



# Investor Update

September 2015

## Disclaimer



ALL RIGHTS ARE RESERVED

© REPSOL, S.A. 2015

Repsol, S.A. is the exclusive owner of this document. No part of this document may be reproduced (including photocopying), stored, duplicated, copied, distributed or introduced into a retrieval system of any nature or transmitted in any form or by any means without the prior written permission of Repsol, S.A.

This document does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of the Spanish Securities Market Law (Law 24/1988, of July 28, as amended and restated) and its implementing regulations. In addition, this document does not constitute an offer of purchase, sale or exchange, nor a request for an offer of purchase, sale or exchange of securities in any other jurisdiction.

Some of the resources mentioned in this document do not constitute proved reserves and will be recognized as such when they comply with the formal conditions required by the U.S. Securities and Exchange Commission.

This document contains statements that Repsol believes constitute forward-looking statements which may include statements regarding the intent, belief, or current expectations of Repsol and its management, including statements with respect to trends affecting Repsol's financial condition, financial ratios, results of operations, business, strategy, geographic concentration, production volume and reserves, capital expenditures, costs savings, investments and dividend payout policies. These forward-looking statements may also include assumptions regarding future economic and other conditions, such as future crude oil and other prices, refining and marketing margins and exchange rates and are generally identified by the words "expects", "anticipates", "forecasts", "believes", estimates", "notices" and similar expressions. These statements are not guarantees of future performance, prices, margins, exchange rates or other events and are subject to material risks, uncertainties, changes and other factors which may be beyond Repsol's control or may be difficult to predict. Within those risks are those factors and circumstances described in the fillings made by Repsol and its affiliates with the Comisión Nacional del Mercado de Valores in Spain, the Comisión Nacional de Valores in Argentina, the Securities and Exchange Commission in the United States and with any other supervisory authority of those markets where the securities issued by Repsol and/or its affiliates are listed.

Repsol does not undertake to publicly update or revise these forward-looking statements even if experience or future changes make it clear that the projected performance, conditions or events expressed or implied therein will not be realized.

The information contained in the document has not been verified or revised by the Auditors of Repsol.

## **INDEX**

- 1. Company Overview
- 2. Integration of Talisman Energy
- 3. Outlook 2015 & Efficiency Measures
- 4. Upstream
- 5. Downstream
- 6. Gas Natural Fenosa
- 7. Financial Position
- 8. Environmental, Social & Governance
- 9. Annex





