

# Investor Update

June 2019



**REPSOL**



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# 2018-2020

*Delivering value growth through the cycle*



1. Company overview
2. Strategic progress
3. Upstream update
4. Downstream & Low Carbon update
5. Digitalization & efficiencies
6. Financing
7. Conclusions & key targets
8. Historic data book

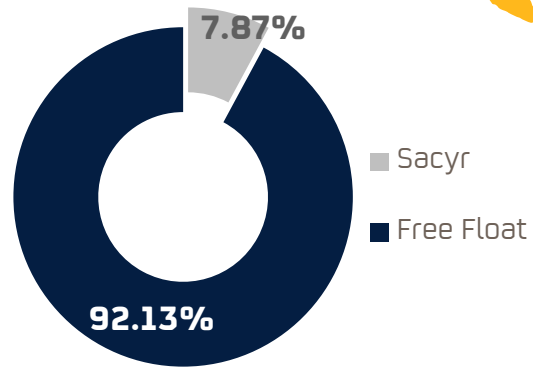
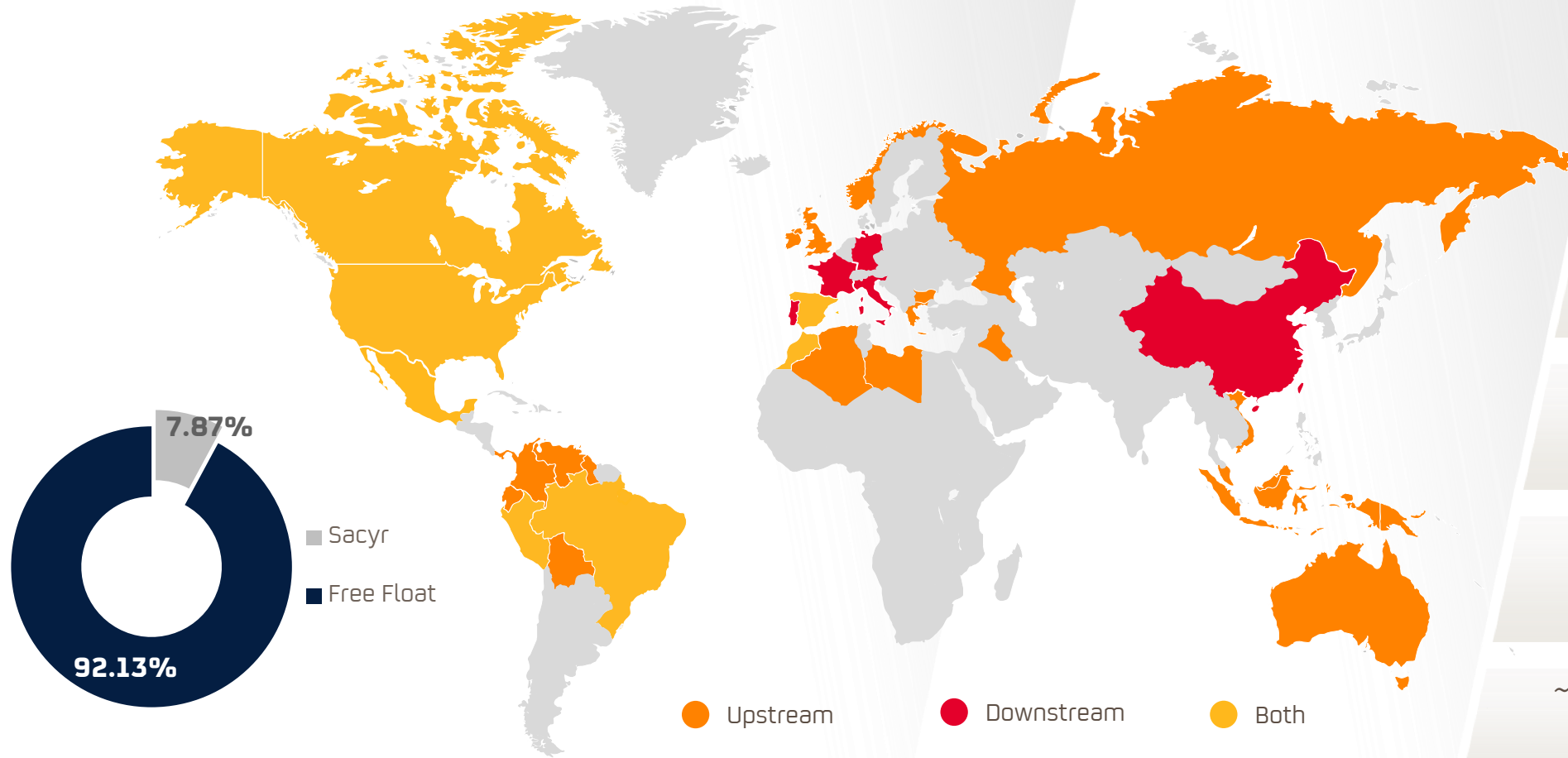
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# Company overview



# Repsol: A unique, Integrated Global Position

## Company overview



Core businesses:  
Upstream and  
Downstream

~715 kboe/d production

~2.3 billion boe proved  
reserves<sup>1</sup>

1 Million bbl/d refining  
capacity

~2.6 Millions tons of  
base chemicals<sup>3</sup>  
capacity

~4,900 service stations

- 17% of retail shareholders <sup>2</sup>
- ~30% of institutional shareholder base managed under ESG criteria

1. As of 31/12/2018. 2. May 2019. 3. Includes 1.2 Million tons of Ethylene and 1.4 Million tons of other base Chemicals

# Strategy 2018-2020

## Company overview



### 1. Increasing shareholder returns



- **Dividend** per share **8% p.a. growth** with full buyback of shares
- **Dividend target fully covered** at \$50/bbl
- CFFO **dividend coverage** to grow from 3.9x in 2017 to 4.3x in 2020
- **Sustainable long term pay-out**

### 2. Growing our portfolio profitably



- **Growth** across all value-creation metrics, **at any oil price**
- **Downstream** activated as **asset-light** growth engine
- Upstream delivering **performance improvement** and portfolio upgrade
- Strong pipeline of **attractive growth** projects in both divisions

### 3. Thriving in the energy transition



- **Develop long term options**
- Leverage our **competitive advantages**
- Reduce carbon footprint
- Build new capabilities



### 4. Financial flexibility



## A unique value proposition

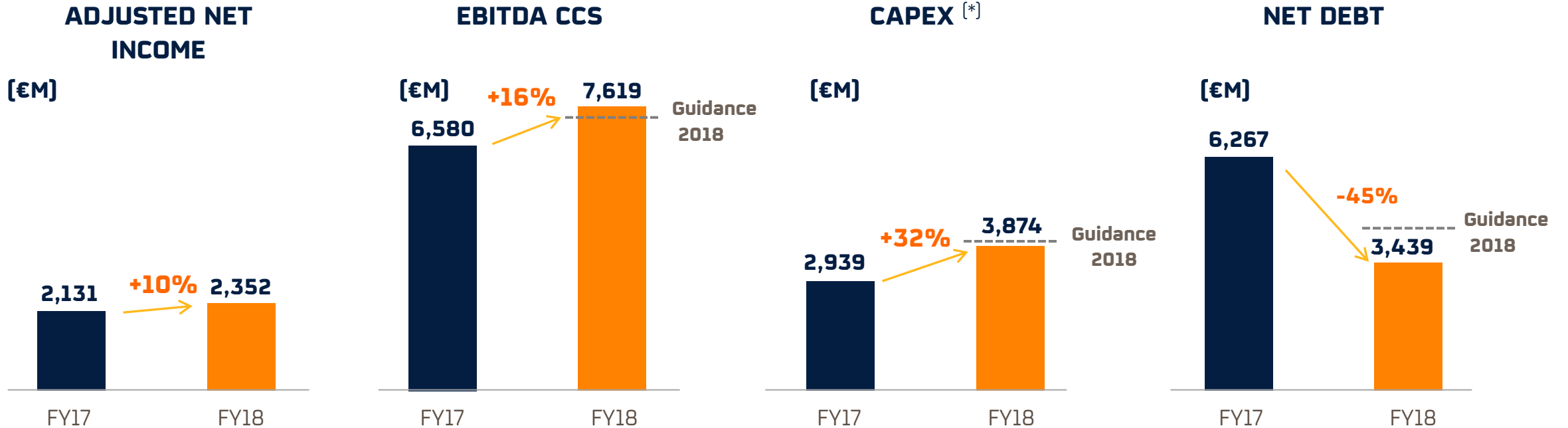
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Strategic progress



# Strong delivery on 2018 commitments

Strategic progress



**CFFO in 2018 more than covered organic capex, dividend payments, share buybacks and financing costs**

[\*] Payments for investment activities excluding financial assets



# All 2018 targets were achieved

Strategic progress

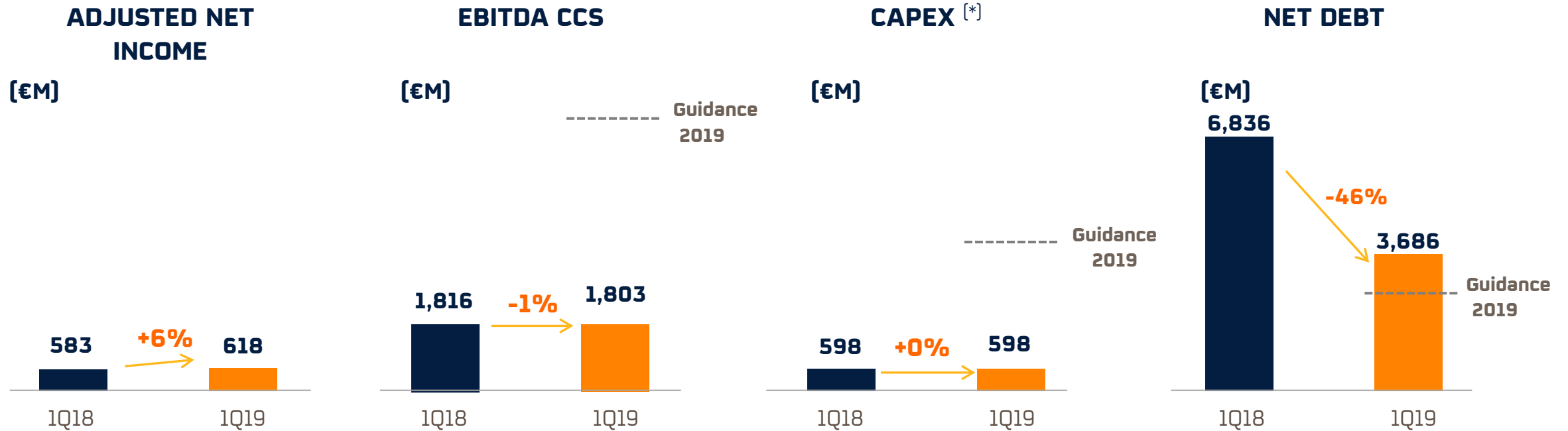


		COMMITMENT	DELIVERY	
IMPLEMENTATION	EBITDA at CCS	€7.5 Bn	€7.6 Bn	✓
	CAPEX	€3.8-4 Bn	€3.9 Bn	✓
	NET DEBT	€3.5 Bn	€3.4 Bn	✓
	Organic FCF Breakeven	50 \$/bbl (avg. 2018-2020)	54 \$ /Bbl <sup>[1]</sup>	✓
	Dividend per share	~ € 0.9	~ € 0.9 <sup>[2]</sup>	✓
	Share Buyback	100%	100%	✓
	Net production	715 Kboe/d	715 Kboe/d	✓
	Upstream FCF Breakeven	< 50 \$/bbl (long-term)	< 50 \$/bbl	✓

1. Excluding inorganic capex and divestments and including fiscal adjustments. 2. Dividend fixed prices guaranteed by Repsol in 2017 were 0.761 €/s and 0.873 €/s in 2018

# Strong delivery in 1Q19 results

Strategic progress



**CFFO in 1Q19 more than covered capex, financial costs and shareholder remuneration**

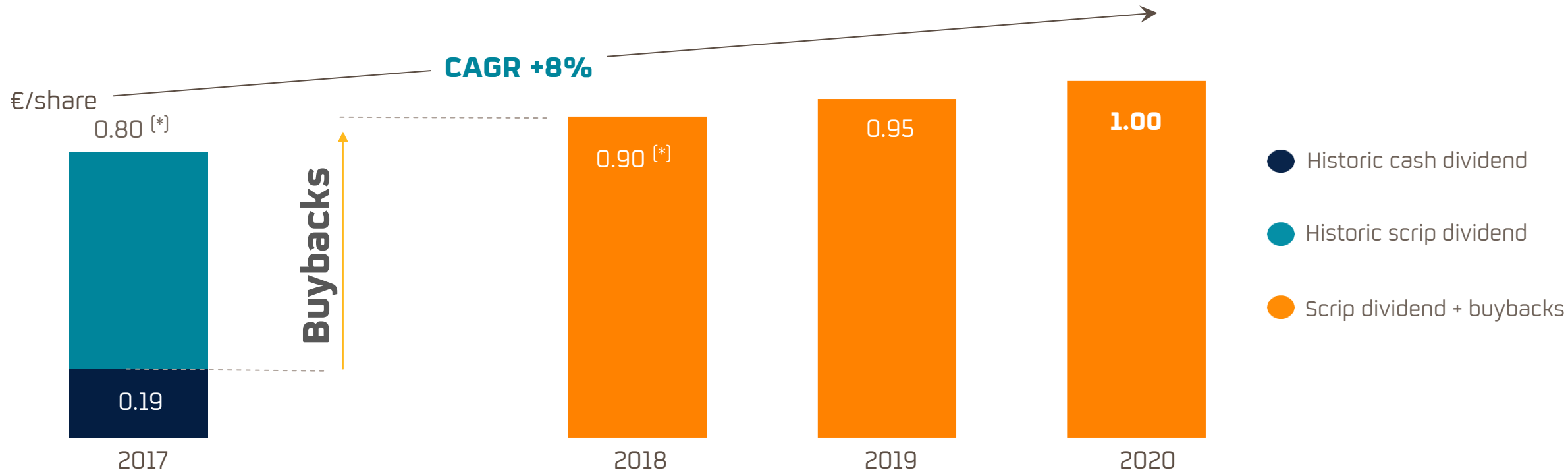
[\*] Payments for investment activities excluding financial assets

