



# Distinctive investment proposition

combining leading growth and grey-to-green transition







## Focused Upstream Growth

c.30 %

WI production growth 2023-261

c.10 kgCO<sub>2</sub>e/boe

Carbon intensity

Focusing on selective low cost & low carbon intensity assets

## Renewables Growth and Integration

c.4 GW

Gross renewables capacity by 2025

>9 %

Renewables targeted eIRR

Developing a competitive platform to support integration across the energy value chain

## **Industrial and Commercial Transformation**

c.60 %

Capex to low carbon 2023-25

**>40** %

Low carbon contribution to OCF by 2025

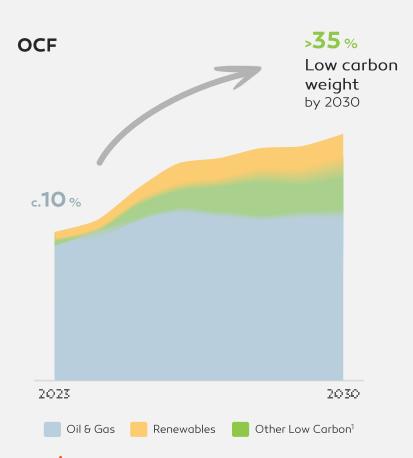
Decarbonisation projects and new energy solutions to drive transition & sustain long term value



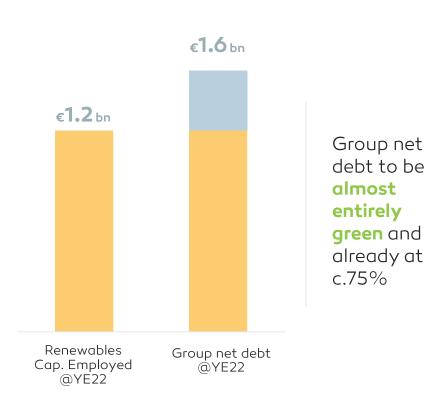
## Transition to lower carbon

and high grading portfolio

Rapidly increasing low carbon contribution...

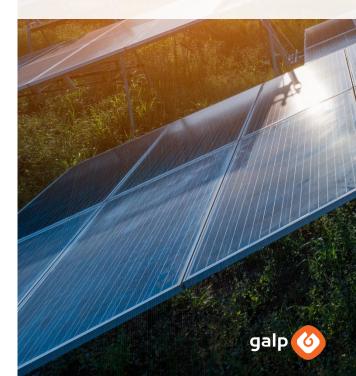


...with **financing structure** to reflect portfolio evolution



Fast integration of low carbon contributing to **higher valuations** 

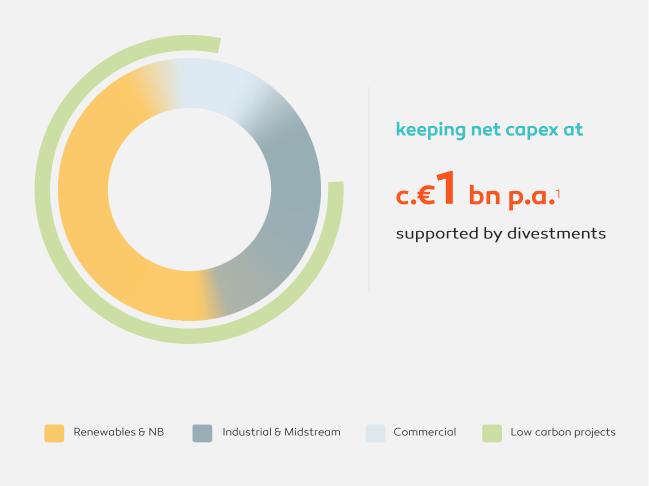
Low carbon leverage profile allowing **ample financing options** to support portfolio development



# Investing to reshape portfolio

maintaining financial discipline & focus on returns

Net capex 2023-25



#### Targeted project IRR<sup>2</sup>

20 % Upstream

≥12 %

Industrial low carbon projects

**10-20** %

Commercial

>9 %

Renewables (equity)

>10 %

**New Businesses** 

Embedding opportunities to crystallise and de-risk value...

