



# 1Q22 RESULTS

REGENERATING  
THE FUTURE

May 2022

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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, according to applicable legislation, 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 document may also include data and information provided by third parties, including Wood Mackenzie, Rystad and market analysts, which are not publicly available. Such data and information should not be interpreted as advice and you should not rely on it for any purpose. You may not copy or use this data and information except as expressly permitted by those third parties in writing. To the fullest extent permitted by law, those third parties accept no responsibility for your use of such data and information except as specified in a written agreement you may have entered into with those third parties for the provision of such data and information.

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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

€869 m +74% YoY  
RCA Ebitda

€638 m +43% YoY  
Adj. OCF<sup>1</sup>

€122 m  
Net capex

€30 m  
FCF

€2.4 bn  
Net debt

0.96 x  
Net debt to  
RCA Ebitda

Excl. margin  
accounts

€254 m

€1.6 bn

0.62 x

**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



# 1Q22: Upstream

Strong contribution benefiting from macro and operational improvement

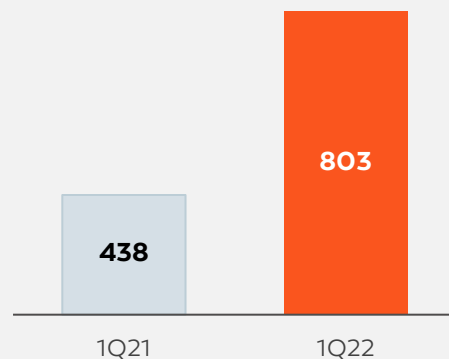
**131** kboepd

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

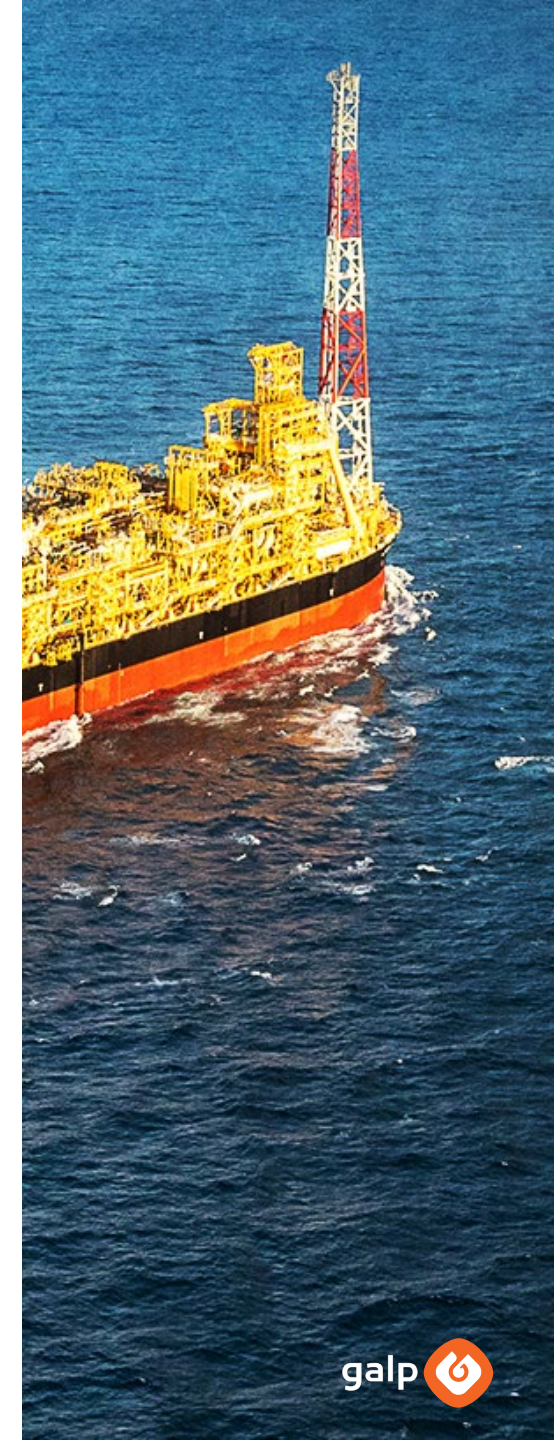
**Improved realisations** from oil trades and significant uplift from new gas contracts in Brazil (**gas price indicator up c.4x QoQ**)