# Increasing shareholder remuneration and full buyback of scrip

Strategic progress



Dividend per share based on disbursement year



## Buyback program in 2018:

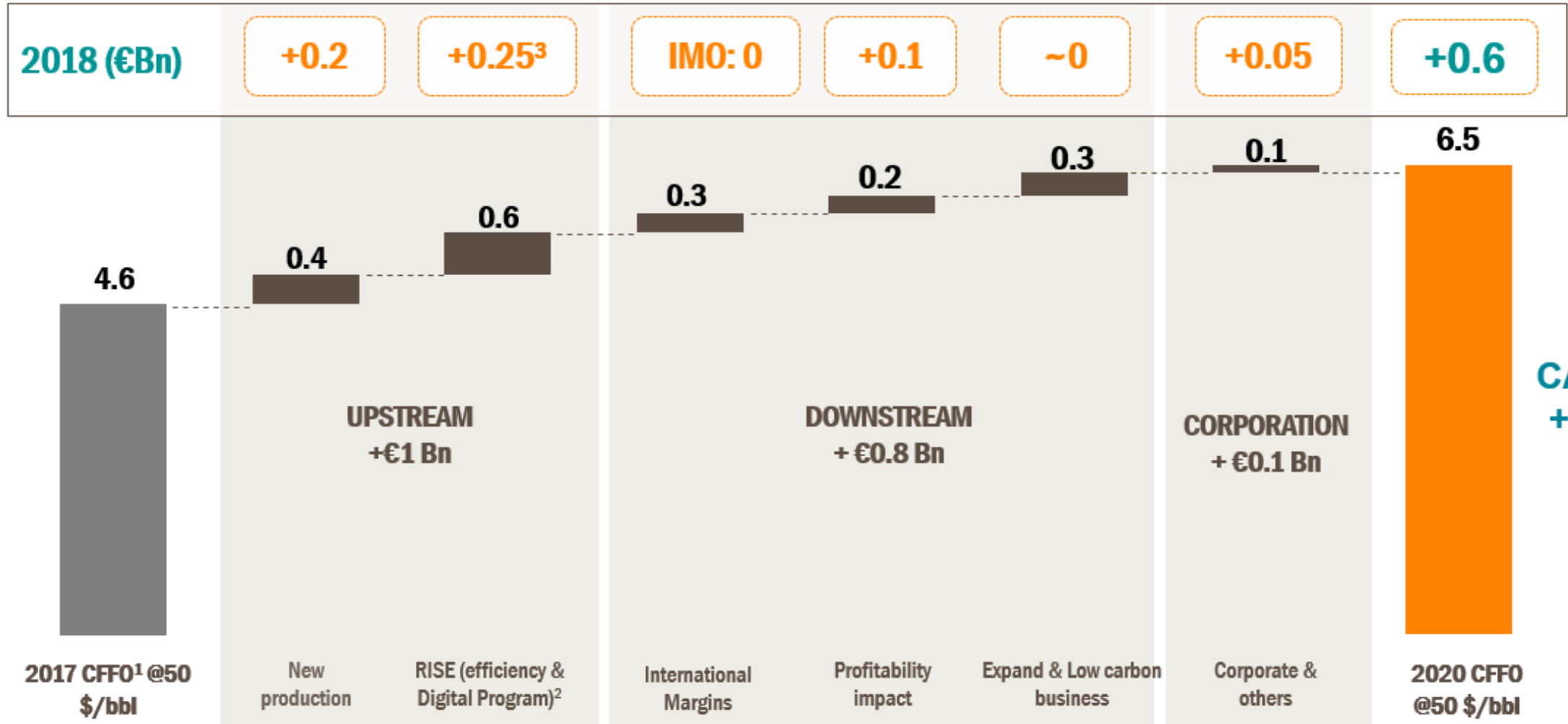
68.8 M shares of capital reduction

Share capital of 1.527.4 M shares as of the end of 2018

[\*] The fixed price guaranteed by Repsol for the bonus share rights awarded under the “Repsol Flexible Dividend” program was 0.761 €/s in 2017 and 0.873 €/s in 2018

# Clear path for cashflow growth to 2020

Strategic progress



ROACE <sup>1</sup> 6% → +3% → >9%

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

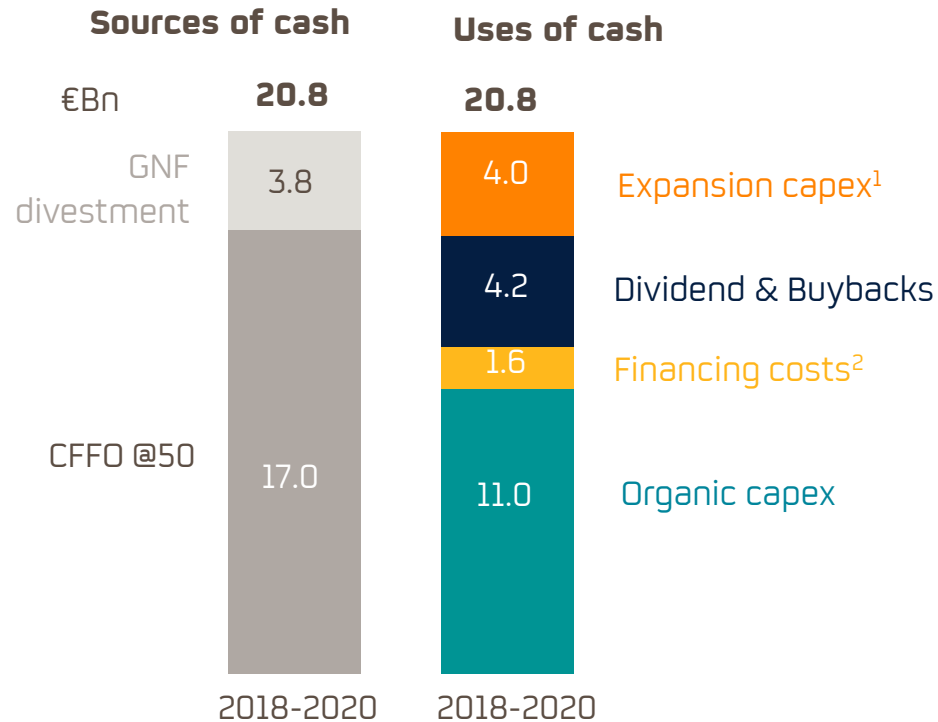
>10% @ \$60/bbl 11

# Strategic Plan fully funded at \$50/bbl

Strategic progress



## Fully funded at \$50/bbl keeping a strong financial position



## Core portfolio capex in line with historical levels



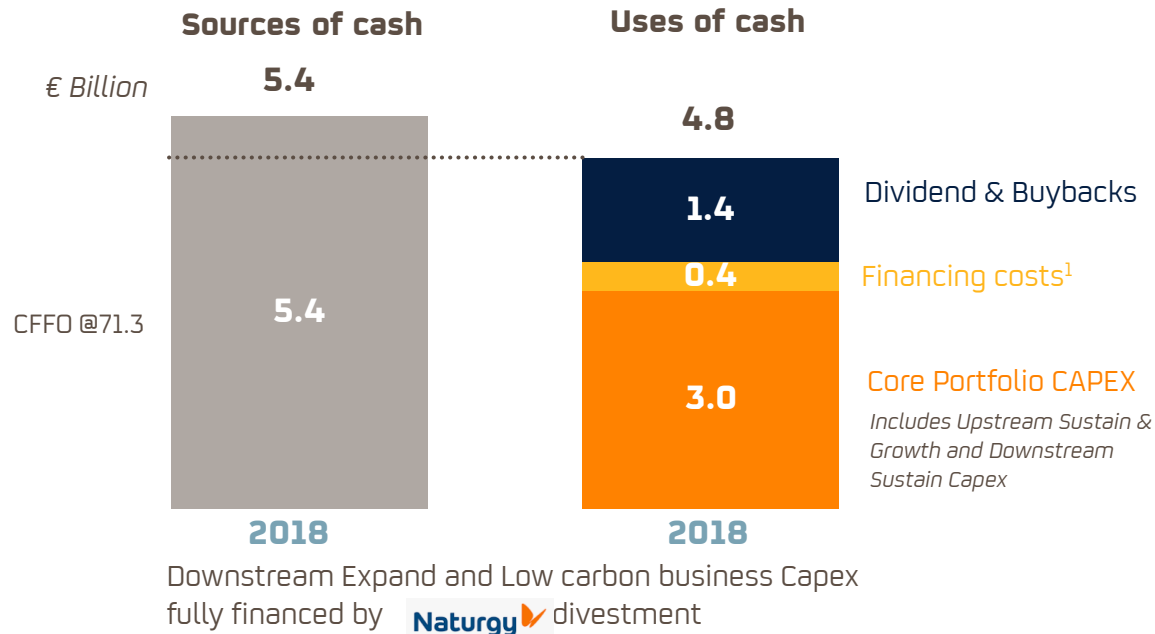
1. Downstream expand and Low carbon business. 2. Financing costs include leases, financial charges, dividends to minority, hybrids interests and other movements 3. Excluding capex from Talisman acquisition

# Leaner and more efficient operator through lower breakevens

Strategic progress



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



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



Ongoing efficiencies and digitalization initiatives will contribute with further savings towards 50\$/bbl target on average 2018-2020

**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

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Upstream update



# Core regions in the portfolio

## Upstream



### North America

Unconventional portfolio, operatorship and valuable midstream positions



175 kboe/d



73%



79%

### Europe, Africa & Brazil

High margin barrels, key development projects from exploration succes



165 kboe/d



19 %



6% / 47%

### Latin America

Regional scale, exploration record and cultural fit



295 kboe/d



82%



18% / 42%

### South East Asia

Self-financed growth, relationship with governments/NOCs



80 kboe/d



66%



28% / 53%

	2017	2018
Production [kboe/d]	695	715
1P Reserves [Mboe]	2,355	2,340
RRR [%] <sup>[1]</sup>	93	87
RRR 3 year aver. [%] <sup>[1]</sup>	101	



Total production



Gas production



Operatorship [by volume] / Op & Co-Op [by volume]

Note: figures as of 2018

1. Organic

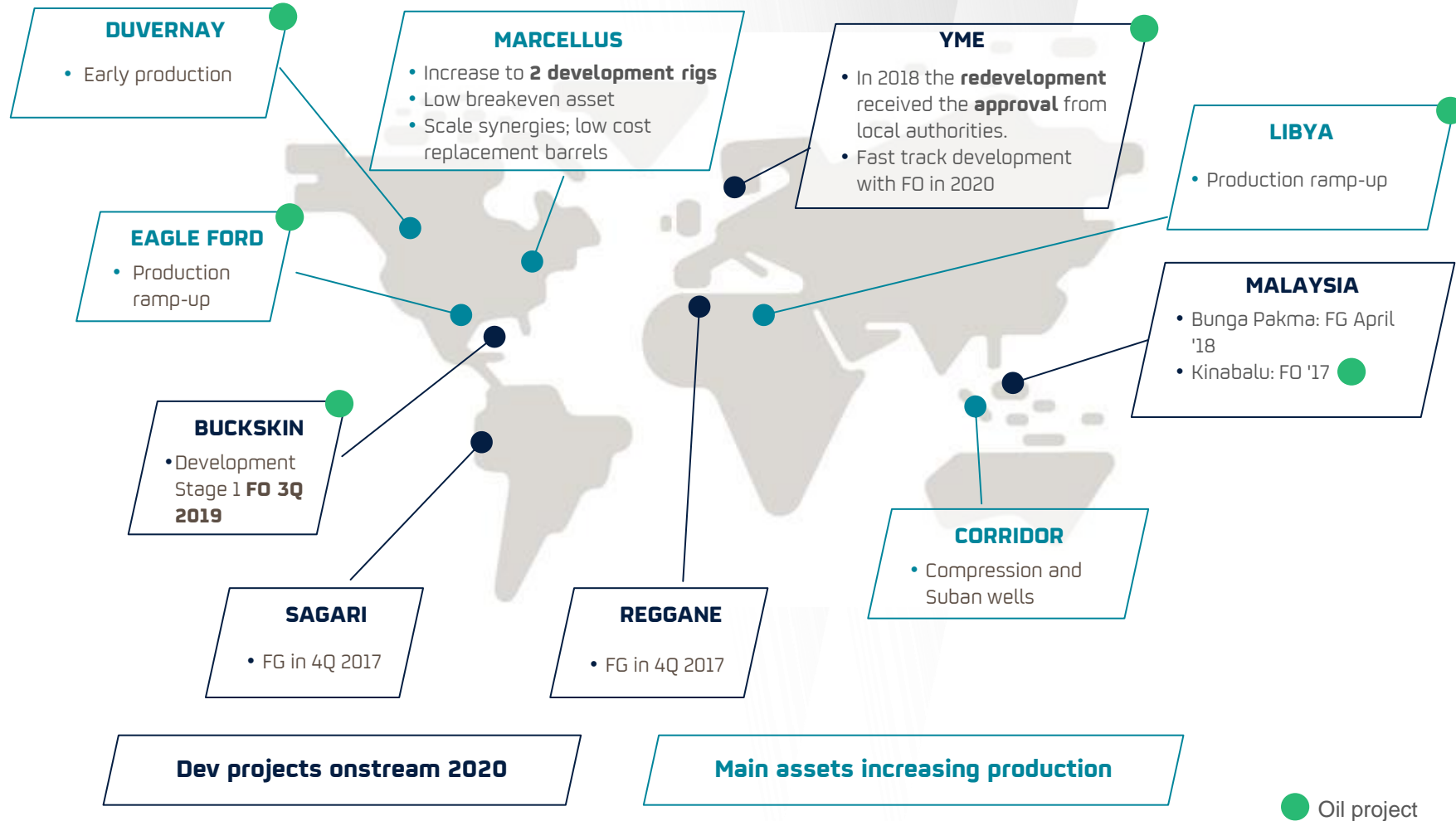


# Progressing on our short-cycle projects

Upstream



## Pipeline of Repsol's short-cycle projects...



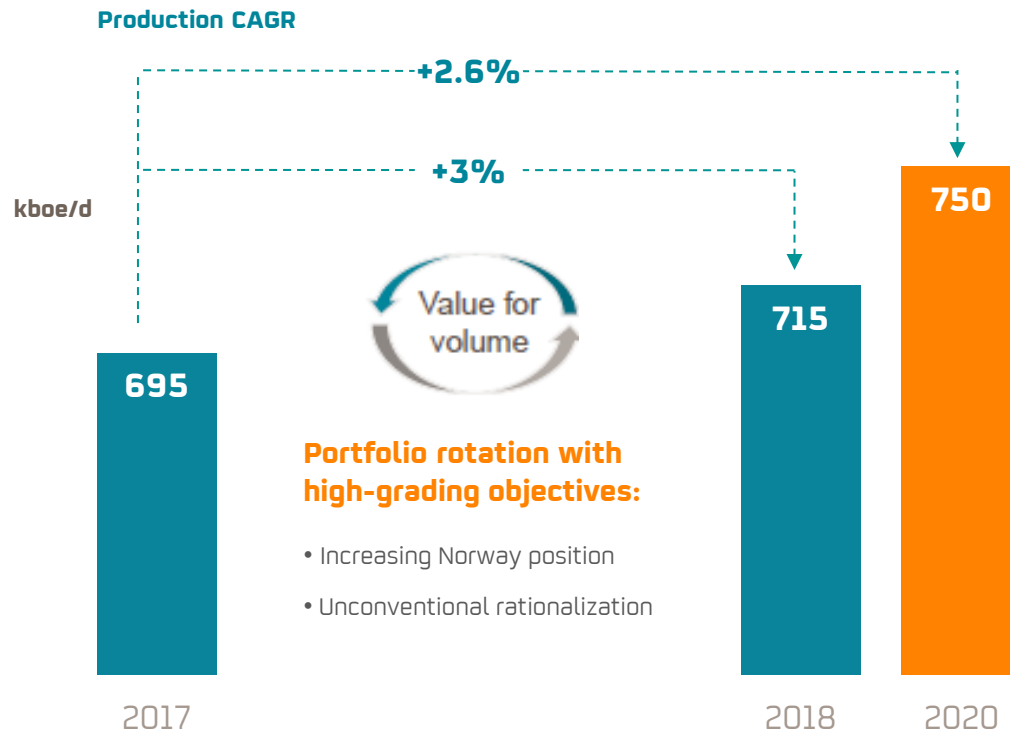
# Improving Upstream returns with profitable growth