... supporting portfolio high grading and low carbon integration

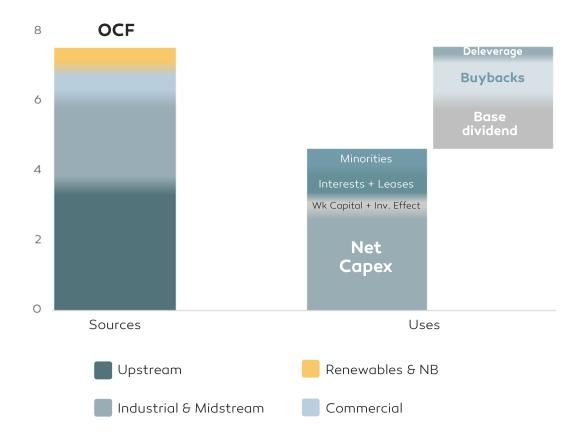
1/3 of OCF for dividends and buybacks



## Competitive portfolio in place

to capture supportive environment

#### 2023-25 Sources & Uses (€ bn)



## 2023 guidance

c.€3.2 bn Ebitda

c.€2.2 bn OCF

Brent \$85/bbl | Ref. margin \$9/boe | PVB €60/MWh | Iberian solar price €120/MWh | EUR:USD 1.15

#### **Upstream** (adjusted for Angola divestment<sup>1</sup>)

Ebitda >€2 bn and OCF >€1.1 bn

#### Renewables & New Businesses

Ebitda >€180 m reflecting expected lower price environment

#### Industrial & Midstream

Ebitda and OCF >€550 m, from supportive refining context and gas trading inflection leading Midstream Ebitda to >€250 m

#### Commercial

Ebitda **c.€300 m**, maintaining stable contribution whilst increasing convenience & low carbon contribution



# A leading energy transition strategy

Growing from one of the lowest carbon footprints in the sector

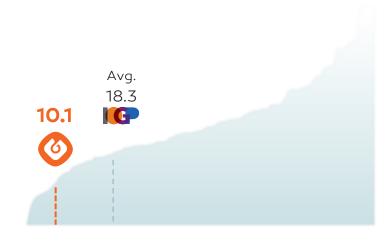
# One of the lowest carbon intensity in the sector...

Carbon intensity<sup>1</sup>

# Peer 1 Galp Peer 2 Peer 3 Peer 4 Peer 5 Peer 6

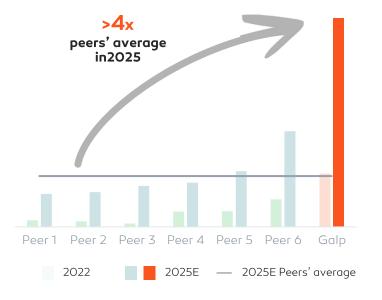
# ...with a sector leading low carbon Upstream portfolio...

Upstream portfolio carbon intensity<sup>2</sup>



# ...and holding the largest integration of renewable generation (in relative terms)

Renewables generation vs hydrocarbon production<sup>3</sup>





# Competitive shareholders' distribution

combining progressive dividend and buybacks

**Distribution Guidelines** 

1/3 of **OCF** 

Baseline dividend

Supplementary amount

+4% p.a.

Progressive baseline dividend

DPS annual increase



**Buybacks** 

Supplementary distributions<sup>1</sup>



## Galp decarbonisation roadmap

Delivering according to our ambition

2017

Industrial reconfiguration

**Energy** efficiency

Renewable electricity

Low carbon fuels

New energies

2022 performance

Absolute Emissions' reduction from operations (Scope 1 & 2)

-20%

c.3.3 mtonCO<sub>2</sub>e

**Carbon Intensity** 

**Production-based** approach

-14%

80.1 gCO<sub>2</sub>e/MJ

**-40**%

**-20**%

2030

targets

**-40**%

**Carbon Intensity** 

Downstream sales-based approach

-4%

73.5 gCO<sub>2</sub>e/MJ

Progressive decarbonisation towards **Net Zero by** 2050 (Scopes 1, 2 & 3)

## Distinctive investment proposition

Superior growth from capital light asset base ensuring competitive distributions

#### Delivering superior growth...

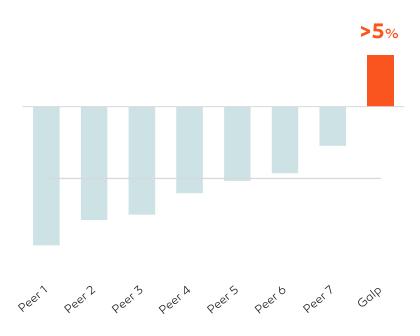
OCF increase (2023-25)

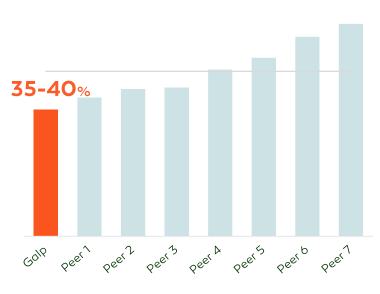
#### ... from low capital-intensive plan...

