Investor Update 2Q 2016

Repsol Investor Relations

2016-2020 Value & Resilience

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In October 2015, the European Securities Markets Authority (ESMA) published the Guidelines on Alternative Performance Measures (APM), of mandatory application for the regulated information to be published from 3 July 2016. Information and disclosures related to APM used on the present Q2 2016 Webcast Presentation are included in Appendix I "Alternative Performance Measures" of the Interim Management Report for the six-month period ended 30 June 2016

2016-2020 Value & Resilience

Company Overview

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Company overview

2Q16 key messages

- ✓ Driving for Cash Flow breakeven neutrality at $40.

- ✓ **UPSTREAM**
  - **Above breakeven** at the Adj. Net Income level at current prices
  - Production **in line** with the Strategic Plan
  - Opex and capex optimization → **Upstream FCF breakeven $60 objective**

- ✓ **DOWNSTREAM**
  - Major **maintenance** completed in our refineries will allow us to **capture all the potential** from our refining **conversion capacity** for the rest of the year

- ✓ **DIVESTMENTS**
  - **Programme on track,** continuing to evaluate portfolio options (*).

(*) In September 2016, Repsol and Criteria Caixa, reached an agreement with GIP to sell a combined 20% stake in Gas Natural SDG, S.A.for total aggregate consideration of €3.8Bn.

Company overview

Repsol today - An integrated company operating across the entire value chain

~2.4 billion boe
proved reserves (*)

Integrated
business model

Delivery on
commitments

~ 700 kboepd
production

Diversified and global
portfolio

~1 million bpd
refining capacity

World-class explorer

Core businesses:
Upstream and Downstream

Capable and
talented workforce

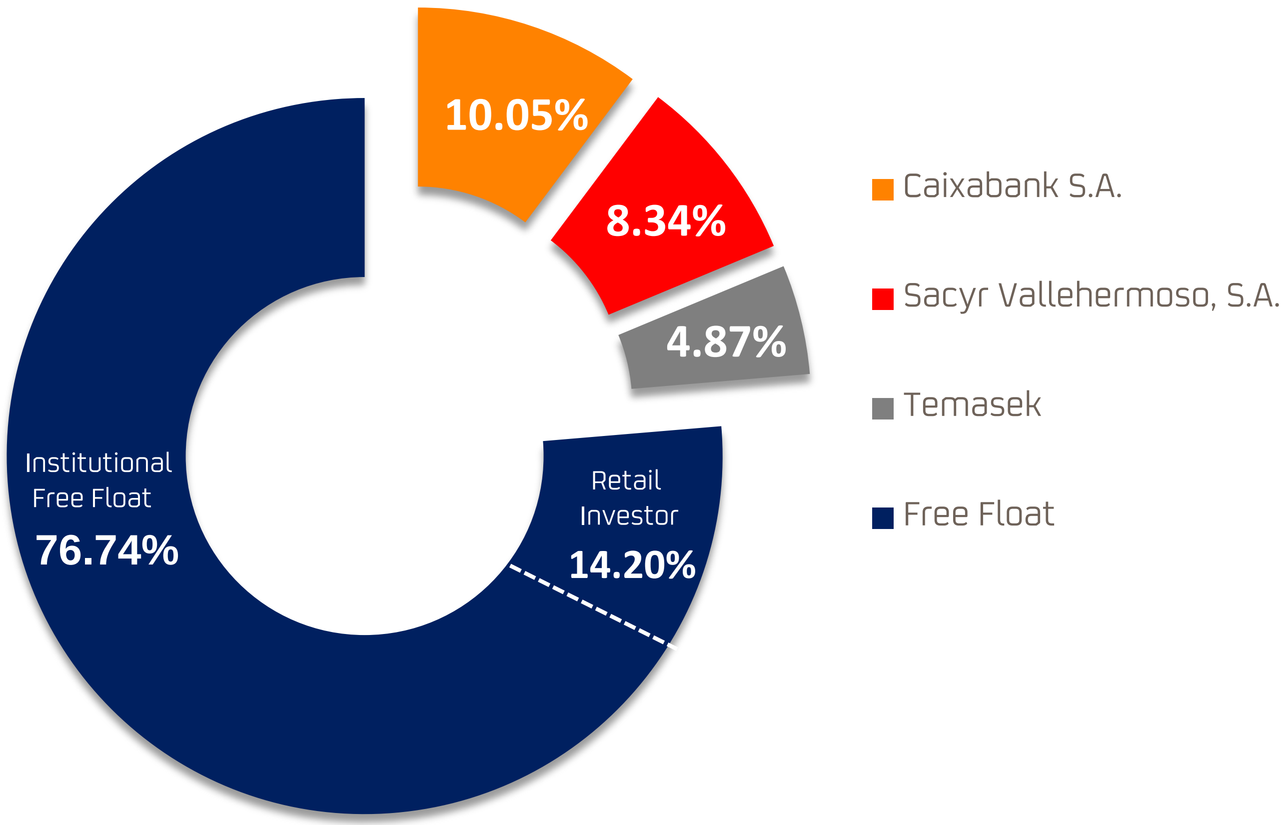
20% stake in Non-operated
shareholding: GNF

Tier 1 Downstream

(*) As at 31/12/2015

Company overview

Repsol's shareholders



Total number of shares as of July 2016: 1,466 million

Key strategic lines 2016-2020

2

Key strategic lines 2016-2020

Value and resilience

VALUE

Shift from **growth to value delivery,** prepared for the next growth wave

Commitment to **maintain shareholder compensation** in line with current company level

RESILIENCE

Top tier resilience among integrated companies

Self-financing strategy even in a stress scenario

FCF breakeven after dividends at $40/bbl Brent[1]

PORTFOLIO MANAGEMENT

Capex flexibility

(~46% Investment reduction vs. 2014) [2]

Creating value through portfolio management

(€6.2 B divestments: target of € 3.1 B in 2016-2017 period**)**[4]

EFFICIENCY

Synergies and company-wide Efficiency Program with strict accountability[3]:

€2.1 B/y savings target in 2018
(€1.5 B Opex + €0.6 B Capex)
> 50% target to be achieved in 2016

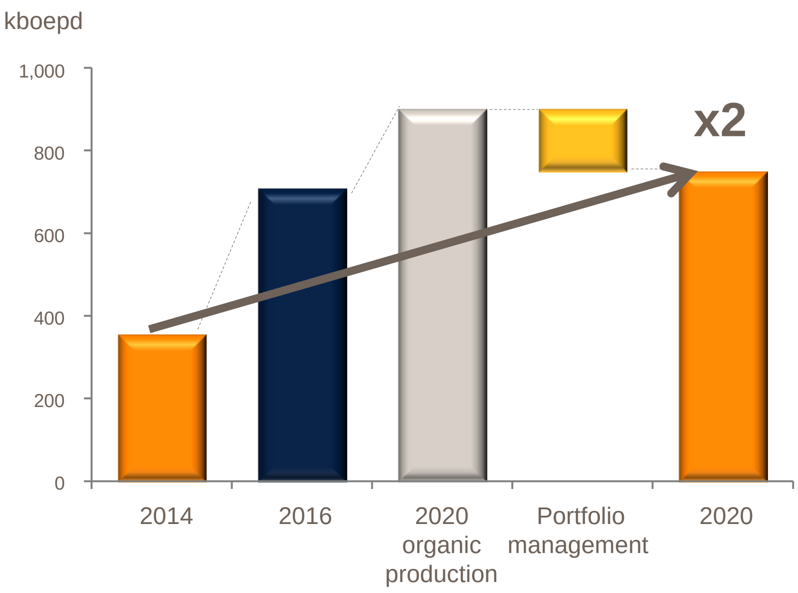
Creating value even in a stress scenario through efficiency and portfolio management

(1) Repsol released a FCF Breakeven at $50/Bbl on strategic plan 2016-2020 presentation. FCF breakeven at $40/bbl with the revised scenario.
(2) Repsol released in 2015 full year results presentation an additional investment reduction for 2016-2017 period.
(3) By the end of the second quarter projects have commenced that will secure approximately 70 per cent of savings target for 2016.
(4) The 2016-2017 target has been already reached. As of September 2016, € 4.7B of divestments have been delivered.