## Upstream

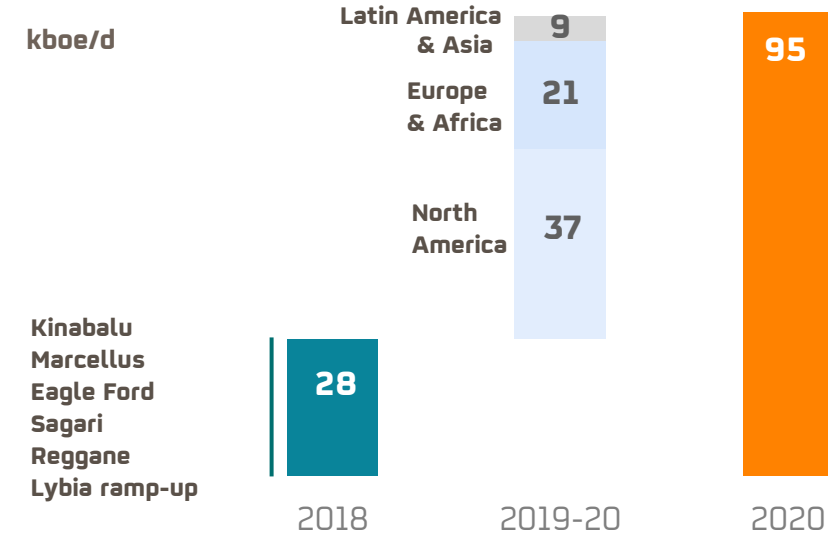


### AROUND 3 % PRODUCTION GROWTH IN 2018 WITH IMPORTANT CONTRIBUTION FROM PROFITABLE SHORT-CYCLE PROJECTS

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



Around 28 kboe/d of new production from short-cycle projects in 2018



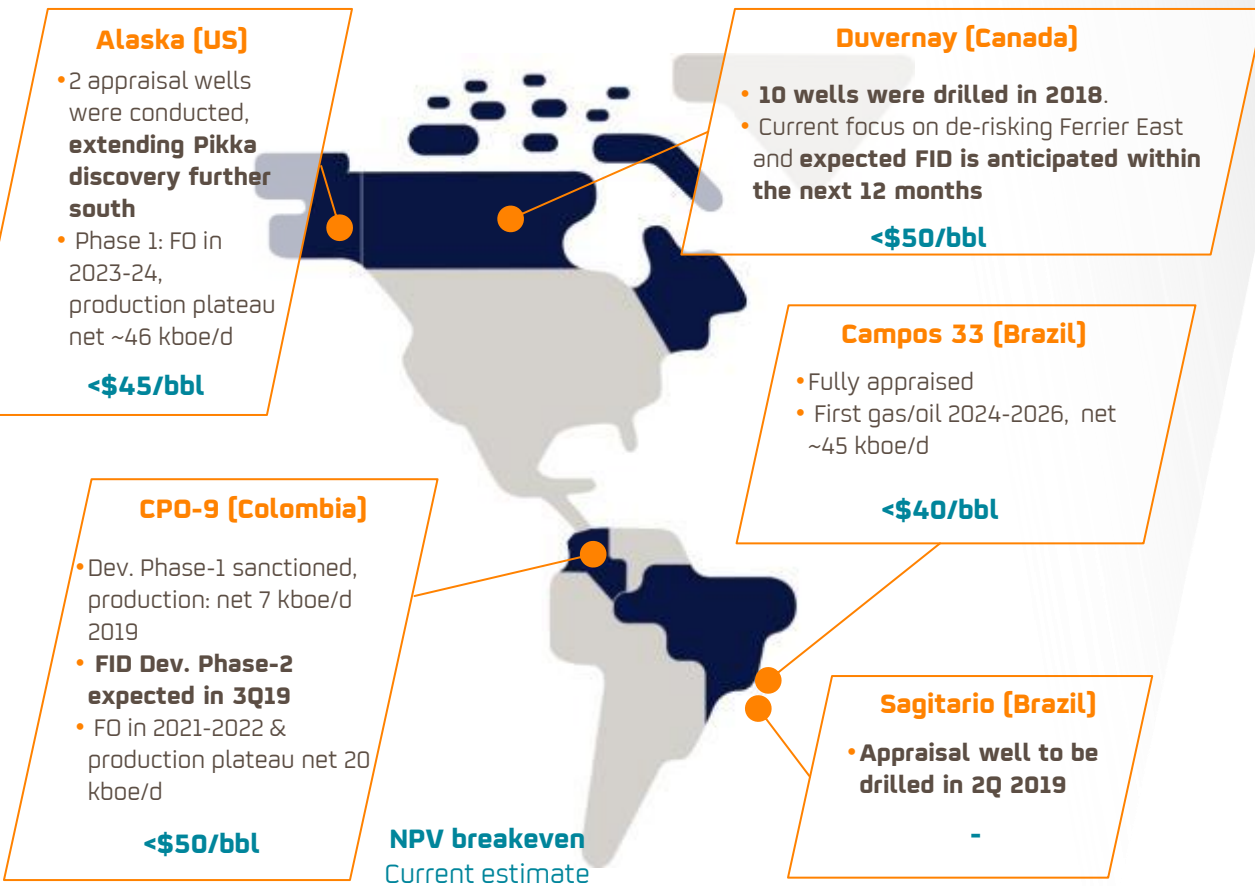
- **Oil-biased new production** in Libya, Eagle Ford and Kinabalu
- **Incremental low cost production in gassy scale projects** as Sagari, Marcellus and Reggane

# Working on our 2020+ project pipeline

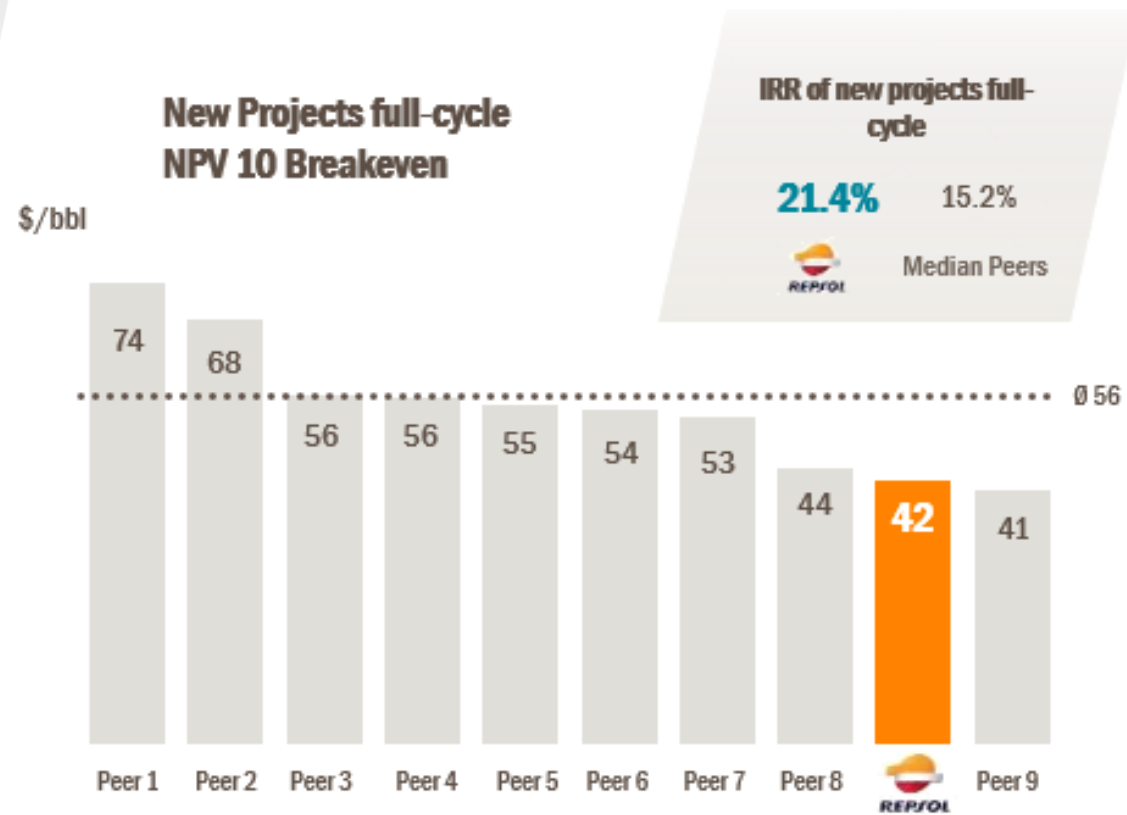
## Upstream



### Mid and long-term projects with attractive returns and phased developments



### Repsol's new projects have competitive full-cycle IRR and NPV breakeven



Note1: NPV Breakeven does not include exploration cost.  
 Note2: New projects breakeven average not including Repsol. Peers included: Anadarko, BP, Chevron, Eni, ExxonMobil, OMV, Shell, Equinor and Total.  
 Note3: IRR = Internal Rate of Return, an investment profitability metric calculated as the discount rate at which the net present value of an investment is equal to zero.  
 Source: Peer analysis with internal calculations based on GEM 4.19 and 4.20 Wood MacKenzie tool under WMK's base price scenario.

# Building strong exploration portfolio in core areas

## Upstream



### Mexico, Brazil, Alaska

- Strengthening our exploration portfolio

### Indonesia

- **Sakakemang discovery**, at least 2 TCF of recoverable resources
- Fast track development due to nearby facilities

### Norway

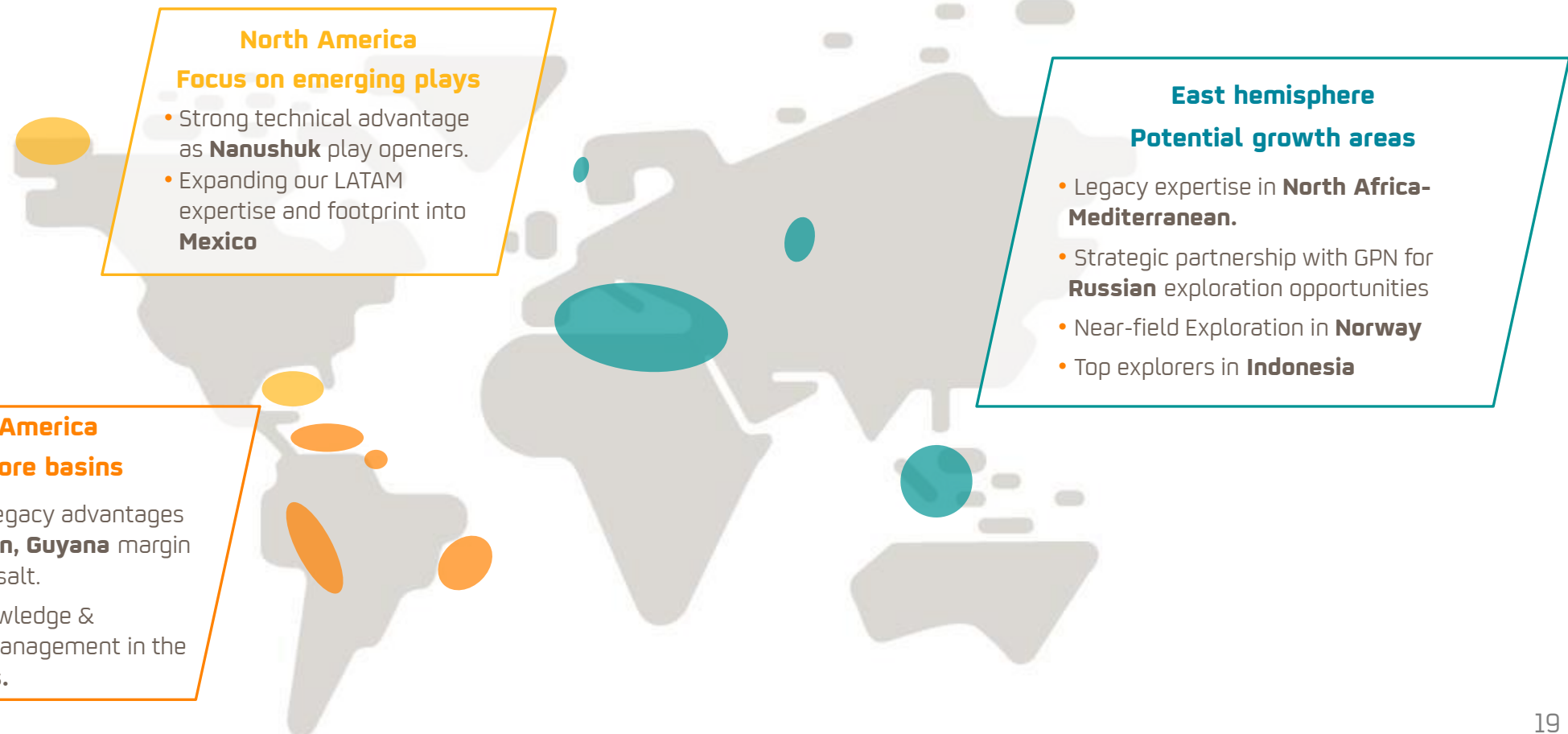
- **Telesto discovery** in the North Sea (12-28 MMbbl recoverable reserves)
- Fast track development via Visund nearby facilities

### Gulf of Mexico

- **Blacktip discovery** in the deep water US GoM
- **Partnership with LLOG** to develop Leon and Mocassin

### Alaska

- 2 positive appraisal wells extending **Pikka discovery** further south



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# Downstream & Low carbon update



