REPSOL Annual General Meeting May 19th, 2017



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2017 Annual General Meeting: Contents

- Sector Environment
- Energy Transition
- > 2016 Results
- > 2017 First Quarter Results
- Proposals for the Annual General Meeting







Price environment

Brent



Persistence of low oil and gas prices, which are slowly recovering

Henry Hub

Exchange rate



Stable exchange rate

Downstream

Refining Margin Indicator

Year-on-year growth in demand for gasoline and diesel in Spain



Favorable environment for Downstream



Gross Domestic Product



Source: International Monetary Fund (IMF, WEO Update January 2017) and Repsol Division of Studies

Spain grew 3.2% in 2016







Energy highlights of the 21st century



The world needs more energy supply to support its growth

billion people will gain access to electricity. a third to 1.8 Bn in 2040	
	•
	•••••
onsumption patterns	
	••••
ergy efficiency, lower mobility, congestion issues and pollution.	•

Energy highlights of the 21st century



There are future elements that will contain the increase in energy demand

.....

different interests	
my or becomes more nationalistic as a result	
n	•••••
y the energy sector	
almost 70% of the total emissions	
	• • •.
er 2016, was a milestone in the international effort to	
	•

Megatrends that will shape the future

Innovation shift

- Digital revolution
- Acceleration of R&D cycles

- Robotization
- New types of mobility

Resource constraints

Strain on natural resourcesAir quality in cities

- Greenhouse emissions
- License to operate

Economic globalization

MEGATRENDS

- BRICS and next (Asia)
- Lack of financial governance
- Globalization of services

We are unsure how they will eventually impact our societies

Demographic asymmetries

- Population growth
- Ageing
- Hyper-urbanization
- Expansion of middle class
- Talent migration

New consumption patterns

- Connectivity
- Health, wellness and leisure

Sharing economy

We are heading towards a new scenario that raises significant challenges



Industry familiarized with energy transitions

Mtoe

Slowdown in the growth of global energy demand

Primary energy demand mix



CAGR: Compound annual growth rate Source: IEA WEO 2016

All energies will be necessary to meet worldwide growth

The sustainability challenge: climate change and urban pollution

Climate change

Effect	 Global effect The location of emissions-sources is irrelevant 		Local effect The location of the source of emissions is important
Factors	 CO₂ and methane Excess concentration in the atmosphere produces global warming These gases are not poisonous - they are part of life on the planet 		Basically three pollutants: SO ₂ , NOx and particles These pollutants can have adverse effects on health
Causes	 Power generation from coal, fossil fuels and economic and industrial development Up to 68% of emissions come from the energy sector 	•	Increased urbanization and vehicle numbers Old diesel cars (NOx) Domestic heating with pellets or coal, and heavy veh generate particles through brake friction and tyre use Use of coal in cities (SO ₂)

Each problem must be examined rigurously

Urban pollution

- (NOx)
- ng with pellets or coal, and heavy vehicles that les through brake friction and tyre use cities (SO₂)



The sustainability challenge: climate change and urban pollution

Climate change

What has been done

- Kyoto agreement (1997), through Paris (2015) Emissions trading CO₂

Has a reduction been achieved?

- Still far off
- Developed countries have curbed emissions Significant growth from emerging economies
- Varies locally
- 90s levels
- and discrepancy with real emissions
- Domestic heating increasing the use of biomass (pellets)

The solutions must be effective and economically sustainable

Urban pollution

Agreements between legislators, auto manufacturers and fuels producers EURO regulations and fuel-specifications regulations

Innovation and technology achieve cuts of 90% in NOx and particles from

Not enough, due to increased mobility, higher numbers of diesel vehicles

Climate change is a great global challenge



With the current national commitments we will be far from the global target of 2°C



Increase in global temperature in 2100

Emissions with current policies

Emissions with new policies



76% of the necessary reduction must be carried out by non-OECD countries 60% of the necessary reduction must be carried out in the electricity sector

Emissions with 450 ppm scenario Major emitters leave no margin



Fuente: CO₂ Emissions from Fuel Combustion - Highlights 2016, IEA

Climate change: contribution of sectors to the reduction of greenhouse gases

Energy: Global CO₂ emissions by sectors Heat and power generation Others **Services** 7% Heat and power Efficiency 3% generation Increased renewable, gas and nuclear capacity **Residential** 42% Reduction in the use of coal 6% CO₂ storage and capture Industry Industry 19% More efficient industrial processes Renewables for heat generation **Transport** Use of natural gas instead of more CO₂-intensive alternatives 23% CO₂ storage and capture

All sectors must contribute to the energy transition

Measures to reduce emissions by sector

Transport

- Increased engine efficiency
- Renewables: use of biofuels
- Support to the replacement of old vehicles: PIVE plan (€75 per tCO₂ avoided)
- AutoGas, natural gas and EV. The MOVEA plan for the purchase of EV is much less efficient (€860 per tCO₂ avoided)
- New mobility solutions: car sharing, etc.

