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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. Information and disclosures related to APM used on the present document are included in Appendix IV "Alternative Performance Measures" of the Interim consolidated financial statements for the nine month period ended September 30, 2018 and in 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. Upstream update
- 3. Downstream update
- 4. Low carbon business
- 5. Financing
- 6. Conclusions and key targets
- 7. Historic data book



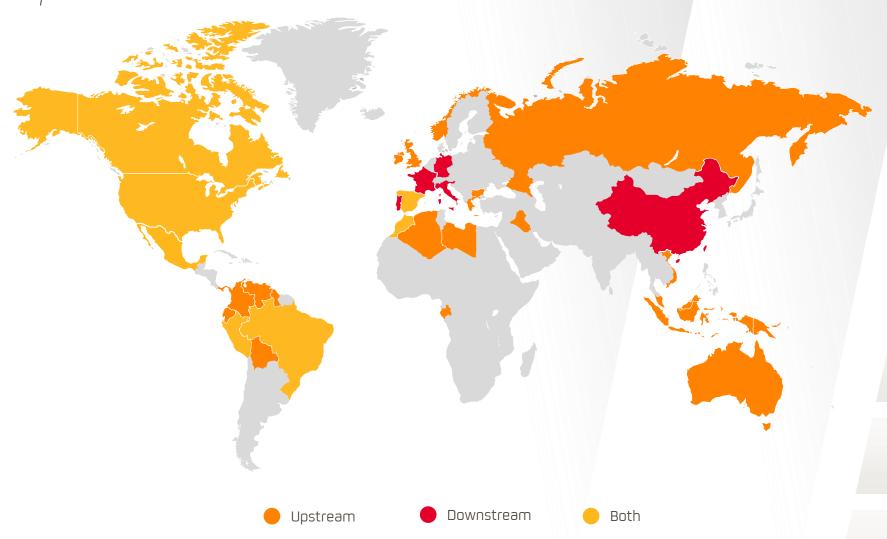
Company overview



Repsol: A unique, Integrated Global Position

Company overview





Core businesses:
Upstream and
Downstream

~700 kboe/d production

~2.4 billion boe proved reserves¹

1 Million bbl/d refining capacity

~2.6 Millions tons of base chemicals² capacity

~4,700 service stations

A successfully-navigated journey delivering value and resilience

Company overview





Successful performance in lower part of the commodity cycle



Upstream doubled in size and cash positive as of 2017



Downstream leads the EU industry



Reset cost base through efficiencies & synergies

0.9x¹

Net Debt / EBITDA

Maintained rating & built financial flexibility



Redeploying capital for the energy transition with GNF divestment

Delivering value growth through the cycle

Company overview





I. 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





- 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



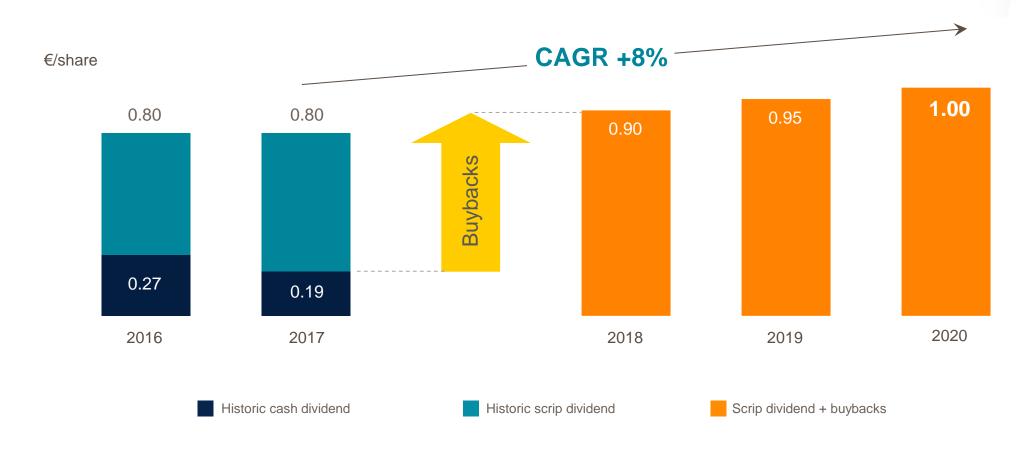
A unique value proposition

Increasing shareholder returns





Dividend per share based on disbursement year



Growing our portfolio profitability

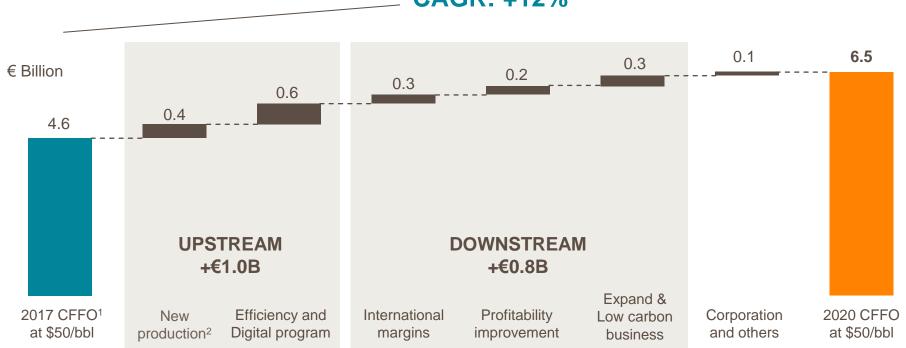
Company overview



At \$50/bbl flat Brent



CAGR: +12%



ROACE 6%

+3 %

9%

>10% @ \$60/bbl

Note1: CFFO (Cash Flow from Operation) = EBITDA +/- Working Capital variation + Dividends from affiliates - taxes paid - abandonment cost and others Note2: Forecasts made under flat \$50/bbl Brent price and flat \$3/Mbtu Henry Hub price.

