



# Unaudited Quarterly Report Q4 2021

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# **Results Highlights**

#### Cepsa will unveil its new strategic plan on 30 March

# Cepsa reports 53% increase in EBITDA to €1.8bn in 2021

- 2021 Clean CCS EBITDA was €1,815m versus €1,187m in 2020, an increase of 53% driven by improved market conditions, as the effects of the Covid-19 pandemic diminished, and optimization initiatives that continued to contribute to improved performance in all businesses and functional areas.
- **2021 CCS Net Income was €310m** (IFRS €661m), a significant improvement versus €1m in 2020 (IFRS €919m net loss), underpinned by a recovery in demand and higher crude prices.
- Free cash flow generation before working capital for the year stood at €1,065m, a nine-fold increase when compared to 2020, as a result of improved market conditions and the optimization and efficiency program aimed at improving gross margin, capturing sustainable cost efficiencies and rationalizing capex.
- **Significant reduction in leverage ratio** from 2.7x Net debt to EBITDA at the end of 2020, **to 1.6x at the end of 2021**.
- As of the end of 2021, Cepsa continued to hold a **strong liquidity position of €3.5bn**, covering more than the next 4.5 years of debt maturities.

#### Strategic update

- Cepsa will communicate its new strategic plan on 30 March. This strategy will address
  the opportunities the company will pursue in the energy transition and mark an inflection
  point in Cepsa's long-term vision.
- The company's transformation is already underway. Cepsa's strong commitment
  to ESG resulted in several strategic alliances to advance in the decarbonization of its
  customers, either though the provision of green molecules in its network of service
  stations, or through the development of sustainable aviation biofuels (SAF).
- **Recent partnerships** announced include one with Endesa in eMobility; with Iberia, Iberia Express and Binter in Sustainable Aviation Fuel (SAF); and with Redexis to create the first global network of service stations generating renewable energy in Europe.
- As a result of the company's ambitious decarbonization plan, which was intensified during 2021, Cepsa has been recognized as top performer by ESG rating agencies such as Sustainalytics, being ranked as the #1 independent O&G company globally, and



**S&P CSA (Corporate Sustainability Assessment)**, as **first quartile** in the energy space.

#### Ukraine conflict

- Cepsa ceased buying Russian crude, natural gas and oil products on the day the war started and the company does not see this position changing in the foreseeable future.
   Cepsa has traditionally had very limited sales activity into Russia and has now stopped selling.
- The company is collaborating with various NGOs such as ACNUR to support the impacted civilian population.

#### **Maarten Wetselaar, Cepsa CEO:**

"We are pleased to report strong performance for 2021, putting the company on solid footing for our sustainable energy transition plans. I am looking forward to sharing our new strategy with our stakeholders at the end of this month, which leverages our new organizational structure and puts the customer at the heart of our decarbonization drive. We are determined to accelerate our journey to become a leading company in renewable energy solutions and enhance Europe's energy independence.

Meanwhile, we are closely watching developments in Ukraine. All those in harm's way are in our thoughts."



# Presentation of Results

#### Market Indicators

Market Indicators				Variation vs.		FY	FY
	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Dated Brent oil price (\$/bbl)	79.7	73.5	44.2	80%	9%	70.7	41.7
Refining margin (\$/bbl)	3.8	4.2	1.8	111%	(10)%	3.7	2.6
Dutch TTF Natural gas price (€/MWh)	92.2	47.4	14.3	545%	94%	45.7	9.3
Spanish pool price (€/MWh)	211.0	117.8	40.1	426%	79%	111.9	34.0
Average EUR/USD FX	1.14	1.18	1.19	(4)%	(3)%	1.18	1.14
Spanish fuel demand (mt)	10,286	9,911	9,058	14%	4%	38,113	33,921

Cepsa Refining margin indicator has been amended to reflect corporate group allocations, including variable energy costs.

# Financial Summary

Financial Summary - € million				Variatio	on vs.	FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Upstream	290	227	122	139%	28%	905	458
Refining	(24)	30	(24)	1%	(181)%	93	10
Commercial	132	155	92	43%	(15)%	478	400
Chemicals	106	123	101	5%	(14)%	461	357
Corporation	(34)	(31)	(14)	144%	10%	(121)	(39)
Clean CCS EBITDA	470	504	277	<b>70</b> %	<b>(7)</b> %	1,815	1,187
Clean CCS EBIT	254	327	52	389%	(22)%	1,054	383
Clean CCS Net Income	15	112	(29)	154%	(86)%	310	1
IFRS Net Income	163	161	(108)	251%	1%	661	(919)
Cash flow from operations before WC	300	392	218	38%	(23)%	1,456	881
Cash flow from operations	11	471	374	<b>(97)</b> %	(98)%	1,306	1,019
Accounting Capex	(163)	(97)	(188)	(13)%	68%	(473)	(652)
Growth	(68)	(48)	(106)	(35)%	42%	(236)	(423)
Maintenance & HSE	(95)	(49)	(82)	16%	93%	(237)	(229)
Free cash flow	(4)	369	205	(102)%	(101)%	915	260
Free cash flow before WC	286	290	49	482%	(1)%	1,065	122
Net debt (a)	2,759	2,348	2,825	(2)%	17%	2,759	2,825
Net debt to LTM CCS EBITDA (a)	1.6x	1.6x	2.7x	(39)%	4%	1.6x	2.7x
Liquidity (b)	3,476	4,119	4,550	(24)%	(16)%	3,476	4,550

<sup>(</sup>a) Excluding IFRS16 liabilities.

