incl. gas & electricity offer

Double digit growth across several convenience categories YoY

### Expanding EV network

Mobiletronic acquisition: **280** new EV charging points

**>1,000** charging points by YE

Targeting **10 k** points by 2025

## New Energies development

### Preparing Green H<sub>2</sub>

**2 MW pilot** FID expected soon, fast tracking learning curve

Advancing with engineering works of **two projects of 100 MW** each

## Financing structuring

### Securing low carbon financing

EIB financing for solar and e-mobility projects up to **€732 m**

Closed project finance for fully merchant operating solar projects

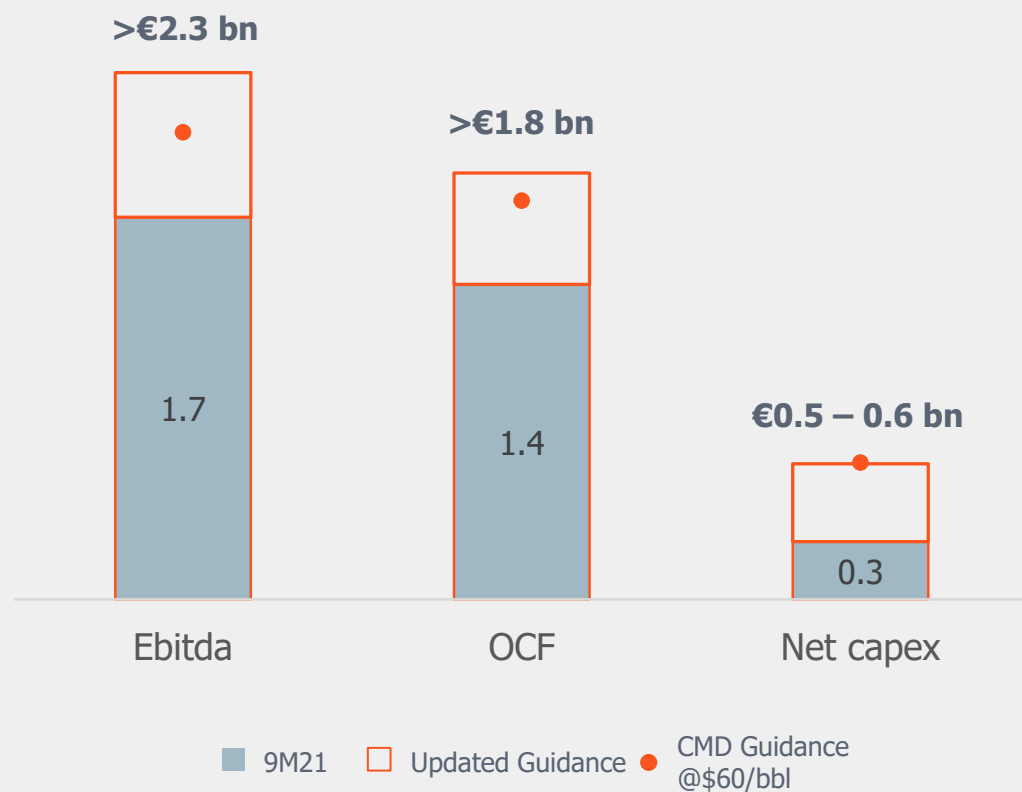
Ensuring access to support mechanisms aligned with the energy transition





# FY2021 updated guidance

considering macro adjustment and operational performance



Brent @\$70/bbl  
Galp ref. margin @\$3/boe

	2021 Ebitda
Upstream	c.€2.0 bn
Commercial	c.€300 m
Industrial & EM	<€100 m
Renewables <sup>1</sup>	c.€60 m

## 2021 distributions guidelines

Q3 net debt to Ebitda at 1.1x, anticipating deleverage by YE

9M21 reflecting c.€0.4 bn temporary derivatives impacting CFFO and net debt

FY21 CFFO and net debt sensitive to gas price and working capital evolution

**Distributions related to 2021 to take into consideration temporary working capital effects**



# ▶ Executing our distinctive investment proposition

to thrive through the energy transition

## Growth from established businesses



## Growth from Renewables businesses



## Competitive shareholder distribution

- Moving with Upstream developments, namely Coral and Bacalhau
- Implementing Commercial transformation: increased power sales, new concept stores and higher EV penetration

- Bringing new production into operation
- Launching renewable expansion in Brazil
- Advancing with green hydrogen and battery value chain projects

- Interim baseline dividend paid in September
- Confident on variable component distribution related to 2021 despite temporary working capital effects





The background of the slide is a dark blue, abstract representation of financial data. It features several overlapping candlestick charts and line graphs in shades of blue and teal. The lines vary in thickness and color, some appearing as solid blue or orange, while others are dotted or dashed. The overall effect is a sense of dynamic movement and data analysis.