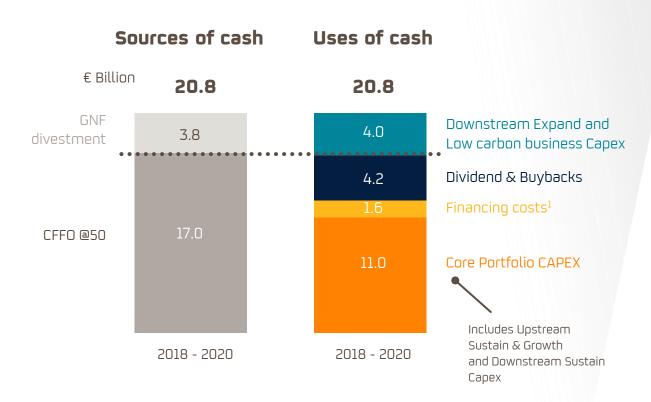
^{1.} Adjusting values to \$50/bbl and excluding Spain extraordinary tax refund effect. Unadjusted CFFO in 2017 was €5.5B

^{2.} Including growth, production mix and portfolio management

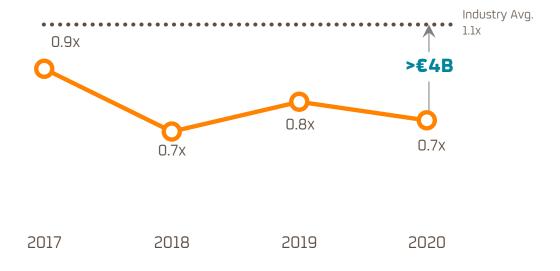
Strategic Plan fully funded at \$50/bbl

Company overview





Net Debt / EBITDA evolution



Capex, announced dividends (including dividend increase to €1/share by 2020) and buybacks, fully financed at \$50/bbl

Repsol has financial flexibility in 2018-2020 of >€4B, since it will keep leverage ratio well below industry average of 1.1x

Portfolio Capex: Downstream activated as a new growth engine Company overview

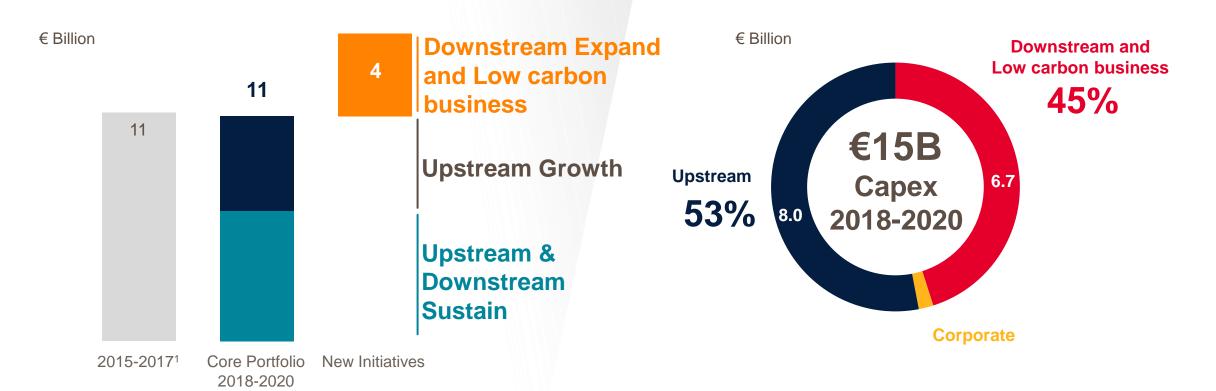


Core portfolio Capex in line with historical levels

2018-2020 Capex breakdown

Balanced investments across businesses

2018-2020 Capex breakdown by business

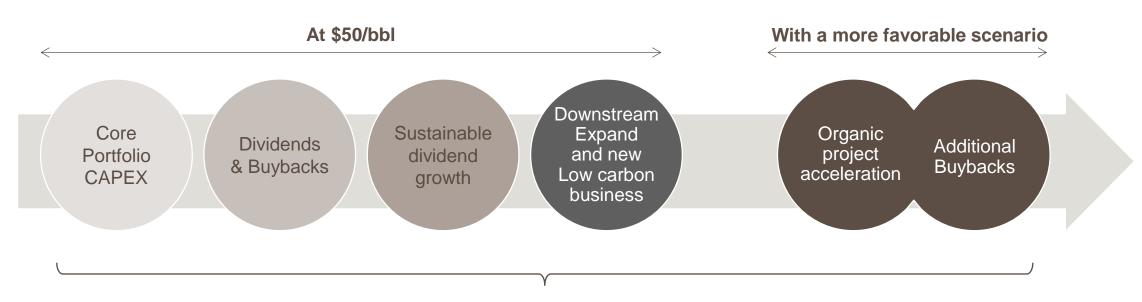


Our cash flow priority

Company overview



2018-2020 Priorities for cash



While maintaining financial flexibility

Target: increase shareholder distributions and maintain capital discipline

Key metrics to 2020 @ \$50/Bbl Brent flat

Company overview





While focusing on financial discipline with ROACE > WACC, maintaining investment grade and keeping our zero accidents ambition based on operational excellence

