



REPSOL

# Investor Update

March 2020

REPSOL  
**On**



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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 Annex I "Alternative Performance Measures" of the consolidated Management Report corresponding to the fiscal year 2019 and on the Repsol's website.*

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# 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. Guidance 2020
8. Conclusions & key targets
9. Historic data book



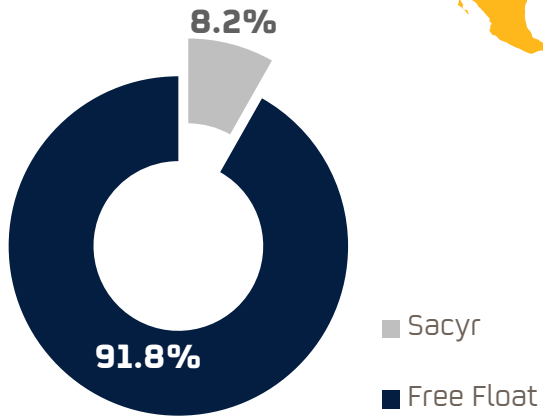
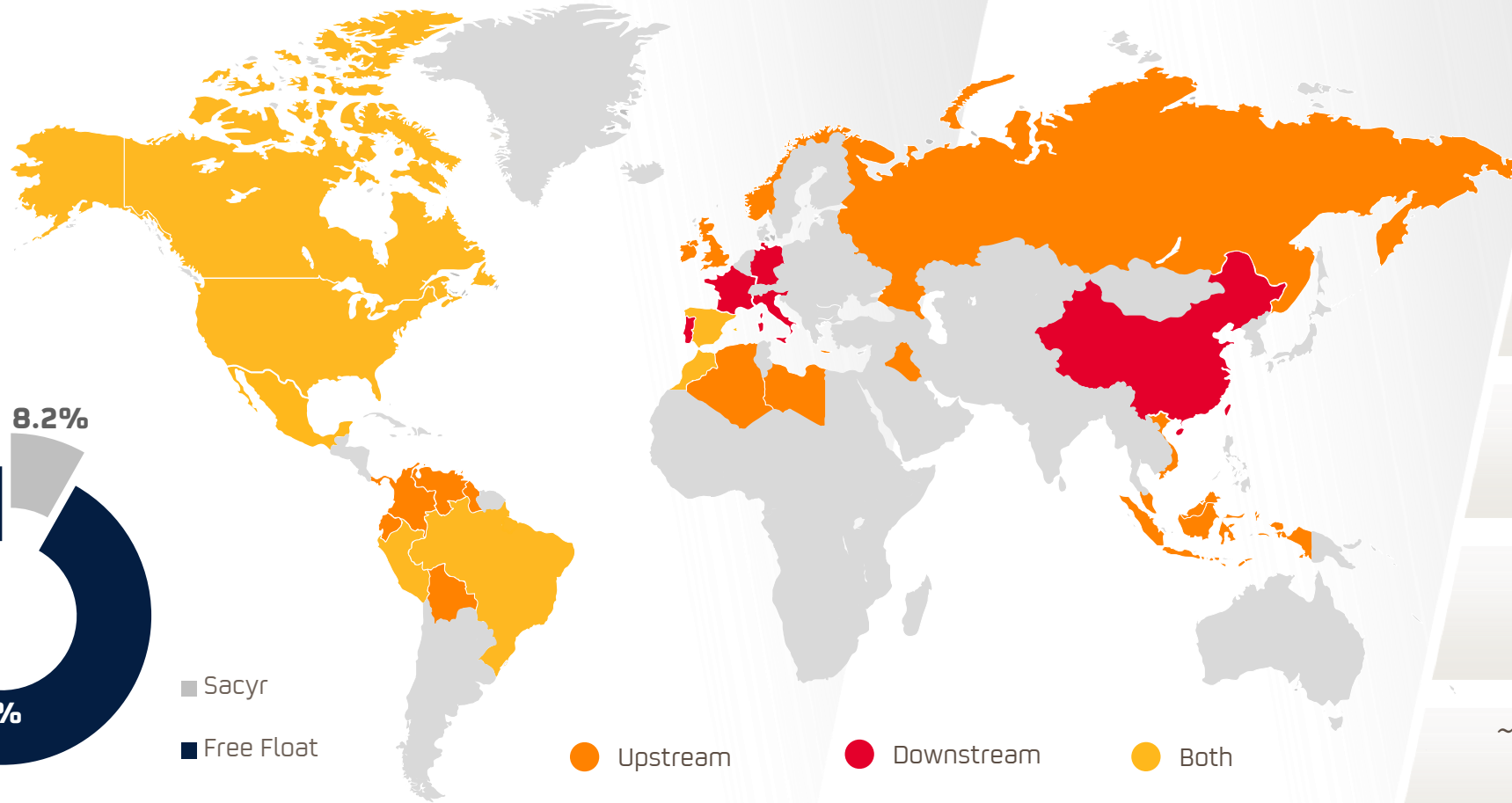
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# Company overview



# Repsol: A unique, Integrated Global Position

## Company overview



Core businesses:  
Upstream and  
Downstream

~709 kboe/d production

~2.1 billion boe proved  
reserves<sup>1</sup>

1 Million bbl/d refining  
capacity

~2.6 Millions tons of  
base chemicals<sup>3</sup>  
capacity

>4,900 service stations

- 17% of retail shareholders <sup>2</sup>
- 32% of institutional shareholder base managed under ESG criteria

1. As of 31/12/2019. 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



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Strategic progress

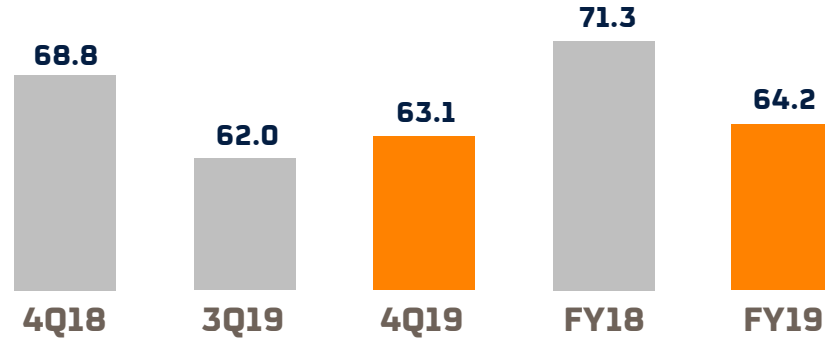


# Strong operating cash flow growth in challenging scenario

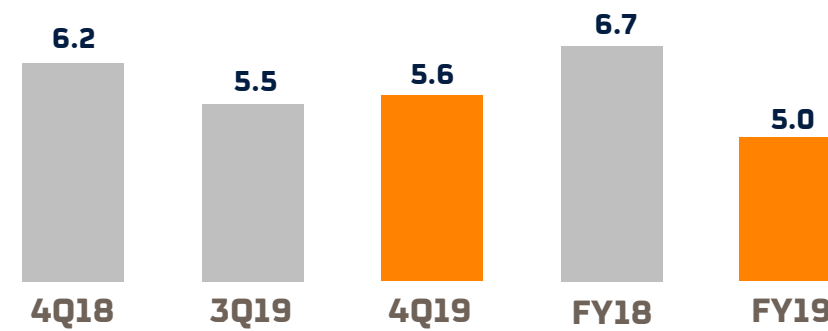
Strategic progress



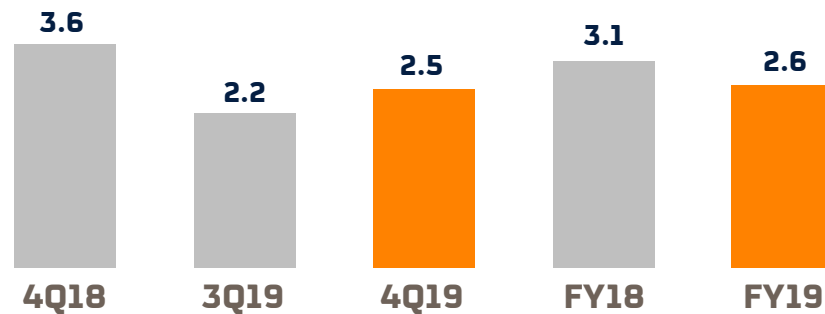
### Brent Price [USD/Bbl]



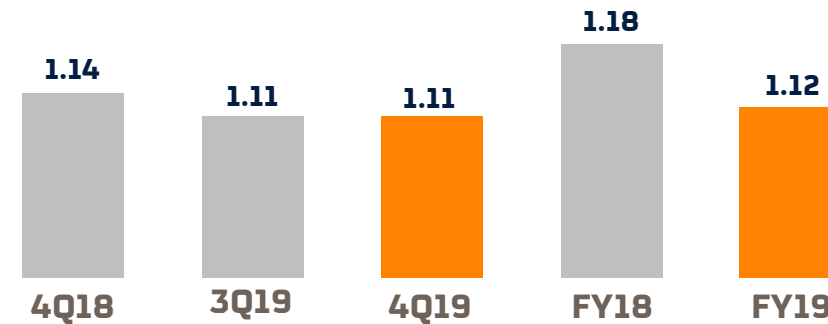
### Refining Margin Indicator [USD/Bbl]



### Henry Hub [USD/MBtu]



### Exchange rate [USD/€]



Operating Cash Flow growth +8% FYoFY, more than covered capex, interests and shareholder remuneration\*

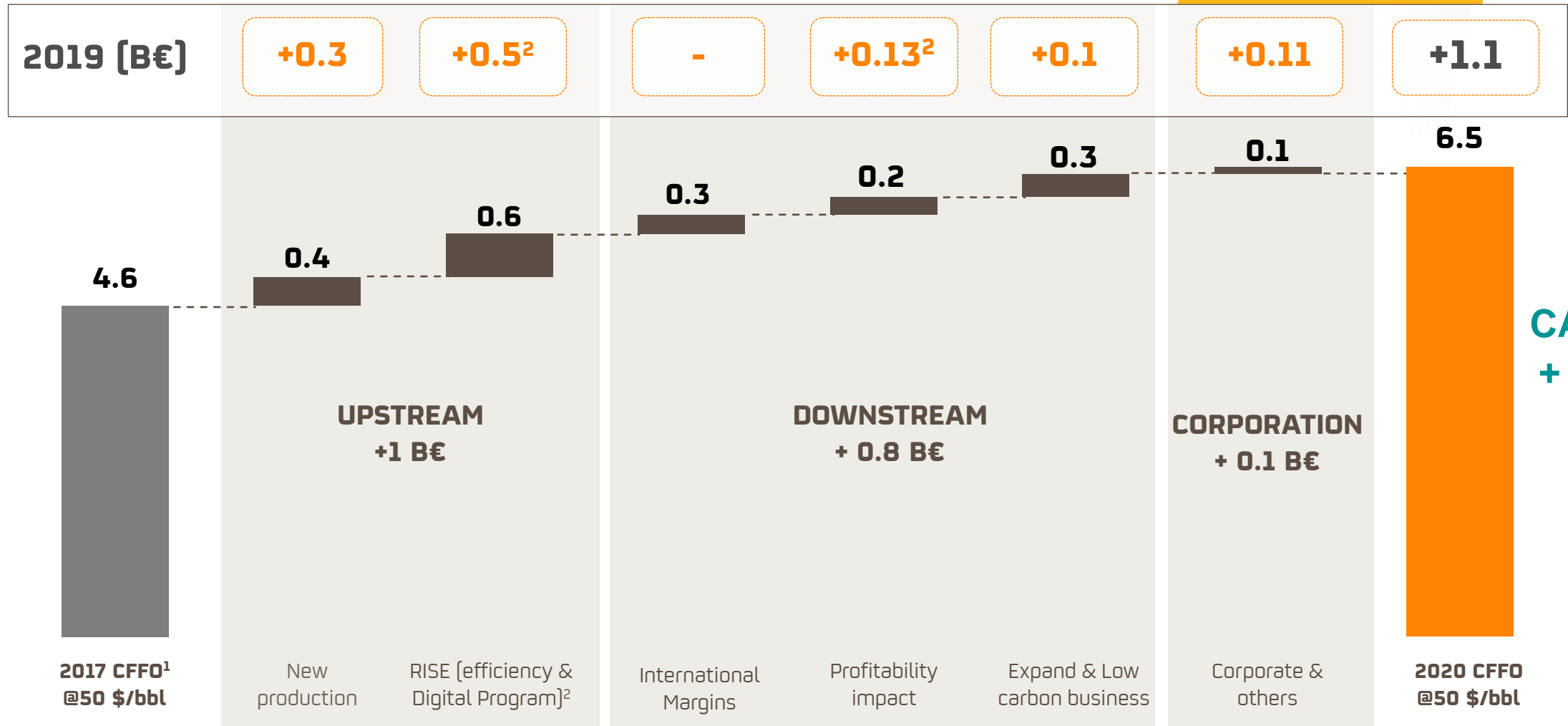
In this challenging scenario the Upstream business was a solid cash contributor reaching an OCF of € 3.1 Bn in 2019 [54% of total company OCF]. In the last 2 years this business generated a FCF of € 2.2 Bn.