Net capex/OCF (2023-25)

#### ... driving competitive distributions

Distributions/OCF (2023-25)







Peers Average



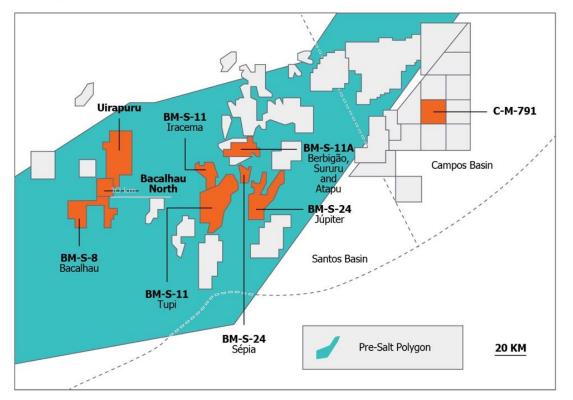


## A competitive Upstream portfolio

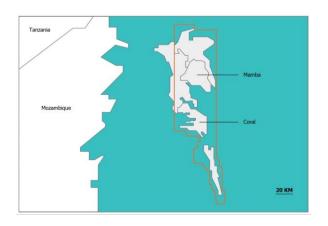
focused on selective high potential regions



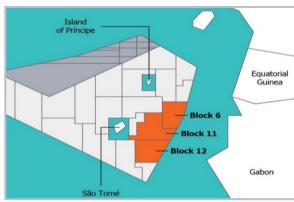
**Brazil** Operation, development, exploration



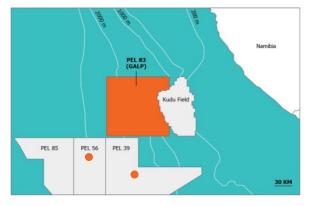














# Leading Upstream profitability and carbon intensity

allowing top portfolio competitiveness and longevity

# New developments breakeven \$/bЫ 60 45 c.25 30 15 0

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

## Industry carbon intensity kgCO<sub>2</sub>e/boe 60 45 Avg. 30 18.3 G 15

Source: Wood Mackenzie companies benchmark; IOGP<sup>2</sup>; Galp's 2022 internal carbon intensity assessment



## Upstream growth and value extraction

from low cost & low carbon intensity portfolio

#### Angola divestment

Total post-tax cash proceeds of \$830 m

Divestment of upstream assets in Angola (Blocks 14/14k & 32)

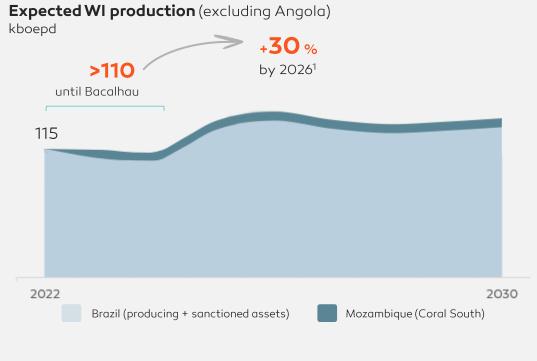
Capturing value from mature legacy assets under favourable macro

2022 WI production of 12 kbpd with c.14 kbpd expected in 2023 followed by natural decline

1P reserves of 13 mbbl and 2P of 21 mbbl by YE22

#### Mid-term outlook

Maintaining industry leading production growth



c.**3** \$/boe Production costs 2023-25

c.60 % Growth capex 2023-25

c.10 kgCO<sub>2</sub>e/boe Carbon intensity 2023-25

#### WI production to remain flat at

>110 kboepd over 2023-24 until Bacalhau start up

Bacalhau to start in 2025 with plateau in 2026 (c.40 kbpd)