## Outlook

**FY22 production guidance flat YoY** and hedging c.6 mbbbl 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**



# 1Q22: Commercial

Recovery trend despite seasonal weaker contribution

**1.3<sub>k</sub>**

EV charging  
points

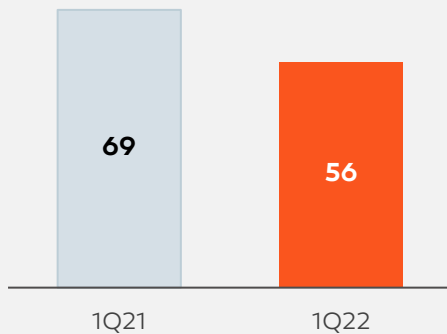
**2x YoY**

**1.7<sub>mton</sub>**

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

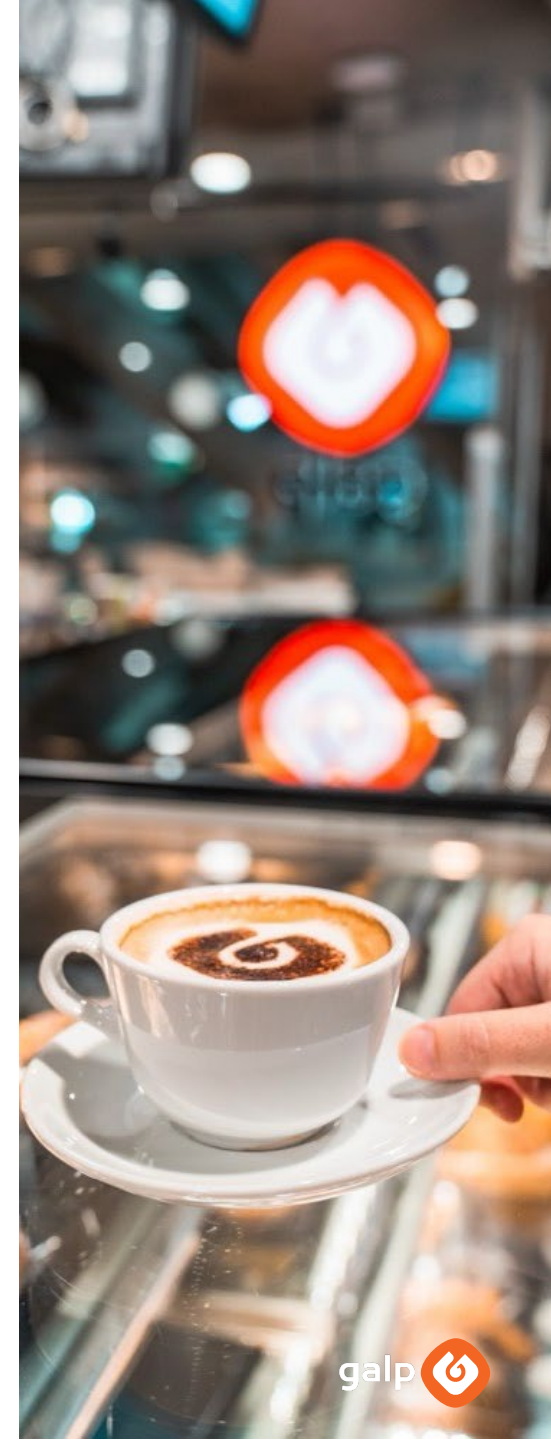
## Outlook

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)

c.€90 m

2

Refining      Others  
Industrial & EM      Time lag  
supply oil      1Q22  
Industrial & EM

## 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

<sup>1</sup> Galp's current refining hedges of c.17 mboe at \$8-9/boe for Apr. to Dec. 2022.





