



# 3Q22 RESULTS

REGENERATING  
THE FUTURE

October 24, 2022

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# Recent developments

3Q22 overview



## 3Q22 highlights

€784 m  
RCA Ebitda

€427 m  
FCF

€2.1 bn  
Net debt

€484 m  
Adj. OCF<sup>1</sup>

€567 m  
FCF  
(excl. Titan)

0.6 x  
Net debt to  
RCA Ebitda

€558 m  
Net capex

Executing key strategic  
projects according to plan

Strong operational performance,  
mostly supported on international  
activities

Robust cash flow generation  
capturing macro environment

Working capital release including  
reversal from derivatives as expected

Net debt decrease even with Titan  
acquisition & consolidation and  
shareholders' distributions

# 3Q22: Upstream

Robust contribution and higher availability on production units

128 kboepd

WI Production +7% QoQ

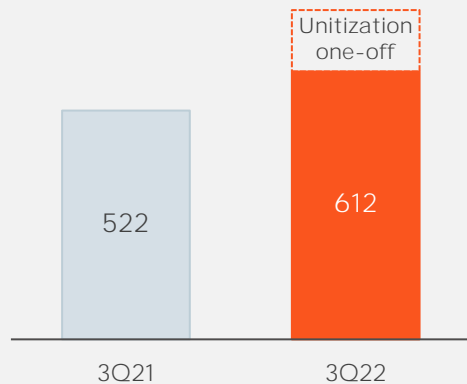
99 \$/bbl

Oil realisations<sup>1</sup>

56 \$/boe

Gas realisations<sup>1</sup>

Ebitda (€m)



## Quarter highlights

Improved production through higher uptime

Improved oil discounts and gas realisations, while maintaining low production costs

Booking of one-off unitisation adjustment of Berbigão/ Sururu<sup>2</sup> (always planned for 2022) and lower Ebitda from 3 cargoes in transit

## Outlook

On track to meet FY22 production guidance

Beginning of Bacalhau I drilling programme

Namibia PEL83 targeting exploration well in late 2023

<sup>1</sup> Overall Oil + Gas realisations with \$5.8/boe implicit discount to Brent in 3Q22. <sup>2</sup> Non-cash impact of €138 m on Ebitda and net equalization payable position of c.€40 m (process ongoing and awaiting for ANP approval).





# Coral South FLNG

Placing Mozambique on the LNG map



c.\$7 bn

Total investment 100%  
Galp's stake 10%

3.4 mtpa

Over 25 years  
Capacity of LNG  
per year

>700 mboe

Recoverable volumes

>8 kboepd

WI production  
Galp share at peak

First Floating LNG facility  
in ultra-deep waters

Delivering large-scale project  
on time and on budget

Coral LNG 100%  
offtake to bp

# 3Q22: Commercial

Ongoing recovery trend although signs of weaker gas and electricity demand

2.0<sub>mton</sub>

Oil products  
sales

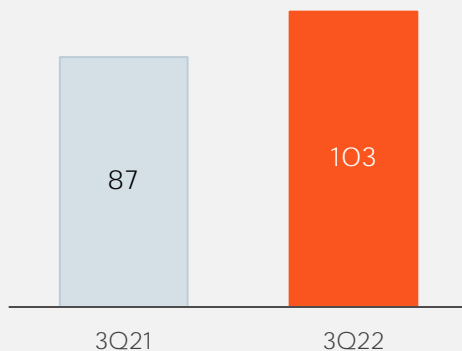
+12% YoY

5.2<sub>TWh</sub>

Gas and  
Power sales

-5% YoY

Ebitda (€m)



## Quarter highlights

Oil volumes supported by **B2B recovery**

**Gas and electricity sales** impacted by B2B activity reduction

Fast growth of **decentralised solar**, reaching 8 k Solar PV installations

Increasing scale of **e-mobility network**, now >1.7 k chargers installed

## Outlook

**Price environment to impact** gas and electricity Iberian demand

Continuing to **expand decentralised energy, e-mobility and convenience** concepts

