



# 2<sup>nd</sup> QUARTER 2004 PRELIMINARY RESULTS

WEBCAST-CONFERENCE CALL

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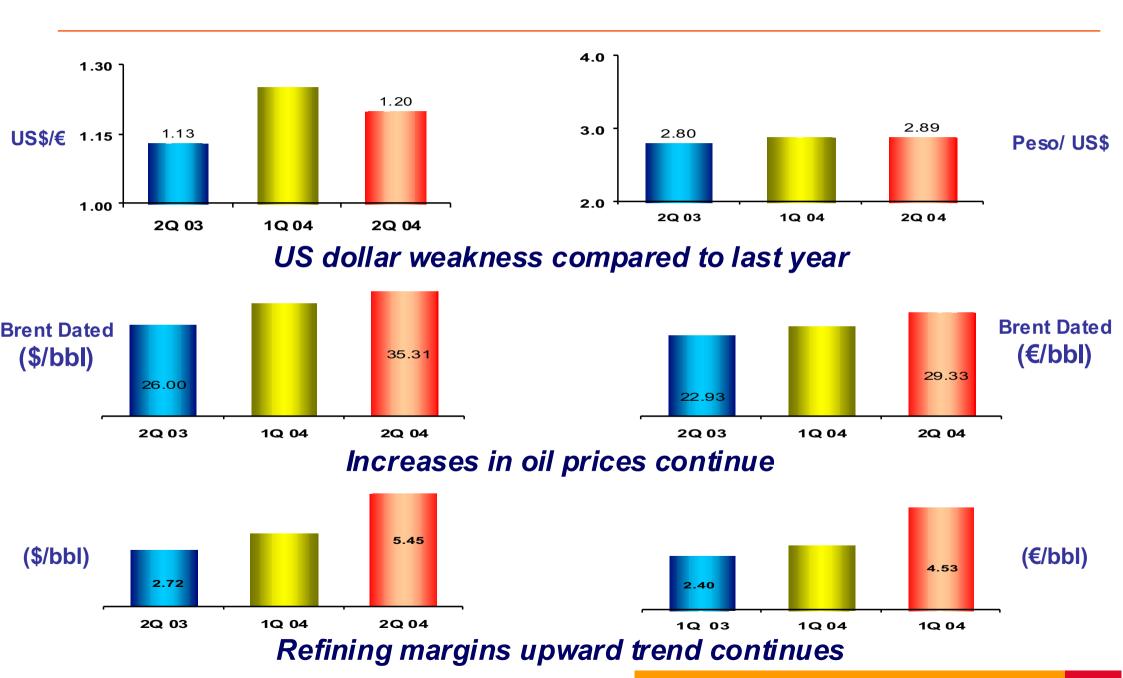


# **HIGHLIGHTS**

Ramón Blanco COO

#### **General Environment**





# Highlights 2Q 2004 vs. 2Q 2003



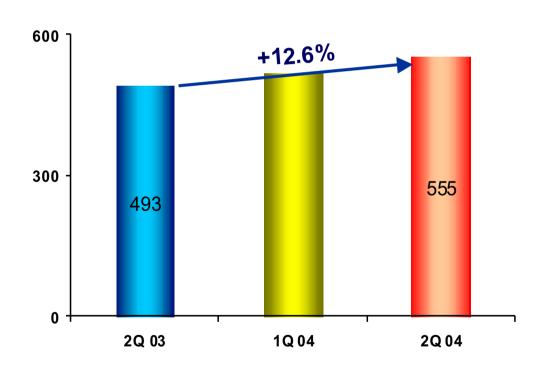
- 18% Increase in operating income
- 8% Growth in natural gas production
- 553 Million euros of free cash flow generation
- 70% Rise in marketing of LNG
- Tax rate increase to 38% from 32% in previous year

