

WEBCAST – CONFERENCE CALL

First Quarter 2018 Results

May 4th 2018



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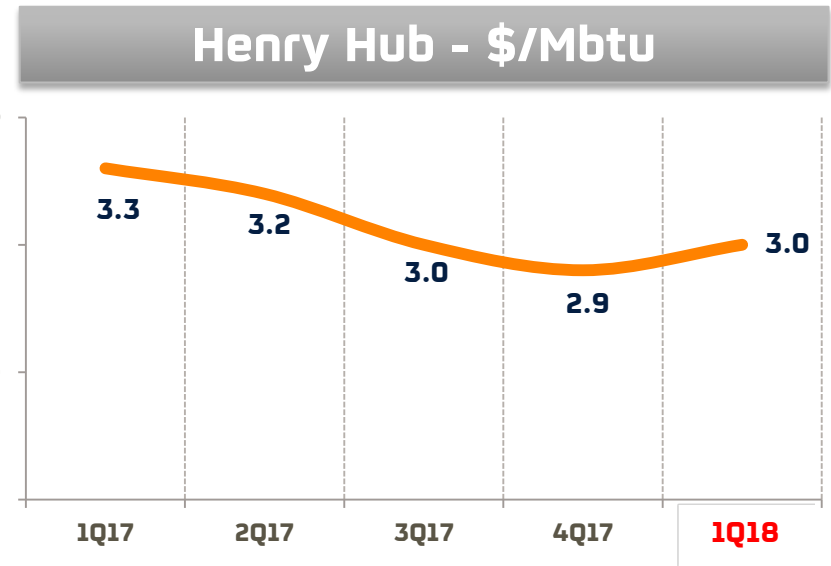
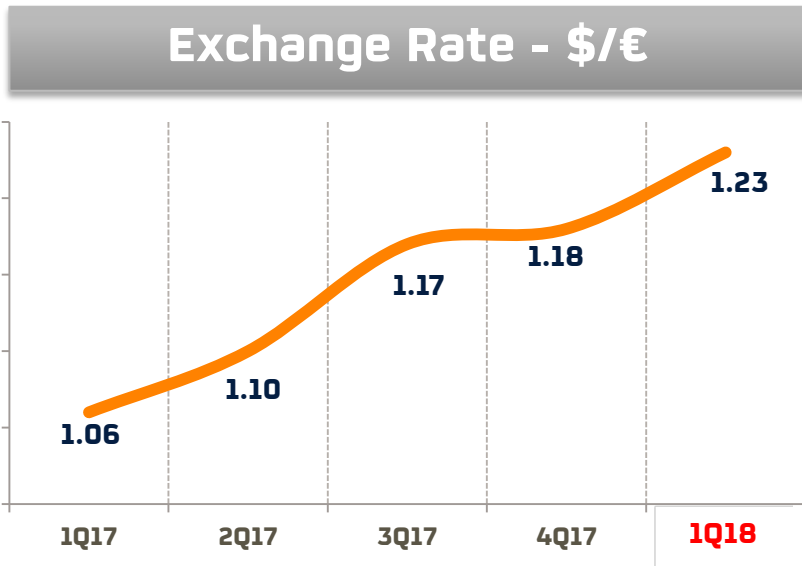
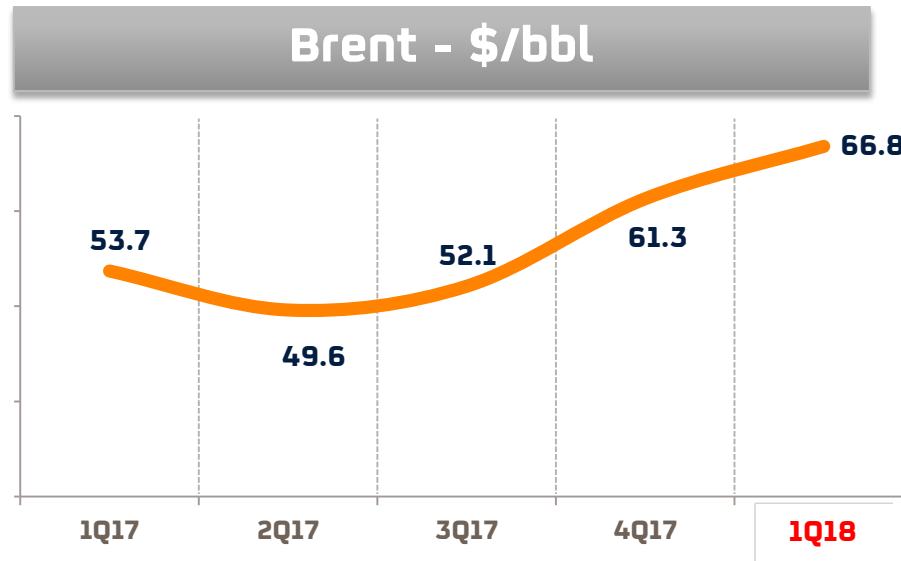
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- 1. Delivery of strategic objectives**
- 2. Operational activity**
- 3. Financial results**
- 4. Conclusions and outlook for 2018**

