



# YPF

## Investor Presentation

As of September 2016

Safe harbor statement under the US Private Securities Litigation Reform Act of 1995.

This document contains statements that YPF believes constitute forward-looking statements within the meaning of the US Private Securities Litigation Reform Act of 1995.

These forward-looking statements may include statements regarding the intent, belief, plans, current expectations or objectives of YPF and its management, including statements with respect to YPF's future financial condition, financial, operating, reserve replacement and other ratios, results of operations, business strategy, geographic concentration, business concentration, production and marketed volumes and reserves, as well as YPF's plans, expectations or objectives with respect to future capital expenditures, investments, expansion and other projects, exploration activities, ownership interests, divestments, cost savings and dividend payout policies. These forward-looking statements may also include assumptions regarding future economic and other conditions, such as future crude oil and other prices, refining and marketing margins and exchange rates. These statements are not guarantees of future performance, prices, margins, exchange rates or other events and are subject to material risks, uncertainties, changes and other factors which may be beyond YPF's control or may be difficult to predict.

YPF's actual future financial condition, financial, operating, reserve replacement and other ratios, results of operations, business strategy, geographic concentration, business concentration, production and marketed volumes, reserves, capital expenditures, investments, expansion and other projects, exploration activities, ownership interests, divestments, cost savings and dividend payout policies, as well as actual future economic and other conditions, such as future crude oil and other prices, refining margins and exchange rates, could differ materially from those expressed or implied in any such forward-looking statements. Important factors that could cause such differences include, but are not limited to, oil, gas and other price fluctuations, supply and demand levels, currency fluctuations, exploration, drilling and production results, changes in reserves estimates, success in partnering with third parties, loss of market share, industry competition, environmental risks, physical risks, the risks of doing business in developing countries, legislative, tax, legal and regulatory developments, economic and financial market conditions in various countries and regions, political risks, wars and acts of terrorism, natural disasters, project delays or advancements and lack of approvals, as well as those factors described in the filings made by YPF and its affiliates with the Securities and Exchange Commission, in particular, those described in "Item 3. Key Information—Risk Factors" and "Item 5. Operating and Financial Review and Prospects" in YPF's Annual Report on Form 20-F for the fiscal year ended December 31, 2015 filed with the US Securities and Exchange Commission. In light of the foregoing, the forward-looking statements included in this document may not occur.

Except as required by law, YPF does not undertake to publicly update or revise these forward-looking statements even if experience or future changes make it clear that the projected performance, conditions or events expressed or implied therein will not be realized.

These materials do not constitute an offer for sale of YPF S.A. bonds, shares or ADRs in the United States or otherwise.

The background image shows two workers in white hard hats and blue and grey jackets. One worker has his hand on the shoulder of the other. The YPF logo is visible on the back of both jackets. A semi-transparent blue overlay with a white border is positioned in the foreground, containing a numbered list.

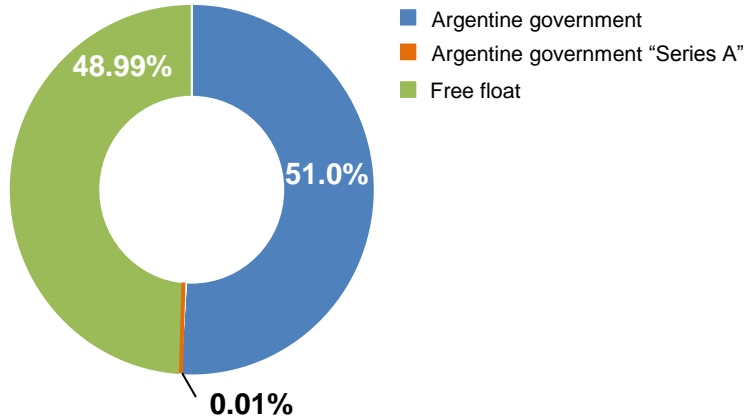
**1** Company Overview

**2** Upstream and Downstream

**3** Financial Results

**4** Conclusions

## Shareholder structure



### Markets



YPF



YPFD

### Ratings

FitchRatings

B  
AA (Arg)

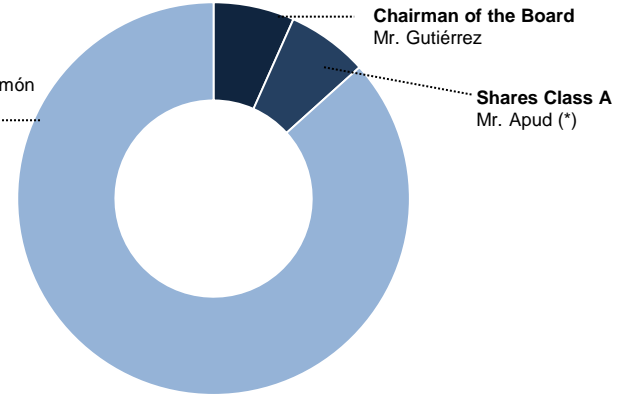
MOODY'S

B3  
N/A (Arg)

## Board composition

### Other Members

Mr. Monti  
Mr. Rodriguez Simón  
Mr. Bruno  
Mr. Donnini  
Mr. Di Piero  
Mr. Vaquié  
Mr. Isasmendi  
Mr. Kokogian  
Mr. Frigerio  
Mr. Domenech  
Mr. Felices  
Mr. Montamat  
Mrs. Leopoldo



### Audit Comitee

Mr. Felices (President), Mr. Montamat, Mr. Domenech, Mr. Apud and Ms. Leopoldo

### Compliance Comitee

Mr. Rodriguez Simon (President), Mr. Apud, Mr. Frigerio and Ms. Leopoldo

### Appointments and Remuneration Committee

Mr. Montamat (President), Mr. Monti, Mr. Felices, Mr. Rodriguez Simón and Mr. Kokogian

### Risk and Sustainability Committee

Mr. Monti (President), Mr. Di Piero, Mr. Kokogian, Mr. Vaquie and Mr Bruno

### New CEO (as of July 2016)

Mr. Ricardo Darré

Revenues LTM <sup>1</sup>

**US\$ 14,764 mm**

Adj. EBITDA LTM <sup>1 2</sup>

**US\$ 4,202 mm**

Net income LTM <sup>1</sup>

**US\$ -2,179 mm**

Employees <sup>4</sup>

**22,025**

## Exploration and production

- Production <sup>7</sup>: 247,8 Kbbl/d of oil, 52,5 Kbbl/d of NGL and 44,4 Mm3/d of natural gas
- Proved Reserves <sup>3 4</sup> in 2015: 679 mm bbl of liquids and 547 mm boe of gas
- Unique unconventional opportunities: Vaca Muerta, Lajas, Pozo D-129

## Downstream - refining and logistics

- Total refining Capacity: 320 Kbbl/d <sup>4 5</sup> (more than 50% <sup>4</sup> of Argentina's total capacity)
- High level of conversion and complexity
- Nearly 2,700 km <sup>4</sup> of crude oil and 1,801 km <sup>4</sup> of refined products pipeline

## Downstream - petrochemicals

- The petrochemical business is integrated with the rest of the production chain
- Output Capacity: 2.2 <sup>4</sup> mm ton per annum

## Downstream - marketing

- The country's leading company in fuel marketing (56% <sup>7</sup> market share in diesel and gasoline)
- 1,538 <sup>4 6</sup> service stations

