Investor Update

December 2019
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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. The information and breakdowns relative to the APMs used in this presentation are included in Appendix III “Alternative Performance Measures” of the interim condensed consolidated financial statements corresponding to the period ended 30th of September 2019 and Repsol’s website.

The information contained in the document has not been verified or revised by the Auditors of Repsol.
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
Company overview
Repsol: A unique, Integrated Global Position

Company overview

- 17% of retail shareholders
- ~30% of institutional shareholder base managed under ESG criteria

- ~715 kboe/d production
- ~2.3 billion boe proved reserves
- 1 Million bbl/d refining capacity
- ~2.6 Millions tons of base chemicals capacity
- ~4,900 service stations

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

Note: CFFO (Cash Flow from Operation) = EBITDA - Working Capital variation - Dividends from affiliates - taxes paid - abandonment cost and others
In this document, economics shown under $50/bbl Brent and $3.5/Mbtu HH flat in the period 2018-20, although it is not Repsol’s price deck
2

Strategic progress
### Brent Price (USD/Bbl)

<table>
<thead>
<tr>
<th></th>
<th>3Q18</th>
<th>2Q19</th>
<th>3Q19</th>
<th>9M18</th>
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<tr>
<td>Price</td>
<td>75.2</td>
<td>68.9</td>
<td>62.0</td>
<td>72.1</td>
<td>64.6</td>
</tr>
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</table>

### Refining Margin Indicator (USD/Bbl)

<table>
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<tr>
<th></th>
<th>3Q18</th>
<th>2Q19</th>
<th>3Q19</th>
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<tr>
<td>Indicator</td>
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<td>3.5</td>
<td>5.5</td>
<td>6.9</td>
<td>4.8</td>
</tr>
</tbody>
</table>

### Henry Hub (USD/MBtu)

<table>
<thead>
<tr>
<th></th>
<th>3Q18</th>
<th>2Q19</th>
<th>3Q19</th>
<th>9M18</th>
<th>9M19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>2.9</td>
<td>2.6</td>
<td>2.2</td>
<td>2.9</td>
<td>2.7</td>
</tr>
</tbody>
</table>

### Exchange Rate (USD/€)

<table>
<thead>
<tr>
<th></th>
<th>3Q18</th>
<th>2Q19</th>
<th>3Q19</th>
<th>9M18</th>
<th>9M19</th>
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</thead>
<tbody>
<tr>
<td>Rate</td>
<td>1.16</td>
<td>1.12</td>
<td>1.11</td>
<td>1.19</td>
<td>1.12</td>
</tr>
</tbody>
</table>
**Strong Operating Cash Flow delivery**

**Strategic progress**

**OCF 22% higher year on year in a challenging scenario**

<table>
<thead>
<tr>
<th>Bn€</th>
<th>9M18</th>
<th>9M19</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.4</td>
<td></td>
<td>4.1</td>
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</tbody>
</table>

**Upstream: Value over volume. FCF BE <50$/Bbl**

<table>
<thead>
<tr>
<th>Bn€</th>
<th>9M18</th>
<th>9M19</th>
</tr>
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<tbody>
<tr>
<td>2.4</td>
<td></td>
<td>2.4</td>
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</table>

**Brent: 10% lower**

**Downstream: OCF 83% higher year on year**

<table>
<thead>
<tr>
<th>Bn€</th>
<th>9M18</th>
<th>9M19</th>
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</thead>
<tbody>
<tr>
<td>1.0</td>
<td></td>
<td>1.8</td>
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</table>

**Net Debt: €1.4 Bn impact from treasury shares**

<table>
<thead>
<tr>
<th>Bn€</th>
<th>2018</th>
<th>9M19</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.4</td>
<td></td>
<td>3.8</td>
</tr>
</tbody>
</table>

€ +0.4 Bn
Clear path for cashflow growth to 2020
Strategic progress

At $50/bbl flat
Brent

2019E (€B)  | +0.3 | +0.3 | +0.08 | +0.13 | +0.10 | +0.08 | +1.0
---|---|---|---|---|---|---|---
2019E (€B)  | +0.3 | +0.3 | +0.08 | +0.13 | +0.10 | +0.08 | +1.0

