



**REPSOL**



# Investor Update

May 2015

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# Company Overview

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# Company Overview

Repsol today



**1 million boe/d  
refining capacity**

**4,700 service  
stations**

**~ 2.2 Billion boe  
proven reserves**

**~ 27,000  
employees**

**~ 656,000 boe/day  
production**

**Present in more than 40  
countries**

**30% of  
Gas Natural Fenosa**



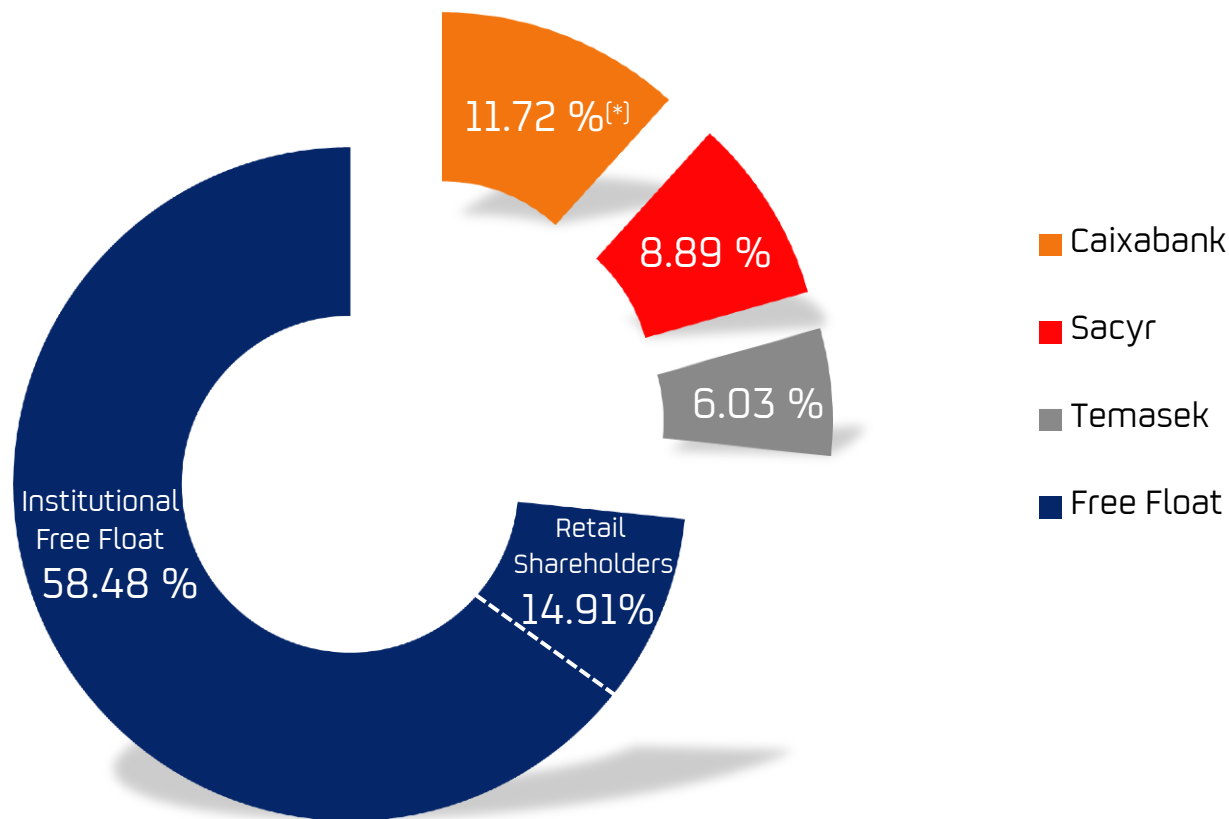
■ Repsol's presence

Note: Additionally our Marketing and Chemical activity extends to Asia ●



# Company Overview

Repsol's Shareholders



**Total number of shares: 1,374.69 million**

<sup>(\*)</sup> On 11<sup>th</sup> November 2013 CaixaBank launched a €594m 3-year Mandatory Exchangeable Bond into Repsol shares (2.5% of share capital)

# Company Overview

Strategic Plan 2012-2016



**All 2012-2016 Key strategic targets achieved**

# Company Overview

Strategic Plan 2016-2020



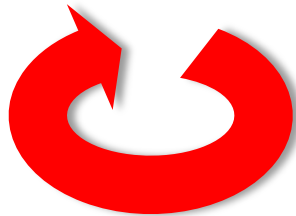
**“A new Strategic Plan 2016-2020<sup>(\*)</sup>, focused on value creation”**

## PERFORMING BUSINESSES

- Optimization & Efficiency
- Maximizing integration

## SHAREHOLDER RETURN

- Attractive value proposal



## PORTFOLIO MANAGEMENT

- Reinforcing Upstream business

## FINANCIAL DISCIPLINE

- Resilience to stress scenarios
- Disciplined Capex allocation

- **Profitability**
- **Sustainability**
- **Enhanced Capabilities**
- **Risk Management**

**A proposal for strong value creation**

<sup>(\*)</sup> The Repsol Group will present a new strategic plan before the end of the year 2015



# Upstream

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# Acquisition of Talisman Energy



Transformational deal, upgrading Repsol's portfolio and competitive advantage achieving global scale and diversification, greater exposure to Upstream, leading growth platforms and enhanced capabilities to create value.

## Growth

Greater exposure to Upstream, leading growth platforms.

## Diversification

*Upgrading Repsol's portfolio and competitive advantage by achieving global scale and diversification.*

## Value creation

*Enhanced capabilities to create value.*



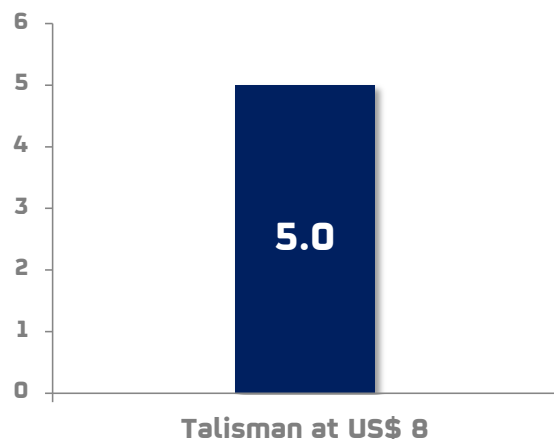
# Acquisition of Talisman Energy

## Price and Trading Multiples

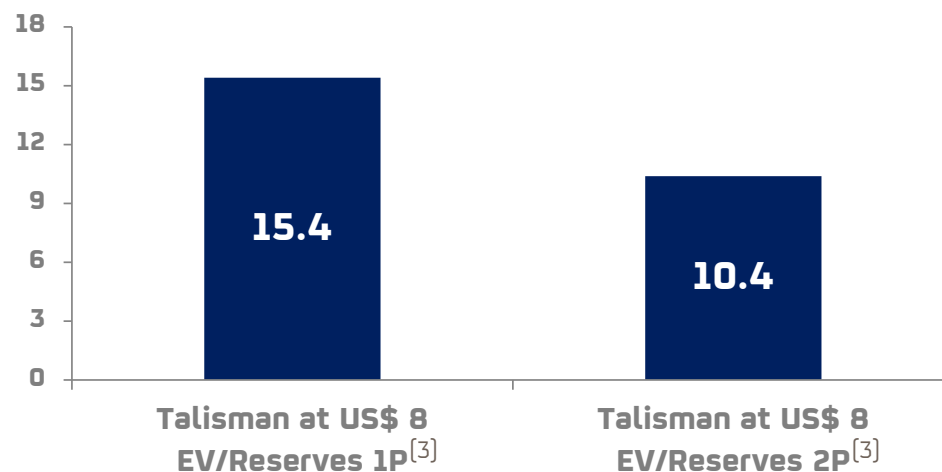


The transaction offers competitive multiples for Repsol, especially considering the long term value of the asset