# Operational KPIs

Operational Overview				Variation vs.		FY	FY
	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Working interest crude production (kbopd)	74.2	76.5	68.4	8%	(3)%	73.9	71.5
Realized crude price(\$/bbl)	75.3	70.6	44.1	71%	7%	68.2	41.6
Upstream opex (\$/boe)	10.3	8.5	10.9	(5)%	22%	9.2	10.2
Refining output (mton)	5.4	5.5	4.5	19%	(2)%	20.3	19.3
Refining utilization (%)	87%	88%	71%	22%	(1)%	81%	78%
Commercial product sales (mton)	4.5	4.3	3.6	24%	5%	16.2	14.8
Chemical product sales (kton)	738	758	687	7%	(3)%	2,943	2,795
Electricity production (GWh)	842	833	547	54%	1%	2,719	2,799
Natural gas sales (GWh)	8,039	10,202	8,707	(8)%	(21)%	34,374	30,918
Installed renewable power capacity (MW)	28.9	28.9	28.9	-	-	28.9	28.9

<sup>(</sup>b) Cash on balance sheet and available committed credit facilities.



# Consolidated Financial Results

#### Income Statement (CCS)

CCS - € millions (unless otherwise stated)				Variatio	on vs.	FY	FY
	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Revenues	7,239	6,931	3,603	101%	4%	24,532	15,760
Cost of supply	(6,590)	(6,185)	(3,083)	(114)%	(7%)	(21,865)	(13,581)
Gross margin over variable costs	648	746	519	25%	(13%)	2,667	2,179
Other operating income	50	42	44	16%	19%	166	192
Fixed operating expenses	(306)	(281)	(305)	(0%)	(9%)	(1,127)	(1,205)
Other	76	(3)	19	301%	2819%	110	20
Clean CCS EBITDA	470	504	277	70%	(7%)	1,815	1,186
Amortizations and impairments	(238)	(171)	(192)	(24%)	(39%)	(728)	(671)
Capital subsidies transferred to income	1	1	1	24%	17%	3	3
Operating leases amortization	(36)	(26)	(29)	(23%)	(37%)	(118)	(121)
Clean CCS Operating income	197	308	57	248%	(36%)	972	397
Other companies carried by equity method	12	18	5	119%	(34%)	51	11
Other	46	2	(10)	544%	2651%	31	(26)
Clean CCS EBIT	254	327	52	390%	(23%)	1,054	382
Net debt expenses	(22)	(43)	(18)	(22%)	49%	(112)	(114)
Clean CCS Income before taxes	232	285	34	585%	(19%)	942	268
Minority interest	(33)	(18)	(4)	(691%)	(79%)	(59)	(8)
Income taxes	(185)	(154)	(58)	(216%)	(20%)	(573)	(258)
Clean CCS Net income	15	112	(29)	153%	(86%)	310	1
NIAT Reconciliation							
Clean CCS Net income	15	112	(29)	153%	(86%)	310	1
CCS adjustment (replacement cost valuation)	101	78	96	5%	29%	351	(369)
Non-recurring items	48	(29)	(175)	127%	266%	1	(551)
Net income (IFRS)	163	161	(108)	251%	1%	661	(919)

#### Q4 2021

Cepsa registered EBITDA of €470m during the quarter. This was mainly due to the significant increase in gas prices that affected refining margins. However, this was partially offset by stronger Upstream results due to sustained higher crude prices and full delivery of planned optimization and efficiency measures.

Cepsa's Upstream business showed a continued, strong sequential improvement in results (EBITDA +28% versus Q3 2021), boosted mainly by higher crude prices (+9%) and a similar production compared with the previous quarter.

Refining produced negative EBITDA during Q4, mainly as a result of the significant increase in natural gas prices which negatively impacted margins (3.8 \$/bbl versus 4.2 \$/bbl in Q3) and the gas and power business. Refinery utilization was stable versus Q3 at 87% in Q4.

In Commercial volumes continued to increase in Q4 (+5% versus Q3), although this remains somewhat below pre-Covid levels. EBITDA registered a slight decrease versus Q3 to €132m due to softer margins.

Chemicals continued to register strong results, with EBITDA at €106m. This was 14% lower than Q3, however, mainly due to lower volumes sold, although margins remained robust.

Net Income for the quarter was €15m, below Q3 (€112m) and materially affected by lower refining margins, particularly in the months of November and December.



IFRS Net Income in Q4 2021 was €163m, an increase of 1% compared to the previous quarter, as a result of higher commodity prices.

#### FY 2021

Cepsa registered a significant increase in EBITDA for 2021 to €1,815m versus €1,187m in 2020, a 53% on the back of improved market conditions as Covid-19 pandemic effects reduced and management-led optimization initiatives had a positive effect across all businesses and functional areas.

- In Upstream, EBITDA nearly doubled to €905m (+97%) mainly due to materially higher crude prices versus 2020 (+70%) on the back of demand recovery.
- Refining EBITDA stood at €93m for 2021, up from €10m in 2020 (+820%), despite a negative impact from higher natural gas prices, especially in Q4. Higher utilization rates (+3% versus 2020) and an improved refining margin environment (avg. of 3.7\$/bbl in 2021 versus 2.6 \$/bbl in 2020) supported by improved light and heavy distillates prices partially offset the impact of the higher gas price environment.
- Higher sales volumes (+10% versus 2020) in Commercial, in sync with domestic fuel demand recovery, resulted in a 19.5% increase in Commercial EBITDA to €478m for 2021 versus €400m in 2020, showing the resilience of this business even as demand remained below pre-pandemic levels.
- Chemicals continued to register very solid results, with EBITDA up 29% versus 2020 to €461m, underpinned by higher volumes (+5%) and improved margins and prices. During 2021, Cepsa Química has introduced renewable and recycled raw materials into the production of its main products of industrial use, taking a further step towards strengthening its commitment to sustainable development and to meeting its customers' environmental goals.