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Upstream update



Core regions in the portfolio

Upstream





North America

Unconventional portfolio, operatorship and valuable midstream positions

174 kboe/d

72%

Latin America

Regional scale, exploration record and cultural fit



297 kboe/d

80%

20% / 45%



2,382 2,355



(1) Organic

Production (kboe/d)

1P Reserves [Mboe]

2016





93

2017



Total production



Gas production



Europe, Africa & Brasil

High margin barrels, key development projects from exploration succes



139 kboe/d



12%



2% / 40%

SouthEast Asia

Self-financed growth, relationship with governments/NOCs



85 kboe/d



70%



27% / 55%

Strategy summary *Upstream*





1. Sustainable scale

- 750 kboe/d with focused diversification
- Strong pipeline of development projects
- Unconventionals complement exploration to replace reserves



3. Efficient operator

- Costs below industry average in core positions
- Track record of development project execution
- Ability to manage and turn around difficult assets



2. Access-advantaged

- Strong relationships in core positions
- Proven lower cost of supply through successful exploration and lean developments



4. Flexibility & low capex intensity

- Appetite for mid scale assets rather than large, capexintensive projects
- Focus on short-cycle and phased developments
- Modulating unconventionals and exploration activity for further capex flexibility

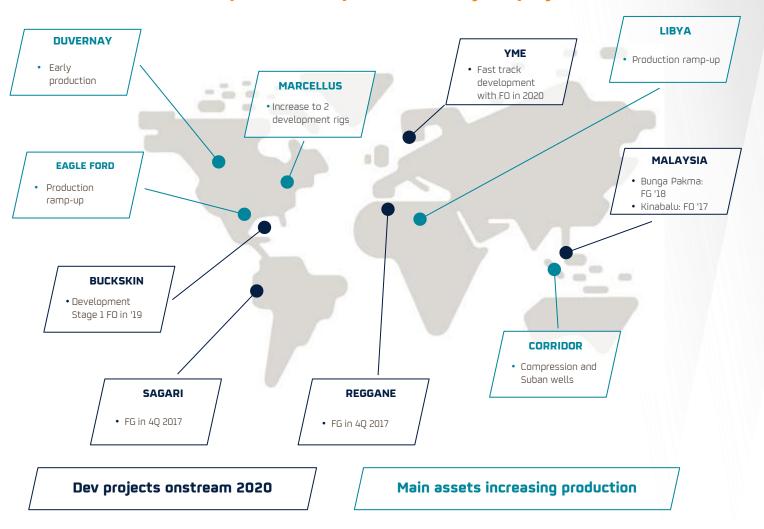
Strengths of a nimble operator but with significant scale

2020 production growth

Upstream

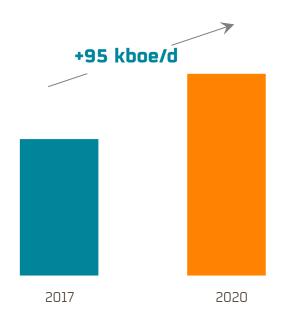


Pipeline of Repsol's short-cycle projects...



...delivering ~95 kboe/d new production

Production from short-cycle projects

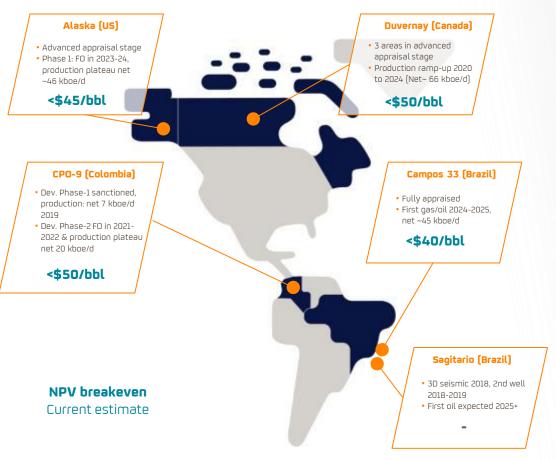


• Oil-biased new production in Libya, YME, Buckskin, Kinabalu, Duvernay and Eagle Ford

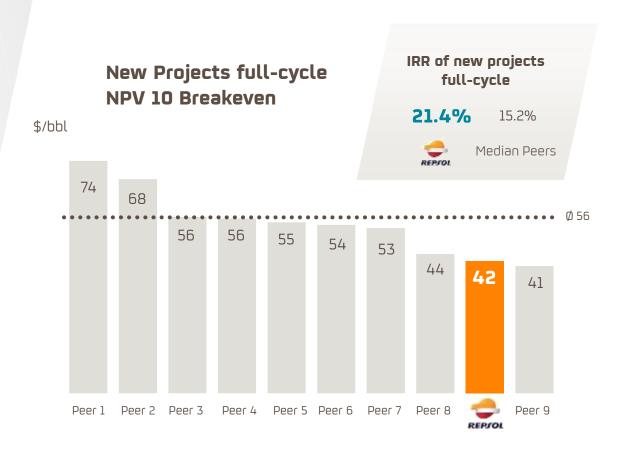
2020+ Repsol's projects with competitive returns Upstream



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



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



Notel: NPV Breakeven does not include exploration cost.