# 1Q22: Renewables & New Businesses

Strong renewables performance and advancing in exciting new opportunities

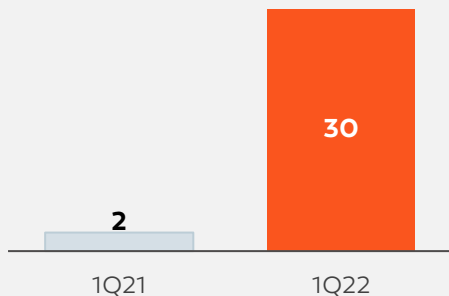
**243** GWh

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)

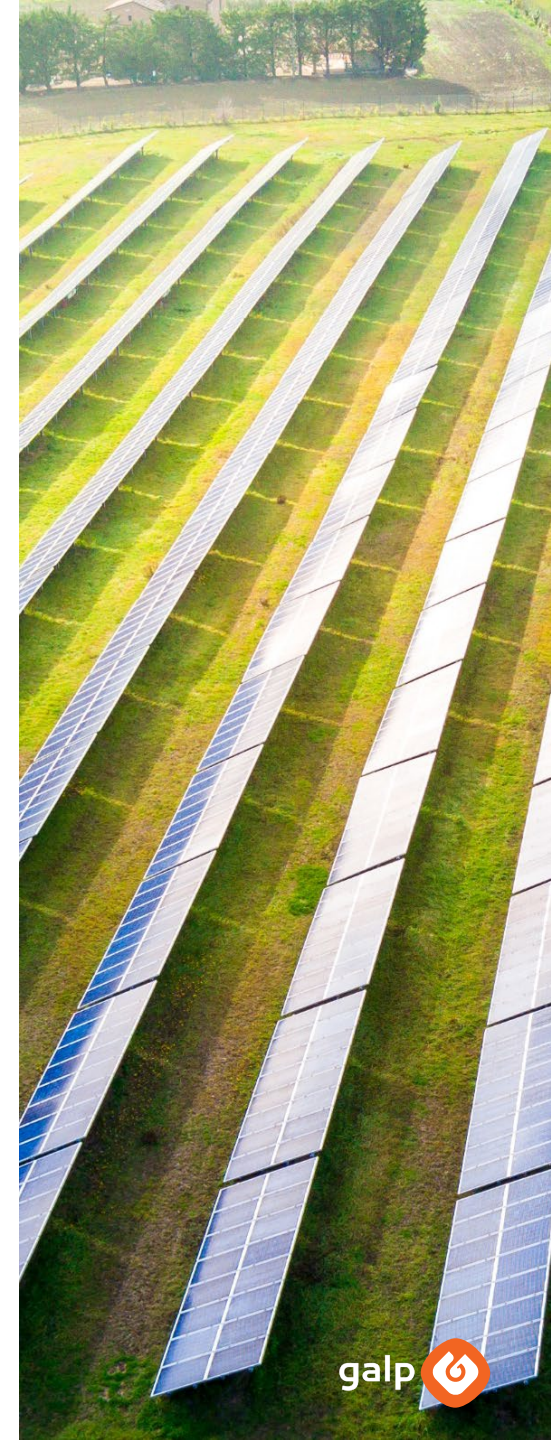
## Outlook

**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

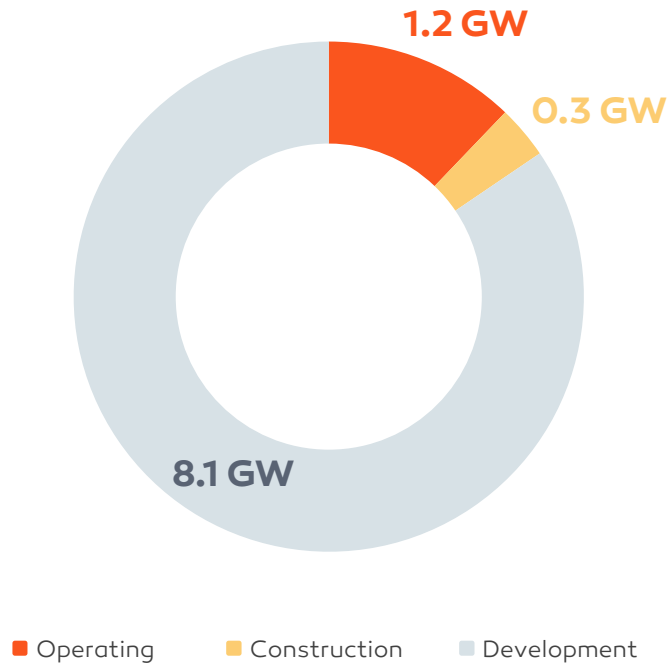
**Expanding and diversifying portfolio** through early stage projects