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# 3Q21 Results

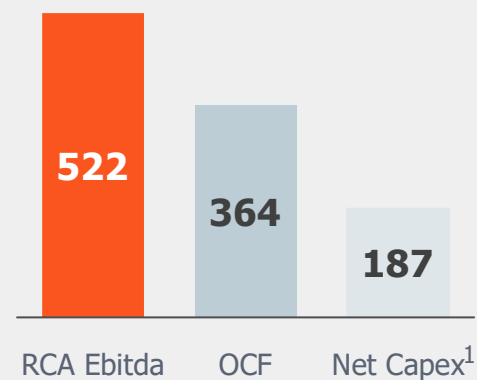
Filipe Silva, CFO



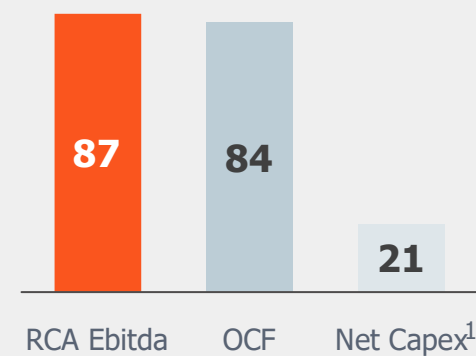
# Solid operational results

Q3 benefiting from Upstream and oil downstream performance

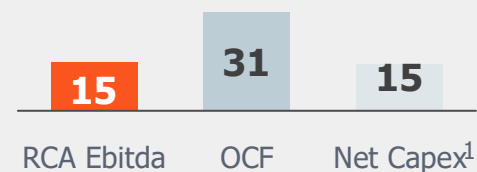
## Upstream (€ m)



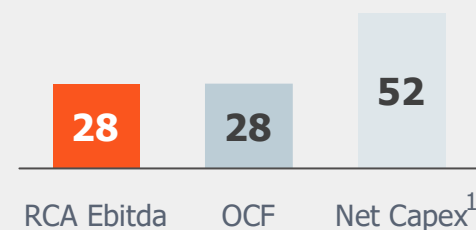
## Commercial (€ m)



## Industrial & Energy Management (€ m)



## Renewables pro-forma<sup>2</sup> (€ m)



**Upstream** supported by the higher oil price environment

**Commercial** reflecting gradual recovery

**Industrial & EM** with improved refining offset by gas sourcing restrictions

**Renewables** pro-forma<sup>2</sup> capturing current Iberian power market price conditions

# RCA Ebitda of €607 m

IFRS net income impacted by special items

## 3Q21 P&L (€ m)

	3Q20	2Q21	3Q21
<b>RCA Ebitda</b>	401	571	<b>607</b>
<b>RCA Ebit</b>	108	305	<b>369</b>
Associates	23	26	<b>42</b>
Financial results	-93	-4	<b>-28</b>
Taxes <sup>1</sup>	-52	-153	<b>-184</b>
Non-controlling interests	-9	-34	<b>-37</b>
<b>RCA Net Income</b>	-23	140	<b>161</b>
Special items	-85	-137	-545
Inventory effect	2	68	50
<b>IFRS Net Income</b>	-106	71	<b>-334</b>

**Ebit** following the stronger operational performance

**Associates** up YoY reflecting the higher contribution from the solar renewables JV

**Financial results** of -€28 m, mainly reflecting the IFRS 16 leases and net interests

**IFRS net income** reflecting special items of -€545 m, which includes mark-to-market swings related with NG derivatives