EV/EBITDA 2015E [x] <sup>[1]</sup>



EV/2013 1P & 2P reserves [\$/boe] <sup>[2]</sup>

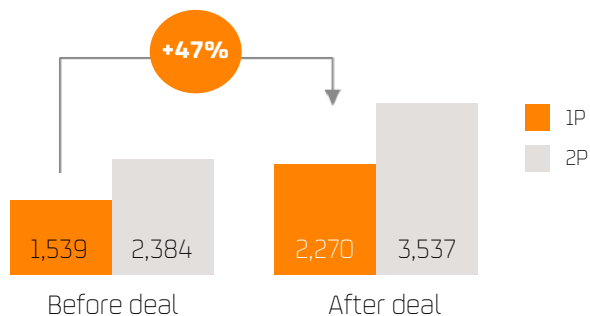


**Premium of 24% over previous 3-month average share price and 14% premium over previous 3-month average Enterprise Value<sup>[4]</sup>**

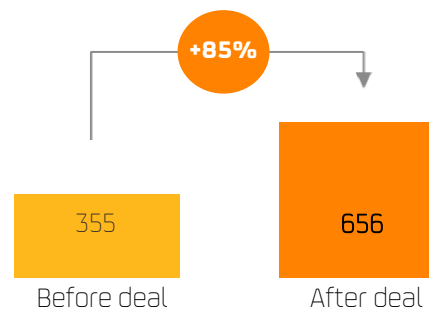
1. Company filings, FactSet, Equity research and Bloomberg. 2. Finding & Development 5-year average cost of the industry is US\$ 24.4/boe.  
3. According to Sell Side analysts the average resource finding cost of the industry is 5 \$/boe, which compares with 2.9 \$/boe of EV/resources in this transaction [assuming Sell Side estimate of 3.2 Bboe for Talisman's contingent resources] 4. VWAP as of December 11<sup>th</sup>, 2014

### Increase in production, reserves, operated assets and OECD production

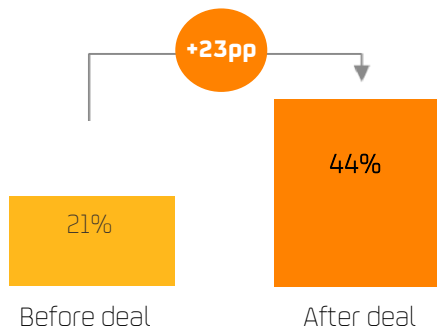
Reserves 1P/2P [MBoe]



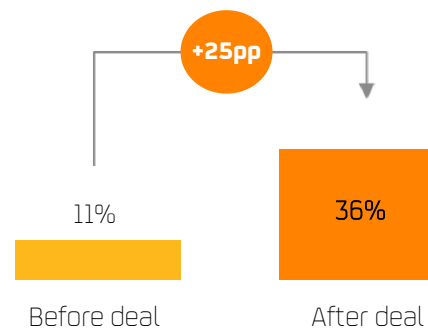
Production 2014 [Kboepd]



Operated production [%]



OECD production [%]



## Repsol's growth will be accelerated by an extensive list of development opportunities

### North America

Eagle Ford [USA]	Marcellus [USA]	Duvernay [Canada]	Mid-continent [USA]
WI: ~ 31% <sup>(1)</sup> Liquid rich play 60%/40% liquids- gas mix Production 2015: ~28 Kboed net	Dry Gas with own egressing infrastructure Tier 1 position ~65 Kboed net	WI: 100% Long Term potential ~300K net acres	Current production ~11 Kboed net

### Africa & Europe

Reggane [Algeria]	MonArb [UK]
WI: 29.25% First gas 2017	WI: 51% Redevelopment Production 2017: ~8 Kboed net

### Brazil

Sapinhoa [former Guara]	Lapa [former Carioca]
WI: 15% 270 Kboed gross Plateau by end 2015	WI: 15% 80 Kboed gross First Oil: end 2016

### Russia

#### SANECO/ TNO/SK

WI: 50%  
Ongoing production  
since February  
2014. Producing ~18  
Kboed net

### Latin America

Margarita- Huacaya [Bolivia]	Carabobo- AEP [Venezuela]	Cardon IV [Venezuela]	Kinteroni + Sagari [Peru]	Akacias [Colombia]
WI: 37.5% Phase III in progress. Production in April 2015: 18 Mm3d net	WI: 11% Production in April 2015: 16 Kboed gross	WI: 32.5% Production start-up 2015 with 150 Mscfd. Ramping up to 800 Mscfd in 2018.	WI: 53.8% First Gas 2014. Plateau of 26 Kboed net in 2019	WI: 45% Extension of Chichimene field >2.5 Bn bbls OOP

### South East Asia

Kinabalu [Malaysia]	Corridor & Jambi Merang [Indonesia]	HST/HSD & Red Emperor [Vietnam]
WI: 60% Access to low- cost discovered oil & gas reserves, infrastructure in place	WI: 36% / 25% Upside potential. Jambi Merang: liquids rich project	WI: 60% / ~40% HST/HSD foundation and FCF generator. Red Emperor future development

### EXPLORATION

#### Contingent resources

##### Repsol

Alaska  
GOM: Buckskin & Leon  
Brazil: C-33 (Seat, Gavea, Pao de,  
Acucar)  
Presalt Albacora / Sagitario (BMS-50)  
Russia: Karabashsky

##### Talisman

Colombia: CP-6  
Indonesia: Sakakemang  
Malaysia: Sabah Basin  
Kurdistan

#### Prospective resources

##### Repsol

GoM: Leon  
East Canada  
Brazil: Santos Basin & Espirito Santo  
Colombia: RC11, RC12 & Tayrona  
Peru  
Guyana  
Angola  
Rumania  
Portugal  
Norway offshore

##### Talisman

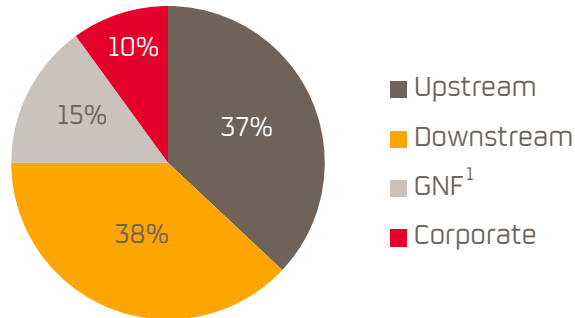
North America  
South East Asia:  
Indonesia/Malaysia/Vietnam/PNG  
Colombia

Note: **WI:** Repsol working Interest <sup>(1)</sup> Repsol stake in JV with Statoil is 50%. The W.I. in the play including third parties is ~31%.