\* Including full buy-back of the scrip



# Clear path for cashflow growth to 2020

Strategic progress



**CAGR: +12%**

**ROACE<sup>1</sup> 6%** → **+3%** → **>9%**

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

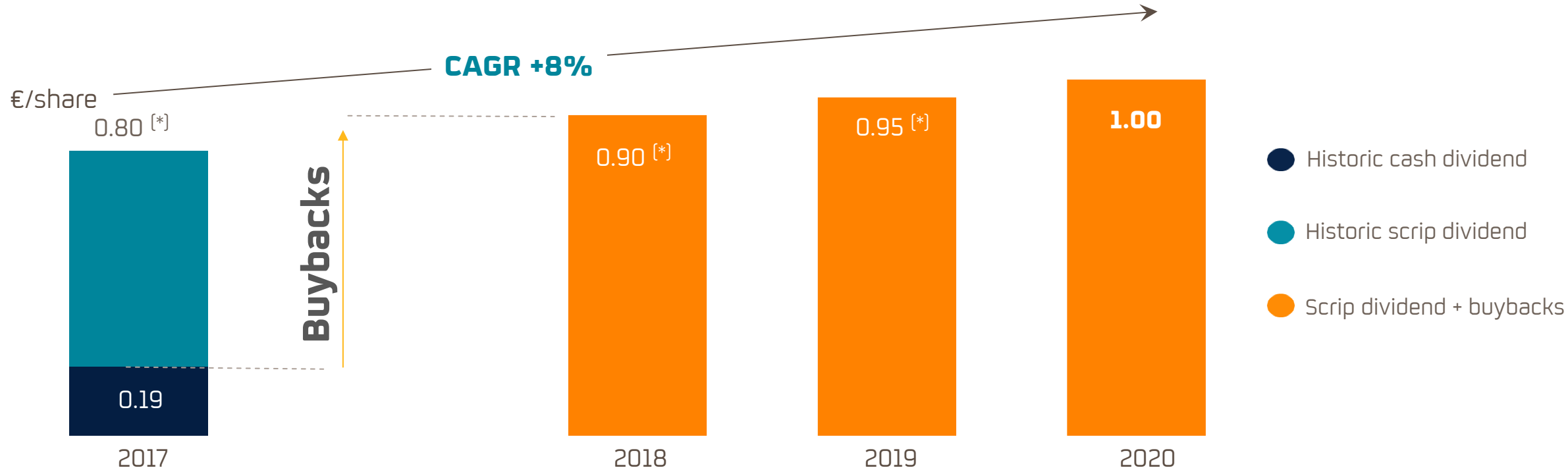
**>10% @ \$60/bbl**

# Increasing shareholder remuneration and full buyback of scrip

Strategic progress



Dividend per share based on disbursement year



## Buyback program in 2019:

71.4 M shares of capital reduction

Share capital of 1.527,4 M shares as of the end of 2019

[\*] The fixed price guaranteed by Repsol for the bonus share rights awarded under the "Repsol Flexible Dividend" program was 0.761 €/s in 2017, 0.873 €/s in 2018 and 0.916 €/s in 2019

# Additional 5% share capital reduction

Strategic progress



Strategic update for 2018-2020



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

## 5% Share capital reduction to be executed in 2020\*

- ✓ Cancellation of treasury shares
- ✓ A share buy-back program, related to the 5% capital reduction is expected to be launched before the AGM
- ✓ Disbursement ~ € 0.9 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**



# Strategy towards achieving net zero emissions in 2050

## Strategic progress



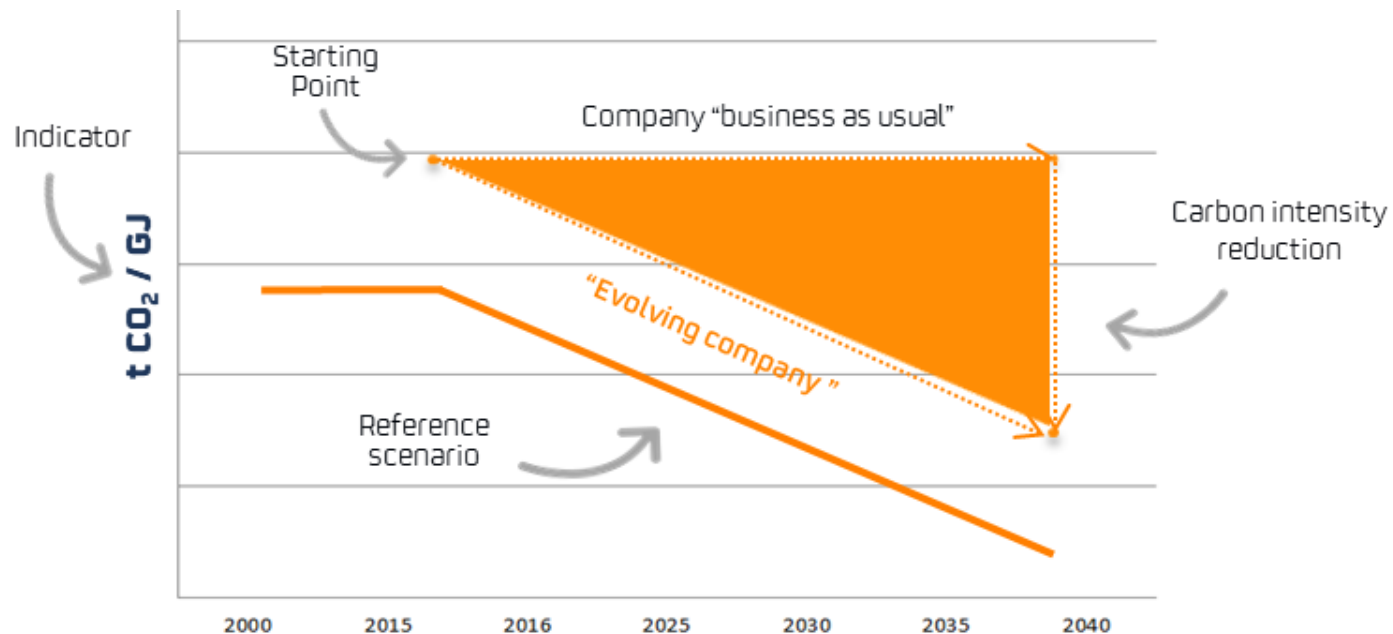
### 1<sup>st</sup> oil & gas company:

- ✓ 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 indicator $t\text{CO}_2/\text{GJ}$ from a 2016 baseline [including scope 3<sup>[1]</sup>]:



- ✓ 10% by 2025,
- ✓ 20% by 2030,
- ✓ 40% by 2040,
- ✓ and **net zero  $\text{CO}_2$  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

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Upstream update



# Core regions in the portfolio

## Upstream



### North America

Unconventional portfolio, operatorship and valuable midstream positions



**182 kboe/d**



**73%**



**84%**

### Europe, Africa & Brazil

High margin barrels, key development projects from exploration succes



**167 kboe/d**



**25 %**



**1% / 51%**

### Latin America

Regional scale, exploration record and cultural fit



**287 kboe/d**



**81%**



**19% / 41%**

### South East Asia

Self-financed growth, relationship with governments/NOCs



**73 kboe/d**



**66%**



**26% / 46%**

	2018	2019
Production [kboe/d]	715	709
1P Reserves [Mboe]	2,340	2,139
RRR [%] <sup>[1]</sup>	94	23
RRR 3 year aver. [%] <sup>[1]</sup>	69	

1. RRR Total

- Total production
- Gas production
- Operatorship [by volume] / Op & Co-Op [by volume]