CAGR: + 12%

2017 CFFO @50 $/bbl | 4.6 | 0.4 | 0.6 | 0.3 | 0.2 | 0.3 | 0.1 | 6.5
ROACE 6% | New production | RISE (efficiency & Digital Program)² | International Margins | Profitability impact | Expand & Low carbon business | Corporate & others | 2020 CFFO @50 $/bbl | >9%

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

>10% @ $60/bbl
Increasing shareholder remuneration and full buyback of scrip
Strategic progress

Dividend per share based on disbursement year

€/share

CAGR +8%

2017
0.80 (*)
0.19

2018
0.90 (*)

2019
0.95

2020
1.00

Historic cash dividend
Historic scrip dividend
Scrip dividend + buybacks

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
Additional 5% share capital reduction
Strategic progress

- Self-funded plan at 50 dollars Brent
- Increase shareholder remuneration to 1 €/share with scrip option and buyback
- Increase Total Shareholder Return

Strategic update for 2018-2020

5% Share capital reduction*

- Cancelation of treasury shares
- Disbursement > €1 B [at current prices]
- In addition to the share buy-back associated to the scrip

Preserving our financial flexibility without jeopardizing neither organic or expand plans nor potential inorganic opportunities

* Subject to approval of the AGM
Strategy towards achieving net zero emissions in 2050

Strategic progress

2018-2020: Thriving in the energy transition

Defining a global carbon intensity indicator:

\[ t \text{ CO}_2 / \text{GJ} \]

Supply energy [GJ] with the lowest possible emissions [CO_2]

- First company in its industry to set this ambitious goal in line with the Paris Agreement’s climate challenge.
- Repsol has established new goals for the reduction of its carbon intensity indicator from a 2016 baseline:
  - 10% by 2025,
  - 20% by 2030,
  - 40% by 2040,
  - and net zero CO_2 emissions by 2050.

Main levers to mitigate risks

- Ratio Gas to Oil
- Energy Efficiency
- Methane emissions
- Flaring
- Chemicals
- Renewables
- e-fuels, e-H2
- Natural Sinks
- CCUS
- Biofuels
- Carbon Pricing
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 success
- 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/NDCs
- 80 kboe/d
- 66%
- 28% / 53%

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**Production [kboe/d]**
- 2017: 695
- 2018: 715

**1P Reserves [Mboe]**
- 2017: 2,355
- 2018: 2,340

**RRR [%]**
- 2017: 93
- 2018: 87

**RRR 3 year aver. [%]**
- 2017: 101

---

Note: figures as of 2018
Progressing on our short-cycle projects

Upstream

Pipeline of Repsol’s short-cycle projects...

DUVERNAY
- Early production

EAGLE FORD
- Production ramp-up

BUCKSKIN
- FO 2Q 2019

MARCELLUS
- Low breakeven asset
- Scale synergies; low cost replacement barrels

YME
- In 2018 the redevelopment approval received from local authorities.
- Fast track development with FO in 2020

LIBYA
- Production ramp-up

MALAYSIA
- Bunga Pakma: FG April ‘18
- Kinabalu: FO ‘17

SAGARI
- FG in 4Q 2017

REGGANE
- FG in 4Q 2017

CORRIDOR
- Compression and Suban wells

Dev. projects onstream 2020

Main assets increasing production

Oil project
Improving Upstream returns with profitable growth

**Upstream**

**Value for volume**

- Production CAGR: +2.6%
- +3%

**Portfolio rotation with high-grading objectives:**
- Increasing Norway position
- Unconventional rationalization

```
2017  695
2018  715
2020  720
```

**Efficiency and digitalization to deliver $1.0B/y in FCF by 2020**

- Illustrative examples:
  - Production increase through improvements in well completion and stimulation, reservoir management, plant reliability and availability, ...
  - Analytics use for Predictive Maintenance improvement and Logistic optimization, ...
  - Well design [standardization and centralization] to maximize use of existing inventory.
  - Online performance monitoring to optimize wells drilling

```
$ Billion/year
1.0

<table>
<thead>
<tr>
<th>Component</th>
<th>$ Billion/year</th>
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<tbody>
<tr>
<td>Revenues</td>
<td>0.3</td>
</tr>
<tr>
<td>OPEX</td>
<td>0.2</td>
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<tr>
<td>Taxes &amp; Others</td>
<td>0.2</td>
</tr>
<tr>
<td>CAPEX</td>
<td>0.3</td>
</tr>
</tbody>
</table>

2020

$0.78 CFFO per year
```