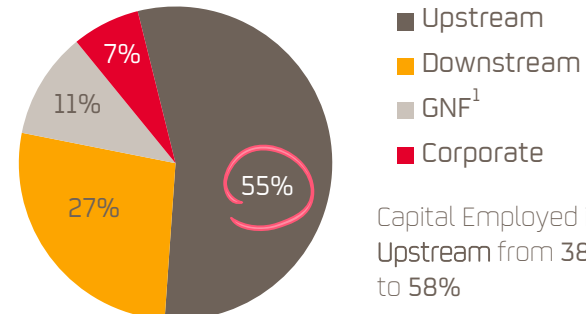
Before Deal

After Deal

WHOLE COMPANY



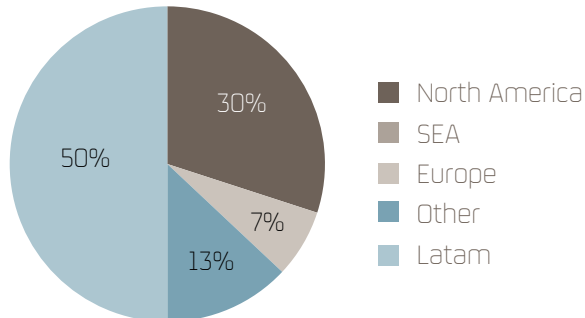
Capital Employed: ~ €30B



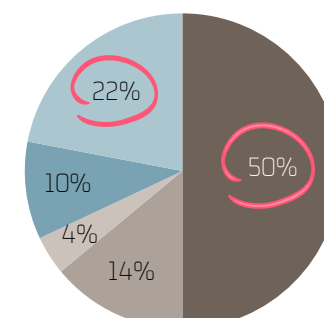
Capital Employed : ~€42B

Capital Employed in Upstream from 38% to 58%

UPSTREAM DIVISION ONLY



Capital Employed : ~ €11B



Capital Employed : ~€23B

Upstream Division Capital Employed in NA from 30% to 50%, Latam from 50% to 22%

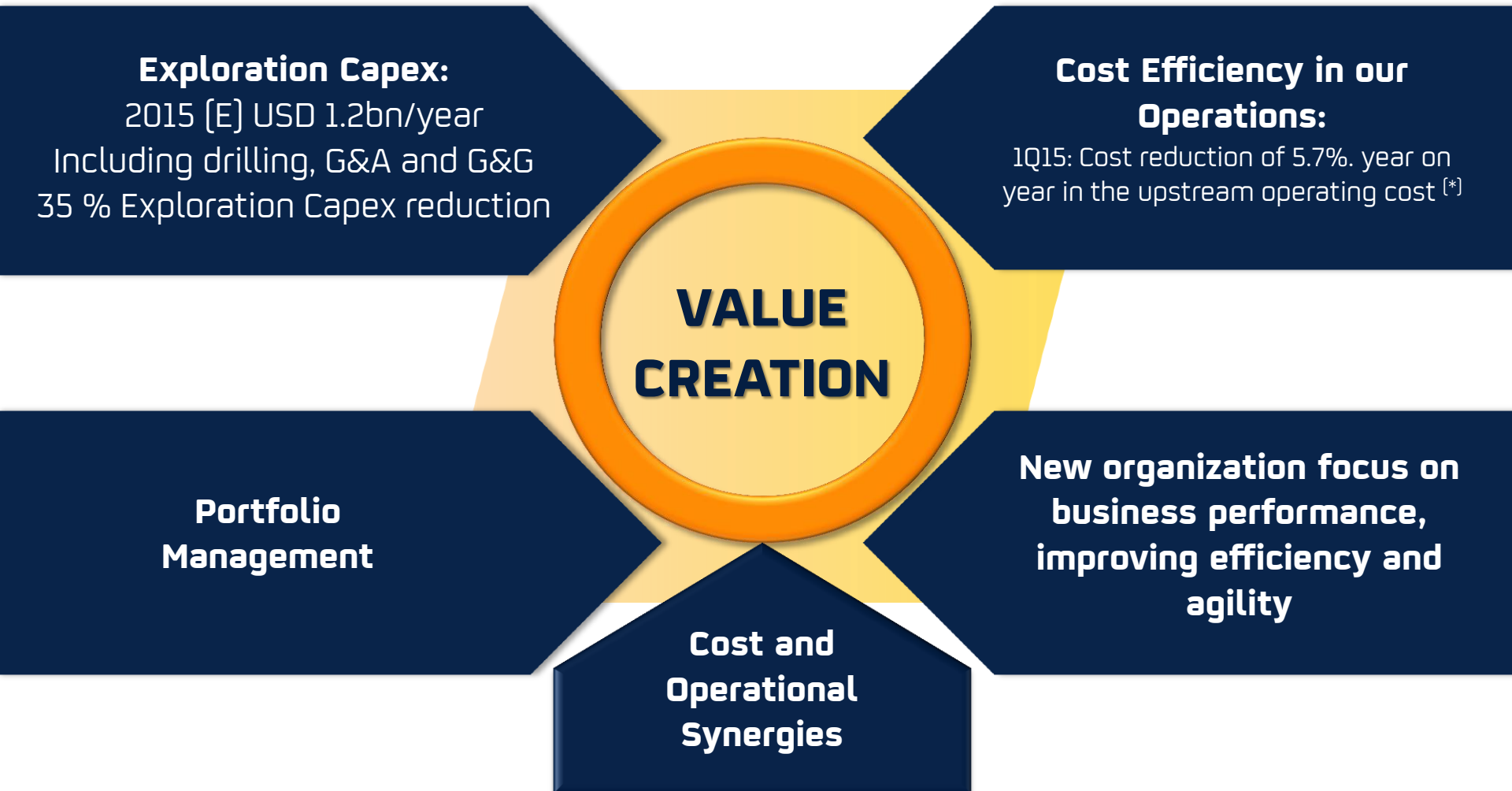
**Repsol will have operations in more than 40 countries and more than 27,000 employees**