# World-class position

## Downstream & Low Carbon

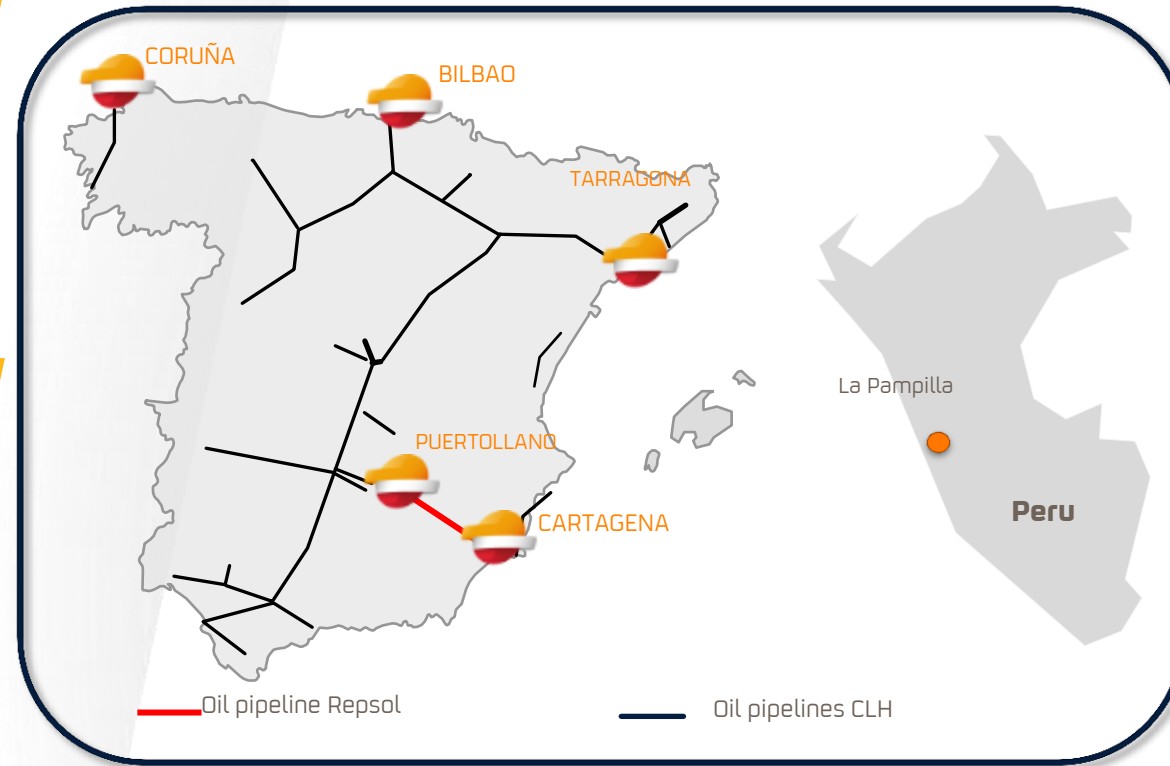


### Refining

- **1 million bbl/d of refining capacity**
- **Highly competitive EU 1Q** in Solomon NCM<sup>1</sup> benchmark and **fully invested for IMO<sup>2</sup>**
- **Peru refining leader**, updated with new desulfurization units

### Commercial

- **More than 4,900 service stations**
- **LPG leader in Spain**
- **Customer-centric with 10 million customers** and strong energy **brand**
- Leadership in **convenience retail** with enhanced **digital** capabilities
- Spain fuels share: 37%, LPG share: 74%, Peru fuels share: 26%



### Chemicals

- **High performing integrated and regional leader**
- Capability for **more than 35% light feedstock** (LPGs)
- **Key positions in high value products** [PO/Polyols, Rubber, EVA]

### Trading

- **Strong position in Europe** and **growing asset footprint globally**

### Lubricants

- Increasing **global footprint**

### Low carbon

- Strengthening Repsol's position as **multi-energy supplier**

**European leading integrated margin with proven ability to deliver ongoing profit improvement across the portfolio**

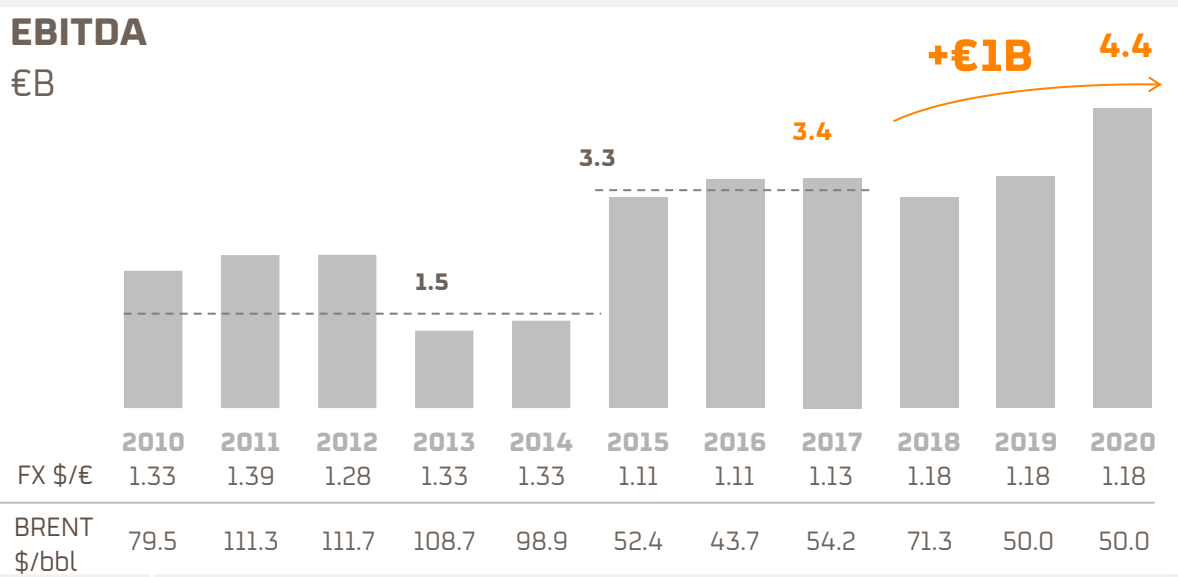
# Solid historical performance and sustainable value growth

## Downstream & Low Carbon



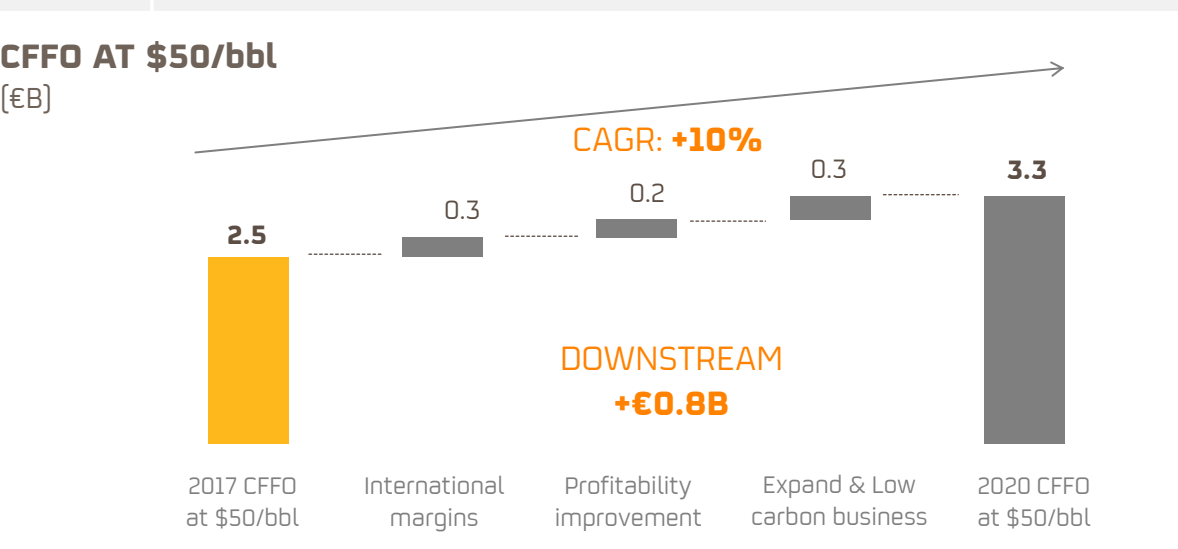
### EBITDA

€B

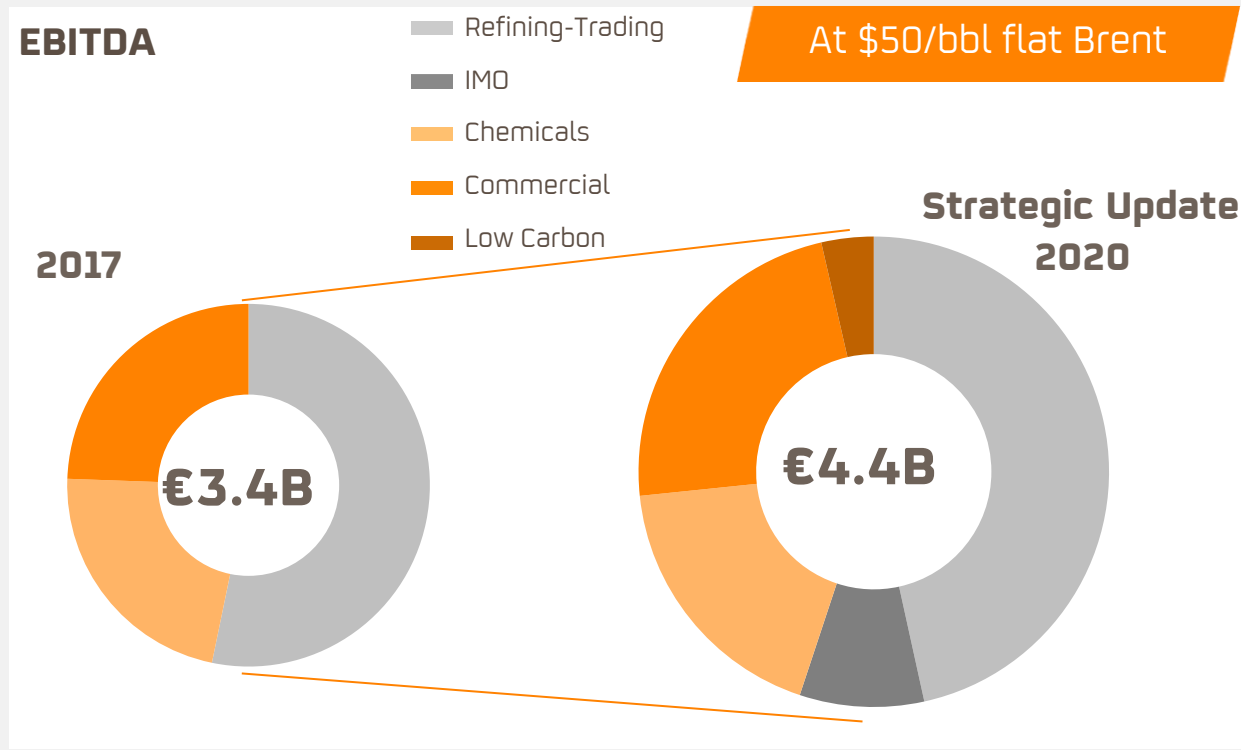


### CFFO AT \$50/bbl

(€B)



### EBITDA



### ROACE

(%)



### AVG. CAPITAL EMPLOYED

(€B)



ROACE 18-20 > 18%

CFFO [Cash Flow from Operations] = EBITDA +/- Working Capital variation + Dividends from affiliates - taxes paid - abandonment cost and others. Forecasts made under flat \$50/bbl Brent price and flat \$3/Mbtu Henry Hub price.

[1] Low Carbon business is not included

# Strategy summary

## Downstream & Low Carbon



**CAPEX<sup>[2]</sup>  
2018-2020  
[€B]**



- Energy efficiency
- IMO readiness
- Digitalization and optimization
- Upgrade Peru Sulphur fuels
- Maximize value from the system
- Digitalization
- Energy efficiency
- Digitalization and optimization
- Differentiation
- Customer-centricity
- Digitalization
- Non-oil business growth
- TwP<sup>[1]</sup>
- Customer-centricity and digitalization
- Logistic services & commercial integration
- Maintain leadership in Spain
- Grow exports

**2.7**



- Biofuels
- Develop global crude business
- Incremental growth in key products
- Growth in current high value products [EVA, PO, SBR]
- Expand into new geographies: Mexico, hinterland, others
- **183 SS<sup>3</sup> in Mexico**
- Consider growth opportunities in hinterland
- Expand international presence [Asia, Latam]
- In 2018, partnership with **Bardahl**

**1.5**



- New mobility businesses
- Develop gas wholesale
- Build sizable G&P retail business
- Build competitive low carbon generation business

**2.5**

**4**

[1] TwP = Transforming While Performing, a program for operational excellence  
 [2] CAPEX refers to Cash Flow from investment activities. "Sustain" are the necessary investments to keep current state of businesses  
 [3] Service Stations as of the end of April 2019

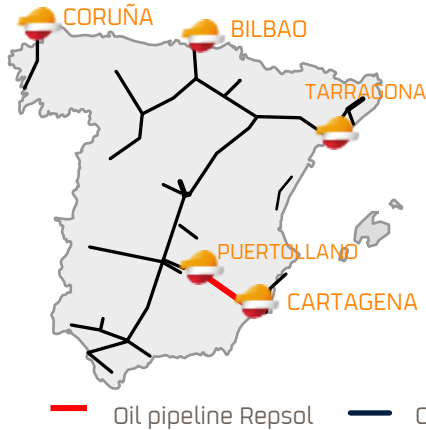


# Top quartile position among European peers

Downstream - Refining



## 5 refineries optimized as a single system

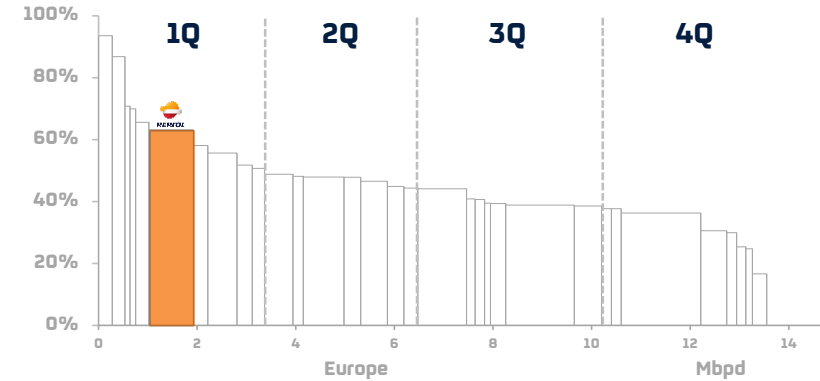


### Product Yield

Diesel/ Gasoil	40-45%
Gasoline	10-15%
Naphtha	8-10%
Kerosene	8-10%
Coke	7-8%
Residual fuel oil	5-7%
LPG	2-4%
Others	10-15%