Note: figures as end of 2019

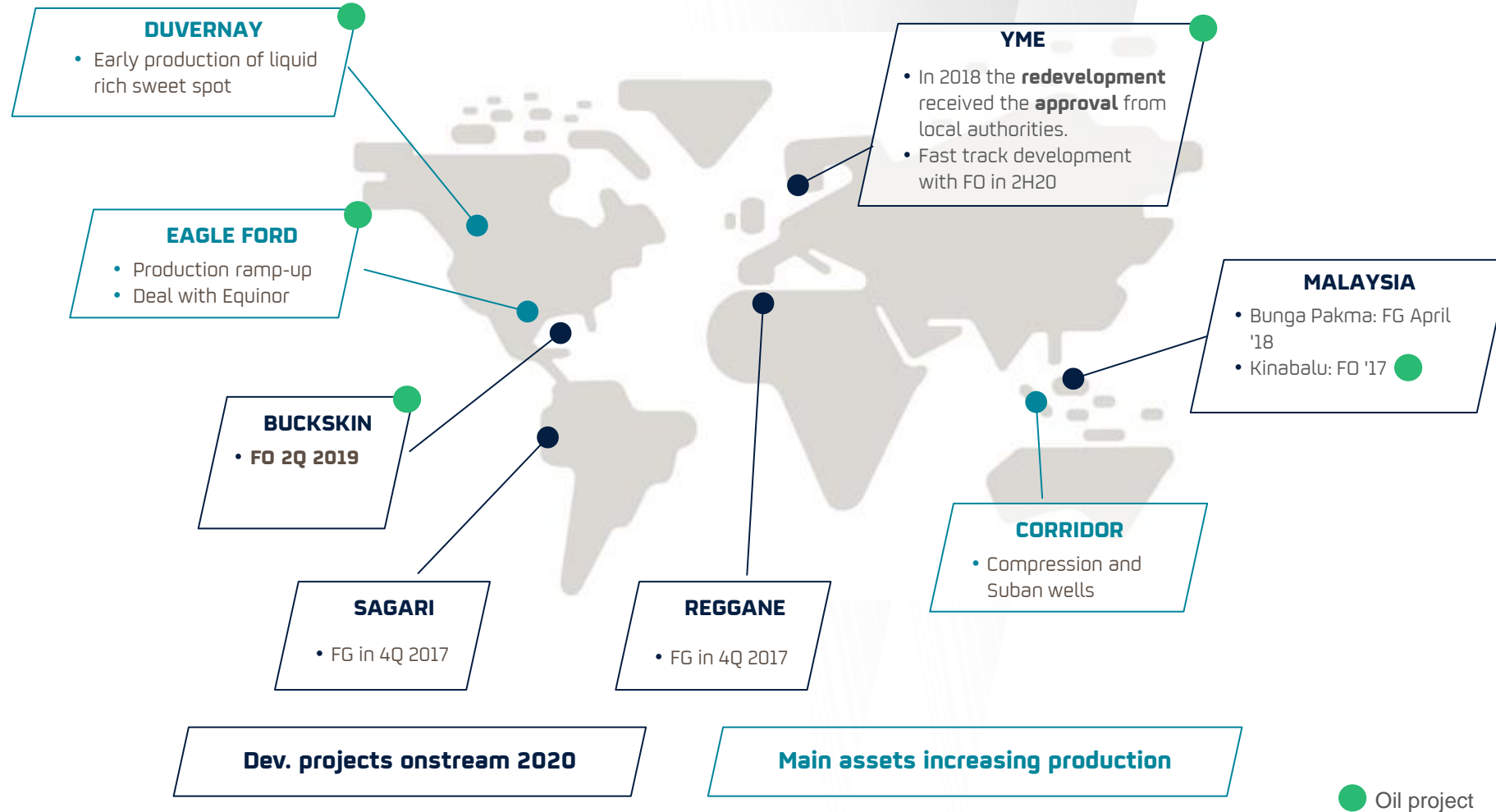


# Progressing on our short-cycle projects

Upstream



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



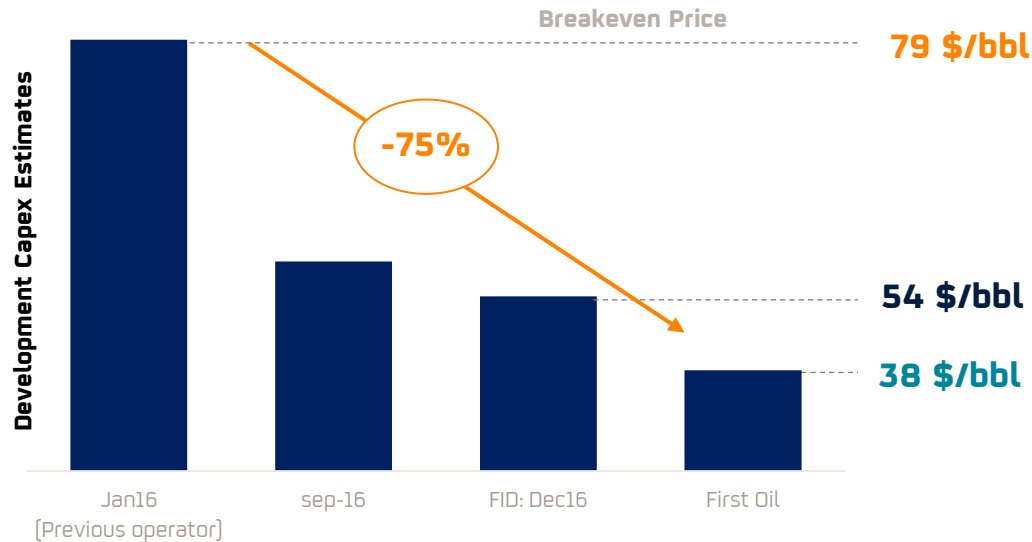
# New opportunities: attractive pipeline in the Gulf of Mexico

## Upstream



### Buckskin First Oil (June 14th 2019)

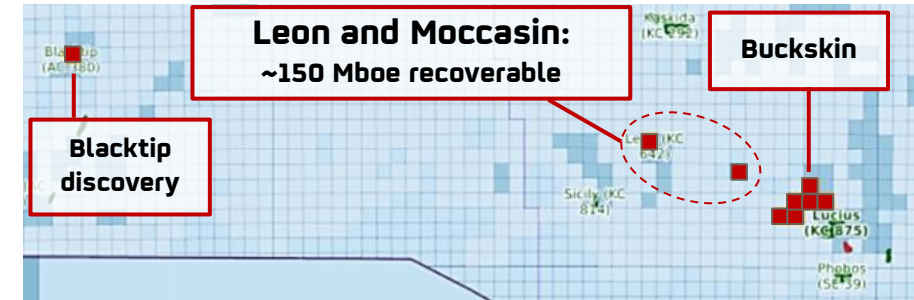
Last example of Repsol development strategy



- 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**

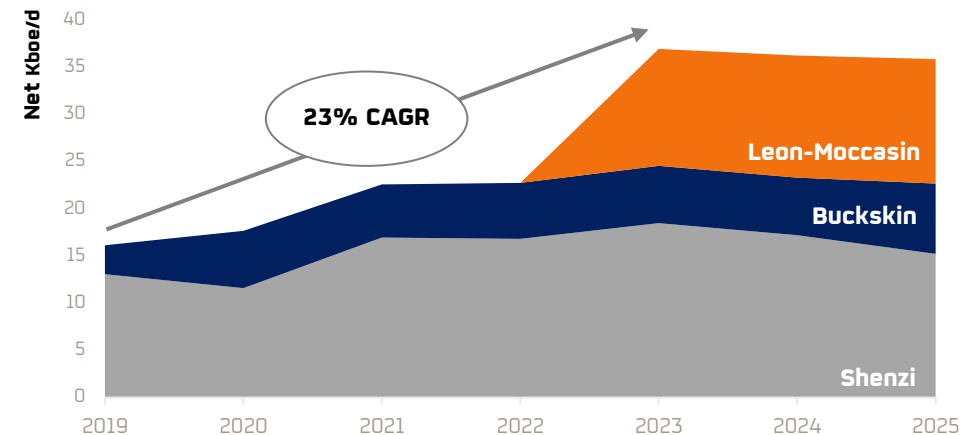
### Joint development of Leon and Moccasin

Growing the future



Strategic Alliance: Same operator, same approach application of Buckskin's successful model:

- **Low-cost, Fast-track**
- Standardization & constructability continuing improvement