## What Talisman brings to Repsol



**Value creation through portfolio management and synergies**

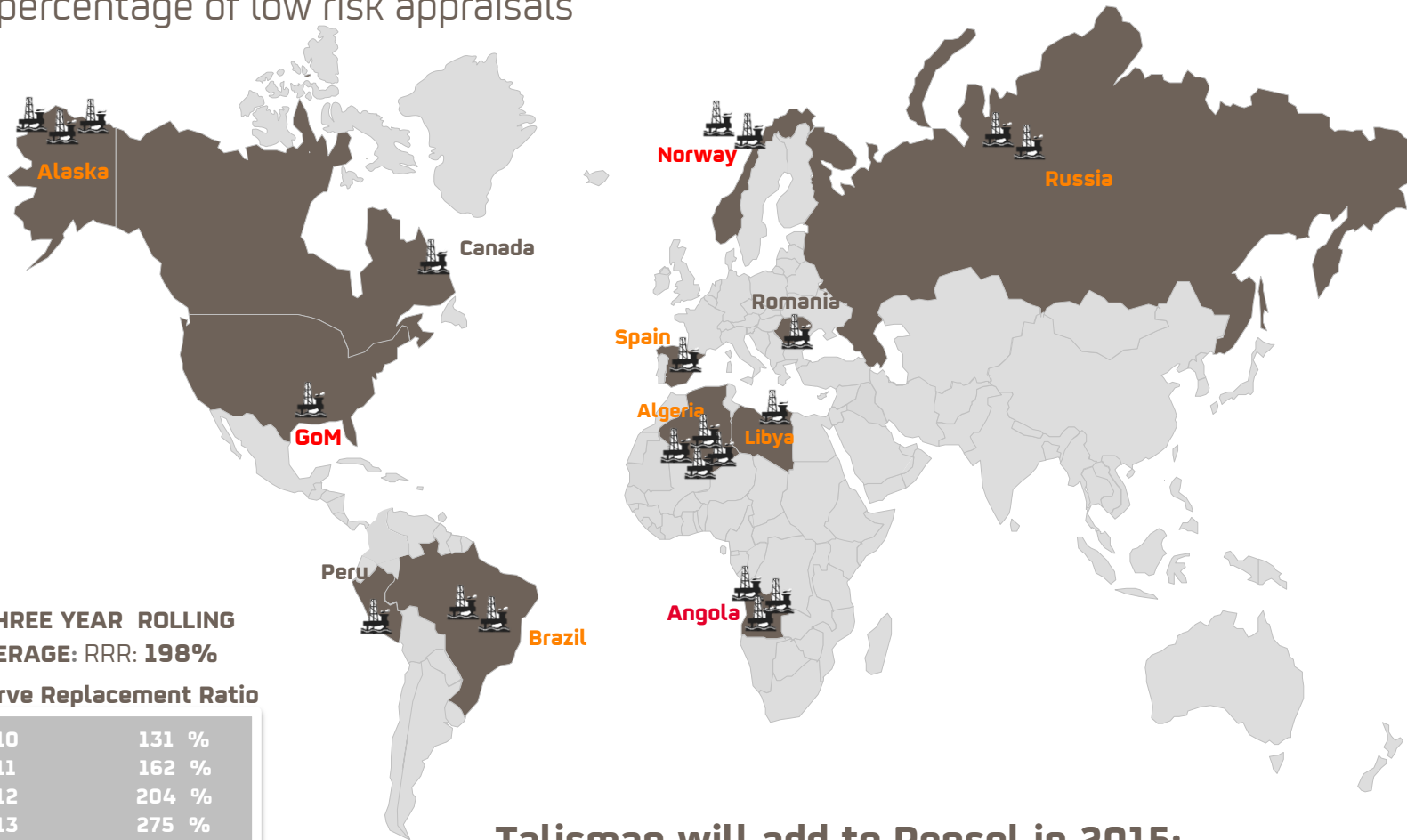


(\*) 2015E objective is to cut costs \$5 per barrel [-24% reduction].



# Exploration

Repsol standalone plans to drill 21 exploratory wells in 2015, with a great percentage of low risk appraisals



**THREE YEAR ROLLING  
AVERAGE: RRR: 198%**

**Reserve Replacement Ratio**

2010	131 %
2011	162 %
2012	204 %
2013	275 %
2014	118 %

**Operated**

**Non Operated**

**Operated and Non operated**

## Talisman will add to Repsol in 2015:

- ✓ Promising activity in Indonesia, Malaysia, Vietnam and Papua New Guinea with up to 8 wells.
- ✓ Additional wells in Colombia and in Norway.
- ✓ Building an interesting inventory of low risk prospects in Colombia.

# Downstream

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# Downstream

Improve profitability on operational excellence and efficiency



## Refining

- Reduce energy costs
  - Fuel consumption & losses down by 6% at 2016
- Reduce CO2 emissions
- Operational excellence program in refineries



## Petrochemicals

- Maximize value of integration with refining
- Competitive Plan:
  - Higher-value applications
  - Efficiency program
- Continue cost reduction program

## Maximize return on investment and cash generation



## Marketing

- Maximize value of marketing assets and competitive position
- Optimize retail asset portfolio
- Increase non-oil margins
- Increase international margin from lubricants and specialties



## LPG

- Adequate production and commercial capacity to market conditions in Spain
- Optimize portfolio

# Downstream

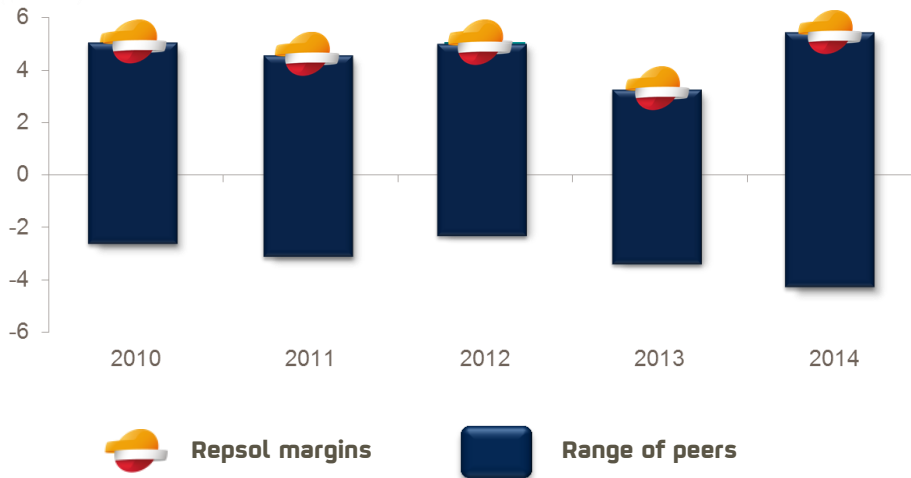
Increased competitiveness of Downstream business



## Competitive Downstream business, linked to quality assets and geographical situation

**Integrated Margin<sup>(\*)</sup> of Refining and Marketing in Europe  
(Repsol vs the sector)**

(\$/barrel)



- Presence in a premium market for refining
- Completion of expansion and conversion projects
- Integrated refining portfolio, working as a unique system
- Efficient integration between the refining and marketing businesses

## Leadership in integrated Refining and Marketing margin in Europe

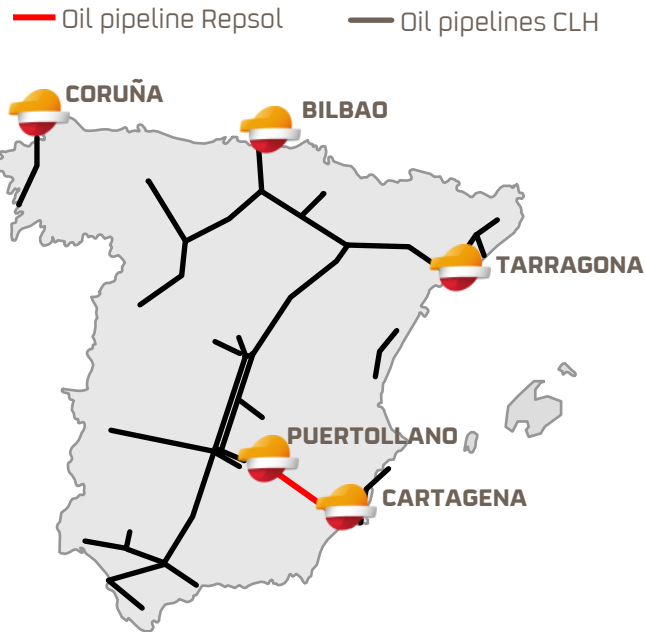
<sup>(\*)</sup> Calculated as adjusted operating income [CCS] of R&M, divided by the volume of processed crude oil for 10 European peers (Repsol, Cepsa, Eni, Galp, OMV, MOL, Total, PKN Orlen, Hellenic Petroleum y Saras)