## Top quartile position among European peers <sup>[1]</sup>

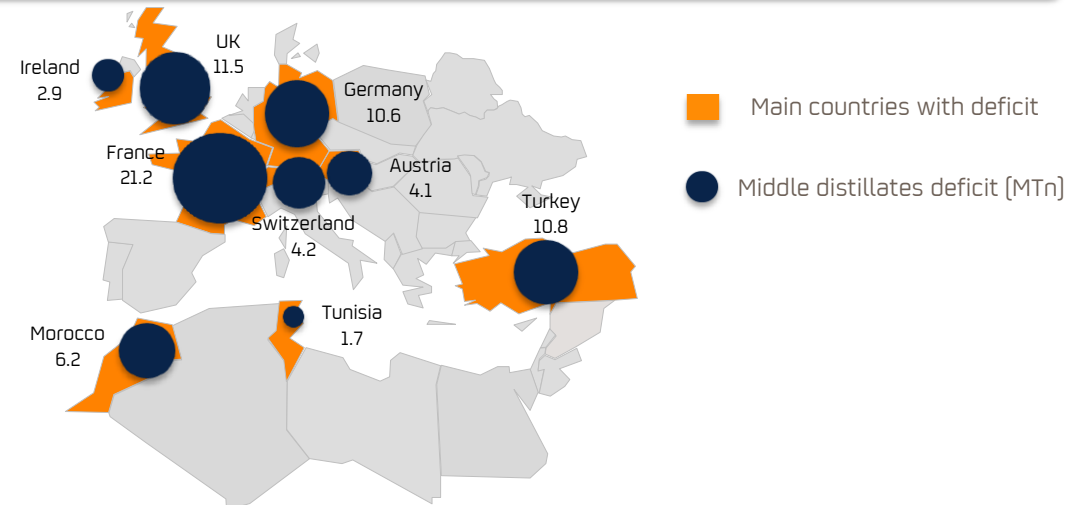
% FCC Equivalent



## Fully invested, well prepared to capture IMO effect

- ✓ Repsol has the **largest coking capacity in Europe** (25% coking share while 6% of total distillation capacity) with coking process becoming highly profitable during IMO
- ✓ **Strong Product Slate:** Repsol larger middle distillates production with very low Fuel Oil yield (5-7%)

## Middle distillates deficit <sup>[2]</sup>



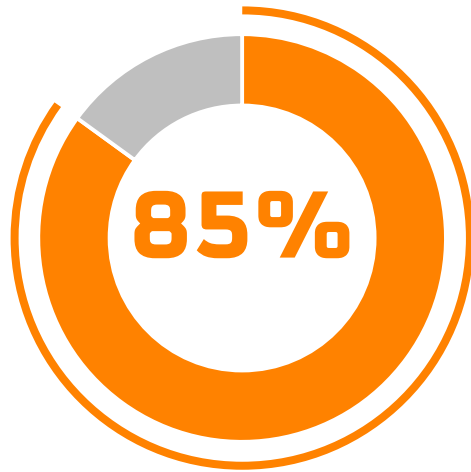
[1] Source: WoodMackenzie as of 31/12/2017 [2] Source: IHS Markit as of 31/12/2017

# IMO will mean a change in relative prices of crude oil and products

Downstream - Refining



IMO compliance is guaranteed...



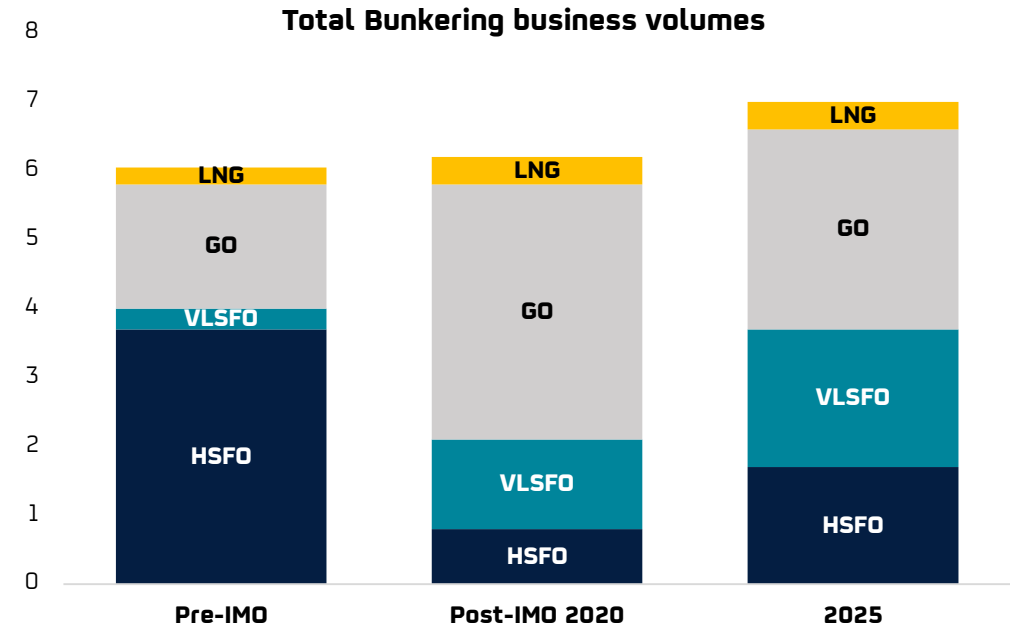
of total fuel consumption is concentrated in only **25% of the vessels**. Most owned by largest 25 companies, mostly domiciled in OECD countries

8 countries add up to **60%** of Fuel sales

Singapore, China, United States, UAE, Netherlands, South Korea, Spain and Panama

Recent survey on port authorities forecasts 85% compliance in 2020

...and brings a structural change



IMO is not only a temporary disruption for HSFO

Demand falls 80% in 2020, to recover at the end of decade to a share of **25%**, but very far away of 60% in 2019, and recovering to ~50% of 2019 volumes

Guaranteed compliance after demand concentration in relevant companies and offer limited to developed countries. Structural change in Bunkering, with Gasoil as clear winner with scrubbers' limited penetration and VLSFO current restrictions

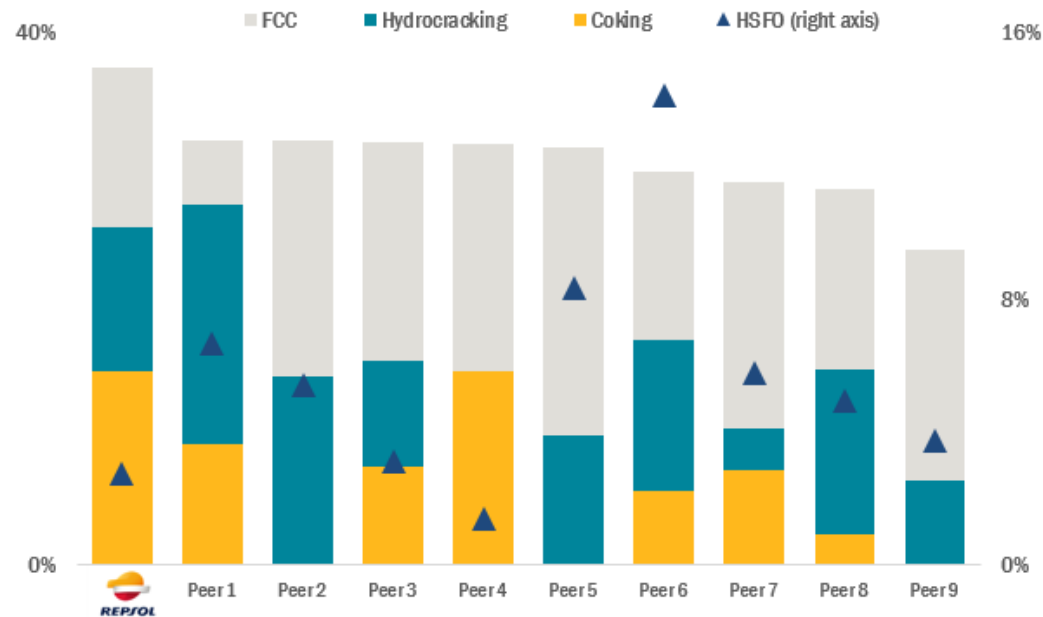
# Repsol perfectly positioned to benefit from IMO 2020

## Downstream - Refining



### TOP EUROPEAN PLAYER<sup>1</sup> 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

Of the total EU coking capacity [while only 6% of total distillation]

→ 25%

#### Middle Distillates Yield

→ >50%

#### Fuel Oil yield

→ <7%

**Fully invested for IMO**

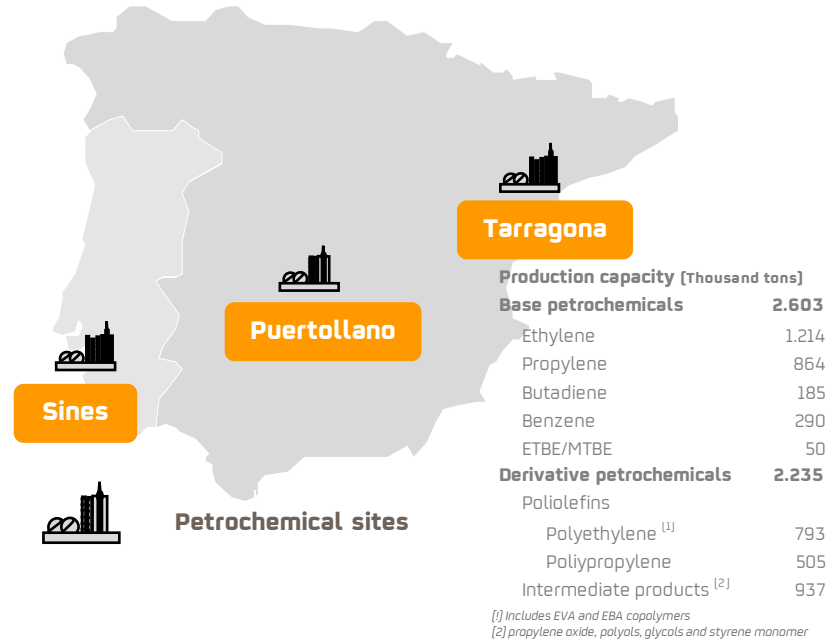
Source: Wood MacKenzie Refinery Benchmarking tool

1. Considering peers with refining capacity over 350 kboe/d Europe: BP, Eni, ExxonMobil, Hellenic, OMV, PKN Orlen, Total, Tupras, Shell. Hydrocracking capacity excludes Mild Hydrocracking.

# Competitive positioning

## Downstream - Chemicals

### Iberian Peninsula petrochemical sites



- **3 Naphtha Crackers** strategically located to supply Southern Europe and Mediterranean markets, managed as a single hub.
- **Feedstock flexibility** and high integration with refining activities in the Spanish sites.
- Products sold in **over 90 countries**; leading position in Iberian Peninsula.
- Differentiated products such as **EVA and metallocene** polyethylene.

### Dynasol Joint Venture



- Chemical specialties and synthetic rubber are produced through **Dynasol** a 50% partnership with Grupo KUO (Mexico).
- Dynasol is a **leader in the world synthetic rubber** market and a global producer with plants in Europe, America, and Asia.

**Competitive positioning, differentiated products and a customer-oriented organization**

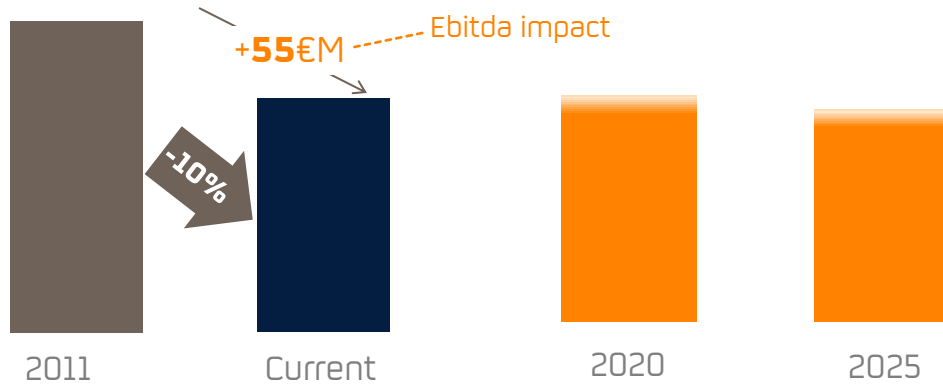
# Transformation to a resilient business and future ambitious targets

## Downstream - Chemicals



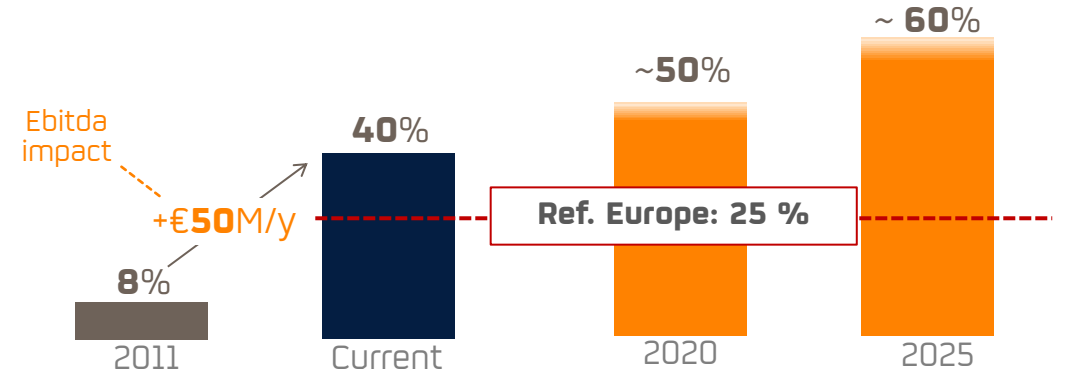
### ENERGY CONSUMPTION

Asset restructuring and energy efficiency investments have optimized the business



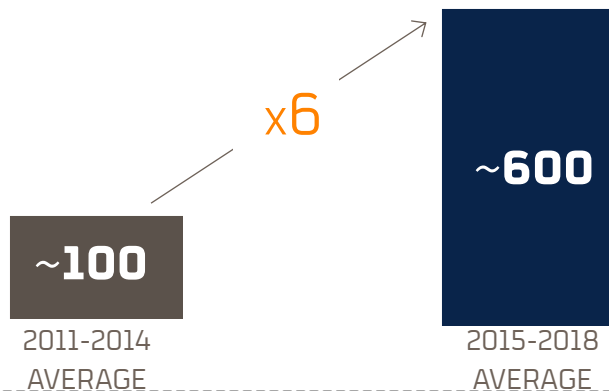
### LIGHT FEEDSTOCK TO CRACKERS – LPG´s [%]