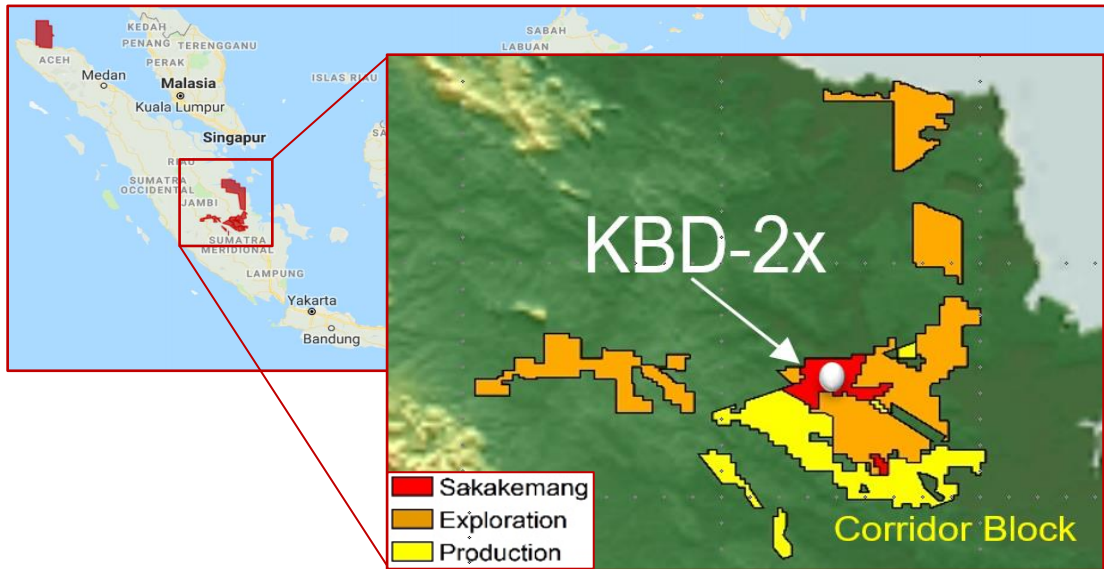


# New opportunities: Indonesia a value creation history

## Upstream

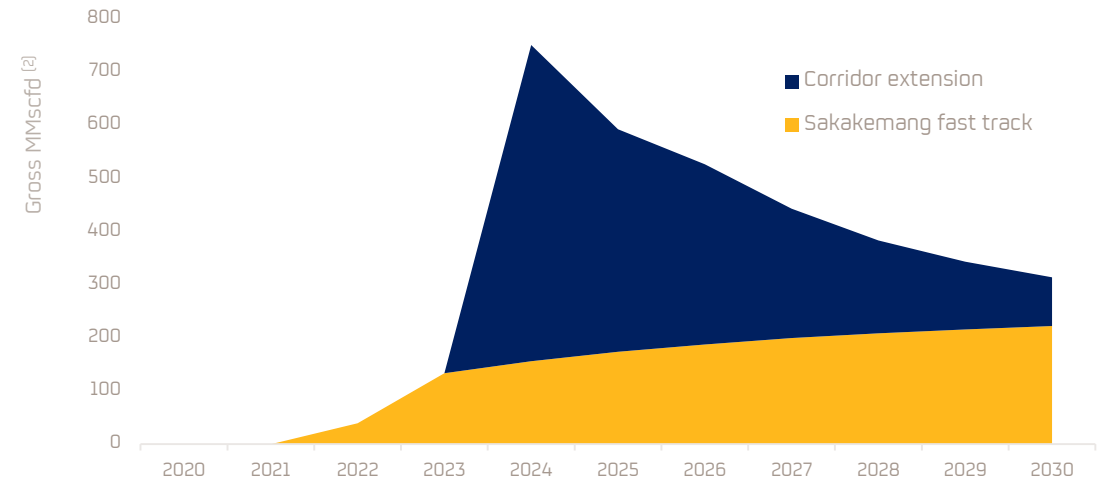


### Sakakemang: largest discovery in 18 years in Indonesia<sup>[1]</sup>



- 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

[1] Source Wood Mackenzie [2] preliminary development cases

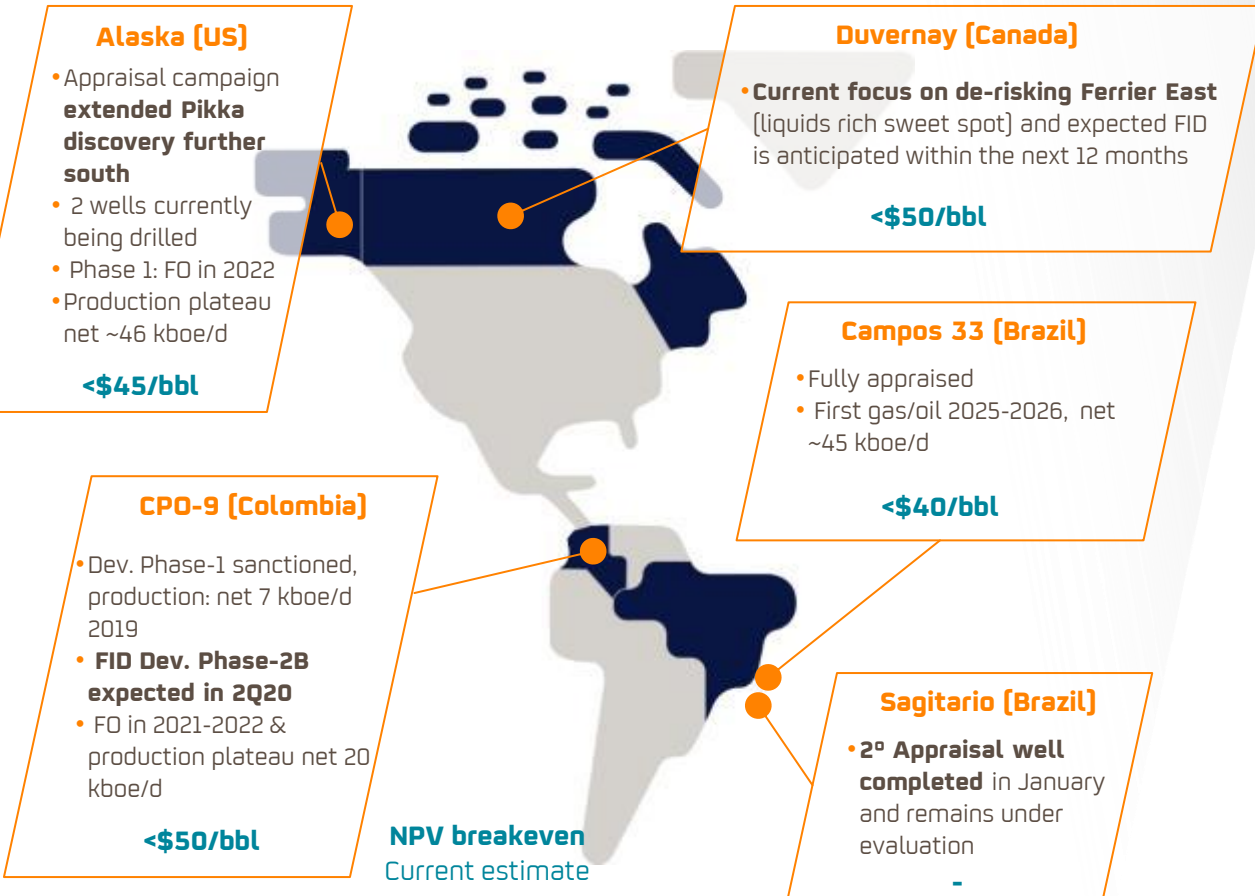


# Working on our 2020+ project pipeline

Upstream

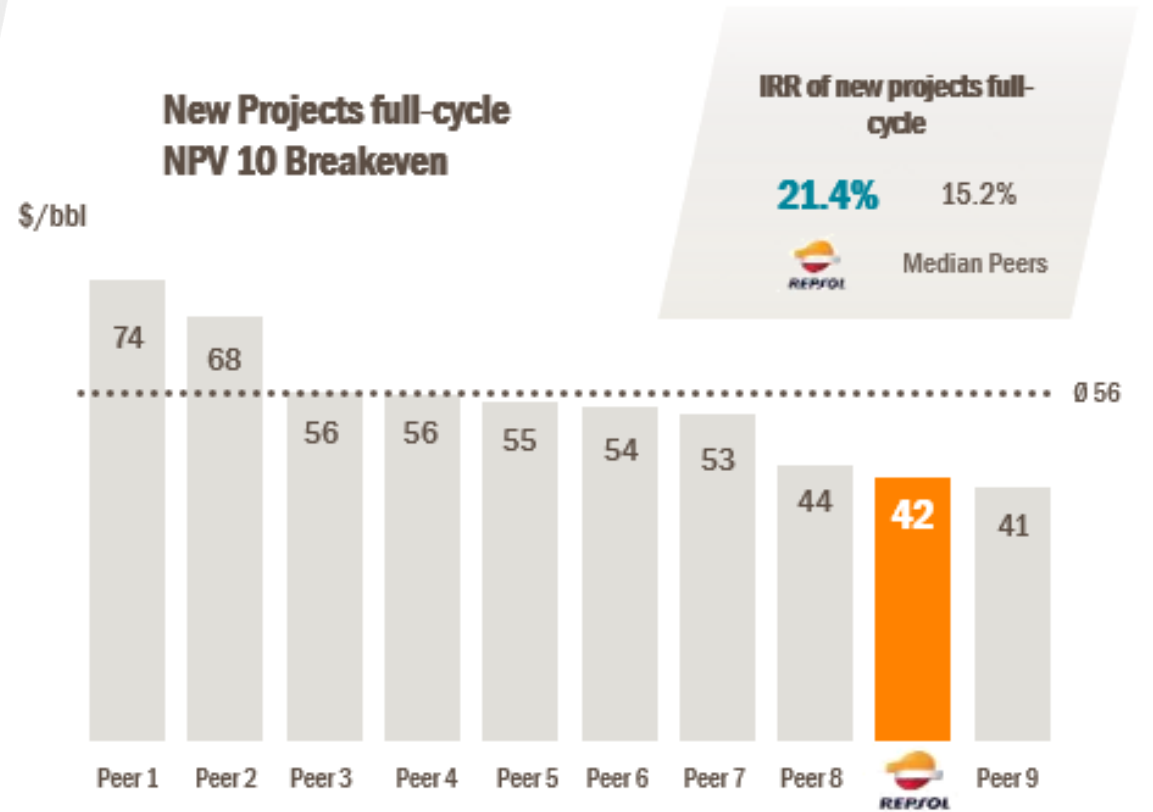


## Mid and long-term projects with attractive returns and phased developments



**NPV breakeven**  
Current estimate

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



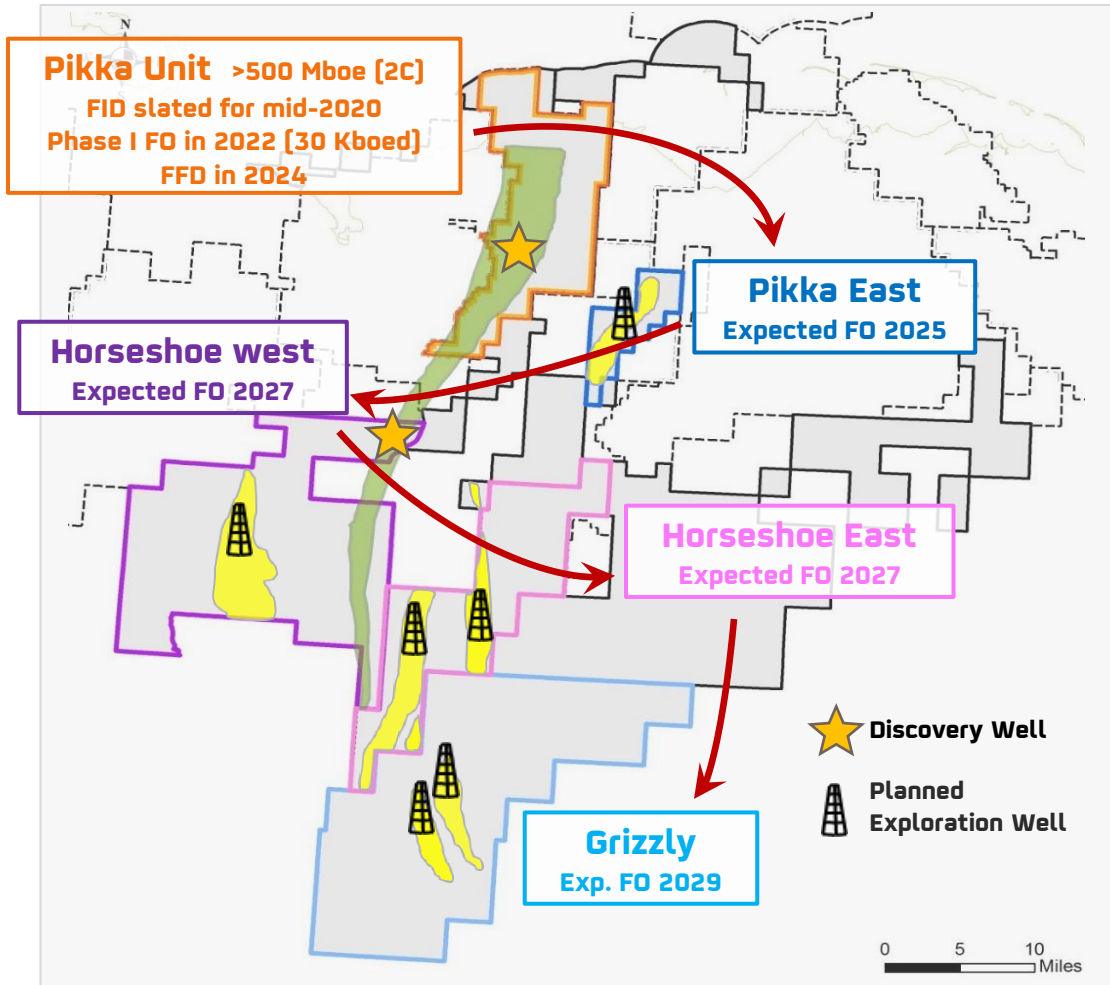
Note1: NPV Breakeven does not include exploration cost.  
 Note2: New projects breakeven average not including Repsol. Peers included: Anadarko, BP, Chevron, Eni, ExxonMobil, OMV, Shell, Equinor and Total.  
 Note3: IRR = Internal Rate of Return, an investment profitability metric calculated as the discount 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 under WMK's base price scenario.

# Working on our 2020+ project pipeline: Accelerating Alaska

## Upstream

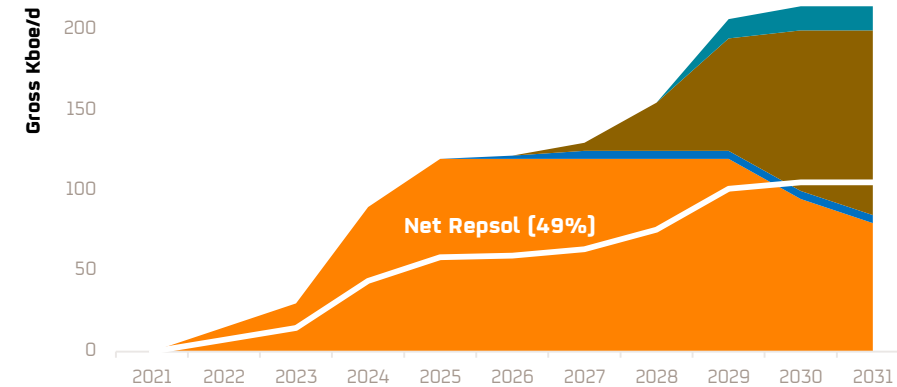


### Nanushuk path to success Huge interests in prolific formation



Gross figures

### 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 effect in August 2019
- **Exploration-driven growth:**  
Likely material resource upgrade after successful drilling season campaign data conducted by operator Oil Search