# 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

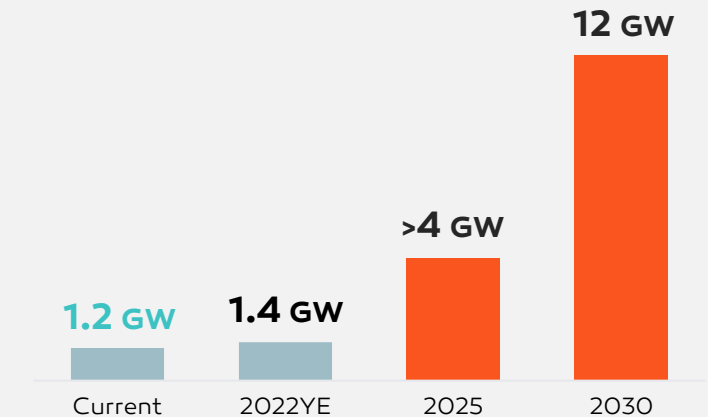
**216 MW**

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

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

Successfully progressing on Industrial and Commercial transformation

## Growth from low carbon businesses

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Deploying new renewable solar capacity and expanding portfolio

Advancing with green hydrogen and battery value chain projects

## Competitive shareholder distribution

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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



€869 m

1Q22 Group  
RCA Ebitda

€638 m

1Q22 Group OCF

€122 m

1Q22 Group  
net capex

## ► 1Q22: Strong performance

supported by macro conditions and operational improvement

### 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>

# 1Q22: RCA Ebitda of €869 m

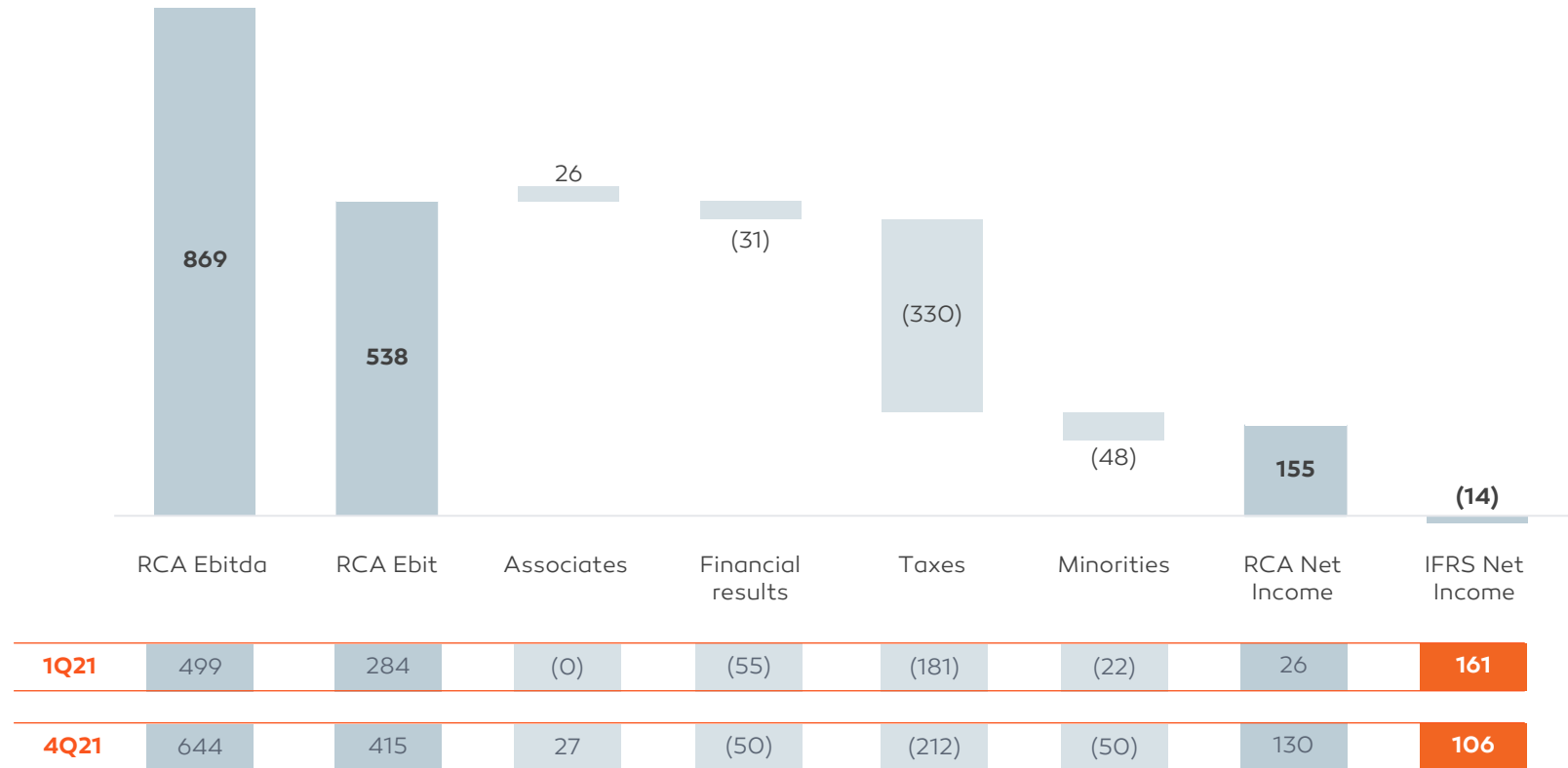
Strong operating income

**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

1Q22 P&L (€ m)