# Operational contribution supported by macro

although cash conversion impacted by temporary effects

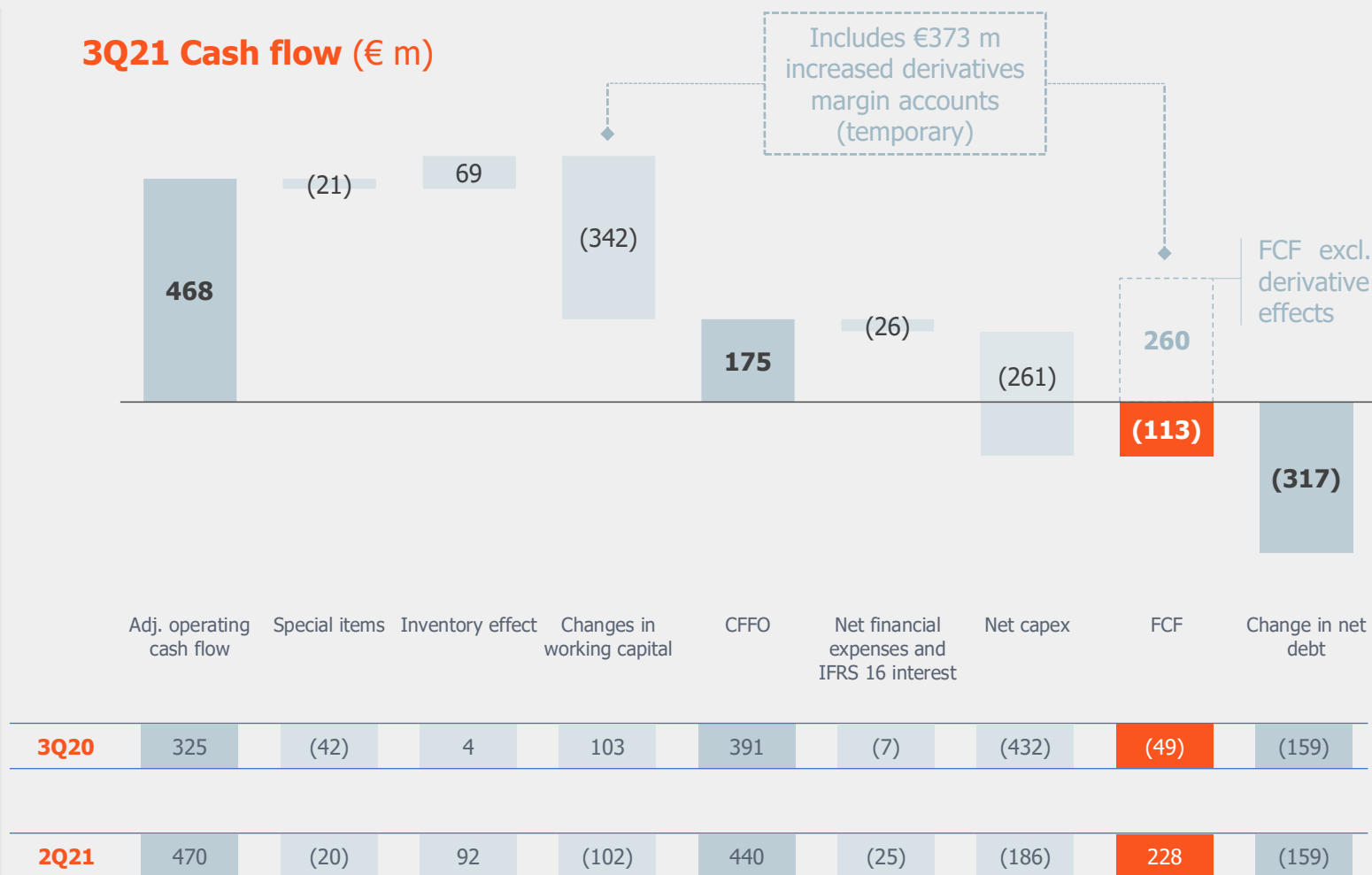
**CFFO** impacted by a working capital build mostly driven by increased margin accounts on derivatives to cover gas positions and to be reversed throughout 2022

**Net capex of €261 m** including a €34 m payment for the BM-S-8 stake increase

**Net debt** increased to €2.1 bn, also considering the interim base dividend payment

**Net debt to RCA Ebitda** increased to 1.1x (dividends and margin accounts)

## 3Q21 Cash flow (€ m)





An aerial night photograph of a city, featuring a complex highway interchange with multiple overpasses and ramps. The city lights are visible in the background, and the foreground shows the intricate structure of the roads. A semi-transparent blue low-poly mesh is overlaid on the right side of the image. In the upper left, there is a white circle containing the number 3.