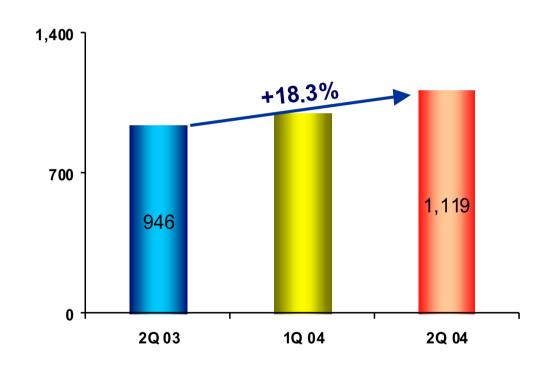
# **2<sup>nd</sup> Quarter Results**



## **Net Income**

# **Operating Income**





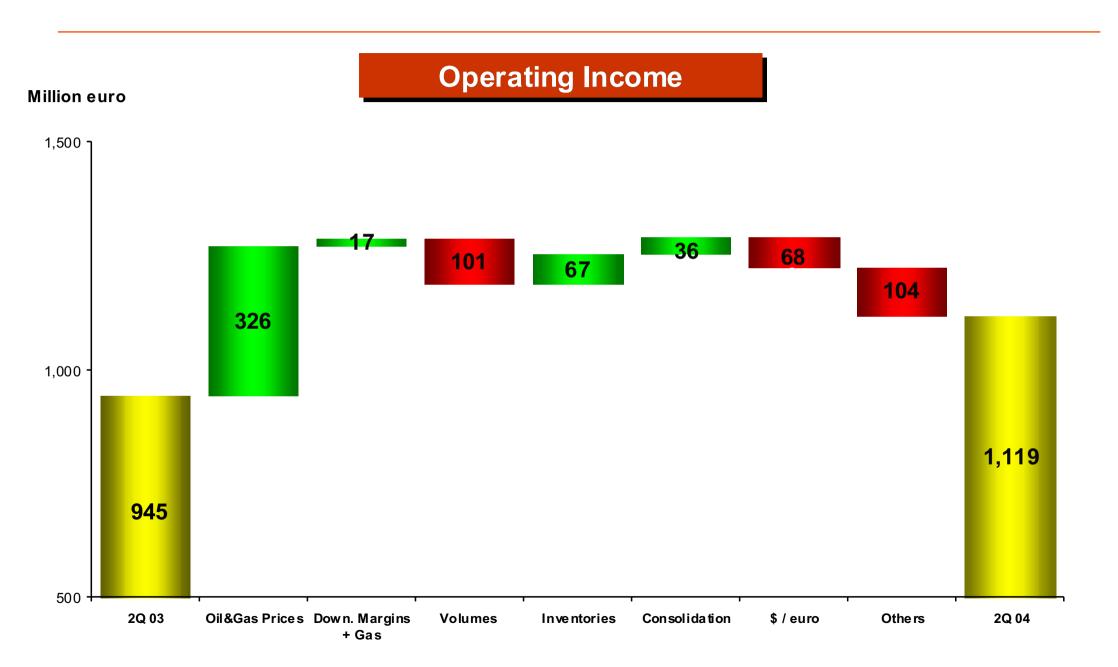
# **Comparison 2Q 04 VS. 2Q 03**



	REPORTED in €	+ REPORTED in US\$	+ Adj. by Tax Rate
Operating Income	+18.3%	+25.2%	+25.2%
Net Income	+12.6%	+18.5%	+30.5%
Adj. Net income	+5.1%	+11.1%	+19.6%
After tax Cash Flow	+9.0%	+15.8%	+20.4%

