WEBCAST – CONFERENCE CALL

Repsol 4Q and full year 2019 results

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Focus on value and cash generation

Key Messages

Cash Flow growth in challenging macro scenario

- Operating Cash Flow (OCF) growth +8% year-on-year
- €5.8 Bn OCF more than covered capex, interests and shareholder remuneration (including full buy-back of the scrip)

Improved shareholder remuneration

- +5% dividend growth in 2019
- Additional +5% in 2020 to 1 €/share
- 5% capital reduction to be executed in 2020, subject to AGM approval

Post-tax impairment charge of €4.9 Bn

- New asset valuation hypothesis
- No impact in shareholder remuneration
- Affecting mainly gas producing assets in North America

Net zero emissions by 2050

- Alignment with the Paris Agreement
- Clear path of intermediate decarbonization targets (to 2025, 2030, 2040)
- Updated view on oil and gas prices aligned with current SDS[1]

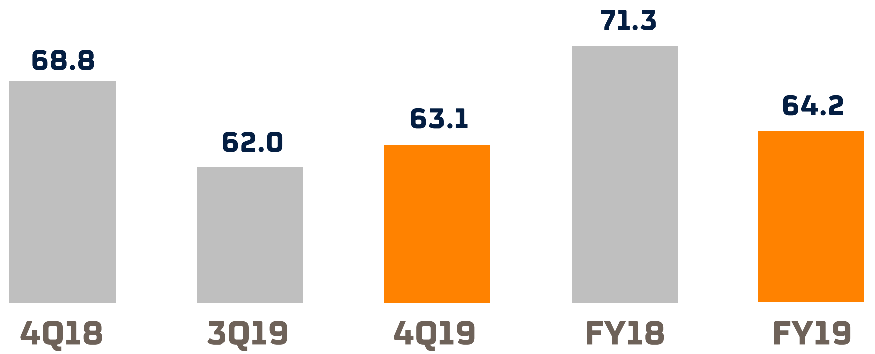
New Strategic Plan to 2025 to be released on May 5th 2020