# Downstream

Increased competitiveness of Downstream business

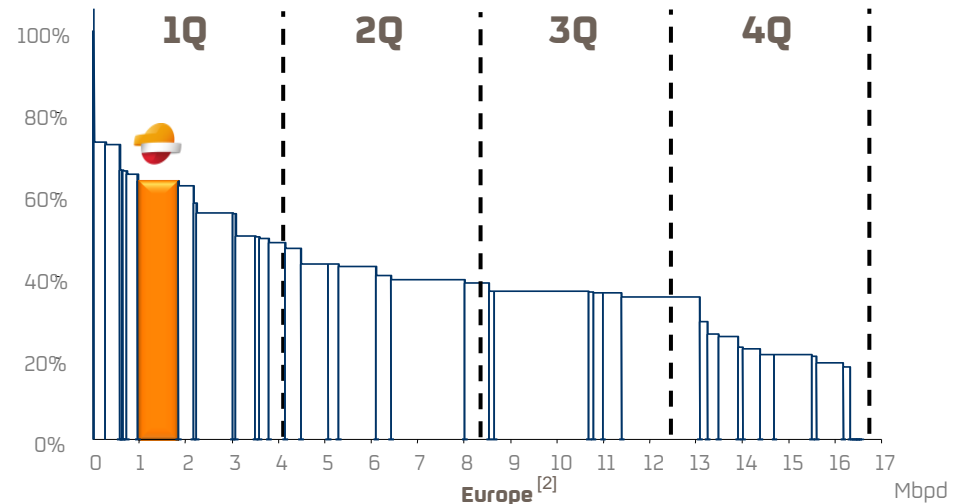


## Improved competitiveness of refining assets

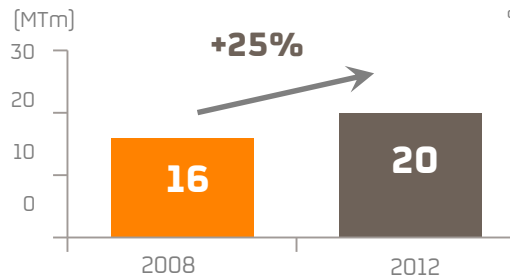


- Increased competitiveness of refining assets
- Top quartile position among European peers along the cycle
- Divested non-core / low return assets (€1.4bn) <sup>(1)</sup>

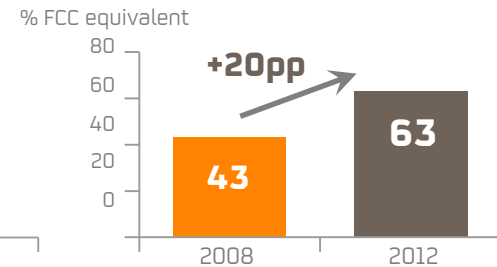
**% FCC equivalent**



**Middle distillates production**



**Conversion**



1. Includes sale of 15% of CLH, non-integrated Downstream in LatAm (Chile, Brazil and Ecuador), PMMA Petrochemicals, Refap in Brazil and LPG France, some of them executed in Dec. 2007 2. Data source: WoodMackenzie

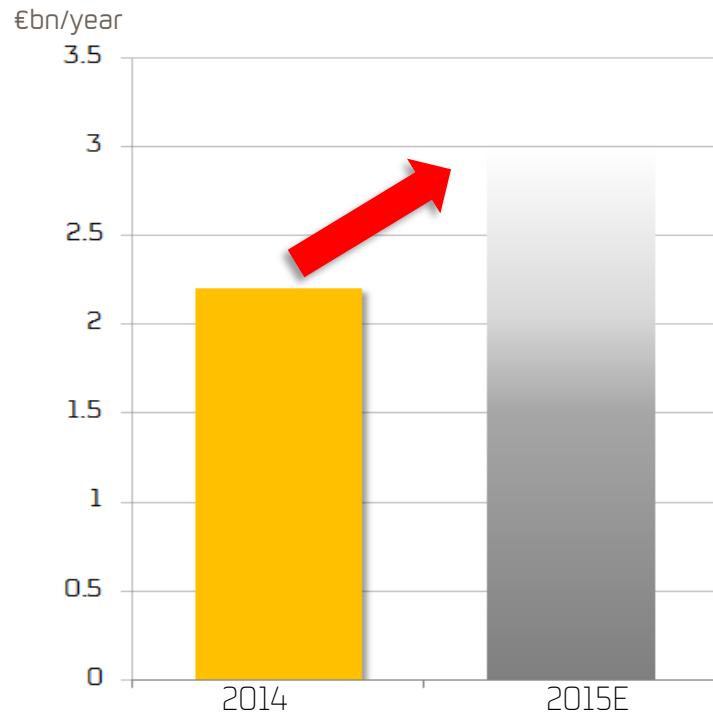
# Downstream

Maximizing returns from the business and capital discipline



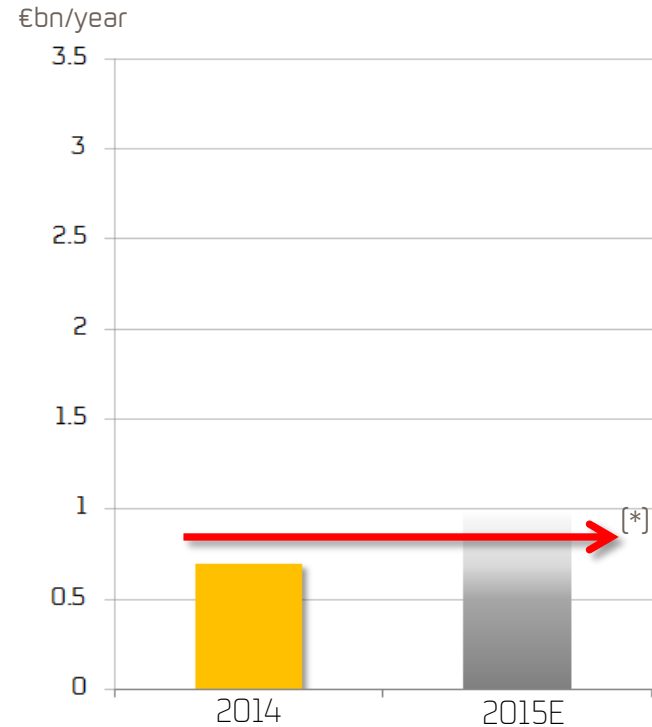
In 1Q15 Results conference call, Repsol raised its EBITDA CCS forecast (ex G&P) for 2015 up to 2.8 – 3 € bn

R&M EBITDA CCS



Higher margins largely derived from expansion and conversion projects

R&M CAPEX



Downstream investment cycle already finalized

[\*] 2015E capex figure includes the investments in La Pampilla Refinery (Peru). This subsidiary is fully consolidated in the financial statements although Repsol stake is 51%. Downstream investments will be applied to maintenance and to our programs to reduce CO2 emissions, increasing profit through energy consumption reduction.