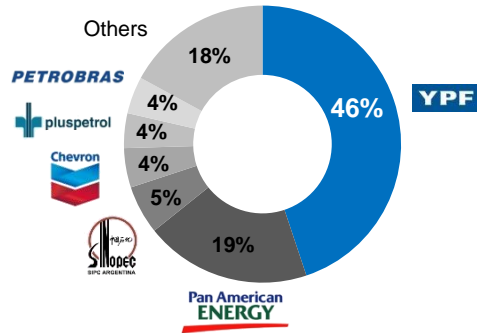
## Major Affiliates

- **MEGA**: Liquids separation and a fractioning plant
- **Metrogas**: Largest local gas distribution company
- **Refinor**: Refining, transportation and marketing of refined products
- **Profertil**: Fertilizer producer (urea and ammonia)
- **AESA**: Engineering, manufacturing, construction, operating and maintenance services to power and energy companies

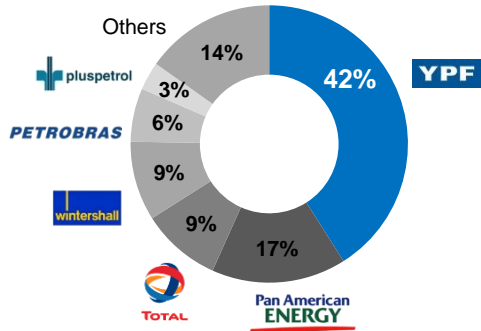
## Upstream

### Market Share Breakdown (%)

#### Oil Production <sup>1</sup>



#### Gas Production <sup>1</sup>

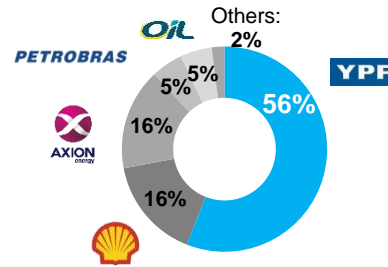


Source: IAPG  
 (1) Cumulative Jan – Sep 2016  
 (2) Cumulative Jan – Sep 2016  
 (3) As of December 2015

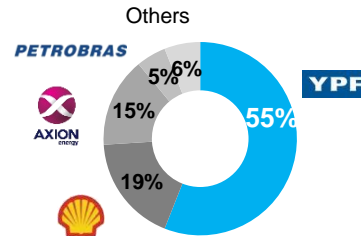
## Downstream

### Market Share Breakdown (%)

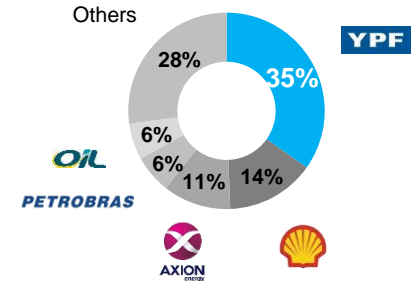
#### Crude Processing <sup>3</sup>



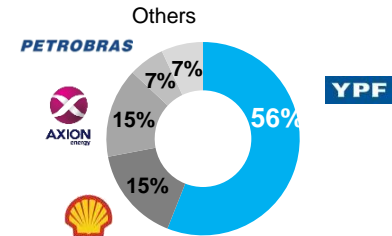
#### Gasoline <sup>2</sup>



#### No. of Gas Stations <sup>3</sup>



#### Diesel <sup>2</sup>



## Oil business



Production  
**248 Kbb/d**

**Domestic market**

Purchases



Refining  
**292 Kbb/d**

**Domestic market**

76% Domestic prices (gasoline, diesel)  
24% International prices (bunker, jet fuel, petrochemicals, lubricants, LPG and others)

**92%**



**Exports**

International prices (naphtha, LPG, jet fuel, petrochemicals, fuel oil, soybean oil and meal and others)