Brazil average decline rates <5% p.a. and potential for optimisations

Galp not to pursue with new frontier exploration



## Short-term cash engines

with significant value still to be captured

#### **Tupi & Iracema** (Brazil)



**FPSO** installed

New development plan to enhance value and pursue field life extension

>1.2 mbpd

Gross capacity in place
Further attractive development
opportunities

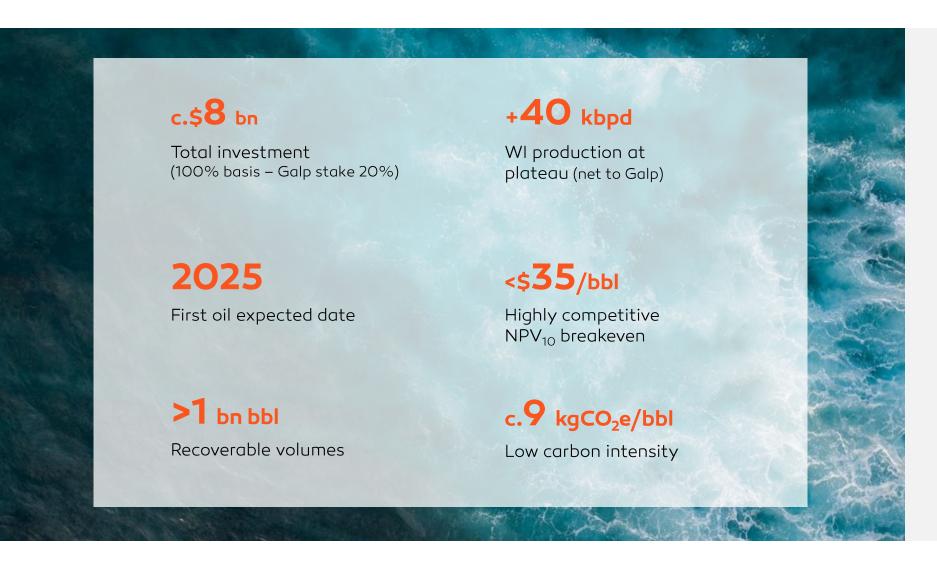
>2.7 bn boe

Produced so far
Only a small fraction of total recoverable resources



## Bacalhau I project as a key growth lever

and one of the most attractive projects in the industry



Currently executing 220 kbpd **FPSO** after FID for Phase Lin June 2021

FPSO to be one of the largest and most technologically advanced

Drilling & subsea installation campaigns currently underway







## Area 4 | Rovuma LNG

(Mozambique)

### One of the most competitive greenfield LNG projects worldwide

Local security key to unlock development

Pre-FID activities focused on cost & concept optimization and exploring synergies with Area 1

First gas expected during 2<sup>nd</sup> half of the decade

#### Bacalhau II

(Brazil)

Further evaluation of Bacalhau North key to de-risk development concept

Drilling rig secured for appraisal well in 2023

#### High potential exploration activities

#### Namibia

Assessing the high potential and secured the drilling rig with first exploration well in 4Q23/1Q24

#### São Tomé and Principe

Safely drilled Jaca (block 6) well with oil system proved and now maturing exploration portfolio





## A leading Commercial position

in place to deploy new value pools

Leading player in Iberia and selected African markets

Enhancing cross & up selling opportunities and expanding customer experience

Integrated approach using digital tools & data analytics

Fastest growing decentralised solar energy business in Iberia

1,475 Service stations

2.5 k Electric mobility charging points

13.7<sub>k</sub> Decentralised solar installations

>500 kForecourt visits per day

>354 k**G&P** clients



## **Reshaping Commercial business**

to maintain a strong position in Iberia

Transforming business to leverage convenience & low carbon

c.7.4 mton (flat YoY)

Oil volumes sold 2023

+10 %

Convenience Ebitda in 2023

>€120 m

Convenience + low carbon Ebitda by 2025

#### Expanding leadership position in EV charging

>5 k

EV charging points by YE23 (2.4 k by YE22)

>10 k

EV charging points by 2025

8

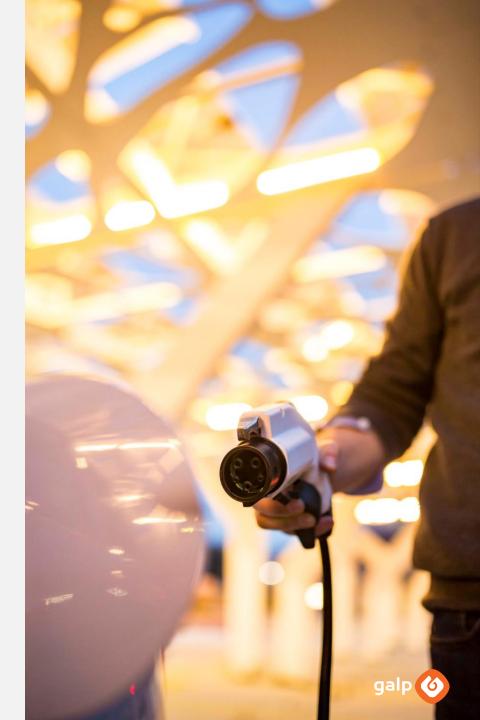
#### Accelerating decentralised energy growth