**% Light Feedstock:** Crackers have evolved to get a ~35% light feedstock with potential to reach ~60 %

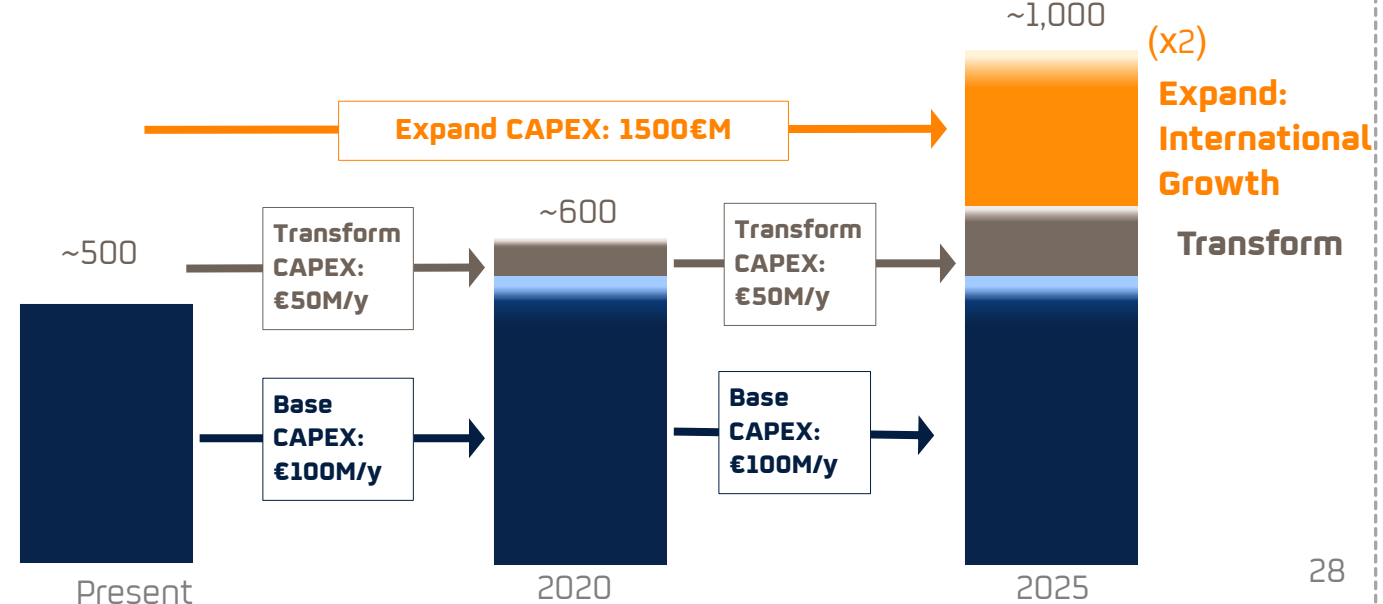


Relevant improvement of the business as a consequence of market conditions and successful transformation

### EBITDA [€M/y]



### EBITDA [€M/y]



# More than service stations

## Downstream- Commercial businesses



Transforming and expanding our **Mobility business**

**ROACE >20%**

<b>&gt;4,900</b> Service Stations	<b>5</b> Countries	FUEL MARKET SHARE		<b>2.5 M</b> Clients served daily
<b>&gt;1,000</b> Operated sites		SPAIN <b>37% (#1)</b>		<b>6.5 M</b> Loyalty cards
		PORTUGAL <b>26% (#2)</b>		
		PERU <b>26% (#2)</b>		

Differentiation and Competitive strategy in **Wholesale & Int. Aviation business**

**ROACE >23%**

WHOLESALE		AVIATION		
GOs	COKE	AIRLINES	AIRPORTS	SALES
<b>7.4Mm<sup>3</sup></b>	<b>3.5Mt</b>	<b>80</b>	<b>50</b>	<b>4Mm<sup>3</sup></b>

Expanding our **Lubricants business**

Bardahl Joint Venture

**ROACE >30%**

LUBRICANTS SPAIN MARKET SHARE	SALES IN	LUBRICANTS SALES IN MEXICO	SALES IN 2018	INTERNATIONAL SALES
<b>28%</b>	<b>&gt;90</b> COUNTRIES	<b>39Kt</b>	<b>1.9Mt</b>	<b>+13%</b>

**Leader in LPG** in Iberia

**ROACE >35%**

RETAIL SALES	MARKET SHARE		FILLING & BULK PLANTS	STORAGE CAPACITY
<b>1Mt</b>	<b>74%</b> SPAIN	<b>18%</b> PORTUGAL	<b>13</b>	<b>180Kt</b>

Adding  
**~70%**  
value

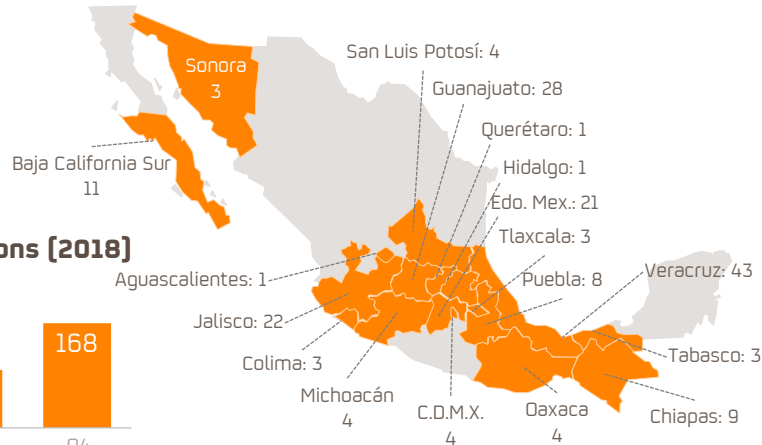
**over Repsol retail business**

# Ambitious growth targets

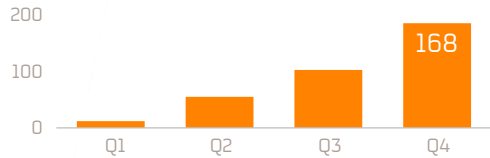
## Downstream- Commercial businesses



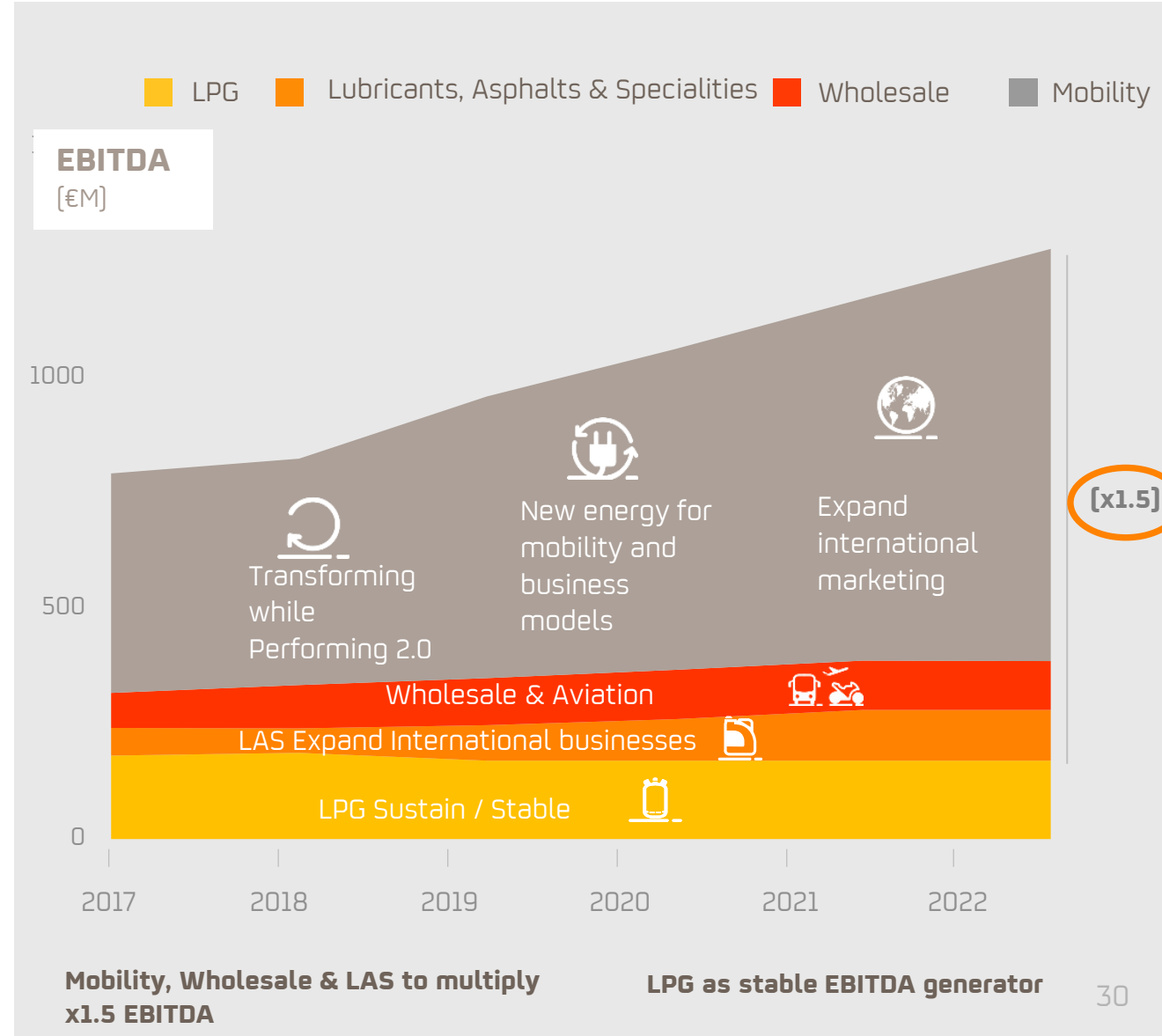
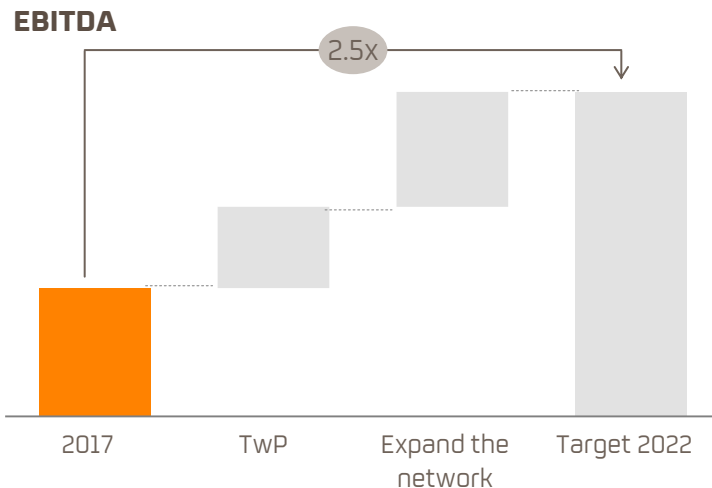
### Mexico: Building a top 5 position in an opening growth market



Operative Service Stations (2018)



### Consolidating our position in Peru



# Strengthening Repsol's position as a multi-energy supplier

Low Carbon



Low carbon generation



Retail gas & power



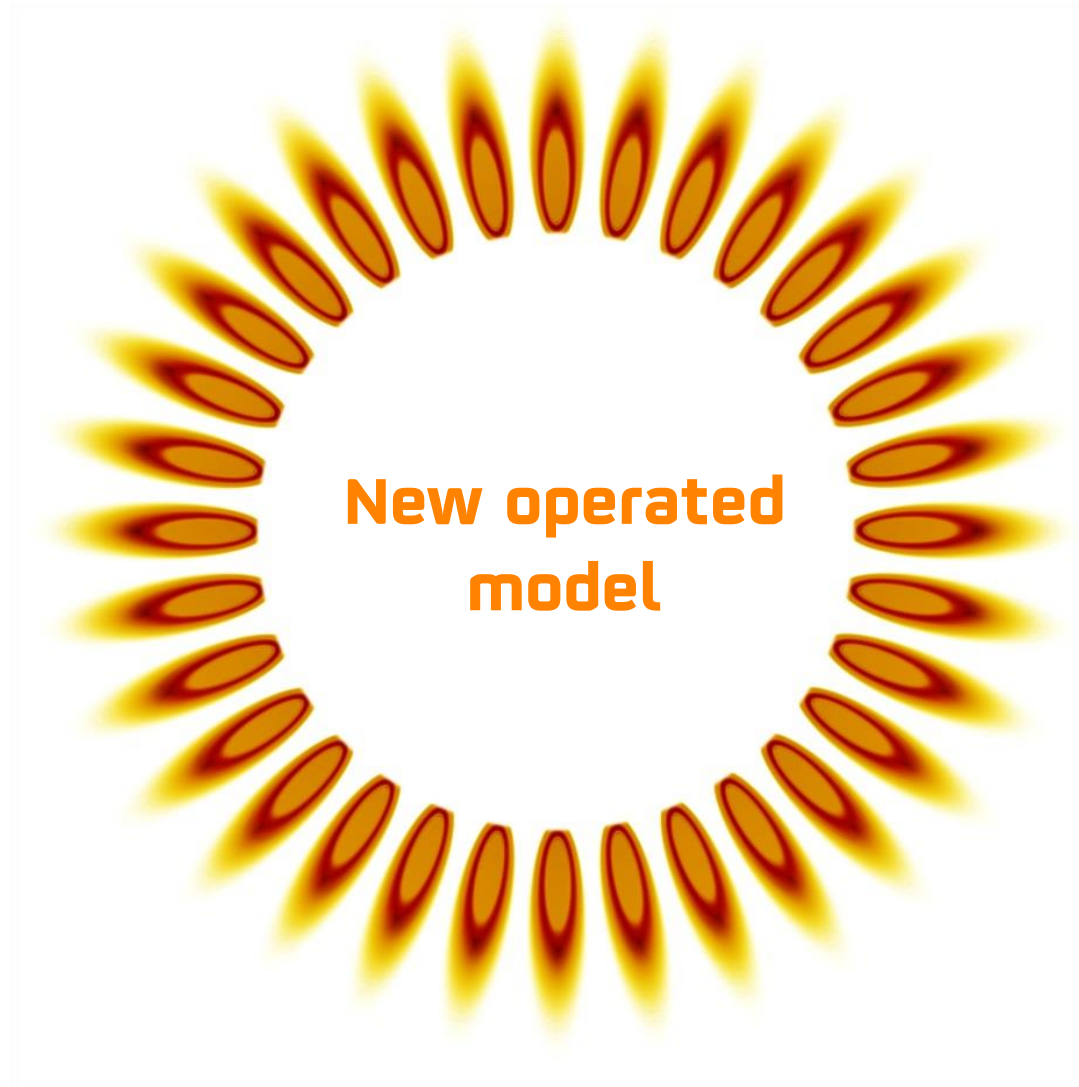
Operated business



Focus on liberalized



Profitable businesses



Integrated business



Customer centric



Multi-energy supplier



Synergistic position



Enhancing capabilities





# Ambition to develop a new operated business

Low Carbon



Repsol is swapping a €5-6B exposure to a medium carbon businesses through GNF...

