



# 3<sup>rd</sup> QUARTER 2004 PRELIMINARY RESULTS

WEBCAST-CONFERENCE CALL

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This document contains statements that Repsol YPF believes constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements may include statements regarding the intent, belief or current expectations of Repsol YPF and its management, including statements with respect to trends affecting Repsol YPF's financial condition, financial ratios, results of operations, business, strategy, geographic concentration, production volume and reserves, as well as Repsol YPF's plans with respect to capital expenditures, cost savings, investments and dividend payout policies. These statements are not guarantees of future performance and are subject to material risks, uncertainties, changes and other factors which may be beyond Repsol YPF's control or may be difficult to predict.

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# **INTRODUCTION**

Antonio Brufau Chairman & CEO



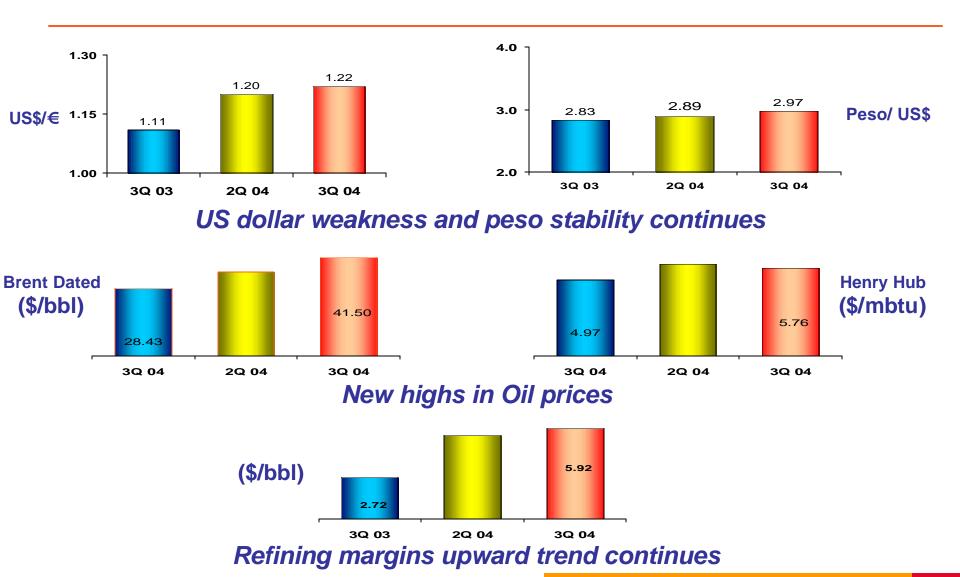


# **HIGHLIGHTS**

Ramón Blanco COO

#### **General Environment**





## Highlights 3Q 2004 vs. 3Q 2003



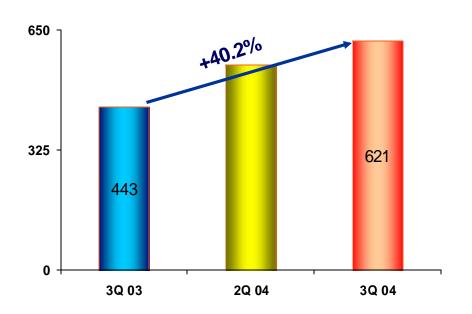
- 29% Increase in operating income
- 4.3% Growth in natural gas production
- 1,333 Million euros of after tax cash flow generation
- 43% Rise in marketing of LNG
- Tax rate increase to 38% from 32% in previous year