Exploration strategy

Upstream



Key Exploration advantages

Technical

- Basin knowledge
- G&G Technical Specialties (imaging, structure, carbonates)

Commercial

 Preferred JV partner, deal making and operator capabilities

Government related

- Preferential government interaction
- Government trust

North America Focus on emerging plays

- Strong technical advantage as Nanushuk play openers.
- Expanding our LATAM expertise and footprint into Mexico

Europe-Russia

Potential growth areas

- Legacy expertise in **North Africa-Mediterranean.**
- Strategic partnership with GPN for Russian exploration opportunities
- Near-field Exploration in **Norway**.

South America Repsol core basins

- Exploiting our legacy advantages in the Caribbean, Guyana margin and Brazil presalt.
- Thrust belt knowledge & stakeholders management in the **Andean Basins**.

South East Asia Production replacement

- Top explorers in Indonesia.
- Significant remaining potential in **Vietnam** acreage.



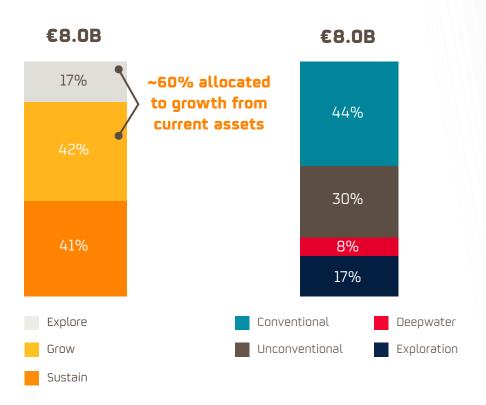
2018-2020 Capex breakdown: focus on core assets



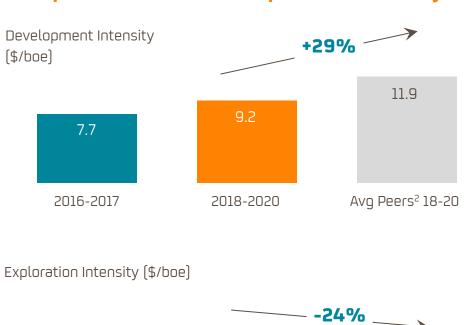


~60% of Capex allocated to growth and focused on core plays

2018-2020 Exploration & Development Capex (%)



Increased development Capex – still leaner than peers – and focused exploration intensity





New efficiency and digitalization program





Successful cost efficiency program delivered \$1.6B, above \$1.3B target



Illustrative examples

OPEX 0.9 **CAPEX** 0.7

- **G&A Cost Efficiencies**
- Moving from corrective to preventive maintenance
- Capture market deflation
- Drilling projects logistics optimization
- Modifications in well designs

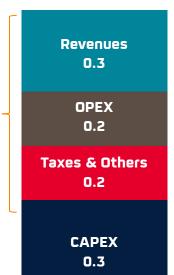
2017

New efficiency and digitalization program¹ to deliver \$1.0B/year in FCF by 2020

\$ Billion/year

1.0

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

2020

New efficiency and digitalization program is already delivering: 600+ initiatives, and \$0.5B planned or in execution during 2018

\$0.7B

CFFO

per

year²

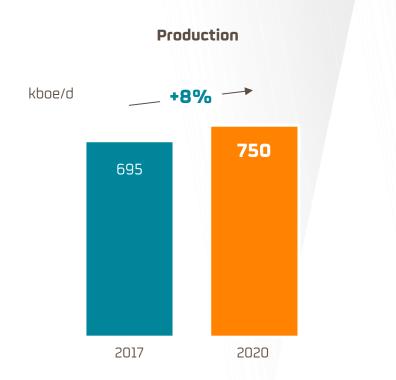
Key target metrics to 2020

Upstream



Production growth: 2.6% CAGR by 2020





Cash Flow growth: +50% 2017-2020



All while keeping FCF breakeven below \$50/bbl

3

Downstream update



World-class position

Downstream



Refining

- 1 million bbl/d of refining capacity
- Highly competitive EU 1Q in Solomon NCM¹ benchmark and fully invested for IMO²
- Peru refining leader, updated with new desulfurization units

Comercial

- More than 4,700 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: 70%, Peru fuels share: >23%



Chemicals

- High performing integrated and regional leader
- Capability for more than 30% light feedstock (LPGs)
- **Key positions in high value products** (PO/Polyols, Rubber, EVA)