# **2<sup>nd</sup> Quarter Results**

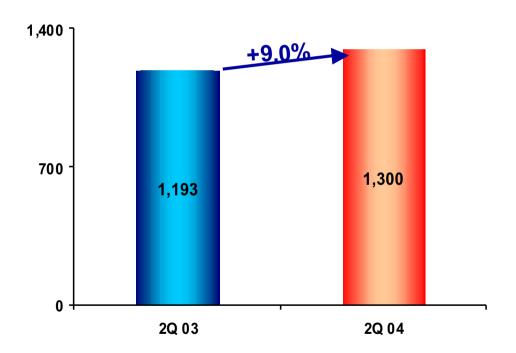




# **2<sup>nd</sup> Quarter Results**



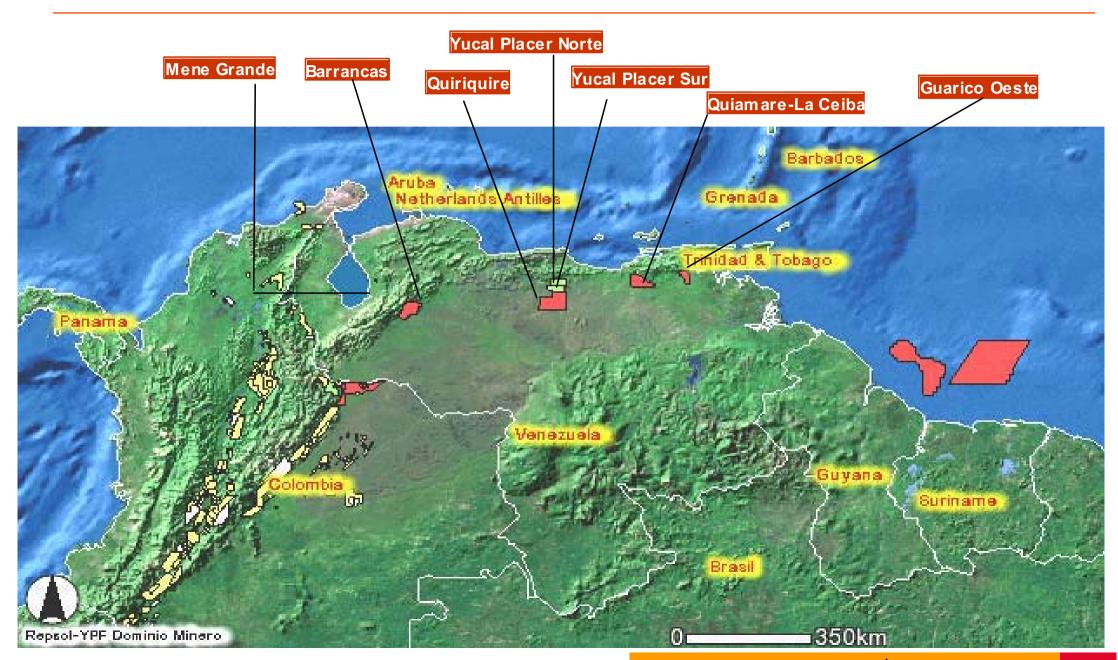
#### After Tax Cash Flow



Million €

#### Venezuela





#### **Bolivia**



Tuichi \_\_\_\_\_ Sara Boomerang I Sara Boomerang III Surubi Noroeste — Surubi ——— Amboro - Espejos — Charagua \_\_\_\_\_ Camiri Caipipendi \_\_\_\_\_ MARGARITA \_\_\_\_\_ Sabalo — Cambari

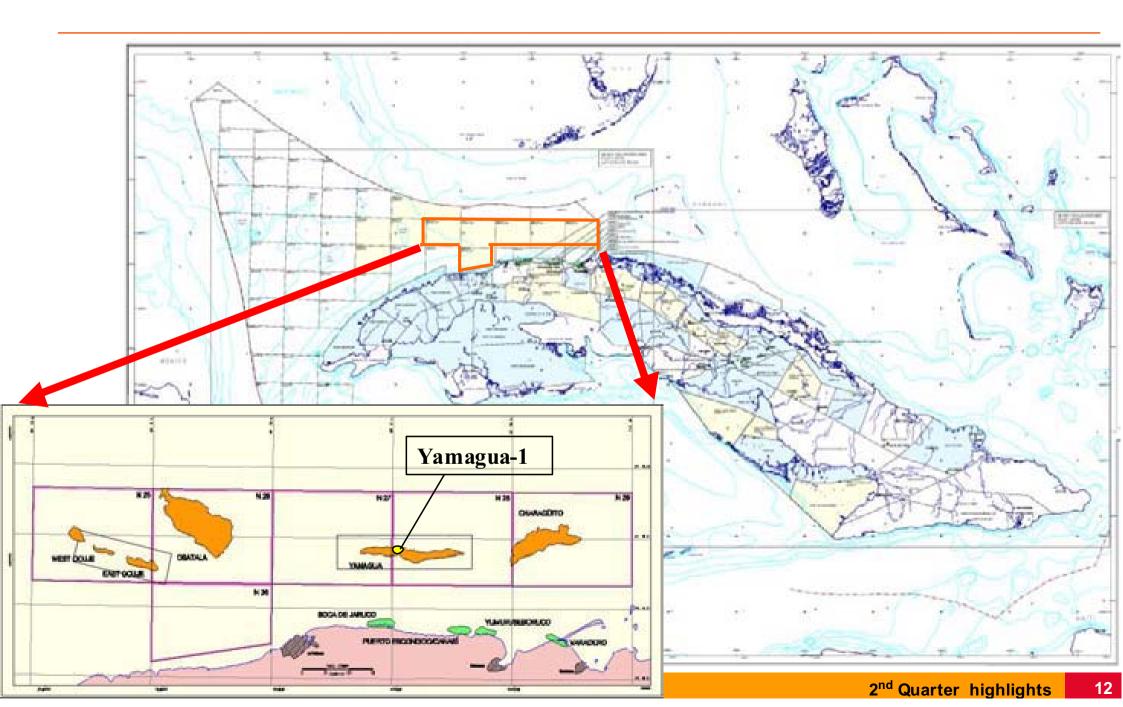
#### Referendum



- 1. Do you agree with the repeal of Hydrocarbons Law 1698, passed by Gonzalo Sanchez de Lozada?
- 2. Do you agree with the recovery of all hydrocarbon property at well head for the Bolivian State?
- 3. Do you agree with re-founding YPFB (state oil company), recovering state property held in Bolivians' stocks in the privatised oil companies, in a way that will allow it to participate in the entire process of producing hydrocarbons?
- 4. Do you agree with President Carlos Mesa's policy of using gas as a strategic resource to gain useful and sovereign access to the Pacific Ocean?
- 5. Do you agree with Bolivia exporting gas in a way that covers local consumption, promotes the industrialization of the gas within the country, charges oil companies taxes and/or usage fees of up to 50% of the value of oil and gas production, and uses these resources primarily for education, healthcare, roads and jobs?