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# Appendix

# Upstream results

benefiting from stronger oil price environment

		3Q20	2Q21	3Q21
Working interest production	kboepd	134	128	<b>128</b>
Oil production	kbpd	120	115	<b>118</b>
Net entitlement production	kboepd	132	127	<b>127</b>
Angola	kbpd	12	12	<b>11</b>
Brazil	kboepd	120	115	<b>116</b>
Oil and gas realisations - Dif. to Brent	USD/boe	-4	-9	<b>-9</b>
Production costs	USD/boe	2	1	<b>2</b>
DD&A <sup>1</sup>	USD/boe	16	13	<b>15</b>
<b>RCA Ebitda</b>	€ m	302	467	<b>522</b>
RCA Ebit	€ m	133	290	<b>375</b>
OCF	€ m	253	346	<b>364</b>
Capex	€ m	71	135	<b>187</b>

		3Q20	2Q21	3Q21
Dated Brent price	USD/bbl	42.9	69.0	<b>73.4</b>

Oil production up QoQ, although total working interest flat due to lower gas exports (planned maintenance)

Ebitda and OCF up QoQ following the higher oil prices, still with higher discount on realisations

Ebit followed Ebitda, with no relevant impairments

Capex mostly reflecting the development activities in Tupi/Iracema and Bacalhau, namely a €34 m payment related to the BM-S-8 stake increase



# Commercial results

gradual recovery in Iberian demand

		3Q20	2Q21	3Q21
<b>Commercial sales to clients</b>				
Oil products	mton	1.5	1.5	<b>1.8</b>
Natural gas	TWh	5.3	4.5	<b>4.4</b>
Electricity	GWh	871	1,020	<b>1,086</b>
<b>RCA Ebitda</b>	€ m	105	73	<b>87</b>
RCA Ebit	€ m	81	48	<b>58</b>
OCF	€ m	101	69	<b>84</b>
Capex	€ m	28	22	<b>21</b>

Higher oil products driven by demand recovery in Iberia, namely in the retail and aviation segments

Ebitda and OCF lower YoY, despite the higher oil volumes, as 3Q20 benefited from an increased contribution from higher-value segments

Capex mostly related to business transformation and retail segment in Portugal





# Industrial & Energy Management results

with stronger refining performance offset by challenging gas sourcing environment

		3Q20	2Q21	3Q21
Raw materials processed	mboe	23.4	21.0	<b>22.5</b>
Galp refining margin	USD/boe	-0.7	2.4	<b>4.0</b>
Oil products supply <sup>1</sup>	mton	3.6	3.6	<b>3.9</b>
NG/LNG supply & trading volumes <sup>1</sup>	TWh	15.8	18.1	<b>16.6</b>
Trading	TWh	3.6	9.1	<b>7.5</b>
Sales of electricity from cogeneration	GWh	340	269	<b>261</b>
<b>RCA Ebitda</b>	€ m	-12	50	<b>15</b>
RCA Ebit	€ m	-108	-9	<b>-43</b>
OCF	€ m	-18	64	<b>31</b>
Capex	€ m	15	11	<b>15</b>

Galp refining margin supported by improved international context, namely on gasoline and middle distillates cracks

Supply & Trading volumes reflecting NG/LNG sourcing restrictions and market price environment

Ebitda and OCF reflecting improved refining, despite a negative contribution from EM, driven by NG/LNG sourcing restrictions and regasification costs, as well as impact from the lag in pricing formulas for oil products

Capex mostly allocated to initiatives to improve the refining system efficiency



# Renewables & New Businesses results

capturing higher solar prices in Iberia

		3Q20	2Q21	3Q21
Renewable power generation				
Gross	GWh	143	475	<b>408</b>
Net to Galp	GWh	106	355	<b>304</b>
Average solar generation sale price	EUR/MWh	42	69	<b>111</b>
<b>RCA Ebitda</b>	€ m	-2	-6	<b>-6</b>
RCA Ebit	€ m	-2	-5	<b>-6</b>
OCF	€ m	-2	-2	<b>-2</b>
Capex	€ m	328	51	<b>52</b>