>25k

Total installations by YE2023 (vs 11 k by YE22)

>300 MW

Decentralised energy installed capacity by 2025



## Strong industrial asset base

supported by a competitive and flexible refining system in Sines



Sines key to supply Portugal as the sole refinery in the country

Coastal location to leverage North American East Coast

Operating multiple maritime terminals and storage parks in Iberia

Reinforcing safety management & awareness



# Sines: from grey to green

improving energy efficiency and reducing carbon footprint



2017

Grey refining system

Concentrating operations in **Sines** 

**Energy efficiency** optimisation

Expand advanced **biofuels** production (HVO)

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

Green energy hub 2030

-50%

operations emissions<sup>1</sup>

## **Executing Industrial transformation**

Key to deliver decarbonisation path

## Refining reconfiguration

Concentrating refining operations in Sines & Matosinhos decommissioning ongoing

Plan to transform site into a Sustainable Energies and Advanced Technologies hub

**-30** %

2021 operations emissions<sup>1</sup> vs 2017

c.€90 m

Capex + opex reduction (Matosinhos)

## Sines HVO project

Partnership completed soon to ensure global feedstock & risk management

Industrial synergies to support project competitiveness

270 ktpa

Renewable biofuels capacity

2023

Targeting FID

## Sines Green hydrogen

Executing 2 MW electrolyser pilot to accelerate learning curve

Engineering works to deploy 2 electrolysers of 100 MW each

>200 MW

Electrolysers targeting FID in 2023 **Up to 700 MW** 

Electrolysers throughout the decade targeting grey-to-green conversion







# Midstream to benefit from gas trading activities

with new flexibility to manage portfolio

#### 2023 outlook

Gas trading with no relevant hedges & pre-sold volumes in place...

c.50 TWh

Trading gas volumes 2023

... and supported by additional gas trading levers

c.15 TWh p.a.

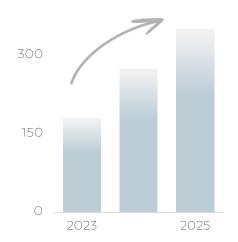
U.S. long term contract Henry Hub linked<sup>1</sup> start in 2H23

4 TWh p.a.

Brazil gas trading volumes in 2023 (non-upstream)

+15 % Trading gas volumes increase 2023-25

**Increasing Trading Gas Ebitda** contribution (€ m)





**Upstream** equity production



**Industrial** & logistic activities



Renewable generation



Supply & Trading



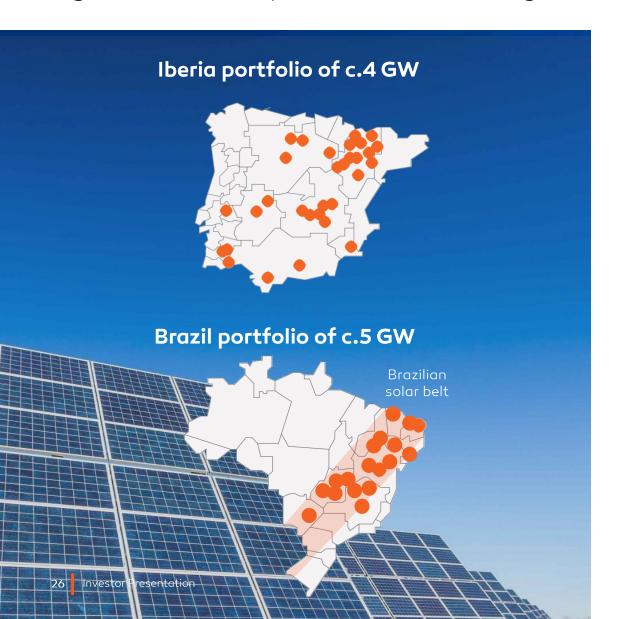
Commercial sales oil & gas & power





## Significant Renewables platform

Large scale and competitive funnel allowing to accelerate value-focused build up



c. **1.4** GW

Operating capacity (mainly solar, located in Spain)