Residential

- Increased efficiency from domestic appliances and lighting
- Intelligent housing that reduces consumption
- Building improvements in materials and insulation

Urban pollution: competitive solutions available

Gasoline, AutoGas, LPG and Bioethanol

- Currently available competitive solutions
- Since 2001 (Euro 3 Regulations), vehicles incorporate a trivalent catalyst and are no longer a NOx problem

Diesel

- Competitive solution available in 2019 with Euro 6D Regulations
- After 2019, in Europe all new diesel vehicles will cease to cause a NOx problem
- Incentives for the replacement of older diesel vehicles (PIVE plan)

TODAY

Other initiatives

- Encourage the use of collective public or private transport
- Encourage car sharing
- Urban planning: favour pedestrianized areas and reduce vehicle access to city centers
- Modernize heating for a more intensive use of natural gas
- Eliminate energy-intensive industries from city centers and remove coal-fired power plants

Accelerating the renewal of the vehicle fleet will make it possible to move toward ending the problem



The oil and gas sector, committed to innovation to combat global warming







OIL AND GAS CLIMATE INITIATIVE

Led by the CEOs of 10 oil and gas companies

The OGCI undertakes to invest \$1 billion to mitigate climate change



decrease of combined **GREENHOUSE GAS EMISSIONS (GHG)**

from the companies' operations since 2005

How does Repsol address the transition challenge?

Focused on energy efficiency and emissions reduction

- \blacktriangleright 4.3 million metric tons of CO₂/year avoid and an investment of €500 million through 2020
- Domestic coal price
- Issue of Green Bond

Technology and new fuels

- Premium fuels
- Biofuel mixture
- Hydrogenated Vegetable Oils
- AutoGas, natural gas and electricity in automotive
- New technological developments

Integrated supplier of competitive and sustainable energy

- Quality assets
- New business models
- Advanced mobility services
- Customer focus
- Emphasis on natural gas

Repsol, integrated energy company

Team and organizational model ready to address the future

- A leaner, stronger, and more competitive company
- > Talented, innovative, and committed professionals
- Culture oriented towards efficiency
- Long-term vision







Main milestones in 2016

Transformation Program

Internal commitment

- Integration of Talisman
- Global company with a strong E&P presence
- Efficiency
- Sustainability and innovation

Resilience

Efficiency

- **Value creation** in a \$43.7/barrel environment
- Reduction of **debt** and payment of **dividends** 2.

Transformation Program and Strategic Plan focused on creating value and generating cash flow

Strategic Plan

External commitment

- Value creation
- Portfolio management

Growth

Talisman integration

- Increase in production and reserves
- Increase in operated assets
- Broad portfolio of projects and exploration opportunities

Diversification

- Focus on 3 regions and 3 plays
- Balance between Upstream and Downstream
- Increased OECD production

Value creation

- Complementary capabilities
- Cost and management synergies
- Portfolio flexibility

Talisman: a transformative operation which has provided growth, diversification and value creation

Production ~700,000 boe/day

> Reserves ~2.3 billion boe

Global portfolio including more than 40 countries

> **Synergies** ~\$400 million

Recognized exploration

More than 24,000 professionals

Talisman integration

More than 450 initiatives



- More than 250 people in over 20 countries working on the integration
- 94% of initiatives implemented, 65% completed
- 95% of synergies from duplication, financial transactions, IT, insurance, asset management and marketing
- 88% of captured synergies

Talisman integration has generated synergies amounting \$400 million per year

~\$400 million in Synergies in 2020



Strategic Plan - Main achievements in 2016



Repsol creates value and generates cash flow in a low price environment

- Highest net income of the last four years
- **Upstream**: increasing results and flexibility
- **Downstream:** strength of the integrated model
- **Debt reduction (32%)**
- Committed to sustainability and innovation