On track to **>€300 m** for full year RCA Ebitda in 2022



# 3Q22: Industrial & Energy Management

Robust refining performance whilst gas trading impacted by sourcing restrictions

7.7 \$/boe

Refining margin

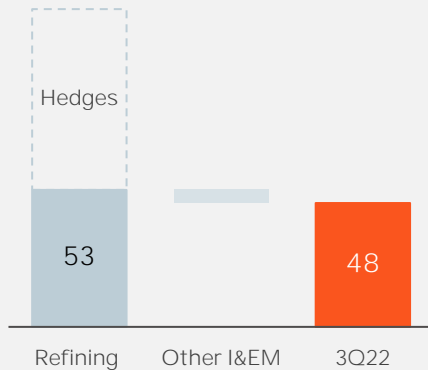
calculated with gas costs at Iberian spot prices

23 mboe c.100 %

Raw materials processed

High conversion utilisation

Ebitda<sup>1</sup> (€m)



## Quarter highlights

System 1<sup>st</sup> quartile availability  
maximising refinery  
contribution

Continually improving industrial  
operational and safety  
performance

LNG sourcing restrictions  
impacting gas trading given  
pre-sold volumes

## Outlook

Planned maintenance in Q4 but  
FY22 throughput maintained at  
c.90 mboe

Monitoring Nigeria LNG force  
majeure implications

Gas supply & trading in 2023 to  
benefit from additional flexibility

HVO project feedstock  
partnership signed and preparing  
Matosinhos' Future Hub

<sup>1</sup> Includes €-70 m of realised refining hedges impact, reflecting increased spread between realised and benchmark margin (see appendix for additional information). Galp has refining hedges covering c.6 mboe for 4Q22 and c.7 mboe for FY23.





# 3Q22: Renewables & New Businesses

Continued renewables capacity deployment and preparing future growth

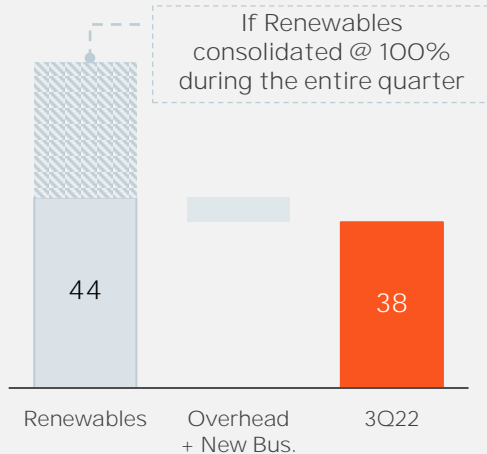
**1.3** <sub>GW</sub> +37% YoY

Gross operating capacity

**627** <sub>GWh</sub> 2x YoY

Equity renewable generation

Ebitda (€m)



## Quarter highlights

100% of Titan consolidated from August onwards

First solar plant in Portugal (Alcoutim) in operation adding 106 MWp

Advancing on the lithium conversion project with key positions hired

## Outlook

1.4 GW in operation and preparing to accelerate construction in 2023

Licencing and development permits remain the key bottleneck

Addressing generation mix and hybridization opportunities



# Executing our distinctive investment proposition to thrive through the energy transition

## Growth from established businesses

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Delivering on Coral start-up and start  
drilling Bacalhau I project

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Transforming the Industrial and  
Commercial businesses

## Growth from low carbon businesses

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Doubling equity renewable energy  
generation YoY

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Advancing with renewable fuels and  
battery value chain projects

## Competitive shareholder distribution

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€0.26/sh interim dividend paid in  
September, completing €150 m buyback  
program with shares cancellation until YE

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Expecting c.€0.5 bn in buybacks related  
to 2022







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# Financial overview

3Q22 results



€784 m

3Q22 Group  
RCA Ebitda

€484 m

3Q22 Group OCF

€558 m

3Q22 Group  
net capex

## ▶ 3Q22: Solid operational results across all business units

### Upstream

Improved production and oil differentials and gas realisations. QoQ unitisation impact & negative swing from increased cargoes in transit

€612 m

RCA Ebitda<sup>1</sup>

€320 m

OCF

€205 m

Net capex<sup>2</sup>

### Commercial

Contribution reflecting seasonal demand and gradual recovery

€103 m

RCA Ebitda

€88 m

OCF

€23 m

Net capex<sup>2</sup>

### Industrial & EM

Solid Industrial performance partially offset by gas supply and trading impacts from sourcing restrictions and gas price differentials

€48 m

RCA Ebitda<sup>3</sup>

€57 m

OCF

€20 m

Net capex<sup>2</sup>

### Renewables

Strong results benefiting from Titan stake acquisition and new capacity online

€38 m

RCA Ebitda

€35 m

OCF

€265 m

Net capex<sup>2</sup>

<sup>1</sup> Includes c.€-138 m related to unitisation of Berbigão/Sururu. <sup>2</sup> Capex net of divestments, economic perspective. <sup>3</sup> Includes c.€-70 m in realised refining margin hedges.