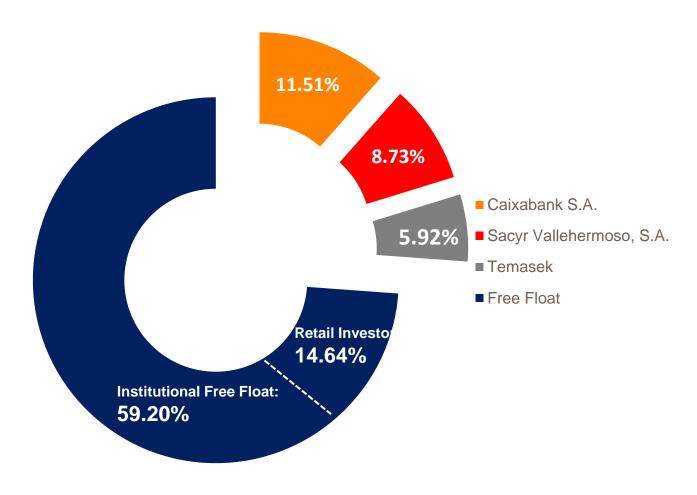
Repsol today





# Repsol's Shareholders





Total number of shares: 1,400.36 million

Strategic Plan 2012-2016





All 2012-2016 Key strategic targets achieved

Strategic Plan 2016-2020



## "A new Strategic Plan 2016-2020[\*], 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

# Integration of Talisman Energy



# Acquisition of Talisman Energy

## Growth, Diversification and Value Creation



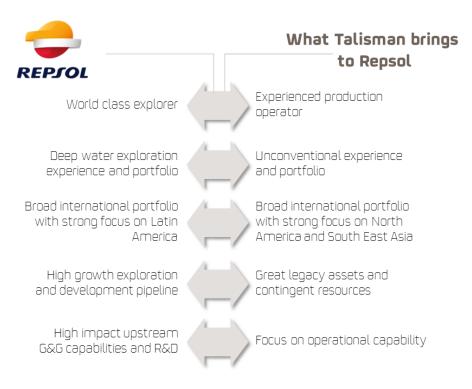
Transformational deal, upgrading Repsol's portfolio and competitive advantage achieving global scale and diversification, greater exposure to Upstream, leading new opportunities and capabilities to create value.



Greater exposure to
Upstream, leading growth
platforms. Increase in
production, reserves,
operated assets and OECD
production

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

Enhanced capabilities to create value.



Value creation through portfolio management and synergies

# Integration of Talisman

New Organizational structure



# May 8th: Closing of the transaction

- The purchase price allocation has been completed
- Goodwill: 2.6 billion Dollars out of which 2.1 billion Dollars are the Deferred tax liabilities →
   Firmly supported by the synergies identified
- We have one year to adjust and refine the allocation



# Outlook 2015 & Efficiency Measures



# Outlook 2015 & Efficiency Measures



## 2015 FY EBITDA<sup>1</sup> €5-5.5Bn



Excluding the contribution of Talisman assets, the EBITDA will be similar to that of 2014, even in an oil price scenario 40 dollars lower and with no contribution from Libya

## **DOWNSTREAM**

- ✓ Energy efficiency saving programs
- Optimizing oil purchases
- ✓ Maintenance and reliability programs

On going efforts in this line

Refining Margin increase of 1.2\$/bbl compared with 2011

## **UPSTREAM**

✓ In a much larger company Repsol maintains Upstream Capex <sup>[2]</sup>



21% [2015] [3]

2015/16

IN LINE WITH 2014

# Outlook 2015 & Efficiency Measures

Go Program and synergies



## GO PROGRAM + RECURRENT SYNERGIES



Go Program: program launched in order to optimize capex, identify improvement measures to increase our income through efficiency and innovation. These measures comprise, among others, the renegotiation of contracts.



# A proposal for strong value creation



16

## Exploration Capex:

- Repsol invested slightly below 4.5
  Billion dollars in Upstream capex
  (including G&G and G&A) in 2014.
- Upstream capex of Repsol ex Talisman assets, will be reduced by 21% 2015 <sup>[1]</sup>.

VALUE CREATION

Cost Efficiency in our Operations:
Renegotiation process

Existing contracts:

- 5% in Repsol suppliers
- 7% in Talisman supplier New contracts: reduction between 10% - 20%.

Portfolio Management

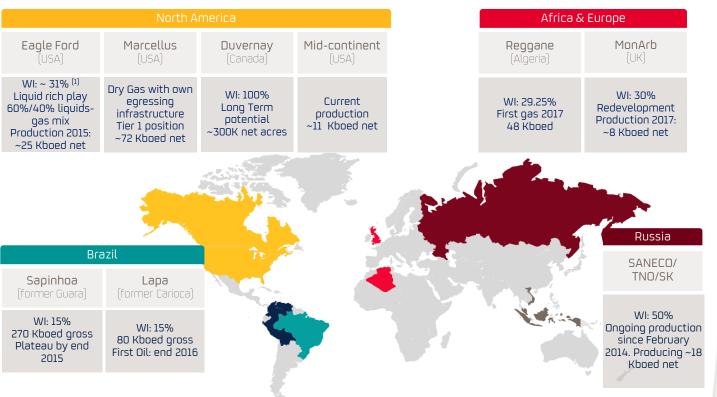
Cost and Operational Synergies

New organization focus on business performance, improving efficiency and agility

<sup>(1)</sup> Includes G&G and G&A. In USD

# Repsol's extensive list of opportunities





Latin America					South East Asia			
Margarita- Huacaya (Bolivia)	Carabobo- AEP (Venezuela)	Cardon IV (Venezuela)	Kinteroni + Sagari (Peru)	Akacias (Colombia)	Kinabalu (Malaysia)	Corridor & Jambi Merang (Indonesia)	HST/HSD & Red Emperor (Vietnam)	
WI: 37.5% Phase III in progress. Production in April 2015: 18 Mm3d gross	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 OOIP	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% / 55% 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,

