WEBCAST – CONFERENCE CALL

Full Year and Fourth Quarter 2018 Results

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In October 2015, the European Securities Markets Authority (ESMA) published its Guidelines on Alternative Performance Measures (APMs). The guidelines apply to regulated information published on or after 3 July 2017. The information and breakdowns relative to the APMs used in this document are included in Annex I "Alternative Performance Measures" in the Management Report 2018 and Repsol´s website.

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On track to deliver 2020 strategic objectives

Key messages

Strong strategic delivery in 2018

1 Increasing shareholder returns

- 14.7% dividend increase in 2018
- 100% scrip dividend buyback

2 Profitable portfolio growth

- 3% production growth in 2018 to 715 kboe/d. Record production since 2011
- Optimization of refining operations to maximize the benefit from IMO in 2020
- Expansion of Marketing and Advanced Mobility businesses (180 Service Stations in Mexico)

3 Developing an operated profitable low carbon business

- Acquisition of the low-emissions assets and retail business of Viesgo*

4 Maintaining a strong financial position

- 45% Net Debt reduction in 2018
- Improved credit rating and outlook

* Becoming Spain's fifth largest gas and power player with 2.9 GW of Low Carbon Generation

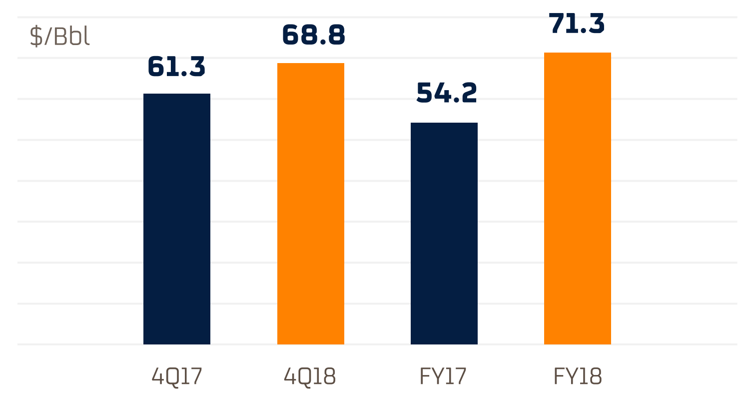
Delivering value growth in a volatile macro scenario

Market environment

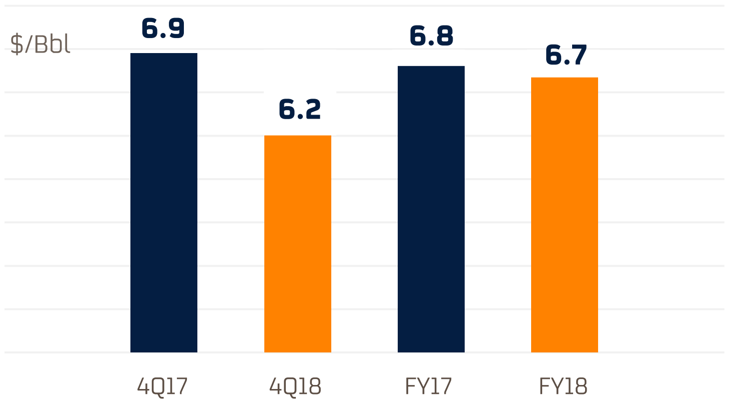
Managing the company independently from oil price, leveraged on integrated model