Key strategic lines 2016-2020

Shift from growth to value

// Upstream production evolution //



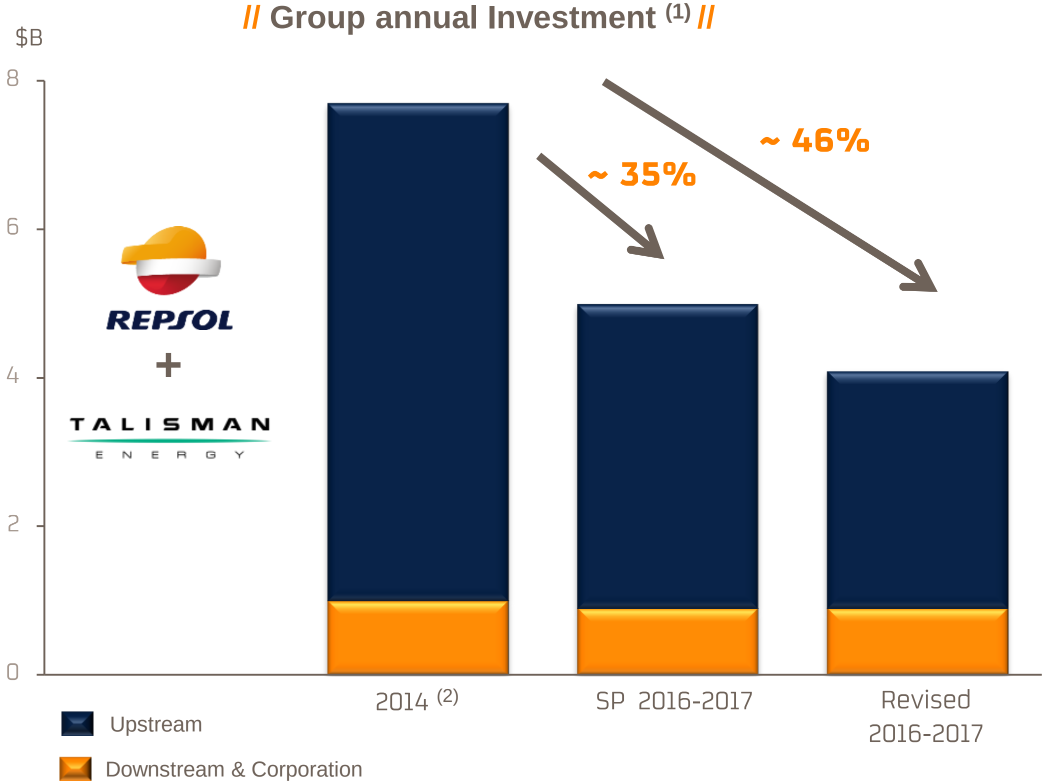
- Achieved critical mass in E&P business
- Extensive portfolio of assets and development projects
- Optionality to improve portfolio value by divestments

Achieving optimal size and portfolio mix

Key strategic lines 2016-2020

Additional Investment reduction for 2016 and 2017 around **€1.8B**

// **Group annual Investment** (1) //



- Investment optimization and implementation of our efficiency measures.
- Low Downstream capital requirements.
- Deferring non-critical investment in development and producing assets.
- Keeping in 2016 our production level at around 700,000 barrels per day.

Repsol shows flexibility in this challenging environment

1. Investment does not include G&G and G&A from exploration.
2. 2014 Investment figure includes Repsol and Talisman.

Key strategic lines 2016-2020

REPSOL

Strict accountability on Efficiency Program

	Pre-tax cash savings	
	// 2016 //	// 2018 //
Synergies	€0.2 B	€0.3 B
Upstream Opex & Capex efficiency	€0.6 B	€1.1 B
Downstream profit improvement and efficiency	€0.2 B	€0.5 B
Corporation right-sizing	€0.1 B	€0.2 B
	€1.1 B (*)	€2.1 B

- Recurrent synergies target increased to 400M$
- 90% of the run-rate target for 2016 synergies and 70 % of the planned synergies by 2020 already implemented.
- Upstream program ahead of schedule (700 efficiency initiatives identified)
- Downstream and Corporate on track.

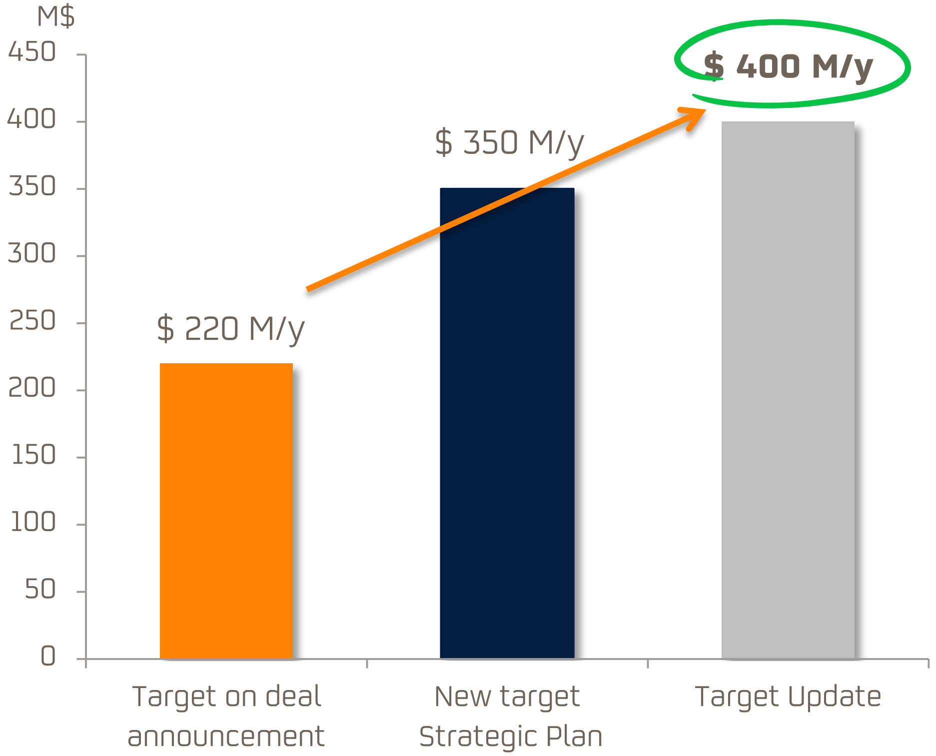
More than 50% of the efficiency plus synergies target in 2018 to be achieved in 2016

(*) Latest projection for 2016: € 1.2B

Key strategic lines 2016-2020

Synergies from Talisman integration are already being delivered

// €250M in 2016 of which ~200M already captured //



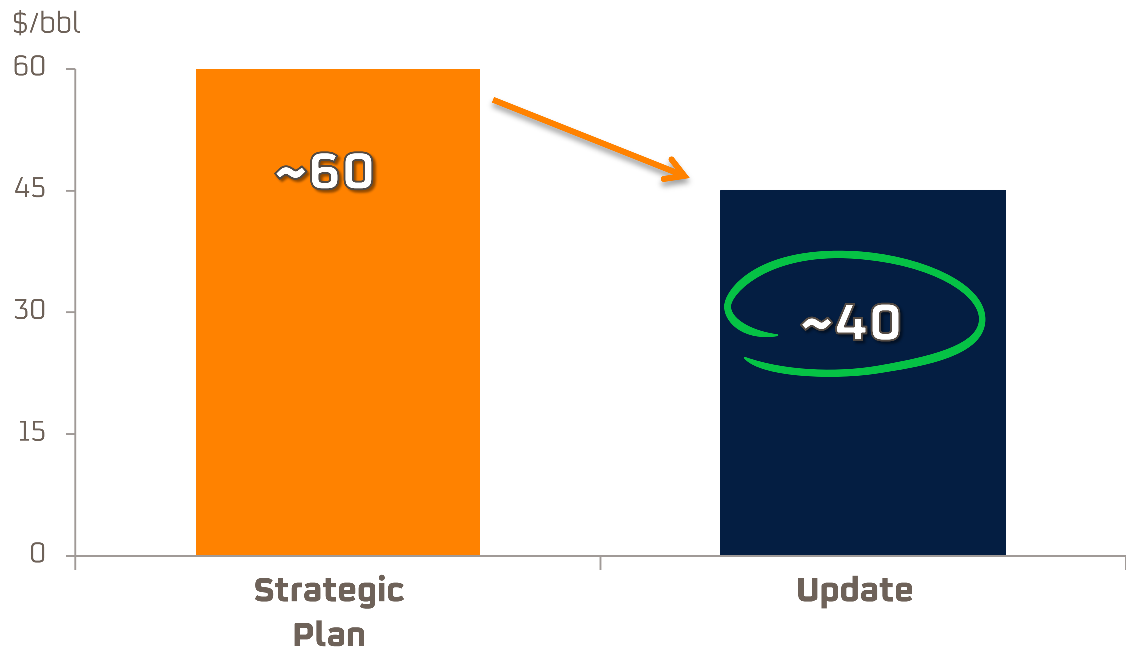
- **Finance:** repurchase of Talisman bonds and joint financial optimization
- **People and Organization**: workforce and contractor reduction from overlaps
- **IT:** application & infrastructure rationalization
- **Exploration:** highgrading of Talisman portfolio
- **General services:** joint insurance program