CCS Net Income for the year was €310m, representing a significant improvement versus €1m registered in 2020, positively affected by the increased commodity price environment. IFRS Net Income was €661m, materially above the net loss of €919m registered in the same period of 2020.



#### Cash Flow Statement (CCS)

CCS - € millions (unless otherwise stated)				Variatio	on vs.	FY	FY
	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Clean CCS EBITDA	470	504	277	70%	(7)%	1,815	1,187
Dividends from associates	11	3	8	41%	313%	15	13
Income tax paid	(216)	(99)	(35)	(511%)	(117)%	(372)	(257)
Other adjustments to EBITDA	36	(15)	(31)	217%	337%	(2)	(61)
Cash flow from operations before wc	300	392	218	38%	(23)%	1,456	881
Changes in working capital (wc)	(290)	79	156	(286%)	(465)%	(149)	138
Cash flow from operations	11	471	374	(97)%	(98)%	1,306	1,019
Capex	(113)	(107)	(160)	29%	(6)%	(501)	(774)
Growth	(52)	(55)	(91)	43%	6%	(265)	(519)
Maintenance	(61)	(52)	(69)	11%	(17)%	(236)	(255)
Other cash flow from investments	98	5	(9)	1149%	1935%	110	15
Cash flow from investments	(15)	(102)	(169)	91%	86%	(391)	(759)
Free cash flow	(4)	369	205	(102)%	(101)%	915	260
Operating lease payments	(35)	(34)	(34)	(4)%	(3)%	(134)	(136)
Interest paid	(17)	(38)	(15)	(13)%	55%	(93)	(97)
Dividends paid to shareholders	(312)	(211)	(166)	(88)%	(48)%	(523)	(196)
Dividends paid to minority interests	(5)	0	(13)	62%	n.a	(5)	(13)
Net change in gross debt	(115)	(185)	(286)	60%	38%	(870)	986
Net change in cash	(488)	(99)	(309)	(58)%	(394)%	(710)	804

#### Q4 2021

Cash flow from operations before working capital stood at €300m, down by €92m compared to Q3 2021. The decrease was mainly due to higher tax payments in the period. Working capital increased during the quarter by €290m, as a result of the overall increase in commodity prices and activity levels.

Capex payments were similar to Q3, demonstrating a continued trend of strong discipline on investments and preservation of cash flow.

Cepsa reported negative free cash flow of €4m during the quarter, mainly derived from working capital consumption, as outlined above.

Net change in cash was negative €488m, driven by working capital consumption and dividend payments during the quarter.

#### FY 2021

Cash flow from operations before working capital grew significantly to €1,456m, an increase of 65% over 2020 on the back of improved results. Working capital increased by €150m due to the general rise in commodity prices and increase in activity levels.

Capex payments were lower by 35% versus the previous year due to the streamlining of investments as part of the optimization and efficiency program put in place in 2020 to preserve cash flow.

Free Cash Flow stood at €915m, 3.5 times increase versus 2020, covering interests and dividend payments for the year.

On the back of the strong cash flow generation, during the year, €528m in dividends, including those to non-controlling interests, were paid.



#### **Accounting Capex**

Accounting Capex - € millions				Variation vs.		FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Growth	(68)	(48)	(106)	(35)%	42%	(236)	(423)
Maintenance & HSE	(95)	(49)	(82)	16%	93%	(237)	(229)
Total Accounting Capex	(163)	(97)	(188)	(13)%	68%	(473)	(652)

#### Q4 2021

Accounting capex in Q4 2021 was €163m, 13% lower versus Q4 2020, as a result of rationalization initiatives implemented as part of the optimization and efficiency program, prioritizing high yielding investments.

Growth capex during the period was €68m, mainly related to investments in the development of Upstream assets in the UAE. Maintenance and HSE capex was higher versus Q3, mainly comprising optimization projects in the Refining business unit.

#### FY 2021

In 2021, Cepsa continued to optimise investments by prioritising the selection of the most value generative projects in line with the Group's strategy. As such, during the year, Cepsa continued to closely manage its investments to preserve cash flow, with capex totalling €473m, 27% below that of 2020.

As a result, growth capex for the year decreased by 44% versus 2020, while maintenance capex remained in line versus FY 2020.



#### **Debt Structure**

€ millions (unless otherwise stated)	Q4'21	Q3'21	Q4'20
Non-current bank borrowings	1,776	1,848	2,555
Current bank borrowings	132	139	128
Bonds	1,508	1,502	1,501
Cash	(657)	(1,141)	(1,358)
Net debt excluding IFRS16 liabilities	2,759	2,348	2,825
IFRS16 liabilities	687	652	626
Net debt including IFRS16 liabilities	3,446	3,000	3,451
Net debt to LTM Clean CCS EBITDA (a)	1.6x	1.6x	2.7x
Liquidity (b)	3,476	4,119	4,550
Average maturity of drawn debt (years)	3.9	4.0	4.4
Equity	4,307	4,428	4,029
Capital employed(a)	7,066	6,776	6,854
Gearing ratio (%) (a)	39%	35%	41%
Return on capital employed (%)	6%	5%	1%

<sup>(</sup>a) Excluding IFRS 16 impact

As of December 2021, Cepsa's net debt excluding IFRS16 lease liabilities stood at €2.8bn, an increase of €411m compared to Q3 2021 mainly due to dividends paid during the quarter.

Cepsa has achieved a very meaningful improvement in its leverage ratios since Q1 2021, due to both a reduction in net debt figures as well as a material improvement in EBITDA. The net debt to EBITDA ratio has improved from 3.3x in Q1 to 1.6x in Q4, already well inside the management target of 2.0x.

Cepsa follows a conservative financial policy, keeping sufficient liquidity in the form of cash and undrawn committed credit lines to cover, at least, 24 months ofdebt maturities. As of December 2021, Cepsa continued to hold a strong liquidity position of €3.5bn, of which €0.7bn was held in cash.