1. Synergies and efficiencies	2016 Objectives	Savings ea
Synergies	€200 M	€300
Upstream (Opex & Capex)	€600 M	€800
Downstream (Margin and efficiency)	€200 M	€300
Corporate (Rightsizing)	€100 M	€200
	€1.1 billion	€1.€ billio

Higher than expected synergies and efficiencies: target of €2.1 billion brought forward to 2017

earned



2. Flexibility



Group Capex⁽¹⁾

- Upstream assets at an advanced stage of development
- Limited presence in new capital-intensive development projects
- High proportion of **unconventionals** (Capex adjustable in accordance with crude price)
- Limited **exploration** commitments
 - ▶ ~\$600 millions in 2016 and ~\$700 million forecast in 2017
- Lower capital needs in Downstream

1. Repsol and Talisman were two independent companies in 2014

Flexible investment management



3. Portfolio management

Upstream: €1.6 billion

- Eagle Ford-Gudrun swap
- Tangguh (Indonesia)
- TSP (Trinidad and Tobago)
- Dilution in Alaska
- Brynhild (Norway)
- Exploration licenses in Canada
- Laminara-Corallina (Australia)

Downstream: €1.6 billion

- Piped LPG
- ▶ 10% CLH
- Offshore wind (United Kingdom)
- LPG Peru and Ecuador

Total divestments: €5.1 billion

Active portfolio management, maintaining the production growth target of 700,000 barrels of oil equivalent per day

Corporation: €1.9 billion

10% Gas Natural Fenosa

Main achievements in 2016

4. FCF Breakeven



Efficiency programs and cost control have improved **Repsol's competitiveness in a low price environment**

2016 Results

Figures in millions of euros

	2015 ⁽¹⁾
Upstream	(925)
Downstream	2,150
Corporate and others	627
Adjusted Net Income ⁽²⁾	1,852
Inventory effect	(459)
Special items	(2,791)
Net Income	(1,398)

1. Includes the necessary changes with respect to the information presented for the year ended December 31st, 2015 in relation to the capitalization of geology and geophysics costs for total adjusted net income of -€8 M (-€16 M Upstream and +€8 M Corporation and others) and -€163 M in special items.

2. Recurring net income to CCS (calculated based on inventory valuation at replacement cost).

3. Mainly include staff restructuring costs of €393 M

The integrated business model resulted in the highest net income in the last four years

2016	
52	
1,883	
(13)	
1,922	+ €70M
133	
(319) ⁽³⁾	
1,736	+ €3,134M /

Upstream: increasing results and flexibility

Adjusted Net Income



Increasing earnings and flexibility in a low price environment

- Great ability to adapt to the price environment
- Exploration and production in over 30 countries and

Upstream: improving flexibility and results

North America: Growth

Production: ~182 kboe/day

Gas: 70%

75% operated production

Unconventional portfolio

Gas: 76%

Regional scale



First year of integrated management with Talisman with common objectives and strategy

Europe, Africa, and Brazil: FCF

Production: ~109 kboe/day

Crude: 83% 6% operated production Offshore development (deepwater)

Asia-Russia: Free cash flow and growth

Production: ~98 kboe/day Gas: 69%

25% operated production

- Self-financed growth
- Exploration potential

Upstream: improving flexibility and results

Production



More specialized production at the desired levels

Production by play

Upstream: improving flexibility and results



Repsol has guaranteed its production objective until 2025

Upstream: improving flexibility and results

45 discoveries in the last 9 years

▶ 8 of the largest annual discoveries worldwide ⁽¹⁾

In 2016 we drilled 19 wells

- ✤ 3 positive
- ▶ 5 under assessment

Alaska Discovery

- ➤ The largest U.S. onshore conventional hydrocarbons discovery in 30 years
- ▶ 1.2 billion recoverable barrels of light crude, equivalent to four years of oil demand in Spain



1. According to IHS 2. In 2017

The largest U.S. onshore conventional hydrocarbons discovery in 30 years

(Karabashskiv, Russia)

★ Polshkov-1 (Hans Asparuh, Bulgaria)

TIHS-2 (Illizi, Algeria)

Jantung Baru & North Meraksa-1) (Ogan komering, Indonesia)

Gávea A-1 (BM-C33 Brazil

★ Positive wells

Under evaluation
Reserve Replacement Ratio



- Reserve Replacement Ratio: 103% ✤ Seven years above 100%
- Organic Reserve Replacement Ratio : 124%
- Increase in reserves
 - ▶ 2,382 million boe of proved reserves
 - ▶ 75% natural gas