Trading

 Strong position in Europe and growing asset footprint globally

Lubricants

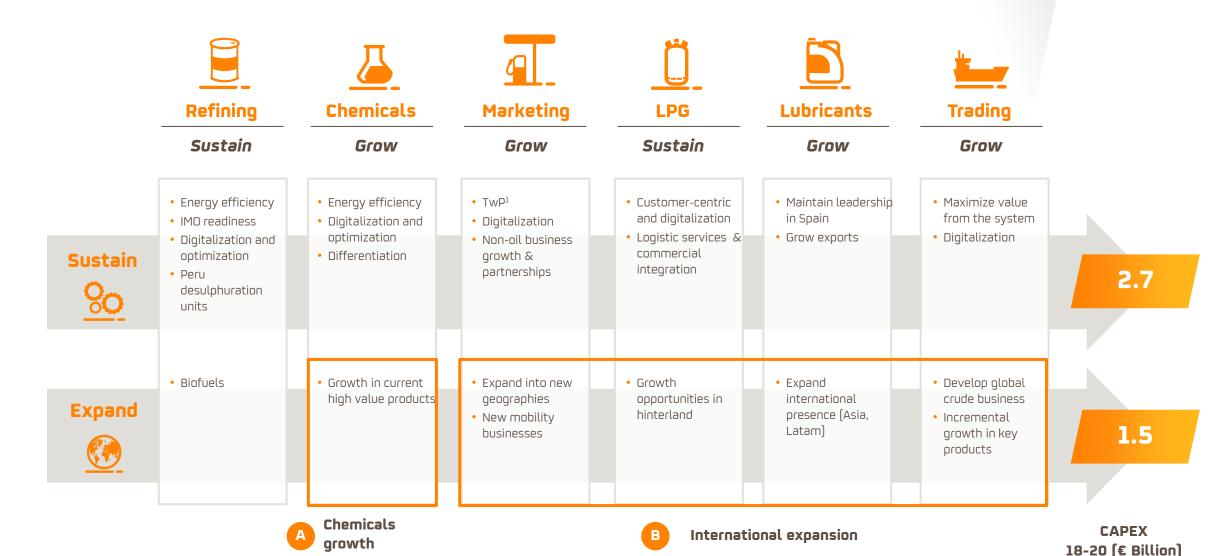
Increasing global footprint

European leading integrated margin with proven ability to deliver ongoing profit improvement across the portfolio

Strategy summary

Downstream





Solid historical performance & positive outlook



of the total EU coking

of total distillation)

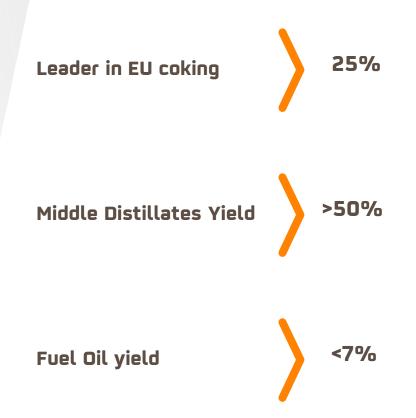
capacity (while only 6%

Downstream

Leading European R&M integrated profit Repsol position Repsol \$/bbl >\$2.5/bbl Repsol Repsol Worst year (2013) Best year (2015) Avg. 2012-2017 Leadership based on Leadership through marketing strength refining

Repsol is leading the EU industry in marketing, refining and integration

Repsol's assets are fully invested for IMO

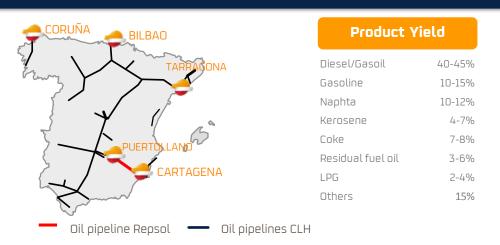


Refining: top quartile position among European peers

Downstream

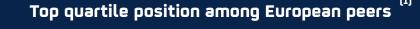


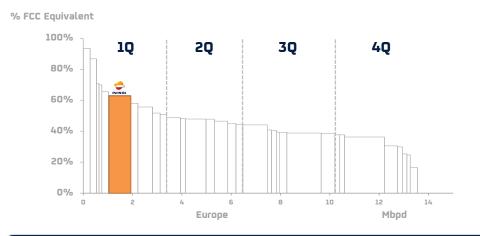
5 refineries optimized as a single system



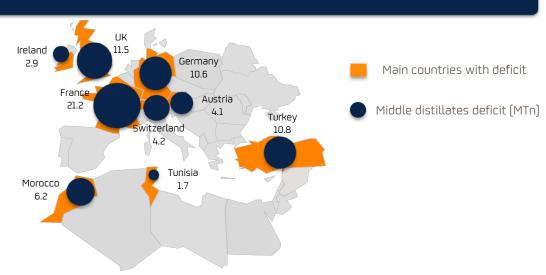
Fully invested, well prepared to capture IMO effect

- ✓ Repsol has the largest coking capacity in Europe (25% coking share while 6% in distillation) with coking process becoming highly profitable during IMO
- ✓ **Strong Product Slate**: Repsol larger middle distillates production with very low Fuel Oil yield (5-7%)





Middle distillates deficit [2]



Chemicals Downstream



Dynasol

Iberian Peninsula petrochemical sites



- > **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.

Dynasol Joint Venture



- Chemical specialties and synthetic rubber are produced through **Dynasol** a 50% partnership with Grupo KUO (Mexico).
- Dynasol is a leader in the world synthetic rubber market and a global producer with plants in Europe, America, and Asia.