Gas  
Natural  
Fenosa

- Non-operated
- No synergies exploited
- 85% regulated business in 2017 EBITDA with a mix of high/low carbon generation



... To an operated and synergistic position in low carbon businesses

- Operated business with full synergies
- Leveraging previous experience in low carbon businesses, markets and know-how
- Focused business mix: wholesale gas, retail G&P and low carbon generation

**Ambition**

*Be players in the future energy transition, fostering sustainability and energy efficiency*

Creating profitable low carbon businesses

Enhancing capabilities to thrive in energy transition

Reducing emissions in our operations and products

# Roadmap to 2025

Low Carbon



## Wholesale Gas

*Leverage our industrial self consumption as the largest gas consumer in Spain*

- Create a successful **wholesale gas business**, ensuring a competitive gas supply
- Developing **new business** through gas flexibility
- Deliver a **competitive gas offer** for our future retail clients

## Retail G&P

*Strong brand and ~10M clients base with direct contact*

- To become a relevant Spanish **low carbon multi-energy retailer**
- Progressively sophisticate our offer including advanced **energy services** and solutions

## Low carbon generation

*Technical capabilities and experience in managing large scale projects*

- Develop a strong position in **Spain** achieving a **low carbon integrated business**
- **Technological vocation** oriented to **solar, wind, CCGT** and **other low carbon** technologies
- **Diversify in emerging countries** that yield higher returns

Top capability

Roadmap

Targets to 2025

**>15%**  
Market share<sup>1</sup>

**2.5 M**  
Clients<sup>2</sup>

**~ 4.5 GW**  
Capacity

In 2019

**14%**  
Market share<sup>1</sup>

**0.85 M**  
Clients<sup>2</sup>

**~ 2.9 GW**  
Capacity

**Investments in low carbon businesses with IRR above 10%<sup>3</sup>**

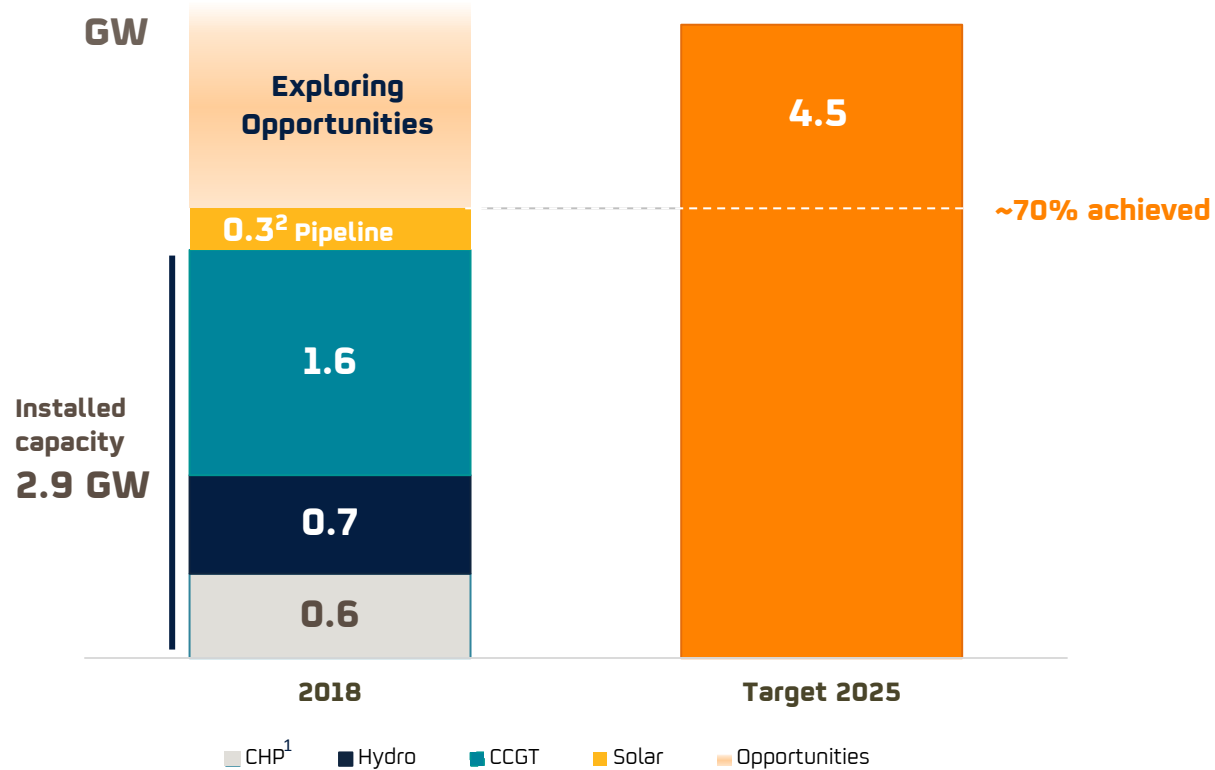
1. Spain market share including our refineries' consumption; 2. Not adjusted for dual clients; 3. Assuming an average financial leverage of ~50%

# Accelerated delivery of 2025 objectives in Low Carbon

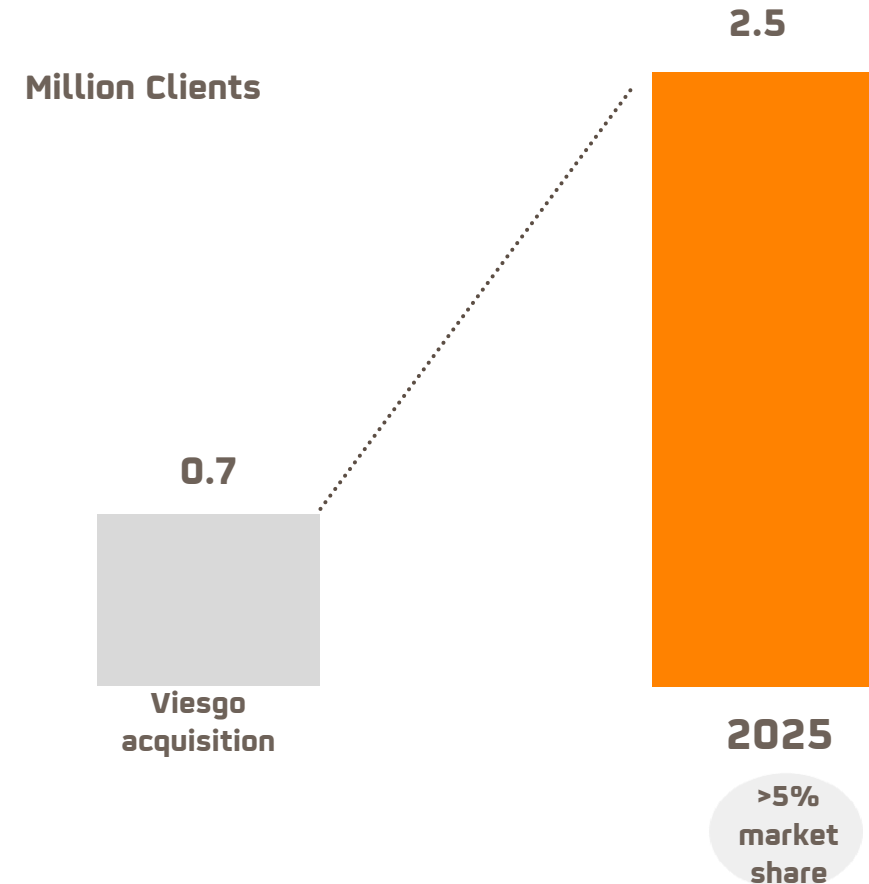
## Low Carbon



**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



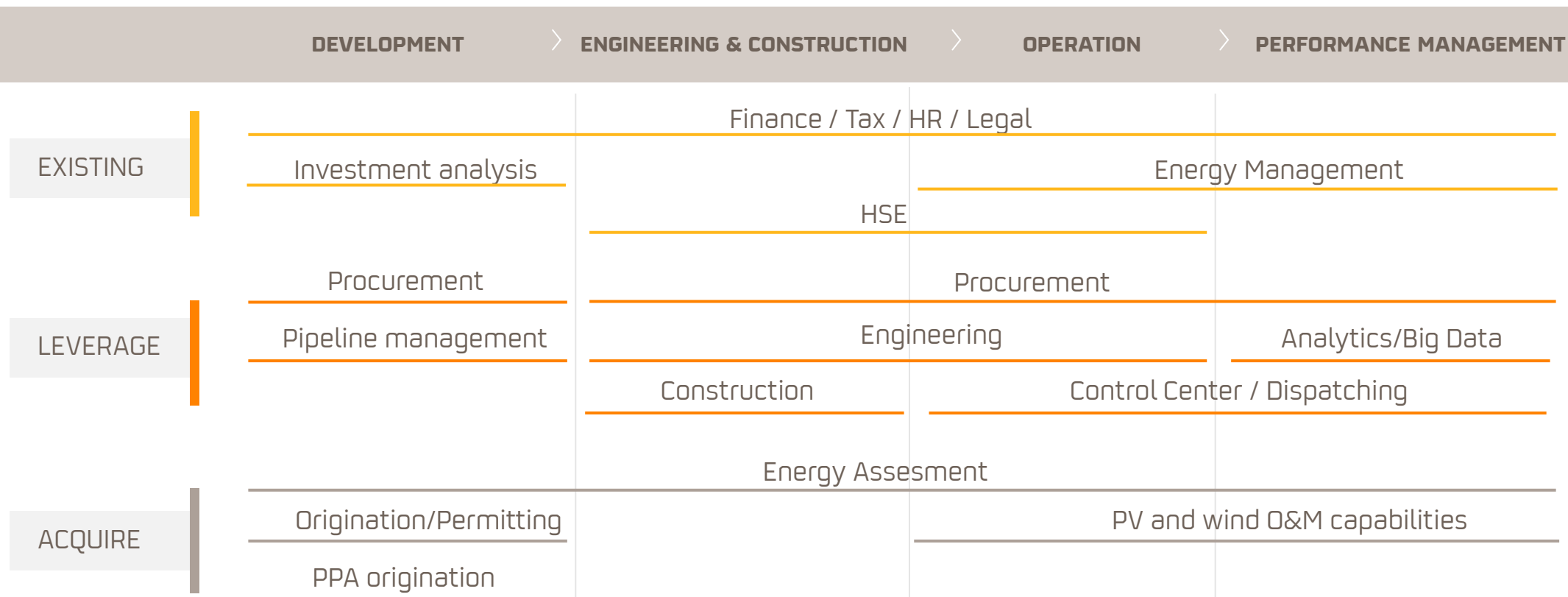
1. Combined Heat and Power or cogeneration plants. 2. Valdesolar (264MW) and Windfloat (25MW)

# Renewables business to be developed with an industrial approach, requiring new skills across value chain

Low Carbon



Repsol will leverage on existing key capabilities and is already developing the necessary new ones...



# 5

## Digitalization & Efficiencies



# Digitalization and efficiency as levers for cash flow growth

Digitalization & efficiencies



## Upstream

€0.25 Bn sustainable CFFO in 2018: better maintenance, reduction of logistics and decommissioning costs and initiatives in gas commercialization



## Corporate

Lower corporate costs [-6%]



## Downstream

€0.1 Bn sustainable CFFO in 2018: improving integrated margin, process digitalization

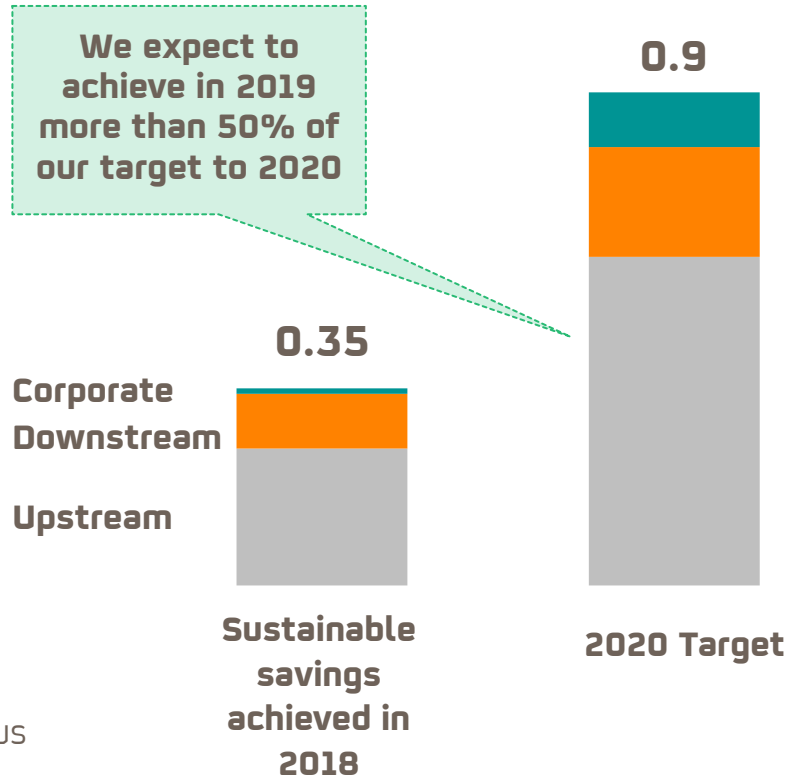


## Digitalization

€0.3 Bn FCF pre-tax in 2020  
>130 initiatives ongoing

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

## CFFO impact (€Bn)



Actual sustainable savings in 2018 of ~€350 million euros with CFFO impact.  
Additional ~€200 million Upstream capex savings compared to budget

# Digitalization and efficiency initiatives

## Digitalization & efficiencies: Examples



### Upstream

#### Integrated Operations Center (IOC)

Integrated real-time control room identifying trends and anomalies over the medium term, improving safety, production and efficiency in its operations. Successfully tested in United Kingdom and Canada assets.



### Industrial

#### SICLOS

Reach an operative excellence supported by the development of a new operational model based on economic criteria over the main operational parameters, allowing a continuous optimization, taking safety as main priority in order to achieve a sustainable margin improvement in the short-term.



### Marketing

#### Offer Personalization in Service Stations

Personalize pricing and promotions in Retail Stations to each client's preferences, profile and price sensitivity to maximize consumption and optimize net margin, maximizing client's engagement and loyalty. Omnichannel solution: points of sales, **Waylet** and mail.



### Corporate

#### Robot Process Automation (RPA)

Automatization to reduce the time spent on repetitive administration tasks in the Global Services department. By using robotic process automation, we have been able to automate processes such as the signing of contracts.