Generation of new reserves maintaining the reduction in investments



Reserves with higher quality and geographic diversification

Adjusted Net Income



- Quality of our **Refining assets**
- Excellent results in **Chemicals**
- **Improvement** in the earnings of the **commercial** business units
- Negative impact from the deterioration of the international situation
 - for Refining and Gas & Power business units in North America
- High safety standards and respect for the environment in all operations

Resilience driven by the competitive advantages of our integrated business model

Downstream: strength of the integrated model

Integrated margin⁽¹⁾ of Refining and Marketing in Europe (Repsol versus sector) \$/barrel



1. Calculated as an adjusted operating result (CCS) of R&M, divided by the volume of crude processed for 10 comparable European Companies (Repsol, CEPSA, ENI, Galp, OMV, MOL, Total, PKN Orlen, Hellenic Petroleum, Saras)

A European leader, based on the strength and integration of the commercial and industrial businesses

- Leadership in Refining and Marketing integrated margin

 - Optimization and **integrated management** of all the business
- The investments in efficiency and operational improvements
 - have allowed us to take advantage of market conditions

Downstream: strength of the integrated model



2016 Utilization

- Capacity to process 1,000,000 barrels/day
- High utilization (distillation and conversion)
- Robustness of margin indicator (\$6.3/barrel)
- Efficiency: reduction of energy costs and emissions
- Important industrial partners: Lubricant plant in Cartagena, with SKL
- Successful launch of the modernization project in
 - La Pampilla (Peru)

Efficiency in Refining, reducing costs and emissions

Downstream

Commercial

- More than **4,700 service stations** in Spain, Portugal, Peru, and Italy
- Prominent non-oil position, with **strategic alliances**
- Very high quality and efficiency products: Neotech and BiEnergy
- Lubricants, Asphalts, and Specialized Products: ≈50% of sales are **international**
- **Leaders** in LPG distribution, first in **Spain**
- AutoGas: 745 supply points in Spain and Portugal

Trading and Gas & Power

Growth and optimization plan for the **integrated value chain**

- **Favorable situation**: growth of demand
- **Competitiveness Plan:** focus on efficiency and differentiation
- Flexibility in raw materials and logistic capacity
- from differentiated products
- Integrated management of facilities
- market)

Strength of the commercial businesses

Chemicals

Increased sales thanks to the **reliability** of plants and the contribution

Strong commercial position (southern Europe and Mediterranean

External recognition: prizes awarded by European customers





Net debt variation



Only company that generates positive free cash flow without divestments at \$42 per barrel

32% of net debt reduction

- Repurchase of Talisman bonds
- Liquidity (€9.347 M) is more than double short-
- Maintenance of credit rating

Comparison with competitors





Adjusted Net Income





Operating cash flow

Source of information for comparable companies: 2016 annual report

Notable performance both in Adjusted Net Income and cash generation

Repsol's share

Repsol shares and Ibex 35



Repsol's shares recorded one of the largests increases on the lbex and in the industry

Share price rose 33% in 2016

- January 2017: shareholder remuneration
 - with a scrip acceptance of ~80%
- July 2017: shareholder complementary
 - payout, amounting an anual remuneration

of ~0.8 euros/share

Sustainability



Our commitment to sustainability is essential to creating value today and in the future for both society and Repsol

	• • • • • • • • • • • • • • • • • • •
↓ 35%	Compared to 2015
IF 2016: 1.46	

CO₂ emissions reduction







2017 First Quarter Results

Figures in millions of euros

		1Q 2016	1Q 2017		
	Upstream	17	224		
	Downstream	556	500		
	Corporate and others	(1)	(94)		
/	Adjusted Net Income	572	630	10%	
••••	Inventory effect	(157)	84		•••••
	Special items	19	(25)		
	Net Income	434	689	59%	
••••		•••••••••••••••••••••••••••••••••••••••	• • • • • • • • • • • • • • • • • • • •	••••••	••••

59% increase in net income compared with first quarter of 2016

2017 guidance

Production (Kboe/d)	~680
Upstream CAPEX (Billions of euros)	2.7
Group CAPEX (Billions of euros)	3.6
Refining margin indicator (\$/barrel)	6.4
Efficiencies and synergies (Billions of euros)	2.1

Operational performance exceeding commitments





Integrated business model

- Highly integrated company
- Optimal size of Upstream
- Leadership in Downstream
- Commercial businesses focused on the customer
- Skilled and dedicated team

