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This presentation may contain certain forward-looking statements with respect to The Saudi Arabian Oil Company's ("Aramco" or the "Company" or "we") financial position, results of operations and business and certain of its plans, intentions, expectations, assumptions, goals and beliefs regarding such items. These statements include all matters that are not historical fact and generally, but not always, may be identified by the use of words such as "believes", "expects", "are expected to", "anticipates", "intends", "estimates", "should", "will", "shall", "may", "is likely to", "plans", "outlook" or similar expressions, including variations and the negatives thereof or comparable terminology.

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For a reconciliation to the nearest comparable IFRS measures, see: https://www.aramco.com/en/investors/reports-and-presentations Our non-IFRS financial measures may not be comparable to similarly titled measures presented by other companies.



Amin Nasser

President & CEO

## Delivering near-term performance and longer-term strategic milestones

- > Record global oil demand in H1 2024
- > Further growth expected in H2 2024 and beyond
- > Continued delivery on strategic milestones
  - Upstream: enhancing liquids and gas capabilities
  - Downstream: further integration and LTC expansion to capture value globally
  - New Energies: advancing renewables, blue hydrogen and CCS portfolio



## Delivering near-term performance and longer-term strategic milestones

#### **Upstream**

- > Liquids developments on track: Dammam development project in H2 2024; Marjan and Berri by 2025; Zuluf by 2026
- > Expanding reserves base: seven oil and gas fields and reservoirs discovered; and additional proven reserves at Jafurah of 15tscf raw gas and 2bn barrels condensate
- > Enhancing gas capabilities: contracts awarded for Jafurah Phase two, Master Gas System phase 3 and Fadhili Gas Plant expansion
- > Growing international LNG portfolio: acquisition of MidOcean<sup>1</sup>; HoAs with Sempra<sup>2</sup> and NextDecade<sup>3</sup>

#### **Downstream**

- > Capturing integration value: 52% of Aramco's crude oil production placed into Downstream
- > Advancing transport solutions: agreements to acquire 10% stake > Driving retail expansion: completed acquisitions of 40% stake in in HORSE Powertrain<sup>4</sup> to develop efficient and lower emissions ICE
- > Progressing LTC strategy: MoUs with Hengli and Rongsheng<sup>5</sup> and groundbreaking of SABIC Fujian Petrochemical Complex
- Gas & Oil Pakistan and 100% stake in Esmax in Chile

#### **New Energies**

- > Growing solar capacity: invested in three new projects<sup>6</sup> of 5.5GW > combined capacity and 1.5GW Sudair Plant reaching full capacity
  - Advancing emission-reduction technologies: MoUs with Spiritus for Direct Air Capture and Rondo for heat batteries development
- > Investing in hydrogen: definitive agreements to acquire 50% equity stake in Blue Hydrogen Industrial Gases<sup>7</sup>

<sup>1.</sup> Completed acquisition of a minority stake in MidOcean Energy

<sup>2.</sup> Signed Heads of Agreement with Sempra. See glossary for further details

Signed Heads of Agreement with NextDecade. See glossary for further details

<sup>4.</sup> See glossary for further details on Horse Powertrain Ltd

<sup>5.</sup> See glossary for further details on Hengli Petrochemical Co Ltd and Rongsheng Petrochemical Ltd

<sup>6.</sup> Signed power purchase agreements with the Saudi Power Procurement Company for the development and operation of Al Khushaybi, Muwayh and Haden projects The combined 5.5 GW AC capacity of the facilities is equivalent to 6.3 GW DC

<sup>7.</sup> Definitive agreements to acquire the Jubail-based Blue Hydrogen Industrial Gases Company, a wholly-owned subsidiary of Air Products Qudra. Subject to standard closing conditions, the agreements also include options for hydrogen and nitrogen offtake

## Delivering value and industry-leading distributions

- > Strong profitability, cash flow and balance sheet supported by operational excellence
- > Successful secondary public offering; expanded international investor base and enhanced free float
- > New bond issuance; strong demand from investors
- > Dividends
  - \$31.1bn declared and payable in Q3 2024, including Q2 2024 base dividend of \$20.3bn, and performance-linked dividend of \$10.8bn
  - \$124.2bn dividends anticipated in 2024<sup>1</sup>