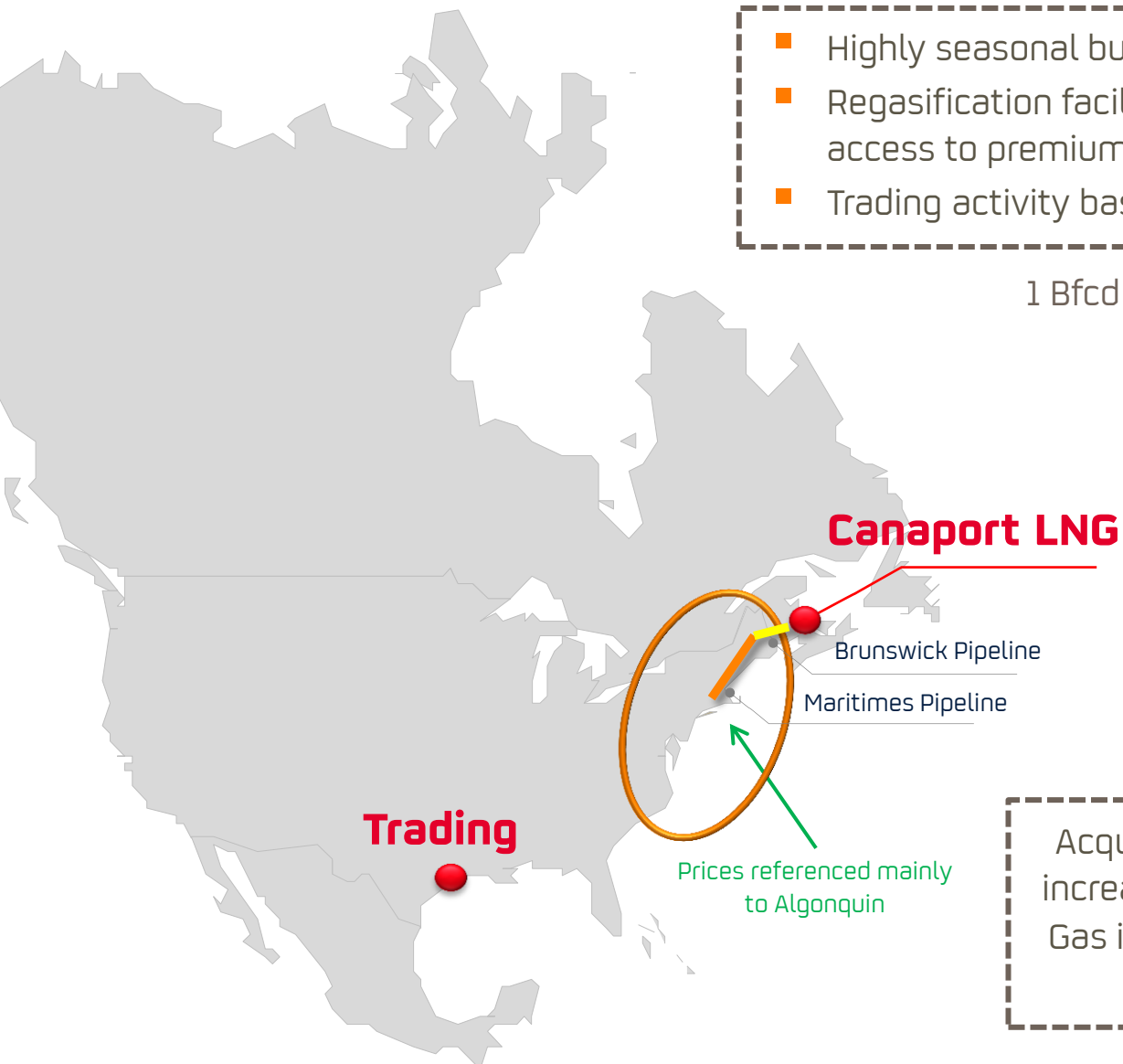
# Gas & Power

Access to premium markets in North America



- Highly seasonal business
- Regasification facility and midstream assets with access to premium markets in North East USA
- Trading activity based in our Houston headquarters

1 Bfcd traded in 2014



## Regasification plant

Total capacity: 10 bcm/year  
Partners: Repsol [75%]  
Irving Oil [25%]  
Regasification capacity: 100% Repsol

Acquisition of Talisman will significantly increase access to North American Equity Gas improving Repsol's Trading business position

gasNatural  
fenosa





# Gas Natural Fenosa

A liquid asset, with growth capabilities and a strong cash flow generator



## Strong LatAm footprint, growth and strong cash generation

### Leading Utility

An European leading utility company with a strong footprint and growth in Latin America

### Dividend Yield

Strong cash stream for Repsol via Dividend

### A Good option

A financial investment with strong cash flow generation via dividends, not linked to oil price and providing financial optionality

### Recent Developments

GNF reached an agreement to purchase CGE. With this acquisition GNF maintains its commitment of a 62% payout ratio in cash

# Financial Position

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# Financial Position

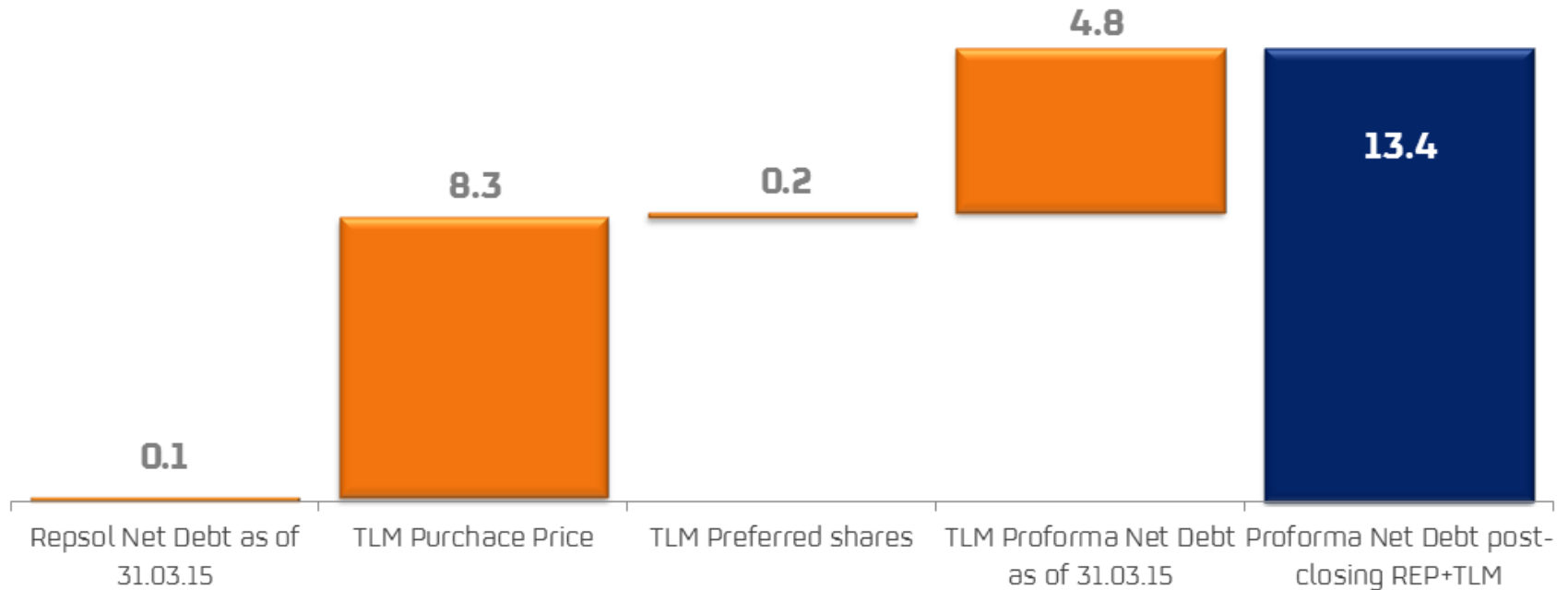
Net debt pro forma post Talisman deal



## Resilient credit metrics under stress scenarios

Net Debt Estimated Post Deal

(USD bn)



**Repsol remains fully committed with keeping the investment grade**

# Financial Position

Credit Rating Agencies



Rating Agencies underline benefits from upstream portfolio diversification and Repsol's flexibility to maintain target leverage ratios after acquisition of Talisman Energy



Fitch ratings

**BBB (Stable)**

*"Repsol's acquisition of Talisman strengthen business profile"* 8 May 2015

Fitch affirms Repsol's long-term rating at **BBB** while maintains outlook to "Stable" 8 May 2015



Moody's

**Baa2 (Negative)**

Moody's affirms Repsol's long-term rating at **Baa2** while changing outlook to "Negative" from "Stable". 19 December 2014