Acucarl

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:

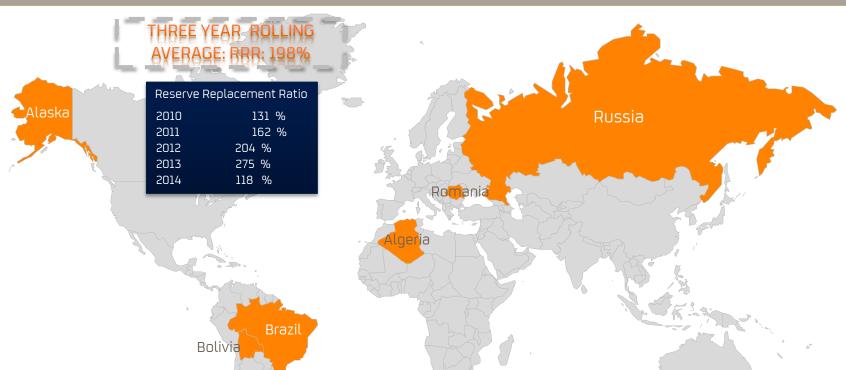
Indonesia/Malaysia/Vietnam/PNG Colombia

Note: WI: Repsol working Interest [1] Repsol stake in JV with Statoil is 50%. The W.I. in the play including third parties is ~31%.

## Operational update



## Exploration



- ✓ 14 wells have been concluded in 2Q15, 6 of them were positive: 2 exploration wells (Algeria and USA) and 4 appraisal wells (Bolivia, Russia and USA).
- ✓ As of today, 3 exploratory wells (Romania and Brazil) and 4 appraisal wells (Brazil, Bolivia and Algeria) are on-going.
- ✓ In the second half of the year, the drilling schedule is composed of less risky exploration and will entail lower investment than in this first half.

# **Upstream**Operational update



## Key development projects

## Lapa and Reggane progress as planned to deliver production in 4Q16 (Lapa) and 1Q17 (Reggane)

Lapa

In Lapa, development will commence in the North East area but the test performed in the well Lapa 9-SPS-102 encourages a faster development of Lapa South.

## Sapinhoá

- The third well was connected to our 2<sup>nd</sup> FPSO in place in May 2015.
- Gas injection commenced in June allowing gross production to increase to 90 kboed.
- At the end of 2015, peak production is expected to be reached in the 2<sup>nd</sup> FPSO.
- The field will reach a plateau of 270 kboed gross at the end of 2015.

#### Akacias

- CPO-9 block reached gross production of 10 kboed (Repsol owns a 45% stake)
- Working on the definition of the Field Development Plan for Akacias project.
- Expected to go into a final investment decision for development before year end.

## Cardón IV

- Repsol started up the first producing well in Perla field (largest offshore gas field in Latin America).
- First phase of the development will produce gross 150Mscf per day.
- Next phase will come on stream by year end and will produce 450Mscf per day.
- With this start-up, the eighth key growth projects of our 2016-2020 Strategic Plan has been delivered.

#### Duvernay

- Appraisal drilling of the company's lands in the South Duvernay continued.
- Drilling operations at a two well pad in Ferrier are now finished.

#### Kinabalu & PM3

- The final investment decision has been taken by the end of June In Kinabalu.
- Negotiations for a ten-year extension of the license of PM3 field are well advanced.

#### Red Emperor

- The outline development plan was approved by partners and PetroVietnam in January.
- Commercial Declaration has been completed in early July.
- FID is estimated before year end.

