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Financial information by business segment is reported in accordance with the Galp's management reporting policies and shows internal segment information that is used to manage and measure the Group's performance. In addition to IFRS measures, certain alternative performance measures are presented, such as performance measures adjusted for special items (adjusted operational cash flow, adjusted earnings before interest, taxes, depreciation and amortisation, adjusted earnings before interest and taxes, and adjusted net income), return on equity (ROE), return on average capital employed (ROACE), investment return rate (IRR), equity investment return rate (eIRR), gearing ratio, cash flow from operations and free cash flow. These indicators are meant to facilitate the analysis of the financial performance of Galp and comparison of results and cash flow among periods. In addition, the results are also measured in accordance with the replacement cost method, adjusted for special items. This method is used to assess the performance of each business segment and facilitate the comparability of the segments' performance with those of its competitors. This document also contains non-financial performance indicators, including a carbon intensity indicator for energy products sold by Galp, that measures the amount of greenhouse gas emissions of those products, from their production to their end use, per unit of energy delivered. This indicator covers the direct GHG emissions of production and processing facilities (scope 1) and their indirect emissions associated with energy purchased (scope 2), as well as the emissions associated with the use of products by Galp's costumers (scope 3). The same emissions are considered for products purchased from third parties and sold or transformed by Galp. For a complete definition of scopes 1, 2 and 3 and the methodology used by Galp for this indicator please refer to Galp's website at galp.com. This document may include data and information from sources that are publicly available. This

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### Upcoming decade of deep transformation

accelerating towards a cleaner future

2021

Social and regulatory pressure accelerating the **decarbonisation** pace

Growing share of electricity with expected significant increase in EV sales

**Solar and wind** becoming a relevant energy source for power generation

**Green/blue H<sub>2</sub>** gaining momentum with viable options emerging

EU setting the strategic ambition to build an integrated Li-ion battery value chain

Significant decrease in oil demand in Europe, leading to a wave of refinery rationalisation

2030

More electrified global energy mix, although Oil & Gas maintain a crucial role



# **Strategy with a purpose** for a truly sustainable path



# Let's regenerate the future together!

Reshape Portfolio Refresh Relations

Reenergise People



### Key business pillars

built upon solid foundations



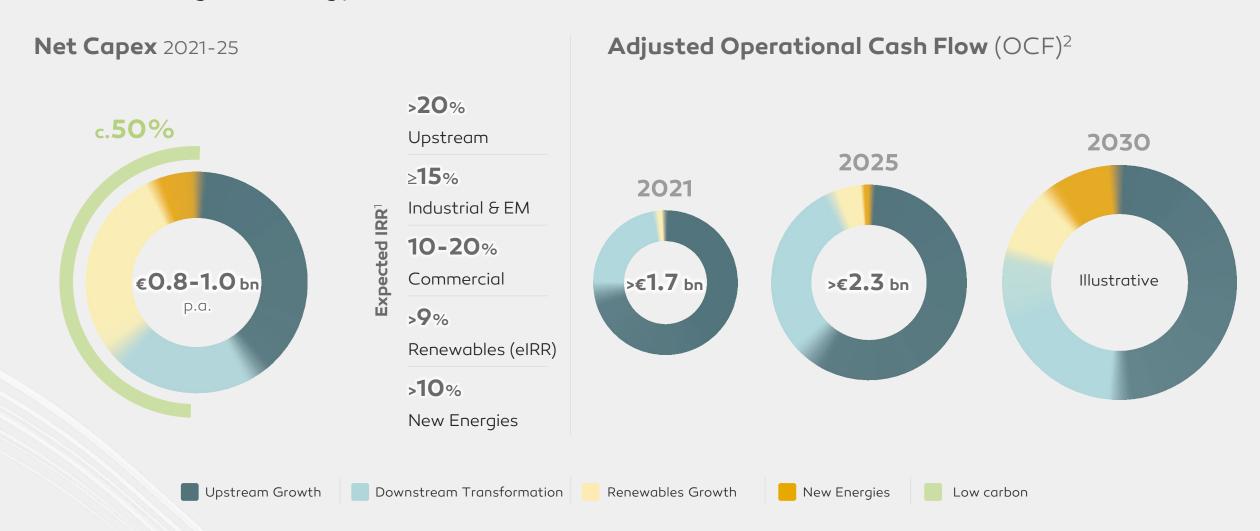






### Reshaping portfolio

to thrive through the energy transition





### Clear capital allocation

to support a value driven growth story



O1 Net Capex

€0.8-1.0 bn p.a.

2021-25 average (2021 maintained at €0.5-0.7 bn)

-20% vs previous plan

O2 Shareholder distributions

**Base dividend** annual cash dividend

**€0.5**/share paid semi-annually

Variable distributions subject to

<1.0x ND/Ebitda<sup>1</sup> paid once a year

Total distributions up to 1/3 CFFO<sup>2</sup>



### Distinctive investment proposition

combining sustainable growth and value

Growth from established businesses



**Growth from** Renewables businesses



Competitive shareholder distribution

Upstream growth from low cost & carbon intensity assets

Expanding renewables portfolio

Robust baseline dividend

Transforming downstream businesses

Developing options in new energies

Variable component linked to cash delivery

c.35% 2021-25 OCF growth

>35%

Current market value1 distributed 2021-25

Progressive decarbonisation towards Net Zero by 2050



### Upstream: value focused growth proposition

from a low breakeven cash contributor



Growth

Continue to deliver peer leading production increase



Resilience

Top tier low cost & low carbon intensity portfolio



High-return developments

Focused value maximisation from core projects



Value options

Manage portfolio for value



### Delivering unique upstream growth

whilst developing further value options

WI Production from sanctioned projects (kboepd)