Repsol increases recurrent synergy target derived from Talisman Integration up to 400 M$ pre-tax

Key strategic lines 2016-2020

Breakevens

// Group FCF breakeven after dividends and interests **(2016-2017)**(*) //



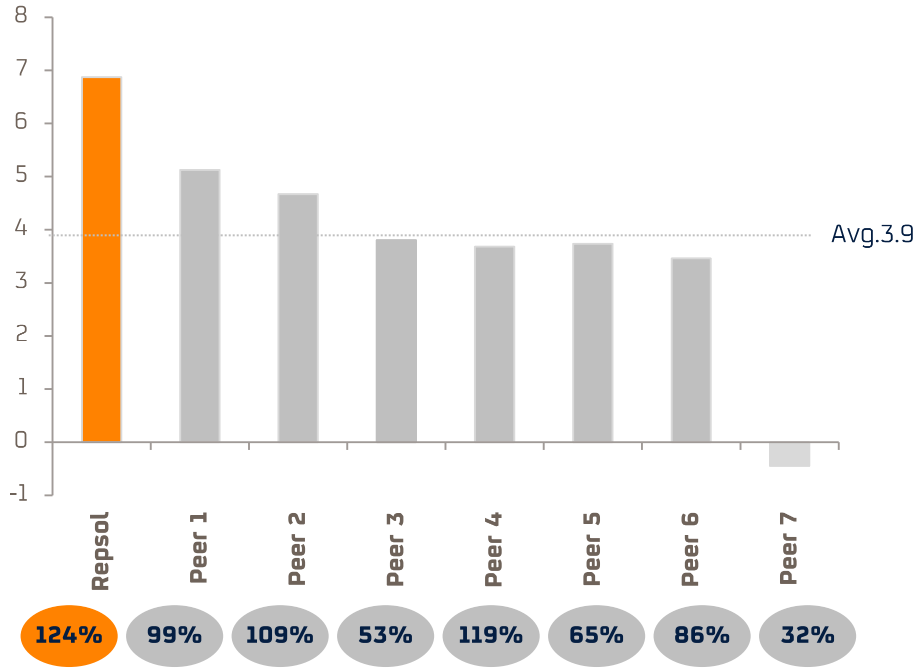
Resilience: $40/bbl free cash flow breakeven after dividend and interests

(*) Scenario used to estimate breakevens (Stress case): Brent price of 40 $/bbl for 2016 – 2017, and 50 $/bbl flat 2018 – 2020; HH price of $2.6/Mbtu for 2016 – 2017, and 3.5 $/Mbtu 2018 – 2020; Repsol refining margin indicator of 6.9 $/bbl for 2016 and 6.4 $/bbl from 2017 onwards. Breakeven does not include any proceeds from divestments, with the exception of the piped LPG sale already accomplished in 2015.
Repsol's Base case is: Brent price of 40, 55, 65, 75 and 85 $/bbl from 2016 to 2020 respectively, HH price of 2.6, 3.2, 3.7, 4.2, 4.8 $/Mbtu from 2016 to 2020 respectively and Repsol refining margin indicator of 6.9 $/bbl for 2016 and 6.4 $/bbl from 2017 onwards.

Key strategic lines 2016-2020

Repsol profits from a high Downstream/Upstream leverage

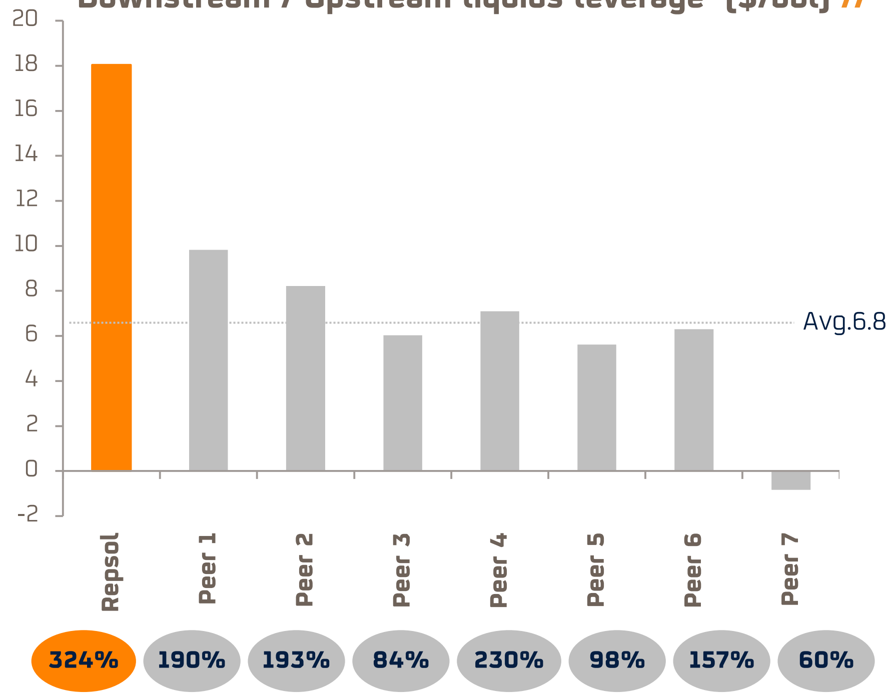
// Avg 2010-15 R&M integrated margin [1] x 2015E Downstream / Upstream leverage ($/bbl) //



Dowstream / Upstream leverage

2015E Refining distillation / Upstream total production (%)

// Avg 2010-15 R&M integrated margin [1] x 2015E Downstream / Upstream liquids leverage ($/bbl) //



Dowstream / Upstream liquids leverage

2015E Refining distillation / Total Liquids production (%)

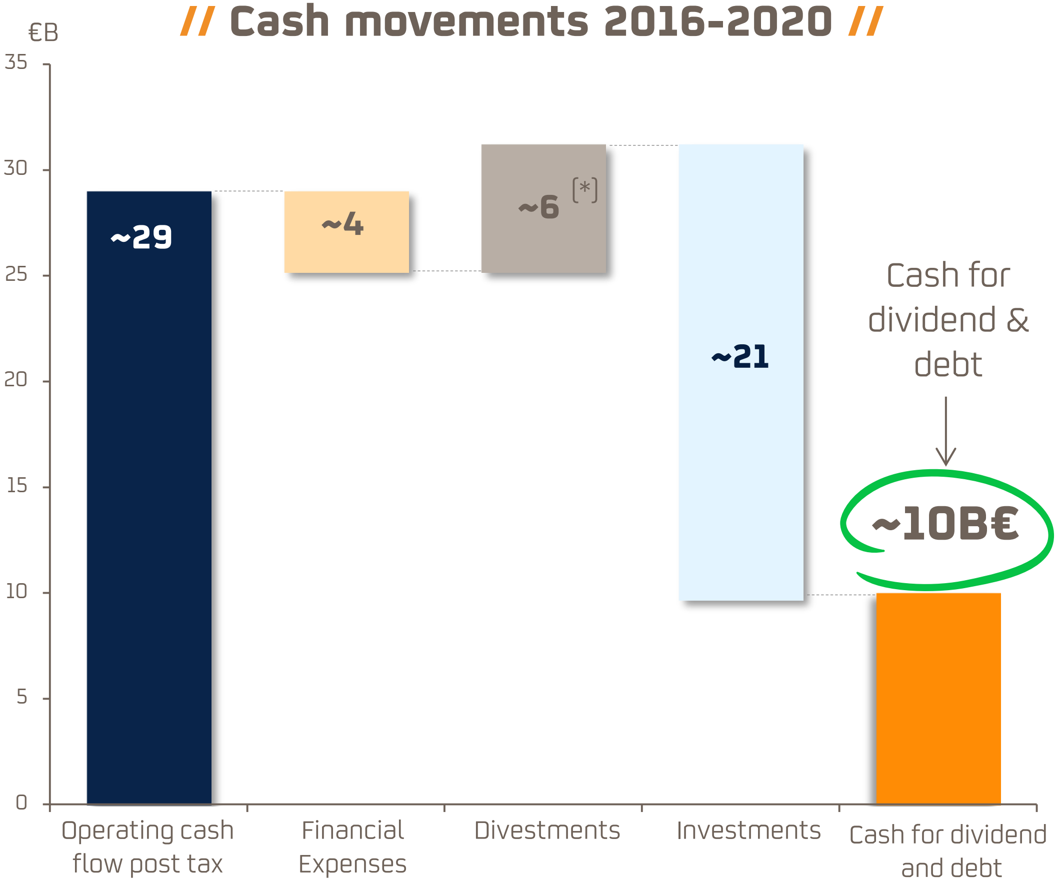
[1] Figures based on 3Q15 reported information. R&M operating profit is a proxy of the impact in FCF breakeven under the assumption that Investments=Depreciation. Integrated R&M margin calculated as CCS/LIFO-Adjusted operating profit from the R&M segment divided by the total volume of crude processed (excludes petrochemicals business). Source: company filings