(1) Sustainable Development Scenarios of the International Energy Agency

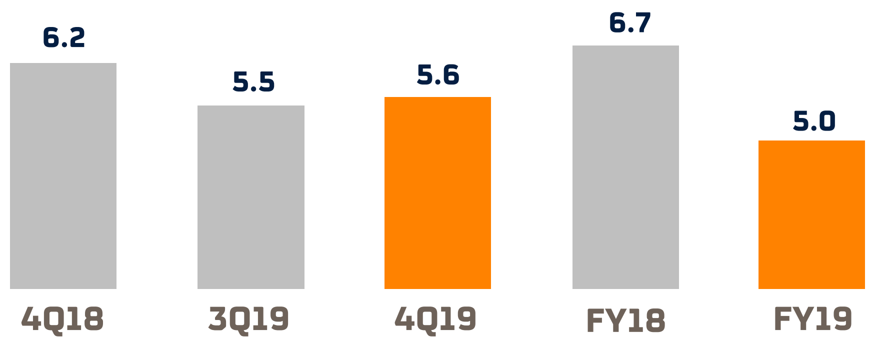
Challenging macro environment

Key Messages

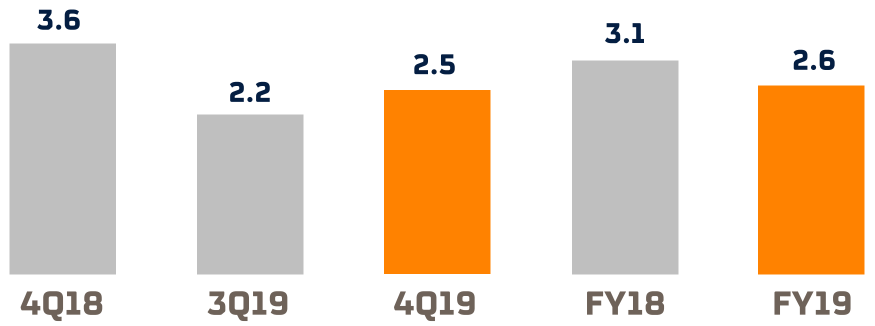
Brent Price *(USD/Bbl)*



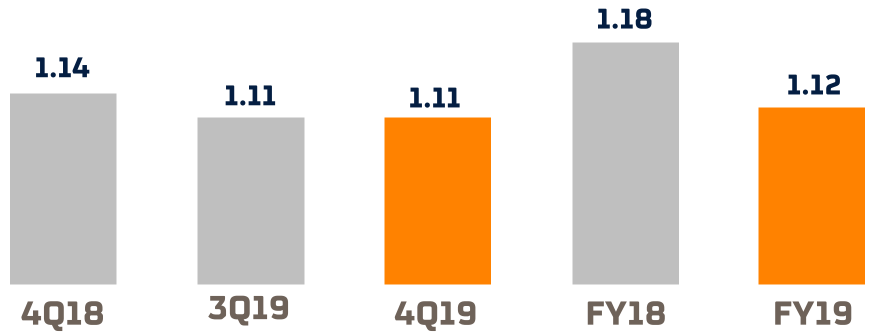
Refining Margin Indicator *(USD/Bbl)*



Henry Hub *(USD/MBtu)*



Exchange rate *(USD/€)*



Focus on capital discipline, higher contribution from efficiency and digitalization, safe and reliable operations

Net zero emissions by 2050

Key Messages

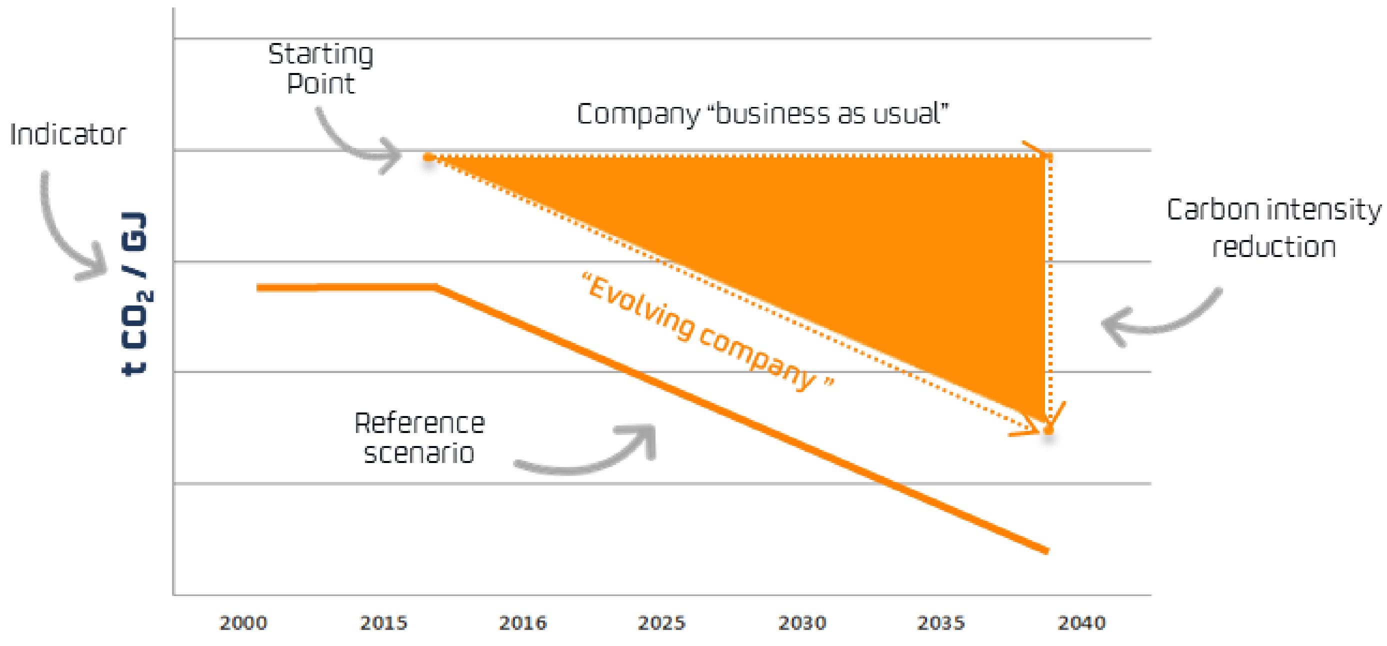
1st oil & gas company:

- ✓ to support the **Kyoto Protocol**
- ✓ to align with the **Paris Agreement**
- ✓ to assume **net zero emissions ambition by 2050**