Net entitlement production

2025 +
Further growth options

<\$**3**/boe

Production costs

>20%

IRR new developments<sup>1</sup>

c.**€6** bn

2021-25 OCF accumulated

### Leading Upstream profitability and carbon intensity

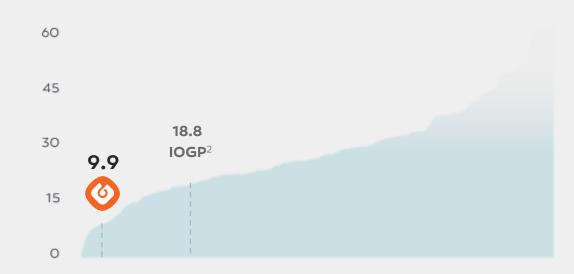
allowing top portfolio competitiveness and longevity

# New developments breakeven \$/661 60 45 c.25 30 15

Source: Rystad<sup>1</sup>; Galp's internal NPV<sub>10</sub> portfolio breakeven

### Industry carbon intensity

kgCO<sub>2</sub>e/boe



Source: Wood Mackenzie companies benchmark; IOGP; Galp's 2020 internal carbon intensity assessment



0

### Short-term cash engine

with significant value still to be captured



#### Other projects

#### Berbigão, Sururu and Atapu (Brazil)

Continue fields ramp-up Pursue in-field opportunities

#### Sépia (Brazil)

Sépia first oil in 3Q21 High productivity project with further potential

#### Blocks 14 & 32 (Angola)

Drive operational excellence Evaluate near-field leads

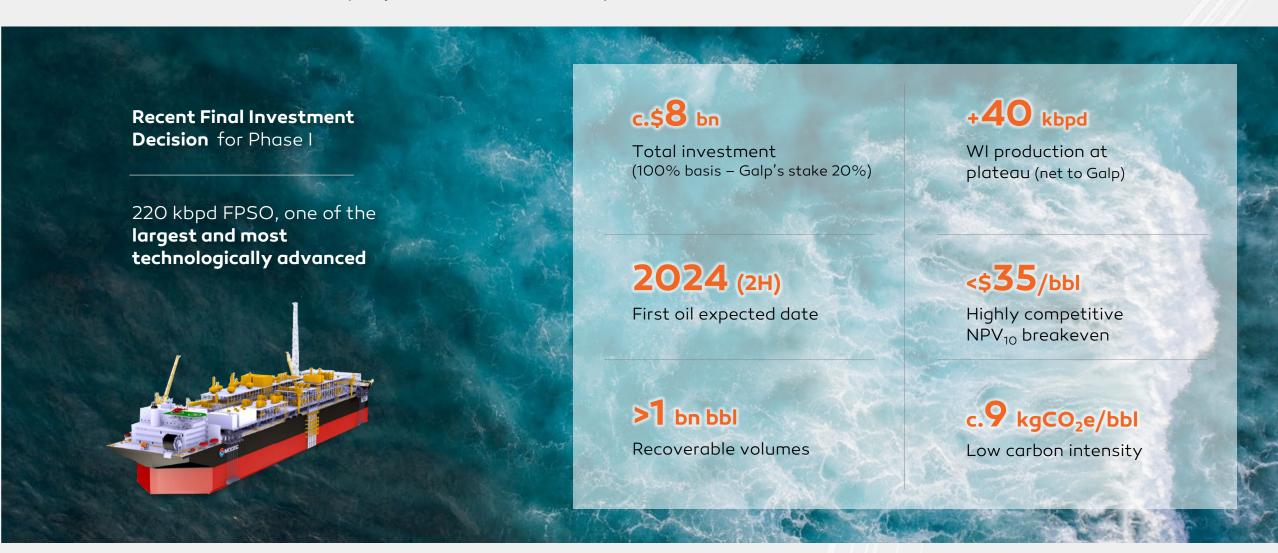
#### Coral (Mozambique)

FLNG construction and drilling & completion ongoing First gas in 2022



### Bacalhau I growth lever

one of the most attractive projects in the industry







#### **Area 4 | Rovuma LNG** (Mozambique)

### One of the most competitive LNG projects worldwide

Pre-FID activities focused on cost and concept optimisation

Exploring synergies with Area 1

Local security key to unlock development

First gas expected during 2H of the decade

#### **Exploration activities**

Delivering selected high-potential wells

Block 6 (São Tomé and Príncipe)