		3Q20	2Q21	3Q21
Renewables pro-forma - Equity to Galp <sup>1</sup>				
Ebitda	€ m	3	17	<b>28</b>
Ebit	€ m	0	11	<b>23</b>
OCF	€ m	3	17	<b>28</b>

		3Q20	2Q21	3Q21
Iberian baseload pool price <sup>2</sup>	EUR/MWh	38	72	<b>118</b>
Iberian solar captured price <sup>2</sup>	EUR/MWh	38	69	<b>111</b>

Renewable generation down QoQ impacted by an upset in one transformer constraining c.200 MW

Ebitda mainly reflecting G&A and corporate expenses as most businesses are not consolidated

Renewables pro-forma Ebitda, supported by the increased solar captured prices

Capex mostly allocated to the ongoing deployment of solar PV projects in Iberia



# Maintaining a solid financial position

although temporarily impacted by derivatives effects

## Balance Sheet (€ m)

	31 Dec., 2020	30 Jun., 2021	30 Sep., 2021
Net fixed assets	6,259	6,284	<b>6,484</b>
Rights of use (IFRS 16)	1,002	1,008	<b>1,061</b>
Working capital	703	1,017	<b>1,359</b>
Other assets/liabilities	-710	-1,267	<b>-1,895</b>
<b>Capital employed</b>	<b>7,254</b>	<b>7,042</b>	<b>7,009</b>
Net debt	2,066	1,711	<b>2,028</b>
Leases (IFRS 16)	1,089	1,105	<b>1,166</b>
Equity	4,100	4,225	<b>3,815</b>
<b>Equity, net debt and op. leases</b>	<b>7,254</b>	<b>7,042</b>	<b>7,009</b>

**Working capital** and **Other assets/liabilities** movements impacted by temporary effects of €638 m from the MTM of gas derivative positions

**Equity** was down driven by the negative IFRS Net Income and distributions to shareholders



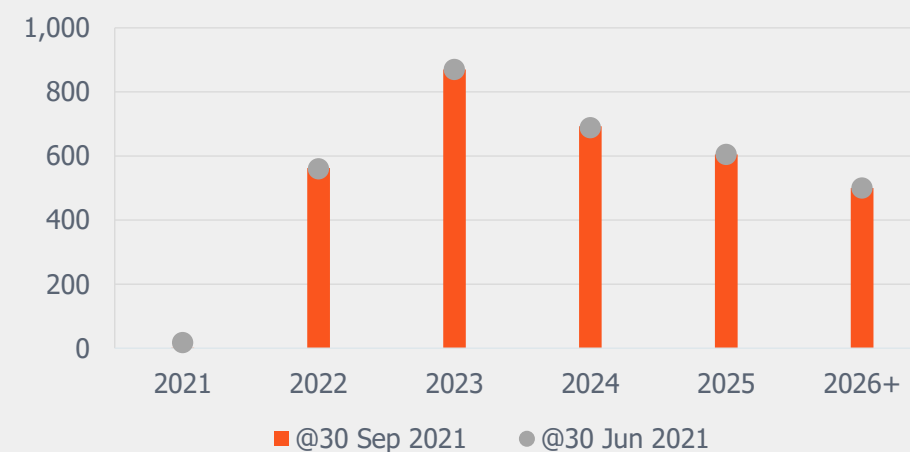


# Debt indicators

## Debt indicators (€ m)

	31 Dec., 2020	30 Jun., 2021	30 Sep., 2021
Cash and cash equivalents	1,678	1,533	<b>1,257</b>
Undrawn credit facilities	1,262	1,133	<b>1,133</b>
Gross debt	3,743	3,244	<b>3,285</b>
Average funding cost	1.7%	1.4%	<b>1.4%</b>
<b>Net debt</b>	<b>2,066</b>	<b>1,711</b>	<b>2,028</b>
Leases (IFRS 16)	1,089	1,105	<b>1,166</b>
<b>Net debt to RCA Ebitda<sup>1</sup></b>	<b>1.5x</b>	<b>1.0x</b>	<b>1.1x</b>
% Debt at fixed rate	48%	40%	<b>39%</b>

## Debt reimbursement (€ m)





[galp.com](https://galp.com)