Sustainability embedded in decision making

- **Management and Employees remuneration** linked to delivery of Sustainability targets

New path to reduce our carbon intensity indicatort CO2/GJ from a 2016 baseline (including scope 3[1]):



- ✓ 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

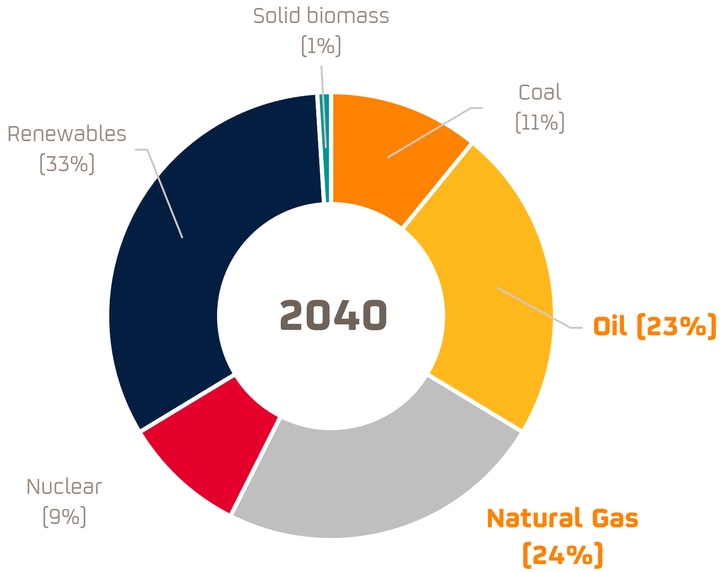
[1] Scope 3 related to Repsol's equity oil & gas production

Implications for our businesses

Key Messages

Upstream

- **Sustained cash generator and portfolio improvement**
- Value over volume strategy
- Oil & gas relevant in future energy matrix