Repsol gas realization price up 17% reflects limited exposure to Henry Hub

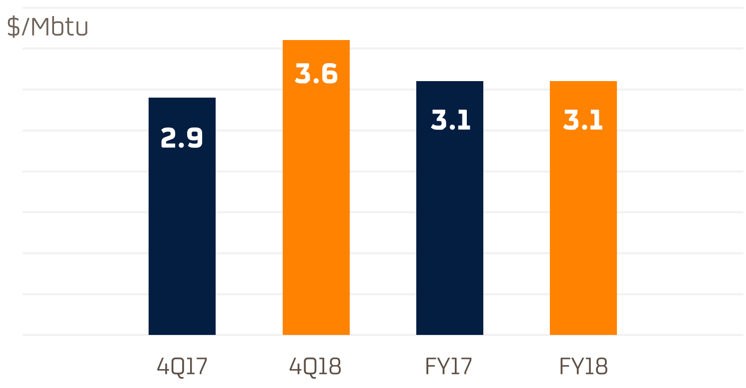
BRENT PRICE



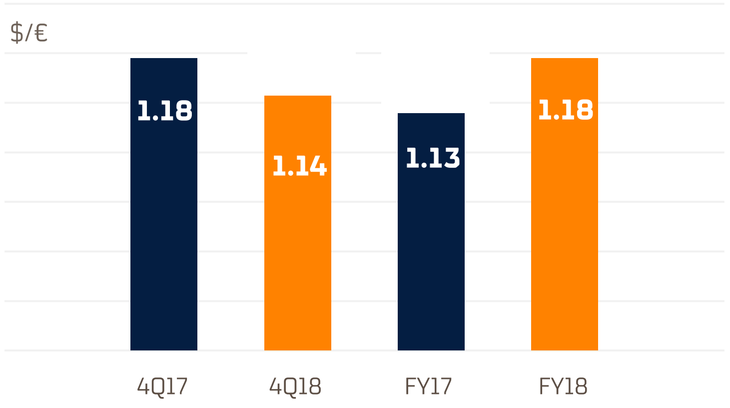
REFINING MARGIN INDICATOR



HENRY HUB PRICE



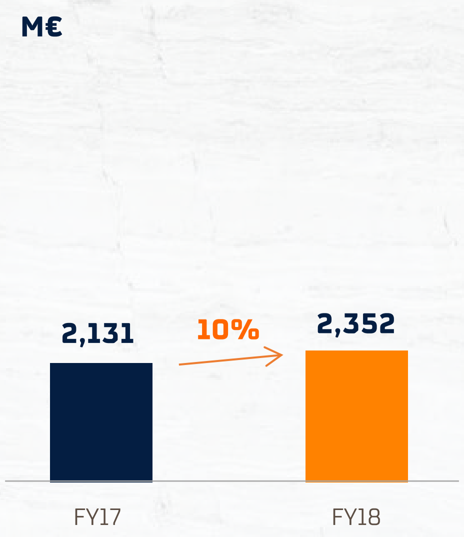
EXCHANGE RATE



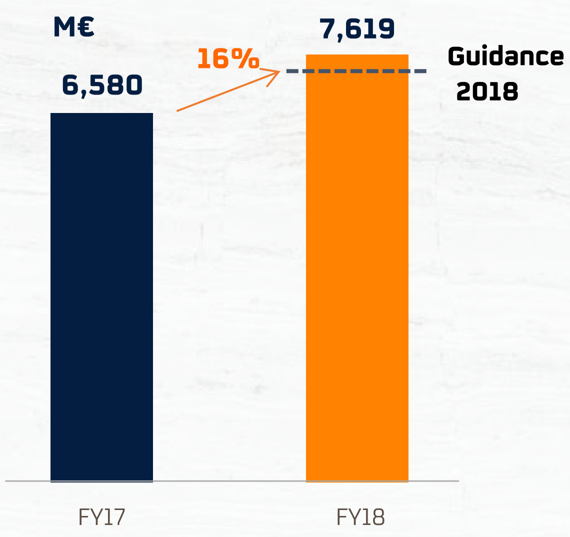
Strong delivery on 2018 commitments

Financial highlights

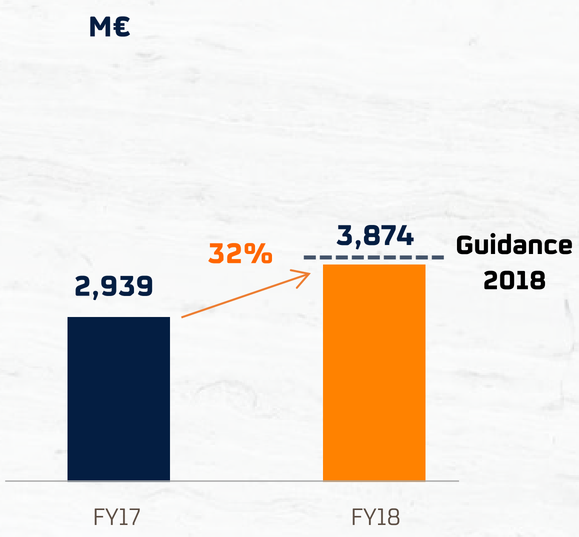
ADJUSTED NET INCOME



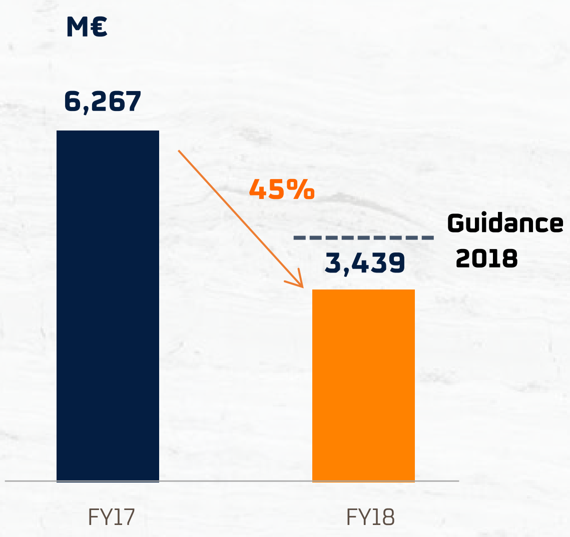
EBITDA CCS



CAPEX*



NET DEBT



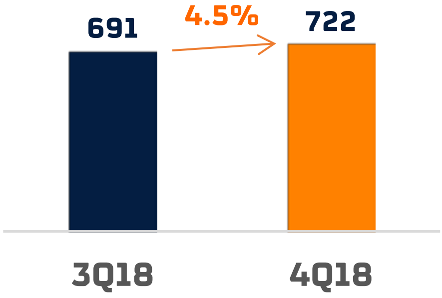
CFFO more than cover organic capex, dividend payments, share buybacks and financing costs

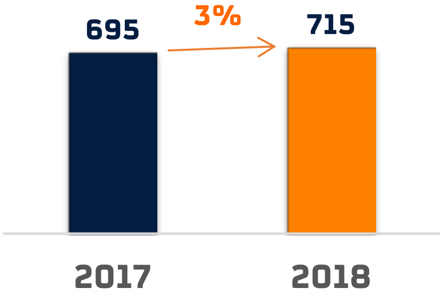
**Payments for investment activities excluding financial assets*

Record production level

Upstream highlights

PRODUCTION





2018 vs 2017:

\+ Ramp-up/start-up of new projects **Reggane**, **Juniper**, **Monarb**, **Kinabalu**, **Sagari** and **Bunga Pakma**

Higher volumes in **Marcellus** and **Libya**

\- Divestments, **Venezuela** (lower sales)

DEVELOPMENT ACTIVITY

T&T

Angelin began production in Feb19. 2 additional projects were approved (**Cassia and Matapal**)

Norway

Approved the redevelopment plan of **YME**

USA

2 planned wells were successfully drilled in **Buckskin**

Colombia

Phase1 development of **Akacias** (block CPO-9) was approved

Malaysia

Bunga Pakma start up achieved in April

Building strong exploration portfolio

Upstream highlights

EXPLORATION

- **22 wells**[1], of which **5** were declared **positive**, 1 remains under evaluation
- **2 appraisal well campaign** of the **Pikka** area (Alaska), currently **underway**, with encouraging early results
- **Indonesia**: **Sakakemang**[2] discovery, at least **2 TCF** of recoverable resources
- Strengthening our exploration portfolio in core areas: **Mexico, Brazil** and **Alaska**

PORTFOLIO MANAGEMENT

- Exited Mid Continent (USA) and exploratory positions in Angola, Gabon and Romania
- Norway as a platform for growth: acquired stakes in **Visund** and **Mikkel**[2]

RESERVE REPLACEMENT RATIO

94%
Total RRR

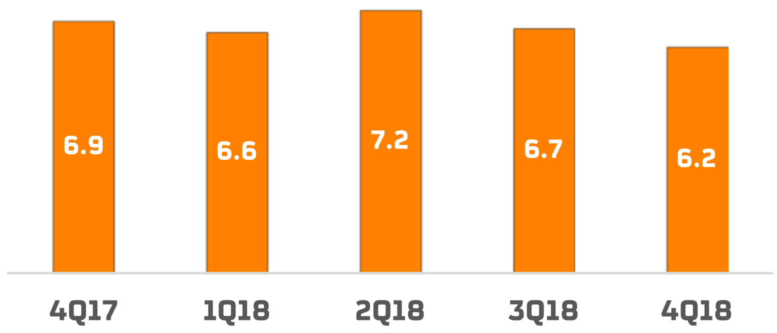
3-year average total RRR 96% (101% Organic)

1. 21 exploratory and 1 appraisal wells
2. In 2019

Solid performance and progressing towards our strategic goals

Downstream highlights

REFINING



PETROCHEMICHAL

- Met our EBIT guidance for 2018
- Worse environment, due to the increase in the price of naphtha and unexpected operational issues, already fully solved during the year

MARKETING

- Higher **contribution** from **LPG** business
- **Lubricants,** teamed up with **Bardahl**
- **Mexico**, **180** service stations, **240** contracts already signed
- Repsol and Kia launched Wible, a new car sharing service in Madrid with **500 hybrids cars**