* Peers companies considered: BP, Shell, Chevron, Total, Exxon, OMV and ENI

Key strategic lines 2016-2020

Self-financed Strategic Plan even under the stress scenario

// Cash movements 2016-2020 //



(*) The 2017 target has been already reached. As of September 2016, € 4.7B of divestments have been delivered

- Reduction of our investment budget in 2016 below €4B
- Investment reduction for 2016 and 2017 around €1.8B
- Aceleration of efficiency and synergy target in 2016 → €1.2B
- Reduction of Group FCF breakeven to 40$

Sensitivities (5 years accumulated)	FCF	Adj. Net Income
Brent +/- $5/bbl	€1.5B	€1.3B
	-€1.5B	-€1.3B
Henry Hub +/- $0.5/Mbtu	€0.8B	€0.6B
	-€0.8B	-€0.6B
Refining Margin +/- $1/bbl	€0.8B	€1.1B
	-€0.9B	-€1.1B

Progress of Strategic Plan

3

Progress of Strategic Plan

Strategic Commitments Follow up

Investment in 2016

- ✓ **Exploration**
- ✓ Deferral of **non-critical investments**
- ✓ Capture of sector wide **deflation**
- ✓ **Re-visit on-going development** projects

<€3.9B

Efficiency & Synergies

- ✓ Target represents more than half of the 2018 objective:
  - ✓ **Upstream**: 1H16 achieved more than 50% of our full year objective.
  - ✓ **Downstream:** in line with our targets
  - ✓ **Corporation:** in line with our targets
- ✓ Pre-tax cash impact in 1H16 more than 600 million Euros

>€1.2B(*)

Cash Neutrality break-even

- ✓ **Investment reduction**
- ✓ **Opex efficiency targets**
- ✓ **Synergies capture**

~40$/bbl

(*) Latest projection for 2016: Euros 1.2B

Progress of Strategic Plan

Strategic Commitments Follow up

Efficiency & Synergies Program ✔

	Target 2016	2016 Estimate
Synergies	0.2	0.2
Efficiencies	0.9	1.0
Total (B€)	1.1	1.2

Investment Flexibility ✔

	Target 16-17	1H16
Repsol Investment (B€)	~3.9	1.6

Divestments & Management Portfolio ✔

	Target 16-17	1H16
Divestments (B€)	3.1	2.8[1]
Production (kboed)	706 [2]	705

Value & Resilience ✔

	Target	1H16
CF Neutrality BE ($/boe) [3]	~40	~40
E&P FCF BE ($/boe)	~65	~65

[1] Includes projected proceeds on agreed transactions and other operations. It does not include the sale of the 10% stake of Gas Natural Fenosa.

[2] 2016 Annual Budget.

[3] FCF after interests and dividends (~0.8 €/share for this year)

Finance Commitments ✔

	Target	Actual
Investment Grade	Maintain	Maintain

Progress of Strategic Plan

Portfolio management

GNF

Sale of a 10% stake in Gas Natural Fenosa to Global Infrastructure Partners ("GIP")

- Around €1.9bn of proceeds.
- The capital gain that this disposition generates is approximately 246 million euros.

Wind Power

Sale of our offshore wind power business in the UK for 238 million euros

- After tax capital gain of 109M€
- Cash from this sale is expected to be received during 2Q 2016

CLH

Sale of Repsol's 10% stake in CLH

- We sold our stake in CLH for 325 million Euros
- Around 300 million Euros of capital gains

Piped LPG

Sale of the Piped LPG business for 788 M€

- Generating an estimated pre-tax capital gain of ~470 M€
- Will be cashed-in mostly in 2016. Capital gains also to be booked mainly in 2016

Peru & Ecuador LPG

Sale LPG businesses in Peru and Ecuador

- Agreement with Abastible company totalling 335 million dollars transaction
- A multiple of approximately 8 times EBITDA

Alaska dilution

Agreement with our partner Armstrong to dilute our position in North Slope

- Positive impact on our cash flow of around 700 million Euros

E.F. Gudrun

Eagle Ford divestment and acquisition of Norwegian producing assets

- Significant improvement in the cash flow generation in 2015-2017
- Improvement of operations thorough the nomination of a single operator

Yme

Transfer of our 60 per cent stake in the Yme field to OKEA

- Saving 200 million euros of decommissioning costs in the 2016-2020 period

TLM Bonds

Repsol amortizes part of TLM's debt and reduces its financing costs by >80M$/year

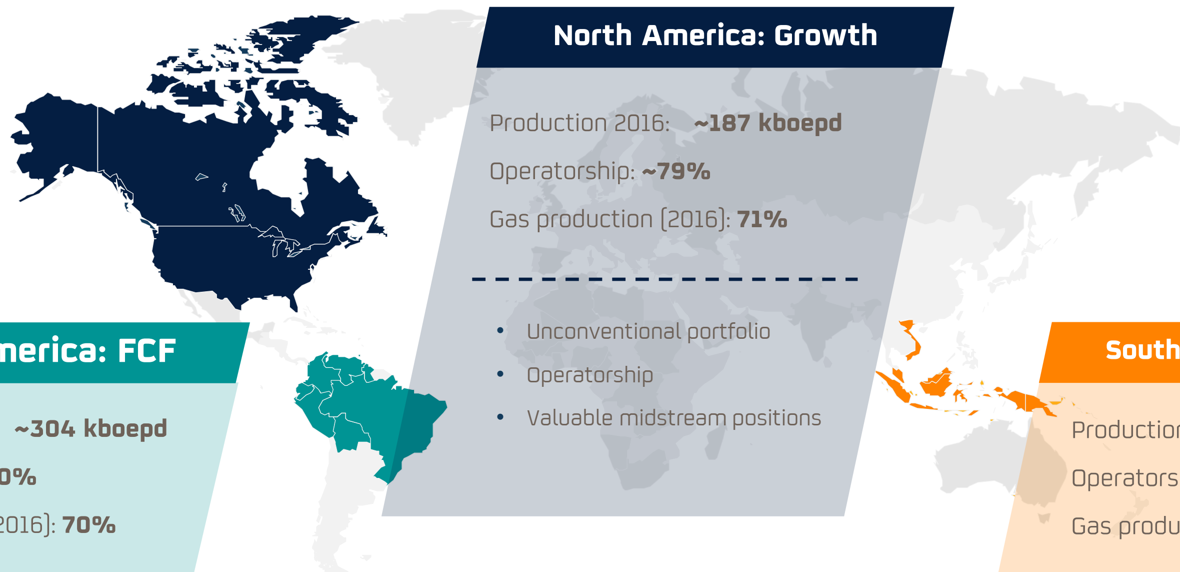
- Repsol amortizes TLM bonds in the amount of approximately 2.7 billion dollars
- Total capital gain of approximately 300 M$ pre tax

Upstream

4

UPSTREAM

3 core regions in the portfolio



North America: Growth

Production 2016: **~187 kboepd**

Operatorship: **~79%**

Gas production (2016): **71%**

- Unconventional portfolio
- Operatorship
- Valuable midstream positions

Latin America: FCF

Production 2016: **~304 kboepd**

Operatorship: **~20%**

Gas production (2016): **70%**

- Regional scale
- Exploration track record
- Cultural fit

SouthEast Asia: FCF & Growth

Production 2016: **~102 kboepd**

Operatorship: **~37%**

Gas production (2016): **77%**

- Self-financed growth
- Relationship with governments/NOCs
- High potential exploration blocks