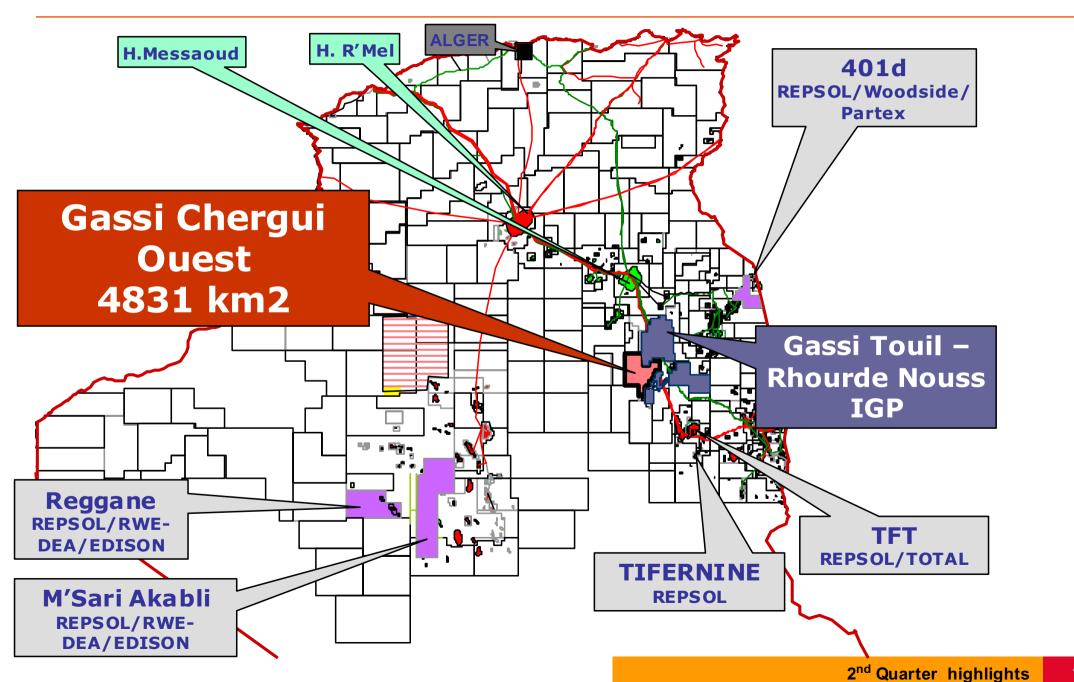
# Cuba





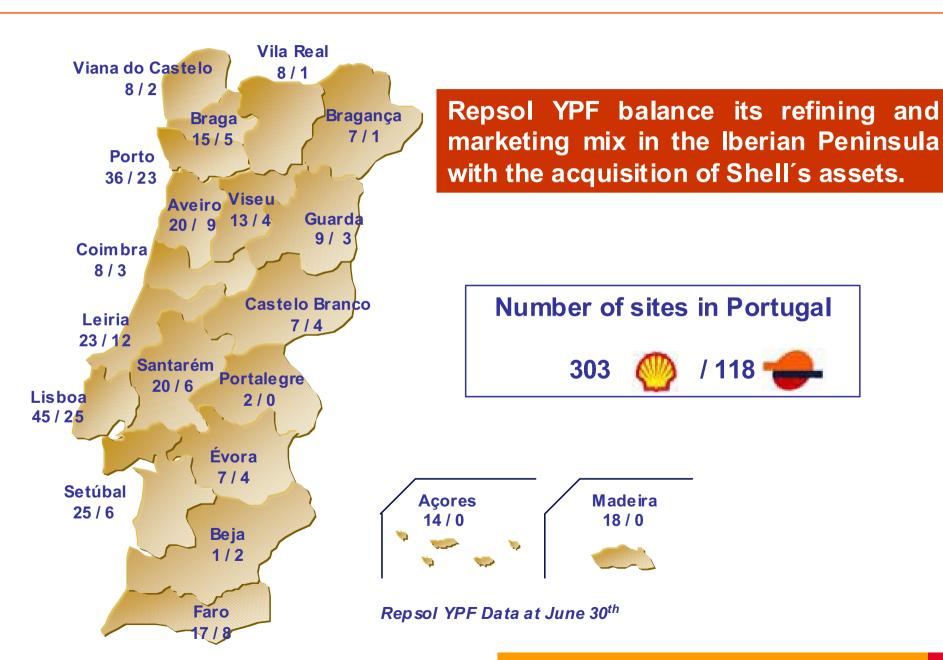
# **Algeria**





# **Portugal**







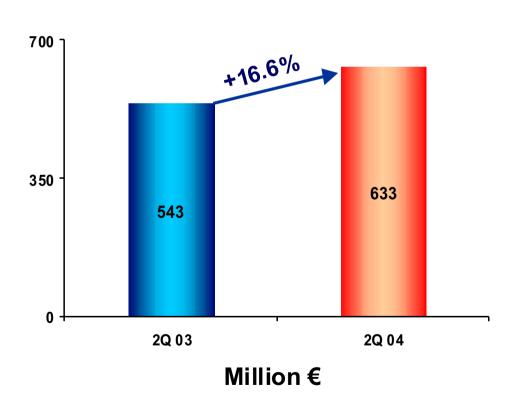


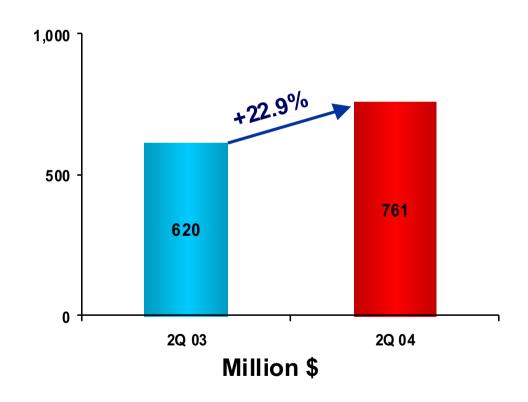
**RESULTS** 

# **Exploration & Production**



#### **Operating