Market environment



Delivery of strategic objectives



Upstream:

- Record levels of daily production
- Positive FCF

Downstream:

- Performance in line with previous quarters

Corporation:

- Proposed dividend increase to **~0.90€/share**
- Proposed purchase of scrip dividend dilution

Net debt → **€6.8Bn** impacted by:

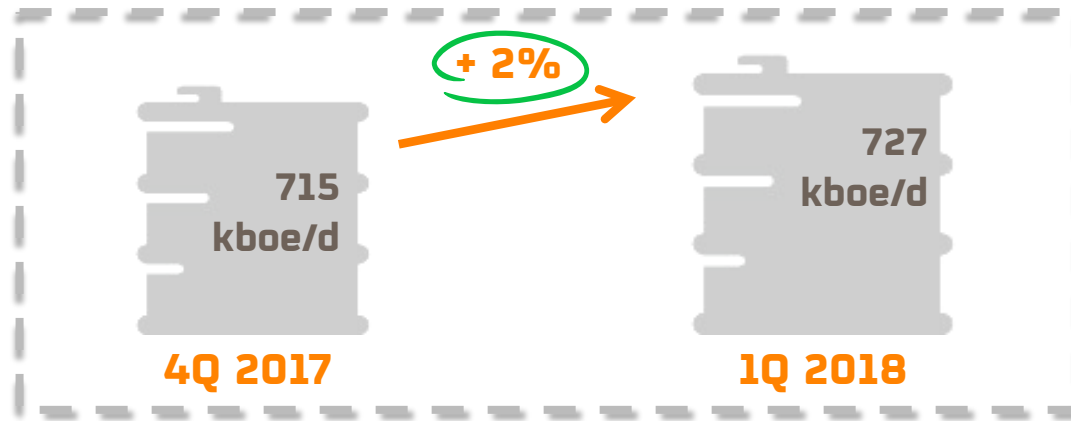
- Dividend payment in January
- Market operations related to own shares

Gas Natural:

- Closing of disposal progressing as planned

Operational Activity

Upstream



1Q18 volumes were supported by:

- New barrels/ramp up in:
 - ✓ **Algeria**
 - ✓ **Trinidad & Tobago**
 - ✓ **UK**
 - ✓ **Malaysia**
- El Sharara (**Libya**) → **38 kboe/d**
- Visund (**Norway**) → **11 kboe/d**
[since February 1st]

Exploration program:

- ✓ **6** exploratory wells completed [**1 positive**]
- ✓ New exploration acreage acquired in: **Mexico**, **Brazil** and **Norway**

Development activity:

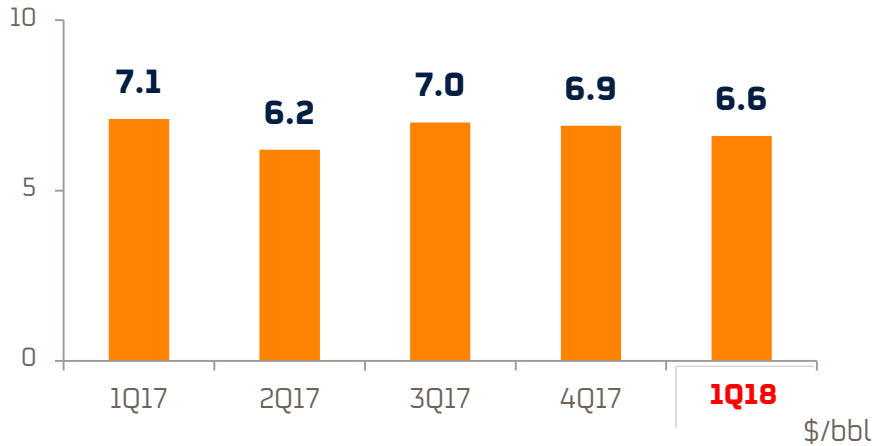
- ✓ Bunga Pakma (**Malaysia**) first production expected in 2Q18