Main Figures

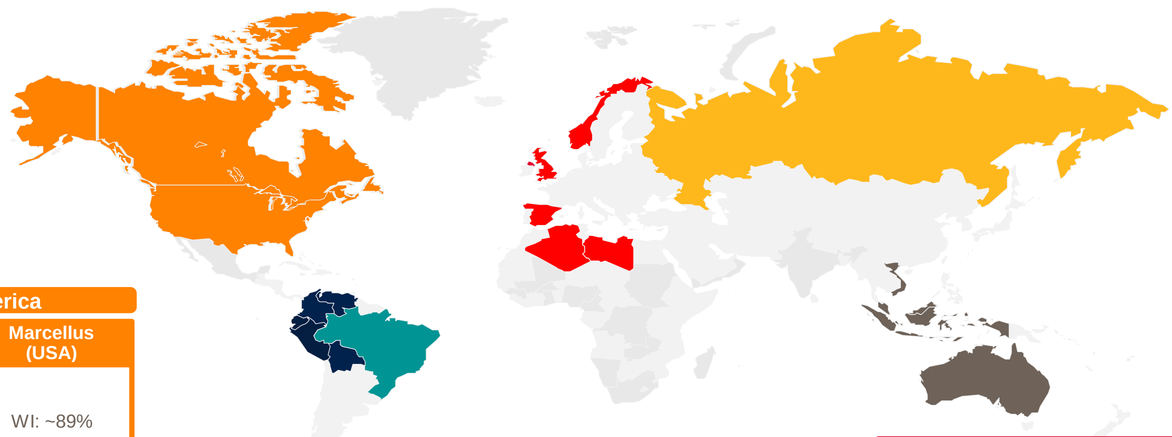
• **Current Production**	**~ 700 Kboed**
• **1P Reserves** (*)	**2,373 MMboed**

NOTE: Europe, Africa & Brazil ~ 112 kboe/day

(*) As at 31/12/2015

UPSTREAM

An extensive pipeline of organic opportunities



North America

Eagle Ford (USA)	Marcellus (USA)
WI: ~31% in basin and 37% in JV	WI: ~89%
Duvernay (Canada)	**GoM / Mid-continent (USA)**
WI: 100%	WI: 28%/~11%

Brazil

Sapinhoa (former Guara)	Lapa (former Carioca)
WI: 15%	WI: 15%

Africa & Europe

Reggane (Algeria)	MonArb / Flyndre Cawdor (UK)
WI: 29.25%	WI: 30% Redevelopment

Latin America

M. - Huacaya (Bolivia)	Carabobo – AEP (Venezuela)	Cardon IV (Venezuela)	Kinteroni + Sagari (Peru)	Akacias (Colombia)
WI: 37.5%	WI: 11%	WI: 50%	WI: 53.8%	WI: 45%

SouthEast Asia

PM3, Kinabalu (Malaysia)	C. & J. Merang (Indonesia)	Red Emperor (Vietnam)
WI:41.4% PM3* WI: 60% K	WI: 36% C / 25% JM	WI: 46.8%

// Exploration //

Contingent resources

- Unconventional North America
- Brazil: Campos-33, Sagitario
- Russia: Karabashky
- Colombia: CPO9 & Niscota
- Alaska: Colville High
- GOM: Leon
- Indonesia: Sakakemang
- Vietnam: Red Emperor extension
- Kurdistan
- PNG: PDL10

Prospective resources

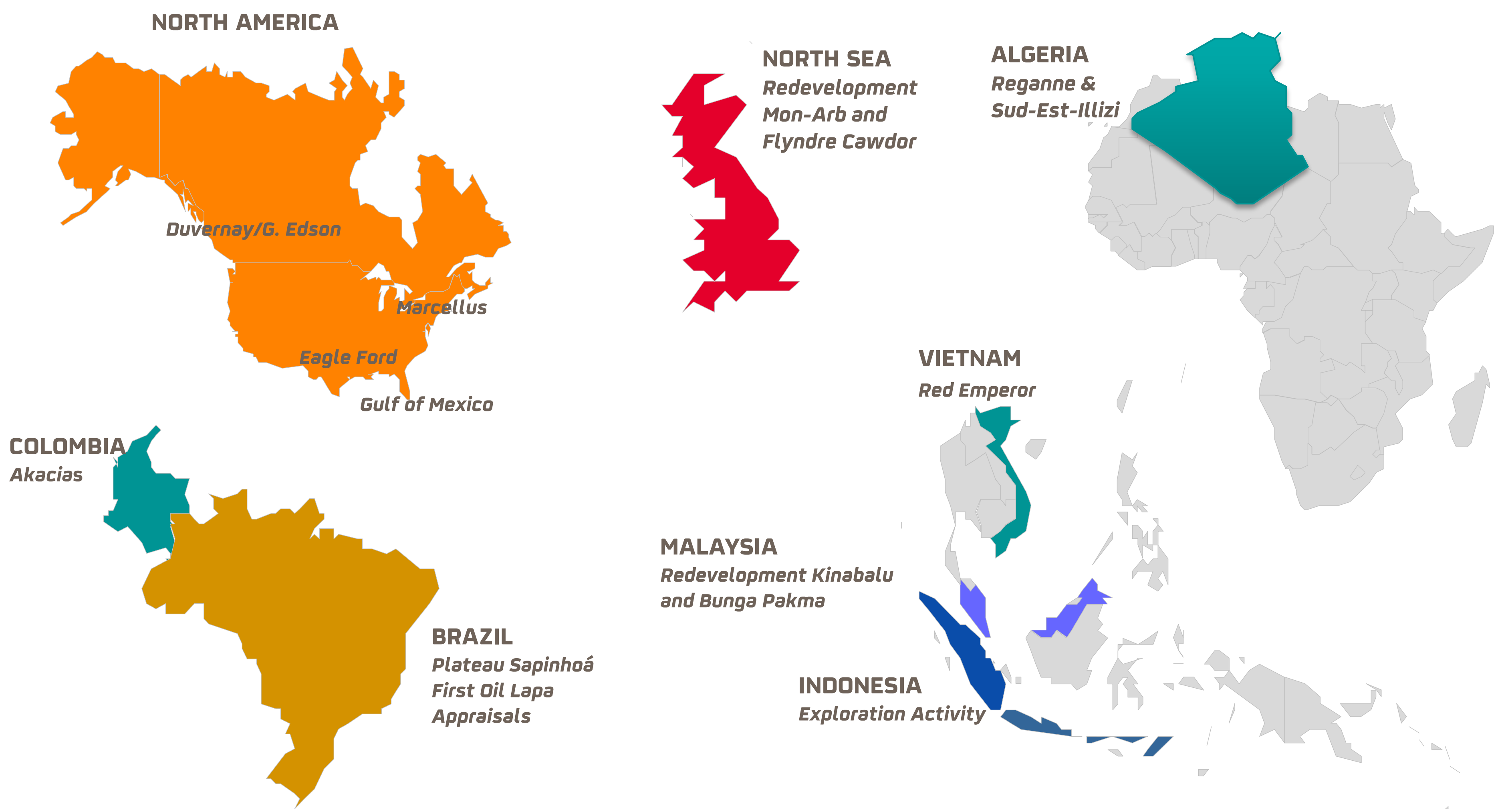
- Brazil: Santos Basin & Espirito Santo
- Colombia: RC11, RC12 & Tayrona
- Unconventional North America
- GOM
- Peru
- Guyana
- Angola
- Romania
- Portugal
- Norway
- Indonesia
- Malaysia
- Vietnam
- PNG
- Bulgaria

"As is" organic portfolio potential of more than 900 kboepd

(*) The PM3 PSC extension agreement was signed on the 6th April, 2016. Repsol equity interest in PM3 is going to be 35%

UPSTREAM

Projects activity in 2016



* Additional exploration activity in Angola, Romania, Bulgaria and PNG.

UPSTREAM

Operational activity. Development projects

Brazil: Sapinhoá & Lapa

- **Sapinhoá:** Plateau is expected in second half of 2016
- **Lapa:** First oil is expected in 3Q16 (ahead of schedule).

UK: MonArb & Flyndre/Cawdor

- First oil expected in the first half of 2017

Malaysia: Bunga Pakma & Kinabalu

- First production projected for 2018 and 2019 respectively

Vietnam: Red Emperor

- Project taken advantage of falling industry costs
- First production is planned for end of 2019

USA: Marcellus

- Higher production YoY.
- Cash breakeven close to $2/Mbtu
- Cash generative at current prices

Peru: Kinteroni & Sagari

- Production from **Kinteroni** increased in April to 160 million square cubic feet of gas per day
- In **Sagari** first gas planned for 2018.