# 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
- **Appraisal well expected in 2H20**

### Gulf of Mexico

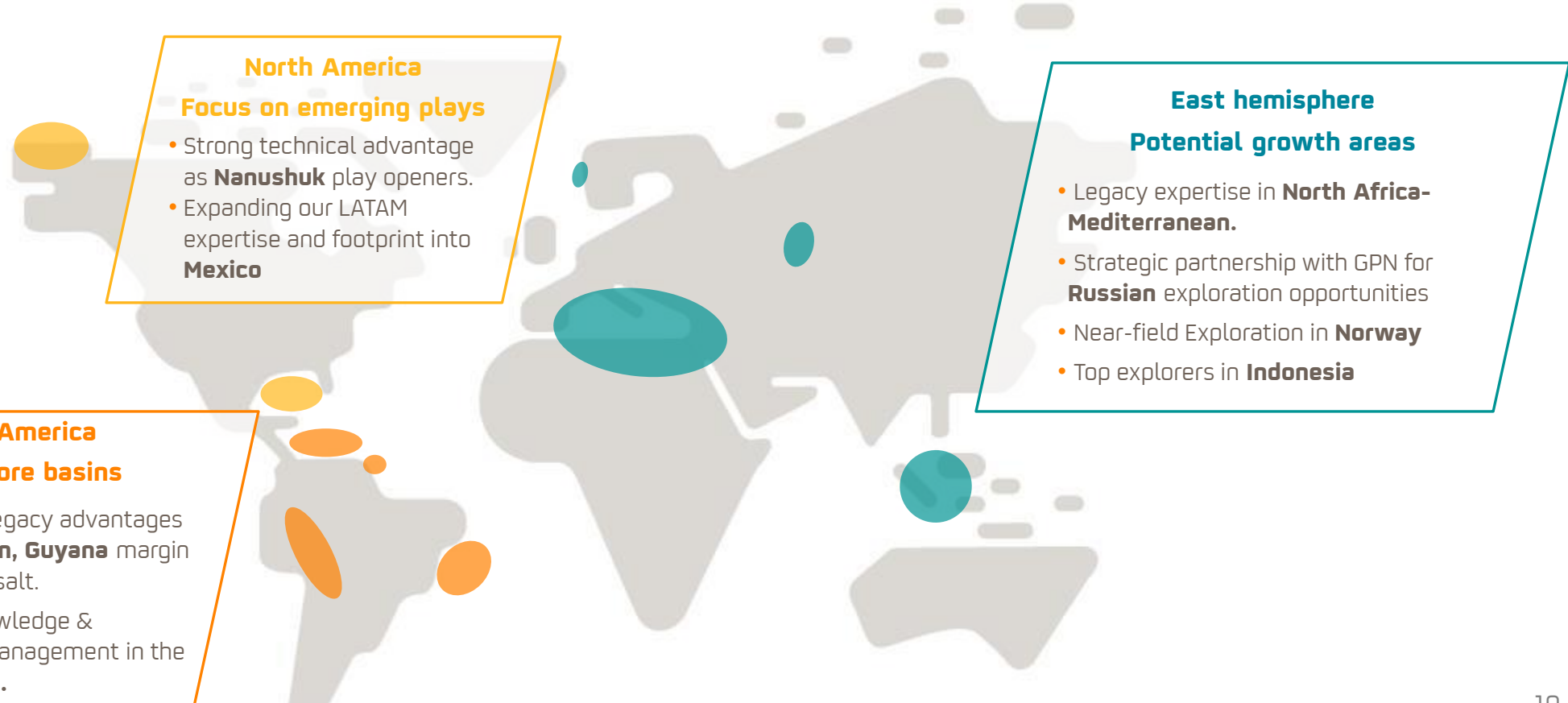
- **Partnership with LLOG** to develop Leon and Mocassin
- **A delineation well in Leon** was finished in September
- **Blacktip discovery** in the US GoM

### Guyana, Brazil

- Exploration well in **Kanuku** block spudded in October. An **additional exploration well** could be drilled in the next phase
- **Sagitario** appraisal well started in September and is undervaluation
- 4 new offshores exploratory licenses in Brazil

### Alaska

- **Accelerate** Pikka East and Pikka South **exploration activities**
- **Two wells currently being drilled**



# 4

## Downstream & Low carbon update



# World-class position

## Downstream & Low Carbon

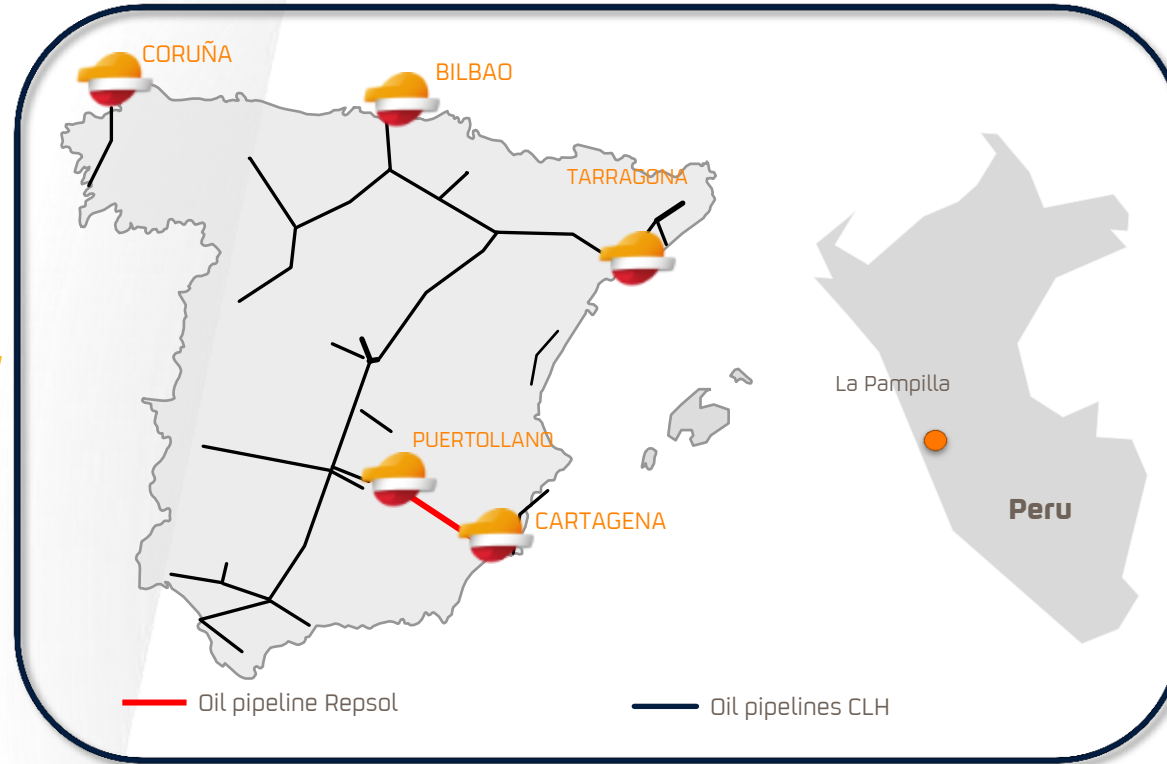


### Refining

- **1 million bbl/d of refining capacity**
- **Highly competitive EU 1Q** in Solomon NCM<sup>1</sup> benchmark and **fully invested for IMO<sup>2</sup>**
- **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**



# Strategy summary

## Downstream & Low Carbon



CAPEX<sup>[2-3]</sup>  
2018-2020  
[€B]



Sustain<sup>[2]</sup>

- Energy efficiency
- IMO readiness
- Digitalization and optimization
- Upgrade Peru Sulphur fuels
- Maximize value from the system
- Digitalization
- Energy efficiency
- Digitalization and optimization
- Differentiation
- Customer-centricity
- Digitalization
- Non-oil business growth
- TwP<sup>[1]</sup>
- Customer-centricity and digitalization
- Logistic services & commercial integration
- Maintain leadership in Spain
- Grow exports

2.7



Expand

- Biofuels
- Develop global crude business
- Incremental growth in key products
- Growth in current high value products [EVA, PD, SBR]
- Expand into new geographies: Mexico, hinterland, others
- >340 SS<sup>[4]</sup> in Mexico
- Consider growth opportunities in hinterland
- Expand international presence [Asia, Latam]
- Partnership with Bardahl and United Oil

1.5



Transform

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

2.5

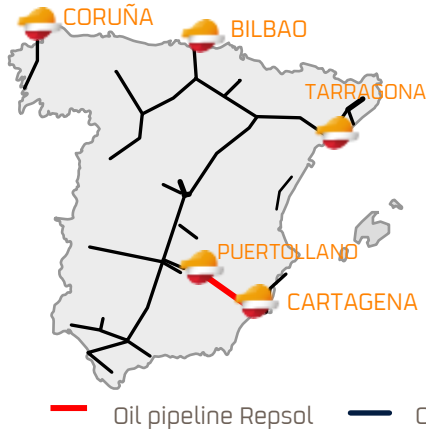
[1] TwP = Transforming While Performing, a program for operational excellence  
 [2] CAPEX refers to Cash Flow from investment activities. "Sustain" are the necessary investments to keep current state of businesses  
 [3] € 2.5 B out of this € 4 B [Expand + Transform capex] are going to be allocated at the end of 2020. Part of the € 1.5 B remaining is going to be committed, not allocated.  
 [4] Service Stations as of the end of February 2020

# Top quartile position among European peers

## Downstream - Refining



### 5 refineries optimized as a single system

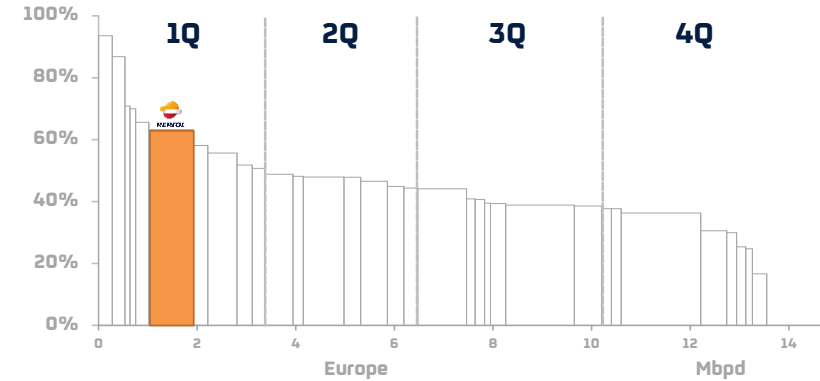


#### Product Yield

Diesel/ Gasoil	40-45%
Gasoline	10-15%
Naphtha	8-10%
Kerosene	8-10%
Coke	7-8%
Residual fuel oil	5-7%
LPG	2-4%
Others	10-15%