**8%**



## Natural gas business



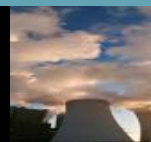
Upstream  
**44 mm m<sup>3</sup>/d**

**Domestic market**

**52%**  
**Residential + CNG**

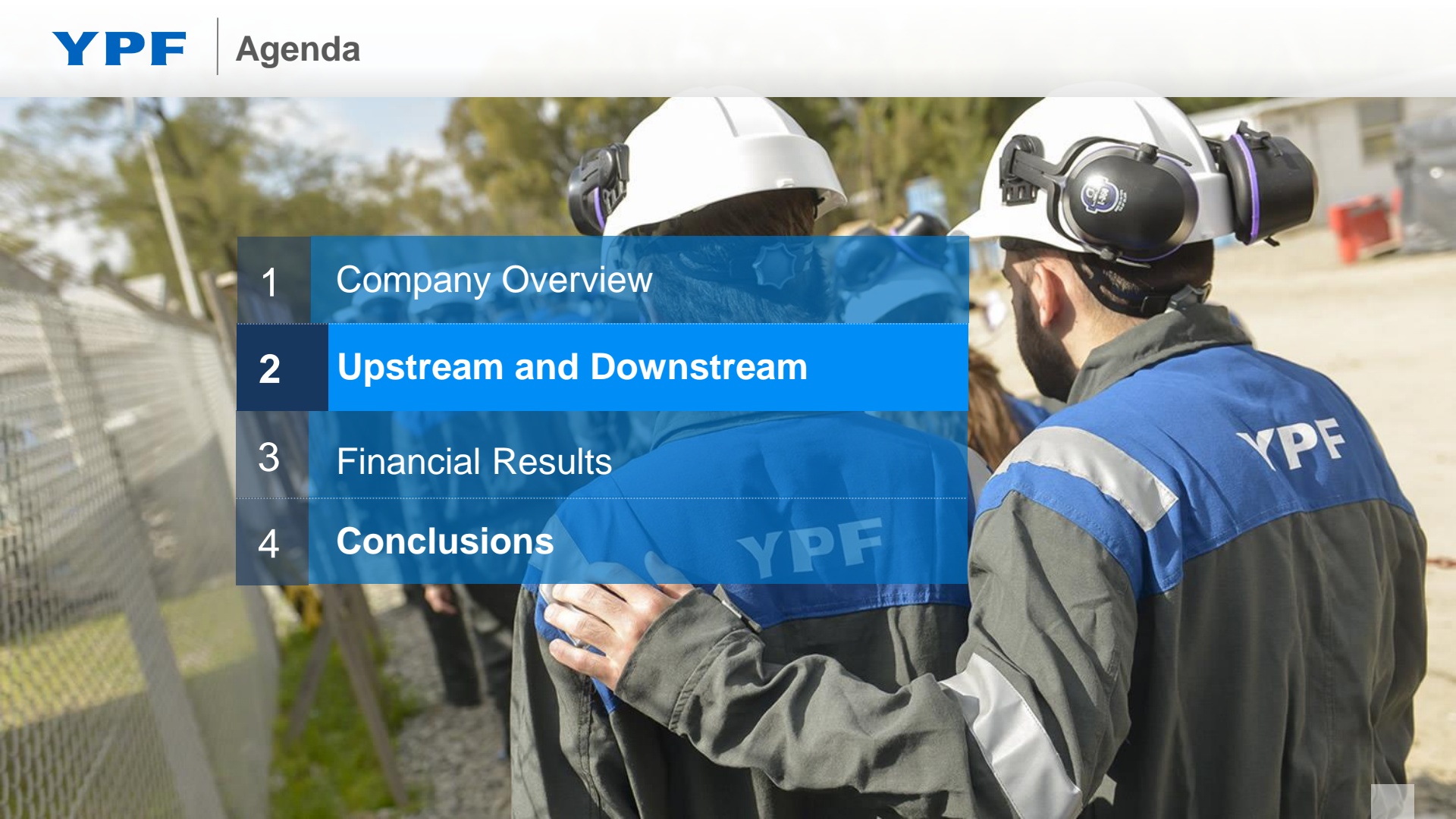


**24%**  
**Power plants**

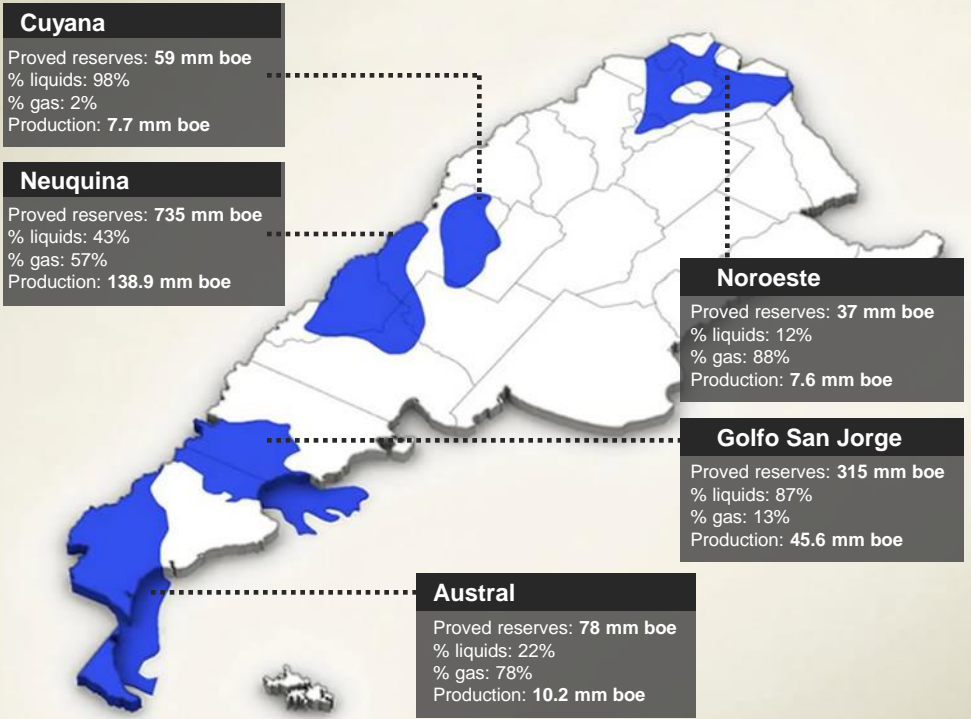


**24%**  
**Industrial**

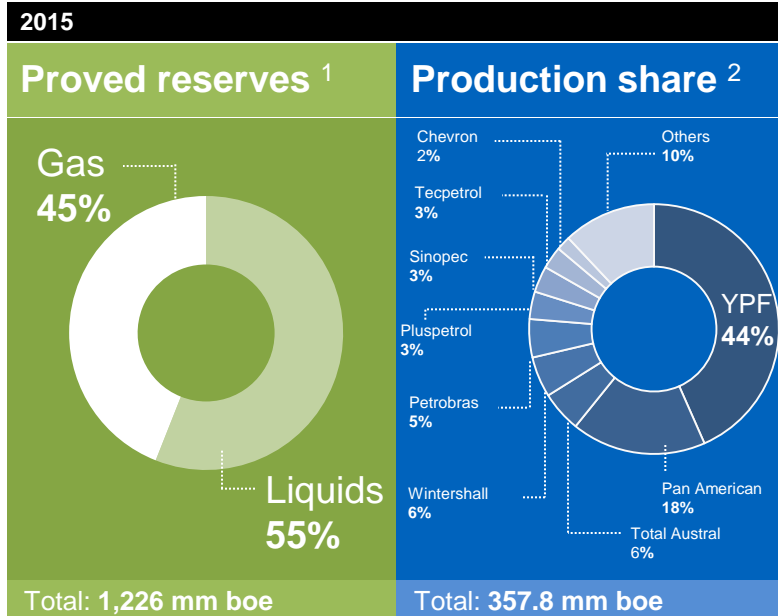


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YPF has **110 concessions** in the most productive Argentine basins (total reserves 1P: 1,226 mm boe) and **50 exploration blocks** in the country



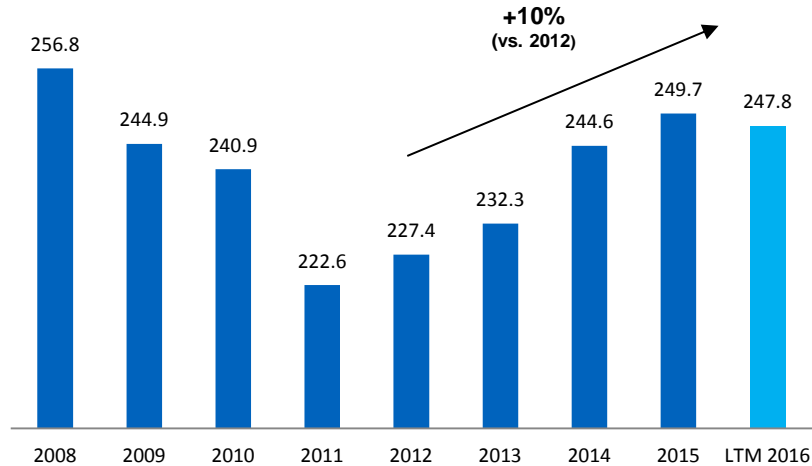
Source: Company data 2015

(1) Includes international reserves of 2.3 MBOE – (2) As of September 2016.

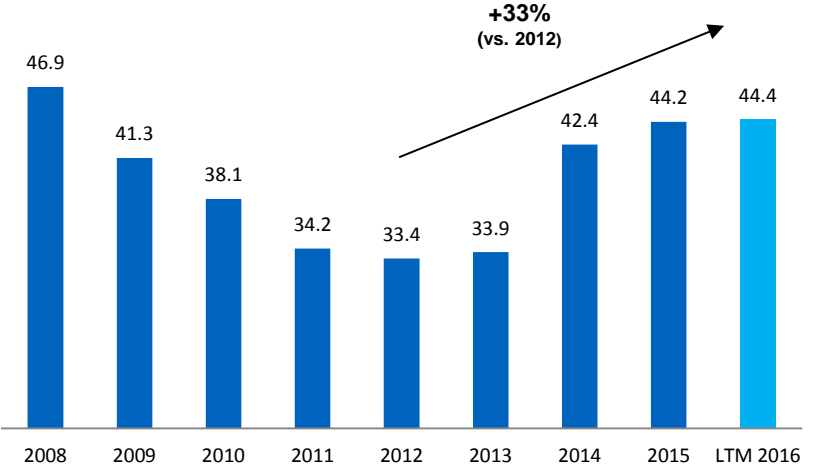
Source: IAPG, as of September 2016

Reverted downward trend in production seen in recent years

**Crude oil production (kbb/d)**

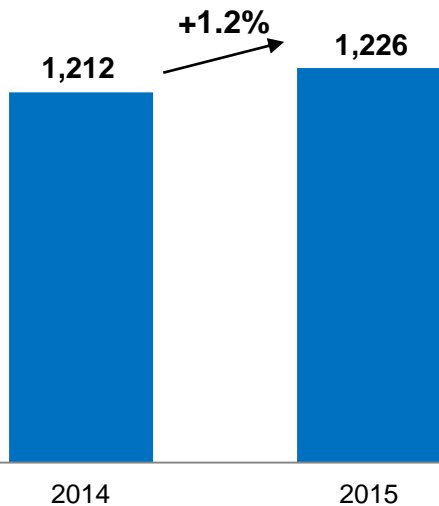


**Natural gas production (Mm<sup>3</sup>/d)**

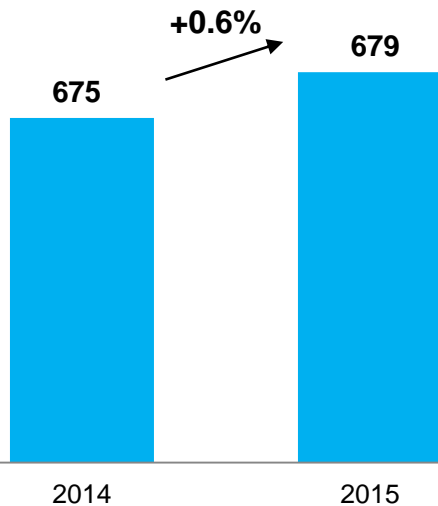


Proven Reserves increased by 1.2%; tight and shale Reserves accounted for 11% of total P1 reserves