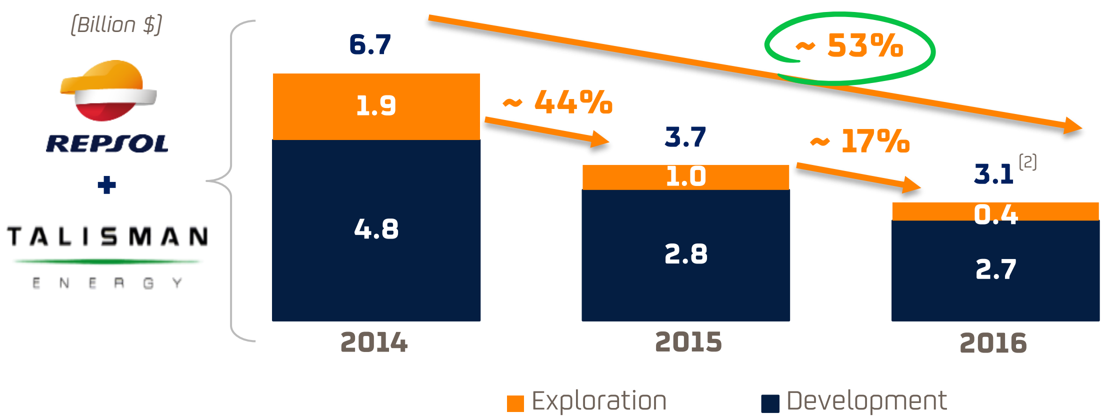
T&T: Juniper

- Start-up is planned for 2017.
- This offshore shallow water project will reach peak production of 95 Kboed (Repsol owns 30%)

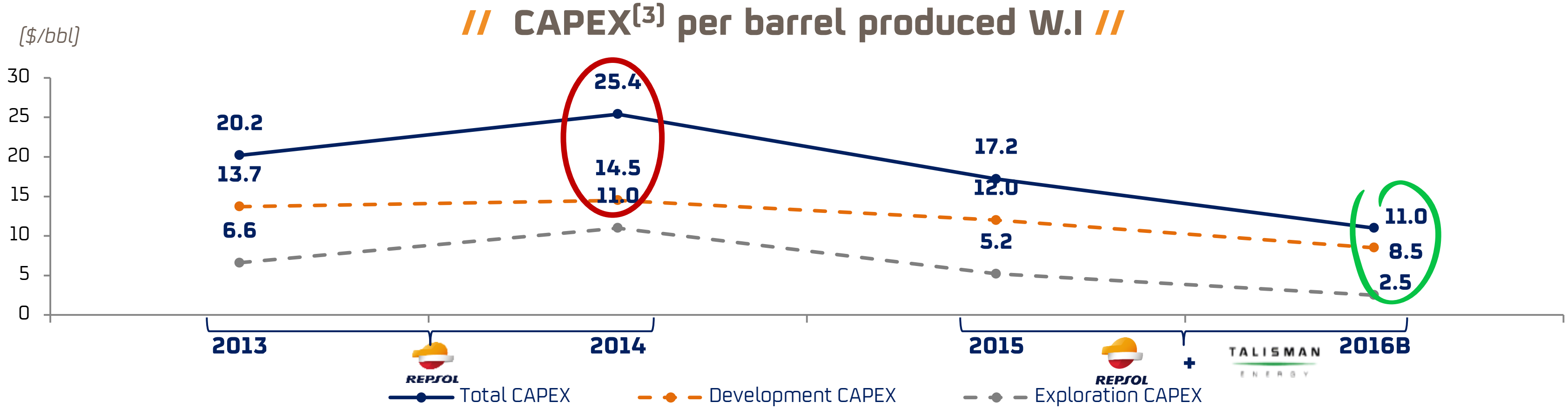
UPSTREAM

Portfolio management: Flexibility to optimize capital allocation

// Upstream Investments[1] //



// CAPEX[3] per barrel produced W.I //



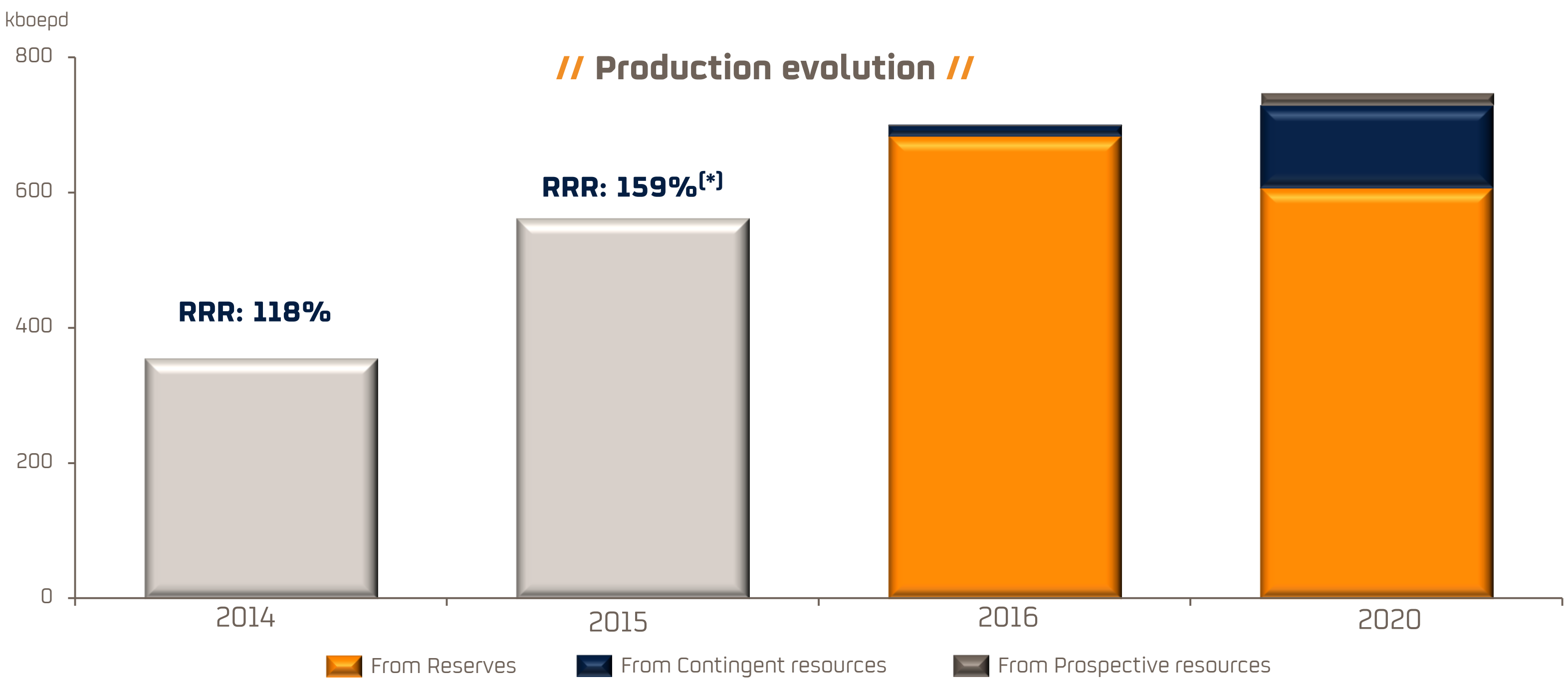
[1] Investment excluding G&G and G&A from exploration and including efficiencies

[2] 2016 Investment € 2.9 Bn (exchange rate 1.07 $/€)

[3] CAPEX including G&G and G&A from exploration and including efficiencies

Portfolio management: Capex

Capex optimization will have no impact on production because of the previous investment cycle from Repsol's legacy assets (Average RRR 2011-2013: 214 %)



Production delivered from current reserves and resources

(*) Organic Reserve ratio excluding the acquisition of Talisman and other inorganic transactions (RRR 500% inorganic)

UPSTREAM

E&P Cost Efficiency Program

// Levers //

	Levers
Business units (Opex & Operational Capex)	• Technical standardization • Operational uptime increase • Procurement & logistics optimization • Organizational right-sizing
Large capital projects	• Post -FID projects: Efficiency gains, scope challenge • Pre-FID projects: Lean and cost-efficient engineering and supply chain design, collaborative approach with contractors, integrated project execution, …
Exploration & drilling	• Simplification of geological targets, coring, testing • Well design standardization • Planning and execution efficiencies • Procurement & logistics optimization • Organizational right-sizing
Support functions	• Ongoing analisis of added value for every task • Organization right-sizing • Optimize support functions

€1.1 B/y savings by 2018

~€0.6 B/y Capex

+

~€0.5 B/y Opex

More than 50% of the efficiency target in 2018 to be achieved in 2016 ~€0.6 B/y savings by 2016.

Examples of improvements in Talisman legacy assets

UK

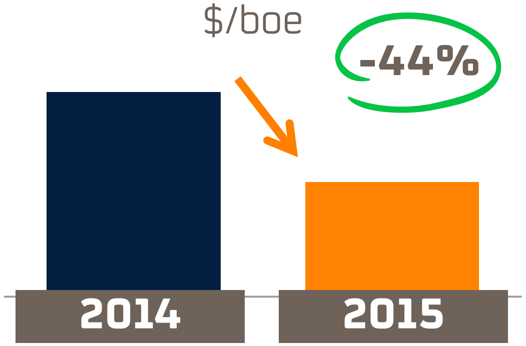
Improved Recovery Factor:

- Develop a prioritized inventory of qualifying capital projects to be used in the asset strategy definition.