Prospective wildcat well to be spud in 2021

**C-M-791** (Brazil)

Pre-salt potential play Well to be spud in 2021/22





### **Transforming Commercial business**

capturing more value from a differentiated client driven offer



#### Strong brand

A leading player in Iberia and selected African markets



Integrated offer

Enhancing cross and up selling opportunities



#### Digitalisation

Integrated approach using digital tools & data analytics



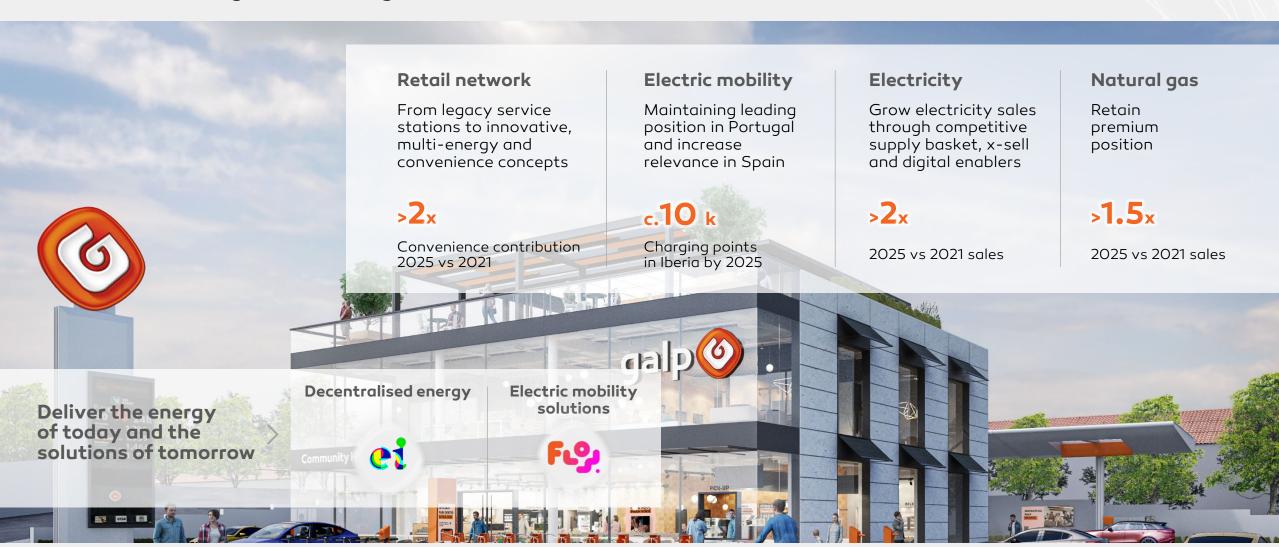
Client focused

Expanding the customer experience



### Key value levers on Commercial transformation

focused on strong network, digitalisation and electrification

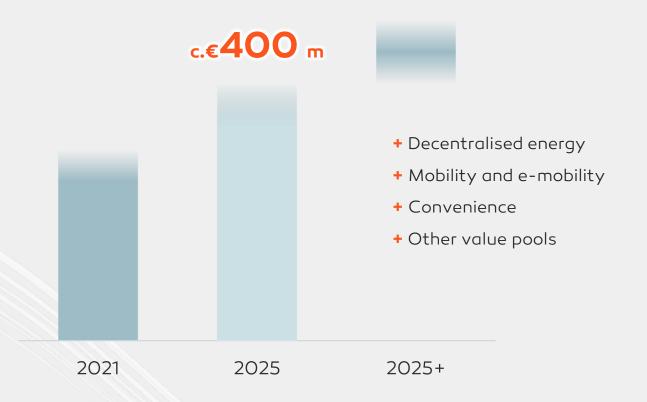




#### Commercial: a resilient cash contributor

with business transformation to unlock more value

#### OCF generation





### Industrial & Energy Management: transforming operations

whilst adapting to market trends



#### Resilience

Ensure Sines' industrial site competitiveness



#### **Decarbonisation**

Improve energy efficiency and reduce emissions



#### **Investments**

Capital efficient investments, balancing risks & returns



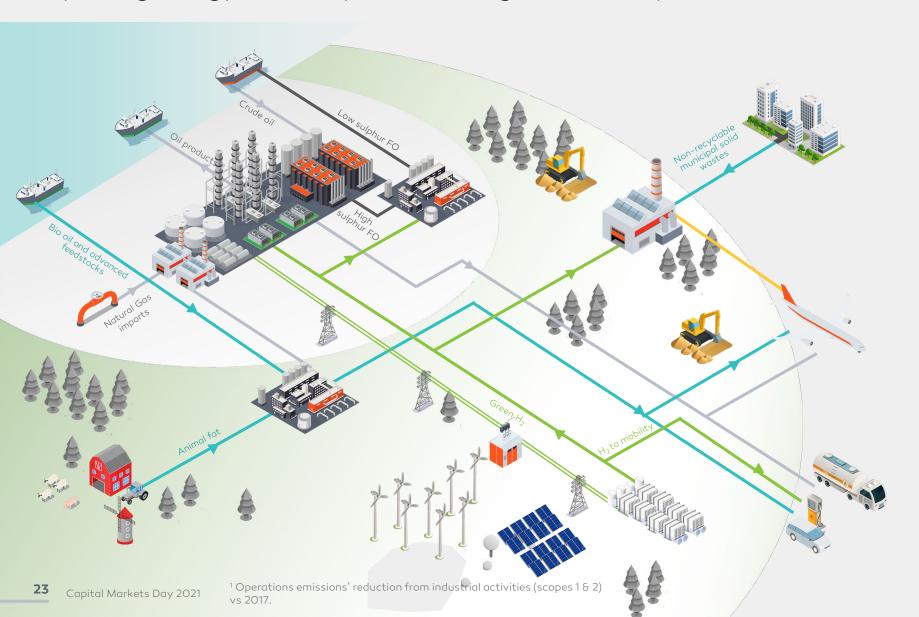
#### Energy management

Maximise value across the energy chain



### From a grey refinery to a green energy hub

improving energy efficiency and reducing carbon footprint



2017



#### **Grey refinery**

Concentrating operations in **Sines** 

**Energy efficiency** optimisation

Expand advanced biofuels production

Enhance crude sourcing flexibility

Grow **green H<sub>2</sub>** opportunities



Green energy hub

2030

**-50%** operations emissions<sup>1</sup>



### Improve Sines' resilience and sustainability

through selective investments

#### Optimise refining efficiency

Low cost improvements with fast time to market

Energy efficiency initiatives Predictive business management Digitalisation and cost optimisation