1. New efficiency and digital program named RISE: Resilience, Innovation, Sustainability, Engagement. 2. $0.78CFFO[1.0.68] corresponds to the “efficiency and digital program” amount shown in the CFFO bridge, slide 19
New opportunities: attractive pipeline in the Gulf of Mexico

Upstream

Buckskin First Oil (June 14th 2019)
Last example of Repsol development strategy

Key partner Llog aligned with Repsol lean development:
- **Tie-back** to Lucius instead of a greenfield
- ~40% Under FID (~75% under first estimations)
- Halving Breakeven since first estimation and -30% since FID

Profitable short-cycle:
- ~6 months ahead of Schedule
- Phased approach

High-grading portfolio → High margin barrels

Joint development of Leon and Moccasin
Growing the future

Strategic Alliance: Same operator, same approach application of Buckskin’s successful model:
- **Low-cost, Fast-track**
- Standardization & constructability continuing improvement

Leon and Moccasin:
~150 Mboe recoverable

Blacktip discovery

23% CAGR

Net Mboe/Day

2019 2020 2021 2022 2023 2024 2025

Leon-Moccasin
Buckskin
Shenzi
Sakakemang: largest discovery in 18 years in Indonesia[1]

- Repsol is located in the best spot to meet an increasing gas demand
- Top explorers in Indonesia; existing remaining exploration portfolio around our core position in order to continue growing if successful
- Good margins due to high gas realization prices

Indonesia new additional production

- Sakakemang KBD-2X’s fast track development due to nearby facilities. Anticipated FG in 2022
- Corridor extension; first case for a IOC. Gross split contract until 2043
- Clear synergies between positions and exploration

Working on our 2020+ project pipeline

Upstream

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

Alaska (US)
- 2 appraisal wells were conducted, extending Pikka discovery further south
  - Phase 1: FID in 2022, production plateau net ~46 kboe/d
  - <$45/bbl

Duvernay (Canada)
- 10 wells were drilled in 2018
  - Current focus on de-risking Ferrier East and expected FID is anticipated within the next 12 months
  - <$50/bbl

Campos 33 (Brazil)
- Fully appraised
  - First gas/oil 2024-2026, net ~45 kboe/d
  - <$40/bbl

CPO-9 (Colombia)
- Dev. Phase-1 sanctioned, production: net 7 kboe/d 2019
  - FID Dev. Phase-2 expected in Q419
  - FID in 2021-2022 & production plateau net 20 kboe/d
  - <$50/bbl

Sagitario (Brazil)
- Appraisal well started in September
  - NPV breakeven
  - Current estimate
  - <$50/bbl

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

New Projects full-cycle NPV 10 Breakeven

<table>
<thead>
<tr>
<th>Peer</th>
<th>74</th>
<th>68</th>
<th>56</th>
<th>56</th>
<th>55</th>
<th>54</th>
<th>53</th>
<th>44</th>
<th>42</th>
<th>41</th>
</tr>
</thead>
</table>
IRR of new projects full-cycle
- 21.4%
- 15.2%
Median Peers

Note: NPV breakeven does not include exploration cost.
Note: New projects breakeven average not including Repsol. Peers included: Anadarko, BP, Chevron, Eni, ExxonMobil, DPM, Shell, Equinor and Total.
Note: 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 and WMO’s base price scenario.
Working on our 2020+ project pipeline: Accelerating Alaska
Upstream

Nanushuk path to success
Huge interests in prolific formation

Pikka Unit
>500 Mboe (2C)
FID slated for mid-2020
Phase I FO in 2022 [30 Kboed]
FFD in 2024

Horseshoe west
Expected FO 2027

Pikka East
Expected FO 2025

Horseshoe East
Expected FO 2027

Grizzly
Exp. FO 2029

Leveraging our capabilities to build a new core region

• Fast Tracking:
Anticipated FO for Pikka Unit in 2022, previously estimated for 2023-24

• Alliance management:
Interests aligned with partners for all blocks in a new JOA to take affect in August 2019

• Exploration-driven growth:
Likely material resource upgrade after successful drilling season campaign data conducted by operator Oil Search