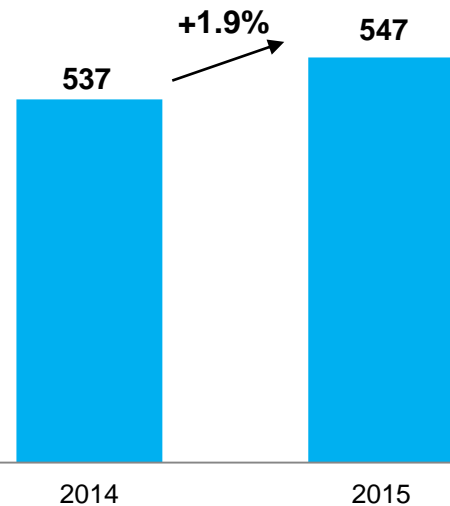
**Total Hydrocarbon (Mboe)**  
RRR: **107%**

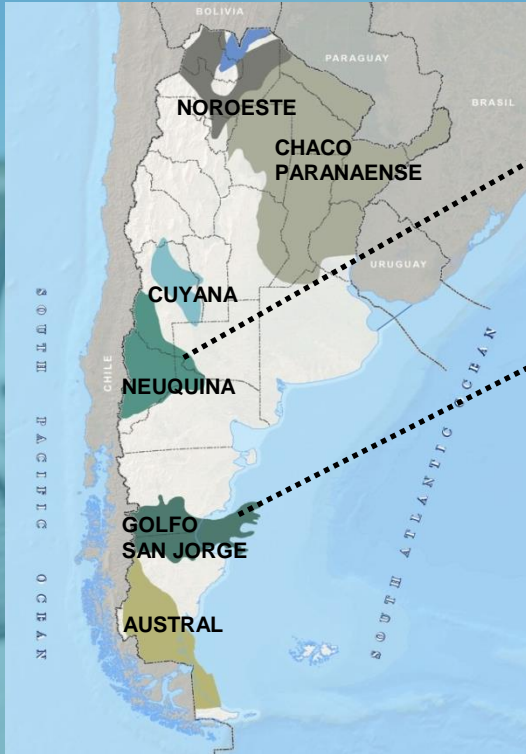


**Liquids (Mbbl)**  
RRR: **104%**



**Natural Gas (Mboe)**  
RRR: **110%**





## Tested & Producing

Vaca Muerta (shale oil / gas)

Agrio (shale oil)

Lajas (tight gas)

Mulichinco (tight gas)

Pozo D-129 (shale oil / tight oil)



## Other Opportunities

### Noroeste - Cretaceous

Yacoraite  
(shale / tight oil & gas)

### Noroeste - Tarija

Los Monos (shale gas)

### Neuquina

Los Molles (shale/ tight gas)

### Golfo San Jorge

Neocomiano (shale oil / gas)

### Chaco Paranaense

Devonian – Permian (shale oil)

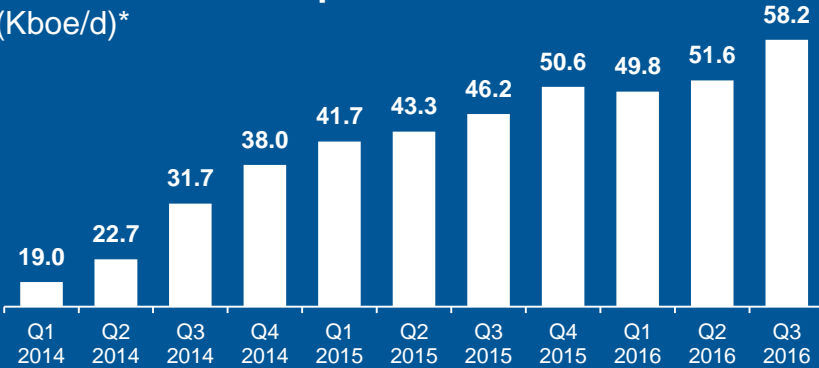
### Cuyana

Cacheuta (shale oil)  
Potrerillos (tight oil)

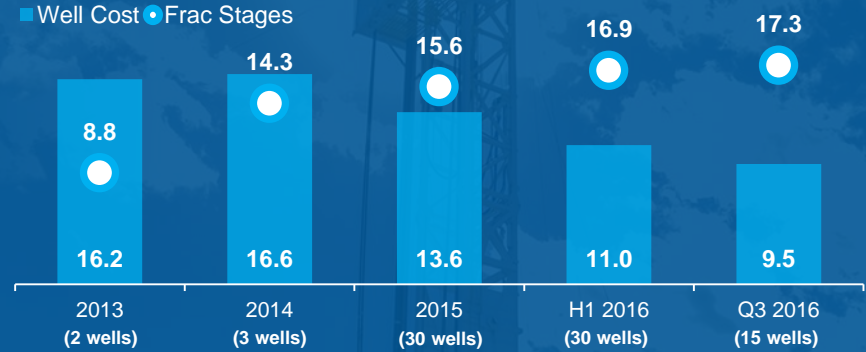
### Austral

Inoceramus

## Gross Shale O&G production (Kboe/d)\*



## Loma Campana horizontal wells cost



**522**

Producing wells

**24**

New wells in Q3 2016

**58.2**

Kboe/d Q3 2016 Shale production

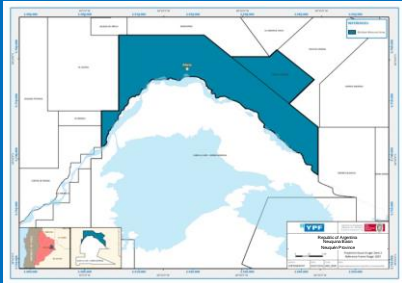
## Q3 2016 Shale Update

- Significant well cost reduction to USD 9.5 million.
- Good productivity of horizontal wells in Loma Campana and La Amarga Chica pushed up shale oil production.
- Increased treatment capacity in El Orejano up to 2.5 Mm3/d enabled shale gas production to increase.
- Promising results in an extended well in El Orejano (2,000m lateral length and 27 frac stages) with 400 km3/d peak production.