Income**





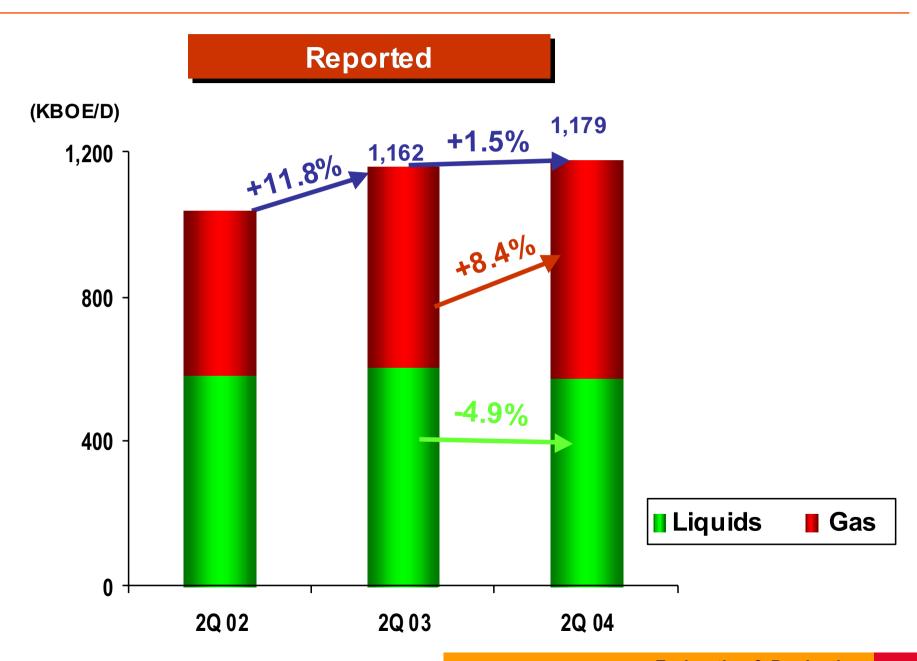
# Negative effects on Operating income in 2Q 04 REPFOL IN



		Million US\$
• Higher downstream discount		<b>63</b>
• Higher expo	ort taxes	6
• Strikes		
• Operating p	oroblems	<b>51</b>
• Underlifting		
Total Effects		120