Gross figures
Building strong exploration portfolio in core areas

Upstream

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 US GoM
- Partnership with LLOG to develop Leon and Macassin
- The 2nd appraisal of Leon expected to start before year end

Guyana, Brazil
- Exploration well in Kanuku block spudded in October
- Sagitario appraisal well started in September
- 4 new offshores exploratory licenses in Brazil

Alaska
- Accelerate Pikka East exploration activities [1 expio well in 2020] and Pikka South [1 well in 2021]

North America
Focus on emerging plays
- Strong technical advantage as Nanushuk play openers.
- Expanding our LATAM expertise and footprint into Mexico

South America
Repsol core basins
- Exploiting our legacy advantages in the Caribbean, Guyana margin and Brazil pre-salt.
- Thrust belt knowledge & stakeholders management in the Andean Basins.

East hemisphere
Potential growth areas
- Strategic partnership with GPN for Russian exploration opportunities
- Near-field Exploration in Norway
- Top explorers in Indonesia

Note 1: excluding inorganic acquisitions/divestments. Capex refers to CF from investment activities
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\(^2\) benchmark and fully invested for IMO\(^2\)
- 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

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1. NCM Net Cash Margin
2. New regulation limiting sulfur content in marine bunkering from International Maritime Organization
# Strategy summary

## Downstream & Low Carbon

<table>
<thead>
<tr>
<th>Refining</th>
<th>Trading</th>
<th>Chemicals</th>
<th>Mobility</th>
<th>LPG</th>
<th>LAS</th>
<th>Low Carbon Businesses</th>
</tr>
</thead>
<tbody>
<tr>
<td>SUSTAIN</td>
<td>EXPAND</td>
<td>EXPAND</td>
<td>EXPAND</td>
<td>SUSTAIN</td>
<td>EXPAND</td>
<td></td>
</tr>
</tbody>
</table>

### Sustain[2]
- Energy efficiency
- IMO readiness
- Digitalization and optimization
- Upgrade Peru Sulphur fuels

### Expand
- Biofuels
- Develop global crude business
- Incremental growth in key products
- Growth in current high value products (EVA, PQ, SBR)
- Expand into new geographies: Mexico, hinterland, others
- **225SS** in Mexico
- Consider growth opportunities in hinterland
- Expand international presence (Asia, Latam)
- Partnership with Bardahl and United Oil

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

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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. €2.5 B out of this €4.8 (Expand + Transform capex) are going to be allocated at the end of 2020. Part of the €1.5B remaining is going to be committed, not allocated
4. Service Stations as of the end of October 2019

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CAPEX[8-3] 2018-2020 (€B):
- 2.7
- 1.5
- 2.5
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: 7-9%
- Residual fuel oil: 5-7%
- LPG: 2-4%
- Others: 10-15%

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%)

Top quartile position among European peers

Middle distillates deficit

- [1] Source: WoodMackenzie as of 31/12/2017
- [2] Source: IHS Markit as of 31/12/2018
IMO 2020 will change relative prices of crude oil and products

Downstream - Refining

IMO compliance is guaranteed...

85%

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

Total Bunkering business volumes

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
IMO: Repsol’s Spanish refining system perfectly positioned
Downstream - Refining

Repsol: Top European player in conversion

2020-2022: Reduce turnarounds

-50%

2016-2019 2020-2022

Conversion Capacity Utilization

Turnaround intensity [days]

Refrining in Spain can operate without producing HSFO

Diesel-HSFO crack spread > 40$/Bbl


Source: Platts
Competitive positioning, differentiated products and a customer-oriented organization

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 metalocene polyethylene.

Chemical specialties and synthetic rubber are produced through Dynasol, a 50% partnership with Grupo Kugl (Mexico).

Dynasol is a leader in the world synthetic rubber market and a global producer with plants in Europe, America, and Asia.
More than service stations
Downstream - Commercial businesses

Transforming and expanding our Mobility business

- **>4,900 Service Stations**
- **5 Countries**
- **>1,000 Operated sites**

**FUEL MARKET SHARE**
- **SPAIN**: 37% [#1]
- **PORTUGAL**: 26% [#2]
- **PERU**: 26% [#2]

- **2.5 M Clients served daily**
- **6.5 M Loyalty cards**

Differentiation and Competitive strategy in Wholesale & Int. Aviation business

**WHOLESALE**
- **GOs**: 7.4Mm³
- **COKE**: 3.5Mt

**AVIATION**
- **AIRCRAFTS**: 80
- **AIRPORTS**: 50
- **SALES**: 4Mm³

Expanding our Lubricants business

Bardahl & United Oil J.V.