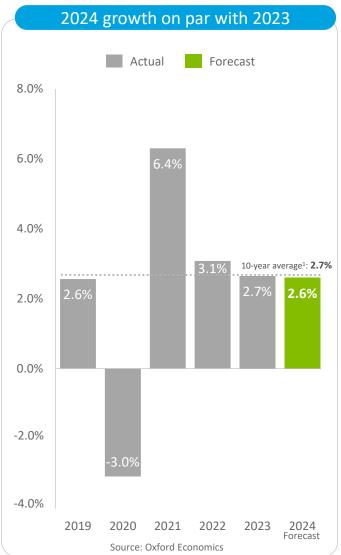


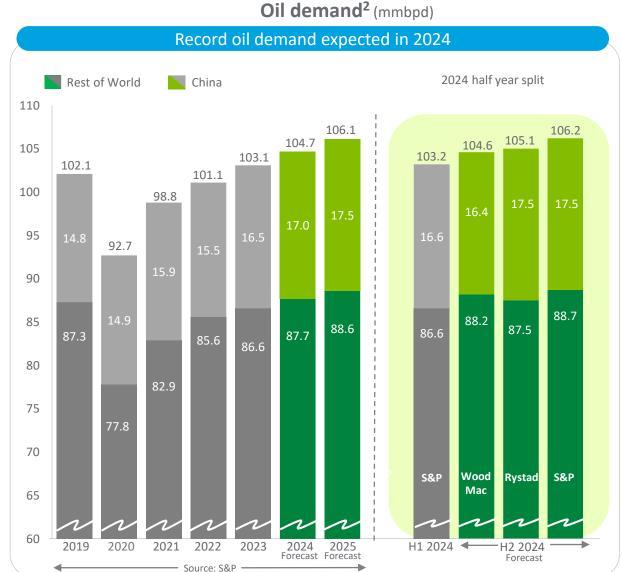
Ziad Al-Murshed

**Executive Vice President & CFO** 

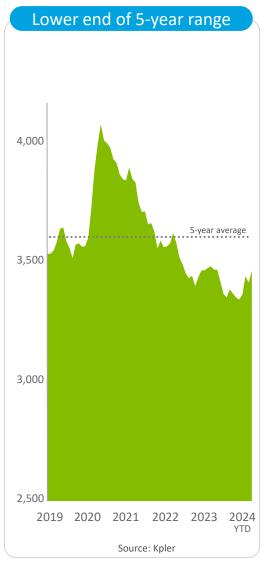
## Oil demand growth expected to continue amidst robust economic outlook

Global GDP growth (Real, year-on-year)





Global inventories<sup>3</sup> (mmbbl)



<sup>2.</sup> Due to rounding, the sum of China and Rest of World may not agree exactly with the total oil demand

<sup>3.</sup> Including commercial and refinery, strategic petroleum reserves, and floating inventories; source from Kplei

## Operational and financial performance

	H1 2023	H1 2024	Q1 2024	Q2 2024
<b>Operational highlights</b>				
Realized oil prices (\$/bbl)	79.9	84.3	83.0	85.7
Hydrocarbon production (mmboed)	13.1	12.4	12.4	12.3
Financial results \$Bn, unless otherwise indicated				
Group net income	62.0	56.3	27.3	29.1
Upstream EBIT <sup>1</sup>	114.1	110.5	54.8	55.8
Downstream EBIT <sup>1</sup>	4.2	1.0	1.2	(0.3)
Capital investments <sup>2</sup>	22.4	24.2	11.7	12.5
Free cash flow <sup>1</sup>	54.1	41.7	22.8	19.0
Balance sheet gearing <sup>1</sup>	(10.5)%	(0.5)%	(3.8)%	(0.5)%
Dividends paid <sup>3</sup>	39.0	62.1	31.1	31.1
ROACE <sup>1</sup> (12 months rolling)	25.9%	21.8%	21.7%	21.8%

### **Quarter-on-quarter analysis**

- > Higher net income
- > Higher oil prices
- > Stable production
- Lower refining margins; continued weakness in chemicals margins
- > Maintained low balance sheet gearing
- Strong ROACE despite impact of significant capital investment program; with \$90bn assets under construction at Q2

<sup>1.</sup> Please refer to www.saudiaramco.com/investors for a reconciliation of non-IFRS measures

<sup>2.</sup> Capital investments includes both organic capex and external investments

<sup>3.</sup> Dividend payments in 2024 included base dividend and performance-linked dividend. The sum may not agree due to rounding

## Successful equity and debt capital markets transactions

### Transactions underpinned by our unique investor proposition

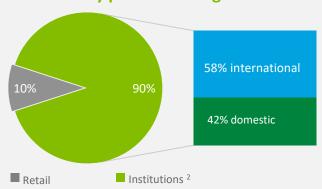
- Distinctive and long-term competitive advantages
- > Exceptional profitability and cash generation

- > Value-focused growth with longevity
- > Fortress balance sheet and financial resilience

#### **Secondary public offering**

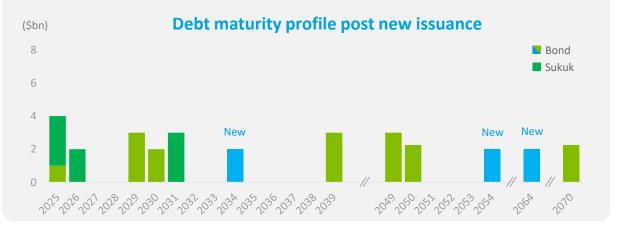
- Transaction size of \$12.35bn, 0.7% of issued shares
- Total free float 2.44% after ~35% increase<sup>1</sup>
- Improved trading liquidity by ~60%
- Diversified shareholder base
- Increased international ownership