## 3Q22: RCA Ebitda of €784 m

Supported by strong operational delivery

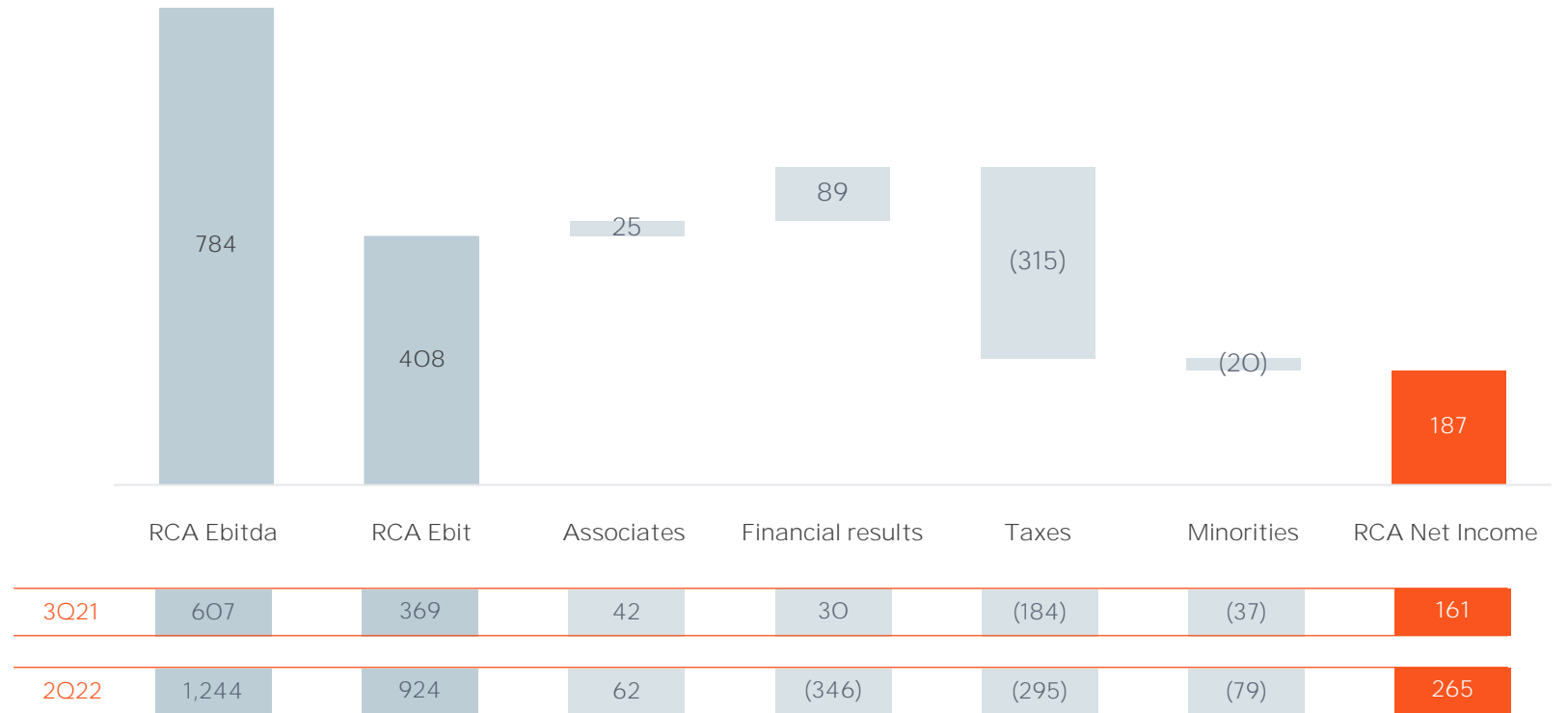
RCA Ebitda reflecting solid operational performance but impacted by unitisation agreement and gas sourcing

RCA Ebit including São Tomé and Príncipe impairment and recognition of Matosinhos transformation projects as recurring

