



# 1Q22 RESULTS

# REGENERATING THE FUTURE

May 2022

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# Recent developments

## 1Q22 overview

# Prompt response to the Russia – Ukraine war

Galp deplores the Russian acts of aggression against the people of Ukraine

## Business continuity

- ✓ First Integrated Energy Company announcing elimination of direct or indirect exposure to Russian crudes and petroleum products
- ✓ No joint ventures with any Russian entities
- ✓ Ensuring no impacts on the supply of gas and fuels to the Portuguese market

## Social response

- ✓ Donation of fuel and related costs for humanitarian flights to Portugal
- ✓ Partnerships for the supply of energy and goods to refugee centres
- ✓ Trainee program designed for Ukrainian refugees

**€6.5 m**

Total donation for humanitarian support



# 1Q22 highlights



## Strong performance

supported by macro conditions and operational improvement

**Robust operational results**, with upside limited by pricing lag effects and working capital build (macro and margin accounts)

Net debt flat vs YE21 with **leverage ratio under 1x** and expected to decrease

<sup>1</sup> Adjusted operating cash flow.

# 1Q22: Upstream

Strong contribution benefiting from macro and operational improvement

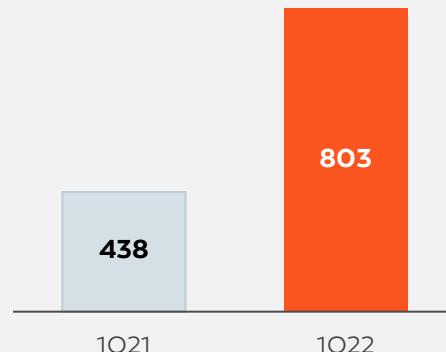
**131** kboepd

WI Production **+5% YoY**

**102** \$/bbl

Oil realisations indicator<sup>1</sup> **+70% YoY**

Ebitda (€m)



## Quarter highlights

**Higher production** reflecting improved operational performance and lower maintenance levels

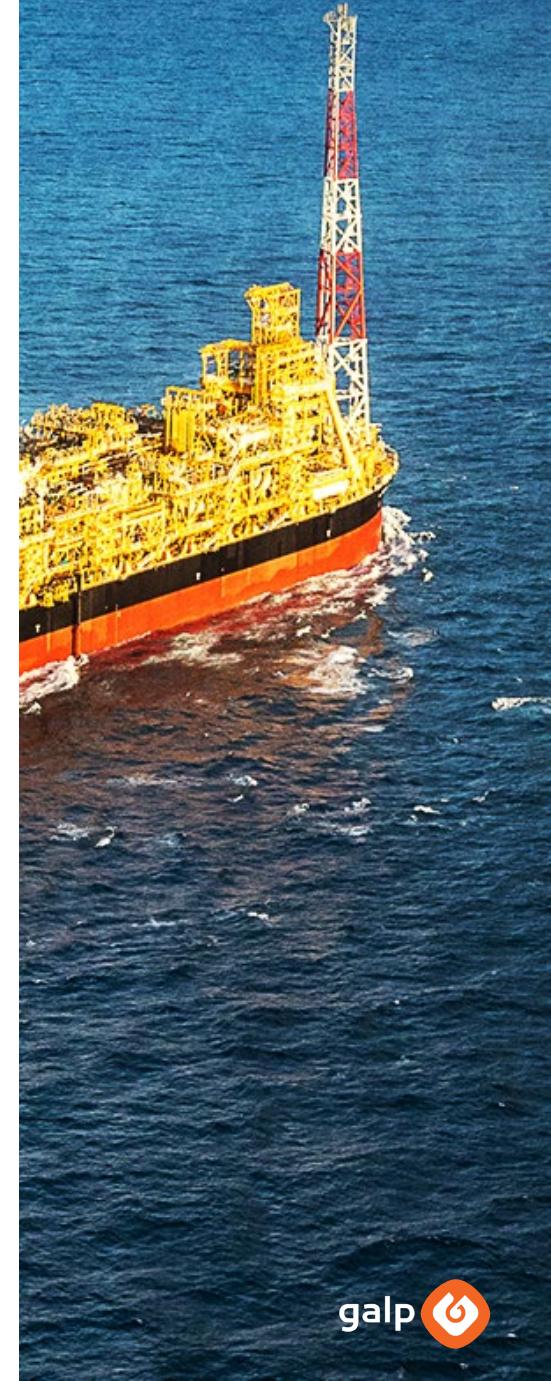
**Improved realisations** from oil trades and significant uplift from new gas contracts in Brazil (**gas price indicator up c.4x QoQ**)