LOW CARBON

- **Viesgo's assets** transaction was completed in early November.
- Acquisition Valdesolar Hive, a **264 MW** greenfield **solar project** in Spain
- Already achieved more than **70%** of our **4.5 GW** low-emissions generation target to 2025

4Q18 and Full Year 2018 results

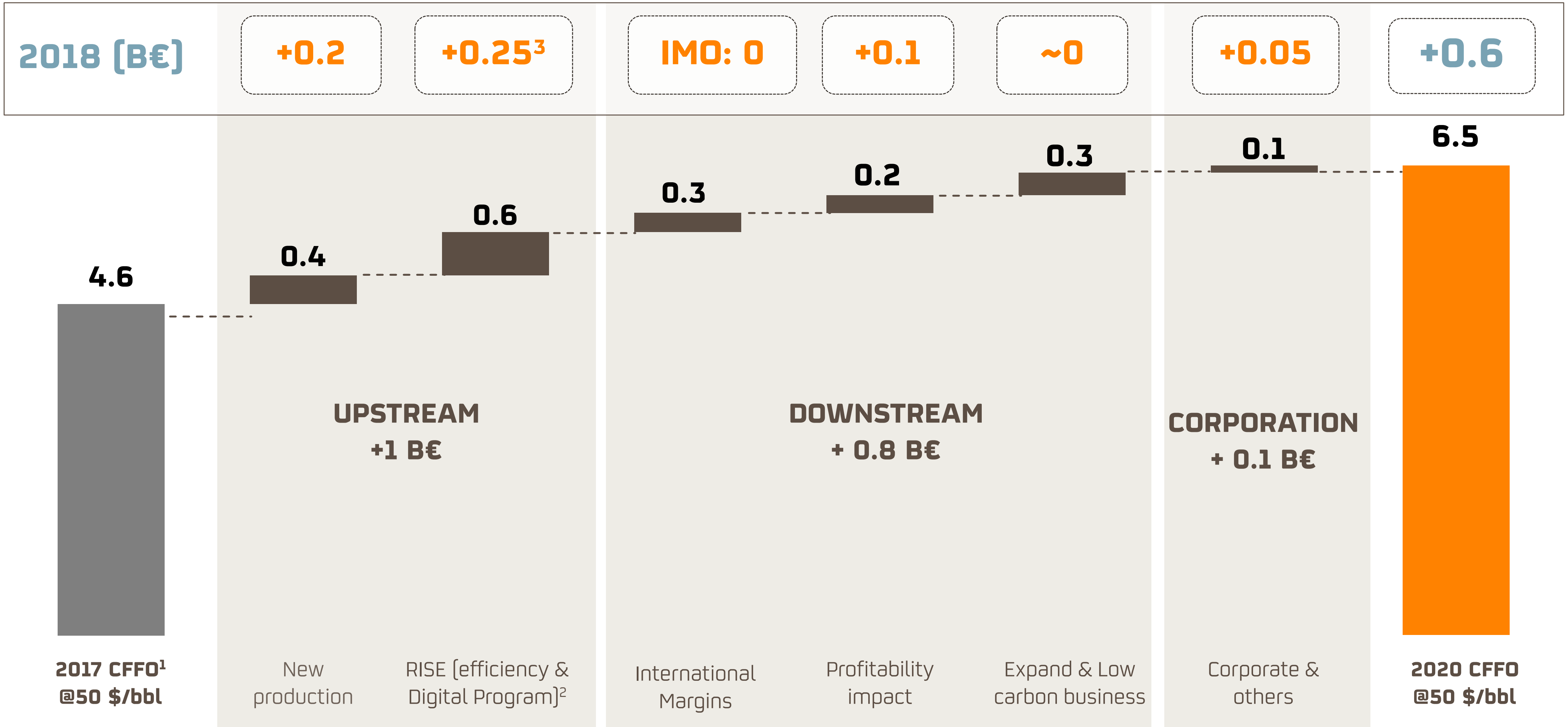
Financial highlights

Results (€ Million)	Q4 2017	Q3 2018	Q4 2018	% Change Q4 18/Q4 17	Jan - Dec 2017	Jan - Dec 2018	% Change 2018/2017
Upstream	145	368	310	113.8	632	1,325	109.7
Downstream	446	336	485	8.7	1,877	1,583	(15.7)
Corporate and others	(3)	(116)	(163)	-	(378)	(556)	(47.1)
ADJUSTED NET INCOME	**588**	**588**	**632**	**7.5**	**2,131**	**2,352**	**10.4**

Upstream Adjusted Net Income increased 110% versus 32% brent price increase y-o-y

Clear path for cashflow growth to 2020

Outlook to 2020

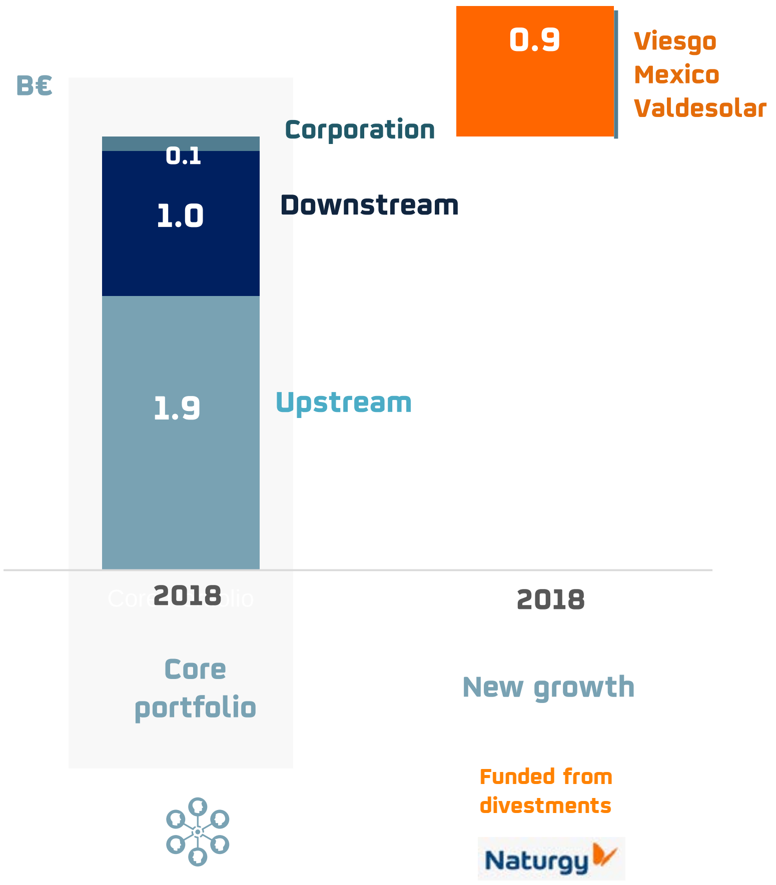


1. Adjusting values to $50/bbl and excluding Spain extraordinary tax refund effect. CFFO in 2017 was 5.5 B€.
2. Rise production impact considered in new prodction
3. Refers to sustainable savings