Competitive positioning, differentiated products and a customer-oriented organization

Petrochemical growth in value niches

Downstream



Chemical strategic goals	Key target products	Rationale	WORLD POSITION
Global scale in 1-3 higher value products	PO-polyols	 Strong global demand growth forecast (4-4.5% p.a.) Established Sales & Marketing position Proprietary proven production technology Experience in project execution 	#12 player
Further differentiation	Rubber	 Attractive global demand growth forecast [~2.5% p.a.] Established Sales & Marketing position Strong product portfolio of customized products / solutions Production assets on three continents 	#10 player
Strengthen competitiveness of core business	EVA	 Strong global demand growth forecast [~3.5% p.a.] Attractive alternatives of ethylene monetization Know-how retrofitting LDPE to EVA units 	#11 player

Ambition to reach Tier 1 positions (Top 5)

Source: Nexant; IHS; ICIS; BCG global Chemicals practice

Asset-light internationalization focused on two key areas



Commercial Hinterland

Expansion Strategy

Downstream

Leverage refining logistics and trading & marketing capabilities to develop commercial integrated positions



Marketing

Priority Businesses



Trading



LPG

Commercial LatAm

Leverage **Trading and Marketing** capabilities and **knowledge of Latin-American** markets to develop commercial positions



Marketing



Trading

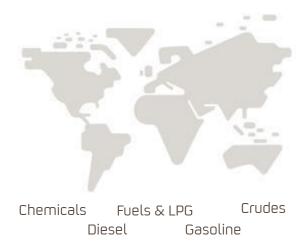


Lubricants

Global Trading

Leverage Repsol **Trading capabilities** and **Downstream positions** to:

- Develop a top tier global crude position
- Growth in key market niches
- Perform international expansion optimizing integrated margin



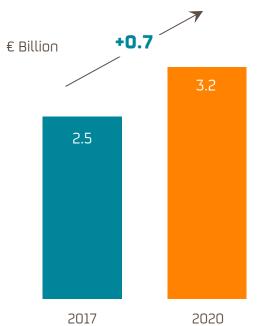
Key target metrics to 2020

Downstream



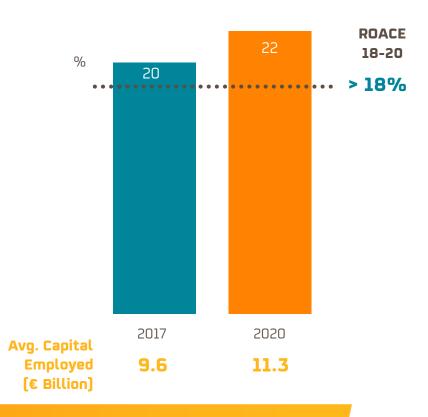






ROACE: > 18% in 2018-2020

ROACE



Downstream to generate more than €1B FCF per year in 2018-2020

4

Low carbon business



Ambition to develop a new operated business

Low carbon business



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





- 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 by 2025 Low carbon business



Top capability

Roadmap

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 by 2025

>15%
Market share¹

>5%
Market share²

2.5M Clients³ ~ 4.5 GW Capacity

Investments in low carbon businesses with IRR above 10%4

Viesgo: strengthening Repsol's position as a multi-energy supplier Low carbon business



Transaction data

- Valued at €750 million^[4]
- 2,350 MW installed capacity
- √ ~ 750,000 retail customers
- ✓ IRR > 10%

Generation assets acquired

Hydro

699 MW

Combined cycle

1,648 MW



Advancements on Strategic Plan objectives

After the transaction

Objectives for 2025

Retail gas & electricity business

2% Market share² 0.7M Clients² >5%
Market share¹

2.5M Clients²

Low carbon generation

~ 2.9 GW Capacity ~ 4.5 GW Capacity

Investments in low carbon businesses with IRR above 10%3

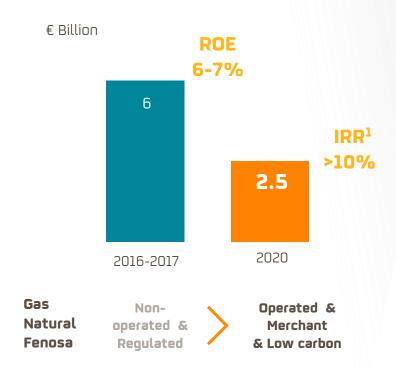
Key targets for Energy Transition and New Capabilities