c.**0.2** gw

Capacity under construction

c. **7.4** GW

Pipeline under development

Leading solar presence in Iberia

Expanding in sizable Brazilian market

Current portfolio predominantly solar PV and increasing wind onshore

Competitive early-stage funnel providing optionality

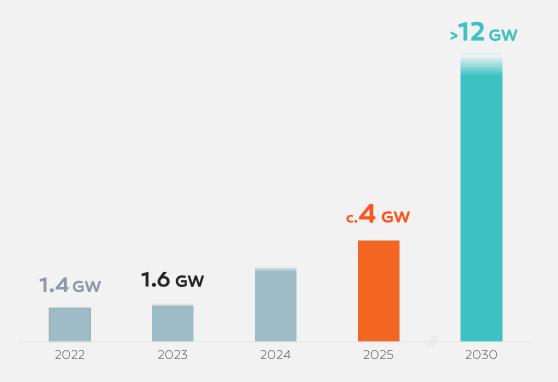


## Competitive renewables position

with growth leveraged on natural portfolio integration

Portfolio development and execution key to ensure access to competitive green power and targeted returns

**Operating capacity** (at year-end)



**>9**% Targeted eIRR across portfolio

**60-70**% Target Project debt 200 MW additional capacity deployed during 2023 and accelerating development & construction

Targeting faster technology diversification and generation mix

Merchant exposure in Iberia & predominantly PPA based outside

Hybridisation, energy management and partnerships as value levers to increase returns



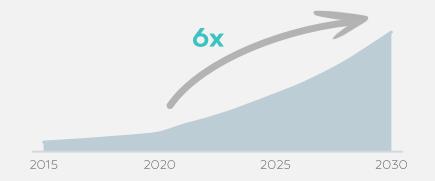
## Li-ion battery value chain

Maturing an exciting opportunity

# Developing the first and most sustainable lithium conversion facility in Europe

- ✓ Conducting definitive feasibility study
- ✓ Use proven conversion process
- ✓ Adopt highest environmental standards
- ✓ Drive positive environmental & social impact

... supporting EU batteries value chain and global demand increase for lithium:



up to  $35\,\mathrm{ktpa}$ 

Lithium hydroxide production capacity

€700 m

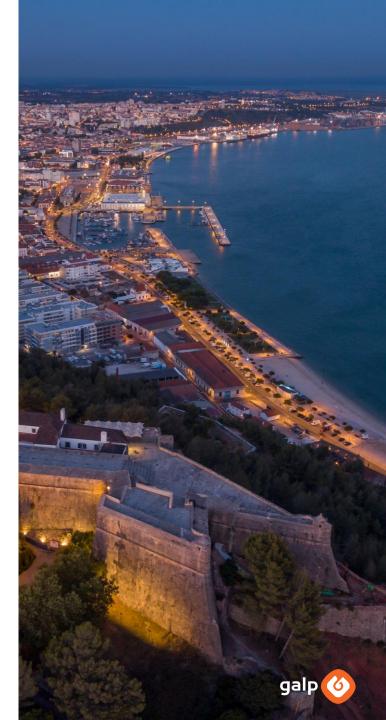
Gross estimated capex (at 100%)

2026

Planned start of commercial operations

>700 k

EV batteries annual production equivalent





# Macro assumptions

## and sensitivities

Macro assumptions	2023	2024-25
Brent price	\$85/bbl	\$80/ьы
Galp refining margin	\$9/boe	\$6 – 7/boe
Iberian PVB natural gas price	€60/MWh	€60/MWh
Solar captured price	€120/MWh	€100/MWh
EUR:USD	1.15	1.15

2023 sensitivities (€ m)	Change	Ebitda	OCF
Brent price	\$5/bbl	150	85
Galp refining margin	\$1/boe	65	65
EUR:USD	0.05	120	80
Solar captured price	€10/MWh	30	25



# Key Guidance for 2023

#### Operating indicators

Upstream		
WI production	kboepd	>110
Production costs	\$/boe	c.3
Renewables		
Renewable capacity by YE	GW	1.6
Industrial & Energy Management		
Sines refining throughput	mboe	c.75
Sines refining costs <sup>1</sup>	\$/boe	3-4
Commercial		
Oil products sales to direct clients	mton	7.4
Convenience Ebitda growth YoY (from €70 m)	%	+10
EV charging points by YE	-	>5 k
Decentralised energy installations by YE	-	>25 k