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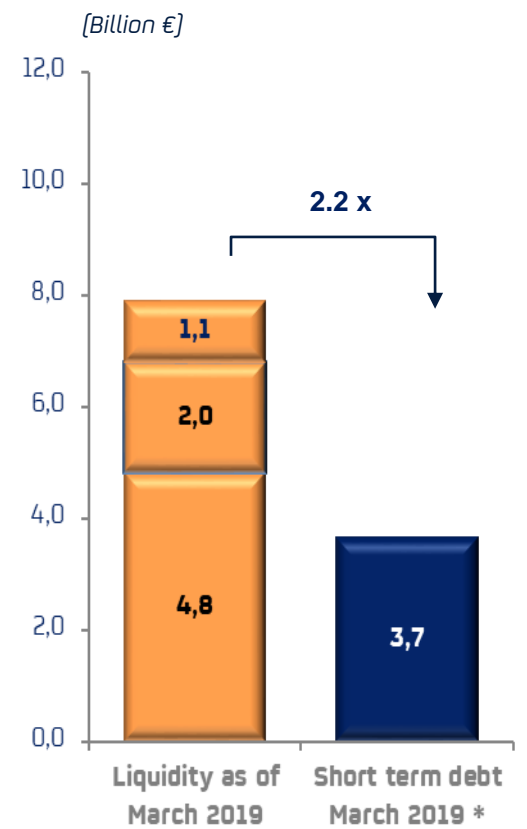
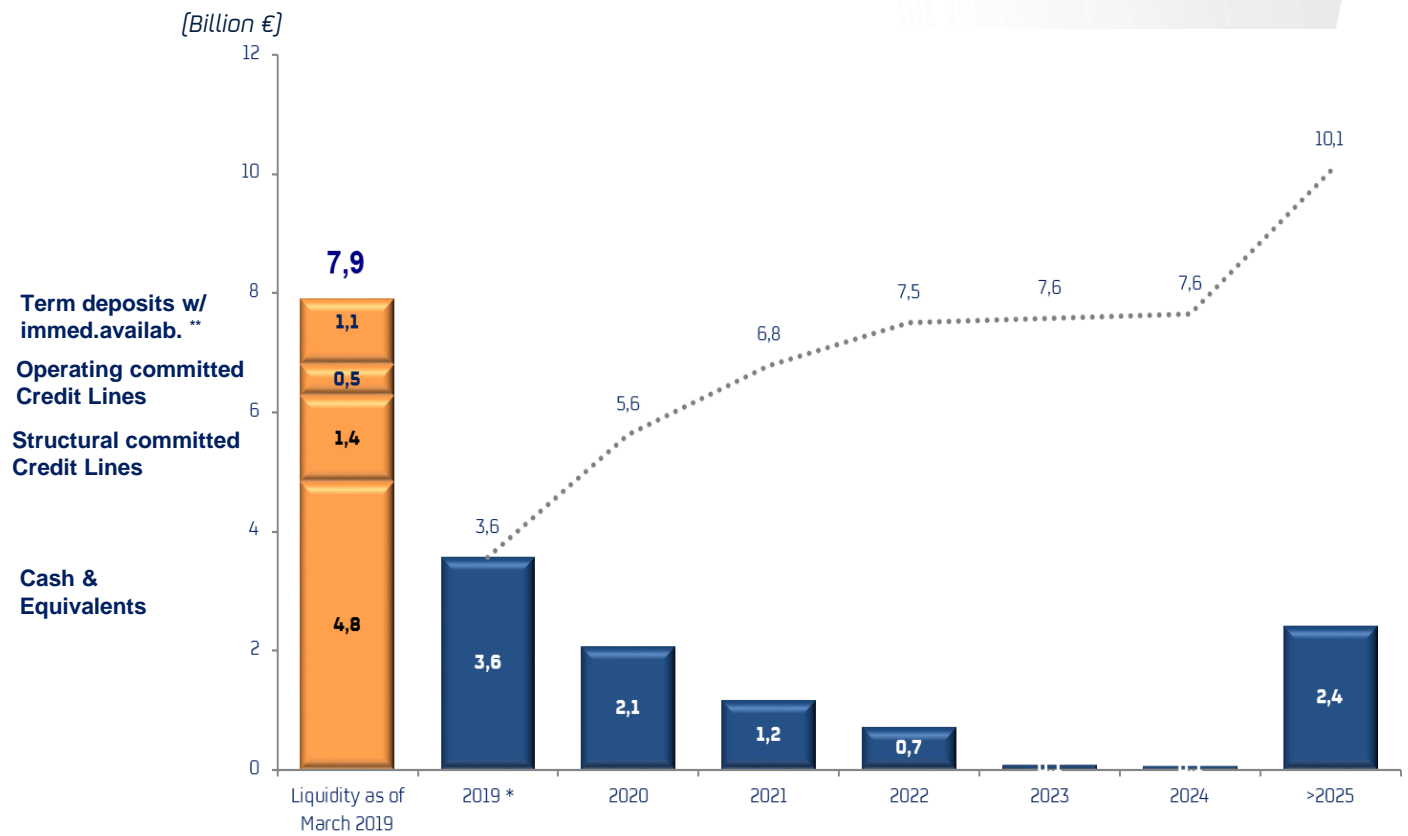
Financing





# Strong liquidity position

## Financing



**Liquidity covers long term debt maturities beyond 2026.**

**Liquidity exceeds 2.2x short term maturities**

[\*] Short term debt excludes interest and derivatives € 0.01 billion.  
 [\*\*] Deposits classified as financial investment in the accounting although they have an immediate availability.

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# Conclusions & Key targets



# On track to deliver 2020 strategic objectives

## Conclusions & key targets



### 1. Increasing shareholders returns



- Dividend increase by 6% in 2019 to 0.95€/share\*
- High acceptance of latest scrip
- 100% buyback of scrip dividend

### 2. Growing our portfolio profitability



- Strong Group CFFO generation: +26% 1Q19 vs 1Q18
- Maintaining 2019 targets: EBITDA CCS €8 Bn. Production ~720 Kboed. Organic capex €3.8 Bn.
- Relevant pipeline of attractive growth:
  - Upstream: Sakakemang discovery and Angelin FG
  - Downstream: Mexico (SS, Aviation and Lubricants)
- Delivery and portfolio improvement:
  - Upstream: Akacias record production, Mikkel acquisition
  - Downstream: premium to Refining indicator

### 3. Thriving in the energy transition



- Developing an operated profitable low carbon business with **2.9GW** low carbon generation and **850k** clients
- Reducing our carbon footprint



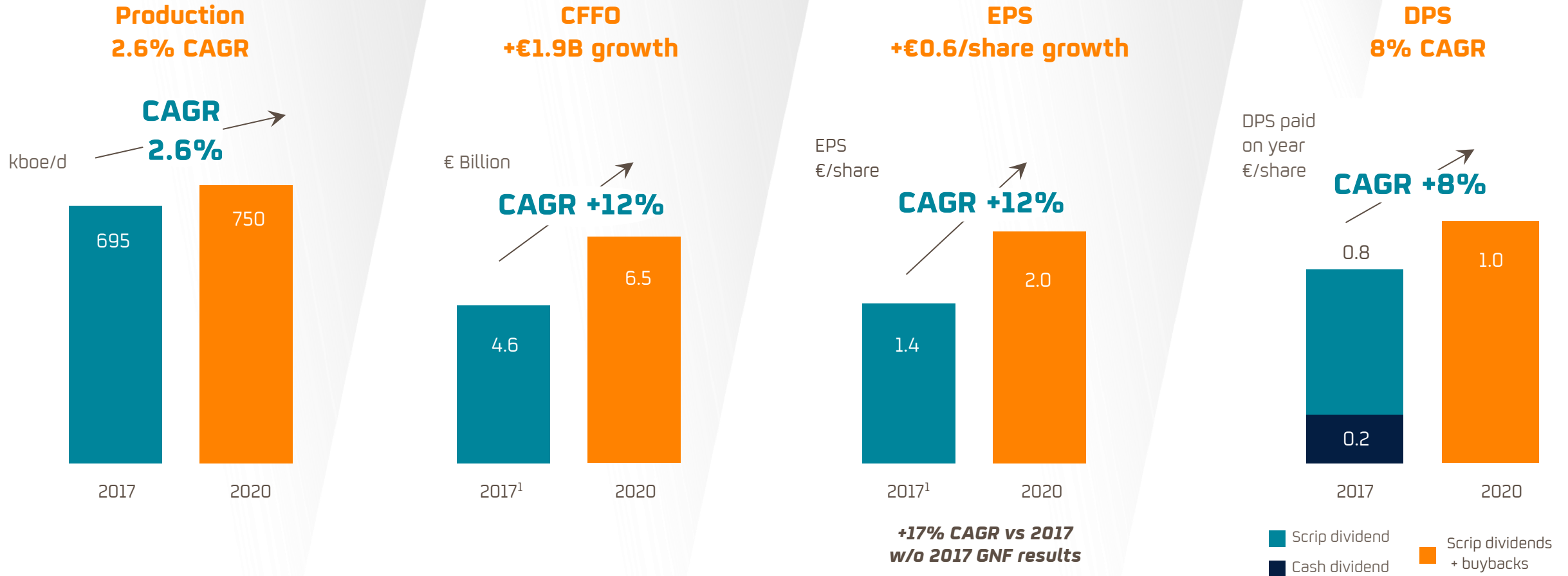
### 4. Financial flexibility



Improved financial position: outlook S&P, maturity of €1 Bn bond

# Key metrics to 2020 @ \$50/Bbl Brent flat

## Conclusions & key targets



**While focusing on financial discipline with ROACE > WACC, maintaining investment grade and keeping our zero accidents ambition based on operational excellence**

Note: EPS considering Adjusted Net Income.  
 1. 2017 values adjusted to \$50/bbl Brent scenario and to exclude Spain extraordinary tax refund effect. EPS in 2017 €1.6/share without adjustment

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Historic data book



# Environment and Repsol group

## Historic data book



### MACRO ENVIRONMENT

International References	Unit	2016	2017	2018	Spreads vs. Brent (\$/bbl)	2016	2017	2018
Brent	(\$/Bbl)	43.7	54.2	71.3	Maya - Brent	[11.6]	[9.7]	[10.6]
WTI	(\$/Bbl)	43.5	50.9	64.9	Ural - Brent	[1.2]	[0.9]	[1.1]
Henry Hub	(\$/MBtu)	2.5	3.1	3.1	Gasoline - Brent	11.6	12.0	8.7
Average exchange rate	(\$/€)	1.11	1.13	1.18	Diesel - Brent	10.7	13.1	15.8
Algonquin	(\$/Mbtu)	3.1	3.7	4.8	Fuel oil - Brent	[11.3]	[7.2]	[9.2]
					Naphtha - Brent	[0.5]	0.4	[3.1]
Refining indicators	Unit	2016	2017	2018				
Refining margin indicator (Spain)	\$/bbl	6.3	6.8	6.7				
Distillation utilization (Spain)	%	88.0	93.6	92.9				
Conversion utilization (Spain)	%	102.9	104.4	106.6				

### REPSOL GROUP

Main figures (M€)	2016	2017	2018	Ratios	Unit	2016	2017	2018
Adjusted Net Income	1,922	2,131	2,352	Net debt	M€	[8,144]	[6,267]	[3,439]
Upstream	52	632	1,325	Net debt/Capital employed	%	20,7	17,3	10,0
Downstream	1,883	1,877	1,583	Net debt/EBITDA CCS	x	1,62	0,95	0,45
Corporate and others <sup>1</sup>	[13]	[378]	[556]					
EBIT	2,067	3,214	4,396	Credit metrics	Rating	Outlook	Last review	
EBITDA CCS	5,032	6,580	7,619	Standard & Poor's	BBB	Positive	December 12, 2018	
NET CAPEX	[500]	2,856	388	Moody's	Baa1	Stable	December 10, 2018	
CAPITAL EMPLOYED <sup>2</sup>	39,255	36,330	34,353	Fitch	BBB	Positive	October 29, 2018	
Upstream	23,853	21,612	21,515					
Downstream	9,469	9,749	11,338					
Corporate and others <sup>3</sup>	5,933	4,969	1,500					

<sup>1</sup> Includes net income contribution from GNF of 361 M€ 2016

<sup>2</sup> Capital employed below 2.3 Bn€ in each single country.

<sup>3</sup> In 2017, 3,224 M€ Capital employed in discontinued operations.

# Upstream

## Historic data book



	Production			Proven reserves		
	Kboe/d			Mboe		
	2016	2017	2018	2016	2017	2018
Europe	52	51	60	62	59	102
Latin America	342	348	342	1,525	1,490	1,419
North America	182	174	175	496	504	535
Africa	17	38	58	125	128	129
Asia	98	85	79	174	174	154
<b>Total</b>	<b>690</b>	<b>695</b>	<b>715</b>	<b>2,382</b>	<b>2,355</b>	<b>2,340</b>

Realized prices	Oil			Gas		
	2016	2017	2018	2016	2017	2018
\$/Boe						
Europe	44.9	55.2	71.2	27.2	34.2	46.8
Latin America	37.1	47.0	59.6	11.0	13.3	15.9
North America	36.5	47.4	58.5	11.4	14.6	14.0
Africa	41.8	52.8	71.1	-	27.1	29.5
Asia	39.4	51.2	67.3	25.1	29.6	37.7

Net Acreage	Development			Exploration		
	2016	2017	2018	2016	2017	2018
km <sup>2</sup>						
Europe	1,230	1,199	1,122	28,344	15,373	11,922
Latin America	4,736	4,475	4,827	53,186	47,763	90,959
North America	5,316	5,234	4,698	17,342	5,503	9,998
Africa	2,744	2,744	2,605	54,794	22,389	10,590
Asia	4,638	4,105	2,951	109,560	96,598	98,152
<b>Total</b>	<b>18,664</b>	<b>17,757</b>	<b>16,203</b>	<b>263,226</b>	<b>187,625</b>	<b>221,621</b>

Main figures (M€)	2016	2017	2018
Adjusted Net Income	52	632	1,325
EBIT	[87]	1,009	2,514
EBITDA	2,072	3,507	4,801
NET CAPEX	1,889	2,072	1,895

Organic RRR	%	2016	2017	2018
		124	93	87

### Downstream Assets

Refining	Refining capacity [kbb/d]	Conversion index [%]
<b>Spain</b>	<b>896</b>	<b>63</b>
Bilbao (Petronor)	220	63
Tarragona	186	44
Coruña	120	66
Puertollano	150	66
Cartagena	220	76
<b>Peru</b>	<b>117</b>	<b>24</b>

Marketing	Service stations [no.]
<b>Total</b>	<b>4,849</b>
Spain	3,350
Portugal	465
Peru	560
Italy	306
Mexico	168

Petrochemical	Capacity [Kt/year]
Ethylene	1,214
Propylene	864
Butadiene	185
Benzene	290
ETBE/MTBE	50
Polyethylene	793
Polypropylene	505
Intermediate products	937

Business	Unit	2016	2017	2018
<b>Refining</b>				
Distillation utilization				
Spain	%	88.0	93.6	92.9
Peru	%	68.9	89.8	81.7
Conversion utilization Spain	%	102.9	104.4	106.6
Processed crude oil	Mtoe	43,2	47,4	46,6
Spain	Mtoe	39,4	41,9	41,6
Peru	Mtoe	3,8	5,4	5,0

Marketing		2016	2017	2018
Sales of oil products	kt	<b>48,048</b>	<b>51,836</b>	<b>51,766</b>
Europe Sales	kt	42,787	45,081	45,316
Own network	kt	20,468	21,186	21,754
Rest	kt	5,261	6,755	6,450
Own network	kt	2,238	2,288	2,681

Petrochemicals		2016	2017	2018
Basic	kt	994	978	808
Derivatives	kt	1,898	1,877	1,802
<b>Total Sales</b>	<b>kt</b>	<b>2,892</b>	<b>2,855</b>	<b>2,610</b>
Europe	kt	2,428	2,412	2,137
Rest of the world	kt	464	443	473

LPG		2016	2017	2018
LPG sales	kt	<b>1,747</b>	<b>1,375</b>	<b>1,330</b>
Europe	kt	1,261	1,356	1,305
Rest of the world	kt	487	19	26

Gas & Power		2016	2017	2018
Gas Sales in North America	Tbtu	414	496	520
LNG regasified [100%] in Canaport	Tbtu	16	15	16



# Investor Update

June 2019

Repsol Investor Relations



**REPSOL**



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