## Loma Campana

(395 km<sup>2</sup> - 97,607 acres)

Objective: **Vaca Muerta Shale Oil with Chevron**



**3.3% of total YPF's VM acreage <sup>1</sup>**

(1) 395 Km<sup>2</sup> / 12,075 Km<sup>2</sup>

Development model  
**290 Km<sup>2</sup> (71,661 acres)**

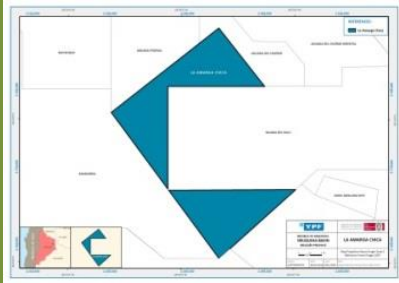
Full program  
of **~1,500 wells (US\$15 bn+)**

YPF Operates

## La Amarga Chica

(187 km<sup>2</sup> - 46,189 acres)

Objective: **Vaca Muerta Shale Oil with Petronas**



**1.55% of total YPF's VM acreage <sup>2</sup>**

(2) 187 Km<sup>2</sup> / 12,075 Km<sup>2</sup>

Pilot consisted  
on **US\$550 mm investment**

**~ 35 wells to be drilled**  
both verticals and horizontal

YPF Operates

## El Orejano

(45 km<sup>2</sup> - 11,090 acres)

Objective: **Vaca Muerta Shale Gas with Dow**



**0.37% of total YPF's VM acreage <sup>3</sup>**

(3) 45 Km<sup>2</sup> / 12,075 Km<sup>2</sup>

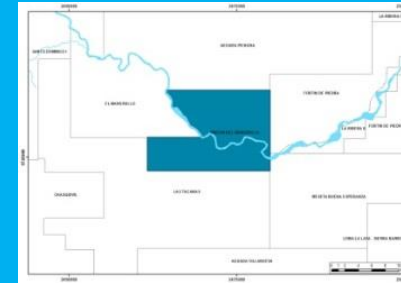
Initial investment  
of **US\$188 mm**

YPF Operates

## Rincón del Mangrullo

(183 km<sup>2</sup> - 45,200 acres)

Objective: **Mulichinco Tight Gas with Petrolera Pampa**



**1<sup>st</sup> stage**  
**40 km<sup>2</sup> of 3D seismic**  
**34 wells drilled**

**2<sup>nd</sup> stage**  
**15 wells drilled**

YPF Operates

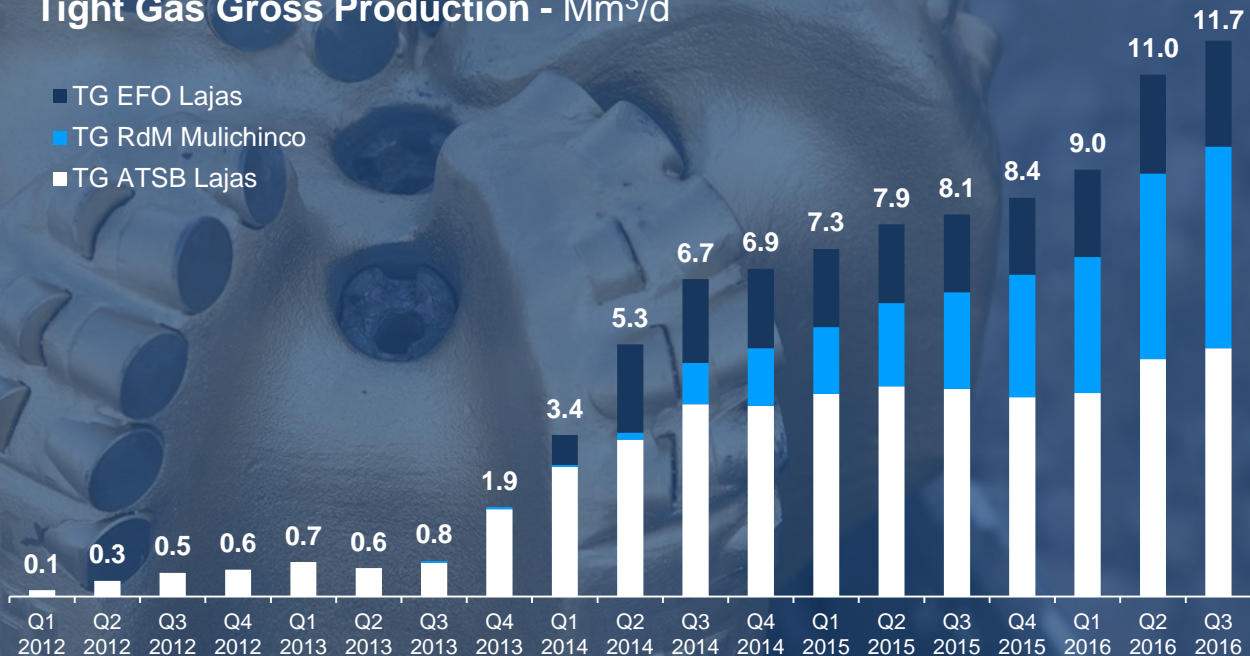
Tight gas production represented 21% of total natural gas production in Q3 2016.

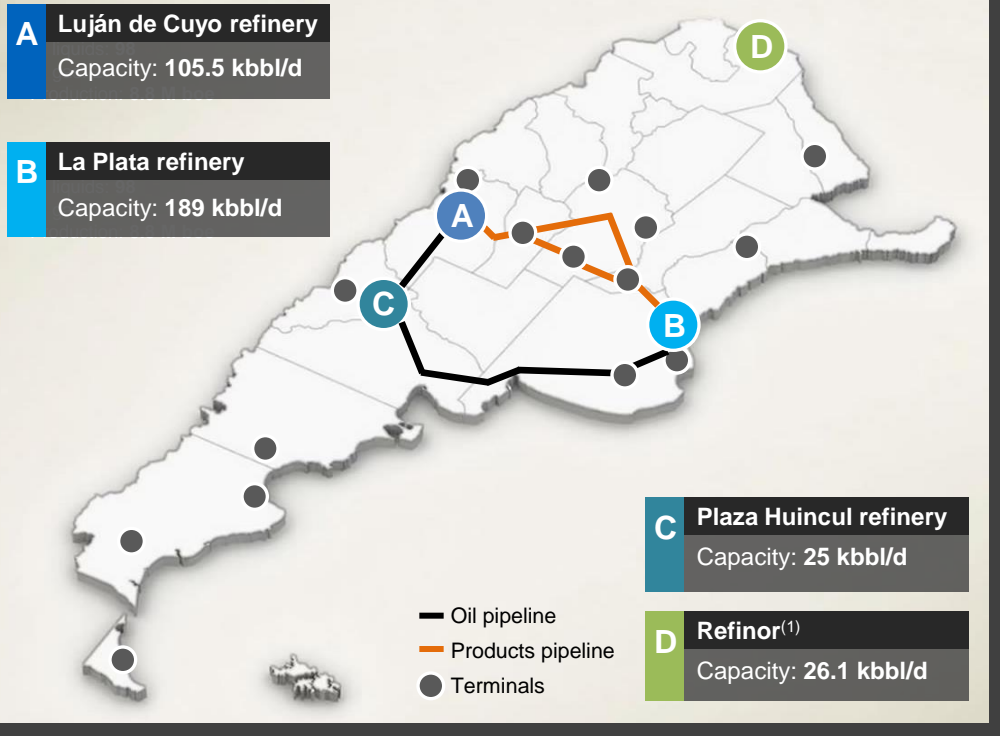
New compression facilities in RdM enabled significant production-per-well increase.

First horizontal infill well with 5 frac stages in RdM with 290km<sup>3</sup>/d peak production.