Improved Operational Efficiency:

- Contribute to the stretch objective of TSEUK producing >50kboe/d, with significant improvement in the per barrel profitability.
- Optimize Capex and Opex.

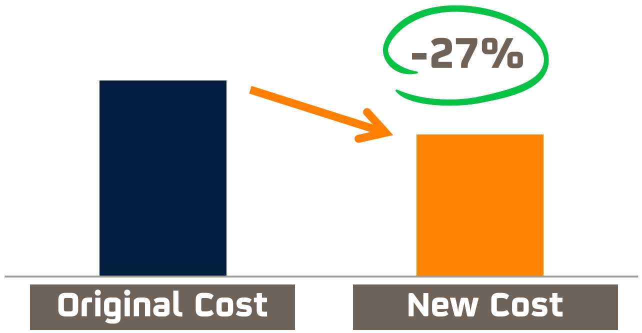
Unit Operating Cost
$/boe



MARCELLUS

Marcellus Fracking pricing:

Marcellus frac cost per stage
USD Thousands/year



Marcellus commercialization:

- Practice of **selling excess capacity** has been **replaced with purchase of gas from 3rd parties**, leveraging Repsol Trading capabilities in North America.
- Lower effective transport cost through positive net revenues from buy/sell margins, underpinning business profitability.

Downstream

5

DOWNSTREAM

Downstream to provide sustainable value

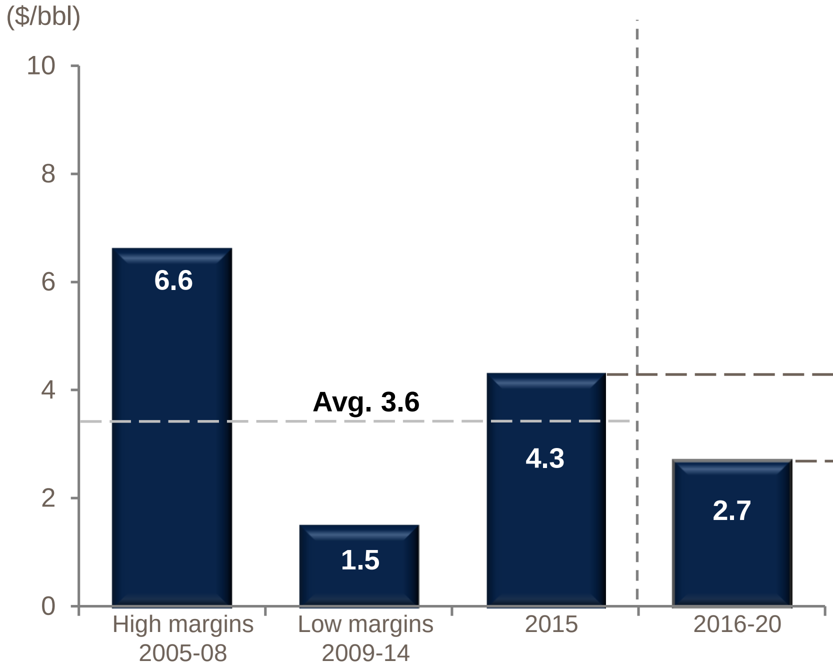
Maximize performance	• Taking advantage of the integration between refining and marketing businesses with focus on reliability
Capital discipline	• Discipline in capital allocation • Divestments of non-core assets for value creation
Margin improvement & Efficiency Program	• Optimizing integrated margin across businesses • Strong focus on reducing energy cost and CO_2 emissions

Objective to generate FCF ~ €1.7 B/y (average 2016-2020)

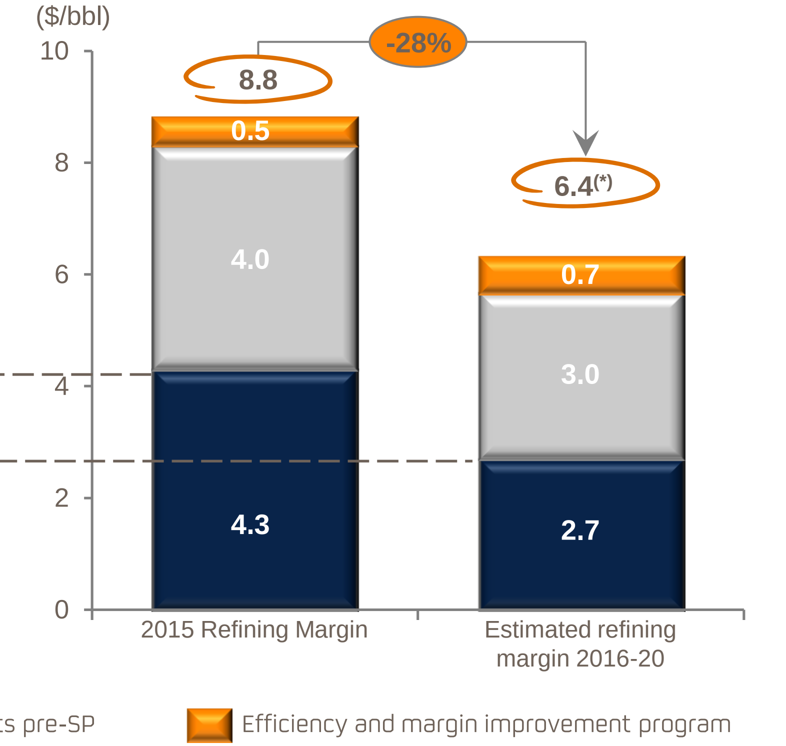
Repsol's refining margin indicator evolution

Margins back to a mid cycle scenario

Base Repsol Crack Index¹ 2005-2020



Repsol Refining margin index evolution



[1] Without taking into account margin from projects and efficiency improvement program

Note: Since the start up of the Bilbao and Cartagena projects, the premium went up from 1.6$/bbl in 2012 to 2.8$/bbl in 2014 and 4.3$/bbl in the first three quarters of 2015

(*) 2016 Budget assumption : 6.9 $/bbl

DOWNSTREAM

Fundamentals support sustained Repsol refining margins

Lower Opex	✓ Lower oil and gas prices
Growing refined products demand	✓ Average demand growth of 1.2% for 2016-2020 on top of strong 2015 demand ✓ Spain fuels demand growth at 4% in 2015
European refineries at high utilization of effective capacity	✓ Lower EU effective capacity due to low maintenance activity in recent years ✓ Low Brent-WTI and NBP-HH gaps and low $/€ exchange rate
Restarts unlikely in EU	✓ Restarts unlikely due to required investment in working capital and fixed costs with long-term uncertainties remaining for less competitive refineries in EU
Refining project delays and cancellations	✓ Capacity-addition delays and cancellations due to stressed cash position of integrated companies and NOCs
Demand vs. effective capacity tighter than previous years	✓ Capacity additions offset by growing demand
Light-Heavy differentials	✓ Marpol [1] increases diesel demand, while lowering fuel oil demand and price ✓ Large increase in production of heavy crudes

1 Marpol: International convention for the prevention of pollution from ships.

DOWNSTREAM

Downstream efficiency and margin improvement program

~€0.5 B/y from Downstream efficiency improvement in 2018

// Projects //	// Levers //	// EBIT increase by 2018 //
Refining	• Energy cost reduction • Improved planning to increase crude supply flexibility • Operations optimization including fixed-cost reductions • Increased asphalt production in Peru	~€250 M/y
Integrated margin	• Optimization of integrated margin across the value chain with: optimization of crackers supply, processing challenging crude...	~€100 M/y
Commercial businesses	• Network structure optimization • Logistics and planning improvements	~€100 M/y
Chemicals	• Operational improvement focused on raw material flexibility and facilities reliability • Optimization of pricing strategy	~€50 M/y