## Outlook

**FY22 production guidance** flat YoY and hedging c.6 mbbl at c.\$80/bbl Brent

**Coral FLNG** ahead of plan and below budget with first gas expected in 2H22

**Jaca exploration well** (São Tomé and Príncipe) spud in April and reassessing **PEL83 potential in Namibia**



<sup>1</sup> Oil realisation indicator of \$102.2/bbl in 1Q22, gas realisation indicator of \$43.6/boe and average discount to Brent (including oil and gas) of \$6.2/boe.

# 1Q22: Commercial

Recovery trend despite seasonal weaker contribution

**1.3 k**

EV charging  
points

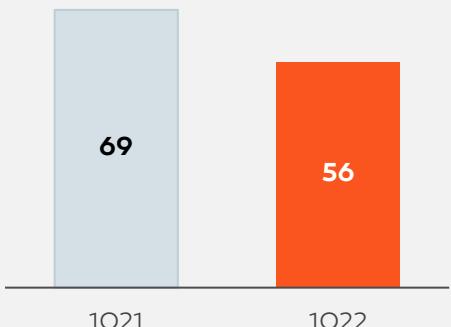
**2x YoY**

**1.7 mton**

Oil products  
sales

**+25% YoY**

**Ebitda (€m)**



## Quarter highlights

**Oil volumes sold** following market recovery and increasing electricity and gas customer base

**Pressured price environment** not passed through entirely to final clients

**Reallocating costs** from new growth platforms<sup>1</sup> and transformational projects

## Outlook

Q2/Q3 to benefit from seasonal effects, namely in retail and aviation

Continue **expanding new services**: non-fuel, EV network, mobility solutions

**Maintaining guidance** for FY22 despite challenges from current price environment



<sup>1</sup> Contribution from platforms Galp Solar and Flow, developed by the New Business division migrated to Commercial division.

# 1Q22: Industrial & Energy Management

Strong refining performance offset by macro volatility led supply impacts

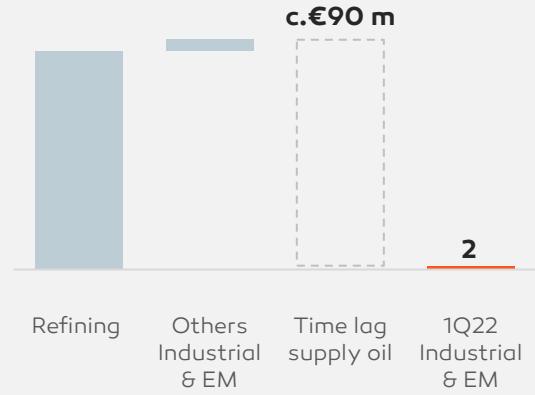
**6.9** \$/boe

Refining margin  
(inc. energy and CO<sub>2</sub>  
costs)

**>90** %

System  
availability

**Ebitda (€m)**



## Quarter highlights

**Improving industrial operational and safety** performance

Successfully **capturing current refining environment**, despite higher energy costs

**Significant oil supply pricing lag impact** following the commodities price hike

**FID for 2 MW green hydrogen** pilot to start in 2023/24

## Outlook

**Sines fully available** expecting normal utilisation, despite potential VGO constraint

**Strong refining margins** from high distillates cracks, with Galp hedging part of its throughput<sup>1</sup>

Potential restrictions in **NG/LNG sourcing** to persist

Advancing with **HVO** and **green hydrogen** projects in Sines



# 1Q22: Renewables & New Businesses

Strong renewables performance and advancing in exciting new opportunities

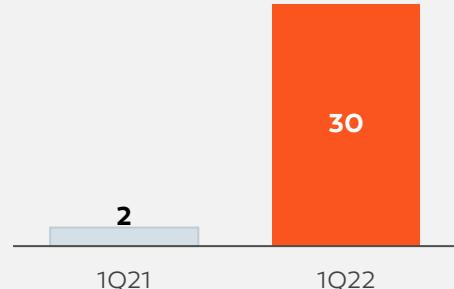
**243** GWh

Ren. generation **+27% YoY**

**1.2** GW

Capacity under operation<sup>1</sup>

Pro-forma Ebitda<sup>2</sup> (€m)