## Tight Gas Gross Production - Mm<sup>3</sup>/d

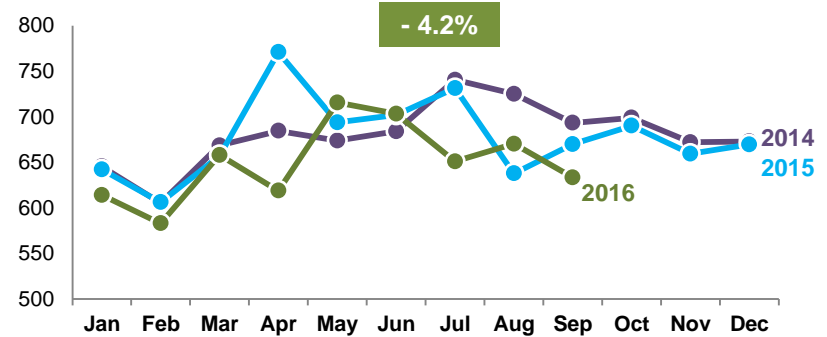
- TG EFO Lajas
- TG RdM Mulichinco
- TG ATSB Lajas



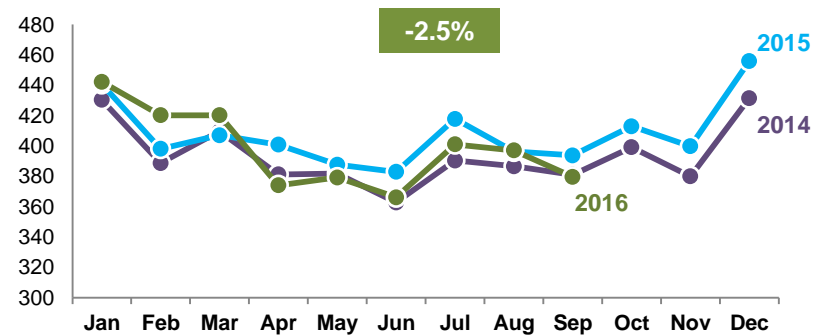


Source: 20-F 2015 (1) YPF owns 50% of Refinor (not operated)

## Monthly Diesel Sales (Km<sup>3</sup>)



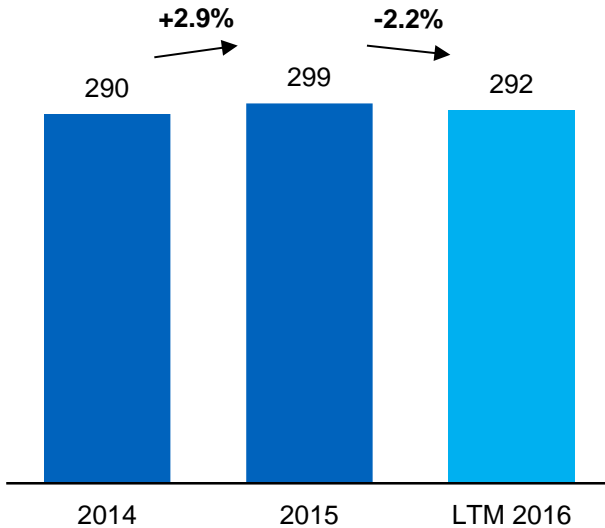
## Monthly Gasoline Sales (Km<sup>3</sup>)



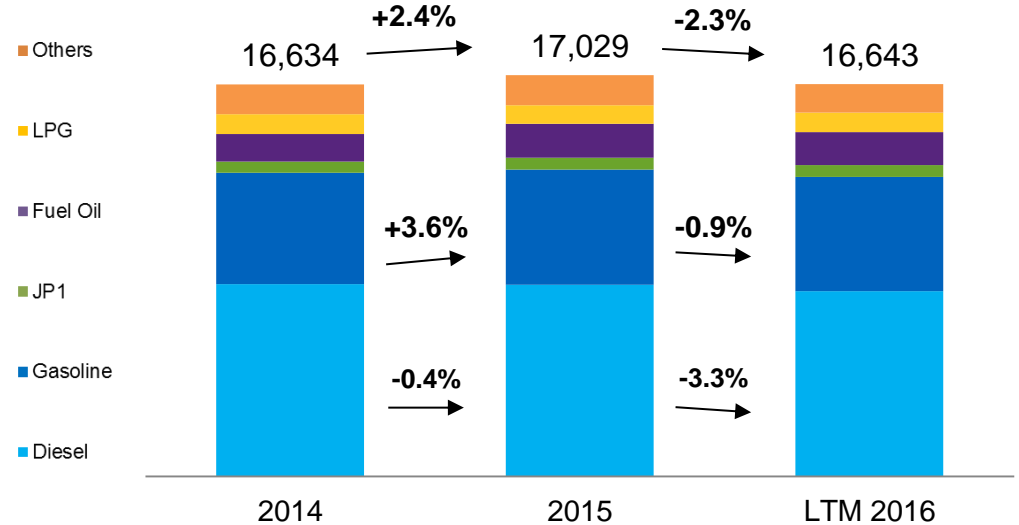


Refinery output affected by scheduled maintenance activity, mostly in our Plaza Huincul refinery. Sales volumes were down due to lower diesel and gasoline demand

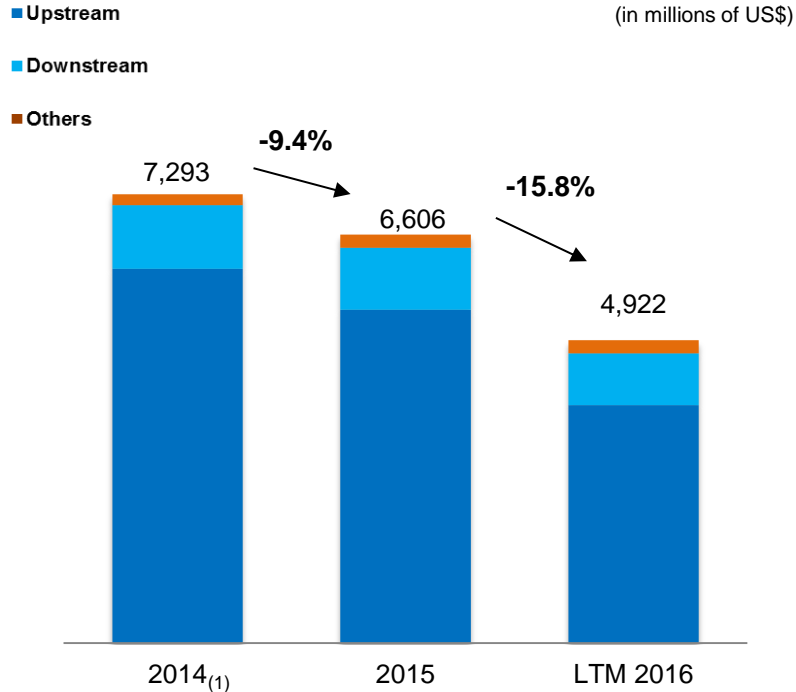
**Crude processed**  
(kbbbl/d)