#### **Enhance resilience**

Evaluating fuel desulphurisation project (20 kbbl/d)

Additional flexibility on crude diet leveraging margin

Compliance with 0.1% sulphur specs Capital efficient technology

\$3-4/boe \$1.7/boe <€**0.3** bn

c.15 %

2025 +





#### **Decarbonise Sines' hub**

through advanced biofuels

#### **Integrating HVO production**

Developing 270 ktpa of renewable products

Products aligned with future regulation on road and aviation (RED II and CORSIA)

Diversified waste feedstock base, with sourcing strategy under development Pre-engineering works to consider reusage of Matosinhos equipment Industrial synergies to support project competitiveness





### **Enhancing the role of Energy Management**

enabling additional value creation across the energy chain

#### Strong asset & client base

Upstream equity production growth

NG/LNG contracts diversification

Industrial transformation and logistic assets

Renewable power business scale-up

Advanced biofuels integration

Carbon & derivatives management

#### Value creation levers

Integrated margin & risk management

Capture supply & trading opportunities

Incorporating low carbon

Bundle multi-energy solutions

Support and develop new products and services

Optimise value chain leveraging 3<sup>rd</sup> parties assets



>**€ 120**<sub>m</sub>
OCF by 2025





### Renewables: growing a competitive portfolio

capable to deliver long-term growth



#### **Expansion**

Expand
existing portfolio,
diversifying
geographies and
technologies



#### Risk management

Adjusting risk profile to market conditions



#### **Partnerships**

Maximising value



#### Integration

Value pools and synergies with other businesses



## Expanding renewable footprint

through a dynamic and flexible business model

2025 2030



>4 GW

operating capacity<sup>1</sup>

Starting to diversify

~

Focus on Iberia and selective new markets entry

Solar PV as core whilst integrating other technologies

**12 GW** 

operating capacity<sup>1</sup>

Value maximisation and further expansion



Geographical diversification: > 50% outside Iberia

Technology diversification: Solar PV + Wind + Storage



### Balancing risks and returns

whilst delivering sustainable value

#### **Expected returns**



#### **Business model**

Balancing risk exposure

Predominantly PPA

Levered capital structure

60-70%

Debt weight

Asset rotation and partnerships model

c.50%

Project stakes at commercial operation date

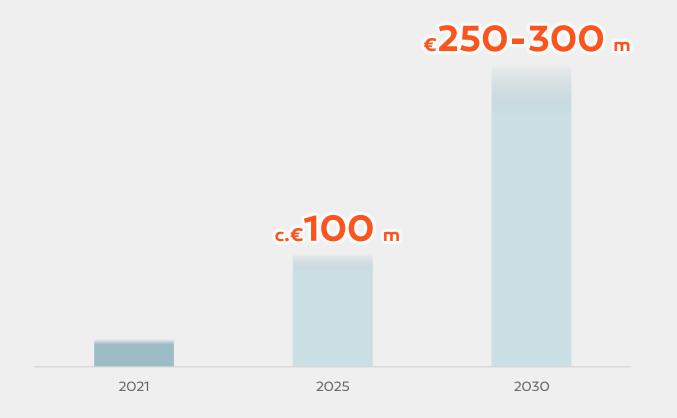
Project IRR

<sup>&</sup>lt;sup>1</sup> Equity IRR based on full life cycle. Average portfolio returns considering renewables offtake sold predominantly under PPAs, with part of the Iberian portfolio under merchant conditions now reflecting an increasing discount to baseload prices.

### Generating profitable growth

with potential to further expand

OCF generation<sup>1</sup>



Portfolio development based on matured technologies, competitive at market conditions Capturing enhanced returns from portfolio related value pools FCF Positive before 2030



### New Energies: developing future options

and value pools with scaling up potential



#### **Transition**

Pursuing projects that fit decarbonisation and electrification trends



#### **Innovation**

Developing innovative solutions based on new technologies



#### Scalability

Assessing high potential businesses



#### **Synergies**

Adjacent solutions leveraging industrial skills



### Privileged position to develop green hydrogen solutions

taking advantage of the energy hub's industrial skillset

Green H<sub>2</sub> crucial role in decarbonisation, with various use cases becoming economic during the decade

Sines perfectly located to be a highly competitive H<sub>2</sub> producer

Leveraging integration with industrial site and low cost renewable electricity

Replace Sines' grey with green H<sub>2</sub>, aligning with RED II regulation, whilst reducing emissions

Deploy green H<sub>2</sub> in adjacent segments such as mobility, e-fuels and industrial applications

Developing a 100 MW electrolyser during the 1H of the decade

Pursue first

100 MW

by 2025

Expanding, throughout the decade, to

**0.6 - 1.0** gw

as business cases are proven



### Assessing entry into the Li-ion battery value chain

capturing an early mover advantage on this high-potential business



Pursue first



by 2025

with potential to further expand throughout the decade



Capital Markets Day 2021



# **ESG:** Actively engaged

and continually improving transparency and performance

**Environment** 

Social

Governance

Defining measurable decarbonisation targets

Safety as a core value

Balanced BoD independence & diversity

Promoting eco-efficiency

Developing talent and promoting diversity

Active risk, audit and sustainability committees

Protection of water resources and biodiversity

Positive impact on the communities

Reinforcing climate and safety pay-for-performance



# Reinforcing our decarbonisation targets

supported by a reshaped portfolio





Industrial reconfiguration

Energy efficiency

Renewable electricity

Low carbon fuels

New energies

Absolute Emissions (Scopes 1 & 2)