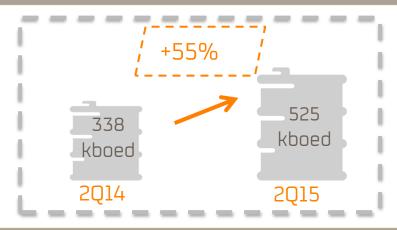


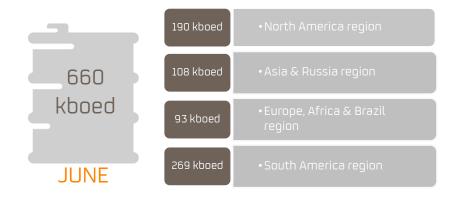
# Repsol's growth



## Increase in production, capital employed and OECD production

## Production (Kboepd)





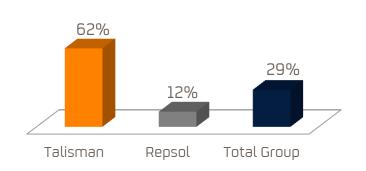
## Capital Employed

# 10% 4% 14%

Capital Employed : ~€23B

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

## OECD production (%) 2Q15





Improve profitability on operational excellence and efficiency **REPSOL** 



## 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



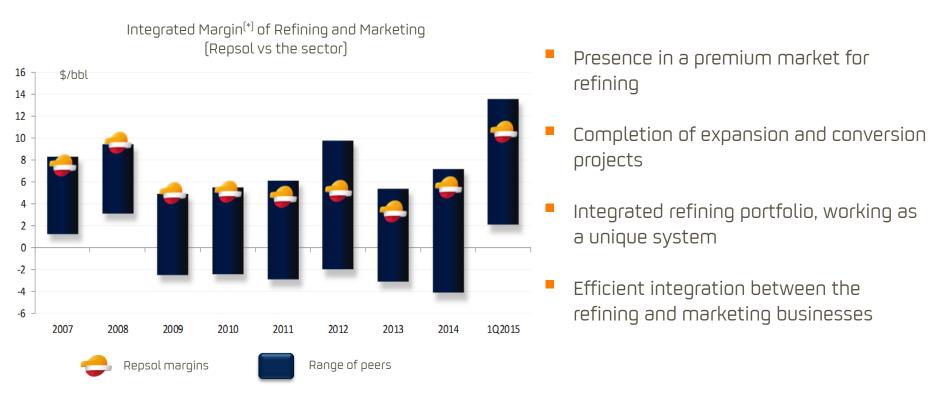
## LPG

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





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



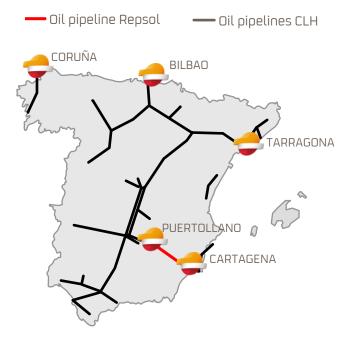
Leadership in integrated Refining and Marketing margin in Europe

<sup>(\*)</sup> Integrated R&M margin calculated as CCS/LIFO-Adjusted operating profit of the R&M Segment divided by the total volume of crude processed (excludes petrochemical business) of a 14-peer-group. Based on annual reports and Repsol's estimates. Source: Company filings

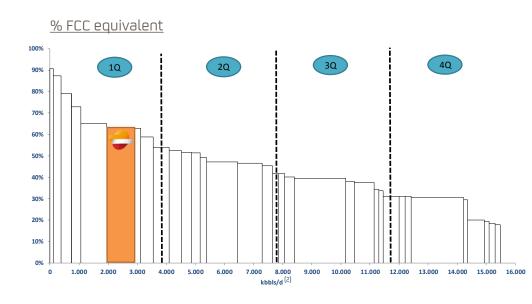
## Increased competitiveness of Downstream business