**Domestic sales of refined products**  
(Km<sup>3</sup>)



## Capex was down in USD terms, mostly due to activity reduction in the Upstream segment



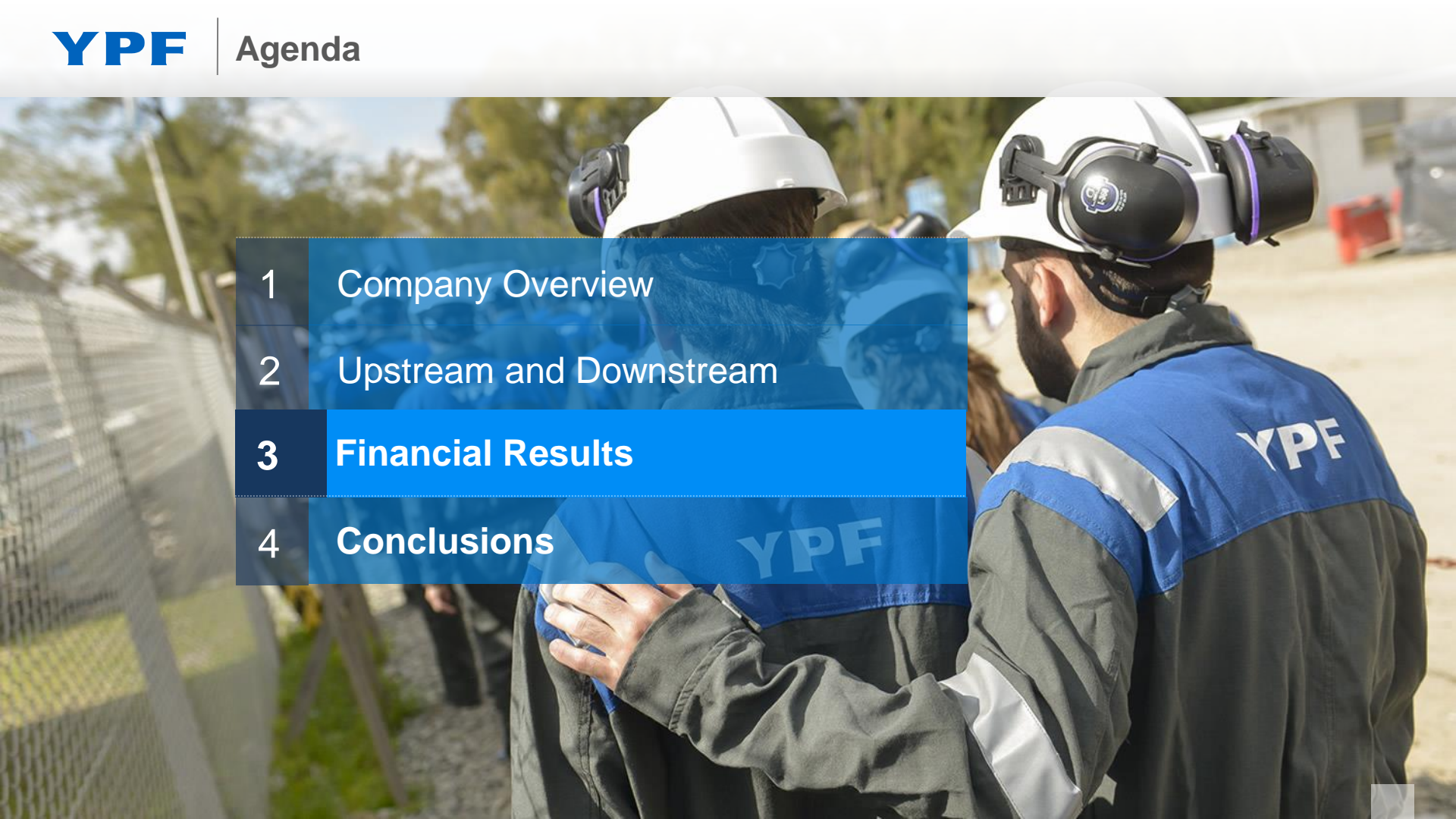
### Upstream

Activity breakdown: 69% in drilling and workovers, 19% in facilities and 12% in exploration and other upstream activities.

### Downstream

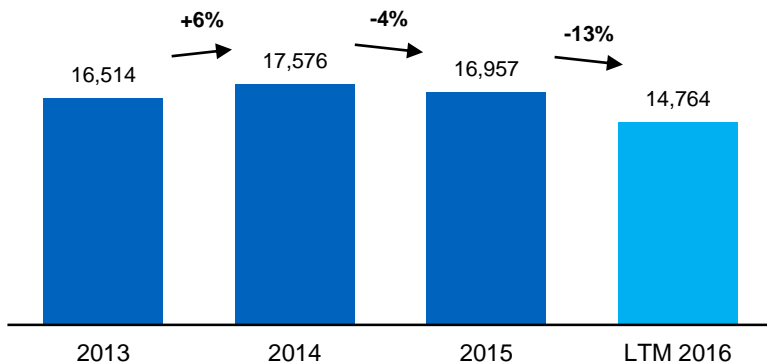
Finalization and start-up of the new coke unit in our La Plata refinery and progress on the revamping of the unit Topping III in our Luján de Cuyo refinery

(1) Capital expenditures for 2014 includes additions relating to the acquisitions of Apache Group assets in Argentina (net of the Pluspetrol assignment), the interest acquired in Bajada de Añelo, La Amarga Chica and the Puesto Hernández, Lajas and La Ventana joint ventures for a total of US\$ 922 million.

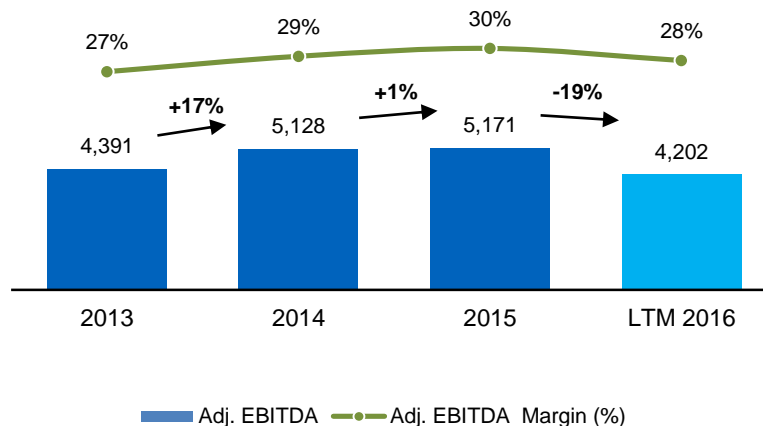
- 
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The devaluation of the local currency resulted in an immediate reduction of Revenues and Adj. EBITDA. EBITDA margin at 28%.

Revenues <sup>1</sup> (US\$ mm)



Adj. EBITDA <sup>1 2 3</sup> (US\$ mm) & Adj. EBITDA Margin (%)



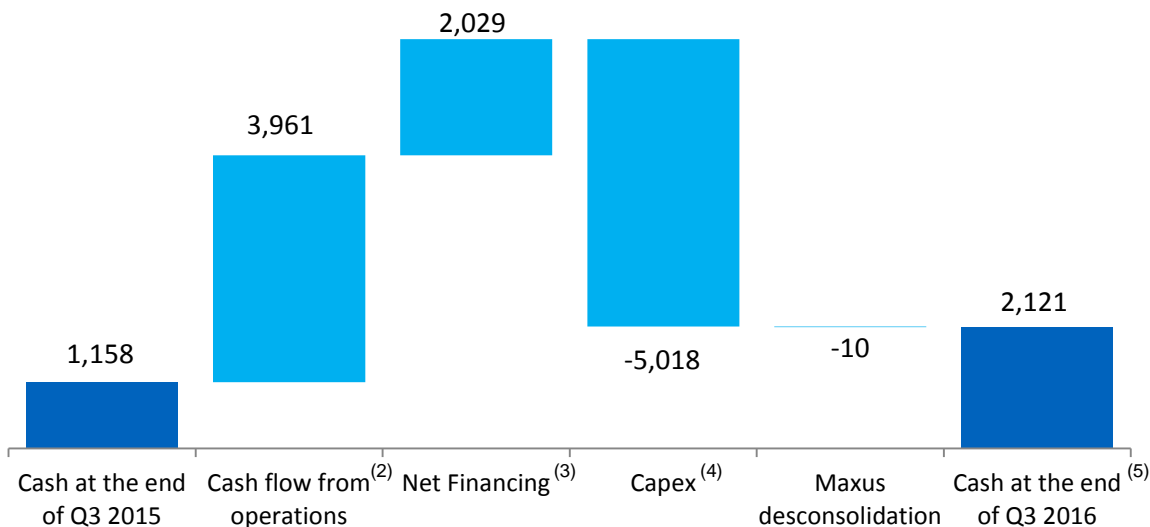
(1) YPF financial statements values in IFRS converted to US\$ using average FX of each period