**-40**%

From operations

Carbon Intensity (Scopes 1, 2 & 3)

**-40**%

**Production-based** approach

-20%

Downstream **sales-based** approach



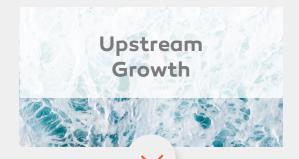
(Scopes 1, 2 & 3)



# From strategy to reporting

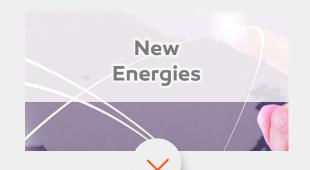
Maintaining business units' structure unchanged

## Key business pillars









## **Upstream**

Exploration and production of oil and gas

## Industrial & EM

Refining, biofuels, cogeneration, logistics and energy management (including supply & trading of oil, gas and power)

## Commercial

B2B and B2C businesses: oil, gas, electricity, commercial and non-fuel products, electric mobility and e-mobility solutions

## Renewables & New Energies

Renewable power generation, new energies (including green hydrogen, lithium value chain and new businesses)

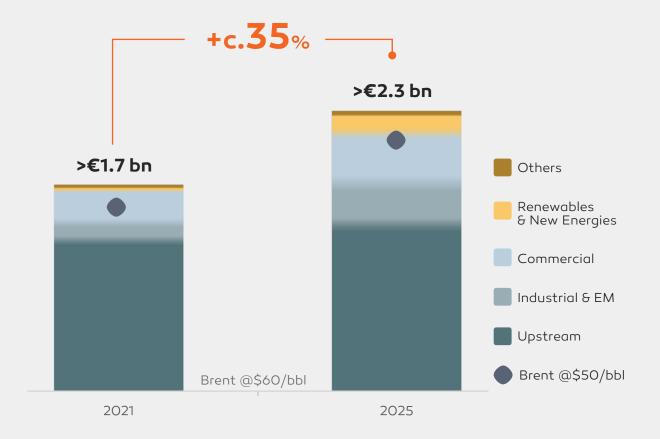
**Reporting Structure** 

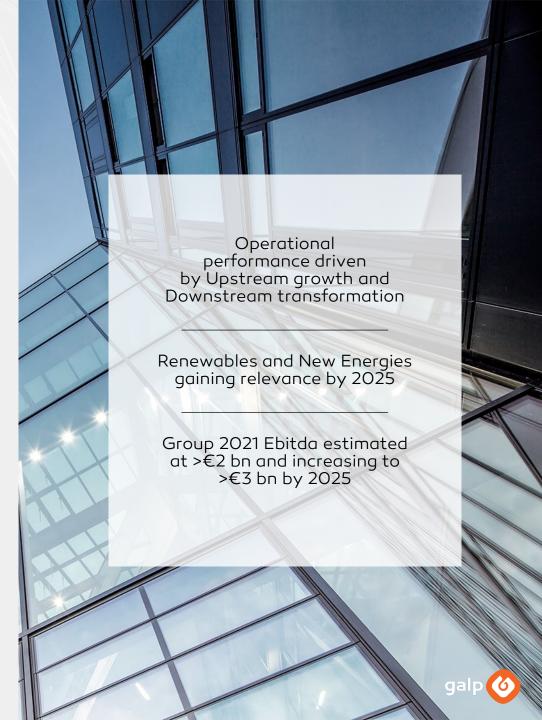


## Cash generation growth

from a robust and resilient long-term portfolio

## OCF generation<sup>1</sup>





# Disciplined investment plan

supporting portfolio reshape and growth

Net capex

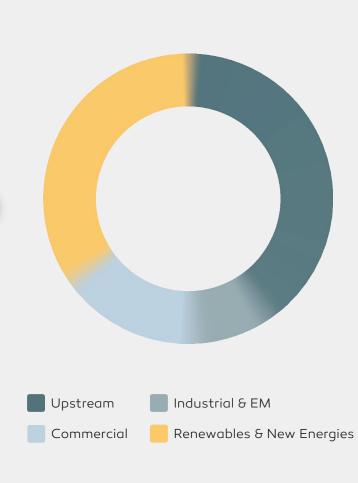
€0.8-1.0 bn p.a.

2021-25 average

2021 at €0.5-0.7 bn

c.20%

reduction vs previous plan



Focus on high-quality / high-return developments and business transformation

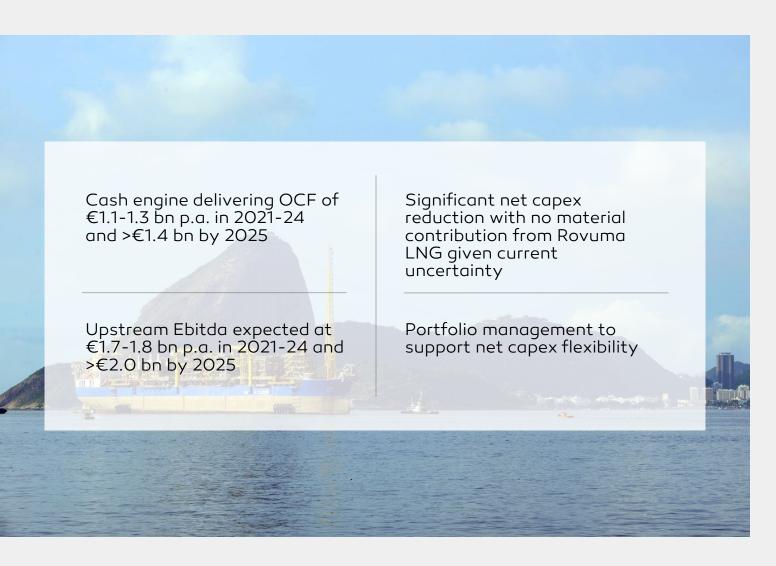
c.50% of net capex allocated towards low carbon