## Improved competitiveness of refining assets

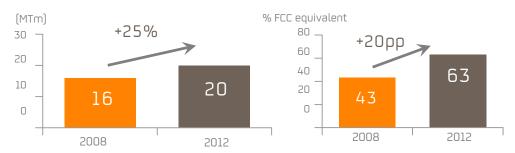


- Increased competitiveness of refining assets
- Top quartile position among European peers along the cycle
- Divested non-core / low return assets (€1.4bn) (1)





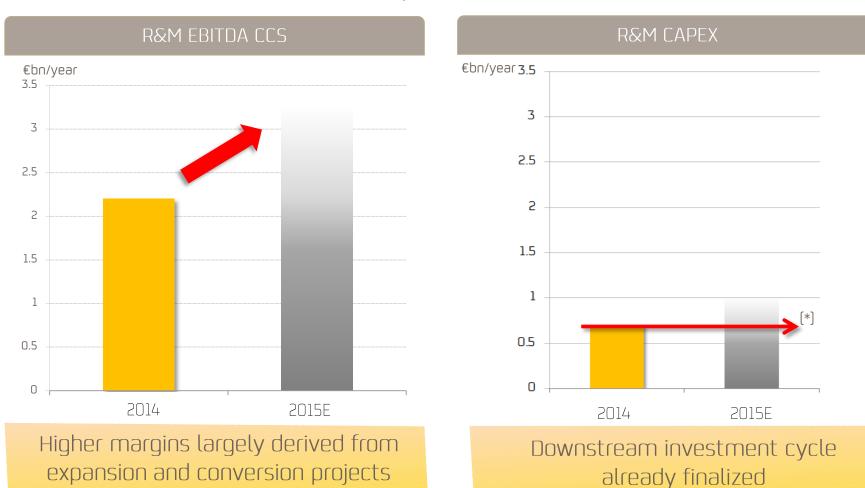
## Conversion





## Maximizing returns from the business and capital discipline

In 2Q15 Results call, Repsol raised again its EBITDA CCS forecast (ex G&P) for 2015 up to 3.2 – 3.4 € bn

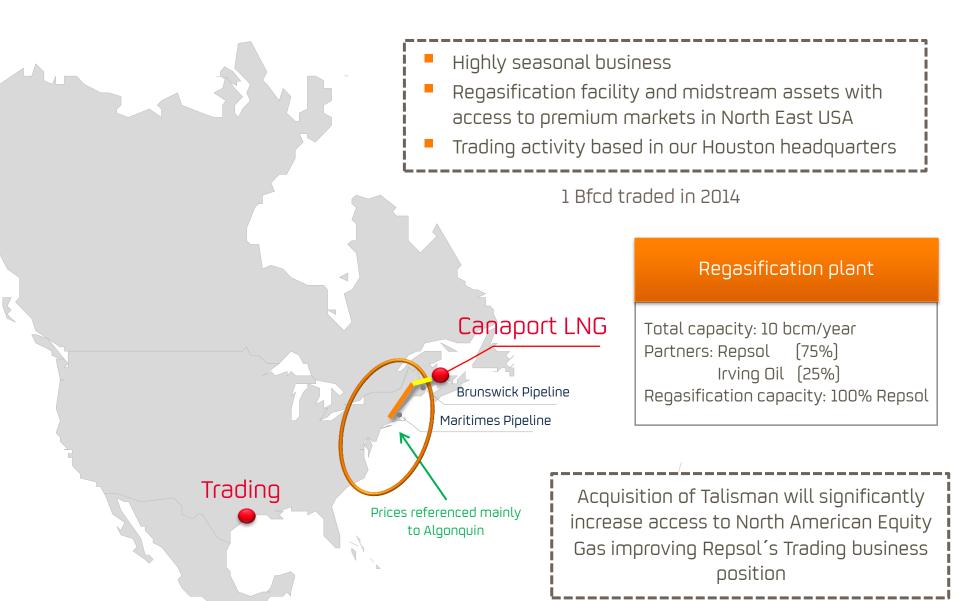


<sup>(\*) 2015</sup>E capex figure includes the investments in La Pampilla Refinery (Peru). This subsidiary is fully consolidated in the financial statements although Repsol stake is 51%. Downstream investments will be applied to maintenance and to our programs to reduce CO2 emissions, increasing profit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