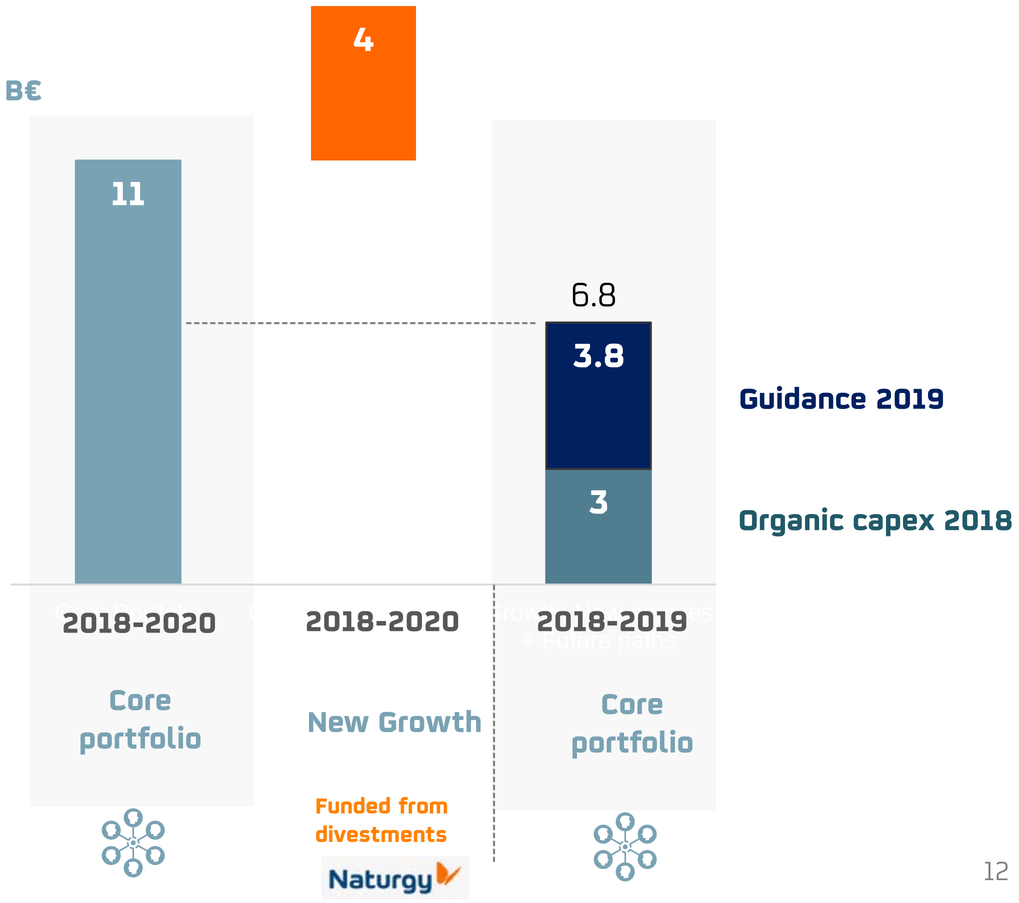
Capex in core and expand portfolios

Outlook to 2020

2018 ACTUAL CAPEX IN LINE WITH 18-20 GUIDANCE. FLEXIBILITY TO FULFILL THE PERIOD COMMITMENT



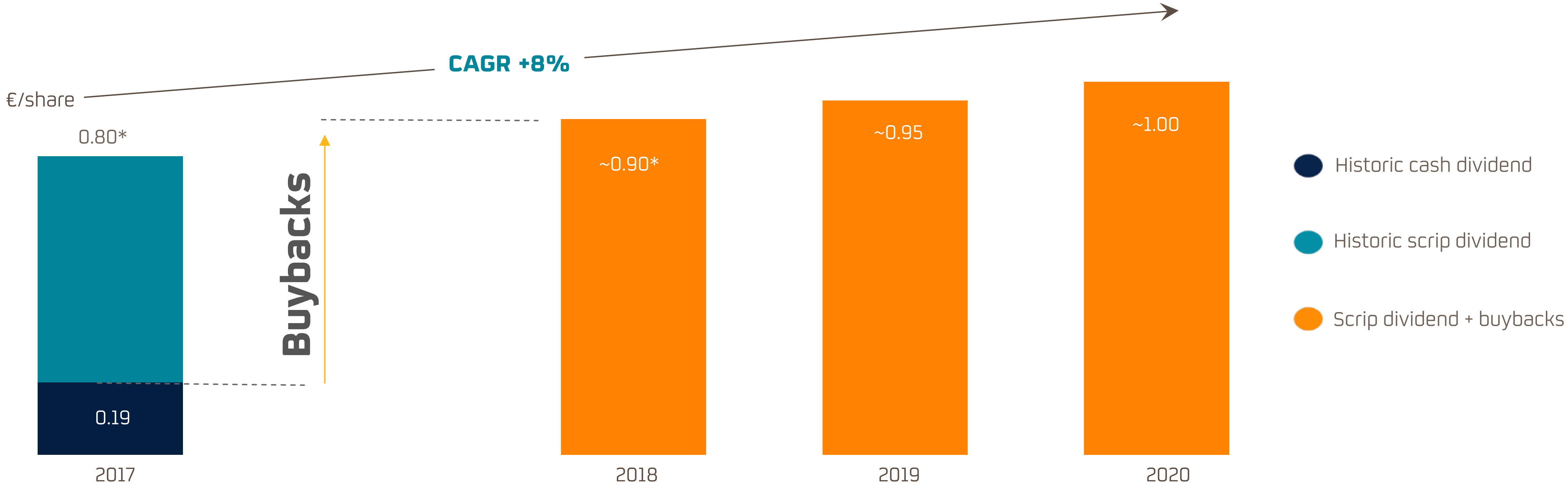
2018-20 15B€ STRATEGIC UPDATE CAPEX GUIDANCE: €11Bn ORGANIC AND €4Bn EXPANSION



Increasing shareholder remuneration and full buyback of scrip

Outlook to 2020

DIVIDEND PER SHARE BASED ON DISBURSEMENT YEAR



BUYBACK PROGRAM:

68.777.683 shares of capital reduction

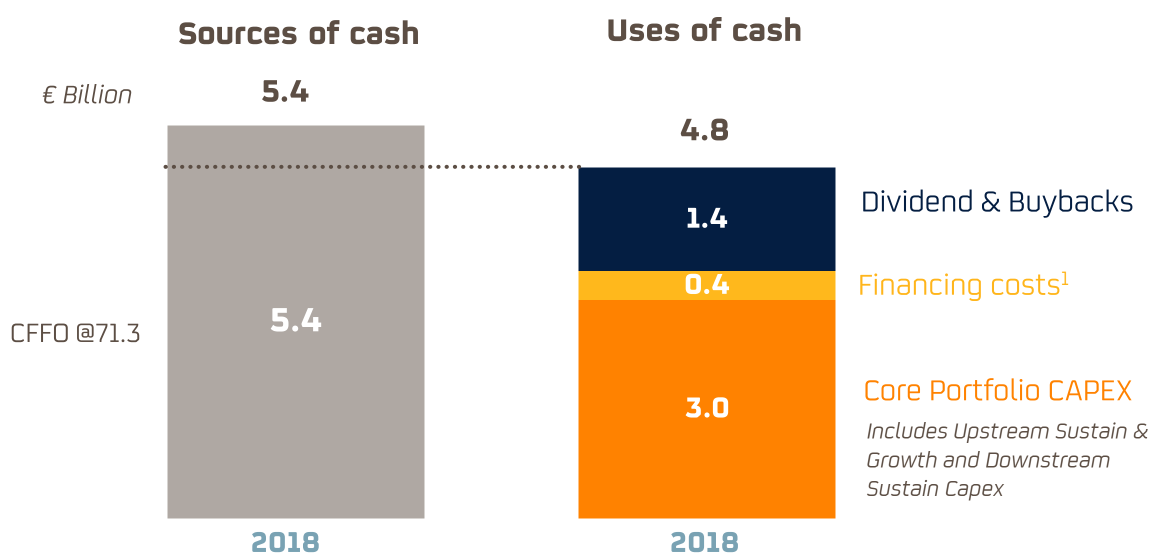
1.527.396.053 shares at the end of 2018

* Dividend fixed prices guaranteed by Repsol in 2017 were 0.761 €/s and 0.873 €/s in 2018

Leaner and more efficient operator through lower breakevens

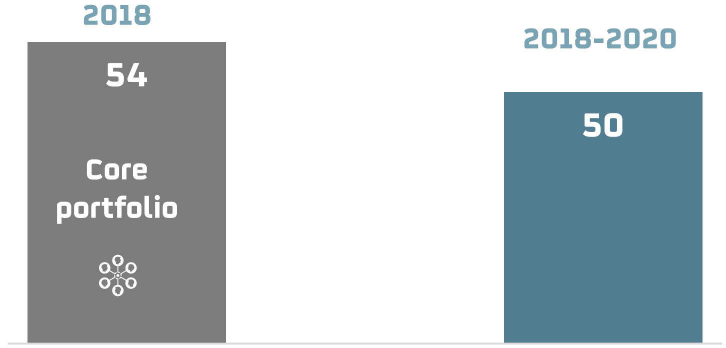
Outlook to 2020

CAPEX & Shareholders' retribution financed by organic CFFO excluding inorganic capex and divestments



Downstream Expand and Low carbon business Capex fully financed by Naturgy divestment

Total Group's Free Cash Flow breakeven, excluding inorganic capex and divestments, was 54 dollars in 2018, in line with our strategic objective



Ongoing efficiencies and digitalization initiatives will contribute with further savings towards 50$/bbl period average target to 2020

Additional funds from higher oil and gas prices will fund the acceleration of organic projects

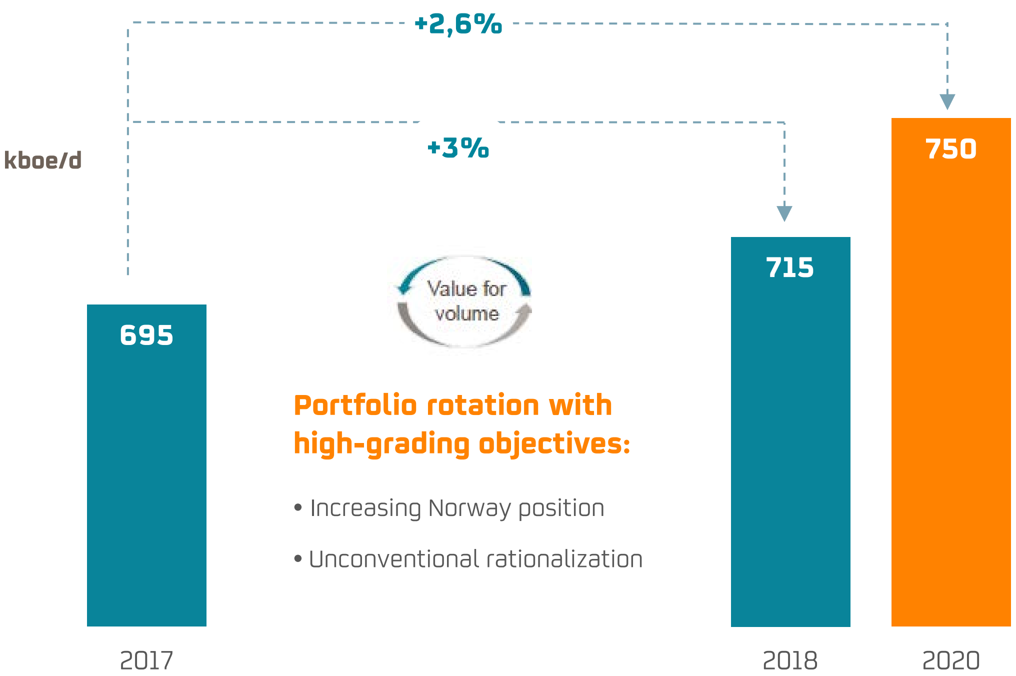
1. Financing costs include leases, financial charges, dividends to minority, hybrid interests and other movements

Improving Upstream returns with profitable growth

Outlook to 2020

AROUND 3 % PRODUCTION GROWTH IN 2018 WITH IMPORTANT CONTRIBUTION FROM PROFITABLE SHORT-CYCLE PROJECTS

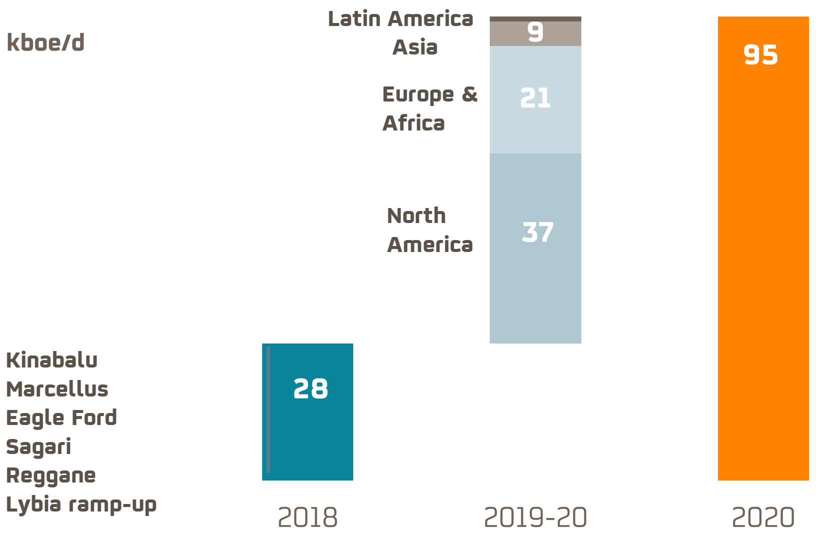
~3% production growth in 2018 in line with commitment (2.6% CAGR by 2020)