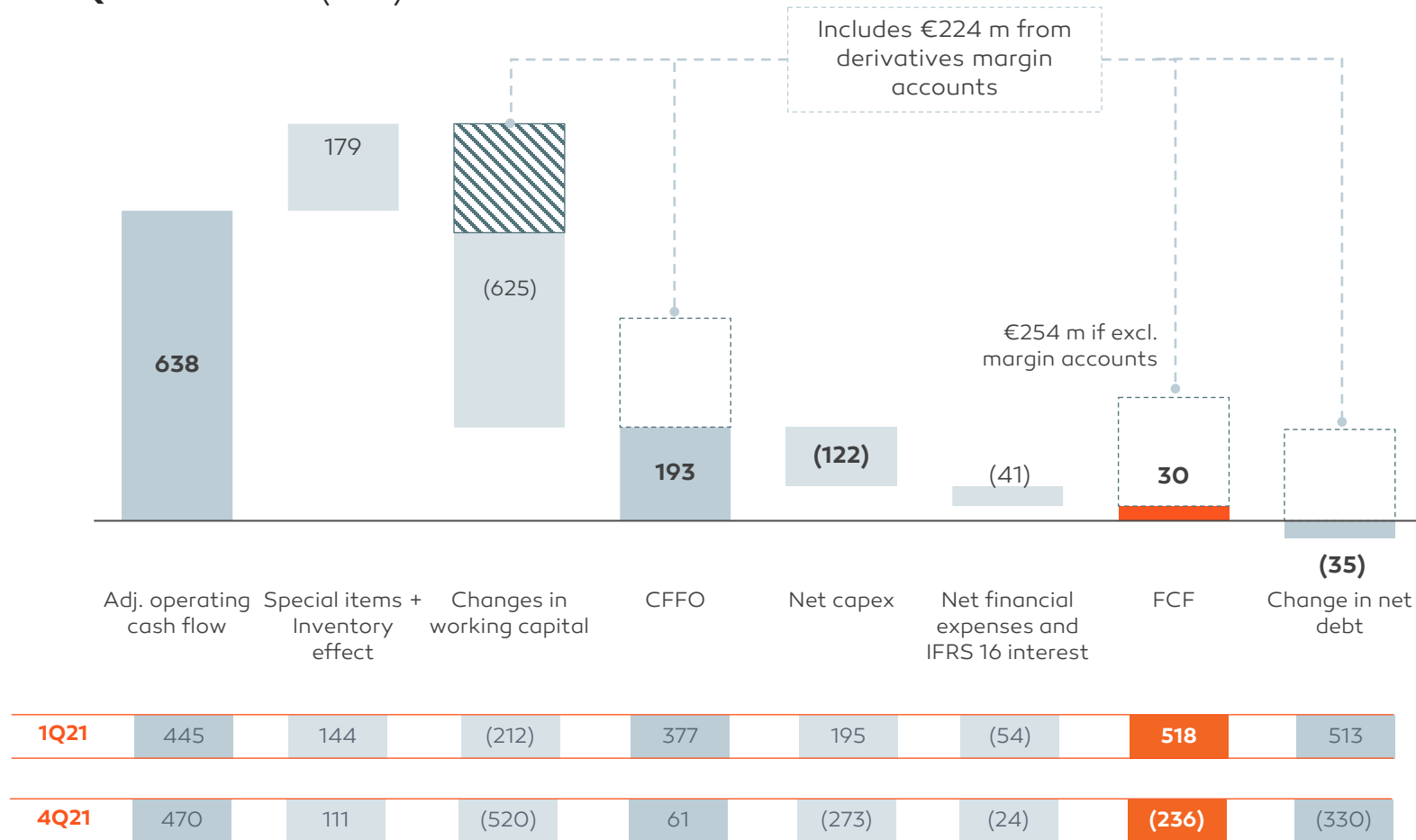




# Adjusted operating cash flow of €638 m

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

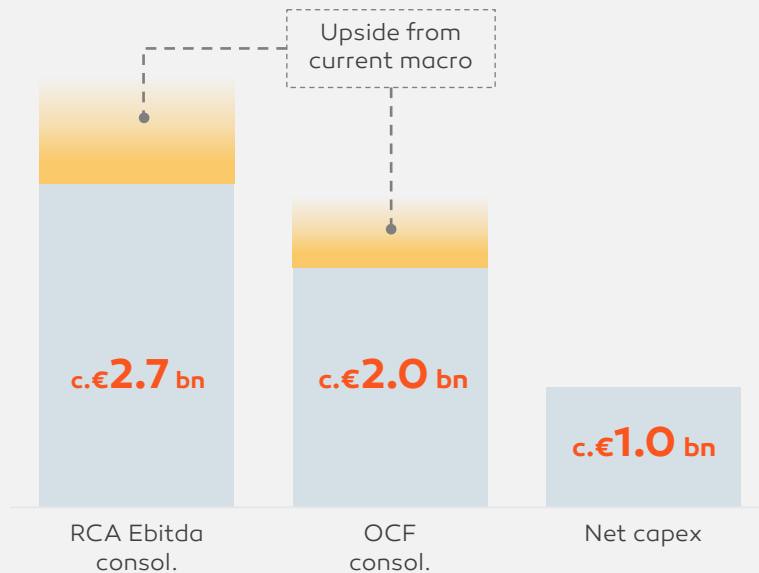
**Net debt to RCA Ebitda** at 0.96x (or **0.62x** if excluding the margin accounts effects)

# 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)



A person in winter gear is ice skating on a vast, frozen body of water. The sun is low on the horizon, creating a warm orange glow and a long, shimmering reflection on the ice. The skater's shadow is cast on the ice. Large, semi-transparent white circles are overlaid on the left side of the image, serving as a design element for the text.

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# Appendix



# Key guidance for 2022

## Operational indicators

Upstream		
Oil 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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