Projects' realignment and cash preservation measures supporting plan adjustment

Asset rotation to control leverage, enhance returns and reshape portfolio

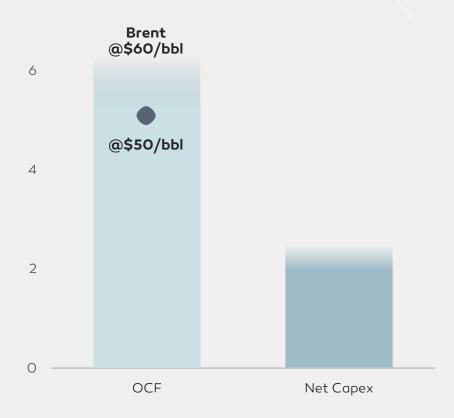
# Upstream: continue to deliver superior value

supported by investment discipline



## Sources & Uses

2021-25 accumulated (€bn)

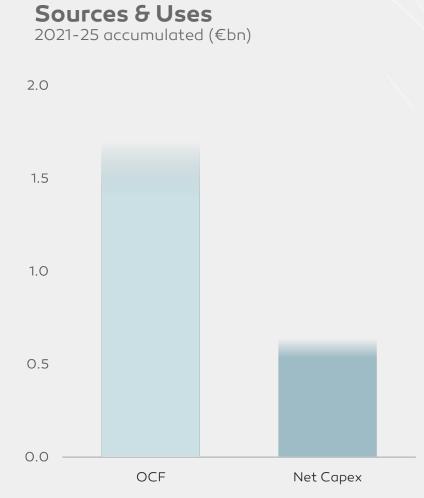




# Commercial: strong cash contributor

supported by the ongoing transformation







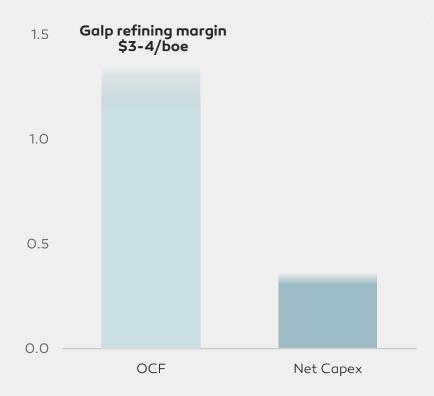
# Industrial & Energy Management: transformation plan

to increase resilience and offer low carbon products

OCF growing from 70% of capex during the period allocated to business €100 - 150 m in 2021 to >€350 m by 2025, o.w. EM transformation >€120 m 2021 Ebitda of c.€100 m, Capital efficient investments recovering to c.€200 m to enhance competitiveness, afterwards with additional opportunities from partnerships Ebitda of c.€400 m by 2025, with low carbon projects contributing with 15%

# Sources & Uses

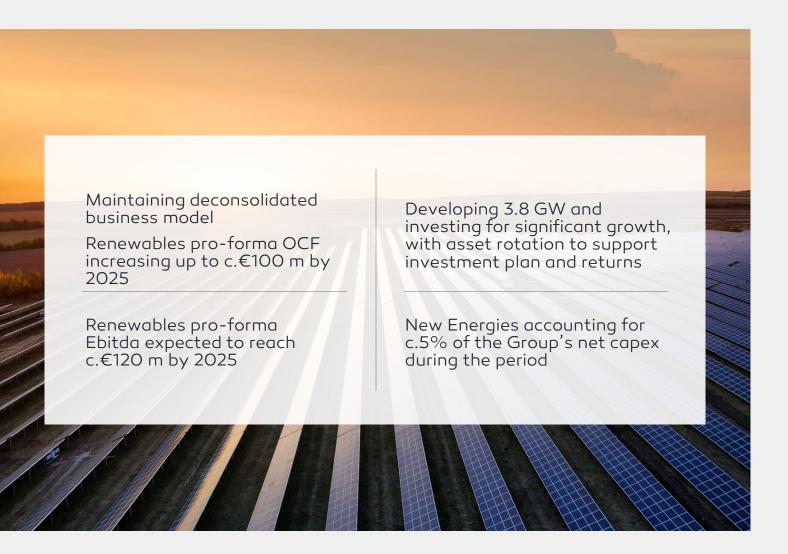
2021-25 accumulated (€bn)