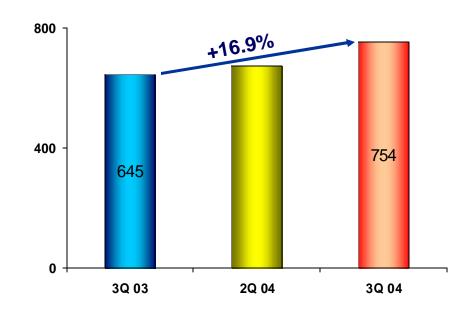
#### 3<sup>rd</sup> Quarter Results



### **Net Income**

### Adj. Net Income





**Million Euro** 

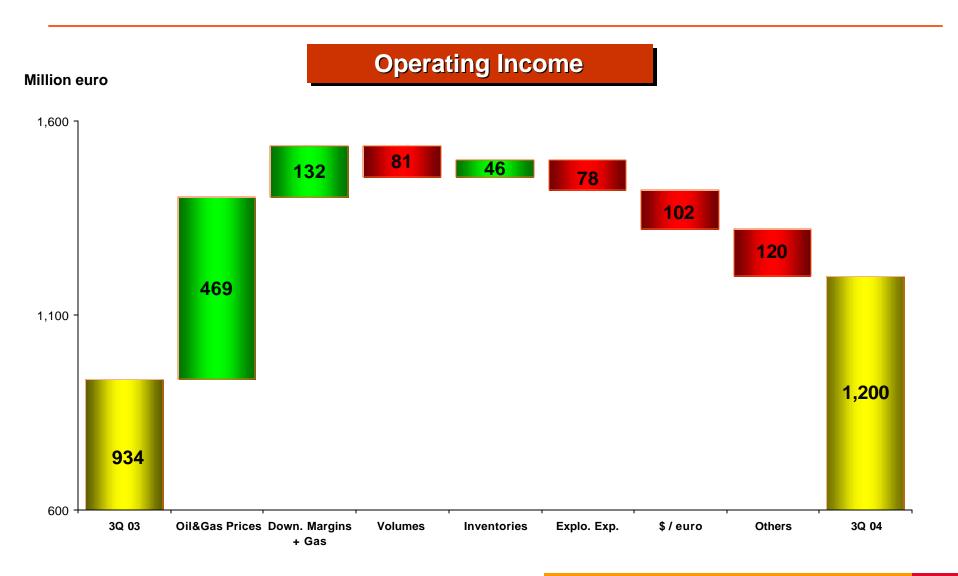
## Comparison 3Q 2004 vs. 3Q 2003



	REPORTED in €	+ REPORTED in US\$	+ Adj. by Tax Rate
Operating Income	+28.6%	+39.5%	+39.5%
Net Income	+40.2%	+51.6%	+68.0%
Adj. Net income	+16.9%	+26.8%	+35.9%
After tax Cash Flow	+22.1%	+32.3%	+37.8%