Source: International Energy Agency

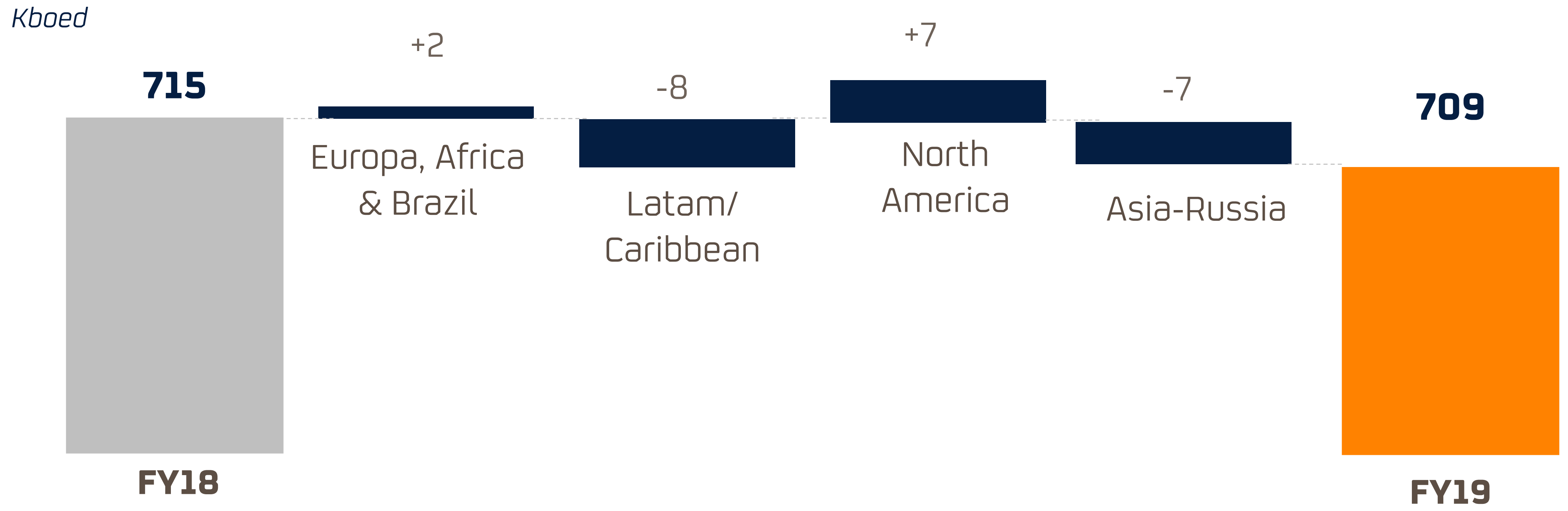
Downstream

- **Refining**:
  - 1st quartile of returns
  - 25% direct emissions reduction in 2025
  - Double biofuel production from vegetable oils by 2030
- **Chemicals**: 20% recycled content in polyolefins by 2030
- **Retail**: Client-centric multi-energy strategy
- **Low Carbon generation**: 7.5 GW by 2025

Investments to meet more stringent criteria compatible with decarbonization

Upstream production focused on value over volume

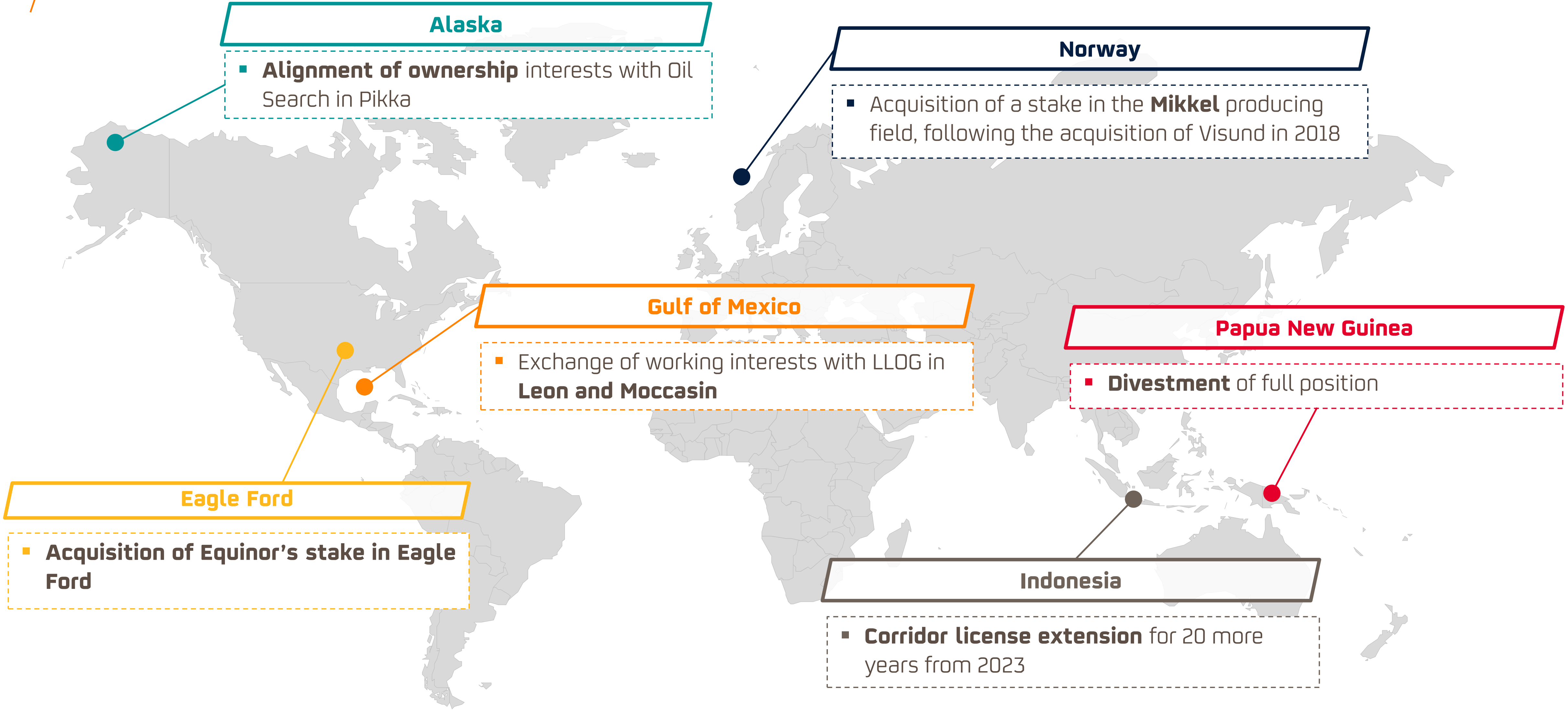
Operational Highlights



- **New barrels from short-cycle projects and portfolio management**:
  - ✓ Start-up of Angelin (T&T) and Buckskin (GoM)
  - ✓ Higher volumes in Marcellus
  - ✓ Acquisition of Mikkel
  - ✓ 100% stake in Eagle Ford (since November 2019)
- **Lower production in Venezuela, Libya and Trinidad & Tobago**
- **FCF breakeven < 50 $/bbl**