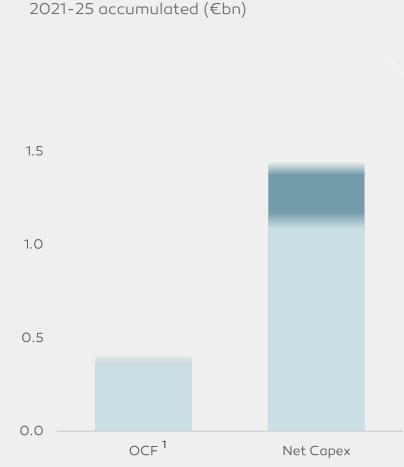




# Renewables & New Energies: expanding renewables portfolio

whilst developing upcoming energies

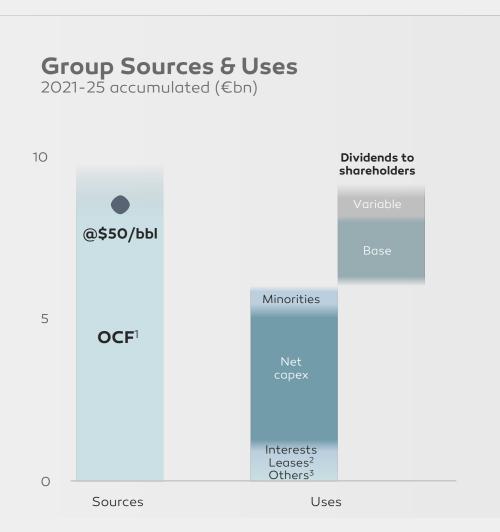




Sources & Uses

## Robust financial framework

to drive sustainable growth throughout the decade











Ensuring sustainable long-term value creation



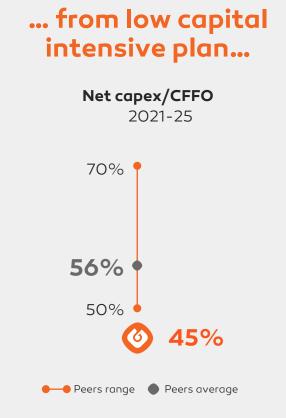
# Distinctive investment case in the industry

superior growth from capital light asset base ensuring competitive distributions



-9%

Peers range Peers average



# ... driving to superior distribution Distributions/CFFO 2021-25







# Macro assumptions

## and sensitivities

Macro assumptions	2021 - 2025E
Brent price	\$60/bbl
Galp refining margin	\$3.0 – 4.0/boe
EUR:USD	1.20

Sensitivities (€ m)	Change	<b>Ebitda</b> 2021 – 25E	<b>OCF</b> 2021 – 25E	<b>FCF</b> <sup>1</sup> 2021 – 25E
Brent price	\$5/bЫ	160-180	80-100	60-80
Galp refining margin	\$1/boe	65-75	50-70	50-70
EUR:USD	0.05	80-100	50-60	20-40



# Key guidance

Corporate	2021	2021-25
Ebitda	>€2.0 bn	>€3.0 bn by 2025
OCF <sup>1</sup>	>€1.7 bn	>€2.3 bn by 2025 c.35% growth
Net Capex	€0.5 - 0.7 bn	€0.8-1.0 bn p.a.

### **Upstream**

#### **Operational**

2021 Production: 125-135 kboepd 2021-25 Production growth: c.25%

Production costs: <\$3/boe

#### Financial

Ebitda 2021-24: €1.7-1.8 bn p.a. Ebitda 2025: >€2.0 bn by 2025 OCF 2021-24: €1.1-1.3 bn p.a.

OCF 2025: >€1.4 bn

2021-25 OCF accumulated: c.€6 bn

## **Commercial**

#### Operational

Convenience contribution: >2x (2025

vs 2021)

2025 Charging points: c.10 k

Electricity sales: >2x (2025 vs 2021)

NG sales: >1.5x (2025 vs 2021)

#### **Financial**

Ebitda 2021: €300-350 m

Ebitda 2025: >€450 m

OCF 2021: c.€300 m

OCF 2025: c.€400 m

## Industrial & EM

#### Operational

Target refining opex: \$1.7/boe

#### Financial

Ebitda 2021: c.€100 m

Ebitda after 2021: c.€200 m

Ebitda 2025: c.€400 m OCF 2021: €100-150 m OCF 2025: >€350 m.

o.w. EM >€120 m

#### Renewables

#### **Operational**

2025 Gross oper. capacity: > 4GW 2030 Gross oper. capacity: 12 GW

Average stake: c.50%

#### **Financial**

Pro-forma Ebitda 2025: c.€120 m Pro-forma OCF 2025: c.€100 m Pro-forma OCF 2030: €250-300 m

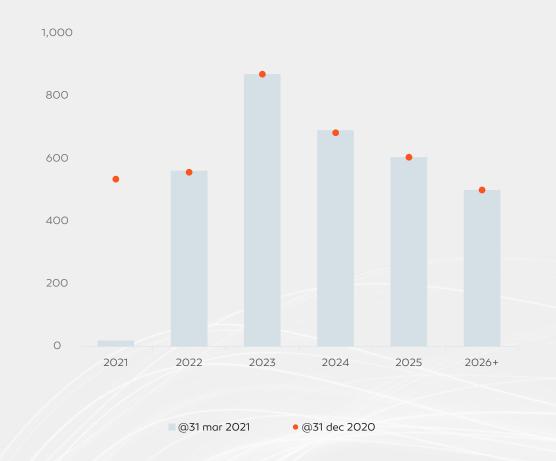


## **Debt indicators**

## **Debt Indicators**

(€m)	<b>31 Dec.,</b> 2020	<b>31 Mar.,</b> 2021
Cash and cash equivalents	1,678	1,739
Undrawn credit facilities	1,262	1,263
Gross debt	3,743	3,291
Average funding cost	1.7%	1.5%
Net debt	2,066	1,552
Leases (IFRS 16)	1,089	1,125
Net debt to RCA Ebitda	1.5x	1.1x
% Debt at fixed rate	48%	40%