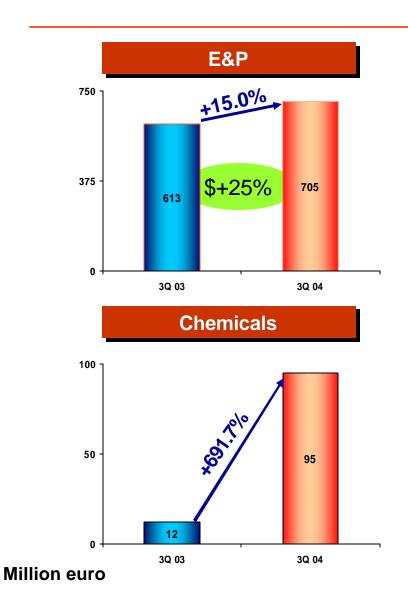
### 3<sup>rd</sup> Quarter Results

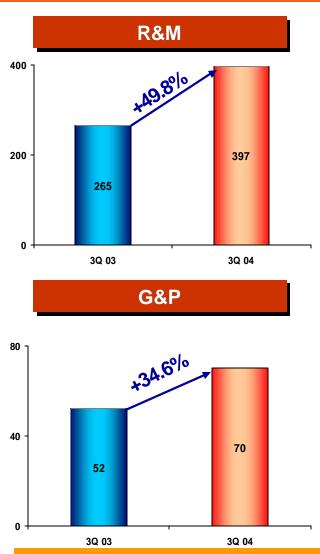




## Operating income by business areas



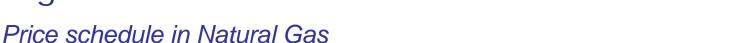




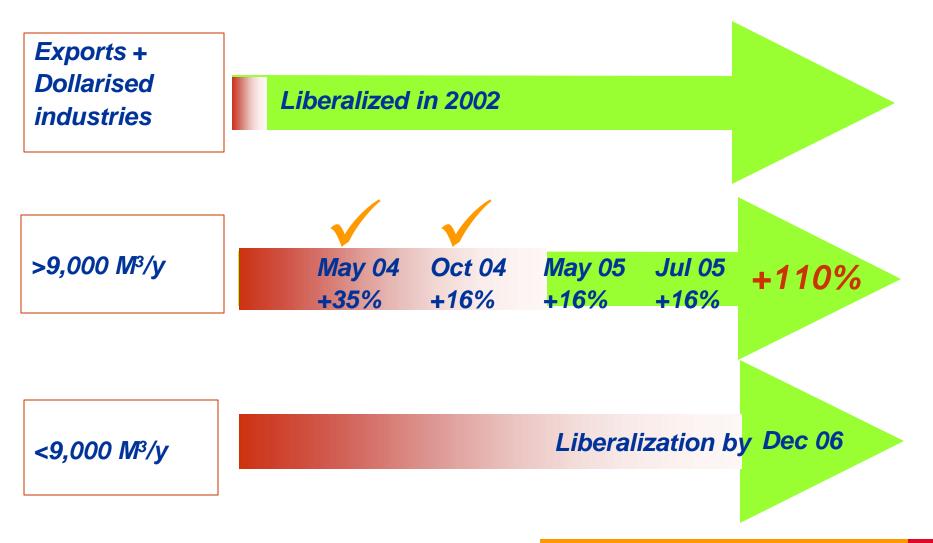




# **BUSINESS UPDATE**







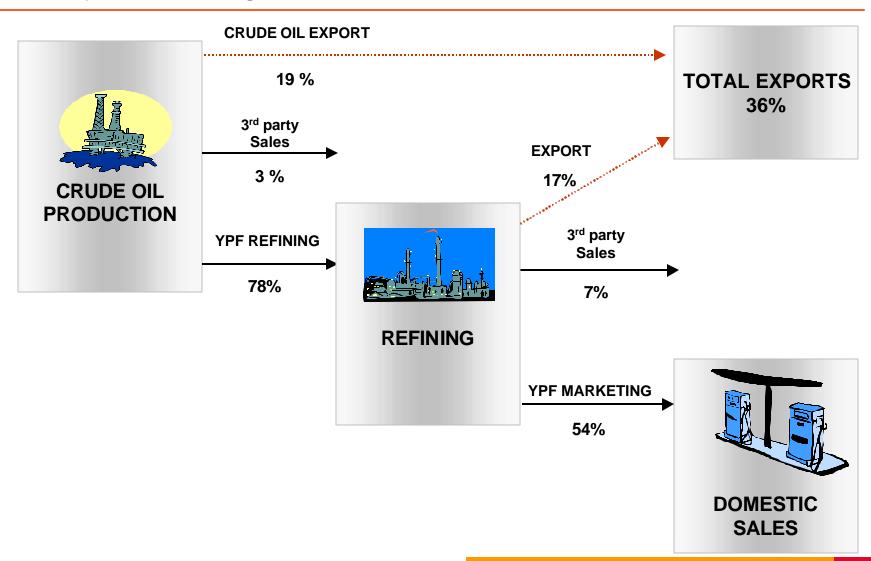
#### Natural Gas Pipelines





# REPJOL YPF

#### Balance of Repsol YPF in Argentina 2004E



#### Pricing of Crude Oil



Crude oil export price = (WTI - QA)\*(1-t)

**QA** = quality + position adjustment

t = effective tax rate (see table) Effective= 1-(1/(1+Rate))

WTI (US\$/Bbl)	Rate (%)	Effective rate (%)
< 32	25%	20,0%
32.01 to 34.99	28%	21,9%
35 to 36.99	31%	23,7%
37 to 38.99	34%	25,4%
39 to 40.99	37%	27,0%
41 to 42.99	40%	28,6%
43 to 44.99	43%	30,1%
> 45	45%	31,0%

#### Oils Products Export price

Selling price: International prices \*(1 - t')