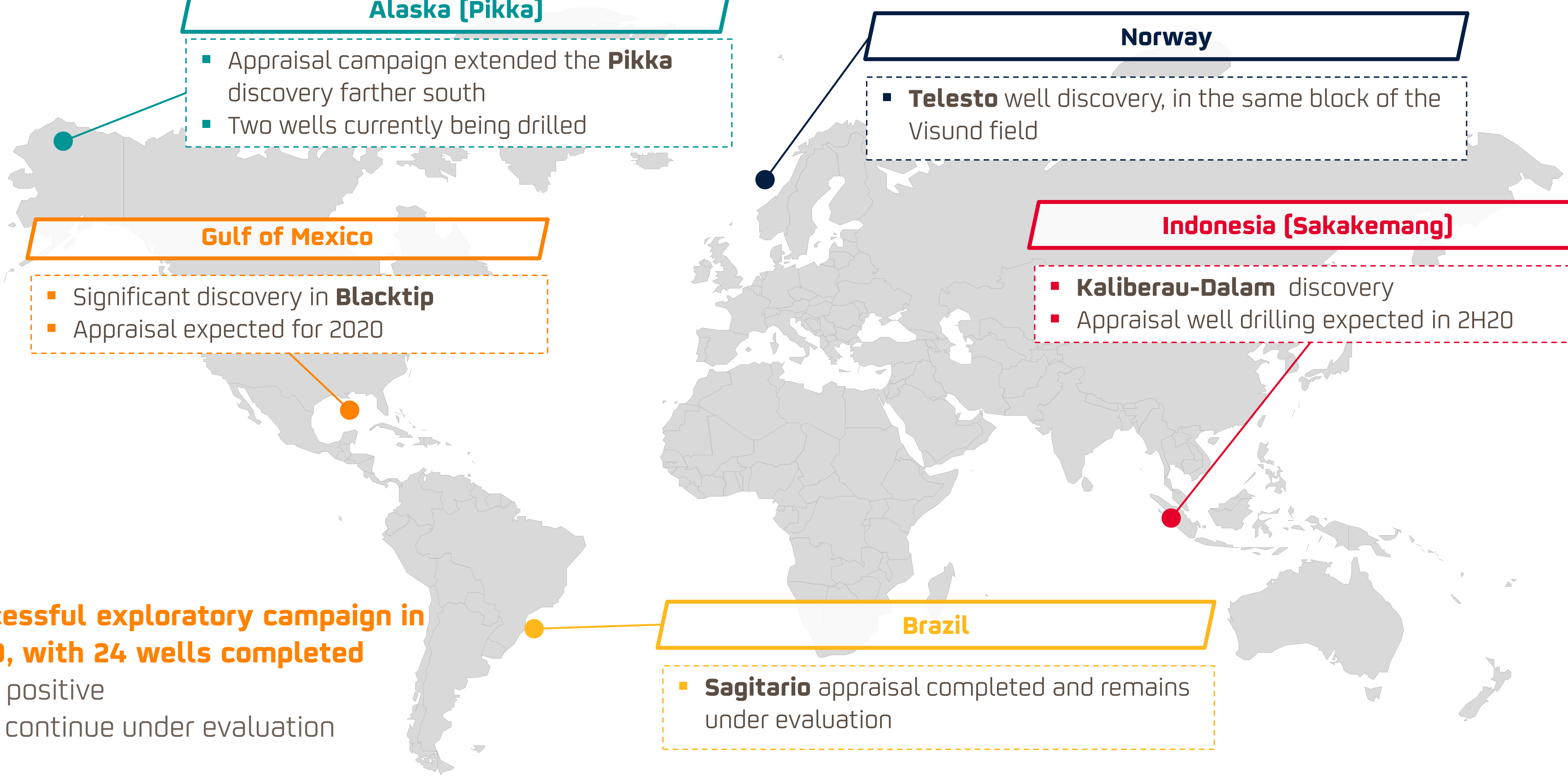
Improving Upstream position through portfolio management