**LUBRICANTS SPAIN MARKET SHARE**: 28%

**LUBRICANTS SALES IN MEXICO**: 39Kt

- **SALES IN 2018**: 1.9Mt
- **INTERNATIONAL SALES**: +13%

Leader in LPG in Iberia

**RETAIL SALES**: 1Mt

- **MARKET SHARE**: 74% [SPAIN]
- **18% [PORTUGAL]**
- **FILLING & BULK PLANTS**: 13
- **STORAGE CAPACITY**: 180Kt

Adding ~70% value over Repsol retail business

<table>
<thead>
<tr>
<th>ROACE</th>
<th>Mobility business</th>
<th>Wholesale &amp; Int. Aviation</th>
<th>Lubricants business</th>
<th>LPG in Iberia</th>
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<tbody>
<tr>
<td>&gt;20%</td>
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<td>&gt;23%</td>
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<tr>
<td>&gt;30%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>&gt;35%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Strengthening Repsol’s position as a multi-energy supplier

Low Carbon

- Low carbon generation
- Retail gas & power
- Operated business
- Focus on liberalized
- Profitable businesses

New operated model

- 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

Targets to 2025

<table>
<thead>
<tr>
<th></th>
<th>2025</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wholesale Gas</td>
<td>&gt;15%</td>
<td>14%</td>
</tr>
<tr>
<td>Retail G&amp;P</td>
<td>2.5 M</td>
<td>1 M</td>
</tr>
<tr>
<td>Low carbon generation</td>
<td>~7.5 GW</td>
<td>~2.9 GW</td>
</tr>
</tbody>
</table>

Investments in low carbon businesses with IRR above 10%

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

2.7

Exploring Opportunities

1.6

Pipeline

1.6

Installed capacity 2.9 GW

0.7

2019

0.6

1. Combined Heat and Power or cogeneration plants.
Digitalization & Efficiencies
Digitalization and efficiency as levers for cash flow growth

Digitalization & efficiencies

**Upstream**
Better maintenance, reduction of logistics and decommissioning costs and initiatives in gas commercialization

**Downstream**
Improving integrated margin, process digitalization

**Corporate**
Lower corporate costs

>**150 initiatives** ongoing, 50 in scale-up: Omnichannel experience, new business models, autonomous plant and zero unexpected failures, E&P digitally-enabled operations excellence, integrated operations centers and Corporate robot process automation (RPAs)

**CFFO impact (€) at 50$/Bbl**

<table>
<thead>
<tr>
<th>CFFO Impact</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate</td>
<td>0.9</td>
</tr>
<tr>
<td>Downstream</td>
<td>0.5</td>
</tr>
<tr>
<td>Upstream</td>
<td></td>
</tr>
</tbody>
</table>

**2019E Sustainable Savings**

**2020 Target**

Sustainable savings to date ~€500 million euros with CFFO impact
Digitalization and efficiency initiatives
Digitalization & efficiencies: Examples

• **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.

• **Integrated well center**
24/7 real-time support center for planning, execution and optimization of global Drilling & completion.

• **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.

• **Crude oil blending**
Optimize the crude scheduling process given complex refinery constraints to provide feasible blending scenarios for the next 30 days.

• **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.

• **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.
6

Financing
**Strong liquidity position**

Financing

Liquidity covers long term debt maturities beyond 2024.