# **Hydrocarbon Production**



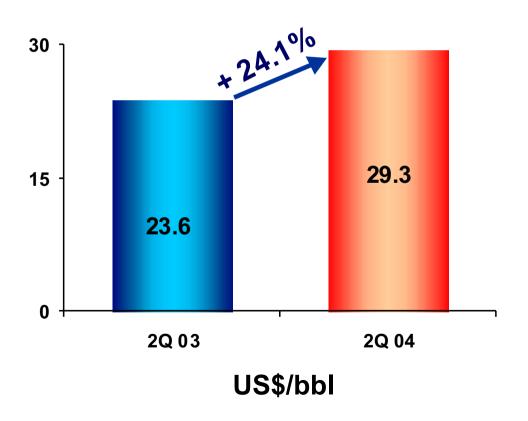


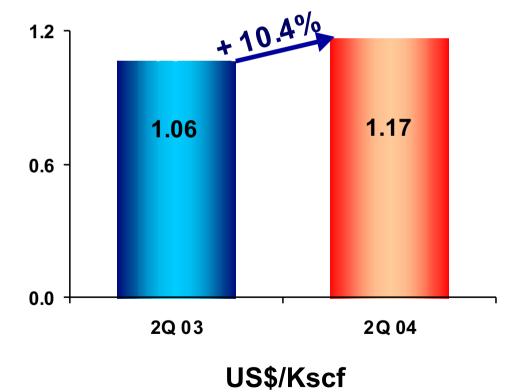
#### **Realisation Prices**



#### Liquids

#### **Natural Gas**

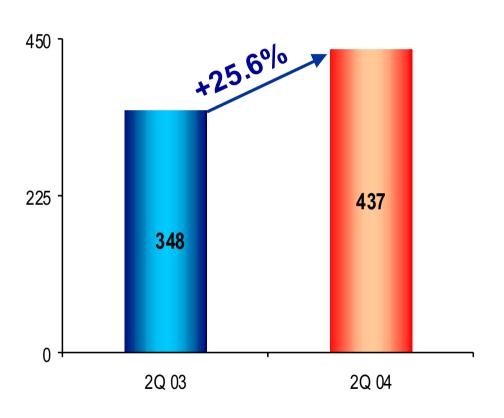


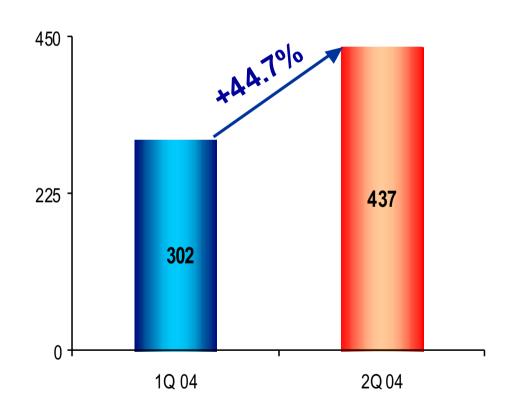


# **Refining & Marketing**



#### **Operating Income**



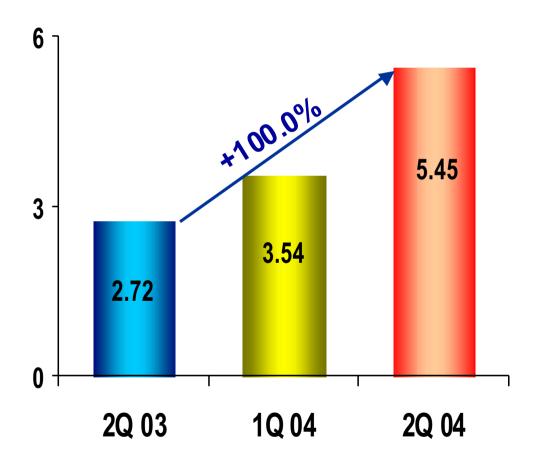


#### **Million Euro**

# **Refining margins**



(\$/bbl)