Operational Highlights



Successful exploration activity focused on core areas

Operational Highlights



Alaska (Pikka)

- Appraisal campaign extended the **Pikka** discovery farther south
- Two wells currently being drilled

Norway

- **Telesto** well discovery, in the same block of the Visund field

Gulf of Mexico

- Significant discovery in **Blacktip**
- Appraisal expected for 2020

Indonesia (Sakakemang)

- **Kaliberau-Dalam** discovery
- Appraisal well drilling expected in 2H20

Brazil

- **Sagitario** appraisal completed and remains under evaluation

Successful exploratory campaign in 2019, with 24 wells completed

- ✓ 9 positive
- ✓ 5 continue under evaluation

Challenging Refining and Chemicals

Operational Highlights

Refining

- **Refining margin indicator**
  - ✓ 5.6 $/bbl in 4Q19
  - ✓ 5 $/bbl in FY19
- **Premium in the CCS unit margin** thanks to the flexibility of our refining scheme
- **Completed preparations ahead of IMO**

Chemicals

- Lower **international margins** compared to 2018
- Higher uptime in our crackers compared to 2018
- **Negative EBIT in 4Q19**, impacted by the multiannual turnaround in Tarragona

Commercial businesses

- **Solid Marketing and Lubricants**
- **Waylet**: 1.4 Million users
- **Mexico** >340 SS contracts
- **Lubricants**: acquisition of 40% of United Oil (Singapore)

Progressing in Low Carbon targets

Operational Highlights

Generation

Installed capacity ~3 GW

Viesgo: ~2,350 MW installed capacity

- **~700** MW Hydro
- **~1.650** MW CCGT
- **+ 600** MW Cogeneration

WindFloat Atlantic: 5 MW

Project pipeline ~2 GW

Under development:

- **Delta: 335 MW**
- **PI: 255 MW**
- **Sigma: 204 MW**
- **Valdesolar: 264 MW**
- **Kappa: 127 MW**