## Gas & Power

## Access to premium markets in North America





# 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







Repsol remains fully committed with keeping the investment grade

## 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



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



Baa2 (Negative)

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



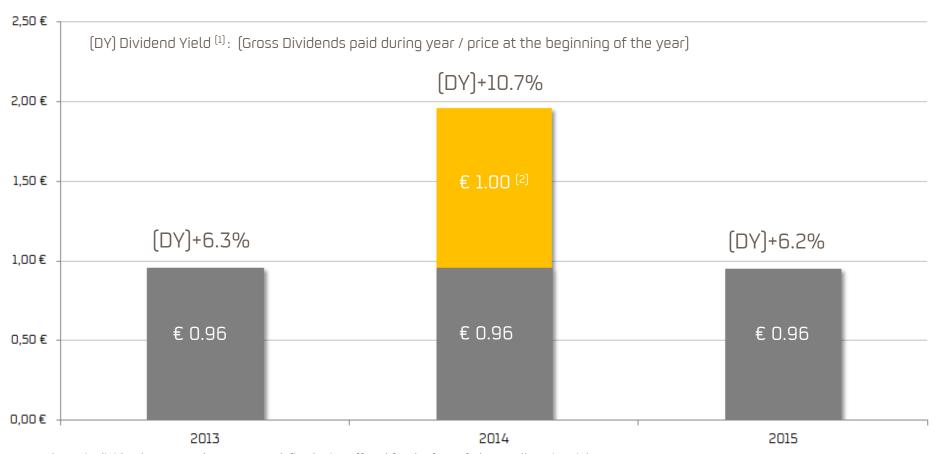
BBB- (Stable)

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

## 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. The Board of Directors agreed to distribute an extraordinary dividend of one euro per share from 2014 earnings, with payment day on June 6th, 2014.

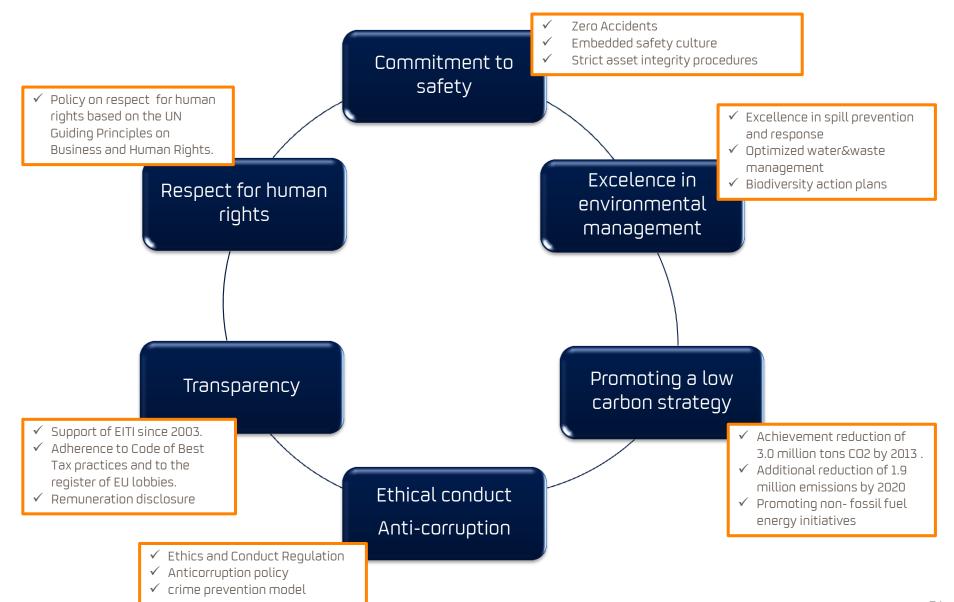
# Environmental, Social & Governance



# Environmental, Social & Governance







## Environmental, Social & Governance

## Monitoring and control of the sustainability indexes



Repsol has led the Oil & Gas sector for two consecutive years, in the 2011 and 2012 editions of the prestigious Dow Jones Sustainability Indexes.