Financial results benefiting from positive mark-to-market swings of €114 m

Taxes including SPT in Brazil booked as per the production in the period and not cargoes sold

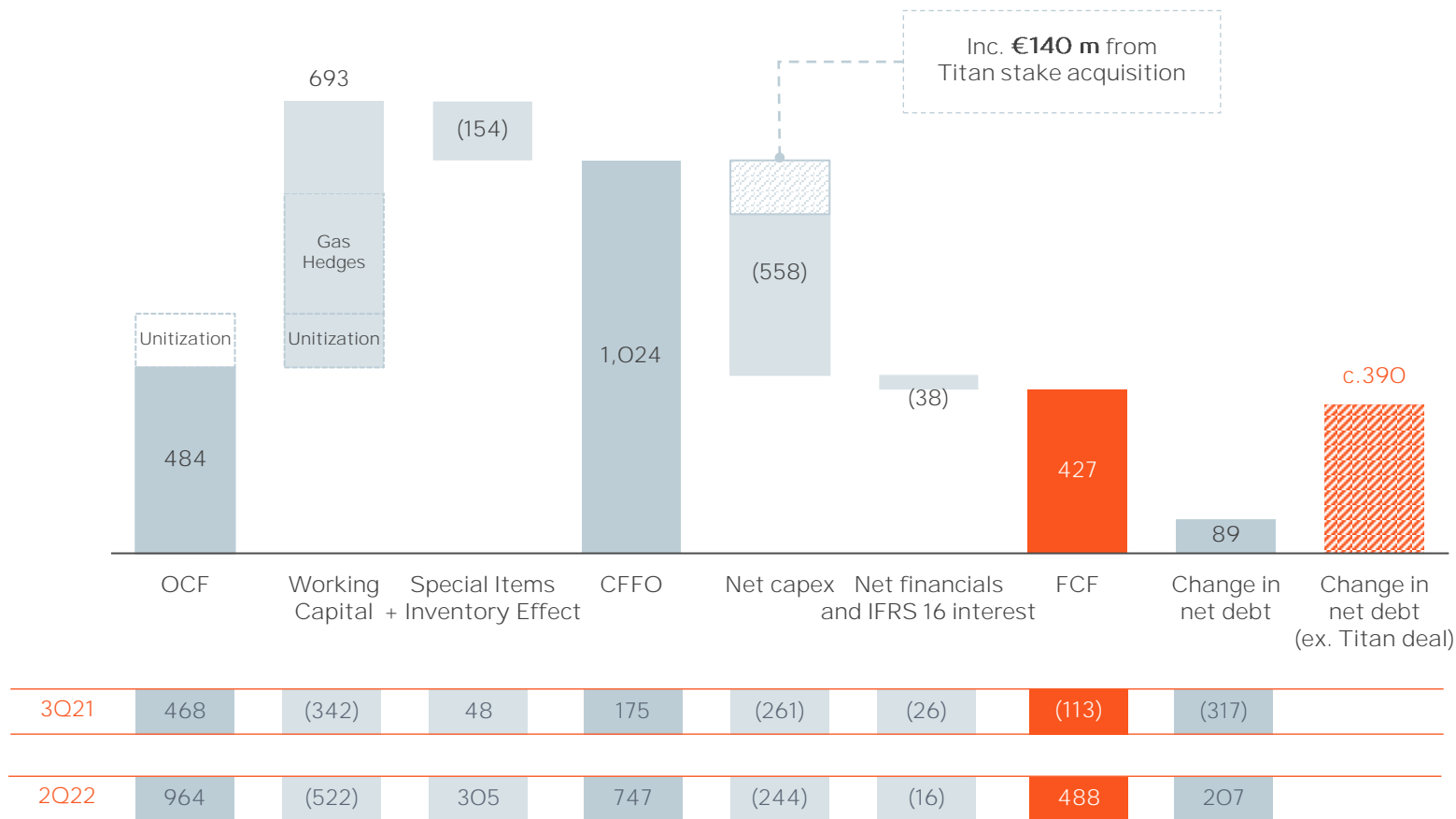
3Q22 P&L (€ m)



# Strong operational cash generation

## Supporting deleverage

3Q22 Cash flow (€ m)