Portfolio rotation with high-grading objectives:

- Increasing Norway position
- Unconventional rationalization

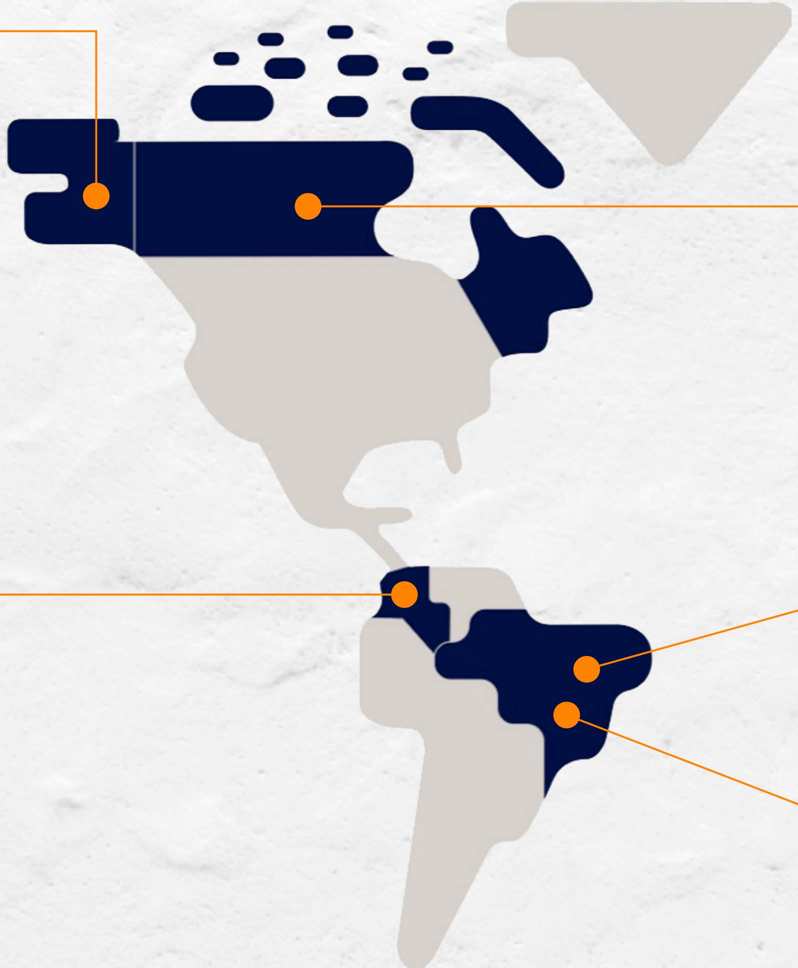
Around 28 kboed of new production from short-cycle projects in 2018



- **Oil-biased new production** in Libya, Eagle Ford and Kinabalu
- **Incremental low cost production in gassy scale projects** as Sagari, Marcellus and Reggane

Working on our 2020+ project pipeline

Outlook to 2020



Alaska (US)

- The 2 appraisal wells currently underway, with **encouraging early results**
- Phase 1: FO in 2023-24, production plateau net ~46 kboe/d

Duvernay (Canada)

- **10 wells were drilled in 2018.**
- Current activity is focus on de-risking Ferrier East and **expected FID is anticipated within the next 12 months**

CPO-9 (Colombia)

- Dev. Phase-1 sanctioned, production: net 7 kboe/d 2019
- **FID Dev. Phase-2 expected in 2H19**
- FO in 2021-2022 & production plateau net 20 kboe/d

Campos 33 (Brazil)

- Fully appraised
- First gas/oil 2024-2026, net ~45 kboe/d

Sagitario (Brazil)

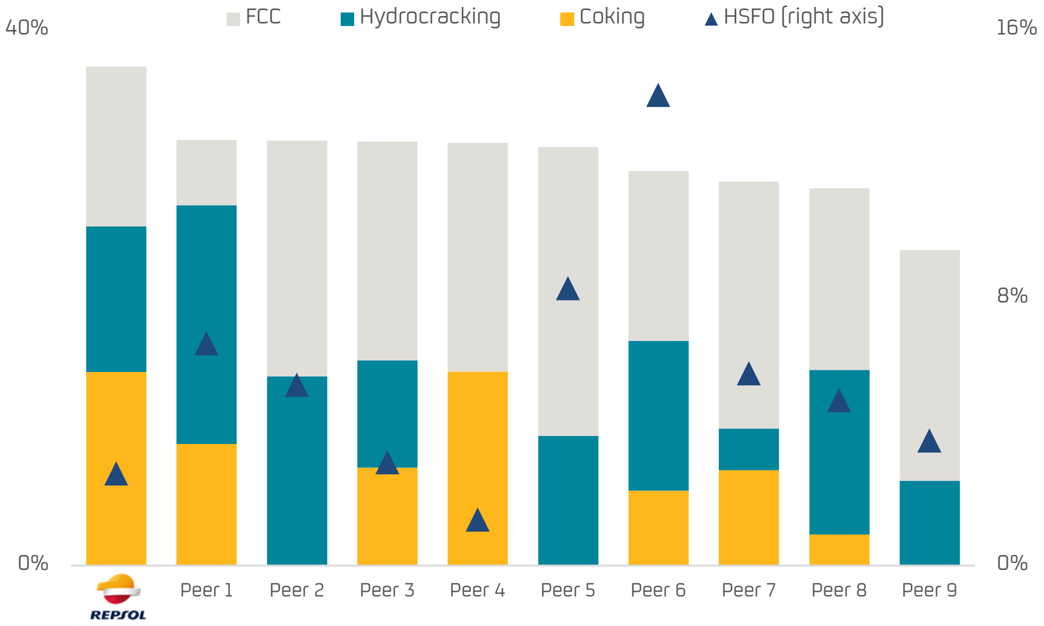
- **Appraisal well to be drilled in 2Q 2019**

Repsol perfectly positioned to benefit from IMO 2020

Outlook to 2020

TOP EUROPEAN PLAYER[1] IN CONVERSION, STRONGEST COKING CAPACITY AND ONE OF THE LOWEST HSFO YIELD

2018 Peers Conversion-to-crude Capacity Ratio vs 2017 HSFO yield



Leader in EU coking → 25%
Of the total EU coking capacity (while only 6% of total distillation)

Middle Distillates Yield → >50%

Fuel Oil yield → <7%

Fully invested for IMO

Source: Wood MacKenzie Refinery Benchmarking tool
1. Considering peers with refining capactity over 350 kboe/d Europe: BP, Eni, ExxonMobil, Hellenic, OMV, PKN Orlen, Total, Tupras, Shell. Hydrockracking capacity excludes Mild Hydrocracking.