Standards & Poors

**BBB- (Stable)**

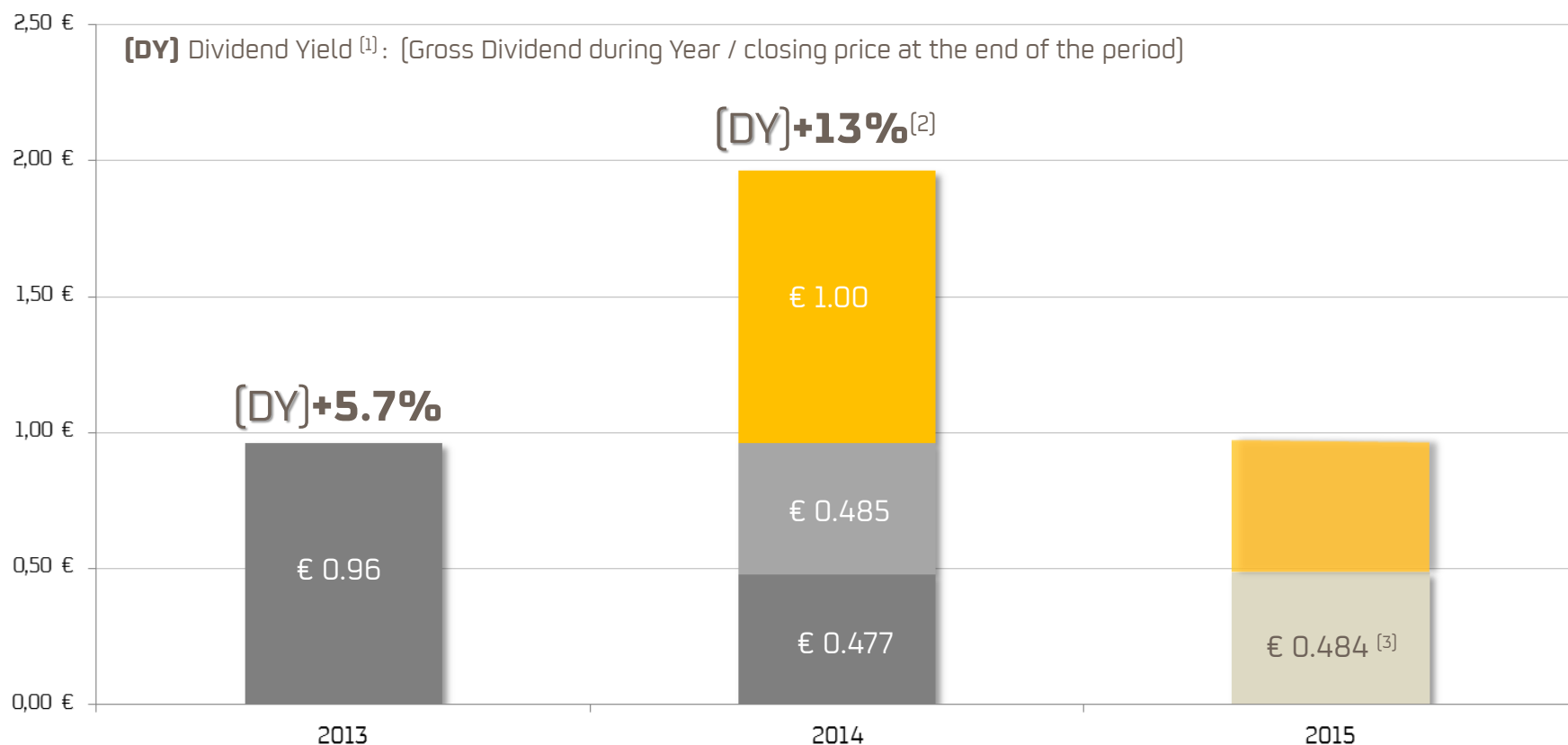
Standard & Poor's affirms rating at **BBB-** while revising outlook to "Stable" from "Positive". 18 December 2014

# Financial Position

Shareholder remuneration



**2015 maintaining our competitive shareholder remuneration at current levels with scrip option**



1. For the scrip dividend assumes the guaranteed fixed price offered for the free-of-charge allocation rights.

2. Dividend yield calculated with December 31<sup>st</sup> 2014 closing Price.

3. In accordance with the formula approved by the Shareholders' Meeting, and considering the closing price of Repsol's shares on 29th April 2015 (18.390 € per share), the approximate price Repsol will purchase each free-of-charge allocation right will be 0.4840 € and the number of rights necessary to receive one new share will be 37. It is expected that the definitive amount of these figures and the remaining information of the capital increase will be announced, as Official Notice, on June 15, 2015. 29