(2) Considers non recurrent result for Q2 2013, not including a non cash provision of ARS 855 mm relating to claims arising from discontinuity of gas export contracts to Brazil in 2009

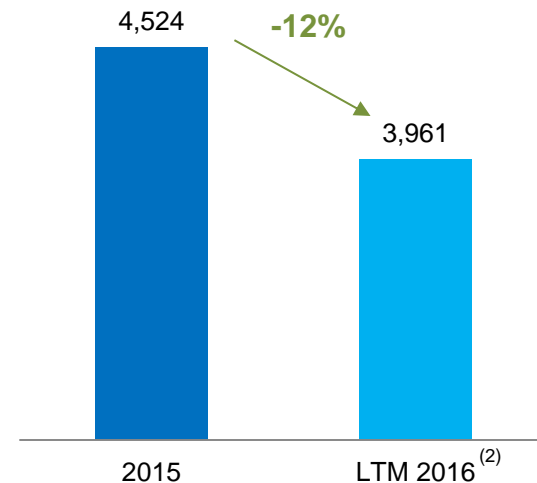
(3) Adjusted EBITDA = Net income attributable to shareholders + Net income for non controlling interest - Deferred income tax - Income tax - Financial income (Losses) gains on liabilities - Financial income gains (Losses) on assets - Income on investments in companies + Depreciation of property, plant & equipment + Amortization of intangible assets + Unproductive exploratory drillings+ Impairment of property, plant & equipment.

Strong cash position by the end of Q3 2016; Operating Cash Flow was up due to reduction in working capital mainly related to collection of 2015 gas receivables.

**Consolidated statement of cash flows <sup>(1)</sup> (US\$ mm)**



**Cash flow from operations <sup>(6)</sup> (US\$ mm)**



(1) Cash converted to US\$ using EOP FX rate; Cash flow, Net financing and Capex as a result of sum of quarters converted in US\$ at average FX of each period.

(2) Includes Ps 9.9 billion of BONAR 2020 sovereign bonds received as payment of 2015 Plan Gas receivables

(3) Includes effect of changes in exchange rates and revaluation of investments in financial assets.

(4) Effective spending in fixed assets acquisitions during the year .

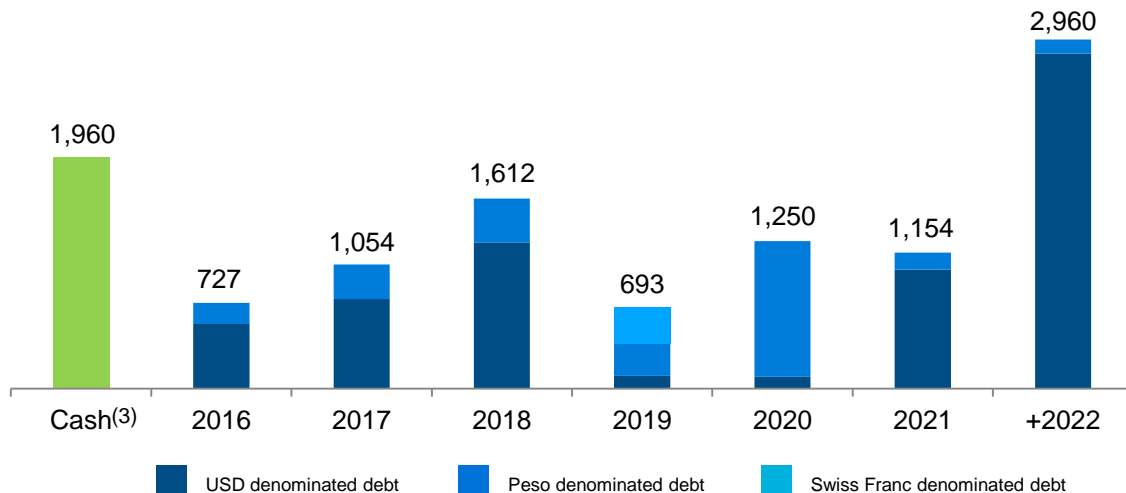
(5) Includes Ps 3.1 billion of financial investments in BONAR 2021 sovereign bonds.

(6) Converted to US\$ using average FX rate of each period.

Cash position strengthened by new debt issuance and unusual strong cash flow generation in the quarter.

## Financial debt amortization schedule <sup>(1) (2)</sup>

(in millions of USD)



## Debt profile highlights

70% denominated in USD, 27% in Pesos and 3% in CHF

Average interest rates of 7.76% in USD, 30.38% in Pesos and 3.75% in CHF

Average life of almost 4.1 years

Net Debt / Adj. LTM EBITDA<sup>(4)</sup> = 1.86x

(1) As of September 30, 2016, does not include consolidated companies

(2) Converted to USD using the September 30, 2016 exchange rate of Ps 15.26 to U.S \$1.00 and CHF 0.97 to U.S.\$1.00

(3) Includes cash & equivalents and Argentine sovereign bonds BONAR 2020 and BONAR 2021.

(4) Net debt to Adj. EBITDA calculated in USD, Net debt at period end exchange rate of Ps 14.9 to U.S \$1.00 and Adj. EBITDA LTM calculated as sum of quarters.

Balance sheet	09/30/16 (Ps million)	12/31/15 (Ps million)	VAR % 2016 / 2015
Cash & ST investments	17,634	15,387	15%
Property, plant & equipment	287,082	270,905	6%
Other assets	99,214	77,161	29%
<b>Total assets</b>	<b>403,930</b>	<b>363,453</b>	<b>11%</b>
Loans	151,339	105,751	43%
Liabilities	140,599	137,241	2%
<b>Total Liabilities</b>	<b>291,938</b>	<b>242,992</b>	<b>20%</b>
<b>Shareholders' equity</b>	<b>111,992</b>	<b>120,461</b>	<b>-7%</b>

Source: YPF financial statements

Income statement	12 months 2015 (Ps million)	12 months 2014 (Ps million)	VAR % 2015 / 2014	9M 2016 (Ps Million)	9M 2015 (Ps Million)	VAR % 9M 2016 / 9M 2015
Revenues	156,136	141,942	10%	155,542	115,190	35%
Operating income	16,588	19,742	-16%	-27,642	15,678	-276%
Adj. EBITDA <sup>1</sup>	47,556	41,412	15%	44,283	35,967	23%
Net income	4,579	9,002	-49%	-30,154	6,291	-579%

Source: YPF financial statements

(1) Adjusted EBITDA = Net income attributable to shareholders + Net income for non controlling interest - Deferred income tax - Income tax - Financial income (losses) gains on liabilities - Financial income gains (losses) on assets - Income on investments in companies + Depreciation of fixed assets + Amortization of intangible assets + Unproductive exploratory drillings + Impairment of property, plant & equipment





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**4 Conclusions**

Maintained production in line with previous year and budget, despite reduction in capex

Lifting cost reduction in dollars; labor productivity discussions under way

Improve operating cash flow by reduction in receivables

Ample liquidity; leverage above target

Recorded USD 1.5 billion of impairment (net)

Restructured short term capex commitments in Vaca Muerta to better match our cash flow

Continued cost and productivity improvements in Vaca Muerta



# YPF

NUESTRA ENERGÍA