Downstream activated as growth engine

Outlook to 2020

New international growth opportunities leveraging our competitive advantages

Mexico

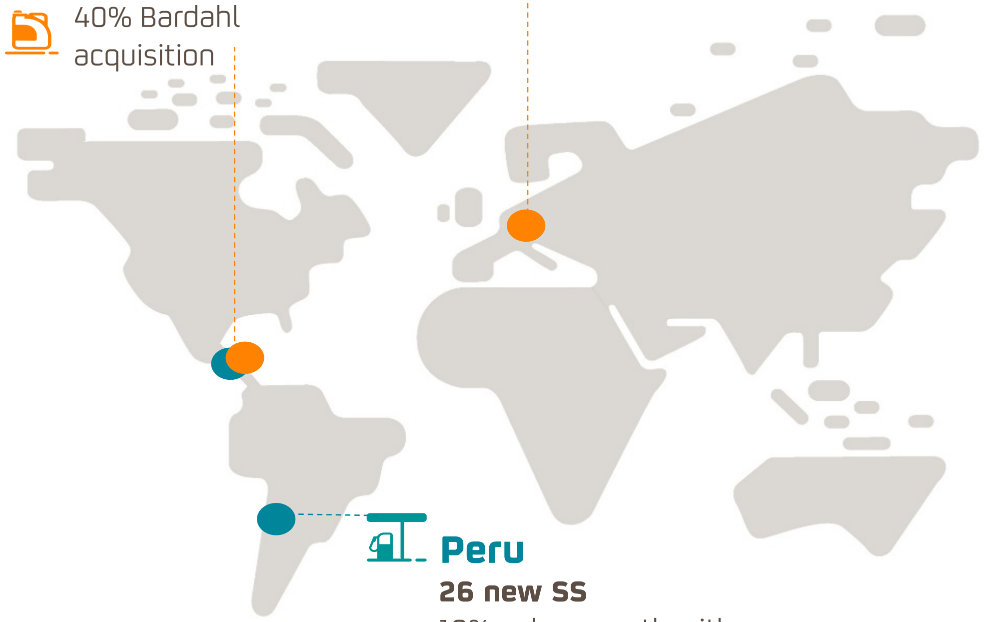
180 new SS[1]

240 new contracts

40% Bardahl acquisition

Europe[2]

Lubes sold through Amazon



Peru

26 new SS

10% sales growth with Puma Energy Acquisition

New growth levers Enhancing strengths through digitalization and new businesses

Advanced Movility

Car sharing

wible **+500** hybrid cars

Convenience stores

REPSOL SUPER COR Stop&Go

150 SS 2018

350 SS 2019

Mobile Payment App

~1 Million users

Venture Capital

Investment projects in Start-ups

70% klikin **~5%** ample

Wattio,
stakes in renewable generation:
Principle Power and
Windfloat project

Strongest energy company brand[3] in Spain

Digitalization Projects

Google Cloud

Analytics

Polyolefins Project

Digitalization

Chemical differentiation

Advances in the range of Repsol healthcare

Repsol Impact0®

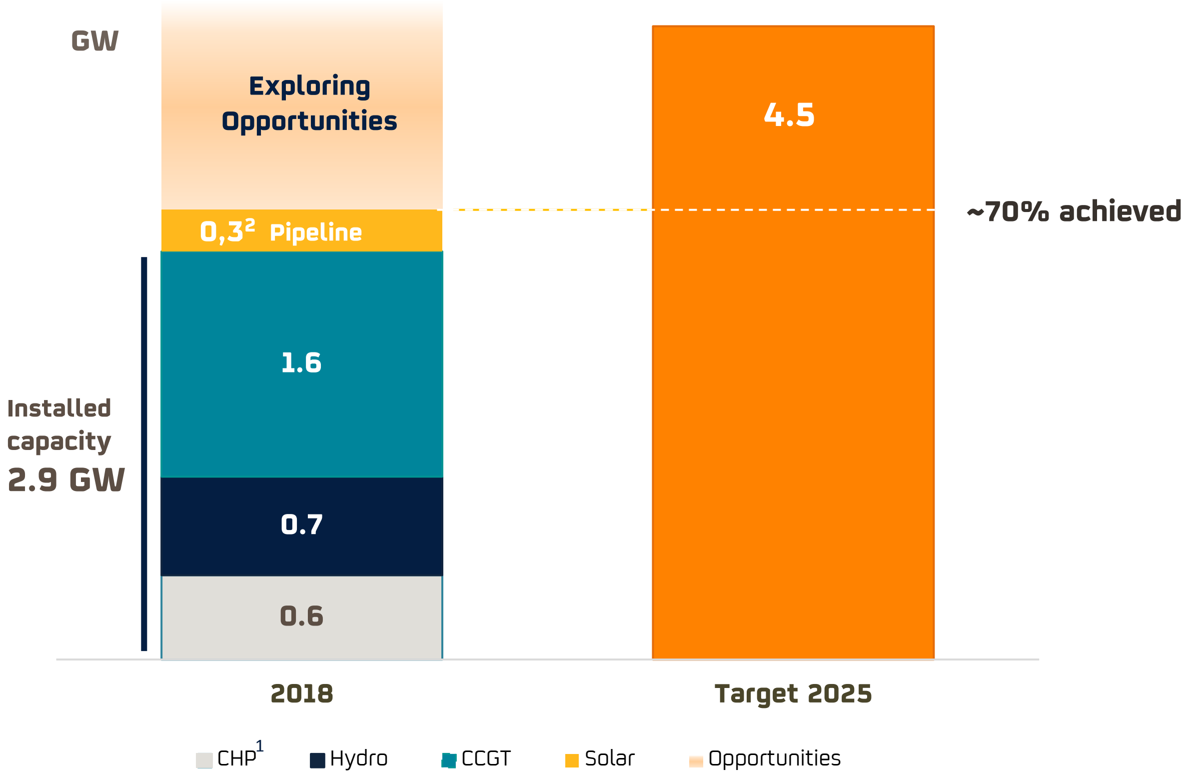
Chemicals

1. Service Station. 2. Starting in 2019, the product will be sold through this platform in Portugal, the United Kingdom, France and Germany 3. 2016 Repsol Brand Image and Positioning Study (November 2016)