The company also leads the Oil & Gas sector on the European index (DJSI Europe).











Repsol is the leading oil and gas company in 2012 for carbon management, according to the Climate Disclosure Leadership Index (CDLI), comprising the top 50 international companies in communication and transparency on climate change

Climate Disclosure Leadreship Index (CDLI)

	2009	2010	2011	2012	2013	2014
Maximum Energy sector score	88	90	92	98	98	100
Minimum score for Energy sector companies to be eligible for the CDLI	79	88	90	95	97	98*
Repsol's score	75	88	89	98	98	96
Repsol's evolution CDLI	-	Α	В	A-	В	В

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



## REPSOL 2Q and 1H 2015 RESULTS (\*)



#### (Unaudited figures)

Results (€ Million)	Q2 2014	Q1 2015	Q2 2015	% Change Q2 15/Q2 14	January - June 2014	January - June 2015	% Change 2015/2014
Upstream	145	(190)	(48)		400	(238)	
Downstream	162	534	439	171.0	452	973	115.3
Gas Natural Fenosa	159	122	105	(34.0)	282	227	(19.5)
Corporate and others	(76)	462	(184)	142.1	(212)	278	
ADJUSTED NET INCOME	390	928	312	(20.0)	922	1,240	34.5
Inventory effect	5	(140)	83		(54)	(57)	5.6
Non-recurring income	156	(27)	(103)		191	(130)	
Income from discontinued operations	(31)	-	-	-	268	-	-
NET INCOME	520	761	292	(43.8)	1,327	1,053	(20.6)

<sup>[\*]</sup> In 2nd Quarter 2015 the Group, for the first time, consolidated the results of the recently acquired company Talisman Energy Inc. ("Talisman"), since the date of closing of the transaction, 8 May.

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 2nd Quarter 2015 earnings release.

# REPSOL 2Q and 1H 2015 RESULTS (\*)



#### (Unaudited figures)

		נטווסטטונפט וונ	, ,				
Economic data (€ Million)	Q2 2014	Q1 2015	Q2 2015	% Change Q2 15/Q2 14	January - June 2014	January - June 2015	% Change 2015/2014
EBITDA	1,025	962	1,421	38.6	2,202	2,383	8.2
EBITDA CCS	1,018	1,174	1,297	27.4	2,283	2,471	8.2
NET CAPITAL EXPENDITURE	836	932	9,069		1,451	10,001	
NET DEBT	2,392	126	13,264		2,392	13,264	
EBITDA / NET DEBT (x)	_	_	0.43		1.84	0.40	(78.3)
Operational data	Q2 2014	Q1 2015	Q2 2015	% Change Q2 15/Q2 14	January - June 2014	January - June 2015	% Change 2015/2014
LIQUIDS PRODUCTION (Thousand bbl/d)	122	132	203	67.0	126	168	33.1
GAS PRODUCTION (*) (Million scf/d)	1,216	1,249	1,811	48.8	1,201	1,531	27.5
TOTAL PRODUCTION (Thousand boe/d)	338	355	525	55.4	340	440	29.6
CRUDE OIL REALIZATION PRICE (\$/BbI)	87.8	44.6	55.7	(36.6)	86.9	51.1	(41.2)
GAS REALIZATION PRICE (\$/Thousand scf)	4.0	2.8	3.2	(20.0)	4.1	3.1	(24.4)
DISTILLATION UTILIZATION Spanish Refining (%)	83.5	82.6	89.1	6.7	79.0	85.9	8.7
CONVERSION UTILIZATION Spanish Refining (%)	100.6	98.8	105.1	4.5	98.8	102.0	3.2
REFINING MARGIN INDICATOR IN SPAIN (\$/BbI)	3.1	8.7	9.1	193.5	3.5	8.9	154.3

<sup>[\*]</sup> In 2nd Quarter 2015 the Group, for the first time, consolidated the results of the recently acquired company Talisman Energy Inc. ("Talisman"), since the date of closing of the transaction, 8 May.