## Quarter highlights

New **50 MW** solar PV project brought online in Spain

**Increased generation** from improved operating availability and capacity build up

Setúbal selected as location for the **lithium conversion unit** (Aurora JV)

## Outlook

**150 MW** solar PV brought online in April

**Expecting to start operations** **>200 MW** in 2H22 in Iberia, o.w. 144 MW in Portugal

**De-risking** existing development portfolio

**Expanding and diversifying portfolio** through early stage projects

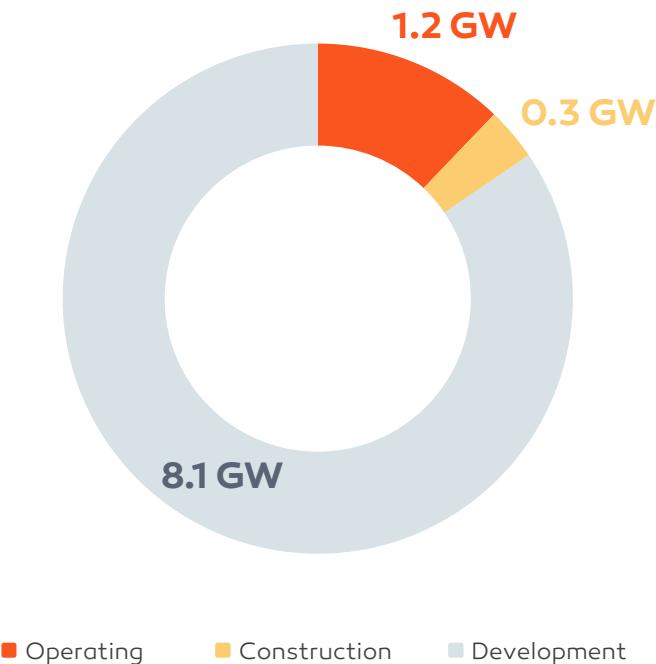


# Expanding solar and wind portfolio funnel

to support Galp renewables operational targets



## Galp renewable funnel of 9.6 GW



## Recent developments

New agreements to acquire the rights of solar PV and wind projects in Brazil

**Adding up to  
4.6 GW**

Solar PV projects

**216 MW**

Wind project

**Early entry** in attractive portfolio and deal terms<sup>1</sup>

Starting to **diversify into wind**

## Operating capacity



Accessing material pipeline, to **support growth and optionality**

**Evaluating organic moves** in other geographies

# Executing our distinctive investment proposition

to thrive through the energy transition

## Growth from established businesses

Bacalhau and Coral projects being executed on-time and on-budget

Successfully progressing on Industrial and Commercial transformation



## Growth from low carbon businesses

Deploying new renewable solar capacity and expanding portfolio

Advancing with green hydrogen and battery value chain projects



## Competitive shareholder distribution

2021 final interim dividend to be paid in May (€0.25/sh)

Share buyback authorisation granted by AGM and €150 m programme to start in mid-May up to Nov/Dec





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## Financial overview

### 1Q22 results





## 1Q22: Strong performance

supported by macro conditions and operational improvement

**€869 m**

1Q22 Group  
RCA Ebitda

**€638 m**

1Q22 Group OCF

**€122 m**

1Q22 Group  
net capex

### Upstream

High cash contribution from improved performance and macro

**€803 m**

RCA Ebitda

**€576 m**

OCF

**€129 m**

Net capex<sup>1</sup>

### Commercial

Contribution impacted by seasonality and price pressure, especially on gas & power

**€56 m**

RCA Ebitda

**€55 m**

OCF

**€6 m**

Net capex<sup>1</sup>

### Industrial & EM

Strong refining performance, offset by c.€90 m negative lag in oil supply pricing formulas

**€2 m**

RCA Ebitda

**-€1 m**

OCF

**€7 m**

Net capex<sup>1</sup>

### Renewables pro-forma<sup>2</sup>

Strong results benefiting from merchant exposure and increased generation

**€30 m**

RCA Ebitda

**€30 m**

OCF

**€39 m**

Net capex<sup>1</sup>

<sup>1</sup> Capex net of divestments, economic perspective. <sup>2</sup> Pro-forma considers all renewable projects as if they were consolidated according to Galp's equity stakes.