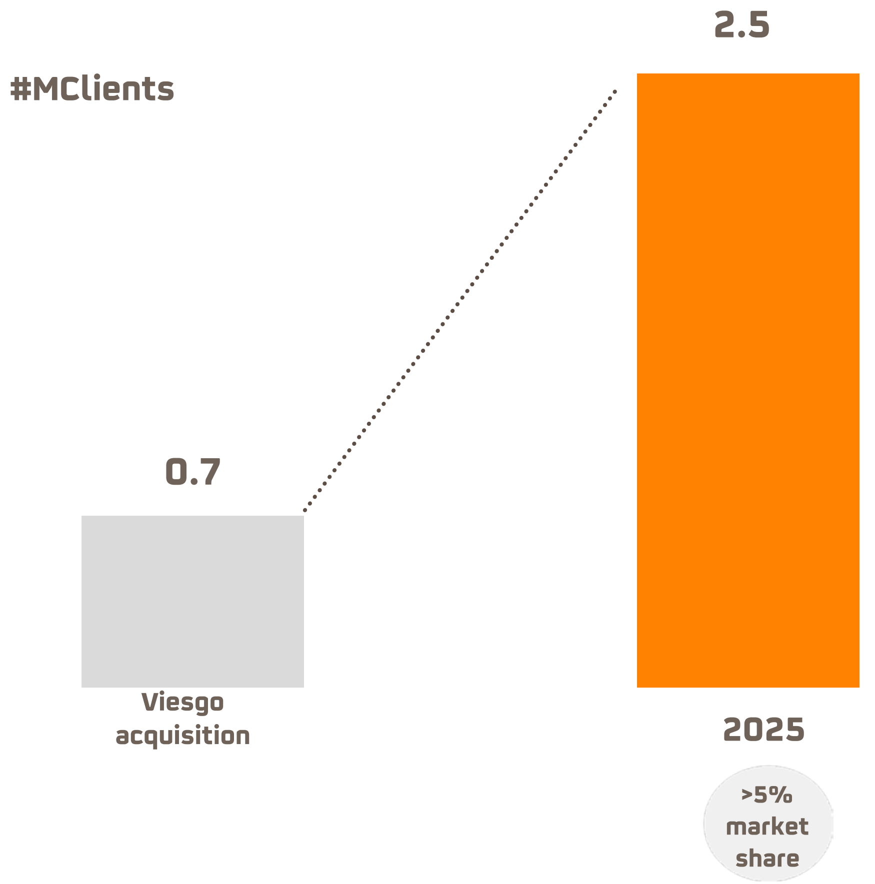
Accelerated delivery of 2025 objectives in Low Carbon

Outlook to 2020

Developing a strong position in Spain
with 2.9 GW of installed capacity



Viesgo acquisition led the way to develop our key capabilities
to become the 5th G&P player in Spain



1. Combined Heat and Power or cogeneration plants. 2. Valdesolar (264MW) and Windfloat (25MW)

Digitalization and efficiency

Outlook to 2020

Upstream

(0.25 B€ sustainable CFFO): better maintenance, reduction of logistics and decomissioning costs and initiatives in gas comercialization

Downstream

(0.1 B€ sustainable): improving integrated margin, process digitalization

Corporate

Lower corporate costs (-6%)

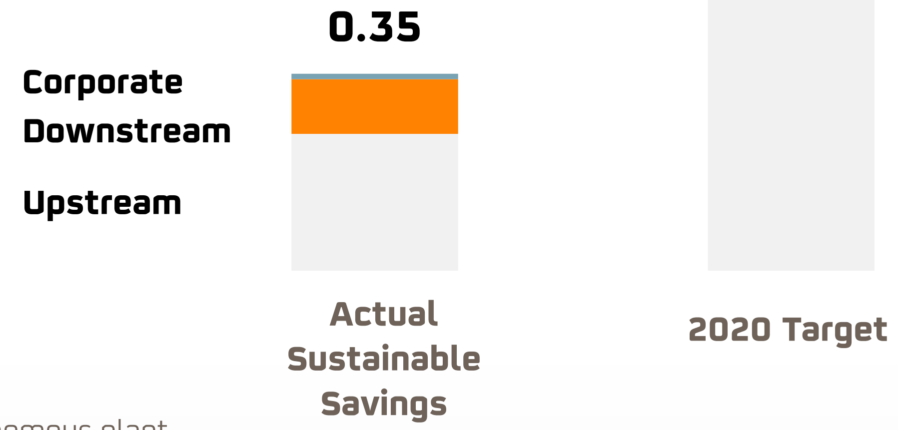
Digitalization

0.3 B€ FCF pre-tax in 2020

130 initiatives on going

Omnichannel experience, new business models, autonomous plant and zero unexpected failures, E&P digitally-enabled operations excellence and robot process automation (RPAs)

CFFO impact (B€)



Actual 2020 sustainable savings ~€350 million euros with CFFO impact.
Additional ~€200 million Upstream capex savings compared to budget

2019 Budget

Outlook to 2020

	2019 Budget*	
EBITDA CCS (€Bn)	~8.0	• Upstream Division: **~ €4.7Bn** • Downstream Division: **~ €3.4Bn**
Production (kboe/d)	~720	• Increase of development activity in Marcellus and projects comming on stream during the year (T&T, Buckskin and Akacias)
Refining Margin Indicator ($/bbl)	7.6	• Acceleration of maintenance in our refineries will not impact refinery utilization **
Net Debt	2.8	• Net debt reduction due to expected solid cash flow generation
ORGANIC CAPEX (€Bn)	~3.8	• Upstream Division: **~ €2.4Bn** • Downstream Division: **~ €1.3Bn**

* *Assumptions: Brent 65$/bbl, HH 3.3$/Mbtu*

** Bilbao: January to March and mid-June; La Coruña: April; Cartagena: September; Puertollano: November; In Chemicals planned maintenance in Tarragona 4Q19

On track to deliver 2020 strategic objectives

Conclusions

1 Increasing shareholder returns

- Dividend increase to 0.95 €/share in 2019
- 100% scrip dividend buyback

2 Profitable portfolio growth

- Operational performance improvement managing our portfolio to achieve our 750 kboe/d target in 2020
- Acceleration of planned maintenance of our refineries to maximize the value capture from IMO in 2020
- Downstream expansion in Marketing and Advanced Mobility

3 Developing an operated profitable low carbon business

- Continue transforming our company and preparing for the energy transition towards a less carbon intensive world

4 Maintaining a strong financial position

- Progressing with our digital and efficiency ambitions
- Commitment to deliver on our path for cash flow growth to 2020

Full Year and Fourth Quarter 2018 Results

Repsol Investor Relations

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