# REPSOL 2Q and 1H 2015 RESULTS [\*]



## OPERATING INCOME

## BY SEGMENT AND BUSINESS AREA

(Unaudited figures)	QUA	ARTERLY DA	JANUARY - JUNE		
€ Million	Q2 14	Q1 15	Q2 15	2014	2015
UPSTREAM	216	(136)	(46)	657	(182)
Europe, Africa & Brazil	69	-	(14)	262	(14)
South America	280	87	118	565	205
North America	109	(21)	(9)	175	(30)
Asia & Russia	8	4	51	17	55
Exploration & Others	(250)	(206)	(192)	(362)	(398)
DOWNSTREAM	205	751	622	631	1,373
Europe	219	678	641	397	1,319
Rest of the World	(14)	73	(19)	234	54
CORPORATE AND OTHERS	(60)	(28)	(54)	(130)	(82)
TOTAL	361	587	522	1,158	1,109

<sup>[\*]</sup> In 2nd Quarter 2015 the Group, for the first time, consolidated the results of the recently acquired company Talisman Energy Inc. ("Talisman"), since the date of closing of the transaction, 8 May.

# REPSOL 2Q and 1H 2015 RESULTS [\*]



# ADJUSTED NET INCOME BY SEGMENT AND BUSINESS AREA

(Unaudited figures)	QU	ARTERLY DAT	TA .	JANUARY - JUNE	
€ Million	Q2 14	Q1 15	Q2 15	2014	2015
UPSTREAM	145	(190)	(48)	400	(238)
Europe, Africa & Brazil	58	(69)	14	151	(55)
South America	177	27	60	365	87
North America	69	(13)	(6)	111	(19)
Asia & Russia	7	4	25	14	29
Exploration & Others	(166)	(139)	(141)	(241)	(280)
DOWNSTREAM	162	534	439	452	973
Europe	165	490	461	299	951
Rest of the World	(3)	44	(22)	153	22
GAS NATURAL FENOSA	159	122	105	282	227
CORPORATE AND OTHERS	(76)	462	(184)	(212)	278
TOTAL	390	928	312	922	1,240

<sup>[\*]</sup> In 2nd Quarter 2015 the Group, for the first time, consolidated the results of the recently acquired company Talisman Energy Inc. ("Talisman"), since the date of closing of the transaction, 8 May.

# REPSOL 2Q and 1H 2015 RESULTS [\*]



## EBITDA BY SEGMENT AND GEOGRAPHICAL AREA

(Unaudited figures)	QUA	ARTERLY DA	JANUARY - JUNE		
€ Million	Q2 14	Q1 15	Q2 15	2014	2015
UPSTREAM (1)	643	281	622	1,359	903
Europe, Africa & Brazil	103	59	107	335	166
South America	378	174	274	750	448
North America	193	98	190	364	288
Asia & Russia	18	13	121	39	134
Exploration & Others	(49)	(63)	(70)	(129)	(133)
DOWNSTREAM (2) Europe Rest of the World	442 436 6	<b>724</b> 653 71	931 914 17	948 678 270	<b>1,655</b> 1,567 88
CORPORATE AND OTHERS	(60)	(43)	(132)	(105)	(175)
TOTAL (2)	1,025	962	1,421	2,202	2,383
(1) Contribution of Talisman's assets was €233 millio (2) EBITDA CCS M€	on in Q2 2015				
DOWNSTREAM	435	936	807	1,029	1,743
TOTAL	1,018	1,174	1,297	2,283	2,471

<sup>[\*]</sup> In 2nd Quarter 2015 the Group, for the first time, consolidated the results of the recently acquired company Talisman Energy Inc. ("Talisman"), since the date of closing of the transaction, 8 May.





# Investor Update

September 2015