As has been customary since the signing of Cepsa's €2,000m syndicated credit line in 2014, approval was received from the 18 issuing banks to extend the maturity by one more year. With this unanimous consent, the maturity was set at September 2026, notably improving Cepsa's liquidity position. No amounts had been drawn down on this syndicated credit line as at 31 December 2021.

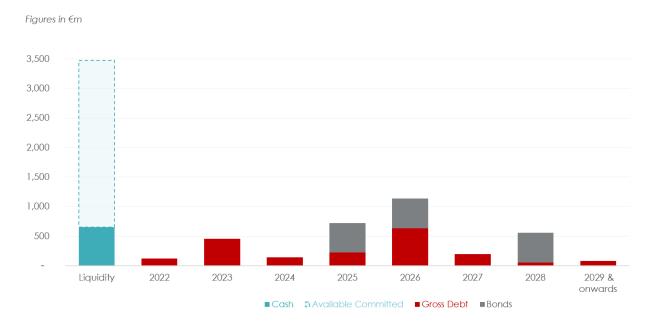
During the year, the three main Rating Agencies, Standard & Poor's, Moody's and Fitch reaffirmed Cepsa's Investment Grade rating.

Cepsa does not have any financial covenants nor maintenance ratios in its financing contracts.

<sup>(</sup>b) Defined as cash on balance sheet and available committed credit facilities.



# Debt Maturity Profile



Cepsa has an evenly distributed debt maturity profile, with no major maturities in a single year up to 2025. As of 31st December 2021, the company's liquidity position covered more than 4.5 years of debt maturities.

# Consolidated Business Unit Results

# Upstream

Upstream Overview - € millions				Variation vs.		FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Dated Brent oil price (\$/bbl)	79.7	73.5	44.2	80%	9%	70.7	41.7
Realized oil price (\$/bbl)	75.3	70.6	44.1	71%	7%	68.2	41.6
Crude Oil Sales (million bbl)	5.4	4.3	4.4	23%	25%	18.7	19.2
Upstream opex (\$/boe)	10.3	8.5	10.9	(5)%	22%	9.2	10.2
Net entitlement Crude Oil prod. (kbopd)	63.0	63.3	57.0	11%	(1)%	61.3	61.8
Working interest crude production (kbopd)	74.2	76.5	68.4	8%	(3)%	73.9	71.5
MENA	66.0	68.7	59.6	11%	(4)%	65.9	59.8
LatAm	8.2	7.8	8.8	(6)%	5%	8.0	9.7
Other	0.0	0.0	0.0	n.a	n.a	0.0	2.1
Clean CCS EBITDA	290	227	122	139%	28%	905	458
Growth capex	(28)	(31)	(41)	(32)%	(10)%	(116)	(146)
Mainenance capex	(8)	(7)	(9)	(17)%	4%	(24)	(33)



#### **Operations**

#### Q4 2021

WI Production stood at similar levels compared to previous quarter (-3%), although still affected by OPEC quota restrictions.

Crude oil prices averaged 79.7 \$/bbl during the quarter boosted by an improved macro environment, despite the demand decrease seen in December as a consequence of the new Omicron strain.

#### FY 2021

The gradual lifting of mobility restrictions in force since 2020 to control the spread of Covid-19 allowed for an increase in demand for oil products which, together with the production restriction policies imposed by OPEC+, caused demand to exceed production leading to a significant increase in crude oil prices from the end of the first quarter.

Production for the year totalled 73.9 thousand barrels per day, 3% above versus 2020, mainly due to the lifting of OPEC+ quotas.

#### Results

#### Q4 2021

EBITDA showed a continued, strong sequential improvement in results (+28% versus Q3), boosted mainly by higher crude prices (+9%).

Growth capex in line with previous quarter with investments mainly related to developments in Algeria and UAE assets. Maintenance capex stood at similar levels compared to Q3.

#### FY 2021

The significant improvement in EBITDA to €905m (+97%) was mainly due to materially higher crude prices versus 2020 (+70%) in sync with demand recovery, and enhanced WI production (+3%).

Maintenance capex decreased in FY 2021, amounting to €24m versus €33m in Q3 2021 (-25%). Growth investments for the year stood related primarily to the development of the Sarb and Umm Lulu fields in Abu Dhabi, particularly the start-up of the Umm Lulu Super Complex and the development of the Timimoun gas field in Algeria.



#### Refining

The Refining business includes Refining, Trading, Gas, Power and Renewables activities.

Refining Overview - € millions				Variation vs.		FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Refining output (mton)	5.4	5.5	4.5	19%	(2)%	20.3	19.3
Crude oil distilled (million of barrels)	39.6	39.6	31.5	26%	(0)%	145.2	138.4
Refining utilization (%)	87%	88%	71%	22%	(1)%	81%	78%
Refining margin (\$/bbl)	3.8	4.2	1.8	111%	(10)%	3.7	2.6
Spanish pool price (€/MWh)	211.0	117.8	40.1	426%	79%	111.9	34.0
Dutch TTF Natural gas price (€/MWh)	92.2	47.4	14.3	545%	94%	45.7	9.3
Electricity production (GWh)	842	833	547	54%	1%	2,719	2,799
Natural Gas Sales (GWh)	8,039	10,202	8,707	(8)%	(21)%	34,374	30,918
Installed renewable power capacity (MW)	28.9	28.9	28.9	-	-	28.9	28.9
Clean CCS EBITDA	(24)	30	-24	1%	(181)%	93	10
Growth capex	(10)	(4)	(40)	(74)%	142%	(54)	(160)
Mainenance capex	(45)	(23)	(47)	(5)%	98%	(114)	(119)

#### **Operations**

#### Q4 2021

Market refining margins decreased during the quarter, with Cepsa average margin during Q4 at 3.8 \$/bbl versus 4.2 \$/bbl in Q3 2021 mainly due to the increase in natural gas prices (Dutch TTF +94% versus Q3 2021), with a peak of 132€/Mwh in December.