Liquidity exceeds 1.7x short term maturities

[*] Deposits classified as financial investment in the accounting although they have an immediate availability.
Conclusions & Key targets
On track to deliver 2020 strategic objectives
Conclusions & key targets

1. Increasing shareholders returns
   • Removing dilution associated to the scrip dividend and increasing our dividend in 2018 and 2019
   • Proposal to 2020 AGM:
     • Shareholder remuneration to reach $1/share
     • Additional 5% share capital reduction

2. Growing our portfolio profitability
   • Strong OCF generation: on track to deliver 2019 objective
   • Strength of Repsol’s integrated model allows us to navigate in a volatile macro environment

3. Thriving in the energy transition
   • Leading into a less carbon intensive world
   • Become a global multi-energy customer centric company

4. Financial flexibility
Key metrics to 2020 @ $50/Bbl Brent flat
Conclusions & key targets

Production
2.6% CAGR

CAGR
2.6%

CAGR +12%

CAGR +12%

CAGR +8%

695
750

4.6
6.5

1.4
2.0

0.8
1.0

2017
2020
2017
2020
2017
2020

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 €/share without adjustment.

Scip dividend
Cash dividend
Scip dividends + buybacks
Historic data book
## MACRO ENVIRONMENT

<table>
<thead>
<tr>
<th>International References</th>
<th>Unit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<tr>
<td>Brent</td>
<td>USD/bbl</td>
<td>43.7</td>
<td>54.2</td>
<td>71.3</td>
</tr>
<tr>
<td>WTI</td>
<td>USD/bbl</td>
<td>43.5</td>
<td>50.9</td>
<td>64.9</td>
</tr>
<tr>
<td>Henry Hub</td>
<td>USD/MMBtu</td>
<td>2.5</td>
<td>3.1</td>
<td>3.1</td>
</tr>
<tr>
<td>Average exchange rate</td>
<td>EUR/EUR</td>
<td>1.11</td>
<td>1.13</td>
<td>1.18</td>
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<tr>
<td>Algonquin</td>
<td>USD/MMBtu</td>
<td>3.1</td>
<td>3.7</td>
<td>4.8</td>
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</table>

<table>
<thead>
<tr>
<th>Refining indicators</th>
<th>Unit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refining margin indicator (Spain)</td>
<td>USD/bbl</td>
<td>6.3</td>
<td>6.8</td>
<td>6.7</td>
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<tr>
<td>Distillation utilization (Spain)</td>
<td>%</td>
<td>88.0</td>
<td>93.6</td>
<td>92.9</td>
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<tr>
<td>Conversion utilization (Spain)</td>
<td>%</td>
<td>102.9</td>
<td>104.4</td>
<td>106.6</td>
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## REPSOL GROUP

<table>
<thead>
<tr>
<th>Main figures (M€)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted Net Income</td>
<td>1,922</td>
<td>2,131</td>
<td>2,352</td>
</tr>
<tr>
<td>Upstream</td>
<td>52</td>
<td>632</td>
<td>1,325</td>
</tr>
<tr>
<td>Downstream</td>
<td>1,883</td>
<td>1,877</td>
<td>1,583</td>
</tr>
<tr>
<td>Corporate and others 1</td>
<td>(13)</td>
<td>(378)</td>
<td>(556)</td>
</tr>
<tr>
<td>EBIT</td>
<td>2,057</td>
<td>3,214</td>
<td>4,396</td>
</tr>
<tr>
<td>EBITDA CCS</td>
<td>5,032</td>
<td>6,580</td>
<td>7,619</td>
</tr>
<tr>
<td>NET CAPEX</td>
<td>(500)</td>
<td>2,856</td>
<td>388</td>
</tr>
<tr>
<td>CAPITAL EMPLOYED 2</td>
<td>39,255</td>
<td>36,330</td>
<td>34,353</td>
</tr>
<tr>
<td>Upstream</td>
<td>23,853</td>
<td>21,612</td>
<td>21,515</td>
</tr>
<tr>
<td>Downstream</td>
<td>9,469</td>
<td>9,749</td>
<td>11,338</td>
</tr>
<tr>
<td>Corporate and others 3</td>
<td>5,933</td>
<td>4,969</td>
<td>1,500</td>
</tr>
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</table>