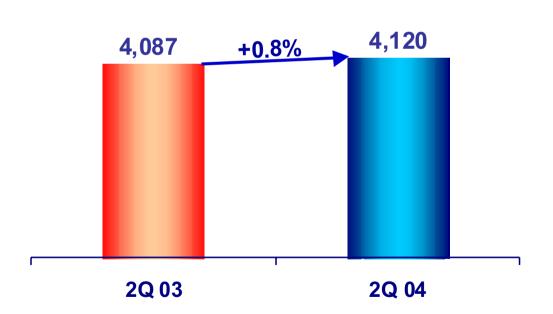


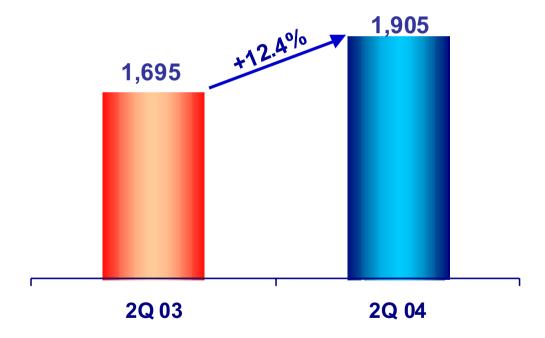
#### **Sales to Own Network**



Spain
Light product sales

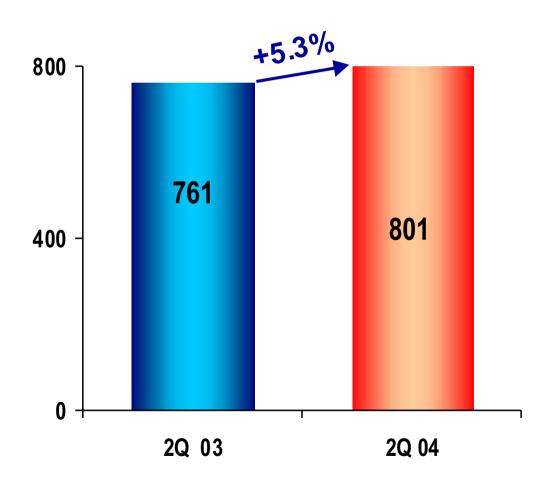
Argentina Refined product sales







#### **Total LPG Sales**

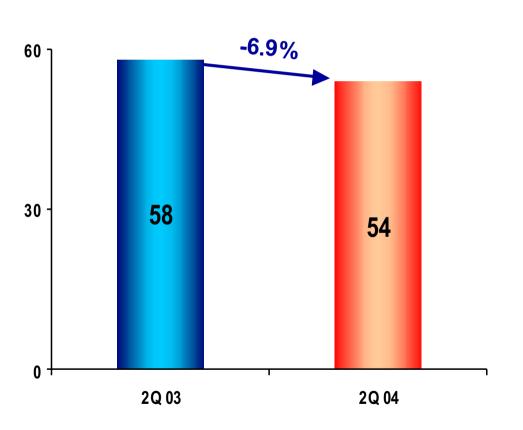


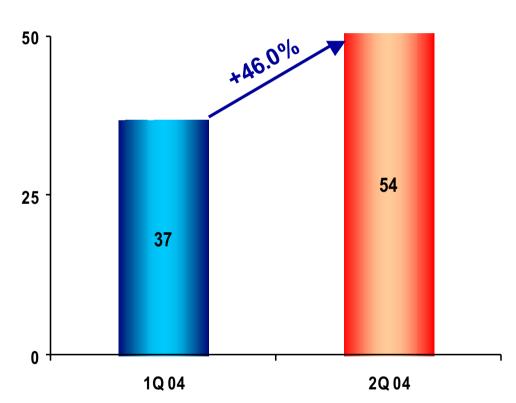
- + 4.7% in Spain
- + 5.7% in Latam

## **Chemicals**



# **Operating Income**

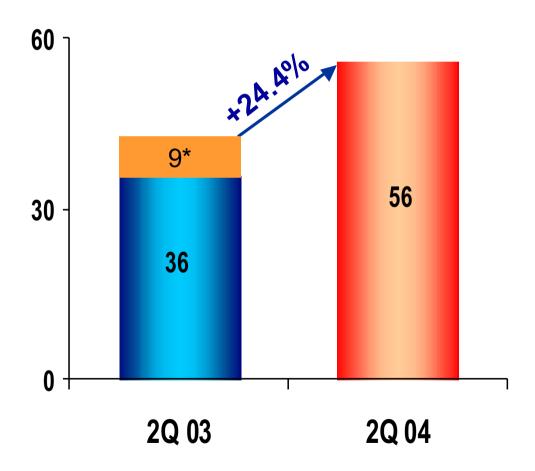




#### **Gas & Power**



# **Operating Income**

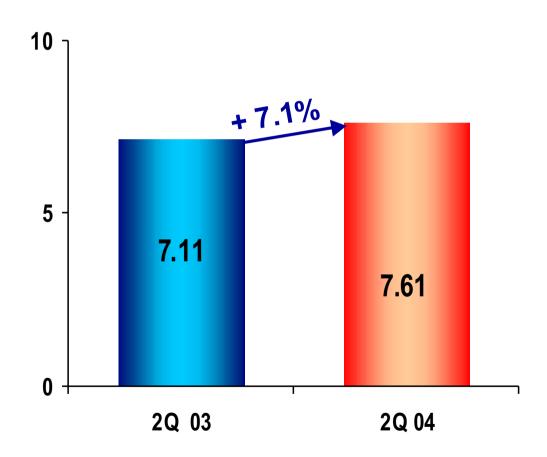


**Million Euro** 

(\*)Consolidation effects

# **Gas Sales**





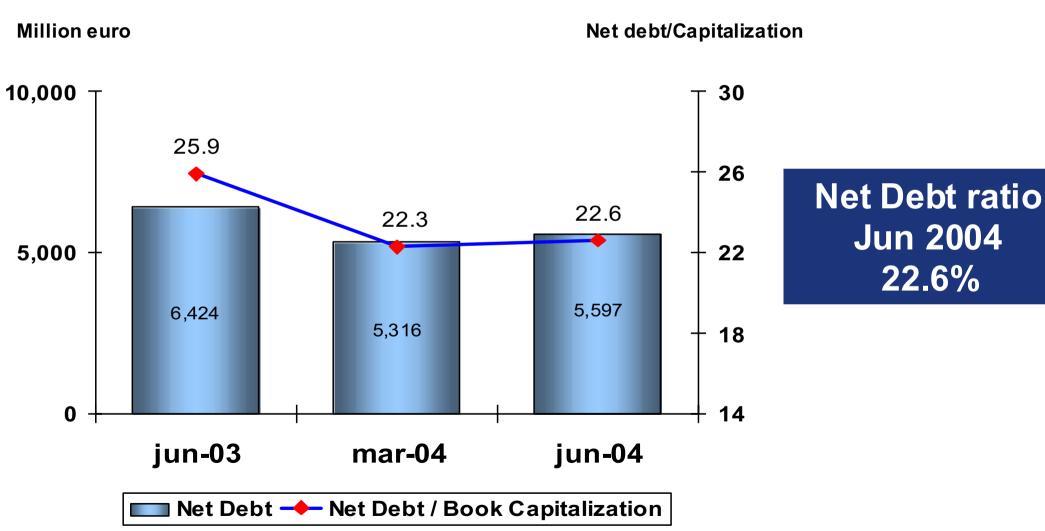