Spanish pool prices significantly increased versus Q3 to an average of 211 €/MWh (+79% versus Q3), a fivefold increase compared with the same period of 2020.

Cepsa's Refineries' average utilization stood at 87% in Q4 2021 being already close to prepandemic levels. Refining output continued at similar levels versus the previous quarter, but materially increasing by 19% versus to the same quarter of 2020.

#### FY 2021

The Refining business was positively impacted by the significant improvement in refining margins versus 2020, driven by the strong performance and higher margins of light distillates, particularly petrol, as well as the increase in petrochemical prices due to higher demand for these products. As a result, Cepsa's Refining margin indicator averaged 3.7 \$/bbl during 2021, a material improvement of 42% versus 2020.

Refining operations in 2021 improved slightly in relation to 2020. In particular, crude oil distillation averaged 81% of installed capacity, an increase of 3% over 2020. The average annual utilization was undermined by the closure of the La Rábida Refinery until April 2021. In 2021, 20.3 million tonnes of petroleum products were produced, 5% up on 2020 due primarily to increased demand and despite being unable to maximise the installed capacity of Cepsa's refineries.

Natural gas sales were 11% above 2020.

Power production, although slightly down compared to 2020, was positively impacted by a higher electricity pool price (+229% compared to December 2020).



#### Results

#### Q4 2021

Refining recorded negative EBITDA during Q4, mainly as a result of the significant increase in natural gas prices (+94% versus Q3 2021), which negatively impacted refining margins and the Gas and Power business.

During Q4, Refining capex amounted to €55m (+105% versus Q3 2021) relating mainly to higher maintenance works on catalysts and scheduled shutdown at La Rábida. Growth capex for the period mainly accounted for sustainability and efficiency projects.

#### FY 2021

EBITDA for 2021 was €93m, significantly above the €10m figure of 2020, despite being negatively affected by the increase in natural gas prices.

The increase was due to improved margins, the recovery in demand and enhanced refinery utilization.

Growth capex was down 66% compared to 2020, amounting to €54m, as a consecquence of capex rationalization measures and efficiency program, in light of market conditions. Maintenance capex was €114m, in line with last year, preserving operational excellence of Refining' assets.

#### Commercial

Commercial Overview - € millions				Variation vs.		FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Number of service stations	1,753	1,756	1,783	(2)%	(0)%	1,753	1,783
Product sales (mton)	4.5	4.3	3.6	24%	5%	16.2	14.8
Clean CCS EBITDA	132	155	92	43%	(15)%	478	400
Growth capex	(17)	(6)	(9)	82%	173%	(37)	(66)
Mainenance capex	(19)	(8)	(15)	22%	126%	(45)	(39)

#### **Operations**

#### Q4 2021

During Q4, Spanish fuel demand continued to show signs of recovery, with a 4% increase compared to the third quarter. Commercial sales continued on a positive trend, +5% versus Q3 and +24% versus Q4 2020, with volumes increasing especially in the LPG, Aviation, Bio and Asphalts segments, although still affected by Covid-19 considerations.

#### FY 2021

In 2021, 16.2 million tonnes of products were marketed through the Cepsa's several sales channels, 10% above 2020. This increase in sales is explained mainly by the recovery following the gradual easing of mobility restrictions, although volumes are still below pre-pandemic levels. Demand in



the automotive petrol and diesel market rose 24% and 12% respectively versus 2020. Sales by Cepsa in this market improved by 33% and 16%, respectively.

#### Results

#### Q4 2021

EBITDA decreased versus Q3 to €132m mainly due to softer margins.

In terms of capex, the main projects in the quarter related to asset replacements and restyling of service stations plus compliance adaptations.

#### FY 2021

Commercial increased EBITDA by 19% to €478m during the year versus €400m in 2020. The business recovered significantly during 2021, following the drop in demand and decrease in oil product prices in 2020 due to Covid-19.

Capex in the Commercial business amounted to €82m in 2021. This included a project with Redexis to install photovoltaic panels in Cepsa's network of service stations to create the first global 100% renewable network in Europe. As of the end of 2021, panels had already been installed in 80 service stations.

#### Chemicals

Chemicals Overview - € millions				Variation vs.		FY	FY
(unless otherwise stated)	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Product sales (kton)	738	758	687	7%	(3)%	2,943	2,795
LAB / LABSA	164	175	173	(5)%	(6)%	671	701
Phenol / Acetone	415	399	372	12%	4%	1,613	1,525
Solvents	159	185	142	12%	(14)%	659	569
Clean CCS EBITDA	106	123	101	5%	(14)%	461	357
Growth capex	(8)	(5)	(9)	(16)%	51%	(19)	(38)
Mainenance capex	(17)	(9)	(26)	(34)%	93%	(42)	(49)

#### **Operations**

#### Q4 2021

During Q4 2021 sales amounted to 738 ktons, a 3% decrease compared to Q3 2021, mainly due to lower sales volumes in LAB and Solvents while phenol/acetone increased compared to Q3 2021.

#### FY 2021

Chemical sales increased 5% in 2021 versus 2020 to 2,943 ktons. In the LAB business segment, sales decreased 4% due to intended margin optimization initiatives. In the Phenol/Acetone business segment, sales were 6% higher versus 2020 due to a shortage of raw material which led to less availability generally for phenol producers which did not affect Cepsa. In the Solvents business line, sales improved by 16% due to increased demand in Spain as well as higher exports.