#### Financial indicators

RCA Ebitda	€ bn	3.2
Upstream	€bn	>2
Renewables & NB	€m	>180
Industrial & Midstream	€m	>550
Commercial	€m	c.300
OCF	€ bn	2.2
Upstream	€bn	>1.1
Renewables & NB	€m	>160
Industrial & Midstream	€m	>550
Commercial	€m	c.230
<b>Net capex</b> (avg. 2023-25)	€ bn	c.1



## Galp's new Board & Executive Team – 2023-26 term

13
Non-executive
Board members

**6**Executive
Board members

46 %
Independent directors (non-executives)

**37** % Women in the Board



Filipe Silva | CEO (& Upstream)

Galp executive member since 2012 (as CFO). Previous experience in investment banking for over 30 years and former Deutsche Bank Portugal CEO.



Maria João Carioca | CFO

Seasoned executive with over 30 years experience in capital markets, financial institutions and strategic consulting. Previously CFO of Caixa Geral de Depósitos.



Georgios Papadimitriou | Renewables & New Businesses

Galp executive member since 2022. Over 20 years experience in utilities and renewables sectors. Former Head of Enel Green Power in North America.



Ronald Doesburg | Industrial

20 years of experience in the energy sector, holding leadership roles in downstream (Commercial, Chemical & Industrial). Recently was General Manager of Shell Jurong.



Rodrigo Vilanova | Energy Management

Joined Galp in 2021 to lead Energy Management. Over 25 years of experience in executive and non-executive roles including BP, Cheniere, Petrobras.



João Diogo Silva | Commercial

Over 20 years in Galp. Heading the commercial B2C division and Galp Spain Country Manager. Large experience in finance and business transformation roles.

New leadership to execute and focus on **transformation**strategy

Highly experienced team with broad industry & international background

Balanced representation of independence and gender equality

**Upstream** organisation reporting directly to CEO



# > 2022 results

## P&L (€ m)

4Q21	3Q22	4Q22		FY2021	FY2022
644	784	951	RCA Ebitda	2,322	3,849
593	612	791	Upstream	2,020	3,083
2	38	17	Renewables & New Businesses	-13	50
5	48	118	Industrial & Energy Management	64	451
59	103	42	Commercial	288	298
415	408	475	RCA Ebit	1,372	2,345
27	25	54	Associates	96	166
-50	89	134	Financial results	-138	-154
-212	-315	-313	Taxes	-729	-1,254
-50	-20	-76	Non-controlling interests	-143	-223
130	187	273	RCA Net Income	457	881

## Balance Sheet (€ m)

	31 Dec 2021	30 Sep 2022	31 Dec 2022
Net fixed assets	6,667	7,780	6,876
Rights of use (IFRS 16)	1,079	1,119	1,116
Working capital	1,879	2,333	1,632
Other assets/liabilities	-2,119	-2,627	-2,089
Assets held for sale <sup>1</sup>			413
Capital employed	7,506	8,605	7,948
Net debt	2,357	2,096	1,555
Leases (IFRS 16)	1,179	1,248	1,277
Equity	3,970	5,262	5,117
Equity, net debt and op. leases	7,506	8,606	7,948

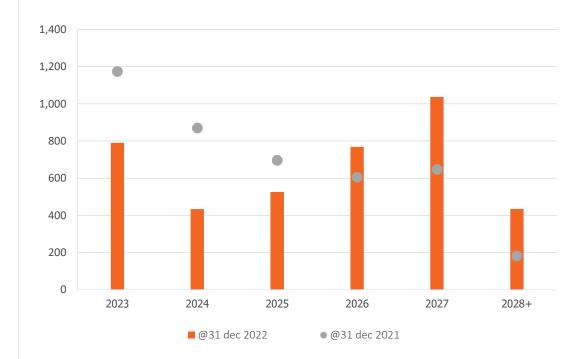


## **Debt indicators**

## Debt Indicators (€m)

	31 Dec 2021	30 Sep 2022	31 Dec 2022
Cash and cash equivalents	1,942	2,413	2,432
Undrawn credit facilities	816	837	1,484
Gross debt	4,300	4,509	3,987
Net debt	2,357	2,096	1,555
Leases (IFRS 16)	1,179	1,248	1,277
Net debt to RCA Ebitda	1.1 x	0.6 x	0.4 x