Low carbon business



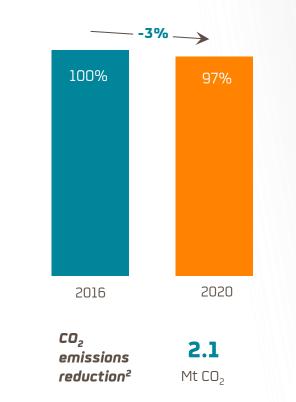


Capital Employed



Emissions reduction -3% Kt/GJ CO₂

Emissions intensity reduction



Leaner with digital savings of €0.3B/year by 2020

Pre-tax FCF savings



5

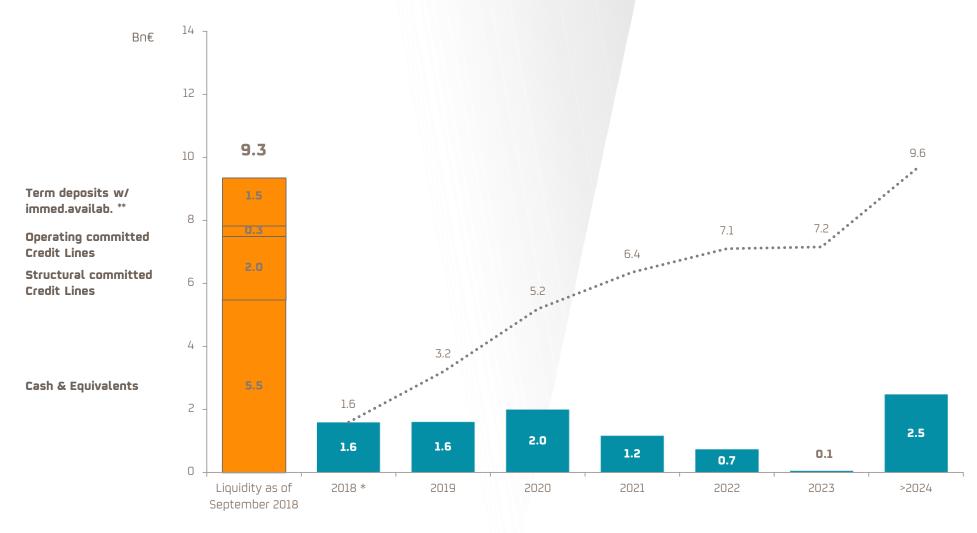
Financing



Strong liquidity position

Financing





Liquidity covers long term debt maturities beyond 2023

6

Conclusions & Key targets



Conclusions Strategy Update 2018-2020

Conclusions & key targets





Position of **strength**: Business momentum and financial robustness



Superior shareholder return across the cycle: Dividend growth path and high TSR upside



Strong value growth with a double engine model: Upstream and Downstream



Upstream path focused towards profitable growth



Our **Downstream is leading the industry** with the positive impact of IMO enhancing our business



Solid foundations for winning in the energy transition and ensuring a sustainable future



Strong growth of **key financials** and **return on capital**

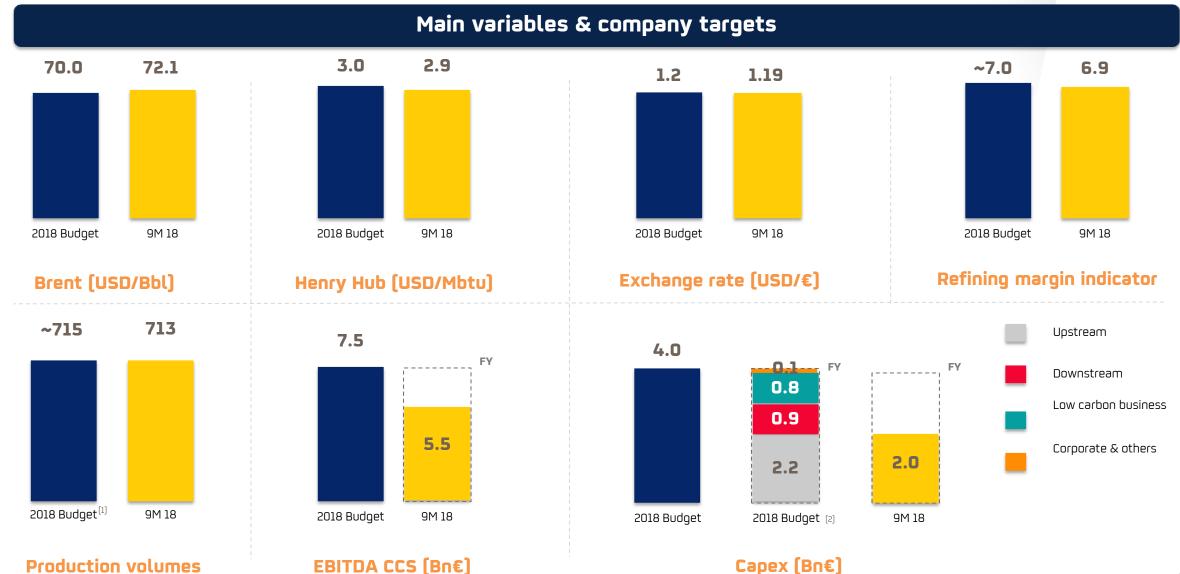


Lean, more competitive and sustainable company, leveraging on our integrated model

9M18 results and 2018 outlook

Conclusions & key targets





Key metrics to 2020 @ \$50/Bbl Brent flat

Conclusions & key targets





While focusing on financial discipline with ROACE > WACC, maintaining investment grade and keeping our zero accidents ambition based on operational excellence

7

Historic data book



Environment and Repsol group

Historic data book



International References	Unit	2015	2016	2017	Spreads vs. Brent (\$/bbl)	2015	2016	2017
Brent	(\$/Bbl)	52.4	43.7	54.2	Maya - Brent	(13.8)	(11.6)	(9.7)
WTI	(\$/Bbl)	48.8	43.5	50.9	Ural - Brent	(0.5)	[1.2]	(0.9)
Henry Hub	(\$/MBtu)	2.7	2.5	3.1	Gasoline - Brent	14.4	11.6	12.0
Average exchange rate	[\$/€]	1.11	1.11	1.13	Diesel - Brent	16.1	10.7	13.1
Algonquin	(\$/Mbtu)	4.8	3.1	3.7	Fuel oil - Brent	[12.2]	[11.3]	[7.2]
					Naphtha - Brent	(1.0)	(0.5)	0.4
Refining indicators	Unit	2015	2016	2017				
Refining margin indicator (Spain)	\$/bbl	8.5	6.3	6.8				
Distillation utilization (Spain)	%	88.9	88.0	93.6				
Conversion utilization (Spain)	%	103.7	102.9	104.4				