### Top quartile position among European peers <sup>[1]</sup>

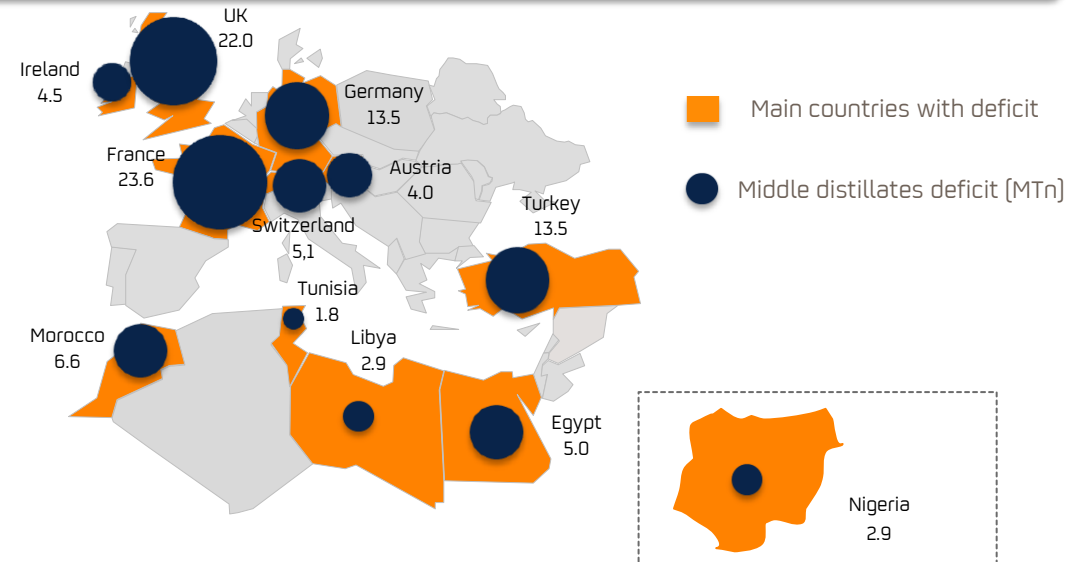
% FCC Equivalent



### 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%)

### Middle distillates deficit <sup>[2]</sup>



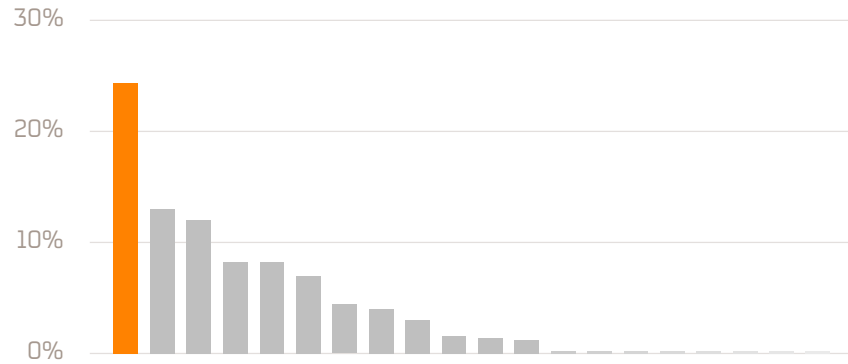
[1] Source: WoodMackenzie as of 31/12/2017 [2] Source: IHS Markit as of 31/12/2018

# IMO: Opportunities to maximize our refining premium

## Downstream - Refining

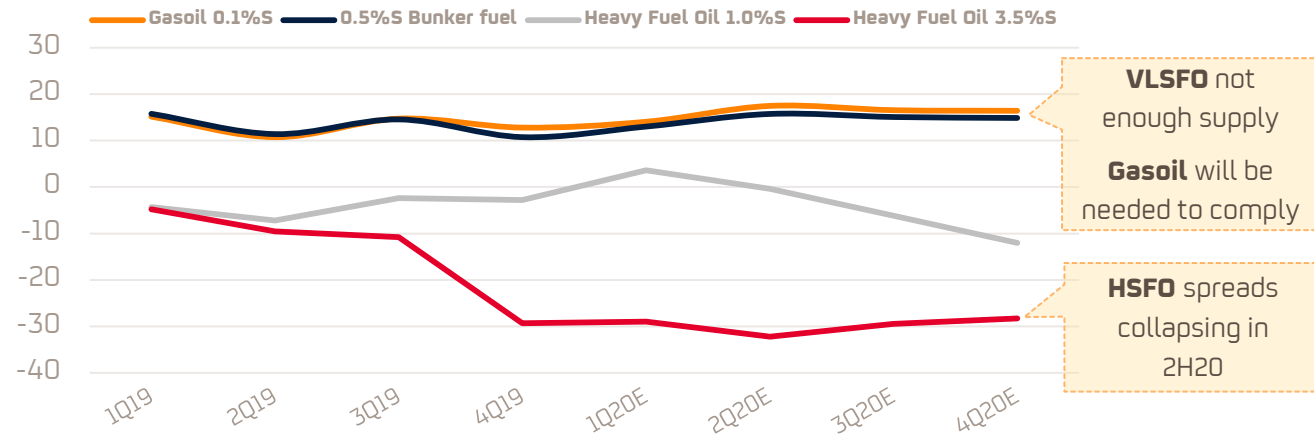


### Repsol: Top European player in conversion



Source: Wood Mackenzie, Refinery Evaluation Model, 2018. Repsol figures, internal data

### IMO's spreads effect

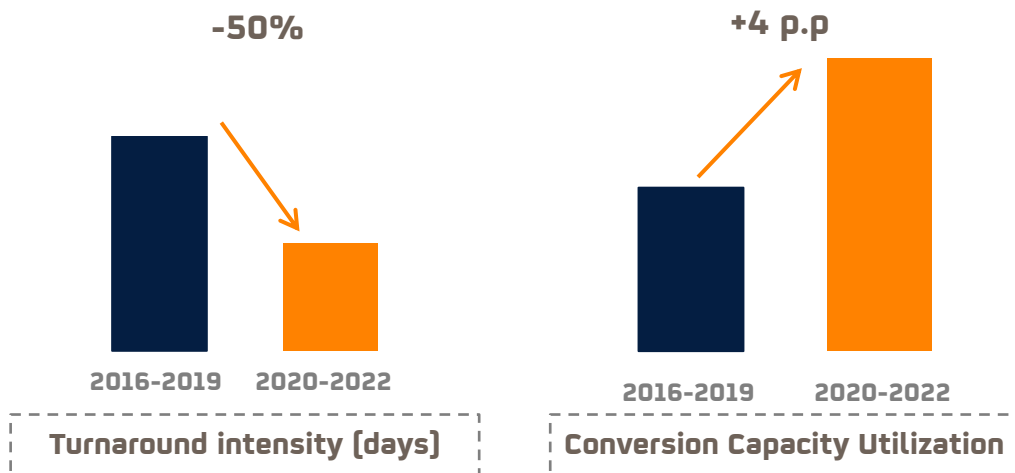


VLSFO not enough supply  
Gasoil will be needed to comply

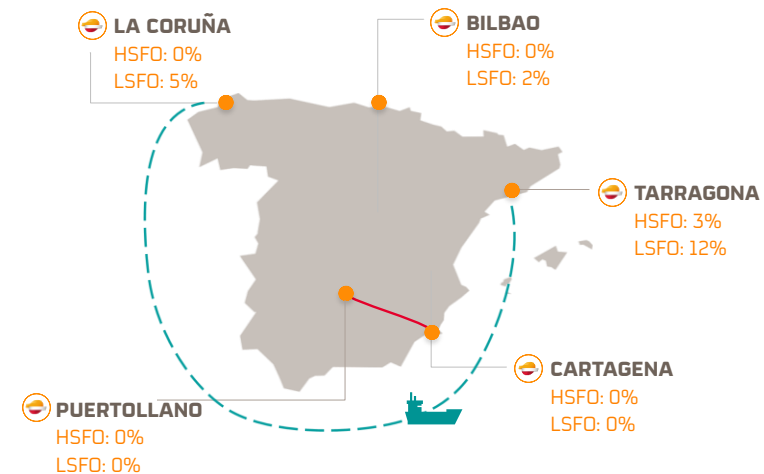
HSFO spreads collapsing in 2H20

Source: IHS (NWE product spreads data)

### 2020-2022: Reduce turnarounds



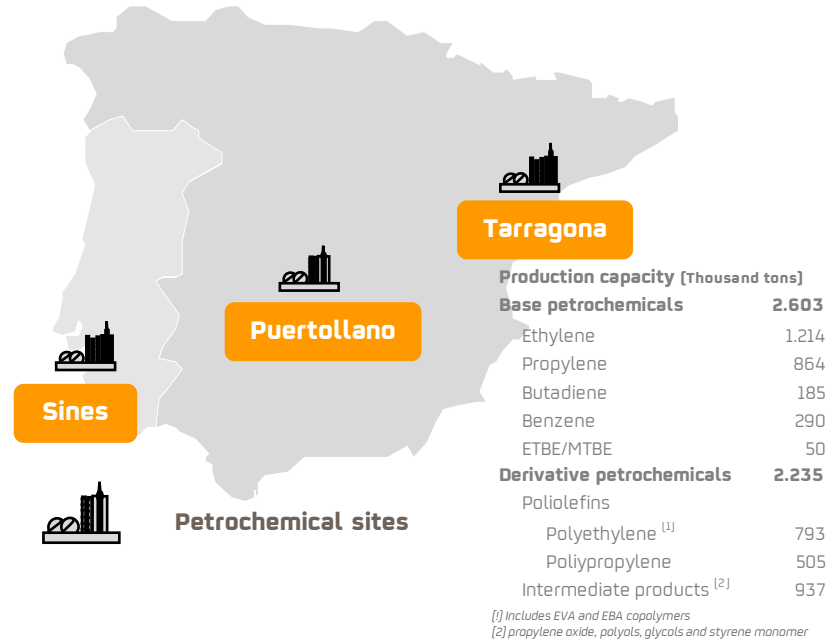
### Refining in Spain can operate without producing HSFO



# Competitive positioning

## Downstream - Chemicals

### 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 metallocene** 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**

# More than service stations

## Downstream- Commercial businesses



Transforming and expanding our **Mobility business**

**ROACE >20%**

<b>&gt;4,900</b> Service Stations	<b>5</b> Countries	FUEL MARKET SHARE		<b>2.5 M</b> Clients served daily
<b>&gt;1,000</b> Operated sites		SPAIN <b>37% (#1)</b>		<b>6.5 M</b> Loyalty cards
		PORTUGAL <b>26% (#2)</b>		
		PERU <b>26% (#2)</b>		

Differentiation and Competitive strategy in **Wholesale & Int. Aviation business**

**ROACE >23%**

WHOLESALE		AVIATION		
GOs	COKE	AIRLINES	AIRPORTS	SALES
<b>7.4Mm<sup>3</sup></b>	<b>3.5Mt</b>	<b>80</b>	<b>50</b>	<b>4Mm<sup>3</sup></b>

Expanding our **Lubricants business**  
Bardahl & United Oil J.V.