# FINANCIAL EVOLUTION

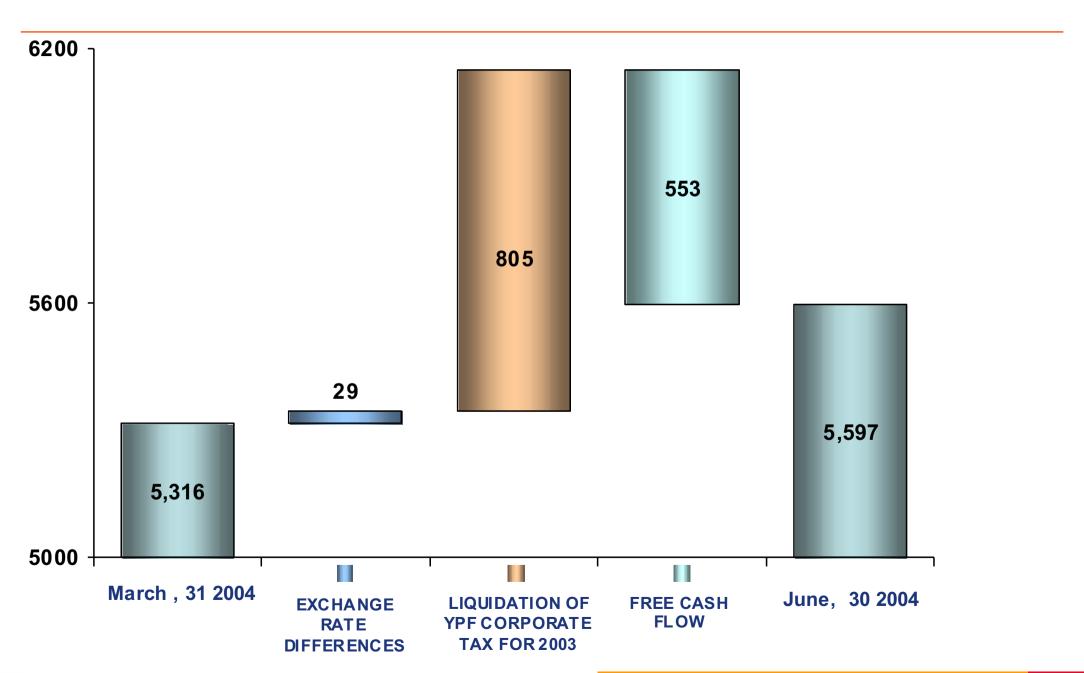
#### **Net Financial Debt**





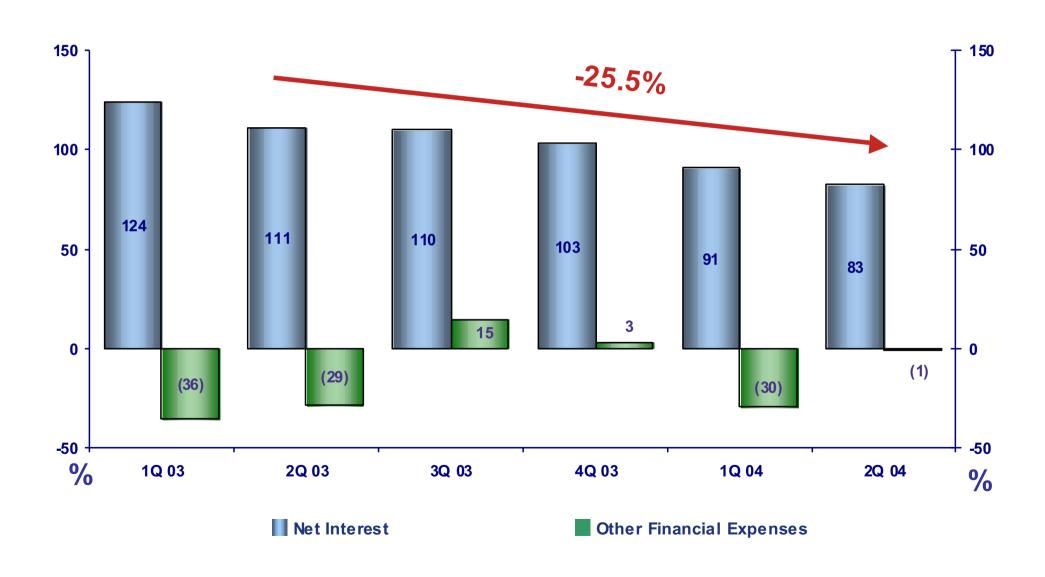
#### **Net Debt Variation**





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





# **Financial Ratios**



	Dec 31 2003	Mar 31 2004	Jun 30 2004
NET DEBT	5,047	5,316	5,597
BOOK CAPITALIZATION	23,072	23,882	24,731
NET DEBT / BOOK CAPITALIZATION (%)	21.9	22.3	22.6
EBITDA	6,156	1,552	3,251
NET DEBT / EBITDA (X)	0.82	0.86	0.86
NET CASH-FLOW	4,477	1,161	2,460
NET CASH-FLOW / NET DEBT (%)	88.7	87.4	87.9
NET INTEREST EXPENSES	447	91	173.4
EBITDA / NET INTEREST (X)	13.8	17.1	18.7



# 2<sup>nd</sup> QUARTER 2004 RESULTS

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