MACRO ENVIRONMENT

REPSOL GROUP								
Main figures (M€)	2015	2016	2017	Ratios	Unit	2015	2016	2017
Adjusted Net Income	1,852	1,922	2,405	Net debt	M€	[11,934]	[8,144]	[6,267]
Upstream	(925)	52	632	Net debt/Capital employed	d %	29.3	20.7	17.3
Downstream	2,150	1,883	1,877	Net debt/EBITDA CCS	х	2.33	1.62	0.95
Corporate and others ¹	627	[13]	[104]					/
EBIT	1,764	2,067	3,214	Credit metrics	Rating	Outlook	Lastre	eview
EBITDA CCS	5,112	5,032	6,580	Standard & Poor's	BBB	Stable	November	28, 2017
NET CAPEX ²	11,960	(500)	2,856	Moody's	Ваа2	Stable	June 22	2, 2017
CAPITAL EMPLOYED ³	40,697	39,255	36,330	Fitch	BBB	Stable	May 16	, 2017
Upstream	23,275	23,853	21,612					
Downstream	9,758	9,469	9,749					
Corporate and others	7,664	5,933	4,969					

¹ Includes net income contribution form GNF of 453 M€, 361 M€ and 272 M€ in 2015, 2016 and 2017 respectively

² Includes 8,005 M€ of Talisman acquisition in Q2 15

³ Capital employed below 2.3 Bn€ in each single country

Upstream

Historic data book



	Production			Proven reserves			
	Kboe/d			Mboe			
	2015	2016	2017	2015	2016	2017	
Europe	29	52	51	5 1	62	59	
Latin America	302	342	348	1.480	1.525	1.490	
North America	139	182	174	520	496	504	
Africa	15	17	38	128	125	128	
Asia	74	98	85	194	174	174	
Total	559	690	695	2.373	2.382	2.355	

ı	Realized prices		Oil			Gas			
9	3/Boe	2015	2016	2017	2015	2016	2017		
E	Europe	50,9	44,9	55,2	34,4	27,2	34,2		
L	atin America	44,0	37,1	47,0	14,5	11,0	13,3		
1	North America	44,3	36,5	47,4	11,7	11,4	14,6		
A	Africa	52,5	41,8	52,8	-		27,1		
A	Asia	43,0	39,4	51,2	27,5	25,1	29,6		

Net Acreage	Development			Exploration			
km²	2015	2016	2017	2015	2016	2017	
Europe	1.312	1.230	1.199	31.622	28.344	15.373	
Latin America	5.884	4.736	4.475	56.539	53.186	47.763	
North America	6.442	5.316	5.234	20.456	17.342	5.503	
Africa	2.709	2.744	2.744	57.930	54.794	22.389	
Asia	4.319	4.638	4.105	88.277	109.560	96.598	
Total	20.666	18.664	17.757	254.824	263.226	187.625	

Main figures (M€)	4€) 2015		2017
Adjusted Net Income	(925)	52	632
EBIT	[1,107]	[87]	1,009
EBITDA	1,611	2,072	3,507
NET CAPEX 1	11,370	1,889	2,072

¹ Includes 8,005 M€ of Talisman acquisition in Q2 15

4		2015	2016	2017
Organic RRR	%	159	124	93

Downstream

Historic data book



Downstream Assets

Refining	Refining capacity (kbbl/d)	Converson index (%)
Spain	896	63
Bilbao (Petronor)	220	63
Tarragona	186	44
Coruña	120	66
Puertollano	150	66
Cartagena	220	76
Peru	117	24

Capacity (Kt/year)

1 0.0			
-	200		
Marketing		Service st	ations (no.)
Total	7.	7	4,709
Spain	~ ~	41	3,445
Portugal			464
Peru			490
Italy			310

Ethylene	1,214
Propylene	864
Butadiene	185
Benzene	290
Polyolefins	2,235

Petrochemical

Businesss	Unit	2015	2016	2017
Refining				
Distillation utilization	%	86.7	86.0	93.2
Spain	%	88.9	88.0	93.6
Peru	%	67.6	68.9	89.8
Conversion utilization Spain	%	103.7	102.9	104.4
Processed crude oil	Mtoe	43.3	43.2	47.4
Spain	Mtoe	39.8	39.4	41.9
Peru	Mtoe	3.5	3.8	5.4

Marketing

kt	47,605	48,048	51,836
kt	43,019	42,787	45,081
kt	21,124	20,468	21,186
kt	4,586	5,261	6,755
kt	2,073	2,238	2,288
		100	-
kt	948	994	978
kt	1,874	1,898	1,877
kt	2,822	2,892	2,855
kt	2,396	2,428	2,412
kt	426	464	443
kt	2,260	1,747	1,375
kt	1,285	1,261	1,356
kt	975	487	19
Tbtu	299	414	496
Tbtu	23	16	15
	kt to kt kt kt kt kt kt	kt 43,019 kt 21,124 kt 4,586 kt 2,073 kt 948 kt 1,874 kt 2,396 kt 426 kt 1,285 kt 975 Tbtu 299	kt 43,019 42,787 kt 21,124 20,468 kt 4,586 5,261 kt 2,073 2,238 kt 948 994 kt 1,874 1,898 kt 2,822 2,892 kt 2,396 2,428 kt 426 464 kt 1,285 1,261 kt 975 487 Tbtu 299 414