<sup>1</sup> €213 m cash dividend + €77 m buybacks

Robust OCF contribution across all business units

Working capital release from lower commodity prices and supported by **€306 m roll off in natural gas derivatives margin calls**

Strong FCF generation covering shareholder distributions of €290 m<sup>1</sup>

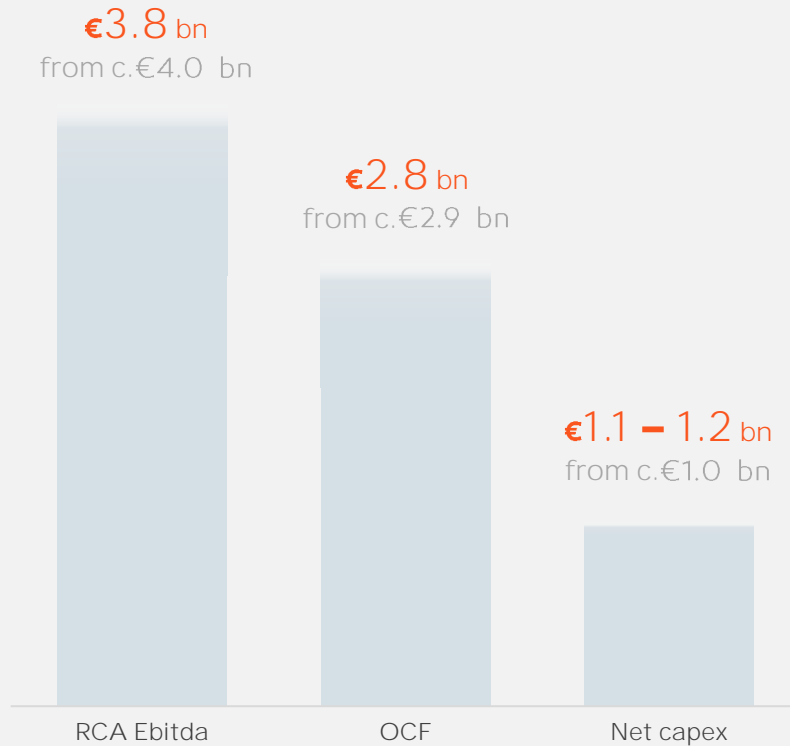
Net debt reduction of €89 m even considering c.€300 m from Titan acquisition and net debt consolidation

Net debt to RCA Ebitda at 0.6x



# 2022 full year outlook

Expected distributions maintained at c.€0.9 bn



## 4Q22 assumptions

Brent c.\$90/bbl | Refining margin c.\$15/boe |  
Solar captured price c.€130/MWh | EUR:USD 1.00

**Upstream** Ebitda unchanged at c.€3 bn,  
with FY22 WI production guidance  
maintained

**Commercial** Ebitda on track towards  
>€300 m

**Industrial & EM** Ebitda revised to c.€500 m,  
limited by gas supply & trading activities

*Excludes potential Nigeria LNG force majeure impacts.  
Estimated €40-50 m impact for missed cargo  
(assuming Mibgas at c.€70/MWh)*

**Renewables & New Businesses** Ebitda of  
c.€60 m (considering Titan consolidation  
from August onwards)

**Net capex** revised upwards considering  
the USD:EUR appreciation and  
renewables at 100%

Expected distributions related  
to 2022 fiscal year

## 1/3 OCF

**Total distributions**  
(Base dividend + Buybacks)

Net Debt to Ebitda YE22 well below 1x

## €0.52/sh

**Base dividend**  
(+4% YoY)

+

## c.€0.5 bn

**Buybacks**  
(based on c.€2.8 bn OCF)

A person is ice skating on a frozen lake at sunset. The sun is low on the horizon, creating a bright orange glow and reflecting on the wet ice. The skater is in the middle ground, moving towards the right. The foreground shows a close-up of the ice with some footprints. The background is a vast, flat expanse of ice meeting the horizon.