Additional ~800 MW in approved solar and wind projects

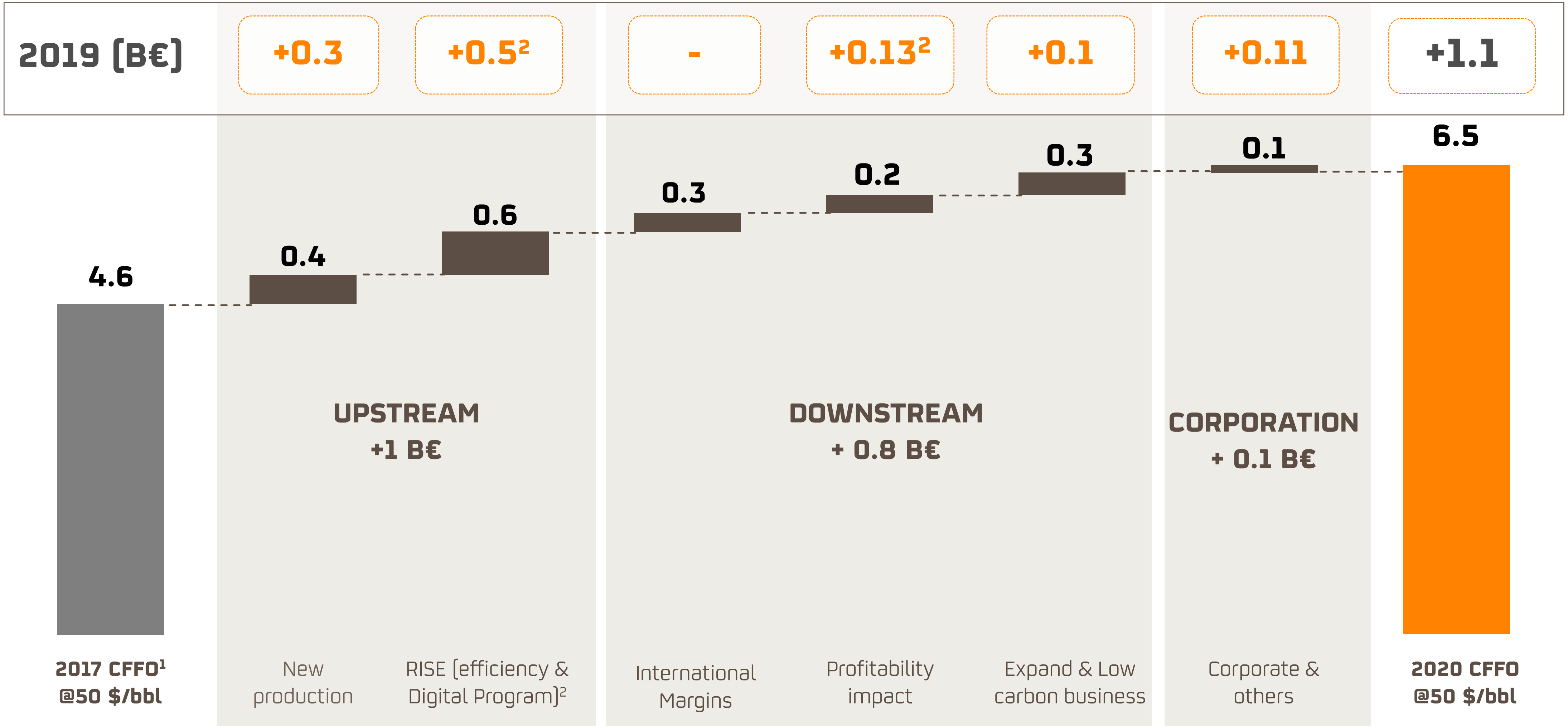
Retail

Repsol brand and channels have proven successful in **enhancing the low carbon gas and power retail business**:

✓ > 1 million clients (+33% increase in one year)

Cash Flow bridge to 2020

Operational highlights



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

4Q19 & FY19 results

Financial Results

Results (€ Million)	Q3 2019	Q4 2018	Q4 2019	FY 2018	FY 2019
Upstream	218	310	186	1,325	1,050
Downstream	372	485	369	1,583	1,456
Corporate and Others	-68	-163	-150	-556	-464
Adjusted Net Income	**522**	**632**	**405**	**2,352**	**2,042**
Net Income	**333**	**170**	**-5,282**	**2,341**	**-3,816**

Economic Data (€ Million)	FY 2018	FY 2019
EBITDA	7,513	7,161
EBITDA CCS	7,619	7,201
Operating Cash Flow	5,428	5,837
Net Debt (year end)	3,439	4,220

Full-year net income was €-3.8 Bn, after inventory effect and special items, including:

- €4.9 Bn impairment charge
- €0.8 Bn provision in relation to the company's assets in the UK