**ROACE >30%**

LUBRICANTS SPAIN MARKET SHARE	SALES IN	LUBRICANTS SALES IN MEXICO	SALES IN 2018	INTERNATIONAL SALES
<b>28%</b>	<b>&gt;90</b> COUNTRIES	<b>39Kt</b>	<b>1.9Mt</b>	<b>+13%</b>

**Leader in LPG**  
in Iberia

**ROACE >35%**

RETAIL SALES	MARKET SHARE		FILLING & BULK PLANTS	STORAGE CAPACITY
<b>1Mt</b>	<b>74%</b> SPAIN	<b>18%</b> PORTUGAL	<b>13</b>	<b>180Kt</b>

Adding  
**~70%**  
value

**over Repsol retail business**



# Strengthening Repsol's position as a multi-energy supplier

Low Carbon



Low carbon generation



Retail gas & power



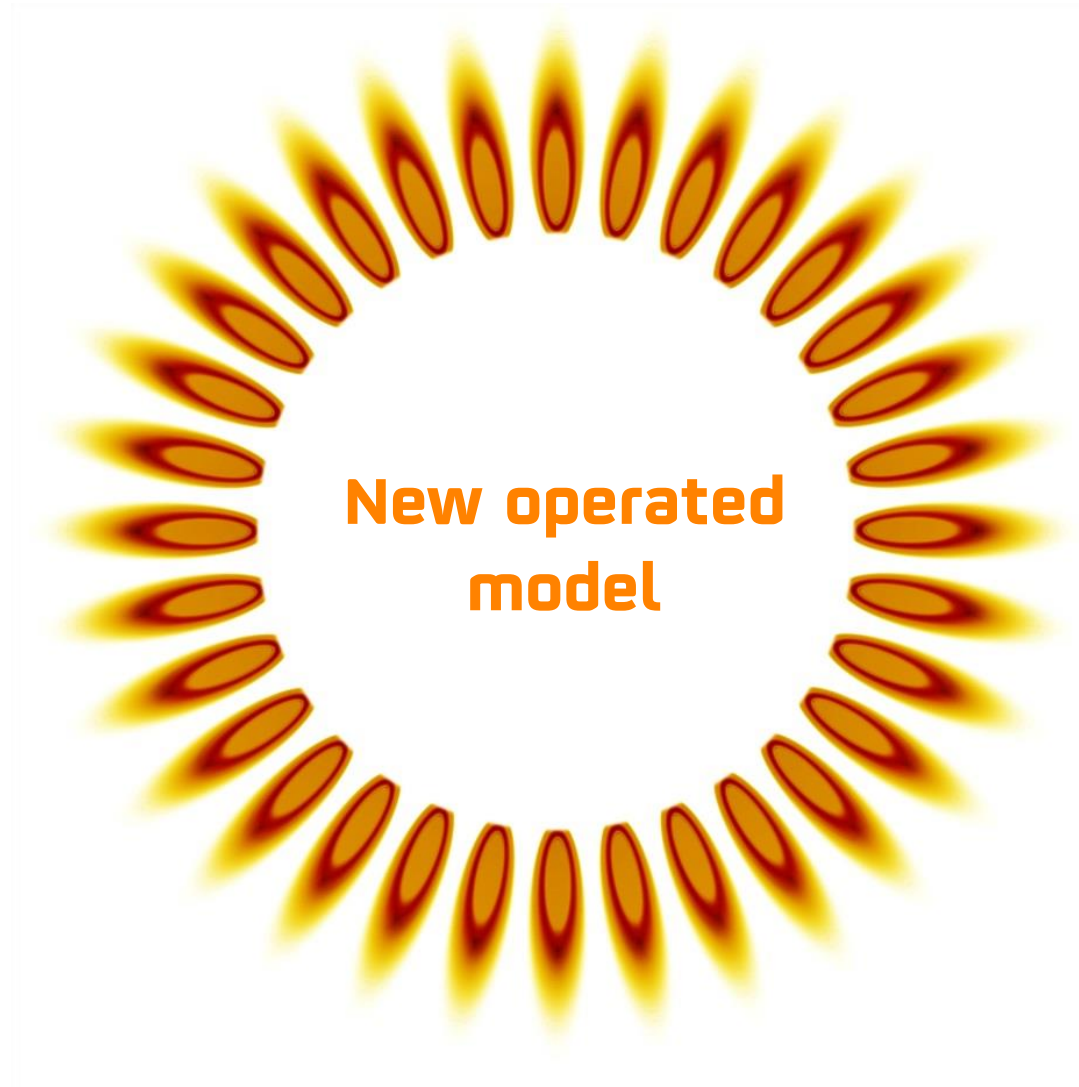
Operated business



Focus on liberalized



Profitable businesses



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

Top capability

Roadmap

Targets to 2025

**>15%**  
Market share<sup>1</sup>

**2.5 M**  
Clients<sup>2</sup>

**~ 7.5 GW**  
Capacity

In 2019

**14%**  
Market share<sup>1</sup>

**1 M**  
Clients<sup>2</sup>

**~ 3 GW**  
Capacity

**Investments in low carbon businesses with IRR above 10%<sup>3</sup>**

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



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

**Delta: 335 MW**

**PI: 255 MW**

**Sigma: 204 MW**

**Valdesolar: 264 MW**

**Kappa: 127 MW**

**Delta2: 860 MW**

Under development

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]



# 5

## 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



## Corporate

Lower corporate costs



## Downstream

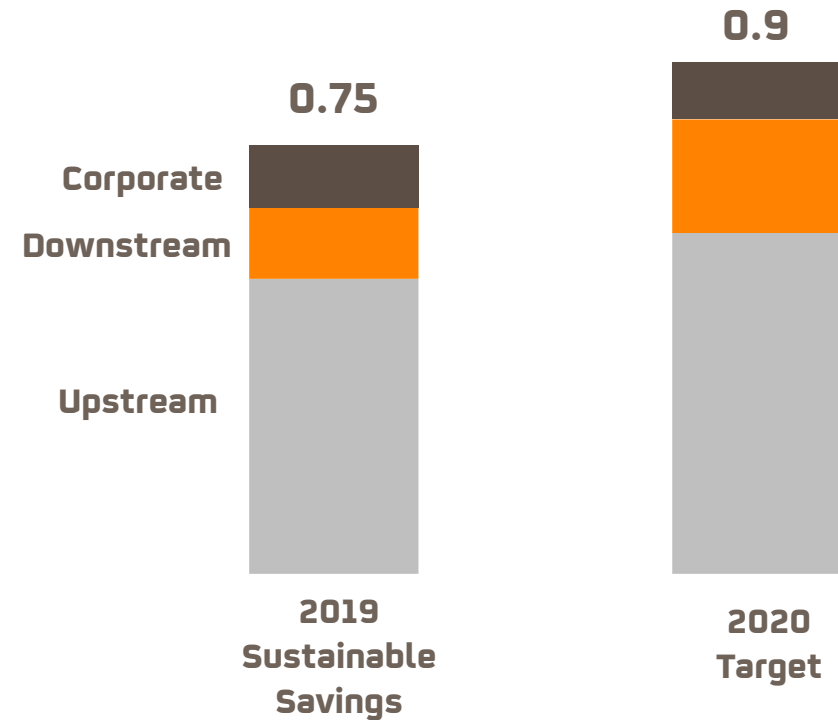
Improving integrated margin, process digitalization



## Digitalization

**190 initiatives** ongoing, 80 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 (B€) at 50\$/Bbl



Sustainable savings to date ~€750 million euros with CFFO impact

# Digitalization and efficiency initiatives

## Digitalization & efficiencies: Examples



### Upstream

- **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.



### Industrial

- **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.



### Marketing

- **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.



### Corporate

- **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.

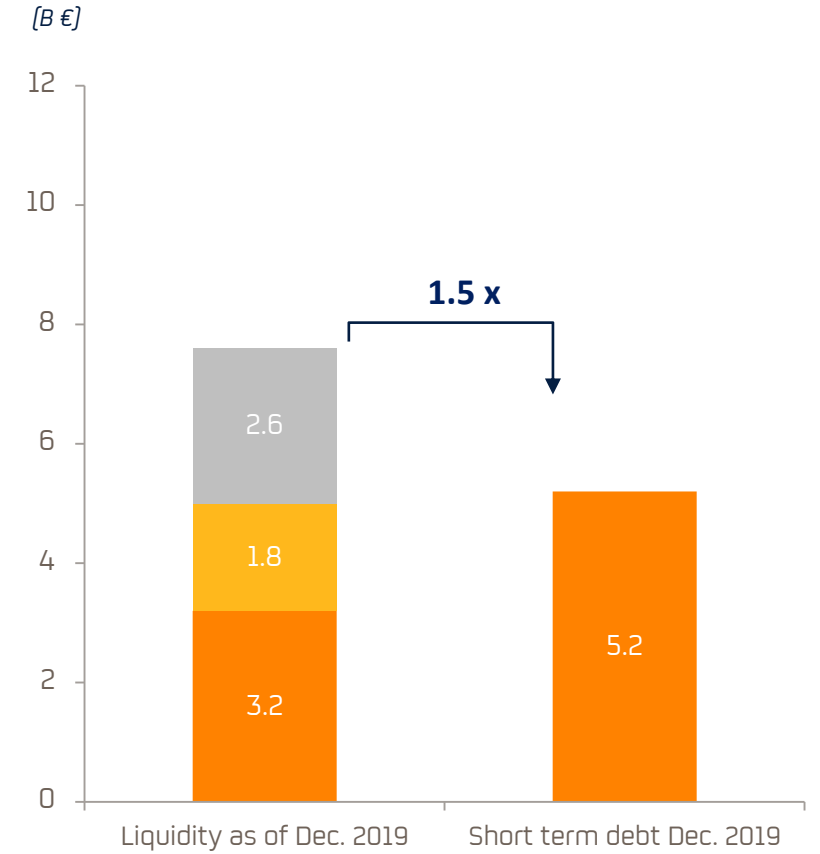
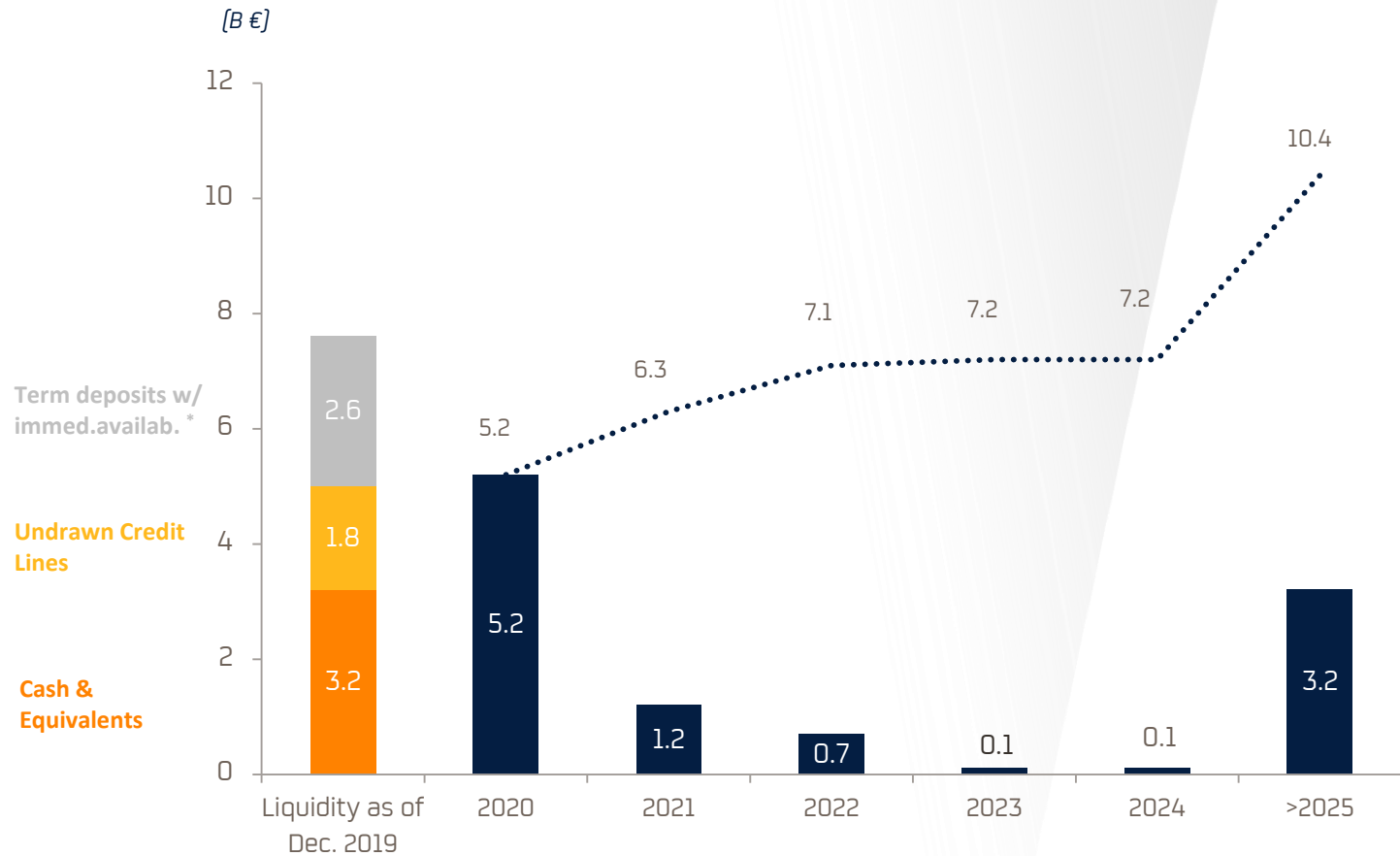
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Financing



# Strong liquidity position

## Financing



**Liquidity covers long term debt maturities beyond 2024**

**Liquidity exceeds 1.5x short term maturities**

[\*] Deposits classified as financial investment in the accounting although they have an immediate availability.