## Debt reimbursement (€m)

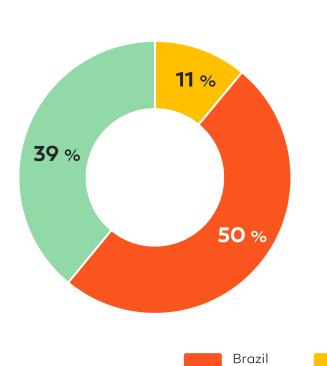




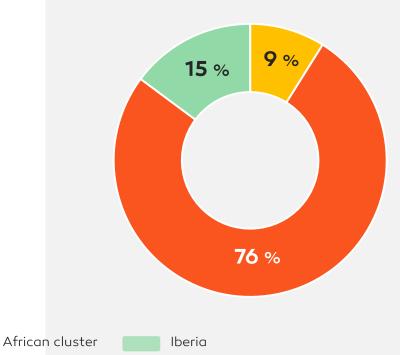
## An Integrated Energy player

with significant exposure to top tier assets in Emergent Markets

Assets (at year-end 2022)



**Ebitda** (2022)



Brazil as a core region to deliver growth across Upstream, Energy Management and Renewables

Expanding the team to lead the development of new opportunities in fast growing markets

# **Carbon-related targets**

Metrics and methodology

Metric	Methodology	<b>2017</b> (reference year)	2022	<b>2030</b> (vs 2017)	2050
Absolute Emissions' reduction from operations	Equity emissions related to <b>Galp's operations</b> (scopes 1 & 2)	<b>c.4.1</b> mtonCO <sub>2</sub> e (S 1 & 2)	<b>c.3.3</b> mtonCO₂e (S 1 & 2)	-40%	
Carbon Intensity					Not 7000
<b>Production-based</b> approach	Emissions from <b>operations</b> (scopes 1 & 2) + emissions from <b>use of produced hydrocarbons and biofuels</b> (scope 3)	93.4	80.1	-40%	Net Zero Ambition
	Energy <b>produced by Galp</b> (Upstream oil & gas, power generation) <sup>1</sup>	gCO <sub>2</sub> e/MJ	gCO <sub>2</sub> e/MJ		
Downstream <b>sales- based</b> approach	Emissions from <b>operations</b> (scopes 1 & 2) + lifecycle emissions from <b>products sold by Galp</b> (oil products, gas & power; scope 3)	<b>76.3</b> gCO <sub>2</sub> e/MJ	<b>73.5</b> gCO <sub>2</sub> e/MJ	-20%	
zazea appioacii	Energy of <b>all products sold</b> by Galp	gCO <sub>2</sub> e/ 1v13	900 <sub>2</sub> e/1013		



## Upstream Reserves and Resources

Reserves			
1P 4	410	367	-10%
Oil 3	333	295	-11%
Gas	77	72	-7%
2P 7	712	668	-6%
Oil	512	572	-7%
Gas 1	00	96	-4%
3P 9	250	891	-6%
Oil 8	349	795	-6%
Gas 1	101	97	-4%
Contingent resources			
1C 2	417	525	26%
2C 1,	,521	1,653	9%
3C 3,	,179	3,349	5%
Prospective resources			
Unrisked 4,	,512	1,545	1%
Risked 8	303	914	14%



# Acronyms

\$ (or USD)	Dollar	Ebitda	Earnings before interest and taxes, depreciation and amortisation	m	Million
%	Percentage	elRR	Equity Internal Rate of Return	mboe	Million barrels of oil equivalent
8	And	EM	Energy Management	MJ	Megajoules
@	At	ESG	Environmental, Social and Governance	MSCI	Morgan Stanley Capital International
€ (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	g	grams	NPV	Net Present Value
2P	Proved and probable reserves	GW	Gigawatt	O&G	Oil and Gas
Adj. OCF (or	Adjusted Operational Cash Flow (RCA Ebitda + OCF) Dividends from Associates – Taxes paid)	н	Half	o.w.	of which
B2B	Business to Business	$H_2$	Hydrogen	Oper.	Operating
B2C	Business to Consumer	HVO	Hydrotreated Vegetable Oil	Opex	Operational expenditure
ьы	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
c.	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 Carbon Offset and Reduction Scheme for	ktpa	Thousand tonnes per annum	vs	Versus
CORSIA	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



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