Value creation

- Optimized portfolio with focus on key areas
- Technology and know-how
- Explorer: **discovery in Alaska**
- ~2.4 billion of boe proved reserves
- Reserve Replacement Ratio: 100%
- Safety and sustainability

Repsol today: a stronger, leaner and more competitive company

Resilience

- Efficiency in Opex and Capex:
 €2.1 billion in 2017
- Flexibility in Capex management
- Positive cash flow at \$42/barrel
- Sound financial position
- Maintenance of our rating





Prepared to face future challenges

- Key businesses: Upstream and Downstream
- ~700,000 barrels of oil equivalent/day of production
- Capacity to process ~1 million barrels/day
- Committed to the Paris Agreement (COP21)
- Debt reduction and competitive shareholder return
- Positive cash flow at ~\$40/barrel





- **First.** Review and approval, if appropriate, of the Annual Financial Statements and Management Report of Repsol, S.A., the Consolidated Annual Financial Statements and Consolidated Management Report, for fiscal year ended 31 December 2016
- **Second.** Review and approval, if appropriate, of the proposed application of profits for 2016.
- **Third.** Review and approval, if appropriate, of the management of the Board of Directors of Repsol, S.A. during 2016
- **Fourth.** Appointment of the Accounts Auditor of Repsol, S.A. and its Consolidated Group for fiscal year 2017
- Fifth. Appointment of the Accounts Auditor of Repsol, S.A. and its Consolidated Group for fiscal years 2018, 2019 and 2020

- **Sixth.** Increase of share capital in an amount determinable by issuing new common shares having a par value of one (1) euro each, of the same class and series as those currently in circulation, charged to voluntary reserves, offering the shareholders the possibility of selling the scrip dividend rights to the Company itself or on the market. Delegation of authority. Application for official listing of the newly issued shares on the relevant stock exchanges or securities markets
- **Seventh.** Second increase of share capital in an amount determinable by issuing new common shares having a par value of one (1) euro each, of the same class and series as those currently in circulation, charged to voluntary reserves, offering the shareholders the possibility of selling the scrip dividend rights to the Company itself or on the market. Delegation of authority. Application for official listing of the newly issued shares on the relevant stock exchanges or securities markets



Eight. Delegation to the Board of Directors on the power to issue fixed income, convertible and/or exchangeable securities for Company shares, as well as warrants (options to subscribe new shares or acquire circulating Company shares). Setting of criteria to determine the terms and types of the conversion and/or exchange and allocation to the Board of Directors of the powers to increase capital as necessary, as well as fully or partially remove shareholders' pre-emptive subscription rights in these issuances. Authorisation for the Company to guarantee security issuances made by its subsidiaries. Nullify the portion of resolution thirteen B) of the General Shareholders' Meeting held on 31 May 2012 that were not used

- **Ninth.** Re-election of Mr. Rene Dahan as Director
- **Tenth.** Re-election of Mr. Manuel Manrique Cecilia as Director
- **Eleventh.** Re-election of Mr. Luis Suárez de Lezo Mantilla as Director
- **Twelfth.** Ratification of the appointment by co-optation and re-election as Director of Mr. Antonio Massanell Lavilla
- Thirteenth. Appointment of Ms. María Teresa Ballester Fornés as Director
- **Fourteenth.** Appointment of Ms. Isabel Torremocha Ferrezuelo as Director
- **Fifteenth.** Appointment of Mr. Mariano Marzo Carpio as Director

- **Sixteenth.** Advisory vote on the Repsol, S.A. Annual Report on Directors' Remuneration for 2016
- Seventeenth. Implementation of a compensation system referred to the share value for the CEO of the Company
- Eighteenth. Approval, if appropriate, of the inclusion of a target related to the performance of total shareholder return in the 2017-2020 Long Term Multi-Year Variable Remuneration Plan
- Nineteenth. Approval, if appropriate, of the delivery of shares to the Executive Directors as partial payment of their remuneration under the Long-Term Multi-Year Remuneration Plans
- Twentieth. Examination and approval, if appropriate, of the Remuneration Policy for Directors of Repsol, S.A. (2018-2020)

Twenty-first. Delegation of powers to interpret, supplement, develop, execute, rectify and formalize the resolutions adopted by the General Shareholders' Meeting In addition, the shareholders will be informed on the amendment to the Regulations of the Board of

Directors, pursuant to Article 528 of the Companies Act.

REPSOL Annual General Meeting May 19th, 2017