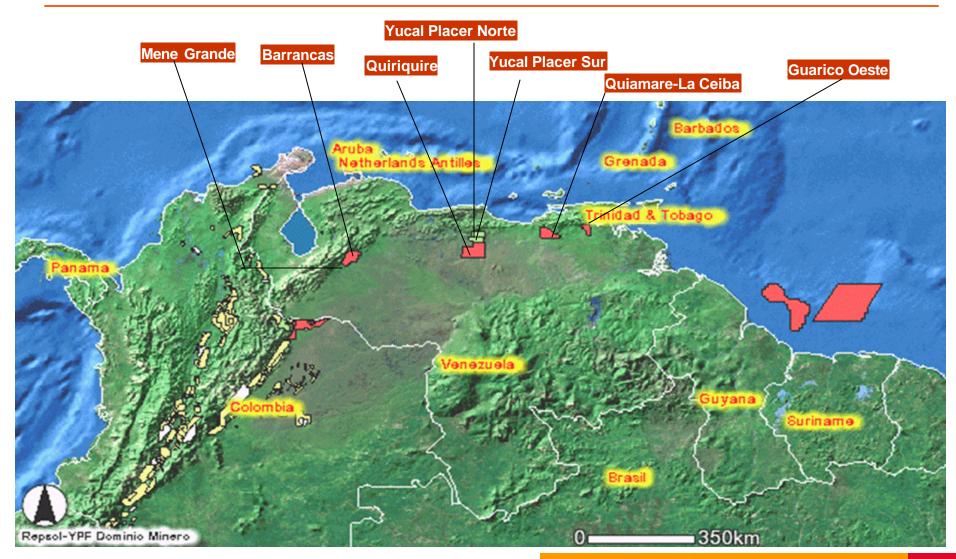
t' = see table

	Gasoline	Diesel	LPG
Export taxes	5%	5%	20%

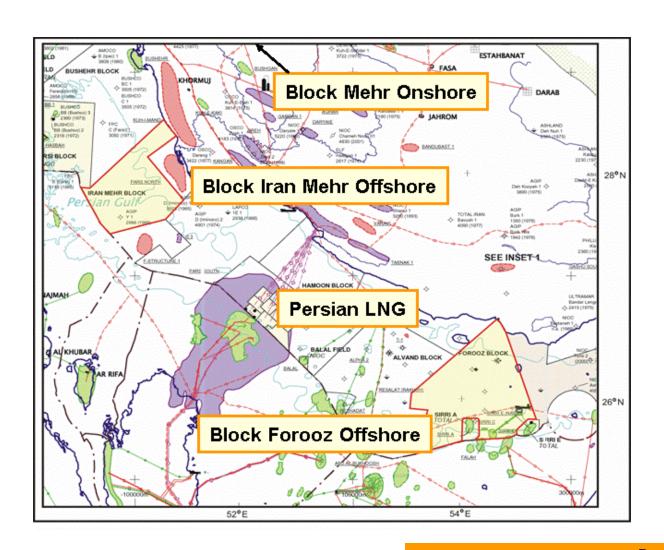
NOTE: The export tax costs are showed in production costs in the item royalties and production taxes

#### Venezuela





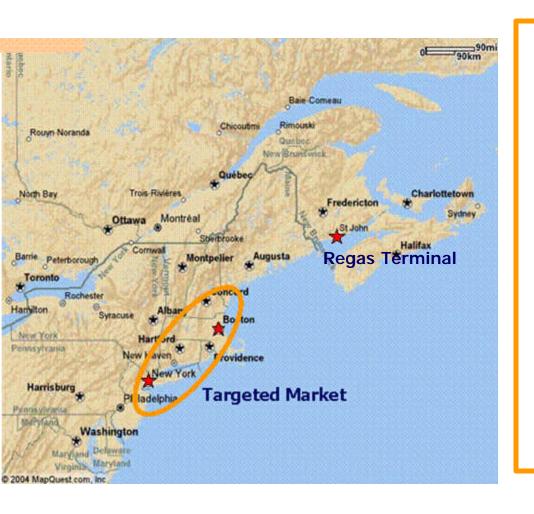




## **LNG** Developments

#### Regasification Terminal





- ✓ New Regasification terminal.
- ✓ Located in St. John, New Brunswick, Canada.
- ✓ Partners: Irving Oil/Repsol YPF.
- ✓ Close to high value natural gas markets in northeastern USA.
- ✓ Initial capacity: 5 bcma.