Total target of ~€0.5 B/y

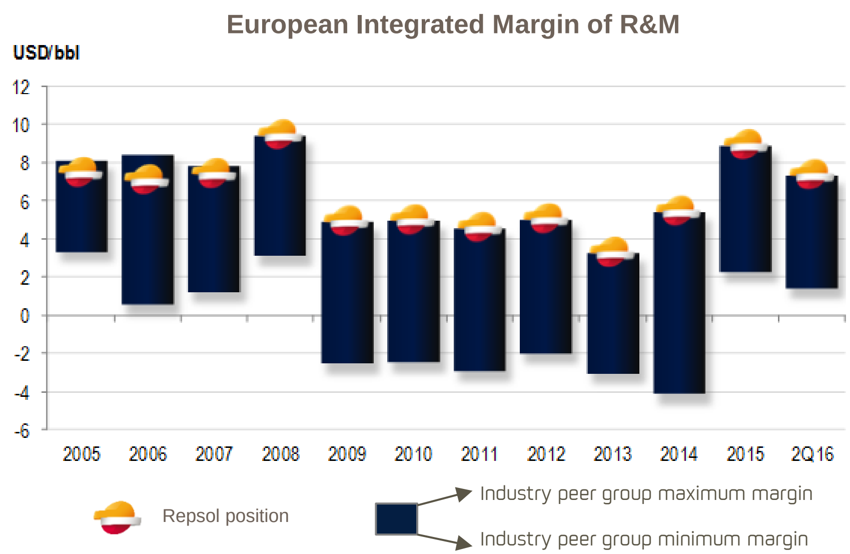
Downstream efficiency program on track: ~€0.2 B/y savings by 2016

2016-2020 Downstream strategy

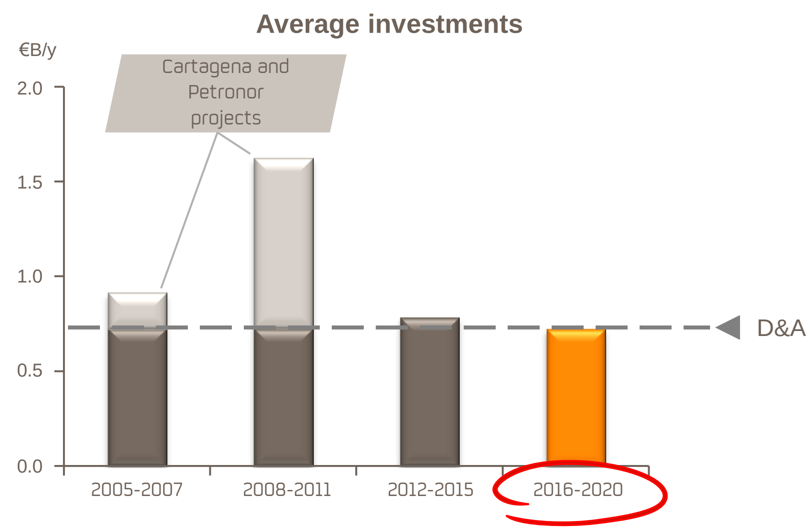
Maximizing value and cash generation leveraged on fully invested assets

// Sustainable value from quality assets //

Repsol in leading position among european peers



// Investment discipline //



Downstream resilience reinforced by commercial business integration with industrial businesses

Note: Integrated R&M margin calculated as CCS/LIFO-Adjusted operating profit from the R&M segment divided by the total volume of crude processed (excludes petrochemicals business) of a 9-member peer group.
Based on annual reports and Repsol's estimates. Source: Company filings.
Peers: 2015: Eni, Total, Cepsa, Galp, Saras, OMV, MOL, Neste Oil, Hellenic // 2014 and previous: Eni, Total, Cepsa, Galp, Saras, OMV, MOL, PKN Orlen, Hellenic.

Gas Natural Fenosa

Gas Natural Fenosa

Strong profitability with long term vision

20% of valuable stake in a leading gas & power company

Stable dividend with growth potential (*)

Strong profitability performance
(well above wacc and not linked to oil price)

Provides strategic optionality for stronger role of gas and renewables in energy mix

Liquid investment that provides financial optionality

(*) Dividends received in 2012-2015 period ~ € 1.1 b

Financial outlook

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Financial outlook

Financial Strategic Plan 2016-2020

Sound track record in managing adverse conditions

Resilient Plan with stronger business profile

Conservative financial policy

Commitment to reduce debt

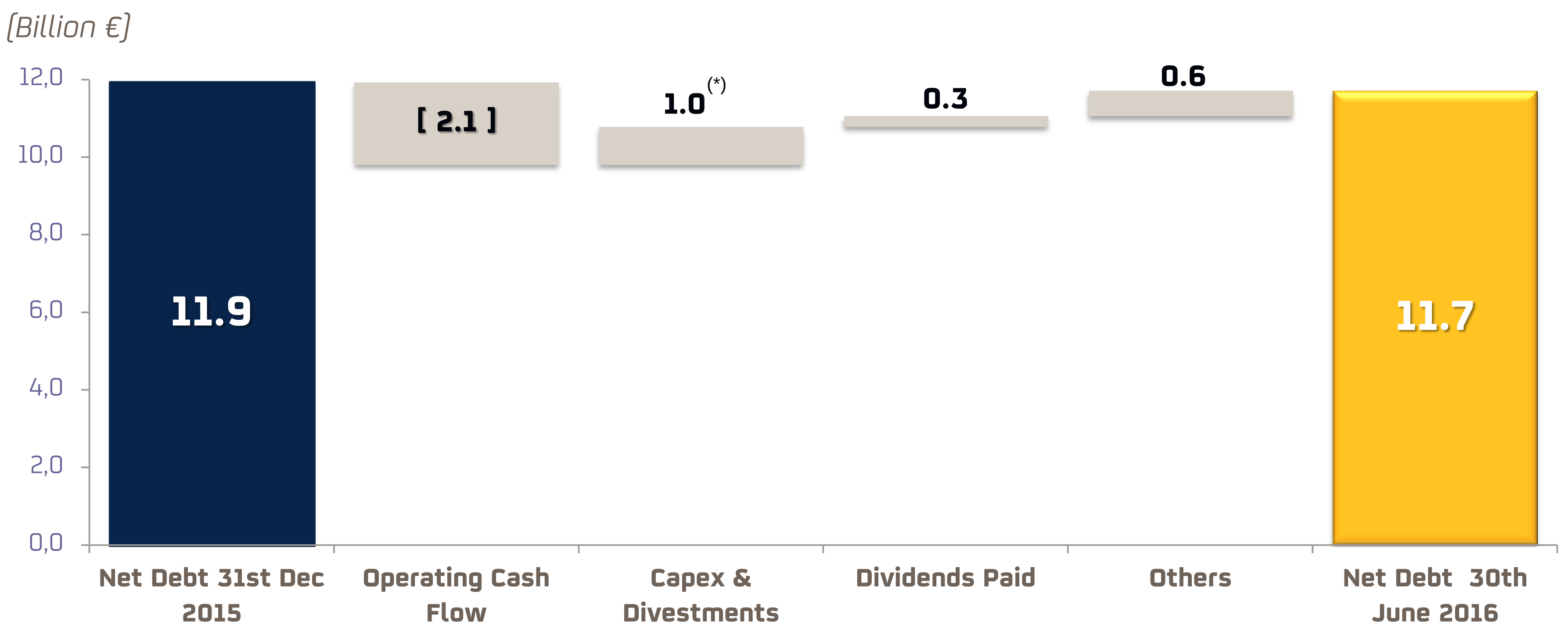
The three Rating Agencies, Standard & Poor's, Moody's and Fitch, confirmed and maintained our previous ratings, BBB-, Baa2 and BBB respectively.

Commitment to maintain shareholder compensation in line with current company level

Financial outlook

1H2016 Net Debt evolution

// Net Debt Evolution after paying dividends //



- **Fitch, Standard and Poor's and Moodys confirmed Repsol Investment Grade.**
- **S&P revised its assessment on Repsol's 2Bn€ hybrids bonds and restored the "intermediate equity" content.**

(*) Investments : €1.7 B for 1H16
Divestments: it does not include the € 1.9 B proceeds from the sale of a 10% stake in Gas Natural Fenosa

2016 Outlook

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2016 Outlook

- ✓ **Divestment program** progressing well with 2017 target already delivered, proceeds over €2.6 B in the 2nd half of 2016.
- ✓ **Downstream** projected to deliver ~€3 billion free cash flow in 2016.
- ✓ Production volumes in line with Strategic Plan at **~700,000 barrels** per day.
- ✓ **Capex and Opex** company wide optimization is helping drive free cash flow breakeven below $45 per barrel .
- ✓ **Efficiency and Synergy** project set to deliver **€1.2 billion** benefit in 2016.
  - ✓ Making excellent progress in 2016, on track to deliver on longer term strategic targets and by the end of the second quarter, projects have commenced that will secure approximately 70% of our projected target for 2016.
- ✓ Exploration program focus on **appraisals** and **lower risk prospects** leading to reduced results volatility, Upstream has delivered positive EBIT for the last two quarters.
- ✓ **Refining** major **maintenance program** for 2016 **completed**, projecting real refining margins ~$1 per barrel above indicator.