## Debt reimbursement (€m)





# **Upstream & Renewables Portfolios**

## **Upstream Projects**

Brazil				
BM-S-11 Tupi	9.2%			
BM-S-11 Iracema	10%			
BM-S-11A Berbigão	10% <sup>1</sup>			
BM-S-11A Sururu	10% <sup>1</sup>			
BM-S-11A Atapu	1.7%			
BM-S-8 Bacalhau	20%			
Bacalhau North	20%			
BM-S-8 Guanxuma	20%			
Sépia	2.4%			
BM-S-24 Júpiter	20%			
Uirapuru	14%			
C-M-791	20%			

Angola				
Block 14 BBLT TL Kuito	9%			
Block 14k Lianzi	4.5%			
Block 32 Kaombo	5%			
Mozambique				
Area 4 Coral I Rovuma LNG	10%			
São Tomé and Príncipe				
Block 6	45% <sup>2</sup>			
Block 11	20%			
Block 12	41.2%			
Namibia				
PEL 82	40%²			
PEL 83	80%²			

## Reserves

	2020
Reserves 1P (mboe)	385
Reserves 2P (mboe)	700
Reserves 1C (mboe)	525
Reserves 2C (mboe)	1,720
Total 2P and 2C Resources (mboe)	2,420

## **Renewables Projects**

(GW)	Operating	Under Construction / Development	Total	
Gross renewable capacity	926	2,882	3,808	
Spain	914	2,387	3,301	
Portugal	12	495	507	
Equity to Galp	692	2,250	2,941	
Spain	686	1,899	2,584	
Portugal	6	351	357	



# **Carbon-related targets**

Metrics and methodology

Metric	Methodology	2017	2030	2050
Absolute Emissions' reduction from operati	Emissions related to <b>Galp's operations</b> (scopes 1 & 2)	<b>c.4</b> mtonCO <sub>2</sub> e (Sc. 1 & 2)	-40%	
Carbon Intensity  Production-based approach	Emissions from operations (scopes 1 & 2) + emissions from use of Upstream products (oil & gas; scope 3)  Energy produced by Galp (Upstream oil & gas, power generation) <sup>1</sup>	<b>93</b> gCO <sub>2</sub> e/MJ	-40%	Net Zero Emissions
Downstream <b>sales- based</b> approach	Emissions from operations (scopes 1 & 2) + lifecycle emissions from products sold by Galp (oil products, gas & power; scope 3)  Energy of all products sold by Galp	<b>76</b> gCO₂e/MJ	-20%	



# **Acronyms**

\$ (or USD)	Dollar	Ebitda	Earnings before interest and taxes, depreciation and amortisation	m	Million
%	Percentage	eIRR	Equity Internal Rate of Return	mboe	Million barrels of oil equivalent
ક	And	EM	Energy Management	MJ	Megajoules
@	At	ESG	Environmental, Social and Governance	MSCI	Morgan Stanley Capital Internationa
€ (or EUR)	Euro	EU	European Union	mton	Million tonnes
+	Plus	EV	Electric vehicle	MW	Megawatt
<	Below	FCF	Free Cash Flow	MWh	Megawatt-hour
>	Above	FID	Final Investment Decision	n	Number
1C; 2C	Contingent resources	FLNG	Floating Liquefied Natural Gas	ND	Net debt
1P	Proved reserves	FPSO	Floating Production Storage and Offloading	NG	Natural Gas
2H	Second Half	9	grams	NPV	Net Present Value
2P	Proved and probable reserves	GW	Gigawatt	O&G	Oil and Gas
Adj. OCF (or OCF)	Adjusted Operational Cash Flow (RCA Ebitda + Dividends from Associates – Taxes paid)	н	Half	o.w.	of which
B2B	Business to Business	H <sub>2</sub>	Hydrogen	Oper.	Operating
B2C	Business to Consumer	HVO	Hydrotreated Vegetable Oil	Opex	Operational expenditure
bbl	Barrel	IFRS	International Financial Reporting Standards	p.a.	Per annum
BBLT	Benguela, Belize, Lobito, and Tomboco	IOGP	The International Association of Oil & Gas Producers	PEL	Petroleum Exploration Licences
bn	Billion	IRR	Internal Rate of Return	PPA	Power Purchase Agreement
BoD	Board of Directors	k	Thousand	PV	Photovoltaic
boe	Barrel of oil equivalent	kbbl/d	Thousand barrels per day	Q	Quarter
с.	Circa	kboepd	Thousand barrels of oil equivalent per day	RCA	Replacement Cost Adjusted
Capex	Capital expenditure	kbpd	Thousand barrels of oil per day	RED II	Renewable Energy Directive II
CFFO	Cash Flow from Operations	kg	kilogram	RT2020	2020 Real terms
CO <sub>2</sub>	Carbon dioxide	kton	Thousand tonnes	Sc.	Scope
CO <sub>2</sub> e	Carbon dioxide equivalent	ktpa	Thousand tonnes per annum	vs	Versus
CORSIA	Carbon Offset and Reduction Scheme for International Aviation International	LCE	Lithium Carbonate Equivalent	WI	Working Interest
d	Day	Li	Lithium	x	Times
E	Estimated	LNG	Liquefied Natural Gas	x-sell	Cross-selling