# 1Q22: RCA Ebitda of €869 m

Strong operating income

## 1Q22 P&L (€ m)

**Ebit** reflecting non-cash impairment in Upstream of €120 m related with exploration and appraisal assets in Brazil

**Associates** up YoY reflecting the increasing contribution from renewables

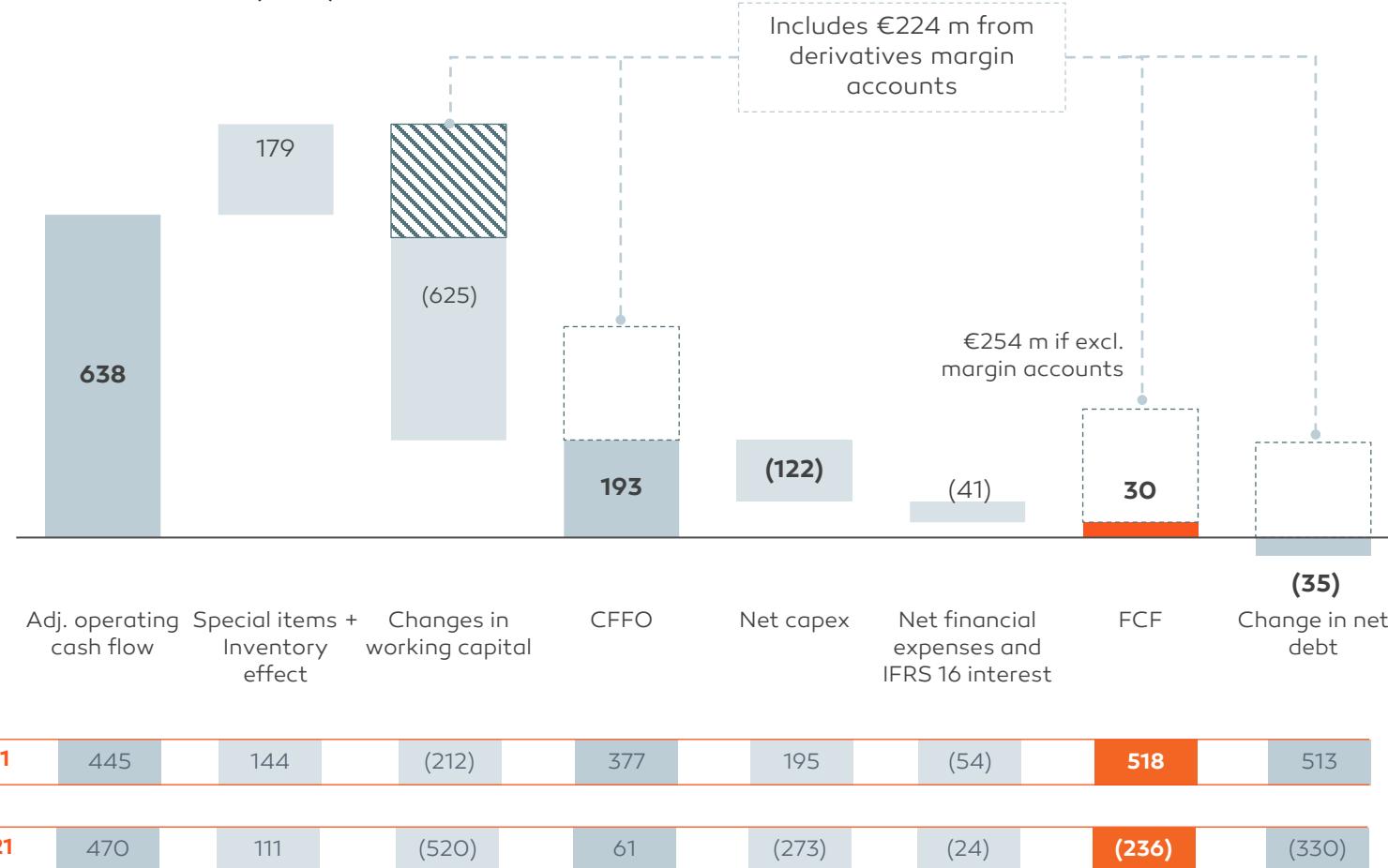
**RCA net income** of €155 m, with IFRS net income reflecting special items of -€320 m, mostly related with mark-to-market NG derivatives