#### Secondary public offering allocation



### Re-engagement in debt markets

- Re-established a lower bond yield curve and all tranches were priced with negative new issue premium
- \$6bn bonds issued for general corporate purposes
- Strong demand from investment-grade focused investors
- Order book >\$33bn; oversubscribed >6x
- Diversified funding sources and smoothened our debt maturity profile



2. Excludes Treasury shares

<sup>1.</sup> Represents freely-tradeable shares with no special, commercial, strategic or governance rights; excludes treasury shares and insiders

## Aramco's attractive investor proposition delivers value through cycles

### Sustainable competitive advantages

Unique scale, proximity and full control of upstream assets

High flexibility and reliability; low cost<sup>1</sup>, low depletion and lower emissions<sup>2</sup>

Downstream integration providing long-term placement and balanced product mix of fuels and chemicals

Leadership in technology

### **M** Value-focused growth

Capturing growth in value chain and new energies

Delivering significant and accretive investment program

Localization of supply chain

### (s) Financial strengths

World-leading profitability and cash flows<sup>3</sup>

Robust balance sheet and strong investment-grade credit rating<sup>4</sup>

Fiscal discipline with clear cash flow allocation priorities

### **Well-positioned to maximize long-term value**

World's need for affordable, reliable and more sustainable energy

Continued investment to meet future demand

Strategy supports an orderly energy transition

Enhanced distributions: sustainable and progressive base dividend and performance-linked dividend to share upside<sup>5</sup>

5. Dividends are subject to the Board's discretion and declared in accordance with the dividend distribution policy

cost' refers to our low lifting cost and capital expenditures per barrel of oil equivalent produced, based on 2023 figures

<sup>&#</sup>x27;Lower emissions' refers to Aramco's 2023 Upstream carbon intensity associated with oil production

<sup>3.</sup> Based on 2023 reported net income and free cash flow

Assessed on standalone-basis by Moody's and Fitch



# Appendix

	Glossary		
bbl	Barrels of crude oil, condensate or refined products		
boe	Million barrels of oil equivalent		
Capital investments	Capital expenditure and external investments including acquisition of affiliates, net of cash acquired, additional investments in joint ventures and associates, and certain amounts recognized in net investment in securities and other assets and receivables		
CCS	Carbon capture and storage		
DAC	Direct air capture		
EBIT	Earnings (losses) before interest, income taxes and zakat		
Esmax	Esmax Distribusción SpA		
FCF	Free Cash Flow, computed as net cash provided by operating activities less capital expenditures		
FID	Final investment decision		
GW	Gigawatts		
Hengli & Rongsheng MoUs	Aramco entered into discussions with Hengli Group Co., Ltd. ("Hengli Group") regarding the potential acquisition of a 10% stake in Hengli Petrochemical Co., Ltd. ("Hengli Petrochemical"), subject to due diligence and required regulatory clearances;		
	Exploring the formation of a joint venture in the Saudi Aramco Jubail Refinery Company ("SASREF") with Chinese partner Rongsheng Petrochemical Co. Ltd. ("Rongsheng")		
HoA with Sempra	Signed Heads of Agreement with Sempra for a 20-year sale and purchase agreement for LNG offtake of 5mmtpa from the Port Arthur LNG Phase 2 expansion project. The HoA further contemplates Aramco's 25% participation in the project-level equity of Phase 2. The parties expect to execute a binding LNG SPA and definitive equity agreements with terms substantially equivalent to those in the HoA, subject to a number of conditions.		
HoA with NextDecade	Signed Heads of Agreement with NextDecade for a 20-year LNG sale and purchase agreement for offtake of 1.2mmtpa from Train 4 at the Rio Grande LNG Facility at the Port of Brownsville, Texas, USA. Aramco and NextDecade are currently in the process of negotiating a binding agreement, and once executed, the effectiveness of which will be subject to a positive Final Investment Decision on Train 4		
HORSE Powertrain	Subject to closing conditions, including regulatory approvals, HORSE Powertrain Limited will be owned 45% by Geely Automobile Holdings Limited, 45% by Renault Group and 10% by Aramco		

ICE	Internal combustion engine
IOC	Five largest International Oil Companies (BP, Chevron, Exxon, Shell, Total)
LNG	Liquefied Natural Gas
LTC	Liquids to Chemicals
mmbbl	Million barrels of crude oil, condensate or refined products
mpbd	Thousand barrels per day
mmboed	Million barrels of oil equivalent per day
mmbpd	Million barrels of oil per day
MoU	Memorandum of Understanding
MSC	Maximum Sustainable Capacity
OGCI	Oil and Gas Climate Initiative
PLD	Performance-Linked Dividends
ROACE	Return on Average Capital Employed
Tscf	Trillion standard cubic feet

### **Reporting dates**<sup>1</sup>

#### Tuesday, November 5, 2024

Q3 2024 Results & Earnings Call

#### Tuesday, March 4, 2025

FY 2024 Results & Earnings Call

1. Expected dates, subject to change