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# Appendix



# Key guidance for 2022

## Operational indicators (no changes)

Upstream		
WI production	kboepd	Flat YoY
Upstream production costs	\$/boe	<3
Commercial		
Oil products sales to direct clients	mton	c.7.0
EV charging points	-	2k
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

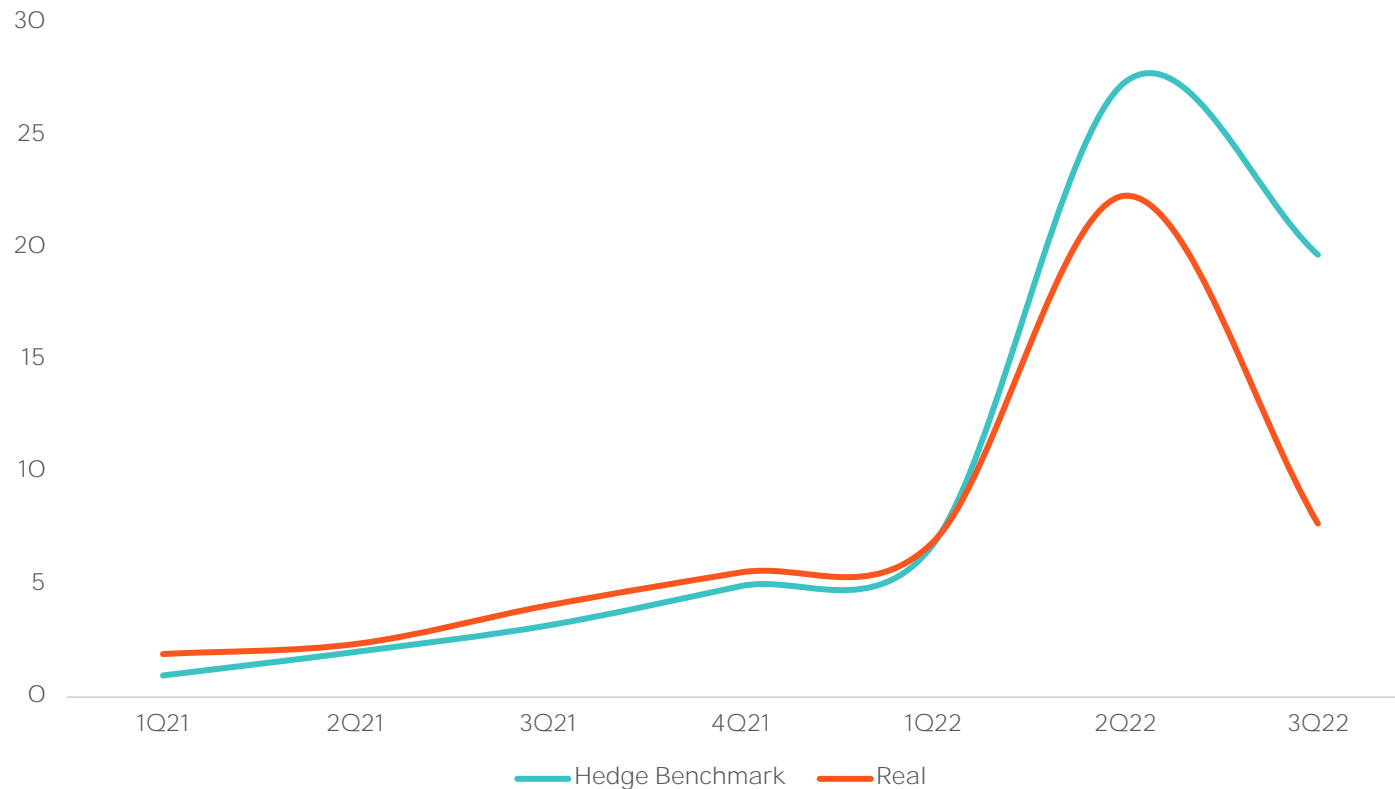
## Financial indicators

RCA Ebitda		€ bn	c.3.8
Upstream		€ bn	c.3.0
Commercial		€ m	>300
Industrial & Energy Management		€ m	c.500
Renewables		€ m	c.60
OCF		€ bn	c.2.8
Upstream		€ bn	c.1.9
Commercial		€ m	c.230
Industrial & Energy Management		€ m	c.500
Renewables		€ m	c.50
Net capex		€ bn	1.1-1.2
Net debt to RCA Ebitda by YE		-	<1



# Galp's refining margin vs hedging indicator

Refining Margins (\$/boe)



High historical adherence between Galp refining margin and hedging indicator

From March 2022 onwards the gap widened as a result of high market volatility (raw materials differentials, product cracks, energy costs)

Galp has refining hedges covering 5.6 mboe for 4Q22 and c.7 mboe for FY23



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