In 2021 Cepsa achieved a significant milestone by producing LAB for the first time using renewable raw materials of vegetable origin.

#### Results

#### Q4 2021

EBITDA for the fourth quarter of 2021 was €106m, down by 14% versus Q3 2021, mainly due to lower volumes sold derived from intended margin optimization initiatives that led to decreased sales to specific customers.

#### FY 2021

For the second consecutive year, the Chemicals business posted record figures, improving in all its business lines, reaching EBITDA of €461m, 29% above 2020.

This EBITDA improvement was mainly due to sustained strong volumes in all segments and healthy margins.

LAB contribution to EBITDA increased in 2021 compared with 2020 despite lower volumes sold, as part of the margin optimization strategy abovementioned.

Improvement in the Phenol/Acetone business segment (+6% versus FY 2020) was mainly due to higher demand and sales. The Solvents business segment (+16% versus FY 2020), also experienced strong demand. The alcohol business is a high growth area contributing EBITDA six times higher than in the same period of 2020, although it is not yet significant within the segment as a whole.

Growth capex during the period amounted to €19m, a decrease of 50% versus 2020, derived from cash preservation strategy and efficiency program, that led to a strict management of investments. Maintenance capex was €42m, mainly driven by maintenance and safety works in all industrial plants.

During 2021, Cepsa reached an important milestone with the start-up of its upgraded Puente Mayorga plant. Cepsa invested €117m to improve safety and optimize efficiency in the use of raw materials at the plant, while reducing emissions and waste generation. As the market leader in LAB and co-owner of Detal Technology, Cepsa has therefore launched the first chemical plant globally to be converted from hydrofluoric acid to Detal, to produce biodegradable detergent raw materials.

#### Subsequent events

As announced in October 2021, Maarten Wetselaar assumed his role as CEO of Cepsa on January 1<sup>st</sup>, 2022. Mr. Wetselaar joined from Royal Dutch Shell where he served on the Executive Committee for the last 6 years as the Director for Integrated Gas, Renewables and Energy Solutions.

In January 2022 Cepsa's new CEO reorganized the company's structure by defining two new energy customer-facing business areas, "Mobility & New Commerce" and "Commercial & Clean Energies". In addition, the refining business became the "Energy Parks" business, alongside the



existing areas of Upstream, Chemicals, and Trading. With this new structure, the company sets the ground to accelerate its transformation to become an Energy Transition Leader. [The Mobility & New Commerce division manages the transformation of Cepsa's mobility business, building leadership in electric mobility and developing digitally enabled New Commerce solutions that leverage its network of customers and stations. The Commercial & Clean Energies division serves B2B business management in segments such as Industry, Agriculture, Aviation, Lubricants, Asphalt, Gas, and Electricity and develop decarbonization solutions for its customers by building biofuels, hydrogen, and renewables businesses value chains.]

In January 2022 Cepsa also announced that Carlos Barrasa, formerly Executive Chairman of BP Spain, was to join the company as Director of the new Commercial & Clean Energies business. The Management Committee had therefore been strengthened with three new executives with extensive international experience: Carmen de Pablo (CFO), Savvas Manousos (Trading), and Carlos Barrasa (C&CE).

In January 2022 Cepsa and the Iberia Group sealed a strategic alliance to decarbonise air transport on a large scale. The initiative involves developing and producing sustainable aviation biofuels from waste, recycled used oils, and other sustainable plant-based feedstocks. The agreement, which also includes Iberia Express, contemplates other alternative energy sources such as renewable hydrogen and electricity to promote sustainable mobility in aircraft and ground fleets.

In February 2022 Cepsa also advanced its commitment to sustainable mobility with a new range of lubricants for hybrid and electric vehicles. In addition, Cepsa has created an alliance with Endesa which enables electric vehicle customers in Spain and Portugal to use both the public grid that Endesa X has already deployed and the new ultra-fast charging network that Cepsa will begin to deploy this year. Both companies are working to develop what will be the largest ultra-fast on-the-go charging network in Spain and Portugal.



# Appendix

# Consolidated Balance Sheet-IFRS

Assets - € millions			
	Q4'21	Q3'21	Q4'20
Intangible assets including goodwill	525	614	668
Property, plant and equipment	5,568	5,617	5,604
Right of use assets	662	632	617
Investments in associates and joint ventures	290	281	230
Non-current financial assets	121	99	170
Deferred tax assets	943	945	894
Total non-current assets	8,109	8,188	8,183
Inventories	3,025	2,874	1,419
Trade and other receivables	2,294	2,198	1,289
Other current financial assets	231	248	69
Other current assets	174	173	126
Cash and cash equivalents	657	1,141	1,358
Assets held for sale and discontinued operations	160	0	1
Total current assets	6,541	6,635	4,262
Total assets	14,650	14,823	12,446

Equity & Liabilities - € millions			
	Q4'21	Q3'21	Q4'20
Total equity attributable to shareholds of the parent	4,170	4,311	3,944
Non-controlling interest	138	117	85
Total equity	4,307	4,428	4,029
Bonds, obligations and similar issuances	1,490	1,489	1,488
Bank borrowings	1,776	1,848	2,555
Long-term lease	552	545	530
Other non-current financial liabilities	493	328	421
Deferred tax liabilities	639	599	518
Other non-current liabilities	478	546	248
Total non-current liabilities	5,428	5,355	5,760
Bonds, obligations and similar issuances	18	13	13
Bank borrowings	132	139	128
Short-term lease	135	107	95
Trade and other payables	2,820	2,794	1,766
Other current liabilities	1,684	1,987	655
Liabilities held for sale and discontinued operations	126	0	0
Total current liabilities	4,914	5,040	2,657
Total equity and liabilities	14,650	14,823	12,446