#### Borealis





- **√** 38% Cracking
- **✓ 28% Polyolefin's**
- **√** 55% Polyethylene



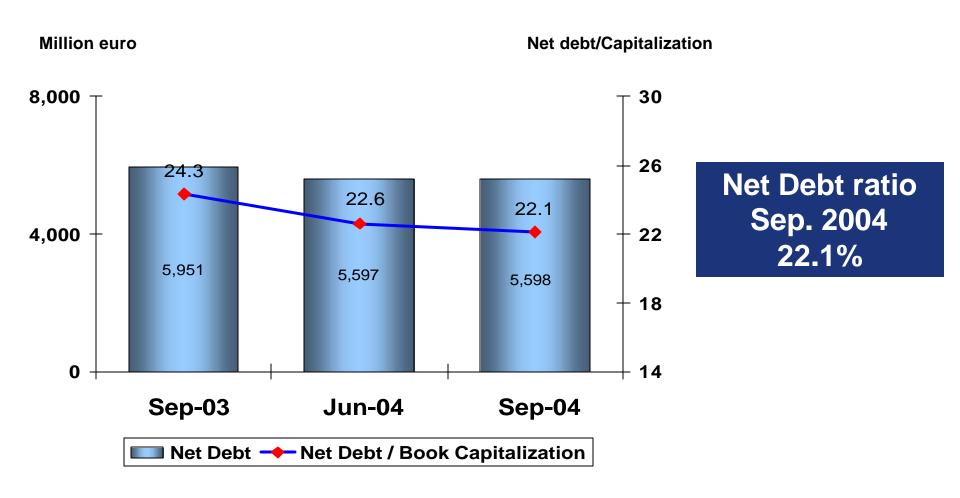




# FINANCIAL EVOLUTION

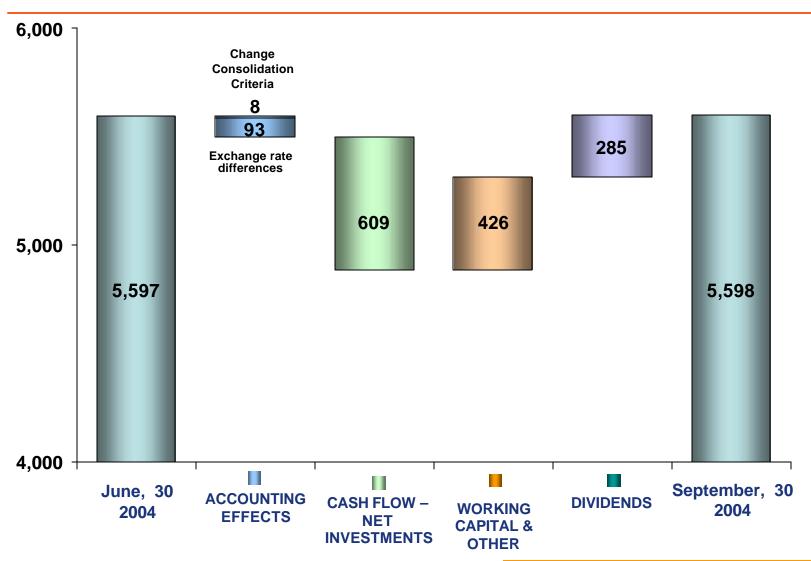
#### **Net Financial Debt**





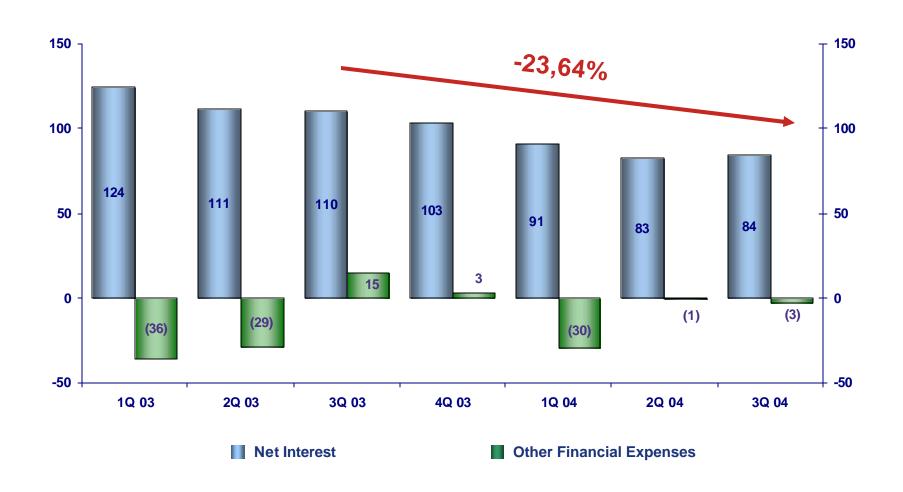
#### **Net Debt Variation**





#### **Evolution Of Financial Results**





## **Financial Ratios**



	Dec 31 2003	Jun 30 2004	Sep 30 2004
NET DEBT	5,047	5,597	5,598
BOOK CAPITALIZATION	23,072	24,731	25,346
NET DEBT / BOOK CAPITALIZATION (%)	21.9	22.6	22.1
EBITDA	6,156	3,251	5,144
NET DEBT / EBITDA (X)	0.82	0.86	0.82
AFTER TAX CASH-FLOW	4,477	2,461	3,794
AFTER TAX CASH-FLOW / NET DEBT (%)	88.7	87.9	90.4
NET INTEREST EXPENSES	447	173	257
EBITDA / NET INTEREST (X)	13.8	18.7	20.0

# 2014 Bond and cost of a 10 year US\$ financing REPFOL





01/10/2003 31/10/2003 30/11/2003 30/12/2003 29/01/2004 28/02/2004 29/03/2004 28/04/2004 28/05/2004 27/06/2004 27/07/2004 26/08/2004 25/09/2004

THEORETICAL 10 YEAR FINANCING COST IN US\$ = US\$ 10 YR SWAP RATE + US\$ 10 YR REPSOL YPF SPREAD + NEW ISSUE FEES



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