<table>
<thead>
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<th>Ratios</th>
<th>Unit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt</td>
<td>M€</td>
<td>(8,144)</td>
<td>(6,267)</td>
<td>(3,439)</td>
</tr>
<tr>
<td>Net debt/TA capital employed</td>
<td>%</td>
<td>20.7</td>
<td>17.3</td>
<td>10.0</td>
</tr>
<tr>
<td>Net debt/EBITDA C C S</td>
<td>x</td>
<td>1.62</td>
<td>0.95</td>
<td>0.45</td>
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<table>
<thead>
<tr>
<th>Credit metrics</th>
<th>Rating</th>
<th>Outlook</th>
<th>Last review</th>
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<tbody>
<tr>
<td>Standard &amp; Poor’s</td>
<td>BBB</td>
<td>Positive</td>
<td>December 12, 2018</td>
</tr>
<tr>
<td>Moody’s</td>
<td>Baal</td>
<td>Stable</td>
<td>December 10, 2018</td>
</tr>
<tr>
<td>Fitch</td>
<td>BBB</td>
<td>Positive</td>
<td>October 29, 2018</td>
</tr>
</tbody>
</table>

1 Includes net income contribution from GMF of 361 M€ in 2018.
2 Capital employed below 2.3 M€ in each single country.
3 In 2017, 3.224 M€ capital employed in discontinued operations.
# Upstream

## Historic data book

### Production

<table>
<thead>
<tr>
<th>Region</th>
<th>kboe/d</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Mboe</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>52</td>
<td>51</td>
<td>60</td>
<td>59</td>
<td>102</td>
<td>62</td>
<td>59</td>
<td>102</td>
</tr>
<tr>
<td>Latin America</td>
<td>342</td>
<td>348</td>
<td>342</td>
<td>1,400</td>
<td>1419</td>
<td>1,525</td>
<td>1,490</td>
<td>1,419</td>
</tr>
<tr>
<td>North America</td>
<td>182</td>
<td>174</td>
<td>175</td>
<td>504</td>
<td>535</td>
<td>496</td>
<td>504</td>
<td>535</td>
</tr>
<tr>
<td>Africa</td>
<td>17</td>
<td>18</td>
<td>58</td>
<td>128</td>
<td>129</td>
<td>125</td>
<td>128</td>
<td>129</td>
</tr>
<tr>
<td>Asia</td>
<td>98</td>
<td>85</td>
<td>79</td>
<td>154</td>
<td>154</td>
<td>174</td>
<td>174</td>
<td>154</td>
</tr>
<tr>
<td>Total</td>
<td>690</td>
<td>695</td>
<td>715</td>
<td>2,382</td>
<td>2,355</td>
<td>2,340</td>
<td></td>
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</table>

### Realized prices

<table>
<thead>
<tr>
<th>Region</th>
<th>Oil</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Gas</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Europe</td>
<td>44.9</td>
<td>55.2</td>
<td>71.2</td>
<td>27.2</td>
<td>34.2</td>
<td>46.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Latin America</td>
<td>37.1</td>
<td>47.0</td>
<td>59.6</td>
<td>11.0</td>
<td>13.3</td>
<td>15.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>North America</td>
<td>36.5</td>
<td>47.4</td>
<td>58.5</td>
<td>11.4</td>
<td>14.6</td>
<td>14.0</td>
<td></td>
<td></td>
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<tr>
<td>Africa</td>
<td>41.8</td>
<td>52.8</td>
<td>71.1</td>
<td>27.1</td>
<td>29.5</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Asia</td>
<td>39.4</td>
<td>51.2</td>
<td>67.3</td>
<td>25.1</td>
<td>29.6</td>
<td>37.7</td>
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</table>

### Net Acreage

<table>
<thead>
<tr>
<th>Region</th>
<th>Development</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>Exploration</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td>km²</td>
<td></td>
<td>1,230</td>
<td>1,199</td>
<td>1,122</td>
<td></td>
<td>28,344</td>
<td>15,373</td>
<td>11,922</td>
</tr>
<tr>
<td>Europe</td>
<td></td>
<td>4,736</td>
<td>4,475</td>
<td>4,827</td>
<td></td>
<td>53,106</td>
<td>47,763</td>
<td>90,959</td>
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<tr>
<td>Latin America</td>
<td></td>
<td>5,316</td>
<td>5,234</td>
<td>4,698</td>
<td></td>
<td>17,342</td>
<td>5,503</td>
<td>9,998</td>
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<tr>
<td>North America</td>
<td></td>
<td>2,744</td>
<td>2,744</td>
<td>2,605</td>
<td></td>
<td>54,794</td>
<td>22,389</td>
<td>10,590</td>
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<tr>
<td>Africa</td>
<td></td>
<td>4,638</td>
<td>4,105</td>
<td>2,951</td>
<td></td>
<td>109,560</td>
<td>96,598</td>
<td>98,152</td>
</tr>
<tr>
<td>Asia</td>
<td></td>
<td>18,664</td>
<td>17,757</td>
<td>16,203</td>
<td></td>
<td>263,226</td>
<td>187,625</td>
<td>221,621</td>
</tr>
</tbody>
</table>