# Adjusted operating cash flow of €638 m

with cash conversion limited by temporary working capital effects

## 1Q22 Cash flow (€ m)



**High OCF** supported by Upstream and Industrial contributions

**CFFO** reflecting a WC build from the spike in the commodities prices and gas derivatives margin accounts (to be reversed throughout 2022)

**FCF** of €30 m, or **€254 m** if excluding the temporary margin accounts effects

**Net debt** up to €2.4 bn reflecting the WC build and distributions to minorities

**Net debt to RCA Ebitda** at 0.96x (or **0.62x** if excluding the margin accounts effects)

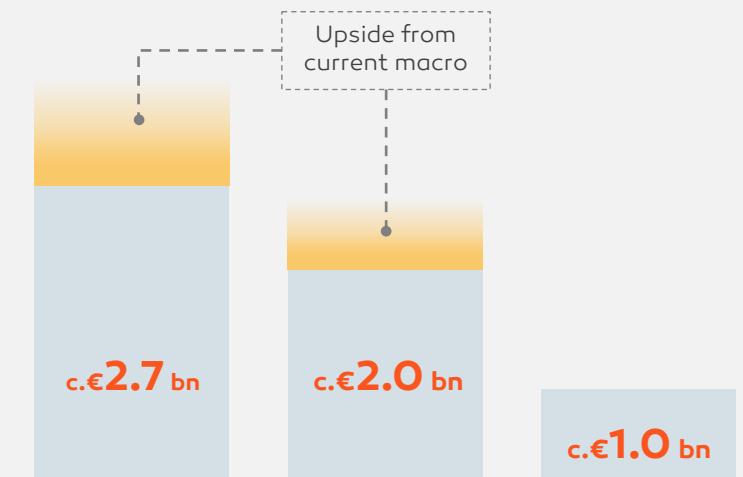
# 2022 outlook

Capturing supportive environment while reshaping portfolio

## Plan's assumptions

Brent **\$75/bbl** | Refining margin **\$4-5/boe** |

Solar captured price **€150/MWh**



Sensitivities <sup>1</sup> (€m)	Δ	Ebitda	OCF
Brent price	\$5/bbl	160	90
Galp ref. margin	\$1/boe	75	65
EUR:USD	0.05	90	60

## Upstream

FY22 production guidance unchanged with operational contribution driven by strong oil price environment

## Commercial

Maintaining FY22 guidance, despite pressured by price environment

## Industrial & EM

Expecting strong refining performance, while Energy Management still limited by trading gas and commodities prices volatility

## Renewables & New Businesses

Capturing favourable environment and monitoring power prices potential regulations

## 2022 expected distributions

**€0.52/sh**

Base dividend  
(+4 YoY)

**Full 1/3 OCF**

Total distributions  
(Base dividend + Buybacks)



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# Appendix

# Key guidance for 2022

## Operational indicators

Upstream		
WI production	kboepd	Flat YoY (2021: 127)
Upstream production costs	\$/boe	<3
Commercial		
Oil products sales to direct clients	mton	c.7.0
EV charging points growth vs 2021	-	>2x (2021: c. 1k)
Industrial & Energy Management		
Sines refining throughput	mboe	c.90
Sines refining cash costs	\$/boe	c.2.0
Renewables		
Renewable generation capacity by YE (@100%)	GW	1.4
Renewable generation (@100%)	TWh	>2.0

## Financial indicators (consolidated, except otherwise stated)

RCA Ebitda	€ bn	c.2.7
Upstream	€ bn	c.2.2
Commercial	€ m	c.300
Industrial & Energy Management	€ m	200 - 250
Renewables pro-forma	€ m	180 - 200
OCF	€ bn	c.2.0
Upstream	€ bn	>1.5
Commercial	€ m	c.230
Industrial & Energy Management	€ m	200-250
Renewables pro-forma	€ m	>140
Net capex	€ bn	c.1.0
Net debt to RCA Ebitda by YE	-	<1x
Total expected distributions to shareholders	€ m	1/3 OCF



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