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Guidance 2020





# Focus on operational performance and shareholder remuneration

## Guidance 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
Net Debt <sup>(1)</sup>	€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 net debt increase of €400 M

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# 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 2020 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**

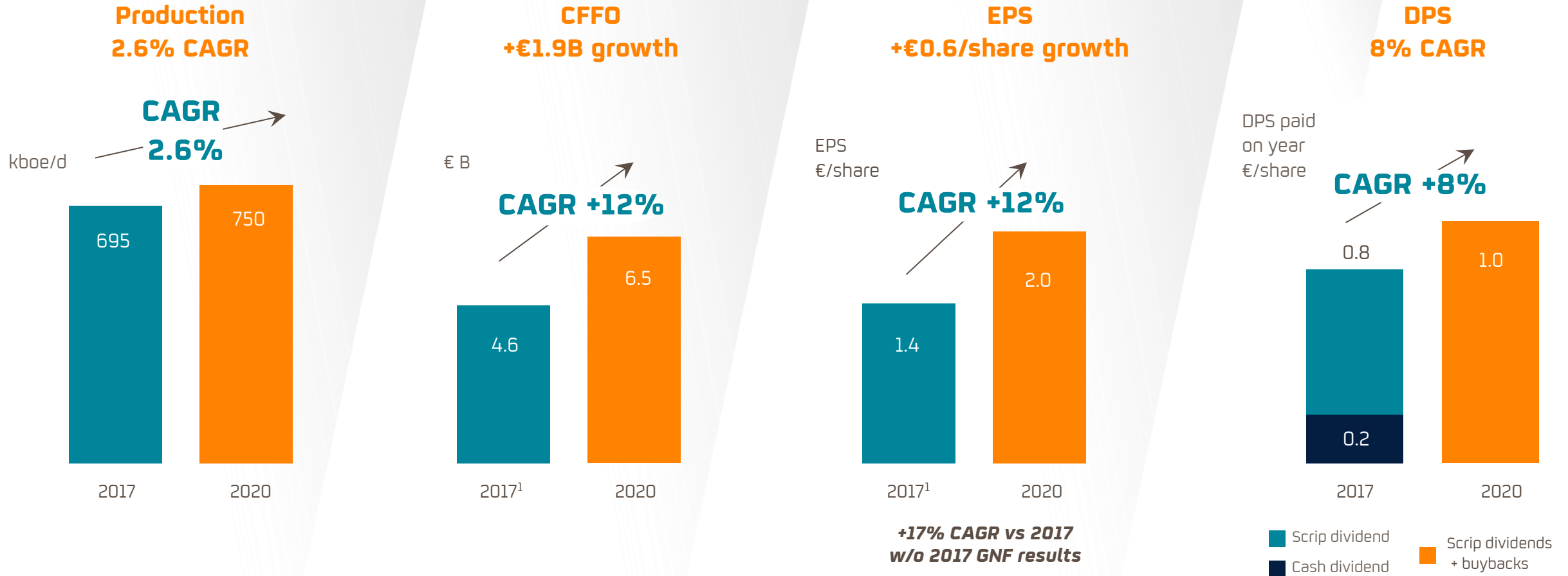


### 4. Financial flexibility



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

## Conclusions & key targets



**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 €1.6/share without adjustment

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Historic data book





# Environment and Repsol group

## Historic data book



### MACRO ENVIRONMENT

International References	Unit	2017	2018	2019	Spreads vs. Brent (\$/bbl)	2017	2018	2019
Brent	(\$/Bbl)	54.2	71.3	64.2	Maya - Brent	[9.7]	[10.6]	[11.1]
WTI	(\$/Bbl)	50.9	64.9	57.0	Ural - Brent	[0.9]	[1.1]	[0.4]
Henry Hub	(\$/MBtu)	3.1	3.1	2.6	Gasoline - Brent	12.0	8.7	8.4
Average exchange rate	(\$/€)	1.13	1.18	1.12	Diesel - Brent	13.1	15.8	16.2
Algonquin	(\$/Mbtu)	3.7	4.8	3.2	Fuel oil - Brent	[7.2]	[9.2]	[13.1]
					Naphtha - Brent	0.4	[3.1]	[7.6]
Refining indicators	Unit	2017	2018	2019				
Refining margin indicator (Spain)	\$/bbl	6.8	6.7	5.0				
Distillation utilization (Spain)	%	93.6	92.9	88				
Conversion utilization (Spain)	%	104.4	106.6	103				

### REPSOL GROUP

Main figures (M€)	2017	2018	2019	Ratios	Unit	2018	2019
Adjusted Net Income	2,131	2,352	2,042	Net debt	M€	[3,439]	[4,220]
Upstream	632	1,325	1,050	Net debt/Capital employed	%	10,0	14,3 <sup>3</sup>
Downstream	1,877	1,583	1,456	Net debt/EBITDA CCS	x	0,45	0,59
Corporate and others	[378]	[556]	[464]				
EBIT	3,214	4,396	3,661	Credit metrics	Rating	Outlook	Last review
EBITDA CCS	6,580	7,619	7,201	Standard & Poor's	BBB	Positive	December 12, 2018
NET CAPEX	2,856	388	3,776	Moody's	Baa1	Stable	December 10, 2018
CAPITAL EMPLOYED <sup>1</sup>	36,330	34,353	33,292	Fitch	BBB	Positive	October 29, 2018
Upstream	21,612	21,515	17,205				
Downstream	9,749	11,338	14,078				
Corporate and others <sup>2</sup>	4,969	1,500	2,009				

<sup>1</sup> Capital employed below 2.3 Bn€ in each single country. Capital employed without leases 29,556 M€.

<sup>2</sup> In 2017, 3,224 M€ Capital employed in discontinued operations.

<sup>3</sup> Without leases

# Upstream

## Historic data book



	Production			Proven reserves		
	Kboe/d			Mboe		
	2017	2018	2019	2017	2018	2019
Europe	51	60	61	59	102	88
Latin America	348	342	333	1,490	1,419	1,196
North America	174	175	182	504	535	619
Africa	38	58	61	128	129	127
Asia	85	79	73	174	154	109
<b>Total</b>	<b>695</b>	<b>715</b>	<b>709</b>	<b>2,355</b>	<b>2,340</b>	<b>2,139</b>

Realized prices	Oil			Gas		
	2017	2018	2019	2017	2018	2019
\$/Boe						
Europe	55.2	71.2	64.5	34.2	46.8	25.8
Latin America	47.0	59.6	52.4	13.3	15.9	12.9
North America	47.4	58.5	55.0	14.6	14.0	12.5
Africa	52.8	71.1	63.3	27.1	29.5	25.9
Asia	51.2	67.3	61.2	29.6	37.7	36.7

Net Acreage	Development			Exploration		
	2017	2018	2019	2017	2018	2019
km <sup>2</sup>						
Europe	1,199	1,122	1,132	15,373	11,922	17,377
Latin America	4,475	4,827	4,822	47,763	90,959	44,602
North America	5,234	4,698	5,064	5,503	9,998	7,278
Africa	2,744	2,605	2,605	22,389	10,590	6,845
Asia	4,105	2,951	2,454	96,598	98,152	94,032
<b>Total</b>	<b>17,757</b>	<b>16,203</b>	<b>16,077</b>	<b>187,625</b>	<b>221,621</b>	<b>170,134</b>

Main figures (M€)	2017	2018	2019
Adjusted Net Income	632	1,325	1,050
EBIT	1,009	2,514	1,969
EBITDA	3,507	4,801	4,255
INVESTMENTS	2,089	1,973	2,429

Total RRR	%	2017	2018	2019
		89	94	23

# Downstream

## Historic data book



### Downstream Assets

Refining	Refining capacity (kbbbl/d)	Conversion index (%)	Business	Unit	2017	2018	2019	
<b>Spain</b>	<b>896</b>	<b>63</b>	<b>Refining</b>					
Bilbao (Petronor)	220	63	Distillation utilization					
Tarragona	186	44	Spain	%	93.6	92.9	88	
Coruña	120	66	Peru	%	89.8	81.7	74.8	
Puertollano	150	66	Conversion utilization	Spain	%	104.4	106.6	103
Cartagena	220	76	Processed crude oil	Mtoe	47.4	46.6	44	
<b>Peru</b>	<b>117</b>	<b>24</b>	Spain	Mtoe	41.9	41.6	39.6	
			Peru	Mtoe	5.4	5.0	4.4	
<b>Marketing</b>	<b>Service stations (no.)</b>		<b>Marketing</b>					
<b>Total</b>	<b>4,944</b>		Sales of oil products	kt	<b>51,836</b>	<b>51,766</b>	<b>49,932</b>	
Spain	3,354		Europe Sales	kt	45,081	45,316	44,007	
Portugal	486		Own network	kt	21,186	21,754	21,368	
Peru	572		Rest	kt	6,755	6,450	5,925	
Italy	298		Own network	kt	2,288	2,681	3,176	
Mexico	234							
<b>Petrochemical</b>	<b>Capacity (kt/year)</b>		<b>Petrochemicals</b>					
Ethylene	1,214		Basic	kt	978	808	829	
Propylene	864		Derivatives	kt	1,877	1,802	1,958	
Butadiene	185		<b>Total Sales</b>	<b>kt</b>	<b>2,855</b>	<b>2,610</b>	<b>2,787</b>	
Benzene	290		Europe	kt	2,412	2,137	2,289	
ETBE/MTBE	50		Rest of the world	kt	443	473	498	
Polyethylene	793		<b>LPG</b>					
Polypropylene	505		LPG sales	kt	<b>1,375</b>	<b>1,330</b>	<b>1,253</b>	
Intermediate products	937		Europe	kt	1,356	1,304	1,224	
			Rest of the world	kt	19	26	29	
			<b>Gas &amp; Power</b>					
			Gas Sales in North America	Tbtu	496	520	608	
			LNG regasified (100%) in Canaport	Tbtu	15	16	24	



REPSOL

# Investor Update

March 2020

Repsol Investor Relations

REPSOL  
**On**

[investorsrelations@repsol.com](mailto:investorsrelations@repsol.com)