# Consolidated Income Statement-IFRS

Profit or loss - € millions				Variation vs.		FY	FY
	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21	2021	2020
Sales of goods and rendering of services	6,675	6,321	3,085	116%	6%	22,335	13,643
Excise tax on oil and gas charged on sales	563	610	518	9%	(8)%	2,197	2,117
Revenue from contracts with customers	7,239	6,931	3,603	101%	4%	24,532	15,760
Changes in inventories of finished goods and work in progress	324	(47)	(622)	152%	789%	257	(319)
In-house work on non-current assets	15	11	10	50%	36%	38	27
Procurements	(5,790)	(5,076)	(1,718)	(237)%	(14)%	(18,122)	(10,382)
Other operating income	38	3	30	27%	1167%	48	49
Staff costs	(176)	(158)	(161)	(9)%	(11)%	(615)	(671)
Changes in operating allowances	9	0	192	(95)% n.	.a	52	(61)
Other operating costs: Excise tax on oil and gas	(563)	(610)	(519)	(8)%	8%	(2,198)	(2,120)
Others operating costs	(666)	(505)	(449)	(48)%	(32)%	(2,170)	(1,702)
Amortization charge	(205)	(194)	(221)	7%	(6)%	(774)	(792)
Allocation to profit or loss of grants related to non-Finance assets and other grants	28	31	14	100%	(10)%	107	76
Impairment and gains or losses on disposals of non-current assets	165	(12)	(170)	197%	1475%	172	(687)
Operating profit	417	372	(11)	3891%	12%	1,460	(822)
Share of results of equity accounted investees	18	18	(33)	155%	-	58	(48)
Finance income	44	63	12	267%	(30)%	204	152
Finance costs	(85)	(103)	(37)	(130)%	17%	(344)	(285)
Impairment and gains or losses on disposals of financial instruments	(8)	0	(1)	(700)%	n.a	(7)	0
Consolidated profit before tax	387	351	(70)	653%	10%	1,370	(1,003)
Income tax	(195)	(170)	(31)	(529)%	(15)%	(648)	88
Consolidated profit for the year from continuing operations	191	181	(102)	287%	6%	723	(915)
Consolidated profit for the year	191	181	(102)	287%	6%	723	(915)
Non-controlling interests	29	20	0	n.a	45%	62	(3)
Consolidated profit for the year attributable to equity holder of the Parent	163	161	(108)	251%	1%	661	(919)



# Consolidated Statement of Cash Flows – IFRS

Cash Flow - € millions	Q4'21	Q3'21	Q4'20	Variatio	on vs. Q3'21	FY 2021	FY 2020
Cash Flows from operating activities							
Profit before tax from continuing operations	386	351	(70)	651%	10%	1,370	(1,003)
Depreciation and amortisation charge and impairment losses	62	207	383	(84)%	(70)%	621	1,398
Change in operating allowances	4	0	(195)	102% r	n.a	(40)	61
Finance income and costs	43	43	29	48%	-	150	141
Other changes	145	(10)	19	680%	1613%	137	65
CF from operating activities before changes in operating wc	640	591	166	286%	8%	2,238	661
Changes in operating working capital	(425)	(24)	236	(280)%	(1671)%	(575)	603
Dividends received	11	3	8	38%	267%	15	13
Income tax paid	(216)	(99)	(35)	(517)%	(118)%	(372)	(257)
Other cash flows used in operating activities	(204)	(96)	(28)	(629)%	(113)%	(357)	(245)
Total cash flows generated from operating activities	11	471	374	(97)%	(98)%	1,306	1,019
Cash Flows used in investing activities							
Intangible assets	(28)	(7)	(19)	(47)%	(300)%	(57)	(43)
Property, plant and equipment	(87)	(93)	(141)	38%	6%	(441)	(657)
Finance assets	1	(8)	(20)	105%	113%	(7)	(78)
Grants received and acquisition of subsidiary, net of cash acquired	1	0	1	24%	109%	3	3
Total payments	(113)	(107)	(179)	37%	(6)%	(501)	(774)
Total collections	98	6	11	791%	1533%	110	15
Total cash flows used in investing activities	(15)	(102)	(169)	91%	85%	(391)	(759)
Cash Flows from financing activities							
Total dividends paid	(316)	(211)	(179)	(77)%	(50)%	(528)	(209)
Proceeds from borrowings	238	2	(275)	187%	11800%	430	1,975
Repayment of borrowings	(354)	(187)	(11)	(3118)%	(89)%	(1,060)	(989)
Interest paid	(16)	(38)	(15)	(7)%	58%	(93)	(97)
IFRS16 Debt payments	(35)	(34)	(34)	(3)%	(3)%	(134)	(136)
Total cash flows from bank borrowings	(166)	(258)	(335)	50%	36%	(1,097)	753
Total cash flows from financing activities	(482)	(469)	(514)	6%	(3)%	(1,624)	544
Net increase (decrease) in cash and cash equivalents	(488)	(99)	(309)	(58)%	(393)%	(710)	804
Effect of exchange rate changes	3	6	(5)	160%	(50)%	8	(10)
Cash and cash equivalents at beginning of the period	1,141	1,240	1,670	(32)%	(8)%	1,358	561
Cash and cash equivalents at the end of the period	657	1,141	1,354	(51)%	(42)%	657	1,358



#### **EBITDA Reconciliation**

€ millions (unless otherwise stated) Q4'21	IFRS EBITDA	Inventory Effect	Non-Recurring Items	Clean CCS EBITDA
Upstream	291	0	1	290
Refining	101	125	(O)	(24)
Commercial	130	(2)	0	132
Chemicals	106	10	(10)	106
Corporation	(60)	0	(26)	(34)
CEPSA - Consolidated	567	133	(36)	470

The column "Inventory Effect" relates to changes in the valuation of inventories. "Inventory Effect" in Q4 2021 was €133m mainly due to the higher crude and refined product prices.