Operational activity

Downstream



Refining Margin Indicator



Petrochemicals

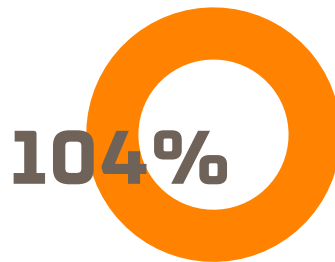
- Results in line with 4Q17 despite:
 - Increase naphta prices
 - Decrease in volumes

Utilization rates

1Q 2018



Distillation



Conversion units

Commercial businesses

- Improved LPG results

Financial Results



	Q1 2018	Q1 2017	Variation %
CCS Adjusted Net Income	616	570	+ 8%
Net Income	610	689	- 11%
EBITDA CCS	1,816	1,731	+ 5%

Million €

Financial Results

UPSTREAM



Q1 2018

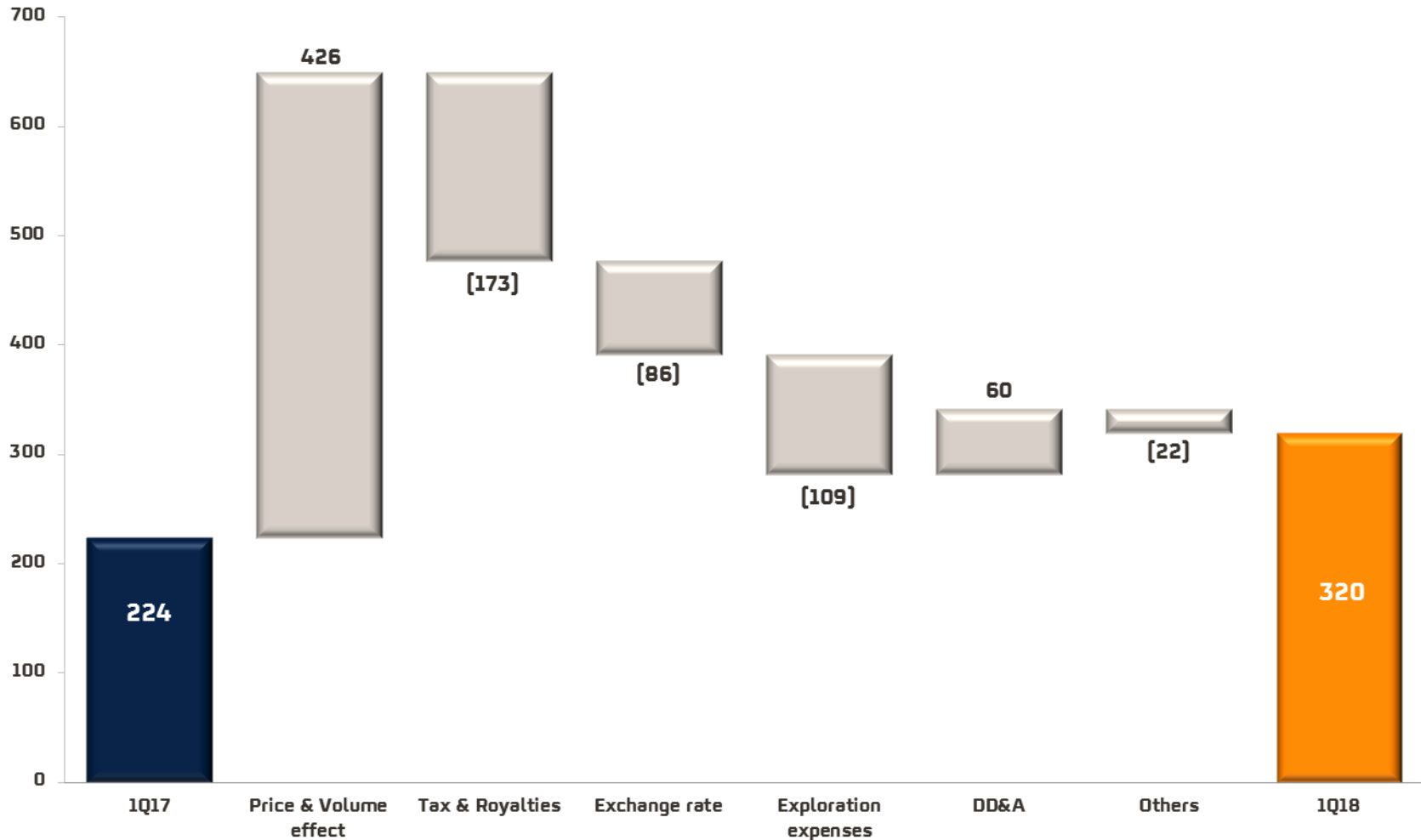
Q1 2017

CCS Adjusted Net Income

320

224

+ 43%



Financial Results

DOWNSTREAM



Q1 2018

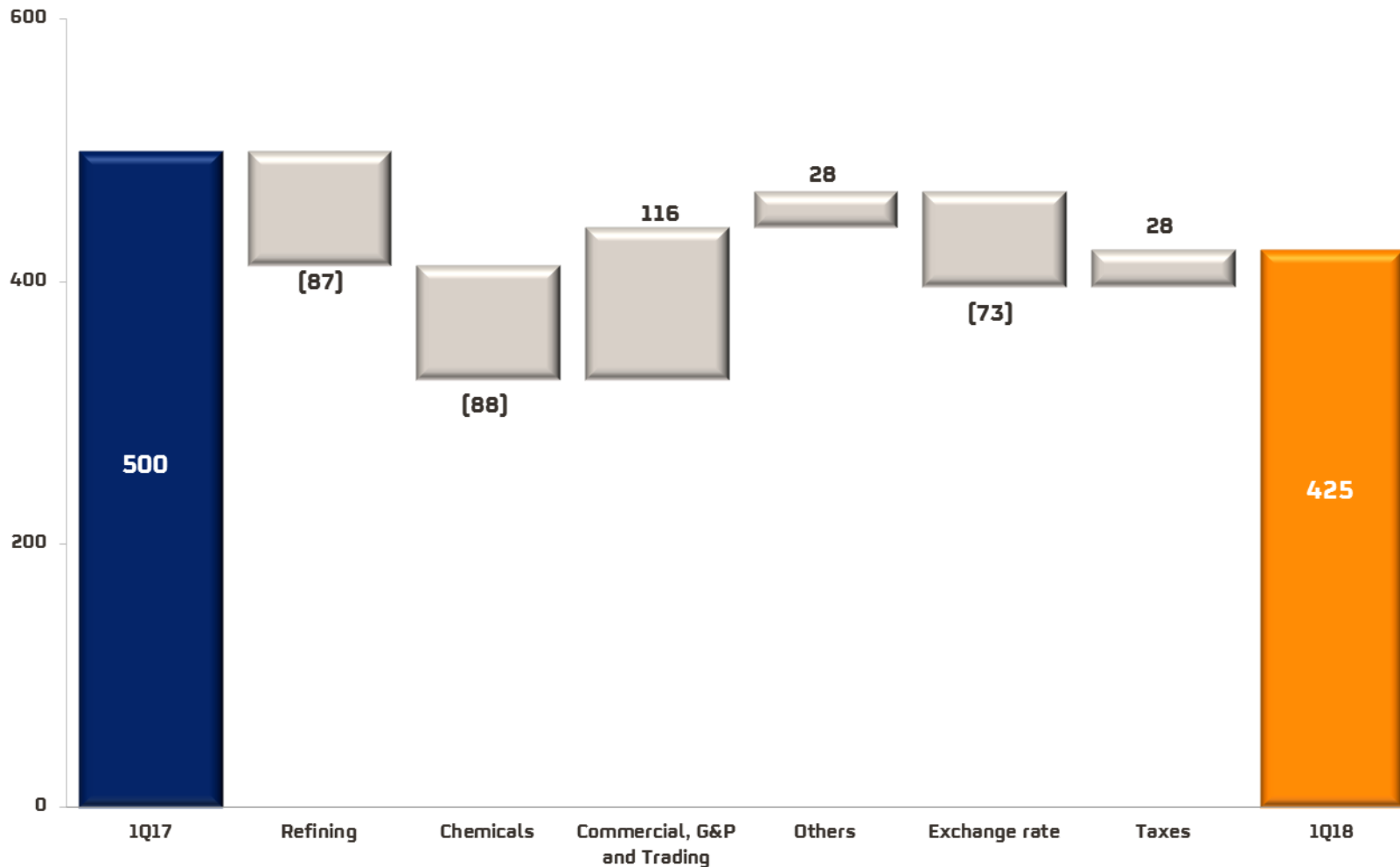
Q1 2017

CCS Adjusted Net Income

425

500

- 15%



Conclusions and Outlook for 2018



- ✓ **Investment program:** full-year forecast of **~€3.4Bn** (€2.4Bn in Upstream)
- ✓ **Production:** **~700-730 kboe/d** subject to fluctuations in Libya
- ✓ **Downstream:**
 - ✓ Planned maintenance in Tarragona refinery commencing in June
- ✓ **Share capital reduction:**
 - ✓ Subject to approval during the AGM
 - ✓ The final amount of shares to be amortized will depend on the level of acceptance of July's scrip
 - ✓ Committed to cover our dividend payments and scrip buybacks with organic cash flow from 2018 onwards

Q&A Session

First Quarter 2018 Results

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