### Main figures [M €]

- **Adjusted Net income**: 2016 - 52, 2017 - 632, 2018 - 1,325
- **EBIT [87]**: 2016 - 2,072, 2017 - 3,507, 2018 - 4,801
- **EBITDA**: 2016 - 1,889, 2017 - 2,072, 2018 - 1,895

### Organic RRR

- **%**: 2016 - 124, 2017 - 93, 2018 - 87
## Downstream Assets

### Refining

<table>
<thead>
<tr>
<th>Country</th>
<th>Refining Capacity (bbl/d)</th>
<th>Conversion Index (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spain</td>
<td>896</td>
<td>63</td>
</tr>
<tr>
<td>Bilbao (Petronor)</td>
<td>220</td>
<td>63</td>
</tr>
<tr>
<td>Tarragona</td>
<td>186</td>
<td>44</td>
</tr>
<tr>
<td>Coruna</td>
<td>120</td>
<td>66</td>
</tr>
<tr>
<td>Puertollano</td>
<td>150</td>
<td>66</td>
</tr>
<tr>
<td>Cartagena</td>
<td>220</td>
<td>76</td>
</tr>
<tr>
<td>Peru</td>
<td>117</td>
<td>24</td>
</tr>
</tbody>
</table>

### Businesss

<table>
<thead>
<tr>
<th></th>
<th>Unit</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Refining</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Distillation utilization</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td>%</td>
<td>88.0</td>
<td>93.6</td>
<td>92.9</td>
</tr>
<tr>
<td>Peru</td>
<td>%</td>
<td>68.9</td>
<td>89.8</td>
<td>81.7</td>
</tr>
<tr>
<td>Conversion utilization Spain</td>
<td>%</td>
<td>102.9</td>
<td>104.4</td>
<td>106.5</td>
</tr>
<tr>
<td>Conversion utilization Peru</td>
<td>%</td>
<td>41.4</td>
<td>41.9</td>
<td>41.6</td>
</tr>
<tr>
<td>Processed crude oil</td>
<td>Mtoe</td>
<td>43.2</td>
<td>47.4</td>
<td>46.6</td>
</tr>
<tr>
<td>Spain</td>
<td>Mtoe</td>
<td>39.4</td>
<td>41.9</td>
<td>41.6</td>
</tr>
<tr>
<td>Peru</td>
<td>Mtoe</td>
<td>3.8</td>
<td>5.4</td>
<td>5.0</td>
</tr>
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</table>

### Marketing

<table>
<thead>
<tr>
<th></th>
<th>Service stations (no.)</th>
<th></th>
<th></th>
<th></th>
</tr>
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<tbody>
<tr>
<td>Total</td>
<td>4,849</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td>3,350</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Portugal</td>
<td>465</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Peru</td>
<td>560</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Italy</td>
<td>305</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Mexico</td>
<td>168</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Petrochemicals

<table>
<thead>
<tr>
<th></th>
<th>Capacity (kt/year)</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Ethylene</td>
<td>1,214</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Propylene</td>
<td>864</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Butadiene</td>
<td>185</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Benzene</td>
<td>290</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ETBE/MTBE</td>
<td>50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Polymethylene</td>
<td>793</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Polipropylene</td>
<td>505</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intermediate products</td>
<td>937</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Sales of oil products</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe Sales</td>
<td>At</td>
<td>48,048</td>
<td>51,036</td>
<td>51,766</td>
</tr>
<tr>
<td>Own network</td>
<td>At</td>
<td>20,468</td>
<td>21,186</td>
<td>21,754</td>
</tr>
<tr>
<td>Rest</td>
<td>At</td>
<td>5,261</td>
<td>6,755</td>
<td>6,450</td>
</tr>
<tr>
<td>Own network</td>
<td>At</td>
<td>2,238</td>
<td>2,268</td>
<td>2,681</td>
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