Lower Clean CCS EBITDA was a result of the rising commodity prices during 2021, which translates into the Current Cost of Supply (CCS) valuation being higher than the Last Twelve Months average (valuation method used under IFRS reporting) and consequently, reflecting higher inventory costs consumption and therefore, lower IFRS EBITDA.

#### Affiliates and Minority Interests

EBITDA from Affiliates and Minority interests - € millions	Cepsa				Variation vs.	
CCS figures, considering Cepsa's share	Share	Q4'21	Q3'21	Q4'20	Q4'20	Q3'21
EBITDA from equity accounted affiliates (Cepsa share)		18.1	26.3	36.8	(51)%	(31)%
Abu Dhabi Oil CO, Ltd (ADOC)	12.9%	5.1	2.4	35.5	(86)%	113%
Asfaltos Españoles, S.A. (ASESA)	50.0%	1.7	0.6	0.8	109%	183%
Sinarmas Cepsa Pte, Ltd	50.0%	10.5	11.3	(5.6)	288%	(7)%
SIL Chemical, Ltd	30.0%	(4.5)	5.9	0.8	(661)%	(177)%
CS Chem Limited	30.0%	2.8	1.7	0.6	335%	63%
Nueva Generadora del Sur, S.A.	50.0%	0.3	0.4	0.3	18%	(17)%
Atlas Nord Hidrocarbures, S.A.S.	50.0%	0.3	0.9	0.6	(53)%	(66)%
Sorexi	40.0%	1.2	2.7	1.2	(1)%	(56)%
Bitulife	40.0%	0.7	0.5	2.5	(72)%	43%
EBITDA attributable to minority interests		41.1	23.0	1.5	2665%	78%
C.M.D. Aeropuertos Canarios, S.L.	60.0%	1.4	0.9	0.0	3807%	50%
Coastal Energy KBM Sdn. Bhd.	70.0%	0.1	0.0	(1.3)	108%	n.a
Cepsa Chemical (Shanghai) CO. LTD	75.0%	2.7	1.8	4.3	(37)%	50%
Deten Quimica, S.A.	71.4%	5.3	6.0	2.9	83%	(12)%
Generación Eléctrica Peninsular, S.A.	70.0%	14.0	5.0	3.3	330%	178%
Cepsa Gas Comercializadora, S.A.	70.0%	17.6	9.3	(7.7)	328%	90%
Dividends received from affiliates (Cepsa share)		12.3	1.2	4.4	180%	928%
Abu Dhabi Oil CO, Ltd (ADOC)	12.9%	0.0	0.4	0.0	n.a	(100)%
Nueva Generadora del Sur, S.A.	50.0%	0.5	0.0	0.3	67%	n.a
SIL Chemical, Ltd	30.0%	3.5	0.8	0.0	n.a	343%
CS Chem Limited	30.0%	8.3	0.0	4.1	102%	n.a
Cepsa Gibraltar	50.0%	0.0	0.0	0.0	n.a	n.a
Sorexi	40.0%	1.1	0.0	0.0	n.a	n.a
Bitulife	40.0%	0.6	0.0	0.0	n.a	n.a

EBITDA contribution (net to Cepsa) from equity accounted affiliates in Q4 2021 amounted to €18.1m and mainly came from the contribution of Cepsa's investments in Sinarmas (€10.5m). The contribution from SIL Chemical (Nigeria) has decreased to negative €4.5m.

EBITDA attributable to minority interests in the quarter amounted to €41.1m, mainly related to Cepsa Gas Comercializadora (€17.6m) and Generación Eléctrica Peninsular (€14m).



€12.3m euros were received as dividends from affiliates in Q4 mainly from Cepsa's share in CS Chem Limited (€8.3m).

# **Basis of Preparation**

This report is based on the unaudited consolidated financial statements of Compañía Española de Petróleos S.A. (CEPSA, or the Company), prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and with all the interpretations issued by the International Financial Reporting Interpretations Committee (IFRIC) of the IASB applicable at the date of closing provided that they have been endorsed at that date by the European Union, with the exception of those applied in advance, if any. For any matter of interpretation over the applied rule, please take the reference of the last Audited Cepsa Group Consolidated Financial Statements, as publicly available on https://www.cepsa.com/en/investors.

For a clearer Management Discussion & Analysis and consistent with industry practice, the IFRS Profit & Loss Statement is adjusted as follows to obtain a CCS Profit & Loss Statement:

1) Inventories: IFRS Cepsa Group Consolidated P&L measures crude oil, oil derivatives and petrochemical products, acquired as raw materials, at the lower of historical weighted average cost (12 months) and net realizable value.

For the MD&A, we consider the replacement cost presents a more accurate view of the current operations, considering therefore the stock variation in P&L at Current Cost of Supply (CCS), which values the manufacturing consumption at the month's average cost. The adjustment necessarily eliminates also the crude & products hedging valuation and the inventories impairment, if any.

2) Clean adjustments: Those income or costs that are not directly related to the Group activities are considered as non-recurring items and, therefore, excluded. Generally, these are incomes or costs that occur atypically, are of a material amount and with minimal probability of recurrence.

Regarding the KPIs presented, for a better comprehension and to allow the accurate calculation of different ratios, figures are always consolidated and adjusted to the associated financials by:

- a) Elimination of intercompany transactions.
- b) Considering JVs as third parties: As their financial information is only presented in the Equity Method line and no Capital Employed is incorporated apart from the Financial Investment, we also do not consider any contribution to the Group's KPIs, with the sole exception of the Reserves and Production of the Upstream JVs (Cosmo Abu Dhabi at the date of issuance of this report), which are added to the BU KPIs following the Reserves Audit criteria.