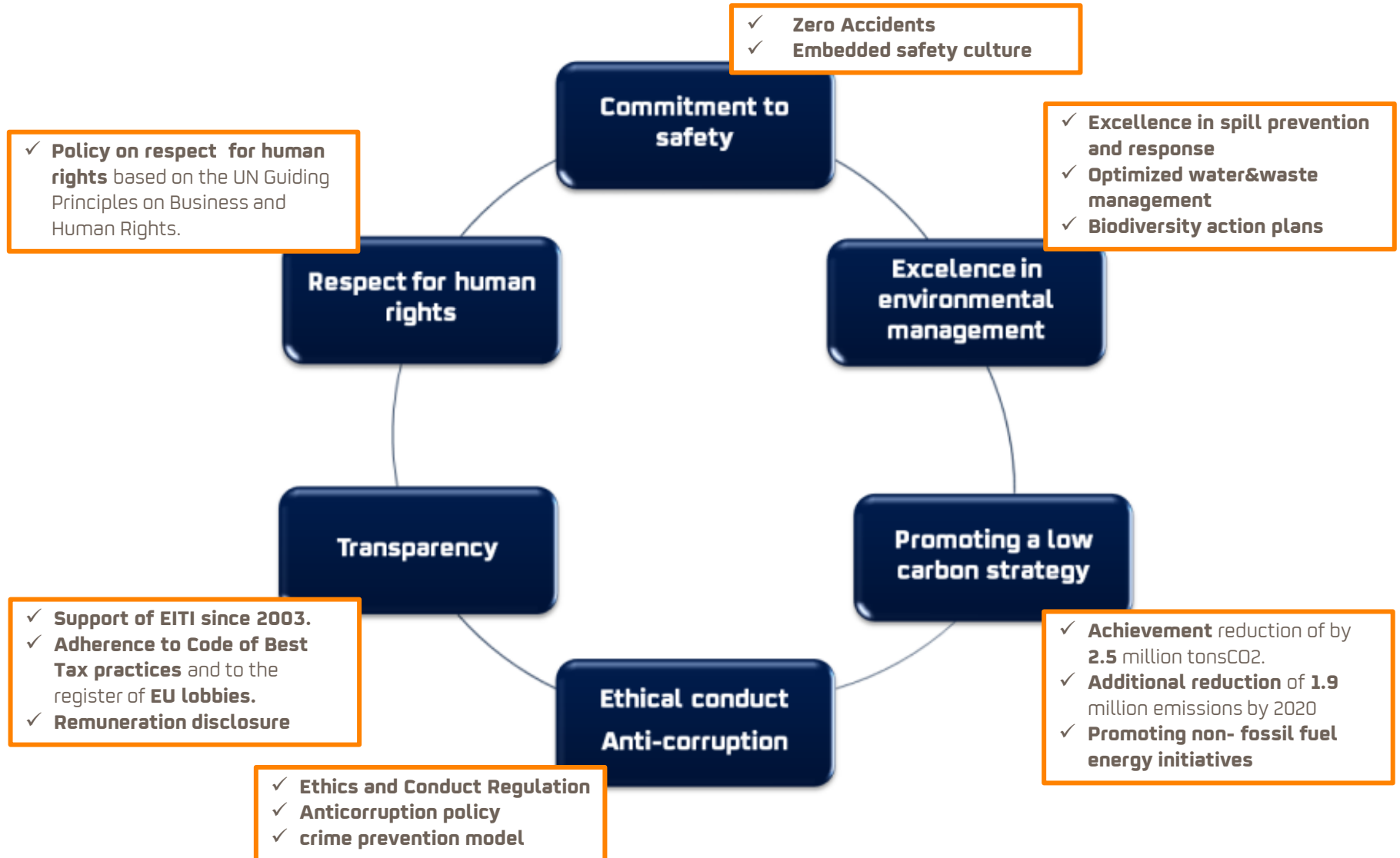
# Environmental, Social & Governance

6



# Environmental, Social & Governance

Corporate Responsibility Model: Our commitments



# Environmental, Social & Governance

Monitoring and control of the sustainability indexes



The consistency and commitment of our work has led to recognition of the company's firm commitment to continually improving its performance.



Our Company has won recognition for its energy efficiency and carbon management for the third time in the last five years

Climate Disclosure Leadership Index (CDLI)

	2009	2010	2011	2012	2013
Maximum Energy sector score	88	90	92	98	98
Minimum score for Energy sector companies to be eligible for the CDLI	79	88	90	95	97
Repsol's score	75	88	89	98	98

Our Company has won recognition for its energy efficiency and carbon management for the third time in the last five years





[Unaudited figures]

Results (€ Million)	Q1 2014	Q4 2014	Q1 2015	% Change Q1 15/Q1 14
Upstream	255	4	(190)	-
Downstream	290	370	534	84.1
Gas Natural Fenosa	123	67	122	(0.8)
Corporate and others	(136)	(71)	462	-
<b>ADJUSTED NET INCOME</b>	<b>532</b>	<b>370</b>	<b>928</b>	<b>74.4</b>
Inventory effect	(59)	(489)	(140)	(137.3)
Non-recurring income	35	(245)	(27)	-
Income from discontinued operations	299	330	0	-
<b>NET INCOME</b>	<b>807</b>	<b>(34)</b>	<b>761</b>	<b>(5.7)</b>

**Note:** Repsol Group made the decision in 2014, prompted by the business reality and in order to make its disclosures more comparable with those in the sector, to disclose as a measure of the result of each segment the recurring net operating profit at current cost of supply (CCS) after tax of continuing operations (“Adjusted Net Income”), which excludes both non-recurring net income and the inventory effect.

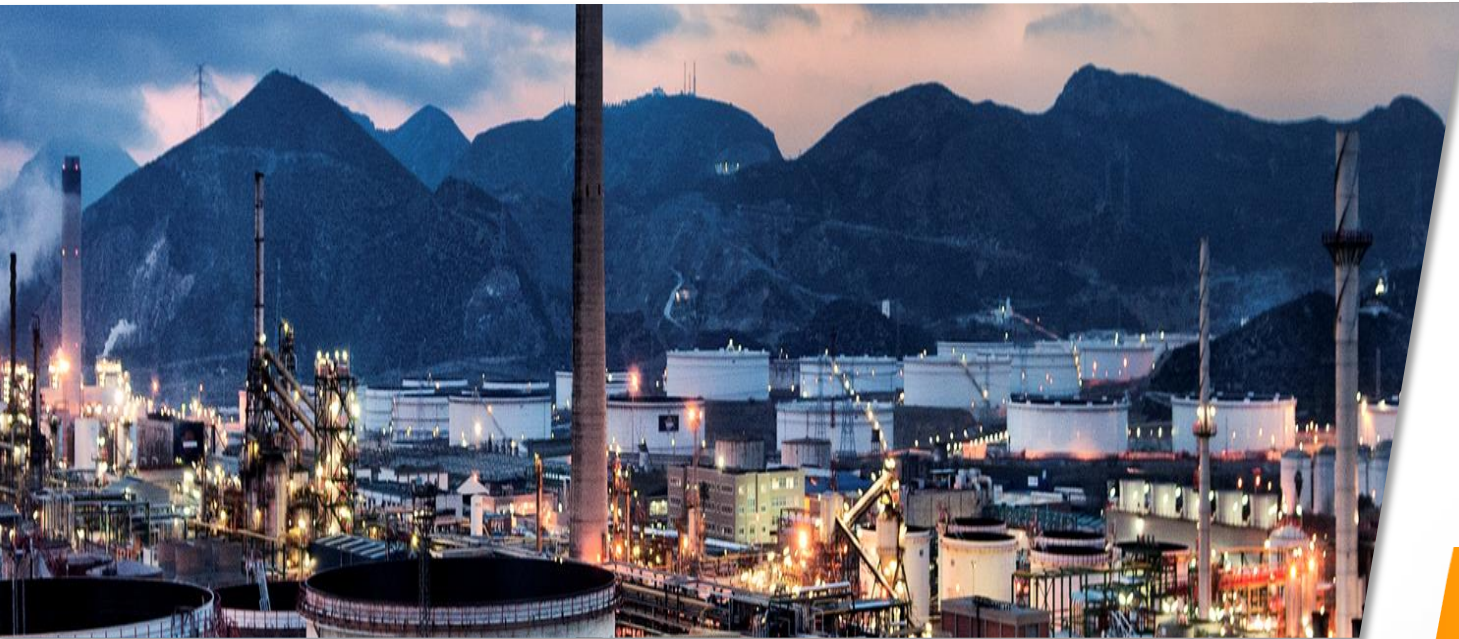
For more information please refer to section “Basis of preparation of the financial information” of the 1st Quarter 2015 earnings release.

Economic data (€ Million)	Q1 2014	Q4 2014	Q1 2015	% Change Q1 15/Q1 14
EBITDA	1,177	551	962	(18.3)
EBITDA CCS	1,265	1,314	1,174	(7.2)
NET CAPITAL EXPENDITURE	615	1,065	933	51.7
NET DEBT	4,722	1,935	126	(97.3)
EBITDA / NET DEBT (x)	1.0	1.1	30.5	-
Operational data	Q1 2014	Q4 2014	Q1 2015	% Change Q1 15/Q1 14
LIQUIDS PRODUCTION (Thousand bbl/d)	131	143	132	1.1
GAS PRODUCTION <sup>(*)</sup> (Million scf/d)	1,185	1,283	1,249	5.4
<b>TOTAL PRODUCTION</b> (Thousand boe/d)	<b>342</b>	<b>371</b>	<b>355</b>	<b>3.7</b>
CRUDE OIL REALIZATION PRICE (\$/Bbl)	85.8	61.3	44.6	(48.0)
GAS REALIZATION PRICE (\$/Thousand scf)	4.2	3.6	2.8	(33.2)
DISTILLATION UTILIZATION Spanish Refining (%)	74.5	80.1	82.6	8.1
CONVERSION UTILIZATION Spanish Refining (%)	96.9	105.5	98.8	1.9
REFINING MARGIN INDICATOR IN SPAIN (\$/Bbl)	3.9	5.5	8.7	123.1

(\*) 1,000 Mcf/d = 28.32 Mm<sup>3</sup>/d = 0.178 Mboe/d



**REPSOL**



# Investor Update

May 2015