Guidance

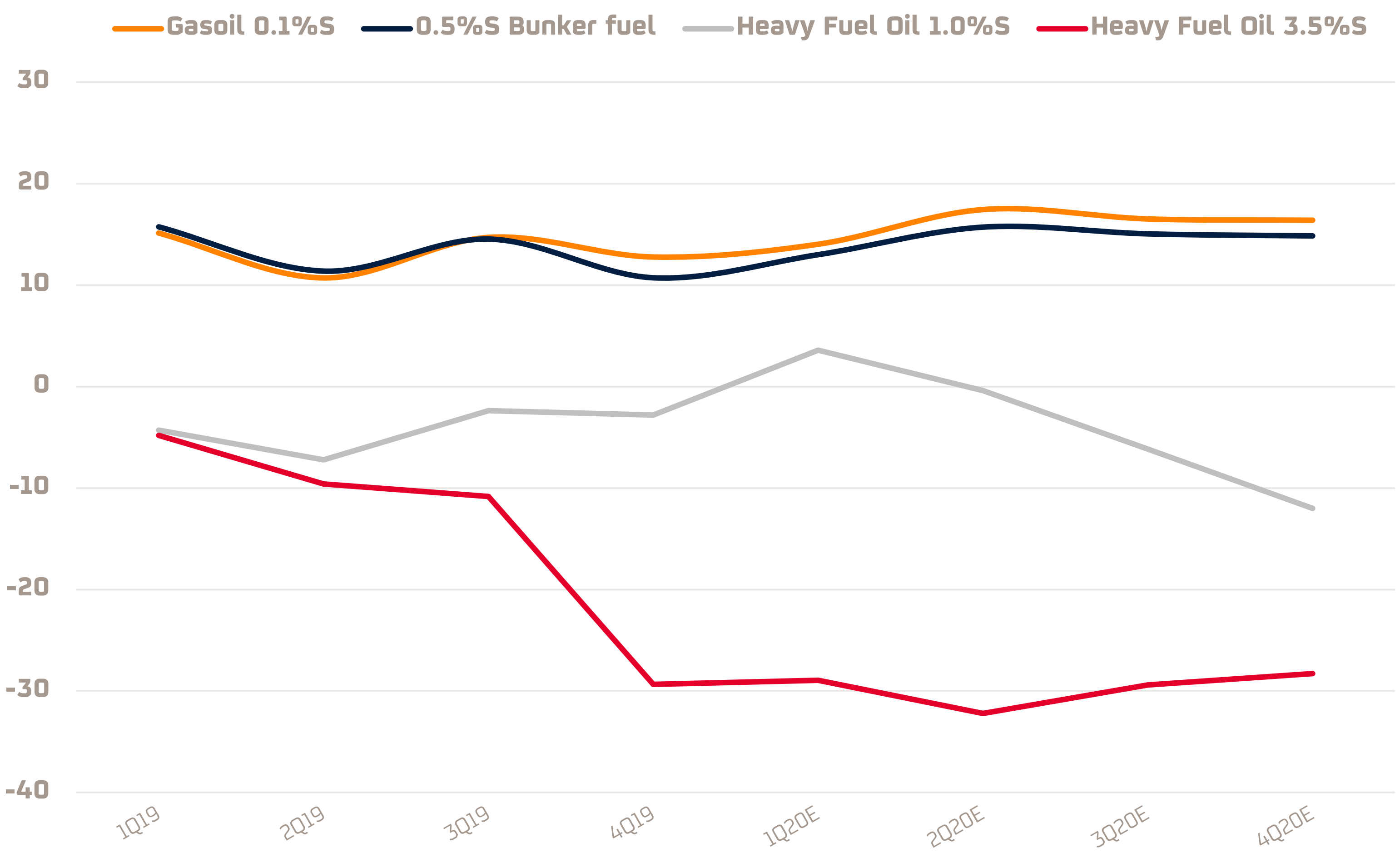
Outlook 2020

FY2020 GUIDANCE			
Shareholder remuneration	Dividend	1 €/share	• 5% dividend increase
	Scrip buy-back	100 %	• Full scrip buy-back
	Capital reduction	5%	• Subject to the approval of the AGM
Operating metrics	Production	~ 700 kboed	• Value over volume. Subject to Libya.
	Ref. margin indicator	~ 7.3 $/bbl	• Positive impact of IMO
Financial outlook @ 65 $/bbl Brent @ 2.8 $/Mbtu HH	EBITDA CCS	€7.8 Bn	• 8% increase y-o-y
	Operating Cash Flow[1]	€6.7 Bn	• 15% increase y-o-y
	Net Debt[1]	€3.5 Bn	• 16% reduction vs. Dec'2019
	Capex	€3.8 Bn	• Upstream €1.8 Bn, Downstream €1.9 Bn

(1) Scenario @60$/bbl Brent @ 2.3 $/Mbtu HH would imply €400 M lower OCF and an equal net debt increase

IMO: Opportunities to maximize our refining premium

Outlook 2020



Source: IHS (NWE product spreads data)

- Early signs of IMO with **HSFO** spreads collapsing in the second half of the year
- **VLSFO** price reached parity with gasoil, meaning there is not enough supply to cover demand
- **Marine Gasoil** will be needed to comply with the new specifications

Confident on delivering improved performance

Conclusions

2019 delivery

- Strong operating cash flow growth in challenging scenario
- Increased shareholder remuneration

Net zero emissions by 2050

- Commitment to long-term sustainability
- Recognition by investment community
- Significant implications for future strategy

Outlook 2020

- Improve operational performance
- Increase shareholder remuneration

New Strategic Plan

- 3 main business segments: Upstream, Downstream, Customer centric + multi-energy
- Stable dividends with room for additional buybacks

New Strategic Plan to 2025 to be released on May 5th 2020

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